



Investor Presentation with Q1'2022 Financials

Executive summary

Turkey's long-term growth outlook remains strong

- Turkey's GDP grew by 11% in 2021, as the economic activity recovered rapidly after the slowdown induced by the COVID-19 pandemic in 2020. Industrial production index suggests that growth remained strong in Q1'22. We forecast GDP growth at 4% in 2022.
- Consumer inflation rose to 61.1% at Q1'22. Attributing the rise in inflation to transient factors, the CBRT cut the policy rate by 500 bps to 14.0% in September-December 2021 period, and remained on hold in January-April 2022.
- Aside from temporary fluctuations, the Turkish economy maintains its favorable position among emerging markets due to its long-term growth potential stemming from its large size along with its highly attractive demographic profile.

One of the Top Performing Banks in the Market

- QNB Finansbank is one of the strongest players in this market ranked 5th across most categories amongst privately owned banks
- QNB Finansbank 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
- QNB Finansbank has shown strong financial performance beyond its scale even in the most volatile market conditions, driven by differentiation, adaptability and bringing the right people together

Strong Shareholder Supports QNB Finansbank for Future Growth

- QNB stands out as having one of the highest ratings among all banks with a presence in Turkey
- QNB is the largest bank in the Middle East and Africa by all critical measures
- QNB's presence across a wide geography overlaps well with Turkey's key foreign trade partners, bringing opportunities in this area
- QNB Finansbank's launch of its new brand has been very successful, and is translating to successful expansion of its customer franchise in potential growth areas
- Following the QNB acquisition, QNB Finansbank has added a new growth chapter in its successful history, capturing Corporate and Commercial Banking market share, while sustaining its success in Retail and SME Banking

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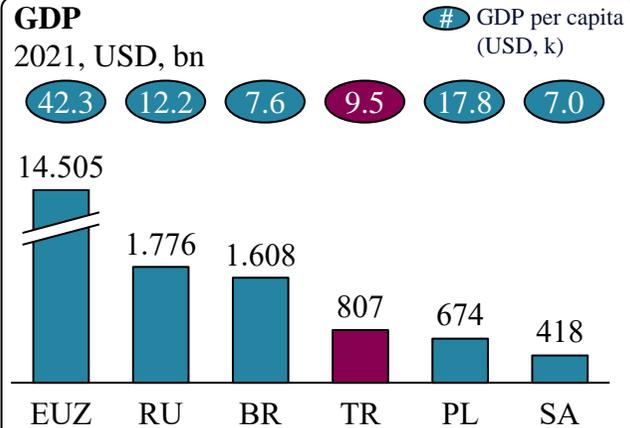


Macro-economic Overview

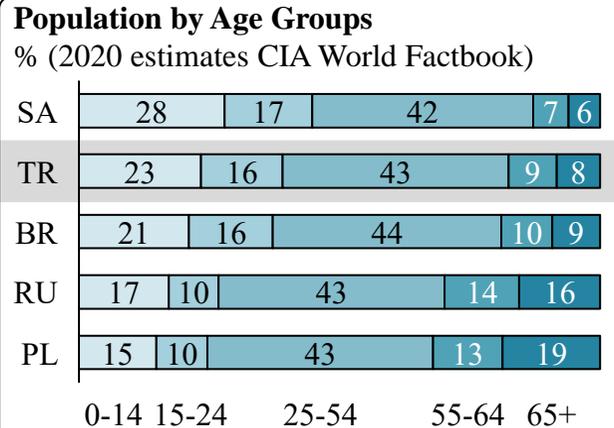
Long-term growth potential retains intact

EUZ: Eurozone PL: Poland
SA: South Africa RU: Russia
BR: Brazil TR: Turkey

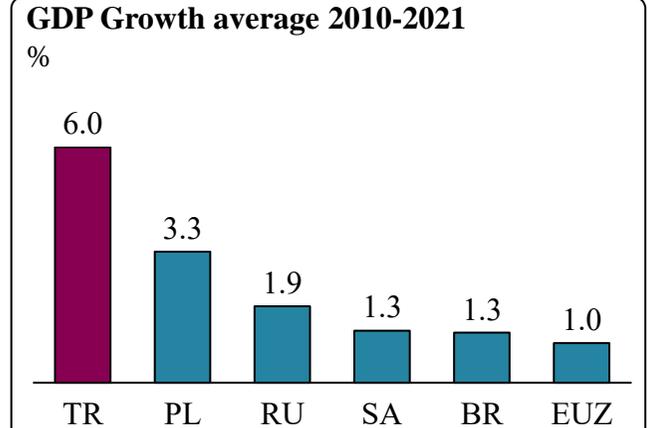
Large economy with low GDP / capita...



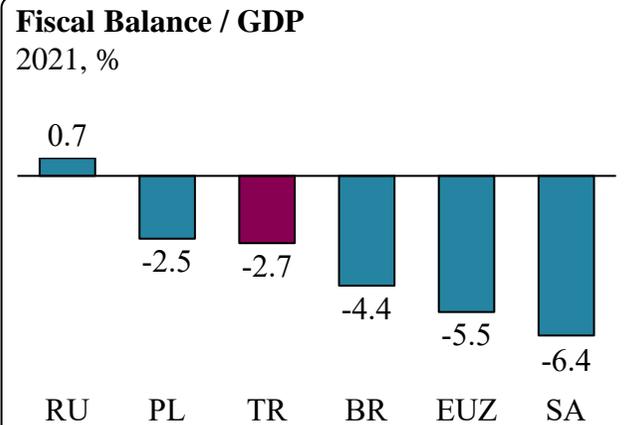
...and highly attractive demographic profile



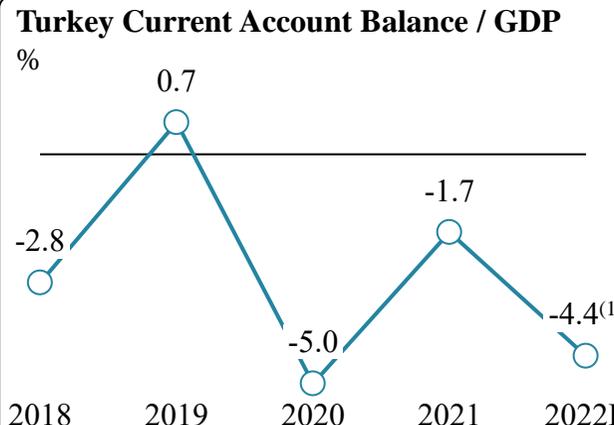
... generating high real GDP growth



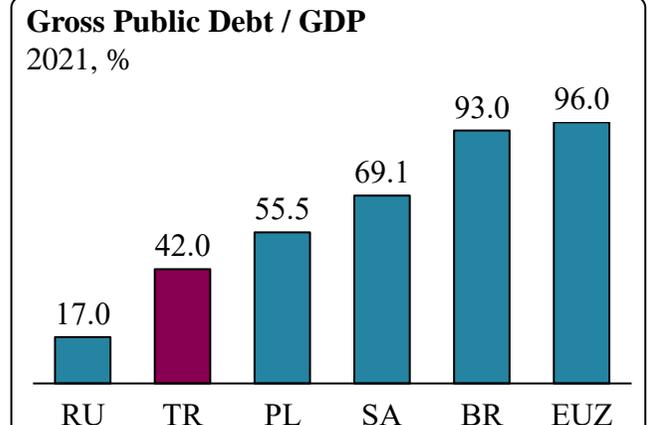
Moderate fiscal deficit and



..temporarily rising current account deficit..



... with relatively low public debt

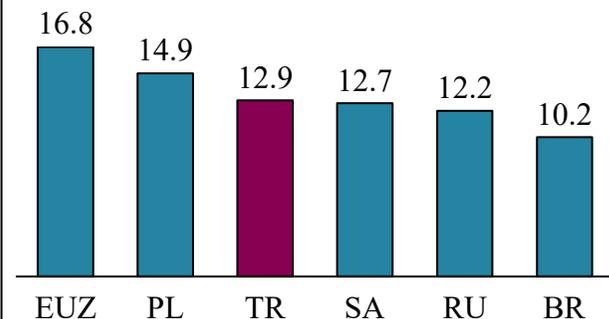


Sound banking system with inherent growth potential

EUZ: Eurozone PL: Poland
SA: South Africa RU: Russia
BR: Brazil TR: Turkey

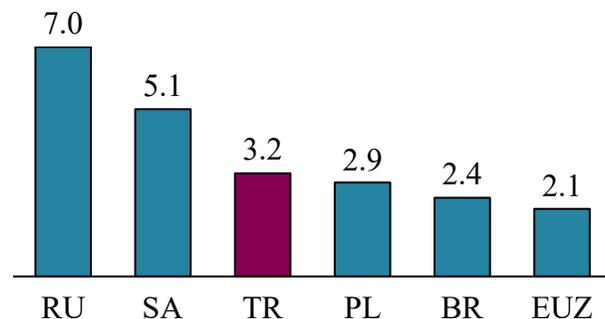
Relatively low leverage ratio...

Leverage ratio⁽¹⁾
Q4'21



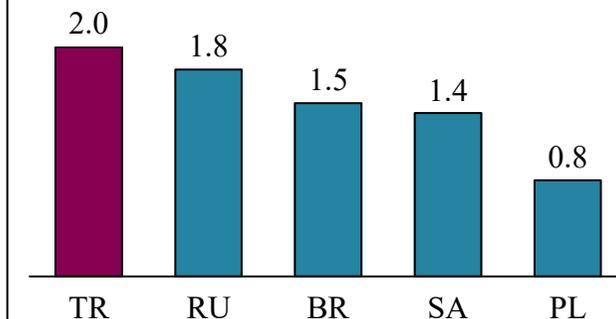
...and contained NPL levels...

NPL ratio⁽²⁾
Q4'21, %



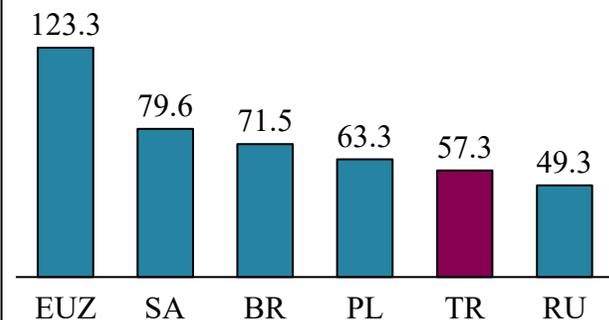
... with strong profitability characteristics

Banking Sector RoA⁽³⁾
2010-2021 average, %



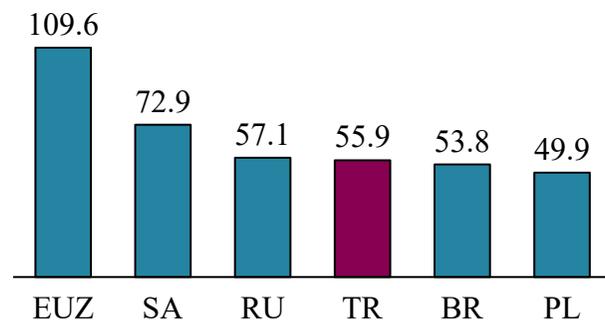
Further growth potential in deposits...

Deposits / GDP
Q4'21, %



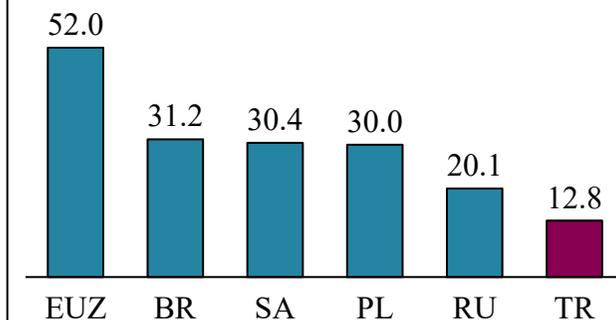
... with potential to boost lending activity across the board,

Loans / GDP
Q4'21, %



... but particularly in Retail, given its untapped potential.

Household debt / GDP
Q4'21, %



⁽¹⁾ Latest data Q4'21 for EUZ, PL and TR; Q3'21 for RU and BR; and Q1'21 for SA

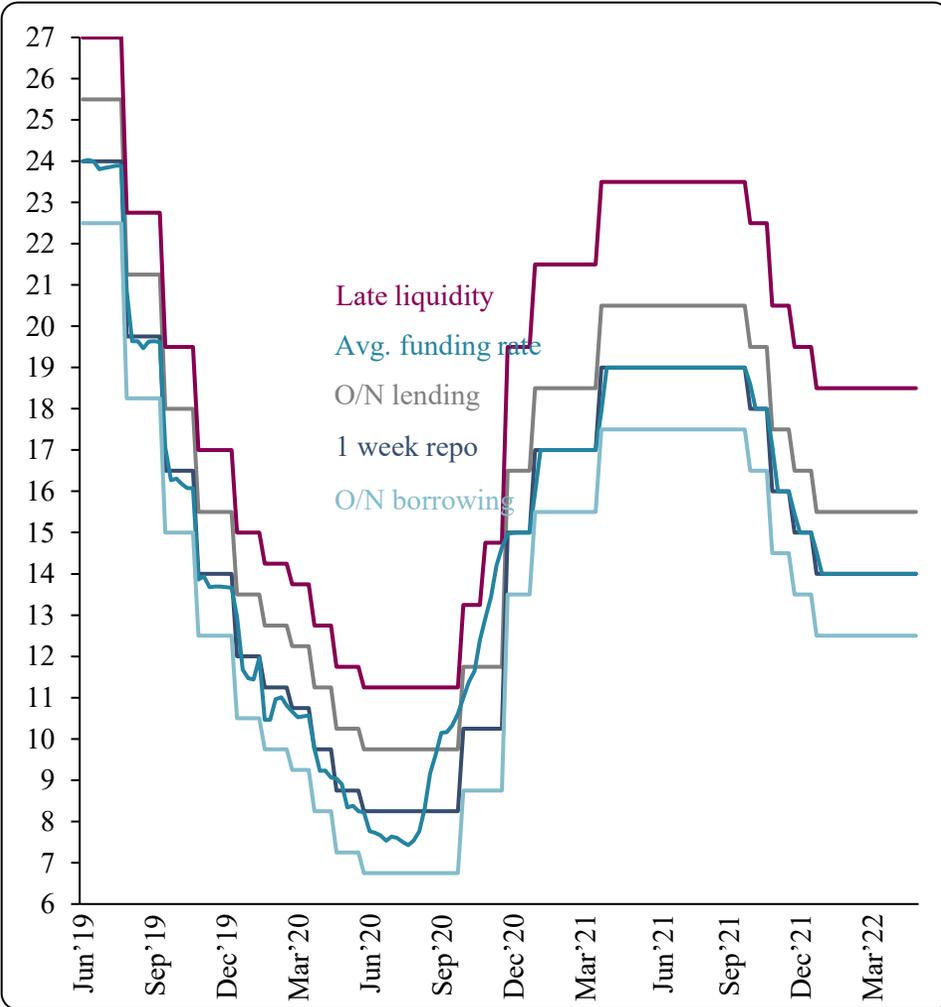
⁽²⁾ Latest data Q4'21 for TR, PL and EUZ; Q3'21 for RU and BR; and Q1'21 for SA; EUZ figure represents significant institutions as designated by ECB

⁽³⁾ Latest data Q4'21 for PL; Q3'21 for TR, RU and BR; and Q1'21 for SA

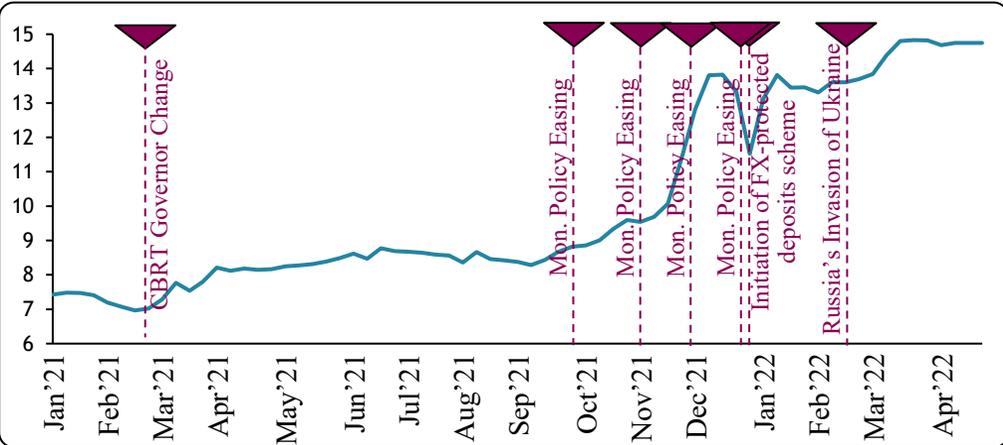
Source: Refinitiv- Data Stream, IMF, ECB, BRSA, Turkstat

CBRT keeps monetary policy unchanged

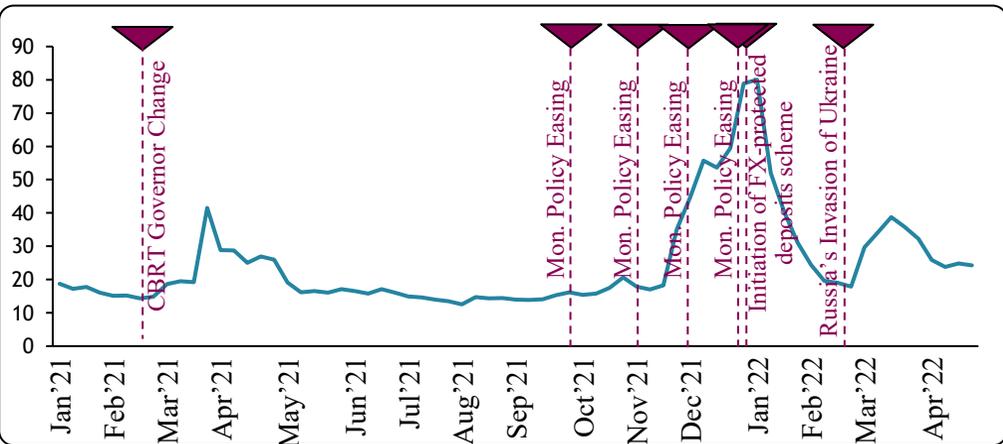
CBRT kept policy rate unchanged in January-May 2022



Depreciation pressure on TL has persisted



Options implied volatility has been elevated

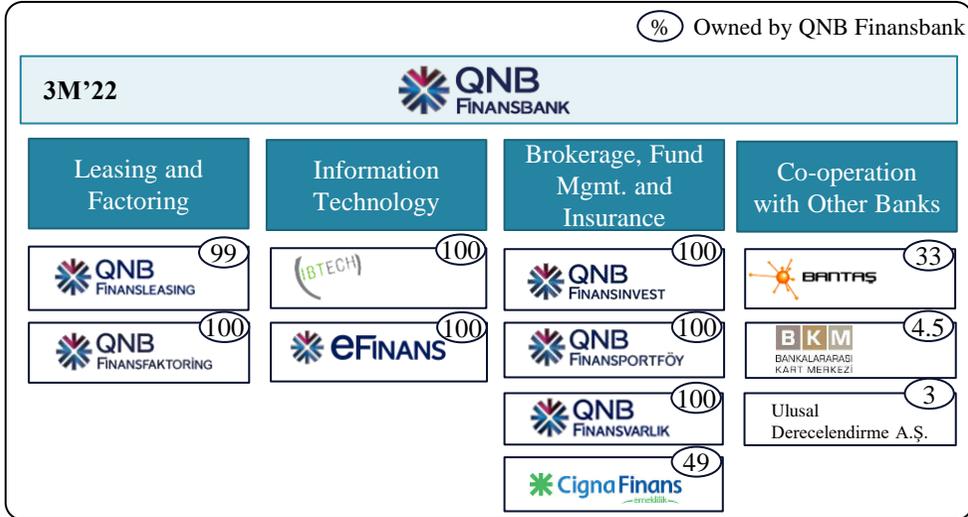




QNB Finansbank and QNB Group at a Glance

QNB Finansbank: 5th Largest Privately Owned Universal Bank⁽¹⁾

QNB Finansbank group structure



Financial highlights

QNB Finansbank BRSA bank only financials	3M'22
TL, bn	Eop
Total assets	425.7
Net loans	240.8
Customer deposits	248.3
Shareholder's equity	26.3
Branches (#)	445
Active customers (mn)	7.3
Bank only employees (#)	10,887

QNB Finansbank market positioning

	Bank only, 12M'21 eop	Numbers of Branches	Total Assets	Net Loans	Customer Deposits	Retail Loans ⁽²⁾	Commercial Installment Loans ⁽²⁾
1 st		İşbank	İşbank	İşbank	İşbank	Garanti	İşbank
2 nd		Garanti	Garanti	Garanti	Garanti	İşbank	Yapı Kredi
3 rd		Yapı Kredi	Yapı Kredi	Yapı Kredi	Akbank	Yapı Kredi	Denizbank
4 th		Akbank	Akbank	Akbank	Yapı Kredi	Akbank	Garanti
5 th							
6 th		TEB	Denizbank	Denizbank	Denizbank	Denizbank	Akbank
7 th			TEB	TEB	TEB	TEB	TEB
8 th		ING	ING	ING	ING	ING	ING

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

⁽¹⁾ In terms of total assets, net loans, retail loans and customer deposits

⁽²⁾ Including overdraft and credit cards

Source: BRSA bank only data; BAT

QNB Finansbank covers Turkey through a diverse distribution network and the market's only "pure digital bank"

Internet banking



269K active internet banking customers

Mobile banking



4.0 mn active mobile banking customers

Direct sales



665 in-house personnel

445 branches



Covering 68 out of 81 cities of Turkey

Call center



871 inbound agents

Telesales



47 outbound agents

ATMs



2,957 ATMs around Turkey and reaches 7,661 ATM's through new ATM sharing program

POS



228K POS terminals

Mobile banking



2.2 mn active mobile banking customers

Internet banking



158K active internet banking customers



Call center



370 inbound agents

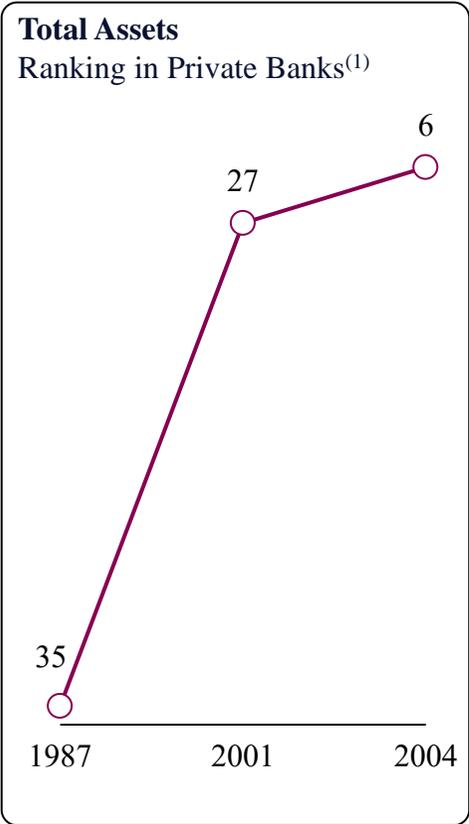
Field service



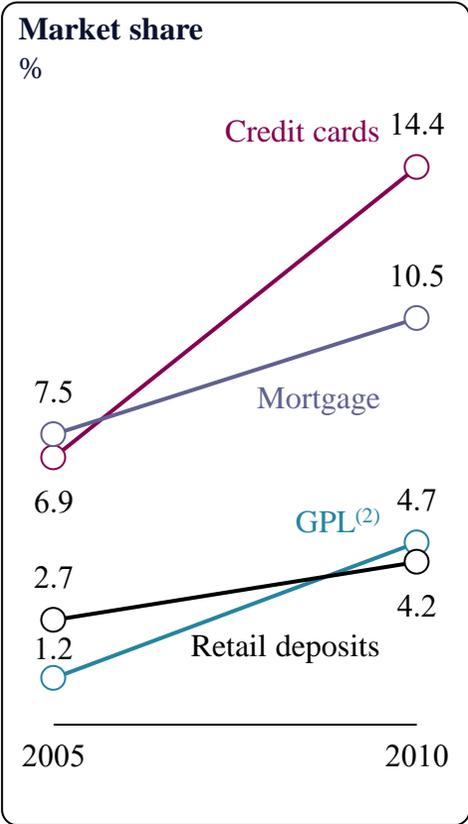
235 field service personnel

One of Turkey's top performers on the back of its flexible business model

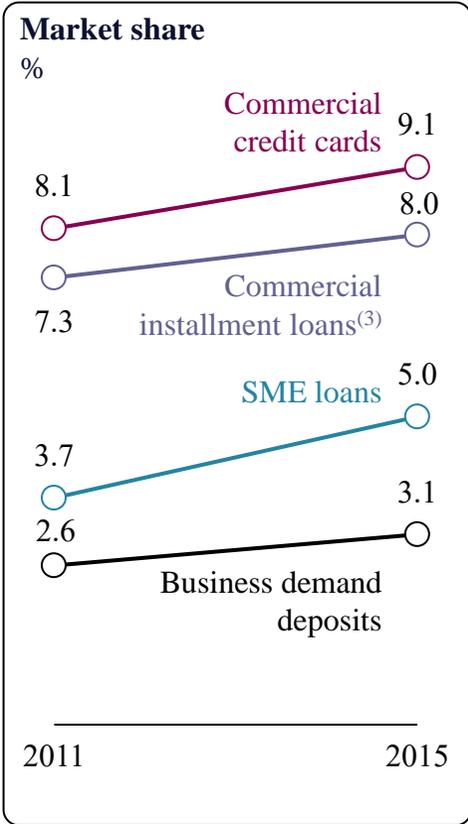
1987-2004: Fast growth behind leadership in Corporate & Commercial Banking



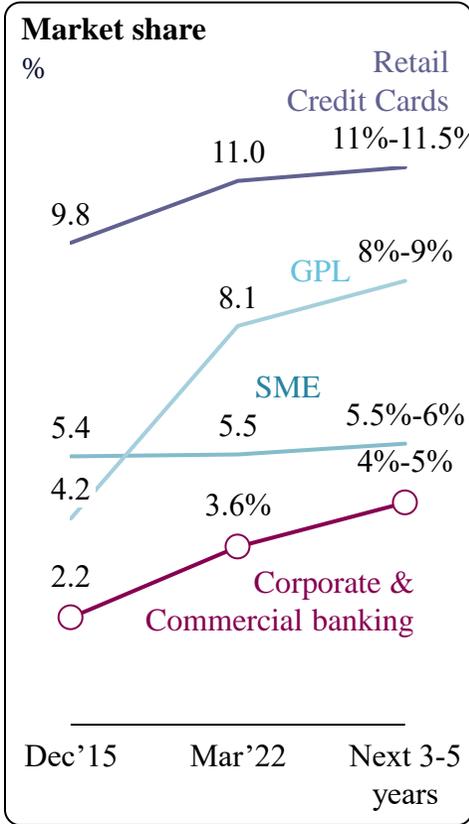
2005-2011: Retail banking boom with market leading growth and success



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



2016 beyond: Sustained success in Retail and SME, while beating the market in Corporate & Commercial Banking

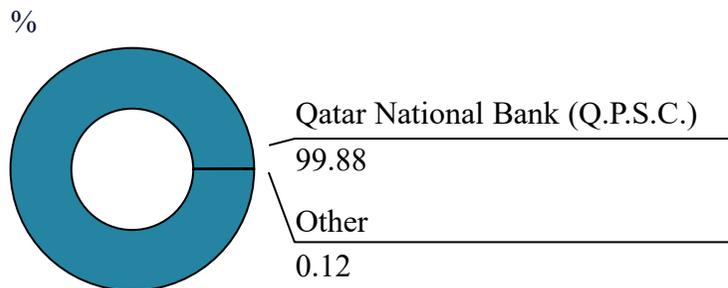


⁽¹⁾ Among private banks operating in given year
⁽²⁾ Including overdraft
⁽³⁾ Excluding commercial auto and mortgage loans
 Source: BAT; BRSA

QNB ownership has provided a strong support to one of market's leading performers

QNB Finansbank

Shareholder Structure



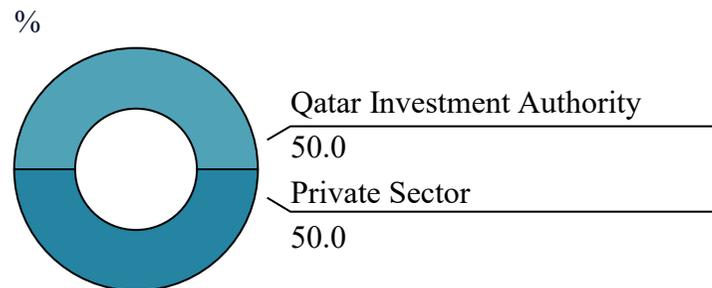
Ratings

	Moody's	Fitch
Foreign Currency Long-term Debt	B2	B
Foreign Currency Short-term Debt	NP	B

Corporate Information

- 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 for basic insurance and Cigna for life insurance and private pensions)

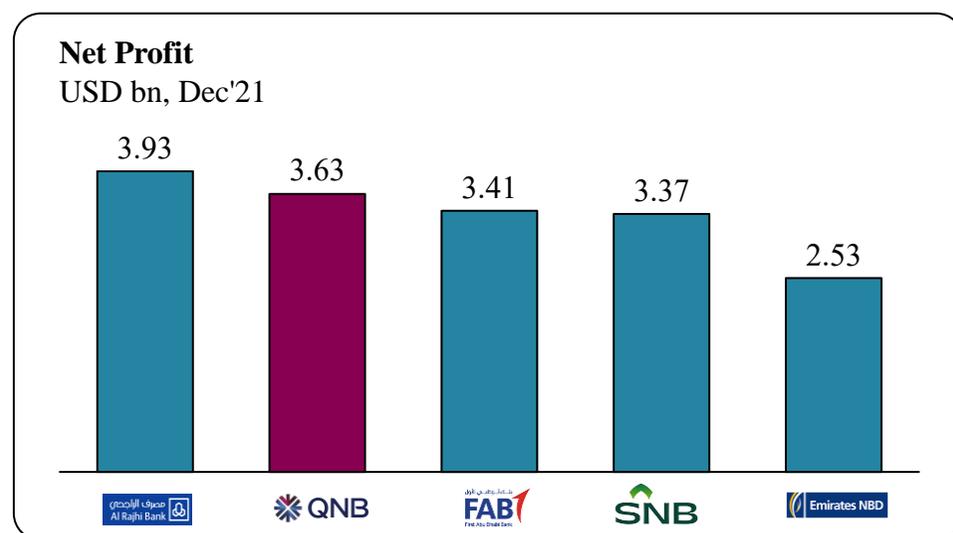
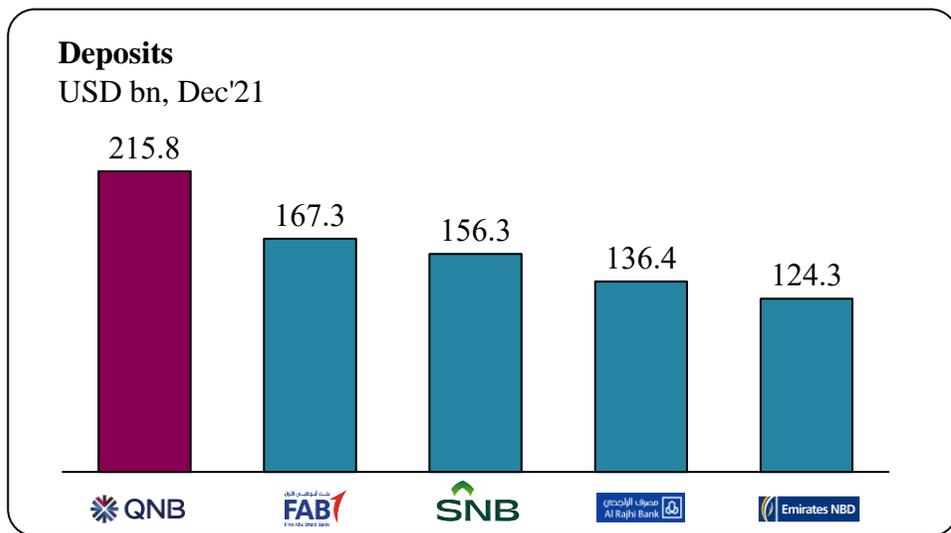
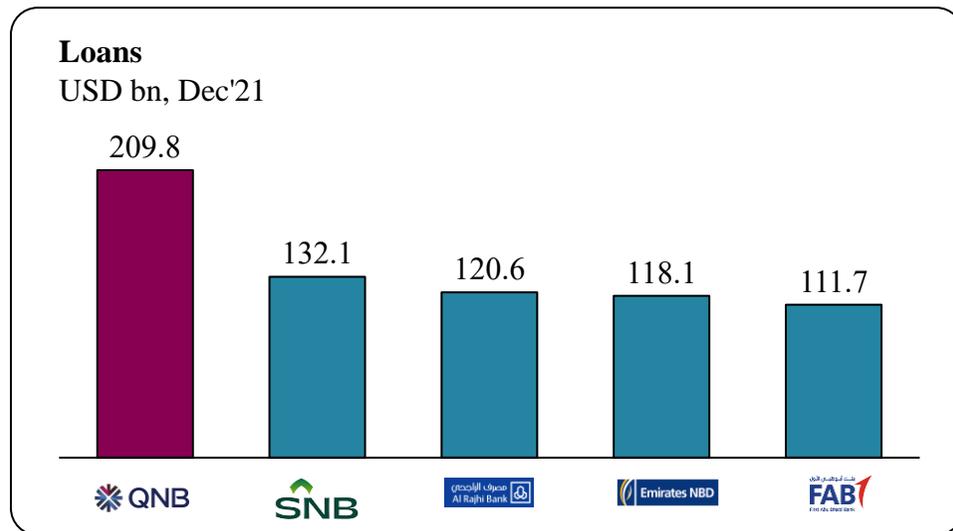
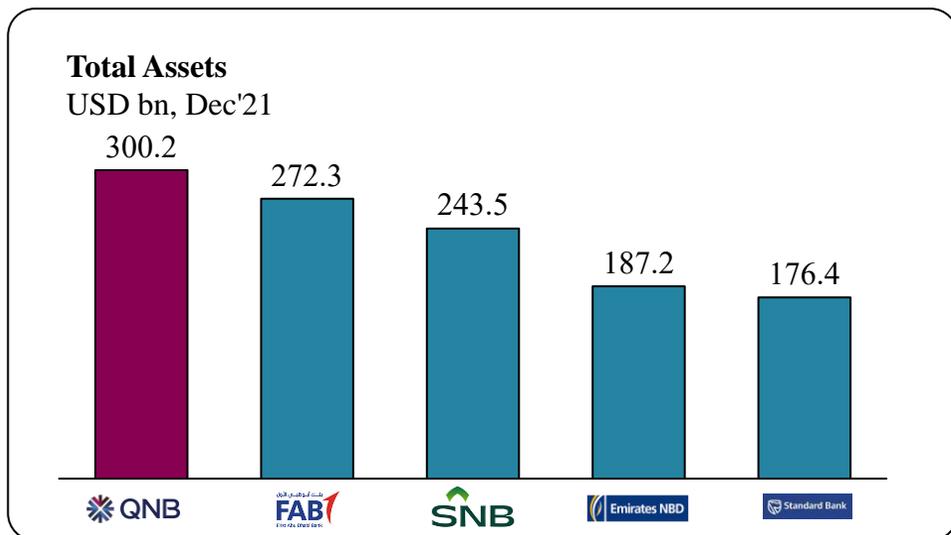
QNB (Q.P.S.C.)



	Moody's	Fitch	S&P
Foreign Currency Long-term	Aa3	A+	A
Foreign Currency Short-term	P-1	F1	A-1

- 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 31 countries around the world across 3 continents
- Serving with 27K staff, at approximately 1.0K locations and 4.6K ATMs

QNB is the leading financial institution by all balance sheet categories in the MEA...

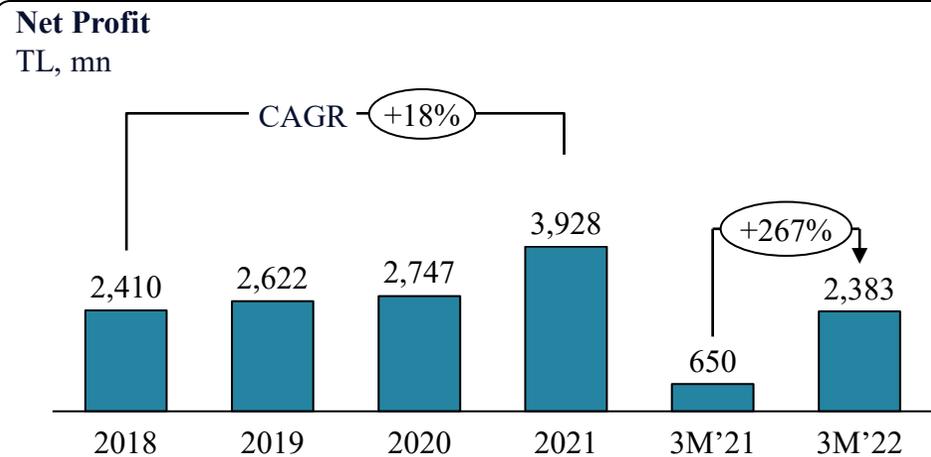




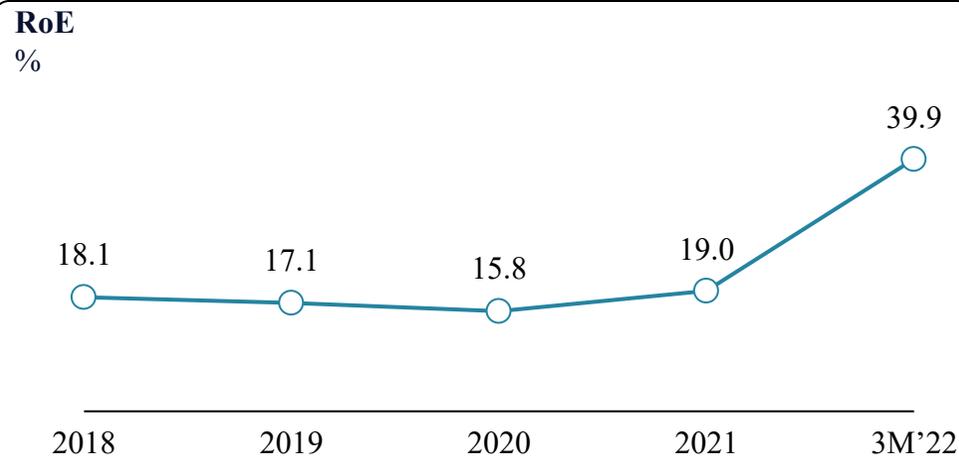
Financial Performance

Outstanding profitability supported by robust core revenue uplift, as resilient asset quality metrics and capital buffers maintained

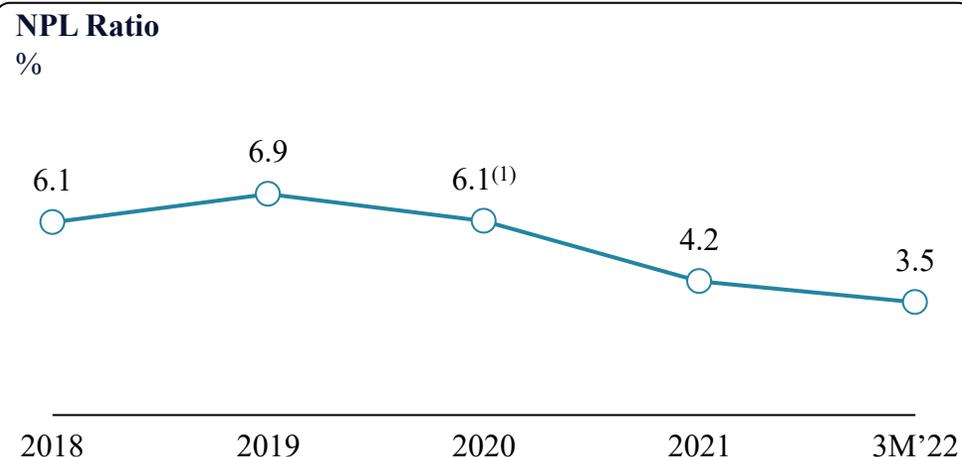
3M'22 net profit was up by 79% QoQ and 267% YoY thanks to vigorous core income growth



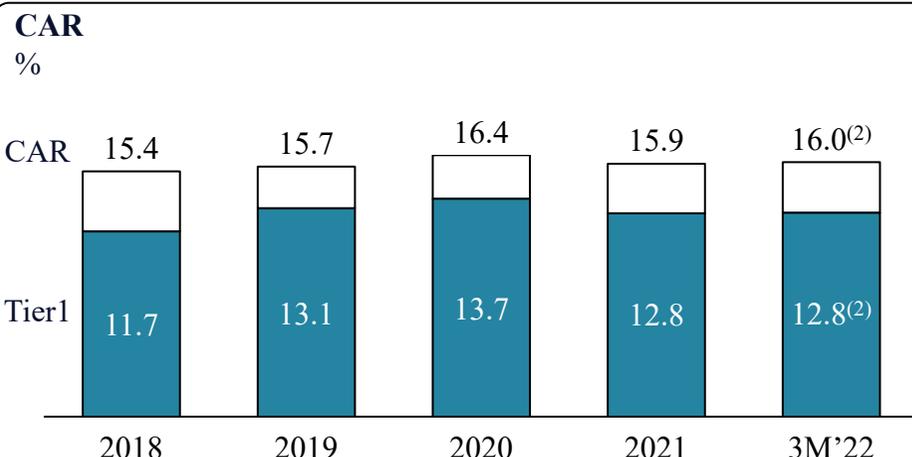
... leading to outstanding ROE of 40% even with the continued prudent provisioning stance



NPL ratio improved on the back of strong collection, low new NPL generation and solid loan growth



Capital adequacy upheld with a small upturn by strong internal capital generation



⁽¹⁾ Without BRSA's forbearance measures regarding staging, 2020 NPL stood at 6.7%, forbearance was lifted as of Q4'21.

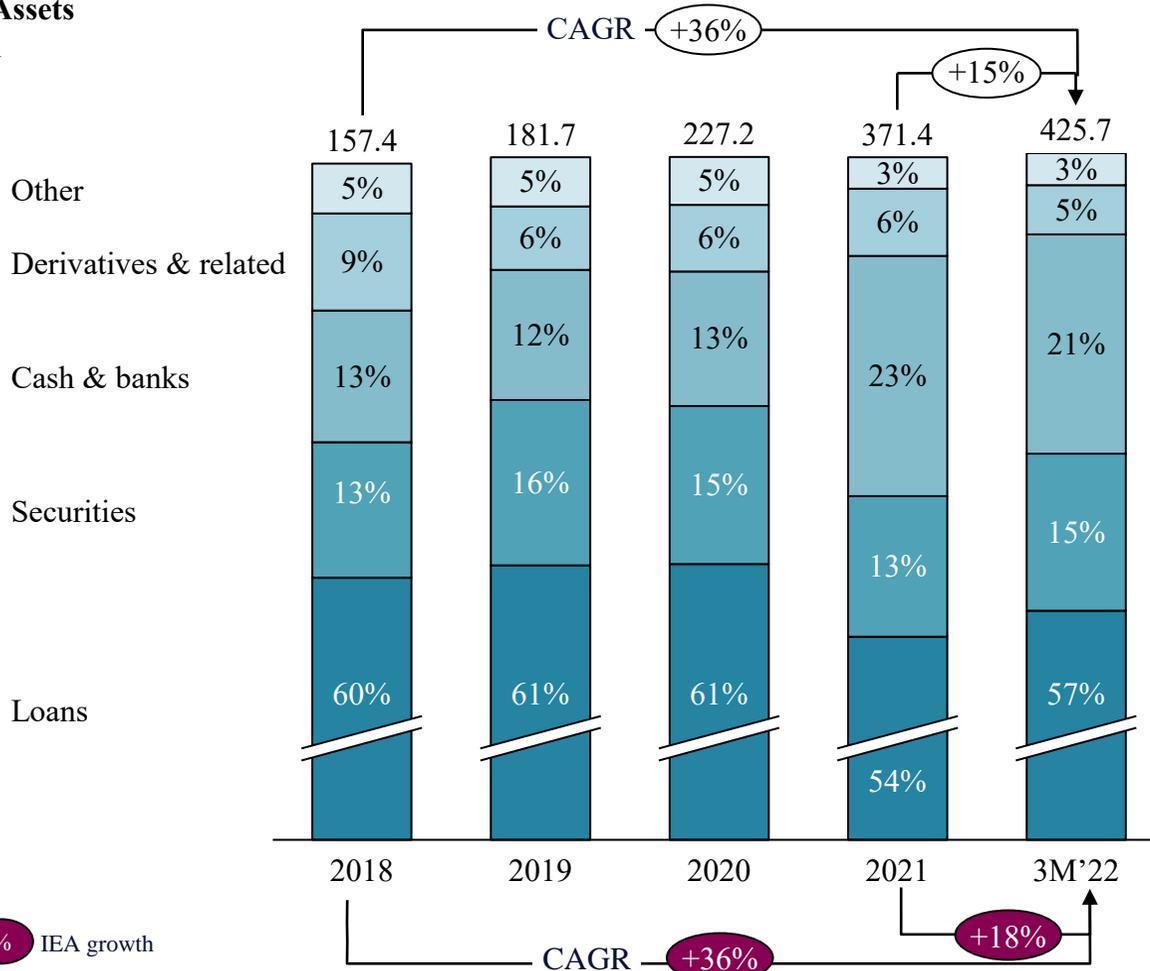
⁽²⁾ Without BRSA's forbearance measures related to solvency ratio calculation: CAR: 13.4%, Tier 1: 10.5%

Well-balanced asset base reached TL 426 bn with a healthy 15% YtD growth

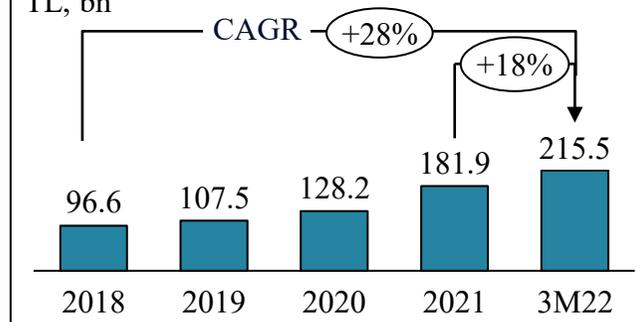
Loans & securities with 72% share in total assets have remained as the primary income generation source

Balance sheet growth has been mainly driven by TL assets, ...

Total Assets
TL, bn

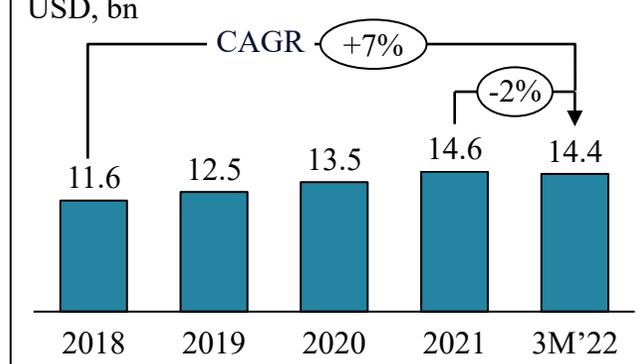


TL Assets
TL, bn



...as the demand on FC side has remained subdued.

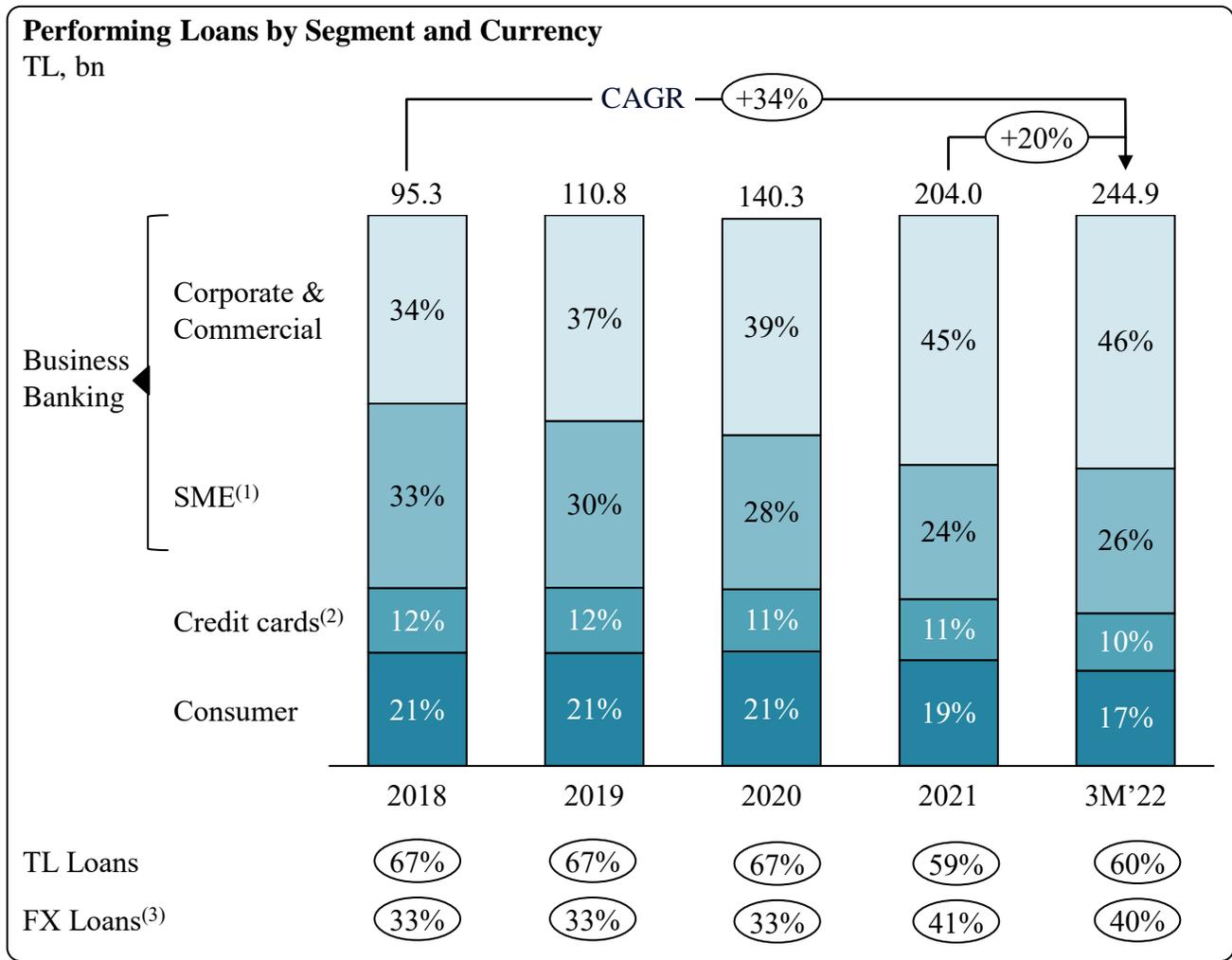
FX Assets⁽¹⁾
USD, bn



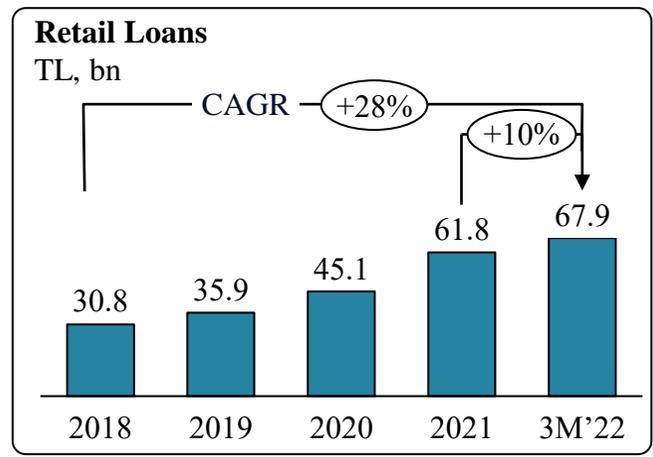
⁽¹⁾ FX-indexed TL loans are shown in FX assets

Loan growth outpaced both sector and private peers, supported by all businesses

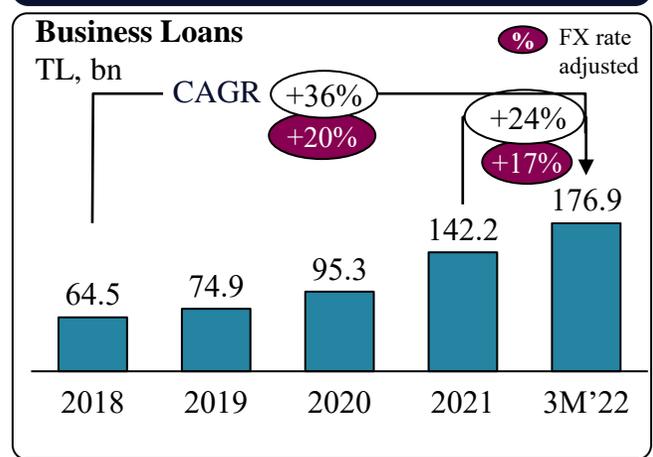
Well-diversified performing loans portfolio recorded 20% YtD growth



As retail loans were up by 10% YtD on already strong base,



... business portfolio growth has also been supported by currency impact on FC loans



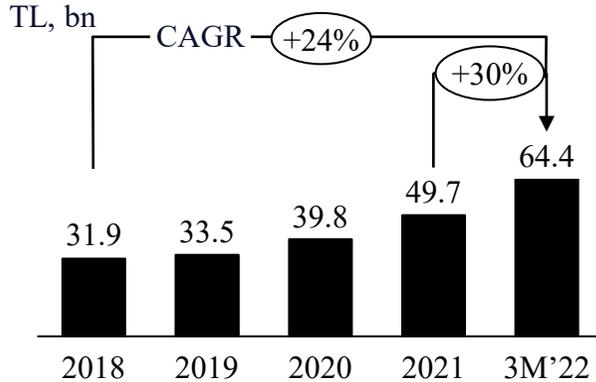
(1) Based on BRSA segment definition
 (2) Excluding commercial credit cards
 (3) FX-indexed TL loans are shown in FX loans

Corporate & Commercial led Business Banking growth, while General Purpose Loans and Credit Cards remained focus areas at Retail Lending

Business banking
 Retail banking

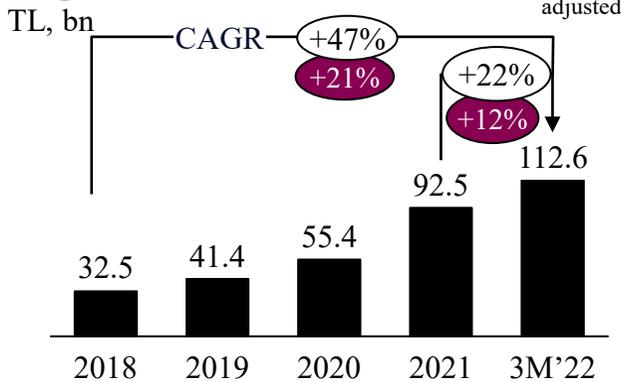
Growth in SME and Business loans mainly driven by working capital loans,

SME Loans⁽¹⁾



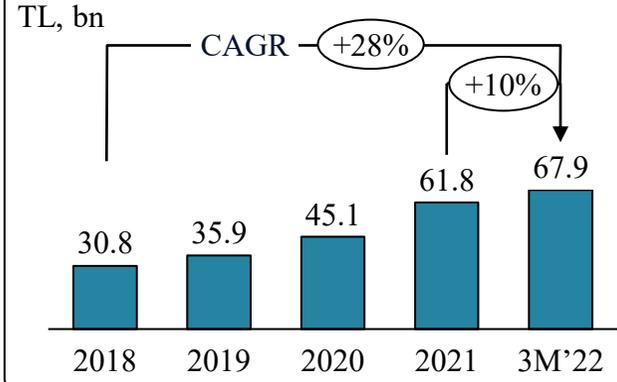
...as growth in Corporate & Commercial partly benefited from currency impact on FX loans

Corporate & Commercial Loans % FX rate adjusted



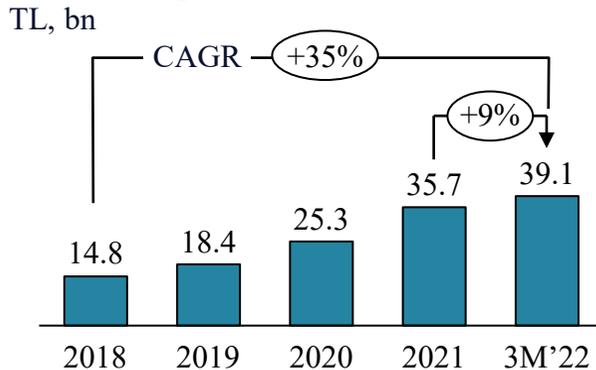
Retail lending focussed on

Retail Loans



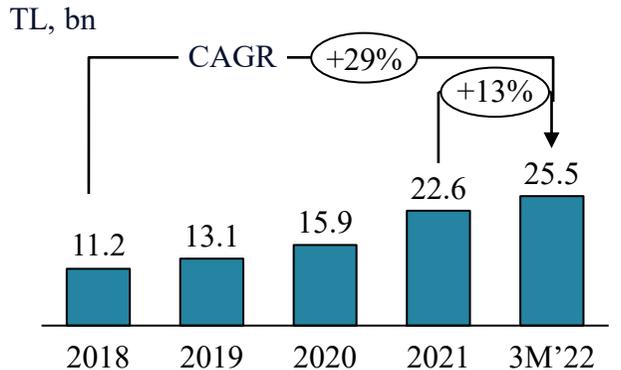
...General Purpose Loans...

General Purpose Loans⁽²⁾



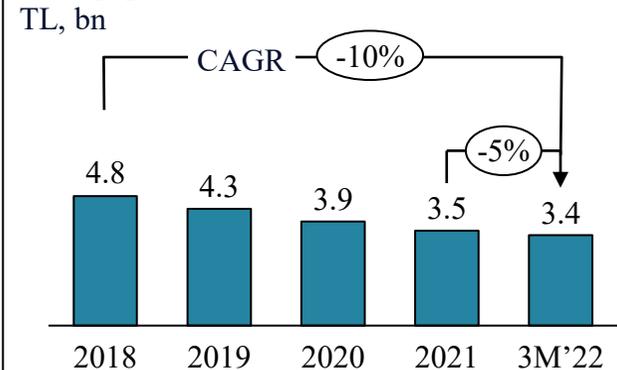
... and Credit Cards ...

Credit Card Loans⁽³⁾



... while redemptions in mortgage portfolio continued.

Mortgage Loans

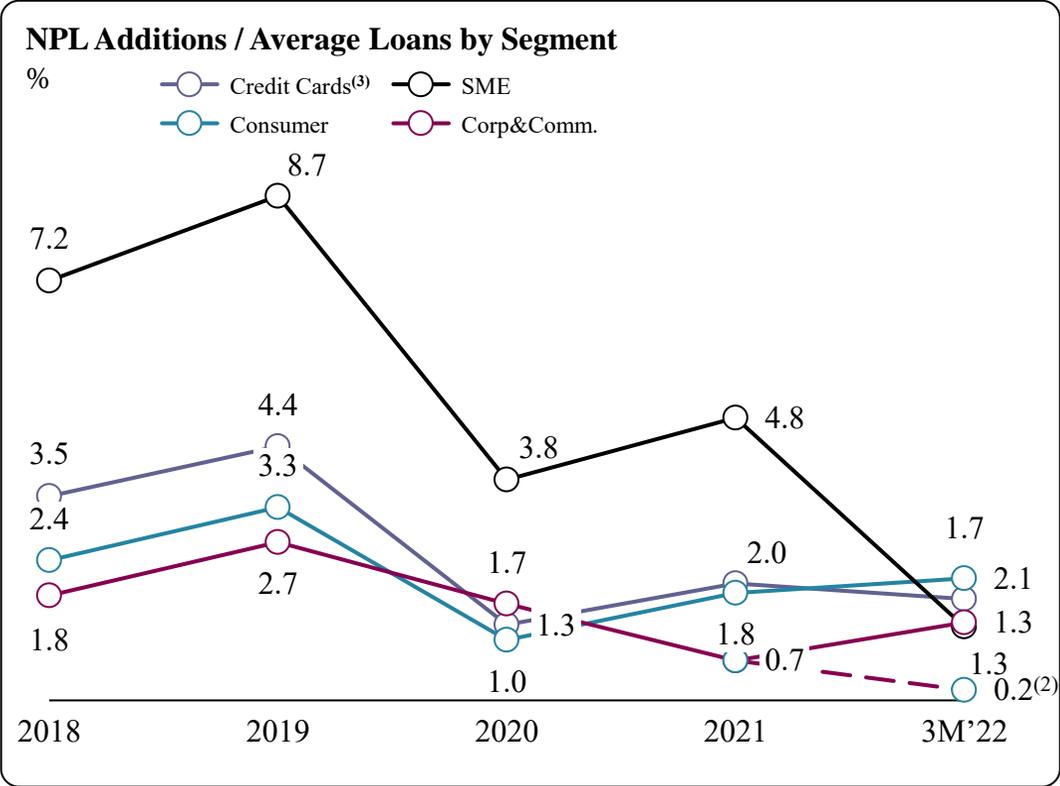
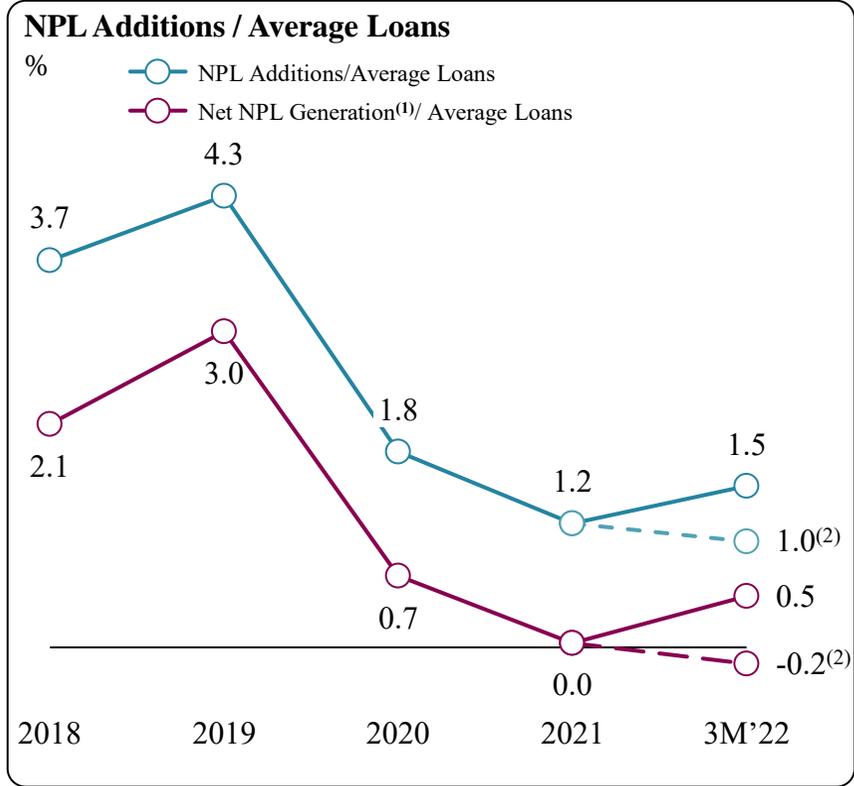


⁽¹⁾ Based on BRSA segment definition
⁽²⁾ Including overdraft loans
⁽³⁾ Solely represents credit cards by individuals

Net negative new NPL generation sustained on the back of strong collection performance and very low NPL inflow

NPL additions continued to remain muted in the absence of staging forbearance, ...

... as performance fared better than projected across the board in all segments

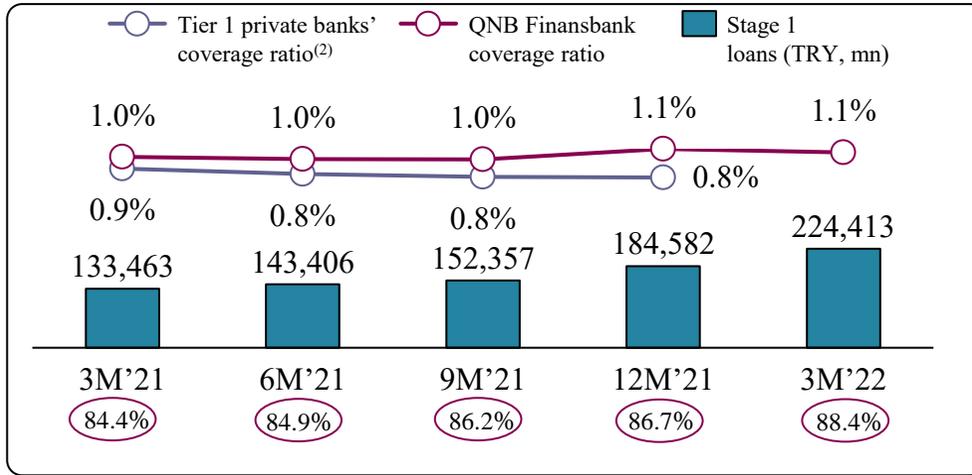


⁽¹⁾ Net NPL Generation = NPL Additions - NPL Collections
⁽²⁾ Adjusted for write-off of LYY loan following the sale of TTKOM shares to TWF
⁽³⁾ Including retail and business credit cards

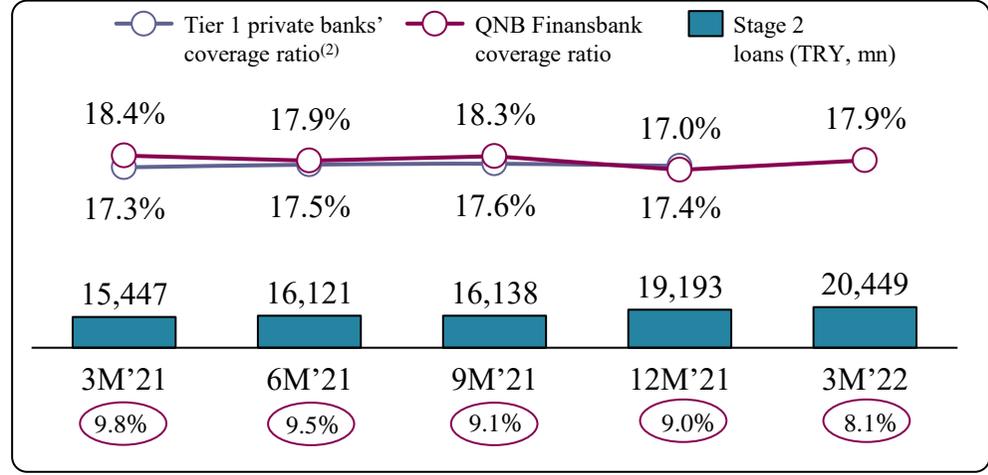
Sound provision buffers and above peers' average coverages are adequate to compensate for prospective risks to asset quality

○ as a % of gross loans⁽¹⁾
for the relevant period

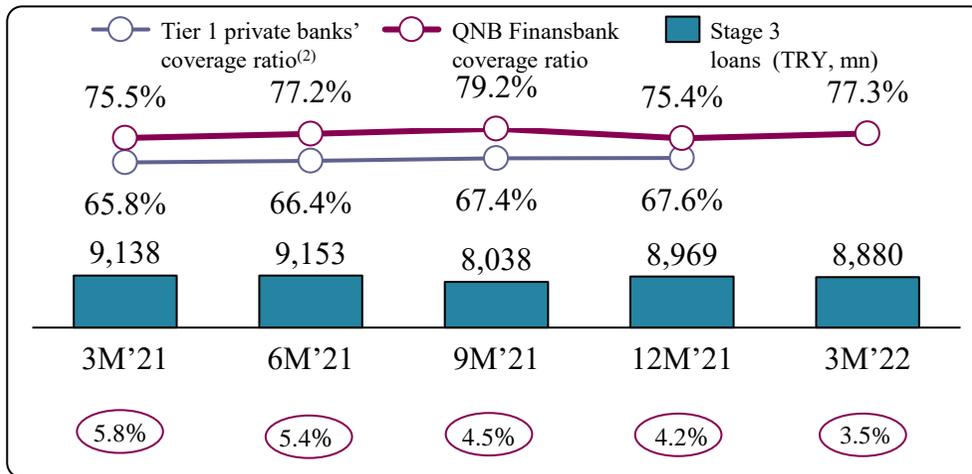
Prudent provisioning approach from the first moment has yielded specific Stage I coverage standing well above peers' average



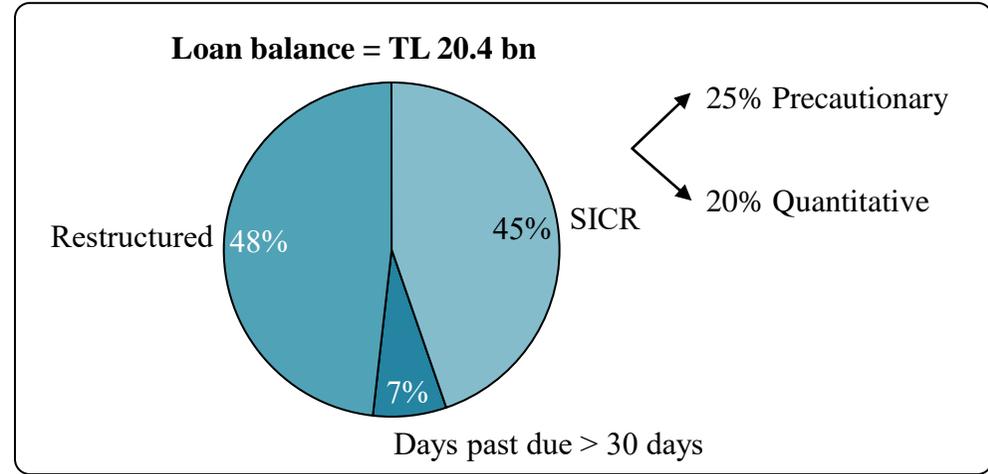
Sound specific Stage II coverage further reinforced with prudent staging



Specific Stage III coverage maintained well above peers' average, fortifying provision buffers built across the board

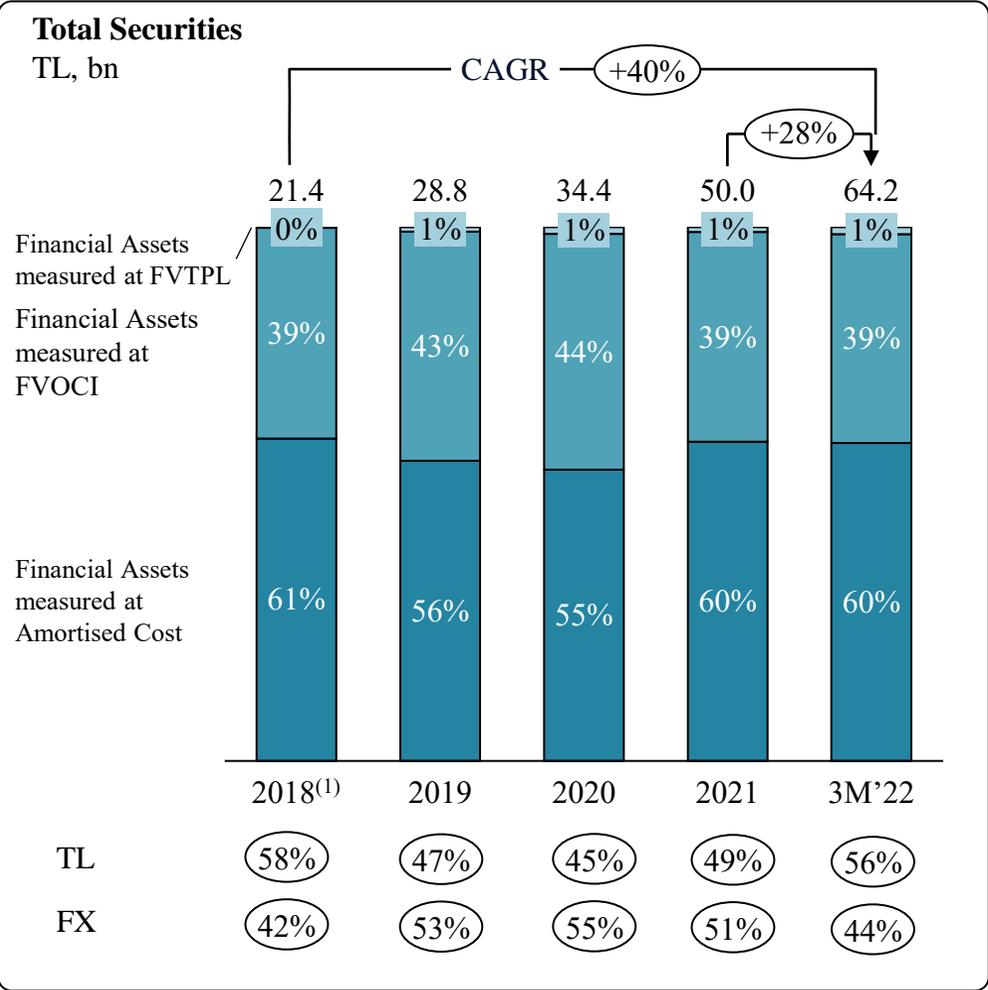


93% of Stage II loans composed of SICRs and restructured, of which majority are non-delinquent

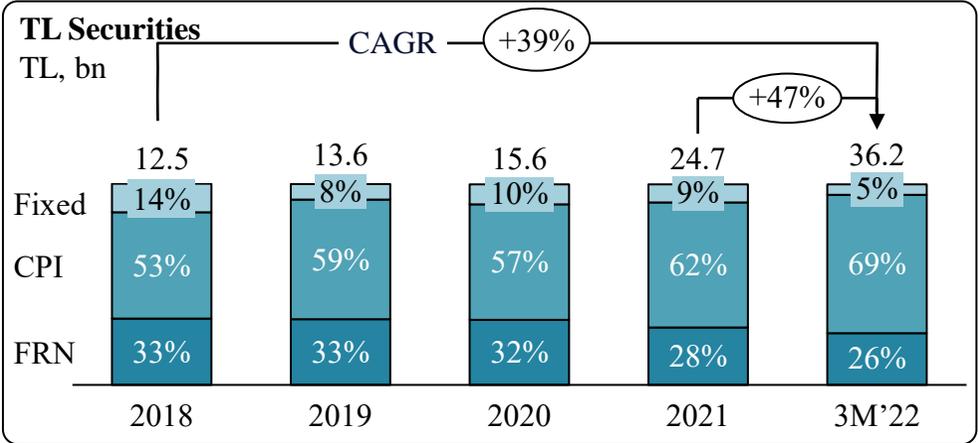


Securities portfolio reached TL64 bn, accounting for 15% of assets base

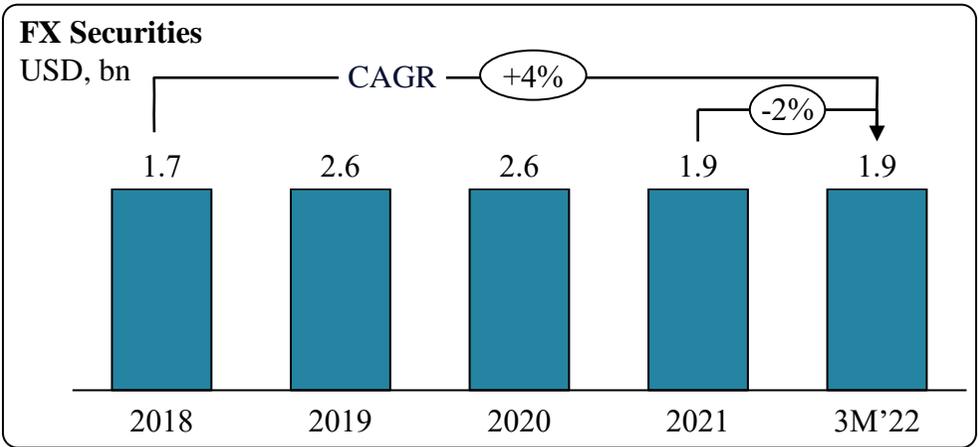
Securities portfolio's growth was attributable to TL securities growth



95% of TL securities are variable in nature, as CPI linkers represent 69% of TL Portfolio,



FX securities of US 1.9 bn accounted for 44% of total portfolio



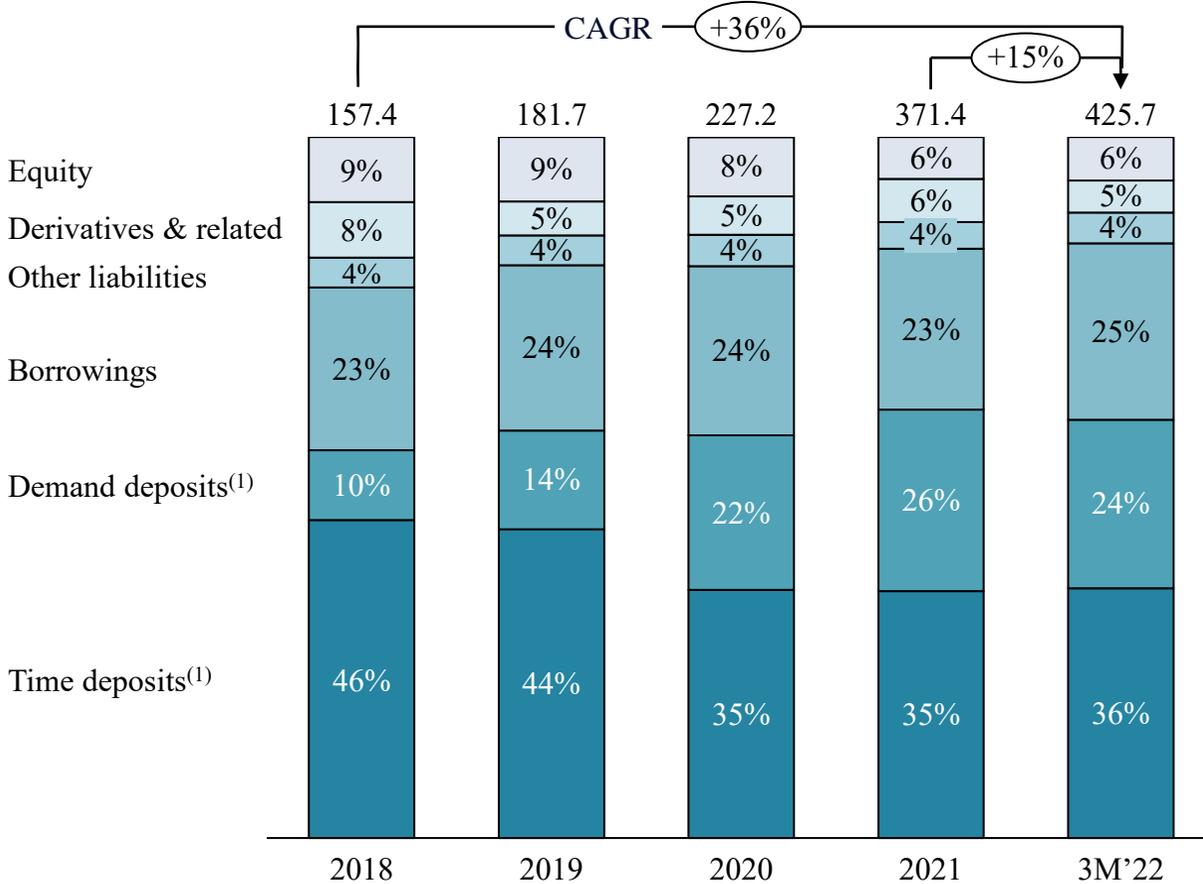
⁽¹⁾ In line with IFRS 9 business model reassessment, there have been reclassification from AFS to HTM

Well-diversified & disciplined funding mix maintained with a tilt towards TL funding, as FX-protected deposits scheme positively contributed to the trend

Deposits maintained as the major source of funding, accounting for 60% of asset base

Total Liabilities

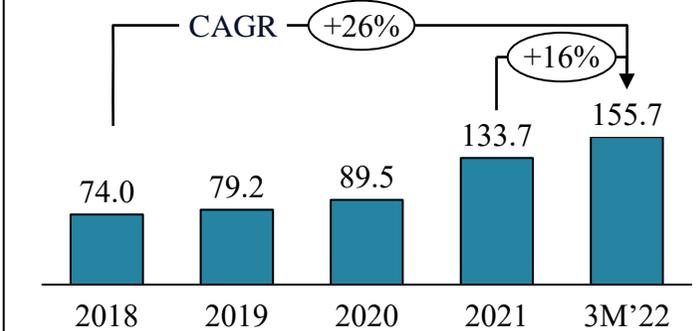
TL, bn



Balance sheet growth funded mainly by TL with a deliberate financial deepening strategy,

TL Liabilities

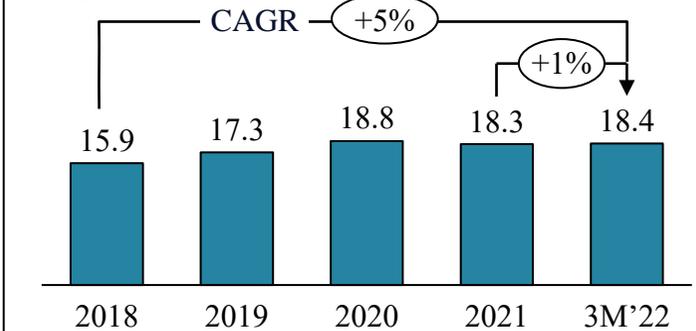
TL, bn



As elevated swap costs and exchange rate volatility inhibited the appetite for FX funding

FX Liabilities

USD, bn

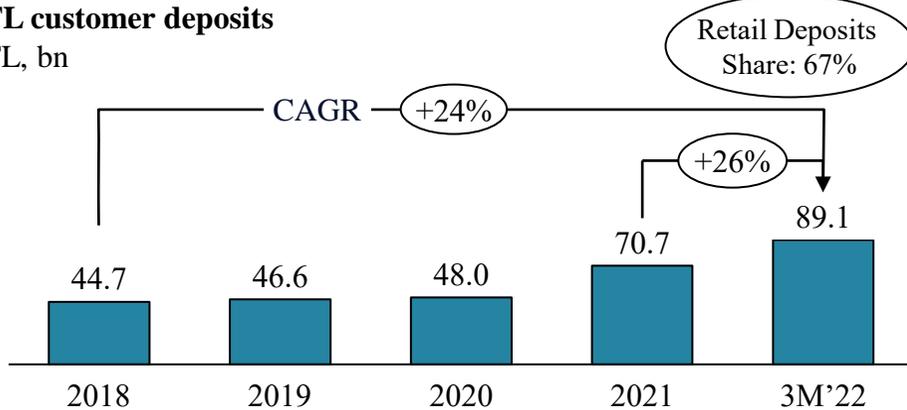


TL driven deposit gatherings have outpaced both private peers and the sector by a wide margin, without forgoing the robust demand deposits' contribution

TL customer deposits grew by 26% YtD as sticky, low-cost Retail Deposits accounted for 67% of the base, ...

TL customer deposits

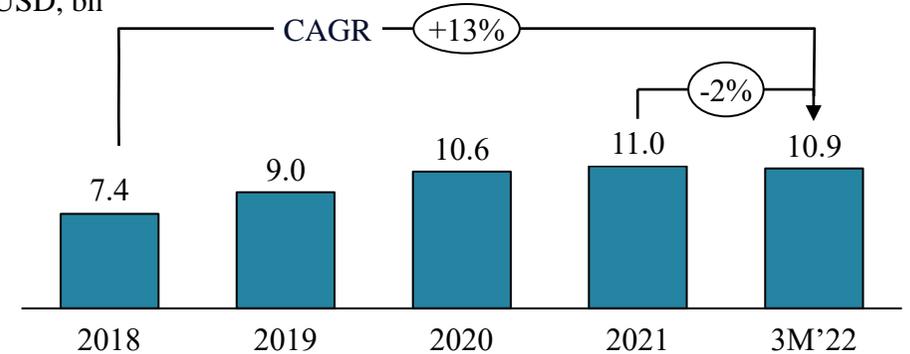
TL, bn



Conversion from FX deposits reduced reliance on swaps

FX customer deposits⁽¹⁾

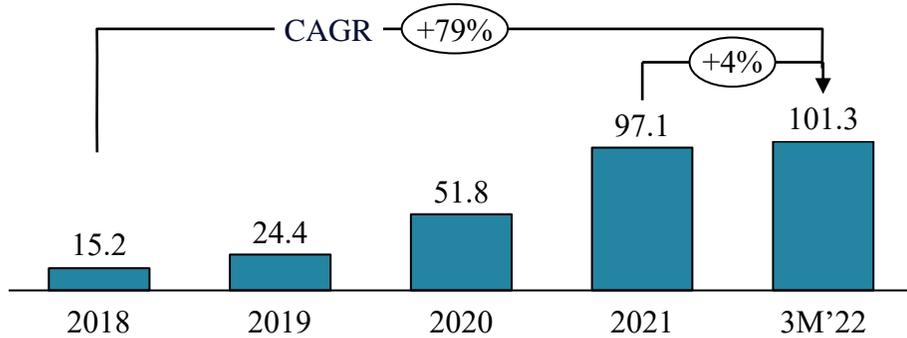
USD, bn



Sound and healthy demand deposit contribution sustained in a period when conversion to TL took place

Customer demand deposits

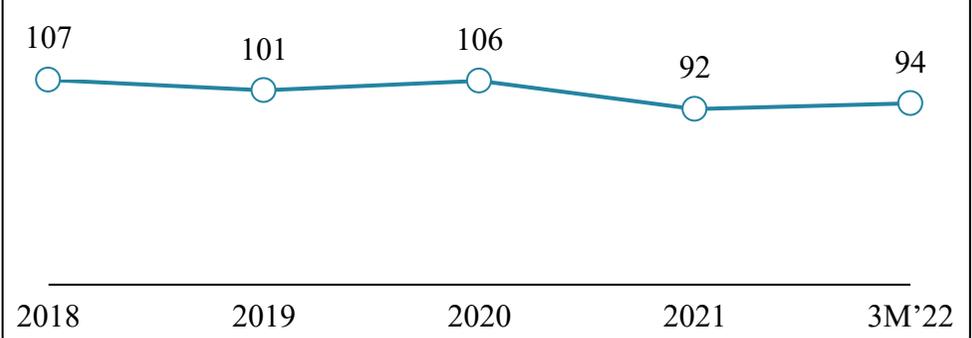
TL, bn, aop



LDR improvement sustained thanks to robust deposits' performance

Loan-to-deposit ratio⁽²⁾

%



⁽¹⁾ FX deposits represent 46%, 54%, 62%, 67% and 64% of total customer deposits as of the end of 2018, 2019, 2020, 2021 and 3M'22, respectively

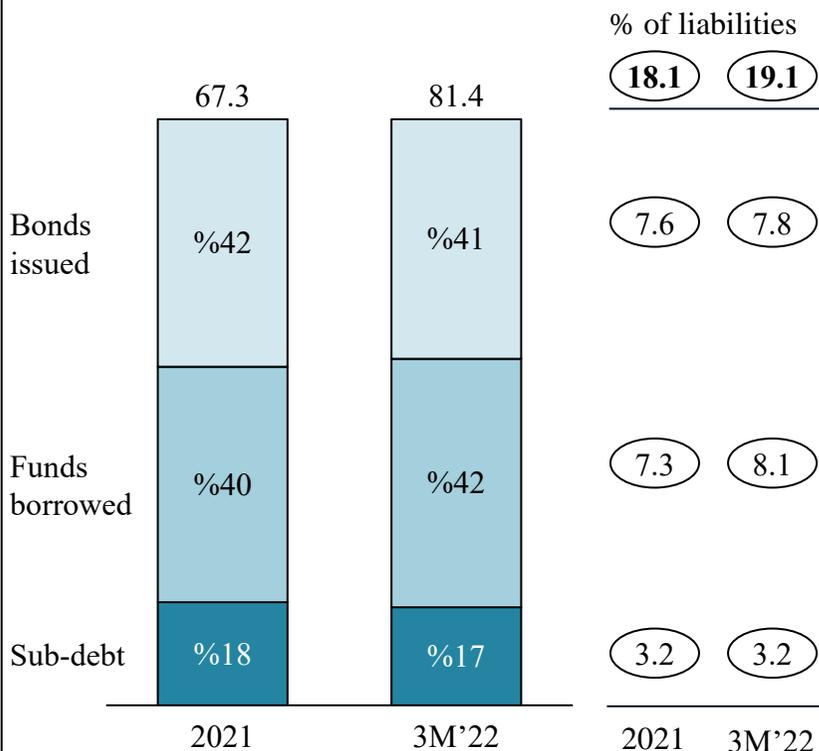
⁽²⁾ Including TL issued bonds, bank deposits & fiduciary deposits excluding CBRT swap transactions

Well-balanced wholesale borrowing mix has been actively managed with a cost-oriented approach, closely assessing loan & demand dynamics

Well diversified wholesale borrowing mix funded 19% of the assets base,

... as majority of the wholesale funding has a remaining maturity above 1 year

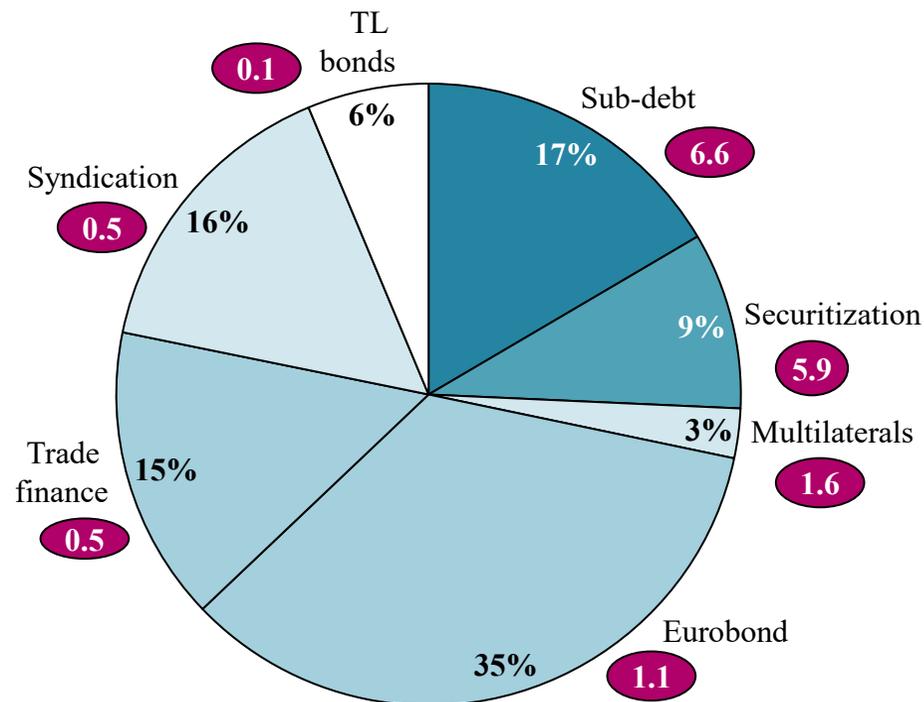
Borrowings⁽¹⁾ by Type
TL, bn, % of borrowings



Breakdown of borrowings except repo

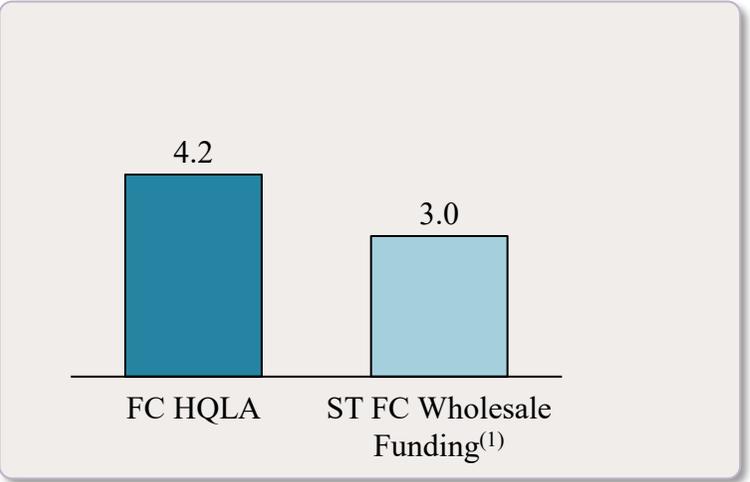
100% = TL 81.4 bn

Avg. remaining maturity (yrs)

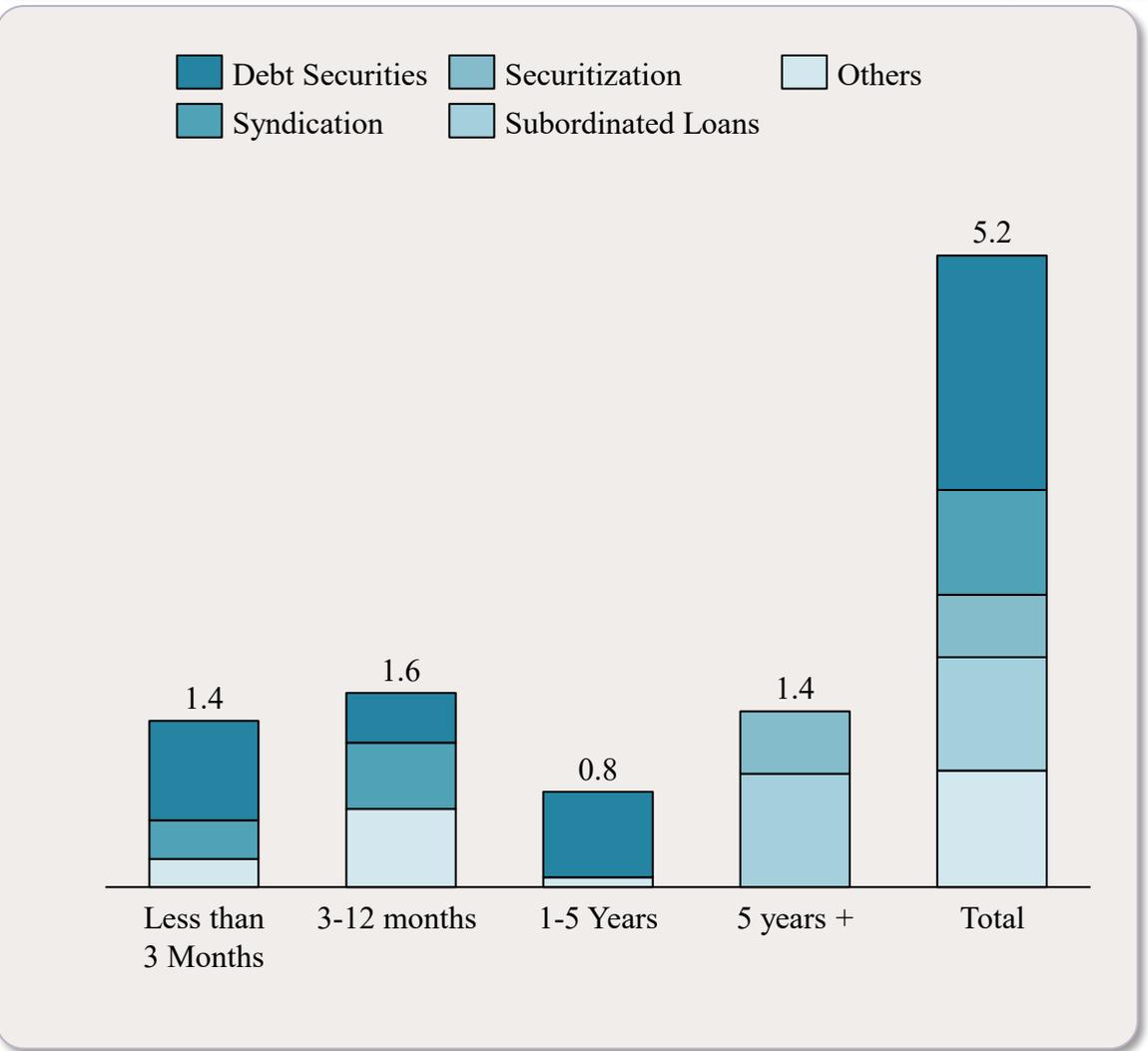


Manageable external borrowings led to ample FC liquidity vis-a-vis short-term dues

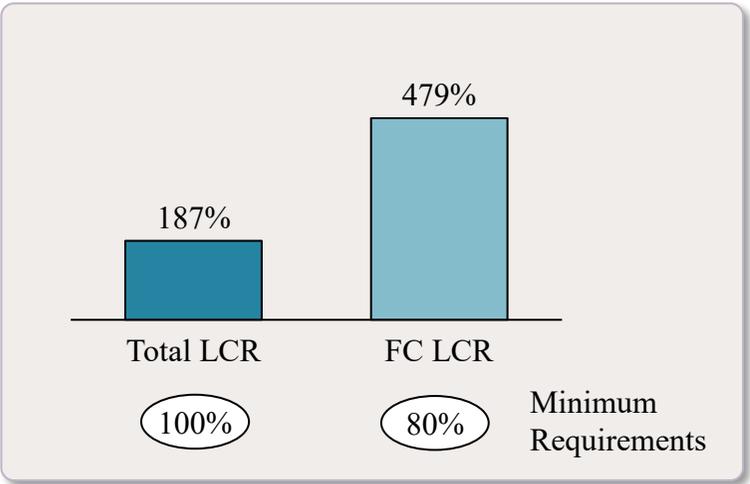
FC HQLA vs Short-term Dues (USD bn)



Maturity Profiles of FC Wholesale Funding (USD bn)



Liquidity Coverage Ratios (% , eop)



⁽¹⁾ FC wholesale funding due within 1 year

A structured approach to market and liquidity risk management

Focused ALM leads to low interest rate sensitivity

- TL interest rate sensitivity is actively managed in the international swap market
- Hedge swap book stands at TL 13.5 bn as of the end of Q1'22
- Net change in Economic Value / Equity is constantly monitored under several scenarios
- Regulatory IRRBB ratio is at 7.8% as opposed to 20% limit; indicating a conservative interest rate position on the banking book (as of the end of Q1'22)

Prudent management of liquidity risk

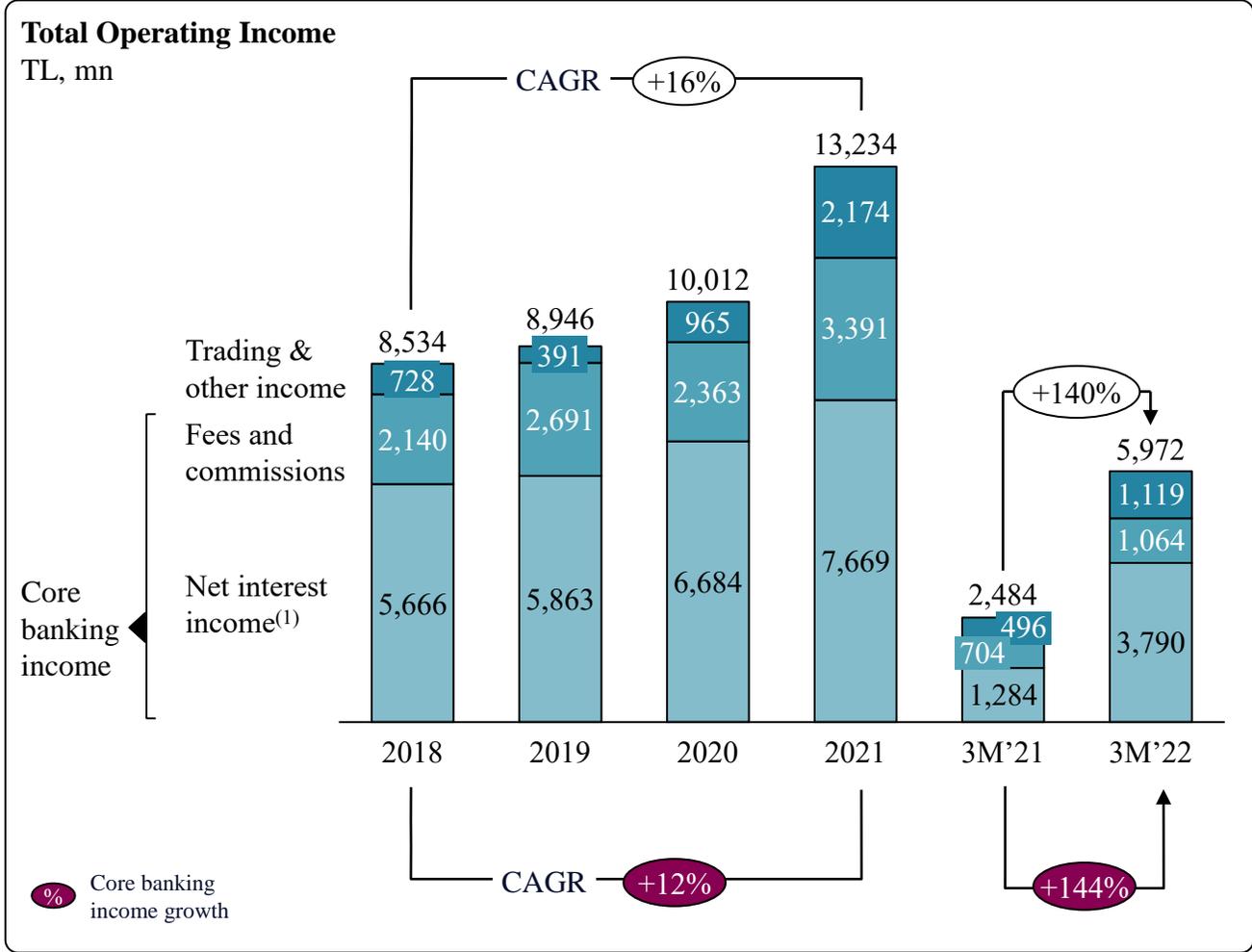
- Strong framework is in place to ensure sufficient short-term and long-term liquidity
- Total Regulatory Liquidity Coverage ratio is 187% as opposed to 100% limit, whereas FX Regulatory Liquidity coverage ratio is 479% as opposed to 80% limit. (as of the end of Q1'22)
- Continuous monitoring and reporting are in place to support effective management in addition to contingency plans for extreme situations

Low risk appetite for trading risks

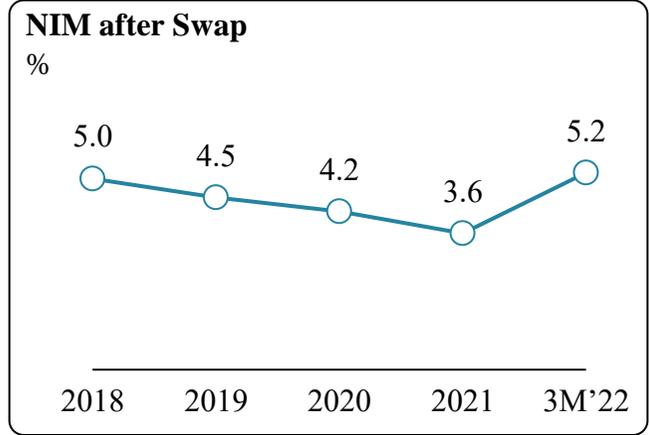
- Low trading risk appetite is reflected by the limit structure both on portfolio and product level
- Best-in-class measurement methodologies are in place with daily monitoring of all market risk metrics (VaR, sensitivities, etc.) in addition to stress tests and scenario analysis

Outstanding core operating income supported by both healthy NII and F&C performance

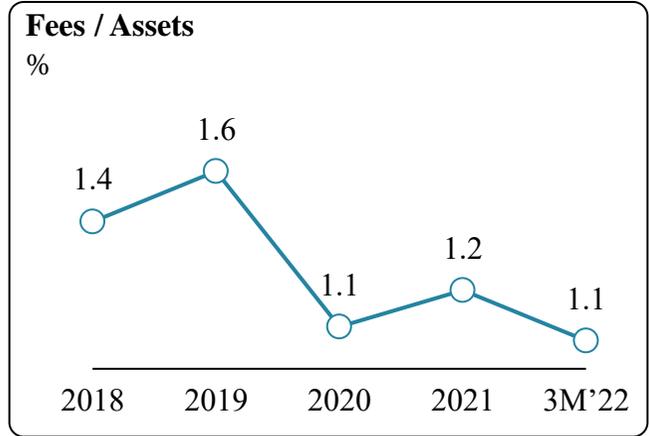
Exceptional core banking income growth thanks to eye-catching NII recovery and strong Fees & Commissions contribution



Strong NIM uplift upheld by higher CPI linkers' contribution



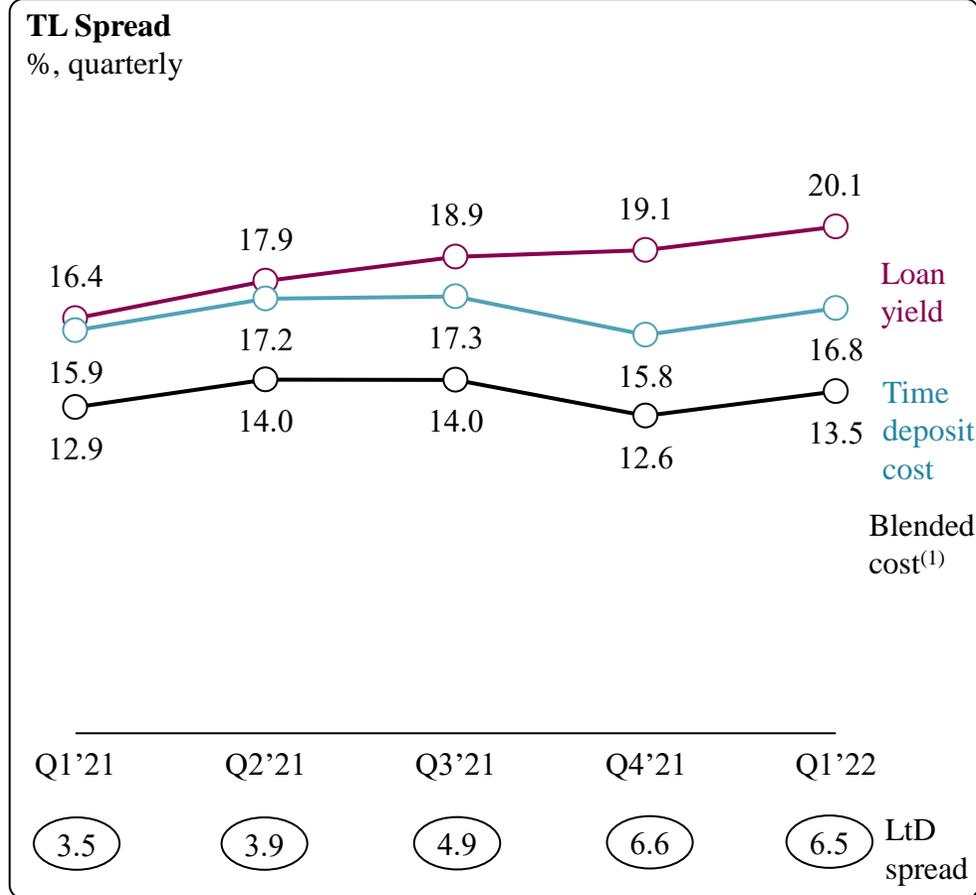
solid Fees & Commissions contribution sustained albeit strong assets growth



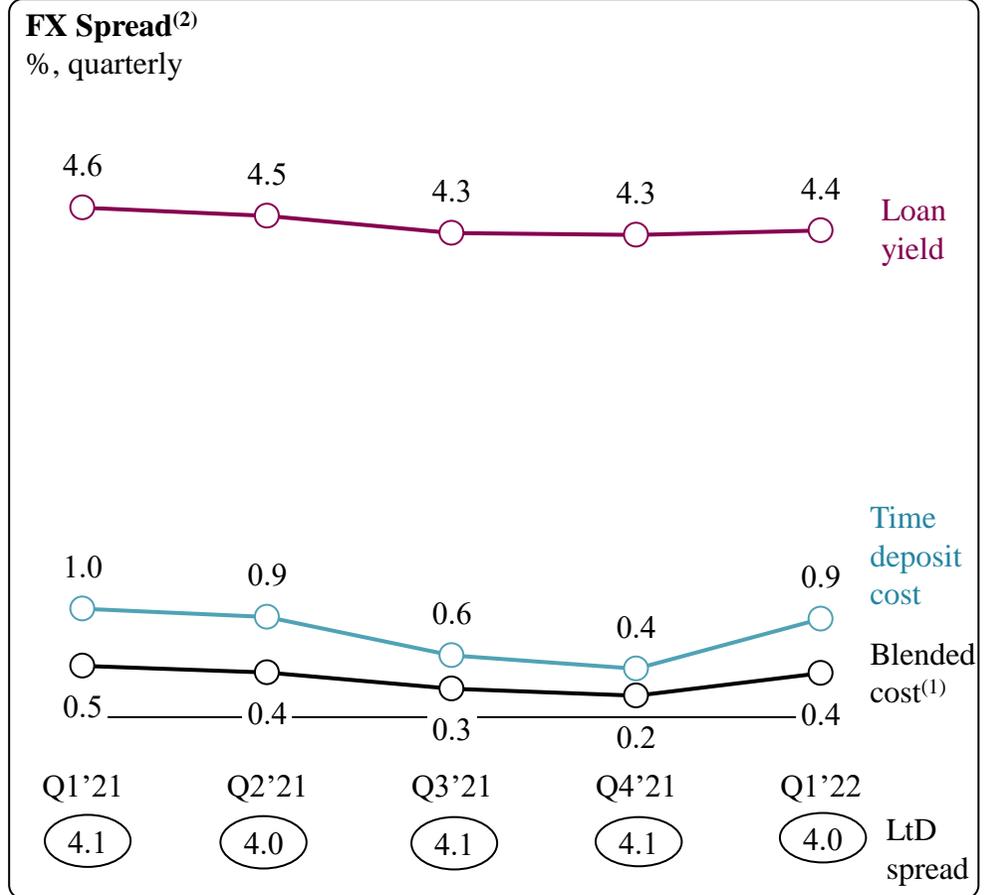
⁽¹⁾ Including swap expenses

Steady TL spread expansion boosted by 500-bp rate cut in Q4

TL spreads widened substantially vis-a-vis the trough seen in Q1 thanks to TL loan repricing and growth, as rate cuts also contributed starting in Q4



FX spreads remained relatively intact mainly on the back of ample FX deposit supply



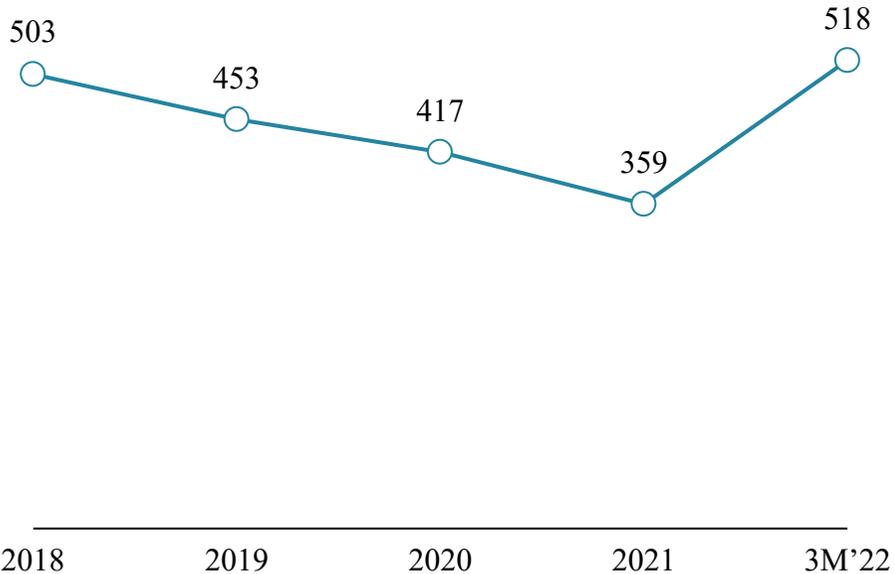
⁽¹⁾ Blended of time and demand deposits

⁽²⁾ Adjusted for FX rate changes

NIM enhancement continued on the back of CBRT's rate cuts in Q4'21 and solid CPI linkers' contribution

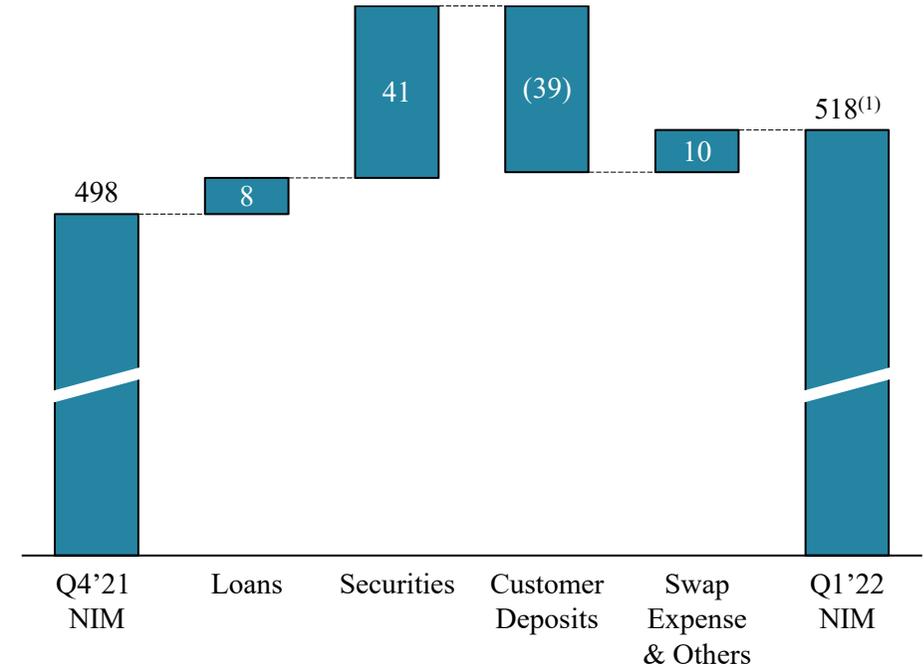
NIM started 2021 at historically low levels and steadily improved throughout 2021 and 3M'22

Cumulative NIM after Swap
bps



Quarterly NIM evolution supported by higher CPI linkers' contribution

Quarterly NIM after Swap
bps

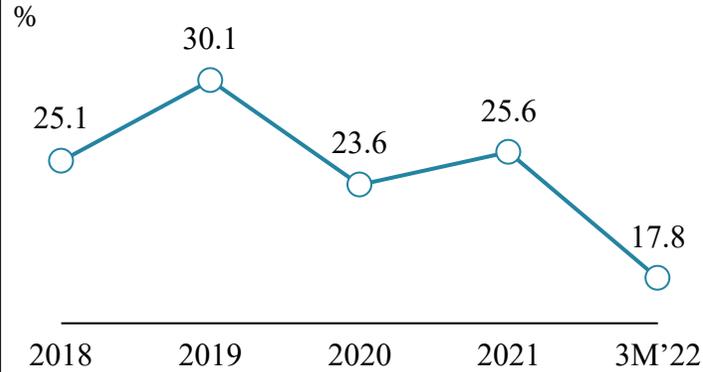


⁽¹⁾ October-October inflation projection used in the valuation of CPI linkers was 35% as of the end of Q1'22. A 100 bps increase in CPI projection would contribute TL 249 mn/yr to NII and 8 bps to annual NIM.

Fees once again outperformed the expectations across the board

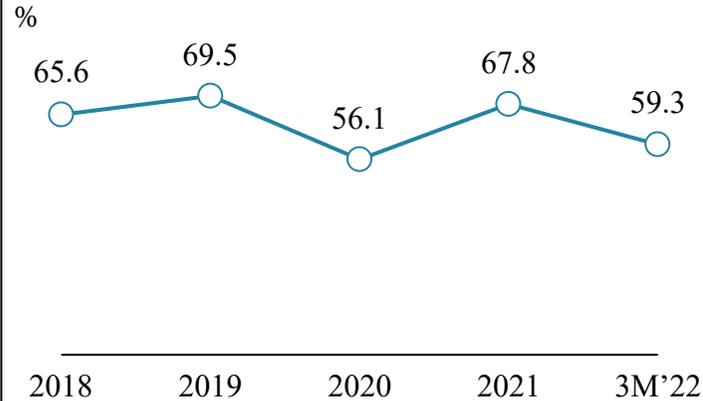
Fees contribution to total income diluted with robust NII recovery

Fees / Total Income



Fees alone covered for 59% of OPEX in 3M'22

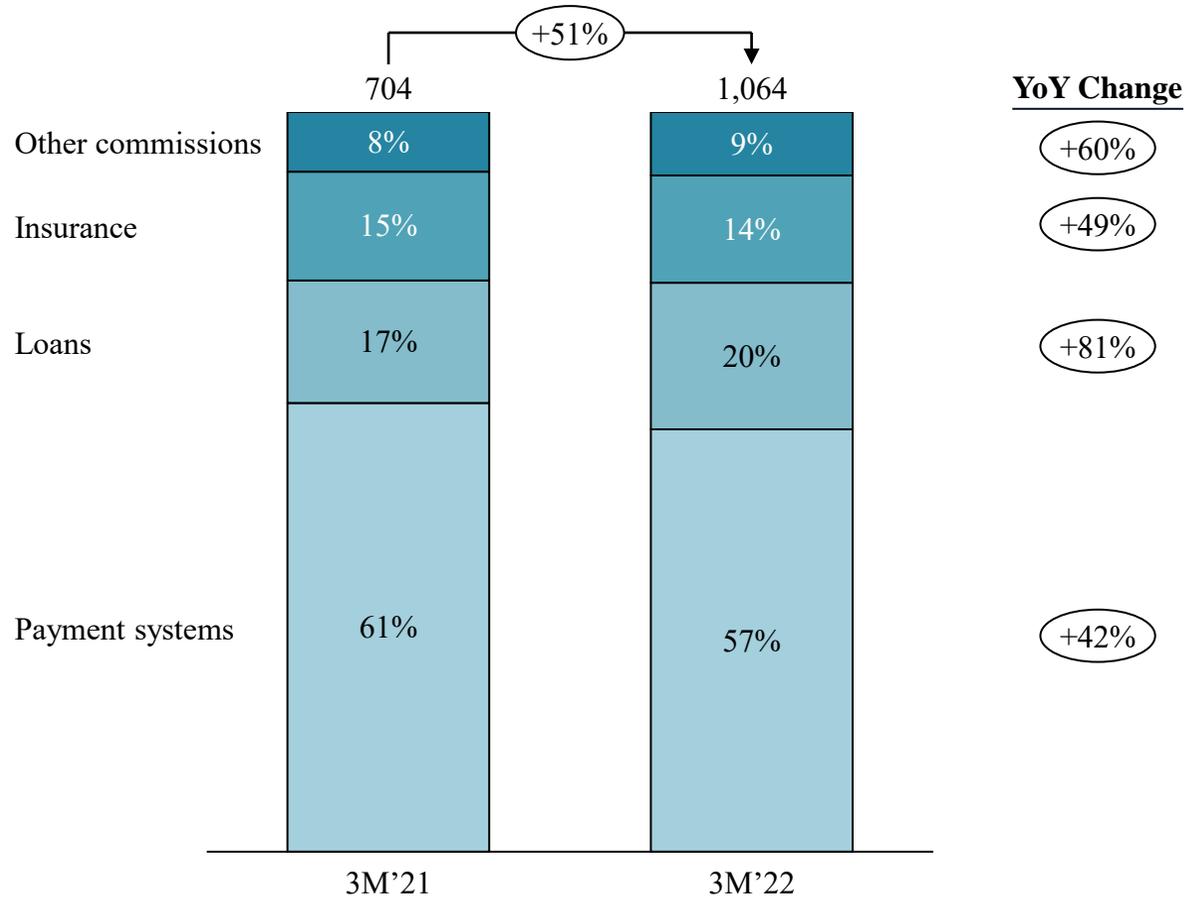
Fees / OPEX



Robust loan-based fees growth took the lead, though the growth trend was extensive

Cumulative Net Fees and Commissions

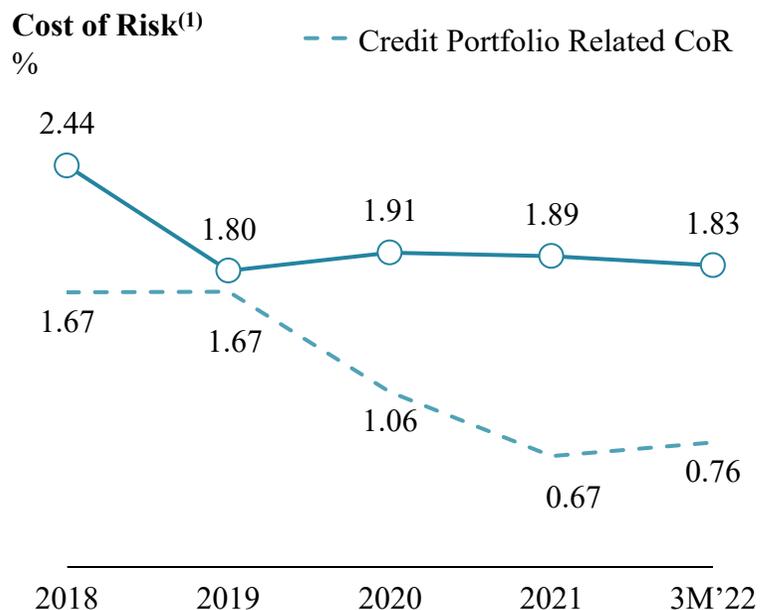
TL, mn



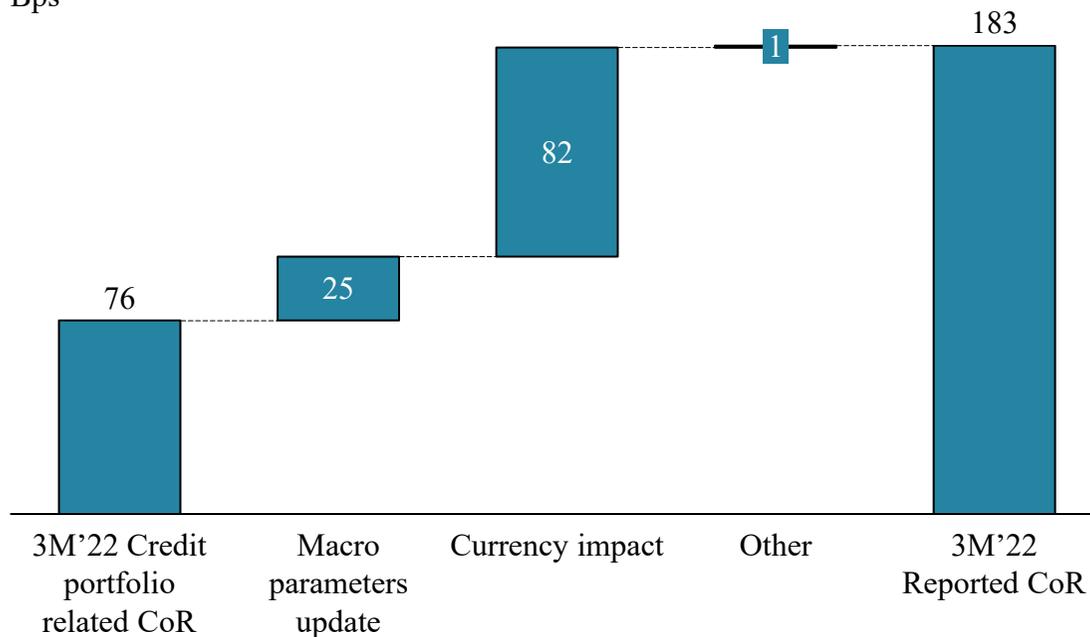
Conservative provisioning stance has been upheld even with steadily low new NPL generation and solid collection performance

Low NPL generation and solid Collection performance enabled the Bank to further build provision buffers,

as reported CoR also included significant currency impact.

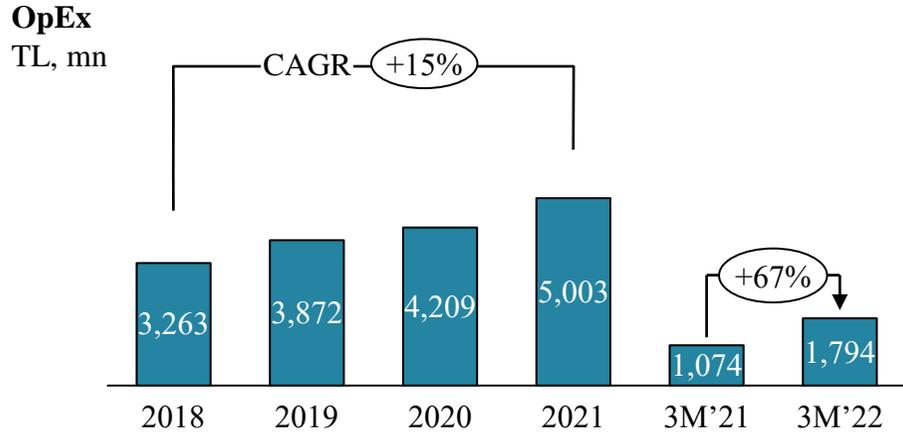


Total CoR breakdown, 3M'22
Bps

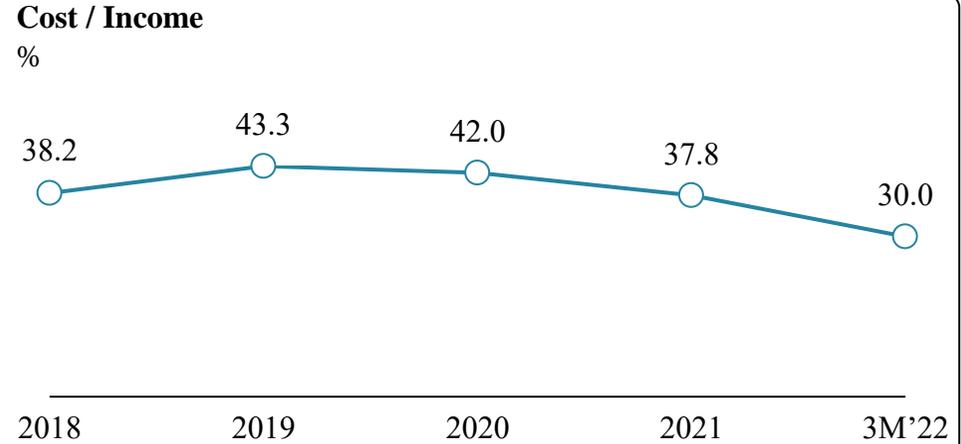


Disciplined management has contained OPEX growth despite surging inflation and material TL depreciation, paying-off in the form of a resilient ROE

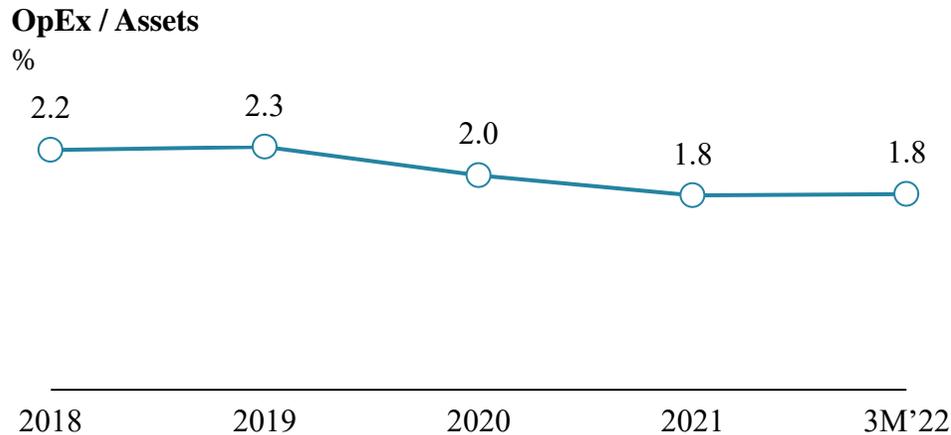
OPEX growth has been contained below inflation,



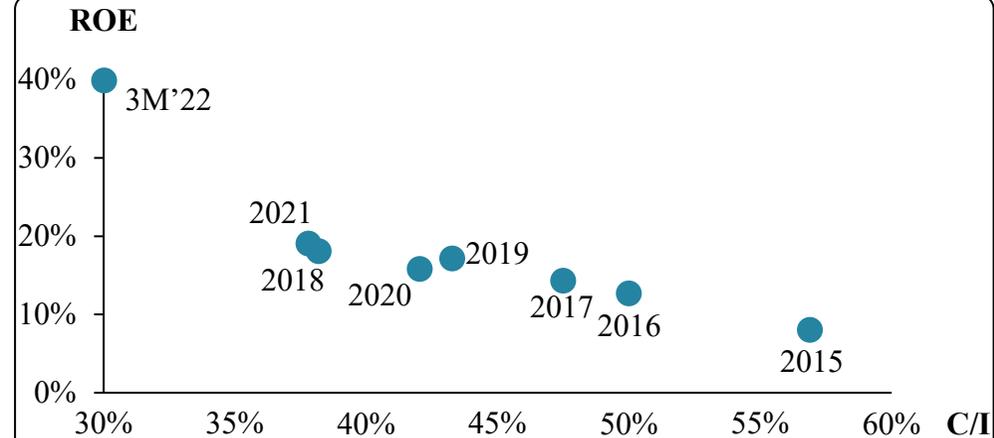
... surging income led to a lower cost/income ratio than peers at similar size



Economies of scale improvement built-up over years sustained in a challenging backdrop



... contributing positively to the sustainable profitability evolution



Key strategies going forward

- **Core banking**, i.e., minimum market risk
- **Prudent credit risk management**
- **High liquidity** at all times
- Maintain **above market growth in Corporate & Commercial** seeking to achieve fair market share in the long-term
- **Leverage digital transformation** investments in SME segment for new client gathering as well as increasing service coverage for existing clients in line with our target of becoming **client's 'Main Bank'**
- **Continue targeting above-market growth in Retail** via general purpose loans and renewed emphasis on credit cards with 'high card spend'
- Continued emphasis on building a **stable deposit base** through new channels, offerings to untapped segments and customer groups, stronger loyalty (ie: Turkish Airlines co-branded program) and digital offerings (Digital Affluent Model, enpara.com)
- Leverage **wholesale funding opportunities** presented by strong shareholder structure
- Focus on **fee generation** and **operating expenses control** as well as continuing **improvement on cost of risk** front

Appendix



BRSA Bank-Only Key Financial Ratios

	Bank only figures	2018 ⁽¹⁾	2019 ⁽¹⁾	2020 ⁽¹⁾	2021 ⁽¹⁾	3M'21 ⁽¹⁾	3M'22 ⁽¹⁾
Profitability	RoAE	18.0%	17.1%	15.8%	19.0%	13.6%	39.9%
	RoAA	1.6%	1.5%	1.3%	1.4%	1.1%	2.4%
	Cost / Income	38.2%	43.3%	42.0%	37.8%	43.2%	30.0%
	NIM after swap expenses	5.0%	4.5%	4.2%	3.6%	2.8%	5.2%
Liquidity	Loans / Deposits ⁽²⁾	106.7%	101.1%	106.2%	91.5%	99.1%	94.5%
	LCR	117.5%	121.5%	117.4%	145.5%	120.1%	181.0%
Asset quality	NPL Ratio	6.1%	6.9%	6.1%	4.2%	5.8%	3.5%
	Cost of Risk	2.4%	1.8%	1.9%	1.9%	1.5%	1.8%
Solvency	CAR	15.4%	15.7%	16.4%	15.9%	15.8%	16.0%
	Tier I Ratio	11.7%	13.1%	13.7%	12.8%	13.1%	12.8%
	Liability/Equity	10.8x	10.9x	11.8x	16.8x	12.8x	16.2x

QNB Finansbank BRSA Bank-Only Summary Financials⁽¹⁾

Income Statement

TL, mn	2018	2019	2020	2021	3M'21	3M'22	ΔYoY
Net Interest Income (After Swap Expenses)	5,666	5,863	6,684	7,669	1,284	3,790	195%
Net Fees & Commissions Income	2,140	2,691	2,363	3,391	704	1,064	51%
Trading & Other Income	728	391	965	2,174	496	1,119	126%
Total Operating Income	8,533	8,946	10,012	13,234	2,484	5,972	140%
Operating Expenses	(3,263)	(3,872)	(4,209)	(5,003)	(1,074)	(1,794)	67%
Net Operating Income	5,270	5,074	5,803	8,231	1,410	4,179	196%
Provisions	(2,212)	(1,894)	(2,544)	(3,241)	(579)	(1,087)	88%
Profit Before Tax	3,058	3,180	3,259	4,990	831	3,092	272%
Tax Expenses	(648)	(558)	(512)	(1,062)	(181)	(709)	291%
Profit After Tax	2,410	2,622	2,747	3,928	650	2,383	267%

Balance Sheet

TL, mn	2018	2019	2020	2021	3M'22	ΔYtD
Cash & Banks ⁽²⁾	19,808	22,643	29,202	85,564	87,649	2%
Securities	21,368	28,761	34,368	49,960	64,150	28%
Net Loans	94,018	110,683	138,719	200,832	240,762	20%
Fixed Asset and Investments ⁽³⁾	4,558	5,308	5,864	6,689	7,045	5%
Other Assets	17,664	14,286	19,089	28,324	26,062	-8%
Total Assets	157,416	181,681	227,243	371,369	425,669	15%
Deposits	87,090	105,626	130,560	226,923	254,098	12%
Customer Deposits	83,413	100,219	125,976	213,946	248,263	16%
Bank Deposits	3,678	5,406	4,583	12,977	5,835	-55%
Borrowings	36,602	42,893	54,892	85,293	106,996	25%
Bonds Issued	8,904	13,086	13,506	28,389	33,261	17%
Funds Borrowed	18,166	15,309	20,192	27,032	34,549	28%
Sub-debt	4,816	5,433	6,704	11,853	13,622	15%
Repo	4,715	9,065	14,489	18,020	25,565	42%
Other	19,152	16,477	22,579	37,009	38,252	3%
Equity	14,572	16,685	19,212	22,144	26,322	19%
Total Liabilities & Equity	157,416	181,681	227,243	371,369	425,669	15%

⁽¹⁾ IFRS 9 standards implemented as of January 1, 2018, whereas the previous year figures have not been restated accordingly.

IAS-27 equity method consolidation has been implemented as of Q4'21. As 2020 figures have been restated, preceding years' data have not been restated

⁽²⁾ Includes CBRT, banks, interbank, other financial institutions

⁽³⁾ Including subsidiaries

BRSA Consolidated Key Financial Ratios

	Bank only figures	2018 ⁽¹⁾	2019 ⁽¹⁾	2020 ⁽¹⁾	2021 ⁽¹⁾	3M'21 ⁽¹⁾	3M'22 ⁽¹⁾
Profitability	RoAE	19.0%	18.4%	15.8%	18.9%	13.6%	39.9%
	RoAA	1.6%	1.6%	1.3%	1.4%	1.1%	2.3%
	Cost / Income	38.1%	42.7%	42.4%	38.0%	43.4%	30.7%
	NIM after swap expenses	5.0%	4.5%	4.3%	3.7%	3.0%	5.2%
Liquidity	Loans / Deposits ⁽²⁾	110.4%	105.6%	110.1%	91.7%	102.6%	97.7%
	LCR	117.5%	119.5%	114.2%	144.1%	116.9%	175.1%
Asset quality	NPL Ratio	6.2%	7.0%	6.0%	4.2%	5.7%	3.5%
	Cost of Risk	1.7%	1.8%	1.9%	1.9%	1.7%	1.8%
Solvency	CAR	14.8%	15.2%	15.8%	15.2%	15.2%	15.3%
	Tier I Ratio	11.2%	12.7%	13.1%	12.2%	12.6%	12.2%
	Liability/Equity	11.2x	11.2x	12.2x	17.3x	13.1x	16.7x

QNB Finansbank BRSA Consolidated Summary Financials⁽¹⁾

Income Statement

TL, mn	2018	2019	2020	2021	3M'21	3M'22	ΔYoY
Net Interest Income (After Swap Expenses)	5,861	6,121	7,103	8,150	1,405	3,958	182%
Net Fees & Commissions Income	2,252	2,824	2,601	3,682	774	1,173	52%
Trading & Other Income	920	618	799	2,068	450	1,041	132%
Total Operating Income	9,033	9,562	10,503	13,900	2,628	6,172	135%
Operating Expenses	(3,445)	(4,079)	(4,451)	(5,278)	(1,141)	(1,896)	66%
Net Operating Income	5,588	5,483	6,053	8,622	1,487	4,276	188%
Provisions	(2,317)	(1,994)	(2,672)	(3,487)	(626)	(1,116)	78%
Profit Before Tax	3,271	3,489	3,381	5,135	861	3,160	267%
Tax Expenses	(698)	(625)	(626)	(1,227)	(210)	(776)	270%
Profit After Tax	2,573	2,865	2,755	3,908	651	2,384	266%

Balance Sheet

TL, mn	2018	2019	2020	2021	3M'22	ΔYtD
Cash & Banks ⁽²⁾	20,226	23,072	29,661	86,263	87,806	2%
Securities	21,387	28,809	34,430	50,090	64,367	29%
Net Loans ⁽³⁾	100,377	116,749	146,449	212,565	253,937	19%
Fixed Asset and Investments	3,467	4,058	4,248	4,613	4,754	3%
Other Assets	18,045	14,838	20,232	30,318	28,604	-6%
Total Assets	163,500	187,526	235,020	383,849	439,469	14%
Deposits	86,826	105,500	130,275	225,877	253,368	12%
Customer Deposits	83,149	100,094	125,692	212,899	247,533	16%
Bank Deposits	3,678	5,406	4,583	12,977	5,835	-55%
Borrowings	42,552	48,352	62,320	97,098	119,743	23%
Bonds Issued	11,850	14,352	14,724	29,803	34,600	16%
Funds Borrowed	20,552	19,419	25,897	37,252	45,161	21%
Sub-debt	4,816	5,433	6,704	11,853	13,622	15%
Repo	5,334	9,149	14,995	18,191	26,359	45%
Other	19,518	16,908	23,184	38,722	40,027	3%
Equity	14,603	16,765	19,241	22,152	26,331	19%
Total Liabilities & Equity	163,500	187,526	235,020	383,849	439,469	14%

Board of Directors

Name	Position	Background
Dr. Ömer A. Aras	Chairman and QNB Finansbank Group CEO	Founding member of Finansbank Former CEO of Finansbank for 6 years Vice President of the High Advisory Council of TUSIAD, member of the Higher Advisory Board of Darüşşafaka Cemiyeti and Board of Trustees of Boğazici University Foundation
Sinan Şahinbaş	Vice Chairman	Former CEO of Finansbank for 7 years Previously worked at Treasury, Corp. Banking and Risk Mgmt. departments of Finansbank
Temel Güzeloğlu	Member of the BoD	Former CEO of QNB Finansbank Experience at Unilever, Citibank, McKinsey & Co.
Osman Ömür Tan	Member of the BoD and QNB Finansbank CEO	Former EVP of Corporate and Commercial Banking Experience at Yapı Kredi Bank Holds board membership at QNB Finansbank subsidiaries
Yousef Mahmoud H N Al-Neama	Member of the BoD	Executive General Manager and Group Chief Business Officer at QNB Q.P.S.C. Serves as VP of HBTF in Jordan and Bank Mansour in Iraq and Board member at QNB Capital Previously worked at Group Corp., Institutional Banking & International Banking of QNB and Doha Bank
Adel Ali M A Al-Malki	Member of the BoD	General Manager - Group Information Technology Previously worked at Development and User Services, E-Business & System Analyst of QNB
Ramzi T. A. Mari	Member of the BoD and Member of the Audit Committee	QNB Group Executive General Manager and Chief Financial Officer Holds board membership at various QNB subsidiaries in Qatar and Jordan
Noor Mohd J. A. Al-Naimi	Member of the BoD and Member of the Audit Committee	QNB General Manager Group Treasury Previously held positions in Treasury Operations Trading & Investment Assistant General Manager
Fatma Abdulla S S Al-Suwaidi	Member of the BoD	QNB Group Chief Risk Officer Serves as President Commissioner of QNB Indonesia
Ali Teoman Kerman	Member of the BoD and Chairman of the Audit Committee	Former Vice Under-Secretary of Treasury Former Vice President of BRSA Former Board Member of SDIF Previously served as a Board Member of Bahçeşehir University, Board of Graduate School and Chairman of the Board in Toprak, Ege and Generali Insurance Companies
Durmuş Ali Kuzu	Member of the BoD and Member of the Audit Committee	Former Vice President of BRSA Experience at Vakıfbank, Emlakbank, Treasury, Public Oversight Institution Holds board membership at TMA Turkey and Bank Examiners Foundation

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