

Press release, 14 January 2020

Banca Transilvania, a new acquisition in Moldova

[Banca Transilvania](#) intends to acquire 100% of the share capital of [Microinvest](#), a company specialized on the financing of small businesses, the leader of the non-banking financing market in the Republic of Moldova.

Microinvest has built over time a solid position on the microfinancing market and positioned itself as a strong brand. The non-banking financial institution has more than 25,000 clients, almost 200 employees, 13 branches and granted so far over 30,000 loans. Another strength of Microinvest is its professional management team, with experience and expertise in banking and microfinancing.

“The step we are making through this new acquisition shows BT’s commitment to support as many entrepreneurs as possible by developing the microfinancing activity of the Banca Transilvania Financial Group. This is an opportunity that we want to capitalise on to the benefit of our clients who are in the early stages of their business endeavors. We will do so by combining the business model we employ in Romania through [BT Mic](#) with the one used by Microinvest, as well as through increasing synergies with other companies of Banca Transilvania Financial Group from the Republic of Moldova, namely [BT Leasing](#) and [Victoriabank](#)” – states Ömer Tetik, CEO, Banca Transilvania.

Currently BT is in the process of requesting approvals for the acquisition from the regulatory authorities in Romania as well as other relevant bodies.

In assessing and preparing this transaction, Banca Transilvania worked together with law firms and legal counsels in Romania and the Republic of Moldova, the project team comprising Filip & Company and Vernon | David and associates. Also, KPMG and EY were partners in the project.

A participant to the financial market from the Republic of Moldova since 2008, initially through [BT Leasing Moldova](#) and since 2018 through [Victoriabank](#), Banca Transilvania Financial group supports entrepreneurs and contributes to the consolidation of the economy in the region.

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- **Banca Transilvania** is the largest bank in Romania and South-Eastern Europe, by total assets and is recognized as *The Bank of Entrepreneurs*. The Bank has over 3 million clients, 500 branches and agencies and approximately 10,000 employees. It is the only Romanian brand listed in the Brand Finance 500 ranking, prepared by Brand Finance in 2019 and 2018. The BT story started in Romania, in Cluj-Napoca, almost 26 years ago, with a team of 13 people and one branch.
- **BT Mic** is the microfinancing start-up of the Banca Transilvania Financial Group, which complements the bank's role of supporting entrepreneurs. It is focused on companies with annual turnover of up to 1 million lei, irrespective of the business sector and organisational form. BT Mic now has more than 10,000 clients from industries, companies employing over 20,000 people in 2,000 localities in Romania.
- **BT Leasing Moldova** is the leader of leasing market in the Republic of Moldova, by volume of financed goods. It has more than 3,000 clients, out of whom 60% are companies. SMEs represent 90% of the financed companies. BT Leasing MD offers a wide range of products and services in terms of financial leasing solutions for the acquisition of vehicles, equipment, machinery and real estate assets, both for individuals and companies from the Republic of Moldova.
- **Victoriabank** is the third largest bank in the Republic of Moldova. It has close to 270,000 active clients, including over 10,000 companies, as well as 100 branches and agencies and 1,100 employees. It is the first commercial banking institution set up in Moldova, in 1989. Banca Transilvania is a shareholder of Victoriabank since 2018, and together with the European Bank for Reconstruction and Development has set up a strategic partnership aimed at supporting the economy of the Republic of Moldova.