

BT Financial Group continues its sustained growth and strengthens its market position

Preliminary financial results as of December 31, 2024

Banca Transilvania Financial Group grew in 2024 both through acquisitions and organically, thus contributing to the Romanian economy's development. At the same time, Banca Transilvania remains the main lender of the economy, of the population and of the State, also through the payment of taxes and social security contributions which amounted to over RON 1.7 billion.

The taxes paid by Banca Transilvania Group in Romania amount to about 1% of the total tax revenues collected by the state. The corporate income tax paid to the state budget by the bank and by BT Group's Romanian subsidiaries amounted in 2024 to almost 2% of the total corporate income tax collected to the state budget from local companies.

"2024 was another year in which the bank and its subsidiaries grew significantly above the market average in terms of lending, operations and customers' transactions. We have also increased the scale of the BT Group through several acquisitions and integrations both in banking and in other complementary business areas such as leasing, pensions and asset management. We remain optimistic about the future, but also prudent in front of a volatile environment, with multiple domestic and international challenges. We continue to invest through the bank and through the BT Group in technology, innovation and products in order to maximize our efficiency and finance the Romanian economy on a sustained basis", states Horia Ciorcilă, Chairman of the Board of Directors, Banca Transilvania.

BT Financial Group's **assets** at the end of last year reached RON 207 billion, +22.4% compared to December 31, 2023. OTP Bank Romania integration contributed with around 9.6 percentage points to the increase of the BT Group's assets.

BT Financial Group's consolidated **net profit** reached RON 4.7 billion, of which **the bank's net profit** amounts to RON 3.5 billion. The Group's subsidiaries and equity holdings contributed with approximately RON 384.6 million to BT Group's profitability. The bargaining gain added RON 815.7 million to the BT Group's net profit. For a five months period, until December 31, 2024, the

companies acquired from OTP Group generated a RON 58.1 million profit to Banca Transilvania Financial Group's results.

The bank's **operating profit** increased to RON 4.5 billion, +28.3% compared to 2023, backed by the bank's increased operational activity. BT's **operational efficiency**, as reflected by the cost-to-income ratio, improved to 45.4% due to efficient cost management and streamlining of the business activity through the digitization processes.

Net loans and receivables from finance leases, at consolidated level, increased by 27.5% reaching RON 96.4 billion while **customers' deposits** reached RON 167.8 billion, + 21.6% YoY.

Business lines performance in 2024:

- Over 66,000 companies and 530,000 individuals have chosen to work with Banca Transilvania in 2024. BT reached almost 4.6 million customers at the end of 2024, of which 4.1 million are retail customers and over 480,000 are corporates.
- The bank's new production of corporate loans amounted to RON 26.6 billion and for retail loans RON 8.8 billion in 2024. The new loans granted to Micro and SME customers are RON 2 billion higher compared to the 2023 level. The Bank was a partner in the state-guaranteed programs IMM Invest Plus and Creditul Fermierului, with loans surpassing RON 3.5 billion.
- More than 300,000 loans were granted by BT in 2024, +9.4% compared to 2023. Of these, 135,000 are consumer loans.
- The balance of gross loans, at individual level, is 13.5% higher compared to December 2023. The balance of corporate loans posted a significant 17.5% YoY growth in 2024, whereas the balance of retail loans grew by 7.9% YoY.
- More than 15,000 people have bought a home with BT's support in 2024, the mortgages new production totaling around RON 4.5 billion. The balance of mortgage loans amounted to RON 19.3 billion in December 2024, +3.2% compared to December 2023, representing 22% of the total loan book.
- The number of cards reached 7 million, including the BT cards issued to OTP Bank Romania customers, while card transactions increased by 23% compared to 2023.
- The number of phone payments was, as of December 2024 36% higher YoY whereas the volume of BT Pay transfers grew by 54% compared to the 2023 figures.

The Non-performing exposures ratio (EBA) stands at 2.07% as of December 31, 2024, and the total provision coverage of non-performing

exposures is 206%. In December 2024, ROE reached 27.0% on an individual basis, exceeding the banking system average of 18.4%. BT's capital adequacy ratio, incorporating the interim net profit for the first half of 2024 into equity, reached 23.54%.

Banca Transilvania Financial Group's positioning in markets complementary to banking during 2024: leadership in terms of volumes traded on the Bucharest Stock Exchange and in asset management, consolidation of its position in retail car financing, NFIs and pension funds, the best year in microfinancing:

- [BT Leasing](#) merged in December 2024 with OTP Leasing after an integration that lasted just over four months. The company reached 42,000 customers, has over 63,000 contracts and total assets surpassing RON 6.1 billion.
- [BT Capital Partners](#), the BT Group's brokerage company, became the leader on the Bucharest Stock Exchange in terms of volumes traded, with a market share of 26.7%. BTCP intermediated two issues of shares on the Bucharest Stock Exchange Main Market and a series of bonds issues both on foreign markets and on the Bucharest Stock Exchange.
- [BT Asset Management](#) maintained its leading position and exceeded RON 6 billion in assets under management. More than half of Romania's new investors chose to work with BT Asset Management in 2024.
- [BT Mic](#) financed nearly 10,000 customers in 2024. The company has reached more than 22,000 customers, reaching RON 1.27 billion balance, which is 27% higher than in 2023.
- [BT Pensii](#) reached RON 290.5 million assets under management, +33% vs. 2023.
- [BT Direct](#) maintained its growth trend and reached 260,000 customers and total assets amounting to more than RON 1.1 billion at the end of 2024,+20% compared to 2023.
- [Code Crafters](#) has expanded its ability to deliver financial solutions by diversifying technologies, expanding its projects' portfolio and team. It has also achieved ISO 27001:2022 international certification for Information Security Management System.

For investors:

Investors wishing to participate in BT's 2024 preliminary financial results videoconference on March 4, 2025, 4:00 p.m. ET, need to submit a request to the following e-mail address investor.relations@btrl.ro. The 2024 preliminary financial results (including in editable format) will be available on the [BT/Investor Relations](#) website on February 28, 2025, starting with 8:00 a.m. The December 31, 2024 preliminary financial statements are unaudited or unreviewed, and the December 31, 2023 financial statements are audited.

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