

1Q15 Consolidated Financial Results

24 April 2015

Another Quarter of Successful Balance Sheet Management

- Distinguished core spread management with a flat quarterly loan to deposit spread
- Strategic Loan Mix Management in line with our long term strategy
 - Focus on value added customers with higher returns rather than simply growth
 - Continued emphasis on TL commercial lending (4% and 9% quarterly growth in medium and large business segments)
 - Solid growth in business banking commissions (28% yoy)
- Higher demand deposit ratio and improved LDR as guided

With Flexible Positioning

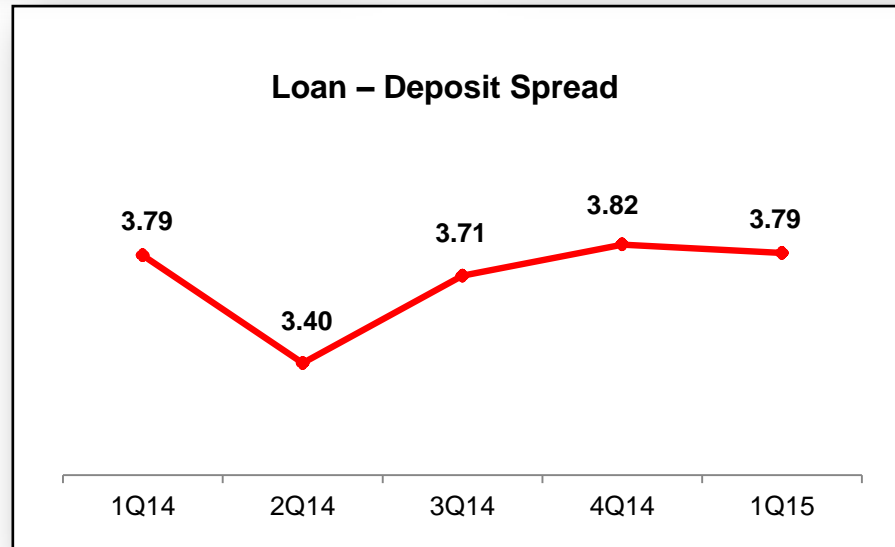
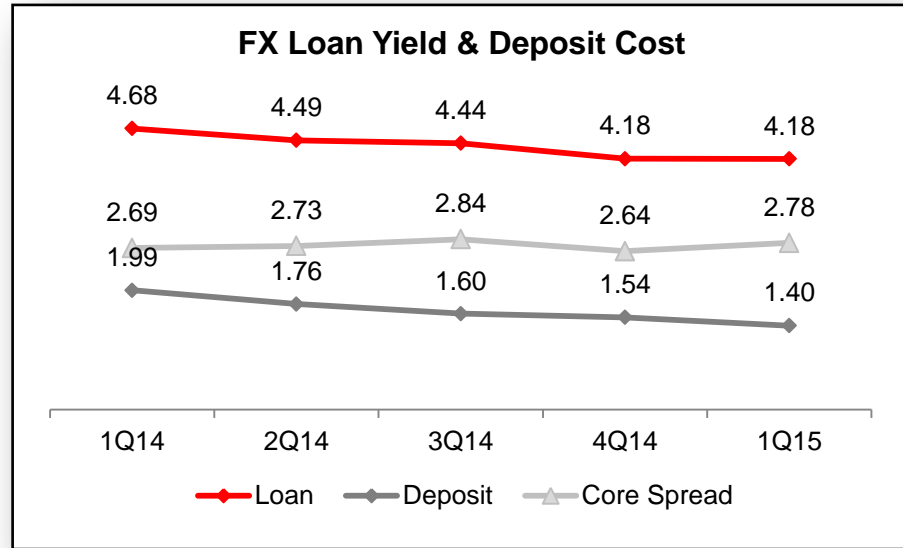
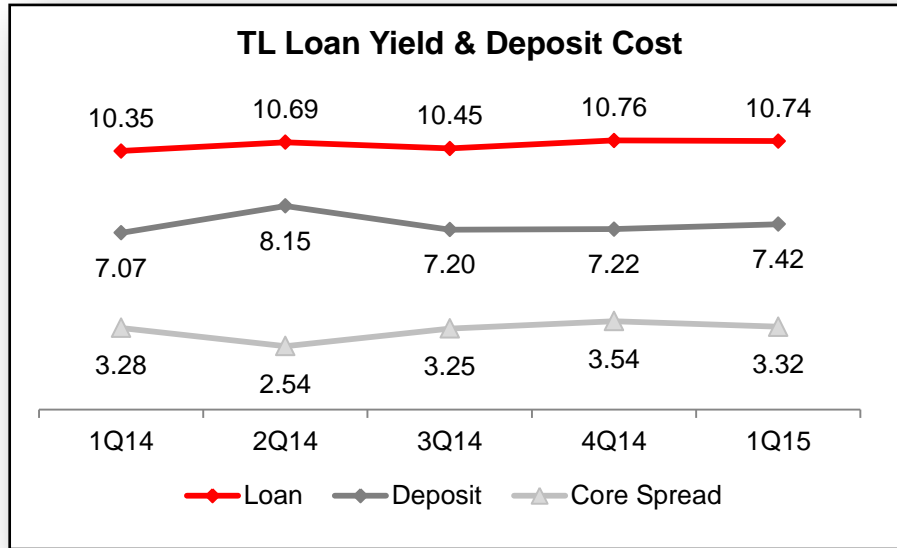
- Best in class treasury management;
 - Reduced investment in TL securities
 - decreasing negative carry
 - creating ample TL liquidity compensating lower securities income
 - Profitable investment in FX securities continued while decreasing swap position
- Progressive contribution from subsidiaries (9% vs. 6% in same period last year) with an annual net income growth of 63%

Solid Operational Results

<i>(TL mio, ratios in %)</i>	1Q14	4Q14	1Q15	YoY (%)	QoQ (%)
Total Assets	200,236	218,697	233,744	16.7	6.9
Loans	118,369	136,131	141,253	19.3	3.8
Deposits	110,130	122,294	129,540	17.6	5.9
Net Profit	661	963	785	18.8	-18.4
Net interest income	1,737	1,903	1,870	7.7	-1.8
Net fee income	524	595	539	2.7	-9.5
ROAE	11.8	15.1	12.0	0.2	-3.1
ROAA	1.3	1.8	1.4	0.1	-0.4
NIM	3.57	3.59	3.28	-0.3	-0.3
Swap adj. NIM	3.13	3.30	3.11	-0.02	-0.19
Cost of Risk	0.75	0.73	0.85	0.11	0.13
Cost to Asset*	1.8	1.9	1.7	-0.1	-0.2
CAR	14.5	14.9	14.0	-0.5	-0.9
Tier I	13.5	13.8	12.9	-0.6	-0.9

* Adjusted for non-operational items; TL62 mio fee rebates in 1Q15 & TL50 mio in 4Q14 and TL25 mio one-off in 1Q15

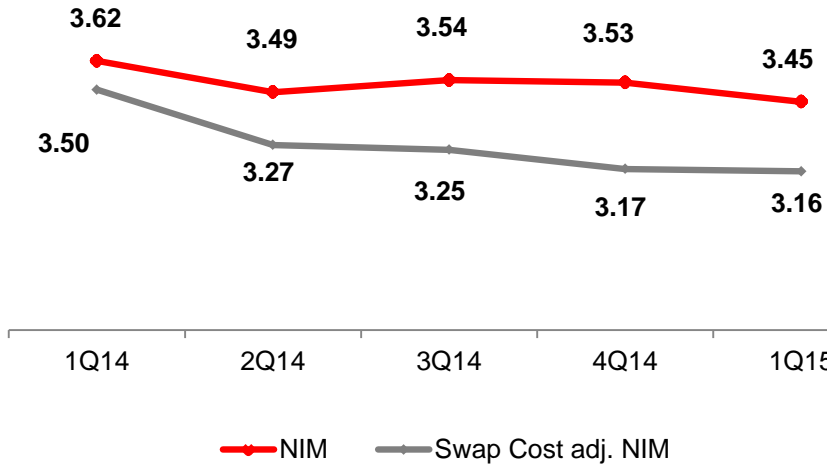
Distinguished Spread Management



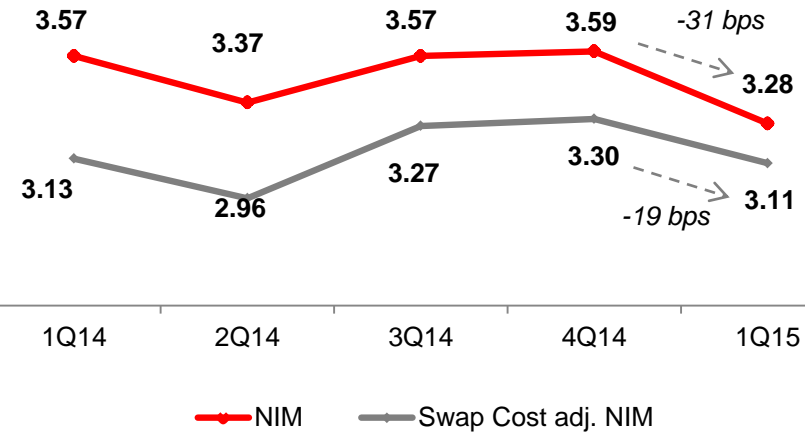
Stable core spread owing to continuous efforts on funding cost and loan pricing

Well defended NIM: Stable Core Spread & Lower Swap Costs

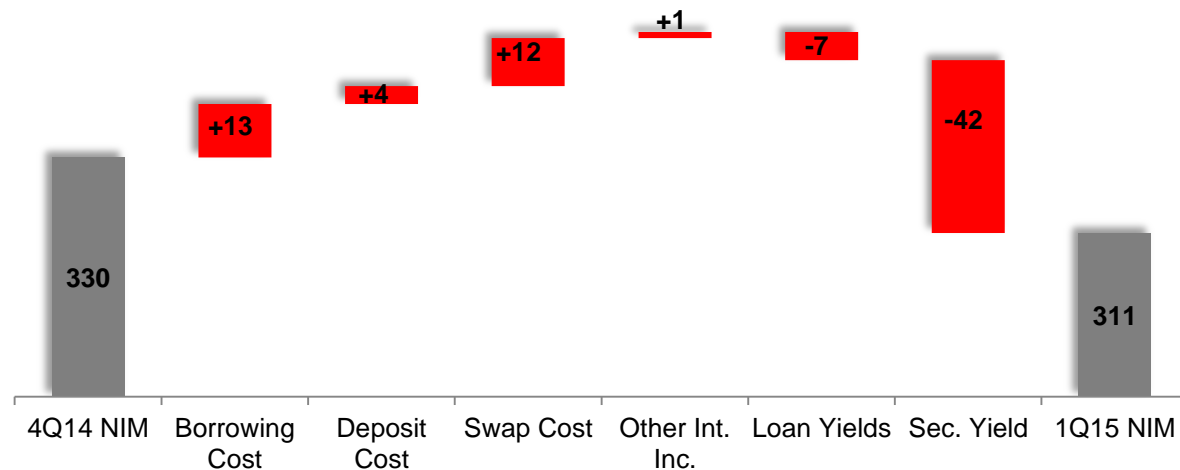
12M Trailing NIM



Quarterly NIM



Swap Cost Adj. NIM Evolution (bps)

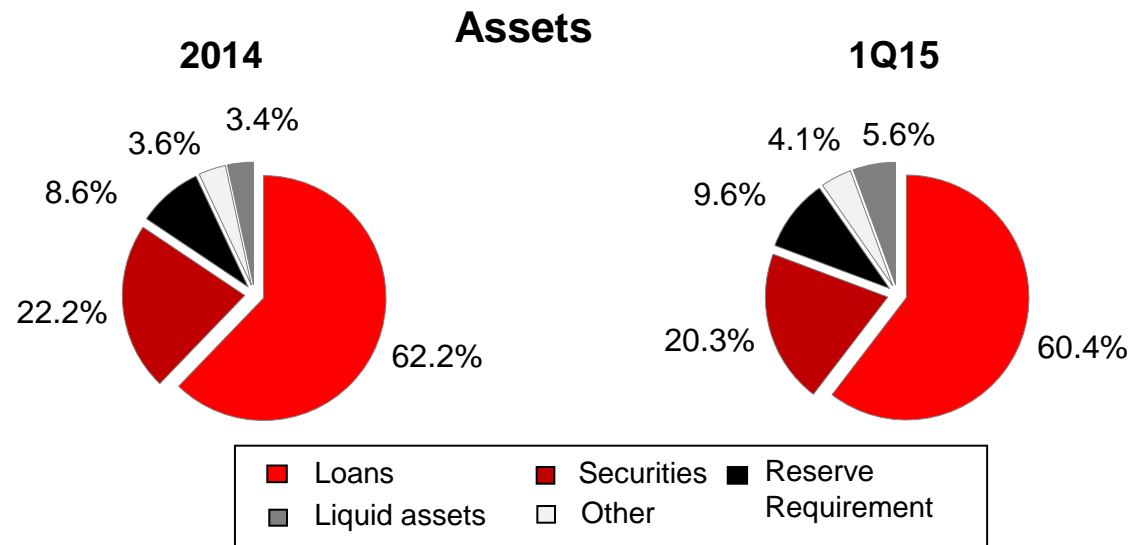


Quarterly NIM is only down by 19bps despite significantly lower securities income

Flexible Positioning with Strong Liquidity

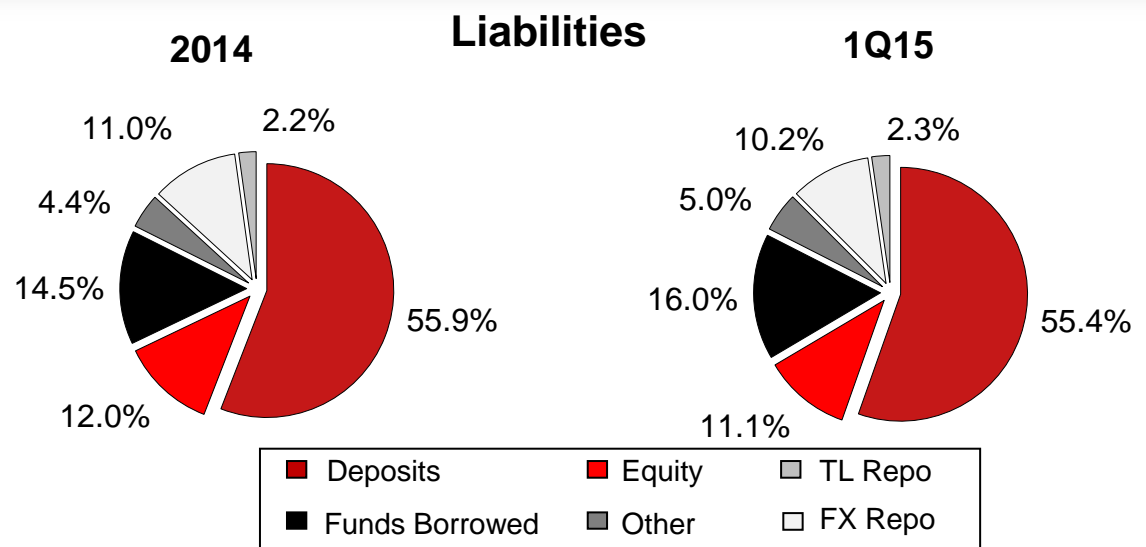
Liquidity has become more beneficial

- Sec/ Assets continued to come down to 20.3% from 22.2% in YE14
- Ample liquidity being used profitably



Diversified Funding Mix with longer maturity

- Inaugural TL Covered bond of TL 407 mio
- Timely debt issuances of USD 1 bio
- Loans to Deposit ratio improved to 109% in 1Q15 from 111% in YE14



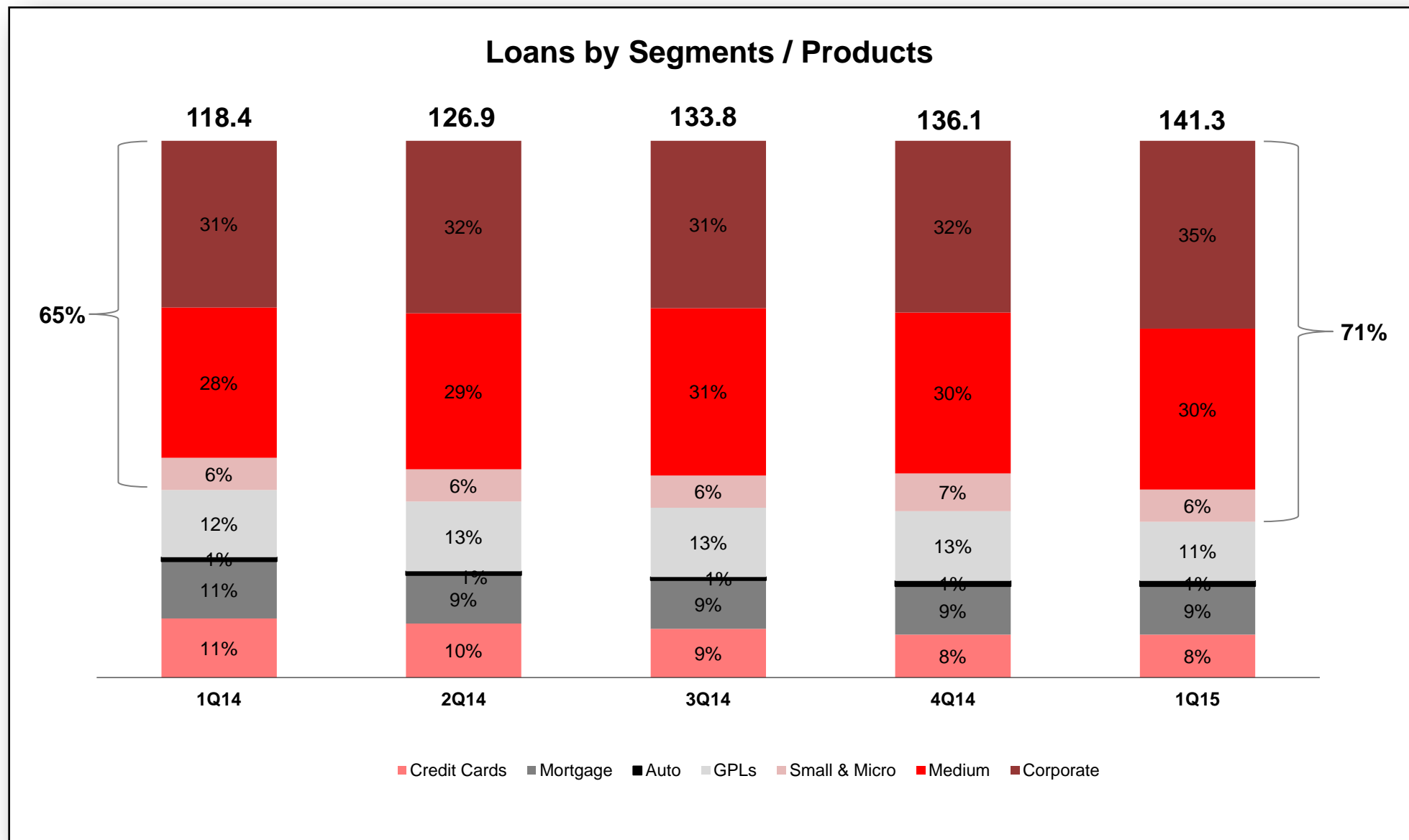
Emphasis on Growth in Business Loans

(TL mio)	1Q14	2Q14	3Q14	4Q14	1Q15	YtD (%)	YoY (%)
TL Loans	73,167	78,226	81,402	81,631	81,731	0	12
Corporate	6,665	7,482	7,346	7,724	8,436	9	27
SME	25,852	28,977	31,281	31,559	32,488	3	26
Medium	18,739	21,117	22,790	22,653	23,560	4	26
Small & Micro	7,113	7,860	8,491	8,906	8,928	0	26
Consumer	27,921	29,583	30,800	30,840	29,775	(3)	7
Credit Cards	12,729	12,184	11,975	11,508	11,031	(4)	(13)
(US\$ mio)							
FX Loans	20,818	22,670	22,797	23,094	22,461	(3)	8
Corporate	13,841	15,144	14,974	15,508	15,375	(1)	11
Medium	6,977	7,526	7,824	7,586	7,086	(7)	2
Total Loans (TL mio)	118,369	126,912	133,794	136,131	141,253	4	19

FX indexed loans are shown under FX loans

Strategic Loan Mix Management

(TL bio)

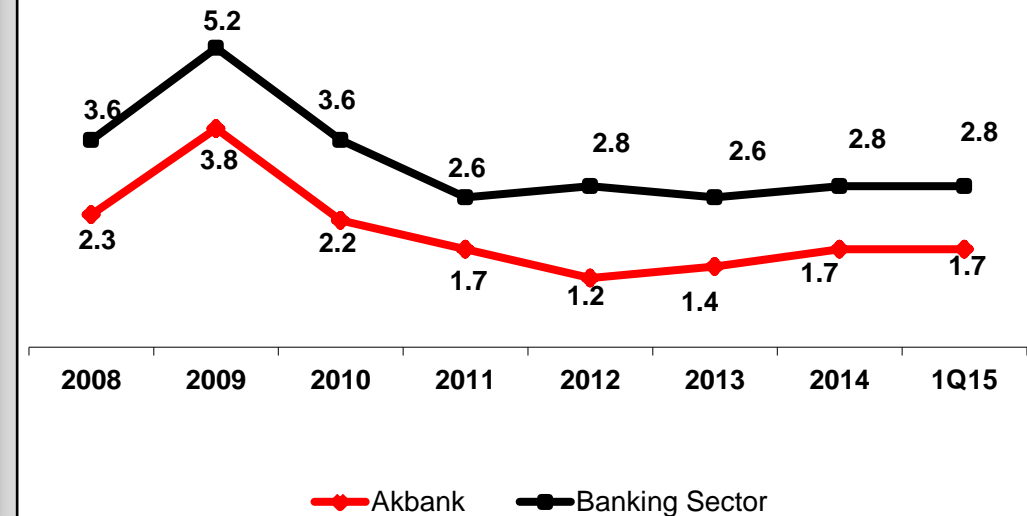


Lower NPL with Strongest Coverage

NPL Ratios by Segment (%)

	Akbank		Sector	
	<u>2014</u>	<u>1Q15</u>	<u>2014</u>	<u>1Q15</u>
Business	0.8	0.8	2.4	2.4
Consumer	2.1	2.5	2.4	2.4
Credit Cards	6.6	6.8	6.8	7.1
Total	<u>1.7</u>	<u>1.7</u>	<u>2.8</u>	<u>2.8</u>

Akbank vs. Sector NPL Ratio (%)

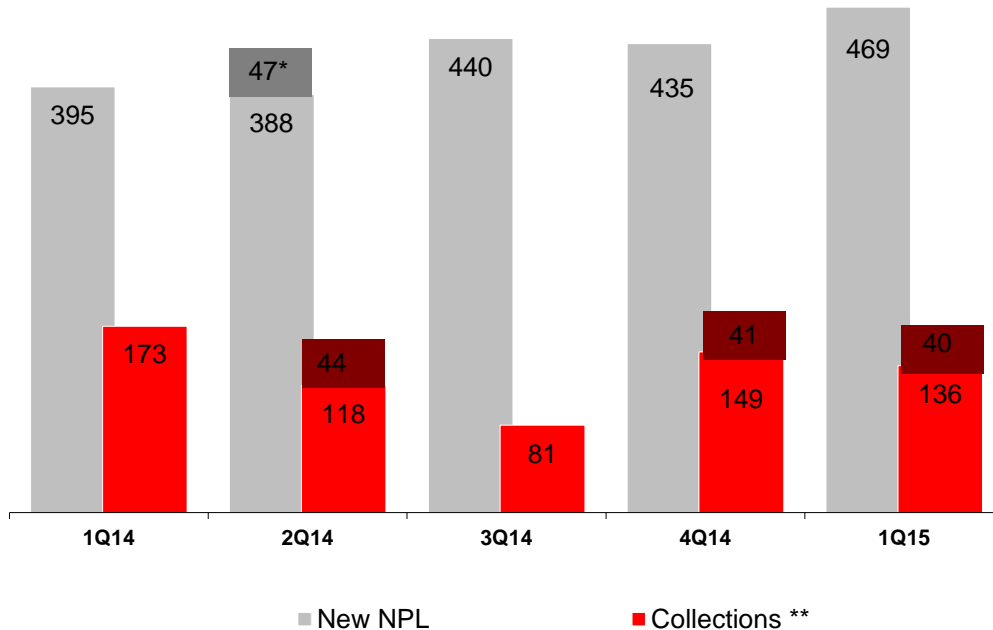


94%
Specific
186%
Total
Coverage Ratio

Impact of higher specific
coverage on **ROE around 1%**

CoR at Budget Guidance

New NPL Provisions and Recoveries (TL mio)

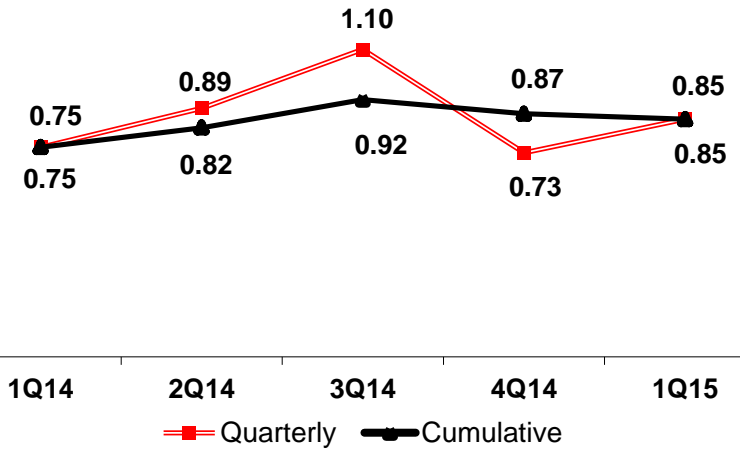


* NPL provision resulting from isolated case

** Collections include NPL Sales Proceeds of TL 40 mio in 1Q15, 41 mio in 4Q14, 44 mio in 2Q14

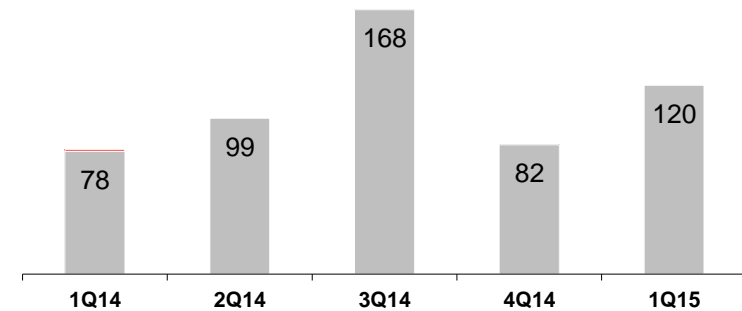
Impact of higher specific coverage on **CoR 35bps**

Net Specific Cost of Risk (%)

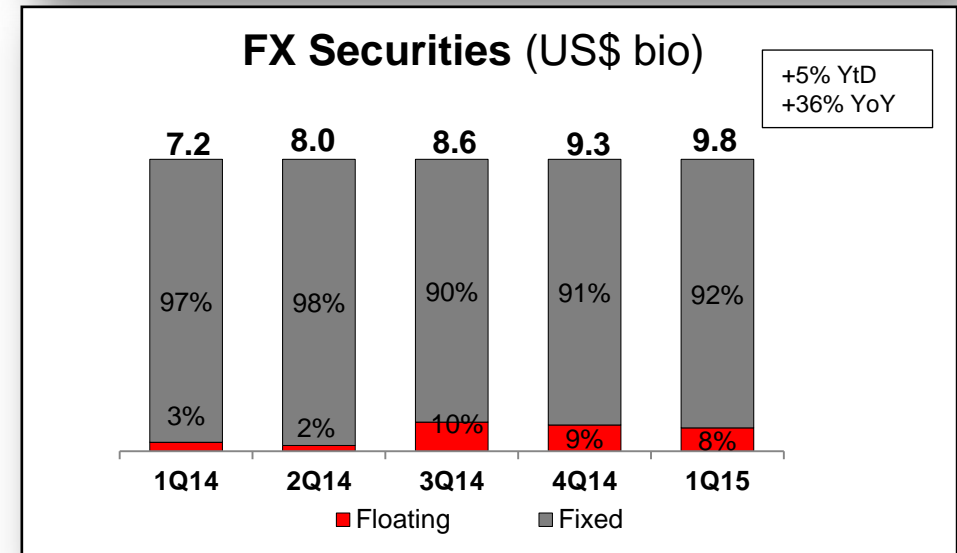
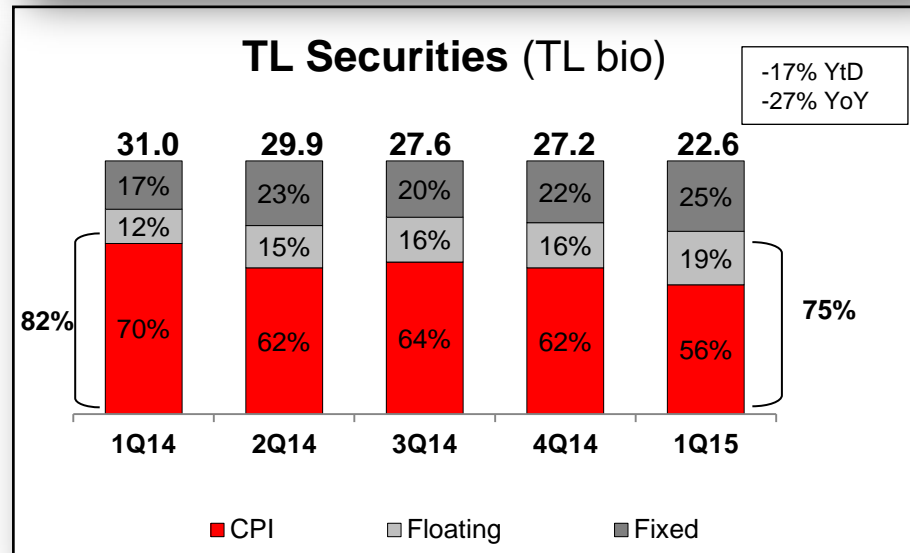
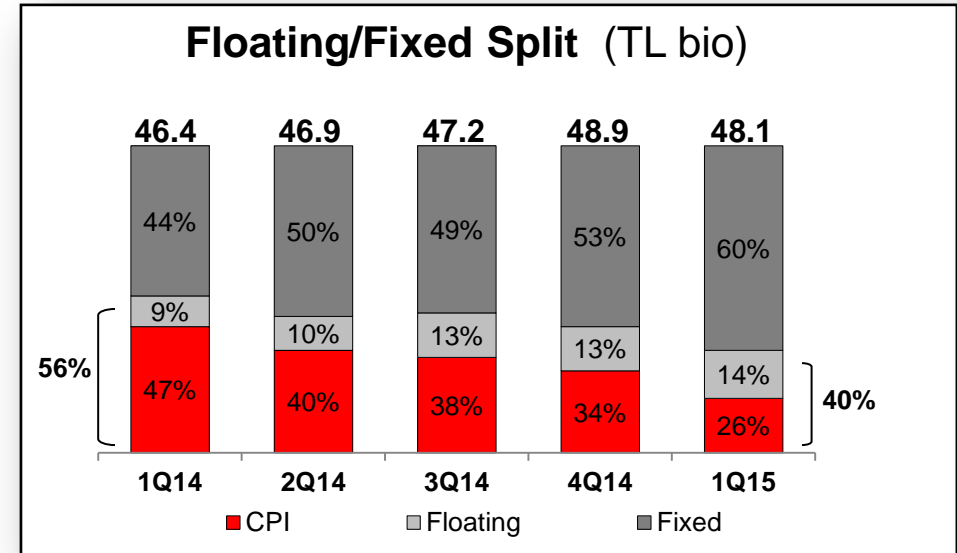
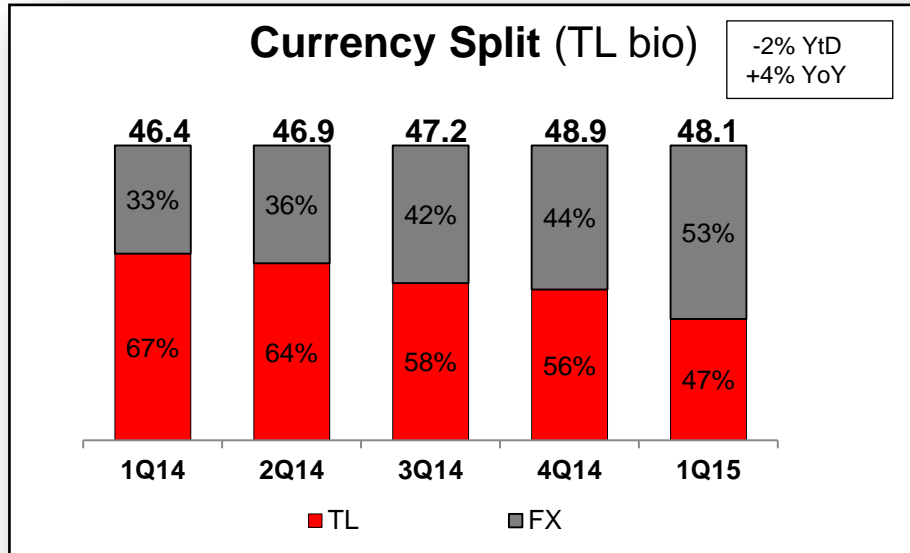


* CoR would be 0.96 in 1Q15 without NPL sales

General Provisions (TL mio)



Well Managed Securities Portfolio

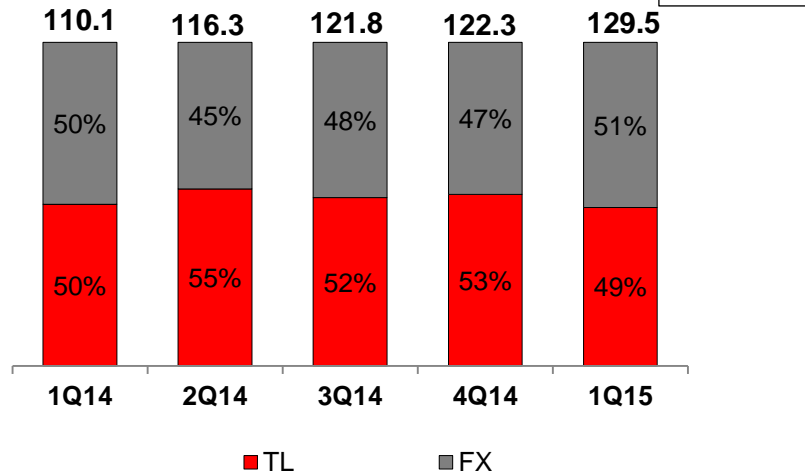


22% HtM, 78% AFS

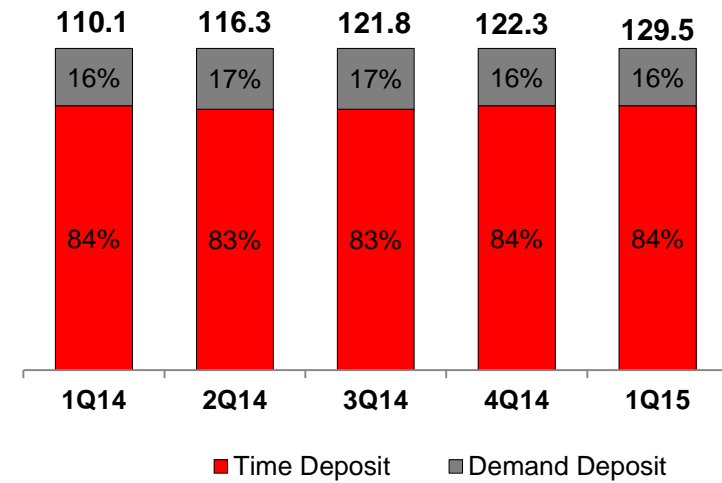
MtM Valuation in
Equity net,
(-) TL 0.6 bio

TL Demand Deposit increased to 18%

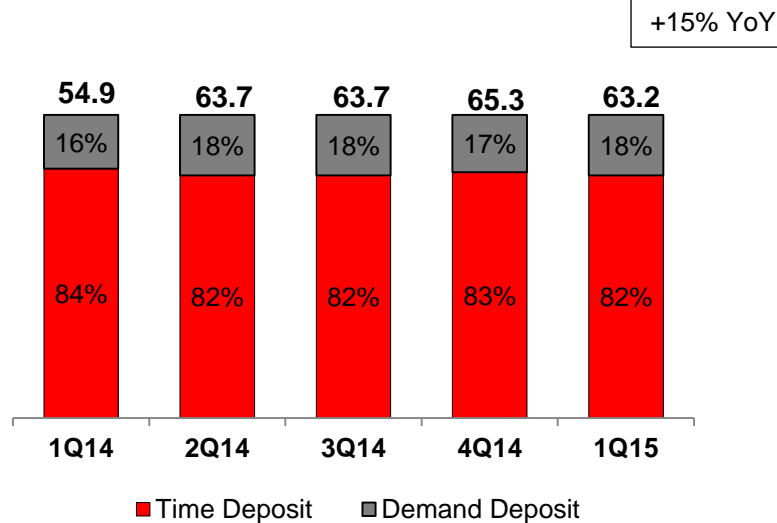
Currency Split (TL bio)



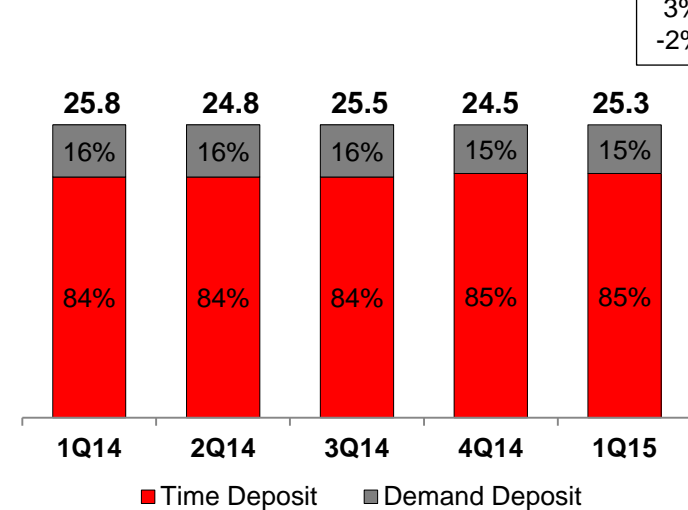
Demand/Time Split (TL bio)



TL Deposits (TL bio)



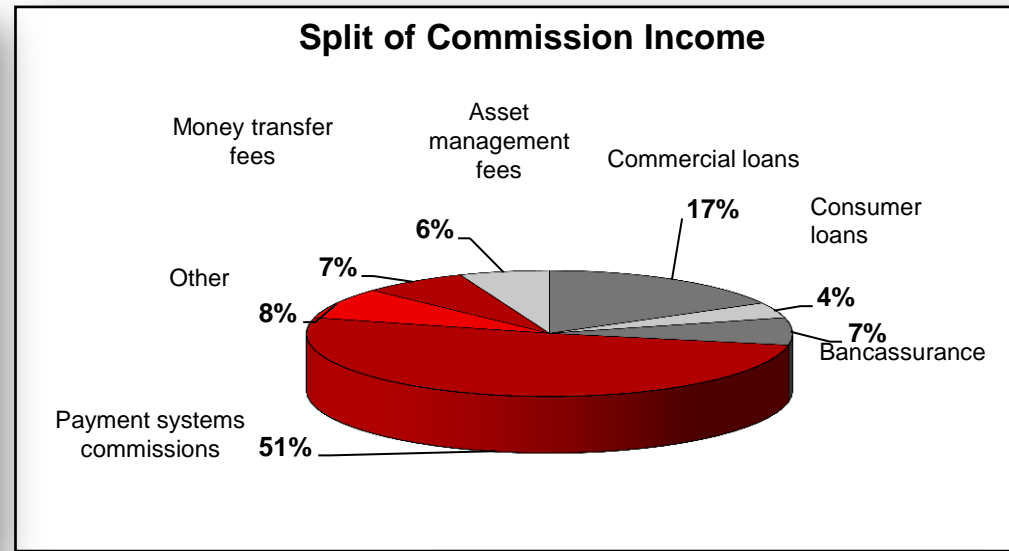
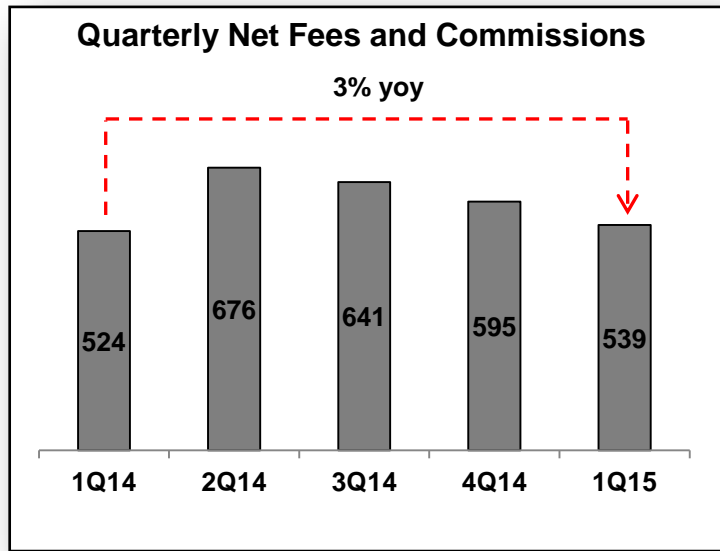
FX Deposits (US\$ bio)



Share of TL savings deposits increased to 65% from 61% in 4Q14

Stellar Performance of Business Banking and Transaction Fees

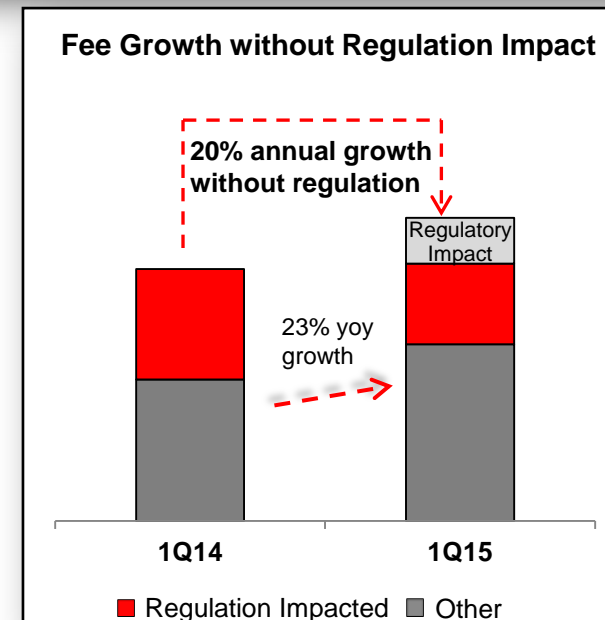
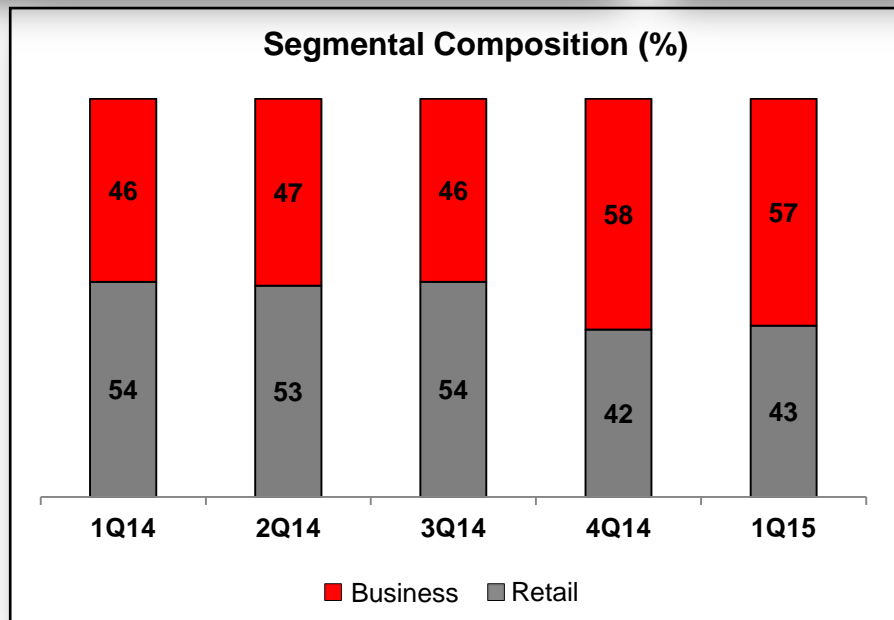
(TL mio)



+51% YoY
increase in
Money
Transfer Fees

+35% YoY
increase in
Asset
Management
Fees

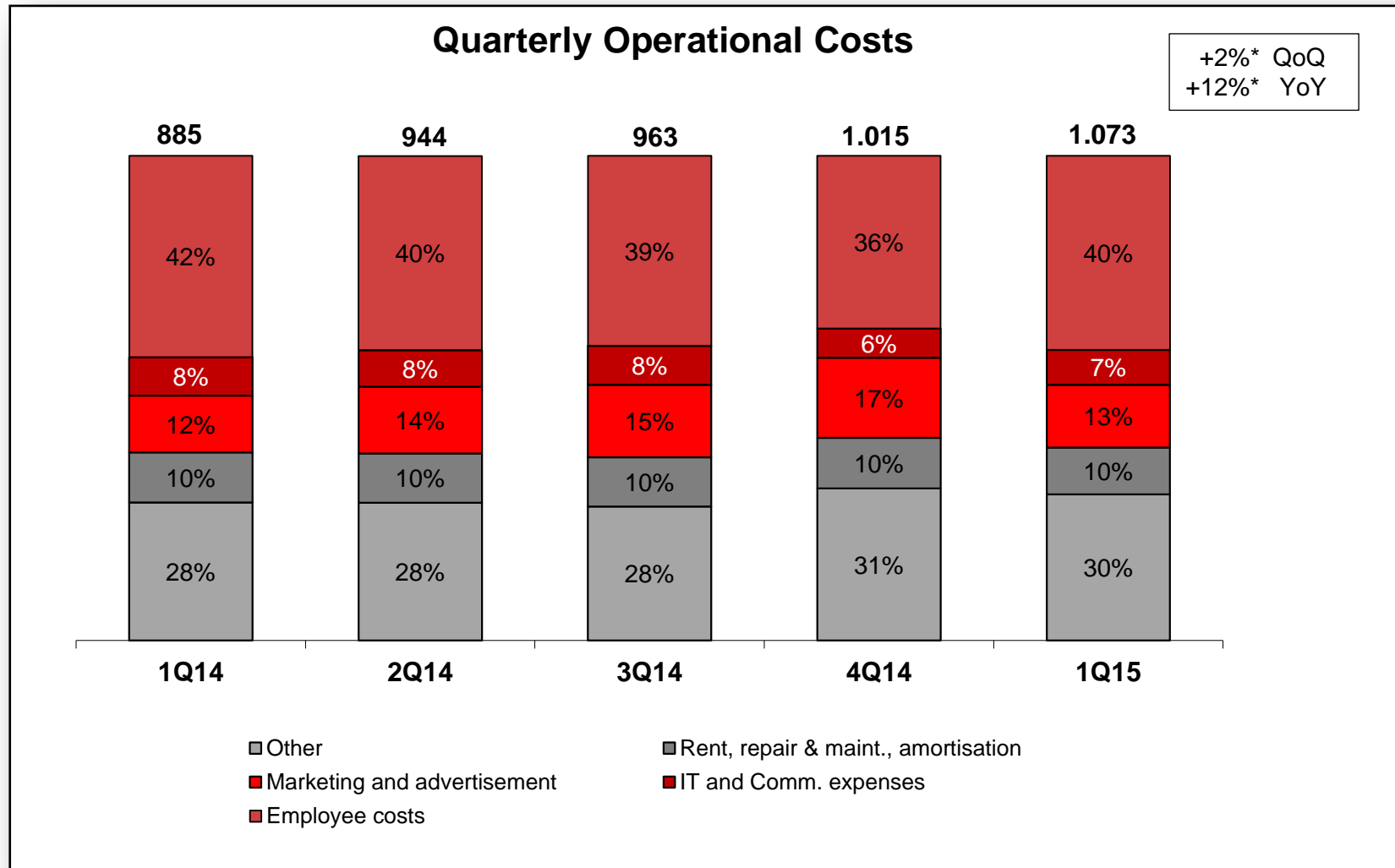
#1 in
Bancassurance
Commissions*



* According to 4Q14 data, among the peer group

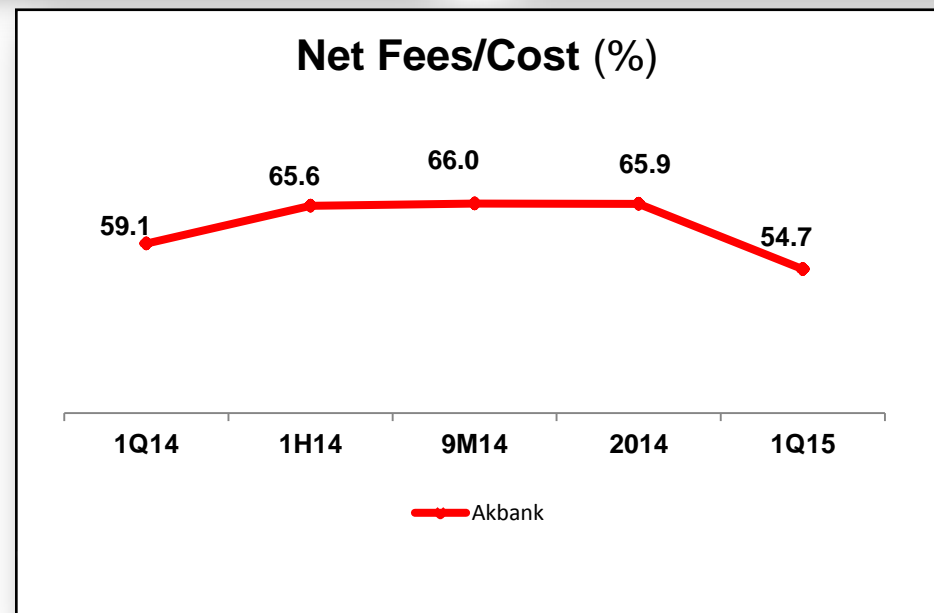
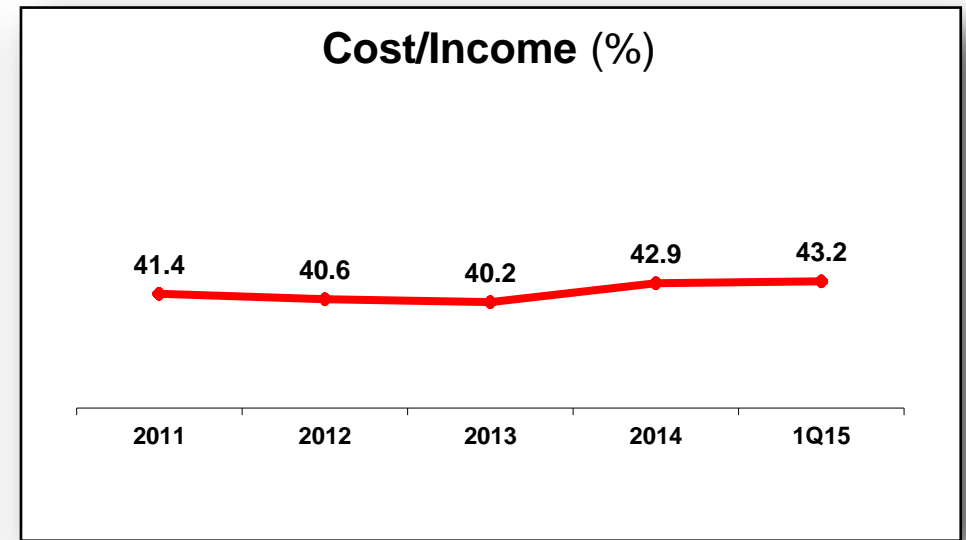
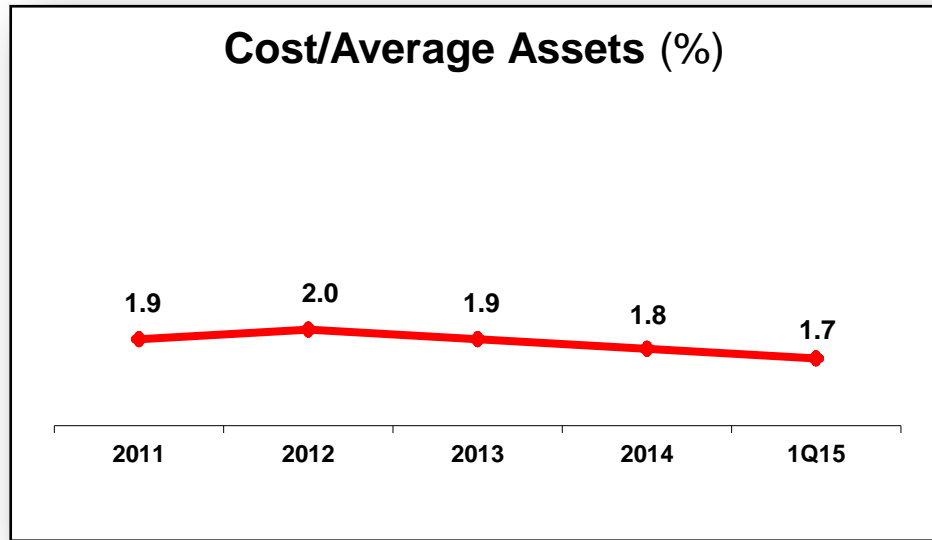
Operational Expenses are within Budget Targets

(TL mio)



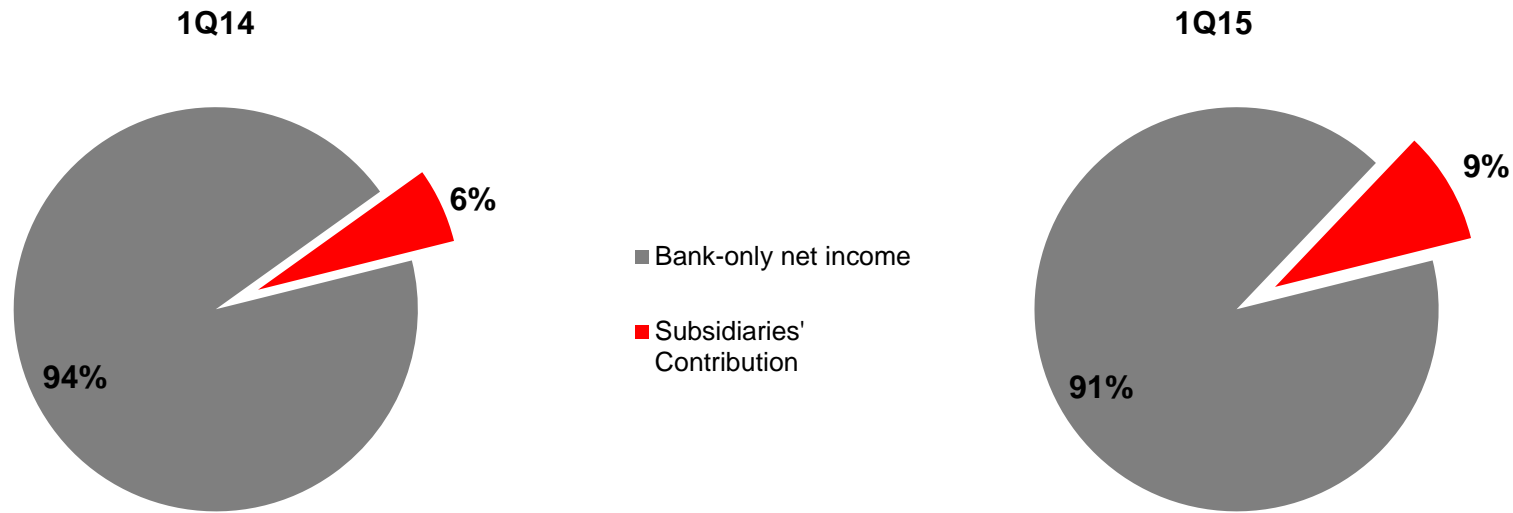
* Non-operational items and one-off excluded; TL 50 mio in 4Q14, TL 62 mio fee rebates and TL 25 mio personnel indemnity related with outsourced security staff in 1Q15 adjusted for quarterly and annual growth

Continuously Best in Efficiency Through Lean Management

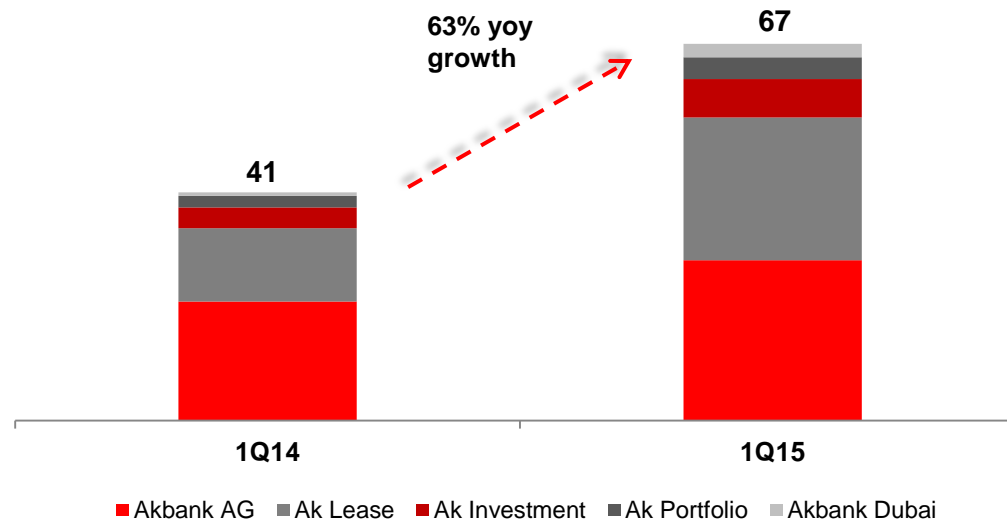


*In all calculations non-operational items and one-off excluded; TL 109 mio in 2014, TL 62 mio fee rebates and TL 25 mio personnel indemnity related with outsourced security staff in 1Q15

Significant Increase in Subsidiaries' Contribution



Subsidiaries' Net Income (TL mio)



2015 Guidance

Growth (%)

Total Assets	13-15
Loans	15-17
TL	15-17
FX (\$ terms)	11-13
Total Deposits	15-17
TL	16-18
FX (\$ terms)	9-11

2015FY

ROA	~1.6%
Leverage	~ 8.8x
ROE	13-14%
NIM	~ 3.6%
Net fees&com. growth	5-7%
Opex growth	~10%
Cost/ income	~41%
Cost / assets	~1.7%
CAR	Min ~ 14%
LDR	Max 108%
NPL	~2.0%
Cost of risk	90 bps
EPS Growth	mid-teen

Annex

- Summary Financial Results
- Balance Sheet Highlights
- Income Statement Highlights
- Loans by Segment
- Swap Costs & CPI Linkers Income

Balance Sheet Highlights

Consolidated (TL mio)			Shares (%)		Change (%)
	2014	1Q15	2014	1Q15	
Cash and Due from Banks	26,352	35,600	12.1	15.2	35
Securities	48,459	47,568	22.2	20.4	(2)
Loans	136,131	141,253	62.2	60.4	4
Other	7,754	9,323	3.5	4.0	20
Total Assets	218,697	233,744			7
Deposits	122,294	129,540	55.9	55.4	6
Funds Borrowed and Bonds Issued	31,810	37,427	14.5	16.0	18
Repo	28,851	29,297	13.2	12.5	2
- TL Repo	4,872	5,461	2.2	2.3	12
- FX Repo	23,979	23,837	11.0	10.2	(1)
Other	9,602	11,468	4.4	4.9	19
Equity	26,140	26,012	12.0	11.1	0
Total Liabilities and S/H Equity	218,697	233,744			7

Income Statement Highlights

Consolidated (TL mio)	1Q14	1Q15	Change (%)
Interest Income	3,511	3,742	7
Interest Expense	(1,774)	(1,873)	6
Net Interest Income	1,737	1,870	8
Trading Gain (Loss)	(231)	83	-
- Securities	(27)	167	-
- Other	(204)	(83)	(54)
Provision for Loan Losses, net of collections	(222)	(292)	32
Fees and Commissions (Net)	524	539	3
Operating Expense	(885)	(1,073)	21
Other Income	38	83	120
Other Provisions	(112)	(192)	71
Income Before Tax	849	1,018	20
Tax	(188)	(233)	23
Net Income	661	785	19

Balance Sheet Highlights in USD

Consolidated (USD mio.*)			Shares (%)	
	2014	1Q15	2014	1Q15
Cash and Due from Banks	11,325	13,622	12.1	15.2
Securities	20,826	18,202	22.2	20.4
Loans	58,503	54,049	62.2	60.4
Other	3,332	3,567	3.5	4.0
Total Assets	93,986	89,441		
Deposits	52,557	49,568	55.9	55.4
Funds Borrowed and Bonds Issued	13,670	14,322	14.5	16.0
Repo	12,399	11,211	13.2	12.5
- TL Repo	2,094	2,090	2.2	2.3
- FX Repo	10,305	9,121	11.0	10.2
Other	4,126	4,388	4.4	4.9
Equity	11,234	9,953	12.0	11.1
Total Liabilities and S/H Equity	93,986	89,441		

* Figures are converted with exchange rates effective at the respective balance sheet dates: 2014 – 2.3269; 1Q15 – 2.6134

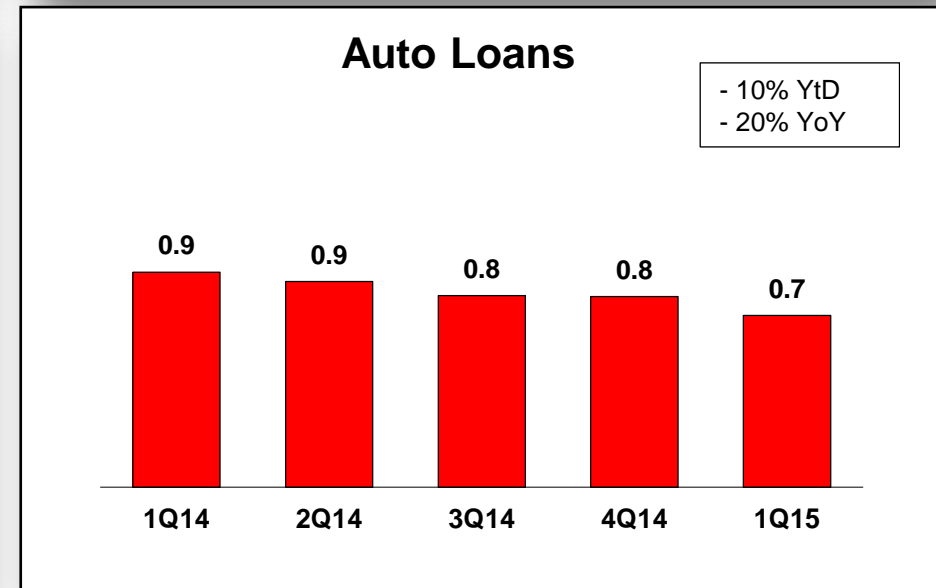
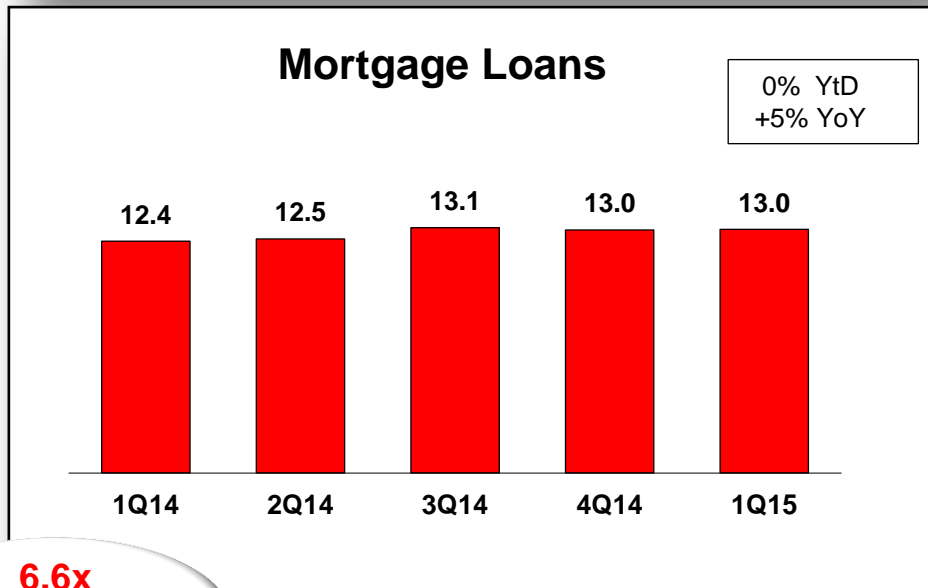
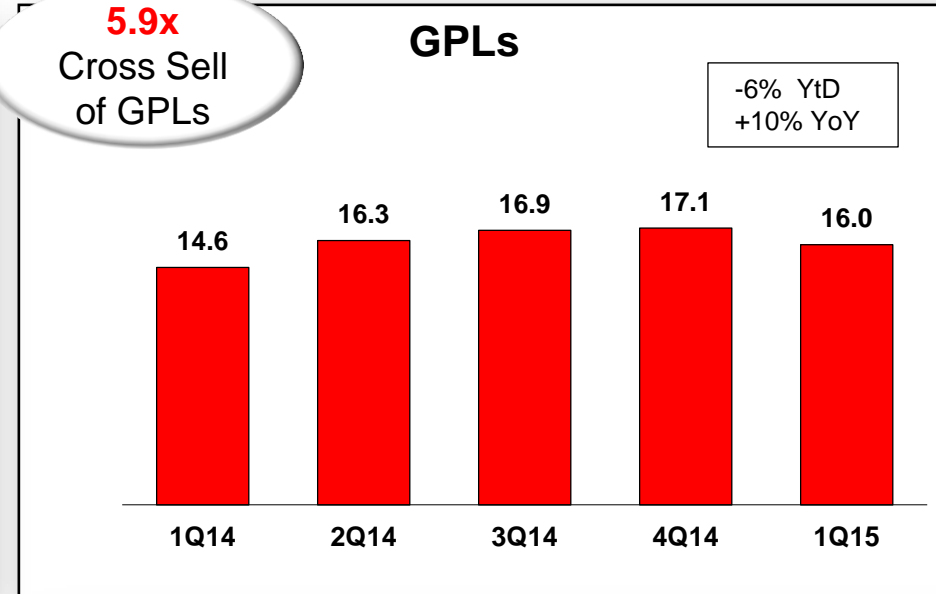
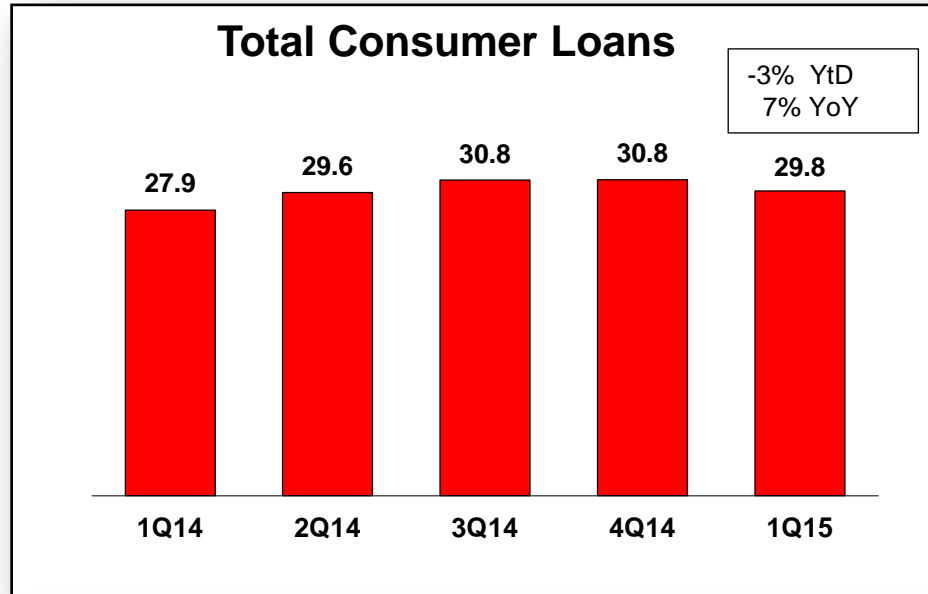
Income Statement Highlights in USD

Consolidated (USD mio *)	1Q14	1Q15
Interest Income	1,584	1,520
Interest Expense	(801)	(760)
Net Interest Income	784	759
Trading Gain (Loss), Net	(104)	34
- Securities	(12)	68
- Other	(92)	(34)
Provision for Loan Losses, net of collections	(100)	(119)
Fees and Commissions (Net)	237	206
Operating Expenses	(399)	(436)
Other Income	17	40
Other Provisions	(50)	(78)
Income Before Tax	383	413
Tax	(85)	(94)
Net Income	298	319

* Figures are converted with exchange rates effective at the respective balance sheet dates: 1Q14– 2.2163; 1Q15 – 2.4624

Consumer Loans – Relatively less appetite on GPLs

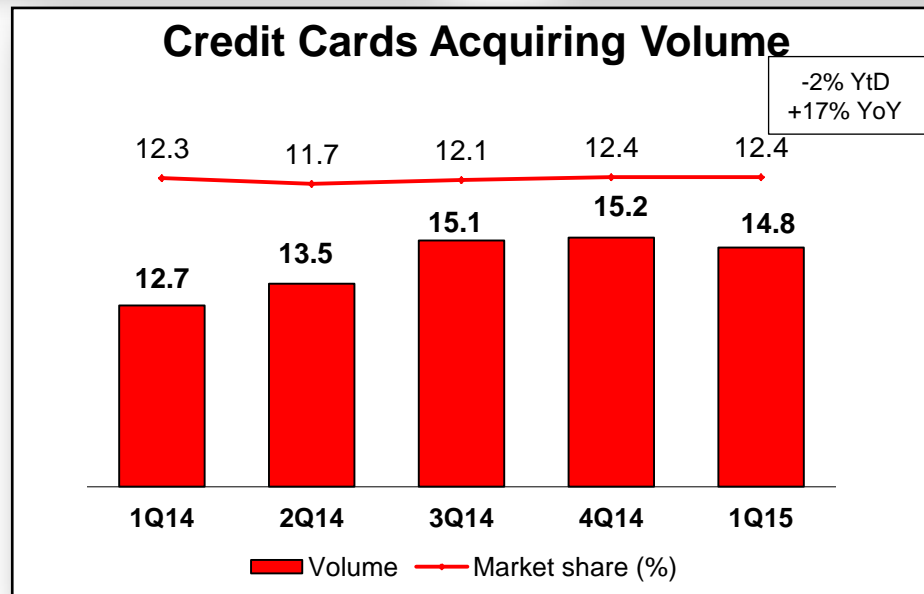
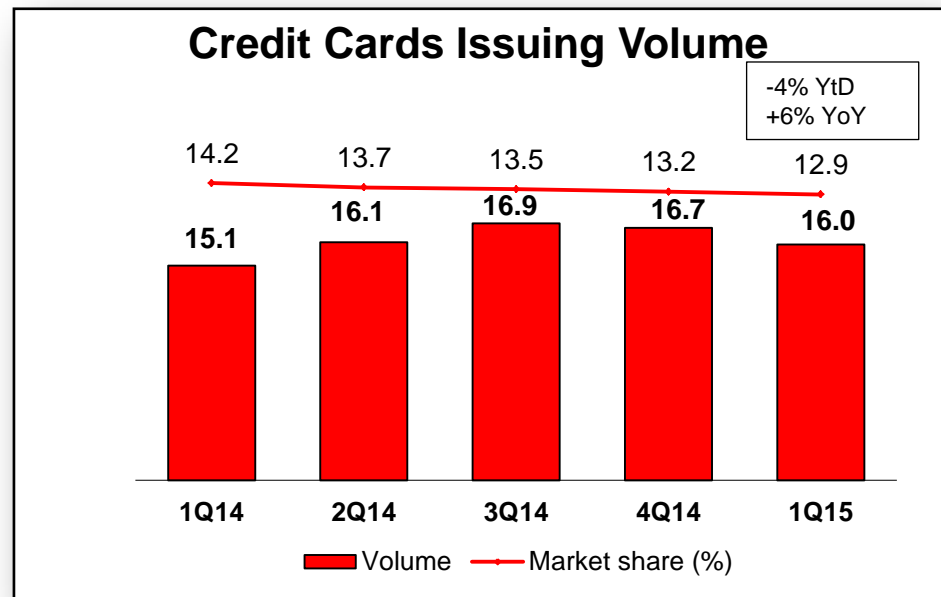
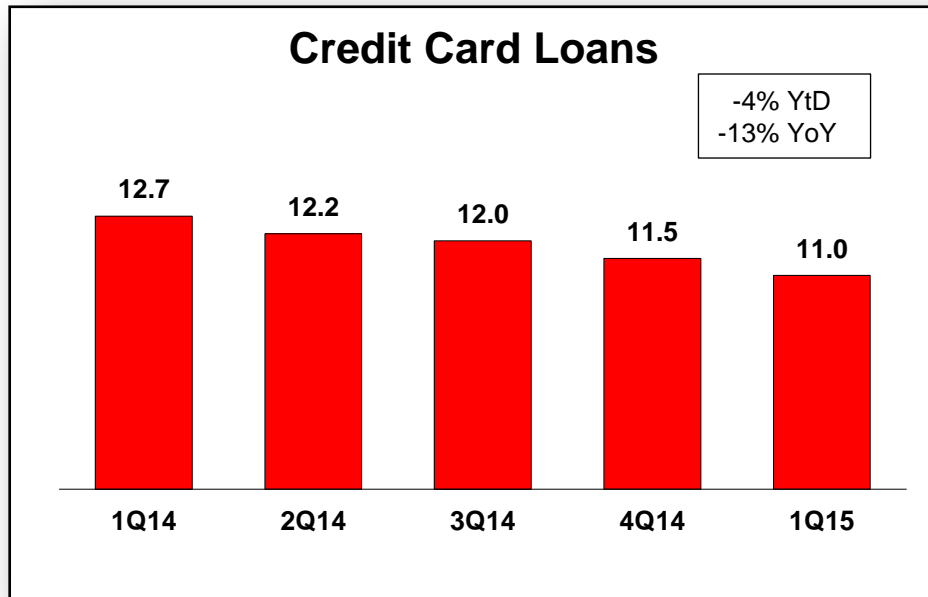
(TL bio)



6.6x
Cross Sell
of Mortgage

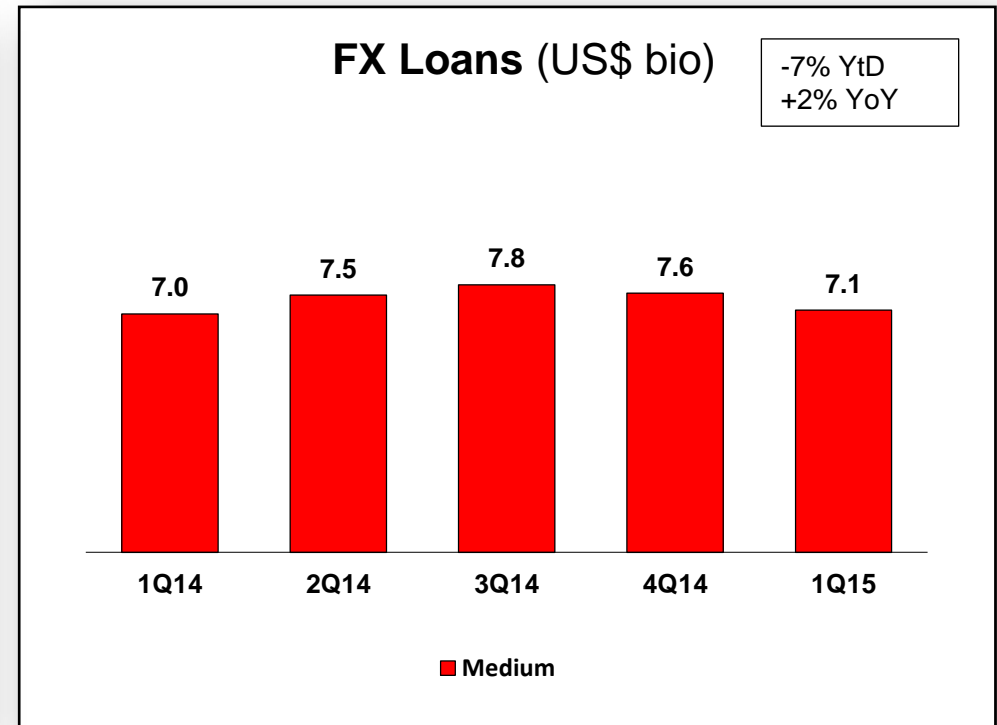
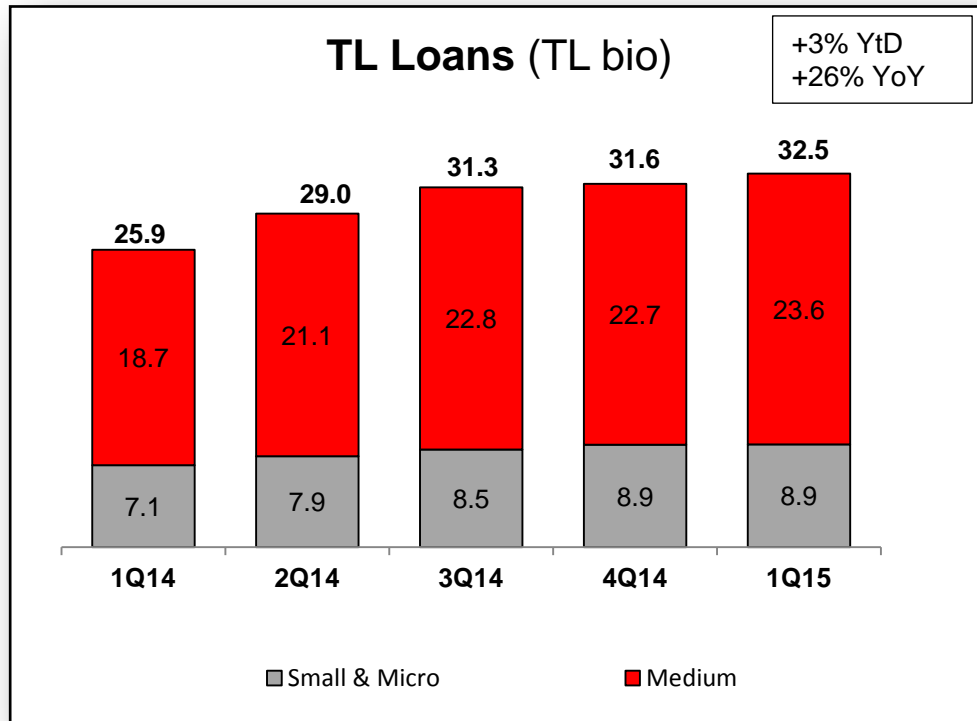
Credit Cards – Continued Focus on Profit Optimization

(TL bio)



#1
in Issuing Volume
per Card in the
Peer Group

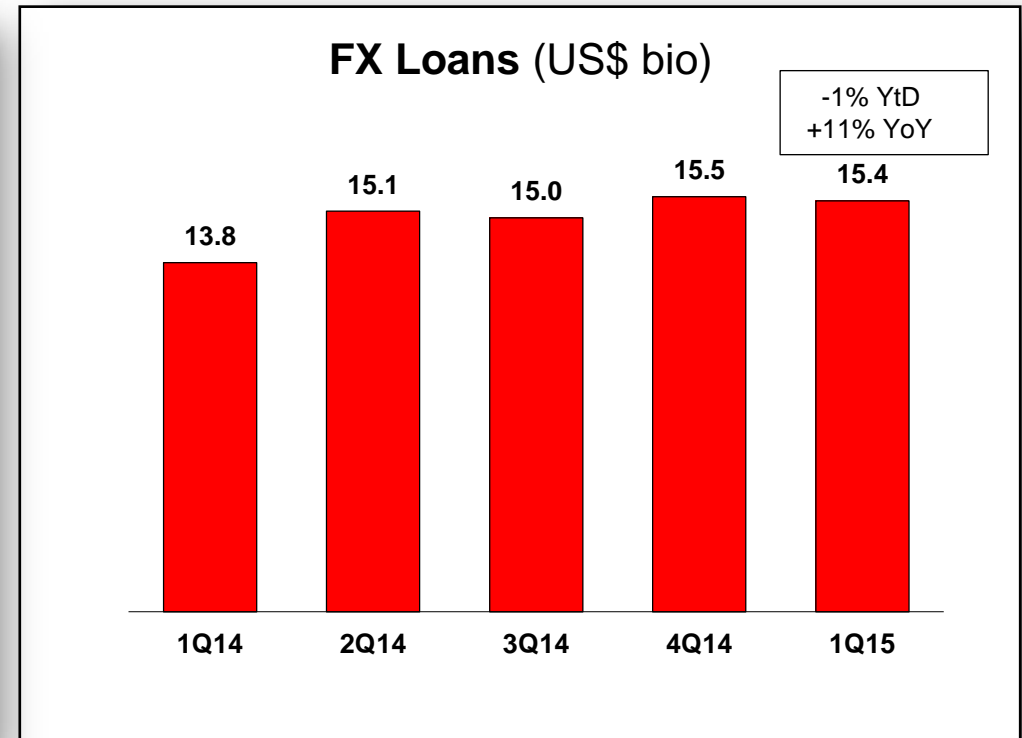
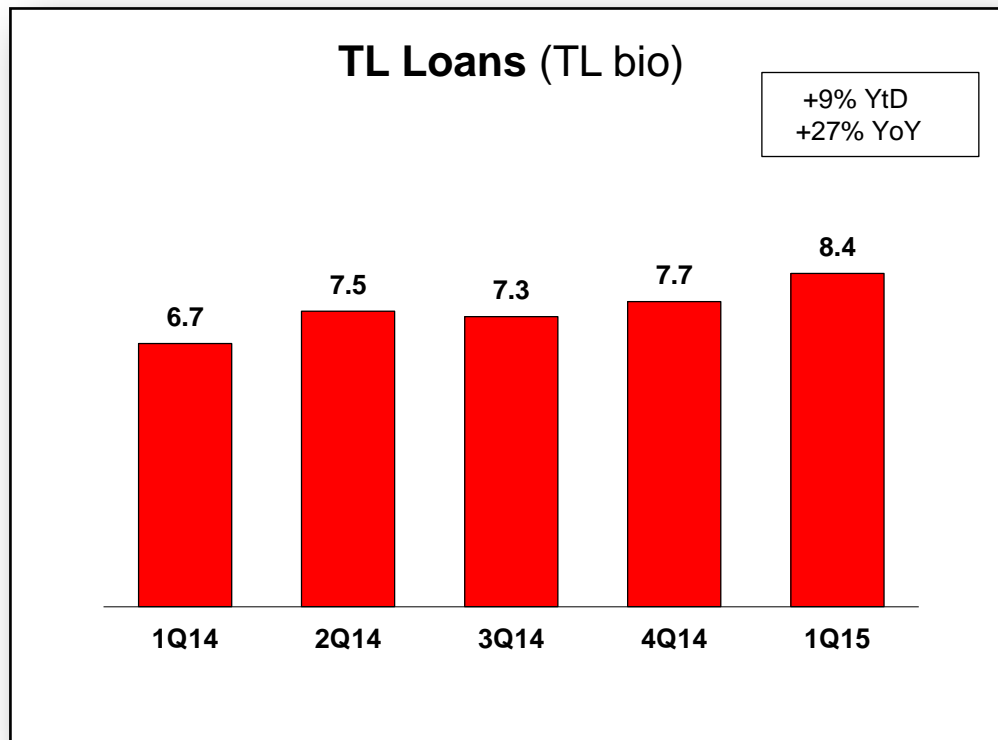
Greater Emphasis on Medium Loans – Continued Momentum



26% YoY
Growth in
Medium

5.4x Cross Sell in
Medium
4.4x Cross Sell in
Small and Micro Loans

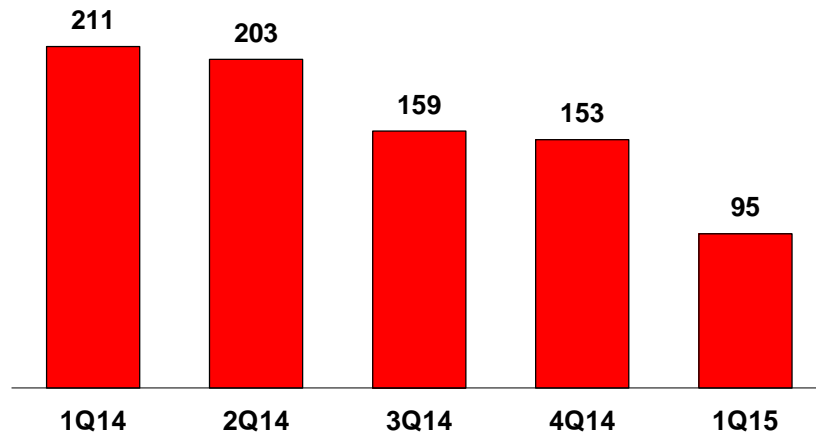
Corporate Loans – Increase in TL lending with higher margin



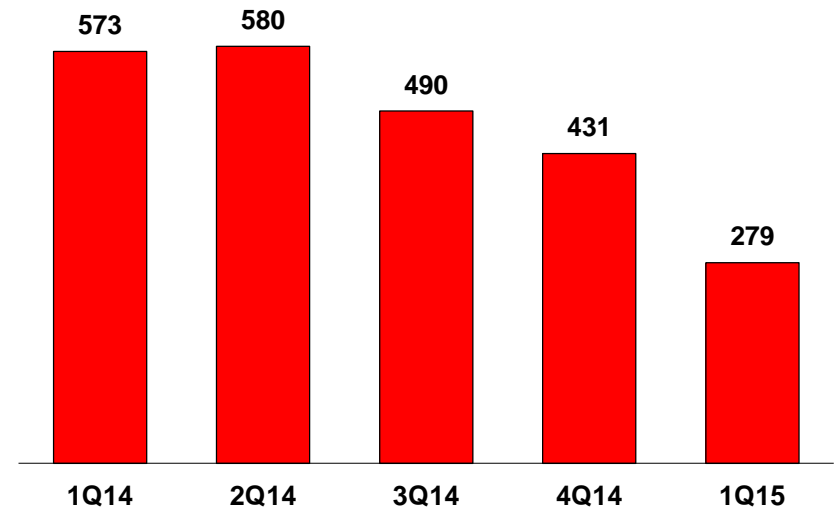
5.1x
Cross Sell in
Corporate Loans

Swap Cost & CPI Linkers Income

Quarterly Short-term Swap Costs (TL mio)



CPI Linker Income (TL mio)



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