



Investor Presentation

9M'16 Results

November, 2016

Executive summary

Structurally attractive Turkish Economy Underpinning A Dynamic Banking Sector

- Turkish market presents a strong opportunity among emerging markets thanks to large and growing economy energized by a highly attractive demographic profile
- In this macro backdrop, banking sector has a promising future, with growth opportunities implied by current product and volume penetration figures, and a profitability higher than that of emerging market peers

One of the Top Performing Banks in the Market

- QNB Finansbank is one of the strongest players in this market with 5th ranking across most categories among privately owned banks
- It has a very strong distribution network balanced between a branch footprint covering 99% of banking business in the market and best in market digital offerings
- It has shown strong financial performance beyond its scale even in most volatile market conditions driven by differentiation, adaptability and right people brought together

New Shareholder Opens a New Frontier to QNB Finansbank

- Recent acquisition by QNB positions QNB Finansbank as the Turkish bank with the strongest shareholder
- QNB is the largest player in Middle East and Africa by all critical measures and has the highest ratings among all banks with a presence in Turkey
- Its presence across a wide geography overlaps well with Turkey's key foreign trade partners bringing opportunities in this area
- With the new shareholder, QNB Finansbank will add a new growth chapter in its successful history capturing its fair share in Corporate and Commercial Banking while sustaining its success in Retail and SME Banking
- QNB Finansbank already started seeing positive impact of new shareholder structure in funding costs and trade volumes
- With shifting credit volumes to Corporate and Commercial, in addition to the various measures it has taken across the years in improving risk profile of the bank, asset quality will stay under control in the short term and improve in the long term

Contents

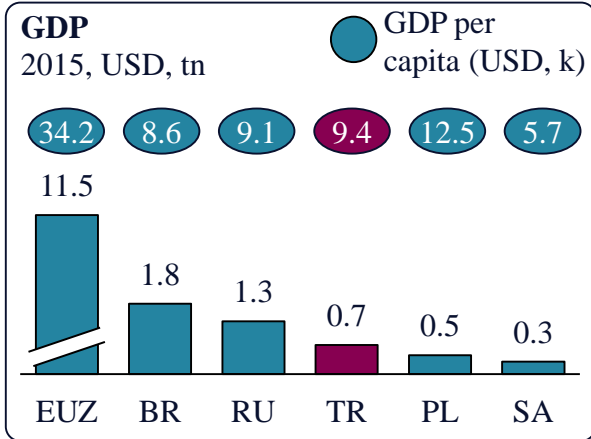
- 1 Macro-economic Overview
- 2 QNB Finansbank and QNB Group at a Glance
- 3 Loan-based Balance Sheet Delivering High Quality Earnings
- 4 Solid Financial Performance
- 5 Appendix

Macro-economic Overview

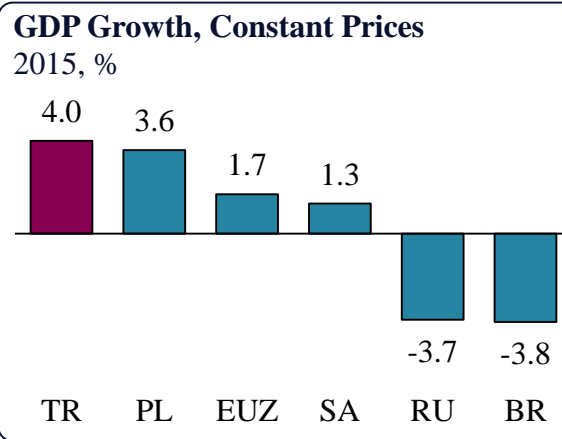
The background is a solid dark purple. On the right side, there is a decorative graphic consisting of two overlapping, rounded shapes. The top shape is a lighter purple, and the bottom shape is white. They overlap in a way that creates a sense of depth and movement, with the white shape appearing to be in front of the purple one.

Structurally attractive Turkish economy underpinning a dynamic banking sector⁽¹⁾

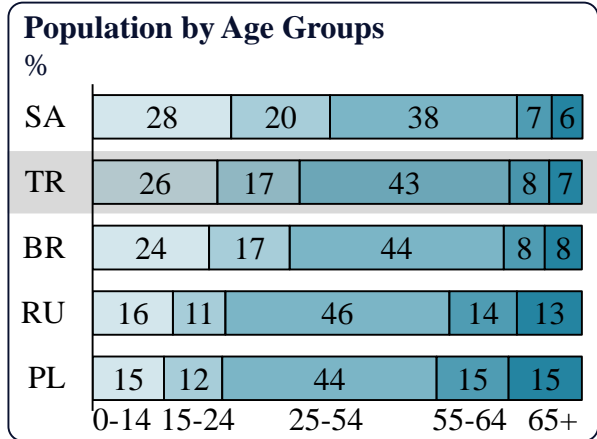
Large economy with low GDP / capita...



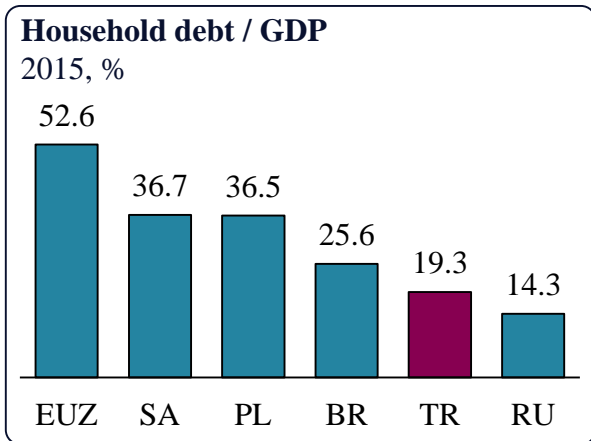
...high real GDP growth...



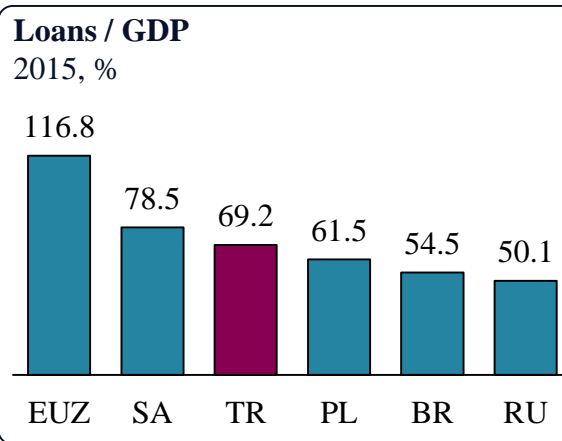
...and highly attractive demographic profile



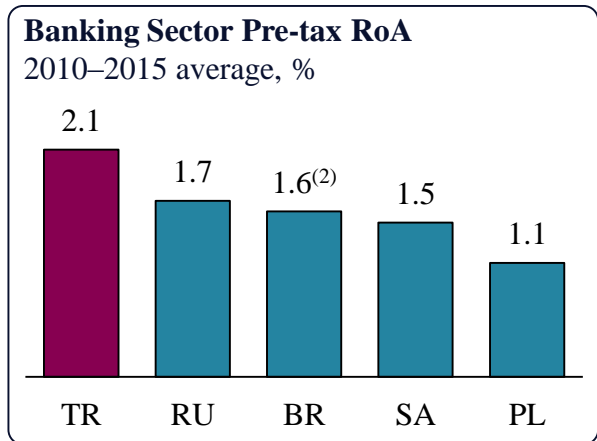
Underlevered population...



...with further penetration potential...



...and a high return on assets

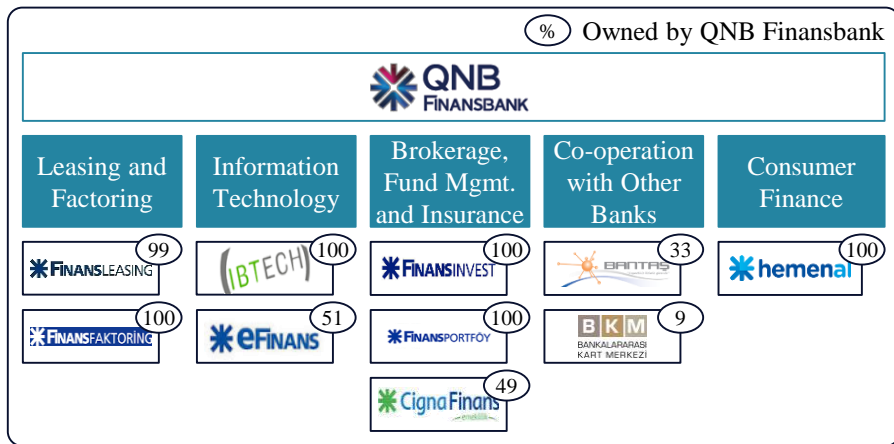




QNB Finansbank and QNB Group at a Glance

QNB Finansbank: 5th Largest Privately Owned Universal Bank

QNB Finansbank group structure



Financial highlights

QNB Finansbank BRSA bank only financials	9M'16
TRY, bn	
Total assets	94.0
Net loans ⁽¹⁾	61.4
Customer deposits ⁽¹⁾	49.1
Shareholder's equity	9.7
Branches (#)	630
Active customers (mn)	5.4
Bank only employees (#)	12,398

Source: BRSA bank only data; BAT

Note: All information in the presentation is based on BRSA bank only data unless stated otherwise

(1) Including accruals

(2) Includes overdrafts

QNB Finansbank market positioning

Bank only, H1'16

	Branch	Total assets	Total loans	Total deposits	GPL ⁽²⁾	Credit card	Comm. install. loan	Mortgage
1 st	İşbank	İşbank	İşbank	İşbank	İşbank	Garanti	İşbank	Garanti
2 nd	Garanti	Garanti	Garanti	Garanti	Garanti	Yapı Kredi	Yapı Kredi	İşbank
3 rd	Yapı Kredi	Akbank	Yapı Kredi	Yapı Kredi	Yapı Kredi	İşbank	Garanti	Akbank
4 th	Akbank	Yapı Kredi	Akbank	Akbank	Akbank	Akbank		Yapı Kredi
5 th	Denizbank						TEB	TEB
6 th		Denizbank	TEB	Denizbank	Denizbank	Denizbank	Akbank	
7 th	TEB	TEB	Denizbank	TEB	ING	HSBC	Denizbank	ING
8 th	ING	ING	ING	HSBC	TEB	TEB	ING	Denizbank
9 th	HSBC	HSBC	HSBC	ING	HSBC	ING	HSBC	HSBC

QNB Finansbank covers Turkish geography through a diverse distribution network and market's only "pure digital bank"

9M'16

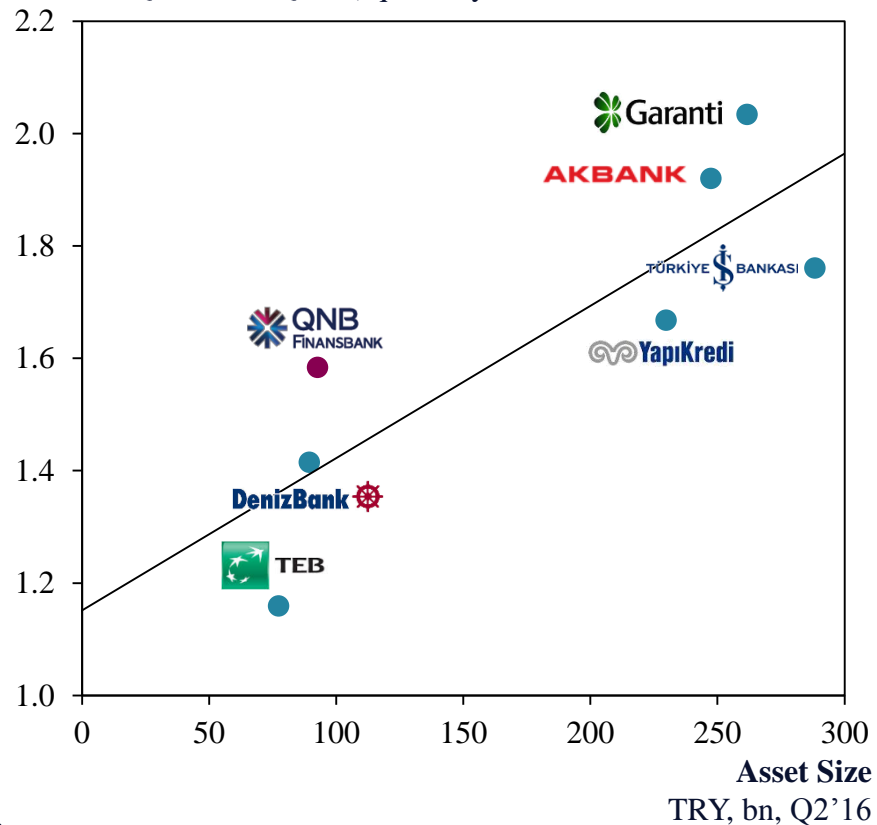


QNB Finansbank has shown success beyond its scale in volatile market settings

Financial performance since 2010

Average RoA⁽¹⁾

Between Q1'10 and Q2'16, quarterly



Drivers of QNB Finansbank's performance resilience

Differentiation

Unique practices delivering market leading financial results

Adaptability

Entrepreneurial **culture and capabilities to adapt** to changing market conditions

Right people

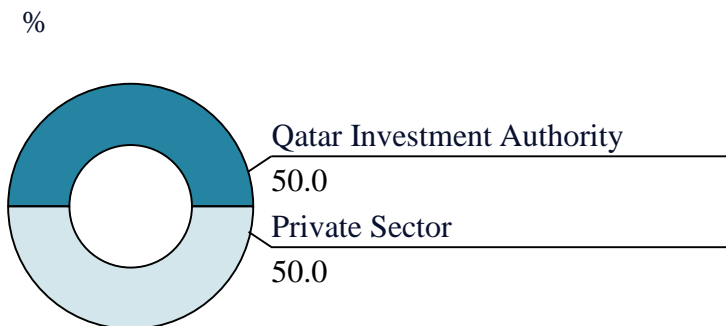
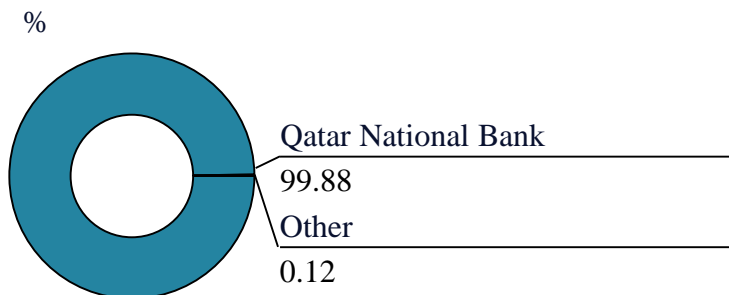
Right people brought together via a clear guidance of meritocracy and an aspiration for diversity that forms the basis of everything

QNB's recent acquisition of Finansbank has brought a strong support to one of market's leading performers

QNB Finansbank

QNB Group

Shareholder Structure



Ratings

	Moody's	Fitch
Foreign Currency Long-term	Ba1	BBB
Foreign Currency Short-term	NP	F2

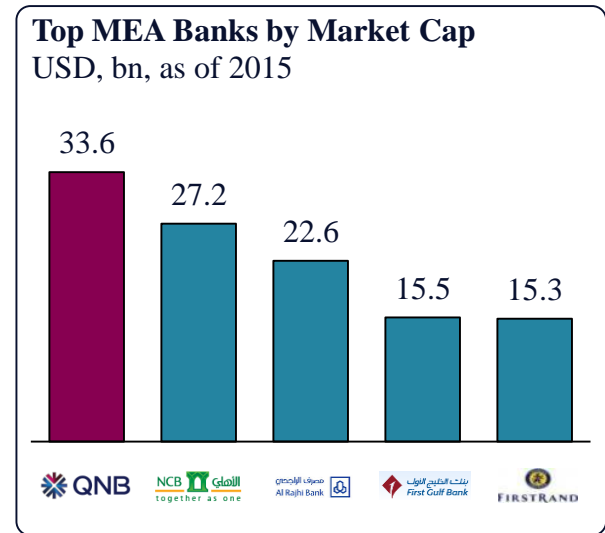
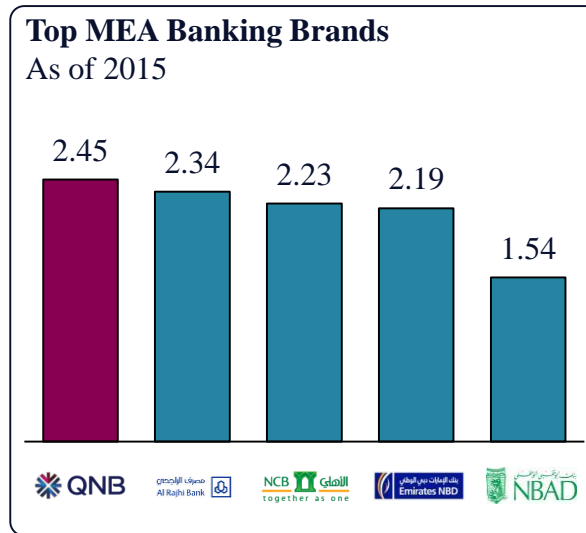
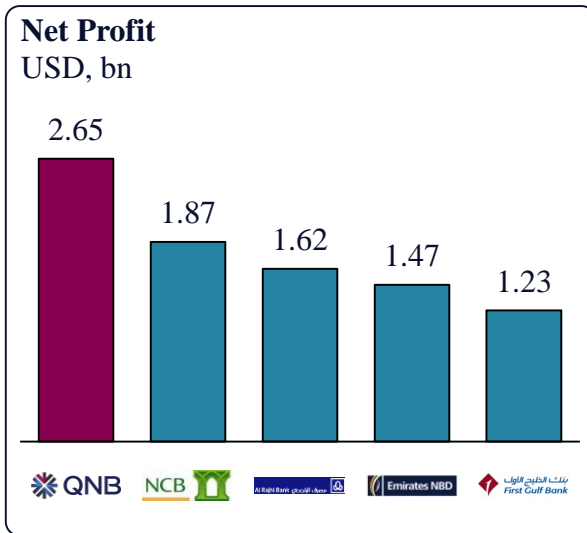
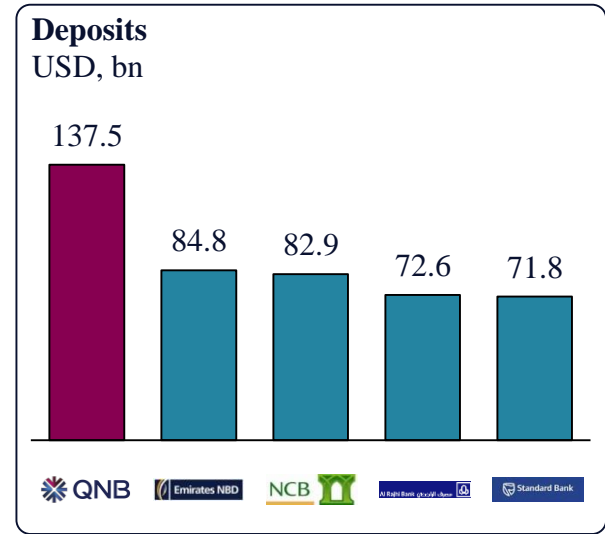
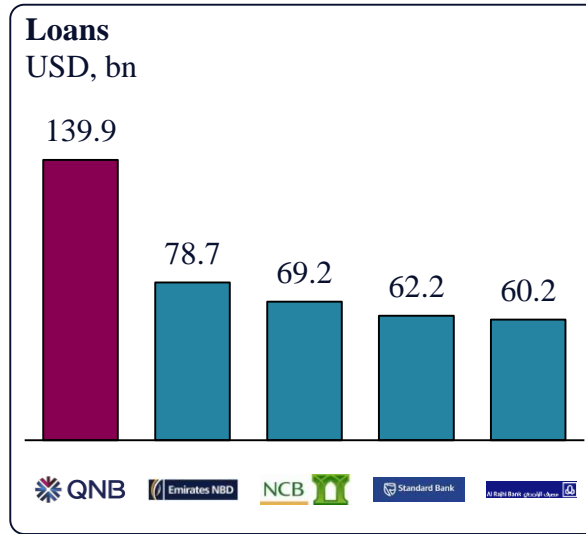
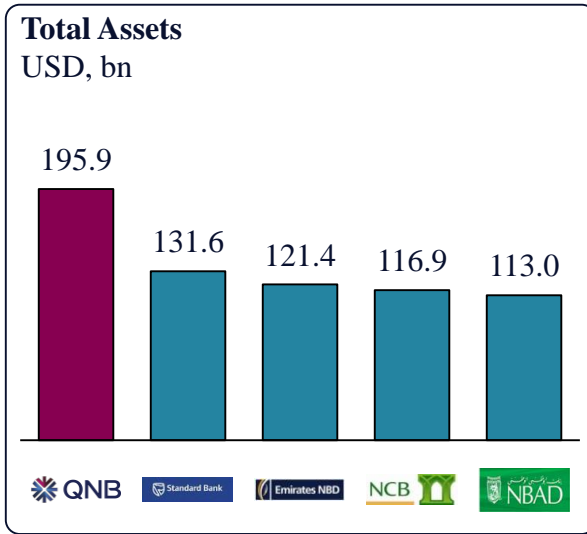
	Moody's	Fitch	S&P
Foreign Currency Long-term	Aa3	AA-	A+
Foreign Currency Short-term	P-1	F1+	A-1

Corporate Information




- Focused on traditional banking activities, complemented by ancillary services (investment banking, brokerage, leasing, factoring, asset management)
- Important partnerships in insurance with leading international institutions (Sompo Japan in basic insurance and Cigna in life insurance and private pensions)

- Largest bank in Qatar by market cap., assets, loans, deposits and profit
- Largest bank in MEA by total assets, loans, deposits and profit
- Operating in more than 30 countries around the world across 3 continents,
- More than 1,200 locations, supported by more than 4,300 ATMs and employing more than 27,300 staff

QNB is the leading financial institution by all measures in the MEA region 9M'16










QNB ownership brings a strong geographic reach to QNB Finansbank especially with important trade partners of Turkey...

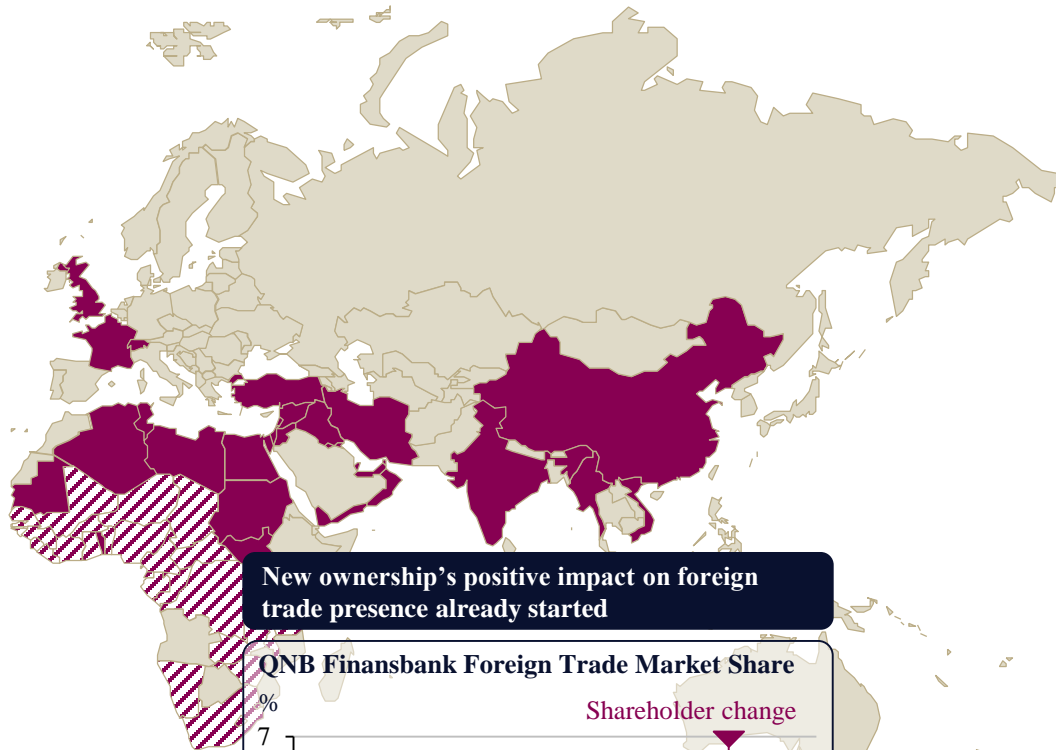
-  QNB presence
-  QNB footprint⁽¹⁾
-  Top 40 trade partners of Turkey

Middle East⁽²⁾

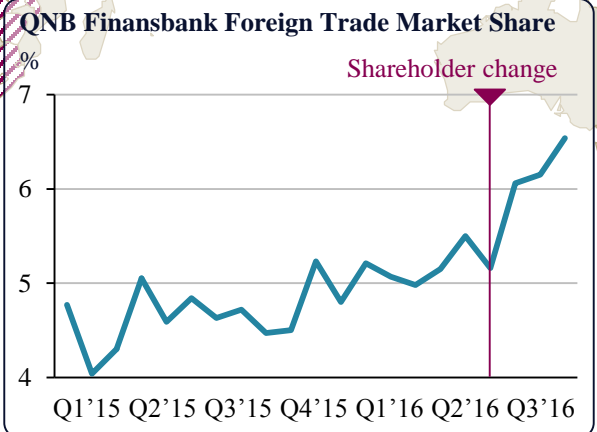
	Qatar	
	Jordan	
	UAE	
	Syria	
	Palestine	
	Iraq	
	Oman	
	Bahrain	
	Kuwait	
	Lebanon	
	Yemen	
	Iran ⁽³⁾	

Europe

	United Kingdom	
	France	
	Switzerland	
	Turkey	




New ownership's positive impact on foreign trade presence already started



North Africa

	Egypt	
	Libya	
	Tunisia	
	Sudan	
	Algeria	
	Mauritania	

Sub-Saharan Africa

	South Sudan	
	Togo	

Asia

	Indonesia	
	Singapore	
	India	
	China	
	Vietnam	
	Myanmar	

(1) Through ownership of 20.0% shares of Ecobank as of 30 June 2016, including ordinary and QNB's convertible preferred shares
 (2) Excluding Saudi Arabia, for which QNB got approval from authorities to open a branch
 (3) Dormant

...and with QNB, QNB Finansbank has the strongest shareholder of all banks in Turkish market

QNB has superior ratings and dominant presence in domestic market

Major Banks	Controlling Shareholder	Parent's Foreign Currency Long-term Rating			Parent's Market Share in Domestic Market ⁽¹⁾⁽²⁾
		Moody's	Fitch	S&P	
Akbank	Sabancı Holding	Not rated			N/A
Isbank	Isbank Pension Fund	Not rated			N/A
Garanti	BBVA	A3	A-	BBB+	12%
Yapi Kredi	Unicredit Koç Holding	Baa1 Baa3	BBB+ Not rated	BBB- BBB-	10% N/A
QNB Finansbank	QNB	Aa3	AA-	A+	42%
Denizbank	Sberbank	Ba2	BBB-	N/A	29%
TEB	BNP Paribas Çolakoğlu Holding	A1	A+ Not rated	A	Not disclosed ⁽³⁾

QNB's exceptional strength is underlined by all three major rating agencies

STANDARD & POOR'S
RATINGS SERVICES

"Our stable outlook on Qatar National Bank (QNB) reflects the bank's resilient financial performance supported by its core franchise in Qatar as well as its expected extraordinary support from the Qatari Government"

May 31st, 2016

MOODY'S

"The standalone rating reflects: (1) consistently high profitability levels, supported by QNB's dominant market position and government relationships; (2) strong asset quality and sound capitalization; (3) strong funding and liquidity metrics supported by growth in both its domestic private and international deposit base and (4) increasing business diversification derived from non-domestic operations."

May 20th, 2016

FitchRatings

"Profitability is stronger than that of most peers. Risk appetite is fairly conservative despite rapid growth and expansion into some higher-risk markets. We note however that QNB has a good track record of integrating and managing subsidiaries in weaker operating environments"

April 21st, 2016

Only bank ranked among top 50 safest banks⁽⁴⁾ in the world with presence in Turkey

Source: Bloomberg; company reports; ECB; Central Bank of Russia

(1) Only banking entities are illustrated; as of September 2016

(2) Market share by assets as of 2015

(3) BNP Paribas is among the 10 largest banks in the World and the largest French bank

(4) Global Finance Safest Banks in the World

Change in shareholder already delivering improvement in cost of funding

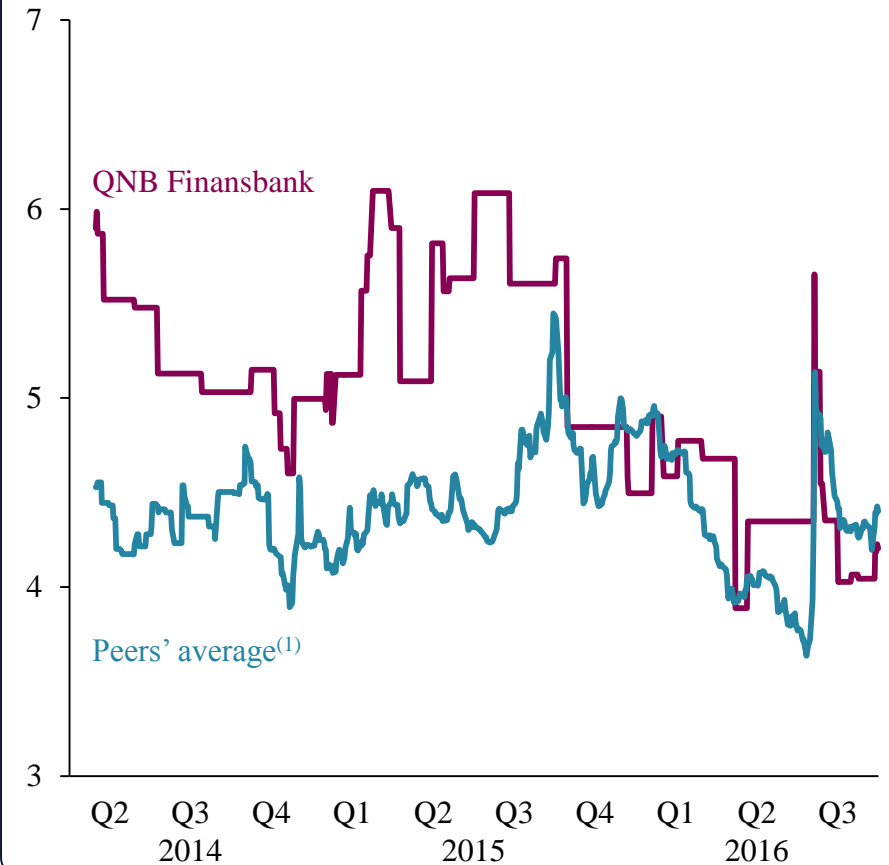
QNB Finansbank's deposit interest rate costs already converged to the sector...

Gap with non-state banks in TRY time deposit pricing
bps



...while wholesale funding costs declined immediately following announcement of acquisition

Eurobond yields
Percent, 2014 issuances



The new shareholder opens a new frontier of growth for one of Turkey's top performers

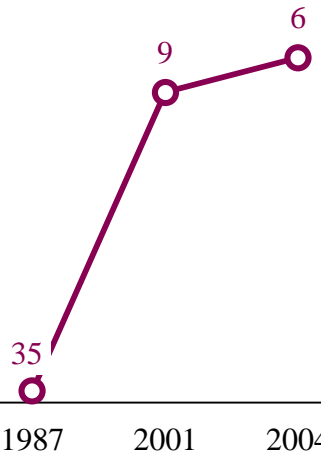
1987-2004: fast growth behind leadership in Corp. & Comm. Banking

2005-2011: Retail banking boom with market leading growth and success

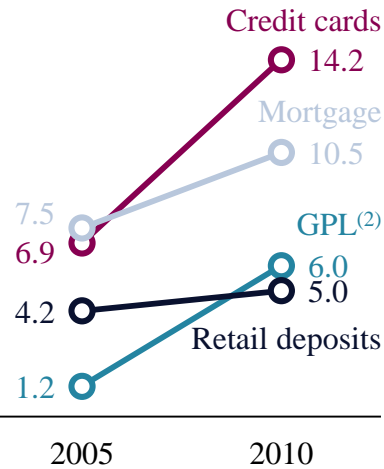
2012-2016: Business banking growth with productivity and risk focus

2016 beyond: Sustained success in Retail and SME while leap frogging market in Corp. & Comm. Banking

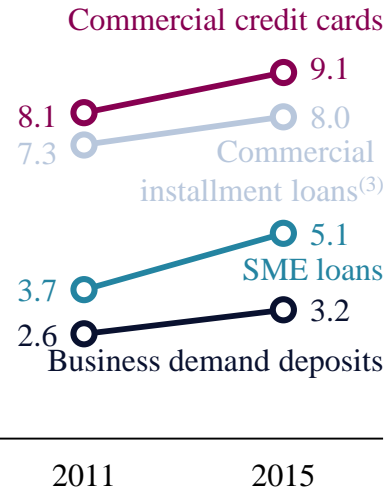
Total Assets
Ranking in Private Banks⁽¹⁾



Market share
%



Market share
%



Market share
%

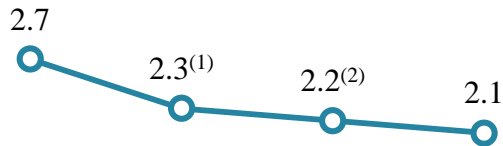


Change in business mix combined with measures taken in credit risk management across segments translates to better asset quality

Shift towards business banking helps improve cost of risk

CoR on a declining trend

Cost of Risk
%



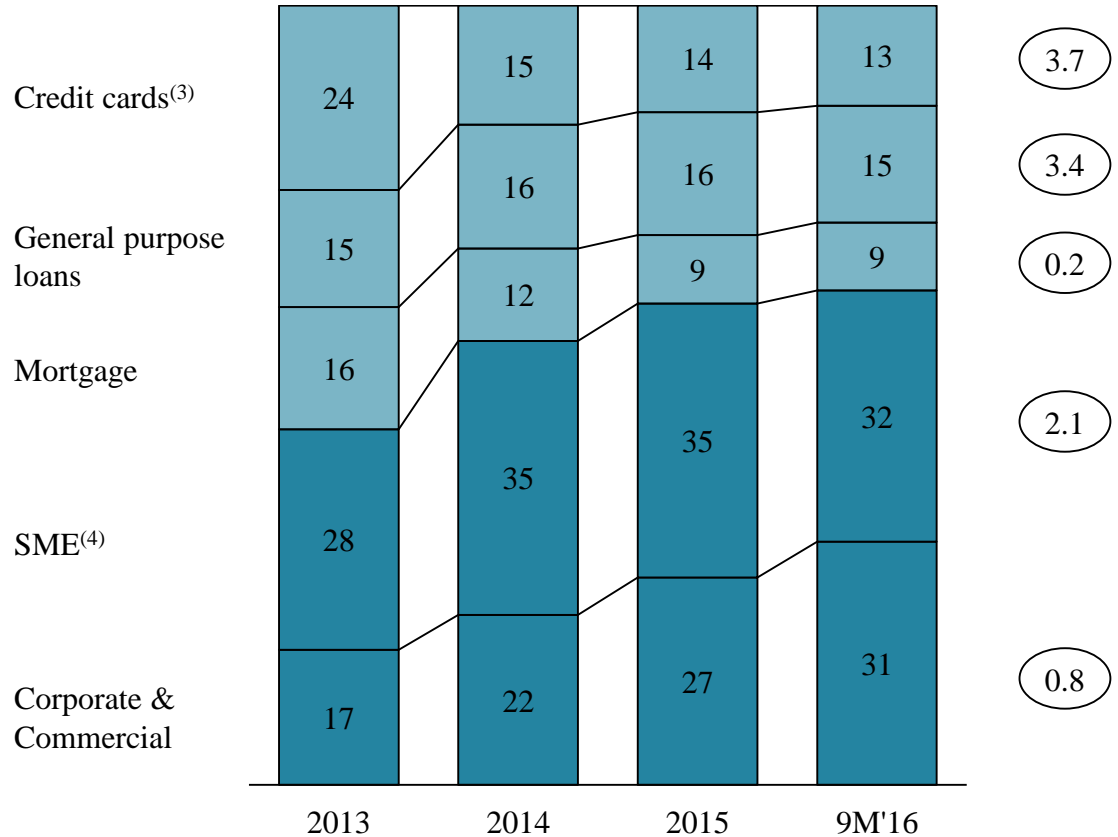
2013 2014 2015 9M'16

Loan Composition

SCoR

% of total loans

9M'16, %

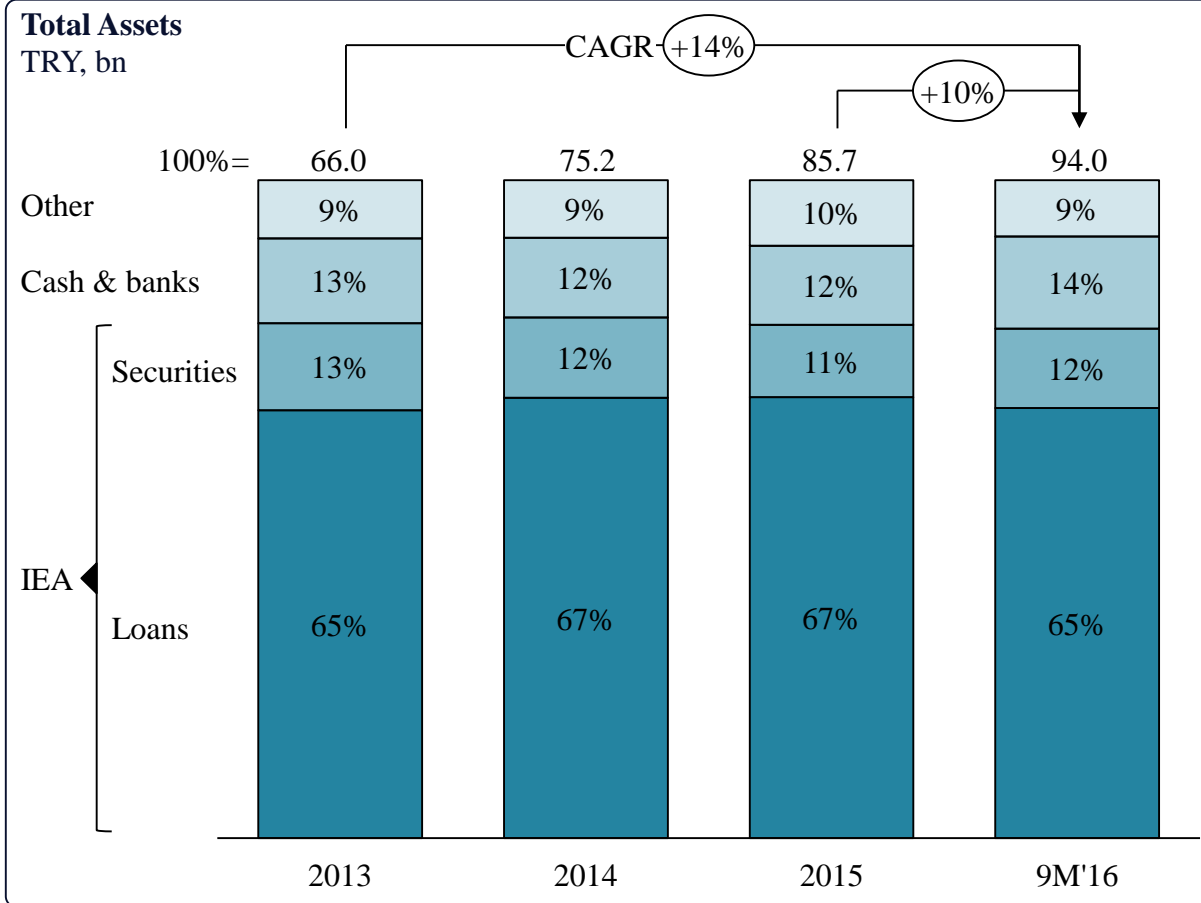




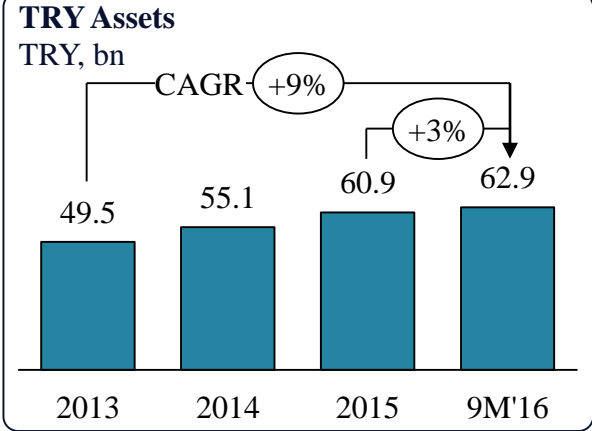
**Loan-based Balance Sheet
Delivering High Quality
Earnings**

Asset size exceeded TRY 94 billion with 14% average annual growth over last three years

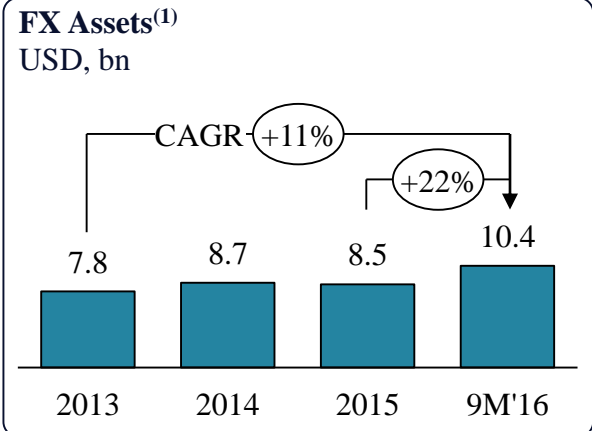
Loan heavy balance sheet



Recent slowdown in TRY assets growth due to shift to business banking



Faster growth of FX assets

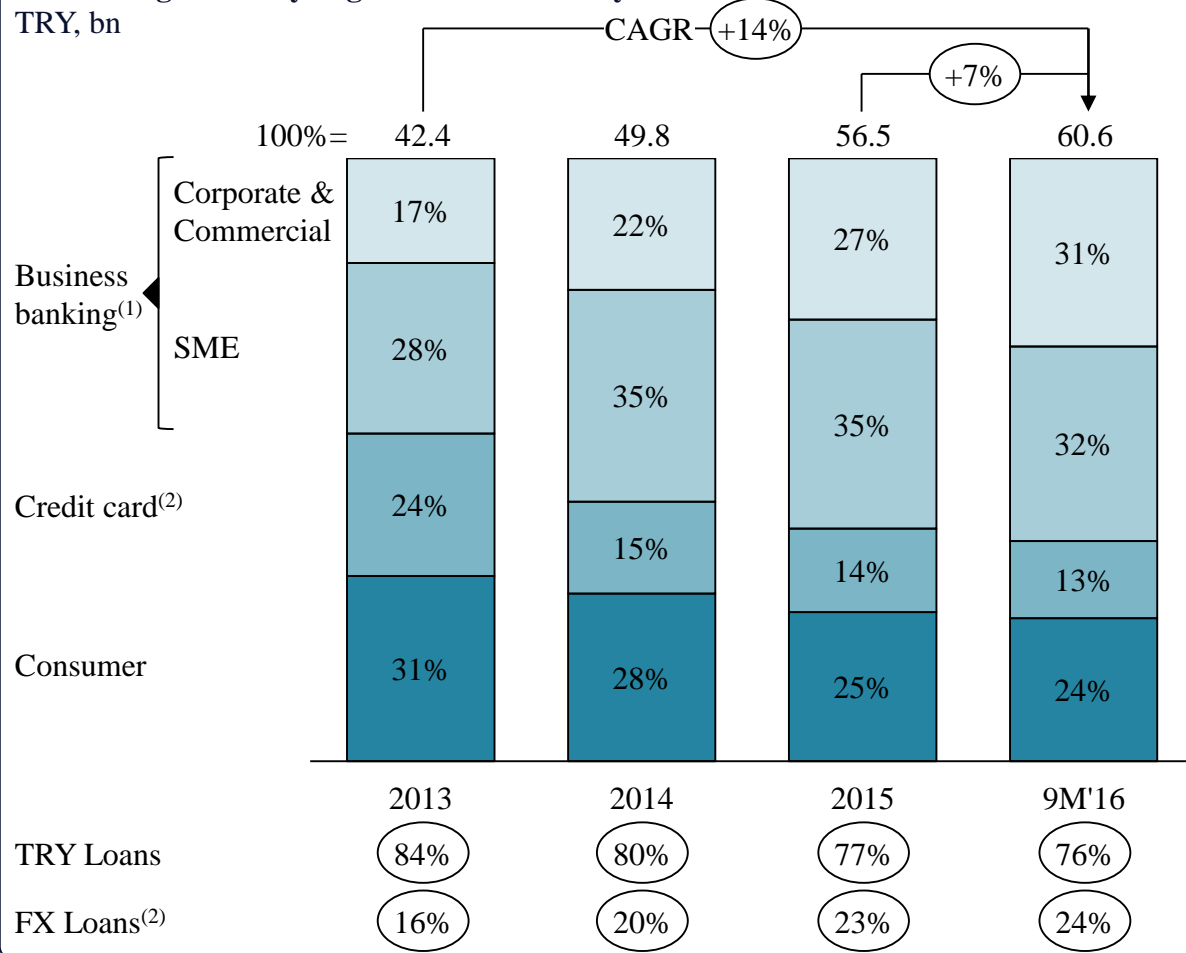


Sustained and successful execution of the growth strategy...

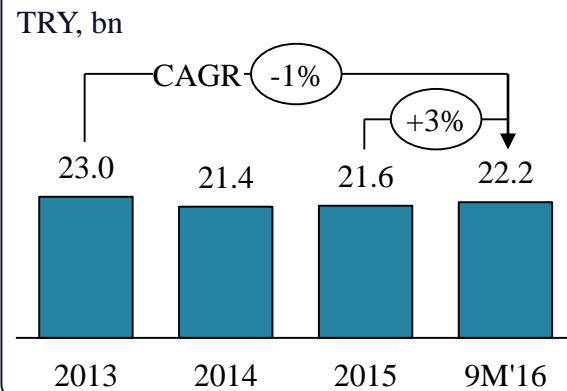
Loan book continued to shift towards business banking

Retail loans are almost flat over the period

Performing Loans by Segment and Currency

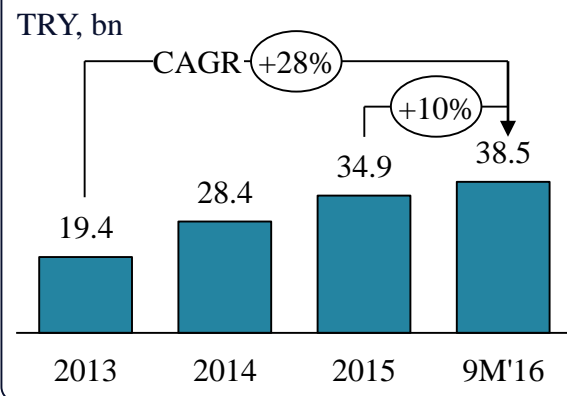


Retail Loans



Significant growth in business loans

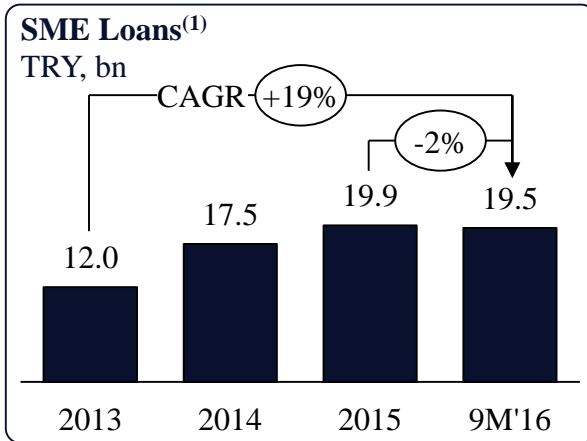
Business Loans



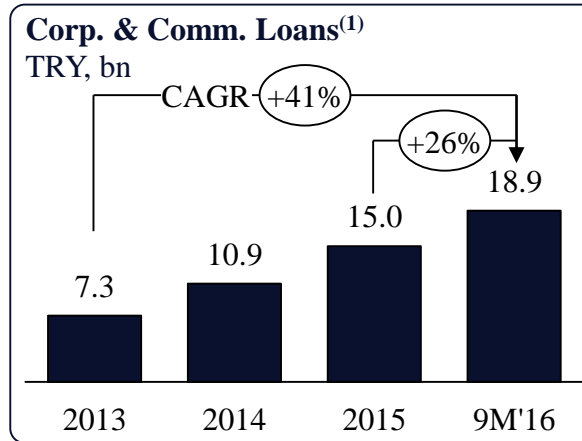
...focused on business banking loans and selective retail banking segments

■ Business banking
■ Retail banking

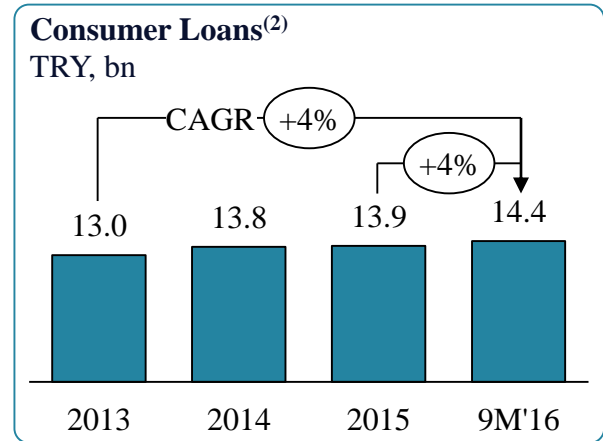
Caution in SME loans in last quarters; growth to resume with market stability



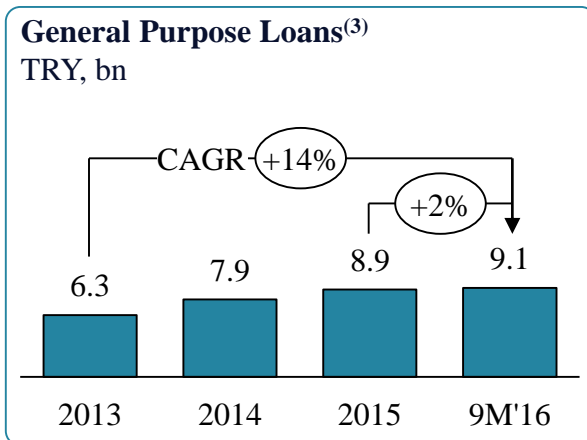
Strong growth in corp. & comm. loans supported also by FX rates



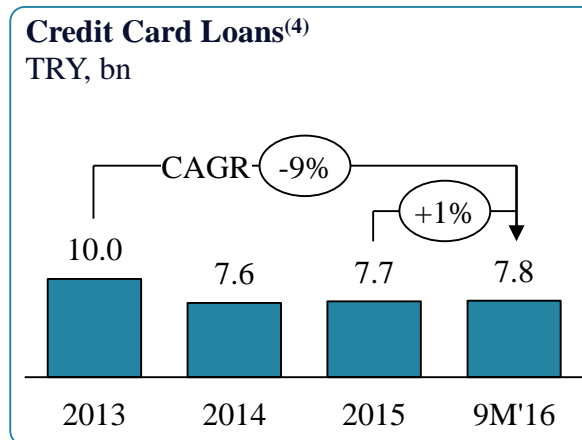
Selective growth in consumer loans...



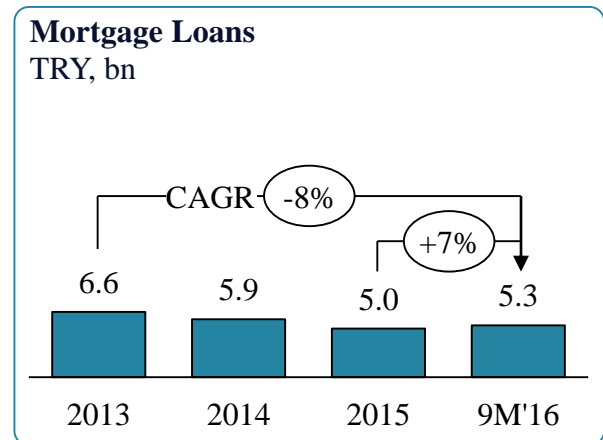
...mainly driven by GPLs...



...with stabilized volume in credit cards...



...as well as in mortgages



(1) Based on BRSA segment definition
 (2) Including GPL, overdraft and mortgage loans
 (3) Including overdraft
 (4) Credit card outstandings from individual clients

Controlled asset quality with high coverage ratios

Stable NPL inflows

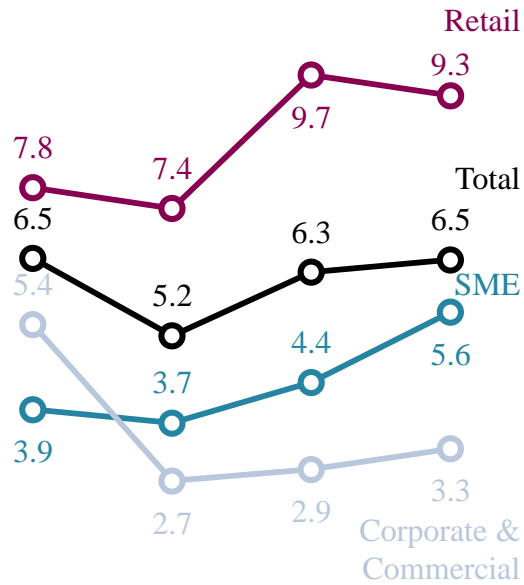
NPL Additions / Average Loans⁽¹⁾
%



2013 2014 2015 9M'16

Slight increase in business banking NPLs similar to the sector

NPL Ratio by Segments⁽²⁾
%

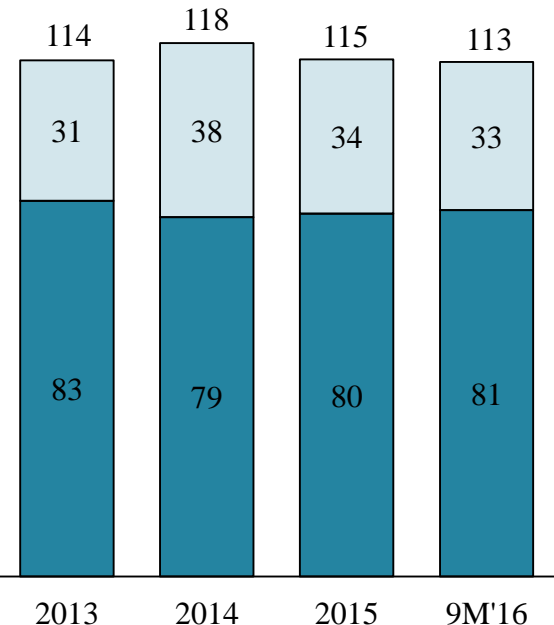


2013 2014 2015 9M'16

NPLs are well covered through general and specific provisions

NPL Coverage⁽³⁾
%

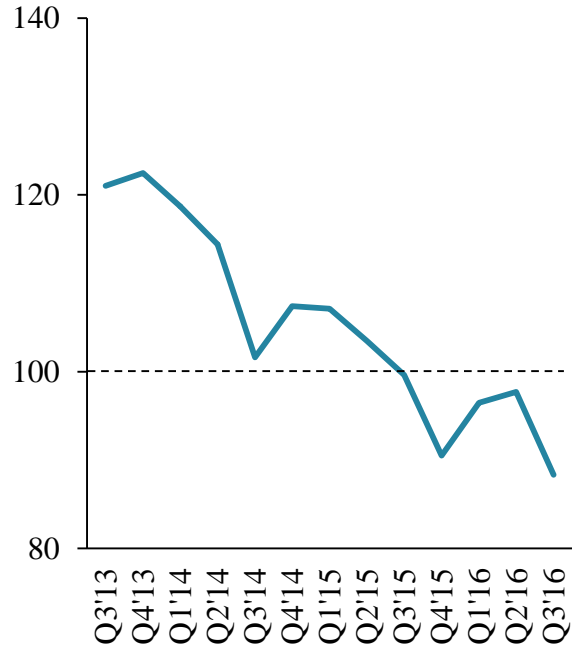
GP / NPL
SP / NPL



...and tighter lending across the board in consumer loans

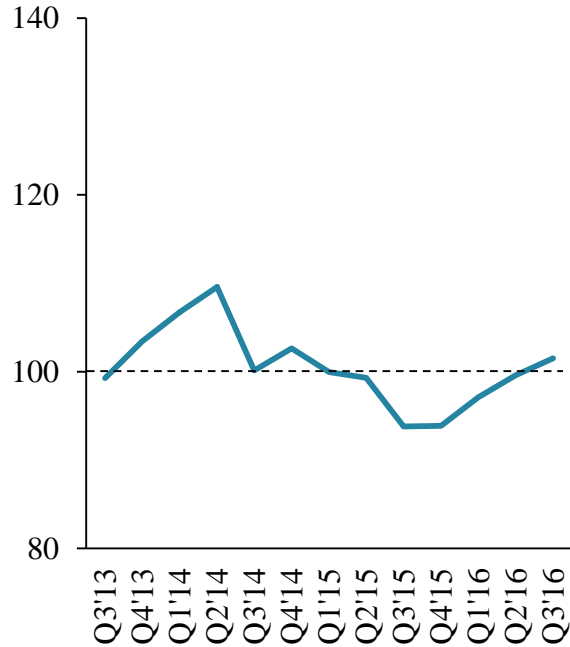
QNB Finansbank credit cards

Implied limit weighted PD⁽¹⁾⁽²⁾
Indexed to sector for each period



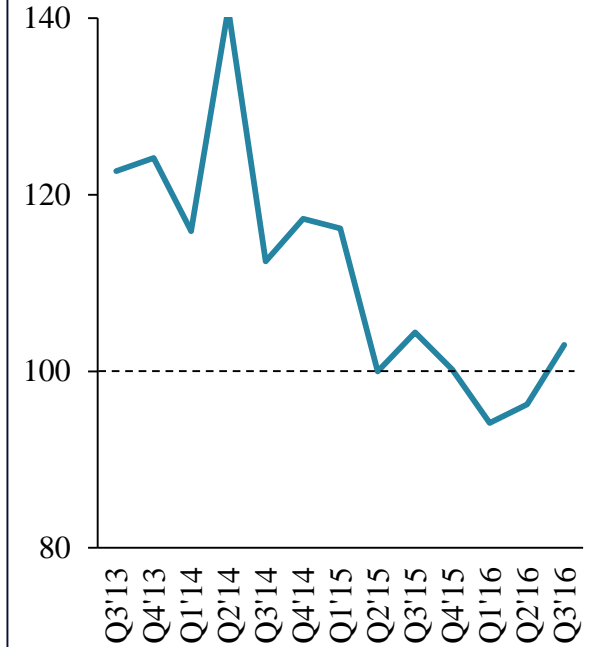
QNB Finansbank general purpose loans

Implied limit weighted PD⁽¹⁾⁽²⁾
Indexed to sector for each period



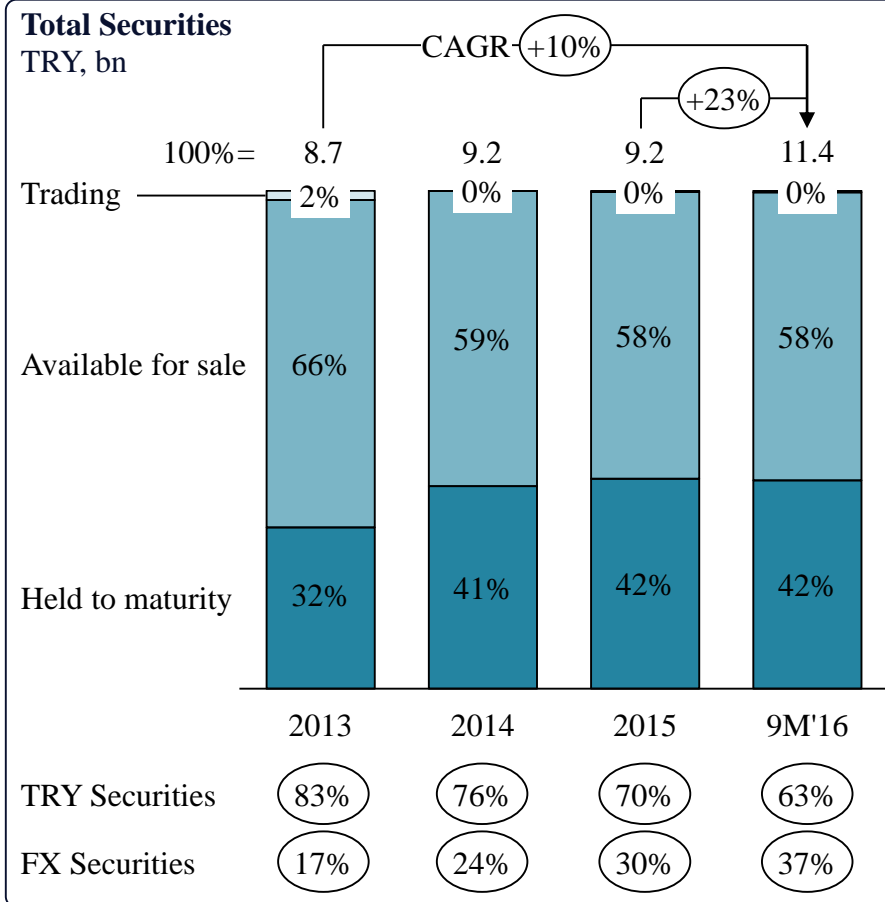
QNB Finansbank mortgages

Implied limit weighted PD⁽¹⁾⁽²⁾
Indexed to sector for each period

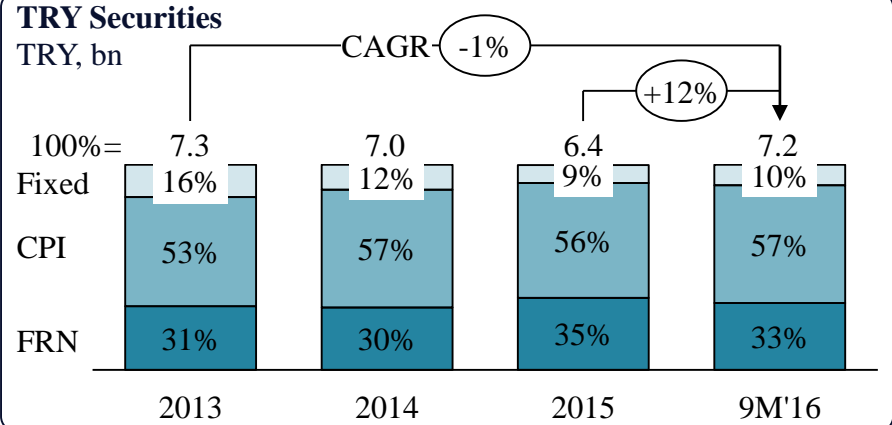


Securities portfolio increased to 11.4 bn TRY, making up 12% of assets

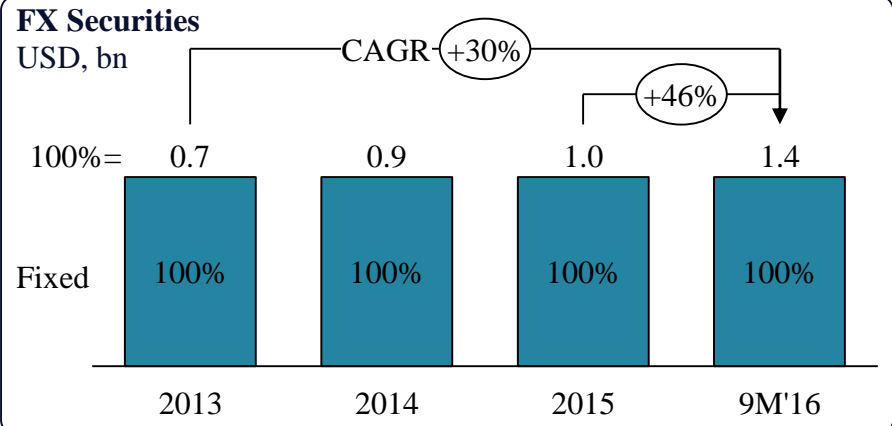
Growth in securities portfolio driven by FX securities



90% of TRY securities are indexed / variable rate

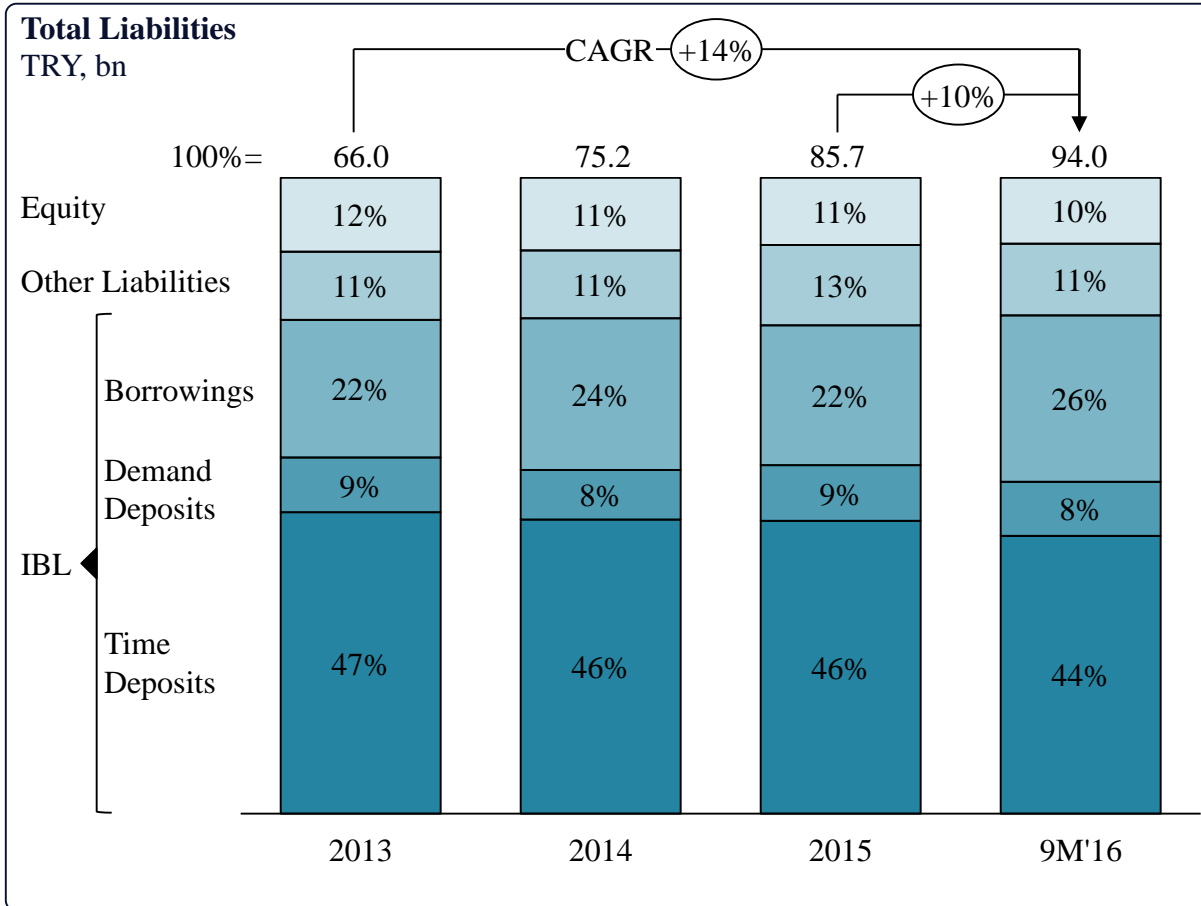


Strong growth in FX securities with investments in 2016



Well-diversified funding structure underpinned by solid deposit base

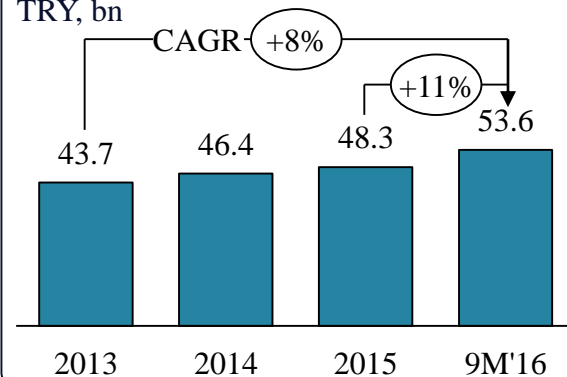
Use of diversified funding sources while increasingly leveraging new shareholder structure and ratings to refrain from deposit competition



Modest growth in TRY liabilities

TRY Liabilities

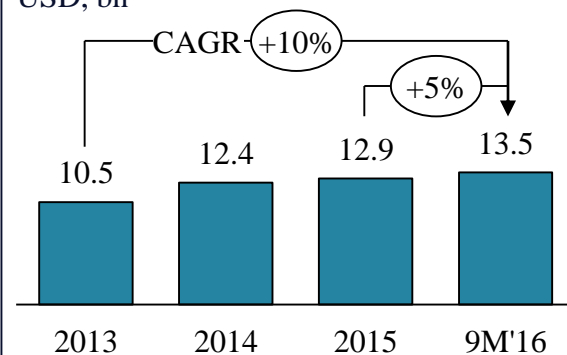
TRY, bn



Recent slowdown in FX liabilities growth due to costly FX deposits release

FX Liabilities

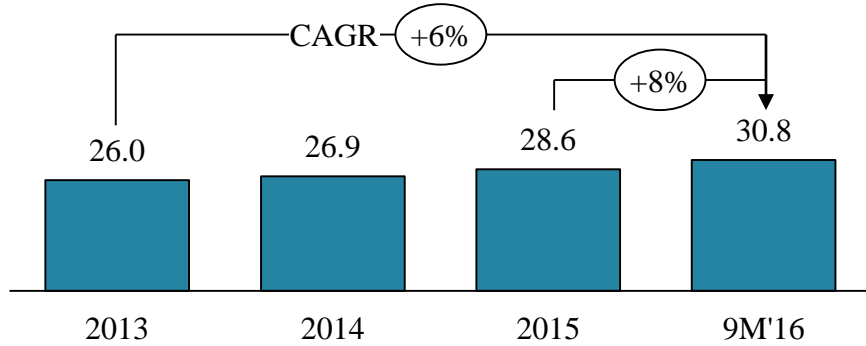
USD, bn



Slight increase in L/D ratio driven mostly due to opportunistic use of non-deposit funding sources

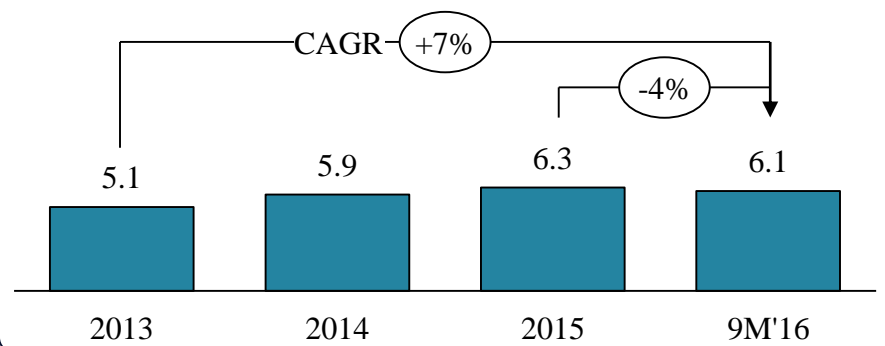
Stable TRY deposits growth

TRY Deposits
TRY, bn



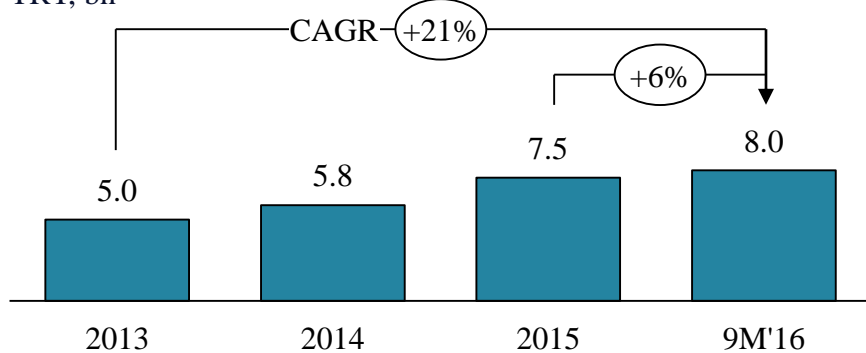
Recent contraction in FX deposits in line with the sector due to movement to TRY deposits in addition to cost optimization

FX Deposits
USD, bn



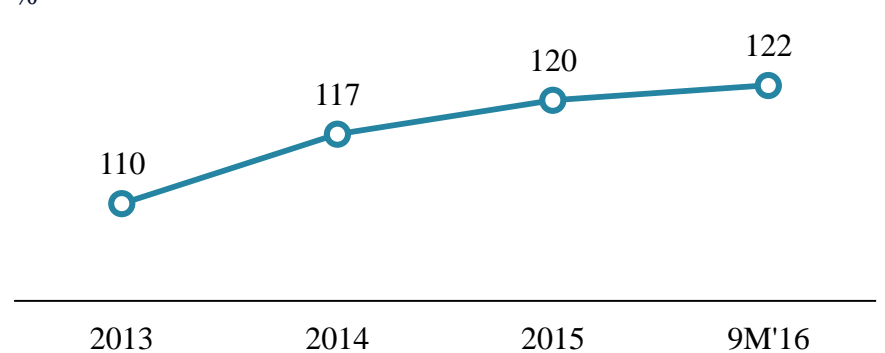
Impressive growth in demand deposits

Demand Deposits
TRY, bn



Loan-to-deposit ratio in line with the sector

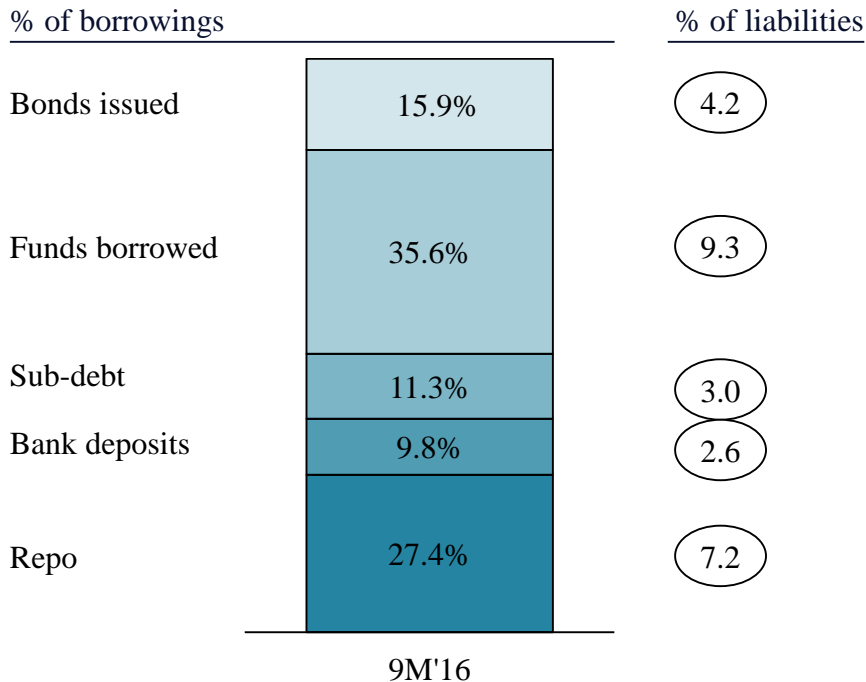
Loan-to-deposit ratio⁽¹⁾
%



Disciplined use of non-deposit funding and strong capital base

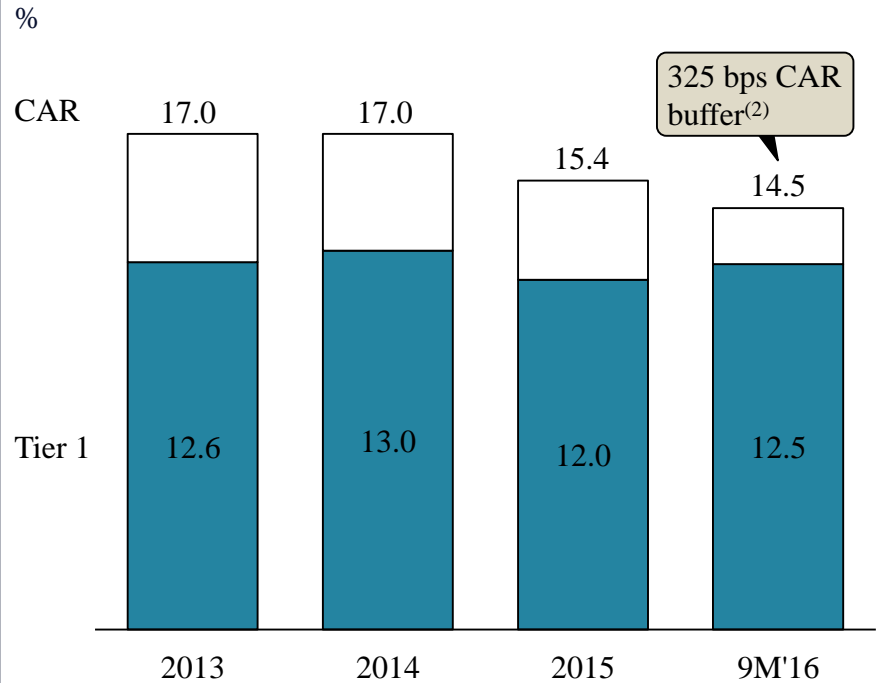
**Low reliance on institutional borrowings and repo funding;
strong long-term opportunity with new shareholder structure**

Borrowings⁽¹⁾ by Type



**Capital adequacy at comfortable level with additional buffer
despite exchange rate impact and sub-loan amortization**

Capital Adequacy



A structured approach to market and liquidity risk management

Focused ALM leads to low interest rate sensitivity

- TRY **interest rate sensitivity** is actively managed in the international swap market
- Hedge **swap book** stands at TRY 12.3 bn as of Q3'16.
- Net change in Economic Value / Equity is constantly monitored under several scenarios
- **Low sensitivity to interest rate increases** demonstrates that QNB Finansbank is **one of the more conservative in the market** in managing interest rate risk (11.9% losses / equity as of Q2'16, which is well below the regulatory limit of 20%)

Prudent management of liquidity risk

- Strong framework is in place to ensure **sufficient short-term and long-term liquidity**
- Internal metrics and early warning signals are determined besides regulatory limits
- Continuous monitoring and reporting are in place to support effective management in addition to contingency plans for extreme situations


Low risk appetite for trading risks

- Low trading risk appetite is reflected by the limit structure both on portfolio and product level
- **Best-in-class measurement methodologies** are in place with daily monitoring of all market risk metrics (VaR, sensitivities, etc.) in addition to stress tests and what-if analysis



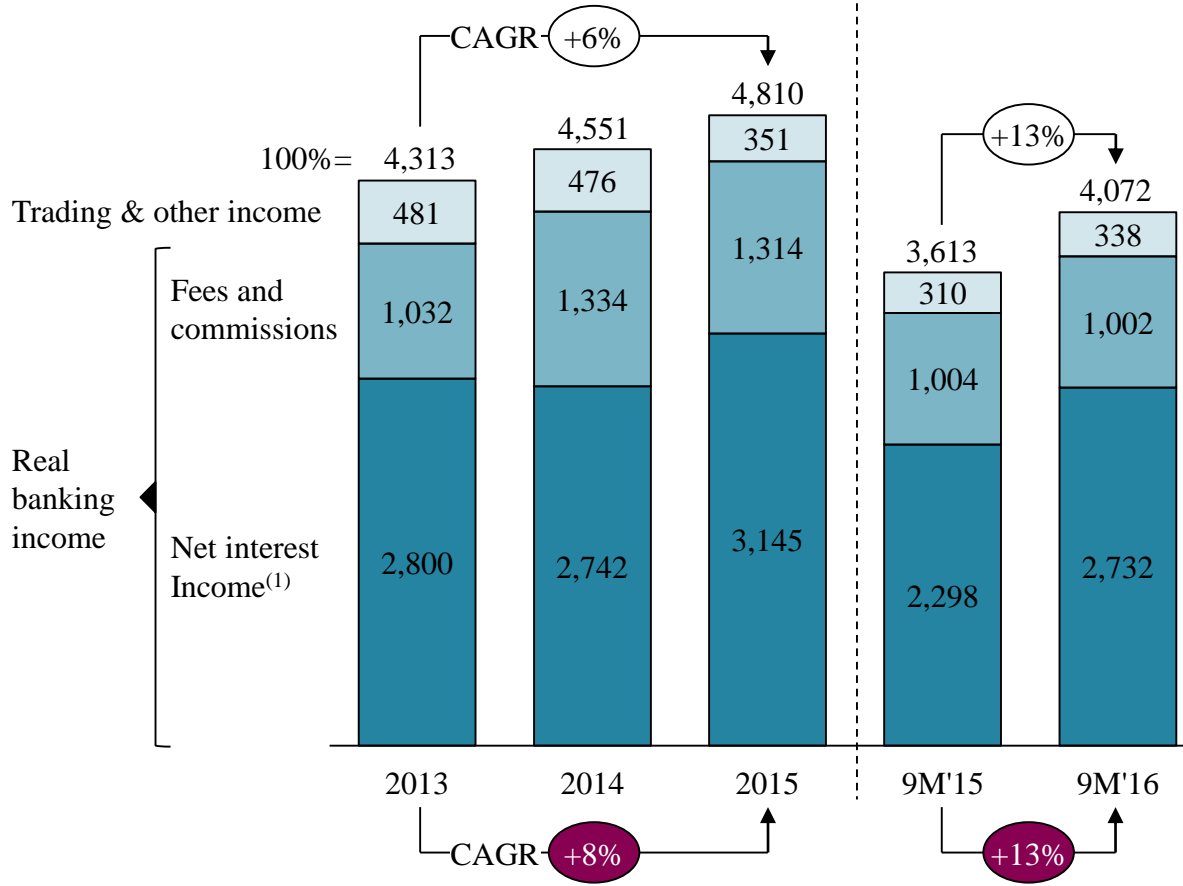
Solid Financial Performance

Focus on real banking income generation

 Real banking growth

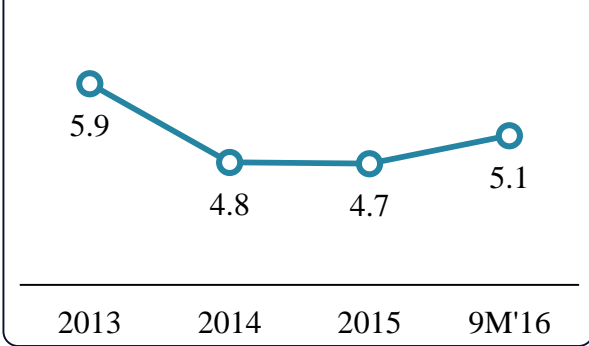
Operating income driven from core banking activities

Total Operating Income
TRY, mn



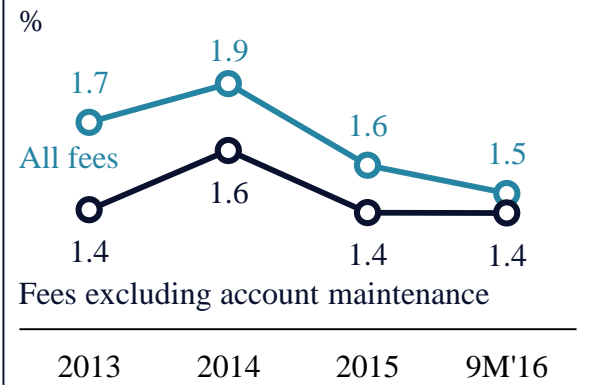
NIM in expansion trend

NIM after Swap
%



Stable fee generation despite regulations

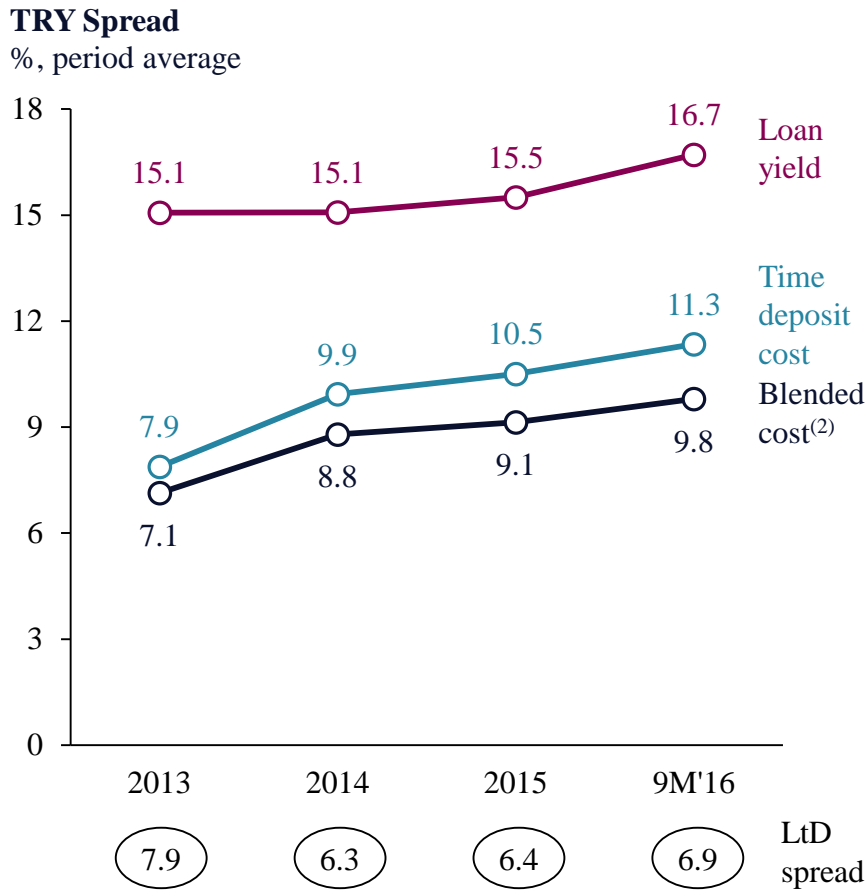
Fees / Assets⁽²⁾
%



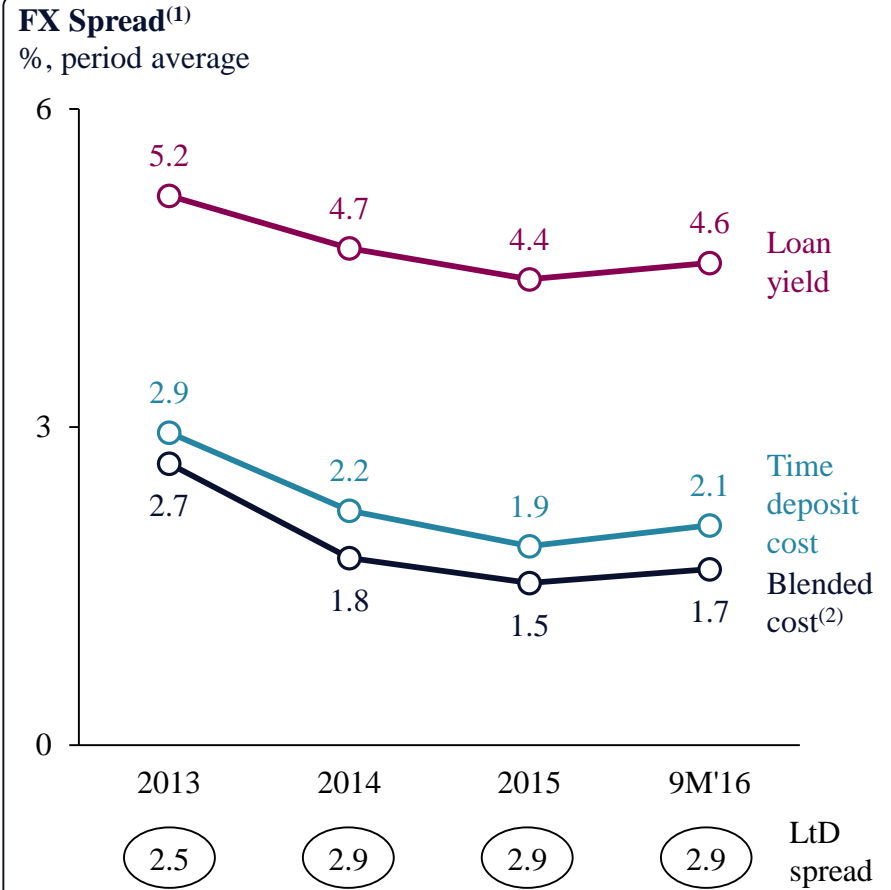
(1) Including swap expenses
(2) Including commission refunds in 2014 and 2015

Exceptional spread management in both TRY and FX fronts

Loan-to-deposit spread expansion for TRY side during first nine months of 2016



Consistent loan-to-deposit spreads for FX side

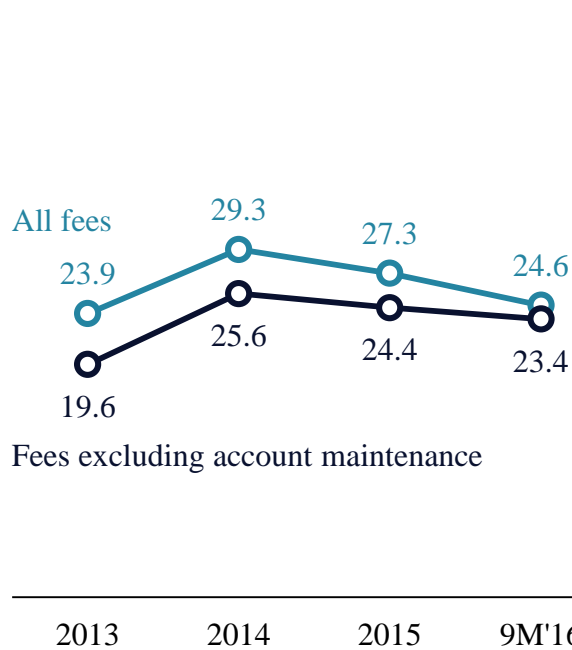


Sustained fee generation despite regulatory interventions with strong performance across diversified business segments

8% YoY growth in fee generation excluding regulations impact on account maintenance fees

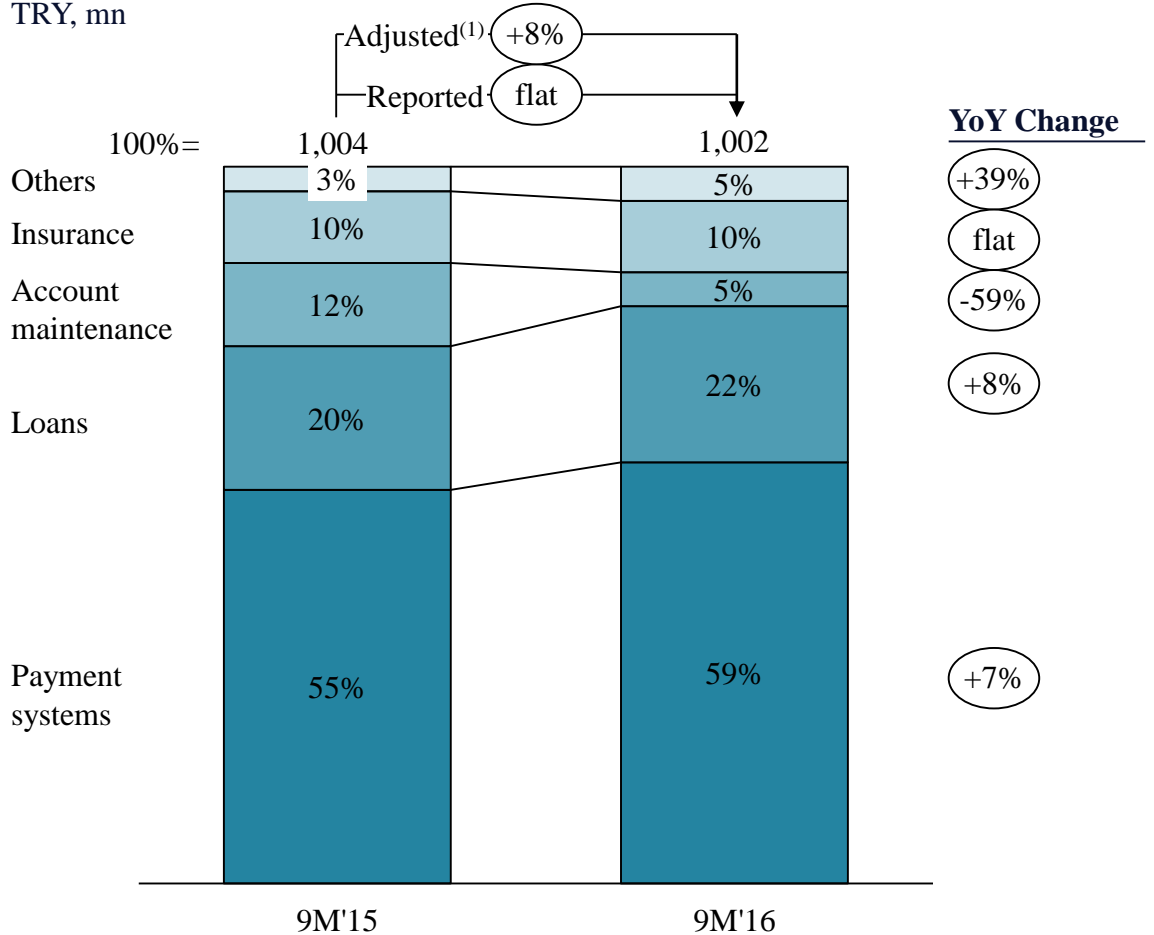
Recent decrease in the share of fees in total income due to denominator effect

Fees / Total Income
%



Cumulative Net Fees and Commissions

TRY, mn

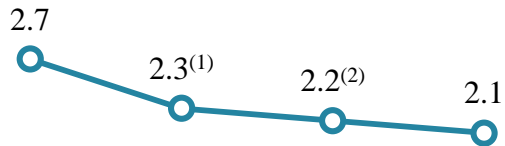


Cost of risk at comfortable level

Shift towards business banking helps improve cost of risk

CoR on a declining trend

Cost of Risk %



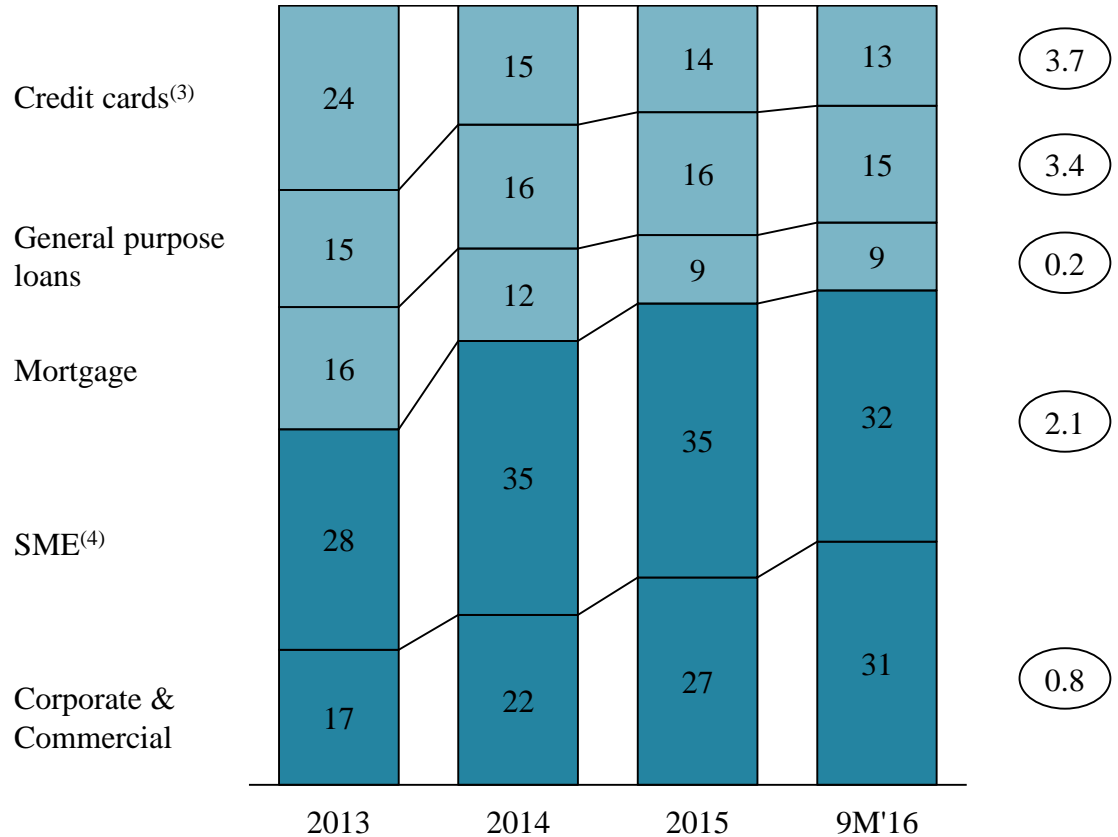
2013 2014 2015 9M'16

Loan Composition

SCoR

% of total loans

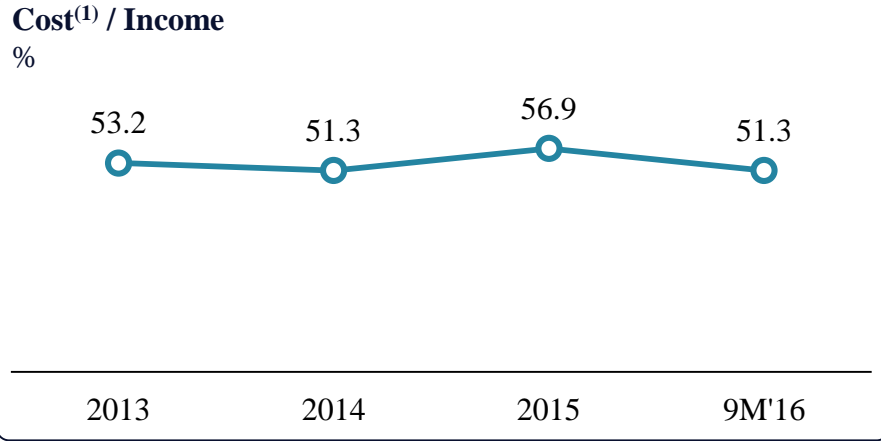
9M'16, %



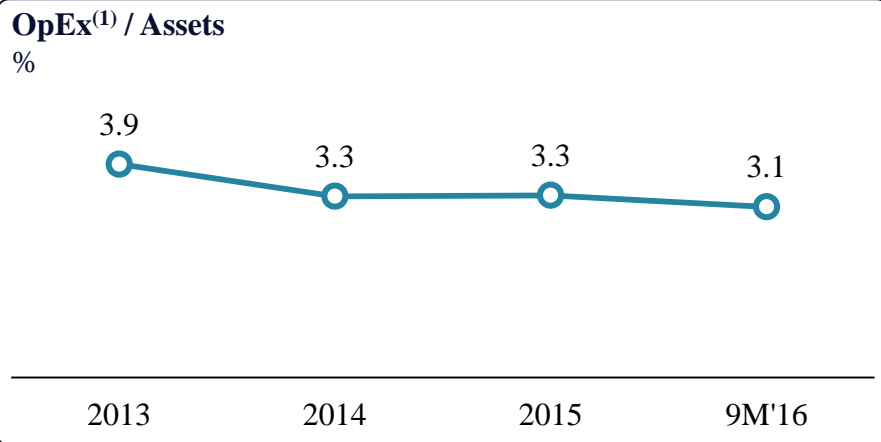
(1) Including TRY 82 mn free provisions. If excluded, 2014 CoR would be 2.1%
 (2) Including TRY 18 mn free provisions. If excluded, 2015 CoR would be 2.1%
 (3) Excluding commercial credit cards
 (4) Based on BRSA segment definition

Controlled expenditures growth

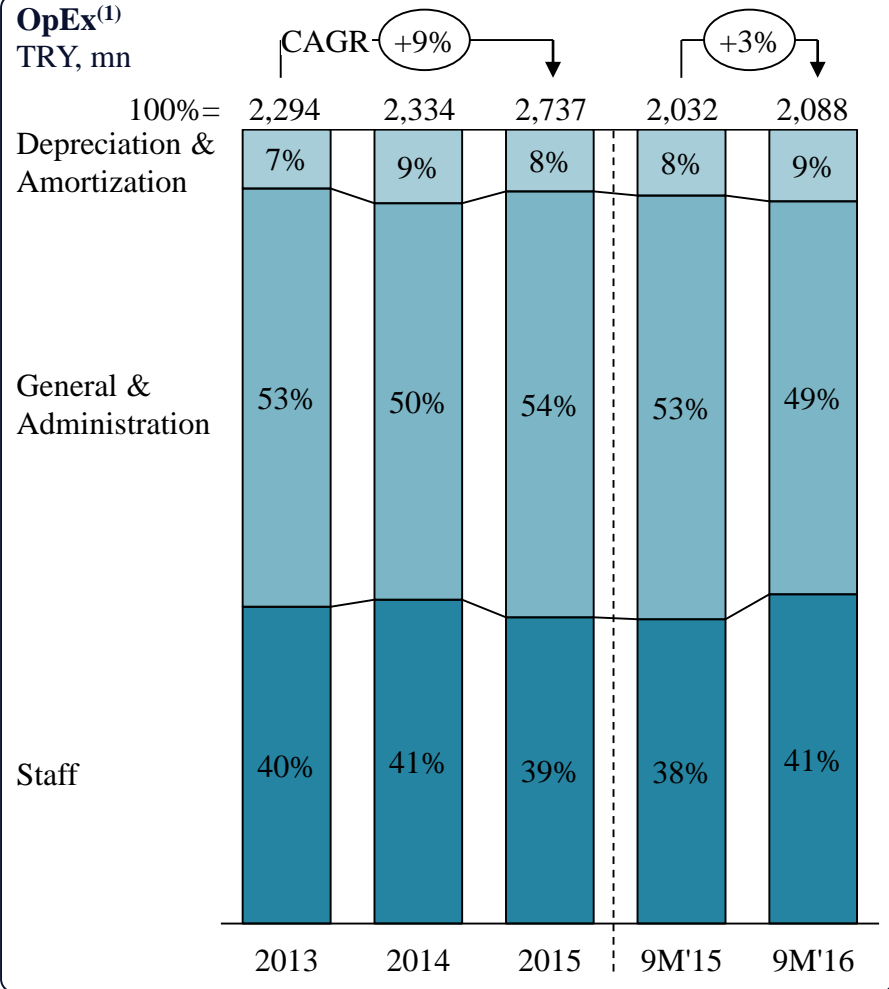
Improvement in cost / income ratio despite commission refunds



Strong efficiency improvement generating growth with limited OpEx increase



Controlled OpEx growth



(1) Including one-off fine of TRY 32.7 million from Ministry of Customs and Trade in 2015

Key financial ratios

	Bank only figures	2013	2014	2015	9M'15	9M'16	YoY
Profitability	RoAE	9.8%	10.9%	8.0%	10.2%	12.2%	+2.0pps
	RoAA	1.2%	1.2%	0.9%	1.1%	1.3%	+0.2pps
	Cost / Income	53.2%	51.3%	56.9%	56.2%	51.3%	-5.0pps
	NIM after swap expenses	5.9%	4.7%	4.7%	4.7%	5.1%	+0.4pps
Liquidity	Loans / Deposits	116.0%	123.8%	121.8%	120.9%	125.2%	+4.3pps
	Loans / (Dep. + TRY Bonds)	109.9%	117.4%	120.5%	118.3%	122.2%	+3.9pps
Asset Quality	NPL Ratio	6.5%	5.2%	6.3%	5.9%	6.5%	+0.6pps
	Coverage	82.8%	79.2	80.4%	79.9%	80.8%	+0.9pps
	Cost of Risk	2.7%	2.1% ⁽¹⁾	2.1% ⁽²⁾	1.9%	2.1%	+0.2pps
Solvency	CAR	17.0%	17.0%	15.4%	15.0%	14.5%	-0.5pps
	Tier I Ratio	12.6%	13.0%	12.0%	11.6%	12.5%	+1.0pps
	Leverage	8.6	8.8	9.5	10.1	9.7	-0.4

Key strategies in 2016 and going forward

Long Term Sustainable Strategy

- **Real banking**, i.e., minimum market risk
- **Prudent credit risk management**
- **High CAR, high liquidity** at all times
- Leverage **wholesale funding opportunities** presented by new shareholder structure

Mid Term Strategic Actions

- Maintain solid, above the market **growth in Corporate & Commercial** and **SME** segments
- **Measured growth in consumer** lending with general purpose loans and renewed emphasis on credit cards with “high card spend” – a driver of acquiring volume (an SME business)
- Profitability and **downstream business focus** in Corporate & Commercial segments
- Continued emphasis on building a **stable deposit base** through new channels, offerings to untapped segments and customer groups (enpara.com)
- Focus on **fee generation** and **operating expenses control** as well as continuing **improvement on cost of risk** front thanks to the shift in loan book mix towards less risky segments

Appendix

A decorative graphic on the right side of the page, consisting of a white rectangular shape that appears to be a folded page corner, with a purple shadow underneath it, set against a dark purple background.

Finansbank BRSA Bank-Only Summary Financials

Income Statement

TRY, mn	2013	2014	2015	9M'15	9M'16
Net interest income	3,163	3,088	3,947	2,837	3,292
Net fees and commissions income	1,032	1,334	1,314	1,004	1,002
Other income ⁽¹⁾	118	130	(451)	(228)	(222)
Total income	4,313	4,551	4,810	3,613	4,072
Provisions ⁽²⁾	(1,081)	(1,076)	(1,170)	(769)	(921)
Operating expenses	(2,294)	(2,334)	(2,737)	(2,032)	(2,088)
Total expenses	(3,375)	(3,409)	(3,907)	(2,801)	(3,009)
Profit before tax	938	1,142	903	812	1,063
Tax	(203)	(265)	(197)	(138)	(212)
Net income	734	877	706	673	851

Balance Sheet

TRY, mn	2013	2014	2015	9M'15	9M'16
Cash & Banks ⁽³⁾	8,515	9,108	10,313	12,209	13,139
Securities	8,731	9,165	9,197	9,356	11,357
Net Loans	42,910	50,344	57,273	57,194	61,424
Fixed Assets ⁽⁴⁾	1,344	2,380	2,283	2,244	2,517
Other Assets	4,510	4,209	6,661	9,406	5,551
Total Assets	66,010	75,206	85,727	90,410	93,988
Customer Deposits	36,980	40,652	47,009	47,306	49,062
Borrowings	14,301	17,964	18,835	20,296	24,602
Bonds Issued	3,955	5,373	4,336	5,004	3,906
Funds Borrowed	3,351	4,898	5,640	6,962	8,755
Sub-debt	1,951	2,122	2,662	2,820	2,780
Bank Deposit	1,341	1,423	1,557	1,466	2,409
Repo	3,703	4,147	4,639	4,044	6,752
Other	7,080	8,017	10,860	13,870	10,620
Equity	7,648	8,574	9,024	8,937	9,704

(1) Includes dividends, trading profit / loss, other operating income, gain on equity method

(2) Represents provision for loan or other receivable losses

(3) Includes banks, interbank, other financial institutions

(4) Including subsidiaries

Finansbank BRSA Consolidated Summary Financials

Income Statement

TRY, mn	2013	2014	2015	9M'15	9M'16
Net interest income	3,269	3,205	4,083	2,936	3,418
Net fees and commissions income	1,087	1,397	1,387	1,060	1,062
Other income ⁽¹⁾	105	134	(504)	(246)	(222)
Total income	4,461	4,736	4,966	3,750	4,258
Provisions ⁽²⁾	(1,103)	(1,100)	(1,207)	(811)	(971)
Operating expenses	(2,383)	(2,444)	(2,874)	(2,123)	(2,183)
Total expenses	(3,486)	(3,544)	(4,082)	(2,934)	(3,154)
Profit before tax	974	1,192	884	816	1,104
Tax	(216)	(276)	(204)	(147)	(222)
Net income	758	916	680	669	881

Balance Sheet

TRY, mn	2013	2014	2015	9M'15	9M'16
Cash & Banks ⁽³⁾	8,688	9,209	10,403	12,305	13,240
Securities	8,779	9,209	9,254	9,420	11,399
Net Loans	42,856	50,181	57,110	57,010	61,062
Fixed Assets ⁽⁴⁾	943	1,897	1,979	1,940	1,999
Other Assets	6,399	6,339	9,304	11,967	8,710
Total Assets	67,666	76,835	88,049	92,642	96,410
Customer Deposits	36,766	40,473	46,755	47,027	48,894
Borrowings	15,848	19,439	20,921	22,320	26,831
Bonds Issued	3,955	5,825	5,827	6,441	5,718
Funds Borrowed	4,821	5,853	6,066	7,407	9,024
Sub-debt	1,951	2,122	2,662	2,820	2,780
Bank Deposit	1,341	1,423	1,557	1,466	2,409
Repo	3,780	4,216	4,809	4,186	6,900
Other	7,189	8,126	10,968	13,988	10,775
Equity	7,863	8,798	9,405	9,307	9,910

(1) Includes dividends, trading profit / loss, other operating income, gain on equity method

(2) Represents provision for loan or other receivable losses

(3) Includes banks, interbank, other financial institutions

(4) Including subsidiaries

Borrowings and Issuances

Type of Borrowing	Maturity	Currency	Outstanding Principal (mn)	Tenor (Years)
TRY Bond	Oct-16	TRY	120.00	0.25
TRY Bond	Oct-16	TRY	239.31	0.25
TRY Bond	Jan-17	TRY	19.70	0.51
TRY Bond	Oct-16	TRY	68.50	0.49
TRY Bond	Oct-16	TRY	79.38	0.29
TRY Bond	Nov-16	TRY	195.90	0.25
TRY Bond	Nov-16	TRY	7.49	0.27
TRY Bond	Nov-16	TRY	88.09	0.25
TRY Bond	Nov-16	TRY	150.00	0.25
TRY Bond	Feb-17	TRY	66.00	0.50
TRY Bond	Dec-16	TRY	163.21	0.25
TRY Bond	Dec-16	TRY	50.00	0.25
Eurobond	Nov-17	USD	350.00	5.00
Eurobond	Apr-19	USD	500.00	5.00
Eurobond	Feb-17	USD	15.00	1.00
Eurobond	Mar-17	USD	20.00	1.01
Eurobond	Dec-16	EUR	3.00	0.25
EIB	Oct-17	EUR	7.81	7.01
Securitisation	Nov-24	EUR	45.83	11.91
Securitisation	Nov-17	EUR	6.25	4.91
EBRD	May-20	EUR	50.00	5.27
EFSE	Dec-19	EUR	25.00	5.01
PROPARCO	Jul-25	EUR	20.00	10.32
Subordinated Debt	Oct-20	USD	325.00	11.07
Subordinated Debt	Oct-21	USD	200.00	12.01
Subordinated Debt	Dec-21	USD	125.00	12.01
Subordinated Debt	Dec-21	USD	260.00	10.01
EIB	Nov-19	USD	8.43	7.00
EIB	Nov-20	USD	12.09	7.01
EIB	Mar-21	USD	43.87	7.01
EIB	Apr-21	USD	25.51	7.01
Securitisation	Nov-17	USD	37.50	4.91
Securitisation	Aug-20	USD	100.00	4.92
Securitisation	Aug-20	USD	100.00	4.92
Securitisation	Aug-20	USD	50.00	4.92
Securitisation	Aug-20	USD	30.00	4.92
Syndication	Nov-16	EUR	365.00	1.01
Syndication	Nov-16	EUR	11.00	0.99
Syndication	Nov-16	USD	40.00	1.00
Syndication	Nov-16	USD	59.50	1.01
EIB	Dec-21	EUR	30.00	6.01
EFSE	Dec-22	EUR	15.00	6.97

Disclaimer

QNB Finansbank (the “Bank”) has prepared this Presentation for the sole purposes of providing information which include forward looking projections and statements relating to the Bank (the “Information”). No representation or warranty is made by the Bank for the accuracy or completeness of the Information contained herein. The Information is subject to change without any notice. Neither the Presentation nor the Information can construe any investment advise, or an offer to buy or sell the Bank’s shares. This Presentation and/or the Information cannot be copied, disclosed or distributed to any person other than the person to whom the Presentation and/or Information delivered or sent by the Bank or who required a copy of the same from the Bank. QNB Finansbank expressly disclaims any and all liability for any statements including any forward looking projections and statements, expressed, implied, contained herein, or for any omissions from Information or any other written or oral communication transmitted or made available.