

BT financial results as of March 31, 2025

Banca Transilvania, significant increase in operational activity and contribution to strengthening the banking system in Romania and the Republic of Moldova

*Banca Transilvania's activity in the first quarter of 2025 and in 2024 includes some one-offs, such as the merger of Banca Transilvania with OTP Bank Romania (March 2025), which impacts the 2025 figures and influences the relevance of comparison with 2024.

[Banca Transilvania](#) started the year with good results, with an increase in operational activity and transactions, as well as a good pace of attracting new customers.

The bank's operations recorded a significant increase: +16% in the number of processed transactions for retail segment and companies, compared with Q1 2024.

At the same time, the bank gained almost 130,000 new customers in the first three months of the year, of which 119,000 are retail clients and around 12,000 are companies, without the clients integrated from OTP Bank Romania. Hence, BT reached almost 4.8 million active clients as of March 31, 2025.

The bank's gross loan balance shows an increase of RON 12.7 billion, +14.7% compared with December 2024 following the integration of the OTP Bank Romania portfolio and the increase of the granted loans' volume. Deposits of the bank's customers increased to RON 160.1 billion, +6.2% compared with December 2024. Retail clients' deposits amounted to RON 104.3 billion while corporates' deposits reached RON 55.9 billion.

For the BT Group, the first quarter also saw the completion of two bank integrations, in Romania and the Republic of Moldova, with the merger of Banca Transilvania with OTP Bank, and of Victoriabank with BCR Chisinau. These mergers impacted positively the BT Group's assets, which reached RON 206.8 billion as of March 2025. The Bank's assets posted a 6.7% year-to-date increase and amounted to RON 196.7 billion.

Consolidated net profit reached RON 877 million. The contribution of subsidiaries and equity holdings to the BT Group's profitability amounted to RON 120.8 million in the first quarter of 2025. Of the BT Group's profit, the Bank's profit accounted for 86%, reaching RON 756 million. The bank's profit includes only one month's revenues (March 2025) related to the OTP Bank Romania portfolio (amounting to RON 65 million). Thus, Banca Transilvania's profit does not

include revenues amounting to RON 138 million recorded by OTP Bank Romania in January and February 2025.

"BT continues the accelerated growth of its operational activity and the sustained pace in attracting new customers, thus strengthening our market position. Beyond the past and present gains from the transaction with OTP Bank Romania, the merger brings us significant synergies and opportunities for the future, even if, in the short term, it impacted this quarter's results - both by only including one month of OTP revenues in the figures and due to merger related expenses. In addition, the good pace at which we are attracting new customers will be reflected in revenues in the next quarters. Based on the trends observed during the first quarter, we have a high level of confidence that the bank and BT Group will deliver results in line with the budget that we have assumed in front of our shareholders. On the other hand, we are looking carefully at the macroeconomic landscape, expecting the political uncertainties to come to an end and structural reforms be implemented, thus helping the country continue its sustained growth and reach its potential. Romania has a much more developed economy compared with previous years, which makes us confident that we will get through this challenging period" - states Ömer Tetik, CEO, Banca Transilvania.

45% of the 2024 gross profit distributed as dividends to shareholders

At the end of March 2025, Banca Transilvania had 79% Romanian shareholding, more than 67,000 direct shareholders and more than 8 million indirect shareholders, considering that Pension Funds hold around 28% of the bank's shares. At the General Shareholders' Meeting in April 2025, shareholders approved BT's Board of Directors' proposal to distribute the profit for 2024 by granting a gross dividend amounting to RON 1.73/share and to increase the share capital by RON 1.7 billion by issuing 173 million shares. BT will grant to the shareholders dividends amounting to RON 1.6 billion, with a yield of around 6%.

Other financial details:

- The cost-to-income ratio recorded a level of 47.42% in the first quarter, considering an annualized impact of the contribution to the Bank Deposits Guarantee Fund and to the Resolution Fund.
- The gross loans-to-deposits ratio reached 61.76%, +4.6 pp (percentage points) compared with 31 December 2024.
- The bank's net interest income is +15.9% higher, when compared with Q1/2024.

- Backed by the growth of the BT's business, net fee and commission income posted a 9.7% increase vs Q1/2024.
- The NPL ratio is 2.52% as of 31 March 2025.
- The capital adequacy ratio, as of 31 March 2025, is 19.76% at individual level.

Evolution of the main business lines

- Banca Transilvania reached 7.4 million cards in its portfolio and the number of purchases made with the cards is +19% higher than in the same period of 2024. BT Group launched three cards in the first quarter of 2025: [BT Visa Platinum Debit](#) for Premium Banking customers, [BT Visa UNTOLD](#) in physical format and [the Dedeman Direct Card](#) for BT Direct customers.
- Nearly 5,400 people bought a house with a loan obtained from BT in the first three months of the year, new production thus reaching ~RON 1.6 billion during this quarter. The balance of mortgage loans amounts to RON 24.5 billion at BT Group level, +1.9% compared with 31 March 2024 (not including OTP), having a 24% share in the total loan portfolio.
- BT reached 150,000 Premium Banking customers and almost 6,000 Private Banking customers. At the end of the first quarter of 2025, the Private Banking customers' assets managed by the bank exceeded the EUR 3 billion threshold, +12% compared with 31 December 2024. Almost half of these assets are the assets of Private Banking clients in Bucharest.
- The balance of loans granted to corporate clients, at BT level, amounted to around RON 58.6 billion, +12% compared with 31 December 2024 (including OTP).
- RON 7.4 billion represents the new production of loans granted to companies in the first quarter of the year, + 9% compared with the same period of last year.

BT solutions for the Romanians living abroad

10% of the people who became customers of the bank during January - March 2025, through BT Pay, live or study abroad, most of them in the UK, Republic of Moldova, Italy, Germany and Spain. The bank also launched the [BT Pay Italia](#) app in March 2025 to support the financial connection of family members and to help Romanians, regardless of the country where they are located, to be financially inclusive.

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For investors and shareholders: investors wishing to participate in the videoconference related to the financial results for Q1 2025, organized by Banca Transilvania on May 20, 2025, starting at 16:00 (Romanian time), are required to send a request by email (investor.relations@btrl.ro). The report for Q1 / 2025, prepared in accordance with the provisions of Art. 69 of Law No. 24 of 2017 on issuers of financial instruments and market operations (including information in editable format), is available on the BT [website/Investor Relations](https://www.bancatransilvania.ro), starting with May 14, at 18:00. The financial statements as at March 31, 2025 and March 31, 2024 are unaudited and unreviewed, and those as at December 31, 2024 are audited.

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