

# Alternatif Bank Investor Presentation

31 December 2025



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-  Turkish Economy and Banking Sector
-  Corporate Profile
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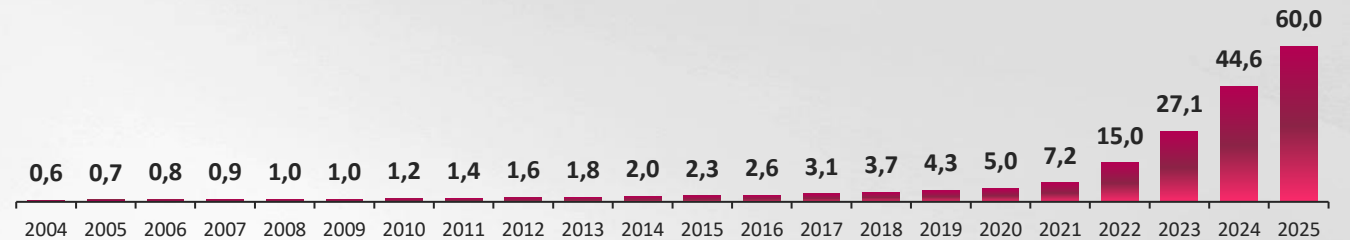
# Turkish Economy and Banking Sector

## ▶ Key Highlights

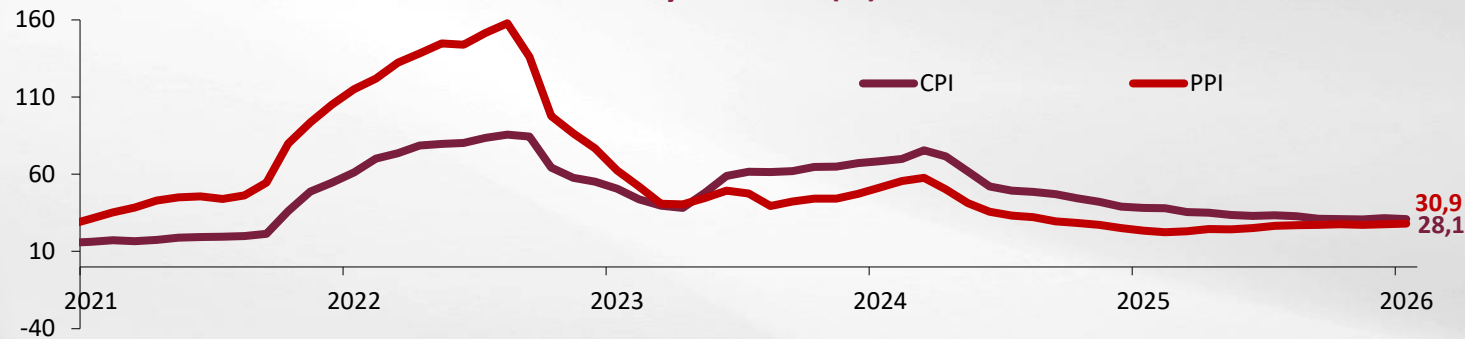


- TR GDP grew by 3,2% in 2024 followed by a 3,6% growth in 2025. Against the former forecast of 4%+, Iran war effects may limit the growth rate in 2026, now probably to 3.0% levels.
- CA deficit rose to USD 30 bio in 2025 from USD 13 bio in 2024. Elevated energy prices and the probable weakness in export markets may surge the CAD in 2026. Market now expects the CAD to rise probably to USD 60 bio level by y/e 2026.
- Fiscal performance is showing a stable recovery with rising tax revenues. Deficit to GDP may well decline to 3,0% of GDP by y/e 2025. Public Net Debt Stock to GDP ratio rose to 19,8%, before declining to 13% in 2026.
- Downward trend in CPI was disturbed by a volatility due to Iran war effects. Although the effects were lower in March, April data will start to indicate a rise in the main trend. We expect CPI to decline to 29% by y/e 2026 before showing a rise in Q2 2026.
- Economic management shifted to a tighter policy, with the start of Iran War. Recent comments indicate that CBRT will maintain its tight policy stance for at least most of H1 2026 and probably consider a rate cut not before that period. Market now expects CBRT to finalize 2026 with a policy rate level of 35-36%.

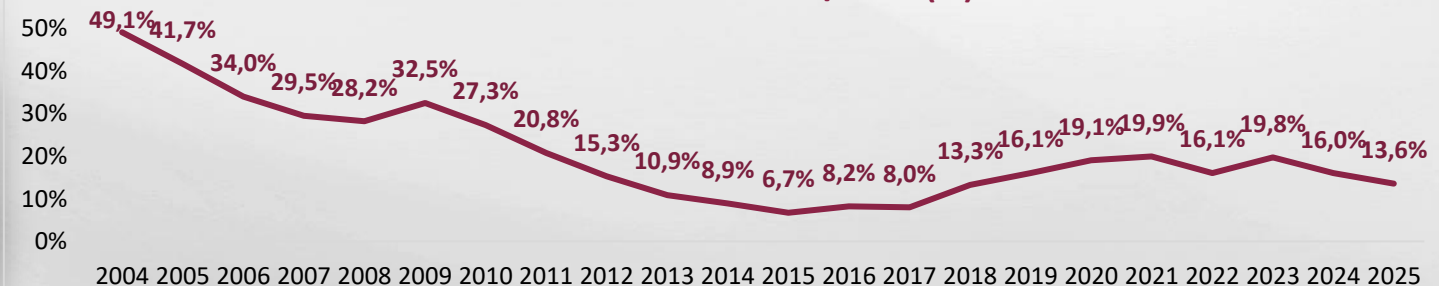
GDP of Turkey (Current Prices, TL tn)



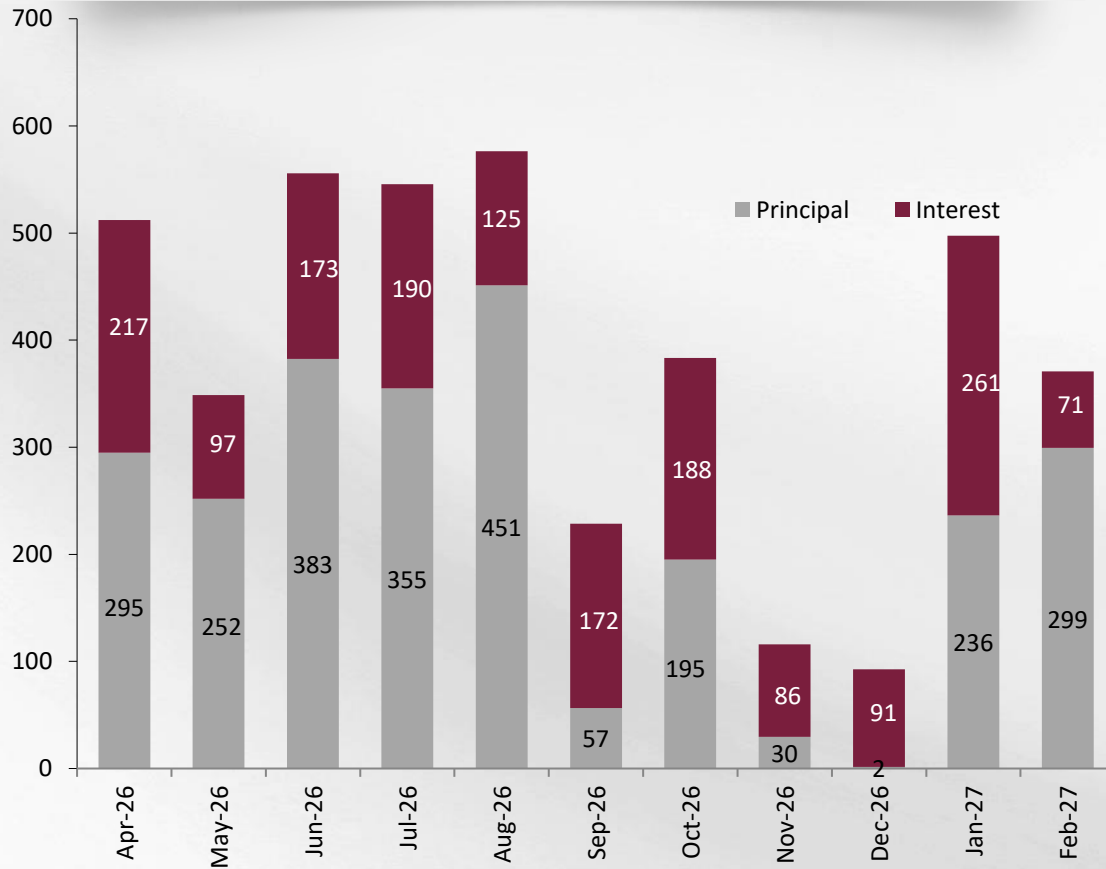
Turkey Inflation (%)



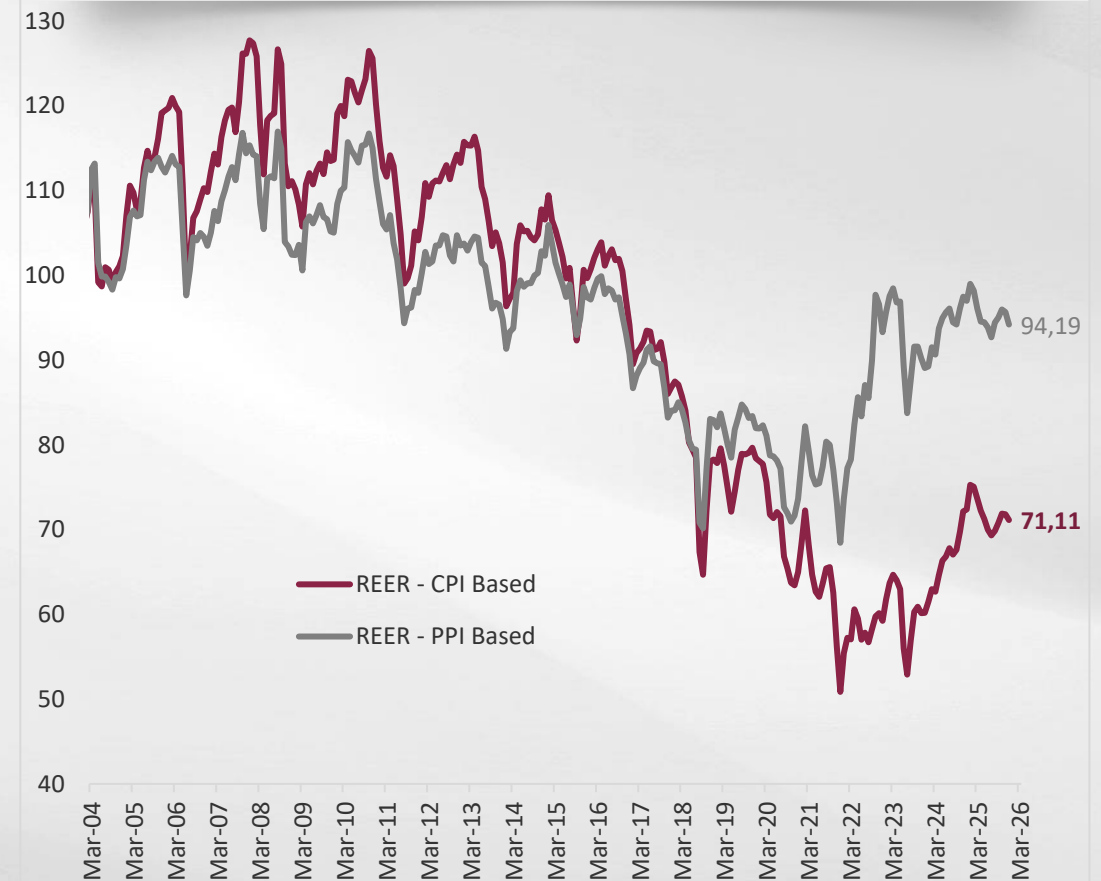
Public Debt Net Stock / GDP (%)



## Turkish Treasury External Debt Redemptions

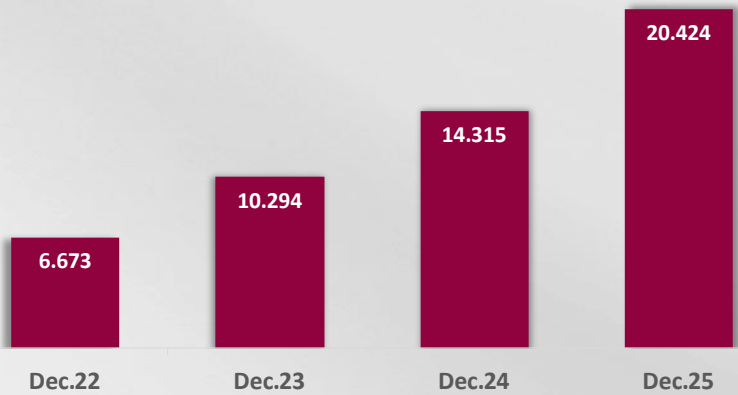


## Real Effective Exchange Rate



# Banking Sector Figures

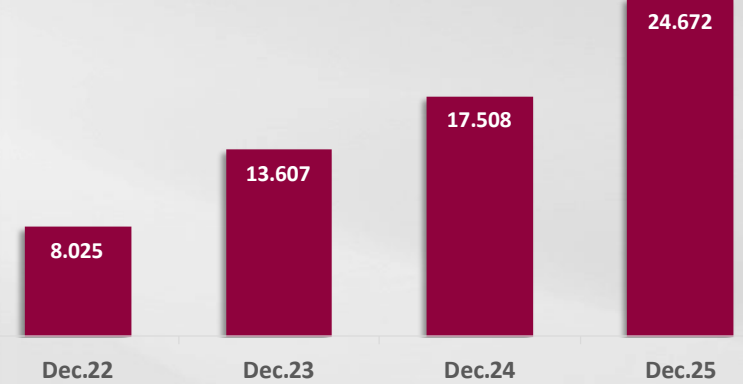
## Loan (TL bn)



## NPL Ratio



## Deposit (TL bn)



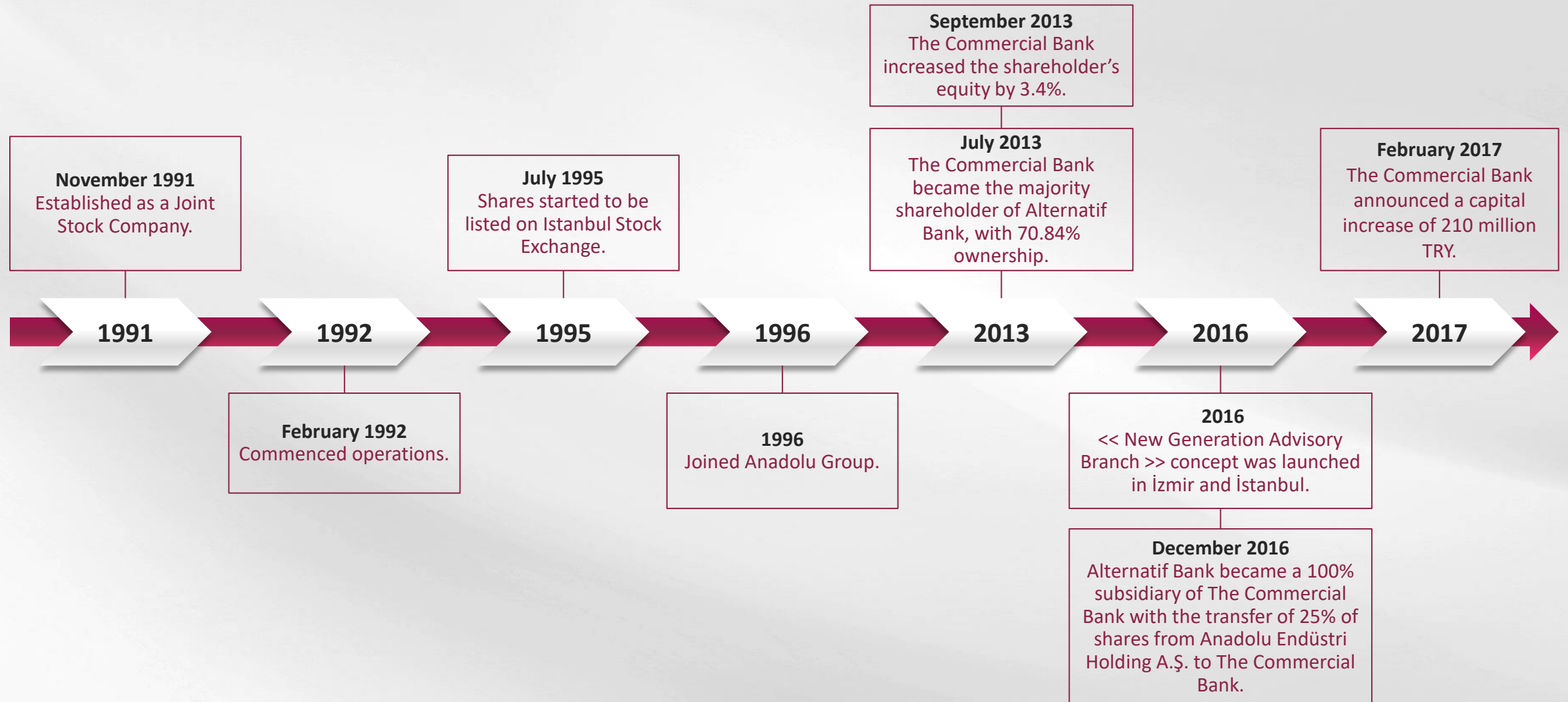
Source: BRSA Report  
\*Banking sector includes deposit banks.

Alternatif Bank



# Corporate Profile

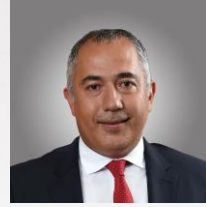
Alternatif Bank



# Overview



# Executive Committee



**Ozan Kırmızı**  
Board Member and CEO



**Ayşe  
Akbulut**

EVP,  
Credit Allocation



**Burcu  
Yangın**

EVP, Retail,  
Private and  
Digital Banking



**Didem  
Şahin**

EVP, Corporate  
and Commercial  
Banking



**Hamdi İlkey  
Girgin**

EVP,  
Financial  
Affairs and  
Planning



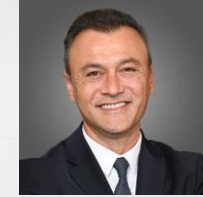
**Levent  
Güven**

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>Ba2</b>	<b>NP</b>	<b>Stable</b>
Local Currency Deposit	<b>Ba3</b>	<b>NP</b>	<b>Stable</b>
National	<b>Aaa.tr</b>	<b>TR-1</b>	-

## ▶ Alternatif Bank's Ratings from Fitch

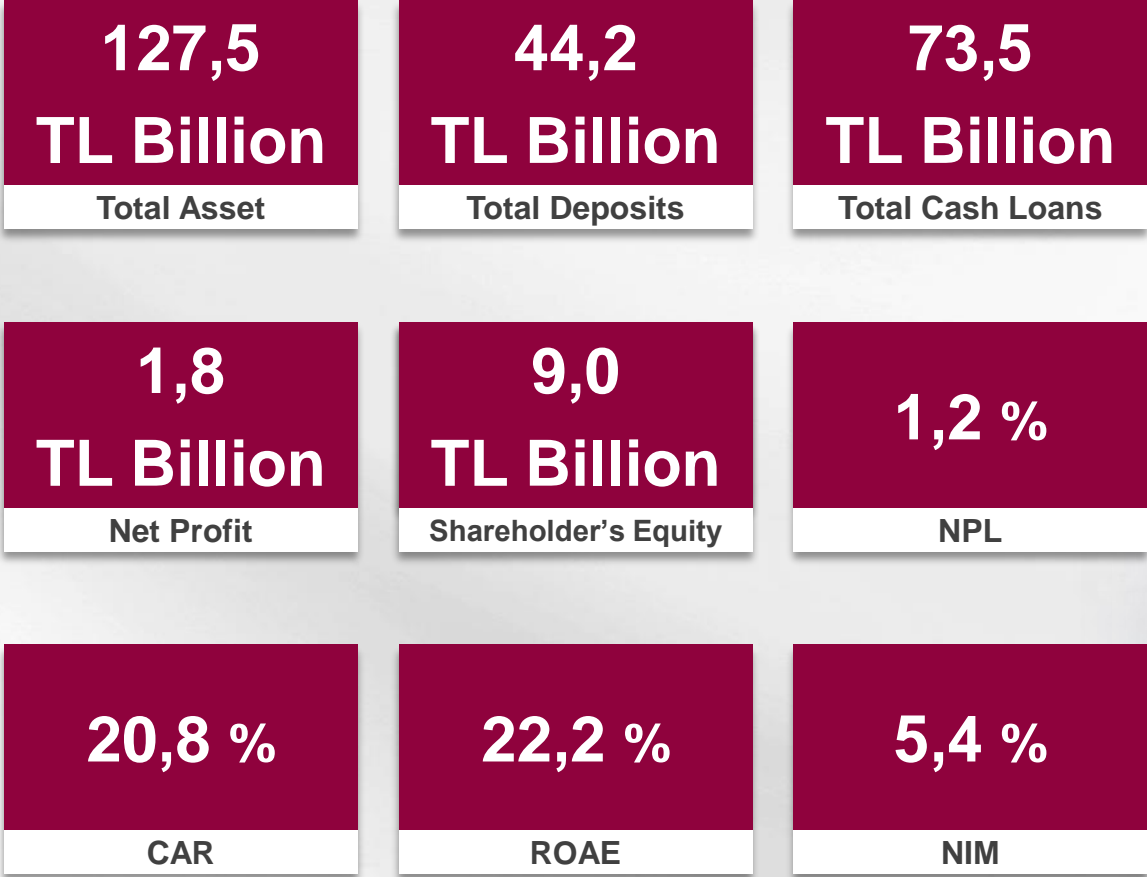
	Rating		Outlook
	LT	ST	
Foreign Currency IDR	<b>BB-</b>	<b>B</b>	<b>Stable</b>
Local Currency IDR	<b>BB-</b>	<b>B</b>	<b>Stable</b>
National (LT)	<b>AA (tur)</b>		<b>Stable</b>

## ▶ 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



Source: Based on consolidated financial statements as of 31 Dec 2025 in accordance with BRSA regulations  
\*In line with BRSA regulations, swap costs have been excluded from the NIM calculation.



# 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 **52.9** \$ Billion

Total Deposits **24.5** \$ Billion

Total Loans **28.6** \$ Billion

Total Equity **7.4** \$ Billion

Net Profit **604.8** \$ Million

ROAE **9.2** %

CAR **17.6** %

CIR **29.5** %

Note: As of 31 December 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



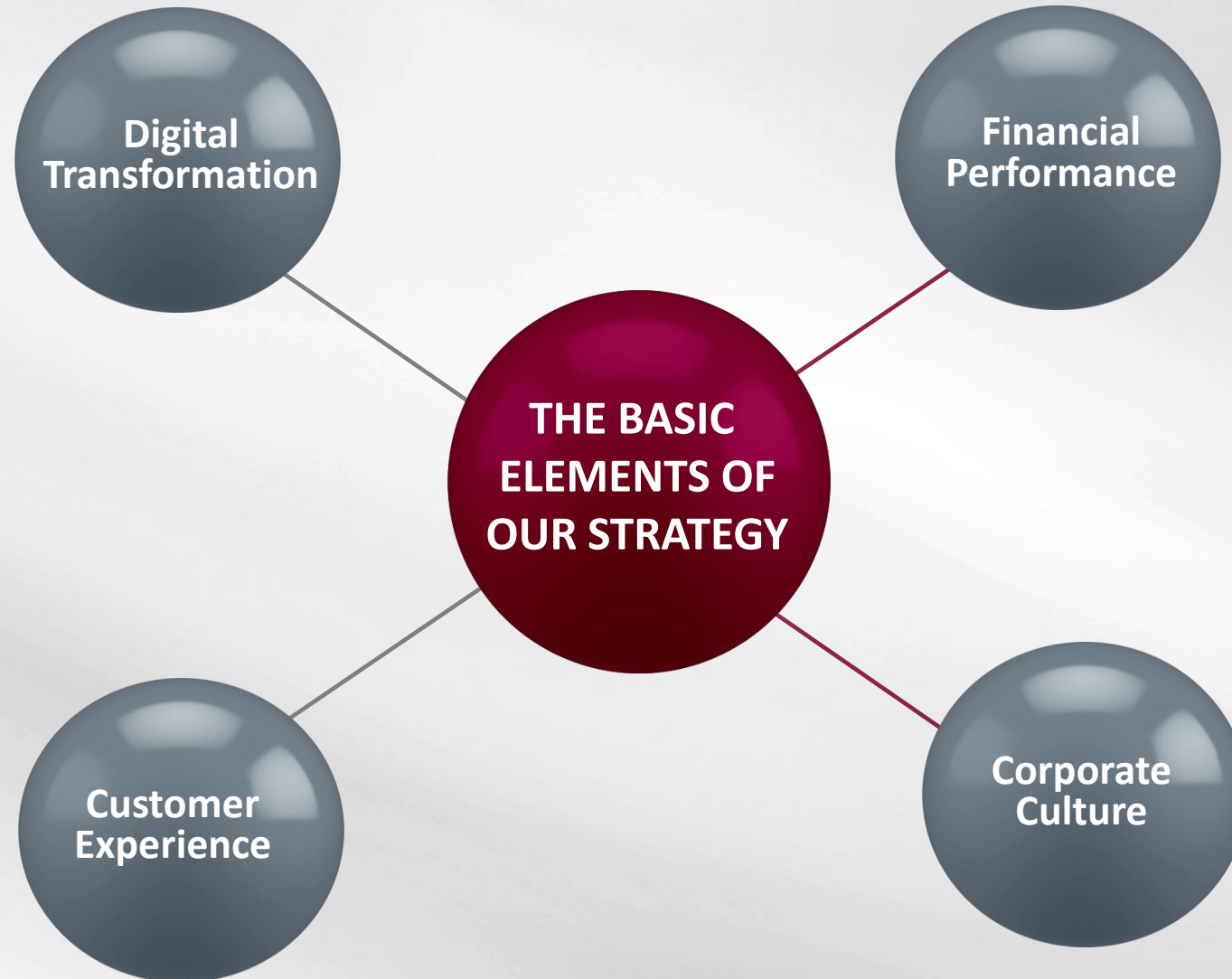
Customer  
Centric



Solution  
Oriented



Expert  
Team





## **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 Türkiye.



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 December 2025, Alternatif Lease's net leasing receivables is TL 7.2 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.

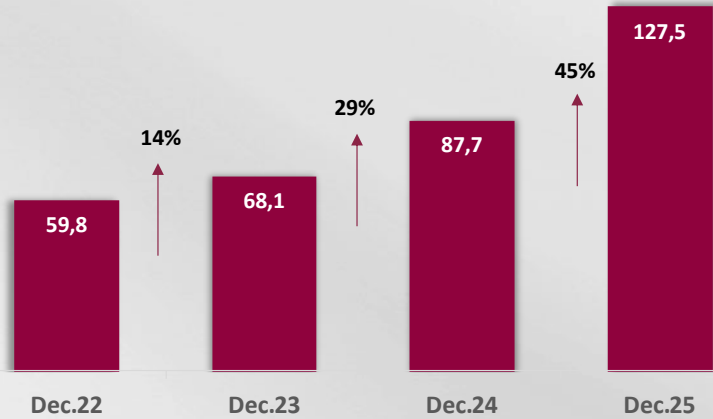
The image features a dark red, semi-transparent overlay on a background photograph of three business professionals in a meeting. The text 'Financial Highlights' is centered in white. Several large, semi-transparent red triangles are scattered across the slide, pointing in various directions. The background image shows silhouettes of people around a table with documents and charts.

# Financial Highlights

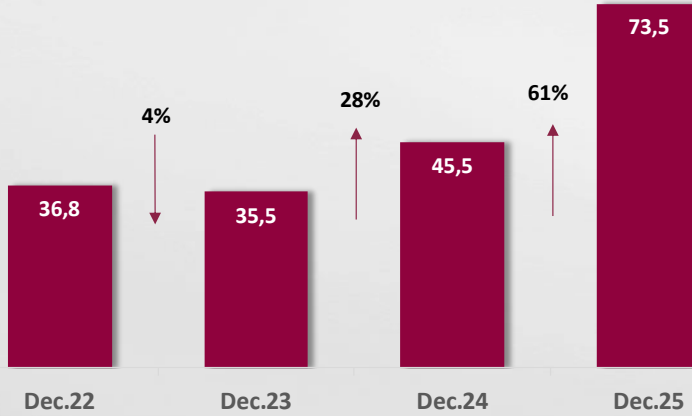
# Key Financials



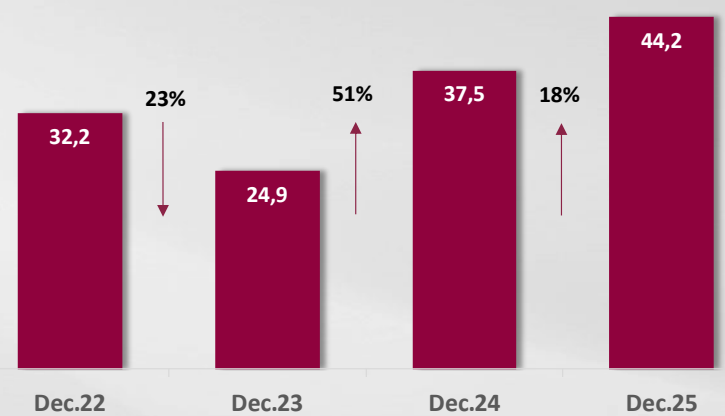
## Total Assets (TL bn)



## Loans (TL bn)

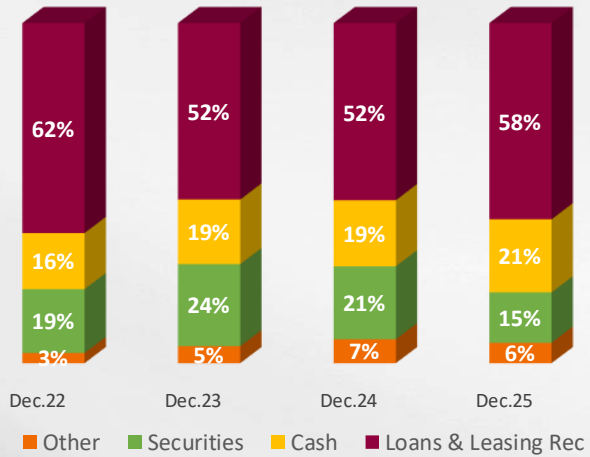


## Deposits (TL bn)

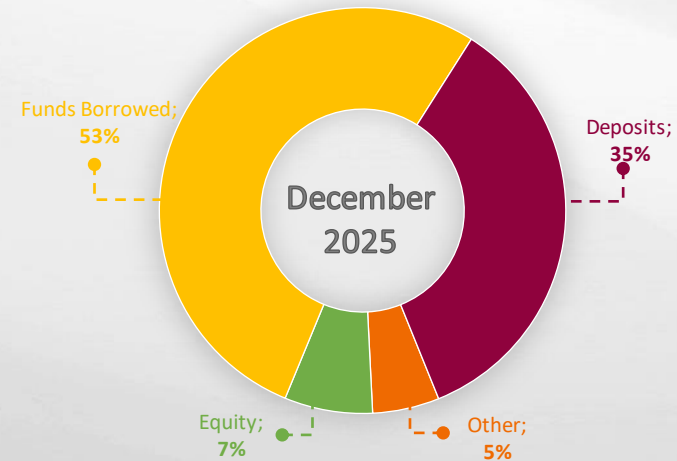
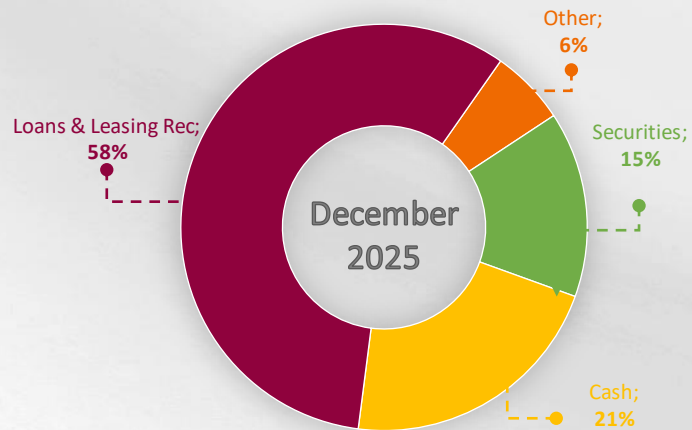
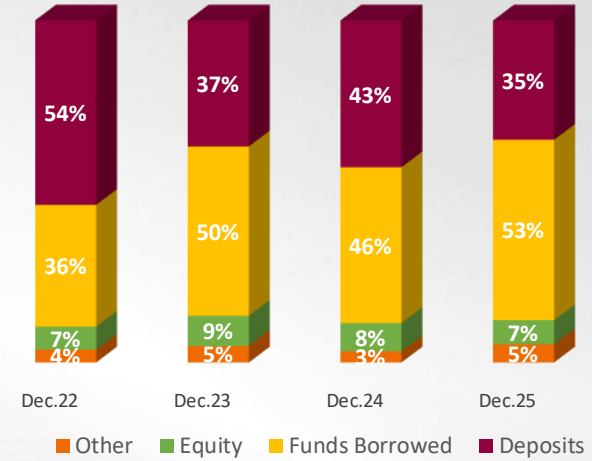


# Balance Sheet Composition

## Asset Composition



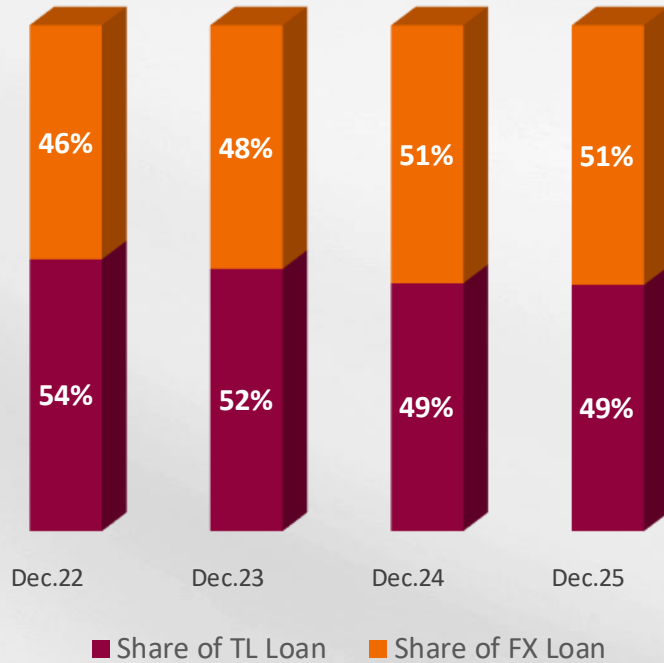
## Liabilities Composition



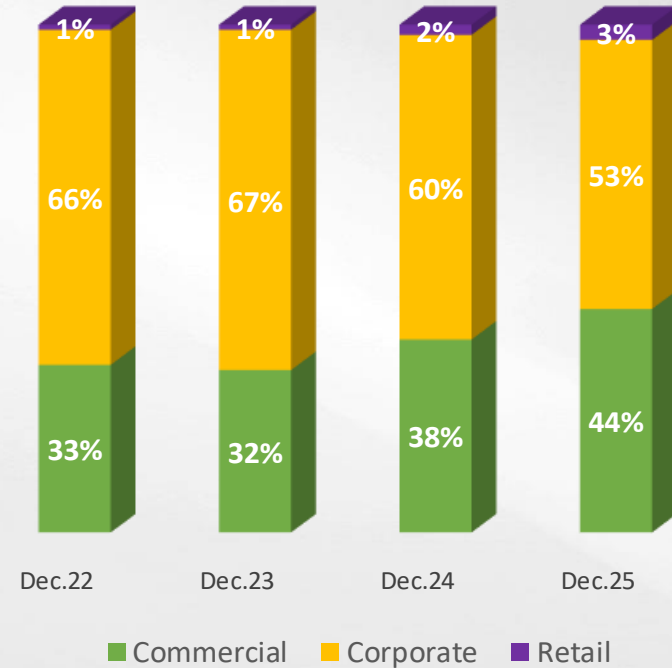
Source: Based on consolidated financial statements as of 31 Dec 2025 in accordance with BRSA regulations

# Loan Portfolio

## Loan Portfolio by Currency



## Loan Portfolio by Segments (\*)

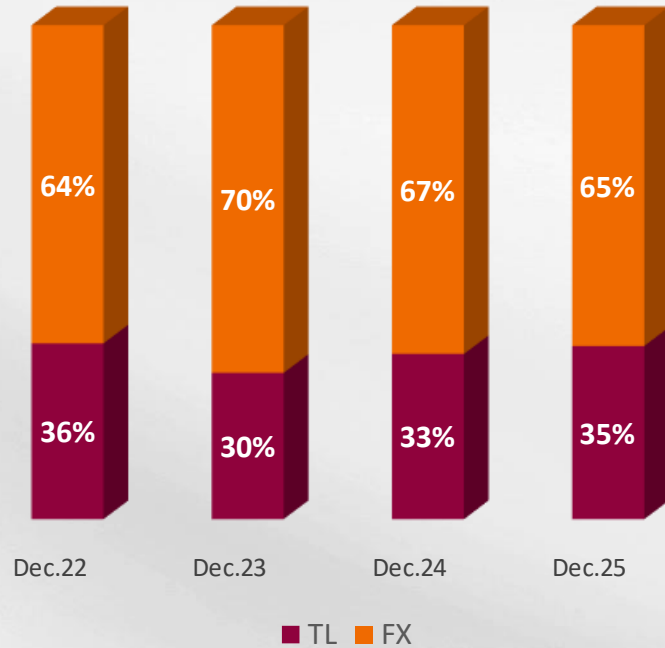


Source: Based on consolidated financial statements as of 31 Dec 2025 in accordance with BRSR regulations

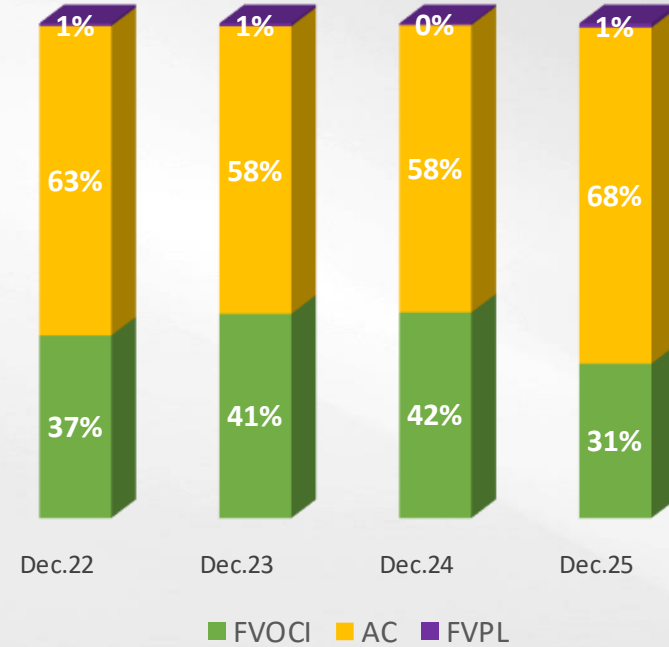
(\*) Loan portfolio by segment based on MIS reports.

# Securities Portfolio

## Securities Portfolio by Currency



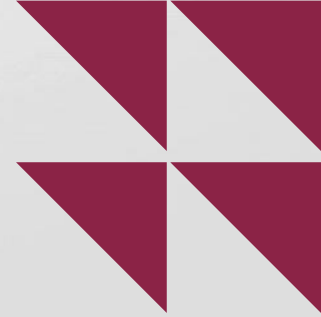
## Securities Portfolio by Types (\*)



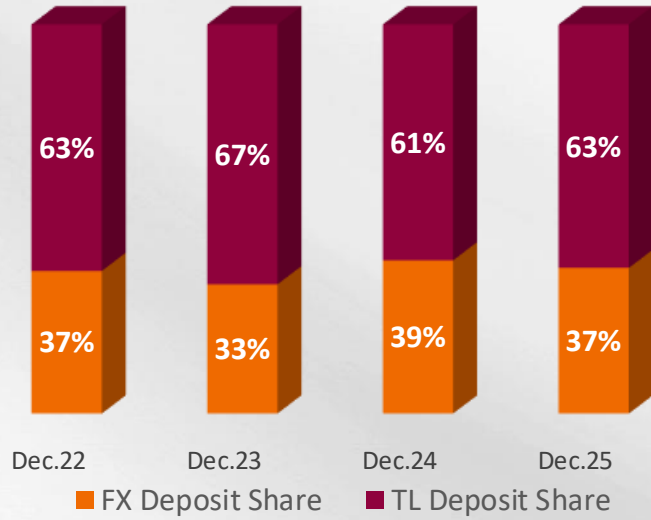
Source: Based on consolidated financial statements as of 31 Dec 2025 in accordance with BRSB regulations

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

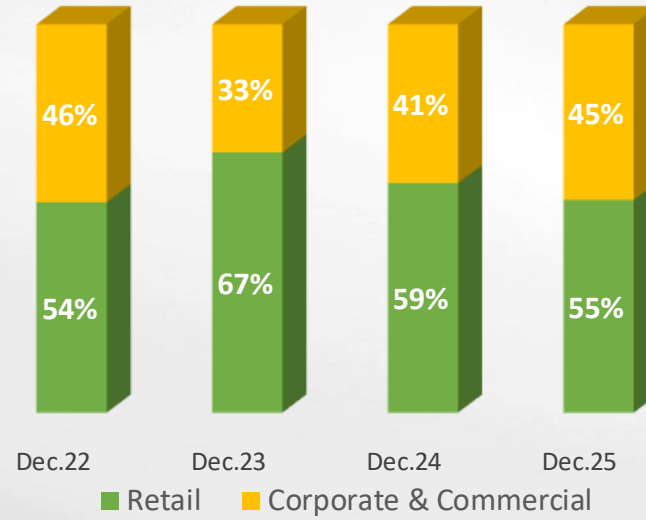
# Deposit Portfolio



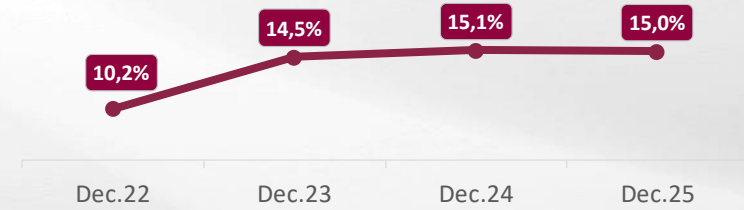
## Deposits by Currency



## Deposits by Segments

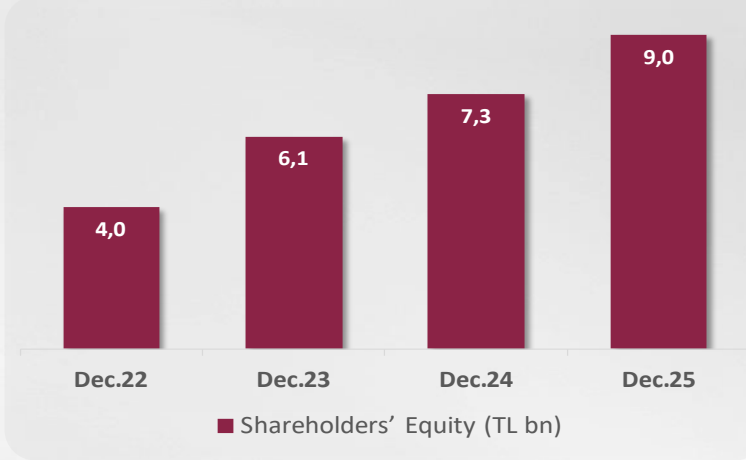


## Demand Deposit / Total Deposit



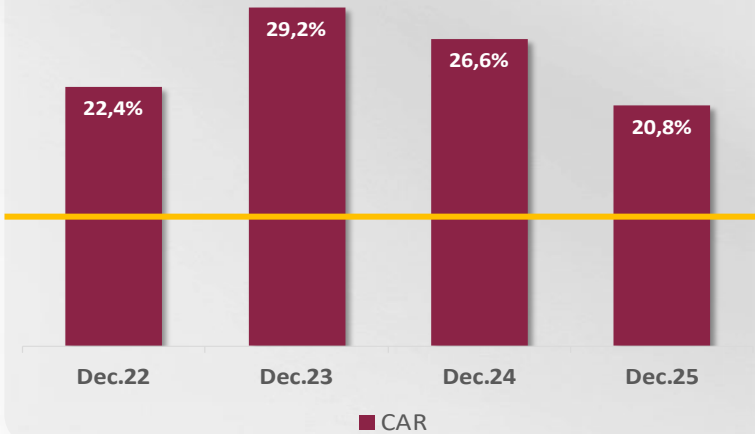
# Capitalization

## Shareholders' Equity (TL bn)



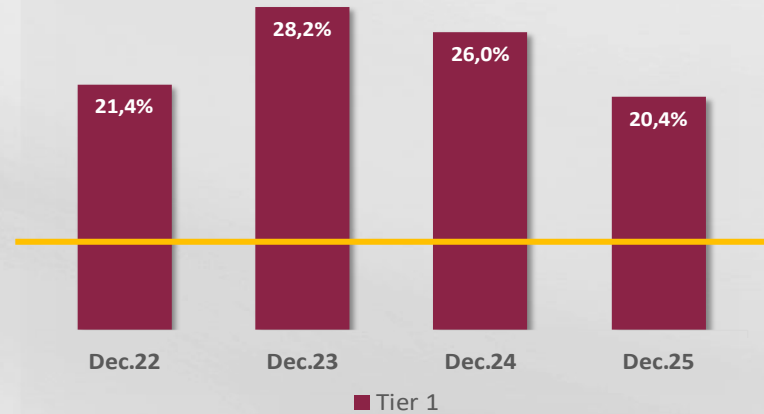
## CAR

12% Regulatory Requirement



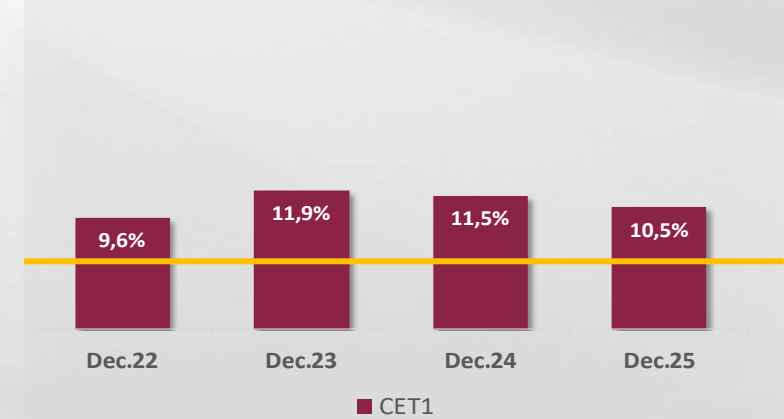
## Tier 1

8.50% Regulatory Requirement



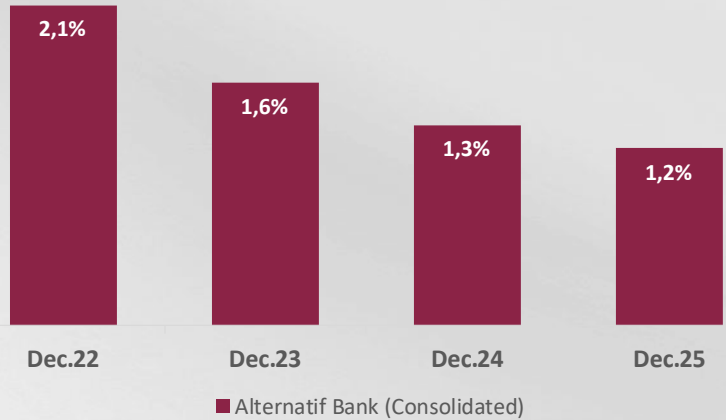
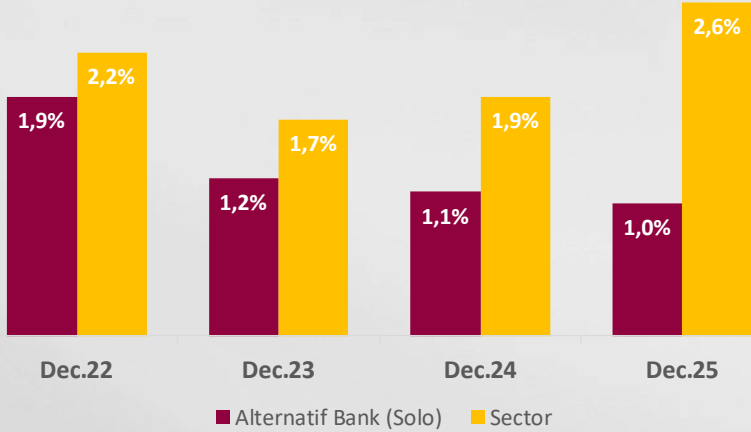
## CET1

7% Regulatory Requirement

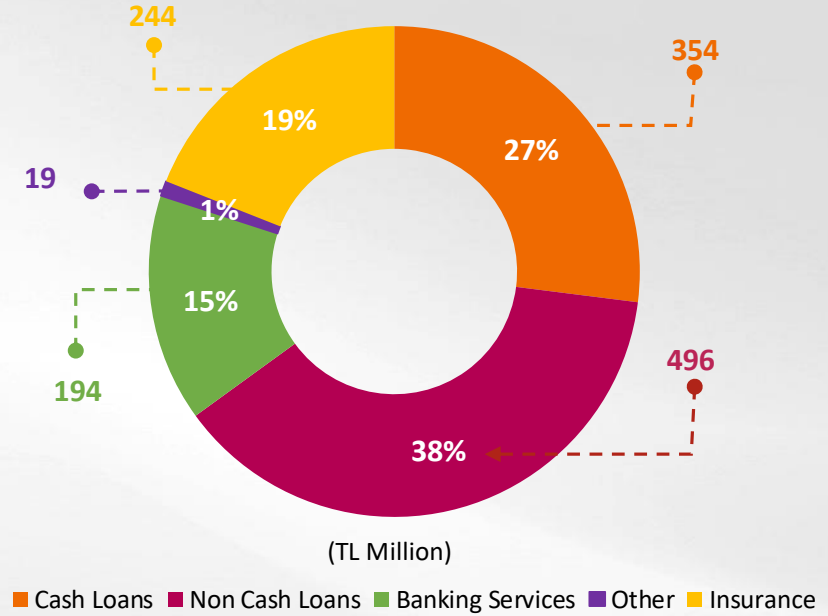


# Asset Quality - Efficiency

## NPL Ratio



## Fee and Commission Income\*



**646**  
TL Million  
Fee & Comm. Inc.

December 2024

56%

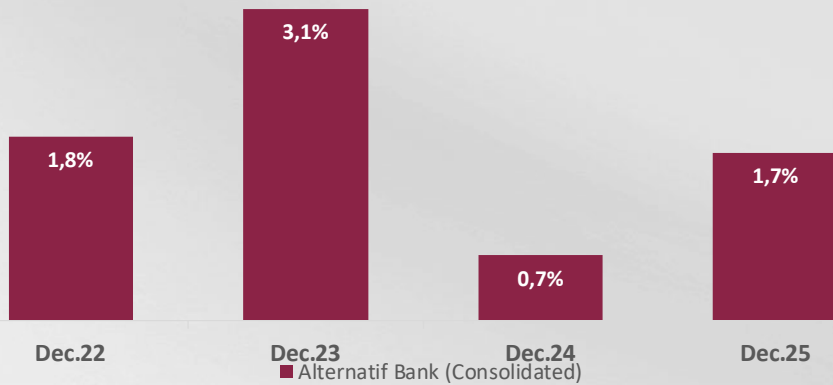
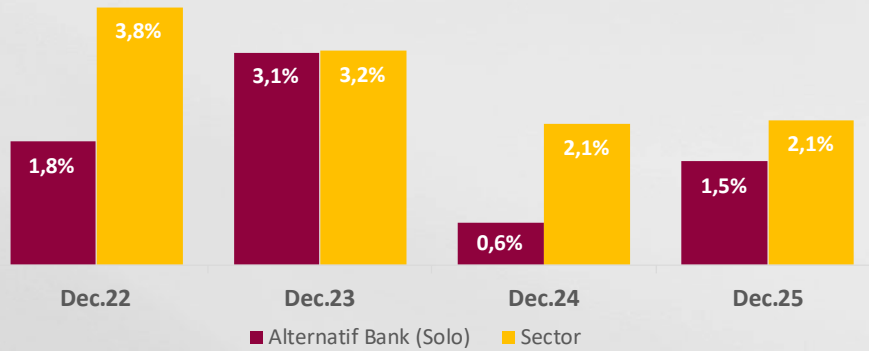
**1.011**  
TL Million  
Fee & Comm. Inc.

December 2025

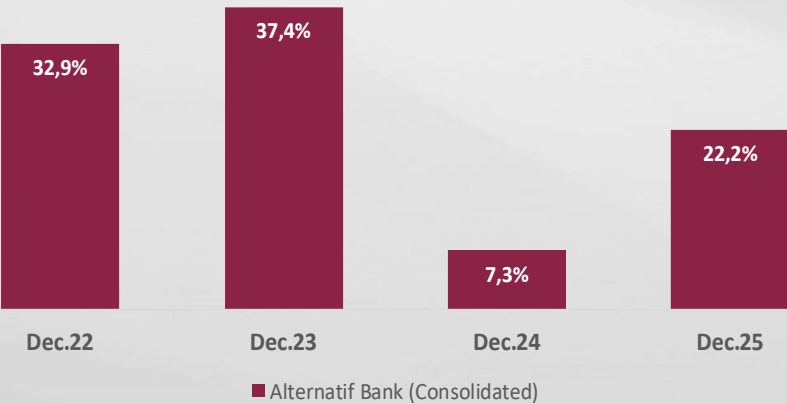
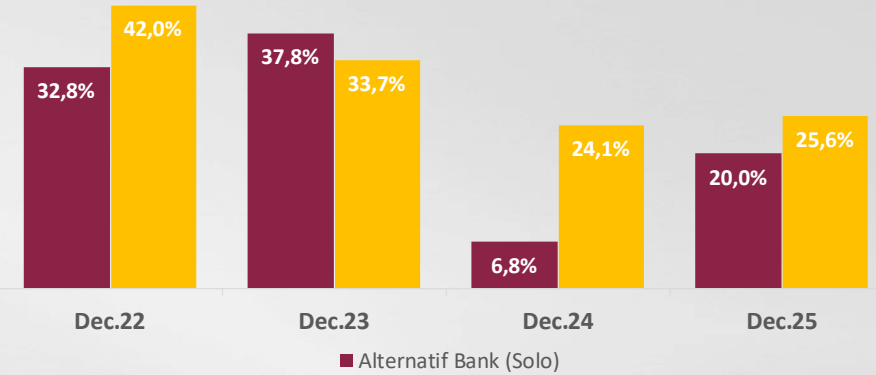
Source: Based on non-consolidated and consolidated financial statements as of 31 Dec 2025 in accordance with BRSA regulations  
 (\*) Fee & Commission Income breakdown based on MIS reports and figures represent solo results

# Profitability

## ROAA



## ROAE



Source: Based on non-consolidated and consolidated financial statements as of 31 Dec 2025 in accordance with BRSA regulations

# Awards

**EUROMONEY**



**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), OUTSTANDING GTFP ISSUING BANK SUSTAINABLE TRADE (2026)**

**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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