



Alternatif Bank Investor Presentation

30 September 2025

A subsidiary of The Commercial Bank - Qatar.



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- 🌀 Corporate Profile
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Turkish Economy and Banking Sector

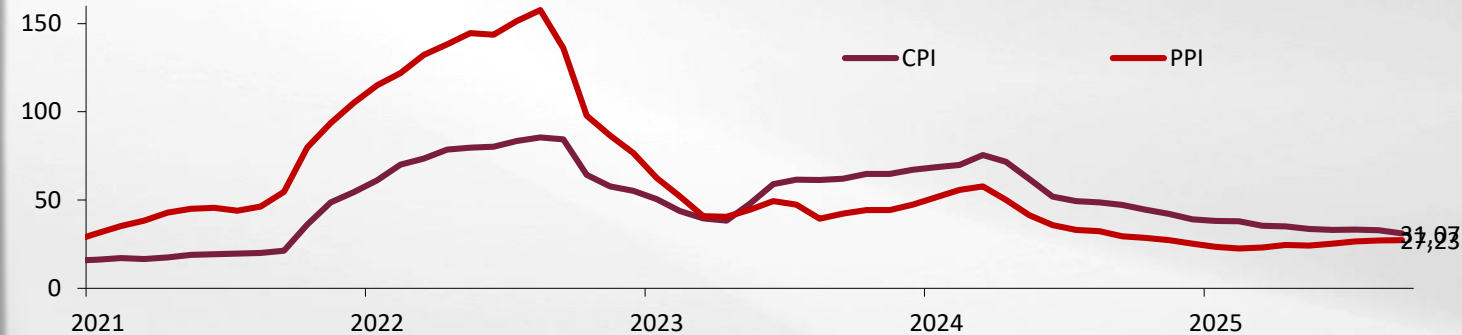
Key Highlights

- TR GDP grew by 3,2% in 2024 and 4,9% in Q2 and 3,7% in Q3 2025, both stronger than the market forecasts. Stronger local demand resulted in an elevation in the GDP forecasts to 3,7% in 2025 and 4,5 for 2026.
- 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 22 bio by Oct 2025. Market forecasts CAD to rise to USD 22-23 bio by y/e 2025
- Fiscal performance is showing an unstable recovery with rising tax revenues. Deficit to GDP may well decline to 3,1% of GDP by y/e 2025. Public Net Debt Stock to GDP ratio rose to 19,8%, before declining to 16% in 2024. The ratio rose slightly to 17% by mid 2025
- CPI maintains its downward trend with headline level declining to 31,1% and core reading to 31,7% in Nov. 2025 Service sector price stickiness is still maintained, leading to higher core prices. We expect CPI to decline to 30-31% by y/e 2025 and to 23-25% range by y/e 2026.
- Economic management maintains its commitment to orthodox policies. After the Q2 25 market volatility, gross reserves rose again to USD 180 bio and CBRT cut the policy rate to 38,00% in Dec. meeting. CBRT will maintain its rate cut cycle, but with a declining momentum and has still way to convince market players for further disinflation to its target level of 16%.

GDP of Turkey (Current Prices, TL tn)



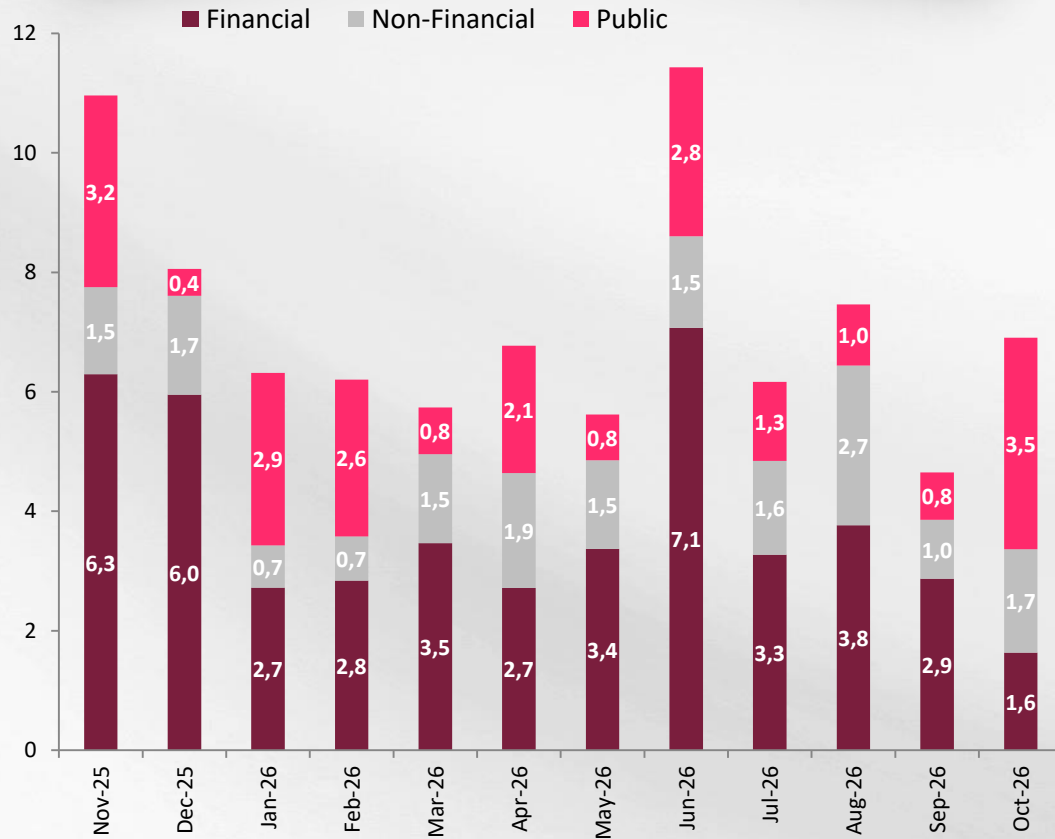
Turkey Inflation (%)



Public Debt Net Stock / GDP (%)

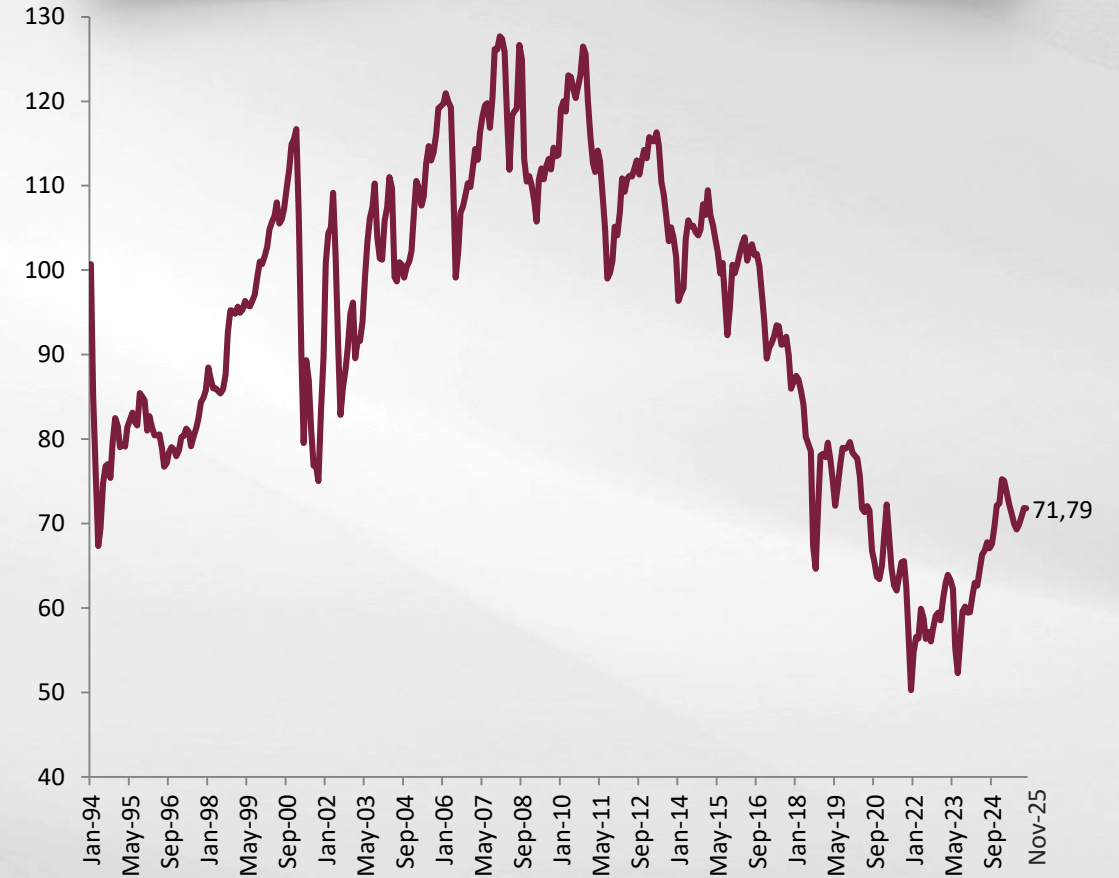


► Turkish External Debt Redemptions *



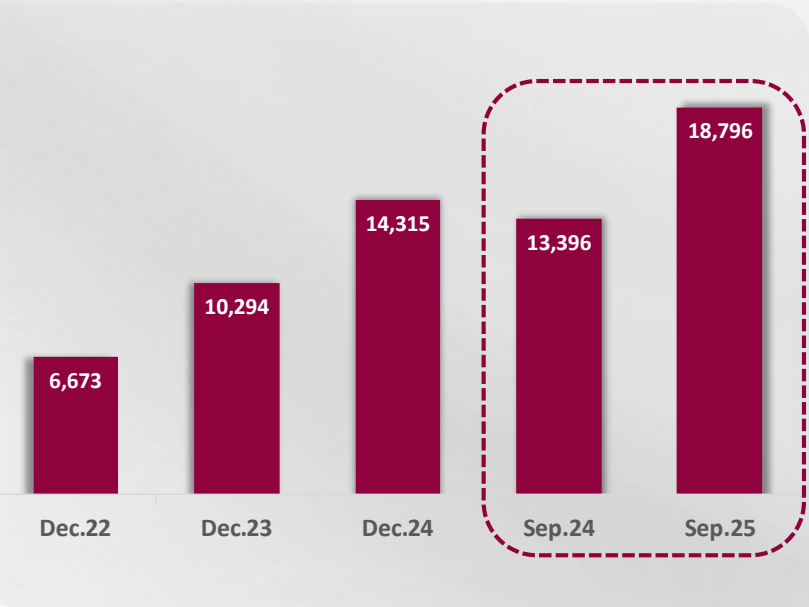
* Excluding commercial loans

► Real Effective Exchange Rate



Banking Sector Figures

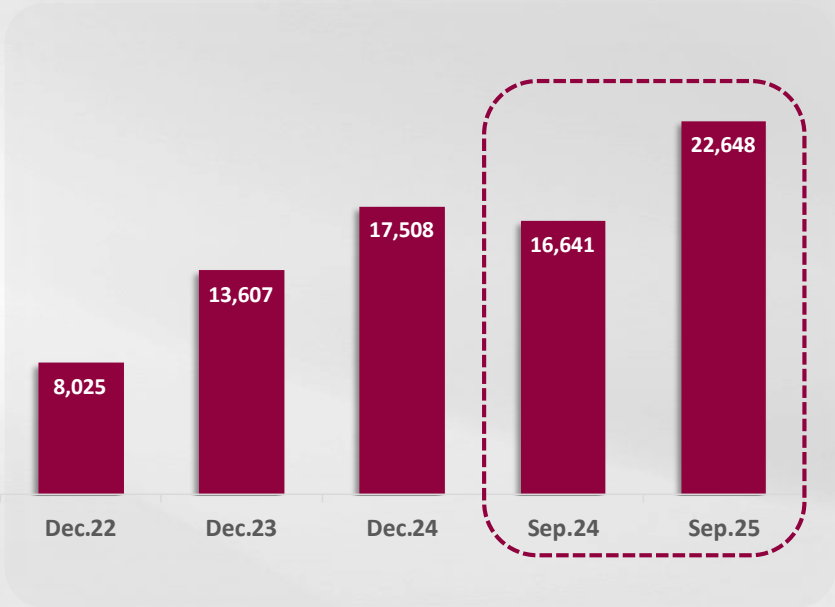
Loan (TL bn)



NPL Ratio



Deposit (TL bn)

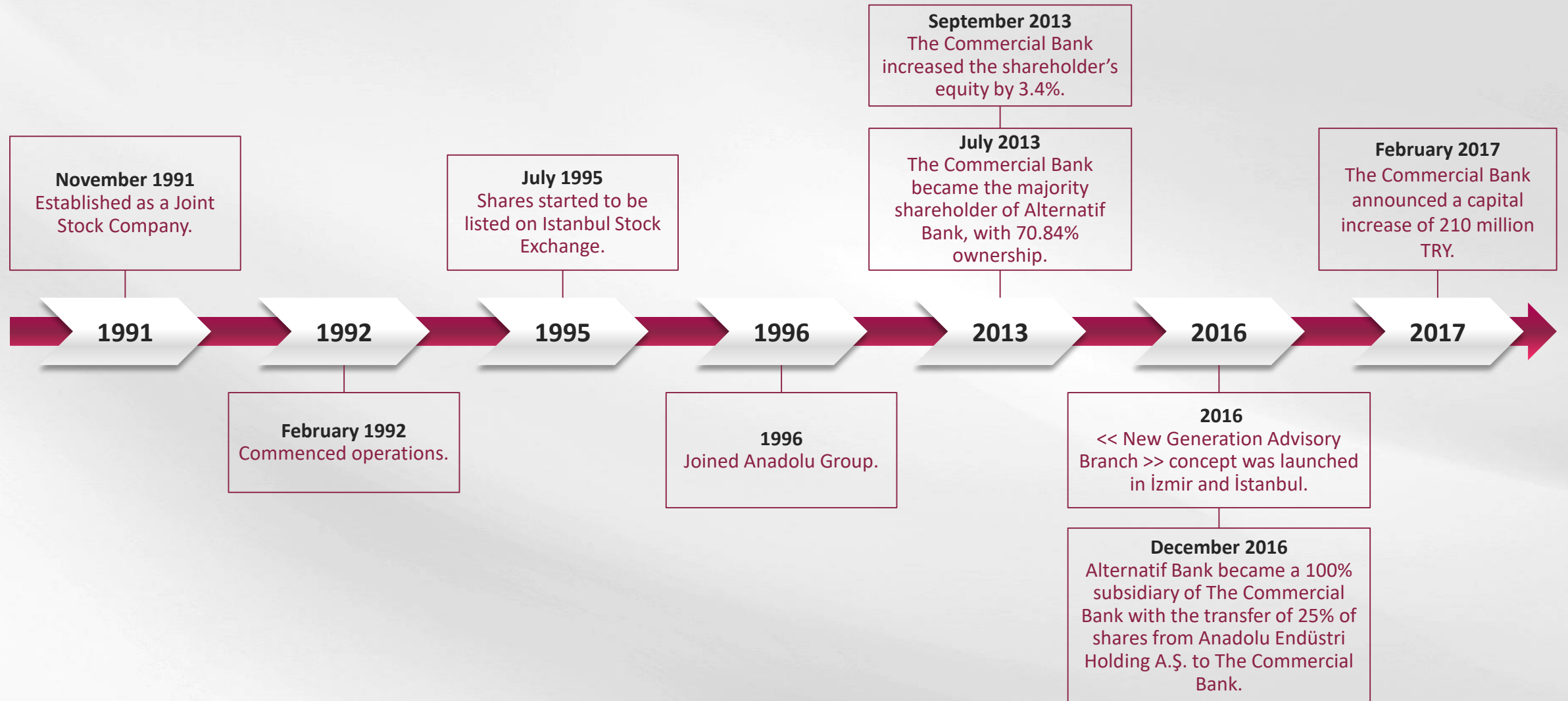




Alternatif Bank

Alternatif Bank

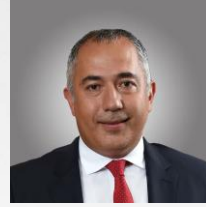
Corporate Profile



Overview



Executive Committee



Ozan Kırmızı
Board Member and CEO



Ayşe Akbulut

**EVP,
Credit
Allocation**



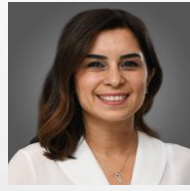
Bike Tarakçı

**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	Ba2	NP	Stable
Local Currency Deposit	Ba3	NP	Stable
National	Aaa.tr	TR-1	-

▶ Alternatif Bank's Ratings from
Fitch

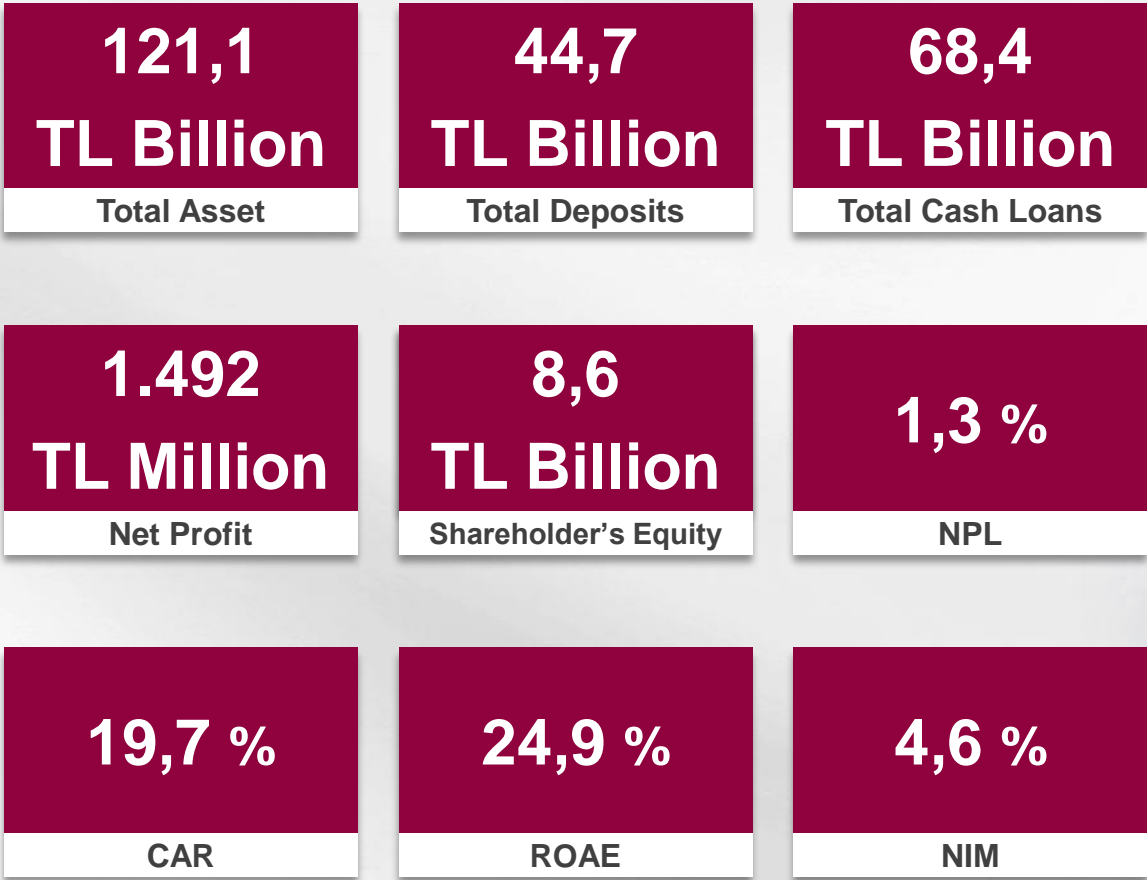
	Rating		Outlook
	LT	ST	
Foreign Currency IDR	BB-	B	Stable
Local Currency IDR	BB-	B	Stable
National (LT)	AA (tur)		Stable

▶ Ratings of
The Commercial Bank - Qatar

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

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

Alternatif Bank at a Glance



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 **50.5** \$ Billion

Total Deposits **22.4** \$ Billion

Total Loans **26.8** \$ Billion

Total Equity **8.18** \$ Billion

Net Profit **499.8** \$ Million

ROAE **9.0** %

CAR **17.9** %

CIR **30.2** %

Note: As of 30 September 2025

The background features a dark, monochromatic image of a hand holding a pen, poised to write on a document. Overlaid on this are several semi-transparent business graphics: a line graph in the top left, a bar chart in the top right, and a larger bar chart on the right side. There are also several large, solid-colored triangles (pointing right) in shades of dark red and magenta. A small circular graphic with the text '24%' is visible in the bottom right corner.

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



Customer
Centric

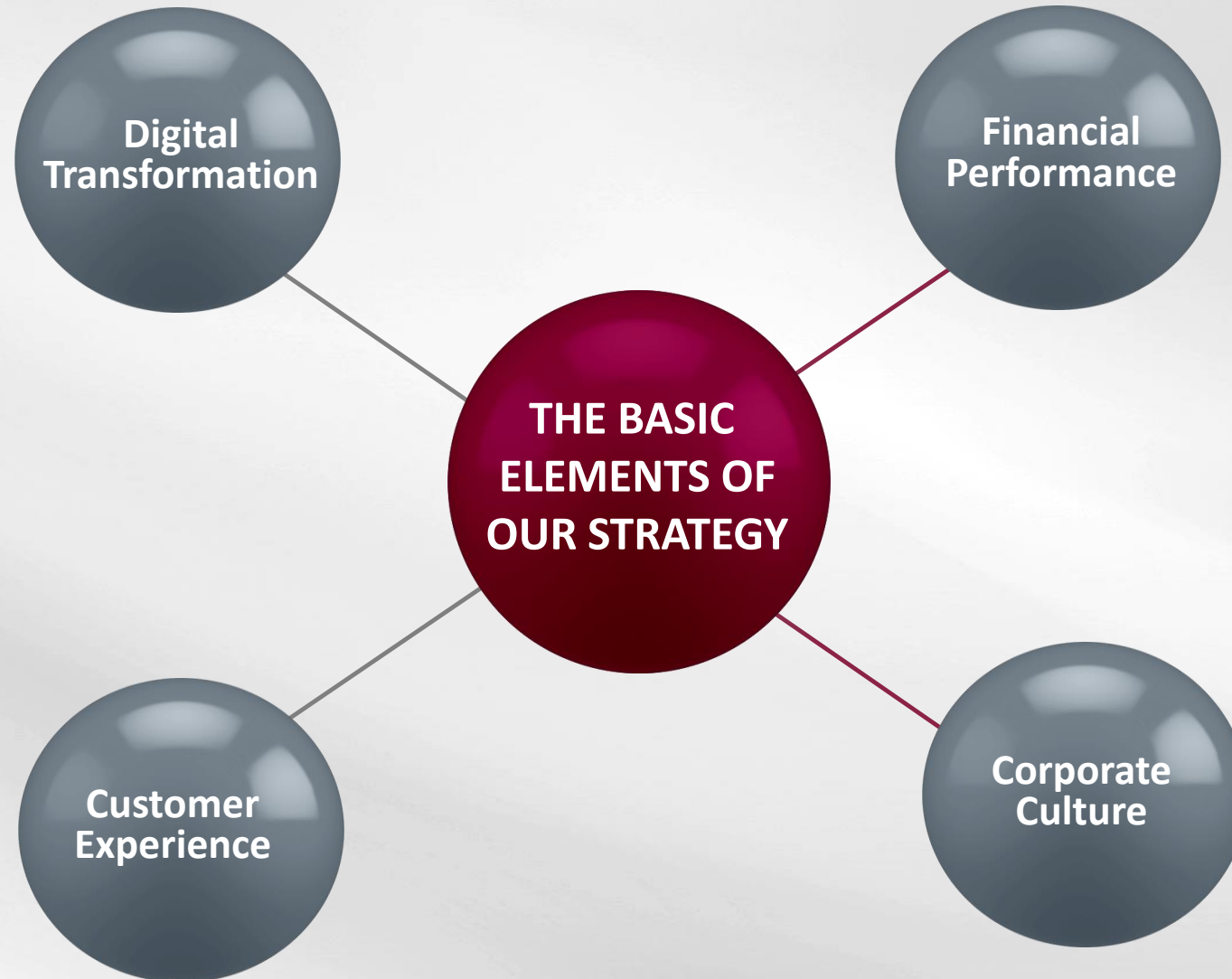


Solution
Oriented



Expert
Team

Insightful Banking



Business Segments



CORPORATE BANKING



BUSINESS BANKING



PRIVATE BANKING



RETAIL BANKING

Serves the companies with annual turnover of TRY 5bn and above with the objective of managing;

Companies with particular focus between TRY 200m –TRY 5bn turnover with the objective of managing;

Serves individuals with a total AUM above TRY 5m

Offers its customers an extensive range of products and services;

Serves individuals with a total AUM up to TRY 5m

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.



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

As of 30 September 2025, Alternatif Lease's net leasing receivables is TL 6.6 Billion.



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.

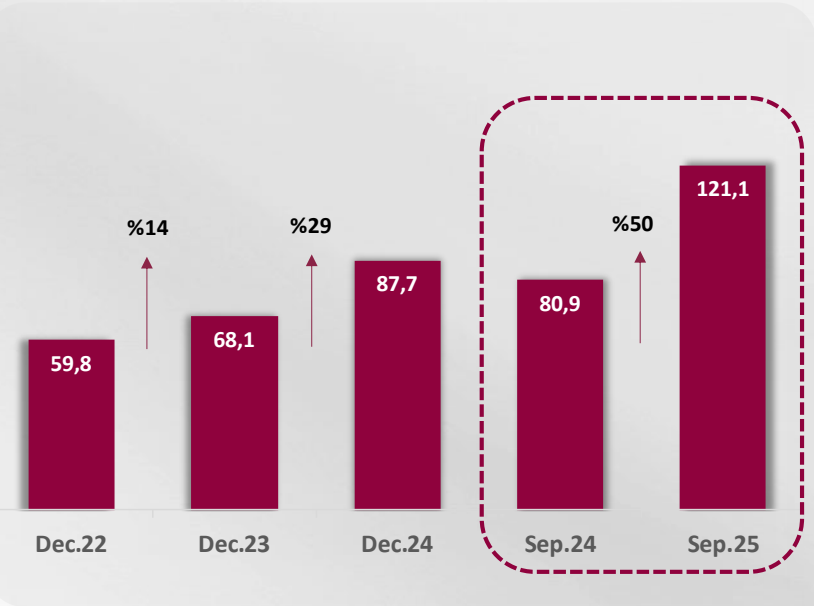
The background of the slide features a blurred office scene with three business professionals in a meeting. Overlaid on this are several large, semi-transparent magenta triangles pointing in various directions. The title 'Financial Highlights' is centered in a white, sans-serif font.

Financial Highlights

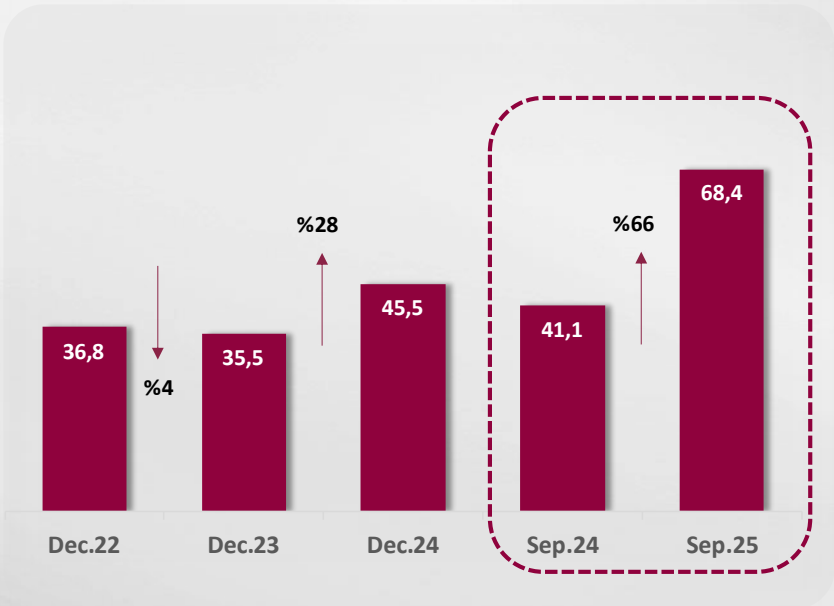
Key Financials



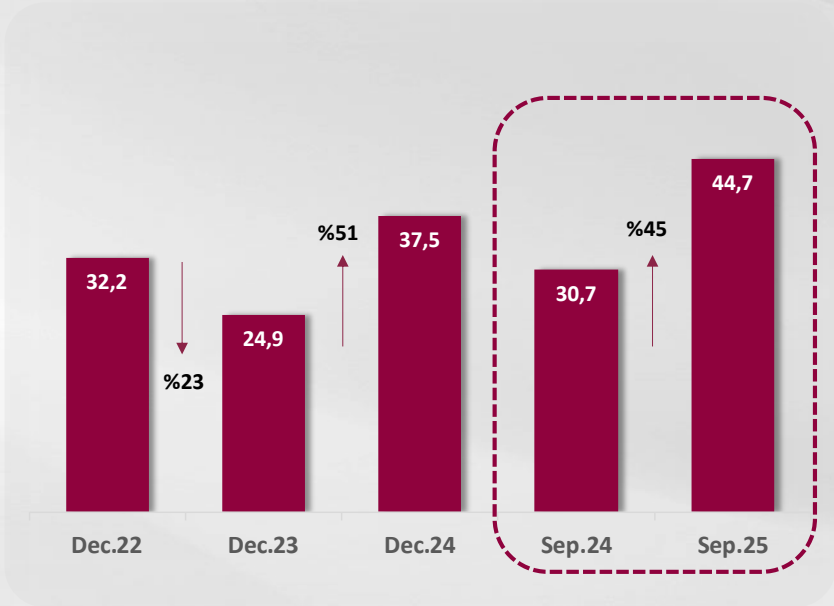
Total Assets (TL bn)



Loans (TL bn)

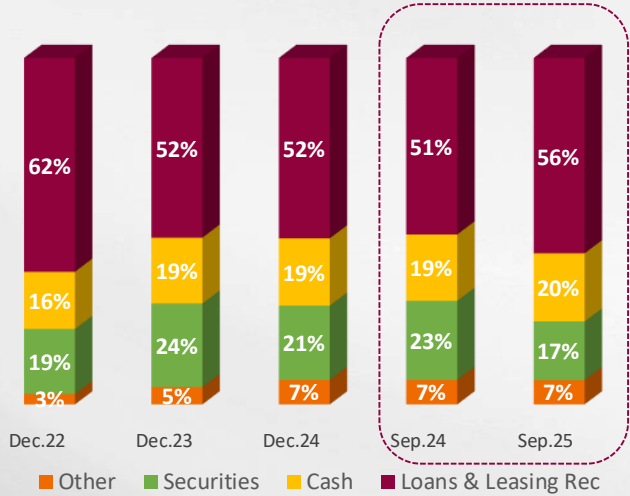


Deposits (TL bn)

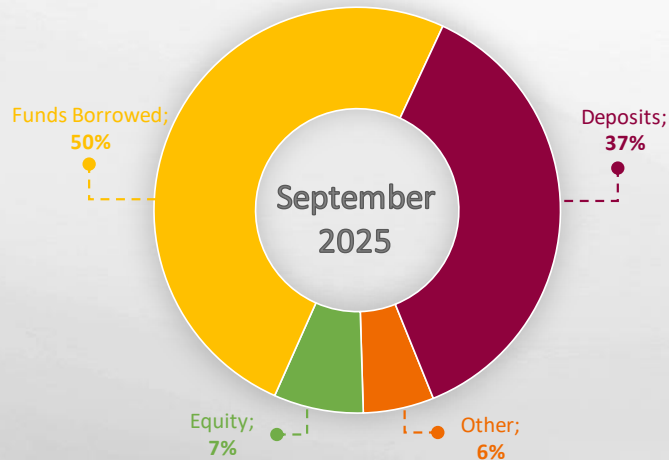
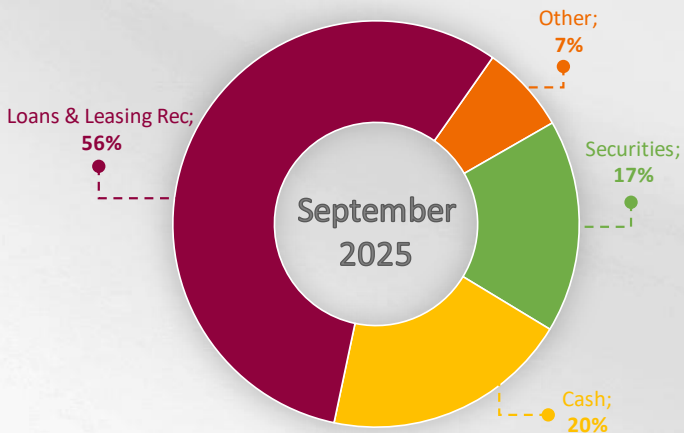
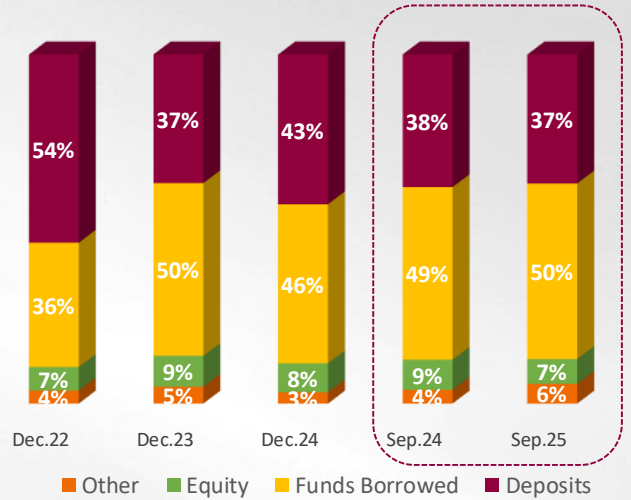


Balance Sheet Composition

Asset Composition

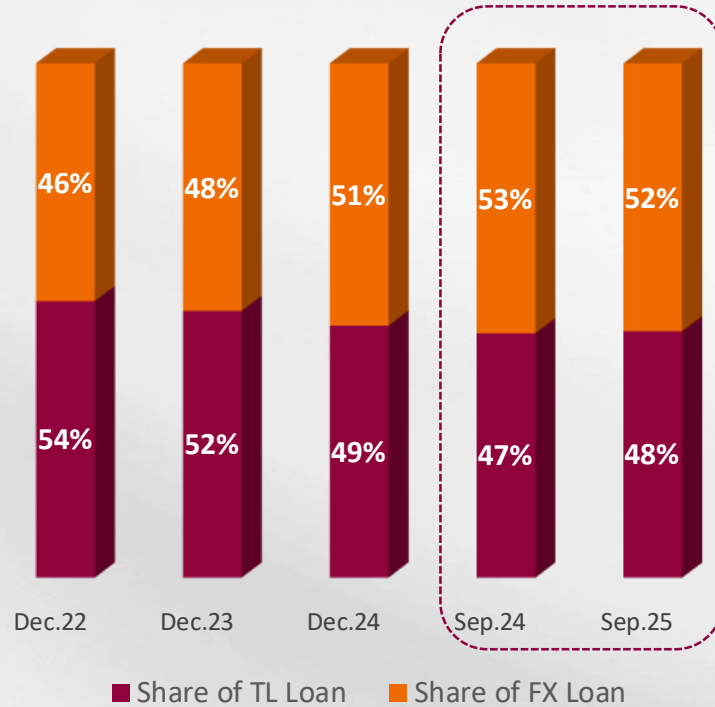


Liabilities Composition

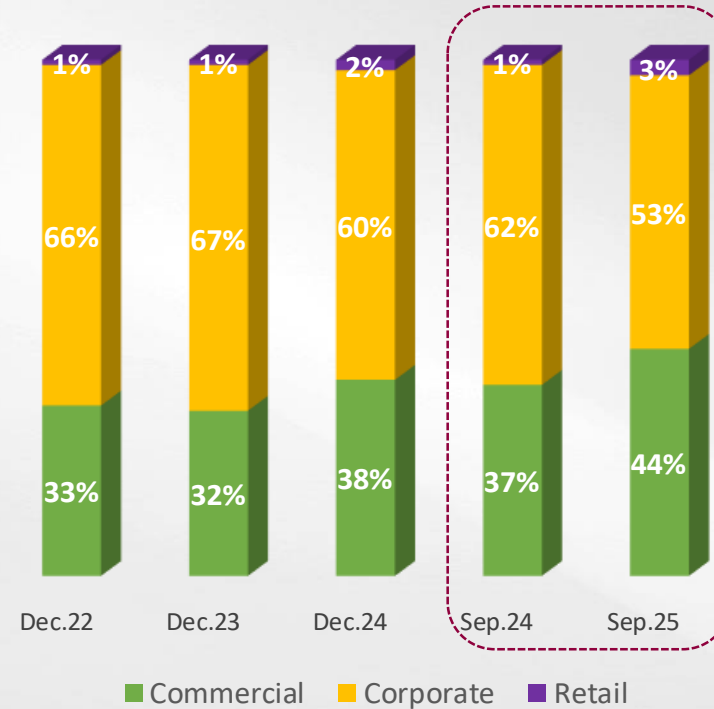


Loan Portfolio

Loan Portfolio by Currency



Loan Portfolio by Segments (*)

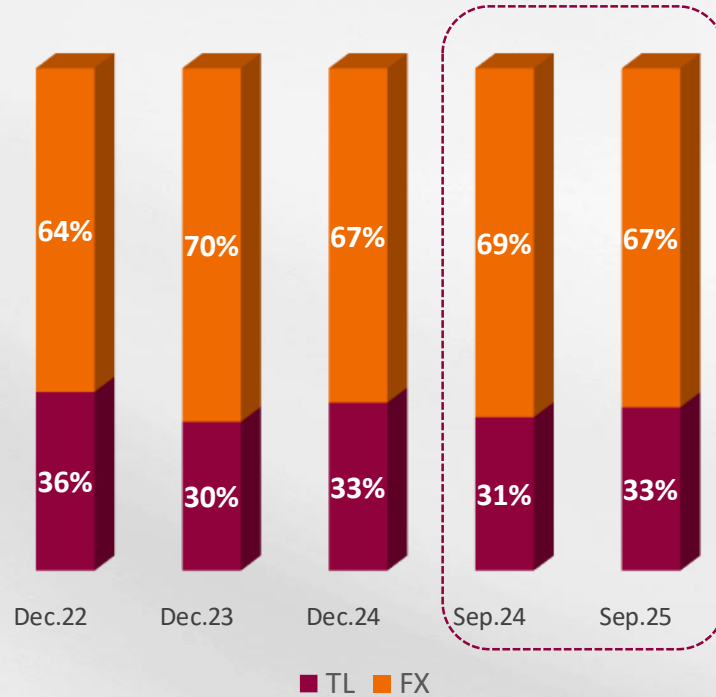


Source: Based on consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations

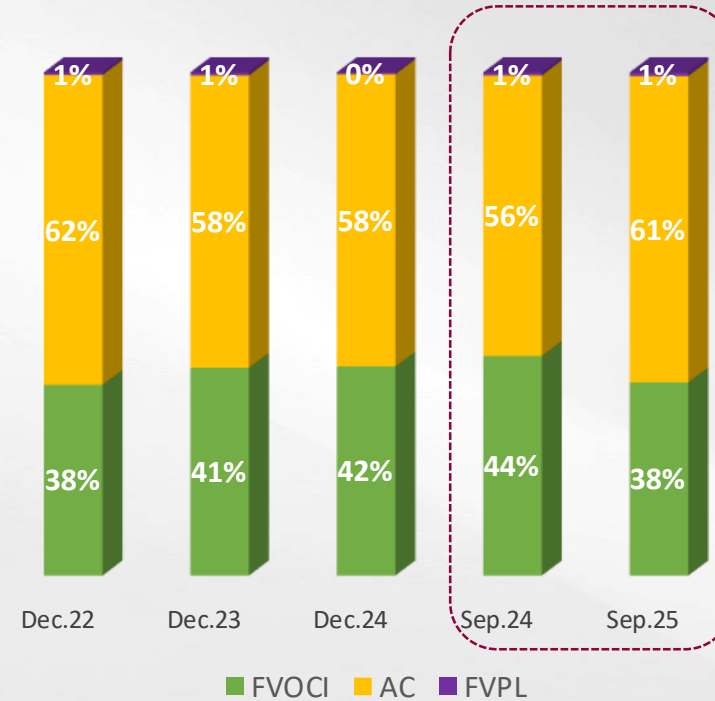
(*) Loan portfolio by segment based on MIS reports.

Securities Portfolio

Securities Portfolio by Currency



Securities Portfolio by Types (*)

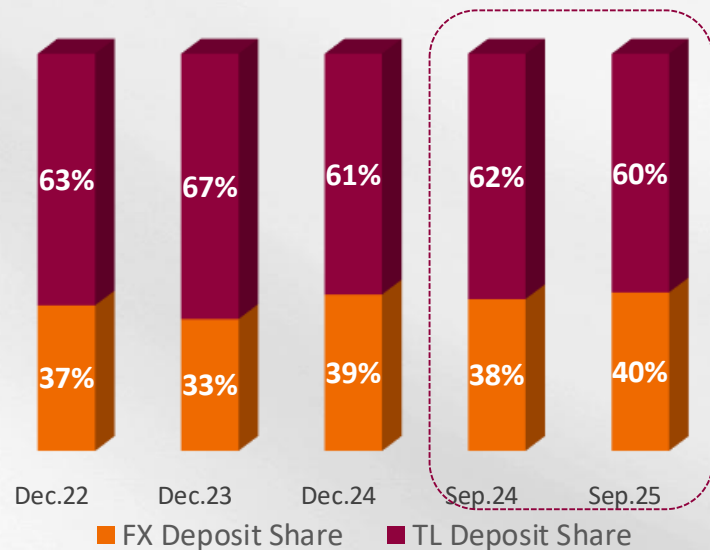


Source: Based on consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations

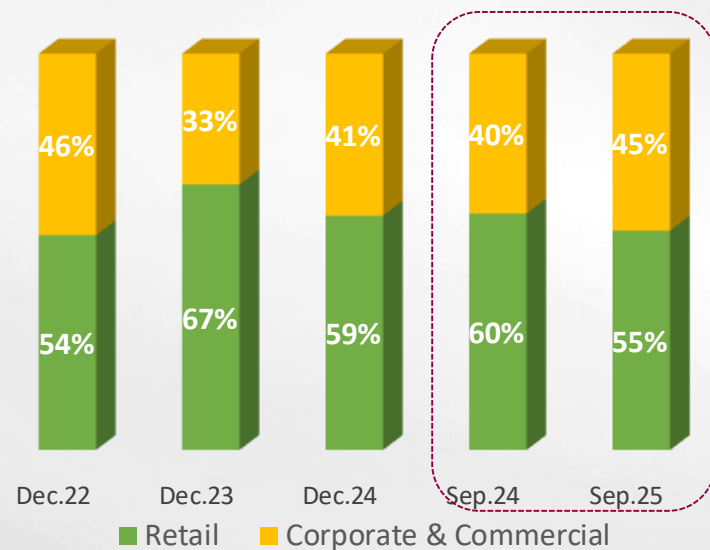
(*) Securities portfolio classified as fair value through profit or loss (FVPL), amortised cost (AC) and fair value through other comprehensive income (FVOCI).

Deposit Portfolio

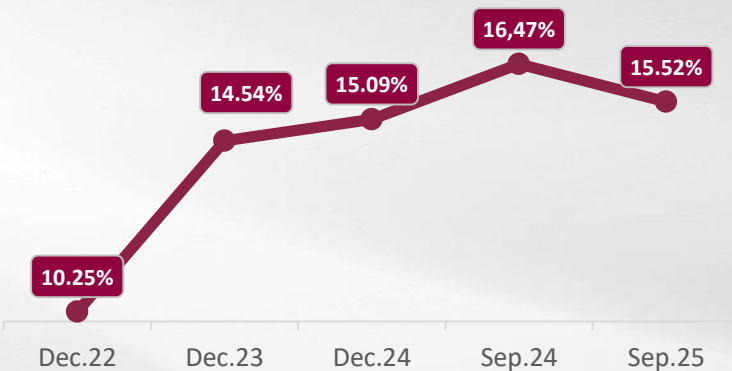
Deposits by Currency



Deposits by Segments



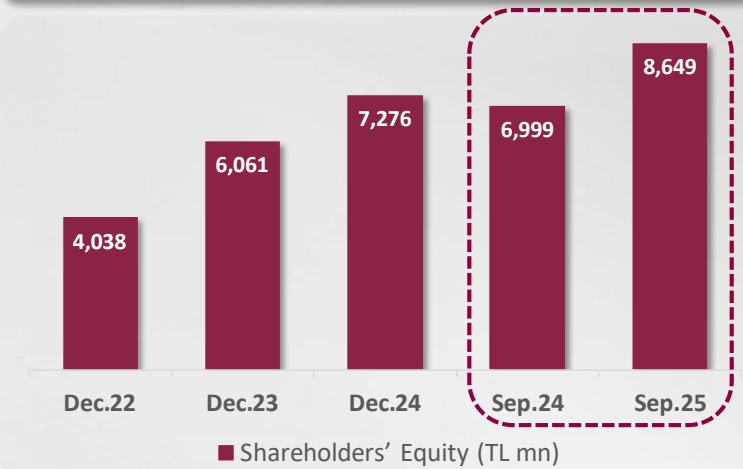
Demand Deposit / Total Deposit



Source: Based on consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations

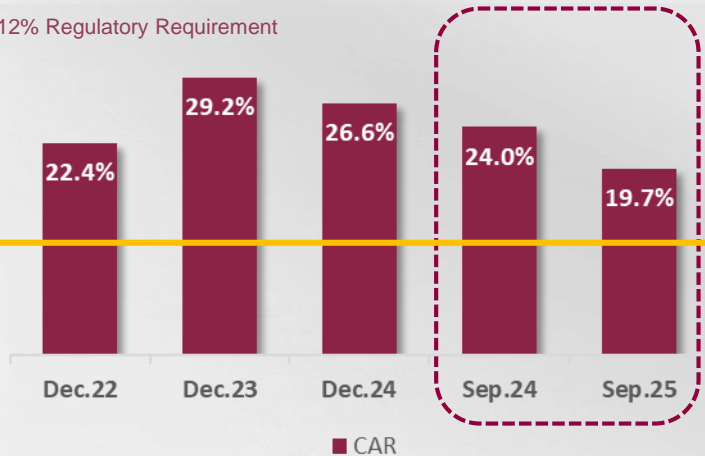
Capitalization

Shareholders' Equity (TL mn)



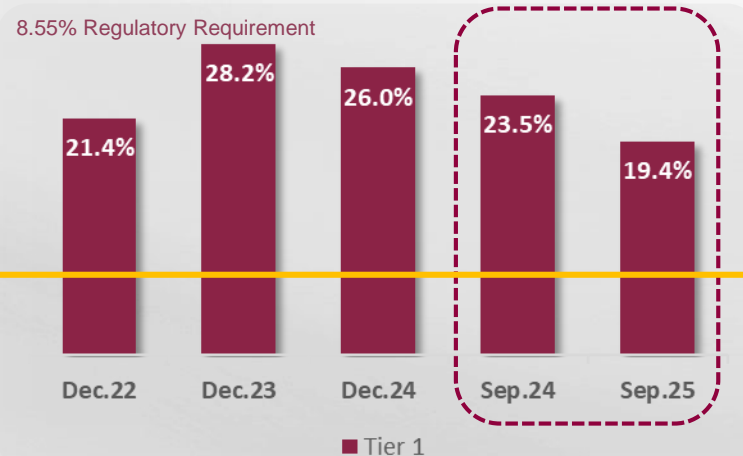
CAR

12% Regulatory Requirement



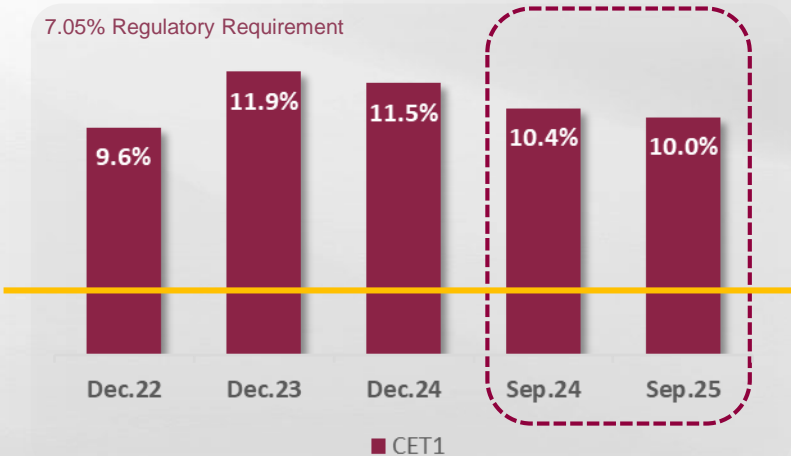
Tier 1

8.55% Regulatory Requirement

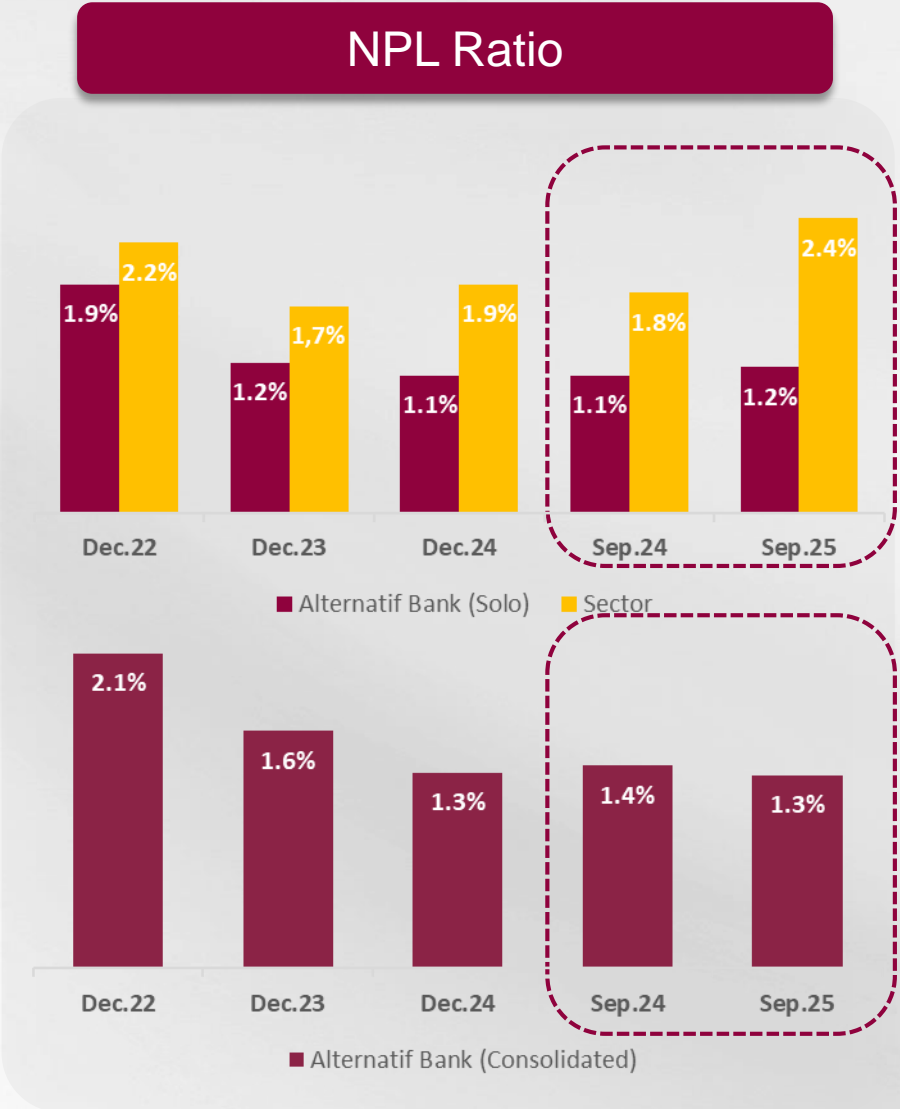


CET1

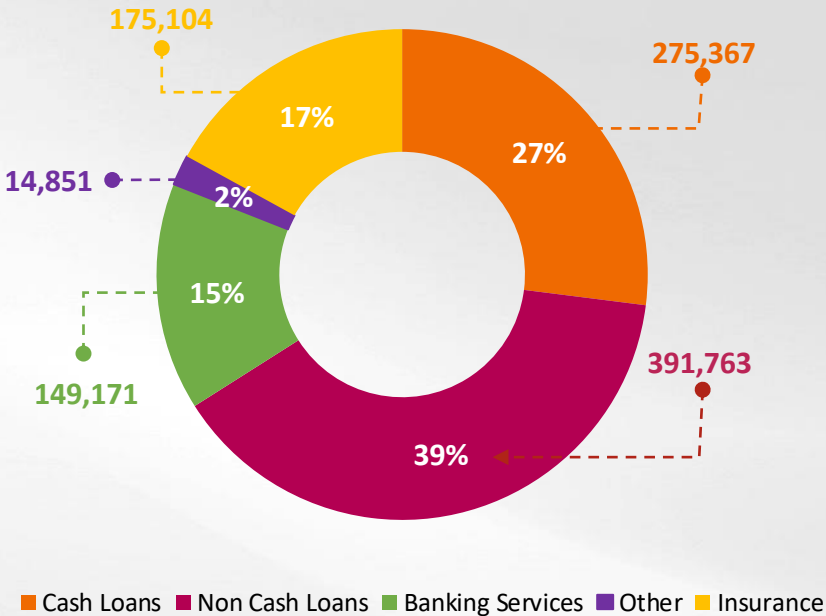
7.05% Regulatory Requirement



Asset Quality - Efficiency



Fee and Commission Income*



446
TL Million
Fee & Comm. Inc.

September
2024

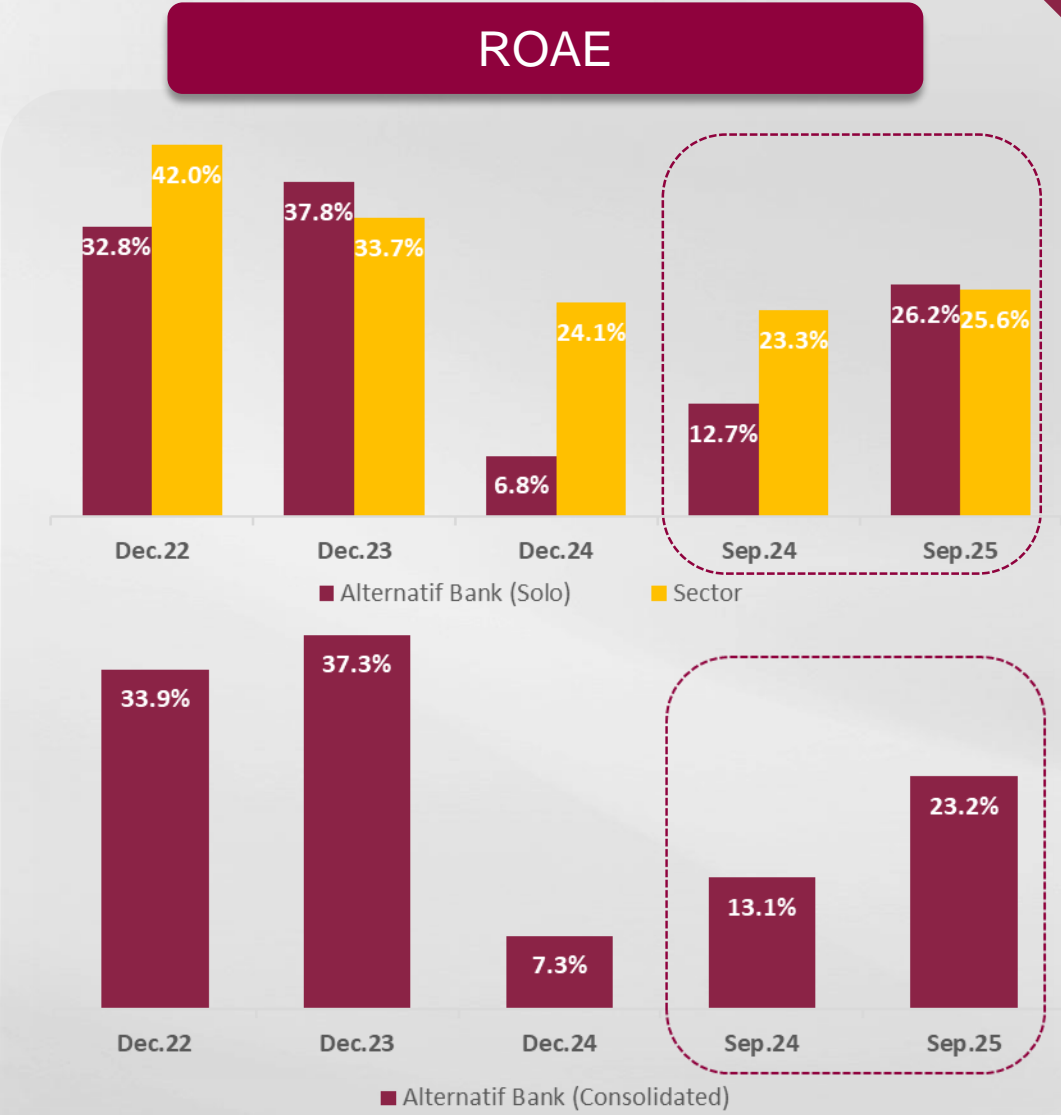
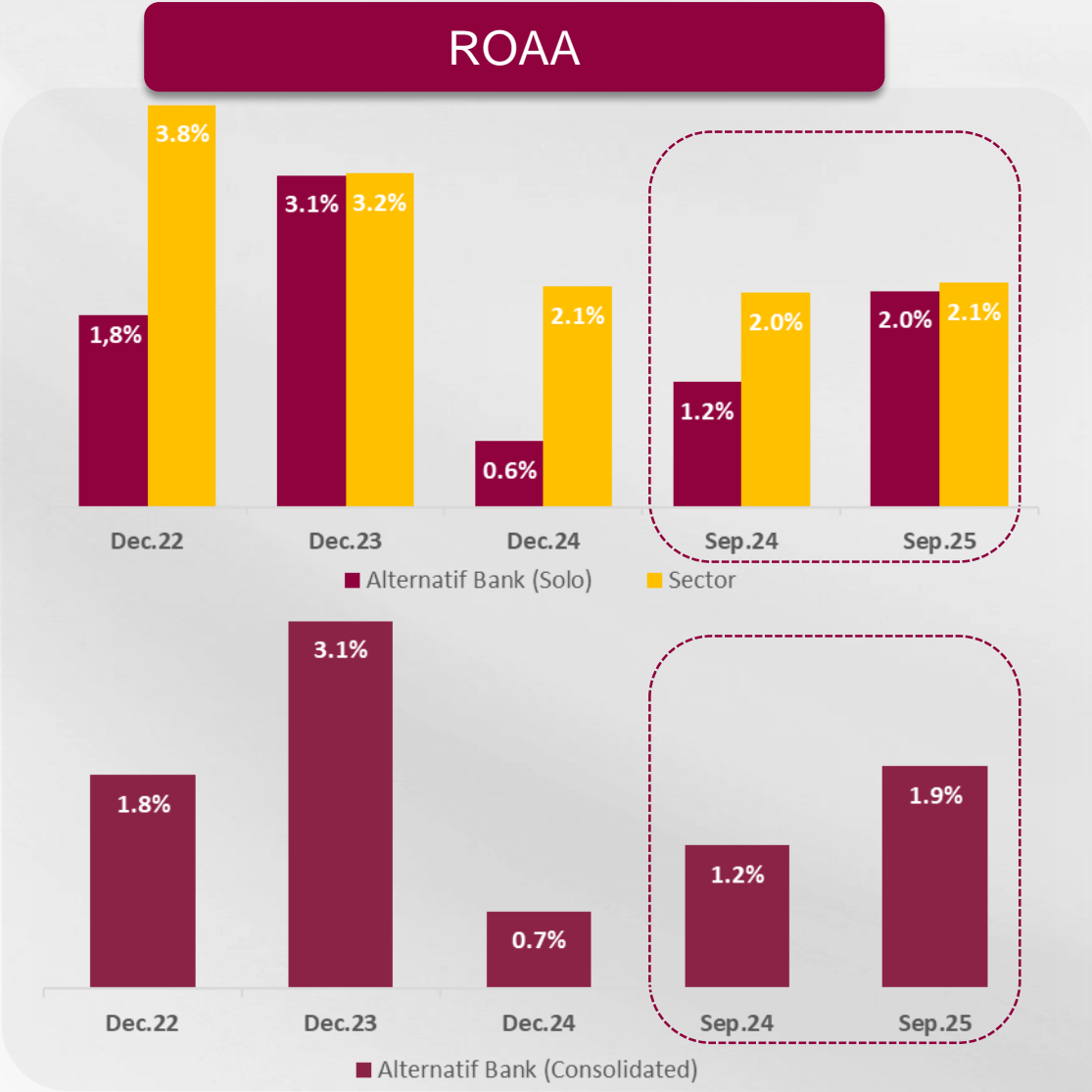
%71

762
TL Million
Fee & Comm. Inc.

September
2025

Source: Based on non-consolidated and consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations
(*) Fee & Commission Income breakdown based on MIS reports and figures represent solo results

Profitability



Source: Based on non-consolidated and consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations

Appendix – Financial Reports

Income Statement



Income Statement (TL, k)	9M24	12M22	12M23	12M24	9M25	YtD Δ%	YoY Δ%
Net Interest Income	1.834.748	1.763.392	2.030.110	2.346.366	2.616.600	12%	43%
Net Fee and Commission	353.227	158.919	-216.579	522.614	627.491	20%	78%
Dividend Income	328	1.286	270	328	555	69%	69%
Trading Gain / (Loss)	-689.039	156.881	2.048.481	-1.009.325	-433.926	57%	37%
Other Operating Income	140.013	197.477	204.987	207.316	1.929.458	831%	1278%
Total Operating Income	1.639.277	2.277.955	4.067.269	2.067.299	4.740.178	129%	189%
Loan Loss Provision	670.052	-52.469	-117.792	690.064	-646.839	-194%	-197%
Operating Expenses	-1.721.566	-822.623	-1.506.506	-2.404.228	-2.451.209	2%	42%
Equity Pick-up Gain / (Loss)	0	0	0	0	0	-	-
Tax	72.229	-336.607	-507.457	142.735	-149.884	-205%	-308%
Net Profit	659.986	1.066.252	1.935.510	495.861	1.492.227	201%	126%

Source: Based on consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations

Balance Sheet



Balance Sheet (TL, mn)	9M24	2022	2023	2024	9M25	YtD Δ%	YoY Δ%
Loans	41.092	36.838	35.510	45.541	68.407	50%	66%
TRY	19.518	19.795	18.417	22.310	32.771	47%	68%
FX(USD)	616	869	561	641	837	30%	36%
Stage-2 Loans	3.511	4.383	6.326	3.540	7.336	107%	109%
Npl	564	785	572	603	897	49%	59%
Specific Provision	318	656	463	296	603	104%	90%
General Provision	494	564	983	515	372	-28%	-25%
Bonds & Securities	18.430	11.203	16.522	18.781	20.559	9%	12%
Deposit	30.725	32.214	24.921	37.546	44.703	19%	45%
TRY	18.985	20.415	16.650	22.768	26.867	18%	42%
FX(USD)	344	631	281	419	430	3%	25%
Bonds Issued	104	594	419	304	768	153%	635%
Paid-in Capital	2.214	2.214	2.214	2.214	2.214	0%	0%
Equity	6.999	4.038	6.061	7.276	8.649	19%	24%
Total Assets	80.938	59.785	68.136	87.745	121.142	38%	50%

Source: Based on consolidated financial statements as of 30 Sep 2025 in accordance with BRSA regulations

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



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



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A subsidiary of The Commercial Bank - Qatar.



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