



3Q'24 Earnings Presentation

ING Bank A.Ş.

September 2024

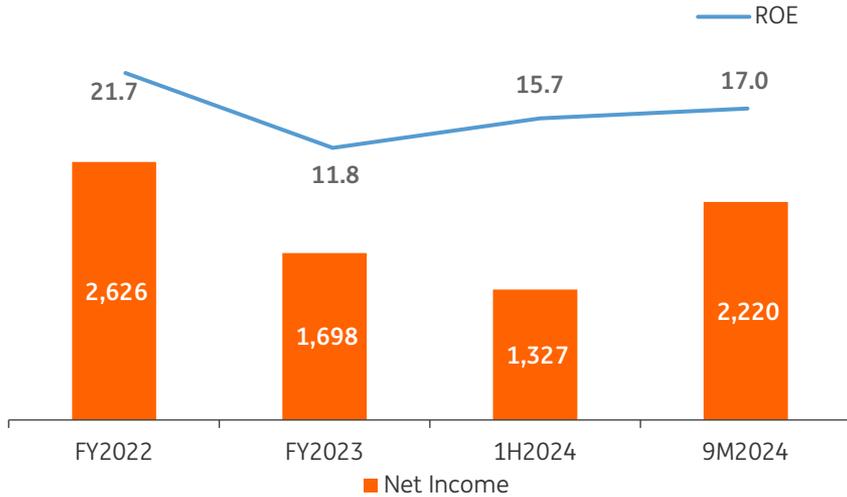


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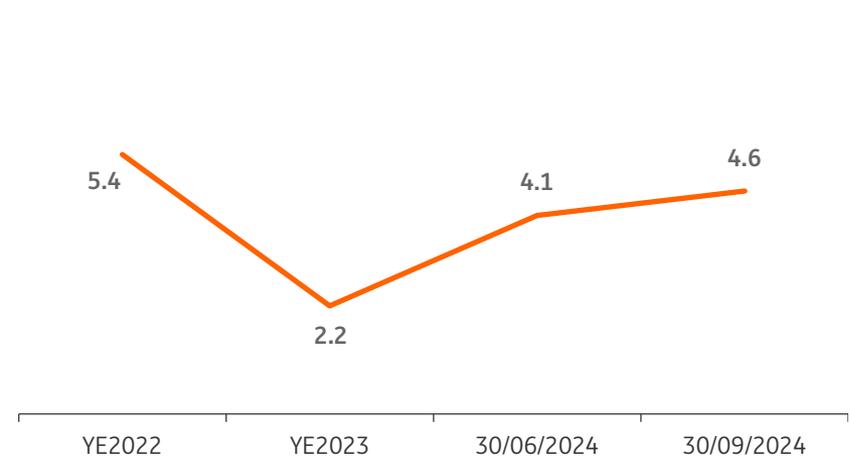
Financial Highlights

Continued improvement in profitability

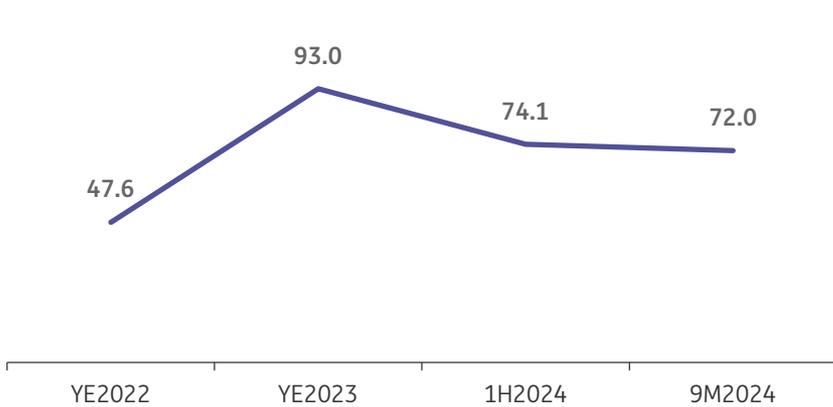
Net income & Return on Equity (TL million, %)



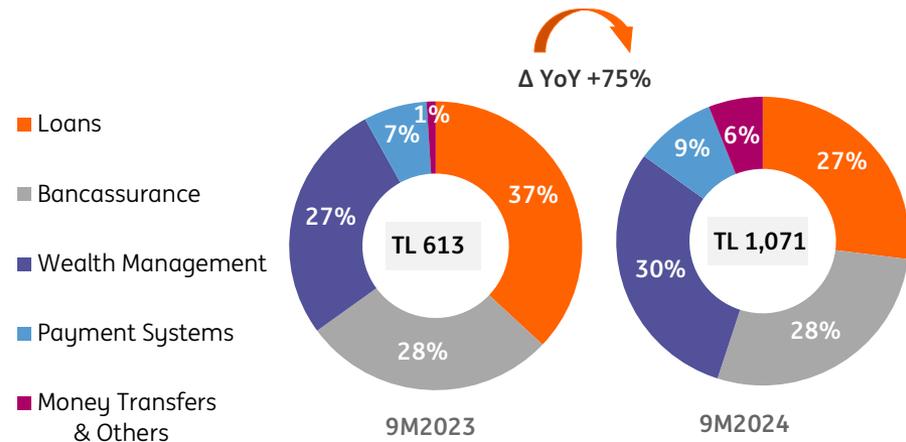
Net Interest Margin (%)



Cost to Income (%)



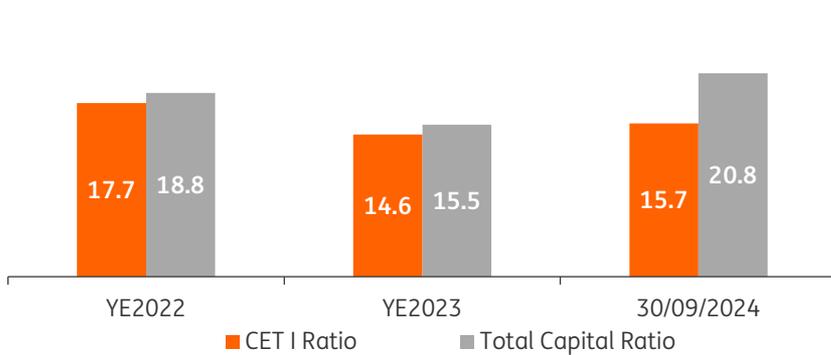
YE2023 Net Fee & Commissions Income Breakdown by Type (%)



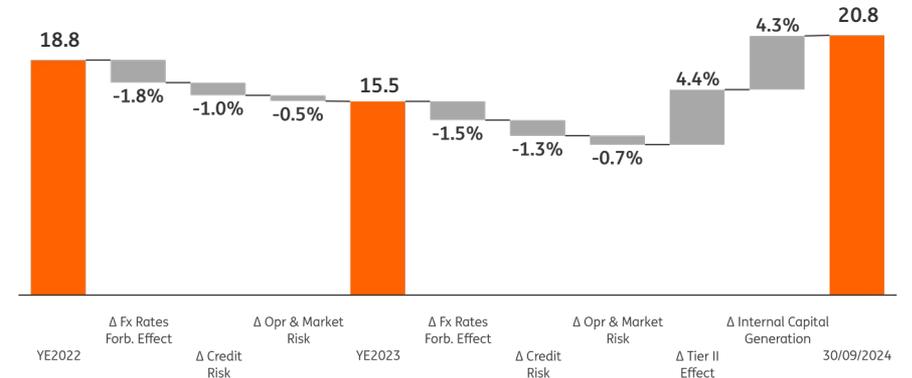
Robust capital position

CAR Ratio Evolution (%)

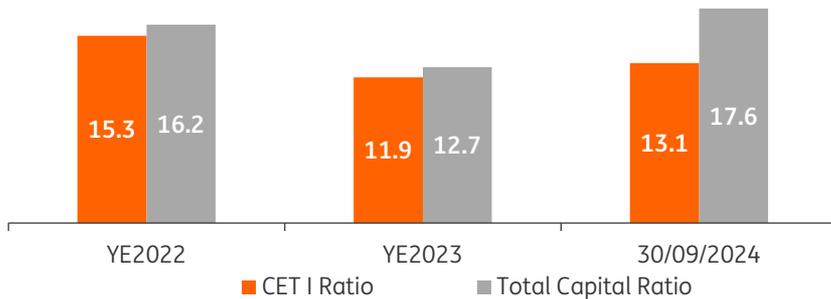
With BRSA's forbearance, %



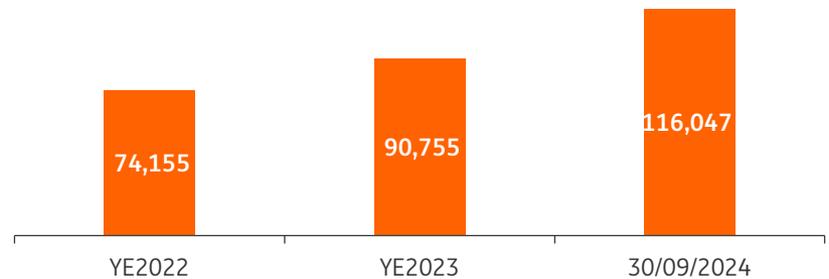
CAR Ratio Evolution (%)



Without BRSA's forbearance, %

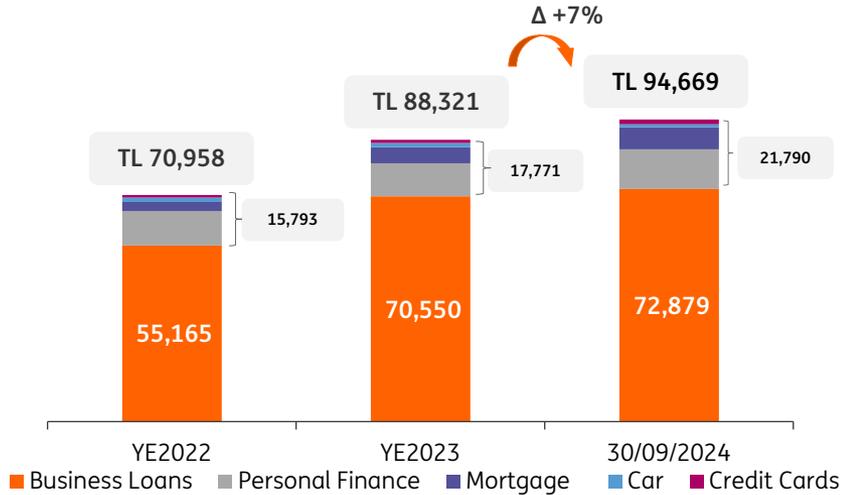


RWA Growth (TL million)

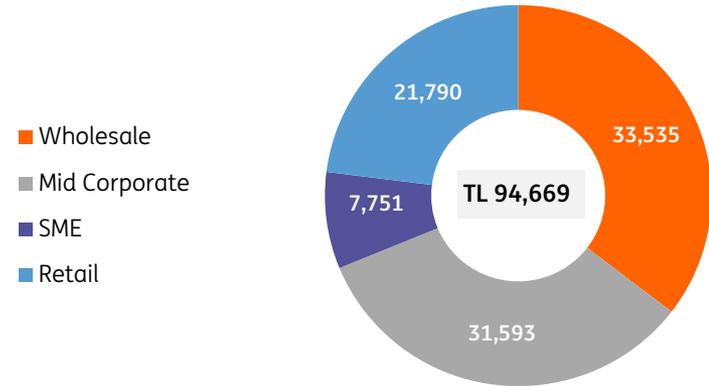


Diversified loan book per segments & industries

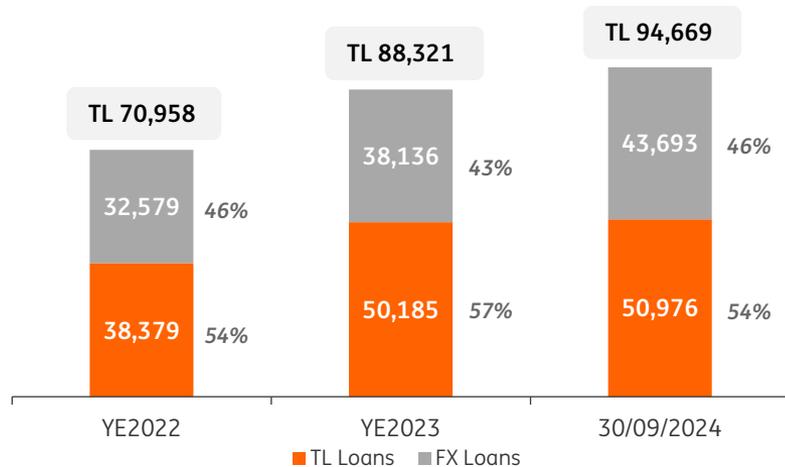
Loan portfolio breakdown – by product (TL million)



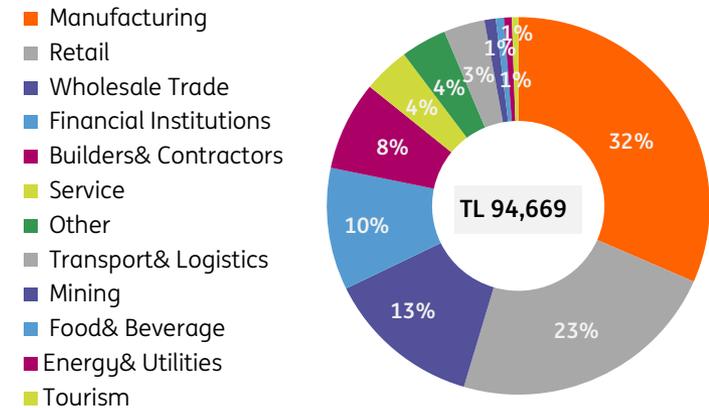
Loan portfolio per business line (TL million)



Loan portfolio breakdown by currency (million)



Loan portfolio breakdown – by sector* (TL million)

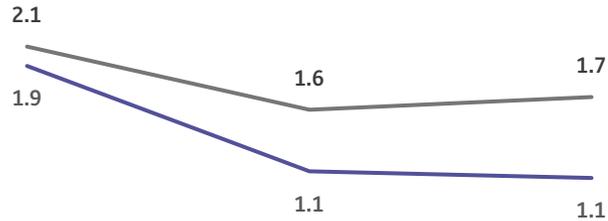


Source: Company disclosures, BRSA consolidated financial statements
 *Prepared based on Statistical Classification of Economic Activities in the European Community Codes

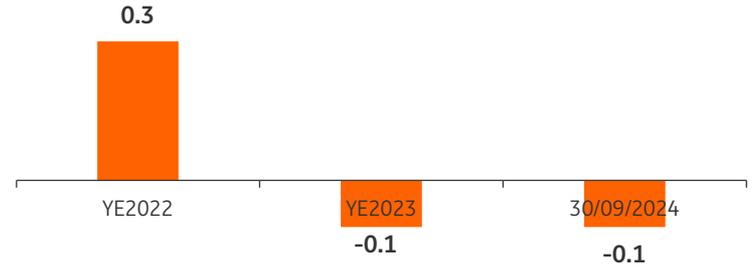
Sound Asset Quality

Low risk costs and NPL ratio reflecting high quality and resilience of the loan book

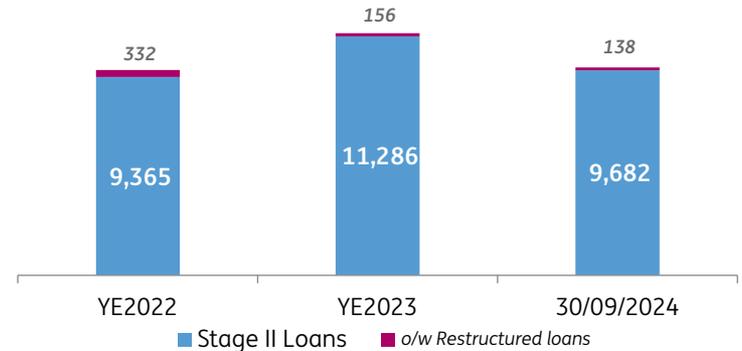
NPL Ratio vs Sector* (%)



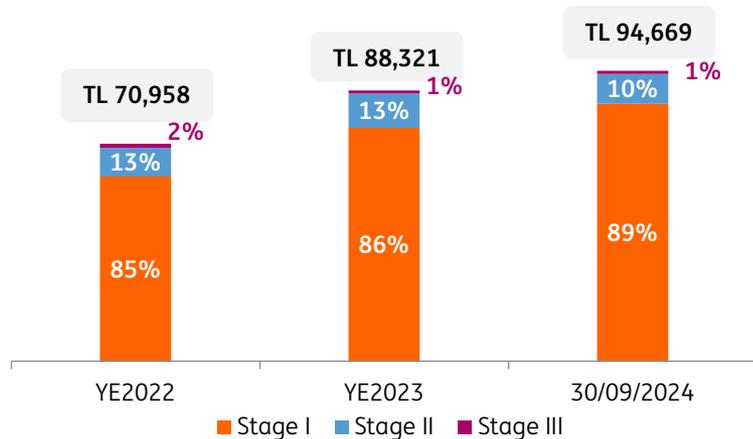
Risk Costs** (%)



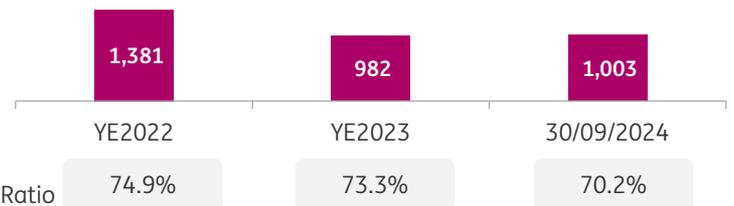
Stage II Loans Evolution and Coverage*** (TL million)



Evolution of Stage I, II and III loans



Stage III Loans Evolution and Coverage (TL million)



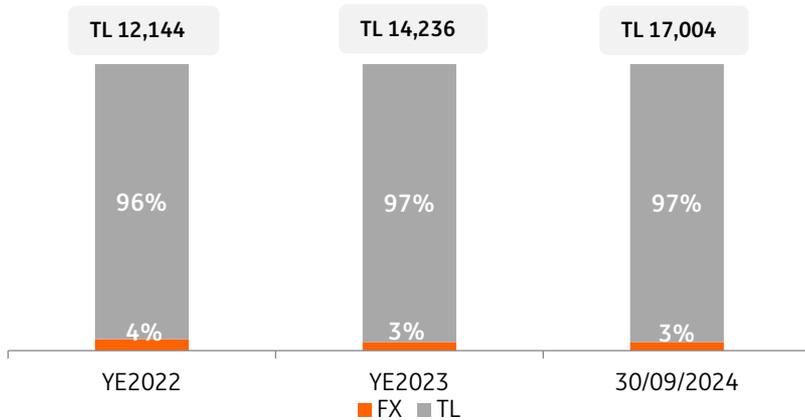
Source: Company disclosures, BRSA consolidated financial statements
*Sector figures are based on BRSA monthly data

**Risk Costs represents, Net Expected Credit Loss/Avg. Lending Assets

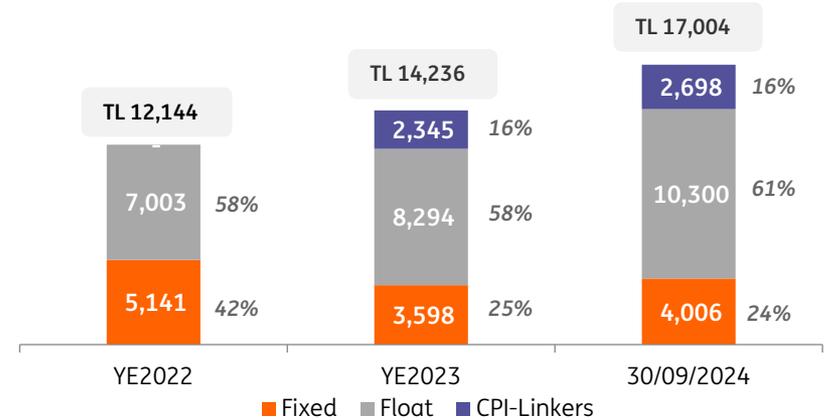
***Stage II coverage lower than the sector averages owing to the negligible share of restructuring cases and short term profile of the Stage II portfolio

Securities portfolio well protected against interest rate risk with high portion of floating rate securities

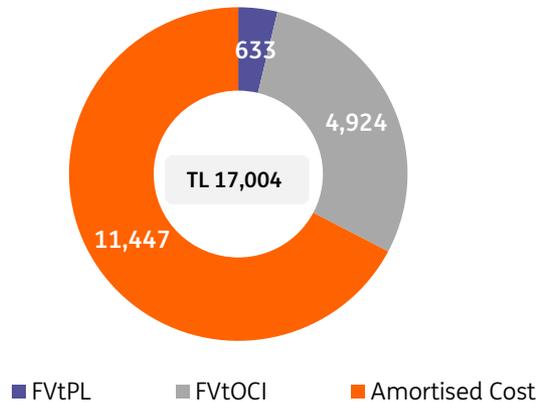
Total securities portfolio evolution (TL million)



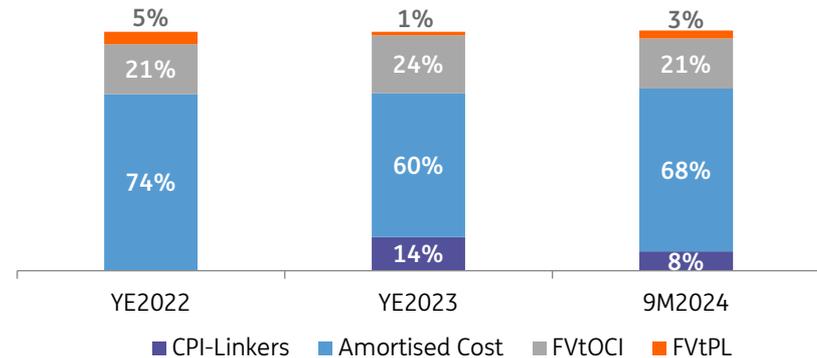
Total securities portfolio by interest type (TL million)



Securities composition by accounting classification (TL million)



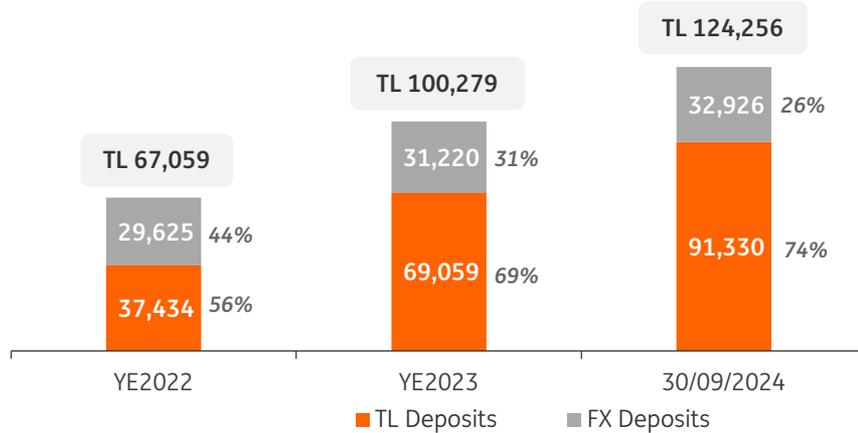
Securities portfolio income evolution (%)



Diversified funding sources and sufficient liquidity coverage

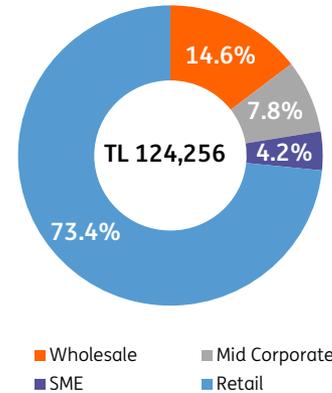
Strong balance sheet with deposits as the primary source of funding

Total deposit (TL million)

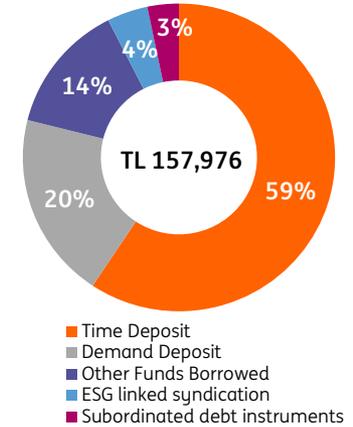


Funding and deposit breakdown (TL million)

Breakdown of Deposit (by type)

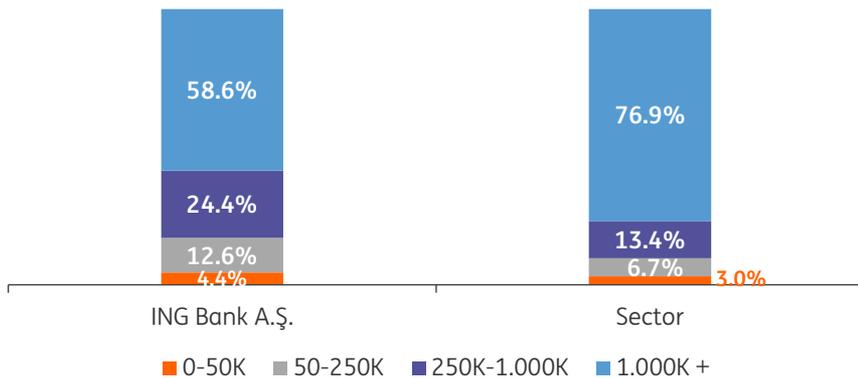


Breakdown of Funding (Exc. Equity and Others)

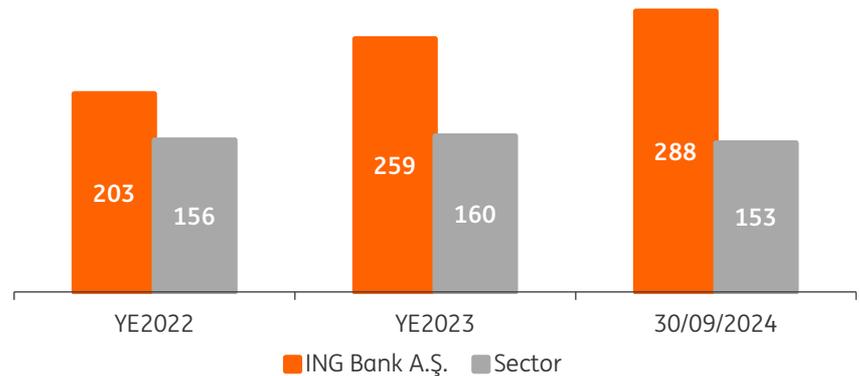


Total deposits distribution per bracket (%)

As of 30/09/2024



Liquidity coverage ratio (%)



Key Financial Ratios

	2022	2023	30/06/2024	30/09/2024
Profitability ratios (%)				
	YTD	YTD	YTD	YTD
ROAE	21.7	11.8	15.7	17.0
ROAA	2.6	1.2	1.7	1.8
NIM (*)	5.4	2.2	4.1	4.6
Cost/Income	47.6	93.0	74.1	72.0
Liquidity ratios (%)				
Loans / Customer Deposits	107.0	91.4	83.4	80.8
LCR TL+FC	203.5	209.2	157.2	288.7
LCR FC	341.5	301.9	118.8	125.4
Asset quality ratios (%)				
CoR	0.3	(0.1)	0.1	(0.1)
NPL Ratio	1.9	1.1	1.2	1.1
Stage 1 provisioning ratio (<i>total stage 1 provision / total stage 1 loans</i>)	0.7	0.6	0.6	0.5
Stage 2 provisioning ratio (<i>total stage 2 provision / total stage 2 loans</i>)	3.3	3.0	3.7	2.9
Stage 3 provisioning ratio (<i>total stage 3 provision / total stage 3 loans</i>)	74.9	73.3	69.8	70.2
Solvency ratios (%)				
CET I Ratio	17.7	14.6	16.1	15.7
CAR	18.8	15.5	16.9	20.8
CET I Ratio (excl. BRSA forbearance)	15.3	11.9	13.9	13.1
CAR (excl. BRSA forbearance)	16.2	12.7	14.6	17.6

Balance Sheet

(TL mn)

ASSETS	YE2022	YE2023	30/06/2024	30/09/2024	Δ %
Cash and Banks	9,166	13,781	13,093	28,557	107
Reserve Deposits	12,082	24,240	24,714	34,413	42
Securities Portfolio	12,144	14,236	14,755	17,004	19
Loans	69,577	87,339	86,534	93,666	7
Non-performing Loans	1,381	982	1,016	1,003	2
Loan Loss Provisions	(1,762)	(1,537)	(1,471)	(1,381)	(10)
Other Assets	5,367	13,746	16,246	13,947	1
TOTAL ASSETS	107,955	152,787	154,887	187,209	23

(TL mn)

LIABILITIES & EQUITY	YE2022	YE2023	30/06/2024	30/09/2024	Δ %
Customer Deposits	66,307	96,600	90,712	117,159	21
Bank Deposits	752	3,679	6,811	7,098	93
Syndication and Other Borrowings	9,187	13,463	15,352	9,734	(28)
Subordinated debt instruments	-	-	-	5,128	100
ING Borrowings	8,445	11,625	11,765	18,346	58
Other Liabilities	9,746	12,552	12,713	10,660	(15)
Shareholders' Equity	13,519	14,868	17,534	19,085	28
TOTAL LIABILITIES & EQUITY	107,955	152,787	154,887	187,209	23

Income Statement

(TL mn)	1Q'24	2Q'24	3Q'24	9M2024	9M2023	Δ %
Net Interest Income (including derivatives & FX gain loss)	2,375	2,351	2,799	7,525	4,581	64
Net Fees & Commissions Income	290	355	427	1,071	613	75
Other Operating Income	433	285	233	951	893	6
<i>o.w. Provision Reversal under other income</i>	<i>322</i>	<i>124</i>	<i>193</i>	<i>639</i>	<i>727</i>	<i>(12)</i>
Total Income	3,097	2,991	3,459	9,547	6,088	57
Operating Expenses	(2,044)	(2,084)	(2,216)	(6,344)	(4,184)	52
Operating Profit before Risk Costs	1,054	907	1,242	3,203	1,904	68
Loan Loss Provisions	(346)	(69)	(125)	(540)	(532)	2
Profit before Tax	707	837	1,118	2,662	1,372	94
Taxes	(77)	(140)	(225)	(442)	258	(271)
Net Income	630	697	893	2,220	1,630	36

Source: Company disclosures, BRSA consolidated financial statements *Other income includes provision reversals, as reported
(Loan loss provisions after provision reversals: YE2022: 183 m TL, YE2023: (83) m TL and 9M2024: (42) m TL)

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