

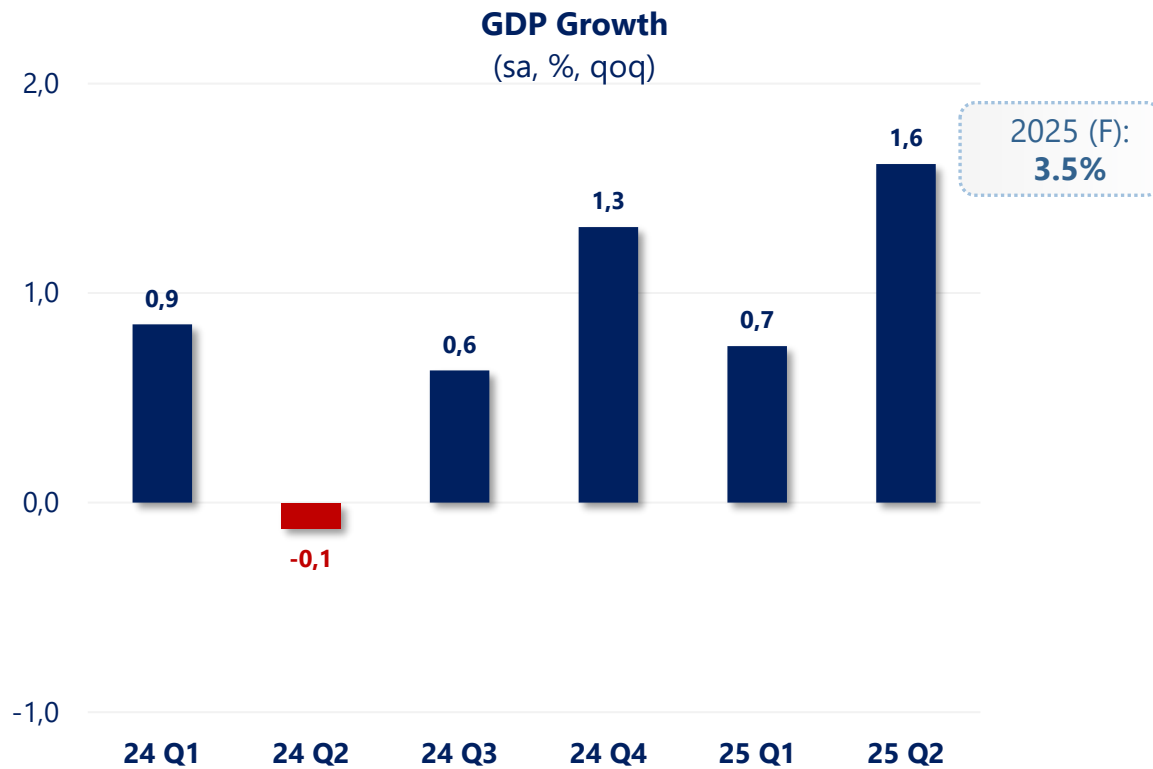


İŞBANK

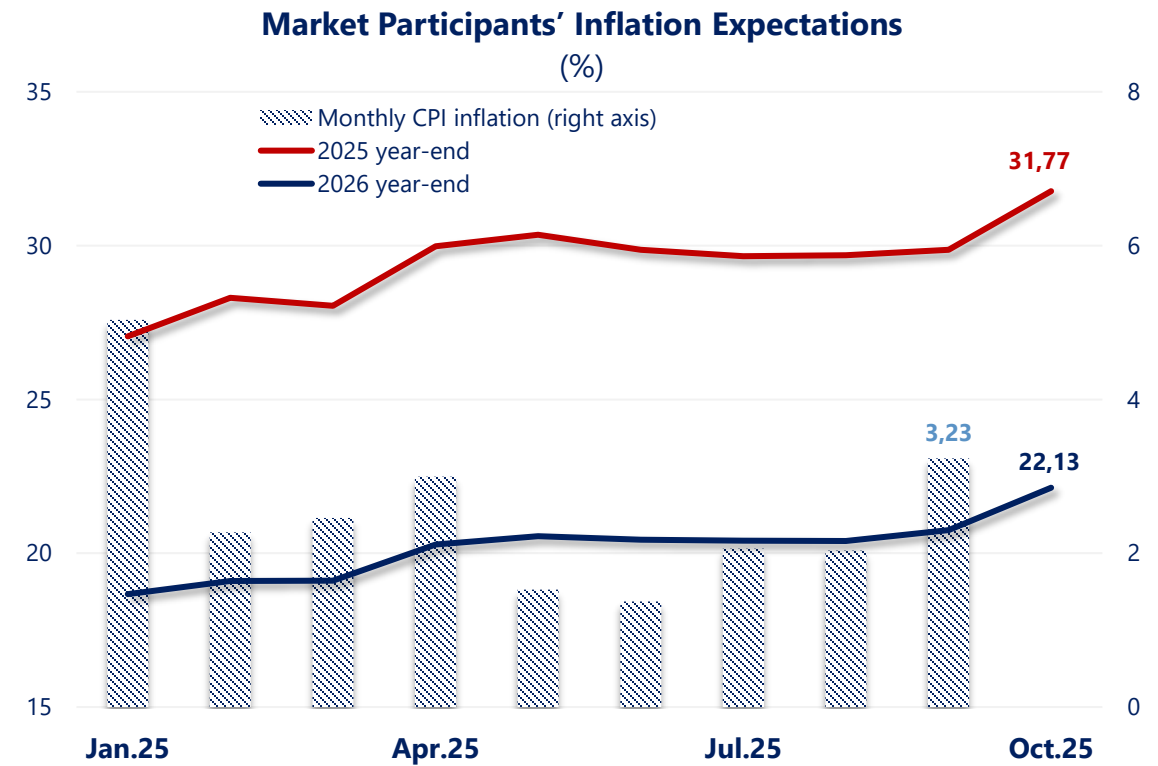
2025 Q3 EARNINGS PRESENTATION

31 October 2025

- ❖ Higher than expected GDP growth in Q2 improved growth forecasts for 2025.

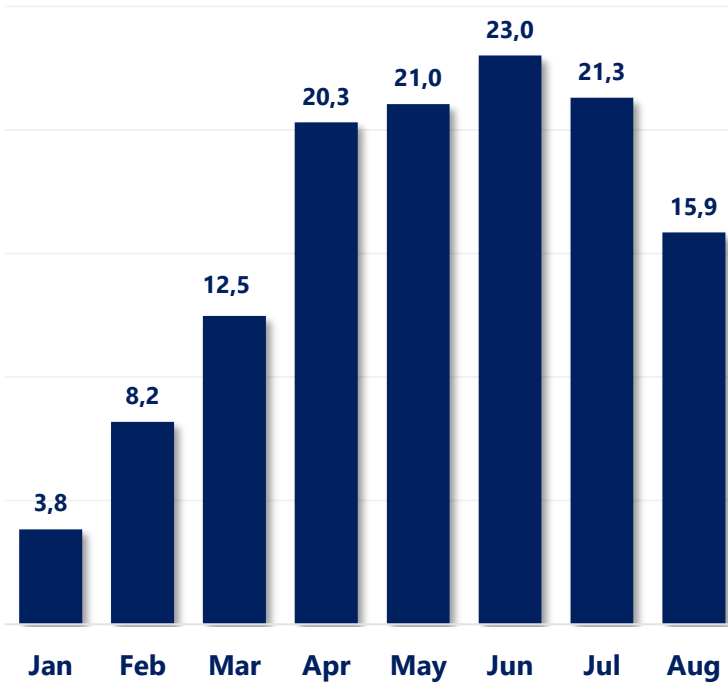


- ❖ Recent slowdown in disinflation reflected in inflation expectations.



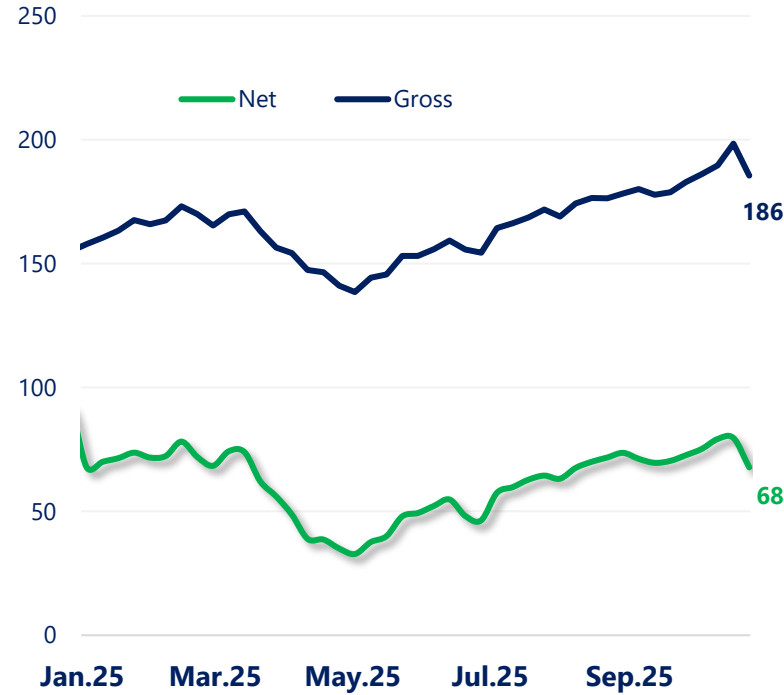
❖ *Current account deficit remains low and manageable.*

Current Account Deficit
(ytd cumulative, billion USD)



❖ *CBRT reserves hit a historic high.*

CBRT Reserves
(billion USD)



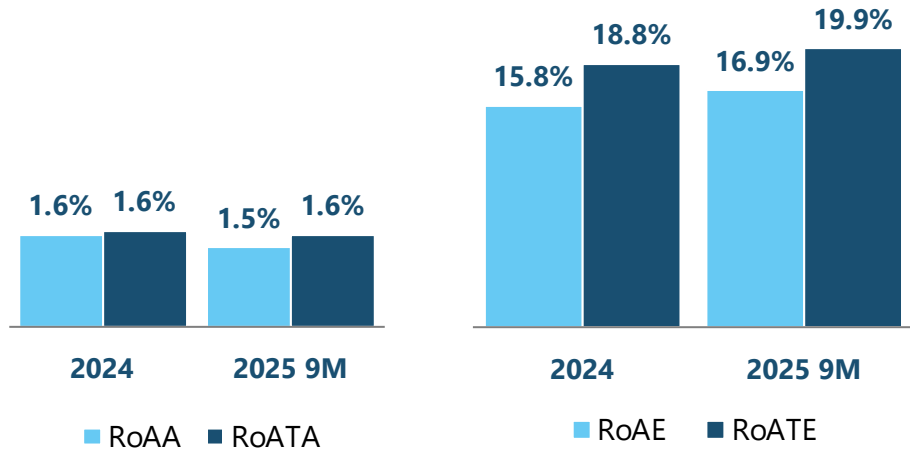
❖ *CDS hit its lowest level since the first quarter of 2020 in mid-September.*

CDS

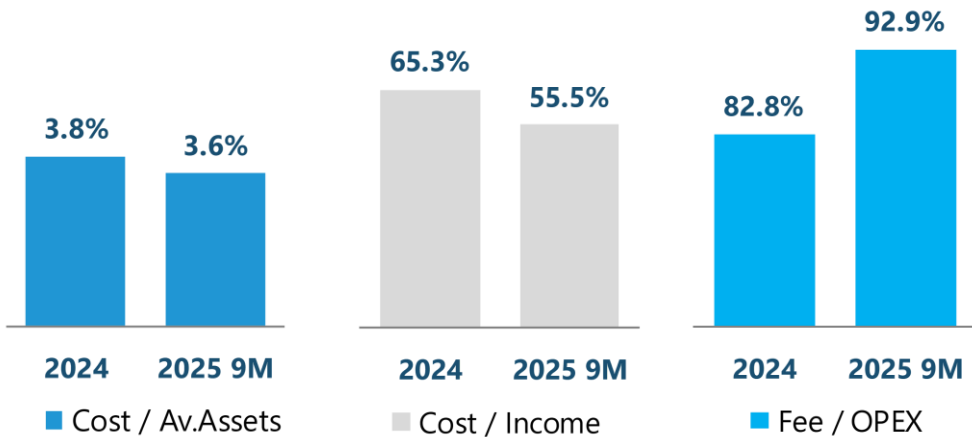


- **Strategically positioned balance sheet leading to sustainable growth**
- **Outstanding achievement in swap adjusted NIM**
- **Continued support from robust fee generation**
- **Exceptional performance in cost discipline**
- **Asset quality indicators remains at solid levels**
- **Improved capital and liquidity metrics**

Profitability Ratios ⁽¹⁾



Efficiency Ratios ⁽²⁾ (adjusted)



Revenue Growth & OPEX

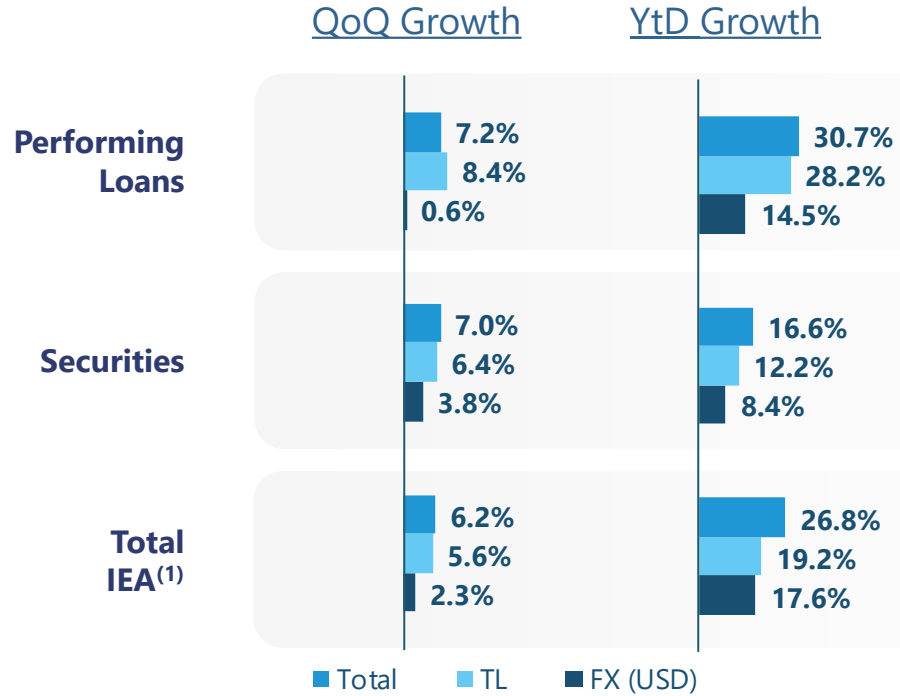
	QoQ	YoY
NII (swap adj.)	116.1%	4.6x
Net F&C	9.9%	46.9%
OPEX	10.7%	24.3%
Pre-Prov. Income	12.1%	113%
Net Income	-18.2%	78.3% ⁽³⁾

(1) Tangible Equity (TE) and Tangible Assets (TA) are calculated by the deduction of M-t-M valuation differences regarding Fin. Assets Measured at FV through OCI and real estates from shareholders' equity and total assets.

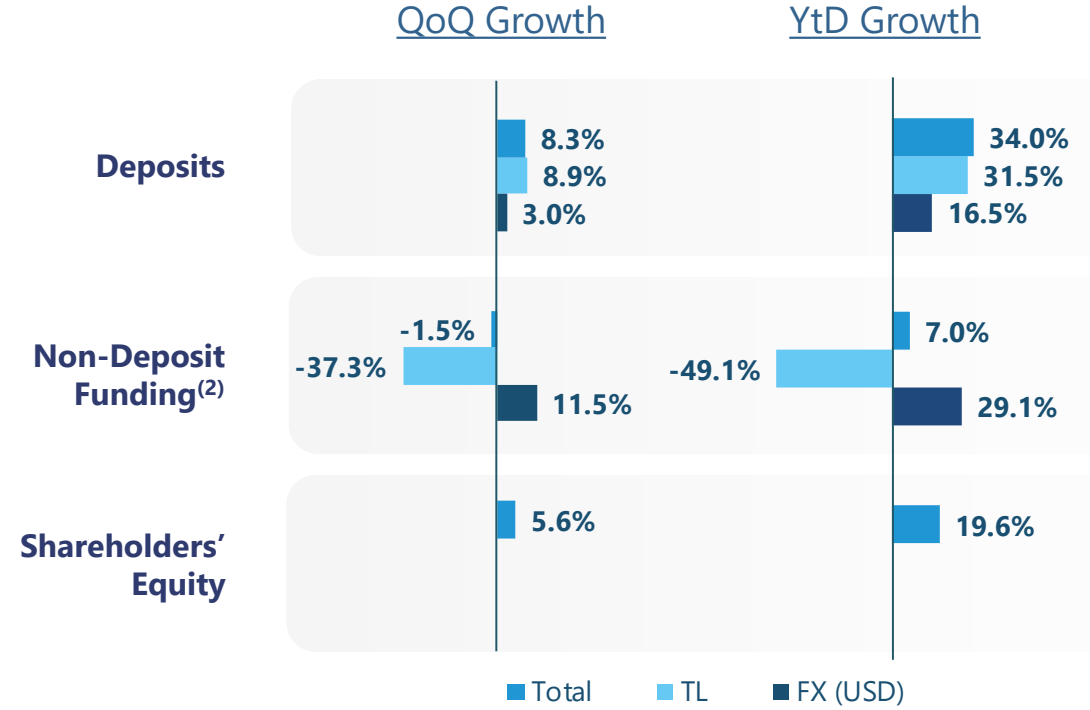
(2) Adjusted for non-recurring and other items. Income figures include income from participations according to IAS 27.

(3) Adjusted for free provisions.

Assets



Liabilities



Rankings⁽³⁾

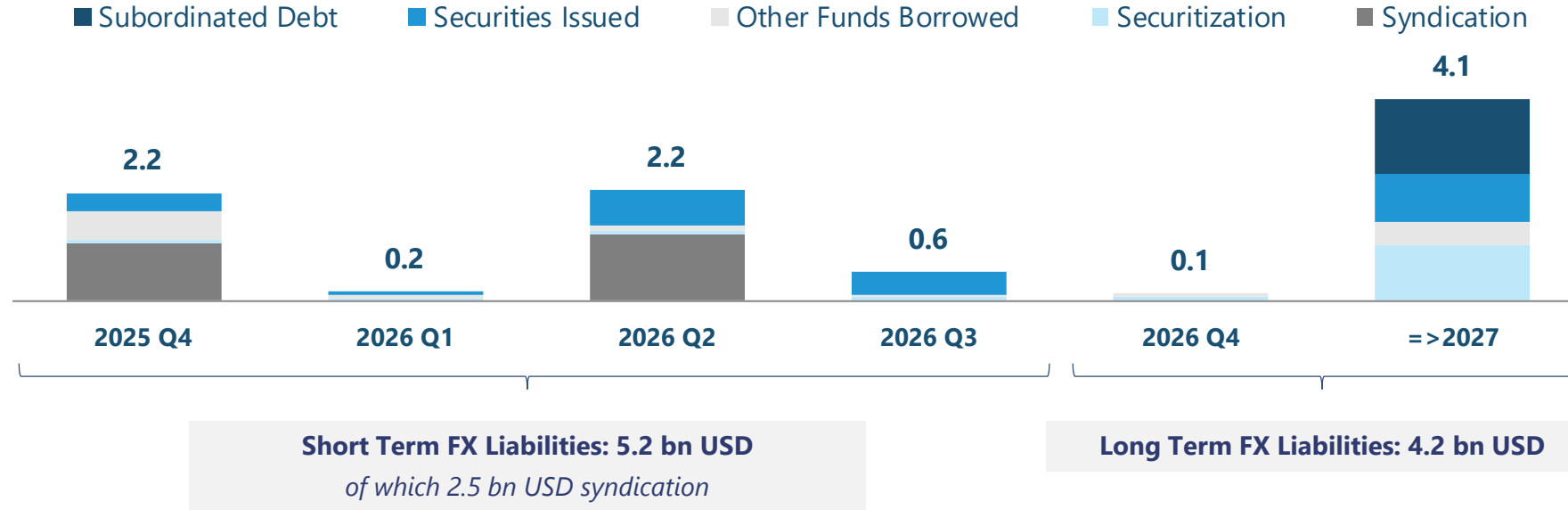
- ✓ **Total assets**
- ✓ **Total loans**
- ✓ **Total deposits**
- ✓ **Demand deposits**

Share of demand deposits:
42% in total

Share of core deposits:
72%

(1) Interest earning assets include Central Bank reserves.
 (2) Non-deposit funding includes repo & money market, funds borrowed, securities issued and subordinated debt.
 (3) Among private sector banks.

Maturity Profile of FX Wholesale Funding⁽¹⁾ (bn. USD)



❖ **Share of Sustainable Funding** in
FX Wholesale Funding: **54.4%**

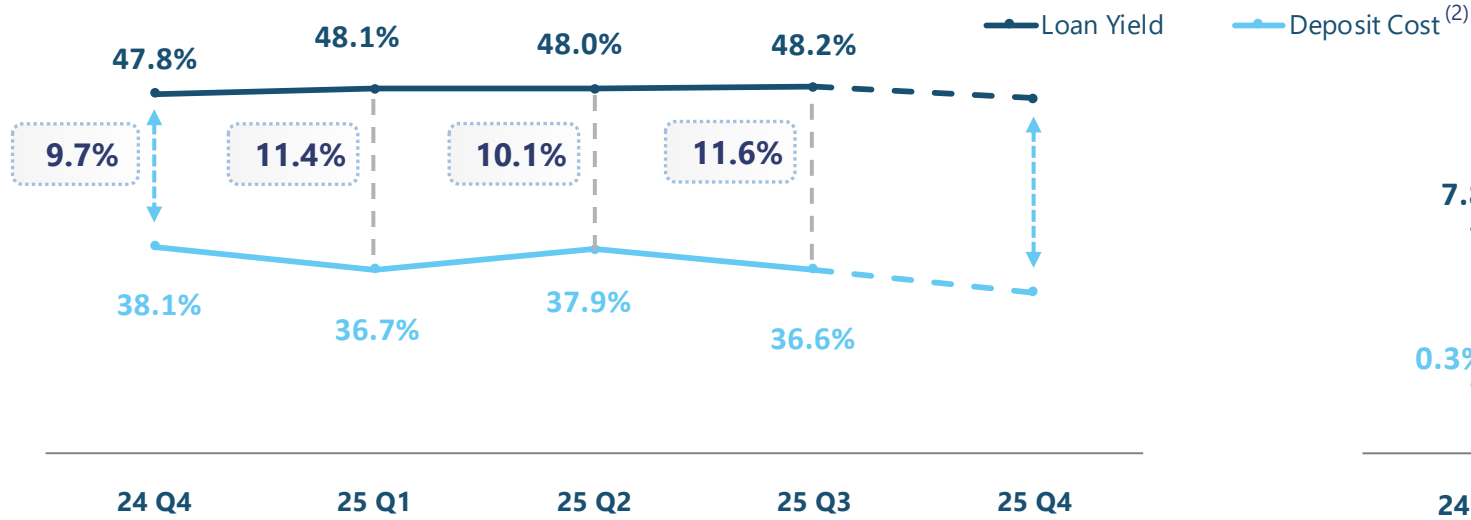
❖ **Strong Liquidity:**
Total LCR: **130%** FX LCR: **298%**

❖ **AT1 issuance** in Q1
500 mn. USD

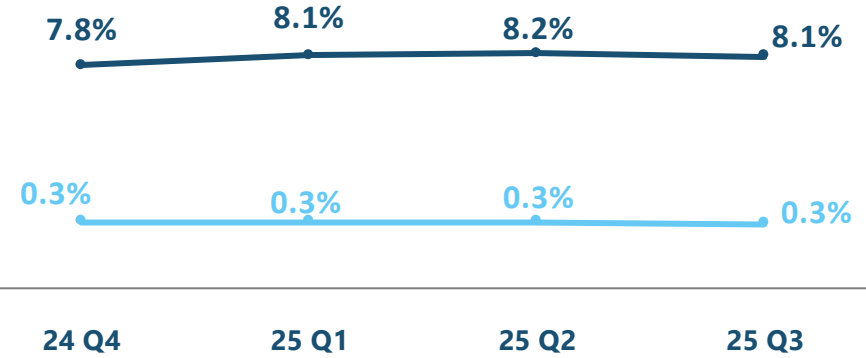
❖ **Tier 2 issuance** in Q3
500 mn. USD

► Spread Evolution

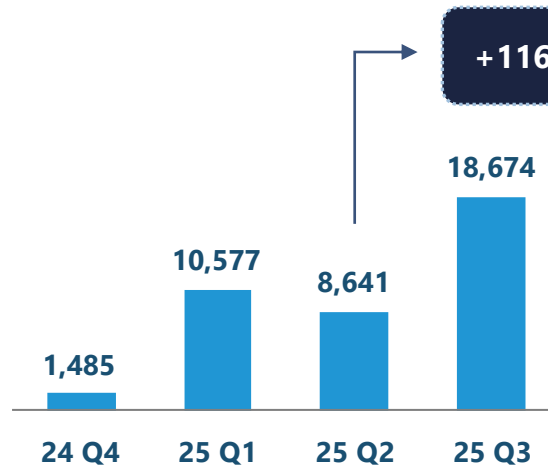
TL Loan-Deposit Spread⁽¹⁾ (quarterly)



FX Loan-Deposit Spread⁽¹⁾ (quarterly)



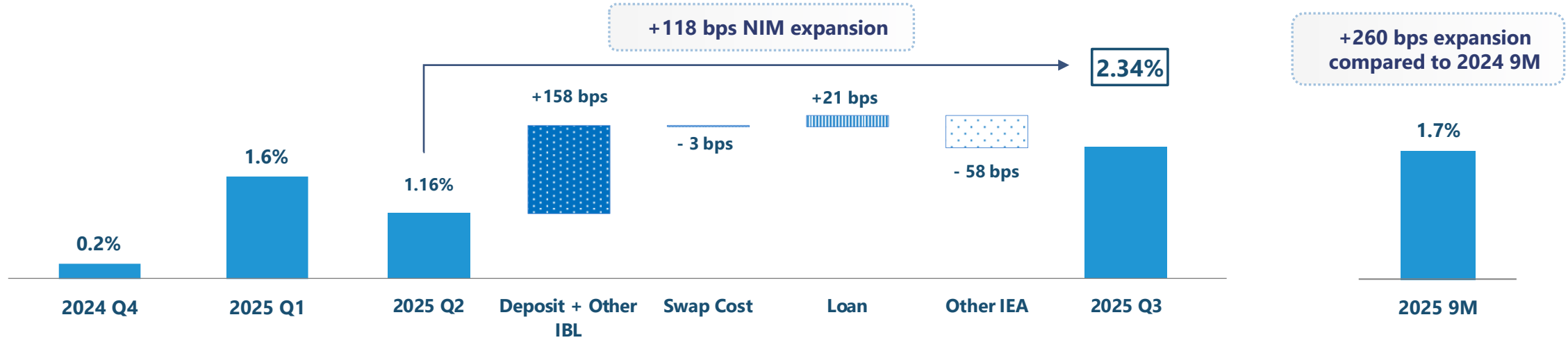
Net Interest Income (swap adjusted, quarterly, mn. TL)



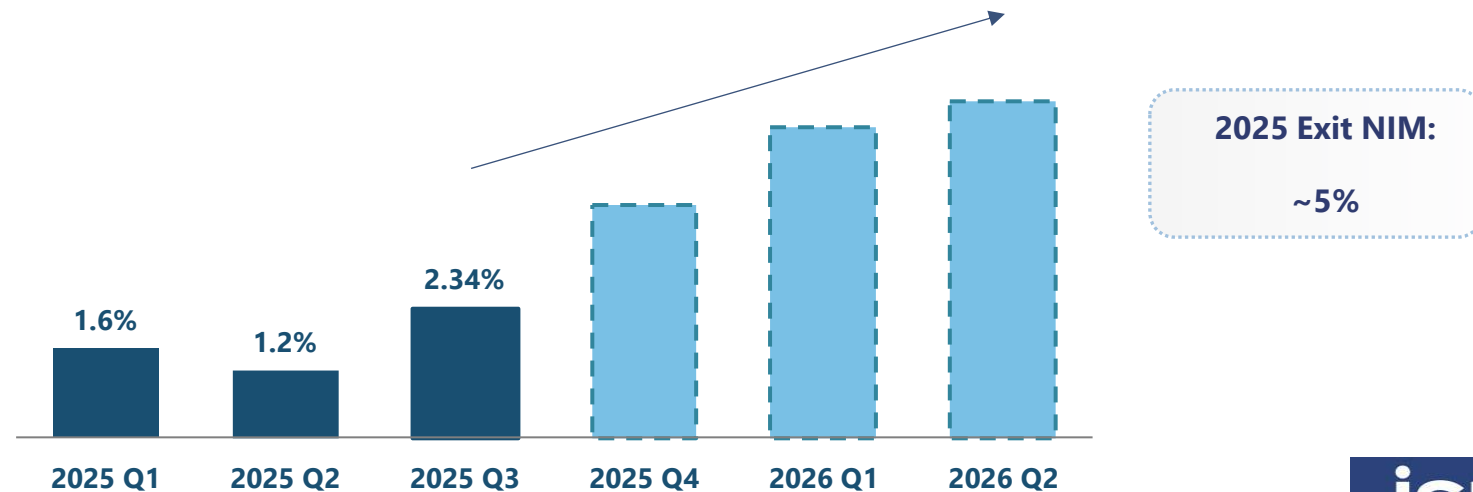
(1) Based on MIS data.
(2) Including demand deposits.

Net Interest Margin

Swap Adjusted NIM Evolution ⁽¹⁾⁽²⁾

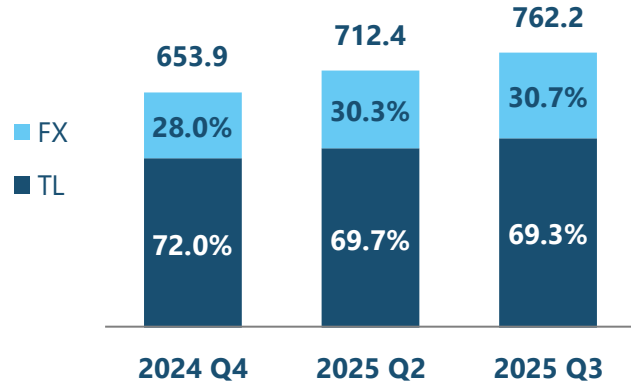


Net Interest Margin ⁽¹⁾⁽²⁾ (swap adjusted, quarterly)

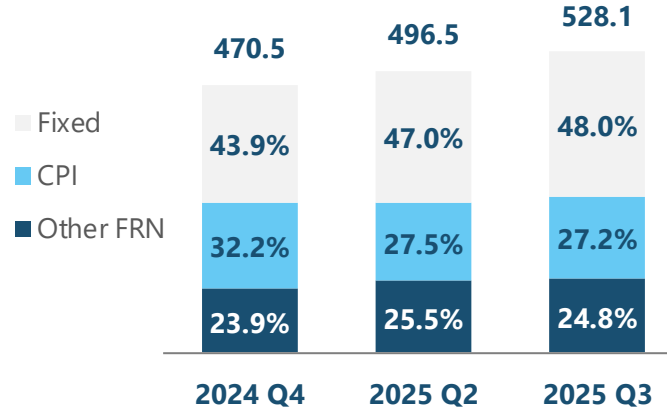


(1) Based on MIS data.
(2) Interest earning assets include Central Bank reserves.

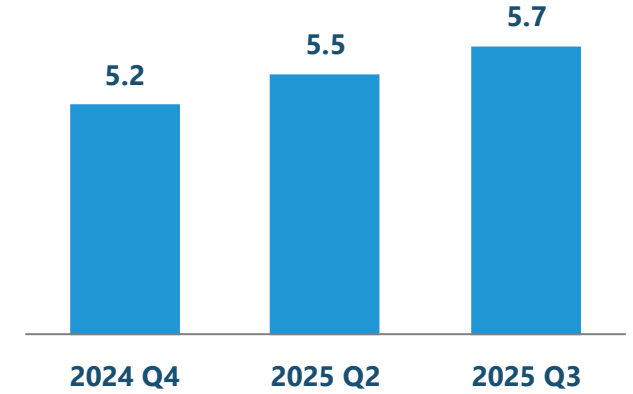
Total Securities (bn. TL)



TL Securities⁽¹⁾ (bn. TL)



FX Securities (bn. USD)



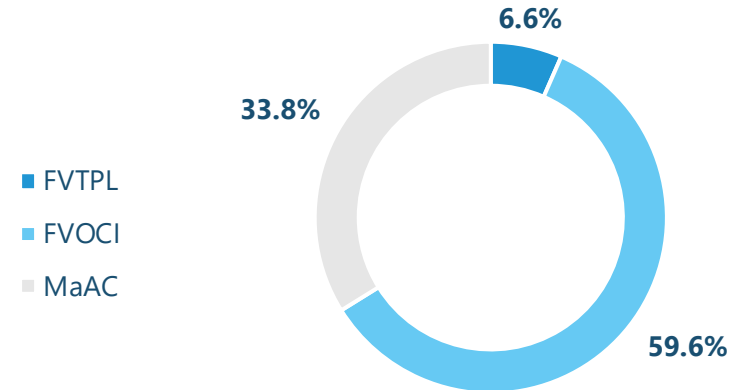
TL Securities & CPI Linkers

TL Securities	25 Q2	25 Q3
Yield	33.7%	31.7%

CPI Linkers	25 Q2	25 Q3
Yield	38.5%	33.2%
Interest Income (mn. TL)	13,444	11,172

Inflation	25 Q2	25 Q3
12-Month Ahead Inflation Expectation ⁽²⁾	32.18%	29.53%
Headline	35.05%	33.29%

Breakdown of Securities (2025 Q3)

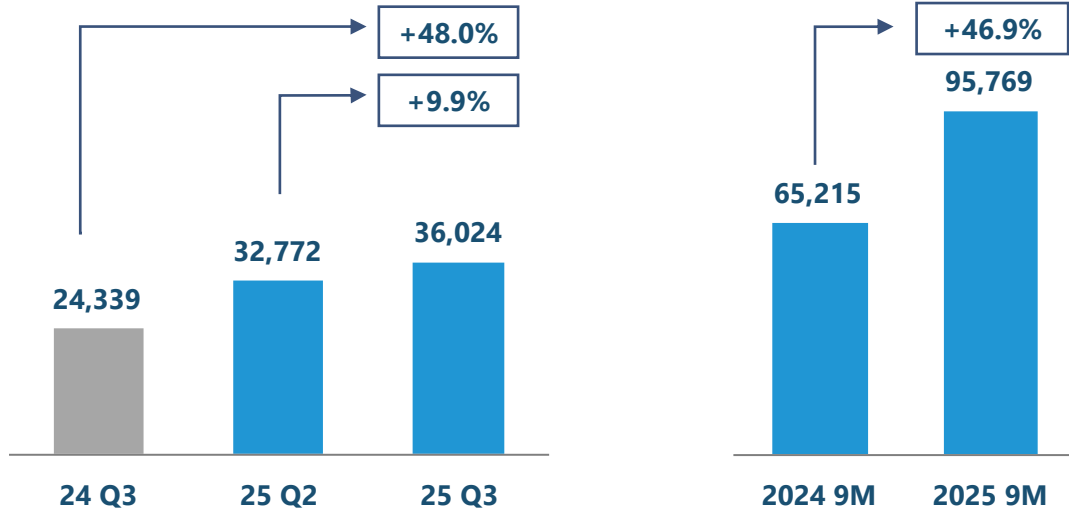


(1) Shares of securities has been calculated based on the securities whose revenue is linked to interest

(2) Average of CBRT Market Participants & Real Sector Expectation Surveys

► Sustainable Fee Income Generation

Net Fees and Commissions (mn. TL)



Net F&C Composition (2025 9M)



Consistent F&C Growth (2025 9M, YoY)

Payment Systems
51%

Lending Related
31%

Bancassurance
70%

Money Transfers
29%

Asset Management
55%

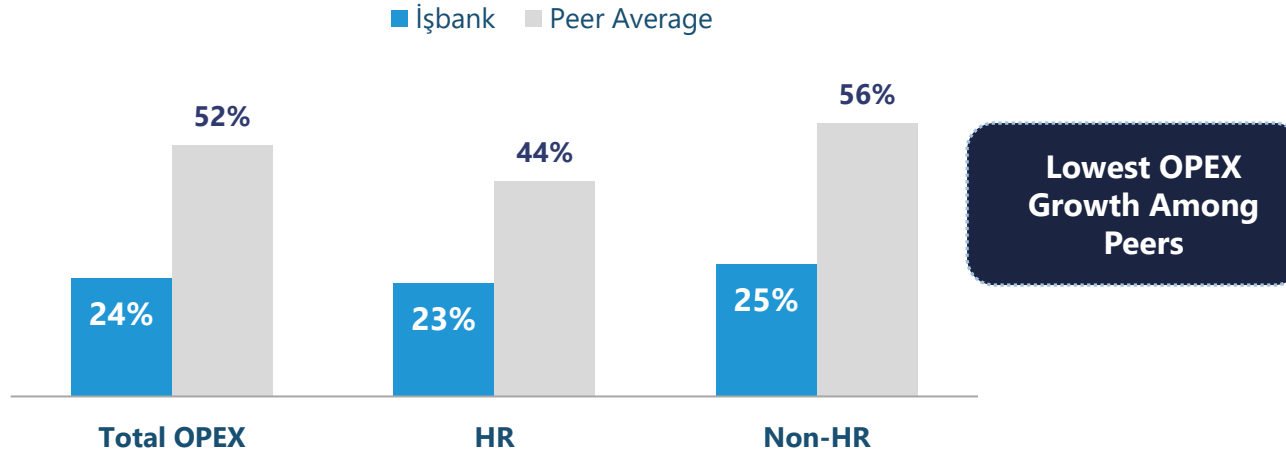
❖ **1 out of every 4 mobile investment transactions*** in the market* is executed through **İşCep**

❖ **AuM YoY growth 65%**

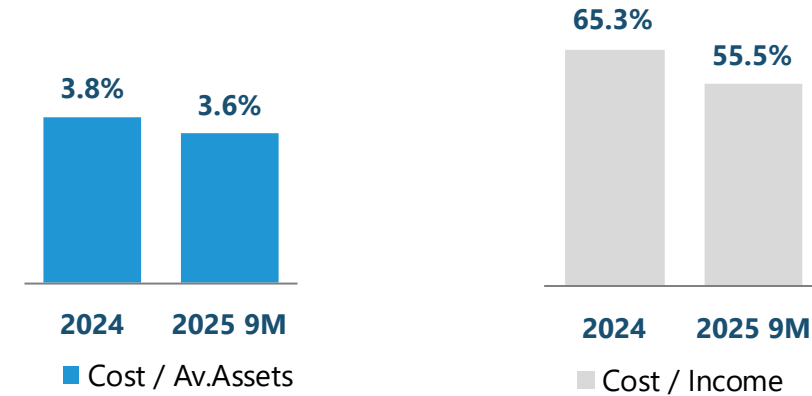


► Impressive Cost Discipline & Increasing Efficiency

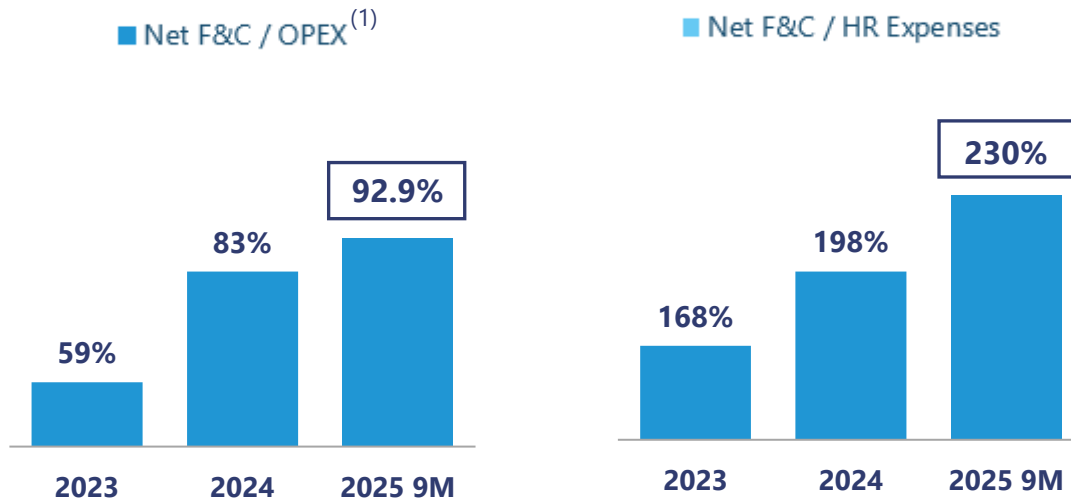
Well-Contained OPEX Growth (2025, 9M)



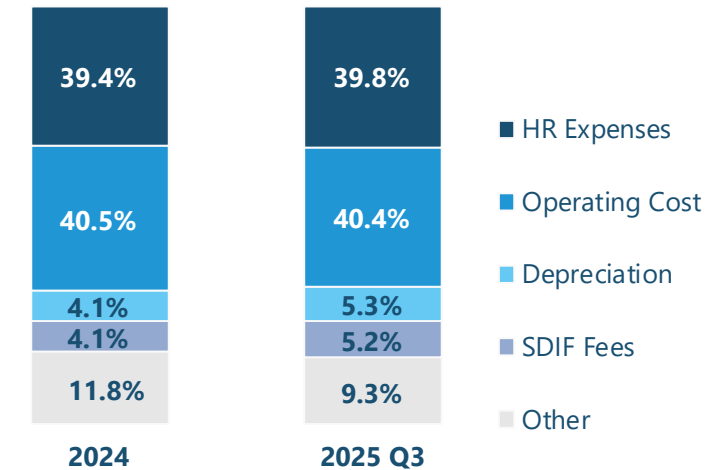
Efficiency Ratios ⁽¹⁾ (adjusted)



Increasing Net F&C Coverage Ratios

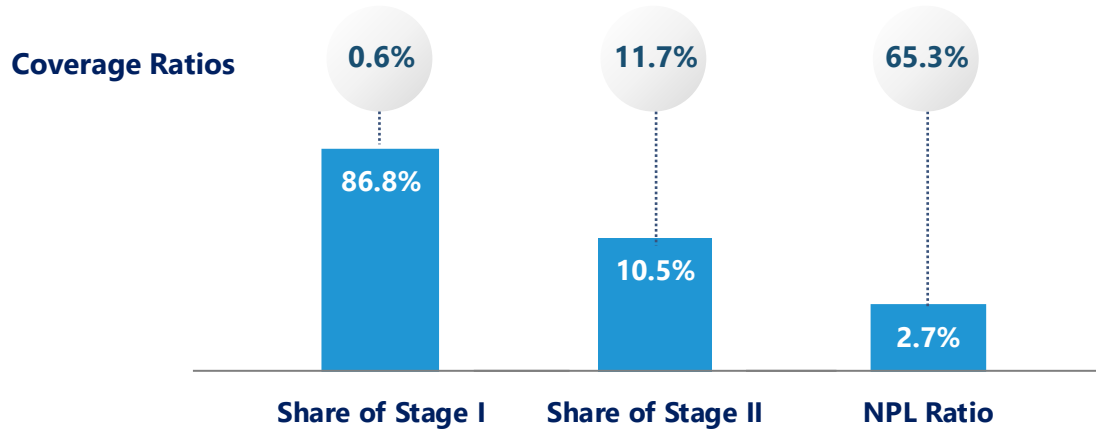


Cost Structure

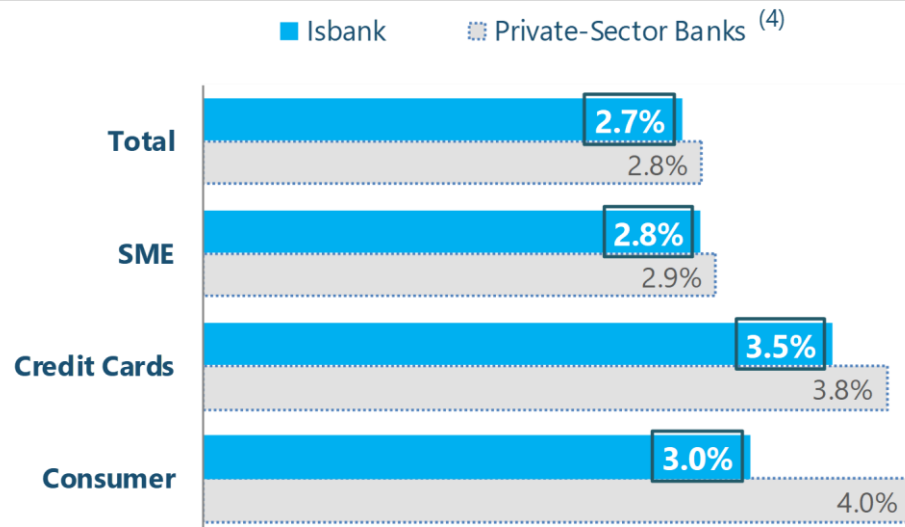


(1) Adjusted for non-recurring and other items. Income figures include income from participations according to IAS 27.

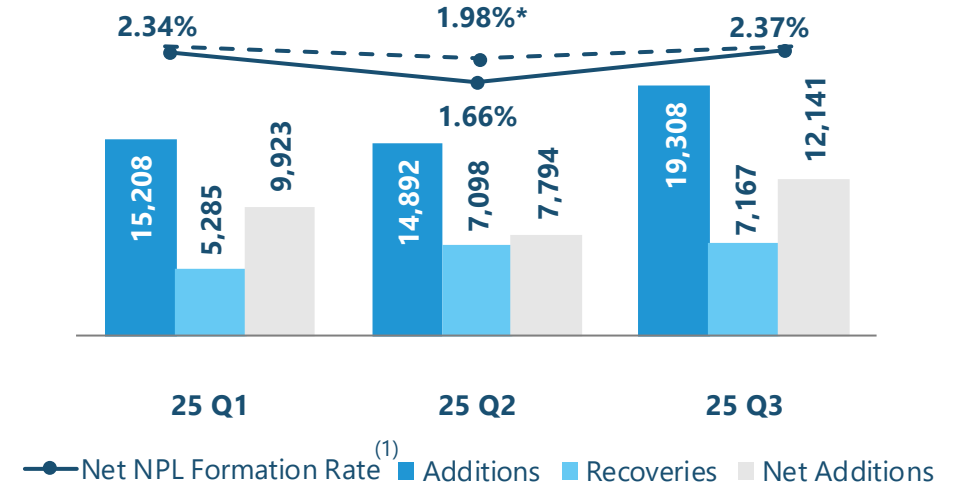
Strong Coverage



NPL Ratios by Segments (2025 9M)



Net NPL Formation (mn. TL, quarterly)



- ❖ Strong collection performance in 2025 9M⁽²⁾: **26%**
- ❖ Highest Stage 3 coverage ratio⁽³⁾: **65.3%**

- ❖ Total Net Cost of Risk⁽⁵⁾ for 2025 9M: **218 bps**, incl. currency impact

(*)

Adjusted for one-off big ticket collection.

(1)

Net NPL Formation / Average Performing Loans

(2)

Collections / (Prior period ending balance NPL + Additions)

(3)

Among peers

(4)

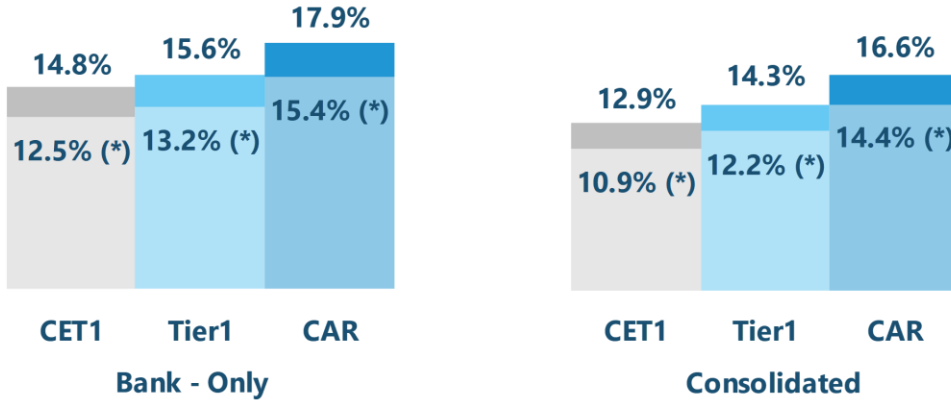
Based on weekly BRSA data for commercial private banks, SME data is based on monthly BRSA data.

(5)

(Stage 1+2+3 Expected Credit Losses-Reversals) / Average Gross Loans. See appendix for details.

► Comfortable Capital Buffers

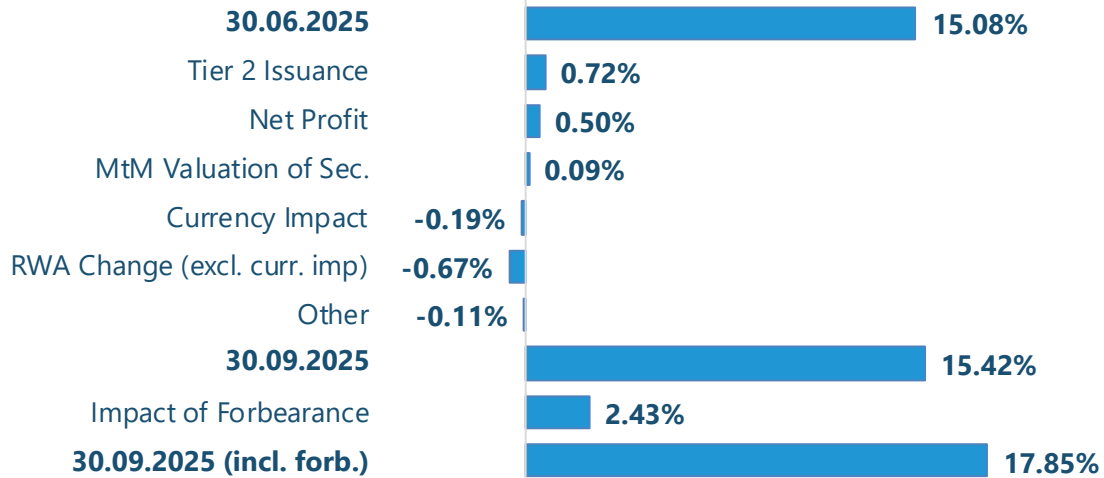
Capital Ratios (2025 Q3)



Minimum Capital Requirements (%)

	Bank-Only	Consolidated
CET 1 Ratio	7.06	8.57
Tier 1 Ratio	8.56	10.07
CAR	10.56	12.07

Change in Capital Adequacy Ratio



Excess Capital

Excess Capital (TL mn)	Reported	Without Forbearance
Bank-Only	CET 1 Ratio	197,410
	Tier 1 Ratio	179,548
	CAR	187,196
Consolidated	CET 1 Ratio	129,274
	Tier 1 Ratio	127,860
	CAR	135,441

	Guidance	Outlook
TL Loan Growth (yoy)	~35%	✓
Net Interest Margin (swap adj.)	~350 bps expansion	Notable improvement in spreads amid a tighter than expected rate trajectory
Net Fees & Commissions Growth (yoy)	~50%	✓
OPEX Growth (yoy)	Avg. CPI	✓
NPL Ratio	~3%	✓
Net Cost of Risk	~200 bps	✓
Capital Adequacy Ratio (w/o forbearance)	>15%	✓
Return on Average Equity	~25%	Steady improvement in line with NIM trends

- **Page 17 - Strong Focus on Digitalisation**
- **Page 18 - Sustainability Journey**
- **Page 19 - Sustainability Structure**
- **Page 20 - Sustainability Achievements**
- **Page 21 - Net Cost of Risk**
- **Page 22 - Decomposition of OPEX**
- **Page 23 - Asset Structure**
- **Page 24 - Loans**
- **Page 25 - Loan Composition**
- **Page 26 - Sector Breakdown of Loans**
- **Page 27 - Liabilities Structure**
- **Page 28 - Deposits**
- **Page 29 - Income Statement Highlights**
- **Page 30 - Fees & Commissions Income**
- **Page 31 - Largest Private Bank**

Digital Acceleration through extensive use of AI, Data & Analytics

~78%

share of retail sales*
through digital
channels

84%

share of commission
revenue through
digital channels

97%

share of total non-
branch transactions

90.4%

share of TL time
deposits through
digital channels

91.1%

share of GPLs
through digital
channels



Digital platforms that complements our solutions

15.5 mn

İşCep
customers

6 mn

daily mobile customers

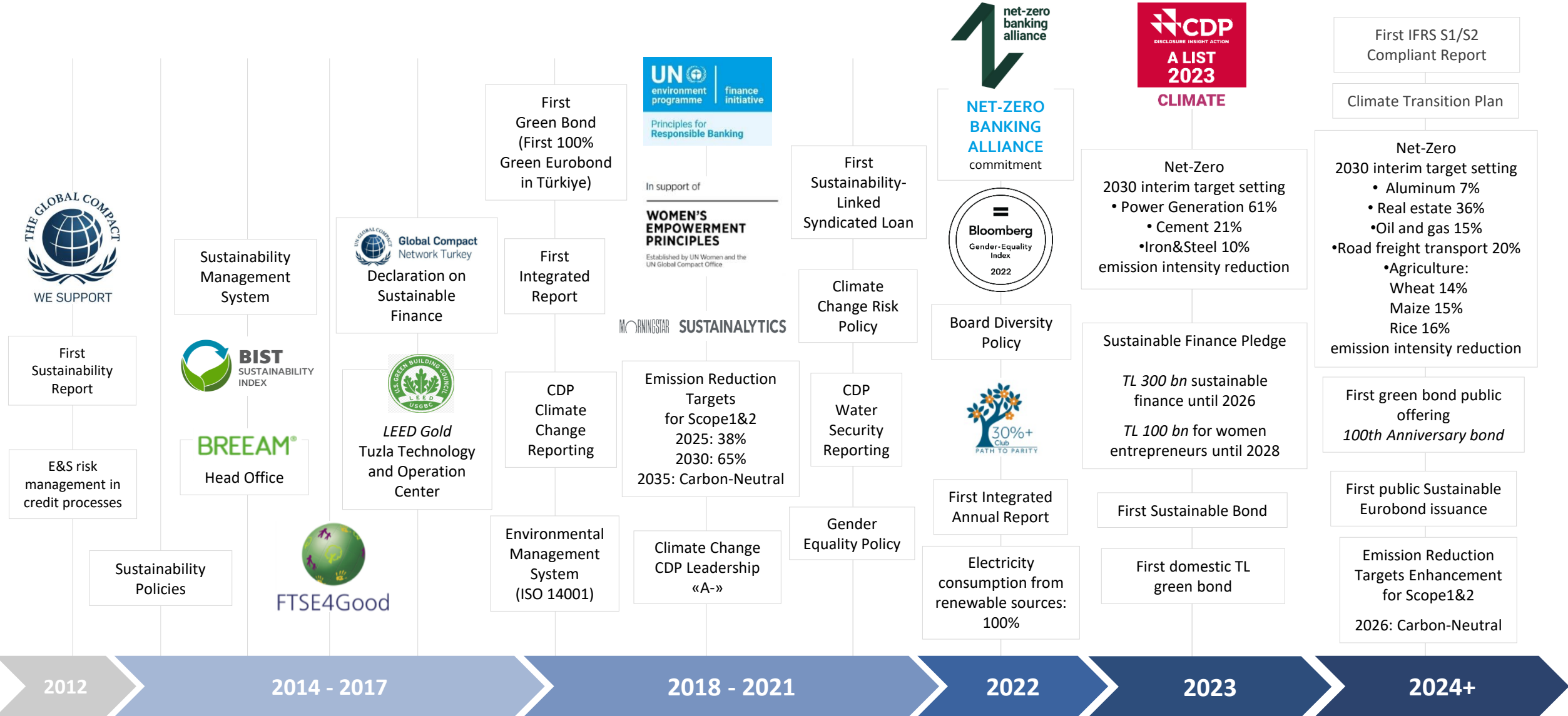
#1

in Net Promoter Score
since 2022

Awards

- › World's Best Mobile Banking App
- › Best Consumer Digital Bank in Türkiye
- › Best Online Product Offerings in Türkiye
- › Best in Lending in Türkiye
- › Best in Transformation in Türkiye
- › Best Digital Bank in CEE
- › Best Bank in Türkiye
- › Best Digital Bank in Türkiye

Sustainability Journey



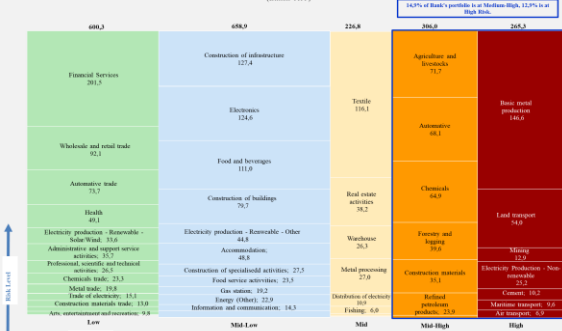
High Level Commitment in Sustainability Governance

- Sustainability **Committee** - Sustainability **Leader**

Effective Management of Risks

- Ensuring the compliance of the Bank's activities and practices with the climate change strategy:
 - Governance: **Climate Change Risk Policy**,
 - Analysis: **Climate Change Risk Management – Climate Heatmap & Scenario Analysis**

Climate Change Risk Heat Map of Bank's Commercial Loan Portfolio by Sector as of June 2025 (Billion TRY)



- E&S risk analysis / due diligence
- investment projects/ portfolio

Strong Support for the Transition in Economy

First bank in Türkiye to announce its Climate Transition Plan across all carbon-intensive sectors

- Our sectoral decarbonization targets within the scope of our decarbonization commitments:
 - Emission intensity reduction by 2030
 - 61% in power generation
 - 21% in **cement**
 - 10% in **iron&steel**
 - 7% in **aluminum**
 - 36% in **real estate**
 - 15% in **oil and gas**
 - 20% in **road freight transport**
 - 14% wheat, 15% maize, 16% rice in **agriculture**
- Phase out from financing of coal and coal-related activities by 2040
- Sustainable finance pledge** of TL 650 billion by 2028
- ~ TL 5.9 billion** sustainable investment fund
- 56 Agriculture Specialized Branches
- İmecemobil** - Technical Assistance to +290 thousand Farmers
- Twin Transformation Journey of 100 SMEs

Sustainable Funding

- Share of Sustainable Funding** in FX Wholesale Funding – **54.4%**
- First-ever domestic green debt instrument** issuance in Turkish lira - TL 500 million
- First digital bond with blockchain technology in Emerging Markets** - use of proceeds: earthquake affected areas **USD 100mn**
- İşbank's First public Sustainable Eurobond** issuance -USD 500 mn

Gender Equality

- Gender Equality Policy
- Board Diversity Policy
- İşbank Declaration on Women's Empowerment
 - TL 250 bn financing pledge for women entrepreneurs by 2028
 - Financial literacy training to 15,000 women in 5 years
- Collaboration with TÜRKONFED & UN Women - WeLead Project

Strong Employee Rights

- As of 30.09.2025;
 - Female employee rate: 55.08%
 - Female in management rate: 42.69%
 - Return from maternity leave rate: 100%
 - Unionized employee rate: 96.94%
 - Turnover rate: 1.28%

International Initiatives



In support of

**WOMEN'S
EMPOWERMENT
PRINCIPLES**

Established by UN Women and the
UN Global Compact Office



PRINCIPLES FOR
RESPONSIBLE
BANKING



Reporting & Awards



GLOBAL FINANCE

Sustainable Finance Awards 2025
Best Impact Investing Solution

ESG Rating & Indices

MORNINGSTAR

SUSTAINALYTICS



BIST
SUSTAINABILITY
INDEX

Low Risk



LSEG

18/1138 - Global Banks



Environment-friendly Operations

- All locations covered by ISO 14001:2015
(As of 30.09.2025)
- Head Office Building - the BREEAM In-use Excellent certificate
- Tuzla Technology and Operations Center (TUTOM) - LEED Gold certificate
- Atlas Data Center - LEED v4 Gold certificate
- First Self-Consumption Solar Power Plant Investment



BREEAM®

Provisions (TL mn)	25 Q1	25 Q2	25 Q3	2025 9M
Stage 1	2,373	2,164	2,101	6,638
Stage 2	1,603	2,169	4,608	8,381
Stage 3	8,672	6,481	9,189	24,342
Reversals (TL mn) (-)	25 Q1	25 Q2	25 Q3	2025 9M
Stage 1+2	602	341	-5	938
Stage 3	2,962	3,405	632	7,000
Net CoR *	209 bps	147 bps	290 bps	218 bps
<i>Currency Impact</i>	<i>12 bps</i>	<i>9 bps</i>	<i>7 bps</i>	<i>9 bps</i>
Net CoR (exc. currency impact) *	197 bps	138 bps	283 bps	209 bps

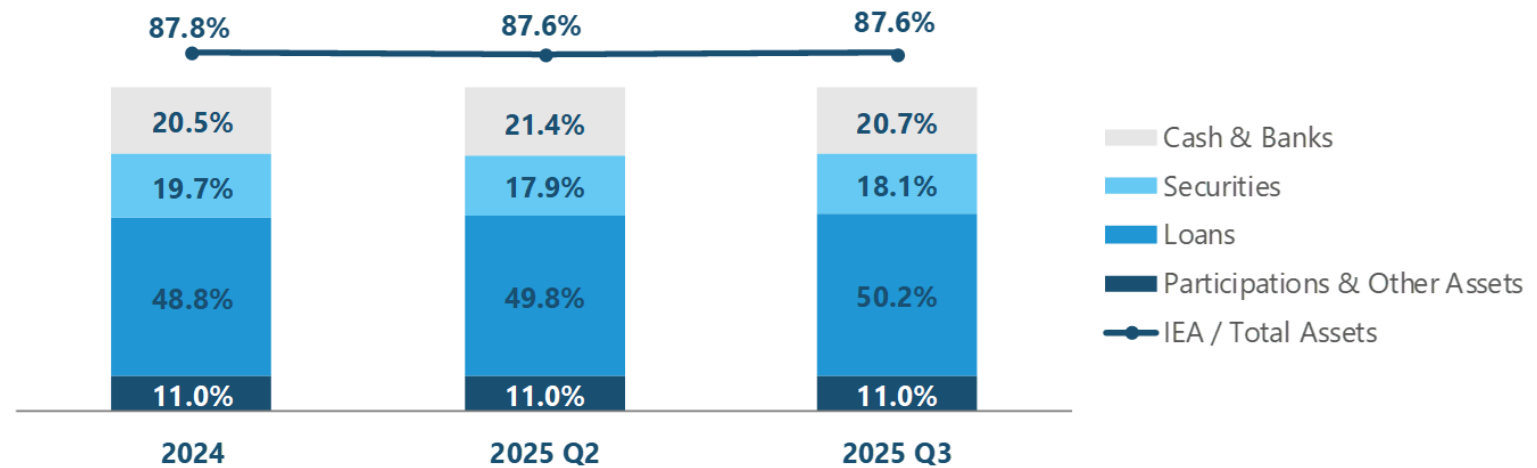
(*) (Stage 1+2+3 Expected Credit Losses-Reversals) / Average Gross Loans

► Decomposition of OPEX

(TL thousand)	2025 Q2	2025 Q3	Δ QoQ	2024 9M	2025 9M	Δ YoY
HR Expenses	14,593,777	15,132,934	3.7%	33,869,841	41,549,372	22.7%
Non-HR expenses	19,981,503	23,143,695	15.8%	50,148,074	62,862,605	25.4%
Advertisement & Marketing	675,227	818,633	21.2%	3,468,640	2,734,002	-21.2%
IT and R&D	968,605	1,747,996	80.5%	1,956,462	2,716,600	38.9%
Rental Expenses	194,550	150,887	-22.4%	284,680	483,632	69.9%
Maintenance	387,995	375,890	-3.1%	763,065	1,044,207	36.8%
Depreciation	1,810,648	2,126,683	17.5%	3,348,798	5,510,604	64.6%
Provision for Pension Fund	435,000	435,000	0.0%	4,212,000	1,305,000	-69.0%
Other	15,509,478	17,488,606	12.8%	36,114,429	49,068,560	35.9%
TOTAL	34,575,280	38,276,629	10.7%	84,017,915	104,411,977	24.3%

► Asset Structure

(TL mn.)	2024	2025 Q2	2025 Q3	Δ QoQ	Δ YtD
Cash & Banks	682,396	848,851	872,736	2.8%	27.9%
Securities (Net)	653,869	712,396	762,161	7.0%	16.6%
Loans	1,622,484	1,978,648	2,120,221	7.2%	30.7%
Participations (Net)	204,183	240,494	254,002	5.6%	24.4%
Fixed Assets (Net)	65,028	74,146	78,911	6.4%	21.4%
Other Assets	95,816	121,024	132,608	9.6%	38.4%
Total Assets	3,323,776	3,975,558	4,220,641	6.2%	27.0%
TL Assets	2,123,424	2,404,957	2,544,376	5.8%	19.8%
FX Assets	1,200,353	1,570,601	1,676,265	6.7%	39.6%
FX Assets (USD mn.)	34,296	39,777	40,637	2.2%	18.5%



(TL mn.)	2024	2025 Q2	2025 Q3	Δ QoQ	Δ YtD
Total Loans	1,622,484	1,978,648	2,120,221	7.2%	30.7%
TL Loans	1,028,867	1,216,520	1,319,118	8.4%	28.2%
Retail Loans*	508,172	640,717	724,190	13.0%	42.5%
Housing Loans*	65,443	77,240	80,699	4.5%	23.3%
Auto Loans*	6,367	6,229	6,102	-2.0%	-4.2%
GPLs ^{(1)*}	175,917	218,511	243,895	11.6%	38.6%
Credit Card Loans*	260,445	338,738	393,494	16.2%	51.1%
Non-Retail Loans	520,695	575,803	594,928	3.3%	14.3%
SME Loans ⁽²⁾	326,182	377,934	414,757	9.7%	27.2%
Commercial and Corporate Loans	194,513	197,868	180,171	-8.9%	-7.4%
FX Loans	593,617	762,128	801,104	5.1%	35.0%
FX Loans (USD mn.)	16,960	19,302	19,421	0.6%	14.5%
SME Loans ⁽²⁾	1,262	1,260	1,506	19.5%	19.3%
Commercial and Corporate Loans	15,698	18,042	17,915	-0.7%	14.1%

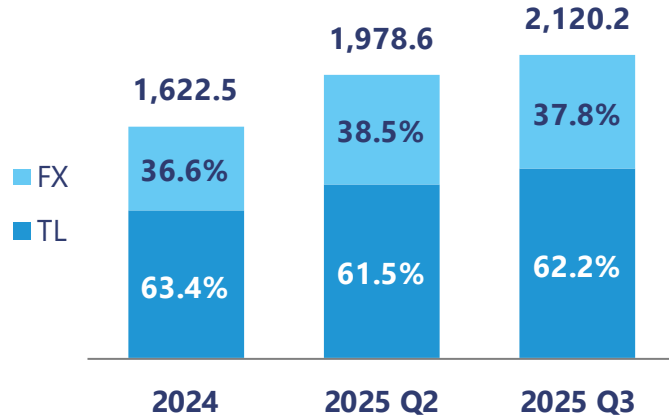
(*) Including the loans extended to non-residents.

(1) Including overdraft accounts

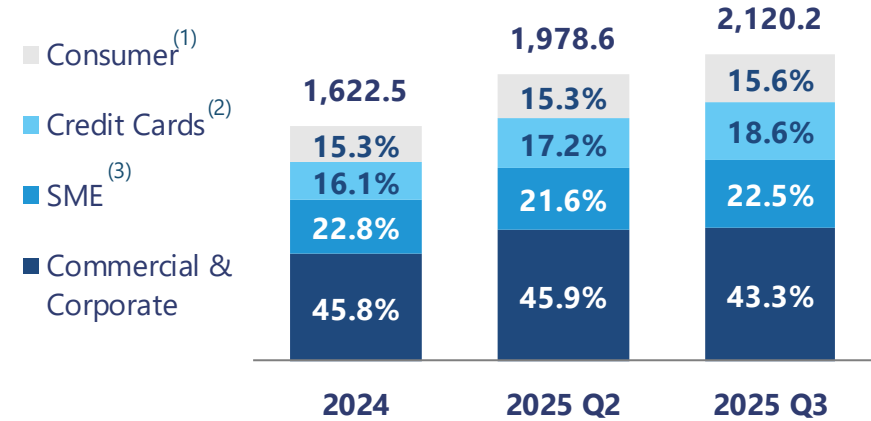
(2) SME definition includes companies with number of employees < 250 and turnover or total assets <= TL 500 mn. for 2024 and 2025 Q2; companies with number of employees < 250 and turnover or total assets <= TL 1 bn. for 2025 Q3.

Loan Composition

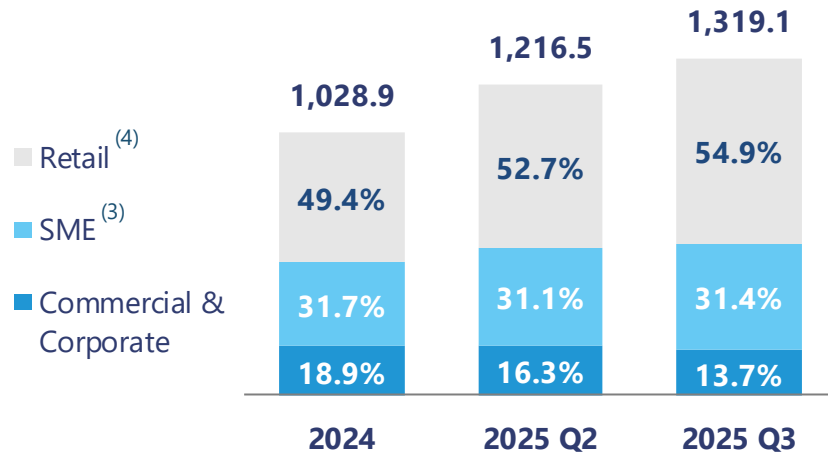
Currency Mix (bn.TL)



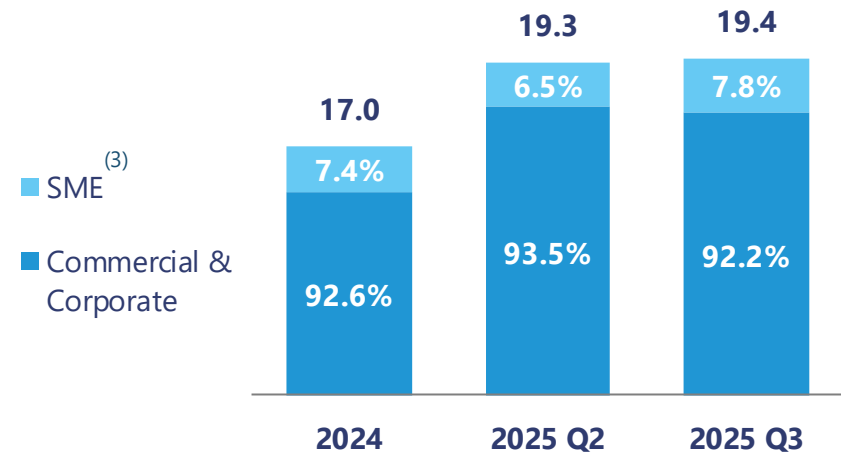
Total Loans (bn. TL)



TL Loans (bn. TL)



FX Loans (bn. USD)



(1) Including retail overdraft accounts and loans that are extended to non-resident.

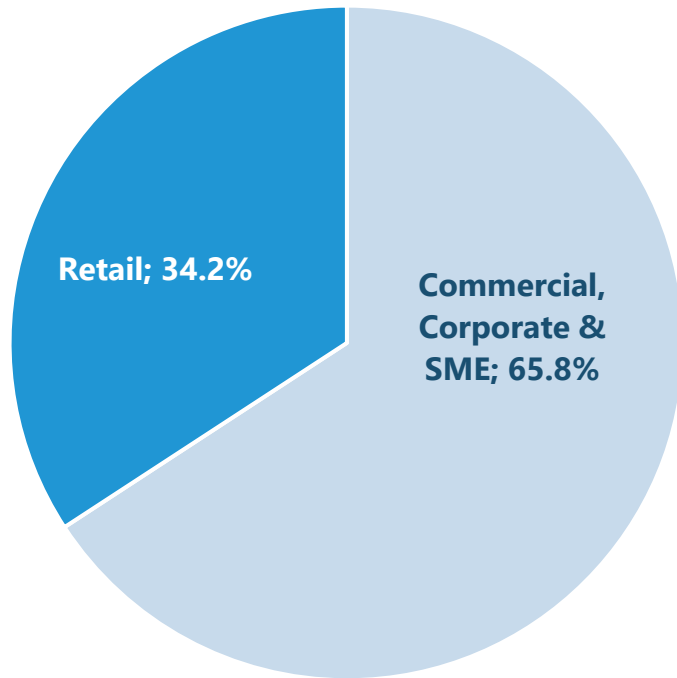
(2) Including balance of non-residents. Total figure shows retail credit card balances only.

(3) SME definition includes companies with number of employees < 250 and turnover or total assets <= TL 500 mn. for 2024 and 2025 Q2; companies with number of employees < 250 and turnover or total assets <= TL 1 bn. for 2025 Q3.

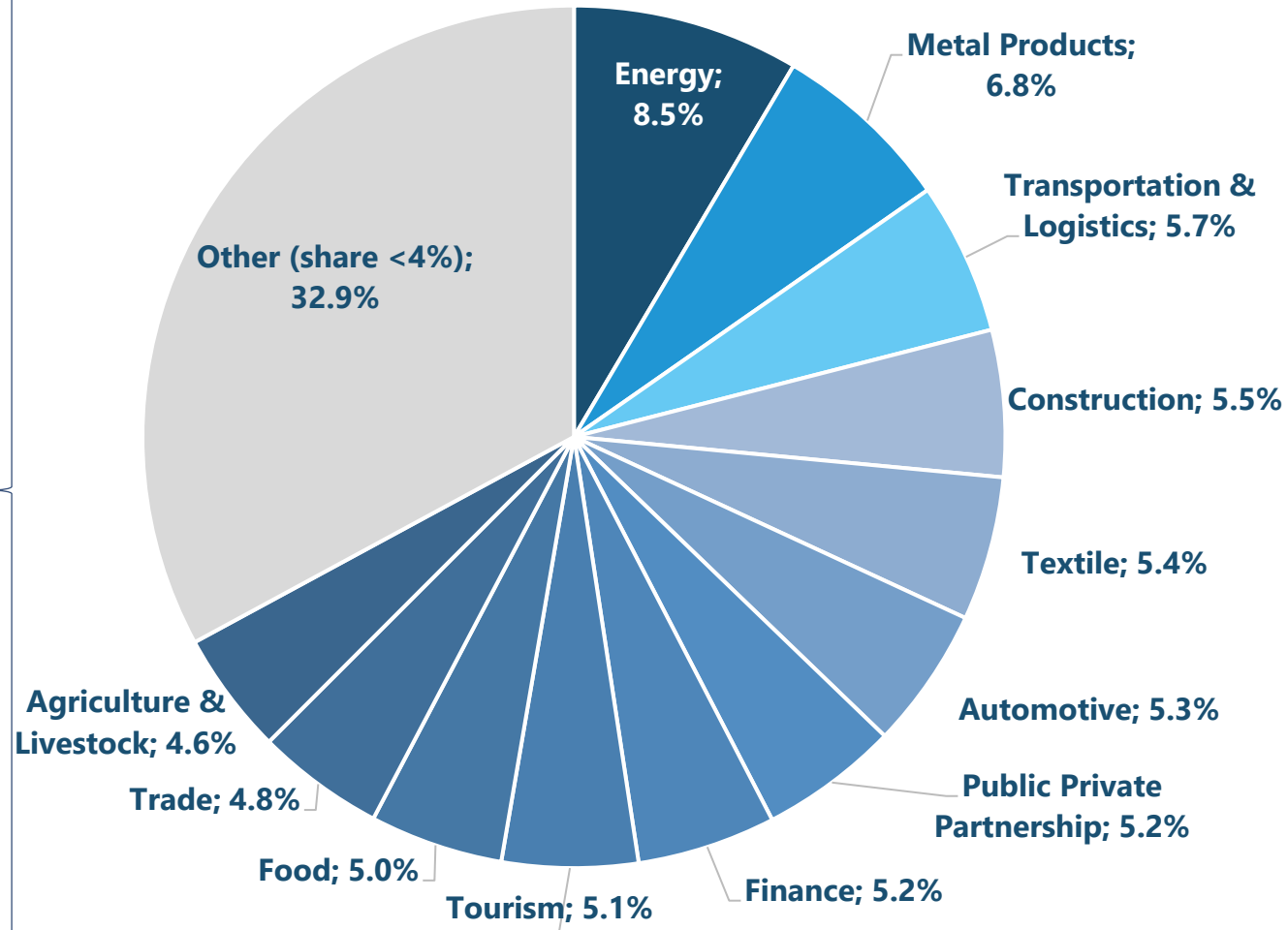
(4) Including retail credit cards and overdraft accounts and loans that are extended to non-resident.

► Sector Breakdown of Loans

Total Loans Breakdown* (%)

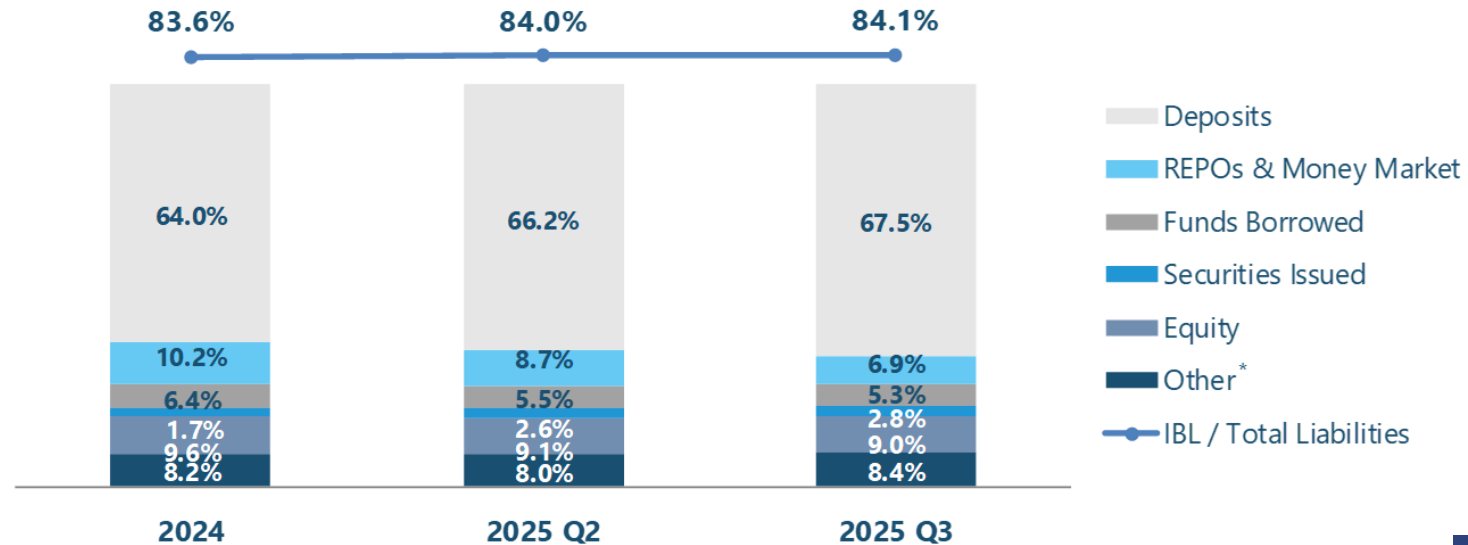


Commercial Loans Breakdown* (%)



► Liabilities Structure

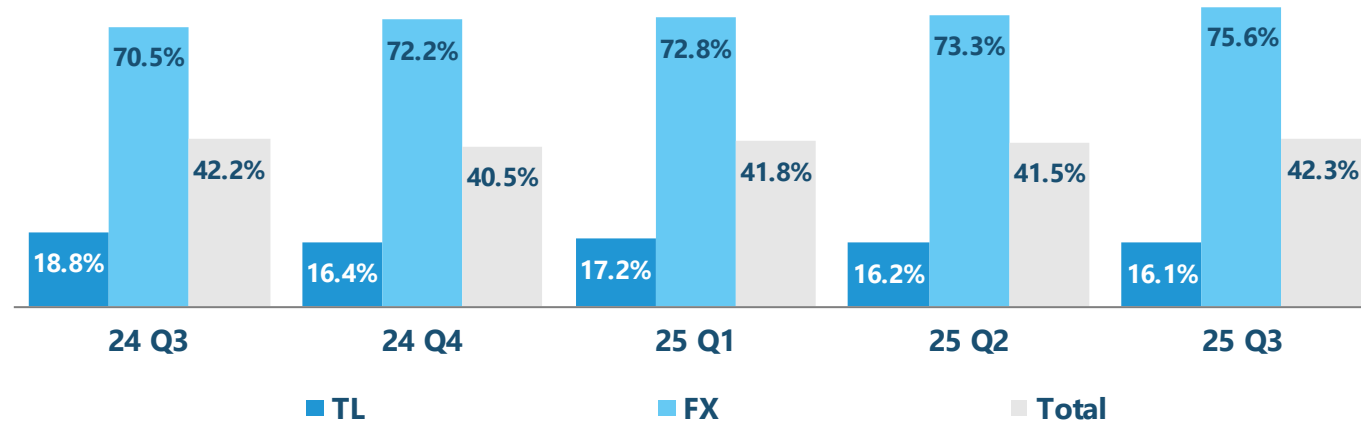
(TL mn.)	2024	2025 Q2	2025 Q3	Δ QoQ	Δ YtD
Deposits	2,127,117	2,631,296	2,850,511	8.3%	34.0%
REPOs & Money Market	338,408	344,671	290,566	-15.7%	-14.1%
Funds Borrowed	211,093	218,521	225,275	3.1%	6.7%
Securities Issued	55,606	102,596	117,117	14.2%	110.6%
Other	273,215	317,936	356,528	12.1%	30.5%
Equity	318,338	360,538	380,645	5.6%	19.6%
Total Liabilities & Equity	3,323,776	3,975,558	4,220,641	6.2%	27.0%
TL Liabilities	2,017,806	2,294,522	2,381,720	3.8%	18.0%
FX Liabilities	1,305,970	1,681,037	1,838,920	9.4%	40.8%
FX Liabilities (USD bn.)	37,313	42,574	44,580	4.7%	19.5%



► Deposits

(TL mn.)	2024	2025 Q2	2025 Q3	Δ QoQ	Δ YtD
Total Deposits	2,127,117	2,631,296	2,850,511	8.3%	34.0%
TL Deposits	1,215,867	1,468,066	1,599,075	8.9%	31.5%
TL Saving Deposits	718,441	840,174	873,485	4.0%	21.6%
TL Commercial Deposits	409,482	535,326	621,950	16.2%	51.9%
Other TL Deposits	87,944	92,565	103,639	12.0%	17.8%
FX Deposits	911,250	1,163,231	1,251,436	7.6%	37.3%
FX Deposits (USD mn.)	26,036	29,460	30,338	3.0%	16.5%
<i>Demand Deposits</i>	<i>838,901</i>	<i>1,073,153</i>	<i>1,185,477</i>	<i>10.5%</i>	<i>41.3%</i>
<i>TL Demand Deposits</i>	<i>193,665</i>	<i>232,673</i>	<i>253,550</i>	<i>9.0%</i>	<i>30.9%</i>
<i>FX Demand Deposits</i>	<i>645,236</i>	<i>840,479</i>	<i>931,927</i>	<i>10.9%</i>	<i>44.4%</i>

Share of Demand Deposits ⁽¹⁾



► Income Statement Highlights

(TL mn.)	2025 Q2	2025 Q3	Δ QoQ	2024 9M	2025 9M	Δ YoY
Net Interest Income	14,891	25,602	71.9%	25,638	58,197	127.0%
(-) SWAP Cost ⁽¹⁾	6,250	6,928	10.8%	40,305	20,305	-49.6%
<i>Net Interest Income Incl. Swap Cost</i>	<i>8,641</i>	<i>18,674</i>	<i>116.1%</i>	<i>-14,667</i>	<i>37,892</i>	<i>358.3%</i>
Net Fees & Commissions	32,772	36,024	9.9%	65,215	95,769	46.9%
Net Trading Gains/Losses	-5,509	-4,914	10.8%	-8,320	-14,379	-72.8%
<i>Net Trading Gains/Losses Excl. Swap Cost</i>	<i>741</i>	<i>2,014</i>	<i>171.8%</i>	<i>31,985</i>	<i>5,926</i>	<i>-81.5%</i>
Other Operating Income	4,693	1,412	-69.9%	18,499	12,056	-34.8%
Total Operating Income	46,847	58,124	24.1%	101,032	151,643	50.1%
HR Expenses	14,594	15,133	3.7%	33,870	41,549	22.7%
Non-HR Expenses	19,982	23,144	15.8%	50,148	62,863	25.4%
(-) Provision for Pension Fund	435	435	0.0%	4,212	1,305	-69.0%
Total Operating Expenses	34,575	38,277	10.7%	84,018	104,412	24.3%
Operating Profit	12,272	19,847	61.7%	17,014	47,231	177.6%
Stage 3 Expected Credit Losses	6,481	9,189	41.8%	10,012	24,342	143.1%
Stage 1+2 Expected Credit Losses	4,333	6,709	54.8%	6,424	15,019	133.8%
Other Provision Charges	-15	-1	NM	3	0	NM
Total Provision Charges	10,799	15,897	47.2%	16,439	39,361	139.4%
Income from Participations	14,679	10,028	-31.7%	27,781	34,211	23.1%
Tax Provisions	-1,220	-235	NM	-6,328	-1,921	NM
Net Income	17,372	14,213	-18.2%	34,685	44,002	26.9%

► Fees & Commissions Income

(TL thousand)	2025 Q2	2025 Q3	Δ QoQ	2024 9M	2025 9M	Δ YoY
Cash Loans	3,340,703	3,207,150	-4.0%	7,411,200	9,551,477	28.9%
Non-Cash Loans	1,875,146	1,888,403	0.7%	3,958,827	5,379,752	35.9%
Payment Systems	22,878,085	24,735,541	8.1%	43,404,786	65,415,547	50.7%
Asset Management	1,940,402	2,532,526	30.5%	4,121,290	6,405,506	55.4%
Money Transfer	1,632,217	1,713,945	5.0%	3,797,729	4,899,340	29.0%
Bancassurance	1,367,749	2,076,408	51.8%	2,718,745	4,609,373	69.5%
Total Fees & Commissions Income (Net)	32,771,625	36,024,090	9.9%	65,214,555	95,769,426	46.9%
Total Fees & Commissions Income (Gross)	38,537,901	42,641,170	10.6%	79,568,132	113,183,702	42.2%

	Market Shares ⁽¹⁾ 2025 Q3	Market Shares ⁽²⁾ 2025 Q3	Rank ⁽³⁾ 2025 Q3
Total Assets	10.6%	20.3%	1st
Total Loans	10.8%	20.9%	1st
TL Loans	10.9%	19.8%	2nd
FX Loans	10.8%	22.9%	1st
Consumer Loans⁽⁴⁾	12.7%	19.7%	3rd
Non-Retail Loans	9.7%	21.6%	1st
Total Deposits	12.2%	23.6%	1st
TL Deposits	10.9%	21.6%	1st 
FX Deposits	14.3%	26.7%	1st
Demand Deposits⁽⁵⁾	14.8%	25.5%	1st

(1) Market share calculations are based on weekly BRSA data excluding participation banks. Total assets market share is based on monthly BRSA data.

(2) Market share calculations are based on weekly BRSA data for commercial private banks. Total assets market share is based on monthly BRSA data.

(3) Ranking among private banks.

(4) Including retail overdraft accounts

(5) Excluding interbank deposits.

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