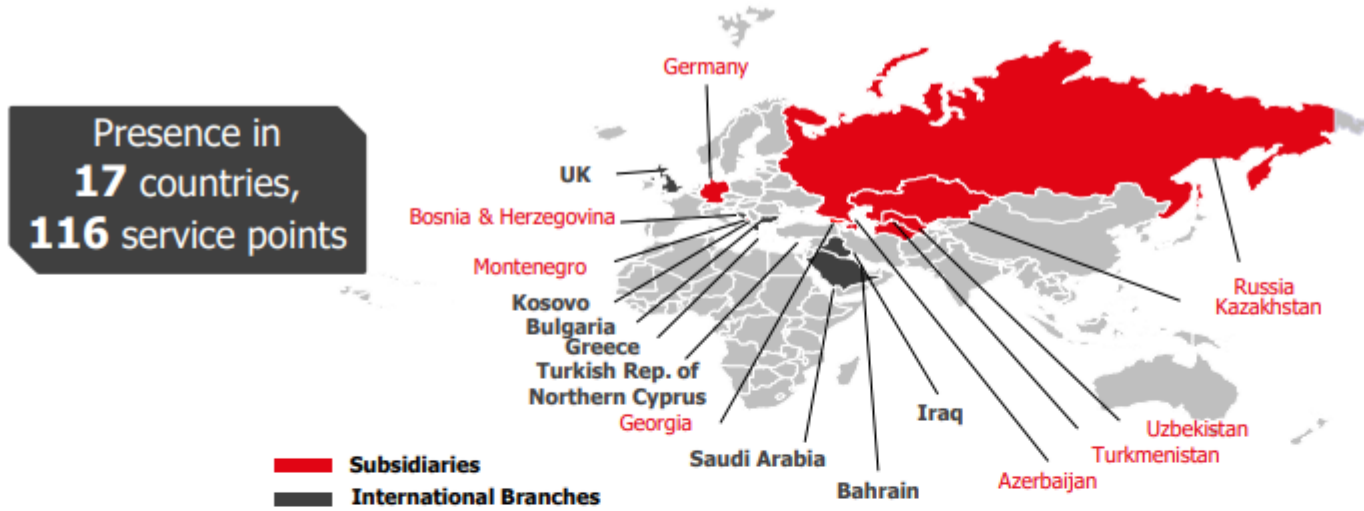


Investor Presentation, January 2021



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- Transformation and business model
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Local Subsidiaries

- 🌾 Ziraat Katılım Bankası (Participation Banking)
- 🌾 Ziraat Yatırım (Securities Brokerage & Investment House)
- 🌾 Ziraat Portföy (Asset Management)
- 🌾 Ziraat GYO (Real Estate Investment Trust)
- 🌾 Ziraat Teknoloji (IT)
- 🌾 Ziraat GSYO (Venture Capital Investment Trust)

Overseas Subsidiaries

- 🌾 Ziraat Bank Int. AG (Germany)
- 🌾 Ziraat Bank BH. (Bosnia)
- 🌾 Ziraat Bank Montenegro
- 🌾 Ziraat Bank Azerbaijan
- 🌾 Ziraat Bank Moscow
- 🌾 KZI Bank (Kazakhstan)
- 🌾 Turkmen Turk JSC Bank
- 🌾 Ziraat Bank Uzbekistan JSC
- 🌾 Ziraat Bank Georgia

Overseas Branches

- 🌾 United Kingdom
- 🌾 Greece
- 🌾 Bulgaria
- 🌾 Iraq
- 🌾 Saudi Arabia
- 🌾 Kosovo
- 🌾 Bahrain
- 🌾 Turkish Republic of Northern Cyprus

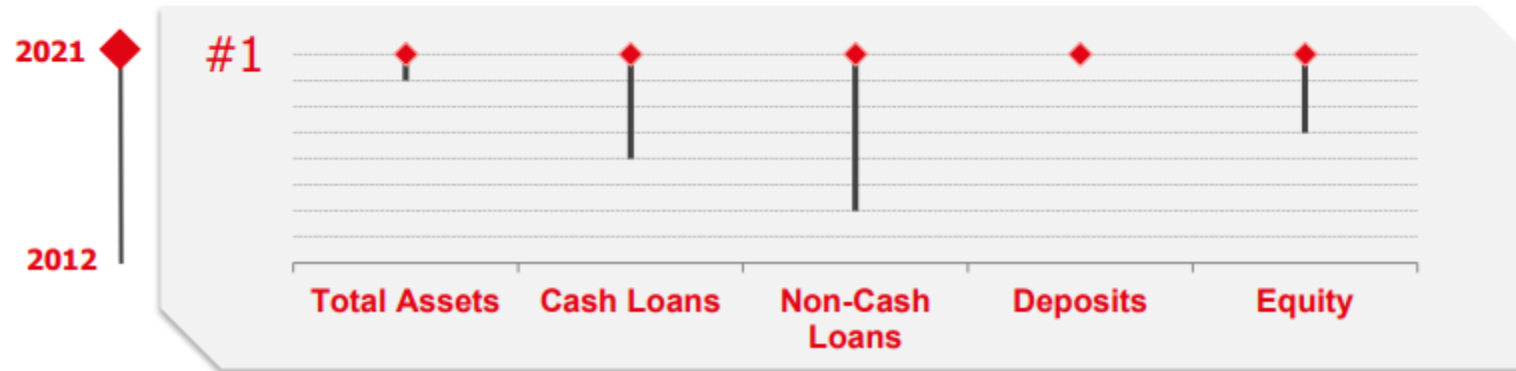
T.C. Ziraat Bankası A.S. - More Than a Bank

Turkish Economy	2020	2021
GDP Growth (%)	1.8	10.0*
GDP Nominal (USD bn)	717	781*
Unemployment (Annual %)	13.1	12.0
CPI (Annual,%)	14.6	36.1
Current Acc. Balance/GDP (%)	(5.0)	(1.9)*
Budget Balance /GDP (%)	(3.5)	(2.8)*

*Estimation

Turkish Banking Sector 2021 (TL bn)	
Total Assets	9,213
Cash Loans ⁽¹⁾	5,114
Securities	1,477
Total Deposits ⁽¹⁾	5,542
Shareholders' equity	711
Net Profit	92
ROAE	15.3%
ROAA	1.3%
Capital Adequacy Ratio	18.3%

Rankings⁽²⁾



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Ziraatbank at a glance with map of network

The Bank

Owned by
100 % of Turkish
state owned bank
T.C.Ziraat Bankası
A.Ş.

First domestic
bank with
foreign equity

More than
60K
customers

Commercial
bank

Owner of 32
branches and
intention to
grow further

Appetite to
grow locally

Our Network

Federation of Bosnia and Herzegovina

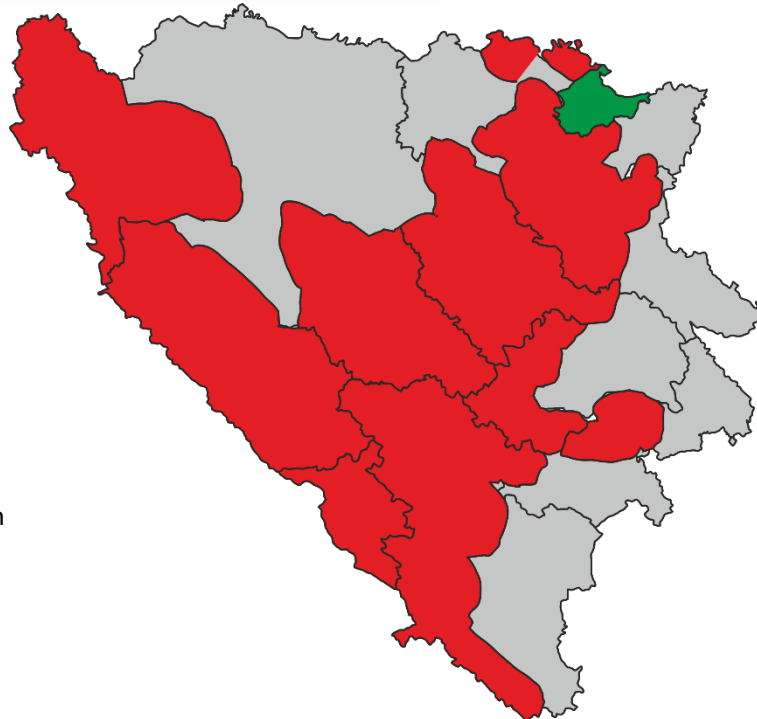
- Corporate Branch
- Sarajevo Branch
- Ferhadija Branch
- Butmir Branch
- Tuzla Branch
- Lukavac Branch
- Gračanica Branch
- Srebrenik Branch
- Centar Tuzla Branch
- Goražde Branch
- Zenica Branch
- Jelah Branch
- Kakanj Branch
- Maglaj Branch
- Visoko Branch
- D.Moštre Branch
- Ilidža Branch
- Novi Grad Branch
- Vogošća Branch
- Hadžići Branch
- Dobrinja Branch
- Mostar Branch
- Konjic Branch
- Bihać Branch
- Cazin Branch
- S. Mostar Branch
- Travnik Branch
- I.Š. Mostar Branch

Republika Srpska

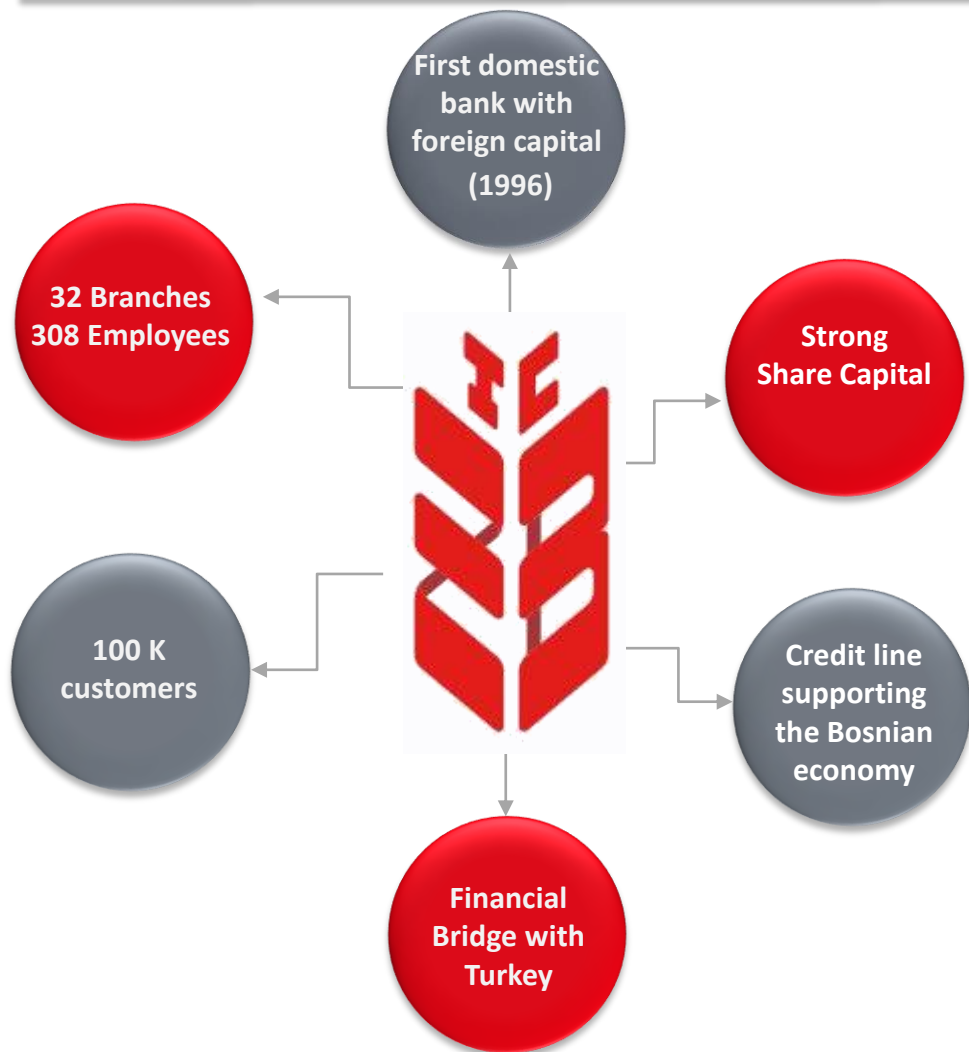
- Banja Luka Branch
- Srebrenica Branch
- Bijeljina Branch

Brčko Distrikt

- Brčko Branch



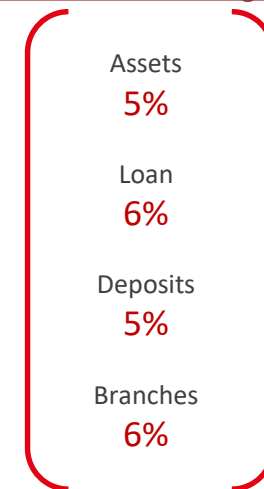
ZiraatBank BH d.d.



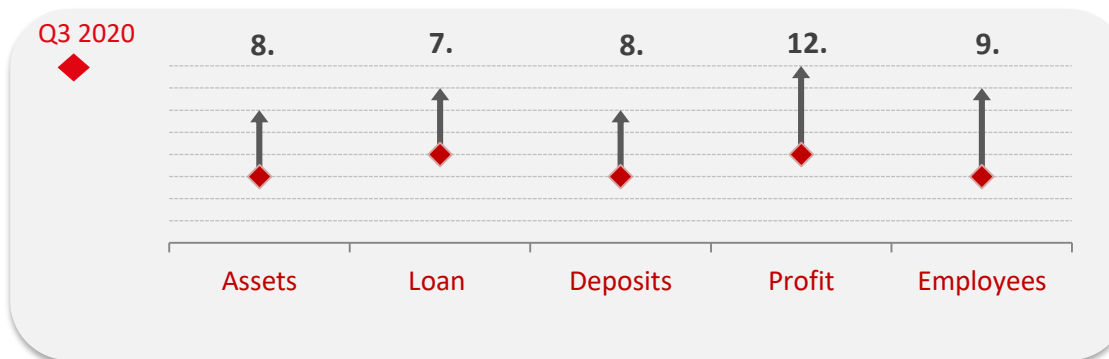
Banking Sektor (FBiH) Q3 2021 (M BAM)

Assets	25,493
Loan	16,132
Deposits	20,591
Capital	3,328
Capital Adequacy	19,2%
ROA	1,5%
ROE	11,1%
Branches (number)	527
Employees (number)	6,457

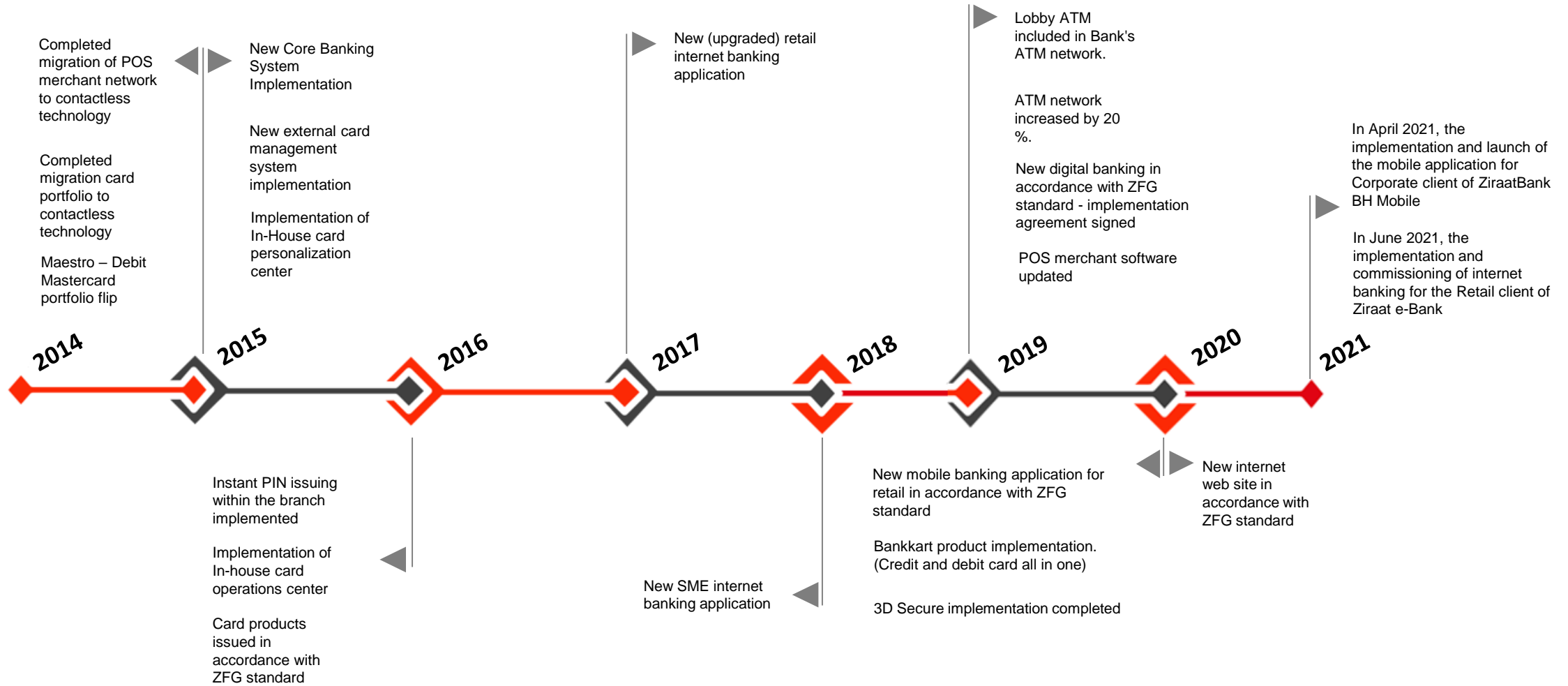
Participation in the banking sector



Rankings



Digital Transformation



Bosnia and Herzegovina

CAPITAL CITY	Sarajevo
AREA	51.197 km ²
POPULATION	3,5 million
LOCAL CURRENCY	Konvertibl Mark (KM) 1 EUR=1,96 KM (Fixed) 1 USD=1,71 KM (2018)
ADMINISTRATIVE STRUCTURE	Bosnia and Herzegovina consists of two entities: <ul style="list-style-type: none"> • Federation of Bosnia and Herzegovina (10 Cantons) • Republika Srpska
RATING	B Positive (Standard & Poors)
AIRPORTS	Sarajevo, Banja Luka, Tuzla, Mostar
Ports	Ploce Croatia ports
NATURAL RESOURCES	Steel, coal, lead, manganese, bauxite
MAJOR INDUSTRIAL AREAS	Installation of motor vehicles, tanks and aircraft, Textiles, Tobacco products, Furniture made of wood, Small household appliances

Year	1991	2013
Total population	4.377.033	3.531.159
Bosnians	1.902.956 (43,5 %)	1.769.592 (50,1 %)
Croats	760.852 (17,4 %)	544.780 (15,4 %)
Serbs	1.366.104 (31,2 %)	1.086.733 (30,8 %)
Other	347.121 (7,9 %)	130.054 (3,7 %)
Urban Population	1.729.768 (39,5 %)	1.506.691 (42,7 %)
Rural Population	2.647.265 (60,5 %)	2.024.468 (57,3 %)
Average age	-	39,5
Urban	-	39,7
Rural	-	39,4
Population density	85 /km²	69 /km²
Urban	1.138 /km ²	991/km ²
Rural	53 /km ²	41 /km ²
Area	51.222,84 km²	51.222,84 km²
Residential area by ethnic majority		
Bosnian	14.600,82 km ² (28,5 %)	15.171,49 km ² (29,6 %)
Croatian	9.093,51 km ² (17,8 %)	8.212,42 km ² (16,0 %)
Serbian	26.742,12 km ² (52,2 %)	25.019,34 km ² (48,8 %)
Other	786,39 km ² (1,5 %)	2.819,59 km ² (5,5 %)
Number of municipalities by ethnic m	142	142
Bosnian	63	54
Croatian	25	24
Serbian	54	64
Labor force (2017 forecast)	-	1.500.000
Service	-	765.000 (51 %)
Industry	-	450.000 (30 %)
Agriculture	-	285.000 (19 %)

Macro Economic Indicators

MAIN ECONOMIC INDICATORS

Main economic indicators	2017	2018	2019	2020	2021
GDP (in million KM)	31.376,2	33.444,0	35.296,0	34.240,0	*36.225,92
Real GDP growth rate (%)	3,20	3,70	2,80	-3,20	*5,8
Consumer price growth rate (%)	1,20	1,40	0,60	-1,60	*1,7
Import (in million KM)	18.186	19.274	19.499	16.886	21.947
Export (in million KM)	11.055	11.900	11.493	10.521	14.620
Trade in goods (in million KM)	- 7.131	- 7.374	- 8.006	- 6.365	- 7.327
Unemployment rate - BiH (in%)	20,5	18,4	15,7	15,9	**16,4
Employment rate - BiH (in%)	33,9	34,3	35,5	40,1	**40,4
Total loans (in million KM)	18.422,4	19.485,8	20.772,8	20.347,4	***21.055,1
Total deposits (in million KM)	19.669,1	21.749,8	23.820,4	24.982,2	***27.565,9
Public debt (in million KM)	11.007,5	11.106,6	11.211,2	12.193,0	12.816,0
<i>External debt (in million KM)</i>	<i>7.853,0</i>	<i>8.204,9</i>	<i>8.142,8</i>	<i>8.698,3</i>	<i>9.697,8</i>
<i>Domestic debt (in million KM)</i>	<i>3.154,6</i>	<i>2.901,7</i>	<i>3.068,5</i>	<i>3.494,7</i>	<i>3.118,2</i>
External debt (% of GDP)	25,0	24,5	23,1	25,4	26,8
Domestic debt (% of GDP)	10,1	8,7	8,7	10,2	8,6

* GDP (in million KM), Real GDP growth rate (%), Consumer price growth rate (%) = Central Bank

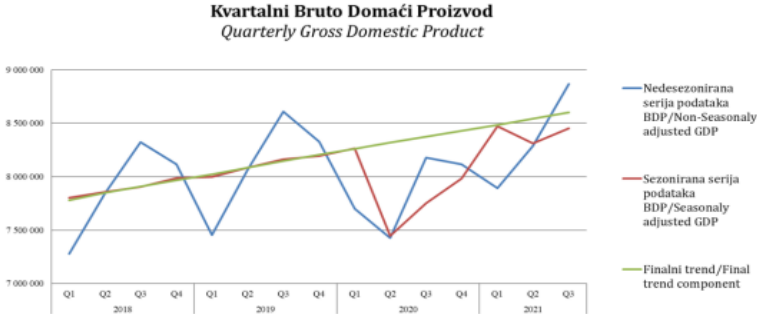
** Unemployment and employment rate - BiH (in%) = III quarter 2021

*** Total loans and total deposits (in million KM) = 11 months of 2021

Macro Economic Indicators

GDP

- Real GDP growth in the third quarter of 2021, compared to the same quarter last year, was 8.4%. The seasonally adjusted data series shows GDP growth in the third quarter of 2021 of 1.7% compared to the previous quarter.



- Observed by areas of classification of activities in the third quarter of 2021, compared to the same quarter of the previous year, significant real growth of gross value added was recorded in the following activities:

- o Hotels and restaurants (I) 30.5%;
- o Transport and storage (H) 22.0%
- o Wholesale and retail trade; Repair of motor vehicles and motorcycles (G) 18.0%.

(Source: Agency for Statistics of BiH - Economic Statistics - Prices-Announcements bhas.gov.ba/Calendar/Category/)

- According to the current projection, economic activity is expected to grow by 5.8% in 2021.

The economic growth projection for 2022 is expected at 3.9%.

(Source: CBBH: Projections of economic activity in BiH in 2021 and 2022, adjusted upwards - cbbh.ba/press/ShowNews/1392)

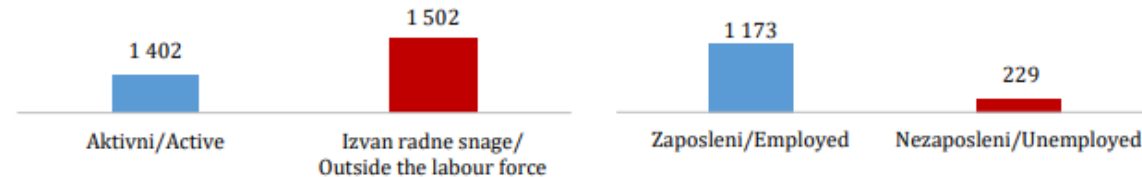
GODINA/ YEAR		BRUTO DOMAĆI PROIZVOD	GODINA/ YEAR	
2018		33 444 077	2018	
2019		35 295 752	2019	
2020		34 240 156	2020	
2021*	q1	8 541 435	q1	2021*
	q2	9 054 182	q2	
	q3	10 116 299	q3	
* = Procjena /Estimate		27 711 916	* = Procjena /Estimate	

Macro Economic Indicators - Export and Import of BiH

LABOR FORCE

- In the third quarter of 2021, the labor force in Bosnia and Herzegovina consisted of 1.402 million people, of which 1.173 million (83.6%) were employed and 229 thousand (16.4%) unemployed.

Graph 1. Working age population by status in activity, BiH (in thousands)



- Compared to the previous quarter, the number of employed persons increased by 3.2%, which is expected having in mind that the third quarter is characterized by a seasonal increase in employment in agriculture and construction. The number of unemployed persons decreased by 8.3%.
- The number of persons outside the labor force in Bosnia and Herzegovina in the third quarter of 2021 amounted to 1.502 million and compared to the previous quarter decreased by 1%.
- In the third quarter of 2021, the activity rate was 48.3%, the employment rate 40.4%, the unemployment rate 16.4% and the inactivity rate 51.7%.

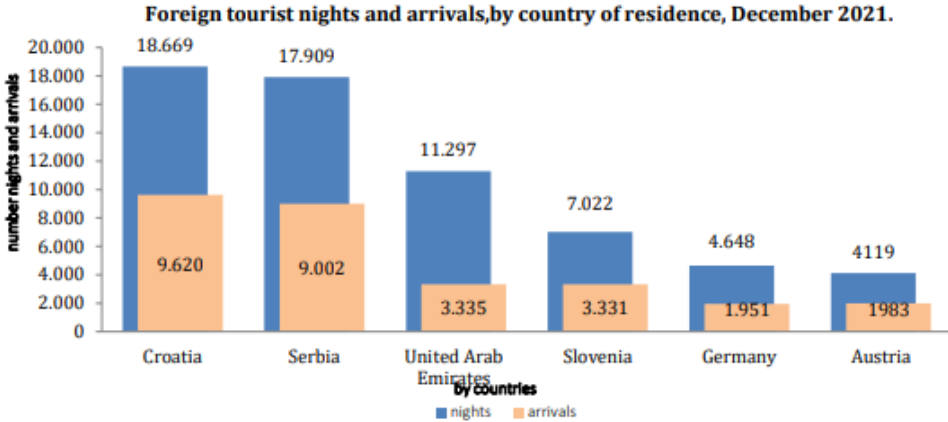
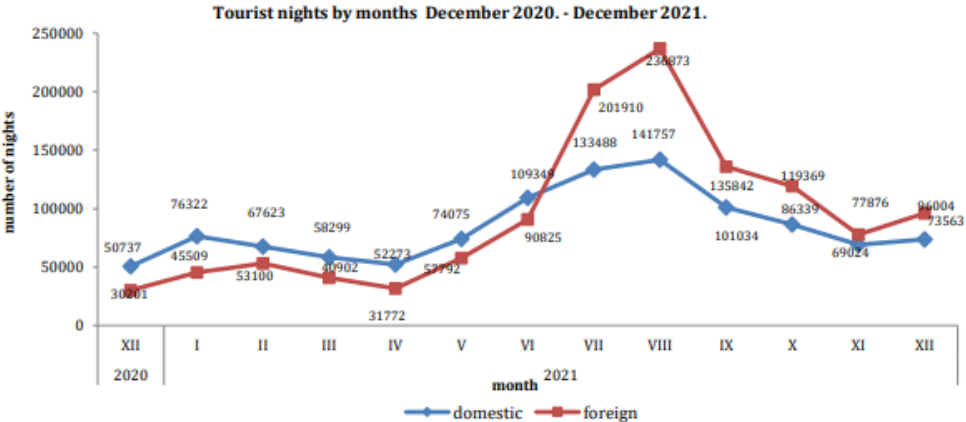
(Source: Agency for Statistics of BiH - Economic Statistics - Foreign Trade - Press Releases bhas.gov.ba/Calendar/Category/)

Bosna i Hercegovina Bosnia and Herzegovina	Ukupno Total
	VII - IX 2021.
Radno sposobno stanovništvo 15-89 Working- age population 15-89	2 904
Radna snaga 15-89 Labour force 15-89	1 402
Zaposlene osobe 15-89 Employed persons 15-89	1 173
Nezaposlene osobe 15-74 Unemployed 15-74	229
Osobe izvan radne snage 15-89 Persons outside labour force 15-89	1 502
Osobe 15-64 godina Persons 15-64 years	2 320
Stope / Rates (%)	
Stopa aktivnosti 15-89 Activity rate 15-89	48,3
Stopa zaposlenosti 15-89 Employment rate 15-89	40,4
Stopa nezaposlenosti 15-74 Unemployment rate 15-74	16,4
Učešće stanovništva 15-64 godina Share of population from 15 to 64 years of age	68,4

Macro Economic Indicators - Tourism Statistics

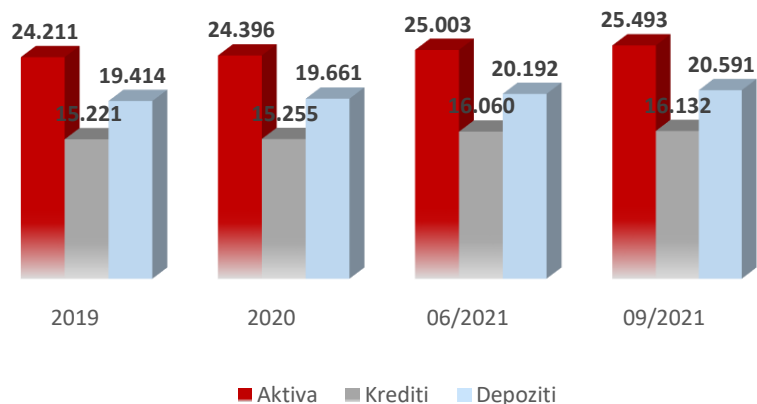
TOURISM STATISTICS

- In December 2021 tourists realised 84,545 tourist arrivals in Bosnia and Hercegovina which represent the increase by 25.1% as compared to November 2021 and increase by 113.6% as compared to December 2020. Tourists realised 469,567 tourist nights which represent the increase by 15.4% as compared to November 2021 and increase by 109.5% as compared to December 2020. Domestic tourists share of total number of overnight stays was 43.4% and foreign tourists share was 56.6%.
- The number of domestic tourist nights increased by 6.6% as compared to November 2021 and increased by 45.0% as compared to December 2020. Foreign tourist nights increased by 23.3% as compared to November 2021 and increased by 217.9% as compared to December 2020.
- Concerning the structure of foreign tourist nights in December 2021, the most of them (66.3%) were realized by tourists from: Croatia (19.4%), Serbia (18.7%), United Arab Emirates (11.8%), Slovenia (7.3%), Germany (4.8%) and Austria (4.3%). Tourists from other countries realized 33,7% of tourist nights.
- Regarding the average detention of foreign tourist stays in our country on the first place comes: Iceland with average stay by 14.0 nights, Iran with 7.7 nights, South Africa with 4.9 nights, New Zealand with 4.3 nights and Malta and Kuwait by with 4.2 nights.
- Available rooms, apartments and camping sites for tourists in Bosnia and Hercegovina in December 2021 amounted to 17,247 which is 15.4% increase compared to December 2020. Number of available beds was 37,406 beds, which is increase by 16.8%, compared to the same month of 2020.
- In December 2021, in the activity - Hotels and similar accommodation, number of rooms and apartments available to tourists amounted to 15,861, which is an increase of 14.8% compared to December 2020., and number of available beds amounted to 33,041 which is an increase of 15.9%, compared to the same month of the previous year.
- Net occupancy rate of rooms was 19.8% and permanent beds it was 15.7% in December 2021 , while in December 2020, net occupancy rate of rooms was 11.5% and of permanent beds 9.2%.
- According to the type of accommodation facility the highest number of nights was recorded in Hotels and similar accommodation with share of 94,8%

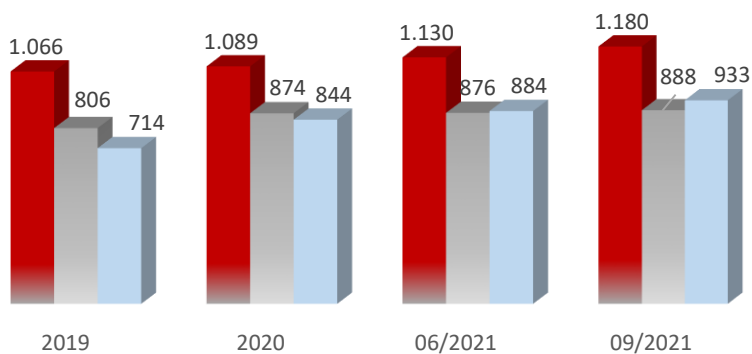


Banking Sector Position

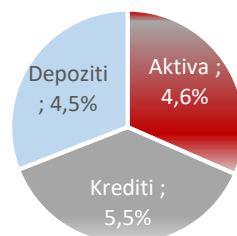
FBiH Sector (M BAM)



ZiraatBank BH (M BAM)



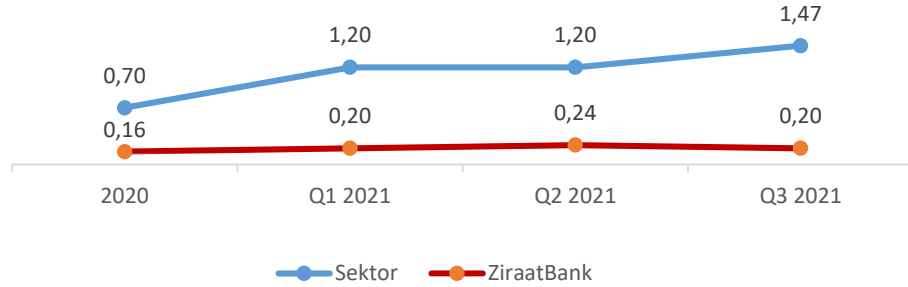
Market Shares Q3



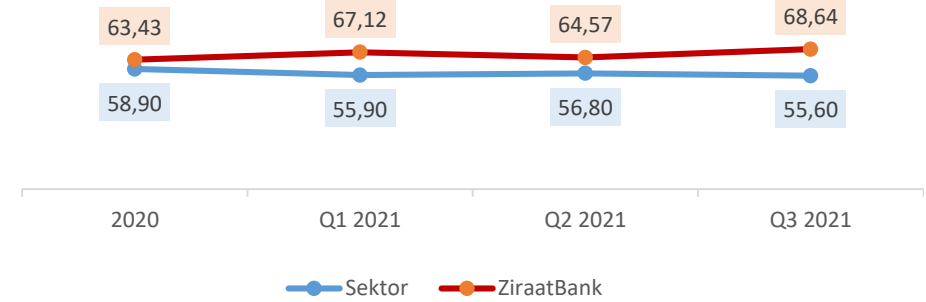
- Total net assets at the level of the banking sector in FBiH from 30.09.2021. is 25.5 billion KM and 490 million KM or 1,96% higher than at the 30.06.2021. Also in ZiraatBank BH d.d. net assets as of 30.09.2021 amount to BAM 1.180 million KM and are 50 million KM or 4.4% higher than at the 30.06.2021.
- Total loans at the level of the banking sector in FBiH from 30.09.2021. amount to 16.1 billion KM and 72 million BAM or 0.4% bigger than at the 30.06.2021, while in ZiraatBank BH d.d. net loans from 30.09.2021 amount to 888 million BAM and 12 million BAM or 1.4% are higher compared to the 30.06.2021.
- Total deposits at the level of the banking sector of FBiH from 30.09.2021 amount to 20.6 billion BAM and by 399 million BAM or 2.0% are higher compared to the 30.06.2021, while in ZiraatBank BH d.d. In the same period, the amount of deposits amounted to 933 million BAM and by 49 million BAM or 5.5% are higher compared to the 30.06.2021.

Banking Sector Position

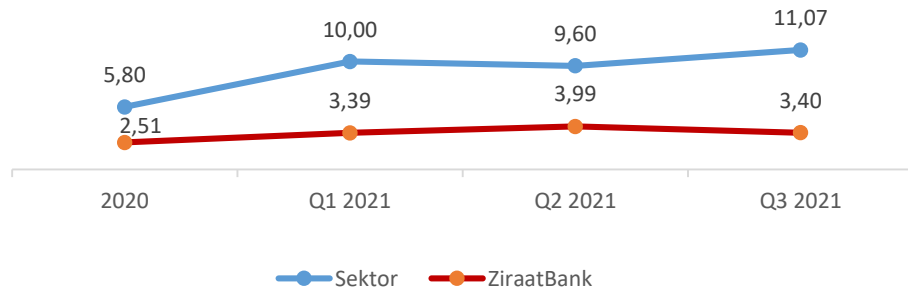
ROA (%)



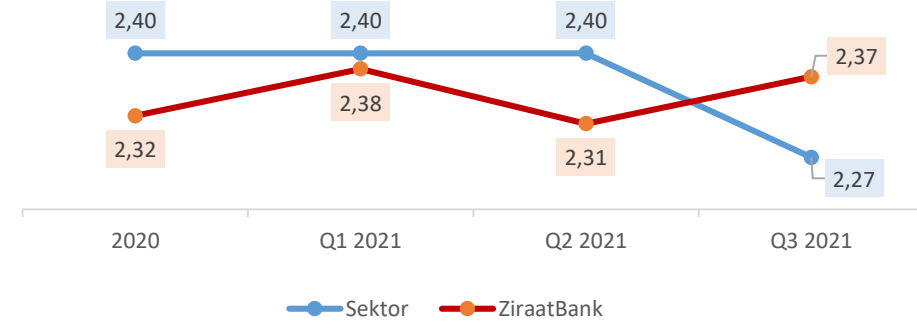
CIR (%)



ROE (%)

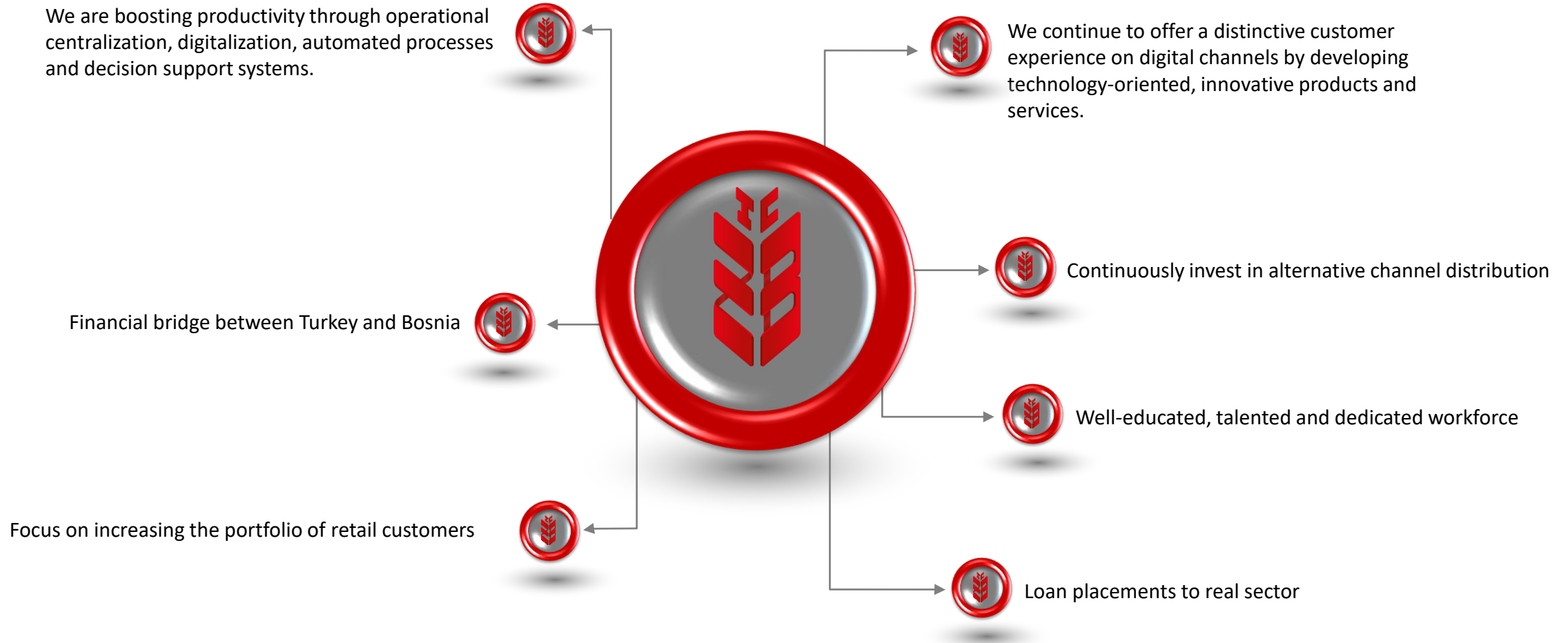


NIM (%)



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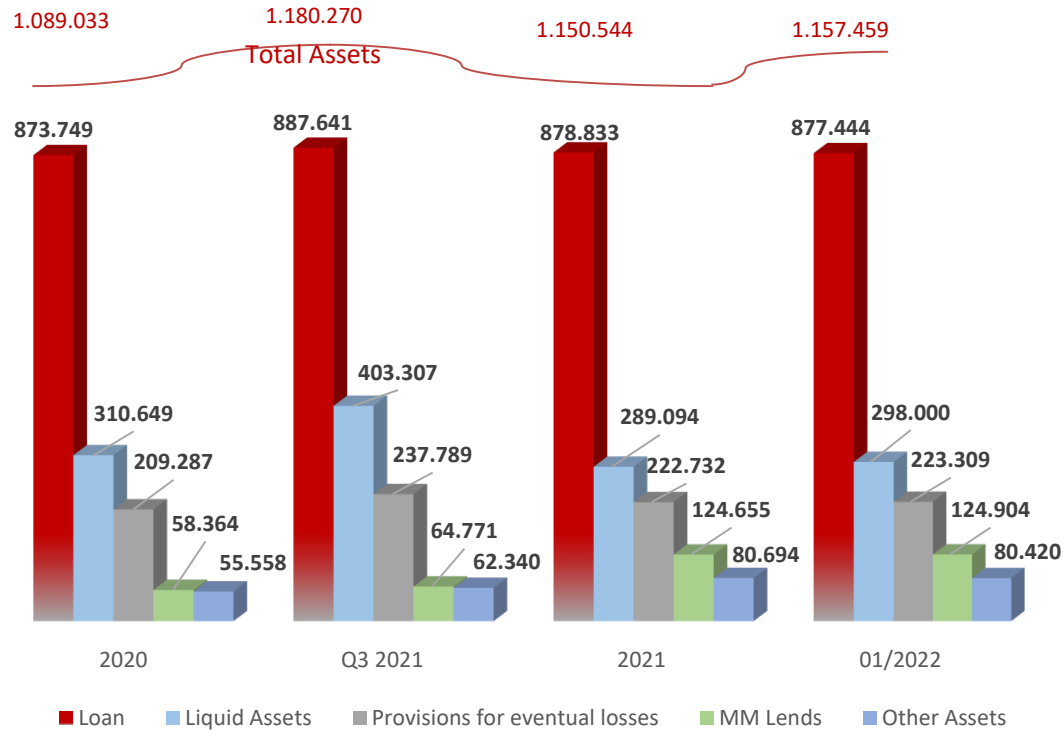
Strategic Plan



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Assets Composition

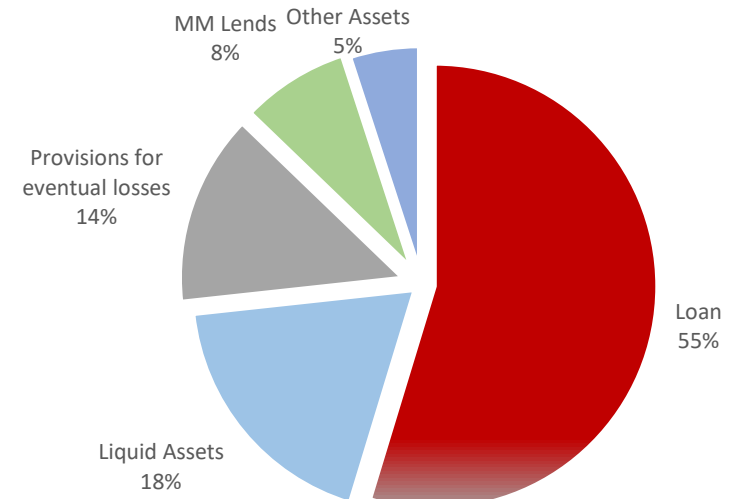
Successfully diversifying asset base (000 BAM)



Growth prospects in line with strategies

- ✓ Total assets grew 31.01.2022 o 31.12.2021 by 0,6%, Q3 2021 o Q3 2021 vs sector by 4,6%
- ✓ Total loans fall by 31.01.2022 o 31.12.2021 by -0,15%, Q3 2021 o Q3 2021 vs sector by 5,5%
- ✓ Strong focus to finance the Commerce and Manufacturing Sectors.
- ✓ BAM and *Other values are equally denominated on balance sheet (BAM assets 50% of total assets, other values 50% of total assets) - 95% of other values is EUR currency index loans

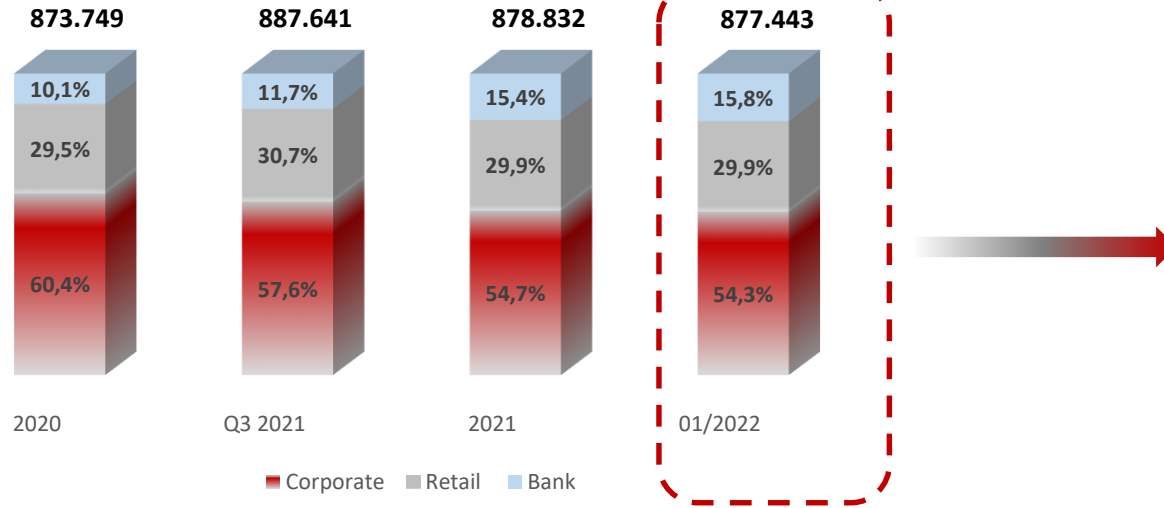
Composition of assets 2020 (%)



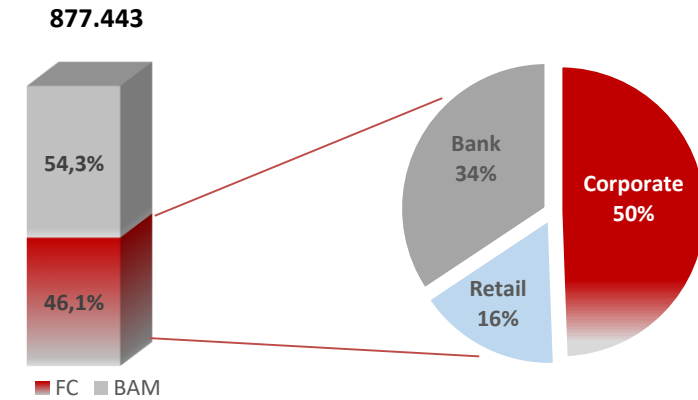
Loan Composition

792.873 756.504

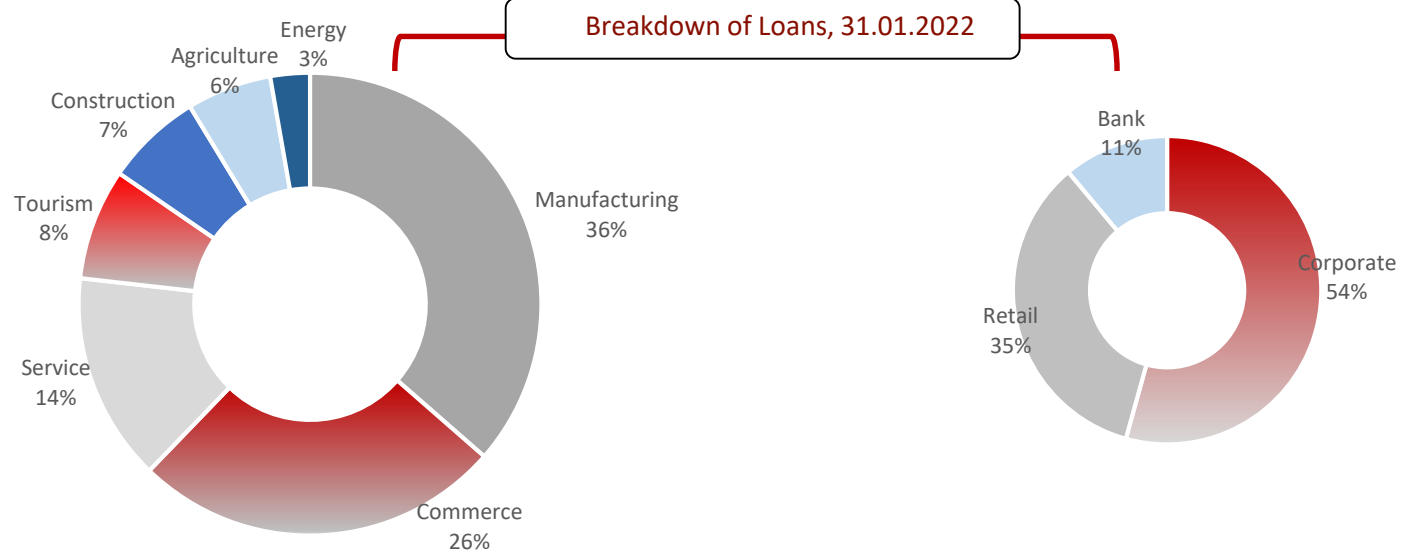
Loan portfolio by customer segmentation (%)



Currency breakdown of loans 31.01.2022 (%)

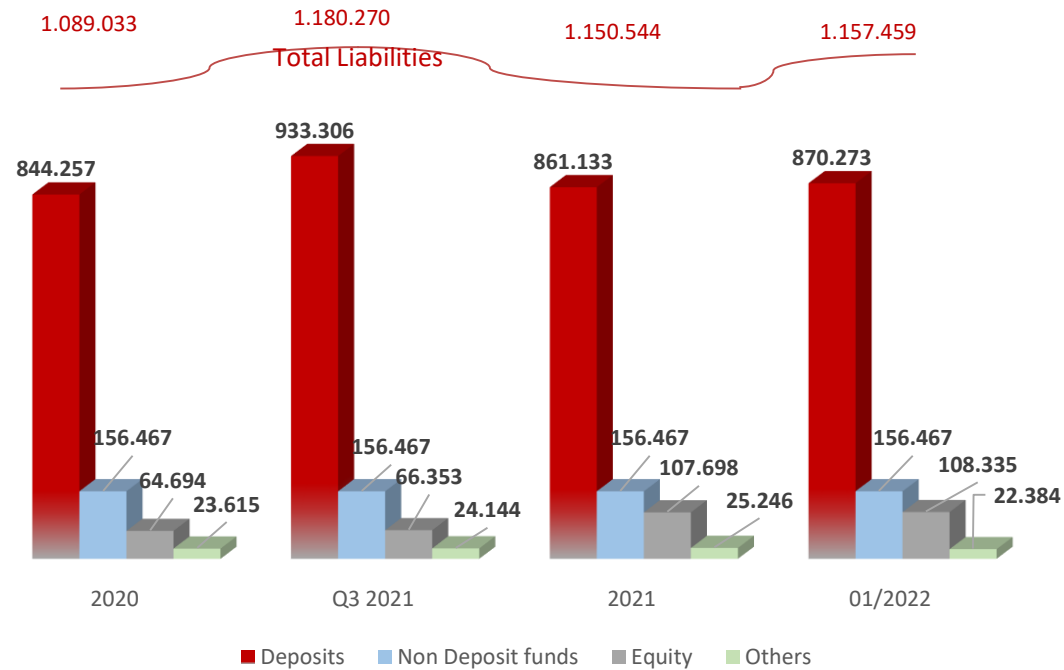


* 95% of other values is EUR currency index loans

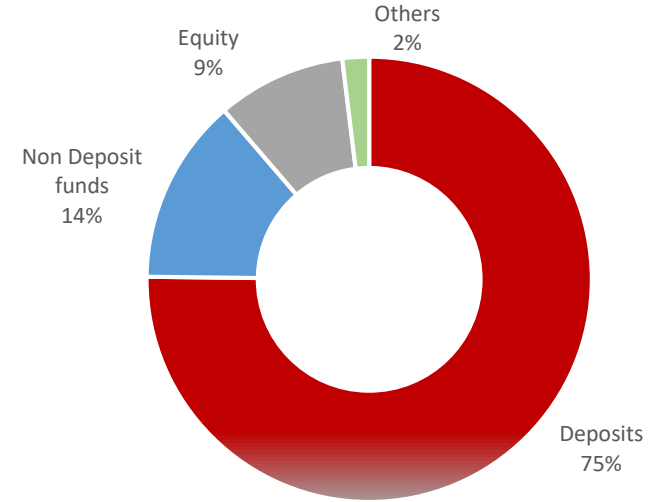


Liabilities Composition

Composition of liabilities (000 BAM)



Composition of liabilities 31.01.2022 (%)

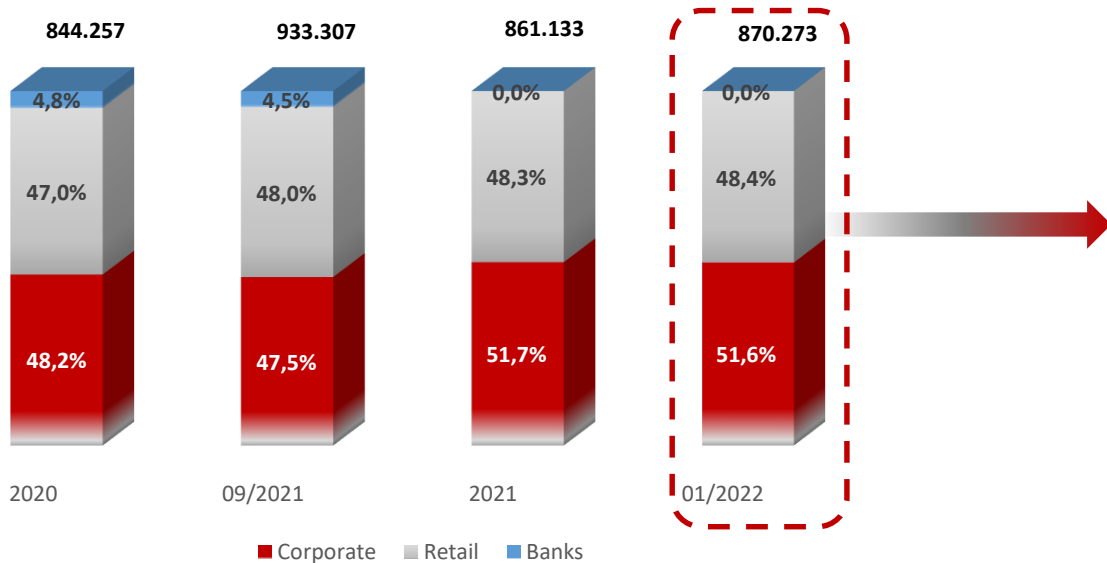


Story about growing

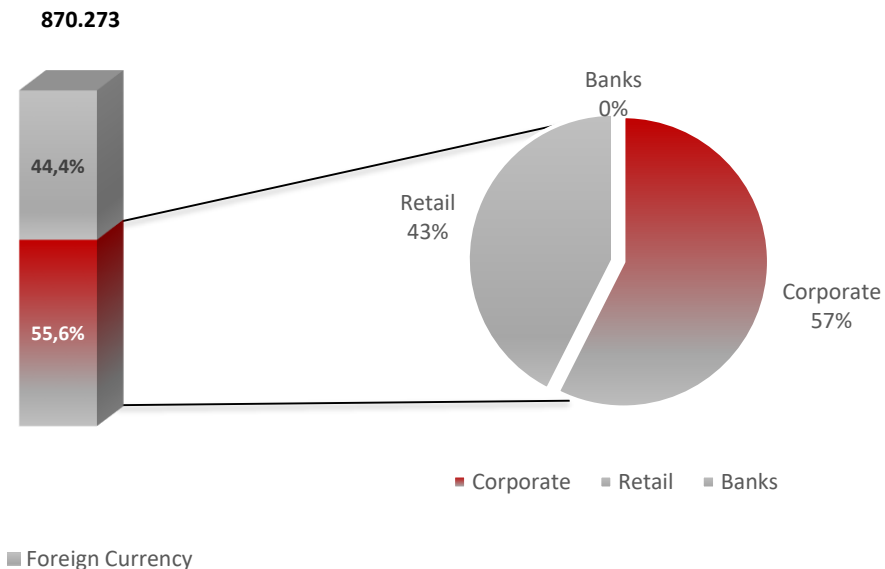
- ✓ Total deposits grew 31.01.2022 o 31.12.2021 by 1,1%, Q3 2021 o Q3 2021 vs sector by 4,5%
- ✓ Substantially all Bank deposits are insured up to the applicable limits set by the Deposit Insurance Agency up to 50.000 BAM.

Diversified and widespread deposit base

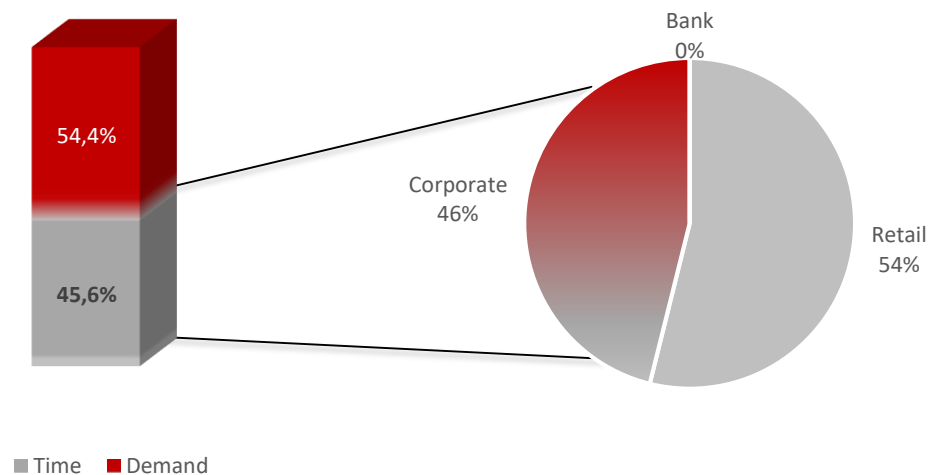
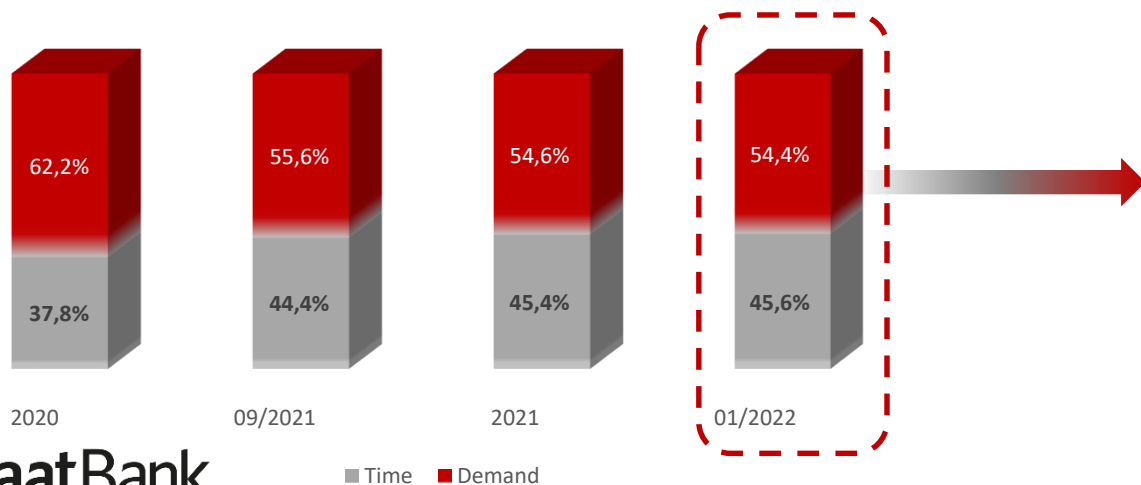
Deposits by customer segmentation (%)



Currency breakdown of deposits 2020 (%)

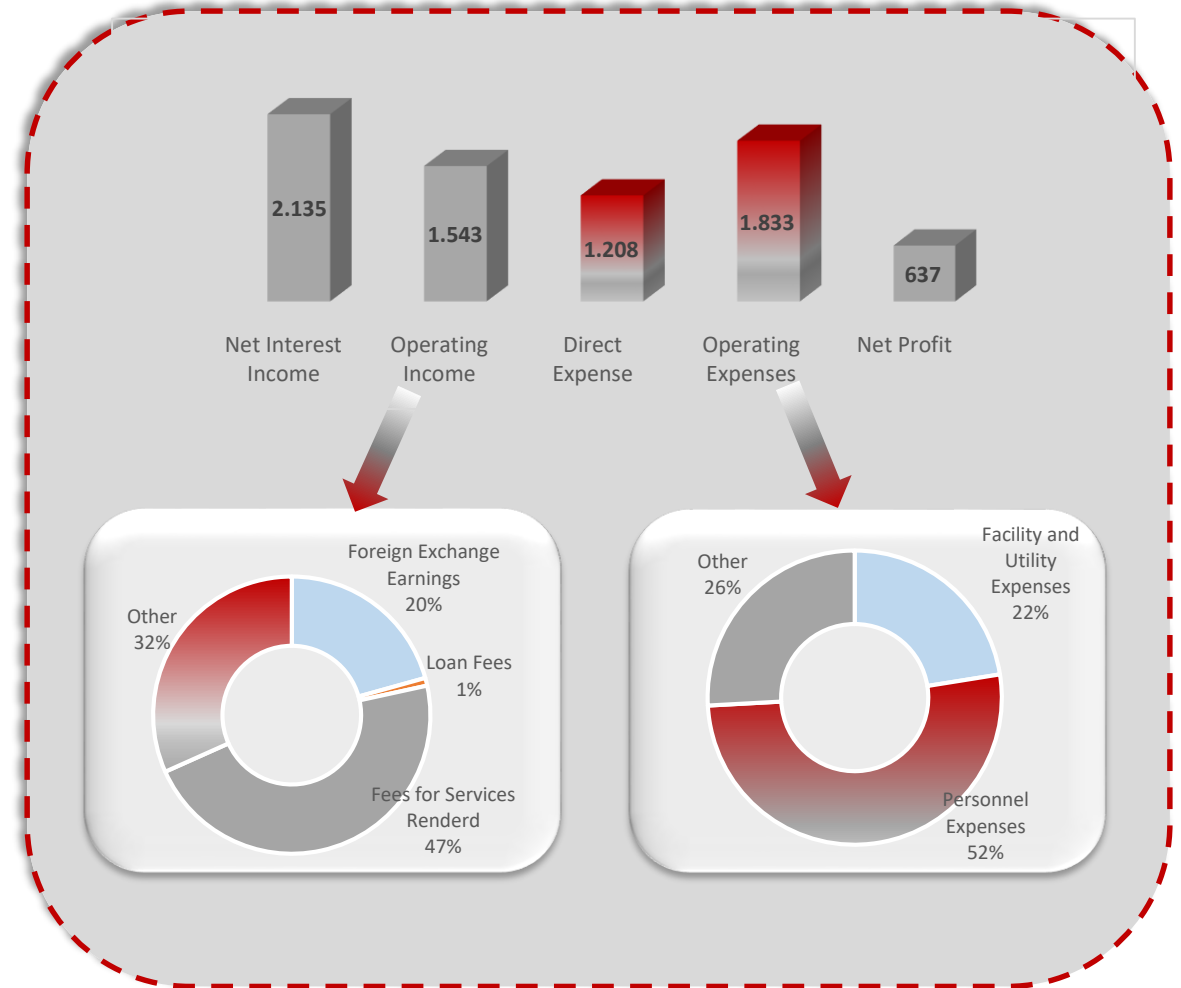
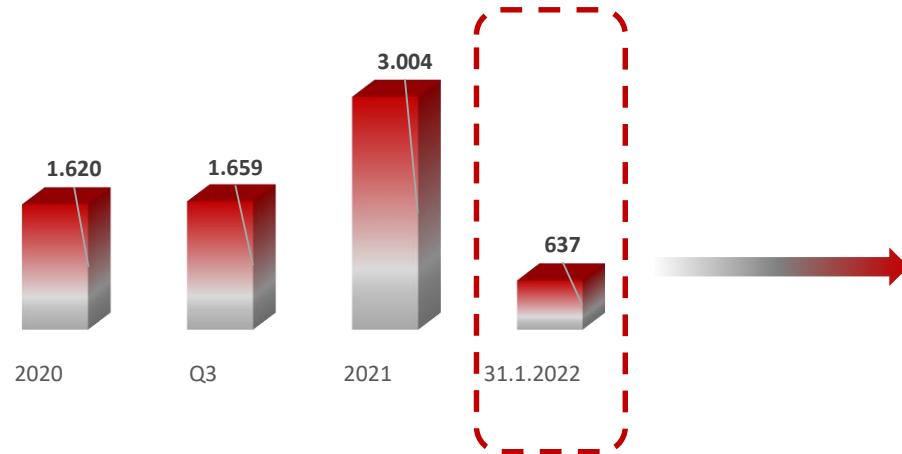


Demand vs Time deposits 2020 (% of total)



Profitability

Net Profit (BAM K)



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Balance Sheet Summary

(000) BAM	2020	31.01.2021	31.12.2021	31.01.2022	% Change 01/2022 - 01/2021	% Change 21o20
Cash and cash equivalents and deposits held with other inst.	310.649	301.280	285.079	289.094	-4,0%	-8,2%
Cash and non interest dep accounts	234.027	235.651	135.333	127.727	-45,8%	-42,2%
Interest dep. account	76.622	65.629	149.746	161.367	145,9%	95,4%
Placements with banks	58.364	73.243	124.693	124.655	70,2%	113,6%
Loans and receivables	873.749	868.274	898.528	878.833	1,2%	2,8%
Loans	699.146	692.790	702.815	698.941	0,9%	0,5%
Receivables	174.603	175.484	195.713	179.892	2,5%	12,1%
Other Assets	55.558	54.536	85.446	80.694	48,0%	53,8%
Provisions for eventual losses	209.287	210.691	238.574	222.732	5,7%	14,0%
TOTAL ASSETS	1.089.033	1.086.642	1.155.172	1.150.544	5,9%	6,1%
DEPOSITS	844.257	844.076	862.859	861.133	2,0%	2,2%
Interest deposits	523.329	502.910	466.381	466.216	-7,3%	-10,9%
Non interest deposits	320.928	341.166	396.478	394.917	15,8%	23,5%
Loans and other borrowings	97.792	97.792	97.792	97.792	0,0%	0,0%
Subordinated dept	58.675	58.675	58.675	58.675	0,0%	0,0%
Total Equity	64.694	63.997	108.141	107.698	68,3%	67,2%
Others	23.615	22.102	27.705	25.246	14,2%	17,3%

Income Statement Summary

(000) BAM	31.12.2020	31.01.2021	31.12.2021	31.01.2022	% Change 01/2022 - 01/2021	% Change 21o20
Net interest income	23.566	1.861	26.210	2.135	14,7%	11,2%
Interest income	32.398	2.618	35.412	2.773	5,9%	9,3%
Interest expense	8.832	757	9.202	638	-15,7%	4,2%
Operating income	20.806	1.137	16.237	1.543	35,7%	-22,0%
Total non interest expense	42.662	3.695	39.376	3.041	-17,7%	-7,7%
Business and direct expenses	16.991	1.685	12.512	1.208	-28,3%	-26,4%
Operating expense	25.671	2.010	26.864	1.833	-8,8%	4,6%
Income tax	90	0	67	0	0,0%	-25,6%
Net profit	1.620	-697	3.004	637	-191,4%	85,4%

Key Financial Ratios

(%)	2018	2019	2020	2021	31.01.2022
ROAA	-3,55%	0,13%	0,16%	0,26%	0,65%
ROAE	-21,07%	0,74%	2,51%	4,15%	6,92%
Net Interest income / Total Net Asset (NIA)	-1,73%	1,67%	1,03%	1,58%	1,44%
Loans/Deposits	109,00%	112,87%	103,49%	102,06%	100,82%
Loans/Assets	71,74%	75,61%	80,23%	76,38%	75,81%
Deposits/Assets	65,82%	66,99%	77,52%	74,85%	75,19%
Net interest income / Total operative income	79,17%	73,80%	58,23%	68,73%	67,01%
Net fee and commission Revenue / Total operating income	15,88%	19,81%	18,09%	21,96%	18,83%
Non-interest income / Total average assets	1,28%	1,37%	2,04%	1,43%	1,57%
Net interest income / Total average asset	3,49%	2,70%	2,32%	2,31%	2,17%
Cost / Income Ratio	62,24%	68,50%	63,43%	70,44%	57,53%
# of					
Branches	32	32	32	32	32
Employees	332	311	310	297	297
ATMs	55	66	66	67	69

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