



2019 Annual Report



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### Part I - Introduction

# **Mission and Vision**

#### **Our Mission**

Our mission is to become a participation bank that understands the expectations and needs of its customers in the best way possible and offering most reliable solutions and value propositions through the most appropriate channel, carries out its activities with world-class sustainable profitability and efficiency being aware of principles of participation banking and ethics, facilitates access to financial services focusing onto the customer satisfaction.

#### **Our Vision**

At Ziraat Katılım, our vision is to become a global, reputable and leading participation bank that strengthens participation banking not only in Turkey, but in the region, constantly generates value, offers customers more the more as they share at every stage.

# **Our Strategies**

### To be an effective Participation Bank

- To allocate resources to investments that will create value with the financing it provides,
- To be fair and transparent in profit sharing,
- To create customercentric processes in order to achieve operational excellence.

### To Run Participation Banking For Everyone

- To be the "Moral Participation Bank" with which customers and personnel feel a sense of peace and are happy to work with or for,
- To offer services which meet universal service standards with the same high quality wherever they are,
- To manage the financing of production and trade in a manner that adds value.

### To Improve Participation Banking

- To integrate into the international participation banking financial architecture,
- To contribute to the development of the participation banking sector in our country,
- To be a pioneer in the participation banking sector by developing new products and services.

# **Corporate Profile**

ZIRAAT KATILIM, WHICH STARTED TO PROVIDE SERVICES IN THE FIELD OF PARTICIPATION BANKING WITH THE PRINCIPLE OF "ACHIEVING MORE BY SHARING", IS THE FIRST STATE-OWNED PARTICIPATION BANK. Ziraat Katılım was founded with a share capital of TL 675,000,000 fully paid by the Undersecretariat of Treasury in accordance with the approval of Banking Regulation and Supervision Agency dated 10 October 2014 numbered 6046 published at the Official Gazette numbered 29146 dated 15 October 2014 and was registered on 16 February 2015.

Ziraat Katılım obtained its operating license with the decision 6302 of Banking Regulation and Supervision Agency dated 12 May 2015 published at the Official Gazette numbered 29355 dated 14 May 2015 and started its participation banking operations as of 29 May 2015.

# SUSTAINABLE PROFITABILITY AND EFFICIENCY

Ziraat Katılım continues its activities with the aim of achieving sustainable profitability and productivity in line with the understanding of participation banking, which is summarized in the principle of "Achieving More by Sharing". The Bank's total assets increased by 64% in comparison with 2018 year-end and reached a balance sheet size of TL 36.4 billion. Net profit of Ziraat Katılım was realized as TL 516.7 million with an increase of 60% with a steady growth in 2019.

#### 93 BRANCHES AND 1,129 EMPLOYEES IN 43 DIFFERENT CITIES

With the 13 new domestic branches opened in 2019, Ziraat Katılım expanded even more geographically and total number of branches reached 93. The Bank serves its customers with 1,129 personnel specialized in their fields.

# GENERATING SYNERGY FROM ITS COOPERATION WITH ZIRAAT BANK

Ziraat Katılım works in strong cooperation with Ziraat Bank within the framework of the correspondent agreement. The branches and ATMs of Ziraat Bank, which has the most widespread service network in the Turkish banking sector, provide Ziraat Katılım customers with easy access to products and services in accordance with the principles of participation banking.

#### CUSTOMER-ORIENTED ALTERNATIVE SERVICE CHANNELS

Ziraat Katılım continues to offer innovative and more value adding services and solutions to a wide range of customers from every channel with its applications in the fields of Internet Banking, Mobile Banking, Call Center and Payment Systems.

As an effective, leading and respected participation bank, Ziraat Katılım will continue to move forward with determination to reach new achievements, aiming to make participation banking available for all and to advance participation banking forward in parallel with the country's goals.

# **Highlights from 2019**

# TOTAL ASSETS **TL 36,392 MILLION**

Total assets increased by 64% from TL 22,189 million in 2018 to TL 36,392 million in 2019.

#### NUMBER OF BRANCHES

## 93

In 2019, the total number of branches reached 93 with the opening of 13 new branches in Turkey.

#### LOANS

# **TL 28,991 MILLION**

The volume of loans increased by 63% during 2019, from TL 17,739 million in 2018 to TL 28,991 million.

#### **INTERNET BANKING**

**57%** 

In 2019, the number of customers using internet banking increased by 57% and reached 167 thousand people.

**BALANCE SHEET COMPOSITION** 

#### NUMBER OF EMPLOYEES

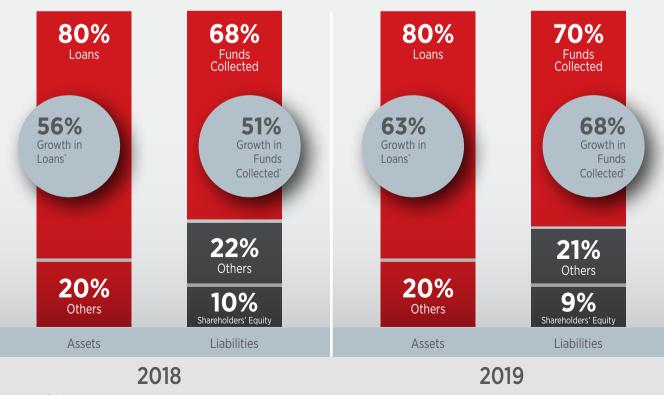
# 1.129

The number of employees of Ziraat Katılım increased from 1,042 at the end of 2018 to 1,129 by the end of 2019 on the back of the ongoing growth.

#### **DIGITAL PRODUCTS**



Products offered to customers through digital channels are being developed constantly.



# **Highlights of 2019**



# **NEW JOINT VENTURE "YÜNSA"**

Supporting profitable and sustainable investments, Ziraat Katılım has an objective of increasing value created for its stakeholders and Turkey with investments structured in this direction. Within the scope of Joint Venture Models, which is an effective and diversified resource structure, the Bank purchased shares representing 57.88% of ownership of Yünsa, which is the largest producer in Europe operating under one roof and the 5<sup>th</sup> largest producer of woolen fabric in the World. The transaction was realized by the Bank's subsidiary Sürmegöz Tekstil Yatırım A.Ş. purchasing the shares of Hacı Ömer Sabancı Holding.



## **3 PRIZES AT THE STEVIE AWARDS**

Ziraat Katılım received 3 prizes at once at the Stevie Awards which rewards organizations, projects and initiatives that are successful at international standards. The Bank received the silver award in Banking, bronze award in Financial Services and the People's Choice award determined by public votes in Banking.

# THE MOST EFFECTIVE PARTICIPATION BANK IN SOCIAL MEDIA

At the Social Media Awards Turkey organized by BoomSonar and Marketing Türkiye, which rewards the leading brands, agencies, projects and people in social media by evaluating 33 thousand brands and 12 billion interactions, Ziraat Katılım received the most effective participation bank in social media award.





# ALFA AWARDS-PARTICIPATION BANK PROVIDING THE BEST CUSTOMER EXPERIENCE AWARD

In 2019, Ziraat Katılım was selected as the Customer Brand of participation banking industry as a result of a face-to-face survey conducted by AKADEMETRE Research Company on behalf of Marketing Türkiye in 12 cities with 1,200 people in 3 main and 14 sub criteria. With this survey, it was proven that consumers appreciate the Bank's activities and efforts which provide flawless experience to customers.

# MERGING UNDER ONE ROOF "THE BANK AND THE FINANCIAL LEASING COMPANY"

The Bank decided that companies with operations in similar industries merging under one roof create more value for our country and improve their competitive edge by reducing operational costs and increasing efficiency. Accordingly, Ziraat Leasing A.Ş. which provides financing to various industries merged into Ziraat Katılım by transferring its operations as of 1 March 2019.





# ZIRAAT KATILIM'S 84<sup>TH</sup> BRANCH: THRACE CORPORATE BRANCH

Thrace Corporate Branch, 84<sup>th</sup> branch of Ziraat Katılım, started to serve customers as of 21 June 2019. Ziraat Katılım CEO Metin Özdemir, Board of Directors Member Cemalettin Başlı, Executive Vice President-Marketing Temel Tayyar Yeşil, Executive Vice President-Treasury Management and International Banking Osman Karakütük, Executive Vice President -Credit Policies Dr. Ahmet Ortatepe, members of senior management and branch managers were present at the opening of the branch.



# ZIRAAT FINANCE GROUP VISION 2020

Ziraat Finance Group Vision 2020 meeting was held between 23 November and 1 December 2019 in Antalya. Ziraat Katılım Chairman of the Board Hüseyin Aydın, Ziraat Katılım CEO Metin Özdemir, Members of the Board of Directors, Ziraat Group senior management, Department Heads, Headquarters Service Managers and Branch Managers attended the meeting where 2020 visions and goals were discussed.

# **Shareholding Structure**

The main shareholder of Ziraat Katılım is Ziraat Bank.

|                                     | 31 December 2019              |             |
|-------------------------------------|-------------------------------|-------------|
| Shareholder                         | Paid-in Capital (TL Thousand) | Share %     |
| T.C. Ziraat Bankası A.Ş.            | 1,750,000                     | 99.99999976 |
| Ziraat Sigorta A.Ş.                 | -                             | 0.0000006   |
| Ziraat Hayat ve Emeklilik A.Ş.      | -                             | 0.0000006   |
| Ziraat Teknoloji A.Ş.               | -                             | 0.0000006   |
| Ziraat Yatırım Menkul Değerler A.Ş. | -                             | 0.0000006   |
| Total                               | 1,750,000                     | 100.00      |

The TL 1,750,000,000 paid-in capital of Ziraat Katılım was fully provided by Undersecretariat of Treasury. Ziraat Katılım's capital is divided into 1,750,000,000 shares, each valued at TL 1.00.

The Chairman and members of the Board, members of the Audit Committee, General Manager and Assistant General Managers do not own shares.

#### **CHANGES IN ARTICLES OF ASSOCIATION IN 2019**

There were no changes in Articles of Association of the Bank in 2019.

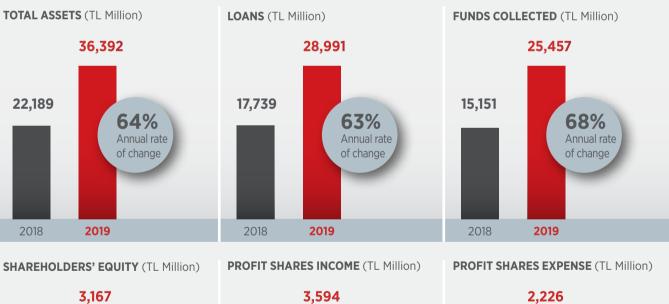
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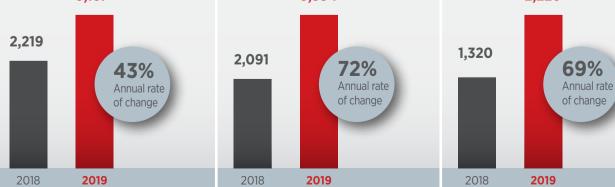
# **Financial Indicators**

| (TL Million)            | 2018"  | 2019   | Change (%) |
|-------------------------|--------|--------|------------|
| Total Assets            | 22,189 | 36,392 | 64         |
| Liquid Assets and Banks | 2,795  | 3,810  | 36         |
| Securities Portfolio    | 1,303  | 2,952  | 127        |
| Loans                   | 17,739 | 28,991 | 63         |
| Funds Collected         | 15,151 | 25,457 | 68         |
| Shareholders' Equity    | 2,219  | 3,167  | 43         |
| Profit Shares Income    | 2,091  | 3,594  | 72         |
| Profit Shares Expense   | 1,320  | 2,226  | 69         |
| Income Before Tax       | 415    | 705    | 70         |
| Net Profit/Loss         | 323    | 517    | 60         |

Non-performing Loans and Expected Loss Provision are not included.

"Reported amounts of prior periods were taken into account.





# Information on General Assembly held in 2019

Ordinary General Assembly for 2018 was held on 11 June 2019. There were no Extraordinary General Assembly meetings in 2019. 2018 General Assembly was held to discuss routine topics in accordance with regulations and General Assembly decisions were implemented in 2019.

#### ORDINARY GENERAL ASSEMBLY AGENDA

Decision was taken to hold Ordinary General Assembly of Ziraat Katılım for 2018 on 11 June 2019 Tuesday at 14:00 at the Headquarters of the Bank at Hobyar Eminönü Mah. Hayri Efendi Cad. No: 12 Fatih/İstanbul to discuss the agenda presented below:

- 1. Opening of the meeting and establishment of the Chair.
- Preparation of the General Assembly minutes and authorization of Meeting Chairmanship for signing the minutes.
- Reading and discussion of the Board of Directors Annual Report for 2018 and presentation of Independent Auditor's Report to the General Assembly.
- Discussion and approval of 2018 Balance Sheet, Profit/Loss Statement and Profit Appropriation Statement proposed by the Board of Directors.
- 5. Grant of release to each member of the Board of Directors.
- 6. Selection of the Board of Directors Members.

- 7. Determination of financial rights to be granted to the Members of the Board of Directors.
- Giving authorization for "Recording of provisions which applies to participation accounts as expense, provided that provisions of Turkish Commercial Code are reserved" in accordance with Article 19/2 of the "Regulation on Procedures and Principles for Classification of Loans and Provisions to be Set Aside".
- 9. Authorization of the Board of Directors to take decisions on utilizing the Bank's equity for providing for potential losses which may be incurred in participation fund pools set up to process funds collected in participation accounts in accordance with Article 6 paragraph 10 of "Regulation on Procedures and Principles for the Acceptance and Withdrawal of Deposits and Participation Funds and Deposits, Participation Funds, Custody and Receivables Undergoing Lapse of Time".
- Approval of the independent auditor for 2019 in accordance with the Article 399 of the Turkish Commercial Code.
- Authorization of the Members of the Board of Directors for subjects within the scope of Articles 395 and 396 of the Turkish Commercial Code.
- 12. Wishes and closing.

# **Milestones in the History of Ziraat Katılım**

### 2015

- As the first publicly funded participation bank, the Bank began operations on 29 May 2015, in a grand opening with the participation of President Recep Tayyip Erdoğan.
- Ziraat Katılım became the first participation bank to receive Participation Banking Activity Ratification Certificate approving compliance of the general framework of our operations with the Principles of Participation Banking.

### 2016

- Ziraat Katılım proudly completed its first year, a full of firsts, with a net profit of TL 30.7 million.
- The first profit-loss sharing partnership was carried out in different sectors.
- The first Sukuk issuance was undertaken by establishing an Asset Leasing company.
- The first Murabaha Syndication took place.

### 2017

- Ziraat Katılım continued to take firm steps on its way to reach its goals of sustainable profitability and efficiency and recorded a profit of TL 159 million.
- Ziraat Katılım founded its second subsidiary ZKB Varlık Kiralama A.Ş.
- FILIKA (Limited Financing Card) has been offered to customers.
- Transition to TFRS 9 has been completed.
- A project financing transaction has been performed through "İstisna" product in the participation banking sector.
- · Ziraat Katılım has started the Gold Days.

### 2018

- Ziraat Katılım rounded off the year 2018 with stable growth and wrote a net profit of TL 323 million.
- Ziraat Katılım entered a cooperative agreement that represents a first for the banking sector and our country, with the "Joint Investments Model".
- Ziraat Katılım became the first participation bank to mediate in the issuance of the Gold Lease Certificate.
- The number of branches increased to 80 branches in 41 different cities.
- Agreements were signed for the establishment of the Ziraat Katılım Sudan Branch.
- The necessary permits were obtained for the transfer of Ziraat Finansal Kiralama A.Ş. to Ziraat Katılım.
- In accordance with the agreement made between all public banks including Ziraat Katılım, the "free use of a Common ATM" system was implemented with the protocol signed.

# 2019

- Ziraat Katılım continued its healthy growth in 2019 with its effective and efficient balance sheet management and completed the year with a net profit of TL 516.7 million.
- Ziraat Katılım realized a Murabaha Syndication transaction at an amount of USD 250 million for the third time.
- Ziraat Finansal Kiralama A.Ş. was transferred to Ziraat Katılım as of 1 March 2019.
- Subordinated loans were obtained from T.C. Ziraat Bankası A.Ş. and Turkey Wealth Fund.
- Virtual POS product was offered to customers.
- "Mobile Financing" option was launched to conduct financing transactions through Participation Mobile application.



# ONE-HALF IS MORE THAN THE WHOLE

THE STRENGTH WE GET FROM YOU IS WHAT WE SHARE WITH YOU. THE MORE WE SHARE THE MORE WE GROW. ONE-HALF IS MORE THAN THE WHOLE BECAUSE WE MAKE IT SO.

ZIRAAT KATILIM GROWTH THROUGH SHARING

# **Chairman's Assessment**



TURKEY'S FIRST PUBLIC PARTICIPATION BANK ZIRAAT KATILIM AIMS TO DEVELOP ITS PRODUCT RANGE AND RESPOND TO THE NEEDS OF ITS CUSTOMERS IN THE BEST WAY POSSIBLE.

honder

Hüseyin AYDIN Chairman of the Board of Directors

A RAPID IMPROVEMENT WAS OBSERVED IN MACROECONOMIC INDICATORS IN 2019 FOLLOWING THE REBALANCING PROCESS IN TURKISH ECONOMY. TURKISH ECONOMY DEMONSTRATED A PERFORMANCE BEYOND EXPECTATIONS, SIGNIFICANT REDUCTIONS WERE REALIZED IN INTERESTS AND INFLATION.

> In 2019, trade wars showed their slowing impacts on global economy, particularly in China and USA. Despite some positive developments in trade wars, growth expectations for the global economy were revised downwards. US Central Bank (Fed) realized 3 interest reductions considering the slowing trend in the US economy.

With the re-appearance of recession concerns in European economy, European Central Bank (ECB) reduced the negative interest applied during the last quarter of the year by another 10 basis points. Poor growth indicators in Germany, Brexit discussions and political developments in Spain and Italy continued to have impacts on markets.

A rapid improvement was observed in macroeconomic indicators in 2019 following the rebalancing process in Turkish economy. Turkish economy demonstrated a performance beyond expectations, significant reductions were realized in interests and inflation. Foreign trade deficit decreased and current account balance ended with an annual surplus with the contribution of strong tourism revenues.

#### IN TERMS OF PROFITABILITY, BANKING SECTOR RECORDED A DECREASE OF 8% WHEREAS PARTICIPATION BANKING AND OUR BANK RECORDED INCREASES OF 16% AND 60%, RESPECTIVELY.

At the second half of the year, there have been significant declines in inflation thanks to base effect and single digit figures were observed. Within the frame of these developments, Central Bank decreased policy interest by 1,200 basis points. As Turkish economy was experiencing rapid interest reductions as a result of stabilization efforts, central banks of other developing countries such as Indonesia. India and Russia also reduced interest rates. It is anticipated that improvement of inflation will continue and Central Bank is expected to carry on interest reductions in the following period at a more moderate level.

In participation banking industry, providing resources at appropriate terms and costs from both domestic and foreign markets and allocating them in the most effective way for the economy is a strategic priority. Although there has been a slight deterioration of asset quality in the industry in comparison with the prior year, there was a noticeable increase in the asset size and profitability of the participation banking industry. In 2019, asset size of the banking sector increased by 16% whereas asset size of participation banking increased by 37% and our Bank recorded an increase of 64%. In terms of profitability, banking sector recorded a decrease of 8% whereas participation banking and our Bank recorded increases of 16% and 60%, respectively. In line with the objective of increasing the share of participation banking in the finance sector, this share increased from 5.3% to 6.3% in 2019.

In 2019, Ziraat Katılım, as the first participation bank of Turkey, realized a first in Turkey by participating at Sürmegöz A.Ş. by 50% which purchased 57.8% of Yünsa A.Ş., a public company, through musharakah method. Ziraat Katılım, following a rapid branching policy from the day of inception, reached 93 branches as of the end of 2019.

The Bank's activities to open branches in other countries continue and the first foreign branch in Sudan is planned to be opened in 2020. Ziraat Katılım wishes to carry on its rapid growth policy within the frame of its main strategy of "Growth through increasing the share of participation banking in finance industry". Accordingly, the Bank aims to respond to its customers' needs in the best way by developing new products. Ziraat Katılım adopted efficiencyfocused working and increasing its impact in the industry as its principles while targeting an increase in its branch network as well as the number of customers.

On behalf of myself and our Board of Directors, I would like to express my gratitude to all our stakeholders, particularly our employees who contribute to the success story of Ziraat Katılım with their devoted efforts and ties of affection.

#### **Hüseyin AYDIN**

Chairman of the Board of Directors

# **CEO's Assessment**



**ZIRAAT KATILIM'S BALANCE SHEET SIZE INCREASED BY 64% YOY** AND REACHED TL 36.4 BILLION AS OF 2019 YEAR-END.

Metin ÖZDEMİR CEO

**ZIRAAT KATILIM CONTINUED ITS FAST GROWTH IN 2019 WITH ITS VISION OF BEING THE LEADING PARTICIPATION BANK OF THE INDUSTRY** AND COMPLETED THE YEAR WITH A HEALTHY PERFORMANCE IN LINE WITH ITS PROFITABILITY AND EFFICIENCY GOALS.

Dear Stakeholders,

#### ZIRAAT KATILIM COMPLETED 2019 WITH A HIGH AND HEALTHY PERFORMANCE.

Ziraat Katılım continued its fast growth in 2019 with its vision of being the leading participation bank of the industry and completed the year with a healthy performance in line with its profitability and efficiency goals. Besides unfavorable impacts of global economic factors and geopolitical developments, the impacts of fluctuations in domestic markets were also in effect in 2019. Even in these circumstances, Ziraat Katılım achieved its targets with its properly structured strategy, resilient business model and strong financial structure.

Ziraat Katılım reached a balance sheet size of TL 36.4 billion by increasing its total assets by 64% in comparison with prior year-end. With a customer satisfaction oriented service approach and successful execution of an efficiency-focused business cycle, Ziraat Katılım completed 2019 with a profit of TL 516.7 million.

# WE CONTINUE SUPPORTING THE REAL SECTOR.

Ziraat Katılım responds to the needs and expectations of its customers through most accurate and appropriate channels by offering value propositions and continues its activities with its vision to be an effective participation bank in its region as well as in international markets.

In 2019, Ziraat Katılım continued to support financing of real sector, particularly SMEs which are vital elements of the economy.

As of 2019 year-end, cash funds Ziraat Katılım allocated increased by 63% in comparison with prior year to reach TL 28.9 billion and non-cash funds increased by 10% to reach TL 11.3 billion, hence total amount of support provided to Turkish economy by Ziraat Katılım was realized as TL 40.2 billion.

Funds collected as of 2019 yearend increased by 68% to reach TL 25.5 billion.

# WE CARE ABOUT MAINTAINING OUR ASSET QUALITY.

Ziraat Katılım adopted a growth strategy that sets forth maintaining and improving the asset quality. The Bank's allocation and fund use processes as well as its early warning and risk monitoring infrastructure are being developed accordingly.

In accordance with our sustainable growth and customer focus strategies, funds allocated kept growing rapidly in 2019. As we executed our hardline risk management policies, non-performing receivables ratio was considerably lower than the industry average and was realized as 2.3%. In 2019, capital adequacy ratio of Ziraat Katılım was 16.6%.

# ZIRAAT LEASING MERGED INTO ZIRAAT KATILIM.

As Turkey's first public participation bank, Ziraat Katılım continues to take firm steps towards its vision of being the leading participation bank of the industry. Our Bank acts with the mission of financing investments by providing accurate and effective solutions that contribute to our country's economy and the financial markets.

Ziraat Group targets operational cost reduction and efficiency increase through merging companies operating in similar areas within the Group with its objective of "Getting Stronger Together and Growing Together".

Ziraat Leasing, which has been providing financing to various sectors such as construction, health, textile, food, iron and steel, metal processing, printing and manufacturing since its inception in 1991 under Ziraat Finance Group, started to continue its operations under Ziraat Katılım as of 1 March 2019.

Ziraat Katılım reinforced its strengths through this merger and will continue to grow by developing its existing financial leasing services utilizing Ziraat Leasing's know-how and experiences.

#### LEASE CERTIFICATE ISSUANCES REACHED TL 13 BILLION.

In 2019, Ziraat Katılım successfully completed 19 lease certificate issuances of TL 8.2 billion in total. The Bank, which has been active in capital markets as part of its strategy to enrich its resource structure, obtained six approvals from CMB for lease certificate issuances of TL 500 million, TL 1.5 billion, TL 1.5 billion, TL 2 billion, TL 4 billion and TL 8 billion each to issue lease certificates in domestic market through its subsidiaries Ziraat Katılım Varlık Kiralama A.Ş. and ZKB Varlık Kiralama A.S. In this context, approximately TL 13 billion worth of issuances were realized in various amounts of allocations from inception to 2019 yearend.

#### **DIVERSIFYING OUR RESOURCES**

In order to provide additional resources and diversify its resources, Ziraat Katılım obtained murabaha syndication of USD 250 billion with the participation of 17 banks and financial institutions. This transaction provided resilience for balance sheet and liquidity management while receiving additional resources with appropriate terms and costs and allowing entry of foreign resources to the economy.

Moreover, to strengthen the share structure of our Bank supporting its rapid growth, a 10-year term Tier 2 credit was obtained from our majority shareholder T.C. Ziraat Bankası A.Ş. for TL 300 million as secondary capital and a Tier 1 credit was obtained from Turkey Wealth Fund for EUR 100 million as additional original capital.

### **CEO's Assessment**

#### FUND COLLECTION THROUGH INVESTMENT PROXY AGREEMENTS STARTED.

A new application has started to allow participation banks to collect funds through investment proxy agreements in accordance with regulation which amends the Regulation on Procedures and Principles on Acceptance and Withdrawal of Deposits and Participation Funds; Expired Deposits, Participation Funds and Receivables published in the Official Gazette no. 30569 dated 18 October 2018.

In this context, our Bank started to collect funds through Investment Proxy Agreements for corporate customers as of 15 July 2019. In accordance with Communique on Terms and Types of Deposits and Participation Funds published in the Official Gazette no. 30809 dated 22 June 2019, participation accounts based on investment proxy agreements can be opened with maturities less than 1 month and our Bank can open participation accounts with less than 1 month maturity for corporate customers.

#### WE STAND BY OUR SMES.

Ziraat Katılım continues its operations at full speed to facilitate SMEs access to financing with favorable terms.

In this context, the Bank and Credit Guarantee Fund signed "Competitiveness of Small and Medium-Sized Enterprises-COSME" on 12 April 2019 and "CGF Support Credit" protocol on 27 May 2019. Within the scope of protocols signed in the second quarter of 2019, our Bank provided financing support for SME customers at TL 27 million at favorable terms.

In cooperation with KOSGEB, our Bank signed Düzce and Istanbul Emergency Support Credit Protocol to provide favorable financing for businesses who were affected by the flood and landslide occurred on 17 August 2019 at Eminönü Tram Underpass and Spice Bazaar Underpass. Our Bank always stands by the tradesmen who are in need of emergency financing support. As Ziraat Katılım, we will continue to perform our operations to facilitate our customers' access to finance at favorable conditions.

# WE STAND BY OUR CONSUMERS WITH OUR FINANCING CAMPAIGNS.

We conducted housing financing campaigns in cooperation with public banks to support our customers' house purchases and to create dynamism at construction industry.

To support domestic production, we collaborated with automotive brands manufacturing in Turkey and set up vehicle financing packages specific to domestic production for our customers who wishes to purchase zero km domestic passenger and commercial vehicles.

#### **MOBILE FINANCING WAS LAUNCHED.**

Understanding the needs and expectations of our individual and corporate customers and providing the most appropriate solutions and value propositions through most appropriate channels, our Bank continues to increase its product diversity.

For our corporate customers who already have an active limit at our Bank, we launched the "Mobile Financing" option where they can process their financing transactions over Participation Mobile Application with the purpose of increasing financing transaction process quality. Digital management of transactions was provided for our customers to apply for financing through Participation Mobile without coming to the branch, ensuring effectiveness of time and cost for document uploading or approval processes.

#### WE CONTINUE TO CONTRIBUTE TO PRODUCTION AND EMPLOYMENT BY ESTABLISHING FINANCIAL PARTNERSHIPS.

Within the scope of financial partnerships, the Bank purchased 57.88% of shares of Yünsa with its subsidiary Sürmegöz Tekstil Yatırım A.Ş. from Hacı Ömer Sabancı Holding. Yünsa is the largest woolen fabric producer of Europe operating under one roof and 5<sup>th</sup> largest in the world.

Using its resources in an effective manner to support investment and entrepreneurship, our Bank will continue financing profitable and sustainable investments through Project Financing and Financial Partnerships. **ZIRAAT KATILIM, PROJECT ACTIVITIES STARTED FOR ANALYSIS, REPORTING AND** TAKING ACTIONS FOR CUSTOMER FEEDBACKS WITH "ARTIFICIAL INTELLIGENCE SUPPORTED TEXT ANALYTICS".

# WE DEVELOP OPEN SOURCE CODED TECHNOLOGIES.

In line with the "Nationalization in Technology" strategy, activities were carried on for migration to open-source operating system at client computer. A significant distance was covered and pilot tests started with user groups at the Headquarters and branches. With these activities, a performance increase at client computers is targeted as well as reductions in hardware costs and elimination of operating system software license costs in the near future.

Significant savings were realized in license costs by replacing imported software solutions such as the platform which facilitates 24/7 monitoring of accessibility of services offered for customers, corporate portal application, secure file sharing and virtual server management application with their open source technology equivalents. As we launch open source products, we continue our studies in R&D for information security.

With the implementation of open source code software solutions at our Bank, we expect that our Bank will be a significant reference among public institutions and organizations. Through sharing this important experience, a contribution to reduction of dependence on foreign resources and a significant step towards innovative technologies are targeted.

With transition to open source systems a significant gain will be achieved in terms of security of the country and organizations, important savings opportunities will be provided, opportunities will be offered for integration among companies providing technological solutions and development of fintechs operating in this area.

# INVESTING IN CUSTOMER EXPERIENCE SATISFACTION

With the Contact Analysis Project, the Bank provides analysis of call center contacts with customers to increase Customer Interaction Center performance, improve operational processes and measure customer experience.

Project activities started for analysis, reporting and taking actions for customer feedbacks with "Artificial Intelligence Supported Text Analytics".

Communication Quality Project was initiated to control the contents of written and oral messages at each interaction point with customer and to ensure these interactions are realized at highest quality standards.

#### IN 2019, WE ENRICHED OUR HUMAN RESOURCES EVEN MORE WITH NEW PARTICIPATIONS.

Ziraat Katılım enriched its human resources which is its most valuable asset with new participations in 2019. In line with our rapid growing organization structure and based on the needs of our Headquarter and branch units, 169 new colleagues joined us and number of employees reached 1,129 as of 2019 year-end. Ziraat Katılım added 13 new branches to its branch network and the total number of branches reached 93.

# THANKS TO ALL WHO CONTRIBUTE TO OUR SUCCESS IN 2019.

We continue our devoted efforts to increase our contribution to real economy in line with our values and ethical principles which are reflections of our well-established corporate culture.

As we carry on conducting our projects staying connected to our mission of expanding participation banking, our ultimate target is to create value for Turkish economy at an increasing rate and to support sustainable development through multiple ways.

On behalf of myself and Ziraat Katılım management team, I would like to express my gratitude to all our stakeholders, particularly our employees, who are with us in our journey to reach higher targets and who contribute to our successful performance.

Respectfully,

Metin ÖZDEMİR CEO



# ONE-HALF IS MORE THAN THE WHOLE

THE STRENGTH WE GET FROM YOU IS WHAT WE SHARE WITH YOU. YOU LOSE NOTHING BY SHARING GAINS: BUT YOU DO GAIN A PARTNER.

ZIRAAT KATILIM GROWTH THROUGH SHARING

# **Macroeconomic Outlook**

#### WORLD ECONOMY

In 2019, US Central Bank (Fed) changed its policy taking into account the slowdown in US Economy and started adopting expansionary monetary policies again.

As increase in concerns over the future of global economy reduced global demand, growth expectations of countries were revised downwards. Commodity prices, particularly oil prices, fluctuated during the year as a result of additional sanction threats of USA President Trump for Iran and Russia and instability observed in oil exporting countries.

Expectations for 2019 were; recovery of USA economy will continue, the Fed will reduce its balance sheet by increasing interests, European and Japanese Central Banks will continue their expansionary monetary policies and growth in developing countries will accelerate. However, the Fed decreased interests by 75 basis points and increased liquidity starting with the second half of the year considering the slowdown in US economy. At the Fed meeting minutes, interest reductions were positioned as re-arrangement of policy standing, rather than the start of an easing period. Monetary policy makers, who are facing slow global growth and pressures of President Trump, give hints of continuing interest reductions in the future to maintain growth of USA which has been going on for a record period of time.

Despite decreasing rate of unemployment in Euro zone, downward trend in PMI data confirms economic shrinkage. In this context, European Commission reduced its growth expectation for Euro Zone. Moreover, ECB announced that it has restarted its asset purchase program as a result of decrease in domestic demand, industrial production and increase in economic weakening. ECB also decreased deposit interests by 10 basis points more from 0.40% to -0.50%.

ECB stated that it will continue its expansionary monetary policy unless an obvious recovery is observed in European economy. It is anticipated that negative interest will continue in the following period.

As the Fed started adopting an expansionary monetary policy in 2019, markets in developing countries started to rise and currencies of these countries gained value. However, continuing structural deficiencies in developing countries constitute a barrier for incoming capital flow to these countries.

Fluctuating course of commodity prices during the year had a relatively negative impact on economies of developing countries. Central banks around the world continued to diversify their

#### IN 2019, US CENTRAL BANK (FED) CHANGED ITS POLICY TAKING INTO ACCOUNT THE SLOWDOWN IN US ECONOMY AND STARTED ADOPTING EXPANSIONARY MONETARY POLICIES AGAIN.

reserves and accelerated their gold purchases which they regard as safe harbor. This demand in gold caused the rise of gold prices. On the other hand, phase one trade deal was signed between USA and China. This deal states that, in return for USD 200 million of increase in agriculture, product and energy purchases of China from USA in the next two years, USA will remove additional tariffs applied to China in December.

Currencies and markets of developing countries were affected positively from the increase in global risk appetite resulting from this phase one trade deal between China and USA.

#### **TURKISH ECONOMY**

In 2019, as a result of the stabilization trend in Turkish economy, interests and inflation followed a significant downward course and TL gained stability. Particularly as a result of base effect in the second half of the year, single digits were achieved in inflation and Central Bank reduced policy interest by 1,200 basis points. As the improvement in inflation continues, Central Bank will continue decreasing interests. Moreover, most recent manufacturing industry data is an indication of a faster turn of the wheels of economy compared with prior year.

Foreign institutions also started to raise their expectations of Turkey's growth considering these developments. The World Bank raised its growth expectations for Turkey for 2020-2021 and announced them as 3% and 4%. Additionally, Turkey's 5-year CDS premium was realized as 272 in December, a premium figure below 300 points for the first time since February 2019. The economy administration took the required steps and developed effective policies to provide sustainable growth, to keep inflation under control and to maintain fiscal discipline. In this context, New Economy Program was introduced by the Ministry of Treasury and Finance, covering the 3-year period for 2020-2022.

In 2019, while promising developments were realized in terms of foreign trade data, current account balance demonstrated a surplus annually. USD 180.5 billion of exports was realized in 2019 which was a record in the history of Turkish Republic. Export/import coverage ratio increased by 9.3% from 76.5% to 85.8%. This improvement is expected to continue in the following period. In tourism revenues, an increase beyond expectations was observed, number of visitors increased by approximately 15% when compared to prior year. In the following period, Turkey's tourism revenues are anticipated to increase even more than expectations as a result of competitive currency and service quality.

#### IN 2019, AS A RESULT OF THE STABILIZATION TREND IN TURKISH ECONOMY, INTERESTS AND INFLATION FOLLOWED A SIGNIFICANT DOWNWARD COURSE AND TL GAINED STABILITY.

In 2019, global economy was shaped in line with the Fed's expansionary monetary policy and trade wars. Re-appearance of signs of slowing in Europe and USA provided interest reduction opportunities for Central Banks of both developed and developing countries.

In Turkey, an economic stabilization process was conducted in 2019 and significant improvements were recorded in macro-economic data. For the following period, it is anticipated that capital inflow will increase, TL will remain strong with the support of CBRT's tight monetary policy and inflation will remain at single digits. Moreover, with the acceleration of capital inflow to developing countries, it is also anticipated that Turkey will grow beyond expectations as well.

# **Evaluation of 2019: Strategies, Developments and Future Goals**

ZIRAAT KATILIM MAINTAINED ITS STRONG FINANCIAL AND OPERATIONAL PERFORMANCE IN 2019, GENERATING A PROFIT OF TL 516.7 MILLION, AN INCREASE OF 60% OVER THE PREVIOUS YEAR.

Ziraat Katılım maintained its strong financial and operational performance in 2019, generating a profit of TL 516.7 million, an increase of 60% over the previous year.

In order to meet the financial needs of its customers through the right channels at the right time and with the right value proposition, Ziraat Katılım has continued to be the reliable solution partner of its customers in corporate and retail banking business lines by ensuring product, service and distribution channel diversity in line with participation banking principles and by increasing service quality.

With the new products and services that will contribute to the development of participation banking, Ziraat Katılım provides the most appropriate source of financing for its stakeholders and enhances its service quality day by day.

Ziraat Katılım will continue to increase the support it provides in financing to the real sector and its contributions to economic growth in the future, in line with Turkey's 2023 targets.

#### CORPORATE AND ENTREPRENEURIAL BANKING

Ziraat Katılım continues its operations at full speed to ease SMEs access to financing and provide them with the most favorable conditions. In this context, two protocols were signed between the Bank and Credit Guarantee Fund, "Program on Competitiveness of SMEs- COSME" on 12 April 2019 and "CGF Support Credit" on 27 May 2019.

In cooperation with KOSGEB, our Bank signed Düzce and Istanbul Emergency Support Credit Protocol to provide favorable financing for businesses who were affected by the flood and landslide occurred on 17 August 2019 at Eminönü Tram Underpass and Spice Bazaar Underpass.

Standing by the tradesmen who are in need of emergency financing support, Ziraat Katılım will continue its contributions to SMEs who have significant roles in our country's production and commercial ecosystem.

Providing the most appropriate solutions and value propositions for the needs and expectations of its individual and corporate customers through the most appropriate channels, Ziraat Katılım conducts comprehensive activities to increase its product variety. In this context, credit card studies which started in the third quarter of 2019 continue at full speed to meet customers' expectations and increase their satisfaction.

EMV product was launched which added contactless transaction feature to Ziraat Katılım's bank cards and enabled them to be used in e-commerce. Virtual POS product which was launched in April 2019 will continue to expand in 2020.

To increase finance transaction process quality of its corporate customers who already have active limits, Ziraat Katılım launched a "Mobile Financing" option where customers can conduct their finance transactions without coming to the branch through Participation Mobile. The Bank will continue its activities to facilitate its customers' access to financing and to allocate funds with favorable terms.

In accordance with the regulation amending the "Regulation on Procedures and Principles for the Acceptance and Withdrawal of Deposits and Participation Funds and Deposits, Participation Funds, Custody and Receivables Undergoing Lapse of Time" published at the Official Gazette numbered 30569 dated 18 October 2018, a new application became available which allows participation banks to collect funds with Investment Proxy Agreement.

In this context, Ziraat Katılım started fund collection transactions via Investment Proxy Agreements for corporate customers on 15 July 2019. "Communique on Maturities and Types of Deposits and Participation Funds" published in the Official Gazette numbered 30809 dated 22 June 2019 allows participation accounts based on Investment Proxy Agreements to be opened with maturities less than 1 month. Hence our corporate customers are also allowed to open participation accounts with maturities less than 1 month.

#### ZIRAAT KATILIM CONTINUED TO BE THE CUSTOMERS' PREFERENCE IN 2019 WITH ITS INNOVATIVE APPLICATIONS, EXPERT EMPLOYEES AND WIDE-SPREAD SERVICE NETWORK.

#### **RETAIL BANKING**

With the objective of offering the most appropriate products and services through the most appropriate channels based on the needs of varying customer groups in Retail Banking, Ziraat Katılım continued to be the customers' preference in 2019 with its innovative applications, expert employees and wide-spread service network.

Ziraat Katılım intermediates in issuance of Gold-based Lease Certificates in order to bring gold from under-themattress into the economic system and to provide new resources. As an intermediary bank registered by Republic of Turkey Ministry of Treasury and Finance, the Bank realized Goldbased Lease Certificate issuances between December 2018 and February 2019 across Turkey through its 61 branches in 29 cities.

In order to support its customers' house purchases and to contribute to activity in construction industry, Ziraat Katılım participated in the housing financing campaign at 0.99 profit margin started by three public banks in the second quarter.

Ziraat Katılım cooperated with automotive brands manufacturing in Turkey to support domestic production. The Bank offered Vehicle Financing Packages Specific to Domestic Production to its customers who purchase 0 km domestic passenger and commercial vehicles.

# PROJECT FINANCING AND FINANCIAL PARTNERSHIPS

#### FZK Mühendislik ve Sınai Yatırımlar A.Ş.

FZK, the first Musharakah Investment in manufacturing area in participation banking, was included in accredited firms list of the Directorate of Defense Industry. Conducting joint projects with TUSA\$ and ASELSAN, the Company successfully performed its role in the production of Korkut Low Level Air Defense Armor System and contributed to its placement in our army's inventory.

#### Yünsa Yünlü Sanayi ve Ticaret A.Ş.

Within the scope of financial partnerships, the Bank purchased 57.88% of shares of Yünsa with its subsidiary Sürmegöz Tekstil Yatırım A.Ş. from Hacı Ömer Sabancı Holding. Yünsa is the largest woolen fabric producer of Europe operating under one roof and 5<sup>th</sup> largest in the world. The target is to increase production and exports of Yünsa which currently exports 75% of its sales.

#### Livzym Biyoteknoloji Arge A.Ş.

The Bank purchased 6% shares of the company which produces enzymes in biotechnology with an import-substitution policy within the scope of financial partnerships and supported the firm's production activities.

#### **Renewable Energy Sources**

Ziraat Katılım prioritizes supporting renewable energy sources in line with our country's strategy and priorities in energy area. The Bank realized project financing at an amount of TL 755 million in renewable energy area as of 2019 year-end.

#### 2020 Outlook

- Efficiency improvement activities in financial partnerships will be conducted.
- Financial partnerships will continue with domestic and national companies which have importsubstitution policies
- Studies are carried out to establish crowd financing infrastructure and implementation.

#### **DIGITAL BANKING**

Ziraat Katılım utilizes alternative distribution channels extensively to reach larger number of customers in addition to its wide service network. In 2019, innovative applications gained speed to increase effective use of alternative channels to ensure these channels are preferred as much as branches.

In 2019, Ziraat Katılım's number of active ATMs increased by 13.64% YoY to reach 75, number of active customers using Internet Banking increased by 57% to reach 166,588 and number of transactions over this channel reached TL 12.3 billion.

Participation Mobile application was updated as follows;

- A flexible structure was set up to provide customers with faster transaction capability with its customized main screen.
- An expanded and detailed transaction set was implemented considering customer needs.
- Pre login screens, smart menu and modern designs were used.

### **Evaluation of 2019: Strategies, Developments and Future Goals**

INTERNET BANKING CUSTOMERS INCREASED BY 57% TO REACH 166,588 AND NUMBER OF TRANSACTIONS OVER THIS CHANNEL REACHED TL 12.3 BILLION.

#### **Internet Banking and Mobile Banking**

- Mobile Financing product which allows customers to obtain financing through mobile branch without coming to the branch was launched. In addition to this project, Mobile Proxy Project pilot studies started.
- In line with the Bank's strategy, Artificial Intelligence and Open Banking workshops were realized within the scope of Ziraat Katılım Digital Days to increase digital awareness.
- In order to ease customers' entry to Participation Mobile, Single Password access to application is offered for determined devices as an alternative to access via SMS.
- "Digital Approval" project started which will enable the Bank to receive customer approvals using Mobile Banking and Mobile Approval capabilities instead of signed forms received at branches.
- Studies on remote customer gain (application via video chat, biometric face recognition technologies), corporate web site update and integration of Chatbot applications to Bank channels are being carried out.

#### **Centralized Banking**

- 899 Centralized Banking Branches continue their operations to serve customers who opened their accounts via correspondent banks and Web.
- 41,000 calls were answered at the Solution Support Center.
- 63,400 outbound calls were realized at the Solution Support Center.
- Customer retention and deposit calls activities were conducted at the Solution Support Center.
- Customers who applied from the Web with missing contracts were regularly called and ensured that they have signed their contracts by informing via SMS.
- The Bank started to work with the Telekurye company to obtain the contracts of customers applying from the website without them having to go to the branch.

#### Customer Satisfaction and Communication Quality

- In order to increase the performance of the Customer Communication Center, to improve operational processes and to evaluate the customer experience, Call Analysis Project is being conducted to analyze calls conducted with customers.
- In 2019, a total of 8,883 notifications were resolved at the Customer Satisfaction Unit. 2,111 of these resolved notifications were customer complaints.
- The average resolution period for all notifications in 2019 was 1.32 days and the average resolution period for the complaints was 2.75 days.
- The ISO 10002: 2014 Customer Satisfaction Management Quality Certificate, which was received in the

first year of the Bank's establishment and indicates that customer notifications were answered to a high standard of quality and were undergoing continuous development according to international standards, was renewed in 2018.

- Studies are being carried out to analyze customer notifications with text analytics (artificial intelligence).
- In accordance with the customeroriented business discipline, customer notifications are reviewed within the same day received and responses are provided to customers within two business days at the latest.

#### TREASURY MANAGEMENT AND INTERNATIONAL BANKING

# In line with the real sector and foreign trade financing strategy...

Ziraat Katılım expanded its asset size by more than 60% in 2019, while pursuing a strategy to finance majorly the real sector and foreign trade. Ziraat Katılım pressed ahead with its resource diversification in asset liability management with the main resource being participation funds, and it established a liability base of the balance sheet taking into consideration optimum cost and term. The Bank adopted a strategy of effectively managing the pools of participation funds. Moreover, obtaining a syndication credit from international markets and two subordinated loans from domestic resources, Ziraat Katılım not only created resource diversity and also strengthened its funding structure. The Bank participated Takasbank's Gold Transfer System and became a member. Customers of domestic member banks can perform gold EFT transactions in this system.

Furthermore, Ziraat Katılım participated in BİGA Project conducted by Takasbank and transfer transactions between member banks were made at the first phase.

Ziraat Katılım has effectively deployed interbank borrowing and financing products to fulfill the required reserve liability and to meet its liquidity needs in line with the principles of participation banking, and to assess the surplus and fulfillment of reserve requirements.

#### **Correspondent Relations**

In 2019 Ziraat Katılım established a swift correspondent relationship with a significant number of banks by completing the legislative compliance processes and quickly met the requests in the foreign trade field. In 2019, Ziraat Katılım reached 42 different correspondent accounts in 16 different currencies and signed mutual wakalah/ murabahah contracts with numerous banks. Foreign funds were obtained to increase resource diversity through murabahah and wakalah transactions within the frame of these contracts.

Ziraat Katılım, which plays an active role in the capital markets as a part of its strategy to enrich the resource structure, obtained issuance approval with ceilings of TL 500 million, TL 4 billion and TL 8 billion from the Capital Markets Board to issue three separate TL denominated lease certificates in the local market with its affiliates, Ziraat Katılım Varlık Kiralama and ZKB Varlık Kiralama. Within this framework, issuances were made in different amounts with a total of TL 8.2 billion.

#### IN 2019 ZIRAAT KATILIM ESTABLISHED A SWIFT CORRESPONDENT RELATIONSHIP WITH A SIGNIFICANT NUMBER OF BANKS BY COMPLETING THE LEGISLATIVE COMPLIANCE PROCESSES AND QUICKLY MET THE REQUESTS IN THE FOREIGN TRADE FIELD.

In 2019, Ziraat Katılım continued to provide long term resources from the World Bank and various other development banks, for financing SMEs and foreign trade financing and to maintain its financing support for SMEs and the real sector.

Ziraat Katılım aims to complete the following steps in 2020:

- Significantly increase the number of correspondent banks and the level of foreign trade volume,
- Use a murabaha syndicated loan with the participation of international banks,
- Continue issuing lease certificates in the domestic markets,
- Add depth to the capital markets by carrying out corporate lease certificate issuances in favor of third parties other than Ziraat Katılım, through the newly established asset leasing company,
- Provide increasing support to the real sector by maintaining a supply of resources from international institutions for the financing of SMEs and foreign trade,
- Mediate new transactions within the scope of country loans.

#### **Credit and Foreign Trade Operations**

#### E-Release/E-Mortgage

E-release and e-mortgage protocols were signed between the Bank and General Directorate of Land Registry and Cadaster with the objectives of shortening transaction times of land registry transactions, decreasing the work load of the personnel and providing customer satisfaction by effective and fast services. E-release transactions can be performed online at all branches since 10 October 2019. E-mortgage transactions are planned to start in mid-February 2020.

#### **Electronic Letter of Guarantee**

Developments in Electronic Letter of Guarantee Project (ETMP) were completed in 2019 and the application was launched. ETMP activities were realized in 2 separate development areas, private sector and public sector. On the private sector side, letters of guarantee can be provided in electronic environment for approximately 150 drawees, including Eximbank.

On the public sector side, pilot application started at Customs Offices and it will be expanded in the following periods. The whole process related with letters of guarantee within the scope of ETMP is performed on the platform provided by Kredi Kayıt Bürosu (KKB). These developments resulted in elimination of paper environment and minimizing the risk.

### **Evaluation of 2019: Strategies, Developments and Future Goals**

# Participation Banks Invoice Recording System

Participation Banks Invoice Recording System (KBFKS) was established by the Participation Banks Association of Turkey (TKBB) and Ziraat Katılım participated in this system.

In this system, an invoice pool is formed where all participation banks are included and all documents related with purchases and sales subject to fund use are being sent to this pool.

#### Duplicate invoice use among

participation banks is prevented with this method, and inquiry and verification of e-invoices can be made from Revenue Administration.

#### **Dir Automation Project**

Closing of commitments related with undocumented foreign currency credits allocated within the scope of Export Incentive Legislation, monitoring of documented credits in electronic environment and closing of their commitments at due date can be performed with this project that will ease the lives of Ziraat Katılım customers.

#### **SWIFT GPI**

Activities to launch SWIFT GPI product to be used in foreign trade transactions started in 2019, and they are expected to be completed in 2020. With SWIFT GPI, end-to-end monitoring of international payments, monitoring of correspondent bank expenses transparently, reducing status inquiry transactions and pausing payments rapidly and requesting repayment will be possible. Ziraat Katılım plans to open this product in digital channels for customers' use and achieve a first in participation banking industry. Customers will be able to monitor their payments and correspondent bank expenses transparently.

#### **OPERATIONAL TRANSACTIONS**

Ziraat Katılım conducts its operations with the objectives of contributing to operational efficiency and reducing the work load of branches by standardizing participation banking product and service offering processes.

In 2019;

- the number of Filika cards was 1,499
- the number of debit cards was 183,999
- the number of member firms was 2,540
- the number of POS devices was 2,968.

Ziraat Katılım started to collect invoice payments for 203 more institutions. Hence, customers are able to pay their invoices through the Bank. Leasing Standard (IFRS 16) issued by the International Accounting Standards Board and Financial Accounting Standards Board became effective on 1 January 2019 for companies subject to regulation. Ziraat Katılım completed its preparations accordingly and system infrastructure has become ready for calculations required by the new Leasing standard to be used starting from 1 January 2019.

E-collection Project which is conducted by General Directorate of Accounting and Ziraat Katılım allows payments within the scope of this project such as Zoning Amnesty and Paid Military Service to be made through the Bank and this provided an opportunity to win new customers and products.

Branch Operation Coordination service was formed within Operation Center Department and this provided an opportunity to perform operational transactions of branches centrally, such as contracts, mortgages, cash pledges, vehicle pledges, receivable assignments, sales promise contracts, entries, exits and updates.

Within the scope of activities to perform centrally executed transactions at standard formats in digital environment, lien documents submitted to Ziraat Katılım through National Electronic Notification System (UETS) can be entered automatically into the system starting a flow and a response letter is created after customer inquiries. An automatic payment order infrastructure will be set up for taxes to ensure customers make their tax payments timely and effectively. Customers will be able to manage their cash flows through the Bank. Lien response letters will be sent through Registered Electronic Mail system.

With the planned developments, it will be possible to send lien documents through the system and this transaction will be free of charge. Thus, transactions will be performed through the system in a paperless form in line with the Bank's digitalization strategic plan.

An infrastructure will be set up to provide collection of tax and social security payments flawlessly and rapidly through Barcode and QR system. This application will contribute to labor savings.

#### **INFORMATION TECHNOLOGIES**

Ziraat Katılım, which aims to improve customer experience in the field of information technologies and thus increase productivity, quality and speed, has achieved significant progress by integrating the innovation and change management demanded by the current era with its systems and processes.

The following significant projects were completed in Information Technologies:

- Open Source Operating System migration infrastructure studies were completed and pilot branch extension activities started.
- Ziraat Katılım and Ziraat Leasing merger was completed.
- Participation account based on investment proxy product was formed.
- Self-service reporting platform set-up and report governance activities were completed.
- Digital Channel Analytics Project was completed.
- Automatic intelligence infrastructure was set up for foreign trade flows.
- Management of currency fluctuation controls was established.
- Competence-based performance evaluation system was set up.
- Mobile Financing and Mobile Proxy Projects were completed.
- E-letter of guarantee project was completed.
- Participation Insurance Platform Implementation was realized.
- Forward Transactions with Customers were made available.
- Desk-top virtualization platform was set up for the Call Center.
- Main Data Center Superonline lines were backed up to receive service from a different pop.

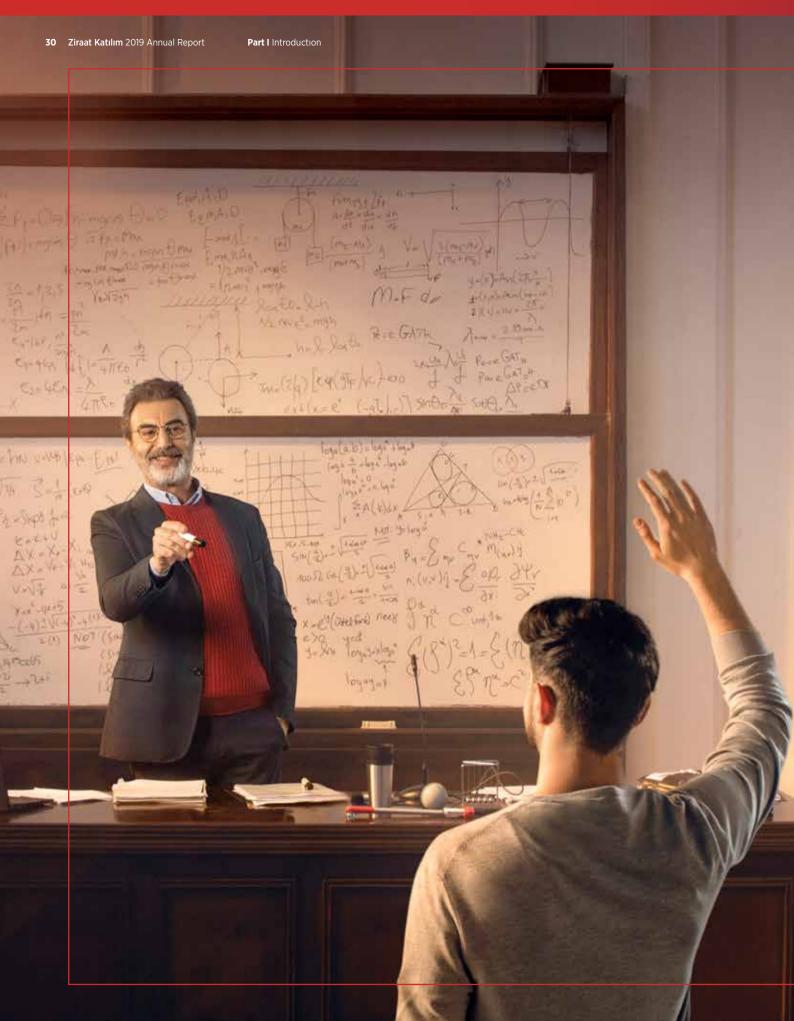
#### FINANCIAL MANAGEMENT

Periodic controls are being performed to accurately record all transactions in the accounting system in accordance with the uniform chart of accounts, related regulations and legislation to provide healthy financial statements. During the merging process of Ziraat Finansal Kiralama A.Ş. and our Bank in 2019, which was a first in our industry, all transactions related with this merger on the financial data were realized in accordance with the relevant legislation and financial statements were prepared without any problems.

In order to meet the needs of domestic and international users of financial information, the Bank's financial data are being disclosed to the public and reported to official authorities in a reliable and transparent manner and in accordance with international standards. Within the scope of our Bank's internal and external audits, auditor's requests are met without exception and our Bank's legal obligations are fulfilled. Also, healthy operation of the Bank's business processes is being regularly tested.

In addition to systematic reporting to official authorities, new generation presentation applications are used for asset and liability committee reporting to the Bank's senior management, hence providing senior management Access all kinds of information they need. The budget is prepared in accordance with the Bank's strategic targets and compliance of performances of units is controlled. IN ORDER TO HAVE OUR EMPLOYEES UNITE AROUND THE SAME VISION AND STRATEGY TO REACH COMMON TARGETS, A FAIR, COMPETITIVE AND NUMERIC CRITERIA BASED PERFORMANCE EVALUATION SYSTEM WAS SET UP.

In order to have our employees unite around the same vision and strategy to reach common targets, a fair, competitive and numeric criteria based performance evaluation system was set up. Employee performance and customer profitability are being measured and performance premium payments are made to employees based on the principles determined based on success listings formed as a result of individual performance evaluations. Competence application was implemented with the objectives of creating a common language within the Bank to provide for a performancefocused communication, to convey these properties and behavior to our employees and to harmonize employees' knowledge, skills and behavior with the Bank's vision, strategy and goals.



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THE STRENGTH WE GET FROM YOU IS WHAT WE SHARE WITH YOU. YOU LOSE NOTHING BY SHARING WHAT YOU KNOW: BUT YOU DO GAIN A HOST OF STUDENTS.

ZIRAAT KATILIM GROWTH THROUGH SHARING

## **Human Resources**

WITH THE AWARENESS OF HUMAN RESOURCES HAVING THE LARGEST SHARE IN ACHIEVING SUSTAINABLE GROWTH AND EFFECTIVE PERFORMANCE, ZIRAAT KATILIM HOLDS ADVANCEMENT EXAMS EVERY YEAR TO PROVIDE EMPLOYEES A FAIR ADVANCEMENT OPPORTUNITY IN THEIR CAREERS.

In line with its targets of sustainable development and growth, Ziraat Katılım continued to provide effective services to its customers, with 1,129 employees and 93 branches, in 43 provinces as of the end of 2019.

Using modern human resources applications, the Bank recruited 169 employees in 2019 and continued to support employment.

Having adopted the principle of offering equal opportunities to its employees, Ziraat Katılım has prioritized raising the managers of the future from its in-house human resources. Accordingly, Manager Candidate Program was launched. In 2019, 58% of those who completed the Manager Candidate Program successfully were promoted to managerial positions.

With the awareness of human resources having the largest share in achieving sustainable growth and effective performance, Ziraat Katılım holds advancement exams every year to provide employees a fair advancement opportunity in their careers. In this context, the Bank continued its collaboration with Sabahattin Zaim University and held a professional-title promotion examination. Employees that were successful in the exam were promoted to a higher position.

Ziraat Katılım cares about its employees' opinions in human resource practices and methods and obtains their feedback. Accordingly, the Bank conducted Internal Customer Satisfaction Survey in 2019 as in prior years which it uses to assess and make improvements as needed.

In addition to expanding and developing interest free finance system in our country with its branching activities, Ziraat Katılım aims to open branches and represent our country in other countries as well. In this context, 13 new branches were opened in 2019. Sudan branch opening activities are being carried out and it is planned to be opened in 2020.

In accordance with the Occupational Health and Safety Law No. 6331 and Emergency Situations in the Workplaces, the Emergency Case drills were carried out with the support of the Occupational Health and Safety professionals and with the participation of the staff from the Head Office.

Ziraat Katılım manages the professional development of its employees in a planned manner.

In order to achieve this and advance their academic careers as well as their personal development, the Bank has cooperated with distinguished universities. In training management processes, technology use rate is increased and a system was set up where employees can track their individual training history and request trainings based on their needs.

In-house and external trainings for Ziraat Katılım employees' development continued in 2019. Trainings were provided for 2,578 participants in 33 different training programs, 8,399 days/ employee was delivered. Feedback training is held for effective use of the performance system with the participation of all managers.

Ziraat Katılım defines using in-house trainers in their trainings as a strategic target and organized a Train the Trainer program for its employees in the inhouse trainer pool.

Within the scope of creating a common corporate culture Sharing Talks event was initiated at Maltepe Service Building Conference Hall at the second half of the year and a total of 4 events were organized which brought together the employees and experts in various areas.

"Islamic financing and Malesia Participation Banking Practices" training program was held to develop participation banking in our Bank and our country.

Balance Sheet Reading Techniques, Sales and Effective Portfolio Management and Credit Assessment trainings are being organized for all Retail employees in line with systematic transformations of Individual Portfolio structure into Retail.

## **Affiliates**

#### ZIRAAT KATILIM'S FIRST PARTNERSHIP

Ziraat Katılım Varlık Kiralama A.Ş., which was Ziraat Katılım's first partnership with a subsidiary status, was established on 22 January 2016 with a capital of TL 50,000.

#### Ziraat Katılım Varlık Kiralama A.Ş.

Ziraat Katılım Varlık Kiralama A.Ş. was established on 22 January 2016 with a capital of TL 50,000, paid entirely by Ziraat Katılım with the authorization obtained from the Banking Regulation and Supervision Agency (BRSA) and the Capital Markets Board (CMB) to exclusively issue lease certificate within the framework of the Communiqué on Lease Certificates (III-61.1) of the CMB, which was published in issue 28760 of the Official Gazette, dated 7 June 2013.

The company's head office is located in Fatih, İstanbul.

As of 31 December 2019, the company had no personnel.

Lease certificates with TL 300,000,000 nominal value, 95-day term, redemption date of 14 January 2020 and ISIN code "TRDZKVK12023" were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 11 October 2019 with the approval of General Directorate of Stock Exchange dated 12 June 2019 and they are being traded at Debt Instruments Outright Purchases and Sales Market between qualified investors since 15 October 2019. Lease certificates with TL 400,000,000 nominal value, 96-day term, redemption date of 29 January 2020 and ISIN code "TRDZKVK12031" were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 11 October 2019 with the approval of General Directorate of Stock Exchange dated 12 June 2019 and they are being traded at Debt Instruments Outright Purchases and Sales Market between qualified investors since 30 October 2019.

Lease certificates with TL 650,000,000 nominal value, 98-day term, redemption date of 21 February 2020 and ISIN code "TRDZKVK22014" were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 15 November 2019 with the approval of General Directorate of Stock Exchange dated 12 June 2019 and they are being traded at Debt Instruments Outright Purchases and Sales Market between qualified investors since 19 November 2019.

Lease certificates with TL 500,000,000 nominal value, 96-day term, redemption date of 11 March 2020 and ISIN code "TRDZKVK32013" were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 6 December 2019 with the approval of General Directorate of Stock Exchange dated 12 June 2019 and they are being traded at Debt Instruments Outright Purchases and Sales Market between qualified investors since 10 December 2019. Lease certificates with TL 600,000,000 nominal value, 98-day term, redemption date of 3 April 2020 and ISIN code "TRDZKVK42012" were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 27 December 2019 with the approval of General Directorate of Stock Exchange dated 12 June 2019 and they are being traded at Debt Instruments Outright Purchases and Sales Market between qualified investors since 31 December 2019.

Payments of redemption of TL 300,000,000 and coupon payments of TL 18,123,300.00 for the lease certificates which were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 5 July 2019 with TL 300,000,000 nominal value, 98-day term, redemption date of 11 October 2019 and ISIN code "TRDZKVKE1916" have been completed on 11 October 2019.

Payments of redemption of TL 400,000,000 and coupon payments of TL 19,695,880.00 for the lease certificates which were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 26 July 2019 with TL 400,000,000 nominal value, 91-day term, redemption date of 25 October 2019 and ISIN code "TRDZKVKE1924" have been completed on 25 October 2019.

Payments of redemption of TL 650,000,000 and coupon payments of TL 30,192,045.00 for the lease certificates which were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 9 August 2019 with TL 650,000,000 nominal value, 98-day term, redemption date of 15 November 2019 and ISIN code "TRDZKVKK1918" have been completed on 15 November 2019.

### Affiliates

Payments of redemption of TL 500,000,000 and coupon payments of TL 22,945,200.00 for the lease certificates which were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 28 August 2019 with TL 500,000,000 nominal value, 100-day term,

Return of Lease Certificate

redemption date of 6 December 2019 and ISIN code "TRDZKVKK1918" have been completed on 6 December 2019.

Payments of redemption of TL 500,000,000 and coupon payments of TL 19,331,500.00 for the lease certificates which were issued by Ziraat Katılım Varlık Kiralama A.Ş. on 17 December 2019 with TL 500,000,000 nominal value, 92-day term, redemption date of 21 December 2018 and ISIN code "TRDZKVKA1928" have been completed on 17 December 2019.

| ISIN Code of Lease Certificate                  | TRDZKVK12023   |
|---|--|
| Type of Lease Certificate                       | Lease Certificate  |
| Sale Type                                       | Sale to Qualified Investors  |
| Nominal Value of Issuance                       | TL 300,000,000   |
| Nominal Value of Sale                           | TL 300,000,000   |
| Amount Sold by Allocation Method                | Qualified Investor (100%)  |
| Issue Price                                     | TL1  |
| Term of the Lease Certificate                   | 14.01.2020 - 95 days   |
| Redemption Plan of the Lease Certificate Issued | Bullet repayment (principal and return) at maturity                                |
| Return of Lease Certificate                     | Annual Simple Rate 13.25%, Annual Compound Rate 13.91319%, Return<br>Rate 3.44863% |
| ISIN Code of Lease Certificate                  | TRDZKVK12031   |
| Type of Lease Certificate                       | Lease Certificate  |
| Sale Type                                       | Sale to Qualified Investors  |
| Nominal Value of Issuance                       | TL 400,000,000   |
| Nominal Value of Sale                           | TL 400,000,000   |
| Amount Sold by Allocation Method                | Qualified Investor (100%)  |
| Issue Price                                     | TL1  |
| Term of the Lease Certificate                   | 29.01.2020 - 96 days   |
| Redemption Plan of the Lease Certificate Issued | Bullet repayment (principal and return) at maturity                                |

| ISIN Code of Lease Certificate                  | TRDZKVK22014   |
|---|--|
| Type of Lease Certificate                       | Lease Certificate  |
| Sale Type                                       | Sale to Qualified Investors  |
| Nominal Value of Issuance                       | TL 650,000,000   |
| Nominal Value of Sale                           | TL 650,000,000   |
| Amount Sold by Allocation Method                | Qualified Investor (100%)  |
| Issue Price                                     | TL 1   |
| Term of the Lease Certificate                   | 21.02.2020 - 98 days   |
| Redemption Plan of the Lease Certificate Issued | Bullet repayment (principal and return) at maturity                                |
| Return of Lease Certificate                     | Annual Simple Rate 11.75%, Annual Compound Rate 12.26418%, Return<br>Rate 3.15479% |
|   | Rate 3.15479%  |

Rate 3.39288%

Annual Simple Rate 12.90%, Annual Compound Rate 13.52579%, Return

| ıt | Katılım | 2019 | Annual | Report | 35 |
|----|---------|------|--------|--------|----|
|----|---------|------|--------|--------|----|

| ISIN Code of Lease Certificate                  | TRDZKVK32013  |
|---|---|
| Type of Lease Certificate                       | Lease Certificate   |
| Sale Type                                       | Sale to Qualified Investors   |
| Nominal Value of Issuance                       | TL 500,000,000  |
| Nominal Value of Sale                           | TL 500,000,000  |
| Amount Sold by Allocation Method                | Qualified Investor (100%)   |
| Issue Price                                     | TL 1  |
| Term of the Lease Certificate                   | 11.03.2020 - 96 days  |
| Redemption Plan of the Lease Certificate Issued | Bullet repayment (principal and return) at maturity                             |
| Return of Lease Certificate                     | Annual Simple Rate 11.25%, Annual Compound Rate 11.72471%, Return Rate 2.95890% |
| ISIN Code of Lease Certificate                  | TRDZKVK42012  |
| Type of Lease Certificate                       | Lease Certificate   |
|   | Sala to Qualified Invectors   |

| Type of Lease Certificate                       | Lease Certificate   |
|---|---|
| Sale Type                                       | Sale to Qualified Investors   |
| Nominal Value of Issuance                       | TL 600,000,000  |
| Nominal Value of Sale                           | TL 600,000,000  |
| Amount Sold by Allocation Method                | Qualified Investor (100%)   |
| Issue Price                                     | TL1   |
| Term of the Lease Certificate                   | 03.04.2020 - 98 days  |
| Redemption Plan of the Lease Certificate Issued | Bullet repayment (principal and return) at maturity                               |
| Return of Lease Certificate                     | Annual Simple Rate 9.90%, Annual Compound Rate 10.26398%, Return<br>Rate 2.65808% |
|   |   |

### ZKB Varlık Kiralama A.Ş.

ZKB Varlık Kiralama A.Ş., which is Ziraat Katılım's second partnership with a subsidiary status, was established on 8 September 2017 with a capital of TL 50,000.

ZKB Varlık Kiralama A.Ş. was established on 8 September 2017 with a capital of TL 50,000, paid entirely by Ziraat Katılım with the authorization obtained from the Banking Regulation and Supervision Agency (BRSA) and the Capital Markets Board (CMB) to exclusively issue lease certificate within the framework of the Communiqué on Lease Certificates (III-61.1) of the CMB, which was published in issue 28760 of the Official Gazette, dated 7 June 2013. The company's head office is located in Fatih, Istanbul.

As of 31 December 2019, the company had no personnel.

# **The Report on Compliance of Annual Report**



KPMG Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. İş Kuleleri Kule 3 Kat: 2-9 Levent 34330 İstanbul Tel: +90 (212) 316 60 00 Fax: +90 (212) 316 60 60 www.kpmg.com.tr

# CONVENIENCE TRANSLATION INTO ENGLISH OF INDEPENDENT AUDITOR'S REPORT ON THE BOARD OF DIRECTORS' ANNUAL REPORT ORIGINALLY ISSUED IN TURKISH

To the General Assembly of Ziraat Katılım Bankası A.Ş.

#### **Qualified Opinion**

We have audited the annual report of Ziraat Katılım Bankası A.Ş. ("the Bank") for the period between 1 January 2019 and 31 December 2019, since we have audited the complete set financial statements for this period.

In our opinion, except for the effects of the matter described in the Basis For Qualified Opinion section of Independent Auditor's Reports dated 20 February 2020 the consolidated financial information included in the annual report and the analysis of the Board of Directors by using the information included in the audited consolidated financial statements regarding the position of the Bank are consistent, in all material respects, with the audited complete set of consolidated financial statements and information obtained during the audit and provides a fair presentation.

#### **Basis for Qualified Opinion**

As described in the Basis For Qualified Opinion section of Independent Auditor's Report on the complete set of audited financial statements of the Bank for the period between 1 January 2019 and 31 December 2019 dated 20 February 2020; the complete set of consolidated financial statements of the Bank as at 31 December 2019 include a general provision of total of TL 80.000 thousand, of which TL 30.000 thousand had been recognized as expense in prior period, and TL 50.000 thousand was recognized as expense in current period, which is provided by the Bank management for the possible effects of the negative circumstances which may arise in the economy or market conditions.

We conducted our audit in accordance with "Regulation on Independent Audit of the Banks" published in the Official Gazette No.29314 dated 2 April 2015 by Banking Regulation and Supervision Agency ("BRSA Auditing Regulation") and Standards on Auditing which is a component of the Turkish Auditing Standards published by the Public Oversight Accounting and Auditing Standards Authority ("POA") ("Standards on Auditing issued by POA"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Annual Report section of our report. We declare that we are independent of the Bank in accordance with the Code of Ethics for Auditors issued by POA (POA's Code of Ethics) and the ethical requirements in the regulations issued by POA's Code of Ethics and regulations. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

### Auditor's Opinion on Complete Set of Consolidated Financial Statements

We have expressed a qualified opinion on the complete set of consolidated financial statements of the Bank for the period between 1 January 2019 and 31 December 2019 on 20 February 2020.

#### **Board of Directors' Responsibility for the Annual Report**

In accordance with the Articles 514 and 516 of the Turkish Commercial Code numbered 6102 ("TCC") and Regulation on the Principles and Procedures Concerning the Preparation of and Publishing Annual Reports by the Bank ("Regulation") published in the Official Gazette dated 1 November 2006 and Numbered 26333, the Bank's management is responsible for the following regarding the annual report:

a) The Bank's management prepares its annual report within the first three months following the date of statement of financial position and submits it to the general assembly.

b) The Bank's management prepares its annual report in such a way that it reflects the operations of the year and the consolidated financial position of the Bank accurately, completely, directly, true and fairly in all respects. In this report, the financial position is assessed in accordance with the Bank's consolidated financial statements. The annual report shall also clearly indicates the details about the Bank's development and risks that might be encountered. The assessment of the Board of Directors on these matters is included in the report.

c) The annual report also includes the matters below:

- Significant events occurred in the Company after the reporting period,
- The Bank's research and development activities.

- Financial benefits such as wages, premiums and bonuses paid to board members and key management personnel, appropriations, travel, accommodation and representation expenses, benefits in cash and kind, insurance and similar guarantees.

When preparing the annual report, the Board of Directors also considers the secondary legislation arrangements issued by the Ministry of Trade and related institutions.

### Auditor's Responsibility for the Audit of the Annual Report

Our objective is to express an opinion on whether the consolidated financial information included in the annual report in accordance with the TCC and the Regulation, and analysis of the Board of Directors by using the information included in the audited consolidated financial statements regarding the position of the Bank are consistent with the audited consolidated financial statements of the information obtained during the audit and give a true and fair view and form a report that includes this opinion.

We conducted our audit in accordance with BRSA Auditing Regulation and Standards on Auditing issued by POA. Those standards require compliance with ethical requirements and planning of audit to obtain reasonable assurance on whether the consolidated financial information included in the annual report and analysis of the Board of Directors by using the information included in the audited consolidated financial statements regarding the position of the Bank are consistent with the consolidated financial statements and the information obtained during the audit and provides a fair presentation.

KPMG Bagimsy Depetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. G International Cooperative A member firm

Erdal Tikmak Partner

20 February 2020 İstanbul, Turkey

### **PART II - MANAGEMENT AND CORPORATE GOVERNANCE PRACTICES**

### **Ziraat Katılım Board of Directors**



Hüseyin AYDIN Chairman of the Board

Hüseyin Aydın graduated from the Faculty Economics, Ankara Economics and Business Sciences Academy in 1981. He began his career as an assistant inspector at Ziraat Bank and served as a director in various departments at Ziraat Bank until 27 March 2003. After working as an Executive Board Member at Halkbank, as a Board Member at Pamukbank and as Vice Chairman at Ziraat Bank, he served as Chief Executive of Halkbank between 31 May 2005 - 14 July 2011. Having joined Ziraat Bank as the CEO on 15 July 2011, Mr. Aydın also serves as the Chairman of the Banks Association of Turkey. Hüseyin Aydın is assigned as the Chairman of the Board of Directors of our Bank since 18 February 2015.



### Yusuf DAĞCAN Vice Chairman of the Board

Yusuf Dağcan graduated from Eskişehir Academy of Economic and Commercial Sciences. He worked as an Assistant Inspector, Inspector and Branch Manager at VakıfBank from 1977 through 2001. He held a seat on the Board of Directors of TAIB Yatırım Bank A.Ş. from 5 September 2007 until 30 June 2008. After assuming responsibility as a member of the Audit Committee at Halkbank from 27 March 2003 until 18 April 2012, Mr. Dağcan was also the Chairman of the Board of Directors of Halk Leasing, a Board Member of Halk Banka A.D. Skopie operating in Macedonia, and Vice Chairman of the Arab Turkish Bank. Continuing his works as Vice President of the Board of Ziraat Bank since April 2012. Yusuf Dağcan is also a Credit Committee Member of Ziraat Bank and Supervisory Board Member at Ziraat Bank Bosnia d.d. Since 18 February 2015, Yusuf Dağcan has been serving as the Vice Chairman of the Board of Directors and Chairman of Credit Committee at our Bank.



### Metin ÖZDEMİR Member of the Board, CEO

Metin Özdemir graduated from İstanbul University (Faculty of Business Administration) in 1990. He started his career at Kuveyt-Türk Finans Kurumu A.Ş. in 1992, and from 1996, he carried on with his business life as an executive in the retail sector. Mr. Özdemir functioned as a member of İstanbul Metropolitan Municipal Council between 2004 and 2014. Mr. Özdemir was a member of the Ziraat Bank's Board of Directors and acted as a member of the Corporate Governance Committee and the Remuneration Committee from April 2012 until 27 May 2019. Mr. Özdemir has been a member of the Board of Directors of Ziraat Katılım since 18 February 2015 and was appointed as the CEO on 12 June 2017. He also serves as the Chairman of the Credit Committee and a member of the Corporate Governance Committee and the Remuneration Committee. Additionally, Mr. Özdemir is also the Chairman of Participation Banks Association of Turkey (TKBB) and Chairman of the Board of Directors of the Association of National Development Finance Institutions in Member Countries of the Islamic Development Bank (ADFIMI).



### Cemalettin BAŞLI Member of the Board

Cemalettin Başlı graduated from Hacettepe University Department of Business Administration in 1981. He got a start in business as Air Traffic Controller at General Directorate of State Airports Authority in 1977. Mr. Başlı worked as Assistant to Financial analyst at VakıfBank between 1984-1985, as Auditor and Credit Foreign Exchange Director at Garanti Bank between 1985-1991, as Branch Manager at Albaraka Türk A.Ş. between 1991-1998, as Credits and Central Branch Manager at Faisal/Family Finance A.Ş. between 1998-2002, as Deputy General Manager at Halic Finansal Kiralama A.Ş. between 2004-2006, as Deputy General Manager at Ziraat Bank-Moscow between 2009-2012, as member of the Board and General Manager at Kıbrıs Faisal İşlem Bank between 2012-2014 and as a Member of the Board of Ziraat Bank June 2014 - May 2019. Since 18 February 2015, Cemalettin Başlı has been a Member of the Board of Directors, the Audit Committee and the Credit Committee at Ziraat Katılım.



### Feyzi ÇUTUR Member of the Board

Feyzi Cutur graduated from Gazi University (Faculty of Economics and Administrative Sciences, Department of Banking) in 1983. He completed his postgraduate degree at Bevkent University. Department of **Business Administration of Social Sciences** Institution in 2016. He has obtained TÜRMOB Independent Accountant and Financial Advisor and KGK Independent Auditor certificates. After working in managerial positions at various private sector companies from 1977 until 1990, he functioned as General Accounting Manager at Bayındır Menkul Değerler A.Ş. (1990-1998), as Finance and Operations Director, Assistant General Manager, Deputy General Manager and General Manager at Eti Yatırım A.S. (1998-2010). He served as the Fund Board Member and Fund Board Chairman at Eti Yatırım and various Mutual Funds owned by Etibank, and held a seat on the Board of Directors of İktisat Yatırım A.Ş. in 2006. From July 2011 until March 2012, he was a Board Member representing the Savings Deposit Insurance Fund (SDIF) at Arab Turkish Bank and its subsidiary A&T Leasing. Being a member of the Ziraat Bank's Board of Directors since April 2012, Mr. Cutur is a member of the Ziraat Bank's Audit Committee and Remuneration Committee, an alternate member of the Credit Committee. He is currently working as a Member of the Board, Credit Committee and Audit Committee member at Ziraat Katılım and as a Member of the Board at Ziraat Bank BH d.d.



### MAHMUT KAÇAR Member of the Board

Mahmut Kacar graduated from Harran University Faculty of Engineering Department of Environmental Engineering in 1999. He served as the Deputy President of Sağlık-Sen which is an association of Memur-Sen Confederation (union of public officers) between 2002 and 2008, as the President of Sağlık-Sen and the General Secretary of Memur-Sen between 2008 and 2011. He was elected as a member of the parliament from Sanliurfa and served at 24<sup>th</sup> and 26<sup>th</sup> terms of the parliament between 2008 and 2011. He is a member of the Board of Directors of Ziraat Katılım since June 2019. He is also a member of the Remuneration Committee and the Corporate Governance Committee. Additionally, he is a Member of the Board of Directors at Ziraat Bank., Ziraat Hayat ve Emeklilik A.Ş. and Ziraat Sigorta A.Ş. since August 2018.

### Ziraat Katılım Senior Management



### Dr. Ahmet ORTATEPE Executive Vice President- Credit Policies

Mr. Ortatepe was born in Adana in 1968. He graduated from Marmara University Faculty of Economics and Administrative Sciences, Department of Business Administration. He received his master's degree from Istanbul University Faculty of Business Administration in 1993 and his doctoral degree from Marmara University Faculty of Business Administration in 2001. Mr. Ortatepe started his banking career at Pamukbank as a Foreign Exchange clerk and promoted to Branch Manager at the same bank in 2001. He started working in Turkish Economy Bank as Commercial Branch Manager in 2003. Following his positions at T.C. Ziraat Bankası A.Ş. as Dolayoba Commercial Branch Manager and Sisli Corporate Branch Manager, he was appointed as Department Manager of Credit Allocation and Management in 2016 and served as CEO and Member of the Board of Directors at Ziraat Finansal Kiralama A.S. in 2018. Mr. Ortatepe was acting as a Member of the Board of Directors at Ziraat Yatırım Menkul Değerler A.Ş. since 2018 and was appointed as Executive Vice President-Credit Policies at Ziraat Katılım since 6 May 2019.



### Mehmet Said GÜL Executive Vice President-Information Technologies and Operations

Mehmet Said Gül was born in Kahramanmaras in 1973. He graduated from Hacettepe University Department of Computer Engineering in 1995. He started his banking career at Anadolu Finans Kurumu in 1997. After serving for many years as system analyst and software development service manager, he continued his career as Software Development Manager at Türkiye Finans Katılım Bankası A.Ş. in 2006. He worked as the Information Systems Coordination Manager as of 2009. In 2014, Mr. Gül worked at the establishment of Ziraat Katılım and acted as a consultant at Ziraat Bank and Ziraat Katılım's Information Technologies Department Head. In 2015, he was appointed as the Group Director of the Information Technologies and Operational Transactions at Ziraat Katılım. Since 23 August 2017 Mr. Gül is the Executive Vice President in charge of Information Technologies and Operations.



**Osman KARAKÜTÜK Executive Vice President-Treasury** Management and International Banking Born in Ankara in 1975, Osman Karakütük graduated from Ankara University Faculty of Political Science. He completed his undergraduate studies in Sakarya University and started his banking career at CBRT Headquarters as a clerk in 1998. In 1999, he started working at Ziraat Bank as an Assistant Inspector and then promoted to Inspector, Chief Inspector, Vice President of the Inspection Board, Branch Manager, İzmir 1<sup>st</sup> Region Manager, Head of Branch Operations and Head of Channel Management, respectively. Mr. Karakütük was appointed as Ziraat Katılım Bankası A.Ş. Vice President in charge of Financial Coordination and Human Resources on 15 August 2017 and he has been serving as the Vice President in charge of Treasury Management and International Banking since 24 August 2017.



### Tahir DEMİRKIRAN Executive Vice President-Loan Allocation and Management

Born in 1967 in İstanbul, Tahir Demirkıran graduated from Istanbul University Faculty of Economics, Department of Economics. He started his career as Assistant Specialist of Financial Analysis and Intelligence at Pamukbank in 1995. He worked as a Specialist and Credits Service Manager at the same bank. Later he served as Financial Analysis and Credits Department Manager, Commercial Branch Manager and Commercial Credits Department Head at Türkiye Halk Bankası A.Ş. and as Board of Directors Member at Halk Leasing. In 2015, he worked as Retail Loan Allocation and Management Group Director at Ziraat Bank. He was appointed as Executive Vice President responsible for Loan Allocation and Management in Ziraat Katılım on 12 February 2016 and is still carrying out the duty.



Temel Tayyar YEŞİL Executive Vice President-Marketing

Temel Tayyar Yeşil was born in Samsun in 1971 and graduated from Erciyes University Economy department of Faculty of Economics and Administrative Sciences. Mr. Yesil started his banking career at Pamukbank T.A.S. as Assistant Specialist in 1998. He worked as an officer and manager in the Loans and Project Evaluation departments of Türkiye Halk Bankası A.Ş. He acted as Kayseri Commercial Branch Manager between 2010 and 2012. Mr. Yeşil started to work at Ziraat Bank as Loan Allocation and Management Department Head in 2012 and continued as the Regional Coordinator in 2016. He has been appointed as Ziraat Katılım Bankası A.Ş. Vice President in charge of Marketing on 18 July 2017 and is still carrying out the duty.

# **Managers under the Internal Systems**

| Name             | Position   | Education     |
|------------------|--|---------------|
| Fahri ÇELİK      | Head of Internal Audit Board                     | Graduate      |
| Osman ÇETİNER    | Head of Internal Control and Compliance Division | Undergraduate |
| Seher Elif EKİCİ | Head of Risk Management Division                 | Undergraduate |

### Fahri ÇELİK Head of Internal Audit

Fahri Celik was born in Ankara in 1969. He graduated from Middle East Technical University Department of Statistics. He received his graduate degree from Selcuk University Institute of Social Sciences Department of Business Administration in 2009. He started his banking career in Akbank as assistant auditor in 1997 and he served as Auditor, Corporate Branch Assistant Manager and Branch Manager. In 2013 he was appointed as the manager of Topkapı Entrepreneurship Dynamic Branch in T.C. Ziraat Bankası A.Ş. and started to work as Ziraat Katılım Mecidiyeköy Branch Manager on 29 June 2015. He was appointed as Head of Internal Audit at Ziraat Katılım as of 16 December 2017.

### Osman ÇETİNER Head of Internal Control and Compliance

Osman Cetiner was born in Antalya in 1973. He graduated from Uludağ University Faculty of Economics Department of Finance and received his SMMM license in 2005. In 2014, he also received the Independent Auditor license from Public Oversight Authority. He started his banking career at Kuveyt Türk Katılım Bankası A.Ş. in 1999 as Assistant Specialist of Accounting in Finance Service. He worked at Kuveyt Türk Katılım Bankası A.Ş. at various positions for a total of 16 years, 7 years at managerial positions. He took a role at Turkey's first lease certificate issuance in 2010 by Kuveyt Türk Katılım Bankası in 2010. He was a part of Ziraat Katılım's establishment and started to work as **Financial Coordination Department** Head at Ziraat Katılım as of 8 April 2015. He is serving as Ziraat Katılım's Head of Internal Control and Compliance since 20 December 2017.

### Seher Elif EKİCİ Head of Risk Management

Seher Elif Ekici was born in İstanbul in 1981. He graduated from Marmara University Faculty of Business Administration, Department of Business Administration in English. She received her SMMM license in 2009. She started her professional career at KPMG Independent Audit firm in 2003 and worked as an auditor in 2003-2004. Later, she started her banking career in 2005 at Anadolu Finans Kurumu Financial Control service under Financial Affairs Department. She took a role in the merger of Anadolu Finans and Family Finans. Between 2007 and 2015 she acted as Specialist, Supervisor and Manager at Risk Management Center Department of Türkiye Finans Katılım Bankası. Ms. Ekici started to work at Ziraat Bank Headquarters as a Manager on 3 February 2015. She was a part of the establishment of Ziraat Katılım and she has been serving as Head of Risk Management Division since 23 June 2015.

### Summary Report by the Board of Directors

Uncertainties in global markets due to trade negotiations between USA and China, continuing geopolitical tensions, expansionary monetary direction of central banks of developed countries under the influence of concerns over global economy and disagreements about Brexit were the prominent developments of 2019.

Despite geographical economic developments and geopolitical tensions in 2019, Turkish economy has gone through a recovery process and headed towards a growth path as of the third quarter of the year thanks to the impact of incentive packages announced by the economy administration within the scope of structural transformations and interferences to prevent financial attacks. With this stabilization process, 2019 has been a positive year for Ziraat Katılım in terms of growth and profitability. Ziraat Katılım demonstrated its influence in the industry in many areas, particularly in terms of total assets and profitability. The Bank's total assets reached TL 36.4 billion and net profit was TL 516.7 billion million.

Ziraat Katılım continued to offer its customers solution-oriented products at favorable costs. Acting with its sustainable growth principle, the Bank increased its cash credit balance by 63% to reach TL 28.9 billion. Total cash and non-cash credits reached TL 40.2 billion.

Ziraat Katılım continued to provide its services without compromising quality through 93 branches with 1,129 personnel, 75 ATMs, Call Center, mobile and internet branches with qualified technological infrastructure. Ziraat Katılım is the first publiclyowned participation bank to start participation banking operations in line with the principle of More When Shared (Paylaştıkça Daha Fazlası). Ziraat Katılım continues to contribute to the national economy with its strong capital structure and in line with the balanced growth and sustainable profitability principles. Working to bring dynamism and depth to the sector, it meets the needs of its customers with its products in accordance with the principles of Islamic banking.

With its balance sheet structure based on financing which grows with sustainable profitability, efficiency and customer-focused structuring target, Ziraat Katılım continues to work to provide the best service for its customers and our country with the awareness of the responsibilities of its "More When Shared" principle.

Yours respectfully,

The Ziraat Katılım Board of Directors

# Information on the Activities of the Committees

### **CREDIT COMMITTEE**

Composed of the Bank's General Manager and at least two members to be elected from the Board of Directors who fulfill the requirements for the General Manager (except time); the Credit Committee is established to perform the duties regarding credits. which will be granted by the Board of Directors. Two alternate members are elected among the Board members who fulfill the requirements for the General Manager (except time) to serve in place of a member of the Credit Committee who cannot participate in any meeting. The Board may delegate its powers for the credit allocation to the Credit Committee or to the General Directorate.

### Chairman

Metin ÖZDEMİR Member of the Board and CEO

### **Members**

Cemalettin BAŞLI Member of the Board

Feyzi ÇUTUR Member of the Board

#### **Alternate Members**

Yusuf DAĞCAN Member of the Board

The Credit Committee took 201 decisions in 16 meetings held in 2019.

### **AUDIT COMMITTEE**

The Board of Directors appoints at least two members of the Board who do not have executive responsibilities and whose qualifications are determined by the Banking Regulation and Supervision Agency (BRSA) to form the Audit Committee to assist the fulfillment of the Board's audit and supervision activities.

#### Members

Cemalettin BAŞLI Member of the Board

Feyzi ÇUTUR Member of the Board

The Audit Committee took 30 decisions in 13 meetings held in 2019.

### CORPORATE GOVERNANCE COMMITTEE

The Corporate Governance Committee is formed under the Presidency of a member of the Board who will be determined by the Board of Directors. The main task of the committee is to monitor the compliance of the Bank's corporate governance principles, to carry out improvement activities in this regard and to provide recommendations to the Board of Directors.

### Members

Metin ÖZDEMİR Member of the Board and CEO

Mahmut KAÇAR Member of the Board and Chairman of the Corporate Governance Committee

The Audit Committee took 1 decision in 1 meeting held in 2019.

#### **REMUNERATION COMMITTEE**

The Remuneration Committee consists of at least two members who will be determined by the Board of Directors.

The Committee monitors and audits remuneration practices on behalf of the Board of Directors. In addition, the Committee performs the tasks specified in the relevant regulations issued by the Banking Regulation and Supervision Agency (BRSA).

#### Members

Metin ÖZDEMİR Member of the Board and CEO

Mahmut KAÇAR Member of the Board

The Remuneration Committee took 1 decision in 1 meeting held in 2019.

#### **Number of Board Meetings**

The Board of Directors took 237 decisions in 29 meetings held in 2019.

# Human Resources Practices and Policies and the Expectations Regarding 2020

Ziraat Katılım Human Resources supports its employees' development and transformation by providing them the opportunity to work based on principles of efficiency, customer focus and profitability. While providing this support, the Bank follows the technological opportunities offered by the changing world and will continue to implement this technology end-to-end in its career and talent development management processes at an increasing rate. To provide its branches with capabilities to offer more effective services, branch visits are planned with the awareness of Human Resources being near branch employees and with the objectives of resolving branch employees' problems and listening to their suggestions.

In a business world where customer satisfaction is becoming more important, practices and applications determined based on internal customer satisfaction surveys held at specific periods of the year will be implemented.

Ziraat Katılım will speed up its activities to improve effectiveness of its Suggestion System which was launched to receive suggestions and feedback of employees at all times, in addition to the internal customer satisfaction surveys, and it will ensure suggestions submitted are evaluated by the Committee which includes the senior management. Considering today's world where international communication is inevitable and its importance increases every day, English training support will be offered to all employees to provide support particularly to units who need support in foreign language and to make human resources more qualified.

Ziraat Katılım is planning to implement coaching and mentoring practices to increase its employees' personal and managerial competences.

Ziraat Katılım implemented corporate performance management system in the previous periods with the purposes of providing justice in the organization, more efficient performance of employees and their individual development. The Bank plans to implement new reward practices for employees with outstanding performance in the following periods.

### **Transactions Carried out with Ziraat Katılım's Risk Group**

Ziraat Katılım's relations with the institutions involved in the risk group in which it is included covers all types of banking transactions compliant with the Banking Law and within the framework of regular bank-customer relation and within the market conditions. The transactions consist primarily of lending, current and participation accounts.

The amounts of the transactions that Ziraat Katılım carried out with its risk

group in 2019 and the explanations regarding this matter are mentioned in the footnote numbered VII of the fifth section of the year-end financial statements, which take place within the annual report.

## **Companies from which Support Services are Obtained**

- Banking and Peripheral Systems Software and Infrastructure Services from Türkiye Cumhuriyeti Ziraat Bankası A.Ş., Ziraat Teknoloji A.Ş., Intertech Bilgi ve Pazarlama Tic, A.Ş.
- 2. Cash Group Services from Türkiye Cumhuriyeti Ziraat Bankası A.Ş.
- 3. Swift Transactions and Black List Control Application Services from Fineksus Bilişim Ticaret A.Ş.
- 4. Securities Buying and Selling Application Services from Active Bilgisayar Hizm. Tic. Ltd.
- 5. Security Services from Ekol Grup Güvenlik Koruma ve Eğitim Hizm. Ltd.

- 6. Customer Relations Center services from T.C. Ziraat Bankası A.Ş.
- 7. Check Printing Services from Güzel Sanatlar Basım Ltd.
- 8. Printing Office Services from Bileşim Alternatif Dağıtım Kanalları ve Hizmetleri A.Ş.
- Card Payment Transaction Services from Kartek Kart ve Bilişim Teknolojileri Tic. A.Ş.
- 10. Mortgage Processing and Registration Services from Uz Gayrimenkul Yatırım Danışmanlık

A.Ş., AVI Gayrimenkul Yatırım Danışmanlık A.Ş., Mas Global Yatırım ve Danışmanlık Hizmetleri Tic. Ltd. Şti., FU Gayrimenkul Yatırım Danışmanlık A.Ş. and BBS Danışmanlık Gayrimenkul ve Eğitim A.Ş.

- 11. Motorcycle Courier and Delivery Services from Kuryenet Motorlu Kuryecilik ve Dağıtım Hizmetleri A.Ş. and Telekurye ve Dağıtım ve Kurye Hizmetleri A.Ş.
- 12. Insurance Platform Services from Acerpro Bilişim Teknolojileri A.Ş.

### **PART III - Financial Information and Risk Management**

# The Audit Committee's Assessments of the Operation of the Internal Audit, Internal Control and Compliance, and Risk Management Systems

The activities of internal audit, internal control, compliance and risk management in our Bank are carried out respectively by the Supervisory Board, Directorate of the Internal Control and Compliance Department and Directorate of the Risk Management Department, under the Audit Committee.

The following is aimed with the organization that is established in a way to include all units and branches:

- To continue banking operations in a secure manner in line with the legislation, policy, principles and objectives,
- To achieve sustainable profitability targets, to perform the financial and administrative reporting in a timely and secure manner,
- To define Ziraat Katılım's legal, nominal and financial risks, to measure, report, and monitor the risks and to minimize the concerned risks by controlling them.

# THE FUNCTIONING OF INTERNAL AUDIT

The Supervisory Board controls whether the operations carried out by the Bank's all units and branches are in accordance with the law and other relevant legislation and the Bank's strategies, policies, principles and objectives; the effectiveness of internal control and risk management systems within the framework of risk-based audit approach.

The Supervisory Board continues to work in such a manner to contribute to the decision-making processes by informing the Bank's Senior Management. The Supervisory Board assessed the accuracy, effectiveness and efficiency of the operational steps that comprise of primary and secondary processes by auditing the Bank activities' compliance with the processes which they are subjected to in accordance with the provisions of "Regulation on the Bank Information Systems and Banking Processes Audit to be Realized by External Audit Institutions" and "Regulation on Banks' Internal System and Intrinsic Capital Adequacy Assessment Processes".

The Branch, Unit and Process audits were completed at a ratio of 98% in accordance with the Audit Plan prepared to be implemented in 2019. The 2020 Audit Plan preparation works are still ongoing by taking into consideration the risks carried by the branches and units and in a manner compliant with the Bank objectives and policies.

The Management's Declaration pertaining to the 2019 operations, which is prepared in order to present assurance about the effectiveness, adequacy and compliance of internal controls on the Information Systems and Banking processes, was prepared in time by adding the reports regarding the audits of the companies from which information systems processes audits and support services are procured. The Supervisory Board closely monitored the changes stipulated by the legislative regulations, the Banking Regulation and Supervision Agency decisions, the Bank's Senior Management and the Headquarters units, and regularly revised the audit points.

# THE FUNCTIONING OF INTERNAL CONTROL AND COMPLIANCE SYSTEM

The purpose of Internal Control activities is to ensure the protection of the Bank's assets, effective and efficient conduct of the operations, unity and reliability of the accountancy and reporting system and timely access to the information.

Within the scope of "Regulation on Banks' Internal System and Intrinsic Capital Adequacy Assessment Processes", Internal Control activities were configured in a way to cover the operations of the Branches, the Headquarters units and the Subsidiaries Subject to Consolidation.

The branch control activities are carried out remotely and on-site within the framework of the control programs prepared according to the opening dates of new branches, most recent reporting dates and periodical risk situations of current branches.

In order to increase the risk and control awareness during the internal control activities of the branch and to prevent the losses arising from operational risks, the branch personnel were continuously informed.

Control activities in branches are conducted in line with main goals and strategies of the Bank in terms of scope and methods used. In addition to this, a proactive structure is adopted to provide compliance with changing strategy, risk perception and conditions on a timely basis. In order to make control activities in branches more effective and efficient, they are performed over a web-based Control Model. With the proactive structure adopted, the Bank contributed to compliance of the Bank's operations with external legislation and competitive conditions.

Internal Control activities carried out at the Headquarters units were conducted in compliance with the Bank's main goals and strategies within the framework of law, other relevant legislation, the Bank's internal policies and rules, and common banking practices. Moreover, while carrying out the activities, a proactive approach was adopted to make sure that the compliance to changing strategy, risk perception and conditions is provided without wasting time.

Internal Control system contributed to the carrying out of the Bank's operations in compliance with the domestic and international legislations and competition conditions through the control matrixes that are prepared pursuant to the adopted proactive manner and regularly revised based on the possible changes.

The control periods of Headquarters units were determined by taking into consideration of the functions of the units, the risks they carry, job descriptions and the units' effect on the Bank's balance sheet and were revised in accordance with the needs. Within our Bank, Internal Control activities were carried out on the following topics: functional segregation of duties; division of responsibilities; establishment of the accountancy and reporting system, the information system and the Bank's internal communication channels in a manner that they will operate effectively; the creation of work flow charts in which the controls on the Bank's work processes and work steps are indicated.

R&D studies are conducted in order to carry out technology-focused, central, and real-time internal control activities, and to help the relevant business units to take a rapid action against the common shortcomings.

The findings revealed as a result of all these activities were periodically conveyed to the Bank's relevant business units and to the Senior Management.

Information Notes were prepared for the issues which are identified during the Internal Control activities carried out in the Headquarters units and the branches and which are considered being in need of rapid action taken and the notes were quickly shared with the relevant units and/or the Senior Management.

In 2019, Recommendation Reports were continued to be prepared for the improvement of processes regarding the operations carried out in the Bank and the establishment of control points on these processes, which will be complied and implemented by the personnel from all levels, increasing the effectiveness of the controls on the processes, prevention of possible risks, ensuring customer satisfaction and taking cost reducing measures.

Internal Control staff attended numerous trainings during the year for their professional development. In order to increase company-wide awareness for internal control activities, various trainings were organized for Bank employees and Internal Control staff has provided support for those trainings.

Within the framework of 18<sup>th</sup> article of Assessment Processes of the Banks' Internal System and Intrinsic Capital Adequacy, compliance controls were carried out under the compliance function. In this context, all the operations that the Bank performs or plans to perform with the new transactions and products were controlled in terms of their compliance to law and other relevant legislation, the Bank's internal policies and rules and the banking practices.

The compliance program for the Liabilities Regarding Prevention of Laundering Proceeds of Crime and Financing of Terrorism was formed in accordance with the "Communiqué on Compliance with Measures Regarding Prevention of Laundering Proceeds of Crime and Financing of Terrorism". Activities aimed at preventing the laundering of proceeds of crime have been carried out in line with national and international regulations and standards. Accordingly, the Compliance Service Unit performs the functions of inspection, monitoring, reporting, analysis and control.

### The Audit Committee's Assessments of the Operation of the Internal Audit, Internal Control and Compliance, and Risk Management Systems

The Bank's policy for preventing the laundering of the proceeds of crime and financing of terrorism was updated based on Ziraat Finance Group's policy and shared with the public on the Bank's website. Moreover, the Bank's employees are provided with face-toface and online training regarding the prevention of laundering proceeds of crime and financing of terrorism to ensure they adopt compliance culture at global standards and implement this culture at their work and activities. **Compliance Service Management** realized branch visits with the same objective.

Within the scope of sectoral activities, the Bank participated a task force formed by TBB's coordination to develop a remote training program which will be offered for use by all financial institutions with sector representatives from 9 different banks. Moreover, the Bank also participated a working group formed in OECD to prevent laundering of the proceeds of crime on an international basis during the process of National Risk Assessment Audits performed by Financial Action Task Force (FATF) which Turkey is also a member, along with sector representatives from 9 different banks.

### THE FUNCTIONING OF RISK MANAGEMENT SYSTEM

The main purpose of Ziraat Katılım risk management system is to ensure the definition, measurement, monitoring and control of the risks, to which the Bank is exposed, through the policies and the limits determined to monitor, control, and when necessary to change the operations' nature and level in relation to the risk-return structure that the future cash flows will include.

The main approach in the risk management activities, instilling risk culture across the Bank in accordance with the provisions of "Regulation on Banks' Internal System and Intrinsic Capital Adequacy Assessment Processes", to execute the risk management function with best practices by continuously improving the system and the human resources. The activities carried out within the framework of risk management system are given care to be carried out simultaneously with the contributions of the units that are included in the business line with which each risk type is related.

The risk management activities cover the basic headings of credit risk, market risk, operational risk, liquidity risk and other risks. The final objective is to comply with the best practices.

Within the framework of credit risk management activities, the activities for the definition, measurement, monitoring and reporting of the credit risk by using the methods in compliance with Basel II. In this context, the calculation of the amount subject to credit risk, which began legally as of 1 July 2012, is monthly reported to the BRSA in solo basis. Due to the fact that our Bank became operational in May 2015, there is not adequate data for the measurement of credit worthiness in relation to the advance measurement methods. The credit risk limits approved by the Board are monitored; the activities to carry out scenario analysis and stress test regarding the credit portfolios are ongoing. Also, the compliance activities with the Basel III regulations and the regulations revised by the BRSA within the framework of Basel are continuing.

Operational risk management activities comprise the definition, classification, measurement, and analysis of the operational risks.

These activities are carried out as part of the Bank's "Operational Risk Management Regulation" that is prepared in accordance with the arrangements issued on 28 June 2012 by the BRSA to comply with Basel II. The compliance with the operational risk limits approved by the Board, which are determined in order to manage operational risks, is periodically monitored. The risks stem from information technologies and the actions taken are also monitored. The risk assessments are carried out for the companies from which support services are procured within the framework of the BRSA's regulations that are currently in effect.

As part of operational risk, media analysis reports relevant to reputation risk and provided daily from the Bank's Corporate Communication Service are examined.

Within the scope of market and liquidity risks management, measurement, analysis, limiting, reporting and monitoring activities are carried out pertaining to liquidity risk and dividend rate risk stemming from banking calculations. The analyses conducted are supported with stress test. The compliance to the market and liquidity risk limits, which are approved by the Board and determined to manage the concerned risks, is periodically monitored. Also, Value at Risk is calculated daily with the internal models regarding exchange risk as part of market risk and retrospective test analyses are carried out for these models.

The results of the analyses carried out within the scope of risk management activities and risk indicators are reported annually to the Board of Directors, at three months periods to the Audit Committee, at weekly and daily periods to the operational units.

In order to increase the internal systems personnel's individual and occupational development, the personnel was ensured to attend internal and external training, conference and seminars, thus, their practical knowledge level is constantly being developed.

# Ziraat Katılım's Financial Standing, Profitability and Solvency

Starting operations in 2015 with the principle of "Achieving More by Sharing", Ziraat Katılım increased its total assets by 64% YoY to TL 36.4 billion and shareholders' equity to TL 3.2 billion rising by 43% compared to the previous year, in parallel with the strategy of increasing the share of participation banking from the sector.

Cash loans increased by 63% compared to the previous year and reached 79% of total assets. When compared to previous year, cash loans increased by TL 11 billion while non-cash loans increased by TL 1 billion.

Funds collected continued to be the most significant fund resource at Ziraat Katılım's liabilities in 2019. Funds collected increased by 68% in December 2019 in comparison with 2018 year-end and reached TL 25.5 billion. Share of funds collected in balance sheet was 70%, and it consists of 16% Private Current Accounts and 84% Participation accounts. Moreover, current accounts increased by 74% in comparison with 2018 year-end and reached TL 4.1 billion.

Ziraat Katılım closed the year 2019 with a profit of TL 516.7 million with its principles of balanced growth sustainable financial performance and profitability. Profit share revenue at an amount of TL 3.6 billion is the most significant revenue item of the Bank. Profit share received from credits is the largest item in profit share revenues. Moreover, Return on Assets was 1.8% and Return on Equity was 19.2%. The Bank sustained its strong capital structure, high liquidity level and funding capability in 2019. Capital adequacy ratio which was 12.8% at 2018 year-end increased to 16.6 in 2019.

The Bank diversified its resource structure and issued 19 lease certificates through its subsidiary Ziraat Katılım Varlık Kiralama A.Ş. Redemption of 14 of these lease certificates were realized during the year.

Ziraat Katılım had two separate subordinated loans in 2019, a secondary capital credit for TL 300 million from its main shareholder T.C. Ziraat Bankası A.Ş. and an additional principal capital credit for EUR 100 million from TWF Market Stability and Equilibrium Sub-fund of Turkey Wealth Fund.

# **Ratios**

| %  | December 2018*** | December 2019 |
|--|------------------|---------------|
| Capital  |                  |               |
| Capital Adequacy Ratio   | 12.8             | 16.6          |
| Shareholders' Equity/Total Assets  | 10.0             | 8.7           |
| Asset Quality  |                  |               |
| Total Loans'/Total Assets  | 70.8             | 65.1          |
| NPL (Gross)/Total Deposit <sup>**</sup>  | 1.3              | 2.3           |
| Total Loans'/Total Deposit   | 103.7            | 93.1          |
| Profitability  |                  |               |
| Net Profit (Loss)/Average Total Assets   | 1.7              | 1.8           |
| Net Profit (Loss)/Average Shareholders' Equity   | 19.5             | 19.2          |
| Income-Expense Structure   |                  |               |
| Profit Shares Income/Profit Shares Expense   | 158.4            | 161.5         |
| Non-Profit Shares Income/Non-Profit Shares Expenses  | 38.4             | 37.0          |
| Total Income/Total Expenses  | 121.8            | 121.5         |
| Profit Shares Income/Total Income  | 90.4             | 90.2          |
| Non-Profit Shares Income/Total Income  | 9.6              | 9.8           |
| Profit Shares Expenses/Total Expenses  | 69.5             | 67.9          |
| Non-Profit Shares Expenses/Total Expenses  | 30.5             | 32.1          |
| <sup>•</sup> Excludes non-performing loans, includes Financial Lease Receivables.<br><sup>••</sup> Includes Credits Provided to Banks.<br><sup>•••</sup> Prepared based on previous period amounts reported. |                  |               |

## Information about Risk Management Policies and Activities According to Type of Risk

Ziraat Katılım risk management activities are continued under the basic approach of aligning the risk management function with the best practices by means of instilling risk culture, continuously improvement of the system and the human resources.

The risk management activities cover the main headings of credit risk, market risk, operational risk and balance sheet risks. Policy and application procedures regarding the afore-mentioned risks are governed by regulations approved by the Board of Directors on the basis of each risk type. Care is given to ensure that all risk management system activities are coordinated through the involved participation of the operational branches with which each type of risk is associated.

Within the scope of "Regulation on Banks' Internal System and Intrinsic Capital Adequacy Assessment Processes", an Intrinsic Capital Adequacy Assessment Process was formulated. The purpose of this process is to identify the required capital to cover the exposed/to be exposed risks and to set up a system that will enable the assessment of the capital requirements and levels compatible with strategic goals and the continuity of this system. Analyses are performed in line with BRSA principles and are further supported by means of risk-specific stress tests and scenario analyses.

Compliance to Basel III regulations are carried out within the framework of "Regulation on Measurement and Assessment of Banks' Leverage Level" and "Regulation on the Capital Conservation Buffer and Loop Capital". Additionally, the compliance efforts to the regulation amendments made within the scope of Basel by the BRSA and thirteen "Best Practice Guides" published on the Institution's web site are ongoing.

As part of Basel III liquidity criteria, the Liquidity Coverage Ratio Report is prepared within the scope of "Regulation on the Calculation of Banks' Liquidity Coverage Ratio" and conveyed to the BRSA.

### **CREDIT RISK**

Credit risk management consists of discovering the credit risks to which the Bank is exposed and defining, measuring, monitoring, controlling, and reporting such risks. The legal reports are prepared by using the standard approach method within the framework of "Regulation on Measurement and Assessment of Banks' Capital Adequacy". In this context, Ziraat Katılım's credit risk exposure is monthly reported to the BRSA on solo basis.

The Leverage Ratio is conveyed to the BRSA and the CBRT in three-month periods.

The Company Assessment System is used in order to evaluate the credit worthiness of the customers who are in Ziraat Katılım's commercial portfolio. Credit risk limits and trigger values on the basis of risk groups and customer segments, which are approved by the Board of Directors, as well as limits and trigger values of non-performing loan ratio have been calculated. All these values are monitored on a weekly basis.

### **MARKET RISK**

Risk measurement and monitoring activities are carried out in order to reveal the market risks to which Ziraat Katılım may be exposed. The results of these activities are taken into account in the Bank's strategic decision-making processes. The market risks and potential effects of the factors that create the risks are measured and regularly reported to the BRSA by Ziraat Katılım.

The Standardized Approach methodology is used to calculate the Bank's exposure to market risk, the amount of which is included in its mandatory capital adequacy ratio. Within the context of market risk, exchange risk is also calculated on a daily basis using a VaR-based internal model. The effectiveness of the models being used is also analyzed by means of back testing.

In the conduct of its day-to-day operations, trigger values are monitored as part of the early-warning process that is carried out to protect Ziraat Katılım's financial strength from being seriously affected by increases in market volatility. Risk exposure levels are kept within prescribed limits.

### **OPERATIONAL RISK**

Works for monitoring operational risks through the Operational Risk Loss Database are ongoing. The mandatory capital needed to cover the Ziraat Katılım's operational risk exposure is calculated using the Basic Indicator Approach methodology. In order to create a basic integrated risk framework, IT-associated risks and the actions taken are also monitored.

As part of the Business Continuity Plan, "Business Impact Analyses" works are completed in order both to identify the risks that might arise if the Bank's operations are interrupted and to determine their potential consequences.

In order to ensure the continuity of outsourced support services, the risks that might arise from their procurement are assessed in light of "Regulation on the Outsourcing of Support Services by Banks" issued by the BRSA.

### **BALANCE SHEET RISKS**

Risk monitoring activities are carried out and the results of these activities are taken into account in the Bank's strategic decision-making processes.

Compliance with mandatory ratios pertaining to liquidity and profit share rate risks arising from banking business accounts is also monitored. When carrying out the liquidity risk control; funding and lending maturity mismatches, assets' and liabilities' repricing as well as contractual maturities, the level of primary (cash and cashequivalent) liquidity reserves needed to conduct the Bank's normal day-today operations, Central Bank liquidity facilities to which recourse may be had in order to cope with unexpected liquidity requirements are monitored. In addition to the foregoing, scenario and sensitivity analyses regarding liquidity risk are performed.

Signal values are followed and risk levels are limit as part of early warning process to prevent the Bank's financial strength from increased volatility in the markets and mismatch that can be seen on cash inflows and outflows while carrying out daily activities.

# **Summary Balance Sheet and Income Statement**

| (TL thousand)        |               |               |               |                 |               |
|----------------------|---------------|---------------|---------------|-----------------|---------------|
| Assets               | December 2015 | December 2016 | December 2017 | December 2018** | December 2019 |
| Liquid Assets        | 279,641       | 1,669,752     | 1,922,270     | 2,794,983       | 3,810,683     |
| Securities Portfolio | 129,893       | 415,842       | 524,210       | 1,303,242       | 2,952,183     |
| Loans*               | 1,690,106     | 5,557,942     | 11,374,744    | 17,739,425      | 28,991,184    |
| Other Assets         | 77,795        | 315,970       | 528,919       | 351,153         | 638,123       |
| Total Assets         | 2,177,435     | 7,959,507     | 14,350,143    | 22,188,803      | 36,392,173    |

| Liabilities          | December 2015 | December 2016 | December 2017 | December 2018** | December 2019 |
|----------------------|---------------|---------------|---------------|-----------------|---------------|
| Funds Collected      | 1,256,305     | 5,636,002     | 10,024,595    | 15,151,908      | 25,457,245    |
| Other Funds          | 212,441       | 1,420,889     | 2,645,856     | 4,232,433       | 6,010,284     |
| Other Liabilities    | 44,159        | 137,995       | 276,011       | 586,689         | 1,757,817     |
| Shareholders' Equity | 664,530       | 764,621       | 1,403,681     | 2,218,583       | 3,166,827     |
| Total Liabilities    | 2,177,435     | 7,959,507     | 14,350,143    | 22,188,803      | 36,392,173    |

| Selected Income/Expenses                      | December 2015 | December 2016 | December 2017 | December 2018** | December 2019 |
|---|---------------|---------------|---------------|-----------------|---------------|
| Profit Shares Income                          | 86,425        | 390,742       | 981,392       | 2,090,556       | 3,594,457     |
| Profit Shares Expense                         | 17,976        | 180,885       | 538,306       | 1,319,722       | 2,225,532     |
| Profit Shares Income/Expense (net)            | 68,449        | 209,857       | 443,086       | 770,834         | 1,368,925     |
| Fees and Commissions Income/<br>Expense (net) | (74)          | 14,205        | 30,343        | 60,726          | 94,452        |
| Trading Income/Loss (net)                     | 2,998         | 7,030         | 11,556        | 57,781          | 69,478        |
| Other Operating Income                        | 37            | 1,739         | 2,663         | 80,212          | 159,008       |
| Other Operating Expense                       | 68,089        | 140,579       | 197,531       | 175,188         | 241,143       |
| Provision Expense                             | 15,029        | 51,770        | 90,143        | 256,021         | 579,415       |
| Income Before Tax                             | (11,708)      | 40,892        | 199,974       | 414,549         | 705,300       |
| Tax Provision                                 | (274)         | (9,809)       | (41,072)      | (91,884)        | (188,565)     |
| Net Profit/Loss                               | (11,982)      | 30,673        | 158,902       | 322,665         | 516,735       |

<sup>\*</sup>Includes Expected Loss Provisions and Non-Performing Loans.

"Prepared based on previous period amounts reported.

# **Credit Rating Agency's Notes**

| Credit Rating Agency | Rating Agency Category                  |          | Date             |
|----------------------|---|----------|------------------|
|                      | Long Term Foreign Currency Credit Note  | B+       |                  |
|                      | Short Term Foreign Currency Credit Note | В        |                  |
| Fitch Datings        | Long Term Turkish Lira Credit Note      | BB-      | 12 November 2010 |
| Fitch Ratings        | Short Term Turkish Lira Credit Note     | В        | 12 November 2019 |
|                      | National Long Term Credit Note          | AA (tur) |                  |
|                      | Support                                 | 4        |                  |

### UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019 WITH INDEPENDENT AUDITORS' REPORT THEREON

(Convenience Translation of Unconsolidated Financial Statements and Related Disclosures and Footnotes Originally Issued in Turkish, See Note I in Section Three) (Convenience translation of the independent auditors' report and financial statements originally issued in Turkish, see Note I in section three)

### **INDEPENDENT AUDITOR'S REPORT**



KPMG Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. İş Kuleleri Kule 3 Kat: 2-9 Levent 34330 İstanbul Tel: +90 (212) 316 60 00 Fax: +90 (212) 316 60 60 www.kpmg.com.tr

To the Shareholders of Ziraat Katılım Bankası Anonim Şirketi

### A) Report on the Audit of the Unconsolidated Financial Statements

### Qualified Opinion

We have audited the accompanying unconsolidated financial statements of Ziraat Katılım Bankası Anonim Şirketi ("the Bank") which comprise the unconsolidated statement of financial position as at 31 December 2019 and the unconsolidated statement of profit or loss, unconsolidated statement of profit or loss and other comprehensive income, unconsolidated statement of changes in shareholders' equity, unconsolidated statement of cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

In our opinion, except for the effect of the matter described in the Basis for Qualified Opinion section of our report, the accompanying unconsolidated financial statements present fairly, in all material respects, the unconsolidated financial position of Ziraat Katılım Bankası Anonim Şirketi as at 31 December 2019, and its unconsolidated financial performance and its unconsolidated cash flows for the year then ended in accordance with the "Banking Regulation and Supervision Agency ("BRSA") Accounting and Reporting Legislation" which includes the "Regulation on Accounting Applications for Banks and Safeguarding of Documents" published in the Official Gazette No. 26333 dated 1 November 2006, and other regulations on accounting records of Banks published by Banking Regulation and Supervision Board and circulars and interpretations published by BRSA and requirements of Turkish Financial Reporting Standards ("TFRS") for the matters not regulated by the aforementioned legislations.

### Basis for Qualified Opinion

As disclosed in section five footnote II.8.c., the accompanying unconsolidated finansacial statement as at 31 December 2019 includes a general reverse of total TL 80.000 thousands, of which TL 30.000 thousand had beed recognize as expense in the prior period, and TL 50.000 thousand was recognized as expense in the current period, which is provided by the Bank management for the possible effects of the negative circumstances which may arise in the economy or market conditions.

We conducted our audit in accordance with the "Regulation on Independent Audit of the Banks" ("BRSA Audit Regulation") published in the Official Gazette No.29314 dated 2 April 2015 by BRSA and Independent Standards on Auditing which is a component of the Turkish Auditing Standards ("TSA"s) published by the Public Oversight Accounting and Auditing Standards Authority ("POA"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Bank in accordance with the POA's Code of Ethics for Independent Auditors ("Code of Ethics") together with the ethical requirements that are relevant to our audit of the financial statements in Turkey, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the unconsolidated financial statements of the current period. These matters were addressed in the context of our audit of the unconsolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. In addition to the matter described in the *Basis for Qualified Opinion* section we have determined the matters described below to be the key audit matters to be communicated in our report.

### Impairment of loans and leasing receivables ("loans") measured at amortised cost

Refer to Section III, No: VIII to the unconsolidated financial statements relating to the details of accounting policies and significant judgments for impairment of loans measured at amortised cost.

### **INDEPENDENT AUDITOR'S REPORT**

### Key audit matter

As of 31 December 2019, loans measured at amortised cost comprise approximately 71% of the Bank's total assets.

The Bank recognizes its loans measured at amortised cost in accordance with the Regulation on the Procedures and Principles for Classification of Loans by Banks and Provisions to be set aside (the "Regulation") published on the Official Gazette No. 29750 dated 22 June 2016 which became effective on 1 January 2018 and TFRS 9 Financial Instruments standard ("Standard").

In determining the impairment of financial assets the Bank apply expected credit loss model which is contains significant assumptions and estimates in accordance with the Regulation and the Standards.

The significant assumptions and estimates of the Bank's management are as follows:

- Determining the significant increase in credit risk since initial recognition of loans on the financial statements
- incorporating the forward looking macroeconomic information in calculation of credit risk
- design and implementation of expected credit loss model

The determination of the impairment of loans measured at amortised cost depends on the (i) credit default status, (ii) the model based on the change in the credit risk at the first recognition date and (iii) the classification of the loans measured at amortised cost according to the model. Establishing an accurate classification is a significant process as the calculation of expected credit loss varies to the staging of the financial assets. The Bank estimates expected credit losses on a collective basis.

The collective basis expected credit loss calculation is based on complex processes which are modelled by using current and past data sets and incorporating the future expectations.

Impairment on loans calculation is determined as a key audit matter, due to the significance of the estimates and the level of judgments and its complex structure as explained above

### How the matter is addressed in our audit

Our procedures for auditing the expected credit losses on loans include below:

- The design and operating effectiveness of the controls on lending, collateralization, collection, follow-up, classification and impairment procedures are tested with the support of information risk management specialists.
- We evaluated the adequacy of the subjective and objective criteria that is defined in the Bank's impairment accounting policy compared with the Regulation and Standard.
- We evaluated the model and methodology and the evaluation of the calculations carried out with the control testing and detail analysis by the involvement of specialist.
- We performed loan reviews for selected loan samples which include a detailed examination of loan files and related information and evaluation of their classification. In this context, the current status of the loan customer has been evaluated by including forward looking information and macroeconomic expectations.
- We tested the accuracy and completeness of the data in calculation of the data in the calculation models for the loans which are assessed on collective basis. We recalculated the expected credit loss calculation. The models used for the calculation of the risk parameters were examined and the risk parameters were recalculated.
- We assessed the macroeconomic models which are used to reflect forward looking expectations and tested the effect of the risk parameters by recalculation method.
- We evaluated the criterias which are used in determining the significant increase in credit risk.
- We evaluated the adequacy of the disclosures in the unconsolidated financial statements related to impairment provisions.

Responsibilities of Management and Those Charged with Governance for the Unconsolidated Financial Statements

Management is responsible for the preparation and fair presentation of these unconsolidated financial statements in accordance with the "BRSA Accounting and Reporting Legislation", and for such internal control as management determines is necessary to enable the preparation of unconsolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the unconsolidated financial statements, management is responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Bank or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Bank's financial reporting process.

#### Auditors' Responsibilities for the Audit of the Unconsolidated Financial Statements

Responsibilities of auditors in an audit are as follows:

Our objectives are to obtain reasonable assurance about whether the unconsolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with BRSA Regulation and TSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error. Misstatements are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these unconsolidated financial statements.

As part of an audit in accordance with BRSA Audit Regulation TSAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the unconsolidated financial statements, whether due to fraud
  or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and
  appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher
  than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the
  override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the unconsolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Bank to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the unconsolidated financial statements, including the disclosures, and whether the unconsolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

### **INDEPENDENT AUDITOR'S REPORT**

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the unconsolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

#### B) Report on Other Legal and Regulatory Requirements

- Pursuant to the fourth paragraph of Article 402 of the Turkish Commercial Code No. 6102 ("TCC"); no significant matter has come to our attention that causes us to believe that the Bank's bookkeeping activities for the period 1 January -31 December 2019 are not in compliance with TCC and provisions of the Bank's articles of association in relation to financial reporting.
- 2) Pursuant to the fourth paragraph of Article 402 of the TCC; the Board of Directors provided us the necessary explanations and required documents in connection with the audit.

### Additional paragraph for convenience translation to English:

The accounting principles summarized in Note I Section Three, differ from the accounting principles generally accepted in countries in which the accompanying unconsolidated financial statements are to be distributed and International Financial Reporting Standards ("IFRS"). Accordingly, the accompanying unconsolidated financial statements are not intended to present the unconsolidated financial position and results of operations in accordance with accounting principles generally accepted in such countries of users of the unconsolidated financial statements and IFRS.

KPMG Bagimsz Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. PMG International Cooperative A member firm Erdal Partner 20 February 2020 İstanbul, Turkey

### UNCONSOLIDATED FINANCIAL REPORT OF ZİRAAT KATILIM BANKASI A.Ş AS OF AND FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The Bank's Headquarter Address: Hobyar Eminönü Mahallesi Hayri Efendi Cad. Bahçekapı No: 12 34112 Fatih/İSTANBUL Phone: (212) 404 11 00 Facsimile: (212) 404 10 81 Website: www.ziraatkatilim.com.tr E-mail: bilgi@ziraatkatilim.com.tr

The unconsolidated year-end financial report in accordance with the "Communiqué on the Financial Statements and Related Explanation and Notes that will be Publicly Announced" as sanctioned by the Banking Regulation and Supervision Agency, is comprised of the following sections:

- GENERAL INFORMATION ABOUT THE BANK
- UNCONSOLIDATED FINANCIAL STATEMENTS OF THE BANK
- EXPLANATIONS ON ACCOUNTING POLICIES
- EXPLANATIONS ON THE FINANCIAL POSITION AND RISK OF MANAGEMENT OF THE BANK
- EXPLANATIONS AND NOTES RELATED TO THE UNCONSOLIDATED FINANCIAL STATEMENTS
- OTHER EXPLANATIONS AND NOTES
- INDEPENDENT AUDITOR'S REPORT

The accompanying unconsolidated financial statements and notes to these financial statements which are expressed, unless otherwise stated, in thousands of Turkish Lira have been prepared and presented based on the accounting books of the Bank in accordance with the Regulation on the Principles and Procedures Regarding Banks' Accounting and Keeping of Documents, Turkish Accounting Standards, Turkish Financial Reporting Standards, and related appendices and interpretations of these, and have been independently audited.

Hüseyin AYDIN Chairman of the Board

Metin ÖZDEMİR Member of the Board, General Manager

Cemalettin BAŞLI Member of the Board, Member of the Audit Committee

Feyzi ÇUTUR Member of the Board, Member of the Audit Committee

Osman KARAKÜTÜK Vice President of Treasury Management and International Banking

Gürkan ÇAKIR Head of Financial Management Department

Contact information of the personnel in charge of the addressing of questions about this financial report:

Name-Surname/Position: Mesut KÜÇÜK/Financial Reporting ManagerPhone: +90 216 559 22 53Facsimile: +90 212 404 10 81

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### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### **SECTION ONE**

### **GENERAL INFORMATION ABOUT THE BANK**

# I. HISTORY OF THE BANK INCLUDING ITS INCORPORATION DATE, INITIAL LEGAL STATUS AND AMENDMENTS TO LEGAL STATUS

Ziraat Participation Bank is founded by permission of Banking Regulation and Supervision Agency numbered as 6046 at 10 November 2014 which was published in the Official Gazette numbered as 29146 at 15 November 2014 with a capital of TL 675.000 that is fully paid by T.C. Treasury and its legal entity was comprised of the registration in the trade registry as of 16 February 2015. The Bank has obtained official permission by the decision of Banking Regulation and Supervision Agency numbered as 6302 at 12 May 2015 and published in the Official Gazette numbered as 29355 at 14 May 2015. The Bank has begun its operations by opening its first branch in 29 May 2015. In accordance with the decision of the Bank's Ordinary General Assembly Meeting held on 29 April 2016, the paid-in capital of the Bank has been increased in cash by TL 72.000 from TL 675.000 to 747.000. In accordance with the decision of the Bank's Ordinary General Assembly Meeting held on 13 June 2017, the paid-in capital of the Bank has been increased by the amount of cash by TL 500.000 and by increasing the amount of internal resources by TL 3.000 to TL 1.250.000. In accordance with the decision of the Bank's Ordinary General Assembly Meeting held on 20 September 2018, the paid-in capital of the Bank has been raised from TL 1.250.000 to TL 1.750.000 by increasing the amount of cash by TL 500.000.

Main operation field of the Bank is gathering funds by the accounts named as "Private Current Accounts" and "Participation Accounts to Profit and Loss" from domestic and abroad additional to its own capital and lending these funds to the economy, carrying up every kind of financing operations within the scope of legal legislation, promoting investment operations of real and corporate bodies that are making agricultural, industrial and commercial operations, participating in these operations, making up joint ventures and carrying out all these services and operations within the scope of participation banking fundamentals.

The Bank can carry out every kind of banking, economic, trade and financial operation within the limits of permissions given by the Banking Regulation and Supervision Agency within the scope of Participation Banking fundamentals.

According to decision of the Banking Regulation and Supervision Agency dated 18 January 2019 and numbered 8210 of, with the framework Ziraat Katılım Bankası A.Ş board of directors decisions no 6/1 dated 21 February 2019, The Parent Bank (Transferee) and Ziraat Finansal Kiralama A.Ş. (Acquired) are merged in accordance with relevant articles of the Turkish Commercial Code No. 6102. The merger was registered on 1 March 2019 by the Istanbul Trade Registry Office.

All of the shares of the of the Bank, T.C Ziraat Bankası A.Ş. has been transferred from Republic of Turkey Prime Ministry Undersecretariat of Treasury to the Turkey Wealth Fund according to enactment dated 24 January 2017, no 2017/9756 by the Council of Ministry.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# II. EXPLANATION ABOUT THE BANK'S CAPITAL STRUCTURE AND SHAREHOLDERS WHO ARE IN CHARGE OF THE MANAGEMENT AND/OR AUDITING OF THE BANK DIRECTLY OR INDIRECTLY, CHANGES IN THESE MATTERS THROUGHOUT THE YEAR (IF ANY) AND THE GROUP OF THE BANK

As of 31 December 2019 and 31 December 2018, main shareholders and capital amounts as follows:

|                                     | 31 Decembe      | 31 December 2018 |                 |            |  |
|-------------------------------------|-----------------|------------------|-----------------|------------|--|
| Name of Shareholders                | Paid-in Capital | %                | Paid-in Capital | %          |  |
| T.C. Ziraat Bankası A.Ş. (*)        | 1.750.000       | 99,9999996       | 1.750.000       | 99,9999996 |  |
| Ziraat Sigorta A.Ş.                 | -               | 0,0000001        | -               | 0,000001   |  |
| Ziraat Hayat ve Emeklilik A.Ş.      | -               | 0,0000001        | -               | 0,000001   |  |
| Ziraat Teknoloji A.Ş.               | -               | 0,0000001        | -               | 0,000001   |  |
| Ziraat Yatırım Menkul Değerler A.Ş. | -               | 0,0000001        | -               | 0,0000001  |  |
| Total                               | 1.750.000       | 100,00           | 1.750.000       | 100,00     |  |

<sup>(2)</sup> All of the shares of the of the Bank, T.C Ziraat Bankası A.Ş. has been transferred from Republic of Turkey Prime Ministry Undersecretariat of Treasury ("Treasury") to the Turkey Wealth Fund according to enactment dated 24 January 2017, no 2017/9756 by the Council of Ministry.

# III. EXPLANATIONS ON THE CHAIRMAN AND MEMBERS OF THE BOARD OF DIRECTORS, MEMBERS OF AUDIT COMMITTEE, GENERAL MANAGERS AND ASSISTANT GENERAL MANAGERS AND THEIR SHAREHOLDINGS IN THE BANK

| Name                      | Title  |
|---------------------------|--|
| Board of Directors        |  |
| Hüseyin AYDIN             | Chairman   |
| Yusuf DAĞCAN              | Vice chairman of the BOD, Member of Corporate Management Committee,<br>Substitute Member of the Credit Committee |
| Metin Özdemir             | Member of the BOD, General Manager, Member of Pricing Committee,<br>President of Credit Committee                |
| Feyzi ÇUTUR               | Member of the BOD, Member of Audit Committee, Member of Credit<br>Committee                                      |
| Mahmut KAÇAR              | Member of the BOD, Corporate Governance Committee member, Member of Pricing Committee                            |
| Cemalettin BAŞLI          | Member of the BOD, Member of the Audit Committee, Member of Credit<br>Committee                                  |
| Assistant General Manager |  |
| Dr. Ahmet ORTATEPE        | Credit Policies  |
| Mehmet Said GÜL           | Information Technologies and Operational Processes   |
| Osman KARAKÜTÜK           | Treasury Management and International Banking  |
| Tahir DEMİRKIRAN          | Loan Allocation and Management   |
| Temel Tayyar YEŞİL        | Marketing  |

Chairman and members of the Board of Directors have no Bank's share capital.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### IV. INFORMATION ABOUT THE PERSONS AND INSTITUTIONS THAT HAVE QUALIFIED SHARES ATTRIBUTABLE TO THE BANK

|                                     | Share Amount | Shareholding | Paid      | Unpaid |
|-------------------------------------|--------------|--------------|-----------|--------|
| Name/Trade Name                     | (Nominal)    | Percentage   | Shares    | Shares |
| T.C. Ziraat Bankası A.Ş. (*)        | 1.750.000    | 99,9999996   | 1.750.000 | -      |
| Ziraat Sigorta A.Ş.                 | -            | 0,000001     | -         | -      |
| Ziraat Hayat ve Emeklilik A.Ş.      | -            | 0,0000001    | -         | -      |
| Ziraat Teknoloji A.Ş.               | -            | 0,0000001    | -         | -      |
| Ziraat Yatırım Menkul Değerler A.Ş. | -            | 0,000001     | -         | -      |
| Total                               | 1.750.000    | 100,00       | 1.750.000 | -      |

<sup>(2)</sup> All of the shares of the of the Bank, T.C Ziraat Bankası A.Ş. has been transferred from Republic of Turkey Prime Ministry Undersecretariat of Treasury to the Turkey Wealth Fund according to enactment dated 24 January 2017, no 2017/9756 by the Council of Ministry.

### V. EXPLANATIONS OF THE BANK'S SERVICES AND FIELD OF OPERATIONS

Operation field of Bank was declared in the prime contract within the scope of Banking Law and other legislation codes. The bank collects funds with the scope of Banking Principles and provide all type of cash, non-cash funds within the scope of Islamic banking principles in any case. Moreover, the Bank operates its participation banking operations to the extent permitted by the Legal Code, for the benefit of the society within the principles of the participation banking such as for the purpose of society.

The Bank sorts out participation accounts and participation accounts based on investment proxy contracts discretely from the other accounts in its account records in terms of their maturity. Participation accounts are opened in 5 maturity groups as maturity to one month, maturity to three months (three months included), maturity to nine months (nine months included), maturity to one year (one year included) and maturity to one year or more (with dividend payment of one month, 3 months, six months and annually). Participation accounts based on investment proxies can be opened under the entire maturity group, with a maturity of less than one month.

Bank branches provides Islamic insurance within the principles of participation banking (takaful insurance) as an agent of Ziraat Hayat ve Emeklilik A.Ş. and Ziraat Sigorta A.Ş. to their client.

As of 31 December 2019, Bank operates with its 93 branches (31 December 2018: 80 domestic branches) and 1,129 (31 December 2018: 1042) workers domestically.

Bank has no branches abroad.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### VI. DIFFERENCES BETWEEN THE COMMUNIQUE ON PREPARATION OF CONSOLIDATED FINANCIAL STATEMENTS OF BANKS AND TURKISH ACCOUNTING STANDARDS AND SHORT EXPLANATION ABOUT THE ENTITIES SUBJECT TO FULL CONSOLIDATION OR PROPORTIONAL CONSOLIDATION AND ENTITIES WHICH ARE DEDUCTED FROM EQUITY OR ENTITIES WHICH ARE NOT INCLUDED IN THESE THREE METHODS

There is no difference between consolidated financial statements prepared in accordance with BRSA regulation on the preparation of consolidated financial statements and consolidated financial statements prepared in accordance with Turkish Accounting Standards for the Bank. The Bank's subsidiary Ziraat Katılım Varlık Kiralama A.Ş which is established on 22 January 2016 and ZKB Varlık Kiralama A.Ş. which is established in 8 September 2017 are consolidated within the scope of full consolidation.

### VII. CURRENT OR LIKELY ACTUAL LEGAL BARRIERS TO IMMEDIATE TRANSFER OF EQUITY OR REPAYMENT OF DEBTS BETWEEN PARENT BANK AND ITS SUBSIDIARIES

None.

### **SECTION TWO**

### THE BANK'S UNCONSOLIDATED FINANCIAL STATEMENTS

- I. Balance sheet (statement of financial position)
- II. Statement of off-balance sheet commitments
- III. Statement of profit or loss
- IV. Statement of profit or loss and other comprehensive income
- V. Statements of changes in shareholders' equity
- VI. Statement of cash flows
- VII. Statement of profit distribution

### UNCONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                |   | Note  | Audited<br>Current Period<br>(31/12/2019) |            |            | Audited Revised <sup>(*)</sup><br>Prior period<br>(31/12/2018) |           |            |
|----------------|---|---|---|------------|------------|--|-----------|------------|
|                | AKTIF VASSETS   | (V)   | TL  | FC         | Total      | TL   | FC        | Total      |
|                |   |   |   |            |            |  |           |            |
| I.             | FINANCIAL ASSETS (NET)  |   | 2.190.417                                 | 4.024.699  | 6.215.116  | 1.522.500  | 2.600.622 | 4.123.122  |
| 1.1            | Cash And Cash Equivalents   |   | 105.170                                   | 3.705.513  | 3.810.683  | 339.129  | 2.470.056 | 2.809.185  |
| 1.1.1          | Cash And Balances With Central Bank                                     | (1)   | 100.139                                   | 2.794.300  | 2.894.439  | 333.810  | 1.673.503 | 2.007.313  |
| 1.1.2          | Banks   | (2)   | 5.205                                     | 911.213    | 916.418    | 6.153  | 796.553   | 802.706    |
| 1.1.3          | Money Market Placements   |   | -   |            | -          | -  | -         | -          |
| 1.1.4          | Expected Credit Losses (-)  | (4)   | 174                                       | -          | 174        | 834  | -         | 834        |
| 1.2            | Financial Assets Measured At Fair Value Through<br>Profit/Loss          |   | -   | -          | -          | -  | -         | -          |
| 1.2.1          | Government Securities   |   | -   | -          | -          | -  | -         | -          |
| 1.2.2          | Equity Securities   |   | -   | -          | -          | -  | -         | -          |
| 1.2.3          | Other Financial Assets  |   | -   | -          | -          | -  | -         | -          |
| 1.3            | Financial Assets Measured at Fair Value Through                         |   |   |            |            |  |           |            |
|                | Other Comprehensive Income  | (3)   | 2.085.220                                 | 301.717    | 2.386.937  | 1.183.358  | 121.017   | 1.304.375  |
| 1.3.1          | Government Securities   |   | -   | -          | -          | -  | -         | -          |
| 1.3.2          | Equity Securities   |   | 7.672                                     | -          | 7.672      | 4.910  | -         | 4.910      |
| 1.3.3          | Other Financial Assets  |   | 2.077.548                                 | 301.717    | 2.379.265  | 1.178.448  | 121.017   | 1.299.465  |
| 1.4            | Derivative Financial Assets   | (5)   | 27  | 17.469     | 17.496     | 13   | 9.549     | 9.562      |
| 1.4.1          | Derivative Financial Assets Measured at FVTPL                           |   | 27  | 17.469     | 17.496     | 13   | 9.549     | 9.562      |
| 1.4.2          | Derivative Financial Assets Measured at FVOCI                           |   | -   | -          | -          | -  | -         | -          |
| <br>II.        | FINANCIAL ASSETS MEASURED AT AMORTIZED                                  |   |   |            |            |  |           |            |
|                | COST (NET)  |   | 18.004.119                                | 11.534.815 | 29.538.934 | 13.535.130   | 7.346.099 | 20.881.229 |
| 2.1            | Loans   | (6)   | 17.045.982                                | 8.862.682  | 25.908.664 | 12.274.161   | 4.969.829 | 17.243.990 |
| 2.2            | Lease Receivables   |   | 1.531.983                                 | 2.124.383  | 3.656.366  | 1.772.369  | 2.376.270 | 4.148.639  |
| 2.3            | Measured at Amortized Cost  | (7)   | -   | 547.750    | 547.750    | -  | -         | -          |
| 2.3.1          | Government Securities   | <u>, , , , , , , , , , , , , , , , , , , </u> | _   | 547.750    | 547.750    | _  | _         | -          |
| 2.3.2          | Other Financial Assets  |   |   | 547.750    | 547.750    |  |           |            |
| 2.3.2<br>2.4   | Expected Credit Losses (-)  |   | 573.846                                   |            | 573.846    | 511.400  |           | 511 400    |
| 2.4<br>   .    | ASSETS HELD FOR SALE AND ASSETS OF                                      |   | 575.040                                   |            | 373.040    | 511.400  |           | 511.400    |
|                | DISCONTINUED OPERATIONS (Net)   | (8)   | 104.069                                   | _          | 104.069    | 5.222  | _         | 5.222      |
| 3.1            | Asset Held for Sale   | (0)   | 104.069                                   |            | 104.069    | 5.222  | _         | 5.222      |
| 3.2            | Assets of Discontinued Operations                                       |   | 104.005                                   |            | -          | 5.222  |           | -          |
| 5.2<br>IV.     | INVESTMENTS IN ASSOCIATES SUBSIDIARIES AND                              |   |   |            |            |  |           |            |
| I V.           | JOINT VENTURES  | (9)   | 100                                       | _          | 100        | 46.878   | _         | 46.878     |
| 4.1            | Associates (Net)  | (3)   | -   | _          | -          | 46.778   | _         | 46.778     |
| 4.1.1          | Associates Consolidated Under Equity Accounting                         |   |   |            |            | 40.770   |           | 40.770     |
| 4.1.2          | Unconsolidated Associates   |   |   |            |            | 46.778   |           | 46.778     |
| 4.1.2<br>4.2   |   |   | 100                                       |            | 100        | 40.778   |           | 40.778     |
|                | Subsidiaries (Net) Unconsolidated Financial Investments in Subsidiaries |   | · · · · · · · · · · · · · · · · · · ·     |            |            |  | -         |            |
| 4.2.1<br>4.2.2 | Unconsolidated Non-Financial Investments in                             |   | 100                                       | -          | 100        | 100  | -         | 100        |
| 4 7            | Subsidiaries  |   | -   | -          | -          | -  | -         | -          |
| <b>4.3</b>     | Joint Ventures (Net)  |   | -   | -          | -          | -  | -         | -          |
| 4.3.1          | Joint-Ventures Consolidated Under Equity Accounting                     |   | -   | -          | -          | -  | -         | -          |
| 4.3.2          | Unconsolidated Joint-Ventures   | (10)  | 157 507                                   |            | 157 507    | 52.050   | -         | -          |
| V.             | TANGIBLE ASSETS (NET)   | (10)  | 157.597                                   |            | 157.597    | 52.659   | -         | 52.659     |
| VI.            | INTANGIBLE ASSETS (Net)   | (11)  | 120.641                                   | -          | 120.641    | 81.172   | -         | 81.172     |
| 6.1            | Goodwill  |   | -   | -          | -          | -  | -         | -          |
| 6.2            | Other   |   | 120.641                                   | -          | 120.641    | 81.172   | -         | 81.172     |
| VII.           |   | (12)  | -   | -          | -          | -  | -         | -          |
| VIII.          | CURRENT TAX ASSET   | (13)  |   | - [        | -          | -  | -         | -          |
| IX.            | DEFERRED TAX ASSETS   | (14)  | 42.153                                    | -          | 42.153     | 54.954   | -         | 54.954     |
| <b>X.</b>      | OTHER ASSETS  | (15)  | 148.037                                   | 65.527     | 213.564    | 215.275  | 16.845    | 232.120    |
|                | TOTAL ASSETS  | : 1   | 20.767.133                                | 15.625.041 | 36.392.174 | 15.513.790   | 9.963.566 | 25.477.356 |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

### UNCONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|        | LIABILITIES AND SHAREHOLDERS' EQUITY   | Note | Audited<br>Current period<br>(31/12/2019) |            |            | Au        | C                  |            |
|--------|--|------|---|------------|------------|-----------|--------------------|------------|
|        |  | (V)  | TL  | FC         | Total      | TL        | (31/12/2018)<br>FC | Total      |
| l.     | FUNDS COLLECTED  | (1)  | 13.032.205                                | 12.425.040 | 25.457.245 | 8.248.548 | 6.902.550          | 15.151.098 |
| П.     | FUNDS BORROWED   | (2)  | 2.857.534                                 | 3.121.136  | 5.978.670  | 1.791.870 | 4.219.555          | 6.011.425  |
|        | MONEY MARKET DEBTS   | (3)  | 19.135                                    | -          | 19.135     | 864.414   | -                  | 864.414    |
| IV.    | SECURITIES ISSUED (Net)  | (4)  | -   | -          | -          | 179.895   | -                  | 179.895    |
| V.     | FINANCIAL LIABILITIES AT FAIR VALUE<br>THROUGH PROFIT OR LOSS  | (5)  | -   | -          | -          | -         | -                  | -          |
| VI.    | DERIVATIVE FINANCIAL LIABILITIES   | (6)  | 19  | 12.460     | 12.479     | -         | 6.145              | 6.145      |
| 6.1    | Derivative Financial Liabilities at Fair Value<br>Through Profit or Loss                                 |      | 19  | 12.460     | 12.479     | -         | 6.145              | 6.145      |
| 6.2    | Derivative Financial Liabilities at Fair Value<br>Through Other Comprehensive Income                     |      | -   | -          | -          | -         | -                  | -          |
| VII.   | LEASE PAYABLES   | (7)  | 97.792                                    | 12.267     | 110.059    | -         | 415                | 415        |
| VIII.  | PROVISIONS   | (8)  | 189.634                                   | 45.645     | 235.279    | 119.617   | 14.016             | 133.633    |
| 8.1    | Restructuring Provisions   |      | -   | -          | -          | -         | -                  | -          |
| 8.2    | Reserve for Employee Benefits  |      | 35.712                                    | -          | 35.712     | 23.254    | -                  | 23.254     |
| 8.3    | Insurance Technical Provisions (Net)   |      | -   | -          | -          | -         | -                  | -          |
| 8.4    | Other Provisions   |      | 153.922                                   | 45.645     | 199.567    | 96.363    | 14.016             | 110.379    |
| IX.    | CURRENT TAX LIABILITY  | (9)  | 122.393                                   | -          | 122.393    | 43.772    | -                  | 43.772     |
| X      | DEFERRED TAX LIABILITY   | (10) | -   | -          | -          | -         | -                  | -          |
| XI.    | LIABILITIES FROM PROPERTY AND<br>EQUIPMENT HELD FOR SALE AND RELATED TO<br>DISCONTINUED OPERATIONS (Net) | (11) | -   | -          | -          | -         | -                  | -          |
| 11.1   | Held for Sale Purpose  |      | -   | -          | -          | -         | -                  | -          |
| 11.2   | Related to Discontinued Operations   |      | -   | -          | -          | -         | -                  | -          |
| XII.   | SUBORDINATED DEBT INSTRUMENTS  | (12) | 312.351                                   | 537.338    | 849.689    | -         | -                  | -          |
| 12.1   | Loans  |      | 312.351                                   | 537.338    | 849.689    | -         | -                  | -          |
| 12.2   | Other Debt Instruments   |      | -   | -          | -          | -         | -                  | -          |
| XIII.  | OTHER LIABILITIES  | (13) | 363.592                                   | 76.805     | 440.397    | 462.876   | 78.786             | 541.662    |
| XIV.   | SHAREHOLDERS' EQUITY   | (14) | 3.166.186                                 | 642        | 3.166.828  | 2.544.592 | 305                | 2.544.897  |
| 14.1   | Paid-in capital  |      | 1.750.000                                 | -          | 1.750.000  | 1.750.000 | -                  | 1.750.000  |
| 14.2   | Capital Reserves   |      | 261.513                                   | -          | 261.513    | 250.000   | -                  | 250.000    |
| 14.2.1 | Share Premium  |      | -   | -          | -          | -         | -                  | -          |
| 14.2.2 | Share Cancellation Profits   |      | -   | -          | -          | -         | -                  | -          |
| 14.2.3 | Other Capital Reserve  |      | 261.513                                   | -          | 261.513    | 250.000   | -                  | 250.000    |
| 14.3   | Accumulated Other Comprehensive Income or<br>Loss That will not be Reclaasified in Profit or Loss        |      | (2.365)                                   | -          | (2.365)    | (2.408)   | -                  | (2.408)    |
| 14.4   | Accumulated Other Comprehensive Income or<br>Loss That will not be Reclassified in Profit or Loss        |      | 56.429                                    | 642        | 57.071     | (36.874)  | 305                | (36.569)   |
| 14.5   | Profit Reserves  |      | 555.646                                   | -          | 555.646    | 232.981   | -                  | 232.981    |
| 14.5.1 | Legal Reserves   |      | 35.234                                    | -          | 35.234     | 17.930    | -                  | 17.930     |
| 14.5.2 | Status Reserves  |      | -   | -          | -          | -         | -                  | -          |
| 14.5.3 | Extraordinary Reserves   |      | 488.002                                   | -          | 488.002    | 204.675   | -                  | 204.675    |
| 14.5.4 | Other Profit Reserves  |      | 32.410                                    | -          | 32.410     | 10.376    | -                  | 10.376     |
| 14.6   | Profit or (Loss)   |      | 544.963                                   | -          | 544.963    | 350.893   | -                  | 350.893    |
| 14.6.1 | Prior Period Profit/Loss   |      | 28.228                                    | -          | 28.228     | 25.660    | -                  | 25.660     |
| 14.6.2 | Current Period Profit/Loss   |      | 516.735                                   | -          | 516.735    | 325.233   | -                  | 325.233    |
|        |  |      |   |            |            |           |                    |            |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

# UNCONSOLIDATED STATEMENT OF OFF-BALANCE SHEET COMMITMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                  |   |      | Thousands of Turkish lira |  |            |           |                    |            |  |  |
|------------------|---|------|---------------------------|--|------------|-----------|--------------------|------------|--|--|
|                  |   | Note |                           | Audited<br>urrent Period<br>(31/12/2019) | Au         | C         |                    |            |  |  |
|                  |   | (V)  | TL                        | FC                                       | Total      | TL        | (31/12/2018)<br>FC | Total      |  |  |
| A OFF<br>(I+II+I | -BALANCE SHEET COMMITMENTS<br>II)                               | (1)  | 5.266.395                 | 9.101.213                                | 14.367.608 | 4.369.125 | 8.904.033          | 13.273.158 |  |  |
| Ι.               | GUARANTEES AND WARRANTIES                                       |      | 4.926.966                 | 6.401.171                                | 11.328.137 | 4.070.241 | 6.213.201          | 10.283.442 |  |  |
| 1.1              | Letters of Guarantee  |      | 4.892.685                 | 4.488.870                                | 9.381.555  | 4.058.895 | 4.581.471          | 8.640.366  |  |  |
| 1.1.1            | Guarantees Subject to State Tender Law                          |      | 119.125                   | 1.304.053                                | 1.423.178  | 263.507   | 1.436.775          | 1.700.282  |  |  |
| 1.1.2            | Guarantees Given for Foreign Trade<br>Operations                |      | 4.559.726                 | -  | 4.559.726  | 3.622.754 | -                  | 3.622.754  |  |  |
| 1.1.3            | Other Letters of Guarantee                                      |      | 213.834                   | 3.184.817                                | 3.398.651  | 172.634   | 3.144.696          | 3.317.330  |  |  |
| 1.2              | Bank Acceptances  |      | -                         | 18.753                                   | 18.753     | -         | 3.591              | 3.591      |  |  |
| 1.2.1            | Import Letter of Acceptance                                     |      | -                         | 18.753                                   | 18.753     | -         | 3.591              | 3.591      |  |  |
| 1.2.2            | Other Bank Acceptances  |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 1.3              | Letters of Credit   |      | 29.071                    | 954.074                                  | 983.145    | 5.584     | 611.224            | 616.808    |  |  |
| 1.3.1            | Documentary Letters of Credit                                   |      | 29.071                    | 954.074                                  | 983.145    | 5.584     | 611.224            | 616.808    |  |  |
| 1.3.2            | Other Letters of Credit   |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 1.4              | Prefinancing Given as Guarantee                                 |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 1.5              | Endorsements  |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 1.5.1            | Endorsements to the Central Bank of the Republic of Turkey      |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 1.5.2            | Other Endorsements  |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 1.6              | Other Guarantees  |      | -                         | 939.474                                  | 939.474    | -         | 1.010.273          | 1.010.273  |  |  |
| 1.7              | Other Collaterals   |      | 5.210                     | -  | 5.210      | 5.762     | 6.642              | 12.404     |  |  |
| II.              | COMMITMENTS   | (1)  | 334.484                   | 65.749                                   | 400.233    | 298.884   | 59.931             | 358.815    |  |  |
| 2.1              | Irrevocable Commitments   |      | 334.484                   | 65.749                                   | 400.233    | 298.884   | 59.931             | 358.815    |  |  |
| 2.1.1            | Forward asset purchase commitments                              |      | 42.995                    | 65.749                                   | 108.744    | 28.133    | 59.931             | 88.064     |  |  |
| 2.1.2            | Share Capital Commitments to<br>Associates and Subsidiaries     |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 2.1.3            | Loan Granting Commitments                                       |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 2.1.4            | Securities Issue Brokerage<br>Commitments                       |      | _                         | -  | _          | -         | -                  | -          |  |  |
| 2.1.5            | Commitments for Reserve Deposit<br>Requirements                 |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 2.1.6            | Payment commitment for checks                                   |      | 157.323                   | -  | 157.323    | 102.994   | -                  | 102.994    |  |  |
| 2.1.7            | Tax and Fund Liabilities from Export<br>Commitments             |      | 11.509                    | _  | 11.509     | 6.925     | _                  | 6.925      |  |  |
| 2.1.8            | Commitments for Credit Card Limits                              |      | -                         | -  | -          | -         |                    | -          |  |  |
| 2.1.0            | Commitments for Credit Cards and                                |      | -                         | _  | -          | -         |                    |            |  |  |
| 2.1.5            | Banking Services Promotions                                     |      | _                         | _  | _          | _         | _                  | -          |  |  |
| 2.1.10           | Receivables from Short Sale                                     |      |                           |  |            |           |                    |            |  |  |
|                  | Commitments of Marketable Securities                            |      | -                         | -  | -          | -         | -                  | -          |  |  |
| 2.1.11           | Payables for Short Sale Commitments of<br>Marketable Securities |      | _                         | _  | _          | _         | _                  | -          |  |  |
| 2.1.12           | Other Irrevocable Commitments                                   |      | 122.657                   | -  | 122.657    | 160.832   | _                  | 160.832    |  |  |
| Z.I.IZ           |   |      | 122.037                   | -  | 122.037    | 100.032   | -                  | 100.63     |  |  |

# UNCONSOLIDATED STATEMENT OF OFF-BALANCE SHEET COMMITMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| 2.2.2<br>III.<br>3.1<br>3.1.1<br>3.1.2<br>3.1.3<br>3.2       | Revocable Loan Granting Commitments<br>Other Revocable Commitments<br><b>DERIVATIVE FINANCIAL INSTRUMENTS</b><br>Hedging Derivative Financial<br>Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions | Note<br>(V) |                                     | Audited<br>Current Period<br>(31/12/2019)<br>FC<br>-<br>-<br>2.634.293<br>-<br>- | Total<br>-<br>-<br>2.639.238 | Au<br>TL<br>-<br>-<br>- | Idited Revised<br>Prior Period<br>(31/12/2018)<br>FC<br>-<br>-<br>2.630.901 | (*)<br>Total<br>-<br>-<br>2.630.901 |
|--|---|-------------|-------------------------------------|--|------------------------------|-------------------------|---|-------------------------------------|
| 2.2.2<br>III.<br>3.1<br>3.1.1<br>3.1.2<br>3.1.3<br>3.2       | Other Revocable Commitments<br>DERIVATIVE FINANCIAL INSTRUMENTS<br>Hedging Derivative Financial<br>Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions   |             | TL<br>-<br>-                        | FC<br>-<br>-   | -<br>-                       | TL<br>-<br>-<br>-       | -<br>-  | -                                   |
| 2.2.2<br>III.<br>3.1<br>3.1.1<br>3.1.2<br>3.1.3<br>3.2       | Other Revocable Commitments<br>DERIVATIVE FINANCIAL INSTRUMENTS<br>Hedging Derivative Financial<br>Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions   |             | -<br>-<br>4.945<br>-<br>-<br>-<br>- | -<br>-<br>2.634.293<br>-<br>-  | -<br>-<br>2.639.238          | -<br>-<br>-             | -<br>-<br>2.630.901   | 2 630 901                           |
| 2.2.2<br>III.<br>3.1<br>3.1.1<br>3.1.2<br>3.1.3<br>3.2       | Other Revocable Commitments<br>DERIVATIVE FINANCIAL INSTRUMENTS<br>Hedging Derivative Financial<br>Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions   |             | -<br>4.945<br>-<br>-<br>-           | -<br>2.634.293<br>-<br>-   | -<br>2.639.238               | -<br>-<br>-             | -<br>2.630.901  | - 2 630 901                         |
| III.       3.1       3.1.1       3.1.2       3.1.3       3.2 | DERIVATIVE FINANCIAL INSTRUMENTS<br>Hedging Derivative Financial<br>Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions  |             | 4.945<br>-<br>-<br>-                | 2.634.293<br>-<br>-  | 2.639.238                    | -                       | 2.630.901   | 2 630 901                           |
| 3.1<br>3.1.1<br>3.1.2<br>3.1.3<br>3.2                        | Hedging Derivative Financial<br>Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions  |             | -                                   | -  | 2.000.200                    |                         | 2.030.301   |                                     |
| 3.1.1<br>3.1.2<br>3.1.3<br>3.2                               | Instruments<br>Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions  |             | -<br>-<br>-                         | -  | _                            |                         | :   | 2.000.001                           |
| 3.1.1<br>3.1.2<br>3.1.3<br>3.2                               | Fair value hedge<br>Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions   |             | -<br>-                              | -  | - :                          | -                       | -   | -                                   |
| 3.1.2<br>3.1.3<br>3.2  | Cash flow hedge<br>Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions   |             | -                                   |  | -                            | -                       | -   | -                                   |
| 3.1.3<br>3.2   | Foreign Net Investment Hedges<br>Trading Derivative Financial Instruments<br>Forward Foreign Currency Buy/Sell<br>Transactions  |             |                                     | -  | -                            | -                       | -   | -                                   |
| •••••••  | Forward Foreign Currency Buy/Sell<br>Transactions   |             | -                                   | -  | -                            | -                       | -   | -                                   |
| 7 2 1  | Transactions  |             | 4.945                               | 2.634.293  | 2.639.238                    | -                       | 2.630.901   | 2.630.901                           |
| J.Z.I ·  | Transactions  |             |                                     |  |                              |                         |   |                                     |
|  |   |             | 4.945                               | 2.634.293  | 2.639.238                    | -                       | 2.630.901   | 2.630.901                           |
| 3.2.1.1  | Forward Foreign Currency Transactions-  |             |                                     |  |                              |                         |   |                                     |
|  | Buy   |             | 4.945                               | 1.317.991  | 1.322.936                    | -                       | 1.321.437   | 1.321.437                           |
| 3.2.1.2  | Forward Foreign Currency Transactions-  |             |                                     |  |                              |                         |   |                                     |
|  | Sell  |             | -                                   | 1.316.302  | 1.316.302                    | -                       | 1.309.464   | 1.309.464                           |
| 3.2.2  | Other Forward Buy/Sell Transaction  |             | -                                   | -  | -                            | -                       | -   | -                                   |
| 3.3  | Other   |             | -                                   | -  | -                            | -                       | -   | -                                   |
|  | CUSTODY AND PLEDGES RECEIVED  |             |                                     |  |                              |                         |   |                                     |
|  | (IV+V+VI)   |             | 30.357.632                          | 4.147.848  | 34.505.480                   | 19.380.896              | 2.390.013   | 21.770.909                          |
| ·····  | ITEMS HELD IN CUSTODY   |             | 4.972.403                           | 1.315.878  | 6.288.281                    | 1.322.027               | 752.222   | 2.074.249                           |
| ·····  | Customer Fund and Portfolio Balances  |             | -                                   | -  | -                            | -                       | -   | -                                   |
| ·····  | Investment Securities Held in Custody   |             | 4.448.877                           | -  | 4.448.877                    | 919.760                 | -   | 919.760                             |
| ····· <del>;</del> ··  | Checks Received for Collection  |             | 438.873                             | 95.040   | 533.913                      | 361.417                 | 61.070  | 422.487                             |
|  | Commercial Notes Received for<br>Collection   |             | 55.181                              | 13.204   | 68.385                       | 39.613                  | 2.604   | 42.217                              |
| 4.5  | Other Assets Received for Collection  |             | -                                   | -  | -                            | -                       | -   | -                                   |
| 4.6  | Assets Received for Public Offering   |             | -                                   | -  | -                            | -                       | -   | -                                   |
| 4.7  | Other Items Under Custody   |             | 29.472                              | 347.982  | 377.454                      | 1.237                   | 297.828   | 299.065                             |
| 4.8  | Custodians  |             | -                                   | 859.652  | 859.652                      | -                       | 390.720   | 390.720                             |
| V.   | PLEDGES RECEIVED  |             | 25.385.229                          | 2.831.970  | 28.217.199                   | 18.058.869              | 1.637.791   | 19.696.660                          |
| 5.1  | Marketable Securities   |             | 907.668                             | 150.109  | 1.057.777                    | 919.767                 | 442.154   | 1.361.921                           |
| 5.2  | Guarantee Notes   |             | 1.138.470                           | 177.775  | 1.316.245                    | 1.204.313               | 156.295   | 1.360.608                           |
| 5.3  | Commodity   |             | 1.493.748                           | 544.166  | 2.037.914                    | 1.286.488               | 367.493   | 1.653.981                           |
| 5.4  | Warranty  |             | -                                   | -  | -                            | -                       | -   | -                                   |
| 5.5  | Properties  |             | 17.783.352                          | 1.032.354  | 18.815.706                   | 12.115.418              | 105.561   | 12.220.979                          |
| 5.6  | Other Pledged Items   |             | 4.061.991                           | 927.566  | 4.989.557                    | 2.532.883               | 566.288   | 3.099.171                           |
| 5.7  | Pledged Items-Depository  |             | -                                   | -  | -                            | -                       | -   | -                                   |
|  | ACCEPTED INDEPENDENT<br>GUARANTEES AND WARRANTIES   |             | -                                   | -  | -                            | -                       | -   | -                                   |
|  | TOTAL OFF-BALANCE SHEET<br>COMMITMENTS (A+B)  |             |                                     |  |                              |                         | 11.294.046  |                                     |

(\*) Reorganization effects disclosed in section three footnote III.

# UNCONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|           | INCOME/EXPENSE ITEMS   | Note<br>(V) | Audited<br>Current Period<br>01/01-31/12/2019 | ۵ Audited Revised<br>Prior Period<br>01/01-31/12/2018 |
|-----------|--|-------------|---|---|
| I.        | PROFIT SHARE INCOME  | (1)         | 3.594.457                                     | 2.328.382   |
| 1.1       | Profit Share on Loans  |             | 2.894.603                                     | 1.853.991   |
| 1.2       | Profit Share on Reserve Deposits   |             | 39.137  | 37.081  |
| 1.3       | Profit Share on Banks  |             | 574   | 7.039   |
| .4        | Profit Share on Money Market Placements                                    |             | -   | -   |
| .5        | Profit Share on Marketable Securities Portfolio                            |             | 245.733                                       | 136.942   |
| .5.1      | Financial Assets Measured at Fair Value Through Profit/Loss                |             | 16.716  | -   |
| .5.2      | Financial Assets Measured at Fair Value Through Other Comprehensive Income |             | 229.017                                       | 136.942   |
| .5.3      | Financial Assets Measured at Amortised Cost                                |             | -   |   |
| .6        | Financial Lease Income   |             | 380.566                                       | 273.277   |
| .7        | Other Profit Share Income  |             | 33.844  | 20.052  |
| I.        | PROFIT SHARE EXPENSE   | (2)         | 2.225.532                                     | 1.462.96  |
| 2.1       | Expense on Profit Sharing Accounts   |             | 1.528.842                                     | 1.099.243   |
| 2.2       | Profit Share Expense on Funds Borrowed                                     |             | 659.132                                       | 305.482   |
| 2.3       | Profit Share Expense on Money Market Borrowings                            |             | 12.323  | 24.80   |
| 2.4       | Expense on Securities Issued   |             | 4.604   | 33.427  |
| 2.5       | Lease Profit Share Expense   |             | 20.545  | 7   |
| 2.6       | Other Profit Share Expenses  |             | 86  |   |
|           | NET PROFIT SHARE INCOME (I - II)   |             | 1.368.925                                     | 865.42  |
| <b>V.</b> | NET FEES AND COMMISSIONS INCOME/EXPENSE                                    |             | 94.452  | 77.679  |
| 4.1       | Fees and Commissions Received  |             | 143.325                                       | 102.817   |
| 4.1.1     | Non-cash Loans   |             | 114.436                                       | 66.607  |
| 4.1.2     | Other  |             | 28.889  | 36.210  |
| 1.2       | Fees and commissions paid  |             | 48.873  | 25.138  |
| 4.2.1     | Non-cash Loans   |             | 35  | 196   |
| 1.2.2     | Other  |             | 48.838  | 24.942  |
| ۷.        | DIVIDEND INCOME  | (3)         | 17.762  | 923   |
| /I.       | NET TRADING INCOME   | (4)         | 69.478  | 53.498  |
| 5.1       | Capital Market Transaction Gains/Losses                                    |             | 1.566   | (2.396)   |
| 5.2       | Gains/Losses From Derivative Financial Instruments                         |             | 44.062  | 66.390  |
| 5.3       | Foreign Exchange Gains/Losses  |             | 23.850  | (10.496)  |
| VII.      | OTHER OPERATING INCOME   | (5)         | 159.008                                       | 119.82  |
| /111.     | TOTAL OPERATING PROFIT (III+IV+V+VI+VII)                                   |             | 1.709.625                                     | 1.117.342   |
| х.        | EXPECTED CREDIT LOSSES (-)   | (6)         | 492.171                                       | 346.619   |
| κ.        | OTHER PROVISIONS (-)   |             | 87.244  | 50.036  |
| XI.       | PERSONNEL EXPENSES (-)   |             | 183.767                                       | 137.857   |
| XII.      | OTHER OPERATING EXPENSES (-)   | (7)         | 241.143                                       | 167.383   |
| XIII.     | NET OPERATING PROFIT/LOSS (VIII-IX-X-XI-XII)                               |             | 705.300                                       | 415.447   |
| XIV       | INCOME RESULTED FROM MERGERS   |             | -   |   |
| XV.       | INCOME/LOSS FROM EQUITY METHOD APPLIED SUBSIDIARIES                        |             | -   | •   |
| KVI.      | GAIN/LOSS ON NET MONETARY POSITION   |             | -   | -   |
|           | PROFIT/LOSS BEFORE TAX FROM CONTINUED OPERATIONS (XII++XV)                 | (8)         | 705.300                                       | 415.447   |
| XVIII.    | TAX PROVISION FOR CONTINUED OPERATIONS (±)                                 | (9)         | (188.565)                                     | (90.214)  |
| 18.1      | Current Tax Provision  |             | (202.224)                                     | (117.048)   |
|           | Expense Effect of Deferred Tax (+)   |             | (4.150)                                       | (10.093)  |
|           | Income Effect of Deferred Tax (-)  |             | 17.809  | 36.927  |
|           | NETOPERATING PROFIT/LOSS AFTER TAXES (XVI±XVII)                            | (10)        | 516.735                                       | 325.233   |
|           | INCOME FROM DISCONTINUED OPERATIONS  |             | -   | •   |
| 20.1      | Income from Assets Held for Sale   |             | -   | -   |
| 20.2      | Profit from Sales of Associates, Subsidiaries and Joint Ventures           |             | -   |   |
|           | Income from Other Discontinued Operations                                  |             | -   |   |
|           | EXPENSES FROM DISCONTINUED OPERATIONS (-)                                  |             | -   | -   |
| 21.1      | Expenses on Assets Held for Sale   |             | -   |   |
|           | Loss from Sales of Associates, Subsidiaries and Joint Ventures             |             | -   |   |
| 1.3       | Expenses from Other Discontinued Operations                                |             | -   |   |
|           | PROFIT/LOSS BEFORE TAXES ON DISCONTINUED OPERATIONS (XIX-XX)               |             | -   | •   |
|           | PROVISION FOR TAXES OF DISCONTINUED OPERATIONS (±)                         |             | -   | •   |
| 23.1      | Current Tax Charge   |             | -   | •   |
|           | Expense Effect of Deferred Tax (+)   |             | -   | •   |
|           | Income Effect of Deferred Tax (-)  |             |   |   |
|           | NET PROFIT/LOSS FROM DISCONTINUED OPERATIONS (XXI±XXII)                    |             |   |   |
| XV.       | NET PROFIT/LOSS (XVIII+XXIII)  | (11)        | 516.735                                       | 325.233   |
|           | Earnings per share income/loss (Full TL)                                   |             | 0,2953  | 0,1858  |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

# UNCONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2019

|            | THOUSANDS OF TURKISH LIRA  |                                    |   |
|------------|--|------------------------------------|---|
|            |  | Current Period<br>01/01-31/12/2019 | Audited Revised<br>Prior Period<br>01/01-31/12/2018 |
| Ι.         | CURRENT PERIOD PROFIT/LOSS   | 516.735                            | 325.233   |
| <u>II.</u> | OTHER COMPREHENSIVE INCOME   | 93.683                             | (23.123)  |
| 2.1        | Other Income/Expense Items not to be Reclassified to Profit or Loss                          | 43                                 | (1.937)   |
| 2.1.1      | Revaluation Surplus on Tangible Assets   | -                                  | -   |
| 2.1.2      | Revaluation Surplus on Intangible Assets   | -                                  | -   |
| 2.1.3      | Defined Benefit Plans' Actuarial Gains/Losses  | 52                                 | (2.363)   |
| 2.1.4      | Other Income/Expense Items not to be Recycled to Profit or Loss                              | -                                  | -   |
| 2.1.5      | Deferred Taxes on Other Comprehensive Income not to be Recycled to Profit or Loss            | (9)                                | 426   |
| 2.2        | Other Income/Expense Items to be Recycled to Profit or Loss                                  | 93.640                             | (21.186)  |
| 2.2.1      | Translation Differences  | -                                  | -   |
| 2.2.2      | Income/Expenses from Valuation and/or Reclassification of Financial Assets Measured at FVOCI | 120.051                            | (27.162)  |
| 2.2.3      | Gains/losses from Cash Flow Hedges   | -                                  | -   |
| 2.2.4      | Gains/Losses on Hedges of Net Investments in Foreign Operations                              | -                                  | -   |
| 2.2.5      | Other Income/Expense Items to be Recycled to Profit or Loss                                  | -                                  | -   |
| 2.2.6      | Deferred Taxes on Other Comprehensive Income to be Recycled to Profit or Loss                | (26.411)                           | 5.976   |
| III.       | TOTAL COMPREHENSIVE INCOME (I+II)  | 610.418                            | 302.110   |

# UNCONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|           |   |                    |                  |   |                              | Other Accumula |   | ive Income or Expense that will not be<br>in Profit and Loss  |           |
|-----------|---|--------------------|------------------|---|------------------------------|----------------|---|---|-----------|
|           | STATEMENT OF CHANGES IN<br>SHAREHOLDERS' EQUITY             | Paid-in<br>capital | Share<br>Premium | Share<br>Certificate<br>Cancellation<br>Profits | Other<br>Capital<br>Reserves | Increase/      | Accumulated<br>Remeasurement<br>Gain/Loss of<br>Defined Benefit<br>Pension Plan | Comprehensive Income Not<br>Classified Through Profit or Loss and<br>Other Accumulated Amounts of Other<br>Comprehensive Income Items Not |           |
|           | Prior Year  |                    |                  |   |                              |                |   |   |           |
|           | 1 January - 31.12.2018                                      |                    |                  |   |                              |                |   |   |           |
| l.        | Prior Period End Balance                                    | 1.250.000          | -                | -   | -                            | -              | (471)   |   | · · · · · |
| II.       | Adjustments in Accordance with<br>TAS 8                     | _                  | _                | -   | _                            | _              | -   | -   |           |
| 2.1       | Effects of Corrections                                      | -                  | -                | -   | -                            | -              | -   |   | 1         |
|           | Effect of Changes in Accounting<br>Policies                 | -                  | -                | -   | -                            | -              | -   | -   |           |
| Ш.        | Adjusted Beginning Balance (I+II)                           | 1.250.000          | -                | -   | -                            | -              | (471)   | -   |           |
| IV.       | Total Comprehensive Income                                  | -                  | -                | -   | -                            | -              | (1.937)   | -   |           |
| ۷.        | Capital Increase by Cash                                    | 500.000            | -                | -   | -                            | -              | -   |   |           |
| VI.       | Capital Increase by Internal                                |                    |                  |   |                              |                |   |   |           |
| VII       | Sources<br>Paid-in Capital Inflation                        | -                  | -                | -   | -                            | -              | -   |   |           |
| v II.     | Adjustment Difference                                       | -                  | -                | -   | -                            | -              | -   | -   |           |
| VIII.     | Convertible Bonds to Shares                                 | -                  | -                | -   | -                            | -              | -   | -   |           |
| IX.       | Subordinated Debt Instruments                               | -                  | -                | -   | -                            | -              | -   |   |           |
| Х.        | Increase/Decrease by Other                                  |                    |                  |   |                              |                |   |   |           |
|           | Changes <sup>(*)</sup>                                      | -                  | -                | -   | 250.000                      | -              |   |   | -         |
|           | Profit Distribution   | -                  | -                | -   | -                            | -              | -   |   |           |
|           | Dividends Paid  | -                  | -                | -   | -                            | -              | -   | -   | -         |
|           | Transfers to Reserves<br>Other                              | -                  | -                | -   | -                            | -              | -   |   |           |
| 11.3      | Period End Balance<br>(III+IV+X+XI)                         | 1.750.000          | -                | -   | 250.000                      | -              | (2.408)   |   |           |
|           | Current Period  |                    |                  |   |                              |                |   |   |           |
|           | 31.12.2019  |                    |                  |   |                              |                |   |   |           |
| I.        | Prior Period End Balance                                    | 1.750.000          | -                | -   | 250.000                      | -              | (2.408)   | -   |           |
| II.       | Adjustments in Accordance with<br>TAS 8                     | _                  | _                | -   | -                            | -              | -   |   |           |
|           | Effect of Correction of Errors                              | -                  | -                | -   | -                            | -              |   | -   | <u>.</u>  |
| 2.2.      | Effect of Changes in Accounting<br>Policies                 | _                  | _                | _   | _                            | _              | -   | _   |           |
| III.      | Adjusted Beginning Balance (I+II)                           | 1.750.000          | _                | _   | 250.000                      | -              | (2.408)   |   |           |
| IV.       | Total Comprehensive Income                                  | -                  | -                | -   | -                            | -              | 43  |   | ÷         |
| V.        | Capital Increase by Cash                                    | -                  | -                | -   | -                            | -              | -   | -   |           |
| VI.       | Capital Increase by Internal<br>Sources                     | -                  | -                | -   | -                            | -              | -   |   |           |
| VII.      | Paid-in Capital Inflation                                   |                    |                  |   |                              |                |   |   |           |
|           | Adjustment Difference                                       | -                  | -                | -   | -                            | -              | -   |   |           |
|           | Convertible Bonds   | -                  | -                | -   | -                            | -              | -   |   |           |
| IX.<br>X. | Subordinated Debt Instruments<br>Increase/decrease by other | -                  | -                | -   | -                            | -              | -   |   |           |
| A.        | Changes (**)  | -                  | -                | -   | 11.513                       | -              | -   | -   |           |
| XI.       | Profit Distribution   | -                  | -                | -   | _                            | -              | -   | -   |           |
| 11.1      | Dividends Paid  | -                  | -                | -   | -                            | -              | -   |   | ļ         |
|           |   | -                  | -                | -   | -                            | -              | -   | -   |           |
| 11.3      | Other   | -                  | -                | -   | -                            | -              |   |   |           |
|           | Devied and Palance  |                    |                  |   |                              |                |   |   |           |
|           | Period end Balance  |                    |                  |   |                              |                |   |   | 4         |

<sup>(2)</sup> Including Ziraat Finansal Kiralama A.S. effects of TL 324.388 from the merger with the Board of Directors' decision dated 21 February 2019 and numbered 6/1. <sup>(2)</sup> Includes fair value of initial recognition effects amounting to TL 11.513 of subordinated loan provided by the Bank from Turkey Wealth Funds Market Stability and Equalization Fund in the scope of additional main capital amounting to EUR 100.000 without demand and profit share and financial assets measured at amortized cost, which are provided on 24 April 2019, approved by BRSA dated 22 April 2019.

| <br>Other Accu  | mulated Comprehensive Income that v   |   |                          |                |         |                                |
|---|---|---|--------------------------|----------------|---------|--------------------------------|
| <br>Foreign<br>Currency<br>Translation<br>Differences | Accumulated<br>Revaluation and/or<br>Remeasurement<br>Gain/Loss of the<br>Financial Assets at Fair<br>Value Through Other<br>Comprehensive Income | Other (Cash Flow Hedge Gain/Loss,<br>Shares of Investments Valued by<br>Equity Method in Other<br>Comprehensive Income Classified<br>Through Profit or Loss and Other<br>Accumulated Amounts of Other<br>Comprehensive Income Items<br>Reclassified Through Other Profit or Loss) | Profit<br>Reserves       | Profit or      | 1       | Tota<br>Shareholders<br>Equity |
| <br>  |   |   |                          |                |         |                                |
| <br>-   | (15.383)  | -   | 9.691                    | 158.902        | -       | 1.402.739                      |
| _   | -   | _   | -                        | 25.660         | -       | 25.660                         |
| <br>-   |   | -   | -                        | -              | -       | -                              |
| _   | _   | _   | -                        | 25.660         | -       | 25.660                         |
| <br>-   | (15.383)  | -   | 9.691                    | 184.562        |         | 1.428.399                      |
| <br>-   | (21.186)  | -   | -                        | -              | 325.233 | 302.110                        |
| <br>-   |   | -   | -                        | -              | -       | 500.000                        |
| _   | -   | -   | -                        | -              | -       |                                |
|   |   |   |                          |                |         |                                |
| <br>-   |   |   | -                        | -              | -       |                                |
| <br>-   | -   | -   | -                        | -              | -       |                                |
|   |   |   | 74,700                   |                |         | 704 70                         |
| <br>-   | -   | -   | 74.388<br><b>148.902</b> | -<br>(158.902) | -       | 324.388<br>(10.000             |
| <br>-   | -   | -   | -                        | (10.000)       | -       | (10.000                        |
| <br>-   | -   | -   | -                        | -              | -       |                                |
| <br>-   |   |   | 148.902                  | (148.902)      | -       |                                |
| _   | (36.569)  | _   | 232.981                  | 25.660         | 325.233 | 2.544.897                      |
|   |   |   |                          |                |         |                                |
| <br>  | (76.560)  |   | 070.001                  | 750.007        |         | 2 5 4 4 003                    |
| <br>-   | (36.569)  |   | 232.981                  | 350.893        | -       | 2.544.897                      |
| <br>_   | -   | _   | -                        | -              | -       |                                |
| <br>-   | -   | -   | -                        | -              | -       |                                |
| -   | _   | _   | -                        | -              | -       |                                |
| <br>-   | (36.569)  | -   | 232.981                  | 350.893        | -       | 2.544.897                      |
| <br>-   | 93.640  | -   | -                        | -              | 516.735 | 610.418                        |
| <br>-   | -   | -   | -                        | -              | -       |                                |
| <br>_   | _   | _   | -                        | -              | -       |                                |
|   |   |   |                          |                |         |                                |
| <br>  | -   | -   | -                        | -              | -       |                                |
| <br>-   | -   | -   | -                        | -              | -       |                                |
|   |   | _   |                          |                | _       | 11 517                         |
| <br>-   | -   | -   | 322.665                  | (322.665)      | -       | 11.513                         |
| <br>-   | _   | -   | -                        |                | -       |                                |
| <br>  | _   | -   | 322.665                  | (322.665)      | -       |                                |
| <br>-   | -   | -   | -                        | -              | -       |                                |
| <br>  |   |   |                          |                |         |                                |
| -   | 57.071  | -   | 555.646                  | 28.228         | 516.735 | 3.166.828                      |

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# UNCONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|          |   | Note<br>(VI) | Current Period<br>01/01/2019 - 31/12/2019 | Audited Revised <sup>C</sup><br>Prior Period<br>01/01/2018 - 31/12/2018 |
|----------|---|--------------|---|---|
| Α.       | CASH FLOWS FROM BANKING OPERATIONS  |              |   |   |
| 1.1      | Operating profit before changes in operating assets and liabilities)                  |              | 293.549                                   | 252.142   |
| 1.1.1    | Profit Share Income Received  |              | 3.309.050                                 | 1.917.410   |
| 1.1.2    | Profit Share Expense Paid   |              | (2.110.916)                               | (1.035.526  |
| .1.3     | Dividend Received   |              | 17.762                                    | 92  |
| 1.1.3    | Fees and Commissions Received   |              | 94.452                                    | 102.81  |
| .1.4     | Other Income  |              | 11.871                                    | 53.17   |
|          |   |              |   |   |
| .1.6     | Collections from Previously Written-off Loans   | ·····        | 104.655                                   | 19.31   |
| 1.1.7    | Payments to Personnel and Service Suppliers   |              | (197.083)<br>(187.674)                    | (11.058   |
| 1.1.8    | Taxes Paid  |              |   | 33.59   |
| 1.1.9    | Others <sup>(*)</sup>   |              | (748.568)                                 | (828.510  |
| 1.2      | Changes in Operating Assets and Liabilities   |              | 796.115                                   | 228.35  |
| 1.2.1    | Net (Increase)/Decrease in Financial Assets at Fair Value Through Profit or Loss      |              | (15.541)                                  | (9.941  |
| 1.2.2    | Net (Increase)/Decrease in Due From Banks And Other Financial Institutions            |              | (766.835)                                 | (322.368  |
| .2.3     | Net (Increase)/Decrease in Loans  |              | (4.890.063)                               | (4.849.429  |
| 1.2.4    | Net (Increase)/Decrease in Other Assets   |              | 812.165                                   | (206.075  |
| 1.2.5    | Net Increase/(Decrease) in Bank Funds   | ·····†       | 10.306                                    | 9.80  |
|          | Net Increase/(Decrease) in Other Funds  |              | 10.309.851                                | 5.044.29  |
| 1.2.7    | Net Increase/Decrease in Financial Liabilities at Fair Value Through Profit or Loss   |              | 10.303.031                                | 5.044.25  |
|          | •••••••••••••••••••••••••••••••••••••••   |              |   | (7 700 10 /   |
|          | Net Increase/(Decrease) in Funds Borrowed   |              | (3.828.707)                               | (3.302.184  |
|          | Net Increase/(Decrease) in Payables   |              |   | 7.004.05  |
| 1.2.10   | Net Increase/(Decrease) in Other Liabilities (")                                      |              | (835.061)                                 | 3.864.250   |
| <b>.</b> | Net Cash Provided from Banking Operations   |              | 1.089.664                                 | 480.494   |
| В.       | CASH FLOWS FROM INVESTING ACTIVITIES  |              |   |   |
| <br>II.  | Net Cash Provided from Investing Activities   |              | (2.876.710)                               | (879.275)   |
|          |   |              |   |   |
| 2.1      | Cash Paid For Purchase Jointly Controlled Operations, Associates And Subsidiaries     |              | -   | (46.778   |
| 2.2      | Cash Obtained from Sale of Jointly Controlled Operations, Associates and Subsidiaries |              | 46.778                                    |   |
| 2.3      | Purchases of Tangible Assets  |              | (64.867)                                  | (73.675   |
| 2.4      | Disposals of Tangible Assets  |              | -   |   |
| 2.5      | Purchase of Financial Assets at Fair Value Through Other Comprehensive Income         |              | (2.314.864)                               | (758.822  |
| 2.6      | Sale of Financial Assets at Fair Value Through Other Comprehensive Income             |              |   | ·····   |
| 2.7      | Purchase of Financial Assets Measured at Amortized Cost                               |              | (542.494)                                 |   |
| 2.8      | Sale of Financial Assets Measured at Amortized Cost                                   |              |   |   |
| 2.9      | Other   |              | (1.263)                                   |   |
| с.       | CASH FLOWS FROM FINANCING ACTIVITIES  |              |   |   |
|          | Net Cash Provided from Financing Activities   |              | 1.495.332                                 | 654.15  |
|          |   |              |   |   |
| 3.1      | Cash Obtained from Funds Borrowed And Securities Issued                               |              | 8.825.414                                 | 3.454.000   |
| 3.2      | Cash Used For Repayment of Funds Borrowed And Securities Issued                       |              | (7.322.598)                               | (2.777.402  |
| 3.3      | Issued Equity Instruments   |              | 13.921                                    |   |
| 3.4      | Dividends Paid  |              | -   |   |
| 3.5      | Payments for Finance Leases   |              | (43.744)                                  | (28.279   |
| 3.6      | Other   |              | 22.339                                    | 5.83  |
| IV.      | Effect Of Change In Foreign Exchange Rate On Cash And Cash Equivalents                |              | 195.076                                   | 303.39  |
| V.       | Net Increase/(Decrease) In Cash And Cash Equivalents (I+II+III+IV)                    |              | (96.638)                                  | 558.765   |
|          |   |              |   |   |
| VI.      | Cash And Cash Equivalents At The Beginning Of The Period                              |              | 1.160.567                                 | 601.802   |
|          | Cash And Cash Equivalents At The End Of The Period                                    |              | 1.063.929                                 | 1.160.567   |

<sup>(2)</sup> Includes effects of merger of Ziraat Finansal Kiralama A.Ş. with the decision of the Board of Directors dated 21 February 2019 and numbered 6/1.

# UNCONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|             |   | Current Period (*)<br>(31/12/2019) | Prior Period (*<br>(31/12/2018) |
|-------------|---|------------------------------------|---------------------------------|
| I.          | DISTRIBUTION OF THE CURRENT YEAR INCOME                           |                                    |                                 |
| 1.1         | Current Year Income (Loss)  | 705.300                            | 414.549                         |
|             | Taxes and Duties Payable (-) <sup>(3)</sup>                       | 202.224                            | 113.918                         |
|             | Corporate Tax (Income Tax)  | 202.224                            | 113.918                         |
|             | Income withholding tax  | -                                  |                                 |
| 1.2.3       | Other taxes and duties  | -                                  |                                 |
| Α.          | NET INCOME FOR THE YEAR (1.1-1.2)                                 | 503.076                            | 300.63                          |
| 1.3         | Prior Year Losses (-)   |                                    |                                 |
|             | First Legal Reserves (-)  | _                                  | 15.03                           |
|             | Other Statutory Reserves (-)                                      | -                                  |                                 |
| В.          | NET INCOME AVAILABLE FOR DISTRIBUTION [(A-(1.3+1.4+1.5)]          | 503.076                            | 285.600                         |
| 1.6         | First Dividend to Shareholders (-)                                | -                                  |                                 |
|             | To Owners of Ordinary Shares                                      | -                                  |                                 |
|             | To Owners of Privileged Shares                                    | -                                  |                                 |
|             | To Owners of Preferred Shares                                     | -                                  |                                 |
| 1.6.4       | To Profit Sharing Bonds   | -                                  |                                 |
| 1.6.5       | To Holders of Profit and Loss Sharing Certificates                | -                                  |                                 |
|             | Dividends to Personnel (-)  | -                                  |                                 |
| 1.8         | Dividends to Board of Directors (-)                               | -                                  |                                 |
| 1.9         | Second Dividend to Shareholders (-)                               | -                                  |                                 |
|             | To Owners of Ordinary Shares                                      | -                                  |                                 |
|             | To Owners of Privileged Shares                                    | -                                  |                                 |
|             | To Owners of Preferred Shares                                     | -                                  |                                 |
|             | To Profit Sharing Bonds   | -                                  |                                 |
|             | To Holders of Profit and Loss Sharing Certificates                | -                                  |                                 |
|             | Second Legal Reserves (-)   | -                                  |                                 |
|             | Statutory Reserves (-)  | -                                  | 005.00                          |
|             | Extraordinary Reserves  | -                                  | 285.600                         |
|             | Other Reserves  | -                                  |                                 |
| 1.14        | Special Funds   |                                    |                                 |
| I <b>I.</b> | DISTRIBUTION OF RESERVES  |                                    |                                 |
| 2.1         | Appropriated Reserves   | -                                  |                                 |
| 2.2         | Second Legal Reserves (-)   | -                                  |                                 |
| 2.3         | Dividends to Shareholders (-)                                     | -                                  |                                 |
|             |   | -                                  |                                 |
|             | To Owners of Privileged Shares                                    | -                                  |                                 |
|             | To Owners of Preferred Shares                                     | -                                  |                                 |
|             | To Profit Sharing Bonds   |                                    |                                 |
|             | To Holders of Profit and Loss Sharing Certificates                | -                                  |                                 |
|             | Dividends to Personnel (-)<br>Dividends to Board of Directors (-) | -                                  |                                 |
| III.        | EARNINGS PER SHARE  |                                    |                                 |
| 71          | To Ouroese of Ordinary Shaves                                     | 0.0077                             | ∩ ∩ 47                          |
| 3.1<br>3.2  | To Owners of Ordinary Shares<br>To Owners of Ordinary Shares (%)  | 0,2953<br>29,5277                  | 0,243<br>24.320                 |
| 3.2<br>3.3  | To Owners of Privileged Shares                                    |                                    | 24,320                          |
| 3.3<br>3.4  | To Owners of Privileged Shares (%)                                | -                                  |                                 |
| IV.         | DIVIDEND PER SHARE  |                                    |                                 |
| 4.1         | To Owners of Ordinary Shares                                      |                                    |                                 |
|             | To Owners of Ordinary Shares (%)                                  |                                    |                                 |
| 4.3         | To Owners of Privileged Shares                                    | -                                  |                                 |
|             | To Owners of Privileged Shares (%)                                | -                                  |                                 |

<sup>(2)</sup> Profit distribution is realized by the decision of the Bank's General Assembly and the Ordinary General Assembly Meeting for 2019 has not been held as of the date of the financial statements. Profit distribution is made according to the unconsolidated financial statements of the Bank.

(\*\*) Deferred tax related to current year, amount of TL 13.659 is not subject to profit distribution.

(\*\*\*) According to the Ordinary General Assembly decision dated June 11, 2019, TL 285.600 remaining after the distributable net profit of the period for 2018 was left as extraordinary reserve.

The accompanying explanations and notes form an integral part of these financial statements.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## **SECTION THREE**

## **ACCOUNTING PRINCIPLES**

## I. EXPLANATIONS ON BASIS OF PRESENTATION

The Bank prepares the financial statements in accordance with "the BRSA Accounting and Reporting Regulation" which includes the regulation on "The Procedures and Principles Regarding Banks' Accounting Practices and Maintaining Documents" published in the Official Gazette dated 1 November 2006 with No. 26333, and other regulations on accounting records of banks published by the Banking Regulation and Supervision Board and circulars and pronouncements published by the BRSA and Turkish Financial Reporting Standards "TFRS" published by the Public Oversight Accounting and Auditing Standards Authority for the matters not regulated by the aforementioned legislations.

The format and content of the publicly announced unconsolidated financial statements and notes to these statements have been prepared in accordance with the "Communiqué on Publicly Announced Financial Statements, Explanations and Notes to These Financial Statements", published in Official Gazette no. 28337, dated 28 June 2012 and amendments to this Communiqué. The Bank maintains its books in Turkish Lira in accordance with the Banking Law, Turkish Commercial Code and Turkish Tax Legislation.

Unless otherwise specified, all balances in the unconsolidated financial statements and footnotes are expressed in thousand Turkish Lira ("TL") excluding financial assets and liabilities presented at fair value.

The preparation of financial statements requires the use of certain critical estimates on assets and liabilities reported as of balance sheet date or amount of contingent assets and liabilities explained and amount of income and expenses occurred in related period. Although these estimates rely on the management's best judgment, actual results can vary from these estimates. Judgments and estimates are explained in related notes.

### Additional paragraph for convenience translation into English:

The differences between accounting principles, as described in the preceding paragraphs and accounting principles generally accepted in countries in which the accompanying unconsolidated financial statements are to be distributed and International Financial Reporting Standards ("IFRS") have not been quantified in the accompanying unconsolidated financial statements. Accordingly, these unconsolidated financial statements are not intended to present the financial position, results of operations and changes in financial position and cash flows in accordance with the accounting principles generally accepted in such countries and IFRS.

## CHANGES IN ACCOUNTING POLICIES

### **TFRS 16 Leases**

TFRS 16 Leases standard is published in the Official Gazette no. 29826 dated 16 April 2018 which is effective for the reporting periods after 1 January 2019. The Bank applies TFRS 16 "Leases" Standard, which replaces TAS 17 "Leases", starting from 1 January 2019 for the first time. These liabilities were measured based on the discounted current value by using the incremental borrowing rate of interest of remaining lease payments as of 1 January 2019. The difference between the operating lease and financial lease has been removed and the lease transactions are started to be recognized under "Tangible Fixed Assets" as an asset and under "Liabilities from Leasing" as a liability.

The Bank used the model projected by the standard in the transactions to be lessee, with the exception of low-value assets and short-term rentals (1 year or less).

TFRS 16 Leases standard abolishes the dual accounting model currently applied for lessees through recognizing finance leases in the balance sheet whereas not recognizing operational lease. Instead, it is set forth a single model similar to the accounting of finance leases (on balance sheet). For lessors, the accounting applications are almost the same. This standard is applied with modified retrospective approach recognizing the cumulative effect of initially applying the standard at the date of initial application. In this context, comparative information is not restated.

A lease liability and a right-of-use asset is recognized at the date of initial application for leases previously classified as an operating lease applying TAS 17. That lease liability is measured at the present value of the remaining lease payments, discounted using the Bank's alternative borrowing rate at the date of initial application. Besides, that right-of-use asset is measured at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognized in the statement of financial position immediately before the date of initial application.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### The effects of application of TFRS 16

|                         | 31 December 2018 |       | TFRS 16<br>Transition Effect |         |
|-------------------------|------------------|-------|------------------------------|---------|
| Properties (Net)        | -                | 888   | 81.768                       | 82.656  |
| Tangible assets (Net)   | 52.116           | -     | 5.707                        | 57.823  |
| Other assets (Net)      | 164.410          | (888) | -                            | 163.522 |
| Lease liabilities (Net) | -                | -     | 87.475                       | 87.475  |

#### II. EXPLANATIONS ON USAGE STRATEGY OF FINANCIAL ASSETS AND FOREIGN CURRENCY TRANSACTIONS

The Bank's main field of operations are; to provide all kinds of domestic and foreign currency cash, non-cash loans, make transactions in domestic and foreign capital markets, collect current and participation accounts. As of reporting date, an important part of the Bank's resources consists of funds collected, funds borrowed and shareholders' equity. The Bank evaluates these resources on lease certificates and loans. Bank's liquidity position considered as defraying all the maturing liabilities.

The procedures including foreign currency were recorded based on the buying rate of the counter ruling at the transaction date. Foreign currency denominated monetary assets and liabilities are valued with the period end exchange rates announced by the Central Bank of Turkey converting them into Turkish Lira and valuation differences of foreign currencies have been recognized under the net foreign exchange income/expense account.

The foreign currency exchange differences resulting from the translation of debt securities issued and monetary financial instruments are reflected in the income statement. There are no foreign currency differences capitalized by the Bank.

The Bank carries out the balance sheet and equity management within the risk limits by the Asset and Liability Committee determined by the Board of Directors in order to keep the liquidity, exchange rate and credit risks within certain limits and to maximize the profitability in consideration of the market conditions within the possibilities.

#### **III. EXPLANATIONS ON INVESTMENTS IN ASSOCIATES AND SUBSIDIARIES**

Based on the TAS 27 "Turkish Accounting Standard for Separate Financial Statements", Turkish Lira denominated investments in associates and subsidiaries are accounted at cost value and are reflected to the unconsolidated financial statements after deducting the provision for impairment, if any. As of 22 January 2016, as a wholly owned subsidiary of the Bank, Ziraat Katılım Varlık Kiralama A.Ş. was established as a subsidiary. On 19 July 2017, the ZKB Varlık Kiralama A.Ş. was established with a capital of TL 50, which was fully paid by the Bank. The Company has started to operate after the registration on 8 September 2017.

#### Accounting for business combinations under common control

According to Turkey Financial Reporting Standards there is no special requirements for recognition in business combinations under common control. Therefore, subject to common control business of the acquirer in the merger, No. 2018-1 issued by POA of Turkish Financial Reporting Standards for the implementation of pooling of interest method is used. According to this method:

- 1. The acquirer recognizes the assets and liabilities of the acquirer into the financial statements at their carrying amounts determined in accordance with TFRS at the date of merger.
- 2. The acquirer measures the value of the non-controlling interests, if any, at the date of the merger over the proportional share of the carrying values of the assets and liabilities to which they relate. Changes in non-controlling interests arising from the merger are accounted for as equity transactions in accordance with TFRS 10 Consolidated Financial Statements.
- 3. Costs arising from the merger are recognized directly in profit or loss.
- 4. Goodwill does not exist in business combinations under common control.
- 5. The principles set forth in Articles 6 and 7 are applied in order to eliminate any possible asset liability mismatch arising from a business combination subject to common control.
- 6. When the merger is recognized in ways other than a share exchange (e.g. when the merger occurs by cash payment or without paying any price):

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

- (a) If the carrying amount of the acquired net assets exceeds the transferred value, the difference is recognized as the additional capital of the shareholders and the value of the Share Premium item is increased.
- (b) If the transferred amount exceeds the carrying amount of the acquired net assets at the date of the merger, the difference is reflected in the "a Combination of Entities or Business Under Common Control" as an item reducing the equity.

TFRS 3 is applied in the calculation of the transferred amount as of the merger date. However, in a merger subject to progressive joint control, the acquirer measures the equity shares in the acquired acquisitions over the book value at the beginning of the comparative period. However, equity shares acquired on a comparative date are measured at the purchase price. The acquirer eliminates the income or expenses that are reflected to the financial statements in relation to these shares in the period between these dates and the merger date.

- 7. When the merger is realized through share exchange:
  - (a) The shares issued by the acquirer are included in the financial statements at their nominal values. Therefore, any share premiums related to these shares are not reflected in the financial statements.
  - (b) The difference found by subtracting the nominal value of the shares issued by the acquirer from the book value of the acquired net assets of the merger on the date of merger is reflected to the "Effect of Mergers Including Joint Controlled Entity or Entities".
- 8. When the merger is recognized partly through the exchange of shares and partly through the payment of other payments, the percentage of the acquired business is determined on the basis of the fair values of the issued shares and other amounts transferred and the clauses of Article 6 and 7 is applied accordingly.
- 9. The financial statements of the comparative period are restated as if the merger is recognized at the beginning of the period.
- 10. In the event that the subsidiary acquired as a result of a business combination subject to joint control is subsequently lost, the relevant clauses of TFRS 10 Consolidated Financial Statements are applied. When there is an amount recorded in the "a Combination of Entities or Business Under Common Control", the amount is transferred to "Retained Earnings/Losses" and explained in the disclosures. The entity also discloses the gain or loss arising from the loss of control of the subsidiary in the statement of profit or loss and other comprehensive income in a separate item (Gains/Losses from the disposal of a subsidiary subject to joint control).

If the entity acquired as a result of a business combination subject to joint control expires and is included in the acquirer, or if such a situation arises or the subsidiary is subsequently dissolved, the amounts included in a Combination of Entities or Business Under Common Control or Entities shall be are transferred to previous years' profits/losses in equal installments within 5 accounting periods.

Acquired assets and liabilities are recorded at the book value previously recorded in the consolidated financial statements of the Bank's shareholders. The equity items of the acquired companies are added to the same items in the Bank's equity, except for the capital, and the resulting profit or loss is recognized in the equity.

With the Board of Directors decision dated 21 February 2019 and numbered 6/1, the Bank takes over Ziraat Finansal Kiralama A.Ş. As a result of the merger, Ziraat Finansal Kiralama A.Ş.' 24% stake in Ziraat Yatırım Menkul Değerler A.Ş. transferred to the Parent Bank. Ziraat Yatırım Menkul Değerler A.Ş., registered in the 364979 registry number, was transferred to Ziraat Bankası A.Ş. on November 22, 2019, with a nominal value of TL 14.400, corresponding to 24%.

This merger is evaluated as "Business Combinations Under Common Control" within the scope of the POA No. 2018-1 "Implementation of Resolution for the Turkish Accounting Principles" and pooling of interest method is applied. In this context, 31 December 2018 financial statements, profit or loss statements, other comprehensive income statements, changes in equity and cash flow statements were rearranged.

The effects of the regulations and classifications described above are presented below.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|          | ASSETS  |      | Audited Prior Period<br>(31/12/2018) | Elimination Effects<br>Included Ziraat<br>Finansal<br>Kiralama A.Ş.<br>Merging Effect<br>(31/12/2018) | Revised Prior Period<br>(31/12/2018) |
|----------|---|------|--------------------------------------|---|--------------------------------------|
|          |   |      |                                      |   |                                      |
| <b>.</b> | FINANCIAL ASSETS (NET)  |      | 4.098.568                            | 24.554  | 4.123.122                            |
| 1.1      | Cash And Cash Equivalents   |      | 2.794.150                            | 15.035  | 2.809.185                            |
| 1.1.1    | Cash And Balances With Central Bank   | (1)  | 2.007.313                            | -   | 2.007.313                            |
| 1.1.2    | Banks   | (2)  | 787.671                              | 15.035  | 802.706                              |
| 1.1.3    | Money Market Placements   |      | -                                    | -   | -                                    |
| 1.1.4    | Expected Credit Losses (-)  | (4)  | 834                                  | -   | 834                                  |
| 1.2      | Financial Assets Measured At Fair Value Through Profit/Loss                   |      | -                                    | -   | -                                    |
| 1.2.1    | Government Securities   |      | -                                    | -   | -                                    |
| 1.2.2    | Equity Securities   |      | -                                    | -   | -                                    |
| 1.2.3    | Other Financial Assets  |      | -                                    | -   | -                                    |
| 1.3      | Financial Assets Measured at Fair Value Through Other Comprehensive<br>Income | (3)  | 1.304.362                            | 13  | 1.304.375                            |
| 1.3.1    | Government Securities   |      | -                                    | -   | -                                    |
| 1.3.2    | Equity Securities   |      | 4.897                                | 13  | 4.910                                |
| 1.3.3    | Other Financial Assets  |      | 1.299.465                            | -   | 1.299.465                            |
| 1.4      | Derivative Financial Assets   | (5)  | 56                                   | 9.506   | 9.562                                |
| 1.4.1    | Derivative Financial Assets Measured at FVTPL                                 |      | 56                                   | 9.506   | 9.562                                |
| 1.4.2    | Derivative Financial Assets Measured at FVOCI                                 |      | -                                    | -   | -                                    |
| II.      | FINANCIAL ASSETS MEASURED AT AMORTIZED COST (NET)                             |      | 17.739.084                           | 3.142.145   | 20.881.229                           |
| 2.1      | Loans   | (6)  | 17.243.990                           | -   | 17.243.990                           |
| 2.2      | Lease Receivables   |      | 703.834                              | 3.444.805   | 4.148.639                            |
| 2.3      | Measured at Amortized Cost  | (7)  | -                                    | -   | -                                    |
| 2.3.1    | Government Securities   |      | -                                    | -   | -                                    |
| 2.3.2    | Other Financial Assets  |      | -                                    | -   | -                                    |
| 2.4      | Expected Credit Losses (-)  |      | 208.740                              | 302.660   | 511.400                              |
| III.     | ASSETS HELD FOR SALE AND ASSETS OF DISCONTINUED OPERATIONS                    |      |                                      |   |                                      |
|          | (Net)   | (8)  | 4.259                                | 963   | 5.222                                |
| 3.1      | Asset Held for Sale   |      | 4.259                                | 963   | 5.222                                |
| 3.2      | Assets of Discontinued Operations   |      | -                                    | -   | -                                    |
| IV.      | INVESTMENTS IN ASSOCIATES SUBSIDIARIES AND JOINT VENTURES                     | (9)  | 100                                  | 46.778  | 46.878                               |
| 4.1      | Associates (Net)  |      | -                                    | 46.778  | 46.778                               |
| 4.1.1    | Associates Consolidated Under Equity Accounting                               |      | -                                    | -   | -                                    |
| 4.1.2    | Unconsolidated Associates   |      | -                                    | 46.778  | 46.778                               |
| 4.2      | Subsidiaries (Net)  |      | 100                                  | -   | 100                                  |
| 4.2.1    | Unconsolidated Financial Investments in Subsidiaries                          |      | 100                                  | -   | 100                                  |
| 4.2.2    | Unconsolidated Non-Financial Investments in Subsidiaries                      |      | -                                    | -   | -                                    |
| 4.3      | Joint Ventures (Net)  |      | -                                    | -   | -                                    |
| 4.3.1    | Joint-Ventures Consolidated Under Equity Accounting                           |      | -                                    | -   | -                                    |
| 4.3.2    | Unconsolidated Joint-Ventures   |      | -                                    | -   | -                                    |
| V.       | TANGIBLE ASSETS (NET)   | (10) | 52.116                               | 543   | 52.659                               |
| VI.      | INTANGIBLE ASSETS (Net)   | (11) | 80.396                               | 776   | 81.172                               |
| 6.1      | Goodwill  |      | -                                    | -   | -                                    |
| 6.2      | Other   |      | 80.396                               | 776   | 81.172                               |
| VII.     | INVESTMENT PROPERTY (NET)   | (12) | -                                    | -   | -                                    |
| VIII.    | CURRENT TAX ASSET   | (13) | -                                    | -   | -                                    |
| IX.      | DEFERRED TAX ASSETS   | (14) | 49.870                               | 5.084   | 54.954                               |
| X.       | OTHER ASSETS  | (15) | 164.410                              | 67.710  | 232.120                              |
|          | TOTAL ASSETS  |      | 22.188.803                           | 3.288.553   | 25.477.356                           |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|        | LIABILITIES AND SHAREHOLDERS' EQUITY  |          | Audited Prior Period<br>(31/12/2018) | Elimination Effects<br>Included Ziraat<br>Finansal<br>Kiralama A.Ş.<br>Merging Effect<br>(31/12/2018) | Revised Prior Period<br>(31/12/2018) |
|--------|---|----------|--------------------------------------|---|--------------------------------------|
| I.     | FUNDS COLLECTED   | (1)      | 15.151.098                           | -   | 15.151.098                           |
| II.    | FUNDS BORROWED  | (2)      | 3.361.874                            | 2.649.551   | 6.011.425                            |
| III.   | MONEY MARKET DEBTS  | (3)      | 864.414                              | -   | 864.414                              |
| IV.    | SECURITIES ISSUED (Net)   | (4)      | -                                    | 179.895   | 179.895                              |
| ٧.     | FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS  | (5)      | -                                    | -   | -                                    |
| VI.    | DERIVATIVE FINANCIAL LIABILITIES  | (6)      | 6.145                                | -   | 6.145                                |
| 6.1    | Derivative Financial Liabilities at Fair Value Through Profit or Loss                                 |          | 6.145                                | -   | 6.145                                |
| 6.2    | Derivative Financial Liabilities at Fair Value Through Other<br>Comprehensive Income                  |          | -                                    | -   | -                                    |
| VII.   | LEASE PAYABLES  | (7)      | 415                                  | -   | 415                                  |
| VIII.  | PROVISIONS  | (8)      | 131.964                              | 1.669   | 133.633                              |
| 8.1    | Restructuring Provisions  |          | -                                    | -   | -                                    |
| 8.2    | Reserve for Employee Benefits   |          | 21.640                               | 1.614   | 23.254                               |
| 8.3    | Insurance Technical Provisions (Net)  |          | -                                    | -   | -                                    |
| 8.4    | Other Provisions  |          | 110.324                              | 55  | 110.379                              |
| IX.    | CURRENT TAX LIABILITY   | (9)      | 53.974                               | (10.202)  | 43.772                               |
| X      | DEFERRED TAX LIABILITY  | (10)     | -                                    | -   | -                                    |
| XI.    | LIABILITIES FROM PROPERTY AND EQUIPMENT HELD FOR SALE AND<br>RELATED TO DISCONTINUED OPERATIONS (Net) | (11)     | -                                    | -   | -                                    |
| 11.1   | Held for Sale Purpose   |          | -                                    | -   | -                                    |
| 11.2   | Related to Discontinued Operations  |          | -                                    | -   | -                                    |
| XII.   | SUBORDINATED DEBT INSTRUMENTS   | (12)     | -                                    | -   | -                                    |
| 12.1   | Loans   |          | -                                    | -   | -                                    |
| 12.2   | Other Debt Instruments  |          | -                                    | -   | -                                    |
| XIII.  | OTHER LIABILITIES   | (13)     | 400.335                              | 141.327   | 541.662                              |
| XIV.   | SHAREHOLDERS' EQUITY  | (14)     | 2.218.584                            | 326.313   | 2.544.897                            |
| 14.1   | Paid-in capital   |          | 1.750.000                            | -   | 1.750.000                            |
| 14.2   | Capital Reserves  |          | -                                    | 250.000   | 250.000                              |
| 14.2.1 | Share Premium   |          | -                                    | -   | -                                    |
| 14.2.2 | Share Cancellation Profits  |          | -                                    | -   | -                                    |
| 14.2.3 | Other Capital Reserve   | <u>.</u> | -                                    | 250.000   | 250.000                              |
| 14.3   | Accumulated Other Comprehensive Income or Loss That will not be<br>Reclaasified in Profit or Loss     |          | (1.728)                              | (680)   | (2.408)                              |
| 14.4   | Accumulated Other Comprehensive Income or Loss That will not be<br>Reclassified in Profit or Loss     |          | (36.606)                             | 37  | (36.569)                             |
| 14.5   | Profit Reserves   |          | 158.593                              | 74.388  | 232.981                              |
| 14.5.1 | Legal Reserves  |          | 9.961                                | 7.969   | 17.930                               |
| 14.5.2 | Status Reserves   |          | -                                    | -   | -                                    |
| 14.5.3 | Extraordinary Reserves  | ļ        | 138.256                              | 66.419  | 204.675                              |
| 14.5.4 | Other Profit Reserves   | ļ        | 10.376                               | -   | 10.376                               |
| 14.6   | Profit or (Loss)  | ļ        | 348.325                              | 2.568   | 350.893                              |
| 14.6.1 | Prior Period Profit/Loss  | ļ        | 25.660                               | -   | 25.660                               |
| 14.6.2 | Current Period Profit/Loss  |          | 322.665                              | 2.568   | 325.233                              |
|        | <u>.</u>  |          |                                      |   |                                      |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|               | INCOME/EXPENSE ITEMS  | Note<br>(V) | Audited Prior Period<br>(31/12/2018) | Elimination Effects<br>Included Ziraat<br>Finansal Kiralama<br>A.Ş. Merging Effect<br>(31/12/2018) | Revised Prior Period<br>(31/12/2018) |
|---------------|---|-------------|--------------------------------------|--|--------------------------------------|
| I.            | PROFIT SHARE INCOME   | (1)         | 2.090.557                            | 237.825  | 2.328.382                            |
| 1.1           | Profit Share on Loans   |             | 1.852.528                            | 1.463  | 1.853.991                            |
| 1.2           | Profit Share on Reserve Deposits  |             | 37.081                               | -  | 37.081                               |
| 1.3           | Profit Share on Banks   |             | -                                    | 7.039  | 7.039                                |
| 1.4           | Profit Share on Money Market Placements                                     |             | -                                    | -  | -                                    |
| 1.5           | Profit Share on Marketable Securities Portfolio                             |             | 136.942                              | -  | 136.942                              |
| 1.5.1         | Financial Assets Measured at Fair Value Through Profit/Loss                 |             | -                                    | -  | -                                    |
| 1.5.2         | Financial Assets Measured at Fair Value Through Other Comprehensive Income  |             | 136.942                              | -  | 136.942                              |
| 1.5.3         | Financial Assets Measured at Amortised Cost                                 |             | -                                    | -  | -                                    |
| 1.6           | Financial Lease Income  |             | 54.581                               | 218.696  | 273.277                              |
| 1.7           | Other Profit Share Income   |             | 9.425                                | 10.627   | 20.052                               |
| <u>  .</u>    | PROFIT SHARE EXPENSE  | (2)         | 1.319.723                            | 143.238  | 1.462.961                            |
| 2.1           | Expense on Profit Sharing Accounts  |             | 1.099.243                            | -  | 1.099.243                            |
| 2.2           | Profit Share Expense on Funds Borrowed                                      |             | 195.671                              | 109.811  | 305.482                              |
| 2.3           | Profit Share Expense on Money Market Borrowings                             |             | 24.801                               | -  | 24.801                               |
| 2.4           | Expense on Securities Issued  |             | -                                    | 33.427   | 33.427                               |
| 2.5           | Lease Profit Share Expense  |             | /                                    | -  | /                                    |
| 2.6           | Other Profit Share Expenses   |             | 770.834                              | -<br>94.587  | 065 401                              |
| III.<br>IV.   | NET PROFIT SHARE INCOME (I - II)<br>NET FEES AND COMMISSIONS INCOME/EXPENSE |             | 60.727                               | 94.587   | 865.421<br>77.679                    |
| •••••         | Fees and Commissions Received   |             | 84.273                               | 18.544   | 102.817                              |
| 4.1           | Non-cash Loans  |             | 66.607                               | 10.344   | 66.607                               |
| 4.1.1         | Other   |             | 17.666                               | - 18.544   | 36.210                               |
| 4.1.2         | Fees and commissions paid   |             | 23.546                               | 1.592  | 25.138                               |
| 4.2.1         | Non-cash Loans  |             | 42                                   | 1.532  | 196                                  |
| 4.2.2         | Other   |             | 23.504                               | 1.438  | 24.942                               |
| V.            | DIVIDEND INCOME   | (3)         | 23.304<br>177                        | 746  | 923                                  |
| VI.           | NET TRADING INCOME  | (3)         | 57.781                               | (4.283)  | 53.498                               |
| 6.1           | Capital Market Transaction Gains/Losses                                     | ()          | (2.396)                              | -  | (2.396)                              |
| 6.2           | Gains/Losses From Derivative Financial Instruments                          |             | 61.368                               | 5.022  | 66.390                               |
| 6.3           | Foreign Exchange Gains/Losses   |             | (1.191)                              | (9.305)  | (10.496)                             |
| VII.          | OTHER OPERATING INCOME  | (5)         | 80.212                               | 39.609   | 119.821                              |
| VIII.         | TOTAL OPERATING PROFIT (III+IV+V+VI+VII)                                    |             | 969.731                              | 147.611  | 1.117.342                            |
| IX.           | EXPECTED CREDIT LOSSES (-)  | (6)         | 221.833                              | 124.786  | 346.619                              |
| х.            | OTHER PROVISIONS (-)  |             | 49.855                               | 181  | 50.036                               |
| XI.           | PERSONNEL EXPENSES (-)  |             | 123.973                              | 13.884   | 137.857                              |
| XII.          | OTHER OPERATING EXPENSES (-)  | (7)         | 159.521                              | 7.862  | 167.383                              |
| XIII.         | NET OPERATING PROFIT/LOSS (VIII-IX-X-XI-XII)                                |             | 414.549                              | 898  | 415.447                              |
| XIV           | INCOME RESULTED FROM MERGERS  |             | -                                    | -  | -                                    |
| XV.           | INCOME/LOSS FROM EQUITY METHOD APPLIED SUBSIDIARIES                         |             | -                                    | -  | -                                    |
| XVI.          | GAIN/LOSS ON NET MONETARY POSITION  |             | -                                    | -  | -                                    |
| XVII.         | PROFIT/LOSS BEFORE TAX FROM CONTINUED OPERATIONS (XII++XV)                  | (8)         | 414.549                              | 898  | 415.447                              |
| XVIII.        | TAX PROVISION FOR CONTINUED OPERATIONS (±)                                  | (9)         | (91.884)                             | 1.670  | (90.214)                             |
| 18.1          | Current Tax Provision   |             | (113.918)                            | (3.130)  | (117.048)                            |
| 18.2          | Expense Effect of Deferred Tax (+)  |             | (626)                                | (9.467)  | (10.093)                             |
| 18.3          | Income Effect of Deferred Tax (-)   |             | 22.660                               | 14.267   | 36.927                               |
| XIX.          | NETOPERATING PROFIT/LOSS AFTER TAXES (XVI±XVII)                             | (10)        | 322.665                              | 2.568  | 325.233                              |
| XX.           |   |             | -                                    | -  | -                                    |
| 20.1          | Income from Assets Held for Sale  |             | -                                    | -  | -                                    |
| 20.2          | Profit from Sales of Associates, Subsidiaries and Joint Ventures            |             | -                                    | -  | -                                    |
| 20.3          | Income from Other Discontinued Operations                                   |             | -                                    | -  | -                                    |
| XXI.          | EXPENSES FROM DISCONTINUED OPERATIONS (-)                                   |             | -                                    | -  | -                                    |
| 21.1          | Expenses on Assets Held for Sale  |             | -                                    | -  | -                                    |
| 21.2          | Loss from Sales of Associates, Subsidiaries and Joint Ventures              |             | -                                    | -  | -                                    |
| 21.3          | Expenses from Other Discontinued Operations                                 |             | -                                    | -  | -                                    |
| XXII.         | PROFIT/LOSS BEFORE TAXES ON DISCONTINUED OPERATIONS (XIX-XX)                |             | -                                    | -  | -                                    |
| XXIII.        | PROVISION FOR TAXES OF DISCONTINUED OPERATIONS (±)                          |             | -                                    | -  | -                                    |
| 23.1          | Current Tax Charge  |             | -                                    | -  | -                                    |
| 23.2          | Expense Effect of Deferred Tax (+)  |             | -                                    | -  | -                                    |
| 23.3          |   |             |                                      |  |                                      |
| XXIV.<br>XXV. |   | (11)        |                                      | -  | - 705 077                            |
|               | NET PROFIT/LOSS (XVIII+XXIII)   | (11)        | 322.665                              | 2.568  | 325.233                              |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|         |  | Note<br>(V) | Audited Prior Period<br>(31/12/2018) | Elimination Effects<br>Included Ziraat Finansal<br>Kiralama A.Ş. Merging<br>Effect (31/12/2018) | Revised Prior Period<br>(31/12/2018) |
|---------|--|-------------|--------------------------------------|---|--------------------------------------|
| A OFF   | -BALANCE SHEET COMMITMENTS (I+II+III)                            | (1)         | 13.053.227                           | 219.931   | 13.273.158                           |
| Ι.      | GUARANTEES AND WARRANTIES  |             | 10.283.442                           | -   | 10.283.442                           |
| 1.1     | Letters of Guarantee   |             | 8.640.366                            | -   | 8.640.366                            |
| 1.1.1   | Guarantees Subject to State Tender Law                           |             | 1.700.282                            | -   | 1.700.282                            |
| 1.1.2   | Guarantees Given for Foreign Trade Operations                    |             | 3.622.754                            | -   | 3.622.754                            |
| 1.1.3   | Other Letters of Guarantee                                       |             | 3.317.330                            | -   | 3.317.330                            |
| 1.2     | Bank Acceptances   |             | 3.591                                | -   | 3.591                                |
| 1.2.1   | Import Letter of Acceptance                                      |             | 3.591                                | -   | 3.591                                |
| 1.2.2   | Other Bank Acceptances   |             | -                                    | -   | -                                    |
| 1.3     | Letters of Credit  |             | 616.808                              | -   | 616.808                              |
| 1.3.1   | Documentary Letters of Credit                                    |             | 616.808                              | -   | 616.808                              |
| 1.3.2   | Other Letters of Credit  |             | -                                    | -   | -                                    |
| 1.4     | Prefinancing Given as Guarantee                                  |             | -                                    | -   | -                                    |
| 1.5     | Endorsements   |             | -                                    | -   | -                                    |
| 1.5.1   | Endorsements to the Central Bank of the Republic of Turkey       |             | -                                    | -   | -                                    |
| 1.5.2   | Other Endorsements   |             | -                                    | -   | -                                    |
| 1.6     | Other Guarantees   |             | 1.010.273                            | -   | 1.010.273                            |
| 1.7     | Other Collaterals  |             | 12.404                               | -   | 12.404                               |
| II.     | COMMITMENTS  | (1)         | 358.815                              | -   | 358.815                              |
| 2.1     | Irrevocable Commitments  |             | 358.815                              | -   | 358.815                              |
| 2.1.1   | Forward asset purchase commitments                               |             | 88.064                               | -   | 88.064                               |
| 2.1.2   | Share Capital Commitments to Associates and Subsidiaries         |             | -                                    | -   | -                                    |
| 2.1.3   | Loan Granting Commitments  |             | -                                    | -   | -                                    |
| 2.1.4   | Securities Issue Brokerage Commitments                           |             | -                                    | -   | -                                    |
| 2.1.5   | Commitments for Reserve Deposit Requirements                     |             | -                                    | -   | -                                    |
| 2.1.6   | Payment commitment for checks                                    |             | 102.994                              | -   | 102.994                              |
| 2.1.7   | Tax and Fund Liabilities from Export Commitments                 |             | 6.925                                | -   | 6.925                                |
| 2.1.8   | Commitments for Credit Card Limits                               |             | -                                    | -   | -                                    |
| 2.1.9   | Commitments for Credit Cards and Banking Services Promotions     |             | -                                    | -   | -                                    |
| 2.1.10  | Receivables from Short Sale Commitments of Marketable Securities |             | -                                    | -   | -                                    |
| 2.1.11  | Payables for Short Sale Commitments of Marketable Securities     |             | -                                    | -   | -                                    |
| 2.1.12  | Other Irrevocable Commitments                                    |             | 160.832                              | -   | 160.832                              |
| 2.2     | Revocable Commitments  |             | -                                    | -   | -                                    |
| 2.2.1   | Revocable Loan Granting Commitments                              |             | -                                    | -   | -                                    |
| 2.2.2   | Other Revocable Commitments                                      |             | -                                    | -   | -                                    |
| III.    | DERIVATIVE FINANCIAL INSTRUMENTS                                 |             | 2.410.970                            | 219.931   | 2.630.901                            |
| 3.1     | Hedging Derivative Financial Instruments                         |             | -                                    | -   | -                                    |
| 3.1.1   | Fair value hedge   |             | -                                    | -   | -                                    |
| 3.1.2   | Cash flow hedge  |             | -                                    | -   | -                                    |
| 3.1.3   | Foreign Net Investment Hedges                                    |             | -                                    | -   | -                                    |
| 3.2     | Trading Derivative Financial Instruments                         |             | 2.410.970                            | 219.931   | 2.630.901                            |
| 3.2.1   | Forward Foreign Currency Buy/Sell Transactions                   |             | 2.410.970                            | 219.931   | 2.630.901                            |
| 3.2.1.1 | Forward Foreign Currency Transactions-Buy                        |             | 1.204.570                            | 116.867   | 1.321.437                            |
| 3.2.1.2 | Forward Foreign Currency Transactions-Sell                       |             | 1.206.400                            | 103.064   | 1.309.464                            |
| 3.2.2   | Other Forward Buy/Sell Transaction                               |             | -                                    | -   | -                                    |
| 3.3     | Other  |             | -                                    | -   | -                                    |
| В.      | CUSTODY AND PLEDGES RECEIVED (IV+V+VI)                           |             | 21.770.909                           | -   | 21.770.909                           |
| IV.     | ITEMS HELD IN CUSTODY  |             | 2.074.249                            | -   | 2.074.249                            |
| 4.1     | Customer Fund and Portfolio Balances                             |             | -                                    | -   | -                                    |
| 4.2     | Investment Securities Held in Custody                            |             | 919.760                              | -   | 919.760                              |
| 4.3     | Checks Received for Collection                                   |             | 422.487                              | -   | 422.487                              |
| 4.4     | Commercial Notes Received for Collection                         |             | 42.217                               | -   | 42.217                               |
| 4.5     | Other Assets Received for Collection                             |             | -                                    | -   | -                                    |
| 4.6     | Assets Received for Public Offering                              |             | -                                    | -   | -                                    |
| 4.7     | Other Items Under Custody  |             | 299.065                              | -   | 299.065                              |
| 4.8     | Custodians   |             | 390.720                              | -   | 390.720                              |
| V.      | PLEDGES RECEIVED   |             | 19.696.660                           | -   | 19.696.660                           |
| 5.1     | Marketable Securities  |             | 1.361.921                            | -   | 1.361.921                            |
| 5.2     | Guarantee Notes  |             | 1.360.608                            | -   | 1.360.608                            |
| 5.3     | Commodity  |             | 1.653.981                            | -   | 1.653.981                            |
| 5.4     | Warranty   |             | -                                    | -   | -                                    |
| 5.5     | Properties   |             | 12.220.979                           | =   | 12.220.979                           |
| 5.6     | Other Pledged Items  |             | 3.099.171                            | -   | 3.099.171                            |
| 5.7     | Pledged Items-Depository   |             | -                                    | -   | -                                    |
| VI.     | ACCEPTED INDEPENDENT GUARANTEES AND WARRANTIES                   |             | -                                    | -   | -                                    |
|         |  |             |                                      |   |                                      |
|         | TOTAL OFF-BALANCE SHEET COMMITMENTS (A+B)                        |             | 34.824.136                           | 219.931   | 35.044.067                           |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## IV. EXPLANATIONS ON FORWARD AND OPTION CONTRACTS AND DERIVATIVE INSTRUMENTS

The Bank's derivative financial instruments consist of forward foreign currency buy/sell agreements.

Derivative financial instruments of the Bank are classified under "TFRS 9 Financial Instruments" ("TFRS 9"), "Derivative Financial Assets at Fair Value through Profit or Loss" or "Derivative Financial Assets at Fair Value through Other Comprehensive Income".

Derivative transactions are valued at their fair values subsequent to their acquisition. In accordance with the classification of derivative financial instruments, if the fair value is positive, the amount is classified as "Derivative Financial Assets at Fair Value Through Profit or Loss", if the fair value is negative, the amount is classified as "Derivative Financial Liabilities at Fair Value Through Profit or Loss". The fair value differences of derivative financial instruments are recognized in the income statement under trading profit/loss line in profit/loss from derivative financial transactions.

The fair value of derivative instruments is calculated by taking into account the market value of the derivatives or by using the discounted cash flow model.

The payables and receivables arising from derivative transactions are recorded in off-balance sheet accounts at their agreement amounts.

#### V. EXPLANATIONS ON PROFIT SHARE INCOME AND EXPENSE

Profit share incomes are recognized in accordance with internal rate of return method. The Bank calculates expense accrual in accordance with the unit value calculation method on sharing accounts and reflects these amounts in "Funds Collected" account on the balance sheet.

## VI. EXPLANATIONS ON FEES AND COMMISSION INCOME AND EXPENSES

Commission income from banking, agency, intermediary services is recognized as income on the date collected. Whereas, commission income from individual, corporate and entrepreneurial cash loans are recognized on an accrual basis by using internal rate of return method and transferred to the income statement in accordance with the matching principle. Other fees and commission expenses are recorded as expense on the date they are paid.

Commissions and fees received from cash loans and relating to the future periods are recorded to the "Unearned Revenues" account under "Other Liabilities" on the balance sheet.

#### **VII. EXPLANATIONS ON FINANCIAL ASSETS**

Financial assets are recognized or derecognized according to TFRS 9 Financial Instruments part three "Recognition and Derecognition". Financial assets are measured at fair value at initial recognition in the financial statements. During the initial recognition of financial assets other than "Financial Assets at Fair Value Through Profit or Loss", transaction costs are added to fair value or deducted from fair value. They are included in the balance sheet of the Bank, if the Bank is a legal party to these instruments.

The Bank categorizes its financial assets as "Fair Value Through Profit/Loss", "Fair Value Through Other Comprehensive Income" or "Measured at Amortized Cost". Financial instruments comprise financial assets and liabilities and derivative instruments. This classification is based on the contractual cash flow characteristics of the financial assets and related business model used for management of the financial assets at initial recognition.

#### a. Financial assets at fair value through profit or loss:

"Financial assets at fair value through profit/loss" are financial assets that are either acquired for generating a profit from short term fluctuations in prices or are financial assets included in a portfolio aiming to short-term profit making.

Financial assets at the fair value through profit or loss are initially recognized at fair value and remeasured at their fair value after recognition.

All gains and losses arising from these valuations are reflected in the income statement.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b. Financial assets at fair value through other comprehensive income

In addition to Financial assets within a business model that aims to hold to collect contractual cash flows and aims to hold to sell, financial asset with contractual terms that lead to cash flows are solely payments of principal and profit share at certain dates, they are classified as fair value through other comprehensive income.

Financial assets at fair value through other comprehensive income are recognized by adding transaction cost to acquisition cost reflecting the fair value of the financial asset. After the recognition, financial assets at fair value through other comprehensive income are remeasured at fair value. Profit share income calculated with internal rate of return method arising from financial assets at fair value through other comprehensive income and dividend income from equity securities are recorded to income statement. "Unrealized gains and losses" arising from the difference between the amortized cost and the fair value of financial assets at fair value through other comprehensive income are not reflected in the income statement of the period until the acquisition of the asset, sale of the asset, the disposal of the asset, and impairment of the asset and they are accounted under the "Accumulated other comprehensive income or expense to be reclassified through profit or loss" under shareholders' equity.

At initial recognition, the Bank may make an irrevocable election to present in other comprehensive income subsequent changes in the fair value of an investment in an equity instrument within the scope of TFRS 9 that is neither held for trading nor contingent consideration recognised by an acquirer in a business combination to which TFRS 3 applies. The Bank makes the election on an instrument by instrument basis.

Amounts presented in other comprehensive income shall not be subsequently transferred to profit/loss. However, the cumulative gain or loss shall be transferred to prior periods' profit/loss. Dividends on such investments are recognised in profit/loss unless the dividend clearly represents a recovery of part of the cost of the investment. Equity instruments measured at fair value through other comprehensive income are not subject to impairment calculation.

#### c. Financial assets measured at amortized cost:

Financial assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and profit share are classified as financial assets measured at amortized cost.

Financial assets measured at amortized cost are initially recognized at acquisition cost including the transaction costs which reflect the fair value of those instruments and subsequently recognized at amortized cost by using internal rate of return method. Profit share income obtained from financial assets measured at amortized cost is accounted in income statement.

#### Loans

Loans are financial assets that are originated by the Bank by providing goods and services to the borrower. Loans are initially recognized at acquisition cost plus transaction costs presenting their fair value and thereafter measured at amortized cost using the "Internal Rate of Return Method".

Bank loans and receivables are initially carried at cost value. Bank loans are measured at amortized cost with internal rate of return. Short-term and long-term loans are grouped as open or guaranteed; FC loans are recognized with fixed price and revalued by the counter foreign exchange buying rate of the Bank. Foreign exchange indexed loans are used as TL by the valid counter foreign exchange buying rate of the Bank at usage date. Repayments of these loans are collected as calculated TL value by the valid counter foreign exchange selling rate of Bank at installment date.

Bank's loans are recognized under "Measured at Amortized Cost" account.

A financial asset is classified as a financial asset measured at amortized cost when the financial asset is retained within the scope of a business model that aims to collect contractual cash flows and the contract terms of the financial asset result in cash flows that include interest payments on principal and principal balance only at certain dates.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### VIII. EXPLANATIONS ON IMPAIRMENT OF FINANCIAL ASSETS

#### Financial assets at amortized cost

Financial assets measured at amortized cost are initially recognized at their acquisition cost at fair value and subsequently measured at amortized cost using the "Effective interest method". Profit share income from financial assets measured at amortized cost is recognized in profit or loss.

#### **Explanations on Expected Loss Provisions**

The main principle of the expected credit loss model is to reflect the general outlook of deterioration or improvement in the credit quality of financial instruments. The amount of expected credit losses known as loss provision or provision varies according to the degree of increase in credit risk. There are two measurements according to the general approach:

- 12-Month Expected Loss Provision (Stage 1) applies to all assets unless there is a significant deterioration in credit quality.
- Lifetime Expectation Loss (Stage 2 and Stage 3) is applied when there is a significant increase in credit risk

#### Impairment

As of 1 January 2018, the Bank recognize provisions for impairment in accordance with TFRS 9 requirements according to the "Regulation on the Procedures and Principles for Classification of Loans by Banks and Provisions to be set aside". In this framework, as of 31 December 2017, method of provisions for impairment as set out in accordance with the related legislation of BRSA is changed by applying the expected credit loss model under TFRS 9. The expected credit loss model includes instruments that are recorded at amortized cost or at fair value in other comprehensive income tables (such as bank deposits, loans and securities) and, in addition, financial lease receivables, contract assets, credit commitments and financial guarantee contracts.

The guiding principle of the expected credit loss model is to reflect the increase in credit risk of financial instruments or the general view of the recovery. The amount of allowance for the loss depends on the extent of the increase in credit risk since the initial issuance of the loan. Expected credit loss is an estimate of the expected credit losses over the life of a financial instrument also the following aspects are important for the measurement.

- Probability-weighted and neutral amount determined by taking into account possible outcomes,
- Time value of money,
- Reasonable and supportable information on past events, current conditions and forecast of future economic conditions, at the time of reporting, without excessive cost and effort.

These financial assets are divided into three categories depending on the gradual increase in credit risk observed since their initial recognition:

#### Provision for 12 month expected credit loss (stage 1)

These are the financial assets that do not have a significant increase in credit risk at their initial recognition or after the initial recognition to financial statements. Impairment for credit risk for these assetsvis recorded in the amount of 12-month expected credit losses. It is valid for all assets unless there is a significant deterioration in the quality of the loan. The expected 12 month loss values (within 12 months after the reporting date or within a shorter period if the life of a financial instrument is shorter than 12 months) are part of the estimation of loss of life expectancy.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Significant increase in credit risk (stage 2)

In the event of a significant increase in credit risk, the financial asset is transferred to Stage 2.

The expected loss provision is calculated for loans under stage 1 by calculating the 1-year maturity, while the expected loss provision for loans under stage 2 is calculated by taking into consideration the remaining maturity. The main criteria taken into consideration in determining the credit risk of the financial asset to be significantly increased and transferred to the second stage are the close monitoring, the number of delay days being 30 and above, and the Bank's internal early warning system note.

#### Default (stage 3/special provision)

Includes financial assets that have objective evidence of impairment at the reporting date. For these assets, lifetime expected credit losses are recorded.

The Bank assesses that debt is in default in the following two cases:

- Objective Default Definition: Having past due more than 90 days
- Subjective Default Definition: It means that the bank is convinced the debt will not be paid.
- In the event that the debtor cannot fulfill the debts related to the loan, the debtor is considered to be in default regardless of the number of delay days.

The collective valuation of financial instruments is based on homogeneous group assets resulting from portfolio segmentation based on similar credit risk and product characteristics. This section presents an overview of the risk parameter estimation methods for the damage assessment approach that is expected on a common basis for each stage.

Credits that differ in cash flows or have different characteristics with other credits may be subject to individual valuation instead of aggregate valuation. An expected credit loss can be defined as the difference between all contractual cash flows that are outstanding under the contract and the original effective divident and discounted cash flows. When cash flows are estimated, the following situations are considered.

- During the expected life of the financial instrument, all contractual terms of the financial instrument,
- Cash flows expected to be obtained from collateral sales.

In the calculation of the expected credit loss, the basic parameters which are expressed as probability of default, loss in default and default amount are used.

#### **Probability of Default**

Probability of default refers to the likelihood that a loan will default at a certain time. In Default Probability models, sectoral information for the corporate portfolio are taken as the basis.

#### **Default Amount**

The default amount represents the expected gross receivable if a loan is defaulted.

#### Loss Given Default

Loss given default refers to the ratio of the economic net loss resulting from the default of a loan to the default amount. In other words, it refers to the ratio of net loss due to a defaulted loan to the balance at the time of default.

#### **Future Expectations**

The effect of future expectations is included in the credit risk parameters used in the calculation of expected credit losses by using scenarios related to macroeconomic factors. The main macroeconomic indicators that create these estimation models are the ratio of Gross Domestic Product (GDP) and Consumer Price Index (CPI). Macroeconomic estimation models include more than one scenario and the related scenarios are taken into account in the expected credit loss calculations.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### IX. EXPLANATIONS ON OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES

Financial assets and liabilities shall be offset and the net amount presented in the balance sheet when and only when the Bank currently has a legally enforceable right to set off the recognized amounts or intends either to collect/settle on a net basis or to realize the asset and settle the liability simultaneously.

#### X. EXPLANATIONS ON SALES AND REPURCHASE AGREEMENTS AND LENDING OF SECURITIES

As of the balance sheet date, there are no securities lending transactions. Central Bank of the Republic of Turkey ("CBRT") made some changes on orders for open market transactions ("OMT") and prepared an additional frame contract for participation banks in order to present rent certificates to open market operations of CBRT in accordance with the principles of participation banks. According to this agreement; a new type of transaction was formed which enables participation banks to resell or repurchase rent certificates on their portfolio to CBRT when they are in need of funding or in attempt to evaluate the excess liquidity. The Bank performs purchase tenders which are held by CBRT of which maturities are weekly; in return for rent certificates that are reported as assets in balance sheet in order to raise funds.

#### XI. EXPLANATIONS ON ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS AND RELATED LIABILITIES

Property and equipment held-for-sale consist of tangible assets that were acquired due to non-performing loans and receivables and are accounted in the financial statements in accordance with the regulations of "Turkish Financial Reporting Standard for Assets Held for Sale and Discontinued Operations (TFRS 5)".

Assets which meet the criteria to be classified as held for sale are measured by the book value or the fair value from which the cost of sales is deducted, whichever is lower and no more amortization is made for such assets; and these assets are shown separately on the balance sheet. In order to classify an asset as an held for sale, the related asset (or the group of assets to be disposed of) should be able to be sold immediately and the probability of sale for such assets (or group of assets to be disposed of), should be high under current conditions.

The properties obtained from the Bank's receivables are shown at the fixed assets held for sale line according to the execution of the forward sales agreement.

A discontinued operation is a part of a bank's business classified as sold or held-for-sale. The results of the discontinued operations are disclosed separately in the income statement. The bank has no discounted operations.

As of 31 December 2019, the Bank's held for sale tangible assets is TL 104.069 (31 December 2018: TL 4.259).

#### XII. EXPLANATIONS ON GOODWILL AND OTHER INTANGIBLE ASSETS

As of the balance sheet date, the Bank has no goodwill within the financial statements.

Other intangible assets are measured at cost on initial recognition and any directly attributable costs of setting the asset to work for its intended use are included in the initial measurement. Subsequently, intangible assets are carried at historical costs after the deduction of accumulated depreciation and the provision for value decreases.

Other intangible assets are amortized by using the straight line method based on their useful life. Useful life of other intangible assets are determined by the consideration of items as; useful life of asset, maintenance costs incurred to obtain expected economic benefit from assets and technical, technological or any other type of obsolescence.

The Bank recognizes its software costs incurred under the intangible assets - intangible rights account and the qualifying expenses are added to software's initial costs and amortized over 3-15 years considering the useful life.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **XIII. EXPLANATIONS ON TANGIBLE ASSETS**

Property and equipment is measured at its cost when initially recognised and any directly attributable costs of setting the asset in working order for its intended use are included in the initial measurement.

Subsequent to recognition, tangible fixed assets are presented in financial statements at cost less any accumulated depreciation and impairment loss, if any. Tangible fixed assets are amortized by using the straight-line method over their estimated useful lives.

Applied depreciation rates are as follows;

| Vehicles and Fixtures:  | 2% - 25%                 |
|---|--------------------------|
| Operational Lease Improvement Costs (Leasehold Improvements): | Leasing Period - 5 years |

Gains or losses emerging from the disposal of tangible assets are recognized in the profit or loss account as difference between net revenue of a related intangible asset and its net book value.

The depreciation of an asset held for a period less than a full financial year is calculated as a proportion of the full year depreciation charge from the date of acquisition to the financial year end. Leasehold improvements are depreciated over their estimated economic useful lives in equal amounts. The estimated economic useful lives cannot exceed the leasing period.

There is no tangible assets that are held for sale.

#### XIV. EXPLANATIONS ON LEASING TRANSACTIONS

#### **Operational Leasing Transactions**

#### Transactions as a lessee

At the beginning of a contract, the Bank evaluates whether the contract has a lease or does not include a lease. In the event that the contract is transferred for a certain period of time to the right to control the use of the asset defined for a price, this contract is of a rental nature or includes a lease. The Bank reflects the existence of a right of use and a lease liability to the financial statements at the effective date of the lease.

Right of use;

The right of use asset is recognized first by cost method and includes below:

- a) The initial measurement amount of the lease obligation,
- b) The amount obtained by deducting all the rental incentives received from all lease payments made at or before the beginning of the lease;
- c) All initial direct costs incurred by the Bank

When applying the cost method, the existence the right of use:

- a) Measures by deducting accumulated depreciation and accumulated impairment losses and
- b) The restatement of the lease obligation at the restated cost.

The Bank applies principle of amortization in TAS 16 Property, Plant and Equipment while depreciating the right of use.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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#### Lease Liabilities

At the date of the effective leasing of the lease, the Parent Bank measures its leasing liability at the present value of the lease payments not paid at the time. Lease payments are discounted using the imputed rate of interest in the lease if they can be easily determined. If this rate cannot be easily determined, the Bank uses the Bank's alternative borrowing rate. Lease payments that are included in the measurement of the lease liability at the date the lease is commenced consist of the unpaid payments to be made for the right of use during the lease term of the underlying asset and the date on which the lease has actually begun.

After the effective date of the lease, the Bank measures the leasing liability as follows:

- a) Increases the book value to reflect the rate of profit in the lease obligation,
- b) Reduces the book value to reflect the rent payments made and
- c) Re-assess the book value to reflect re-evaluations and reconstructions, or to reflect the lease payments that are fixed on the revised basis.

The profit for the lease obligation for each period in the lease term is the amount calculated by applying a fixed periodic rate of profit to the remaining balance of the lease obligation. The Bank participates in leasing transactions as lessor. The Bank presents the leased assets as a receivable equal to the net leasing investment amount in the balance sheet. The total of the lease payments is gross in the financial leasing receivables account including the dividends and principal amounts. The profit share, which is the difference between the total of the lease payments are realized, the rent amount is deducted from the financial lease receivables account; The profit share is reflected in the statement of profit or loss by deducting from the unearned profit share income account.

#### XV. EXPLANATIONS ON PROVISIONS AND CONTINGENT LIABILITIES

Provisions other than the specific and general provisions set for loans and other receivables and provisory liabilities are accounted in accordance with TAS 37 "Turkish Accounting Standard on Provisions, Contingent Liabilities and Contingent Assets Corresponding".

The Bank provides provision in case of an existing liability (legal or implicit) as a result of an incident that took place in the past, there is possibility of disposal of assets that bring economic benefit and the liability is measurable. When a reliable estimate of the amount of obligation cannot be made, it is considered that a "contingent" liability exists and it is disclosed in the related notes to the financial statements.

For transactions that can affect financial structure, provisions are provided by using the existing data if they are accurate, otherwise by using the estimates.

As of the balance sheet date, there are no probable contingent liabilities resulting from past events whose amount can be reliably measured.

Contingent assets usually arise from unplanned or other unexpected events that give rise to the possibility of an inflow of economic benefits to the entity. Contingent assets are not recognized in financial statements since this may result in the recognition of income that may never be realized. Contingent assets are disclosed where an inflow of economic benefits is probable. Contingent assets are assessed continually to ensure that developments are appropriately reflected in the financial statements. If it has become virtually certain that an inflow of economic benefits will arise, the asset and the related income are recognized in the financial statements in which the change occurs.

#### XVI. EXPLANATIONS ON OBLIGATIONS RELATED TO EMPLOYEE RIGHTS

#### a. Employment termination and vacation benefits

Liabilities related to severance pay and right to leave calculated according to the regulations of the TAS 19 "Accounting Standard of Employee Benefits".

# ZİRAAT KATILIM BANKASI A.Ş. NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

According to the related regulation, the Bank is obliged to pay termination benefits depending on the arise of the legal conditions for employees who retire, die, quit for their military service obligations, who have been dismissed as defined in the related regulation or (for the female employees) who have voluntarily quit within one year after the date of their marriage. According to the related legislation, depending on the status and position of the employee in the Bank and social security institution, Employment Termination Benefit Provision calculation is based on the final salary at the date of retirement or leave (to the extent that the payments and/or salary amount does not exceed the Employment Termination Benefit Provision ceiling). Employment Termination Benefit is calculated based on actuarial assumptions.

The Bank's liabilities related to future severance pay and right to leave calculated and reflected to the financial statements on the net present value. The Bank benefits from independent actuaries on determination of obligation and makes assumptions on discount rate, employee turnover rate, and future raise in salaries. As of 31 December 2019, the Bank's employee termination benefit is TL 8.662 (31 December 2018: TL 5.056).

Unused vacation liability is calculated based on number of unused vacation days which is calculated by subtracting used vacation days of all personnel from legally deserved vacation days. As of 31 December 2019 unused vacation liability of the Bank is TL 6.050 (31 December 2018: TL 3.584).

The Bank is not employing its personnel by means of limited-period contracts.

#### b. T.C. Ziraat Bankası and T. Halk Bankası employee pension fund foundations (TZHEMSAN) liability

Some of the Bank's personnel are the members of T.C. Ziraat Bankası and T. Halk Bankası A.Ş. Employees' Pension Fund ("Fund") which was established by 20<sup>th</sup> provisional article of Social Security Law Act numbered 506. Provisional article 23 of the Banking Act No: 5411 requires the Bank's pension funds founded in the scope of SIA to be transferred to the Social Insurance Institution (SII) within 3 years subsequent to the publishing date of the act. The procedure and essentials for the transfer were determined by the Council of Ministers' decision dated 30 November 2006 and numbered 2006/11345 and accordingly, both pension fund foundations would have been transferred to SSI. However, with the decree of the Constitutional Court numbered E.2005/139, K.2007/13 and K.2007/33 published in the Official Gazette dated 31 March 2007 and numbered 26479, the first paragraph of the temporary first article of the provisional article 23 of the Banking Act No: 5411 is cancelled and the execution has been ceased starting from the date the decree is published.

After the justified decree related to cancellation was announced by the Constitutional Court, Turkish Grand National Assembly started to work on establishing new legal regulations, and after it was approved at the General Assembly of the TGNA, the Law numbered 5754 "Emendating Social Security and General Health Insurance Act and Certain Laws and Decree Laws" ("Renewed Law"), which was published on the Official Gazette dated 8 May 2008 and numbered 26870, came into effect.

The new law decrees that the contributors of the bank pension funds, the ones who receive salaries or income from these funds and their rightful beneficiaries will be transferred to the Social Security Institution and will be subject to this Law within 3 years after the release date of the related article, without any need for further operation. The three year transfer period can be prolonged for maximum 2 years by the Cabinet decision. In accordance with the related legislation, as of the transfer date, the income and expenses of the transferred funds will be considered by the insurance branches and the cash value of the liabilities will be calculated with the actuarial interest rate 9,8%. Moreover, after the transfer to SSI, the unfulfilled other social rights and payments existed in the settlement deeds of the subjected pension funds of the transferred participants, members or the rightful owners will be continued to be fulfilled by the employer entities of the funds and its participants.

According to the 58<sup>th</sup> And the temporary 7<sup>th</sup> Article of the Banking Law, the sentence which states that the banks cannot transfer funds in order to fulfill the deficit of the Funds from 1 January 2008, has been postponed up to five years.

However related transfer period has been prolonged for the banks, insurance and reinsurance companies, chamber of commerce, chamber of industries, stock exchanges or their Funds founded for their organization's personnel and monthly payment or income earners and their rightful owners, as a part of the temporary 20<sup>th</sup> Statute of the law numbered 506, to transfer to the Social Security Institution (SSI) for 2 years by the Cabinet decision, which was published on the Official Gazette dated 9 April 2011 and numbered 27900.

In addition, by the Law numbered 6283 "Emendating Social Security and General Health Insurance Act", which was published on the Official Gazette dated 8 March 2012 and numbered 28227, this period of 2 years has been raised to 4 years.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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Based on the Council of Ministers' decree numbered 2014/6042 and issued in the Official Gazette numbered 28987 dated 30 April 2014, the participants of the funds that were founded for the personnel constituting these entities and the ones having salary or income and the right holders of them to Social Security Institution has been extended for one year.

Lastly, 51<sup>st</sup> article of Law No.6645 dated 23 April 2015, published on Official Gazette and the first paragraph of the transient 20<sup>th</sup> article of Law No.5510 related to the transfer of Bank and Insurance Funds to Social Security Institution; "Council of Ministers is the authority to determine the date of transfer of banks, insurance and reassurance companies, boards of trade, chambers of industry and stock markets or the participants of funds established for their constitute union personnel and the ones that were endowed salary or income and their beneficiaries within the scope of transient 20<sup>th</sup> article of Law No.506. As from the transfer date, the participants are considered as insured within the scope of clause (a), first paragraph and 4<sup>th</sup> article of this Law.

The technical balance sheet report as of 31 December 2019 which is prepared in accordance with the new law and the allowance determined as 9,80%, concluded no technical deficit arises in the above mentioned fund. Since the Bank has no legal right to hold the present value of any economic benefits available in the form of refunds from Pension Fund or reductions in future contributions to Pension Fund, no asset is recognized in the Bank's financial statements.

#### **XVII. EXPLANATIONS ON TAXATION**

#### a. Current tax

The corporate tax rate of 20% implementation on the Corporate Tax Law No. 5520 was taken into effect on 1 January 2006 after being published in the Official Gazette dated 21 June 2006 numbered 26205, will be applied as 22% for corporation earnings for three years from 1 January 2018 with the regulation dated 28 November 2017 numbered 7061. Furthermore, Cabinet is made authorized to decrease this ratio to 20% from 22%. The bank applies new regulations to its current and deferred tax responsibilities. The corporate tax rate is calculated on the total income of the Bank after adjusting for certain disallowable expenses, exempt income (like affiliate gains) and other allowances. If there is no dividend distribution, no further tax charges are made.

Dividends paid to non-resident corporations, which have a place of business or permanent attorney in Turkey or to resident corporations are not subject to withholding tax. Otherwise, dividends paid are subject to withholding tax at the rate of 15%. An increase in capital via issuing bonus shares is not considered as profit distribution and no withholding tax incurs in such a case.

Corporations are required to pay advance corporate tax quarterly at the current rate on their corporate income. Advance tax is declared and paid by the 17<sup>th</sup> day of the second month following each calendar quarter end. Advance tax paid by corporations for the current period is credited against the annual corporation tax calculated on the annual corporate income in the following year. Despite the offset, if there is temporary prepaid tax remaining, this balance can be refunded or used to offset any other financial liabilities to the government.

According to 5.1.e. article of Corporation Tax Law which is important tax exemption that is applied by banks, corporations' 50% of revenues that occur from selling of their real estates, are in assets, that belong to the corporations at least two years (730 days), 75% of revenues that occur from selling their founding bonds that are belong to the corporations as long as time of participation stocks, redeemed shares and option to call are exempted from Corporation Tax (It was changed with 89<sup>th</sup> article of code 7061 that entries into force in 5 December 2017. According to dated 23 December 2017 3<sup>rd</sup> article of Corporation Tax Code (CTC) 14 annunciation this exemption will apply as ratio of 75% for selling that made till the 5 December 2017, after this date it will apply as ratio of 50%).

This exemption applies to the period the sale is made and the part of return on sales that benefits from the exemption is held in a special fund in the liabilities account until the end of the fifth year started from the following year sale is made. However, the sales payment must be collected until the end of the second calendar year following the year in which the sale is made. Taxes which are not realized in time due to the exemption that hits uncollected sales payment are considered tax loss.

Taxes which does not acrrue on time because the applying exemption for the transfer of the expemted part of revenue to the other accounts with other ways out of capitalizing in five years or withdrawn from company or transferring from limited taxpayer corporations to the headquarters, are considered as tax loss. This is also be applicable in the condition of liquidation of business (Except transfers and divisions that make according to this code).

Moreover, according to 5.1.f. article of Corporation Tax Law; corporations which have been fallen to legal proceedings because

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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of owe to the bank or Savings Deposit Insurance Funds, and their warrantors' real estates, participation stocks, founding bonds, redeemed shares, options to call of mortgagors' revenues that used for against debts or transferring to SDIF, 75% of real estates, and 50% others are exempted from Corporation tax.

Under the Turkish Corporate Tax Law, losses can be carried forward to offset against future taxable income for up to five years. Losses cannot be carried back to offset profits from previous periods.

In Turkey, there is no procedure for a final and definitive agreement on tax assessments with tax authorities. Tax returns are required to be filled and delivered to the related tax office until the evening of the last day of the fourth month following the balance sheet date and the accrued tax is paid on the same date. Tax returns are open for 5 years from the beginning of the year following the balance sheet date and during this period the tax authorities have the right to audit tax returns, and the related accounting records on which they are based, and may issue re-assessments based on their findings.

#### b. Deferred tax

In accordance with TAS 12 "Turkish Accounting Standards Relating to Income Tax", the Bank calculates and recognizes deferred tax for temporary differences between the bases calculated based on the accounting policies used and valuation principles and that calculated under the tax legislation.

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and are accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognized for all taxable temporary differences. However, deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilized. Such assets and liabilities are not recognized as deferred tax liability or asset if the temporary difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of a deferred tax asset is reviewed at each balance sheet date. Carrying amount of a deferred tax asset can be reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to be applied in the period in which the liability is settled or the asset realized and reflected in the statement of income as expense or income. Moreover, if the deferred tax is related with items directly recorded under the equity in the same or different period, deferred tax is associated directly with equity.

Deferred tax asset and deferred tax liability are presented as net in these unconcolidated financial statements.

The deferred tax benefit is not taken into account in profit distribution in accordance with the relevant circular of BRSA.

#### XVIII. EXPLANATIONS ON ADDITIONAL DISCLOSURES ON BORROWINGS

Borrowings, are recognized using the effective internal rate of return method in the following periods after the initial recognition. The Bank has no borrowings that require hedging techniques for accounting and revaluation of debt instruments and liabilities representing the borrowings. There are no debt securities issued by the Bank. The Bank has issued borrowings as sukuk issuances, this through its subsidiary Ziraat Katılım Varlık Kiralama A.Ş. and ZKB Varlık Kiralama A.Ş., these sukuk issuances are provided to the qualified investors without being released through an IPO and the bank takes place during this operation as a fund user.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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#### XIX. EXPLANATIONS ON SHARE CERTIFICATES ISSUED

None.

#### **XX. EXPLANATIONS ON ACCEPTANCES**

Commitments regarding bill guarantees and acceptances of the Bank are presented in the "Off-Balance Sheet" commitments.

#### XXI. EXPLANATIONS ON GOVERNMENT INCENTIVES

There are no government incentives utilized by the Bank as of the balance sheet date.

#### XXII. EXPLANATION ON CASH AND CASH EQUIVALENTS

Cash and cash equivalents are cash on hand, demand deposits and other highly liquid short-term investments with maturities of 3 months or less following the date of acquisition, which is readily convertible to a known amount of cash, and does not bear the risk of significant amount of value change. The book values of these assets represent their fair values. Cash equivalents and balances regarding banks are valued by the period end counter foreign currency buying rate of the Bank.

For the purposes of the cash flow statement, "Cash" includes cash, effectives, gold, cash in transit, purchased cheques and demand deposits including balances with the Central Bank; and "Cash equivalents" include interbank money market placements and time deposits at banks with original maturity periods of less than three months.

#### XXIII. EXPLANATION ON SEGMENT REPORTING

Information about operating segments which are determined in line with TFRS 8 "Turkish Accounting Standard about Operating Segments" together with organizational and internal reporting structure of the Bank, are disclosed in Note XII. of Section Four.

## XXIV. EXPLANATIONS ON OTHER MATTERS

According to decision of the Banking Regulation and Supervision Agency dated 18 January 2019 and numbered 8210 of, with the framework Ziraat Katılım Bankası A.Ş board of directors decisions no 6/1 dated 21 February 2019, The Bank (Transferee) and Ziraat Finansal Kiralama A.Ş. (Acquired) are merged in accordance with relevant articles of the Turkish Commercial Code No. 6102; The merger was registered on 1 March 2019 by the Istanbul Trade Registry Office.

#### **SECTION FOUR**

#### EXPLANATIONS RELATED TO THE FINANCIAL POSITION AND RISK MANAGEMENT OF THE BANK

#### I. EXPLANATIONS ON SHAREHOLDERS' EQUITY

As of 31 December 2019 current period capital amount of the Bank is TL 3.901.711 (31 December 2018: TL 2.164.939), and capital adequacy standard ratio is 16,58% (31 December 2018: 12,76%).

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### Information Related To The Components of Shareholders' Equity

|   | Current Period | Amounts related<br>to treatment |
|---|----------------|---------------------------------|
| COMMON EQUITY TIER 1 CAPITAL  |                | before 1/1/2014 <sup>(*)</sup>  |
| Paid-in capital following all debts in terms of claim in liquidation of the Bank  | 1.750.000      |                                 |
| Share issue premiums  | -              |                                 |
| Reserves  | 817.159        |                                 |
| Gains recognized in equity as per TAS   | 54.706         |                                 |
| Profit  | 544.963        |                                 |
| Current Period Profit   | 516.735        |                                 |
| Prior Period Profit   | 28.228         |                                 |
| Shares acquired free of charge from subsidiaries, affiliates and jointly controlled partnerships and cannot be recognized within profit for the period  | -              |                                 |
| Common Equity Tier 1 Capital Before Deductions  | 3.166.828      |                                 |
| Deductions from Common Equity Tier 1 Capital  |                |                                 |
| Common Equity as per the 1 <sup>st</sup> clause of Provisional Article 9 of the Regulation on the Equity of Banks   | -              |                                 |
| Portion of the current and prior periods' losses which cannot be covered through reserves and losses reflected in equity in accordance with TAS   | -              |                                 |
| Improvement costs for operating leasing   | 20.234         |                                 |
| Goodwill (net of related tax liability)   | -              |                                 |
| Other intangibles other than mortgage-servicing rights (net of related tax liability)   | 120.641        |                                 |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)   | -              |                                 |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk   | -              |                                 |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based<br>Approach, total expected loss amount exceeds the total provision   | -              |                                 |
| Gains arising from securitization transactions  | -              |                                 |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  | -              |                                 |
| Defined-benefit pension fund net assets   | -              |                                 |
| Direct and indirect investments of the Bank in its own Common Equity  | -              |                                 |
| Shares obtained contrary to the 4 <sup>th</sup> clause of the 56 <sup>th</sup> Article of the Law   | -              |                                 |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank | -              |                                 |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank | -              |                                 |
| Portion of mortgage servicing rights exceeding 10% of the Common Equity   | -              | -                               |
| Portion of deferred tax assets based on temporary differences exceeding 10% of the Common Equity  |                |                                 |
| Amount exceeding 15% of the common equity as per the 2 <sup>nd</sup> clause of the Provisional Article 2 of the Regulation on the Equity of Banks   | -              |                                 |
| Excess amount arising from the net long positions of investments in common equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital                                   | -              |                                 |
| Excess amount arising from mortgage servicing rights  | -              |                                 |
| Excess amount arising from deferred tax assets based on temporary differences   | -              |                                 |
| Other items to be defined by the BRSA   | -              |                                 |
| Deductions to be made from common equity due to insufficient Additional Tier I Capital or Tier II Capital   | -              |                                 |
| Total Deductions From Common Equity Tier 1 Capital  | 140.875        |                                 |
| Total Common Equity Tier 1 Capital  | 3.025.953      |                                 |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|   | Current Period<br>31.12.2019 | Amounts related<br>to treatment<br>before 1/1/2014 <sup>(*)</sup> |
|---|------------------------------|---|
| ADDITIONAL TIER 1 CAPITAL   |                              |   |
| Preferred Stock not Included in Common Equity and the Related Share Premiums  | -                            | •   |
| Debt instruments and premiums approved by BRSA (**)   | 519.350                      | •   |
| Debt instruments and premiums approved by BRSA (Temporary Article 4)  | -                            |   |
| Additional Tier I Capital before Deductions   | -                            |   |
| Deductions from Additional Tier I Capital   | -                            |   |
| Direct and indirect investments of the Bank in its own Additional Tier I Capital  | -                            |   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7.  | -                            |   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial<br>Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10% Threshold of<br>above Tier I Capital   | -                            |   |
| The Total of Net Long Position of the Direct or Indirect Investments in Additional Tier I Capital of<br>Unconsolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share<br>Capital  | -                            |   |
| Other items to be defined by the BRSA   | -                            |   |
| Transition from the Core Capital to Continue to deduce Components   | -                            |   |
| Goodwill and other intangible assets and related deferred tax liabilities which will not deducted from  |                              |   |
| Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                            |   |
| Net deferred tax asset/liability which is not deducted from Common Equity Tier 1 capital for the purposes of the sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                            |   |
| Deductions to be made from common equity in the case that adequate Additional Tier I Capital or Tier II Capital is not available (-)  |                              |   |
| Total Deductions From Additional Tier I Capital   | -                            |   |
| Total Additional Tier I Capital   | 519.350                      |   |
| Total Tier I Capital (Tier I Capital=Common Equity+Additional Tier I Capital)   | 3.545.303                    |   |
| TIER II CAPITAL   |                              |   |
| Debt instruments and share issue premiums deemed suitable by the BRSA (***)   | 300.000                      |   |
| Debt instruments and share issue premiums deemed suitable by BRSA (Temporary Article 4)   | -                            |   |
| Provisions (Article 8 of the Regulation on the Equity of Banks)   | 57.294                       |   |
| Tier II Capital Before Deductions   | 357.294                      |   |
| Deductions From Tier II Capital   | -                            |   |
| Direct and indirect investments of the Bank on its own Tier II Capital (-)  | -                            |   |
| Investments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by financial institutions with the conditions declared in Article 8.  | -                            |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank (-)                     | _                            |   |
| Portion of the total of net long positions of investments made in Additional Tier I Capital item of banks<br>and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the<br>issued common share capital exceeding 10% of Common Equity of the Bank | -                            |   |
| Other items to be defined by the BRSA (-)   | -                            |   |
| Total Deductions from Tier II Capital   | -                            |   |
| Total Tier II Capital   | 357.294                      | •   |
| Total Capital (The sum of Tier I Capital and Tier II Capital)   | 3.902.597                    |   |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|  | Current Period<br>31.12.2019 | Amounts related to<br>treatment before<br>1/1/2014 (*) |
|--|------------------------------|--|
| Total of Original Capital and Supplementary Capital (Total Capital)  |                              | <i>4,4,=</i> <b>0</b> ,7                               |
| Deductions from Capital Loans granted contrary to the 50 <sup>th</sup> and 51 <sup>th</sup> Article of the Law   | -                            |  |
| Net Book Values of Movables and Immovables Exceeding the Limit Defined in the Article 57, Clause 1 of the Banking Law  |                              |  |
| and the Assets Acquired against Overdue Receivables and Held for Sale but Retained more than Five Years  | -                            |  |
| Other items to be defined by the BRSA (-)  | 886                          |  |
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components   |                              |  |
| The Sum of net long positions of investments (the portion which exceeds the 10% of Banks Common Equity) in the   |                              |  |
| capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank  |                              |  |
| does not own more than 10% of the issued common share capital of the entity which will not deducted from Common  |                              |  |
| Equity Tier 1 capital, Additional Tier 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional  |                              |  |
| Article 2 of the Regulation on Banks' Own Funds (-)  | -                            |  |
| The Sum of net long positions of investments in the Additional Tier I capital and Tier 2 capital of banking, financial and   |                              |  |
| insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of  |                              |  |
| the issued common share capital of the entity which will not deducted from Common Equity Tier 1 capital, Additional Tier   |                              |  |
| 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks'   |                              |  |
| Own Funds (-) The Sum of not long positions of investments in the common stack of banking, financial and insurance entities that are   | -                            |  |
| The Sum of net long positions of investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued common share |                              |  |
| capital of the entity, mortgage servicing rights, deferred tax assets arising from temporary differences which will not  |                              |  |
| deducted from Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of   |                              |  |
| the Regulation on Banks' Own Funds (-)   | -                            |  |
| TOTAL CAPITAL  |                              |  |
| Total Capital (*)  | 3.901.711                    |  |
| Total risk weighted amounts  | 23.533.881                   |  |
| Capital Adequacy Ratios  |                              |  |
| Core Capital Adequacy Ratio  | 12,86                        |  |
| Tier 1 Capital Adequacy Ratio  | 15,06                        |  |
| Capital Adequacy Ratio   | 16,58                        |  |
| BUFFERS  |                              |  |
| Total additional Common Equity Tier 1 Capital requirement ratio (a+b+c)  | 2,50                         |  |
| a) Capital conservation buffer requirement   | 2,50                         |  |
| b) Bank specific counter-cyclical buffer requirement   | 0,00                         |  |
| c) Systemic significant bank buffer ratio  | 0,00                         |  |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of   |                              |  |
| Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets   | 8,36                         |  |
| Amounts below the Excess Limits as per the Deduction Principles  |                              |  |
| Portion of the total of net long positions of investments in equity items of unconsolidated banks and financial institutions   |                              |  |
| where the bank owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital  | -                            |  |
| Portion of the total of investments in equity items of unconsolidated banks and financial institutions where the bank  |                              |  |
| owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital   | -                            |  |
| Amount arising from mortgage-servicing rights  | -                            |  |
| Amount arising from deferred tax assets based on temporary differences   | -                            |  |
| Limits related to provisions considered in Tier II calculation   |                              |  |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)  | 57.294                       |  |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used   | 57.294                       |  |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance   |                              |  |
| with the Communiqué on the Calculation   | -                            |  |
| Excess amount of total provision amount to &0,6 of risk weighted receivables of credit risk Amount of the Internal   |                              |  |
| Ratings Based Approach in accordance with the Communiqué on the Calculation  | -                            |  |
| Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  | -                            |  |
| Upper limit for Additional Tier I Capital subjected to temporary Article 4   | -                            |  |
| Amounts Excess the Limits of Additional Tier I Capital subjected to temporary Article 4  | -                            |  |
| Upper limit for Additional Tier II Capital subjected to temporary Article 4  | -                            |  |
| Amounts Excess the Limits of Additional Tier II Capital subjected to temporary Article 4   | -                            |  |

<sup>(\*)</sup> Amount to be considered within the scope of transition provisions.

(\*\*) The Bank provided subordinated loan from Turkey Wealth Funds Market Stability and Equalization Fund in the scope of additional main capital amounting to EUR 100.000 without demand and profit share which is approved by BRSA dated April 22 2019.

(<sup>(\*\*)</sup>) In order to obtain TL 300,000 contribution capital, T.C. Ziraat Bank A.Ş. on March 28, 2019, and this loan was effectively entered into the Bank's accounts on March 29, 2019. The maturity of the loan is 10 (ten) years and the profit share rate is 16.25%. There is no option to convert to stock.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|   | Prior Period<br>31.12.2018 | Amounts related<br>to treatment<br>before 1/1/2014 <sup>(*)</sup> |
|---|----------------------------|---|
| COMMON EQUITY TIER 1 CAPITAL  |                            |   |
| Paid-in capital following all debts in terms of claim in liquidation of the Bank  | 1.750.000                  |   |
| Share issue premiums  | -                          |   |
| Reserves  | 158.593                    |   |
| Gains recognized in equity as per TAS   | 305                        |   |
| Profit  | 348.325                    |   |
| Current Period Profit   | 322.665                    |   |
| Prior Period Profit   | 25.660                     |   |
| Shares acquired free of charge from subsidiaries, affiliates and jointly controlled partnerships and cannot be recognized within profit for the period  | -                          |   |
| Premiums on sale of share certificates  | -                          |   |
| Common Equity Tier 1 Capital Before Deductions  | 2.257.223                  |   |
| Deductions from Common Equity Tier 1 Capital  | -                          |   |
| Common Equity as per the 1 <sup>st</sup> clause of Provisional Article 9 of the Regulation on the Equity of Banks   | -                          |   |
| Portion of the current and prior periods' losses which cannot be covered through reserves and losses  |                            |   |
| reflected in equity in accordance with TAS  | 38.639                     |   |
| Improvement costs for operating leasing   | 18.408                     |   |
| Goodwill (net of related tax liability)   | -                          |   |
| Other intangibles other than mortgage-servicing rights (net of related tax liability)   | 80.396                     |   |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)   | -                          |   |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk   | -                          |   |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based Approach, total expected loss amount exceeds the total provision  | -                          |   |
| Gains arising from securitization transactions  | -                          |   |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  | -                          |   |
| Defined-benefit pension fund net assets   | 1.728                      |   |
| Direct and indirect investments of the Bank in its own Common Equity  | -                          |   |
| Shares obtained contrary to the 4 <sup>th</sup> clause of the 56 <sup>th</sup> Article of the Law   | -                          |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank | -                          |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank | -                          |   |
| Portion of mortgage servicing rights exceeding 10% of the Common Equity   | -                          |   |
| Portion of deferred tax assets based on temporary differences exceeding 10% of the Common Equity  | -                          |   |
| Total Deductions From Common Equity Tier 1 Capital  | 139.171                    |   |
| Total Common Equity Tier 1 Capital  | 2.118.052                  |   |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|   | Prior Period<br>31.12.2018 | Amounts related<br>to treatment<br>before 1/1/2014 <sup>(*)</sup> |
|---|----------------------------|---|
| ADDITIONAL TIER 1 CAPITAL   |                            |   |
| Preferred Stock not Included in Common Equity and the Related Share Premiums  | -                          |   |
| Debt instruments and premiums approved by BRSA  | -                          |   |
| Debt instruments and premiums approved by BRSA (Temporary Article 4)  | -                          |   |
| Additional Tier I Capital before Deductions   | -                          |   |
| Deductions from Additional Tier I Capital   | -                          |   |
| Direct and indirect investments of the Bank in its own Additional Tier I Capital  | -                          |   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7   | -                          |   |
| Total of Net Long Positions of the Investments in Equity Items of Unconsolidated Banks and Financial<br>Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10% Threshold of<br>above Tier I Capital   | -                          |   |
| The Total of Net Long Position of the Direct or Indirect Investments in Additional Tier I Capital of Unconsolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share Capital  | -                          |   |
| Other items to be defined by the BRSA   | -                          |   |
| Transition from the Core Capital to Continue to deduce Components   | -                          |   |
| Goodwill and other intangible assets and related deferred tax liabilities which will not deducted from<br>Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of<br>the Regulation on Banks' Own Funds (-)                                | -                          |   |
| Net deferred tax asset/liability which is not deducted from Common Equity Tier 1 capital for the purposes of the sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   |                            |   |
| Deductions to be made from common equity in the case that adequate Additional Tier I Capital or Tier II Capital is not available (-)  |                            |   |
| Total Deductions From Additional Tier I Capital   | -                          |   |
| Total Additional Tier I Capital   |                            |   |
| Total Tier I Capital (Tier I Capital=Common Equity+Additional Tier I Capital)   | 2.118.052                  |   |
| TIER II CAPITAL   |                            |   |
| Debt instruments and share issue premiums deemed suitable by the BRSA   | -                          |   |
| Debt instruments and share issue premiums deemed suitable by BRSA (Temporary Article 4)   | 47.962                     |   |
| Provisions (Article 8 of the Regulation on the Equity of Banks)   | -                          |   |
| Tier II Capital Before Deductions   | 47.962                     |   |
| Deductions From Tier II Capital   | -                          |   |
| Direct and indirect investments of the Bank on its own Tier II Capital (-)  | -                          |   |
| Investments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by financial institutions with the conditions declared in Article 8   | -                          |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common  |                            |   |
| share capital exceeding 10% of Common Equity of the Bank (-)  | -                          |   |
| Portion of the total of net long positions of investments made in Additional Tier I Capital item of banks<br>and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the<br>issued common share capital exceeding 10% of Common Equity of the Bank | -                          |   |
| Other items to be defined by the BRSA (-)   | -                          |   |
| Total Deductions from Tier II Capital   | -                          |   |
| Total Tier II Capital   | 47.962                     |   |
| Total Capital (The sum of Tier I Capital and Tier II Capital)   | 2.166.014                  |   |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|  | Prior Period<br>31.12.2018 | Amounts related to<br>treatment before<br>1/1/2014 (*) |
|--|----------------------------|--|
| Total of Original Capital and Supplementary Capital (Total Capital)  |                            | ·····  |
| Deductions from Capital Loans granted contrary to the 50 <sup>th</sup> and 51 <sup>th</sup> Article of the Law   | -                          |  |
| Net Book Values of Movables and Immovable Exceeding the Limit Defined in the Article 57, Clause 1 of the Banking Law and the Assets Acquired against Overdue Receivables and Held for Sale but Retained more than Five Years   | -                          |  |
| Other items to be defined by the BRSA (-)  | 1.075                      |  |
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components   |                            |  |
| The Sum of net long positions of investments (the portion which exceeds the 10% of Banks Common Equity) in the capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued common share capital of the entity which will not deducted from Common Equity Tier 1 capital, Additional Tier 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds | -                          |  |
| The Sum of net long positions of investments in the Additional Tier 1 capital and Tier 2 capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10%  |                            |  |
| of the issued common share capital of the entity which will not deducted from Common Equity Tier 1 capital, Additional<br>Tier 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on<br>Banks' Own Funds   | -                          |  |
| The Sum of net long positions of investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued common share capital of the entity, mortgage servicing rights, deferred tax assets arising from temporary differences which will not deducted from Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds               | -                          |  |
| TOTAL CAPITAL  |                            |  |
| Total Capital  | 2.164.939                  |  |
| Total risk weighted amounts  | 16.782.105                 |  |
| Capital Adequacy Ratios  |                            |  |
| Core Capital Adequacy Ratio (%)  | 12,62                      |  |
| Tier 1 Capital Adequacy Ratio (%)  | 12,62                      |  |
| Capital Adequacy Ratio (%)   | 12,76                      |  |
| BUFFERS  |                            |  |
| Bank specific total common equity tier 1 capital ratio (a+b+c)   | 1,88                       |  |
| a) Capital conservation buffer requirement   | 1,88                       |  |
| b) Bank specific counter-cyclical buffer requirement   | 0,00                       |  |
| c) Systemic significant bank buffer ratio  | 0,00                       |  |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)  | 8,12                       |  |
| Amounts below the Excess Limits as per the Deduction Principles Portion of the total of net long positions of investments in equity items of unconsolidated banks and financial institutions where the bank owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital   | -                          |  |
| Portion of the total of investments in equity items of unconsolidated banks and financial institutions where the bank<br>owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital<br>Amount arising from mortgage-servicing rights   | -                          |  |
| Amount arising from deferred tax assets based on temporary differences   | -                          |  |
| Limits related to provisions considered in Tier II calculation   | -                          |  |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)  | 47.962                     |  |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used   | 47.962                     |  |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance   |                            |  |
| with the Communiqué on the Calculation<br>Excess amount of total provision amount to &0,6 of risk weighted receivables of credit risk Amount of the Internal<br>Ratings Based Approach in accordance with the Communiqué on the Calculation  | -                          |  |
| Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  | -                          |  |
| Upper limit for Additional Tier I Capital subjected to temporary Article 4   |                            |  |
| Amounts Excess the Limits of Additional Tier I Capital subjected to temporary Article 4  | -                          |  |
| Upper limit for Additional Tier II Capital subjected to temporary Article 4  | -                          |  |
|  | -                          |  |

 $^{\scriptscriptstyle (\prime)}$  Amounts in this column represents the amounts of items that are subject to transition provisions.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## Information of the borrowing instruments to be included in equity calculation:

| lssuer  | Ziraat Katılım Bankası A.Ş.  |  |  |
|---|--|--|--|
| Unique identifier (CUSIP, ISIN etc.)  | -  |  |  |
| Governing Law(s) of the instrument  | Implementing Regulation on Equities<br>of Banks in the Official Gazette dated<br>5 September 2013  |  |  |
| Regulatory treatment  |  |  |  |
| From 1/1/2015, 10% reduction by being subject to the application  | No   |  |  |
| Eligible at unconsolidated/consolidated   | Unconsolidated/Consolidated  |  |  |
| Instrument type (types to be specified by each jurisdiction)  | Subordinated Loan  |  |  |
| Amount recognized in regulatory capital (Currency in mil, as of most recent reporting date)                   | TL 300 Million   |  |  |
| Par value of instrument   | TL 300 Million   |  |  |
| Accounting classification   | Liabilities/Subordinated loan  |  |  |
| Original date of issuance   | 29.03.2019   |  |  |
| Perpetual or dated  | Dated  |  |  |
| Original maturity date  | 10 (ten) years   |  |  |
| Issuer call subject to prior supervisory approval   | Yes  |  |  |
| Optional call date, contingent call dates and redemption amount   | Option date 5 years, (no conditional refund)   |  |  |
| Subsequent call dates, if applicable  | -  |  |  |
| Coupons/dividends (*)   |  |  |  |
| Fixed or floating dividend/coupon   | Fixed  |  |  |
| Coupon rate and any related index   | 16,25%   |  |  |
| Existence of a dividend stopper   | -  |  |  |
| Fully discretionary, partially discretionary or mandatory   | -  |  |  |
| Existence of step up or other incentive to redeem   | -  |  |  |
| Noncumulative or cumulative   | -  |  |  |
| Convertible or non-convertible  |  |  |  |
| f convertible, conversion trigger (s)   | -  |  |  |
| f convertible, fully or partially   | -  |  |  |
| f convertible, conversion rate  | -  |  |  |
| f convertible, mandatory or optional conversion   | -  |  |  |
| f convertible, specify instrument type convertible into   | -  |  |  |
| f convertible, specify issuer of instrument it converts into  | -  |  |  |
| Write-down feature  |  |  |  |
| f write-down, write-down trigger(s)   | -  |  |  |
| f write-down, full or partial   | -  |  |  |
| f write-down, permanent or temporary  | -  |  |  |
| f temporary write-down, description of write-up mechanism   | -  |  |  |
| Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument) | It gives the owner the right to be credited<br>before the borrowing instruments to<br>be included in the additional capital<br>calculation, after the depositors and all<br>other creditors. |  |  |
| In compliance with article number 7 and 8 of "Own fund regulation"  | Article number 8   |  |  |
| Details of incompliances with article number 7 and 8 of "Own fund regulation"                                 | -  |  |  |

(\*) Profit share for participation banks.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### Information of the borrowing instruments to be included in equity calculation:

| lssuer  | Ziraat Katılım Bankası A.Ş.   |  |  |
|---|---|--|--|
| Unique identifier (CUSIP, ISIN etc.)  | -   |  |  |
| Governing Law(s) of the instrument  | Implementing Regulation on Equities<br>of Banks in the Official Gazette dated<br>5 September 2013 |  |  |
| Regulatory treatment  |   |  |  |
| From 1/1/2015, 10% reduction by being subject to the application              | No  |  |  |
| Eligible at unconsolidated/consolidated                                       | Unconsolidated/Consolidated   |  |  |
| Instrument type (types to be specified by each jurisdiction)                  | Additional capital  |  |  |
| Amount recognized in regulatory capital (Currency in mil, as of most recent   | TL 519 Million  |  |  |
| reporting date)   |   |  |  |
| Par value of instrument   | TL 519 Million  |  |  |
| Accounting classification   | Liabilities/Subordinated loan   |  |  |
| Driginal date of issuance   | 24.04.2019  |  |  |
| Perpetual or dated  | Undated   |  |  |
| Original maturity date  | 24.04.2019  |  |  |
| ssuer call subject to prior supervisory approval                              | Yes   |  |  |
| Optional call date, contingent call dates and redemption amount               | Option date 5 years, (no conditional refund)  |  |  |
| Subsequent call dates, if applicable  | -   |  |  |
| Coupons/dividends (*)   |   |  |  |
| Fixed or floating dividend/coupon   | -   |  |  |
| Coupon rate and any related index   | -   |  |  |
| Existence of a dividend stopper   | -   |  |  |
| Fully discretionary, partially discretionary or mandatory                     | -   |  |  |
| Existence of step up or other incentive to redeem                             | -   |  |  |
| Noncumulative or cumulative   | -   |  |  |
| Convertible or non-convertible  |   |  |  |
| f convertible, conversion trigger(s)  | -   |  |  |
| f convertible, fully or partially   | -   |  |  |
| f convertible, conversion rate  | -   |  |  |
| f convertible, mandatory or optional conversion                               | -   |  |  |
| f convertible, specify instrument type convertible into                       | -   |  |  |
| f convertible, specify issuer of instrument it converts into                  | -   |  |  |
| Write-down feature  | ······  |  |  |
| f write-down, write-down trigger(s)   | In case the Core Capital adequacy ratio or  |  |  |
|   | consolidated Core Capital adequacy ratio  |  |  |
|   | falls below 5,125 percent   |  |  |
| f write-down, full or partial   | Yes   |  |  |
| f write-down, permanent or temporary  | Temporary   |  |  |
| f temporary write-down, description of write-up mechanism                     | It is possible to increase the value after temporary reduction.                                   |  |  |
| Position in subordination hierarchy in liquidation (specify instrument type   | i.After payments within the scope of  |  |  |
| mmediately senior to instrument)  | priority liabilities,   |  |  |
|   | ii. Equal among themselves and with all   |  |  |
|   | other equal-level Liabilities without order   |  |  |
|   | of preference, and  |  |  |
|   | iii. Before all payments within the scope o   |  |  |
|   | low-level liabilities.  |  |  |
| n compliance with article number 7 and 8 of "Own fund regulation"             | Article number 7  |  |  |
| Details of incompliances with article number 7 and 8 of "Own fund regulation" | Article number 7  |  |  |

<sup>(\*)</sup> Profit share for participation banks.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Required explanations for the reconciliation between table of equity components and balance sheet:

The difference between Total Capital and Equity in the consolidated balance sheet mainly arises from expected credit loss provisions arising from loans classified under stage I and stage II and subordinated loans. In the calculation of Total Capital, up to 1,25% of general provision from stage 1 and stage 2 over the credit risk amount and subordinated loans with nominal amounts are taken into consideration as Tier II Capital. On the other hand, in the calculation of the Total Capital, improvement costs for operating leases followed under tangible assets in the balance sheet, intangible assets and related deferred tax liabilities, net book value of immovables that are acquired against overdue receivables and retained more than five years, other items defined by the regulator are taken into consideration as amounts deducted from Total Capital.

|   | Current Period | Prior Period (*) |
|---|----------------|------------------|
| Equity value of balance sheet   | 3.166.828      | 2.218.584        |
| Cost of development of operating lease                                  | (20.234)       | (18.408)         |
| Goodwill and other intangible assets and related deferred tax liability | (120.641)      | (80.396)         |
| Debt instruments and premiums approved by BRSA                          | 300.000        | -                |
| Tier II Capital   | 57.294         | 47.962           |
| Defined-benefit pension fund net assets                                 | -              | (1.728)          |
| Debt instruments and premiums approved by BRSA -subordinated loans      | 519.350        | -                |
| Other values deducted from equity                                       | (886)          | (1.075)          |
| Amount taken into consideration in the calculation of legal equity      | 3.901.711      | 2.164.939        |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

#### **II. EXPLANATIONS ON CREDIT RISK**

The Credit risk states the debtor or institution's probability of loss which may decrease in credit standing partially or completely and prevent the requirements of the engagement liabilities on the time due to any reason.

Loan allocation authorization belongs to Board of Directors however relying on the authorization given by the Board of Directors, limits of credit customers determined within the scope of General Management's Credit Committee and the authorization limits which was given by Board of Directors, Financial and non-financial informations, credit needs, sectoral and identical features which belongs to credit customers evaluates accordingly allocate the limits.

With regards to the credit risk, the debtor or the group of debtors is subjected to risk limitation. Debtors and debtor groups are monitored weekly within the scope of risk limitation appetite.

The limits which is identified as related credit portfolio approved by the Board of Directors and revised when required. The identified limits will be distributed by considering the factors like portfolio structure, potentials of the customers and credit, regional and sectoral characteristics, competencies of the personnel.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

After the allocation of limit within the commercial portfolios, firms are continued to be monitored and the changes in the financial structures and market relations of the credit firms are followed.

Documents required to be received are clearly stated by the regulations in the application of funds and limit allocation, and these topic documents are evidently mentioned in regularity that received or not received which is controlled by audit departments. The Bank considers guarantees as important in minimization and elimination of the risk. As a result of policies and process based on obtaining reliable and good security, the Bank's credit risk expected to be significantly decline.

Bank applies internal ratings processes as a decision support system for analyzing credit standing and determining credit allocation for Corporate/Entrepreneur consumer loans.

The Bank makes provision as proposed with the "Communiqué on Methods and Principles for Determining the Nature of Loans and Other Receivables and Allocation of Provisions".

Identification of limits for domestic and foreign banks provide allocation which is determined by considering the needs of both clients and departments, with financial and economic conditions of the banks and their countries.

Treasury operations are executed in the frame of pre-determined authorization and limits, these authorization and limits are executed by monitory transactions.

The Bank calculate expected loss provisions (stage 3) which is classified as an illiquid claim considering with related deposits received from customers as stated in "Methods and Principles for the Determination of Loans and other Receivables to be Reserved for and Allocation for Reserves".

The receivable of the Bank from its top 100 and 200 cash loan customers share in total cash loans ratio is 57,04% and 67,97% (31 December 2018: 55,17% and 65,14%).

The receivable of the Bank from its top 100 and 200 non-cash loan customers share in total non-cash loans ratio is 53,30% and 66,45% (31 December 2018: 59,75% and 72,39%).

The receivable of the Bank from its top 100 and 200 cash and non-cash receivables loan customers share in total cash and non-cash receivables loans ratio is 55,99% and 67,55% (31 December 2018: 56,85% and 67,80%).

The Banks general loan loss provision amount for its credit risk is TL 106.073 (31 December 2018: TL 84.621).

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|  | receivables<br>from central | unconditional<br>receivables from<br>regional or local | receivables from<br>administrative<br>units and non- | Conditional and<br>unconditional<br>receivables from<br>multilateral | receivables from<br>international | receivables<br>from banks<br>and brokerage | Conditional and<br>unconditional<br>corporate<br>receivables |  |
|--|-----------------------------|--|--|--|-----------------------------------|--|--|--|
| Current Period                                 |                             |  |  |  |                                   |  |  |  |
| Domestic                                       | 4.559.049                   | -  | 28.235   | -  | -                                 | 2.794.537                                  | 17.546.529   |  |
| European Union Countries                       | -                           | -  | -  | -  | -                                 | 863.326                                    | -  |  |
| OECD Countries (*)                             | -                           | -  | -  | -  | -                                 | 4.584                                      | -  |  |
| Off-shore Banking Regions                      | -                           | -  | -  | -  | -                                 | 238.034                                    | -  |  |
| USA, Canada                                    | -                           | -  | -  | -  | -                                 | 305.303                                    | -  |  |
| Other Countries                                | -                           | -  | -  | -  | -                                 | 20.465                                     | 121.340  |  |
| Subsidiaries, Associates<br>and Joint Ventures | -                           | -  | -  | -  | -                                 | -  | -  |  |
| Unallocated Assets/<br>Liabilities (**)        | -                           | -  | -  | -  | -                                 | -  | -  |  |
| Total  | 4.559.049                   |  | 28.235   | -  | -                                 | 4.226.249                                  | 17.667.869   |  |

|  | receivables<br>from central | unconditional<br>receivables from<br>regional or local | receivables from<br>administrative<br>units and non-<br>commercial | receivables from<br>multilateral | receivables from | receivables<br>from banks<br>and brokerage |            |  |
|--|-----------------------------|--|--|----------------------------------|------------------|--|------------|--|
| Prior Period (***)                             |                             |  |  |                                  |                  |  |            |  |
| Domestic                                       | 2.612.856                   | -  | 7.997  | -                                | -                | 2.218.083                                  | 14.191.836 |  |
| European Union Countries                       | -                           | -  | -  | -                                | -                | 115.275                                    | -          |  |
| OECD Countries (*)                             | -                           | -  | -  | -                                | -                | 1.281                                      | -          |  |
| Off-shore Banking Regions                      | -                           | -  | -  | -                                | -                | 63   | -          |  |
| USA, Canada                                    | -                           | -  | -  | -                                | -                | 43.985                                     | -          |  |
| Other Countries                                | -                           | -  | -  | -                                | -                | 12.215                                     | 4.329      |  |
| Subsidiaries, Associates<br>and Joint Ventures | -                           | -  | -  | -                                | -                | -  | -          |  |
| Unallocated Assets/<br>Liabilities (**)        | -                           | -  | -  | -                                | -                | -  | -          |  |
| Total  | 2.612.856                   |  | 7.997  | -                                | -                | 2.390.902                                  | 14.196.165 |  |

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

(\*) OECD Countries other than EU countries, USA and Canada.

(\*) Consists of assets and liabilities that cannot be distributed according to a consistent framework.

(\*\*\*) The amounts in the unadjusted financial statements are presented.

| Conditional<br>and<br>unconditional<br>retail<br>receivables | secured by |         |        | Securities<br>collateralized<br>by mortgages |   |   | similar to<br>collective<br>investment |         | Total      |
|--|------------|---------|--------|--|---|---|--|---------|------------|
|  |            |         |        |  |   |   |  |         |            |
| 3.490.654  | 2.485.739  | 202.276 | -      | -  | - | - | -                                      | 765.741 | 31.872.760 |
| 1.139  | 1.162      | -       | -      | -  | - | - | -                                      | -       | 865.627    |
| -  | 18         | -       | -      | -  | - | - | -                                      | -       | 4.602      |
| -  | -          | -       | -      | -  | - | - | -                                      | -       | 238.034    |
| 62   | 103        | -       | -      | -  | - | - | -                                      | -       | 305.468    |
| 182  | 428        | -       | 45.500 | -  | - | - | -                                      | -       | 187.915    |
| -  | -          | -       | -      | _  | _ | - | -                                      | 100     | 100        |
| -  | -          | -       | -      | -  | - | - | -                                      | -       | -          |
| 3.492.037  | 2.487.450  | 202.276 | 45.500 | -  | - | - | -                                      | 765.841 | 33.474.506 |

| Conditional<br>and<br>unconditional<br>retail<br>receivables |           | Past due<br>receivables |        | Securities<br>collateralized<br>by mortgages |   | Short-term<br>receivables<br>from banks,<br>brokerage<br>houses and<br>corporates | Investments<br>similar to<br>collective<br>investment<br>funds | Other<br>receivables | Total      |
|--|-----------|-------------------------|--------|--|---|---|--|----------------------|------------|
|  |           |                         |        |  |   |   |  |                      |            |
| 1.376.029  | 1.935.066 | 91.375                  | -      | -  | - | -   | -  | 116.555              | 22.549.797 |
| -  | -         | -                       | -      | -  | - | -   | -  | -                    | 115.275    |
| -  | -         | -                       | -      | -  | - | -   | -  | -                    | 1.281      |
| -  | -         | -                       | -      | -  | - | -   | -  | -                    | 63         |
| -  | -         | -                       | -      | -  | - | -   | -  | -                    | 43.985     |
| -  | -         | -                       | 30.164 | -  | - | -   | -  | -                    | 46.708     |
| _  | _         | _                       | _      | _  | _ | _   | _  | 100                  | 100        |
|  |           |                         |        |  |   |   |  | 100                  | 100        |
| -  | -         | -                       | -      | -  | - | -   | -  | -                    | -          |
| <br>1.376.029  | 1.935.066 | 91.375                  | 30.164 | -  | - | -   | -  | 116.655              | 22.757.209 |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **Risk Profile by Sectors or Counterparties**

|   |  |             |  | Risk C   | lasses   |  |   |  |  |
|---|--|-------------|--|--|--|--|---|--|--|
| Current Period                          | Conditional<br>and<br>unconditional<br>receivables<br>from central<br>governments<br>or central<br>banks | receivables | Conditional<br>and<br>unconditional<br>receivables<br>from<br>administrative<br>units and<br>non-<br>commercial<br>enterprises | Conditional<br>and<br>unconditional<br>receivables<br>from<br>multilateral<br>development<br>banks | Conditional<br>and<br>unconditional<br>receivables<br>from<br>international<br>organizations | Conditional<br>and<br>unconditional<br>receivables<br>from<br>banks and<br>brokerage<br>houses | Conditional<br>and<br>unconditional<br>corporate<br>receivables | Conditional<br>and<br>unconditional<br>retail<br>receivables |  |
| Sectors/Counter Parties                 |  |             |  |  |  |  |   |  |  |
| Agriculture                             | -  | -           | -  | -  | -  | -  | 121.547   | 91.625   |  |
| Farming and Stockbreeding               | -  | -           | -  | -  | -  | -  | 116.888   | 79.229   |  |
| Forestry                                | -  | -           | -  | -  | -  | -  | 4.654   | 9.046  |  |
| Fishing                                 | -  | -           | -  | -  | -  | -  | 5   | 3.350  |  |
| Manufacturing                           | -  | -           | 1.172  | -  | -  | -  | 8.478.192   | 1.180.360  |  |
| Mining and Quarrying                    | -  | -           | -  | -  | -  | -  | 439.862   | 17.585   |  |
| Production                              | -  | -           | 1.172  | -  | -  | -  | 7.025.149   | 1.134.034  |  |
| Electric, Gas and Water                 | -  | -           | -  | -  | -  | -  | 1.013.181   | 28.741   |  |
| Construction                            | -  | -           | -  | -  | -  | -  | 3.643.981   | 610.415  |  |
| Services                                | 4.559.049  | -           | 27.063   | -  | -  | 4.226.249  | 5.121.958   | 1.270.473  |  |
| Wholesale and Retail Trade              | -  | -           | -  | -  | -  | -  | 2.816.442   | 934.732  |  |
| Hotel Food and Beverage<br>Services     | -  | -           | -  | -  | -  | -  | 159.604   | 46.362   |  |
| Transportation and<br>Telecommunication | -  | -           | -  | -  | -  | -  | 523.093   | 48.246   |  |
| Financial Institutions                  | 4.559.049  | -           | 3.847  | -  | -  | 4.226.249  | 352.690   | 3.302  |  |
| Real Estate and Leasing<br>Services     | -  | -           | 6.815  | -  | -  | -  | 938.438   | 174.270  |  |
| Self-Employment Services                | -  | -           | -  | -  | -  | -  | -   | -  |  |
| Education Services                      | -  | -           | -  | -  | -  | -  | 34.428  | 14.176   |  |
| Health and Social Services              | -  | -           | 16.401   | -  | -  | -  | 297.263   | 49.385   |  |
| Other                                   | -  | -           | -  | -  | -  | -  | 302.191   | 339.164  |  |
| Total                                   | 4.559.049  | -           | 28.235   | -  | -  | 4.226.249  | 17.667.869  | 3.492.037  |  |

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

| 15.209       698       -       -       -       -       -       108.846       120.233       229.079         15.030       698       -       -       -       -       -       155.657       112.364       218.84         51       -       -       -       -       -       -       50.567       112.364       218.84         128       -       -       -       -       -       -       10.013       3.280       3.483         402.410       38.593       -       -       -       -       -       2.83.557       6.366.340       10100.727         717.090       -       -       -       -       -       -       2.854.792       57/14.982       8.569.77         370.826       38.593       -       -       -       -       -       2.854.792       57/14.982       8.569.77         44.494       -       -       -       -       -       -       8.30.463       1.056.44       1.056.44       1.056.44       8.569.77       3.071.343       1.056.44       8.569.77       3.071.343       1.056.44       8.569.77       3.071.343       1.056.44       4.569       3.173.47       1.056.44       4.569<   | <br>  |         |  |                | Ris | c Classes                              |  | •••••• |           |           |            |
|---|---|---------|--|----------------|-----|--|--|--------|-----------|-----------|------------|
| 15.030       698           155.657       112.364       211.845         51            5.054       4.589       13.75         122.8            5.054       4.589       13.75         122.8       38.593           1.03       3.280       3.043         170.90            174.526       300.011       474.537         370.826       38.593           2.854.792       5.714.982       8.569.74         14.494            2.854.792       5.714.982       8.569.74         14.494            2.854.792       5.714.982       8.569.74         370.826       38.593            8.569.74       1056.46         437.998       41.214           3.024.393       1.709.215       4.733.606         391   | <br>and<br>unconditional<br>receivables<br>secured by |         | defined in<br>high risk<br>category by | collateralized |     | from banks,<br>brokerage<br>houses and | similar to<br>collective<br>investment |        | TL        | FC        | Total      |
| 15.030       698           155.657       112.364       211.845         15.15            5.054       4.589       13.75         128             1.03       3.280       3.489         402.400       38.593            2.283.557       6.86.340       104.043         170.90            174.526       300.011       474.537         370.826       38.593           2.854.792       5.714.982       8.569.74         14.494            2.854.792       5.714.982       8.569.74         14.494            3.024.393       1.709.215       4.733.602         371.98       41.214            3.024.393       1.709.215       4.735.602         391.793       120.179       455.00          2.217.876   | <br>15.209  | 698     | -                                      | -              | -   | -                                      | -                                      | -      | 108.846   | 120.233   | 229.079    |
| 128       -       -       -       -       1.031       3.280       3.483         402.410       38.593       -       -       -       -       2.283.557       6.386.340       10100.727         17.090       -       -       -       -       -       2.283.557       6.386.340       10100.727         370.826       38.593       -       -       -       -       -       2.854.792       5.714.982       8.569.774         370.826       38.593       -       -       -       -       -       2.854.792       5.714.982       8.569.774         370.826       38.593       -       -       -       -       -       8.509.774       10.564.64         370.928       41.214       -       -       -       -       -       5.762.264         3391.793       120.79       45.500       -       -       -       -       7.441.799       8.320.465       15.762.264         334.461       624       79.001       -       -       -       -       7.441.799       8.320.465       15.762.264         33.4769       1.191       -       -       -       -       4.4672       196.379       24   | <br>15.030  | 698     | -                                      | -              | -   | -                                      | -                                      | -      | 155.657   |           | 211.845    |
| 402.410       38.593           2.283.557       6.386.340       10.100.727         170.90            174.526       300.011       474.537         370.826       38.593           2.854.792       5.714.982       8.569.774         14.494            665.069       371.347       1.056.416         437.998       41.214            3.024.393       1.709.215       4.733.602         391.793       120.179       45.500            3.024.393       1.709.215       4.733.602         391.793       120.179       45.500           2.217.876       1.848.963       4.066.839         34.461       624            44.672       196.379       241.05         3.769       1.191            44.672       196.379       241.05         3.8217       35.316  | <br>51  | -       | -                                      | -              | -   | -                                      | -                                      | -      | 5.054     | 4.589     | 13.751     |
| 17.090       -       -       -       -       174.526       300.011       474.537         370.826       38.593       -       -       -       -       2.854.792       5.714.982       8.569.774         14.494       -       -       -       -       -       685.069       371.347       1.056.416         437.998       41.214       -       -       -       -       -       3.024.393       1.709.215       4.733.606         391.793       120.179       45.500       -       -       -       -       7.441.799       8.320.465       15.762.264         236.664       79.001       -       -       -       -       -       2.217.876       1.848.963       4.066.839         34.461       624       -       -       -       -       -       44.672       196.379       241.059         3.769       1.191       -       -       -       -       -       44.672       196.379       241.059         3.8217       35.316       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -   | <br>128   | -       | -                                      | -              | -   | -                                      | -                                      | -      | 1.031     | 3.280     | 3.483      |
| 370.826       38.593           2.854.792       5.714.982       8.569.774         14.494           685.069       371.347       1.056.416         437.998       41.214           3.024.393       1.709.215       4.733.602         391.793       120.179       45.500           7.441.799       8.320.465       15.762.264         236.664       79.001           2.217.876       1.848.963       4.066.839         34.461       624            44.672       196.379       241.05         37.69       11.91            44.672       196.379       241.05         37.69       11.91            44.672       196.379       241.05         37.69       11.91            42.0192       49.596       919.6168         38.217       35.316       -  | <br>402.410   | 38.593  | -                                      | -              | -   | -                                      | -                                      | -      | 2.283.557 | 6.386.340 | 10.100.727 |
| 14.494           685.069       371.347       1.056.416         437.998       41.214          3.024.393       1.709.215       4.733.602         391.793       120.179       45.500          7.441.799       8.320.465       15.762.264         236.664       79.001           2.217.876       1.848.963       4.066.835         34.461       624            2.217.876       1.848.963       4.066.835         3.769       1.191             96.140       480.159       576.296         3.769       1.191            4.200.192       4.975.976       9.196.166         3.8217       35.316  | <br>17.090  | -       | -                                      | -              | -   | -                                      | -                                      | -      | 174.526   | 300.011   | 474.537    |
| 437.998       41.214          3.024.393       1.709.215       4.733.600         391.793       120.179       45.500          7.441.799       8.320.465       15.762.264         236.664       79.001           2.217.876       1.848.963       4.066.835         34.461       624            44.672       196.379       241.055         3.769       1.191            44.672       196.379       241.055         3.769       1.191            44.672       196.379       241.055         3.769       1.191            44.672       196.379       241.055         3.531             420.192       49.75.976       91.96.66         3.8217       35.316                    <  | <br>370.826   | 38.593  | -                                      | -              | -   | -                                      | -                                      | -      | 2.854.792 | 5.714.982 | 8.569.774  |
| 391.793       120.179       45.500       -       -       -       7.441.799       8.320.465       15.762.264         236.664       79.001       -       -       -       -       2.217.876       1.848.963       4.066.835         34.461       624       -       -       -       -       -       44.672       196.379       241.055         3.769       1.191       -       -       -       -       -       96.140       480.159       576.294         3.769       1.191       -       -       -       -       -       96.140       480.159       576.294         3.769       1.191       -       -       -       -       -       96.140       480.159       576.294         3.8217       35.316       -       -       -       -       -       4.220.192       4.975.976       9196.166         3.8217       35.316       -       <  | <br>14.494  | -       | -                                      | -              | -   | -                                      | -                                      | -      | 685.069   | 371.347   | 1.056.416  |
| 236.664       79.001       -       -       -       -       2.217.876       1.848.963       4.066.833         34.461       624       -       -       -       -       44.672       196.379       241.05         3.769       1.191       -       -       -       -       -       96.140       480.159       576.299         3.769       1.191       -       -       -       -       96.140       480.159       576.299         5.531       -       45.500       -       -       -       4.220.192       4.975.976       9196.166         3.8217       35.316       -       -       -       -       -       624.072       568.984       1.193.056         -       <   | <br>437.998   | 41.214  | -                                      | -              | -   | -                                      | -                                      | -      | 3.024.393 | 1.709.215 | 4.733.608  |
| 34.461       624       -       -       -       -       44.672       196.379       241.05         3.769       1.191       -       -       -       -       96.140       480.159       576.296         5.531       -       45.500       -       -       -       -       4.220.192       4.975.976       9196.166         38.217       35.316       -       -       -       -       -       624.072       568.984       1.193.056         -   | 391.793   | 120.179 | 45.500                                 | -              | -   | -                                      | -                                      | -      | 7.441.799 | 8.320.465 | 15.762.264 |
| 3.769       1.191       -       -       -       -       96.140       480.159       576.295         5.531       -       45.500       -       -       -       4.220.192       4.975.976       9.196.168         38.217       35.316       -       -       -       -       -       624.072       568.984       1.193.056         -   | 236.664   | 79.001  | -                                      | -              | -   | -                                      | -                                      | -      | 2.217.876 | 1.848.963 | 4.066.839  |
| 5.531       -       45.500       -       -       -       4.220.192       4.975.976       9.196.166         38.217       35.316       -       -       -       -       624.072       568.984       1.193.056         -       -       -       -       -       -       -       624.072       568.984       1.193.056         -       -       -       -       -       -       -       -       -       -         58.798       4.009       -       -       -       -       -       -       -       -       -         58.798       4.009       -       -       -       -       -       91.486       19.925       111.41         14.353       38       -       -       -       -       -       147.361       230.079       377.440         1.240.040       1.592       -       -       -       -       -       -       264.828   | 34.461  | 624     | -                                      | -              | -   | -                                      | -                                      | -      | 44.672    | 196.379   | 241.051    |
| 38.217       35.316       -       -       -       -       624.072       568.984       1.193.056         -       -       -       -       -       -       -       624.072       568.984       1.193.056         -   | 3.769   | 1.191   | -                                      | -              | -   | -                                      | -                                      | -      | 96.140    | 480.159   | 576.299    |
| Image: Note of the second se | 5.531   | -       | 45.500                                 | -              | -   | -                                      | -                                      | -      | 4.220.192 | 4.975.976 | 9.196.168  |
| 14.353       38       -       -       -       -       147.361       230.079       377.440         1.240.040       1.592       -       -       -       -       765.841       1.617.667       1.031.161       2.648.828   | 38.217  | 35.316  | -                                      | -              | -   | -                                      | -                                      | -      | 624.072   | 568.984   | 1.193.056  |
| 14.353       38       -       -       -       -       147.361       230.079       377.440         1.240.040       1.592       -       -       -       -       765.841       1.617.667       1.031.161       2.648.828   | <br>58 708  | 1 009   |  | -              |     |  |  |        | 01/186    | - 10 025  | - 111 //11 |
| 1.240.040 1.592 765.841 1.617.667 1.031.161 2.648.828   | <br>  |         | -                                      | -              | -   | -                                      | -                                      | -      |           |           |            |
|   | <br>  |         | -                                      | -              | -   | _                                      | -                                      | -      |           |           |            |
| 2.487.450 202.276 45.500 765.841 15.907.092 17.567.414 33.474.506   | 1.240.040<br><b>2.487.450</b>                         | 202.276 | -<br>45.500                            | -              | -   | -                                      | -                                      |        |           |           |            |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **Risk Profile by Sectors or Counterparties**

|   |  |             |                             | Risk C                              | lasses |  |   |  |  |
|---|--|-------------|-----------------------------|-------------------------------------|--------|--|---|--|--|
| Prior Period <sup>(°)</sup>             | Conditional<br>and<br>unconditional<br>receivables<br>from central<br>governments<br>or central<br>banks | receivables | administrative<br>units and | from<br>multilateral<br>development |        | Conditional<br>and<br>unconditional<br>receivables<br>from<br>banks and<br>brokerage<br>houses | Conditional<br>and<br>unconditional<br>corporate<br>receivables | Conditional<br>and<br>unconditional<br>retail<br>receivables |  |
| Sectors/Counter Parties                 |  |             |                             |                                     |        |  |   |  |  |
| Agriculture                             | -  | -           | -                           | -                                   | -      | -  | 167.816   | 13.926   |  |
| Farming and Stockbreeding               | -  | -           | -                           | -                                   | -      | -  | 165.848   | 9.989  |  |
| Forestry                                | -  | -           | -                           | -                                   | -      | -  | 1.968   | 3.356  |  |
| Fishing                                 | -  | -           | -                           | -                                   | -      | -  | -   | 581  |  |
| Manufacturing                           | -  | -           | -                           | -                                   | -      | -  | 6.709.315   | 386.972  |  |
| Mining and Quarrying                    | -  | -           | -                           | -                                   | -      | -  | 228.911   | 10.291   |  |
| Production                              | -  | -           | -                           | -                                   | -      | -  | 6.074.635   | 369.755  |  |
| Electric, Gas and Water                 | -  | -           | -                           | -                                   | -      | -  | 405.769   | 6.926  |  |
| Construction                            | -  | -           | -                           | -                                   | -      | -  | 2.999.326   | 168.416  |  |
| Services                                | 2.612.856  | -           | 7.997                       | -                                   | -      | 2.390.902  | 4.236.792   | 549.707  |  |
| Wholesale and Retail Trade              | -  | -           | -                           | -                                   | -      | -  | 2.422.604   | 427.177  |  |
| Hotel Food and Beverage<br>Services     | -  | -           | -                           | -                                   | -      | -  | 75.722  | 13.351   |  |
| Transportation and<br>Telecommunication | -  | -           | -                           | -                                   | -      | -  | 415.185   | 22.146   |  |
| Financial Institutions                  | 2.612.856  | -           | 2.824                       | -                                   | -      | 2.390.902  | 330.671   | 2.710  |  |
| Real Estate and Leasing<br>Services     | -  | -           | -                           | -                                   | -      | -  | 774.680   | 66.859   |  |
| Self-Employment Services                | -  | -           | -                           | -                                   | -      | -  | -   | -  |  |
| Education Services                      | -  | -           | -                           | -                                   | -      | -  | 24.110  | 4.843  |  |
| Health and Social Services              | -  | -           | 5.173                       | -                                   | -      | -  | 193.820   | 12.621   |  |
| Other                                   | -  | -           | -                           | -                                   | -      | -  | 82.916  | 257.008  |  |
| Total                                   | 2.612.856  | -           | 7.997                       | -                                   | -      | 2.390.902  | 14.196.165  | 1.376.029  |  |

 $^{\scriptscriptstyle (\!)}$  The amounts in the unadjusted financial statements are presented.

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

| Conditional<br>and<br>unconditional<br>receivables<br>secured by<br>mortgages<br>5.274<br>4.824<br>4.824<br>4.824<br>2.36.014<br>2.36.014<br>2.779<br>220.762<br>12.473<br>489.634<br>361.346 | Past due<br>receivables |             | Securities<br>collateralized<br>by mortgages |           | Short-term<br>from banks,             | Investments<br>similar to         |                      |                                |                              |            |
|---|-------------------------|-------------|--|-----------|---------------------------------------|-----------------------------------|----------------------|--------------------------------|------------------------------|------------|
| 4.824<br>-<br>450<br>236.014<br>2.779<br>220.762<br>12.473<br>489.634   | ÷•••••••••••            |             | <del>-</del>                                 | positions | brokerage<br>houses and<br>corporates | collective<br>investment<br>funds | Other<br>receivables | TL                             | FC                           | Total      |
| 4.824<br>-<br>450<br>236.014<br>2.779<br>220.762<br>12.473<br>489.634   | ÷•••••••••••            | -           | -  | -         | -                                     | -                                 | _                    | 161.742                        | 25.874                       | 187.616    |
| -<br>450<br>236.014<br>2.779<br>220.762<br>12.473<br>489.634  |                         | -           | -  | -         | -                                     | -                                 | -                    | 155.657                        | 25.604                       | 181.261    |
| 236.014<br>2.779<br>220.762<br>12.473<br>489.634  | -                       | -           | -  | -         | -                                     | -                                 | -                    | 5.054                          | 270                          | 5.324      |
| 2.779<br>220.762<br>12.473<br>489.634   | -                       | -           | -  | -         | -                                     | -                                 | -                    | 1.031                          | -                            | 1.031      |
| 220.762<br>12.473<br>489.634  | 11.713                  | -           | -  | -         | -                                     | -                                 | -                    | 2.283.557                      | 5.060.457                    | 7.344.014  |
| 12.473<br>489.634   | -                       | -           | -  | -         | -                                     | -                                 | -                    | 42.759                         | 199.222                      | 241.981    |
| 489.634   | 11.713                  | -           | -  | -         | -                                     | -                                 | -                    | 1.965.012                      | 4.711.853                    | 6.676.865  |
|   | -                       | -           | -  | -         | -                                     | -                                 | -                    | 275.786                        | 149.382                      | 425.168    |
| 361 346   | 29.073                  | -           | -  | -         | -                                     | -                                 | -                    | 2.403.786                      | 1.282.663                    | 3.686.449  |
| 0011010   | 49.806                  | 30.164      | -  | -         | -                                     | -                                 | 100                  | 5.526.159                      | 4.713.511                    | 10.239.670 |
| 184.752   | 23.275                  | -           | -  | -         | -                                     | -                                 | -                    | 1.831.224                      | 1.226.584                    | 3.057.808  |
| 15.881  | 81                      | -           | -  | -         | -                                     | -                                 | -                    | 36.189                         | 68.846                       | 105.035    |
| 4.885   | 198                     | -           | -  | -         | -                                     | -                                 | -                    | 111.292                        | 331.122                      | 442.414    |
| -   | -                       | 30.164      | -  | -         | -                                     | -                                 | 100                  | 2.915.941                      | 2.454.286                    | 5.370.227  |
| 115.970   | 23.584                  | -           | -  | -         | -                                     | -                                 | -                    | 503.080                        | 478.013                      | 981.093    |
| -   | -                       | -           | -  | -         | -                                     | -                                 | -                    | -                              | -                            | -          |
| 32.941<br>6.917   | 1.992                   | -           | -  | -         | -                                     | -                                 | -                    | 49.147                         | 14.739                       | 63.886     |
|   | 676<br>107              | -           | -  | -         | -                                     | -                                 | -                    | 79.286                         | 139.921                      | 219.207    |
| 842.798<br><b>1.935.066</b>   | 183<br><b>91.375</b>    | -<br>30.164 | -  | -         | -                                     | -                                 | 116.555              | 1.113.426<br><b>11.488.670</b> | 186.034<br><b>11.268.539</b> | 1.299.460  |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Analysis of maturity-bearing exposures according to remaining maturities:

|  |           | Te         | erm to Maturit | у           |             |
|--|-----------|------------|----------------|-------------|-------------|
| ľ  | 1 Month   | 1-3 Months | 3-6 Months     | 6-12 Months | Over 1 Year |
| Exposure Classifications   |           |            |                |             |             |
| Conditional and unconditional exposures to central governments or central banks                    | 1.677.088 | 280.080    | 33.422         | 459.719     | 2.108.740   |
| Conditional and unconditional exposures to regional governments or local authorities               | -         | -          | -              | -           | -           |
| Conditional and unconditional receivables from administrative units and non-commercial enterprises | 6.091     | 109        | 818            | 9.509       | 11.708      |
| Conditional and unconditional exposures to<br>multilateral development banks                       | -         | -          | -              | -           | -           |
| Conditional and unconditional exposures to<br>international organizations                          | -         | -          | -              | -           | -           |
| Conditional and unconditional exposures to banks<br>and brokerage houses                           | 4.201.521 | 7.173      | 166            | 4.991       | 12.398      |
| Conditional and unconditional exposures to<br>corporates   | 1.458.672 | 1.555.190  | 2.910.468      | 2.680.454   | 9.063.085   |
| Conditional and unconditional retail exposures   | 113.503   | 240.104    | 480.179        | 691.913     | 1.966.338   |
| Conditional and unconditional exposures secured by real estate property                            | 13.945    | 32.001     | 99.537         | 154.018     | 2.187.949   |
| Past due receivables   | 202.276   | -          | -              | -           | -           |
| Receivables defined in high risk category by BRSA  | 41.923    | -          | -              | 3.577       | -           |
| Exposures in the form of bonds secured by mortgages  | -         | -          | -              | -           | -           |
| Securitization Positions   | -         | -          | -              | -           | -           |
| Short term exposures to banks, brokerage houses and corporates                                     | -         | -          | -              | -           | -           |
| Exposures in the form of collective investment undertakings  | 765.841   | -          | -              | -           | -           |
| Grand Total  | 8.480.860 | 2.114.657  | 3.524.590      | 4.004.181   | 15.350.218  |

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

Grades of Fitch Ratings International Rating Agency are used in determining risk weights for risk classes being used rating grade of risk classes indicated in article 6 of Communiqué on "Measurement and Assessment of Capital Adequacy of Banks". Additionally, grades of Fitch Ratings International Rating Agency were used for receivables from central government and central bank of our country and counter parties abroad. Counter parties resident are accepted as "gradeless" and take risk weight suited for "gradeless" category in relevant risk class.

Rating Scores are used in the following risk classes;

- 1. Receivables from Central Governments or Central Banks
- 2. Receivables from Regional Governments or Local Authorities
- 3. Receivables from Administrative Units and Non-commercial Enterprises
- 4. Receivables from Banks and Brokerage Houses

While credit quality level grade given by Fitch Ratings International Rating Agency decreases to 3, grades using in risk class of receivables from banks and intermediary institutions matched with all credit quality levels from 1 to 6 in risk classes of receivables from central governments or central banks, receivables from regional governments or local authorities and receivables from administrative units and non-commercial enterprises.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

For determination of risk weight regarding items that export or issuer rating not included to purchase/sale accounts is firstly considered to export rating, and also issuer's credit rating is considered in the absence of export rating.

#### Exposures by risk weights:

| Risk Weights                           | 0%        | 10% | 20%       | 35%       | 50%       | 75%       | 100%       | 150%   | 200% | 250% | 1250% | Deductions<br>from Equity |
|--|-----------|-----|-----------|-----------|-----------|-----------|------------|--------|------|------|-------|---------------------------|
| Exposures<br>before Credit             |           |     |           |           |           |           |            |        |      |      |       |                           |
| <br>Risk Mitigation<br>Exposures after | 4.010.632 | -   | 3.116.439 | 1.415.935 | 3.508.087 | 3.489.845 | 18.024.896 | 45.500 | -    | -    | -     | 140.875                   |
| Credit Risk<br>Mitigation              | 5.112.836 | -   | 3.237.594 | 1.415.935 | 3.876.758 | 2.941.558 | 16.981.154 | 45.500 | -    | -    | -     | 140.875                   |

Prepared with the numbers after conversion rate to credit.

#### Information on Significant Sectors or Counterparty Based:

**Impaired Credits;** are the credits that were deemed to be impaired because of the credibility or delaying more than 90 days as of the end of the reporting period. For these credits "Expected Credit Loss" calculation is made within the scope of Regulation on Provisions.

**Past Due Credits;** are the credits whose maturity delayed up to 90 days as of the end of the reporting period but not incurred to impairment for these credits "Expected Credit Loss" calculation is made within the scope of Regulation for Provisions.

|                                      | Loans   |                        | Provisions   |
|--------------------------------------|---|------------------------|--|
|                                      | Impaired (TFR                                       | S9)                    |  |
| Current Period                       | Significant<br>increase in credit risk<br>(Stage 2) | Defaulted<br>(Stage 3) | Expected<br>Credit Losses<br>(Stage 2 and Stage 3) |
| Agriculture                          | 22.176  | 15.350                 | 9.424  |
| Farming and raising livestock        | 20.761  | 12.001                 | 7.152  |
| Forestry                             | 1.415   | 2.510                  | 1.687  |
| Fishing                              | -   | 839                    | 585  |
| Manufacturing                        | 783.969   | 250.207                | 200.718  |
| Mining                               | 216.465   | 5.951                  | 5.890  |
| Production                           | 561.512   | 239.581                | 192.284  |
| Electricity, gas, water              | 5.992   | 4.675                  | 2.544  |
| Construction                         | 297.042   | 76.453                 | 51.851   |
| Services                             | 274.112   | 304.252                | 178.329  |
| Wholesale and retail trade           | 204.127   | 161.902                | 106.601  |
| Hotel food, beverage services        | 6.991   | 1.357                  | 790  |
| Transportation and telecommunication | 12.250  | 38.299                 | 25.128   |
| Financial institutions               | 5.422   | -                      | 60   |
| Real estate and lending service      | 39.606  | 93.742                 | 40.377   |
| Self-employment service              | -   | -                      | -  |
| Education service                    | 3.212   | 33                     | 41   |
| Health and social services           | 2.504   | 8.919                  | 5.332  |
| Other                                | 20.827  | 29.020                 | 84.073   |
| Total                                | 1.398.126   | 675.282                | 524.395  |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                                      |  | Loans                  |            | Provisions   |  |
|--------------------------------------|--|------------------------|------------|--|--|
|                                      | Impaired (T  | FRS9)                  |            |  |  |
| Prior Period <sup>(*)</sup>          | Significant<br>increase in<br>credit risk<br>(Stage 2) | Defaulted<br>(Stage 3) | (Provision | Expected Credit<br>Losses (Stage 2<br>and Stage 3) |  |
| Agriculture                          | 16.025   | 4.643                  | -          | 2.741  |  |
| Farming and raising livestock        | 11.934   | 2.728                  | -          | 1.641  |  |
| Forestry                             | 3.728  | 1.424                  | -          | 878  |  |
| Fishing                              | 363  | 491                    | -          | 222  |  |
| Manufacturing                        | 477.252  | 109.173                | -          | 79.109   |  |
| Mining                               | 186.234  | 1.066                  | -          | 508  |  |
| Production                           | 291.018  | 108.107                | -          | 78.598   |  |
| Electricity, gas, water              | -  | -                      | -          | 3  |  |
| Construction                         | 303.739  | 31.225                 | -          | 22.270   |  |
| Services                             | 270.537  | 93.626                 | -          | 63.108   |  |
| Wholesale and retail trade           | 186.712  | 47.732                 | -          | 36.510   |  |
| Hotel food, beverage services        | 17.881   | 11                     | -          | 11   |  |
| Transportation and telecommunication | 25.399   | 27.351                 | -          | 13.772   |  |
| Financial institutions               | -  | -                      | -          | -  |  |
| Real estate and lending service      | 39.819   | 14.704                 | -          | 11.092   |  |
| Self-employment service              | -  | -                      | -          | -  |  |
| Education service                    | -  | 3.828                  | -          | -  |  |
| Health and social services           | 726  |                        | -          | 1.723  |  |
| Other                                | 8.168  | 1.493                  | -          | 8.187  |  |
| Total                                | 1.075.721  | 240.160                | -          | 175.415  |  |

 $^{\scriptscriptstyle (\!\!\!\!)}$  The amounts in the unadjusted financial statements are presented.

#### Information about Value Adjustment and Change in Provisions:

| Current Period             | Opening<br>Balance | Provision for<br>Period <sup>(*)</sup> | Provision<br>Reversals | Other<br>Adjustments | Closing<br>Balance |
|----------------------------|--------------------|--|------------------------|----------------------|--------------------|
| 1 Stage 3 Provisions       | 123.778            | 324.644                                | (17.064)               | 36.415               | 467.773            |
| 2 Stage 1 and 2 Provisions | 84.621             | 79.834                                 | (80.991)               | 22.609               | 106.073            |

<sup>(\*)</sup> It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

| Prior Period <sup>(*)</sup> | Opening<br>Balance | Provision for<br>Period | Provision<br>Reversals | Other<br>Adjustments | Closing<br>Balance |
|-----------------------------|--------------------|-------------------------|------------------------|----------------------|--------------------|
| 1 Stage 3 Provisions        | 20.546             | 105.347                 | (2.115)                | -                    | 123.778            |
| 2 Stage 1 and 2 Provisions  | 33.964             | 71.272                  | (20.615)               | -                    | 84.621             |

 $^{(\circ)}$  The amounts in the unadjusted financial statements are presented.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The table below shows the maximum exposure to credit risk for the components of the financial statements.

|  | Current Period | Prior Period (*) |
|--|----------------|------------------|
| Financial Assets at Fair Value Through Profit/Loss                         | -              | 56               |
| Banks  | 916.418        | 787.671          |
| Interbank Money Market Placements  | -              | -                |
| Financial Assets Measured at Fair Value Through Other Comprehensive Income | 2.386.937      | 1.299.465        |
| Financial Assets Measured at Amortised Cost                                | -              | -                |
| Loans  | 25.908.664     | 17.035.250       |
| Receivables From Leasing Transactions                                      | 3.656.366      | 703.834          |
| Other Assets   | -              | -                |
| Total credit risk exposure of balance sheet items                          | 32.868.385     | 19.826.276       |
| Financial Guarantees   | 11.328.137     | 10.283.442       |
| Commitments  | 400.233        | 358.815          |
| Total credit risk exposure of off-balance sheet items                      | 11.728.370     | 10.642.257       |
| Total credit risk exposure   | 44.596.755     | 30.468.533       |

 $^{\scriptscriptstyle (\!\!\!\!)}$  The amounts in the unadjusted financial statements are presented.

#### Information about credit quality per class of financial assets:

|  | C                                   | urrent Period                   |            | Prior Period (*)                    |                                 |            |  |  |
|--|-------------------------------------|---------------------------------|------------|-------------------------------------|---------------------------------|------------|--|--|
| Financial Assets   | Neither past<br>due nor<br>impaired | Past due<br>but not<br>impaired | Total      | Neither past<br>due nor<br>impaired | Past due<br>but not<br>impaired | Total      |  |  |
| Banks  | 916.418                             | -                               | 916.418    | 787.671                             | -                               | 787.671    |  |  |
| Derivative Financial Assets  | -                                   | -                               | -          | 56                                  | -                               | 56         |  |  |
| Loans  | 23.835.256                          | 1.398.126                       | 25.233.382 | 15.928.109                          | 1.075.721                       | 17.003.830 |  |  |
| Corporate/Entrepreneurial<br>Loans   | 21.686.253                          | 1.388.068                       | 23.074.321 | 14.319.501                          | 1.069.764                       | 15.389.265 |  |  |
| Consumer Loans   | 2.149.003                           | 10.058                          | 2.159.061  | 1.608.608                           | 5.957                           | 1.614.565  |  |  |
| Specialized Loans  | -                                   | -                               | -          | -                                   | -                               | -          |  |  |
| Financial Assets Measured<br>at Fair Value Through Other<br>Comprehensive Income | 2.386.937                           | -                               | 2.386.937  | 414.683                             | -                               | 414.683    |  |  |
| Financial Assets at Fair Value<br>Through Profit/Loss                            | 547.750                             | -                               | 547.750    | -                                   | -                               | -          |  |  |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **III. EXPLANATIONS ON COUNTER-CYCLICAL CAPITAL BUFFER CALCULATIONS RISK**

According to the Board resolution of BRSA, the transactions made between the banks are not involved to the counter-cyclical buffer ratio calculation. Within this scope as of 31 December 2018 the Bank does not have any receivables from abroad apart from the Banks, however the Bank discretely uses the uppermost ratio determined by BRSA, which is 0%. The geographical distribution of receivables from the private sector taken into account in the calculation of the bank-specific counter-cyclical capital buffer is described in the following table:

|                                     | RWA for banking | RWA for trading |        |
|-------------------------------------|-----------------|-----------------|--------|
| Country name                        | accounts        | accounts        | TOTAL  |
| The United Arab Emirates            | 44.870          | -               | 44.870 |
| Marshall Islands                    | 16.733          | -               | 16.733 |
| Saudi Arabia                        | 1.553           | -               | 1.553  |
| Germany                             | 415             | -               | 415    |
| Turkish Republic of Northern Cyprus | 88              | -               | 88     |
| United States of America            | 82              | -               | 82     |
| France                              | 35              | -               | 35     |
| Holland                             | 32              | -               | 32     |
| Jordan                              | 22              | -               | 22     |
| Ghana                               | 13              | -               | 13     |
| Austria                             | 10              | -               | 10     |
| Italia                              | 10              | -               | 10     |
| Romania                             | 8               | -               | 8      |
| England                             | 6               | -               | 6      |
| Norway                              | 6               | -               | 6      |
| South Africa                        | 2               | -               | 2      |

#### IV. EXPLANATIONS ON THE CURRENCY RISK

# a) Whether the Bank is exposed to foreign currency risk, whether the effects of this matter are estimated, whether limits for the daily followed positions are determined by the Board of Directors

The Bank's policy is to avoid carrying significant position by means of foreign currency management. Therefore, the Bank is not exposed to significant currency risks. Risks are monitored by the currency risk tables prepared based on the standard method. Besides, "Value at Risk" ("VAR") is calculated for daily foreign exchange position and reported to the related departments. VAR based currency risk limit is also followed which was approved by Board of Directors. Moreover, dealer's positions and limits for foreign exchange transactions are under the authorization of the Board of Directors.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# b) Hedge against foreign exchange debt instruments and net foreign exchange investments by hedging derivative instruments, if material:

None.

#### c) Foreign currency risk policy:

"Liquidity Gap Analysis", "Repricing Gap Analysis" and "Structural Liquidity Gap Analysis" which takes into account historical repricing rates of foreign currency accounts, are prepared periodically in order to define liquidity and interest rate risks at USD and Euro, which are mainly used by the Bank in its operations. Also, daily VAR analysis for following the currency risk and within the context of legal reporting, Foreign Currency Net General Position/Shareholders' Equity Ratio and Foreign Currency Liquidity Position are also monitored regularly.

#### d) Current foreign exchange bid rates of the Bank for the last 5 business days prior to the financial statement date:

|            | USD    | EUR    | AUD    | DKK    | SEK    | CHF    | CAD    | NOK    | GBP    | SAR    | 100 Yen |
|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| 31.12.2019 | 5,9336 | 6,6542 | 4,1445 | 0,8865 | 0,6334 | 6,1238 | 4,5173 | 0,6726 | 7,8243 | 1,5697 | 5,4070  |
| 30.12.2019 | 5,9306 | 6,6432 | 4,1265 | 0,8851 | 0,6321 | 6,1062 | 4,4891 | 0,6711 | 7,7789 | 1,5689 | 5,3940  |
| 27.12.2019 | 5,9421 | 6,6275 | 4,1173 | 0,8832 | 0,6325 | 6,0772 | 4,4920 | 0,6692 | 7,7685 | 1,5718 | 5,3740  |
| 26.12.2019 | 5,9241 | 6,5678 | 4,0866 | 0,8747 | 0,6244 | 6,0273 | 4,4648 | 0,6625 | 7,6794 | 1,5670 | 5,3500  |
| 25.12.2019 | 5,9335 | 6,5800 | 4,0848 | 0,8769 | 0,6290 | 6,0345 | 4,4620 | 0,6594 | 7,6519 | 1,5694 | 5,3500  |
| 24.12.2019 | 5,9356 | 6,5746 | 4,0857 | 0,8759 | 0,6258 | 6,0353 | 4,4653 | 0,6609 | 7,6741 | 1,5699 | 5,3710  |

# e) Simple arithmetic average of the Bank's current foreign exchange bid rates for the last 30 days prior to the balance sheet date:

| USD    | EUR    | AUD    | DKK    | SEK    | CHF    | CAD    | NOK    | GBP    | SAR 100 Yen   |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------------|
| 5,8444 | 6,4896 | 4,0023 | 0,8645 | 0,6167 | 5,9311 | 4,3906 | 0,6446 | 7,6431 | 1,5464 5,3000 |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Information on the foreign currency risk of the Bank

|   | EUR         | USD         | Other FC (****) | Total      |
|---|-------------|-------------|-----------------|------------|
| Current Period  |             |             |                 |            |
| Assets  |             |             |                 |            |
| Cash (Cash in vault, effectives, money in transit, cheques purchased) and |             |             |                 |            |
| balances with Central Bank of the Republic of Turkey                      | 912.111     | 1.242.173   | 640.016         | 2.794.300  |
| Banks   | 300.474     | 318.291     | 292.448         | 911.213    |
| Financial assets at fair value through profit and loss (***)              | -           | -           | -               |            |
| Money market placements   | -           | -           | -               | _          |
| Financial assets at fair value through other comprehensive income         | 301.717     | -           | -               | 301.717    |
| Loans <sup>(*)</sup>  | 6.923.897   | 4.746.916   | -               | 11.670.813 |
| Equity Investments  | -           | -           | -               | -          |
| Financial assets measured at amortised cost                               | 547.750     | -           | -               | 547.750    |
| Derivative financial assets for hedging purposes                          | -           | -           | -               | -          |
| Tangible fixed assets (net)   | -           | -           | -               | -          |
| Intangible assets (net)   | -           | -           | -               | -          |
| Other assets  | 5.315       | 1.222       | 58.990          | 65.527     |
| Total assets ("")   | 8.991.264   | 6.308.602   | 991.454         | 16.291.320 |
| Liabilities   |             |             |                 |            |
| Current account and funds collected from Banks via participation          |             |             |                 |            |
| accounts  | 20          | 97          | -               | 117        |
| Current and profit sharing accounts FC                                    | 4.989.517   | 6.521.421   | 913.985         | 12.424.923 |
| Money market borrowings   | -           | -           | -               |            |
| Funds provided from other financial institutions                          | 2.005.285   | 1.115.851   | -               | 3.121.136  |
| Marketable securities issued  |             | -           | -               | -          |
| Derivative financial liabilities for hedging purposes                     | -           | -           | -               | -          |
| Other liabilities   | 626.158     | 33.781      | 12.116          | 672.055    |
| Total liabilities ("")  | 7.620.980   | 7.671.150   | 926.101         | 16.218.231 |
| Net balance sheet position  | 1.370.284   | (1.362.548) | 65.353          | 73.089     |
| Net off-balance sheet position (")  | (1.316.302) | 1.317.991   | -               | 1.689      |
| Financial derivative assets   | -           | 1.317.991   | -               | 1.317.991  |
| Financial derivative liabilities  | 1.316.302   | -           | -               | 1.316.302  |
| Non-cash loans  | 3.528.070   | 2.792.756   | 80.345          | 6.401.171  |
| Prior Period  |             |             |                 |            |
| Total assets  | 6.954.910   | 3.820.287   | 413.962         | 11.189.159 |
| Total liabilities   | 5.678.639   | 4.477.852   | 406.829         | 10.563.320 |
| Net balance sheet position  | 1.276.271   | (657.565)   | 7.133           | 625.839    |
| Net off-balance sheet position  | (1.309.464) | 1.321.437   | -               | 11.973     |
| Financial derivative assets   |             | 1.321.437   | -               | 1.321.437  |
| Financial derivative liabilities  | 1.309.464   | -           | -               | 1.309.464  |
| Non-cash loans  | 3.145.078   | 2.996.581   | 71.542          | 6.213.201  |

<sup>(1)</sup> TL 186.677 equivalent of USD loans, and TL 497.071 equivalent of EUR loans are originated from foreign currency indexed loans and financial leasing.

(\*) Indicates the net balance of receivables and payables on derivative financial instruments.

(") In accordance with the principles of the "Regulation on Measurement and Practices of Banks' Net Overall FC Position/Shareholders' Equity Ratio on a Consolidated and Unconsolidated Basis", Foreign Currency Expense Accruals of Derivative Financial Assets 17.469 TL are not included.

("") Of the foreign currencies presented in the other foreign currency column of assets 88% is Gold, 2% is GBP, 2% is CHF and remaining 8% is other foreign currencies. Of the foreign currencies presented in the other foreign currency column of liabilities 93% is Gold, 3% is GBP, 2%CHF and the remaining 2% is other foreign currencies.

(\*\*\*\*\*) Provisions, liabilities from financial leasing transactions and subordinated loans are included.

(\*\*\*\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **V. EQUITY SHARE POSITION RISK ON BANKING ACCOUNTS**

# Carrying value of share investments, for fair value and quoted securities, comparison with market value if market value is significantly different from fair value:

The breakdown of the amount of capital liabilities on the basis of the relevant share investments, depending on the method of calculating the capital obligation selected by the bank from among the approaches allowed to be used in the Communiqué on Credit Risk Standard Method or Communiqué Related to Calculation of Credit Risk Based Approach Based on Internal Grading:

According to the standard method of credit risk, equity investments in banking accounts are TL 11.519 all of which are 100% risk weighted (31 December 2018: TL 7.897).

#### VI. EXPLANATIONS RELATED TO LIQUIDITY RISK MANAGEMENT AND LIQUIDITY COVERAGE RATIO

General principles of liquidity and financial emergency situation management and the related application procedures are considered in the scope of "Regulation for Liquidity Risk and Liquidity and Financial Emergency Situation Management".

Generally participation accounts concentration weighted for 1 month in both banking and participation banking sectors, collecting funds are longer than maturity perceived as an element of risk, in order to reduce the risk, attention showed to the liquidity of maturity group which is due for one month.

The Bank performs "Remaining Maturity Analysis" for the observation of the maturity structure of the balance sheet, "Liquidity Gap" and "Structural Liquidity Gap Analysis" for the monitoring of the liquidity and between periods and Liquidity Stress Test for the evaluation of the Bank's liquidity and in the worst case scenario and the loss associated with it. Besides, in order to compare the Bank's level of liquidity risk with the sector, average remaining maturity balances of Bank-Sector and legal liquidity rates are monitored.

The Bank calculates and reports the liquidity adequacy ratio to BRSA on weekly unconsolidated basis in accordance with "Regulation for Regulation on Banks' Liquidity Coverage Ratio Calculation" issued in Official Gazette numbered 28948 and dated 21 March 2014. The liquidity coverage of the Bank is over the limit values specified in the mentioned regulation.

Also on the purpose of the liquidity risk management, risk limits and threshold determined as a part of risk appetite and daily monitored.

#### 1) LIQUIDITY RISK:

# a) Basis for the current liquidity risk of the Bank and whether the necessary measures taken, limitations imposed by the Bank's Board of Directors on fund sources that can be used in payment of matured debts and can meet the immediate liquidity need:

The Banks fund resources consist of mainly participation funds. The bank is gathering funds in the name of participation accounts that the principal and predetermined yield are not guaranteed to paid back to the holder of account, and participation rates to profit or loss that results from funds to be operated are reflected to the related accounts.

The bank, TL and FC liquidity meets its needs mostly from the funds collected, internal and external sources that can be used in an emergencies in order to meet the liquidity requirements are monitored periodically, borrowing limits of the markets organized by the Bank and other banks, liquidity levels that can be met. The Bank manages liquidity risk within the regulations of Liquidity Risk and Liquidity and Financial Emergency Management.

# b) Payments, whether assets and liabilities are compatible with the rate of profit, whether the measurement of the probable effects of the actual inconsistency on profitability is done or not:

Payments, assets and liabilities and profit rates are monitored regularly by the management to track whether it is compatible or not and there is no disso nance whatsoever.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# c) The banks internal and external sources to meet the short and long-term liquidity needs, unused significant liquidity sources:

Although Bank's assets average maturity is longer than collected funds, most of the securities, available for sale and held to maturity, make periodic coupon payment which is no longer than six months and monthly credit receivables payments provide cash flow to the Bank.

#### d) Evaluation of the banks cash flow rates and its sources:

The banks main source is the participation funds, these funds are evaluated at other participation banks and loan placements. The banks most important cash inflows are receivables from banks and financial institutions and regular cash inflows from these institutions are seen as a factor that reduce the liquidity risk. Also monthly installment payments for loans are used to meet the Bank's resource needs.

#### 2) Liquidity Coverage Ratio:

Liquidity coverage ratio, established in order to hold and provide premium liquidity asset stock which is adequately fulfill the Bank's net cash outflow, calculated within the scope of "Calculation of The Liquidity Coverage Ratio" regulation that was published by BRSA. Liquidity coverage ratio directly affected by Bank's asset, liability and potential cash inflow and outflow which is derived from off-balance sheet transactions with the level of liquid assets that can be realizable at any time and not mentioned to any collaterals.

Bank's premium liquidity asset stock; consists of debt securities which is not subjected to any collateral or repurchase agreement transaction and basically export from the Republic of Turkey's Treasury along with cash assets and care of Central Bank of the Republic of Turkey's accounts.

Bank's principal funding source represented by participation funds. Repurchase agreement transaction provided by funds and debts which comes from financial institutions take a part within the external participation fund debt items.

Managing liquidity risk effectively can be possible with preventing the concentrated liquidity asset and liability items. Participation fund, constitutes Bank's main fund source, is provided from numerous customers.

Derivative transactions are included in calculation of the liquidity coverage ratio over the cash flows within the 30 day basis time slots.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Current Period  | Consideration<br>Applied Total |            | Consideration<br>Applied Total |           |
|---|--------------------------------|------------|--------------------------------|-----------|
|   | TL+FC                          | FC         | TL+FC                          | FC        |
| HIGH QUALITY LIQUID ASSETS  | 4.906.883                      | 3.146.170  | 4.906.883                      | 3.146.170 |
| High quality liquid assets  | -                              | -          | 4.906.883                      | 3.146.170 |
| CASH OUTFLOWS   | 28.512.578                     | 12.835.438 | 7.034.914                      | 3.362.157 |
| Real person deposits and retail deposits  | 12.003.597                     | 6.269.508  | 1.090.633                      | 626.951   |
| Stable deposit  | 2.194.536                      | -          | 109.727                        | -         |
| Deposit with low stability  | 9.809.061                      | 6.269.508  | 980.906                        | 626.951   |
| Unsecured debts except real person deposits and   | 0.750.000                      | 7 750 007  | 4 400 070                      | 1504040   |
| retail deposits   | 8.359.826                      | 3.359.697  | 4.486.838                      | 1.564.046 |
| Operational deposit   | -                              | -          | -                              | -         |
| Non-operating deposits  | -                              |            | -                              | -         |
| Other unsecured debts   | 8.359.826                      | 3.359.697  | 4.486.838                      | 1.564.046 |
| Secured debts   | -                              | -          | -                              | -         |
| Other cash outflows   | 8.149.155                      | 3.206.233  | 1.457.443                      | 1.171.160 |
| Derivative liabilities and margin obligations   | 1.038.185                      | 1.005.034  | 1.037.787                      | 1.005.034 |
| Debt from structured financial instruments  | -                              | -          | -                              | -         |
| Other off-balance sheet liabilities and commitments for the payment owed to financial markets                       | 247.000                        | 224 617    | 76 507                         | 67.007    |
| markets   | 247.990                        | 224.613    | 76.507                         | 67.297    |
| Revocable off-balance sheet obligations<br>regardless of any other requirement and other<br>contractual obligations | -                              | -          | -                              | -         |
| Other irrevocable or provisory revocable off-   |                                |            |                                |           |
| balance sheet liabilities   | 6.862.980                      | 1.976.586  | 343.149                        | 98.829    |
| TOTAL CASH OUTFLOW  | 28.512.578                     | 12.835.439 | 7.034.914                      | 3.362.157 |
| CASH INFLOWS  | 7.195.386                      | 3.619.277  | 6.247.901                      | 3.355.456 |
| Secured receivables   | -                              | -          | -                              | -         |
| Unsecured claims  | 6.157.682                      | 2.614.681  | 5.210.197                      | 2.350.860 |
| Other cash inflows  | 1.037.704                      | 1.004.596  | 1.037.704                      | 1.004.596 |
| TOTAL CASH INFLOWS  | 7.195.386                      | 3.619.277  | 6.247.901                      | 3.355.456 |
| Applied maximum rate values   | -                              | -          | -                              | -         |
| TOTAL HIGH QUALITY LIQUID ASSET STOCK   | -                              | -          | 4.906.883                      | 3.146.170 |
| TOTAL NET CASH OUTFLOWS   | -                              | -          | 1.758.729                      | 840.539   |
| LIQUIDITY COVERAGE RATIO (%)  |                                |            | 279                            | 374       |

(\*) The weekly simple arithmetic average calculated liquidity coverage ratio of the last three months average

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period  | Consideration<br>Applied Total |            | Consideratio<br>Applied Total |           |
|---|--------------------------------|------------|-------------------------------|-----------|
|   | TL+FC                          | FC         | TL+FC                         | FC        |
| HIGH QUALITY LIQUID ASSETS  | 2.811.586                      | 1.600.247  | 2.811.586                     | 1.600.247 |
| High quality liquid assets  | -                              | -          | 2.811.586                     | 1.600.247 |
| CASH OUTFLOWS   | 22.228.336                     | 10.520.373 | 5.710.025                     | 3.129.897 |
| Real person deposits and retail deposits  | 7.500.634                      | 3.492.136  | 684.961                       | 349.214   |
| Stable deposit  | 1.302.045                      | -          | 65.102                        | -         |
| Deposit with low stability  | 6.198.589                      | 3.492.136  | 619.859                       | 349.214   |
| Unsecured debts except real person deposits and   |                                |            |                               |           |
| retail deposits   | 7.055.132                      | 3.537.075  | 3.904.431                     | 1.904.188 |
| Operational deposit   | -                              | -          | -                             | -         |
| Non-operating deposits  | -                              | -          | -                             | -         |
| Other unsecured debts   | 7.055.132                      | 3.537.075  | 3.904.431                     | 1.904.188 |
| Secured debts   | -                              | -          | -                             | -         |
| Other cash outflows   | 7.672.570                      | 3.491.162  | 1.120.633                     | 876.495   |
| Derivative liabilities and margin obligations   | 682.458                        | 653.705    | 682.458                       | 653.705   |
| Debt from structured financial instruments  | -                              | -          | -                             | -         |
| Other off-balance sheet liabilities and<br>commitments for the payment owed to financial<br>markets                 | 346.475                        | 323.667    | 105.993                       | 97.100    |
| Revocable off-balance sheet obligations<br>regardless of any other requirement and other<br>contractual obligations | -                              | _          | _                             | -         |
| Other irrevocable or provisory revocable off-   |                                |            |                               |           |
| balance sheet liabilities   | 6.643.637                      | 2.513.790  | 332.182                       | 125.690   |
| TOTAL CASH OUTFLOW  | 22.228.336                     | 10.520.373 | 5.710.025                     | 3.129.897 |
| CASH INFLOWS  | 4.356.139                      | 2.131.504  | 3.535.259                     | 2.005.171 |
| Secured receivables   | -                              | -          | -                             | -         |
| Unsecured claims  | 3.667.131                      | 1.458.629  | 2.846.250                     | 1.332.297 |
| Other cash inflows  | 689.008                        | 672.874    | 689.008                       | 672.874   |
| TOTAL CASH INFLOWS  | 4.356.139                      | 2.131.503  | 3.535.258                     | 2.005.171 |
| Applied maximum rate values   | -                              | -          | -                             | -         |
| TOTAL HIGH QUALITY LIQUID ASSET STOCK   | -                              | -          | 2.811.587                     | 1.600.246 |
| TOTAL NET CASH OUTFLOWS   | -                              | -          | 2.174.767                     | 1.124.726 |
| LIQUIDITY COVERAGE RATIO (%)  |                                | -          | 129                           | 142       |

<sup>(\*)</sup> The weekly simple arithmetic average calculated liquidity coverage ratio of the last three months average.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Breakdown of assets and liabilities according to their outstanding maturities:

|  |             | Up to 1     | 1-3         | 3-12      | 1-5        | 5 Years   |                    |            |
|--|-------------|-------------|-------------|-----------|------------|-----------|--------------------|------------|
| Current Period   | Demand      | Month       | Months      | Months    | Years      | and Over  | Undistributed (**) | Total      |
| Assets   |             |             |             |           |            |           |                    |            |
| Cash (Cash in Vault,<br>Effectives, Money in Transit,<br>Cheques Purchased) and<br>Balances with the Central<br>Bank of the Republic of<br>Turkey <sup>(*)</sup> | 418.735     | 2.475.665   | -           | -         | -          | -         | -                  | 2.894.400  |
| Banks (*)  | 916.283     | -           | -           | -         | -          | -         | -                  | 916.283    |
| Financial Assets at Fair<br>Value Through Profit and<br>Loss   | -           | -           | -           | -         | -          | -         | -                  | -          |
| Money Market Placements  | -           | -           | -           | -         | -          | -         | -                  | -          |
| Financial Assets Available-<br>for-Sale  | -           | 3.594       | 349.212     | 583.141   | 1.443.318  | -         | 7.672              | 2.386.937  |
| Loans Given  | -           | 7.029.842   | 1.338.998   | 5.654.593 | 12.044.093 | 2.923.658 | -                  | 28.991.184 |
| Financial Assets Measured<br>at Amortised Cost   | -           | -           | -           | -         | 547.750    | -         | -                  | 547.750    |
| Other Assets (**)  | -           | -           | -           | -         | -          | -         | 655.620            | 655.620    |
| Total Assets   | 1.335.018   | 9.509.101   | 1.688.210   | 6.237.734 | 14.035.161 | 2.923.658 | 663.292            | 36.392.174 |
| Liabilities  |             |             |             |           |            |           |                    |            |
| Funds Collected from<br>Banks Via Current and<br>Participation Accounts  | 123         | -           | -           | -         | -          | -         | -                  | 123        |
| Current and Participation<br>Accounts  | 4.138.185   | 13.556.021  | 4.268.215   | 3.264.383 | 230.318    | -         | -                  | 25.457.122 |
| Funds Provided from Other<br>Financial Instruments   | -           | 793.938     | 1.486.028   | 3.047.370 | 575.484    | 75.850    | -                  | 5.978.670  |
| Money Market Borrowings  | -           | 19.135      | -           | -         | -          | -         | -                  | 19.135     |
| Issued Marketable<br>Securities  | -           | -           | -           | -         | -          | -         | -                  | -          |
| Other Liabilities (***)  | -           | -           | -           | -         | 849.689    | -         | 4.087.435          | 4.937.124  |
| Total Liabilities  | 4.138.308   | 14.369.094  | 5.754.243   | 6.311.753 | 1.655.491  | 75.850    | 4.087.435          | 36.392.174 |
| Liquidity Gap  | (2.803.290) | (4.859.993) | (4.066.033) | (74.019)  | 12.379.670 | 2.847.808 | (3.424.143)        | -          |

(\*) Expected credit losses sre not included.

<sup>(\*)</sup> Certain assets in the balance sheet that are necessary for the banking operations but cannot be readily convertible into cash in the near future, such as equity instruments, tangible assets, investments in associates and subsidiaries, stationary supplies, prepaid expenses and non-performing loans, other liabilities such as provisions which are not considered as payables and shareholders' equity are included under "undistributed".

(\*\*\*) The sum of subordinated loans are shown in this column.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Breakdown of assets and liabilities according to their outstanding maturities:

| Drien Devied (**)   | Demand      | Up to 1      | 1-3         | 3-12      | 1-5       | 5 Years   | l la distaile ste d'(*) | Tatal      |
|---|-------------|--------------|-------------|-----------|-----------|-----------|-------------------------|------------|
| Prior Period (**)   | Demand      | Month        | Months      | Months    | Years     | and Over  | Undistributed (*)       | Total      |
| Assets  |             |              |             |           |           |           |                         |            |
| Cash (Cash in Vault,<br>Effectives, Money in Transit,<br>Cheques Purchased) and<br>Balances with the Central<br>Bank of the Republic of |             |              |             |           |           |           |                         |            |
| Turkey  | 357.861     | 1.649.112    | -           | -         | -         | _         | -                       | 2.006.973  |
| Banks   | 802.212     | -            | -           | -         | -         | -         | -                       | 802.212    |
| Financial Assets at Fair<br>Value Through Profit and<br>Loss  | -           | -            | -           | -         | -         | -         | -                       | -          |
| Money Market Placements   | -           | -            | -           | -         | -         | -         | -                       | -          |
| Financial Assets Available-   |             |              |             |           |           |           |                         |            |
| for-Sale  | -           | 669          | 5.592       | 144.649   | 1.148.555 | -         | 4.910                   | 1.304.375  |
| Loans Given   | -           | 2.511.937    | 1.476.992   | 4.840.942 | 7.513.712 | 1.395.842 | 3.141.804               | 20.881.229 |
| Financial Assets Measured<br>at Amortised Cost  | -           | -            | -           | -         | -         | -         | -                       | -          |
| Other Assets (*)  | -           | -            | -           | -         | -         | -         | 482.567                 | 482.567    |
| Total Assets  | 1.160.073   | 4.161.718    | 1.482.584   | 4.985.591 | 8.662.267 | 1.395.842 | 3.629.281               | 25.477.356 |
| Liabilities   |             |              |             |           |           |           |                         |            |
| Funds Collected from<br>Banks Via Current and<br>Participation Accounts   | 5.918       | 20.247       | 20.051      | _         | _         | _         | -                       | 46.216     |
| Current and Participation<br>Accounts   | 2.375.521   | 9.463.550    | 2.252.093   | 1.006.366 | 7.352     | -         | -                       | 15.104.882 |
| Funds Provided from Other<br>Financial Instruments  | -           | 1.160.235    | 1.485.067   | 574.655   | 141.917   | -         | 2.649.551               | 6.011.425  |
| Money Market Borrowings   | -           | 864.414      | -           | -         | -         | -         | -                       | 864.414    |
| Issued Marketable<br>Securities   | -           | -            | -           | -         | -         | -         | 179.895                 | 179.895    |
| Other Liabilities <sup>(*)</sup>  | -           | -            | -           | -         | -         | -         | 3.270.524               | 3.270.524  |
| Total Liabilities   | 2.381.439   | 11.508.446   | 3.757.211   | 1.581.021 | 149.269   | -         | 6.099.970               | 25.477.356 |
| Liquidity Gap   | (1.221.366) | (7 7 46 729) | (2.274.627) | 7 404 570 | 8.512.998 | 1.395.842 | (2.470.689)             | _          |

<sup>(2)</sup> Fixed assets in the balance sheet that are necessary for the banking operations but cannot be readily convertible into cash in the near future, such as tangible assets are included under unallocated assets. The unallocated other liabilities column consists of equity and provisions.

(\*\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Presentation of Liabilities According to Their Remaining Maturities

|  | Up to      | 1-3       | 3-12      | 1-5     | Over      |            |
|--|------------|-----------|-----------|---------|-----------|------------|
| Current Period                                   | 1 Month    | Months    | Months    | Years   | 5 Years   | Total      |
| Bank deposits                                    | 123        | -         | -         | -       | -         | 123        |
| Other deposits                                   | 17.694.206 | 4.268.215 | 3.264.383 | 230.318 | -         | 25.457.122 |
| Funds borrowed from other financial institutions | 793.938    | 1.486.028 | 3.047.370 | 575.484 | 75.850    | 5.978.670  |
| Funds borrowed from<br>Interbank money market    | 19.135     | -         | -         | -       | -         | 19.135     |
| Total  | 18.507.402 | 5.754.243 | 6.311.753 | 805.802 | 75.850    | 31.455.050 |
| Prior Period (*)                                 |            |           |           |         |           |            |
| Bank deposits                                    | 26.165     | 20.051    | -         | -       | -         | 46.216     |
| Other deposits                                   | 11.839.071 | 2.252.093 | 1.006.366 | 7.352   | -         | 15.104.882 |
| Funds borrowed from other fnancial institutions  | 1.160.235  | 1.485.067 | 574.655   | 141.917 | 2.649.551 | 6.011.425  |
| Funds borrowed from<br>Interbank Money market    | 864.414    | -         | -         | -       | -         | 864.414    |
| Total  | 13.889.885 | 3.757.211 | 1.581.021 | 149.269 | 2.649.551 | 22.026.937 |

(\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

#### VII. EXPLANATIONS ON LEVERAGE RATIO

As of December 31, 2019, the leverage ratio of the Bank calculated from the average of three months is 7,7%. (31 December 2018: 6,1%). The relevant ratio is above the minimum rate specified by the Regulation on Measurement and Assessment of Leverage Level of Banks.

The reason for the change between the current period and the previous period's leverage ratio is that the average total risk increase rate is higher than the increase in average capital.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Leverage ratio disclosure as follows:

| Balance sheet assets  | Current Period (*) | Prior Period (**) |
|---|--------------------|-------------------|
| Balance sheet assets (Except for derivative financial instruments and credit            |                    |                   |
| derivatives, including warranties)  | 33.912.199         | 21.113.586        |
| (Assets deducted from main capital)   | (136.619)          | (99.706)          |
| Total risk amount of the balance sheet assets   | 33.775.580         | 21.013.880        |
| Derivative financial instruments and credit derivatives                                 |                    |                   |
| Replacement cost of derivative financial instruments and credit derivatives             | 20.334             | 11.550            |
| Potential credit risk amount of derivative financial instruments and credit derivatives | 14.549             | 13.565            |
| Total risk amount of derivative financial instruments and credit derivative             | 34.883             | 25.115            |
| Security or secured financing transactions  |                    |                   |
| Risk amount of security or secured financing transactions (Except balance sheet)        | 65.054             | 36.567            |
| Risk amount due to intermediated transactions   | -                  | -                 |
| Total risk amount of security or secured financing transactions                         | 65.054             | 36.567            |
| Off-balance sheet transactions  |                    |                   |
| Gross nominal amount of off-balance sheet transactions                                  | 11.309.929         | 11.021.090        |
| (Adjustment amount resulting from multiplying by credit conversion rates)               | -                  | -                 |
| Risk amount of the off-balance sheet transactions                                       | 11.309.929         | 11.021.090        |
| Equity and total risk   |                    |                   |
| Main capital  | 3.486.792          | 1.970.244         |
| Total risk amount   | 45.185.446         | 32.096.652        |
| Leverage ratio  |                    |                   |
| Leverage ratio  | 7,7                | 6,1               |

<sup>(\*)</sup> Amounts in the table are obtained on the basis of three-month weighted average.

(\*\*) The amounts in the unadjusted financial statements are presented.

#### **VIII. EXPLANATIONS ON SECURITIZATION POSITIONS**

#### None.

#### IX. EXPLANATIONS ON RISK MANAGEMENT

Notes and explanations in this section have been prepared in accordance with the "Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks" that have been published in Official Gazette no. 29511 on 23 October 2015 and became effective as of 31 March 2016. Due to usage of standard approach for the calculation of capital adequacy by the Bank, tables that need to be prepared within the scope of Internal Ratings Based ("IRB") have not been presented.

Within the scope of risk management, there are many risks that affect our bank's financial performance significantly. These risks include the risk of credit risk, market risk, operational risk, liquidity risk and profit share ratio arising from banking accounts. Risk management strategy is based on the mission and vision of bank and is aimed to respond to customers' financial needs in the most appropriate way and to support their financial success. In this context, business practices and our working model support prudent risk management practices.

Internal bank risk appetite has been established and is periodically shared with top management in order to follow the specified risks In addition, detailed risk management reports, including stress tests and scenario analyzes, where all risks are analyzed in detail, are reported to the Audit Committee.

Scenarios such as sudden changes in the curriculum, changes in country grades, changes in the loan portfolio are taken into account in the stress tests conducted.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The capital adequacy ratio is followed up by the simulation method on a daily basis although it is followed up within the monthly period which is the legal submission period. The liquidity coverage ratio of the bank is monitored daily by the risk management and is shared with the top management of the bank and the treasury unit.

In order to create a common risk culture in our bank, our bank employees are given risk management training and strategically important units have detailed explanations about the importance of risk management. Risk management policies and procedures, banking regulations based on significant risks, are available to all employees working in our bank.

Our bank is developing a system for risk measurement methods. In the present case, standard methods are generally used in the calculations and preparations are made for advanced methods with the growth of our bank. All risk processes are closely monitored.

#### 1. Explanations on Risk Management and Risk-weighted Assets:

#### a) Overview of Risk-weighted Assets

|    |   | Risk Weighte   | ed Amount        | Minimum capital<br>Requirement |  |
|----|---|----------------|------------------|--------------------------------|--|
|    | Overview of RWA   | Current Period | Prior Period (*) | Current Period                 |  |
| 1  | Credit risk (excluding counterparty credit risk) (CCR)                                | 22.300.429     | 15.955.856       | 1.784.034                      |  |
| 2  | Standardized approach (SA)  | 22.300.429     | 15.955.856       | 1.784.034                      |  |
| 3  | Internal rating-based (IRB) approach  | -              | -                | -                              |  |
| 4  | Counterparty credit risk  | 45.469         | 204.871          | 3.638                          |  |
| 5  | Standardized approach for counterparty credit risk (SA-CCR)                           | 45.469         | 204.871          | 3.638                          |  |
| 6  | Internal model method (IMM)   | -              | -                | -                              |  |
| 7  | Basic risk weight approach to internal models equity position in the banking account  | -              | -                | -                              |  |
| 8  | Investments made in collective investment<br>companies - look-through approach        | -              | -                | -                              |  |
| 9  | Investments made in collective investment<br>companies - mandate-based approach       | -              | -                | -                              |  |
| 10 | Investments made in collective investment<br>companies - 1250% weighted risk approach | -              | -                | -                              |  |
| 11 | Settlement risk   | -              | -                | -                              |  |
| 12 | Securitization positions in banking accounts  | -              | -                | -                              |  |
| 13 | RB ratings-based approach (RBA)   | -              | -                | -                              |  |
| 14 | IRB Supervisory Formula Approach (SFA)  | -              | -                | -                              |  |
| 15 | SA/simplified supervisory formula approach (SSFA)                                     | -              | -                | -                              |  |
| 16 | Market risk   | 183.570        | 129.986          | 14.686                         |  |
| 17 | Standardized approach (SA)  | 183.570        | 129.986          | 14.686                         |  |
| 18 | Internal model approaches (IMM)   | -              | -                | -                              |  |
| 19 | Operational Risk <sup>(*)</sup>   | 1.004.413      | 491.392          | 80.353                         |  |
| 20 | Basic Indicator Approach  | 1.004.413      | 491.392          | 80.353                         |  |
| 21 | Standard Approach   | -              | -                | -                              |  |
| 22 | Advanced measurement approach   | -              | -                | -                              |  |
| 23 | The amount of the discount threshold under the equity (subject to a 250% risk weight) | -              | -                | -                              |  |
| 24 | Floor adjustment  | -              | -                | -                              |  |
| 25 | Total (1+4+7+8+9+10+11+12+16+19+23+24)  | 23.533.881     | 16.782.105       | 1.882.711                      |  |

(\*) The amounts in the unadjusted financial statements are presented.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 2. Linkages Between Financial Statements and Regulatory Exposures

# a) Differences between accounting and regulatory scopes of consolidation and mapping of financial statement categories with regulatory risk categories

|  | Carrying values of items in accordance with TAS                                  |                                     |         |                               |   |  |  |  |
|--|--|-------------------------------------|---------|-------------------------------|---|--|--|--|
|  | Carrying values<br>under scope<br>of regulatory<br>consolidation ( <sup>1)</sup> | Subject to credit<br>risk framework |         | Subject to the<br>market risk | Not subject to capital<br>requirements or<br>subject to deduction<br>from capital |  |  |  |
| Assets   |  |                                     |         |                               |   |  |  |  |
| Cash and balances at central bank                  | 2.894.439  | 2.894.439                           | -       | 2.794.300                     | -   |  |  |  |
| Financial assets held for trading                  | 17.496   | -                                   | 17.496  | -                             | -   |  |  |  |
| Financial assets designated at fair value through  |  |                                     |         |                               |   |  |  |  |
| profit or loss                                     | -  | -                                   | -       | -                             | -   |  |  |  |
| Banks  | 916.418  | 916.418                             | -       | 911.213                       | -   |  |  |  |
| Receivables from money markets                     | -  | -                                   | -       | -                             | -   |  |  |  |
| Financial assets available for sale (net)          | 2.386.763  | 2.386.763                           | 105.559 | 301.717                       | -   |  |  |  |
| Loans and receivables                              | 25.334.818   | 26.010.100                          | -       | 8.862.682                     | -   |  |  |  |
| Factoring receivables                              | -  | -                                   | -       | -                             | -   |  |  |  |
| Financial Assets Measured at Amortised Cost        | 547.750  | 547.750                             | -       | 547.750                       | -   |  |  |  |
| Investments in associates (net)                    | -  | -                                   | -       | -                             | -   |  |  |  |
| Investments in subsidiaries (net)                  | 100  | 100                                 | -       | -                             | -   |  |  |  |
| Investments in joint ventures (net)                | -  | -                                   | -       | -                             | -   |  |  |  |
| Leasing receivables                                | 3.656.366  | 3.656.366                           | -       | 2.124.383                     | -   |  |  |  |
| Derivative financial assets held for hedges        | -  | -                                   | -       | -                             | -   |  |  |  |
| Tangible assets (net)                              | 157.597  | 137.362                             | -       | -                             | 20.234  |  |  |  |
| Intangible assets (net)                            | 120.641  | -                                   | -       | -                             | 120.641   |  |  |  |
| Investment properties (net)                        | -  | -                                   | -       | -                             | -   |  |  |  |
| Tax assets   | 42.153   | 42.153                              | -       | -                             | -   |  |  |  |
| Non-current assets and disposal groups             |  |                                     |         |                               |   |  |  |  |
| classified as held for sale (net)                  | 104.069  | 104.069                             | -       | -                             | -   |  |  |  |
| Other assets                                       | 213.564  | 213.564                             | -       | 65.527                        | -   |  |  |  |
| Total Assets                                       | 36.392.174   | 36.909.084                          | 123.055 | 15.607.572                    | 140.875   |  |  |  |
| Liabilities  |  |                                     |         |                               |   |  |  |  |
| Deposits   | 25.457.245   | -                                   | -       | 12.425.040                    | -   |  |  |  |
| Derivative financial liabilities held for trading  | 12.479   | -                                   | -       | 12.460                        | -   |  |  |  |
| Loans  | 5.978.670  | -                                   | -       | 3.121.136                     | -   |  |  |  |
| Debt to money markets                              | 19.135   | -                                   | 19.135  | -                             | -   |  |  |  |
| Debt securities in issue                           | -  | -                                   | -       | -                             | -   |  |  |  |
| Funds  | -  | -                                   | -       | -                             | -   |  |  |  |
| Various Debts                                      | -  | -                                   | -       | -                             | -   |  |  |  |
| Other Debts  | 440.397  | -                                   | -       | 76.805                        | -   |  |  |  |
| Factoring debts                                    | -  | -                                   | -       | -                             | -   |  |  |  |
| Debts from leasing transactions                    | 110.059  | -                                   | -       | 12.267                        | -   |  |  |  |
| Derivative financial liabilities held for hedge    | -  | -                                   | -       | -                             | -   |  |  |  |
| Provisions   | 235.279  | -                                   | -       | 45.645                        | -   |  |  |  |
| Tax liability                                      | 122.393  | -                                   | -       | -                             | -   |  |  |  |
| Liabilities included in disposal groups classified |  |                                     |         |                               |   |  |  |  |
| as held for sale (net)                             | -  | -                                   | -       | -                             | -   |  |  |  |
| Subordinated Debts                                 | 849.689  | -                                   | -       | 537.338                       | -   |  |  |  |
| Equity   | 3.166.828  |                                     |         | 642                           |   |  |  |  |
| Total Liabilities                                  | 36.392.174   | -                                   | 19.135  | 16.231.333                    | -   |  |  |  |

 $^{(\!\circ\!)}$  Refers to the unconsolidated financial statements of the Bank.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# b) Differences between accounting and regulatory scopes of consolidation and mapping of financial statement categories with regulatory risk categories

|  | Total      | Items subject<br>to credit risk<br>framework | Securitisation<br>Position |         | Items subject<br>to market risk<br>framework |
|--|------------|--|----------------------------|---------|--|
| Asset carrying value amount under scope of regulatory consolidation                    | 36.392.173 | 36.909.084                                   | -                          | 123.056 | 15.607.573                                   |
| Liabilities carrying value amount under regulatory scope<br>of consolidation           | 19.135     | -  | -                          | 19.135  | -  |
| Total net amount under regulatory scope of consolidation                               | 36.373.038 | 36.909.084                                   | -                          | 103.921 | -  |
| Off-balance sheet amounts  | 12.082.308 | 11.619.628                                   | -                          | 462.681 | -  |
| Differences in valuations  | -          | -  | -                          | -       | -  |
| Differences due to different netting rules, other than those already included in row 2 | -          | -  | -                          | -       | -  |
| Differences due to consideration of provisions   | -          | -  | -                          | -       | -  |
| Differences due to prudential filters  | -          | -  | -                          | -       | -  |
| Exposure amounts considered for regulatory purposes                                    | -          | -  | -                          | -       | -  |

#### 3. Explanations on Credit Risk

#### 3.1) General information about credit risk

#### a) General qualitative information about credit risk

Effective management of credit risk is one of the key elements of a comprehensive approach to risk management. Corporate, individual and SME loans, finance lease receivables, other elements constituting the bank's assets and non-cash transactions constitute the basis of the items which constitute credit risk, which are used depending on the activities of our bank. Taking into consideration the risk appetite of our bank in the activities carried out in this direction is important in terms of enabling the effective management of credit risk.

Credit risk limits has been designed in accordance with the level of risk that the Bank may be exposed to, its activities and the size and complexity of its products and services and is determined by taking the views and recommendations of the General Manager, the Audit Committee and the relevant Senior Managers. Limits are regularly monitored periodically, and adapting to changes in market conditions, the Bank's strategy and risk appetite. In addition to taking into account our legal requirements while creating credit risk policies, our current credit performance has been audited and a policy has been developed in line with the Bank's strategies and targets.

Credit risk calculations are carried out carefully and meticulously and controls are carried out in accordance with the legislation. In the present case, calculations are made using the standard method and infrastructure studies are continuing to use advanced methods. Credit risk calculations and applied methods are also monitored by internal control and audit departments, taking into account legal requirements at each stage.

Detailed reporting including the relationship with credit risk and other risks exposed to the Board of Directors and Senior Managers is periodically shared and the credit risk is monitored effectively by the risk management unit.

#### b) Credit quality of assets

|                               | Defaulted<br>exposures | Non-defaulted<br>exposures | Provisions/<br>Amortization<br>and impairment | Net value  |
|-------------------------------|------------------------|----------------------------|---|------------|
| Loans <sup>(*)</sup>          | 675.282                | 28.889.748                 | 573.846                                       | 28.991.184 |
| Debt instruments              | -                      | 2.928.432                  | 1.417   | 2.927.015  |
| Off-balance sheet receivables | -                      | 11.619.042                 | 18.452  | 11.600.590 |
| Total                         | 675.282                | 43.437.222                 | 593.715                                       | 43.518.789 |

(\*) Financial Lease amount of TL 3.656.366 is included to the table.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Default receivables and change in debt instrument stock

| 1 | Prior report period default loans and debt instrument amount $^{\circ\circ}$ | 240.160   |
|---|--|-----------|
| 2 | Default credits and debt instruments since the last reporting period (**)    | 732.881   |
| 3 | Non re-defaulted receivables   | -         |
| 4 | Write-offs   | -         |
| 5 | Other changes  | (297.759) |
| 6 | Defaulted loans and debt securities at end of reporting period (1+2-3-4±5)   | 675.282   |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

(\*\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

#### d) Additional disclosures about the credit quality of assets

# i. The scope and definitions of "past due" and "impaired" exposures used for accounting purposes and the differences, if any, between the definition of past due and default for accounting and regulatory purposes

The Bank provides special and general provisions for loans and other receivables in accordance with the "Regulation on the Procedures and Principles for the Determination of the Qualifications of Banks for Loans and Other Receivables and the Provisions to be Made".

#### ii. The extent of past-due exposures (more than 90 days) that are not considered to be impaired and the reasons for this

The Bank automatically transfers the loans that are over 90 days past due to the provisions of the Provisions Regulation to the follow-up accounts and allocates the counterparty of the related class.

#### iii. Definitions of methods used when setting the allowance

The Bank sets expected loss provisions for loans and other receivables in accordance with the regulations stated by the Communiqué published on the Official Gazette numbered 29750 and dated 22 June 2016 on "Methods and Principles on Determining the Nature of Loans and Other Receivables and Allocation of Provisions".

#### iv. The Banks own definition of a restructured exposure

Real/legal persons using credit may, from time to time, face usual risks of business life such as failure to include the excessive cost increases in sales prices, loss of market share and turnover, unexpected expenses, problems in collection of receivables due to some factors that are beyond reasonable control of its own businesses or other businesses worked with. They may therefore have temporary liquidity difficulties. It involves setting new loan repayment maturities in line with cash flows for businesses which have no significant problem in credit worthiness and sustain their income-generating activities but fail, or priorly imply failure, to make their loan repayment in a timely manner due to temporary liquidity problems.

# v. Breakdown of receivables according to geographical areas, breakdown by sector and remaining demand, geographical segments and sectoral provision amount and related provisions and write-offs:

| Current period            |   | Loans                  |  |   |  |  |
|---------------------------|---|------------------------|--|---|--|--|
|                           | Impaired (TFR                                       | S 9)                   |  | Provisions for<br>Expected<br>Credit Losses |  |  |
|                           | Significant<br>Increase in credit<br>risk (Stage 2) | Defaulted<br>(Stage 3) | Non performing<br>(Provision<br>Regulations) |   |  |  |
| Domestic                  | 1.398.126   | 675.282                | 675.282                                      | 573.472                                     |  |  |
| EU countries              | -   | -                      | -  | 24  |  |  |
| USA, Canada               | -   | -                      | -  | -   |  |  |
| OECD Countries            | -   | -                      | -  | -   |  |  |
| Off-shore Banking Regions | -   | -                      | -  | 78  |  |  |
| Other                     | -   | -                      | -  | 272   |  |  |
| Total                     | 1.398.126   | 675.282                | 675.282                                      | 573.846                                     |  |  |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period <sup>(*)</sup> | Loans and<br>Receivables | Loans   | Special<br>Provisions | Total   |
|-----------------------------|--------------------------|---------|-----------------------|---------|
| Domestic                    | 1.075.721                | 240.160 | 240.160               | 207.628 |
| EU countries                | -                        | -       | -                     | 16      |
| USA, Canada                 | -                        | -       | -                     | 6       |
| OECD Countries              | -                        | -       | -                     | -       |
| Off-shore Banking Regions   | -                        | -       | -                     | -       |
| Other                       | -                        | -       | -                     | 749     |
| Total                       | 1.075.721                | 240.160 | 240.160               | 208.399 |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

| Current period                  | Loans      | Non performing<br>loans | Expected Loss<br>Provision | Total      |
|---------------------------------|------------|-------------------------|----------------------------|------------|
| Agriculture                     | 801.694    | 15.350                  | 10.194                     | 806.850    |
| Farming and Stockbreeding       | 700.355    | 12.001                  | 7.750                      | 704.606    |
| Forestry                        | 88.553     | 2.510                   | 1.823                      | 89.240     |
| Fishery                         | 12.786     | 839                     | 621                        | 13.004     |
| Manufacturing                   | 10.435.958 | 250.207                 | 221.954                    | 10.464.211 |
| Mining and Quarrying            | 2.085.611  | 5.951                   | 9.695                      | 2.081.867  |
| Production                      | 7.745.368  | 239.581                 | 208.652                    | 7.776.297  |
| Electricity, Gas and Water      | 604.979    | 4.675                   | 3.607                      | 606.047    |
| Construction                    | 4.479.509  | 76.453                  | 63.398                     | 4.492.564  |
| Services                        | 10.887.275 | 304.252                 | 193.335                    | 10.998.192 |
| Wholesale and Retail Trade      | 4.183.944  | 161.902                 | 114.417                    | 4.231.429  |
| Accommodation and Dining        | 166.539    | 1.357                   | 1.594                      | 166.302    |
| Transportation and Telecom      | 248.139    | 38.299                  | 25.629                     | 260.809    |
| Financial Institutions          | 5.399.102  | -                       | 2.873                      | 5.396.229  |
| Real Estate and Rental Services | 666.932    | 93.742                  | 42.647                     | 718.027    |
| Professional Services           | -          | -                       | -                          | -          |
| Educational Services            | 65.099     | 33                      | 398                        | 64.734     |
| Health and Social Services      | 157.520    | 8.919                   | 5.777                      | 160.662    |
| Other                           | 2.285.312  | 29.020                  | 84.965                     | 2.229.367  |
| Total                           | 28.889.748 | 675.282                 | 573.846                    | 28.991.184 |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                                 |             | Loans under | Special    | Total      |
|---------------------------------|-------------|-------------|------------|------------|
| Prior Period (*)                | Receivables | follow up   | Provisions |            |
| Agriculture                     | 319.891     | 4.643       | 3.183      | 321.351    |
| Farming and Stockbreeding       | 245.851     | 2.728       | 2.006      | 246.573    |
| Forestry                        | 66.108      | 1.424       | 943        | 66.589     |
| Fishery                         | 7.932       | 491         | 234        | 8.189      |
| Manufacturing                   | 7.204.630   | 109.173     | 95.316     | 7.218.487  |
| Mining and Quarrying            | 954.611     | 1.066       | 1.512      | 954.165    |
| Production                      | 5.977.816   | 108.107     | 92.741     | 5.993.182  |
| Electricity, Gas and Water      | 272.203     | -           | 1.063      | 271.140    |
| Construction                    | 3.139.236   | 31.225      | 30.409     | 3.140.052  |
| Services                        | 5.337.892   | 93.626      | 68.089     | 5.363.429  |
| Wholesale and Retail Trade      | 2.046.400   | 47.732      | 39.437     | 2.054.695  |
| Accommodation and Dining        | 55.775      | 11          | 105        | 55.681     |
| Transportation and Telecom      | 289.081     | 27.351      | 14.350     | 302.082    |
| Financial Institutions          | -           | -           | -          | -          |
| Real Estate and Rental Services | 2.841.458   | 14.704      | 12.079     | 2.844.083  |
| Professional Services           | -           | -           | -          | -          |
| Educational Services            | 56.091      | 3.828       | 244        | 59.675     |
| Health and Social Services      | 49.087      | -           | 1.874      | 47.213     |
| Other                           | 1.706.015   | 1.493       | 11.402     | 1.696.106  |
| Total                           | 17.707.664  | 240.160     | 208.399    | 17.739.425 |

(\*) The amounts in the unadjusted financial statements are presented.

|                     | Demand | Up to 1<br>month | 1-3<br>Month | 3-12<br>Months | 1-5<br>years | Over 5<br>years | Undistri-<br>buted | Total      |
|---------------------|--------|------------------|--------------|----------------|--------------|-----------------|--------------------|------------|
| Current<br>Period   |        |                  |              |                |              |                 |                    |            |
| Loans               | -      | 7000040          |              |                |              | 2.923.658       | -                  | 28.991.184 |
|                     | Demand | Up to 1<br>month | 1-3<br>Month | 3-12<br>Months | 1-5<br>years | Over 5<br>years | Undistri-<br>buted | Total      |
| Prior<br>Period (*) |        |                  |              |                |              |                 |                    |            |
| Loans               | -      | 2.511.937        | 1.476.992    |                | 7.513.712    | 1.395.842       | -                  | 17.739.425 |

(\*) The amounts in the unadjusted financial statements are presented.

#### vi. Aging analysis for past due receivables

#### Past due but not impaired loans aging analysis based on credit class as follows:

|                                 | Up to 1 |         |            |         |
|---------------------------------|---------|---------|------------|---------|
| Current Period                  | month   |         | 2-3 Months | Total   |
| Loans and Receivables (1)       |         |         |            |         |
| Corporate/Entrepreneurial Loans | 314.941 | 131.792 | 187.144    | 633.877 |
| Consumer loans                  | 246     | -       | -          | 246     |
| Total                           | 315.187 | 131.792 | 187.144    | 634.123 |

<sup>(1)</sup> Explanations on the amounts; For the loans with instalments, the overdue installment amounts, for other type of credits, the overdue principal amount and the remaining principal amounts of intallmanent results with a grand total of TL 764.003

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                                 | Up to   | 1-2    | 2-3    |        |
|---------------------------------|---------|--------|--------|--------|
| Previous Period (*)             | 1 month | months | Months | Total  |
| Loans and Receivables           |         |        |        |        |
| Corporate/Entrepreneurial Loans | 18.749  | 40.987 | 25.551 | 82.287 |
| Consumer loans                  | 598     | 113    | 72     | 783    |
| Total                           | 19.347  | 41.100 | 23.623 | 84.070 |

(\*) The amounts in the unadjusted financial statements are presented.

#### 3.2) Credit risk mitigation

#### a) Qualitative disclosure requirements related to credit risk mitigation techniques

It is taken into consideration that the collateralization process of the bank's lending processes may create a risk. In the bank guarantee policy, residual risks are managed by observing all the risks such as not being able to get the collateral received on time or turning it into cash, the guarantor refusing or delaying the payment, insufficient legal documents of the legal documents for obtaining the desired legal result.

The transactions that the bank makes in the context of market risk are not subjected as collateral.

Financial collaterals are taken into consideration in mitigating credit risk in the Bank and as a rule, real estate mortgages are not considered as collateral. Mortgage-backed receivables are a separate risk class and the financial collateral used in the Bank consists of cash blockage, public guarantee fund and borrowing of public debts.

#### b) Credit risk mitigation techniques - Overview

| Current Period   | Unsecured<br>receivables:<br>Amount<br>assessed<br>pursuant to<br>TAS | Claims<br>secured by<br>guarantee | collateralized | Receivables<br>protected<br>by financial<br>guarantees | protected<br>by financial | Loans<br>protected<br>by credit<br>derivatives | protected<br>by credit |
|------------------|---|-----------------------------------|----------------|--|---------------------------|--|------------------------|
| Loans            | 27.117.320  | 1.873.864                         | 1.250.795      | 1.280.636  | 808.337                   | -  | -                      |
| Debt instruments | 2.927.015   | -                                 | -              | -  | -                         | -  | -                      |
| Total            | 30.044.335  | 1.873.864                         | 1.250.795      | 1.280.636  | 808.337                   | -  | -                      |
| Default          | 675.282   | -                                 | -              | -  | -                         | -  | -                      |

| Prior Period <sup>(*)</sup> | Unsecured<br>receivables:<br>Amount<br>assessed<br>pursuant to<br>TAS | Claims<br>secured by<br>guarantee | collateralized |           | protected<br>by financial | Loans<br>protected<br>by credit<br>derivatives | protected |
|-----------------------------|---|-----------------------------------|----------------|-----------|---------------------------|--|-----------|
| Loans                       | 16.386.570  | 1.437.476                         | 998.648        | 1.283.498 | 894.287                   | -  | -         |
| Debt instruments            | 1.299.465   | -                                 | -              | -         | -                         | -  | -         |
| Total                       | 17.686.035  | 1.437.476                         | 998.648        | 1.283.498 | 894.287                   | -  | -         |
| Default                     | 240.160   | -                                 | -              | -         | -                         | -  | -         |

(\*) The amounts in the unadjusted financial statements are presented

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 3.3) Credit risk under standardized approach

#### a) Qualitative disclosures on banks' use of external credit ratings under the standardized approach for credit risk

The Bank uses the ratings issued by Fitch Ratings International Rating Agency in its risk classes for Receivables from Central Government or Central Banks, Receivables from Regional and Local Governments and Administrative Units and Non-Commercial, Receivables from Banks in the risk category, Fitch Ratings notes are used for receivables from resident banks and no rating agency notes are used for receivables from domestic resident banks. Country Notes used for Receivables from Central Government or Central Banks, Receivables from Regional or Local Governments and Administrative Units and Non-Commercial Government or Central Banks, Receivables from Regional or Local Governments and Administrative Units and Non-Commercial Enterprises are 3 in the Credit Quality Level, while the notes used in the risk classes of Banks and Intermediary Institutions are from 1 to 6 matched with credit quality levels.

#### b) Standard Approach - Exposure to credit risk and credit risk mitigation effects

|   | The credit conversion rate<br>and the credit amount<br>before the credit risk<br>reduction |                                | The credit con<br>and the crea<br>after the c<br>reduc | dit amount<br>redit risk       | Risk weighted amount<br>and risk weighted amount<br>density |                                       |  |
|---|--|--------------------------------|--|--------------------------------|---|---------------------------------------|--|
| Risk classes  | On-balance<br>sheet<br>amount  | Off-balance<br>sheet<br>amount | On-balance<br>sheet<br>amount                          | Off-balance<br>sheet<br>amount | Risk<br>weighted<br>amount                                  | Risk<br>weighted<br>amount<br>density |  |
| Exposures to central governments or<br>central banks                                  | 4.559.048  | -                              | 5.334.261  | 36.491                         | 575.422   | 11%                                   |  |
| Exposures to regional governments or local authorities                                | -  | -                              | 33.126   | 4.978                          | 19.052  | 50%                                   |  |
| Exposures to public sector entities   | 26.537   | 3.459                          | 26.536   | 1.699                          | 28.096  | 100%                                  |  |
| Exposures to multilateral development Banks   | -  | -                              | -  | -                              | -   | 0%                                    |  |
| Exposures to international organizations  | -  | -                              | -  | -                              | -   | 0%                                    |  |
| Exposures to institutions   | 4.194.333  | 57.053                         | 4.194.332  | 31.917                         | 1.215.161   | 29%                                   |  |
| Exposures to corporates   | 11.565.094   | 8.812.943                      | 11.159.498   | 6.088.935                      | 16.649.558  | 97%                                   |  |
| Retail exposures  | 2.245.181  | 2.377.277                      | 1.842.440  | 1.219.227                      | 2.214.229   | 72%                                   |  |
| Exposures secured by residential property   | 1.375.833  | 57.934                         | 1.375.834  | 40.101                         | 495.577   | 35%                                   |  |
| Exposures secured by commercial Real Estate   | 868.529  | 288.347                        | 868.528  | 202.987                        | 535.758   | 50%                                   |  |
| Past-due loans  | 202.276  | -                              | 202.276  | -                              | 152.213   | 75%                                   |  |
| Higher-risk categories by the Agency<br>Board   | 41.924   | 3.577                          | 41.923   | 3.577                          | 68.250  | 150%                                  |  |
| Exposures in the form of covered<br>Bonds   | -  | -                              | -  | -                              | -   | 0%                                    |  |
| Exposures to institutions and<br>corporates with a short-term credit<br>assessment    | -  | -                              | -  | -                              | -   | 0%                                    |  |
| Exposures in the form of units or shares in collective investment undertakings (CIUs) | _  | _                              | _  | _                              | _   | 0%                                    |  |
| Other assets  | 765.841  | -                              | 765.841  | -                              | 347.113   | 45%                                   |  |
| Investments in equities   | -  | -                              | -  | -                              | -   | 0%                                    |  |
| Total   | 25.844.596   | 11.600.590                     | 25.844.595   | 7.629.912                      | 22.300.429  | 67%                                   |  |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Standard Approach: Receivables based on risk classes and risk weighted

| Risk classes/Risk Weight  | 0%        | 10% | 20%       | 35%<br>(secured<br>by real<br>estate) | 50%<br>(secured<br>by real<br>estate) | 50%       | 75%       | 100%       | 150%   | 200% | Others | Total<br>credit risk<br>exposure<br>amount<br>(after CCF<br>and CRM) |
|---|-----------|-----|-----------|---------------------------------------|---------------------------------------|-----------|-----------|------------|--------|------|--------|--|
| Exposures to regional governments<br>or local authorities                                   | 4.219.908 | -   | -         | -                                     | -                                     | 1.150.844 | -         | -          | -      | -    | -      | 5.370.752  |
| Exposures to regional governments<br>or local authorities                                   | -         | -   | -         | -                                     | -                                     | 38.104    | -         | -          | -      | -    | -      | 38.104   |
| Exposures to public sector entities   | 139       | -   | -         | -                                     | -                                     | -         | -         | 28.096     | -      | -    | -      | 28.235   |
| Exposures to multilateral development banks   | -         | -   | -         | -                                     | -                                     | -         | -         | -          | -      | -    | -      | -  |
| Exposures to international<br>organizations   | -         | -   | -         | -                                     | -                                     | -         | -         | -          | -      | -    | -      | -  |
| Exposures to banks and financial intermediaries   | -         | -   | 2.998.347 | -                                     | -                                     | 1.224.820 | -         | 3.082      | -      | -    | -      | 4.226.249  |
| Exposures to corporates   | 390.831   | -   | 98.254    | -                                     | -                                     | 258.881   | -         | 16.500.467 | -      | -    | -      | 17.248.433   |
| Retail exposures  | 83.095    | -   | 34.821    | -                                     | -                                     | 2.193     | 2.941.558 | -          | -      | -    | -      | 3.061.667  |
| Exposures secured by residential property   | -         | -   | -         | 1.415.935                             | -                                     | -         | -         | -          | -      | -    | -      | 1.415.935  |
| Exposures secured by commercial<br>real estate  | -         | -   | -         | -                                     | 1.071.515                             | -         | -         | -          | -      | -    | -      | 1.071.515  |
| Past-due loans  | 135       | -   | 89        | -                                     | -                                     | 99.714    | -         | 102.338    | -      | -    | -      | 202.276  |
| Higher-risk categories by the<br>Agency Board   | -         | -   | -         | -                                     | -                                     | -         | -         | -          | 45.500 | -    | -      | 45.500   |
| Exposures in the form of covered bonds  | -         | -   | -         | -                                     | -                                     | -         | -         | -          | -      | -    | -      | -  |
| Exposures to institutions and corporates with a short-term credit assessment                | -         | -   | -         | -                                     | -                                     | -         | -         | -          | -      | -    | -      | -  |
| Exposures in the form of units or<br>shares in collective investment<br>undertakings (CIUs) | -         | _   | _         | _                                     | _                                     | -         | _         | -          | -      | -    | _      | -  |
| Investments in equities   | -         | -   | _         | _                                     | _                                     | -         | _         | _          | _      | -    | _      | -  |
| Other assets  | 418.728   | -   | _         | _                                     | -                                     | -         | _         | 347.113    | -      | -    | -      | 765.841  |
| Total   | 5.112.836 | _   | 3 131 511 | 1 415 935                             | 1 071 515                             | 2 774 556 | 2 941 558 | 16.981.096 | 45 500 | _    | _      | 33.474.507   |

#### X. EXPLANATIONS ON HEDGE TRANSACTIONS

It is essential to be bordered with limits compatible with risk profile of risk levels and risk toleration so as to prevent to considerably affect from the negativeness that can occur while Bank conducts its operations.

Risk limits are determined and approved by the Board of Directors by taking CEO, Audit Committee and Executives' offers.

Risk limits are determined compatible with risk levels, operations, size of products and services and complexness of the Bank. Limits are reviewed regularly, adapted according to changes in market conditions, Bank strategy and risk appetite and monitored cyclically.

In addition, derivative transactions are made by the Bank, TL and FC liquidity risks are limited due to the committed transactions.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 4) Credit Risks under the IRB (based on internal ratings)

Notes and explanations in this section have been prepared in accordance with the Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks that have been prepared by BRSA and published in Official Gazette numbered 29511 dated 23 October 2015 and became effective as of 31 March 2016. The following tables which have to be presented on a quarterly, semi annually and annually basis have not been presented since the Bank use the standard approach as of 30 September 2018 for the calculation of credit risks:

Qualitative information presented to the public disclosure regarding the IRBs

IRB - Credit risk amounts on the basis of Portfolio and Default Probability ("DP")

IRB - The effect of the credit derivatives used as Credit Risk Reduction ("CRR") on the Risk Weighted Amounts ("RWA")

The conversion table of the RWA under the approach of IRB

IRB - Backtesting every Default Probability ("DP") on every risk class

IRB (Directed loans and the stock investments under simple risk weighted approach)

#### XI. EXPLANATION ON COUNTERPARTY CREDIT RISK

#### a) Qualitative disclosures about counterparty credit risk

In order to establish the counterparty credit risk that the bank may face, it is essential that risk measurement and monitoring activities are carried out and their results are taken into account in the strategic decision making process.

Within the scope of management of counterparty credit risk; monitoring and control functions of the counterparty credit risk in line with the structure, size and complexity of the products and activities of the counterparty.

The counterparty of the counterparty will ensure that the credit risk level is above the minimum limits set in the legal regulations style directing is essential.

Bank risk measurement system takes measures to ensure that the work is carried out in accordance with legal regulations, in a manner that is consistent with its fields of activity and product range, is reliable, In this context, counterparty credit risk measurement and monitoring activities for at least; calculation of counterparty credit risk weighted asset and legal capital liability and monitoring of Bank's compliance level with allocated limits is done.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Evaluation of counterparty credit risk according to measurement methods

|   |  | Replacement<br>cost | Potential<br>future<br>exposure | EEPE (*) | Alpha used for<br>computing<br>regulatory EAD |         | Risk<br>Weighted<br>Amounts |
|---|--|---------------------|---------------------------------|----------|---|---------|-----------------------------|
| 1 | Standardized Approach - CCR (For<br>Derivatives)   | 17.498              | 13.773                          |          | 1,4   | 31.271  | 15.508                      |
| 2 | Internal Model Method (for derivatives,<br>repo transactions, marketable securities<br>or commodity lending or borrowing<br>transactions, long settlement transactions<br>and securities financing transactions)                   |                     |                                 | -        | -   | _       | -                           |
| 3 | Simple Approach for Credit Mitigation (for<br>repo transactions, marketable securities<br>or commodity lending or borrowing<br>transactions, long settlement transactions<br>and securities financing transactions)                |                     |                                 |          |   | 105.559 | 21.112                      |
| 4 | Comprehensive Approach for Credit<br>Risk Mitigation (for repo transactions,<br>marketable securities or commodity<br>lending or borrowing transactions, long<br>settlement transactions and securities<br>financing transactions) |                     |                                 |          |   | _       | -                           |
| 5 | VaR for repo transactions, marketable<br>securities or commodity lending or<br>borrowing transactions, long settlement<br>transactions and securities financing<br>transactions  |                     |                                 |          |   | _       | -                           |
| 6 | Total  |                     |                                 |          |   |         | 36.620                      |

(\*) Effective expected position amount

#### c) Capital requirement for loan valuation adjustments

|   | EAD post-CRM | Risk Weighted Amounts |
|---|--------------|-----------------------|
| Total portfolios subject to the Advanced CVA capital charge |              |                       |
| 1 (i) VaR component (including the 3×multiplier)            |              | -                     |
| 2 (ii) Stressed VaR component (including the 3×multiplier)  |              | -                     |
| 3 All portfolios subject to the Standardized CVA capital    |              |                       |
| charge  | 31.271       | 8.850                 |
| 4 Total subject to the CVA capital charge                   | 31.271       | 8.850                 |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Standard approach - counterparty credit risk by risk classes and risk weights

| Risk weights Risk classes  | 0% | 10% | 20%     | 50%    | 75% | 100% | 150% | Other | Total credit<br>risk <sup>(*)</sup> |
|--|----|-----|---------|--------|-----|------|------|-------|-------------------------------------|
| Claims from central governments and central banks  | -  | -   |         | -      | -   | -    | -    | -     | -                                   |
| Claims from regional and local governments   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims from administration and non-commercial entity   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims from multilateral development banks   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims from international organizations  | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims from banks and financial intermediaries   | -  | -   | 106.083 | 30.688 | -   | -    | -    | -     | 36.561                              |
| Corporates   | -  | -   | -       | -      | -   | 58   | -    | -     | 58                                  |
| Retail portfolios  | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims on landed real estate   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Past due loans   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims which are determined as high risk by the board of BRSA                                  | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Mortgage securities  | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Securitization positions   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Claims from corporates, banks and financial intermediaries which have short term credit rating | -  | _   | -       | -      | -   | -    | -    | -     | -                                   |
| Investments which are qualified as collective investment institutions                          | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Stock investment   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Other claims   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Other assets   | -  | -   | -       | -      | -   | -    | -    | -     | -                                   |
| Total <sup>(*)</sup>   | -  | -   | 106.083 | 30.688 | -   | 58   | -    | -     | 36.619                              |

<sup>(1)</sup> Total credit risk: The amount related to capital adequacy calculation after counterparty credit risk measurement techniques are applied

#### e) Risk classification and counterparty credit risk on the basis of Default Probability (DP) (IRB)

None.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### f) Collaterals for counterparty credit risk

|                          | Colla      | ateral used in der                   | ivative transact | tions               | Other transaction guarantees |                         |  |
|--------------------------|------------|--------------------------------------|------------------|---------------------|------------------------------|-------------------------|--|
|                          |            | Fair value of collateral<br>received |                  | of posted<br>Iteral | Fair value of collateral     | Fair value of<br>posted |  |
|                          | Segregated | Unsegregated                         | Segregated       | Unsegregated        | received                     | collateral              |  |
| Cash - domestic currency | -          | -                                    | -                | -                   | 19.135                       | -                       |  |
| Cash - other currencies  | -          | -                                    | -                | -                   | -                            | -                       |  |
| Domestic sovereign debt  | -          | -                                    | -                | -                   | -                            | -                       |  |
| Other sovereign debt     | -          | -                                    | -                | -                   | -                            | -                       |  |
| Government agency debt   | -          | -                                    | -                | -                   | -                            | -                       |  |
| Corporate bonds          | -          | -                                    | -                | -                   | -                            | -                       |  |
| Equity securities        | -          | -                                    | -                | -                   | -                            | -                       |  |
| Other collateral         | -          | -                                    | -                | -                   | -                            | 105.559                 |  |
| Total                    | -          | -                                    | -                | -                   | 19.135                       | 105.559                 |  |

#### g) Credit Derivatives

None.

#### h) Risk Weighted Amounts (RWA) of the Counterparty Credit Risks within the scope of Internal Model Method

None.

#### i) Risks to the Central Counterparty

None.

#### 5. Securitization Explanations

As of 31 December 2019, there is no securitization position in the Bank (31 December 2018: None).

#### 6. Explanations on Market risk

#### a) Qualitative information to be disclosed to the public regarding market risk

The Bank ensures effective management of the risk of concentration in the market due to market risk and market risk components in line with the volume, nature and complexity of its operations, taking into account the best practices, within the framework of BRSA regulations.

The Bank ensures that measurement, monitoring, limiting, stress testing and scenario analysis work in compliance with the structure and complexity of its positions with respect to the management of the market risk, and report the results. Evaluation of new products and services in terms of market risk is essential.

In this context, as a minimum;

- The accounts and positions of the bank exposed to market risk and the market developments affecting the value of these accounts and positions are monitored on a minimum daily basis,
- Calculation of the amount subject to market risk of the Bank under the purchase and sale accounts,
- Analysis of the effects of ordinary and extraordinary up and down movements in the markets on the Bank's accounts and positions exposed to market risk,
- Retrospective test analysis of internal models used for monitoring purposes in the calculation of the amount subject to market risk,
- Regular calculation and follow-up of risk limits in relation to market risk,

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

In the Bank, the Board of Directors, the Audit Committee and the General Manager fulfill the duties, powers and responsibilities within the scope of market risk management in the framework defined in the legislation. All units, including those within the scope of Internal Systems, fulfill their duties, powers and responsibilities within the framework of market risk management within the framework of the Regulation on Internal Systems of Banks and the Internal Capital Adequacy Assessment Process and their Regulations.

In order to be able to demonstrate the market risk that the bank may face, it is essential that the implementation and results of risk measurement and monitoring activities be taken into account in the Bank's strategic decision-making process.

In the framework of these principles, the following minimum analyzes shall be made for measurement and monitoring activities.

As a minimum under Market Risks:

- Standard Method: Market Risk Reporting Set published by BRSA in accordance with the disclosures.
- Risk Exposure Value Analysis: Historical Simulation, Parametric, EWMA or using a different method deemed appropriate by the Bank.

Internal Capital Requirement: The parameters, which are determined by BRSA and/or by the Bank, and which could affect the financial power of the Bank and the stress tests and/or scenario analysis related to these parameters and the capital level that compensates the risks that the Bank has been exposed or would be exposed are calculated with a predictive perspective with the appropriate methods.

#### b) Standard Approach

|   |   | <b>Risk Weighted Amounts</b> |
|---|---|------------------------------|
|   | Outright products                         | -                            |
| 1 | Interest rate risk (general and specific) | 7.025                        |
| 2 | Equity risk (general and specific)        | -                            |
| 3 | Foreign exchange risk                     | 176.545                      |
| 4 | Commodity risk                            | -                            |
|   | Options                                   | -                            |
| 5 | Simplified approach                       | -                            |
| 6 | Delta-plus method                         | -                            |
| 7 | Scenario approach                         | -                            |
| 8 | Securitization                            | -                            |
| 9 | Total                                     | 183.570                      |

Notes and explanations in this section have been prepared in accordance with the Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks that have been prepared by BRSA and published in Official Gazette numbered 29511 dated 23 October 2015 and became effective as of 31 March 2016. The following tables which have to be presented on a quarterly basis have not been presented as of 31 December 2019 since the Bank does not use the standard approach for the calculation of market risks:

Quantitative information for public disclosure for the banks using Internal Model Approach

Market Risk RWA (Risk Weighted Amounts) Conversion Table for the Internal Model Approach

Internal Model Approach for commerce account

The comparison between Value at Risk expectations and Profit and Loss

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Explanations on Operational Risk

The Operational Risk Principal Amount in the Bank is calculated on an annual basis by the Basic Indicator Method. In the Basic Indicator Method, the parameter that determines the operational risk base amount is gross. Annual gross income consists of net profit share income, dividend income from net fees and commissions income, shares other than subsidiaries and participation shares, addition of trading income/loss (net) and other operating income, Profit/loss, extraordinary income and insurance compensations.

|                                       |            |            |            | Total/Number of positive |          |           |
|---------------------------------------|------------|------------|------------|--------------------------|----------|-----------|
|                                       | 31.12.2016 | 31.12.2017 | 31.12.2018 | gross income years       | Rate (%) | Total     |
| Gross income                          | 232.815    | 482.004    | 892.243    | 535.687                  | 15       | 80.353    |
| Amount subject to<br>Operational Risk | -          | -          | -          | -                        | -        | 1.004.413 |

#### **XII. EXPLANATIONS ON OPERATING SEGMENTS**

Organizational and internal reporting structure of the Bank is determined in line with TFRS 8 "Turkish Accounting Standard about Operating Segments".

The Bank has operations in retail banking, corporate and entrepreneurial banking, specialized banking, investment banking and international banking areas.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Table for Segment Reporting:

| Current Period  | Detail             | Corporate/                 | Treasury/             | Other/                                  |                             |
|---|--------------------|----------------------------|-----------------------|---|-----------------------------|
| 1 January - 31 December 2019                          | Banking            | Entrepreneurial<br>Banking | Investment<br>Banking | Undistributed                           | Total                       |
| OPERATING INCOME/EXPENSE                              | Dalikilig          | Dalikiliy                  | Daliking              | Undistributed                           | IUtai                       |
| Profit Shares Income                                  | 218.165            | 2.676.438                  | 285.444               | 414.410                                 | 3.594.457                   |
| Profit Shares from Loans                              | 218.165            | 2.676.438                  |                       | -                                       | 2.894.603                   |
| Profit Shares from Banks                              | 210.105            | 2.070.430                  | 574                   |   | 2.034.003                   |
| Profit Shares from Securities                         |                    |                            | 245.733               |   | 245.733                     |
| Other Profit Shares                                   | -                  | -                          | 245.755<br>39.137     | 414.410                                 | 453.547                     |
| Profit Shares Expense                                 | 017 002            | - 705.564                  | 681.355               | ••••••••••••••••••••••••••••••••••••••• | 455.547<br><b>2.225.532</b> |
| Profit Shares Expense on Participation Funds          | 817.982<br>817.982 | 705.564                    | 5.296                 | 20.631                                  | 1.528.842                   |
|   | 017.902            | 705.504                    | •••••••               | -                                       |                             |
| Profit Shares Expense on Funds Borrowed               | -                  | -                          | 659.132               | -                                       | 659.132<br>12.323           |
| Profit Shares Expense on Money Market Transactions    | -                  | -                          | 12.323                | -                                       |                             |
| Profit Shares Expense on Securities Issued            | -                  | -                          | 4.604                 | -                                       | 4.604                       |
| Other Profit Shares Expense                           | -                  | -                          | -                     | 20.631                                  | 20.631                      |
| Net Profit Shares Income/Expense                      | (599.817)          | 1.970.874                  | (395.911)             | 393.779                                 | 1.368.925                   |
| Net Fees and Commission Income/Expense                | 16.937             | 114.436                    | -                     | (36.921)                                | 94.452                      |
| Fees and Commissions Received                         | 16.937             | 114.436                    | -                     | 11.952                                  | 143.325                     |
| Fees and Commissions Paid                             | -                  | -                          | -                     | 48.873                                  | 48.873                      |
| Dividend Income                                       | -                  | -                          | 17.762                | -                                       | 17.762                      |
| Trading Income/Loss (Net)                             | -                  | -                          | 69.478                | -                                       | 69.478                      |
| Other Operating Income                                | -                  | 431                        | -                     | 158.577                                 | 159.008                     |
| Provision for Loans or Other Receivables Losses       | 39.535             | 394.513                    | -                     | 58.123                                  | 492.171                     |
| Other Provision expense                               | -                  | -                          | -                     | 87.244                                  | 87.244                      |
| Personnel Expenses                                    | -                  | -                          | -                     | 183.767                                 | 183.767                     |
| Other Operating Expense                               | -                  | -                          | -                     | 241.143                                 | 241.143                     |
| Income Before Tax                                     | (622.415)          | 1.691.228                  | (308.671)             | (54.842)                                | 705.300                     |
| Tax Provision   | -                  | -                          | -                     | (188.565)                               | (188.565)                   |
| Net Profit/Loss                                       | (622.415)          | 1.691.228                  | (308.671)             | (243.407)                               | 516.735                     |
| SEGMENT ASSETS  |                    |                            |                       |   |                             |
| Financial Assets at FV Through P/L                    | -                  | -                          | -                     | -                                       | -                           |
| Banks and Other Financial Institutions (*)            | -                  | -                          | 916.283               | -                                       | 916.283                     |
| Financial Assets Measured at Fair Value Through Other |                    |                            | 010.200               |   | 510.200                     |
| Comprehensive Income                                  | _                  | _                          | 2.386.937             | -                                       | 2.386.937                   |
| Loans   | 2.159.061          | 21.671.460                 | 5.160.663             | -                                       | 28.991.184                  |
| Financial Assets Measured at Amortised Cost           | -                  | -                          | 547.750               | -                                       | 547.750                     |
| Derivative Financial Assets                           | -                  | -                          | 17.496                | -                                       | 17.496                      |
| Associates. Subsidiaries and Joint Ventures           | -                  | _                          | 100                   | _                                       | 100                         |
| Other Assets <sup>(*)</sup>                           | _                  | _                          | -                     | 3.532.424                               | 3.532.424                   |
| Total Segment Assets                                  | 2.159.061          | 21.671.460                 | 9.029.229             | 3.532.424                               | 36.392.174                  |
|   |                    |                            |                       |   |                             |
| SEGMENT LIABILITIES                                   | 15 00 4 210        | 0 577 020                  |                       |   | 25 457245                   |
| Funds Collected                                       | 15.884.216         | 9.573.029                  | -                     | -                                       | 25.457.245                  |
| Derivative Financial Liabilities                      |                    | -                          | 12.479                | -                                       | 12.479                      |
| Funds Borrowed  | -                  | -                          | 5.978.670             | -                                       | 5.978.670                   |
| Money Market Funds                                    | -                  | -                          | 19.135                | -                                       | 19.135                      |
| Securities Issued (Net)                               | -                  | -                          | -                     | -                                       | -                           |
| Provisions  | -                  | -                          | -                     | 235.279                                 | 235.279                     |
| Other Liabilities                                     | -                  | -                          | -                     | 1.522.538                               | 1.522.538                   |
| Shareholders' Equity                                  | -                  | -                          | -                     | 3.166.828                               | 3.166.828                   |
| Total Segment Liabilities                             | 15.884.216         | 9.573.029                  | 6.010.284             | 4.924.645                               | 36.392.174                  |

(\*) Expected credit losses are included.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Table for Segment Reporting:

|   |            | Corporate/      | Treasury/  |               |            |
|---|------------|-----------------|------------|---------------|------------|
| Prior Period (*)                                      |            | Entrepreneurial | Investment |               |            |
| 1 January - 31 December 2018                          | Banking    | Banking         | Banking    | Undistributed | Total      |
| OPERATING INCOME/EXPENSE                              |            |                 |            |               |            |
| Profit Shares Income                                  | 191.401    | 1.661.127       | 181.062    | 294.792       | 2.328.382  |
| Profit Shares from Loans                              | 191.401    | 1.661.127       | -          | 1.463         | 1.853.991  |
| Profit Shares from Banks                              | -          | -               | 7.039      | -             | 7.039      |
| Profit Shares from Securities                         | -          | -               | 136.942    | -             | 136.942    |
| Other Profit Shares                                   | -          | -               | 37.081     | 293.329       | 330.410    |
| Profit Shares Expense                                 | 556.583    | 535.822         | 370.548    | 8             | 1.462.961  |
| Profit Shares Expense on Participation Funds          | 556.583    | 535.822         | 6.838      | -             | 1.099.243  |
| Profit Shares Expense on Funds Borrowed               | -          | -               | 305.482    | -             | 305.482    |
| Profit Shares Expense on Money Market Transactions    | -          | -               | 24.801     | -             | 24.801     |
| Profit Shares Expense on Securities Issued            | -          | -               | 33.427     | -             | 33.427     |
| Other Profit Shares Expense                           | -          | -               | -          | 8             | 8          |
| Net Profit Shares Income/Expense                      | (365.182)  | 1.125.305       | (189.486)  | 294.784       | 865.421    |
| Net Fees and Commission Income/Expense                | 9.699      | 66.607          | -          | 1.373         | 77.679     |
| Fees and Commissions Received                         | 9.699      | 66.607          | -          | 26.511        | 102.817    |
| Fees and Commissions Paid                             | -          | -               | -          | 25.138        | 25.138     |
| Dividend Income                                       | -          | -               | 923        | -             | 923        |
| Trading Income/Loss (Net)                             | -          | -               | 53.498     | -             | 53.498     |
| Other Operating Income                                | -          | 64              | -          | 119.757       | 119.821    |
| Provision for Loans or Other Receivables Losses       | 24.413     | 213.567         | -          | 108.639       | 346.619    |
| Other Provision expense                               | -          | -               | -          | 50.036        | 50.036     |
| Personnel Expenses                                    | -          | -               | -          | 137.857       | 137.857    |
| Other Operating Expense                               | -          | -               | -          | 167.383       | 167.383    |
| Income Before Tax                                     | (379.896)  | 978.409         | (135.065)  | (48.001)      | 415.447    |
| Tax Provision   | -          | -               | -          | (90.214)      | (90.214)   |
| Net Profit/Loss                                       | (379.896)  | 978.409         | (135.065)  | (138.215)     | 325.233    |
| SEGMENT ASSETS  |            |                 |            |               |            |
| Financial Assets at FV Through P/L                    | -          | -               | -          | -             | -          |
| Banks   | -          | -               | 802.212    | -             | 802.212    |
| Financial Assets Measured at Fair Value Through Other |            |                 |            |               |            |
| Comprehensive Income                                  | -          | -               | 1.304.375  | -             | 1.304.375  |
| Loans   | 1.614.565  | 14.124.399      | 2.000.461  | 3.141.804     | 20.881.229 |
| Financial Assets Measured at Amortised Cost)          | -          | -               | -          | -             | -          |
| Derivative Financial Assets                           | -          | -               | 9.562      | -             | 9.562      |
| Associates. Subsidiaries and Joint Ventures           | -          | -               | 46.878     | -             | 46.878     |
| Other Assets  | -          | -               | -          | 2.433.100     | 2.433.100  |
| Total Segment Assets                                  | 1.614.565  | 14.124.399      | 4.163.488  | 5.574.904     | 25.477.356 |
| SEGMENT LIABILITIES                                   |            |                 |            |               |            |
| Funds Collected                                       | 10.471.740 | 4.679.358       | _          | _             | 15.151.098 |
| Derivative Financial Liabilities                      | 10.471.740 | 4.079.550       | 6.145      |               | 6.145      |
| Funds Borrowed  | -          | -               | 6.011.425  | -             | 6.011.425  |
| Money Market Funds                                    | -          | -               | 864.414    | -             | 864.414    |
| Securities Issued (Net)                               | -          | -               | 179.895    | -             | 179.895    |
| Provisions  | -          | -               | 1/9.095    | - 133.633     | 179.895    |
|   | -          | -               | -          | ÷             |            |
| Other Liabilities                                     | -          | -               | -          | 585.849       | 585.849    |
| Shareholders' Equity                                  | 10 471 740 | 4 670 750       | -          | 2.544.897     | 2.544.897  |
| Total Segment Liabilities                             | 10.471.740 | 4.679.358       | 7.061.879  | 3.264.379     | 25.477.356 |

(\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### XIII. EXPLANATIONS ON PRESENTATION OF FINANCIAL ASSETS AND LIABILITIES AT FAIR VALUE

#### a) Information regarding the fair value of financial assets and liabilities:

| Current Period   | Book Value | Fair Value |
|--|------------|------------|
| Financial Assets   | 32.842.289 | 32.842.289 |
| Due from Interbank Money Market  | -          | -          |
| Banks  | 916.418    | 916.418    |
| Financial Assets Measured at Fair Value Through Other Comprehensive Income | 2.386.937  | 2.386.937  |
| Financial Assets Measured at Amortised Cost                                | 547.750    | 547.750    |
| Loans  | 28.991.184 | 28.991.184 |
| Financial Liabilities  | 31.595.227 | 31.595.227 |
| Bank Deposits  | 123        | 123        |
| Other Deposits   | 25.457.122 | 25.457.122 |
| Funds Borrowed from Other Financial Institutions                           | 5.978.670  | 5.978.670  |
| Issued Marketable Securities   | -          | -          |
| Miscellaneous Payables   | 159.312    | 159.312    |
| Prior Period   | Book Value | Fair Value |
| Financial Assets   | 22.988.310 | 22.988.310 |
| Due from Interbank Money Market  | -          | -          |
| Banks  | 802.706    | 802.706    |
| Financial Assets Measured at Fair Value Through Other Comprehensive Income | 1.304.375  | 1.304.375  |
| Financial Assets Measured at Amortised Cost                                | -          | -          |
| Loans  | 20.881.229 | 20.881.229 |
| Financial Liabilities  | 21.554.673 | 21.554.673 |
| Current account and funds collected from banks via participation accounts  | 46.216     | 46.216     |
| Other current and profit sharing accounts                                  | 15.104.882 | 15.104.882 |
| Funds Borrowed from Other Financial Institutions                           | 6.011.425  | 6.011.425  |
| Issued Marketable Securities   | 179.895    | 179.895    |
| Miscellaneous Payables   | 212.255    | 212.255    |

Due from Interbank Money Market, Banks and Banks deposits considered to be equal to carrying values of their fair values because Due from Interbank Money Market, Banks and Banks deposits mostly consist of short term transactions.

Market price differences are considered on determining the financial assets measured at fair value through other comprehensive income. If the price formation does not occur within the active market conditions, indicator prices calculated by Central Bank are considered instead.

The fair value of loans and other deposits represent the sum of the acquisition cost and accumulated profit share accruals.

### NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on fair value measurements recognized in the financial statements:

According to TFRS 7 "Financial Instruments: Explanations" Standard, the accounts recognized with the fair value in the balance sheet should be presented and classified sequentially in the related footnotes. Respectively, such financial instruments are classified in three levels representing the importance of the data used during for the measurement of fair values. At level one, the financial instruments whose fair values are determined with the recorded prices in the active markets for the assets and liabilities with identical fair values; at level two, the financial instruments whose fair value is based on the directly or indirectly observable market indicators and at level three; the financial instruments whose fair value is not based on the directly or indirectly observable market indicators are considered. The financial instruments which are recognized with their fair values at the Bank's balance sheet, are presented with respect to such basis of classification in the table below.

| Current Period  | Level 1   | Level 2 | Level 3 | Total     |
|---|-----------|---------|---------|-----------|
| Financial Assets at FV Through P/L  | -         | -       | -       | -         |
| Government Debt Securities  | -         | -       | -       | -         |
| Share Certificates  | -         | -       | -       | -         |
| Other Marketable Securities   | -         | -       | -       | -         |
| Financial Assets Measured at Fair Value Through Other<br>Comprehensive Income | 2.077.548 | 301.717 | 7.672   | 2.386.937 |
| Equity Securities   | -         | -       | 7.672   | 7.672     |
| Government Debt Securities  | -         | -       | -       | -         |
| Other Marketable Securities   | 2.077.548 | 301.717 | -       | 2.379.265 |
| Derivative Financial Assets   | -         | 17.496  | -       | 17.496    |
| Total Assets  | 2.077.548 | 319.213 | 7.672   | 2.404.433 |
| Derivative Financial Liabilities  | -         | 12.479  | -       | 12.479    |
| Total Liabilities   | -         | 12.479  | -       | 12.479    |
| rior Period   | Level 1   | Level 2 | Level 3 | Total     |
| Financial Assets at FV Through P/L  | -         | -       | -       | -         |
| Government Debt Securities  | -         | -       | -       | -         |
| Share Certificates  | -         | -       | -       | -         |
| Other Marketable Securities   | -         | -       | -       | -         |
| Financial Assets Measured at Fair Value Through Other<br>Comprehensive Income | 1.178.448 | 125.927 | -       | 1.304.375 |
| Equity Securities   | -         | 4.910   | -       | 4.910     |
| Government Debt Securities  | -         | -       | -       | -         |
| Other Marketable Securities   | 1.178.448 | 121.017 | -       | 1.299.465 |
| Derivative Financial Assets   | -         | 9.562   |         | 9.562     |
| Total Assets  | 1.178.448 | 135.489 | -       | 1.313.937 |
| Derivative Financial Liabilities  | -         | 6.145   | -       | 6.145     |
| Total Liabilities   |           | 6.145   |         | 6.145     |

#### XIV. EXPLANATIONS ON ACTIVITIES CARRIED OUT ON BEHALF AND ACCOUNT OF OTHER PARTIES

The Bank does not provide trading, custody and fund management services on behalf of and account of the customers. The Bank does not make any lenient transaction contracts.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **SECTION FIVE**

#### EXPLANATIONS AND NOTES RELATED TO UNCONSOLIDATED FINANCIAL STATEMENTS

#### I. EXPLANATIONS AND NOTES RELATED TO ASSETS

#### 1.a) Information on cash and balances with Central Bank of the Republic of Turkey:

|  | Current Period |           | Prior Period |           |
|--|----------------|-----------|--------------|-----------|
|  | TL             | FC        | TL           | FC        |
| Cash/Foreign Currency                  | 28.617         | 50.616    | 22.196       | 30.965    |
| Central Bank of the Republic of Turkey | 71.522         | 2.404.187 | 311.614      | 1.642.538 |
| Other                                  | -              | 339.497   | -            | -         |
| Total                                  | 100.139        | 2.794.300 | 333.810      | 1.673.503 |

#### 1.a.1) Information on required reserves:

According to the CBRT's Communiqué No: 2013/15 on Required Reserves, the Bank establishes a reserve requirement at the CBRT for Turkish currency and foreign currency liabilities. Required reserves can be kept in Turkish Lira, USD, EUR and standard gold according to the "Communiqué on Required Reserves" at the CBRT. According to the principles of the communiqué dated 9 December 2019 and numbered 2019/19, the CBRT pays dividends to Turkish Lira required reserves.

As of 31 December 2019, the valid rates for required reserves established in the CBRT are between 1% and 7% according to the maturity structure in Turkish currency (31 December 2018: between 1.5% and 8%); in foreign currency, it is between 5% and 21% depending on the maturity structure (31 December 2018: between 4% and 20%).

#### b) Information on the account of the Central Bank of the Republic of Turkey:

|                                  | Current | Current Period |         | Prior Period |  |
|----------------------------------|---------|----------------|---------|--------------|--|
|                                  | TL      | FC             | TL      | FC           |  |
| Unrestricted Demand Deposit      | 38      | 6              | 299.510 | 5.190        |  |
| Unrestricted Time Deposit        | -       | -              | -       | -            |  |
| Restricted Time Deposit          | -       | -              | -       | -            |  |
| Required Reserves <sup>(1)</sup> | 71.484  | 2.404.181      | 12.104  | 1.637.348    |  |
| Total                            | 71.522  | 2.404.187      | 311.614 | 1.642.538    |  |

<sup>(1)</sup> TL 180.501 of the current period's FC required reserve is the part of the TL required reserves that are held in FC (31 December 2018: TL 731.486).

#### 2. Information on banks and other financial institutions:

|                                  | Current Period |         | Prior Period |         |
|----------------------------------|----------------|---------|--------------|---------|
|                                  | TL             | FC      | TL           | FC      |
| Banks                            |                |         |              |         |
| Domestic Banks                   | 5.205          | 332.276 | 6.153        | 634.187 |
| Foreign Banks                    | -              | 578.937 | -            | 162.366 |
| Foreign Head Office and Branches | -              | -       | -            | -       |
| Total                            | 5.205          | 911.213 | 6.153        | 796.553 |

#### 3. a) Explanation regarding the comparison of net values of financial assets through other comprehensive income availablefor-sale given or blocked as collateral and subject to repurchase agreements:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Assets Subject to Repurchase Agreements | 16.497         | 834.371      |
| Assets Blocked/Given as Collateral      | 84.643         | 79.527       |
| Total °                                 | 101.140        | 913.898      |

<sup>(\*)</sup> Accruals and provisions for impairment are not included.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on on financial assets at fair value through other comprehensive income:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Debt Securities                              | 2.380.681      | 1.335.442    |
| Quoted in Stock Exchange                     | 2.078.312      | 1.211.802    |
| Not Quoted in Stock Exchange                 | 302.369        | 123.640      |
| Share Certificates                           | 7.672          | 4.897        |
| Quoted in Stock Exchange                     | -              | -            |
| Not Quoted in Stock Exchange (*)             | 7.672          | 4.897        |
| Provision for Impairment (-)                 | 1.416          | 35.977       |
| Ziraat Finansal Kiralama A.Ş. merging effect | -              | 13           |
| Total  | 2.386.937      | 1.304.375    |

<sup>(2)</sup> Not quoted on a stock exchange includes Credit Guarantee fund amounting to TL 7.672 (31 December 2018: TL 4.897).

#### 4. Expected Loss Provisions

As of 31 December 2019, an expected loss provisions (first stage) of TL 174 has been calculated for the banks item. (31 December 2018: 834).

#### 5. Information on derivative financial assets

#### a) Information on derivative assets at fair value through profit or loss:

|  | Current |        | Prior Period |       |
|--|---------|--------|--------------|-------|
|  | TL      | FC     | TL           | FC    |
| Forward Transactions                         | 27      | 17.469 | 13           | 43    |
| Swap Transactions                            | -       | -      | -            | -     |
| Futures Transactions                         | -       | -      | -            | -     |
| Options                                      | -       | -      | -            | -     |
| Other  | -       | -      | -            | -     |
| Ziraat Finansal Kiralama A.Ş. merging effect | -       | -      | -            | 9.506 |
| Total  | 27      | 17.469 | 13           | 9.549 |

#### 6.Information related to loans:

#### a) Information on all types of loans and advances given to shareholders and employees of the Bank:

|  | Current Period |          | Prior Period |          |
|--|----------------|----------|--------------|----------|
|  | Cash           | Non-Cash | Cash         | Non-Cash |
| Direct Loans Granted to Shareholders   | 3.097.903      | -        | 1.973.285    | -        |
| Corporate Shareholders                 | 3.097.903      | -        | 1.973.285    | -        |
| Real Person Shareholders               | -              | -        | -            | -        |
| Indirect Loans Granted to Shareholders | -              | -        | -            | -        |
| Loans Granted to Employees             | 2.372          | -        | 2.513        | -        |
| Total <sup>(1)</sup>                   | 3.100.275      | -        | 1.975.798    | -        |

(\*) Includes rediscount amounts.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

b) Information on the first and second group loans and other receivables including restructured or rescheduled loans:

|                                 |  | Loans Under Close Monitoring     |                             |             |  |
|---------------------------------|--|----------------------------------|-----------------------------|-------------|--|
| Cash Loans                      |  | Not Under                        | Restructured or Rescheduled |             |  |
|                                 | Standard Loans<br>and Other<br>Receivables | the Scope of<br>Restructering or | Loans with                  | Refinancing |  |
| Loans                           |  |                                  |                             |             |  |
| Export Loans                    | 1.226.789                                  | 55.944                           | -                           | -           |  |
| Import Loans                    | 85.536                                     | -                                | -                           | -           |  |
| Commercial Loans                | 13.668.959                                 | 401.691                          | 748.347                     | -           |  |
| Consumer Loans                  | 2.149.003                                  | 8.576                            | 1.482                       | -           |  |
| Credit Cards                    | -  | -                                | -                           | -           |  |
| Loans Given to Financial Sector | 5.160.663                                  | -                                | -                           | -           |  |
| Other                           | 1.118.317                                  | 84.288                           | -                           | -           |  |
| Other Receivables               | -  | -                                | -                           | -           |  |
| Profit Share Income Accruals    | 425.989                                    | 44.146                           | 53.652                      | -           |  |
| Total                           | 23.835.256                                 | 594.645                          | 803.481                     | -           |  |

|                                    | Standard Loans | Loans Under close monitoring |
|------------------------------------|----------------|------------------------------|
| 12 Month Expected Credit Losses    | 49.451         | -                            |
| Significant Inrease in Credit Risk | -              | 56.622                       |

| No. of extensions         | Other Receivables | Loans Under close monitoring and<br>Other Receivables |
|---------------------------|-------------------|---|
| 1 or 2 Times Extended     | -                 | 803.481   |
| 3 - 4 or 5 Times Extended | -                 | -   |
| Over 5 Times Extended     | -                 | -   |
| Total                     | -                 | 803.481   |

| Extension Periods    | Other Receivables | Loans Under close monitoring and<br>Other Receivables |
|----------------------|-------------------|---|
| 0 - 6 Months         | -                 | 57  |
| 6 Months - 12 Months | -                 | 6.952   |
| 1 - 2 Years          | -                 | 352.578   |
| 2 - 5 Years          | -                 | 334.045   |
| 5 Years and Over     | -                 | 109.849   |
| Total                | -                 | 803.481   |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

d) Information on consumer loans, individual credit cards, personnel loans and personnel credit cards:

| Current Period                     | Short-Term | Medium and Long-Term | Tota        |
|------------------------------------|------------|----------------------|-------------|
| Consumer Loans - TL                | 4.690      | 2.152.010            | 2.156.700   |
| Real Estate Loans                  | 748        | 1.975.401            | 1.976.149   |
| Vehicle Loans                      | 2.987      | 100.020              | 103.007     |
| Consumer Loans                     | 955        | 76.589               | 77.544      |
| Other                              | -          | -                    | -           |
| Consumer Loans-FC Indexed          | -          | -                    | -           |
| Housing Loans                      | -          | -                    | -           |
| Vehicle Loans                      | -          | -                    | -           |
| Consumer Loans                     | -          | -                    | -           |
| Other                              | -          | -                    | -           |
| Consumer Loans-FC                  | -          | _                    | -           |
| Housing Loans                      | -          | -                    | -           |
| Vehicle Loans                      | -          | -                    |             |
| Consumer Loans                     | -          | _                    |             |
| Other                              | -          | _                    | -           |
| Retail Credit Cards-TL             | -          | _                    |             |
| With Installment                   | -          | _                    |             |
| Without Installment                | _          | _                    |             |
| Retail Credit Cards-FC             | -          | _                    | -           |
| With Installment                   | _          | _                    | -           |
| Without Installment                | _          | _                    |             |
| Personnel Loans-TL                 | 112        | 2.249                | 2.361       |
| Housing Loans                      | 112        | <b>2.245</b><br>95   | <b>2.30</b> |
| Vehicle Loans                      | -          | 95                   | 93          |
| Consumer Loans                     | - 112      | 2.062                | 2.174       |
| Other                              | IIZ        | 2.062                | 2.174       |
|                                    | -          | -                    | -           |
| Personnel Loans-FC Indexed         | -          | -                    | -           |
| Housing Loans                      | -          | -                    | -           |
| Vehicle Loans                      | -          | -                    | -           |
| Consumer Loans                     | -          | -                    | -           |
| Other                              | -          | -                    | -           |
| Personnel Loans-FC                 | -          | -                    | -           |
| Housing Loans                      | -          | -                    | -           |
| Vehicle Loans                      | -          | -                    | -           |
| Consumer Loans                     | -          | -                    | -           |
| Other                              | -          | -                    | -           |
| Personnel Credit Cards-TL          | -          | -                    | -           |
| With Installment                   | -          | -                    |             |
| Without Installment                | -          | -                    | -           |
| Personnel Credit Cards-FC          | -          | -                    | -           |
| Installment based                  | -          | -                    | -           |
| Without Installment                | -          | -                    |             |
| Overdraft Account-TL (Real Person) | -          | -                    |             |
| Overdraft Account-FC (Real Person) | -          | -                    |             |
| Total (*)                          | 4.802      | 2.154.259            | 2.159.061   |

 $^{\scriptscriptstyle (1)}$  Dividend rediscount amounting to TL 11.516 not included in the table.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period                       | Short-Term | Medium and Long-Term | Total     |
|------------------------------------|------------|----------------------|-----------|
| Consumer Loans - TL                | 4.966      | 1.598.554            | 1.603.520 |
| Real Estate Loans                  | 1.203      | 1.453.270            | 1.454.473 |
| Vehicle Loans                      | 1.665      | 86.199               | 87.864    |
| Consumer Loans                     | 2.098      | 59.085               | 61.183    |
| Other                              | -          | -                    | -         |
| Consumer Loans-FC Indexed          | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Consumer Loans-FC                  | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Retail Credit Cards-TL             | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Retail Credit Cards-FC             | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Personnel Loans-TL                 | 230        | 2.269                | 2.499     |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | 102                  | 102       |
| Consumer Loans                     | 230        | 2.167                | 2.397     |
| Other                              | -          | -                    | -         |
| Personnel Loans-FC Indexed         | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Personnel Loans-FC                 | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Personnel Credit Cards-TL          | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Personnel Credit Cards-FC          | -          | -                    | -         |
| Installment based                  | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Overdraft Account-TL (Real Person) | -          | -                    | -         |
| Overdraft Account-FC (Real Person) | -          | -                    | -         |
| Total <sup>(*)</sup>               | 5.196      | 1.600.823            | 1.606.019 |

<sup>(\*)</sup> Dividend rediscount amounting to TL 8.546 not included in the table.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### e) Information on installment commercial loans and corporate credit cards:

| Current Period                             | Short-Term | Medium and Long-Term | Total   |
|--|------------|----------------------|---------|
| Installment Commercial Loans-TL            | 43.631     | 249.623              | 293.254 |
| Business Loans                             | 1.000      | 17.657               | 18.657  |
| Vehicle Loans                              | 42.631     | 231.966              | 274.597 |
| Consumer Loans                             | -          | -                    | -       |
| Other                                      | -          | -                    | -       |
| Installment Commercial Loans-Indexed to FC | -          | 11.999               | 11.999  |
| Business Loans                             | -          | -                    | -       |
| Vehicle Loans                              | -          | 11.999               | 11.999  |
| Consumer Loans                             | -          | -                    | -       |
| Other                                      | -          | -                    | -       |
| Installment Commercial Loans -FC           | -          | 24.730               | 24.730  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | 24.730               | 24.730  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -TL                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -FC                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Overdraft Account-TL (Legal Entity)        | -          | -                    | -       |
| Overdraft Account-FC (Legal Entity)        | -          | -                    | -       |
| Total                                      | 43.631     | 286.352              | 329.983 |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Information on installment commercial loans and corporate credit cards:

| Prior Period                               | Short-Term | Medium and Long-Term | Total   |
|--|------------|----------------------|---------|
| Installment Commercial Loans-TL            | 63.605     | 185.523              | 249.128 |
| With Installment                           | 16.487     | 25.816               | 42.303  |
| Without Installment                        | 47.118     | 159.707              | 206.825 |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Installment Commercial Loans-Indexed to FC | -          | 46.410               | 46.410  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | 46.410               | 46.410  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Installment Commercial Loans -FC           | 407        | 19.046               | 19.453  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | 407        | 19.046               | 19.453  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -TL                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -FC                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Overdraft Account-TL (Legal Entity)        | -          | -                    | -       |
| Overdraft Account-FC (Legal Entity)        | -          | -                    | -       |
| Total                                      | 64.012     | 250.979              | 314.991 |

#### e) Loans according to types of borrowers:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Public                                      | 718.900        | 279.744      |
| Private                                     | 23.990.695     | 16.138.809   |
| Profit Share Income Accruals and Rediscount | 523.787        | 585.277      |
| Total                                       | 25.233.382     | 17.003.830   |

<sup>(\*)</sup> Non-performing loans are not included.

#### f) Breakdown of domestic and international loans:

|                                       | Current Period | Prior Period |
|---------------------------------------|----------------|--------------|
| Domestic Loans                        | 23.677.914     | 16.388.393   |
| Foreign Loans                         | 1.031.681      | 30.160       |
| Profit Share Income Accruals of Loans | 523.787        | 585.277      |
| Total <sup>(*)</sup>                  | 25.233.382     | 17.003.830   |

(\*) Non-performing loans are not included.

#### g) Loans Granted to subsidiaries and participations:

As of 31 December 2019, the bank has no loans granted to subsidiaries and participations (31 December 2018: None).

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### ğ) Credit-Impaired Losses (Stage 3/Specific Provision):

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Loans and receivables with limited collectability  | 136.955        | 102.406      |
| Loans and receivables with doubtful collectability | 77.186         | 57.787       |
| Uncollectible loans and receivables                | 253.632        | 243.636      |
| Total  | 467.773        | 403.829      |

#### h) Information on lease receivables

|  | Current Period |           | Prior Period |           |
|--|----------------|-----------|--------------|-----------|
|  | Gross          | Net       | Gross        | Net       |
| Less than 1 year                             | 71.065         | 70.080    | 10.684       | 10.397    |
| 1-5 year                                     | 3.611.355      | 3.088.196 | 551.183      | 471.225   |
| More than 5 years                            | 860.343        | 498.090   | 282.163      | 222.212   |
| Ziraat Finansal Kiralama A.Ş. merging effect | -              | -         | 3.866.937    | 3.444.805 |
| Total  | 4.542.763      | 3.656.366 | 4.710.967    | 4.148.639 |

#### ı) Information on non-performing receivables (net):

#### 1.1) Information on loans and other receivables included in non-performing receivables which are restructured or rescheduled:

As of 31 December 2019 the bank has loans and other receivables included in non-performing receivables which are restructured or rescheduled, is TL 29.542. (31 December 2018: None)

#### 1.2) Information on the movement of total non-performing loans:

|  | Group III:   | Group IV:   | Group V:<br>Uncollectible<br>Ioans and other<br>receivables |
|--|--|---|---|
|  | Loans and other<br>receivables<br>with limited<br>collectability | Loans and other<br>receivables<br>with doubtful<br>collectability |   |
| Ending balance of prior period                                 | 198.878  | 35.401  | 430.944   |
| Additions in the current period (+) (°)                        | 136.981  | 277.268   | 250.609   |
| Transfers from other categories of non-performing loans<br>(+) | _  | 110.045   | 67.186  |
| Transfers to other categories of non-performing loans (-)      | 110.045  | 67.186  | -   |
| Collections in the current period (-)                          | 32.275   | 34.911  | 37.469  |
| Write offs (-)   | 37.984   | 125.085   | 387.075   |
| Corporate and commercial loans                                 | 37.984   | 125.085   | 387.075   |
| Retail loans   | -  | -   | -   |
| Credit cards   | -  | -   | -   |
| Other  | -  | -   | -   |
| Ending balance of the current period                           | 155.555  | 195.532   | 324.195   |
| Expected Loss Provision (Stage 3)                              | 136.955  | 77.186  | 253.632   |
| Net balance at the balance sheet                               | 18.600   | 118.346   | 70.563  |

<sup>(\*)</sup> It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **I.3) Information on foreign currency non-performing loans:**

As of 31 December 2019, the Bank has no foreign currency non-performing loans originated from foreign currency indexed loans (31 December 2018: None).

#### i) Gross and net amounts of non-performing receivables according to user groups:

|  | Group III:             | Group IV:               | Group V:        |
|--|------------------------|-------------------------|-----------------|
|  | Loans and other        | Loans and other         | Uncollectible   |
|  | receivables with       | receivables with        | loans and other |
|  | limited collectability | doubtful collectability | receivables     |
| Current Period (Net)                             | 18.600                 | 118.346                 | 70.563          |
| Loans to Real Persons and Legal Entities (Gross) | 155.555                | 195.532                 | 324.195         |
| Specific Provisions (-)                          | 136.955                | 77.186                  | 253.632         |
| Loans to Real Persons and Legal Entities (Net)   | 18.600                 | 118.346                 | 70.563          |
| Banks (Gross)                                    | -                      | -                       | -               |
| Specific Provisions (-)                          | -                      | -                       | -               |
| Banks (Net)                                      | -                      | -                       | -               |
| Other Loans and Receivables (Gross)              | -                      | -                       | -               |
| Specific Provisions (-)                          | -                      | -                       | -               |
| Other Loans and Receivables (Net)                | -                      | -                       | -               |
| Prior Period (Net)                               | 128.113                | 17.011                  | 116.270         |
| Loans to Real Persons and Legal Entities (Gross) | 198.878                | 35.401                  | 430.944         |
| Specific Provisions (-)                          | 70.765                 | 18.390                  | 314.674         |
| Loans to Real Persons and Legal Entities (Net)   | 128.113                | 17.011                  | 116.270         |
| Banks (Gross)                                    | -                      | -                       | -               |
| Specific Provisions (-)                          | -                      | -                       | -               |
| Banks (Net)                                      | -                      | -                       | -               |
| Other Loans and Receivables (Gross)              | -                      | -                       | -               |
| Specific Provisions (-)                          | -                      | -                       | -               |
| Other Loans and Receivables (Net)                | -                      | -                       | -               |

Information on accruals, valuation differences and related provisions calculated for non performing loans for Banks which are providing expected credit loss according to TFRS 9:

|  | Group III: | Group IV:                             | Group V:               |
|--|------------|---------------------------------------|------------------------|
|  |            | Loans with doubtful<br>collectability | Uncollectible<br>Ioans |
| Period End Balance                             |            |                                       |                        |
| Profit Share Accrual and Valuation Differences |            |                                       |                        |
| Provision                                      | 3.951      | 6.233                                 | 39.915                 |
| Provision Amount (-)                           | 1.748      | 3.746                                 | 28.626                 |

#### j) Information on liquidating policy of uncollectible loans and other receivables:

Execution proceedings are carried out for the collection of receivables from loan services of the Bank's. During this process, tangible guarantees constituting guarantees of receivables of the Bank and assets of the debtor(s) are realized while receivables of the Bank are also tried to be collected and liquidated by means of administrative procedures.

#### k) Explanations on write-off policy:

The Bank writes off the receivables from its records with the actualized circumstances of deaths of the debtor and/or the related people, refusals of the heritage by the heritors within the legal time limits, becoming legally and effectively impossible of the collection of the receivable, and the given financial accountability decision on the related personnel of the considered receivable.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Financial assets at amortized cost:

#### a) Information on government debt securities measured at amortized cost

|                              | Current Period | Prior Period |
|------------------------------|----------------|--------------|
| Debt Securities              | 547.750        | -            |
| Quoted in Stock Exchange     | -              | -            |
| Not Quoted in Stock Exchange | -              | -            |
| Provision of Impairment (-)  | -              | -            |
| Total                        | 547.750        | -            |

<sup>(1)</sup> The Bank has calculated the fair value of these borrowings in accordance with TFRS 9 and TFRS 13 by using the prices of similar financial assets at the balance sheet date and reflected them to the financial statements.

#### b) Information on financial assets valued at amortized cost

None (31 December 2018: None).

#### c) Information on government debt securities measured at amortized cost

As of 31 December 2019, government debt securities measured at amortized cost of the Bank amounted to TL 547.750 (31 December 2018: None).

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Balances at Beginning of Period                 | -              | -            |
| Foreign Currency Differences on Monetary Assets | 7.757          | -            |
| Purchases during the Period (*)                 | 539.993        | -            |
| Disposals through Sales/Redemptions             | -              | -            |
| Provision of Impairment (-)                     | -              | -            |
| Balances at End of Period                       | 547.750        | -            |

(\*) Rediscounts are shown in "Purchases during the period" line.

#### 8. Information on assets related to trading investments and discontinued operations:

As of 31 December 2019, the amount of assets due to trading is TL 104.069 (31 December 2018: TL 5.222).

|                                 | Current Period | Prior Period |
|---------------------------------|----------------|--------------|
| Beginning Balance (Net)         | 4.259          | 3.561        |
| Changes During the Period (Net) | 99.810         | 698          |
| Amount of depreciation          | -              | -            |
| Provision for Impairment        | -              | -            |
| Financial lease merger effect   | -              | 963          |
| Period End Balance (Net)        | 104.069        | 5.222        |

As of 31 December 2019, the Bank has no discontinued operations (31 December 2018: None).

#### 9. Equity Investments

#### a) Information about investments in associates (Net):

All of the shares with a nominal value of 14.400 TL, corresponding to 24% share in the current issued capital of Ziraat Yatırım Menkul Değerler A.Ş. was transferred to Ziraat Bankası A.Ş. (31 December 2018: None).

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on subsidiaries (Net):

#### b.1) Information on consolidated subsidiaries:

|   | Name                                | Address (City/Country) | Bank's share percentage<br>- if different voting<br>percentage (%) | Risk share percentage of other shareholders (%) |
|---|-------------------------------------|------------------------|--|---|
| 1 | Ziraat Katılım Varlık Kiralama A.Ş. | İstanbul/TÜRKİYE       | 100  | 100   |
| 2 | ZKB Varlık Kiralama A.Ş.            | İstanbul/TÜRKİYE       | 100  | 100   |

|       |           |              |             | Dividend or                 | Income<br>from |    |      |            | Needed       |
|-------|-----------|--------------|-------------|-----------------------------|----------------|----|------|------------|--------------|
|       | Total     | Shareholders | Total Fixed | Dividend or<br>profit share |                |    |      |            | shareholders |
|       | Assets    |              | Assets      |                             |                |    | loss | Fair Value | Sharehoracio |
| 1 (*) | 2.483.166 | 73           | -           | 381.137                     | -              | 6  | 17   | -          | -            |
| 2 (*) | 73        | 68           | -           | 5.696                       | -              | 26 | (8)  | -          | -            |

(\*) 31 December 2019 Audited financial statements used.

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Balance at the beginning of the year             | 100            | 50           |
| Movements during the year                        | -              | 50           |
| Included in the scope of consolidation           | -              | 50           |
| Purchases  | -              | -            |
| Bonus Share                                      | -              | -            |
| Dividends from current year income               | -              | -            |
| Transfers to available for sale financial assets | -              | -            |
| Sales  | -              | -            |
| Revaluation increase                             | -              | -            |
| Balance at the end of the year                   | 100            | 100          |
| Capital commitments                              | -              | -            |
| Share percentage at the end of the year (%)      | -              | -            |

#### 9. Equity Investments

#### b.2) Sectoral information on unconsolidated subsidiaries and the related carrying amounts:

|                              | Current Period | Prior Period |
|------------------------------|----------------|--------------|
| Banks                        | -              | -            |
| Insurance Companies          | -              | -            |
| Factoring Companies          | -              | -            |
| Leasing Companies            | -              | -            |
| Finance Companies            | -              | -            |
| Other Financial Subsidiaries | 100            | 100          |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b.3) Subsidiaries that are quoted on the stock exchange:

As of 31 December 2019, the Bank has no subsidiaries are quoted on the stock exchange (31 December 2018: None).

#### c) Information on entities under common control (joint ventures):

(31 December 2018: None).

#### 10. Explanations on property and equipment:

|   | Immovable | Right of<br>Use of<br>Immovable | Movable | Right of<br>Use of<br>Movable | Operational<br>Leasing<br>Development<br>Costs | Other<br>Tangibles | Total   |
|---|-----------|---------------------------------|---------|-------------------------------|--|--------------------|---------|
| Prior Period End:   |           |                                 |         |                               |  |                    |         |
| Cost  | -         | -                               | 61.928  | -                             | 33.052   | -                  | 94.980  |
| Accumulated Depreciation (-)                              | -         | -                               | 27.657  | -                             | 14.664   | -                  | 42.321  |
| Net Book Value  | -         | -                               | 34.271  | -                             | 18.388   | -                  | 52.659  |
| Current Period End:                                       | -         | -                               | -       |                               | -  | -                  |         |
| Net Book Value at the<br>Beginning of the Period          | -         | -                               | 34.271  | -                             | 18.388   | -                  | 52.659  |
| Change During the Period (Net) <sup>(*)</sup>             | -         | 93.227                          | (71)    | 9.961                         | 1.821  | -                  | 104.938 |
| Cost  | -         | 113.603                         | 9.211   | 14.072                        | 9.448  | -                  | 146.334 |
| Amortization (Net) (-)                                    | -         | 20.376                          | 9.282   | 4.111                         | 7.627  | -                  | 41.396  |
| Provision for Impairment (-)                              | -         | -                               | -       | -                             | -  | -                  | -       |
| Net Currency Translation<br>from Foreign Subsidiaries (-) | -         | -                               | -       | -                             | -  | -                  | -       |
| Cost at Period End  | -         | 113.603                         | 71.139  | 14.072                        | 42.500   | -                  | 241.314 |
| Accumulated Depreciation at<br>Period End (-)             | -         | 20.376                          | 36.939  | 4.111                         | 22.291   | -                  | 83.717  |
| Provision for Impairment (-)                              | -         | -                               | -       | -                             | -  | -                  | -       |
| Closing Net Book Value                                    | -         | 93.227                          | 34.200  | 9.961                         | 20.209   | -                  | 157.597 |

<sup>(\*)</sup> It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

For the impairment, which are either recorded or canceled in the current period and each or some of them are not important for the whole of the financial statements, the sum of the impairment amounts that are separated or canceled by the related asset groups and the events and conditions that cause them: None.

a) Pledges, mortgages and other restrictions on tangible assets, amount of expenses made during construction for tangible assets, commitments made for purchase of tangible assets: None.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 11. Information on intangible assets:

|                               |            | Current Period              | Prior Period |        |                             |           |
|-------------------------------|------------|-----------------------------|--------------|--------|-----------------------------|-----------|
|                               | Book Value | Accumulated<br>Depreciation | Net Value    |        | Accumulated<br>Depreciation | Net Value |
| Leasehold Improvements        | -          | -                           | -            | -      | -                           | -         |
| Establishment Costs           | -          | -                           | -            | -      | -                           | -         |
| Goodwill                      | -          | -                           | -            | -      | -                           | -         |
| Intangible Rights             | 143.633    | 22.992                      | 120.641      | 93.038 | 12.642                      | 80.396    |
| Financial lease merger effect | -          | -                           | -            | 1.762  | 986                         | 776       |
| Total                         | 143.633    | 22.992                      | 120.641      | 94.800 | 13.628                      | 81.172    |

a) In case an intangible asset that is significant for the financial statements as a whole, its book value, definition and remaining depreciation period: None.

b) Information on intangible assets acquired under government incentives and recorded with fair value at initial recognition: None.

c) The method in which intangible assets acquired under government incentives and recorded with fair value at initial recognition are valued after the first registration date: None.

- d) Book value of intangible assets with restrictions on use or pledged: None.
- e) Amount of commitments given for acquisition of intangible asset: None.
- f) Intangible assets based on revalued asset type: None.
- g) Total amount of research and development expenses recorded in the period, if any: None.
- h) Positive or negative consolidation goodwill that are originated from partnerships which their financial statements are consolidated: Not applied to the financial statements with consolidation.
- i) Information on goodwill: None.

#### 12. Information on the investment properties:

As of 31 December 2019, the Bank has no investment properties (31 December 2018: None).

#### 13. Information on the current period assets related to tax:

As of 31 December 2019, the Bank has no assets related to tax (31 December 2018: None).

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 14. Information on deferred tax asset:

As at 31 December 2019, deferred tax liabilities of TL 33.127 (31 December 2018: TL 2.627) and deferred tax assets of TL 75.280 TL (31 December 2018: TL 52.497) have been offset and TL 42.153 deferred tax asset (31 December 2018: TL 54.954 deferred tax asset) is reflected in the financial statements.

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Deferred tax asset  | 75.280         | 52.497       |
| Deferred tax liability  | 33.127         | 2.627        |
| Ziraat Finansal Kiralama A.Ş. merging effect, Deferred tax assets | -              | 5.084        |
| Net deferred tax asset  | 42.153         | 54.954       |
| Net deferred tax income/loss                                      | 4.150          | 626          |
|   | Current Period | Prior Period |
| Severance pay   | 6.868          | 3.850        |
| Short-term employee rights  | 2.277          | 2.839        |
| Revaluation of financial assets                                   | 9.770          | 8.395        |
|   | 07.070         | 70.070       |
| Other   | 23.238         | 59.870       |

|  | Current Period | Prior Period |
|--|----------------|--------------|
| As of January 1                              | 54.954         | 14.093       |
| Deferred tax Income/(Loss) (Net)             | 13.659         | 22.034       |
| Deferred Tax Accounted for Under Equity      | (26.460)       | 6.270        |
| IFRS 9 Transition Effect                     | -              | 7.473        |
| Ziraat Finansal Kiralama A.Ş. merging effect | -              | 5.084        |
| Deferred tax asset                           | 42.153         | 54.954       |

#### 15. Information on other assets:

As of 31 December 2019, other assets of banks not to exceed total balance sheet of 10%, exclude off-balance sheet liabilities.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **II. EXPLANATIONS AND NOTES RELATED TO LIABILITIES**

#### 1. a) Information on funds collected:

#### a.1) Information on maturity structure of funds collected:

| Current Period   | Demand    | Up to 1<br>Month | Up to 3<br>Months | Up to 6<br>months | Up to 9<br>months | Up to<br>1 year | 1 year and<br>over | Accumulated<br>profit sharing<br>accounts | Total      |
|--|-----------|------------------|-------------------|-------------------|-------------------|-----------------|--------------------|---|------------|
| I. Real persons current accounts-TL  | 350.043   | riontii          | PIOIILIIS         | montins           | monuis            | i yeai          | Over               | accounts                                  | 350.043    |
| II. Real persons current accounts 12<br>II. Real persons profit sharing<br>accounts TL | - 350.045 | -<br>627.089     | 4.775.595         | -<br>68.752       |                   | -<br>72.399     | -<br>260.155       | _   | 5.803.990  |
| III. Other current accounts-TL   | 1.324.955 | -                | -                 | -                 | -                 | -               | -                  | -   | 1.324.955  |
| Public sector  | 136.022   | -                | _                 |                   | _                 | -               | -                  | -   | 136.022    |
| Commercial sector  | 1.163.377 | -                |                   |                   | _                 | _               | _                  | -   | 1.163.377  |
| Other institutions   | 24.833    |                  |                   |                   |                   |                 |                    |   | 24.833     |
| Commercial and other institutions  | 716       | _                |                   |                   |                   |                 |                    | -   | 716        |
| Banks and participation banks  | 710       |                  |                   |                   |                   |                 |                    |   | 710        |
| Central Bank of Republic of  | /         |                  |                   | -                 | -                 |                 |                    | -   | /          |
| Turkey   | -         | -                | -                 |                   | -                 | -               | -                  | -   | -          |
| Domestic banks   | 4         | -                | -                 | -                 | -                 | -               | -                  | -   | 4          |
| Foreign banks  | -         | -                | -                 | -                 | -                 | -               | -                  | -   |            |
| Participation banks  | 3         | -                | -                 | -                 | -                 | -               | -                  | -   | 5          |
| Others   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| IV. Profit sharing accounts-TL   | -         | 404.033          | 4.163.238         | 608.928           | -                 | 301.861         | 75.154             | -   | 5.553.214  |
| Public sector  | -         | 53.827           | 235.600           | 53.833            | -                 | 117.818         | 57.911             | -   | 518.989    |
| Commercial sector  | -         | 322.540          | 3.590.103         | 153.636           | -                 | 184.008         | 14.834             | -   | 4.265.121  |
| Other institutions   | -         | 27.666           | 337.535           | 401.459           | -                 | 35              | 2.409              | -   | 769.104    |
| Commercial and other institutions  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Banks and participation banks  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| V. Real persons current accounts-FC  | 724.646   | -                | -                 | -                 | -                 | -               | -                  | -   | 724.646    |
| VI. Real persons profit sharing<br>accounts-FC   | -         | 310.421          | 3.635.775         | 74.453            | -                 | 75.918          | 854.408            | -   | 4.950.975  |
| VII. Other current accounts-FC   | 1.483.626 | -                | -                 | -                 | -                 | -               | -                  | -   | 1.483.626  |
| Commercial residents in Turkey   | 1.425.008 | -                | -                 | -                 | -                 | -               | -                  | -   | 1.425.008  |
| Commercial residents in Abroad   | 58.502    | -                | -                 | -                 | -                 | -               | -                  | -   | 58.502     |
| Banks and participation banks  | 116       | -                | -                 | -                 | -                 | -               | -                  | -   | 116        |
| Central Bank of Republic of  |           |                  |                   |                   |                   |                 |                    |   |            |
| Turkey   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Domestic banks   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Foreign banks  | 116       | -                | -                 | -                 | -                 | -               | -                  | -   | 116        |
| Participation banks  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Others   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| VIII. Profit sharing accounts - FC   | -         | 269.674          | 1.927.397         | 188.365           | -                 | 328.520         | 328.520            | -   | 4.400.970  |
| Public sector  | -         | 757              | 1.022             | -                 | -                 | -               | -                  | -   | 1.779      |
| Commercial sector  | -         | 268.708          | 1.888.846         | 188.318           | -                 | 328.520         | 1.687.014          | -   | 4.361.406  |
| Other institutions   | -         | 209              | 37.529            | 47                | -                 | -               | -                  | -   | 37.785     |
| Commercial and other institutions  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Banks and participation banks  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| IX. Precious metal funds   | 255.038   | -                | 557.789           | 25.188            | -                 | 5.545           | 21.266             | -   | 864.826    |
| X. Profit sharing accounts special   |           |                  |                   |                   |                   |                 |                    |   |            |
| funds - TL   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Residents in Turkey  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Residents Abroad   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| XI. Profit sharing accounts special  |           |                  |                   |                   |                   |                 |                    |   |            |
| funds - FC   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Residents in Turkey  | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Residents Abroad   | -         | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Total I+II++IX+X+XI)   | 4.138.308 | 1.611.217        | 15.059.794        | 965.686           | -                 | 784.243         | 2.897.997          | -   | 25.457.245 |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### a.1) Information on maturity structure of funds collected:

| Driver Davied  | Domond    | Up to 1   | Up to 3       | Up to 6 | Up to 9 | Up to   | 1 year and | Accumulated<br>profit sharing | Total         |
|--|-----------|-----------|---------------|---------|---------|---------|------------|-------------------------------|---------------|
| Prior Period   | Demand    | Month     | Months        | months  | months  | 1 year  | over       | accounts                      | Total         |
| I. Real persons current accounts-TL                    | 210.639   | -         | -             | -       | -       | -       | -          | -                             | 210.639       |
| II. Real persons profit sharing<br>accounts TL         | _         | 526.001   | 2.948.826     | 43.992  | _       | 42.916  | 193.315    | _                             | 3.755.050     |
| III. Other current accounts-TL                         | 517.046   | -         | -             |         | -       | -       | -          | -                             | 517.046       |
| Public sector  | 73.337    | -         | _             | _       | _       | -       | -          | -                             | 73.337        |
| Commercial sector                                      | 418.768   | -         | -             | _       | _       | -       | -          | -                             | 418.768       |
| Other institutions                                     | 24.611    | _         |               |         |         | _       |            |                               | 24.611        |
| Commercial and other institutions                      | 320       | _         |               |         |         |         |            | _                             | 320           |
|  | 520<br>10 |           |               |         |         |         |            |                               | 10            |
| Banks and participation banks                          | 10        | -         | -             | -       | -       | -       | -          | -                             | 10            |
| Central Bank of Republic of<br>Turkey                  | -         | -         | -             | -       | -       | -       | -          | -                             |               |
| Domestic banks   | 10        | -         | -             | -       | -       | -       | -          | -                             | 10            |
| Foreign banks  | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Participation banks                                    | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Others   | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| IV. Profit sharing accounts-TL                         | -         | 131.511   | 2.740.290     | 569.720 | -       | 205.889 | 118.404    | -                             | 3.765.814     |
| Public sector  | -         | 2.668     | 495.707       | 421.827 | -       | 61.901  | -          | -                             | 982.103       |
| Commercial sector                                      | -         | 119.643   | 1.748.933     | 38.685  | -       | 80.988  | 10.913     | -                             | 1.999.162     |
| Other institutions                                     | -         | 9.200     | 455.352       | 109.208 | -       | 63.000  | 107.491    | -                             | 744.251       |
| Commercial and other institutions                      | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Banks and participation banks                          | -         | -         | 40.298        | -       | -       | -       | -          | -                             | 40.298        |
| V. Real persons current accounts-FC                    | 347.441   | -         | -             | _       | _       | -       | -          | -                             | 347.441       |
| VI. Real persons profit sharing                        |           |           |               |         |         |         |            |                               | • • • • •     |
| accounts-FC  | -         | 331.243   | 2.000.912     | 54.701  | -       | 50.881  | 355.122    | -                             | 2.792.859     |
| VII. Other current accounts-FC                         | 1.183.202 | -         | -             | -       | -       | -       | -          | -                             | 1.183.202     |
| Commercial residents in Turkey                         | 1.168.785 | -         | -             | -       | -       | -       | -          | -                             | 1.168.785     |
| Commercial residents in Abroad                         | 8.509     | -         | -             | -       | -       | -       | -          | -                             | 8.509         |
| Banks and participation banks                          | 5.908     | -         | -             | -       | -       | -       | -          | -                             | 5.908         |
| Central Bank of Republic of<br>Turkey                  | -         | -         | _             | _       | -       | -       | -          | -                             | -             |
| Domestic banks   | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Foreign banks  | 5.908     | -         | -             | -       | -       | -       | -          | -                             | 5.908         |
| Participation banks                                    | -         | -         | _             | -       | -       | -       | -          | -                             | -             |
| Others   | -         | -         | _             |         |         | -       | -          | -                             |               |
| VIII. Profit sharing accounts- FC                      | _         | 110.668   | 1.701.594     | 91.086  |         | 174.589 | 110.506    | -                             | 2.188.443     |
| Public sector  | -         | 674       | 12.007        | -       |         |         | -          | -                             | 12.681        |
| Commercial sector                                      |           | 109.994   | 1.524.756     | 91.044  |         | 174.589 | 110.506    |                               | 2.010.889     |
| Other institutions                                     |           | 103.334   |               | 40      |         | 174.303 | 110.500    |                               |               |
| Commercial and other institutions                      | -         | -         | 164.789<br>42 | 42      |         | -       | -          | -                             | 164.831<br>42 |
| •••••••••••••••••••••••••••••••••••••••                | -         | -         | 42            | -       | -       | -       | -          | -                             | 42            |
| Banks and participation banks IX. Precious metal funds | -         | -         | 257.538       | 4 514   | -       | -       | - 7 100    | -                             | 700 604       |
|  | 123.111   | -         | 237.338       | 4.514   | -       | 2.333   | 3.108      | -                             | 390.604       |
| X. Profit sharing accounts special<br>funds - TL       | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Residents in Turkey                                    | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Residents Abroad                                       | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| XI. Profit sharing accounts special                    |           |           |               |         |         |         |            |                               |               |
| funds - FC   | -         | -         | -             | -       | -       | -       | -          | -                             |               |
| Residents in Turkey                                    | -         | -         | -             | -       | -       | -       | -          | -                             | -             |
| Residents Abroad                                       | -         | -         | -             | -       | -       | -       | -          | -                             |               |
| Total I+II++IX+X+XI)                                   | 2.381.439 | 1.099.423 | 9.649.160     | 764.013 | -       | 476.608 | 780.455    | -                             | 15.151.098    |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### a.2) Exceeding Amounts of Insurance Limit:

#### i. Information's on current and profit share accounts within the scope of Saving Deposit/Saving Deposit Insurance Fund:

|  | Under the<br>guarantee of<br>saving deposit<br>insurance | Exceeding<br>the limit of<br>saving deposit | Under the<br>guarantee of<br>saving deposit<br>insurance | Exceeding<br>the limit of<br>saving deposit |
|--|--|---|--|---|
|  | Current Period   | Prior Period                                | <b>Current Period</b>                                    | Prior Period                                |
| Real persons current and profit sharing accounts that are not subject to commercial activities | 5.251.128  | 2.956.961                                   | 7.383.152  | 4.505.214                                   |
| TL accounts  | 3.496.444  | 2.123.545                                   | 2.657.587  | 1.842.492                                   |
| FC accounts  | 1.754.684  | 833.416                                     | 4.725.565  | 2.662.722                                   |
| Foreign branches' deposits under foreign authorities' insurance                                | -  | -   | -  | -   |
| Off-shore banking regions' under foreign authorities' insurance                                | -  | -   | -  | -   |

#### ii. Amounts which are not within the scope of insurance:

#### Current and Profit Share Accounts of the real persons who are not within the scope of Saving Deposits Insurance Fund:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Foreign branches' profit sharing accounts and other accounts   | -              | -            |
| Profit sharing accounts and other accounts of controlling shareholders and profit sharing accounts of their mother, father, spouse, children in care   | -              | -            |
| Profit sharing account and other accounts of President and Members of Board of<br>Directors, CEO and Vice Presidents and profit sharing accounts of their mother, father,<br>spouse and children in care | 770            | 520          |
| Profit sharing account and other accounts within the scope of the property holdings derived from crime defined in article 282 of Turkish Criminal Law No: 5237 dated 26 September 2004                   | -              | -            |
| Profit sharing accounts in participation banks which are established in Turkey in order to engage in off-shore banking activities solely   | -              | -            |

#### 2. Information on funds borrowed:

#### a) Information on banks and other financial institutions:

|  | Current Period |           | Prior F   | Period    |
|--|----------------|-----------|-----------|-----------|
|  | TL             | FC        | TL        | FC        |
| Borrowings from the CBRT                   | -              | -         | -         | -         |
| From Domestic Banks and Institutions       | 2.857.534      | 1.498.426 | 1.791.870 | 3.704.193 |
| From Foreign Banks, Institutions and Funds | -              | 1.622.710 | -         | 515.362   |
| Total                                      | 2.857.534      | 3.121.136 | 1.791.870 | 4.219.555 |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on maturity structure of borrowings:

|                      |           | Current Period |           | Period    |
|----------------------|-----------|----------------|-----------|-----------|
|                      | TL        | FC             | TL        | FC        |
| Short-term           | 2.516.784 | 179.422        | 1.791.870 | 2.930.827 |
| Medium and Long-term | 340.750   | 2.941.714      | -         | 1.288.728 |
| Total                | 2.857.534 | 3.121.136      | 1.791.870 | 4.219.555 |

c) Explanations Related to the Concentrations of the Bank's Major Liabilities: Concentrations of the Bank's major liabilities, funder customer, segments or other criteria which are seen risk concentrations:

70% of liabilities consists of current and share profit account.

#### 3. Funds provided under repurchasing agreements:

|                        | Current Period |    | Prior F | Prior Period |  |
|------------------------|----------------|----|---------|--------------|--|
|                        | TL             | FC | TL      | FC           |  |
| Domestic               | 19.135         | -  | 864.414 | -            |  |
| Financial Institutions | 19.135         | -  | 864.414 | -            |  |
| Abroad                 | -              | -  | -       | -            |  |
| Financial Institutions | -              | -  | -       | -            |  |
| Total                  | 19.135         | -  | 864.414 | -            |  |

#### 4. Information on securities issued:

None (31 December 2018: TL 179.895).

#### 5. Information on financial liabilities at fair value through profit and loss:

None (31 December 2018:None)

#### 6. Information on derivative financial liabilities:

|                      | Current Period |        | Prior Period |       |
|----------------------|----------------|--------|--------------|-------|
|                      | TL             | FC     | TL           | FC    |
| Forward transactions | 19             | 12.460 | -            | 6.145 |
| Swap transactions    | -              | -      | -            | -     |
| Futures transaction  | -              | -      | -            | -     |
| Options transaction  | -              | -      | -            | -     |
| Other                | -              | -      | -            | -     |
| otal                 | 19             | 12.460 | -            | 6.145 |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Information on Financial Lease Obligations:

|                   | Current of | Current Period |       |     |
|-------------------|------------|----------------|-------|-----|
|                   | Gross      | Net            | Gross | Net |
| Less than 1 year  | 4.342      | 3.953          | 422   | 415 |
| Between 1-5 years | 64.193     | 46.451         | -     | -   |
| More than 5 years | 123.525    | 59.655         | -     | -   |
| Total             | 192.060    | 110.059        | 422   | 415 |

#### 8. Information on provisions:

#### Information on general provisions:

# a) Information on provisions related with foreign currency evaluation difference of foreign currency indexed loans and Financial Lease Obligations:

31 December 2019 Provisions related with foreign currency evaluation difference of foreign currency indexed loans and financial lease obligation is none. (31 December 2018: TL 202).

#### b) Information on special provisions related with uncompensated and non-liquidated non-cash loans:

Specific provisions for indemnified non-cash loans amount to TL 18.452 (31 December 2018: TL 5.888).

#### c) Information on other provisions:

#### c.1) Information on free provisions for possible risks:

the accompanying unconsolidated finansacial statement as at 31 December 2019 includes a general reverse of total TL 80.000, of which TL 30.000 had beed recognize as expense in the prior period, and TL 50.000 was recognized as expense in the current period, which is provided by the Bank management for the possible effects of the negative circumstances which may arise in the economy or market conditions. (31 December 2018: TL 30.000)

#### c.2) The names and amounts of sub-accounts of other provisions exceeding 10% of the total provision amount:

According to article 19 of regulation on procedures and principles for determination of qualifications of loans and other receivables and provision by banks, other provisions amounting to TL 64.031 is reserved to use for general loan loss provision, specific provisions and the Participation Accounts allocated to premium of Guarantee of Deposit Insurance Fund (31 December 2018: TL 48.204).

The Bank has provided specific provisions amounting to TL 18.452 (31 December 2018: TL 5.888) for non-cash loans that are not indemnified, amounting TL 19.923 (31 December 2018: TL 20.110) for the expected credit loss for stage 1 and 2 non-cash loans and amounting TL 6.121 for other provisions (31 Aralık 2018: TL 6.121).

#### c.3) Information on ligitations provisions

A provision of TL 17.038 has been set aside in the financial statements for lawsuits that have not yet been finalized against the bank (31 December 2018: TL 6.085).

#### d) Information on provisions for employee benefits:

#### d.1) Employment termination benefits and unused vacation rights

Under the Turkish Labor Law, the Bank is required to pay termination benefits to each employee who has completed at least one year of service, excluding resignation or misconduct, whose employment is terminated without due cause, is called up for military service, dies or retires or earns the right to retire. As of the date of 31 December 2019, the amount payable consists of one month's salary limited to a maximum of TL 6.380 (full TL) (31 December 2018: TL 5.434 (full TL)) for each year of service.

The Bank uses actuarial method in the calculation and recognition of severance pay with in the standard of TAS 19 - "Turkish Accounting Standard on Employee Benefits".

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The Bank used its own parameters in the calculation of the total liabilities which were calculated with the actuary assumptions.

|                   | Current Period | Prior Period |
|-------------------|----------------|--------------|
| Discount Rate (%) | 12,10%         | 16,30%       |
| Inflation         | 8,20%          | 12,00%       |

Movements in the reserve for employment termination benefits during period are as follows:

|                                  | Current Period | Prior Period |
|----------------------------------|----------------|--------------|
| Balance at the 1 January         | 5.736          | 2.330        |
| Changes during the period        | 2.268          | 1.285        |
| Paid during the period           | 801            | 276          |
| Severence Pay                    | (316)          | (112)        |
| Loss/(gain) obtained from layoff | 216            | 24           |
| Actuarial loss/(gain)            | (43)           | 1.253        |
| Ziraat Lease Merger Effect       | -              | 680          |
| Balance at the end of the period | 8.662          | 5.736        |

As of 31 December 2019, the Bank has a TL 6.050 short-run employees' rights provision (31 December 2018: TL 3.584).

#### d.2) Retirement Benefits

Based on the results of the actuarial report, which is calculated with the actuarial rate 9,80% as determined in the Law numbered 5754, published on the Official Gazette dated 8 May 2008 and numbered 26870, as of 31 December 2019, no technical deficit has been reported.

As of the balance sheet date, the Bank's liability for the benefits to be transferred to SGK is the estimated amount of payment that will be required to be made during the transfer to SGK. The actuarial parameters and the results used in the measurement of this amount reflect the provisions of Law No. 5754 on the pension and health benefits to be transferred to the SGK (9,80% real discount rate, etc.) published in the Official Gazette dated 8 May 2008 and numbered 26870.

#### d.3) Additional Bonus Provision to be paid to Personnel

The Bank has allocated a provision amounting to TL 21.000 based on the bonus to be paid in a current period.

#### 9. Explanations on tax liability:

#### a) Explanations on current tax liability:

#### a.1) Information on tax provisions:

As of 31 December 2019, the Bank's corporate income tax liability is TL 85.445 (31 December 2018: TL 25.589).

#### b) Information on taxes payable:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Corporate Tax Payable                        | 85.445         | 25.589       |
| Taxation on Income From Securities           | 18.470         | 10.438       |
| Property Tax                                 | 286            | 177          |
| Banking Insurance Transactions Tax (BITT)    | 11.395         | 10.467       |
| Foreign Exchange Transactions Tax            | 392            | -            |
| Value Added Tax Payable                      | 3.708          | 5.521        |
| Other  | 2.418          | 1.593        |
| Ziraat Finansal Kiralama A.Ş. merging effect | -              | (10.202)     |
| Total  | 122.114        | 43.583       |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Information on premiums:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Social Security Premiums - Employee                    | 8              | 1            |
| Social Security Premiums - Employer                    | 11             | 1            |
| Bank Social Aid Pension Fund Premium - Employee        | -              | -            |
| Bank Social Aid Pension Fund Premium - Employer        | -              | -            |
| Pension Fund Membership Fees and Provisions - Employee | -              | -            |
| Pension Fund Membership Fees and Provisions - Employer | -              | -            |
| Unemployment Insurance - Employee                      | 87             | 62           |
| Unemployment Insurance - Employer                      | 173            | 125          |
| Other  | -              | -            |
| Total  | 279            | 189          |

#### 10) Information on deferred tax liabilities, if any:

The Bank's deferred tax liability amounts to TL 33.127 (31 December 2018: TL 4.986) and this amount is net off against the deferred tax asset and accordingly deferred tax asset amounting to TL 42.153 (31 December 2018: TL 54.954) is presented in the financial statements.

#### 11. Information on payables for assets held for sale and discontinued operations:

The Bank does not have any payables for assets held for sale and discontinued operations (31 December 2018: None).

#### 12. Explanations on subordinated debts:

|                              | Current | Current period |    | Prior period |  |
|------------------------------|---------|----------------|----|--------------|--|
|                              | TL      | FC             | TL | FC           |  |
| From Domestic Banks          | 312.351 | -              | -  | -            |  |
| Domestic Other Organizations | -       | 537.338        | -  | -            |  |
| From Foreign Banks           | -       | -              | -  | -            |  |
| Overseas Other Organizations | -       | -              | -  | -            |  |
| Total                        | 312.351 | 537.338        | -  | -            |  |

|  | Current | Current period |    | Prior period |  |
|--|---------|----------------|----|--------------|--|
|  | TL      | FC             | TL | FC           |  |
| Debt instruments to be included in the additional capital calculation: |         |                |    |              |  |
| Subordinated Loans   | -       | 537.338        | -  | -            |  |
| Equity-like Debt Instruments   | -       | -              | -  | -            |  |
| Debt instruments to be included in Contribution Capital Calculation:   |         |                |    |              |  |
| Subordinated Loans (*)   | 300.000 | -              | -  | -            |  |
| Equity-like Debt Instruments   | -       | -              | -  | -            |  |
| Total  | 300.000 | 537.338        | -  | -            |  |

<sup>(1)</sup> The Tier II capital amounting to TL 300.000 is T.C. Ziraat Bank A.Ş. has been signed on 28 March 2019. This loan has been entered into the accounts of the Bank on 29 March 2019. The maturity of the loan is 10 (ten) years and the profit share rate is 16.25%. There is no option to convert to stock.

The Bank provided subordinated loan from Turkey Wealth Funds Market Stability and Equalization Fund in the scope of additional main capital amounting to EUR 100.000 without demand and profit share which is approved by BRSA dated 22 April 2019. The Bank has calculated the fair value of the loan in accordance with TFRS 9 and TFRS 13 using the prices of similar financial instruments on the balance sheet date and reflected them to the financial statements.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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## 13. If the other liabilities of the balance exceed 10% of the balance sheet total, the names and amounts of the sub-accounts constituting at least 20% of them:

The amount of other liabilities of balance sheet does not exceed 10% of total amount of balance sheet.

#### 14. Information on shareholders' equity:

#### a) Presentation on paid-in capital:

|                 | Current Period | Prior Period |
|-----------------|----------------|--------------|
| Common stock    | 1.750.000      | 1.750.000    |
| Preferred stock | -              | -            |

## b) Paid-in capital amount, explanation whether the registered capital system is applicable by the Bank, if so the registered capital ceiling amount:

None.

c) Information on share capital increases and their sources; other information on increased capital shares in the current period:

#### d) Information on additions from capital reserves to capital in the current period:

None.

e) Capital commitments in the last fiscal year and continue until the end of the following interim period, general purpose of these commitments and estimated resources required for these commitments:

There is no capital commitment for the last financial year and the end of the following interim period (31 December 2018: None).

## f) Indicators of the Bank's income, profitability and liquidity for the previous periods and possible effects of future assumptions based on the uncertainty of these indicators on the Bank's equity:

The Bank has no any uncertainty related to profitability and liquidity according to the prior period's indicators. (31 December 2018: None).

#### g) Information on preferred shares:

As of 31 December 2019, the Bank has no preferred shares (31 December 2018: None).

#### h) Information on marketable securities value increase fund:

|   | Current Period |     |          |      |
|---|----------------|-----|----------|------|
|   | TL             | FC  | TL       | FC   |
| From Subsidiaries, Associates and Entities under Common Control   | -              | -   | -        | -    |
| Revaluation Difference  | -              | -   | -        | -    |
| Foreign Exchange Difference                                       | -              | -   | -        | -    |
| Financial Assets at Fair Value Through Other Comprehensive Income | 56.429         | 642 | (14.901) | (11) |
| Revaluation Difference  | 72.454         | 642 | (18.955) | (11) |
| Deferred Tax Effect   | (16.025)       | -   | 4.054    | -    |
| Foreign Exchange Difference                                       | -              | -   | -        | -    |
| Ziraat Finansal Kiralama A.Ş. merging effect                      | -              | -   | (21.973) | 316  |
| Total   | 56.429         | 642 | (36.874) | 305  |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### i) Profit reserves and profit distribution

Legal reserves are divided into first and second reserves in the Turkish Commercial Code ("TCC"). The first legal reserves are separated from the profit by 5% until the total reserves reach 20% of the paid-in capital. Second legal reserves are set aside at 10% over cash profit distributions that exceed 5% of paid-in capital.

At the Bank Ordinary General Assembly held on 11 June 2019, it was decided to distribute the profit for 2018 as follows.

#### 2018 profit distribution table:

| 2018 profit for the period                       | 300.631 |
|--|---------|
| A - Type 1 general legal reserves (TCC 519/A) 5% | 15.031  |
| B - First dividend to shareholders               | -       |
| C - Extraordinary reserves                       | 285.600 |
| D - Special funds                                | -       |

#### **III. EXPLANATIONS AND NOTES RELATED TO THE OFF-BALANCE SHEET ACCOUNTS**

#### 1. Information on off-balance sheet liabilities:

#### a) Nature and amount of irrevocable loan commitments:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Commitments for Credit Card Expenditure Limits   | 108.744        | 88.064       |
| Other Irrevocable Commitments                    | -              | -            |
| Payment Commitments for Cheques                  | 157.323        | 102.994      |
| Loan Granting Commitments                        | 11.509         | 6.925        |
| Asset Purchase Commitments                       | -              | -            |
| Tax and Fund Liabilities from Export Commitments | 122.657        | 160.832      |
| Total  | 400.233        | 358.815      |

## b) Nature and amount of possible losses and commitments arising from the off-balance sheet items including the below mentioned:

The amount of provision for possible losses arising from the off-balance sheet items is TL 18.452 (31 December 2018: 5.888).

#### b.1) Non-cash loans including guarantees, acceptances, financial guarantees and other letter of credits:

|                     | Current Period | Prior Period |
|---------------------|----------------|--------------|
| Guarantee Letters   | 9.381.555      | 8.640.366    |
| Letter of Credits   | 18.753         | 3.591        |
| Bank Acceptances    | 983.145        | 616.808      |
| Other Contingencies | 944.684        | 1.022.677    |
| Total               | 11.328.137     | 10.283.442   |

#### b.2) Certain guarantees, temporary guarantees, surety ships and similar transactions:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Letters of Temporary Guarantees                | 764.821        | 411.354      |
| Letters of Certain Guarantees                  | 4.596.487      | 3.893.325    |
| Letters of Advance Guarantees                  | 621.598        | 1.018.357    |
| Letters of Guarantees given to Customs Offices | 77.809         | 73.926       |
| Other Letters of Guarantees                    | 3.320.840      | 3.243.404    |
| Total  | 9.381.555      | 8.640.366    |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b.3) Total non-cash loans:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Non-Cash Loans for Providing Cash Loans      | 3.320.852      | 3.243.412    |
| With Original Maturity of One Year or Less   | 83.917         | 1.727.495    |
| With Original Maturity of More than One Year | 3.236.935      | 1.515.917    |
| Other Non-Cash Loans                         | 8.007.285      | 7.040.030    |
| Total  | 11.328.137     | 10.283.442   |

#### c) Information on sectoral risk concentrations of non-cash loans:

|                            | Current Period |     |           |     | Prior I   | Period |           |     |
|----------------------------|----------------|-----|-----------|-----|-----------|--------|-----------|-----|
|                            | TL             | (%) | FC        | (%) | TL        | (%)    | FC        | (%) |
| Agricultural               | 16.917         | -   | 45.320    | 1   | 181.687   | 4      | 28.512    | -   |
| Farming and Raising        |                |     |           |     |           |        |           |     |
| Livestock                  | 11.548         | -   | 45.320    | 1   | 178.724   | 4      | 28.512    | -   |
| Forestry                   | 5.284          | -   | -         | -   | 2.704     | -      | -         | -   |
| Fishing                    | 85             | -   | -         | -   | 259       | -      | -         | -   |
| Manufacturing              | 875.150        | 18  | 3.872.614 | 60  | 651.919   | 16     | 4.052.882 | 66  |
| Mining and Quarrying       | 35.406         | 1   | 14.976    | -   | 15.827    | -      | 165.716   | 3   |
| Production                 | 715.084        | 15  | 3.832.906 | 60  | 587.506   | 15     | 3.885.497 | 63  |
| Electric, Gas and Water    | 124.660        | 3   | 24.732    | -   | 48.586    | 1      | 1.669     | -   |
| Construction               | 2.724.386      | 55  | 677.991   | 11  | 2.052.481 | 49     | 638.842   | 10  |
| Services                   | 1.307.130      | 27  | 1.786.358 | 28  | 1.283.715 | 31     | 1.422.151 | 23  |
| Wholesale and Retail Trade | 761.328        | 15  | 1.251.131 | 20  | 647.427   | 15     | 1.031.680 | 17  |
| Hotel, Food and Beverage   |                |     |           |     |           |        |           |     |
| Services                   | 33.744         | 1   | 155.961   | 2   | 26.535    | 1      | 77.873    | 1   |
| Transportation and         |                |     |           |     |           |        |           |     |
| Telecommunication          | 89.887         | 2   | 22.522    | -   | 50.412    | 1      | 106.827   | 2   |
| Financial Institutions     | 22.833         | -   | 39.727    | 1   | 21.804    | 1      | 15.668    | -   |
| Real Estate and Leasing    |                |     |           |     |           |        |           |     |
| Services                   | 324.252        | 7   | 266.364   | 4   | 483.921   | 12     | 172.876   | 3   |
| Self-employment Services   | -              | -   | -         | -   | -         | -      | -         | -   |
| Education Services         | 657            | -   | 17.050    | -   | 1.397     | -      | 14.824    | -   |
| Health and Social Services | 74.429         | 2   | 33.603    | 1   | 52.219    | 1      | 2.403     | -   |
| Other                      | 3.383          | -   | 18.888    | -   | 10.359    | -      | 70.812    | 1   |
| Total                      | 4.926.966      | 100 | 6.401.171 | 100 | 4.180.161 | 100    | 6.213.199 | 100 |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Information on the non-cash loans classified under Group I and Group II:

|                                     | Gro       | Group I   |         | o II    |
|-------------------------------------|-----------|-----------|---------|---------|
|                                     | TL        | FC        | TL      | FC      |
| Non-Cash Loans                      | 4.687.681 | 6.137.450 | 239.285 | 263.721 |
| Letters of Guarantee                | 4.653.400 | 4.243.902 | 239.285 | 244.968 |
| Bank Acceptances                    | -         | -         | -       | 18.753  |
| Letters of Credit                   | 29.071    | 954.074   | -       | -       |
| Endorsements                        | -         | -         | -       | -       |
| Underwriting Commitments            | -         | -         | -       | -       |
| Factoring Guarantees                | -         | -         | -       | -       |
| Other Commitments and Contingencies | 5.210     | 939.474   | -       | -       |

#### 2. Explanations on derivative transactions:

|  | Current Period | Prior Period (*) |
|--|----------------|------------------|
| Types of Trading Transactions                        |                |                  |
| Foreign Currency Related Derivative Transactions (I) | 2.639.238      | 2.630.901        |
| Forward Transactions                                 | 2.639.238      | 2.630.901        |
| Swap Transactions                                    | -              | -                |
| Futures Transactions                                 | -              | -                |
| Option Transactions                                  | -              | -                |
| Interest Related Derivative Transactions (II)        | -              | -                |
| A. Total Trading Derivative Transactions (I+II)      | 2.639.238      | 2.630.901        |
| Types of Hedging Derivative Transactions             | -              | -                |
| Fair Value Hedges                                    | -              | -                |
| Cash Flow Hedges                                     | -              | -                |
| Foreign Currency Investment Hedges                   | -              | -                |
| B. Total Hedging Derivative Transactions             | -              | -                |
| Total Derivative Transactions (A+B)                  | 2.639.238      | 2.630.901        |

 $^{\scriptscriptstyle (\prime)}$  It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

The bank has no derivative transaction held for cash flow hedges. There are no income and expenses before exante and accounted on the basis of this prediction; however operations that is inferred as not actualize and by the reason of unrelated with income statements in the current period.

| Current Period                | Up to 1<br>month | 1-3 Months | 3-12<br>Months | 1-5 Years | Over 5<br>vears | Total       |
|-------------------------------|------------------|------------|----------------|-----------|-----------------|-------------|
| Financial assets for trading  |                  |            |                |           |                 |             |
| Foreign Exchange derivatives: | (11.580)         | 18.056     | 158            | -         | -               | 6.634       |
| - Addition                    | 1.186.774        | 133.020    | 3.142          | -         | -               | 1.322.936   |
| - Disposal                    | (1.198.354)      | (114.964)  | (2.984)        | -         | -               | (1.316.302) |
| Hedging Transactions          | -                | -          | -              | -         | -               | -           |
| Foreign Exchange derivatives: | -                | -          | -              | -         | -               | -           |
| - Addition                    | -                | -          | -              | -         | -               | -           |
| - Disposal                    | -                | -          | -              | -         | -               | -           |
| Total cash addition           | 1.186.774        |            | 3.142          | -         | -               | 1.322.936   |
| Total cash disposal           | (1.198.354)      | (114.964)  | (2.984)        | -         | -               | (1.316.302) |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                               | Up to 1 |             | 3-12   |           | Over 5 |             |
|-------------------------------|---------|-------------|--------|-----------|--------|-------------|
| Prior Period                  | month   | 1-3 Months  | Months | 1-5 Years | years  | Total       |
| Financial assets for trading  |         |             |        |           |        |             |
| Foreign Exchange derivatives: | -       | (1.830)     | -      | 13.803    | -      | 11.973      |
| - Addition                    | -       | 1.204.570   | -      | 116.867   | -      | 1.321.437   |
| - Disposal                    | -       | (1.206.400) | -      | (103.064) | -      | (1.309.464) |
| Hedging Transactions          | -       | -           | -      | -         | -      | -           |
| Foreign Exchange derivatives: | -       | -           | -      | -         | -      | -           |
| - Addition                    | -       | -           | -      | -         | -      | -           |
| - Disposal                    | -       | -           | -      | -         | -      | -           |
| Total cash addition           | -       | 1.204.570   | -      | 116867    | -      | 1.321.437   |
| Total cash disposal           | -       | (1.206.400) | -      | (103.064) | -      | (1.309.464) |

#### 3. Explanations on contingent assets and liabilities:

Provision is allocated for transactions with complete and accurate data that may have an effect on the financial structure of the Bank and otherwise, provision is provided based on the estimations.

The Bank's liability resulting from the cheques given to its customers amounts to TL 157.323 (31 December 2018: 102.994 TL).

As of the balance sheet date, there are no probable contingent liabilities resulting from past events whose amount can be reliably measured.

#### 4. Explanations on services in the name of others:

The Bank provides custody services for purchases and sales of government bonds on behalf of real and legal persons, intermediates in repurchase and sale transactions, and provides safe deposit box services. The Bank does not provide consultancy and management services.

#### IV. EXPLANATIONS AND NOTES RELATED TO THE STATEMENT OF PROFIT OR LOSS

#### 1. a) Information on profit share received from loans:

|  | Current F | Current Period |           | riod    |
|--|-----------|----------------|-----------|---------|
|  | TL        | FC             | TL        | FC      |
| Profit share on loans (*)                                | 2.515.121 | 379.482        | 1.676.776 | 177.215 |
| Short term loans   | 1.112.229 | 117.382        | 623.639   | 51.587  |
| Medium and long term loans                               | 1.362.152 | 262.100        | 1.046.597 | 125.628 |
| Profit share on non-performing loans                     | 40.740    | -              | 5.077     | -       |
| Premiums received from resource utilization support fund | -         | -              | -         | -       |
| Ziraat Finansal Kiralama A.Ş. merging effect             | -         | -              | 1.463     |         |

<sup>(\*)</sup> Includes fees and commissions income on cash loans

#### b) Information on profit share income from banks:

|  | Current | Current Period |       | riod  |
|--|---------|----------------|-------|-------|
|  | TL      | FC             | TL    | FC    |
| Central Bank of the Republic of Turkey       | -       | -              | -     | -     |
| Domestic Banks                               | 530     | 44             | -     | -     |
| Foreign Banks                                | -       | -              | -     | -     |
| Head Office and Branches                     | -       | -              | -     | -     |
| Ziraat Finansal Kiralama A.Ş. merging effect | -       | -              | 5.097 | 1.942 |
| Total  | 530     | 44             | 5.097 | 1.942 |

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(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Information on profit share income from securities portfolio:

|   | Current Period |       | Prior Period |     |
|---|----------------|-------|--------------|-----|
|   | TL             | TL    | FC           | FC  |
| Financial Assets at Fair Value through Profit and Loss                      | 16.716         | -     | -            | -   |
| Financial Assets at Fair Value through Other Comprehensive Income           | 220.709        | 8.308 | 136.686      | 256 |
| Investments Held-to-Maturity Financial Assets Measured by<br>Amortized Cost | -              | -     | -            | -   |
| Total   | 237.425        | 8.308 | 136.686      | 256 |

#### d. Information on profit share income received from associates and subsidiaries

None (31 December 2018: None).

#### 2. a) Information on profit share expense on borrowing:

|   | Current Period |         | Prior Period |         |
|---|----------------|---------|--------------|---------|
|   | TL             | FC      | TL           | FC      |
| Banks                                       | 483.248        | 121.170 | 7.496        | 27.931  |
| Central Bank of the Republic of Turkey      | -              | -       | 6.488        | -       |
| Domestic Banks                              | 445.379        | 64.946  | 1.008        | 21.331  |
| Foreign Banks                               | 74.595         | 56.224  | -            | 6.600   |
| Head Office and Branches                    | -              | -       | -            | -       |
| Other Institutions                          | -              | 17.988  | 140.695      | 19.549  |
| Ziraat Finansal Kiralama A.Ş.merging effect | -              | -       | 27.774       | 82.037  |
| Total                                       | 519.974        | 139.158 | 175.965      | 129.517 |

#### b) Information on profit share expense given to associates and subsidiaries:

The amount of profit share expense given to associates and subsidiaries is TL 386.474 (31 December 2019: 140.695).

#### c) Information on profit share expense paid to securities issued:

Information on profit share expense paid is 4.604 (31 December 2018: TL 33.427)

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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#### c) Distribution of profit share on funds based on maturity of funds:

| Current Period   | Participation Accounts |           |         |         |        |           |  |
|--|------------------------|-----------|---------|---------|--------|-----------|--|
|  | Up to 1                | Up to 3   | Up to 6 | Up to 1 | Over 1 |           |  |
| Account Name   | month                  | months    | months  | year    | year   | Total     |  |
| Turkish Lira   |                        |           |         |         |        |           |  |
| Funds Collected from Banks via Current and<br>Participation Accounts | 87                     | 4.883     | 326     | -       | -      | 5.296     |  |
| Real Person's Non Commercial Participation Accounts                  | 71.104                 | 535.780   | 5.902   | 7.087   | 39.397 | 659.270   |  |
| Public Sector Participation Accounts                                 | 6.155                  | 28.584    | 10.609  | 16.489  | 19.808 | 81.645    |  |
| Commercial Sector Participation Accounts                             | 26.263                 | 392.515   | 23.661  | 20.286  | 2.406  | 465.131   |  |
| Other Institutions Participation Accounts                            | 2.343                  | 79.396    | 67.876  | 2.577   | 928    | 153.120   |  |
| Total  | 105.952                | 1.041.158 | 108.374 | 46.439  | 62.539 | 1.364.462 |  |
| Foreign Currency   |                        |           |         |         |        |           |  |
| Funds Collected from Banks via Current and<br>Participation Accounts | -                      | 138       | -       | -       | -      | 138       |  |
| Real Person's Non Commercial Participation Accounts                  | 7.126                  | 68.457    | 1.714   | 1.249   | 20.990 | 99.536    |  |
| Public Sector Participation Accounts                                 | 13                     | 279       | -       | -       | -      | 292       |  |
| Commercial Sector Participation Accounts                             | 1.982                  | 37.792    | 1.355   | 1.782   | 14.405 | 57.316    |  |
| Other Institutions Participation Accounts                            | 1                      | 1.428     | 1       | -       | -      | 1.430     |  |
| Public Sector Participation Accounts                                 | 5.668                  | -         | -       | -       | -      | 5.668     |  |
| Total  | 14.790                 | 108.094   | 3.070   | 3.031   | 35.395 | 164.380   |  |
| Grand Total  | 120.742                | 1.149.252 | 111.444 | 49.470  | 97.934 | 1.528.842 |  |

| Prior Period   |                  | P                | articipation     | Accounts         |                  |                  |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
| Account Name   | Up to 1<br>month | Up to 1<br>month | Up to 1<br>month | Up to 1<br>month | Up to 1<br>month | Up to 1<br>month |
| Turkish Lira   |                  |                  |                  |                  |                  |                  |
| Funds Collected from Banks via Current and<br>Participation Accounts | -                | 6.838            | -                | -                | -                | 6.838            |
| Real Person's Non Commercial Participation Accounts                  | 45.160           | 340.583          | 4.692            | 3.984            | 19.211           | 413.630          |
| Public Sector Participation Accounts                                 | 7.102            | 68.859           | 33.883           | 9.568            | 7.978            | 127.390          |
| Commercial Sector Participation Accounts                             | 23.149           | 266.330          | 14.446           | 7.858            | 1.735            | 313.518          |
| Other Institutions Participation Accounts                            | 1.606            | 66.650           | 6.409            | 15.364           | 890              | 90.919           |
| Total  | 77.017           | 749.260          | 59.430           | 36.774           | 29.814           | 952.295          |
| Foreign Currency   |                  |                  |                  |                  |                  |                  |
| Funds Collected from Banks via Current and<br>Participation Accounts | -                | 84               | -                | -                | -                | 84               |
| Real Person's Non Commercial Participation Accounts                  | 5.139            | 51.055           | 1.403            | 1.290            | 7.518            | 66.405           |
| Public Sector Participation Accounts                                 | 20               | 1.047            | -                | -                | -                | 1.067            |
| Commercial Sector Participation Accounts                             | 2.469            | 60.992           | 1.697            | 4.730            | 2.322            | 72.210           |
| Other Institutions Participation Accounts                            | -                | 3.187            | -                | -                | -                | 3.187            |
| Public Sector Participation Accounts                                 | 3.995            | -                | -                | -                | -                | 3.995            |
| Total  | 11.623           | 116.365          | 3.100            | 6.020            | 9.840            | 146.948          |
| Grand Total  | 88.640           | 865.625          | 62.530           | 42.794           | 39.654           | 1.099.243        |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 3. Information on dividend income:

As of 31 December 2019, the Bank's divided income is TL 17.762 (31 December 2018: TL 923).

#### 4. a. Information on trading income/loss (Net)

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Income                                      | 7.627.672      | 10.743.441   |
| Foreign exchange gains                      | 7.544.152      | 10.638.239   |
| Gain on derivative financial instruments    | 81.310         | 104.993      |
| Gain on capital market transactions         | 2.210          | 209          |
| Losses (-)                                  | 7.558.194      | 10.685.660   |
| Foreign exchange losses                     | 7.520.302      | 10.639.430   |
| Losses on derivative financial instruments  | 37.248         | 43.625       |
| Losses on capital market transactions       | 644            | 2.605        |
| Ziraat Finansal Kiralama A.Ş.merging effect | -              | (4.283)      |
| Net   | 69.478         | 53.498       |

#### b. Information on profit/loss on derivative financial operations:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Effect of the change in exchange rates on profit/loss | 44.062         | 66.390       |
| Total   | 44.062         | 66.390       |

#### 5. Information on other operating income:

## Information on factors covering the recent developments which has significant effect on the Bank's income and the extent of effect on income:

In the current issued capital of Ziraat Yatırım Menkul Değerler A.Ş., all of the shares with a nominal value of 14.400 TL, corresponding to 24% share, were issued to T.C. was transferred to Ziraat Bankası A.Ş.

#### 6. Provision expenses for impairment on loans and other receivables:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Expected Credit Loss   | 434.048        | 203.793      |
| 12 month expected credit loss (stage 1)  | 33.252         | 36.406       |
| Significant increase in credit risk (stage 2)  | 55.049         | 56.148       |
| Non-performing loans (stage 3)   | 345.747        | 111.239      |
| Marketable Securities Impairment Expense   | -              | -            |
| Financial Assets at Fair Value through Profit or Loss                                  | -              | -            |
| Available-for-sale Financial Assets Fair Value Through Other Comprehensive Income      | -              | -            |
| Investments in Associates, Subsidiaries and Held-to-maturity Securities Value Decrease | -              | -            |
| Investments in Associates  | -              | -            |
| Subsidiaries   | -              | -            |
| Joint Ventures   | -              | -            |
| Other (*)  | 58.123         | 18.041       |
| Ziraat Finansal Kiralama A.Ş. merging effect   | -              | 124.785      |
| Total  | 492.171        | 346.619      |

<sup>(7)</sup> According to article 19 of regulation on procedures and principles for determination of qualifications of loans and other receivables and provision by banks, other amounting to TL 58.123 (31 December 2018: TL 18.041) is reserved to use for expected credit loss provision, specific provisions and the Participation Accounts allocated to premium of Guarantee of Deposit Insurance Fund.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Information on other operating expenses:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Reserve for Employee Termination Benefits   | 3.606          | 1.473        |
| Bank Social Aid Provision Fund Deficit Provision  | -              |              |
| Tangible Fixed Assets Impairment Expense  | -              |              |
| Depreciation Expenses of Tangible Fixed Assets  | 43.238         | 15.325       |
| Intangible Assets Impairment Expense  | -              | -            |
| Goodwill Impairment Expense   | -              | -            |
| Amortization Expenses of Intangible Assets  | 10.350         | 6.135        |
| Impairment Expense for Equity Shares subject to the Equity Method                               | -              |              |
| Impairment Expense for Investment Securities that will be Disposed                              | -              |              |
| Amortization Expenses of Investment Securities that will be Disposed                            | -              |              |
| Impairment Expense for Property, Plant and Equipment Held for Sale and Discontinuing Operations | _              | -            |
| Other Operating Expenses  | 94.779         | 86.973       |
| Operational Leasing Expenses  | 162            | 26.900       |
| Maintenance Expenses  | 19.724         | 6.197        |
| Advertisement Expenses  | 26.718         | 16.362       |
| Other Expenses  | 48.175         | 37.514       |
| Loss on Sales of Assets   | 7.923          | -            |
| Other (*)   | 81.247         | 42.695       |
| Ziraat Finansal Kiralam A.Ş. merging effect   |                | 14.782       |
| Total   | 241.143        | 167.383      |

<sup>(1)</sup> The balance which forms the other item part, TL 25.253 (31 December 2018: TL 20.412) represents Saving Deposit Insurance Fund ("SDIF") Premium amount and audit and consultancy fees and TL 37.718 (31 December 2018: TL 17.883) represents taxes, fees and funds and other services expenses.

#### 8. Information on profit/loss from continued and discontinued operations before taxes:

As of 31 December 2018, The Bank does not have any discontinuing operations. The compositions of the profit/loss before tax from the continuing operations are following:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Net Profit Share Income                  | 1.368.925      | 865.421      |
| Net Fees and Commissions Income          | 94.452         | 77.679       |
| Dividend Income                          | 17.762         | 923          |
| Trading Income/Expense (Net)             | 69.478         | 53.498       |
| Other Operating Income                   | 159.008        | 119.821      |
| Expected Loss Provision (-)              | 492.171        | 346.619      |
| Other Provision Expense (-)              | 87.244         | 50.036       |
| Perdonnel Expense                        | 183.767        | 137.857      |
| Other Operating Expenses (-)             | 241.143        | 167.383      |
| Income/(Loss) from Continuing Operations | 705.300        | 415.447      |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 9. Information on tax provision for continued and discontinued operations:

As of 31 December 2019, the Bank's total tax provision expense amounting to TL 188.565 (31 December 2018: TL 90.214) consists of TL 202.224 (31 December 2018: TL 117.048) of current tax expense and TL 13.659 (31 December 2018: TL 26.834) of deferred tax expense.

#### 10. Explanation on net income/loss for the period for continuing and discontinued operations:

The Bank's net operating income after tax amounts to TL 516.735 (31 December 2018: TL 325.233).

#### 11. Information on net profit/loss:

# a) Nature, amount and frequency of income and expenses arising from ordinary banking activities, if required for the understanding the performance of the Bank in the current period:

The Bank, mainly utilizes its resources from domestic current and profit shares, securities and interbank operations. Besides, it obtains income via commissions taken from non-cash loans, other banking operations.

#### b) The effect of the change in accounting estimates to the net profit/loss; including the effects to the future period, if any:

As of the balance sheet date, there is no change in accounting estimates that may require further explanations in the current period.

# 12. If other items in the income statement exceed 10% of the income statement total, sub-accounts constituting at least 20% of these items are shown below:

None (31 December 2018: None).

#### V. EXPLANATIONS AND NOTES RELATED TO CHANGES IN SHAREHOLDERS' EQUITY

#### a) Explanations on profit distribution:

In accordance with the decision taken in the General Assembly of the year 2018, which was carried out on 11 June 2019, from TL 414.549 net profit, TL 113.918 is transferred as fiscal charge. 5% of remaining TL 300.631, TL 15.031 is separated as legal reserve. Remaining amount from distribution, TL 285.600, has been left in the Bank.

The Bank is planning to distribute its profit for 2019 in line with the Articles of Incorporation However, as of the date of preparation of the financial statements, no decision on profit distribution has been made.

#### b) Explanations on Financial Assets at Fair Value Through Other Comprehansive Income

Explanations on Financial Assets at Fair Value Through Other Comprehansive Income were presented under Section Five and 1.3-b footnote.

#### c) Profit reserves:

As of balance sheet date, profit reserves are TL 558.214, legal reserves are TL 35.234, extraordinary reserves are TL 490.570, and other profit reserves are TL 32.410.

#### ç. Explanations on Previous Year's Profit/Loss:

As of 31 December 2019, the bank's previos year's profit is TL 25.660.

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### VI. EXPLANATIONS AND NOTES RELATED TO STATEMENT OF CASH FLOWS

## 1. Explanations about other cash flows items and the effect of changes in foreign exchange rates on cash and cash equivalents:

"Operating Profit before Changes in Operating Assets and Liabilities" amounting to TL 293.549 is composed mainly from interest received from loans and securities amounting to TL 3.309.050 and interest paid to deposit and money market operations which is amounting to TL 2.110.916 Other earnings consists primarily net fee, commission income and other operation losses.

The effect of change in foreign exchange rate on cash and cash equivalents is calculated approximately TL 195.076 as of 31 December 2019, (31 December 2018: TL 303.391).

Cash in TL, cash in foreign currency, Central Bank of the Republic of Turkey, money in transit, bank cheques purchased and cash on money market operations are defined as "cash"; interbank money transactions placements having maturities less than three months, and time deposits in banks are defined as "cash equivalents".

#### Period opening and end cash and cash equivalents balance:

| Period opening   | Current Period | Prior Period |
|--|----------------|--------------|
| Cash in TL and in Foreign Currency                     | 53.161         | 41.124       |
| Central Bank of the Republic of Turkey and Other Banks | 1.107.406      | 560.677      |
| Money Market Operations                                | -              | -            |
| Total Cash and Cash Equivalents                        | 1.160.567      | 601.801      |
| Period End   | Current Period | Prior Period |
| Cash in TL and in Foreign Currency                     | 79.232         | 53.161       |
| Central Bank of the Republic of Turkey and Other Banks | 984.698        | 1.107.406    |
| Money Market Operations                                | -              | -            |
| Total Cash and Cash Equivalents                        | 1.063.930      | 1.160.567    |

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### VII. EXPLANATIONS AND NOTES RELATED TO THE RISK GROUP OF THE BANK

1) a) Information on the volume of transactions relating to the Bank's risk group, outstanding loans and funds collected and income and expenses for the period:

#### **Current Period**

| Risk group of the Bank             | Investment in associates,<br>subsidiaries and joint<br>ventures (business<br>partnerships) |          | Direct and indirect<br>shareholders of the Bank |          | Other real or legal persons<br>included in<br>the risk group |          |
|------------------------------------|--|----------|---|----------|--|----------|
|                                    | Cash   | Non-Cash | Cash  | Non-Cash | Cash   | Non-Cash |
| Loans and other receivables        | -  | -        | -   | -        | -  | -        |
| Balance at beginning of period     | -  | -        | 2.180.316                                       | -        | -  | -        |
| Balance at end of period           | -  | -        | 3.097.903                                       | -        | -  | -        |
| Profit share and commission income | -  | -        | 21.276  | -        | -  | -        |

#### **Prior Period**

| Risk group of the Bank             | Investment in associates,<br>subsidiaries and joint<br>ventures (business<br>partnerships) |          | Direct and shareholders |          | Other real or legal persons<br>included in the risk group |          |
|------------------------------------|--|----------|-------------------------|----------|---|----------|
|                                    | Cash   | Non-Cash | Cash                    | Non-Cash | Cash  | Non-Cash |
| Loans and other receivables        | -  | -        | -                       | -        | -   | -        |
| Balance at beginning of period     | -  | -        | 758.988                 | -        | -   | -        |
| Balance at end of period           | -  | -        | 2.180.316               | -        | -   | -        |
| Profit share and commission income | -  | -        | 28.471                  | -        | -   | -        |

#### b) Current and profit sharing account held by the Bank's risk group:

| Risk group of the Bank              | Investment in associates,<br>subsidiaries and joint<br>ventures (business<br>partnerships) |                 | Direct and indirect<br>shareholders of the bank |                 | Other real or legal persons<br>included in<br>the risk group |                 |
|-------------------------------------|--|-----------------|---|-----------------|--|-----------------|
| Current and profit sharing accounts | Current<br>period  | Prior<br>period | Current<br>period                               | Prior<br>period |  | Prior<br>period |
| Balance at the beginning of period  | -  | -               | 42.411  | 8.159           | -  | -               |
| Balance at the end of period        | -  | -               | 59.324  | 42.411          | -  | -               |
| Profit share expense                | -  | -               | 6.005   | 2.563           | -  | -               |

#### c) Information on loans received from the Bank's risk group:

| Risk group of the Bank             | Investment in a<br>subsidiaries a<br>ventures (bu<br>partnersh | nd joint<br>isiness | nt                |                 | Other real or legal persons<br>included in<br>the risk group |                 |
|------------------------------------|--|---------------------|-------------------|-----------------|--|-----------------|
| Funds Borrowed                     | Current<br>period  | Prior<br>period     | Current<br>period | Prior<br>period | Gancine  | Prior<br>period |
| Balance at the beginning of period | -  | -                   | -                 | -               | -  | -               |
| Balance at the end of period       | -  | -                   | -                 | -               | -  | -               |
| Profit share paid expense          | -  | -                   | -                 | -               | -  | -               |

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## 2) Information on forward transactions, option agreements and similar transactions between the Bank's risk group:

| Risk Group of the Bank                                | Subsidiaries, Associates<br>and Entities Under<br>Common Control (Joint<br>Ventures) |                 | Direct or Indirect<br>Shareholders of the Bank |                 | Other Real and Legal<br>Persons in the Risk Group |                 |
|---|--|-----------------|--|-----------------|---|-----------------|
|   | Current<br>Period  | Prior<br>Period | Current<br>Period                              | Prior<br>Period |   | Prior<br>Period |
| The Fair Value Differences Through<br>Profit and Loss | -  | -               | -  | -               | -   | -               |
| Opening Balance                                       | -  | -               | 2.401.773                                      | 1.264.078       | -   | -               |
| Closing Balance                                       | -  | -               | 2.383.936                                      | 2.401.773       | -   | -               |
| Total Profit/Loss                                     | -  | -               | -  | 6.145           | -   | -               |
| Risk Protection Oriented Processes                    | -  | -               | -  | -               | -   | -               |
| Opening Balance                                       | -  | -               | -  | -               | -   | -               |
| Closing Balance                                       | -  | -               | -  | -               | -   | -               |
| Total Profit/Loss                                     | -  | -               | -  | -               | -   | -               |

### 3) Information on remunerations provided to top management:

The Bank has paid TL 4.689 (31 December 2018: TL 3.508) to top management.

## VIII. SIGNIFICANT EVENTS AND MATTERS ARISING SUBSEQUENT TO BALANCE SHEET DATE

None.

# IX. EXPLANATIONS AND NOTES RELATED TO DOMESTIC, FOREIGN, OFF-SHORE BRANCHES OR AFFILIATES AND FOREIGN REPRESENTATIVES OF THE BANK

## 1) Domestic and foreign branches and representative offices of the Bank:

|                                      | Number | Number of<br>Employees |         |              |              |
|--------------------------------------|--------|------------------------|---------|--------------|--------------|
| Domestic branches (*)                | 93     | 1.129                  |         |              |              |
|                                      |        |                        | Country |              |              |
| Foreign<br>representative<br>offices | -      | -                      | -       |              |              |
|                                      |        |                        |         | Total Assets | Legal Equity |
| Foreign branches                     | -      | -                      | -       | -            | -            |
|                                      |        |                        |         |              |              |
| Off shore banking branches           | -      | -                      | -       | -            | -            |

<sup>(1)</sup> The number of head office staff has been included in the number of domestic branch employees.

# 2) Explanations on the opening and closing of branches or representative office of the Bank in Turkey and abroad, and the significant change in its organization:

In 2019, 13 new branches (31 December 2018: 17 Branches) have been opened in Turkey.

# NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## **SECTION SIX**

### **OTHER EXPLANATIONS AND NOTES**

## I. INFORMATION ON THE BANK'S RATING THAT HAS BEEN DETERMINED BY INTERNATIONAL RATING AGENCIES

| Fitch Ratings: 12 November 2019              | Note     | Explanation   |
|--|----------|---|
| Long Term Foreign Currency Credit<br>Rating  | B +      | It is in a very speculative level under the investment class. |
| Short Term Foreign Currency Credit<br>Rating | В        | It is in a speculative level under the investment class.      |
| Long Term Turkish Lira Credit Rating         | BB-      | It is in a speculative level under the investment class.      |
| Short Term Turkish Lira Credit Rating        | В        | It is in a speculative level under the investment class.      |
| National Long Term Credit Rating             | AA (tur) | Top level investment grade.                                   |
| Support                                      | 4        | The probability of external support is restricted.            |

## **II. OTHER EXPLANATIONS ON GROUP'S OPERATIONS**

None.

## **SECTION SEVEN**

## **EXPLANATIONS ON INDEPENDENT AUDITOR'S REPORT**

## I. EXPLANATIONS ON THE INDEPENDENT AUDITOR'S REPORT

As of 31 December 2019, unconsolidated financial statements and explanatory notes of the Bank disclosed herein were audited by KPMG Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş.(the Turkish member of KPMG International Cooperative, a Swiss Entity) and Audit Report dated 20 February 2020 is presented preceding the financial statements.

## **II. EXPLANATIONS AND NOTES PREPARED BY THE INDEPENDENT AUDITORS**

None.

# CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019 WITH INDEPENDENT AUDITORS' REPORT THEREON

(Convenience Translation of Consolidated Financial Statements and Related Disclosures and Footnotes Originally Issued in Turkish, See Note I in Section Three) (Convenience translation of the independent auditors' report and financial statements originally issued in Turkish, see Note I in section three)

# **INDEPENDENT AUDITOR'S REPORT**



KPMG Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. İş Kuleleri Kule 3 Kat: 2-9 Levent 34330 İstanbul Tel: +90 (212) 316 60 00 Fax: +90 (212) 316 60 60 www.kpmg.com.tr

To the Shareholders of Ziraat Katılım Bankası Anonim Şirketi

### A) Report on the Audit of the Consolidated Financial Statements

### Qualified Opinion

We have audited the accompanying consolidated financial statements of Ziraat Katılım Bankası Anonim Şirketi ("the Bank") and its financial subsidiaries (together the "Group") which comprise the consolidated statement of financial position as at 31 December 2019 and the consolidated statement of profit or loss, consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in shareholders' equity, consolidated statement of cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

In our opinion, except for the effect of the matter described in the Basis for Qualified Opinion section of our report, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of Ziraat Katılım Bankası Anonim Şirketi and its consolidated financial subsidiaries as at 31 December 2019, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with the "Banking Regulation and Supervision Agency ("BRSA") Accounting and Reporting Legislation" which includes the "Regulation on Accounting Applications for Banks and Safeguarding of Documents" published in the Official Gazette No. 26333 dated 1 November 2006, and other regulations on accounting records of Banks published by Banking Regulation and Supervision Board and circulars and interpretations published by BRSA and requirements of Turkish Financial Reporting Standards ("TFRS") for the matters not regulated by the aforementioned legislations.

### Basis for Qualified Opinion

As disclosed in section five footnote II.8.c., the accompanying consolidated finansacial statement as at 31 December 2019 includes a general reverse of total TL 80.000 thousands, of which TL 30.000 thousand had been recognize as expense in the prior period, and TL 50.000 thousand was recognized as expense in the current period, which is provided by the Bank management for the possible effects of the negative circumstances which may arise in the economy or market conditions.

We conducted our audit in accordance with the "Regulation on Independent Audit of the Banks" ("BRSA Audit Regulation") published in the Official Gazette No.29314 dated 2 April 2015 by BRSA and Independent Standards on Auditing which is a component of the Turkish Auditing Standards ("TSA"s) published by the Public Oversight Accounting and Auditing Standards Authority ("POA"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Group in accordance with the POA's Code of Ethics for Independent Auditors ("Code of Ethics") together with the ethical requirements that are relevant to our audit of the financial statements in Turkey, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. In addition to the matter described in the *Basis for Qualified Opinion* section we have determined the matters described below to be the key audit matters to be communicated in our report.

### Impairment of loans and leasing receivables ("loans") measured at amortised cost

Refer to Section III, No: VIII to the consolidated financial statements relating to the details of accounting policies and significant judgments of for impairment of loans measured at amortised cost.

# **INDEPENDENT AUDITOR'S REPORT**

### Key audit matter

As of 31 December 2019, loans measured at amortised cost comprise approximately 71% of the Group's total assets.

The Group recognizes its loans measured at amortised cost in accordance with the Regulation on the Procedures and Principles for Classification of Loans by Banks and Provisions to be set aside (the "Regulation") published on the Official Gazette No. 29750 dated 22 June 2016 which became effective on 1 January 2018 and TFRS 9 Financial Instruments standard ("Standard").

In determining the impairment of financial assets the Group apply expected credit loss model which is contains significant assumptions and estimates in accordance with the Regulation and the Standards.

The significant assumptions and estimates of the Group's management are as follows:

- Determining the significant increase in credit risk since initial recognition of loans on the financial statements,
- incorporating the forward looking macroeconomic information in calculation of credit risk,
- design and implementation of expected credit loss model.

The determination of the impairment of loans measured at amortised cost depends on the (i) credit default status, (ii) the model based on the change in the credit risk at the first recognition date and (iii) the classification of the loans measured at amortised cost according to the model. Establishing an accurate classification is a significant process as the calculation of expected credit loss varies to the staging of the financial assets. The Group estimates expected credit losses on a collective basis.

The collective basis expected credit loss calculation is based on complex processes which are modelled by using current and past data sets and incorporating the future expectations.

Impairment on loans calculation is determined as a key audit matter, due to the significance of the estimates and the level of judgments and its complex structure as explained above.

### How the matter is addressed in our audit

Our procedures for auditing the expected credit losses on loans include below:

- The design and operating effectiveness of the controls on lending, collateralization, collection, follow-up, classification and impairment procedures are tested with the support of information risk management specialists.
- We evaluated the adequacy of the subjective and objective criteria that is defined in the Group's impairment accounting policy compared with the Regulation and Standard.
- We evaluated the model and methodology and the evaluation of the calculations carried out with the control testing and detail analysis by the involvement of specialist.
- We performed loan reviews for selected loan samples which include a detailed examination of loan files and related information and evaluation of their classification. In this context, the current status of the loan customer has been evaluated by including forward looking information and macroeconomic expectations.
- We tested the accuracy and completeness of the data in calculation of the data in the calculation models for the loans which are assessed on collective basis. We recalculated the expected credit loss calculation. The models used for the calculation of the risk parameters were examined and the risk parameters were recalculated.
- We assessed the macroeconomic models which are used to reflect forward looking expectations and tested the effect of the risk parameters by recalculation method.
- We evaluated the criterias which are used in determining the significant increase in credit risk.
- We evaluated the adequacy of the disclosures in the consolidated financial statements related to impairment provisions.

### Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

The Group management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with the "BRSA Accounting and Reporting Legislation", and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

#### Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

### Responsibilities of auditors in an audit are as follows:

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with BRSA Regulation and TSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error. Misstatements are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with BRSA Audit Regulation TSAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

# **INDEPENDENT AUDITOR'S REPORT**

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### B) Report on Other Legal and Regulatory Requirements

- Pursuant to the fourth paragraph of Article 402 of the Turkish Commercial Code No. 6102 ("TCC"); no significant matter has come to our attention that causes us to believe that the Bank's bookkeeping activities for the period 1 January -31 December 2019 are not in compliance with TCC and provisions of the Bank's articles of association in relation to financial reporting.
- 2) Pursuant to the fourth paragraph of Article 402 of the TCC; the Board of Directors provided us the necessary explanations and required documents in connection with the audit.

### Additional paragraph for convenience translation to English:

The accounting principles summarized in Note I Section Three, differ from the accounting principles generally accepted in countries in which the accompanying consolidated financial statements are to be distributed and International Financial Reporting Standards ("IFRS"). Accordingly, the accompanying consolidated financial statements are not intended to present the financial position and results of operations in accordance with accounting principles generally accepted in such countries of users of the consolidated financial statements and IFRS.

KPMG Bagimsz Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. PMG International Cooperative A member firm Erdal Partner 20 February 2020 İstanbul, Turkey

# CONSOLIDATED FINANCIAL REPORT OF ZİRAAT KATILIM BANKASI A.Ş AS OF AND FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The Bank's Headquarter Address: Hobyar Eminönü Mahallesi Hayri Efendi Cad. Bahçekapı No: 12 34112 Fatih/İSTANBUL Phone: (212) 404 11 00 Facsimile: (212) 404 10 81 Website: www.ziraatkatilim.com.tr E-mail: bilgi@ziraatkatilim.com.tr

The consolidated year-end financial report in accordance with the "Communiqué on the Financial Statements and Related Explanation and Notes that will be Publicly Announced" as sanctioned by the Banking Regulation and Supervision Agency, is comprised of the following sections:

- GENERAL INFORMATION ABOUT THE PARENT BANK
- CONSOLIDATED FINANCIAL STATEMENTS OF THE GROUP
- EXPLANATIONS ON ACCOUNTING POLICIES
- EXPLANATIONS ON THE FINANCIAL POSITION AND RISK OF MANAGEMENT OF THE GROUP EXPLANATIONS ON THE FINANCIAL POSITION AND RISK OF MANAGEMENT OF THE BANK
- EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED FINANCIAL STATEMENTS
- OTHER EXPLANATIONS AND NOTES
- INDEPENDENT AUDITOR'S REPORT

Subsidiaries financial statements have been consolidated in this annual consolidated financial report are as follows;

| Subsidiaries                          | Investments in Associates | Joint Ventures |
|---------------------------------------|---------------------------|----------------|
| 1 Ziraat Katılım Varlık Kiralama A.Ş. | -                         | -              |
| 2 ZKB Varlık Kiralama A.Ş.            | -                         | -              |

The accompanying consolidated financial statements and notes to these financial statements which are expressed, unless otherwise stated, in thousands of Turkish Lira have been prepared and presented based on the accounting books of the Bank in accordance with the Regulation on the Principles and Procedures Regarding Banks' Accounting and Keeping of Documents, Turkish Accounting Standards, Turkish Financial Reporting Standards, and related appendices and interpretations of these, and have been independently audited.

/ Hüseyin AYDIN Chairman of the Board

Feyzi ÇUTUR Member of the Board, Member of the Audit Committee

Metin ÖZDEMİR Member of the Board, General Manager

Osman KARAKÜTÜK Vice President of Treasury Management and International Banking

Cemalettin BAŞLI Member of the Board, Member of the Audit Committee

Gürkan ÇAKIR Head of Financial Management Department

Contact information of the personnel in charge of the addressing of questions about this financial report:

Name-Surname/Position: Phone: Facsimile: Mesut KÜÇÜK/Financial Reporting Manager +90 216 559 22 53 +90 212 404 10 81

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## **SECTION ONE**

### **GENERAL INFORMATION ABOUT THE GROUP**

# I. HISTORY OF THE PARENT BANK INCLUDING ITS INCORPORATION DATE, INITIAL LEGAL STATUS AND AMENDMENTS TO LEGAL STATUS

Ziraat Participation Bank is founded by permission of Banking Regulation and Supervision Agency numbered as 6046 at 10 November 2014 which was published in the Official Gazette numbered as 29146 at 15 November 2014 with a capital of TL 675.000 that is fully paid by T.C. Treasury and its legal entity was comprised of the registration in the trade registry as of 16 February 2015. The Bank has obtained official permission by the decision of Banking Regulation and Supervision Agency numbered as 6302 at 12 May 2015 and published in the Official Gazette numbered as 29355 at 14 May 2015. The Bank has begun its operations by opening its first branch in 29 May 2015. In accordance with the decision of the Bank's Ordinary General Assembly Meeting held on 29 April 2016, the paid-in capital of the Bank has been increased in cash by TL 72.000 from TL 675.000 to 747.000. In accordance with the decision of the Bank's Ordinary General Assembly Meeting held on 13 June 2017, the paid-in capital of the Bank has been increased by the amount of cash by TL 500.000 and by increasing the amount of internal resources by TL 3.000 to TL 1.250.000. In accordance with the decision of the Bank's Ordinary General Assembly Meeting held on September 20, 2018, the paid-in capital of the Bank has been raised from TL 1,250,000 to TL 1,750,000 by increasing the amount of cash by TL 500,000.

Main operation field of the Parent Bank is gathering funds by the accounts named as "Private Current Accounts" and "Participation Accounts to Profit and Loss" from domestic and abroad additional to its own capital and lending these funds to the economy, carrying up every kind of financing operations within the scope of legal legislation, promoting investment operations of real and corporate bodies that are making agricultural, industrial and commercial operations, participating in these operations, making up joint ventures and carrying out all these services and operations within the scope of participation banking fundamentals.

The Parent Bank can carry out every kind of banking, economic, trade and financial operation within the limits of permissions given by the Banking Regulation and Supervision Agency within the scope of Participation Banking fundamentals.

According to decision of the Banking Regulation and Supervision Agency dated 18 January 2019 and numbered 8210 of, with the framework Ziraat Katılım Bankası A.Ş board of directors decisions no 6/1 dated 21 February 2019, The Parent Bank (Transferee) and Ziraat Finansal Kiralama A.Ş. (Acquired) are merged in accordance with relevant articles of the Turkish Commercial Code No. 6102. The merger was registered on 1 March 2019 by the Istanbul Trade Registry Office.

All of the shares of the Parent Bank, T.C Ziraat Bankası A.Ş. has been transferred from Republic of Turkey Prime Ministry Undersecretariat of Treasury to the Turkey Wealth Fund according to enactment dated 24 January 2017, no 2017/9756 by the Council of Ministry.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# II. EXPLANATION ABOUT THE PARENT BANK'S CAPITAL STRUCTURE AND SHAREHOLDERS WHO ARE IN CHARGE OF THE MANAGEMENT AND/OR AUDITING OF THE BANK DIRECTLY OR INDIRECTLY, CHANGES IN THESE MATTERS THROUGHOUT THE YEAR (IF ANY) AND THE GROUP OF THE BANK

As of 31 December 2019 and 31 December 2018, main shareholders and capital amounts as follows:

|                                     |                 | 31 December 2019 |                 | 31 December 2018 |  |
|-------------------------------------|-----------------|------------------|-----------------|------------------|--|
| Name of Shareholders                | Paid-in Capital | %                | Paid-in Capital | %                |  |
| T.C. Ziraat Bankası A.Ş. (*)        | 1.750.000       | 99,9999996       | 1.750.000       | 99,9999996       |  |
| Ziraat Sigorta A.Ş.                 | -               | 0,0000001        | -               | 0,000001         |  |
| Ziraat Hayat ve Emeklilik A.Ş.      | -               | 0,0000001        | -               | 0,000001         |  |
| Ziraat Teknoloji A.Ş.               | -               | 0,0000001        | -               | 0,000001         |  |
| Ziraat Yatırım Menkul Değerler A.Ş. | -               | 0,0000001        | -               | 0,000001         |  |
| Total                               | 1.750.000       | 100,00           | 1.750.000       | 100,00           |  |

<sup>(2)</sup> All of the shares of the Parent Bank, T.C Ziraat Bankası A.S. has been transferred from Republic of Turkey Prime Ministry Undersecretariat of Treasury to the Turkey Wealth Fund according to enactment dated 24 January 2017, no 2017/9756 by the Council of Ministry.

# III. EXPLANATIONS ON THE CHAIRMAN AND MEMBERS OF THE BOARD OF DIRECTORS, MEMBERS OF AUDIT COMMITTEE, GENERAL MANAGERS AND ASSISTANT GENERAL MANAGERS AND THEIR SHAREHOLDINGS IN THE PARENT BANK

| Name                      | Title  |
|---------------------------|--|
| Board of Directors        |  |
| Hüseyin AYDIN             | Chairman   |
| Yusuf DAĞCAN              | Vice chairman of the BOD, Member of Corporate Management Committee,<br>Substitute Member of the Credit Committee |
| Metin ÖZDEMİR             | Member of the BOD, General Manager, Member of Pricing Committee,<br>President of Credit Committee                |
| Feyzi ÇUTUR               | Member of the BOD, Member of Audit Committee, Member of Credit<br>Committee                                      |
| Mahmut KAÇAR              | Member of the BOD, Corporate Governance Committee member, Member of Pricing Committee                            |
| Cemalettin BAŞLI          | Member of the BOD, Member of the Audit Committee, Member of Credit<br>Committee                                  |
| Assistant General Manager |  |
| DR. Ahmet ORTATEPE        | Credit Policies  |
| Mehmet Said GÜL           | Information Technologies and Operational Processes   |
| Osman KARAKÜTÜK           | Treasury Management and International Banking  |
| Tahir DEMİRKIRAN          | Loan Allocation and Management   |
| Temel Tayyar YEŞİL        | Marketing  |

Chairman and members of the Board of Directors have no Parent Bank's share capital.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# IV. INFORMATION ABOUT THE PERSONS AND INSTITUTIONS THAT HAVE QUALIFIED SHARES ATTRIBUTABLE TO THE PARENT BANK

| Name/Trade Name                         | Share Amount<br>(Nominal) | Shareholding<br>Percentage | Paid<br>Shares | Unpaid<br>Shares |
|---|---------------------------|----------------------------|----------------|------------------|
| T.C. Ziraat Bankası A.Ş. <sup>(*)</sup> | 1.750.000                 | 99,9999996                 | 1.750.000      | -                |
| Ziraat Sigorta A.Ş.                     | -                         | 0,0000001                  | -              | -                |
| Ziraat Hayat ve Emeklilik A.Ş.          | -                         | 0,0000001                  | -              | -                |
| Ziraat Teknoloji A.Ş.                   | -                         | 0,0000001                  | -              | -                |
| Ziraat Yatırım Menkul Değerler A.Ş.     | -                         | 0,0000001                  | -              | -                |
| Total                                   | 1.750.000                 | 100,00                     | 1.750.000      | -                |

<sup>(1)</sup> All of the shares of the Parent Bank, T.C Ziraat Bankası A.S. has been transferred from Republic of Turkey Prime Ministry Undersecretariat of Treasury to the Turkey Wealth Fund according to enactment dated 24 January 2017, no 2017/9756 by the Council of Ministry.

## V. EXPLANATIONS OF THE PARENT BANK'S SERVICES AND FIELD OF OPERATIONS

Operation field of Parent Bank was declared in the prime contract within the scope of Banking Law and other legislation codes. The bank collects funds with the scope of Banking Principles and provide all type of cash, non-cash funds within the scope of Islamic banking principles in any case. Moreover, the Bank operates its participation banking operations to the extent permitted by the Legal Code, for the benefit of the society within the principles of the participation banking such as for the purpose of society.

The Parent Bank sorts out participation accounts and participation accounts based on investment proxy contracts discretely from the other accounts in its account records in terms of their maturity. Participation accounts are opened in 5 maturity groups as maturity to one month, maturity to three months (three months included), maturity to nine months (nine months included), maturity to one year (one year included) and maturity to one year or more (with dividend payment of one month, 3 months, six months and annually). Participation accounts based on investment proxies can be opened under the entire maturity group, with a maturity of less than one month.

The Parent Bank branches provides Islamic insurance within the principles of participation banking (takaful insurance) as an agent of Ziraat Hayat ve Emeklilik A.Ş. and Ziraat Sigorta A.Ş. to their client.

As of 31 December 2019, the Parent Bank operates with its 93 branches (31 December 2018: 80 domestic branches) and 1.129 (31 December 2018: 1.042) workers domestically.

The Parent Bank has no branches abroad.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## VI. DIFFERENCES BETWEEN THE COMMUNIQUE ON PREPARATION OF CONSOLIDATED FINANCIAL STATEMENTS OF BANKS AND TURKISH ACCOUNTING STANDARDS AND SHORT EXPLANATION ABOUT THE ENTITIES SUBJECT TO FULL CONSOLIDATION OR PROPORTIONAL CONSOLIDATION AND ENTITIES WHICH ARE DEDUCTED FROM EQUITY OR ENTITIES WHICH ARE NOT INCLUDED IN THESE THREE METHODS

There is no difference between consolidated financial statements prepared in accordance with BRSA regulation on the preparation of consolidated financial statements and consolidated financial statements prepared in accordance with Turkish Accounting Standards for the Bank. The Bank's subsidiary Ziraat Katılım Varlık Kiralama A.Ş which is established on 22 January 2016 and ZKB Varlık Kiralama A.Ş. which is established in 8 September 2017 are consolidated within the scope of full consolidation.

## VII. CURRENT OR LIKELY ACTUAL LEGAL BARRIERS TO IMMEDIATE TRANSFER OF EQUITY OR REPAYMENT OF DEBTS BETWEEN PARENT BANK AND ITS SUBSIDIARIES

None.

## **SECTION TWO**

### THE BANK'S CONSOLIDATED FINANCIAL STATEMENTS

- I. Consolidated balance sheet (statement of financial position)
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- III. Consolidated statement of profit or loss
- IV. Consolidated statement of profit or loss and other comprehensive income
- V. Consolidated statements of changes in shareholders' equity
- VI. Consolidated statement of cash flows
- VII. Consolidated statement of profit distribution

# CONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|              |   | Note | C          | Audited Revised <sup>(*)</sup><br>Prior period<br>(31/12/2018) |            |            |           |            |
|--------------|---|------|------------|--|------------|------------|-----------|------------|
|              | AKTİF VASSETS   | (V)  | TL         | FC   | Total      | TL         | FC        | Total      |
|              |   |      |            |  |            |            |           |            |
| I.           | FINANCIAL ASSETS (NET)  |      | 2.190.417  | 4.024.699  | 6.215.116  | 1.522.500  | 2.600.622 | 4.123.122  |
| 1.1          | Cash And Cash Equivalents   |      | 105.170    | 3.705.513  | 3.810.683  | 339.129    | 2.470.056 | 2.809.185  |
| 1.1.1        | Cash And Balances With Central Bank                                 | (1)  | 100.139    | 2.794.300  | 2.894.439  | 333.810    | 1.673.503 | 2.007.313  |
| 1.1.2        | Banks   | (2)  | 5.205      | 911.213  | 916.418    | 6.153      | 796.553   | 802.706    |
| 1.1.3        | Money Market Placements   |      | -          | -  | -          | -          | -         |            |
| 1.1.4        | Expected Credit Losses (-)  | (4)  | 174        |  | 174        | 834        | -         | 834        |
| 1.2          | Financial Assets Measured At Fair Value Through<br>Profit/Loss      |      | -          | -  | -          | -          | -         | _          |
| 1.2.1        | Government Securities   |      | -          | -  | -          | -          | -         | -          |
| 1.2.2        | Equity Securities   |      | -          | -  | -          | -          | -         | -          |
| 1.2.3        | Other Financial Assets  |      | -          | -  | -          | -          | -         | -          |
| 1.3          | Financial Assets Measured at Fair Value Through                     |      |            |  |            |            |           |            |
|              | Other Comprehensive Income  | (3)  | 2.085.220  | 301.717  | 2.386.937  | 1.183.358  | 121.017   | 1.304.375  |
| 1.3.1        | Government Securities   |      | -          | -  | -          | -          | -         | -          |
| 1.3.2        | Equity Securities   |      | 7.672      | -  | 7.672      | 4.910      | -         | 4.910      |
| 1.3.3        | Other Financial Assets  |      | 2.077.548  | 301.717  | 2.379.265  | 1.178.448  | 121.017   | 1.299.465  |
| 1.4          | Derivative Financial Assets   | (5)  | 27         | 17.469   | 17.496     | 13         | 9.549     | 9.562      |
| 1.4.1        | Derivative Financial Assets Measured at FVTPL                       |      | 27         | 17.469   | 17.496     | 13         | 9.549     | 9.562      |
| 1.4.2        | Derivative Financial Assets Measured at FVOCI                       |      | -          | -  | -          | -          | -         | -          |
| II.          | FINANCIAL ASSETS MEASURED AT AMORTIZED                              |      |            |  |            |            |           |            |
|              | COST (NET)  |      | 18.004.119 | 11.534.815   | 29.538.934 | 13.535.130 | 7.346.099 | 20.881.229 |
| 2.1          | Loans   | (6)  | 17.045.982 | 8.862.682  | 25.908.664 | 12.274.161 | 4.969.829 | 17.243.990 |
| 2.2          | Lease Receivables   |      | 1.531.983  | 2.124.383  | 3.656.366  | 1.772.369  | 2.376.270 | 4.148.639  |
| 2.3          | Measured at Amortized Cost  | (7)  | -          | 547.750  | 547.750    | -          | -         | -          |
| 2.3.1        | Government Securities   |      | -          | 547.750  | 547.750    | -          | -         | -          |
| 2.3.2        | Other Financial Assets  |      | -          | -  | -          | -          | -         | -          |
| 2.4          | Expected Credit Losses (-)  |      | 573.846    | -  | 573.846    | 511.400    | -         | 511.400    |
| III.         | ASSETS HELD FOR SALE AND ASSETS OF<br>DISCONTINUED OPERATIONS (Net) | (8)  | 104.069    |  | 104.069    | 5.222      | _         | 5.222      |
| 3.1          | Asset Held for Sale   | (0)  | 104.069    |  | 104.069    | 5.222      |           | 5.222      |
| 3.2          | Assets of Discontinued Operations                                   |      | 104.009    |  | 104.005    | J.222      |           | 5.222      |
| J.Z.<br>IV.  | INVESTMENTS IN ASSOCIATES SUBSIDIARIES AND                          |      |            |  |            |            |           |            |
| IV.          | JOINT VENTURES  | (9)  |            |  |            | 46.778     | _         | 46.778     |
| 4.1          | Associates (Net)  | (3)  |            |  |            | 46.778     |           | 46.778     |
| 4.1.1        | Associates Consolidated Under Equity Accounting                     |      |            |  |            | 40.770     |           | 40.770     |
| 4.1.2        | Consolidated Associates   |      |            |  |            | 46.778     |           | 46.778     |
| 4.1.2<br>4.2 | Subsidiaries (Net)  |      |            |  |            | 40.776     |           | 40.776     |
| 4.2.1        | Consolidated Financial Investments in Subsidiaries                  |      |            |  |            |            |           |            |
| 4.2.1        | Consolidated Non-Financial Investments in                           |      | -          | -  | -          | -          | -         | -          |
| 4 7          | Subsidiaries  |      | -          | -  | -          | -          | -         | -          |
| <b>4.3</b>   | Joint Ventures (Net)  |      | -          | -  |            | -          | -         | -          |
| 4.3.1        | Joint-Ventures Consolidated Under Equity Accounting                 |      | -          | -  |            | -          | -         | -          |
| 4.3.2        | Consolidated Joint-Ventures   | (10) | 157 507    |  | 157 507    | 52.050     | -         | -          |
| V.           | TANGIBLE ASSETS (NET)   | (10) | 157.597    |  | 157.597    | 52.659     | -         | 52.659     |
| VI.          | INTANGIBLE ASSETS (Net)   | (11) | 120.641    |  | 120.641    | 81.172     | -         | 81.172     |
| 6.1          | Goodwill  |      | 100 C 41   |  | 120 C 41   | -          | -         | -          |
| 6.2          | Other   | (10) | 120.641    | -  | 120.641    | 81.172     | -         | 81.172     |
| VII.         | INVESTMENT PROPERTY (NET)   | (12) | -          | -  | -          | -          | -         | -          |
| VIII.        | CURRENT TAX ASSET   | (13) | -          | -  | -          | -          | -         | -          |
| IX.          | DEFERRED TAX ASSETS   | (14) | 42.153     | -  | 42.153     | 54.954     | -         | 54.954     |
| <b>X.</b>    | OTHER ASSETS  | (15) | 148.037    | 65.527   | 213.564    | 215.275    | 16.845    | 232.120    |
|              | TOTAL ASSETS  |      | 20.767.033 | 15.625.041   | 36.392.074 | 15.513.690 | 9.963.566 | 25.477.256 |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

# CONSOLIDATED BALANCE SHEET (STATEMENT OF FINANCIAL POSITION) AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|          |  | Note |            |                    |            | Audited Revised <sup>(*)</sup><br>Prior period<br>(31/12/2018) |           |            |
|----------|--|------|------------|--------------------|------------|--|-----------|------------|
|          | LIABILITIES AND SHAREHOLDERS' EQUITY   | (V)  | TL         | (31/12/2019)<br>FC | Total      | TL   | FC        | Total      |
| I.       | FUNDS COLLECTED  | (1)  | 13.032.105 | 12.425.040         | 25.457.145 | 8.248.433  | 6.902.550 | 15.150.983 |
|          | FUNDS BORROWED   | (2)  | 374.535    | 3.121.136          | 3.495.671  | 416.773  | 4.219.555 | 4.636.328  |
| <br>III. | MONEY MARKET DEBTS   | (3)  | 19.135     | -                  | 19.135     | 864.414  | -         | 864.414    |
| IV.      | SECURITIES ISSUED (Net)  | (3)  | 2.482.999  | _                  | 2.482.999  | 1.554.992  | -         | 1.554.992  |
| V.       | FINANCIAL LIABILITIES AT FAIR VALUE THROUGH<br>PROFIT OR LOSS  | (5)  | -          | -                  | -          | -  | -         | -          |
| VI.      | DERIVATIVE FINANCIAL LIABILITIES   | (6)  | 19         | 12.460             | 12.479     | -  | 6.145     | 6.145      |
| 6.1      | Derivative Financial Liabilities at Fair Value Through<br>Profit or Loss                                 |      | 19         | 12.460             | 12.479     | -  | 6.145     | 6.145      |
| 6.2      | Derivative Financial Liabilities at Fair Value Through<br>Other Comprehensive Income                     |      | -          | -                  | -          | -  | -         | -          |
| VII.     | LEASE PAYABLES   | (7)  | 97.792     | 12.267             | 110.059    | -  | 415       | 415        |
| VIII.    | PROVISIONS   | (8)  | 189.634    | 45.645             | 235.279    | 119.617  | 14.016    | 133.633    |
| 8.1      | Restructuring Provisions   |      | -          | -                  | -          | -  | -         | -          |
| 8.2      | Reserve for Employee Benefits  |      | 35.712     | -                  | 35.712     | 23.254   | -         | 23.254     |
| 8.3      | Insurance Technical Provisions (Net)   |      | -          | -                  | -          | -  | -         | -          |
| 8.4      | Other Provisions   |      | 153.922    | 45.645             | 199.567    | 96.363   | 14.016    | 110.379    |
| IX.      | CURRENT TAX LIABILITY  | (9)  | 122.428    | -                  | 122.428    | 43.785   | -         | 43.785     |
| X        | DEFERRED TAX LIABILITY   | (10) | -          | -                  | -          | -  | -         | -          |
| XI.      | LIABILITIES FROM PROPERTY AND EQUIPMENT<br>HELD FOR SALE AND RELATED TO DISCONTINUED<br>OPERATIONS (Net) | (11) | -          | -                  | -          | -  | -         | -          |
| 11.1     | Held for Sale Purpose  |      | -          | -                  | -          | -  | -         |            |
| 11.2     | Related to Discontinued Operations   |      | -          | -                  | -          | -  | -         |            |
| XII.     | SUBORDINATED DEBT INSTRUMENTS  | (12) | 312.351    | 537.338            | 849.689    | -  | -         | -          |
| 12.1     | Loans  |      | 312.351    | 537.338            | 849.689    | -  | -         | -          |
| 12.2     | Other Debt Instruments   |      | -          | -                  | -          | -  | -         | -          |
| XIII.    | OTHER LIABILITIES  | (13) | 363.557    | 76.805             | 440.362    | 462.878  | 78.786    | 541.664    |
| XIV.     | SHAREHOLDERS' EQUITY   | (14) | 3.166.186  | 642                | 3.166.828  | 2.544.592  | 305       | 2.544.897  |
| 14.1     | Paid-in capital  |      | 1.750.000  | -                  | 1.750.000  | 1.750.000  | -         | 1.750.000  |
| 14.2     | Capital Reserves   |      | 261.513    | -                  | 261.513    | 250.000  | -         | 250.000    |
| 14.2.1   | Share Premium  |      | -          | -                  | -          | -  | -         | -          |
| 14.2.2   | Share Cancellation Profits   |      | -          | -                  | -          | -  | -         | -          |
| 14.2.3   | Other Capital Reserve  |      | 261.513    | -                  | 261.513    | 250.000  | -         | 250.000    |
| 14.3     | Accumulated Other Comprehensive Income or Loss<br>That will not be Reclaasified in Profit or Loss        |      | (2.365)    | -                  | (2.365)    | (2.408)  | -         | (2.408)    |
| 14.4     | Accumulated Other Comprehensive Income or Loss<br>That will not be Reclassified in Profit or Loss        |      | 56.429     | 642                | 57.071     | (36.874)   | 305       | (36.569)   |
| 14.5     | Profit Reserves  |      | 555.646    | -                  | 555.646    | 232.981  | -         | 232.981    |
| 14.5.1   | Legal Reserves   |      | 35.234     | -                  | 35.234     | 17.930   | -         | 17.930     |
| 14.5.2   | Status Reserves  |      | -          | -                  | -          | -  | -         | -          |
| 14.5.3   | Extraordinary Reserves   |      | 488.002    | -                  | 488.002    | 204.675  | -         | 204.675    |
| 14.5.4   | Other Profit Reserves  |      | 32.410     | -                  | 32.410     | 10.376   | -         | 10.376     |
| 14.6     | Profit or (Loss)   |      | 544.963    | -                  | 544.963    | 350.893  | -         | 350.893    |
| 14.6.1   | Prior Period Profit/Loss   |      | 28.228     | -                  | 28.228     | 25.660   | -         | 25.660     |
| 14.6.2   | Current Period Profit/Loss   |      | 516.735    | -                  | 516.735    | 325.233  | -         | 325.233    |
|          |  |      |            |                    |            |  |           |            |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

The accompanying explanations and notes form an integral part of these financial statements.

# CONSOLIDATED STATEMENT OF OFF-BALANCE SHEET COMMITMENTS AS OF 31 DECEMBER 2019

|           |  |      | Thousands of Turkish lira |  |            |           |   |            |  |  |
|-----------|--|------|---------------------------|--|------------|-----------|---|------------|--|--|
|           |  | Note |                           | Audited<br>urrent Perioc<br>(31/12/2019) | 1          |           | dited Revised<br>Prior Period<br>(31/12/2018) | ျက         |  |  |
|           |  | (V)  | TL                        | FC                                       | Total      | TL        | FC  | Total      |  |  |
|           | -BALANCE SHEET COMMITMENTS   |      |                           |  |            |           |   |            |  |  |
| ( +  +    | II)  | (1)  | 5.266.395                 | 9.101.213                                | 14.367.608 | 4.369.125 | 8.904.033                                     | 13.273.158 |  |  |
| <b>I.</b> | GUARANTEES AND WARRANTIES  |      | 4.926.966                 | 6.401.171                                | 11.328.137 | 4.070.241 | 6.213.201                                     |            |  |  |
| 1.1       | Letters of Guarantee   |      | 4.892.685                 | 4.488.870                                | 9.381.555  | 4.058.895 | 4.581.471                                     | 8.640.366  |  |  |
| 1.1.1     | Guarantees Subject to State Tender                                     |      | 110 105                   | 1704057                                  | 1 407 170  |           | 1 470 775                                     | 1700 202   |  |  |
| 110       | Law<br>Concentrate Civen for Foreiro Trade                             |      | 119.125                   | 1.304.053                                | 1.423.178  | 263.507   | 1.436.775                                     | 1.700.282  |  |  |
| 1.1.2     | Guarantees Given for Foreign Trade<br>Operations                       |      | 4.559.726                 | _  | 4.559.726  | 3.622.754 | -   | 3.622.754  |  |  |
| 1.1.3     | Other Letters of Guarantee   |      | 213.834                   | 3.184.817                                | 3.398.651  | 172.634   | 3.144.696                                     | 3.317.330  |  |  |
| 1.2       | Bank Acceptances   |      | -                         | 18.753                                   | 18.753     | -         | 3.591   | 3.591      |  |  |
| 1.2.1     | Import Letter of Acceptance  |      | _                         | 18.753                                   | 18.753     | -         | 3.591   | 3.591      |  |  |
| 1.2.2     | Other Bank Acceptances   |      | -                         | -  | -          | -         | -   | -          |  |  |
| 1.3       | Letters of Credit  |      | 29.071                    | 954.074                                  | 983.145    | 5.584     | 611.224                                       | 616.808    |  |  |
| 1.3.1     | Documentary Letters of Credit  |      | 29.071                    | 954.074                                  | 983.145    | 5.584     | 611.224                                       | 616.808    |  |  |
| 1.3.2     | Other Letters of Credit  |      | -                         | -  | -          | -         | -   | -          |  |  |
| 1.4       | Prefinancing Given as Guarantee  |      | -                         | -  | -          | -         | -   | -          |  |  |
| 1.5       | Endorsements   |      | -                         | -  | -          | -         | -   | -          |  |  |
| 1.5.1     | Endorsements to the Central Bank of the Republic of Turkey             |      | -                         | -  | -          | -         | -   | -          |  |  |
| 1.5.2     | Other Endorsements   |      | -                         | -  | -          | -         | -   | -          |  |  |
| 1.6       | Other Guarantees   |      | -                         | 939.474                                  | 939.474    | -         | 1.010.273                                     | 1.010.273  |  |  |
| 1.7       | Other Collaterals  |      | 5.210                     | -  | 5.210      | 5.762     | 6.642   | 12.404     |  |  |
| П.        | COMMITMENTS  | (1)  | 334.484                   | 65.749                                   | 400.233    | 298.884   | 59.931  | 358.815    |  |  |
| 2.1       | Irrevocable Commitments  |      | 334.484                   | 65.749                                   | 400.233    | 298.884   | 59.931  | 358.815    |  |  |
| 2.1.1     | Forward asset purchase commitments                                     |      | 42.995                    | 65.749                                   | 108.744    | 28.133    | 59.931  | 88.064     |  |  |
| 2.1.2     | Share Capital Commitments to<br>Associates and Subsidiaries            |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.3     | Loan Granting Commitments  |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.4     | Securities Issue Brokerage<br>Commitments                              |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.5     | Commitments for Reserve Deposit<br>Requirements                        |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.6     | Payment commitment for checks  |      | 157.323                   | -  | 157.323    | 102.994   | -   | 102.994    |  |  |
| 2.1.7     | Tax and Fund Liabilities from Export<br>Commitments                    |      | 11.509                    | -  | 11.509     | 6.925     | -   | 6.925      |  |  |
| 2.1.8     | Commitments for Credit Card Limits                                     |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.9     | Commitments for Credit Cards and<br>Banking Services Promotions        |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.10    | Receivables from Short Sale<br>Commitments of Marketable<br>Securities |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.11    | Payables for Short Sale Commitments of Marketable Securities           |      | -                         | -  | -          | -         | -   | -          |  |  |
| 2.1.12    | Other Irrevocable Commitments  |      | 122.657                   | -  | 122.657    | 160.832   | -   | 160.832    |  |  |
| 2.2       | Revocable Commitments  |      | -                         | -  | -          | -         | -   | -          |  |  |

# CONSOLIDATED STATEMENT OF OFF-BALANCE SHEET COMMITMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|         |   |      | Thousands of Turkish lira |   |            |            |   |              |  |
|---------|---|------|---------------------------|---|------------|------------|---|--------------|--|
|         |   | Note | -                         | Audited<br>Current Period<br>(31/12/2019) | ł          |            | dited Revised<br>Prior Period<br>(31/12/2018) | <b>1</b> (1) |  |
|         |   | (V)  | TL                        | FC  | Total      | TL         | FC  | Total        |  |
| 2.2.1   | Revocable Loan Granting<br>Commitments            |      | -                         | -   | -          | -          | -   | -            |  |
| 2.2.2   | Other Revocable Commitments                       |      | -                         | -   | -          | -          | -   | -            |  |
| III.    | DERIVATIVE FINANCIAL<br>INSTRUMENTS               |      | 4.945                     | 2.634.293                                 | 2.639.238  | _          | 2.630.901                                     | 2.630.901    |  |
| 3.1     | Hedging Derivative Financial<br>Instruments       |      | -                         | -   | -          | _          | -   | -            |  |
| 3.1.1   | Fair value hedge                                  |      | -                         | -   | -          | -          | -   | -            |  |
| 3.1.2   | Cash flow hedge                                   |      | -                         | -   | -          | -          | -   | -            |  |
| 3.1.3   | Foreign Net Investment Hedges                     |      | -                         | -   | -          | -          | -   | -            |  |
| 3.2     | Trading Derivative Financial<br>Instruments       |      | 4.945                     | 2.634.293                                 | 2.639.238  | -          | 2.630.901                                     | 2.630.901    |  |
| 3.2.1   | Forward Foreign Currency Buy/Sell<br>Transactions |      | 4.945                     | 2.634.293                                 | 2.639.238  | -          | 2.630.901                                     | 2.630.901    |  |
| 3.2.1.1 | Forward Foreign Currency<br>Transactions-Buy      |      | 4.945                     | 1.317.991                                 | 1.322.936  | -          | 1.321.437                                     | 1.321.437    |  |
| 3.2.1.2 | Forward Foreign Currency<br>Transactions-Sell     |      | -                         | 1.316.302                                 | 1.316.302  | -          | 1.309.464                                     | 1.309.464    |  |
| 3.2.2   | Other Forward Buy/Sell Transaction                |      | -                         | -   | -          | -          | -   | -            |  |
| 3.3     | Other   |      | -                         | -   | -          | -          | -   | -            |  |
| В.      | CUSTODY AND PLEDGES RECEIVED<br>(IV+V+VI)         |      | 30.357.632                | 4.147.848                                 | 34.505.480 | 19.380.896 | 2.390.013                                     | 21.770.909   |  |
| IV.     | ITEMS HELD IN CUSTODY                             |      | 4.972.403                 | 1.315.878                                 | 6.288.281  | 1.322.027  | 752.222                                       | 2.074.249    |  |
| 4.1     | Customer Fund and Portfolio Balances              |      | -                         | -   | -          | -          | -   | -            |  |
| 4.2     | Investment Securities Held in Custody             |      | 4.448.877                 | -   | 4.448.877  | 919.760    | -   | 919.760      |  |
| 4.3     | Checks Received for Collection                    |      | 438.873                   | 95.040                                    | 533.913    | 361.417    | 61.070  | 422.487      |  |
| 4.4     | Commercial Notes Received for<br>Collection       |      | 55.181                    | 13.204                                    | 68.385     | 39.613     | 2.604   | 42.217       |  |
| 4.5     | Other Assets Received for Collection              |      | -                         | -   | -          | -          | -   | -            |  |
| 4.6     | Assets Received for Public Offering               |      | -                         | -   | -          | -          | -   | -            |  |
| 4.7     | Other Items Under Custody                         |      | 29.472                    | 347.982                                   | 377.454    | 1.237      | 297.828                                       | 299.065      |  |
| 4.8     | Custodians  |      | -                         | 859.652                                   | 859.652    | -          | 390.720                                       | 390.720      |  |
| V.      | PLEDGES RECEIVED                                  |      | 25.385.229                | 2.831.970                                 | 28.217.199 | 18.058.869 | 1.637.791                                     | 19.696.660   |  |
| 5.1     | Marketable Securities                             |      | 907.668                   | 150.109                                   | 1.057.777  | 919.767    | 442.154                                       | 1.361.921    |  |
| 5.2     | Guarantee Notes                                   |      | 1.138.470                 | 177.775                                   | 1.316.245  | 1.204.313  | 156.295                                       | 1.360.608    |  |
| 5.3     | Commodity   |      | 1.493.748                 | 544.166                                   | 2.037.914  | 1.286.488  | 367.493                                       | 1.653.981    |  |
| 5.4     | Warranty  |      | -                         | -   | -          | -          | -   | -            |  |
| 5.5     | Properties  |      | 17.783.352                | 1.032.354                                 | 18.815.706 | 12.115.418 | 105.561                                       | 12.220.979   |  |
| 5.6     | Other Pledged Items                               |      | 4.061.991                 | 927.566                                   | 4.989.557  | 2.532.883  | 566.288                                       | 3.099.171    |  |
| 5.7     | Pledged Items-Depository                          |      | -                         | -   | -          | -          | -   | -            |  |
| VI.     | ACCEPTED INDEPENDENT<br>GUARANTEES AND WARRANTIES |      | -                         | -   | -          | -          | -   | -            |  |
|         | TOTAL OFF-BALANCE SHEET<br>COMMITMENTS (A+B)      |      | 35.624.027                | 13.249.061                                | 48.873.088 | 23.750.021 | 11.294.046                                    | 35.044.067   |  |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                    | INCOME/EXPENSE ITEMS   | Note<br>(V) | Audited<br>Current Period<br>01/01-31/12/2019 | <sup>(۲)</sup> Audited Revised<br>Prior Period<br>01/01-31/12/2018 |
|--------------------|--|-------------|---|--|
| Ι.                 | PROFIT SHARE INCOME  | (1)         | 3.594.457                                     | 2.328.382  |
| 1.1                | Profit Share on Loans  |             | 2.894.603                                     | 1.853.99   |
| 1.2                | Profit Share on Reserve Deposits   |             | 39.137  | 37.08  |
| 1.3                | Profit Share on Banks  |             | 574   | 7.039  |
| 1.4                | Profit Share on Money Market Placements  |             | -   |  |
| 1.5                | Profit Share on Marketable Securities Portfolio  |             | 245.733                                       | 136.942  |
| 1.5.1              | Financial Assets Measured at Fair Value Through Profit/Loss  |             | 16.716  |  |
| 1.5.2              | Financial Assets Measured at Fair Value Through Other Comprehensive Income                           |             | 229.017                                       | 136.942  |
| 1.5.3              | Financial Assets Measured at Amortised Cost  |             | -   |  |
| 1.6                | Financial Lease Income   |             | 380.566                                       | 273.277  |
| 1.7                | Other Profit Share Income  |             | 33.844  | 20.052   |
|                    | PROFIT SHARE EXPENSE   | (2)         | 2.225.532                                     | 1.462.96   |
| 2.1                | Expense on Profit Sharing Accounts   |             | 1.528.842                                     | 1.099.243  |
| 2.2                | Profit Share Expense on Funds Borrowed   |             | 272.658                                       | 164.787  |
| 2.3                | Profit Share Expense on Money Market Borrowings  |             | 12.323  | 24.80  |
| 2.4                | Expense on Securities Issued   |             | 391.078<br>20.545                             | 174.122  |
| 2.5                | Lease Profit Share Expense   |             |   |  |
| 2.6<br><b>III.</b> | Other Profit Share Expenses NET PROFIT SHARE INCOME (I - II)   |             | 86<br><b>1.368.925</b>                        | 865.42   |
| III.<br>IV.        | NET PROFIT SHARE INCOME (I - II)<br>NET FEES AND COMMISSIONS INCOME/EXPENSE                          |             | 94.452  | 77.679   |
| 4.1                | Fees and Commissions Received  |             | 143.325                                       | 102.817  |
| 4.1.1              | Non-cash Loans   |             | 114.436                                       | 66.607   |
| 4.1.2              | Other  |             | 28.889  | 36.210   |
| 4.2                | Fees and commissions paid  |             | 48.873  | 25.138   |
| 4.2.1              | Non-cash Loans   |             | 35  | 196  |
| 4.2.2              | Other  |             | 48.838  | 24.942   |
| V.                 | DIVIDEND INCOME  | (3)         | 17.762  | 923  |
| VI.                | NET TRADING INCOME   | (4)         | 69.478  | 53.498   |
| 6.1                | Capital Market Transaction Gains/Losses  |             | 1.566   | (2.396)  |
| 6.2                | Gains/Losses From Derivative Financial Instruments   |             | 44.062  | 66.390   |
| 6.3                | Foreign Exchange Gains/Losses  |             | 23.850  | (10.496)   |
| VII.               | OTHER OPERATING INCOME   | (5)         | 159.008                                       | 119.821  |
| VIII.              | TOTAL OPERATING PROFIT (III+IV+V+VI+VII)   |             | 1.709.625                                     | 1.117.342  |
| IX.                | EXPECTED CREDIT LOSSES (-)   | (6)         | 492.171                                       | 346.619  |
| Χ.                 | OTHER PROVISIONS (-)   |             | 87.244  | 50.036   |
| XI.                | PERSONNEL EXPENSES (-)   |             | 183.767                                       | 137.857  |
| XII.               | OTHER OPERATING EXPENSES (-)   | (7)         | 241.143                                       | 167.383  |
| XIII.              | NET OPERATING PROFIT/LOSS (VIII-IX-X-XI-XII)   |             | 705.300                                       | 415.447  |
| XIV                | INCOME RESULTED FROM MERGERS   |             | -   | -  |
| XV.                | INCOME/LOSS FROM EQUITY METHOD APPLIED SUBSIDIARIES  |             | -   | -  |
| XVI.               | GAIN/LOSS ON NET MONETARY POSITION   |             | -   | -  |
| XVII.              | PROFIT/LOSS BEFORE TAX FROM CONTINUED OPERATIONS (XII++XV)   | (8)         | 705.300                                       | 415.447  |
| XVIII.             | TAX PROVISION FOR CONTINUED OPERATIONS (±)   | (9)         | (188.565)                                     | (90.214)   |
| 18.1               | Current Tax Provision  |             | (202.224)                                     | (117.048)  |
| 18.2               | Expense Effect of Deferred Tax (+)   |             | (4.150)                                       | (10.093)   |
| 18.3<br>XIX.       | Income Effect of Deferred Tax (-) NETOPERATING PROFIT/LOSS AFTER TAXES (XVI±XVII)                    | (10)        | 17.809<br><b>516.735</b>                      | 36.927   |
| XIX.<br>XX.        | INCOME FROM DISCONTINUED OPERATIONS  | (10)        | CC/.0IC                                       | 325.233  |
| <b>XX.</b><br>20.1 | Income from Assets Held for Sale   |             | -   | -  |
| 20.1               | Income from Assets Held for Sale<br>Profit from Sales of Associates, Subsidiaries and Joint Ventures |             |   | -  |
| 20.2               | Income from Other Discontinued Operations  |             |   |  |
| XXI.               | EXPENSES FROM DISCONTINUED OPERATIONS (-)  |             |   |  |
| 21.1               | Expenses on Assets Held for Sale   |             | -   |  |
| 21.2               | Loss from Sales of Associates, Subsidiaries and Joint Ventures                                       |             | -   | -  |
| 21.3               | Expenses from Other Discontinued Operations  |             | -   | -  |
| XXII.              | PROFIT/LOSS BEFORE TAXES ON DISCONTINUED OPERATIONS (XIX-XX)   |             | -   | -  |
| XXIII.             | PROVISION FOR TAXES OF DISCONTINUED OPERATIONS (±)   |             | -   | -  |
| 23.1               | Current Tax Charge   |             | -   | •  |
| 23.2               | Expense Effect of Deferred Tax (+)   |             | -   | -  |
| 23.3               | Income Effect of Deferred Tax (-)  |             |   |  |
| XXIV.              | NET PROFIT/LOSS FROM DISCONTINUED OPERATIONS (XXI±XXII)  |             | -   | -  |
| XXV.               | NET PROFIT/LOSS (XVIII+XXIII)  | (11)        | 516.735                                       | 325.233  |
|                    | Earnings per share income/loss (Full TL)   |             | 0,2953  | 0,1858   |

<sup>(\*)</sup> Reorganization effects disclosed in section three footnote III.

The accompanying explanations and notes form an integral part of these financial statements.

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2019

|       | THOUSANDS OF TURKISH LIRA  |                                    |   |
|-------|--|------------------------------------|---|
|       |  | Current Period<br>01/01-31/12/2019 | Audited Revised<br>Prior Period<br>01/01-31/12/2018 |
|       | CURRENT PERIOD PROFIT/LOSS   | 516.735                            | 325.233   |
| II.   | OTHER COMPREHENSIVE INCOME   | 93.683                             | (23.123)  |
| 2.1   | Other Income/Expense Items not to be Reclassified to Profit or Loss                          | 43                                 | (1.937)   |
| 2.1.1 | Revaluation Surplus on Tangible Assets   | -                                  | -   |
| 2.1.2 | Revaluation Surplus on Intangible Assets   | -                                  | -   |
| 2.1.3 | Defined Benefit Plans' Actuarial Gains/Losses  | 52                                 | (2.363)   |
| 2.1.4 | Other Income/Expense Items not to be Recycled to Profit or Loss                              | -                                  | -   |
| 2.1.5 | Deferred Taxes on Other Comprehensive Income not to be Recycled to<br>Profit or Loss         | (9)                                | 426   |
| 2.2   | Other Income/Expense Items to be Recycled to Profit or Loss                                  | 93.640                             | (21.186)  |
| 2.2.1 | Translation Differences  | -                                  | -   |
| 2.2.2 | Income/Expenses from Valuation and/or Reclassification of Financial Assets Measured at FVOCI | 120.051                            | (27.162)  |
| 2.2.3 | Gains/losses from Cash Flow Hedges   | -                                  | -   |
| 2.2.4 | Gains/Losses on Hedges of Net Investments in Foreign Operations                              | -                                  | -   |
| 2.2.5 | Other Income/Expense Items to be Recycled to Profit or Loss                                  | -                                  | -   |
| 2.2.6 | Deferred Taxes on Other Comprehensive Income to be Recycled to Profit or Loss                | (26.411)                           | 5.976   |
| III.  | TOTAL COMPREHENSIVE INCOME (I+II)  | 610.418                            | 302.110   |

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|       | STATEMENT OF CHANGES IN<br>SHAREHOLDERS' EQUITY    | Paid-in<br>capital | Share<br>Premium | Share<br>Certificate<br>Cancellation<br>Profits | Other<br>Capital<br>Reserves | Accumulated<br>Revaluation<br>Increase/<br>Decrease of<br>Fixed<br>Assets | Gain/Loss of | Other (Shares of Investments<br>Valuedby Equity Method in<br>Other Comprehensive Income<br>Not Classified Through<br>Profit or Loss and Other<br>Accumulated Amounts of<br>Other Comprehensive Income<br>Items Not Reclassified<br>Through Other Profit or Loss) |  |
|-------|--|--------------------|------------------|---|------------------------------|---|--------------|--|--|
|       | Prior Year (***)                                   |                    |                  |   |                              |   |              |  |  |
|       | 1 January - 31.12.2018                             |                    |                  |   |                              |   |              |  |  |
| Ι.    | Prior Period End Balance                           | 1.250.000          | -                | -   | -                            | -   | (471)        | -  |  |
| II.   | Adjustments in Accordance with TAS 8               | -                  | -                | -   | -                            | -   | -            | -  |  |
| 2.1   | Effects of Corrections                             | -                  | -                | -   | -                            | -   | -            | -  |  |
| 2.2   | Effect of Changes in Accounting Policies           | -                  | -                | -   | -                            | -   | -            | -  |  |
| III.  | Adjusted Beginning Balance (I+II)                  | 1.250.000          | -                | -   | -                            | -   | (471)        | -  |  |
| IV.   | Total Comprehensive Income                         | -                  | -                | -   | -                            | -   | (1.937)      | -  |  |
| ٧.    | Capital Increase by Cash                           | 500.000            | -                | -   | -                            | -   | -            | -  |  |
| VI.   | Capital Increase by Internal Sources               | -                  | -                | -   | -                            | -   | -            | -  |  |
| VII.  | Paid-in Capital Inflation Adjustment<br>Difference | -                  | -                | -   | -                            | _   | -            | -  |  |
| VIII. | Convertible Bonds to Shares                        | -                  | -                | -   | -                            | -   | -            | -  |  |
| IX.   | Subordinated Debt Instruments                      | -                  | -                | -   | -                            | -   | -            | -  |  |
| х.    | Increase/Decrease by Other Changes                 | -                  | -                | -   | 250.000                      | -   | -            | -  |  |
| XI.   | Profit Distribution                                | -                  | -                | -   | -                            | -   | -            | -  |  |
| 11.1  | Dividends Paid                                     | -                  | -                | -   | -                            | -   | -            | -  |  |
| 11.2  | Transfers to Reserves                              | -                  | -                | -   | -                            | -   | -            | -  |  |
| 11.3  | Other  | -                  | -                | -   | -                            | -   | -            | -  |  |
|       | Period End Balance (III+IV+X+XI)                   | 1.750.000          | -                | -   | 250.000                      | -   | (2.408)      | -  |  |
|       | Current Period                                     |                    |                  |   |                              |   |              |  |  |
|       | 31.12.2019   |                    |                  |   |                              |   |              |  |  |
| Ι.    | Prior Period End Balance                           | 1.750.000          | -                | -   | 250.000                      | -   | (2.408)      | -  |  |
| П.    | Adjustments in Accordance with TAS 8               | -                  | -                | -   | -                            | -   | -            | -  |  |
|       | Effect of Correction of Errors                     | -                  | -                | -   | -                            | -   | -            | -  |  |
|       | Effect of Changes in Accounting Policies           | -                  | -                | -   | -                            | -   | -            | -  |  |
| Ш.    | Adjusted Beginning Balance (I+II)                  | 1.750.000          | -                | -   | 250.000                      | -   | (2.408)      | -  |  |
| IV.   | Total Comprehensive Income                         | -                  | -                | -   | -                            | -   | 43           | -  |  |
| V.    | Capital Increase by Cash                           | -                  | -                | -   | -                            | -   | -            | -  |  |
| VI.   | Capital Increase by Internal Sources               | -                  | -                | -   | -                            | -   | -            | -  |  |
| VII.  | Paid-in Capital Inflation Adjustment<br>Difference | -                  | -                | -   | -                            | -   | -            | -  |  |
| VIII. | Convertible Bonds                                  | -                  | -                | -   | -                            | -   | -            | -  |  |
| IX.   | Subordinated Debt Instruments                      | -                  | -                | -   | -                            | -   | -            |  |  |
| Х.    | Increase/decrease by other Changes (*) (**)        | -                  | -                | -   | 11.513                       | -   | -            | -  |  |
|       | Profit Distribution                                | -                  | -                | -   | -                            | -   | -            | -  |  |
| 11.1  | Dividends Paid                                     | -                  | -                | -   | -                            | -   | -            | -  |  |
| 11.2  | Transfers to Reserves                              | -                  | -                | -   | -                            | -   | -            | -  |  |
| 11.3  | Other  | -                  | -                | -   | -                            | -   | -            | -  |  |
|       |  |                    |                  |   |                              |   |              |  |  |
|       | Period end Balance (III+IV+X+XI)                   | 1.750.000          | -                | -   | 261.513                      | -   | (2.365)      | -  |  |

° Including Ziraat Finansal Kiralama A.Ş. effects of TL 324.388 from the merger with the Board of Directors' decision dated 21 February 2019 and numbered 6/1.

<sup>(\*\*)</sup> Includes fair value of initial recognition effects amounting to TL 11.513 of subordinated loan provided by the Bank from Turkey Wealth Funds Market Stability and Equalization Fund in the scope of additional main capital amounting to EUR 100.000 without demand and profit share and financial assets measured at amortized cost, which are provided on 24 April 2019, approved by BRSA dated 22 April 2019.

(\*\*\*) Reorganization effects disclosed in section three footnote III.

| <br>Foreign<br>Currency<br>Translation<br>Differences | Accumulated<br>Revaluation and/or<br>Remeasurement<br>Gain/Loss of the<br>Financial Assets at Fair<br>Value Through Other<br>Comprehensive Income | Other (Cash Flow Hedge Gain/<br>Loss Shares of Investments<br>Valued by Equity Method in Other<br>Comprehensive Income Classified<br>Through Profit or Loss and Other<br>Accumulated Amounts of Other<br>Comprehensive Income Items<br>Reclassified Through Other<br>Profit or Loss) | Profit<br>Reserves | Prior Period<br>Profit or<br>(Loss) | Current<br>Period<br>Profit or<br>Loss | Excluding<br>Minortiy |   | Total<br>Shareholders'<br>Equity |
|---|---|--|--------------------|-------------------------------------|--|-----------------------|---|----------------------------------|
|   |   |  |                    |                                     |  |                       |   |                                  |
| <br>-   | (15.383)  | -  | 9.691              | 158.902                             | -                                      | 1.402.739             | - | 1.402.739                        |
| <br>-   | -   | -  | -                  | 25.660                              | -                                      | 25.660                | - | 25.660                           |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | 25.660                              | -                                      | 25.660                | - | 25.660                           |
| <br>-   | (15.383)  | -  | 9.691              | 184.562                             | -                                      | 1.428.399             | - | 1.428.399                        |
| <br>-   | (21.186)  | -  |                    | -                                   | 325.233                                | 302.110               | - | 302.110                          |
| <br>-   | -   | -  |                    | -                                   | -                                      | 500.000               | - | 500.000                          |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
|   |   |  |                    |                                     |  |                       |   |                                  |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | 74.388             | -                                   | -                                      | 324.388               | - | 324.388                          |
| <br>-   | -   | -  | 148.902            | (158.902)                           | -                                      | (10.000)              | - | (10.000)                         |
| <br>-   | -   | -  | -                  | (10.000)                            | -                                      | (10.000)              | - | (10.000)                         |
| <br>-   | -   | -  |                    | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | 148.902            | (148.902)                           | -                                      | -                     | - | -                                |
| <br>-   | (36.569)  | -  | 232.981            | 25.660                              | 325.233                                | 2.544.897             | - | 2.544.897                        |
| <br>  |   |  |                    |                                     |  |                       |   |                                  |
| <br>  |   |  |                    |                                     |  |                       |   |                                  |
| <br>-   | (36.569)  | -  | 232.981            | 350.893                             | -                                      | 2.544.897             | - | 2.544.897                        |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  |                    |                                     | -                                      | -                     | - | -                                |
| <br>-   | (36.569)  | -  | 232.981            | 350.893                             | -                                      | 2.544.897             | - | 2.544.897                        |
| <br>-   | 93.640  | -  | -                  | -                                   | 516.735                                | 610.418               | - | 610.418                          |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
|   |   |  |                    |                                     |  |                       |   |                                  |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | 11.513                | - | 11.513                           |
| <br>-   | -   | -  | 322.665            | (322.665)                           | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | 322.665            | (322.665)                           | -                                      | -                     | - | -                                |
| <br>-   | -   | -  | -                  | -                                   | -                                      | -                     | - | -                                |
|   |   |  |                    |                                     |  |                       | - |                                  |
| <br>-   | 57.071  | -  | 555.646            | 28.228                              | 516.735                                | 3.166.828             | - | 3.166.828                        |

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|            |   | Note<br>(VI) | Current Period<br>01/01/2019 - 31/12/2019 | Audited Revised (۲)<br>Prior Period<br>01/01/2018 - 31/12/2018 |
|------------|---|--------------|---|--|
| Α.         | CASH FLOWS FROM BANKING OPERATIONS  |              |   |  |
| 1.1        | Operating profit before changes in operating assets and liabilities)                  |              | 293.549                                   | 252.142  |
| 1.1.1      | Profit Share Income Received  |              | 3.309.050                                 | 1.917.410  |
| 1.1.2      | Profit Share Expense Paid   |              | (2.110.916)                               | (1.035.526)  |
| 1.1.3      | Dividend Received   |              | 17.762                                    | 923  |
| 1.1.4      | Fees and Commissions Received   |              | 94.452                                    | 102.817  |
| 1.1.5      | Other Income  |              | 11.871                                    | 53.179   |
| 1.1.6      | Collections from Previously Written-off Loans   |              | 104.655                                   | 19.317   |
| 1.1.7      | Payments to Personnel and Service Suppliers   |              | (197.083)                                 | (11.058)   |
| 1.1.8      | Taxes Paid  |              | (187.674)                                 | 33.590   |
| 1.1.9      | Others <sup>(1)</sup>   |              | (748.568)                                 | (828.510)  |
| 1.2        | Changes in Operating Assets and Liabilities   |              | 796.115                                   | 228.352  |
| 1.2.1      | Net (Increase)/Decrease in Financial Assets at Fair Value Through Profit or Loss      |              | (15.541)                                  | (9.941)  |
| 1.2.2      | Net (Increase)/Decrease in Due From Banks And Other Financial Institutions            |              | (766.835)                                 | (322.368)  |
| 1.2.3      | Net (Increase)/Decrease in Loans  |              | (4.890.063)                               | (4.849.429)  |
| 1.2.4      | Net (Increase)/Decrease in Other Assets   |              | 812.165                                   | (206.075)  |
| 1.2.5      | Net Increase/(Decrease) in Bank Funds   |              | 10.306                                    | 9.805  |
| 1.2.6      | Net Increase/(Decrease) in Other Funds  |              | 10.309.851                                | 5.044.294  |
| 1.2.7      | Net Increase/Decrease in Financial Liabilities at Fair Value Through Profit or Loss   |              | - [                                       | -  |
| 1.2.8      | Net Increase/(Decrease) in Funds Borrowed   |              | (3.828.707)                               | (3.302.184)  |
| 1.2.9      | Net Increase/(Decrease) in Payables   |              |   | -  |
| 1.2.10     | Net Increase/(Decrease) in Other Liabilities (1)                                      |              | (835.061)                                 | 3.864.250  |
| I.         | Net Cash Provided from Banking Operations   |              | 1.089.664                                 | 480.494  |
| В.         | CASH FLOWS FROM INVESTING ACTIVITIES  |              |   |  |
| п.         | Net Cash Provided from Investing Activities   |              | (2.876.710)                               | (879.275)  |
|            |   |              |   |  |
| 2.1        | Cash Paid For Purchase Jointly Controlled Operations, Associates And Subsidiaries     |              | -   | (46.778)   |
| 2.2        | Cash Obtained from Sale of Jointly Controlled Operations, Associates and Subsidiaries |              | 46.778                                    | -  |
| 2.3        | Purchases of Tangible Assets  |              | (64.867)                                  | (73.675)   |
| 2.4        | Disposals of Tangible Assets  |              | (2 714 0 4)                               | - (750.022)  |
| 2.5        | Purchase of Financial Assets at Fair Value Through Other Comprehensive Income         |              | (2.314.864)                               | (758.822)  |
| 2.6        | Sale of Financial Assets at Fair Value Through Other Comprehensive Income             |              |   | -  |
| 2.7<br>2.8 | Purchase of Financial Assets Measured at Amortized Cost                               |              | (542.494)                                 | -  |
| 2.9        | Other   |              | (1.263)                                   | -  |
| C.         | CASH FLOWS FROM FINANCING ACTIVITIES  |              |   |  |
| III.       | Net Cash Provided from Financing Activities   |              | 1.495.332                                 | 654.155  |
| 71         | Cash Obbigs of from Earth Demound And Case (1997) to a st                             |              | 0.005 414                                 | 7 45 4 000   |
| 3.1        | Cash Obtained from Funds Borrowed And Securities Issued                               |              | 8.825.414                                 | 3.454.000  |
| 3.2        | Cash Used For Repayment of Funds Borrowed And Securities Issued                       |              | (7.322.598)                               | (2.777.402)  |
| 3.3<br>3.4 | Issued Equity Instruments<br>Dividends Paid   |              | 13.921                                    | -  |
| 3.4<br>3.5 | Payments for Finance Leases   |              | (43.744)                                  | -<br>(28.279)  |
| 3.6        | Other   |              | 22.339                                    | 5.836  |
| IV.        | Effect Of Change In Foreign Exchange Rate On Cash And Cash Equivalents                |              | 195.076                                   | 303.391  |
| V.         | Net Increase/(Decrease) In Cash And Cash Equivalents (I+II+III+IV)                    |              | (96.638)                                  | 558.765  |
| VI.        | Cash And Cash Equivalents At The Beginning Of The Period                              |              | 1.160.567                                 | 601.802  |
|            |   |              |   |  |
| VII.       | Cash And Cash Equivalents At The End Of The Period                                    |              | 1.063.929                                 | 1.160.567  |

(\*) Includes effects of merger of Ziraat Finansal Kiralama A.Ş. with the decision of the Board of Directors dated 21 February 2019 and numbered 6/1.

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|              |   | Current Period<br>(31/12/2019) | Prior Period (*<br>(31/12/2018) |
|--------------|---|--------------------------------|---------------------------------|
| I.           | DISTRIBUTION OF THE CURRENT YEAR INCOME                           |                                |                                 |
|              |   |                                |                                 |
| 1.1          | Current Year Income (Loss)  | 705.300                        | 414.549                         |
| 1.2          | Taxes and Duties Payable (-) <sup>(3)</sup>                       | 202.224                        | 113.918                         |
|              | Corporate Tax (Income Tax)  | 202.224                        | 113.91                          |
|              | Income withholding tax  |                                |                                 |
| 1.2.3        | Other taxes and duties  | -                              |                                 |
| Α.           | NET INCOME FOR THE YEAR (1.1-1.2)                                 | 503.076                        | 300.63                          |
| 1.3          | Prior Year Losses (-)   |                                |                                 |
|              | First Legal Reserves (-)  | -                              | 15.03                           |
|              | Other Statutory Reserves (-)                                      | -                              |                                 |
| в.           | NET INCOME AVAILABLE FOR DISTRIBUTION [(A-(1.3+1.4+1.5)]          | 503.076                        | 285.600                         |
|              |   |                                |                                 |
| 1.6          | First Dividend to Shareholders (-)                                |                                |                                 |
|              | To Owners of Ordinary Shares                                      |                                |                                 |
|              | To Owners of Privileged Shares                                    |                                |                                 |
|              | To Owners of Preferred Shares                                     |                                |                                 |
|              | To Profit Sharing Bonds   |                                |                                 |
| 1.6.5        | To Holders of Profit and Loss Sharing Certificates                |                                |                                 |
| 1.7          | Dividends to Personnel (-)  | -                              |                                 |
| 1.8          | Dividends to Board of Directors (-)                               | -                              |                                 |
| 1.9          | Second Dividend to Shareholders (-)                               | -                              |                                 |
|              | To Owners of Ordinary Shares                                      | -                              |                                 |
|              | To Owners of Privileged Shares                                    | -                              |                                 |
|              | To Owners of Preferred Shares                                     |                                |                                 |
|              | To Profit Sharing Bonds   | -                              |                                 |
| 1.9.5        | To Holders of Profit and Loss Sharing Certificates                | -                              |                                 |
| 1.10         | Second Legal Reserves (-)   | -                              |                                 |
| 1.11         | Statutory Reserves (-)  | -                              |                                 |
| 1.12         | Extraordinary Reserves (***)                                      | -                              | 285.600                         |
| 1.13<br>1.14 | Other Reserves<br>Special Funds                                   |                                |                                 |
|              |   |                                |                                 |
| II.          | DISTRIBUTION OF RESERVES  |                                |                                 |
| 2.1          | Appropriated Reserves   | -                              |                                 |
| 2.2          | Second Legal Reserves (-)   | -                              |                                 |
| 2.3          | Dividends to Shareholders (-)                                     | -                              |                                 |
| 2.3.1        | To Owners of Ordinary Shares                                      | -                              |                                 |
|              | To Owners of Privileged Shares                                    | -                              |                                 |
|              | To Owners of Preferred Shares                                     | -                              |                                 |
|              | To Profit Sharing Bonds   |                                |                                 |
|              | To Holders of Profit and Loss Sharing Certificates                |                                |                                 |
| 2.4<br>2.5   | Dividends to Personnel (-)<br>Dividends to Board of Directors (-) | -                              |                                 |
| 2.3          |   |                                |                                 |
| <u>III.</u>  | EARNINGS PER SHARE  |                                |                                 |
| 3.1          | To Owners of Ordinary Shares (***)                                | 0,2953                         | 0,2432                          |
| 3.2          | To Owners of Ordinary Shares (%)                                  | 29,5277                        | 24,3206                         |
| 3.3          | To Owners of Privileged Shares                                    | -                              |                                 |
| 3.4          | To Owners of Privileged Shares (%)                                | -                              |                                 |
| IV.          | DIVIDEND PER SHARE  |                                |                                 |
| 4.1          | To Owners of Ordinary Shares                                      |                                |                                 |
| <b>T.</b> I  | To Owners of Ordinary Shares (%)                                  |                                |                                 |
| 12           |   |                                |                                 |
| 4.2<br>4.3   | To Owners of Privileged Shares                                    |                                |                                 |

<sup>(2)</sup> Profit distribution is realized by the decision of the Bank's General Assembly and the Ordinary General Assembly Meeting for 2019 has not been held as of the date of the financial statements. Profit distribution is made according to the consolidated financial statements of the Bank.

(\*\*) Deferred tax related to current year, amount of TL 13.659 is not subject to profit distribution.

(\*\*\*) According to the Ordinary General Assembly decision dated June 11, 2019, TL 285.600 remaining after the distributable net profit of the period for 2018 was left as extraordinary reserve.

The accompanying explanations and notes form an integral part of these financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## SECTION THREE

### **ACCOUNTING PRINCIPLES**

## I. BASIS OF PRESENTATION

Ziraat Katılım Bankası A.Ş ("The Bank" or "Parent Bank") and their subsidiaries subject to consolidation ("The Group" together), prepares the consolidated financial statements in accordance with "the BRSA Accounting and Reporting Regulation" which includes the regulation on "The Procedures and Principles Regarding Banks' Accounting Practices and Maintaining Documents" published in the Official Gazette dated 1 November 2006 with No. 26333, and other regulations on accounting records of banks published by the Banking Regulation and Supervision Board and circulars and pronouncements published by the BRSA and Turkish Financial Reporting Standards "TFRS" published by the Public Oversight Accounting and Auditing Standards Authority for the matters not regulated by the aforementioned legislations.

The format and content of the publicly announced consolidated financial statements and notes to these statements have been prepared in accordance with the "Communiqué on Publicly Announced Financial Statements, Explanations and Notes to These Financial Statements", published in Official Gazette no. 28337, dated 28 June 2012 and amendments to this Communiqué. The Bank maintains its books in Turkish Lira in accordance with the Banking Law, Turkish Commercial Code and Turkish Tax Legislation.

The format and content of the publicly announced consolidated financial statements and notes to these statements have been prepared in accordance with the "Communiqué on Publicly Announced Financial Statements, Explanations and Notes to These Financial Statements", published in Official Gazette no. 28337, dated 28 June 2012 and amendments to this Communiqué. The Bank maintains its books in Turkish Lira in accordance with the Banking Law, Turkish Commercial Code and Turkish Tax Legislation. Unless otherwise specified, all balances in the consolidated financial statements and footnotes are expressed in thousand Turkish Lira ("TL") excluding financial assets and liabilities presented at fair value.

The preparation of financial statements requires the use of certain critical estimates on assets and liabilities reported as of balance sheet date or amount of contingent assets and liabilities explained and amount of income and expenses occurred in related period. Although these estimates rely on the management's best judgment, actual results can vary from these estimates. Judgements and estimates are explained in related notes.

## Additional paragraph for convenience translation into English:

The differences between accounting principles, as described in the preceding paragraphs and accounting principles generally accepted in countries in which the accompanying consolidated financial statements are to be distributed and International Financial Reporting Standards ("IFRS") have not been quantified in the accompanying consolidated financial statements. Accordingly, these consolidated financial statements are not intended to present the financial position, results of operations and changes in financial position and cash flows in accordance with the accounting principles generally accepted in such countries and IFRS.

### **CHANGES IN ACCOUNTING POLICIES**

TFRS 16 Leases standard is published in the Official Gazette no. 29826 dated 16 April 2018 which is effective for the reporting periods after 1 January 2019. The Bank applies TFRS 16 "Leases" Standard, which replaces TAS 17 "Leases", starting from 1 January 2019 for the first time. These liabilities were measured based on the discounted current value by using the incremental borrowing rate of interest of remaining lease payments as of 1 January 2019. The difference between the operating lease and financial lease has been removed and the lease transactions are started to be recognized under "Tangible Fixed Assets" as an asset and under "Liabilities from Leasing" as a liability.

The Parent Bank used the model projected by the standard in the transactions to be lessee, with the exception of low-value assets and short-term rentals (1 year or less).

TFRS 16 Leases standard abolishes the dual accounting model currently applied for lessees through recognizing finance leases in the balance sheet whereas not recognizing operational lease. Instead, it is set forth a single model similar to the accounting of finance leases (on balance sheet). For lessors, the accounting applications are almost the same. This standard is applied with modified retrospective approach recognizing the cumulative effect of initially applying the standard at the date of initial application. In this context, comparative information is not restated.

A lease liability and a right-of-use asset is recognized at the date of initial application for leases previously classified as an operating lease applying TAS 17. That lease liability is measured at the present value of the remaining lease payments, discounted using the The Parent Bank's alternative borrowing rate at the date of initial application. Besides, that right-of-use asset is measured at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognized in the statement of financial position immediately before the date of initial application.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### The effects of application of TFRS 16

|                         |         | TFRS 16<br>Classification Effect |        | realized by Eele |
|-------------------------|---------|----------------------------------|--------|------------------|
| Properties (Net)        | -       | 888                              | 81.768 | 82.656           |
| Tangible assets (Net)   | 52.116  | -                                | 5.707  | 57.823           |
| Other assets (Net)      | 164.410 | (888)                            | -      | 163.522          |
| Lease liabilities (Net) | -       | -                                | 87.475 | 87.475           |

### II. EXPLANATIONS ON USAGE STRATEGY OF FINANCIAL ASSETS AND FOREIGN CURRENCY TRANSACTIONS

The Parent Bank's main field of operations are; to provide all kinds of domestic and foreign currency cash, non-cash loans, make transactions in domestic and foreign capital markets, collect current and participation accounts. As of reporting date, an important part of the Bank's resources consists of funds collected, funds borrowed and shareholders equity. Bank evaluates these resources on lease certificates and loans.

The Parent Bank's liquidity position considered as defraying all the maturing liabilities.

The procedures including foreign currency were recorded based on the buying rate of the counter ruling at the transaction date. Foreign currency denominated monetary assets and liabilities are valued with the period end exchange rates announced by the Central Bank of Turkey converting them into Turkish Lira and valuation differences of foreign currencies have been recognized under the net foreign exchange income/expense account.

The Parent Bank carries out the balance sheet and equity management within the risk limits by the Asset and Liability Committee determined by the Board of Directors in order to keep the liquidity, exchange rate and credit risks within certain limits and to maximize the profitability in consideration of the market conditions within the possibilities.

### **III. EXPLANATIONS ON CONSOLIDATED SUBSIDIARIES**

### a. Consolidation principles applied:

The consolidated financial statements have been prepared in accordance with the procedures listed in the "Communiqués related to the Regulation on the Preparation of the Consolidated Financial Statements of Banks" published in the Official Gazette No. 26340 dated 8 November 2006 and the "Consolidated Financial Statements" ("TFRS 10").

### 1. Consolidation principles for subsidiaries:

Subsidiaries (including special purpose entity) are all entities, in which the Group has power to control the financial and operating policies for the benefit of the Parent Bank, either (a) through the power to exercise more than 50% of the voting rights relating to shares in the companies owned directly and indirectly by itself; or (b) although not having the power to exercise more than 50% of the using rights, otherwise having the power to exercise control over the financial and operating policies.

Control is evident when the Parent Bank owns, either directly or indirectly, the majority of the share capital of the company or owns the privileged shares or owns the right of controlling the operations of the company in accordance with the agreements made with other shareholders or owns the right of appointment or the designation of the majority of the board of directors of the company.

Subsidiaries are consolidated with full consolidation method by considering the outcomes of their activities and the size of their assets and shareholders' equity in scope of the materiality principle. Financial statements of the related subsidiaries are included in the consolidated financial statements beginning from the date control on their activities are transferred to the Group. Where necessary, accounting policies of subsidiaries have been changed to ensure consistency with the policies adopted by the Group.

In accordance with the full consolidation method, balance sheet, income statement and off balance sheet items of the subsidiaries have been consolidated line by line with the balance sheet, income statement and off balance sheet of the Parent Bank. The book value of the investments of the Group in each subsidiary has been netted off with the portion of each subsidiary's capital that belongs to the Group. Unrealized gains and losses and balances resulting from the transactions among the subsidiaries included in consolidated subsidiaries have been identified and deducted from the net income of the subsidiary.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The subsidiaries included in consolidation, their title, their place of incorporation, their main activities and their effective shareholding rates are as follows:

| 31 December 2019                    |                        |                           |     |  |  |  |  |
|-------------------------------------|------------------------|---------------------------|-----|--|--|--|--|
| Title                               | Address (City/Country) | Main Activities           |     | Parent Bank's Risk Group<br>Share Percentage (%) |  |  |  |
| Ziraat Katılım Varlık Kiralama A.Ş. | İstanbul/Turkey        | Rent Certificate<br>Issue | 100 | 100  |  |  |  |
| ZKB Varlık Kiralama A.Ş.            | İstanbul/Turkey        | Rent Certificate<br>Issue | 100 | 100  |  |  |  |

Ziraat Katılım Varlık Kiralama A.Ş was established and registered to the trade registry in 22 January 2016 with the permission taken from "Banking Regulation and Supervision Agency" and "Capital Markets Board of Turkey". Ziraat Katılım Varlık Kiralama A.S has been founded to operate lease certificate according to rulings of Capital Markets Board of Turkey which was dated 7 June 2013 and numbered 28760 serial: 3 no: 61.1 published in Official Gazette. ZKB Varlık Kiralama Anonim Şirketi was established on 19 July 2017 with TL 50 capital amount paid by the Main Shareholder Bank. It began to operate after the registration on 8 September 2017.

### 2. Consolidation principles of associates and joint ventures:

As of the date of 31 December 2019, there is no jointly controlled subsidiaries.

### 3. Explanations on investments in associates and subsidiaries:

Based on the TAS 27 "Turkish Accounting Standard for Separate Financial Statements", Turkish Lira denominated investments in associates and subsidiaries are accounted at cost value and are reflected to the consolidated financial statements after deducting the provision for impairment, if any. As of 22 January 2016, as a wholly owned subsidiary of the Bank, Ziraat Katılım Varlık Kiralama A.Ş. was established as a subsidiary. On 19 July 2017, the ZKB Varlık Kiralama A.Ş. was established with a capital of TL 50, which was fully paid by the Bank. The Company has started to operate after the registration on 8 September 2017.

According to Turkey Financial Reporting Standards there is no special requirements for recognition in business combinations under common control. Therefore, subject to common control business of the acquirer in the merger, No. 2018-1 issued by POA of Turkish Financial Reporting Standards for the implementation of pooling of interest method is used. According to this method:

- 1. The acquirer recognizes the assets and liabilities of the acquirer into the financial statements at their carrying amounts determined in accordance with TFRS at the date of merger.
- 2. The acquirer measures the value of the non-controlling interests, if any, at the date of the merger over the proportional share of the carrying values of the assets and liabilities to which they relate. Changes in non-controlling interests arising from the merger are accounted for as equity transactions in accordance with TFRS 10 Consolidated Financial Statements.
- 3. Costs arising from the merger are recognized directly in profit or loss.
- 4. Goodwill does not exist in business combinations under common control.
- 5. The principles set forth in Articles 6 and 7 are applied in order to eliminate any possible asset liability mismatch arising from a business combination subject to common control.
- 6. When the merger is recognized in ways other than a share exchange (e.g. when the merger occurs by cash payment or without paying any price):
  - (a) If the carrying amount of the acquired net assets exceeds the transferred value, the difference is recognized as the additional capital of the shareholders and the value of the Share Premium item is increased.
  - (b) If the transferred amount exceeds the carrying amount of the acquired net assets at the date of the merger, the difference is reflected in the "a Combination of Entities or Business Under Common Control" as an item reducing the equity.

TFRS 3 is applied in the calculation of the transferred amount as of the merger date. However, in a merger subject to progressive joint control, the acquirer measures the equity shares in the acquired acquisitions over the book value at the beginning of the comparative period. However, equity shares acquired on a comparative date are measured at the purchase price. The acquirer eliminates the income or expenses that are reflected to the financial statements in relation to these shares in the period between these dates and the merger date.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

- 7. When the merger is realized through share exchange:
  - (a) The shares issued by the acquirer are included in the financial statements at their nominal values. Therefore, any share premiums related to these shares are not reflected in the financial statements.
  - (b) The difference found by subtracting the nominal value of the shares issued by the acquirer from the book value of the acquired net assets of the merger on the date of merger is reflected to the "Effect of Mergers Including Joint Controlled Entity or Entities".
- 8. When the merger is recognized partly through the exchange of shares and partly through the payment of other payments, the percentage of the acquired business is determined on the basis of the fair values of the issued shares and other amounts transferred and the clauses of Article 6 and 7 is applied accordingly.
- 9. The financial statements of the comparative period are restated as if the merger is recognized at the beginning of the period.
- 10. In the event that the subsidiary acquired as a result of a business combination subject to joint control is subsequently lost, the relevant clauses of TFRS 10 Consolidated Financial Statements are applied. When there is an amount recorded in the "a Combination of Entities or Business Under Common Control", the amount is transferred to "Retained Earnings/Losses" and explained in the disclosures. The entity also discloses the gain or loss arising from the loss of control of the subsidiary in the statement of profit or loss and other comprehensive income in a separate item (Gains/Losses from the disposal of a subsidiary subject to joint control).

If the entity acquired as a result of a business combination subject to joint control expires and is included in the acquirer, or if such a situation arises or the subsidiary is subsequently dissolved, the amounts included in a Combination of Entities or Business Under Common Control or Entities shall be are transferred to previous years' profits/losses in equal installments within 5 accounting periods.

Acquired assets and liabilities are recorded at the book value previously recorded in the consolidated financial statements of the Bank's shareholders. The equity items of the acquired companies are added to the same items in the Bank's equity, except for the capital, and the resulting profit or loss is recognized in the equity.

With the Board of Directors decision dated 21 February 2019 and numbered 6/1, the Bank takes over Ziraat Finansal Kiralama A.Ş. As a result of the merger, Ziraat Finansal Kiralama A.Ş.' 24% stake in Ziraat Yatırım Menkul Değerler A.Ş. transferred to the Parent Bank. Ziraat Yatırım Menkul Değerler A.Ş., registered in the 364979 registry number, was transferred to Ziraat Bankası A.Ş. on November 22, 2019, with a nominal value of TL 14.400, corresponding to 24%.

This merger is evaluated as "Business Combinations Under Common Control" within the scope of the POA No. 2018-1 "Implementation of Resolution for the Turkish Accounting Principles" and pooling of interest method is applied. In this context, 31 December 2018 financial statements, profit or loss statements, other comprehensive income statements, changes in equity and cash flow statements were rearranged.

The effects of the regulations and classifications described above are presented below.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|              | ASSESTS  |      | Audited<br>Prior Period<br>(31/12/2018) | Elimination<br>Effects Included<br>Ziraat Finansal<br>Kiralama A.Ş.<br>Merging Effect<br>(31/12/2018) | Revised<br>Prior Period<br>(31/12/2018) |
|--------------|--|------|---|---|---|
| I.           | FINANCIAL ASSETS (NET)   |      | 4.098.568                               | 24.554  | 4.123.122                               |
| 1.1          | Cash And Cash Equivalents  |      | 2.794.150                               | 15.035  | 2.809.185                               |
| 1.1.1        | Cash And Balances With Central Bank  | (1)  | 2.007.313                               | -   | 2.007.313                               |
| 1.1.2        | Banks  | (1)  | 787.671                                 | 15.035  | 802.706                                 |
| 1.1.3        | Money Market Placements  | (2)  | -                                       | -   | -                                       |
| 1.1.4        | Expected Credit Losses (-)   | (4)  | 834                                     | _   | 834                                     |
| 1.2          | Financial Assets Measured At Fair Value Through Profit/Loss                  | (4)  |   | _   |   |
| 1.2.1        | Government Securities  |      |   | _   |   |
| 1.2.2        | Equity Securities  |      |   | _   |   |
| 1.2.3        | Other Financial Assets   |      |   |   |   |
| 1.3          | Financial Assets Measured at Fair Value Through Other Comprehensive Income   | (3)  | 1.304.362                               | 13  | 1.304.375                               |
| 1.3.1        | Government Securities  | (3)  |   | -<br>-  |   |
| 1.3.1        | Equity Securities  |      | 4.897                                   | - 13  | 4.910                                   |
| 1.3.2        | Other Financial Assets   |      | 1.299.465                               | -<br>-  | 1.299.465                               |
| 1.3.3<br>1.4 | Derivative Financial Assets  | (5)  | 1.299.405<br>56                         | 9.506   | 9.562                                   |
| •••••        | Derivative Financial Assets<br>Derivative Financial Assets Measured at FVTPL | (5)  | 56                                      | 9.506   |   |
| 1.4.1        | •  |      | 50                                      | 9.506   | 9.562                                   |
| 1.4.2        | Derivative Financial Assets Measured at FVOCI                                |      | -                                       | - 7 140 145   | -                                       |
| 11.          | FINANCIAL ASSETS MEASURED AT AMORTIZED COST (NET)                            | (0)  | 17.739.084                              | 3.142.145   | 20.881.229<br>17.243.990                |
| 2.1          | Loans  | (6)  | 17.243.990                              | -   |   |
| 2.2          | Lease Receivables  | (7)  | 703.834                                 | 3.444.805   | 4.148.639                               |
| 2.3          | Measured at Amortized Cost   | (7)  | -                                       | -   |   |
| 2.3.1        | Government Securities  |      | -                                       | -   | -                                       |
| 2.3.2        | Other Financial Assets   |      | -                                       | -   | -                                       |
| 2.4          | Expected Credit Losses (-)   | (0)  | 208.740                                 | 302.660   | 511.400                                 |
|              | ASSETS HELD FOR SALE AND ASSETS OF DISCONTINUED OPERATIONS (Net)             | (8)  | 4.259                                   | 963   | 5.222                                   |
| 3.1          | Asset Held for Sale  |      | 4.259                                   | 963   | 5.222                                   |
| 3.2          | Assets of Discontinued Operations  |      | -                                       | -   | -                                       |
| IV.          | INVESTMENTS IN ASSOCIATES SUBSIDIARIES AND JOINT VENTURES                    | (9)  | -                                       | 46.778  | 46.778                                  |
| 4.1          | Associates (Net)   |      | -                                       | 46.778  | 46.778                                  |
| 4.1.1        | Associates Consolidated Under Equity Accounting                              |      | -                                       | -   | -                                       |
| 4.1.2        | Consolidated Associates  |      | -                                       | 46.778  | 46.778                                  |
| 4.2          | Subsidiaries (Net)   |      | -                                       | -   | -                                       |
| 4.2.1        | Consolidated Financial Investments in Subsidiaries                           |      | -                                       | -   | -                                       |
| 4.2.2        | Consolidated Non-Financial Investments in Subsidiaries                       |      | -                                       | -   | -                                       |
| 4.3          | Joint Ventures (Net)   |      | -                                       | -   | -                                       |
| 4.3.1        | Joint-Ventures Consolidated Under Equity Accounting                          |      | -                                       | -   | -                                       |
| 4.3.2        | Consolidated Joint-Ventures  |      | -                                       | -   | -                                       |
| ۷.           | TANGIBLE ASSETS (NET)  | (10) | 52.116                                  | 543   | 52.659                                  |
| VI.          | INTANGIBLE ASSETS (Net)  | (11) | 80.396                                  | 776   | 81.172                                  |
| 6.1          | Goodwill   |      | -                                       | -   | -                                       |
| 6.2          | Other  |      | 80.396                                  | 776   | 81.172                                  |
| VII.         | INVESTMENT PROPERTY (NET)  | (12) | -                                       | -   | -                                       |
| VIII.        | CURRENT TAX ASSET  | (13) | -                                       | -   | -                                       |
| IX.          | DEFERRED TAX ASSETS  | (14) | 49.870                                  | 5.084   | 54.954                                  |
| х.           | OTHER ASSETS   | (15) | 164.410                                 | 67.710  | 232.120                                 |
|              | TOTAL ASSETS   |      | 22.188.703                              | 3.288.553   | 25.477.256                              |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|        | LIABILITIES AND SHAREHOLDERS' EQUITY  |      | Audited<br>Prior Period<br>(31/12/2018) | Elimination<br>Effects Included<br>Ziraat Finansal<br>Kiralama A.Ş.<br>Merging Effect<br>(31/12/2018) | Revised<br>Prior Period<br>(31/12/2018) |
|--------|---|------|---|---|---|
| I.     | FUNDS COLLECTED   | (1)  | 15.150.983                              | -   | 15.150.983                              |
| II.    | FUNDS BORROWED  | (2)  | 1.986.777                               | 2.649.551   | 4.636.328                               |
| III.   | MONEY MARKET DEBTS  | (3)  | 864.414                                 | -   | 864.414                                 |
| IV.    | SECURITIES ISSUED (Net)   | (4)  | 1.375.097                               | 179.895   | 1.554.992                               |
| ۷.     | FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS  | (5)  | -                                       | -   | -                                       |
| VI.    | DERIVATIVE FINANCIAL LIABILITIES  | (6)  | 6.145                                   | -   | 6.145                                   |
| 6.1    | Derivative Financial Liabilities at Fair Value Through Profit or Loss                                 |      | 6.145                                   | -   | 6.145                                   |
| 6.2    | Derivative Financial Liabilities at Fair Value Through Other Comprehensive Income                     |      | -                                       | -   | -                                       |
| VII.   | LEASE PAYABLES  | (7)  | 415                                     | -   | 415                                     |
| VIII.  | PROVISIONS  | (8)  | 131.964                                 | 1.669   | 133.633                                 |
| 8.1    | Restructuring Provisions  |      | -                                       | -   | -                                       |
| 8.2    | Reserve for Employee Benefits   |      | 21.640                                  | 1.614   | 23.254                                  |
| 8.3    | Insurance Technical Provisions (Net)  |      | -                                       | -   | -                                       |
| 8.4    | Other Provisions  |      | 110.324                                 | 55  | 110.379                                 |
| IX.    | CURRENT TAX LIABILITY   | (9)  | 53.987                                  | (10.202)  | 43.785                                  |
| X      | DEFERRED TAX LIABILITY  | (10) | -                                       | -   | -                                       |
| XI.    | LIABILITIES FROM PROPERTY AND EQUIPMENT HELD FOR SALE AND RELATED TO<br>DISCONTINUED OPERATIONS (Net) | (11) | -                                       | -   | -                                       |
| 11.1   | Held for Sale Purpose   |      | -                                       | -   | -                                       |
| 11.2   | Related to Discontinued Operations  |      | -                                       | -   | -                                       |
| XII.   | SUBORDINATED DEBT INSTRUMENTS   | (12) | -                                       | -   | -                                       |
| 12.1   | Loans   |      | -                                       | -   | -                                       |
| 12.2   | Other Debt Instruments  |      | -                                       | -   | -                                       |
| XIII.  | OTHER LIABILITIES   | (13) | 400.337                                 | 141.327   | 541.664                                 |
| XIV.   | SHAREHOLDERS' EQUITY  | (14) | 2.218.584                               | 326.313   | 2.544.897                               |
| 14.1   | Paid-in capital   |      | 1.750.000                               | -   | 1.750.000                               |
| 14.2   | Capital Reserves  |      | -                                       | 250.000   | 250.000                                 |
| 14.2.1 | Share Premium   |      | -                                       | -   | -                                       |
| 14.2.2 | Share Cancellation Profits  |      | -                                       | -   | -                                       |
| 14.2.3 | Other Capital Reserve   |      | -                                       | 250.000   | 250.000                                 |
| 14.3   | Accumulated Other Comprehensive Income or Loss That will not be Reclaasified in<br>Profit or Loss     |      | (1.728)                                 | (680)   | (2.408)                                 |
| 14.4   | Accumulated Other Comprehensive Income or Loss That will not be Reclassified in<br>Profit or Loss     |      | (36.606)                                | 37  | (36.569)                                |
| 14.5   | Profit Reserves   |      | 158.593                                 | 74.388  | 232.981                                 |
| 14.5.1 | Legal Reserves  |      | 9.961                                   | 7.969   | 17.930                                  |
| 14.5.2 | Status Reserves   |      | -                                       | -   | -                                       |
| 14.5.3 | Extraordinary Reserves  |      | 138.256                                 | 66.419  | 204.675                                 |
| 14.5.4 | Other Profit Reserves   |      | 10.376                                  | -   | 10.376                                  |
| 14.6   | Profit or (Loss)  |      | 348.325                                 | 2.568   | 350.893                                 |
| 14.6.1 | Prior Period Profit/Loss  |      | 25.660                                  | -   | 25.660                                  |
| 14.6.2 | Current Period Profit/Loss  |      | 322.665                                 | 2.568   | 325.233                                 |
|        | TOTAL LIABILITIES AND EQUITY  |      | 22.188.703                              | 3.288.553   | 25.477.256                              |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|              | INCOME/EXPENSE ITEMS  | Note<br>(V) | Audited<br>Prior Period<br>(31/12/2018) | Elimination<br>Effects Included<br>Ziraat Finansal<br>Kiralama A.Ş.<br>Merging Effect<br>(31/12/2018) | Revised<br>Prior Period<br>(31/12/2018) |
|--------------|---|-------------|---|---|---|
| Ι.           | PROFIT SHARE INCOME   | (1)         | 2.090.557                               | 237.825   | 2.328.382                               |
| 1.1          | Profit Share on Loans   |             | 1.852.528                               | 1.463   | 1.853.991                               |
| 1.2          | Profit Share on Reserve Deposits  |             | 37.081                                  | -   | 37.081                                  |
| 1.3          | Profit Share on Banks   |             | -                                       | 7.039   | 7.039                                   |
| 1.4          | Profit Share on Money Market Placements   |             | -                                       | -   | -                                       |
| 1.5          | Profit Share on Marketable Securities Portfolio                                     |             | 136.942                                 | -   | 136.942                                 |
| 1.5.1        | Financial Assets Measured at Fair Value Through Profit/Loss                         |             | -                                       | -   | -                                       |
| 1.5.2        | Financial Assets Measured at Fair Value Through Other Comprehensive Income          |             | 136.942                                 | -   | 136.942                                 |
| 1.5.3        | Financial Assets Measured at Amortised Cost   |             | -                                       | -   | -                                       |
| 1.6<br>1.7   | Financial Lease Income<br>Other Profit Share Income                                 |             | 54.581<br>9.425                         | 218.696<br>10.627   | 273.277                                 |
| I./          | PROFIT SHARE EXPENSE  | (2)         | 1.319.723                               | 10.627  | 20.052<br>1.462.961                     |
| 2.1          | Expense on Profit Sharing Accounts  | (2)         | 1.099.243                               | 143.230   | 1.099.243                               |
| 2.2          | Profit Share Expense on Funds Borrowed  |             | 54.976                                  | -<br>109.811  | 164.787                                 |
| 2.3          | Profit Share Expense on Money Market Borrowings                                     |             | 24.801                                  | 105.011   | 24.801                                  |
| 2.5          | Expense on Securities Issued  |             | 140.695                                 | -<br>33.427   | 174.122                                 |
| 2.5          | Lease Profit Share Expense  |             | 140.095                                 |   | 7                                       |
| 2.6          | Other Profit Share Expenses   |             | /<br>1                                  | -   | ,<br>1                                  |
| . <u>.</u> . | NET PROFIT SHARE INCOME (I - II)  |             | 770.834                                 | 94.587  | 865.421                                 |
| IV.          | NET FEES AND COMMISSIONS INCOME/EXPENSE   |             | 60.727                                  | 16.952  | 77.679                                  |
| 4.1          | Fees and Commissions Received   |             | 84.273                                  | 18.544  | 102.817                                 |
| 4.1.1        | Non-cash Loans  |             | 66.607                                  | -   | 66.607                                  |
| 4.1.2        | Other   |             | 17.666                                  | 18.544  | 36.210                                  |
| 4.2          | Fees and commissions paid   |             | 23.546                                  | 1.592   | 25.138                                  |
| 4.2.1        | Non-cash Loans  |             | 42                                      | 154   | 196                                     |
|              | Other   |             | 23.504                                  | 1.438   | 24.942                                  |
| ٧.           | DIVIDEND INCOME   | (3)         | 177                                     | 746   | 923                                     |
| VI.          | NET TRADING INCOME  | (4)         | 57.781                                  | (4.283)   | 53.498                                  |
| 6.1          | Capital Market Transaction Gains/Losses   |             | (2.396)                                 | -   | (2.396)                                 |
| 6.2          | Gains/Losses From Derivative Financial Instruments                                  |             | 61.368                                  | 5.022   | 66.390                                  |
| 6.3          | Foreign Exchange Gains/Losses   |             | (1.191)                                 | (9.305)   | (10.496)                                |
| VII.         | OTHER OPERATING INCOME  | (5)         | 80.212                                  | 39.609  | 119.821                                 |
| VIII.        | TOTAL OPERATING PROFIT (III+IV+V+VI+VII)  |             | 969.731                                 | 147.611   | 1.117.342                               |
| IX.          | EXPECTED CREDIT LOSSES (-)  | (6)         | 221.833                                 | 124.786   | 346.619                                 |
| Χ.           | OTHER PROVISIONS (-)  |             | 49.855                                  | 181   | 50.036                                  |
| XI.          | PERSONNEL EXPENSES (-)  | (7)         | 123.973                                 | 13.884  | 137.857                                 |
| XII.         | OTHER OPERATING EXPENSES (-)  | (7)         | 159.521                                 | 7.862   | 167.383                                 |
| XIII.        | NET OPERATING PROFIT/LOSS (VIII-IX-X-XI-XII)  |             | 414.549                                 | 898   | 415.447                                 |
| XIV<br>XV.   | INCOME RESULTED FROM MERGERS<br>INCOME/LOSS FROM EQUITY METHOD APPLIED SUBSIDIARIES |             | -                                       | -   | -                                       |
| XVI.         | GAIN/LOSS ON NET MONETARY POSITION  |             | -                                       | -   | -                                       |
| XVII.        | PROFIT/LOSS BEFORE TAX FROM CONTINUED OPERATIONS (XII++XV)                          | (8)         | 414.549                                 | - 898   | -<br>415.447                            |
|              | TAX PROVISION FOR CONTINUED OPERATIONS (XII++XV)                                    | (8)<br>(9)  | (91.884)                                | 1.670   | (90.214)                                |
| 18.1         | Current Tax Provision   | (3)         | (113.918)                               | (3.130)   | (117.048)                               |
| 18.2         | Expense Effect of Deferred Tax (+)  |             | (113.918)                               | (9.467)   | (10.093)                                |
| 18.3         | Income Effect of Deferred Tax (-)   |             | 22.660                                  | 14.267  | 36.927                                  |
| XIX.         | NETOPERATING PROFIT/LOSS AFTER TAXES (XVI±XVII)                                     | (10)        | 322.665                                 | 2.568   | 325.233                                 |
| XX.          | INCOME FROM DISCONTINUED OPERATIONS   |             | -                                       | -   | -                                       |
| 20.1         | Income from Assets Held for Sale  |             | -                                       | -   | -                                       |
| 20.2         | Profit from Sales of Associates, Subsidiaries and Joint Ventures                    |             | -                                       | -   | -                                       |
| 20.3         | Income from Other Discontinued Operations   |             | -                                       | -   | -                                       |
| XXI.         | EXPENSES FROM DISCONTINUED OPERATIONS (-)   |             | -                                       | -   | -                                       |
| 21.1         | Expenses on Assets Held for Sale  |             | -                                       | -   | -                                       |
| 21.2         | Loss from Sales of Associates, Subsidiaries and Joint Ventures                      |             | -                                       | -   | -                                       |
| 21.3         | Expenses from Other Discontinued Operations   |             | -                                       | -   | -                                       |
| XXII.        | PROFIT/LOSS BEFORE TAXES ON DISCONTINUED OPERATIONS (XIX-XX)                        |             | -                                       | -   | -                                       |
| XXIII.       | PROVISION FOR TAXES OF DISCONTINUED OPERATIONS (±)                                  |             | -                                       | -   | -                                       |
| 23.1         | Current Tax Charge  |             | -                                       | -   | -                                       |
| 23.2         | Expense Effect of Deferred Tax (+)  |             | -                                       | -   | -                                       |
| 23.3         | Income Effect of Deferred Tax (-)   |             |   |   |   |
| ***********  | NET PROFIT/LOSS FROM DISCONTINUED OPERATIONS (XXI±XXII)                             |             | -                                       | -   | -                                       |
| XXV.         | NET PROFIT/LOSS (XVIII+XXIII)   | (11)        | 322.665                                 | 2.568   | 325.233                                 |
|              | Earnings per share income/loss (Full TL)  |             | 0,1843                                  | 0,0103  | 0,1858                                  |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

|              |  | Note<br>(V) | Audited<br>Prior Period<br>(31/12/2018) | Elimination Effects<br>Included Ziraat Finansal<br>Kiralama A.Ş. Merging<br>Effect (31/12/2018) | Revised<br>Prior Period<br>(31/12/2018) |
|--------------|--|-------------|---|---|---|
| A OFF        | -BALANCE SHEET COMMITMENTS (I+II+III)                            | (1)         | 13.053.227                              | 219.931   | 13.273.158                              |
| <u>I.</u>    | GUARANTEES AND WARRANTIES  |             | 10.283.442                              | -   | 10.283.442                              |
| 1.1          | Letters of Guarantee   |             | 8.640.366                               | -   | 8.640.366                               |
| 1.1.1        | Guarantees Subject to State Tender Law                           |             | 1.700.282                               |   | 1.700.282                               |
| 1.1.2        | Guarantees Given for Foreign Trade Operations                    |             | 3.622.754                               | -   | 3.622.754                               |
| 1.1.3        | Other Letters of Guarantee                                       |             | 3.317.330                               | -   | 3.317.330                               |
| 1.2          | Bank Acceptances   |             | 3.591                                   |   | 3.591                                   |
| 1.2.1        | Import Letter of Acceptance                                      |             | 3.591                                   |   | 3.591                                   |
| 1.2.2        | Other Bank Acceptances   |             | -<br>616.808                            | -   | -<br>616.808                            |
| 1.3<br>1.3.1 | Documentary Letters of Credit                                    |             | 616.808                                 |   | 616.808                                 |
| 1.3.1        | Other Letters of Credit  |             | 010.000                                 |   | 010.000                                 |
| 1.3.2        | Prefinancing Given as Guarantee                                  |             | -                                       |   |   |
| 1.5          | Endorsements   |             | -                                       |   |   |
| 1.5.1        | Endorsements to the Central Bank of the Republic of Turkey       |             | -                                       | -   | -                                       |
| 1.5.2        | Other Endorsements   |             | -                                       | -   | -                                       |
| 1.6          | Other Guarantees   |             | 1.010.273                               | -   | 1.010.273                               |
| 1.7          | Other Collaterals  |             | 12.404                                  | -   | 12.404                                  |
| II.          | COMMITMENTS  | (1)         | 358.815                                 | -   | 358.815                                 |
| 2.1          | Irrevocable Commitments  |             | 358.815                                 | -   | 358.815                                 |
| 2.1.1        | Forward asset purchase commitments                               |             | 88.064                                  | -   | 88.064                                  |
| 2.1.2        | Share Capital Commitments to Associates and Subsidiaries         |             | -                                       | -   | -                                       |
| 2.1.3        | Loan Granting Commitments  |             | -                                       | -   | -                                       |
| 2.1.4        | Securities Issue Brokerage Commitments                           |             | -                                       | -   | -                                       |
| 2.1.5        | Commitments for Reserve Deposit Requirements                     |             | -                                       | -   | -                                       |
| 2.1.6        | Payment commitment for checks                                    |             | 102.994                                 | -   | 102.994                                 |
| 2.1.7        | Tax and Fund Liabilities from Export Commitments                 |             | 6.925                                   | -   | 6.925                                   |
| 2.1.8        | Commitments for Credit Card Limits                               |             | -                                       | -   | -                                       |
| 2.1.9        | Commitments for Credit Cards and Banking Services Promotions     |             | -                                       | -   | -                                       |
| 2.1.10       | Receivables from Short Sale Commitments of Marketable Securities |             | -                                       | -   | -                                       |
| 2.1.11       | Payables for Short Sale Commitments of Marketable Securities     |             | -                                       | -   | -                                       |
| 2.1.12       | Other Irrevocable Commitments                                    |             | 160.832                                 | -   | 160.832                                 |
| 2.2          | Revocable Commitments  |             | -                                       | -   | -                                       |
| 2.2.1        | Revocable Loan Granting Commitments                              |             | -                                       | -   |   |
| 2.2.2        | Other Revocable Commitments                                      |             | -                                       | -   | -                                       |
|              | DERIVATIVE FINANCIAL INSTRUMENTS                                 |             | 2.410.970                               | 219.931   | 2.630.901                               |
| 3.1          | Hedging Derivative Financial Instruments                         |             | -                                       |   |   |
| 3.1.1        | Fair value hedge   |             | -                                       | -   | -                                       |
| 3.1.2        | Cash flow hedge<br>Foreign Net Investment Hedges                 |             | -                                       |   | -                                       |
| 3.1.3<br>3.2 | Trading Derivative Financial Instruments                         |             | 2.410.970                               | 219.931   | 2.630.901                               |
| 3.2.1        | Forward Foreign Currency Buy/Sell Transactions                   |             | 2.410.970                               | 219.931   | 2.630.901                               |
|              | Forward Foreign Currency Transactions-Buy                        |             | 1.204.570                               | 116.867   | 1.321.437                               |
| 3.2.1.2      | Forward Foreign Currency Transactions-Sell                       |             | 1.206.400                               | 103.064   | 1.309.464                               |
| 3.2.2        | Other Forward Buy/Sell Transaction                               |             | -                                       | -   |   |
| 3.3          | Other  |             | -                                       | -   | -                                       |
| В.           | CUSTODY AND PLEDGES RECEIVED (IV+V+VI)                           |             | 21.770.909                              | -   | 21.770.909                              |
| IV.          | ITEMS HELD IN CUSTODY  |             | 2.074.249                               | -   | 2.074.249                               |
| 4.1          | Customer Fund and Portfolio Balances                             |             | -                                       | -   | -                                       |
| 4.2          | Investment Securities Held in Custody                            |             | 919.760                                 | -   | 919.760                                 |
| 4.3          | Checks Received for Collection                                   |             | 422.487                                 | -   | 422.487                                 |
| 4.4          | Commercial Notes Received for Collection                         |             | 42.217                                  | -   | 42.217                                  |
| 4.5          | Other Assets Received for Collection                             |             | -                                       | -   | -                                       |
| 4.6          | Assets Received for Public Offering                              |             | -                                       | -   | -                                       |
| 4.7          | Other Items Under Custody  |             | 299.065                                 | -   | 299.065                                 |
| 4.8          | Custodians   |             | 390.720                                 | -   | 390.720                                 |
| ۷.           | PLEDGES RECEIVED   |             | 19.696.660                              | -   | 19.696.660                              |
| 5.1          | Marketable Securities  |             | 1.361.921                               | -   | 1.361.921                               |
| 5.2          | Guarantee Notes  |             | 1.360.608                               | -   | 1.360.608                               |
| 5.3          | Commodity  |             | 1.653.981                               | -   | 1.653.981                               |
| 5.4          | Warranty   |             | -                                       | -   | -                                       |
| 5.5          | Properties   |             | 12.220.979                              | -   | 12.220.979                              |
| 5.6          | Other Pledged Items  |             | 3.099.171                               | -   | 3.099.171                               |
| 5.7          | Pledged Items-Depository   |             | -                                       | -   | -                                       |
| VI.          | ACCEPTED INDEPENDENT GUARANTEES AND WARRANTIES                   |             | -                                       | -   | -                                       |
|              |  |             |   |   |   |
|              | TOTAL OFF-BALANCE SHEET COMMITMENTS (A+B)                        |             | 34.824.136                              | 219.931   | 35.044.067                              |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# IV. EXPLANATIONS ON FORWARD AND OPTION CONTRACTS AND DERIVATIVE INSTRUMENTS

The Parent Bank's derivative financial instruments consist of forward foreign currency buy/sell agreements.

Derivative financial instruments of the Parent Bank are classified under "TFRS 9 Financial Instruments" ("TFRS 9"), "Derivative Financial Assets at Fair Value through Profit or Loss" or "Derivative Financial Assets at Fair Value through Other Comprehensive Income".

Derivative transactions are valued at their fair values subsequent to their acquisition. In accordance with the classification of derivative financial instruments, if the fair value is positive, the amount is classified as "Derivative Financial Assets at Fair Value Through Profit or Loss", if the fair value is negative, the amount is classified as "Derivative Financial Liabilities at Fair Value Through Profit or Loss". The fair value differences of derivative financial instruments are recognized in the income statement under trading profit/loss line in profit/loss from derivative financial transactions.

The fair value of derivative instruments is calculated by taking into account the market value of the derivatives or by using the discounted cash flow model.

The payables and receivables arising from derivative transactions are recorded in off-balance sheet accounts at their agreement amounts.

# V. EXPLANATIONS ON PROFIT SHARE INCOME AND EXPENSE

Profit share incomes are recognized in accordance with internal rate of return method. The Bank calculates expense accrual in accordance with the unit value calculation method on sharing accounts and reflects these amounts in "Funds Collected" account on the balance sheet.

# VI. EXPLANATIONS ON FEES AND COMMISSION INCOME AND EXPENSES

Commission income from banking, agency, intermediary services is recognized as income on the date collected. Whereas, commission income from individual, corporate and entrepreneurial loans are recognized on an accrual basis by using internal rate of return method and transferred to the income statement in accordance with the matching principle. Other fees and commission expenses are recorded as expense on the date they are paid.

Commissions and fees received from cash loans and relating to the future periods are recorded to the "Unearned Revenues" account under "Other Liabilities" on the balance sheet.

# VII. EXPLANATIONS ON FINANCIAL ASSETS

Financial assets are recognized or derecognized according to TFRS 9 Financial Instruments Part 3 Recognition and Derecognition. Financial assets are measured at fair value at initial recognition in the financial statements. During the initial recognition of financial assets other than "Financial Assets at Fair Value Through Profit or Loss", transaction costs are added to fair value or deducted from fair value. They are included in the balance sheet of Bank, if the Bank is a legal party to these instruments.

The Parent Bank categorizes its financial assets as "Fair Value Through Profit/Loss", "Fair Value Through Other Comprehensive Income" or "Measured at Amortized Cost". Financial instruments comprise financial assets and liabilities and derivative instruments. This classification is based on the contractual cash flow characteristics of the financial assets and related business model used for management of the financial assets at initial recognition.

# a. Financial assets at fair value through profit or loss:

"Financial assets at fair value through profit/loss" are financial assets that are either acquired for generating a profit from short term fluctuations in prices or are financial assets included in a portfolio aiming to short-term profit making.

Financial assets at the fair value through profit or loss are initially recognized at fair value and remeasured at their fair value after recognition.

All gains and losses arising from these valuations are reflected in the income statement.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### b. Financial assets at fair value through other comprehensive income

In addition to Financial assets within a business model that aims to hold to collect contractual cash flows and aims to hold to sell, financial asset with contractual terms that lead to cash flows are solely payments of principal and profit share at certain dates, they are classified as fair value through other comprehensive income.

Financial assets at fair value through other comprehensive income are recognized by adding transaction cost to acquisition cost reflecting the fair value of the financial asset. After the recognition, financial assets at fair value through other comprehensive income are remeasured at fair value. Profit share income calculated with internal rate of return method arising from financial assets at fair value through other comprehensive income and dividend income from equity securities are recorded to income statement. "Unrealized gains and losses" arising from the difference between the amortized cost and the fair value of financial assets at fair value through other comprehensive income are not reflected in the income statement of the period until the acquisition of the asset, sale of the asset, the disposal of the asset, and impairment of the asset and they are accounted under the "Accumulated other comprehensive income or expense to be reclassified through profit or loss" under shareholders' equity.

At initial recognition, the Bank may make an irrevocable election to present in other comprehensive income subsequent changes in the fair value of an investment in an equity instrument within the scope of TFRS 9 that is neither held for trading nor contingent consideration recognised by an acquirer in a business combination to which TFRS 3 applies. The Bank makes the election on an instrument by instrument basis.

Amounts presented in other comprehensive income shall not be subsequently transferred to profit/loss. However, the cumulative gain or loss shall be transferred to prior periods' profit/loss. Dividends on such investments are recognised in profit/loss unless the dividend clearly represents a recovery of part of the cost of the investment. Equity instruments measured at fair value through other comprehensive income are not subject to impairment calculation.

#### c. Financial assets measured at amortized cost:

Financial assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and profit share are classified as financial assets measured at amortized cost.

Financial assets measured at amortized cost are initially recognized at acquisition cost including the transaction costs which reflect the fair value of those instruments and subsequently recognized at amortized cost by using internal rate of return method. Profit share income obtained from financial assets measured at amortized cost is accounted in income statement.

### Loans:

Loans are financial assets that are originated by the Bank by providing goods and services to the borrower. Loans are initially recognized at acquisition cost plus transaction costs presenting their fair value and thereafter measured at amortized cost using the "Internal Rate of Return Method".

Bank loans and receivables are initially carried at cost value. Bank loans are measured at amortized cost with internal rate of return. Short-term and long-term loans are grouped as open or guaranteed; FC loans are recognized with fixed price and revalued by the counter foreign exchange buying rate of the Bank. Foreign exchange indexed loans are used as TL by the valid counter foreign exchange buying rate of the Bank at usage date. Repayments of these loans are collected as calculated TL value by the valid counter foreign exchange selling rate of Bank at installment date.

Bank's loans are recognized under "Measured at Amortized Cost" account.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

### Financial assets at amortized cost

A financial asset is classified as a financial asset measured at amortized cost when the financial asset is retained within the scope of a business model that aims to collect contractual cash flows and the contract terms of the financial asset result in cash flows that include interest payments on principal and principal balance only at certain dates.

Financial assets measured at amortized cost are initially recognized at their acquisition cost at fair value and subsequently measured at amortized cost using the "Effective interest method". Profit share income from financial assets measured at amortized cost is recognized in profit or loss.

### **VIII. EXPLANATIONS ON IMPAIRMENT OF FINANCIAL ASSETS**

## **Explanations on Expected Loss Provisions**

The main principle of the expected credit loss model is to reflect the general outlook of deterioration or improvement in the credit quality of financial instruments. The amount of expected credit losses known as loss provision or provision varies according to the degree of increase in credit risk. There are two measurements according to the general approach:

- 12-Month Expected Loss Provision (Stage 1) applies to all assets unless there is a significant deterioration in credit quality.
- Lifetime Expectation Loss (Stage 2 and Stage 3) is applied when there is a significant increase in credit risk

#### Impairment

As of 1 January 2018, Bank recognizes provisions for impairment in accordance with TFRS 9 requirements according to the "Regulation on the Procedures and Principles for Classification of Loans by Banks and Provisions to be set aside". In this framework, as of 31 December 2017, method of provisions for impairment as set out in accordance with the related legislation of BRSA is changed by applying the expected credit impairment model under TFRS 9.

The expected credit loss model includes instruments that are recorded at amortized cost or at fair value in other comprehensive income tables (such as bank deposits, loans and securities) and, in addition, financial lease receivables, contract assets, credit commitments and financial guarantee contracts.

The guiding principle of the expected credit loss model is to reflect the increase in credit risk of financial instruments or the general view of the recovery. The amount of allowance for the loss depends on the extent of the increase in credit risk since the initial issuance of the loan. Expected credit loss is an estimate of the expected credit losses over the life of a financial instrument also the following aspects are important for the measurement.

- Probability-weighted and neutral amount determined by taking into account possible outcomes,
- Time value of money,
- Reasonable and supportable information on past events, current conditions and forecast of future economic conditions, at the time of reporting, without excessive cost and effort.

These financial assets are divided into three categories depending on the gradual increase in credit risk observed since their initial recognition:

### Provision for 12 month expected credit loss (stage 1)

These are the financial assets that do not have a significant increase in credit risk at their initial recognition or after the initial recognition to financial statements. Impairment for credit risk for these assetsvis recorded in the amount of 12-month expected credit losses. It is valid for all assets unless there is a significant deterioration in the quality of the loan. The expected 12 month loss values (within 12 months after the reporting date or within a shorter period if the life of a financial instrument is shorter than 12 months) are part of the estimation of loss of life expectancy.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Significant increase in credit risk (stage 2)

In the event of a significant increase in credit risk, the financial asset is transferred to Stage 2.

The expected loss provision is calculated for loans under stage 1 by calculating the 1-year maturity, while the expected loss provision for loans under stage 2 is calculated by taking into consideration the remaining maturity. The main criteria taken into consideration in determining the credit risk of the financial asset to be significantly increased and transferred to the second stage are the close monitoring, the number of delay days being 30 and above, and the Bank's internal early warning system note.

#### Default (stage 3/special provision)

Includes financial assets that have objective evidence of impairment at the reporting date. For these assets, lifetime expected credit losses are recorded.

The Bank assesses that debt is in default in the following two cases:

- Objective Deaful Definition: Having past due more than 90 days
- Subjective Default Definition: It means that the bank is convinced the debt will not be paid.
- In the event that the debtor cannot fulfill the debts related to the loan, the debtor is considered to be in default regardless of the number of delay days.

The collective valuation of financial instruments is based on homogeneous group assets resulting from portfolio segmentation based on similar credit risk and product characteristics. This section presents an overview of the risk parameter estimation methods for the damage assessment approach that is expected on a common basis for each stage.

Credits that differ in cash flows or have different characteristics with other credits may be subject to individual valuation instead of aggregate valuation. An expected credit loss can be defined as the difference between all contractual cash flows that are outstanding under the contract and the original effective dividend and discounted cash flows. When cash flows are estimated, the following situations are considered.

- During the expected life of the financial instrument, all contractual terms of the financial instrument,
- Cash flows expected to be obtained from collateral sales.

In the calculation of the expected credit loss, the basic parameters which are expressed as probability of default, loss in default and default amount are used.

#### **Probability of Default**

Probability of default refers to the likelihood that a loan will default at a certain time. In Default Probability models, sectoral information for the corporate portfolio are taken as the basis.

#### **Default Amount**

The default amount represents the expected gross receivable if a loan is defaulted.

#### Loss Given Default

Loss given default refers to the ratio of the economic net loss resulting from the default of a loan to the default amount. In other words, it refers to the ratio of net loss due to a defaulted loan to the balance at the time of default.

#### **Future Expectations**

The effect of future expectations is included in the credit risk parameters used in the calculation of expected credit losses by using scenarios related to macroeconomic factors. The main macroeconomic indicators that create these estimation models are the ratio of Gross Domestic Product (GDP) and Consumer Price Index (CPI). Macroeconomic estimation models include more than one scenario and the related scenarios are taken into account in the expected credit loss calculations.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### IX. EXPLANATIONS ON OFFSETTING OF FINANCIAL ASSETS AND LIABILITIES

Financial assets and liabilities shall be offset and the net amount presented in the balance sheet when and only when the Parent Bank currently has a legally enforceable right to set off the recognized amounts or intends either to collect/settle on a net basis or to realize the asset and settle the liability simultaneously.

#### X. EXPLANATIONS ON SALES AND REPURCHASE AGREEMENTS AND LENDING OF SECURITIES

As of the balance sheet date, there are no securities lending transactions. Central Bank of the Republic of Turkey ("CBRT") made some changes on orders for open market transactions ("OMT") and prepared an additional frame contract for participation banks in order to present rent certificates to open market operations of CBRT in accordance with the principles of participation banks. According to this agreement; a new type of transaction was formed which enables participation banks to resell or repurchase rent certificates on their portfolio to CBRT when they are in need of funding or in attempt to evaluate the excess liquidity. The Bank performs purchase tenders which are held by CBRT of which maturities are weekly; in return for rent certificates that are reported as assets in balance sheet in order to raise funds.

#### XI. EXPLANATIONS ON ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS AND RELATED LIABILITIES

Property and equipment held-for-sale consist of tangible assets that were acquired due to non-performing loans and receivables and are accounted in the financial statements in accordance with the regulations of "Turkish Financial Reporting Standard for Assets Held for Sale and Discontinued Operations (TFRS 5)".

Assets which meet the criteria to be classified as held for sale are measured by the book value or the fair value from which the cost of sales is deducted, whichever is lower and no more amortization is made for such assets; and these assets are shown separately on the balance sheet. In order to classify an asset as an held for sale, the related asset (or the group of assets to be disposed of) should be able to be sold immediately and the probability of sale for such assets (or group of assets to be disposed of), should be high under current conditions.

The properties obtained from the Parent Bank's receivables are shown at the fixed assets held for sale line according to the execution of the forward sales agreement.

A discontinued operation is a part of a bank's business classified as sold or held-for-sale. The results of the discontinued operations are disclosed separately in the income statement. The bank has no discounted operations.

As of 31 December 2019, the Parent Bank's held for sale fixed assets is TL 104.069 (31 December 2018: TL 4.259).

#### XII. EXPLANATIONS ON GOODWILL AND OTHER INTANGIBLE ASSETS

As of the balance sheet date, the Bank has no goodwill within the financial statements.

Other intangible assets are measured at cost on initial recognition and any directly attributable costs of setting the asset to work for its intended use are included in the initial measurement. Subsequently, intangible assets are carried at historical costs after the deduction of accumulated depreciation and the provision for value decreases.

Other intangible assets are amortized by using the straight line method based on their useful life. Useful life of other intangible assets are determined by the consideration of items as; useful life of asset, maintenance costs incurred to obtain expected economic benefit from assets and technical, technological or any other type of obsolescence.

The Parent Bank recognizes its software costs incurred under the intangible assets - intangible rights account and the qualifying expenses are added to software's initial costs and amortized over 3-15 years considering the useful life.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### XIII. EXPLANATIONS ON TANGIBLE ASSETS

Property and equipment is measured at its cost when initially recognised and any directly attributable costs of setting the asset in working order for its intended use are included in the initial measurement.

Subsequent to recognition, tangible fixed assets are presented in financial statements at cost less any accumulated depreciation and impairment loss, if any. Tangible fixed assets are amortized by using the straight-line method over their estimated useful lives.

Applied depreciation rates are as follows;

Vehicles and Fixtures: Operational Lease Improvement Costs (Leasehold Improvements): 2% - 25% Leasing Period - 5 years

Gains or losses emerging from the disposal of tangible assets are recognized in the profit or loss account as difference between net revenue of a related intangible asset and its net book value.

The depreciation of an asset held for a period less than a full financial year is calculated as a proportion of the full year depreciation charge from the date of acquisition to the financial year end. Leasehold improvements are depreciated over their estimated economic useful lives in equal amounts. The estimated economic useful lives cannot exceed the leasing period.

There is no tangible assets that are held for sale.

#### XIV. EXPLANATIONS ON LEASING TRANSACTIONS

#### **Operational Leasing Transactions**

#### Transactions as a lessee

At the beginning of a contract, the Bank evaluates whether the contract has a lease or does not include a lease. In the event that the contract is transferred for a certain period of time to the right to control the use of the asset defined for a price, this contract is of a rental nature or includes a lease. The Bank reflects the existence of a right of use and a lease liability to the financial statements at the effective date of the lease.

#### Right of use;

The right of use asset is recognized first by cost method and includes below:

- a) The initial measurement amount of the lease obligation,
- b) The amount obtained by deducting all the rental incentives received from all lease payments made at or before the beginning of the lease;
- c) All initial direct costs incurred by the Bank

When applying the cost method, the existence the right of use:

- a) Measures by deducting accumulated depreciation and accumulated impairment losses and
- b) The restatement of the lease obligation at the restated cost.

The Bank applies principle of amortization in TAS 16 Property, Plant and Equipment while depreciating the right of use.

#### Lease Liabilities:

At the date of the effective leasing of the lease, the Parent Bank measures its leasing liability at the present value of the lease payments not paid at the time. Lease payments are discounted using the imputed rate of interest in the lease if they can be easily determined. If this rate cannot be easily determined, the Bank uses the Bank's alternative borrowing rate. Lease payments that are included in the measurement of the lease liability at the date the lease is commenced consist of the unpaid payments to be made for the right of use during the lease term of the underlying asset and the date on which the lease has actually begun.

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(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

After the effective date of the lease, the Bank measures the leasing liability as follows:

- a) Increases the book value to reflect the rate of profit in the lease obligation,
- b) Reduces the book value to reflect the rent payments made and
- c) Re-assess the book value to reflect re-evaluations and reconstructions, or to reflect the lease payments that are fixed on the revised basis.

The profit for the lease obligation for each period in the lease term is the amount calculated by applying a fixed periodic rate of profit to the remaining balance of the lease obligation. The Bank participates in leasing transactions as lessor. The Bank presents the leased assets as a receivable equal to the net leasing investment amount in the balance sheet. The total of the lease payments is gross in the financial leasing receivables account including the dividends and principal amounts. The profit share, which is the difference between the total of the lease payments are realized, the rent amount is deducted from the financial lease receivables account; The profit share is reflected in the statement of profit or loss by deducting from the unearned profit share income account.

#### XV. EXPLANATIONS ON PROVISIONS AND CONTINGENT LIABILITIES

Provisions other than the specific and general provisions set for loans and other receivables and provisory liabilities are accounted in accordance with TAS 37 "Turkish Accounting Standard on Provisions, Contingent Liabilities and Contingent Assets Corresponding".

The Parent Bank provides provision in case of an existing liability (legal or implicit) as a result of an incident that took place in the past, there is possibility of disposal of assets that bring economic benefit and the liability is measurable. When a reliable estimate of the amount of obligation cannot be made, it is considered that a "contingent" liability exists and it is disclosed in the related notes to the financial statements.

For transactions that can affect financial structure, provisions are provided by using the existing data if they are accurate, otherwise by using the estimates.

As of the balance sheet date, there are no probable contingent liabilities resulting from past events whose amount can be reliably measured.

Contingent assets usually arise from unplanned or other unexpected events that give rise to the possibility of an inflow of economic benefits to the entity. Contingent assets are not recognized in financial statements since this may result in the recognition of income that may never be realized. Contingent assets are disclosed where an inflow of economic benefits is probable. Contingent assets are assessed continually to ensure that developments are appropriately reflected in the financial statements. If it has become virtually certain that an inflow of economic benefits will arise, the asset and the related income are recognized in the financial statements in which the change occurs.

#### XVI. EXPLANATIONS ON OBLIGATIONS RELATED TO EMPLOYEE RIGHTS

#### a. Employment termination and vacation benefits

Liabilities related to severance pay and right to leave calculated according to the regulations of the TAS 19 "Accounting Standard of Employee Benefits".

According to the related regulation, the Group is obliged to pay termination benefits depending on the arise of the legal conditions for employees who retire, die, quit for their military service obligations, who have been dismissed as defined in the related regulation or (for the female employees) who have voluntarily quit within one year after the date of their marriage. According to the related legislation, depending on the status and position of the employee in the Bank and social security institution, Employment Termination Benefit Provision calculation is based on the final salary at the date of retirement or leave (to the extent that the payments and/or salary amount does not exceed the Employment Termination Benefit Provision ceiling). Employment Termination Benefit is calculated based on actuarial assumptions.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The Group's liabilities related to future severance pay and right to leave calculated and reflected to the financial statements on the net present value. The Bank benefits from independent actuaries on determination of obligation and makes assumptions on discount rate, employee turnover rate, and future raise in salaries. As of 31 December 2019, the Bank's employee termination benefit is TL 8.662 (31 December 2018: TL 5.056).

Unused vacation liability is calculated based on number of unused vacation days which is calculated by subtracting used vacation days of all personnel from legally deserved vacation days. As of 31 December 2019 unused vacation liability of the Bank is TL 6.050 (31 December 2018: TL 3.584).

The Group does not employ its personnel by means of limited-period contracts.

#### b. T.C. Ziraat Bankası and T. Halk Bankası employee pension fund foundations (TZHEMSAN) liability

Some of the Bank's personnel are the members of T.C. Ziraat Bankası and T. Halk Bankası A.Ş. Employees' Pension Fund ("Fund") which was established by 20<sup>th</sup> provisional article of Social Security Law Act numbered 506. Provisional article 23 of the Banking Act No: 5411 requires the Bank's pension funds founded in the scope of SIA to be transferred to the Social Insurance Institution (SII) within 3 years subsequent to the publishing date of the act. The procedure and essentials for the transfer were determined by the Council of Ministers' decision dated 30 November 2006 and numbered 2006/11345 and accordingly, both pension fund foundations would have been transferred to SSI. However, with the decree of the Constitutional Court numbered E.2005/139, K.2007/13 and K.2007/33 published in the Official Gazette dated 31 March 2007 and numbered 26479, the first paragraph of the temporary first article of the provisional article 23 of the Banking Act No: 5411 is cancelled and the execution has been ceased starting from the date the decree is published.

After the justified decree related to cancellation was announced by the Constitutional Court, Turkish Grand National Assembly started to work on establishing new legal regulations, and after it was approved at the General Assembly of the TGNA, the Law numbered 5754 "Emendating Social Security and General Health Insurance Act and Certain Laws and Decree Laws" ("Renewed Law"), which was published on the Official Gazette dated 8 May 2008 and numbered 26870, came into effect.

The new law decrees that the contributors of the bank pension funds, the ones who receive salaries or income from these funds and their rightful beneficiaries will be transferred to the Social Security Institution and will be subject to this Law within 3 years after the release date of the related article, without any need for further operation. The three year transfer period can be prolonged for maximum 2 years by the Cabinet decision. In accordance with the related legislation, as of the transfer date, the income and expenses of the transferred funds will be considered by the insurance branches and the cash value of the liabilities will be calculated with the actuarial interest rate 9,8%. Moreover, after the transfer to SSI, the unfulfilled other social rights and payments existed in the settlement deeds of the subjected pension funds of the transferred participants, members or the rightful owners will be continued to be fulfilled by the employer entities of the funds and its participants.

According to the 58<sup>th</sup> And the temporary 7<sup>th</sup> Article of the Banking Law, the sentence which states that the banks cannot transfer funds in order to fulfill the deficit of the Funds from 1 January 2008, has been postponed up to five years.

However related transfer period has been prolonged for the banks, insurance and reinsurance companies, chamber of commerce, chamber of industries, stock exchanges or their Funds founded for their organization's personnel and monthly payment or income earners and their rightful owners, as a part of the temporary 20<sup>th</sup> Statute of the law numbered 506, to transfer to the Social Security Institution (SSI) for 2 years by the Cabinet decision, which was published on the Official Gazette dated 9 April 2011 and numbered 27900.

In addition, by the Law numbered 6283 "Emendating Social Security and General Health Insurance Act", which was published on the Official Gazette dated 8 March 2012 and numbered 28227, this period of 2 years has been raised to 4 years.

Based on the Council of Ministers' decree numbered 2014/6042 and issued in the Official Gazette numbered 28987 dated 30 April 2014, the participants of the funds that were founded for the personnel constituting these entities and the ones having salary or income and the right holders of them to Social Security Institution has been extended for one year.

## ZİRAAT KATILIM BANKASI A.Ş. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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Lastly, 51<sup>st</sup> article of Law No.6645 dated 23 April 2015, published on Official Gazette and the first paragraph of the transient 20<sup>th</sup> article of Law No.5510 related to the transfer of Bank and Insurance Funds to Social Security Institution; "Council of Ministers is the authority to determine the date of transfer of banks, insurance and reassurance companies, boards of trade, chambers of industry and stock markets or the participants of funds established for their constitute union personnel and the ones that were endowed salary or income and their beneficiaries within the scope of transient 20<sup>th</sup> article of Law No.506. As from the transfer date, the participants are considered as insured within the scope of clause (a), first paragraph and 4<sup>th</sup> article of this Law.

The technical balance sheet report as of 31 December 2019 which is prepared in accordance with the new law and the allowance determined as 9,80%, concluded no technical deficit arises in the above mentioned fund. Since the Bank has no legal right to hold the present value of any economic benefits available in the form of refunds from Pension Fund or reductions in future contributions to Pension Fund, no asset is recognized in the Bank's financial statements.

#### **XVII. EXPLANATIONS ON TAXATION**

#### a. Current tax

The corporate tax rate of 20% implementation on the Corporate Tax Law No. 5520 was taken into effect on 1 January 2006 after being published in the Official Gazette dated 21 June 2006 numbered 26205, will be applied as 22% for corporation earnings for three years from 1 January 2018 with the regulation dated 28 November 2017 numbered 7061. Furthermore, Cabinet is made authorized to decrease this ratio to 20% from 22%. The bank applies new regulations to its current and deferred tax responsibilities. The corporate tax rate is calculated on the total income of the Bank after adjusting for certain disallowable expenses, exempt income (like affiliate gains) and other allowances. If there is no dividend distribution, no further tax charges are made.

Dividends paid to non-resident corporations, which have a place of business or permanent attorney in Turkey or to resident corporations are not subject to withholding tax. Otherwise, dividends paid are subject to withholding tax at the rate of 15%. An increase in capital via issuing bonus shares is not considered as profit distribution and no withholding tax incurs in such a case.

Corporations are required to pay advance corporate tax quarterly at the current rate on their corporate income. Advance tax is declared and paid by the 17<sup>th</sup> day of the second month following each calendar quarter end. Advance tax paid by corporations for the current period is credited against the annual corporation tax calculated on the annual corporate income in the following year. Despite the offset, if there is temporary prepaid tax remaining, this balance can be refunded or used to offset any other financial liabilities to the government.

According to 5.1.e. article of Corporation Tax Law which is important tax exemption that is applied by banks, corporations' 50% of revenues that occur from selling of their real estates, are in assets, that belong to the corporations at least two years (730 days), 75% of revenues that occur from selling their founding bonds that are belong to the corporations as long as time of participation stocks, redeemed shares and option to call are exempted from Corporation Tax (It was changed with 89<sup>th</sup> article of code 7061 that entries into force in 5 December 2017. According to dated 23 December 2017 3<sup>rd</sup> article of Corporation Tax Code (CTC) 14 annunciation this exemption will apply as ratio of 75% for selling that made till the 5 December 2017, after this date it will apply as ratio of 50%).

This exemption applies to the period the sale is made and the part of return on sales that benefits from the exemption is held in a special fund in the liabilities account until the end of the fifth year started from the following year sale is made. However, the sales payment must be collected until the end of the second calendar year following the year in which the sale is made. Taxes which are not realized in time due to the exemption that hits uncollected sales payment are considered tax loss.

Taxes which does not acrue on time because the applying exemption for the transfer of the expemted part of revenue to the other accounts with other ways out of capitalizing in five years or withdrawn from company or transferring from limited taxpayer corporations to the headquarters, are considered as tax loss. This is also be applicable in the condition of liquidation of business (Except transfers and divisions that make according to this code).

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Moreover, according to 5.1.f. article of Corporation Tax Law; corporations which have been fallen to legal proceedings because of owe to the bank or Savings Deposit Insurance Funds, and their warrantors' real estates, participation stocks, founding bonds, redeemed shares, options to call of mortgagors' revenues that used for against debts or transferring to SDIF, 75% of real estates, and 50% others are exempted from Corporation tax.

Under the Turkish Corporate Tax Law, losses can be carried forward to offset against future taxable income for up to five years. Losses cannot be carried back to offset profits from previous periods.

In Turkey, there is no procedure for a final and definitive agreement on tax assessments with tax authorities. Tax returns are required to be filled and delivered to the related tax office until the evening of the last day of the fourth month following the balance sheet date and the accrued tax is paid on the same date. Tax returns are open for 5 years from the beginning of the year following the balance sheet date and during this period the tax authorities have the right to audit tax returns, and the related accounting records on which they are based, and may issue re-assessments based on their findings.

#### b. Deferred tax

In accordance with TAS 12 "Turkish Accounting Standards Relating to Income Tax", the Parent Bank calculates and recognizes deferred tax for temporary differences between the bases calculated based on the accounting policies used and valuation principles and that calculated under the tax legislation.

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and are accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognized for all taxable temporary differences. However, deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilized. Such assets and liabilities are not recognized as deferred tax liability or asset if the temporary difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of a deferred tax asset is reviewed at each balance sheet date. Carrying amount of a deferred tax asset can be reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to be applied in the period in which the liability is settled or the asset realized and reflected in the statement of income as expense or income. Moreover, if the deferred tax is related with items directly recorded under the equity in the same or different period, deferred tax is associated directly with equity.

Deferred tax asset and deferred tax liability are presented as net in these consolidated financial statements.

The deferred tax benefit is not taken into account in profit distribution in accordance with the relevant circular of BRSA.

#### XVIII. EXPLANATIONS ON ADDITIONAL DISCLOSURES ON BORROWINGS

Borrowings are recognized using the effective internal rate of return method in the following periods after the initial recognition. The Parent Bank has no borrowings that require hedging techniques for accounting and revaluation of debt instruments and liabilities representing the borrowings. There are no debt securities issued by the Bank. The Bank has issued borrowings as sukuk issuances, through its subsidiary Ziraat Katılım Varlık Kiralama A.Ş. and ZKB Varlık Kiralama A.Ş., these sukuk issuances are provided to the qualified investors without being released through an IPO and the bank takes place during this operation as a fund user.

#### XIX. EXPLANATIONS ON SHARE CERTIFICATES ISSUED

None.

#### **XX. EXPLANATIONS ON ACCEPTANCES**

Commitments regarding bill guarantees and acceptances of the Group are presented in the "Off-Balance Sheet" commitments.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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#### XXI. EXPLANATIONS ON GOVERNMENT INCENTIVES

There are no government incentives utilized by the Group as of the balance sheet date.

#### XXII. EXPLANATION ON CASH AND CASH EQUIVALENTS

Cash and cash equivalents are cash on hand, demand deposits and other highly liquid short-term investments with maturities of 3 months or less following the date of acquisition, which is readily convertible to a known amount of cash, and does not bear the risk of significant amount of value change. The book values of these assets represent their fair values. Cash equivalents and balances regarding banks are valued by the period end counter foreign currency buying rate of the Bank.

For the purposes of the cash flow statement, "Cash" includes cash, effectives, gold, cash in transit, purchased cheques and demand deposits including balances with the Central Bank; and "Cash equivalents" include interbank money market placements and time deposits at banks with original maturity periods of less than three months.

#### XXIII. EXPLANATION ON SEGMENT REPORTING

Information about operating segments which are determined in line with TFRS 8 "Turkish Accounting Standard about Operating Segments" together with organizational and internal reporting structure of the Group, are disclosed in Note XII. of Section Four.

#### XXIV. EXPLANATION ON SEGMENT REPORTING

According to decision of the Banking Regulation and Supervision Agency dated 18 January 2019 and numbered 8210 of, with the framework Ziraat Katılım Bankası A.Ş board of directors decisions no 6/1 dated 21 February 2019, The Bank (Transferee) and Ziraat Finansal Kiralama A.Ş. (Acquired) are merged in accordance with relevant articles of the Turkish Commercial Code No. 6102; The merger was registered on 1 March 2019 by the Istanbul Trade Registry Office.

#### **SECTION FOUR**

#### EXPLANATIONS RELATED TO THE FINANCIAL POSITION AND RISK MANAGEMENT OF THE BANK

#### I. EXPLANATIONS ON SHAREHOLDERS' EQUITY

As of 31 December 2019 current period capital amount of the Group is TL 3.901.711 (31 December 2018: TL 2.164.939), and capital adequacy standard ratio is 16,58% (31 December 2018: 12,76%).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

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#### Information Related To The Components of Shareholders' Equity:

|  | Current Period | Amounts related<br>to treatment |
|--|----------------|---------------------------------|
| COMMON EQUITY TIER 1 CAPITAL   |                | before 1/1/2014 (*)             |
| Paid-in capital following all debts in terms of claim in liquidation of the Bank   | 1.750.000      |                                 |
| Share issue premiums   | 1.750.000      |                                 |
| Reserves   | 817.159        |                                 |
| Gains recognized in equity as per TAS  | 54.706         |                                 |
|  | 544.963        |                                 |
| Profit<br>Current Davied Drefit  |                |                                 |
| Current Period Profit<br>Prior Period Profit   | 516.735        |                                 |
|  | 28.228         |                                 |
| Shares acquired free of charge from subsidiaries, affiliates and jointly controlled partnerships and cannot be recognized within profit for the period | -              |                                 |
| Common Equity Tier 1 Capital Before Deductions   | 3.166.828      |                                 |
| Deductions from Common Equity Tier 1 Capital   | 0.1001020      |                                 |
| Common Equity as per the 1 <sup>st</sup> clause of Provisional Article 9 of the Regulation on the Equity of Banks                                      | _              |                                 |
| Portion of the current and prior periods' losses which cannot be covered through reserves and losses   |                |                                 |
| reflected in equity in accordance<br>with TAS  | _              |                                 |
| Improvement costs for operating leasing  | 20.234         |                                 |
| Goodwill (net of related tax liability)  |                |                                 |
| Other intangibles other than mortgage-servicing rights (net of related tax liability)  | 120.641        |                                 |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences   | 1201011        |                                 |
| (net of related tax liability)   | -              |                                 |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk  | -              |                                 |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based  |                |                                 |
| Approach, total expected loss amount exceeds the total provision   | -              |                                 |
| Gains arising from securitization transactions   | -              |                                 |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities   | -              |                                 |
| Defined-benefit pension fund net assets  | -              |                                 |
| Direct and indirect investments of the Bank in its own Common Equity   | -              |                                 |
| Shares obtained contrary to the 4 <sup>th</sup> clause of the 56 <sup>th</sup> Article of the Law  | -              |                                 |
| Portion of the total of net long positions of investments made in equity items of banks and financial  |                |                                 |
| institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common   |                |                                 |
| share capital exceeding 10% of Common Equity of the Bank   | -              |                                 |
| Portion of the total of net long positions of investments made in equity items of banks and financial  |                |                                 |
| institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common   |                |                                 |
| share capital exceeding 10% of Common Equity of the Bank   | -              |                                 |
| Portion of mortgage servicing rights exceeding 10% of the Common Equity  | -              |                                 |
| Portion of deferred tax assets based on temporary differences exceeding 10% of the Common Equity   | -              |                                 |
| Amount exceeding 15% of the common equity as per the 2 <sup>nd</sup> clause of the Provisional Article 2 of the  |                |                                 |
| Regulation on the Equity of Banks  | -              |                                 |
| Excess amount arising from the net long positions of investments in common equity items of banks and   |                |                                 |
| financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued  |                |                                 |
| common share capital   | -              |                                 |
| Excess amount arising from mortgage servicing rights   | -              |                                 |
| Excess amount arising from deferred tax assets based on temporary differences  | -              |                                 |
| Other items to be defined by the BRSA  | -              |                                 |
| Deductions to be made from common equity due to insufficient Additional Tier I Capital or Tier II Capital  | -              |                                 |
| Total Deductions From Common Equity Tier 1 Capital   | 140.875        |                                 |
| Total Common Equity Tier 1 Capital   | 3.025.953      |                                 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|   | Current Period<br>31.12.2019 | Amounts related<br>to treatment<br>before 1/1/2014 <sup>(*)</sup> |
|---|------------------------------|---|
| ADDITIONAL TIER 1 CAPITAL   |                              |   |
| Preferred Stock not Included in Common Equity and the Related Share Premiums  | -                            |   |
| Debt instruments and premiums approved by BRSA  | 519.350                      |   |
| Debt instruments and premiums approved by BRSA (Temporary Article 4)  | -                            |   |
| Additional Tier I Capital before Deductions   | -                            |   |
| Deductions from Additional Tier I Capital   | -                            |   |
| Direct and indirect investments of the Bank in its own Additional Tier I Capital  | -                            |   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7.  | -                            |   |
| Total of Net Long Positions of the Investments in Equity Items of Consolidated Banks and Financial<br>Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10% Threshold of<br>above Tier I Capital   | -                            |   |
| The Total of Net Long Position of the Direct or Indirect Investments in Additional Tier I Capital of<br>Consolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share<br>Capital  | -                            |   |
| Other items to be defined by the BRSA   | -                            |   |
| Transition from the Core Capital to Continue to deduce Components   | -                            |   |
| Goodwill and other intangible assets and related deferred tax liabilities which will not deducted from  |                              |   |
| Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                            |   |
| Net deferred tax asset/liability which is not deducted from Common Equity Tier 1 capital for the purposes of the sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                            |   |
| Deductions to be made from common equity in the case that adequate Additional Tier I Capital or Tier II Capital is not available (-)  |                              |   |
| Total Deductions From Additional Tier I Capital   | -                            |   |
| Total Additional Tier I Capital   | 519.350                      |   |
| Total Tier I Capital (Tier I Capital=Common Equity+Additional Tier I Capital)   | 3.545.303                    |   |
| TIER II CAPITAL   |                              |   |
| Debt instruments and share issue premiums deemed suitable by the BRSA ("")  | 300.000                      |   |
| Debt instruments and share issue premiums deemed suitable by BRSA (Temporary Article 4)   | -                            |   |
| Provisions (Article 8 of the Regulation on the Equity of Banks)   | 57.294                       |   |
| Tier II Capital Before Deductions   | 357.294                      |   |
| Deductions From Tier II Capital   | -                            |   |
| Direct and indirect investments of the Bank on its own Tier II Capital (-)  | -                            |   |
| Investments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by financial institutions with the conditions declared in Article 8.  | -                            |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank (-)                     | -                            |   |
| Portion of the total of net long positions of investments made in Additional Tier I Capital item of banks<br>and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the<br>issued common share capital exceeding 10% of Common Equity of the Bank | -                            |   |
| Other items to be defined by the BRSA (-)   | -                            |   |
| Total Deductions from Tier II Capital   | -                            |   |
| Total Tier II Capital   | 357.294                      |   |
| Total Capital (The sum of Tier I Capital and Tier II Capital)   | 3.902.597                    |   |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|  | Current Period<br>31.12.2019 | Amounts related to<br>treatment before<br>1/1/2014 <sup>(*)</sup> |
|--|------------------------------|---|
| Total of Original Capital and Supplementary Capital (Total Capital)  |                              | ······  |
| Deductions from Capital Loans granted contrary to the 50 <sup>th</sup> and 51 <sup>th</sup> Article of the Law   | -                            | •••••••••••••••••••••••••••••••••••••••                           |
| Net Book Values of Movables and Immovables Exceeding the Limit Defined in the Article 57, Clause 1 of the Banking Law  |                              |   |
| and the Assets Acquired against Overdue Receivables and Held for Sale but Retained more than Five Years  | -                            |   |
| Other items to be defined by the BRSA (-)  | 886                          |   |
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components   |                              | ••••••  |
| The Sum of net long positions of investments (the portion which exceeds the 10% of Banks Common Equity) in the capital   |                              |   |
| of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not   |                              |   |
| own more than 10% of the issued common share capital of the entity which will not deducted from Common Equity Tier 1   |                              |   |
| capital, Additional Tier 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the   |                              |   |
| Regulation on Banks' Own Funds (-)   | -                            |   |
| The Sum of net long positions of investments in the Additional Tier 1 capital and Tier 2 capital of banking, financial and   |                              |   |
| insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of  |                              |   |
| the issued common share capital of the entity which will not deducted from Common Equity Tier 1 capital, Additional Tier   |                              |   |
| 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks'   |                              |   |
| Own Funds (-)  | -                            |   |
| The Sum of net long positions of investments in the common stock of banking, financial and insurance entities that are   |                              |   |
| outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued common share  |                              |   |
| capital of the entity, mortgage servicing rights, deferred tax assets arising from temporary differences which will not  |                              |   |
| deducted from Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the   |                              |   |
| Regulation on Banks' Own Funds (-)   | -                            |   |
| TOTAL CAPITAL  |                              |   |
| Total Capital  | 3.901.711                    |   |
| Total risk weighted amounts (*)  | 23.533.781                   |   |
| Capital Adequacy Ratios  |                              |   |
| Core Capital Adequacy Ratio  | 12,86                        |   |
| Tier 1 Capital Adequacy Ratio  | 15,06                        |   |
| Capital Adequacy Ratio   | 16,58                        |   |
| BUFFERS  |                              |   |
| Total additional Common Equity Tier 1 Capital requirement ratio (a+b+c)  | 2,50                         |   |
| a) Capital conservation buffer requirement   | 2,50                         |   |
| b) Bank specific counter-cyclical buffer requirement   | 0,00                         |   |
| c) Systemic significant bank buffer ratio  | 0,00                         |   |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of   |                              |   |
| Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets   | 8,36                         |   |
| Amounts below the Excess Limits as per the Deduction Principles  |                              |   |
| Portion of the total of net long positions of investments in equity items of Consolidated banks and financial institutions   |                              |   |
| where the bank owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital  | -                            |   |
| Portion of the total of investments in equity items of consolidated banks and financial institutions where the bank owns   |                              |   |
| 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital  | -                            |   |
| Amount arising from mortgage-servicing rights  | -                            |   |
| Amount arising from deferred tax assets based on temporary differences   | -                            |   |
| Limits related to provisions considered in Tier II calculation   |                              |   |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)  | 57.294                       |   |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used   | 57.294                       |   |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with  |                              |   |
| the Communiqué on the Calculation  | -                            |   |
| Excess amount of total provision amount to &0,6 of risk weighted receivables of credit risk Amount of the Internal Ratings   |                              | ••••••  |
| Based Approach in accordance with the Communiqué on the Calculation  | -                            |   |
| Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  | -                            |   |
| Upper limit for Additional Tier I Capital subjected to temporary Article 4   | -                            | ••••••  |
| Amounts Excess the Limits of Additional Tier I Capital subjected to temporary Article 4  | -                            |   |
| Upper limit for Additional Tier II Capital subjected to temporary Article 4  | -                            |   |
| Amounts Excess the Limits of Additional Tier II Capital subjected to temporary Article 4   | -                            |   |
| <ul> <li>A structure of the structur</li></ul> | ·i                           |   |

 $^{(\!\!\!\!)}$  Amount to be considered within the scope of transition provisions.

<sup>(\*)</sup> The Bank provided subordinated loan from Turkey Wealth Funds Market Stability and Equalization Fund in the scope of additional main capital amounting to EUR 100.000 without demand and profit share which is approved by BRSA dated April 22 2019.

(<sup>(\*\*)</sup>) In order to obtain TL 300,000 contribution capital, T.C. Ziraat Bank A.Ş. on March 28, 2019, and this loan was effectively entered into the Bank's accounts on March 29, 2019. The maturity of the loan is 10 (ten) years and the profit share rate is 16.25%. There is no option to convert to stock.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|   | Prior Period<br>31.12.2018 | Amounts related<br>to treatment<br>before 1/1/2014 <sup>(*)</sup> |
|---|----------------------------|---|
| COMMON EQUITY TIER 1 CAPITAL  |                            |   |
| Paid-in capital following all debts in terms of claim in liquidation of the Bank  | 1.750.000                  |   |
| Share issue premiums  | -                          |   |
| Reserves  | 158.593                    |   |
| Gains recognized in equity as per TAS   | 305                        |   |
| Profit  | 348.325                    |   |
| Current Period Profit   | 322.665                    |   |
| Prior Period Profit   | 25.660                     |   |
| Shares acquired free of charge from subsidiaries, affiliates and jointly controlled partnerships and cannot be recognized within profit for the period  | -                          |   |
| Premiums on sale of share certificates  | -                          |   |
| Common Equity Tier 1 Capital Before Deductions  | 2.257.223                  |   |
| Deductions from Common Equity Tier 1 Capital  | -                          |   |
| Common Equity as per the 1 <sup>st</sup> clause of Provisional Article 9 of the Regulation on the Equity of Banks   | -                          |   |
| Portion of the current and prior periods' losses which cannot be covered through reserves and losses<br>reflected in equity in accordance with TAS  | 38.639                     |   |
| Improvement costs for operating leasing   | 18.408                     |   |
| Goodwill (net of related tax liability)   | -                          |   |
| Other intangibles other than mortgage-servicing rights (net of related tax liability)   | 80.396                     |   |
| Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)   | -                          |   |
| Differences are not recognized at the fair value of assets and liabilities subject to hedge of cash flow risk   | -                          |   |
| Communiqué Related to Principles of the amount credit risk calculated with the Internal Ratings Based<br>Approach, total expected loss amount exceeds the total provision   | -                          |   |
| Gains arising from securitization transactions  | -                          |   |
| Unrealized gains and losses due to changes in own credit risk on fair valued liabilities  | -                          |   |
| Defined-benefit pension fund net assets   | 1.728                      |   |
| Direct and indirect investments of the Bank in its own Common Equity  | -                          |   |
| Shares obtained contrary to the 4 <sup>th</sup> clause of the 56 <sup>th</sup> Article of the Law   | -                          |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common share capital exceeding 10% of Common Equity of the Bank | -                          |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued common share capital exceeding 10% of Common Equity of the Bank | -                          |   |
| Portion of mortgage servicing rights exceeding 10% of the Common Equity   | -                          |   |
| Portion of deferred tax assets based on temporary differences exceeding 10% of the Common Equity  | -                          |   |
| Total Deductions From Common Equity Tier 1 Capital  | 139.171                    |   |
| Total Common Equity Tier 1 Capital  | 2.118.052                  |   |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|   | Prior Period<br>31.12.2018 | Amounts related<br>to treatment<br>before 1/1/2014 <sup>(*)</sup> |
|---|----------------------------|---|
| ADDITIONAL TIER 1 CAPITAL   |                            |   |
| Preferred Stock not Included in Common Equity and the Related Share Premiums  | -                          |   |
| Debt instruments and premiums approved by BRSA  | -                          |   |
| Debt instruments and premiums approved by BRSA (Temporary Article 4)  | -                          |   |
| Additional Tier I Capital before Deductions   | -                          |   |
| Deductions from Additional Tier I Capital   | -                          |   |
| Direct and indirect investments of the Bank in its own Additional Tier I Capital  | -                          |   |
| Investments of Bank to Banks that invest in Bank's additional equity and components of equity issued by financial institutions with compatible with Article 7   | -                          |   |
| Total of Net Long Positions of the Investments in Equity Items of Consolidated Banks and Financial<br>Institutions where the Bank Owns 10% or less of the Issued Share Capital Exceeding the 10% Threshold of<br>above Tier I Capital                       | -                          |   |
| The Total of Net Long Position of the Direct or Indirect Investments in Additional Tier I Capital of Consolidated Banks and Financial Institutions where the Bank Owns more than 10% of the Issued Share Capital  | -                          |   |
| Other items to be defined by the BRSA   | -                          |   |
| Transition from the Core Capital to Continue to deduce Components   | -                          |   |
| Goodwill and other intangible assets and related deferred tax liabilities which will not deducted from  |                            |   |
| Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                          |   |
| Net deferred tax asset/liability which is not deducted from Common Equity Tier 1 capital for the purposes of the sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds (-)   | -                          |   |
| Deductions to be made from common equity in the case that adequate Additional Tier I Capital or Tier II Capital is not available (-)  | -                          |   |
| Total Deductions From Additional Tier I Capital   | -                          |   |
| Total Additional Tier I Capital   |                            |   |
| Total Tier I Capital (Tier I Capital=Common Equity+Additional Tier I Capital)   | 2.118.052                  |   |
| TIER II CAPITAL   |                            |   |
| Debt instruments and share issue premiums deemed suitable by the BRSA   | -                          |   |
| Debt instruments and share issue premiums deemed suitable by BRSA (Temporary Article 4)   | 47.962                     |   |
| Provisions (Article 8 of the Regulation on the Equity of Banks)   | -                          |   |
| Tier II Capital Before Deductions   | 47.962                     |   |
| Deductions From Tier II Capital   | -                          |   |
| Direct and indirect investments of the Bank on its own Tier II Capital (-)  | -                          |   |
| Investments of Bank to Banks that invest on Bank's Tier 2 and components of equity issued by financial institutions with the conditions declared in Article 8   | -                          |   |
| Portion of the total of net long positions of investments made in equity items of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or less of the issued common  |                            |   |
| share capital exceeding 10% of Common Equity of the Bank (-)  | -                          |   |
| Portion of the total of net long positions of investments made in Additional Tier I Capital item of banks and financial institutions outside the scope of consolidation where the Bank owns 10% or more of the issued compared bank owns 10% or more of the |                            |   |
| issued common share capital exceeding 10% of Common Equity of the Bank  | -                          |   |
| Other items to be defined by the BRSA (-)   | -                          |   |
| Total Deductions from Tier II Capital   | -                          |   |
| Total Tier II Capital   | 47.962                     |   |
| Total Capital (The sum of Tier I Capital and Tier II Capital)   | 2.166.014                  |   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|  | Prior Period<br>31.12.2018 | Amounts related to<br>treatment before<br>1/1/2014 (*) |
|--|----------------------------|--|
| Total of Original Capital and Supplementary Capital (Total Capital)  |                            |  |
| Deductions from Capital Loans granted contrary to the 50 <sup>th</sup> and 51 <sup>th</sup> Article of the Law   | -                          |  |
| Net Book Values of Movables and Immovable Exceeding the Limit Defined in the Article 57, Clause 1 of the Banking Law   |                            |  |
| and the Assets Acquired against Overdue Receivables and Held for Sale but Retained more than Five Years  | -                          |  |
| Other items to be defined by the BRSA (-)  | 1.075                      |  |
| In transition from Total Core Capital and Supplementary Capital (the capital) to Continue to Download Components   |                            |  |
| The Sum of net long positions of investments (the portion which exceeds the 10% of Banks Common Equity) in the   |                            |  |
| capital of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank<br>does not own more than 10% of the issued common share capital of the entity which will not deducted from Common<br>Equity Tier 1 capital, Additional Tier 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional<br>Article 2 of the Regulation on Banks' Own Funds   | -                          |  |
| The Sum of net long positions of investments in the Additional Tier 1 capital and Tier 2 capital of banking, financial and   |                            |  |
| insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10%   |                            |  |
| of the issued common share capital of the entity which will not deducted from Common Equity Tier 1 capital, Additional<br>Tier 1 capital, Tier 2 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on<br>Banks' Own Funds   | -                          |  |
| The Sum of net long positions of investments in the common stock of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued common share capital of the entity, mortgage servicing rights, deferred tax assets arising from temporary differences which will not deducted from Common Equity Tier 1 capital for the purposes of the first sub-paragraph of the Provisional Article 2 of the Regulation on Banks' Own Funds | -                          |  |
| TOTAL CAPITAL  |                            |  |
| Total Capital  | 2.164.939                  |  |
| Total risk weighted amounts  | 16.782.105                 |  |
| CAPITAL ADEQUACY RATIOS  |                            |  |
| Core Capital Adequacy Ratio (%)  | 12,62                      |  |
| Tier 1 Capital Adequacy Ratio (%)  | 12,62                      |  |
| Capital Adequacy Ratio (%)   | 12,76                      |  |
| BUFFERS  | ,, o                       |  |
| Bank specific total common equity tier 1 capital ratio (a+b+c)   | 1,88                       |  |
| a) Capital conservation buffer requirement   | 1,88                       |  |
| b) Bank specific counter-cyclical buffer requirement   | 0,00                       |  |
| c) Systemic significant bank buffer ratio  | 0,00                       |  |
| The ratio of Additional Common Equity Tier 1 capital which will be calculated by the first paragraph of the Article 4 of Regulation on Capital Conservation and Countercyclical Capital buffers to Risk Weighted Assets (%)  | 8,12                       |  |
| Amounts below the Excess Limits as per the Deduction Principles  | -                          |  |
| Portion of the total of net long positions of investments in equity items of Consolidated banks and financial institutions where the bank owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital   | -                          |  |
| Portion of the total of investments in equity items of consolidated banks and financial institutions where the bank owns 10% or less of the issued share capital exceeding the 10% threshold of above Tier I capital   | -                          |  |
| Amount arising from mortgage-servicing rights  | -                          |  |
| Amount arising from deferred tax assets based on temporary differences   | -                          |  |
| Limits related to provisions considered in Tier II calculation   | -                          |  |
| General provisions for standard based receivables (before tenthousandtwentyfive limitation)  | 47.962                     |  |
| Up to 1.25% of total risk-weighted amount of general reserves for receivables where the standard approach used   | 47.962                     |  |
| Excess amount of total provision amount to credit risk Amount of the Internal Ratings Based Approach in accordance with the Communiqué on the Calculation  | -                          |  |
| Excess amount of total provision amount to &0,6 of risk weighted receivables of credit risk Amount of the Internal   |                            |  |
| Ratings Based Approach in accordance with the Communiqué on the Calculation  | -                          |  |
| Debt instruments subjected to Article 4 (to be implemented between 1 January 2018 and 1 January 2022)  | -                          |  |
| Upper limit for Additional Tier I Capital subjected to temporary Article 4   |                            |  |
| Amounts Excess the Limits of Additional Tier I Capital subjected to temporary Article 4  | -                          |  |
| Upper limit for Additional Tier II Capital subjected to temporary Article 4  | -                          |  |
| Amounts Excess the Limits of Additional Tier II Capital subjected to temporary Article 4   | -                          |  |

 $^{\scriptscriptstyle (\prime)}$  Amounts in this column represents the amounts of items that are subject to transition provisions.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Information of the borrowing instruments to be included in equity calculation:

| Issuer   | Ziraat Katılım Bankası A.Ş.  |
|--|--|
| Jnique identifier (CUSIP, ISIN etc.)   | -  |
| Governing Law(s) of the instrument   | Implementing Regulation on Equities  |
|  | of Banks in the Official Gazette dated   |
| Degulatory trastment   | 5 September 2013   |
| <b>Regulatory treatment</b><br>From 1/1/2015, 10% reduction by being subject to the application              | No   |
| Eligible at unconsolidated/consolidated  | Unconsolidated/Consolidated  |
| nstrument type (types to be specified by each jurisdiction)  | Subordinated Loan  |
| Amount recognized in regulatory capital (Currency in mil, as of most recent                                  | TL 300 Million   |
| reporting date)  |  |
| Par value of instrument  | TL 300 Million   |
| Accounting classification  | Liabilities/Subordinated loan  |
| Driginal date of issuance  | 29.03.2019   |
| Perpetual or dated   | Dated  |
| Driginal maturity date   | 10 (ten) years   |
| ssuer call subject to prior supervisory approval   | Yes  |
| Optional call date, contingent call dates and redemption amount  | Option date 5 years, (no conditional   |
|  | refund)  |
| Subsequent call dates, if applicable   | -  |
| Coupons/dividends (*)  |  |
| ixed or floating dividend/coupon   | Fixed  |
| Coupon rate and any related index  | 16,25%   |
| Existence of a dividend stopper  | -  |
| Fully discretionary, partially discretionary or mandatory  | -  |
| Existence of step up or other incentive to redeem  | -  |
| Noncumulative or cumulative  | -  |
| Convertible or non-convertible   |  |
| f convertible, conversion trigger (s)  | -  |
| f convertible, fully or partially  | -  |
| f convertible, conversion rate   | -  |
| f convertible, mandatory or optional conversion  | -  |
| f convertible, specify instrument type convertible into  | -  |
| f convertible, specify issuer of instrument it converts into   | -  |
| Write-down feature   |  |
| f write-down, write-down trigger(s)  | -  |
| f write-down, full or partial  | -  |
| f write-down, permanent or temporary   | -  |
| f temporary write-down, description of write-up mechanism  | -  |
| Position in subordination hierarchy in liquidation (specify instrument type mmediately senior to instrument) | It gives the owner the right to be credited<br>before the borrowing instruments to<br>be included in the additional capital<br>calculation, after the depositors and all<br>other creditors. |
| n compliance with article number 7 and 8 of "Own fund regulation"  | Article number 8   |
| Details of incompliances with article number 7 and 8 of "Own fund regulation"                                | -  |

<sup>(\*)</sup> Profit share for participation banks.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Information of the borrowing instruments to be included in equity calculation:

| lssuer  | Ziraat Katılım Bankası A.Ş.   |  |  |
|---|---|--|--|
| Unique identifier (CUSIP, ISIN etc.)  | -   |  |  |
| Governing Law(s) of the instrument  | Implementing Regulation on Equities of Banks in the<br>Official Gazette dated 5 September 2013  |  |  |
| Regulatory treatment  |   |  |  |
| From 1/1/2015, 10% reduction by being subject to the application  | No  |  |  |
| Eligible at unconsolidated/consolidated   | Unconsolidated/Consolidated   |  |  |
| Instrument type (types to be specified by each jurisdiction)  | Additional capital  |  |  |
| Amount recognized in regulatory capital (Currency in mil, as of most recent reporting date)                     | TL 519 Million  |  |  |
| Par value of instrument   | TL 519 Million  |  |  |
| Accounting classification   | Liabilities/Subordinated loan   |  |  |
| Driginal date of issuance   | 24.04.2019  |  |  |
| Perpetual or dated  | Undated   |  |  |
| Driginal maturity date  | 24.04.2019  |  |  |
| ssuer call subject to prior supervisory approval  | Yes   |  |  |
| Optional call date, contingent call dates and redemption amount   | Option date 5 years, (no conditional refund)  |  |  |
| Subsequent call dates, if applicable  | -   |  |  |
| Coupons/dividends (*)   |   |  |  |
| Fixed or floating dividend/coupon   | -   |  |  |
| Coupon rate and any related index   | -   |  |  |
| Existence of a dividend stopper   | -   |  |  |
| ully discretionary, partially discretionary or mandatory  | -   |  |  |
| Existence of step up or other incentive to redeem   | -   |  |  |
| Noncumulative or cumulative   | -   |  |  |
| Convertible or non-convertible  | · · · · · · · · · · · · · · · · · · ·   |  |  |
| f convertible, conversion trigger (s)   | -   |  |  |
| f convertible, fully or partially   | -   |  |  |
| f convertible, conversion rate  | -   |  |  |
| f convertible, mandatory or optional conversion   | -   |  |  |
| f convertible, specify instrument type convertible into   | -   |  |  |
| f convertible, specify issuer of instrument it converts into  | -   |  |  |
| Write-down feature  |   |  |  |
| f write-down, write-down trigger(s)   | In case the Core Capital adequacy ratio or  |  |  |
|   | consolidated Core Capital adequacy ratio falls below  |  |  |
|   | 5,125 percent   |  |  |
| f write-down, full or partial   | Yes   |  |  |
| f write-down, permanent or temporary  | Temporary   |  |  |
| f temporary write-down, description of write-up mechanism   | It is possible to increase the value after temporary reduction.   |  |  |
| Position in subordination hierarchy in liquidation (specify instrument type immediately senior to<br>nstrument) | i.After payments within the scope of priority liabilitie:<br>ii. Equal among themselves and with all other equal-<br>level Liabilities without order of preference, and<br>iii. Before all payments within the scope of low-level<br>liabilities. |  |  |
| n compliance with article number 7 and 8 of "Own fund regulation"   | Article number 7  |  |  |
| Details of incompliances with article number 7 and 8 of "Own fund regulation"                                   | Article number 7  |  |  |

<sup>(\*)</sup> Profit share for participation banks.

#### Required explanations for the reconciliation between table of equity components and balance sheet:

The difference between Total Capital and Equity in the consolidated balance sheet mainly arises from expected credit loss provisions arising from loans classified under stage I and stage II and subordinated loans. In the calculation of Total Capital, up to 1,25% of general provision from stage 1 and stage 2 over the credit risk amount and subordinated loans with nominal amounts are taken into consideration as Tier II Capital. On the other hand, in the calculation of the Total Capital, improvement costs for operating leases followed under tangible assets in the balance sheet, intangible assets and related deferred tax liabilities, net book value of immovables that are acquired against overdue receivables and retained more than five years, other items defined by the regulator are taken into consideration as amounts deducted from Total Capital.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|   | Current Period | Prior Period (*) |
|---|----------------|------------------|
| Equity value of balance sheet   | 3.166.828      | 2.218.584        |
| Cost of development of operating lease                                  | (20.234)       | (18.408)         |
| Goodwill and other intangible assets and related deferred tax liability | (120.641)      | (80.396)         |
| Debt instruments and premiums approved by BRSA                          | 300.000        | -                |
| Tier II Capital   | 57.294         | 47.962           |
| Defined-benefit pension fund net assets                                 | -              | (1.728)          |
| Debt instruments and premiums approved by BRSA -subordinated loans      | 519.350        | -                |
| Other values deducted from equity                                       | (886)          | (1.075)          |
| Amount taken into consideration in the calculation of legal equity      | 3.901.711      | 2.164.939        |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

#### **II. EXPLANATIONS ON CREDIT RISK**

The Credit risk states the debtor or institution's probability of loss which may decrease in credit standing partially or completely and prevent the requirements of the engagement liabilities on the time due to any reason.

Loan allocation authorization belongs to Board of Directors however relying on the authorization given by the Board of Directors, limits of credit customers determined within the scope of General Management's Credit Committee and the authorization limits which was given by Board of Directors, Financial and non-financial informations, credit needs, sectoral and identical features which belongs to credit customers evaluates accordingly allocate the limits.

With regards to the credit risk, the debtor or the group of debtors is subjected to risk limitation. Debtors and debtor groups are monitored weekly within the scope of risk limitation appetite.

The limits which is identified as related credit portfolio approved by the Board of Directors and revised when required. The identified limits will be distributed by considering the factors like portfolio structure, potentials of the customers and credit, regional and sectoral characteristics, competencies of the personnel.

After the allocation of limit within the commercial portfolios, firms are continued to be monitored and the changes in the financial structures and market relations of the credit firms are followed.

Documents required to be received are clearly stated by the regulations in the application of funds and limit allocation, and these topic documents are evidently mentioned in regularity that received or not received which is controlled by audit departments. The Bank considers guarantees as important in minimization and elimination of the risk. As a result of policies and process based on obtaining reliable and good security, the Bank's credit risk expected to be significantly decline.

Bank applies internal ratings processes as a decision support system for analyzing credit standing and determining credit allocation for Corporate/Entrepreneur consumer loans.

The Bank makes provision as proposed with the "Communiqué on Methods and Principles for Determining the Nature of Loans and Other Receivables and Allocation of Provisions".

Identification of limits for domestic and foreign banks provide allocation which is determined by considering the needs of both clients and departments, with financial and economic conditions of the banks and their countries.

Treasury operations are executed in the frame of pre-determined authorization and limits, these authorization and limits are executed by monitory transactions.

The Bank calculate specific provisions which is classified as an illiquid claim considering with related deposits received from customers as stated in "Methods and Principles for the Determination of Loans and other Receivables to be Reserved for and Allocation for Reserves".

The receivable of the Parent Bank from its top 100 and 200 cash loan customers share in total cash loans ratio is 57,04% and 67,97% (31 December 2018: 55,17% and 65,14%).

The receivable of the Parent Bank from its top 100 and 200 non-cash loan customers share in total non-cash loans ratio is 53,30% and 66,45% (31 December 2018: 59,75% and 72,39%).

The receivable of the Parent Bank from its top 100 and 200 cash and non-cash receivables loan customers share in total cash and non-cash receivables loans ratio is 55,99% and 67,55% (31 December 2018: 56,85% and 67,80%).

The Banks general loan loss provision amount for its credit risk is TL 106.073 (31 December 2018: TL 84.621).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|   | receivables<br>from central | unconditional<br>receivables from<br>regional or local | receivables from<br>administrative<br>units and non- | receivables from<br>multilateral | receivables from | receivables<br>from banks |            |  |
|---|-----------------------------|--|--|----------------------------------|------------------|---------------------------|------------|--|
| Current Period                                    |                             |  |  |                                  |                  |                           |            |  |
| Domestic  | 4.559.049                   | -  | 28.235   | -                                | -                | 2.794.537                 | 17.546.529 |  |
| European Union Countries                          | -                           | -  | -  | -                                | -                | 863.326                   | -          |  |
| OECD Countries (1)                                | -                           | -  | -  | -                                | -                | 4.584                     | -          |  |
| Off-shore Banking Regions                         | -                           | -  | -  | -                                | -                | 238.034                   | -          |  |
| USA, Canada                                       | -                           | -  | -  | -                                | -                | 305.303                   | -          |  |
| Other Countries                                   | -                           | -  | -  | -                                | -                | 20.465                    | 121.340    |  |
| Subsidiaries, Associates<br>and Joint Ventures    | -                           | -  | -  | -                                | -                | -                         | -          |  |
| Unallocated Assets/<br>Liabilities <sup>(2)</sup> | -                           | -  | -  | -                                | -                | -                         | -          |  |
| Total   | 4.559.049                   |  | 28.235   | -                                | -                | 4.226.249                 | 17.667.869 |  |

|   | receivables<br>from central | unconditional<br>receivables from<br>regional or local | receivables from<br>administrative<br>units and non-<br>commercial | receivables from<br>multilateral | unconditional<br>receivables<br>from | receivables<br>from banks and | unconditional |  |
|---|-----------------------------|--|--|----------------------------------|--------------------------------------|-------------------------------|---------------|--|
| Prior Period (3)                                  |                             |  |  |                                  |                                      |                               |               |  |
| Domestic  | 2.612.856                   |  | 7.997  | -                                | -                                    | 2.218.083                     | 14.191.836    |  |
| European Union Countries                          | -                           | -  | -  | -                                | -                                    | 115.275                       | -             |  |
| OECD Countries (1)                                | -                           | -  | -  | -                                | -                                    | 1.281                         | -             |  |
| Off-shore Banking Regions                         | -                           | -  | -  | -                                | -                                    | 63                            | -             |  |
| USA, Canada                                       | -                           | -  | -  | -                                | -                                    | 43.985                        | -             |  |
| Other Countries                                   | -                           | -  | -  | -                                | -                                    | 12.215                        | 4.329         |  |
| Subsidiaries, Associates<br>and Joint Ventures    | -                           | -  | -  | -                                | -                                    | -                             | -             |  |
| Unallocated Assets/<br>Liabilities <sup>(2)</sup> | -                           | -  | -  | -                                | -                                    | -                             | -             |  |
| Total   | 2.612.856                   |  | 7.997  |                                  |                                      | 2.390.902                     | 14.196.165    |  |

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

 $^{\left( 1\right) }$  OECD Countries other than EU countries, USA and Canada.

<sup>(2)</sup> Consists of assets and liabilities that cannot be distributed according to a consistent framework.

<sup>(3)</sup> The amounts in the unadjusted financial statements are presented.

| Conditional<br>and<br>unconditional<br>retail<br>receivables | secured by |         |        |   | Securitization positions |   | collective<br>investment | Other<br>receivables | Total      |
|--|------------|---------|--------|---|--------------------------|---|--------------------------|----------------------|------------|
|  |            |         |        |   |                          |   |                          |                      |            |
| <br>3.490.654  | 2.485.739  | 202.276 | -      | - | -                        | - | -                        | 765.741              | 31.872.760 |
| 1.139  | 1.162      | -       | -      | - | -                        | - | -                        | -                    | 865.627    |
| -  | 18         | -       | -      | - | -                        | - | -                        | -                    | 4.602      |
| <br>-  | -          | -       | -      | - | -                        | - | -                        | -                    | 238.034    |
| <br>62   | 103        | -       | -      | - | -                        | - | -                        | -                    | 305.468    |
| 182  | 428        | -       | 45.500 | - | -                        | - | -                        | -                    | 187.915    |
| <br>-  | -          | -       | -      | - | -                        | - | -                        | -                    | -          |
| -  | -          | -       | -      | - | -                        | - | -                        | -                    | -          |
| <br>3.492.037  | 2.487.450  | 202.276 | 45.500 | - | -                        | - | -                        | 765.741              | 33.474.406 |

| Conditional<br>and<br>unconditional<br>retail<br>receivables |           |        |        |   | Securitization<br>positions | Short-term<br>receivables<br>from banks,<br>brokerage<br>houses and<br>corporates | similar to collective | Other<br>receivables | Total      |
|--|-----------|--------|--------|---|-----------------------------|---|-----------------------|----------------------|------------|
|  |           |        |        |   |                             |   |                       |                      |            |
| 1.376.029  | 1.935.066 | 91.375 | -      | - | -                           | -   | -                     | 116.555              | 22.549.797 |
| -  | -         | -      | -      | - | -                           | -   | -                     | -                    | 115.275    |
| -  | -         | -      | -      | - | -                           | -   | -                     | -                    | 1.281      |
| -  | -         | -      | -      | - | -                           | -   | -                     | -                    | 63         |
| -  | -         | -      | -      | - | -                           | -   | -                     | -                    | 43.985     |
| <br>-  | -         | -      | 30.164 | - | -                           | -   | -                     | -                    | 46.708     |
| <br>-  | -         | -      | -      | - | -                           | -   | -                     | -                    | -          |
| <br>-  | -         | -      | -      | - | -                           | -   | -                     | -                    | -          |
| <br>1.376.029  | 1.935.066 | 91.375 | 30.164 |   |                             |   |                       | 116.555              | 22.757.109 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **Risk Profile by Sectors or Counterparties**

|   |  |                                     |  | Risk C               | lasses  |  |                                   |  |  |
|---|--|-------------------------------------|--|----------------------|---|--|-----------------------------------|--|--|
| Current Period                          | Conditional<br>and<br>unconditional<br>receivables<br>from central<br>governments<br>or central<br>banks | and<br>unconditional<br>receivables | from<br>administrative<br>units and non-<br>commercial | from<br>multilateral | unconditional<br>receivables<br>from<br>international | and<br>unconditional<br>receivables<br>from banks<br>and brokerage | and<br>unconditional<br>corporate | Conditional<br>and<br>unconditional<br>retail<br>receivables |  |
| Sectors/Counter Parties                 |  |                                     |  |                      |   |  |                                   |  |  |
| Agriculture                             | -  | -                                   | -  | -                    | -   | -  | 121.547                           | 91.625   |  |
| Farming and Stockbreeding               | -  | -                                   | -  | -                    | -   | -  | 116.888                           | 79.229   |  |
| Forestry                                | -  | -                                   | -  | -                    | -   | -  | 4.654                             | 9.046  |  |
| Fishing                                 | -  | -                                   | -  | -                    | -   | -  | 5                                 | 3.350  |  |
| Manufacturing                           | -  | -                                   | 1.172  | -                    | -   | -  | 8.478.192                         | 1.180.360  |  |
| Mining and Quarrying                    | -  | -                                   | -  | -                    | -   | -  | 439.862                           | 17.585   |  |
| Production                              | -  | -                                   | 1.172  | -                    | -   | -  | 7.025.149                         | 1.134.034  |  |
| Electric, Gas and Water                 | -  | -                                   | -  | -                    | -   | -  | 1.013.181                         | 28.741   |  |
| Construction                            | -  | -                                   | -  | -                    | -   | -  | 3.643.981                         | 610.415  |  |
| Services                                | 4.559.049  | -                                   | 27.063   | -                    | -   | 4.226.249  | 5.121.958                         | 1.270.473  |  |
| Wholesale and Retail Trade              | -  | -                                   | -  | -                    | -   | -  | 2.816.442                         | 934.732  |  |
| Hotel Food and Beverage<br>Services     | -  | -                                   | -  | -                    | -   | -  | 159.604                           | 46.362   |  |
| Transportation and<br>Telecommunication | _  | -                                   | -  | -                    | -   | -  | 523.093                           | 48.246   |  |
| Financial Institutions                  | 4.559.049  | -                                   | 3.847  | -                    | -   | 4.226.249  | 352.690                           | 3.302  |  |
| Real Estate and Leasing<br>Services     | -  | -                                   | 6.815  | -                    | -   | -  | 938.438                           | 174.270  |  |
| Self-Employment Services                | -  | -                                   | -  | -                    | -   | -  | -                                 | -  |  |
| Education Services                      | -  | -                                   | -  | -                    | -   | -  | 34.428                            | 14.176   |  |
| Health and Social Services              | -  | -                                   | 16.401   | -                    | -   | -  | 297.263                           | 49.385   |  |
| Other                                   | -  | -                                   | -  | -                    | -   | -  | 302.191                           | 339.164  |  |
| Total                                   | 4.559.049  | -                                   | 28.235   | -                    | -   | 4.226.249  | 17.667.869                        | 3.492.037  |  |

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

| <br>  |                         |   | Risk | Classes |  |  |                      |                      |                      |                         |
|---|-------------------------|---|------|---------|--|--|----------------------|----------------------|----------------------|-------------------------|
| Conditional<br>and<br>unconditional<br>receivables<br>secured by<br>mortgages | Past due<br>receivables | Receivables<br>defined in<br>high risk<br>category by<br>BRSA |      |         | Short-term<br>from banks,<br>brokerage<br>houses and<br>corporates | similar to<br>collective<br>investment | Other<br>receivables | TL                   | FC                   | Total                   |
| <br>15.209  | 698                     | -   | -    | -       | -  | -                                      | -                    | 108.846              | 120.233              | 229.079                 |
| <br>15.030  | 698                     | -   | -    | -       | -  | -                                      | -                    | 99.481               | 112.364              | 211.845                 |
| <br>51  | -                       | -   | -    | -       | -  | -                                      | -                    | 9.162                | 4.589                | 13.751                  |
| 128   | -                       | -   | -    | -       | -  | -                                      | -                    | 203                  | 3.280                | 3.483                   |
| 402.410   | 38.593                  | -   | -    | -       | -  | -                                      | -                    | 3.714.387            | 6.386.340            | 10.100.727              |
| 17.090  | -                       | -   | -    | -       | -  | -                                      | -                    | 174.526              | 300.011              | 474.537                 |
| 370.826   | 38.593                  | -   | -    | -       | -  | -                                      | -                    | 2.854.792            | 5.714.982            | 8.569.774               |
| 14.494  | -                       | -   | -    | -       | -  | -                                      | -                    | 685.069              | 371.347              | 1.056.416               |
| 437.998   | 41.214                  | -   | -    | -       | -  | -                                      | -                    | 3.024.393            | 1.709.215            | 4.733.608               |
| 391.793   | 120.179                 | 45.500  | -    | -       | -  | -                                      | -                    | 7.441.799            | 8.320.465            | 15.762.264              |
| <br>236.664   | 79.001                  | -   | -    | -       | -  | -                                      | -                    | 2.217.876            | 1.848.963            | 4.066.839               |
| <br>34.461  | 624                     |   | _    | -       | -  |  | -                    | 44.672               | 196.379              | 241.051                 |
| 3.769   | 1.191                   | -   | -    | -       | -  | -                                      | -                    | 96.140               | 480.159              | 576.299                 |
| 5.531   | -                       | 45.500  | -    | -       | -  | -                                      | -                    | 4.220.192            | 4.975.976            | 9.196.168               |
| 38.217  | 35.316                  | -   | _    | -       | -  | -                                      | -                    | 624.072              | 568.984              | 1.193.056               |
| - 58.798  | -                       | -   | -    | -       | -  | -                                      | -                    | -                    | -                    | - 111 411               |
|   | 4.009                   | -   | -    | -       | -  | -                                      | -                    | 91.486               | 19.925               | 111.411<br>377.440      |
| 14.353<br>1.240.040   | 38<br>1.592             | -   | -    | -       | -  | -                                      | -<br>765.741         | 147.361<br>1.617.667 | 230.079<br>1.031.061 |                         |
| 1.240.040<br><b>2.487.450</b>   | 1.592<br>202.276        | -<br>45.500   | -    | -       | -  | -                                      |                      | 15.907.092           |                      | 2.648.728<br>33.474.406 |
| <br>2.487.450   | 202.270                 | 45.500  | -    |         |  | -                                      | /05./41              | 15.907.092           | 17.507.514           | 33.4/4.400              |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **Risk Profile by Sectors or Counterparties**

|   |  |                                     |  | Risk C                              | lasses                |             |                      |  |  |
|---|--|-------------------------------------|--|-------------------------------------|-----------------------|-------------|----------------------|--|--|
| Prior Period <sup>(*)</sup>                                     | Conditional<br>and<br>unconditional<br>receivables<br>from central<br>governments<br>or central<br>banks | and<br>unconditional<br>receivables | administrative<br>units and non-<br>commercial | receivables<br>from<br>multilateral | from<br>international | receivables | and<br>unconditional | Conditional<br>and<br>unconditional<br>retail<br>receivables |  |
| Sectors/Counter Parties   |  |                                     |  |                                     |                       |             |                      |  |  |
| Agriculture   | -  | -                                   | -  | -                                   | -                     | -           | 167.816              | 13.926   |  |
| Farming and Stockbreeding                                       | -  | -                                   | -  | -                                   | -                     | -           | 165.848              | 9.989  |  |
| Forestry  | -  | -                                   | -  | -                                   | -                     | -           | 1.968                | 3.356  |  |
| Fishing   | -  | -                                   | -  | -                                   | -                     | -           | -                    | 581  |  |
| Manufacturing   | -  | -                                   | -  | -                                   | -                     | -           | 6.709.315            | 386.972  |  |
| Mining and Quarrying  | -  | -                                   | -  | -                                   | -                     | -           | 228.911              | 10.291   |  |
| Production  | -  | -                                   | -  | -                                   | -                     | -           | 6.074.635            | 369.755  |  |
| Electric, Gas and Water   | -  | -                                   | -  | -                                   | -                     | -           | 405.769              | 6.926  |  |
| Construction  | -  | -                                   | -  | -                                   | -                     | -           | 2.999.326            | 168.416  |  |
| Services  | 2.612.856  | -                                   | 7.997  | -                                   | -                     | 2.390.902   | 4.236.792            | 549.707  |  |
| Wholesale and Retail Trade                                      | -  | -                                   | -  | -                                   | -                     | -           | 2.422.604            | 427.177  |  |
| Hotel Food and Beverage<br>Services                             | -  | -                                   | -  | -                                   | -                     | -           | 75.722               | 13.351   |  |
| Transportation and<br>Telecommunication                         | -  | -                                   | -  | -                                   | -                     | -           | 415.185              | 22.146   |  |
| Financial Institutions  | 2.612.856  | -                                   | 2.824  | -                                   | -                     | 2.390.902   | 330.671              | 2.710  |  |
| Real Estate and Leasing<br>Services<br>Self-Employment Services | -  | -                                   | -  | -                                   | -                     | -           | 774.680              | 66.859<br>-  |  |
| Education Services  | -  | -                                   | -  | -                                   | -                     | -           | 24.110               | 4.843  |  |
| Health and Social Services                                      | -  | -                                   | 5.173  | -                                   | -                     | -           | 193.820              | 12.621   |  |
| Other   | -  | -                                   | -  | -                                   | -                     | -           | 82.916               | 257.008  |  |
| Total   | 2.612.856  | -                                   | 7.997  |                                     |                       | 2.390.902   | 14.196.165           | 1.376.029  |  |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

|   |                         |   |   | Risk           | Classes  |  |                      |                  |                   |            |
|---|-------------------------|---|---|----------------|--|--|----------------------|------------------|-------------------|------------|
| Conditional<br>and<br>unconditional<br>receivables<br>secured by<br>mortgages | Past due<br>receivables | Receivables<br>defined in<br>high risk<br>category by<br>BRSA |   | Securitization | Short-term<br>from banks,<br>brokerage<br>houses and<br>corporates | Investments<br>similar to<br>collective<br>investment<br>funds | Other<br>receivables | TL               | FC                | Total      |
| 5.274   | 600                     | -   | - | -              | -  |  | -                    | 161.742          | 25.874            | 187.616    |
| 4.824   | 600                     | -   | - | -              | -  | -  | -                    | 155.657          | 25.604            | 181.261    |
| -   | -                       | -   | - | -              | -  | -  | -                    | 5.054            | 270               | 5.324      |
| 450   | -                       | -   | - |                | -  | -  | -                    | 1.031            | -                 | 1.031      |
| 236.014   | 11.713                  | -   | - | -              | -  | -  | -                    | 2.283.557        | 5.060.457         | 7.344.014  |
| 2.779   | -                       | -   | - | -              | -  | -  | -                    | 42.759           | 199.222           | 241.981    |
| 220.762   | 11.713                  | -   | - | -              | -  | -  | -                    | 1.965.012        | 4.711.853         | 6.676.865  |
| 12.473  | -                       | -   | - |                | -  | -  | -                    | 275.786          | 149.382           | 425.168    |
| 489.634   | 29.073                  | -   | - | -              | -  | -  | -                    | 2.403.786        | 1.282.663         | 3.686.449  |
| 361.346   | 49.806                  | 30.164  | - | -              | -  | -  | -                    | 5.526.159        | 4.713.411         | 10.239.570 |
| 184.752   | 23.275                  | -   | - | -              | -  | -  | -                    | 1.831.224        | 1.226.584         | 3.057.808  |
| 15.881  | 81                      | -   | - | -              | -  | -  | -                    | 36.189           | 68.846            | 105.035    |
| 4.885   | 198                     | _   | _ | _              | _  | _  | _                    | 111.292          | 331.122           | 442.414    |
|   | -                       | 30.164  | - | -              | -  | -  | -                    | 2.915.941        | 2.454.186         | 5.370.127  |
|   |                         | 50.104  |   |                |  |  |                      | 2.313.341        | 2.434.100         | 5.57 0.127 |
| 115.970   | 23.584                  |   | - | -              | -  | -  | -                    | 503.080          | 478.013           | 981.093    |
| -<br>32.941   | -<br>1.992              | -   | - | -              | -  | -  | -                    | -                | -<br>14 770       | 63.886     |
| 6.917   | 676                     | -   | - | -              | -  | -  | -                    | 49.147<br>79.286 | 14.739<br>139.921 | 219.207    |
| 842.798   | 183                     | -   | - | -              | -  | -  | -<br>116.555         | 1.113.426        | 186.034           |            |
|   |                         | -   | - |                | -  | -  |                      |                  |                   | 1.299.460  |
| 1.935.066   | 91.375                  | 30.164  | - | -              | -  | -  | 116.555              | 11.488.670       | 11.268.439        | 22.757.109 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Analysis of maturity-bearing exposures according to remaining maturities:

|  | Term to Maturity |            |            |             |             |  |
|--|------------------|------------|------------|-------------|-------------|--|
|  | 1 Month          | 1-3 Months | 3-6 Months | 6-12 Months | Over 1 Year |  |
| Exposure Classifications   |                  |            |            |             |             |  |
| Conditional and unconditional exposures to central   |                  |            |            |             |             |  |
| governments or central banks   | 1.677.088        | 280.080    | 33.422     | 459.719     | 2.108.740   |  |
| Conditional and unconditional exposures to regional governments or local authorities               | -                | -          | -          | -           | -           |  |
| Conditional and unconditional receivables from administrative units and non-commercial enterprises | 6.091            | 109        | 818        | 9.509       | 11.708      |  |
| Conditional and unconditional exposures to multilateral development banks                          | -                | -          | -          | -           | -           |  |
| Conditional and unconditional exposures to international organizations                             | -                | -          | -          | -           | -           |  |
| Conditional and unconditional exposures to banks and brokerage houses                              | 4.201.521        | 7.173      | 166        | 4.991       | 12.398      |  |
| Conditional and unconditional exposures to corporates  | 1.458.672        | 1.555.190  | 2.910.468  | 2.680.454   | 9.063.085   |  |
| Conditional and unconditional retail exposures   | 113.503          | 240.104    | 480.179    | 691.913     | 1.966.338   |  |
| Conditional and unconditional exposures secured by   |                  |            |            |             |             |  |
| real estate property   | 13.945           | 32.001     | 99.537     | 154.018     | 2.187.949   |  |
| Past due receivables   | 202.276          | -          | -          | -           | -           |  |
| Receivables defined in high risk category by BRSA  | 41.923           | -          | -          | 3.577       | -           |  |
| Exposures in the form of bonds secured by mortgages  | -                | -          | -          | -           | -           |  |
| Securitization Positions   | -                | -          | -          | -           | -           |  |
| Short term exposures to banks, brokerage houses and corporates                                     | -                | -          | -          | -           | -           |  |
| Exposures in the form of collective investment undertakings  | 765.741          | -          | -          | -           | -           |  |
| Grand Total  | 8.480.760        | 2.114.657  | 3.524.590  | 4.004.181   | 15.350.218  |  |

Prepared with the amounts after conversion rate to credit and before Credit Risk Reduction.

Grades of Fitch Ratings International Rating Agency are used in determining risk weights for risk classes being used rating grade of risk classes indicated in article 6 of Communiqué on "Measurement and Assessment of Capital Adequacy of Banks". Additionally, grades of Fitch Ratings International Rating Agency were used for receivables from central government and central bank of our country and counter parties abroad. Counter parties resident are accepted as "gradeless" and take risk weight suited for "gradeless" category in relevant risk class.

Rating Scores are used in the following risk classes;

- 1. Receivables from Central Governments or Central Banks
- 2. Receivables from Regional Governments or Local Authorities
- 3. Receivables from Administrative Units and Non-commercial Enterprises
- 4. Receivables from Banks and Brokerage Houses

While credit quality level grade given by Fitch Ratings International Rating Agency decreases to 3, grades using in risk class of receivables from banks and intermediary institutions matched with all credit quality levels from 1 to 6 in risk classes of receivables from central governments or central banks, receivables from regional governments or local authorities and receivables from administrative units and non-commercial enterprises.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

For determination of risk weight regarding items that export or issuer rating not included to purchase/sale accounts is firstly considered to export rating, and also issuer's credit rating is considered in the absence of export rating.

#### Exposures by risk weights:

|   | Risk Weights                               | 0%        | 10% | 20%       | 35%       | 50%       | 75%       | 100%       | 150%   | 200% | 250% | 1250% | Deductions<br>from Equity |
|---|--|-----------|-----|-----------|-----------|-----------|-----------|------------|--------|------|------|-------|---------------------------|
|   | Exposures before Credit<br>Risk Mitigation | 4.010.632 | -   | 3.116.439 | 1.415.935 | 3.508.087 | 3.489.845 | 18.024.796 | 45.500 | -    | -    | -     | 140.875                   |
| 2 | Exposures after Credit Risk<br>Mitigation  | 5.112.836 | -   | 3.237.594 | 1.415.935 | 3.876.758 | 2.941.558 | 16.981.054 | 45.500 | -    | -    | -     | 140.875                   |

Prepared with the numbers after conversion rate to credit.

#### Information on Significant Sectors or Counterparty Based:

Impaired Credits; are the credits that were deemed to be impaired because of the credibility or delaying more than 90 days as of the end of the reporting period. For these credits "Expected Credit Loss" calculation is made within the scope of Regulation on Provisions.

**Past Due Credits;** are the credits whose maturity delayed up to 90 days as of the end of the reporting period but not incurred to impairment for these credits "Expected Credit Loss" calculation is made within the scope of Regulation for Provisions.

|                                      | Loans  |                        | Provisions                                      |
|--------------------------------------|--|------------------------|---|
|                                      | Impaired (TFRS                                   | 9)                     |   |
| Current Period                       | Significant increase in<br>credit risk (Stage 2) | Defaulted<br>(Stage 3) | Expected Credit Losses<br>(Stage 2 and Stage 3) |
| Agriculture                          | 22.176   | 15.350                 | 9.424   |
| Farming and raising livestock        | 20.761   | 12.001                 | 7.152   |
| Forestry                             | 1.415  | 2.510                  | 1.687   |
| Fishing                              | -  | 839                    | 585   |
| Manufacturing                        | 783.969  | 250.207                | 200.718   |
| Mining                               | 216.465  | 5.951                  | 5.890   |
| Production                           | 561.512  | 239.581                | 192.284   |
| Electricity, gas, water              | 5.992  | 4.675                  | 2.544   |
| Construction                         | 297.042  | 76.453                 | 51.851  |
| Services                             | 274.112  | 304.252                | 178.329   |
| Wholesale and retail trade           | 204.127  | 161.902                | 106.601   |
| Hotel food, beverage services        | 6.991  | 1.357                  | 790   |
| Transportation and telecommunication | 12.250   | 38.299                 | 25.128  |
| Financial institutions               | 5.422  | -                      | 60  |
| Real estate and lending service      | 39.606   | 93.742                 | 40.377  |
| Self-employment service              | -  | -                      | -   |
| Education service                    | 3.212  | 33                     | 41  |
| Health and social services           | 2.504  | 8.919                  | 5.332   |
| Other                                | 20.827   | 29.020                 | 84.073  |
| Total                                | 1.398.126  | 675.282                | 524.395   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                                      |  | Loans                  |            | Provisions   |
|--------------------------------------|--|------------------------|------------|--|
|                                      | Impaired (T  | FRS9)                  |            |  |
| Prior Period <sup>(*)</sup>          | Significant<br>increase in<br>credit risk<br>(Stage 2) | Defaulted<br>(Stage 3) | (Provision | Expected Credit<br>Losses (Stage 2<br>and Stage 3) |
| Agriculture                          | 16.025   | 4.643                  | -          | 2.741  |
| Farming and raising livestock        | 11.934   | 2.728                  | -          | 1.641  |
| Forestry                             | 3.728  | 1.424                  | -          | 878  |
| Fishing                              | 363  | 491                    | -          | 222  |
| Manufacturing                        | 477.252  | 109.173                | -          | 79.109   |
| Mining                               | 186.234  | 1.066                  | -          | 508  |
| Production                           | 291.018  | 108.107                | -          | 78.598   |
| Electricity, gas, water              | -  | -                      | -          | 3  |
| Construction                         | 303.739  | 31.225                 | -          | 22.270   |
| Services                             | 270.537  | 93.626                 | -          | 63.108   |
| Wholesale and retail trade           | 186.712  | 47.732                 | -          | 36.510   |
| Hotel food, beverage services        | 17.881   | 11                     | -          | 11   |
| Transportation and telecommunication | 25.399   | 27.351                 | -          | 13.772   |
| Financial institutions               | -  | -                      | -          | -  |
| Real estate and lending service      | 39.819   | 14.704                 | -          | 11.092   |
| Self-employment service              | -  | -                      | -          | -  |
| Education service                    | -  | 3.828                  | -          | -  |
| Health and social services           | 726  |                        | -          | 1.723  |
| Other                                | 8.168  | 1.493                  | -          | 8.187  |
| Total                                | 1.075.721  | 240.160                | -          | 175.415  |

 $^{\scriptscriptstyle (\!\!\!\!)}$  The amounts in the unadjusted financial statements are presented.

#### Information about Value Adjustment and Change in Provisions:

|   | Current Period           | Opening<br>Balance | Provision for<br>Period <sup>(*)</sup> | Provision<br>Reversals | Other<br>Adjustments | Closing<br>Balance |
|---|--------------------------|--------------------|--|------------------------|----------------------|--------------------|
| 1 | Stage 3 Provisions       | 123.778            | 324.644                                | (17.064)               | 36.415               | 467.773            |
| 2 | Stage 1 and 2 Provisions | 84.621             | 79.834                                 | (80.991)               | 22.609               | 106.073            |

(\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

| Prior Period <sup>(*)</sup> | Opening<br>Balance | Provision for<br>Period (*) | Provision<br>Reversals | Other<br>Adjustments | Closing<br>Balance |
|-----------------------------|--------------------|-----------------------------|------------------------|----------------------|--------------------|
| 1 Stage 3 Provisions        | 20.546             | 105.347                     | (2.115)                | -                    | 123.778            |
| 2 Stage 1 and 2 Provisions  | 33.964             | 71.272                      | (20.615)               | -                    | 84.621             |

 $^{\scriptscriptstyle (\!\!\!\!)}$  The amounts in the unadjusted financial statements are presented.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The table below shows the maximum exposure to credit risk for the components of the financial statements. The table below shows the maximum exposure to credit risk for the components of the financial statements.

|  | Current Period | Prior Period (*) |
|--|----------------|------------------|
| Financial Assets at Fair Value Through Profit/Loss                         | -              | 56               |
| Banks  | 916.418        | 787.671          |
| Interbank Money Market Placements  | -              | -                |
| Financial Assets Measured at Fair Value Through Other Comprehensive Income | 2.386.937      | 1.299.465        |
| Financial Assets Measured at Amortised Cost                                | -              | -                |
| Loans  | 25.908.664     | 17.035.250       |
| Receivables From Leasing Transactions                                      | 3.656.366      | 703.834          |
| Other Assets   | -              | -                |
| Total credit risk exposure of balance sheet items                          | 32.868.385     | 19.826.276       |
| Financial Guarantees   | 11.328.137     | 10.283.442       |
| Commitments  | 400.233        | 358.815          |
| Total credit risk exposure of off-balance sheet items                      | 11.728.370     | 10.642.257       |
| Total credit risk exposure   | 44.596.755     | 30.468.533       |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

#### Information about credit quality per class of financial assets:

|  | Cı                                  | urrent Period                   |            | Prior Period (*)                    |                                 |            |  |  |
|--|-------------------------------------|---------------------------------|------------|-------------------------------------|---------------------------------|------------|--|--|
| Financial Assets   | Neither past<br>due nor<br>impaired | Past due<br>but not<br>impaired | Total      | Neither past<br>due nor<br>impaired | Past due<br>but not<br>impaired | Total      |  |  |
| Banks  | 916.418                             | -                               | 916.418    | 787.671                             | -                               | 787.671    |  |  |
| Derivative Financial Assets  | -                                   | -                               | -          | 56                                  | -                               | 56         |  |  |
| Loans  | 23.835.256                          | 1.398.126                       | 25.233.382 | 15.928.109                          | 1.075.721                       | 17.003.830 |  |  |
| Corporate/Entrepreneurial<br>Loans   | 21.686.253                          | 1.388.068                       | 23.074.321 | 14.319.501                          | 1.069.764                       | 15.389.265 |  |  |
| Consumer Loans   | 2.149.003                           | 10.058                          | 2.159.061  | 1.608.608                           | 5.957                           | 1.614.565  |  |  |
| Specialized Loans  | -                                   | -                               | -          | -                                   | -                               | -          |  |  |
| Financial Assets Measured<br>at Fair Value Through Other<br>Comprehensive Income | 2.386.937                           | -                               | 2.386.937  | 414.683                             | -                               | 414.683    |  |  |
| Financial Assets at Fair Value<br>Through Profit/Loss                            | 547.750                             | -                               | 547.750    | -                                   | -                               | -          |  |  |

(\*) The amounts in the unadjusted financial statements are presented.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **III. EXPLANATIONS ON COUNTER-CYCLICAL CAPITAL BUFFER CALCULATIONS RISK**

According to the Board resolution of BRSA, the transactions made between the banks are not involved to the counter-cyclical buffer ratio calculation. Within this scope as of 31 December 2018 the Bank does not have any receivables from abroad apart from the Banks, however the Bank discretely uses the uppermost ratio determined by BRSA, which is 0%. The geographical distribution of receivables from the private sector taken into account in the calculation of the bank-specific counter-cyclical capital buffer is described in the following table:

| Country name                        | RWA for banking<br>accounts | RWA for trading<br>accounts | ΤΟΤΑΙ  |
|-------------------------------------|-----------------------------|-----------------------------|--------|
| The United Arab Emirates            | 44.870                      | -                           | 44.870 |
| Marshall Islands                    | 16.733                      | -                           | 16.733 |
| Saudi Arabia                        | 1.553                       | -                           | 1.553  |
| Germany                             | 415                         | -                           | 415    |
| Turkish Republic of Northern Cyprus | 88                          | -                           | 88     |
| United States of America            | 82                          | -                           | 82     |
| France                              | 35                          | -                           | 35     |
| Holland                             | 32                          | -                           | 32     |
| Jordan                              | 22                          | -                           | 22     |
| Ghana                               | 13                          | -                           | 13     |
| Austria                             | 10                          | -                           | 10     |
| Italia                              | 10                          | -                           | 10     |
| Romania                             | 8                           | -                           | 8      |
| England                             | 6                           | -                           | 6      |
| Norway                              | 6                           | -                           | 6      |
| South Africa                        | 2                           | -                           | 2      |

#### IV. EXPLANATIONS ON THE CONSOLIDATED CURRENCY RISK

## a) Whether the Parent Bank is exposed to foreign currency risk, whether the effects of this matter are estimated, whether limits for the daily followed positions are determined by the Board of Directors

The Parent Bank's policy is to avoid carrying significant position by means of foreign currency management. Therefore, the Bank is not exposed to significant currency risks. Risks are monitored by the currency risk tables prepared based on the standard method. Besides, "Value at Risk" ("VAR") is calculated for daily foreign exchange position and reported to the related departments. VAR based currency risk limit is also followed which was approved by Board of Directors.

Moreover, dealer's positions and limits for foreign exchange transactions are under the authorization of the Board of Directors.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## b) Hedge against foreign exchange debt instruments and net foreign exchange investments by hedging derivative instruments, if material:

None.

#### c) Foreign currency risk policy:

"Liquidity Gap Analysis", "Repricing Gap Analysis" and "Structural Liquidity Gap Analysis" which takes into account historical repricing rates of foreign currency accounts, are prepared periodically in order to define liquidity and interest rate risks at USD and Euro, which are mainly used by the Parent Bank in its operations. Also, daily VAR analysis for following the currency risk and within the context of legal reporting, Foreign Currency Net General Position/Shareholders' Equity Ratio and Foreign Currency Liquidity Position are also monitored regularly.

#### c) Current foreign exchange bid rates of the Parent Bank for the last 5 business days prior to the financial statement date:

|            | USD    | EUR    | AUD    | DKK    | SEK    | CHF    | CAD    | NOK    | GBP    | SAR    | 100 Yen |
|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| 31.12.2019 | 5,9336 | 6,6542 | 4,1445 | 0,8865 | 0,6334 | 6,1238 | 4,5173 | 0,6726 | 7,8243 | 1,5697 | 5,4070  |
| 30.12.2019 | 5,9306 | 6,6432 | 4,1265 | 0,8851 | 0,6321 | 6,1062 | 4,4891 | 0,6711 | 7,7789 | 1,5689 | 5,3940  |
| 27.12.2019 | 5,9421 | 6,6275 | 4,1173 | 0,8832 | 0,6325 | 6,0772 | 4,4920 | 0,6692 | 7,7685 | 1,5718 | 5,3740  |
| 26.12.2019 | 5,9241 | 6,5678 | 4,0866 | 0,8747 | 0,6244 | 6,0273 | 4,4648 | 0,6625 | 7,6794 | 1,5670 | 5,3500  |
| 25.12.2019 | 5,9335 | 6,5800 | 4,0848 | 0,8769 | 0,6290 | 6,0345 | 4,4620 | 0,6594 | 7,6519 | 1,5694 | 5,3500  |

d) Simple arithmetic average of the Parent Bank's current foreign exchange bid rates for the last 30 days prior to the balance sheet date:

| USD    | EUR    | AUD    | DKK    | SEK    | CHF    | CAD    | NOK    | GBP    | SAR 100 Yen   |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------------|
| 5,8444 | 6,4896 | 4,0023 | 0,8645 | 0,6167 | 5,9311 | 4,3906 | 0,6446 | 7,6431 | 1,5464 5,3000 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Information on the foreign currency risk of the Group:

|   | EUR         | USD         | Other FC (****) | Total      |
|---|-------------|-------------|-----------------|------------|
| Current Period  |             |             |                 |            |
| Assets  |             |             |                 |            |
| Cash (Cash in vault, effectives, money in transit, cheques purchased) and |             |             |                 |            |
| balances with Central Bank of the Republic of Turkey                      | 912.111     | 1.242.173   | 640.016         | 2.794.300  |
| Banks   | 300.474     | 318.291     | 292.448         | 911.213    |
| Financial assets at fair value through profit and loss (***)              | -           | -           | -               | -          |
| Money market placements   | -           | -           | -               | -          |
| Financial assets at fair value through other comprehensive income         | 301.717     | -           | -               | 301.717    |
| Loans (*)   | 6.923.897   | 4.746.916   | -               | 11.670.813 |
| Equity Investments  | -           | -           | -               | -          |
| Financial assets measured at amortised cost                               | 547.750     |             | -               | 547.750    |
| Derivative financial assets for hedging purposes                          | -           | -           | -               | -          |
| Tangible fixed assets (net)   | -           | -           | -               | -          |
| Intangible assets (net)   | -           | -           | -               | -          |
| Other assets  | 5.315       | 1.222       | 58.990          | 65.527     |
| Total assets ("")   | 8.991.264   | 6.308.602   | 991.454         | 16.291.320 |
| Liabilities   |             |             |                 |            |
| Current account and funds collected from Banks via participation accounts | 20          | 97          | -               | 117        |
| Current and profit sharing accounts FC                                    | 4.989.517   | 6.521.421   | 913.985         | 12.424.923 |
| Money market borrowings   | -           | -           | -               | -          |
| Funds provided from other financial institutions                          | 2.005.285   | 1.115.851   | -               | 3.121.136  |
| Marketable securities issued  | -           | -           | -               | -          |
| Derivative financial liabilities for hedging purposes                     | -           | -           | -               | -          |
| Other liabilities (*****)   | 626.158     | 33.781      | 12.116          | 672.055    |
| Total liabilities (***)   | 7.620.980   | 7.671.150   | 926.101         | 16.218.231 |
| Net balance sheet position  | 1.370.284   | (1.362.548) | 65.353          | 73.089     |
| Net off-balance sheet position (")  | (1.316.302) | 1.317.991   | -               | 1.689      |
| Financial derivative assets   | -           | 1.317.991   | -               | 1.317.991  |
| Financial derivative liabilities  | 1.316.302   | -           | -               | 1.316.302  |
| Non-cash loans  | 3.528.070   | 2.792.756   | 80.345          | 6.401.171  |
| Prior Period (""")  |             |             |                 |            |
| Total assets  | 6.954.910   | 3.820.287   | 413.962         | 11.189.159 |
| Total liabilities   | 5.678.639   | 4.477.852   | 406.829         | 10.563.320 |
| Net balance sheet position  | 1.276.271   | (657.565)   | 7.133           | 625.839    |
| Net off-balance sheet position  | (1.309.464) | 1.321.437   | -               | 11.973     |
| Financial derivative assets   | -           | 1.321.437   | -               | 1.321.437  |
| Financial derivative liabilities  | 1.309.464   | -           | -               | 1.309.464  |
| Non-cash loans  | 3.145.078   | 2.996.581   | 71.542          | 6.213.201  |

<sup>(1)</sup> TL 186.677 equivalent of USD loans, and TL 497.071 equivalent of EUR loans are originated from foreign currency indexed loans and financial leasing.

(\*\*) Indicates the net balance of receivables and payables on derivative financial instruments.

(") In accordance with the principles of the "Regulation on Measurement and Practices of Banks' Net Overall FC Position/Shareholders' Equity Ratio on a Consolidated and Unconsolidated Basis", Foreign Currency Expense Accruals of Derivative Financial Assets TL 17.469 are not included.

("") Of the foreign currencies presented in the other foreign currency column of assets 88% is Gold, 2% is GBP, 2% CHF and remaining 8% is other foreign currencies. Of the foreign currencies presented in the other foreign currency column of liabilities 93% is Gold, 3% is GBP, 2% CHF and the remaining 2% is other foreign currencies.

(\*\*\*\*) Provisions, liabilities from financial leasing transactions and subordinated loans are included.

(\*\*\*\*\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### V. EQUITY SHARE POSITION RISK ORIGINATED FROM BANKING ACCOUNTS

## Carrying value of share investments, for fair value and quoted securities, comparison with market value if market value is significantly different from fair value:

The breakdown of the amount of capital liabilities on the basis of the relevant share investments, depending on the method of calculating the capital obligation selected by the bank from among the approaches allowed to be used in the Communiqué on Credit Risk Standard Method or Communiqué Related to Calculation of Credit Risk Based Approach Based on Internal Grading:

According to the standard method of credit risk, equity investments in banking accounts are TL 11.519 all of which are 100% risk weighted (31 December 2018: TL: 7.897).

#### VI. EXPLANATIONS RELATED TO CONSOLIDATED LIQUIDITY RISK MANAGEMENT AND LIQUIDITY COVERAGE RATIO

General principles of liquidity and financial emergency situation management and the related application procedures are considered in the scope of "Regulation for Liquidity Risk and Liquidity and Financial Emergency Situation Management".

Generally participation accounts concentration weighted for 1 month in both banking and participation banking sectors, collecting funds are longer than maturity perceived as an element of risk, in order to reduce the risk, attention showed to the liquidity of maturity group which is due for one month.

The Parent Bank performs "Remaining Maturity Analysis" for the observation of the maturity structure of the balance sheet, "Liquidity Gap" and "Structural Liquidity Gap Analysis" for the monitoring of the liquidity and between periods and Liquidity Stress Test for the evaluation of the Bank's liquidity and in the worst case scenario and the loss associated with it. Besides, in order to compare the Bank's level of liquidity risk with the sector, average remaining maturity balances of Bank-Sector and legal liquidity rates are monitored.

The Bank calculates and reports the liquidity adequacy ratio to BRSA weekly on consolidated basis and monthly on consolidated basis in accordance with "Regulation for Regulation on Banks' Liquidity Coverage Ratio Calculation" issued in Official Gazette numbered 28948 and dated 21 March 2014. The liquidity coverage of the Bank is over the limit values specified in the mentioned regulation.

Also on the purpose of the liquidity risk management, risk limits and threshold determined as a part of risk appetite and daily monitored.

#### 1) LIQUIDITY RISK:

## a) Basis for the current liquidity risk of the Bank and whether the necessary measures taken, limitations imposed by the Bank's Board of Directors on fund sources that can be used in payment of matured debts and can meet the immediate liquidity need:

The Parent Bank's fund resources consist of mainly participation funds. The bank is gathering funds in the name of participation accounts that the principal and predetermined yield are not guaranteed to paid back to the holder of account, and participation rates to profit or loss that results from funds to be operated are reflected to the related accounts.

The Parent Bank, TL and FC liquidity meets its needs mostly from the funds collected, internal and external sources that can be used in an emergencies in order to meet the liquidity requirements are monitored periodically, borrowing limits of the markets organized by the Bank and other banks, liquidity levels that can be met. The Bank manages liquidity risk within the regulations of Liquidity Risk and Liquidity and Financial Emergency Management.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

## b) Payments, whether assets and liabilities are compatible with the rate of profit, whether the measurement of the probable effects of the actual inconsistency on profitability is done or not:

Payments, assets and liabilities and profit rates are monitored regularly by the management to track whether it is compatible or not and there is no disso nance whatsoever.

## c) The banks internal and external sources to meet the short and long-term liquidity needs, unused significant liquidity sources:

Although Bank's assets average maturity is longer than collected funds, most of the securities, available for sale and held to maturity, make periodic coupon payment which is no longer than six months and monthly credit receivables payments provide cash flow to the Bank.

#### c) Evaluation of the banks cash flow rates and its sources:

The Parent Bank's main source is the participation funds, these funds are evaluated at other participation banks and loan placements. The banks most important cash inflows are receivables from banks and financial institutions and regular cash inflows from these institutions are seen as a factor that reduce the liquidity risk. Also monthly installment payments for loans are used to meet the Bank's resource needs.

#### 2) Liquidity Coverage Ratio:

Liquidity coverage ratio, established in order to hold and provide premium liquidity asset stock which is adequately fulfill the banks' net cash outflow, calculated within the scope of "Calculation of The Liquidity Coverage Ratio" regulation that was published by BRSA. Liquidity coverage ratio directly affected by Bank's asset, liability and potential cash inflow and outflow which is derived from off-balance sheet transactions with the level of liquid assets that can be realizable at any time and not mentioned to any collaterals.

The Parent Bank's premium liquidity asset stock; consists of debt securities which is not subjected to any collateral or repurchase agreement transaction and basically export from the Republic of Turkey's Treasury along with cash assets and care of Central Bank of the Republic of Turkey's accounts.

The Parent Bank's principal funding source represented by participation funds. Repurchase agreement transaction provided by funds and debts which comes from financial institutions take a part within the external participation fund debt items.

Managing liquidity risk effectively can be possible with preventing the concentrated liquidity asset and liability items. Participation fund, constitutes Bank's main fund source, is provided from numerous customers.

Derivative transactions are included in calculation of the liquidity coverage ratio over the cash flows within the 30 day basis time slots.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Current Period  | Consideration<br>Applied Tota |             | Consideration Ratio Applied<br>Total Value ෆ |            |  |  |
|---|-------------------------------|-------------|--|------------|--|--|
|   | TL+FC                         | FC          | TL+FC  | FC         |  |  |
| HIGH QUALITY LIQUID ASSETS  | 4.906.883                     | 3.146.170   | 4.906.883                                    | 3.146.170  |  |  |
| High quality liquid assets  | -                             | -           | 4.906.883                                    | 3.146.170  |  |  |
| CASH OUTFLOWS   | 297.431.090                   | 110.812.049 | 27.136.275                                   | 11.822.341 |  |  |
| Real person deposits and retail deposits  | 141.981.326                   | 62.695.083  | 12.003.597                                   | 6.269.508  |  |  |
| Stable deposit  | 43.890.713                    | -           | 2.194.536                                    | -          |  |  |
| Deposit with low stability  | 98.090.613                    | 62.695.083  | 9.809.061                                    | 6.269.508  |  |  |
| Unsecured debts except real person deposits and   |                               |             |  |            |  |  |
| retail deposits   | 17.275.939                    | 7.766.427   | 7.924.323                                    | 3.287.399  |  |  |
| Operational deposit   | -                             | -           | -  | -          |  |  |
| Non-operating deposits  | -                             | -           | -  | -          |  |  |
| Other unsecured debts   | 17.275.939                    | 7.766.427   | 7.924.323                                    | 3.287.399  |  |  |
| Secured debts   | -                             | -           | -  | -          |  |  |
| Other cash outflows   | 138.173.825                   | 40.350.539  | 7.208.355                                    | 2.265.434  |  |  |
| Derivative liabilities and margin obligations   | 104.940                       | 64.231      | 97.382                                       | 64.231     |  |  |
| Debt from structured financial instruments  | -                             | -           |  | -          |  |  |
| Other off-balance sheet liabilities and commitments   |                               |             |  |            |  |  |
| for the payment owed to financial markets   | 809.215                       | 754.504     | 247.990                                      | 224.613    |  |  |
| Revocable off-balance sheet obligations regardless<br>of any other requirement and other contractual<br>obligations | -                             | -           | -  | -          |  |  |
| Other irrevocable or provisory revocable off-balance sheet liabilities  | 137.259.670                   | 39.531.804  | 6.862.983                                    | 1.976.590  |  |  |
| TOTAL CASH OUTFLOW  | 297.431.090                   | 110.812.050 | 27.136.275                                   | 11.822.341 |  |  |
| CASH INFLOWS  | 5.865.671                     | 2.576.685   | 3.970.684                                    | 2.049.043  |  |  |
| Secured receivables   | -                             | -           | -  | -          |  |  |
| Unsecured claims  | 5.768.697                     | 2.511.025   | 3.873.710                                    | 1.983.383  |  |  |
| Other cash inflows  | 96.974                        | 65.660      | 96.974                                       | 65.660     |  |  |
| TOTAL CASH INFLOWS  | 5.865.671                     | 2.576.685   | 3.970.684                                    | 2.049.043  |  |  |
| Applied maximum rate values   | -                             | -           | -  | -          |  |  |
| TOTAL HIGH QUALITY LIQUID ASSET STOCK   | -                             | -           | 4.906.883                                    | 3.146.170  |  |  |
| TOTAL NET CASH OUTFLOWS   | -                             | -           | 23.165.591                                   | 9.773.298  |  |  |
| LIQUIDITY COVERAGE RATIO (%)  | -                             | -           | 21   | 32         |  |  |

<sup>(\*)</sup> The monthly simple arithmetic average calculated liquidity coverage ratio of the last three months average

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period (**)   | Consideration<br>Applied Total |            | Consideration Ratio<br>Applied Total Value (*) |           |  |
|---|--------------------------------|------------|--|-----------|--|
|   | TL+FC                          | FC         | TL+FC  | FC        |  |
| HIGH QUALITY LIQUID ASSETS  | 2.811.586                      | 1.600.247  | 2.811.586                                      | 1.600.247 |  |
| High quality liquid assets  | -                              | -          | 2.811.586                                      | 1.600.247 |  |
| CASH OUTFLOWS   | 22.228.336                     | 10.520.373 | 5.710.025                                      | 3.129.897 |  |
| Real person deposits and retail deposits  | 7.500.634                      | 3.492.136  | 684.961  | 349.214   |  |
| Stable deposit  | 1.302.045                      | -          | 65.102   | -         |  |
| Deposit with low stability  | 6.198.589                      | 3.492.136  | 619.859  | 349.214   |  |
| Unsecured debts except real person deposits and retail deposits   | 7.055.132                      | 3.537.075  | 3.904.431                                      | 1.904.188 |  |
| Operational deposit   | -                              | -          | -  | -         |  |
| Non-operating deposits  | -                              | -          | -  | -         |  |
| Other unsecured debts   | 7.055.132                      | 3.537.075  | 3.904.431                                      | 1.904.188 |  |
| Secured debts   | -                              | -          | -  | -         |  |
| Other cash outflows   | 7.672.570                      | 3.491.162  | 1.120.633                                      | 876.495   |  |
| Derivative liabilities and margin obligations   | 682.458                        | 653.705    | 682.458  | 653.705   |  |
| Debt from structured financial instruments  | -                              | -          | -  | -         |  |
| Other off-balance sheet liabilities and<br>commitments for the payment owed to financial<br>markets                 | 346.475                        | 323.667    | 105.993  | 97.100    |  |
| Revocable off-balance sheet obligations<br>regardless of any other requirement and other<br>contractual obligations | -                              | -          | -  | -         |  |
| Other irrevocable or provisory revocable off-   |                                |            |  |           |  |
| balance sheet liabilities   | 6.643.637                      | 2.513.790  | 332.182  | 125.690   |  |
| TOTAL CASH OUTFLOW  | 22.228.336                     | 10.520.373 | 5.710.025                                      | 3.129.897 |  |
| CASH INFLOWS  | 4.356.139                      | 2.131.504  | 3.535.259                                      | 2.005.171 |  |
| Secured receivables   | -                              | -          | -  | -         |  |
| Unsecured claims  | 3.667.131                      | 1.458.629  | 2.846.250                                      | 1.332.297 |  |
| Other cash inflows  | 689.008                        | 672.874    | 689.008  | 672.874   |  |
| TOTAL CASH INFLOWS  | 4.356.139                      | 2.131.503  | 3.535.258                                      | 2.005.171 |  |
| Applied maximum rate values   | -                              | -          | -  | -         |  |
| TOTAL HIGH QUALITY LIQUID ASSET STOCK   | -                              | -          | 2.811.587                                      | 1.600.246 |  |
| TOTAL NET CASH OUTFLOWS   | -                              | -          | 2.174.767                                      | 1.124.726 |  |
| LIQUIDITY COVERAGE RATIO (%)  | -                              | -          | 129  | 142       |  |

() The weekly simple arithmetic average calculated liquidity coverage ratio of the last three months average

(\*\*) The amounts in the unadjusted financial statements are presented.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Breakdown of assets and liabilities according to their outstanding maturities:

|   |             | Up to 1     | : :         | 3-12      | 1-5        | 5 Years   | Undistri-   |            |
|---|-------------|-------------|-------------|-----------|------------|-----------|-------------|------------|
|   | Demand      | Month       | Months      | Months    | Years      | and Over  | buted (**)  | Total      |
| Current Period  |             |             |             |           |            |           |             |            |
| Assets  |             |             |             |           |            |           |             |            |
| Cash (Cash in Vault,<br>Effectives, Money<br>in Transit, Cheques<br>Purchased) and Balances<br>with the Central Bank of<br>the Republic of Turkey | 418.735     | 2.475.665   | _           | -         | -          | -         | _           | 2.894.400  |
| Banks (*)   | 916.283     | -           | -           | -         | -          | -         | -           | 916.283    |
| Financial Assets at Fair<br>Value Through Profit and<br>Loss  | -           | -           | -           | -         | -          | -         | _           | -          |
| Money Market Placements   | -           | -           | -           | -         | -          | -         | -           | -          |
| Financial Assets Available-<br>for-Sale   | -           | 3.594       | 349.212     | 583.141   | 1.443.318  | -         | 7.672       | 2.386.937  |
| Loans Given   | -           | 7.029.842   | 1.338.998   | 5.654.593 | 12.044.093 | 2.923.658 | -           | 28.991.184 |
| Financial Assets Measured<br>at Amortised Cost  | -           | -           | -           | -         | 547.750    | -         | -           | 547.750    |
| Other Assets (**)   | -           | -           | -           | -         | -          | -         | 655.520     | 655.520    |
| Total Assets  | 1.335.018   | 9.509.101   | 1.688.210   | 6.237.734 | 14.035.161 | 2.923.658 | 663.192     | 36.392.074 |
| Liabilities   |             |             |             |           |            |           |             |            |
| Funds Collected from<br>Banks Via Current and<br>Participation Accounts   | 123         | -           | -           | -         | -          | -         | -           | 123        |
| Current and Participation<br>Accounts   | 4.138.085   | 13.556.021  | 4.268.215   | 3.264.383 | 230.318    | -         | -           | 25.457.022 |
| Funds Provided from Other<br>Financial Instruments  | -           | 84.509      | 320.539     | 2.439.289 | 575.484    | 75.850    | -           | 3.495.671  |
| Money Market Borrowings   | -           | 19.135      | -           | -         | -          | -         | -           | 19.135     |
| Issued Marketable<br>Securities   | -           | 709.429     | 1.165.489   | 608.081   | -          | -         | -           | 2.482.999  |
| Other Liabilities (***)   | -           | -           | -           | -         | 849.689    | -         | 4.087.435   | 4.937.124  |
| Total Liabilities   | 4.138.208   | 14.369.094  | 5.754.243   | 6.311.753 | 1.655.491  | 75.850    | 4.087.435   | 36.392.074 |
| Liquidity Gap   | (2.803.190) | (4.859.993) | (4.066.033) | (74.019)  | 12.379.670 | 2.847.808 | (3.424.243) | -          |

(\*) Expected credit losses sre not included.

<sup>(\*\*)</sup> Certain assets in the balance sheet that are necessary for the banking operations but cannot be readily convertible into cash in the near future, such as equity instruments, tangible assets, investments in associates and subsidiaries, stationary supplies, prepaid expenses and non-performing loans, other liabilities such as provisions which are not considered as payables and shareholders' equity are included under "undistributed".

 $^{\scriptscriptstyle(***)}$  The sum of subordinated loans are shown in this column.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Breakdown of assets and liabilities according to their outstanding maturities:

|   | Demond      | Up to 1     | 1-3         | 3-12      | 1-5       | 5 Years   | Undistri-   | Tabal      |
|---|-------------|-------------|-------------|-----------|-----------|-----------|-------------|------------|
| Dates Dested (*)  | Demand      | Month       | Months      | Months    | Years     | and Over  | buted (*)   | Total      |
| Prior Period (**)   |             |             |             |           |           |           |             |            |
| Assets  |             |             |             |           |           |           |             |            |
| Cash (Cash in Vault,<br>Effectives, Money<br>in Transit, Cheques<br>Purchased) and Balances<br>with the Central Bank of<br>the Republic of Turkey | 357.861     | 1.649.112   | _           | _         | _         | _         | _           | 2.006.973  |
| Banks   | 802.212     | -           | -           | -         | -         | -         | -           | 802.212    |
| Financial Assets at Fair<br>Value Through Profit and<br>Loss  | _           | -           | -           | -         | -         | -         | -           | -          |
| Money Market Placements   | -           | -           | -           | -         | -         | -         | -           | -          |
| Financial Assets Available-<br>for-Sale   | -           | 669         | 5.592       | 144.649   | 1.148.555 | -         | 4.910       | 1.304.375  |
| Loans Given   | -           | 2.511.937   | 1.476.992   | 4.840.942 | 7.513.712 | 1.395.842 | 3.141.804   | 20.881.229 |
| Financial Assets Measured<br>at Amortised Cost  | -           | -           | -           | -         | -         | -         | -           | -          |
| Other Assets (*)  | -           | -           | -           | -         | -         | -         | 482.467     | 482.467    |
| Total Assets  | 1.160.073   | 4.161.718   | 1.482.584   | 4.985.591 | 8.662.267 | 1.395.842 | 3.629.181   | 25.477.256 |
| Liabilities   |             |             |             |           |           |           |             |            |
| Funds Collected from<br>Banks Via Current and<br>Participation Accounts   | 5.918       | 20.247      | 20.051      | -         | -         | -         | -           | 46.216     |
| Current and Participation<br>Accounts   | 2.375.406   | 9.463.550   | 2.252.093   | 1.006.366 | 7.352     | -         | -           | 15.104.767 |
| Funds Provided<br>from Other Financial<br>Instruments   | -           | 811.330     | 561.494     | 472.036   | 141.917   | -         | 2.649.551   | 4.636.328  |
| Money Market Borrowings   | -           | 864.414     | -           | -         | -         | -         | -           | 864.414    |
| Issued Marketable<br>Securities   | -           | 348.905     | 923.573     | 102.619   | -         | -         | 179.895     | 1.554.992  |
| Other Liabilities (*)   | -           | -           | -           | -         | -         | -         | 3.270.539   | 3.270.539  |
| Total Liabilities 🕫   | 2.381.324   | 11.508.446  | 3.757.211   | 1.581.021 | 149.269   | -         | 6.099.985   | 25.477.256 |
| Liquidity Gap   | (1.221.251) | (7.346.728) | (2.274.627) | 3.404.570 | 8.512.998 | 1.395.842 | (2.470.804) | -          |

<sup>(2)</sup> Fixed assets in the balance sheet that are necessary for the banking operations but cannot be readily convertible into cash in the near future, such as tangible assets are included under unallocated assets. The unallocated other liabilities column consists of equity and provisions.

(\*\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Presentation of Liabilities According to Their Remaining Maturities

| Current Period                                   | Up to 1<br>Month | 1-3<br>Months | 3-12<br>Months | 1-5<br>Years | Over 5<br>Years | Total      |
|--|------------------|---------------|----------------|--------------|-----------------|------------|
| Bank deposits                                    | 123              | -             | -              | -            | -               | 123        |
| Other deposits                                   | 17.694.206       | 4.268.215     | 3.264.383      | 230.318      | -               | 25.457.122 |
| Funds borrowed from other financial institutions | 793.938          | 1.486.028     | 3.047.370      | 575.484      | 75.850          | 5.978.670  |
| Funds borrowed from Interbank money market       | 19.135           | -             | -              | -            | -               | 19.135     |
| Total  | 18.507.402       | 5.754.243     | 6.311.753      | 805.802      | 75.850          | 31.455.050 |
| Prior Period (*)                                 |                  |               |                |              |                 |            |
| Bank Deposits                                    | 26.165           | 20.051        | -              | -            | -               | 46.216     |
| Other Deposits                                   | 11.838.956       | 2.252.093     | 1.006.366      | 7.352        | -               | 15.104.767 |
| Funds borrowed from other fnancial institutions  | 811.330          | 561.494       | 472.036        | 141.917      | 2.649.551       | 4.636.328  |
| Funds borrowed from Interbank Money market       | 864.414          | -             | -              | -            | -               | 864.414    |
| Total  | 13.540.865       | 2.833.638     | 1.478.402      | 149.269      | 2.649.551       | 20.651.725 |

(\*) The amounts in the unadjusted financial statements are presented

#### VII. CONCOLIDATED EXPLANATIONS ON LEVERAGE RATIO

As of December 31, 2019, the leverage ratio of the Group calculated from the average of three months is 7,7%.

(31 December 2018: 6,1%). The relevant ratio is above the minimum rate specified by the Regulation on Measurement and Assessment of Leverage Level of Banks.

The reason for the change between the current period and the previous period's leverage ratio is that the average total risk increase rate is higher than the increase in average capital.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Leverage ratio disclosure as follows:

| Balance sheet assets  | Current Period (*) | Prior Period (**) |
|---|--------------------|-------------------|
| Balance sheet assets (Except for derivative financial instruments and credit            |                    |                   |
| derivatives, including warranties)  | 33.912.099         | 21.113.486        |
| (Assets deducted from main capital)   | (136.619)          | (99.705)          |
| Total risk amount of the balance sheet assets   | 33.775.480         | 21.013.781        |
| Derivative financial instruments and credit derivatives                                 |                    |                   |
| Replacement cost of derivative financial instruments and credit derivatives             | 20.334             | 11.550            |
| Potential credit risk amount of derivative financial instruments and credit derivatives | 14.549             | 13.565            |
| Total risk amount of derivative financial instruments and credit derivative             | 34.883             | 25.115            |
| Security or secured financing transactions  |                    |                   |
| Risk amount of security or secured financing transactions (Except balance sheet)        | 65.054             | 36.567            |
| Risk amount due to intermediated transactions   | -                  | -                 |
| Total risk amount of security or secured financing transactions                         | 65.054             | 36.567            |
| Off-balance sheet transactions  |                    |                   |
| Gross nominal amount of off-balance sheet transactions                                  | 11.309.929         | 11.021.090        |
| (Adjustment amount resulting from multiplying by credit conversion rates)               | -                  | -                 |
| Risk amount of the off-balance sheet transactions                                       | 11.309.929         | 11.021.090        |
| Equity and total risk   |                    |                   |
| Main capital  | 3.484.433          | 1.970.244         |
| Total risk amount   | 45.185.346         | 32.096.553        |
| Leverage ratio  |                    |                   |
| Leverage ratio  | 7,7                | 6,1               |

<sup>(\*)</sup> Amounts in the table are obtained on the basis of three-month weighted average.

(\*\*) The amounts in the unadjusted financial statements are presented.

#### **VIII. EXPLANATIONS ON SECURITIZATION POSITIONS**

#### None.

#### IX. EXPLANATIONS ON RISK MANAGEMENT

Notes and explanations in this section have been prepared in accordance with the "Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks" that have been published in Official Gazette no. 29511 on 23 October 2015 and became effective as of 31 March 2016. Due to usage of standard approach for the calculation of capital adequacy by the Bank, tables that need to be prepared within the scope of Internal Ratings Based ("IRB") have not been presented.

Within the scope of risk management, there are many risks that affect the Bank's financial performance significantly. These risks include the risk of credit risk, market risk, operational risk, liquidity risk and profit share ratio arising from banking accounts. Risk management strategy is based on the mission and vision of the Bank and is aimed to respond to customers' financial needs in the most appropriate way and to support their financial success. In this context, business practices and working model support prudent risk management practices.

Internal bank risk appetite has been established and is periodically shared with top management in order to follow the specified risks In addition, detailed risk management reports, including stress tests and scenario analyzes, where all risks are analyzed in detail, are reported to the Audit Committee.

Scenarios such as sudden changes in the curriculum, changes in country grades, changes in the loan portfolio are taken into account in the stress tests conducted.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

The capital adequacy ratio is followed up by the simulation method on a daily basis although it is followed up within the monthly period which is the legal submission period. The liquidity coverage ratio of the bank is monitored daily by the risk management and is shared with the top management of the bank and the treasury unit.

In order to create a common risk culture in our bank, our bank employees are given risk management training and strategically important units have detailed explanations about the importance of risk management. Risk management policies and procedures, banking regulations based on significant risks, are available to all employees working in the Bank.

The Bank is developing a system for risk measurement methods. In the present case, standard methods are generally used in the calculations and preparations are made for advanced methods with the growth of our bank. All risk processes are closely monitored.

#### 1. Explanations on Risk Management and Risk-weighted Assets:

#### a) Overview of Risk-weighted Assets

|    |   | Risk Weighte   | ed Amount        | Minimum capital<br>Requirement<br>Current Period |  |
|----|---|----------------|------------------|--|--|
|    | Overview of RWA   | Current Period | Prior Period (*) |  |  |
| 1  | Credit risk (excluding counterparty credit risk) (CCR)                                | 22.300.329     | 15.955.756       | 1.784.026  |  |
| 2  | Standardized approach (SA)  | 22.300.329     | 15.955.756       | 1.784.026  |  |
| 3  | Internal rating-based (IRB) approach  | -              | -                | -  |  |
| 4  | Counterparty credit risk  | 45.469         | 204.871          | 3.638  |  |
| 5  | Standardized approach for counterparty credit risk (SA-CCR)                           | 45.469         | 204.871          | 3.638  |  |
| 6  | Internal model method (IMM)   | -              | -                | -  |  |
| 7  | Basic risk weight approach to internal models equity position in the banking account  | -              |                  | -  |  |
| 8  | Investments made in collective investment companies - look-<br>through approach       | -              | -                | -  |  |
| 9  | Investments made in collective investment companies - mandate-<br>based approach      | -              | -                | -  |  |
| 10 | Investments made in collective investment companies - 1250% weighted risk approach    | -              | -                | -  |  |
| 11 | Settlement risk   | -              | -                | -  |  |
| 12 | Securitization positions in banking accounts  | -              | -                | -  |  |
| 13 | RB ratings-based approach (RBA)   | -              | -                | -  |  |
| 14 | IRB Supervisory Formula Approach (SFA)  | -              | -                | -  |  |
| 15 | SA/simplified supervisory formula approach (SSFA)                                     | -              | -                | -  |  |
| 16 | Market risk   | 183.570        | 129.986          | 14.686   |  |
| 17 | Standardized approach (SA)  | 183.570        | 129.986          | 14.686   |  |
| 18 | Internal model approaches (IMM)   | -              | -                | -  |  |
| 19 | Operational Risk (*)  | 1.004.413      | 491.392          | 80.353   |  |
| 20 | Basic Indicator Approach  | 1.004.413      | 491.392          | 80.353   |  |
| 21 | Standard Approach   | -              | -                | -  |  |
| 22 | Advanced measurement approach   | -              | -                | -  |  |
| 23 | The amount of the discount threshold under the equity (subject to a 250% risk weight) | -              | -                | -  |  |
| 24 | Floor adjustment  | -              | -                | -  |  |
| 25 | Total (1+4+7+8+9+10+11+12+16+19+23+24)  | 23.533.781     | 16.782.005       | 1.882.703  |  |

(\*) The amounts in the unadjusted financial statements are presented.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 2. Linkages Between Financial Statements and Regulatory Exposures

# a) Differences between accounting and regulatory scopes of consolidation and mapping of financial statement categories with regulatory risk categories

|  |   | Carrying values of items in accordance with TAS |  |  |   |  |  |
|--|---|---|--|--|---|--|--|
|  | Carrying values<br>under scope<br>of regulatory<br>consolidation <sup>(*)</sup> | Subject to<br>credit risk<br>framework          | Subject to<br>counterparty<br>credit risk<br>framework | Subject to the<br>market risk<br>framework | Not subject<br>to capital<br>requirements<br>or subject to<br>deduction from<br>capital |  |  |
| Assets   |   |   |  |  |   |  |  |
| Cash and balances at central bank                          | 2.894.439   | 2.894.439                                       | -  | 2.794.300                                  | -   |  |  |
| Financial assets held for trading                          | 17.496  | -   | 17.496   | -  | -   |  |  |
| Financial assets designated at fair value through profit   |   |   |  |  |   |  |  |
| or loss  | -   | -   | -  | -  | -   |  |  |
| Banks  | 916.418   | 916.418   | -  | 911.213                                    | -   |  |  |
| Receivables from money markets                             | -   | -   | -  | -  | -   |  |  |
| Financial assets available for sale (net)                  | 2.386.763   | 2.386.763                                       | 105.559  | 301.717                                    | -   |  |  |
| Loans and receivables                                      | 25.334.818  | 26.010.100                                      | -  | 8.862.682                                  | -   |  |  |
| Factoring receivables                                      | -   | -   | -  | -  | -   |  |  |
| Financial Assets Measured at Amortised Cost                | 547.750   | 547.750   | -  | 547.750                                    | -   |  |  |
| Investments in associates (net)                            | -   | -   | -  | -  | -   |  |  |
| Investments in subsidiaries (net)                          | -   | -   | -  | -  | -   |  |  |
| Investments in joint ventures (net)                        | -   | -   | -  | -  | -   |  |  |
| Leasing receivables  | 3.656.366   | 3.656.366                                       | -  | 2.124.383                                  | -   |  |  |
| Derivative financial assets held for hedges                | -   | -   | -  | -  | -   |  |  |
| Tangible assets (net)                                      | 157.597   | 137.362   | -  | -  | 20.234  |  |  |
| Intangible assets (net)                                    | 120.641   | -   | -  | -  | 120.641   |  |  |
| Investment properties (net)                                | -   | -   | -  | -  | -   |  |  |
| Tax assets   | 42.153  | 42.153  | -  | -  | -   |  |  |
| Non-current assets and disposal groups classified as       |   |   |  |  |   |  |  |
| held for sale (net)  | 104.069   | 104.069   | -  | -  | -   |  |  |
| Other assets   | 213.564   | 213.564   | -  | 65.527                                     | -   |  |  |
| Total Assets   | 36.392.074  | 36.908.984                                      | 123.055  | 15.607.572                                 | 140.875   |  |  |
| Liabilities  |   |   |  |  |   |  |  |
| Deposits   | 25.457.145  | -   | -  | 12.425.040                                 | -   |  |  |
| Derivative financial liabilities held for trading          | 12.479  | -   | -  | 12.460                                     | -   |  |  |
| Loans  | 3.495.671   | -   | -  | 3.121.136                                  | -   |  |  |
| Debt to money markets                                      | 19.135  | -   | 19.135   | -  | -   |  |  |
| Debt securities issued                                     | 2.482.999   | -   | -  | -  | -   |  |  |
| Funds  | -   | -   | -  | -  | -   |  |  |
| Various Debts  | -   | -   | -  | -  | -   |  |  |
| Other Debts  | 440.362   | -   | -  | 76.805                                     | -   |  |  |
| Factoring debts  | -   | -   | -  | -  | -   |  |  |
| Debts from leasing transactions                            | 110.059   | -   | -  | 12.267                                     | -   |  |  |
| Derivative financial liabilities held for hedge            | -   | -   | -  | -  | -   |  |  |
| Provisions   | 235.279   | -   | -  | 45.645                                     | -   |  |  |
| Tax liability  | 122.428   | -   | -  | -  | -   |  |  |
| Liabilities included in disposal groups classified as held |   |   |  |  |   |  |  |
| for sale (net)   | -   | -   | -  | -  | -   |  |  |
| Subordinated Debts   | 849.689   | -   | -  | 537.338                                    | -   |  |  |
| Equity   | 3.166.828   | -   | -  | 642  | -   |  |  |
| Total Liabilities  | 36.392.074  | -   | 19.135   | 16.231.333                                 | -   |  |  |

<sup>(\*)</sup> Refers to the consolidated financial statements of the Bank.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 2. Linkages Between Financial Statements and Regulatory Exposures

# b) Differences between accounting and regulatory scopes of consolidation and mapping of financial statement categories with regulatory risk categories

|  | Total      | Items subject<br>to credit risk<br>framework | Securitisation<br>Position |         | Items subject<br>to market risk<br>framework |
|--|------------|--|----------------------------|---------|--|
| Asset carrying value amount under scope of<br>regulatory consolidation                 | 36.392.075 | 36.908.984                                   | -                          | 123.056 | 15.607.573                                   |
| Liabilities carrying value amount under regulatory<br>scope of consolidation           | 19.135     | -  | -                          | 19.135  | -  |
| Total net amount under regulatory scope of<br>consolidation                            | 36.372.940 | 36.908.984                                   | -                          | 103.921 | -  |
| Off-balance sheet amounts  | 12.082.308 | 11.619.628                                   | -                          | 462.681 | -  |
| Differences in valuations  | -          | -  | -                          | -       | -  |
| Differences due to different netting rules, other than those already included in row 2 | -          | -  | -                          | _       | -  |
| Differences due to consideration of provisions   | -          | -  | -                          | -       | -  |
| Differences due to prudential filters  | -          | -  | -                          | -       | -  |
| Exposure amounts considered for regulatory purposes                                    | -          | -  | -                          | -       | -  |

#### 3. Explanations on Credit Risk

#### 3.1) General information about credit risk

#### a) General qualitative information about credit risk

Effective management of credit risk is one of the key elements of a comprehensive approach to risk management. Corporate, individual and SME loans, finance lease receivables, other elements constituting the bank's assets and non-cash transactions constitute the basis of the items which constitute credit risk, which are used depending on the activities of the Bank. Taking into consideration the risk appetite of the Bank in the activities carried out in this direction is important in terms of enabling the effective management of credit risk.

Credit risk limits has been designed in accordance with the level of risk that the Bank may be exposed to, its activities and the size and complexity of its products and services and is determined by taking the views and recommendations of the General Manager, the Audit Committee and the relevant Senior Managers. Limits are regularly monitored periodically, and adapting to changes in market conditions, the Bank's strategy and risk appetite. In addition to taking into account our legal requirements while creating credit risk policies, our current credit performance has been audited and a policy has been developed in line with the Bank's strategies and targets.

Credit risk calculations are carried out carefully and meticulously and controls are carried out in accordance with the legislation. In the present case, calculations are made using the standard method and infrastructure studies are continuing to use advanced methods. Credit risk calculations and applied methods are also monitored by internal control and audit departments, taking into account legal requirements at each stage.

Detailed reporting including the relationship with credit risk and other risks exposed to the Board of Directors and Senior Managers is periodically shared and the credit risk is monitored effectively by the risk management unit.

#### b) Credit quality of assets

|                               | Defaulted | Non-defaulted | Provisions/Amortization |            |
|-------------------------------|-----------|---------------|-------------------------|------------|
|                               | exposures | exposures     | and impairment          | Net value  |
| Loans (*)                     | 675.282   | 28.889.748    | 573.846                 | 28.991.184 |
| Debt instruments              | -         | 2.928.432     | 1.417                   | 2.927.015  |
| Off-balance sheet receivables | -         | 11.619.042    | 18.452                  | 11.600.590 |
| Total                         | 675.282   | 43.437.222    | 593.715                 | 43.518.789 |

(\*) Financial Lease amount of TL 3.656.366 is included to the table.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Default receivables and change in debt instrument stock

| 1 | Prior report period default loans and debt instrument amount (*)           | 240.160   |
|---|--|-----------|
| 2 | Default credits and debt instruments since the last reporting period (**)  | 732.881   |
| 3 | Non re-defaulted receivables   | -         |
| 4 | Write-offs   | -         |
| 5 | Other changes  | (297.759) |
| 6 | Defaulted loans and debt securities at end of reporting period (1+2-3-4±5) | 675.282   |

(\*) The amounts in the unadjusted financial statements are presented

(\*\*) It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

#### d) Additional disclosures about the credit quality of assets

# i. The scope and definitions of "past due" and "impaired" exposures used for accounting purposes and the differences, if any, between the definition of past due and default for accounting and regulatory purposes

The Bank provides special and general provisions for loans and other receivables in accordance with the "Regulation on the Procedures and Principles for the Determination of the Qualifications of Banks for Loans and Other Receivables and the Provisions to be Made".

#### ii. The extent of past-due exposures (more than 90 days) that are not considered to be impaired and the reasons for this

The Bank automatically transfers the loans that are over 90 days past due to the provisions of the Provisions Regulation to the follow-up accounts and allocates the counterparty of the related class.

#### iii. Definitions of methods used when setting the allowance

The Bank sets expected loss provisions for loans and other receivables in accordance with the regulations stated by the Communiqué published on the Official Gazette numbered 29750 and dated 22 June 2016 on "Methods and Principles on Determining the Nature of Loans and Other Receivables and Allocation of Provisions".

#### iv. The Banks own definition of a restructured exposure

Real/legal persons using credit may, from time to time, face usual risks of business life such as failure to include the excessive cost increases in sales prices, loss of market share and turnover, unexpected expenses, problems in collection of receivables due to some factors that are beyond reasonable control of its own businesses or other businesses worked with. They may therefore have temporary liquidity difficulties. It involves setting new loan repayment maturities in line with cash flows for businesses which have no significant problem in credit worthiness and sustain their income-generating activities but fail, or priorly imply failure, to make their loan repayment in a timely manner due to temporary liquidity problems.

# v. Breakdown of receivables according to geographical areas, breakdown by sector and remaining demand, geographical segments and sectoral provision amount and related provisions and write-offs

| Current period            |   |                        |  |   |  |  |  |
|---------------------------|---|------------------------|--|---|--|--|--|
|                           |   | Impaired (TFRS 9)      |  |   |  |  |  |
|                           | Significant Increase<br>in credit risk<br>(Stage 2) | Defaulted<br>(Stage 3) | Non performing<br>(Provision<br>Regulations) | Provisions for<br>Expected Credit<br>Losses |  |  |  |
| Domestic                  | 1.398.126   | 675.282                | 675.282                                      | 573.472                                     |  |  |  |
| EU countries              | -   | -                      | -  | 24  |  |  |  |
| USA, Canada               | -   | -                      | -  | -   |  |  |  |
| OECD Countries            | -   | -                      | -  | -   |  |  |  |
| Off-shore Banking Regions | -   | -                      | -  | 78  |  |  |  |
| Other                     | -   | -                      | -  | 272   |  |  |  |
| Total                     | 1.398.126   | 675.282                | 675.282                                      | 573.846                                     |  |  |  |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period <sup>(*)</sup> | Loans and<br>Receivables | Non Performing<br>Loans | Special Provisions | Total   |
|-----------------------------|--------------------------|-------------------------|--------------------|---------|
| Domestic                    | 1.075.721                | 240.160                 | 240.160            | 207.628 |
| EU countries                | -                        | -                       | -                  | 16      |
| USA, Canada                 | -                        | -                       | -                  | 6       |
| OECD Countries              | -                        | -                       | -                  | -       |
| Off-shore Banking Regions   | -                        | -                       | -                  | -       |
| Other                       | -                        | -                       | -                  | 749     |
| Total                       | 1.075.721                | 240.160                 | 240.160            | 208.399 |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented

| Current Period                  | Loans      | Non performing<br>loans | Expected Loss<br>Provision | Total      |
|---------------------------------|------------|-------------------------|----------------------------|------------|
| Agriculture                     | 801.694    | 15.350                  | 10.194                     | 806.850    |
| Farming and Stockbreeding       | 700.355    | 12.001                  | 7.750                      | 704.606    |
| Forestry                        | 88.553     | 2.510                   | 1.823                      | 89.240     |
| Fishery                         | 12.786     | 839                     | 621                        | 13.004     |
| Manufacturing                   | 10.435.958 | 250.207                 | 221.954                    | 10.464.211 |
| Mining and Quarrying            | 2.085.611  | 5.951                   | 9.695                      | 2.081.867  |
| Production                      | 7.745.368  | 239.581                 | 208.652                    | 7.776.297  |
| Electricity, Gas and Water      | 604.979    | 4.675                   | 3.607                      | 606.047    |
| Construction                    | 4.479.509  | 76.453                  | 63.398                     | 4.492.564  |
| Services                        | 10.887.275 | 304.252                 | 193.335                    | 10.998.192 |
| Wholesale and Retail Trade      | 4.183.944  | 161.902                 | 114.417                    | 4.231.429  |
| Accommodation and Dining        | 166.539    | 1.357                   | 1.594                      | 166.302    |
| Transportation and Telecom      | 248.139    | 38.299                  | 25.629                     | 260.809    |
| Financial Institutions          | 5.399.102  | -                       | 2.873                      | 5.396.229  |
| Real Estate and Rental Services | 666.932    | 93.742                  | 42.647                     | 718.027    |
| Professional Services           | -          | -                       | -                          | -          |
| Educational Services            | 65.099     | 33                      | 398                        | 64.734     |
| Health and Social Services      | 157.520    | 8.919                   | 5.777                      | 160.662    |
| Other                           | 2.285.312  | 29.020                  | 84.965                     | 2.229.367  |
| Total                           | 28.889.748 | 675.282                 | 573.846                    | 28.991.184 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period <sup>(*)</sup>     | Loans and<br>Receivables | Loans under<br>follow up | Special<br>Provisions | Total      |
|---------------------------------|--------------------------|--------------------------|-----------------------|------------|
|                                 |                          | 4.643                    | 3.183                 |            |
| Agriculture                     | 319.891                  |                          |                       | 321.351    |
| Farming and Stockbreeding       | 245.851                  | 2.728                    | 2.006                 | 246.573    |
| Forestry                        | 66.108                   | 1.424                    | 943                   | 66.589     |
| Fishery                         | 7.932                    | 491                      | 234                   | 8.189      |
| Manufacturing                   | 7.204.630                | 109.173                  | 95.316                | 7.218.487  |
| Mining and Quarrying            | 954.611                  | 1.066                    | 1.512                 | 954.165    |
| Production                      | 5.977.816                | 108.107                  | 92.741                | 5.993.182  |
| Electricity, Gas and Water      | 272.203                  | -                        | 1.063                 | 271.140    |
| Construction                    | 3.139.236                | 31.225                   | 30.409                | 3.140.052  |
| Services                        | 5.337.892                | 93.626                   | 68.089                | 5.363.429  |
| Wholesale and Retail Trade      | 2.046.400                | 47.732                   | 39.437                | 2.054.695  |
| Accommodation and Dining        | 55.775                   | 11                       | 105                   | 55.681     |
| Transportation and Telecom      | 289.081                  | 27.351                   | 14.350                | 302.082    |
| Financial Institutions          | -                        | -                        | -                     | -          |
| Real Estate and Rental Services | 2.841.458                | 14.704                   | 12.079                | 2.844.083  |
| Professional Services           | -                        | -                        | -                     | -          |
| Educational Services            | 56.091                   | 3.828                    | 244                   | 59.675     |
| Health and Social Services      | 49.087                   | -                        | 1.874                 | 47.213     |
| Other                           | 1.706.015                | 1.493                    | 11.402                | 1.696.106  |
| Total                           | 17.707.664               | 240.160                  | 208.399               | 17.739.425 |

<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

|                   | Demand | Up to 1<br>month | 1-3<br>Month | 3-12<br>Months | 1-5<br>years | Over 5<br>years | Undistri-<br>buted | Total      |
|-------------------|--------|------------------|--------------|----------------|--------------|-----------------|--------------------|------------|
| Current<br>Period |        |                  |              |                |              |                 |                    |            |
| Loans             | -      | 7.029.842        | 1.338.998    | 5.654.593      | 12.044.093   | 2.923.658       | -                  | 28.991.184 |
|                   | Demand | Up to 1<br>month | 1-3<br>Month | 3-12<br>Months | 1-5<br>years | Over 5<br>years | Undistri-<br>buted | Total      |
| Prior (*)         |        |                  |              |                |              |                 |                    |            |

4.840.942

7.513.712

1.395.842

17.739.425

-

-<sup>(\*)</sup> The amounts in the unadjusted financial statements are presented.

#### vi. Aging analysis for past due receivables

Period

Loans

Past due but not impaired loans aging analysis based on credit class as follows:

1.476.992

2.511.937

| Current Period                  | Up to 1<br>month | 1-2<br>months | 2-3<br>Months | Total   |
|---------------------------------|------------------|---------------|---------------|---------|
| Loans and Receivables (1)       |                  |               |               |         |
| Corporate/Entrepreneurial Loans | 314.941          | 101.7 52      | 107.1111      | 633.877 |
| Consumer loans                  | 246              | -             | -             | 246     |
| Total                           | 315.187          | 131.792       | 187.144       | 634.123 |

<sup>(1)</sup> Explanations on the amounts; For the loans with instalments, the overdue installment amounts, for other type of credits, the overdue principal amount and the remaining principal amounts of intallmanent results with a grand total of TL 991.651.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                                 | Up to 1 | 1-2    | 2-3    |        |  |
|---------------------------------|---------|--------|--------|--------|--|
| Previous Period (*)             | month   | months | Months | Total  |  |
| Loans and Receivables           |         |        |        |        |  |
| Corporate/Entrepreneurial Loans | 18.749  | 40.987 | 25.551 | 82.287 |  |
| Consumer loans                  | 598     | 113    | 72     | 783    |  |
| Total                           | 19.347  | 41.100 | 23.623 | 84.070 |  |

(\*) The amounts in the unadjusted financial statements are presented.

#### 3.2) Credit risk mitigation

#### a) Qualitative disclosure requirements related to credit risk mitigation techniques

It is taken into consideration that the collateralization process of the Bank's lending processes may create a risk. In the bank guarantee policy, residual risks are managed by observing all the risks such as not being able to get the collateral received on time or turning it into cash, the guarantor refusing or delaying the payment, insufficient legal documents of the legal documents for obtaining the desired legal result.

The transactions that the bank makes in the context of market risk are not subjected as collateral.

Financial collaterals are taken into consideration in mitigating credit risk in the Bank and as a rule, real estate mortgages are not considered as collateral. Mortgage-backed receivables are a separate risk class and the financial collateral used in the Bank consists of cash blockage, public guarantee fund and borrowing of public debts.

#### b) Credit risk mitigation techniques - Overview

| Current Period   | Unsecured<br>receivables:<br>Amount<br>assessed<br>pursuant to<br>TAS | Claims<br>secured by<br>guarantee | collateralized | Receivables<br>protected<br>by financial<br>guarantees | protected<br>by financial | Loans<br>protected<br>by credit<br>derivatives | protected<br>by credit |
|------------------|---|-----------------------------------|----------------|--|---------------------------|--|------------------------|
| Loans            | 27.117.320  | 1.873.864                         | 1.250.795      | 1.280.636  | 808.337                   | -  | -                      |
| Debt instruments | 2.927.015   | -                                 | -              | -  | -                         | -  | -                      |
| Total            | 30.044.335  | 1.873.864                         | 1.250.795      | 1.280.636  | 808.337                   | -  | -                      |
| Default          | 675.282   | -                                 | -              | -  | -                         | -  | -                      |

| Prior Period <sup>(*)</sup> | Unsecured<br>receivables:<br>Amount<br>assessed<br>pursuant to<br>TAS | Claims<br>secured by<br>guarantee | collateralized |           | protected<br>by financial | Loans<br>protected<br>by credit<br>derivatives | protected |
|-----------------------------|---|-----------------------------------|----------------|-----------|---------------------------|--|-----------|
| Loans                       | 16.386.570  | 1.437.476                         | 998.648        | 1.283.498 | 894.287                   | -  | -         |
| Debt instruments            | 1.299.465   | -                                 | -              | -         | -                         | -  | -         |
| Total                       | 17.686.035  | 1.437.476                         | 998.648        | 1.283.498 | 894.287                   | -  | -         |
| Default                     | 240.160   | -                                 | -              | -         | -                         | -  | -         |

(\*) The amounts in the unadjusted financial statements are presented.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 3.3) Credit risk under standardized approach

#### a) Qualitative disclosures on banks' use of external credit ratings under the standardized approach for credit risk

The Parent Bank uses the ratings issued by Fitch Ratings International Rating Agency in its risk classes for Receivables from Central Government or Central Banks, Receivables from Regional and Local Governments and Administrative Units and Non-Commercial, Receivables from Banks in the risk category, Fitch Ratings notes are used for receivables from resident banks and no rating agency notes are used for receivables from domestic resident banks. Country Notes used for Receivables from Central Government or Central Banks, Receivables from Regional or Local Governments and Administrative Units and Non-Commercial Government or Central Banks, Receivables from Regional or Local Governments and Administrative Units and Non-Commercial Enterprises are 3 in the Credit Quality Level, while the notes used in the risk classes of Banks and Intermediary Institutions are from 1 to 6 matched with credit quality levels.

#### b) Standard Approach - Exposure to credit risk and credit risk mitigation effects

|   |                            | dit amount<br>credit risk   | The credit co<br>and the credit<br>the credit ri | amount after                | Risk weighted amount<br>and risk weighted amount<br>density |                                       |  |
|---|----------------------------|-----------------------------|--|-----------------------------|---|---------------------------------------|--|
| Risk classes  | On-balance<br>sheet amount | Off-balance<br>sheet amount | On-balance<br>sheet amount                       | Off-balance<br>sheet amount | Risk<br>weighted<br>amount                                  | Risk<br>weighted<br>amount<br>density |  |
| Exposures to central governments or central banks                                     | 4.559.048                  | -                           | 5.334.261  | 36.491                      | 575.422   | 11%                                   |  |
| Exposures to regional governments or local authorities                                | -                          | -                           | 33.126   | 4.978                       | 19.052  | 50%                                   |  |
| Exposures to public sector entities   | 26.537                     | 3.459                       | 26.536   | 1.699                       | 28.096  | 100%                                  |  |
| Exposures to multilateral development Banks   | -                          | -                           | -  | -                           | -   | 0%                                    |  |
| Exposures to international organizations  | -                          | -                           | -  | -                           | -   | 0%                                    |  |
| Exposures to institutions   | 4.194.333                  | 57.053                      | 4.194.332  | 31.917                      | 1.215.161   | 29%                                   |  |
| Exposures to corporates   | 11.565.094                 | 8.812.943                   | 11.159.498                                       | 6.088.935                   | 16.649.558  | 97%                                   |  |
| Retail exposures  | 2.245.181                  | 2.377.277                   | 1.842.440  | 1.219.227                   | 2.214.229   | 72%                                   |  |
| Exposures secured by residential property   | 1.375.833                  | 57.934                      | 1.375.834  | 40.101                      | 495.577   | 35%                                   |  |
| Exposures secured by commercial Real Estate   | 868.529                    | 288.347                     | 868.528  | 202.987                     | 535.758   | 50%                                   |  |
| Past-due loans  | 202.276                    | -                           | 202.276  | -                           | 152.213   | 75%                                   |  |
| Higher-risk categories by the Agency Board  | 41.924                     | 3.577                       | 41.923   | 3.577                       | 68.250  | 150%                                  |  |
| Exposures in the form of covered Bonds  | -                          | -                           | -  | -                           | -   | 0%                                    |  |
| Exposures to institutions and corporates with a short-term credit assessment          | -                          | -                           | -  | -                           | -   | 0%                                    |  |
| Exposures in the form of units or shares in collective investment undertakings (CIUs) | -                          | -                           | -  | -                           | -   | 0%                                    |  |
| Other assets  | 765.741                    | -                           | 765.741  | -                           | 347.013   | 45%                                   |  |
| Investments in equities   | -                          | -                           | -  | -                           | -   | 0%                                    |  |
| Total   | 25.844.496                 | 11.600.590                  | 25.844.495                                       | 7.629.912                   | 22.300.329  | 67%                                   |  |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Standard Approach: Receivables based on risk classes and risk weighted

| Risk classes/Risk Weight   | 0%        | 10% | 20%       | 35%<br>(secured<br>by real<br>estate) | 50%<br>(secured<br>by real<br>estate) | <b>50%</b> (°) | 75%       | 100%       | 150%   | 200% | Others | Total credit<br>risk exposure<br>amount<br>(after CCF<br>and CRM) |
|--|-----------|-----|-----------|---------------------------------------|---------------------------------------|----------------|-----------|------------|--------|------|--------|---|
| Exposures to regional  |           |     |           | ,                                     |                                       |                |           |            |        |      |        |   |
| governments or local<br>authorities  | 4.219.908 | -   | -         | -                                     | -                                     | 1.150.844      | -         | -          | -      | -    | -      | 5.370.752   |
| Exposures to regional<br>governments or local<br>authorities                                   | _         | _   | _         |                                       |                                       | 38.104         | _         | _          | _      | _    | _      | 38.104  |
| Exposures to public sector<br>entities   | 139       | -   | -         | -                                     | -                                     | -              | -         | 28.096     | -      | -    | -      | 28.235  |
| Exposures to multilateral development banks  | -         | -   | -         | -                                     | -                                     | -              | -         | -          | -      | -    | -      | -   |
| Exposures to international<br>organizations  | -         | -   | -         | -                                     | -                                     | -              | -         | -          | -      | -    | -      | -   |
| Exposures to banks and<br>financial intermediaries   | -         | -   | 2.998.347 | -                                     | -                                     | 1.224.820      | -         | 3.082      | -      | -    | -      | 4.226.249   |
| Exposures to corporates  | 390.831   | -   | 98.254    | -                                     | -                                     | 258.881        | -         | 16.500.467 | -      | -    | -      | 17.248.433  |
| Retail exposures   | 83.095    | -   | 34.821    | -                                     | -                                     | 2.193          | 2.941.558 | -          | -      | -    | -      | 3.061.667   |
| Exposures secured by<br>residential property   | -         | -   | -         | 1.415.935                             | -                                     | -              | -         | -          | -      | -    | -      | 1.415.935   |
| Exposures secured by<br>commercial real estate   | -         | -   | -         | -                                     | 1.071.515                             | -              | -         | -          | -      | -    | -      | 1.071.515   |
| Past-due loans   | 135       | -   | 89        | -                                     | -                                     | 99.714         | -         | 102.338    | -      | -    | -      | 202.276   |
| Higher-risk categories by the<br>Agency Board  | -         | -   | -         | -                                     | -                                     | -              | -         | -          | 45.500 | -    | -      | 45.500  |
| Exposures in the form of<br>covered bonds  | -         | -   | -         | -                                     | -                                     | -              | -         | -          | -      | -    | -      | -   |
| Exposures to institutions and<br>corporates with a short-term<br>credit assessment             | -         | -   | -         | -                                     | -                                     | -              | -         | -          | -      | -    | _      | -   |
| Exposures in the form of<br>units or shares in collective<br>investment undertakings<br>(CIUs) | -         | -   | _         | -                                     | -                                     | -              | -         | -          | -      | -    | -      | -   |
| Investments in equities  | -         | -   | -         | -                                     | -                                     | -              | -         | -          | -      | -    | -      | -   |
| Other assets   | 418.728   | -   | -         | -                                     | -                                     | -              | -         | 347.013    | -      | -    | -      | 765.741   |
| Total  | 5.112.836 | -   | 3.131.511 | 1.415.935                             | 1.071.515                             | 2.774.556      | 2.941.558 | 16.980.996 | 45.500 | -    | -      | 33.474.407  |

#### X. EXPLANATIONS ON HEDGE TRANSACTIONS

It is essential to be bordered with limits compatible with risk profile of risk levels and risk toleration so as to prevent to considerably affect from the negativeness that can occur while the Parent Bank conducts its operations.

Risk limits are determined and approved by the Board of Directors by taking CEO, Audit Committee and Executives' offers.

Risk limits are determined compatible with risk levels, operations, size of products and services and complexness of the Bank. Limits are reviewed regularly, adapted according to changes in market conditions, Bank strategy and risk appetite and monitored cyclically.

In addition, derivative transactions are made by the Parent Bank, TL and FC liquidity risks are limited due to the committed transactions.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Credit Risks under the IRB (based on internal ratings)

Notes and explanations in this section have been prepared in accordance with the Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks that have been prepared by BRSA and published in Official Gazette numbered 29511 dated 23 October 2015 and became effective as of 31 March 2016. The following tables which have to be presented on a quarterly, semi annually and annually basis have not been presented since the Bank use the standard approach as of 31 December 2018 for the calculation of credit risks:

Qualitative information presented to the public disclosure regarding the IRBs

IRB - Credit risk amounts on the basis of Portfolio and Default Probability ("DP")

IRB - The effect of the credit derivatives used as Credit Risk Reduction ("CRR") on the Risk Weighted Amounts ("RWA")

The conversion table of the RWA under the approach of IRB

IRB - Backtesting every Default Probability ("DP") on every risk class

IRB (Directed loans and the stock investments under simple risk weighted approach)

#### XI. EXPLANATION ON COUNTERPARTY CREDIT RISK

#### a) Qualitative disclosures about counterparty credit risk

In order to establish the counterparty credit risk that the Parent Bank may face, it is essential that risk measurement and monitoring activities are carried out and their results are taken into account in the strategic decision making process.

Within the scope of counterparty credit risk management; In accordance with the structure, size and complexity of its products and activities, it ensures that the results of the identification, measurement, monitoring and control of counterparty credit risk are reported to the Senior Management.

It is essential that the Parent Bank manages the counterparty credit risk level in such a way that it ensures that it remains above the minimum limits set forth in the legal regulations.

The Parent Bank risk measurement system takes measures to ensure that the work is carried out in accordance with legal regulations, in a manner that is consistent with its fields of activity and product range, is reliable. In this context, counterparty credit risk measurement and monitoring activities for at least; calculation of counterparty credit risk weighted asset and legal capital liability and monitoring of the Bank's compliance level with allocated limits is done.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Evaluation of counterparty credit risk according to measurement methods

|   |  | Replacement<br>cost | Potential<br>future<br>exposure | EEPE (°) | Alpha used for<br>computing<br>regulatory EAD |         | -      |
|---|--|---------------------|---------------------------------|----------|---|---------|--------|
| 1 | Standardized Approach - CCR (For<br>Derivatives)   | 17.498              | 13.773                          |          | 1,4   | 31.271  | 15.508 |
| 2 | Internal Model Method (for derivatives,<br>repo transactions, marketable securities<br>or commodity lending or borrowing<br>transactions, long settlement transactions<br>and securities financing transactions)                   |                     |                                 | -        | _   | _       | -      |
| 3 | Simple Approach for Credit Mitigation (for<br>repo transactions, marketable securities<br>or commodity lending or borrowing<br>transactions, long settlement transactions<br>and securities financing transactions)                |                     |                                 |          |   | 105.559 | 21.112 |
| 4 | Comprehensive Approach for Credit<br>Risk Mitigation (for repo transactions,<br>marketable securities or commodity<br>lending or borrowing transactions, long<br>settlement transactions and securities<br>financing transactions) |                     |                                 |          |   | -       | -      |
| 5 | VaR for repo transactions, marketable<br>securities or commodity lending or<br>borrowing transactions, long settlement<br>transactions and securities financing<br>transactions  |                     |                                 |          |   | _       | _      |
| 6 | Total  |                     |                                 |          |   |         | 36.620 |

(\*) Effective expected position amount

#### c) Capital requirement for loan valuation adjustments

|   | EAD post-CRM | Risk Weighted Amounts |
|---|--------------|-----------------------|
| Total portfolios subject to the Advanced CVA capital charge |              |                       |
| 1 (i) VaR component (including the 3×multiplier)            |              | -                     |
| 2 (ii) Stressed VaR component (including the 3×multiplier)  |              | -                     |
| 3 All portfolios subject to the Standardized CVA capital    |              |                       |
| charge  | 31.271       | 8.850                 |
| 4 Total subject to the CVA capital charge                   | 31.271       | 8.850                 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Standard approach - counterparty credit risk by risk classes and risk weights

| Risk weights Risk classes   | 0% | 10% | 20%     | 50%    | 75% | 100% | 150% | Other | Total credit<br>risk (*) |
|---|----|-----|---------|--------|-----|------|------|-------|--------------------------|
| Claims from central<br>governments and central<br>banks   | -  | -   |         | -      | -   | -    | -    | -     | -                        |
| Claims from regional and local governments  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims from administration and non-commercial entity  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims from multilateral development banks  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims from international organizations   | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims from banks and financial intermediaries  | -  | -   | 106.083 | 30.688 | -   | -    | -    | -     | 36.561                   |
| Corporates  | -  | -   | -       | -      | -   | 58   | -    | -     | 58                       |
| Retail portfolios   | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims on landed real estate  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Past due loans  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims which are determined<br>as high risk by the board of<br>BRSA                                     | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Mortgage securities   | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Securitization positions  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Claims from corporates, banks<br>and financial intermediaries<br>which have short term credit<br>rating | -  | -   | -       | -      | _   | _    | -    | -     | -                        |
| Investments which are<br>qualified as collective<br>investment institutions                             | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Stock investment  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Other claims  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Other assets  | -  | -   | -       | -      | -   | -    | -    | -     | -                        |
| Total   | -  | -   | 106.083 | 30.688 | -   | 58   | -    | -     | 36.619                   |

(\*) Total credit risk: The amount related to capital adequacy calculation after counterparty credit risk measurement techniques are applied

#### e) Risk classification and counterparty credit risk on the basis of Default Probability (DP) (IRB)

None.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### f) Collaterals for counterparty credit risk

|                          | Colla      | Collateral used in derivative transactions |            |                                 |          |                         |  |
|--------------------------|------------|--|------------|---------------------------------|----------|-------------------------|--|
|                          |            | of collateral<br>ived                      |            | Fair value of posted collateral |          | Fair value of<br>posted |  |
|                          | Segregated | Unsegregated                               | Segregated | Unsegregated                    | received |                         |  |
| Cash - domestic currency | -          | -  | -          | -                               | 19.135   | -                       |  |
| Cash - other currencies  | -          | -  | -          | -                               | -        | -                       |  |
| Domestic sovereign debt  | -          | -  | -          | -                               | -        | -                       |  |
| Other sovereign debt     | -          | -  | -          | -                               | -        | -                       |  |
| Government agency debt   | -          | -  | -          | -                               | -        | -                       |  |
| Corporate bonds          | -          | -  | -          | -                               | -        | -                       |  |
| Equity securities        | -          | -  | -          | -                               | -        | -                       |  |
| Other collateral         | -          | -  | -          | -                               | -        | 105.559                 |  |
| Total                    | -          | -  | -          | -                               | 19.135   | 105.559                 |  |

#### g) Credit Derivatives

None.

#### h) Risk Weighted Amounts (RWA) of the Counterparty Credit Risks within the scope of Internal Model Method

None.

#### i) Risks to the Central Counterparty

None.

#### 5. Securitization Explanations

As of 31 December 2019, there is no securitization position in the Bank (31 December 2018: None).

#### 6. Explanations on Market risk

#### a) Qualitative information to be disclosed to the public regarding market risk

The Parent Bank ensures effective management of the risk of concentration in the market due to market risk and market risk components in line with the volume, nature and complexity of its operations, taking into account the best practices, within the framework of BRSA regulations.

The Parent Bank ensures that measurement, monitoring, limiting, stress testing and scenario analysis work in compliance with the structure and complexity of its positions with respect to the management of the market risk, and report the results. Evaluation of new products and services in terms of market risk is essential.

In this context, as a minimum;

- The accounts and positions of the Parent Bank exposed to market risk and the market developments affecting the value of these accounts and positions are monitored on a minimum daily basis,
- Calculation of the amount subject to market risk of the Bank under the purchase and sale accounts,
- Analysis of the effects of ordinary and extraordinary up and down movements in the markets on the Bank's accounts and positions exposed to market risk,
- Retrospective test analysis of internal models used for monitoring purposes in the calculation of the amount subject to market risk,
- Regular calculation and follow-up of risk limits in relation to market risk.

# ZİRAAT KATILIM BANKASI A.Ş. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

In the Parent Bank, the Board of Directors, the Audit Committee and the General Manager fulfill the duties, powers and responsibilities within the scope of market risk management in the framework defined in the legislation. All units, including those within the scope of Internal Systems, fulfill their duties, powers and responsibilities within the framework of market risk management within the framework of the Regulation on Internal Systems of Banks and the Internal Capital Adequacy Assessment Process and their Regulations.

In order to be able to demonstrate the market risk that the bank may face, it is essential that the implementation and results of risk measurement and monitoring activities be taken into account in the Bank's strategic decision-making process.

The Parent Bank, In the framework of these principles, the following minimum analyzes shall be made for measurement and monitoring activities.

As a minimum under Market Risks:

- Standard Method: Market Risk Reporting Set published by BRSA in accordance with the disclosures.
- Risk Exposure Value Analysis: Historical Simulation, Parametric, EWMA or using a different method deemed appropriate by the Bank.

Internal Capital Requirement: The parameters, which are determined by BRSA and/or by the Bank, and which could affect the financial power of the Bank and the stress tests and/or scenario analysis related to these parameters and the capital level that compensates the risks that the Bank has been exposed or would be exposed are calculated with a predictive perspective with the appropriate methods.

#### b) Standard Approach

|   | -   | Risk Weighted Amounts |
|---|---|-----------------------|
|   | Outright products                         | -                     |
| 1 | Interest rate risk (general and specific) | 7.025                 |
| 2 | Equity risk (general and specific)        | -                     |
| 3 | Foreign exchange risk                     | 176.545               |
| 4 | Commodity risk                            | -                     |
|   | Options                                   |                       |
| 5 | Simplified approach                       | -                     |
| 6 | Delta-plus method                         | -                     |
| 7 | Scenario approach                         | -                     |
| 8 | Securitization                            | -                     |
| 9 | Total                                     | 183.570               |

Notes and explanations in this section have been prepared in accordance with the Communiqué On Disclosures About Risk Management To Be Announced To Public By Banks that have been prepared by BRSA and published in Official Gazette numbered 29511 dated 23 October 2015 and became effective as of 31 March 2016. The following tables which have to be presented on a quarterly basis have not been presented as of 31 December 2019 since the Bank does not use the standard approach for the calculation of market risks:

Quantitative information for public disclosure for the banks using Internal Model Approach

Market Risk RWA (Risk Weighted Amounts) Conversion Table for the Internal Model Approach

Internal Model Approach for commerce account

The comparison between Value at Risk expectations and Profit and Loss

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Explanations on Operational Risk

The Operational Risk Principal Amount in the Parent Bank is calculated on an annual basis by the Basic Indicator Method. In the Basic Indicator Method, the parameter that determines the operational risk base amount is gross. Annual gross income consists of net profit share income, dividend income from net fees and commissions income, shares other than subsidiaries and participation shares, addition of trading income/loss (net) and other operating income, Profit/loss, extraordinary income and insurance compensations.

|                                       |            |            |            | Total/Number of positive |          |           |
|---------------------------------------|------------|------------|------------|--------------------------|----------|-----------|
|                                       | 31.12.2016 | 31.12.2017 | 31.12.2018 | gross income years       | Rate (%) | Total     |
| Gross income                          | 232.815    | 482.004    | 892.243    | 535.687                  | 15       | 80.353    |
| Amount subject to<br>Operational Risk | -          | -          | -          | -                        | -        | 1.004.413 |

#### XII. EXPLANATIONS ON CONSOLIDATED OPERATING SEGMENTS

Organizational and internal reporting structure of the Group is determined in line with TFRS 8 "Turkish Accounting Standard about Operating Segments".

The Bank has operations in retail banking, corporate and entrepreneurial banking, specialized banking, investment banking and international banking areas.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Table for Segment Reporting:

| Current Period  | Retail     | Corporate/<br>Entrepreneurial | Treasury/<br>Investment | Other/        |                   |
|---|------------|-------------------------------|-------------------------|---------------|-------------------|
| 1 January - 31 December 2019                          | Banking    | Banking                       | Banking                 | Undistributed | Total             |
| OPERATING INCOME/EXPENSE                              |            |                               |                         |               |                   |
| Profit Shares Income                                  | 218.165    | 2.676.438                     | 285.444                 | 414.410       | 3.594.457         |
| Profit Shares from Loans                              | 218.165    | 2.676.438                     | -                       | -             | 2.894.603         |
| Profit Shares from Banks                              | -          | -                             | 574                     | -             | 574               |
| Profit Shares from Securities                         | -          | -                             | 245.733                 | -             | 245.733           |
| Other Profit Shares                                   | -          | -                             | 39.137                  | 414.410       | 453.547           |
| Profit Shares Expense                                 | 817.982    | 705.564                       | 681.355                 | 20.631        | 2.225.532         |
| Profit Shares Expense on Participation Funds          | 817.982    | 705.564                       | 5.296                   | -             | 1.528.842         |
| Profit Shares Expense on Funds Borrowed               | -          | -                             | 272.658                 | -             | 272.658           |
| Profit Shares Expense on Money Market Transactions    | -          | -                             | 12.323                  | -             | 12.323            |
| Profit Shares Expense on Securities Issued            | -          | -                             | 391.078                 | -             | 391.078           |
| Other Profit Shares Expense                           | -          | -                             | -                       | 20.631        | 20.631            |
| Net Profit Shares Income/Expense                      | (599.817)  | 1.970.874                     | (395.911)               | 393.779       | 1.368.925         |
| Net Fees and Commission Income/Expense                | 16.937     | 114.436                       | -                       | (36.921)      | 94.452            |
| Fees and Commissions Received                         | 16.937     | 114.436                       | -                       | 11.952        | 143.325           |
| Fees and Commissions Paid                             | -          | -                             | -                       | 48.873        | 48.873            |
| Dividend Income                                       | -          | -                             | 17.762                  | -             | 17.762            |
| Trading Income/Loss (Net)                             | -          | -                             | 69.478                  | -             | 69.478            |
| Other Operating Income                                | -          | 431                           | -                       | 158.577       | 159.008           |
| Provision for Loans or Other Receivables Losses       | 39.535     | 394.513                       | _                       | 58.123        | 492.171           |
| Other Provision Expense                               | -          | -                             | _                       | 87.244        | 87.244            |
| Personnel Expenses                                    | -          | -                             | _                       | 183.767       | 183.767           |
| Other Operating Expense                               | -          | _                             | _                       | 241.143       | 241.143           |
| Income Before Tax                                     | (622.415)  | 1.691.228                     | (308.671)               | (54.842)      | 705.300           |
| Tax Provision   | -          |                               | (300.071)               | (188.565)     | (188.565)         |
| Net Profit/Loss                                       | (622.415)  | 1.691.228                     | (308.671)               | (243.407)     | 516.735           |
|   | (022.413)  | 1.031.220                     | (300.071)               | (245.407)     | 510.755           |
| SEGMENT ASSETS  |            |                               |                         |               |                   |
| Financial Assets at FV Through P/L                    | -          | -                             | -                       | -             | -                 |
| Banks and Other Financial Institutions (*)            | -          | -                             | 916.283                 | -             | 916.283           |
| Financial Assets Measured at Fair Value Through Other |            |                               | 510.205                 |               | 510.205           |
| Comprehensive Income                                  | _          | -                             | 2.386.937               | _             | 2.386.937         |
| Loans   | 2.159.061  | 21.671.460                    | 5.160.663               | -             | 28.991.184        |
| Financial Assets Measured at Amortised Cost           | -          | -                             | 547.750                 | -             | 547.750           |
| Derivative Financial Assets                           | -          | -                             | 17.496                  | -             | 17.496            |
| Associates, Subsidiaries and Joint Ventures           | -          | -                             | -                       | _             | -                 |
| Other Assets (*)                                      | -          | _                             | _                       | 3.532.424     | 3.532.424         |
| Total Segment Assets                                  | 2.159.061  | 21.671.460                    | 9.029.129               | 3.532.424     | 36.392.074        |
|   | 2.155.001  | 21.07 1.400                   | 5.025.125               | 5.552.424     | 50.552.074        |
| SEGMENT LIABILITIES                                   |            |                               |                         |               |                   |
| Funds Collected                                       | 15.884.116 | 9.573.029                     | _                       | _             | 25.457.145        |
| Derivative Financial Liabilities                      | -          | -                             | 12.479                  | _             | 12.479            |
| Funds Borrowed  | -          | -                             | 3.495.671               | _             | 3.495.671         |
| Money Market Funds                                    | -          | -                             | 19.135                  | _             | 19.135            |
| Securities Issued (Net)                               | -          | _                             | 2.482.999               | -             | 2.482.999         |
| Provisions  |            | _                             | 2.702.333               | 235.279       | 235.279           |
| Other Liabilities                                     | -          | -                             | -                       | 1.522.538     | 1.522.538         |
| Shareholders' Equity                                  | -          | -                             | -                       | 3.166.828     | 3.166.828         |
| Total Segment Liabilities                             | 15.884.116 | 9.573.029                     | 6.010.284               | 4.924.645     | <b>36.392.074</b> |

(\*) Expected credit losses are included.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### Table for Segment Reporting:

| Prior Period <sup>(*)</sup>                           | Retail     | Corporate/<br>Entrepreneurial | Treasury/<br>Investment | Other/        |            |
|---|------------|-------------------------------|-------------------------|---------------|------------|
| 1 January - 31 December 2018                          | Banking    | Banking                       | Banking                 | Undistributed | Total      |
| OPERATING INCOME/EXPENSE                              |            |                               |                         |               |            |
| Profit Shares Income                                  | 191.401    | 1.661.127                     | 181.062                 | 294.792       | 2.328.382  |
| Profit Shares from Loans                              | 191.401    | 1.661.127                     | -                       | 1.463         | 1.853.991  |
| Profit Shares from Banks                              | -          | -                             | 7.039                   | -             | 7.039      |
| Profit Shares from Securities                         | -          | -                             | 136.942                 | -             | 136.942    |
| Other Profit Shares                                   | -          | -                             | 37.081                  | 293.329       | 330.410    |
| Profit Shares Expense                                 | 556.583    | 535.822                       | 370.548                 | 8             | 1.462.961  |
| Profit Shares Expense on Participation Funds          | 556.583    | 535.822                       | 6.838                   | -             | 1.099.243  |
| Profit Shares Expense on Funds Borrowed               | -          | -                             | 164.787                 | -             | 164.787    |
| Profit Shares Expense on Money Market Transactions    | -          | -                             | 24.801                  | -             | 24.801     |
| Profit Shares Expense on Securities Issued            | -          | -                             | 174.122                 | -             | 174.122    |
| Other Profit Shares Expense                           | -          | -                             | -                       | 8             | 8          |
| Net Profit Shares Income/Expense                      | (365.182)  | 1.125.305                     | (189.486)               | 294.784       | 865.421    |
| Net Fees and Commission Income/Expense                | 9.699      | 66.607                        | -                       | 1.373         | 77.679     |
| Fees and Commissions Received                         | 9.699      | 66.607                        | -                       | 26.511        | 102.817    |
| Fees and Commissions Paid                             | -          | -                             | -                       | 25.138        | 25.138     |
| Dividend Income                                       | -          | -                             | 923                     | -             | 923        |
| Trading Income/Loss (Net)                             | -          | -                             | 53.498                  | -             | 53.498     |
| Other Operating Income                                | -          | 64                            | -                       | 119.757       | 119.821    |
| Provision for Loans or Other Receivables Losses       | 24.413     | 213.567                       | -                       | 108.639       | 346.619    |
| Other Provision Expense                               | -          | -                             | -                       | 50.036        | 50.036     |
| Personnel Expenses                                    | -          | -                             | -                       | 137.857       | 137.857    |
| Other Operating Expense                               | -          | -                             | -                       | 167.383       | 167.383    |
| Income Before Tax                                     | (379.896)  | 978.409                       | (135.065)               | (48.001)      | 415.447    |
| Tax Provision   | -          | -                             | -                       | (90.214)      | (90.214)   |
| Net Profit/Loss                                       | (379.896)  | 978.409                       | (135.065)               | (138.215)     | 325.233    |
| SEGMENT ASSETS  |            |                               |                         |               |            |
| Financial Assets at FV Through P/L                    | -          | -                             | -                       | -             | -          |
| Banks   | -          | -                             | 802.212                 | -             | 802.212    |
| Financial Assets Measured at Fair Value Through Other |            |                               |                         |               |            |
| Comprehensive Income                                  | -          | -                             | 1.304.375               | -             | 1.304.375  |
| Loans   | 1.614.565  | 14.124.399                    | 2.000.461               | 3.141.804     | 20.881.229 |
| Financial Assets Measured at Amortised Cost           | -          | -                             | -                       | -             | -          |
| Derivative Financial Assets                           | -          | -                             | 9.562                   | -             | 9.562      |
| Associates, Subsidiaries and Joint Ventures           | -          | -                             | 46.778                  | -             | 46.778     |
| Other Assets  | -          | -                             | -                       | 2.433.100     | 2.433.100  |
| Total Segment Assets                                  | 1.614.565  | 14.124.399                    | 4.163.388               | 5.574.904     | 25.477.256 |
| SEGMENT LIABILITIES                                   |            |                               |                         |               |            |
| Funds Collected                                       | 10.471.740 | 4.679.243                     | -                       | -             | 15.150.983 |
| Derivative Financial Liabilities                      | -          | -                             | 6.145                   | -             | 6.145      |
| Funds Borrowed  | -          | -                             | 4.636.328               | -             | 4.636.328  |
| Money Market Funds                                    | -          | -                             | 864.414                 | -             | 864.414    |
| Securities Issued (Net)                               | -          | -                             | 1.554.992               | -             | 1.554.992  |
| Provisions  | -          | -                             | -                       | 133.633       | 133.633    |
| Other Liabilities                                     | -          | -                             | -                       | 585.864       | 585.864    |
| Shareholders' Equity                                  | -          | -                             | -                       | 2.544.897     | 2.544.897  |
| Total Segment Liabilities                             | 10.471.740 | 4.679.243                     | 7.061.879               | 3.264.394     | 25.477.256 |

<sup>(\*)</sup> It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### XIII. EXPLANATIONS ON PRESENTATION OF FINANCIAL ASSETS AND LIABILITIES AT FAIR VALUE

#### a) Information regarding the fair value of financial assets and liabilities:

| Current Period   | Book Value | Fair Value |
|--|------------|------------|
| Financial Assets   | 32.842.289 | 32.842.289 |
| Due from Interbank Money Market  | -          | -          |
| Banks  | 916.418    | 916.418    |
| Financial Assets Measured at Fair Value Through Other Comprehensive Income | 2.386.937  | 2.386.937  |
| Financial Assets Measured at Amortised Cost                                | 547.750    | 547.750    |
| Loans  | 28.991.184 | 28.991.184 |
| Financial Liabilities  | 31.595.127 | 31.595.127 |
| Bank Deposits  | 123        | 123        |
| Other Deposits   | 25.457.022 | 25.457.022 |
| Funds Borrowed from Other Financial Institutions                           | 3.495.671  | 3.495.671  |
| Issued Marketable Securities   | 2.482.999  | 2.482.999  |
| Miscellaneous Payables   | 159.312    | 159.312    |
| Prior Period   | Book Value | Fair Value |
| Financial Assets   | 22.988.310 | 22.988.310 |
| Due from Interbank Money Market  | -          | -          |
| Banks  | 802.706    | 802.706    |
| Financial Assets Measured at Fair Value Through Other Comprehensive Income | 1.304.375  | 1.304.375  |
| Financial Assets Measured at Amortised Cost                                | -          | -          |
| Loans  | 20.881.229 | 20.881.229 |
| Financial Liabilities  | 21.424.552 | 21.424.552 |
| Bank Deposits  | 46.216     | 46.216     |
| Other Deposits   | 15.104.767 | 15.104.767 |
| Funds Borrowed from Other Financial Institutions                           | 4.816.223  | 4.816.223  |
| Issued Marketable Securities   | 1.554.992  | 1.554.992  |
| Miscellaneous Payables   | 82.249     | 82.249     |

Due from Interbank Money Market, Banks and Banks deposits considered to be equal to carrying values of their fair values because Due from Interbank Money Market, Banks and Banks deposits mostly consist of short term transactions.

Market price differences are considered on determining the financial assets measured at fair value through other comprehensive income book value and fair value. If the price formation does not occur within the active market conditions, indicator prices calculated by Central Bank are considered instead.

The fair value of loans and other deposits represent the sum of the acquisition cost and accumulated profit share accruals.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on fair value measurements recognized in the financial statements:

According to TFRS 7 "Financial Instruments: Explanations" Standard, the accounts recognized with the fair value in the balance sheet should be presented and classified sequentially in the related footnotes. Respectively, such financial instruments are classified in three levels representing the importance of the data used during for the measurement of fair values. At level one, the financial instruments whose fair values are determined with the recorded prices in the active markets for the assets and liabilities with identical fair values; at level two, the financial instruments whose fair value is based on the directly or indirectly observable market indicators and at level three; the financial instruments whose fair value is not based on the directly or indirectly observable market indicators are considered. The financial instruments which are recognized with their fair values at the Bank's balance sheet, are presented with respect to such basis of classification in the table below.

| Current Period  | Level 1   | Level 2 | Level 3 | Total     |
|---|-----------|---------|---------|-----------|
| Financial Assets at FV Through P/L  | -         | -       | -       | -         |
| Government Debt Securities  | -         | -       | -       | -         |
| Share Certificates  | -         | -       | -       | -         |
| Other Marketable Securities   | -         | -       | -       | -         |
| Financial Assets Measured at Fair Value Through Other<br>Comprehensive Income | 2.077.548 | 301.717 | 7.672   | 2.386.937 |
| Equity Securities   | -         | -       | 7.672   | 7.672     |
| Government Debt Securities  | -         | -       | -       | -         |
| Other Marketable Securities   | 2.077.548 | 301.717 | -       | 2.379.265 |
| Derivative Financial Assets   | -         | 17.496  | -       | 17.496    |
| Total Assets  | 2.077.548 | 319.213 | 7.672   | 2.404.433 |
| Derivative Financial Liabilities  | -         | 12.479  | -       | 12.479    |
| Total Liabilities   | -         | 12.479  | -       | 12.479    |
| rior Period   | Level 1   | Level 2 | Level 3 | Total     |
| Financial Assets at FV Through P/L  | -         | -       | -       | -         |
| Government Debt Securities  | -         | -       | -       | -         |
| Share Certificates  | -         | -       | -       | -         |
| Other Marketable Securities   | -         | -       | -       | -         |
| Financial Assets Measured at Fair Value Through Other<br>Comprehensive Income | 1.178.448 | 125.927 | -       | 1.304.375 |
| Equity Securities   | -         | 4.910   | -       | 4.910     |
| Government Debt Securities  | -         | -       | -       | -         |
| Other Marketable Securities   | 1.178.448 | 121.017 | -       | 1.299.465 |
| Derivative Financial Assets   | -         | 9.562   |         | 9.562     |
| Total Assets  | 1.178.448 | 135.489 | -       | 1.313.937 |
| Derivative Financial Liabilities  | -         | 6.145   | -       | 6.145     |
| Total Liabilities   |           | 6,145   | _       | 6.145     |

#### XIV. EXPLANATIONS ON ACTIVITIES CARRIED OUT ON BEHALF AND ACCOUNT OF OTHER PARTIES

The Parent Bank does not provide trading, custody and fund management services on behalf of and account of the customers. The Bank does not make any lenient transaction contracts.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **SECTION FIVE**

#### EXPLANATIONS AND NOTES RELATED TO CONSOLIDATED FINANCIAL STATEMENTS

#### I. EXPLANATIONS AND NOTES RELATED TO CONSOLIDATED ASSETS

#### 1.a) Information on cash and balances with Central Bank of the Republic of Turkey:

|  | Current Period |           | Prior Period |           |
|--|----------------|-----------|--------------|-----------|
|  | TL             | FC        | TL           | FC        |
| Cash in TL/Foreign Currency            | 28.617         | 50.616    | 22.196       | 30.965    |
| Central Bank of the Republic of Turkey | 71.522         | 2.404.187 | 311.614      | 1.642.538 |
| Other                                  | -              | 339.497   | -            | -         |
| Total                                  | 100.139        | 2.794.300 | 333.810      | 1.673.503 |

#### 1.a.1) Information on required reserves:

According to the CBRT's Communiqué No: 2013/15 on Required Reserves, the Bank establishes a reserve requirement at the CBRT for Turkish currency and foreign currency liabilities. Required reserves can be kept in Turkish Lira, USD, EUR and standard gold according to the "Communiqué on Required Reserves" at the CBRT. According to the principles of the communiqué dated 9 December 2019 and numbered 2019/19, the CBRT pays dividends to Turkish Lira required reserves.

As of 31 December 2019, the valid rates for required reserves established in the CBRT are between 1% and 7% according to the maturity structure in Turkish currency (31 December 2018: between 1.5% and 8%); in foreign currency, it is between 5% and 21% depending on the maturity structure (31 December 2018: between 4% and 20%).

#### b) Information on the account of the Central Bank of the Republic of Turkey:

|                             | Current | Current Period |         | eriod     |
|-----------------------------|---------|----------------|---------|-----------|
|                             | TL      | FC             | TL      | FC        |
| Unrestricted Demand Deposit | 38      | 6              | 299.510 | 5.190     |
| Unrestricted Time Deposit   | -       | -              | -       | -         |
| Restricted Time Deposit     | -       | -              | -       | -         |
| Required Reserves (*)       | 71.484  | 2.404.181      | 12.104  | 1.637.348 |
| Total                       | 71.522  | 2.404.187      | 311.614 | 1.642.538 |

<sup>(1)</sup> TL 180.501 of the current period's FC required reserve is the part of the TL required reserves that are held in FC (31 December 2018: TL 731.486).

#### 2. Information on banks and other financial institutions:

|                                  | Current F | Period  | Prior Period |         |
|----------------------------------|-----------|---------|--------------|---------|
|                                  | TL        | FC      | TL           | FC      |
| Banks                            |           |         |              |         |
| Domestic Banks                   | 5.205     | 332.276 | 6.153        | 634.187 |
| Foreign Banks                    | -         | 578.937 | -            | 162.366 |
| Foreign Head Office and Branches | -         | -       | -            | -       |
| Total                            | 5.205     | 911.213 | 6.153        | 796.553 |

#### 3. a) Explanation regarding the comparison of net values of financial assets through other comprehensive income availablefor-sale given or blocked as collateral and subject to repurchase agreements:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Assets Subject to Repurchase Agreements | 16.497         | 834.371      |
| Assets Blocked/Given as Collateral      | 84.643         | 79.527       |
| Total <sup>(1)</sup>                    | 101.140        | 913.898      |

<sup>(\*)</sup> Accruals and provisions for impairment are not included.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on financial assets at fair value through other comprehensive income:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Debt Securities                              | 2.380.681      | 1.335.442    |
| Quoted in Stock Exchange                     | 2.078.312      | 1.211.802    |
| Not Quoted in Stock Exchange                 | 302.369        | 123.640      |
| Share Certificates                           | 7.672          | 4.897        |
| Quoted in Stock Exchange                     | -              | -            |
| Not Quoted in Stock Exchange (*)             | 7.672          | 4.897        |
| Provision for Impairment (-)                 | 1.416          | 35.977       |
| Ziraat Finansal Kiralama A.Ş. merging effect | -              | 13           |
| Total  | 2.386.937      | 1.304.375    |

<sup>(2)</sup>Not quoted on a stock exchange includes Credit Guarantee fund amounting to TL 7.672 (31 December 2018: TL 4.897).

#### 4. Financial assets measured at amortized cost:

As of 31 December 2019, an expected loss provisions (first stage) of TL 174 has been calculated for the banks item. (31 December 2018: 834).

#### 5. Information on derivative financial assets

#### a) Information on derivative assets at fair value through profit or loss:

|  | •••••• | Current Period |    | iod   |
|--|--------|----------------|----|-------|
|  | TL     | FC             | TL | FC    |
| Forward Transactions                         | 27     | 17.469         | 13 | 43    |
| Swap Transactions                            | -      | -              | -  | -     |
| Futures Transactions                         | -      | -              | -  | -     |
| Options                                      | -      | -              | -  | -     |
| Other  | -      | -              | -  | -     |
| Ziraat Finansal Kiralama A.Ş. merging effect | -      | -              | -  | 9.506 |
| Total  | 27     | 17.469         | 13 | 9.549 |

#### 6. Information related to loans:

#### a) Information on all types of loans and advances given to shareholders and employees of the Bank:

|  | Current Period |          | <b>Prior Period</b> |          |
|--|----------------|----------|---------------------|----------|
|  | Cash           | Non-Cash | Cash                | Non-Cash |
| Direct Loans Granted to Shareholders   | 3.097.903      | -        | 1.973.285           | -        |
| Corporate Shareholders                 | 3.097.903      | -        | 1.973.285           | -        |
| Real Person Shareholders               | -              | -        | -                   | -        |
| Indirect Loans Granted to Shareholders | -              | -        | -                   | -        |
| Loans Granted to Employees             | 2.372          | -        | 2.513               | -        |
| Total <sup>(*)</sup>                   | 3.100.275      | -        | 1.975.798           | -        |

(\*) Includes rediscount amounts.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

b) Information on the first and second group loans and other receivables including restructured or rescheduled loans:

|                                 |  | Loans Under Close Monitoring     |                             |             |  |  |
|---------------------------------|--|----------------------------------|-----------------------------|-------------|--|--|
|                                 |  | Not Under                        | Restructured or Rescheduled |             |  |  |
| Cash Loans                      | Standard Loans<br>and Other<br>Receivables | the Scope of<br>Restructering or | Loans with                  | Refinancing |  |  |
| Loans                           |  |                                  |                             |             |  |  |
| Export Loans                    | 1.226.789                                  | 55.944                           | -                           | -           |  |  |
| Import Loans                    | 85.536                                     | -                                | -                           | -           |  |  |
| Commercial Loans                | 13.668.959                                 | 401.691                          | 748.347                     | -           |  |  |
| Consumer Loans                  | 2.149.003                                  | 8.576                            | 1.482                       | -           |  |  |
| Credit Cards                    | -  | -                                | -                           | -           |  |  |
| Loans Given to Financial Sector | 5.160.663                                  | -                                | -                           | -           |  |  |
| Other                           | 1.118.317                                  | 84.288                           | -                           | -           |  |  |
| Other Receivables               | -  | -                                | -                           | -           |  |  |
| Profit Share Income Accruals    | 425.989                                    | 44.146                           | 53.652                      | -           |  |  |
| Total                           | 23.835.256                                 | 594.645                          | 803.481                     | -           |  |  |

| General Provision                  | Standard Loans | Loans Under close monitoring |
|------------------------------------|----------------|------------------------------|
| 12 Month Expected Credit Losses    | 49.451         | -                            |
| Significant Inrease in Credit Risk | -              | 56.622                       |

| No. of extensions         | Other Receivables | Loans Under close monitoring and<br>Other Receivables |
|---------------------------|-------------------|---|
| 1 or 2 Times Extended     | -                 | 803.481   |
| 3 - 4 or 5 Times Extended | -                 | -   |
| Over 5 Times Extended     | -                 | -   |
| Total                     | -                 | 803.481   |

| Extension Periods    | Standard Loans and<br>Other Receivables | Loans Under close monitoring and<br>Other Receivables |
|----------------------|---|---|
| 0 - 6 Months         | -                                       | 57  |
| 6 Months - 12 Months | -                                       | 6.952   |
| 1 - 2 Years          | -                                       | 352.578   |
| 2 - 5 Years          | -                                       | 334.045   |
| 5 Years and Over     | -                                       | 109.849   |
| Total                | -                                       | 803.481   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

c) Information on consumer loans, individual credit cards, personnel loans and personnel credit cards:

| Current Period                     | Short-Term | Medium and Long-Term | Total     |
|------------------------------------|------------|----------------------|-----------|
| Consumer Loans - TL                | 4.690      | 2.152.010            | 2.156.700 |
| Real Estate Loans                  | 748        | 1.975.401            | 1.976.149 |
| Vehicle Loans                      | 2.987      | 100.020              | 103.007   |
| Consumer Loans                     | 955        | 76.589               | 77.544    |
| Other                              | -          | -                    | -         |
| Consumer Loans-FC Indexed          | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Consumer Loans-FC                  | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Retail Credit Cards-TL             | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Retail Credit Cards-FC             | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Personnel Loans-TL                 | 112        | 2.249                | 2.361     |
| Housing Loans                      | -          | 95                   | 95        |
| Vehicle Loans                      | -          | 92                   | 92        |
| Consumer Loans                     | 112        | 2.062                | 2.174     |
| Other                              | -          | -                    | -         |
| Personnel Loans-FC Indexed         | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Personnel Loans-FC                 | -          | -                    | •         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Personnel Credit Cards-TL          | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Personnel Credit Cards-FC          | -          | -                    | -         |
| Installment based                  | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Overdraft Account-TL (Real Person) | -          | -                    | -         |
| Overdraft Account-FC (Real Person) | -          | -                    | -         |
| Total <sup>(*)</sup>               | 4.802      | 2.154.259            | 2.159.061 |

 $^{\scriptscriptstyle (\!)}$  Dividend rediscount amounting to TL 11.516 not included in the table.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period                       | Short-Term | Medium and Long-Term | Total     |
|------------------------------------|------------|----------------------|-----------|
| Consumer Loans - TL                | 4.966      | 1.598.554            | 1.603.520 |
| Real Estate Loans                  | 1.203      | 1.453.270            | 1.454.473 |
| Vehicle Loans                      | 1.665      | 86.199               | 87.864    |
| Consumer Loans                     | 2.098      | 59.085               | 61.183    |
| Other                              | -          | -                    | -         |
| Consumer Loans-FC Indexed          | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Consumer Loans-FC                  | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Retail Credit Cards-TL             | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Retail Credit Cards-FC             | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Personnel Loans-TL                 | 230        | 2.269                | 2.499     |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | 102                  | 102       |
| Consumer Loans                     | 230        | 2.167                | 2.397     |
| Other                              | -          | -                    | -         |
| Personnel Loans-FC Indexed         | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Personnel Loans-FC                 | -          | -                    | -         |
| Housing Loans                      | -          | -                    | -         |
| Vehicle Loans                      | -          | -                    | -         |
| Consumer Loans                     | -          | -                    | -         |
| Other                              | -          | -                    | -         |
| Personnel Credit Cards-TL          | -          | -                    | -         |
| With Installment                   | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Personnel Credit Cards-FC          | -          | -                    | -         |
| Installment based                  | -          | -                    | -         |
| Without Installment                | -          | -                    | -         |
| Overdraft Account-TL (Real Person) | -          | -                    | -         |
| Overdraft Account-FC (Real Person) | -          | -                    | -         |
| Total <sup>(*)</sup>               | 5.196      | 1.600.823            | 1.606.019 |

<sup>(\*)</sup> Dividend rediscount amounting to TL 8.546 not included in the table.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Information on installment commercial loans and corporate credit cards:

| Current Period                             | Short-Term | Medium and Long-Term | Total   |
|--|------------|----------------------|---------|
| Installment Commercial Loans-TL            | 43.631     | 249.623              | 293.254 |
| Business Loans                             | 1.000      | 17.657               | 18.657  |
| Vehicle Loans                              | 42.631     | 231.966              | 274.597 |
| Consumer Loans                             | -          | -                    | -       |
| Other                                      | -          | -                    | -       |
| Installment Commercial Loans-Indexed to FC | -          | 11.999               | 11.999  |
| Business Loans                             | -          | -                    | -       |
| Vehicle Loans                              | -          | 11.999               | 11.999  |
| Consumer Loans                             | -          | -                    | -       |
| Other                                      | -          | -                    | -       |
| Installment Commercial Loans -FC           | -          | 24.730               | 24.730  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | 24.730               | 24.730  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -TL                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -FC                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Overdraft Account-TL (Legal Entity)        | -          | -                    | -       |
| Overdraft Account-FC (Legal Entity)        | -          | -                    | -       |
| Total                                      | 43.631     | 286.352              | 329.983 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

| Prior Period                               | Short-Term | Medium and Long-Term | Total   |
|--|------------|----------------------|---------|
| Installment Commercial Loans-TL            | 63.605     | 185.523              | 249.128 |
| With Installment                           | 16.487     | 25.816               | 42.303  |
| Without Installment                        | 47.118     | 159.707              | 206.825 |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Installment Commercial Loans-Indexed to FC | -          | 46.410               | 46.410  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | 46.410               | 46.410  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Installment Commercial Loans -FC           | 407        | 19.046               | 19.453  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | 407        | 19.046               | 19.453  |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -TL                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Corporate Credit Cards -FC                 | -          | -                    | -       |
| With Installment                           | -          | -                    | -       |
| Without Installment                        | -          | -                    | -       |
| Overdraft Account-TL (Legal Entity)        | -          | -                    | -       |
| Overdraft Account-FC (Legal Entity)        | -          | -                    | -       |
| Total                                      | 64.012     | 250.979              | 314.991 |

#### e) Loans according to types of borrowers:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Public                                      | 718.900        | 279.744      |
| Private                                     | 23.990.695     | 16.138.809   |
| Profit Share Income Accruals and Rediscount | 523.787        | 585.277      |
| Total <sup>(*)</sup>                        | 25.233.382     | 17.003.830   |

(\*) Non-performing loans are not included

#### f) Breakdown of domestic and international loans:

|                                       | Current Period | Prior Period |
|---------------------------------------|----------------|--------------|
| Domestic Loans                        | 23.677.914     | 16.388.393   |
| Foreign Loans                         | 1.031.681      | 30.160       |
| Profit Share Income Accruals of Loans | 523.787        | 585.277      |
| Total <sup>(*)</sup>                  | 25.233.382     | 17.003.830   |

(\*) Non-performing loans are not included

#### g) Loans Granted to Subsidiaries and Participations:

As of 31 December 2019, the bank has no loans granted to subsidiaries and participations (31 December 2018: None).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### ğ) Credit-Impaired Losses (Stage 3/Specific Provision):

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Loans and receivables with limited collectability  | 136.955        | 102.406      |
| Loans and receivables with doubtful collectability | 77.186         | 57.787       |
| Uncollectible loans and receivables                | 253.632        | 243.636      |
| Total  | 467.773        | 403.829      |

#### h) Information on lease receivables

|                            | Current Period |           | Prior Period |           |
|----------------------------|----------------|-----------|--------------|-----------|
|                            | Gross          | Net       | Gross        | Net       |
| Less than 1 year           | 71.065         | 70.080    | 10.684       | 10.397    |
| 1-5 year                   | 3.611.355      | 3.088.196 | 551.183      | 471.225   |
| More than 5 years          | 860.343        | 498.090   | 282.163      | 222.212   |
| Ziraat Lease Merger Effect | -              | -         | 3.866.937    | 3.444.805 |
| Total                      | 4.542.763      | 3.656.366 | 4.710.967    | 4.148.639 |

#### ı) Information on non-performing receivables (net):

#### 1.1) Information on loans and other receivables included in non-performing receivables which are restructured or rescheduled:

As of 31 December 2019 the Parent Bank has loans and other receivables included in non-performing receivables which are restructured or rescheduled amount TL 29.542. (31 December 2018: None)

#### **i.2)** Information on the movement of total non-performing loans:

|  | Group III:   | Group IV:   | Group V:<br>Uncollectible<br>Ioans and other<br>receivables |
|--|--|---|---|
|  | Loans and other<br>receivables<br>with limited<br>collectability | Loans and other<br>receivables<br>with doubtful<br>collectability |   |
| Ending balance of prior period                                 | 198.878  | 35.401  | 430.944   |
| Additions in the current period (+) <sup>(*)</sup>             | 136.981  | 277.268   | 250.609   |
| Transfers from other categories of non-performing loans<br>(+) | -  | 110.045   | 67.186  |
| Transfers to other categories of non-performing loans (-)      | 110.045  | 67.186  | -   |
| Collections in the current period (-)                          | 32.275   | 34.911  | 37.469  |
| Write offs (-)   | 37.984   | 125.085   | 387.075   |
| Corporate and commercial loans                                 | 37.984   | 125.085   | 387.075   |
| Retail loans   | -  | -   | -   |
| Credit cards   | -  | -   | -   |
| Other  | -  | -   | -   |
| Ending balance of the current period                           | 155.555  | 195.532   | 324.195   |
| Expected Credit Losses (Stage 3) (-)                           | 136.955  | 77.186  | 253.632   |
| Net balance at the balance sheet                               | 18.600   | 118.346   | 70.563  |

<sup>(\*)</sup> It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **1.3)** Information on foreign currency non-performing loans:

As of 31 December 2019, has no foreign currency non-performing loans originated from foreign currency indexed loans (31 December 2018: None).

#### i) Gross and net amounts of non-performing receivables according to user groups:

|  | Group III:             | Group IV:               | Group V:              |  |
|--|------------------------|-------------------------|-----------------------|--|
|  | Loans and other        | Loans and other         |                       |  |
|  | receivables with       |                         | Uncollectible loans   |  |
|  | limited collectability | doubtful collectability | and other receivables |  |
| Current Period (Net)                             | 18.600                 | 118.346                 | 70.563                |  |
| Loans to Real Persons and Legal Entities (Gross) | 155.555                | 195.532                 | 324.195               |  |
| Specific Provisions (-)                          | 136.955                | 77.186                  | 253.632               |  |
| Loans to Real Persons and Legal Entities (Net)   | 18.600                 | 118.346                 | 70.563                |  |
| Banks (Gross)                                    | -                      | -                       | -                     |  |
| Specific Provisions (-)                          | -                      | -                       | -                     |  |
| Banks (Net)                                      | -                      | -                       | -                     |  |
| Other Loans and Receivables (Gross)              | -                      | -                       | -                     |  |
| Specific Provisions (-)                          | -                      | -                       | -                     |  |
| Other Loans and Receivables (Net)                | -                      | -                       | -                     |  |
| Prior Period (Net)                               | 128.113                | 17.011                  | 116.270               |  |
| Loans to Real Persons and Legal Entities (Gross) | 198.878                | 35.401                  | 430.944               |  |
| Specific Provisions (-)                          | 70.765                 | 18.390                  | 314.674               |  |
| Loans to Real Persons and Legal Entities (Net)   | 128.113                | 17.011                  | 116.270               |  |
| Banks (Gross)                                    | -                      | -                       | -                     |  |
| Specific Provisions (-)                          | -                      | -                       | -                     |  |
| Banks (Net)                                      | -                      | -                       | -                     |  |
| Other Loans and Receivables (Gross)              | -                      | -                       | -                     |  |
| Specific Provisions (-)                          | -                      | -                       | -                     |  |
| Other Loans and Receivables (Net)                | -                      | -                       | -                     |  |

Information on accruals, valuation differences and related provisions calculated for non performing loans for Banks which are providing expected credit loss according to TFRS 9:

|  | Group III:                           | Group IV:      | Group V:               |
|--|--------------------------------------|----------------|------------------------|
|  | Loans with limited<br>collectability | collectability | Uncollectible<br>Ioans |
| Period End Balance                                       |                                      |                |                        |
| Profit Share Accrual and Valuation Differences Provision | 3.951                                | 6.233          | 39.915                 |
| Provision Amount (-)                                     | 1.748                                | 3.746          | 28.626                 |

#### j) Information on liquidating policy of uncollectible loans and other receivables:

Execution proceedings are carried out for the collection of receivables from loan services of Bank. During this process, tangible guarantees constituting guarantees of receivables of the Bank and assets of the debtor(s) are realized while receivables of the Bank are also tried to be collected and liquidated by means of administrative procedures.

#### k) Explanations on write-off policy:

Bank writes off the receivables from its records with the actualized circumstances of deaths of the debtor and/or the related people, refusals of the heritage by the heritors within the legal time limits, becoming legally and effectively impossible of the collection of the receivable, and the given financial accountability decision on the related personnel of the considered receivable.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Financial assets at amortized cost:

#### a) Information on government debt securities measured at amortized cost:

|                              | Current Period | Prior Period |
|------------------------------|----------------|--------------|
| Debt Securities              | 547.750        | -            |
| Quoted in Stock Exchange     | -              | -            |
| Not Quoted in Stock Exchange | -              | -            |
| Provision of Impairment (-)  | -              | -            |
| Total                        | 547.750        | -            |

<sup>(1)</sup> The Bank has calculated the fair value of these borrowings in accordance with TFRS 9 and TFRS 13 by using the prices of similar financial assets at the balance sheet date and reflected them to the financial statements.

#### b) Information on financial assets valued at amortized cost

None (31 December 2018: None).

#### c) Information on government debt securities measured at amortized cost

As of 31 December 2019, government debt securities measured at amortized cost of the Bank amounted to TL 547.750 (31 December 2018: None).

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Balances at Beginning of Period                 | -              | -            |
| Foreign Currency Differences on Monetary Assets | 7.757          | -            |
| Purchases during the Period (*)                 | 539.993        | -            |
| Disposals through Sales/Redemptions             | -              | -            |
| Provision of Impairment (-)                     | -              | -            |
| Balances at End of Period                       | 547.750        | -            |

(\*) Rediscounts are shown in "Purchases during the period" line.

#### 8. Information on assets related to trading investments and discontinued operations:

As of 31 December 2019, the amount of assets due to trading is TL 104.069 (31 December 2018: TL 5.222

|                                 | Current Period | Prior Period |
|---------------------------------|----------------|--------------|
| Beginning Balance (Net)         | 4.259          | 3.561        |
| Changes During the Period (Net) | 99.810         | 698          |
| Amount of depreciation          | -              | -            |
| Provision for Impairment        | -              | -            |
| Ziraat Lease Merger Effect      | -              | 963          |
| Period End Balance (Net)        | 104.069        | 5.222        |

As of 31 December 2019, the Parent Bank has no discontinued operations (31 December 2018: None).

#### 9. Equity Investments

#### a) Information about investments in associates (Net):

All of the shares with a nominal value of 14.400 TL, corresponding to 24% share in the current issued capital of Ziraat Yatırım Menkul Değerler A.Ş. was transferred to Ziraat Bankası A.Ş. (31 December 2018: None).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### a.1) Information related to credit institutions or financial institutions which are not accounted for by the equity method:

None (31 December 2018: None).

#### a.2) Information on an intermediary entity accounted under equity method:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Balance at the beginning of the year             | 100            | 50           |
| Movements during the year                        | -              | 50           |
| Included in the scope of consolidation           | -              | 50           |
| Purchases  | -              | -            |
| Bonus Share                                      | -              | -            |
| Dividends from current year income               | -              | -            |
| Transfers to available for sale financial assets | -              | -            |
| Sales  | -              | -            |
| Revaluation increase                             | -              | -            |
| Balance at the end of the year                   | 100            | 100          |
| Capital commitments                              | -              | -            |
| Share percentage at the end of the year (%)      | -              | -            |

#### b) Information on subsidiaries (Net):

#### b.1) Information on consolidated subsidiaries:

|   | Name                                | Address (City/Country) |     | Risk share percentage of |
|---|-------------------------------------|------------------------|-----|--------------------------|
| 1 | Ziraat Katılım Varlık Kiralama A.Ş. | İstanbul/TÜRKİYE       | 100 | 100                      |
| 2 | ZKB Varlık Kiralama A.Ş.            | İstanbul/TÜRKİYE       | 100 | 100                      |

|       | Total<br>Assets | Shareholders<br>Equity | Total Fixed<br>Assets |         | marketable | Period<br>Income/ | period |   | Needed<br>shareholders<br>Equity |
|-------|-----------------|------------------------|-----------------------|---------|------------|-------------------|--------|---|----------------------------------|
| 1 (*) | 2.483.166       | 73                     | -                     | 381.137 | -          | 6                 | 17     | - | -                                |
| 2 (*) | 73              | 68                     | -                     | 5.696   | -          | 26                | (8)    | - | -                                |

(\*) 31 December 2019 Audited financial statements used.

<sup>(\*)</sup> Paid capital increases during the period are shown under "Purchases".

#### b.2) Sectoral information on consolidated subsidiaries and the related carrying amounts:

|                              | Current Period | Prior Period |
|------------------------------|----------------|--------------|
| Banks                        | -              | -            |
| Insurance Companies          | -              | -            |
| Factoring Companies          | -              | -            |
| Leasing Companies            | -              | -            |
| Finance Companies            | -              | -            |
| Other Financial Subsidiaries | 100            | 100          |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b.3) Subsidiaries that are quoted on the stock exchange:

As of 31 December 2019, Bank has no subsidiaries are quoted on the stock exchange (31 December 2018: None).

#### c) Information on entities under common control (joint ventures):

There are no entities under common control of the Bank (31 December 2018: None).

#### 10. Explanations on property and equipment:

|   | Immovables | Right of Use<br>Immovables | Movable |        | Development | Other<br>Tangibles | Total   |
|---|------------|----------------------------|---------|--------|-------------|--------------------|---------|
| Prior Period End:   |            |                            |         |        |             |                    |         |
| Cost  | -          | -                          | 61.928  | -      | 33.052      | -                  | 94.980  |
| Accumulated Depreciation (-)                              | -          | -                          | 27.657  | -      | 14.664      | -                  | 42.321  |
| Net Book Value  | -          | -                          | 34.271  | -      | 18.388      | -                  | 52.659  |
| Current Period End:                                       | -          | -                          | -       |        | -           | -                  | -       |
| Net Book Value at the Beginning of the Period             | -          | -                          | 34.271  | -      | 18.388      | -                  | 52.659  |
| Change During the Period (Net) (*)                        | -          | 93.227                     | (71)    | 9.961  | 1.821       | -                  | 104.938 |
| Cost  | -          | 113.603                    | 9.211   | 14.072 | 9.448       | -                  | 146.334 |
| Amortization (Net) (-)                                    | -          | 20.376                     | 9.282   | 4.111  | 7.627       | -                  | 41.396  |
| Provision for Impairment (-)                              | -          | -                          | -       | -      | -           | -                  | -       |
| Net Currency Translation from<br>Foreign Subsidiaries (-) | -          | -                          | -       | -      | -           | -                  | -       |
| Cost at Period End  | -          | 113.603                    | 71.139  | 14.072 | 42.500      | -                  | 241.314 |
| Accumulated Depreciation at<br>Period End (-)             | -          | 20.376                     | 36.939  | 4.111  | 22.291      | -                  | 83.717  |
| Provisions for losses                                     |            | -                          | -       | -      | -           | -                  | -       |
| Closing Net Book Value                                    | -          | 93.227                     | 34.200  | 9.961  | 20.209      | -                  | 157.597 |

 $^{\scriptscriptstyle ({\rm °})}$  It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

For the impairment, which are either recorded or canceled in the current period and each or some of them are not important for the whole of the financial statements, the sum of the impairment amounts that are separated or canceled by the related asset groups and the events and conditions that cause them: None.

a) Pledges, mortgages and other restrictions on tangible assets, amount of expenses made during construction for tangible assets, commitments made for purchase of tangible assets: None.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 11. Information on intangible assets:

|                            | Current Period |                             |           |            | Prior Period                |           |
|----------------------------|----------------|-----------------------------|-----------|------------|-----------------------------|-----------|
|                            | Book Value     | Accumulated<br>Depreciation | Net Value | Book Value | Accumulated<br>Depreciation | Net Value |
| Leasehold Improvements     | -              | -                           | -         | -          | -                           | -         |
| Establishment Costs        | -              | -                           | -         | -          | -                           | -         |
| Goodwill                   | -              | -                           | -         | -          | -                           | -         |
| Intangible Rights          | 143.633        | 22.992                      | 120.641   | 93.038     | 12.642                      | 80.396    |
| Ziraat Lease Merger Effect | -              | -                           | -         | 1.762      | 986                         | 776       |
| Total                      | 143.633        | 22.992                      | 120.641   | 94.800     | 13.628                      | 81.172    |

a) In case an intangible asset that is significant for the financial statements as a whole, its book value, definition and remaining depreciation period: None.

b) Information on intangible assets acquired under government incentives and recorded with fair value at initial recognition: None.

c) The method in which intangible assets acquired under government incentives and recorded with fair value at initial recognition are valued after the first registration date: None.

- ç) Book value of intangible assets with restrictions on use or pledged: None.
- d) Amount of commitments given for acquisition of intangible asset: None.
- e) Intangible assets based on revalued asset type: None.
- f) Total amount of research and development expenses recorded in the period, if any: None.
- g) Positive or negative consolidation goodwill that are originated from partnerships which their financial statements are consolidated: Not applied to the financial statements with consolidation.
- h) Information on goodwill: None.

#### 12. Information on the investment properties:

As of 31 December 2019, the Bank has no investment properties (31 December 2018: None).

#### 13. Information on the current period assets related to tax:

As of 31 December 2019, the Bank has no assets related to tax (31 December 2018: None).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 14. Information on deferred tax asset:

As at 31 December 2019, deferred tax liabilities of TL 33.127 (31 December 2018: TL 2.627) and deferred tax assets of TL 75.280 TL (31 December 2018: TL 52.497) have been offset and TL 42.153 deferred tax asset (31 December 2018: TL 54.954 deferred tax asset) is reflected in the financial statements.

|  | Current Period                        | Prior Period |
|--|---------------------------------------|--------------|
| Deferred tax asset                             | 75.280                                | 52.497       |
| Deferred tax liability                         | 33.127                                | 2.627        |
| Ziraat Lease Merger Effect Deferred Tax Assets | -                                     | 5.084        |
| Net deferred tax asset                         | 42.153                                | 54.954       |
| Net deferred tax income/loss                   | 4.150                                 | 626          |
|  | Current Period                        | Prior Period |
| Severance pay                                  | 6.868                                 | 3.850        |
| Short-term employee rights                     | 2.277                                 | 2.839        |
| Revaluation of financial assets                | 9.770                                 | 8.395        |
| Other  | 23.238                                | 39.870       |
| Net deferred tax asset                         | 42.153                                | 54.954       |
|  | · · · · · · · · · · · · · · · · · · · |              |

|   | Current Period | Prior Period |
|---|----------------|--------------|
| As of January 1                         | 54.954         | 14.093       |
| Deferred tax Income/(Loss) (Net)        | 13.659         | 22.034       |
| Deferred Tax Accounted for Under Equity | (26.460)       | 6.270        |
| IFRS 9 Transition Effect                | -              | 7.473        |
| Ziraat Lease Merger Effect              | -              | 5.084        |
| Deferred tax asset                      | 42.153         | 54.954       |

#### 15. Information on other assets:

As of 31 December 2019, other assets of the Bank do not to exceed total balance sheet of 10%, exclude off-balance sheet liabilities.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **II. EXPLANATIONS AND NOTES RELATED TO LIABILITIES**

#### 1. a) Information on funds collected:

#### a.1) Information on maturity structure of funds collected:

| Commit David                        |           |           |            |         |         |         |           | Accumulated    | :          |
|-------------------------------------|-----------|-----------|------------|---------|---------|---------|-----------|----------------|------------|
|                                     |           | Up to 1   | Up to 3    |         | Up to 9 | -       | -         | profit sharing | Tatal      |
| Current Period                      | Demand    | Month     | Months     | months  | months  | 1 year  | over      | accounts       | Total      |
| I. Real persons current accounts-TL | 350.043   | -         | -          | -       | -       | -       | -         | -              | 350.043    |
| II. Real persons profit sharing     |           | 607.000   | 4 775 505  | CO 750  |         | 70 700  | 000 155   |                |            |
| accounts TL                         | 1 704 055 | 627.089   | 4.775.595  | 68.752  | -       | 72.399  | 260.155   | -              | 5.803.990  |
| III. Other current accounts-TL      | 1.324.855 | -         | -          | -       | -       | -       | -         | -              | 1.324.855  |
| Public sector                       | 136.022   | -         | -          | -       | -       |         | -         | -              | 136.022    |
| Commercial sector                   | 1.163.277 | -         | -          | -       | -       | -       | -         | -              | 1.163.277  |
| Other institutions                  | 24.833    | -         | -          | -       | -       |         | -         | -              | 24.833     |
| Commercial and other institutions   | 716       | -         | -          | -       | -       |         | -         | -              | 716        |
| Banks and participation banks       | 7         | -         | -          | -       | -       | -       | -         | -              | 7          |
| Central Bank of Republic of         |           |           |            |         |         |         |           |                |            |
| Turkey                              | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Domestic banks                      | 4         | -         | -          | -       | -       | -       | -         | -              | 4          |
| Foreign banks                       | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Participation banks                 | 3         | -         | -          | -       | -       | -       | -         | -              | 3          |
| Others                              | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| IV. Profit sharing accounts-TL      | -         | 404.033   | 4.163.238  | 608.928 | -       | 301.861 | 75.154    | -              | 5.553.214  |
| Public sector                       | -         | 53.827    | 235.600    | 53.833  | -       | 117.818 | 57.911    | -              | 518.989    |
| Commercial sector                   | -         | 322.540   | 3.590.103  | 153.636 | -       | 184.008 | 14.834    | -              | 4.265.121  |
| Other institutions                  | -         | 27.666    | 337.535    | 401.459 | -       | 35      | 2.409     | -              | 769.104    |
| Commercial and other institutions   | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Banks and participation banks       | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| V. Real persons current accounts-FC | 724.646   | -         | -          | -       | -       | -       | -         | -              | 724.646    |
| VI. Real persons profit sharing     |           |           |            |         |         |         |           |                |            |
| accounts-FC                         | _         | 310.421   | 3.635.775  | 74.453  | -       | 75.918  | 854.408   | -              | 4.950.975  |
| VII. Other current accounts-FC      | 1.483.626 | -         | -          | -       | _       | -       | -         | -              | 1.483.626  |
| Commercial residents in Turkey      | 1.425.008 | -         | -          | -       | -       | -       | -         | -              | 1.425.008  |
| Commercial residents in Abroad      | 58.502    | -         | -          | _       | _       | -       | -         | -              | 58.502     |
| Banks and participation banks       | 116       |           | _          |         |         |         | _         | _              | 116        |
| Central Bank of Republic of         | 110       | _         |            |         |         |         |           |                | 110        |
| Turkey                              | _         | _         | _          |         | _       | -       | _         | _              | _          |
| Domestic banks                      |           |           |            |         |         |         |           |                |            |
| Foreign banks                       | 116       | _         |            |         |         |         |           |                | 116        |
|                                     | 110       | -         | -          | -       | -       | -       | -         | -              | 110        |
| Participation banks<br>Others       | -         | -         | -          | -       |         |         | -         | -              | -          |
|                                     | -         | -         | -          | 100 705 | -       | -       | -         | -              | -          |
| VIII. Profit sharing accounts- FC   | -         | 269.674   | 1.927.397  | 188.365 | -       | 328.520 | 1.687.014 | -              | 4.400.970  |
| Public sector                       | -         | 757       | 1.022      | -       | -       | -       | -         | -              | 1.779      |
| Commercial sector                   | -         | 268.708   | 1.888.846  | 188.318 | -       | 328.520 | 1.687.014 | -              | 4.361.406  |
| Other institutions                  | -         | 209       | 37.529     | 47      | -       | -       | -         | -              | 37.785     |
| Commercial and other institutions   | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Banks and participation banks       | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| IX. Precious metal funds            | 255.038   | -         | 557.789    | 25.188  | -       | 5.545   | 21.266    | -              | 864.826    |
| X. Profit sharing accounts special  |           |           |            |         |         |         |           |                |            |
| funds - TL                          | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Residents in Turkey                 | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Residents Abroad                    | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| XI. Profit sharing accounts special |           |           |            |         |         |         |           |                |            |
| funds - FC                          | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Residents in Turkey                 | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Residents Abroad                    | -         | -         | -          | -       | -       | -       | -         | -              | -          |
| Total (I+II++IX+X+XI)               | 4.138.208 | 1.611.217 | 15.059.794 | 965.686 | -       | 784.243 | 2.897.997 | -              | 25.457.145 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### a.1) Information on maturity structure of funds collected:

| Prior Period                        | Demand                               | Up to 1<br>Month | Up to 3<br>Months | Up to 6<br>months | Up to 9<br>months | Up to<br>1 year | 1 year<br>and over | Accumulated<br>profit sharing<br>accounts | Total      |
|-------------------------------------|--------------------------------------|------------------|-------------------|-------------------|-------------------|-----------------|--------------------|---|------------|
| I. Real persons current accounts-TL | 210.639                              | PIOIILII         | FIOTUIS           | montins           | monuis            | i yeai          |                    | accounts                                  | 210.639    |
|                                     | 210.039                              |                  | -                 | -                 | -                 | -               |                    | -   | 210.039    |
| II. Real persons profit sharing     |                                      | F26 001          | 2 0 4 0 0 2 6     | 47.002            |                   | 42.016          | 107 715            |   | 3.755.050  |
| accounts TL                         | -                                    | 520.001          | 2.948.826         | 43.992            | -                 | 42.916          | 193.315            | -   |            |
| III. Other current accounts-TL      | 516.931                              | -                | -                 | -                 | -                 | -               | -                  | -   | 516.931    |
| Public sector                       | 73.337                               | -                | -                 | -                 | -                 | -               | -                  | -   | 73.337     |
| Commercial sector                   | 418.653                              | -                | -                 | -                 | -                 | -               | -                  | -   | 418.653    |
| Other institutions                  | 24.611                               | -                | -                 | -                 | -                 | -               | -                  | -   | 24.611     |
| Commercial and other                |                                      |                  |                   |                   |                   |                 |                    |   |            |
| institutions                        | 320                                  | -                | -                 | -                 | -                 | -               | -                  | -   | 320        |
| Banks and participation banks       | 10                                   | -                | -                 | -                 | -                 | -               | -                  | -   | 10         |
| Central Bank of Republic of         |                                      |                  |                   |                   |                   |                 |                    |   |            |
| Turkey                              | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Domestic banks                      | 10                                   | _                | -                 | _                 | -                 | -               | -                  | _   | 10         |
| Foreign banks                       | 10                                   | _                | _                 |                   | _                 | _               |                    | _   | 10         |
|                                     |                                      |                  |                   |                   | _                 |                 |                    |   |            |
| Participation banks                 | -                                    | -                |                   | -                 | -                 | -               | -                  | -   | -          |
| Others                              | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| IV. Profit sharing accounts-TL      | -                                    |                  | 2.740.290         |                   | -                 | 205.889         | 118.404            | -   | 3.765.814  |
| Public sector                       | -                                    | 2.668            | 495.707           | 421.827           | -                 | 61.901          | -                  | -   | 982.103    |
| Commercial sector                   | -                                    | 119.643          | 1.748.933         | 38.685            | -                 | 80.988          | 10.913             | -   | 1.999.162  |
| Other institutions                  | -                                    | 9.200            | 455.352           | 109.208           | -                 | 63.000          | 107.491            | -   | 744.251    |
| Commercial and other                |                                      |                  |                   |                   |                   |                 |                    |   |            |
| institutions                        | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Banks and participation banks       | -                                    | -                | 40.298            | -                 | -                 | -               | -                  | -   | 40.298     |
| V. Real persons current accounts-   |                                      |                  |                   |                   |                   |                 |                    |   |            |
| FC                                  | 347.441                              | _                | _                 | _                 | _                 | _               | _                  | _   | 347.441    |
| VI. Real persons profit sharing     | 347.441                              |                  |                   |                   |                   |                 |                    |   | 5 17. 1 11 |
| accounts-FC                         | _                                    | 771 2/7          | 2.000.912         | 54.701            | _                 | 50.881          | 355.122            | _   | 2.792.859  |
| VII. Other current accounts-FC      | 1.183.202                            | JJ1.24J          | 2.000.512         | 54.701            | _                 | 50.001          | 333.122            |   | 1.183.202  |
|                                     | ************************************ | -                | -                 | -                 | -                 | -               |                    | -   |            |
| Commercial residents in Turkey      | 1.168.785                            | -                | -                 | -                 | -                 | -               | -                  | -   | 1.168.785  |
| Commercial residents in Abroad      | 8.509                                | -                | -                 | -                 | -                 | -               | -                  | -   | 8.509      |
| Banks and participation banks       | 5.908                                |                  |                   |                   |                   |                 |                    |   | 5.908      |
| Central Bank of Republic of         |                                      |                  |                   |                   |                   |                 |                    |   |            |
| Turkey                              | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Domestic banks                      | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Foreign banks                       | 5.908                                | -                | -                 | -                 | -                 | -               | -                  | -   | 5.908      |
| Participation banks                 | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Others                              | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| VIII. Profit sharing accounts- FC   | -                                    | 110.668          | 1.701.594         | 91.086            | -                 | 174.589         | 110.506            | -   | 2.188.443  |
| Public sector                       | -                                    | 674              | 12.007            |                   | -                 |                 | -                  | -   | 12.681     |
| Commercial sector                   | _                                    | 109.994          | 1.524.756         | 91.044            | _                 | 174.589         | 110.506            | _   | 2.010.889  |
|                                     | +                                    | 103.334          |                   |                   | _                 | 174.303         | 110.500            |   |            |
| Other institutions                  | -                                    | -                | 164.789           | 42                | -                 | -               | -                  | -   | 164.831    |
| Commercial and other                |                                      |                  | 10                |                   |                   |                 |                    |   | 10         |
| institutions                        | -                                    | -                | 42                | -                 | -                 | -               | -                  | -   | 42         |
| Banks and participation banks       | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| IX. Precious metal funds            | 123.111                              | -                | 257.538           | 4.514             | -                 | 2.333           | 3.108              | -   | 390.604    |
| X. Profit sharing accounts special  |                                      |                  |                   |                   |                   |                 |                    |   |            |
| funds – TL                          | _                                    | -                | -                 | -                 | -                 | -               | -                  | _   | _          |
| Residents in Turkey                 | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| Residents Abroad                    | -                                    | -                | -                 | -                 | -                 | -               | -                  | -   | -          |
| XI. Profit sharing accounts special |                                      |                  |                   |                   |                   |                 |                    |   |            |
| funds - FC                          | _                                    | _                | _                 | _                 | _                 | _               | _                  | _   | _          |
| Residents in Turkey                 | -                                    | _                | -                 | _                 | _                 | -               | -                  | _   | _          |
| Residents Abroad                    |                                      |                  |                   |                   |                   | _               |                    |   |            |
|                                     | 2 701 724                            | 1000 427         | 0 6 40 160        | 764 017           | -                 | 476 600         | 700 455            | -   | 15 150 007 |
| Total (I+II++IX+X+XI)               | 2.301.324                            | 1.099.425        | 9.649.160         | 764.013           | -                 | 476.608         | 780.455            | -   | 15.150.983 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### a.2) Exceeding Amounts of Insurance Limit:

#### i. Information's on current and profit share accounts within the scope of Saving Deposit/Saving Deposit Insurance Fund:

|   | Under the<br>guarantee of<br>saving<br>deposit<br>insurance<br>Current Period | Exceeding<br>the limit of<br>saving<br>deposit<br>Prior Period | Under the<br>guarantee of<br>saving<br>deposit<br>insurance<br>Current Period | Exceeding<br>the limit of<br>saving<br>deposit<br>Prior Period |
|---|---|--|---|--|
| Real persons current and profit sharing accounts                | current r criou   | i nor i chou   | current r criou   |  |
| that are not subject to commercial activities                   | 5.251.128   | 2.956.961  | 7.383.152   | 4.505.214  |
| TL accounts   | 3.496.444   | 2.123.545  | 2.657.587   | 1.842.492  |
| FC accounts   | 1.754.684   | 833.416  | 4.725.565   | 2.662.722  |
| Foreign branches' deposits under foreign authorities' insurance | -   | -  | -   | -  |
| Off-shore banking regions' under foreign authorities' insurance | -   | -  | -   | -  |

#### ii. Amounts which are not within the scope of insurance:

#### Current and Profit Share Accounts of the real persons who are not within the scope of Saving Deposits Insurance Fund:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Foreign branches' profit sharing accounts and other accounts   | -              | -            |
| Profit sharing accounts and other accounts of controlling shareholders and profit sharing accounts of their mother, father, spouse, children in care   | -              | -            |
| Profit sharing account and other accounts of President and Members of Board of<br>Directors, CEO and Vice Presidents and profit sharing accounts of their mother, father,<br>spouse and children in care | 770            | 520          |
| Profit sharing account and other accounts within the scope of the property holdings derived from crime defined in article 282 of Turkish Criminal Law No: 5237 dated 26 September 2004                   | -              | -            |
| Profit sharing accounts in participation banks which are established in Turkey in order to engage in off-shore banking activities solely   | -              | -            |

#### 2. Information on funds borrowed:

#### a) Information on banks and other financial institutions:

|  | Current Period |           | Prior P | eriod     |
|--|----------------|-----------|---------|-----------|
|  | TL             | FC        | TL      | FC        |
| Borrowings from the CBRT                   | -              | -         | -       | -         |
| From Domestic Banks and Institutions       | 374.535        | 1.498.426 | 416.773 | 3.704.193 |
| From Foreign Banks, Institutions and Funds | -              | 1.622.710 | -       | 515.362   |
| Total                                      | 374.535        | 3.121.136 | 416.773 | 4.219.555 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b) Information on maturity structure of borrowings:

|                      | Current Period |           | Prior Period |           |
|----------------------|----------------|-----------|--------------|-----------|
|                      | TL             | FC        | TL           | FC        |
| Short-term           | 33.786         | 179.422   | 416.773      | 2.930.827 |
| Medium and Long-term | 340.749        | 2.941.714 | -            | 1.288.728 |
| Total                | 374.535        | 3.121.136 | 416.773      | 4.219.555 |

# c) Explanations Related to the Concentrations of the Bank's Major Liabilities: Concentrations of the Bank's major liabilities, funder customer, segments or other criteria which are seen risk concentrations:

70% of Bank's liabilities consists of current and share profit account.

#### 3. Funds provided under repurchasing agreements:

|                        | Current Period |    | Prior F | Prior Period |  |
|------------------------|----------------|----|---------|--------------|--|
|                        | TL             | FC | TL      | FC           |  |
| Domestic               | 19.135         | -  | 864.414 | -            |  |
| Financial Institutions | 19.135         | -  | 864.414 | -            |  |
| Abroad                 | -              | -  | -       | -            |  |
| Financial Institutions | -              | -  | -       | -            |  |
| Total                  | 19.135         | -  | 864.414 | -            |  |

#### 4. Information on securities issued:

|                        | Current Period |    | Prior F   | Period |
|------------------------|----------------|----|-----------|--------|
|                        | TL             | FC | TL        | FC     |
| Bonds                  | -              | -  | -         | -      |
| Asset Based Securities | 2.482.999      | -  | 1.375.097 | -      |
| Government Bonds       | -              | -  | 179.895   | -      |
| Total                  | 2.482.999      | -  | 1.554.992 | -      |

#### 5. Information on financial liabilities at fair value through profit and loss:

None.(31 December 2018: None)

#### 6. Information on derivative financial liabilities:

|                      | Current Period |        | Prior I | Period |
|----------------------|----------------|--------|---------|--------|
|                      | TL             | FC     | TL      | FC     |
| Forward transactions | 19             | 12.460 | -       | 6.145  |
| Swap transactions    | -              | -      | -       | -      |
| Futures transaction  | -              | -      | -       | -      |
| Options transaction  | -              | -      | -       | -      |
| Other                | -              | -      | -       | -      |
| <u>Fotal</u>         | 19             | 12.460 | -       | 6.145  |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Information on Financial Lease Obligations:

|                   |         | Current Period |       | Prior Period |  |
|-------------------|---------|----------------|-------|--------------|--|
|                   | Gross   | Net            | Gross | Net          |  |
| Less than 1 year  | 4.342   | 3.953          | 422   | 415          |  |
| Between 1-5 years | 64.193  | 46.451         | -     |              |  |
| More than 5 years | 123.525 | 59.655         | -     |              |  |
| Total             | 192.060 | 110.059        | 422   | 415          |  |

#### 8. Information on provisions:

# a) Information on provisions related with foreign currency evaluation difference of foreign currency indexed loans and Financial Lease Obligations:

31 December 2019 Provisions related with foreign currency evaluation difference of foreign currency indexed loans and financial lease obligation is none. (31 December 2018: TL 202).

#### b) Information on special provisions related with uncompensated and non-liquidated non-cash loans:

Specific provisions for indemnified non-cash loans amount toTL 18.452 (31 December 2018: TL 5.888).

#### c) Information on other provisions:

#### c.1) Information on free provisions for possible risks:

Considering the circumstances that may arise from any changes in the economy or market conditions, the Bank management decided to make provision amounting to TL 30.000 in last year and TL 50.000 current year, as a total amount TL 80.000 line with the conservatism principle. (31 December 2018: TL 30.000)

#### c.2) The names and amounts of sub-accounts of other provisions exceeding 10% of the total provision amount:

According to article 19 of regulation on procedures and principles for determination of qualifications of loans and other receivables and provision by banks, other provisions amounting to TL 64.051 is reserved to use for general loan loss provision, specific provisions and the Participation Accounts allocated to premium of Guarantee of Deposit Insurance Fund (31 December 2018: TL 48.204).

The Bank has provided specific provisions amounting to TL 18.452 (31 December 2018: TL 5.888) for non-cash loans that are not indemnified, amounting TL 19.923 (31 December 2018: TL 20.110) for the expected credit loss for stage 1 and 2 non-cash loans and amounting 17.140 (31 December 2018: TL 6.121) for other provisions.

#### c.3) Information on litigation provisions

A provision of TL 17.038 has been set aside in the financial statements for ligitation that have not yet been finalized against the bank (31 December 2018: TL 6.085).

#### d) Information on provisions for employee benefits:

#### d.1) Employment termination benefits and unused vacation rights

Under the Turkish Labor Law, the Bank is required to pay termination benefits to each employee who has completed at least one year of service, excluding resignation or misconduct, whose employment is terminated without due cause, is called up for military service, dies or retires or earns the right to retire. As of the date of 31 December 2019, the amount payable consists of one month's salary limited to a maximum of TL 6.380 (full TL) (31 December 2018: TL 5.434 (full TL)) for each year of service.

The Bank uses actuarial method in the calculation and recognition of severance pay with in the standard of TAS 19 - "Turkish Accounting Standard on Employee Benefits".

The Bank used its own parameters in the calculation of the total liabilities which were calculated with the actuary assumptions.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                   | Current Period | Prior Period |
|-------------------|----------------|--------------|
| Discount Rate (%) | 12,10%         | 16,30%       |
| Inflation         | 8,20%          | 12,00%       |

#### d.2) Severance Pay and Unused Permission Rights

|   | Current Period | <b>Prior Period</b> |
|---|----------------|---------------------|
| Balance as of 1 January   | 5.736          | 2.330               |
| Current Service Cost  | 2.268          | 1.285               |
| profit share cost   | 801            | 276                 |
| Paid compensations  | (316)          | (112)               |
| Loss/(Earnings) resulting from Reduction/Dismissal of Payments/Benefits | 216            | 24                  |
| Actuarial loss/(gain)   | (43)           | 1.253               |
| Ziraat Lease Merger Effect  | -              | 680                 |
| Balance at the end of the period  | 8.662          | 5.736               |

As of 31 December 2019, the Bank has a TL 6.050 short-run employees' rights provision (31 December 2018: TL 3.584).

#### d.2) Retirement Benefits

Based on the results of the actuarial report, which is calculated with the actuarial ratio 9,80% as determined in the Law numbered 5754, published on the Official Gazette dated 8 May 2008 and numbered 26870, as of 31 December 2019, no technical deficit has been reported.

As of the balance sheet date, the Bank's liability for the benefits to be transferred to SGK is the estimated amount of payment that will be required to be made during the transfer to SGK. The actuarial parameters and the results used in the measurement of this amount reflect the provisions of Law No. 5754 on the pension and health benefits to be transferred to the SGK (9,80% real discount rate, etc.) published in the Official Gazette dated 8 May 2008 and numbered 26870.

#### d.3) Additional Bonus Provision to be paid to Personnel

The Bank has allocated a provision amounting to TL 21.000 based on the bonus to be paid by the resolution of the General Assembly.

#### 9. Explanations on tax liability:

#### a) Explanations on current tax liability:

#### a.1) Information on tax provisions:

As of 31 December 2019 the Group's corporate income tax liability is TL 85.480 after deducting temporary taxes paid during the period from the tax provisions (31 December 2018: TL 25.602).

#### b) Information on taxes payable:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Corporate Tax Payable                     | 85.480         | 25.602       |
| Taxation on Income From Securities        | 18.470         | 10.438       |
| Property Tax                              | 286            | 177          |
| Banking Insurance Transactions Tax (BITT) | 11.395         | 10.467       |
| Foreign Exchange Transactions Tax         | 392            | -            |
| Value Added Tax Payable                   | 3.708          | 5.521        |
| Other                                     | 2.418          | 1.593        |
| Ziraat Lease Merger Effect                | -              | (10.202)     |
| Total                                     | 122.149        | 43.596       |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Information on premiums:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Social Security Premiums - Employee                    | 8              | 1            |
| Social Security Premiums - Employer                    | 11             | 1            |
| Bank Social Aid Pension Fund Premium - Employee        | -              | -            |
| Bank Social Aid Pension Fund Premium - Employer        | -              | -            |
| Pension Fund Membership Fees and Provisions - Employee | -              | -            |
| Pension Fund Membership Fees and Provisions - Employer | -              | -            |
| Unemployment Insurance - Employee                      | 87             | 62           |
| Unemployment Insurance - Employer                      | 173            | 125          |
| Other  | -              | -            |
| Total  | 279            | 189          |

#### 10) Information on deferred tax liabilities, if any:

The Bank's deferred tax liability amounts to TL 33.127 (31 December 2018: TL 4.986) and this amount is net off against the deferred tax asset and accordingly deferred tax asset amounting to TL 42.153 (31 December 2018: TL 54.954) is presented in the financial statements.

#### 11. Information on payables for assets held for sale and discontinued operations:

The Group does not have any payables for assets held for sale and discontinued operations (31 December 2018: None).

#### 12. Explanations on subordinated debts:

|                              | Curren  | Current period |    | Prior period |  |
|------------------------------|---------|----------------|----|--------------|--|
|                              | TL      | FC             | TL | FC           |  |
| From Domestic Banks          | 312.351 | -              | -  | -            |  |
| Domestic Other Organizations | -       | 537.338        | -  | -            |  |
| From Foreign Banks           | -       | -              | -  | -            |  |
| Overseas Other Organizations | -       | -              | -  | -            |  |
| Total                        | 312.351 | 537.338        | -  | -            |  |

|  | Current p | eriod   | Prior period |    |
|--|-----------|---------|--------------|----|
|  | TL        | FC      | TL           | FC |
| Debt instruments to be included in the additional capital calculation: |           |         |              |    |
| Subordinated Loans (*)   | -         | 537.338 | -            | -  |
| Equity-like Debt Instruments   | -         | -       | -            | -  |
| Debt instruments to be included in Contribution Capital Calculation:   |           |         |              |    |
| Subordinated Loans (*)   | 300.000   | -       | -            | -  |
| Equity-like Debt Instruments   | -         | -       | -            | -  |
| Total  | 300.000   | 537.338 | -            | -  |

<sup>(1)</sup> The Tier II capital amounting to TL 300.000 is T.C. Ziraat Bank A.Ş. has been signed on 28 March 2019. This loan has been entered into the accounts of the Bank on 29 March 2019. The maturity of the loan is 10 (ten) years and the profit share rate is 16.25%. There is no option to convert to stock.

The Bank provided subordinated loan from Turkey Wealth Funds Market Stability and Equalization Fund in the scope of additional main capital amounting to EUR 100.000 without demand and profit share which is approved by BRSA dated 22 April 2019. The Bank has calculated the fair value of the loan in accordance with TFRS 9 and TFRS 13 using the prices of similar financial instruments on the balance sheet date and reflected them to the financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

# 13. If the other liabilities of the balance exceed 10% of the balance sheet total, the names and amounts of the sub-accounts constituting at least 20% of them:

The amount of other liabilities of balance sheet does not exceed 10% of total amount of balance sheet.

#### 14. Information on shareholders' equity:

#### a) Presentation on paid-in capital:

|                 | Current Period | Prior Period |
|-----------------|----------------|--------------|
| Common stock    | 1.750.000      | 1.750.000    |
| Preferred stock | -              | -            |

# b) Paid-in capital amount, explanation whether the registered capital system is applicable by the Bank, if so the registered capital ceiling amount:

None.

c) Information on share capital increases and their sources; other information on increased capital shares in the current period:

None.

#### ç) Information on additions from capital reserves to capital in the current period:

None.

# d) Capital commitments in the last fiscal year and continue until the end of the following interim period, general purpose of these commitments and estimated resources required for these commitments:

There is no capital commitment for the last financial year and the end of the following interim period (31 December 2018: None).

# e) Indicators of the Bank's income, profitability and liquidity for the previous periods and possible effects of future assumptions based on the uncertainty of these indicators on the Bank's equity:

The Bank has no any uncertainty related to profitability and liquidity according to the prior period's indicators. (31 December 2018: None).

#### f) Information on preferred shares:

As of 31 December 2019, the Bank has no preferred shares (31 December 2018: None).

#### g) Information on marketable securities value increase fund:

|   | Current Period |     | Prior Period |      |
|---|----------------|-----|--------------|------|
|   | TL             | FC  | TL           | FC   |
| From Subsidiaries, Associates and Entities under Common Control | -              | -   | -            | -    |
| Revaluation Difference  | -              | -   | -            | -    |
| Foreign Exchange Difference                                     | -              | -   | -            | -    |
| Financial Assets at Fair Value Through Other Comprehensive      |                |     |              |      |
| Income  | 56.429         | 642 | (14.901)     | (11) |
| Revaluation Difference  | 72.454         | 642 | (18.955)     | (11) |
| Deferred Tax Effect   | (16.025)       | -   | 4.054        | -    |
| Foreign Exchange Difference                                     | -              | -   | -            | -    |
| Ziraat Lease Merger Effect                                      | -              | -   | (21.973)     | 316  |
| Total   | 56.429         | 642 | (36.874)     | 305  |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### h) Profit reserves and profit distribution

Legal reserves are divided into first and second reserves in the Turkish Commercial Code ("TCC"). The first legal reserves are separated from the profit by 5% until the total reserves reach 20% of the paid-in capital. Second legal reserves are set aside at 10% over cash profit distributions that exceed 5% of paid-in capital.

At the Bank Ordinary General Assembly held on 11 June 2019, it was decided to distribute the profit for 2018 as follows.

#### 2018 profit distribution table:

| 2018 profit for the period                       | 300.631 |
|--|---------|
| A - Type 1 general legal reserves (TCC 519/A) 5% | 15.031  |
| B - First dividend to shareholders               | -       |
| C - Extraordinary reserves                       | 285.600 |
| D - Special funds                                | -       |

#### III. EXPLANATIONS AND NOTES RELATED TO THE CONSOLIDATED OFF-BALANCE SHEET ACCOUNTS

#### 1. Information on off-balance sheet liabilities:

#### a) Nature and amount of irrevocable loan commitments:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Commitments for Credit Card Expenditure Limits   | 108.744        | 88.064       |
| Other Irrevocable Commitments                    | -              | -            |
| Payment Commitments for Cheques                  | 157.323        | 102.994      |
| Loan Granting Commitments                        | 11.509         | 6.925        |
| Asset Purchase Commitments                       | -              | -            |
| Tax and Fund Liabilities from Export Commitments | 122.657        | 160.832      |
| Total  | 400.233        | 358.815      |

# b) Nature and amount of possible losses and commitments arising from the off-balance sheet items including the below mentioned:

The amount of provision for possible losses arising from the off-balance sheet items is TL 18.452 (31 December 2018: 5.888).

#### b.1) Non-cash loans including guarantees, acceptances, financial guarantees and other letter of credits:

|                     | Current Period | Prior Period |
|---------------------|----------------|--------------|
| Guarantee Letters   | 9.381.555      | 8.640.366    |
| Letter of Credits   | 18.753         | 3.591        |
| Bank Acceptances    | 983.145        | 616.808      |
| Other Contingencies | 944.684        | 1.022.677    |
| Total               | 11.328.137     | 10.283.442   |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### b.2) Certain guarantees, temporary guarantees, surety ships and similar transactions:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Letters of Temporary Guarantees                | 764.821        | 411.354      |
| Letters of Certain Guarantees                  | 4.596.487      | 3.893.325    |
| Letters of Advance Guarantees                  | 621.598        | 1.018.357    |
| Letters of Guarantees given to Customs Offices | 77.809         | 73.926       |
| Other Letters of Guarantees                    | 3.320.840      | 3.243.404    |
| Total  | 9.381.555      | 8.640.366    |

#### b.3) Total non-cash loans:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Non-Cash Loans for Providing Cash Loans      | 3.320.852      | 3.243.412    |
| With Original Maturity of One Year or Less   | 83.917         | 1.727.495    |
| With Original Maturity of More than One Year | 3.236.935      | 1.515.917    |
| Other Non-Cash Loans                         | 8.007.285      | 7.040.030    |
| Total  | 11.328.137     | 10.283.442   |

#### c) Information on sectoral risk concentrations of non-cash loans:

|                                      | (         | Current Period |           |     | Prior Period |     |           |     |
|--------------------------------------|-----------|----------------|-----------|-----|--------------|-----|-----------|-----|
|                                      | TL        | (%)            | FC        | (%) | TL           | (%) | FC        | (%) |
| Agricultural                         | 16.917    | -              | 45.320    | 1   | 181.687      | 4   | 28.512    | -   |
| Farming and Raising Livestock        | 11.548    | -              | 45.320    | 1   | 178.724      | 4   | 28.512    | -   |
| Forestry                             | 5.284     | -              | -         | -   | 2.704        | -   | -         | -   |
| Fishing                              | 85        | -              | -         | -   | 259          | -   | -         | -   |
| Manufacturing                        | 875.150   | 18             | 3.872.614 | 60  | 651.919      | 16  | 4.052.882 | 66  |
| Mining and Quarrying                 | 35.406    | 1              | 14.976    | -   | 15.827       | -   | 165.716   | 3   |
| Production                           | 715.084   | 15             | 3.832.906 | 60  | 587.506      | 15  | 3.885.497 | 63  |
| Electric, Gas and Water              | 124.660   | 3              | 24.732    | -   | 48.586       | 1   | 1.669     | -   |
| Construction                         | 2.724.386 | 55             | 677.991   | 11  | 2.052.481    | 49  | 638.842   | 10  |
| Services                             | 1.307.130 | 27             | 1.786.358 | 28  | 1.283.715    | 31  | 1.422.151 | 23  |
| Wholesale and Retail Trade           | 761.328   | 15             | 1.251.131 | 20  | 647.427      | 15  | 1.031.680 | 17  |
| Hotel, Food and Beverage Services    | 33.744    | 1              | 155.961   | 2   | 26.535       | 1   | 77.873    | 1   |
| Transportation and Telecommunication | 89.887    | 2              | 22.522    | -   | 50.412       | 1   | 106.827   | 2   |
| Financial Institutions               | 22.833    | -              | 39.727    | 1   | 21.804       | 1   | 15.668    | -   |
| Real Estate and Leasing Services     | 324.252   | 7              | 266.364   | 4   | 483.921      | 12  | 172.876   | 3   |
| Self-employment Services             | -         | -              | -         | -   | -            | -   | -         | -   |
| Education Services                   | 657       | -              | 17.050    | -   | 1.397        | -   | 14.824    | -   |
| Health and Social Services           | 74.429    | 2              | 33.603    | 1   | 52.219       | 1   | 2.403     | -   |
| Other                                | 3.383     | -              | 18.888    | -   | 10.359       | -   | 70.812    | 1   |
| Total                                | 4.926.966 | 100            | 6.401.171 | 100 | 4.180.161    | 100 | 6.213.199 | 100 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Information on the non-cash loans classified under Group I and Group II:

|                                     | Grou      | Group I   |         | Group II |  |
|-------------------------------------|-----------|-----------|---------|----------|--|
|                                     | TL        | FC        | TL      | FC       |  |
| Non-Cash Loans                      | 4.687.681 | 6.137.450 | 239.285 | 263.721  |  |
| Letters of Guarantee                | 4.653.400 | 4.243.902 | 239.285 | 244.968  |  |
| Bank Acceptances                    | -         | -         | -       | 18.753   |  |
| Letters of Credit                   | 29.071    | 954.074   | -       | -        |  |
| Endorsements                        | -         | -         | -       | -        |  |
| Underwriting Commitments            | -         | -         | -       | -        |  |
| Factoring Guarantees                | -         | -         | -       | -        |  |
| Other Commitments and Contingencies | 5.210     | 939.474   | -       | -        |  |

#### 2. Explanations on derivative transactions:

|  | Current Period | Prior Period (*) |
|--|----------------|------------------|
| Types of Trading Transactions                        |                |                  |
| Foreign Currency Related Derivative Transactions (I) | 2.639.238      | 2.630.901        |
| Forward Transactions                                 | 2.639.238      | 2.630.901        |
| Swap Transactions                                    | -              | -                |
| Futures Transactions                                 | -              | -                |
| Option Transactions                                  | -              | -                |
| Interest Related Derivative Transactions (II)        | -              | -                |
| A. Total Trading Derivative Transactions (I+II)      | 2.639.238      | 2.630.901        |
| Types of Hedging Derivative Transactions             | -              | -                |
| Fair Value Hedges                                    | -              | -                |
| Cash Flow Hedges                                     | -              | -                |
| Foreign Currency Investment Hedges                   | -              | -                |
| B. Total Hedging Derivative Transactions             | -              | -                |
| Total Derivative Transactions (A+B)                  | 2.639.238      | 2.630.901        |

<sup>(\*)</sup> It includes the effects arising from the merger of Ziraat Finansal Kiralama A.Ş.

The Parent Bank has no derivative transaction held for cash flow hedges. There are no income and expenses before exante and accounted on the basis of this prediction; however operations that is inferred as not actualize and by the reason of unrelated with income statements in the current period.

| Current Period                | Up to<br>1 month | 1-3<br>Months | 3-12<br>Months | 1-5<br>Years | Over<br>5 vears | Total       |
|-------------------------------|------------------|---------------|----------------|--------------|-----------------|-------------|
| Financial assets for trading  | THORE            | Hontins       | riontins       | rears        | 5 years         | Total       |
| Foreign Exchange derivatives: | (11.580)         | 18.056        | 158            | -            | -               | 6.634       |
| - Addition                    | 1.186.774        | 133.020       | 3.142          | -            | -               | 1.322.936   |
| - Disposal                    | (1.198.354)      | (114.964)     | (2.984)        | -            | -               | (1.316.302) |
| Hedging Transactions          | -                | -             | -              | -            | -               | -           |
| Foreign Exchange derivatives: | -                | -             | -              | -            | -               | -           |
| - Addition                    | -                | -             | -              | -            | -               | -           |
| - Disposal                    | -                | -             | -              | -            | -               | -           |
| Total cash addition           | 1.186.774        | 133.020       | 3.142          | -            | -               | 1.322.936   |
| Total cash disposal           | (1.198.354)      | (114.964)     | (2.984)        | -            | -               | (1.316.302) |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

|                               | Up to   | 1-3         | 3-12   | 1-5       | Over    |             |
|-------------------------------|---------|-------------|--------|-----------|---------|-------------|
| Prior Period                  | 1 month | Months      | Months | Years     | 5 years | Total       |
| Financial assets for trading  |         |             |        |           |         |             |
| Foreign Exchange derivatives: | -       | (1.830)     | -      | 13.803    | -       | 11.973      |
| - Addition                    | -       | 1.204.570   | -      | 116.867   | -       | 1.321.437   |
| - Disposal                    | -       | (1.206.400) | -      | (103.064) | -       | (1.309.464) |
| Hedging Transactions          | -       | -           | -      | -         | -       | -           |
| Foreign Exchange derivatives: | -       | -           | -      | -         | -       | -           |
| - Addition                    | -       | -           | -      | -         | -       | -           |
| - Disposal                    | -       | -           | -      | -         | -       | -           |
| Total cash addition           | -       | 1.204.570   | -      | 116867    | -       | 1.321.437   |
| Total cash disposal           | -       | (1.206.400) | -      | (103.064) | -       | (1.309.464) |

#### 3. Explanations on contingent assets and liabilities:

Provision is allocated for transactions with complete and accurate data that may have an effect on the financial structure of the Bank and otherwise, provision is provided based on the estimations.

The Bank's liability resulting from the cheques given to its customers amounts to TL 157.323 (31 December 2018: 102.994 TL).

As of the balance sheet date, there are no probable contingent liabilities resulting from past events whose amount can be reliably measured.

#### 4. Explanations on services in the name of others:

The Bank provides custody services for purchases and sales of government bonds on behalf of real and legal persons, intermediates in repurchase and sale transactions, and provides safe deposit box services. The Bank does not provide consultancy and management services.

#### IV. EXPLANATIONS AND NOTES RELATED TO THE STATEMENT OF CONSOLIDATED PROFIT OR LOSS

#### 1. a) Information on profit share received from loans:

|  | Current P | Current Period |           | iod     |
|--|-----------|----------------|-----------|---------|
|  | TL        | FC             | TL        | FC      |
| Profit share on loans (*)                                | 2.515.125 | 379.478        | 1.676.776 | 177.215 |
| Short term loans   | 1.112.505 | 117.674        | 623.639   | 51.587  |
| Medium and long term loans                               | 1.361.878 | 261.804        | 1.046.597 | 125.628 |
| Profit share on non-performing loans                     | 40.742    | -              | 5.077     | -       |
| Premiums received from resource utilization support fund | -         | -              | -         | -       |
| Ziraat Lease Merging Effect                              | -         | -              | 1.463     |         |

<sup>(\*)</sup> Includes fees and commissions income on cash loans

#### b) Information on profit share received from banks:

|  | Current | Current Period |       | od    |
|--|---------|----------------|-------|-------|
|  | TL      | FC             | TL    | FC    |
| Central Bank of the Republic of Turkey       | -       | -              | -     | -     |
| Domestic Banks                               | 530     | 44             | -     | -     |
| Foreign Banks                                | -       | -              | -     | -     |
| Head Office and Branches                     | -       | -              | -     | -     |
| Ziraat Finansal Kiralama A.Ş. Merging Effect | -       | -              | 5.097 | 1.942 |
| Toplam                                       | 530     | 44             | 5.097 | 1.942 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### c) Information on profit share income from securities portfolio:

|  | Current Period |       | Prior Period |     |
|--|----------------|-------|--------------|-----|
|  | TL             | FC    | TL           | FC  |
| Financial Assets at Fair Value through Profit and Loss     | 16.716         | -     | -            | -   |
| Financial Assets at Fair Value through Other Comprehensive |                |       |              |     |
| Income   | 220.709        | 8.308 | 136.686      | 256 |
| Investments Held-to-Maturity Financial Assets Measured by  |                |       |              |     |
| Amortized Cost   | -              | -     | -            | -   |
| Total  | 237.425        | 8.308 | 136.686      | 256 |

#### d) Information on profit share income received from associates and subsidiaries:

None (31 December 2018: None).

#### 2. a) Information on profit share expense on borrowing:

|  | Current Period |         | Prior Period |         |
|--|----------------|---------|--------------|---------|
|  | TL             | FC      | TL           | FC      |
| Banks                                  | 96.774         | 121.170 | 7.496        | 27.931  |
| Central Bank of the Republic of Turkey | -              | -       | 6.488        | -       |
| Domestic Banks                         | 58.905         | 64.946  | 1.008        | 21.331  |
| Foreign Banks                          | 74.595         | 56.224  | -            | 6.600   |
| Head Office and Branches               | -              | -       | -            | -       |
| Other Institutions                     | -              | 17.988  | -            | 19.549  |
| Ziraat Lease Merger Effect             | -              | -       | 27.774       | 82.037  |
| Total                                  | 133.500        | 139.158 | 35.270       | 129.517 |

#### b) Information on profit share expense given to associates and subsidiaries:

None (31 December 2018: None).

#### c) Information on profit share expense paid to securities issued:

The amount of profit share paid to issued securities TL 140.695 (31 December 2018: 174.122).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### d) Distribution of profit share on funds based on maturity of funds:

| Current Period   | Participation Accounts |           |          |        |        |           |  |
|--|------------------------|-----------|----------|--------|--------|-----------|--|
|  | Up to                  | Up to     | Up to    | Up to  | Over   |           |  |
| Account Name   | 1 month                | 3 months  | 6 months | 1 year | 1 year | Total     |  |
| Turkish Lira   |                        |           |          |        |        |           |  |
| Funds Collected from Banks via Current and<br>Participation Accounts | 87                     | 4.883     | 326      | -      | -      | 5.296     |  |
| Real Person's Non Commercial Participation Accounts                  | 71.104                 | 535.780   | 5.902    | 7.087  | 39.397 | 659.270   |  |
| Public Sector Participation Accounts                                 | 6.155                  | 28.584    | 10.609   | 16.489 | 19.808 | 81.645    |  |
| Commercial Sector Participation Accounts                             | 26.263                 | 392.515   | 23.661   | 20.286 | 2.406  | 465.131   |  |
| Other Institutions Participation Accounts                            | 2.343                  | 79.396    | 67.876   | 2.577  | 928    | 153.120   |  |
| Total  | 105.952                | 1.041.158 | 108.374  | 46.439 | 62.539 | 1.364.462 |  |
| Foreign Currency   |                        |           |          |        |        |           |  |
| Funds Collected from Banks via Current and<br>Participation Accounts | -                      | 138       | -        | -      | -      | 138       |  |
| Real Person's Non Commercial Participation Accounts                  | 7.126                  | 68.457    | 1.714    | 1.249  | 20.990 | 99.536    |  |
| Public Sector Participation Accounts                                 | 13                     | 279       | -        | -      | -      | 292       |  |
| Commercial Sector Participation Accounts                             | 1.982                  | 37.792    | 1.355    | 1.782  | 14.405 | 57.316    |  |
| Other Institutions Participation Accounts                            | 1                      | 1.428     | 1        | -      | -      | 1.430     |  |
| Public Sector Participation Accounts                                 | 5.668                  | -         | -        | -      | -      | 5.668     |  |
| Total  | 14.790                 | 108.094   | 3.070    | 3.031  | 35.395 | 164.380   |  |
| Grand Total  | 120.742                | 1.149.252 | 111.444  | 49.470 | 97.934 | 1.528.842 |  |

| Prior Period   |                  | P                | articipation     | Accounts         |                  |                  |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
| Account Name   | Up to<br>1 month | Up to<br>1 month | Up to<br>1 month | Up to<br>1 month | Up to<br>1 month | Up to<br>1 month |
| Turkish Lira   |                  |                  |                  |                  |                  |                  |
| Funds Collected from Banks via Current and<br>Participation Accounts | -                | 6.838            | -                | -                | -                | 6.838            |
| Real Person's Non Commercial Participation Accounts                  | 45.160           | 340.583          | 4.692            | 3.984            | 19.211           | 413.630          |
| Public Sector Participation Accounts                                 | 7.102            | 68.859           | 33.883           | 9.568            | 7.978            | 127.390          |
| Commercial Sector Participation Accounts                             | 23.149           | 266.330          | 14.446           | 7.858            | 1.735            | 313.518          |
| Other Institutions Participation Accounts                            | 1.606            | 66.650           | 6.409            | 15.364           | 890              | 90.919           |
| Total  | 77.017           | 749.260          | 59.430           | 36.774           | 29.814           | 952.295          |
| Foreign Currency   |                  |                  |                  |                  |                  |                  |
| Funds Collected from Banks via Current and<br>Participation Accounts | -                | 84               | -                | -                | -                | 84               |
| Real Person's Non Commercial Participation Accounts                  | 5.139            | 51.055           | 1.403            | 1.290            | 7.518            | 66.405           |
| Public Sector Participation Accounts                                 | 20               | 1.047            | -                | -                | -                | 1.067            |
| Commercial Sector Participation Accounts                             | 2.469            | 60.992           | 1.697            | 4.730            | 2.322            | 72.210           |
| Other Institutions Participation Accounts                            | -                | 3.187            | -                | -                | -                | 3.187            |
| Public Sector Participation Accounts                                 | 3.995            | -                | -                | -                | -                | 3.995            |
| Total  | 11.623           | 116.365          | 3.100            | 6.020            | 9.840            | 146.948          |
| Grand Total  | 88.640           | 865.625          | 62.530           | 42.794           | 39.654           | 1.099.243        |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 3. Information on dividend income:

As of 31 December 2019, the Bank's divided income is TL 17.762 (31 December 2018: 923).

#### 4. a. Information on trading income/loss (Net)

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Income                                     | 7.627.672      | 10.743.441   |
| Foreign exchange gains                     | 7.544.152      | 10.638.239   |
| Gain on derivative financial instruments   | 81.310         | 104.993      |
| Gain on capital market transactions        | 2.210          | 209          |
| Losses (-)                                 | 7.558.194      | 10.685.660   |
| Foreign exchange losses                    | 7.520.302      | 10.639.430   |
| Losses on derivative financial instruments | 37.248         | 43.625       |
| Losses on capital market transactions      | 644            | 2.605        |
| Ziraat Lease Merger Effect                 | -              | (4.283)      |
| Net  | 69.478         | 53.498       |

#### b. Information on profit/loss on derivative financial operations:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Effect of the change in exchange rates on profit/loss | 44.062         | 66.390       |
| Total   | 44.062         | 66.390       |

#### 5. Information on other operating income:

# Information on factors covering the recent developments which has significant effect on the Bank's income and the extent of effect on income:

In the current issued capital of Ziraat Yatırım Menkul Değerler A.Ş., all of the shares with a nominal value of 14.400 TL, corresponding to 24% share, were issued to T.C. was transferred to Ziraat Bankası A.Ş.

#### 6. Provision expenses for impairment on loans and other receivables:

|   | Current Period | Prior Period |
|---|----------------|--------------|
| Expected Credit Loss  | 434.048        | 203.793      |
| 12 month expected credit loss (stage 1)   | 33.252         | 36.406       |
| Significant increase in credit risk (stage 2)   | 55.049         | 56.148       |
| Non-performing loans (stage 3)  | 345.747        | 111.239      |
| Marketable Securities Impairment Expense  | -              | -            |
| Financial Assets at Fair Value through Profit or Loss                                     | -              | -            |
| Available-for-sale Financial Assets Fair Value Through Other Comprehensive Income         | -              | -            |
| Investments in Associates, Subsidiaries and Held-to-maturity Securities Value<br>Decrease | -              | -            |
| Investments in Associates   | -              | -            |
| Subsidiaries  | -              | -            |
| Joint Ventures  | -              | -            |
| Other (*)   | 58.123         | 18.041       |
| Ziraat Lease Merger Effect  | -              | 124.785      |
| Total   | 492.171        | 346.619      |

<sup>(7)</sup> According to article 19 of regulation on procedures and principles for determination of qualifications of loans and other receivables and provision by banks, other amounting to TL 58.123 (31 December 2018: TL 18.041) is reserved to use for expected credit loss provision, specific provisions and the Participation Accounts allocated to premium of Guarantee of Deposit Insurance Fund.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 7. Information on other operating expenses:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Personnel expenses   | 3.606          | 1.473        |
| Reserve for Employee Termination Benefits                              | -              | -            |
| Bank Social Aid Provision Fund Deficit Provision                       | -              | -            |
| Tangible Fixed Assets Impairment Expense                               | -              | -            |
| Depreciation Expenses of Tangible Fixed Assets                         | 43.238         | 15.325       |
| Intangible Assets Impairment Expense                                   | -              | -            |
| Goodwill Impairment Expense  | -              | -            |
| Amortization Expenses of Intangible Assets                             | 10.350         | 6.135        |
| Impairment Expense for Equity Shares subject to the Equity Method      | -              | -            |
| Impairment Expense for Investment Securities that will be Disposed     | -              | -            |
| Amortization Expenses of Investment Securities that will be Disposed   | -              | -            |
| Impairment Expense for Property, Plant and Equipment Held for Sale and |                |              |
| Discontinuing Operations   | -              | -            |
| Other Operating Expenses   | 94.779         | 86.973       |
| Operational Leasing Expenses   | 162            | 26.900       |
| Maintenance Expenses   | 19.724         | 6.197        |
| Advertisement Expenses   | 26.718         | 16.362       |
| Other Expenses   | 48.175         | 37.514       |
| Loss on Sales of Assets  | 7.923          | -            |
| Other (*)  | 81.247         | 42.695       |
| Ziraat Lease Merger Effect   |                | 14.782       |
| Total  | 241.143        | 167.383      |

<sup>(1)</sup> The balance which forms the other item part, TL 25.253 (31 December 2018 20.412 TL) represents Saving Deposit Insurance Fund ("SDIF") Premium amount and audit and consultancy fees and TL 37.718 (31 December: 2018 17.883) represents taxes, fees and funds and other services expenses.

#### 8. Information on profit/loss from continued and discontinued operations before taxes:

As of 31 December 2019, The Bank does not have any discontinuing operations. The compositions of the profit/loss before tax from the continuing operations are following:

|  | Current Period | Prior Period |
|--|----------------|--------------|
| Net Profit Share Income                  | 1.368.925      | 865.421      |
| Net Fees and Commissions Income          | 94.452         | 77.679       |
| Dividend Income                          | 17.762         | 923          |
| Trading Income/Expense (Net)             | 69.478         | 53.498       |
| Other Operating Income                   | 159.008        | 119.821      |
| Expected Loss Provision (-)              | 492.171        | 346.619      |
| Other Provision Expense                  | 87.244         | 50.036       |
| Personnel Expense                        | 183.767        | 137.857      |
| Other Operating Expenses (-)             | 241.143        | 167.383      |
| Income/(Loss) from Continuing Operations | 705.300        | 415.447      |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### 9. Information on tax provision for continued and discontinued operations:

As of 31 December 2019, the Bank's total tax provision expense amounting to TL 188.565 (31 December 2018: TL 90.214) consists of TL 202.224 (31 December 2018: TL 117.048) of current tax expense and TL 13.659 (31 December 2018: TL 26.834) of deferred tax income.

#### 10. Explanation on net income/loss for the period for continuing and discontinued operations:

The Bank's net operating income after tax amounts to TL 516.735 (31 December 2018: TL 325.233).

#### 11. Information on net profit/loss:

# a) Nature, amount and frequency of income and expenses arising from ordinary banking activities, if required for the understanding the performance of the Bank in the current period:

The Bank, mainly utilizes its resources from domestic current and profit shares, securities and interbank operations. Besides, it obtains income via commissions taken from non-cash loans, other banking operations.

#### b) The effect of the change in accounting estimates to the net profit/loss; including the effects to the future period, if any:

As of the balance sheet date, there is no change in accounting estimates that may require further explanations in the current period.

# 12. If other items in the income statement exceed 10% of the income statement total, sub-accounts constituting at least 20% of these items are shown below:

None (31 December 2018: None).

#### V. EXPLANATIONS AND NOTES RELATED TO CHANGES IN SHAREHOLDERS' EQUITY

#### a) Explanations on profit distribution:

In accordance with the decision taken in the General Assembly of the year 2018, which was carried out on 11 June 2019, from TL 414.549 net profit, TL 113.918 is transferred as fiscal charge. 5% of remaining TL 300.631, TL 15.031 is separated as legal reserve. Remaining amount, TL 285.600, has been left in the Parent Bank.

The Parent Bank is planning to distribute its profit for 2019 in line with the Articles of Incorporation in 2018. However, as of the date of preparation of the financial statements, no decision on profit distribution has been made.

#### b) Explanations on Financial Assets at Fair Value Through Other Comprehansive Income

Explanations on Financial Assets at Fair Value Through Other Comprehansive Income were presented under Section Five and 1.3-b footnote.

#### c) Profit reserves:

As of balance sheet date, profit reserves are TL 558.214, legal reserves are TL 35.234, extraordinary reserves are TL 490.570, and other profit reserves are TL 32.410.

#### d) Explanations on Previous Year's Profit/Loss:

As of 31 December 2019, The Bank's previous period profit is TL 25.660.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### VI. EXPLANATIONS AND NOTES RELATED TO CONSOLIDATED STATEMENT OF CASH FLOWS

# 1. Explanations about other cash flows items and the effect of changes in foreign exchange rates on cash and cash equivalents:

"Operating Profit before Changes in Operating Assets and Liabilities" amounting to TL 293.549 is composed mainly from interest received from loans and securities amounting to TL 3.309.050 and interest paid to deposit and money market operations which is amounting to TL 2.110.916 Other earnings consists primarily net fee, commission income and other operation losses.

The effect of change in foreign exchange rate on cash and cash equivalents is calculated approximately TL 195.076 as of 31 December 2019 (31 December 2018: TL 303.391)

Cash in TL, cash in foreign currency, Central Bank of the Republic of Turkey, money in transit, bank cheques purchased and cash on money market operations are defined as "cash"; interbank money transactions placements having maturities less than three months, and time deposits in banks are defined as "cash equivalents".

#### Period opening and end cash and cash equivalents balance:

| Period opening   | Current Period | Prior Period |
|--|----------------|--------------|
| Cash in TL and in Foreign Currency                     | 53.161         | 41.124       |
| Central Bank of the Republic of Turkey and Other Banks | 1.107.406      | 560.677      |
| Money Market Operations                                | -              | -            |
| Total Cash and Cash Equivalents                        | 1.160.567      | 601.801      |
| Period End   | Current Period | Prior Period |
| Cash in TL and in Foreign Currency                     | 79.232         | 53.161       |
| Central Bank of the Republic of Turkey and Other Banks | 984.698        | 1.107.406    |
| Money Market Operations                                | -              | -            |
| Total Cash and Cash Equivalents                        | 1.063.930      | 1.160.567    |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### VII. EXPLANATIONS AND NOTES RELATED TO THE RISK GROUP OF THE PARENT BANK

1) a) Information on the volume of transactions relating to the Parent Bank's risk group, outstanding loans and funds collected and income and expenses for the period:

| Risk group of the Bank (Crurrent<br>Period) | Investment in associates,<br>subsidiaries and joint<br>ventures (business<br>partnerships) |          | Direct and indirect shareholders of the Bank |          | Other real or legal persons<br>included in<br>the risk group |          |
|---|--|----------|--|----------|--|----------|
|   | Cash   | Non-Cash | Cash   | Non-Cash | Cash   | Non-Cash |
| Loans and other receivables                 | -  | -        | -  | -        | -  | -        |
| Balance at beginning of period              | -  | -        | 2.180.316                                    | -        | -  | -        |
| Balance at end of period                    | -  | -        | 3.097.903                                    | -        | -  | -        |
| Profit share and commission income          | -  | -        | 21.276                                       | -        | -  | -        |

| Risk group of the Bank<br>(Prior Period) | Investment in associates,<br>subsidiaries and joint<br>ventures (business<br>partnerships) |          |           |          | Other real or legal persons<br>included in the risk group |          |
|--|--|----------|-----------|----------|---|----------|
|  | Cash   | Non-Cash | Cash      | Non-Cash | Cash  | Non-Cash |
| Loans and other receivables              | -  | -        | -         | -        | -   | -        |
| Balance at beginning of period           | -  | -        | 758.988   | -        | -   | -        |
| Balance at end of period                 | -  | -        | 2.180.316 | -        | -   | -        |
| Profit share and commission income       | -  | -        | 28.471    | -        | -   | -        |

#### b) Current and profit sharing account held by the Parent Bank's risk group:

| Risk group of the Bank              | Investment in a<br>subsidiaries a<br>ventures (bu<br>partnersh | nd joint<br>Isiness | Direct and ir shareholders of |                 | Other real or leg<br>included<br>the risk g | d in            |
|-------------------------------------|--|---------------------|-------------------------------|-----------------|---|-----------------|
| Current and profit sharing accounts | Current<br>period  | Prior<br>period     |                               | Prior<br>period |   | Prior<br>period |
| Balance at the beginning of period  | -  | -                   | 42.411                        | 8.159           | -   | -               |
| Balance at the end of period        | -  | -                   | 59.324                        | 42.411          | -   | -               |
| Profit share expense                | -  | -                   | 6.005                         | 2.563           | -   | -               |

c) Information on loans received from the Parent Bank's risk group:

| Risk group of the Bank             | Investment in a<br>subsidiaries a<br>ventures (b<br>partnersh | and joint<br>usiness | Other rea<br>Direct and indirect in |                 | includ            | al or legal persons<br>included in<br>e risk group |  |
|------------------------------------|---|----------------------|-------------------------------------|-----------------|-------------------|--|--|
| Funds Borrowed                     | Current<br>period   | Prior<br>period      | Current<br>period                   | Prior<br>period | Current<br>period | Prior<br>period                                    |  |
| Balance at the beginning of period | -   | -                    | -                                   | -               | -                 | -  |  |
| Balance at the end of period       | -   | -                    | -                                   | -               | -                 | -  |  |
| Profit share paid expense          | -   | -                    | -                                   | -               | -                 | -  |  |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

2) Information on forward transactions, option agreements and similar transactions between the Consolidated Bank's risk group:

| Risk Group of the Bank                                | Subsidiaries, A<br>and Entities<br>Common Co<br>(Joint Vent | Under<br>ontrol |                   | Direct or Indirect Other Real and reholders of the Bank Persons in the Ris |   | -               |
|---|---|-----------------|-------------------|--|---|-----------------|
|   | Current<br>Period   | Prior<br>Period | Current<br>Period | Prior<br>Period  |   | Prior<br>Period |
| The Fair Value Differences Through<br>Profit and Loss | -   | -               | -                 | -  | - | -               |
| Opening Balance                                       | -   | -               | 2.401.773         | 1.264.078  | - | -               |
| Closing Balance                                       | -   | -               | 2.383.936         | 2.401.773  | - | -               |
| Total Profit/Loss                                     | -   | -               | -                 | 6.145  | - | -               |
| Risk Protection Oriented Processes                    | -   | -               | -                 | -  | - | -               |
| Opening Balance                                       | -   | -               | -                 | -  | - | -               |
| Closing Balance                                       | -   | -               | -                 | -  | - | -               |
| Total Profit/Loss                                     | -   | -               | -                 | -  | - | -               |

#### 3) Information on remunerations provided to top management:

The Bank has paid TL 4.689 to top management (31 December 2018: TL 3.508).

#### VIII. SIGNIFICANT EVENTS AND MATTERS ARISING SUBSEQUENT TO BALANCE SHEET DATE

None.

# IX. EXPLANATIONS AND NOTES RELATED TO DOMESTIC, FOREIGN, OFF-SHORE BRANCHES OR AFFILIATES AND FOREIGN REPRESENTATIVES OF THE PARENT BANK

#### 1) Domestic and foreign branches and representative offices of the Parent Bank:

|                                      | Number | Number of<br>Employees |         |              |              |
|--------------------------------------|--------|------------------------|---------|--------------|--------------|
| Domestic branches (*)                | 93     | 1.129                  |         |              |              |
|                                      |        |                        | Country |              |              |
| Foreign<br>representative<br>offices | -      | -                      | -       |              |              |
|                                      |        |                        |         | Total Assets | Legal Equity |
| Foreign branches                     | -      | -                      | -       | -            | -            |
|                                      |        |                        |         |              |              |
| Off shore banking branches           | -      | -                      | -       | -            | -            |

<sup>(\*)</sup> The number of head office staff has been included in the number of domestic branch employees.

# 2) Explanations on the opening and closing of branches or representative office of the Bank in Turkey and abroad, and the significant change in its organization:

In 2019, 13 new branches (31 December 2018: 17 Branches) have been opened in Turkey.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF 31 DECEMBER 2019

(Unless otherwise stated amounts are expressed in thousands of Turkish Lira ("TL"))

#### **SECTION SIX**

#### **OTHER EXPLANATIONS AND NOTES**

#### I. INFORMATION ON THE GROUP'S RATING THAT HAS BEEN DETERMINED BY INTERNATIONAL RATING AGENCIES

| Fitch Ratings: 12 November 2019              | Note     | Explanation   |
|--|----------|---|
| Long Term Foreign Currency Credit<br>Rating  | B +      | It is in a very speculative level under the investment class. |
| Short Term Foreign Currency Credit<br>Rating | В        | It is in a speculative level under the investment class.      |
| Long Term Turkish Lira Credit Rating         | BB-      | It is in a speculative level under the investment class.      |
| Short Term Turkish Lira Credit Rating        | В        | It is in a speculative level under the investment class.      |
| National Long Term Credit Rating             | AA (tur) | Top level investment grade.                                   |
| Support                                      | 4        | The probability of external support is restricted.            |

#### **II. OTHER EXPLANATIONS ON BANK'S OPERATIONS**

None.

#### **SECTION SEVEN**

#### **EXPLANATIONS ON INDEPENDENT AUDITOR'S REPORT**

#### I. EXPLANATIONS ON THE INDEPENDENT AUDITOR'S REPORT

As of 31 December 2019, consolidated financial statements and explanatory notes of the Parent Bank disclosed herein were audited by KPMG Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş. (the Turkish member of KPMG International Cooperative, a Swiss Entity) and Audit Report dated 20 February 2020 is presented preceding the financial statements.

#### II. EXPLANATIONS AND NOTES PREPARED BY THE INDEPENDENT AUDITORS

None.

|                                  | Phone             | Address   |
|----------------------------------|-------------------|---|
| Head Office                      | +90 212 404 10 00 | Hobyar Mahallesi, Şeyhülislam Hayri Efendi Caddesi, No: 12<br>Posta Kodu: 34112 Bahçekapı - Fatih, İstanbul |
| Supplementary Service<br>Bulding | +90 216 559 20 58 | Girne Mahallesi, Narlıdere Caddesi, No: 55 Maltepe, İstanbul  |
| Adana Branch                     | +90 322 359 63 04 | Tepebağ Mahallesi, Abidinpaşa Caddesi No: 11 Seyhan, Adana  |
| Adapazarı Branch                 | +90 264 281 57 16 | Semerciler Mahallesi, Saraçlar Sokak No: 1 Adapazarı, Sakarya   |
| Adıyaman Branch                  | +90 416 213 06 30 | Hoca Ömer Mahallesi, Atatürk Caddesi, Çalkağışoğlu Apt. Sit. No: 28A<br>Merkez, Adıyaman                    |
| Afyon Branch                     | +90 272 212 02 64 | Burmalı Mahallesi, Milli Egemenlik Caddesi No: 18/1 Afyonkarahisar  |
| Aksaray Branch                   | +90 382 203 02 82 | Hacı Hasanlı Mahallesi, Bankalar Caddesi No: 30 Aksaray   |
| Alanya Branch - Antalya          | +90 242 512 66 92 | Güller Pınarı Mahallesi, Hasan Akçalıoğlu Caddesi Liva Apartmanı<br>No: 50/A Alanya, Antalya                |
| Altunizade Branch -<br>İstanbul  | +90 216 474 8472  | Altunizade Mahallesi, Kısıklı Caddesi No: 37 Üsküdar, İstanbul  |
| Ankara Corporate Branch          | +90 312 433 48 22 | Cumhuriyet Mahallesi, Atatürk Bulvarı No: 67 Çankaya, Ankara  |
| Antalya Branch                   | +90 242 345 75 10 | Tahılpazarı Mahallesi, Şarampol Cad. T.C. Ziraat Bankası Sit. No: 68<br>Muratpaşa, Antalya                  |
| Aydın Branch                     | +90 256 212 76 42 | Hasanefendi Mahallesi, Gençlik Caddesi No: 6/1 Efeler, Aydın  |
| Bağcılar Branch - İstanbul       | +90 212 436 47 79 | Çınar Mahallesi, Osman Gazi Caddesi No: 12B Bağcılar, İstanbul  |
| Balgat Branch - Ankara           | +90 312 473 16 25 | Balgat Mahallesi, Ceyhun Atıf Kansu Caddesi Başkent Plaza, No: 106/57<br>Çankaya, Ankara                    |
| Balıkesir Branch                 | +90 266 244 82 65 | Altıeylül Mahallesi, 4. Anafartalar Caddesi No: 35B/B Altıeylül, Balıkesir                                  |
| Başakşehir Branch -<br>İstanbul  | +90 212 485 72 11 | İkitelli OSB Mahallesi, Tümsan 1. Kısım 3. Blok Apt. No: 9/A<br>Başakşehir, İstanbul                        |
| Batman Branch                    | +90 488 213 34 31 | Cumhuriyet Mahallesi, Atatürk Bulvarı No: 132 B Merkez, Batman  |
| Beyazıt Branch - İstanbul        | +90 212 638 83 68 | Mimar Hayrettin Mahallesi, Yeniçeriler Caddesi Sinekli Medrese Sokak<br>No: 2 Fatih, İstanbul               |
| Beylikdüzü Branch -<br>İstanbul  | +90 212 872 68 21 | Barış Mahallesi, Belediye Caddesi Ginza Lavinya Apt. No: 30/83<br>Beylikdüzü, İstanbul                      |

|                                      | Phone             | Address  |
|--------------------------------------|-------------------|--|
| Bolu Branch                          | +90 374 217 75 20 | Karaçayır Mahallesi, İzzet Baysal Caddesi Pasaj Girişi Sit. No: 100/C<br>Merkez, Bolu                                    |
| Bornova Branch - İzmir               | +90 232 343 09 43 | Kazım Dirik Mahallesi, 152. Sokak No: 9 Bornova, İzmir   |
| Bursa Branch                         | +90 224 225 00 24 | Setbaşı Kayahan Mahallesi, Atatürk Cad. No: 26/1 Osmangazi, Bursa  |
| Büsan Branch - Konya                 | +90 362 622 0049  | Fevzi Çakmak Mahallesi, Kosgeb Caddesi No: 3 Karatay, Konya  |
| Central Banking Branch -<br>İstanbul | +90 216 559 21 03 | Mimar Sinan Mahallesi, Hâkimiyeti Milliye Cad. No: 49 Üsküdar, İstanbul  |
| Çankaya Branch - İzmir               | +90 232 425 79 98 | Yenigün Mahallesi, Fevzipaşa Bulvarı No: 124 Konak, İzmir  |
| Çorlu Branch - Tekirdağ              | +90 282 673 35 89 | Kazımiye Mahallesi, Salih Omurtak Caddesi A Blok Apt. No: 22 - 1/2<br>Çorlu, Tekirdağ                                    |
| Çorum Branch                         | +90 364 224 89 64 | Çepni Mahallesi, İnönü Caddesi No: 61 Merkez, Çorum  |
| Çukurambar Branch -<br>Ankara        | +90 312 287 72 01 | Kızılırmak Mahallesi, Muhsin Yazıcıoğlu Caddesi No: 25/G<br>Çankaya, Ankara  |
| Denizli Branch                       | +90 258 265 68 56 | Saraylar Mahallesi, Gazi Mustafa Kemal Blv. No: 74/1 Merkezefendi, Denizli   |
| Dudullu Branch - İstanbul            | +90 216 313 72 05 | Yukarı Dudullu Mahallesi, Necip Fazıl Bulvarı, Keresteciler (KEYAP) Sitesi,<br>B1 Blok Apt. No: 44/19 Ümraniye, İstanbul |
| Elazığ Branch                        | +90 424 237 13 68 | Nailbey Mahallesi, Gazi Caddesi No: 9 Elazığ   |
| Eminönü Branch -<br>İstanbul         | +90 212 522 59 82 | Hobyar Mahallesi, Şeyhülislam Hayri Efendi Caddesi No: 12/1 Bahçekapı -<br>Fatih, İstanbul                               |
| Erenköy Branch - İstanbul            | +90 216 359 71 64 | Erenköy Mahallesi, Şemsettin Günaltay Caddesi No: 213-A/1<br>Kadıköy, İstanbul   |
| Erzincan Branch                      | +90 446 502 03 67 | Atatürk Mahallesi, Fevzipaşa Caddesi 357. Sokak No: 2 Merkez, Erzincan   |
| Erzurum Branch                       | +90 442 235 87 74 | Lalapaşa Mahallesi, Orhan Şerifsoy Caddesi No: 9 Yakutiye, Erzurum   |
| Esenler Branch - İstanbul            | +90 212 568 17 51 | Fevzi Çakmak Mahallesi, 1107. Sokak No: 2/B Esenler, İstanbul  |
| Esenyurt Branch -<br>İstanbul        | +90 212 596 8899  | İnönü Mahallesi, Doğan Araslı Bulvarı, Kars Business Center No: 88/A<br>Esenyurt, İstanbul                               |
| Eskişehir Branch                     | +90 222 221 55 97 | Arifiye Mahallesi, İki Eylül Caddesi No: 68/1 Odunpazarı, Eskişehir  |
| Fatih Branch - İstanbul              | +90 212 621 86 76 | Alikuşçu Mahallesi, Fevzipaşa Caddesi No: 10 Fatih, İstanbul   |

|   | Phone             | Address  |
|---|-------------------|--|
| Gatem Branch -<br>Gaziantep                               | +90 342 238 43 17 | Sanayi Mahallesi, 60401. Sok. No: 7 Şehitkamil, Gaziantep  |
| Gaziantep Branch  | +90 342 230 91 90 | İncirli Pınar Mahallesi, Muammer Aksoy Cad. No: 20 Şehitkamil, Gaziantep   |
| Gaziantep Organized<br>Industrial Zone Branch             | +90 342 337 22 74 | Başpınar OSB Mahallesi, O.S.B. 2.Bölge, Celal Doğan Bulvarı No: 71 A/52<br>Şehitkamil, Gaziantep                   |
| Gaziosmanpaşa Branch -<br>İstanbul                        | +90 212 497 12 58 | Merkez Mahallesi, Cumhuriyet Meydanı No: 26/A Gaziosmanpaşa, İstanbul  |
| Gebze Branch - Kocaeli                                    | +90 262 643 36 98 | Hacı Halil Mahallesi, Körfez Caddesi No: 8/B Gebze, Kocaeli  |
| Gıda Çarşısı Branch -<br>İzmir                            | +90 232 459 52 31 | Halkapınar Mahallesi, 1202/2 Sokak No: 31-F/F Konak, İzmir   |
| Güneşli Branch - İstanbul                                 | +90 212 550 76 54 | Hürriyet Mahallesi, Atatürk Caddesi No: 13-15B Bağcılar, İstanbul  |
| Hadımköy Branch -<br>İstanbul                             | +90 212 809 31 05 | Alkent 2000 Mahallesi, Hadımköy Yolu Caddesi C Blok Apt. No: 151/1/3<br>Büyükçekmece, İstanbul                     |
| Isparta Branch  | +90 246 202 26 42 | Kutlubey Mahallesi, 1001. Sokak No: 4, D: 9-10 Merkez, Isparta   |
| İkitelli Branch - İstanbul                                | +90 212 549 60 53 | Ziya Gökalp Mahallesi, Bedrettin Dalan Bulvarı A Blok No: 18<br>Başakşehir, İstanbul                               |
| İnegöl Branch - Bursa                                     | +90 224 712 28 99 | Orhaniye Mahallesi, Nuri Doğrul Caddesi, No: 67 İnegöl, Bursa  |
| İskenderun Branch -<br>Hatay                              | +90 326 614 12 25 | Savaş Mahallesi, Mareşal Çakmak Caddesi 41. Sokak, Sümerhan İşhanı,<br>No: 9/3 (Zemin Kat BB: 1) İskenderun, Hatay |
| İstanbul Anatolian Side<br>Corporate Branch -<br>İstanbul | +90 216 356 18 63 | Sahrayıcedit Mahallesi, Atatürk Caddesi No: 48/1 Kadıköy, İstanbul   |
| İstanbul European Side<br>Corporate - İstanbul            | +90 212 275 39 08 | Fulya Mahallesi, Büyükdere Caddesi İmar İş Hanı Apt. No: 48/2<br>Şişli, İstanbul                                   |
| İzmit Branch - Kocaeli                                    | +90 262 322 93 52 | Kemalpaşa Mahallesi, İstiklal Caddesi No: 20 İç Kapı No: 30 İzmit, Kocaeli   |
| Kadıköy Branch - İstanbul                                 | +90 216 474 8472  | Osmanağa Mahallesi, Rıhtım Cad. No: 4 Kat: 2 Kadıköy, İstanbul   |
| Kahramanmaraş Branch                                      | +90 344 223 97 01 | Yenişehir Mahallesi, Trabzon Bulvarı Durak Apt. No: 70,<br>Dulkadiroğlu, Kahramanmaraş                             |
| Karaman Branch  | +90 342 238 43 17 | Tahsin Ünal Mahallesi, Atatürk Bulvarı No: 43A Merkez, Karaman   |
| Kastamonu Branch  | +90 366 214 70 85 | Topçuoğlu Mahallesi, Cumhuriyet Cad. No: 30 B 37100<br>Merkez, Kastamonu   |

|   | Phone             | Address   |
|---|-------------------|---|
| Kayapınar Branch -<br>Diyarbakır            | +90 412 502 26 38 | Peyas Mahallesi, Şanlıurfa Bulvarı Ekinciler Sitesi No: 80/A Kayapınar,<br>Diyarbakır         |
| Kayseri Branch                              | +90 352 221 32 43 | İslimpaşa (Cumhuriyet) Mahallesi, Vatan Cad. No: 19 Melikgazi, Kayseri                        |
| Kayseri Organized<br>Industrial Zone Branch | +90 352 503 50 17 | Kayseri OSB Mahallesi, 11. Caddesi No: 9/K Melikgazi, Kayseri                                 |
| Keçiören Branch - Ankara                    | +90 312 381 52 86 | Pınarbaşı Mahallesi, Kızlar Pınarı Caddesi No: 177A Keçiören, Ankara                          |
| Kestel Branch - Bursa                       | +90 224 372 83 33 | Ahmet Vefik Paşa Mahallesi, Organize Sanayi Bölgesi Bursa Cad.<br>No: 75 B Blok Kestel, Bursa |
| Kızılay Branch - Ankara                     | +90 312 435 1350  | Cumhuriyet Mahallesi, Atatürk Bulvarı No: 67/C Kızılay, Ankara                                |
| Kıztaşı Branch - İstanbul                   | +90 212 635 29 98 | Zeyrek Mahallesi, Macar Kardeşler Caddesi No: 18 A Fatih, İstanbul                            |
| Konyaaltı Branch -<br>Antalya               | +90 242 502 45 88 | Arapsuyu Mahallesi, Atatürk Bulvarı No: 25A Konyaaltı, Antalya                                |
| Kütahya Branch                              | +90 274 333 02 95 | Gazi Kemal Mahallesi, Cumhuriyet Caddesi No: 79/A Merkez, Kütahya                             |
| Malatya Branch                              | +90 422 325 60 05 | Saray Mahallesi, Atatürk Caddesi No: 2 Battalgazi, Malatya                                    |
| Maltepe Branch - İstanbul                   | +90 216 305 68 83 | Altayçeşme Mahallesi, Bağdat Caddesi No: 385/A Maltepe, İstanbul                              |
| Manisa Branch                               | +90 236 231 03 68 | 1. Anafartalar Mahallesi, 1603. Sokak No: 11/A Şehzadeler, Manisa                             |
| Mecidiyeköy Branch -<br>İstanbul            | +90 212 267 2666  | Gülbahar Mahallesi, Büyükdere Cad. No: 99/A Şişli, İstanbul                                   |
| Mersin Branch                               | +90 324 237 54 70 | Çankaya Mahallesi, Atatürk Caddesi Mersin Çarşısı No: 26 A<br>Akdeniz, Mersin                 |
| Merter Branch - İstanbul                    | +90 212 504 95 61 | Mehmet Nesih Özmen Mah. Fatih Cad. Yalçın İş Merkezi No: 13<br>Güngören, İstanbul             |
| Mevlana Branch - Konya                      | +90 332 350 58 48 | Şems-i Tebrizi Mahallesi, Mevlana Caddesi No: 23/A Karatay, Konya                             |
| Nazilli Branch - Aydın                      | +90 256 315 33 58 | Altıntaş Mahallesi, 155. Sokak, No: 1/B Nazilli, Aydın  |
| Nilüfer Branch - Bursa                      | +90 224 441 53 65 | Üçevler Mahallesi, Nilüfer Caddesi 3 No'lu Bağımsız Apt. No: 6 C<br>Nilüfer, Bursa            |
| Ordu Branch                                 | +90 452 222 01 55 | Yeni Mahallesi, Zübeyde Hanım Caddesi No: 123 A Altınordu, Ordu                               |
| Osmanbey Branch -<br>İstanbul               | +90 212 522 59 82 | Meşrutiyet Mahallesi, Halaskargazi Caddesi No: 116 Şişli, İstanbul                            |

|   | Phone             | Address  |
|---|-------------------|--|
| Ostim Branch - Ankara                                   | +90 312 385 08 63 | Ostim Mahallesi, Ostim OSB 100. Yıl Bulvarı No: 46 Yenimahalle, Ankara   |
| Pendik Branch - İstanbul                                | +90 216 390 46 38 | Batı Mahallesi, Erol Kaya Caddesi No: 121 A Pendik, İstanbul   |
| Rize Branch   | +90 464 212 27 69 | Piriçelebi Mahallesi, Cumhuriyet Caddesi No: 7 Rize  |
| Samsun Branch   | +90 362 431 99 73 | Kale Mahallesi, Kazımpaşa Caddesi No: 11A İlkadım, Samsun  |
| Selçuklu Branch - Konya                                 | +90 332 235 41 56 | Nişantaşı Mahallesi, Metehan Cad. No: 4/A Selçuklu, Konya  |
| Sincan Branch - Ankara                                  | +90 312 271 30 35 | Atatürk Mahallesi, Meltem Sok. No: 21 Sincan, Ankara   |
| Sivas Branch  | +90 346 221 55 16 | Eski Kale Mahallesi, Bankalar Caddesi 13-2. Sokak No: 3/A Merkez, Sivas  |
| Sultanbeyli Branch -<br>İstanbul                        | +90 216 496 27 38 | Hasanpaşa Mahallesi, Fatih Bulvarı A. Apt No: 19 A/1 Sultanbeyli, İstanbul   |
| Şanlıurfa Branch  | +90 414 315 66 38 | Kanberiye Mahallesi, Gazhane Mevkii Kadri Erdoğan Caddesi, No: 10<br>Haliliye, Şanlıurfa   |
| Thrace Corporate Branch<br>- İstanbul                   | +90 212 549 72 97 | İkitelli OSB Mahallesi, Bağcılar Güngören Metro AVM B Blok Sk., Bağcılar<br>Güngören Sanayi Sit. AVM B Blok Apt. No: 1-B/34 Başakşehir, İstanbul |
| Trabzon Branch  | +90 462 326 40 84 | Kemerkaya Mahallesi, Kahramanmaraş Caddesi No: 13/A<br>Ortahisar, Trabzon  |
| Turgut Özal Bulvarı<br>Branch - Adana                   | +90 322 234 39 21 | Güzelyalı Mahallesi, Turgut Özal Bulvarı, No: 92/C Çukurova, Adana   |
| Tuzla Organized<br>Industrial Zone Branch -<br>İstanbul | +90 216 593 45 58 | Aydınlı - Birlik OSB Mahallesi, 1 No'lu Cadde No: 2 Tuzla, İstanbul  |
| Ulus Branch - Ankara                                    | +90 312 312 76 31 | Anafartalar Caddesi, No: 16/B Ulus, Ankara   |
| Uşak Branch   | +90 276 224 67 13 | İslice Mahallesi, İslice Sokak No: 2/101 Merkez, Uşak  |
| Ümraniye Branch -<br>İstanbul                           | +90 216 474 84 72 | Alemdağ Caddesi, Mevlana İş Merkezi A Blok No: 174 Ümraniye, İstanbul  |
| Üsküdar Branch - İstanbul                               | +90 216 201 16 12 | Mimar Sinan Mahallesi, Uncular Cad. Özden İş Hanı No: 6/B<br>Üsküdar, İstanbul   |
| Van Branch  | +90 432 210 14 34 | Şerefiye Mahallesi, Cumhuriyet Bulvarı No: 63 İpekyolu, Van  |
| Zeytinburnu Branch -<br>İstanbul                        | +90 212 679 49 92 | Beştelsiz Mahallesi, Prof. Dr. Muammer Aksoy Cad. No: 38A<br>Zeytinburnu, İstanbul   |

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