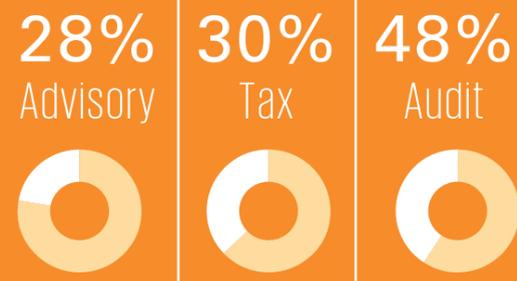


WHO we are

REVENUES BY FUNCTION
39.1 mil



850
Employees

5

19
Partners

Offices in
Romania



The wider community

A business should be about more than making profits. It should also be a positive force within the community, contributing to the well-being of society as a whole. For KPMG, supporting our community is at the heart of our values and is fundamental to the way we do business. We encourage our employees to participate in corporate social responsibility activities. KPMG firms have partnered with numerous international development agencies and non-governmental organizations to pioneer a model of professional cooperation.

Win-green situations

KPMG is committed to integrating environmental best practice into all of our business activities. We take our environmental responsibility seriously, and, through a program of continuous improvement throughout all our operations, we are working hard to reduce our impact on the environment.

KPMG in Romania has implemented an Environmental Policy since 2008 and we obtained the ISO 14001 certification in 2009, demonstrating that KPMG in Romania meets the requirements for an Environmental Management System (EMS). And we didn't stop here. To find out more about our actions, including volunteering, tree planting, donations, education and much more, please visit our website www.kpmg.ro



Our values — We do what is right — **INTEGRITY**

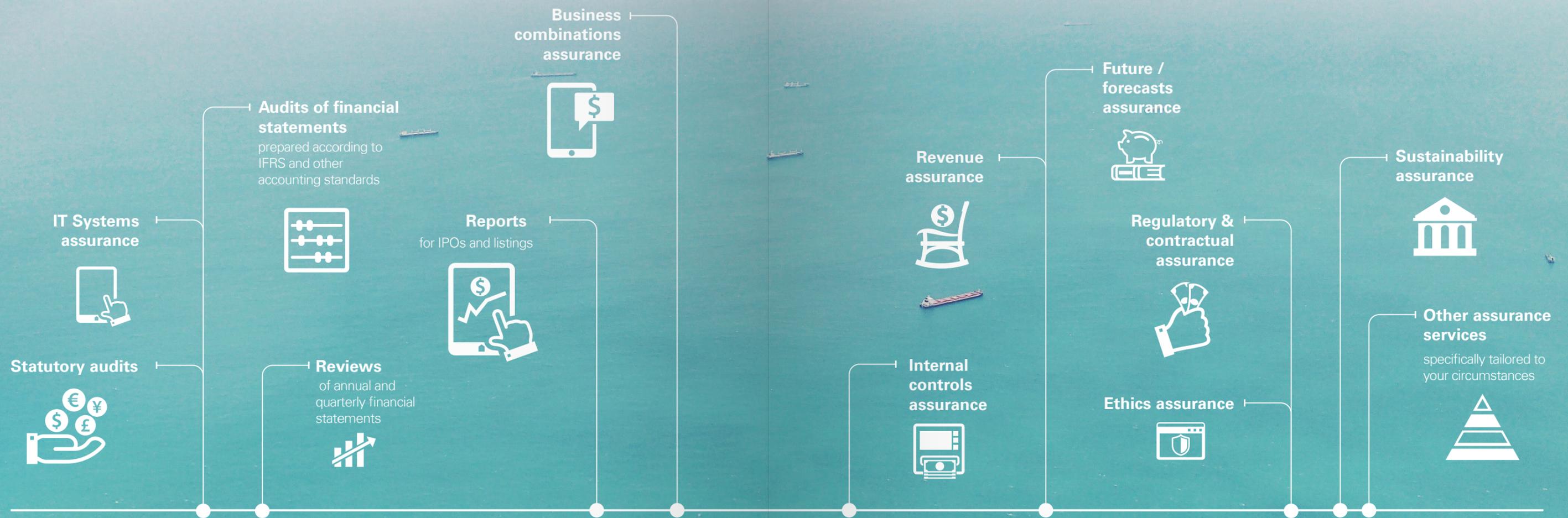
We never stop learning and improving — **EXCELLENCE**

We think and act boldly — **COURAGE** — We respect each other

TOGETHER — We draw strength from our differences

We do what matters — **For Better**





Our Audit and Assurance services include:

A dedicated and accessible Core management team

Our core team will be dedicated to your business and will consider Banca Transilvania Group as their top priority client.

We will also serve as an independent sounding board for Management and the Audit Committee to discuss points of view on financial reporting, provide insights on our assessment of how optimistic or cautious critical judgements are and how they compare to other entities in the industry.



**Cezar Gabriel
Furtună**

**Engagement Partner,
Head of Audit**

As Engagement Partner, Cezar is your central point of contact and will also serve as signing Partner for Banca Transilvania. An important part of his responsibility is to ensure you benefit from fast and conclusive decision-making, and from impeccable coordination of the Group audit.

His role as Head of Audit will help Cezar deploy the right resources for the Group benefit. He will lead the proactive and smooth communication with your management, Audit Committee and Board of Directors.

Cezar was involved in the audit of Banca Transilvania Group in the previous mandate and is the engagement partner for BC VictoriaBank S.A.. His significant experience in consolidation, listed IFRS, as well as his very good knowledge of the Group, will ensure a high-quality audit while continuously seeking to increase the efficiency of our work.



**Tudor Alexandru
Grecu**

**Concurring Partner, EQCR
Head of Financial Services**

As Concurring Review Partner, Tudor will support Cezar in coordinating the audit of Banca Transilvania Group, most notably dealing with various judgemental aspects of Group reporting and handling critical audit issues, such as IFRS 9.

He will ensure that we keep on providing a high-quality audit while continuously seeking to increase the efficiency of our work.



**Irina
Rubeli**

**Director,
Subsidiaries Coordinator**

Irina will bring her strong experience in IFRS and complex accounting matters gained through her work in our Department of Financial Services to your subsidiaries. She will work closely together with the Engagement Partner to ensure a smooth and quality audit.

Irina will leverage her experience in coordinating large-scale audits, corroborated with the knowledge of Banca Transilvania Group, to ensure that there is a timely synchronization of the subsidiaries audits with the audit of the Bank.



**Narcisa
Stănculescu**

**Senior Manager,
Group Audit Coordinator**

Narcisa will leverage her previous experience in working with Banca Transilvania for acting as the best hands-on coordinator of the audit.

She has experience working closely with Cezar, Tudor and Irina in previous engagements and will ensure the smooth operation of your audit.

She was also involved in the audit of Banca Transilvania Group in prior years, acting as in-charge, respectively as a manager of the engagement, so she has a strong knowledge of the Group.

Empowered lead partners

Cezar and Tudor have worked closely together. They complement each other's strengths and areas of expertise. They are both empowered to make final decisions. Both have experience of being an auditor in challenging times and have built experience with national and international banks over the recent years from both audit and non-audit perspectives.

We have taken great care in matching our team's expertise to your needs and have built a multidisciplinary senior team experienced in running large FS audits under IFRS. The team members have an in-depth understanding of local markets, your industry and data & analytics.

Specialists and Solution Team

KPMG provides company-wide sector-specific solutions. The global experience of our specialists is brought together through industry-focused teams and contributes an extra dimension to the quality of our audit services. In this way, we are in a position to bring to the audit team the necessary specialist capabilities and, at the same time, to make available to you the specifically selected “Solution Team”.



**Johannes
Pastor**

Head of FS Audit at EMA

Johannes has spent his career auditing and advising some of the world’s largest-listed financial services institutions with an emphasis on finance function transformation, implementation of IAS 39, IFRS 9, and risk and regulatory projects.

Johannes is 33 years with KPMG and has worked for our national practices Germany, United States, Spain, Canada and most recently in the Netherlands. He is one of our representative to the European Central Bank (ECB) for all financial accounting, control and risk topics.



**Denis
Donoiu**

Manager

Denis will be our Valuation specialist, bringing to Banca Transilvania Group her long - standing expertise and the capacity to mobilize resources and provide advice in areas of value to you. She was involved in advisory services for Banca Transilvania’s acquisition of Bancpost and VictoriaBank and will coordinate the team of Valuation Specialists who will provide assistance to audit.



**Nicoleta
Rusu**

**DPP Director and D&A
Specialist**

Nicoleta will be our professional practice specialist and expert in Data&Analytics. She has over 18 years of experience in auditing group reporting packages, preparing standalone and / or consolidating financial statements in accordance with International Financial Reporting Standards, financial statements reviews. From 2012 to date, she has been working with KPMG International to develop and implement the audit methodology in different countries across Europe.



**Ionuț
Măstăcăneanu**

Tax Director

Ionuț will be the tax accounting specialist for Banca Transilvania Group and is the leader for tax matters in financial services in Romania. He brings more than 15 years of experience in audit and tax advisory services and knowhow in tax auditing and reporting techniques, all very important areas for Banca Transilvania Group.



**Laura
Toncescu^(a)**

**Partner KPMG,
Head of KPMG Legal
(Toncescu and Partners SPRL)**

Laura has an experience of over 20 years in legal advisory services strong focus on the various and complex regulations of the financial services sector.

She has been entrusted by top banks as their key legal advisor and will assist the audit team in the area of complex legal issues. She can further support your team with ad-hoc queries.



**Gabriel
Tanase^(a)**

IT Partner

Gabriel will act as our IT Specialist, supporting us in deploying the Digital Audit. He has extensive expertise in the cyber security and penetration testing. Gabriel leads the cyber security center of excellence which works for a number of European financial institutions.

He will bring extensive knowledge about your IT environment to the audit team for a swift and smooth transition.



**René
Schöb^(a)**

**Partner, Head of Tax &
Legal Services and Head
of German Desk**

Rene has an experience of over 10 years as Tax Advisor and Consultant for incoming investors in Romania, out of which 9 years as a Managing Partner of international Professional Services firms in Romania.

He can bring his experience in advising medium and large international privately owned businesses and corporates on financial strategy and taxation, including direct corporate taxes and international tax structuring to you. He can further support your team with ad-hoc queries.



**Angela
Manolache^(a)**

**Partner,
Financial Risk Management**

Angela will act as our advisor in the Risk Consulting area. She is involved in providing advisory services in governance, risk and reporting engagements.

She will also coordinate the network of specialists in Financial Risk Management and Accounting Advisory, assisting the audit team in the IFRS 9 area.

Current financial sector clients

FY19 Current Financial Sector Clients in:		Romania and Republic of Moldova	Nature of services provided
Category	Entity Name	Services	
National Bank and commercial banks	BC Victoriabank SA; Banca Nationala a Romaniei; Garanti Bank; Banca de Import Export a Romaniei – EximBank; ING Bank NV Amsterdam - Bucharest Branch; CEC Bank; Citibank Europe plc, Dublin – Romania Branch; Banca Comerciala Intesa Sanpaolo Romania; Libra Internet Bank SA, Patria Bank SA, ProCredit Bank Romania; BC Eximbank SA (Moldova); BC ProCredit Bank SA (Moldova);	<ul style="list-style-type: none"> • Independent audit of the annual IFRS standalone and consolidated financial statements; • Independent audit of FINREP financial information for Banks; • Review of quarterly interim financial information; Review of Half-Yearly Financial Information (ISRE 2410); • Review of the reporting package of the Bank prepared in accordance with the policies and principles described in the accounting manual and Group Instructions; • Due diligence for the acquisition of systemically local bank. • Agreed Upon Procedures engagements; 	
Insurance entities	Asigurarea Romaneasca Asiom - Vienna Insurance Group; Omniasig Vienna Insurance Group; BCR Asigurari De Viata Vienna Insurance Group; NN Asigurari de Viata; Ergo Asigurari SA (former Credit Europe Asigurari); Ergo Asigurări de Viață; Pool-ul de Asigurare impotriva Dezastrelor Naturale; S.C. Compania de Asigurari – Reasigurari Exim Romania (CARE Romania) S.A.; Donaris Vienna Insurance Group (Moldova)	<ul style="list-style-type: none"> • Independent audit of the statutory financial statements; • Independent audit of the IFRS financial statements; • Review of Half-Yearly Financial Information (ISRE 2410); • Independent audit of Solvency II Reporting for Insurance entities 	
Non-banking Financial Institutions	Deutsche Leasing Romania IFN SA; Leaseplan Romania SRL; RCI Leasing Romania IFN SA; Mercedes-Benz Leasing IFN SA; Motoractive IFN SA; Ralfi IFN SA; Viva Credit IFN SA; Patria Credit IFN SA; Vitas IFN S.A.	<ul style="list-style-type: none"> • Independent audit of the statutory and IFRS standalone and consolidated financial statements; • Review of Quarterly Financial Information; Review of Half-Yearly Financial Information; 	
Tax Audit and advisory clients	Banca Comerciala Romana S.A., BRD Groupe Societe Generale SA, UniCredit Bank S.A., Alpha Bank S.A., Credit Europe Bank Romania S.A., OTP Bank S.A., Patria Bank S.A., Raiffeisen Bank S.A., First Bank S.A., UniCredit Consumer Financing IFN SA, Institutul Bancar Roman.	<ul style="list-style-type: none"> • Review of transfer pricing files; • Due diligence for acquisitions and M&A related projects. • Assistance during tax inspections, assistance in resolving tax disputes, assistance in recovering taxes and charges, both in the case of direct and indirect taxes. • Assistance during implementation of new fiscal regulations. 	
IPO's and bonds listings	Bond listing Alpha Bank;	<ul style="list-style-type: none"> • Bonds' listings – Involvement in prospectus. 	