



# **Banca Transilvania** **2025 Financial Results**

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The 2<sup>nd</sup> of March 2026

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# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**Capital  
Markets**

**4**

**Sustainability**

**5**

**BT Financial  
Group**

**6**

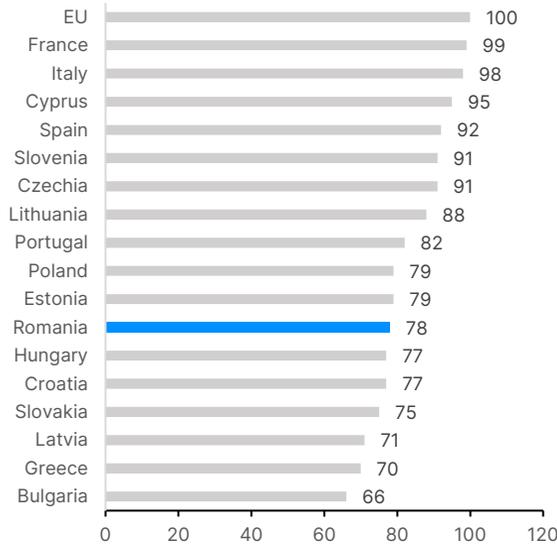
**Appendix**

**7**

# ROMANIAN ECONOMY

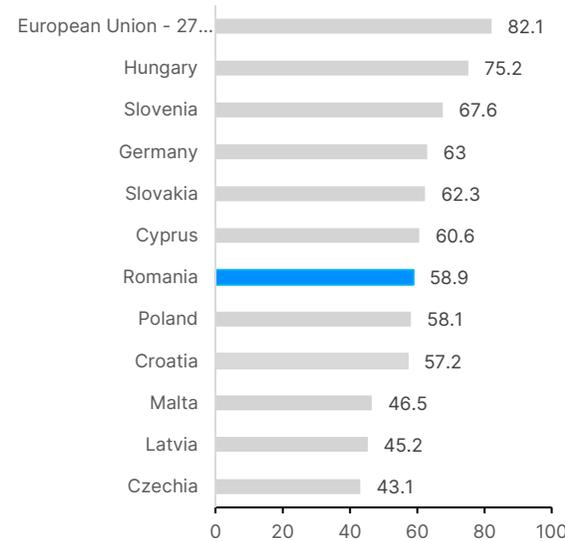
## RELATIVELY HIGH WEALTH IN THE CEE

GDP per capita 2024 (PPS, EU27\_2020 = 100)



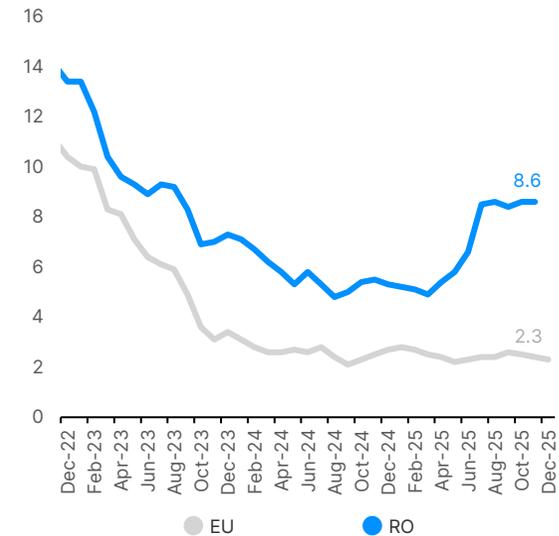
## RELATIVELY LOWER DEBT TO GDP RATIOS

General Government Debt Q3 2025, % GDP



## INFLATION

Consumer prices (HICP) (% YOY)



## FACTORS TO SUSTAIN OUTPERFORMANCE

- **2<sup>nd</sup> largest economy in CEE**
- One of the **fastest growing EU countries** historically with strong real GDP growth of 3.3% per year (2015–2024 CAGR)
- In 2025, Romania's real **GDP increased by 0.6% YoY**
- **10Y RO Gov Bond yield** decreased to a monthly average of **6.7%** in December

- In Q4-25, **Romania's financial intermediation** ratio stood at 23.43%
- **Government budget deficit in Dec-25** (as % of GDP) was **7.65%**
- **The trade deficit** decreased by 2% YoY in 2025
- **Inflation (HICP)** remained at a constant 8.6% YoY in **Dec-25**.

- **The public debt/GDP level** remains below the EU average of 82.1%.
- **Non-residents' direct investment:** EUR 8.15 BN in 2025 (+45.5% YoY)
- **Personal Remittances** EUR 7.03 BN in 2025 (+4.9% YoY)
- **Current account deficit:** EUR 30.12 BN, compared with EUR 28.85 BN in 2024.

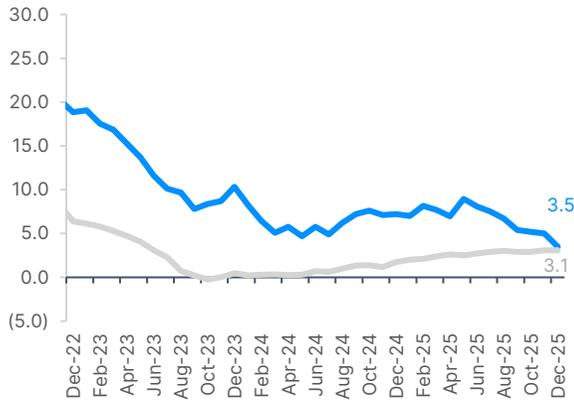


# BANKING SECTOR EVOLUTION

## POSITIVE LENDING GROWTH

### Corporate loans (% YoY)

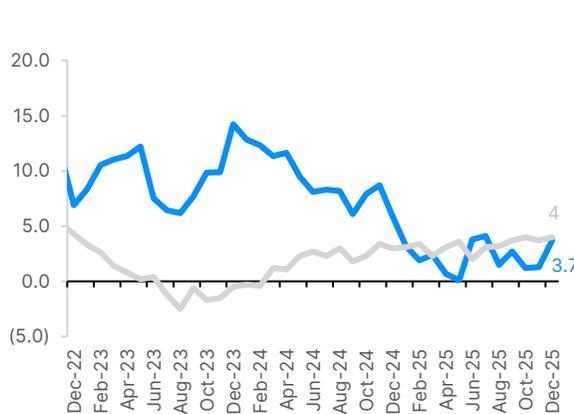
Corporate lending reached 3.5%, remaining slightly above the EU average



## DEPOSITS PICKING-UP MOMENTUM

### Corporate deposits (% YoY)

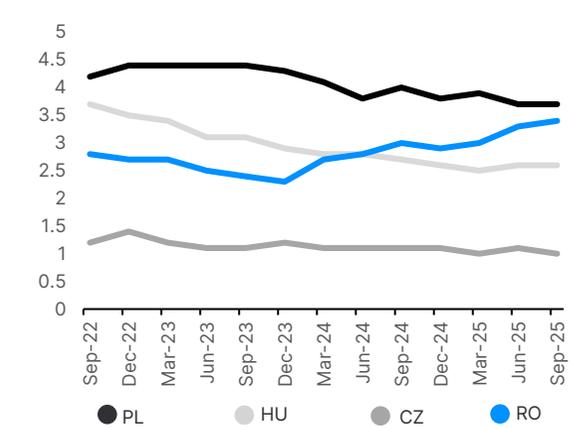
Corporate deposits growth rate increased to 3.7%, close to EU level



## STRONG ASSET QUALITY AND ROBUST CAPITAL

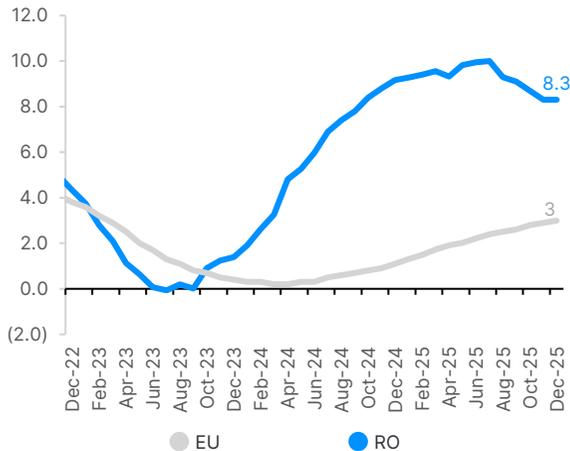
### NPL ratio % (EBA Risk dashboard as of Q3 2025)

The non-performing loan (NPL) ratio reached 3.4% as of Sep 2025.



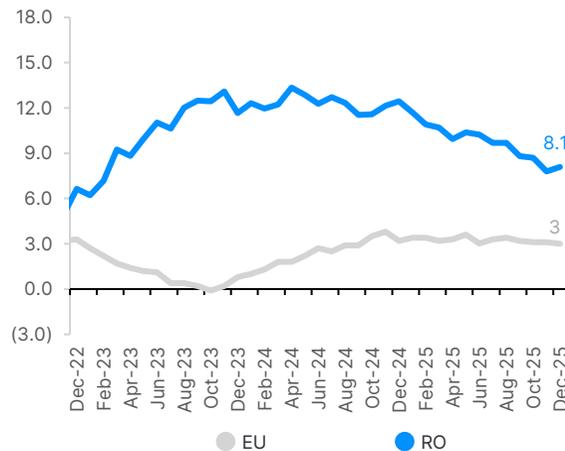
### Household loans (% YoY)

Household lending stabilized in December at 8.3% YoY growth rate



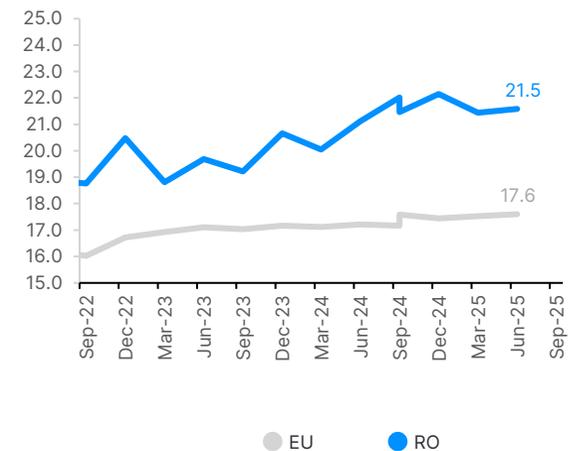
### Household deposits (% YoY)

Household deposits strong in December, reaching 8.1% YoY growth rate



### TIER 1 (%)

Capital adequacy ratio (Tier 1) remains higher (21.5%) than the EU average (17.6%)



Sources: NBR, ECB, Bloomberg, EBA Risk Dashboard



# LOOKING FORWARD

## BT OUTLOOK

**2026**

Real GDP (% , YoY)	1.67%
Inflation (CPI) (% , EOP, YoY)	4.30%
Unemployment rate (%)	6.00%
Monetary Policy Rate (%)	5.75%
Budget Deficit (% of GDP)	6.50%
Public Debt (% of GDP)	61.80%
RON/EURO (EOP)	5.17

## OPPORTUNITIES

OECD accession	Final stages
RRF Funds	~EUR 10 BN
SAFE Program	~EUR 16 BN
EU Cohesion Mechanism	~EUR 31.5 BN

## SOVEREIGN RATINGS

**PRESENT**
**LAST UPDATE**

Fitch	BBB-   Negative	Feb 2026
S&P Global	BBB-   Negative	Jul 2025
Moody's	Baa3   Negative	Sep 2025

- 2026 becomes a year of qualitative growth improvement, even if headline numbers remain moderate by historical standards
- Progress with the fiscal consolidation will support stabilization of public debt/GDP in the medium term

- Confidence around OECD membership
- Significant EU funding (RRF – remained to be implemented) and Cohesion Mechanism through 2026 and beyond
- Additional strategic funding secured, under the EU SAFE Program.

- EU membership, strong capital inflows and improving governance contribute to investment grade.
- “Twin-deficits” and political scene still present risks to fiscal consolidation and growth perspectives.

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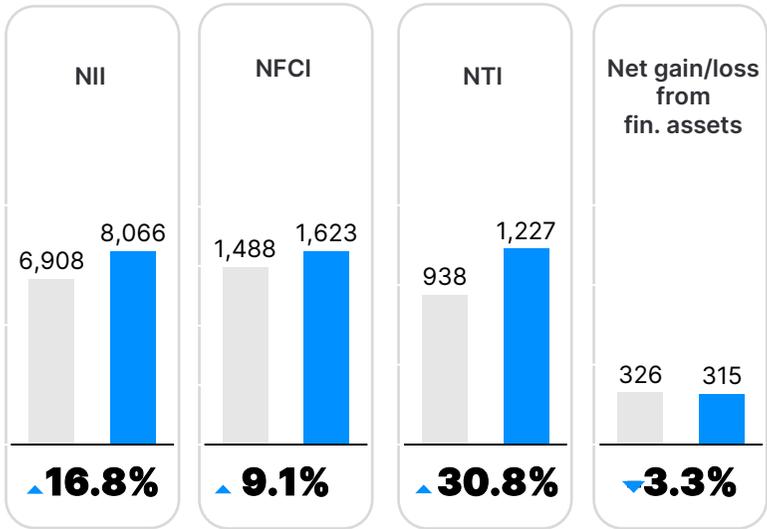
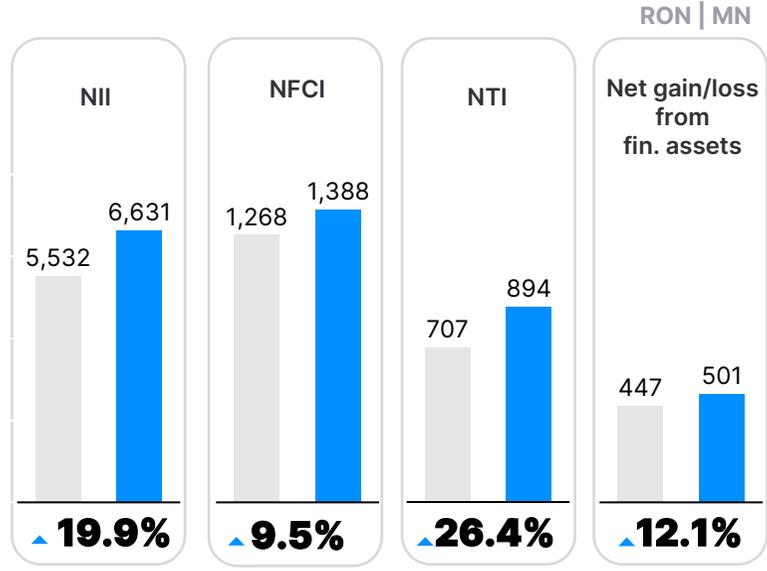
## BT PERFORMANCE

	INDIVIDUAL			CONSOLIDATED		
	2025	2024	Δ	2025	2024	Δ
<b>PROFITABILITY</b>						
Net interest income RON   MN	6,631.2	5,532.2	19.9%	8,065.5	6,907.8	16.8%
Net fee and commission income RON   MN	1,388.3	1,268.3	9.5%	1,622.9	1,487.8	9.1%
Operating expenses RON   MN	(4,343.9)	(3,731.7)	16.4%	(5,440.7)	(4,859.4)	12.0%
Pre-provision operating profit RON   MN	5,441.7	4,492.2	21.1%	6,219.9	5,202.0	19.6%
Net profit RON   MN	4,095.3	3,531.7	16.0%	4,660.7	4,730.5	-1.5%
EPS RON				4.1119	4.1809	-1.7%
Cost of risk, net (%)	0.59%	0.51%	0.08 pp	0.72%	0.69%	0.03 pp
NIM (%)	3.50%	3.43%	0.07 pp	3.92%	3.91%	0.01 pp
ROE (%)	25.23%	27.02%	-1.79 pp	24.84%	30.20%	-5.37 pp
Cost-to-income ratio (%)	44.39%	45.38%	-0.99 pp	46.66%	48.30%	-1.64 pp
<b>BS HIGHLIGHTS</b>						
Total assets RON   MN	210,398	184,264	14.2%	224,414	207,035	8.4%
Gross loans RON   MN	105,631	86,182	22.6%	113,344	101,976	11.1%
Deposits from customers RON   MN	168,862	150,785	12.0%	175,250	167,869	4.4%
Gross loans-to-deposits ratio	62.55%	57.16%	5.40 pp	64.68%	60.75%	3.93 pp
NPL ratio (EBA)	2.40%	2.07%	0.33 pp			
<b>CAPITAL</b>						
Tier 1 capital ratio	17.77%	20.83%	-3.06 pp	17.14%	19.02%	-1.88 pp
Total capital ratio	22.71%	23.69%	-0.98 pp	21.64%	21.41%	0.23 pp

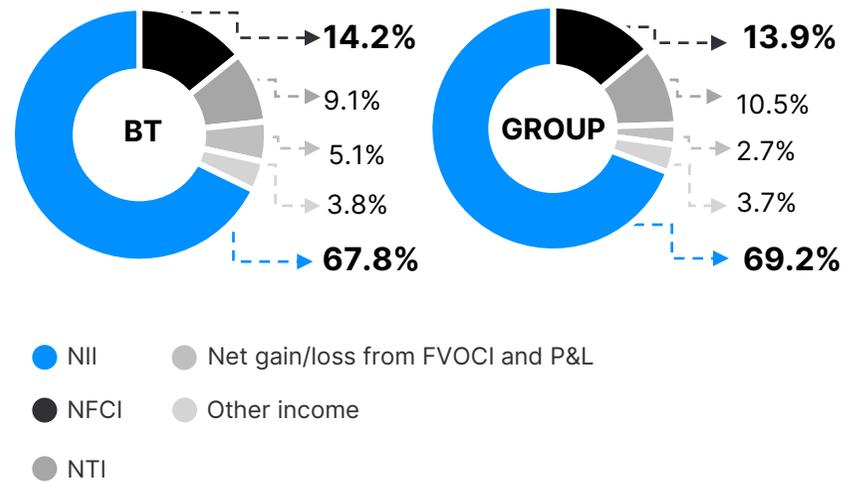
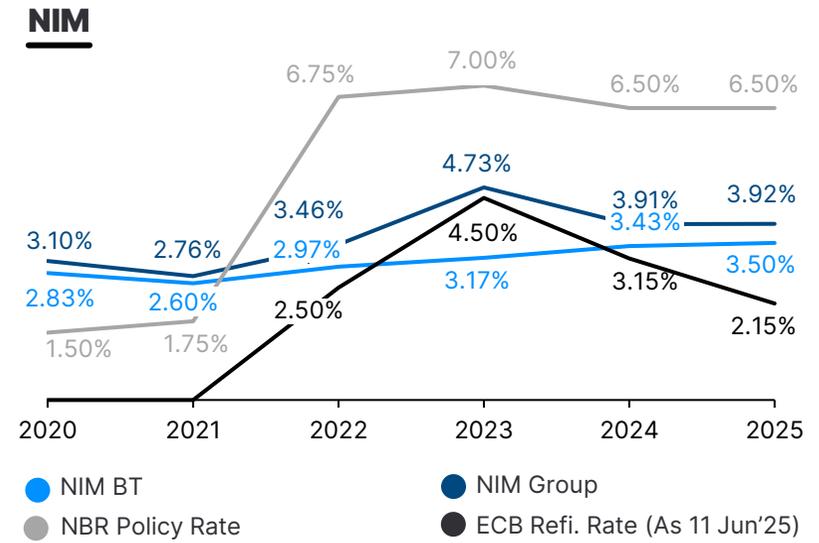


# TRENDS IN INCOME

BT INDIVIDUAL



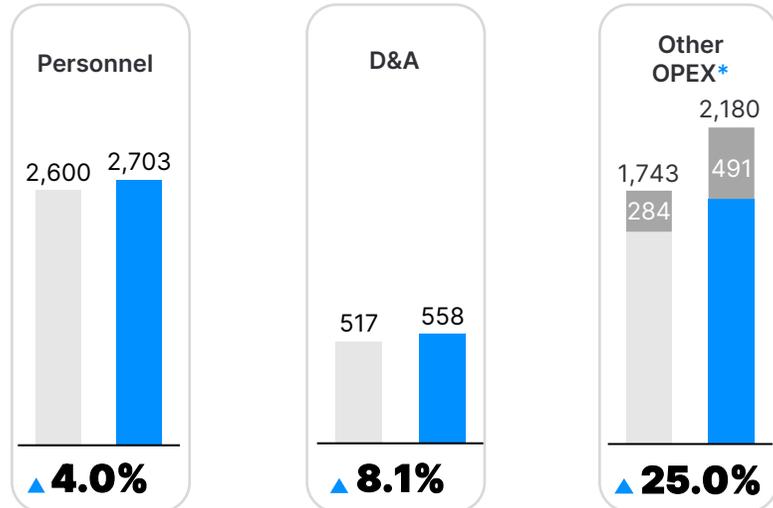
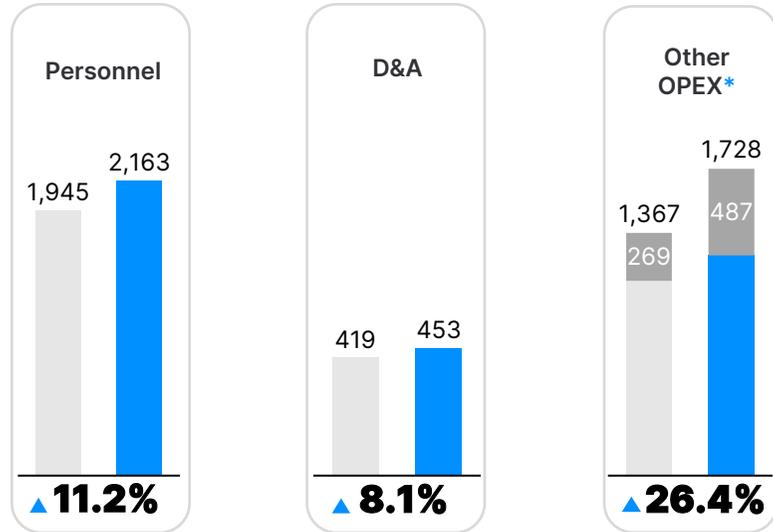
● 2025    ● 2024





# TRENDS IN OPEX

BT INDIVIDUAL

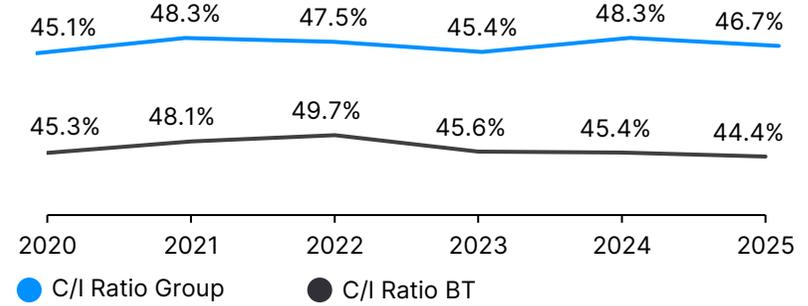


● 2025    ● 2024    ● Turnover tax

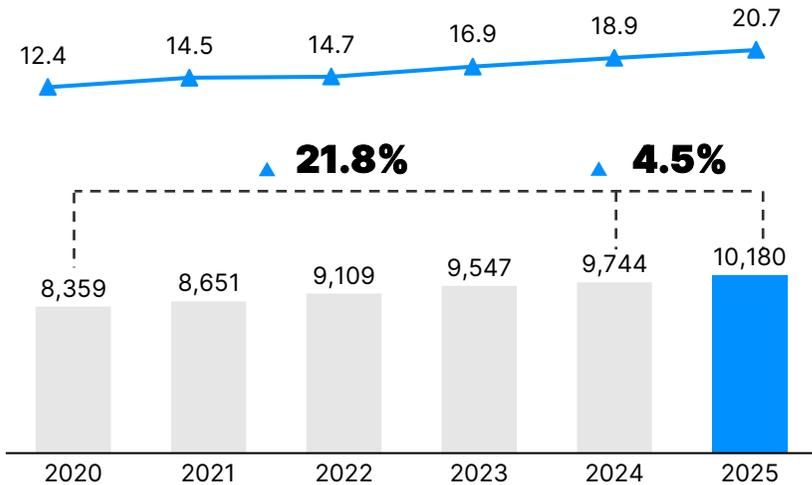
\*Without the turnover tax: other OPEX +13.1% (BT) and +15.7% (Group).

## C/I RATIO

**39.41% \*\***



\*\*C/I without turnover tax



▲ Total Assets/Active employees | RON MN (BT)

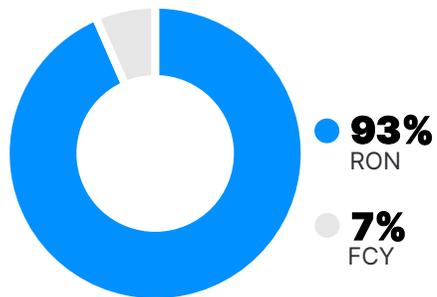
● Active employees (BT)



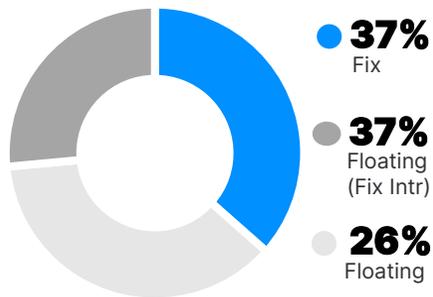
# SUSTAINED PORTFOLIO GROWTH

BT INDIVIDUAL

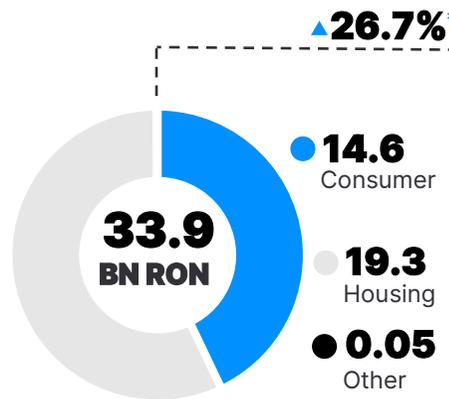
## LOANS TO HOUSEHOLD



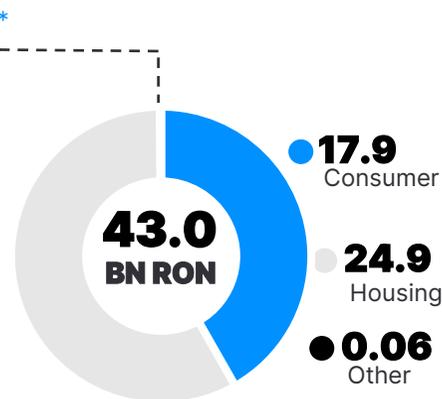
Dec'25



Dec'25



Dec'24

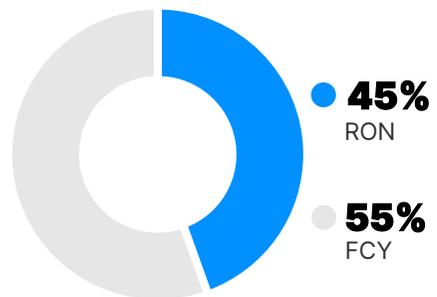


Dec'25

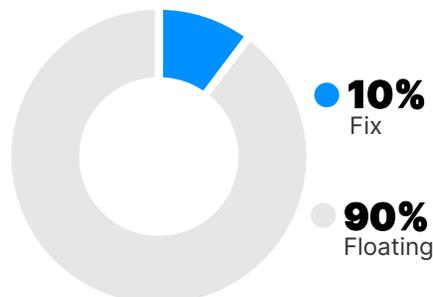
▲26.7%\*

\*RON 4.7 BN OTP portfolio, +12.8% Δ without OTP

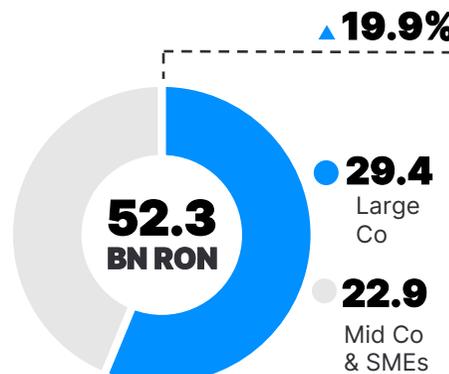
## LOANS TO COMPANIES



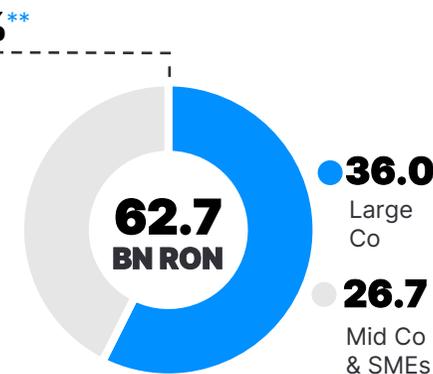
Dec'25



Dec'25



Dec'24



Dec'25

▲19.9%\*\*

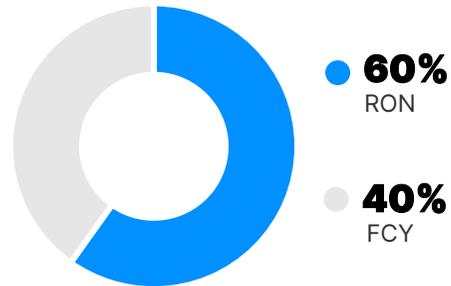
\*\*RON 4.2 BN OTP portfolio, +11.8% Δ without OTP



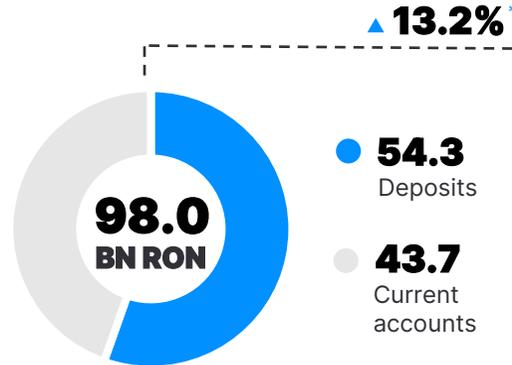
# GROWING DEPOSITOR'S BASE

## DEPOSITS FROM HOUSEHOLD

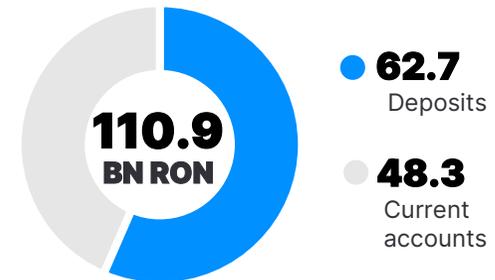
BT INDIVIDUAL



Dec'25



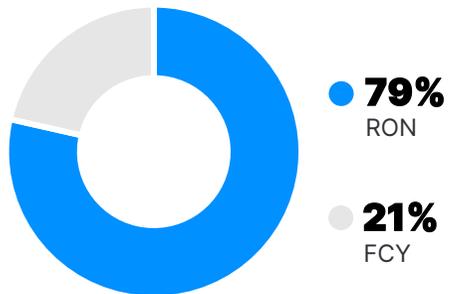
Dec'24



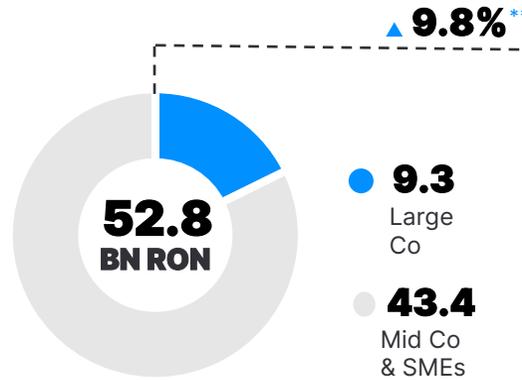
Dec'25

\*RON 4.3 BN OTP portfolio, +8.8% Δ without OTP

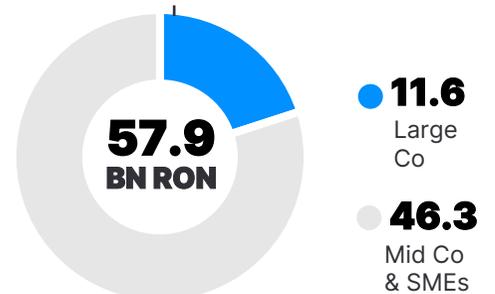
## DEPOSITS FROM COMPANIES



Dec'25



Dec'24

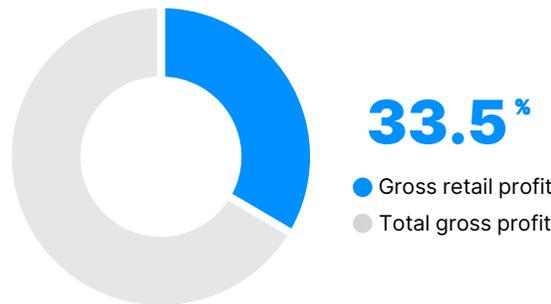
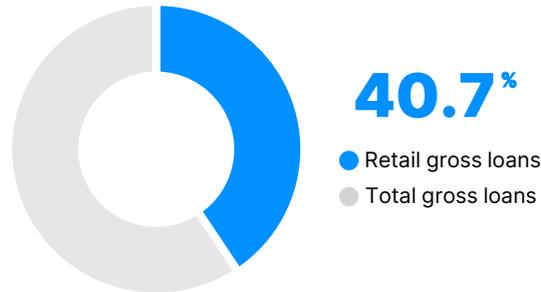
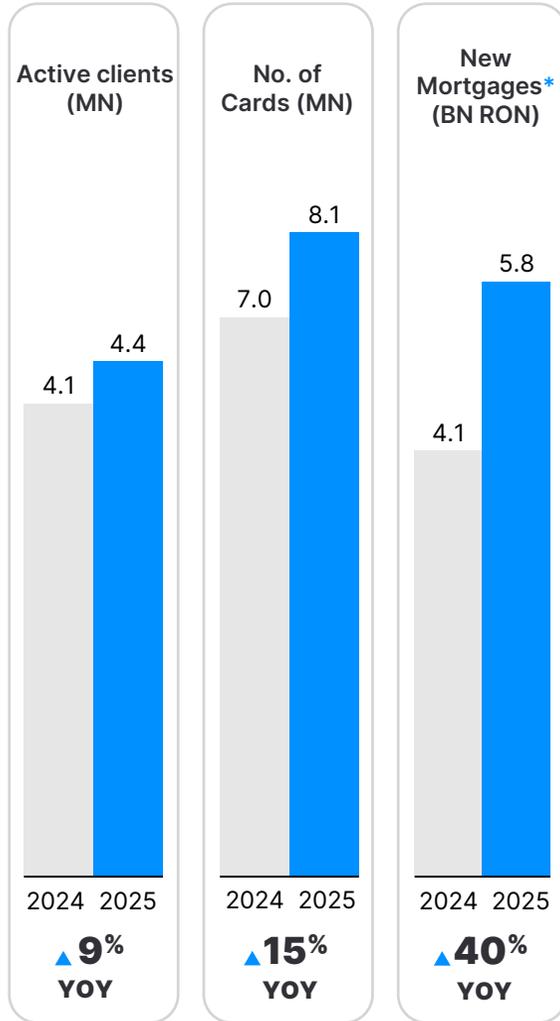


Dec'25

\*\*RON 3.2 BN OTP portfolio, 3.7% Δ without OTP



# RETAIL BANKING

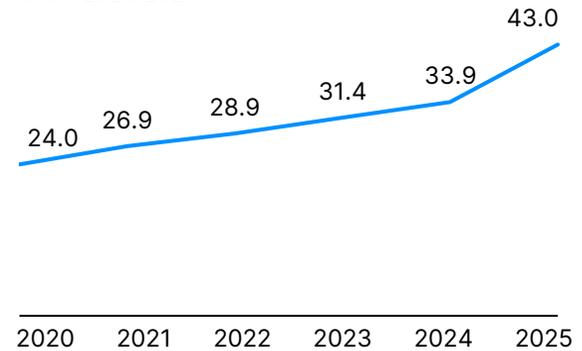


## LAST 5 YEARS TRENDS

### LOANS (RON BN)

**↑ 12%**

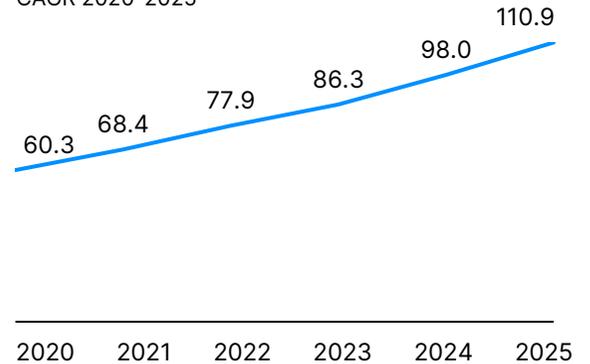
CAGR 2020-2025



### DEPOSITS (RON BN)

**↑ 13%**

CAGR 2020-2025



\*BT without OTP



# BT PAY: **RESHAPING** CUSTOMER BEHAVIOUR

## 2021 – 2025 MARKET EVOLUTION

### FROM CASH TO **CASHLESS**

**93%** from card transactions  
are purchases

**2.6X** growth in acquiring  
terminal solutions

**8.1 MN** cards in Romania  
issued by BT

### FROM CARD TO **CARDLESS**

**EVERY 2<sup>ND</sup>** card transaction is  
NFC

**3X** electronic transfers. P2P  
was a game changer

**30K** Pay with BT Pay sites for  
seamless and secure online  
payments

### FROM FRICTION TO **FRICTIONLESS**

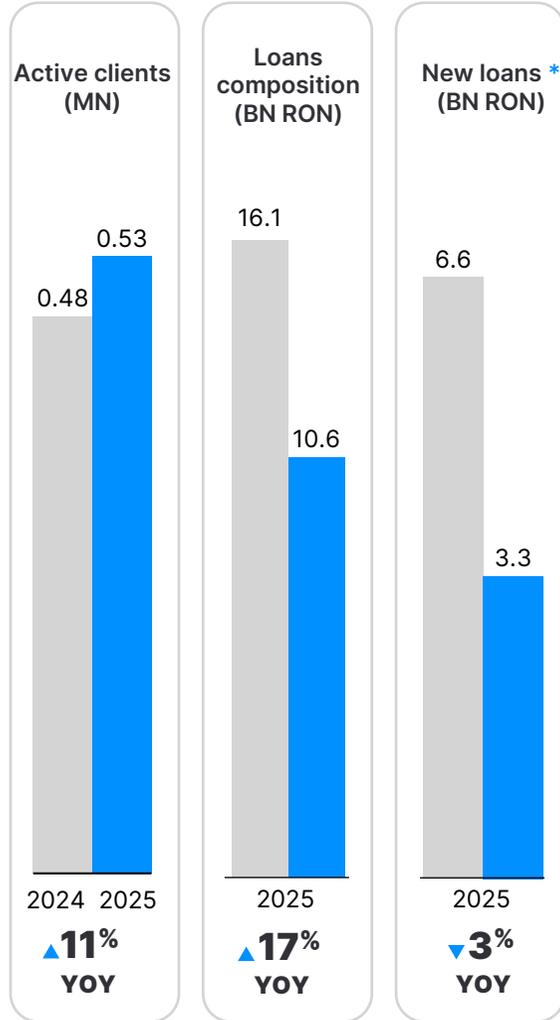
**90%** of BTAM client  
investments are made via BT  
Pay

**80%** of savings are exclusively  
digital

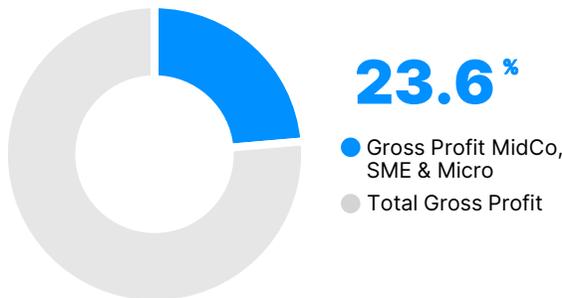
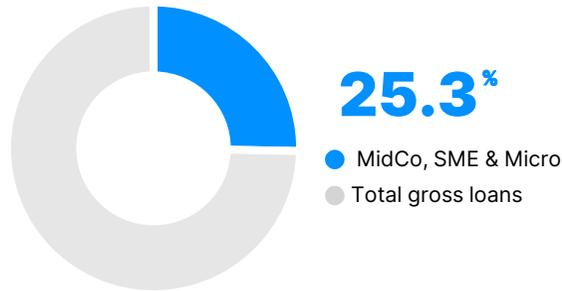
**78%** seamless interactions in  
Chat BT, fully AI based



# MID-CORPORATE, SME & MICRO

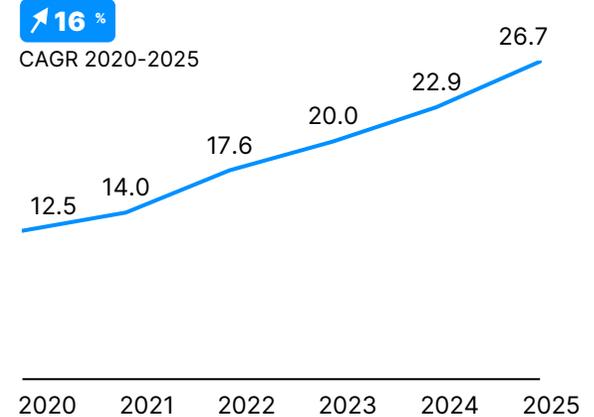


● Long term    ● Short term

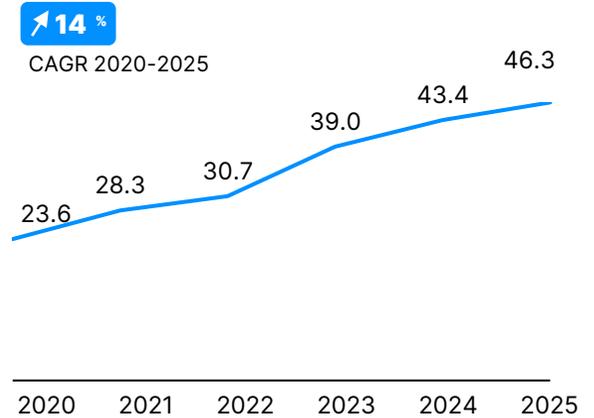


## LAST 5 YEARS TRENDS

### LOANS (RON BN)



### DEPOSITS (RON BN)



\*BT without OTP



## REINFORCING OUR DNA ON THE MICRO & SME SEGMENT

### MICRO & SMEs ECOSYSTEM

~**4/10** of Romanian start-ups  
are BT clients

**3/10** SMEs in Romania are BT  
customers

**50,000** companies in  
Romania are financed by BT,  
o/w 52% are micros

### TRANSFORMATION THROUGH BT GO

**544K** enrolled companies o/w  
84% are transactionally active

**RON 351 BN** is the volume of  
transactions routed through BT  
Go o/w 57% are via mobile

**159K** invoices issued through  
the app o/w 75% via mobile

### BEST POSITIONED IN CRITICAL SECTORS

**45%** market share in number  
of opened accounts in  
healthcare

**26%** market share in  
agriculture financing

~**70K** customers in healthcare  
& agriculture serviced by  
dedicated divisions



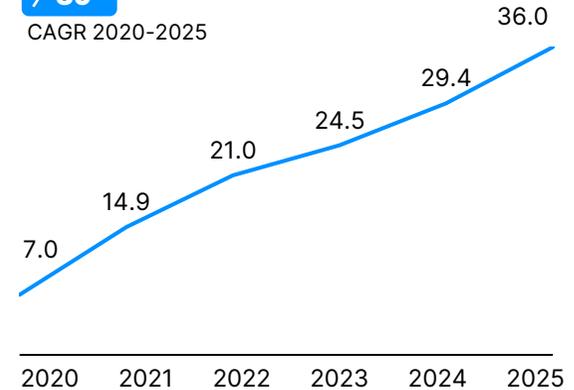
# LARGE CORPORATE BANKING

## LAST 5 YEARS TRENDS

### LOANS (RON BN)

**39%**

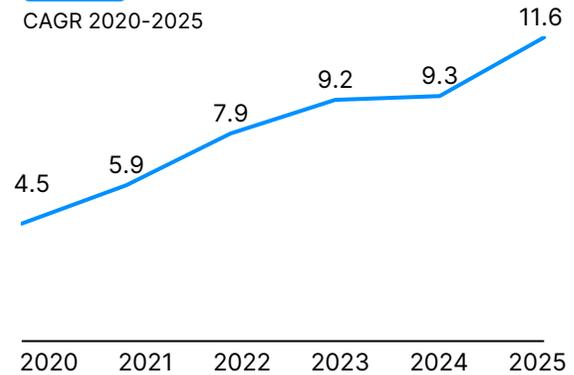
CAGR 2020-2025



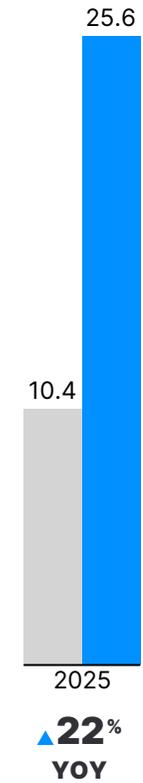
### DEPOSITS (RON BN)

**21%**

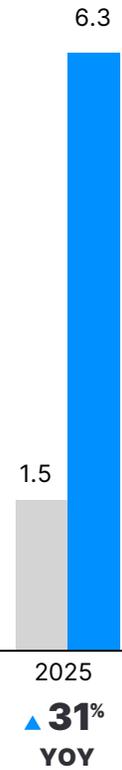
CAGR 2020-2025



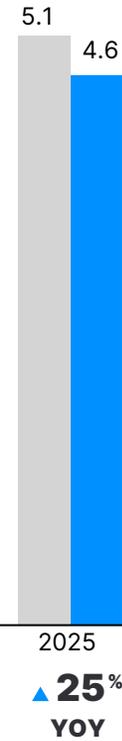
### Loans composition (BN RON)



### Factoring volumes (BN RON)



### Structured Finance (BN RON)



- Long Term Loans
- Factoring
- Project Finance
- Short Term Loans
- Reverse Factoring
- Syndications



# LEADING LOCAL UNDERWRITER

## CONTINUOUS **DOUBLE** DIGIT GROWTH

**1<sup>ST</sup>** financier of national strategic projects of Romania

**2x** digit growth over the past 5 year

**Most of 100 blue-chip** companies of Romania are banking with BT

## TAPPING INTO FURTHER **POTENTIAL**



PENETRATION OF  
POTENTIAL  
TARGET MARKET

**55%**



SHARE OF THE  
WALLET\*

**25%**

\*Business captured from total potential target

## **HIGHLY SKILLED IN CRITICAL SECTOR**

**20.3%** Project Finance  
(e.g. Nusco City | EUR 51 MN)

**18.4%** Energy  
(e.g. Electrica | RON 757 MN\*)  
(Nuclearelectrica | EUR 72 MN\*)

**9.35%** Industrials  
(e.g. Pehart | EUR 60 MN\*)

\*BT Share in Syndicated Financing



# NPS, OUR METRIC FOR FURTHER GROWTH

**1<sup>ST</sup>**

BT took the lead in terms of NPS on the Romanian banking market



OVER TWO THIRDS OF CUSTOMERS ARE PROMOTERS

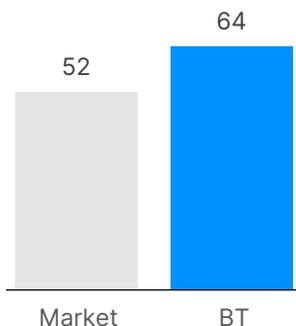
**69%**

**5<sup>MN</sup>**

Active customers

**85%**

Of *passive* customers became *promoters*



LEADING THE ROMANIAN BANKING MARKET BY NPS

**12<sup>PP</sup>**

**150<sup>K</sup>**

Customers completed the NPS survey

**73**

Experience Strenght Index was **+3pp** above the European banking benchmark\*



THE MOST MEANINGFULLY DIFFERENT CUSTOMER EXPERIENCES IN THE MARKET

**GROWTH** IN THE MOST COMPETITIVE CONTEXT IN THE MARKET.

\*market w/o fintechs

Sources: Internal Data & NPS Retail 2025 Kantar Study

# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**Capital  
Markets**

**4**

**Sustainability**

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**BT Financial  
Group**

**6**

**Appendix**

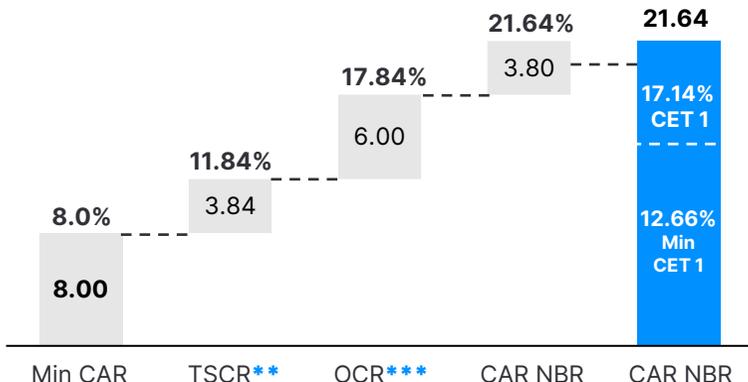
**7**



# CONFIDENT CAPITAL RATIOS AT GROUP LEVEL

## CAPITAL RATIOS\*, %

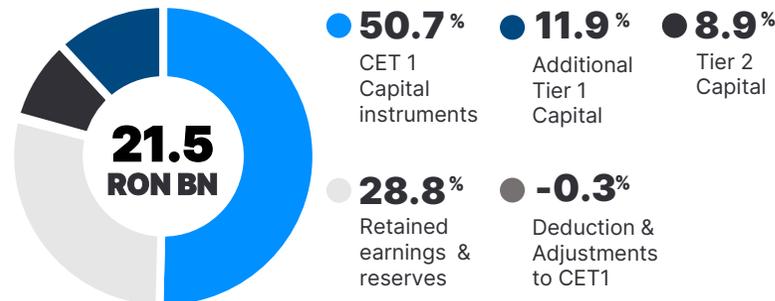
\*Preliminary figures



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

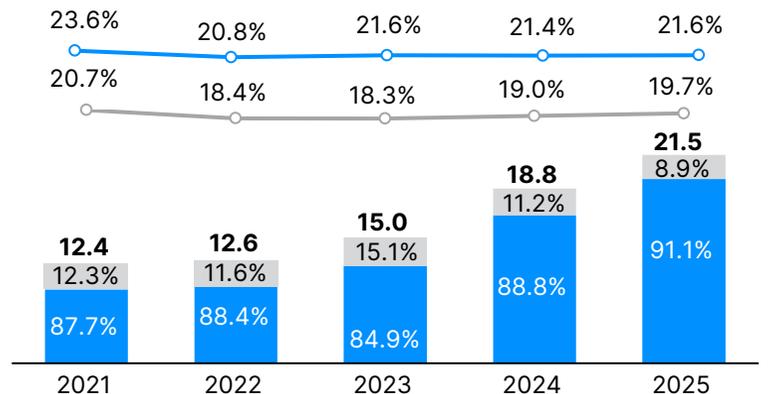
## OWN FUNDS\*, %

\*Preliminary figures



## GROUP TIER1 RATIO & CAR \*\*\*

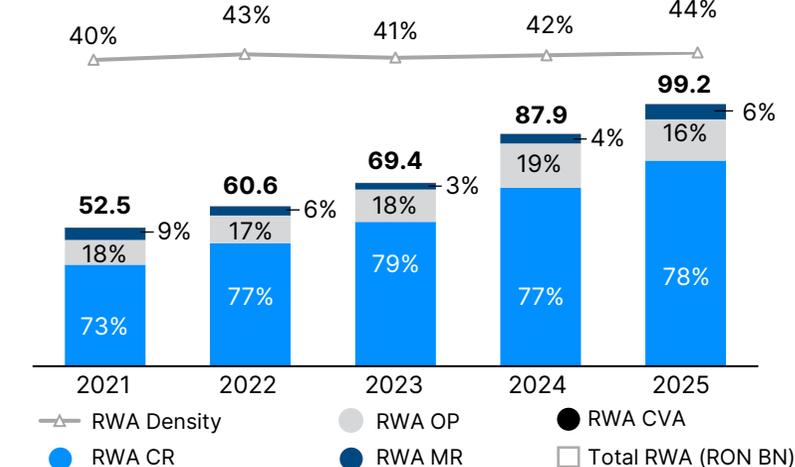
RON | BN



—○— CAR —○— Tier 1 Ratio ● Tier 1 ● Tier 2 □ Total Own Funds (RON BN)

## GROUP RWA & RWA DENSITY

RON | BN



—△— RWA Density ● RWA CR ● RWA OP ● RWA MR □ Total RWA (RON BN)

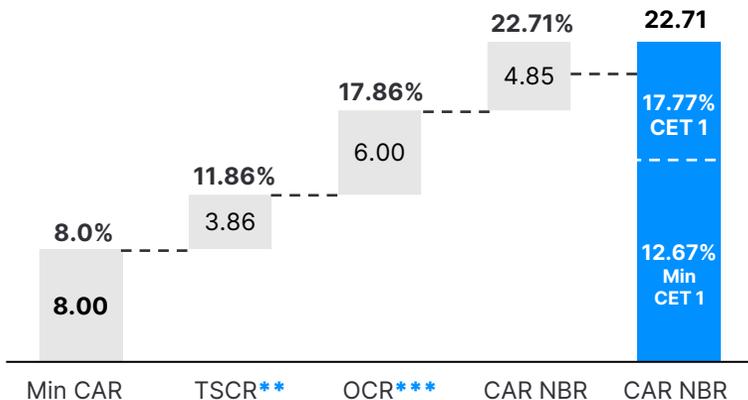
\*\*\*\*BT's Capital Adequacy Ratio, incorporating in the own funds the interim audited net profit for H1'25



# BANCA TRANSILVANIA MAINTAINS ROBUST CAPITAL ADEQUACY

## CAPITAL RATIOS\*, %

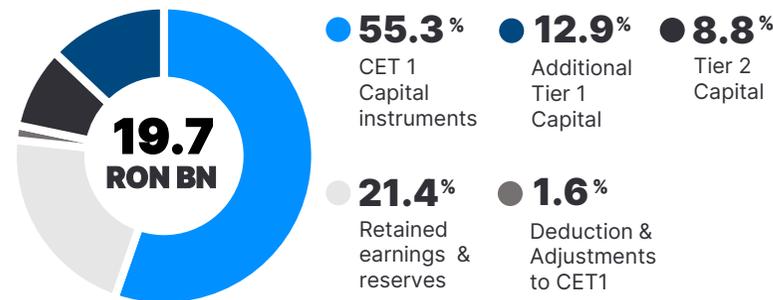
\*Preliminary figures



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

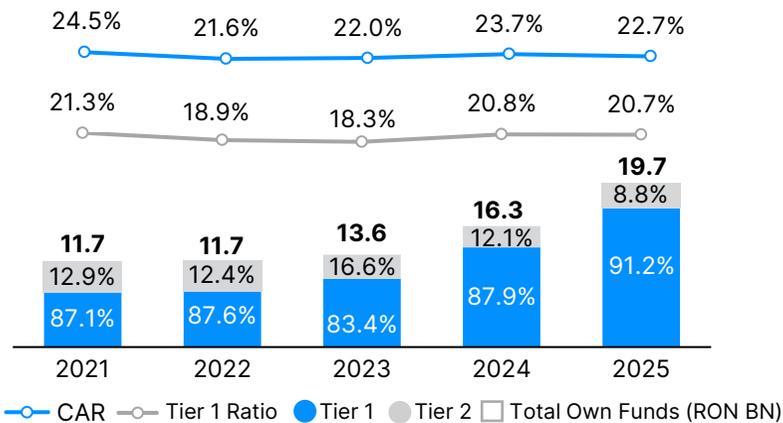
## OWN FUNDS\*, %

\*Preliminary figures



## BT TIER1 RATIO & CAR \*\*\*\*

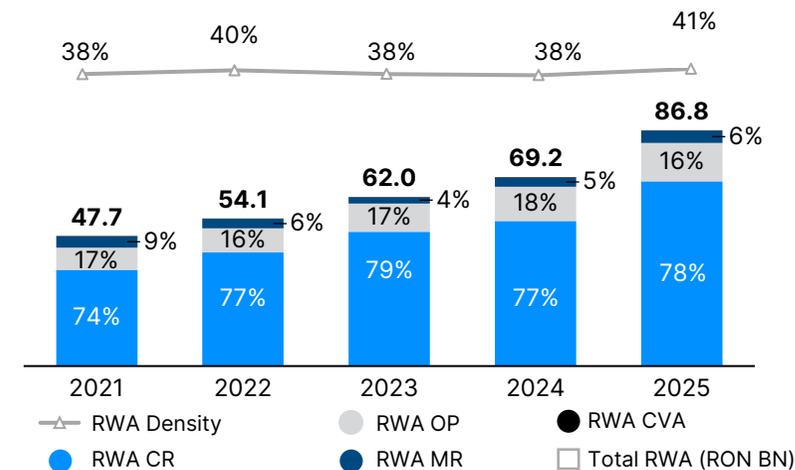
RON | BN



\*\*\*\*BT's Capital Adequacy Ratio, incorporating in the own funds the interim audited net profit for H1'25

## BT RWA & RWA DENSITY

RON | BN



## CAPITAL REQUIREMENTS VS REALISED

	BT GROUP				BT STAND ALONE			
	2023	2024	Q3 2025	YE 2025	2023	2024	Q3 2025	YE 2025
Pillar 1 CET1 requirement	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%
<b>Combined buffer requirement</b>	<b>5.50%</b>	<b>5.50%</b>	<b>6.00%</b>	<b>6.00%</b>	<b>3.50%</b>	<b>5.50%</b>	<b>6.00%</b>	<b>6.00%</b>
Capital conservation buffer (CCB)	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Countercyclical capital buffer (CCyB)	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
OSII buffer	2.00%	2.00%	2.50%	2.50%	2.00%	2.00%	2.50%	2.50%
Systemic risk buffer (SRB)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Pillar 2 CET1 requirement (P2R)	1.59%	2.15%	2.16%	2.16%	1.61%	2.07%	2.17%	2.17%
<b>Total CET1</b>	<b>11.59%</b>	<b>12.15%</b>	<b>12.66%</b>	<b>12.66%</b>	<b>9.61%</b>	<b>12.07%</b>	<b>12.67%</b>	<b>12.67%</b>
<b>Reported CET1</b>	<b>18.29%</b>	<b>19.02%</b>	<b>17.75%</b>	<b>17.14%</b>	<b>18.32%</b>	<b>20.83%</b>	<b>18.10%</b>	<b>17.77%</b>
Pillar 1 Tier 1 requirement	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Pillar 2 Tier 1 requirement	2.12%	2.87%	2.88%	2.88%	2.15%	2.76%	2.90%	2.90%
<b>Total Tier 1</b>	<b>13.62%</b>	<b>14.37%</b>	<b>14.88%</b>	<b>14.88%</b>	<b>11.65%</b>	<b>14.26%</b>	<b>14.90%</b>	<b>14.90%</b>
<b>Reported TIER1</b>	<b>18.29%</b>	<b>19.02%</b>	<b>17.75%</b>	<b>19.71%</b>	<b>18.32%</b>	<b>20.83%</b>	<b>18.10%</b>	<b>20.70%</b>
Pillar 1 Total requirement	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%
Pillar 2 Total requirement	2.83%	3.83%	3.84%	3.84%	2.87%	3.68%	3.86%	3.86%
<b>OCR</b>	<b>16.33%</b>	<b>17.33%</b>	<b>17.84%</b>	<b>17.84%</b>	<b>14.37%</b>	<b>17.18%</b>	<b>17.86%</b>	<b>17.86%</b>
<b>Reported CAR</b>	<b>21.55%</b>	<b>21.41%</b>	<b>19.82%</b>	<b>21.64%</b>	<b>21.97%</b>	<b>23.69%</b>	<b>20.28%</b>	<b>22.71%</b>

Data as of 31.12.2025 are calculated based on preliminary values and do not include the unaudited profit.

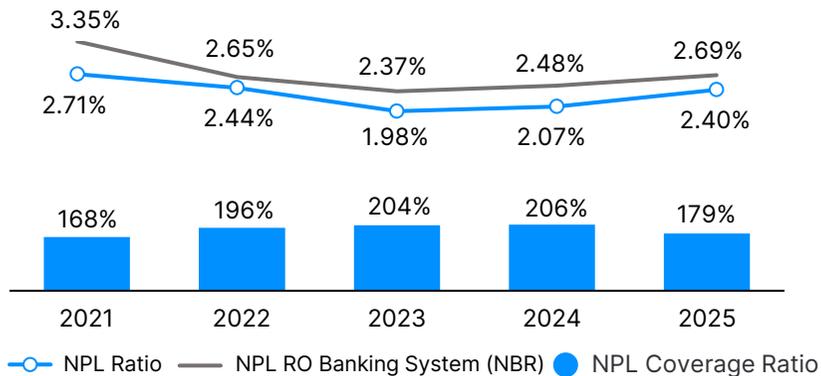
Buffer to MDA restriction as of 31 December 2025: 485 bps (individual) and 380 bps (Group level).

Available distributable items (ADI) as of 31 December 2025: EUR 928 MN

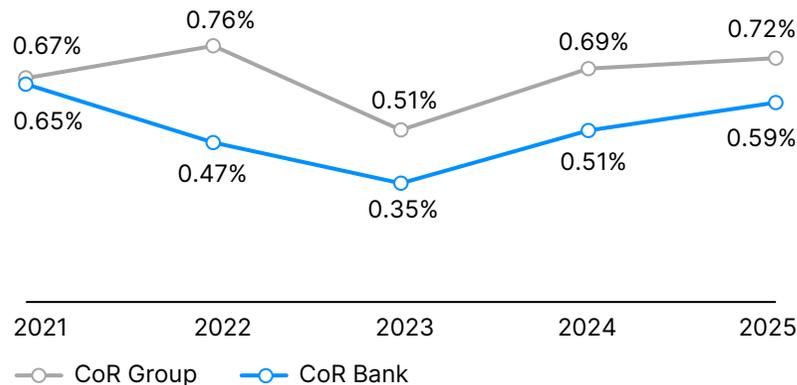


# PRUDENT UNDERWRITING LEADING TO STRONG ASSET QUALITY

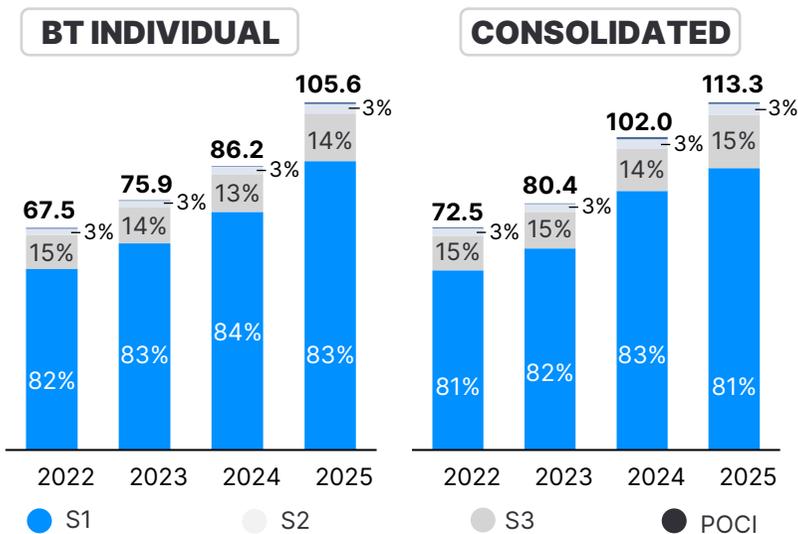
## BT NPL EBA & NPL COVERAGE RATIO, %



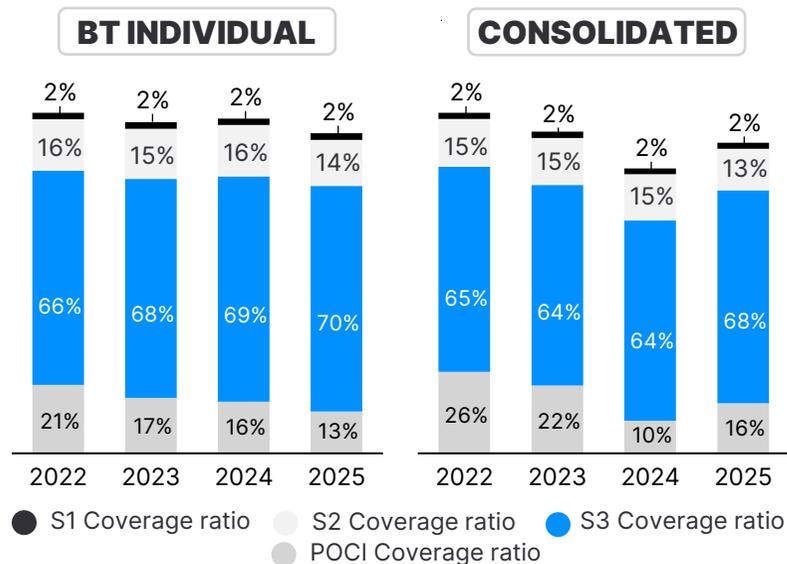
## COST OF RISK, %



## LOANS PER STAGES, BN RON



## ECL COVERAGE PER STAGE, %

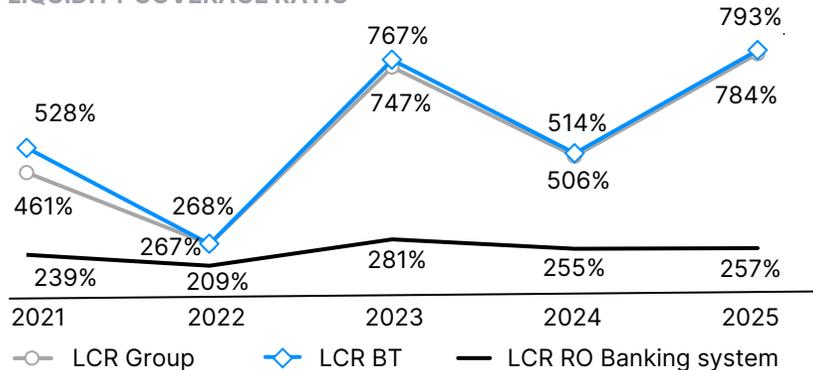




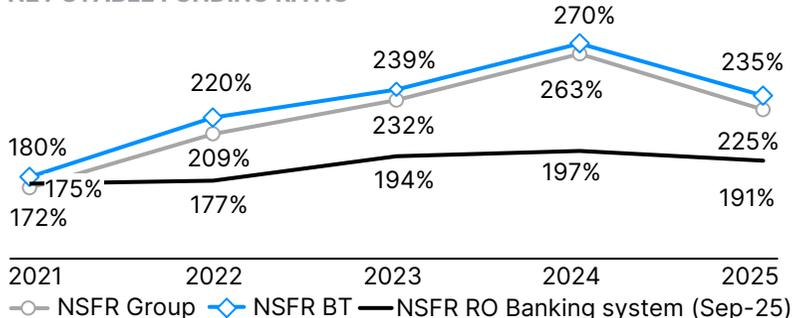
# HIGH LIQUIDITY LEVELS MAINTAINED

## GROUP LIQUIDITY RATIOS EVOLUTION

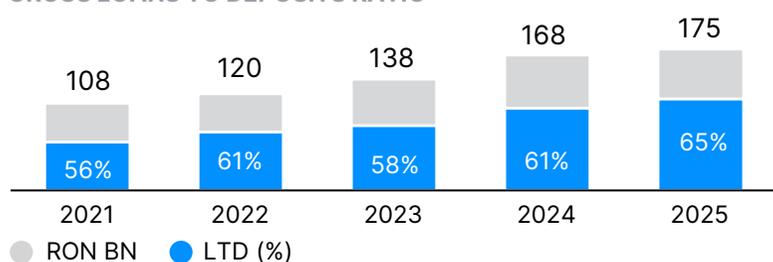
### LIQUIDITY COVERAGE RATIO



### NET STABLE FUNDING RATIO

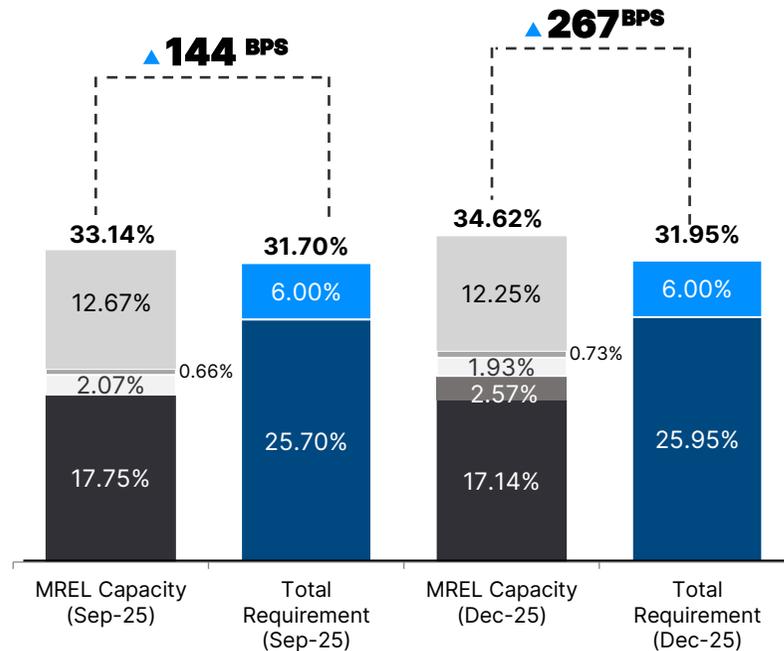


### GROSS LOANS TO DEPOSITS RATIO



## MREL CAPACITY VS REQUIREMENTS\*

\*Preliminary figures, without including the unaudited profit for 2025



- CBR
- MREL Requirement
- AT1
- CET1
- Tier 2
- Eligible Instruments
- Other Sub. Liabilities

- EUR 500 million AT1 issuance in Q4'25 contributed approximately 257 bps to the MREL ratio.
- MREL requirement increased by 25bps following NBR's annual review, with a revised subordination level of 22.45% (net of CBR).



# BT'S CREDIT RATINGS

## MOODY'S

Long- and Short-Term Counterparty Risk Ratings (CRRs)	Baa1/P-2
Long- Term Deposit Ratings	Baa1
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	Baa2/P-2
ESG Credit Impact Score	CIS-2
ESG Issuer Profiles Scores	E-3/S-3/G-2
Outlook on the Long-Term Issuer Ratings	Stable

- [Moody's Ratings](#) upgrades Banca Transilvania's long-term deposit ratings to Baa1 and long- and short-term issuer ratings to Baa2/P-2 and changed the outlook to negative from positive for long-term deposit ratings in line with sovereign update, and to stable from positive for long-term issuer ratings.
- Banca Transilvania "ba1" standalone Baseline Credit Assessment reflects the bank's good capitalization, strong and sustainable profitability, granular deposit-based funding and ample liquidity.
- The stable outlook on the bank's long-term issuer ratings reflects the bank's financial performance, and the expectation that its capital and profitability will remain resilient despite macroeconomic headwinds.

## 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](#) has affirmed Banca Transilvania's long-term issuer rating at 'BBB-' and the bank's viability rating at 'bbb-'. The outlook was maintained to negative in the context of sovereign rating.
- BT's ratings reflect its strong and well-established domestic franchise, healthy capital buffers supported by strong internal capital generation capacity, stable funding profile, and the quality of assets, 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.

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**BT Financial  
Group**

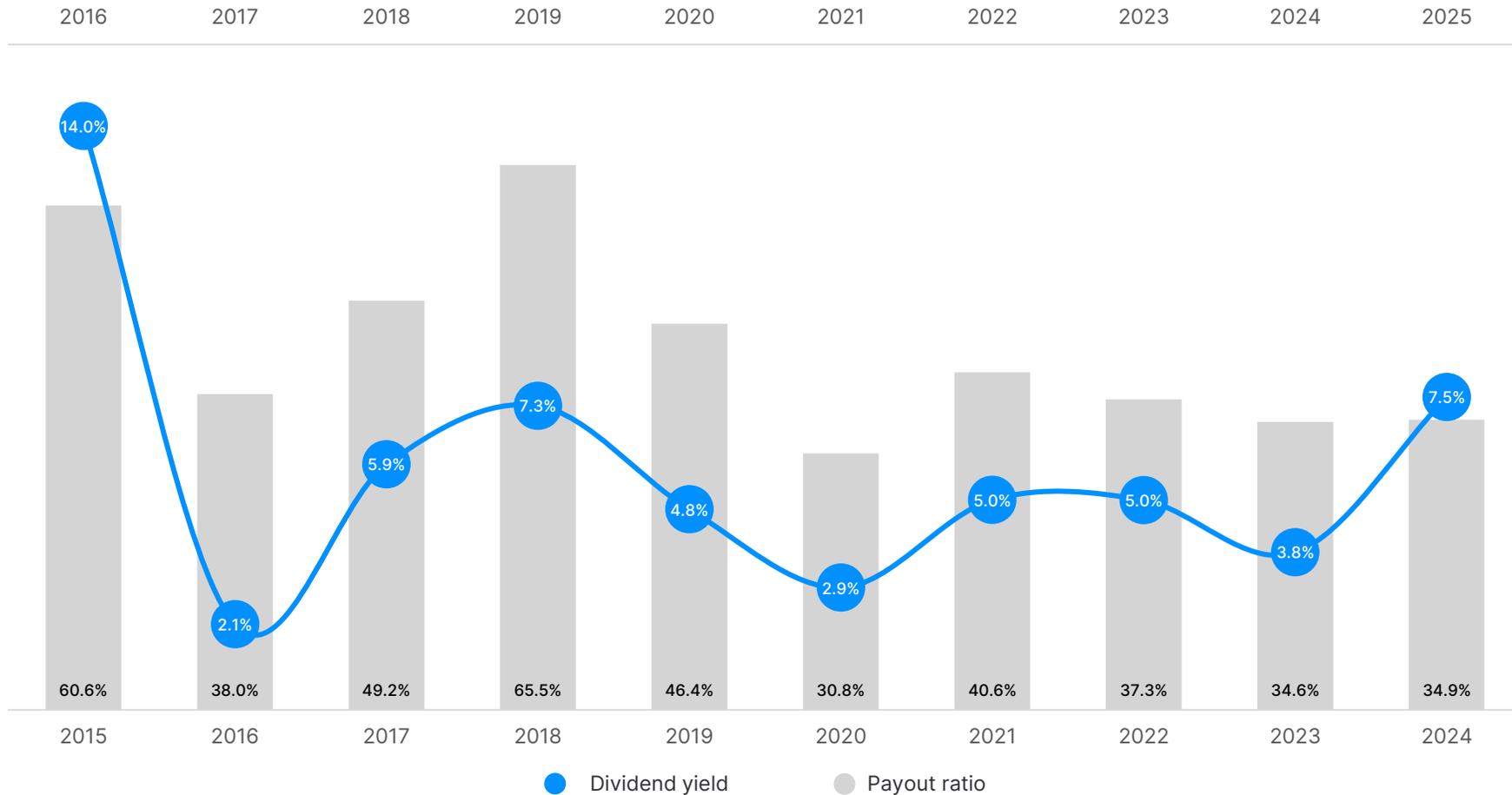
**6**

**Appendix**

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# DELIVERING ON INVESTORS EXPECTATIONS



**\*Note:** The payout ratio is calculated as total dividends declared in respect of the fiscal year divided by the consolidated net income attributable to the Bank's shareholders. It is plotted against the primary (lower) horizontal axis, which reflects fiscal years.

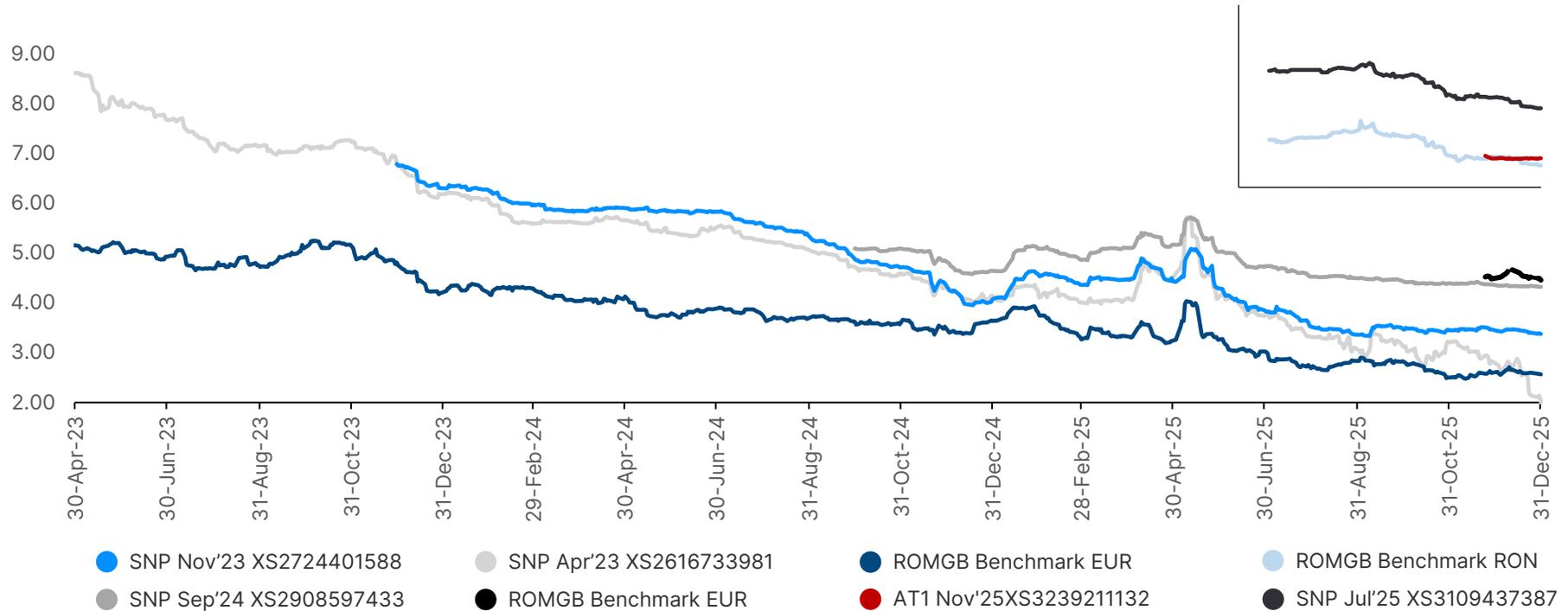
The dividend yield is defined as the dividend per share divided by the unadjusted share price on the trading day immediately preceding the ex-dividend date. In years with multiple distributions, individual yields are added together. Dividend yields are plotted against the secondary (upper) horizontal axis, which reflects the calendar years in which the distributions were made. Price adjusted for reverse stock splits and stock dividends.

**\*Source:** Company data, EquityRT, BTCP calculations



# BT IN INTERNATIONAL MARKETS

## TLV BONDS PERFORMANCE



## BT, REGULAR BOND ISSUER

### 2025: FIRST ISSUANCE ON THE LOCAL MARKET

- Largest bond issuance listed on the Bucharest Stock Exchange: RON 1.5 BN, 7NC6, SNP, coupon of 8.875%  
50% subscribed by Romanian Institutional investors

### 2025 AT1- DEBUT BOND ISSUANCE

- AT1 debut in international financial markets with EUR 500 MN in Nov'25, PNC5.5, coupon of 7.125%  
Impressive investors' reception: 6.5x order book at peak, with final oversubscription of 5.3x

# **AGENDA**

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# FROM COMMITMENT TO RESULTS

## ESG RATINGS

FTSE RUSSELL	3.3/5
SUSTAINALYTICS	14.9 Low ESG Risk
REFINITIV	75/100
CST INDEX	93/100

## CARE FOR THE COMMUNITY IN 2025

**87** MN  
RON

**380**

The total investments  
in the **CSR projects**

**Projects** organized by  
350 partners

- Through the BT Pay app our customers shared over **RON 2 MN** to sustain different CSR causes
- Prominent projects in 2025: **“FIT – Finanțe pe înțelesul tuturor”** (financial education), **“Stai un pic înainte de click”** (online security), **“Via Transilvanica”** (promoting Romanian tourism)
- Supporter of major cultural and sports events from Romania

## SUSTAINABLE FINANCING

### GREEN MORTGAGES

- In 2025, we originated approximately **3,500 green mortgages**, totaling **RON 1.2 BN** (+142% vs. 2024).
- Green mortgages accounted for **8.48%** of total new mortgage production for the year.

### GREEN MOBILITY

- In 2025, we financed the acquisition of more than **9,500 hybrid and electric vehicles** through BT Leasing, with total financing of approximately **RON 1.9 BN**, (+54% vs. 2024)
- As of December 2025, around **two-thirds** of BT Leasing’s financed portfolio consists of **hybrid or electric vehicles**.

### GREEN FINANCING

- In 2025, we extended more than **RON 2.15 BN** in green loans to corporate clients (+20.3% vs. 2024).
- Financing was predominantly allocated to **green building** projects (RON 938 million), **renewable energy** (RON 859 million), and dedicated **climate initiatives** (RON 320 million).

# AGENDA



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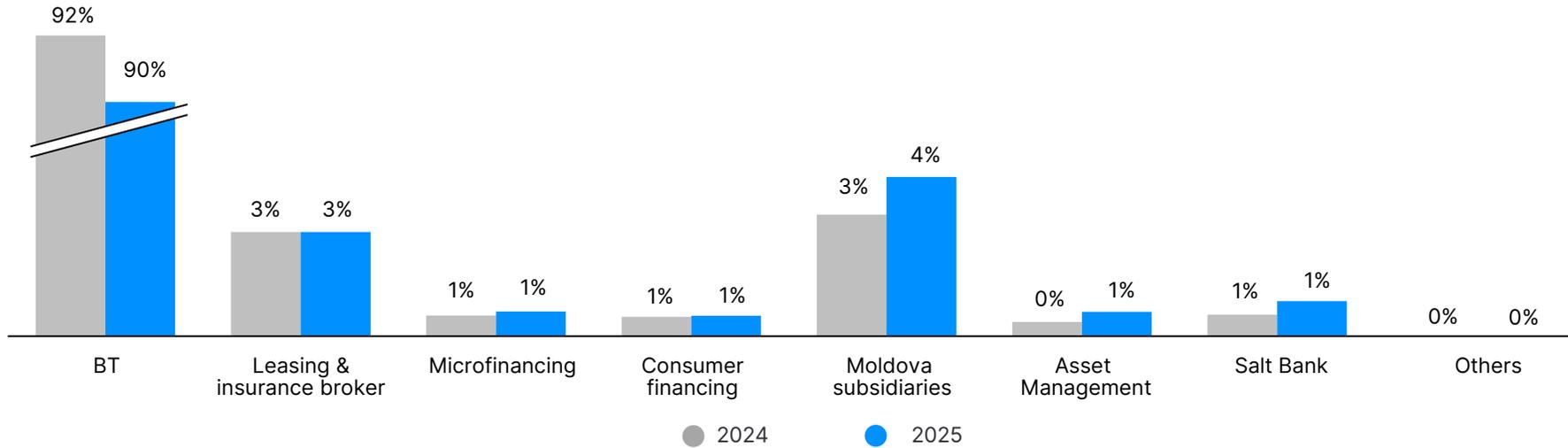
**Appendix**

**7**

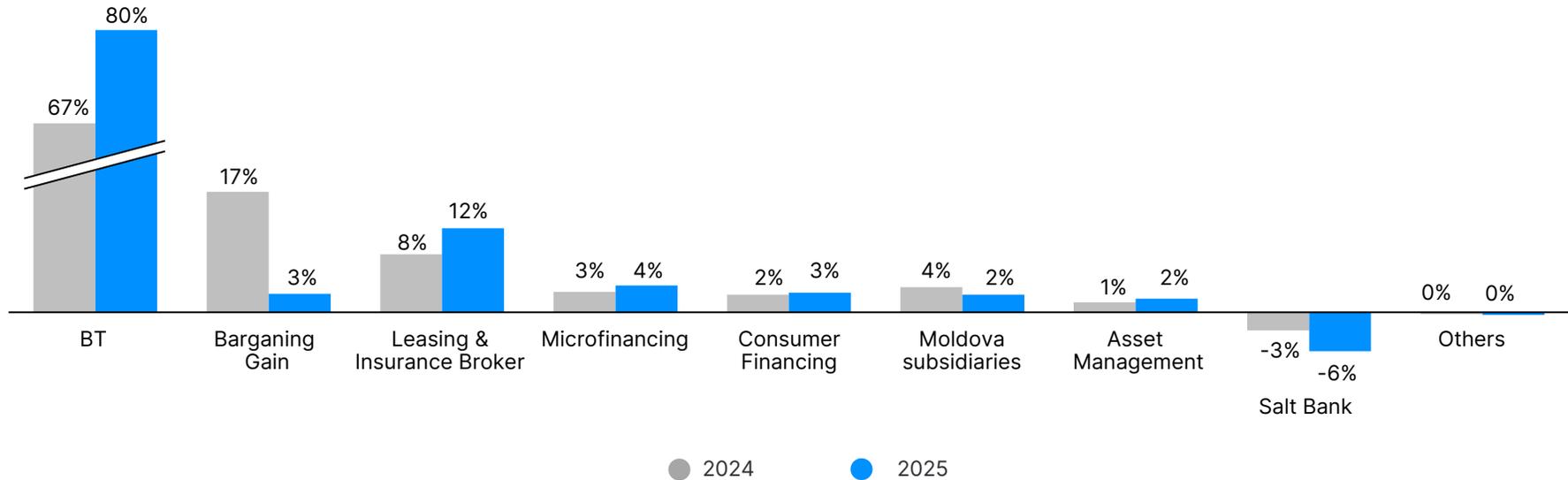


# INTEGRATED FINANCIAL GROUP LEVERAGE ON NETWORK EFFECT

## TOTAL ASSETS BT GROUP



## TOTAL NET PROFIT BT GROUP





# BT FINANCIAL GROUP HIGHLIGHTS

## **BT ASSET MANAGEMENT**

- AUM reached RON 9 bn, +48.5% yoy,
- Investor base up by 66% to 420,000+
- 57% of all new investors choose BTAM in 2025
- 40% of all transactions targeted the Equity Fund - BT Index Romania ROTX

## **BT CAPITAL PARTNERS**

- #1 on the BSE for the 2nd consecutive year (28% market share)
- #1 on the bonds market for the 3rd year in a row (35% share)

## **BT PENSII**

- Pensia Mea ranks 2nd in terms of no. of customers
- 81% increase in the customer base in 2025
- Private pensions AUM 10bn RON, on behalf of 800k+ customers.

## **INNO INVESTMENTS**

- AuM RON 598 mn, +2% YoY
- AIFM authorization received in 3Q25.
- BT Property, the RE alternative investment fund taken over in 4Q25.

## **ICC**

- 13% total assets growth vs. YE24
- Benchmark score above 71.63% of companies in the industry

## **BT LEASING**

- 10% total assets growth vs. 2024
- 97% increase of net profit vs 2024

## **BT BROKER**

- Market leader – 13% CASCO market share
- Significant synergies with BT Leasing, while positioned for growth

## **BT MIC**

- 52% market share of total micro-financing assets
- Financing provided to over 11,000 micro-enterprises in 2025
- RON 1.6 bn gross loans, +28% YoY

## **VICTORIABANK**

- Acquisition of Microinvest completed in October 2025
- 28% total assets growth vs. YE24
- Gross loans: +37% YoY, Deposits from customers: +25% YoY

## **SALT BANK**

- Gross loans: +269% YoY
- Deposits from customers: +87% YoY

## **BT DIRECT**

- 13% total assets growth vs. YE24

# BANCA TRANSILVANIA POSITIONED FOR GROWTH IN 2026



BT STANDALONE	2021	2022	2023	2024	2025	Guidance 2026
<b>NET LOANS (YoY)</b>	+29.4%	+21.5%	+12.8%	+13.8%	+22.5%	+9%
<b>TOTAL DEPOSITS (YoY)</b>	+16.3%	+13.4%	+15.4%	+12.2%	+12.0%	+6%
<b>NII (YoY)</b>	+6.2%	+33.5%	+18.1%	+28.1%	+19.9%	+7%
<b>NFCI (YoY)</b>	+22.8%	+23.8%	+10.8%	+14.7%	+9.5%	+13%
<b>CoR (bps)</b>	65	47	35	51	59	~70
<b>C/I</b>	48.09%	49.65%	45.60%	45.38%	44.39%	46%
<b>C/I without turnover tax</b>				42.10%	39.41%	39%
<b>ROE</b>	18.04%	25.25%	24.41%	27.02%	25.23%	>20%
<b>CAR</b>	24.48%	21.61%	21.97%	23.69%	22.71%	>20%

# **AGENDA**

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## ANNEX 1: INCOME STATEMENT, IFRS INDIVIDUAL

RON   MN	2025	2024	YoY	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	QoQ
Net interest income	6,631.2	5,532.2	19.9%	1,709.4	1,727.7	1,658.9	1,535.2	1,435.9	-1.1%
Net fee and commission income	1,388.3	1,268.3	9.5%	336.7	368.5	358.5	324.7	330.6	-8.6%
Net trading income	894.1	707.5	26.4%	211.6	231.2	267.4	183.9	238.1	-8.5%
Other net income	872.0	715.9	21.8%	379.5	283.6	122.9	86.0	248.0	33.8%
<b>OPERATING INCOME</b>	<b>9,785.6</b>	<b>8,223.9</b>	<b>19.0%</b>	<b>2,637.3</b>	<b>2,611.0</b>	<b>2,407.6</b>	<b>2,129.7</b>	<b>2,252.6</b>	<b>1.0%</b>
Personnel expenses	(2,162.5)	(1,945.3)	11.2%	(532.8)	(531.4)	(521.5)	(576.8)	(500.9)	0.3%
D&A	(453.4)	(419.5)	8.1%	(111.1)	(111.1)	(119.9)	(111.3)	(101.6)	0.0%
Other operating expenses	(1,728.1)	(1,366.9)	26.4%	(524.5)	(456.4)	(392.8)	(354.4)	(400.7)	14.9%
<b>OPERATING EXPENSES</b>	<b>(4,343.9)</b>	<b>(3,731.7)</b>	<b>16.4%</b>	<b>(1,168.4)</b>	<b>(1,098.9)</b>	<b>(1,034.2)</b>	<b>(1,042.4)</b>	<b>(1,003.1)</b>	<b>6.3%</b>
<b>PRE-PROVISION OPERATING PROFIT</b>	<b>5,441.7</b>	<b>4,492.2</b>	<b>21.1%</b>	<b>1,468.8</b>	<b>1,512.1</b>	<b>1,373.4</b>	<b>1,087.3</b>	<b>1,249.4</b>	<b>-2.9%</b>
<b>COST OF RISK</b>	<b>(622.2)</b>	<b>(332.2)</b>	<b>87.3%</b>	<b>(73.2)</b>	<b>(139.3)</b>	<b>(165.2)</b>	<b>(244.6)</b>	<b>(245.8)</b>	<b>-47.5%</b>
<b>NET PROFIT BEFORE TAXATION</b>	<b>4,819.4</b>	<b>4,160.0</b>	<b>15.9%</b>	<b>1,395.6</b>	<b>1,372.8</b>	<b>1,208.2</b>	<b>842.7</b>	<b>1,003.6</b>	<b>1.7%</b>
Income tax expense	(724.2)	(628.3)	15.3%	(222.6)	(226.9)	(188.1)	(86.4)	(180.8)	-1.9%
<b>NET PROFIT AFTER TAXATION</b>	<b>4,095.3</b>	<b>3,531.7</b>	<b>16.0%</b>	<b>1,173.0</b>	<b>1,145.9</b>	<b>1,020.1</b>	<b>756.3</b>	<b>822.8</b>	<b>2.4%</b>



## ANNEX 1: BALANCE SHEET, IFRS INDIVIDUAL

RON   MN	2025	2024	Δ YTD
Cash & cash equivalents	23,224.3	16,908.4	37.4%
Placements with banks and public institutions	14,476.3	13,612.1	6.3%
Loans to customers, net	99,691.1	81,390.0	22.5%
T-bills & securities	66,540.6	64,717.1	2.8%
Fixed assets	2,241.5	1,577.0	42.1%
Right-of-use assets	559.7	769.2	-27.2%
Investments in subsidiaries	1,373.5	2,644.7	-48.1%
Current tax assets	0.0	0.0	
Deferred tax assets	188.2	388.3	-51.5%
Other financial assets	1,826.1	2,013.1	-9.3%
Other non-financial assets	276.9	244.1	13.4%
<b>TOTAL ASSETS</b>	<b>210,398.1</b>	<b>184,263.9</b>	<b>14.2%</b>
Deposits from banks	321.1	1,173.8	-72.6%
Deposits customers	168,861.7	150,785.3	12.0%
Loans from banks and FIs	14,604.3	11,209.5	30.3%
Subordinated loan	2,466.3	2,405.1	2.5%
Current tax liabilities	74.9	184.3	-59.4%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	639.5	500.1	27.9%
Financial liabilities from leasing contracts	595.6	747.9	-20.4%
Other financial liabilities	2,347.9	2,818.2	-16.7%
Other non-financial liabilities	394.7	220.7	78.9%
<b>TOTAL LIABILITIES</b>	<b>190,306.1</b>	<b>170,044.8</b>	<b>11.9%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>20,092.0</b>	<b>14,219.1</b>	<b>41.3%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>210,398.1</b>	<b>184,263.9</b>	<b>14.2%</b>



## ANNEX 2: INCOME STATEMENT, IFRS CONSOLIDATED

RON   MN	2025	2024	YoY	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	QoQ
Net interest income	8,065.5	6,907.8	16.8%	2,108.6	2,042.8	1,952.6	1,961.5	1,896.3	3.2%
Net fee and commission income	1,622.9	1,487.8	9.1%	402.4	426.8	411.4	382.3	398.3	-5.7%
Net trading income	1,227.4	938.3	30.8%	347.0	351.6	284.3	244.6	291.7	-1.3%
Other net income	744.6	727.5	2.4%	335.9	193.8	145.5	69.5	245.7	73.3%
<b>OPERATING INCOME</b>	<b>11,660.5</b>	<b>10,061.4</b>	<b>15.9%</b>	<b>3,193.8</b>	<b>3,015.0</b>	<b>2,793.8</b>	<b>2,657.9</b>	<b>2,832.1</b>	<b>5.9%</b>
Personnel expenses	(2,702.6)	(2,599.6)	4.0%	(690.3)	(655.0)	(635.3)	(722.1)	(766.9)	5.4%
D&A	(558.4)	(516.7)	8.1%	(143.9)	(134.1)	(143.6)	(136.7)	(144.6)	7.2%
Other operating expenses	(2,179.7)	(1,743.1)	25.0%	(636.6)	(538.2)	(508.3)	(496.5)	(554.4)	18.3%
<b>OPERATING EXPENSES</b>	<b>(5,440.7)</b>	<b>(4,859.4)</b>	<b>12.0%</b>	<b>(1,470.8)</b>	<b>(1,327.4)</b>	<b>(1,287.2)</b>	<b>(1,355.3)</b>	<b>(1,466.0)</b>	<b>10.8%</b>
<b>PRE-PROVISION OPERATING PROFIT</b>	<b>6,219.9</b>	<b>5,202.0</b>	<b>19.6%</b>	<b>1,723.1</b>	<b>1,687.6</b>	<b>1,506.6</b>	<b>1,302.6</b>	<b>1,366.1</b>	<b>2.1%</b>
<b>COST OF RISK</b>	<b>(831.7)</b>	<b>(575.3)</b>	<b>44.6%</b>	<b>(217.4)</b>	<b>(133.8)</b>	<b>(189.6)</b>	<b>(290.9)</b>	<b>(369.7)</b>	<b>62.5%</b>
Bargain gain	121.4	815.7	-85.1%	121.4	0.0	0.0	0.0	8.2	
<b>NET PROFIT BEFORE TAXATION</b>	<b>5,509.6</b>	<b>5,442.4</b>	<b>1.2%</b>	<b>1,627.1</b>	<b>1,553.8</b>	<b>1,317.0</b>	<b>1,011.7</b>	<b>1,004.7</b>	<b>4.7%</b>
Income tax expense	(848.9)	(711.8)	19.3%	(233.7)	(256.8)	(223.8)	(134.7)	(181.7)	-9.0%
<b>NET PROFIT AFTER TAXATION</b>	<b>4,660.7</b>	<b>4,730.5</b>	<b>-1.5%</b>	<b>1,393.4</b>	<b>1,297.1</b>	<b>1,093.2</b>	<b>877.0</b>	<b>823.0</b>	<b>7.4%</b>



## ANNEX 2: BALANCE SHEET, IFRS CONSOLIDATED

RON   MN	2025	2024	Δ YTD
Cash & cash equivalents	25,499.3	21,950.2	16.2%
Placements with banks and public institutions	16,552.3	13,714.9	20.7%
Loans to customers, net	106,709.9	96,369.9	10.7%
T-bills & securities	69,207.8	68,410.3	1.2%
Fixed assets	3,136.7	2,785.5	12.6%
Right-of-use assets	589.2	586.6	0.4%
Investments in associates	28.9	23.3	23.8%
Current tax assets	0.0	0.0	
Deferred tax assets	223.5	462.2	-51.6%
Other financial assets	2,019.8	2,327.4	-13.2%
Other non-financial assets	446.2	405.2	10.1%
<b>TOTAL ASSETS</b>	<b>224,413.7</b>	<b>207,035.5</b>	<b>8.4%</b>
Deposits from banks	301.8	951.2	-68.3%
Deposits customers	175,249.8	167,869.3	4.4%
Loans from banks and FIs	17,122.8	12,237.7	39.9%
Subordinated loan	2,643.3	2,530.5	4.5%
Current tax liabilities	103.2	215.0	-52.0%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	837.1	827.4	1.2%
Financial liabilities from leasing contracts	624.4	617.5	1.1%
Other financial liabilities	3,758.2	4,037.3	-6.9%
Other non-financial liabilities	475.3	313.0	51.9%
<b>TOTAL LIABILITIES</b>	<b>201,115.9</b>	<b>189,598.9</b>	<b>6.1%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>22,410.1</b>	<b>16,617.5</b>	<b>34.9%</b>
Non-controlling interest	887.7	819.0	8.4%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>224,413.7</b>	<b>207,035.5</b>	<b>8.4%</b>



## 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).

### NPL EBA (AQT-3.2)

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

### NPL 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.

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



# THANK YOU



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