

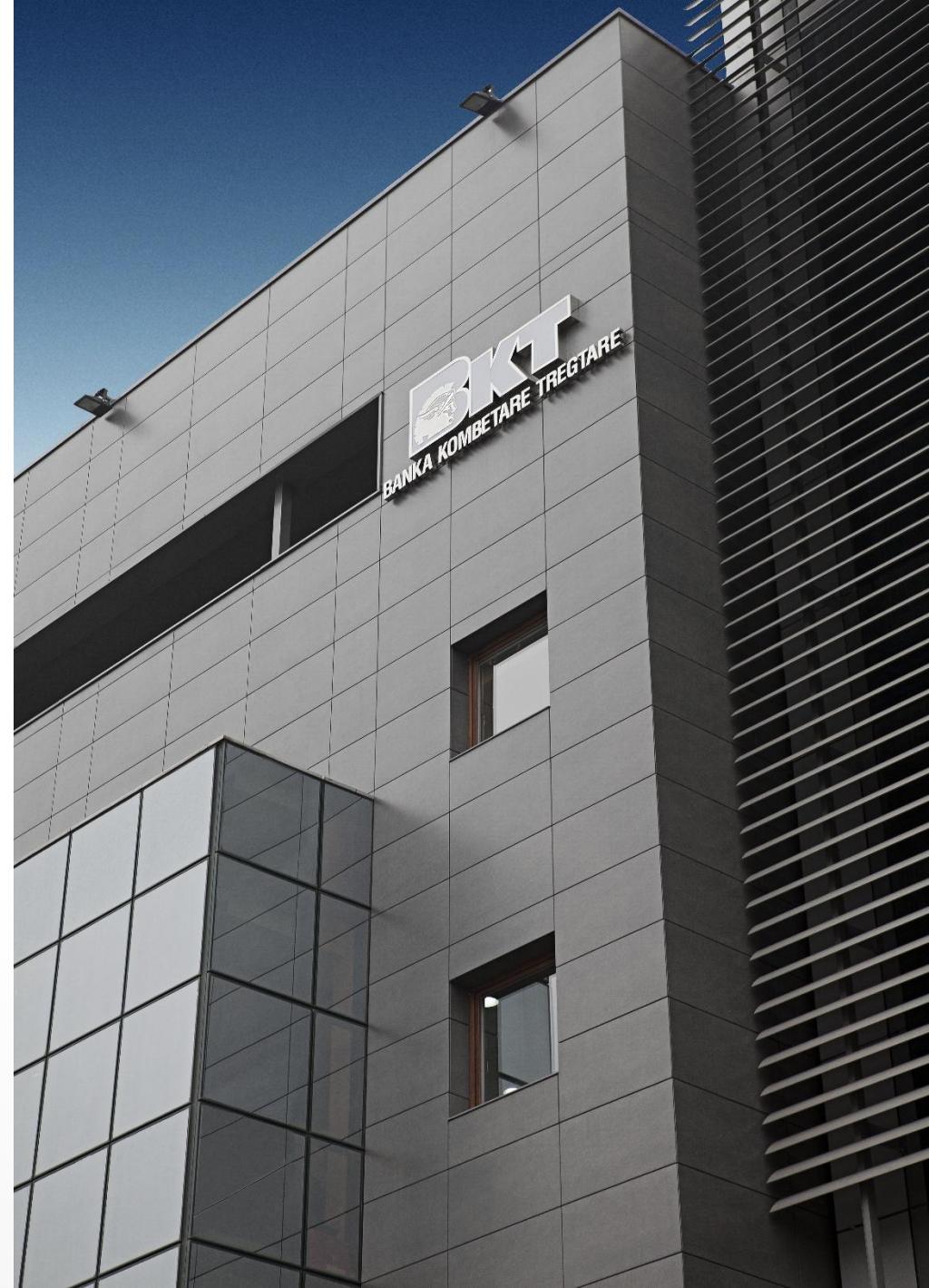


Bank presentation

Banka Kombëtare Tregatre Kosovë Sh.A. December 2025

CONTENT

- Republic of Kosova
- Demographic Information
- Economic Indicators & Outlook
- Kosovo Credit Rating
- Kosova Banking Sector
- Çalık Holding A.Ş.
- BKT's History Milestones
- BKT Kosova
- Correspondent network
- Awards
- Partnerships and Membership
- FI Contacts



REPUBLIC OF KOSOVA

- A parliamentary republic which declared independence on February 17, 2008.
- Kosova is recognized as an independent country by 120 countries.
- Kosova is a potential candidate for EU membership, a process that was accelerated with the signing of Stabilization Association Agreement in October 2015, in force since April 2016.
- Although Kosova is not an official Eurozone member, Kosova unilaterally adopted the “euro” as its currency in 2002 when it was a UN mandate.
- Kosova joined:
 - The World Bank and International Monetary Fund in June 2009,
 - European Bank for Reconstruction and Development in 2012,
 - The Council of Europe Development Bank in 2013,
 - International Olympic Committee in December 2014,
 - World Customs Organization in March 2017.
- Pristina was confirmed as host city to 2030 Mediterranean Games in September 2023.
- Visa liberalization was granted to Kosova by EU effective 1st of January, 2024.
- On May 2024, The NATO Parliamentary Assembly (PA) has approved a recommendation to advance Kosovo's status from an observer member to an associate member within the organization.

DEMOGRAPHIC INFORMATION

Kosova	2024
Population, million	1.602
GDP Growth	4.5%
GDP, nominal € bn	10.3
GDP per capita, €	7.29
Life Expectancy at Birth, years (2023)	78
Average age*	34.84

Remittances by Country (Oct '25)	
Germany	41.2%
Switzerland	17.6%
USA	6.8%
Italy	4.0%
Austria	3.7%
Belgium	3.6%
France	3.4%
Sweden	3.2%
UK	2.8%
Norway	1.8%
Other	8.0%

Export Partners	
North Macedonia	15.4%
Albania	15.1%
Germany	11.6%
Switzerland	10.7%
Montenegro	6.1%
Serbia	5.7%
Turkey	3.7%
Italy	3.4%
Netherlands	3.3%
United States	2.7%
Other	22.3%

Import Partners	
Germany	14.0%
Turkey	13.6%
China	12.1%
North Macedonia	5.7%
Italy	5.4%
Albania	4.7%
Poland	4.0%
Greece	3.7%
Serbia	3.3%
Saudi Arabia	2.9%
Other	30.6%

As of Nov 2025, Exports cover 15.7% of Imports.

Sources: Central Bank of Kosovo (CBK)

IMF

World Bank Data

*ASK 2024 data

ECONOMIC INDICATORS

- For 2025, economic growth is projected at 4.1%, supported by private consumption and public and private investments.
- Foreign direct investments totaled EUR 847.4 million in 2024 (2023: EUR 840.1 million).
- The value of remittances received reached EUR 1,355 million in 2024, compared to 1,335.8 million in 2023.
- Kosovo's public debt reached EUR 1.73 billion in 2024, marking a 4.6% annual increase. Despite this nominal growth, the debt-to-GDP ratio declined to 16.52%, down from 17.48% in 2023, reflecting stronger economic performance and improved fiscal sustainability.
 - Government has been borrowing less through debt securities due to high revenue collection and tight fiscal policy,
 - Offering room to borrow on concessional terms for productive investments,
- Fiscal policy is supported by a healthy banking sector.

ECONOMIC OUTLOOK

Incentives for investment in Kosova;

- Youngest population in Europe which is exposed to Western European and has higher linguistic standards,
- Low corporate tax at 10%,
- Access to EU and CEFTA markets,
- Euro is official currency of the country though it is not an official Eurozone member,
- Government with low debt and low contingent liabilities in terms of pension and other social welfare transfers,
- Rapidly developed information and communications technology,
- Broadband internet penetration,
- Healthy and well capitalized banking sector.
- Natural resources: coal, zinc, lead, ferro-nickel and fertile agricultural land.

GDP GROWTH

GDP Growth Rate % (constant prices)					Projections		
Country	2022	2023	2024	2025	2026	2027	2028
Kosova	4.27	4.06	4.57	3.95	3.95	3.94	3.85
Albania	4.82	4.01	4.04	3.35	3.57	3.54	3.48
Bosnia and Herzegovina	4.22	1.99	2.97	2.40	2.70	3.00	3.00
Bulgaria	4.03	1.88	2.81	3.05	3.08	2.81	2.74
Croatia	7.28	3.31	3.92	3.10	2.73	2.63	2.60
North Macedonia	2.75	2.07	2.75	3.40	3.20	3.20	3.10
Montenegro	7.74	6.47	3.16	3.20	3.20	3.00	3.00
Romania	3.96	2.40	0.81	0.96	1.37	2.73	2.91
Slovenia	2.66	2.37	1.73	1.10	2.30	2.50	2.40
Serbia	2.63	3.84	3.87	2.37	3.63	4.63	3.82

IMF-WORLD ECONOMIC OUTLOOK DATABASE OCTOBER 2025

KOSOVO CREDIT RATING

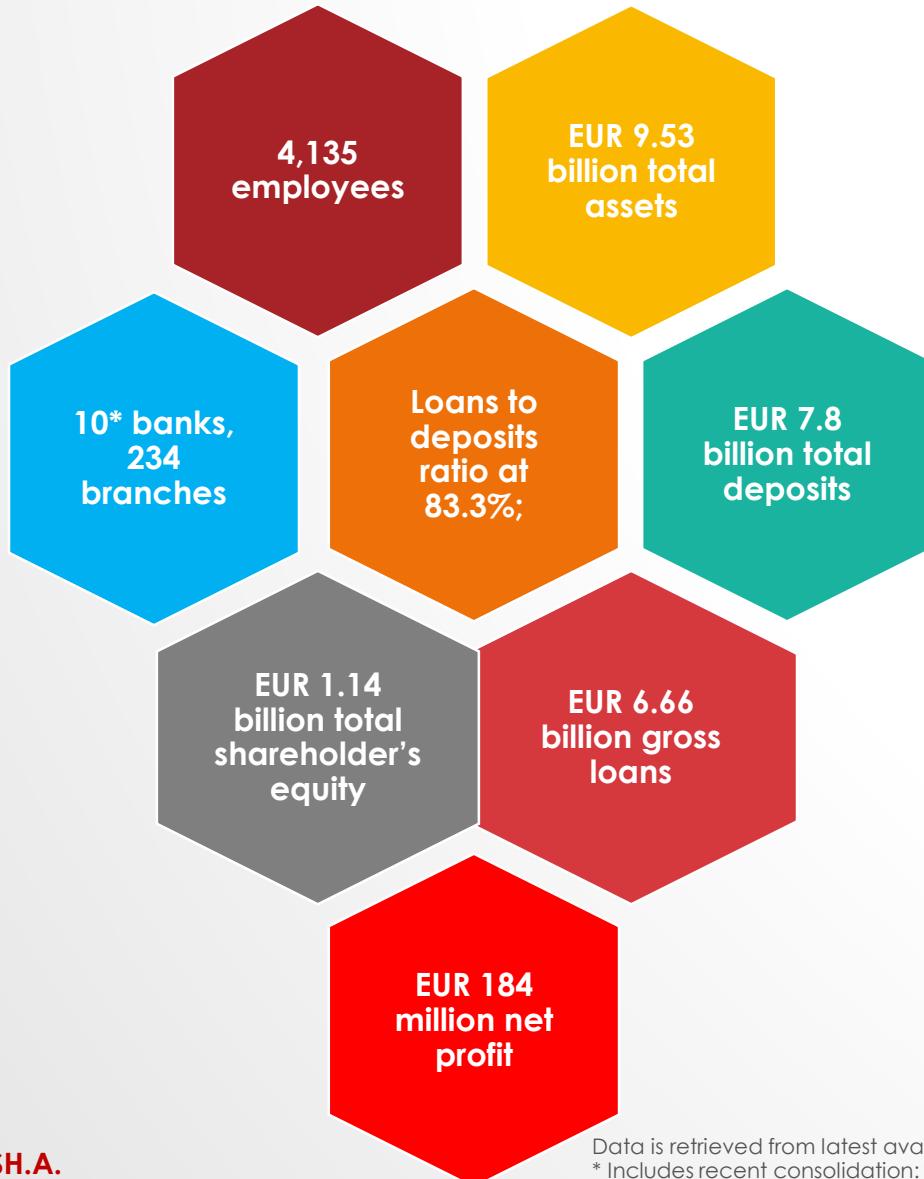
26 Sep 2025: Fitch Ratings has affirmed Kosovo's Long-Term Foreign-Currency Issuer Default Rating (IDR) at 'BB-' with a Stable Outlook.

- **Rating Strengths:** The rating reflects Kosovo's low and stable public debt, very low interest burden relative to revenues, a record of prudent fiscal policy, a sound and profitable banking sector, and a net external creditor position.
- **Political Environment:** Kosovo has been governed by a caretaker government since the February 2025 elections. Fitch assesses that policy risks remain contained, as there are no major macro-fiscal policy differences among leading political parties, although a new election may be required by April 2026.
- **Fiscal Performance:** Kosovo continues to outperform its fiscal rules, including the 2% of GDP deficit ceiling. Fitch forecasts the general government deficit at 1.0% of GDP in 2025, widening to 1.7% in 2026 and 2.0% in 2027, mainly due to higher wages, pensions, and capital spending.
- **Public Debt:** General government debt is expected to rise gradually from 16.8% of GDP in 2024 to around 18.4% by 2027, remaining well below the 'BB' median of approximately 54%.
- **External Position:** The current account deficit is projected to remain close to 9% of GDP in 2025 before narrowing toward 7% by 2027 and continues to be fully financed by diaspora inflows and foreign direct investment.
- **Banking Sector:** The banking sector remains well-capitalized, liquid, and profitable, with low and fully provisioned non-performing loans.
- **Rating Constraints:** Constraints include Kosovo's lack of full international recognition, unresolved relations with Serbia, a small economic base, and reliance on diaspora flows to finance a structural trade deficit.

KOSOVA BANKING SECTOR (DEC'25)

- 10 banks: 7 are foreign owned. No state-owned bank, all private;
- High concentration: top three banks with 53.7% of total assets;
- Total asset size: EUR 9.53 billion with 13.5% y-o-y growth;
- Total shareholder's equity: EUR 1.14 billion;
- Total banking system net profit: EUR 184 million, stable y-o-y;
- Gross loans/banking assets ratio: 69.8%
- Gross loans/deposits ratio: 85.3%;
- Liquid assets/total short-term liabilities ratio: 30.9%*;
- High CAR of 17.3%*, with low NPL ratio at 2.1%*;
- High ROAA of 2.3%* and ROAE of 17.2%*.

KOSOVA BANKING SECTOR AT A GLANCE (DEC'25)



Data is retrieved from latest available CBK monthly information on financial system.

* Includes recent consolidation: Türkiye İş Bankası – Kosovo Branch acquired by Banka Ekonomike.

ÇALIK HOLDING A.Ş.



1981
Origin of textile operations



1987
Çalık Denim established



1995
Operations in energy sector
start with Gap Enerji



1996
Gap İnşaat established



1997
Çalık Holding established



2013
Aras Elektrik established.
Kosova Keds Electricity acquired



2012
Yepaş Elektrik established



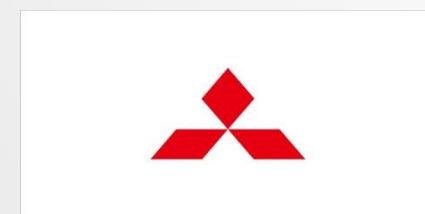
2010
Lidya Madencilik launches
mining operations.
Yedaş Elektrik acquired.
Çalık Gayrimenkul
established



2006
BKT Albania acquired



1999
Aktif Bank established



2015
Çalık Enerji and Mitsubishi Corp.
launch strategic and equity
cooperation



2018
BKT Kosova took license from
CBK to be third bank under
Çalık Holding



ÇALIK HOLDİNG A.Ş.



34

COUNTRIES

5

SECTORS

30,000+

EMPLOYEES

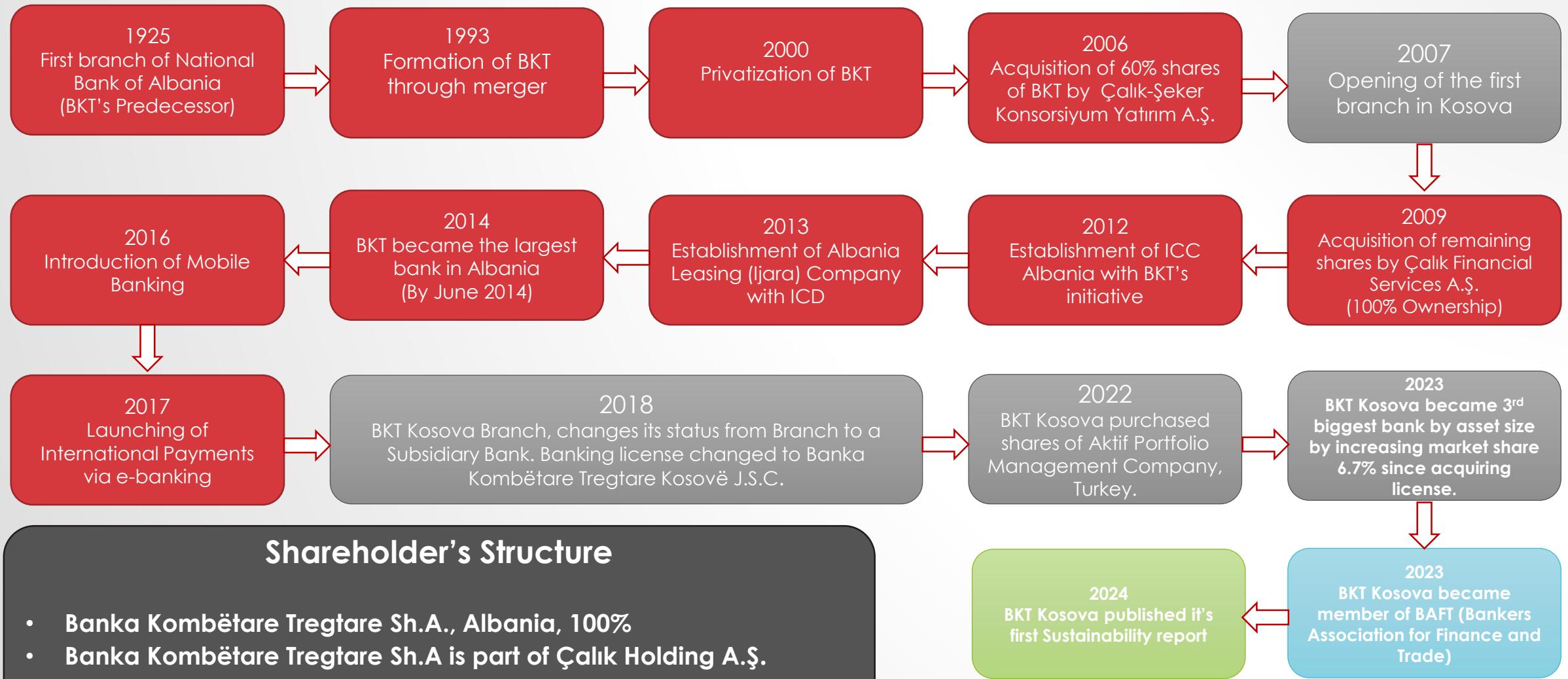
4.0 BILLION USD

REVENUES

813 MILLION USD

EBITDA

BKT'S HISTORY MILESTONES



Shareholder's Structure

- **Banka Kombëtare Tregtare Sh.A., Albania, 100%**
- **Banka Kombëtare Tregtare Sh.A is part of Çalik Holding A.S.**

2024
BKT Kosova published it's
first Sustainability report

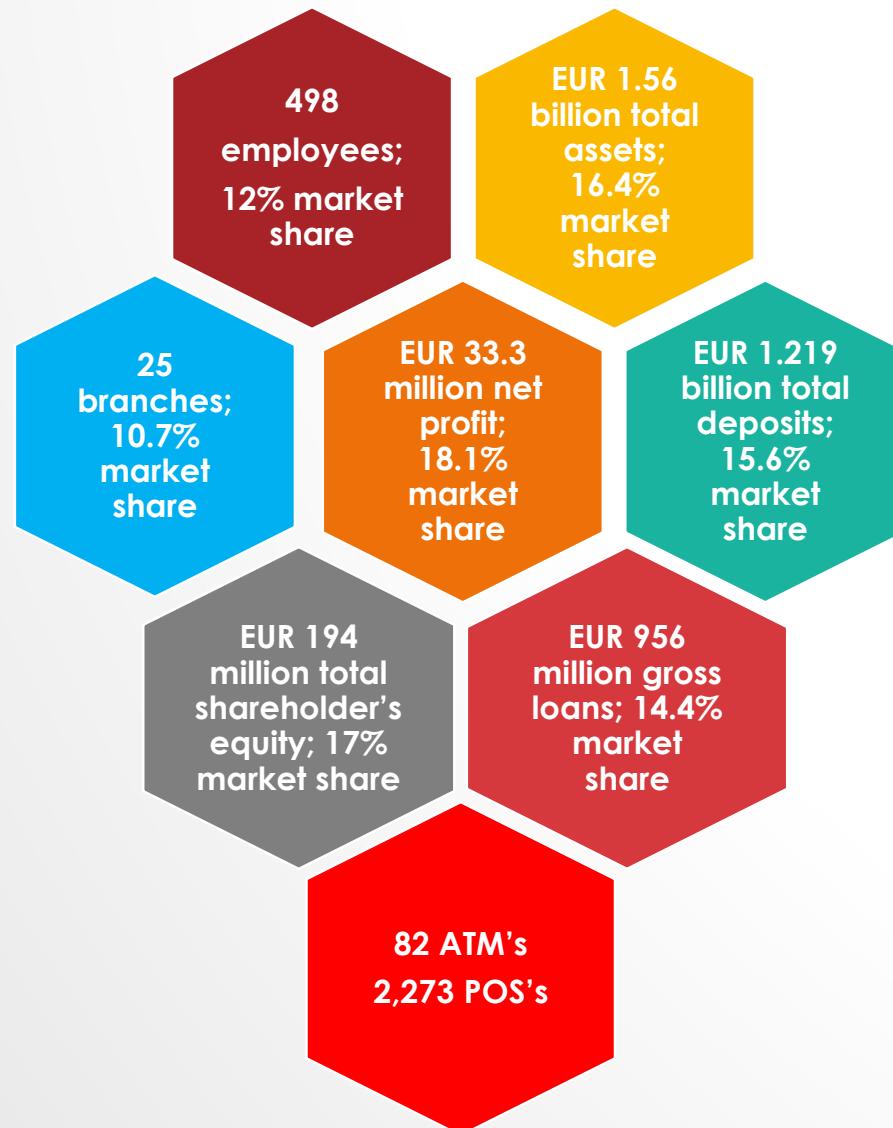
2023
BKT Kosova became
member of BAFT (Bankers
Association for Finance and
Trade)

BKT KOSOVA FINANCIAL FIGURES (DEC'25)



- 25 branches in 16 cities;
- Total asset size: EUR 1.56 billion;
- Total gross loans amount: EUR 956 million;
- Total deposits amount: EUR 1.219 billion;
- Total shareholder's equity: EUR 194 million and subordinated loan in the amount of EUR 22 million;
- Net profit: EUR 33.3 million;
- Gross loans/total assets ratio: 61.2%;
- Gross loans/deposits ratio: 78.5%;
- Liquid assets/total short-term liabilities ratio: 39.7%;
- Cost Income Ratio: 39.74% including impairments 40.91%;
- CAR of 18.47% with NPL ratio at 1.08%;
- ROAA of 2.56% and ROE of 22.77%.

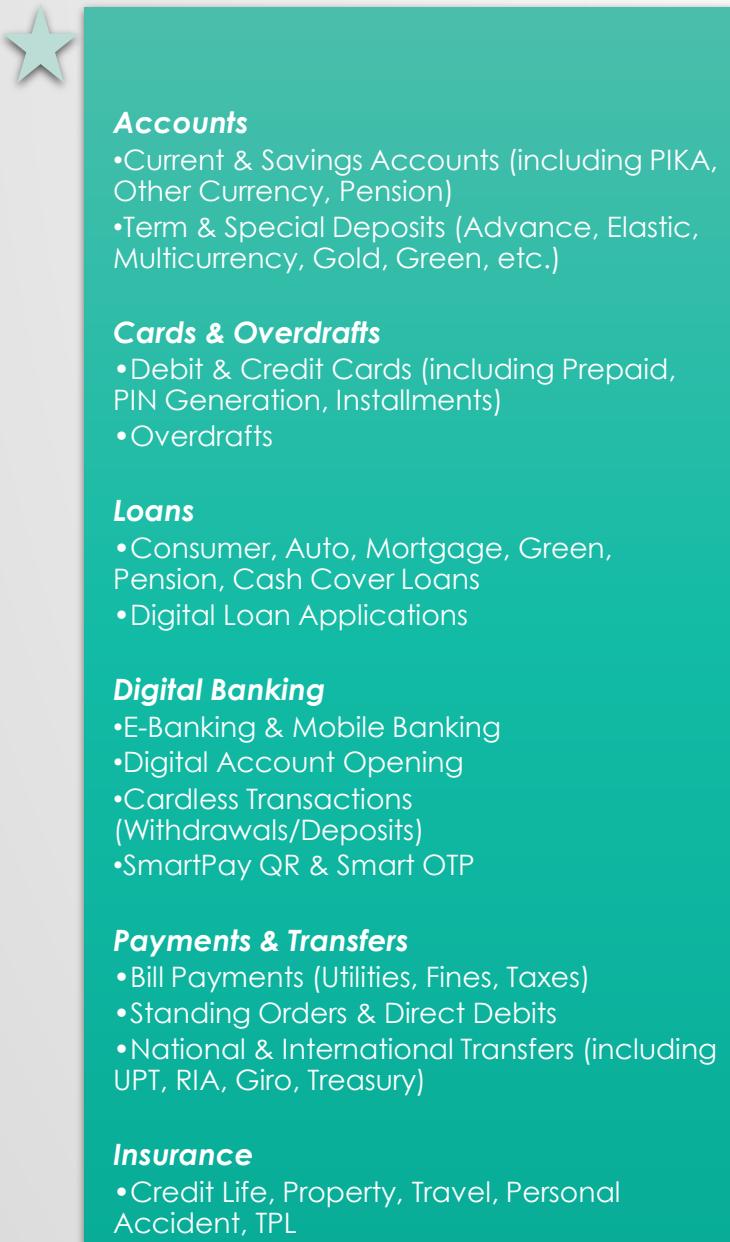
BKT KOSOVA VS BANKING SECTOR (DEC'25)



Data is retrieved from latest available CBK monthly information on financial system.

BKT KOSOVA BUSINESS SEGMENTS

RETAIL BANKING



Accounts

- Current & Savings Accounts (including PIKA, Other Currency, Pension)
- Term & Special Deposits (Advance, Elastic, Multicurrency, Gold, Green, etc.)

Cards & Overdrafts

- Debit & Credit Cards (including Prepaid, PIN Generation, Installments)
- Overdrafts

Loans

- Consumer, Auto, Mortgage, Green, Pension, Cash Cover Loans
- Digital Loan Applications

Digital Banking

- E-Banking & Mobile Banking
- Digital Account Opening
- Cardless Transactions (Withdrawals/Deposits)
- SmartPay QR & Smart OTP

Payments & Transfers

- Bill Payments (Utilities, Fines, Taxes)
- Standing Orders & Direct Debits
- National & International Transfers (including UPT, RIA, Giro, Treasury)

Insurance

- Credit Life, Property, Travel, Personal Accident, TPL

CORPORATE & BUSINESS BANKING



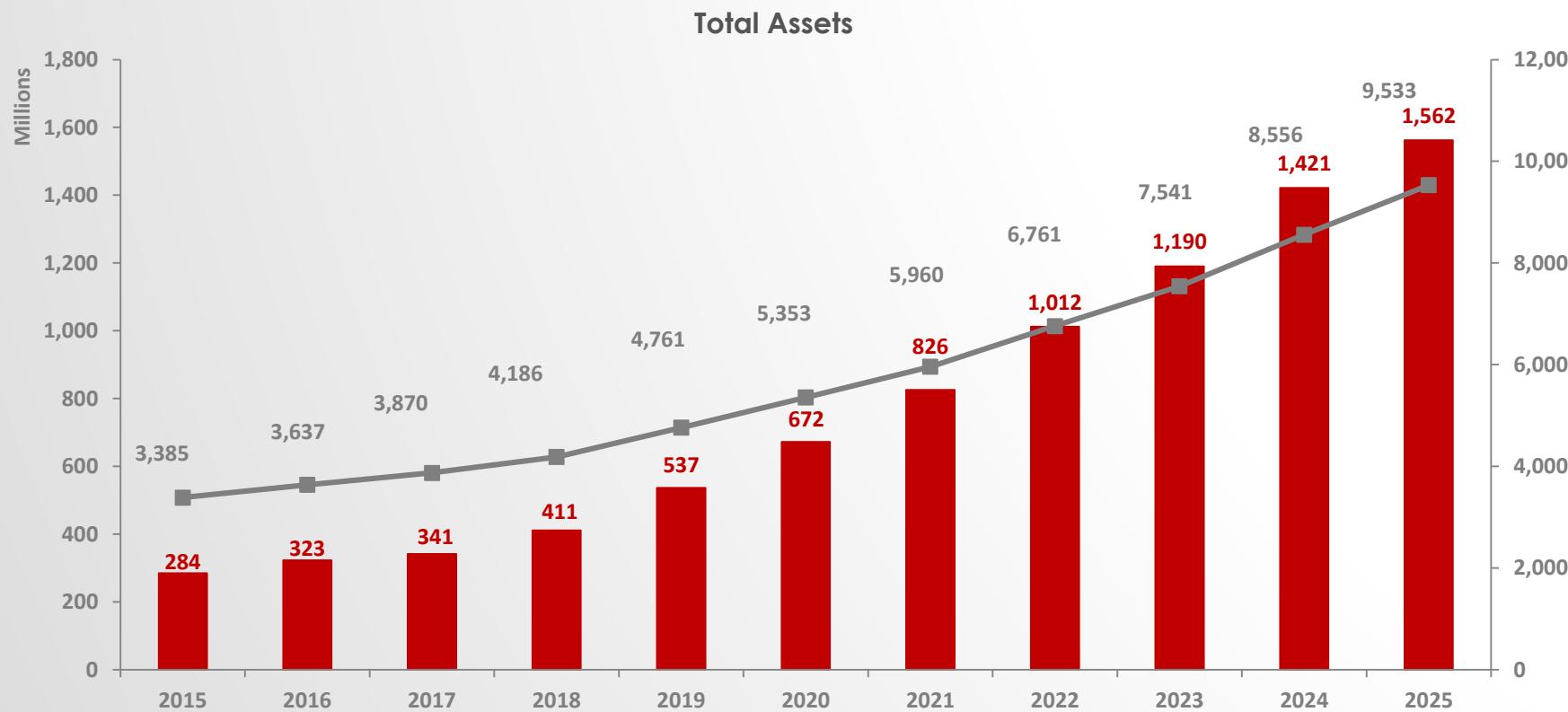
- Current Account
- Saving Account
- Term Deposits
- Business Loans
- SME Loans
- Agro Loans
- Green Loans
- Overdrafts
- Structured Finance
- Project Finance
- Factoring
- Leasing
- E-banking / M-banking
- POS Business
- Virtual POS
- Business e-banking
- Business Mobile Banking
- Business Credit and Debit Cards
- Drop Box – Cash Management
- POS Overdraft
- POS Letter of Guarantee
- Business Auto Loan
- e-Kiosk

TREASURY, FINANCIAL INSTITUTIONS & PRIVATE BANKING



- Private Banking for High-Net-Worth Clients
- Correspondent Banking
- Trade Finance Products
- Money Market Products
- FX Products
- Securities and Custody Services
- Syndication Loans

FINANCIAL FIGURES FOR BKT AND SECTOR



Annual average growth rate of 18.6% on total assets compared to 10.9% of sector between 2015-2025. Market share increased from 8.4% to 16.4%.

Data is retrieved from CBK for the sector except 2025 is KBA statistics.

FINANCIAL FIGURES FOR BKT AND SECTOR



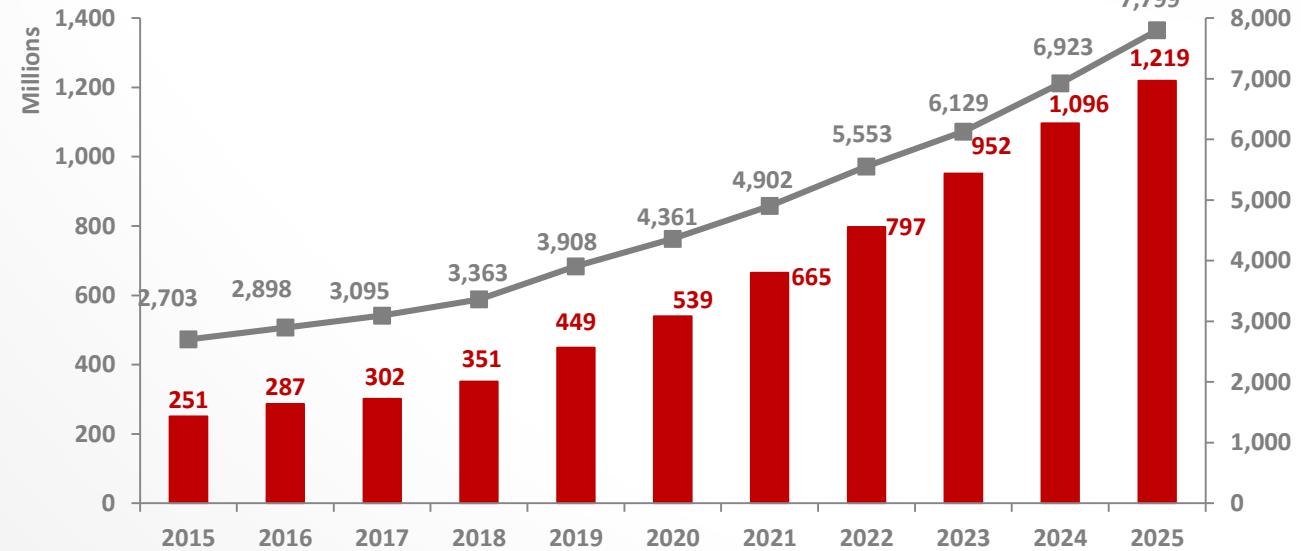
Total Loans



Annual average growth rate of 20.8% on gross loans compared to 12.7% of sector between 2015-2025. Market share doubled from 7.2% to 14.4%.

Annual average growth rate of 17.1% on total deposits compared to 11.2% of sector between 2015-2025. Market share increased from 9.3% to 15.6%.

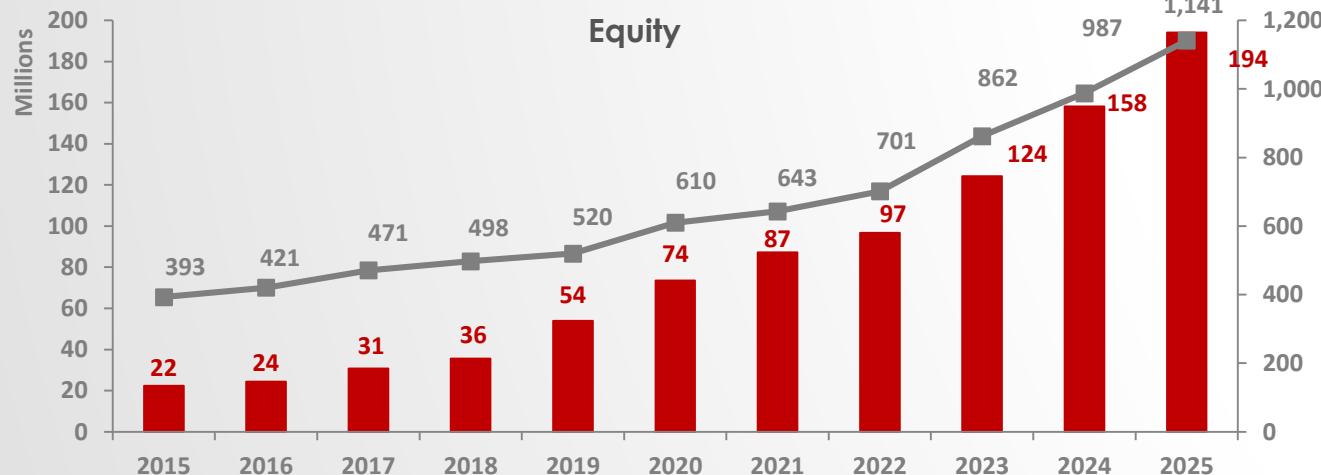
Total Deposits



Data is retrieved from CBK for the sector except 2025 is KBA statistics.

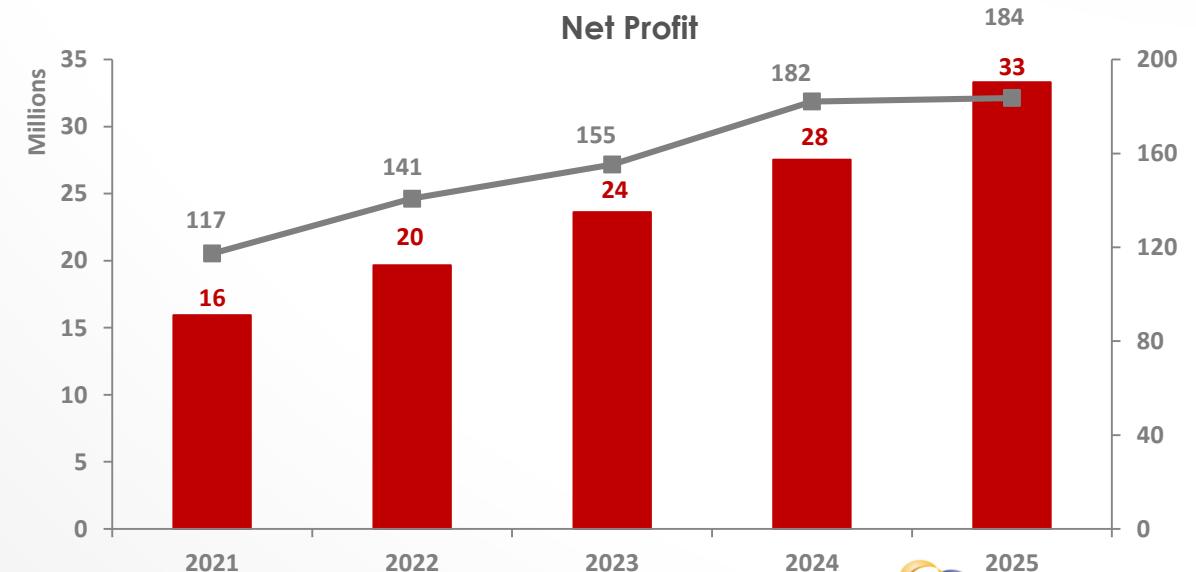
BANKA KOMBËTARE TREGTARE KOSOVË SH.A.

FINANCIAL FIGURES FOR BKT AND SECTOR



A higher annual average growth rate of 24.1% on equity compared to 11.3% of sector between 2015-2025.
 Market share increased from 5.7% to 17%.

Annual average growth rate of 20.2% on net profit compared to 11.8% of sector between 2021-2025.
 Market share increased from 13.6% to 18.1%.



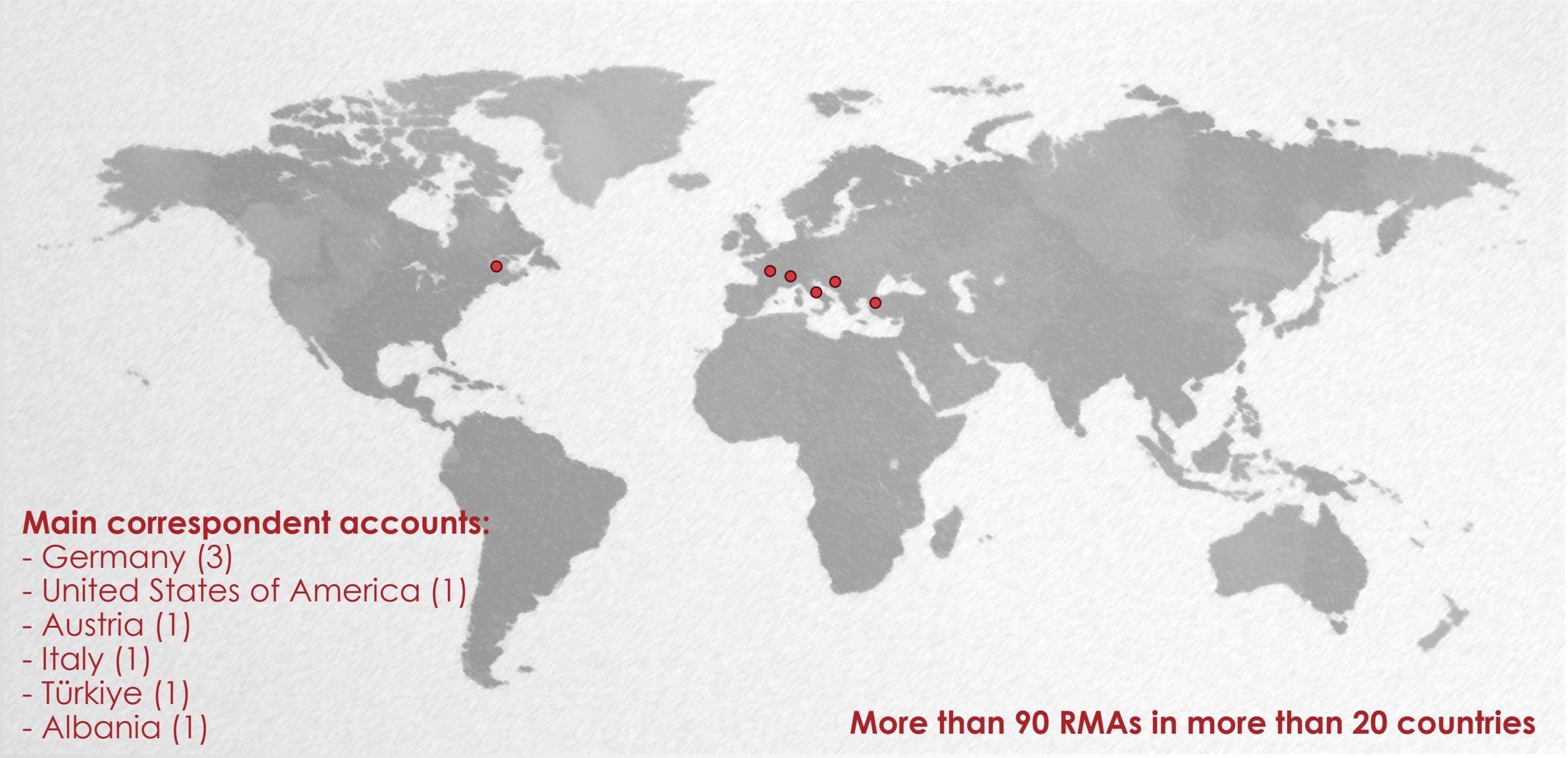
Data is retrieved from CBK for the sector except 2025 is KBA statistics.

BANKA KOMBËTARE TREGTARE KOSOVË SH.A.

PIONEERING SECTOR

- BKT Kosova published its **First Sustainability Report**.
- BKT Kosovo introduced the **Digital Banking Products such as Digital Account, Digital Loan, Digital Credit Card & Digital Overdraft**.
- BKT Kosovo entered into **partnerships** with auto dealers, construction and real-estate companies to expand its network by introducing **Merchant Loan**.
- **Private Banking Department** was established in order to provide customized services to a special segment of clients by differentiating products and services.
- **Multicurrency deposit**: Clients can convert their investments to multiple currencies including **XAU** while contracting term deposits without losing accrued interests.
- **Pika saving account**: Saving account with overnight remuneration possibility.
- BKT increased the number of **remittances channels** by offering services in **10 currencies** from correspondent banks domiciled in different countries and payment companies.
- Bank offers **insurance** and **pension** products to its clients by engaging in all sub-sectors of financial industry.
- BKT Kosovo entered into a partnership with **Green for Growth** to promote and pioneer **green loans**.
- BKT Kosova launched a pioneering initiative, the **Green Deposit**.
- **Subordinated debt** finalized with Finance in Motion for EFSE & GGF Fund. First sustainability linked sub-ordinated debt for the country, where the bank has committed to certain ESG linked KPI's.

CORRESPONDENT BANKING MAP OF BKT KOSOVA



ESG KEY PERFORMANCE INDICATORS

E- Responsible Contributor to our Environment	S- Responsible Social Provider	G- Sustainable Governance and Strategy
Integrating environmental principles in Bank's Activities	Optimizing employees labor conditions and caring about their well-being.	Upgrading internal policies and procedures with ESG segment
Monitoring & managing specific climate and environmental risks	Adopting inclusion, diversity and equality in the workplace	Compliance with local and EU regulatory requirements
Developing "green" products programs to tackle specific environmental issues	Social performance for Bank's Clients and Stakeholders	Governance structure alignment with ESG
		Regular non-financial sustainability report

Please click here to access our latest [Sustainability Report](#)

AWARDS

- **The Banker:** "Bank of the Year in Kosovo for 2020, 2021, 2023 and 2024"
- **Euromoney Awards for Excellence:** "Kosovo's Best Digital Bank 2024"
- **Euromoney Awards for Excellence:** "Best Bank in Kosovo 2021 and 2025"
- **Euromoney Global Private Banking Awards 2023-2025:** "Best for High-Net-Worth Individuals in Kosovo 2023" "Kosovo's Best International Private Bank 2025"
- **Euromoney Market Leaders 2023:**
 - Corporate Banking
 - Digital Solutions
- **EMEA Finance - Europe Banking Awards 2022:** "The Best Bank 2022 and 2023"
- **Global Finance:** "The Best Bank in Kosovo for 2021, 2022, 2023, 2024 and 2025"
- **Global Finance – The Innovators**
 - "Outstanding Innovator in FX and Trading for Smart Invest Platform"
 - "Top Financial Innovations: Consumer Finance"
 - "Top Financial Innovations: Foreign Exchange"
- **International Business Awards (IBA) 2021 Stevie® Award**
 - Bronze Stevie® Award in the 'Company of the Year' category
 - Gold Stevie® Award for the 'Executive of the Year' category
- **World Finance (World News Media Ltd.):** "Best Banking Group 2021 - Kosovo"
- **Global Banking and Finance Review:**
 - "Best Bank for Sustainable Development Kosovo 2024, 2025"
 - "Best Digital Bank Kosovo 2021"
 - "Best Retail Bank Kosovo 2021"
 - "Retail Brand of the Year Kosovo 2021"
- **Global Brands Magazine:** "Best Bank in Kosovo 2021"
 - "Most Admired Retail Banking Brand, Kosovo – 2023"
 - "Best Digital Banking Brand, Kosovo – 2023"
 - "Best Financial Brand, Kosovo 2024"
 - "Best Customer Centric Banking Brand, Kosovo 2024"
 - "Most Innovative Branch Transformation and Modernization, Kosovo 2024"
- **Global Business Review Magazine:**
 - "Best Bank in Kosovo 2021"
 - "Banking CEO of The Year Kosovo 2021"
- **Global Business Magazine Awards:**
 - "Best Environmental Sustainable Bank Kosovo 2024"
 - "Best Commercial Bank Kosovo 2024"



- **Global Brand Awards**
 - "Best Financial Brand, Kosovo 2024"
 - "Best Customer Centric Banking Brand, Kosovo 2024"
- **The Global Economics:**
 - "Best Mobile Banking Application"
 - "Best Retail Bank"
- **World Business Outlook Awards 2023-2025:** "Best Retail Banking Award Kosovo 2023" "Best Digital Bank Kosovo 2025" "Best Retail Bank Kosovo 2025" "Best Private Banking Award Kosovo 2025"
- **International Business Magazine Award:** "Best Bank Kosovo 2022"
- **World Business Outlook Awards 2023:** "Best Retail Banking Award Kosovo 2023"
- **Finance Derivative Magazine:**
 - "Best Digital Bank Kosovo 2023 and 2024"
 - "Best Retail Bank Kosovo 2024"
- **Cosmopolitan The Daily Business Awards:**
 - "Best Bank in Kosovo 2023"
 - "Best Digital Bank - Kosovo 2021"
 - "Best Retail Bank - Kosovo 2021 and 2024"
 - "Best E-Banking Products - Kosovo 2021 and 2024"
 - "Most Innovative Digital Transformation Bank - Kosovo 2021"
- **World Confederation of Business (WORLDCOB):** "THE BIZZ HYBRID Business Excellence Award 2021/2024"
- **ICERTIAS:** "Best Buy Award 2021/2022"
- **World Economic Magazine:**
 - "Best Sustainable Bank Kosovo 2024"
- **Brands Review Magazine Award**
 - "Best Commercial Bank Kosovo 2025"
 - "Most Convenient Banking Services Kosovo 2025"
 - "Best CSR Bank Kosovo 2025"

PARTNERSHIPS AND MEMBERSHIPS

Following thorough selection processes, BKT Kosova was chosen to partner and be member with strategic national and international groups on important projects:

- Bankers Association for Finance and Trade (BAFT); membership which is a great opportunity to deepen our Trade Finance capabilities;
- World Savings and Retail Banking Institute (WSBI) and European Savings and Retail Banking Group (ESBG) membership;
- BKT Kosova became a member of United Nations Global Compact in February 2025;
- EFSE and Green for Growth Funds: senior and subordinated loans with the purpose of financing MSME's, agriculture, energy efficiency and renewable energy projects in Kosova;
- Kosovo Credit Guarantee Fund partnership;
- CSR Kosovo membership;
- Kosovo Pension Savings Trust and Slovenian Kosovo Pension Fund partnership;
- American Chamber of Commerce in Kosovo membership;
- Kosovo Turkey Chamber of Commerce membership;
- Olympic Committee of Kosovo; BKT Kosova Premium partner of the Olympic Committee of Kosovo.

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