

BANCA TRANSILVANIA

2023 Financial Results

The 28th of February 2024

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2023 BT overview

BT STAND ALONE	2019	2020	2021	2022	2023
TOTAL ASSETS	+18.0%	+18.2%	+21.0%	+7.1%	+20.8%
NET LOANS	+6.2%	+4.6%	+29.4%	+21.5%	+12.8%
TOTAL DEPOSITS	+18.9%	+18.8%	+16.3%	+13.4%	+15.4%
L/D (gross)	55%	49%	54%	58%	56%
NII	+7.8%	-3.9%	+6.2%	+33.5%	+18.1%
NFCI	+4.7%	-8.2%	+22.8%	+23.8%	+10.8%
CoR	59bps	178bps	42bps	41bps	49bps
NET PROFIT	+33%	-26%	+49%	+22%	+14%
ROE	20.26%	13.67%	18.04%	25.25%	24.41%
CAR	20.00%	22.24%	24.48%	21.61%	23.58%

AGENDA

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Macroeconomic Landscape

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Business Performance

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Risk

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Sustainability

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Digital

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BT Financial Group

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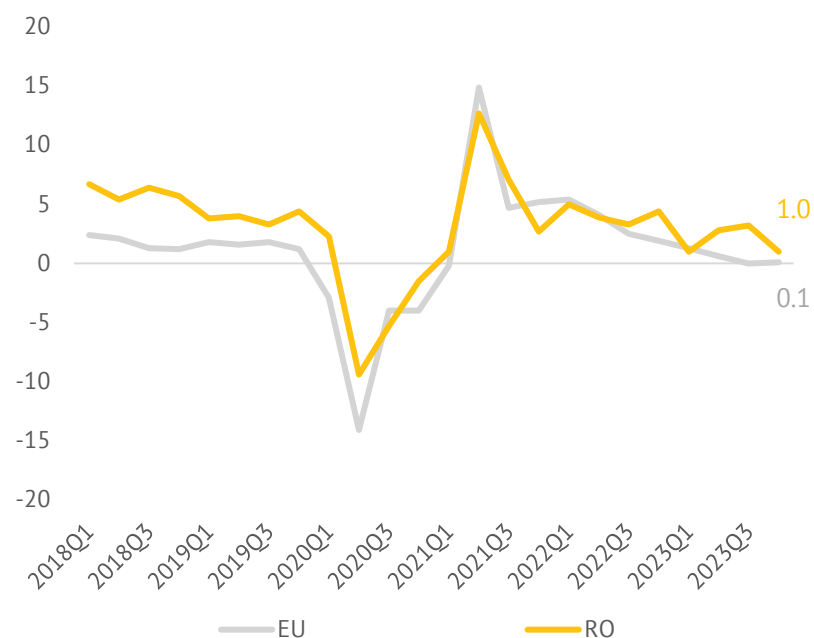
OTP Acquisition

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Appendix

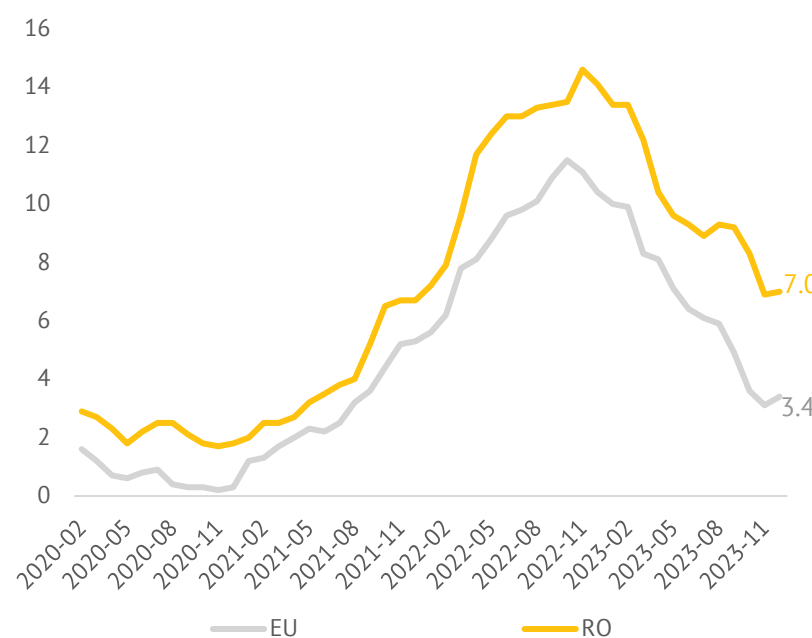
ECONOMIC ACTIVITY

GDP DYNAMICS (% YoY)



Source: Eurostat

CONSUMER PRICES (HICP) (% YoY)



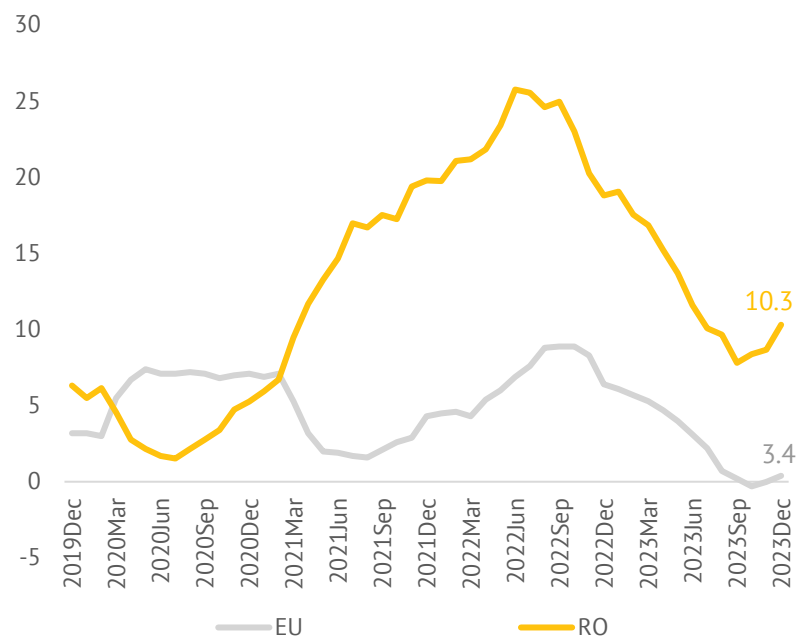
Source: Eurostat

TIGHTENING OF MACROECONOMIC BALANCES

- Despite GDP growth slowing down compared to previous periods, Q4 shows a 1% increase as compared with 0.1% performance at the EU level.
- The annual growth rate of consumer prices recorded a new slight upward trend at the year-end, in line with EU
- During its February monetary policy board meeting, the NBR maintained the monetary policy interest rate at 7.00%.

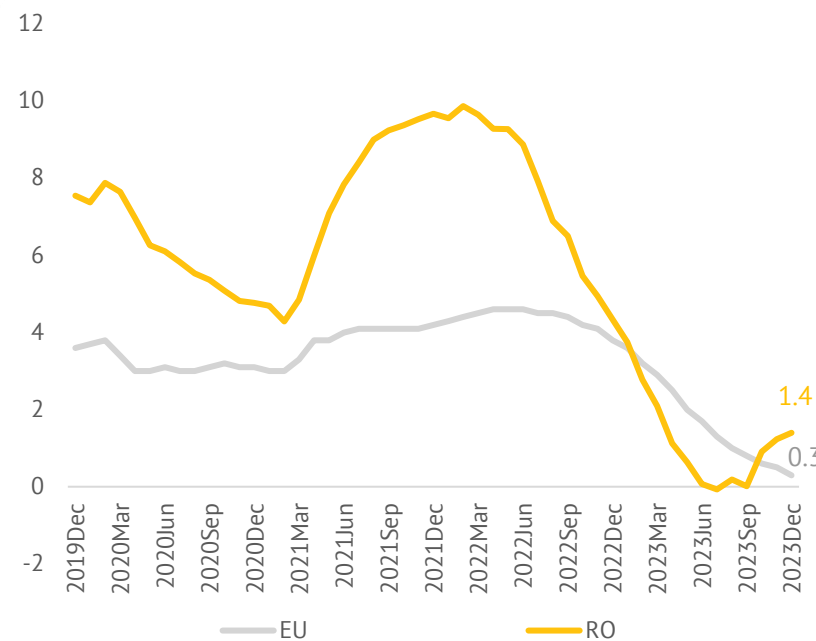
LENDING

CORPORATE LOANS (% YoY)



Source: European Central Bank, NBR (National Bank of Romania)

HOUSEHOLD LOANS (% YoY)



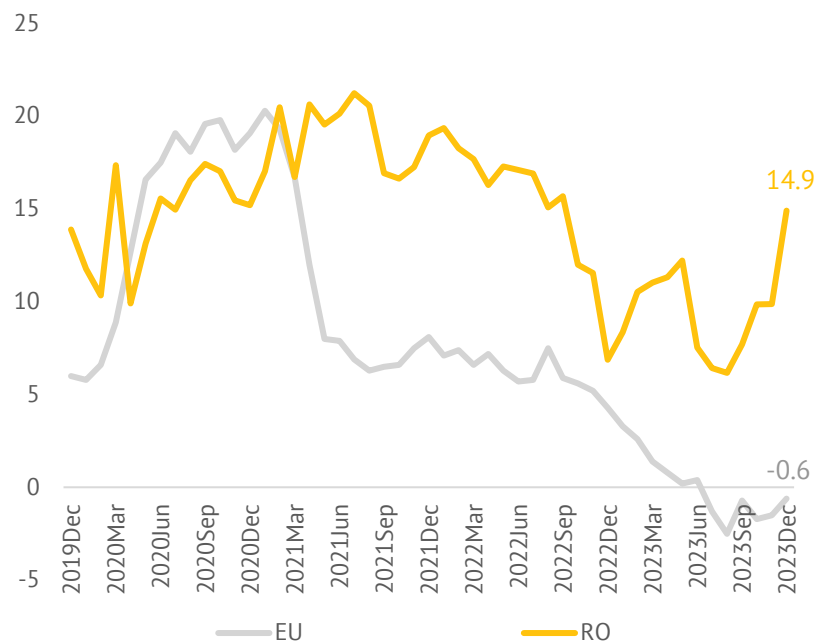
Source: European Central Bank, NBR

LENDING PICKS UP PACE AT YEAR-END

- Corporate lending increased by 10.3% in December compared to the same period last year, well above the European Union (euro area) average.
- Household loans also increased at the year-end, exceeding the European average.
- The loans to deposits ratio was 67.84%.

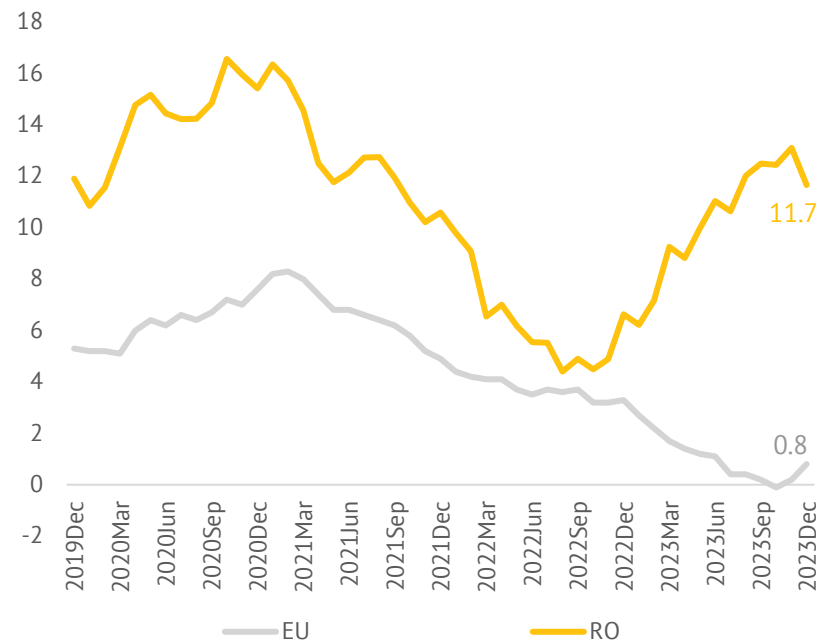
DEPOSITS

CORPORATE DEPOSITS (% YoY)



Source: European Central Bank, NBR

HOUSEHOLD DEPOSITS (% YoY)



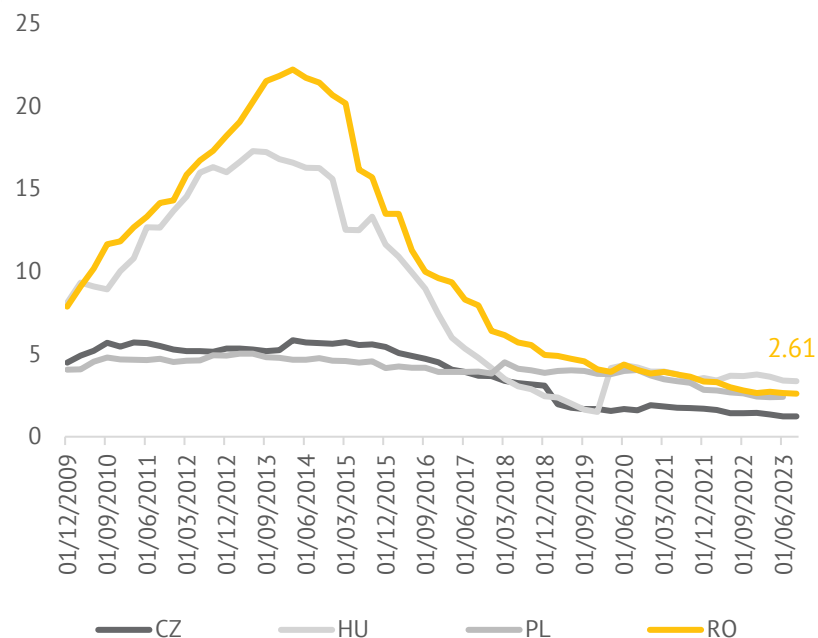
Source: European Central Bank, NBR

DEPOSITS WELL ABOVE THE EUROPEAN AVERAGE

- Corporate deposits grew at a fast pace at the year-end (14.9%), with overnight deposits accounting for a significant share, keeping funding costs low.
- Household deposits are well above EU level, as the interest rate environment encourages a positive change in savings behaviour.

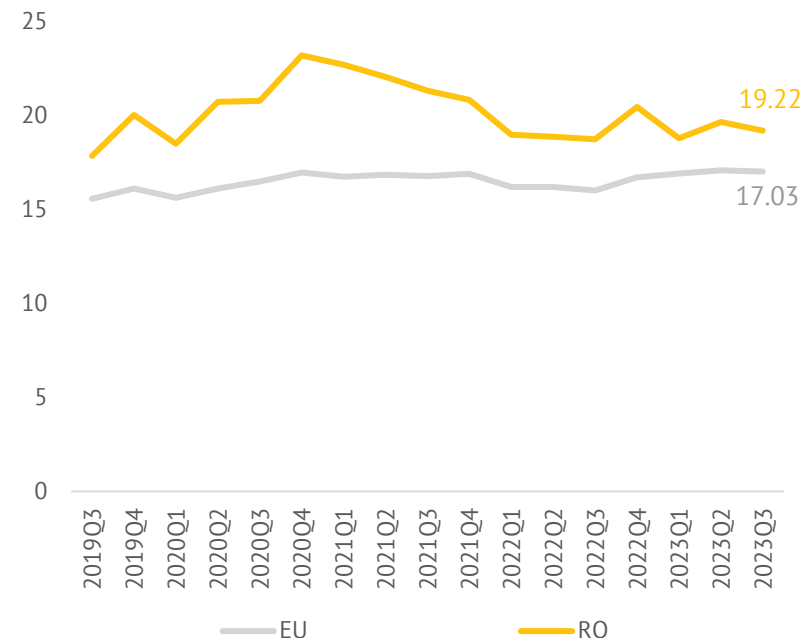
BANKING SECTOR

NPL RATIO (%)



Source: European Central Bank, NBR, Bloomberg

TIER 1 (%)



Source: European Central Bank, NBR

ASSET QUALITY IS CONSTANTLY INCREASING

- The non-performing loan (NPL) ratio remains low.
- Net assets increased to 803.4 billion RON (Dec 2023), up 6.08% from the previous quarter and 14.60% from the same period last year.
- Capital adequacy ratio (TIER 1) in the Romanian banking sector continues to be higher than the EU average.
- ROA and ROE ratios were 1.82% and 20.40% respectively in December 2023.

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BT PERFORMANCE

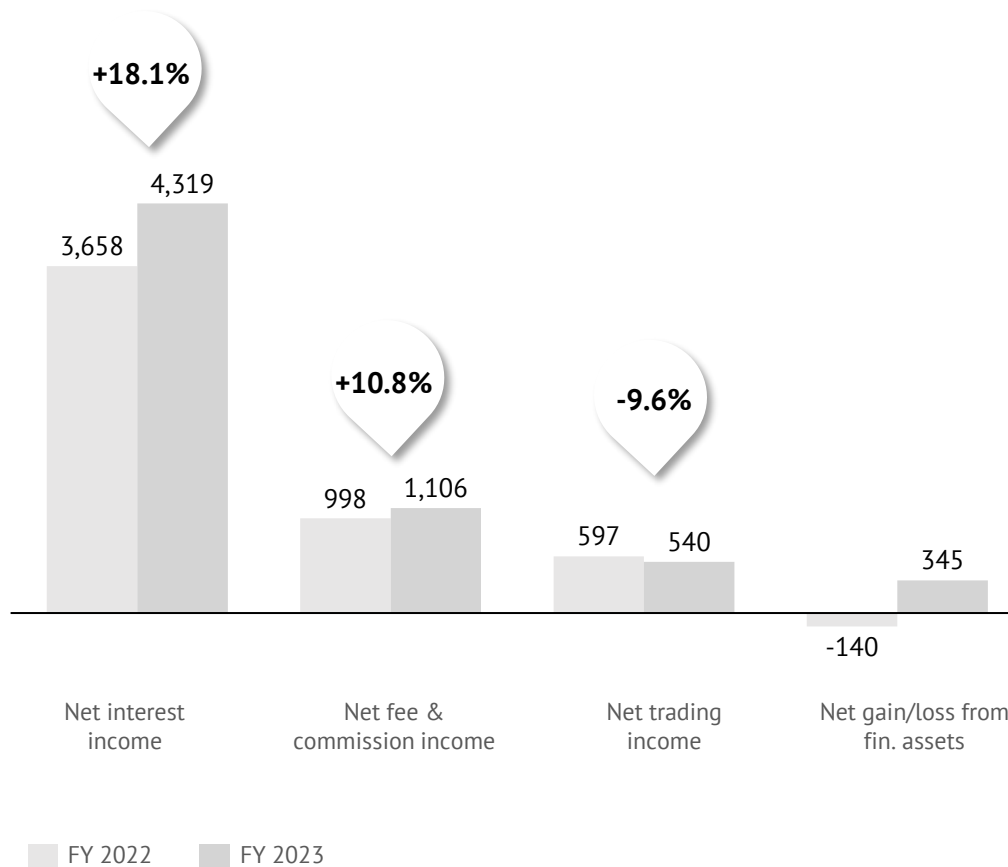
	INDIVIDUAL			CONSOLIDATED		
	FY 2023	FY 2022	Δ	FY 2023	FY 2022	Δ
PROFITABILITY						
Net interest income, <i>RONmn</i>	4,319.2	3,658.2	18.1%	5,213.6	4,426.7	17.8%
Net fee and commission income, <i>RONmn</i>	1,106.0	998.5	10.8%	1,284.3	1,167.8	10.0%
Operating expenses, <i>RONmn</i>	(2,935.5)	(2,661.3)	10.3%	(3,523.6)	(2,983.7)	18.1%
Pre-provision operating profit, <i>RONmn</i>	3,501.7	2,698.7	29.8%	4,219.1	3,296.2	28.0%
Net profit, <i>RONmn</i>	2,490.6	2,178.0	14.4%	2,984.5	2,488.4	19.9%
EPS, RON				3.6244	3.0143	20.2%
Cost of risk, net	0.49%	0.41%	0.08 pp	0.64%	0.69%	-0.04 pp
NIM	3.17%	2.97%	0.20 pp	3.56%	3.38%	0.18 pp
ROE	24.41%	25.25%	-0.84 pp	25.54%	24.93%	0.62 pp
Cost-to-income ratio*	45.60%	49.65%	-4.05 pp	45.51%	47.51%	-2.00 pp

*Computed assuming the annual contribution to Deposits Guarantee Fund and Resolution Fund to be evenly allocated over 12 months.

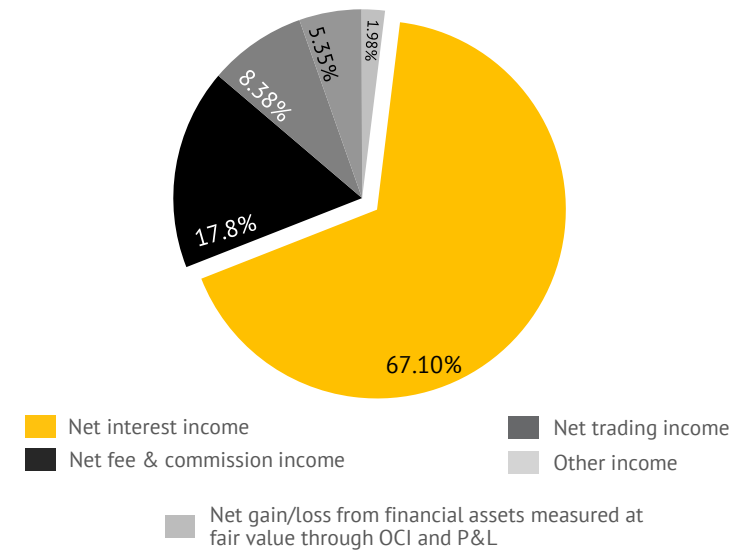
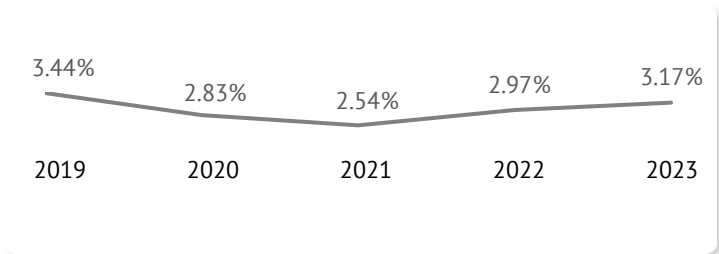
	DEC/23	DEC/22	Δ	DEC/23	DEC/22	Δ
BS HIGHLIGHTS						
Total assets, <i>RONmn</i>	161,785	133,960	20.8%	169,169.2	140,510.8	20.4%
Gross loans, <i>RONmn</i>	75,921	67,474	12.5%	80,420.5	72,529.5	10.9%
Deposits from customers, <i>RONmn</i>	134,443	116,504	15.4%	138,053.0	119,731.7	15.3%
Gross loans-to-deposits ratio	56.47%	57.92%	-1.44 pp	58.25%	60.58%	-2.32 pp
NPL (EBA)	1.98%	2.44%	-0.46 pp			

	DEC/23	DEC/22		DEC/23	DEC/22	
CAPITAL						
Tier 1 capital ratio (profit included)	19.94%	18.92%		19.83%	18.37%	
Total capital ratio (profit included)	23.58%	21.61%		23.09%	20.78%	

TRENDS IN INCOME STRUCTURE

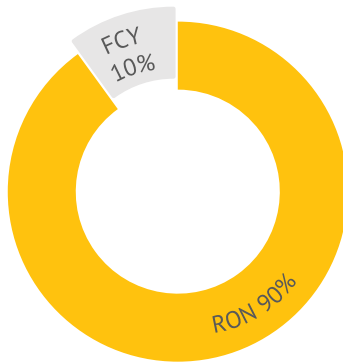


NIM

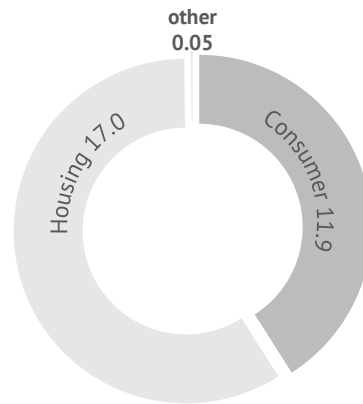


SUSTAINED PORTFOLIO GROWTH WITH STRONG PERFORMANCE IN Q3 AND Q4

LOANS TO HOUSEHOLD

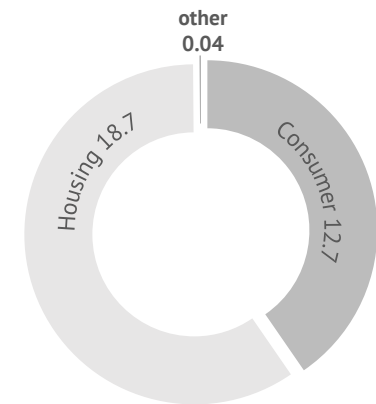


Dec/23



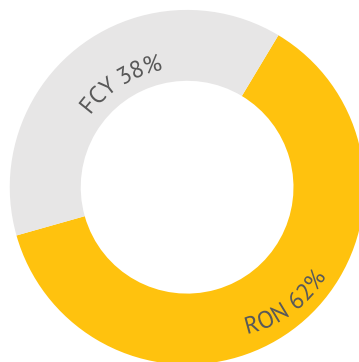
Dec/22
RON 28.9bn

+8.7%

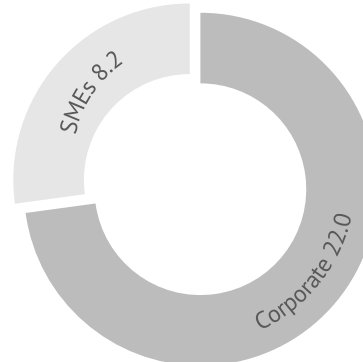


Dec/23
RON 31.4bn

LOANS TO COMPANIES

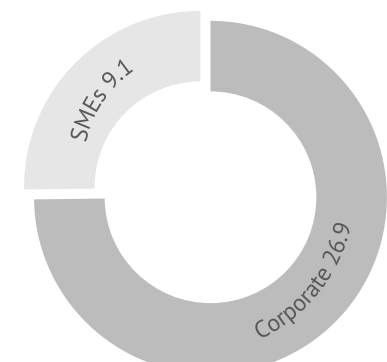


Dec/23



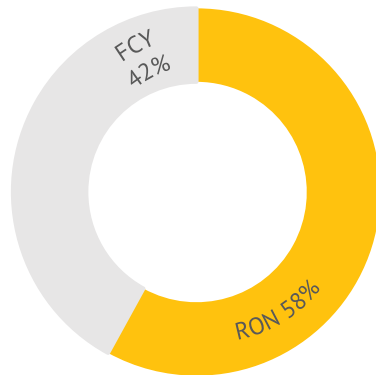
Dec/22
RON 30.1bn

+19.4%

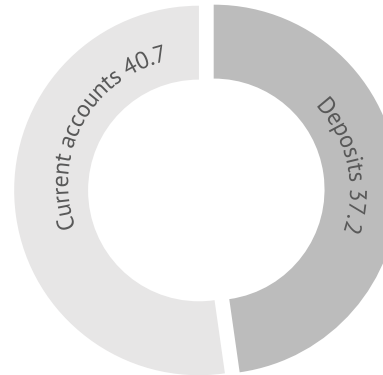


Dec/23
RON 36.0bn

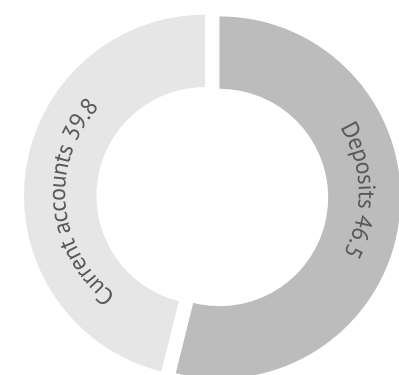
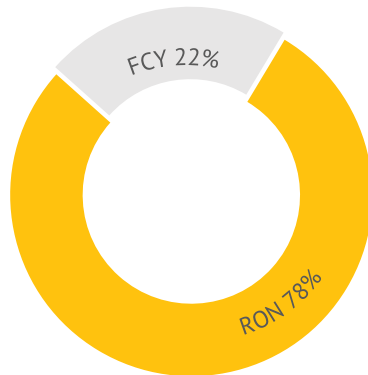
*SMEs identified according to internal classification rules

STICKY AND GROWING DEPOSITOR'S BASE ADJUSTING TO INTEREST RATE ENVIRONMENT**DEPOSITS FROM HOUSEHOLD**

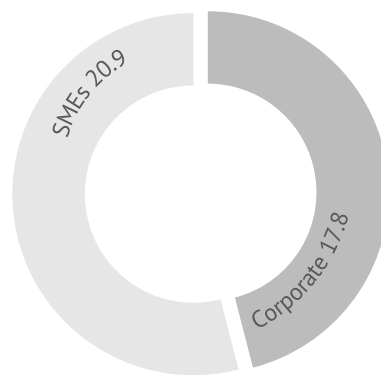
Dec/23

Dec/22
RON 77.9bn

+10.8%

Dec/23
RON 86.3bn**DEPOSITS FROM COMPANIES**

Dec/23

Dec/22
RON 38.6bn

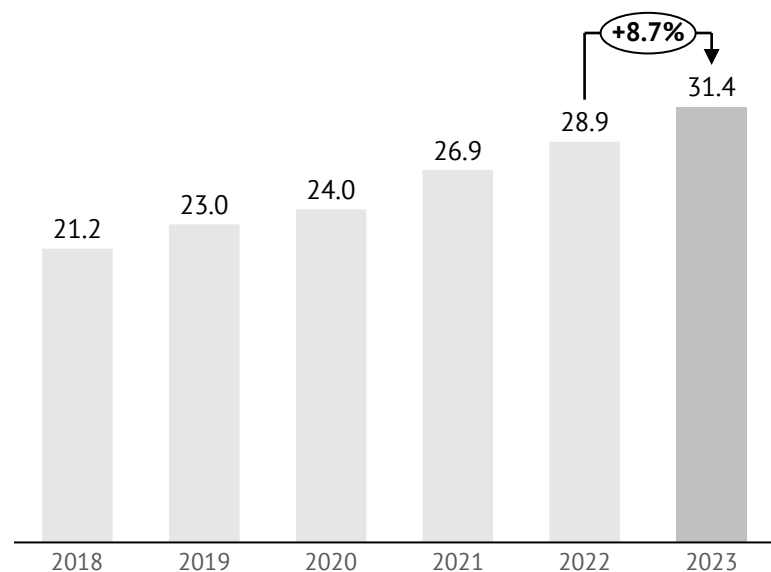
+24.6%

Dec/23
RON 48.2bn

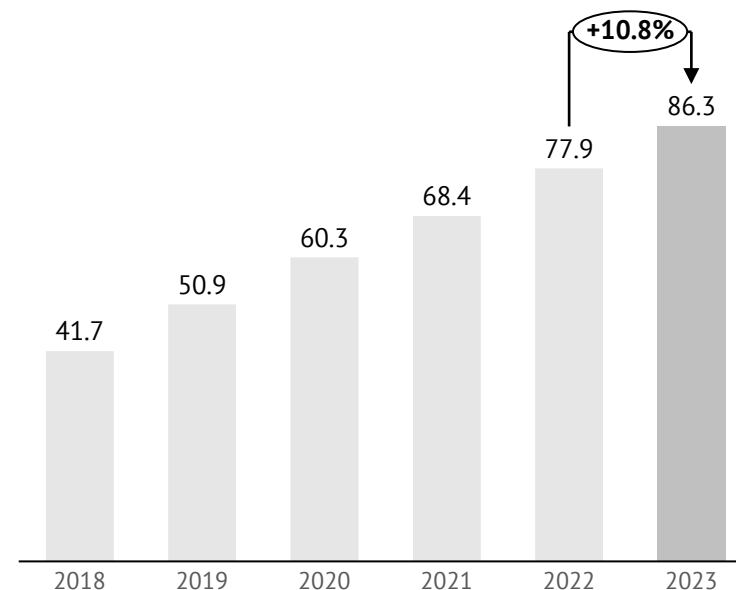
*SMEs identified according to internal classification rules

RETAIL BANKING: RON 10 BILLION IN NEW PRODUCTION (+22% VS. 2022)

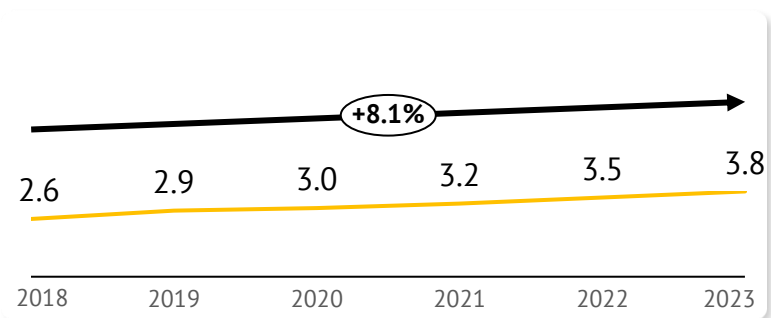
RETAIL LOANS, RON BN



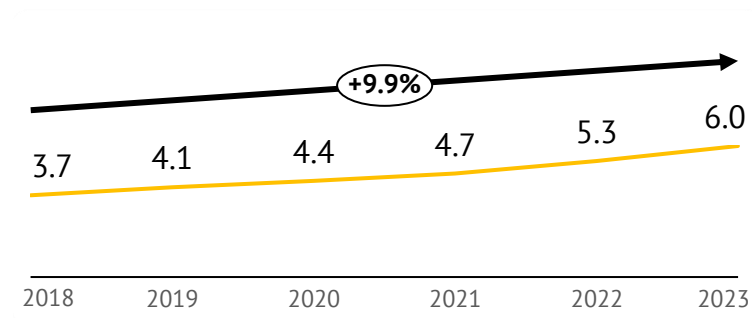
RETAIL DEPOSITS, RON BN



ACTIVE CLIENTS, MN



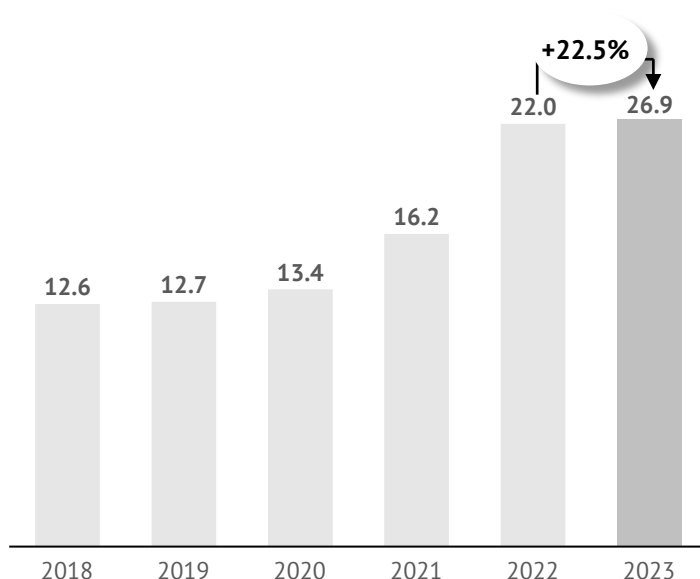
NO. OF CARDS, MN



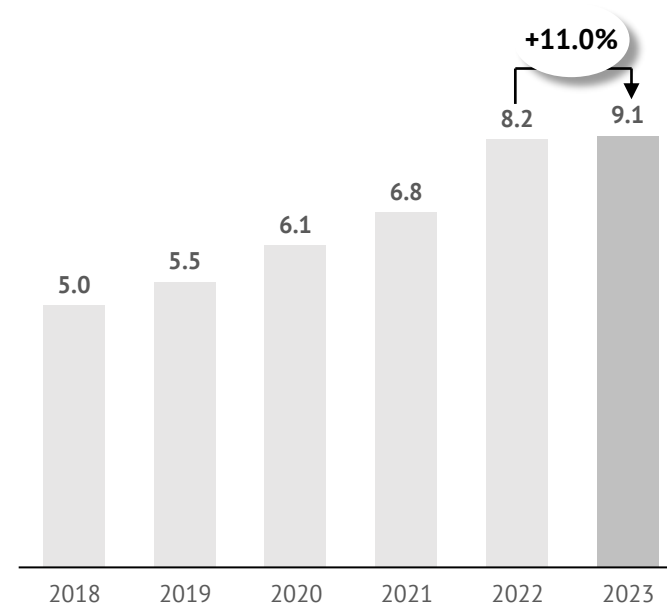
SME & CORPORATE BANKING: RON 23 BILLION IN NEW PRODUCTION (+16% VS. 2022)

CORPORATE LOANS, RON BN

SME LOANS, RON BN



- Tapping into PNRR-related projects, with peak expected from 2024 onwards
- New production less reliant on governmental projects, with IMM Invest approved loans in 2023 of just over RON 3.1bn (~15% of the new production)



- Focus on improving client experience and enhanced quality of services, beyond lending
- Strong credit origination activity across all quarters
- Start-up Nation: approved loans amounting to RON 200mn; Entrepreneur Women – approved loans amounting to RON 30mn

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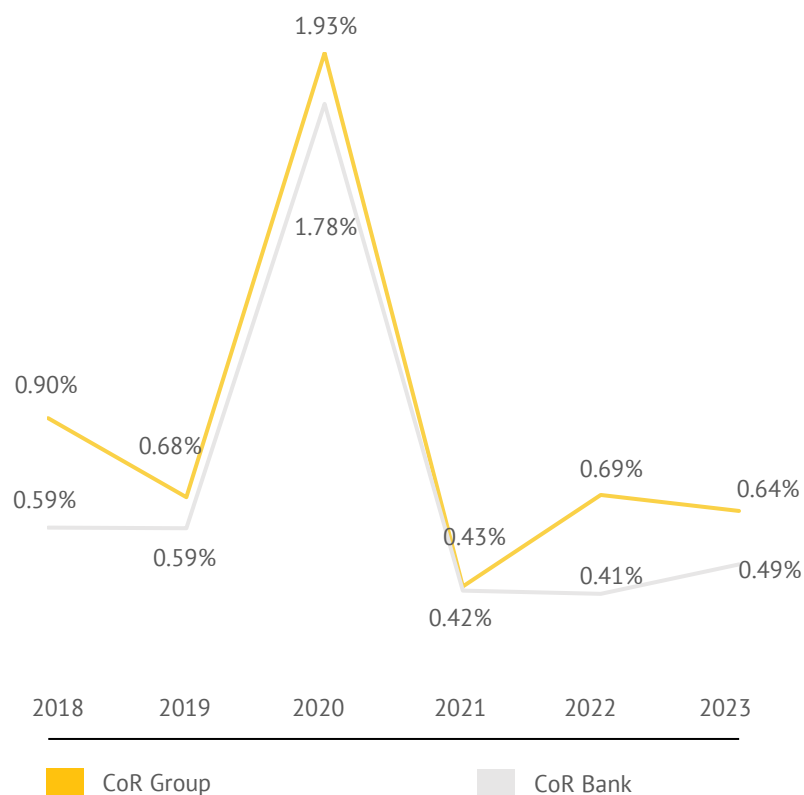
OTP Acquisition

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Appendix

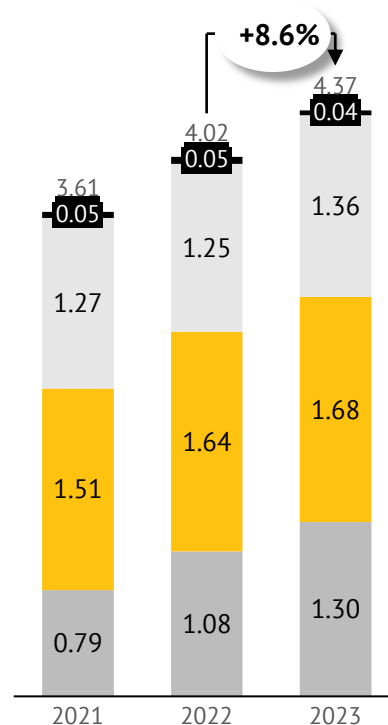
SOUND CREDIT RISK MANAGEMENT

COST OF RISK, %

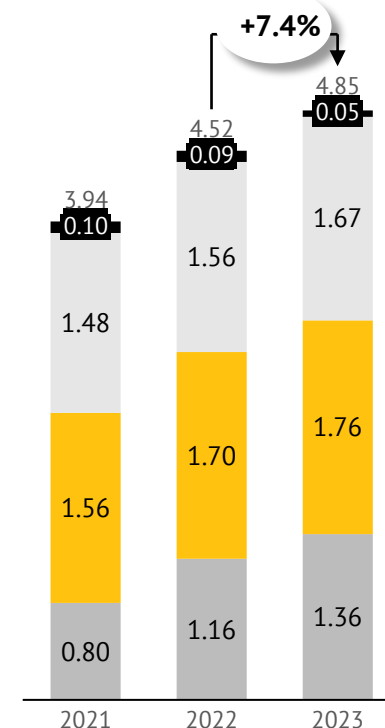


STOCK OF LOAN LOSS PROVISIONS, RON

BT – Stand Alone



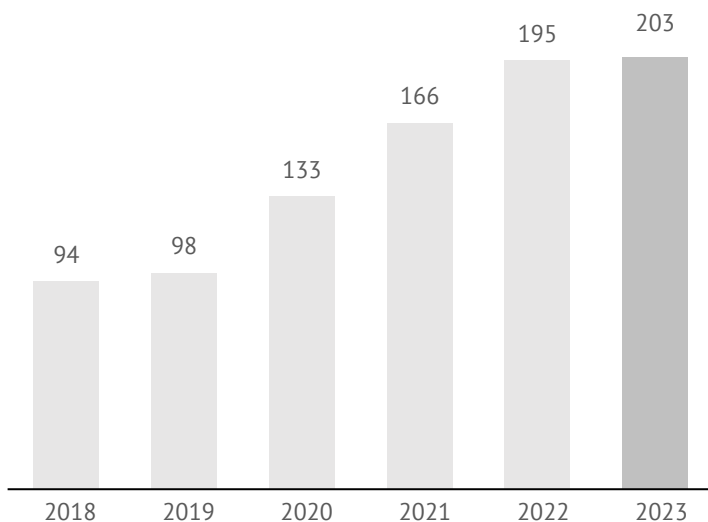
BT – Group



ECL - Stage 1 ECL - Stage 3
 ECL - Stage 2 POCI

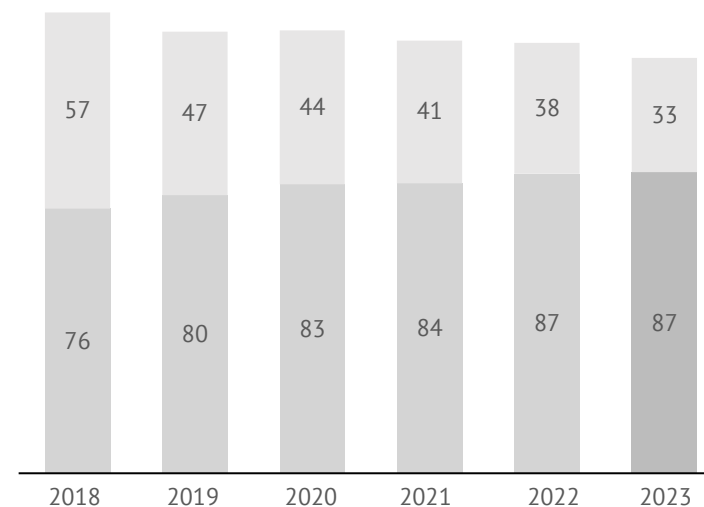
NPL: PRUDENT UNDERWRITING LEADING TO STRONG ASSET QUALITY

NPL COVERAGE RATIO* (EBA), %

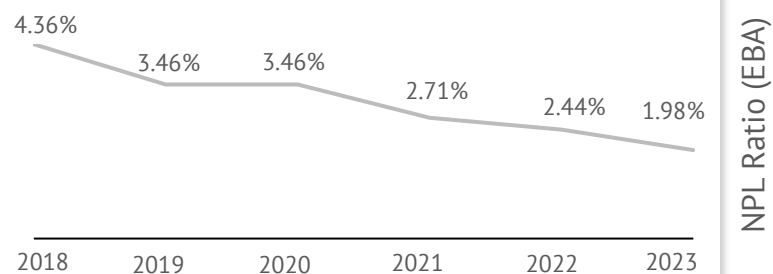


*Total ECL to EBA NPL

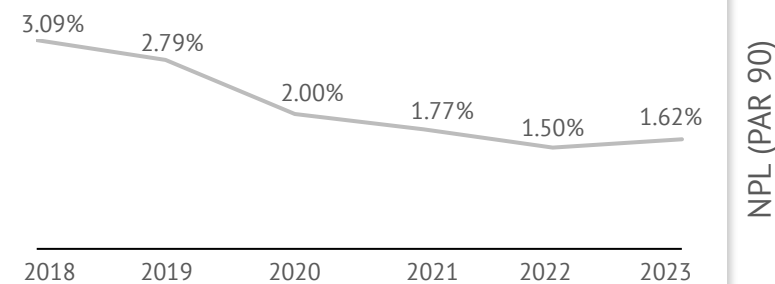
NPL COVERAGE RATIO (PAR90), %



■ NPL coverage with mortgage collaterals
■ NPL coverage with provisions



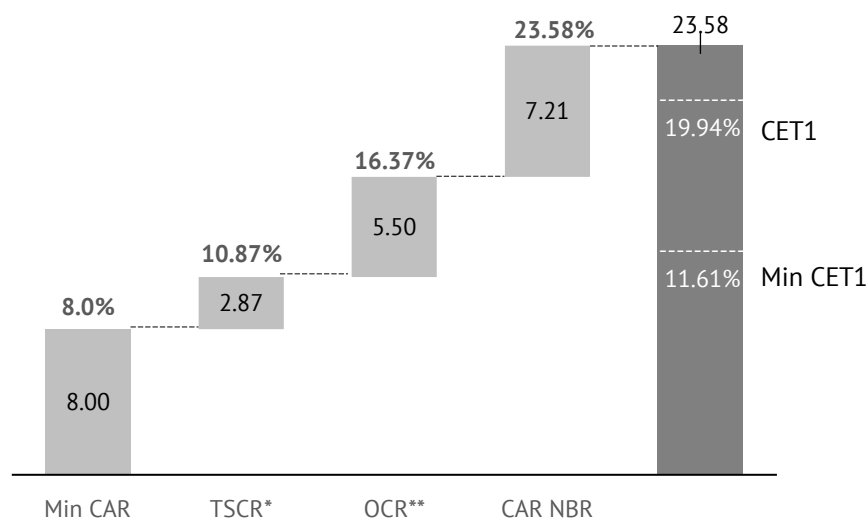
NPL Ratio (EBA)



NPL (PAR 90)

COMFORTABLE CAPITAL POSITION

CAPITAL RATIOS, %



STAND-ALONE BASIS, NBR COMPUTATION

FRAMEWORK, TRANSITIONAL, PROFIT INCLUDED:

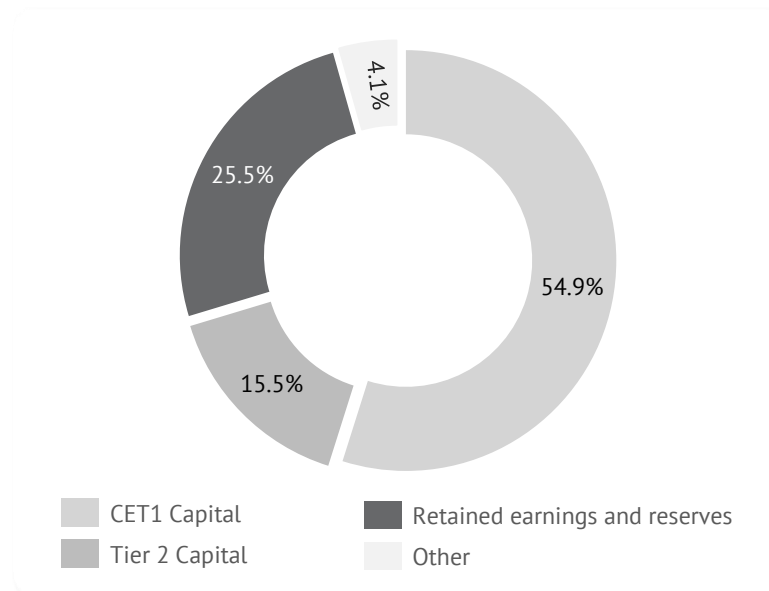
*TCSR includes Min CAR and additional requirements as regulated by NBR

**OCR includes TCSR and capital buffers

Capital buffers account for 5.5%:

- 2.5% conservation buffer plus
- 2% O-SII buffer plus
- 0% systemic risk buffer plus
- 1% countercyclical buffer

OWN FUNDS' STRUCTURE, %

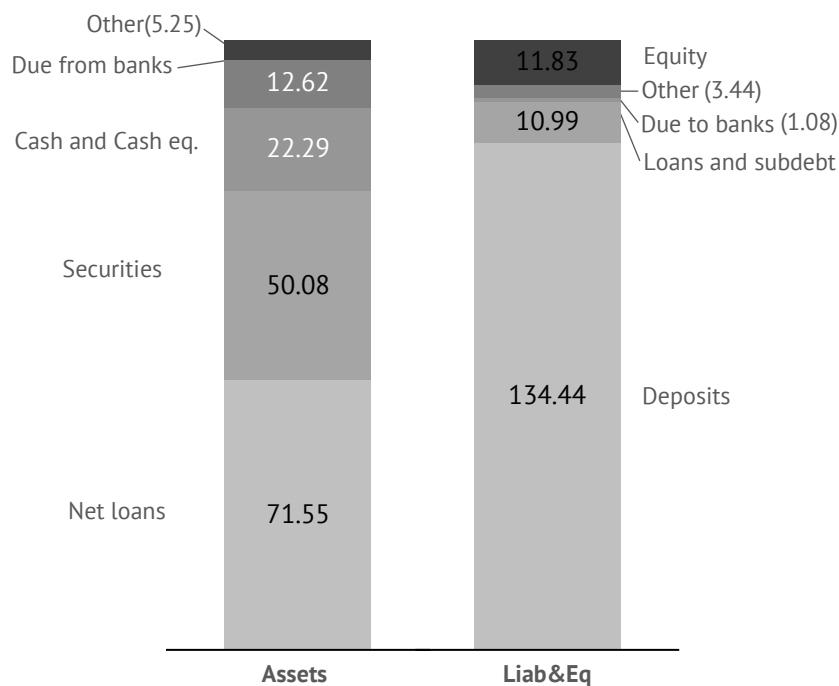


Banca Transilvania has strong capital positions, well above those imposed by capital requirements and regulatory guidance:

OWN FUNDS (+25% vs. 2022)	RON 14.6BN
TOTAL RISK EXPOSURE (+15% vs. 2022)	RON 62.0BN
RWA DENSITY	38%

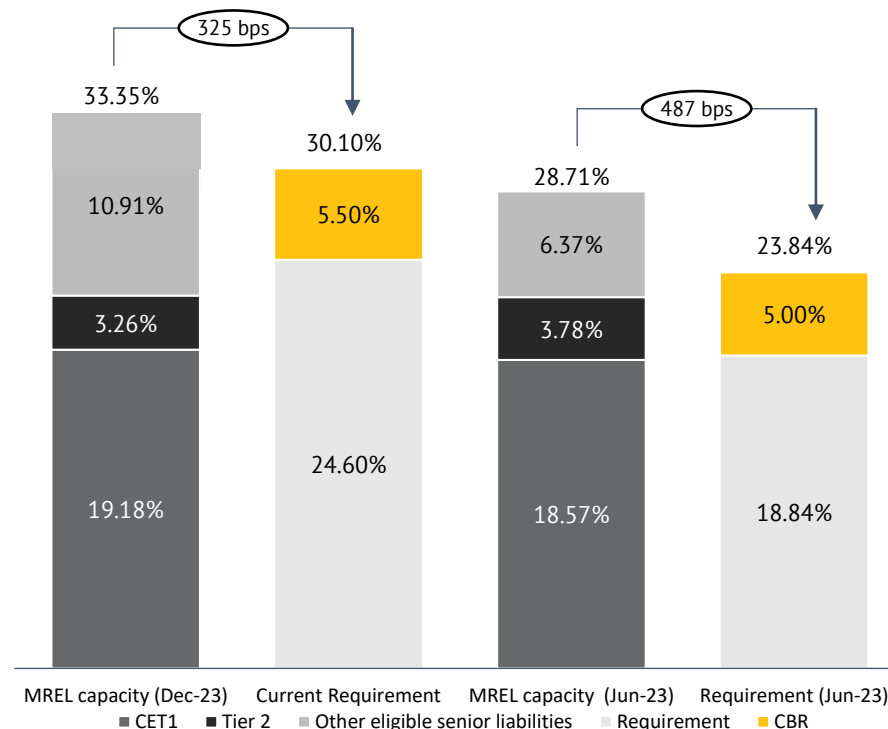
HIGH LIQUIDITY LEVELS MAINTAINED

LIQUID BALANCE SHEET, RON BN



LOAN-TO-DEPOSITS RATIO	56.47%
IMMEDIATE LIQUIDITY	50.74%
LCR	767%
NFSR	239%

MREL STRATEGY



CONSOLIDATED BASIS, PROFIT INCLUDED:

Final MREL targets, into effect from 1 January 2024:

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

BT IN INTERNATIONAL MARKETS: DEBUT, NEW EMTN AND SUSTAINABLE FINANCE FRAMEWORK

TLV BONDS PERFORMANCE

2022 EMTN – FULLY EXECUTED

- BT's debut bond issuance in international financial markets of €500mm in Apr-23 with re-tap of €100mm made in Jun-23 and re-tap of €190mm in Aug-23
- €200mm subordinated bond package from IFC and AIIB in Jul-23.

2023 EMTN – 1/3 EXECUTED

- BT's issuance under the current EMTN program was executed under the Sustainable Finance Framework



UPDATES ON THE CREDIT RATINGS

MOODY'S

Outlook on the Bank's Long-Term Ratings	Stable
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

- BT received for the first time a credit [rating](#) from [Moody's](#), which noted the **robust capital, solid profitability** metrics aided by its **leading market position** and **strong business growth potential, granular deposit-based funding** and **ample liquidity**.
- Moody's considers that BT **adequately manages risks**, despite its **appetite for growth both organically and through acquisitions**.
- In reference to the OTP acquisition, Moody's mentions that it is **credit positive** for BT because it will **reinforce its leading domestic franchise** and has the potential to further **enhance its economies of scale**, while potential **negative goodwill will act as buffer against execution risks**.

FITCH RATINGS

Outlook on the Bank's Long-Term Rating	Stable
Foreign Currency	
Long-Term IDR	BB+
Short-Term IDR	B
Viability Rating	bb+
Sovereign Risk	
Long-Term Foreign-Currency IDR	BBB-
Long-Term Local-Currency IDR	BBB-
Country Ceiling	BBB+

- [Fitch Ratings](#) reaffirmed its long-term rating on BT at 'BB+' with a stable outlook and its viability rating (VR) at 'bb+'.
- BT's ratings reflect its **strong and well-established domestic presence, healthy capital buffers supported by strong internal capital generation, robust profitability, good asset quality and a stable funding profile**.
- The announced acquisition of OTP is **neutral for the credit ratings** and, in Fitch's view, will **modestly strengthen the bank's already leading domestic position**, while the impact on the bank's **CET1 ratio is estimated at cca. 2-2.5% (reduction)**.

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SUSTAINABILITY HIGHLIGHTS FOR 2023

SUSTAINABLE FINANCE

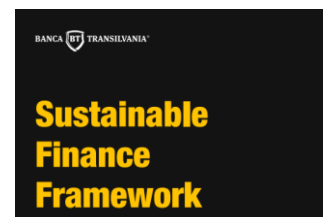
- ✓ BT published its first **Sustainable Financing Framework**, in November 2023, which is endorsed by a **Second Party Opinion** issued by Sustainalytics. The bank attracted **EUR 500 million** in its first sustainable bond issue. **57% of the issue was subscribed by investors with a dedicated ESG investing policy.**
- ✓ BT received EUR 100 million from IFC and EUR 100 million from AIIB, as part of a **EUR 200 million subordinated bond** issue. BT committed to **invest these funds in green mortgages (EPC level A).**

CARE FOR OUR COMMUNITY

- ✓ BT committed to support **Via Transilvanica** for the next three years.
- ✓ BT was the main partner of the **European Cultural Capital 2023 - Timișoara.**
- ✓ BT launched **FIT - Finance for All**, a financial education programme that builds a solid foundation in money management for Generations Alpha, Z and Y.

RATINGS & SCORES

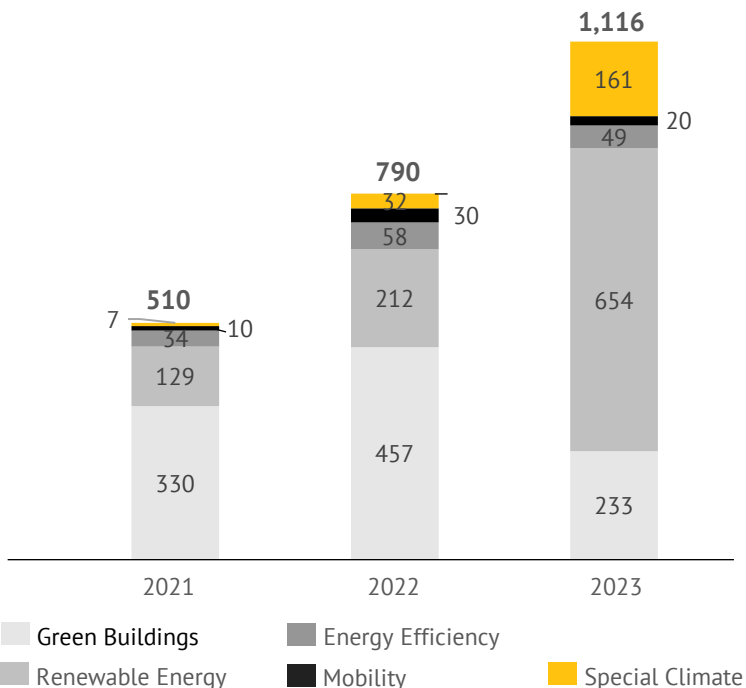
- ✓ **Jun-23:** BT improved its **Sustainalytics** ESG score for 2023 to **15.1 (Low ESG Risk)**, from a score of 17 Low ESG Risk in 2022, **as a result of continuous commitment to integrate ESG factors in its activity.**
- ✓ **Jan-24:** **81 /100 (A-)**, from **Refinitiv**, a London Stock Exchange Group Company. BT is placed on the 49/1,124 banks assessed.
- ✓ **Dec-23:** **3.5/5** from **FTSE Russell.**
- ✓ **Dec-23:** **93/100, Gold Level Recognition** by the **Romania Corporate Sustainability and Transparency Index** for 2022 Sustainability Report.
- ✓ **Jan-24:** **10/10, maximum VEKTOR** score from **ARIR**, for the 5th consecutive year.
- ✓ BT joined the **Diversity Charter** in Nov-2023.



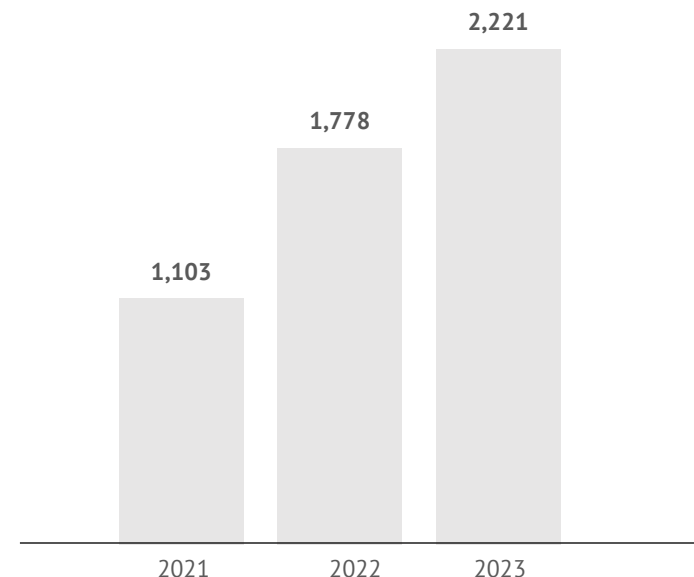
BT'S IMPACT FINANCING IN 2023 – OVER RON 2 BILLION IN NEW PRODUCTION

COMPANIES, RON MN, GREEN LOANS GRANTED

RETAIL, RON MN, GREEN PORTFOLIO



- ✓ Green loans granted to companies during 2023 amounted to **RON 1,116MN**, 40% higher than in 2022
- ✓ Financing to **renewable energy** projects increased by **200%**, while **special climate** projects, including water efficiency, increased almost **4 times**
- ✓ Production of green loans for 2023-2025 is targeted at **RON ~3,500MN**



- ✓ **15% of mortgages** granted in 2023 qualify as green (EPC grade A). **RON 827MN** of green mortgages were granted in 2023
- ✓ Over 7.5% of the total retail loan portfolio is represented by green loans, amounting to RON 2.2BN
- ✓ **1 in 2 leasing financings** granted by BT Leasing in 2023 were for hybrid and/or electric vehicles, amounting to **RON 840MN**
- ✓ **30% of the total leasing portfolio** is for the hybrid and electric vehicles

SECURING THE FUTURE: A ROAD MAP FOR SUSTAINABLE INVESTMENTS



HEALTHCARE

17 YO.

IN HEALTHCARE
FINANCING MARKET

>40%

MARKET SHARE IN
HEALTHCARE FINANCING

~70K

NUMBER OF
CUSTOMERS

~ 1.25BN

VALUE OF
NEW LOANS

~5.3BN

DEPOSITS

~3.5BN

LOANS



AGRICULTURE

1st

BANK IN ROMANIA WITH
A DEDICATED DIVISION

>20%

MARKET SHARE IN
AGRICULTURE FINANCING

>40K

NUMBER OF
CUSTOMERS

3.7BN

VALUE OF
NEW LOANS

2.4BN

DEPOSITS

5.2BN

LOANS

AGENDA

- 1 Macroeconomic Landscape
- 2 Business Performance
- 3 Risk
- 4 Sustainability
- 5 Digital**
- 6 BT Financial Group
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BT PAY ALL THE WAY

~60%

OF THE CARDS ISSUED BY BT
ARE ENROLLED IN BT PAY

190,000

ROUND-UP
ACCOUNTS

+27%

BT PAY USERS
2023 VS 2022

>100,000

GEN Z CLIENTS
IN BT PAY KIDDO

BT PAY - BANKING ANYWHERE, ANYTIME

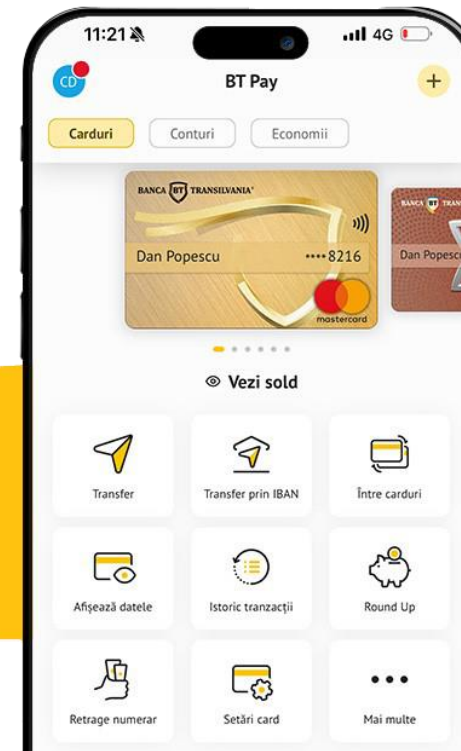
BT PAY CONTINUES TO BE ENHANCED BASED ON OUR CUSTOMERS' CONSTANT FEEDBACK

Animated **virtual card** - a premiere in Europe

BT Pay Kiddo, card and app for children and their parents

Complete **travel experience**: euro card issuing, travel insurance and currency exchange

New to the ecosystem: initiate and manage **savings accounts** and deposits, **foreign currency payments**



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

50,000

CLIENTS
ENROLLED

>1 MLD

PAYMENTS IN
VALUE

~5,000

INVOICES FROM
THE PLATFORM

5,000

ENTREPRENEURS ACCESSING
INVOICING OPTIONS

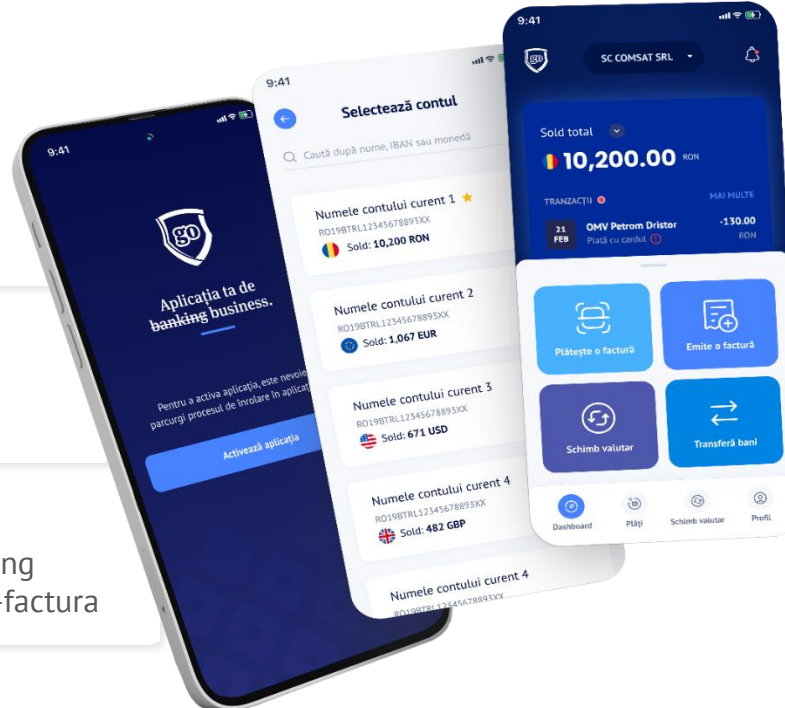
BT GO – A FUTURE ALL-IN-ONE INTEGRATED SYSTEM FOR ENTREPRENEURS

NOT JUST BANKING FOR ENTREPRENEURS, BUT A BUSINESS ECOSYSTEM ADAPTABLE NO MATTER THE BUSINESS PROFILE

Electronic signature for bulk transactions

Opening accounts and deposits establishment

Invoicing: issuing, editing, cancelling and management from FGO, RO E-factura



Deposits, Savings, Loans and Cards

Direct and simple transfers

Foreign currency exchange transactions

INSTANT PAYMENTS

SPEED AND ACCESSIBILITY OF FUNCTIONS ARE THE MAIN CHARACTERISTICS CLIENTS ARE LOOKING FOR, IN THE ERA OF INSTANT TRANSFERS

3.7 MN

DIGITAL
CLIENTS

3.5 MN

CARDS ENROLLED
IN MOBILE APPS

+48%

MOBILE PAYMENTS
2023 VS 2022



+75%

CARD TRANSFERS
2022 VS 2023

INSTANT, THE NEW TRAILBLAZER

INSTANT PAYMENTS FOR EUR -TIPS (TARGET INSTANT PAYMENT SETTLEMENT)

- 21% of the EUR interbank small amounts received are instant
- 16% of the EUR small payments are instant

>26% increased number of
transactions in 2023 vs 2022

46% of the small value payments
were instant payments



96% transactions initiated in digital
channels

73% of the small value received
amounts were instant

AGENDA

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BANCA TRANSILVANIA FINANCIAL GROUP

BANCA TRANSILVANIA	2019	2020	2021	2022	2023	2024 GUIDANCE
NET LOANS	+6.2%	+4.6%	+29.4%	+21.5%	+12.8%	+7%
TOTAL DEPOSITS	+18.9%	+18.8%	+16.3%	+13.4%	+15.4%	+9%
NII	+7.8%	-3.9%	+6.2%	+33.5%	+18.1%	+18%
NFCI	+4.7%	-8.2%	+22.8%	+23.8%	+10.8%	+12%
ROE	20.26%	13.67%	18.04%	25.25%	24.41%	22%
CAR	20.00%	22.24%	24.48%	21.61%	23.58%	27%

BANCA TRANSILVANIA FINANCIAL GROUP



TOTAL ASSETS
RON 162BN



TOTAL AUM
RON 4,527MN



TOTAL ASSETS
RON 513MN



TOTAL ASSETS
RON 960MN



TOTAL ASSETS
RON 3,806MN



TOTAL ASSETS
RON 946MN



TOTAL AUM
RON 218MN



TOTAL ASSETS
RON 5,586MN



TOTAL ASSETS*
RON 1,898MN
*including Idea Leasing

AGENDA

1

Macroeconomic Landscape

2

Business Performance

3

Risk

4

Sustainability

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Digital

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BT Financial Group

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OTP Acquisition

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Appendix

WHY OTP GROUP ROMANIA?

A TRANSFORMATIONAL OPPORTUNITY FOR BANCA TRANSILVANIA TO REINFORCE ITS COMMITMENT TO SUPPORT THE ROMANIAN ECONOMY, WHILST STRENGTHENING ITS COMPETITIVE POSITION TO A MARKET SHARE OF ~23%

10th

LARGEST BANK IN
ROMANIA

RON 20.8 BN

TOTAL ASSETS & A FULL RANGE
OF FINANCIAL PRODUCTS

672 MN

NET INTEREST INCOME
PROFITABLE BANKING BOOK

400,000

CLIENTS
EXTENSIVE CLIENT BASE

OTP Group Romania is a **strong banking franchise in Romania** with a **comprehensive product offering** serving both wholesale and retail clients

156 ATMs & 96 BRANCHES

Nationwide presence across Romania, **experienced FTE base** and **potential for synergies**

3.2%

Profitable banking book with a NIM of 3.2%

RON 515 MN

Standalone, profitable asset management arm with AuM of RON515m

3.1%

Fastest growing leasing company on the market, reaching 3.1% market share in 2022(4) (up from 2.1% in 2020)

SNAPSHOT OF OTP GROUP ROMANIA

OTP GROUP ROMANIA OFFERS A FULL SET OF BANKING AND FINANCIAL SERVICES TO RETAIL AND CORPORATE CLIENTS ACROSS ROMANIA

The transaction perimeter encompasses the Romanian operations of OTP Group: OTP Bank Romania S.A. (including its 100% subsidiaries), OTP Leasing Romania IFN S.A. and OTP Asset Management S.A.I S.A.

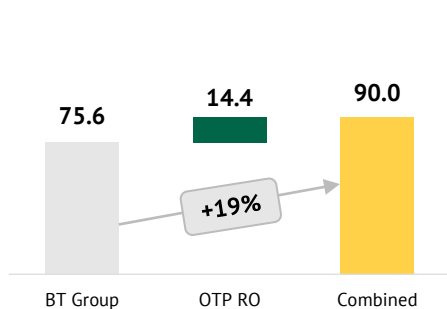
OTP BANK ROMANIA SAVINGS AND LENDING PRODUCTS	2.8% MARKET SHARE	~RON 19.9 BN TOTAL ASSETS	~1,752 FTES (AS OF DEC 2022)	96 BRANCHES ACROSS ROMANIA
OTP LEASING ROMANIA LEASING FOR CARS AND EQUIPMENT	3.1% MARKET SHARE	~RON 865 MN TOTAL ASSETS	~75 FTES (AS OF DEC 2022)	83% SALES INDEPENDENT FROM THE BANK
OTP ASSET MANAGEMENT ROMANIA FUND MANAGEMENT SERVICES	3.0% MARKET SHARE	~RON 515 MN TOTAL ASSETS	~13.5 FTES (AS OF DEC 2022)	>14,000 SALES INDEPENDENT FROM THE BANK

- The entities are **enhancing BT's existing operations** and will strengthen its competitive position **across the whole financial services space**: banking, leasing and asset management. BT reinforces its commitment to support the Romanian economy, whilst **strengthening its competitive position**.
- The transaction perimeter boasts a **distribution network in areas of strategic interest to Banca Transilvania** and gives rise to **opportunities for network optimisation**

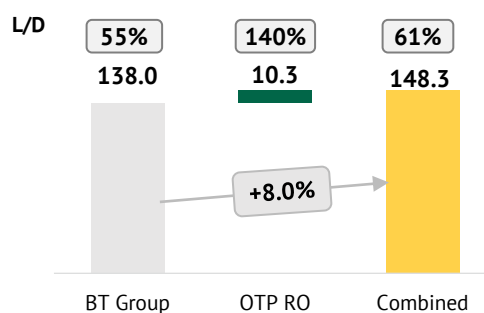
TRANSACTION SUMMARY

BANCA TRANSILVANIA AND OTP GROUP ANNOUNCED ON 9TH FEBRUARY 2024, THE BT'S ACQUISITION OF OTP GROUP ROMANIA FOR A COMBINED PRICE OF EUR 347.5M. BASED ON THE CONSOLIDATED NAV AS AT YE22, THE P/BV RENDERED IS ~0.77x.

NET LOANS (RON BN)



TOTAL DEPOSITS (RON BN)



🔄 NIM: negligible impact due to similar loan portfolios

🔄 NFCl: upside potential, considered in the revenue synergies

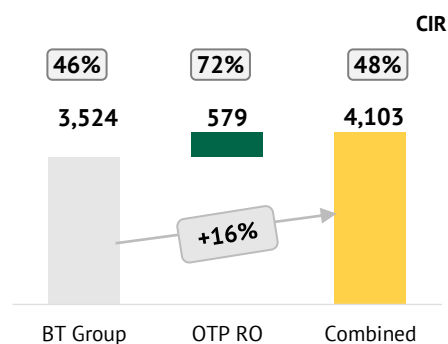
🔄 ROE: normalized to ~20% after synergies kick-in

🔄 Asset quality: low impact, due to careful DD considerations

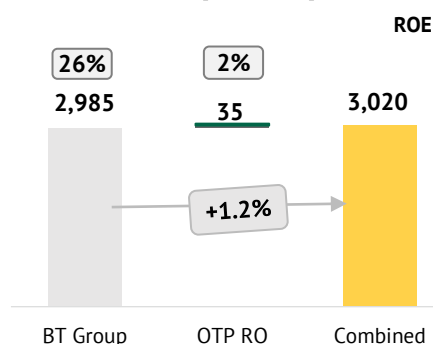
🔄 Liquidity: negligible impact due to BT's high liquidity

🔄 EPS: accretive

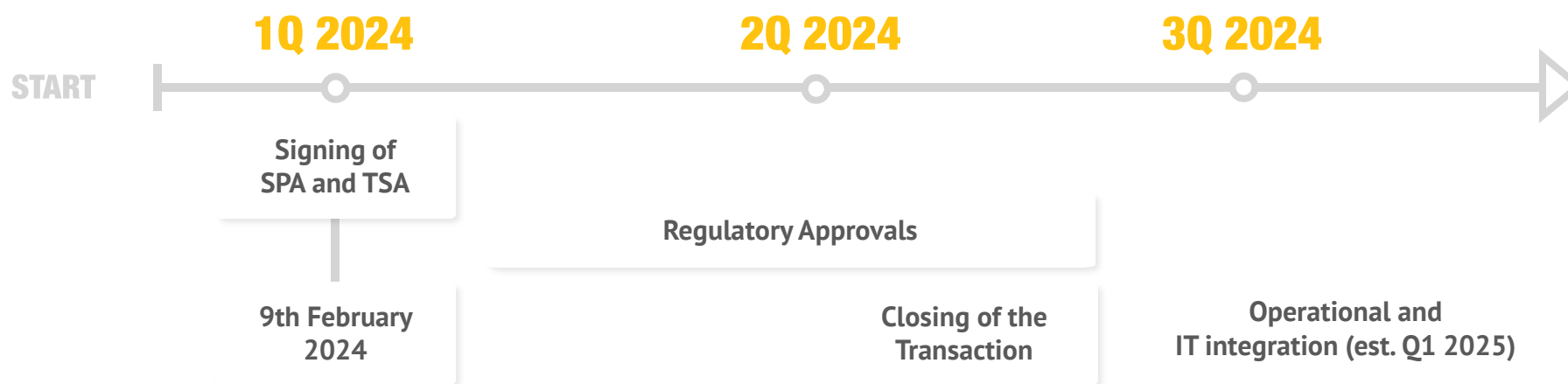
OPEX (RON MN)



NET INCOME (RON BN)



TIMELINE AND FINAL REMARKS



- BT strengthens its leadership position, with a **consolidated market share of cca. 23% by total assets**
- Additional value unlocked by **enhancing revenues** from cross-selling and up-selling of products, leveraging on an **extensive, growing client base, without additional complexity**
- **Solid synergy generation** derived from both **economies of scale and revenue expansion**
- Further potential to **retain and attract talent** through **greater investment capacity**
- **Low integration and synergy execution risk** due to BT's proven track record in managing integrations, compatible operating models and shared corporate values

PROVEN M&A TRACK RECORD

BANCA TRANSILVANIA HAS SUCCESSFULLY INTEGRATED MULTIPLE ACQUISITIONS IN THE LAST 10 YEARS, PURSUING A CLEAR STRATEGY TO STRENGTHEN AND CONSOLIDATE ITS MARKET POSITION AS A NATIONAL CHAMPION.



AGENDA

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Macroeconomic Landscape

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Business Performance

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Risk

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Sustainability

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Digital

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BT Financial Group

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OTP Acquisition

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Appendix

ANNEX 1

INCOME STATEMENT, IFRS INDIVIDUAL

RON MN	FY 2023	FY 2022	Δ
Net interest income	4,319.2	3,658.2	18.1%
Net fee and commission income	1,106.0	998.5	10.8%
Net trading income	539.7	597.1	-9.6%
Other net income	472.2	106.2	344.9%
OPERATING INCOME	6,437.1	5,360.0	20.1%
Personnel expenses	(1,614.0)	(1,385.2)	16.5%
D&A	(404.2)	(350.9)	15.2%
Other operating expenses	(917.2)	(925.2)	-0.9%
OPERATING EXPENSES	(2,935.5)	(2,661.3)	10.3%
PRE-PROVISION OPERATING PROFIT	3,501.7	2,698.7	29.8%
COST OF RISK	(373.2)	(278.0)	34.2%
NET INCOME BEFORE TAXATION	3,128.5	2,420.7	29.2%
Income tax (expense)/revenue	(637.9)	(242.7)	162.9%
NET INCOME	2,490.6	2,178.0	14.4%

ANNEX 1

BALANCE SHEET, IFRS INDIVIDUAL

RON | MN

	DEC/23	DEC/22	Δ
Cash & cash equivalents	22,286.3	12,645.2	76.2%
Placements with banks and public institutions	12,619.3	6,634.9	90.2%
Loans to customers, net	71,550.4	63,450.0	12.8%
T-bills & securities	50,075.5	45,823.0	9.3%
Fixed assets	1,317.4	1,161.0	13.5%
Right-of-use assets	698.0	696.8	0.2%
Investments in associates	873.3	708.4	23.3%
Current tax assets	0.0	26.6	
Deferred tax assets	337.3	747.8	-54.9%
Other financial assets	1,856.0	1,935.6	-4.1%
Other non-financial assets	171.4	131.0	30.9%
TOTAL ASSETS	161,785.0	133,960.2	20.8%
Deposits from banks	1,081.8	1,631.5	-33.7%
Deposits from customers	134,443.4	116,503.8	15.4%
Loans from banks and FIs	8,583.8	3,562.5	140.9%
Subordinated loan	2,403.7	1,718.9	39.8%
Current tax liabilities	113.3	0.0	
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	551.5	431.3	27.9%
Financial liabilities from leasing contracts	669.8	663.7	0.9%
Other financial liabilities	1,936.5	1,357.7	42.6%
Other non-financial liabilities	172.0	132.6	29.7%
TOTAL LIABILITIES	149,955.6	126,002.1	19.0%
SHAREHOLDERS' EQUITY	11,829.4	7,958.2	48.6%
TOTAL LIABILITIES AND EQUITY	161,785.0	133,960.2	20.8%

ANNEX 2

INCOME STATEMENT, IFRS CONSOLIDATED

RON MN	FY 2023	FY 2022	Δ
Net interest income	5,213.6	4,426.7	17.8%
Net fee and commission income	1,284.3	1,167.8	10.0%
Net trading income	657.0	686.1	-4.2%
Other net income	587.8	(0.6)	
OPERATING INCOME	7,742.7	6,280.0	23.3%
Personnel expenses	(1,967.5)	(1,655.5)	18.8%
D&A	(450.5)	(393.0)	14.6%
Other operating expenses	(1,105.6)	(935.2)	18.2%
OPERATING EXPENSES	(3,523.6)	(2,983.7)	18.1%
PRE-PROVISION OPERATING PROFIT	4,219.1	3,296.2	28.0%
COST OF RISK	(512.8)	(495.2)	3.6%
NET INCOME BEFORE TAXATION	3,706.2	2,801.1	32.3%
Income tax (expense)/revenue	(721.7)	(312.6)	130.9%
NET INCOME	2,984.5	2,488.4	19.9%

ANNEX 2

BALANCE SHEET, IFRS CONSOLIDATED

RON I MN

	DEC/23	DEC/22	Δ
Cash & cash equivalents	24,252.6	14,540.7	66.8%
Placements with banks and public institutions	12,273.0	5,567.3	120.4%
Loans to customers, net	75,570.9	68,013.5	11.1%
T-bills & securities	51,775.4	47,191.3	9.7%
Fixed assets	2,126.9	1,835.0	15.9%
Right-of-use assets	514.1	488.0	5.3%
Investments in associates	1.3	3.7	-64.5%
Current tax assets	0.0	14.9	
Deferred tax assets	354.5	791.6	-55.2%
Other financial assets	2,047.8	1,887.0	8.5%
Other non-financial assets	252.7	177.6	42.3%
TOTAL ASSETS	169,169.2	140,510.8	20.4%
Deposits from banks	1,034.6	1,678.1	-38.3%
Deposits from customers	138,053.0	119,731.7	15.3%
Loans from banks and FIs	9,548.6	4,840.9	97.2%
Subordinated loan	2,423.2	1,748.3	38.6%
Current tax liabilities	103.9	0.0	
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	650.9	500.5	30.0%
Financial liabilities from leasing contracts	533.4	493.0	8.2%
Other financial liabilities	2,653.2	1,831.4	44.9%
Other non-financial liabilities	271.8	215.4	26.2%
TOTAL LIABILITIES	155,272.4	131,039.3	18.5%
SHAREHOLDERS' EQUITY	13,224.3	8,918.9	48.3%
Non-controlling interest	672.5	552.7	21.7%
TOTAL LIABILITIES AND EQUITY	169,169.2	140,510.8	20.4%



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