



Investor Presentation with 2016 Financials

February 2017

Executive summary

Structurally attractive Turkish Economy Underpinning A Dynamic Banking Sector

- Turkish market presents a strong opportunity among emerging markets thanks to large and growing economy energized by a highly attractive demographic profile
- In this macro backdrop, banking sector has a promising future, with growth opportunities implied by current product and volume penetration figures, and a profitability higher than that of emerging market peers

One of the Top Performing Banks in the Market

- QNB Finansbank is one of the strongest players in this market with 5th ranking across most categories among privately owned banks
- It has a very strong distribution network balanced between a branch footprint covering 99% of banking business in the market and best in market digital offerings
- It has shown strong financial performance beyond its scale even in most volatile market conditions driven by differentiation, adaptability and right people brought together

New Shareholder Opens a New Frontier to QNB Finansbank

- Recent acquisition by QNB positions QNB Finansbank as the Turkish bank with the strongest shareholder
- QNB is the largest player in Middle East and Africa by all critical measures and has the highest ratings among all banks with a presence in Turkey
- Its presence across a wide geography overlaps well with Turkey's key foreign trade partners bringing opportunities in this area
- With the new shareholder, QNB Finansbank will add a new growth chapter in its successful history capturing its fair share in Corporate and Commercial Banking while sustaining its success in Retail and SME Banking
- QNB Finansbank already started seeing positive impact of new shareholder structure in funding costs and trade volumes
- With shifting credit volumes to Corporate and Commercial, in addition to the various measures it has taken across the years in improving risk profile of the bank, asset quality will stay under control in the short term and improve in the long term

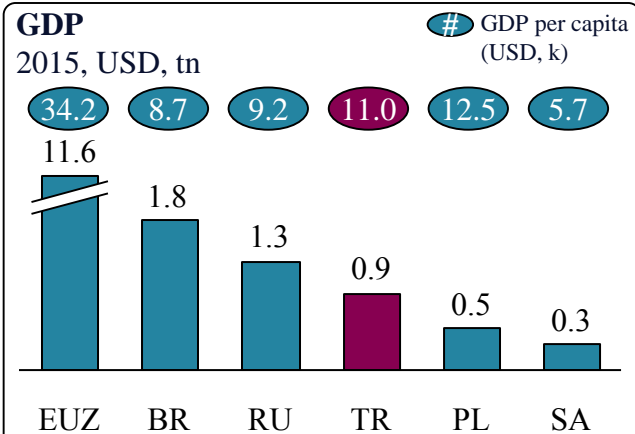
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| 3 | Loan-based Balance Sheet Delivering High Quality Earnings |
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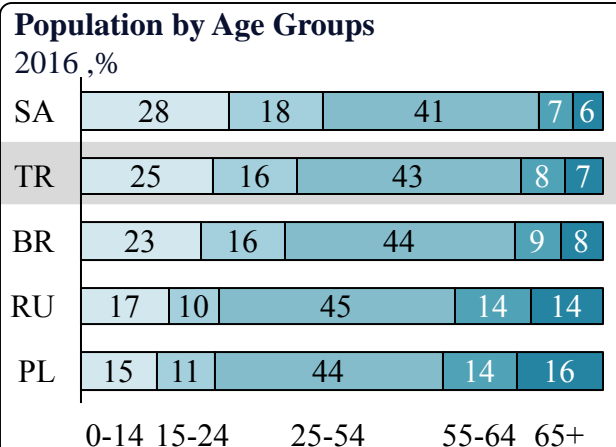
Macro-economic Overview

Structurally attractive Turkish economy and focus on fiscal discipline⁽¹⁾⁽²⁾

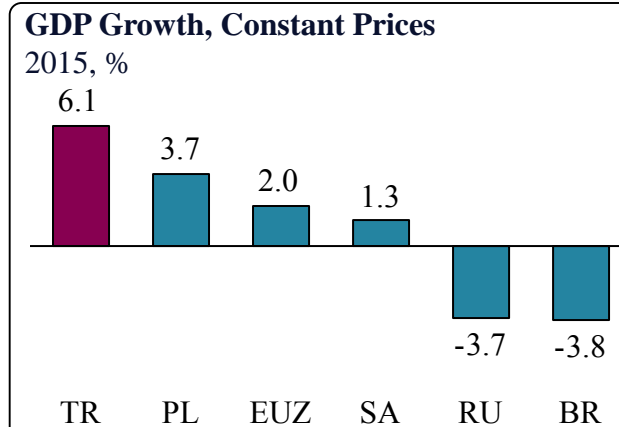
Large economy with low GDP / capita...



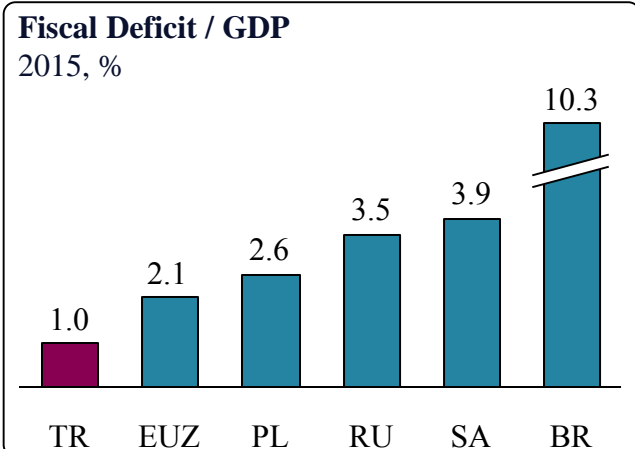
...and highly attractive demographic profile



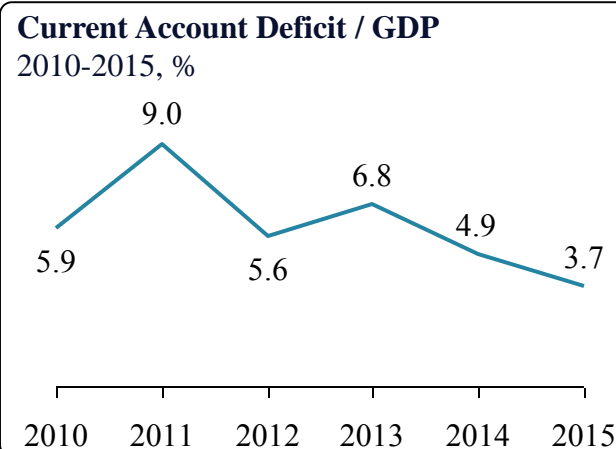
... generating high real GDP growth



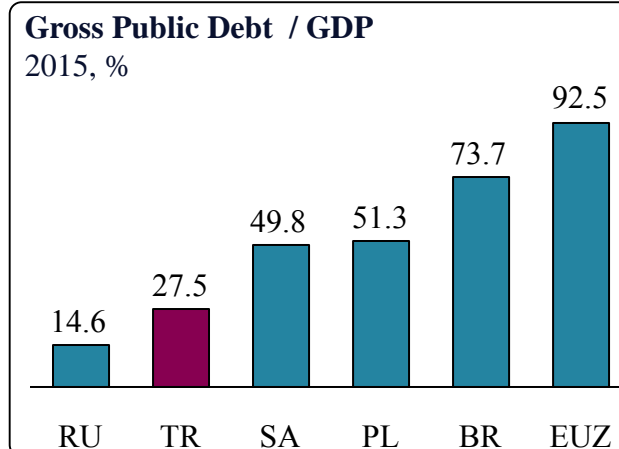
Low fiscal deficit...



... and narrowing external deficit...



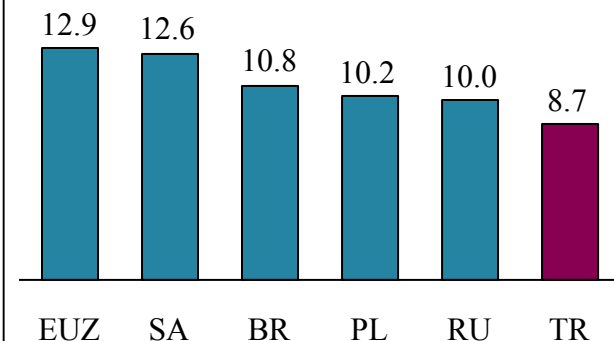
... with low public debt



Sound banking system with inherent growth potential⁽¹⁾

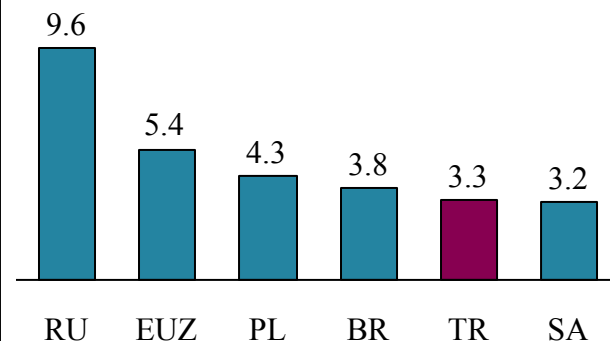
Low leverage ratio...

Leverage ratio
Q3'16



... and limited NPL levels...

NPL ratio
Q3'16, %



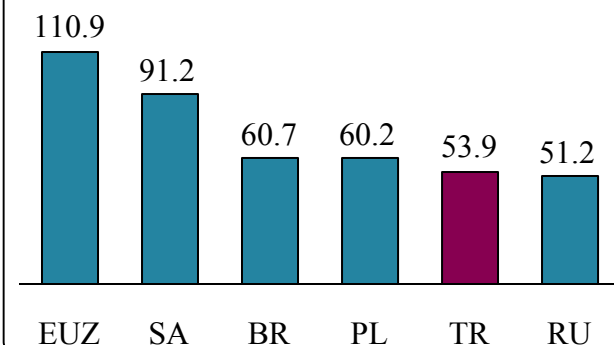
... with strong profitability characteristics

Banking Sector Pre-tax RoA
2010-Q3'16 average, %



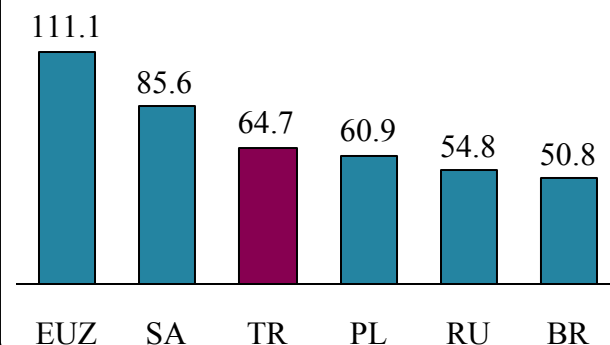
Further growth potential in deposits...

Deposits / GDP
Q3'16, %



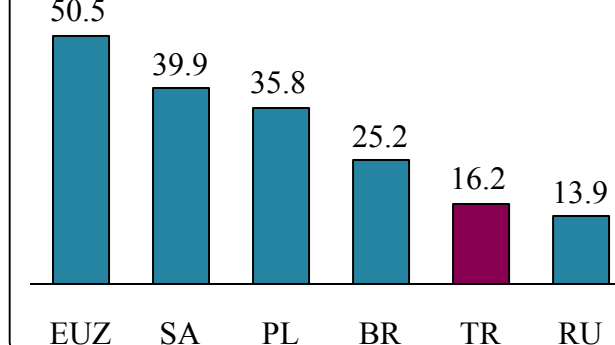
... feeding overall lending growth potential...

Loans / GDP
Q3'16, %



... as well as ongoing retail lending growth

Household debt / GDP
Q3'16, %

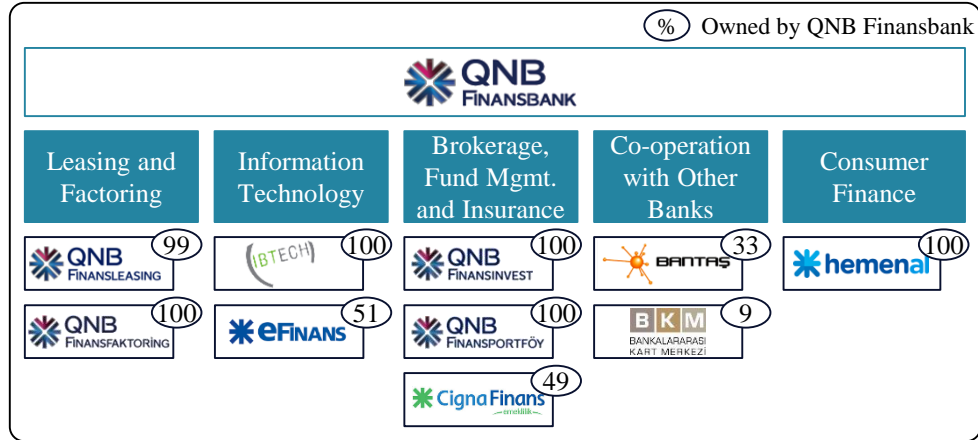


A decorative graphic on the right side of the slide, consisting of a dark red background with a light red diagonal band and a dark red curved band, creating a folded corner effect.

QNB Finansbank and QNB Group at a Glance

QNB Finansbank: 5th Largest Privately Owned Universal Bank

QNB Finansbank group structure



Financial highlights

QNB Finansbank BRSA bank only financials	2016
TRY, bn	
Total assets	101.5
Net loans	62.9
Customer deposits	52.0
Shareholder's equity	10.1
Branches (#)	630
Active customers (mn)	5.4
Bank only employees (#)	12,451

QNB Finansbank market positioning

Bank only, 9M'16

	Branch	Total assets	Total loans	Total deposits	GPL ⁽¹⁾	Credit card	Comm. install. loan	Mortgage
1 st	İşbank	İşbank	İşbank	İşbank	İşbank	Garanti	İşbank	Garanti
2 nd	Garanti	Garanti	Garanti	Garanti	Garanti	Yapı Kredi	Garanti	İşbank
3 rd	Yapı Kredi	Akbank	Yapı Kredi	Akbank	Yapı Kredi	İşbank	Yapı Kredi	Akbank
4 th	Akbank	Yapı Kredi	Akbank	Yapı Kredi	Akbank	Akbank		Yapı Kredi
5 th	Denizbank			Denizbank			TEB	TEB
6 th		Denizbank	Denizbank		Denizbank	Denizbank	Denizbank	
7 th	TEB	TEB	TEB	TEB	ING	HSBC	Akbank	ING
8 th	ING	ING	ING	ING	TEB	TEB	ING	Denizbank
9 th	HSBC	HSBC	HSBC	HSBC	HSBC	ING	HSBC	HSBC

Source: BRSA bank only data; BAT

Note: All information in the presentation is based on BRSA bank only data unless stated otherwise

(1) Includes overdrafts

QNB Finansbank covers Turkish geography through a diverse distribution network and market's only “pure digital bank”, 2016

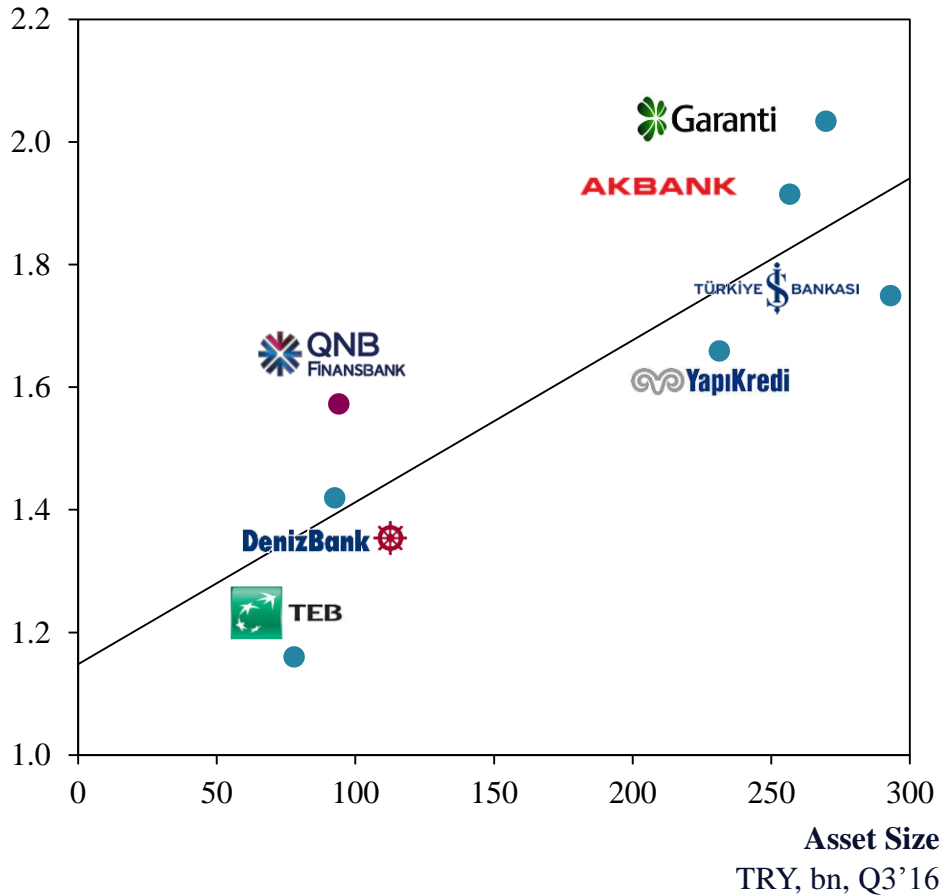


QNB Finansbank has shown success beyond its scale in volatile market settings

Financial performance since 2010

Average RoA⁽¹⁾

Between Q1'10 and Q3'16, quarterly



Drivers of QNB Finansbank's performance resilience

Differentiation

Unique practices delivering market leading financial results

Adaptability

Entrepreneurial **culture and capabilities to adapt** to changing market conditions

Right people

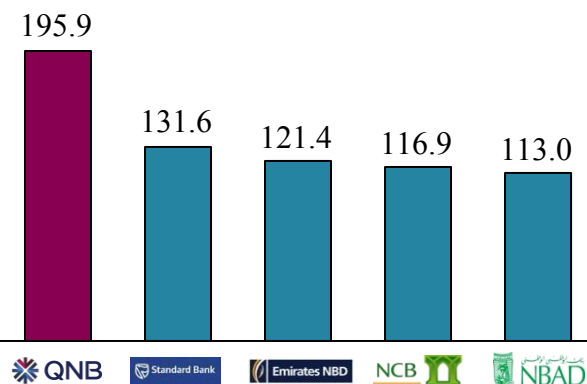
Right people brought together via a clear guidance of meritocracy and an aspiration for diversity that forms the basis of everything

QNB’s recent acquisition of Finansbank has brought a strong support to one of market’s leading performers

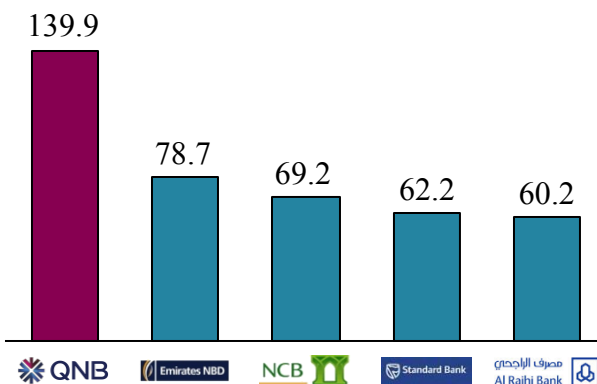
	QNB Finansbank	QNB Group																					
Shareholder Structure	<div><div>%</div><div><div><div>Qatar National Bank</div><div>99.88</div><div>Other</div><div>0.12</div></div></div></div>	<div><div>%</div><div><div><div>Qatar Investment Authority</div><div>50.0</div><div>Private Sector</div><div>50.0</div></div></div></div>																					
Ratings	<table><tr><td></td><td>Moody's</td><td>Fitch⁽¹⁾</td></tr><tr><td>Foreign Currency Long-term</td><td>Ba1</td><td>BBB-</td></tr><tr><td>Foreign Currency Short-term</td><td>NP</td><td>F3</td></tr></table>		Moody's	Fitch ⁽¹⁾	Foreign Currency Long-term	Ba1	BBB-	Foreign Currency Short-term	NP	F3	<table><tr><td></td><td>Moody's</td><td>Fitch</td><td>S&P</td></tr><tr><td>Foreign Currency Long-term</td><td>Aa3</td><td>AA-</td><td>A+</td></tr><tr><td>Foreign Currency Short-term</td><td>P-1</td><td>F1+</td><td>A-1</td></tr></table>		Moody's	Fitch	S&P	Foreign Currency Long-term	Aa3	AA-	A+	Foreign Currency Short-term	P-1	F1+	A-1
	Moody's	Fitch ⁽¹⁾																					
Foreign Currency Long-term	Ba1	BBB-																					
Foreign Currency Short-term	NP	F3																					
	Moody's	Fitch	S&P																				
Foreign Currency Long-term	Aa3	AA-	A+																				
Foreign Currency Short-term	P-1	F1+	A-1																				
Corporate Information	<ul style="list-style-type: none">• Focused on traditional banking activities, complemented by ancillary services (investment banking, brokerage, leasing, factoring, asset management)• Important partnerships in insurance with leading international institutions (Sompo Japan in basic insurance and Cigna in life insurance and private pensions)	<ul style="list-style-type: none">• Largest bank in Qatar by market cap., assets, loans, deposits and profit• Largest bank in MEA by total assets, loans, deposits and profit• Operating in more than 30 countries around the world across 3 continents• More than 1,200 locations, supported by more than 4,300 ATMs and employing more than 27,300 staff																					

QNB is the leading financial institution by all measures in the MEA region

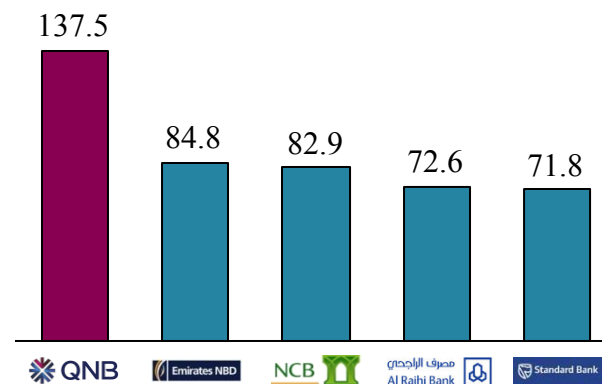
Total Assets
USD, bn



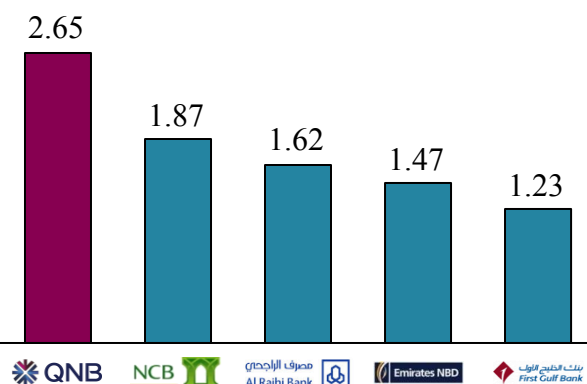
Loans
USD, bn



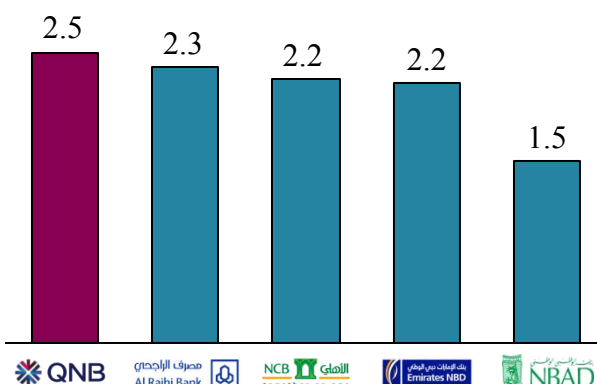
Deposits
USD, bn



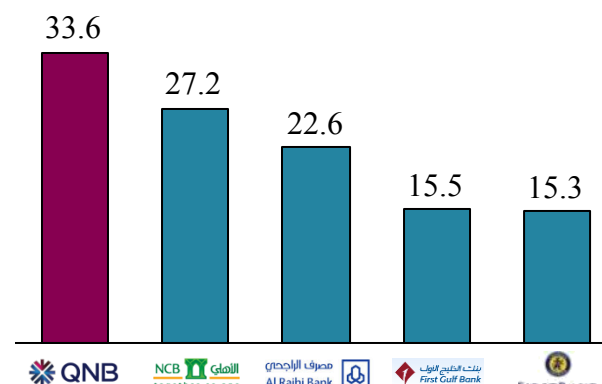
Net Profit
USD, bn



Top MEA Banking Brands
As of 2015



Top MEA Banks by Market Cap
USD, bn, as of 2015










QNB ownership brings a strong geographic reach to QNB Finansbank especially with important trade partners of Turkey...

-  QNB presence
-  QNB footprint⁽¹⁾
-  Top 40 trade partners of Turkey

Middle East⁽²⁾

	Qatar	
	Jordan	
	UAE	
	Syria	
	Palestine	
	Iraq	
	Oman	
	Bahrain	
	Kuwait	
	Lebanon	
	Yemen	
	Iran ⁽³⁾	



Europe

	United Kingdom	
	France	
	Switzerland	
	Turkey	

North Africa

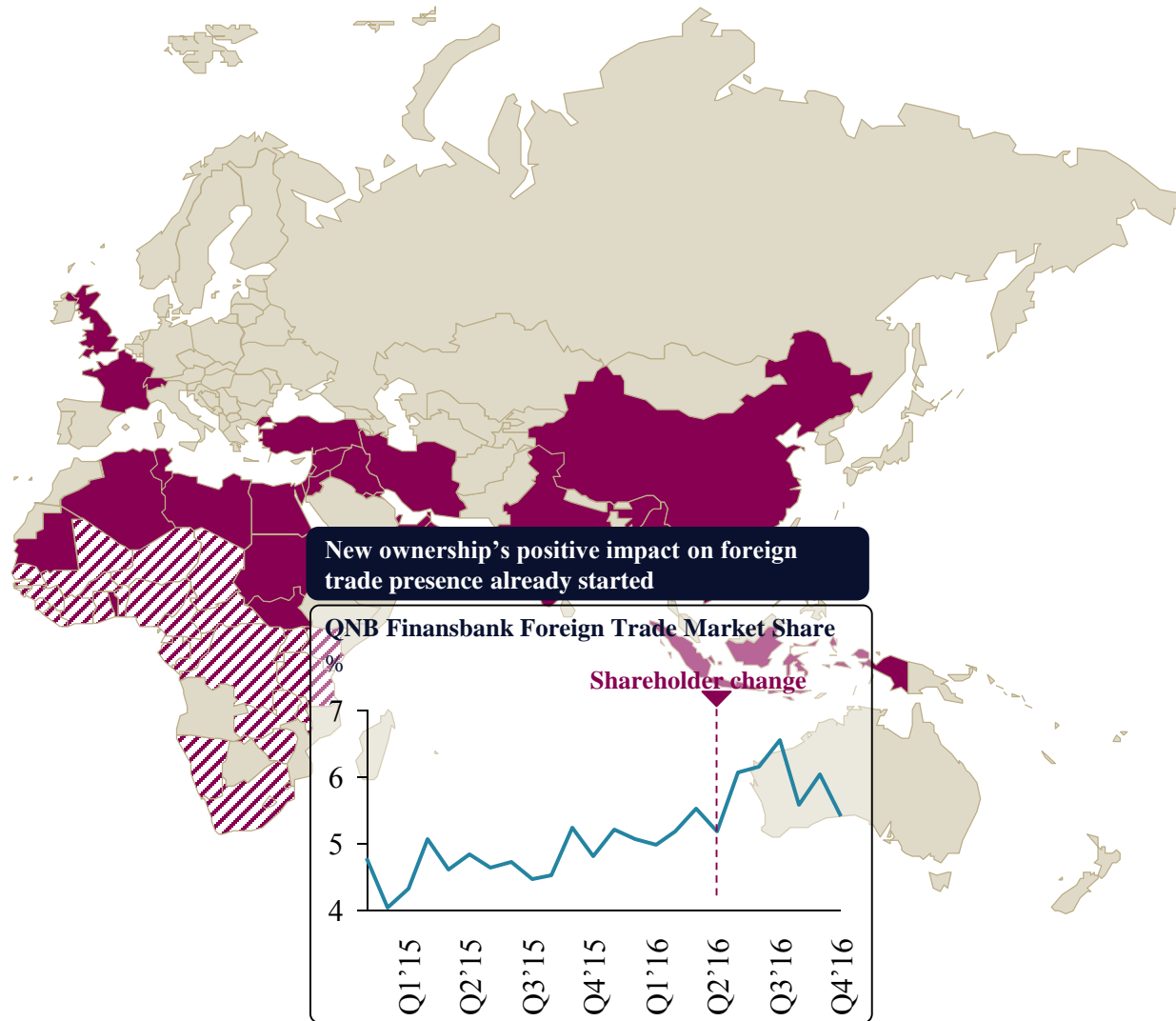
	Egypt	
	Libya	
	Tunisia	
	Sudan	
	Algeria	
	Mauritania	

Sub-Saharan Africa

	South Sudan	
	Togo	

Asia

	Indonesia	
	Singapore	
	India	
	China	
	Vietnam	
	Myanmar	



...and with QNB, QNB Finansbank has the strongest shareholder of all banks in Turkish market

QNB has superior ratings and dominant presence in domestic market

Major Banks	Controlling Shareholder	Parent's Foreign Currency Long-term Rating			Parent's Market Share in Domestic Market ⁽¹⁾⁽²⁾
		Moody's	Fitch	S&P	
Akbank	Sabancı Holding	Not rated			N/A
Isbank	Isbank Pension Fund	Not rated			N/A
Garanti	BBVA	A3	A-	BBB+	12%
Yapi Kredi	Unicredit Koç Holding	Baa1 Baa3	BBB+ Not rated	BBB- BBB-	10% N/A
QNB Finansbank	QNB	Aa3	AA-	A+	42%
Denizbank	Sberbank	Ba2	BBB-	N/A	29%
TEB	BNP Paribas Çolakoğlu Holding	A1	A+ Not rated	A	Not Disclosed ⁽³⁾

QNB's exceptional strength is underlined by all three major rating agencies

STANDARD & POOR'S
RATINGS SERVICES

"Our stable outlook on Qatar National Bank (QNB) reflects the bank's resilient financial performance supported by its core franchise in Qatar as well as its expected extraordinary support from the Qatari Government"

May 31st, 2016

MOODY'S

"The standalone rating reflects: (1) consistently high profitability levels, supported by QNB's dominant market position and government relationships; (2) strong asset quality and sound capitalization; (3) strong funding and liquidity metrics supported by growth in both its domestic private and international deposit base and (4) increasing business diversification derived from non-domestic operations."

May 20th, 2016

FitchRatings

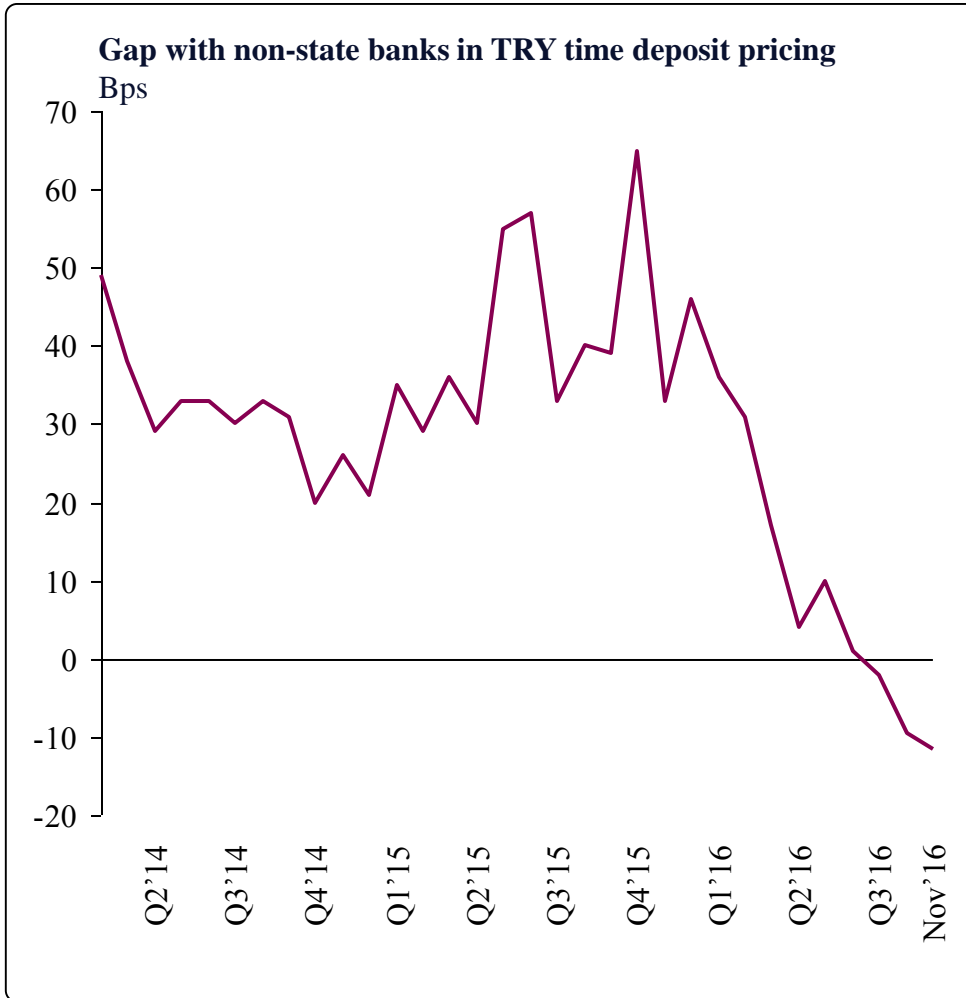
"Profitability is stronger than that of most peers. Risk appetite is fairly conservative despite rapid growth and expansion into some higher-risk markets. We note however that QNB has a good track record of integrating and managing subsidiaries in weaker operating environments"

April 21st, 2016

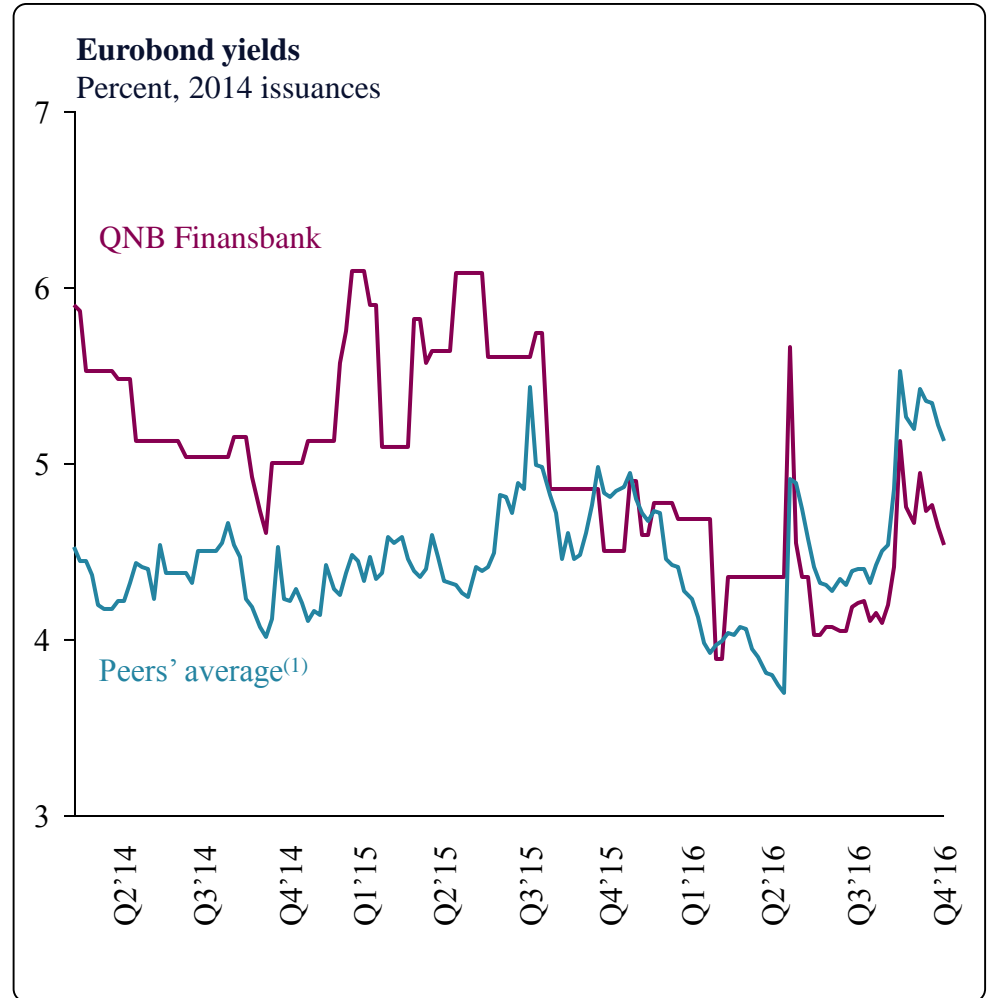
Only bank ranked among top 50 safest banks⁽⁴⁾ in the world with presence in Turkey

Change in shareholder already delivering improvement in cost of funding

QNB Finansbank's deposit interest rate costs already converged to the sector...

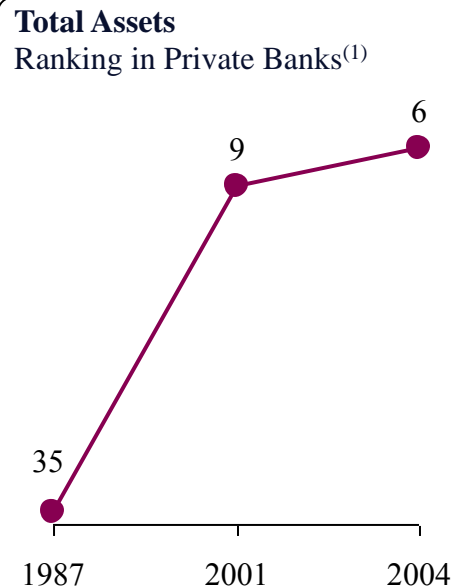


....while wholesale funding costs declined immediately following announcement of acquisition

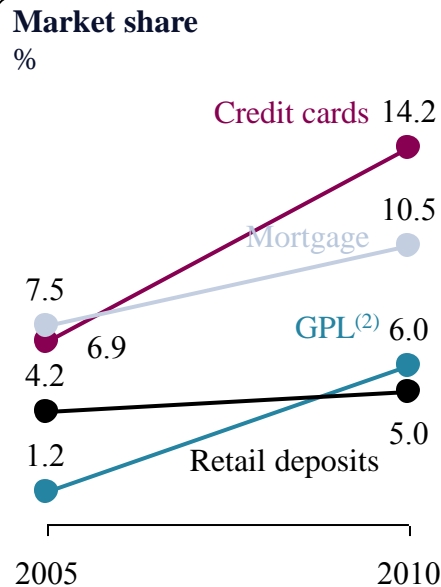


The new shareholder opens a new frontier of growth for one of Turkey's top performers

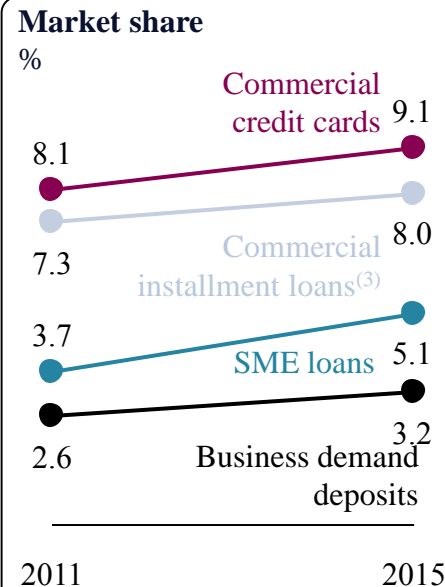
1987-2004: fast growth behind leadership in Corporate & Commercial Banking



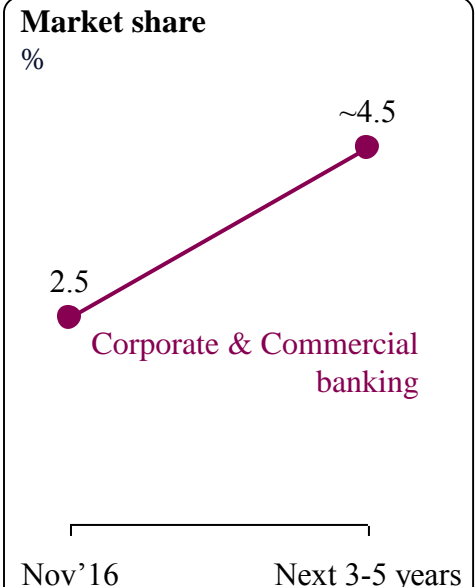
2005-2011: Retail banking boom with market leading growth and success



2012-2016: Business banking growth with productivity and risk focus



2016 beyond: Sustained success in Retail and SME while leapfrogging market in Corporate & Commercial Banking

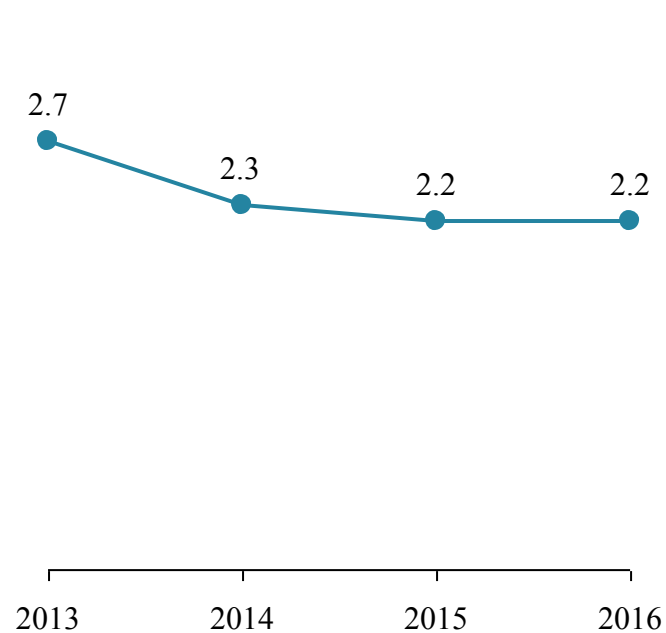


Change in business mix combined with measures taken in credit risk management across segments translates to better asset quality

CoR on a declining trend

Cost of Risk

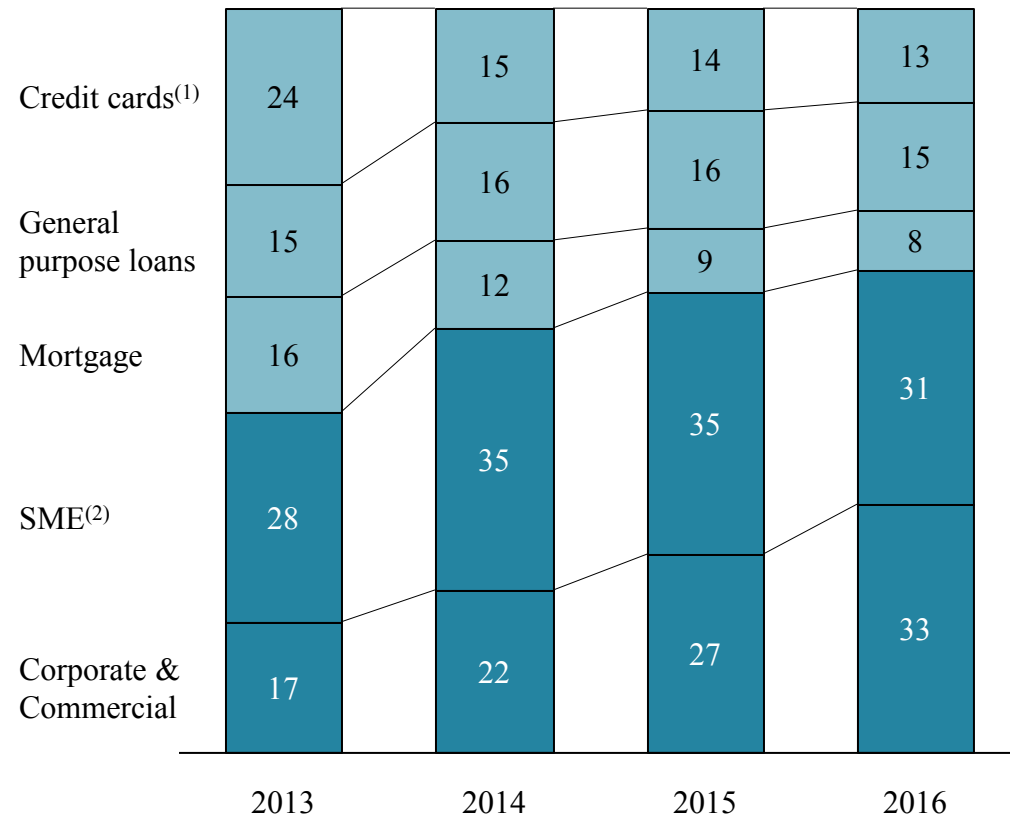
%



Shift towards business banking helps improve cost of risk

Loan Composition

% of total loans



SCoR

2016, %



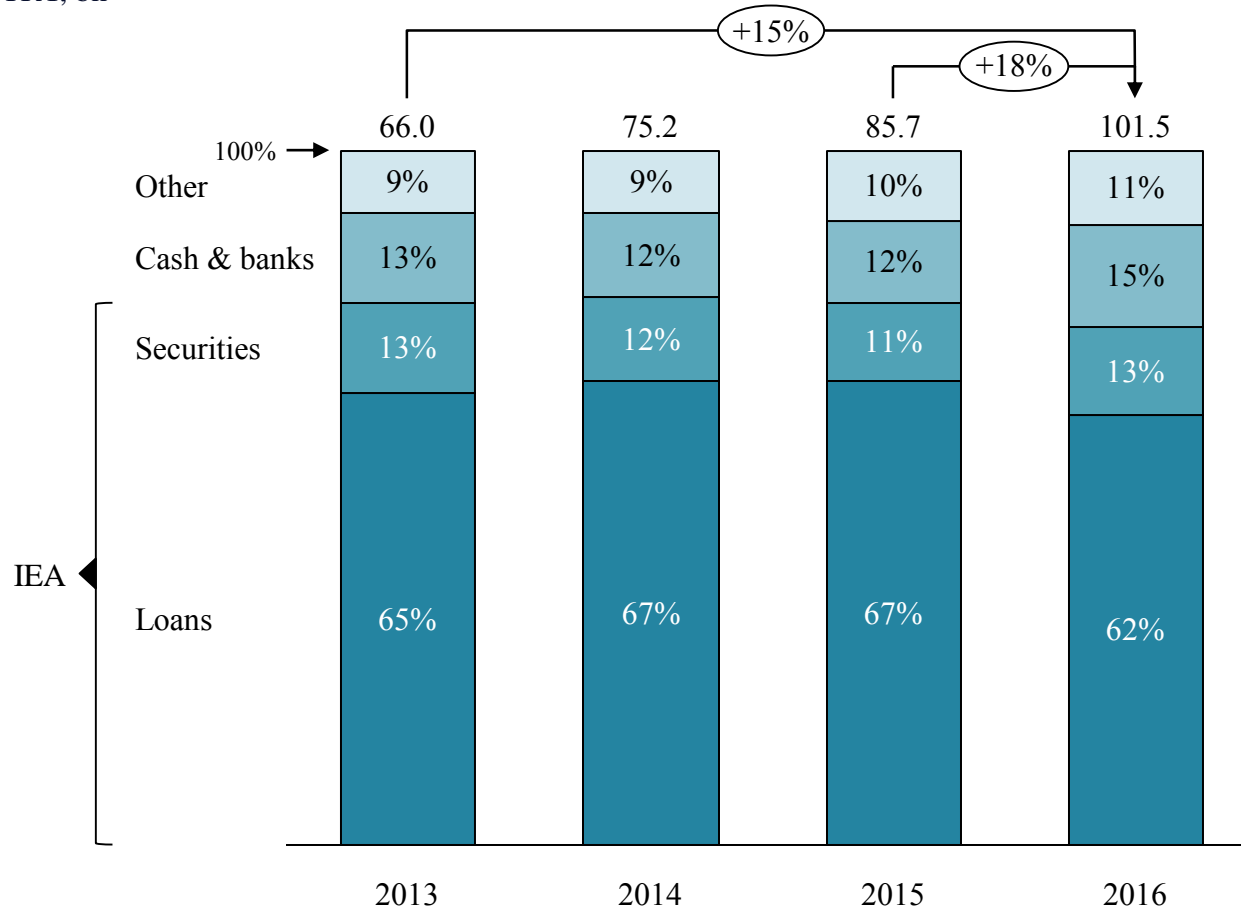


Loan-based Balance Sheet Delivering High Quality Earnings

Asset size exceeded TRY 101bn with 15% average annual growth over last three years

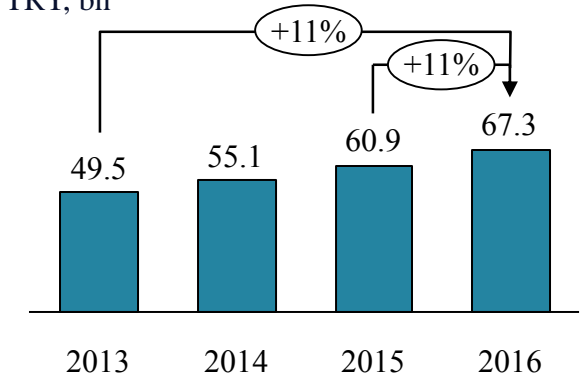
Loan heavy balance sheet

Total Assets
TRY, bn



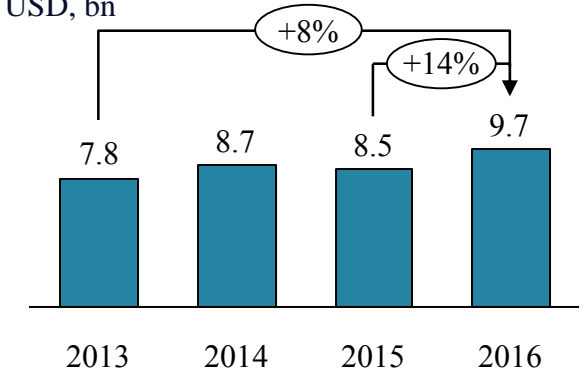
Stable growth in TRY assets

TRY Assets
TRY, bn



Faster growth of FX assets due to shift to business banking

FX Assets⁽¹⁾
USD, bn

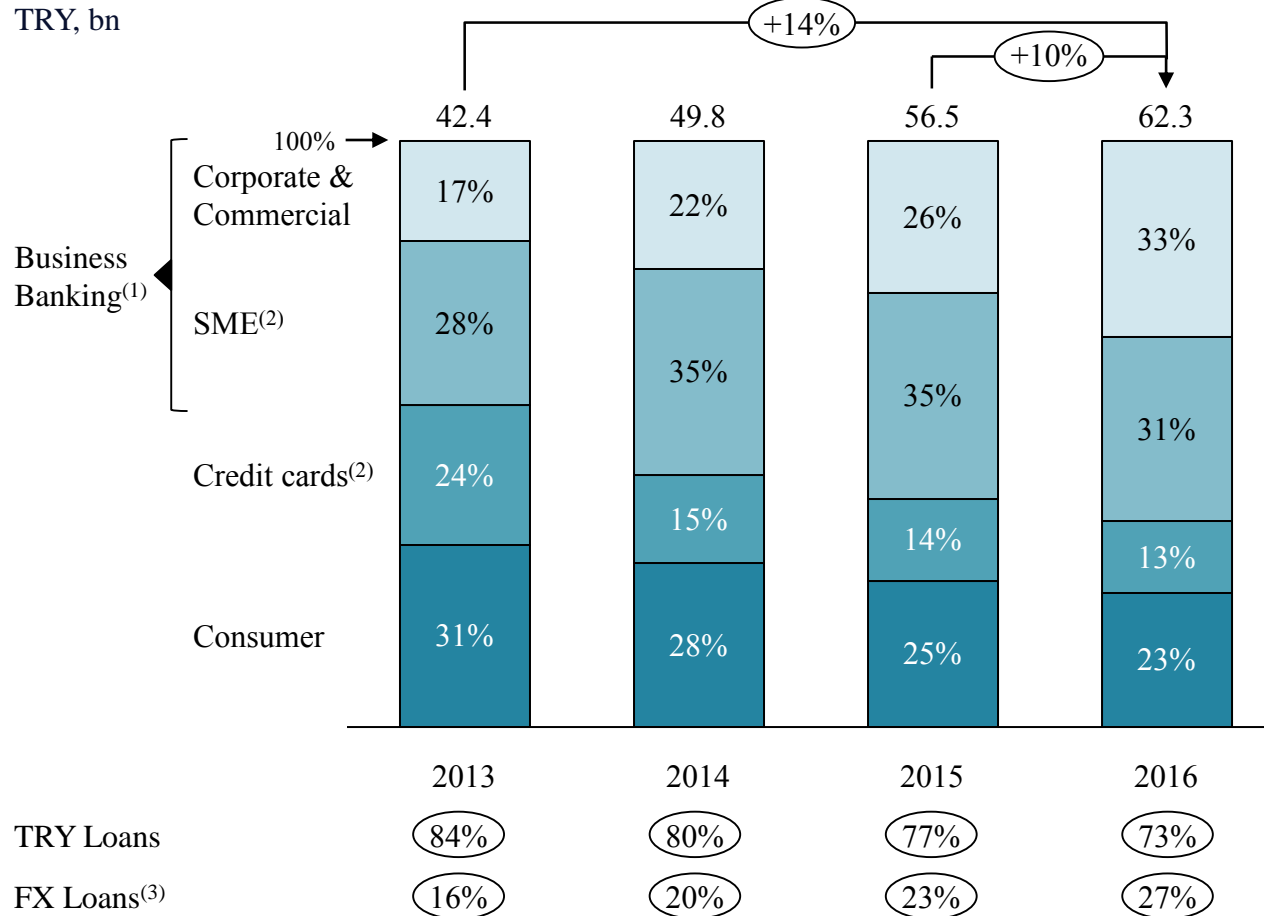


Sustained and successful execution of the growth strategy...

Loan book continued to shift towards business banking

Performing Loans by Segment and Currency

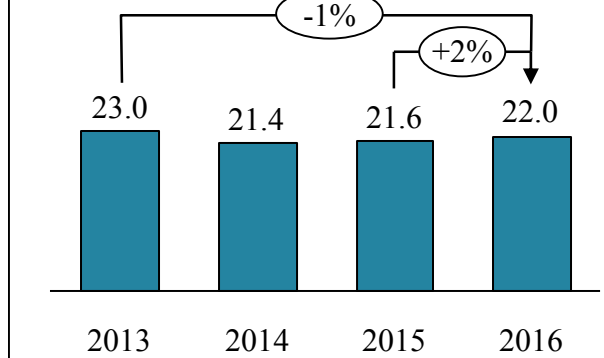
TRY, bn



Retail loans are almost flat over the period

Retail Loans

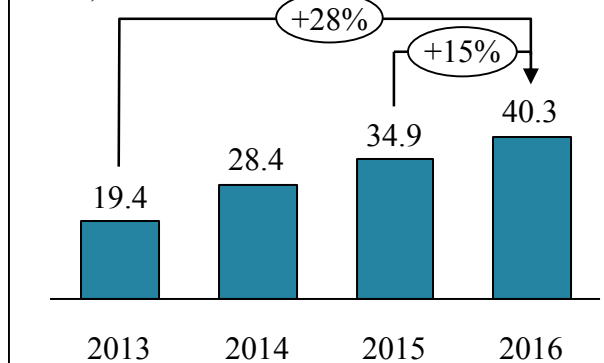
TRY, bn



Significant growth in business loans

Business Loans

TRY, bn

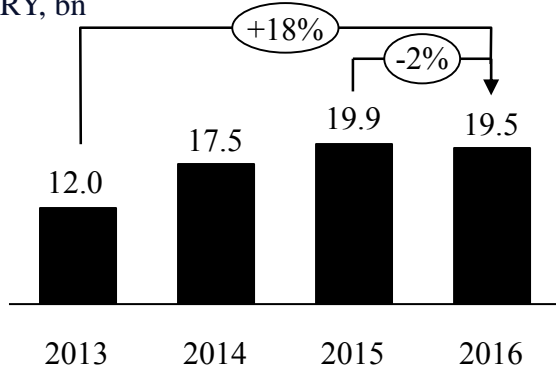


... focused on business banking loans and selective retail banking segments

(% CAGR)
 ■ Business banking
 ■ Retail banking

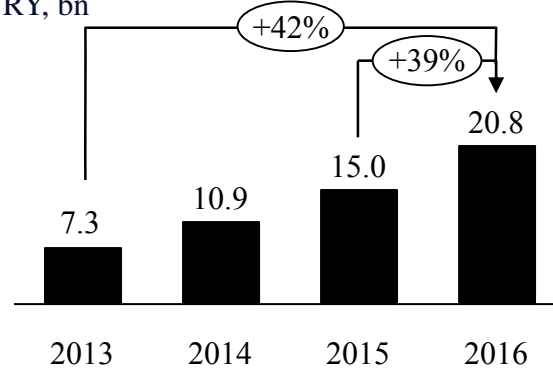
**Caution in SME loans in last quarters;
growth to resume with market stability**

SME Loans⁽¹⁾
TRY, bn



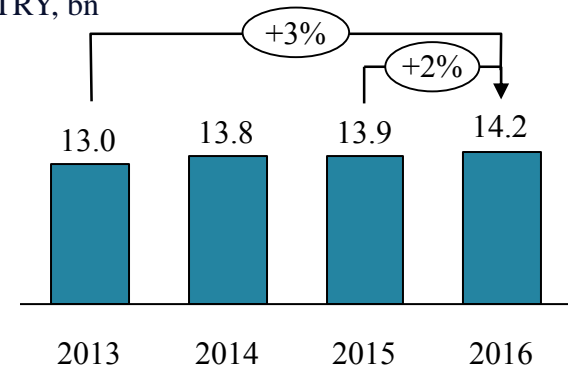
Strong growth in corporate & commercial loans supported also by FX rates

Corporate & Commercial Loans⁽¹⁾
TRY, bn



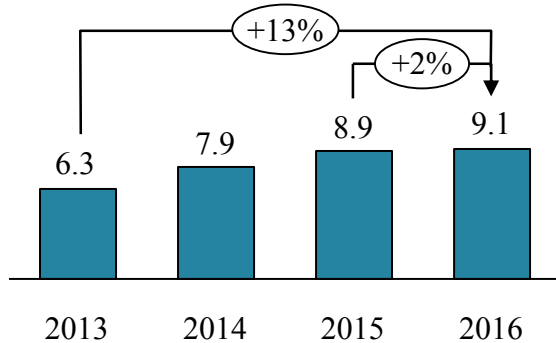
Selective growth in consumer loans...

Consumer Loans⁽²⁾
TRY, bn



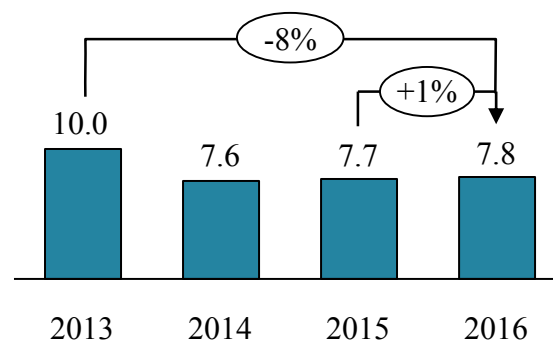
... mainly driven by GPLs...

General Purpose Loans⁽³⁾
TRY, bn



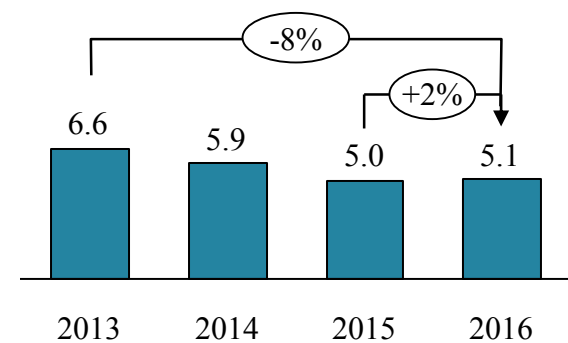
... with stabilized volume in credit cards...

Credit Card Loans⁽⁴⁾
TRY, bn



... as well as in mortgages

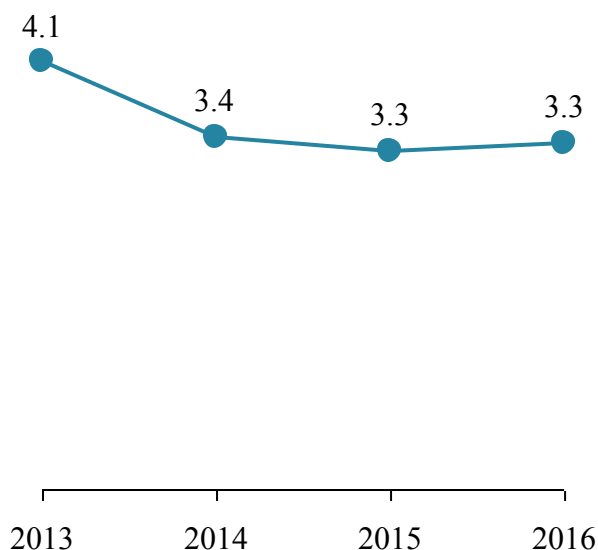
Mortgage Loans
TRY, bn



Controlled asset quality with high coverage ratios

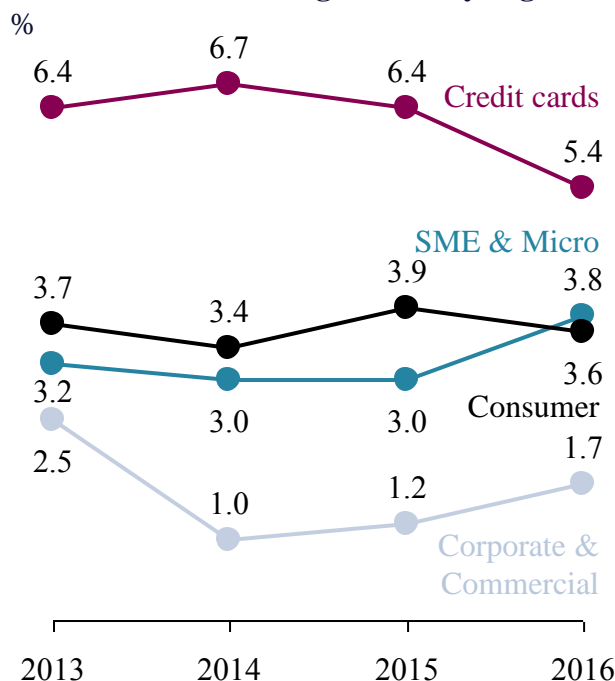
Stable NPL inflows thanks to stringent risk measures and changing business mix

NPL Additions / Average Loans%



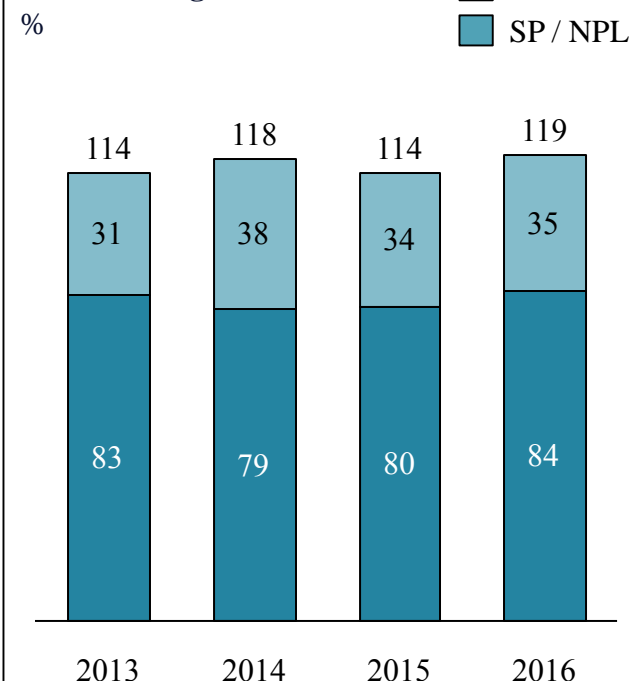
Slight increase in business NPL inflows offset by strong retail credit performance

NPL Additions / Average Loans by Segment %



NPLs are well covered through general and specific provisions

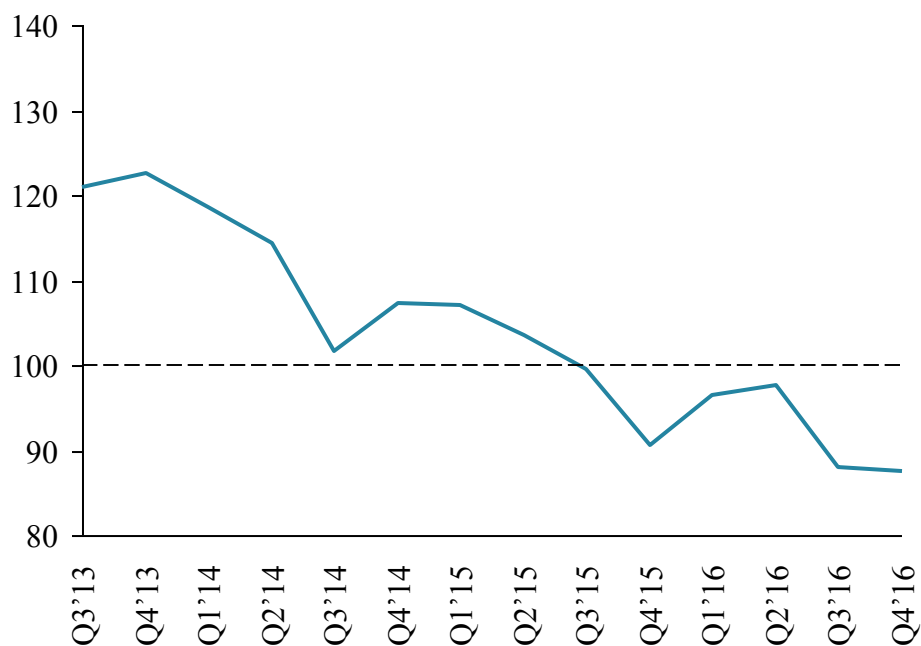
NPL Coverage⁽¹⁾



Increasingly more conservative approach in consumer lending

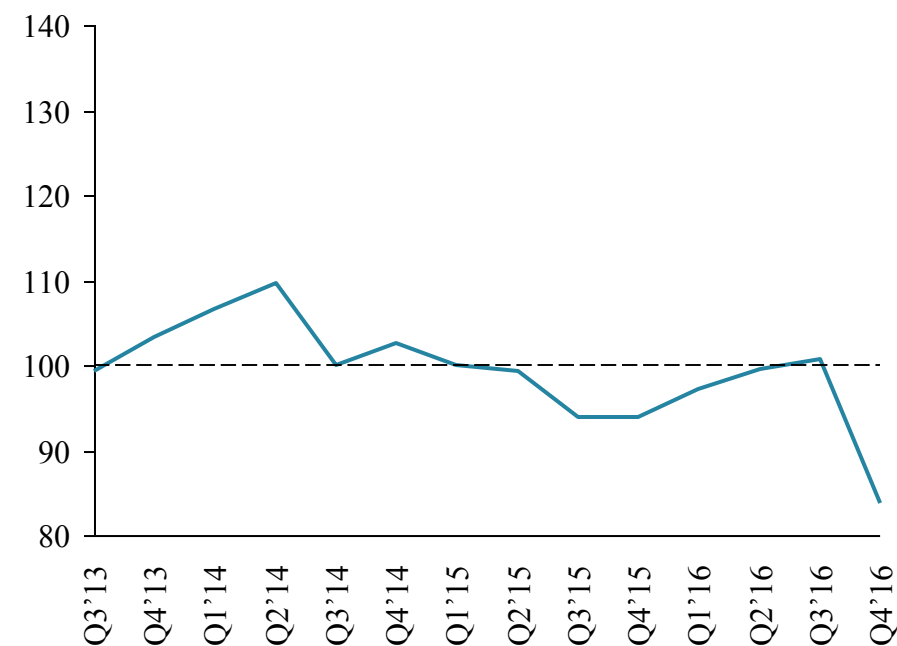
QNB Finansbank credit cards

Implied limit weighted PD⁽¹⁾⁽²⁾
Indexed to sector for each period



QNB Finansbank general purpose loans

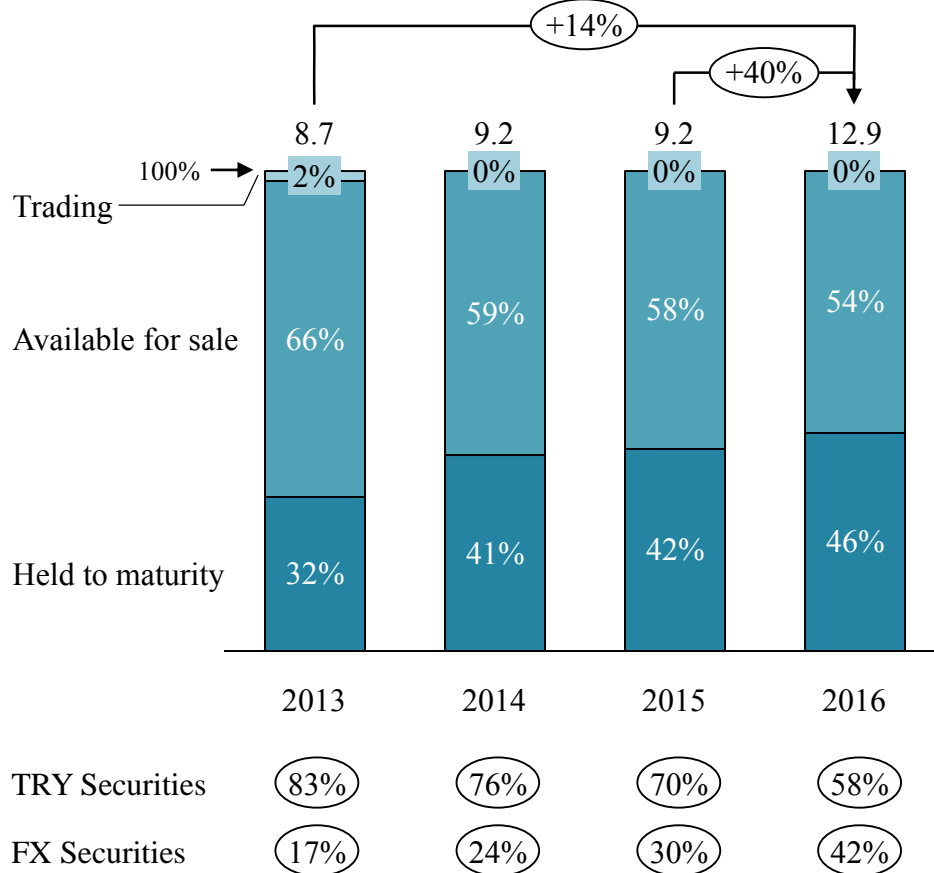
Implied limit weighted PD⁽¹⁾⁽²⁾
Indexed to sector for each period



Securities portfolio increased to TRY 12.9bn, making up 13% of assets

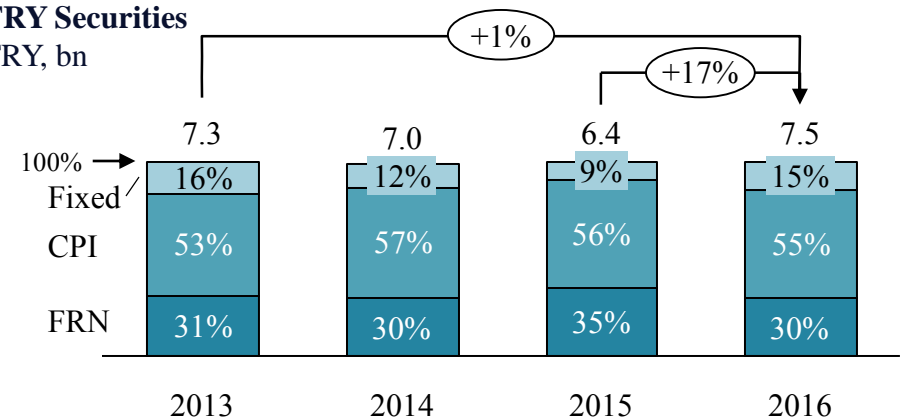
Growth in securities portfolio largely driven by FX securities

Total Securities
TRY, bn



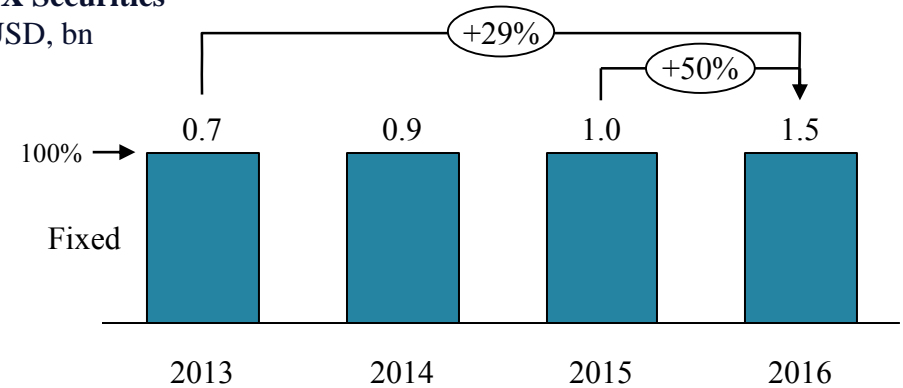
85% of TRY securities are indexed / variable rate

TRY Securities
TRY, bn



Strong growth in FX securities with investments in 2016

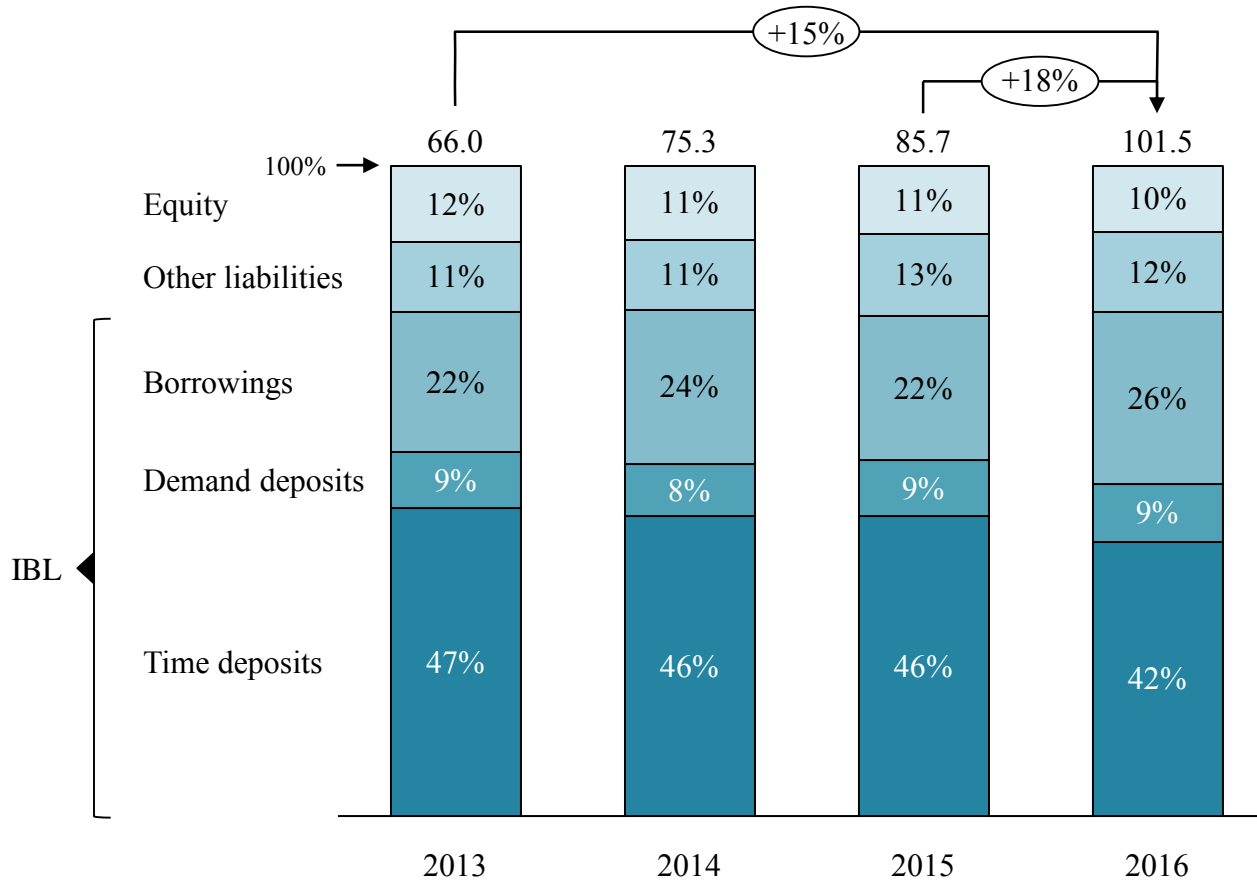
FX Securities
USD, bn



Well-diversified funding structure underpinned by solid deposit base

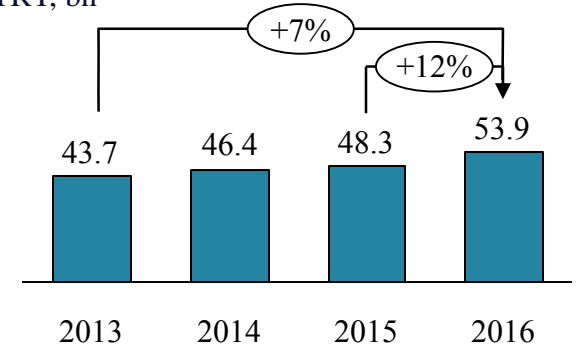
Use of diversified funding sources while increasingly leveraging new shareholder structure to refrain from deposit competition

Total Liabilities
TRY, bn



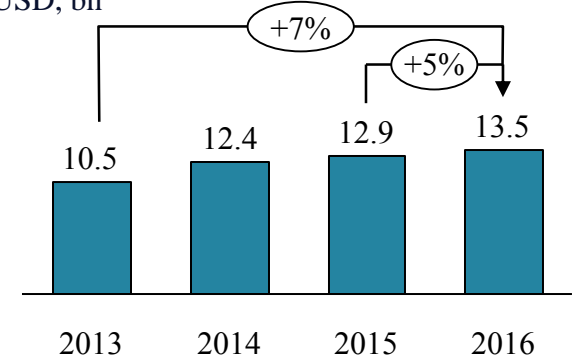
Modest growth in TRY liabilities

TRY Liabilities
TRY, bn



Recent slowdown in FX liabilities growth due to costly FX deposits release

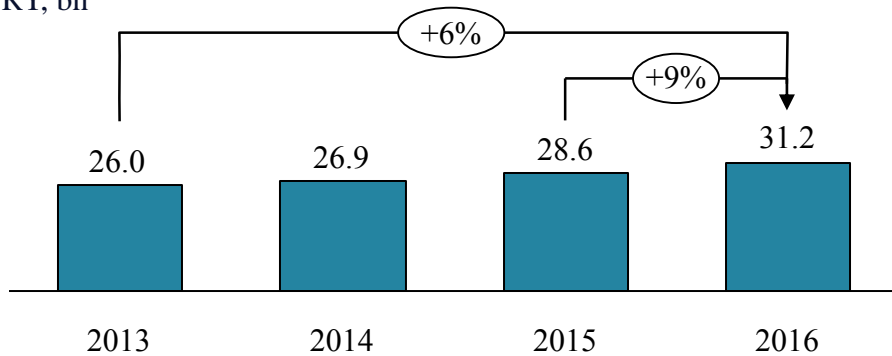
FX Liabilities
USD, bn



Slight decrease in L/D ratio and strong demand deposit growth

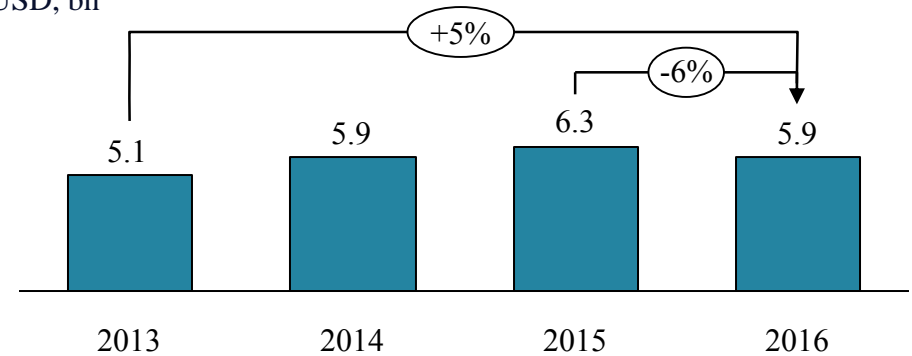
Stable TRY deposits growth

TRY Deposits
TRY, bn



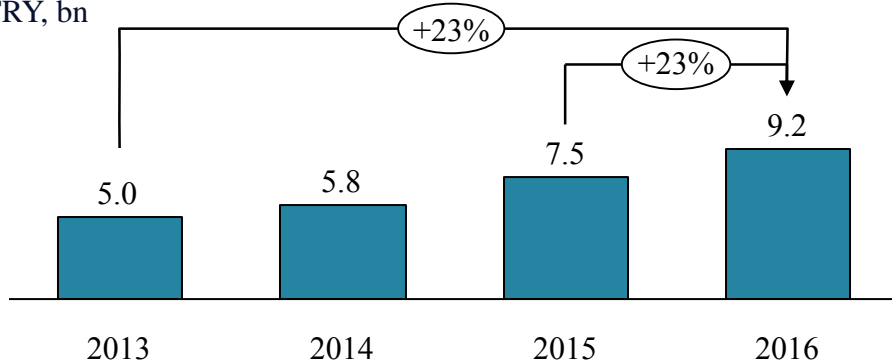
Recent contraction in FX deposits in line with the sector due to movement to TRY deposits in addition to cost optimization

FX Deposits
USD, bn



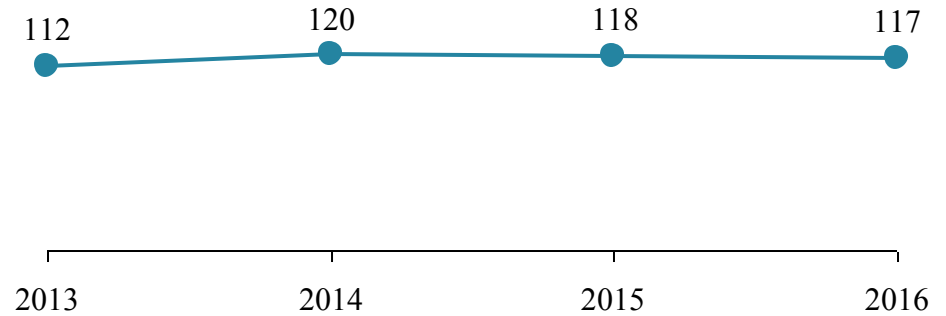
Impressive growth in demand deposits

Demand Deposits
TRY, bn



Loan-to-deposit ratio in line with the sector

Loan-to-deposit ratio⁽¹⁾
%

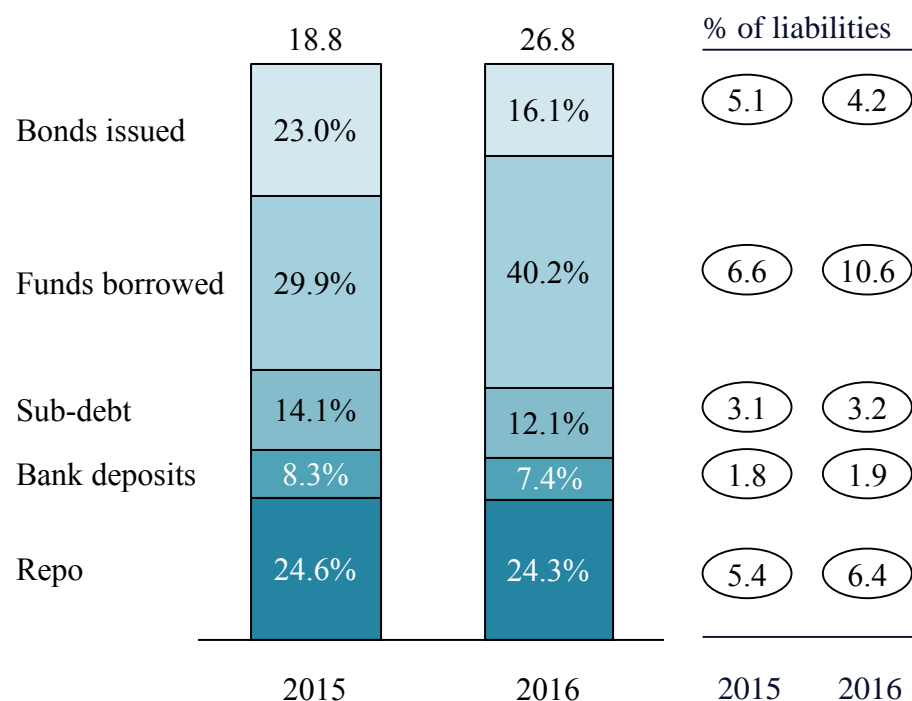


Disciplined use of non-deposit funding and strong capital base

Low reliance on institutional borrowings and repo funding; strong long-term opportunity with new shareholder structure

Borrowings⁽¹⁾ by Type

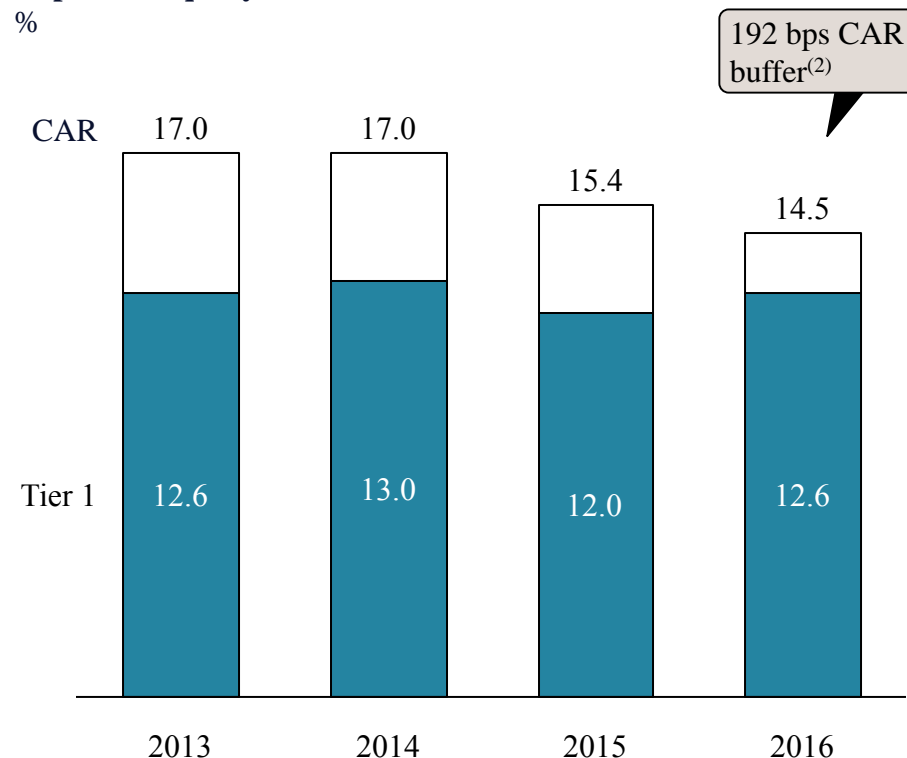
TRY bn, % of borrowings



Capital adequacy at comfortable level with additional buffer despite exchange rate impact and sub-loan amortization

Capital Adequacy

%



A structured approach to market and liquidity risk management

Focused ALM leads to low interest rate sensitivity

- TRY **interest rate sensitivity** is actively managed in the international swap market
- Hedge **swap book** stands at TRY 12.8bn as of Q4'16
- Net change in Economic Value / Equity is constantly monitored under several scenarios
- **Low sensitivity to interest rate increases** demonstrates that QNB Finansbank is **one of the more conservative in the market** in managing interest rate risk (12.7% losses / equity as of Nov'16, which is well below the regulatory limit of 20%)

Prudent management of liquidity risk

- Strong framework is in place to ensure **sufficient short-term and long-term liquidity**
- Internal metrics and early warning signals are determined besides regulatory limits. Total Regulatory Liquidity Coverage ratio is 104.1% as opposed to 70% limit, whereas FX Regulatory Liquidity coverage ratio is 135.9% as opposed to 50% limit. Liquidity coverage ratio limits will be increased gradually by 10% each year up to %100 and 80% in 2019 for total liquidity and FX liquidity, respectively
- Continuous monitoring and reporting are in place to support effective management in addition to contingency plans for extreme situations

Low risk appetite for trading risks

- Low trading risk appetite is reflected by the limit structure both on portfolio and product level
- **Best-in-class measurement methodologies** are in place with daily monitoring of all market risk metrics (VaR, sensitivities, etc.) in addition to stress tests and what-if analysis



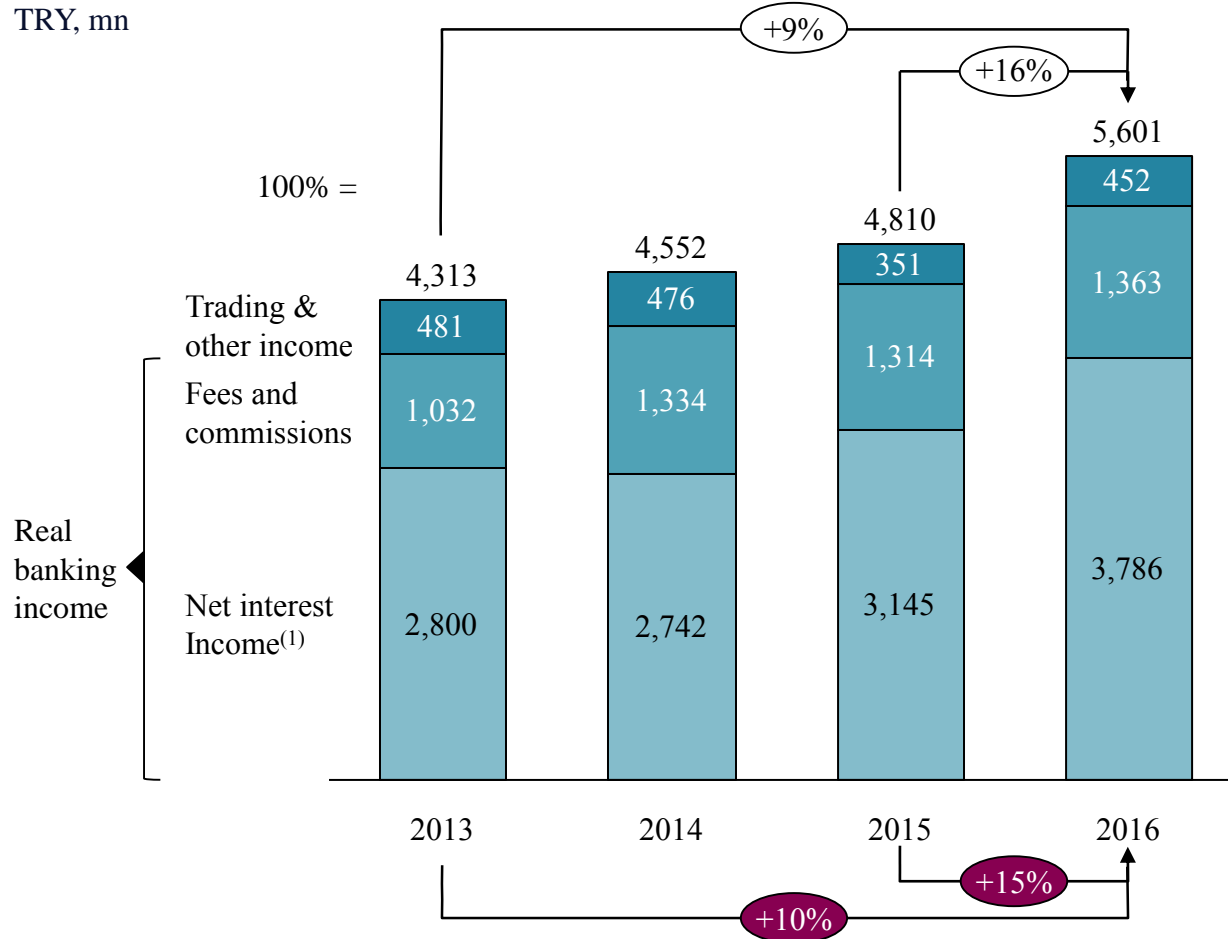
Solid Financial Performance

Focus on real banking income generation

% CAGR
% Real banking growth

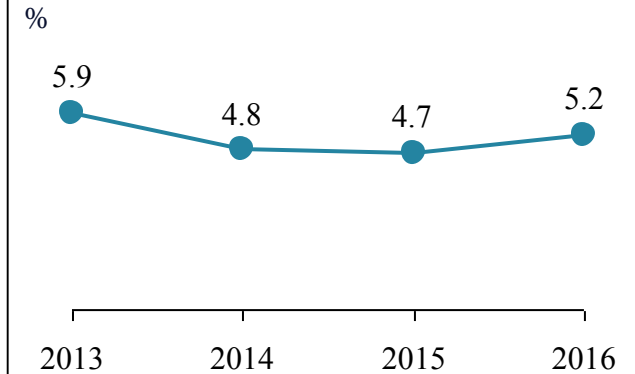
Operating income driven from core banking activities

Total Operating Income
TRY, mn



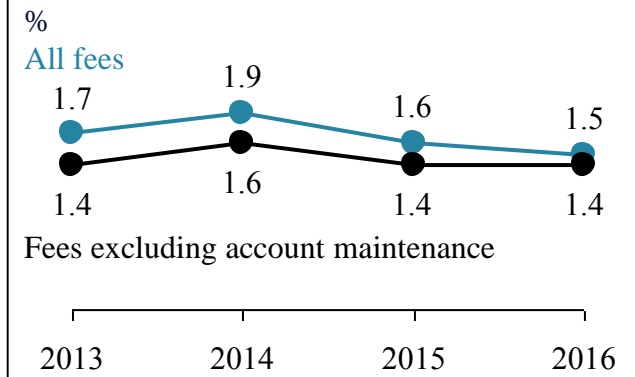
NIM in expansion trend

NIM after Swap



Stable fee generation despite regulations

Fees / Assets

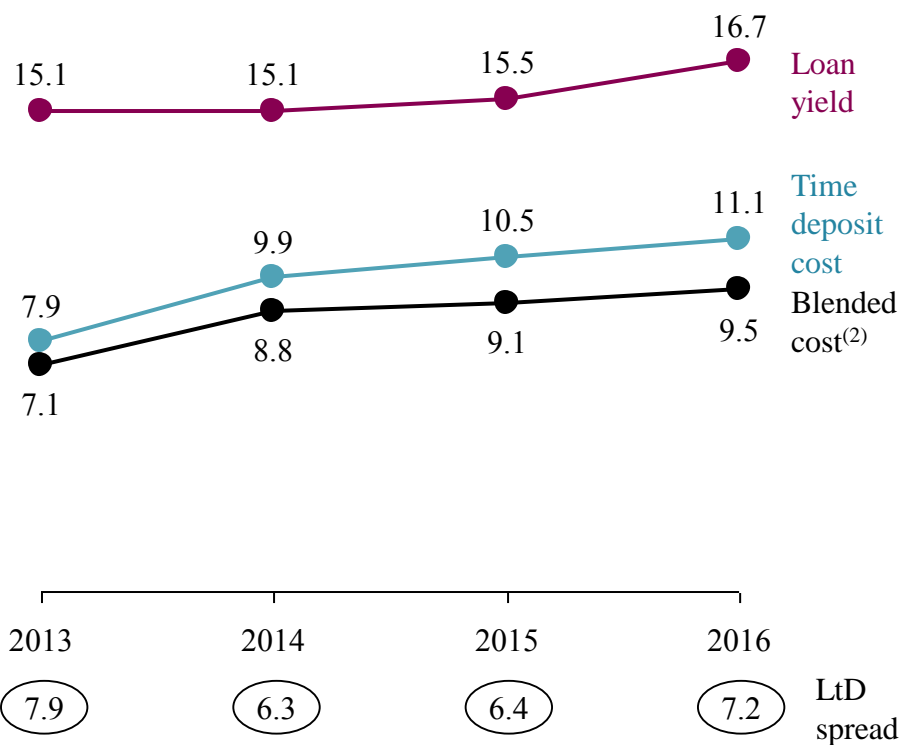


Exceptional spread management in both TRY and FX fronts

Loan-to-deposit spread expansion for TRY side during 2016

TRY Spread

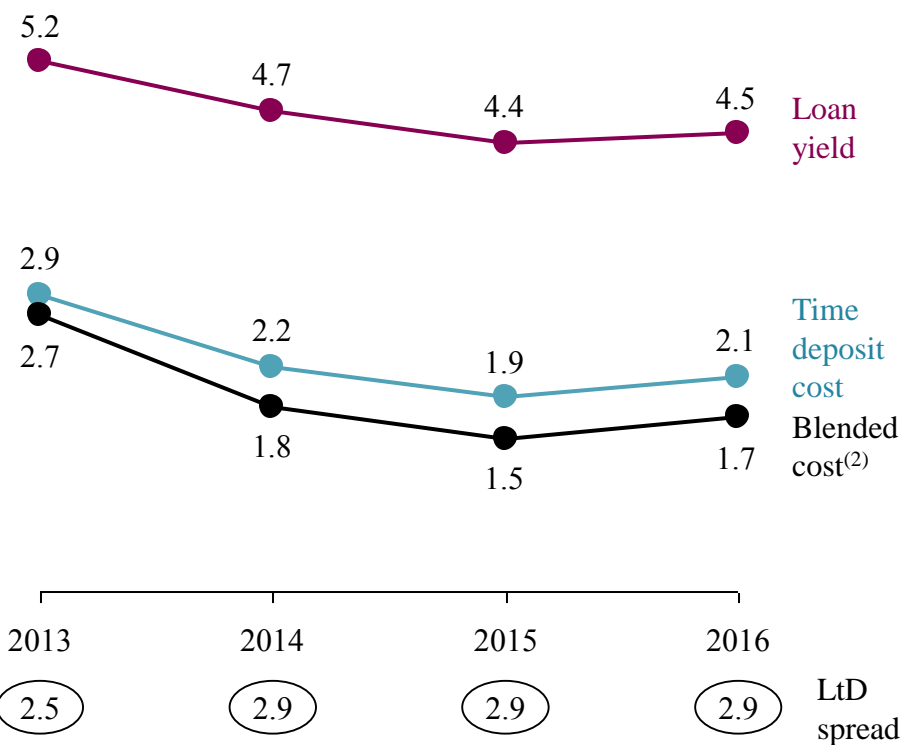
%, period average



Consistent loan-to-deposit spreads for FX side

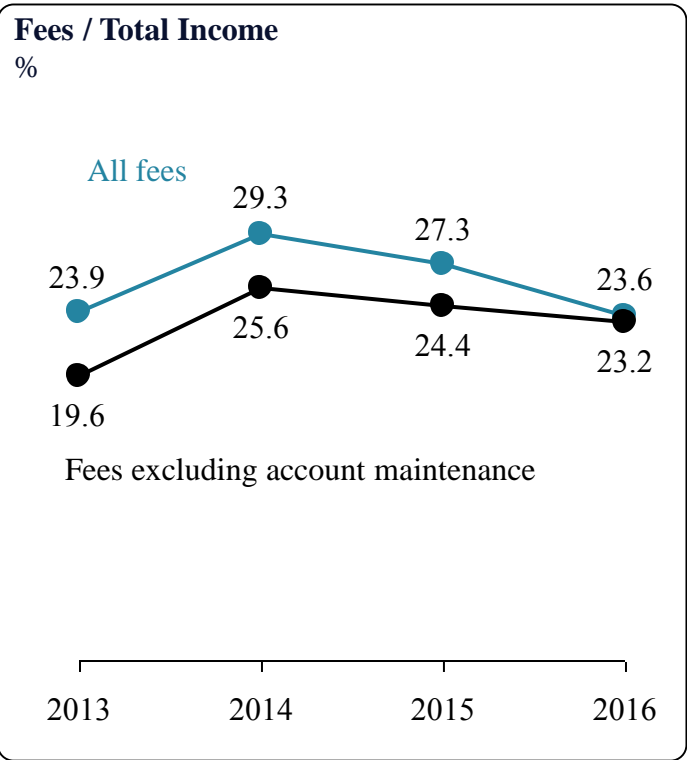
FX Spread⁽¹⁾

%, period average

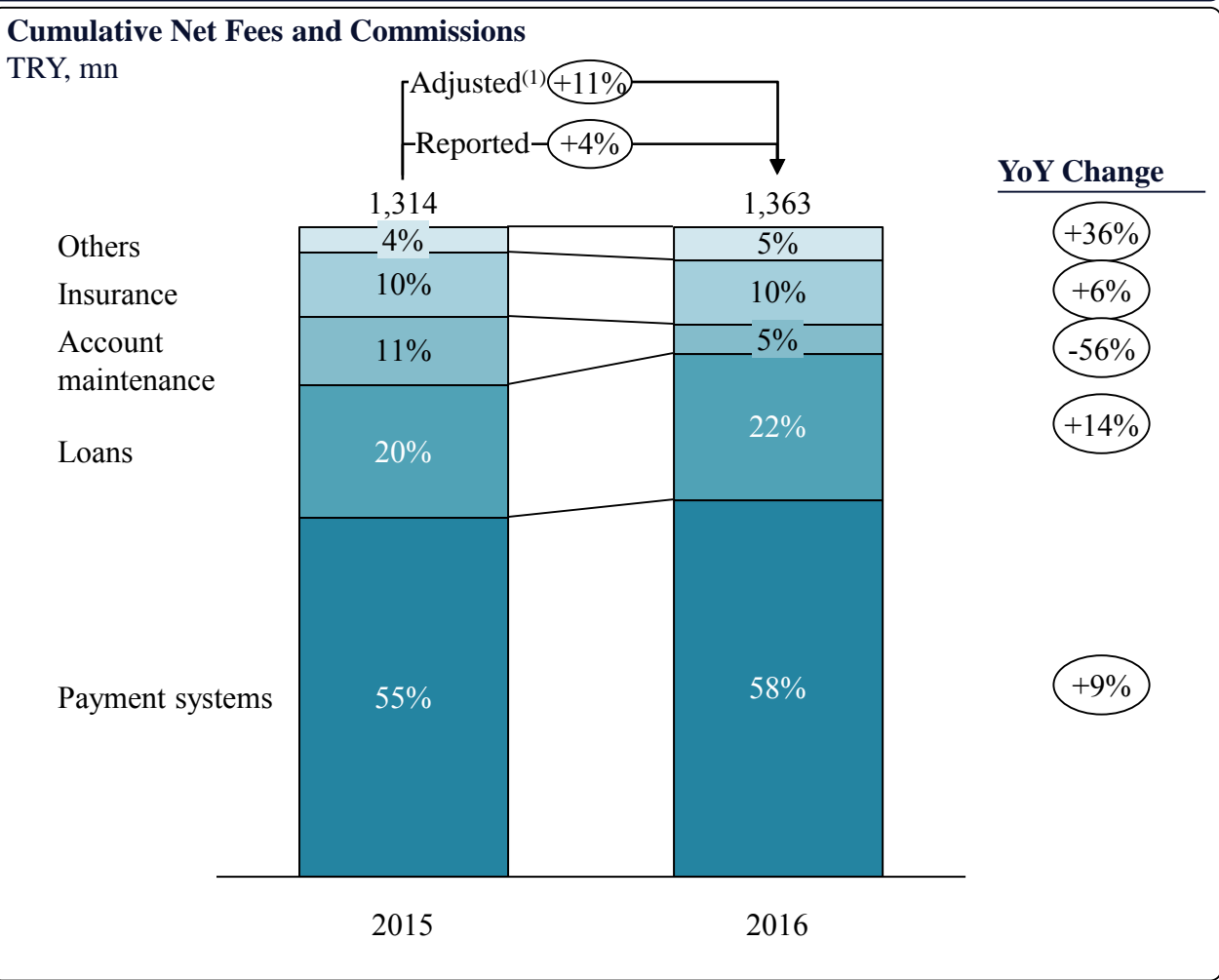


Sustained fee generation despite regulatory interventions with strong performance across diversified business segments

Recent decrease in the share of fees in total income due to denominator effect



11% YoY growth in fee generation excluding regulations impact on account maintenance fees



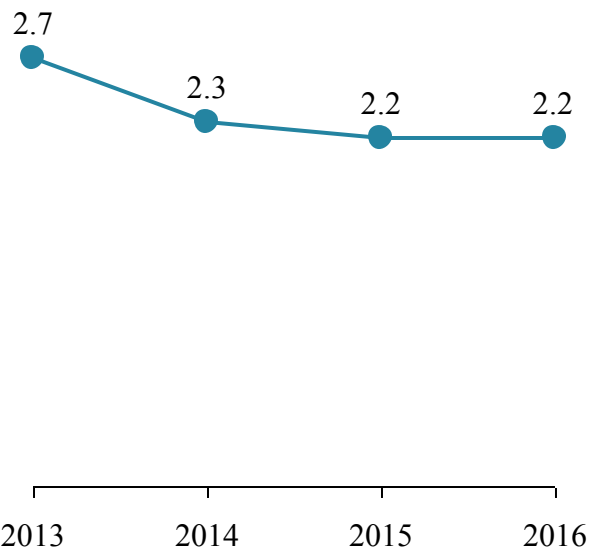
(1) When regulatory impact of account maintenance fees is excluded

Cost of risk at comfortable level

CoR on a declining trend

Cost of Risk

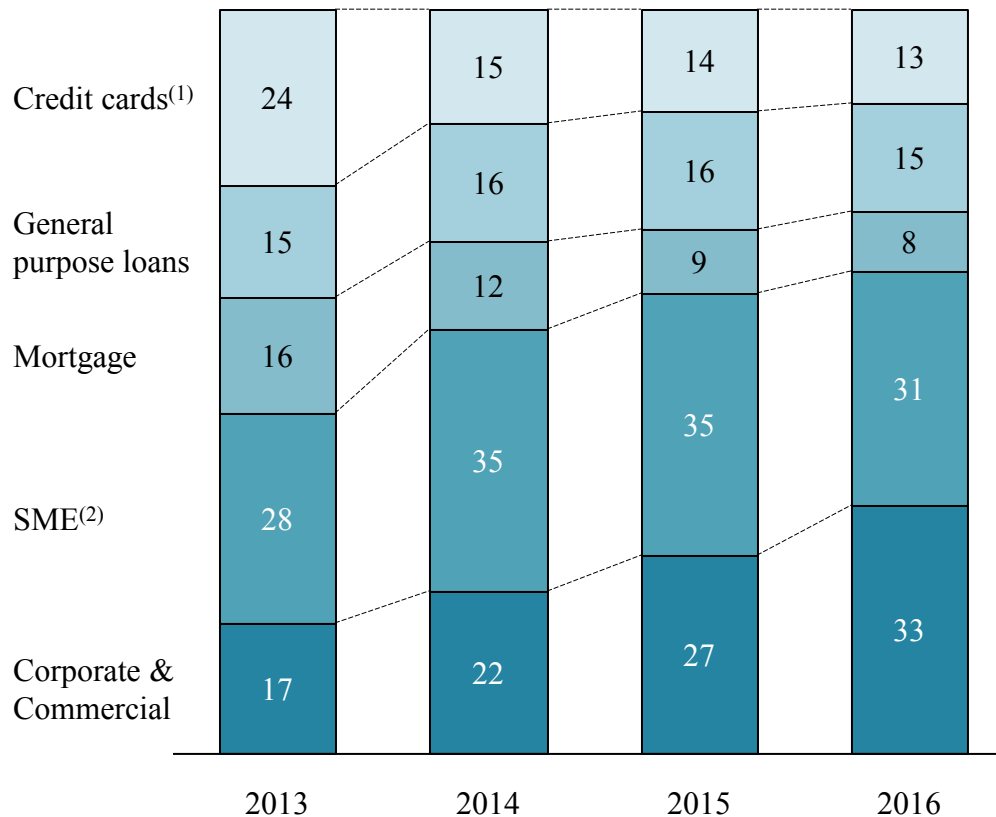
%



Shift towards business banking helps improve cost of risk

Loan Composition

% of total loans



SCoR

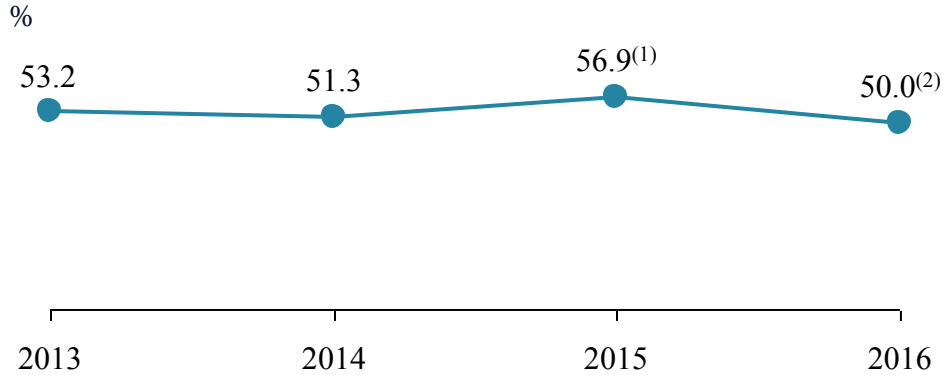
2016, %



Controlled expenditures growth

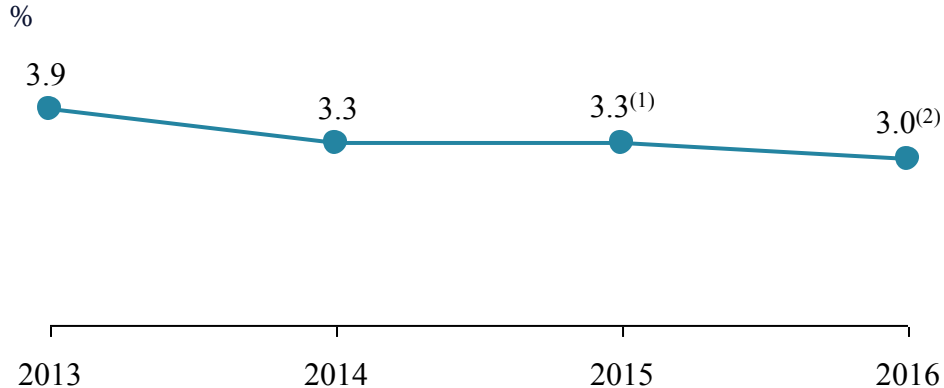
Improvement in cost / income ratio despite commission refunds

Cost / Income



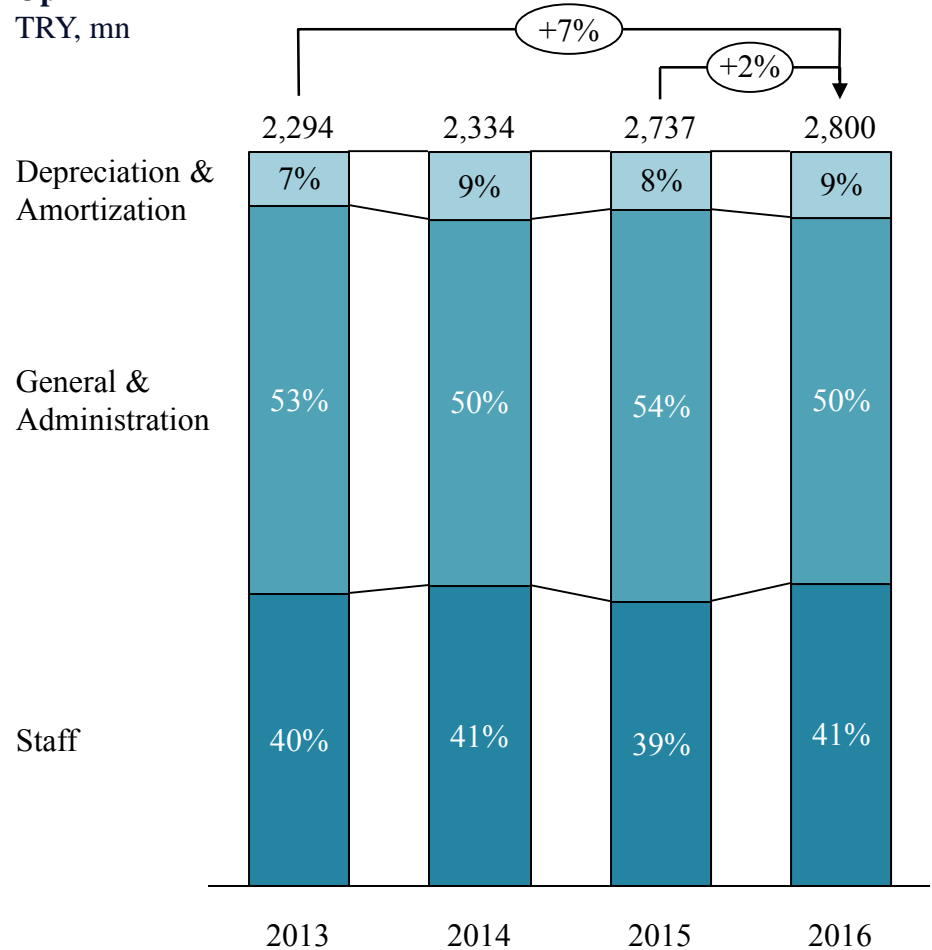
Strong efficiency improvement generating growth with limited OpEx increase

OpEx / Assets



Controlled OpEx growth

OpEx TRY, mn



Key financial ratios

	Bank only figures	2013	2014	2015	2016	YoY
Profitability	RoAE	9.8%	10.9%	8.0%	12.7%	+4.7pps
	RoAA	1.2%	1.2%	0.9%	1.3%	+0.4pps
	Cost / Income	53.2%	51.3%	56.9%	50.0%	-6.9pps
	NIM after swap expenses	5.9%	4.7%	4.7%	5.2%	+0.5pps
Liquidity	Loans / Customer deposits	116.0%	123.8%	121.8%	121.1%	+0.7pps
	Loans / Deposits (incl. Bank Deposits)	112.0%	119.7%	117.9%	116.7%	+2.0pps
Asset Quality	NPL Ratio	6.5%	5.2%	6.3%	5.8%	-0.5pps
	Coverage	82.8%	79.2	80.4%	84.0%	+3.6pps
	Cost of Risk	2.7%	2.3%	2.2%	2.2%	+0.1pps
Solvency	CAR	17.0%	17.0%	15.4%	14.5%	-1.4pps
	Tier I Ratio	12.6%	13.0%	12.0%	12.6%	+0.3pps
	Leverage	8.6	8.8	9.5	10.0	+0.5

Key strategies in 2017 and going forward

Long Term Sustainable Strategy

- **Real banking**, i.e., minimum market risk
- **Prudent credit risk management**
- **High CAR, high liquidity** at all times
- Leverage **wholesale funding opportunities** presented by new shareholder structure

Mid Term Strategic Actions

- Maintain solid, above the market **growth in Corporate & Commercial** and **SME** segments
- **Measured growth in consumer** lending with general purpose loans and renewed emphasis on credit cards with “high card spend” – a driver of acquiring volume (an SME business)
- Profitability and **downstream business focus** in Corporate & Commercial segments
- Continued emphasis on building a **stable deposit base** through new channels, offerings to untapped segments and customer groups (enpara.com)
- Focus on **fee generation** and **operating expenses control** as well as continuing **improvement on cost of risk** front thanks to the shift in loan book mix towards less risky segments

Appendix

A decorative graphic on the right side of the page, resembling a folded book corner. It consists of a dark red outer layer and a lighter red inner layer, with a white diagonal line separating them. The layers are folded over each other, creating a three-dimensional effect.

Finansbank BRSA Bank-Only Summary Financials

Income Statement

TRY, mn	2013	2014	2015	2016
Net Interest Income (After Swap Expenses)	2,800	2,742	3,145	3,786
Net Fees & Commissions Income	1,032	1,334	1,314	1,363
Trading & Other Income	481	476	351	452
Total Income	4,313	4,551	4,810	5,600
Operating Expenses	(2,294)	(2,334)	(2,737)	(2,800)
Total Operating Income	2,018	2,218	2,073	2,800
Provisions	(1,081)	(1,076)	(1,170)	(1,316)
Profit before tax	938	1,142	903	1,484
Tax expenses	(203)	(265)	(197)	(280)
Profit after tax	734	877	706	1,203

Balance Sheet

TRY, mn	2013	2014	2015	2016
Cash & Banks ⁽¹⁾	8,515	9,108	10,313	14,925
Securities	8,731	9,165	9,197	12,950
Net Loans	42,910	50,344	57,273	62,923
Fixed Asset and Investments ⁽²⁾	1,344	2,380	2,283	2,912
Other Assets	4,510	4,209	6,661	7,792
Total Assets	66,010	75,206	85,727	101,503
Customer Deposits	36,980	40,652	47,009	51,966
Borrowings	14,301	17,964	18,835	26,794
Bonds Issued	3,955	5,373	4,336	4,312
Funds Borrowed	3,351	4,898	5,640	10,758
Sub-debt	1,951	2,122	2,662	3,236
Bank Deposit	1,341	1,423	1,557	1,973
Repo	3,703	4,147	4,639	6,515
Other	7,080	8,017	10,860	12,617
Equity	7,648	8,574	9,024	10,126

Finansbank BRSA Consolidated Summary Financials

Income Statement

TRY, mn	2013	2014	2015	2016
Net Interest Income (After Swap Expenses)	2,908	2,865	3,272	3,962
Net Fees & Commissions Income	1,087	1,397	1,387	1,445
Trading & Other Income	466	474	307	455
Total Income	4,461	4,736	4,966	5,862
Operating Expenses	(2,383)	(2,444)	(2,874)	(2,938)
Total Operating Income	2,078	2,292	2,092	2,923
Provisions	(1,103)	(1,100)	(1,207)	(1,390)
Profit before tax	975	1,192	884	1,533
Tax expenses	(216)	(276)	(204)	(295)
Profit after tax	758	916	680	1,238


Balance Sheet

TRY, mn	2013	2014	2015	2016
Cash & Banks ⁽¹⁾	8,688	9,209	10,403	15,084
Securities	8,779	9,209	9,254	12,983
Net Loans	42,856	50,181	57,110	62,637
Fixed Assets ⁽²⁾	943	1,897	1,979	2,243
Other Assets	6,399	6,339	9,304	11,378
Total Assets	67,666	76,835	88,049	104,325
Customer Deposits	36,766	40,473	46,755	51,892
Borrowings	15,848	19,439	20,921	27,351
Bonds Issued	3,955	5,825	5,827	6,332
Funds Borrowed	4,821	5,853	6,066	11,164
Sub-debt	1,951	2,122	2,662	3,236
Bank Deposit	1,341	1,423	1,557	1,973
Repo	3,780	4,216	4,809	6,620
Other	7,189	8,126	10,968	12,805
Equity	7,863	8,798	9,405	10,304

Borrowings and Issuances

Type of Borrowing	Maturity	Currency	Outstanding Principal (mn)	Tenor (Years)
TRY Bond	Jan-17	TRY	19.70	0.51
TRY Bond	Feb-17	TRY	107.00	0.25
TRY Bond	Mar-17	TRY	20.82	0.25
TRY Bond	Feb-17	TRY	66.00	0.50
TRY Bond	Jan-17	TRY	139.47	0.25
TRY Bond	Jan-17	TRY	311.13	0.25
TRY Bond	Jan-17	TRY	85.00	0.25
TRY Bond	Feb-17	TRY	200.00	0.25
TRY Bond	Apr-17	TRY	76.48	0.50
TRY Bond	Mar-17	TRY	52.00	0.25
TRY Bond	Mar-17	TRY	93.15	0.25
Eurobond	Nov-17	USD	350.00	5.00
Eurobond	Apr-19	USD	500.00	5.00
Eurobond	Feb-17	USD	15.00	1.00
Eurobond	Mar-17	USD	20.00	1.01
Eurobond	Jan-17	EUR	15.20	0.25
EIB	Oct-17	EUR	28.63	7.01
Securitisation	Nov-24	EUR	45.83	11.91
Securitisation	Nov-17	EUR	6.25	4.91
EBRD	May-20	EUR	50.00	5.27
EFSE	Dec-19	EUR	25.00	5.01
PROPARCO	Jul-25	EUR	20.00	10.32
Subordinated loan	Oct-20	USD	325.00	11.07
Subordinated loan	Oct-21	USD	200.00	12.01
Subordinated loan	Dec-21	USD	125.00	12.01
Subordinated loan	Dec-21	USD	260.00	10.01
EIB	Nov-19	USD	8.43	7.00
EIB	Nov-20	USD	12.09	7.01
EIB	Mar-21	USD	43.87	7.01
EIB	Apr-21	USD	25.51	7.01
Securitisation	Nov-17	USD	37.50	4.91
Securitisation	Aug-20	USD	100.00	4.92
Securitisation	Aug-20	USD	100.00	4.92
Securitisation	Aug-20	USD	50.00	4.92
Securitisation	Aug-20	USD	30.00	4.92
EIB	Dec-21	EUR	30.00	6.01
EFSE	Dec-22	EUR	15.00	6.97
Syndication EUR Tranche	Nov-17	EUR	397.60	1.01
Syndication USD Tranche	Nov-17	USD	103.50	1.01

Board of Directors

 Same members

Previous Board of Directors under NBG Ownership

Name	Position	Background
Dr. Ömer A. Aras	Chairman and QNB Finansbank Group CEO	<ul style="list-style-type: none"> Founding member of Finansbank Former CEO of Finansbank for 6 years
Sinan Şahinbaş	Vice Chairman	<ul style="list-style-type: none"> Former CEO of Finansbank for 7 years Previously worked in Treasury, Corp. Banking and Risk Mgmt. departments of Finansbank
Prof. Dr. Mustafa Aysan	Member of the BoD and Chairman of Corporate Governance Committee	<ul style="list-style-type: none"> Former Minister of Transportation Former Head of Budget Commission in Turkish Parliament
Christos Alexis Komninos	Member of the BoD	<ul style="list-style-type: none"> Former CEO of Coca Cola (Greece), Papastratos Cigarette Manufacturer and Shelman S.A.
Dr. Paul Mylonas	Member of the BoD	<ul style="list-style-type: none"> NBG Group Chief Economist and Strategist Experience in IMF and OECD
Stefanos Pantzopoulos	Member of the BoD	<ul style="list-style-type: none"> Former partner in Arthur Andersen and KPMG Former board member of Don&Low, Scotland; Alpha Bank, Greece; NBG, Greece
Mustafa Hamdi Gürtin	Member of the BoD	<ul style="list-style-type: none"> Founding member and former CEO of Garanti Investment Bank Former CEO of Turkish Commerce Bank
Ali Teoman Kerman	Member of the BoD and Chairman of Audit Committee	<ul style="list-style-type: none"> Former Vice Undersecretary of Treasury Former Vice President of BRSA Former board member of SDIF
Ioannis Vagionitis	Member of the BoD	<ul style="list-style-type: none"> Experience in HSBC (Greece) and Bank of Cyprus
Georgios Koutsoudakis	Member of the BoD	<ul style="list-style-type: none"> Experience in Alpha Bank (Greece), Greek Treasury, Geniki Bank (Greece), Emporiki Bank (Greece) and Probank (Greece)
Temel Güzelöğlu	Member of the BoD and QNB Finansbank CEO	<ul style="list-style-type: none"> Former EVP of Retail Banking and Strategy Experience in Unilever, Citibank, McKinsey & Co.

Current Board of Directors under QNB Ownership

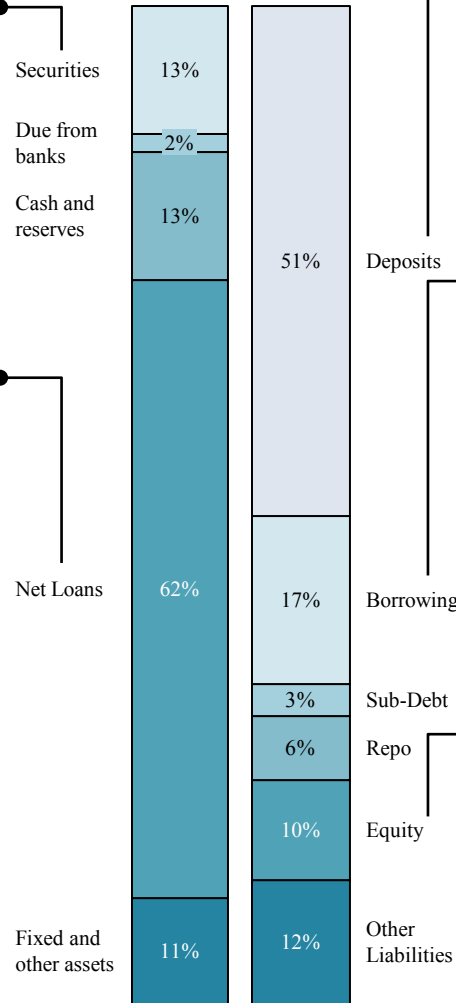
Name	Position	Background
Dr. Ömer A. Aras	Chairman and QNB Finansbank Group CEO	<ul style="list-style-type: none"> Founding member of Finansbank Former CEO of Finansbank for 6 years
Sinan Şahinbaş	Vice Chairman	<ul style="list-style-type: none"> Former CEO of Finansbank for 7 years Previously worked in Treasury, Corp. Banking and Risk Mgmt. departments of Finansbank
Abdulla Mubarak Al-Khalifa	Member of the BoD	<ul style="list-style-type: none"> QNB Group Chief Business Officer Holds board membership in various QNB subsidiaries in Qatar, Egypt and Jordan
Ali Rashid Al-Mohannadi	Member of the BoD	<ul style="list-style-type: none"> QNB Group Chief Operating Officer Holds board membership in various QNB subsidiaries in Egypt and UAE
Ramzi Talat A Mari	Member of the BoD	<ul style="list-style-type: none"> QNB Group Chief Financial Officer Holds board membership in various QNB subsidiaries in Qatar, Egypt and Jordan
Grant Eric Lowen	Member of the BoD	<ul style="list-style-type: none"> QNB Group Chief Risk Officer Experience in Commonwealth Bank of Australia Holds board membership in various QNB subsidiaries in Egypt and Indonesia
Fatma A Al-Suwaidi	Member of the BoD	<ul style="list-style-type: none"> QNB – AGM of Group Credits Holds board membership in various QNB subsidiaries in Tunisia and UAE
Ali Teoman Kerman	Member of the BoD and Chairman of Audit Committee	<ul style="list-style-type: none"> Former Vice Undersecretary of Treasury Former Vice President of BRSA Former board member of SDIF
Dr. Osman Reha Yolalan	Member of the BoD	<ul style="list-style-type: none"> Current Vice President of Corporate Affairs in Tekfen Holding Former CEO of Yapı Kredi Part-time professor in various universities
Durmuş Ali Kuzu	Member of the BoD	<ul style="list-style-type: none"> Former Vice President of BRSA Experience in Vakıfbank, Emlakbank, Treasury, Public Oversight Institution
Temel Güzelöğlu	Member of the BoD and QNB Finansbank CEO	<ul style="list-style-type: none"> Former EVP of Retail Banking and Strategy Experience in Unilever, Citibank, McKinsey & Co.

Loan heavy balance sheet, 2016

Securities by Type		Maturity	AFS	TRY	Yield ⁽²⁾
% of total		Years ⁽¹⁾	%	%	%
CPI-Linker	32%	5.74	29	100	9.6
FRN	18%	2.72	100	100	9.7
Fixed	50%	8.02	54	17	9.1

Performing Loans ⁽³⁾		Avg. Ticket	Maturity	Collateral	TRY	Yield ⁽²⁾
% of total		TRY, k	Years ⁽¹⁾	% ⁽⁴⁾	%	%
Corp. & Comm.	33%	2,955	4.7	31	29	12.3
SME	31%	34	1.8	54	91	15.8
Mortgage	8%	78	5.8	102	100	11.3
GPL	15%	3	2.2	5	100	18.0
Credit card ⁽⁵⁾	13%	0.5	0.2	N/A	100	12.8

100% = TRY 101.5bn



Deposits by Segments		Avg. Ticket	Maturity	TRY	Cost
% of total		TRY, k	Days	%	%
Retail	70%	104.7	58	59	10.0
Corporate	30%	905.5	58	62	10.6

Wholesale Funding		Maturity	TRY	Cost
% of total		Years ⁽¹⁾	%	%
Syndication	11%	0.9	0	0.9
Eurobond	19%	1.6	0	6.6
TRY Bond	7%	0.1	100	10.2
Post finance	45%	0.9	1	2.5
Due to banks		0.1	15	3.0
Securitization \	12%	3.9	0	3.5
	7%			

Capital Base		Maturity	TRY	Cost
% of total		Years ⁽¹⁾	%	%
Sub-debt	24%	4.5	0	5.7
Equity	76%	N/A	100	-

- (1) Remaining maturity
 (2) TRY yields only
 (3) Excluding accruals. Based on QNB Finansbank business lines definition
 (4) Hard collateralization including cash and mortgages
 (5) Excluding commercial credit cards

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