

International Banking 2024 Results



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01 **AKTIFBANK AT A GLANCE**

Overview of Aktif Bank



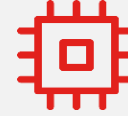
25 years of market presence



Türkiye's largest privately-held investment bank



Serves to over **12 million** customers across more than 10 business lines



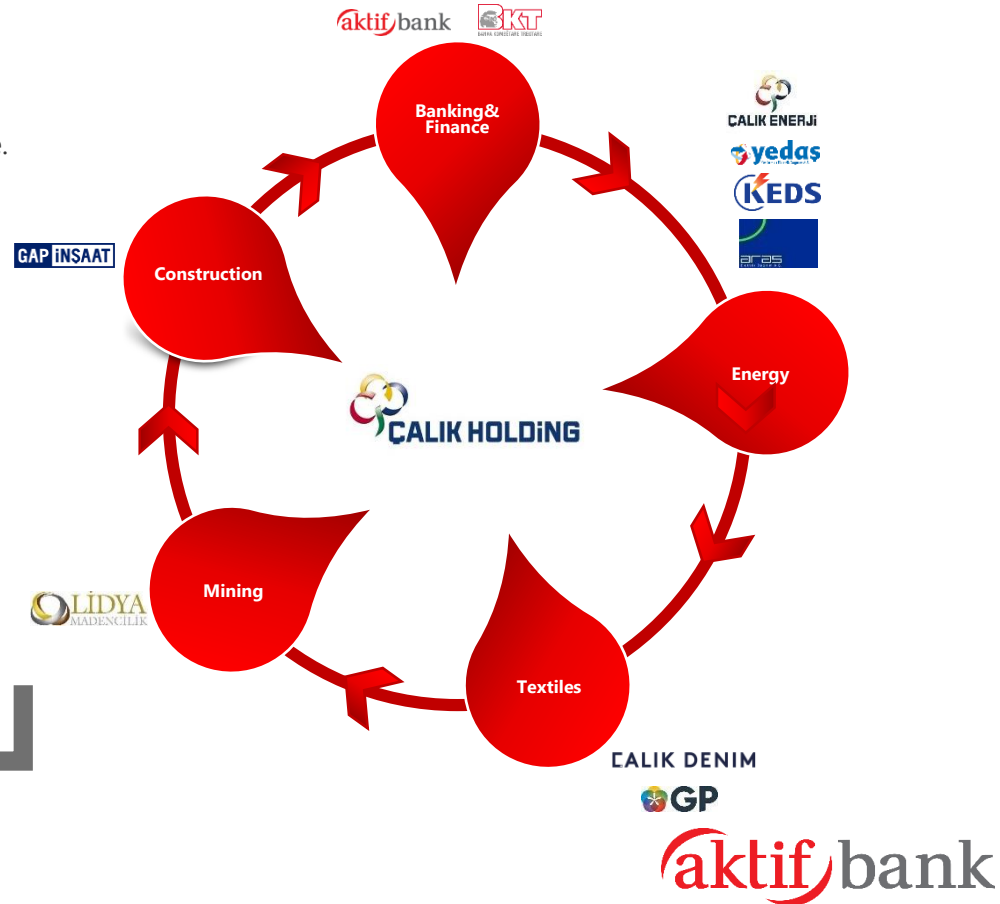
The bank offers a branchless and seamless end-to-end Banking experience to retail customers via its **digital banking** branch

About Us

- **Aktif Bank, Türkiye's** largest privately-held investment bank, continues to serve as the most extensive fintech ecosystem of **Türkiye**, thanks to its innovative business models and technology investments that redefine investment banking.
- Unique **"asset-light"** business model: Client access via partnerships.
- Our bank is owned by **100% Çalık Holding** which has operations in **34** countries and operates in 5 sectors: Energy, Mining, Textile, Banking and Finance.
- With **16 branches** across **Türkiye**, it focuses primarily on corporate banking, investment banking and private banking services.

Our Shareholder

- Founded by Mr. Ahmet Çalık in **1984**.
- Has operations in **34** countries across Central Asia, Balkans, Middle East and Africa and employs more than **16,000** people.
- **Çalık Holding** is known for its robust financial structure and long-term collaborations.
- Operates in **5** sectors:
- Energy: Çalık Enerji (22 Completed Projects 10+ GW installed), **YEDAŞ**, **YEPAŞ**, **KEDS**, **ARAS EDAŞ** and **ARAS EPAŞ** in electricity distribution
- Construction: **GAP İnşaat** (140 projects in 3 continents with c. USD 7 Billion contract value)
- Mining: **Lidya Madencilik**
- Textiles: **Çalık Denim** and **Gap Pazarlama**
- Banking & Finance: **Aktif Bank**, **BKT** (Banka Kombetare Tregtare) **Albania** and **BKT Kosovo**



Differentiated Business Model



- Private Banking
- Capital Markets
- Corporate Banking
- International Banking



- N Kolay Mobile
- N Kolay Bono
- N Kolay Digital Loans
- N Kolay Retirement Loans
- N Kolay Vehicle Loans
- N Kolay Installment
- N Kolay Easy Pay
- N Kolay Ankara Card



700 Employees



Rated by JCR as **AA+** (Long Term National Issuer Credit Rating 2024)

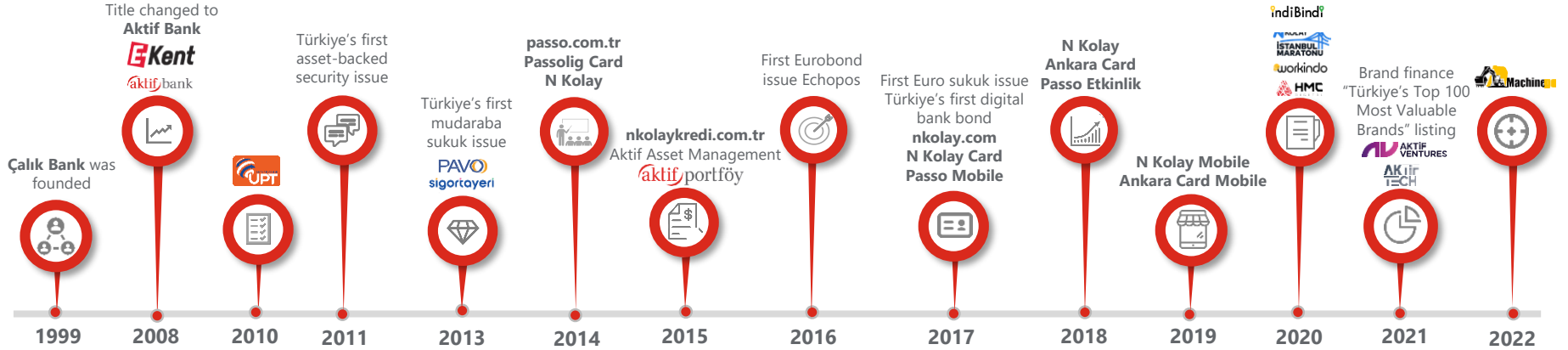


Aktif Bank is listed in the '**Türkiye's Top 100 Most Valuable Brands**' created by the independent research firm: 'Brand Finance'

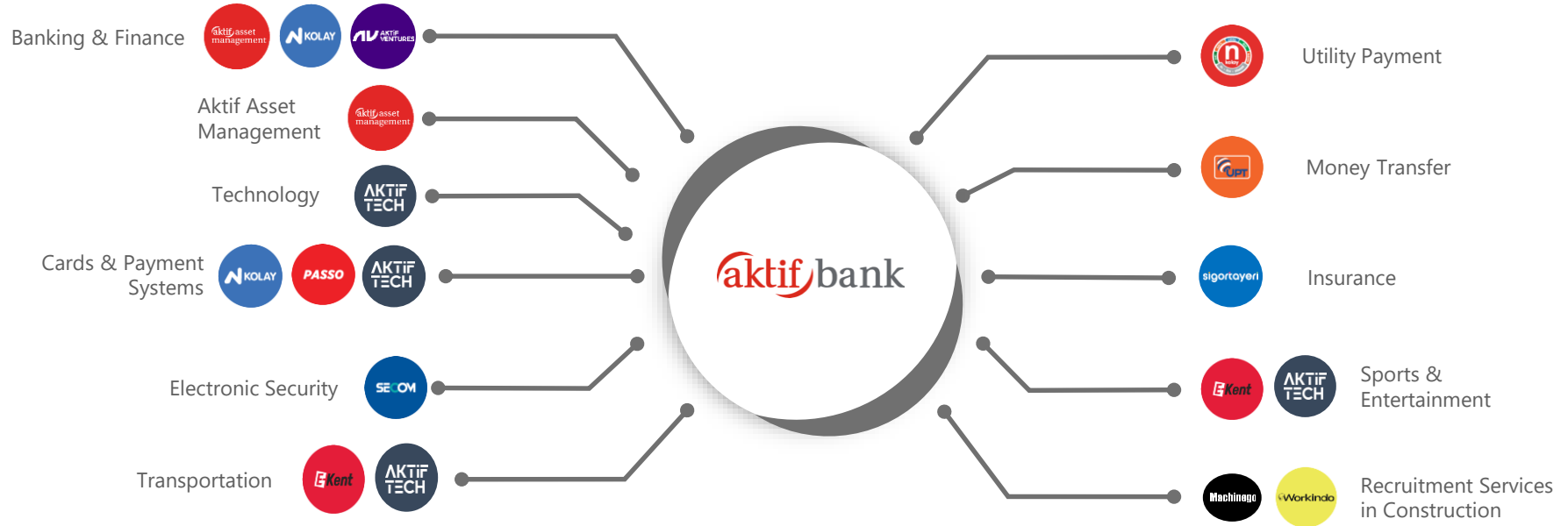


- Passolig
- Passo Mobile
- Passo Sports Game Club
- E-Kent
- UPT
- N Kolay
- Sigortayeri
- Pavo
- Echopos
- Secom
- Aktif Portföy
- Aktif Ventures
- Workindo

Milestones



Aktif Bank Fintech Ecosystem: Sectors We Serve



We serve our 12 million clients in more than 10 business lines.



Partnership service model with 15K client touchpoints.



We serve 18% of the retail market customers in Türkiye.

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02 FINANCIAL HIGHLIGHTS

Financial Highlights

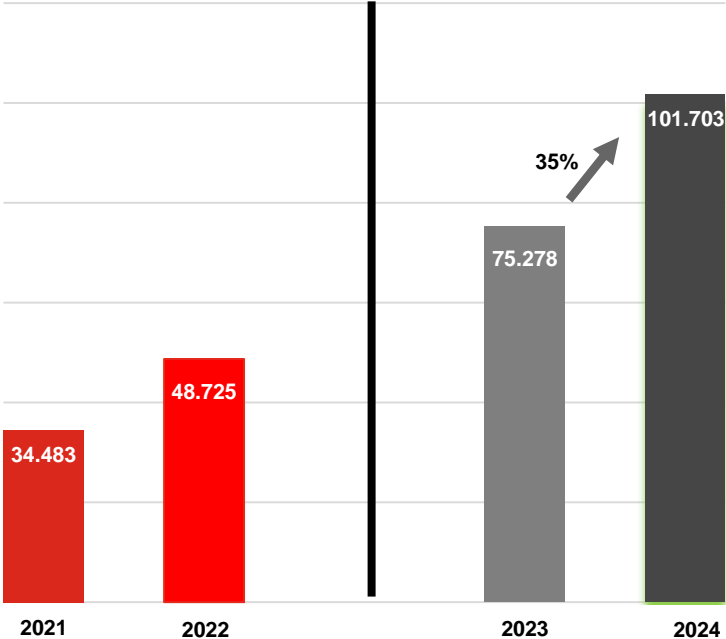
BALANCE SHEET					
Assets (m TRY)	2024	2023	+/- %	2022	2021
Cash and Cash equivalents	22.933	21.369	7,3%	11.641	8.911
Securities	30.915	24.550	26%	16.961	9.236
Loans	42.039	26.588	58%	18.339	14.966
Equity Investments	818	666	23%	393	387
Tangible Assets	671	351	91%	118	82
Intangible Assets	1.058	502	111%	238	149
Other Assets	3.269	1.252	161%	1.075	751
Total Assets	101.703	75.278	35%	48.725	34.483
Liabilities (m TRY)	2024	2023	+/- %	2022	2021
Funds Borrowed	11.813	7.000	69%	5.650	8.376
Money Market Borrowing	16.261	10.479	55%	9.255	5.451
Securities Issued	57.563	21.110	31%	14.396	8.796
Funds	12.256	14.855	-17,5%	7.086	4.220
Other Liabilities	21.741	13.250	64%	7.213	4.778
Equity	12.070	8.584	41%	5.125	2.862
Total Liabilities	101.703	75.278	35%	48.725	34.483

Financial Highlights

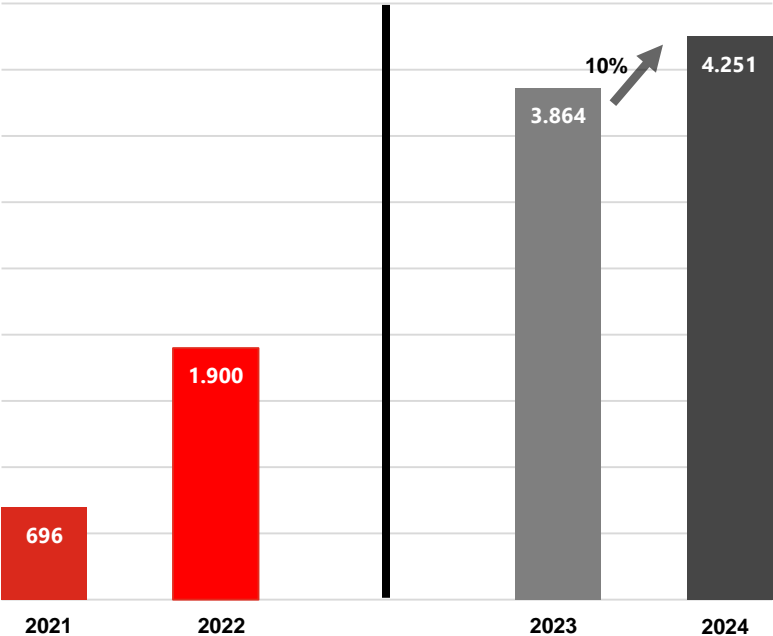
INCOME STATEMENT					
(m TRY)	2024	2023	+/- %	2022	2021
Net Interest Income	6.357	4.045	57%	2.889	1.250
Net Fees and Commission Income	663	458	45%	291	83
Total Operating Income	9.250	6.819	36%	4.394	1.751
Net Operating Income	6.032	5.007	20,5%	3.347	1.204
Profit Before Tax	5.101	4.470	14%	2.616	919
Net Income	4.251	3.864	10%	1.900	696

Financial Highlights

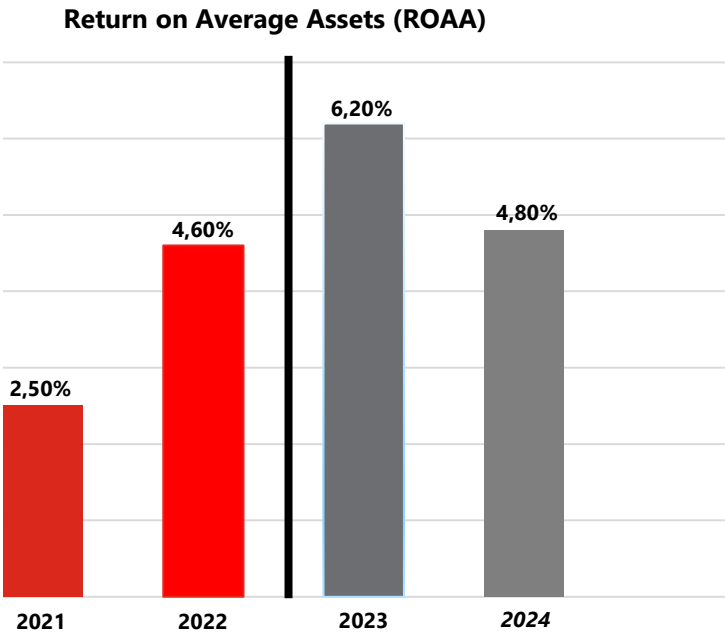
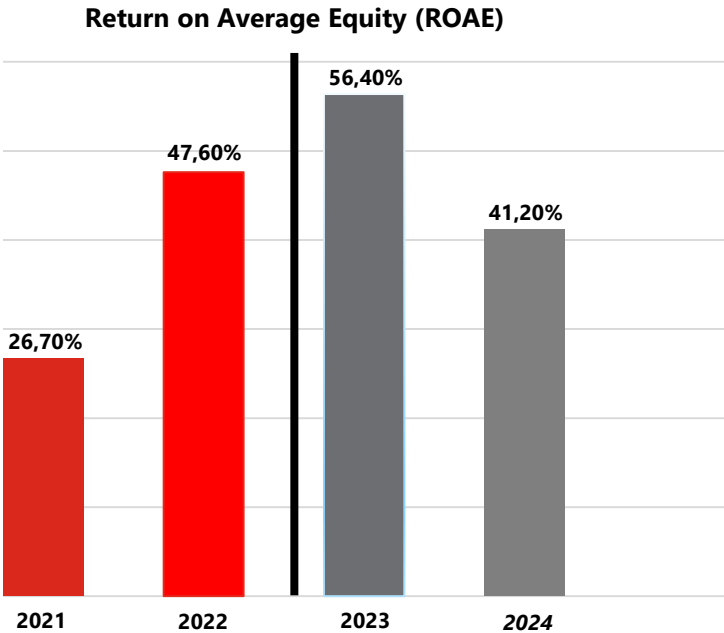
Asset Growth (m TRY)



Net Profit Growth (m TRY)

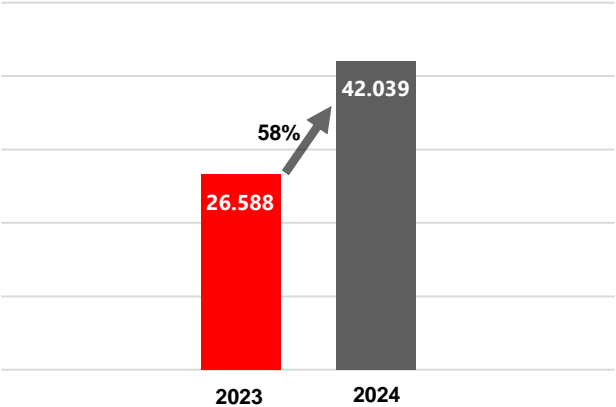


Financial Highlights

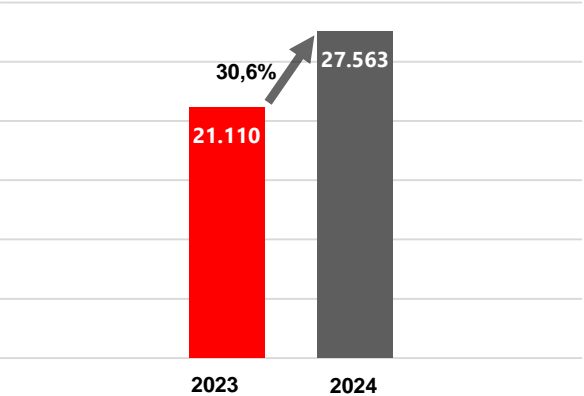


Financial Highlights

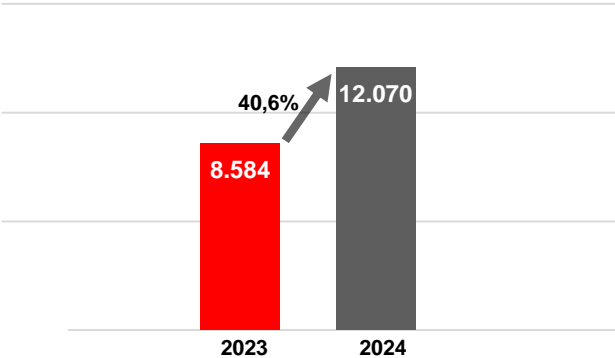
Loan Portfolio (m TRY)



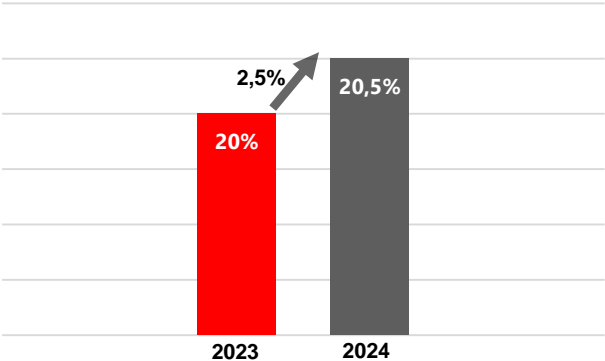
Securities Portfolio (m TRY)



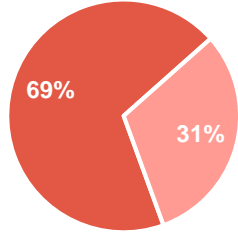
Capital Growth (m TRY)



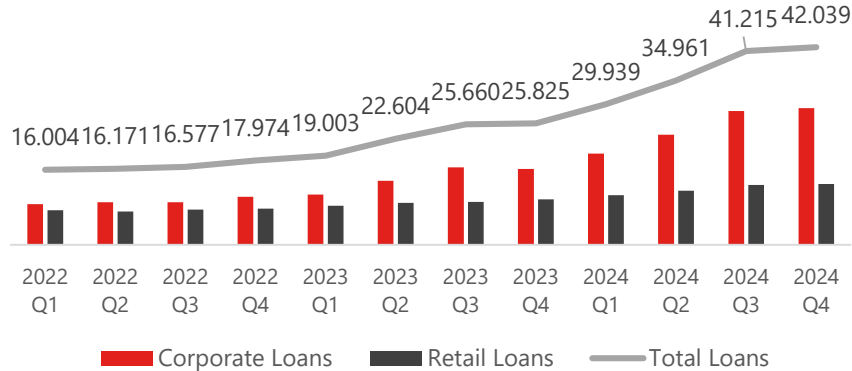
CAR %



Financial Highlights



■ Corporate Loans ■ Retail Loans

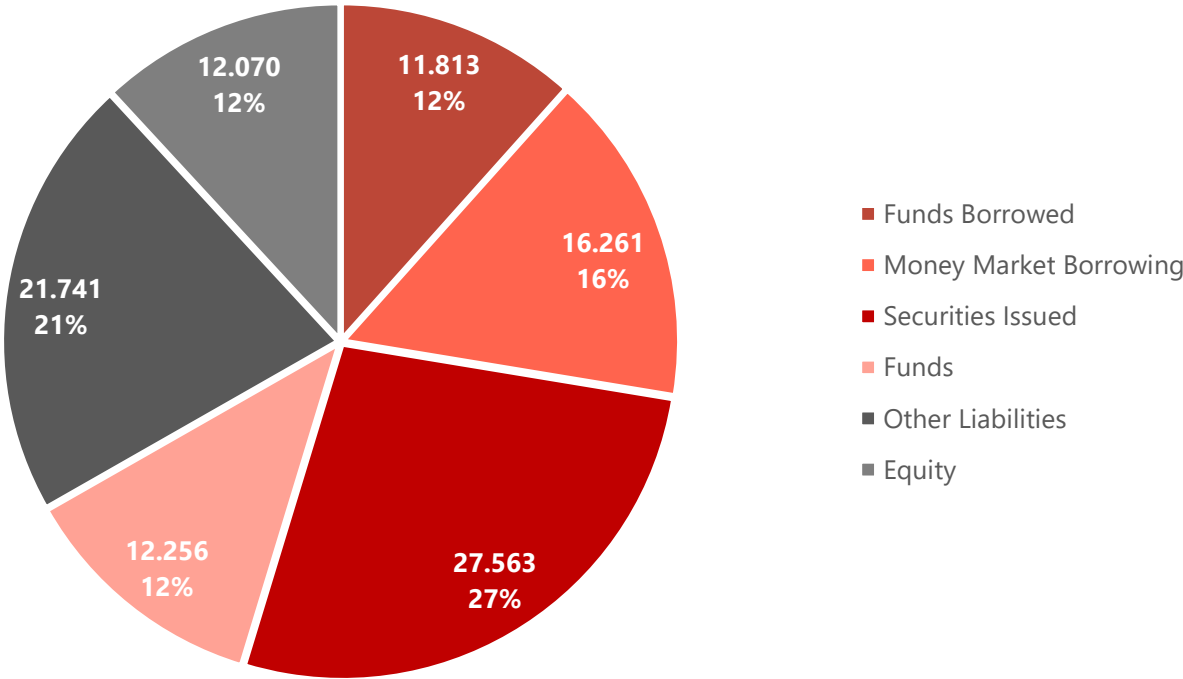


2024 (m TRY)	Retail Loans Breakdown	Retail Loans Breakdown(%)
Consumer Loans	11.634	89%
Vehicle Loans	1.330	10%
Other	35	1%
Total Retail Loans	12.999	100%

2024 (m TRY)	Corporate Loans Breakdown	Corporate Loans Breakdown (%)
Energy	4.896	17%
Agriculture	3.553	12%
Manufacturing Industry	6.774	23%
Factoring	877	3%
Finance	934	3%
Textile	309	1%
Construction	373	1,2%
Other	11.324	39,8%
Total Corporate Loans	29.040	100%

Financial Highlights

Liabilities Breakdown (m TRY)
2024



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03 INTERNATIONAL BANKING GROUP

The Globe is in Our Scope

RMA Connections
with over **1300
banks** in **140**
countries

Money transfers
between **500 banks in
90 countries**

**Active trade
limits for 250+
banks in 75
countries,
mainly in CIS
and Africa**

TRADE
FINANCING
BANK THAT
BRINGS
COUNTRIES
TOGETHER.

First Turkish bank
that supports
foreign trade in
border markets

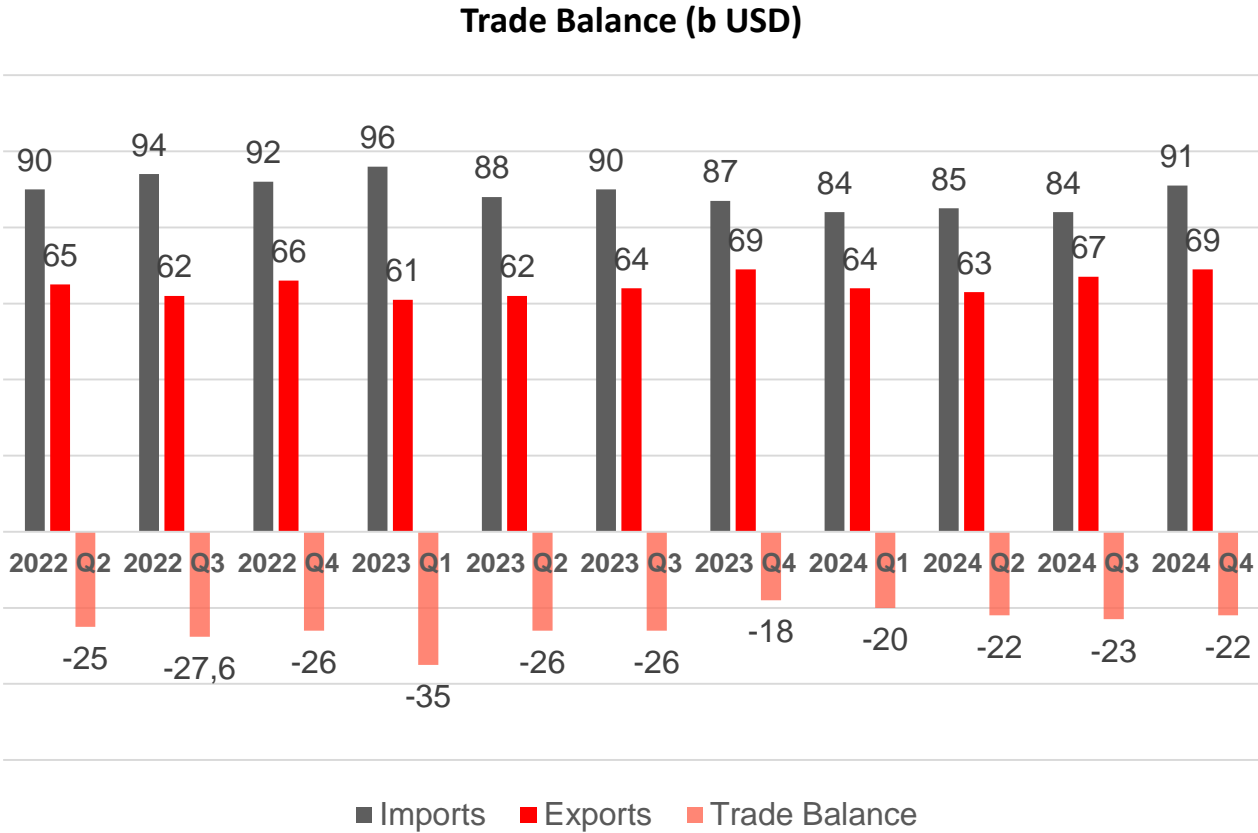
Broadest account
management and
business network
among Turkish Banks

Wide range of treasury
products from
precious metal
accounts to derivative
transactions

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04 **MACROECONOMIC OUTLOOK**

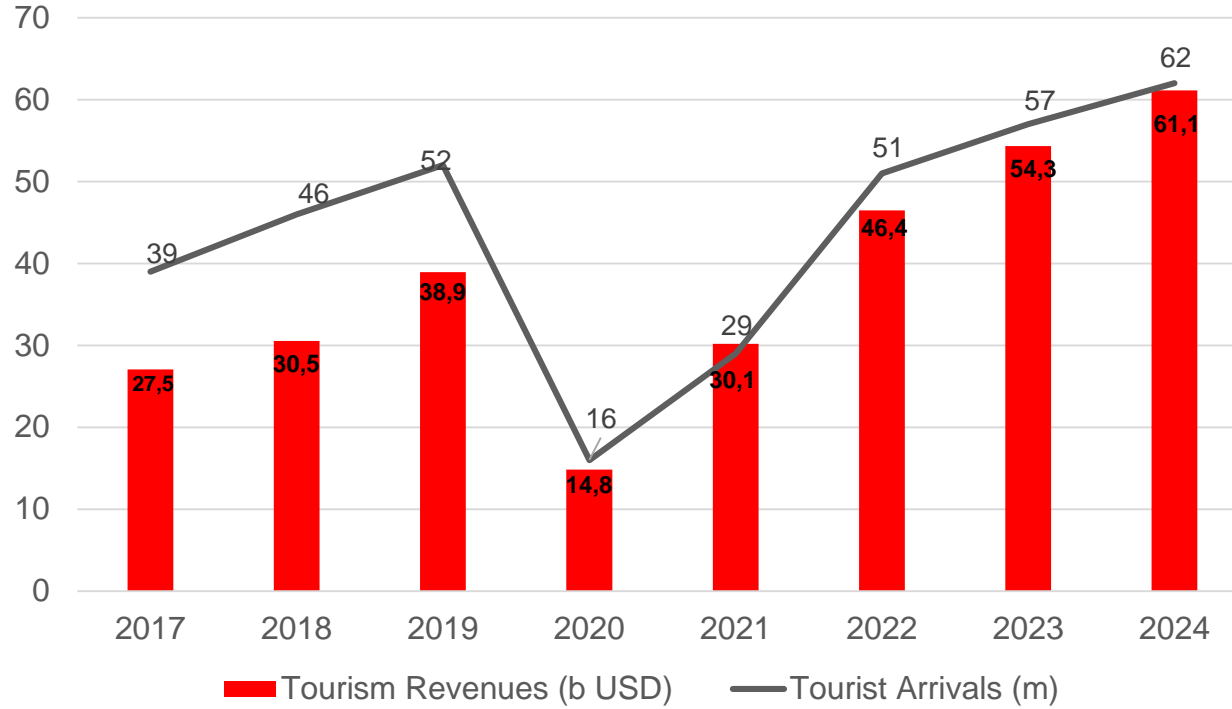
Macroeconomic Outlook



Source: TÜİK

Macroeconomic Outlook

Tourism Revenues and Tourist Arrivals

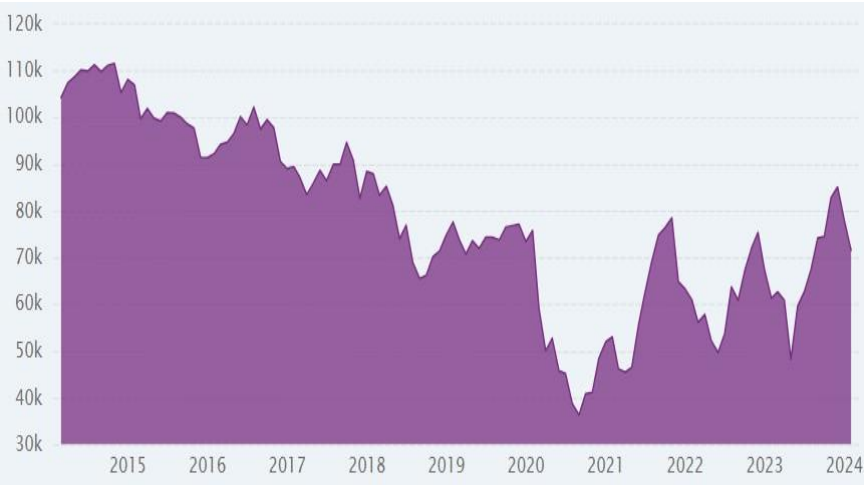


Source: TÜİK

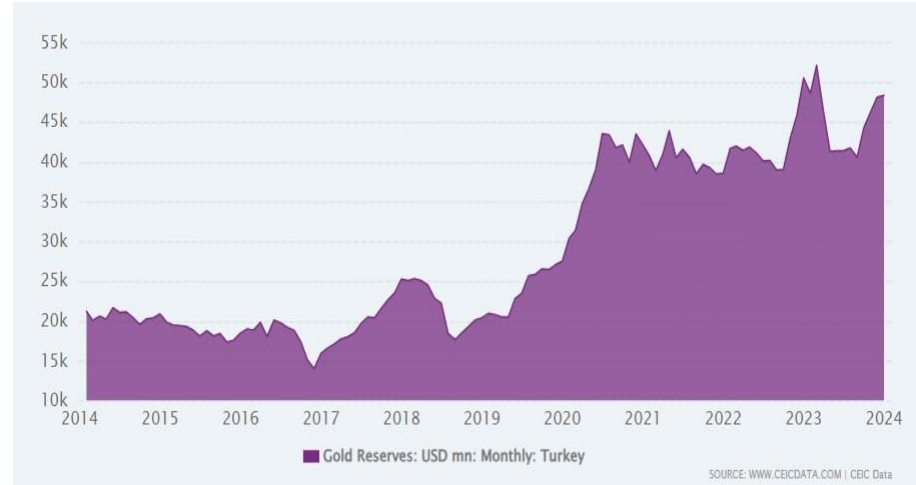
Macroeconomic Outlook

CBRT Reserves (m USD)

CBRT Foreign Exchange Reserves (m USD)

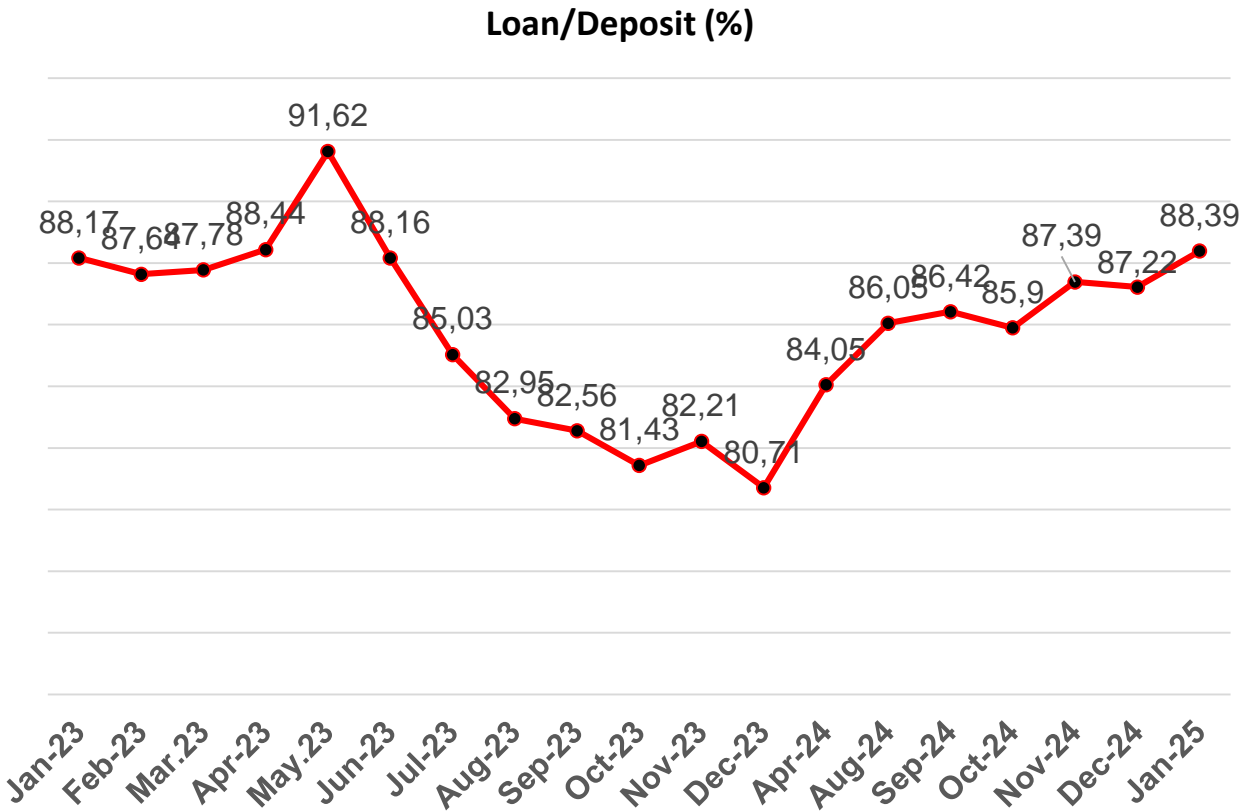


CBRT Gold Reserves (m USD)



Source: CBRT

Macroeconomic Outlook



Source: BDDK

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