SWIFT: BTRLRO22 C.U.I. RO 50 22 670 R.B. - P.J.R. 12 - 019 - 18.02.1

R.B. - P.J.R. 12 - 019 - 18.02.1999 Nr. Înreg. Reg. Com.: J12 / 4155 / 1993

## SEPARATE AND CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT SEPT 30, 2016

	Bank			Group			
ASSETS	30-Sept-16 RON thousand	<b>31-Dec-15</b> RON thousand	Δ Sept16 vs, December 15	30-Sept-16 RON thousand		Δ Sept16 vs, December 15	
Cash and cash equivalents at Central Bank	4,486,815	4,997,896	(10.23)%	4,486,860	4,997,930	(10.23)%	
Placements with banks	3,229,215	3,676,772	(12.17)%	3,245,124	3,696,153	(12.20)%	
Loans and receivables - securities	213,028	212,711	0.15%	213,028	212,711	0.15%	
Financial assets at fair value through profit and	-					· ·	
loss	58,476	56,819	2.92%	162,347	161,028	0.82%	
Loans and advances to customers- net*	26,440,298	25,107,527	5.31%	26,474,819	25,225,614	4.95%	
Investment securities, available for sale	12,831,845	12,332,576	4.05%	12,722,950	12,242,959	3.92%	
Investment securities, held-to-maturity	-	700 70.		19,882	12,942	53.62%	
Equity investments	86,671	84,886	2.10%			-	
Property and equipment	358,839	337,076	6.46%	531,661	452,266	17.55%	
Intangible assets	73,124	72,425	0.97%	79,504	74,472	6.76%	
Goodwill	-	-	-	2,774	376	637.77%	
Deferred tax assets	-	111,162	-	-	113,906	-	
Other assets	361,709	352,815	2.52%	382,070	388,735	(1.71)%	
Total assets	48,140,020	47,342,665	1.68%	48,321,019	47,579,092	1.56%	

<sup>\*</sup> at group level, it also includes the impact of the leasing activity



SWIFT: BTRLRO22 C.U.I. RO 50 22 670 R.B. - P.J.R. 12 - 019 - 18.02.1999 Nr. Înreg. Reg. Com.: J12 / 4155 / 1993

	Bank			Group			
	30-Sept-16	31-Dec-15	Δ Sept16 vs, December 15	30-Sept-16	31-Dec-15	Δ Sept16 vs, December 15	
LIABILITIES AND EQUITY	RON thousand	RON thousand		RON thousand R			
Deposits from banks	577,327	388,425	48.63%	577,327	388,425	48.63%	
Deposits from customers	39,368,264	38,395,292	2.53%	39,207,448	38,301,741	2.36%	
Loans from banks and other financial							
institutions	939,340	985,142	(4.65)%	998,414	1,129,702	(11.62)%	
Other subordinated liabilities	408,409	416,352	(1.91)%	408,468	416,424	(1.91)%	
Deferred tax liabilities	13,900	-	-	9,994	-	-	
Provisions for other risks and for loan			(0)0/	Z 2000 CO 00	0	( 0 )0/	
commitments	690,216	705,596	(2.18)%	695,427	708,199	(1.80)%	
Other liabilities (*)	506,934	334,097	51.73%	625,758	393,788	58.91%	
Total liabilities	42,504,390	41,224,904	3.10%	42,522,836	41,338,279	2.87%	
77 10							
Equity	0.500.500	0.110.505	10.000/	0.700.500	0.110 FOF	10.000/	
Share capital	3,732,539	3,112,505	19.92%	3,732,539	3,112,505	19.92%	
Treasury shares Share premiums	28,360	28,316	0.16%	(13,447) 28,360	(11,806) 28,316	13.90% 0.16%	
Retained earnings	1,250,013	2,389,102	(47.68)%	1,420,653		(43.69)%	
Revaluation reserves	26,057		(4.82)%	25,110	2,523,109 26,470	(5.14)%	
Reserves from available-for-sale assets	226,128	27,377 187,928	20.33%	207,855	175,511	18.43%	
Other reserves	372,533	372,533	20.5570	381,320	380,588		
Total equity	5,635,630	6,117,761	(7.88)%	5,782,390	6,234,693		
Non-controlling interest			(7.00)/0	15,794	6,120		
Total liabilities and equity	48,140,020	47,342,665	1.68%	48,321,020	47,579,092		

Note: The financial information as at 30.09.2016 are not audited but they are revised and 31.12.2015 are revised.

(\*) at consolidated level, it also comprises the financial debt towards fund unit holders.

DEPUTY GENERAL DIRECTOR

GEORGE CĂLINESCU

FINANCIAL REPORTING MANAGER MIRCEA STEFĂNESCU



SWIFT: BTRLRO22 C.U.I. RO 50 22 670 R.B. - P.J.R. 12 - 019 - 18.02.1999 Nr. Înreg. Reg. Com.: J12 / 4155 / 1993

## SEPARATE AND CONSOLIDATED PROFIT AND LOSS ACCOUNT AS AT SEPTEMBER 30, 2016

	Bank			Group			
	30- Sept-16	30-Sept-15	Δ Sept16	30- Sept-16	30-Sept-15	Δ Sept 16	
	RON thousand	RON thousand	vs, Sept15	RON thousand	RON thousand	vs, Sept15	
Interest income	1,472,879	1,170,155	25.87%	1,514,223	1,810,244	(16.35)%	
Interest expense	(204,185)	(343,325)	(40.53)%	(206,956)	(370,929)	(44.21)%	
Net interest income	1,268,694	826,830	53.44	1,307,267	1,439,315	(9.17)%	
Fee and commission income	455,957	404,138	12.82%	477,077	436,385	9.32%	
Fee and commission expense	(81,870)	(79,716)	2.70%	(77,510)	(81,336)	(4.70)%	
Net fee and commission income	374,087	324,422	15.31%	399,567	355,049	12.54%	
Net trading income Net gain from sale of available for sale financial	133,160	114,276	16.52%	142,459	103,526	37.61%	
instruments	365,898	199,760	83.17%	365,499	189,846	92.52%	
Contribution to the Banking Deposits Guarantee Fund	(	(0)	()0/	()	( )	(	
and Resolution Fund	(72,792)	(80,944)	(10.07)%	(72,792)		(23.55)%	
Other operating income	56,368	37,176	51.62%	98,396		20.31%	
Operating income	2,125,415	1,421,520	49.52%	2,240,396	2,074,302	8.01%	
Personnel expenses	(463,252)	(371,871)	24.57%	(485,504)	(450,630)	7.74%	
Depreciation and amortization	(53,531)	(40,584)	31.90%	(69,181)	(66,019)	4.79%	
Other operating expenses	(323,763)	(304,176)	6.44%	(356,682)	(402,843)	(11.46)%	
Operating expenses	(840,546)	(716,631)	17.29%	(911,367)	(919,492)	(0.88)%	
Net impairment allowance on assets, provisions for other risks and loan commitments				\$400 Marriery 400 00			
	(510,140)	(331,386)	53.94%	(507,100)	(461,108)	9.97%	
Gain from aquisition	_	-	_	_	1,650,600	_	
Profit before income tax	774,729	373,503	107.42%	821,929	2,344,302	(64.94)%	
Income tax expense	(117,762)	(60,496)	94.66%	(124,028)	(63,652)	94.85%	
Profit net	656,967	313,007	109.89%	697,901	2,280,650	(69.40)%	

**Note:** The financial information as at 30,09,2016 and as at 30,09,2015 are not audited or revised.

DEPUTY GENERAL DIRECTOR

GEORGE CĂLINESCU

MIRCEA ŞTEFĂNESCU

FINANCIAL REPORTING MANAGER

Banca Oamenilor Întreprinzători

Sediul Central: str. George Barițiu, nr. 8, 400027, Cluj-Napoca Tel: + 40 264 407 150; Fax: + 40 264 301 128; www.bancatransilvania.ro