



BANCA TRANSILVANIA

Q1 Financial Results

9th May 2022

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1. Macroeconomic Landscape

2. BT in Q1 2022

3. Financial Performance

4. Capital

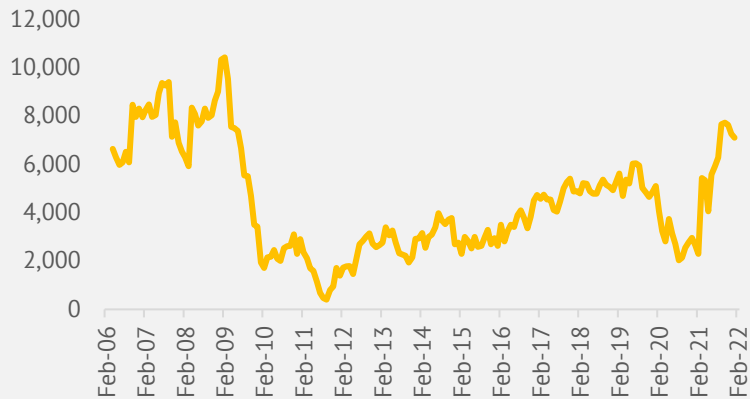
5. GMS decisions

6. Sustainability

7. Appendix

REAL ECONOMY

FDIs (EUR mn) (sum 12M)



Source: BT using the data of the National Bank of Romania

5 YER CDS



Source: Bloomberg

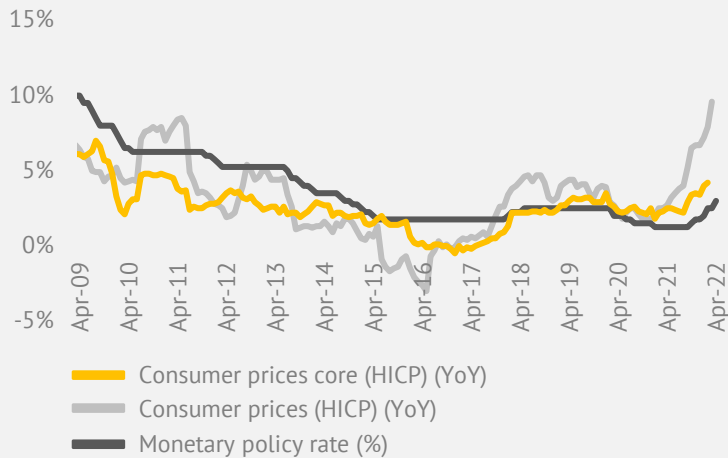
Macro developments

The post-pandemic economic recovery continued in 1Q 2022, but the risk perception intensified, in the context of the regional geopolitical tensions

- According to the provisional data (2) of the National Institute of Statistics (NIS) the Romanian economy rose by 5.9% YoY in 2021, as the fixed investments and the household consumption climbed by 2.3% YoY and 8.0% YoY, respectively.
- At the same time, the post-pandemic economic recovery continued in 1Q 2022, as reflected by the increase of the foreign direct investments, industrial production and retail sales by YoY paces of 9.7%, 0.5% and 5.6%, respectively during January – February 2022.
- On the other hand, the risk perception significantly increased after the outbreak of the crisis in Ukraine, as reflected by the dynamics of the 5YR CDS.
- According to our core macroeconomic scenario, the Romanian economy may increase by 3.5% YoY in 2022, 4.4% in 2023 and 4.7% YoY in 2024.

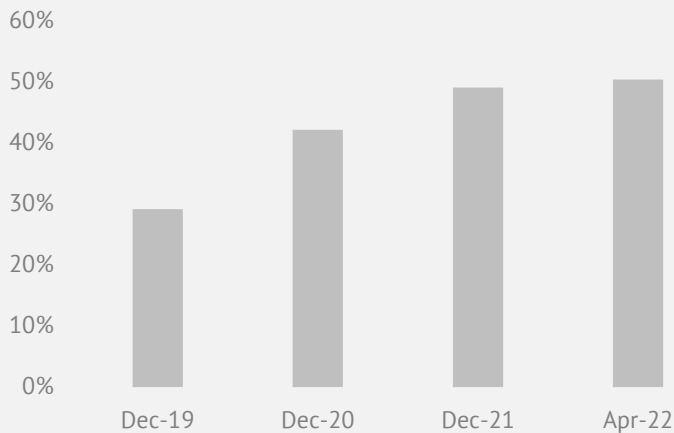
POLICY MIX

Inflation (HICP) vs. policy rate



Surse: Eurostat, Banca Națională a României

EU funds absorption rate



Source: Ministry of European Investment and Projects

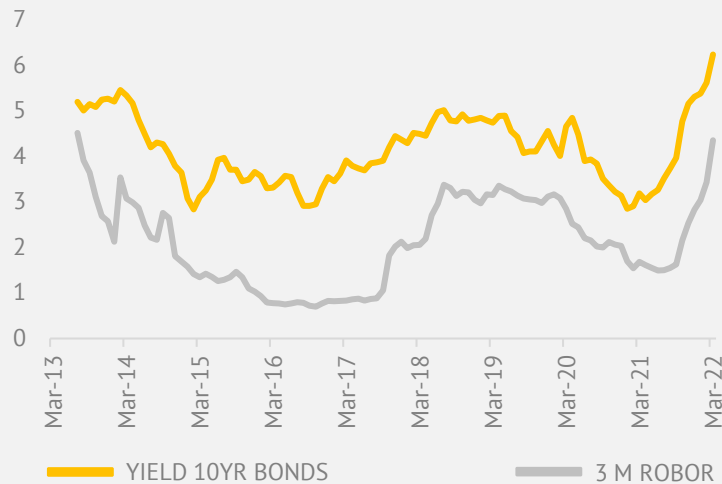
Macro developments

The inflationary pressures consolidated on the upward trend in 1Q 2022, towards the highest level of the past decades, an evolution that determined the central bank to continue the post-pandemic monetary cycle

- In HICP terms the YoY pace of the consumer prices accelerated from 7.9% in February to 9.6% in March, the highest level since June 2005, given the overlapping supply-side shocks.
- In Romanian standards the consumer prices climbed by 10.15% YoY in March, the maximum of the past 18 years.
- In this context, the National Bank of Romania (NBR) continued the post-pandemic monetary cycle, by hiking the policy rate from 2.50% to 3.00% at the third policy meeting of 2022.
- The consolidation of the public finance continued during January – February 2022 (the budget deficit/GDP ratio down to 0.72%), an evolution also supported by the improvement of the EU funds absorption rate.

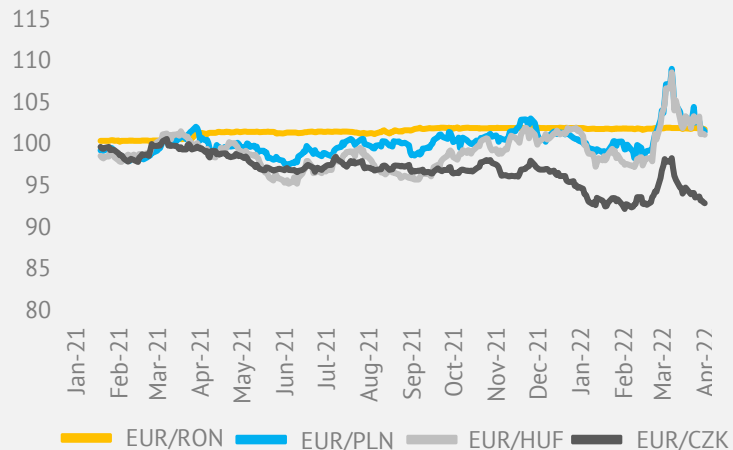
FINANCIAL ECONOMY

3M ROBOR vs. Yield on 10 YR Bonds (%)



Source: National Bank of Romania (NBR)

Exchange rates (Jan 2021 = 100)



Source: Bloomberg

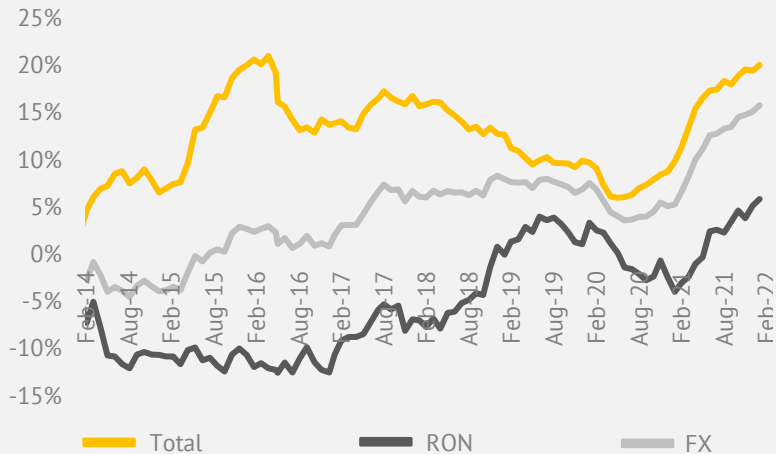
Macro developments

The financing costs continued to increase in 1Q 2022, towards the highest levels of the past years, an evolution determined by the intensifying inflation and the geo-political tensions

- On the money market the monthly average interest rates on 3 months increased in March towards the highest level since 2013.
- At the same time, the yield on 10YR Bonds (a benchmark for the financing costs in the economy) rose towards the highest level since 2012.
- In this context, NBR resumed the buying of bonds on the secondary market in March (a volume of RON 367.3mn).
- On the other hand, the RON presented a better performance compared to PLN and HUF against the EUR since the outbreak of the crisis in Ukraine.
- BET Index declined by 2.7% ytd in March, a better evolution compared to S&P 500 and EuroStoxx 600.

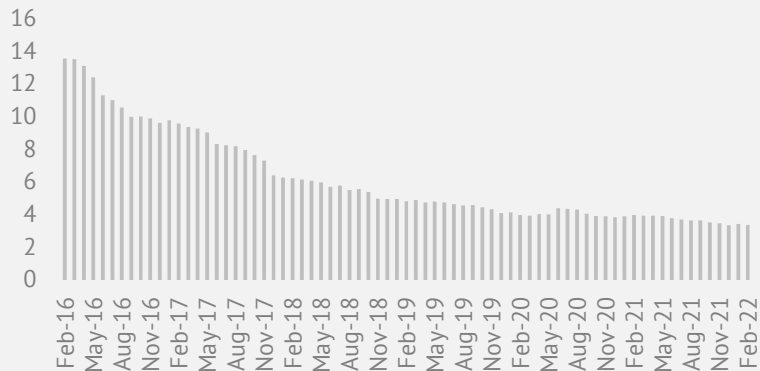
LOANS

Loans (YoY)



Source: National Bank of Romania

NPL ratio(%)



Source: National Bank of Romania

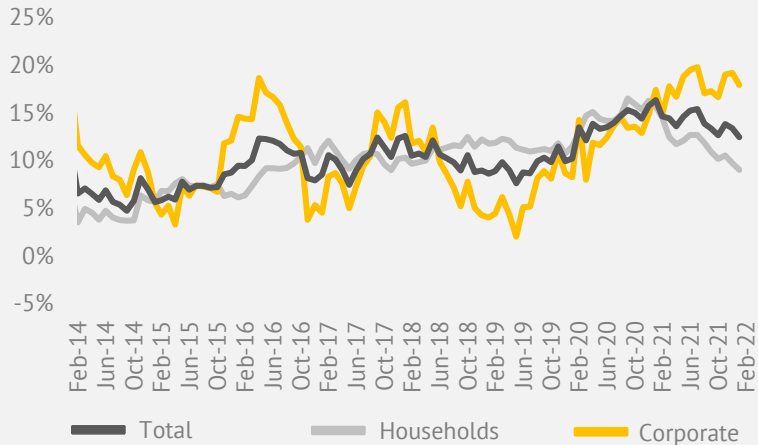
Banking sector dynamics

The non-government loans maintained on the upward trend during 1Q 2022, an evolution supported by the low level of the real financing costs

- The non-government loans rose for the 21st month in a row in February, by 1.3% MoM to RON 330.8bn (a record level) (the yoy pace accelerated to 15.8%, the best dynamics since 2009).
- There can be noticed the increase of the RON-denominated loans by 1.7% MoM and by 20.1% YoY to RON 239.8bn.
- At the same time, the FX-denominated loans rose by 0.3% MoM and by 5.9% YoY to RON 91bn in February.
- In the alternative approach, the corporate loans climbed by 3.4% ytd to RON 165.3bn during January-February, due to the continuity of the post-pandemic economic recovery and to the low level of the real financing costs.
- The household loans inched up by 0.7% ytd to RON 165.5bn in February, given the reopening of the economy and the low level of the real financing costs.
- NPL ratio declined to 3.37% in February.

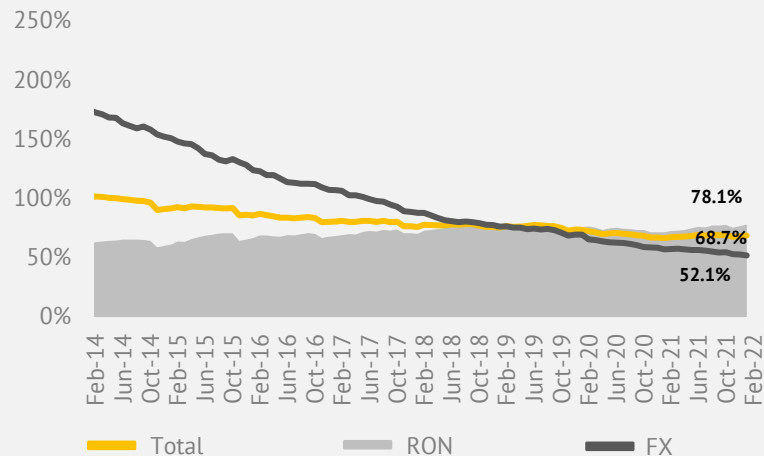
DEPOSITS

Deposits (YoY)



Source: National Bank of Romania

Loans-to-deposits ratio



Source: National Bank of Romania

Banking sector dynamics

The non-government deposits continued to increase in 1Q 2022, but there can be noticed the deceleration of the YoY pace, an evolution also influenced by the intensifying inflationary pressures

- The non-government deposits climbed by 0.5% MoM and by 12.6% YoY to RON 481.3bn in February.
- There can be noticed the increase of the FX-denominated deposits by 1.7% MoM and by 16.6% YoY to RON 174.5bn, an evolution also influenced by the upward trend for EUR/RON.
- The RON-denominated deposits contracted by 0.2% MoM, but rose by 10.4% YoY to RON 306.8bn.
- In the alternative approach, the household deposits inched up by 0.9% ytd to RON 286.3bn, given the high level of the savings rate.
- On the other hand, the corporate deposits adjusted by 0.2% ytd to RON 195bn in February, due to the overlapping supply-side shocks and to the low level of the real interest rates.
- The loans-to-deposits ratio climbed from 68.2% in January to 68.7% in February.



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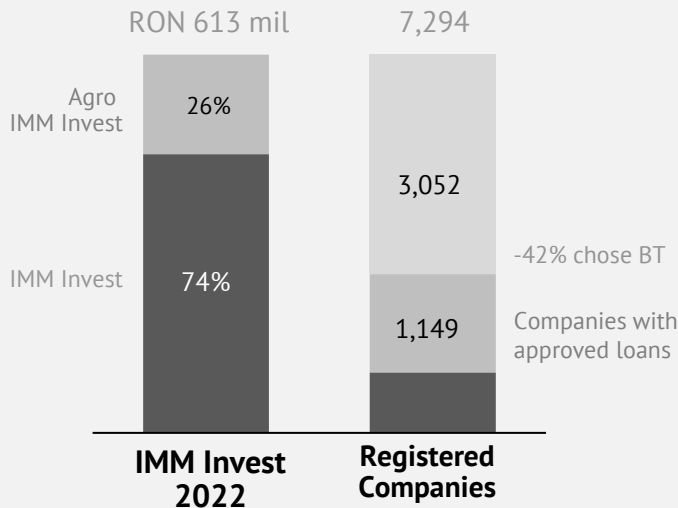
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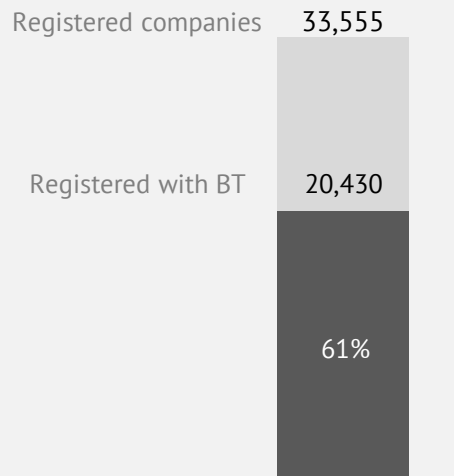


IMM INVEST 2022



Government grants 2nd edition

Only M1 Micro grants



Ongoing involvement in scheme funds for pandemic affected businesses

BT reinforced its engagement in the renewed government relief programs, IMM Invest & AGRO IMM Invest, along with M1 Micro grants

- RON ~450mn worth disbursements were made via IMM Invest 2022 for nearly 850 loans;
- AGRO IMM Invest performance is translated into RON ~170mn worth loans granted for over 200 clients;
- BT's guarantee cap for IMM Invest & AGRO IMM Invest is set to RON 789mn and RON 765mn, respectively, for the current year;
- The financial support from non-reimbursable external funds via government grants was limited to M1 grants and amounted to RON ~138mn in Q1 2022;
- Four new programs are to be launched in the current year (IMM PROD, RURAL INVEST, GARANT CONSTRUCT, INNOVATION)

BT stands by the Ukrainian people with financial solutions, communication in Ukrainian, job offers and donations

CHATBOTS IN BT

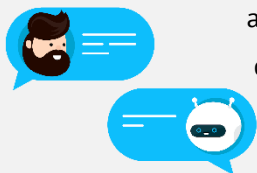
Alternative ways to manage client relationships and
Raise higher the bar of customer experience

Livia de la BT

available on Facebook Messenger and Skype for
products related queries for retail clients

>41k unique users (+19% vs. 31.03.2021)

Raul de la BT



available on Whatsapp for business related
queries, personal data updates and BT Mic
loan applications support

>12k unique users (+187% vs. 31.03.2021)

+113% messages received and +105% messages
send (Q1 2022 vs. 2021)

David

internal chatbot for employee activity support in
business related queries

2.5k unique users (+110% vs 31.03.2021)

+525% messages send (Q1 2022 vs. 2021)

New steps towards an era of digital banking



RETAIL

Online appointment option now available for all BT units, aimed to improve and customize customer interaction;

New functionalities in BT Pay, Overdraft 100% online (up to RON 25k)

Internet banking and Mobile banking users continued to increase, exceeding 1.9mn, up by 49%, and generated a volume of transactions 47% higher, compared to the same period of the previous year.

In Q1 2022 BT made a significant step forward towards incorporating more technology into its products by creating **“Code Crafters”**, an IT company aimed to increase its capacity to develop advanced IT solutions.

COMPANIES

Online lending platform for entrepreneurs launched in Dec’21 extended his functionalities and now can be used also for APIA funding applications; over 120 clients successfully logged into the platform in Q1 2022;

Fileshare – an online document upload solution for clients receiving over 72k files in Q1 2022 (+10% vs Q1 2021);

Nelimitat package, which counts over 300k clients and can be set up and managed 100% online starting from Dec’21, registered over 170 client enrolments in the online platform;

BTPOS app, a solution that turns the merchant's Android device into a POS has been launched for corporate clients.



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BT performance



Profitability

Net interest income, <i>RONmn</i>
Net fee and commission income, <i>RONmn</i>
Operating expenses, <i>RONmn</i>
Pre-provision operating profit, <i>RONmn</i>
Net profit, <i>RONmn</i>
EPS, <i>RON</i>
Cost of risk, net
NIM
ROE
Cost-to-income ratio

* Computed by assuming the annual contribution to Deposits Guarantee Fund and Resolution Fund to be evenly allocated over 12 months. Otherwise, the values would be 55.82% for 3M 2022 and 48.35% for 3M 2021 (individual), respectively 53.17% for 3M 2022 and 47.72% for 3M 2021 (consolidated)

BS highlights

Gross loans, <i>RONmn</i>
Deposits from customers, <i>RONmn</i>
Gross loans-to-deposits ratio
PAR 90

Capital

Total equity, <i>RONmn</i>
Tier 1 capital ratio (profit included)
Total capital ratio (profit included)

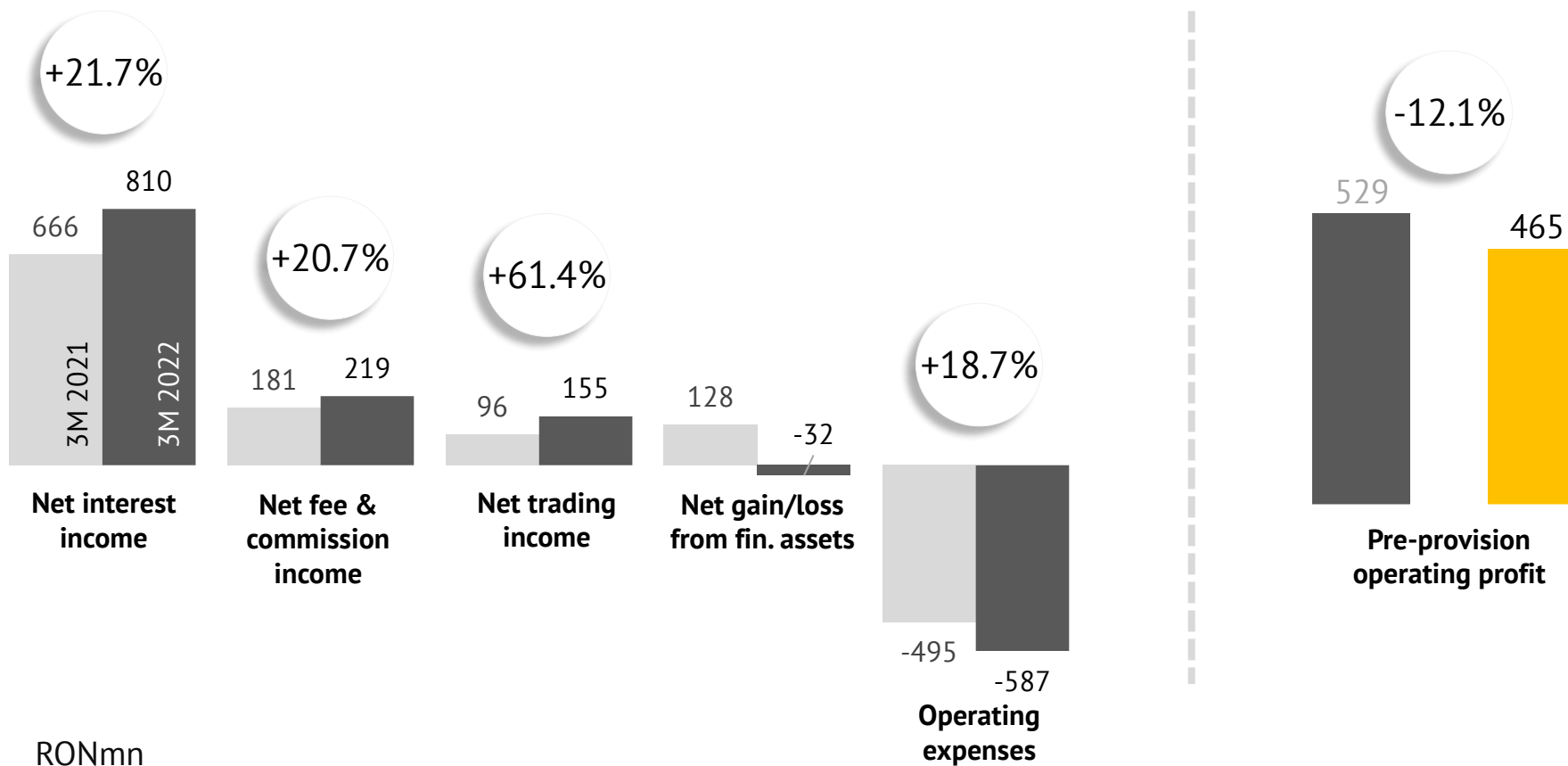
INDIVIDUAL

	3M 2022	3M 2021	Δ
	810.3	665.9	21.7%
	218.9	181.3	20.7%
	(587.2)	(494.8)	18.7%
	464.6	528.7	-12.1%
	307.5	581.3	-47.1%
	0.69%	-1.28%	2.0 pp
	2.83%	2.47%	0.4 pp
	14.67%	25.69%	-11.0 pp
	50.64%	45.61%	5.0 pp
	Mar/22	Dec/21	Δ
	58,431.7	55,852.8	4.6%
	102,643.8	102,698.1	-0.1%
	56.93%	54.39%	2.5 pp
	1.75%	1.77%	0.0 pp
	Mar/22	Dec/21	Δ
	8,530.3	9,353.1	-8.8%
	18.19%	22.99%	-20.9%
	21.23%	26.15%	-18.8%

CONSOLIDATED

	3M 2022	3M 2021	Δ
	969.4	750.0	29.3%
	259.0	213.3	21.5%
	(689.1)	(553.5)	24.5%
	607.1	606.4	0.1%
	400.3	656.3	-39.0%
	0.0542	0.0920	-41.0%
	1.07%	-1.30%	2.4pp
	3.10%	3.07%	0.0 pp
	16.65%	14.67%	2.0 pp
	48.99%	45.23%	3.8pp
	Mar/22	Dec/21	Δ
	62,743.4	60,053.5	4.5%
	107,421.3	108,021.6	-0.6%
	58.41%	55.59%	2.8pp
	Mar/22	Dec/21	Δ
	9,836.9	10,564.1	-6.9%
	18.23%	20.66%	-11.7%
	21.06%	23.57%	-10.6%

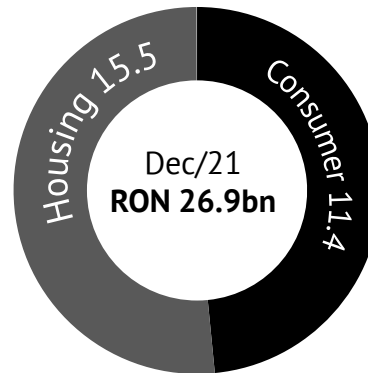
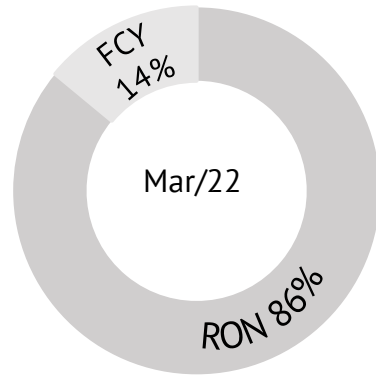
Trends in income structure 3M 2022 vs 3M 2021



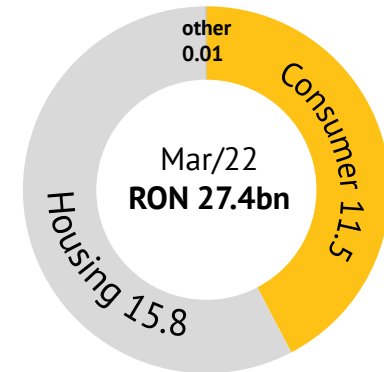
RONmn

Loan structure

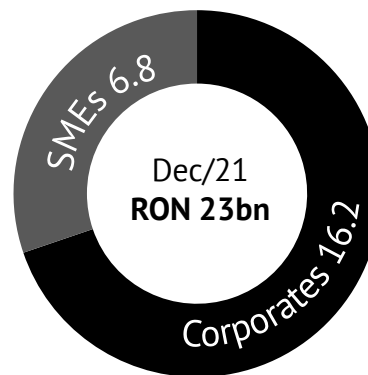
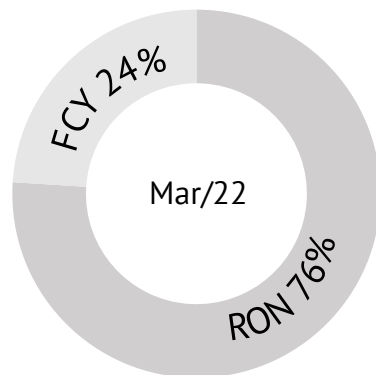
LOANS TO HOUSEHOLDS



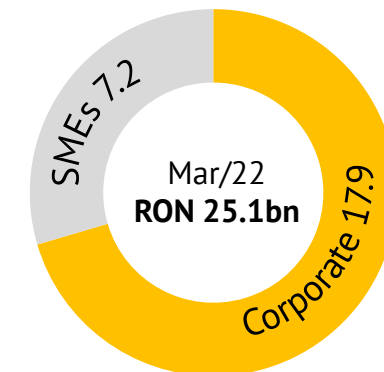
↑2%



LOANS TO COMPANIES



↑9%



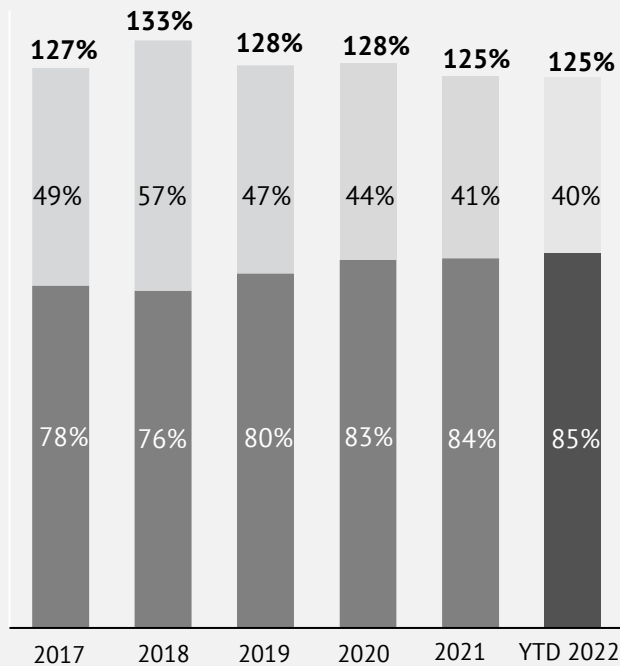
*SMEs identified according to internal classification rules

Loan quality

Stable NPL (PAR90) ratio, below 2% (1.75%)

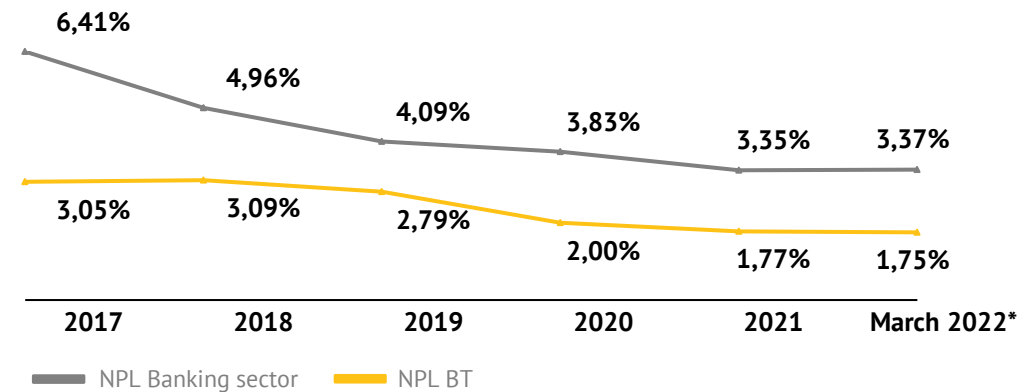
- Banca Transilvania continues to display a sound loan portfolio: **NPL ratio on a downward trend;**
- NPL coverage, including collaterals, stable in the first quarter of 2022 (125%), while NPL coverage with provisions continued the upwards trend;
- NPL level is below the average NPL level in the banking sector;

NPL COVERAGE RATIO



■ NPL coverage with mortgage collaterals

■ NPL coverage with provisions

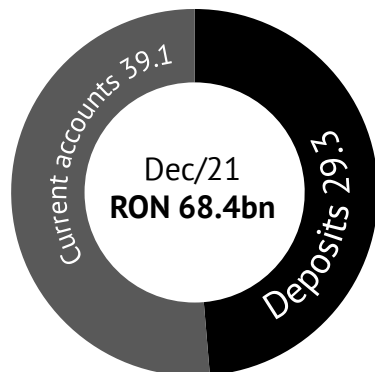
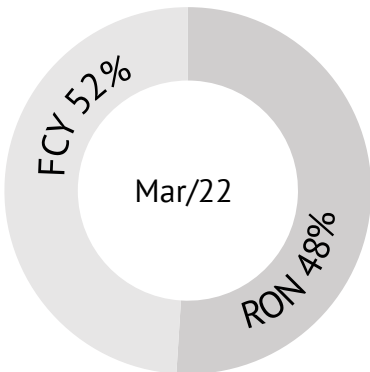


*As of Feb'22 for the banking sector

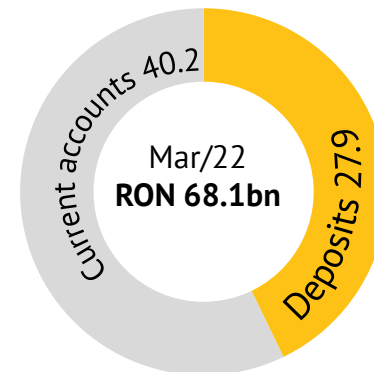
Deposit structure



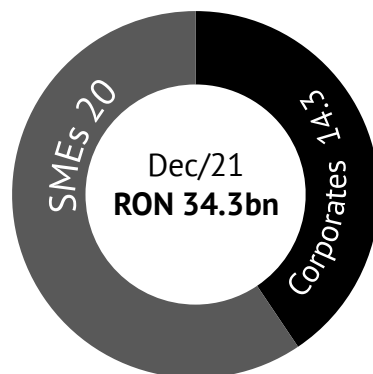
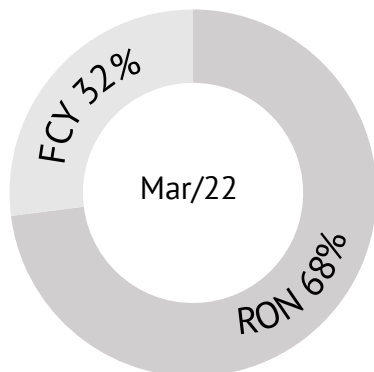
DEPOSITS FROM HOUSEHOLDS



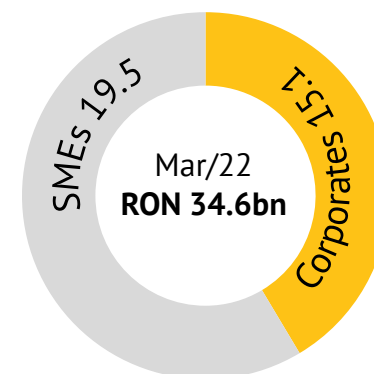
↓0.5%



DEPOSITS FROM COMPANIES



↑0.9%



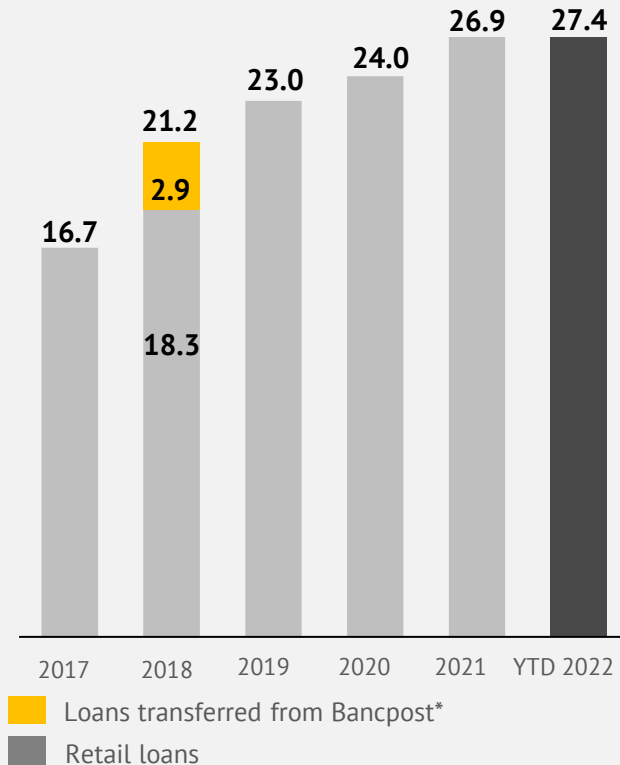
*IMM-uri identificate în baza regulilor de clasificare internă

Business lines: Retail banking

Retail loan portfolio reached RON 27.4bn at the end of Q1 2022

- ~3.3mn active clients and over 58,000 retail loans disbursed in the first quarter of 2022, worth RON 1.96bn;
- Well positioned in the online payments area, with a portfolio of 4.8mn cards, of which 570,000 credit cards. Card transactions were up by 37% compared with the prior period;
- Strong terminals presence, with a network of 1,790 ATMs, and over 86,500 POS installed. ATM fleet included 547 multifunctional, self-banking machines and over 500 BT Express terminals that are used for various operations, including utility payments;
- No. of digitalized retail clients surpassed the 2.5mn milestone (+8.4% vs EOY 2021) and represent 77% of retail active clients;
- BT Pay continues to play a key roll in accommodating 100% online products and services for over 2mn clients.

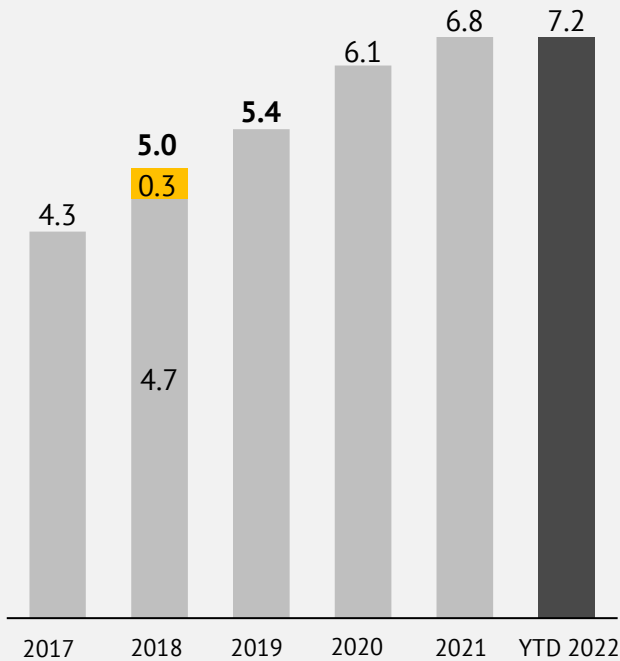
RETAIL LOANS, RON BN



* Loans transferred from Bancpost include loans transferred during 2018, before integration

Business lines: SME banking

SME LOANS, RON BN



Loans transferred from Bancpost*

SME loans

*Loans transferred from Bancpost include loans transferred during 2018, before integration

SME (internal definition) loan portfolio at RON 7.2bn

- Over 379,200 active clients, +1% increase vs EOY 2021;
- Loans worth ~RON 1bn granted during Q1'22, +78% vs the same period of the previous year;
- Focus on three main pillars:
 - ✓ IMM TO GO - a virtual branch concept which will include all existing operational flows, from account opening to payments and other non-credit operations. It is a remote self-banking solution for companies;
 - ✓ Loan Origination – online lending platform with end-to-end solutions, from loan origination to electronic signature;
 - ✓ BT GO – business transaction application that sustains both banking operations (i.e. transfers/payments/currency exchange) and non-banking functionalities (i.e. invoices issuance and management, proactive notification system).

* Information presented includes also the Micro business segment performance

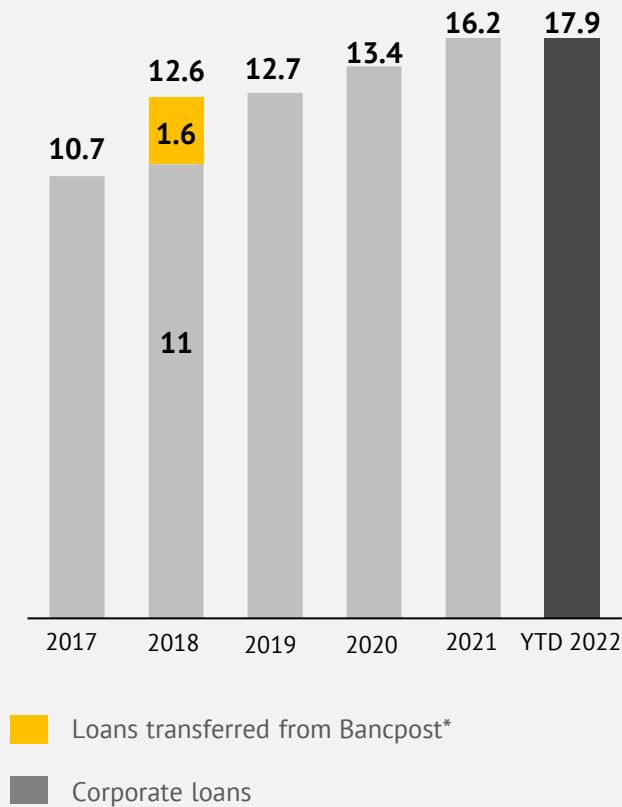


Business lines: Corporate banking

Corporate loan portfolio consolidated to RON 17.9bn

- Over 11,400 active clients;
- Lending activity in Q1'22 rendered over 400 new loans, amounting to RON 3.4bn
- Significant increase in new productions: 72% for MidCO segment and 171% for LargeCo segment;
- BT continued to provide support to MidCo clients via government programs IMM Invest and POIIMM. IMM Invest financing represented 25% of new production in Q1'22;
- LargeCo loan portfolio consolidated 10% since the beginning of the year, fairly balanced between existing clients and new relationships
- The sectorial approach focused on resilient sectors like healthcare, industrial manufacturing, agribusiness, utilities, FMCG and Public sector.

CORPORATE LOANS, RON BN



*Loans transferred from Bancpost include loans transferred during 2018, before integration



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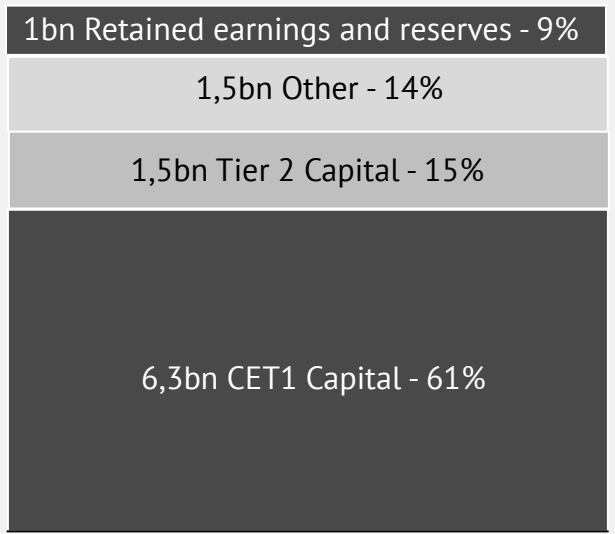
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Comfortable solvency levels

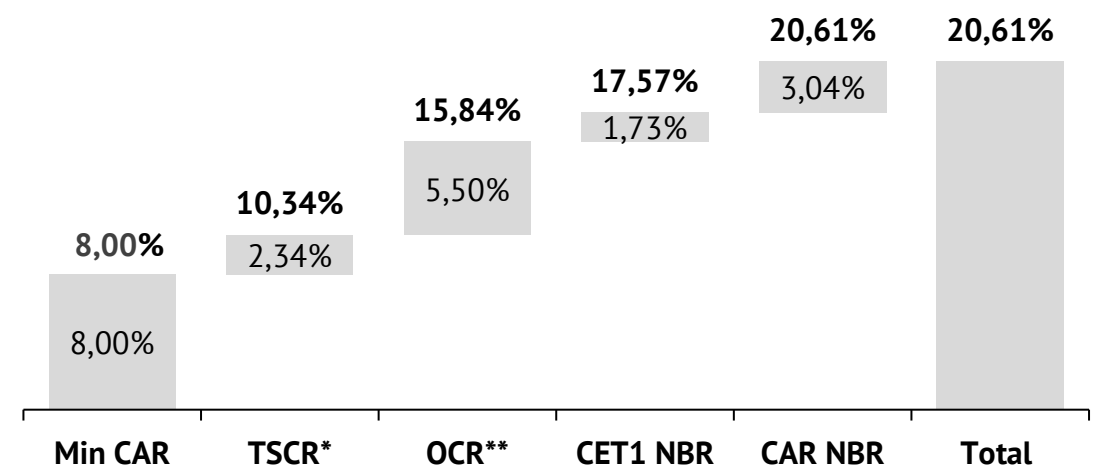


STRUCTURE OF OWN FUNDS

RON 10,3bn Total Capital



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



NBR computation framework

Profit excluded (vs. slide 13)

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

**OCR includes TCSR and capital buffers (conservation buffer plus the higher of O-SII buffer and systemic risk buffer)



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ELECTION OF THE BOARD OF DIRECTORS

New Board of Directors for the 2022 - 2026 mandate:

- ✓ Chairman of the Board of Directors obtained his sixth consecutive mandate
- ✓ two new members were elected

DIVIDENDS AT 5% YIELD

Banca Transilvania will pay cash dividends:

- ✓ gross dividend/share of 0.12 RON
- ✓ amounting to RON 800 million
- ✓ represents 45% of 2021 profit of RON 1.8 billion

2022 BUDGET APPROVAL

2022 budget, fit for the forthcoming ambitions:

- ✓ leader position in all business segments
- ✓ organic growth coupled with new acquisitions
- ✓ continuous digitalization
- ✓ increased synergy between Banca Transilvania Financial Group companies

SHARE CAPITAL INCREASE

Share capital increase by incorporating reserves from the net profit of 2021:

- ✓ 765 million shares with a nominal value of 1 RON
- ✓ approx. 12 bonus shares will be granted for every 100 shares held at the record date

SHARE BUYBACKS

Share buyback of up to 40 million shares within a stock-option plan

SHARE NOMINAL VALUE INCREASE

Consolidation of the share nominal value to 10 RON

TIRIAC LEASING ACQUISITION

Shareholders' information on the acquisition of **Tiriac Leasing**, transaction pending approvals from the Competition Council



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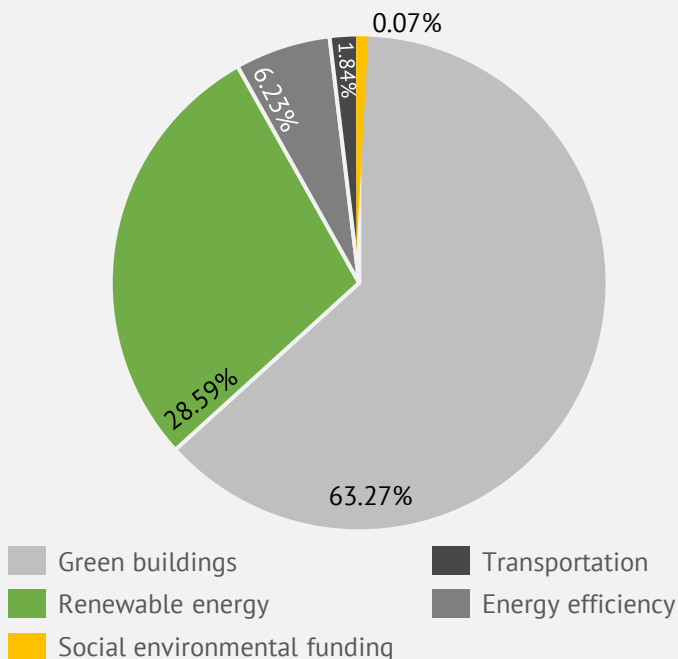
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SHARE OF GREEN LOANS BY SECTOR IN 2021, ACCORDING TO CAFI



**GHG REDUCED: 619,038 tCO₂/year,
EQUIVALENT OF:**



121,004

Gasoline-powered passenger vehicles driven for one year

70,739

Homes' energy use for one year



1,532 HA

Capture of carbon dioxide from the atmosphere by 1,532 HA of forest

Sustainability Report 2021.



Financing our future

Our objectives focus on increasing and promoting impact finance, i.e. green or sustainability-oriented lending.

C O M P A N I E S

RON 538 MIL

value of corporate green loans as assessed by IFC methodology via CAFI (Climate Assessment for Financial Institutions) platform

RON 360 MIL

outstanding loans for BREEAM certified real estate projects, apart from green buildings

RON 91.8 MIL

outstanding loans granted to waste recycling companies

RON 46 MIL

outstanding loans granted for energy efficiency purposes

[Sustainability Report 2021](#)

R E T A I L

RON 144 MIL

loans to private individuals, in partnership with the EBRD, for the purchase of residential property or energy-efficient assets

RON 253 MIL

car leasing for electric or hybrid vehicles

RON 959 MIL

in financing under the Green Mortgage Loan product

RON 68 MIL

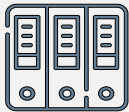
mobile payments, doubled as compared with 2020

[Auditors' Assurance Opinion](#)



1,170kg

Amount of plastic saved by cards made of recycled materials



>111t

Paper saved as a result of paper reduction measures



87%

Electricity consumption from renewable sources



51%

Decrease in direct GHG emissions intensity compared with 2020



1 IN 4

cars financed by BT Leasing in 2021 are 100% electric or hybrid

Sustainability Report 2021.



Financing our future

Impact financing also means our positive footprint in financing and supporting key areas for community and societal development

>32k

of clients in agribusiness department, o/w >20k are small farmers

6,400

number of outstanding loans granted by BT Mic to companies with female shareholders

RON 19 MIL

outstanding loans financing education and training projects

75%

proportion of BT Mic portfolio where BT was the first lender

10%

of total training hours dedicated to data protection and information security

93%/72%

of supplier expenditure directed to local companies (RO/MD)

RON >5 MIL

annual training budget

RON 27 MIL

value of sponsorship granted by BT Financial group

Banca Transilvania Financial Group as of 31/03/2022



TOTAL ASSETS RON 121BN

TOTAL ASSETS RON 617MN

TOTAL ASSETS RON 1,434MN

AUM RON 5,073MN

TOTAL ASSETS RON 925MN

TOTAL ASSETS RON 661MN

AUM RON 129MN

TOTAL ASSETS RON 3,836MN

TOTAL ASSETS* RON 2,923MN

BANCA  TRANSILVANIA®

 BT Direct®

 BT Leasing®

 BT Asset Management S.A.I.®

 BT Capital Partners®

 BT Mic®

 BT Pensii®

 victoriabank®

 Idea Bank

**Value refers to Idea Group*



1. Macroeconomic Landscape

2. BT in Q1 2022

3. Financial Performance

4. Capital

5. GMS decisions

6. Sustainability

7. Appendix

ANNEX 1

Income statement, IFRS individual



RONmn	3M 2022	3M 2021	Δ
Net interest income	810.3	665.9	21.7%
Net fee and commission income	218.9	181.3	20.7%
Net trading income	154.8	95.9	61.4%
Other net income	(132.2)	80.3	-264.6%
Operating income	1,051.8	1,023.5	2.8%
Personnel expenses	(339.0)	(279.3)	21.4%
D&A	(82.1)	(87.8)	-6.4%
Other operating expenses	(166.0)	(127.8)	29.9%
Operating expenses	(587.2)	(494.8)	18.7%
Pre-provision operating profit	464.6	528.7	-12.1%
Cost of risk	(101.3)	144.4	
Net income before taxation	363.3	673.1	-46.0%
Income tax (expense)/revenue	(55.8)	(91.8)	-39.2%
Net income	307.5	581.3	-47.1%

ANNEX 1

Balance sheet, IFRS individual



RONmn	Mar/22	Dec/21	Δ
Cash & cash equivalents	12,688.2	16,763.6	-24.3%
Placements with banks and public institutions	4,928.4	9,612.7	-48.7%
Loans to customers, net	54,610.7	52,238.5	4.5%
T-bills & securities	44,904.7	42,785.7	5.0%
Fixed assets	976.2	987.4	-1.1%
Right-of-use assets	692.0	706.6	-2.1%
Investments in associates	735.5	735.5	0%
Current tax assets	0.0	0.0	
Deferred tax assets	445.8	227.7	95.8%
Other financial assets	1,045.1	884.2	18.2%
Other non-financial assets	128.4	120.1	6.9%
Total assets	121,155.1	125,062.0	-3.1%
Deposits from banks	949.8	952.5	-0.3%
Deposits from customers	102,643.8	102,698.1	-0.1%
Loans from banks and FIs	3,735.9	7,457.8	-49.9%
Subordinated loan	1,726.8	1,706.2	1.2%
Current tax liabilities	63.5	62.1	2.3%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	487.7	493.0	-1.1%
Financial liabilities from leasing contracts	701.9	716.6	-2.1%
Other financial liabilities	2,172.5	1,479.2	46.9%
Other non-financial liabilities	143.0	143.5	-0.4%
Total liabilities	112,624.7	115,708.9	-2.7%
Shareholders' equity	8,530.3	9,353.1	-8.8%
Total liabilities and equity	121,155.1	125,062.0	-3.1%

ANNEX 2

Income statement, IFRS consolidated



RONmn	3M 2022	3M 2021	Δ
Net interest income	969.4	750.0	29.3%
Net fee and commission income	259.0	213.3	21.5%
Net trading income	167.0	145.8	14.5%
Other net income	(99.2)	50.9	-294.9%
Operating income	1,296.2	1,159.9	11.7%
Personnel expenses	(397.7)	(313.5)	26.9%
D&A	(92.8)	(89.6)	3.6%
Other operating expenses	(198.6)	(150.5)	32.0%
Operating expenses	(689.1)	(553.5)	24.5%
Pre-provision operating profit	607.1	606.4	0.1%
Cost of risk	(133.7)	(146.4)	-191.3%
Net income before taxation	473.3	752.8	-37.1%
Income tax (expense)/revenue	(73.0)	(96.5)	-24.3%
Net income	400.3	656.3	-39.0%

ANNEX 2

Balance sheet, IFRS consolidated



RONmn	Mar/22	Dec/21	Δ
Cash & cash equivalents	14,327.2	18,320.9	-21.8%
Placements with banks and public institutions	5,548.1	10,394.3	-46.6%
Loans to customers, net	58,566.0	56,117.8	4.4%
T-bills & securities	46,003.2	44,204.2	4.1%
Fixed assets	1,491.3	1,492.9	-0.1%
Right-of-use assets	480.6	492.0	-2.3%
Investments in associates	5.1	4.5	15.5%
Current tax assets	0.0	0.0	
Deferred tax assets	478.9	257.9	85.7%
Other financial assets	1,230.9	1,054.9	16.7%
Other non-financial assets	169.0	161.9	4.4%
Total assets	128,300.6	132,501.2	-3.2%
Deposits from banks	1,080.7	1,024.3	5.5%
Deposits from customers	107,421.3	108,021.6	-0.6%
Loans from banks and FIs	4,200.5	7,929.5	-47.0%
Subordinated loan	1,782.5	1,762.5	1.1%
Current tax liabilities	77.5	68.4	
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	525.6	538.5	-2.4%
Financial liabilities from leasing contracts	486.8	498.6	-2.4%
Other financial liabilities	2,700.0	1,899.7	42.1%
Other non-financial liabilities	188.6	194.1	-2.8%
Total liabilities	118,463.6	121,937.1	-2.8%
Shareholders' equity	9,353.8	10,092.3	-7.3%
Non-controlling interest	483.2	471.9	2.4%
Total liabilities and equity	128,300.6	132,501.2	-3.2%



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