

Isbank

3Q24 Earnings review

TP revised to TRY17.65 from TRY18.52

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Isbank posted TRY5,534mn net income (-63% QoQ) in its 3Q24 bank-only financial statements. This is below our TRY6,046mn call and the TRY6,758mn RT consensus estimate by 8% and 18%, respectively. 9M profit of TRY34,685mn fell 33% YoY. 9M ROAE weakened to 20.5% from 27.8% in 6M24, vs. the budgeted ~30%.

The main drivers of deviation from the estimated figures are: a negative surprise in NII, a trading gain, other income and a positive surprise in subsidiary income and ECL.

Isbank reversed TRY3bn of free provisions. Net interest income fell to a record low of TRY1bn with a sharp 88% quarterly decline. Soaring OPEX and ECL significantly dented profitability, and the bank reported a net operating loss of TRY5.5bn. Subsidiary income also fell by 39% quarterly to TRY7.6bn. On the positive side, the bank reported a TRY5.3bn trading gain, vs. a trading loss of TRY6.8bn in 2Q24. TRY3.4bn deferred tax income also supported profitability.

For FY24, the bank made no changes to its budget, and there is a downside risk to the ~30% ROAE and ~2% NIM guidance, and an upside risk to the fee and commission income growth expectation.

There should be a negative market reaction to the results. We have revised our target price to TRY17.65 from TRY18.52 due to downward revisions to our earnings estimates for 2024-2027E. Our new TP offers 55% upside potential. We maintain our "Outperform" recommendation. For 2024, we model a 20% earnings decline YoY. The bank is trading at a 2025E P/E of 3.0x and P/E of 0.71x (3% discount to peers) with a ROTE of 26.6%.

Sharp quarterly decline in NII, downside risks to margins. The bank is negatively differentiated with a sharp 88% quarterly decline in net interest income. Margins adjusted for swap costs remained constant quarterly at -0.9% and are the weakest among its competitors. (GARAN: 3.3% AKBNK: 2.2%, YKBK: 0.3%).

Swap funding costs plunged by 63% QoQ to TRY6.8bn while the CPI contribution rose by a limited 3% to TRY14.6 bn due to the different valuation method. Margins are expected to reach 2.0%-3.0% at the beginning of 2025.

Annual fee income growth above its competitors. The fee income growth rate increased from 11% in 2Q24 to 13%. On an annual basis, it reached 155%, above the budget. (AKBNK: 148%, GARAN: 168%, YKBK: 145%). The fee to OPEX ratio weakened to 77.6% in 9M24 from 80% in 6M24.

Rating	Outperform
Target price (TRY)	17.65
Upside	55%
Previous rating	Outperform
Previous target price (TRY)	18.52

	TRY	US\$
Close	11.37	0.33
BIST 100	8,664	253
US\$/TRY (CBT Bid Rate):	34.22	
52 Week High:	17.77	0.54
52 Week Low:	7.60	0.27
Bloomberg Ticker:	ISCTR.TI	

Number of Shares (Mn):	25,000
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	(TRY Mn)	(US\$ Mn)
Current Mcap:	284,250	8,306
Free Float Mcap:	88,117	2,575
Avg. Daily Volume:	4,767	124

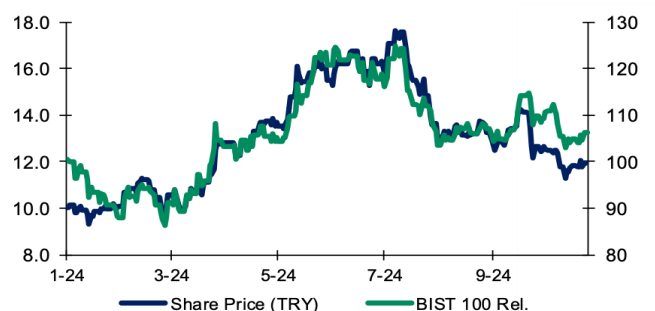
Expectations (TRY mn)	Actual	Seker	Diff.	Cons.	Diff.
Net income	5,534	6,046	-8%	6,758	-18%

	2Q24	3Q24	QoQ	3Q23	YoY
Net income (TRY mn)	15,103	5,534	-63%	20,548	-73%

Forecasts (TRY mn)	2021A	2022A	2023A	2024E	2025E
Net income	13,468	61,538	72,265	57,508	95,584
BV	86,839	191,376	267,797	318,079	403,038

Valuation	2021A	2022A	2023A	2024E	2025E
P/E (x)	2.4	2.1	3.2	4.9	3.0
P/BV (x)	0.37	0.67	0.87	0.89	0.71
ROAA	1.8%	5.3%	3.7%	2.0%	2.5%
ROTE	17.6%	44.5%	31.6%	19.7%	26.6%

Returns (%)	1M	3M	6M	12M	YtD
TRY Return:	-10.2	-23.5	-17.2	39.1	24.8
US\$ Return:	-10.5	-26.0	-21.8	15.1	7.2
BIST 100 Relative:	-5.6	-7.5	-1.8	23.8	7.6



- **Strong TL loan growth.** QoQ growth in TL loans accelerated to 9.6% QoQ from 6.7% in 2Q24. This is above the 6.4% QoQ growth among private banks. FC loans (in \$ terms) rose by 4.5% QoQ (P.B: +6.6%). The bank gained 30 basis points of market share in TL loans on a QoQ basis. YtD growth in TL loans was 32.6%, slightly above the 30.4% growth for private banks. ~50% and 5% growth is modeled for TL and FC loans for 2024.

Solid mortgage loan growth. Total consumer loan growth increased from 8.7% QoQ in 2Q24 to 10.5% QoQ. Mortgage loans rose visibly, from 10.8% QoQ in 2Q24 to 20.3% QoQ. Auto loans fell by 10.2% QoQ. The growth rate of GPLs slowed down from 5.3% QoQ in 2Q24 to 3.8% QoQ. installment loan growth increased from 6.4% QoQ to 13.4% QoQ. Credit card growth increased from 6.5% QoQ in 2Q24 to 10.7% QoQ.

- **Slowdown in TL deposits, slight market share gains in demand deposits.** TL deposits increased by 10.8% QoQ (P.B: +7.9%) after a sharp increase of 22.5% QoQ in 2Q24. The FX side rose by 7% QoQ (P.B: 5.9%). TL and FX market shares rose by 20 and 40 basis points quarter-on-quarter to 10.2% and 13.7%, respectively.

TL loan-deposit ratio eased by 90 basis points QoQ to 86%. On the positive side, the weight of demand deposits in total deposits rose by 110 bps QoQ to 40.8%, above the sector average of 35%. Market share also rose by 30 basis points on a quarterly basis to 13.3%.

Continued market share gains at KKM. KKM fell by 21.8% on a quarterly basis. (Sector: -25% QoQ). Its weight in TL deposits fell by 730 basis points to 17.6%. The bank's KKM market share increased by 50 basis points on a quarterly basis to 13.2%.

- **Rapid rise in new NPL (net) formation.** Despite the TRY1.5bn write-off, the NPL ratio rose by 10 basis points on a quarterly basis to 1.9% (Budget: ~2%) New NPL additions (net) soared to TRY5.83bn from TRY2.28bn. Total cumulative CoR (net) (including currency impact) increased to 104 basis points from 60 basis points and is in line with the budget expectation of 100 basis points. Excluding the currency impact, it is at 94 basis points. (AKBNK: 87 basis points, GARAN: 65 basis points, YKBANK: 23 basis points).

Slight rise in total coverage rate. The Stage 2 expected coverage rate increased by 40 basis points quarterly to 14%, while Stage 3 coverage fell by 130 basis points to 73.2%. The total loan coverage rate increased by 10 basis points to 2.9%. (AKBNK: 3.2%, GARAN: 3.9%, YKBANK: 3.7%). The weight of Stage 2 loans in total loans fell by 10 basis points quarterly to 8.4%.

- **Annual increase in operating expenses is well behind its competitors.** The bank's operating expenses rose sharply by 30% on a quarterly basis. The annual increase rate is at 62%, the lowest level among banks that have announced their financials so far. The C/I ratio increased to 83.2% from 76.9% (AKBNK: 56%, GARAN: 37%, YKBANK: 57.7%). An increase in the average CPI level is budgeted for 2024.

- **Limited recovery in capital adequacy ratio.** The bank's CAR and Tier 1 capital adequacy ratios recovered slightly by 30 and 20 basis points on a quarterly basis, rising to 18% and 15.1%.

Figure 1: Summary balance sheet

(Bank-only, TRYmn)	9M23	6M24	9M24	QoQ	YoY	YtD		
Cash and cash equivalents	459,134	574,028	689,087	20.0%	50.1%	21.6%	663,002	17.0%
Cash and CBT	424,680	503,309	593,530	17.9%	39.8%	13.4%	581,322	11.0%
Banks	34,714	71,069	95,924	35.0%	176.3%	121.7%	82,085	89.7%
Money markets	0	0	0	n.a	n.a	n.a	0	n.a
Security portfolio	413,365	572,201	614,365	7.4%	48.6%	30.0%	660,892	39.9%
Financial Assets at Fair Value Through P&L	19,373	27,947	32,186	15.2%	66.1%	38.3%	32,279	38.7%
Financial Assets at Fair Value Through Other Comprehensive Income	229,226	302,578	334,094	10.4%	45.7%	32.0%	349,477	38.1%
Financial Assets Measured at Amortised Cost	164,766	241,676	248,085	2.7%	50.6%	26.6%	279,136	42.4%
Derivative Financial Assets	22,917	18,562	17,761	-4.3%	-22.5%	-6.4%	21,439	13.0%
Performing loans	993,745	1,420,955	1,551,309	9.2%	56.1%	35.2%	1,641,203	43.0%
TRY loans	612,962	889,945	975,413	9.6%	59.1%	32.6%	981,164	33.4%
FC loans	380,783	531,010	575,896	8.5%	51.2%	39.8%	613,316	48.9%
FC loans (in \$)	13,910	16,169	16,893	4.5%	21.4%	20.6%	18,675	33.3%
Loans	1,013,429	1,446,543	1,581,199	9.3%	56.0%	34.9%	1,670,757	42.5%
TRY loans	632,546	915,407	1,005,165	9.8%	58.9%	32.2%	1,057,295	39.1%
FC loans	380,883	531,137	576,035	8.5%	51.2%	39.8%	613,463	48.9%
Non-performing loans	19,684	25,588	29,890	16.8%	51.9%	19.9%	29,554	18.6%
Expected Credit Loss	35,143	40,796	46,370	13.7%	31.9%	22.1%	47,120	24.1%
12 Month Expected Credit Loss (Stage I)	4,301	4,875	5,646	15.8%	31.3%	29.3%	5,631	29.0%
Significant Increase In Credit Risk (Stage II)	14,775	16,657	18,650	12.0%	26.2%	28.0%	19,239	32.0%
Credit Impaired Losses (Stage III/Special Provision)	15,898	19,066	21,877	14.7%	37.6%	16.2%	22,021	16.9%
Total assets	2,078,622	2,886,231	3,197,231	10.8%	53.8%	30.3%	3,333,597	35.9%
Deposits	1,459,772	1,848,702	2,050,380	10.9%	40.5%	23.4%	2,135,251	28.5%
TRY deposits	714,871	1,025,199	1,135,452	10.8%	58.8%	28.9%	1,240,491	40.9%
FC deposits	744,901	823,503	914,928	11.1%	22.8%	17.1%	951,146	21.7%
FC deposits (in \$)	27,211	25,075	26,839	7.0%	-1.4%	0.9%	28,962	8.9%
Funds borrowed	95,528	169,149	186,960	10.5%	95.7%	54.8%	195,367	61.8%
MM	50,465	271,036	336,651	24.2%	567.1%	173.3%	313,046	154.1%
Securities issued	52,358	66,427	70,894	6.7%	35.4%	3.5%	76,723	12.0%
Leasing debts	3,125	5,117	5,273	3.0%	68.7%	61.4%	5,911	80.9%
Subordinated debt	48,239	44,485	45,324	1.9%	-6.0%	13.7%	51,380	28.9%
Shareholder's equity	221,708	285,498	290,554	1.8%	31.1%	8.5%	329,751	23.1%
Total liabilities	2,078,622	2,886,231	3,197,231	10.8%	53.8%	30.3%	3,333,597	35.9%

Source: Bank financials, Seker Invest Research

Figure 2: Summary income statement

(Bank-only, TRYmn)	3Q23	2Q24	3Q24	QoQ	YoY	Sep-23	Sep-24	YoY
Interest income	58,237	125,152	144,109	15.1%	147.5%	140,836	372,110	164.2%
Loans	37,105	82,784	94,259	13.9%	154.0%	92,894	248,333	167.3%
Reserve deposits	274	7,780	11,427	46.9%	4066.8%	538	22,793	4140.1%
Banks	224	694	1,155	66.2%	414.5%	540	2,272	320.9%
Securities	20,337	33,833	37,173	9.9%	82.8%	46,534	98,420	111.5%
Interest expense	42,463	116,572	143,049	22.7%	236.9%	89,904	346,472	285.4%
Deposits	34,728	86,763	103,035	18.8%	196.7%	67,081	257,354	283.6%
Funds borrowed	1,995	3,509	5,632	60.5%	182.3%	4,708	11,890	152.6%
Money market	1,244	21,324	30,716	44.0%	2369.8%	4,625	62,878	1259.6%
Debt instruments	2,386	2,788	3,215	15.3%	34.8%	5,166	8,786	70.1%
Net interest income	15,774	8,580	1,060	-87.7%	-93.3%	50,932	25,638	-49.7%
Net fee and commission income	11,964	21,504	24,339	13.2%	103.4%	25,586	65,215	154.9%
Core revenues	27,738	30,084	25,399	-15.6%	-8.4%	76,517	90,853	18.7%
Dividend income	24	85	6	-92.5%	-72.9%	41	95	130.3%
Commercial profit gain/loss	4,873	-6,843	5,250	-176.7%	7.7%	13,314	-8,320	-162.5%
Other operating income	2,102	6,929	4,087	-41.0%	94.4%	11,206	18,404	64.2%
Gross operating income	34,736	30,255	34,741	14.8%	0.0%	101,078	101,032	0.0%
OPEX	18,661	25,405	33,073	30.2%	77.2%	51,973	84,018	61.7%
PPOP	16,075	4,850	1,668	-65.6%	-89.6%	49,105	17,014	-65.4%
Expected Credit Loss	1,444	5,009	7,116	42.0%	392.9%	10,799	16,436	52.2%
General Provisions	972	1,995	2,950	47.9%	203.5%	5,628	6,424	14.1%
Non Performing Loans (Stage III/Special Provision)	471	3,015	4,165	38.1%	784.3%	5,171	10,012	93.6%
Other provisions	0	0	2	980.5%	446.9%	314	3	-99.2%
Personnel Expense	7,019	10,187	14,142	38.8%	101.5%	18,662	33,870	81.5%
Other OPEX	11,642	15,218	18,931	24.4%	62.6%	33,311	50,148	50.5%
Net operating income	14,631	-160	-5,449	3307.3%	-137.2%	37,992	576	-98.5%
Income/loss from inv. under equity	8,309	12,435	7,563	-39.2%	-9.0%	21,875	27,781	27.0%
Net operating income	22,940	12,275	2,113	-82.8%	-90.8%	59,867	28,356	-52.6%
Tax provision	2,392	-2,828	-3,420	21.0%	-243.0%	7,821	-6,328	-180.9%
Net profit	20,548	15,103	5,534	-63.4%	-73.1%	52,046	34,685	-33.4%

Source: Bank financials, Seker Invest Research

Figure 3: Balance sheet ratios

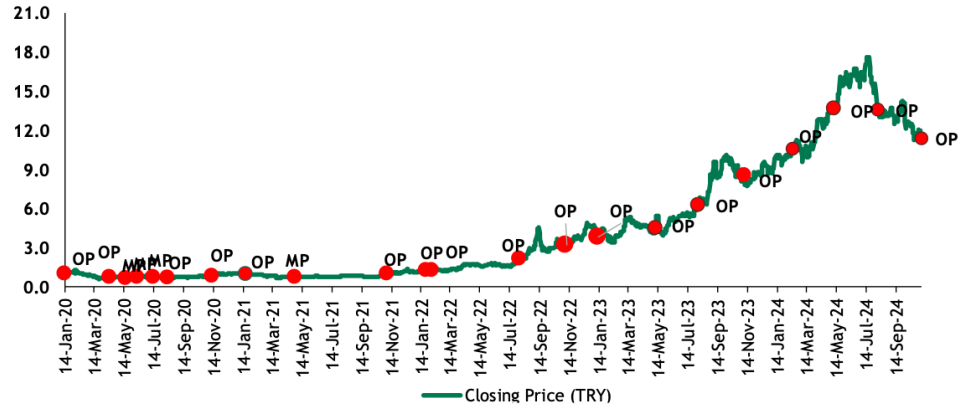
Balance sheet structure (as % of total assets)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Liquid Assets	34%	31%	33%	1.7%	-1.0%	-1.3%
Securities	20%	20%	19%	-0.6%	-0.7%	0.0%
Loans	48%	49%	49%	-0.7%	0.7%	1.8%
Deposits	70%	64%	64%	0.1%	-6.1%	-3.6%
Funds borrowed	5%	6%	6%	0.0%	1.3%	0.9%
MM borrowing	2%	9%	11%	1.1%	8.1%	5.5%
Securities issued	3%	2%	2%	-0.1%	-0.3%	-0.6%
Equity	11%	10%	9%	-0.8%	-1.6%	-1.8%
IEA	69%	72%	71%	-0.8%	1.4%	3.0%
Securities portfolio mix	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Financial Assets at Fair Value Through P&L	5%	5%	5%	0.4%	0.6%	0.3%
Financial Assets at Fair Value Through Other Comprehensive Income	55%	53%	54%	1.5%	-1.1%	0.8%
Financial Assets Measured at Amortised Cost	40%	42%	40%	-1.9%	0.5%	-1.1%
Loan mix (as % of total loans) (Consumer+ Commercial instalment)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Mortgage loans	4.0%	3.7%	4.1%	0.4%	0.1%	0.4%
Auto loans	2.3%	1.2%	1.2%	0.0%	-1.1%	-0.5%
GPLs	18.7%	18.6%	18.5%	-0.1%	-0.2%	-0.6%
Overdraft	2.2%	2.7%	2.9%	0.2%	0.8%	0.8%
Credit Cards	17.6%	19.9%	20.2%	0.3%	2.6%	1.3%
Corporate, Commercial and SME	55.2%	53.9%	53.1%	-0.9%	-2.1%	-1.3%
Funding structure	3Q23	2Q24	3Q24	QoQ	YoY	YtD
LDR	68%	77%	76%	-1.2%	7.6%	6.6%
TRY LDR	86%	87%	86%	-0.9%	0.2%	2.4%
FC LDR	51%	64%	63%	-1.5%	11.8%	10.2%
Demand deposits/Deposits	42%	39.7%	40.8%	1.1%	-1.1%	2.3%
Time deposits/Deposits	58%	60%	59%	-1.1%	1.1%	-2.3%
Asset quality	3Q23	2Q24	3Q24	QoQ	YoY	YtD
NPL Ratio	1.9%	1.8%	1.9%	0.1%	-0.1%	-0.2%
Stage 1 Coverage	0.5%	0.4%	0.4%	0.0%	-0.1%	0.0%
Stage 2 Coverage	15.7%	13.6%	14.0%	0.4%	-1.7%	-0.5%
NPL coverage	80.8%	74.5%	73.2%	-1.3%	-7.6%	-2.4%
ECL % of PPOP	9.0%	103.3%	426.5%	323.2%	417.5%	390.2%
ECL % of RWA	0.4%	1.0%	1.4%	0.4%	1.0%	0.0%
Specific CoR (gross)	0.19%	0.89%	1.12%	0.2%	0.9%	-0.9%
Specific CoR (Net)	-0.43%	0.11%	1.12%	1.0%	1.6%	-0.2%
Total CoR (gross)	0.60%	1.48%	1.92%	0.4%	1.3%	0.0%
Total CoR (net)	-0.03%	0.70%	1.92%	1.2%	1.9%	0.7%
NPL/Equity	9%	9%	10%	1.3%	1.4%	1.0%
Stage 1 loans/Total loans	88.7%	89.8%	89.7%	-0.1%	0.9%	0.4%
Stage 2 loans/Total loans	9.3%	8.5%	8.4%	0.0%	-0.9%	-0.2%
Restructured/Stage 2	59.4%	47.6%	46.1%	-1.6%	-13.4%	-11.6%
Restructured loans/Total loans	5.5%	4.0%	3.9%	-0.1%	-1.6%	-1.1%
Total provisions/NPL	178.5%	159.4%	155.1%	-4.3%	-23.4%	2.8%
Total coverage/Gross Loans	3.5%	2.8%	2.9%	0.1%	-0.5%	-0.3%
Collections/New NPLs	150%	60%	34%	-26.1%	-116.1%	-4.9%
Collections/Pre-tax income	16%	28%	144%	115.8%	128.0%	123.8%
Capital adequacy and leverage	3Q23	2Q24	3Q24	QoQ	YoY	YtD
CET1	17.2%	14.9%	15.1%	0.2%	-2.2%	-3.0%
Tier I	17.2%	14.9%	15.1%	0.2%	-2.2%	-3.0%
CAR	20.9%	17.8%	18.0%	0.3%	-2.9%	-3.6%
Free Equity/Equity	-187%	-188%	-222%	-34.1%	-34.8%	-26.7%
Leverage	9.4	10.1	11.0	89.4%	162.8%	184.1%
Currency breakdown	3Q23	2Q24	3Q24	QoQ	YoY	YtD
TRY Loans/Loans	61.7%	62.6%	62.9%	0.2%	1.2%	-1.2%
FC Loans /Loans	38.3%	37.4%	37.1%	-0.2%	-1.2%	1.2%
TRY Deposits/Deposits	49.0%	55.5%	55.4%	-0.1%	6.4%	2.4%
FC Deposits/Deposits	51.0%	44.5%	44.6%	0.1%	-6.4%	-2.4%
TRY Securities/Securities	75.2%	72.0%	71.4%	-0.6%	-3.8%	-1.5%
FC Securities/Securities	24.8%	28.0%	28.6%	0.6%	3.8%	1.5%
Currency risk	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Net FC position	-159,060	-104,057	-83,230	20,827	75,830	34,964
Net FC position/Equity	-71.7%	-36.4%	-28.6%	7.8%	43.1%	15.5%

Source: Bank financials, Seker Invest Research

Figure 4: Profitability ratios (Quarterly)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
ROAA	4.1%	2.2%	0.7%	-1.46%	-3.42%	-2.89%
ROAE	44.0%	23.4%	7.9%	-15.45%	-36.14%	-29.46%
RoATE	45.2%	24.0%	8.2%	-15.88%	-37.05%	-30.24%
RoRWA	6.7%	3.1%	1.1%	-2.03%	-5.63%	-4.85%
PPOP Margin	1.6%	-1.0%	-1.4%	-0.44%	-2.95%	-2.23%
NIM	4.6%	1.8%	0.2%	-1.55%	-4.39%	-4.03%
NIM (Swap adj.)	3.6%	-2.0%	-1.1%	0.90%	-4.66%	-2.56%
NIM (Swap and CPI adj.)	-0.1%	-4.8%	-3.7%	1.06%	-3.61%	-1.81%
IEA yield	17.7%	27.9%	29.4%	1.55%	11.73%	6.68%
IBL cost	10.9%	21.9%	24.4%	2.52%	13.53%	9.58%
IEA-IBL spread	6.2%	4.9%	4.0%	-0.88%	-2.12%	-2.86%
Core spreads (TRY)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
TRY loan yield	20.9%	38.2%	40.3%	2.10%	19.37%	9.54%
TRY deposit cost	23.1%	42.3%	43.5%	1.22%	20.37%	13.59%
TRL loan-deposit spread	-1.8%	-2.9%	-2.3%	0.64%	-0.44%	-2.88%
Core spreads (FC)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
FC loan yield	9.3%	8.5%	8.9%	0.38%	-0.39%	-1.46%
FC deposit cost	0.6%	0.4%	0.4%	0.00%	-0.17%	-0.10%
FC loan-deposit spread	8.6%	8.0%	8.4%	0.38%	-0.21%	-1.35%
Core spreads (Blended)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Blended loan yield	16.2%	26.7%	27.9%	1.14%	11.68%	5.00%
Blended deposit cost	10.6%	20.7%	22.9%	2.14%	12.29%	8.04%
Blended loan-deposit spread	5.1%	5.0%	4.1%	-0.90%	-1.00%	-2.93%
Securities spreads (Blended)	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Blended securities yield	22.5%	26.6%	27.5%	0.94%	5.06%	3.98%
Blended deposit cost	10.6%	20.7%	22.9%	2.14%	12.29%	8.04%
Blended securities-deposit spread	10.7%	4.8%	3.8%	-1.06%	-6.96%	-3.79%
Breakdown of banking income	3Q23	2Q24	3Q24	QoQ	YoY	YtD
NII	45%	28%	3%	-25.31%	-42.36%	-44.00%
Fees (Net)	34%	71%	70%	-1.02%	35.62%	20.94%
Dividends	0%	0%	0%	-0.26%	-0.05%	-0.05%
Commercial profit /loss (net)	14%	-23%	15%	37.73%	1.08%	18.29%
Other operating income	6%	23%	12%	-11.14%	5.71%	4.82%
Interest income						
Loans/Interest Income	64%	66%	65%	-0.74%	1.69%	-3.91%
Securities/Interest Income	35%	27%	26%	-1.24%	-9.13%	-3.64%
Interest expense						
Deposits/Interest expense	82%	74%	72%	-2.40%	-9.76%	-11.85%
Funds Borrowed/Interest expense	5%	3%	4%	0.93%	-0.76%	0.39%
Efficiency ratios	3Q23	2Q24	3Q24	QoQ	YoY	YtD
Cost/Income	53.7%	84.0%	95.2%	11.23%	41.48%	36.16%
Costs/Loans	7.9%	7.7%	9.2%	1.50%	1.28%	1.42%
Cost/Assets	3.8%	3.7%	4.4%	0.71%	0.66%	0.80%
Fees (net)/Loans	5.0%	6.5%	6.7%	0.22%	1.69%	0.27%
Fees (net)/Assets	2.4%	3.1%	3.2%	0.10%	0.84%	0.23%
Fees (net)/OPEX	64.1%	84.6%	73.6%	-11.05%	9.48%	-9.61%

Source: Bank financials, Seker Invest Research

Historical Recommendation and Target Prices (TRY)



Source: Seker Invest Research

Date	Recommendation	Target Price (TRY)
22-Jan-18	Market Perform (MP)	7.43
08-Jun-18	Market Perform (MP)	7.01
02-Aug-18	Market Perform (MP)	6.33
08-Nov-18	Market Perform (MP)	4.62
17-Jan-19	Market Perform (MP)	4.92
11-Feb-19	Market Perform (MP)	5.98
07-Jun-19	Market Perform (MP)	5.50
09-Aug-19	Market Perform (MP)	6.59
14-Jan-20	Outperform (OP)	8.53
13-Apr-20	Outperform (OP)	5.83
18-May-20	Market Perform (MP)	5.56
10-Jun-20	Market Perform (MP)	5.42
13-Jul-20	Market Perform (MP)	6.14
10-Aug-20	Outperform (OP)	6.50
09-Nov-20	Outperform (OP)	7.20
18-Jan-21	Outperform (OP)	8.80
07-May-21	Market Perform (MP)	7.05
08-Nov-21	Outperform (OP)	8.30
20-Jan-22	Outperform (OP)	12.30
08-Feb-22	Outperform (OP)	12.90
08-Aug-22	Outperform (OP)	8.15
07-Nov-22	Outperform (OP)	13.65
12-Jan-23	Outperform (OP)	16.40
10-May-23	Outperform (OP)	17.10
01-Aug-23	Outperform (OP)	19.90
08-Aug-23	Outperform (OP)	21.30
06-Nov-23	Outperform (OP)	32.50
12-Jan-24	Outperform (OP)	38.95
10-May-24	Outperform (OP)	18.52
07-Aug-24	Outperform (OP)	18.52
04-Oct-24	Outperform (OP)	17.65

Source: Seker Invest Research

Basis for 12M Recommendations

- Outperform:** The total return is expected to exceed the return of the BIST-100 by more than 10%.
- Underperform:** The total return is expected to fall below the return of the BIST-100 by more than 10%.
- Market Perform:** The total return is expected to be in line with the return of the BIST-100.

Source: Seker Invest Research

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