Welcome everyone!

Thank you all for taking the time to attend our call on 2021 year end results and year 2022 operating plan guidance.

We are very pleased to have the year 2021 behind, with strong results - far exceeding our beginning of the year expectation and guidance.

Before moving on to the results presentation for 2021, let us remind you briefly the macro backdrop:

2021, unlike what we anticipated in the beginning of the year - given the pandemic driven global uncertainties - ended up to be a double digit GDP growth year for Turkey. GDP growth realized in the first nine months registered an annual 11.7% and for the whole year, it seems the GDP growth will end around11%.

Major contributor to the 2021 GDP growth was high domestic consumption - which naturally brought with it significant inflationary pressures, on top of the already high cost push factors and currency pass through. Year end CPI ended up to be 36.1%. October CPI reading was 19.9% - quite above what we anticipated in our operating plan for the year.

Continuing with further macro indicators on next page: We expect external demand to remain supportive and tourism revenues recovering back to pre-pandemic levels.

Imports on the other hand, still remain robust, especially led by the increasing energy bill. Most recent reading in current account deficit in November was a further reduced level of 1.8%.

Regarding the budget deficit to GDP: Year end figure was a deficit of only 2.8%.. Strong tax revenues vs largely controlled expenditures remain supportive and likely will continue to differentiate Turkey positively even though there might be some upward pressure in the near term due to recent Government-backed subsidies.

Now Let's move on to the announcement of **our 2021 results!**

To summarize: The challenging macro backdrop gave us the opportunity to prove, once again, our solid revenue streams and sustain delivering superior returns: which actually is the natural outcome of our unrivalled NII and fee generation capability, proactively shaped and well provided assets and increased efficiency.

In year 2021, we significantly outperformed in earnings vs the operating plan. Operating plan expectation of mid to high teens was surpassed with a reported ROE of 19% and free provision adjusted ROE of 22.6%

Last Quarter only income, of 4 billion liras, lead 2021 earnings to double that of 2020, at 13.1 bn liras.

These strong results are even after further free provisioning. We booked 900 million liras of free provisions in the last quarter, this brought the total free provisions for the year to 2.85 billion liras -- a level that was higher than the prior year's 2.15bn. Accordingly, free provisions' total on Balance sheet reached 7.5bn liras

Adjusted for the free provisions, Asset return of 2.5% and equity return of 23% for the year 2021 - suggest not only significant outperformance to our operating plan, but also superior performance among the sector players.

Let's now look in more detail to the contributors of these results. Starting with the assets on slide 7

Asset breakdown being heavier on customer driven sources; largely loans, points to the sustainable nature of our revenues. Asset total was 849bn TL as of the year end. Even though the growth in assets predominantly came from higher yielding TL portion, for both loans and securities, there was also some currency impact. TL lending growth booked in 2021 was 27% vs 7% shrinkage in FC lending. Currency depreciation though, carried the recorded total growth to a significant 42%.

Similarly in securities, TL securities' growth was 30% vs. 20% shrinkage in FC portion and 34% growth in total securities. Nevertheless, securities portion in assets is limited, was under 12% as of the year end.

Overall the outperformance in the sector is also owed to Garanti's higher share of IEAs. As of the Sept announced figures, Garanti had the highest share of IEA among its private peers.

Also the lending growth of 27% suggest a significant outperformance, thus market share gains in the year, where commercial banks' loan growth was 21%.

Continuing in more depth with TL loans on slide 8, the growth we booked in TL YTD meant significant market share gains accross the board and more importantly at rational and dynamicallly managed pricing levels.

In the pie chart on the left hand side, you can see the well balanced breakdown of TL loan book in Business and consumer.— This year, **We moved up the rank to #1 in TL lending among our private peers**, as of Sept. Our year end market share of 10.2% in TL lending represents 60bps market share gain since the start of the year.

In consumer lending, namely GPLs, Mortgages and Auto – our YTD growth of 31% led to a market share increase of a remarkable150 bps, to 11.7%

In credit cards, the volume increase for both issuing and acquiring were highest among our private peers. The growth, especially, translated into a meaningful 50bps market share gain in acquiring volume to 17.4%.

In business banking, a net growth of 18% in a year of significant redemptions in the first half, limited the market share gains though to low single digit as competition heated up in the last quarter.

Now moving on to how we fund the assets, notice on slide 9 the funding mix: Deposits, both time and demand deposits and deposit like TL bonds issued and merchant payables fund more than 70% of the assets. Also notice the share of demand deposits - that as of 2021 end **was more than the portion of time deposits level** – funding alone more than one third of the assets. Certainly Contributing to our significant outperformance in free funds to interest earning assets. **This is absolutely major** in our profitability outperformance in the sector, as free funds to IEA ratio at private peers stands at much lower 20%! Vs our 35%+ levels.

Notice the Borrowing's share YTD has come down to below 12%. External debt has come down to $6.9bn, of which $2.9bn is short term.

FC quick liquidity, on the other hand, has further increased to $13.1bn – a level that is more than quadruple the short term need.

Funding contributors show that we are highly liquid, and our active management of funding sources remain to be the main differentiating factor.

Detailed look in to the deposits…

YTD TL deposit growth was 26% and FC deposit growth was 5%. Most surprising for both currency deposits was the faster growth seen in demand. A true reflection of customers banking preference. Garanti actually ranks number one for both TL demand and time deposits among private peers. Garanti Demand deps. share in TL deps ended the year at 29% vs sector avg of 25%. And Demand share in FC deposits ended the year at a significant 60% vs. sector avg of 45%.

The other quality indicator in deposit performance is the share of retail & SME deposits in total customer deposits - Which remains to form the bulk of the deposits - suggesting also the strength of our franchise as well as our effective customer penetration .

This well differentiated deposit base contributes noticeably to our margin performance that you will see on next page.

In terms of the NIM performance, as expected, 4th quarter NIM expansion was very visible and largely core NIM driven given the drop in funding costs as well as the continued healthy loan booking.

On a cumulative basis, We can proudly say that we have perfectly met our margin guidance for 2021.

On a consolidated basis, Margin drop for the year was 85bps, taking the cumulative margin to 4.5% -- a level that remains to be the best in class.

Core margin - meaning the sustainable & customer driven portion - in total remains to be the biggest component.

I would also like to mention on this slide the NII evolution – core vs the total. Significant portion of the quarterly growth comes from the core business – lending and funding mix management - thanks to our dynamic balance sheet management and core competitive strengths that I mentioned earlier.

Moving on to the topic of asset quality on slide 12

As we have already given heads up, we did IFRS9 model recalibration in the last quarter of 2021. This, but more so the currency impact inflated the portion of stage 2 in total loans to 17% from 16% in the beginning of the year.

Actuallly, when constant currency is used, the increase in stage 2 has remained very limited: going up from 59.3bn liras to 63bn (up by only 5-6%) vs the reported year end figure of 85.3bn.

Within stage 2: SICR portion at year end was 33%; the restructured portion was 51% and the watch list portion was 14%... Past due portion remained low at 2%.

In 2021, despite this much limited net increase in stage 2, we stepped up the coverage from 14.4% in the beginning of the year to 16.8%. – mainly because of the currency volatility, to remain extra prudent.

The 90-180 days files' balance that used to be classified under Stage 2 got moved to NPL as of the end of 4th quarter. As you can see on the next page…

Net new NPL inflow, adj. with currency, NPL sales and write downs – seems higher in the last quarter. 1.3billion of the 2.3 bn of new NPL inflow in the last quarter was because of the lift of the forbearance on 90-180 days past due files. Accordingly notice also that there was better than usual collection performance.

In the quarter, we moved off balance sheet an additional 2.3bn TL of NPLs that are 100% covered. Plus we had a small NPL sale. All in, NPL ratio at year end was 3.6%, with 66% coverage ratio.

If we are to pronounce NPLs without the write downs, our NPL would have been 5.6% with, **a very significant** near 80% coverage.

Even though we continued, all throughout the year, with our very cautious/ prudent provisioning. Our cumulative Net Cost of Risk in 2021 ended near 100bps – a level lower than our near 150bps net COR guidance for the year.

Moving on to the topic of net fees & commissions,

We could once again demonstrate our unrivalled fee generation capability.

Fee growth registered was a record high 40% on top of the highest base in the sector. Our new annual fee base exceeded 9bn liras. 9.2 bn to be more precise.

The out performance in fees is broadly attributable to further organic customer penetration with the support of increased digitalization and relationship banking as well as a net new customer increase of minimum 1.5million each year.

Highest fee growth was seen in cash lending related fees, money transfer fees and payment systems

Cash loan fee growth of 60% was the natural outcome of our outperformance in lending – which also brought with it new customer base. Recall that we moved up in the year to number 1 rank among private peers in TL lending. Similarly, Money transfer fees registered a striking growth of 59% - on the back of digital empowerment and best in class customer experience. There was a significant 68% yoy increase in number of digital transactions. We also exhibited the positive impact of 7/24 FAST system for local money transfers. We rank tops in FAST transactions as well.

Payment systems' 54% annual growth was also substantially supportive in 2021 given the higher interest rates and post pandemic recovery in credit card volumes.

Moving on to the operating expenses

In opex, we chose to make a small adjustment to show the opex growth performance relative to operating plan. An inflation adjustment related additional 650 mn liras of ST employee benefit provisions to be settled in 2022, was deducted from the 2021 base. Accordingly, our opex growth was 23%. And this level includes a currency impact of around 6% that is fully hedged – meaning no negative impact to bottom line. So for these reasons, Opex growth for the year ended slightly above the average inflation.

All in, our efficiency metrics suggest sustainable and improved levels. Such that; Our cost income ratio ended the year with a level below 34%; and banking revenue per branch ,as well as per employee remain far above the private peers' average

Let's finish up the financials with capital;

We continue to operate with strong capital buffers well above the minimum regulatory limits. Our capital adequacy ratio without the BRSAs currency forbearance stands at a robust 14%. On top of this, if we are to consider the free provisions we have so far accumulated, the ratio would have been 15.1%. Please keep in mind that unlike the common practice in the sector, our ratio also assigns 100% rsik weight no our swap transactions with the CBRT which has 38bps negative impact on our figure.

Our excess capital on a consolidated basis is 12.5bn as of the year end. As secondary buffer we have 7.5bn TL of free provisions.

But more importantly, we remain committed to grow in a capital generative manner.

Before moving on to the non financials; allow me to present in summary what we guided for year 2021 and what we delivered.

On slide 17, in TL lending ….

TL Loans(YoY)	**>20%**	**27%**
FC Loans(in US$, YoY)	**Shrinkage**	**-7%**
NPL Ratio	**<4.5%**	**3.6%**
Net Costof Risk*	**<150 bps**	**107 bps**
NIM Incl. Swap Cost	**~100 bpscontraction**	**85 bpscontraction**
FeeGrowth(YoY)	**~30%**	**40%**
OPEX Growth(YoY)	**~CPI**	**>CPI**
ROAE	**MidtoHigh Teens**	**22.6%**(adjustedw/ freeprov.)

Now allow me to share with you very briefly some of our non-financial strengths as well

As Garanti, we continue to lead the way in digitalization in the sector. Our continuous investments in digital since the late 90s, efforts to enrich Customer experience & meet the growing digital trends undeniably carry us to the forefront.

Over the past 2 years alone, we were able to gain more than 2.5 million new customers both in digital and mobile banking. Now with more than 11 million digital customers and 10.6 million mobile banking customers, we have the highest base among peers. Customer monthly logins in this period have increased by a remarkable 130% and our market share in mobile financial transactions has been at almost twice our fair market share at 19%.

More detail view of customers' transactions, see on the bottom left hand side that we have seen an increase of 137% in digital transactions whereas branch transactions decreased by 14% since the beginning of the pandemic. This has consequently brought down the share of branch in customer transactions to below 3% levels from 6%. Digital Onboarding End to end process introduced in May contributed to this shift as well.

With the aim to position mobile as the main service channel and enable 'first contact resolution' within the app, we work on enhancing human touch within the app. such as; expanded live chat with agents and enhanced video call capabilities. In this period, we also could support 36% of our interacted digital customers with Financial Health tools in mobile.

Continuing with also an update on the sustainability side;

As you know our parent group BBVA has committed to provide EUR 200 billion in financing to combat climate change and support sustainable development by 2025 and we, as Garanti BBVA, are also aiming to support the sustainable development and the fight against climate change, in parallel to BBVA's pledge and in line with our strategy.

While we continue our operations as carbon neutral since 2020, this year we also became the first bank in Turkey to announce that we will not be financing coal and coal-related activities and we will zero our coal risk by year 2040 at the latest. On top this, we also became the first and only Turkish signatory to the UN Net Zero Banking Alliance.

We closed the year 2021 with a sustainable finance mobilization of 8.8 million liras and 6 million of this was for green financing.

As Garanti BBVA, we offer innovative sustainable alternatives for all our main products. This year we launched Turkey’s 1st Corporate Green Vehicle Package, 3 ESG-related funds and the Garanti BBVA Climate Index, first of its kind in Turkey. We also signed two ESG-Linked syndication loan deals and launched the World’s first Green IPO on top of offering the 1st Green Debiting System in Turkey.

We are also managing our impact by focusing on internal education and making valuable changes in our operations to combat climate change. This year we saved more than 172 tons of oil by the cooling system revisions we made in our data centers.

Garanti BBVA is proud to announce that the total financing provided to sustainable development on the basis of impact investments have reached 60 billion TL as of 2021 year end with more than 50 products. We will continue our investments in sustainability by making changes in our own operations, and continue to encourage our society and our customers to make a transition to a greener future.

Now comes the turn for the most awaited part: Our 2022 operating plan guidance!

In summary, based on the current macro backdrop and Outlook.. What we expect this year; is our strong and sustainable revenue generation capability to continue carry us to the forefront in also a relatively moderated lending growth environment. In 2022, We also expect a normalizing cost of risk as well as a cost growth that is around avg inflation.

If we are to go through more detail on page ….

TL Loans(YoY)	>25%
FC Loans(in US$, YoY)	Shrinkage
Net Costof Risk*	<150bps
NIM Incl. Swap Cost	+50-75bps
CoreNIM *(NIM Incl. Swap excl. CPI)*	Flattish
FeeGrowth(YoY)	>25%
OPEX Growth(YoY)	~avg. CPI
ROAE	**>20%**

………

This guidance alludes to an ROE that is at min in the low 20s..

As you are all familiar by now, we always shy away from guiding levels that may be at risk with circumstances out of our control and tend to guide conservatively.

Fort that reason we ended up giving you a relatively flexible and big range of 20+.. During the year, as we see our progress… where needed, we may revisit the guidance and revise up.

Now this ends our presentation and we leave the floor to you for questions.

Thank you for listening.