

İŞBANK

INVESTOR PRESENTATION

2025 Q1



Contents

Section

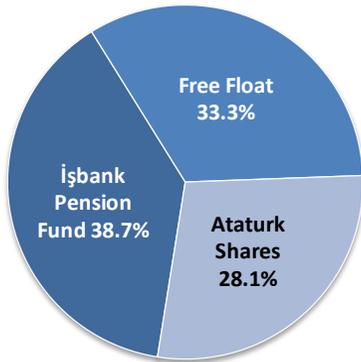
İşbank at a Glance

Financial Highlights

Appendix

İşbank at a Glance

Ownership Structure



- Stable ownership structure for many decades
- Wide-spread shareholder base

Leading Banking Franchise



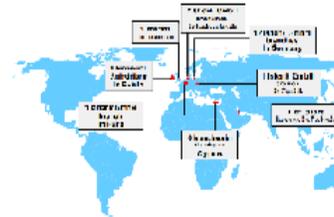
- **Largest branch network** among private banks: **1,009 branches** in Turkey covering all cities

- **Largest ATM network** in Turkey – **6,628 ATMs**



- **Financial supermarket** status with our financial participations

International Presence

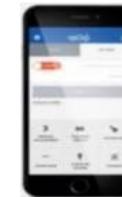


- **22** foreign branches, **3** fully owned bank subsidiaries, **2** representative offices in 11 countries

- Strong and deep-rooted cooperation with international institutions
- Effectively managed correspondent relations with a broad network nearly 1,000 banks throughout 119 countries.

Continuous Focus on Digitalisation

- Share of non-branch channels: **96.5%**



- ~ **16.4 mn** digital customers
- ~ **4 mn** Nays customers

The Largest Private Bank

Main Balance Sheet Items ⁽¹⁾	Market Share (%) 2025 Q1	Rank ⁽²⁾
Total Assets	11.1	1 st
Total Loans	10.9	1 st
TL Loans	10.9	2 nd
FX Loans	10.7	1 st
Consumer Loans ⁽³⁾	12.5	3 th
Non-Retail Loans	9.9	1 st
Total Deposits	12.3	1 st
TL Deposits	10.9	2 nd
FX Deposits	14.6	1 st
Demand Deposits ⁽⁴⁾	15.1	1 st
Shareholder's Equity	11.4	2 nd
Other Products & Distribution Network		
Acquiring Volume ⁽⁵⁾	13.1	3 rd
Number of Credit Cards ⁽⁵⁾	12.5	3 rd
Issuing Volume ⁽⁵⁾	14.2	2 nd
Volume of Debit Cards ⁽⁵⁾	12.2	3 rd
Number of Branches	11.1	1 st
Number of ATMs	12.0	1 st

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

(2) Ranking among private-sector banks

(3) Including retail overdraft accounts

(4) Excluding interbank deposits

(5) Market share calculations are based on Interbank Card Center (BKM) data.

Contents

Section

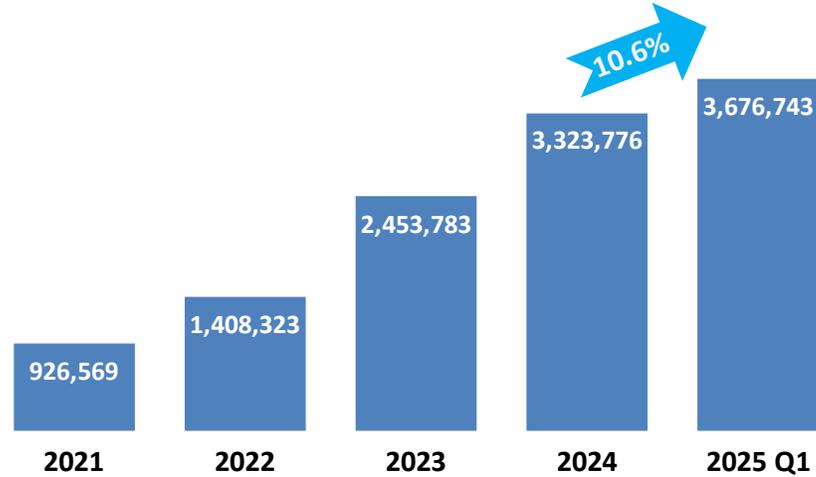
İşbank at a Glance

Financial Highlights

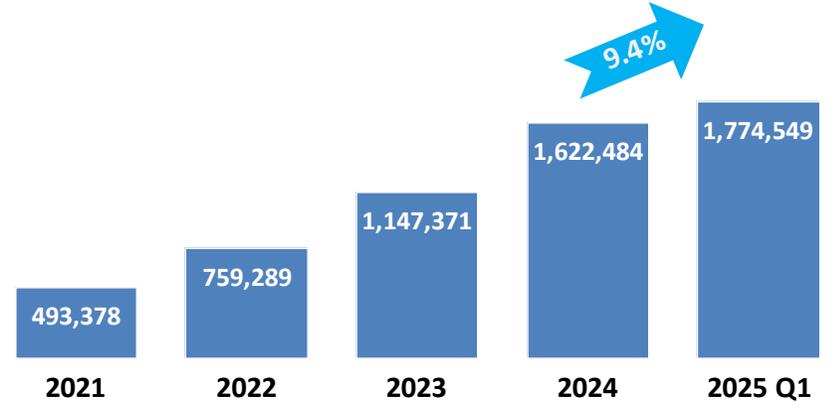
Appendix

Growth Performance

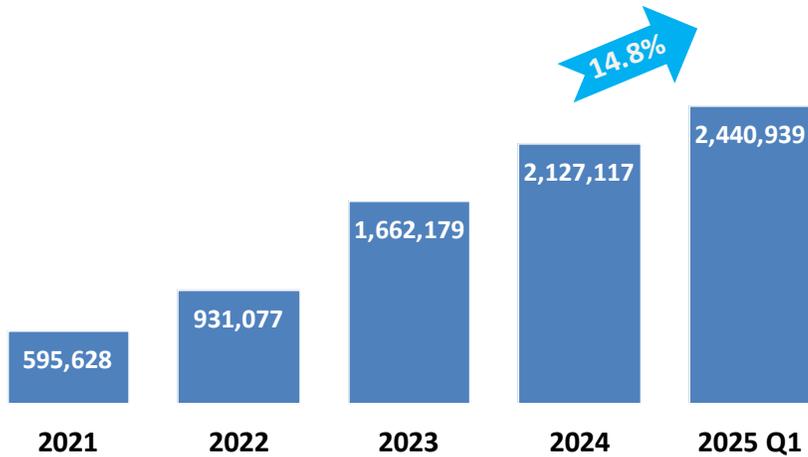
Total Assets (TL mn.)



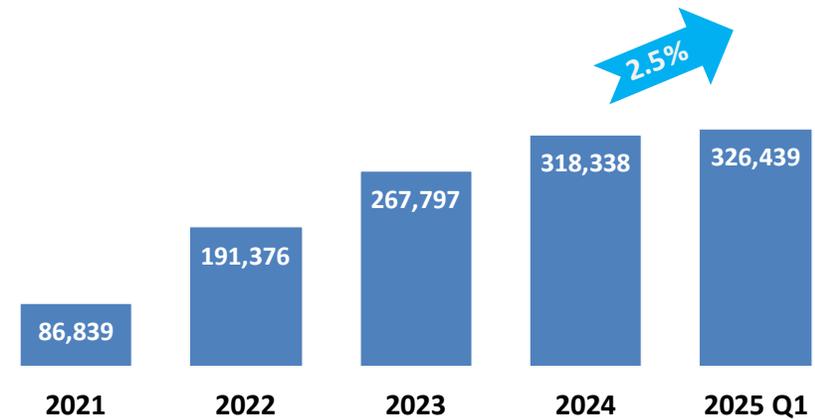
Loans (TL mn.)



Deposits (TL mn.)



Shareholders' Equity (TL mn.)

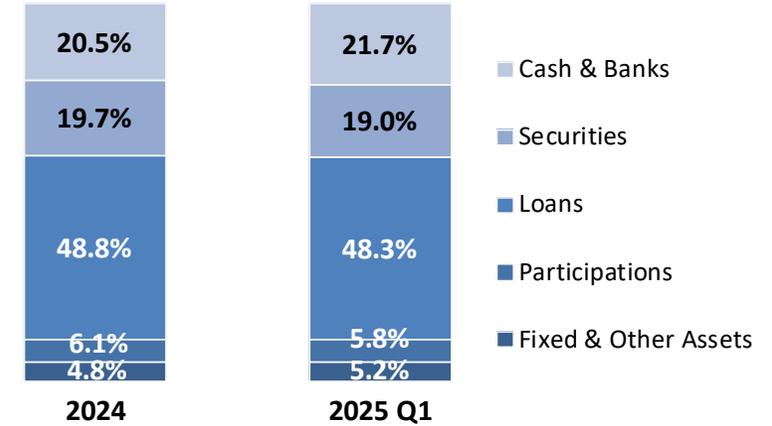


Asset Structure

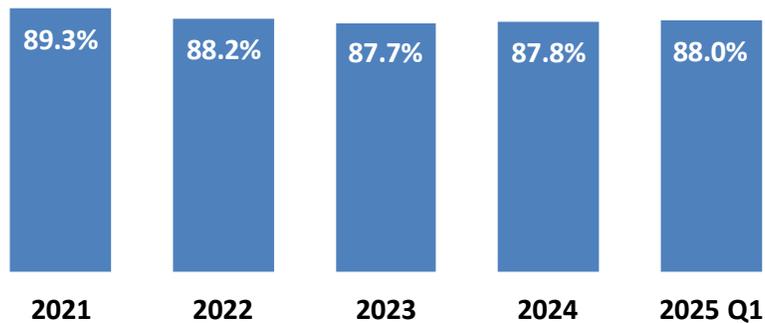
Main Balance Sheet Items

(TL mn.)	2024	2025 Q1	Change
Cash & Banks	682,396	796,550	16.7%
Securities (Net)	653,869	700,404	7.1%
Loans	1,622,484	1,774,549	9.4%
Participations (Net)	204,183	213,766	4.7%
Fixed Assets (Net)	65,028	65,924	1.4%
Other Assets	95,816	125,550	31.0%
Total Assets	3,323,776	3,676,743	10.6%

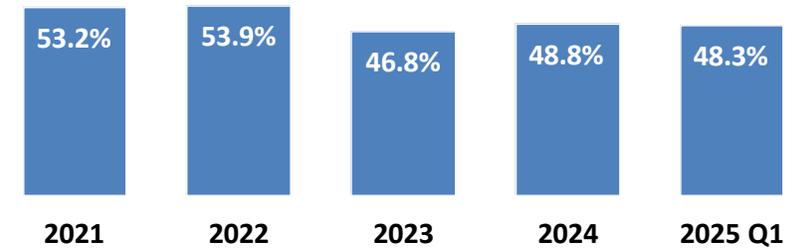
Asset Composition



Interest Earning Assets / Total Assets

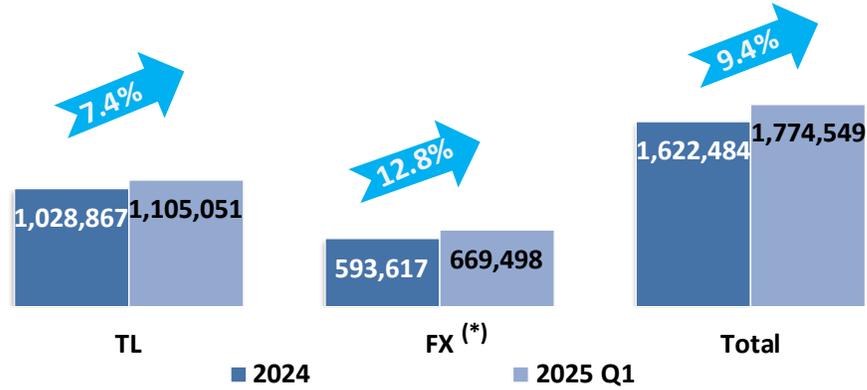


Loans / Total Assets



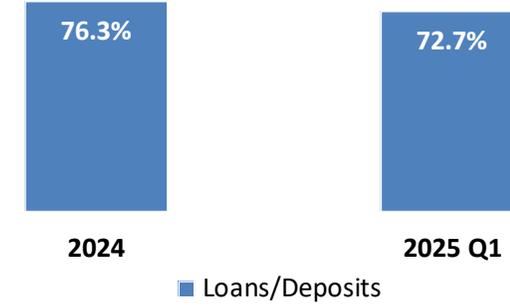
Solid Lending Franchise

Loan Portfolio QoQ Change (TL mn.)

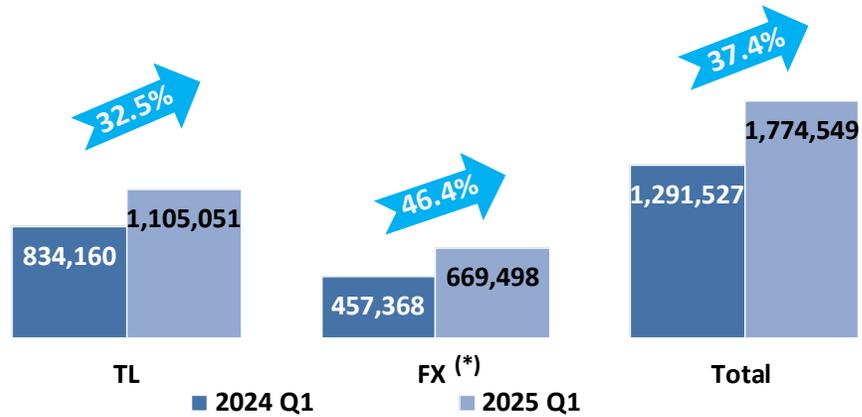


(*) 5.0% change in FX loans when adjusted for the change in exchange rate.

Loans / Deposits

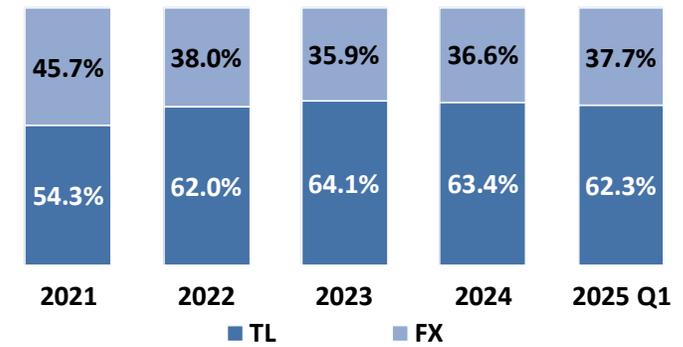


Loan Portfolio YoY Change (TL mn.)



(*) 25.1% change in FX loans when adjusted for the change in exchange rate.

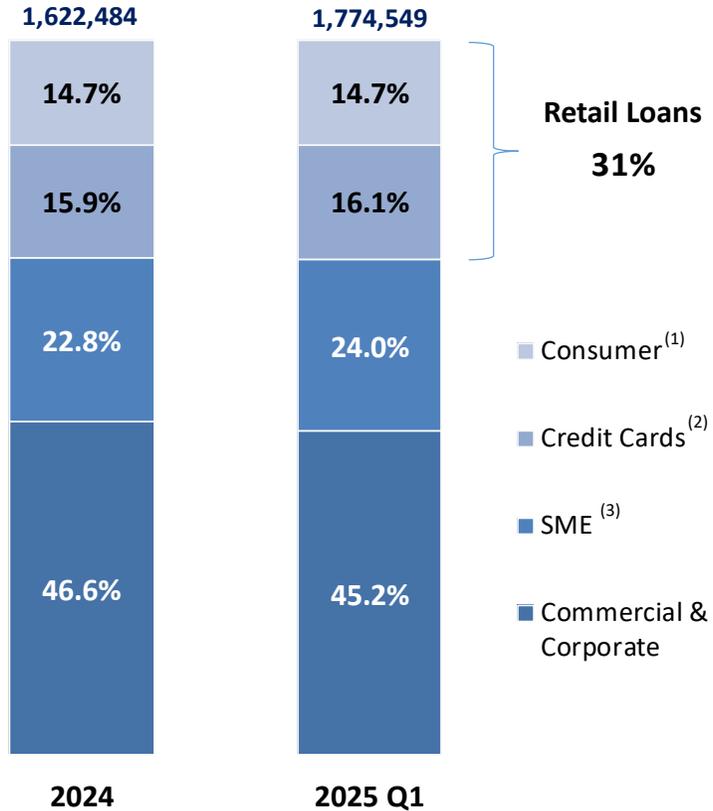
TL / FX of Loans



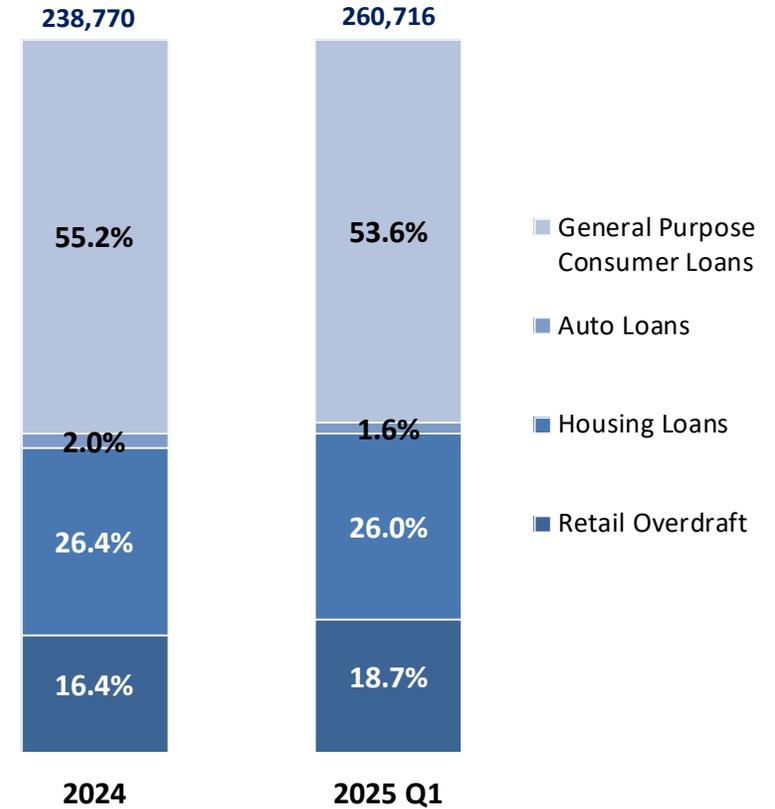
Diversified Loan Portfolio

... 55% comprised of retail and SME loans.

Total Loans (TL mn.)



Consumer Loans (TL mn.)



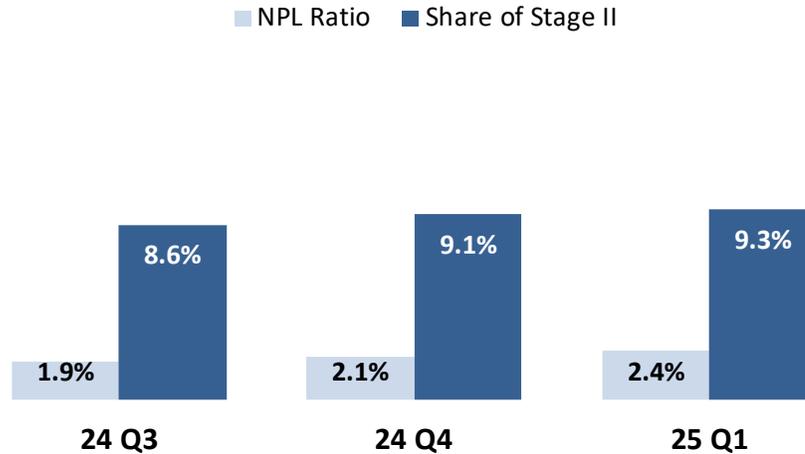
(1) Includes retail overdraft accounts.

(2) Includes retail credit card balances only.

(3) SME definition includes companies with number of employees < 250 and turnover or total assets <= TL 500 mn

Asset Quality

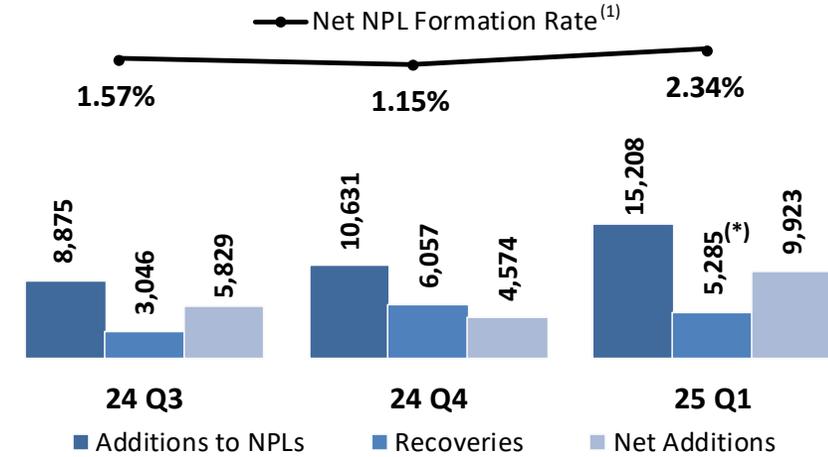
NPL Ratio & Share of Stage II



Coverage Ratios

		24 Q4	25 Q1
Performing Loans	Stage 1	0.4%	0.5%
	Stage 2	13.2%	12.5%
NPL	Stage 3	72.5%	70.6%

NPL Trends (Quarterly, TL mn.)



Net Cost of Risk⁽²⁾

Provisions (TL mn)	2024	2024 Q4	2025 Q1
Stage 1	3,072	1,107	2,373
Stage 2	5,185	726	1,603
Stage 3	15,223	5,211	8,672
Reversals (TL mn) (-)	2024	2024 Q4	2025 Q1
Stage 1+2	421	-186	602
Stage 3	7,315	2,194	2,962
Net CoR	110 bps	124 bps	209 bps
Currency Impact	9 bps	7 bps	12 bps
Net CoR (excl. curr. imp.)	101 bps	117 bps	197 bps

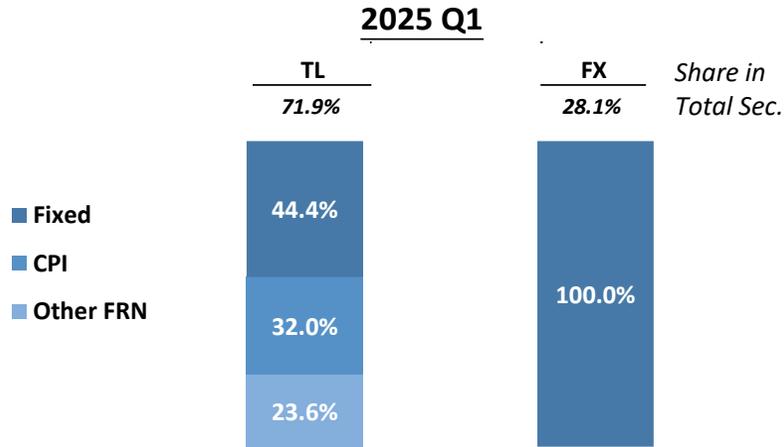
(*) Includes revenue from NPL sales.

(1) Net NPL Formation / Average Performing Loans

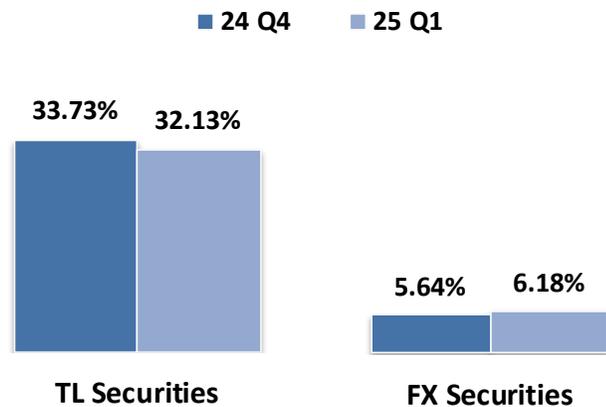
(2) (Stage 1+2+3 Expected Credit Losses - Reversals) / Average Gross Loans.

Securities Portfolio

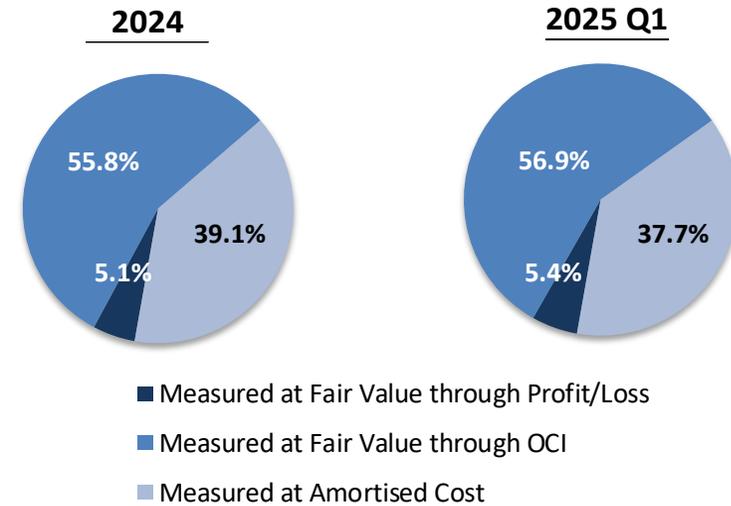
Breakdown of TL & FX Securities



Yield of Securities (Quarterly)



Classification of Securities



- Government bonds and treasury bills constitute 95% of total portfolio.
- Average durations
1.5 years for TL Securities
3.9 years for FX Securities

CPI Linkers (Quarterly)	24 Q4	25 Q1
Yield	41.30%	36.27%
Interest Income (TL mn.)	13,884	13,117

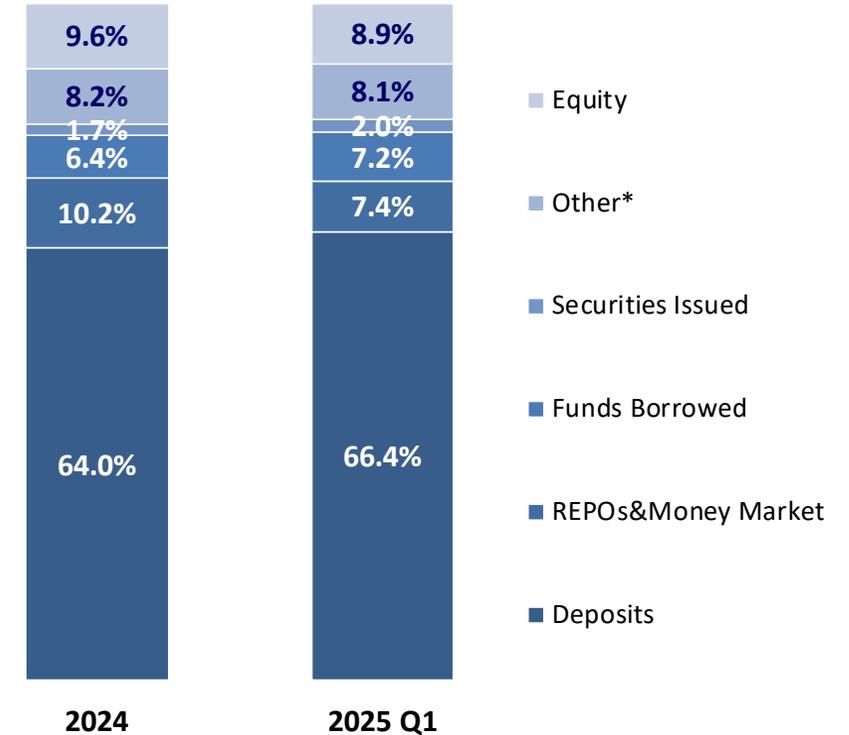
Strong Fund Generation Capability

Main Balance Sheet Items

(TL mn.)	2024	2025 Q1	Change
Deposits	2,127,117	2,440,939	14.8%
REPOs & Money Market	338,408	270,936	-19.9%
Funds Borrowed	211,093	265,383	25.7%
Securities Issued	55,606	74,052	33.2%
Other*	273,215	298,994	9.4%
Equity	318,338	326,439	2.5%
Total Liabilities & Equity	3,323,776	3,676,743	10.6%

Largest funding base
among private-sector banks

Liabilities Composition

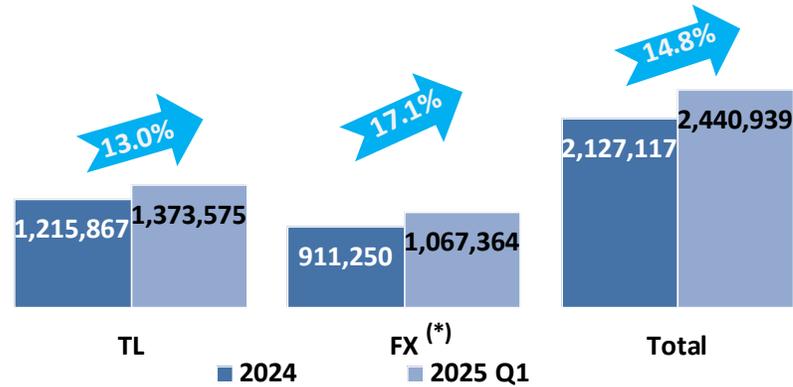


(*) Includes subordinated debt of USD 1.3 bn plus TL 2.3 bn as of 2024 and USD 1.0 bn plus TL 2.3 bn as of 2025 Q1.

Largest Deposits Franchise Among Private Banks

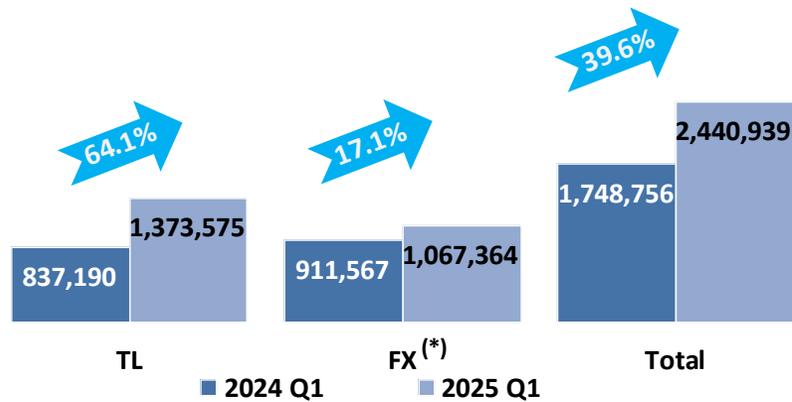
... a clear indicator of customer trust.

Deposits QoQ Change (TL mn.)



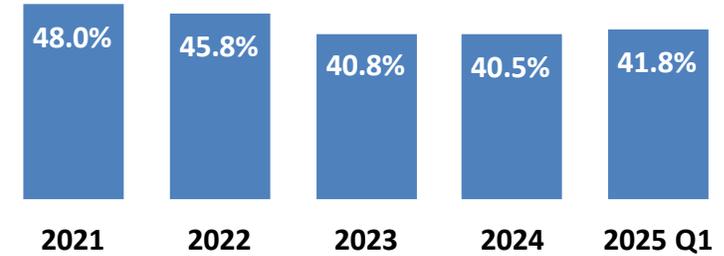
(*) 9.0% change in FX deposits when adjusted for the change in exchange rate.

Deposits YoY Change (TL mn.)



(*) 0.1% change in FX deposits when adjusted for the change in exchange rate.

Share of Demand Deposits (in Total Deposits)



- Largest market share in total, FX, and demand deposits among private sector banks
- Largest demand deposit base ⁽¹⁾⁽²⁾
 - In total deposits: 41.8%
 - In TL deposits: 17.2%
 - In FX deposits: 72.8%
- Market share in demand deposits: 15.1%
- Savings deposits account for 66.1% of total deposits.

(1) Among peers.

(2) Excluding bank deposits.

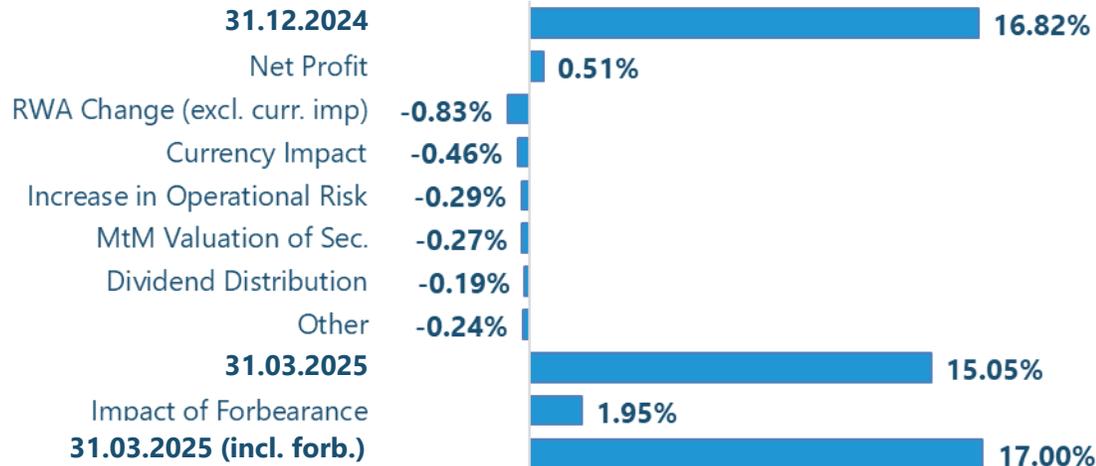
Comfortable Capitalization

Capital Ratios (as of 2025 Q1)



(*) Without the impact of BRSA forbearance measures.

Change in CAR



Minimum Capital Requirements (2025,%)

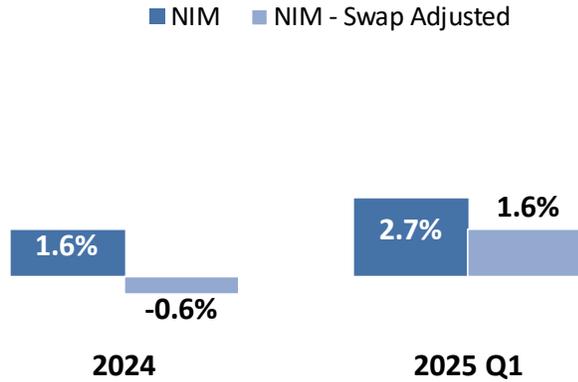
	Bank-Only	Consolidated
CAR	10.56	12.08
Tier 1 Ratio	8.56	10.08
CET 1 Ratio	7.06	8.58

Excess Capital

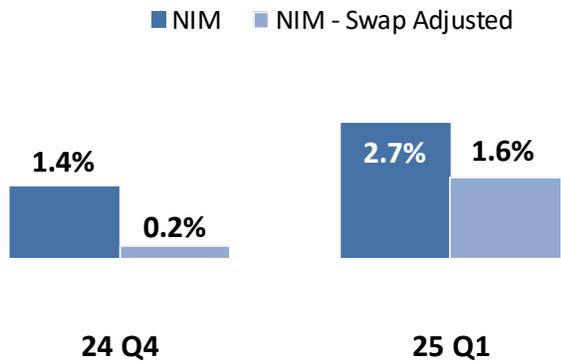
Excess Capital (mn TL)	Reported	Without Forbearance
Bank-Only		
CET 1	170,140	135,016
Tier 1	153,606	117,321
CAR	147,203	108,837
Consolidated		
CET 1	105,447	66,271
Tier 1	105,147	63,667
CAR	97,275	54,696

Margin & Spreads (1)

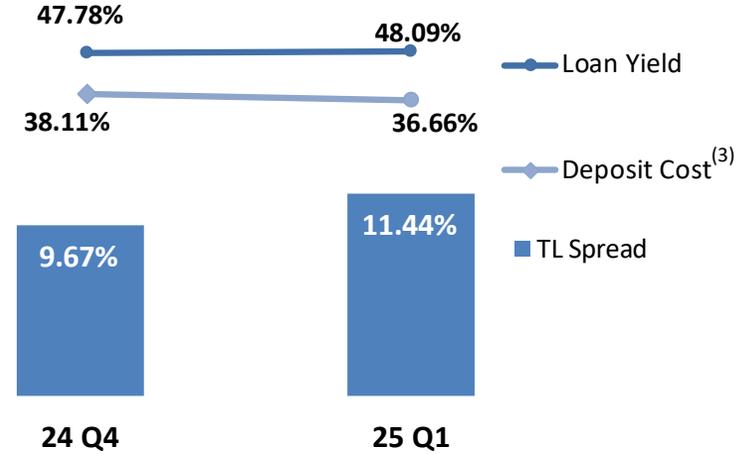
NIM (Cumulative) (2)



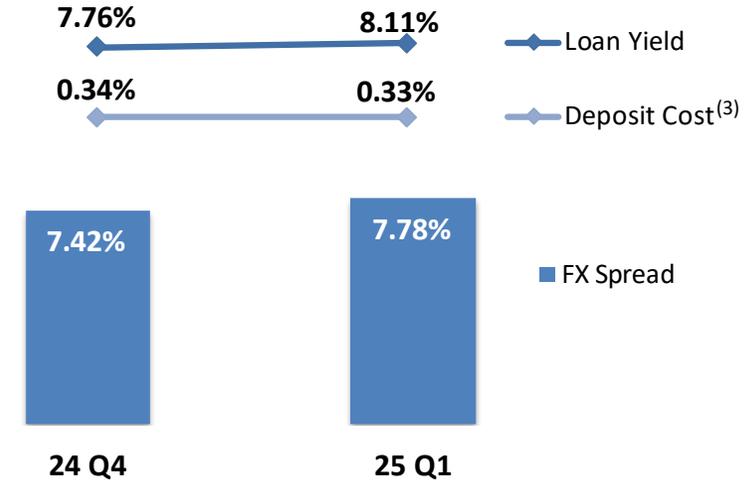
NIM (Quarterly) (2)



TL Spread (Quarterly)



FX Spread (Quarterly)



(1) Based on MIS Data

(2) Interest earning assets include Central Bank reserves.

(3) Including demand deposits.

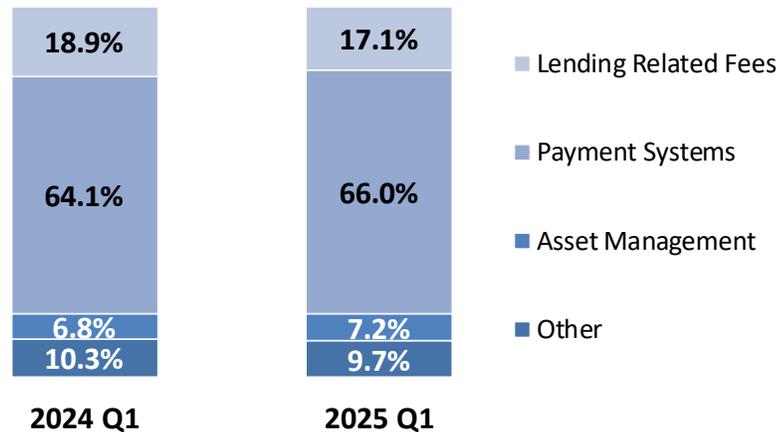
Fee Income Performance

Fees & Commissions Income (Net)

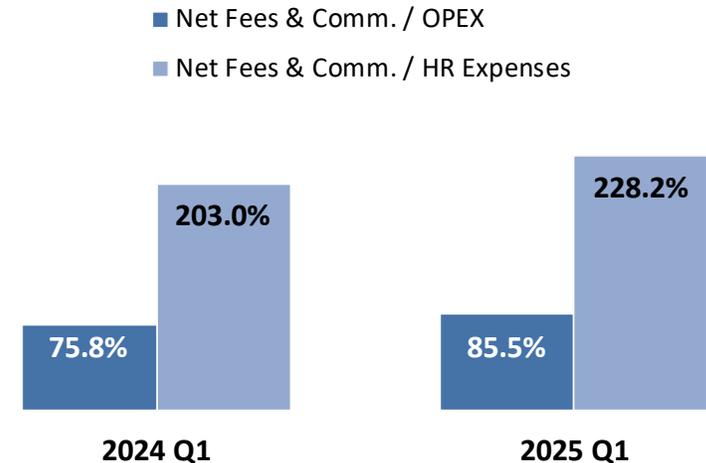
(TL thousand)	2024 Q4	2025 Q1	Δ QoQ	2024 Q1	2025 Q1	Δ YoY
Cash Loans	2,857,000	3,003,624	5.1%	2,401,904	3,003,624	25.1%
Non-Cash Loans	1,484,588	1,616,204	8.9%	1,251,741	1,616,204	29.1%
Payment Systems	17,781,955	17,801,921	0.1%	12,411,088	17,801,921	43.4%
Asset Management	1,643,385	1,932,577	17.6%	1,319,549	1,932,577	46.5%
Money Transfer	1,391,300	1,553,178	11.6%	1,204,340	1,553,178	29.0%
Bancassurance	1,322,860	1,165,216	-11.9%	757,927	1,165,216	53.7%
Total Fees & Commissions Income (Net)	26,196,183	26,973,711	3.0%	19,371,481	26,973,711	39.2%

• OPEX coverage of Net Fees & Commissions income is **85.5%** as of 2025 Q1.

Composition of Net Fees & Comm.

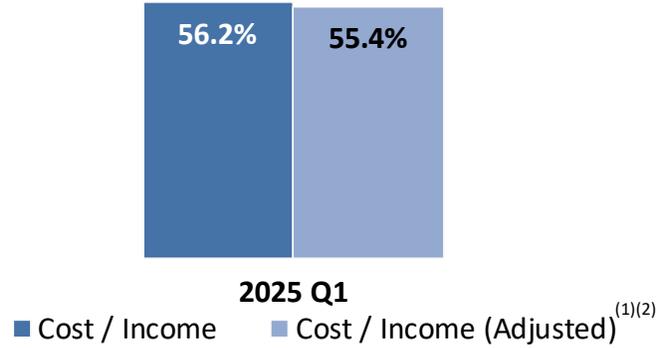


Fees & Comm. Income Coverage

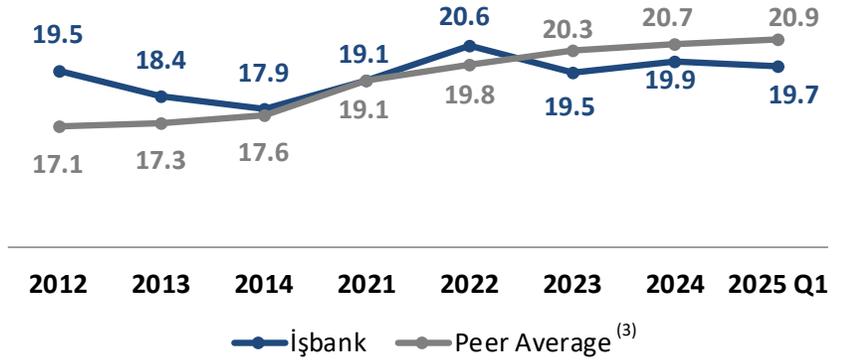


Effective Cost Management

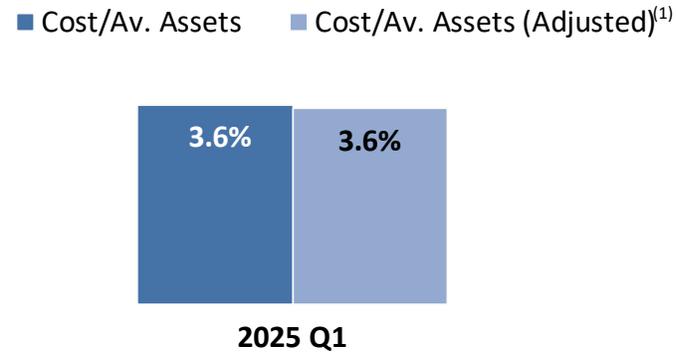
Cost / Income



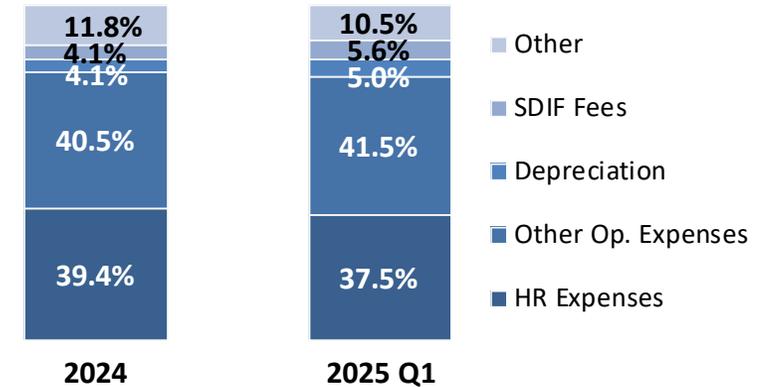
Employees per Branch



Cost / Average Assets



Cost Structure



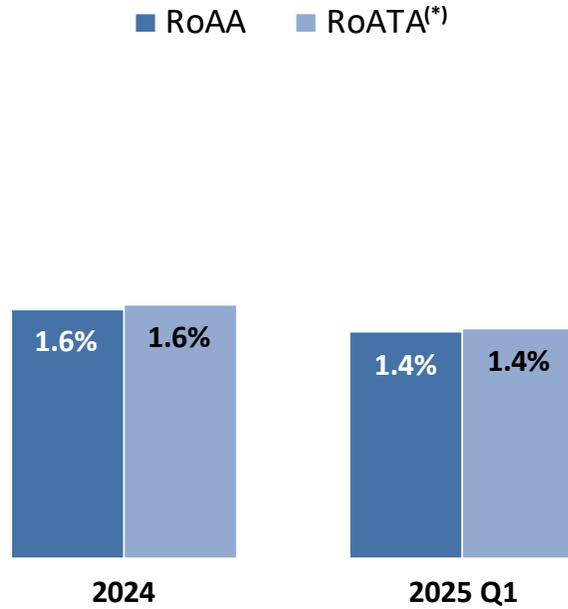
(1) Cost is adjusted for non-recurring and other items shown on Income Statement Highlights page of the presentation.

(2) Income figures include income from participations according to IAS 27.

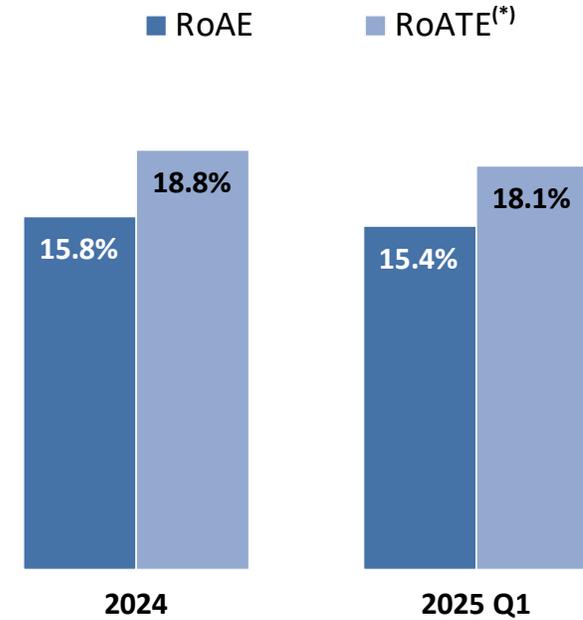
(3) Peer banks are defined as the closest 3 private sector banks.

Profitability Ratios

Return on Assets



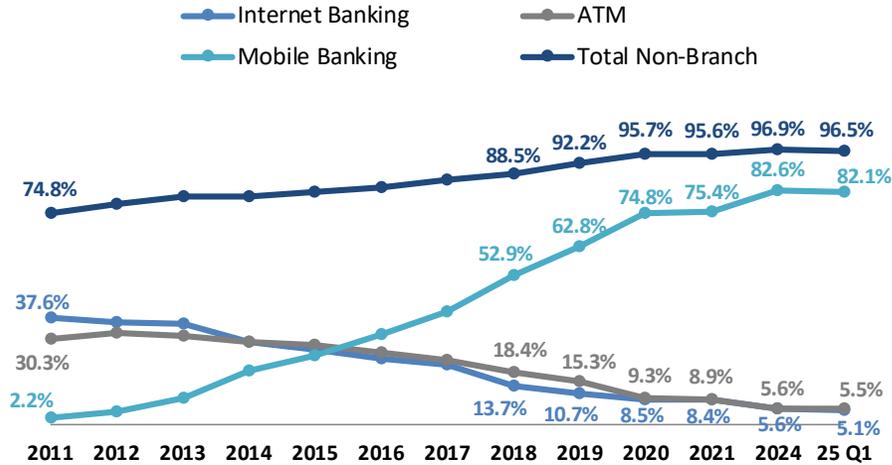
Return on Equity



(*) 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

Strong Focus on Digitalisation

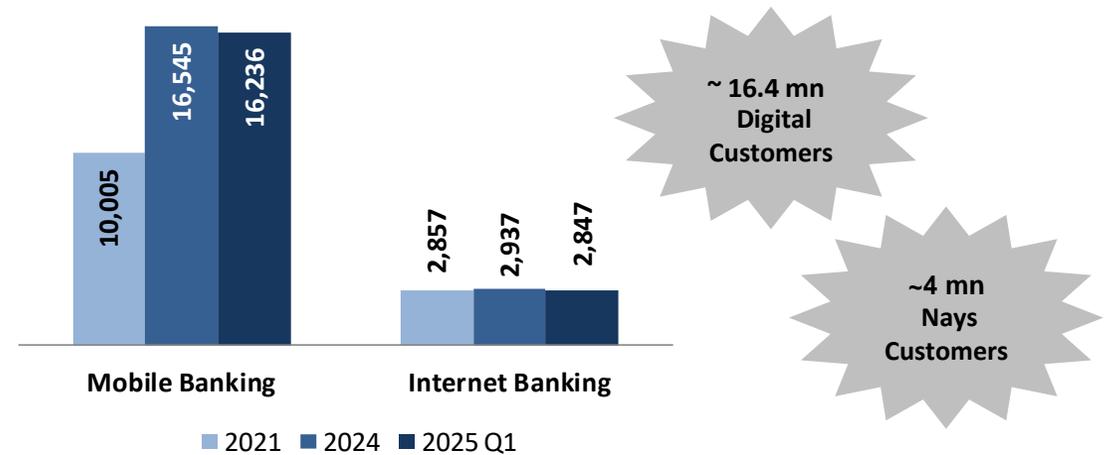
Evolution of Share of Transactions per Channel



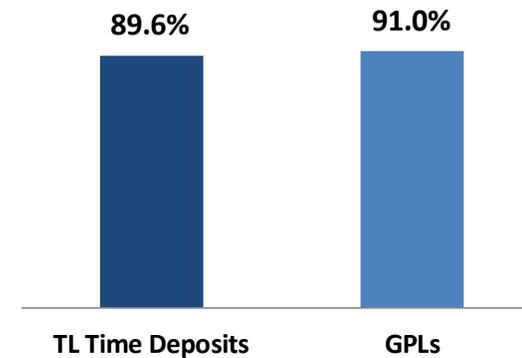
Mobile Banking Market Shares ⁽¹⁾

# Transactions	
Investment	23.0%
Credit Cards	14.0%
Money Transfer	10.4%
Payments	11.2%

Digital Banking – Number of Customers ('000)



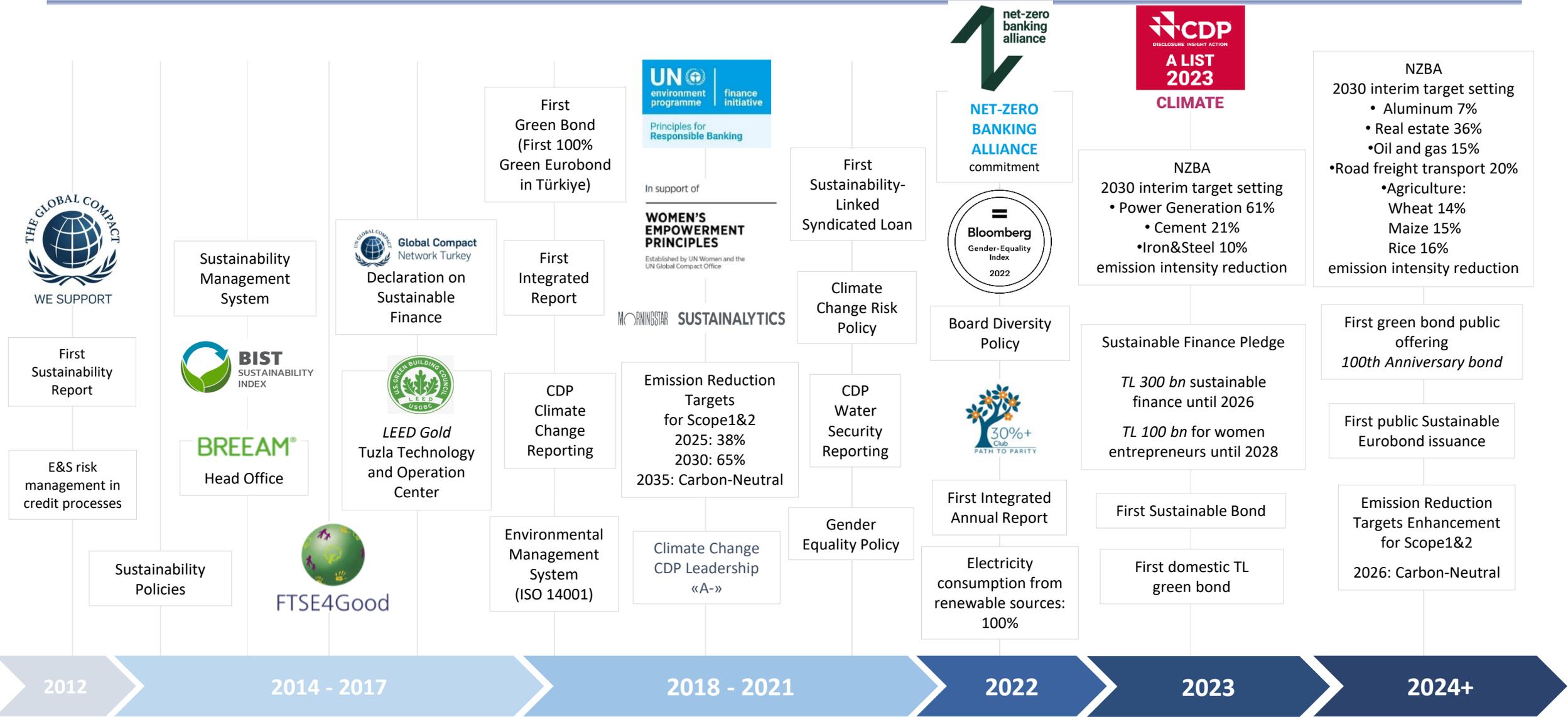
Share of Digital Channels in Retail Sales ⁽²⁾



(1) Source: The Banks Association of Turkey, as of 2024 Q4.

(2) Number of sales in 2025 Q1.

Sustainability - 1



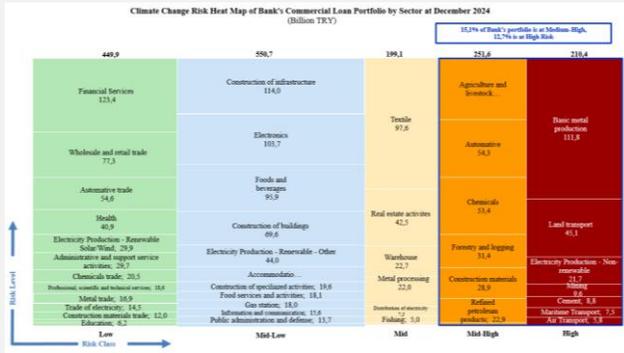
Sustainability - 2

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**



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

Strong Support for the Transition in Economy

- Our sectoral decarbonization targets within the scope of **Net Zero Banking Alliance** 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 300 billion by 2026
- ~ **TL 7.1 billion** sustainable investment fund
- 56 Agriculture Specialized Branches
- **imecemobil** - Technical Assistance to +290 thousand Farmers
- Twin Transformation Journey of 100 SMEs



Sustainable Funding

- **Share of Sustainable Funding** in FX Wholesale Funding – **62%**
- **First-ever domestic green debt instrument issuance in Turkish lira** - TL 500 million
- **100th Anniversary Bond** – First green bond public offering **₺4.5 bn**
- **First public Sustainable Eurobond issuance** – USD 500 million

Gender Equality

- Gender Equality Policy
- Board Diversity Policy
- İşbank Declaration on Women's Empowerment
 - TL 100 bn financing pledge for women entrepreneurs until 2028
 - Financial literacy training to 15,000 women in 5 years
- Collaboration with TÜRKONFED & UN Women - WeLead Project

Strong Employee Rights

- As of 31.03.2025;
 - Female employee rate: 54.93%
 - Female in management rate: 41.46%
 - Return from maternity leave rate: 100%
 - Unionized employee rate: 97.36%
 - Turnover rate: 0.34%

Sustainability - 3

International Initiatives



In support of

WOMEN'S EMPOWERMENT PRINCIPLES

Established by UN Women and the UN Global Compact Office



ESG Rating & Indices



Low Risk



11/1138 - Global Banks



FTSE4Good

Reporting & Awards

GLOBAL FINANCE

- Sustainable Finance Awards 2025: Best Impact Investing Solution



- League of American Communication Professionals (LACP): 2023 Integrated Annual Report "Gold Award"



Environment-friendly Operations

- All locations covered by ISO 14001:2015 (As of 31.03.2025)
- 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



Contents

Section

İşbank at a Glance

Financial Highlights

Appendix

Income Statement Highlights

(TL mn.)	2024 Q4	2025 Q1	Δ QoQ	2024 Q1	2025 Q1	Δ YoY
Net Interest Income	8,813	17,704	100.9%	15,999	17,704	10.7%
Swap Cost ⁽¹⁾	7,328	7,127	-2.7%	15,130	7,127	-52.9%
Net Fees & Commissions	26,196	26,974	3.0%	19,371	26,974	39.2%
Net Trading Gains/Losses	-542	-3,956	NM	-6,727	-3,956	NM
<i>Net Trading Gains/Losses Excl. Swap Cost</i>	<i>6,786</i>	<i>3,171</i>	<i>-53.3%</i>	<i>8,403</i>	<i>3,171</i>	<i>-62.3%</i>
Other Operating Income	5,553	5,951	7.2%	7,392	5,951	-19.5%
Total Operating Income	40,019	46,673	16.6%	36,036	46,673	29.5%
HR Expenses	12,324	11,823	-4.1%	9,540	11,823	23.9%
Non-HR Expenses	20,807	19,737	-5.1%	15,999	19,737	23.4%
<i>(-) Provision for Pension Fund</i>	<i>2,600</i>	<i>435</i>	<i>-83.3%</i>	<i>1,404</i>	<i>435</i>	<i>-69.0%</i>
Total Operating Expenses	33,132	31,560	-4.7%	25,539	31,560	23.6%
Operating Profit	6,888	15,113	119.4%	10,497	15,113	44.0%
Stage 3 Expected Credit Losses	5,211	8,672	66.4%	2,832	8,672	206.2%
Stage 1+2 Expected Credit Losses	1,833	3,977	116.9%	1,479	3,977	168.9%
Other Provision Charges	146	16	-89.0%	0	16	NM
Total Provision Charges	7,190	12,665	76.2%	4,311	12,665	193.8%
Income from Participations	10,119	9,504	-6.1%	7,782	9,504	22.1%
Tax Provisions	-1,015	-466	NM	-80	-466	NM
Net Income	10,833	12,418	14.6%	14,048	12,418	-11.6%

NM: Not meaningful
(1) Based on MIS data

Payment Systems

- Broad Maximum Loyalty Programme with 403,566 Maximum Sales Points and 671,804 chains
- Pioneering and leading bank in e-commerce, online shopping and Mobile contactless payments
- 26 alternative payment methods accepted in over 50 countries in e-commerce
- Accepting the highest number of card brands in Turkey
- Continuous development to enhance the digital experience of customers
- Strategical enlargement in the card payment area

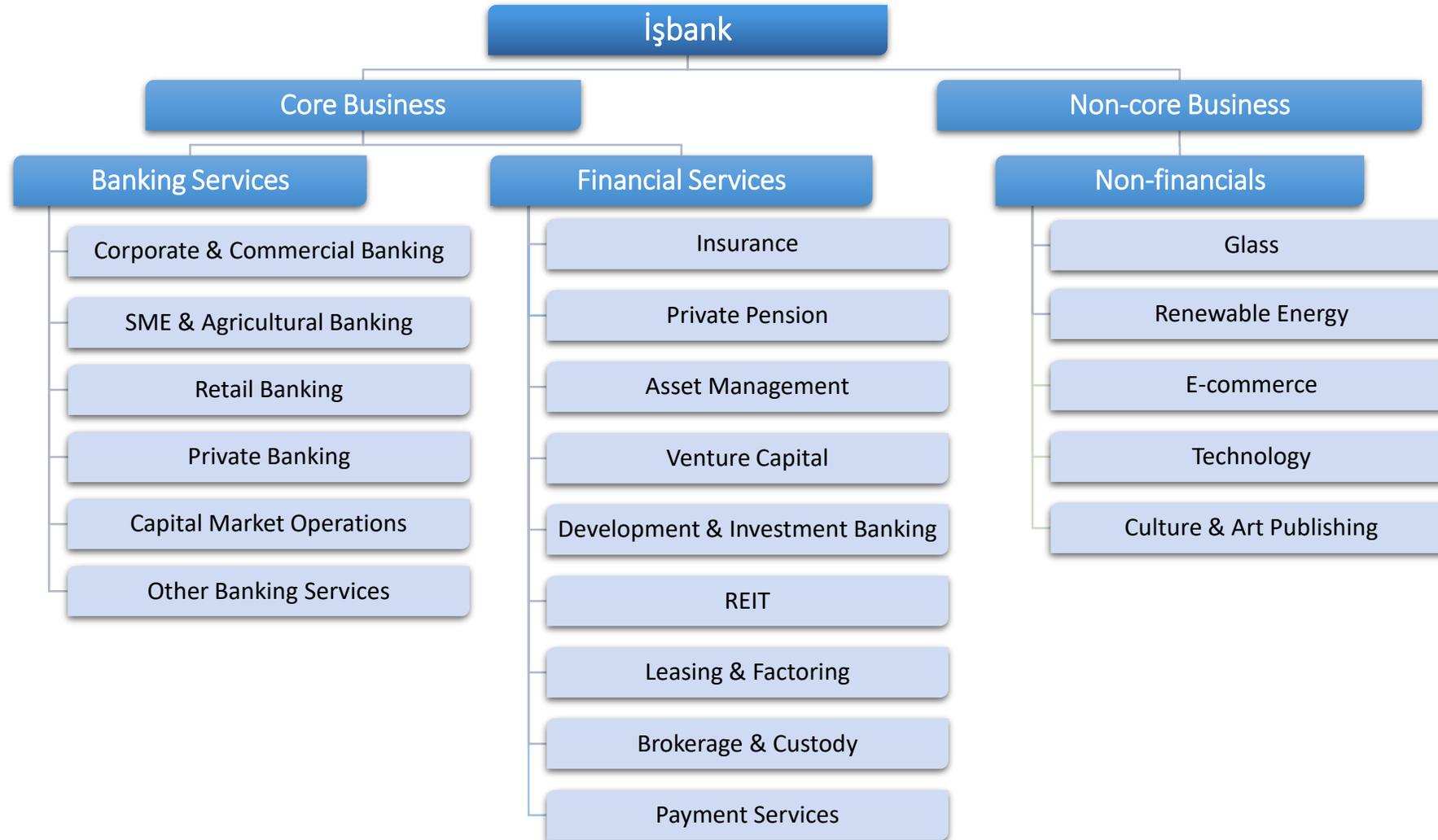


(TL million) ⁽¹⁾	2024 Q1	2025 Q1	Change
Issuing Volume	440,789	617,371	40.1%
Issuing Volume Market Share	14.8%	14.2%	-60 bps
Acquiring Volume	491,700	644,550	31.1%
Acquiring Volume Market Share	15.4%	13.1%	-231 bps
Balance	265,934	368,977	38.7%
Number of Credit Cards (000)	15,533	16,512	6.3%
Number of P.O.S. Terminals	676,303	624,987	-7.6%

(1) According to Interbank Card Center data

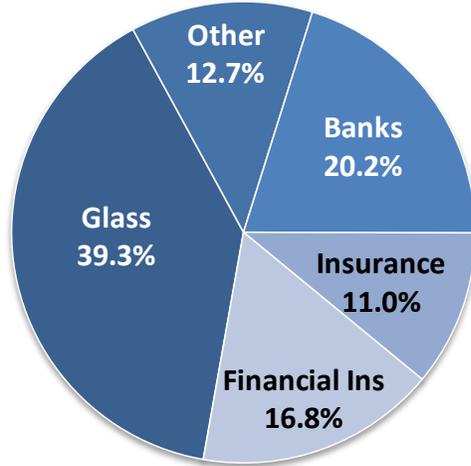
İşbank as a Group: Creating Synergies

... as one of the biggest conglomerates in Turkey.



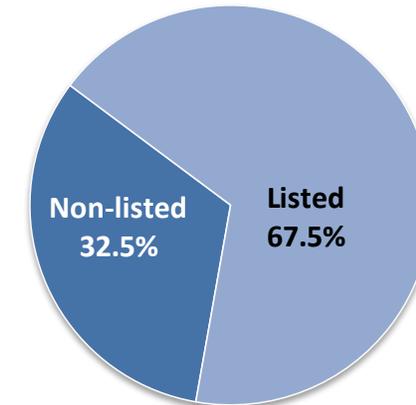
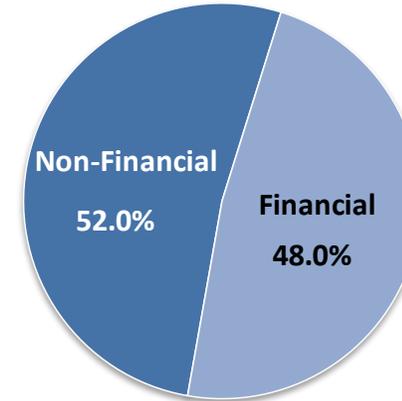
A Diversified Equity Participation Portfolio

Sectoral Breakdown



- As of March 2025,
 - İşbank has 17 direct participations.
 - Share of participations in total assets is 5.8%.

Participation Mix



Glass

General Information

- Şişecam is a leading flat glass, glassware, glass packaging and chromium chemicals producer in the domestic market.
- Backed by its vision, Şişecam expands its production operations into neighbouring countries.
- 52.12% share of Şişecam is held by İşbank.
- Selling its products to over 150 countries
- Operates in 19 countries with 23,805 employees³



Production (14 countries 46 facilities) ⁽³⁾

	Flat Glass		Industrial Glass		Glassware	Glass Packaging	Soda	Chemicals		Energy	Other
	Architectural	Auto Glass	Encaps.	Glass Fiber				Chromium	Port M.		
Turkey	4	1		1	3	3	1	1		1	1
Bulgaria	1	1			1		1				
Italy	2							1			1
Germany				2							
Romania		1									
Slovakia				1							
Hungary				1			1 ¹				
Bosnia							1				
Russia	1	1			1	5					
Georgia						1					
Ukraine						1					
Egypt	1				1						
India	1										
USA							1		1 ²		
Total	10	4	4	1	6	11	4	2	1	1	2

Financial Information (Con., IFRS)

USD (Million)	2024/12	2023/12
Total Assets	10,610	11,384
Shareholders' Equity (includes non-controlling interests)	5,533	6,533
Net Sales	4,935	6,401
International Sales *	2,911	3,841
Gross Profit	1,117	1,766
EBITDA	370	1,325

*Includes exports and sales from production abroad.

*Based on Sisecam's audited financial information prepared according to Turkish Financial Reporting Standards by application of IAS-29 inflation accounting provisions.

Global Position ⁽³⁾

- ✓ 5th largest flat glass producer
- ✓ Leader glassware producer
- ✓ 5th largest glass packaging producer
- ✓ 2nd largest soda and sodium bichromate producer
- ✓ Leader producer in basic chrome sulphate
- ✓ 4th largest chromic acid producer

¹ Greenfield Investment: Having been announced in June 2021, it will be fully operational in 2025 with 2 furnaces. ² Stockton Port Management – Port operation investment, planned to be gradually operational starting from 2027. ³ as of December 31st 2024

Financial Participations

Company Name	Field of Activity	Bank's Direct Share(%)	Group Share (%)	Assets (USD 000)	Shareholders' Equity (USD 000)
Anadolu Hayat Emeklilik A.Ş.	Life Insurance & Private Pension	63.92	84.92	7,676,724	211,485
Türkiye Sınai Kalkınma Bankası A.Ş.	Investment Bank	47.68	51.37	6,908,089	934,595
Anadolu Anonim Türk Sigorta Şirketi	Insurance	-	64.31	2,850,814	773,838
İşbank AG	Banking	100	100	2,277,401	494,981
İş Yatırım Menkul Değerler A.Ş. ⁽²⁾	Brokerage House	65.74	70.78	2,052,727 ⁽¹⁾	773,033 ⁽¹⁾
İş Finansal Kiralama A.Ş. ⁽²⁾	Leasing	30.52	60.97	1,877,387	270,204
İş Gayrimenkul Yatırım Ortaklığı A.Ş.	REIT	52.27	65.05	1,188,107	990,244
Milli Reasürans T.A.Ş. ⁽¹⁾	Reinsurance	87.6	87.6	964,266	470,711
İş Faktoring A.Ş.	Factoring	-	100	921,057	128,128
JSC İşbank	Banking	100	100	650,060	100,131
Yatırım Finansman Menkul Değerler A.Ş. ⁽²⁾	Brokerage House	-	98.42	269,827 ⁽¹⁾	36,100 ⁽¹⁾
Maxis Investments Ltd.	Brokerage House	-	100	199,323 ⁽¹⁾	16,704 ⁽¹⁾
JSC Isbank Georgia	Banking	100	100	170,448	54,129
İş Girişim Sermayesi Yatırım Ortaklığı A.Ş.	Risk Venture	-	56.78	147,872 ⁽¹⁾	121,551 ⁽¹⁾
TSKB GYO A.Ş.	REIT	-	88.61	140,775	127,623
İş Portföy Yönetimi A.Ş.	Portfolio Mngt.	-	100	69,043 ⁽¹⁾	60,043 ⁽¹⁾
Yatırım Varlık Kiralama A.Ş.	Asset Leasing	-	100	62,345 ⁽¹⁾	61 ⁽¹⁾
Efes Varlık Yönetim A.Ş.	Asset Mngt.	-	100	22,092 ⁽¹⁾	14,437 ⁽¹⁾
İş Yatırım Ortaklığı A.Ş.	Trust Company	-	38.04	15,132 ⁽¹⁾	14,971 ⁽¹⁾
Maxis Girişim Sermayesi Portföy Yönetimi A.Ş.	Portfolio Mngt.	-	100	11,979 ⁽¹⁾	10,635 ⁽¹⁾
TOTAL				28,475,468	5,603,604

(1) As of December 31st 2024

(2) Consolidated data

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