The Industrial Development Bank of Türkiye

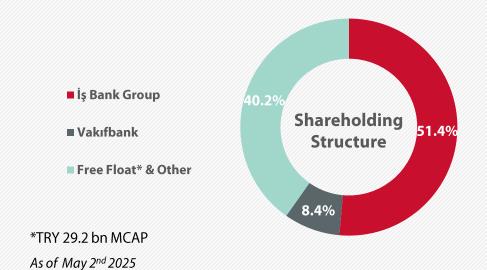
FI&IR Presentation
1Q-25 Bank-only Results







TSKB at a Glance



Ratings	TSKB	Turkey Sovereign
Fitch LTFC	B+	BB-
Moody's LTIR	B1	B1
SAHA Corporate Governance Rating	9.67/10	
Sustainalytics ESG Risk Rating	7.4 Negligible Risk	

CORPORATE BANKING

Loan products that contribute to sustainable development of Turkish economy

- Corporate Loans
- Project Finance
- Other Loan Products

INVESTMENT BANKING

Products and services that create tailor-made value for its clients

- Corporate Finance
- Money and Capital Markets Advisory Services
- Derivates

ADVISORY SERVICES

Products and services driven by "Informationbased Banking"

- Economic Research
- Financial and Technical Advisory
- Engineering











A Unique Business Model

Long Term Funding and Strong Liquidity

- Long term tenor in liabilities: 10.1 years
- Medium term in assets: 4.8 years
- Diversified funding tools
- Amortized loan book

Sustainable Relationship with Stakeholders

- Long-lasting relationship with DFIs* and FIs
- Ministry of Treasury and Finance
- **DFI Mission Clubs**
- **Policy Makers**
- Investors

- ✓ Identifying the actual and future needs for sustainable development
- **✓** Sustainable Banking Income Generation
- ✓ Solid & Consistent Financial Ratios
- ✓ Securing those by way of utilization of existing resources and of reaching out potential ones



- Multi-disciplinary assessment during allocation
- Sector specific research analysts during allocation and monitoring period
- Strong collateralization
- Well capture of clients

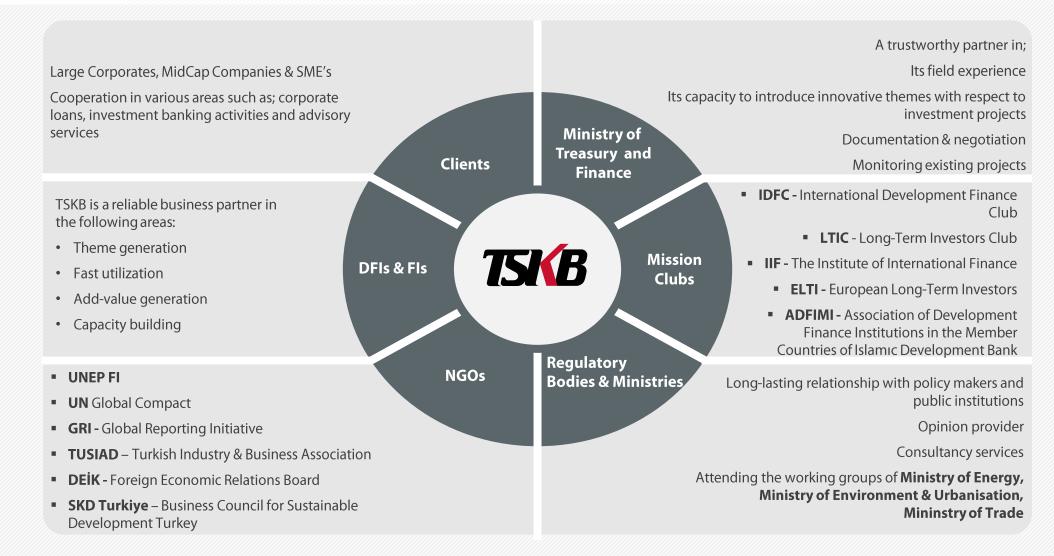
"Knowledge Banking"

- A strong technical team:
 - Economic research
 - Engineers
 - **Financial Analysts**
- Constant investment for the capacity expansion
- Advisory and investment banking teams





Main Stakeholders of the Bank







Sustainability is Well Integrated into Our Business Model

Support for employment in Turkey;

- Encouraging women participation to the economy
- Providing financing to operational health and safety
- Supporting less developed regions



- Financing renewable energy projects;





Sustainability Reporting

- Integrated Report
- Climate Risks Report
- Impact & Allocation Report
- Carbon Disclosure Project
- Communication on Progress





TSKB



Support transition to low carbon economy



Environmental & Social Risk Evaluation for all investment projects

Monitoring social impacts of financed investments



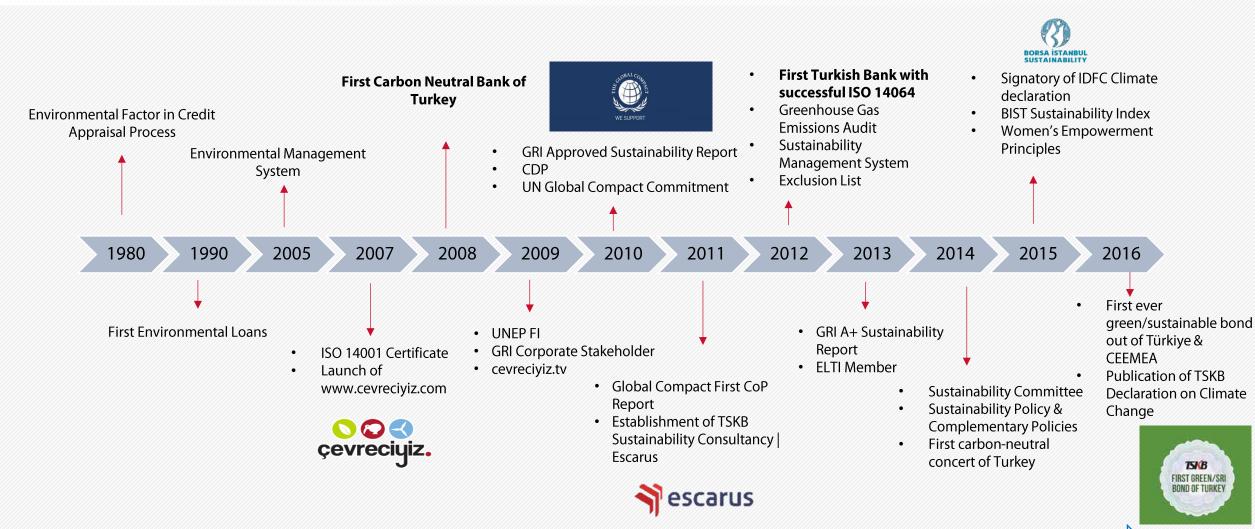
Extend resources for UN Sustainable Development Goals

- **OUN SDG Mapping Project**
- **OUN SDG Loan Model**
- Supporting 13 of UN SDGs





TSKB Sustainability Journey - I





TSKB Sustainability Journey – II

- First Integrated Report of the Turkish finance sector
- Globally first Sustainable Tier II Bond Issuance
- First Allocation and Impact Reporting published in Türkiye for the green and sustainable bond
- "Equal Steps", equal opportunity digital platform
- Founding Signatories of the 'Principles for Responsible Banking' developed by UNEP FI
- 10th member of the Steering Committee of the IDFC

- New structure of the Sustainability Committee
- TSKB 3rd Sustainable Bond issuance
- Participation in the TCFD Phase 3 Banking Pilot Program
- Publication of the Climate Change Combat and Adaptation Policy
- Publication of the Climate Risk Report
- Plastic Footprint Reduction Target

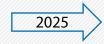
- SBT-i approved emission targets
- 4th sustainable bond issuance
- USD 155 mn loan agreement with IBRD to initiate TGF
- Globally outstanding Sustainalytics ESG Risk Score
- Launch of 2nd development base in Ankara



- Gender Equality Certification by KAGİDER and IBRD
- "Social Impact Assessment Analysis" and "Gender Equality" Working Groups
- First women CEO appointment
- Green Swan Platform establishment
- SDG Mapping Project for the loan portfolio
- Best ESG Risk Rating Score in Türkiye by Sustainalytics
- First new loan disbursement with SDG Loan Model
- First club loan linked to ESG Risk Rating
- World's first Sustainable Lease Certificate
- Founding of Climate Risks Working Group

- Chair of TBA Sustainability Committee
- Application of CRET Model to investment loans analysis and allocation processes
- Being located among the top 50 global corporations with our Sustainalytics ESG Risk Score
- NZBA signatory, founded by UNEP FI
- Publication of Responsible Sustainability Communication Policy

- First place in Equileap's "Gender Equality in Emerging Markets" Index
- Launch of the First Development Day
- Commitment to phasing out coal by 2035
- 2023 Climate Report in line with IFRS S2
- Hosting the IDFC Steering Committee Meeting
- Revision of the Climate Change Mitigation and Adaptation Policy







Climate Change and Sustainability Highlights

First in Türkiye: Fully Aligned Integrated

Annual Report with TSRS S1 & S2

Globally First: Audited Report in line

with IFRS S1 & S2

Stakeholder Engagement

- Financial Materiality & Impact Materiality
- Risks, Opportunities and Impact Analysis
- Stakeholder Workshop Results

Natural Capital

- Expanded Climate Scenarios & Quantitative Financial Impacts
- Scope 1 & 2 emissions including subsidiaries first time
- NZBA Progress with metrics and targets

Social Capital

- Reshaped with an Impact Focus
- Financial targets for social development for the first time
- Impact measurement study for women's employment projects





Türkiye Sustainability Reporting Standards Ali Integrated Annual Report 2

Transition Finance

Updated Sustainable Finance Framework

- Integration of Transition Finance
- In line with ICMA Climate Transition Finance Handbook
- Awarded Low Carbon Hero at the 10th Istanbul Carbon Summit

First Disbursement to a Cement Company

- Net Zero commitments approved by the Science Based Targets Initiative
- Investments in Solar Power Plant and Waste Heat Recovery Facility



Stakeholder Engagement

Capacity Building & Experience Sharing

- Ministries and Regulators
- International Initiatives and Clubs
- NGOs
- Universities









1Q25 Summary: TSKB continued to show a differentiating performance

Eye-catching FX-adjusted Loan Growth of 5.4%

No NPL inflow & significant improvement in the NPL ratio to 1.7%, further supportive coverage ratios (Stage 2+3 ratio 8.1%)

New Partnerships to support strong liquidity and diversify funding base: **EUR 50 Mn from OPEC**

Strong NIM generation beating our 2025

guidance; driven by long term funding base, FX-denominated balance sheet and proactive A&L management

Continuous and comfortable solvency **buffers** supporting our growth strategy

Differentiating ROE across the board with sustainable earnings performance. **TL 1.65 bn free provision stock** and strong coverage ratios will be supportive.





1Q-25 Performance vs YE-25 Guidance

Financial Guidance	1Q-25 Figures	YE25 Guidance	Revisions
(Bank Only)	%	%	
Growth			
FX Adjusted Loan Growth	5.4	Low Teens	On track
Profitability			
Net Interest Margin	5.7	~5	On track
Fees & Commissions Growth	-45	~ CPI	On track
Return On Equity*	33.0	~30	On track
Efficiency			
OPEX Growth	37	> CPI	On track
Solvency**			
Capital Adequacy Ratio	20.3	~21.0	On track
Tier I Ratio	19.2	~20.0	On track
Asset Quality			
NPL Ratio	1.7	< 2.5	On track
Net Cost of Risk (excluding currency impact)	-73 bps	< 75 bps	<50 bps

SDG targeted Growth Strategy

Buoyant Funding Activities to Support Sustainable Growth

> Resilient and Solid Profitability

Superior Risk Profile and **Asset Quality**

> Robust & Comfortable Solvency Buffers

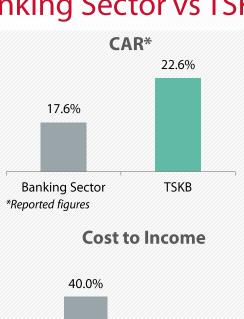


^{*} ROE calculation excludes non-recurring items when annualizing net income for the remaining quarters of the year

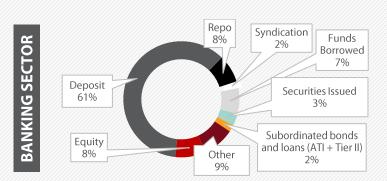
^{**}Excluding BRSA's measures 10

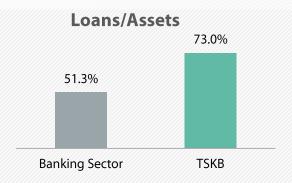
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Banking Sector vs TSKB



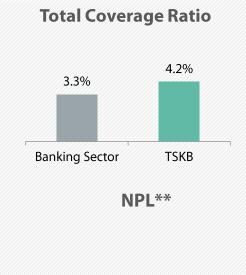




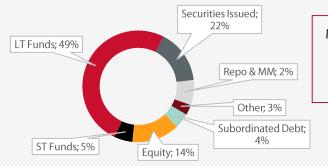




ROE





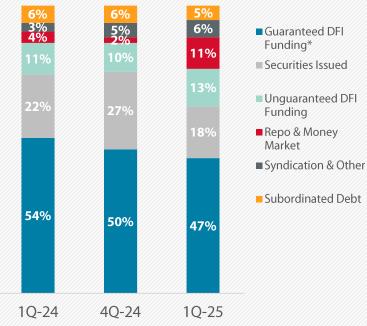


Majority of the funding is in long term with an average maturity of 10.1 years.



Strong liquidity and ESG aligned funding base, fostered by new partnerships

Funding / Total Liabilities (exc. Equity & Other)



^{*} Guaranteed DFI funding ratio is at 47% percent which is a temporary case and will be at %50 by the end of 2025



FX Liquidity Coverage Ratio ~323%

Maturity Profile of External Debt - USD mn



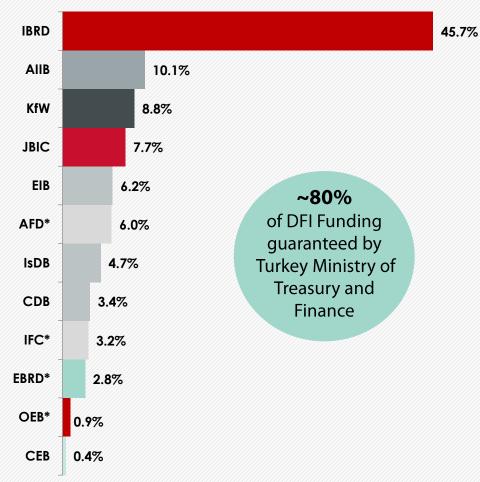
^{*} USD 300 million AT-I Eurobond has a call option in 2029.



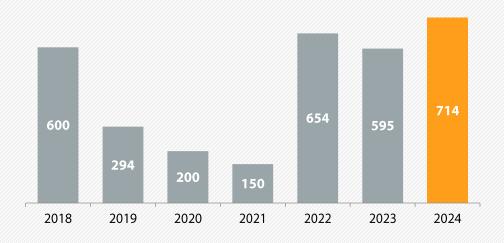


Long Term DFI Funding Base





Yearly Multilateral Funding Agreements – USD mn



New DFI Loan Agreements 1Q-2025

✓ **OPEC** | EUR 50 million

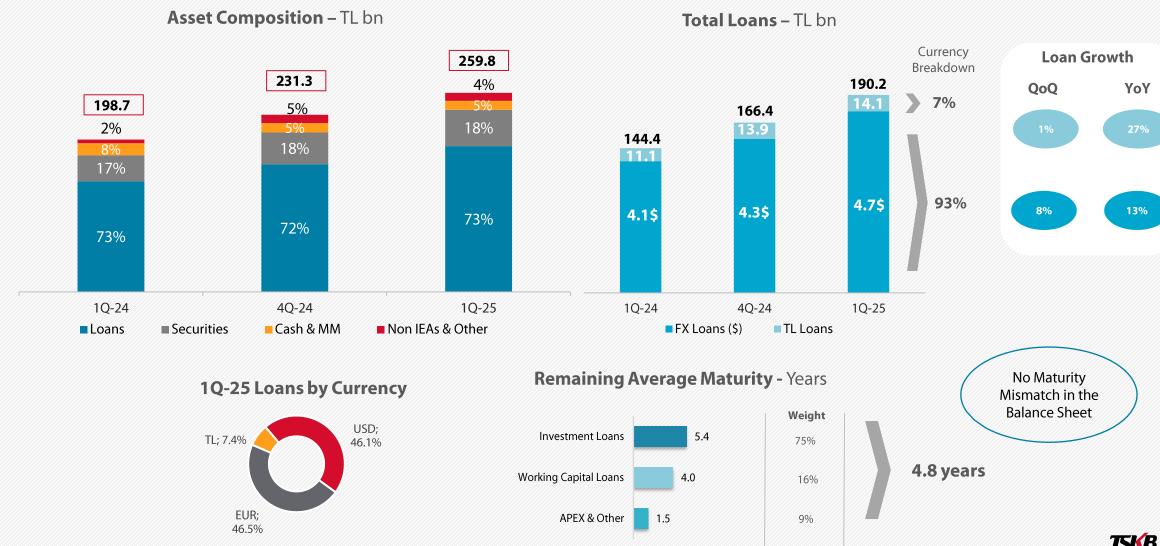


Outstanding Project Themes Shaping Future Loan Book

Energy and Resource Efficiency	Sustainable Tourism	
Women's Employment and Equal Opportunity	Occupational Health and Safety	
Renewable Energy	Environmental Pollution Abatement in Industr	ry 🏭
Midcap Financing	Innovation and R&D	
Supporting Exporters	Social Infrastructure Health, Education & Clean Transportation	
Regional Development	SME Support	
Supporting Employment	Infrastructure	
Sustainable Agriculture	Earthquake-affected Regions	
Industrial Development	Circular Economy	



Resilient Composition of Our Healthy Growing Assets



Risk Management Pillars



- Monitoring the clients individually with analysing the financials
- Preparing monitoring reports for the clients at least once a year
- Keeping track of internal and external (if it is done) ratings of the customers, reviewing the internal ratings annually
- Actively managing the companies that are categorized in watch list (defined as loans that are 30 to 90 days delinquent)
- The value of the collateral taken is generally above the value of the loan
- Bank's lending is subject to the principles and internal limits set by the Board of Directors



- Matching policy of assets and liabilities with fixed and floating interest rates in different currencies. Close matching structure of loans and funding for interest and currency risks
- Utilising derivative instruments, such as currency and interest rate swaps, as well as forward, futures and options transactions, for general hedging purposes
- Monitoring market risk on the Bank's trading book on a monthly basis with standard method and on a daily basis with VaR which does not exceed 1% of core capital
- While the BRSA maximum ratio of Net foreign exchange position / (Tier I + Tier II Capital) is set at 10%, TSKB maintains a much more conservative ratio

Operational Risk

- Effective internal control systems to prevent, detect and manage the operational risks which results in a very low level of losses in connection with operational risk
- In compliance with the regulations, holding capital for operational risk equal to the average over the previous three years of a fixed percentage (15%) of positive annual gross income
- Setting maximum limit for the operational risk exposure calculated according to the Basic Indicator Approach, of 10% of the Bank's total risk weighted assets
- Risks identified are reported to the Audit Committee and Board of Directors and "Monitoring Action Plans" are prepared accordingly



- Liquidity ratios above the minimum regulatory levels proscribed by BRSA are maintained
- A policy of close matching of loans and funding maturities is adhered to liquidty risk
- Projections of Turkish Lira and foreign currency cash flows are produced

*The minimum ratio set by the BRSA for development and investment banks is 0%. For deposit banks, the minimum ratio is 80% for foreign currency and 100% in total. Our bank's liquidity coverage ratios remain above the thresholds set for deposit banks.



Loan Evaluation, Appraisal and Allocation



Strong Risk Management Perspective

Engineering Vision

- Detailed technical analysis of the investment projects
- Capacity determination of the investments
- Review and justification of the business model
- Establishing & reporting KPIs
- Supporting innovative investments

Financial Analysis

- Detailed financial analysis of the subject company
- Cash flow projections
- Financial valuation
- Business model feasibility
- Social Impact assesment and measurement

Research Teams*

- New theme generation
- Macro and Sectoral Perspective
- Publishing sectoral reports
- Providing input for project valuation

Appraisal report submitted to Loans Allocation Department for further evaluation



Subject to satisfactory output, loan allocation request submitted to Credit Evaluation Committee and the decision is taken unanimously

Board of Directors Approval

Monitoring and Collateralization

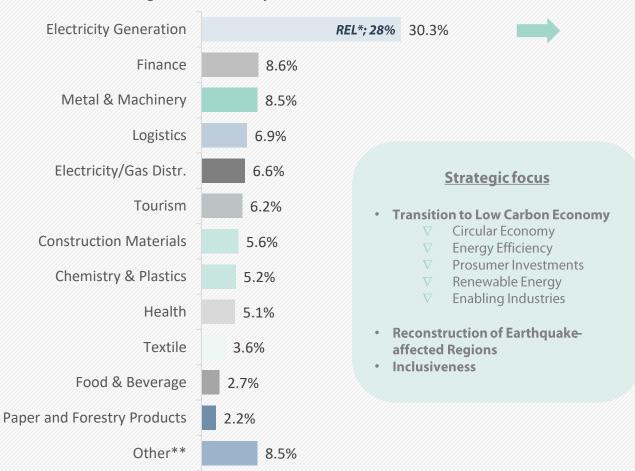
- Loan concentration is prudently watched during loan allocation and monitoring processes, and is also limited by internal ratios through Risk Management.
- TSKB has a comprehensive monitoring process involving
 - Compliance rules.
 - Credit risk monitoring for borrower and its group,
 - Collateral package monitoring,
 - Sectoral and regional analysis,
 - NPL management
- Collateral package for project finance loans includes
 - pledges over the shares,
 - mortgages over immovable
 - commercial enterprise pledges
 - pledges over bank accounts
 - project completion guarantees
 - assignment of receivables.





Real Loan Growth of ~5.4% with Sustainable Development Focus

Outstanding Loan Portfolio by sector 1Q-25



93% of which is Renewable Energy, where 89% benefits from Feed in Tariff

WPP HPP GPP BIO SPP

Outstanding Risk 299 Projects 5,936 MW 40% 13% 16% 9% 22%

SDG-linked Loans account for **93**% of the portfolio. Climate and Environment focused SDG-linked Loans account for ~60% of the portfolio.

Substantially Supported SDGs through Loan Activities

















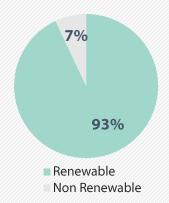
^{*} Renewable Energy Loans

^{**}Non-Residential Real Estate, Automotive, Holding, Telecom/Technology and others



Our Renewable Energy Focus

Energy Portfolio Risk Breakdown



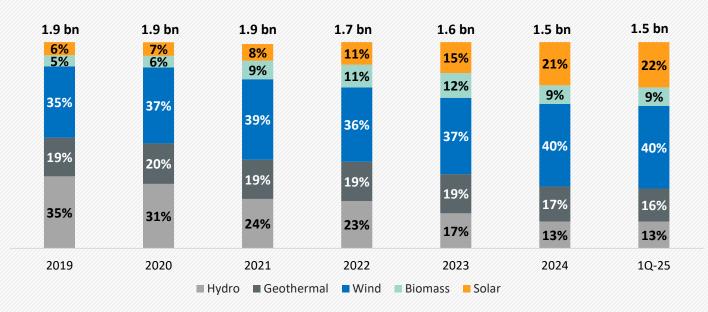
In terms of outstanding risk, 89% of the operating energy projects are backed by Feed-in Tariff Mechanism (Yekdem).

72% of non-renewable projects (in MWs) are under capacity enhancement mechanism supporting their cash flows.



- With respect to number of projects, 90% is in operation.
- With respect to their installed capacity (MW), **92%** is in operation.

Renewable Energy Portfolio (Outstanding - \$)



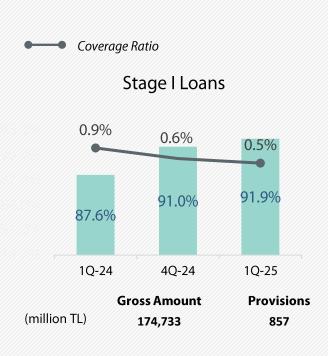
Operating Projects in the Energy Loan Book (In terms of Number)

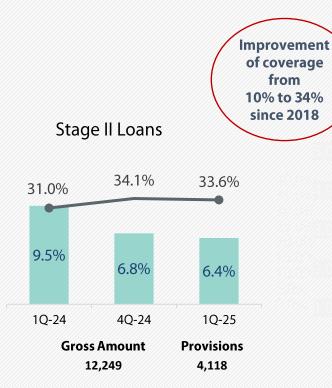
# НРР	₩ GPP	₩PP	€ BIO	🏥 SPP	
100%	93%	72%	100%	96%	Total: 90%



^{*}Number of renewable energy projects in the outstanding portfolio

Sharp decline in the problematic loans coupled with maintained strong coverages





- No new inflow in 1025
- Reclassifications from 2 to 1

Average private sector banks' coverage in 1Q-25: 12.1%



1.7%

1Q-25

Provisions

2,930

No new inflow since 1024

1Q-24

Gross Amount

3,244

A big ticket file USD 11.6 mn: fully collected

4Q-24

- Substantial decline in the NPL gog:
 - 20 bps impact from collections
 - 30 bps impact from loan growth

Average private sector banks' coverage in 1Q-25: **64.5**%

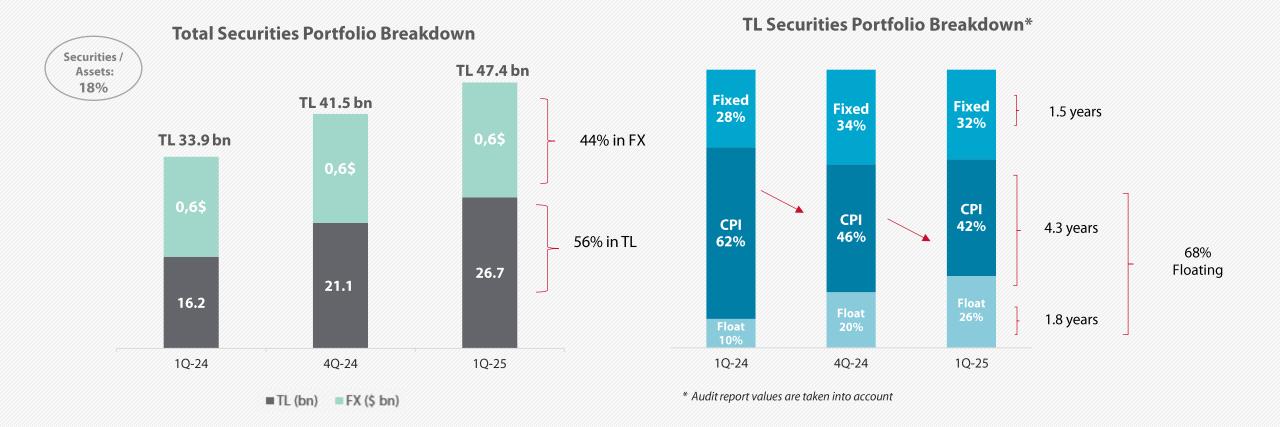
- ✓ Total Free Provision Stock: TL 1.650 mn - 400 mn TL reversal in 1Q25
- ✓ No NPL Inflow/Sales
- ✓ Total NPL Coverage: 146%*
- ✓ Total Stage 2 Coverage: 115%*

Currency adjusted net CoR -73 bps





Proactive and strategic Asset Liability Management resulting in better than expected yields

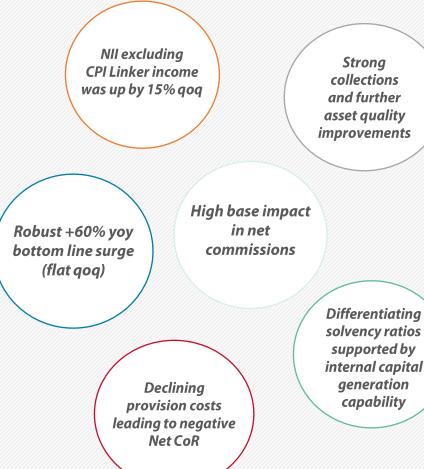




Remarkable Earnings Performance with continuous growth in NII excl. CPI Linker Income

TL mn	1Q-24	4Q-24	1Q-25
Net Interest Income	2,541	3,469	3,151
NII exc. CPI Linker Income	1,804	2,103	2,417
Trading Income	459	264	297
Net Commissions	130	101	71
Other Income (Inc. Dividend)	60	444	747
Banking Income	3,190	4,278	4,267
OPEX (-)	505	675	689
Net Banking Income	2,686	3,602	3,578
Provisions (-)	381	383	165
Income From Participations	317	1,017	528
Tax Provisions (-)	688	1,138	846
Net Profit	1,934	3,099	3,095

YoY	QoQ
24%	-9%
34%	15%
-35%	13%
-45%	-30%
1139%	117%
34%	2%
37%	2%
33%	2%
-57%	-42%
66%	-48%
23%	-26%
60%	-



Based on MIS data

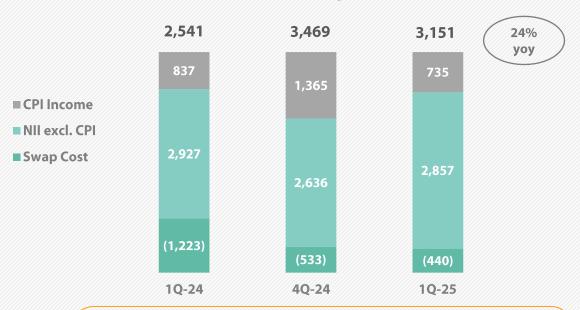
Interest expense of long and short term swaps, valuations of hedge positions for Eurobonds issued and exchange differences arising from rediscounts are adjusted under NII

Provisions include Expected Credit Losses in the audited P&L excluding impairment expenses of marketable securities



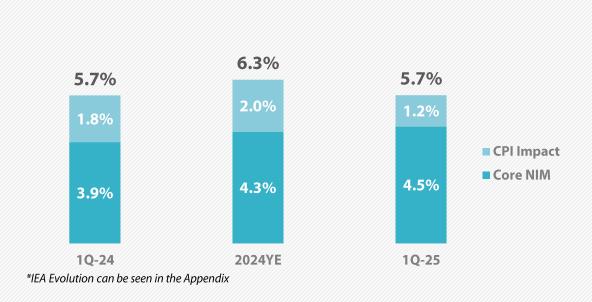
NIM stayed solid despite declining CPI-linker yields

Net Interest Income inc. Swap Cost (TL mio)



- Strong and resilient NII generation, up by 24% yoy
- Front-loaded security investment
- Solid loan extension
- NII exc. CPI was up by 8% qoq, and almost flat yoy

Annualized NIM

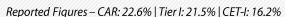


- ✓ Continued expansion in the core NIM
- ✓ Oct-Oct. CPI assumption is revised to 30.8% from 25.2%

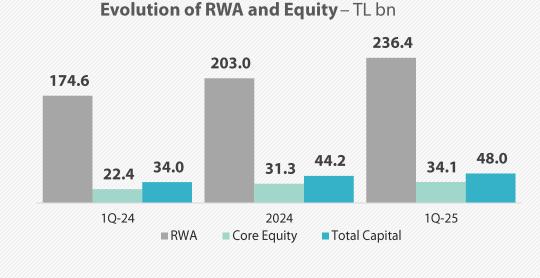


Solid solvency metrics supports our growth strategy



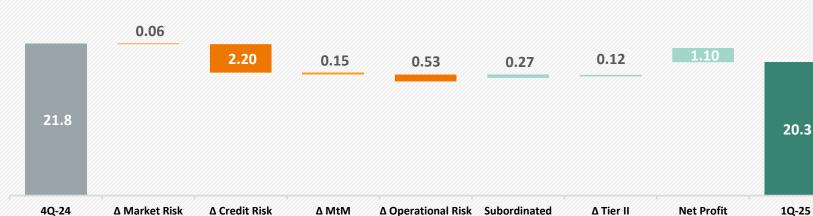






Debt











Balance Sheet

TL mn		31.03.2024			31.12.2024			31.03.2025	
1211111	TL	FX	TOTAL	TL	FX	TOTAL	TL	FX	TOTAL
Cash and Banks	10,236	5,554	15,789	1,928	10,553	12,480	4,376	7,229	11,604
Securities	16,208	17,707	33,915	22,207	19,275	41,483	26,718	20,679	47,397
Loans (Gross)	11,051	133,311	144,362	13,888	152,529	166,418	14,052	176,174	190,227
Provisions	- 4,178	- 4,522	- 8,700	- 3,534	- 4,513	- 8,047	- 3,105	- 4,857	- 7,962
Subsidiaries	6,906	813	7,719	9,619	892	10,511	9,991	997	10,988
Other	3,498	2,109	5,607	5,933	2,484	8,417	6,006	1,553	7,559
Total	43,721	154,972	198,693	50,041	181,219	231,260	58,039	201,775	259,813
ST Funds	-	5,574	5,574	-	9,040	9,040	-	13,516	13,516
LT Funds	-	108,132	108,132	-	114,224	114,224	-	128,779	128,779
Securities Issued	-	36,296	36,296	-	51,562	51,562	-	39,906	39,906
Repo & MM	2,433	4,128	6,562	1,980	2,037	4,017	13,152	10,375	23,527
Other	4,213	4,986	9,200	3,667	5,470	9,138	4,562	3,057	7,620
Subordinated Debt	-	9,686	9,686	-	10,801	10,801	-	11,315	11,315
Shareholders' Equity	23,199	44	23,243	32,282	197	32,479	34,918	232	35,150
Total	29,845	168,847	198,693	37,929	193,331	231,260	52,632	207,181	259,813





Detailed Income Statement

TL mn	1Q-24	4Q-24	1Q25	QoQ	YoY
Net Interest Income inc. Swap Cost	2,541	3,469	3,151	-9%	24%
Net Interest Income exc. CPI	2,927	2,636	2,857	8%	-2%
CPI Linkers	837	1,365	735	-46%	-12%
Swap Costs	-1,223	-533	-440	-17%	-64%
Net Fees & Commissions	130	101	71	-30%	-45%
Other Income	60	444	747	68%	1139%
Dividends	0	0	5	n.m.	n.m.
Other	60	444	742	67%	1131%
Reversals from Free Provisions	-	-	400	n.m.	n.m.
Trading & FX gains/losses	459	264	297	13%	-35%
FX gains/losses	394	140	174	25%	-56%
Trading & MtM gain/loss	64	124	123	-1%	-91%
Banking Income	3,190	4,278	4,267	0%	34%
OPEX (-)	505	675	689	2%	37%
Net Banking Income	2,686	3,602	3,578	-1%	33%
ECL (-)	381	383	165	-57%	-57%
Income From Subsidiaries	317	1,017	528	-48%	66%
Pre-Tax Income	2,622	4,237	3,940	-7%	50%
Tax (-)	688	1,138	846	-26%	23%
Net Income	1,934	3,099	3,095	-0.1%	60%

[&]quot;n.m." is used for not meaningful.





Appendix: ESG Ratings



CDP

Moody's

FitchRatings

Sustainable Fitch

LSEG DATA & ANALYTICS

0-40+

Sustainalytics ESG Risk Rating

Score

Range

7.4

Negligible risk category

First place in Türkiye

12th place among global development banks



CDP Climate Change Score A/D-A-

Leadership

Moody's ESG Credit Impact Score 1-5 2

Neutral-to-low

Fitch ESG Credit Relevance Score 1-5 3 Neutral-to-minimal Sustainable Fitch ESG **Entity Score** 1-5 (0-100) 3 (62/100)

Above global average

LSEG ESG Score A+/D-



85

BIST Sustainability 25 Index **BIST Sustainability Index**





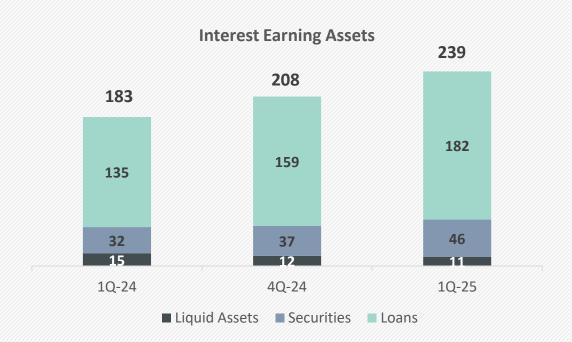
Appendix: Stage 2 Loans Breakdown

Stage 2 Loans				
Sector	%	Coverage (%)		
Tourism	47	32		
Electricity/Gas Distribution	17	50		
Electricity Generation	13	38		
Non-residential Real Estate	9	30		
Metal and Machinery	6	18		
Telecom/Logistics	4	9		
Automotive Supply Industry	3	30		
Health	1	42		
TOTAL	100	34		

93% of Electricity **Generation loans** are Renewable

- Hard collateral & provisions are taken into consideration
- Renewable and non renewable percentages in electricity generation loans are as 94% and 6% respectively

Appendix: IEA Evolution



- ✓ Interest Earning Assets were up by 15% QoQ and 31% YoY, which was driven by
 - High FX denomination
 - Growth strategy



Appendix: Net Cost of Risk Calculation

Provisions (TL mn)	1Q25
Stage 1*	-70
Stage 2**	235
Stage 3	0
Reversals*** (TL mn)	-286
Net CoR	21 bps
Currency Impact	94 bps
Net CoR excl. Currency Impact	-73 bps

^{*}Stage 1 provision costs are adjusted with TL 54.9 mn provisions set aside for securities.



^{**}Stage 1&2 provisions are shown netted off by Stage1&2 reversals.

^{***}Reversals depicted in the table are attributable to Stage 3 Loans.

DISCLAIMER

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