

# BT's business has consolidated and the operational activity has increased in the first six months of the year

### Financial results as of June 30, 2025

<u>Banca Transilvania's</u> positive performance in the first half of the year was supported by the growth across several areas – operational activity, number of customers, loans and deposits volumes – and by the continued strengthening of the digital apps used by retail and corporate clients. Despite the moderate evolution of the Romanian economy, the quality of BT's loan portfolio remains solid and the pace of onboarding new customers exceeds the Romanian banking system average.

"Our priorities in the first half of the year were related to the integration and merger of OTP Bank Romania, the increase of post-merger volumes and the organic growth of BT, in a market environment not as dynamic as in previous years and a challenging macroeconomic landscape. However, we have proven that our growth engines are working optimally even under these market conditions. We expect that, with the implementation of reforms and fiscal consolidation packages, the economy will improve its structural issues and gradually resume growth, with a positive impact on the population and companies, both of which are directly reflected in our business. Banca Transilvania remains the main lender of the economy, entrepreneurs, companies, population, and diaspora," declares <u>Ömer Tetik</u>, CEO of BT.

#### MacRO: Romanian economic context, resilience and adaptability

- The economy was characterised by a trade imbalance: exports exceeded EUR 47 billion (+3.1% in H1 2025 vs H1 2024), while imports reached EUR 64 billion (+4.9% in H1 2025 vs H1 2024).
- The budget deficit, at 3.68% of GDP, was slightly higher compared to the same period of last year (3.62%), while budget revenues increased by 12.7%, supported by tax collection and European funds absorption, thus showing a more efficient collection.
- Romania's GDP grew modestly (0.3% in H1 2025 vs H1 2024), confirming the slow growth pace of the economic activity.
- <u>Fitch</u> recently affirmed Romania's sovereign rating at BBB- (*investment grade*), with a negative outlook.



#### BT financial details

The assets of Banca Transilvania Financial Group increased to RON 208.2 billion (+0.5% compared to December 31, 2024 and +17% compared to June 30, 2024), while net loans and leasing receivables reached RON 100.7 billion (+4.5% compared to December 31, 2024 and +27.9% compared to June 30, 2024).

The net profit of Banca Transilvania Group reached RON 1.97 billion at the end of June 2025, of which the net profit of the bank amounts to RON 1.78 billion, influenced by the acquisition and integration costs of OTP Bank Romania and of the other OTP companies (mainly OTP Leasing and OTP Asset Management), as well as BRD Pensii (3rd Pillar) and BCR Chişinău. BT Group posted a quarterly profit (in Q2 2025) amounting to RON 1.09 billion, +25% compared to Q1 2025, an increase resulting from both higher operating volumes and from synergies generated by the latest acquisitions.

The gross loan-to-deposit ratio at bank level reached 64.2%, up 7pp vs. December 2024, thus proving a more intensive use of the available resources, a readiness to lend, and an increased confidence in the ability to manage credit risk. At consolidated level, the gross loan-to-deposit ratio increased by 4 pp, exceeding the 65% threshold.

With regard to BT's non-performing loans ratio, as defined by the EBA, the ratio stood at 2.65% as of June 30, 2025. Net expenses with impairment adjustments, expected losses on financial assets and provisions for other risks and credit commitments, at standalone level, increased to RON 409.7 million, generating a cost of risk of 84 bps (remaining below 100 bps). The bank's cost-to-income ratio reached 45.26%, an indicator that takes into account the annualized impact of the contribution to the Bank Deposit Guarantee Fund, the Resolution Fund, and the turnover tax. The bank's net interest income is 19.4% higher compared to H1 2024, while the quarterly evolution shows an increase of 8.1% during Q2 2025. Net fee and commission income is 12% higher compared to H1 2024 and 10.4% higher than in the previous quarter of 2025, driven by the increase of BT's activity. Net trading income reached RON 451 million on an individual basis, +21.3% compared to H1 2024.

Banca Transilvania's Capital Adequacy Ratio is 21.85%, profit included, at the end of June 2025.



#### BT's growth drivers in the first half of the year

- The number of transactions carried out by retail and corporate clients through all the bank's channels recorded a significant yearly increase: +17.4% in H1 2025 compared to H1 2024.
- The bank has successfully launched new features in its digital apps: BT Pay (for retail clients) and BT GO (for corporates). BT Pay features are now available to Romanians everywhere in the world, the bank launching BT online platform for the diaspora.
- BT has reached over 5.2 million unique cards in digital wallets while the number of mobile payments is 30% higher YoY, reaching 150 million as of June 2025.
- The bank has increased its clients base both organically and through the merger with OTP Bank Romania reaching 4.84 million retail and corporate clients in June 2025. The bank attracted an average of over 40,000 new customers every month during the January-June 2025 period.
- The consolidated net loan and lease receivables portfolio is up by 4.5% (compared to December 31, 2024) and by 28% (H1 2025 vs. H1 2024), reaching RON 100.7 billion.
- BT financed companies with RON 9.7 billion, mainly supporting infrastructure projects in healthcare, agriculture, and energy.
- The loans granted by the bank to retail clients amount to RON 7.1 billion, of which 46% are real estate/mortgage loans and 54% are unsecured consumer loans or other types of financing products for personal needs.
- Customers' deposits reached RON 158.5 billion (+5.1% compared to December 31, 2024, and 14% year-on-year growth).

## <u>BT & the capital market</u>: dividends, capital increase and first issue of bonds in RON listed on the Bucharest Stock Exchange

The profit recorded in 2024 was distributed evenly, 55% of it going to the bank's capitalization and reserves and 45% being distributed to shareholders (2025 GMS):

- The bank increased its share capital by RON 1.7 billion through the issue of 173 million shares, reaching (in July 2025) RON 10.9 billion. The capital is necessary for continuing the growth in lending, investments, supporting the economy and complying with the prudential requirements.
- Over 70,000 shareholders of the bank benefited this year from cash dividends, totaling RON 1.6 billion, meaning a yield of over 5%. The bank had almost 71,000 shareholders



at the end of June 2025, compared to almost 61,000 at the end of June 2024. Approximately 80% of <u>BT's shareholding</u> is Romanian.

The successful completion of the first sustainable bond issue in RON was announced by the bank in June 2025. It was received with great interest by investors, Banca Transilvania attracting RON 1.5 billion, of which 50% represented the participation of local investors.

#### News about Banca Transilvania Group companies

<u>BT Asset Management</u> onboarded over 60% of the new investors in the market during H1 2025, playing a major role in the development of the Romanian capital market. <u>BT Pensii</u> became the new administrator of BRD Medio (currently Pensia Mea Plus), and <u>INNO Investments</u> (formerly OTP Asset Management) is the newest company in the BT Group, operating in the alternative investment fund market. <u>BT Capital Partners</u> ended H1 2025 in first place among BVB intermediaries, with a market share of almost 30% and transactions worth over RON 13 billion.

- <u>BT Leasing</u> is increasingly supporting the green transition, with half of the total number (almost 6,300) of loans granted in H1 2025 being for electric and hybrid cars.
- <u>BT Broker de Asigurare</u> announced its plan to diversify its business model to become a universal broker.
- <u>BT Mic</u> financed over 5,700 start-ups and small businesses in H1 2025 and reached a portfolio of nearly 25,000 customers.
- Victoriabank (Republic of Moldova) has been accepted into SEPA.

#### **Acquisition status**

- Romania: the acquisition of BRD Pensii (the administrator of FPAP BRD), announced in H1 2024, is under review by the Romanian Financial Supervisory Authority and will be completed after receiving the relevant approvals.
- Republic of Moldova: <u>the acquisition</u> of Microinvest, announced in H1 2025, is under review by the authorities and will be completed after obtaining the relevant approvals.

Banca Transilvania | Communication & Public Relations Department

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Information for investors:

Investors wishing to participate in the video conference on the financial results for H1 2025, scheduled for August 27,

starting at 4:00 p.m. (Romanian time), are requested to send a request by email to: investor.relations@btrl.ro.

The report on H1 2025, prepared in accordance with the provisions of Art. 67 of Law No. 24 of 2017 on issuers of

financial instruments and market operations (including information in editable format), is available on the BT/Investor

Relations website, starting with August 26, at 9:00 a.m.

The financial information for the six-month periods (as of June 30, 2025, and June 30, 2024, respectively) is reviewed;

the information for the three-month periods (as of June 30, 2025 and June 30, 2024) is unaudited and unreviewed, and

the information as of December 31, 2024 is audited.

Contact details:

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