



1Q'25 Earnings Presentation

ING Bank A.Ş.

7 May 2025

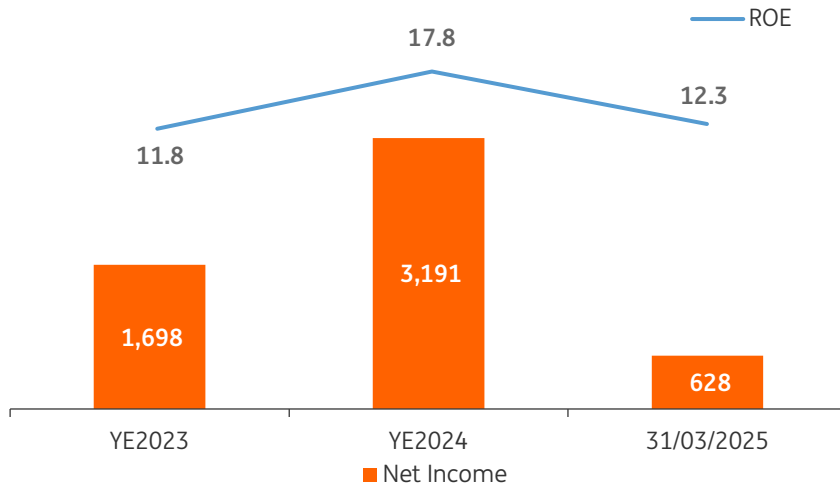


do your thing

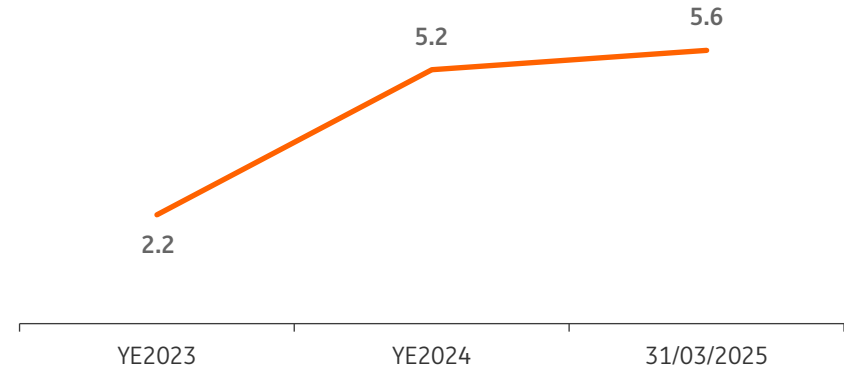
Financial Highlights

Continued improvement in profitability

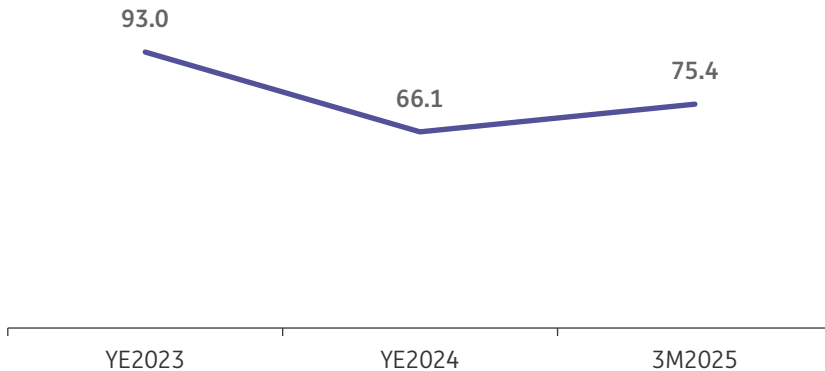
Normalized* Net Income & Return on Equity (TL million, %)



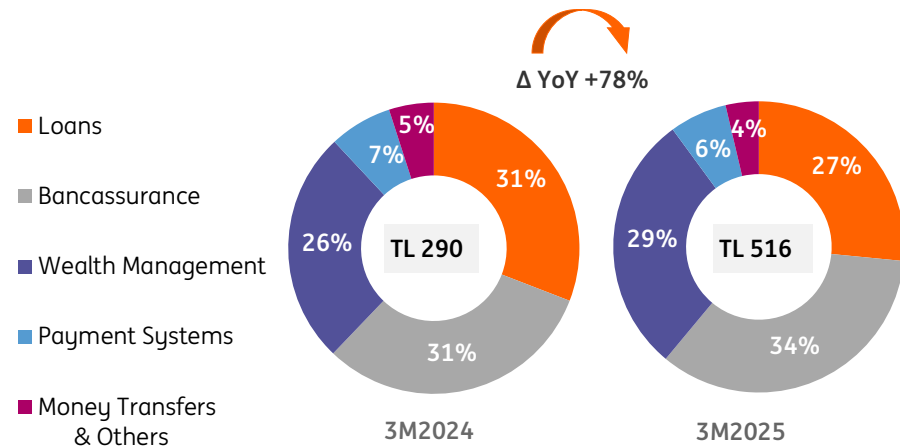
Net Interest Margin (including swaps) (%)



Normalized* Cost to Income (%)



Net Fee & Commissions Income Breakdown by Type (%)



* Normalized calculations exclude impacts of one-off items.

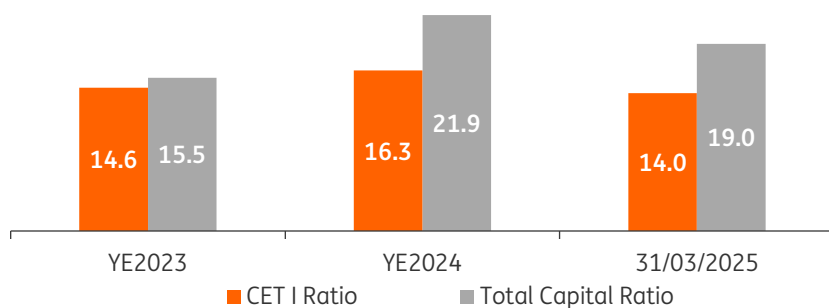
One-off items: TL 625 million loss on sale of bonds purchased for regulatory requirements; TL 518 million of restructuring provision in YE2024.

Net Income, ROE and C/I ratios are presented w/o one-off items for YE2024 (Net Income, ROE and C/I ratios would be TL 2,235 million, 12.5% and 73.9%, respectively, including one-off items).

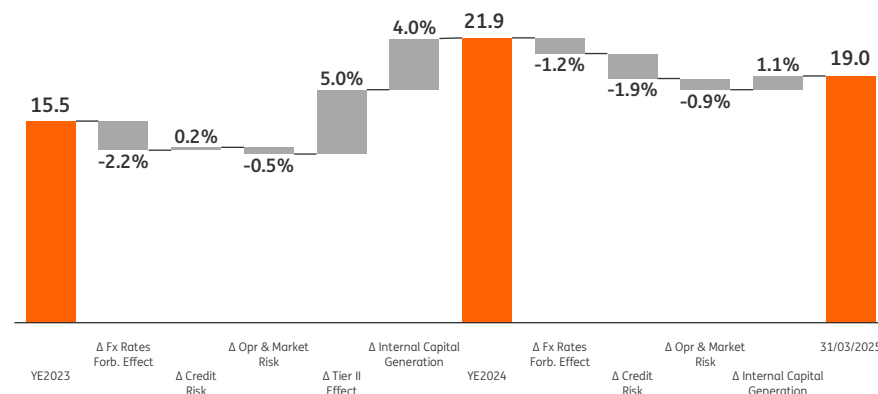
Robust capital position

CAR Ratio Evolution (%)

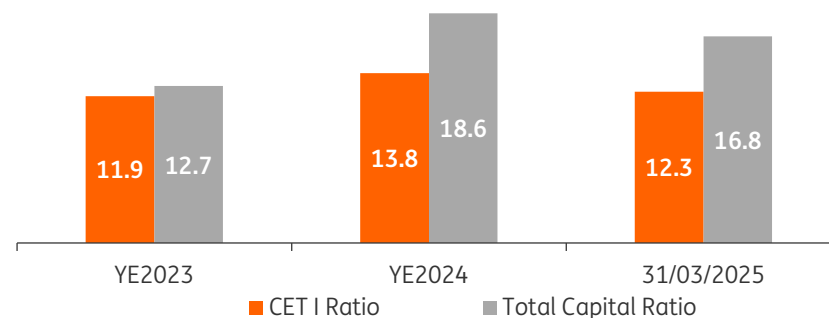
With BRSA's forbearance, %



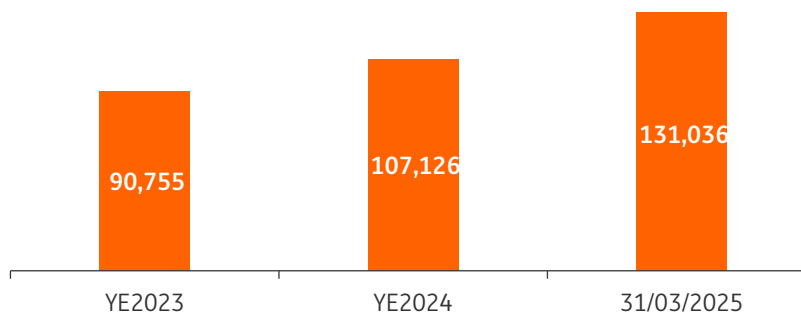
CAR Ratio Evolution* (%)



Without BRSA's forbearance, %



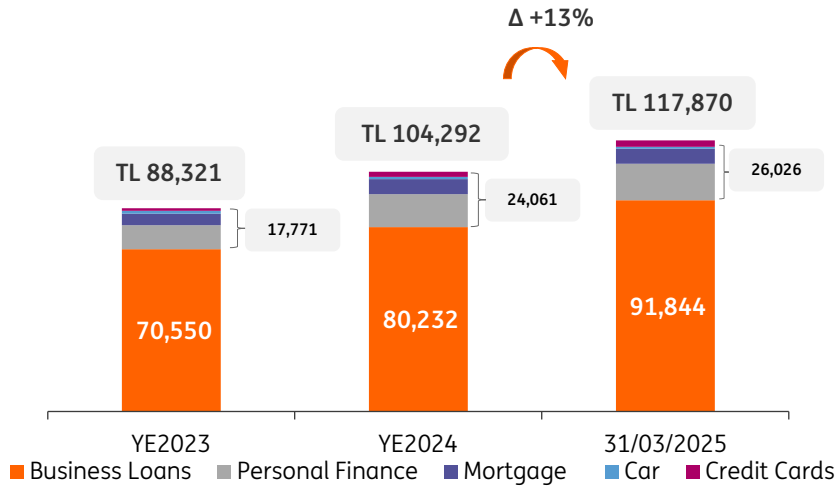
RWA Growth (TL million)



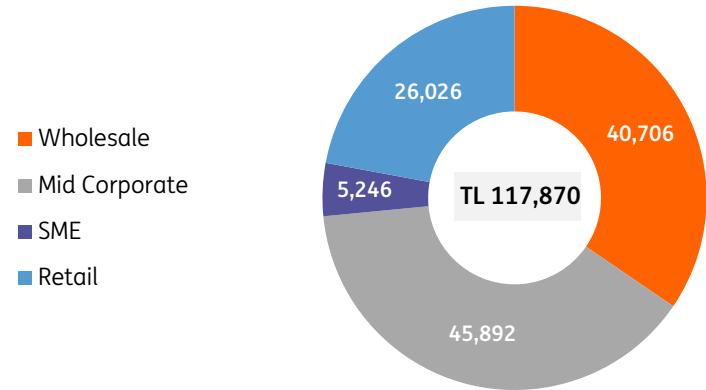
*According to BRSA regulatory minimum requirements, Banks' CET1, Tier 1 and Total Capital ratios are 4.5%, 6% and 12%, respectively.

Diversified loan book per segments & industries

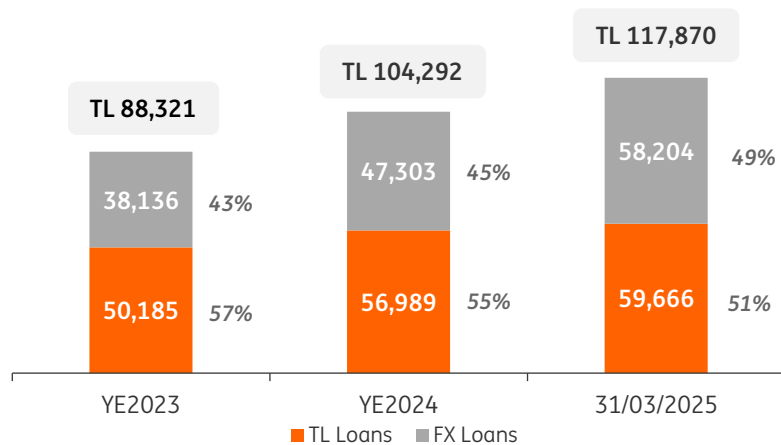
Loan portfolio breakdown – by product (TL million)



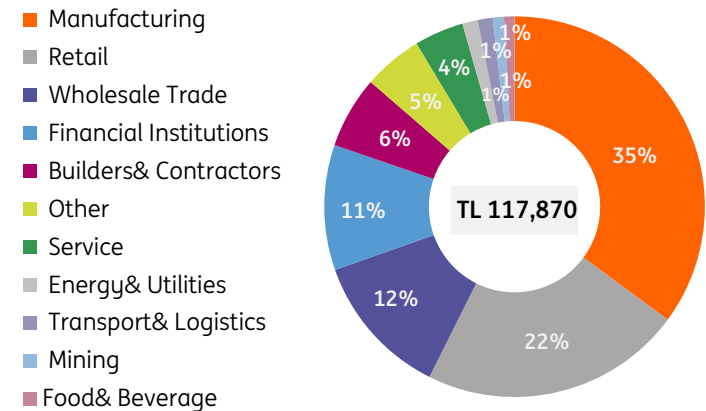
Loan portfolio per business line (TL million)



Loan portfolio breakdown by currency (million)



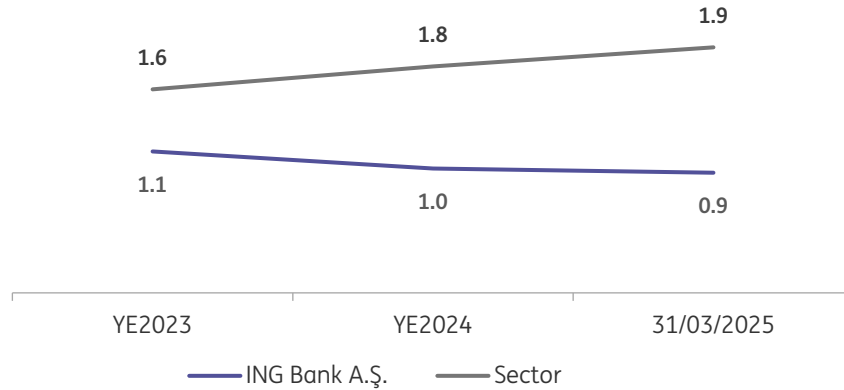
Loan portfolio breakdown – by sector* (TL million)



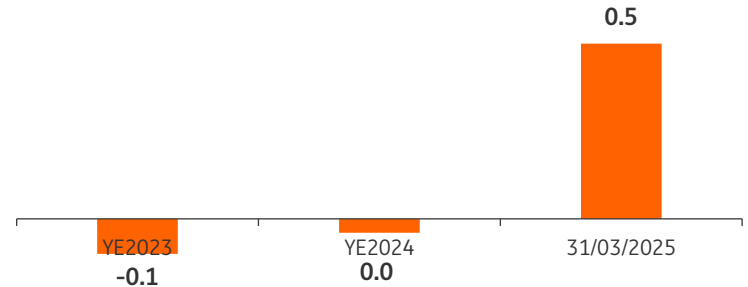
Sound Asset Quality

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

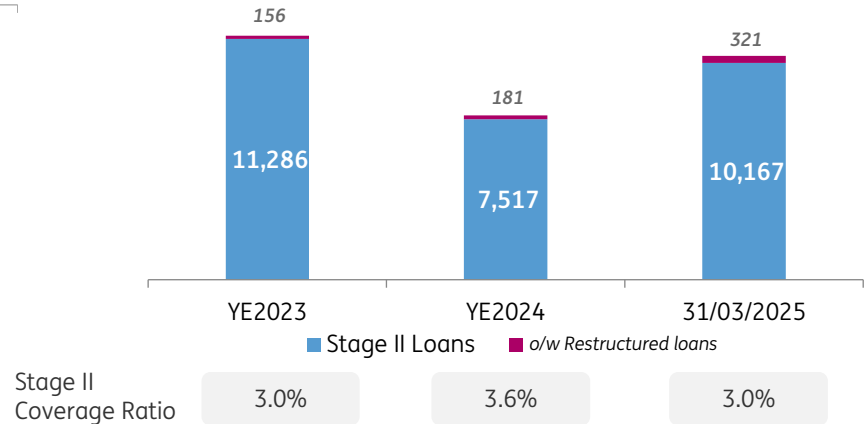
NPL Ratio vs Sector (%)



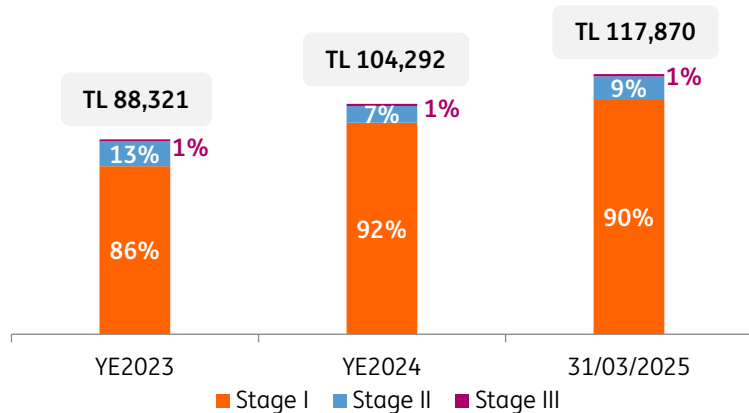
Risk Costs** (%)



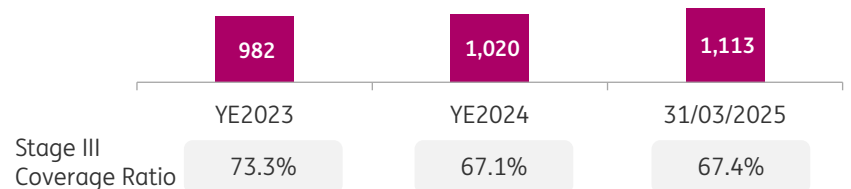
Stage II Loans Evolution and Coverage*** (TL million)



Evolution of Stage I, II and III loans



Stage III Loans Evolution and Coverage* (TL million)



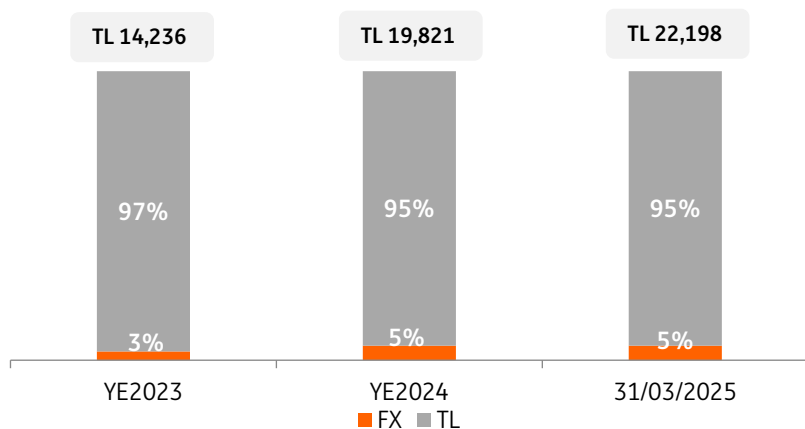
*The volume of NPL sold in November 2024 is TL 52,3 million.

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

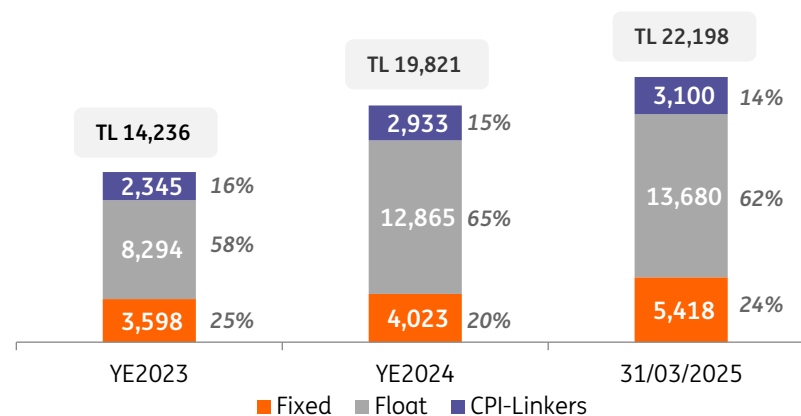
***Stage II coverage lower than the sector averages owing to the negligible share of restructuring cases and short term profile of the Stage II portfolio

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

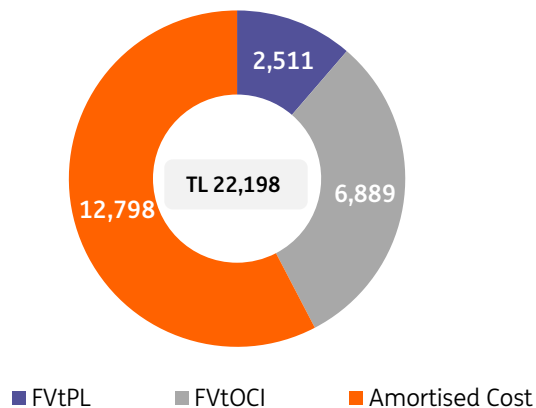
Total securities portfolio evolution (TL million)



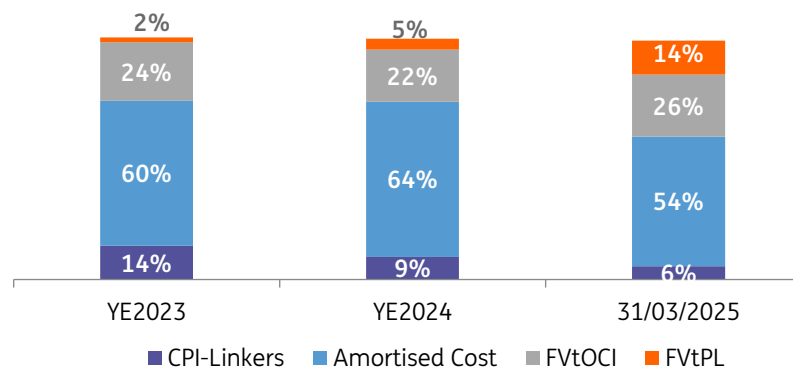
Total securities portfolio by interest type (TL million)



Securities composition by accounting classification (TL million)



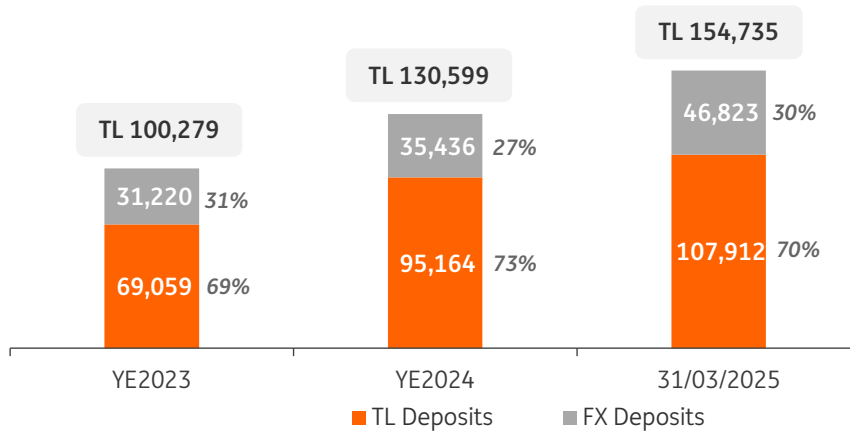
Securities portfolio income evolution (%)



Diversified funding sources and sufficient liquidity coverage

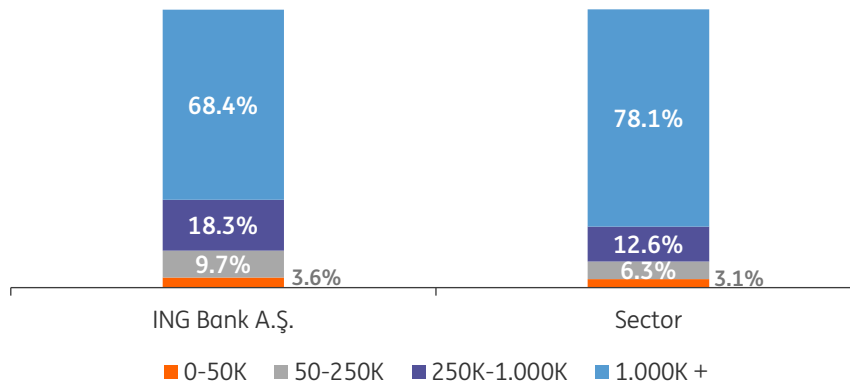
Strong balance sheet with deposits as the primary source of funding

Total deposit (TL million)



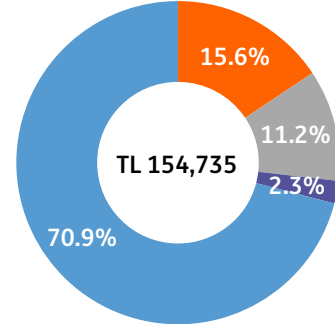
Total deposits distribution per bracket (%)

As of 31/03/2025



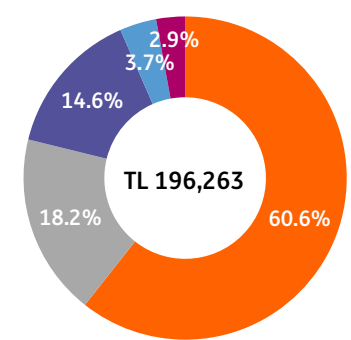
Funding and deposit breakdown (TL million)

Breakdown of Deposit (by type)

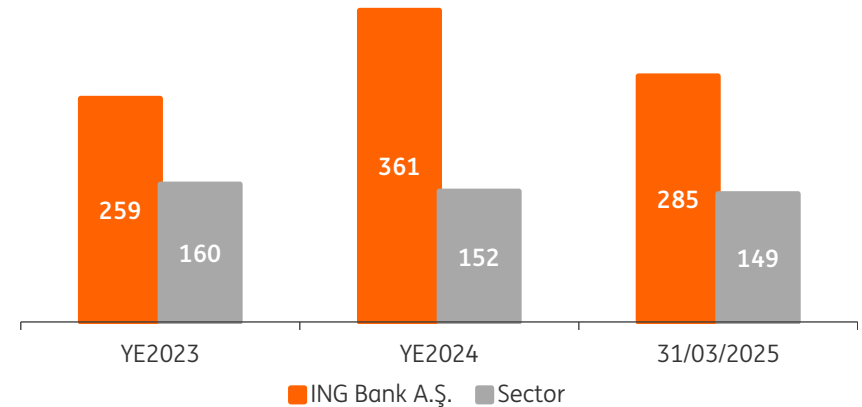


Breakdown of Funding

(Exc. Equity and Others)



Average liquidity coverage ratio (%)



Key Financial Ratios

	2023	2024	31/03/2025
Profitability ratios (%)	YTD	YTD	YTD
ROE, Normalized (*)	11.8	17.8	12.3
ROA, Normalized (*)	1.2	1.9	1.2
NIM (including swaps)	2.2	5.2	5.6
Cost/Income, Normalized (*)	93.0	66.1	75.4
Liquidity ratios (%)			
Loans / Customer Deposits	91.4	83.9	76.8
LCR TL+FC (**)	259.5	361.2	270.9
LCR FC (**)	308.2	132.4	101.1
Asset quality ratios (%)			
CoR	(0.1)	0.0	0.5
NPL Ratio	1.1	1.0	0.9
Stage 1 provisioning ratio (total stage 1 provision / total stage 1 loans)	0.6	0.4	0.4
Stage 2 provisioning ratio (total stage 2 provision / total stage 2 loans)	3.0	3.6	3.0
Stage 3 provisioning ratio (total stage 3 provision / total stage 3 loans)	73.3	67.1	67.4
Solvency ratios (%)			
CET I Ratio	14.6	16.3	14.0
CAR	15.5	21.9	19.0
CET I Ratio (excl. BRSA forbearance)	11.9	13.8	12.3
CAR (excl. BRSA forbearance)	12.7	18.6	16.8

(*) ROE, ROA and C/I ratios are presented as "Normalized" with exclusion of one-off items for YE2024.

(ROE, ROA and C/I ratios would be 12.5%, 1.3% and 73.9%, respectively, including one-off items for YE2024).

(**) LCR represent 4Q average for YE2024 & YE2023 and 1Q average for 2025.

Balance Sheet

(TL mn)

ASSETS	YE2023	YE2024	31/03/2025	Δ %
Cash and Banks	13,781	25,493	33,801	33
Reserve Deposits	24,240	36,439	39,472	8
Securities Portfolio	14,236	19,821	22,198	12
Total Loans	88,321	104,292	117,870	13
-Loans	87,339	103,272	116,757	13
-Non-performing Loans	982	1,020	1,113	9
Loan Loss Provisions	(1,537)	(1,315)	(1,457)	11
Other Assets	13,746	14,283	16,453	15
TOTAL ASSETS	152,787	199,013	228,337	15

(TL mn)

LIABILITIES & EQUITY	YE2023	YE2024	31/03/2025	Δ %
Total Deposits	100,279	130,599	154,735	18
-Customer Deposits	96,600	124,343	153,537	23
-Bank Deposits	3,679	6,256	1,198	(81)
Syndication and Other Borrowings	13,463	12,305	13,284	8
Subordinated debt instruments	-	5,128	5,655	10
ING Borrowings	11,625	18,236	21,514	18
Other Liabilities	12,552	12,713	12,245	(4)
Shareholders' Equity	14,868	20,031	20,904	4
TOTAL LIABILITIES & EQUITY	152,787	199,013	228,337	15

Income Statement

(TL mn)	YE2023	YE2024	Δ %	1Q2024	1Q2025	Δ %
Net Interest Income (including derivatives & FX gain loss)	5,574	10,796	94	2,375	3,015	27
Net Fees & Commissions Income	842	1,450	72	290	516	78
Other Operating Income	534	592	11	145	123	(16)
Total Income	6,950	12,839	85	2,810	3,654	30
Operating Expenses	(6,451)	(9,040)	40	(2,044)	(2,778)	36
Operating Profit before Risk Costs	500	3,799	661	766	876	14
Loan Loss Provisions	83	40	(52)	(59)	(135)	130
Underlying Profit before Tax	583	3,839	559	707	741	5
One-off Items	-	(1,143)	-	-	-	-
Taxes	1,115	(461)	(141)	(77)	(113)	47
Net Income	1,698	2,235	32	630	628	-

** One-off items: TL 625 million loss on sale of bonds purchased for regulatory requirements; TL 518 million of restructuring provision in YE2024.

* Loan loss provisions includes provision reversals

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