



Banca Transilvania **FY 2024 Financial Results**

The 4th of March 2025

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2024 BT OVERVIEW



BT STANDALONE	2020	2021	2022	2023	2024
TOTAL ASSETS	+18.2%	+21.0%	+7.1%	+20.8%	+13.9%
NET LOANS	+4.6%	+29.4%	+21.5%	+12.8%	+13.8%
TOTAL DEPOSITS	+18.8%	+16.3%	+13.4%	+15.4%	+12.2%
L/D (gross)	49.3%	54.4%	57.9%	56.5%	57.2%
NII	-3.9%	+6.2%	+33.5%	+18.1%	+28.1%
NFCI	-8.2%	+22.8%	+23.8%	+10.8%	+14.7%
CoR	184 bps	65 bps	47 bps	35 bps	49 bps
NET PROFIT	-26%	+49%	+22%	+14%	+42%
ROE	13.67%	18.04%	25.25%	24.41%	27.02%
CAR	22.24%	24.48%	21.61%	21.97%	23.54%

AGENDA



**Macroeconomic
Landscape**

1

**Business
Performance**

2

Risk

3

Sustainability

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Digital

5

**BT Financial
Group**

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Appendix

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ROMANIAN ECONOMY

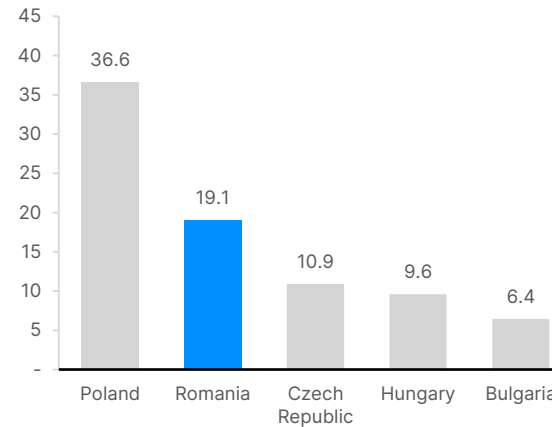
ENDOGEN & EXOGEN FACTORS TO SUSTAIN OUTPERFORMANCE

- Romania is the **2nd largest economy in CEE** with a population of over 19 millions as of 2024
- One of the **fastest growing EU countries** historically with strong real GDP growth of 3.6% per year (2015–2023 CAGR)
- Relatively **low public debt/GDP level** vs. other countries in CEE and the EU
- Inflation (HICP) remains sticky** at 5.5% in Dec'24.

Sources: EIU data, S&P Global Market Intelligence, European Commission

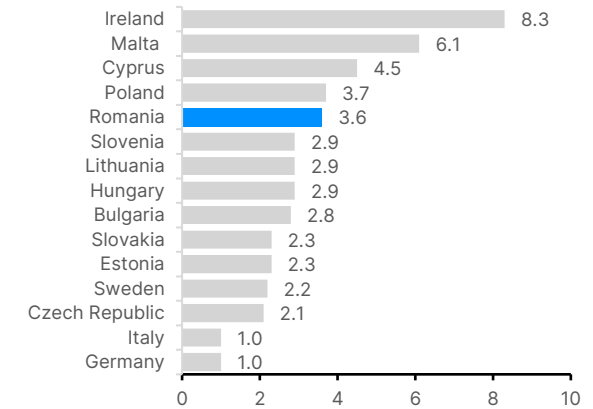
ROMANIA, A KEY ECONOMY IN THE CEE

Population, 2023, MM



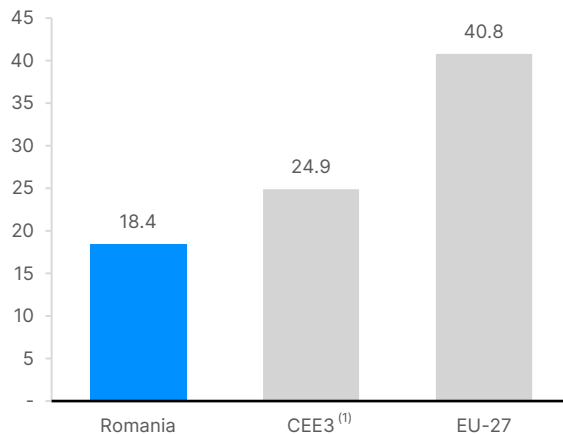
STRONG GROWTH DYNAMICS

% Real GDP Growth, Average 2015–2023



SIGNIFICANT OPPORTUNITY FOR EXPANSION

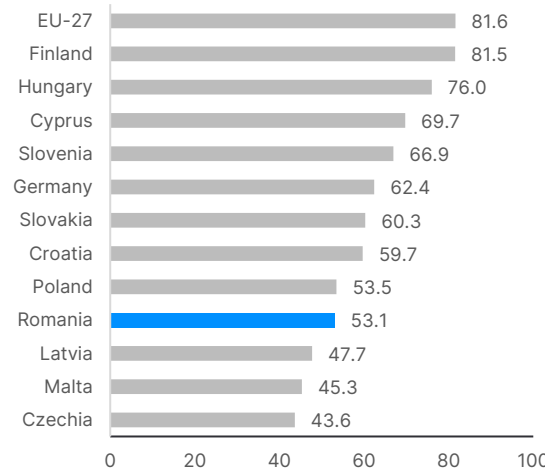
Real GDP per capita, 2023, \$k



Notes: CEE3 includes Poland, Czech Republic and Hungary.

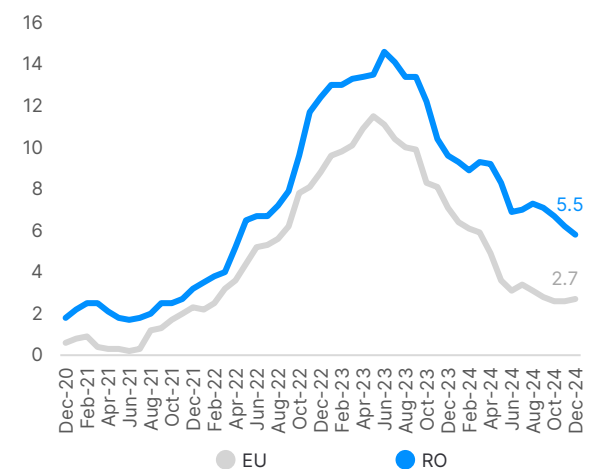
RELATIVELY LOWER DEBT TO GDP RATIOS

General Government Debt Q3 2024, % GDP



INFLATION

Consumer prices (HICP) (% YOY)



BANKING SECTOR INDICATORS

ROMANIAN BANKING SECTOR MARKET SHARES BY TOTAL ASSETS*



● **20%**

BT Market Share

● **10%**

Peer 3

● **13%**

Peer 1

● **9%**

Peer 4

● **11%**

Peer 2

● **36%**

Others

KEY HIGHLIGHTS OF THE BANKING SECTOR



INCREASED
RESILIENCE

248.8%

Liquidity coverage
ratio, Sep'24



EVOLUTION OF
ASSET QUALITY

2.46%

Non-performing
loan ratio, Dec'24



UPPER OPERATIONAL
EFFICIENCY

49.9%

Cost-to-income ratio,
Sep'24



SOLID SECTOR
PROFITABILITY

18.38%

Sector average ROE,
Dec'24



SAGE PROVISIONING
LEVELS

23.66%

Capital adequacy
ratio, Dec'24



COMFORTABLE
BUFFER

66.8%

NPL coverage ratio,
Sept'24

*Note: As per latest available data, Jun'24

Sources: : NBR, BMI, Fitch, NBR Financial Stability Report

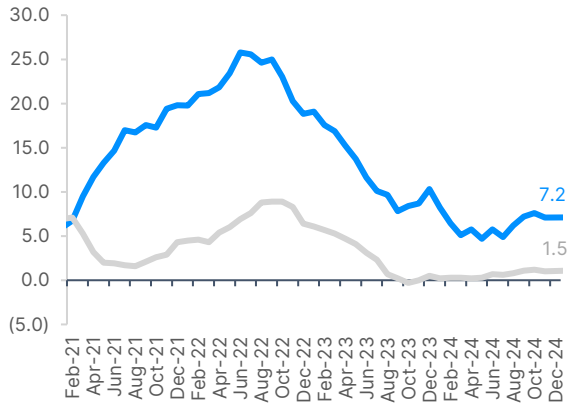


BANKING SECTOR EVOLUTION

LENDING GROWTH HIGHER THAN THE EU AVG.

Corporate loans (% YoY)

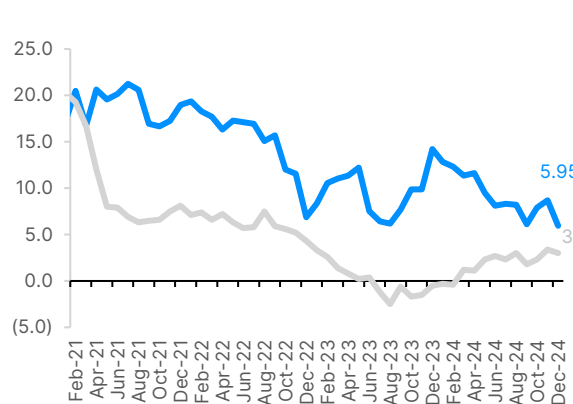
Corporate lending growth significantly higher in Romania as compared to the EU which is at 1.5 % YoY



DEPOSITS WELL ABOVE THE EU AVG.

Corporate deposits (% YoY)

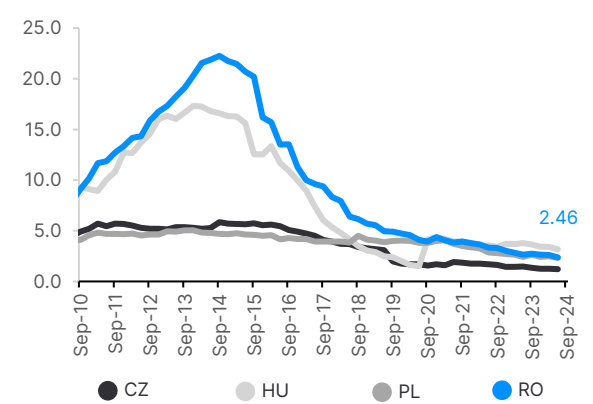
Corporate deposits growth rate slowed its pace to 5.95% YoY



ASSET QUALITY REMAINS STRONG

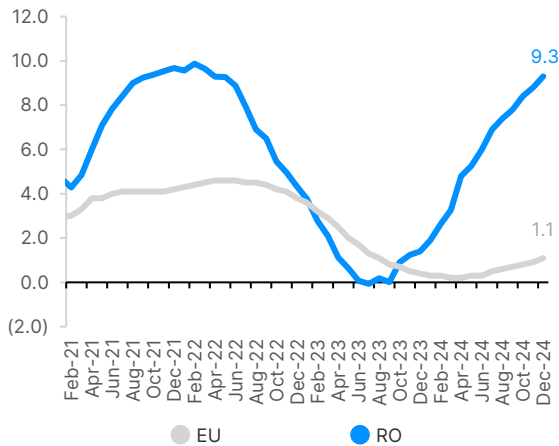
NPL ratio (%)

The non-performing loan (NPL) ratio remains low in Romania at 2.46% as of December 2024



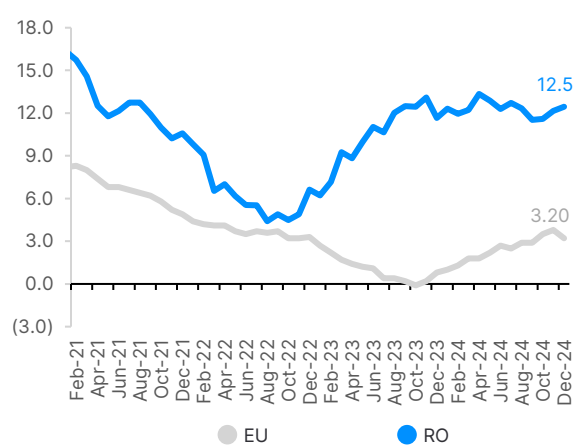
Household loans (% YoY)

Householding lending is expanding at a faster pace in Romania as compared to the EU average (1.1% YoY)



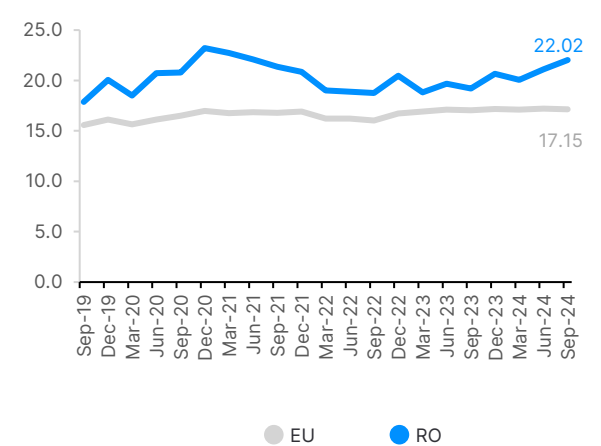
Household deposits (% YoY)

Household deposits recorded a growth rate of 12.45 % YoY in December 2024



TIER 1 (%)

Capital adequacy ratio (Tier 1) remains higher (22.02%) than the EU average (17.15%)



Sources: : NBR, ECB, Bloomberg

AGENDA



**Macroeconomic
Landscape**

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**Business
Performance**

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**BT Financial
Group**

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Appendix

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BT PERFORMANCE

	INDIVIDUAL			CONSOLIDATED		
	2024	2023	Δ	2024	2023	Δ
PROFITABILITY						
Net interest income RON MN	5,532.2	4,319.2	28.1%	6,907.8	5,256.7	31.4%
Net fee and commission income RON MN	1,268.3	1,106.0	14.7%	1,487.8	1,267.6	17.4%
Operating expenses RON MN	(3,731.7)	(2,935.5)	27.1%	(4,863.3)	(3,505.9)	38.7%
Pre-provision operating profit RON MN	4,492.2	3,501.7	28.3%	5,204.5	4,219.1	23.4%
Net profit RON MN	3,531.7	2,490.6	41.8%	4,732.0	2,984.2	58.6%
EPS RON				4.9741	3.1561	57.6%
Cost of risk, net (%)	0.49%	0.35%	0.14 pp	0.65%	0.51%	0.14 pp
NIM (%)	3.43%	3.17%	0.26 pp	3.91%	4.73%	-0.82 pp
ROE (%)	27.02%	24.41%	2.60 pp	30.19%	25.54%	4.65 pp
Cost-to-income ratio (%)	45.38%	45.60%	-0.23 pp	48.31%	45.38%	2.92 pp
BS HIGHLIGHTS	DEC'24	DEC'23	Δ	DEC'24	DEC'23	Δ
Total assets RON MN	184,264	161,785	13.9%	207,031	169,169	22.4%
Gross loans RON MN	86,182	75,921	13.5%	101,972	80,421	26.8%
Deposits from customers RON MN	150,785	134,443	12.2%	167,828	138,053	21.6%
Gross loans-to-deposits ratio	57.16%	56.47%	0.68 pp	60.76%	58.25%	2.51 pp
NPL ratio (EBA)	2.07%	1.98%	0.09 pp			
CAPITAL	DEC'24	DEC'23		DEC'24	DEC'23	
Tier 1 capital ratio	20.68%	18.32%		17.69%	18.29%	
Total capital ratio	23.54%	21.97%		20.08%	21.55%	

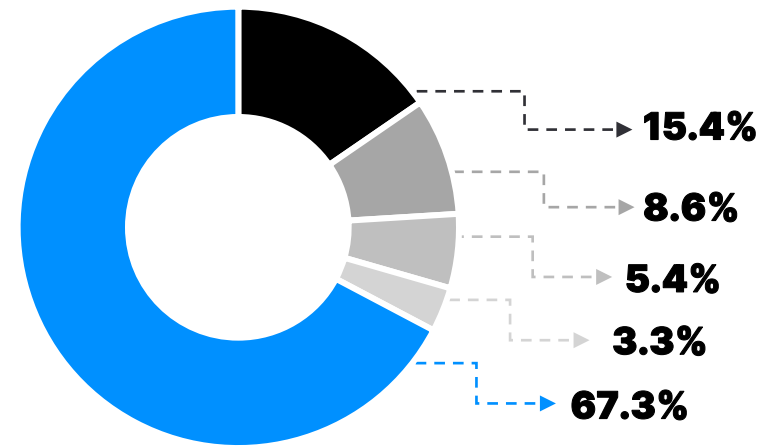
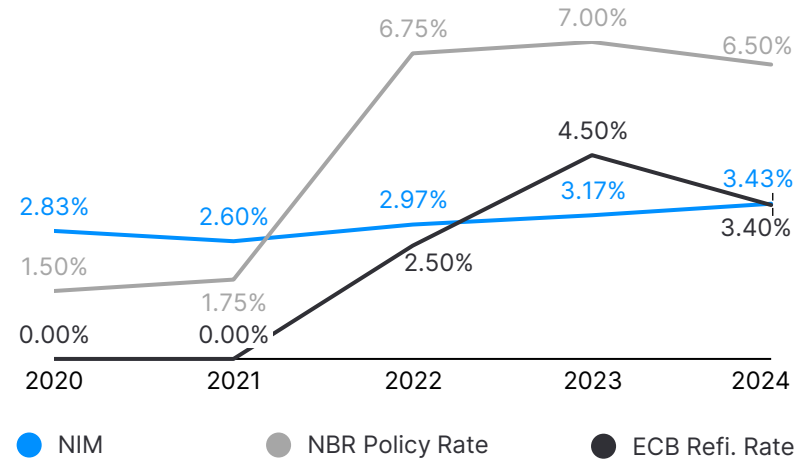
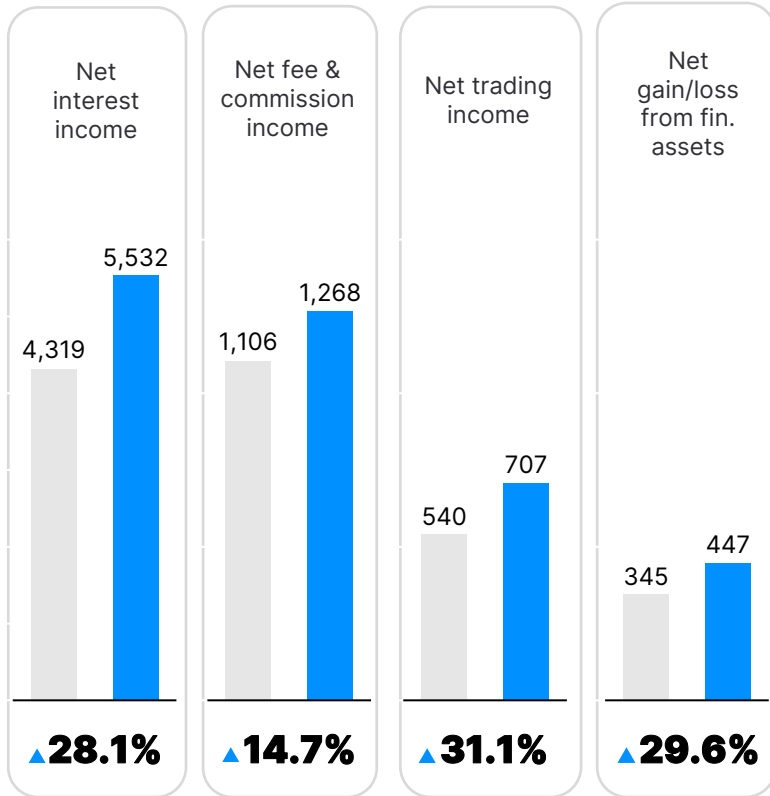


TRENDS IN INCOME

BT INDIVIDUAL

RON | MN

NIM



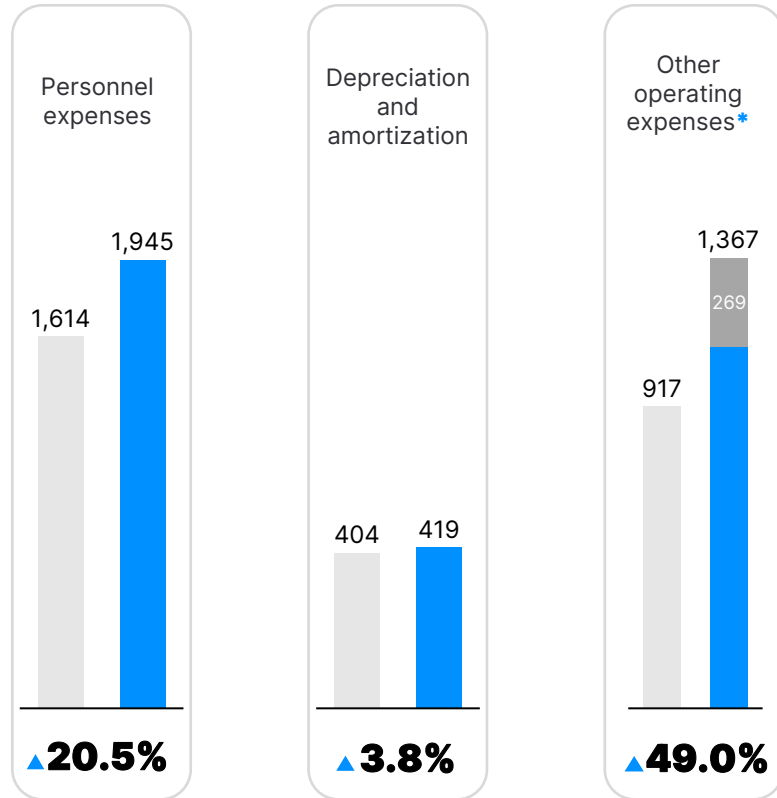
● FY 2024
● FY 2023

● Net interest income
● Net fee & commission income
● Net trading income
● Other income
● Net gain/loss from financial assets measured at FVOCI and P&L



TRENDS IN OPEX

BT INDIVIDUAL



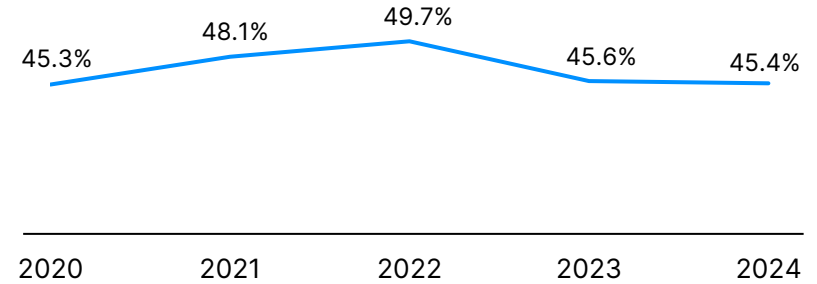
- FY 2024
- FY 2023
- Turnover tax

*Without turnover tax (RON 269 million) Other operating expenses would have increased by 19.6%.

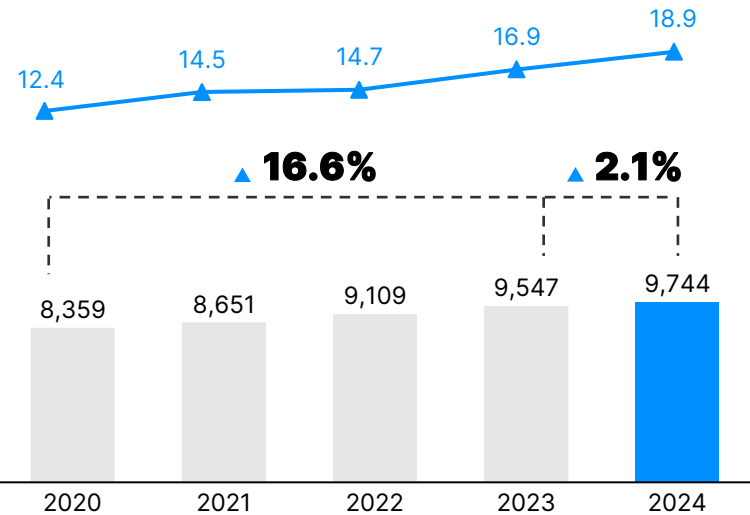
RON | MN

C/I RATIO

42.1% **



**FY '24 C/I without turnover tax



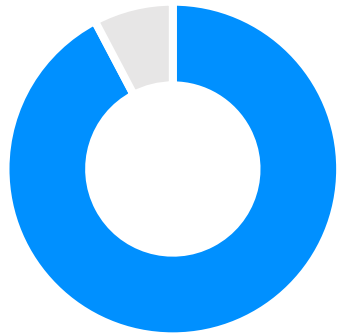
- ▲ Total Assets/ No. of active employees | RON MN
- No. active employees



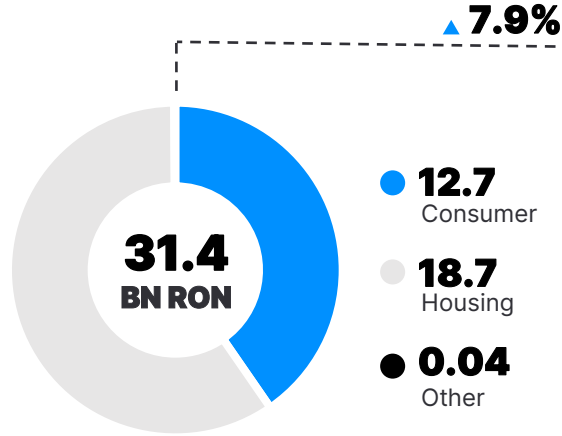
SUSTAINED PORTFOLIO GROWTH

BT INDIVIDUAL

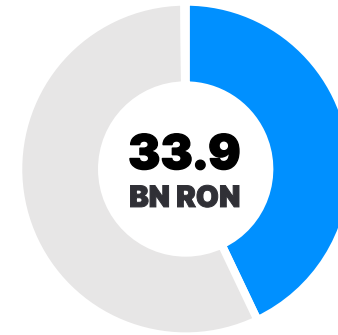
LOANS TO HOUSEHOLD



Dec'24



Dec'23

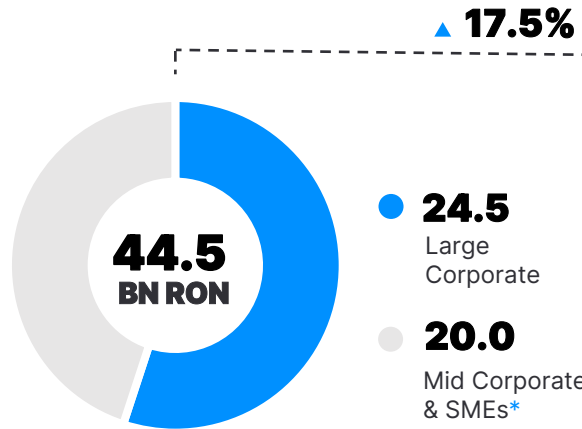


Dec'24

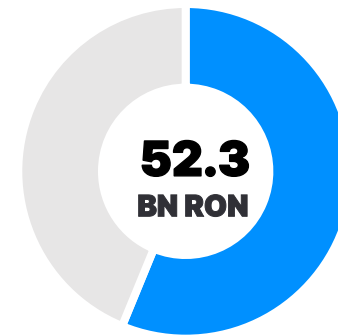
LOANS TO COMPANIES



Dec'24



Dec'23



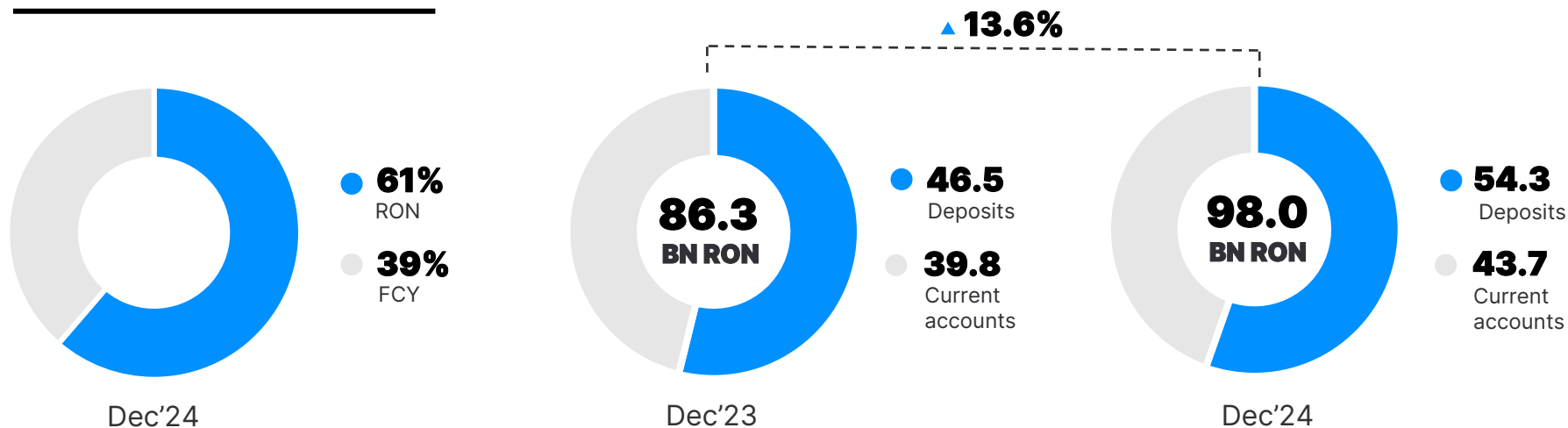
Dec'24

*SMEs identified according to internal classification rules updated in 2024

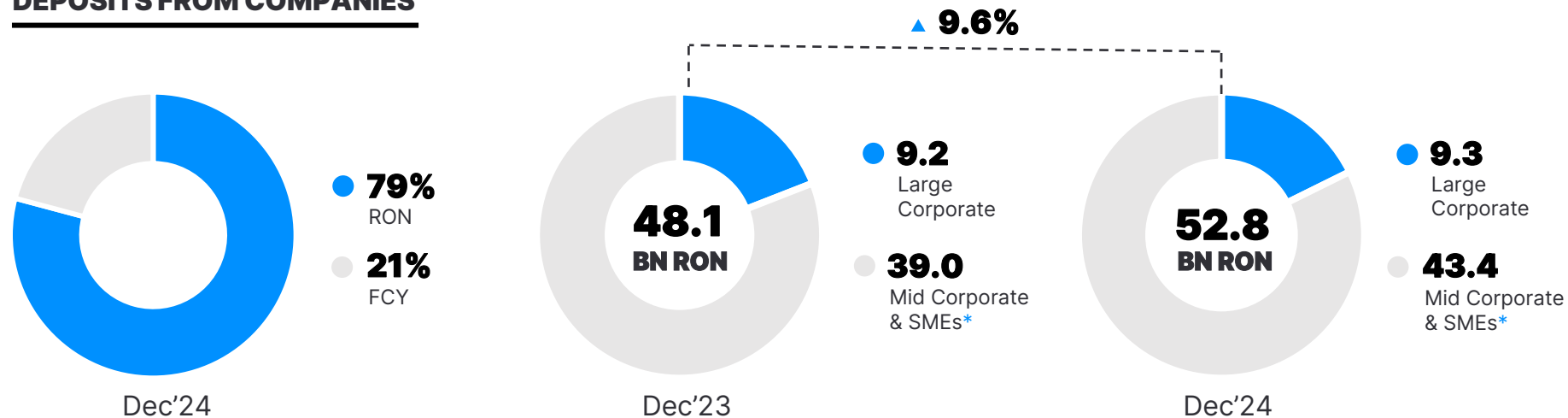


GROWING DEPOSITOR'S BASE

DEPOSITS FROM HOUSEHOLD



DEPOSITS FROM COMPANIES

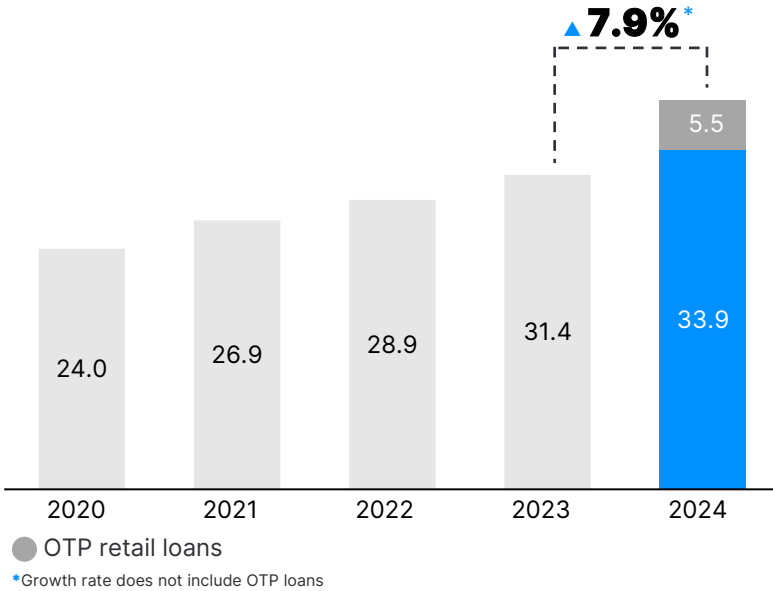


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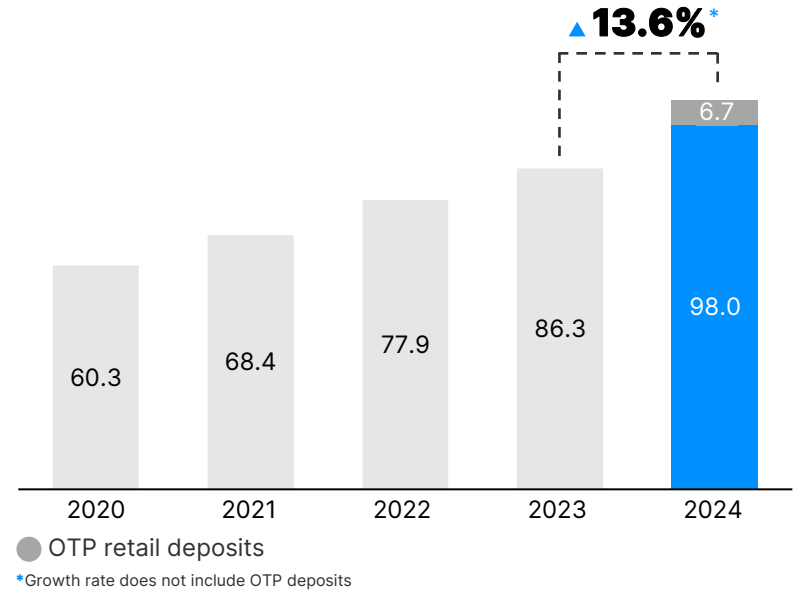


RETAIL BANKING: ~RON 8.8BN IN NEW PRODUCTION

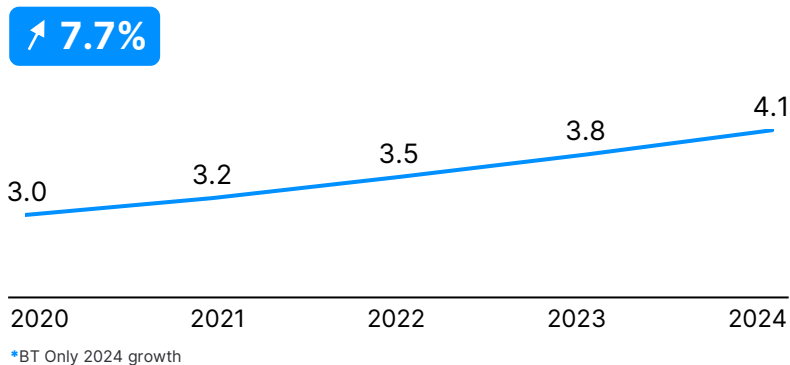
RETAIL LOANS, RON BN



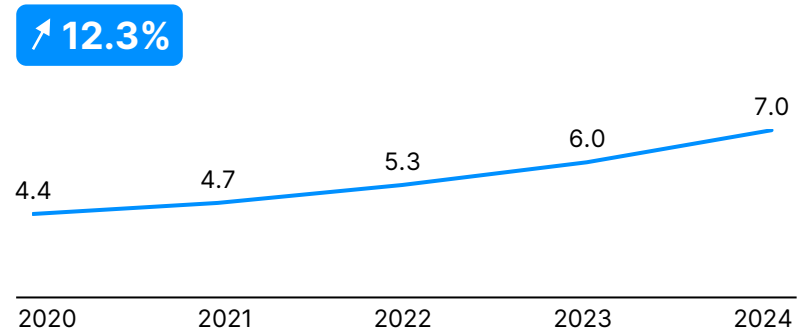
RETAIL DEPOSITS, RON BN



ACTIVE CLIENTS, MN



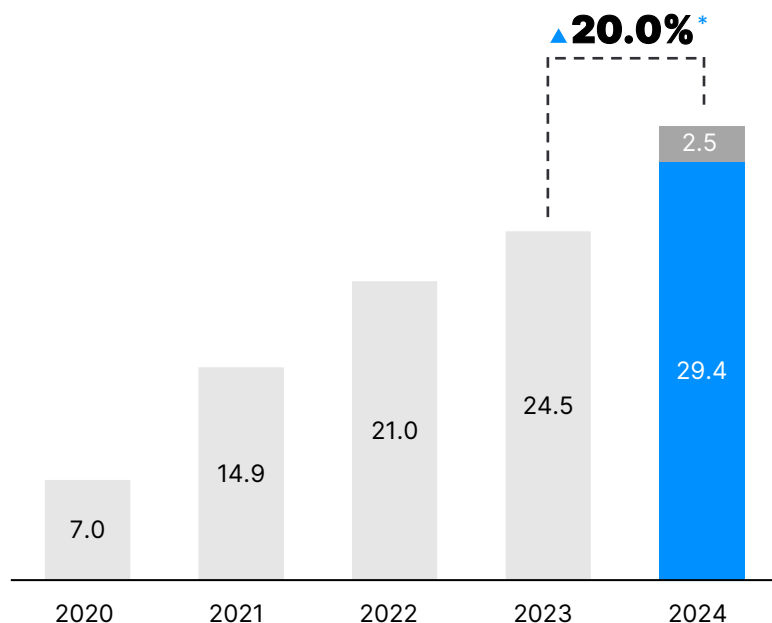
NO. OF CARDS, MN





CORPORATE BANKING: ~RON 26.6BN IN NEW PRODUCTION

LARGE CORPORATE LOANS, RON BN

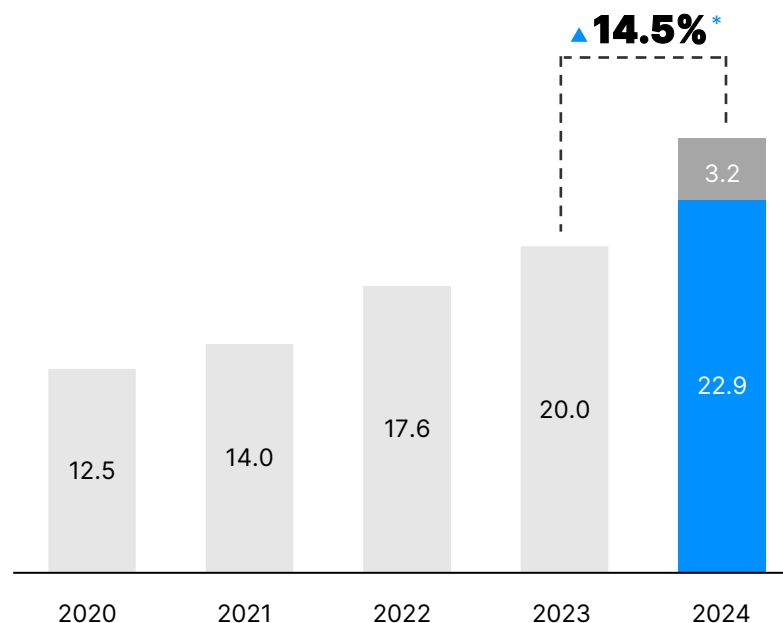


● OTP Large Corporate loans

*Growth rate does not include OTP loans

- Focus on capitalizing on cross-sell with main lending relationships, while managing a loan portfolio almost double than 3 years ago
- Maximizing return on allocated capital through capital optimization instruments

MID CORPORATE & SME LOANS, RON BN



● OTP Mid Corporate & SME loans

*Growth rate does not include OTP loans

- RON 3.5 BN total amount financed through governmental programs in 2024 (+5.7% vs 2023)
- Focus on programs such as IMM Invest and “The Farmer” programs; also, BT participated in MEDAT* grants program totaling RON 336 MN. BT covered 59%.

*MEDAT - Ministry of Economy, Digitalization, Entrepreneurship and Tourism

AGENDA



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Landscape**

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**BT Financial
Group**

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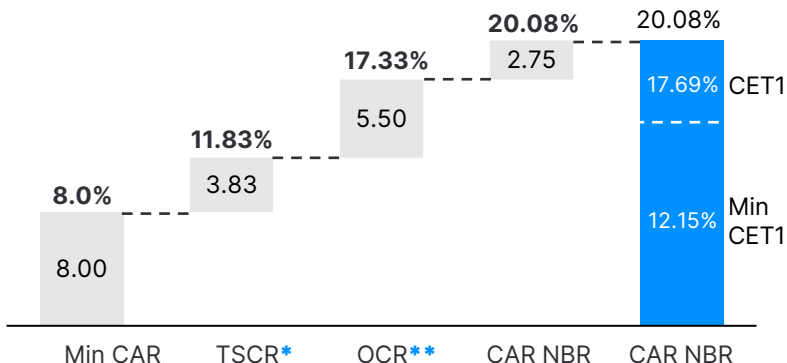
Appendix

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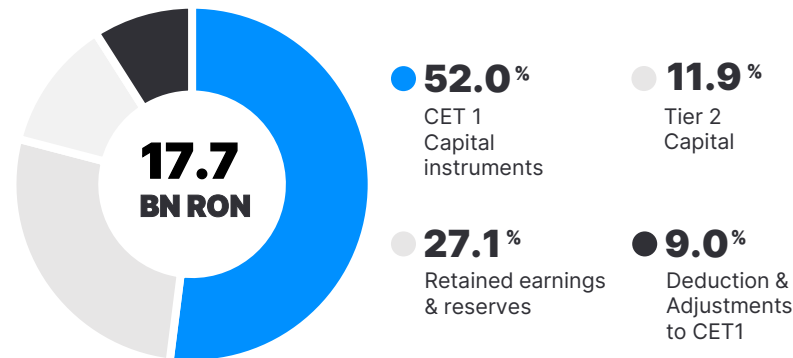
CONFIDENT GROUP CAPITAL RATIOS EVOLUTION

CAPITAL RATIOS (INCLUDING INTERIM PROFIT FOR H1 2024), %



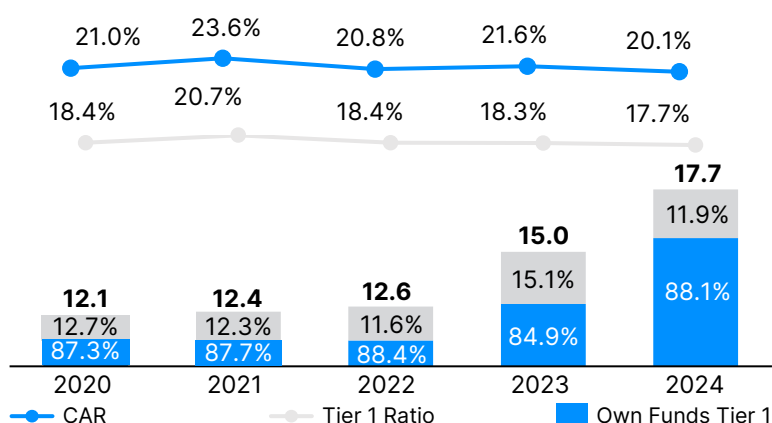
*TCSR includes Min CAR and additional requirements as regulated by NBR
 **OCR includes TCSR and capital buffers

OWN FUNDS' STRUCTURE AS OF DECEMBER 2024, %



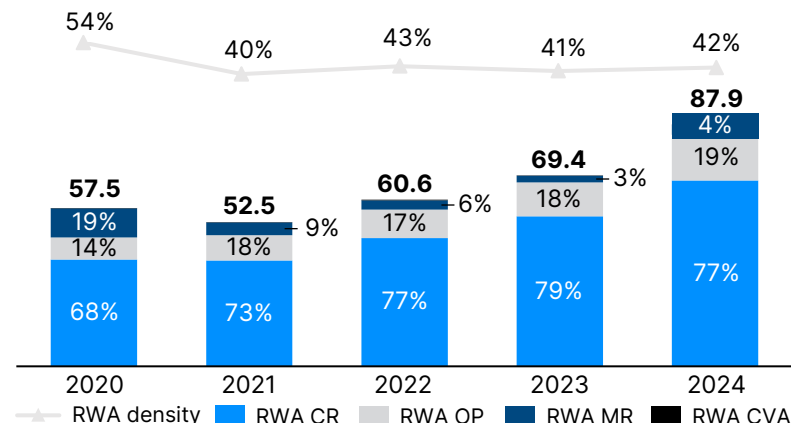
Banca Transilvania has **strong capital positions**, well above those imposed by capital requirements and regulatory guidance.

GROUP TIER1 RATIO & CAR ***



***BT's Capital Adequacy Ratio, incorporating in the own funds the interim net profit for H1'24

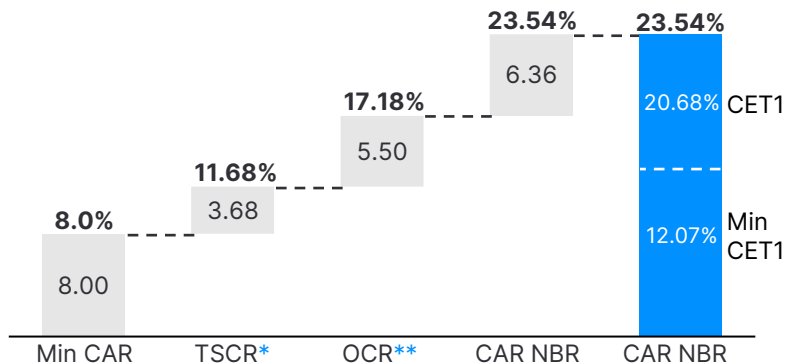
GROUP RWA & RWA DENSITY





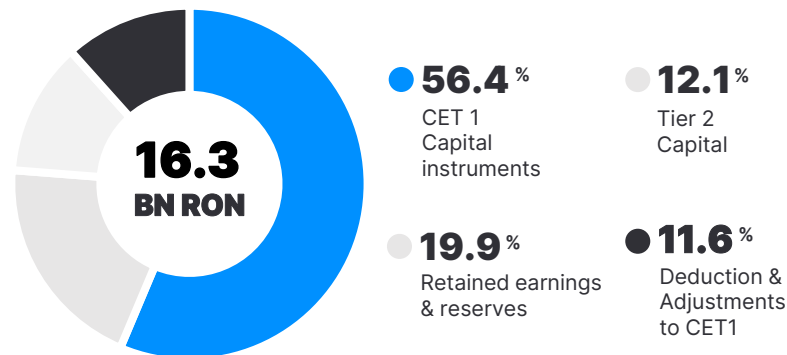
INCREASED CAPITAL ADEQUACY AND CONSTANT RISK DENSITY

CAPITAL RATIOS (INCLUDING INTERIM PROFIT FOR H1 2024), %



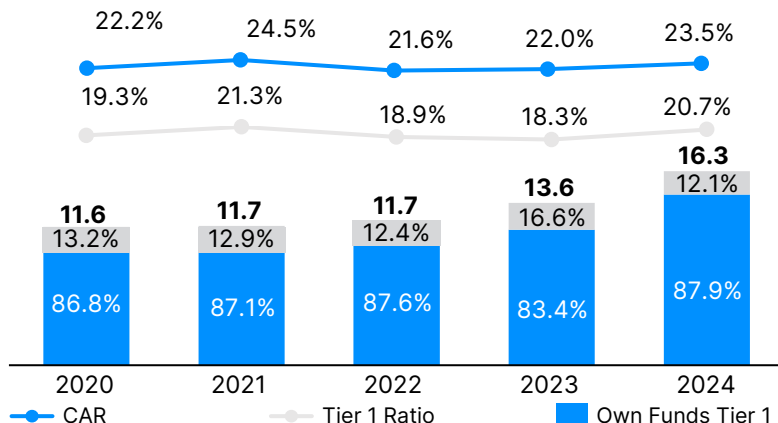
*TSCR includes Min CAR and additional requirements as regulated by NBR
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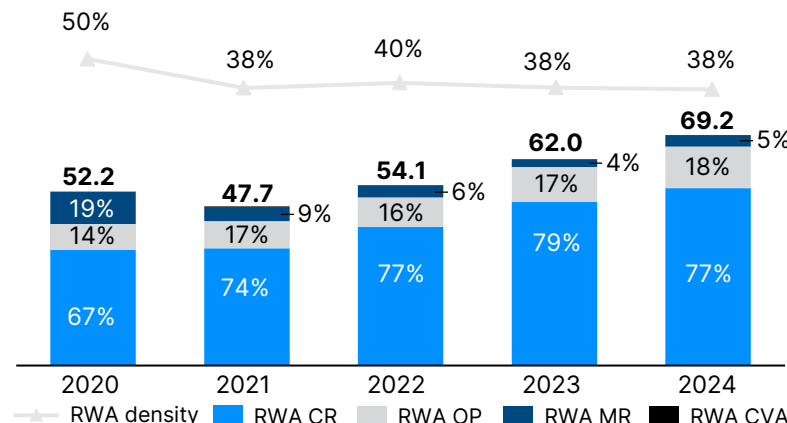
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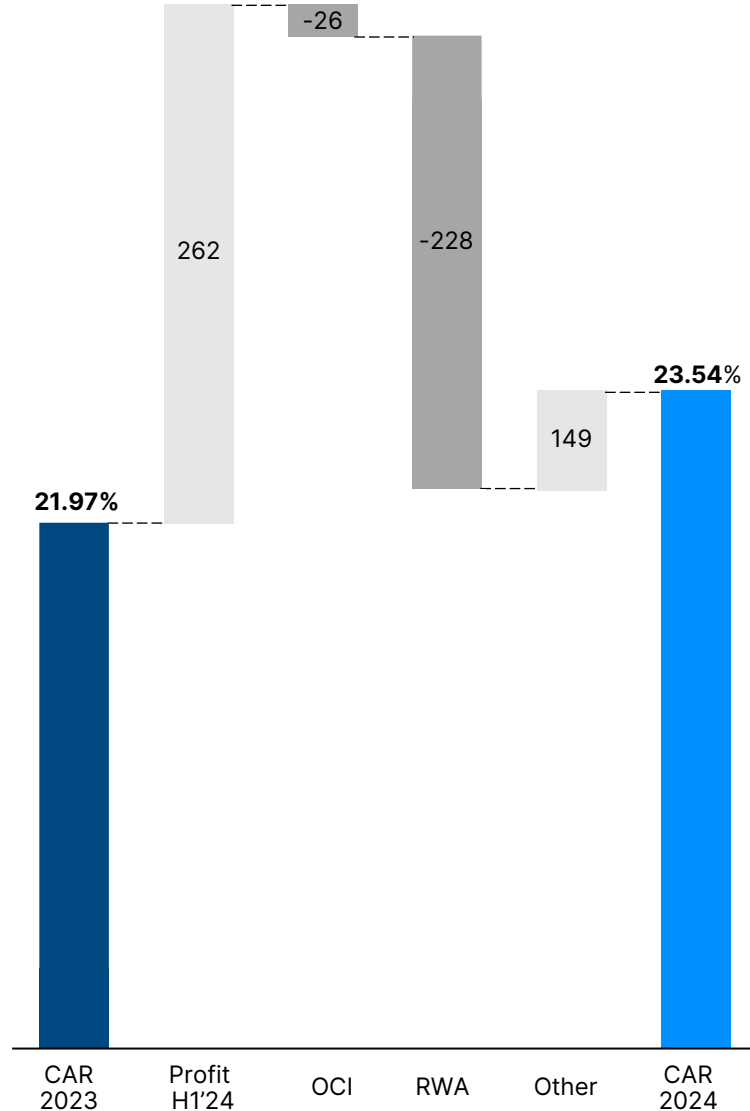
GROUP RWA & RWA DENSITY





STRONG INTERNAL CAPACITY TO GENERATE CAPITAL

BT INDIVIDUAL



FACTORS CONTRIBUTING TO EVOLUTION OF CAPITAL ADEQUACY RATIO, BPS

The ability to generate capital remains a key pillar of financial resilience, ensuring the bank's capacity to navigate market uncertainties while seizing new growth opportunities.

INCORPORATION OF H1 INTERIM PROFITS

- **RON 1.8 billion**, reinforcing the capital base and supporting business expansion.

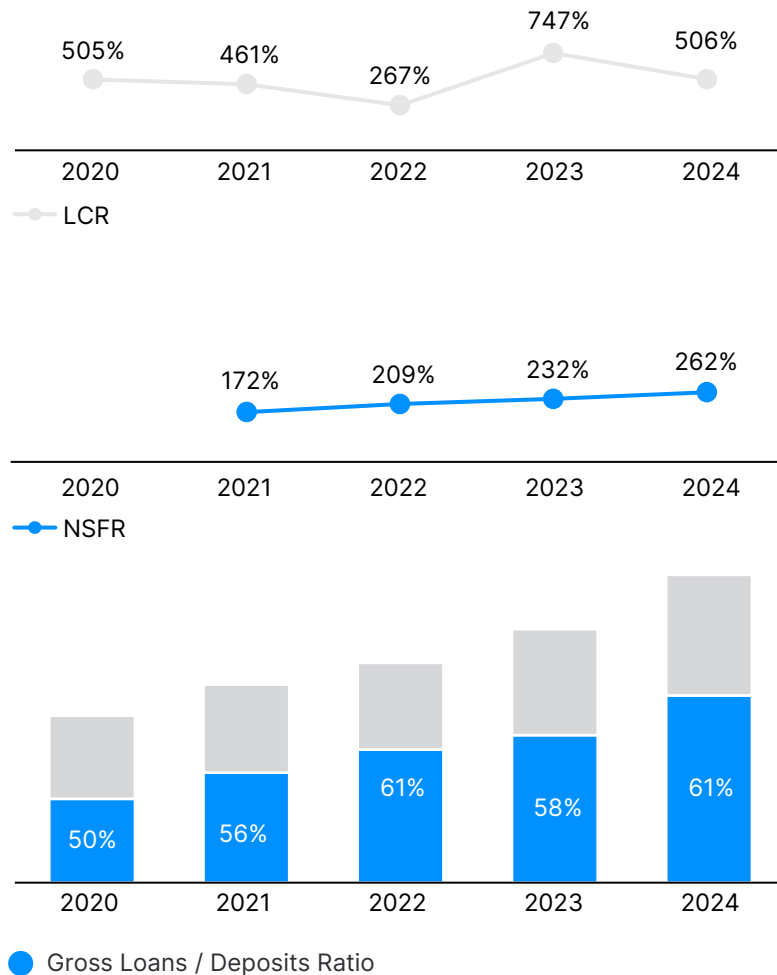
INCREASE IN TOTAL RISK EXPOSURE

- **Growth in Risk-Weighted Assets (RWA):** Primarily driven by organic lending expansion, reflecting the bank's strategic commitment to supporting clients and economic development.
- **Capital Optimization Measures:** Includes capital relief effects such as SRT and risk-sharing mechanisms, enhancing capital efficiency while maintaining prudent risk management.

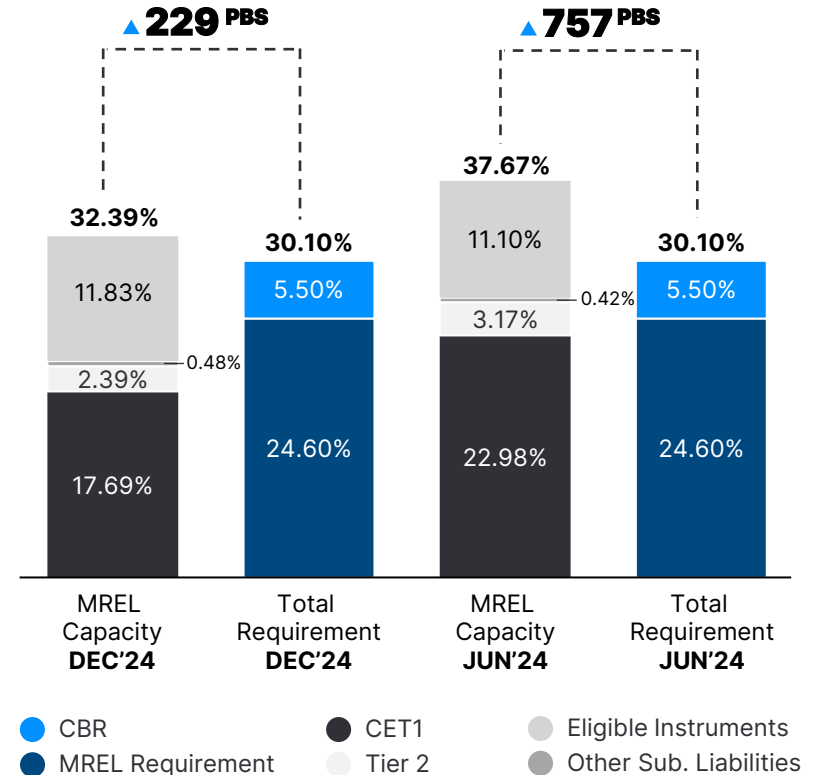


HIGH LIQUIDITY LEVELS MAINTAINED

GROUP LIQUIDITY RATIOS EVOLUTION



MREL STRATEGY - UPDATES



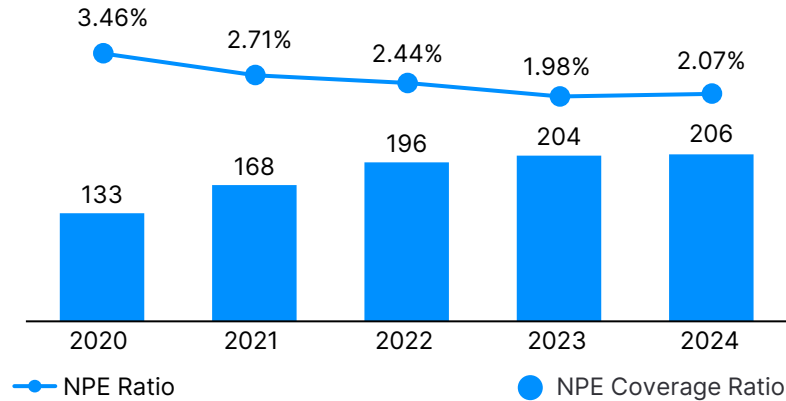
CONSOLIDATED BASIS: FINAL MREL TARGETS

- Subordinated requirement: 21.1% (net of CBR)
- Total requirement: 24.6% (net of CBR)

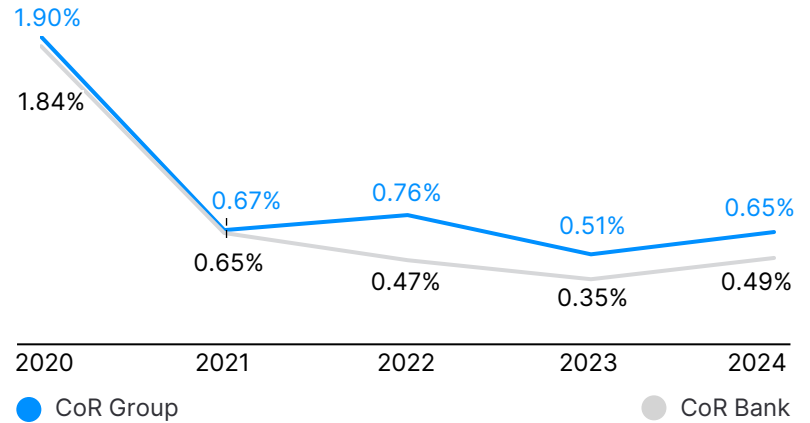


PRUDENT UNDERWRITING LEADING TO STRONG ASSET QUALITY

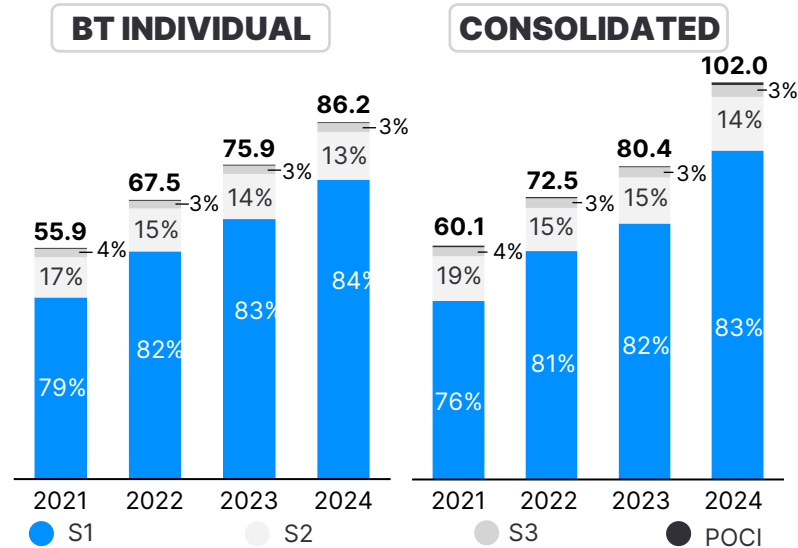
NPE EBA & NPE COVERAGE RATIO, %



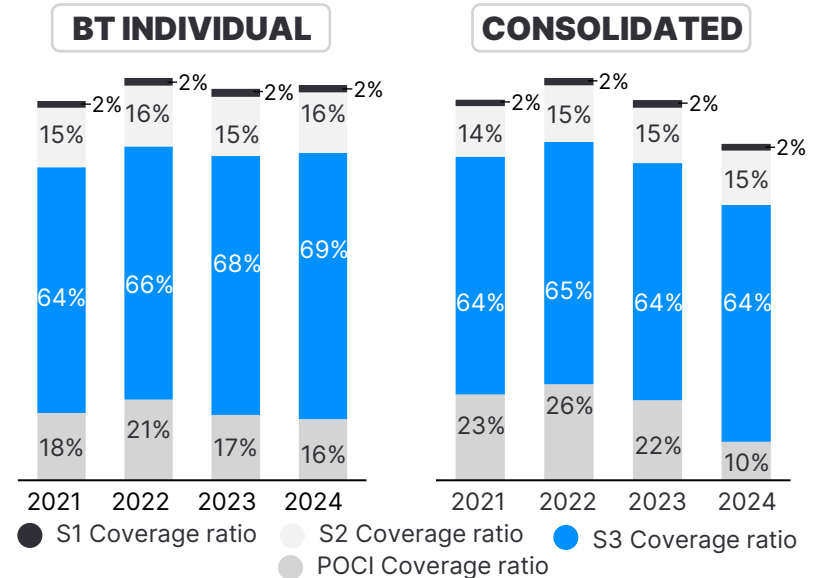
COST OF RISK, %



LOANS PER STAGES, BN RON



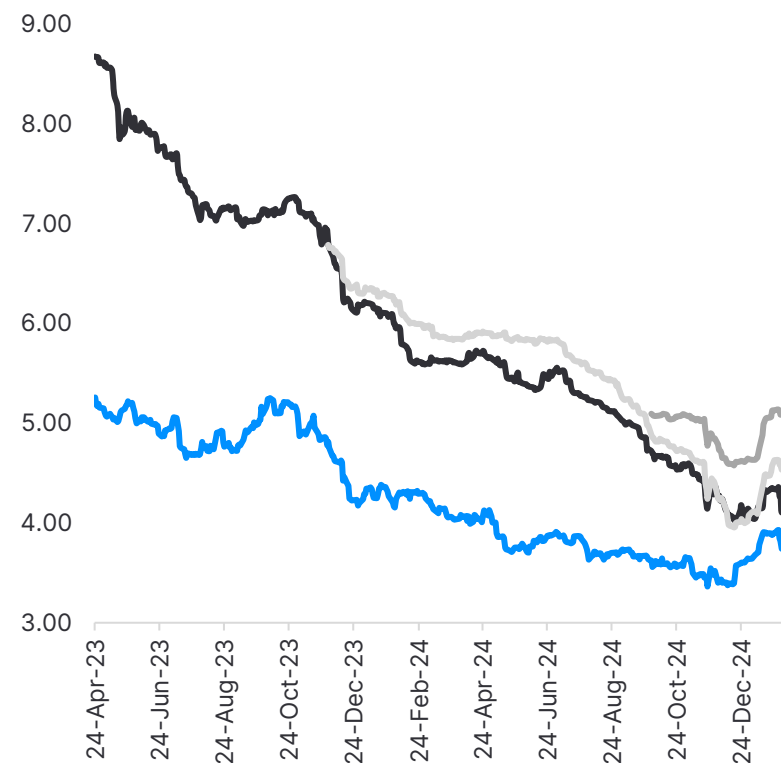
ECL COVERAGE PER STAGE, %





BT IN INTERNATIONAL MARKETS: EMTN STATUS

TLV BONDS PERFORMANCE



- XS2616733981, TLVRO27, MID YTC
- XS2724401588, TLVRO28, MID YTC
- XS2908597433, TLVRO30, MID YTC
- ROMANI 23/8 19-APR-2027 MID YLD

BT, REGULAR BOND ISSUER

Banca Transilvania becomes a regular issuance in international markets, with robust traded volumes and dispersed investors' base

2023 EMTN – SECOND ISSUANCE UNDER SFF, 3RD BOND

- EUR 700 MN, 6NC5, SNP, coupon of 5.125%, 64% of the issuance was subscribed by investors with an ESG mandate

2023 EMTN – FIRST ISSUANCE UNDER SFF, 2ND BOND

- EUR 500 MN of SNP notes in Dec'23, 5NC4, coupon of 7.250%, under the Sustainable Finance Framework

2022 EMTN – DEBUT BOND ISSUANCE

- BT's debut bond issuance in international financial markets of EUR 790 MN in Apr'23, 4NC3, coupon of 8.875%, SNP

UPDATES ON THE CREDIT RATINGS

MOODY'S

Long- and Short-Term Counterparty Risk Ratings (CRRs)	Baa1/P-2
Long- and Short-Term Deposit Ratings	Baa2/P-2
Baseline Credit Assessment	ba1
Adjusted Baseline Credit Assessment	ba1
Counterparty Risk (CR) Assessments	Baa2(cr)/P-2(cr)
Long- and Short-Term Issuer Ratings	Baa3/P-3
ESG Credit Impact Score	CIS-2
ESG Issuer Profiles Scores	E-3/S-3/G-2
Outlook on the Bank's Long-Term Ratings	Positive

- [Moody's Ratings](#) confirms Banca Transilvania rating (assigned for the very first time in 2023) and upgrades the outlook from stable to positive for its long-term deposit rating (Baa2) and issuer rating (Baa3).
- Banca Transilvania "ba1" standalone Baseline Credit Assessment captures the bank's robust capital, strong and sustainable profitability, granular deposit-based funding and ample liquidity.
- The positive outlook on the bank's long-term deposit and issuer ratings shows the strengthening of depositors' protection backed by the significant volumes of the recently issued bonds.

FITCH RATINGS

Foreign Currency	
Long-Term IDR	BBB-
Short-Term IDR	F3
Viability Rating	bbb-
Outlook on the Bank's Long-Term Rating	Negative
Sovereign Risk	
Long-Term Foreign-Currency IDR	BBB-
Long-Term Local-Currency IDR	BBB-
Country Ceiling	BBB+

- [Fitch Ratings](#) upgrades its long-term rating on BT at 'BBB-' (Investment Grade) starting Dec-24 with a stable outlook. The outlook was revised to negative in line with sovereign update.
- BT's ratings reflect its strong and well-established domestic franchise, healthy capital buffers supported by strong internal capital generation, stable funding profile, and reasonable asset quality, underpinned by conservative underwriting.
- The BBB- (Investment Grade) rating confirms BT's track record in prudent risk management and sound lending policy, as well as its operational efficiency.

AGENDA



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SUSTAINABILITY UPDATES IN Q4

UPDATES ON ESG RATINGS

PROGRESS ON ESG JOURNEY RECOGNIZED IBY RATING AGENCIES AND MARKET PARTICIPANTS

- Nov-24: comprehensive [Sustainalytics](#) ESG Risk Rating for 2024 improved to **14.9** (Low ESG Risk), from a score of 15.1 in 2023.
- Dec-24: **3.3/5** ESG Score (Dec-23: 3.5/5) from [FTSE Russell](#). BT scored above the average in Romania and above the average in the sector on a revised methodology.
- Dec-24: **95/100 (BEST RATED)**, Gold Level Recognition by the [Romania Corporate Sustainability and Transparency Index](#) for the 2023 Sustainability Report.
- Jan-25: **79/100** (A-) from [Refinitiv](#), an LSE company, with BT being placed 73 out of 1,138 banks assessed worldwide (top 6%).
- Jan-25: **maximum VEKTOR** score from [ARIR](#), for the 6th consecutive year.

UPDATE ON SUSTAINABLE FINANCE

SECOND ISSUANCE IN A ROW OF SUSTAINABLE BONDS – A PREMIERE IN CEE

- **Inaugural Sustainable Finance Framework** - BT can issue ESG-labelled instruments with a positive environmental and/or social benefit
- **Allocation & Impact Report**: published Sep'24
- **ESG**: 64% of the issuance was subscribed by investors with an ESG mandate

UPDATE ON COMMUNITY

ENTREPRENEUSHIP IS AN AREA OF FOCUS THAT BRINGS POSITIVE CONTRIBUTION

- The [Agro Intergeneration Program](#), an initiative of BT in collaboration with the University of Agriculture Studies of Cluj-Napoca, continues to cultivate future agricultural leaders.
- **Stup**, initiated 2 and a half years ago, has engaged more than 7,500 entrepreneurs who have established over 630 new businesses that support the economy.

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DIGITAL POWER: ENABLING FINANCIAL ACCESS

BT PAY: THE UNLIMITED APP

FY'24 vs FY'23

▲ 27%

NO. OF USERS

FY'24 vs FY'23

▲ 54%

VOL. FUND TRANSFERS

FY'24 vs FY'23

▲ 36%

NO. MOBILE PAYMENTS

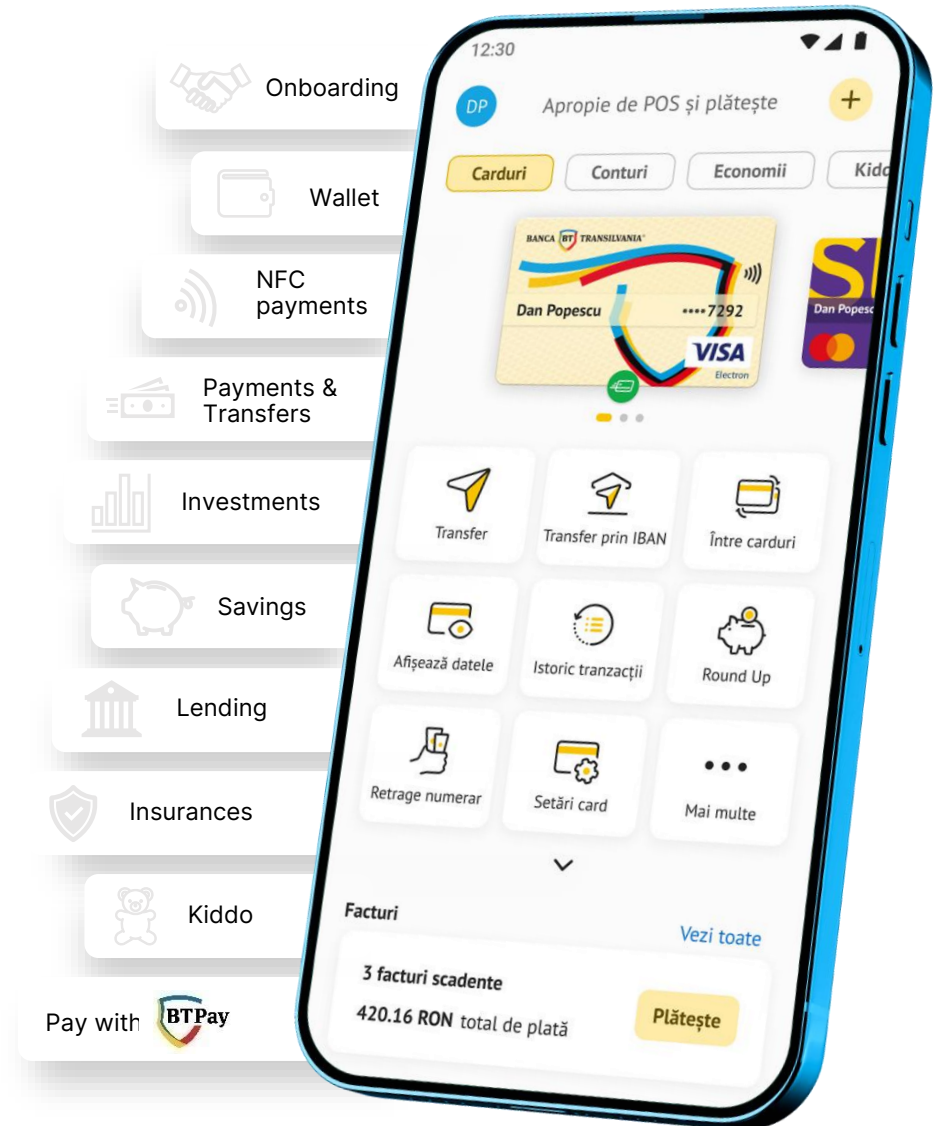
Dec'24

▲ 4.5^{MN}

DIGITIZED CARDS

BANKING ANYWHERE, ANYTIME

- **145.000** kids began their journey into financial literacy with BT Pay
- Investment funds: fully digital origination, driving long-term financial wealth creation. **46,000** clients onboarded and started to invest directly from the app, in three months after launch.



BT GO: AN ALL-IN-ONE BANKING PLATFORM FOR ENTREPRENEURS

MAKING BUSINESS
MORE INCLUSIVE FOR

207^K

ENROLLED
USERS

SPEEDING UP
FINANCIAL TRANSACTIONS

21.7 MLD
RON

VALUE OF
PAYMENTS

SIMPLIFYING
ACCOUNTING WITH OVER

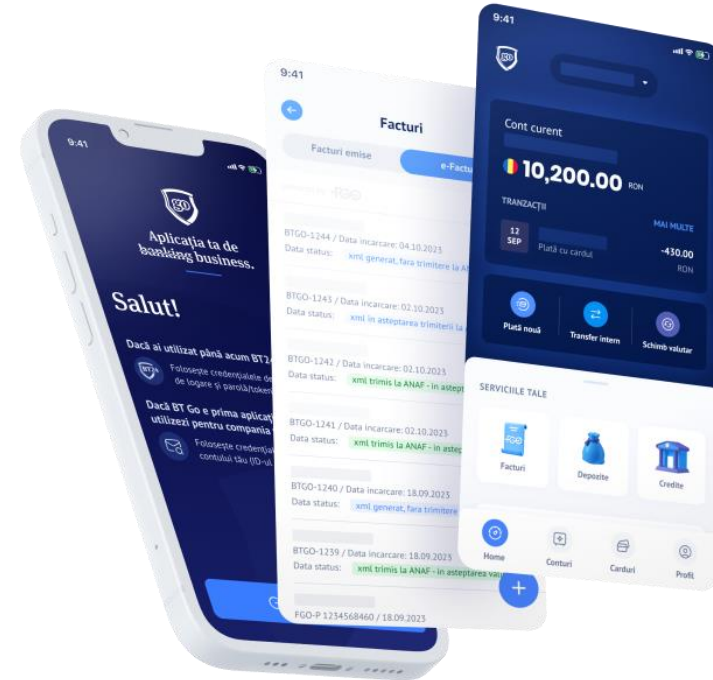
40^K

E-FACTURA
ISSUED

BUILDING AN
ENVIRONMENT FOR

15^K

FGO CONNECTED
COMPANIES



NOT JUST BANKING FOR ENTREPRENEURS

- Easy Payment Transfer
- Standard and negotiated FX
- Open and Close Classic and Negotiated Deposits

BUT AN ADAPTABLE BUSINESS ECOSYSTEM

- View/Limits' management and Block/Unblock Cards
- Bulk Download Statement
- FGO Integration and RO e-Factura

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BT FINANCIAL GROUP HIGHLIGHTS

BANCA TRANSILVANIA

- 20.9% market share
- 4.6 MN active clients of which over 95% digitalized
- EUR 4.97 BN market cap (+28% vs. YE'23)

BT ASSET MANAGEMENT

- +34% AUM vs. YE'23
- exceeding the threshold of RON 6 BN in AUM
- launching the investment option in BT Pay
- acquisition, in Oct'24, of OTP Asset Management, which manages 11 investments funds with RON 600 MN AUM

OTP

- OTP acquisition brings in the Group almost 9% at Dec'24, in the consolidated total assets position and almost 11% from BT Group Consolidated gross loans

BT MIC

- ~10,000 financed clients in 2024
- >30,000 members in the "Stup" community

BT DIRECT

- 20% total assets growth vs. YE'23
- expanding and strengthening presence in medical services

BT LEASING

- The merger with OTP Leasing in Dec'24 resulted in 42,000 customers, over 63,000 contracts and total assets of over 6.1 billion lei

BT PENSII

- ~96,000 participants to Pillar III fund "Pensia Mea", +86% compared to last year – a premiere on the market 1 in 3 pension investors chose BT Pensii
- 4th pension administrator according to no. of participants
- 33% AUM increase vs. YE 2023

BT CAPITAL PARTNERS

- 26.7% BVB market share
- launching BT Trade, a new facility with real-time quotes for the external markets

VICTORIABANK

- One of the first banks in Republic of Moldova with more than 333K clients

SALT BANK

- 380k clients as of 31 Dec 2024
- New features added to the app



BT FINANCIAL GROUP OVERVIEW



Net Profit
RON **3,531.7 MN**

Total Assets
RON **184,264 MN**



Net Profit
RON **37.5 MN**

Total AUM
RON **6,079 MN**



Net Profit
RON **25.5 MN**

Total Assets
RON **879 MN**



Net Profit
RON **52.1 MN**

Total Assets
RON **1,149 MN**



Net Profit
RON **193.0 MN**

Total Assets
RON **6,170 MN**



Net Profit
RON **72.3 MN**

Total Assets
RON **1,218 MN**



Net Profit
RON **-1.8 MN**

Total AUM
RON **290 MN**



Net Profit
RON **155.3 MN**

Total Assets
RON **6,342 MN**



Net Profit
RON **-152.5 MN**

Total Assets
RON **1,260 MN**



UPDATES ON CONSOLIDATION OF **OTP ENTITIES**

BARGAINING GAIN

- **~RON 683 MN** in bargaining gain, +RON 8MN following subsequent validations
- **Recognized at closing date**
- **Non-taxable**

MERGER OF OTP BANK

- Merger date: **28 Feb'25**
- Integration project: 31 integration streams, >200 FTEs monthly, >1,000 colleagues involved
- Network: 27/95 units kept
- Personnel: 600/1,700 colleagues will join BT
- Cost synergies: **55%** of OTP cost base forecasted for 2025
- Client retention: **~95%** of active retail clients, **~90%** of active legal entities clients

EST. INTEGRATION COSTS

- **RON 227 MN**, including transaction costs, integration and administrative expenses
- 70% already incurred and recorded in 2024, part of other operating expenses and staff cost (at consolidated level)

MERGER OF LEASING ENTITIES

- BT Leasing legally and operationally merged with OTP Leasing on **1st Dec'24**
- **100%** customer retention rate, with additional **3,800** customers joining BT Leasing
- Increased competences in financing agricultural equipment, in line with areas of focus for BT



BANCA TRANSILVANIA

BT STANDALONE

	2020	2021	2022	2023	2024	GUIDELINE 2025
NET LOANS	+4.6%	+29.4%	+21.5%	+12.8%	+13.8%	+8% ▲20%
TOTAL DEPOSITS	+18.8%	+16.3%	+13.4%	+15.4%	+12.2%	+6% ▲13%
NII	-3.9%	+6.2%	+33.5%	+18.1%	+28.1%	+23%
NFCI	-8.2%	+22.8%	+23.8%	+10.8%	+14.7%	+23%
ROE	13.67%	18.04%	25.25%	24.41%	27.02%	26%
CAR	22.24%	24.48%	21.61%	21.97%	23.54%	22%

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ANNEX 1: INCOME STATEMENT, IFRS INDIVIDUAL

RON MN	12M 2024	12M 2023	Δ
Net interest income	5,532.2	4,319.2	28.1%
Net fee and commission income	1,268.3	1,106.0	14.7%
Net trading income	707.5	539.7	31.1%
Other net income	715.9	472.2	51.6%
OPERATING INCOME	8,223.9	6,437.1	27.8%
Personnel expenses	(1,945.3)	(1,614.0)	20.5%
D&A	(419.5)	(404.2)	3.8%
Other operating expenses	(1,366.9)	(917.2)	49.0%
OPERATING EXPENSES	(3,731.7)	(2,935.5)	27.1%
PRE-PROVISION OPERATING PROFIT	4,492.2	3,501.7	28.3%
COST OF RISK	(332.2)	(373.2)	-11.0%
NET INCOME BEFORE TAXATION	4,160.0	3,128.5	33.0%
Income tax expense	(628.3)	(637.9)	-1.5%
NET INCOME AFTER TAXATION	3,531.7	2,490.6	41.8%



ANNEX 1: BALANCE SHEET, IFRS INDIVIDUAL

RON MN	DEC'24	DEC'23	Δ
Cash & cash equivalents	16,908.4	22,286.3	-24.1%
Placements with banks and public institutions	13,612.1	12,619.3	7.9%
Loans to customers, net	81,390.0	71,550.4	13.8%
T-bills & securities	64,717.1	50,075.5	29.2%
Fixed assets	1,577.0	1,317.4	19.7%
Right-of-use assets	769.2	698.0	10.2%
Investments in subsidiaries	2,644.7	873.3	202.8%
Current tax assets	0.0	0.0	
Deferred tax assets	388.3	337.3	15.1%
Other financial assets	2,013.1	1,829.7	10.0%
Other non-financial assets	244.1	197.8	23.4%
TOTAL ASSETS	184,263.9	161,785.0	13.9%
Deposits from banks	1,173.8	1,081.8	8.5%
Deposits customers	150,785.3	134,443.4	12.2%
Loans from banks and FIs	11,209.5	8,583.8	30.6%
Subordinated loan	2,405.1	2,403.7	0.1%
Current tax liabilities	184.3	113.3	62.7%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	500.1	551.5	-9.3%
Financial liabilities from leasing contracts	747.9	669.8	11.7%
Other financial liabilities	2,818.2	1,936.5	45.5%
Other non-financial liabilities	220.7	172.0	28.3%
TOTAL LIABILITIES	170,044.8	149,955.6	13.4%
SHAREHOLDERS' EQUITY	14,219.1	11,829.4	20.2%
TOTAL LIABILITIES AND EQUITY	184,263.9	161,785.0	13.9%



ANNEX 2: INCOME STATEMENT, IFRS CONSOLIDATED

RON MN	12M 2024	12M 2023	Δ
Net interest income	6,907.8	5,256.7	31.4%
Net fee and commission income	1,487.8	1,267.6	17.4%
Net trading income	938.3	657.0	42.8%
Other net income	733.9	543.6	35.0%
OPERATING INCOME	10,067.8	7,725.0	30.3%
Personnel expenses	(2,599.6)	(1,967.5)	32.1%
D&A	(516.7)	(450.5)	14.7%
Other operating expenses	(1,747.0)	(1,087.8)	60.6%
OPERATING EXPENSES	(4,863.3)	(3,505.9)	38.7%
PRE-PROVISION OPERATING PROFIT	5,204.5	4,219.051	23.4%
COST OF RISK	(575.3)	(513.088)	12.1%
Bargain gain	815.7	0.0	
NET INCOME BEFORE TAXATION	5,444.9	3,706.0	46.9%
Income tax expense	(712.9)	(721.7)	-1.2%
NET INCOME AFTER TAXATION	4,732.0	2,984.2	58.6%



ANNEX 2: BALANCE SHEET, IFRS CONSOLIDATED

RON MN	DEC'24	DEC'23	Δ
Cash & cash equivalents	21,950.3	24,252.6	-9.5%
Placements with banks and public institutions	13,716.0	12,273.0	11.8%
Loans to customers, net	96,365.9	75,570.9	27.5%
T-bills & securities	68,382.0	51,775.4	32.1%
Fixed assets	2,808.3	2,126.9	32.0%
Right-of-use assets	586.6	514.1	14.1%
Investments in associates	0.0	1.3	
Current tax assets	0.0	0.0	
Deferred tax assets	457.3	354.5	29.0%
Other financial assets	2,331.4	1,980.1	17.7%
Other non-financial assets	433.3	320.4	35.3%
TOTAL ASSETS	207,031.0	169,169.2	22.4%
Deposits from banks	951.2	1,034.6	-8.1%
Deposits customers	167,827.8	138,053.0	21.6%
Loans from banks and FIs	12,237.7	9,548.6	28.2%
Subordinated loan	2,530.5	2,423.2	4.4%
Current tax liabilities	240.0	103.9	131.0%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	835.3	651.1	28.3%
Financial liabilities from leasing contracts	610.4	533.4	14.4%
Other financial liabilities	3,984.4	2,636.9	51.1%
Other non-financial liabilities	365.8	288.1	27.0%
TOTAL LIABILITIES	189,582.9	155,272.7	22.1%
SHAREHOLDERS' EQUITY	16,628.9	13,224.0	25.7%
Non-controlling interest	819.2	672.5	21.8%
TOTAL LIABILITIES AND EQUITY	207,031.0	169,169.2	22.4%

DEFINITIONS AND ABBREVIATIONS

COST OF RISK (COR)

Impairment or reversal of impairment, including recoveries, divided by total gross loans and advances to customers and financial lease receivable, annualized if necessary. Provisions for litigation risk were not included.

NET INTEREST MARGIN (NIM)

Net interest income for the period, less POCI adjustments, divided by average interest-bearing assets (cash and balances with central banks, placements with banks and public institutions, securities, gross loans and advances to customers and finance lease receivables), excluding any accrued interest, annualized if necessary. The average interest earning assets is determined based on the beginning and end of the year balances on consolidated basis and based on monthly balances on individual basis.

RETURN ON EQUITY (ROE)

Net profit for the period divided by average total equity including non-controlling interest, annualized and compounded if the case. Average equity is determined based on the beginning and end of the year balances on consolidated basis and based on monthly balances on individual basis.

LOANS TO DEPOSITS (L/D)

Gross loans, including finance lease receivables (on consolidated basis), to deposits

COST TO INCOME RATIO (C/I RATIO)

Operating expenses (personnel expenses, depreciation and amortization, other operating expenses) divided by operating income (net interest income, net fee and commission income, net trading income, deferred contribution to the Bank Deposit Guarantee Fund and to the Resolution Fund, other operating income, net loss /gain from financial assets measured at fair value through OCI and net loss /gain from financial assets which are required to be measured at FVTPL).

NPE EBA (AQT-3.2)

Determined based on EBA methodology and FINREP information (FIN 18) at the end of the period, on an individual basis.

NPE COVERAGE RATIO

Determined based on FINREP information (FIN 18) at the end of the period, as accumulated impairment divided by total loans and advances to customers, on an individual basis.

BT	Banca Transilvania
NBR	National Bank of Romania
ECB	European Central Bank
NFCI	Net Fees and Commission Income
CAR	Capital Adequacy Ratio
RWA	Risk Weighted Assets
CET 1	Common Equity Tier 1
TSCR	Total Supervisory Review and Evaluation Process Capital Requirement
MREL	Minimum Requirement for Own Funds and Eligible Liabilities
OCR	Overall capital Requirement
LCR	Liquidity Coverage Ratio
NSFR	Net Stable Funding Ratio
EBA	European Banking Authority
NPE	Non-performing exposure
POCI	Purchased or originated credit-impaired financial assets
ECL	Expected credit loss
IFC	International Finance Corporation
AIIB	Asian Infrastructure Investment Bank
TLV	Stock Exchange Symbol for Banca Transilvania
SFF	Sustainable Finance Framework
AUM	Assets under management
FX	Foreign Exchange
RWA CR	Risk Weighted Assets Credit Risk
RWA OP	Risk Weighted Assets Operation Risk
RWA MR	Risk Weighted Assets Market Risk
RWA CVA	Risk Weighted Assets Credit Valuation Adjustment
STR	Synthetic securitization

THANK YOU



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