

REGULATORY DISCLOSURE REPORT BANCA TRANSILVANIA GROUP 2017

In accordance with EU Capital Requirements Regulation 575/2013 (CPR), Part 8

Introduction

With this document, Banca Transilvania Financial Group fulfils its disclosure requirements under Part 8 of EU Capital Requirements Regulation (CRR) 575/2013.

This document is available on the bank's website (<https://www.bancatransilvania.ro/>) and was published at the time of the official release of BT's financial statements. This is a free translation of the original document in Romanian, which is the official document.

Contents:

| | |
|--|----|
| Risk management Objectives and policies | 4 |
| Field of application | 39 |
| Own funds | 47 |
| Capital requirements | 52 |
| Exposure to counterparty credit risk | 55 |
| Capital buffers..... | 57 |
| Indicators of global systemic importance..... | 57 |
| Credit risk adjustments | 57 |
| Unencumbered assets | 74 |
| Use of External Credit Assessment Institutions | 77 |
| Exposure to market risk | 77 |
| Operational risk..... | 77 |
| Exposures in equities not included in the trading book..... | 77 |
| Exposure to interest rate risk on positions not included in the trading book | 78 |
| Exposure to securitisation positions | 79 |
| Remuneration policy | 80 |
| Leverage | 85 |
| Use of the Internal Ratings Based Approach to credit risk | 86 |
| Use of credit risk mitigation techniques | 87 |
| Use of the Advanced Measurement Approaches to operational risk | 93 |
| Use of Internal Market Risk Models..... | 93 |

Risk management Objectives and policies

RISK MANAGEMENT STRATEGIES AND PROCESSES

The Group's objective regarding risk management is to integrate the established Risk appetite into the bank's decisional processes by promoting the appropriate alignment of risk, capital and performance targets, while at the same time considering risk capacity and appetite constraints from both financial and non-financial risks. In order to determine the risk appetite and capacity all material risk the Group is exposed to are taken into consideration, and given the specificity of the activity, it is mainly driven by credit risk.

Banca Transilvania Group sets its risk appetite in accordance to the general business strategy, the Group's own funds and its risk management experience.

Banca Transilvania's general risk appetite is set at a **medium** level, depending on the risk appetite established for each risk category in turn, based on the contamination principle, as follows:

| Type of risk | Risk appetite |
|---|---------------|
| Credit risk | Medium |
| Market risk | Medium-Low |
| Liquidity risk | Medium-Low |
| Interest rate risk related to activities outside the trading book | Low |
| Operational risk | Medium low |
| Risk of excessive leverage | Low |
| Reputational risk | Low |
| Strategic risk | Low |

Risk management is part of all the decision-making and business processes that take place in the Group's and the Bank's activity. Within this context, the management:

- Continuously assesses the risks likely to affect the group's business and goals and takes actions whenever any changes appear in its business conditions;
- Ensures the existence of an adequate activity management framework within the bank, considering both internal factors (the complexity of the organizational structure, the nature of the activity, staff quality and fluctuation) and external factors (macroeconomic factors, legislation changes, competition changes in the banking sector, technological progress).
- Identifies the risk: The Group's exposure to business-banking risks in its daily operations and transactions (including lending, dealing and capital market operations) trading, equity market activity) is identified and aggregated in the group's risk management infrastructure
- Evaluates/measures risk: The group performs an evaluation of identified risks by specific models and calculation methods: a system of ratios with related limits, a

methodology for assessing the risk events likely to generate losses, calculation of specific risk provisions for impaired assets, estimation of the future evolution of assets value, etc. Monitors and controls the risks: The policy and the procedures implemented for an effective risk management are meant to mitigate risks inherent to the business. The Group implemented procedures for the supervision and approval of decision and trading limits per person/ unit/ product etc. Such limits are monitored daily/ weekly/ monthly depending on operations.

- Reports the risk: For the specific risk categories, the Group has established transparent regular reporting mechanisms, so that the management body and all the relevant units are provided with precise, concise, intelligible and significant reports in due time, and are able to exchange relevant information on risk identification, quantification or assessment and monitoring.
- Computes and assesses the internal capital and capital requirements: For the assessment of capital adequacy to risks, the Group identifies and evaluates all significant risks to which it is or might be exposed. The Group continuously calculates and assesses its internal capital and internal capital requirements, in order to cover the bank's business needs and related risks, also through stress tests.

The risk management framework includes internal regulations, applicable both to the Group as a whole and also individually to the bank and each of its subsidiaries, limits and controls that ensure the identification, assessment, monitoring, mitigation and reporting of the risks pertaining to the group's activity in general and where applicable, at the level of the business lines.

Based on the crisis simulations periodically undertaken by the bank and in accordance with the legal provisions and specific requirements, the Group's management has structured its future action priorities by equally taking into account the business environment evolution and current macroeconomic environment.

Principles in approaching and implementing crisis simulations

In order to efficiently use this risk management tool, the Group applies the following principles:

- use of crisis simulations according to the nature, extension and complexity of their activities, as well as according to its risk profile;
- use of crisis simulations as a diagnostic tool for understanding the risk profile and as a proactive tool in the process of internal assessment of capital adequacy; the crisis simulation program is an integral part of risk management and of the internal process for assessing the adequacy of capital to risks;
- determination of all significant risks which may be subject to crisis simulations, taking into account the analysis of the nature and composition of the Bank's portfolio and the analysis of the environment where it operates;
- establishment of significant risk determinants that will be used in crisis simulations according to the significant risks identified;

- verification, at least twice a year, of the degree of adequacy / correspondence between crisis simulations (assumptions) and the risk appetite, as well as the environment where the Bank carries out its activity.

The main risk categories to which the Group is exposed to are: credit risk, liquidity risk, operational risk, market risk, interest rate risk outside the trading book, reputational risk, the risk associated with excessive usage of leverage, strategic risk and compliance risk.

a) Credit Risk Management

The Group is exposed to credit risk through the trading, lending, leasing, investment and guarantee issuing activities. The credit risk arising from trading and investment activities is mitigated by selecting only counterparties with good credit standing and by monitoring their activities and ratings, by using exposure limits and, when necessary, by requesting collaterals.

The credit risk appetite determined a priori for 2017 was “medium”, depending on the risk appetite set for each sub-category as follows:

The risk appetite established in advance for counterparty credit risk and residual risk in Banca Transilvania is medium.

The risk appetite established in advance for concentration risk in Banca Transilvania is low.

In 2017, the bank’s general risk profile was in line with the risk appetite adopted.

The Group’s primary exposure to credit risk arises from loans and advances to customers.

The amount of credit risk exposure is represented by the carrying amounts of the assets on the separate statement of financial position. The Group is exposed to credit risk derived from other financial assets, including derivative instruments and debt investments; the current credit risk exposure in respect of these instruments is equal to the carrying amount of the assets in the separate statement of financial position.

In addition, the Group is exposed to off balance sheet credit risk from credit and guarantee commitments.

In order to minimize the risk, the Group has defined procedures to assess customers before loan granting, to monitor their capacity to reimburse the principal and related interest during the entire loan period and to define exposure limits. In addition, the Group has implemented procedures for monitoring the risks related to the loan portfolio and have defined exposure limits by types of loans, economic sectors, types of collateral, maturity and so on.

The Group holds guarantees for loans and advances to customers in the form of pledge over cash deposits, mortgage over property, guarantees and other pledges over equipment and/or receivables for the loans and advances to costumers. The estimates of fair value are based on the collateral value assessed at the date of lending, except when a loan is individually assessed subsequently. Collateral is generally not held over loans and advances to banks.

The Board of Directors has delegated the credit risk management responsibility to the Leaders’ Committee, Credit Policy and Approval Committee, Head Office Credit and Risk committees (credit approval), Credit and Risk Committees in branches/ agencies and Workout Committee. Moreover, several departments with risk attributions operate within the Bank, reporting to the Head Office Committees with respect to:

- The analysis, assessment and monitoring of specific risks within the lending activity;

- The risk analysis of the loan portfolio/large exposures, with recommendations submitted to the Leaders' Committee/Board of Directors;
- Monitoring the observance of internal policies specific to the lending activities;
- Elaborating proposals for the reduction of specific risks, in order to maintain healthy standards in the lending activity;
- The authorization/preparation/monitoring of the internal rating systems and of the internal models used in risk assessment;
- Monitoring the granted loans, in accordance with the client's financial performance, loan type, collateral type and debt service, in accordance with the internal lending policies and procedures;
- The approval and monitoring of ratios related to the establishment/modification of the branches' lending competences, according to specific internal policies;
- The periodic reviews and recommendations to the Leaders' Committee on the risk levels accepted by the Group;
- Identifying, monitoring and controlling the credit risk at branch level and subsidiary level;
- The risk analysis with respect to new lending products/changes of loan products, including recommendations to the involved Departments;
- The periodical reporting to the Deputy CEO - Chief Risk Officer, Leaders' Committee, Risk Management Committee and the Board of Directors on the evolution of significant risks (the implications of risk correlation, forecasts etc.);
- Loan portfolio analysis, both at individual level and by group of financial assets with similar characteristics in order to determine if there is any objective evidence of impairment, and assessment of impairment losses and related allowances in accordance with IFRS.

The management of credit risk is periodically updated and improved. It is designed to cover all credit exposures deriving from the banking business and includes the following basic components:

- Lending methodology to ensure a healthy credit portfolio;
- Integrated IT systems to manage the relationship with the clients and originate loans, both for loans granted to companies, and to individuals;
- Individual counterparty rating system;
- Risk assessment system for transactions;
- Validation process of the models;
- Risk assessment system for new credit products / significant changes in the existing products;
- Active management of loan portfolio;
- Concentration limits on client/group of clients/products/regional/sectorial/collateral suppliers/types of collateral;
- Pricing methodology based on risks;

- Methodology for loan monitoring / review after credit granting;
- Methodology for credit risk provisioning;
- Methodology for the calculation of prudential adjustments;
- Methodology for identifying higher real or potential risk (early warning);
- Methodology for identifying and management of high risk assets;
- Proactive management of fraud risk;
- Continuous improvement of the overdue collection process;
- Back-testing methodology for provisions allocated to the Bank's loan portfolio regarding the adequacy of the default probability parameter, the non-repayment status and the provision level;

The management of credit risk consists mainly of:

- The organization of a proper system of norms and procedures in this field, establishing the regulatory framework for the lending process in order to avoid or to minimize risk occurrence;
- development / improvement of credit risk management procedures (strategy, policies, norms related to credit risk management);
- ongoing improvement of the credit approval / granting process;
- The maintenance of an adequate process for credit management, control and monitoring;
- Organizational structure of the bank – there are departments and committees with responsibilities in credit risk supervision and management.

Each Branch/Agency implements at local level the Group's and the Bank's policies and regulations regarding credit risk, having loan approval competences established by the Leaders' Committee. Each Branch/Agency is responsible for the quality and performance of its loan portfolio and for monitoring and controlling all credit risks in its portfolios, including those subject to Head Office approval.

The Internal Audit Department and the Risk Control Department carry out periodical reviews of the branches and agencies.

b) Liquidity risk

Liquidity risk represents the current or future risk that the profit and capital may be negatively affected as a result of the incapacity to fulfill its commitments or to repay its debts as they become due.

Liquidity risk has 2 main components: the difficulty in procuring funds at maturity in order to refinance current assets or the inability to convert an asset into cash at a value near its fair value in a reasonable period of time. The Group is continuously acting to manage this type of risk.

The Group has access to a diverse funding base. Funds are raised by using a broad range of instruments, including deposits from customers or from banks, loans from development institutions and financial institutions and share capital. Access to diverse funding sources improves the flexibility to attract funds, limiting the dependence on one type of financing and on one type of partner and leading to an overall decrease of financing costs. The Group tries to maintain a balance between continuity and flexibility in attracting funds, by signing financing contracts with different maturities and in different currencies. The Group continually assess liquidity risk by identifying and monitoring changes in the financing contracts, and by diversifying the funding sources.

The Assets and Liabilities Management Committee of the Bank is responsible of the periodic review of liquidity indicators and with the establishment of corrective measures regarding balance sheet figures, so as to eliminate unacceptable deviations in terms of liquidity risk.

The liquidity risk appetite in 2017 was “medium-low” due to the structural correlations of the bank’s assets and liabilities, namely the mix of instruments designed for the use of temporary liquidity excess, but also due to the weight of stable resources raised from clients in total funds; the liquidity risk profile is determined in a conscious manner and in line with the international and domestic market conditions, but also by considering the bank’s sound development under the current legal circumstances, with the purpose to achieve both prudential and profitability requirements. Liquidity management is centralized.

The main principle in determining the types of instruments used by the Treasury in order to use temporary liquidity excess is investment portfolio diversification (over 5 types/categories), considering the reversed correlation between the risk degree and the liquidity level, establishing minimum and/or maximum accepted levels for the relevant categories of investments, granting special attention to liquid assets easily convertible into cash that are eligible for collateral, without materially affecting the initial yield of investments, notably their profitability.

For a sound management of liquidity risk, the Group is constantly concerned with raising liquidities via treasury operations, external financing, capital markets, etc. taking into account several factors such as the issuer’s rating, the issuance maturity and volume, trading markets.

The operative management of liquidity is ensured on an intraday basis, on a daily basis, or on a longer timeframe, in line with a liquidity management policy that provides for the management of assets in view of the market trading capacity and the liabilities’ structure, the management of liquidity denominated in main currencies, the definition of specific liquidity ratios to be monitored on a daily basis, including early warning signals, the assessment of future cash flows, related inconsistencies and counteraction capacity, the preparation of an alternative liquidity management plan, so as to ensure the execution of all settlements/ payments of the bank carried out in its own name or on behalf of its customers, in lei or FCY, on accounts or in cash, within the internal, legal and mandatory limits.

Moreover, the Bank also applies a liquidity buffer consisting mainly in cash, unpledged government bonds and minimum required reserve surplus, for the purpose to cover the additional liquidity needs that may occur on a short period of time under stress conditions.

During 2017, the Bank recorded levels of rating 1 liquidity ratios, showing a solid position and having a liquidity more than comfortable, in a general fragile economic context.

The principal source of funding is represented by Retail segment, which receives the smallest exit rates within the LCR indicator. Within the Retail segment, the biggest share is represented by accounts with which the bank has a stable relationship.

Other important sources for the bank generated by diversity, but which have bigger exit rates, are: corporate deposits, funding lines from financial institutions(banks and development institutions).

The denomination of liquidity asset in calculation of liquidity coverage ratio corresponds to the distribution by currency of the liquidity outflows, after inflows deduction.

Banca Transilvania takes in consideration liquidity inflows to be received by third-countries, which have transfer restrictions or which are denominated in non-convertible currencies, only if they correspond to third-country outflows, also in that currency. Banca Transilvania watches monthly, according to art. 415 of Regulation (EU) No. 575/2013, aggregated debts in a currency other than the liquidity coverage ratio currency . Banca Transilvania also calculates and reports monthly the specific reports on liquidity coverage ratio in this currency.

The quantitative information about LCR presents the values and dates for every of the four quarters previous publication date, calculates as simple averages of observations made at the end of each month, during those 12 months preceding the end of each quarter.

| Scope of consolidation (solo/ consolidated) | | Total unweighted value | | | | Total weighted value | | | |
|--|---|--|------------------|--------------------------|-------------------------|----------------------|------------------|--------------------------|-------------------------|
| | | Currency and units (Eq RON million) | | | | | | | |
| Quarter ending on (DD Month YYYY) | | 31 martie 2017 | 30 iunie 2017 | 30 septembrie 2017 | 31 decembrie 2017 | 31 martie 2017 | 30 iunie 2017 | 30 septembrie 2017 | 31 decembrie 2017 |
| Number of data points used in the calculation of averages | | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 |
| HIGH-QUALITY LIQUID ASSETS | | | | | | | | | |
| 1 | Total high-quality liquid assets (HQLA) | | | | | 12,600.54 | 12,752.67 | 13,099.51 | 13,659.03 |
| CASH-OUT FLOWS | | | | | | | | | |
| 2 | Retail deposits and deposits from small business customers, of which: | 32,461.25 | 32,952.32 | 33,785.79 | 35,199.80 | 2,563.00 | 2,581.20 | 2,583.86 | 2,537.50 |
| 3 | <i>Stable deposits</i> | 23,818.50 | 24,653.45 | 25,705.65 | 26,701.99 | 1,190.92 | 1,232.67 | 1,285.28 | 1,335.10 |
| 4 | <i>Less stable deposits</i> | 7,150.34 | 7,349.03 | 7,647.39 | 8,233.73 | 806.29 | 827.4 | 865.83 | 938.33 |
| 5 | Unsecured wholesale funding | 6,711.42 | 6,854.90 | 7,165.90 | 7,625.41 | 3,485.44 | 3,505.95 | 3,614.92 | 3,838.36 |
| 6 | <i>Operational deposits (all counterparties) and deposits in networks of cooperative banks</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7 | <i>Non-operational deposits (all counterparties)</i> | 6,711.42 | 6,854.90 | 7,165.90 | 7,625.41 | 3,485.44 | 3,505.95 | 3,614.92 | 3,838.36 |
| 8 | Unsecured debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 9 | Secured wholesale funding | | | | | 0 | 0 | 0 | 0 |
| 10 | Additional requirements | 1,424.63 | 1,505.52 | 1,593.84 | 1,671.06 | 86.72 | 86.85 | 89.42 | 93.96 |
| 11 | <i>Outflows related to derivative exposures and other collateral requirements</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 12 | <i>Outflows related to loss of funding on debt products</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 13 | <i>Credit and liquidity facilities</i> | 1,424.63 | 1,505.52 | 1,593.84 | 1,671.06 | 86.72 | 86.85 | 89.42 | 93.96 |
| 14 | Other contractual funding obligations | 45.87 | 47.94 | 65.97 | 66.13 | 0 | 0 | 0 | 0 |
| 15 | Other contingent funding obligations | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 16 | TOTAL CASH OUT FLOWS | | | | | 6,135.16 | 6,174.00 | 6,288.20 | 6,469.82 |
| CASH-INFLOWS | | | | | | | | | |
| 17 | Secured lending (eg reverse repos) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 18 | Inflows from fully performing exposures | 3,491.84 | 3,804.15 | 4,062.61 | 4,504.10 | 2,913.71 | 3,221.53 | 3,487.29 | 3,936.73 |
| 19 | Other cash inflows | 0 | 50.72 | 109.26 | 142.05 | 0 | 50.72 | 109.26 | 142.05 |
| EU-19a | (Difference between total weighted inflows and total weighted outflows arising from transactions in third countries where there are transfer restrictions or which are denominated in non-convertible currencies) | | | | | 0 | 0 | 0 | 0 |
| EU-19b | (Excess inflows from a related specialised credit institution) | | | | | 0 | 0 | 0 | 0 |
| 20 | TOTAL CASH INFLOWS | 3,491.84 | 3,854.87 | 4,171.87 | 4,646.14 | 2,913.71 | 3,272.25 | 3,596.55 | 4,078.78 |
| EU-20a | Fully exempt inflows | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EU-20b | Inflows Subject to 90% Cap | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EU-20c | Inflows Subject to 75% Cap | 3,491.84 | 3,854.87 | 4,171.87 | 4,646.14 | 2,913.71 | 3,272.25 | 3,596.55 | 4,078.78 |
| 21 | LIQUIDITY BUFFER | | | | | 12,600.54 | 12,752.67 | 13,099.51 | 13,659.03 |
| 22 | TOTAL NET CASH OUT FLOWS | | | | | 3,238.77 | 2,940.99 | 2,752.45 | 2,480.24 |
| 23 | LIQUIDITY COVERAGE RATIO (%) | | | | | 417.31% | 481.60% | 542.32% | 612.75% |

c) Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Group's and the Bank's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risk, such as those arising from legal and regulatory requirements and generally accepted standards of corporate behavior or natural disasters that lead to the Group's business disruption.

Operational risks arise from all of the Group's operations and are faced by all business entities.

The Group's objective in terms of operational risk management is to ensure the mitigation of the effects of operational risk events within the bank's activity, to minimize losses resulting from operational risk incidents, as well as to provide protection against risk categories beyond the bank's control.

In order to reduce the inherent risk in the operational activities of the Group, a general risk management framework was developed for managing these risks, in accordance with the defined business objectives, the adopted risk appetite, the applicable national and international laws and regulations and the internal norms and policies on operational risk, which are part of the corporate governance framework.

The Group's and the bank's strategy to diminish the exposure to operational risks is mainly based on:

- constant compliance of the normative documents with the legal regulations and adjustment to the market conditions;
- personnel training;
- efficiency of the internal control systems (organization and implementation);
- implementation of IT developments and consolidation of the bank's security systems;
- the use of complementary risk mitigation means: insurance policies, outsourcing;
- the implementation of measures for the limitation and reduction of the effects of the identified operational risk incidents, such as: standardization of the current activity, automation of most processes with permanently monitored control points; reduction of redundant data volumes collected at the level of different entities of the bank
- the application of the recommendations and the conclusions resulting from on-going monitoring;
- the update, evaluation and testing of business continuity plans on a regular basis, in particular of those systems that support the critical operational processes of the bank .
- assessment of products, processes and systems in order to determine the significant ones in terms of inherent operational risk;
- actions for the mitigation of cyber risks, as well as specific protocols to be followed in order to remove/diminish the impact of cyber attacks.

The Group manages conduct risk, as a subcategory of operational risk, as well as the risk determinants associated with this category, giving it special attention due to its character, its relevance and its possible prudential impact.

In the assesment of new products/ significant changes of the existing products, the structures involved aim to ensure that the supervisory and governance mechanisms of the products are adequate and meet the following objectives:

- Ensure that when designing and placing products on the market, interest, objectives and characteristics of consumers are also taken into account;
- Negative impact on consumers is avoided.

The Bank applies different policies and processes for the assessment and the management of the exposure to operational risk, including the model risk, whereas they cover events with reduced frequency and potential major negative impact.

The Risk Management Department together with the Operational and IT Risk Management Department monitor the implementation of the strategy and methodology for the identification, measurement, monitoring, control and mitigation of operational risk in Banca Transilvania and make sure to inform the Leaders' Committee on the problems, significant trends in terms of operational risks and propose risk mitigation measures.

The Internal Audit and the Risk Control monitor the compliance with the Group's and the Bank's standards through regular on-site and off-site inspections. The results of internal audit, operational risk monitoring and control are discussed with the management of the audited business units and a summary is submitted to the Group's Management.

d) Market Risk

Market risk represents the current or prospective risk that the earnings of the Group and the value of financial instruments held may be negatively affected by adverse market movements in interest rates, foreign exchange rates or other financial ratios. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return on investments.

Fair value of financial instruments

The Group measures the fair value of financial instruments by using the following fair value hierarchy:

Level 1 in the fair value hierarchy

The fair value of financial assets and liabilities included in Level 1 in the fair value hierarchy is determined based on quoted prices in active markets for identical assets or liabilities. Quoted prices that are being applied must be readily and regularly available from an exchange or active index/market location and prices must represent actual and regularly occurring market transactions on an arm's length basis.

Level 2 in the fair value hierarchy

The fair value of financial assets and liabilities included in Level 2 in the fair value hierarchy is determined using evaluation methods which contain data that are not observable and there aren't available market data. For evaluation in level 2 in the fair value hierarchy are being used market observable parameters, interest rates and yield curves observable at commonly quoted intervals, implied volatilities and credit spreads.

Level 3 in the fair value hierarchy

The fair value of financial assets and liabilities included in Level 3 in the fair value hierarchy is determined using inputs based on data of an observable market (unobservable data inputs shall be used to measure fair value to the extent that participants in market condition would establish the price of an asset or a liability, based on assumptions related to risk level).

The objective of valuation techniques is to derive the fair value that reflects a price for the financial instrument at the reporting date, price that would be obtained by the market participants acting at arm's length.

The availability of observable market prices and model inputs reduces the need for management judgment and estimation and also reduces the uncertainty associated with determination of fair value. Availability of observable market prices and inputs varies depending on the products and markets and is prone to changes based on specific events and general conditions in the financial markets.

The fair value of financial instruments that are not traded in an active market is determined by using valuation techniques. The management uses its judgment to select the valuation method and makes assumptions that are mainly based on market conditions existing at the date of the consolidated statement of the financial position.

Financial assets and liabilities

The Group considered that the effective transaction prices would be situated between the informative BID-ASK quotations obtained, which are rather an interval within which the Group could have realistically negotiated the quotations for each series and taking into account the volume of its portfolio, and thus, the Bank used an average price for each series in its estimation.

The Group's accounting policies provide scope for assets and liabilities to be designated on inception into different accounting categories in certain circumstances:

- In classifying financial assets or liabilities as "trading", the Group has determined that it meets the description of trading assets and liabilities set out in accounting policy;
- In classifying financial assets as "held-to-maturity", the Group has determined that it has both the positive intention and ability to hold the assets until their maturity date as required by its accounting policy.

If the Group fails to keep these investments to maturity other than for the specific circumstances mentioned in IAS 39, they will be required to reclassify the entire class as available-for-sale. The investments would therefore be measured at fair value not amortized cost.

If the entire class of held-to-maturity investments is tainted, the fair value would not be significantly different from the carrying amount.

As of 31.12.2017, the Group does not have held-to-maturity financial assets.

d1) Interest rate risk outside the trading book

Interest rate risk represents the current or future risk for profit and capital to be negatively affected as a result of adverse changes in interest rates.

The Group undertakes the interest rate risk resulting from funds raised and placed in relation to non-bank customers (interest rate risk from banking activities).

The main sources of interest rate risk are represented by the imperfect correlation between the maturity dates (for fixed interest rates) or the pricing reset dates (for variable interest rates) with respect to interest bearing assets and liabilities, the adverse changes of the yield curve (un-parallel shift of interest rate curves related to interest bearing assets and liabilities).

The management of interest bearing assets and liabilities is carried out in the context of the Group's exposure to interest rate fluctuations. The Group uses a mix of fixed and variable interest bearing instruments to control the mismatch between the dates on which the interest on assets and liabilities is adjusted to the market rates or the maturity mismatch between assets and liabilities.

Interest rate risk is managed by monitoring the interest rate GAP (mismatch) and by means of a system of limits and indicators approved on maturity bands (time intervals) for interest reset.

The Assets and Liabilities Management Committee is the body that monitors the compliance with these limits, being assisted in the daily monitoring by the Risk Management Department.

Interest rate risk management within the limits is accompanied by the analysis of the sensitivity of the Group's financial assets and liabilities to different standard interest rate scenarios.

d2) Currency risk

The Group is exposed to currency risk through open positions generated by foreign currency transactions. The Group manages the currency risk based on strict open position and "stop-loss" limits monitored in real time. There is also a risk that the values of net monetary assets and liabilities in foreign currency will change when translated into RON as a result of exchange rate variation.

The Group manages the exposure to market risk by daily monitoring the market value of the held-for-trading portfolio in relation to a system of risk limits approved by the Assets and Liabilities Committee. The held-for-trading portfolio includes fixed-income securities issued on the Romanian or the European market (treasury securities, bonds whose issuers have ratings higher than the sovereign rating), denominated in RON, EUR and USD, as well as shares issued by Romanian entities and traded on the Bucharest Stock Exchange (which are not directly exposed to interest rate and currency risk, but are exposed to price risk) and shares issued by Austrian issuers and traded on the Vienna Stock Exchange

e) Risk of excessive leverage

Banca Transilvania's objective with regard to the management of the excessive leverage risk is to balance the bank's assets and liabilities structure, with the purpose of achieving the expected profitability ratios under controlled risk conditions capable of ensuring the continuity of the bank's activity on a sound foundation, as well as the protection of the interests of the bank's shareholder and clients.

Banca Transilvania uses quantitative methods for the evaluation and mitigation of leverage risk. Monitoring and managing risk indicators related to excessive leverage risk takes place on two levels, namely at Board of Director/Leaders Committee and CRO.

The leverage concept represents the relative dimension of assets, off balance-sheet commitments and contingent obligations to pay, to render a service or to grant real guarantees, inclusive of obligation arising from the financing received, assumed commitments, derivative instruments or repo transactions and exclusive of obligations that can only be executed during the liquidation of the institution, in relation to the own funds of the institution.

Banca Transilvania treats cautiously the issue of leverage related risk, taking into consideration the potential increases of this risk as a result of own funds deterioration due to expected or incurred losses in accordance with applicable accounting regulations.

The a priori risk appetite of Banca Transilvania towards the leverage related risk was set to "low" in 2017, determined through the utilization of some quantitative methods for evaluation and mitigation.

f) Reputational risk

The reputation risk is the risk to incur losses or to fail in achieving estimated profits due to the lack of public confidence in the integrity of the Group.

The reputation risk appetite has been established as “low” by maintaining the confidence of the public and the business partners in the Group’s integrity, economic and financial position.

The management of the reputation risk is performed by way of: undertakings in order to attract the best partners, both clients and suppliers; recruitment and retention of best employees; minimizing litigations; strict regulations; prevention of crisis situations; and the consolidation of the bank’s credibility and the shareholders’ confidence; ongoing improvement of the relationship with shareholders; establishing a more favorable environment for investments and access to capital; continuous and open communication with stakeholders (shareholders, mass-media, clients, partners, employees, authorities, etc.).

g) Strategic risk

Strategic risk is the current or future risk for profits and capital to be negatively affected by changes in the business environment, by unfavorable business decisions, improper implementation of decisions or the low adaptability to changes in the business environment.

The strategic risk appetite has been established as “low” based on the following aspects: risk management practices are an a part of BT’s strategic planning, the exposure to strategic risk reflects strategic goals that are not excessively “aggressive” and are compatible with the developed business strategies, the business initiatives are well designed and supported by communication channels, operating systems and adequate delivery networks.

Banca Transilvania’s perspective regarding the permanent monitoring and observance of the principles mentioned below is meant to ensure the sound management of strategic risk and to create the premises for the bank’s sustainable growth under best profitability conditions.

The general principles applied to ensure the sound management of strategic risk are:

- periodic reevaluation of the bank’s business strategy
- planning the development of new business lines, of new products and services, extending existing services and consolidating the bank’s infrastructure.
- performing a competition analysis which reflects the identification of strategic risks such as the threat of new competitors on the market, the threat of substitution products (card payments replace cash payments; operations via e-channels substitute the operations at the bank’s counters), the continuous evolution of strategic risk factors during the products/services’ life span.

h) Compliance risk

In accordance with the requirements of NBR's Regulation no. 5/2013 on prudential requirements for credit institutions, the Group ensures the ongoing development of the compliance activity, thus providing a permanent and efficient compliance risk management framework.

In this respect, the compliance function, as an integral part of the Group's control functions, has provided the management body with consultancy on the implementation of the legal and regulatory framework and on the standards that the Group had to meet; thanks to the involvement and support of this function, the possible impact of any legal and regulatory changes on the Group's activities has been assessed on an ongoing basis.

The main levers through which the Group ensures an efficient management of the compliance risks are the following:

- (1) implementing, as a continuous process, of exposure limits and monitoring of ratios reflecting in an effective way the processes exposed to compliance risk within the Group;
- (2) continuous monitoring of apps designed to meet the development strategies of the Group, as well as to the new legal requirements;
- (3) staff involvement via training activities, regarding the events falling under the compliance risk range, to diminish this type of risk.
- (4) periodical internal and external audit of compliance function, thus ensuring the control over the implementation manner of the legal requirements in force;
- (5) implementing and /or taking over in the compliance management of certain processes which should lead to an effective management of the requirements on conflicts of interest.

The relevant ratios managing the compliance function also target the KYC ("know your customer") area for the purpose of preventing and fighting money laundering and terrorism financing as well as the area of international sanctions.

Through a consistent approach strategy for compliance risk management, the process has been extended to the level of the BT Group.

The Code of Ethics and Conduct of the BT Financial Group has the role to communicate to all stakeholders the values and principles to which the employees and members of the management body of the Group adhered.

THE STRUCTURE AND ORGANISATION OF THE RISK MANAGEMENT FUNCTION

The risk management function is independent from the operational functions, being a core component within the institution. It ensures that the risks are identified, measured and reported accordingly.

The risk management function, coordinated by the Chief Risk Officer, plays an important role within the bank, ensuring that the bank has efficient risk management processes in place and being involved:

- a) in the drafting and annual review of strategies and in the decision making process (together with operational units and the management body);
- b) in the analysis of transactions with affiliated parties (with the collaboration of Companies Credit Risk Management Department, Retail Credit Risk Department, Treasury Department, Corporate Governance and Legal Disputes Department, Accounting Department, Reporting Department);
- c) in the identification of risks arising from the complexity of the bank's legal structure (in collaboration with Corporate Governance and Legal Disputes Department);
- d) in the evaluation of significant changes (together with Corporate Governance and Legal Disputes and Compliance Department);
- e) in the measurement and internal assessment of risks (in collaboration with Reporting Department);
- f) in risk monitoring;
- g) in other issues related to unapproved exposures

The Board of Directors (BoD) has a general responsibility in terms of establishing and monitoring the general framework for risk management within the Group and the Bank. Risk management in Banca Transilvania is performed at 2 levels:

- I. strategic level (management body)
 - a) Board of Directors /Risk Management Committee
 - b) Leaders' Committee
- II. current operational level
 - a) Asset-Liability Committee (ALCO)
 - b) Credit Policy and Approval Committee (CPAC)
 - c) Workout Committee (CRW)
 - d) Deputy CEO Chief Risk Officer / Deputy CEO Chief Operations Officer
 - e) Treasury
 - f) Risk Management Department
 - g) Companies Underwriting Department
 - h) Retail Underwriting Department

- i) Risk Control Department
- j) Operational and Informational Risk Management Department
- k) Antifraud Department
- l) Physical Security Department
- m) Operational units (departments in the headquarters and territorial units)

The Board of Directors reviews the activity of such committees on a regular basis.

The Board of Directors monitors the compliance with the Group's risk policies and the adequacy of the general risk management framework in connection with the risks to which the Group is exposed.

The Risk Management Committee advises the Board of Directors regarding the risk appetite and the global strategy regarding the management of the current and future risks of the Group and assists the Board of Directors in overseeing the implementation of the strategy by the Leaders' Committee.

The Group's Audit Committee reports to the Board of Directors and is responsible for monitoring compliance with the Group's risk management procedures. The Audit Committee is assisted in these functions by the Internal Audit. Internal Audit undertakes both regular and ad-hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

The Board of Directors and the Management of the subsidiaries which constitute the Group have responsibilities regarding significant risk management in correlation with their specific business characteristics and applicable laws and regulations.

The managers of the Risk Management, Risk Control, Compliance and Internal Audit have not changed throughout 2017.

THE SCOPE AND NATURE OF RISK REPORTING AND MEASUREMENT SYSTEMS

For the identification and measurement of risks, the bank has developed forward-looking instruments (anticipative tools such as crisis simulations) and backward-looking instruments (retrospective tools, such as periodical risk management reports). Banca Transilvania implements and maintains sufficient control systems and mechanisms in order to provide prudent and reliable estimates regarding the risk to which the bank is exposed

For the specific risk categories, the bank has established transparent regular reporting mechanisms, so that the management body and all the relevant units are provided with precise, concise, intelligible and significant reports in due time, and to be able to exchange relevant information on risk identification, quantification or assessment and monitoring.

The Board of Directors and the Risk Management Committee establish the type, volume, format and frequency of information regarding risks.

DECLARATION APPROVED BY THE MANAGEMENT BODY ON THE ADEQUACY OF RISK MANAGEMENT ARRANGEMENTS OF THE INSTITUTION

We hereby confirm that the risk management systems established within Banca Transilvania Financial Group are adequate with regard to the institution's risk profile and strategy.

The disclosure requirements reporting was prepared in accordance with Banca Transilvania's Policy on Compliance with Transparency and Publishing Requirements, in accordance with the provisions of EU Regulation no. 575/2013 on prudential requirements for credit institutions and investment firms. The policy is approved by the Board of Directors, reviewed on a half-yearly basis, and contains instructions and responsibilities regarding the preparation of the publication requirements.

RISK STATEMENT APPROVED BY THE MANAGEMENT BODY, DESCRIBING THE INSTITUTION'S OVERALL RISK PROFILE ASSOCIATED WITH THE BUSINESS STRATEGY.

Within the Report from the Board of Directors of Banca Transilvania, published on the Bank's website, contains information related to the institution's overall risk profile associated with the business strategy, including key ratios and figures, which can provide external stakeholders with a comprehensive view of the institution's management of risk, including how the risk profile of the institution interacts with the risk tolerance set by the management body.

NUMBER OF DIRECTORSHIPS HELD BY MEMBERS OF THE MANAGEMENT BODY**BOARD MEMBERS**

Horia Ciorcila – 1 non-executive mandate within BT Financial Group, 2 non-executive mandates outside BT Financial Group.

Ivo Gueorguiev – 1 non-executive mandate within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006) and 3 non-executive mandates outside BT Financial Group.

Thomas Grasse – 1 non-executive mandate within Banca Transilvania, 3 non-executive mandates outside BT Financial Group.

Costel Ceocea – 1 non-executive mandate within Banca Transilvania, 1 non-executive mandate outside BT Financial Group.

Vasile Puscas – 1 non-executive mandate within Banca Transilvania and 1 mandate in non-profit organizations within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006).

Doru Lionachescu – 2 non-executive mandates within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006), 1 non-executive mandate outside BT Financial Group.

Mirela Ileana Bordea – 1 non-executive mandate within Banca Transilvania.

LEADER'S COMMITTEE MEMBERS

Omer Tetik – 1 non-executive mandate and 1 executive mandate within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006).

Luminita Runcan – 3 non-executive mandates and 1 executive mandate within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006), 1 mandate in non-profit organizations outside BT Financial Group (not counted according to Government Emergency Ordinance no. 99/2006).

Leontin Toderici – 1 executive mandate within Banca Transilvania, 1 non-executive mandate outside BT Financial Group.

George Calinescu – 1 non-executive mandate and 1 executive mandate within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006).

Gabriela Nistor – 1 executive mandate and 2 non-executive mandates within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006).

Andrei Dudoiu - 1 executive mandate, 2 non-executive mandates within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006) and 1 mandate in non-profit organisations outside BT Financial Group (not counted according to Government Emergency Ordinance no. 99/2006).

Tiberiu Moisa - 1 executive mandate, 3 non-executive mandates and 3 mandates in non-profit organisations within BT Financial Group (counted as 1 mandate, according to Government Emergency Ordinance no. 99/2006).

POLICY REGARDING THE ASSESSMENT OF BANCA TRANSILVANIA'S MANAGEMENT BODY MEMBERS' SUITABILITY

OBJECTIVE

The policy regarding the assessment of Banca Transilvania's management body members' suitability is intended to establish the principles that govern the way in which the management body's members are assessed, from an individual point of view regarding each person in question, as well as from a collective perspective, when assessing the entire management body. The present policy will settle aspects such as the assessment process and the selection and assessment criteria, with the latter being divided between criteria regarding professional proficiency, reputation and governance.

GENERAL PRESENTATION OF BANCA TRANSILVANIA'S MANAGEMENT BODY AND REMUNERATION AND NOMINATION COMMITTEE

The Remuneration and Nomination committee is a specific structure subordinated to the Board of Directors which was created in order to offer competent and independent opinions regarding the remuneration practices and policies, the remuneration of the personnel responsible for risk administration, the adequacy of the capital and financial liquidity, the nomination policies, as well as to exercise the responsibilities mandated by the Board of Directors in this area of expertise.

Seeing the role it plays within the bank, REMCO has responsibilities regarding the annual assessment of the management body's knowledge, skills and experience, and in this respect it shall:

- identify and recommend for the management body's approval, candidates for filling the vacant positions within the management body, assess the balance of knowledge, skills, diversity and experience within the management body, prepare a description of the roles and competencies required in order to be appointed to a specific position and assess the expectancies related time commitment;
- assess periodically, but at least once a year, the structure, size, making up and performance of the management body and it will make recommendations to the management body regarding any necessary alterations;
- assess periodically, but at least once a year, the knowledge, skills and experience for each member of the management body and for the latter as a whole, and it will report accordingly to the management body in its supervisory function;
- revise on a periodical basis the management's body policy in respect to the selection and nomination of the higher leadership's members and it will make the appropriate recommendations to the management body;
- decide regarding the respecting of all diversity criteria and determining a target in respect to the less represented gender, either male or female, within the management body and it will devise a policy relating to the way in which the number of these individuals can be augmented within the management body so as to reach the established target;

- actively contribute to the carrying out of the credit institutions' responsibilities regarding the adoption of adequate internal policies relating to the assessment of the suitability of members of the management body and key function holders.

Banca Transilvania's management body, in respect to the NBR's No. 5/2013 Regulation regarding the prudential requirements for credit institutions, includes the management body in its supervisory function (Board of Directors) and the structures of higher management that are responsible for the management function (The Leaders/Leader's Committee).

The management of Banca Transilvania is entrusted by the General Shareholder's Meeting to a Board of Directors which is elected for a 4 year mandate and is made up of 7 board members, themselves elected by the shareholders in the General Shareholder's Meeting, either when their mandate has expired or in specific cases when one or more seats in the board are vacant.

The eligibility criteria regarding the Board of Directors' membership are those provided by the relevant legislation, as well as those stated in Banca Transilvania's articles of association.

As provided in the relevant banking provisions, the members of the Board of Directors have to comply with the following eligibility requirements:

- have a reputation and level of experience which is adequate to the nature, size and complexity of the activity performed by the credit institution and to the responsibilities they are entitled with, in order to secure a prudent and healthy management of the bank;
- possess adequate theoretical and practical knowledge regarding the activities carried out by the bank;
- hold a level of qualification and professional experience which are compatible with the position held;
- have not suffered any criminal convictions and their name has not been linked whatsoever with any public scandal.

The management, organization and coordination of the bank's day-to-day activity is performed by the banks executive directors (the leaders), more specifically the Chief Executive Officer and the Deputy CEO's, who are appointed by the Board of Directors and collectively make up the Leaders' Committee. The Board of Directors is the only competent body in appointing and revoking at any time, but with proper reasoning, the bank's leaders (Chief Executive Officer and Deputy CEO's), as well as in determining the duties, remuneration and mandate length for each of them.

In order to assess the suitability of the management body's members, Banca Transilvania will take into consideration the following:

- collecting the necessary information regarding the suitability of the assessed individuals, including their reputation, integrity, honesty and independence of mind, through different channels and instruments, like diplomas and certificates, letters of recommendation, curricula vitae, interviews, questionnaires, etc.;
- requesting the assessed individual to:

- a. attest that all of the information provided is accurate and to provide proof of information, where necessary;
 - b. disclose any possible conflict of interest, either actual or potential.
- validating, as far as possible, the validity and accuracy of the information provided by the assessed individual;
 - evaluating within the Remuneration and Nomination Committee the results of the suitability assessment of the management body's members;
 - adopting all the necessary corrective measures in order to ensure the suitability of the management body's members, whenever such measures are entailed (e.g. adjusting duties between members of the management body, replacing certain members, recruiting additional members, possible measures to mitigate conflicts of interest, training single members or training for the management body collectively).

THE PROCESS OF ASSESSING THE MANAGEMENT BODY'S MEMBERS

REMCO will proceed to the assessment of the management body's members before they are appointed. However, in specific and duly justified cases, when a complete assessment before the appointment would negatively impact the sound functioning of the management body, the assessment can take place after the appointment, but at the latest within 1 month of the appointment and with the proper briefing of the National Bank of Romania. The specific situations which are referred to can be represented for example by the case when the need to replace members arises suddenly and unexpectedly (e.g. by cause of death), or when a member is removed because he or she is not any longer suitable. The Committee will assess the collective suitability of the management body in any situation that material changes to the composition of the management body occur (e.g. when appointing a new member, if the requirements of a position have changed or if a member is appointed to a different position within the management body, when the mandate of a member has ceased), with the assessment being focused on the relevant changes that have occurred. Besides the already mentioned collective assessment of the management body's suitability, an individual one will also take place, in regards to the new member of the management body, or the member whose position or requirements have changed.

REMCO will ensure the ongoing assessment of the management body's members and will fill out an annual report regarding the results of the assessment, with the help of the Corporate Governance and Litigation Department, which will give the Committee all the required support. In any situation when new relevant facts emerge, facts that can potentially impact the requirements regarding the knowledge, skills or experience of a management body's member, their reputation, honesty or integrity, as well as their independence of mind and time commitment, the Committee can re-assess the individual suitability of the management body's member who the new relevant facts refer to, as well as, if considered necessary, the collective suitability of the management body the individual is a member of.

When re-assessing the individual or collective performance of the members of the management body, REMCO should consider in particular:

- the efficiency of the management body's working processes, including the efficiency of information flows and reporting lines to the management body;

- the effective and prudent management of the credit institution, including whether or not the management body acted in the best interest of the institution;
- the ability of the management body to focus on strategically important matters;
- the adequacy of the number of meetings held, the degree of attendance, the appropriateness of time committed and the intensity of the individual's involvement during the meetings;
- any changes to the composition of the management body and any weakness with regard to the individual and collective suitability;
- any performance objectives set for the credit institution and the management body;
- the independence of mind of members of the management body;
- the degree to which the composition of the management body has met the objectives set in the institution's diversity policy;
- any events that may have a material impact on the individual or collective suitability of the management body's members, including changes to the institution's business model, strategies and organization.

When carrying out the suitability assessment, REMCO can also take into account aspects regarding the diversity of the management body, so as to ensure a proper balance between the members' educational and professional background, their age, gender and geographical provenance, with a particular importance being given to the representation of both genders, male, as well as female. In this regard, the present policy should be considered as being completed with the provisions of the *Policy regarding Banca Transilvania's management body's diversity*.

REMCO will also consider the required training of the management body's members, both the induction part of it which takes place immediately after taking up the position and which should be completed within 6 months, as well as the ongoing training which takes place during the whole length of the mandate. In any case, a member should fulfill all knowledge and skill requirements not later than 1 year after taking up the position. The training, which is performed in accordance with the credit institution's principles, is meant to facilitate the members of the management body in having a clear understanding of the institution's structures, business model and risk profile, its governance arrangements and the role of each member within them.

The assessment of the candidates for the position of member of the Board of Directors is performed in accordance with the relevant legislation's requirements, by using a specific questionnaire, as well as the reports issued by REMCO.

The results of the assessment carried out by the Committee will be properly brought to the attention of Banca Transilvania's shareholders, so as to ensure the fact that they can express their insight during the General Shareholders' Meeting while having all the necessary information.

INDICATIVE CRITERIA FOR THE ASSESSMENT OF THE MANAGEMENT BODY'S MEMBERS

The members of Banca Transilvania's management body can only be natural individuals, Romanian or foreign citizens in any given percentage, who:

i. individually:

- have to hold a good reputation, a level of knowledge, skills and experience that is adequate with the nature, size and complexity of BT's activity, and the duties the individual is entrusted with. They also have to be independent of mind and ensure a sufficient commitment of time, to have performed their previous professional activity in accordance with the rules of a prudent and healthy practice and should hold and exercise the capacity of performing their activity in BT's best interest, while also according to the rules of a prudent and healthy banking practice;
- have to be approved by the National Bank of Romania before starting to exercise their responsibilities, in accordance with the requirements of NBR's No. 6/2008 Regulation regarding the starting of the activity and the modifications in the situation of credit institutions – Romanian legal persons as well as Romanian branches of credit institutions from third party states;
- need to effectively exercise the administrative duties they hold.

ii. collectively, the management body's members should possess the adequate level of qualification and proficiency, in accordance with the criteria set forth below, in order to be able to fully knowingly decide regarding all the matters related to the bank's activity, which are part of their responsibilities.

Besides the legal requirements in force regarding the members of the management body of a credit institution, an individual cannot be appointed as a member of the bank's management body, and if already appointed, shall be stripped of his or her mandate, in the situation that the individual in question is banned, by force of a legal provision, court order or decision of a competent authority, to exercise administrative or executive responsibilities within a credit institution, a financial institution or an insurance/reinsurance company or any other entity that conducts business in one of the areas that are specific to these entities.

Each member of the Board of Directors has to exercise his or her duties with honesty, integrity and objectivity, in order to efficiently evaluate and discuss the decisions made by the executive directors, where the case may be, and to properly control and monitor the decisions making process.

SELECTION AND ASSESSMENT CRITERIA FOR THE MANAGEMENT'S BODY MEMBERS

The management body as a whole has to be considered as being sufficiently adequate.

The criteria taken into consideration for the selection and assessment process are as following:

- criteria regarding professional proficiency;
- criteria regarding reputation;

- criteria regarding governance.

Criteria regarding professional proficiency

In order to assess the suitability of a member of the management body, both the knowledge and abilities attained by the individual as a result of theoretical and practical training, as well as the role and responsibilities specific to the position taken into consideration, alongside with its specific knowledge requirements, will be considered. Thus, the assessment will be performed bearing in mind the criteria presented below, but also the aspects regarding the sharing of duties.

Holding a theoretical experience – the assessment will consider the level and profile of the member's education and if it has any connection with the banking and financial services, or other relevant areas such as economics, law, administration, accounting, auditing, information technology (IT), European integration (e.g. European institutions, cooperation mechanisms and funds), as well as other relevant training or specialized courses, at a national or international level (such as MBA, ACCA etc.).

Holding an adequate professional experience – the assessment will contain an analysis of the prior practical and professional experience, taking into consideration the following:

- the nature of the management positions held and the hierarchical level;
- the length of service;
- the nature and complexity of the business where the position was held, including its organizational structure;
- the scope of competencies, decisions-making powers and responsibilities;
- the technical knowledge gained through the positions held, relating to the activity of a credit institution and the risks such an institution is exposed to;
- the number of subordinates.

In general, the criteria regarding the sufficient practical and professional experience, including holding a position of management for a sufficient length of time, is considered to be met when there is proof of evidence regarding the performance of a management activity within a credit institution for a minimum of 5 years when holding relevant positions in commercial, oversight and control divisions, preferably at least at a middle management level.

When performing the assessment of the management body's members, REMCO may also consider any of the following skills: authenticity, language, decisiveness, communication, judgement, customer and quality-oriented, leadership, loyalty, external awareness, negotiating, persuasiveness, teamwork, strategic acumen, stress resistance, sense of responsibility, chairing meetings.

The management body's proficiency, its general expertise, as well as its professional evolution shall be assessed at a personal and collective level, so as to ensure as far as possible a professional diversity of its members. In this regard, the collective suitability assessment will consider the following aspects:

- the business of the credit institution and main risks related to it;
- each of the material activities of the institution;
- relevant areas of sectoral/financial competence, including financial and capital markets, solvency and models;
- financial accounting and reporting;

- risk management, compliance and internal audit;
- information technology and security;
- local, regional and global markets;
- the legal and regulatory environment;
- managerial skills and experience;
- the ability to plan strategically;
- the management of national and international groups and risks related to group structures.

Moreover, in the process of appointing the members of the mandatory specialized committees (e.g. Audit or Risk Committee, as well as REMCO), the fact that the members should have sufficient experience in each of the respective areas will be taken into consideration, in order for the committee to possess the entire scope of expertise as required by law and also necessary for the proper functioning of the committee. At the same time, attention will be also paid to the requirement that all individual members of the specialized committee should wisely perform their respective duties.

The information each of the leaders has to attain refers to the following:

- the essential rights and obligations of the Board of Directors and Leaders' Committee;
- the cooperation between the management body and the coordinators of the independent internal control functions;
- specific knowledge regarding practices, policies, legislation and provisions in the banking and financial sector;
- information related to the principles, procedures and practices of risk management;
- the credit institution's structure and general way of conducting business;
- the Board of Directors' committees;
- particular knowledge regarding the way financial information is interpreted, at least at a level which would qualify the individual in question to take part in the adoption of a collective decision by the management body.

Criteria regarding reputation

Besides the criteria related to professional proficiency, another premise for the suitability assessment is represented by the requirement to be deemed of good repute, honesty, integrity and personal trustworthiness. A member of the management body is considered to be of good name when there is no reason to reasonably doubt his or her good reputation, or any piece of evidence which could prove otherwise. The existence of clues which could permit raising reasonable doubt regarding the capabilities of the individual to perform a prudent management of the credit institution causes harm to his good reputation, which could also represent a threat from a reputational risk point of view. In this respect, the assessment will also take into consideration the existence of any convictions or ongoing prosecutions for a criminal offence, banking and financial offences or other offences under legislation relating to companies, bankruptcy, insolvency or consumer protection.

In this regard, the assessment will also consider the following elements as potential threats to a good reputation:

- Achievement of professional standards;
- A sound financial situation.

1. Achievement of professional standards

Assessment criteria:

The candidate's professional career has to demonstrate a behavior which is adequate in light of the standards established by the relevant legal provisions.

In assessing the prior professional activity of the individual, the following aspects will be considered as being extremely serious and therefore damaging to his or her trustworthiness, good reputation and integrity:

- any evidence that the individual has not been transparent, open and cooperative in his or her dealings with competent authorities or that suggests that the individual has acted in a manner that is not in line with high standards of conduct;
- dismissal from a management position as a result of a supervisory authority's intervention;
- refusal, revocation or withdrawal of any registration, authorization, membership or license to carry out a trade, business or profession;
- dismissal from acting as a member of the management body or from any position of trust, fiduciary relationship of similar situation, which include a special level of trust, as a result of reasons that are correlated with aspects regarding the individual's integrity, sincerity and honesty;
- any other reasons that caused the individual's resignation from the above mentioned positions, where the decision to resign was not initially made by the individual's own free will.

2. A sound financial situation

Assessment criteria:

The candidate's sworn statement regarding the soundness of his financial situation.

The soundness of the individual's financial situation is also assessed by taking into consideration the following aspects:

- The lack of any winding-up proceedings being started against a legal person of which the candidate is a shareholder or manager or whose activity is relevantly based on the candidate's input, with the exception of the situation where during the said procedures an economic recovery plan has been successfully implemented (the same guidelines shall apply when talking about a similar situation which took place in a foreign country);
- The assessed individual should not have been a default debtor or had any negative records at a reliable credit bureau;
- Without prejudice to the presumption of innocence, there should not be any civil lawsuits, administrative or criminal proceedings, as well as any large investments or exposures and loans taken out, in so far as they can have a significant impact on the financial soundness of the candidate;
- The bank does not hold any information that is contrary to the candidate's statement.

Moreover, the assessment may also rely on a solvency report issued by a credit control institution or a report stemming from a similar foreign institution, which leads to the

conclusion that the candidate has exhibited a behavior marked by lack of necessary prudence or taking upon oneself disproportionately large financial burdens.

The candidate shall be informed that he is obliged to make his financial situation public, as part of his or her obligation to cooperate if there any doubts raised by the Romanian supervisory authorities in regards to the candidate's financial situation.

In order to assess the matters pertaining to the trustworthiness and good reputation of the individual, the relevant aspects provided by the applicable legislation, as well as the data obtained from other sources will also be taken into consideration.

Criteria regarding governance

When assessing the suitability of the management body, the following elements will be considered:

1. Sufficient time commitment in order to exercise responsibilities

In order to assess if the time committed to exercising the mandate held by the management body's member is sufficient, REMCO may consider the following aspects:

- the number of directorships in financial and non-financial companies held by the candidate at the same time, while also considering the geographical location of the companies;
- the nature of the specific positions held by the candidate and the responsibilities they entail, as well as the size, nature, scope and complexity of the activities of the entity where the candidate holds a directorship;
- the candidate's geographical presence and the travel time required for the role;
- the number of meetings schedules for the management body;
- the directorships in organisations which do not pursue predominantly commercial objectives held by the candidate at the same time;
- any necessary meetings to be held outside the management body's formal meeting schedule;
- other external professional or political activities, and any other functions and relevant activities, both within and outside the financial sector;
- the necessary induction and training;
- any other relevant duties of the candidate;
- available relevant benchmarks on time commitment.

REMCO shall record in writing the roles, duties and required capabilities of the various positions within the management body and the expected time commitment required for each position, while also taking into account the need to devote sufficient time for induction and training. At the same time, the Committee will consider the impact of any long-term absences of the management body's members in its assessment of the sufficient time commitment of other individual members.

When holding several directorships at the same time, the members of the Board of Directors and of the Leaders Committee may not find themselves in more than one of the following situations:

- exercising one mandate in an executive position, at the same time with two mandates in non-executive positions;
- exercising four mandates in non-executive positions at the same time.

The members of the Board of Directors and of the Leaders' Committee may not exercise more than one single executive mandate while holding their mandate within the bank.

The following mandates are considered as being one single mandate:

- mandates held in non-executive positions within the bank's group;
- mandates held in executive or non-executive positions in credit institutions and investment firms which are part of the same institutional protection scheme, if the provisions set out by EU Regulation no. 575/2013 regarding the calculation of the risk-weighted exposures for the counterparties entered into by the bank within such a protection scheme;
- mandates held in executive or non-executive positions in financial or non-financial entities where the bank has a qualified holding.

The mandates held in organisations which do not pursue predominantly commercial objectives will not be taken into consideration when determining the number of directorships.

Holding an additional mandate in a non-executive position can be approved by the National Bank of Romania, while considering the complexity of the duties entailed by all the exercised directorships.

The minimum time determined for exercising the position in question will also be considered. In this respect, when accepting the mandate given to them, the members of the Board of Directors accept that they should attend at least 80% of the convened number of meetings, while the members of the Leaders' Committee accept that they should attend all the convened meeting (with the exception of situations where the member's absence is previously justified and confirmed by the General Manager).

2. Assessing the level of independence, honesty and integrity

The independence of the management body's member will be assessed from a dual perspective. Thus, on the hand his or her independence of mind will be considered, where the notion of independence of mind signifies a pattern of behavior which should be displayed by all the members of the management body in particular during discussions and decision-making, while on the other hand also assessing if the management body's member is independent in the sense that he or she does not have any present or recent past relationships or links of any nature with the bank or its management that could influence his or her objective judgement and reduce the ability of taking decisions independently.

In assessing the independence of mind required for the management body's member, REMCO will take into consideration the following:

- if the candidate holds the necessary behavioural skills, including courage, conviction and strength to effectively assess and challenge if necessary the proposed decisions of

other members of the management body, as well as being able to ask the other members any questions and resist “group-thinking”;

- if there any conflicts of interest that would impede the candidate’s ability to perform his or her duties independently and objectively.

In order to examine any potential conflicts of interest, a series of information will be required when assessing the candidate’s independence, as follows:

- the positions held up until the moment of the assessment within the bank, as well as the positions held in other companies, in the present or the recent past (e.g. in the last 5 years), including within entities which have interests contrary to those of the bank;
- the candidate’s political influence or connections;
- his or her personal, professional or economical relationships with the bank’s significant shareholders or the bank’s affiliates;
- his or her personal, professional or economical relationships with the other members of the management body.

The candidate’s personal, professional or economical relationships take into consideration his or her financial (e.g. shares, exposures etc.) and non-financial interests (e.g. close relationships such as husband/wife, official partner, living partner, child, parent etc.), as well as the candidate’s 2nd degree family members’ relationships with the other members of the management body, the banks significant shareholders or its affiliates. Any such situation needs to be properly documented and handled by REMCO, while the management body’s member who is in a conflict of interest will abstain without exception from voting in the specific matter being discussed.

In regards to the management body’s member being independent from the perspective of his or her present or recent past relationships with the bank, the applicable legal provisions together with the relevant internal policies and procedures will also be considered, including Banca Transilvania’s *Policy regarding the prevention and management of the conflict of interest*.

The Group Policy Regarding Diversity

This policy aims to establish how to promote diversity within the Group’s governing bodies (the Board of Directors and the Executive Committee).

The Financial Group Banca Transilvania recognizes and embraces the benefits of a diversified management body in order to enhance the quality of its performance.

The principles described herein are applicable to all entities within the BT Financial Group.

The administration of Banca Transilvania is entrusted by the General Shareholders’ Meeting to a Board of Directors elected for four years, consisting of 7 directors elected by the shareholders at the GSM, either on the expiry of the mandate or specifically, in the event of one or more vacancies. The eligibility criteria in the Board of Directors are those stipulated in the specific legislation, as well as those stipulated in the Articles of Incorporation of Banca Transilvania S.A.

The Board of Directors shall designate the members of the Board of Directors, taking into account the recommendations of the Remuneration and Nomination Committee. At the level of Transilvania S.A., the management body is represented by the members of the Board of Directors and the Executive Committee.

In order to achieve sustainable and balanced development, Banca Transilvania perceives the increased leadership diversity as an essential element in supporting the achievement of its strategic objectives. In designing the structure of the management body, taking into account the diversity considerations, we have included, but not limited to, gender, age, cultural and educational profile, ethnicity, professional experience, skills, knowledge and working experience. All appointments within the governing body are based on meritocracy, and candidates will be considered on the basis of objective criteria, taking into account the benefits brought by diversity of this body.

Banca Transilvania S.A. points out that, although the diversity and variety of experiences and views represented in the management body should always be taken into account, a candidate should not be selected or excluded, either exclusively or largely, on the grounds of race, color, sex, national origin or sexual orientation. In selecting a candidate, the Remuneration and Nomination Committee shall prioritize the skills, national and international experience or cultural profile that would complement the existing governing body, recognizing that the Bank's activities and operations are diverse and of a national nature with a global impact.

Reflecting on the global character of banking activities, the directors and administrators of Banca Transilvania are citizens of Romania, as well as citizens and residents in other member states. Most BT directors and managers come from domestic and international banking environments.

Banca Transilvania S.A. believes that while the governing body should not adhere to a fixed number of directors, a governing body of 6-14 members, generally, provides a large and diverse group to address the important issues faced by the credit institution, being at the same time small enough to encourage personal involvement and constructive discussion.

The current directors and managers of Banca Transilvania S.A. must have been in management positions in various organizations or within Banca Transilvania, demonstrating their ability to exercise top management responsibilities and to steer the Bank. They have been executive members of prestigious international institutions, where they have developed their skills and experience in business strategy and development, innovation, operations, brand management, finance, compliance, decision-making and risk management. These skills, as well as the accumulated experience, enable them to provide a sound judgment of the problems faced by an international company in today's environment, by ensuring that these areas are supervised in the Bank and thus assessing BT's performance.

All members of the management body also have significant experience in corporate governance and complex business supervision through their status of executive managers, directors, administrators or other relevant functions within other large institutions.

Some Bank directors have gained experience in areas relevant to financial and banking institutions such as audit, risk management and stock markets. All of these skills and experiences are relevant to current strategies as well as to encourage Bank development, enabling managers and directors to provide diverse perspectives, valuable advice and critical points about new business opportunities, product launches, new markets, solutions for the problems faced by the institution, as well as those faced by the banking system at both local and national level.

Measurable objectives concerning the maintenance of the standards of diversity in the management body of Banca Transilvania

The selection of candidates will be based on a range of diversity perspectives, including, but not limited to, gender, age, cultural and educational profile, ethnicity, professional experience, skills, knowledge and seniority. The final decision will be based on the merit and contribution that the selected candidates will bring to the governing body. The composition of the governing body (including gender, ethnicity, age, seniority) will be communicated periodically through Banca Transilvania's website.

The Board of Directors and the Executive Committee of Banca Transilvania perceive diversity as a factor in choosing members of the management body, acknowledging that the diversity promoted in its composition provides significant benefits to the Bank. The Remuneration and Nomination Committee uses a number of criteria in selecting candidates for the position of administrator, director or manager, including background diversity

Banca Transilvania S.A. considers that a possible eligible member of the management body should be able to work in a collegiate way with people from different educational, cultural and business backgrounds and must have skills that complement the attributes of existing members.

Banca Transilvania S.A. also encourages the presence of female members within the governing body in order to ensure the balance and high performance of society. However, Banca Transilvania S.A. believes that the appointment of a member within the governing body cannot be done only on the basis of gender, as such practices lead to the discrediting of its competence and independence.

Therefore, we believe that the efficient and sustainable development of the Bank can be achieved by providing a framework for personal growth and development of female employees (under the same conditions as men).

In this respect, we mention that during 2017, the number of female employees attending trainings for professional development was 68.44% of the total number of employees. We also mention that, at the level of middle management employment, 47.06% of those appointed in these positions were female. At the level of the Board of Directors, the vacancy was occupied by a female person who has the necessary experience to fill this position and who was validated by the Remuneration and Nomination Committee, thus fulfilling Banca Transilvania's target of increasing the representation of female gender within the governing body of the Bank.

Banca Transilvania S.A. already ensures a space of sustainable growth of its employees through professional courses that are offered without discrimination of any kind based on: the needs of its employees, the types of work performed and the functions exercised.

Monitoring and Reporting

The Remuneration and Nomination Committee will regularly monitor the European requirements related to the composition of the management body from a diversity perspective.

In order to maintain and develop a balanced, functional and efficient management body, the Remuneration and Nominalization Committee (when appointing a candidate) may, from time to time, consider other attributes, experiences or competences it considers relevant at the time of the decision.

Thus, the Remuneration and Nomination Committee may consider diversity in the evaluation of candidates for membership in the governing body. Banca Transilvania S.A. considers that diversity in terms of cultural profile, experience, abilities, race, gender and national origin is an important element in the composition of the governing body. The Remuneration and Nomination Committee discusses diversity considerations with regard to each candidate, as well as, periodically, with regard to the composition of the management body as a whole.

The Remuneration and Nomination Committee outlines a pattern of proper abilities and characteristics required by members of the governing body, in light of its current composition. This assessment includes expertise (including international and financial / banking experience), independence, integrity, diversity and age, as well as technical abilities linked to banking, production, finance, marketing, technology and public politics. The main eligibility criteria considered are those arising from legal requirements, with the Committee ensuring that part of the management body remains independent.

THE RISK MANAGEMENT COMMITTEE

The Risk Management Committee is subordinated to the Board of Directors and is established to issue competent and independent opinions on the risk management policies and procedures, the capital adequacy and the bank's appetite to risk and to exercise the attributions mandated by the Board of Directors in this field of activity.

The Risk Management Committee consists at the present in 3 directors. Responsibilities mainly related to: advising the Board of Directors on the bank's risk appetite and the strategy for the management of current and future risks to which the bank is exposed; assisting the Board of Directors in the supervision of the strategy implementation by the Leaders' Committee. The general responsibility regarding risk management remains with the Board of Directors.

The Risk Management Committee meets on a quarterly basis or whenever required, upon the request of its members or of the bank's management. In 2017, the Risk Committee organized 8 meetings and several ad-hoc conference calls to debate specific issues. Urgent resolutions were also approved based on votes received via e-mail.

INFORMATION FLOW - RISKS TO THE MANAGEMENT BODY

For the specific risk categories, the bank has established transparent regular reporting mechanisms, so that the management body and all the relevant units are provided with precise, concise, intelligible and significant reports in due time, and to be able to exchange relevant information on risk identification, quantification or assessment and monitoring.

The Board of Directors and the Risk Management Committee establish the type, volume, format and frequency of information regarding risks

DAR- Risk Management Department is responsible for the periodic monitoring and observance of approved risk limits during the bank's activity, in order to ensure that the risks arising from bank's operations are taking into account the appetite for risk adopted by the bank. Any deviation from such limits is immediately reported to the CRO. For indicators at Leader's Committee / Risk Management Committee level, depending on the materialized risk, the deviation will be reported to the appropriate Committee (Committee for the Administration of Assets and Liabilities (ALCO) - for limits related to treasury activity; Policy and Loan Approval Committee - for limits related to loans; Leaders Committee - other risks) in the next meeting / immediately after the identification of the deviation, as requested by Deputy General Manager - Chief risk Officer (CRO).

Ratios related to the bank's risk appetite are monitored on a monthly basis, the results being synthesized in the specific risk reports submitted to the attention of Asset-Liability Committee / Leaders' Committee for information and analysis.

Reporting to BoD/Risk Committee occurs at least on a quarterly basis.

Field of application

Banca Transilvania S.A. (the “Parent company”, “BT”) is a joint-stock company incorporated in Romania. Banca Transilvania S.A. was founded in Romania in 1993 and is licensed by the National Bank of Romania to conduct banking activities. The bank started its activity in 1994, providing banking services to company and retail clients.

Due to the regulatory differences, the Banca Transilvania Group (the “Group”) is defined according to two consolidation areas:

- a) Consolidated Group for Accounting Purposes IFRS - in accordance with IFRS 10
- b) Consolidated Group for Prudential Purposes – in accordance with articles 18 and 19 of the Regulation (EU) No 575/2013

Template 1: EU LI1 – Differences between accounting and regulatory scopes of consolidation and the mapping of financial statement categories with regulatory risk categories

| | a | b | c | d | e | f | g |
|--|---|---|--------------------------------------|------------------------------|---|--------------------------------------|--|
| | Carrying values as reported in published financial statements | Carrying values under scope of regulatory consolidation | Carrying values of items | | | | |
| | | | Subject to the credit risk framework | Subject to the CCR framework | Subject to the securitisation framework | Subject to the market risk framework | Not subject to capital requirements or subject to deduction from capital |
| Assets | | | | | | | |
| Cash and balances at central banks | 6,637,725 | 6,751,233 | 6,751,233 | | | | |
| Items in the course of collection from other banks | 4,920,616 | 3,319,548 | 3,319,548 | | | | |
| Trading portfolio assets | 264,996 | 77,484 | | | | 77,484 | |
| Financial assets designated at fair value | 0 | 0 | | | | | |
| Derivative financial instruments | 9,854 | 9,854 | 9,854 | | | | |
| Loans and advances to banks | 222,792 | 222,792 | 222,792 | | | | |
| Loans and advances to customers | 30,248,962 | 31,953,454 | 31,953,454 | | | | |

| | | | | | | | |
|---|-------------------|-------------------|-------------------|--|--|-------------------|---------|
| Reverse repurchase agreements and other similar secured lending | 204,666 | 204,666 | | | | 204,666 | |
| Available-for-sale financial investments | 15,821,300 | 16,060,958 | | | | 16,060,958 | |
| Real estate investments, tangible and intangible assets | 769,697 | 752,025 | 752,025 | | | | 132,702 |
| Other financial and non-financial assets | 704,361 | 461,359 | 308,766 | | | 152,594 | |
| Total assets | 59,804,969 | 59,813,373 | 43,317,671 | | | 16,495,702 | |
| Liabilities | | | | | | | |
| Deposits from banks | 127,946 | 127,946 | | | | | |
| Items in the course of collection due to other banks | 1,228,587 | 1,228,587 | | | | | |
| Customer accounts | 48,932,195 | 48,950,729 | | | | | |
| Repurchase agreements and other similar secured borrowings | 673,013 | 673,013 | | | | | |
| Trading portfolio liabilities | 0 | | | | | | |
| Financial liabilities designated at fair value | 20,123 | 0 | | | | | |

| | | | | | | |
|---|-------------------|-------------------|--|--|--|--|
| Derivative financial instruments | 11,906 | 11,906 | | | | |
| Other financial and non-financial liabilities | 1,671,087 | 1,673,767 | | | | |
| Equity | 7,140,113 | 7,147,425 | | | | |
| Total liabilities | 59,804,970 | 59,813,373 | | | | |

Template 2: EU LI2 – Main sources of differences between regulatory exposure amounts and carrying values in financial statements

| | | a | b | c | d | e |
|----|--|------------|-----------------------|---------------|--------------------------|-----------------------|
| | | Total | Items subject to | | | |
| | | | Credit risk framework | CCR framework | Securitisation framework | Market risk framework |
| 1 | Assets carrying value amount under the scope of regulatory consolidation (as per template EU LI1) | 59,813,373 | 43,317,671 | 0 | 0 | 0 |
| 2 | Liabilities carrying value amount under the regulatory scope of consolidation (as per template EU LI1) | 59,813,373 | 0 | 0 | 0 | 0 |
| 3 | Total net amount under the regulatory scope of consolidation | 0 | 43,317,671 | 0 | 0 | 16,495,702 |
| 4 | Off-balance-sheet amounts | 7,372,840 | 8,051,049 | 0 | 0 | -678,209 |
| 10 | Exposure amounts considered for regulatory purposes | 59,813,373 | 43,317,671 | 0 | 0 | 0 |

Template 3: EU LI3 – Outline of the differences in the scopes of consolidation (entity by entity)

The subsidiaries comprise the following entities:

| Name of the entity | Method of accounting consolidation | Method of regulatory consolidation | | | | Description of the entity | December 2017 | December 2016 |
|---|------------------------------------|------------------------------------|----------------------------|-----------------------------------|----------|---|---------------|---------------|
| | | Full consolidation | Proportional consolidation | Neither consolidated nor deducted | Deducted | | | |
| BT Capital Partners S.A. | Full consolidation | X | | | | Investments | 99,59% | 99,59% |
| BT Leasing Transilvania IFN S.A. | Full consolidation | X | | | | Leasing | 100,00% | 100,00% |
| BT Investments S.R.L. | Full consolidation | X | | | | Investments | 100,00% | 100,00% |
| BT Direct IFN S.A. | Full consolidation | X | | | | Consumer loans | 100,00% | 100,00% |
| BT Building S.R.L. | Full consolidation | X | | | | Investments | 100,00% | 100,00% |
| BT Asset Management SAI. S.A. | Full consolidation | X | | | | Asset management | 80,00% | 80,00% |
| BT Solution Agent de Asigurare S.R.L. | Full consolidation | X | | | | Activities auxiliary to insurance and pension funds | 99,95% | 99,95% |
| BT Asiom Agent de Asigurare S.R.L. | Full consolidation | X | | | | Activities auxiliary to insurance and pension funds | 99,95% | 99,95% |
| BT Safe Agent de Asigurare S.R.L. | Full consolidation | X | | | | Activities auxiliary to insurance and pension funds | 99,99% | 99,99% |
| BT Intermedieri Agent de Asigurare S.R.L. | Full consolidation | X | | | | Activities auxiliary to insurance and pension funds | 99,99% | 99,99% |
| BT Compania de Factoring S.R.L. | Full consolidation | X | | | | Factoring | - | 100,00% |

| | | | | | | | | |
|---------------------------------------|--------------------|---|--|---|--|--|---------|---------|
| BT Operațional Leasing S.A. | Full consolidation | X | | | | Leasing | 94,73% | 94,73% |
| BT Leasing MD S.R.L. | Full consolidation | X | | | | Leasing | 100,00% | 100,00% |
| BT Microfinanțare IFN S.A. | Full consolidation | X | | | | Consumer loans | 100,00% | 100,00% |
| BT Transilvania Imagistică S.A. | Full consolidation | | | X | | Other activities related to human health | 96,64% | 89,71% |
| Improvement Credit Collection S.R.L. | Full consolidation | X | | | | Activities of collection agencies and the loan reporting offices | 100,00% | 100,00% |
| Sinteza S.A. | Full consolidation | | | X | | Manufacture of other organic basic chemicals | 50,15% | 46,98% |
| Chimprod S.R.L. | Full consolidation | | | X | | Manufacture of basic pharmaceutical products | 50,03% | 46,87% |
| Fond închis de investiții BT Invest1 | Full consolidation | | | X | | Closed investment fund | 96.64% | 90.54% |
| Fond deschis de investiții BT EUROFIX | Full consolidation | | | X | | Open investment fund | 54.24% | 99.13% |

Consolidated Group for Accounting Purposes

IFRS 10 establishes a single control model applicable to all entities, including special-purpose entities.

The amendments brought forth by IFRS 10 require the management to exert significant reasoning in order to determine the entities that are controlled, and thus need to be consolidated by a parent entity.

In accordance with IFRS 10 “Consolidated Financial Statements”, the Group controls an entity it has invested in, when it entirely holds the following:

- Power over the investee;
- Exposure or rights to variable returns from its involvement with the investee;
- The ability to use its power over the investee to affect the amount of the investor’s returns;

As at 31 December 2017, the Group controls but does not include in the consolidation the company S.C. Timesafe S.R.L., an entity providing “information technology services”. The subsidiary was not included in the consolidation because of its immateriality in terms of total assets (31 December 2017: RON 558 thousand), shareholders’ equity (31 December 2017: RON 80 thousand) and losses (31 December 2017: - RON 418 thousand) in the Group’s total assets, shareholders’ equity and profit.

The Group Banca Transilvania (“Group”) includes the parent-company and its subsidiaries, based in Romania and in the Republic of Moldova.

The consolidated financial statements of the Group for the financial year ended December 31, 2017 comprise the financial statements of Banca Transilvania S.A. and of its subsidiaries, that jointly form the Group. The Group’s fields of activity are: banking through BANCA TRANSILVANIA S.A (the “Bank”), leasing and consumer loans through BT Leasing Transilvania IFN S.A, BT Operational Leasing S.A, BT Direct IFN S.A and BT Leasing MD S.R.L., asset management through BT Asset Management S.A.I S.A, investment through BT Capital Partners S.A.. Likewise, the Bank controls 2 investment funds which are also consolidated with the global integration method.

Consolidated for accounting purposes - IFRS10

| | Global consolidation | | Equity method | |
|---|-----------------------------|-------------|----------------------|-------------|
| | 2017 | 2016 | 2017 | 2017 |
| Number of units | | | | |
| As of 1/1 | 23 | 18 | 0 | 0 |
| Included for the first time in the financial period | 0 | 5 | 0 | 0 |
| Merged in the financial period | 1 | 0 | 0 | 0 |
| Excluded in the financial period | 3 | 0 | 0 | 0 |
| As of 31/12 | 19 | 23 | 0 | 0 |

Consolidated Group for Prudential Purposes

The regulations underlying the prudential consolidation are the Commission Implementing Regulation (EU) No 680/2014 of 16 April 2014 and Regulation (EU) No 575/2013 of the European Parliament and of the Council.

In 2017, the difference between the Group consolidated for prudential purposes and the one consolidated for accounting IFRS purposes resides in two investment funds that are undertakings for collective investment, without legal personality and three companies indirectly held by one of these investment funds. These entities are not subject to the provisions laid down in Regulation no. 575 /2013 on prudential requirements for credit institutions and investment firms.

In 2016, the difference between the Group consolidated for prudential purposes and the one consolidated for accounting IFRS purposes resides in five investment funds that are undertakings for collective investment, without legal personality and a company indirectly held by one of these investment funds. These entities are not subject to the provisions laid down in Regulation no. 575 /2013 on prudential requirements for credit institutions and investment firms.

The financial statements consolidated for prudential purposes for the financial exercise ended on December 31st, 2017 comprise the financial statements of Banca Transilvania S.A. and of its subsidiaries, which form the whole Group.

Consolidated for prudential purposes

| | Global consolidation | | Equity method | |
|---|-----------------------------|------|----------------------|------|
| | 2017 | 2016 | 2017 | 2016 |
| Number of units | | | | |
| As of 1/1 | 15 | 14 | 0 | 0 |
| Included for the first time in the financial period | 0 | 1 | 0 | 0 |
| Merged in the financial period | 1 | 0 | 0 | 0 |
| Excluded in the financial period | 0 | 0 | 0 | 0 |
| As of 31/12 | 14 | 15 | 0 | 0 |

Own funds

REQUIREMENTS RELATED TO OWN FUNDS

The Group's and the Bank's own funds are based on the applicable legal requirements on regulatory capital and include:

- Tier I, which includes subscribed and paid in capital, share premiums, eligible reserves, retained earnings and deductions stipulated by the applicable legal provisions;
- Tier II, which includes subordinated borrowings and deductions stipulated by the applicable legal provisions.

Main characteristics of capital instruments

| 1 | Issuer | EFSE | Banca Transilvania | EEEF | EFSE | IFC |
|----|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 2 | Unique identifier (eg CUSIP, ISIN or Bloomberg identifier for private placement) | | | | | |
| 3 | Governing law(s) of the instrument | OUG nr.99/2006, CRR | OUG nr.99/2006, CRR | OUG nr.99/2006, CRR | OUG nr.99/2006, CRR | OUG nr.99/2006, CRR |
| | Regulatory treatment | | | | | |
| 4 | Transitional CRR rules | Tier 2 | Tier 2 | Tier 2 | Tier 2 | Tier 2 |
| 5 | Post-transitional CRR rules | Nivel 2 | Tier 2 | Tier 2 | Tier 2 | Tier 2 |
| 6 | Eligible at solo/(sub-)consolidated/solo&(sub-)consolidated | solo and consolidated | solo and consolidated | solo and consolidated | solo and consolidated | solo and consolidated |
| 7 | Instrument type (types to be specified by each jurisdiction) | subordinated loan | bonds | subordinated loan | subordinated loan | subordinated loan |
| 8 | Amount recognised in regulatory capital (in million) | € 0.90 | € 4.61 | € 25.00 | € 2.71 | \$40.00 |
| 9 | Nominal amount of instrument (agregate) | € 5.00 | € 30.00 | € 25.00 | € 15.00 | \$40.00 |
| 9a | Issue price | € 5.00 | € 30.00 | € 25.00 | € 15.00 | \$40.00 |
| 9b | Redemption price - in currency of issue | € 5.00 | € 30.00 | € 25.00 | € 15.00 | \$40.00 |

| 10 | Accounting classification | liabilities at amortised cost | liabilities at amortised cost | liabilities at amortised cost | liabilities at amortised cost | liabilities at amortised cost |
|-----|--|-------------------------------|---|-------------------------------|-------------------------------|-------------------------------|
| 11 | Original date of issuance | 27/12/2012 | 22/05/2013 | 30/09/2013 | 28/11/2013 | 31/10/2014 |
| 12 | Perpetual or dated | dated | dated | dated | dated | dated |
| 13 | Original maturity date | 30/11/2018 | 22/05/2020 | 30/09/2023 | 30/11/2018 | 15/10/2023 |
| 14 | Issuer call subject to prior supervisory approval | no | no | no | no | no |
| 15 | Optional call date, contingent call dates and redemption amount (s. 9b) | n/a | n/a | n/a | n/a | n/a |
| 16 | Subsequent call dates, if applicable | n/a | n/a | n/a | n/a | n/a |
| | Coupons / dividends | | | | | |
| 17 | Fixed or floating dividend/coupon | variable | variable | variable | variable | variable |
| 18 | Coupon rate and any related index | EURIBOR 6M + 6.5% | EURIBOR 6M + 6.25% | EURIBOR 6M+6.2% | EURIBOR 6M + 6.2% | LIBOR 6M+5.8% |
| 19 | Existence of a dividend stopper | n/a | n/a | n/a | n/a | n/a |
| 20a | Fully discretionary, partially discretionary or mandatory (in terms of timing) | n/a | n/a | n/a | n/a | n/a |
| 20b | Fully discretionary, partially discretionary or mandatory (in terms of amount) | n/a | n/a | n/a | n/a | n/a |
| 21 | Existence of step up or other incentive to redeem | n/a | n/a | n/a | n/a | n/a |
| 22 | Noncumulative or cumulative | n/a | n/a | n/a | n/a | n/a |
| 23 | Convertible or non-convertible | no | yes | no | no | no |
| 24 | If convertible, conversion trigger(s) | n/a | Decision of the bondholders | n/a | n/a | n/a |
| 25 | If convertible, fully or partially | n/a | Fully or partially | n/a | n/a | n/a |
| 26 | If convertible, conversion rate | n/a | Correlated with the price of TLV shares | n/a | n/a | n/a |
| 27 | If convertible, mandatory or optional conversion | n/a | optional | n/a | n/a | n/a |
| 28 | If convertible, specify instrument type convertible into | n/a | Common equity Tier1 | n/a | n/a | n/a |

| | | | | | | |
|----|---|--|--|--|--|--|
| 29 | If convertible, specify issuer of instrument it converts into | n/a | Banca Transilvania | n/a | n/a | n/a |
| 30 | Write-down features | n/a | n/a | n/a | n/a | n/a |
| 31 | If write-down, write-down trigger(s) | n/a | n/a | n/a | n/a | n/a |
| 32 | If write-down, full or partial | n/a | n/a | n/a | n/a | n/a |
| 33 | If write-down, permanent or temporary | n/a | n/a | n/a | n/a | n/a |
| 34 | If temporary write-down, description of write-up mechanism | n/a | n/a | n/a | n/a | n/a |
| 35 | Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument) | subordinated to all other non-subordinated liabilities | subordinated to all other non-subordinated liabilities | subordinated to all other non-subordinated liabilities | subordinated to all other non-subordinated liabilities | subordinated to all other non-subordinated liabilities |
| 36 | Non-compliant transitioned features | no | no | no | no | no |
| 37 | If yes, specify non-compliant features | - | - | - | - | - |

Reconciliation of own funds elements with the statement of financial position

| Capital base in RON thousand | 31/12/2017 |
|---|-------------------|
| Shareholders' equity according to the Group's balance sheet | 7,125,422 |
| Non-controlling interests | 14,690 |
| Anticipated dividend | -610,000 |
| Additional value adjustments | -48,626 |
| Goodwill | -2,774 |
| Deferred tax receivables | 0 |
| Intangible assets | -132,702 |
| Other adjustments | -273,621 |
| Common Equity Tier 1 capital | 6,072,389 |
| Total Tier 1 capital I | 6,072,389 |
| Tier 2 instrument | 414,578 |
| Other adjustments | -104,082 |
| Total Tier 2 capital | 310,495 |

| | |
|---------------------------|------------------|
| Total capital base | 6,382,885 |
|---------------------------|------------------|

Statement of financial position

| Assets - In RON thousand | IFRS 2017 | Prudential 2017 |
|--|-------------------|------------------------|
| Cash reserve | 8,028,977 | 8,028,953 |
| Loans and advances to banks | 3,981,529 | 3,981,515 |
| Loans and advances granted to clients | 32,339,071 | 32,323,724 |
| Impairment losses on loans and advances | -1,880,499 | -1,882,499 |
| Financial assets at fair value through profit and loss | 264,996 | 77,484 |
| Derivatives | 9,854 | 9,854 |
| Securities classified as available-for-sale | 15,821,300 | 16,060,958 |
| Intangible assets | 136,029 | 135,476 |
| Tangible assets | 633,668 | 616,550 |
| Other assets | 485,130 | 461,359 |
| Total assets | 59,820,055 | 59,813,373 |

| Liabilities and Equity in RON thousand | IFRS 2017 | Prudential 2017 |
|---|-------------------|------------------------|
| Deposits from banks | 1,546,667 | 1,546,667 |
| Deposits from clients | 49,000,878 | 49,019,031 |
| Provisions | 382,849 | 378,174 |
| Derivatives | 11,906 | 11,906 |
| Other liabilities | 1,323,065 | 1,295,593 |
| Subordinated capital | 414,578 | 414,578 |
| Equity | 7,140,113 | 7,147,425 |
| Consolidated equity | 5,885,971 | 5,951,783 |
| Consolidated profit/loss | 1,239,452 | 1,187,101 |
| Non-controlling interests | 14,690 | 8,541 |
| Total liabilities and equity | 59,820,055 | 59,813,373 |

Own funds (prudential)

| Own funds in RON thousand | 31/12/2017 |
|---|-------------------|
| Capital instruments and the related share premium accounts | 4,456,321 |
| Retained earnings | 839,834 |
| Accumulated other comprehensive income (and other reserves) | 1,212,456 |
| Funds for general banking risk | 77,893 |
| Minority interests (amount recognized in consolidated CET1) | 0 |
| Common Equity Tier 1 (CET1) capital before regulatory adjustments | 6,586,504 |
| Additional value adjustments | -48,626 |
| Intangible assets (net of related tax liability) | -132,702 |
| Goodwill | -2,774 |
| Deferred tax assets that rely on future profitability excluding those arising from temporary difference (net of related tax liability where the conditions in Article 38 (3) are met) | 0 |
| Regulatory adjustments to unrealised gains and losses | -53,747 |
| Direct and indirect holding of own CET1 instruments | -62,515 |
| Deferred tax assets arising from temporary difference | -161,632 |
| Other transitional adjustment | -52,120 |
| Total regulatory adjustments to Common Equity Tier 1 (CET1) | -514,115 |
| Common Equity Tier 1 (CET1) capital | 6,072,389 |
| Tier 1 capital (T1 = CET1 + AT1) | 6,072,389 |
| Tier 2 (T2) capital: instruments and subordinated loans | 310,495 |
| Tier 2 (T2) capital before regulatory adjustment | 310,495 |
| Tier 2 (T2) capital: regulatory adjustments | 0 |
| Total regulatory adjustments to Tier 2 (T2) capital | 0 |
| Tier 2 (T2) capital | 310,495 |
| Total capital (TC = T1 + T2) | 6,382,885 |
| Risk weighted assets | 33,062,168 |
| Common Equity Tier 1 (as a percentage of total risk exposure amount) | 18.37% |
| Tier 1 (as a percentage of total risk exposure amount) | 18.37% |
| Total capital (as a percentage of total risk exposure amount) | 19.31% |

Capital requirements

The internal process for the assessment of capital adequacy to risks is integrated in the administration and management process of Banca Transilvania and in its decision making culture, according to which the management body must ensure the proper identification, measurement, aggregation and monitoring of risks, the preservation of internal capital levels adjusted to the bank's risk profile, as well as the use and development of sound risk management systems.

The following computation methods are used by the Bank and the Group:

- Credit risk: RWA (risk weighted assets) standardized approach;
- Market risk: capital requirements with respect to the foreign exchange risk and the trading portfolio are calculated based on the standardized approach;
- Operational risk: capital requirements for the coverage of operational risk are calculated according to the basic indicator approach.

The Group manages its capital base in a flexible manner, by monitoring regulatory capital requirements, by anticipating the adequate adjustments required for the achievement of its objectives, as well as by optimizing the structure of assets and shareholders' equity.

Planning and monitoring take into consideration the total own funds (core tier 1, additional tier 1 and tier 2) on the one hand and risk-weighted assets (RWA) on the other hand.

CAPITAL REQUIREMENTS

Template 4: EU OV1 – Overview of RWAs

| | | RWAs | | RON thd. |
|----|--|------------|------------|------------------------------|
| | | 31.12.2017 | 31.12.2016 | 31.12.2017 |
| | | | | Minimum capital requirements |
| 1 | Credit risk (excluding CCR) | 22,337,014 | 20,908,543 | 1,786,961 |
| 2 | Of which the standardised approach | 22,337,014 | 20,908,543 | 1,786,961 |
| 3 | Of which the foundation IRB (FIRB) approach | - | - | - |
| 4 | Of which the advanced IRB (AIRB) approach | - | - | - |
| 5 | Of which equity IRB under the simple risk-weighted approach or the IMA | - | - | - |
| 6 | CCR | 22,201 | 21,497 | 1,776 |
| 7 | Of which mark to market | - | - | - |
| 8 | Of which original exposure | - | - | - |
| 9 | Of which the standardised approach | 17,733 | 17,862 | 1,419 |
| 10 | Of which internal model method (IMM) | - | - | - |
| 11 | Of which risk exposure amount for contributions to the default fund of a CCP | - | - | - |
| 12 | Of which CVA | 4,468 | 3,635 | 357 |
| 13 | Settlement risk | - | - | - |

| | | | | |
|-----------|--|-------------------|-------------------|------------------|
| 14 | Securitisation exposures in the banking book (after the cap) | - | - | - |
| 15 | Of which IRB approach | - | - | - |
| 16 | Of which IRB supervisory formula approach (SFA) | - | - | - |
| 17 | Of which internal assessment approach (IAA) | - | - | - |
| 18 | Of which standardised approach | - | - | - |
| 19 | Market risk | 5,344,525 | 5,487,764 | 427,562 |
| 20 | Of which the standardised approach | 5,344,525 | 5,487,764 | 427,562 |
| 21 | Of which IMA | - | - | - |
| 22 | Large exposures | - | - | - |
| 23 | Operational risk | 5,358,427 | 4,280,859 | 428,674 |
| 24 | Of which basic indicator approach | 5,358,427 | 4,280,859 | 428,674 |
| 25 | Of which standardised approach | - | - | - |
| 26 | Of which advanced measurement approach | - | - | - |
| 27 | Amounts below the thresholds for deduction (subject to 250% risk weight) | - | - | - |
| 28 | Floor adjustment | - | - | - |
| 29 | Total | 33,062,168 | 30,698,664 | 2,644,973 |

Capital requirement for credit risk

Banca Transilvania calculates the risk-weighted exposure amounts for credit, counterparty credit and dilution risk using the standardised approach according to Regulation 575/2013, Part 3, Title II, Chapter 2.

RON thd.

| RISK WEIGHTED EXPOSURE AMOUNTS FOR CREDIT, COUNTERPARTY CREDIT AND DILUTION RISKS AND FREE DELIVERIES - standardised approach | Credit, dilution and free deliveries risk | Counterparty credit risk |
|--|--|---------------------------------|
| Total | 1,786,961 | 1,419 |
| Central governments or central banks | 0 | 0 |
| Regional governments or local authorities | 218 | 0 |
| Public sector entities | 2,382 | 0 |
| Multilateral Development Banks | 0 | 0 |
| International Organizations | 0 | 0 |
| Institutions | 76,624 | 1,362 |
| Corporates | 580,617 | 57 |

| | | |
|---|---------|---|
| Retail | 639,590 | 0 |
| Secured by mortgages on immovable property | 264,115 | 0 |
| Exposures in default | 138,982 | 0 |
| Items associated with particular high risk | 0 | 0 |
| Covered bonds | 0 | 0 |
| Claims on institutions and corporates with a short-term credit assessment | 254 | 0 |
| Collective investments undertakings (CIU) | 0 | 0 |
| Equity | 0 | 0 |
| Other items | 84,179 | 0 |

Capital requirement for market risk

Banca Transilvania calculates Risk exposure amount for position, foreign exchange and commodities risks using the standardized approaches in accordance with Regulation no. 575/2013 Article 92(3)(b)and(c).

RON thd.

| | | |
|---|------------------|------------------|
| Risk exposure amount for position, foreign exchange and commodities risks under standardised approaches (SA) | 5,344,525 | 5,487,764 |
| Traded debt instruments | 4,069,371 | 4,701,374 |
| Equity | 289,713 | 188,188 |
| Foreign Exchange | 118,945 | 0 |
| Commodities | | 0 |
| Particular approach for position risk in CIUs | 866,496 | 598,202 |

Capital requirement for operational risk

Banca Transilvania calculates the risk exposure amount for operational risk, using the basic approach, in accordance with Regulation 575/2013, Part III, Title III, Chapter 2.

RON thd.

| | |
|---|------------------|
| Total risk exposure amount for operational risk (opr) | 5,358,427 |
|---|------------------|

Exposure to counterparty credit risk

SETTING CREDIT LIMITS RELATED TO COUNTERPARTY CREDIT RISK EXPOSURES

Throughout its activity, Banca Transilvania has exposures to other Romanian or foreign banks through treasury and trade operations, in local or foreign currency, within certain exposure limits.

Exposure limits are calculated and they govern two types of operations: treasury and trade, these representing Banca Transilvania's maximum exposures on a partner bank, calculated as a percentage of own funds. Treasury operations are divided depending on the type of transaction, foreign exchange market (operational risk) or money market (credit risk) and depending on the date of settlement, respectively on maturity. Exposure limits according to the date of settlement, respectively maturity are not cumulative, but exclusive.

The method for determining exposure limits uses the principle of comparison between individual financial ratios calculated for the partner bank and the average ratios calculated for the group of banks it belongs to. Finally, financial ratios are weighted with quality indicators, indicators regarding the control of the Bank and the country rating;

The data which represents the basis for determining the exposure limit for partner banks:

- financial ratios
- quality indicators
- indicators regarding bank control
- country rating

The own funds requirements for the risk of credit valuation adjustment (CVA) for derivate financial instruments is calculated according to Art. 382, pct. 1.

Intragroup transactions are excluded from own funds requirements application for CVA risk according to Art. 382, pct. 4, lt. b.

In the CVA calculation algorithm, Banca Transilvania applies Art.384, which describes the standardized method. So, the own funds requirement is determinate on portfolio level for each counterpart.

Template 26: EU CCR2 – CVA capital charge

| | | RON Thd | |
|-----|---|----------------|------------|
| | | 31/12/2017 | |
| | | Exposure value | RWAs |
| 1 | Total portfolios subject to the advanced method | | |
| 2 | (i) VaR component (including the 3× multiplier) | | |
| 3 | (ii) SVaR component (including the 3× multiplier) | | |
| 4 | All portfolios subject to the standardised method | 4,468 | 357 |
| EU4 | Based on the original exposure method | | |
| 5 | Total subject to the CVA capital charge | 4,468 | 357 |

MANAGEMENT OF FINANCIAL INSTRUMENTS ELIGIBLE AS GUARANTEES

Banca Transilvania keeps records of the financial instruments portfolio held in its own name and behalf, providing daily information regarding volume, number, maturity, yield (etc.), the entity and jurisdiction of assets /financial instruments eligible for guarantee.

In accordance with the legislation in force, financial instruments held in its own name can be used in order to guarantee certain financial obligations undertaken by Banca Transilvania. Pledging of financial instruments is made directly on the account of the guarantee supplier (non-possessory pledge).

Internal-operational records reflect in a distinct manner the financial instruments which are pledged (differentiated on purposes, depending on the guaranteed obligation) and the financial instruments which are free from liens. Such clear distinction of pledged instruments results in the proper and real time determination of the quantity of financial instruments available for trading in the bank's own account.

Monitoring the value of financial instruments in its own portfolio is performed daily (available balance, market value, haircut, etc.).

FINANCIAL RISKS RELATED TO FINANCIAL INSTRUMENTS OPERATIONS

In carrying out transactions with derivative financial instruments, the Bank is subject to market risk, credit risk, operational risk and legal risk associated with derivative products.

Control over derivative operations include proper separation of obligations, monitoring of risk management, supervision of management and other activities designed to ensure that the control objectives of the bank will be achieved. These control objectives include the following:

- Authorized execution. Derivative transactions are executed in accordance with policies approved by the bank.
- Comprehensive and accurate information. Information regarding derivatives, including information related to fair value, is recorded on time, it is complete and correct when recorded in the accounting system and it is classified, described and reflected in an appropriate manner and in accordance with the provisions of EU regulation 648/2012 (EMIR).
- Preventing or detecting errors. Errors in processing of accounting data for derivatives are prevented or detected on time.
- Permanent monitoring. Activities involving derivatives are monitored on a permanent basis to recognize and measure events that affect related assertions present in financial statements.
- Evaluation. Changes in the value of derivatives are recorded and appropriately presented to the competent authorities, both operationally and in terms of control. The assessment is part of the ongoing monitoring activities, in compliance with EU regulation 648/2012 (EMIR).

Capital buffers

In 2017 no countercyclical capital buffers were applied.

Indicators of global systemic importance

In 2017 no indicators of global systemic importance were applied.

Credit risk adjustments

DEFINITIONS FOR ACCOUNTING PURPOSES OF 'PAST DUE' AND 'IMPAIRED'

Individually impaired loans and securities

Individually impaired loans and securities are loans and securities with respect to which the Group considers that difficulties may occur in collecting the principal and interest due according to the contractual terms of the loan / securities agreement.

Past due but not individually impaired loans

Loans with respect to which the interest or principal payments are past due, but the Group believes that an individual impairment is not appropriate considering the value of the security/collateral available and/or the stage of collection of the amounts owed to the Group.

DESCRIPTION OF THE APPROACHES AND METHODS ADOPTED FOR DETERMINING SPECIFIC AND GENERAL CREDIT RISK ADJUSTMENTS

Allowances for impairment

The Group determines an allowance for impairment losses that represents an estimate of the incurred losses on the loan portfolio. The main components of this allowance are represented by an individual loan loss component that relates to individually significant exposures, and a collective loan loss component established for groups of homogeneous assets in respect of losses that have been incurred but have not been identified on loans that may be subject to individual impairment.

As at 31 December 2017, the Group and the Bank changed the calculation methodology for the collective impairment allowances: , i.e. the methodology for the calculation of the impairment of loans related to clients eligible for protection under Law. no. 77 (Law on giving in payment)

was adjusted in order to integrate behavioral, economic and legislative changes; re-segmentation of the loan portfolio, in order to show the realignment of business lines.

As regard to the amendments generated by the Constitutional Court's Decision on Debt Discharge Law, this has led to a better identification of the clients which might follow this behavior, diminishing accordingly the level of the collective impairment adjustments.

Impairment losses on loans and advances

The Group reviews the loan portfolio (including net investments in lease) to assess the impairment thereof, at least semi-annually (on a monthly basis for the Bank). In determining whether an impairment loss should be recorded, the Group makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans/ lease receivables before the decrease can be identified for an individual loan/ receivable in that portfolio. For example, the observable data might be the un-favourable changes in the customers' payment behaviour from within a group or due to economic, national or local circumstances which correlate with default incidents of a debtors' group. The management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows.

The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience, including assessing the effects of uncertainty on the local financial markets related to valuation of assets and operating environment of debtors. The loan impairment assessment considers the visible effects of current market conditions on the individual/collective assessment of loans and advances to customers' impairment. Hence, the Group has estimated the impairment loss provision for loans and advances to customers and leases based on the internal methodology and assessed that no further provision for impairment losses is required except as already provided for in the consolidated and separate financial statements.

Write-off policy

Based on a specific analysis, the Group and the Bank may decide to derecognize a depreciated asset either through write-off or through off-balance registration. The analysis of financial assets subject to write-off is performed periodically with respect to assets which exceeded the recovery horizon and/or are fully provisioned - based on the assessment of significant changes affecting the financial performance of the borrower/issuer, changes causing the impossibility to pay the obligation, or changes resulting in insufficient amounts to cover the whole exposure after guarantee enforcement.

The Group holds collateral against loans and advances to customers in the form of mortgages over land and buildings, pledges on equipment and inventories, insurance policies and other guarantees. The Group has ownership rights over these guarantees until the end of the contract. The estimates of fair value are based on the collateral value assessed on the loan granting date and periodically updated afterwards

TOTAL AMOUNT OF EXPOSURES AFTER ACCOUNTING OFFSETS AND WITHOUT TAKING INTO ACCOUNT THE EFFECTS OF CREDIT RISK MITIGATION, BY TYPE OF EXPOSURE CLASSES

Template 7: EU CRB-B – Total and average net amount of exposures

RON Thd.

| | | a | b |
|-----------|--|---|---------------------------------------|
| | | Net value of exposures at the end of the period | Average net exposures over the period |
| 1 | Central governments or central banks | 0.00 | 0.00 |
| 2 | Institutions | 0.00 | 0.00 |
| 3 | Corporates | 0.00 | 0.00 |
| 4 | <i>Of which: Specialised lending</i> | 0.00 | 0.00 |
| 5 | <i>Of which: SMEs</i> | 0.00 | 0.00 |
| 6 | Retail | 0.00 | 0.00 |
| 7 | <i>Secured by real estate property</i> | 0.00 | 0.00 |
| 8 | <i>SMEs</i> | 0.00 | 0.00 |
| 9 | <i>Non-SMEs</i> | 0.00 | 0.00 |
| 10 | <i>Qualifying revolving</i> | 0.00 | 0.00 |
| 11 | <i>Other retail</i> | 0.00 | 0.00 |
| 12 | <i>SMEs</i> | 0.00 | 0.00 |
| 13 | <i>Non-SMEs</i> | 0.00 | 0.00 |
| 14 | Equity | 0.00 | 0.00 |
| 15 | Total IRB approach | 0.00 | 0.00 |
| 16 | Central governments or central banks | 7,089,112.06 | 4,512,974.38 |
| 17 | Regional governments or local authorities | 7,907.86 | 8,607.48 |
| 18 | Public sector entities | 50,592.00 | 59,100.78 |
| 19 | Multilateral development banks | 0.00 | 0.00 |
| 20 | International organisations | 0.00 | 0.00 |
| 21 | Institutions | 3,794,916.38 | 3,395,809.48 |
| 22 | Corporates | 9,889,974.94 | 9,469,638.28 |
| 23 | <i>Of which: SMEs</i> | 7,627,563.16 | 7,344,455.10 |
| 24 | Retail | 16,740,485.50 | 15,679,227.77 |
| 25 | <i>Of which: SMEs</i> | 7,408,548.89 | 6,801,304.61 |
| 26 | Secured by mortgages on immovable property | 9,784,991.72 | 9,364,714.38 |
| 27 | <i>Of which: SMEs</i> | 858,599.72 | 880,513.75 |
| 28 | Exposures in default | 1,535,880.17 | 1,839,541.21 |
| 29 | Items associated with particularly high risk | 0.00 | 0.00 |

| | | | |
|-----------|---|----------------------|----------------------|
| 30 | Covered bonds | 0.00 | 0.00 |
| 31 | Claims on institutions and corporates with a short-term credit assessment | 18,355.68 | 36,766.53 |
| 32 | Collective investments undertakings | 0.00 | 0.00 |
| 33 | Equity exposures | 0.00 | 0.00 |
| 34 | Other exposures | 2,474,236.63 | 2,241,834.66 |
| 35 | <i>Total standardised approach</i> | 51,386,452.95 | 46,608,214.93 |
| 36 | <i>Total</i> | 51,386,452.95 | 46,608,214.93 |

Template 9: EU CRB-D – Concentration of exposures by industry or counterparty types

| | a | b | c | d | e | f | g | h | i | j | k |
|----|--|----------------------|---------------|---|--------------|--------------|----------------------------|-----------------------|--------------------------------|-------------------------------|------------------------------------|
| | Agriculture, forestry and fishing | Mining and quarrying | Manufacturing | Electricity, gas, steam and air conditioning supply | Water supply | Construction | Wholesale and retail trade | Transport and storage | Accommodation and food service | Information and communication | Financial and insurance activities |
| 1 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 2 | Institutions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 3 | Corporates | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4 | Retail | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 5 | Equity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6 | Total IRB approach | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 7 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 8 | Regional governments or local authorities | 13.08 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 9 | Public sector entities | 6,819.49 | 0.00 | 0.00 | 4,193.39 | 0.00 | 3,488.13 | 0.00 | 3,746.07 | 0.00 | 152.21 |
| 10 | Multilateral development banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 11 | International organisations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 12 | Institutions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,794,916.38 |
| 13 | Corporates | 988,477.56 | 13,385.01 | 2,888,441.03 | 402,982.35 | 75,978.04 | 1,332,290.63 | 1,891,601.34 | 340,961.86 | 228,265.73 | 268,382.39 |
| 14 | Retail | 1,026,046.91 | 38,937.47 | 1,230,520.36 | 138,504.58 | 53,425.05 | 935,459.10 | 2,325,381.05 | 740,069.05 | 223,724.92 | 206,959.65 |
| 15 | Secured by mortgages on immovable property | 50,889.00 | 973.03 | 91,473.21 | 3,615.40 | 3,415.43 | 189,873.78 | 271,405.60 | 65,900.01 | 37,909.59 | 17,851.12 |
| 16 | Exposures in default | 88,581.74 | 2,098.14 | 290,445.35 | 8,983.39 | 7,253.20 | 259,645.93 | 239,560.21 | 86,347.50 | 35,163.56 | 27,273.55 |
| | | | | | | | | | | | 1,582.15 |

| | | | | | | | | | | | | |
|----|--|---------------------|------------------|---------------------|-------------------|-------------------|---------------------|---------------------|---------------------|-------------------|-------------------|---------------------|
| 17 | Items associated with particularly high risk | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 18 | Covered bonds | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 19 | Claims on institutions and corporates with a shortterm credit assessment | 26.59 | 0.00 | 12,069.45 | 0.00 | 0.00 | 10.69 | 2.88 | 0.00 | 0.00 | 0.00 | 37.15 |
| 20 | Collective investments undertakings | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 21 | Equity exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 22 | Other exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 23 | Total standardised approach | 2,160,854.35 | 55,393.66 | 4,512,949.40 | 558,279.10 | 140,071.72 | 2,720,768.26 | 4,727,951.09 | 1,237,024.49 | 525,063.80 | 520,618.92 | 3,959,387.34 |
| 24 | Total | 2,160,854.35 | 55,393.66 | 4,512,949.40 | 558,279.10 | 140,071.72 | 2,720,768.26 | 4,727,951.09 | 1,237,024.49 | 525,063.80 | 520,618.92 | 3,959,387.34 |

| | | l | m | n | o | p | q | r | s | | u | |
|---|--------------------------------------|-------------------------------|--|--|--|------------------|---|---|-----------------------|----------------------|-------------------|--------------|
| | | Real estate activities | Professional, scientific and technical activities | Administrative and support service activities | Public administration and defence, compulsory social security | Education | Human health services and social work activities | Arts, entertainment and recreation | Other services | Central banks | Households | Total |
| 1 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 2 | Institutions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 3 | Corporates | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4 | Retail | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 5 | Equity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6 | Total IRB approach | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 7 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7,089,112.06 | 0.00 | 7,089,112.06 |

| | | | | | | | | | | | | |
|----|--|-------------------|-------------------|-------------------|-----------------|------------------|-------------------|-------------------|---------------------|---------------------|----------------------|----------------------|
| 8 | Regional governments or local authorities | 0.00 | 3,926.70 | 0.00 | 3,935.02 | 27.80 | 0.00 | 5.27 | 0.00 | 0.00 | 0.00 | 7,907.86 |
| 9 | Public sector entities | 0.00 | 13.23 | 65.20 | 212.32 | 17,233.63 | 1,967.19 | 3,301.80 | 9,383.95 | 0.00 | 0.00 | 50,592.00 |
| 10 | Multilateral development banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 11 | International organisations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 12 | Institutions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,794,916.38 |
| 13 | Corporates | 494,095.42 | 112,954.12 | 118,994.84 | 0.00 | 36,586.43 | 156,489.15 | 170,807.82 | 11,605.43 | 0.00 | 224,070.11 | 9,889,974.94 |
| 14 | Retail | 91,891.81 | 226,916.45 | 162,044.23 | 809.19 | 13,256.77 | 396,550.17 | 33,301.60 | 37,111.52 | 0.00 | 8,835,738.97 | 16,740,485.50 |
| 15 | Secured mortgages by on immovable property | 19,377.98 | 33,370.89 | 22,902.38 | 241.92 | 3,261.19 | 277,493.10 | 6,513.05 | 13,207.18 | 0.00 | 8,669,923.91 | 9,784,991.72 |
| 16 | Exposures in default | 62,200.55 | 41,353.99 | 7,518.92 | 1,579.70 | 147.84 | 12,688.42 | 2,923.23 | 2,108.18 | 0.00 | 358,424.61 | 1,535,880.17 |
| 17 | Items associated with particularly high risk | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 18 | Covered bonds | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 19 | Claims on institutions and corporates with a shortterm credit assessment | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 6,208.92 | 18,355.68 |
| 20 | Collective investments undertakings | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 21 | Equity exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 22 | Other exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,474,236.63 | 0.00 | 0.00 | 2,474,236.63 |
| 23 | Total standardised approach | 667,565.76 | 418,535.38 | 311,525.56 | 6,778.14 | 70,513.66 | 845,188.03 | 216,852.77 | 2,547,652.89 | 7,089,112.06 | 18,094,366.53 | 51,386,452.95 |
| 24 | Total | 667,565.76 | 418,535.38 | 311,525.56 | 6,778.14 | 70,513.66 | 845,188.03 | 216,852.77 | 2,547,652.89 | 7,089,112.06 | 18,094,366.53 | 51,386,452.95 |

Template 10: EU CRB-E – Maturity of exposures

| | | a | b | c | d | e | f |
|----|--|--------------------|--------------|---------------------|--------------|--------------------|---------------|
| | | Net exposure value | | | | | |
| | | On demand | <= 1 year | > 1 year <= 5 years | > 5 years | No stated maturity | Total |
| 1 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 2 | Institutions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 3 | Corporates | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4 | Retail | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 5 | Equity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6 | Total IRB approach | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 7 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 7,089,112.06 | 7,089,112.06 |
| 8 | Regional governments or local authorities | 0.00 | 5,293.85 | 2,301.43 | 312.58 | 0.00 | 7,907.86 |
| 9 | Public sector entities | 0.00 | 18,729.43 | 22,970.87 | 8,891.70 | 0.00 | 50,592.00 |
| 10 | Multilateral development banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 11 | International organisations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 12 | Institutions | 0.00 | 3,727,927.46 | 43,991.03 | 22,997.89 | 0.00 | 3,794,916.38 |
| 13 | Corporates | 0.00 | 4,245,484.24 | 3,191,673.41 | 2,452,817.29 | 0.00 | 9,889,974.94 |
| 14 | Retail | 0.00 | 4,694,111.63 | 7,893,042.29 | 4,153,331.58 | 0.00 | 16,740,485.50 |
| 15 | Secured by mortgages on immovable property | 0.00 | 353,356.34 | 674,615.66 | 8,757,019.72 | 0.00 | 9,784,991.72 |
| 16 | Exposures in default | 0.00 | 511,386.32 | 547,673.23 | 476,820.62 | 0.00 | 1,535,880.17 |
| 17 | Items associated with particularly high risk | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 18 | Covered bonds | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 19 | Claims on institutions and corporates with a shortterm credit assessment | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 20 | Collective investments undertakings | 0.00 | 14,826.63 | 3,221.92 | 307.13 | 0.00 | 18,355.68 |
| 21 | Equity exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 22 | Other exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | | | | |
|----|------------------------------------|-------------|----------------------|----------------------|----------------------|---------------------|----------------------|
| 23 | Total standardised approach | 0.00 | 0.00 | 0.00 | 0.00 | 2,474,236.63 | 2,474,236.63 |
| 24 | Total | 0.00 | 13,571,115.91 | 12,379,489.84 | 15,872,498.51 | 9,563,348.69 | 51,386,452.95 |

Template 11: EU CR1-A – Credit quality of exposures by exposure class and instrument

| | | a | b | c | d | e | f | g |
|---|--|--------------------------|-------------------------|---------------------------------|--------------------------------|------------------------|--|------------|
| | | Gross carrying values of | | Specific credit risk adjustment | General credit risk adjustment | Accumulated write-offs | Credit risk adjustment charges of the period | Net values |
| | | Defaulted exposures | Non-defaulted exposures | | | | | (a+b-c-d) |
| 1 | Central governments or central banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 2 | Institutions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 3 | Corporates | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4 | <i>Of which: Specialised lending</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 5 | <i>Of which: SMEs</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6 | Retail | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 7 | <i>Secured by real estate property</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 8 | <i>SMEs</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 9 | <i>Non-SMEs</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | <i>Qualifying revolving</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

| | | | | | | | | |
|----|--|--------------|---------------|--------------|------|--------------|-----------|---------------|
| 10 | <i>Other retail</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | Retail | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 11 | <i>Secured by real estate property</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 12 | <i>SMEs</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 13 | <i>Non-SMEs</i> | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 14 | Equity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 15 | Total IRB approach | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 16 | Central governments or central banks | 0.00 | 7,089,112.06 | 0.00 | 0.00 | 0.00 | 0.00 | 7,089,112.06 |
| 17 | Regional governments or local authorities | 0.00 | 8,010.00 | 102.14 | 0.00 | 0.00 | 0.00 | 7,907.86 |
| 18 | Public sector entities | 0.00 | 51,389.27 | 797.27 | 0.00 | 0.00 | 170.21 | 50,592.00 |
| 19 | Multilateral development banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 20 | International organisations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 21 | Institutions | 0.00 | 3,795,252.84 | 336.46 | 0.00 | 0.00 | 0.00 | 3,794,916.38 |
| 22 | Corporates | 0.00 | 10,010,927.42 | 120,952.48 | 0.00 | 0.00 | 19,243.67 | 9,889,974.94 |
| 23 | <i>Of which: SMEs</i> | 0.00 | 7,703,449.69 | 75,886.54 | 0.00 | 0.00 | 16,720.30 | 7,627,563.16 |
| 24 | Retail | 0.00 | 16,980,692.89 | 240,207.39 | 0.00 | 0.00 | 85,564.92 | 16,740,485.50 |
| 25 | <i>Of which: SMEs</i> | 0.00 | 7,463,593.05 | 55,044.15 | 0.00 | 0.00 | 0.00 | 7,408,548.89 |
| 26 | Secured by mortgages on immovable property | 0.00 | 9,940,244.61 | 155,252.89 | 0.00 | 0.00 | 52,937.73 | 9,784,991.72 |
| 27 | <i>Of which: SMEs</i> | 0.00 | 868,562.83 | 9,963.10 | 0.00 | 0.00 | 40.77 | 858,599.72 |
| 28 | Exposures in default | 3,307,565.45 | 3,753.31 | 1,775,438.60 | 0.00 | 3,618,984.08 | 0.00 | 1,535,880.17 |

| | | | | | | | | |
|----|--|---------------------|----------------------|---------------------|-------------|---------------------|-------------------|----------------------|
| 29 | Items associated with particularly high risk | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 30 | Covered bonds | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 31 | Claims on institutions and corporates with a shortterm credit assessment | 0.00 | 18,582.96 | 227.28 | 0.00 | 0.00 | 176.83 | 18,355.68 |
| 32 | Collective investments undertakings | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 33 | Equity exposures | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 34 | Other exposures | 0.00 | 3,067,614.86 | 593,378.23 | 0.00 | 0.00 | 0.00 | 2,474,236.63 |
| 35 | Total standardised approach | 3,307,565.45 | 50,965,580.23 | 2,886,692.74 | 0.00 | 3,618,984.08 | 158,093.36 | 51,386,452.95 |
| 36 | Total | 3,307,565.45 | 50,965,580.23 | 2,886,692.74 | 0.00 | 3,618,984.08 | 158,093.36 | 51,386,452.95 |
| 37 | Of which: Loans Of which: Debt securities | 2,997,374.13 | 29,549,382.40 | 2,293,314.50 | 0.00 | 3,618,984.08 | 158,093.36 | 30,253,442.03 |
| 38 | Of which: Offbalance-sheet exposures | 0.00 | 10,607,724.88 | 0.00 | 0.00 | 0.00 | 0.00 | 10,607,724.88 |
| 39 | Equity exposures | 310,191.32 | 7,740,858.09 | 0.00 | 0.00 | 0.00 | 0.00 | 8,051,049.40 |

Template 12: EU CR1-B – Credit quality of exposures by industry or counterparty types

| | | a | b | c | d | e | f | g |
|---|---|--------------------------|-------------------------|---------------------------------|--------------------------------|------------------------|--|---------------------|
| | | Gross carrying values of | | Specific credit risk adjustment | General credit risk adjustment | Accumulated write-offs | Credit risk adjustment charges of the period | Net values |
| | | Defaulted exposures | Non-defaulted exposures | | | | | Defaulted exposures |
| 1 | Agriculture, forestry and fishing | 166,444.88 | 2,091,645.88 | 97,236.41 | 0.00 | 183,462.97 | 0.00 | 2,160,854.35 |
| 2 | Mining and quarrying | 70,397.44 | 53,865.17 | 68,868.95 | 0.00 | 59,978.83 | 0.00 | 55,393.66 |
| 3 | Manufacturing | 590,862.79 | 4,260,270.60 | 338,183.98 | 0.00 | 639,081.11 | 3,852.02 | 4,512,949.40 |
| 4 | Electricity, gas, steam and air conditioning supply | 69,175.69 | 557,294.11 | 68,190.70 | 0.00 | 265,480.92 | 0.00 | 558,279.10 |
| 5 | Water supply | 26,717.01 | 132,523.73 | 19,169.02 | 0.00 | 59,516.19 | 0.00 | 140,071.72 |
| 6 | Construction | 483,781.71 | 2,484,327.68 | 247,341.13 | 0.00 | 359,372.93 | 0.00 | 2,720,768.26 |
| 7 | Wholesale and retail trade | 453,594.28 | 4,547,959.77 | 273,602.95 | 0.00 | 970,218.28 | 0.00 | 4,727,951.09 |
| 8 | Transport and storage | 143,047.81 | 1,161,204.00 | 67,227.32 | 0.00 | 77,397.06 | 16,320.81 | 1,237,024.49 |
| 9 | Accommodation and food service | 44,940.06 | 501,031.83 | 20,908.10 | 0.00 | 38,221.26 | 0.00 | 525,063.80 |

| | | | | | | | | |
|-----------|---|---------------------|----------------------|---------------------|------|---------------------|------------------|----------------------|
| 10 | Information and communication | 75,677.86 | 497,985.29 | 53,044.23 | 0.00 | 20,538.79 | 37,450.17 | 520,618.92 |
| 11 | Real estate activities | 90,406.64 | 612,229.88 | 35,070.76 | 0.00 | 152,466.33 | 0.00 | 667,565.76 |
| 12 | Professional, scientific and technical activities | 78,959.30 | 386,137.26 | 46,561.19 | 0.00 | 48,540.21 | 479.31 | 418,535.38 |
| 13 | Administrative and support service activities | 9,686.59 | 308,098.00 | 6,259.03 | 0.00 | 19,353.74 | 0.00 | 311,525.56 |
| 14 | Public administration and defence, compulsory social security | 6,892.46 | 5,306.24 | 5,420.56 | 0.00 | 0.00 | 0.00 | 6,778.14 |
| 15 | Education | 542.46 | 71,219.94 | 1,248.73 | 0.00 | 10,184.23 | 6.27 | 70,513.66 |
| 16 | Human health services and social work activities | 31,024.08 | 838,851.78 | 24,687.83 | 0.00 | 48,880.09 | 0.00 | 845,188.03 |
| 17 | Arts, entertainment and recreation | 4,633.20 | 216,348.70 | 4,129.13 | 0.00 | 4,833.28 | 0.00 | 216,852.77 |
| 18 | Other services | 2,943.12 | 3,140,497.25 | 595,787.48 | 0.00 | 8,147.06 | 0.00 | 2,547,652.89 |
| 19 | Financial and insurance activities | 75,677.86 | 497,985.29 | 53,044.23 | 0.00 | 20,538.79 | 37,450.17 | 520,618.92 |
| 20 | Central banks | 90,406.64 | 612,229.88 | 35,070.76 | 0.00 | 152,466.33 | 0.00 | 667,565.76 |
| 21 | Households | 78,959.30 | 386,137.26 | 46,561.19 | 0.00 | 48,540.21 | 479.31 | 418,535.38 |
| 19 | Total | 3,307,565.45 | 50,965,580.23 | 2,886,692.73 | | 3,618,984.08 | 58,361.09 | 51,386,452.95 |

Template 14: EU CR1-D – Ageing of past-due exposures

| | | a | b | c | d | e | f |
|----------|------------------------|-----------------------|------------------------|---------------------|----------------------------|------------------------|-------------------|
| | | Gross carrying values | | | | | |
| | | ≤ 30 days | > 30 days ≤ 60 days | > 60 days ≤ 90 days | > 90 days ≤ 180 days | > 180 days ≤ 1 year | > 1 year |
| 1 | Loans | 30,670,092.07 | 393,018.89 | 214,026.84 | 213,147.62 | 310,008.70 | 746,462.41 |
| 2 | Debt securities | 10,607,724.88 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 3 | Total exposures | 41,277,816.95 | 393,018.89 | 214,026.84 | 213,147.62 | 310,008.70 | 746,462.41 |

Template 15: EU CR1-E – Non-performing and forborne exposures

| | | a | b | c | d | e | f | g | h | i | j | k | l | m |
|----|-----------------------------|--|------------------------------|-------------------------|-------------------|-------------------|-------------------------|-------------------|--|---------------|-----------------------------|-----------------------------|---|----------------|
| | | Gross carrying amount of performing and non-performing exposures | | | | | | | Accumulated impairment and provisions and negative fair value adjustments due to credit risk | | | | Collaterals and financial guarantees received financiare primite | |
| | | Of which performing but past due > 30 days and <= 90 days | Of which performing forborne | Of which non-performing | | | On performing exposures | | On non-performing exposures | | On non-performing exposures | Of which forborne exposures | | |
| | | | | Of which defaulted | Of which impaired | Of which forborne | Of which forborne | Of which forborne | | | | | | |
| 10 | Debt securities | 10,607,72 4.88 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 20 | Loans and advances | 32,546,75 6.54 | 311,755. 37 | 463,207. 70 | 2,997,37 4.13 | 2,997,37 4.13 | 2,752,08 8.16 | 1,621,32 0.29 | 507,04 4.56 | 67,728 .10 | 1,786,26 9.94 | 953,55 2.11 | 1,022,28 6.37 | 650,868 .11 |
| 30 | Off-balance sheet exposures | 8,051,049 .40 | 2,666.59 | 0.00 | 310,191. 32 | 310,191. 32 | 0.00 | 5,976.44 | 0.00 | 0.00 | 0.00 | 0.00 | 121,376. 98 | 4,872.0 0 |

**Template 16: EU CR2-A –
Changes in the stock of general and specific credit risk adjustments**

| | | a | b |
|----|---|--|---|
| | | Accumulated specific credit risk adjustment | Accumulated general credit risk adjustment |
| 1 | Opening balance | -1,917,194 | -335,087 |
| 2 | Increases due to amounts set aside for estimated loan losses during the period Decreases due to amounts reversed for estimated loan losses during the period | -1,102,600 | -579,363 |
| 3 | Decreases due to amounts reversed for estimated loan losses during the period | 562,613 | 547,580 |
| 4 | Decreases due to amounts taken against accumulated credit risk adjustments | 855,400 | 795,192 |
| 5 | Transfers between credit risk adjustments | 90,141 | -90,141 |
| 6 | Impact of exchange rate differences | -2,816 | 9,448 |
| 7 | Business combinations, including acquisitions and disposals of subsidiaries | 0 | 0 |
| 8 | Other adjustments | 0 | 0 |
| 9 | Closing balance | -1,514,456 | -368,043 |
| 10 | Recoveries on credit risk adjustments recorded directly to the statement of profit or loss | 283,961 | 0 |
| 11 | Specific credit risk adjustments directly recorded to the statement of profit or loss | 0 | 0 |

Template 17: EU CR2-B – Changes in the stock of defaulted and impaired loans and debt securities

| | | a |
|---|---|---|
| | | Gross carrying value defaulted exposures |
| 1 | Opening balance | 4,523,054 |
| 2 | Loans and debt securities that have defaulted or impaired since the last reporting period | 1,383,996 |
| 3 | Returned to non-defaulted status | -1,353,080 |
| 4 | Amounts written off | -831,501 |
| 5 | Other changes | -725,096 |
| 6 | Closing balance | 2,997,374 |

Direct write-downs and recoveries recorded directly in the income statements:

| | |
|--|-----------|
| Direct write-down | 998.133 |
| Income received on written-down claims | - 303.294 |

Unencumbered assets

UNENCUMBERED ASSETS

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| Template A - Encumbered and unencumbered assets | | | | | | | | | |
|---|--|--------------------------------------|---|---------------------------------|---|--|-------------------------|-----------------------------------|-------------------------|
| | | Carrying amount of encumbered assets | | Fair value of encumbered assets | | Carrying amount of unencumbered assets | | Fair value of unencumbered assets | |
| | | | of which notionally eligible EHQLA and HQLA | | of which notionally eligible EHQLA and HQLA | | of which EHQLA and HQLA | | of which EHQLA and HQLA |
| | | 010 | 030 | 040 | 050 | 060 | 080 | 090 | 100 |
| 010 | Assets of the reporting institution | 1,407,275 | 0 | | | 53,687,633 | 13,130,743 | | |
| 030 | Equity instruments | 0 | 0 | | | 132,774 | 0 | | |
| 040 | Debt securities | 1,407,275 | 0 | 1,407,275 | 0 | 13,981,369 | 13,130,743 | 13,981,369 | 13,130,743 |
| 050 | of which: covered bonds | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 060 | of which: asset-backed securities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 070 | of which: issued by general governments | 1,407,275 | 0 | 1,407,275 | 0 | 13,191,622 | 13,130,743 | 13,191,622 | 13,130,743 |
| 080 | of which: issued by financial corporations | 0 | 0 | 0 | 0 | 759,488 | 0 | 759,488 | 0 |
| 090 | of which: issued by non-financial corporations | 0 | 0 | 0 | 0 | 30,259 | 0 | 30,259 | 0 |
| 120 | Other assets | 0 | 0 | - | - | 39,573,490 | 0 | - | - |

Template B-Collateral received

| | | Fair value of encumbered collateral received or own debt securities issued | | Unencumbered | |
|------------|---|--|---|---|-------------------------|
| | | | | Fair value of collateral received or own debt securities issued available for encumbrance | |
| | | | of which notionally eligible EHQLA and HQLA | | of which EHQLA and HQLA |
| | | 010 | 030 | 040 | 060 |
| 130 | Collateral received by the reporting institution | 0 | 0 | 0 | 0 |
| 140 | Loans on demand | 0 | 0 | 0 | 0 |
| 150 | Equity instruments | 0 | 0 | 0 | 0 |
| 160 | Debt securities | 0 | 0 | 0 | 0 |
| 170 | of which: covered bonds | 0 | 0 | 0 | 0 |
| 180 | of which: asset-backed securities | 0 | 0 | 0 | 0 |
| 190 | of which: issued by general governments | 0 | 0 | 0 | 0 |
| 200 | of which: issued by financial corporations | 0 | 0 | 0 | 0 |
| 210 | of which: issued by non-financial corporations | 0 | 0 | 0 | 0 |
| 220 | Loans and advances other than loans on demand | 0 | 0 | 0 | 0 |
| 230 | Other collateral received | 0 | 0 | 0 | 0 |
| 240 | Own debt securities issued other than own covered bonds or asset-backed securities | 0 | 0 | 0 | 0 |

| | | | | | |
|------------|---|-----------|---|---|---|
| 241 | Own covered bonds and asset-backed securities issued and not yet pledged | | | 0 | 0 |
| 250 | TOTAL ASSETS, COLLATERAL RECEIVED AND OWN DEBT SECURITIES ISSUED | 1,407,275 | 0 | | |

Template C-Sources of encumbrance

| | | Matching liabilities, contingent liabilities or securities lent | Assets, collateral received and own debt securities issued other than covered bonds and ABSs encumbered |
|------------|--|--|--|
| | | 010 | 030 |
| 010 | Carrying amount of selected financial liabilities | 638,663 | 637,943 |

Use of External Credit Assessment Institutions

Banca Transilvania does not use External Credit Assessment Institutions to calculate risk weighted assets in accordance with Regulation 575/2013, Part III, Title II, Chapter 2.

Exposure to market risk

In 2017 compared to 2016, there was an increase in risk-weighted assets and capital requirements, due to increasing value of trading portfolio, based on the bank's investment strategy over the last year. The increasing value of trading book was determined mainly by investments in bonds, but also in unit funds and equities.

Template 34: EU MR1 – Market risk under the standardised approach

| | 31/12/2017 | Capital requirements | RWAs |
|---|---|----------------------|----------------|
| | Outright products | 5,344,525 | 427,562 |
| 1 | Interest rate risk (general and specific) | 4,069,371 | 325,550 |
| 2 | Equity risk (general and specific) | 289,713 | 23,177 |
| 3 | Foreign exchange risk | 118,945 | 9,516 |
| 4 | Commodity risk | | |
| | Particular approach for position risk in CIUs | 866,496 | 69,320 |
| | Options | 0.00 | 0 |
| 5 | Simplified approach | 0.00 | 0 |
| 6 | Delta-plus method | 0.00 | 0 |
| 7 | Scenario approach | 0.00 | 0 |
| 8 | Securitisation (specific risk) | 0.00 | 0 |
| 9 | Total | 5,344,525 | 427,562 |

Operational risk

Banca Transilvania uses the basic approach for the assessment of own funds requirements for operational risk.

Exposures in equities not included in the trading book

The BT Financial Group exposures in equities not included in the trading book are 67,548 thousand lei as of 31.12.2017 (net exposure).

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| BT Financial Group | Gross exposure | Net exposure | Accounting method |
|--------------------|----------------|---------------|-------------------|
| Shares | 67,556 | 67,548 | |
| Not listed | 3,533 | 3,525 | Acquisition cost |
| Listed | 64,023 | 64,023 | Fair value |

The listed portfolio of shares has a positive reserve worth 20,996 thousand lei at the end of 2017, the amount of 16,796 thousand lei being included in the own funds.

Exposure to interest rate risk on positions not included in the trading book

EXPOSURE TO INTEREST RATE RISK ON POSITIONS NOT INCLUDED IN THE TRADING BOOK

Banca Transilvania Group is exposed to interest rate risk resulting from:

- Fixed income security trading (interest rate risk from trading activities)
- Funds raised and placed in relation to non-bank customers (interest rate risk from banking activities). The main sources of interest rate risk are represented by the imperfect correlation between the maturity dates (for fixed interest rates) or the pricing reset dates (for variable interest rates) with respect to interest bearing assets and liabilities, the adverse changes of the yield curve (un-parallel shift of interest rate curves related to interest bearing assets and liabilities). The management of interest bearing assets and liabilities is carried out in the context of the Group's/the Bank's exposure to interest rate fluctuations. The Group uses a mix of fixed and variable interest bearing instruments to control the mismatch between the dates on which the interest on assets and liabilities is adjusted to the market rates or the maturity mismatch between assets and liabilities.

Interest rate risk is managed by monitoring the interest rate GAP (mismatch) and by means of a system of limits and indicators approved on maturity bands (time intervals) for interest reset.

The Assets and Liabilities Management Committee is the body that monitors the compliance with these limits, being assisted in the daily monitoring by the Treasury Department.

Interest rate risk management on positions not included in the trading book is carried out through the standardized approach for calculation of the potential changes in the group's economic value due to changes on the interest rates, according to BNR Regulation no. 5/2013 on prudential requirements for credit institutions, as subsequently amended and supplemented.

The standard movement of interest rates used is of +/-200 basis points, for each currency that exceeds 5% of total assets or liabilities from the banking book (Ron and Eur).

The results of the analysis at consolidated level can be found in the table below:

| Potential change in economic value | RON thousand |
|--|--------------|
| Own funds | 6,382,885 |
| Potential decrease in economic value +/-200bp | |
| Total value | 128,706 |
| Impact in own funds | 2.02% |

Exposure to securitisation positions

Banca Transilvania is not exposed to securitisation positions.

Remuneration policy

The main objective of Banca Transilvania Financial Group with regard to remuneration is to respect the principle of equity, taking into account the business strategy and risk strategy of the institution, culture and corporate values, long-term interests of the institution and the measures used to avoid conflicts of interest, without encouraging excessive risk-taking and promote a viable and efficient risk administration.

The remuneration framework supports the group in achieving and maintaining a viable capital base.

In terms of remuneration, persons whose professional activities have a material impact on the risk profile of the group were called "Identified Staff" and their identification is performed in accordance with Regulation no. 604/2014 of the European Commission. The group performs assessments in order to identify all the staff members whose professional activities have a material impact on the risk profile of the group.

Internal structures with responsibilities regarding remuneration:

BOARD OF DIRECTORS is responsible for adopting and maintaining the institution's remuneration policy and overseeing its implementation to ensure that it is fully functional.

THE REMUNERATION AND NOMINATION COMMITTEE holds the main responsibilities with regard to the remuneration policies and ensures that the general principles and policies of staff remuneration and benefits correspond with the business strategy, objectives, values and long-term interests of the Group.

RISK COMMITTEE holds specific responsibilities regarding the assessment of risks in the remuneration field and ensures, without influencing the tasks of the Remuneration and Nomination Committee if incentives provided by the compensation system take into consideration risks, capital, liquidity as well as the likelihood and timing of profits in order to support adequate remuneration policies and practices.

HUMAN RESOURCES COMMITTEE holds specific responsibilities in terms of developing and increasing efficiency in the process of decisions making in relation to the employees.

HUMAN RESOURCES DEPARTMENT holds attributions regarding, among other things, providing human resources necessary to accomplish the strategic objectives of the bank / subsidiaries of the bank and a competitive and fair remuneration and reward system.

RISK ADMINISTRATION DEPARTMENT proposes, if necessary and in order to ensure that incentives for risk taking are balanced by incentives for risk management, adjustment of variable remuneration for all current and future risks undertaken, following the completion of risk alignment process, which includes: the process of measuring the performance and the risks and remuneration granting and payment processes, as well as

additional duties in accordance with the rules of organization and administration of Banca Transilvania (R.12.8._.) and the provisions of this policy.

COMPLIANCE DEPARTMENT assists and advises the management body (BoD/Leaders' Committee) in the implementation of this policy, as well as additional responsibilities in accordance with the Rules of organization and organization of Banca Transilvania (R.12.8._.) and the provisions of this policy and also - through compliance function - analyzes how the remuneration policy affecting the institution compliance with laws, regulations and internal risk culture endorsing the document signed by the Director of each approval, revision and supervision.

The aforementioned attributions are supplemented by additional responsibilities specific to each structure, that are described in the Group's regulatory framework.

THE REMUNERATION AND NOMINATION COMMITTEE

The Remuneration and Nomination Committee (REMCO) is subordinated to the Board of Directors and issues competent and independent opinions on the remuneration policies and practices, on the incentives for risk management, capital adequacy and liquidity management, on the nomination policies and to exercise the powers mandated by the Board of Directors in this field of activity, on the nomination policies and exercise of the attributions mandated by the Board of Directors in this field of activity.

The composition of the Remuneration and Nomination Committee is as follows:

- Chairman of the Board of Directors
- maximum 2 BoD members.

The Remuneration and Nomination Committee (REMCO) meets at least twice a year or whenever it is needed at the request of one of its members or the Bank's executive directors. In fiscal year 2017, REMCO met twice. The Board of Directors is informed with regard to the decisions made by the Remuneration and Nomination Committee after each meeting.

LINK BETWEEN THE TOTAL REMUNERATION AND PERFORMANCE

In accordance with the legislation in force on sound remuneration policies, there are two types of remuneration paid, fixed and variable, according to the following principles:

- Remuneration is fixed where the conditions for its award and its amount:
 - i) are based on predetermined criteria;
 - ii) are non-discretionary reflecting the level of professional experience and seniority of staff;
 - iii) are transparent with respect to the individual amount awarded to the individual staff member;
 - iv) are permanent, i.e. maintained over a period tied to the specific role and organisational responsibilities;
 - v) are non-revocable; the permanent amount is only changed via collective bargaining or following renegotiation in line with national criteria on wage setting;

- vi) cannot be reduced, suspended or cancelled by the institution;
- vii) do not provide incentives for risk assumption; and
- viii) do not depend on performance.

- The remuneration is variable when it does not meet the above conditions for including it in the fixed remuneration category.

If the remuneration is correlated with the performance, the amount of the total remuneration is based on the combined assessment of the individual performance, the performance of the respective operational unit and the general results of the group, whereby the assessment of the individual performance takes into account both financial and nonfinancial aspects, such as: gained knowledge/obtained qualifications, personal development, compliance with the systems and controls of the group, involvement in the business strategies and significant policies of the entity within the group and the contribution to the team's performance.

Performance assessment takes place within a multi-annual framework, in order to make sure that the assessment process is based on the long-term performance and that the actual payment of the performance-based remuneration components is spread over a period that considers the business cycle of the group and the specific risks of its entities' activity.

In order to establish the variable part of the annual remuneration of the "Identified Staff", limitation of excessive risk taking is being considered. Thus, the annual objectives set by the Board of Directors for this purpose include ratios meant to discourage excessive risk taking.

The remuneration of independent control functions is mainly fixed. In case a variable remuneration is established, it will be granted without being linked to the budgetary objectives of the organization and the performance of activities monitored and controlled by the function, but correlated with objectives related to those functions.

DEFERRAL POLICY:

Provided the vesting criteria are met, the deferral policy for the Identified Personnel is:

- A substantial part of the variable component of the total remuneration, in all cases at least 40%, is deferred for a period of 3 years and is properly correlated with the activity nature, the risks and the responsibilities of the respective staff;

- up to 100% of the total variable remuneration can be subject to "*malus*" or "*clawback*" arrangements;

- Identified Staff members are vested with respect to the remuneration due according to deferral arrangements no earlier than on pro rata basis

The Identified Staff is paid for or is vested with respect to the variable remuneration, including the deferred portion, only if the variable remuneration can be supported by the overall financial standing of Banca Transilvania Financial Group and can be justified according to the performance of the bank, of the operational structure concerned and that of the individual;

Where the annual variable remuneration is of a particularly high amount, exceeding 1,000,000 lei net, at least 60% of the amount is deferred for a period of minimum 5 years.

CRITERIA USED FOR PERFORMANCE MEASUREMENT AND RISK ADJUSTMENT:

- Achievement of the gross profit target;
- Keeping liquidity at an optimum level, while maintaining the quick ratio within the limit of the adopted risk appetite;
- Keeping the solvability level (calculated in relation to the internal capital) compliant with the Internal Process for the Adjustment of Capital to Risks;
- Alignment between the bank's general risk profile and the risk appetite;
- Keeping the bank on one of the first 3 position in terms of assets held at the end of December 31.

RATIOS BETWEEN FIXED AND VARIABLE REMUNERATION

The total annual remuneration of the personnel category the professional activity of whom have a significant impact on the bank's risk profile consists of a fixed component and a variable one that cannot exceed 100% of the fixed component of the total annual remuneration.

The fixed and variable component of the total remuneration are properly balanced and the fixed component represents a share sufficiently large from the total remuneration, so as to allow for a fully flexible policy regarding the components of the variable remuneration, including the possibility of not paying any component thereof.

INFORMATION ON THE PERFORMANCE CRITERIA ON WHICH THE ENTITLEMENT TO SHARES, OPTIONS OR VARIABLE COMPONENTS OF REMUNERATION IS BASED

- Achieving the gross profit target for the assessed year (for the basic part) and/or for the previous year (for the deferred part);
- Keeping liquidity at an optimum level, while maintaining the quick ratio within the limit of the risk appetite adopted for the assessed year (for the basic part) and/or for the previous year (for the deferred part);
- Keeping the solvability level (calculated in relation to the internal capital) compliant with the Internal Process for the Adjustment of Capital to Risks for the assessed year (for the basic part);
- Alignment between the bank's general risk profile and the risk appetite adopted in the assessed year (for the basic part) and/or for the previous year (for the deferred part);

MAIN PARAMETERS AND RATIONALE FOR THE STRUCTURE OF THE VARIABLE REMUNERATION

The performance measurement used to calculate the components of the variable remuneration or the component portfolios of the variable remuneration includes an adjustment for all current and future risk types and takes into account the cost of capital and required liquidity.

The allocation of the variable remuneration components in BT Group also considers all current and future risk types.

At least 50% of any variable remuneration must be represented by a balanced combination of the following elements: (A) shares; AND (b) if possible, other instruments, such as additional Tier 1 instruments or Tier 2 instruments (under Article 52 or 63 of Regulation (EU) no. 575/2013), or other instruments convertible into core or reduced Tier 1 instruments, which adequately reflect in each case the credit quality of the Group on an ongoing basis and are suitable to be used for variable remuneration.

QUANTITATIVE INFORMATION

Quantitative information according to article 450 regarding remuneration will be published until the end of July 2018.

Leverage

Within the framework of EU Regulation no.575/2013 and in addition to the total capital requirements, the leverage ratio was implemented as a new instrument to limit the risk of excessive indebtedness.

The leverage ratio is the ratio of capital to the leverage exposure, specifically the tier 1 capital in relation to unweighted exposure on and off the statement of financial position.

Description of the processes used to manage the risk of excessive leverage

Banca Transilvania uses quantitative methods for the evaluation and mitigation of leverage risk. Monitoring and managing risk indicators related to excessive leverage risk takes place on two levels, namely at Board of Director/Leaders Committee and CRO, through periodical reports.

Description of the factors that had an impact on the leverage Ratio during the period to which the disclosed leverage Ratio refers

As at 31.12.2017, the leverage ratio according to the transitional definition decreased slightly from 10.20% at 31.12.2016 to 9.76%, mainly due to the increase of the leverage ratio exposures.

| | RON thd. |
|---|--------------------------|
| Reconciliation of the total exposure measure with the relevant information disclosed in published financial statements | Applicable amount |
| Total assets as per published financial statements | 59,820,055 |
| Adjustment for entities which are consolidated for accounting purposes but are outside the scope of regulatory consolidation | -507,501 |
| Adjustments for derivative financial instruments | -7,879 |
| Adjustment for off-balance sheet items (i.e. conversion to credit equivalent amounts of off-balance sheet exposures) | 2,913,369 |
| Other adjustments | 0 |
| Total leverage ratio exposure | 62,218,044 |
| On-balance sheet exposures (excluding derivatives and SFTs) | Applicable amount |
| On-balance sheet items (excluding derivatives, SFTs and fiduciary assets, but including collateral) | 59,798,283 |
| (Asset amounts deducted in determining Tier 1 capital) | -511,341 |
| Total on-balance sheet exposures (excluding derivatives, SFTs and fiduciary assets) | 59,286,942 |
| Derivative exposures | Applicable amount |
| Adjusted effective notional amount of written credit derivatives | 17,733 |

| | |
|---|--------------------------|
| Total derivatives exposure | 17,733 |
| Other off-balance sheet exposures | Applicable amount |
| Off-balance sheet exposures at gross notional amount | 8,051,049 |
| (Adjustments for conversion to credit equivalent amounts) | -5,137,680 |
| Other off-balance sheet exposures | 2,913,369 |
| Capital and total exposures | Applicable amount |
| Tier 1 capital | 6,072,389 |
| Total leverage ratio exposures | 62,218,044 |
| Leverage ratio (transitional) | 9.76% |
| Split-up of on balance sheet exposures | Applicable amount |
| Total on-balance sheet exposures (excluding derivatives, SFTs, and exempted exposures), of which: | 59,798,283 |
| Trading book exposures | 16,480,612 |
| Banking book exposures, of which:: | 43,317,671 |
| Covered bonds | 0 |
| Exposures treated as sovereigns | 7,089,112 |
| Exposures to regional governments, MDB, international organisations and PSE NOT treated as sovereigns | 33,731 |
| Institutions | 3,567,969 |
| Secured by mortgages on immovable property | 9,580,553 |
| Retail exposures | 12,514,997 |
| Corporates | 6,829,307 |
| Exposures in default | 1,227,766 |
| Other exposures (eg equity, securitisations, and other non-credit obligation assets) | 2,474,237 |

Use of the Internal Ratings Based Approach to credit risk

Banca Transilvania does not Internal Ratings Based Approach for credit risk assessment.

Use of credit risk mitigation techniques

CREDIT RISK MITIGATION TECHNIQUES

Banca Transilvania has solid and adequate policies and procedures in writing, regarding credit risk mitigation techniques in order to control residual risk.

We hereby mainly refer to the following aspects:

- the internal procedures for the assessment of goods, the manual for applying the internal procedure for the assessment of goods for the purpose of establishing bank guarantees, which diminishes the risk that a recognized guarantee is not enforced at its recognized value
- the lending rules both for legal entities and individuals provide for a mandatory legal opinion as part of the credit documentation, in order to minimize the legal risk regarding guarantee enforcement

Banca Transilvania revises on a regular basis, but at least annually, the adequacy, effectiveness and the operation of these policies and procedures.

The guarantee method used by BT is customized according to the customer's risk profile, the type of loan or other elements, according to the provisions of the lending rules.

Determining the value of the properties proposed as loan guarantees is made through evaluation reports documented by the external firms agreed by the Bank. The market value of the goods is established and inserted within the opinion summary (internal document accompanying the evaluation report), together with the value of the guarantee and liquidation value.

In the lending agreement, in the guarantee agreement and in the Bank's accounting records, guarantees are recorded at the guarantee value determined by weighting the market value set in the evaluation reports with the ratios for adjusting guarantees to risk.

All goods proposed to be taken as guarantee meet the following conditions:

- they are placed in the civil circuit
- they are noticeable
- they can be precisely ascertained or are ascertainable;
- they are in the exclusive property of the borrower or the guarantor, as applicable, and this can be proven with legal documents
- they are correctly and fully recorded in public records
- they are not the object of any litigation or debt enforcement procedure, except where they are subject to novation
- they have a sufficiently active market so they can be easily redeemable in case of insolvency / execution of the guaranteed debtor or represent a potential interest for the bank as an acceptable asset in exchange for the receivable registered against the guaranteed debtor

- to be achievable, that is, be able to be converted into money within a reasonable time frame, without impediments, including moral / image
- to have intrusive value of duration: the guarantee must exist throughout the duration of the contract, can be monitored and evaluated on a regular basis, and in case of impairment, the Bank must take appropriate measures
- to be insurable (except land and other uninsurable goods) and the insurance policy to be assigned to the Bank

The establishment of market values is done either through the valuation of goods or through their revaluation activity.

a. **The valuation activity of the goods proposed as guarantee** is carried out based on the International Valuation Standards, the Regulations of the National Bank of Romania concerning the valuation of bank guarantees and Regulations of the National Association of Valuers in Romania and is aimed at determining the market value, the value of the guarantee and the liquidation value for the movable and immovable property proposed as collateral for loans granted to customers, values determined at the date of their acceptance as a bank guarantee.

b. **The revaluation activity of the goods accepted by the Bank as guarantees** is based on the International Valuation Standards, the Evaluation Guide – GEV520, the continuous monitoring of the guarantee portfolio, as well as the provisions of the internal regulatory framework related to lending where it provides formore frequent assessments to be performed in comparison to the general regulations mentioned above.

MAIN TYPES OF COLLATERAL ACCEPTED BY THE INSTITUTION

The group accepts the following types of collateral:

- **Real estate mortgage** on immovable asstes owned by the client or other guarantors. Mortgage will be of 1st rank and will be proved by land book extract.

Goods that are eligible to be the subject of mortgage:

- land with existing buildings
- buildings, lands and their accessories
- land free of constructions
- construction without the related land

According to their destination, contructions can be residential or non-residential (commercial).

- **Mortgage on movable property:** All movable tangible and intangible assets which have an economic value and which can be tranfered to the bank or to a third party, in care of foreclosure of the mortgage can be object of a mortgage on movable property.

Template 18: EU CR3 – CRM techniques – Overview

| | | RON Thd | | | | |
|----------|------------------------|----------------------------|--------------------------------|--|--|--|
| | | a | b | c | d | e |
| | | Exposures unsecured | Exposures to be secured | Exposures secured by collateral | Exposures secured by financial guarantees | Exposures secured by credit derivatives |
| | | Carrying amount | Carrying amount | | | |
| 1 | Total loans | 35,742,089.76 | 2,389,318.45 | 9,744,136.78 | 388,278.41 | 0.0 |
| 2 | Total debt securities | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 3 | Total exposures | 35,742,089.76 | 2,389,318.45 | 9,744,136.78 | 388,278.41 | 0.00 |
| 4 | Of which defaulted | 1,535,270.37 | 609.80 | 0.00 | 0.00 | 0.00 |

Template 19: EU CR4 – Standardised approach – Credit risk exposure and CRM effects

| | | RON Thd | | | | | |
|----|--|------------------------------|--------------------------|----------------------------|-------------------------|----------------------|-------------|
| | | a | b | c | d | e | f |
| | | Exposures before CCF and CRM | | Exposures post CCF and CRM | | RWAs and RWA density | |
| | Exposure classes | On-balance-sheet amount | Off-balance-sheet amount | On-balance-sheet amount | On-balance-sheet amount | RWA | RWA density |
| 1 | Central governments or central banks | 7,089,112.06 | 0.00 | 7,089,112.06 | 0.00 | 0.00 | 100.00% |
| 2 | Regional government or local authorities | 5,370.06 | 2,639.94 | 5,267.92 | 187.45 | 2,727.69 | 146.83% |
| 3 | Public sector entities | 29,260.44 | 22,128.83 | 27,143.05 | 2,631.95 | 29,775.00 | 172.59% |
| 4 | Multilateral development banks | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| 5 | International organisations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| 6 | Institutions | 3,555,402.98 | 222,824.68 | 3,745,141.09 | 152,290.78 | 974,824.18 | 96.94% |
| 7 | Corporates | 6,950,259.32 | 3,059,960.67 | 6,676,544.35 | 738,027.02 | 7,258,425.02 | 135.01% |
| 8 | Retail | 12,755,204.28 | 4,225,488.61 | 10,688,622.99 | 1,168,928.83 | 7,994,870.07 | 143.21% |
| 9 | Secured by mortgages on immovable property | 9,735,805.50 | 204,439.11 | 9,539,791.45 | 53,038.97 | 3,301,442.69 | 103.62% |
| 10 | Exposures in default | 3,003,204.72 | 308,114.04 | 1,227,156.32 | 188,545.74 | 1,737,277.29 | 233.90% |
| 11 | Higher-risk categories | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| 12 | Covered bonds | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| 13 | Institutions and corporates | 13,129.44 | 5,453.52 | 12,608.01 | 3,243.39 | 3,170.28 | 117.23% |

| | | | | | | | |
|----|-------------------------------------|---------------|--------------|---------------|--------------|---------------|---------|
| | with a short-term credit assessment | | | | | | |
| 14 | Collective investment undertakings | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| 15 | Equity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00% |
| 16 | Other items | 3,067,614.86 | 0.00 | 4,306,283.68 | 150,005.16 | 1,052,234.83 | 68.84% |
| 17 | Total | 46,204,363.67 | 8,051,049.40 | 43,317,670.93 | 2,456,899.29 | 22,354,747.03 | 118.53% |

Template 20: EU CR5 – Standardised approach

| | Exposure classes | Risk weight | | | | | | | | | | | | | | | Total | Of which unrated | | |
|---|--|--------------|----|----|-----|--------------|------|------------|-----|---------------|--------------|------|------|------|-------|--------|-------|------------------|---------------|--|
| | | 0% | 2% | 4% | 10% | 20% | 35% | 50% | 70% | 75% | 100% | 150% | 250% | 370% | 1250% | Others | | | Deducted | |
| 1 | Central governments or central banks | 7,089,112.06 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 7,089,112.06 | |
| 2 | Regional government or local authorities | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 5,455.37 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 5,455.37 | |
| 3 | Public sector entities | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 29,775.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 29,775.00 | |
| 4 | Multilateral development banks | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | |
| 5 | International organisations | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 | |
| 6 | Institutions | 0.00 | 0 | 0 | 0 | 3,269,416.16 | 0.00 | 628,015.70 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 3,897,431.87 | |
| 7 | Corporates | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 7,414,571.37 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 7,414,571.37 | |
| 8 | Retail | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 11,857,551.82 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0 | 11,857,551.82 | |

| | | | | | | | | | | | | | | | | | | |
|----|---|---------------|---|---|---|--------------|--------------|------------|---|---------------|--------------|------------|---|---|---|---|---|---------------|
| 9 | Secured by mortgages on immovable property | 0.00 | 0 | 0 | 0 | 0.00 | 9,592,830.42 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 9,592,830.42 |
| 10 | Exposures in default | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 772,551.62 | 643,150.45 | 0 | 0 | 0 | 0 | 0 | 1,415,702.07 |
| 11 | Higher-risk categories | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 12 | Covered bonds | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 13 | Institutions and corporates with a short-term credit assessment | 0.00 | 0 | 0 | 0 | 15,851.40 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 15,851.40 |
| 14 | Collective investment undertakings | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 15 | Equity | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 16 | Other items | 3,404,054.01 | 0 | 0 | 0 | 0.00 | 0.00 | 0.00 | 0 | 0.00 | 1,052,234.83 | 0.00 | 0 | 0 | 0 | 0 | 0 | 4,456,288.84 |
| 17 | Total | 10,493,166.08 | 0 | 0 | 0 | 3,285,267.56 | 9,592,830.42 | 633,471.08 | 0 | 11,857,551.82 | 9,269,132.81 | 643,150.45 | 0 | 0 | 0 | 0 | 0 | 45,774,570.22 |

Use of the Advanced Measurement Approaches to operational risk

Banca Transilvania Financial Group does not use Advanced Measurement Approaches to assess operational risk.

Use of Internal Market Risk Models

Banca Transilvania Financial Group does not use any Internal Market Risk Models.