






# Alternatif Bank Investor Presentation

31 March 2025



-  Turkish Economy and Banking Sector
-  Corporate Profile
-  Shareholder
-  Our Vision & Mission and Strategy
-  Financial Highlights



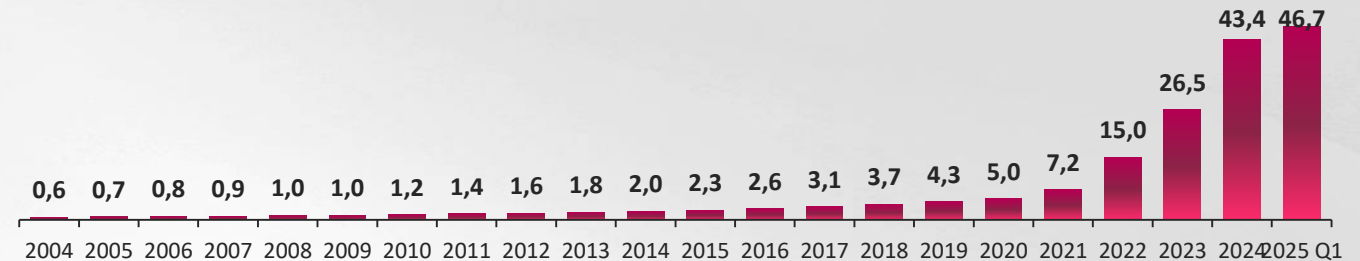
# Turkish Economy and Banking Sector

## Key Highlights

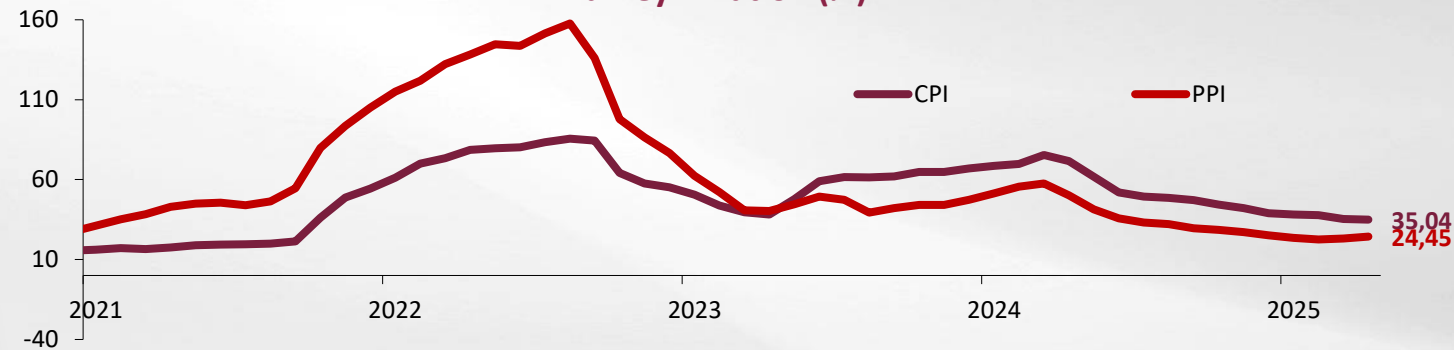
- TR GDP grew by 3,2% in 2024 and 2,0% in Q1 2025, due to the declining local demand and weakening global demand conditions. Although the demand conditions are lower with the tight monetary policy, base effects may generate an upward trend for the rest of the year. However, overall GDP growth for 2025 may stand at 2,9%.
- CA deficit declined to USD 10 bio by y/e 2024 from USD 40 bio in 2023. Receding base effects and rising gold imports elevated CAD to USD 16 bio by H1 2025. Market forecasts CAD to rise to USD 22 bio by y/e 2025
- Public Net Debt Stock as a percentage of GDP rose to 20,2% by y/e 2023, before starting to decline to 16,5% by y/e 2024.
- CPI maintains its downward trend with the headline level declining to 35,1% and core data to 35,6% in March 25. Against the downward trend in goods prices, service sector price stickiness is still observed. We expect CPI to decline to 29-30% range by y/e 2025.
- Economic management maintains its strong commitment to orthodox policies. Following the Q2 25 market volatility, reserves are being accumulated and CBRT will start to cut the policy rate. CBRT has ample room to cut rates and market expects CBRT to cut the policy rate down to 36% level by y/e with the disinflation process.



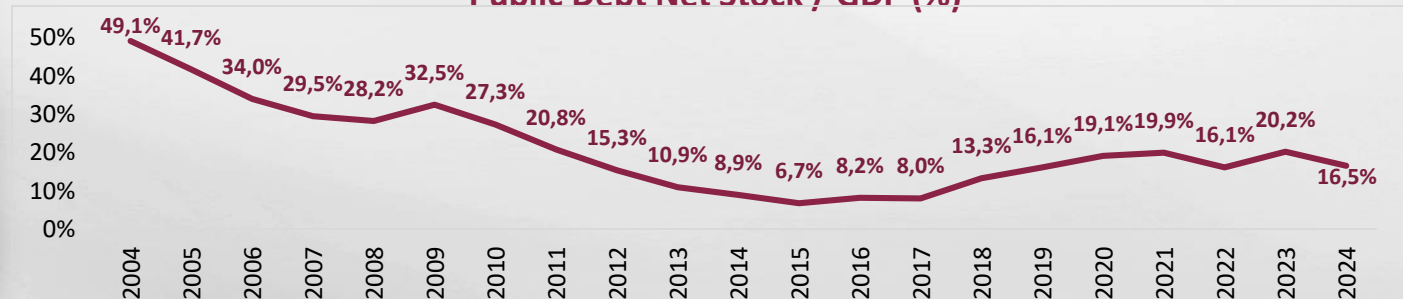
GDP of Turkey (Current Prices, TL tn)



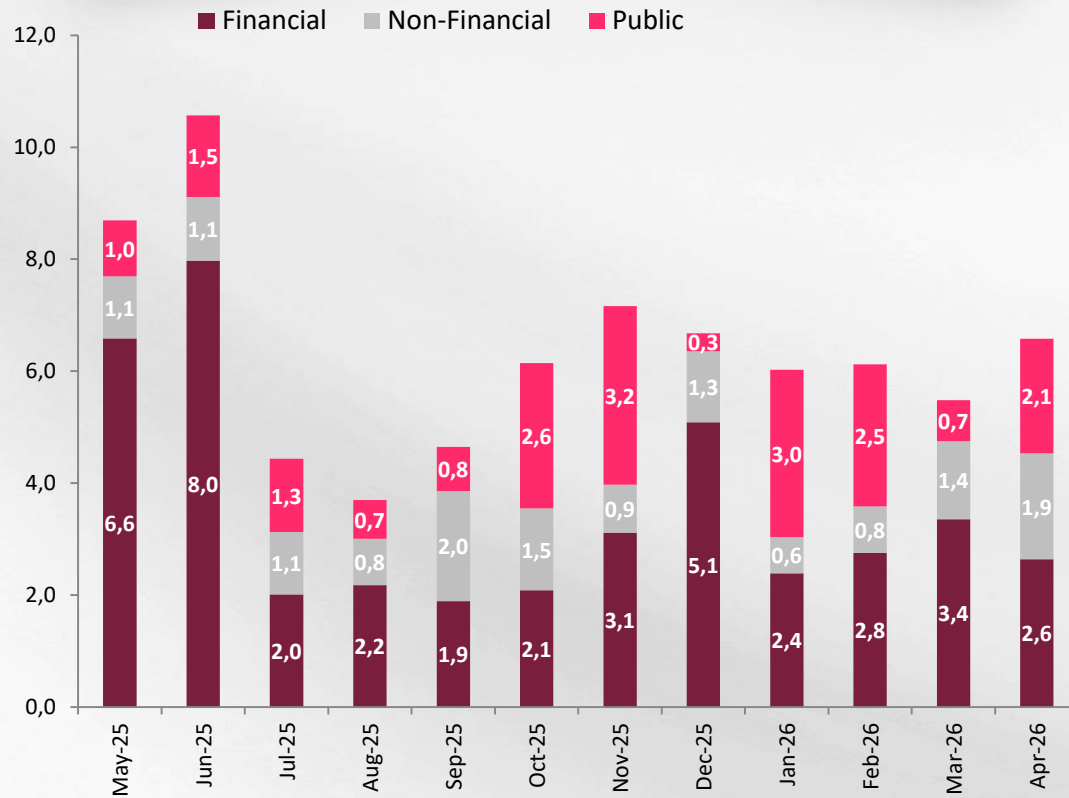
Turkey Inflation (%)



Public Debt Net Stock / GDP (%)



## ► Turkish External Debt Redemptions \*



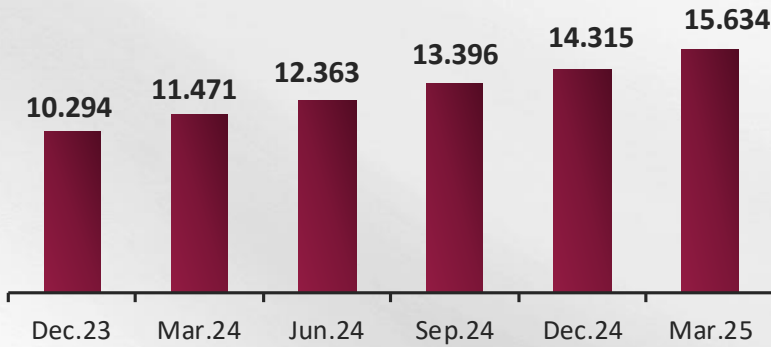
\* Excluding commercial loans

## ► Real Effective Exchange Rate



# Banking Sector Figures

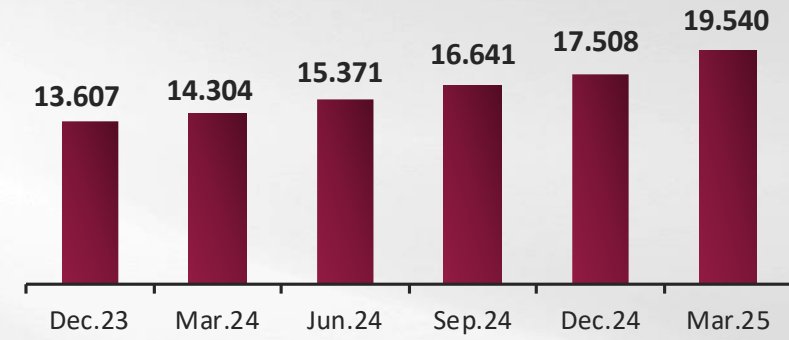
## ▶ Loan (TL bn)



## ▶ NPL Ratio



## ▶ Deposit (TL bn)



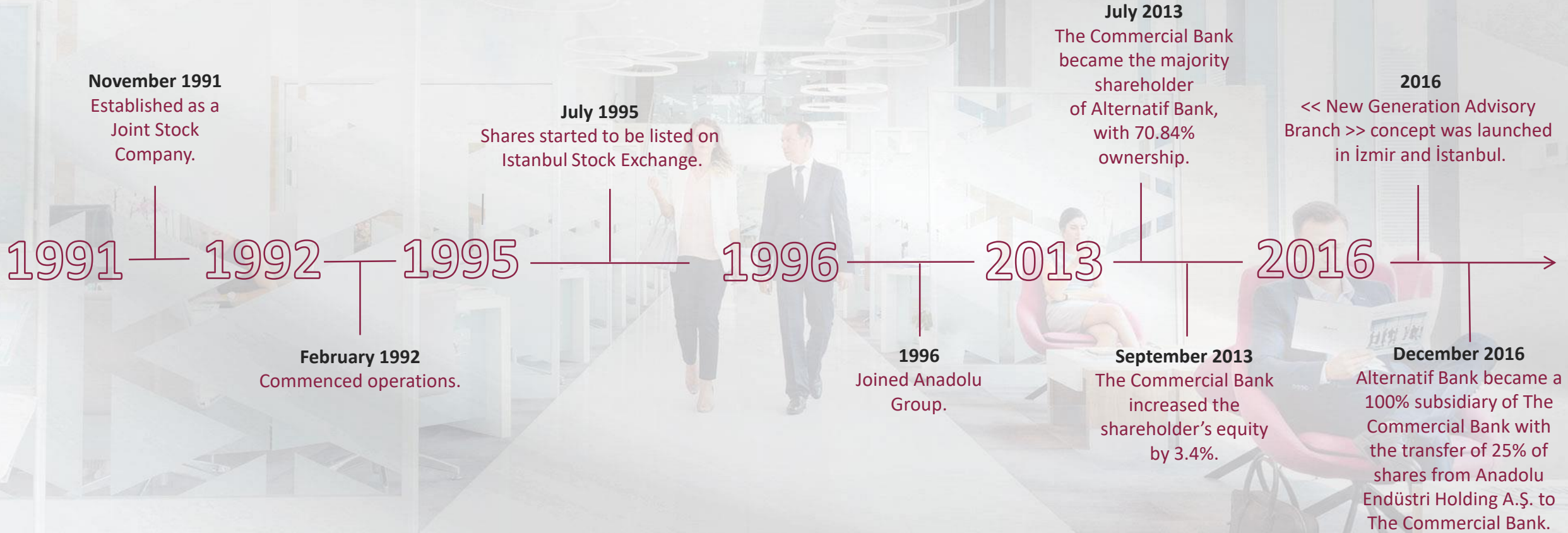
Alternatif Bank



# Corporate Profile

Alternatif Bank

# Brief History of Alternatif Bank



# Brief History of Alternatif Bank

2017

**February 2017**  
The Commercial Bank announced a capital increase of 210 million TRY.

2018

**February 2018**  
The Commercial Bank announced a capital increase of 187 million TRY.

**2018**  
Received EBRD's Trade Facilitation Programme award.

**March 2018**

As a representation of the synergy with The Commercial Bank, the Bank renewed its Corporate image and decided to continue its Activities under its legal name, Alternatif Bank.

**2018**

Initiated Accessible Banking efforts with a "rights-based" approach in order to ensure that our services are inclusive and accessible by everyone.

**September 2018**

Bringing all of its employees and subsidiaries together under one roof, the Bank moved to its new head office at Vadistanbul.

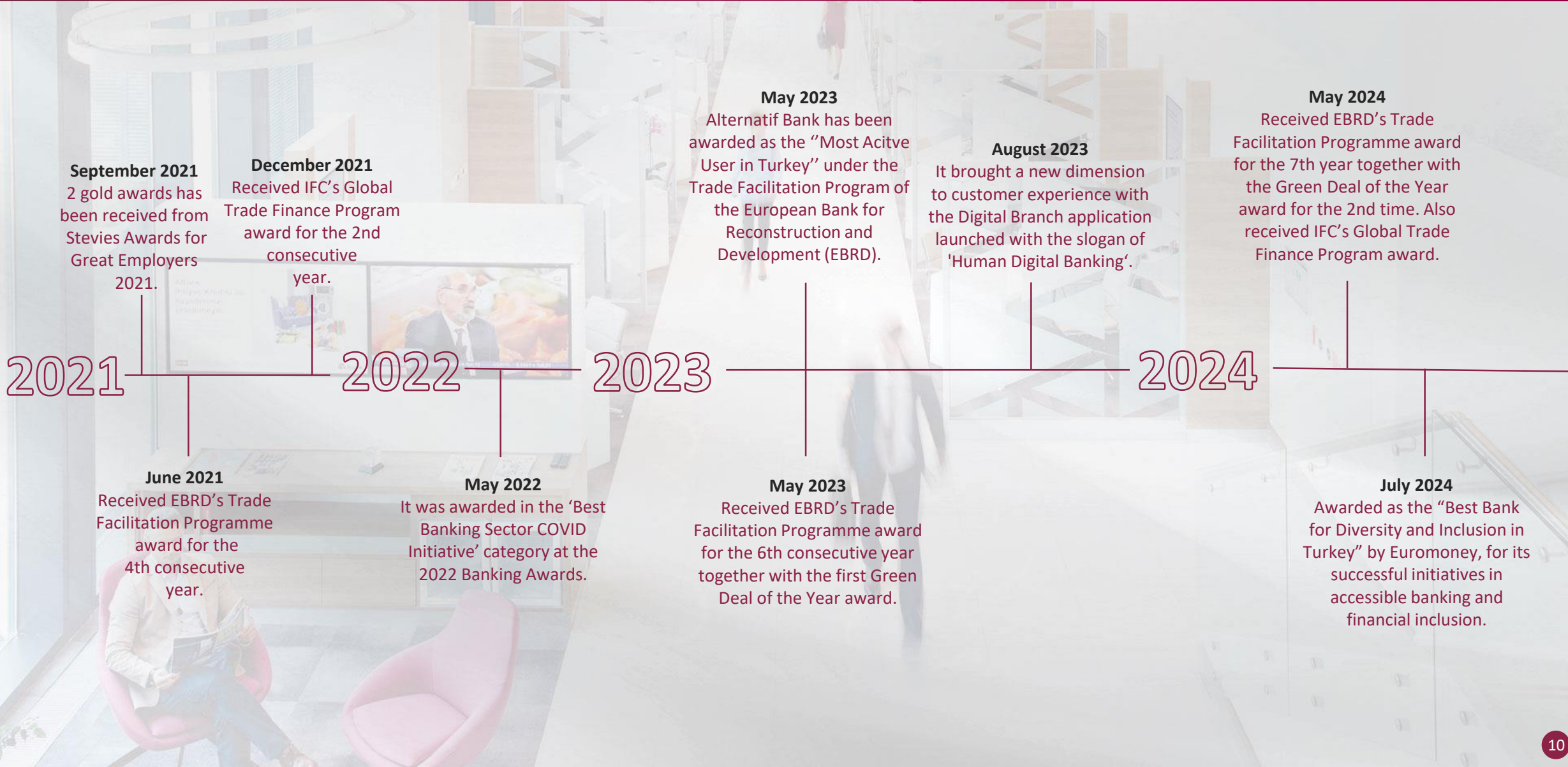
2020

**June 2020**  
Received 3 awards as part of IFC's Global Trade Finance Program and EBRD's Trade Facilitation Programme.

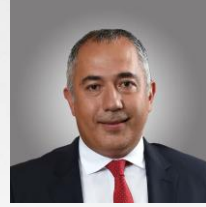
**September 2020**

Company of the Year Gold Award from 2020 Stevies IBA And Most Valuable Employer Bronze Award from Stevies Awards for Great Employers.

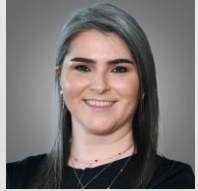
# Brief History of Alternatif Bank



# Executive Committee



**Ozan Kırmızı**  
Board Member and CEO



**Ayşe  
Akbulut**

**EVP,  
Credit Allocation**



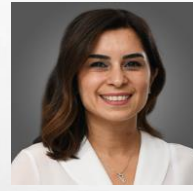
**Bike  
Tarakçı**

**EVP,  
Human Resources**



**Burcu  
Yangaz**

**EVP, Retail, Private  
and Digital  
Banking**



**Didem  
Şahin**

**EVP, Corporate  
and Commercial  
Banking**



**Hamdi İlkyay  
Girgin**

**EVP,  
Financial  
Affairs and  
Planning**



**Levent  
Güven**

**EVP,  
Treasury and  
Financial  
Institutions**



**Seçkin  
Mutlubaş**

**EVP,  
Restructuring  
and Legal  
Follow-up**



**Zafer  
Vatansever**

**EVP,  
Information  
Technologies  
and Operations**

## ▶ Alternatif Bank's Ratings from MOODY'S

	Rating		Outlook
	LT	ST	
Foreign Currency Deposit	<b>Ba3</b>	<b>NP</b>	<b>Positive</b>
Local Currency Deposit	<b>Ba2</b>	<b>NP</b>	<b>Positive</b>
National	<b>Aaa.tr</b>	<b>TR-1</b>	-

## ▶ Alternatif Bank's Ratings from Fitch

	Rating		Outlook
	LT	ST	
Foreign Currency IDR	<b>BB-</b>	<b>B</b>	<b>Stable</b>
Local Currency IDR	<b>BB-</b>	<b>B</b>	<b>Stable</b>
National (LT)	<b>AA (tur)</b>		<b>Stable</b>

## ▶ Ratings of The Commercial Bank - Qatar

	Foreign Currency		
	LT	ST	Outlook
MOODY'S	<b>A2</b>	<b>P-1</b>	<b>Stable</b>
S&P Global	<b>A-</b>	<b>A-2</b>	<b>Stable</b>
Fitch	<b>A</b>	<b>F1</b>	<b>Stable</b>

**Both Fitch and Moody's emphasize The Commercial Bank's strong support potential to Alternatif Bank.**

# Alternatif Bank at a Glance

Total Asset

**100.9**

TL Billion

Total Deposits

**40.3**

TL Billion

Total Cash Loans

**52.8**

TL Billion

Net Profit

**174**

TL Million

Shareholder's Equity

**7.6**

TL Billion

NPL

**1.2%**

CAR

**20.1%**

ROAE

**9.4%**

NIM

**3.9%**



# Alternatif Bank



## Shareholder



# The Commercial Bank at a Glance

## ► Key Highlights

- Established in 1975, and second largest conventional bank in Qatar by assets, net loans, customers' deposits and total equity.
- Operates a network of 29 branches in Qatar and is present in Turkey, Oman and UAE through its subsidiaries and associates Alternatif Bank, National Bank of Oman ("NBO") and United Arab Bank ("UAB").
- Strong corporate relationships across public and private sectors.
- Proven strength in retail banking, leading credit card provider.
- Systemic importance to the Qatari banking sector given the Bank's scale.
- Focus on sustainable controlled growth in its core business, proactive management of risk, liquidity and capital and continuing improvement in the quality of its service to customers.
- Strong credit ratings; Moody's: A2, Fitch: A, S&P: A-

Total Assets **46.4** \$ Billion

Total Deposits **20.9** \$ Billion

Total Loans **26.5** \$ Billion

Total Equity **7.05** \$ Billion

Net Profit **178,8** \$ Million

ROAE **10.1** %

CAR **17.1** %

CIR **31.0** %

Note: As of 31 March 2025



# Our Vision & Mission and Strategy

## VISION

Becoming the most efficient bank through **superior Digital Experience**

## MISSION

To create value for our customers through our **insightful banking approach** with experienced team

### Value Added Customer Experience



Digitalisation



Personalisation



Service  
Excellence

### Insightful Banking



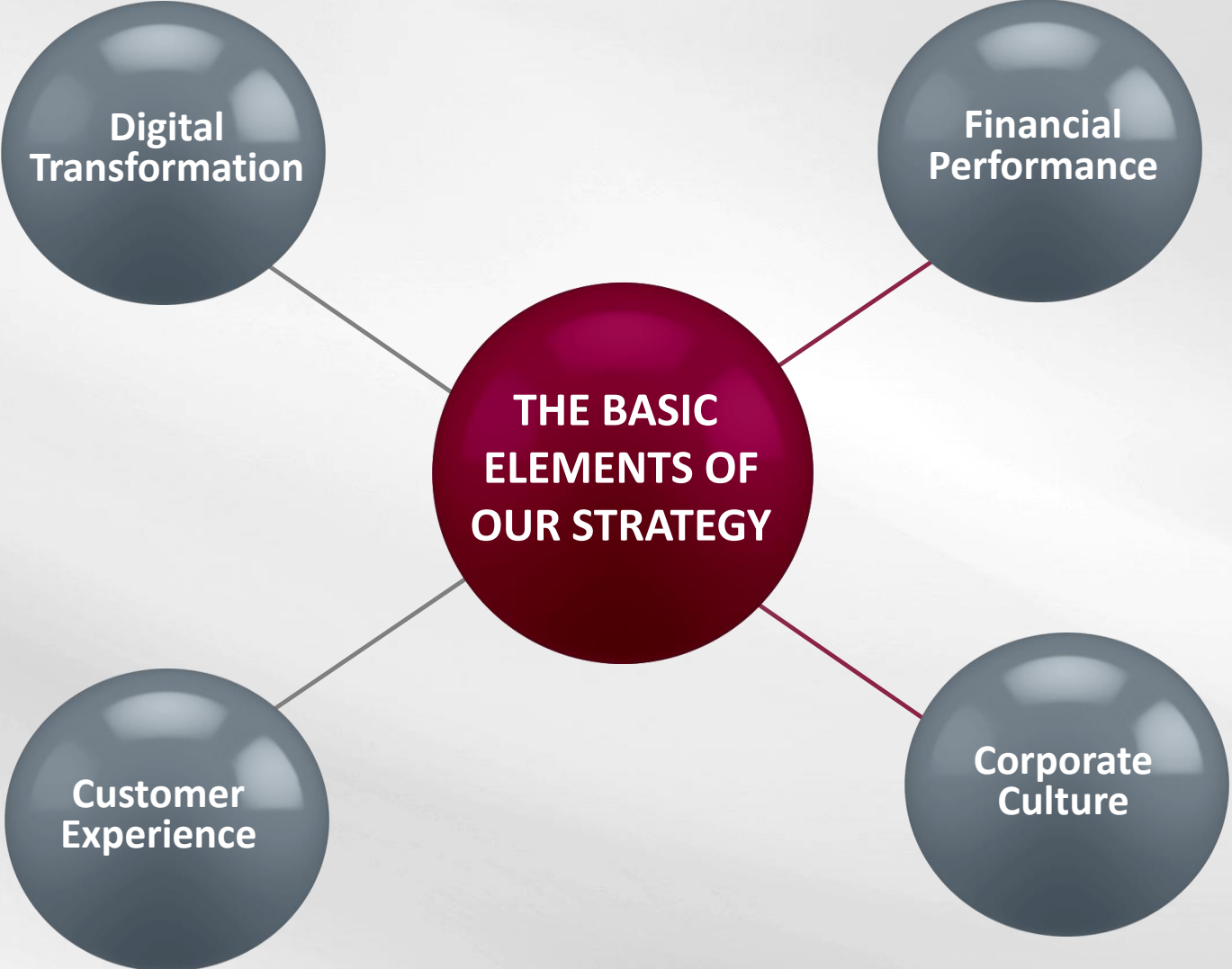
Customer  
Centric



Solution  
Oriented



Expert  
Team



# Business Segments



## **CORPORATE** BANKING



## **BUSINESS** BANKING



## **PRIVATE** BANKING



## **RETAIL** BANKING

Serves the companies with annual turnover of TRY 3bn and above with the objective of managing;

Companies with particular focus between TRY 500m –TRY 3bn turnover with the objective of managing;

Serves individuals with a total AUM above TRY 5m

Serves individuals with a total AUM up to TRY 5m

Offers its customers an extensive range of products and services;

Offers its customers an extensive range of products and services;

- Cross-sell opportunities and diversified income generation
- Structured Finance/ Working Capital Solutions
- Cash management /Payment services
- Trade Finance services
- Hedging solutions
- Leveraging client relationship with CB and Alliance Banks' synergies.

- High Yield Deposits
- Wealth Management
- Investment Advisory
- Digital Services
- Credit Card & Debit Card Products
- Insurance Products

# Branch Network



An efficient network of 15 branches covering major industrialized regions of Turkey, where more than 85% of the GDP is generated.



Well equipped branches servicing customers in all business segments.



1 branch in Istanbul is specially designated as Corporate Branch.



1 branch in Istanbul predominantly focuses on Private Banking.



We offer tailor-made solutions to serve our customers' investment and financing needs by means of **Alternatif Lease** and **Alternatif Investment**, our subsidiaries, which are the complementary elements of our banking services.

## Alternatif Lease

Delivering alternative solutions for financing in order to increase equipment sales of sellers, distributors and dealers through its channel-specific sales teams.

As of 31 March 2025, Alternatif Lease's net leasing receivables is TL 4.6 Billion.

## Alternatif Investment

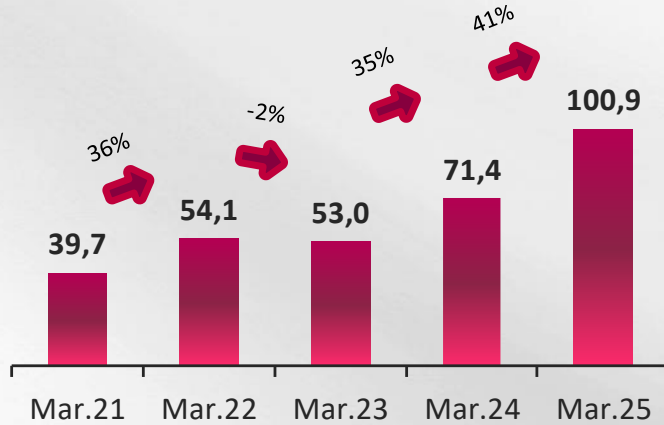
Alternatif Investment, established in 1997, is one of the prominent institutions of its sector and serves as a Broadly Authorized Intermediary Institution, through successful investment counselling and portfolio management services provided to corporate and retail investors.

The image features a dark red, semi-transparent background with a blurred office scene. In the background, three business professionals are visible: one on the left, one in the center, and one on the right who appears to be presenting. The foreground shows a desk with several documents, including one with a prominent bar chart. The overall aesthetic is professional and modern. The text 'Financial Highlights' is centered in a clean, white, sans-serif font.

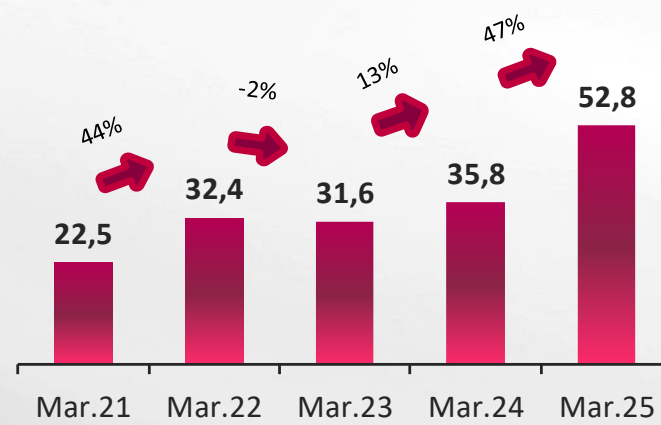
# Financial Highlights

# Key Financials

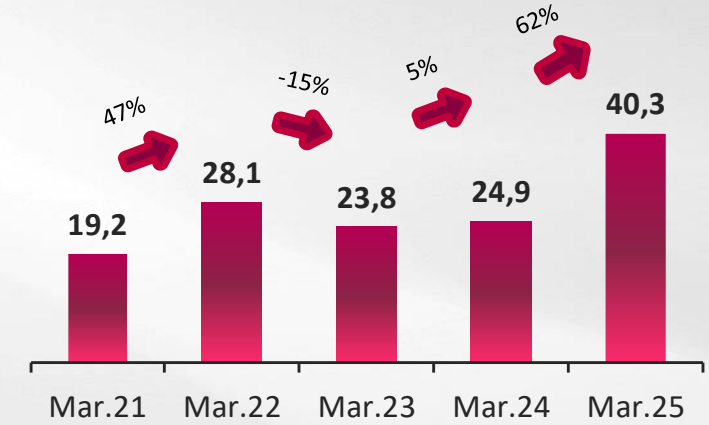
## ▶ Total Assets (TL bn)



## ▶ Loans (TL bn)

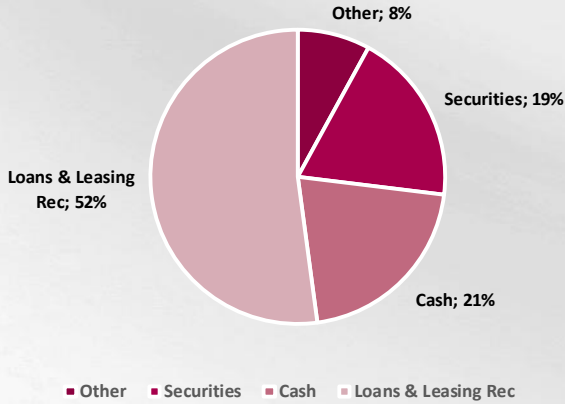
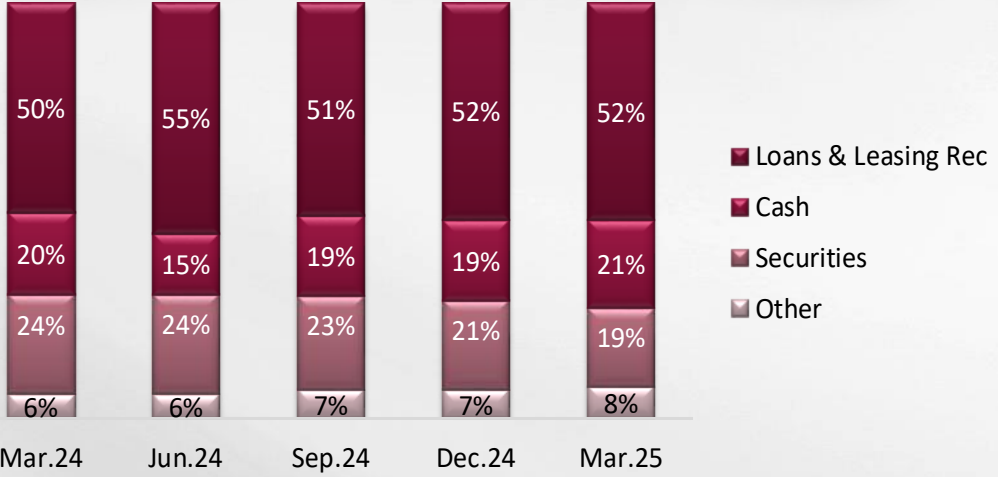


## ▶ Deposits (TL bn)

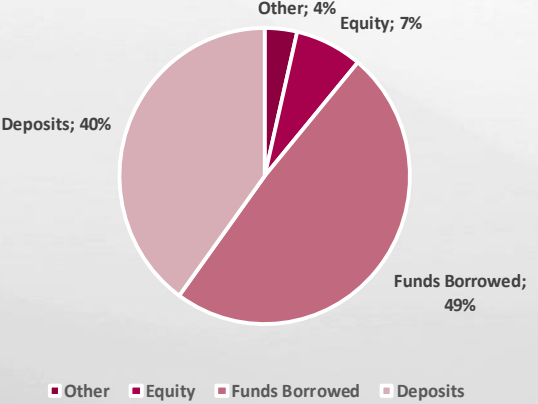
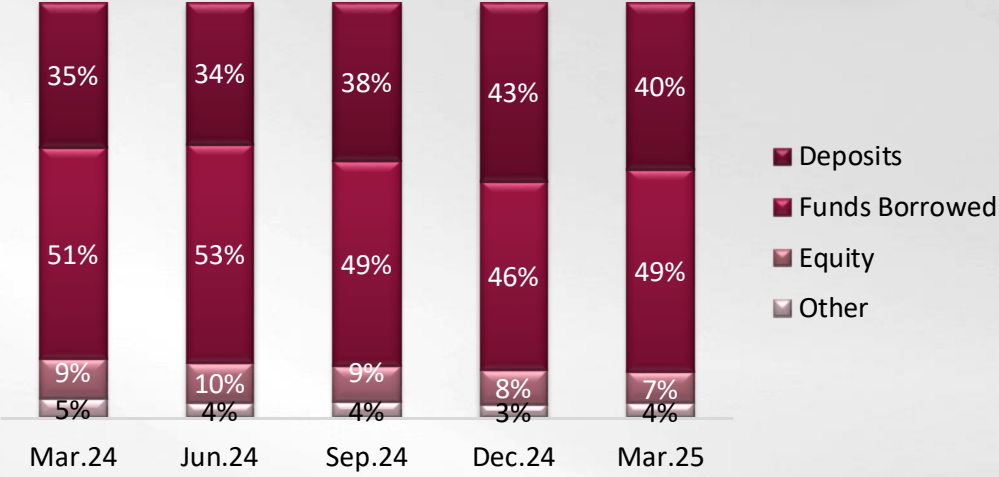


# Balance Sheet Composition

## ▶ Asset Composition

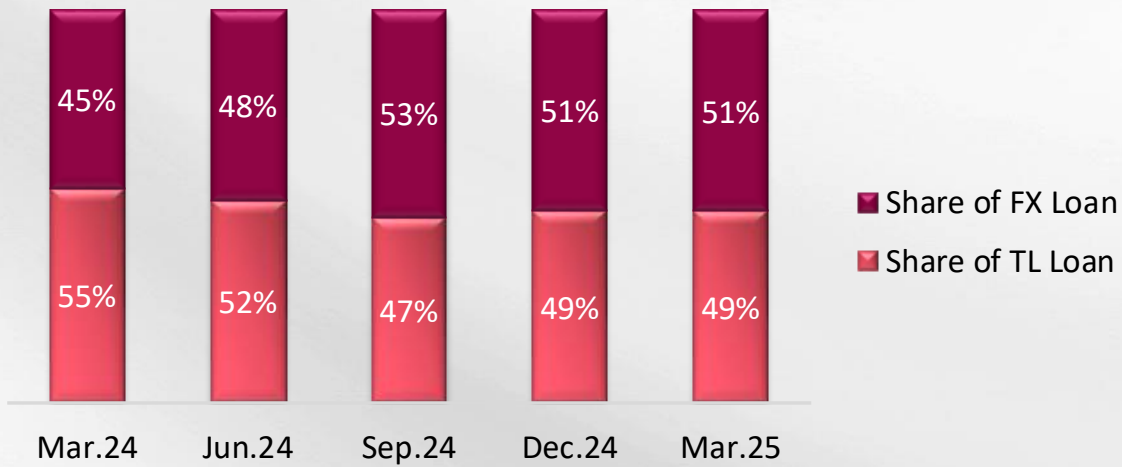


## ▶ Liabilities Composition

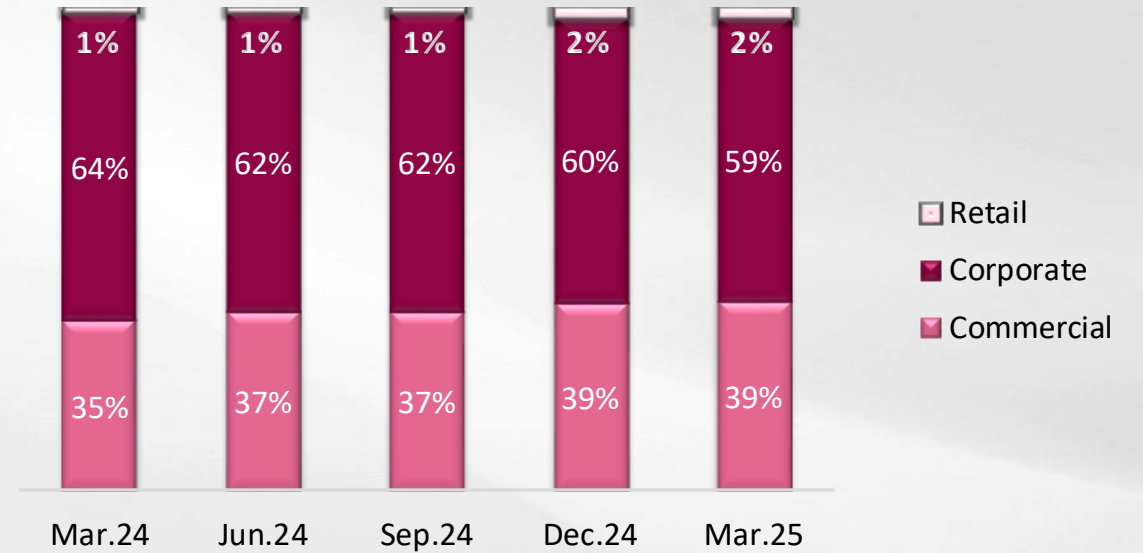


Source: Based on consolidated financial statements as of 31 Mar 2025 in accordance with BRSA regulations

## ▶ Loan Portfolio by Currency



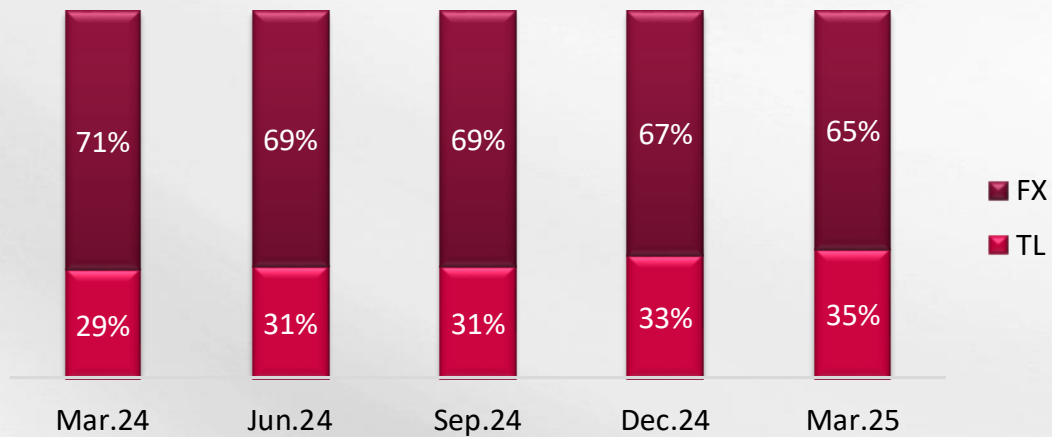
## ▶ Loan Portfolio by Segments (\*)



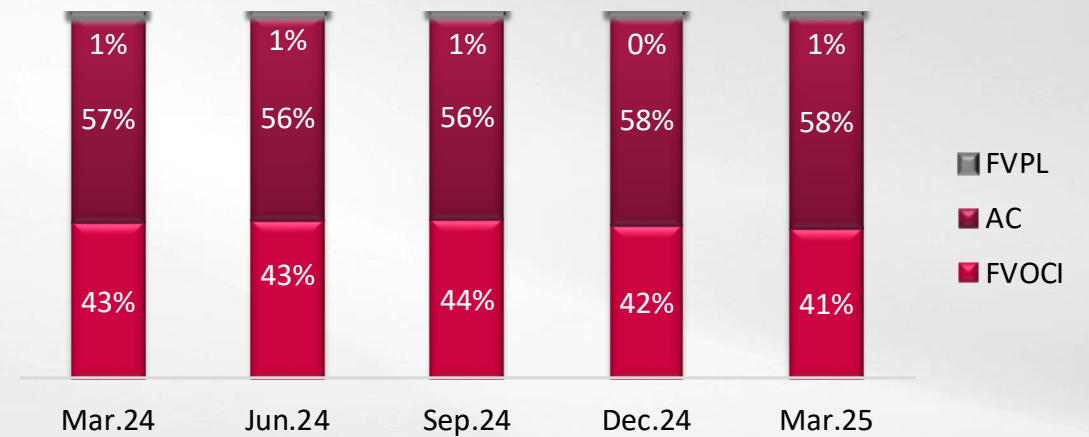
Source: Based on consolidated financial statements as of 31 Mar 2025 in accordance with BRSA regulations

(\*) Loan portfolio by segment based on MIS reports.

## Securities Portfolio by Currency



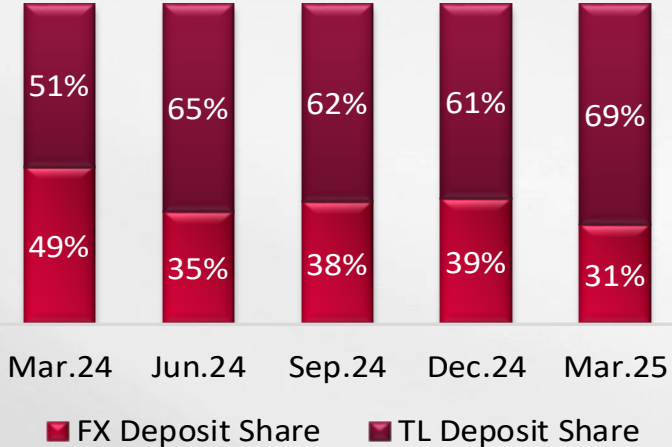
## Securities Portfolio by Types (\*)



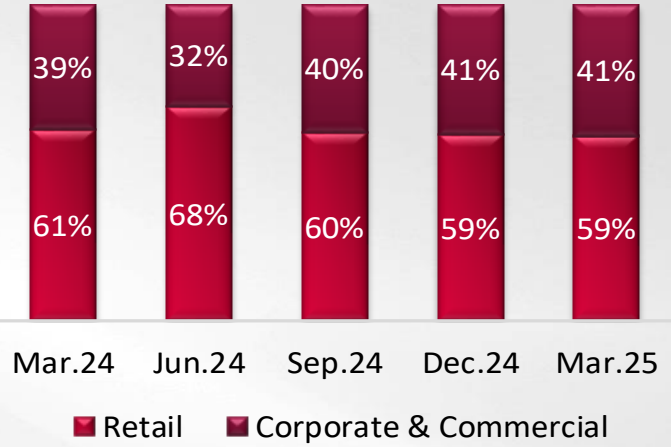
Source: Based on consolidated financial statements as of 31 Mar 2025 in accordance with BRSB regulations

(\*) Securities portfolio classified as fair value through profit or loss (FVPL), amortised cost (AC) and fair value through other comprehensive income (FVOCI).

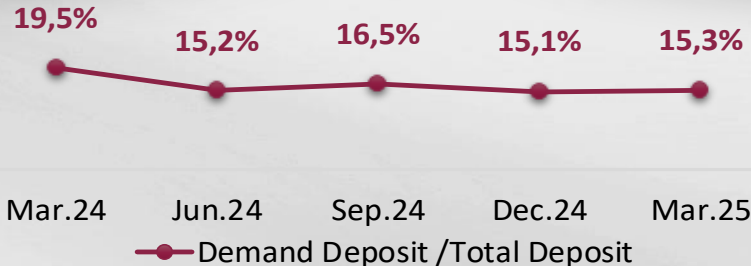
### Deposits by Currency



### Deposits by Segments

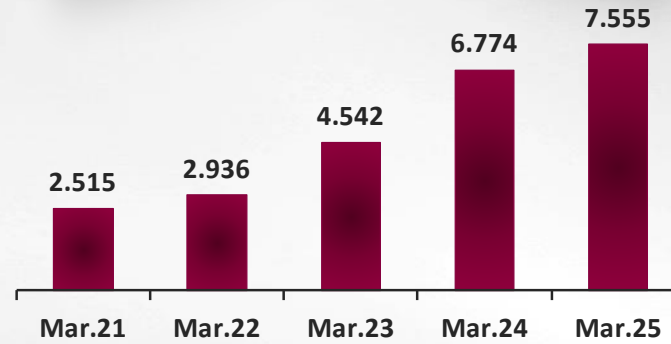


### Demand Deposit / Total Deposit

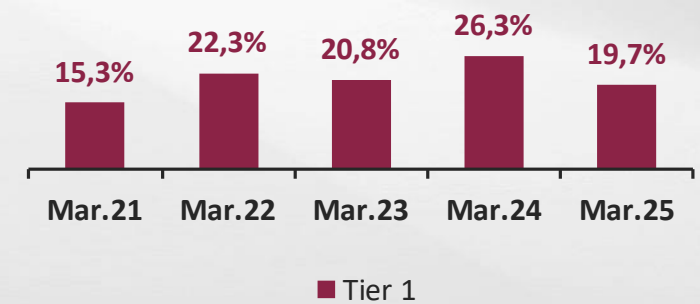
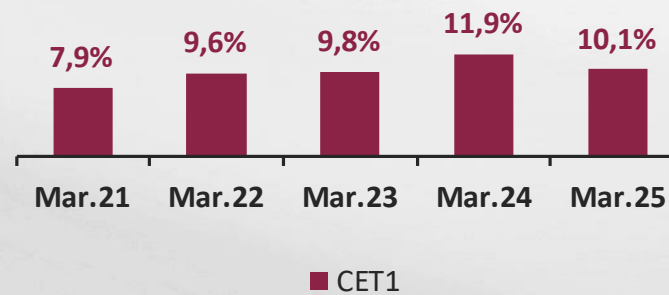
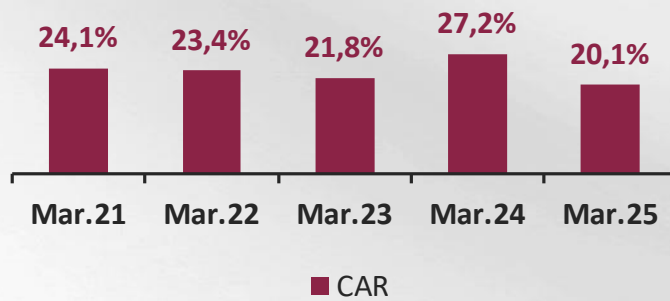


Source: Based on consolidated financial statements as of 31 Mar 2025 in accordance with BRSB regulations

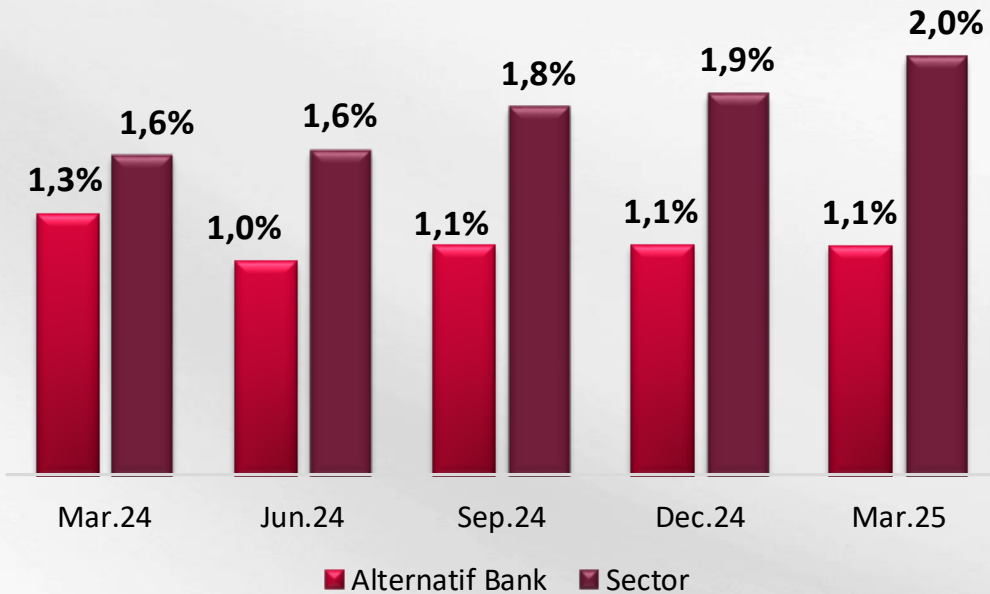
## Shareholders' Equity (TL mn)



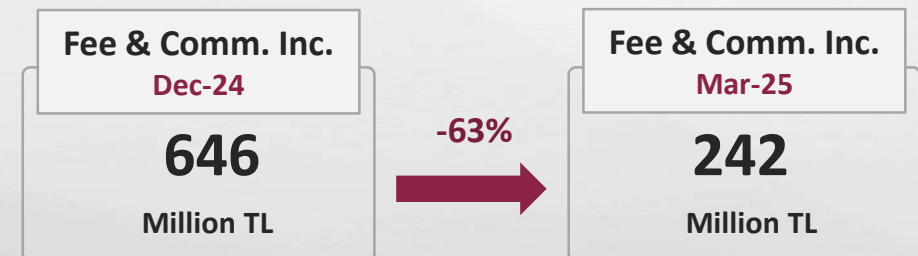
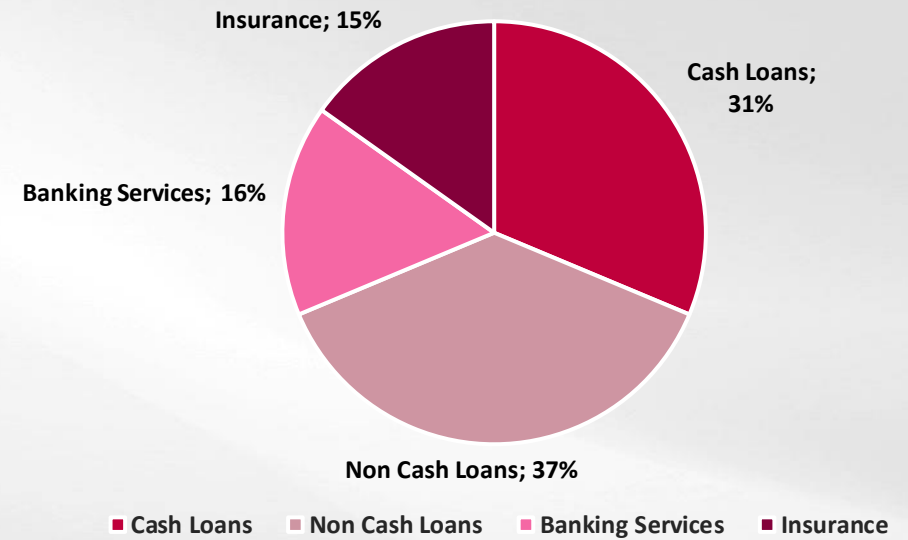
## Capital Ratios



## ► NPL Ratio

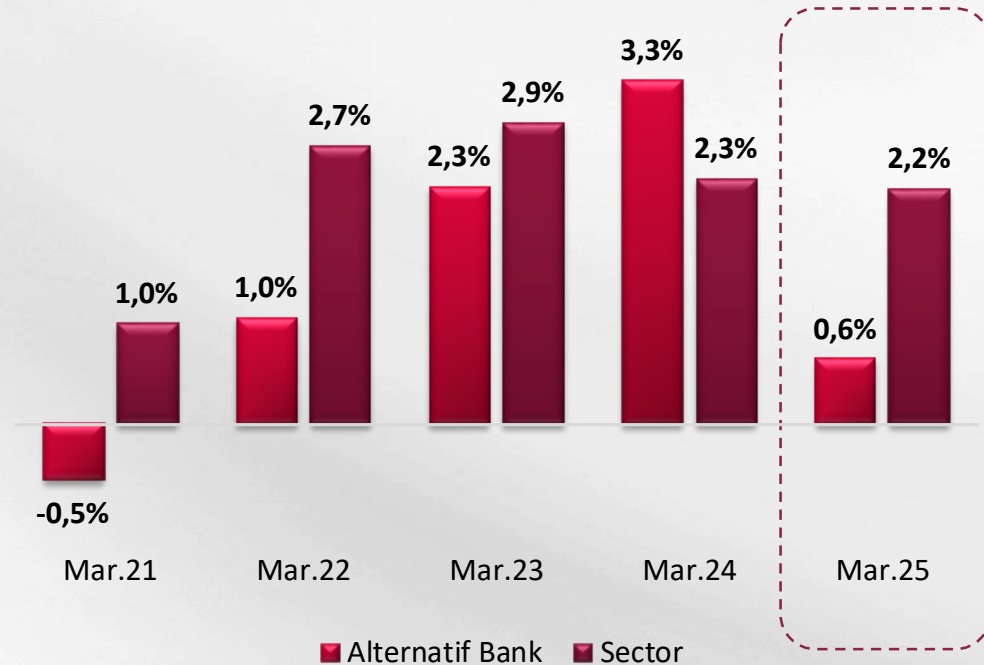


## ► Fee and Commission Income

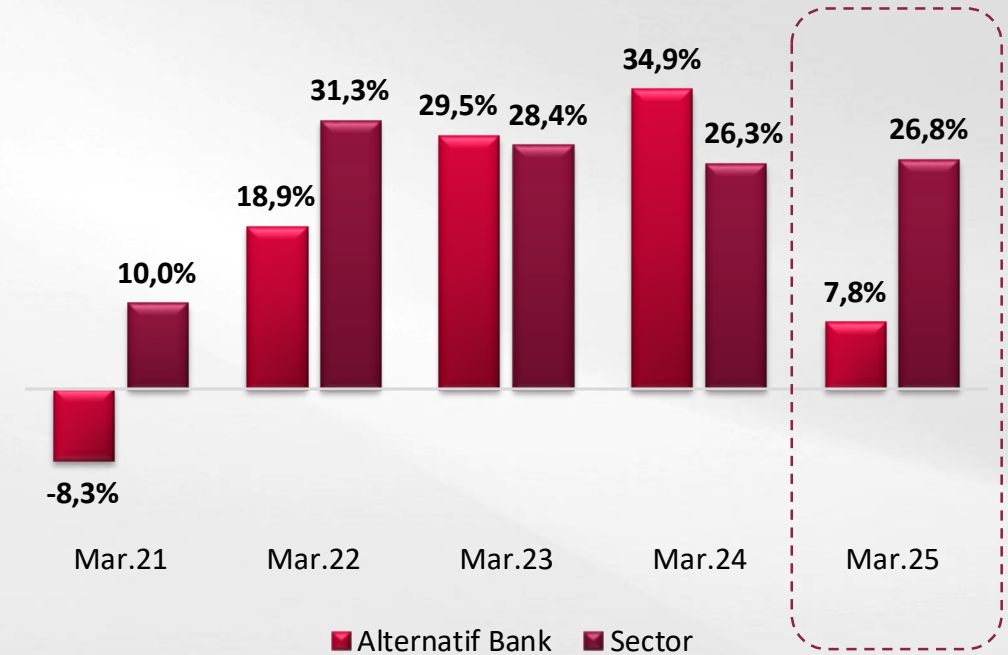


Source: Based on non-consolidated financial statements as of 31 Mar 2025 in accordance with BRSA regulations  
 (\*) Fee & Commission Income breakdown based on MIS reports.

## ▶ ROAA



## ▶ ROAE



# Awards

**EUROMONEY**



**European Bank**

for Reconstruction and Development



**IFC** International  
Finance Corporation  
WORLD BANK GROUP



THE INTERNATIONAL  
BUSINESS AWARDS



**IDC**

Analyze the Future



**ARC**  
AWARDS  
INTERNATIONAL



**LACP**  
- 2017 -  
VISION AWARDS

**BEST BANK FOR DIVERSITY AND INCLUSION IN TÜRKİYE (2024)**

**MOST ACTIVE ISSUING BANK IN TURKEY (2018, 2019, 2020, 2021, 2022, 2023, 2024)**

**GREEN TRANSACTION OF THE YEAR (2023, 2024)**

**BEST TRADE OPERATIONS BANK PARTNER IN EUROPE AND CENTRAL ASIA (2020, 2021)**

**BEST PARTNER BANK IN EUROPE AND CENTRAL ASIA (2020), SME TRANSACTIONS (2024)**

**COMPANY OF THE YEAR - GOLD**

**MOST VALUABLE COMPANY OF THE YEAR - BRONZE (2020)**

**OMNI-CHANNEL BANKING APPLICATION AND DEVELOPMENT INFRASTRUCTURE SOFTWARE AWARD WITH "ALTERNEXT" (2018)**

**2017 ANNUAL REPORT SCORED 4 PRIZES INCLUDING GOLD WINNER (2017)**

# Alternatif Bank



Alternatifbank A.Ş. Head Office  
Ayazağa Mah. Azerbaycan Cad. 2D Blok  
No:3M/1 34485 Sarıyer, İstanbul

+90 444 00 55 +90 850 225 00 55

[www.alternatifbank.com.tr](http://www.alternatifbank.com.tr)

A subsidiary of The Commercial Bank - Qatar.



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