



# **Banca Transilvania** **Q1 2025 Financial Results**

---

The 20<sup>th</sup> of May 2025

---

# **DISCLAIMER**



The information contained in the present document has not been independently verified and no representation or warranty expressed or implied is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of this information or opinions contained herein.

Banca Transilvania cautions readers that no forward-looking statement that may be contained in the present document is a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made, and Banca Transilvania

undertakes no obligation to update publicly any of them in light of new information or future events. None of Banca Transilvania or any of its affiliates, advisors or representatives shall have any liability for any loss howsoever arising from any use of this document or its content or otherwise arising in connection with this document.

The present document does not constitute a public offer under any applicable legislation or an offer to sell or solicitation of any offer to buy any securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments.

# AGENDA



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**



# ROMANIAN ECONOMY

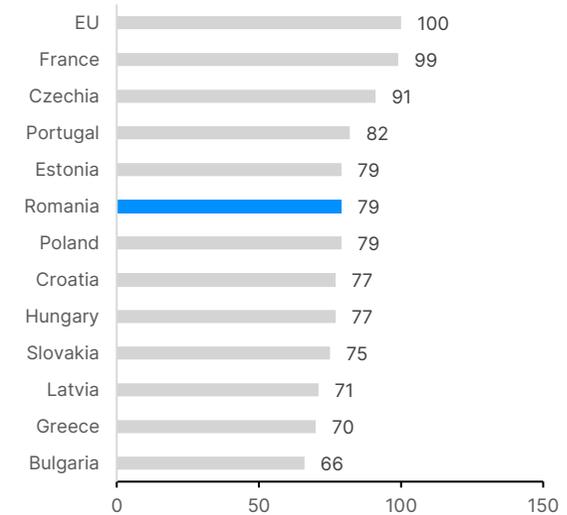
## ENDOGEN & EXOGEN FACTORS TO SUSTAIN OUTPERFORMANCE

- Romania is the **2<sup>nd</sup> largest economy in CEE** with a population of over 19 MN as of 2024.
- One of the **fastest growing EU countries** historically with strong real GDP growth of 3.3% per year (2015–2024 CAGR).
- GDP real growth rate in 2024 was 0.8%, Q1 2025 is 0.2%.
- **The public debt/GDP level of 54.8%** remains **below the EU average of 81%**.

- In 2024, Romania recorded the **highest government deficit (-8.65%)** among the EU Member States.
- **Trade deficit** shows an improved evolution, 26.9% YoY as of March 2025 vs 35.1% as of February 2025.
- **Inflation (HICP) decreased in the first months of 2025**, reaching 4.9% in April 2025.

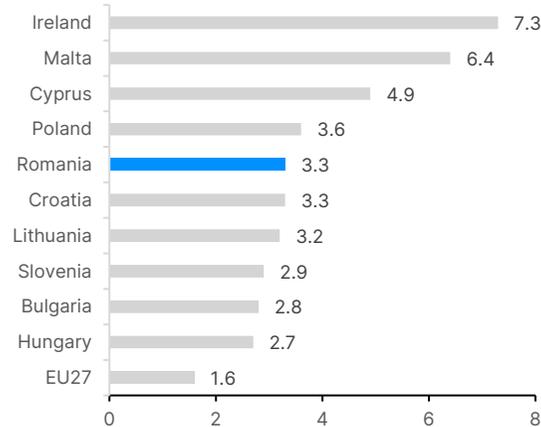
## RELATIVELY HIGH WEALTH IN THE CEE

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



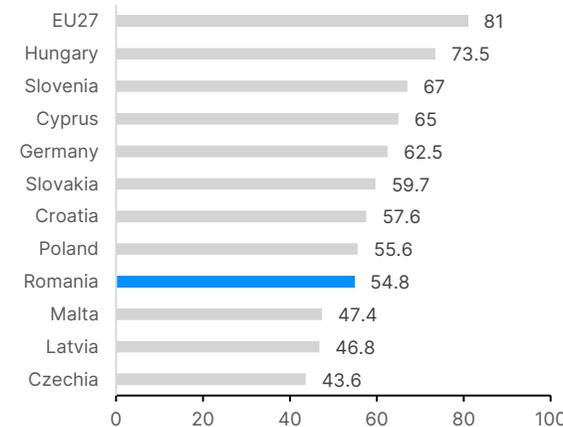
## STRONG GROWTH DYNAMICS

% Real GDP Growth, Average 2015–2024



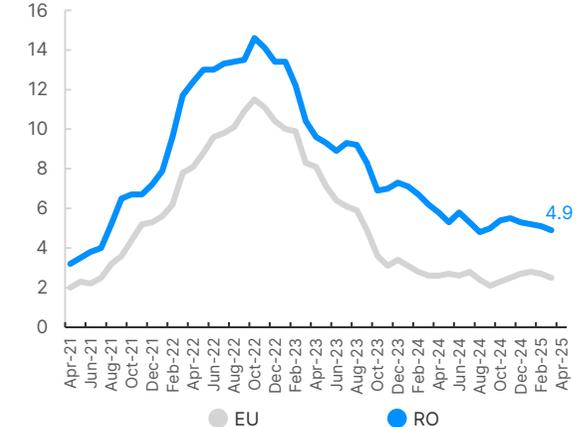
## RELATIVELY LOWER DEBT TO GDP RATIOS

General Government Debt Q4 2024, % GDP



## INFLATION

Consumer prices (HICP) (% , YOY)



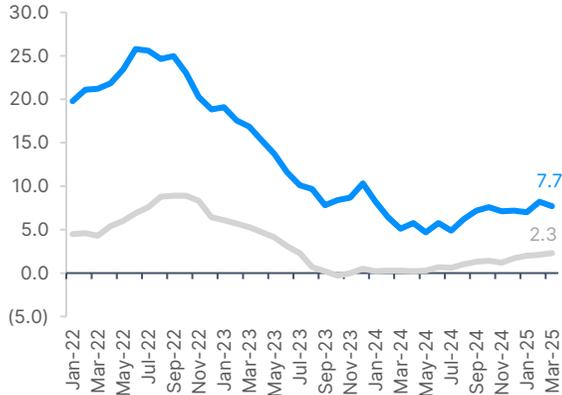


# BANKING SECTOR EVOLUTION

## LENDING GROWTH HIGHER THAN THE EU AVG.

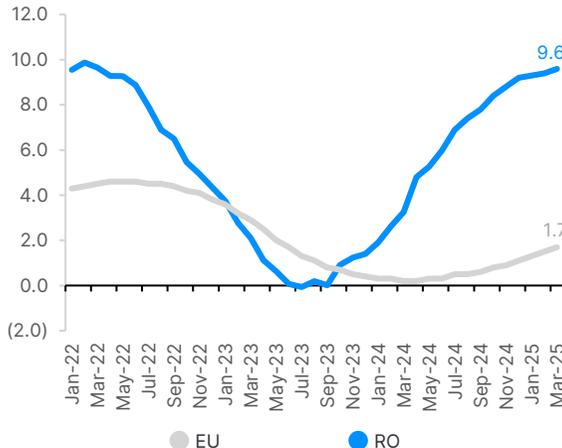
### Corporate loans (% YoY)

Corporate lending growth significantly higher in Romania as compared to the EU which is at 2.3 % YoY



### Household loans (% YoY)

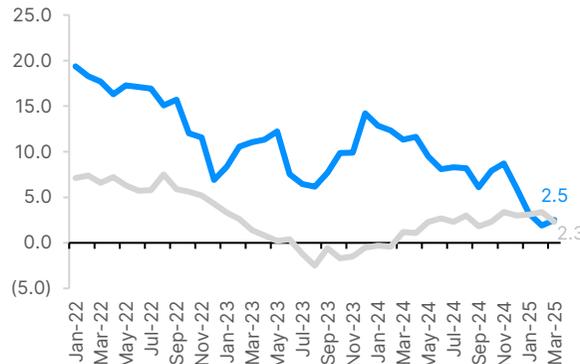
Householding lending is expanding at a faster pace in Romania as compared to the EU average (1.7% YoY)



## DEPOSITS WELL ABOVE THE EU AVG.

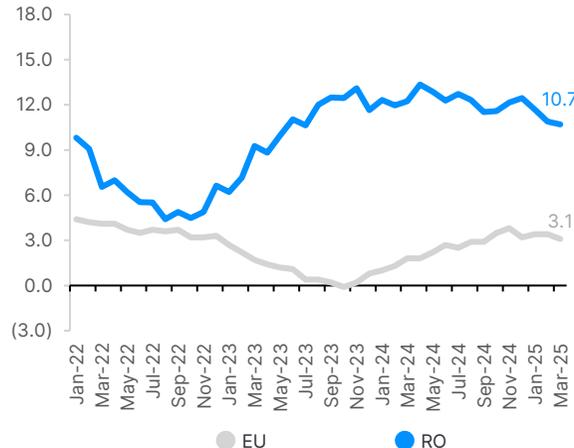
### Corporate deposits (% YoY)

Corporate deposits growth rate gap between Romania and the EU is closing



### Household deposits (% YoY)

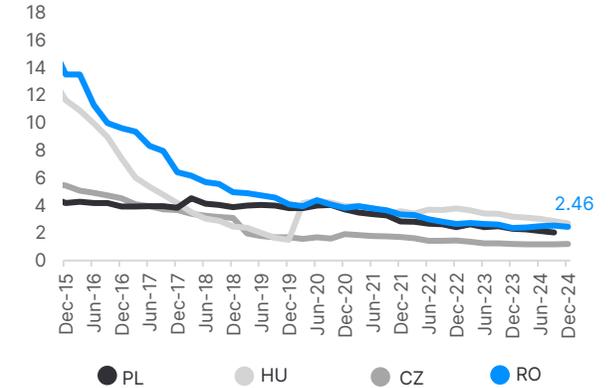
Household deposits growth rate gap between Romania and the EU persists



## STRONG ASSET QUALITY AND ROBUST CAPITAL

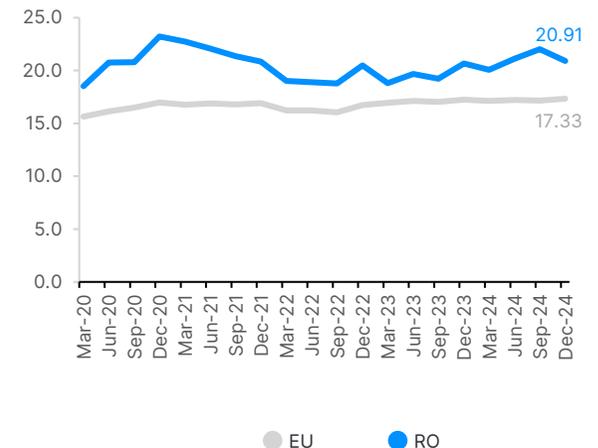
### NPL ratio (%)

The non-performing loan (NPL) ratio remains low in Romania at 2.46% as of December 2024



### TIER 1 (%)

Capital adequacy ratio (Tier 1) remains higher (20.91%) than the EU average (17.33%)



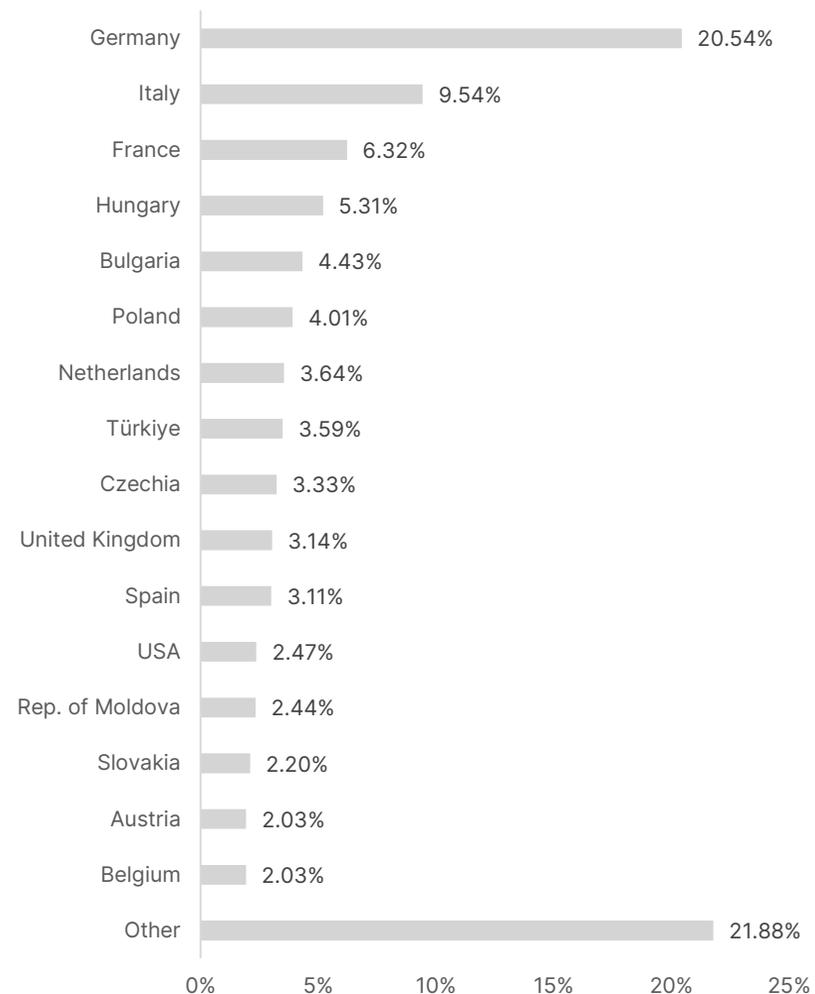
Sources: : NBR, ECB, Bloomberg



# BEYOND BORDERS: ROMANIA'S EXPORTS FOOTPRINT

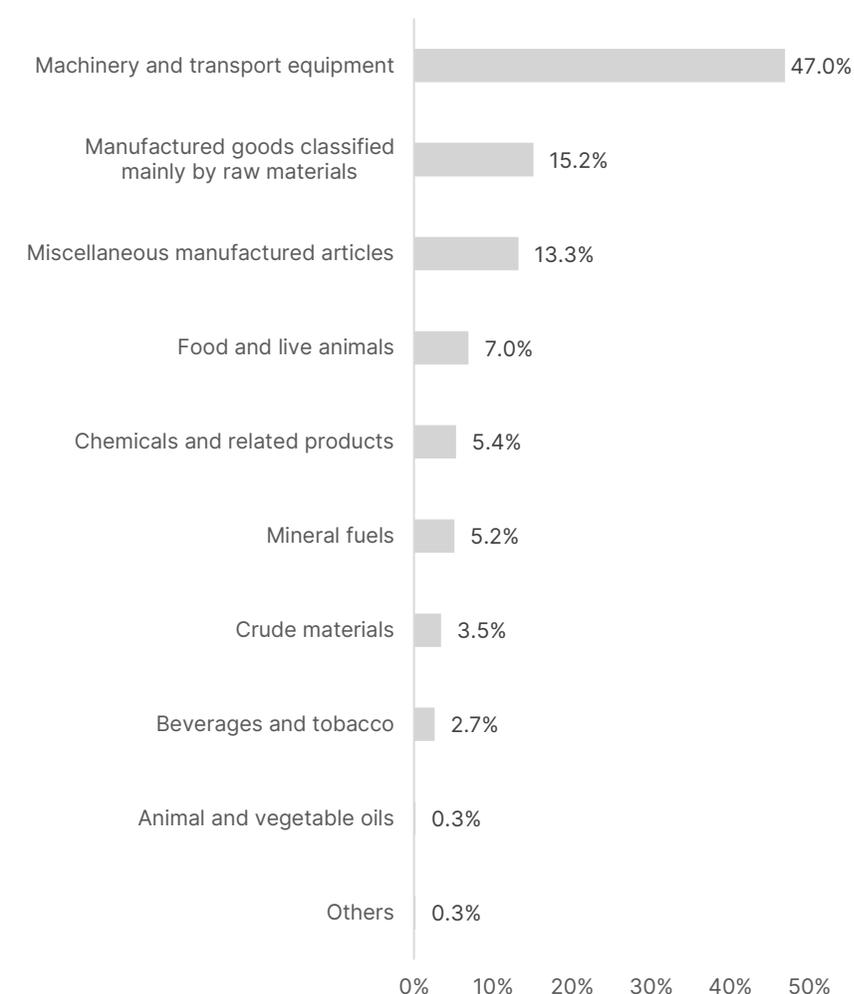
>66% OF ROMANIA'S EXPORTS GO TO EU

Export destinations of Romania (% of total exports), 2024



MORE THAN HALF OF EXPORTS ARE VALUE ADDED

Export products (% of total exports), 2024



# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**

## BT PERFORMANCE

	INDIVIDUAL			CONSOLIDATED		
	Q1 2025	Q1 2024	Δ	Q1 2025	Q1 2024	Δ
<b>PROFITABILITY</b>						
Net interest income RON   MN	1,535.2	1,324.7	15.9%	1,961.5	1,543.0	27.1%
Net fee and commission income RON   MN	324.7	295.9	9.7%	382.3	337.7	13.2%
Operating expenses RON   MN	(1,042.4)	(883.3)	18.0%	(1,355.3)	(1,037.6)	30.6%
Pre-provision operating profit RON   MN	1,087.3	1,026.7	5.9%	1,302.6	1,178.4	10.5%
Net profit RON   MN	756.3	913.2	-17.2%	877.0	1,132.4	-22.6%
EPS RON				0.7882	0.9657	-18.4%
Cost of risk, net (%)	1.00%	-0.21%	1.21 pp	1.07%	0.03%	1.04 pp
NIM (%)	3.39%	3.46%	-0.07 pp	3.98%	4.01%	-0.04 pp
ROE (%)	21.20%	32.77%	-11.57 pp	21.04%	35.11%	-14.07 pp
Cost-to-income ratio (%)*	47.42%	45.10%	2.31 pp	49.65%	45.72%	3.93 pp
*Computed assuming the annual contribution to Deposits Guarantee Fund and Resolution Fund to be evenly allocated over 12 months.						
<b>BS HIGHLIGHTS</b>						
Total assets RON   MN	196,693	184,264	6.7%	206,808	207,035	-0.1%
Gross loans ** RON   MN	98,891	86,182	14.7%	103,762	101,976	1.8%
Deposits from customers RON   MN	160,121	150,785	6.2%	165,435	167,869	-1.5%
Gross loans-to-deposits ratio	61.76%	57.16%	4.60 pp	62.72%	60.75%	1.97 pp
NPL ratio (EBA)	2.52%	2.07%	0.44 pp			
<b>CAPITAL</b>						
Tier 1 capital ratio	17.30%	20.83%		17.62%	19.02%	
Total capital ratio	19.76%	23.69%		19.94%	21.41%	

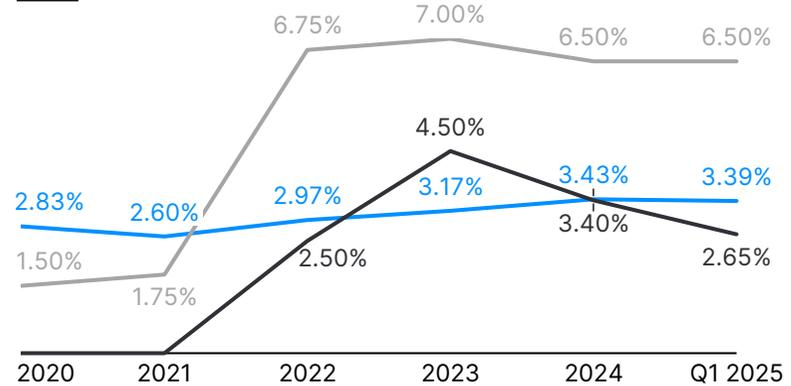
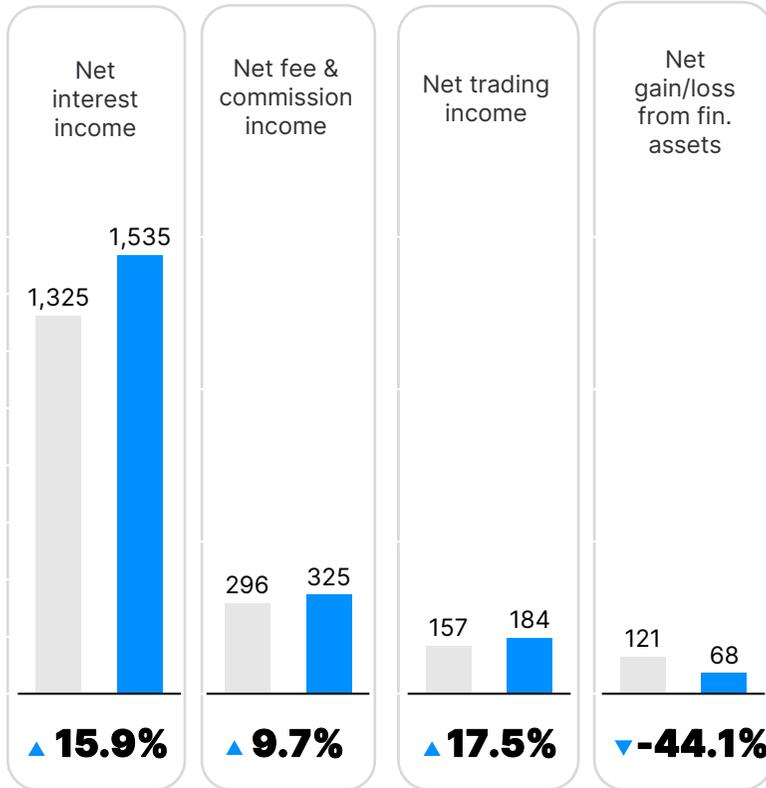


# TRENDS IN INCOME

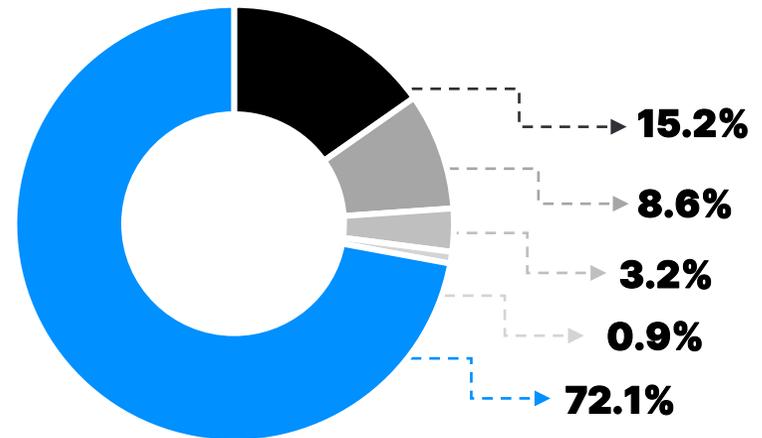
BT INDIVIDUAL

RON | MN

NIM



● NIM ● NBR Policy Rate ● ECB Refi. Rate (As 23 Apr'25)



● Net interest income ● Net fee & commission income  
 ● Net trading income ● Other income  
 ● Net gain/loss from financial assets measured at FVOCI and P&L

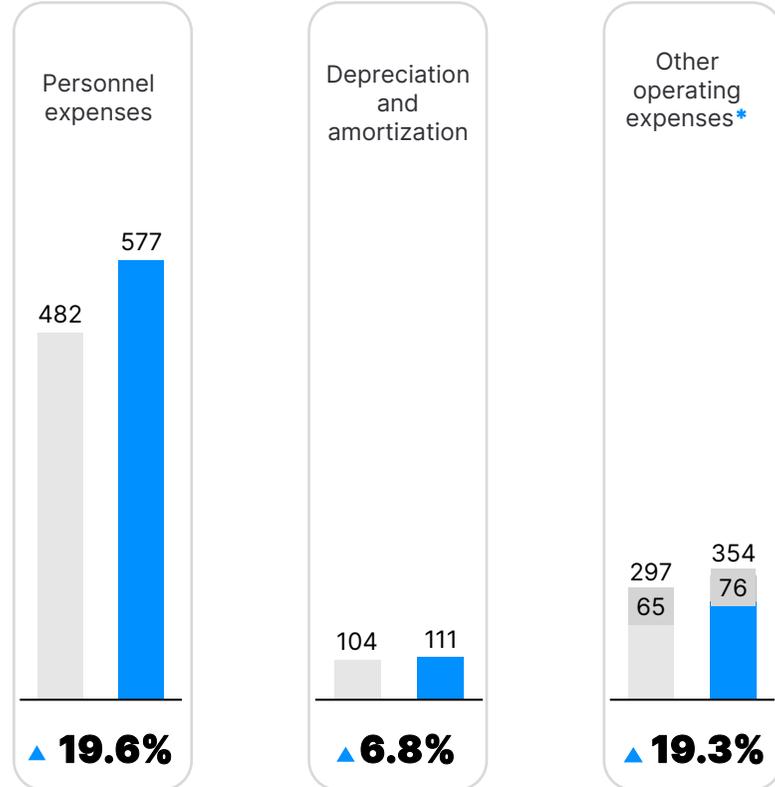
● Q1 2025  
 ● Q1 2024



# TRENDS IN OPEX

BT INDIVIDUAL

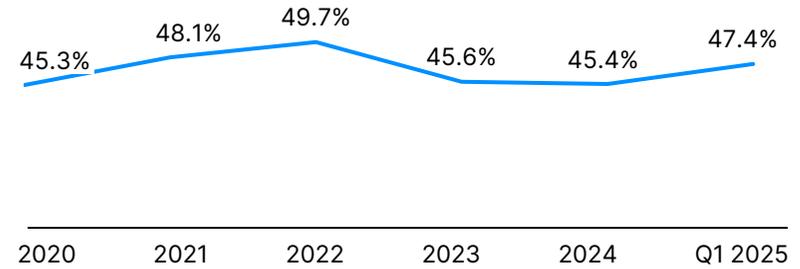
## RON | MN



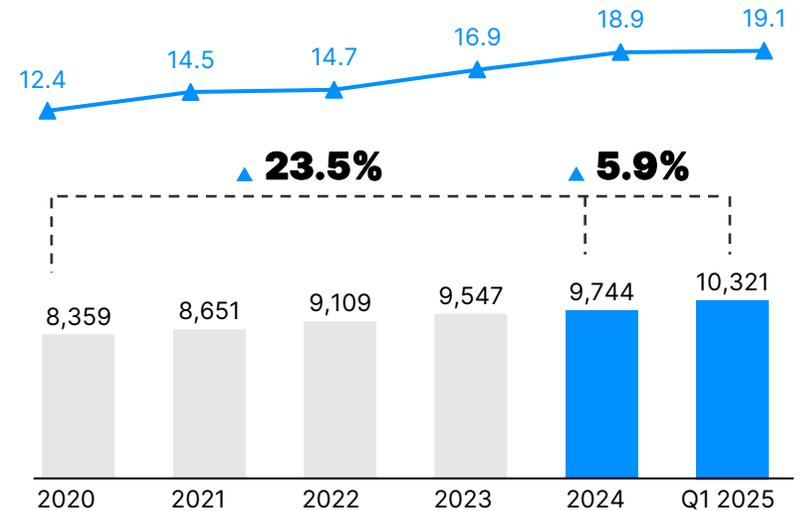
- Q1 2025
- Q1 2024
- Turnover tax

## C/I RATIO

**43.98%\*\***



\*FY '24 C/I without turnover tax



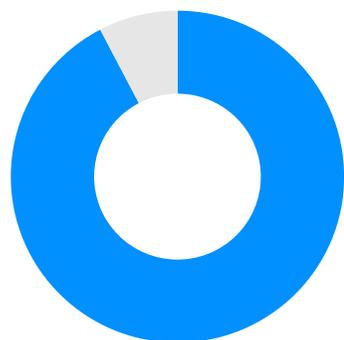
- ▲ Total Assets/ No. of active employees | RON MN
- No. active employees



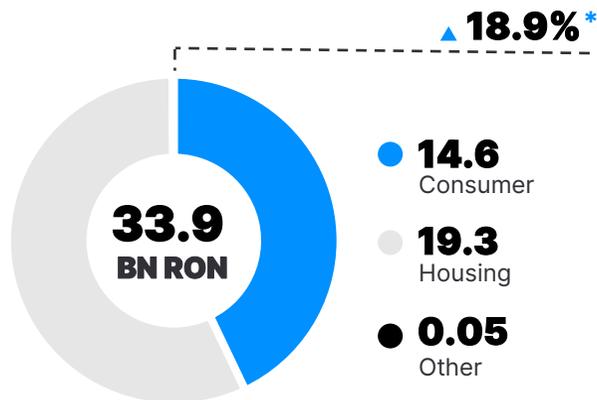
# SUSTAINED PORTFOLIO GROWTH

## LOANS TO HOUSEHOLD

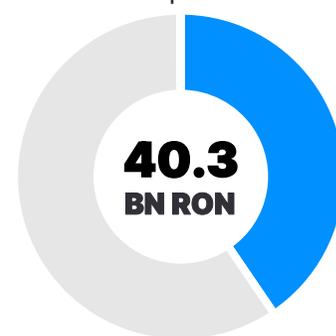
BT INDIVIDUAL



Mar'25



Dec'24



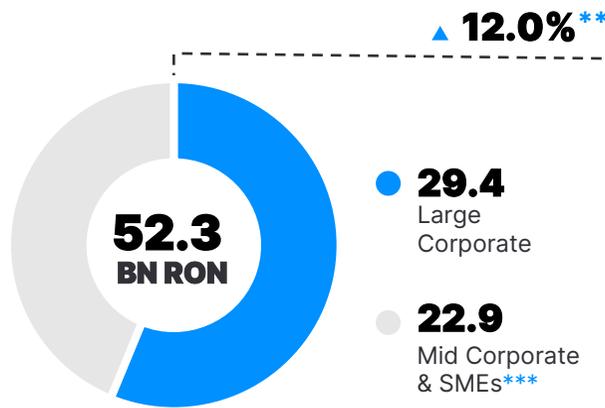
Mar'25

\*RON 5.4 million OTP portfolio in loans to households, +2.9% Δ without OTP

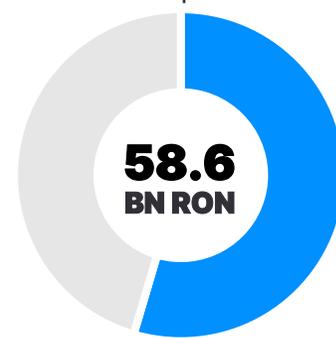
## LOANS TO COMPANIES



Mar'25



Dec'24



Mar'25

\*\*RON 5.4 million OTP portfolio on deposits from companies, +1.6% Δ without OTP

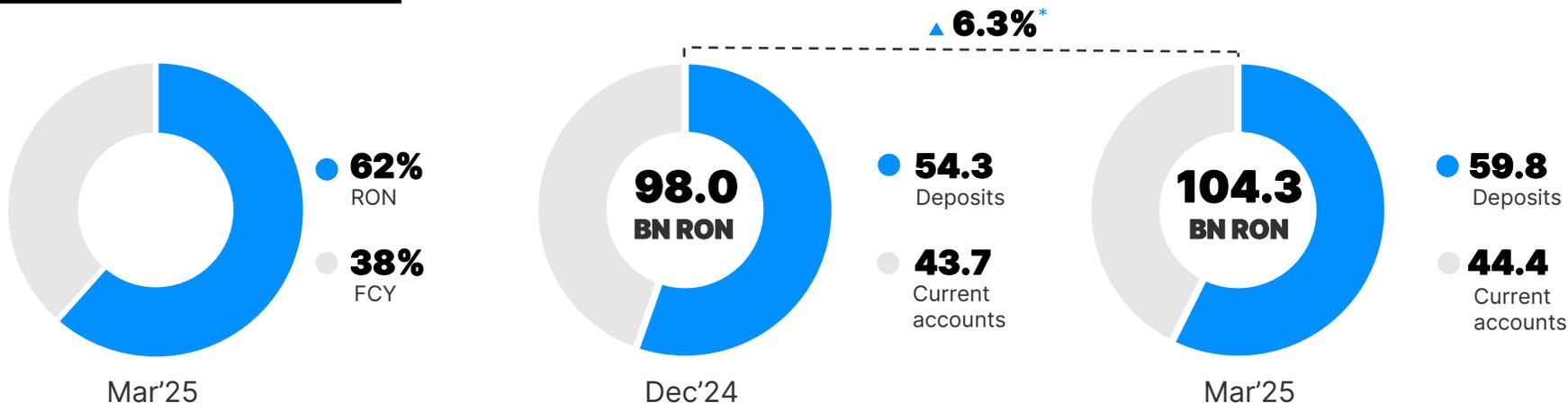
\*\*\*SMEs identified according to internal classification rules updated in 2024



# GROWING DEPOSITOR'S BASE

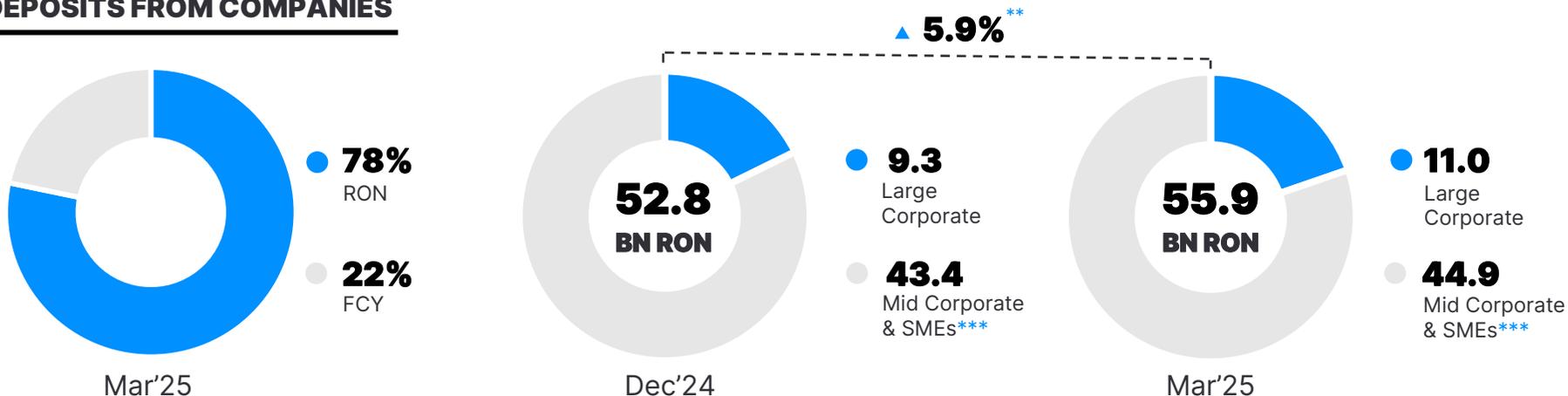
## DEPOSITS FROM HOUSEHOLD

BT INDIVIDUAL



\*RON 5.2 million OTP portfolio on household deposits, -2.6% Δ without OTP

## DEPOSITS FROM COMPANIES



\*\*RON 3.6 million OTP portfolio on deposits from companies, -1.0% Δ without OTP

\*\*\*SMEs identified according to internal classification rules updated in 2024

# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

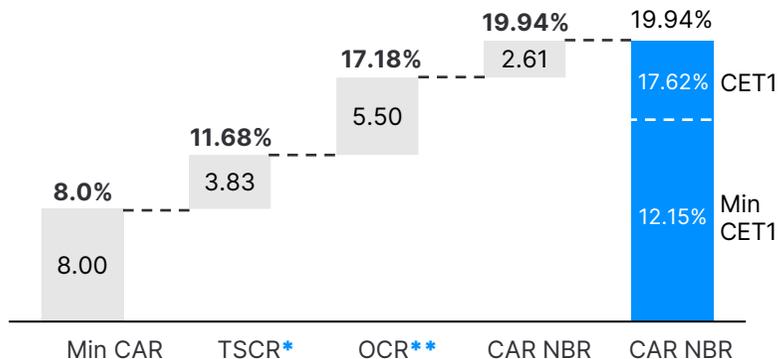
**Appendix**

**8**



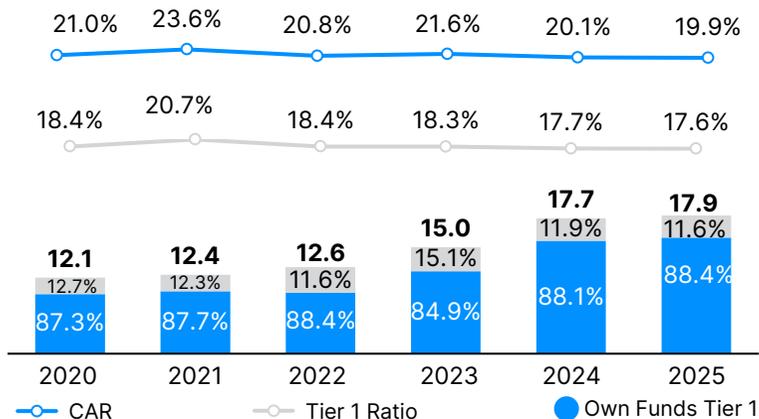
# CONFIDENT GROUP CAPITAL RATIOS EVOLUTION

## CAPITAL RATIOS (FOR Q1 2025), %



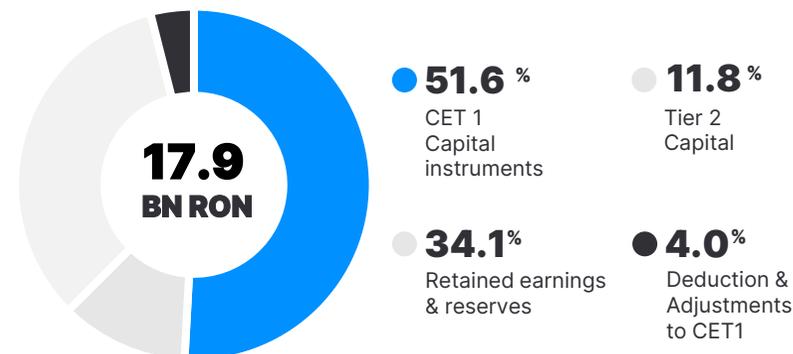
\*TCSR includes Min CAR and additional requirements as regulated by NBR  
 \*\*OCR includes TCSR and capital buffers

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



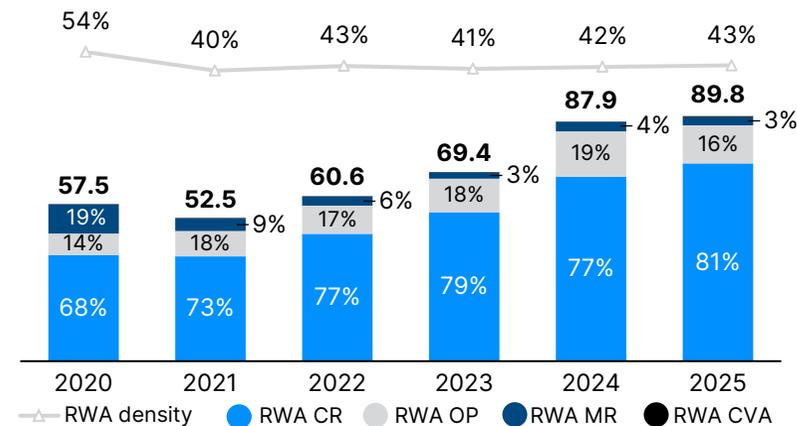
\*\*\*BT's Capital Adequacy Ratio, incorporating in the own funds the interim net profit for H1'24

## OWN FUNDS' STRUCTURE AS OF MARCH 2025, %



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

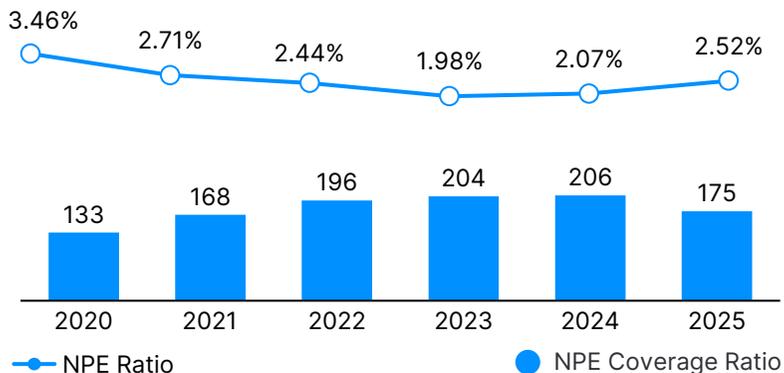
## GROUP RWA & RWA DENSITY



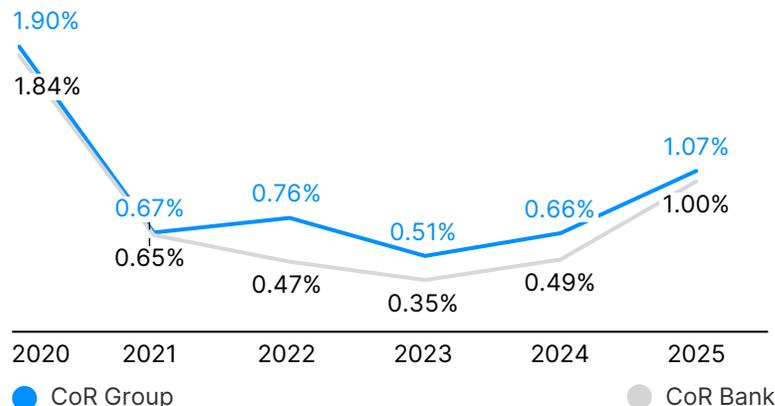


# STRONG ASSET QUALITY AMID EVOLVING METRICS

## NPE EBA & NPE COVERAGE RATIO, %



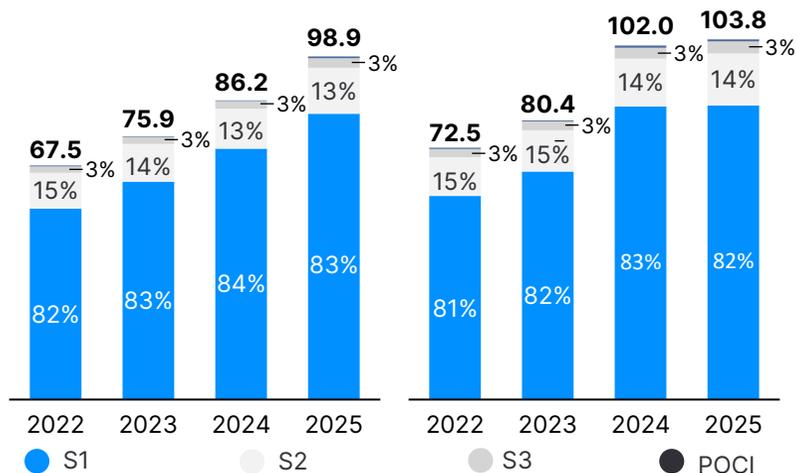
## COST OF RISK, %



## LOANS PER STAGES, BN RON

### BT INDIVIDUAL

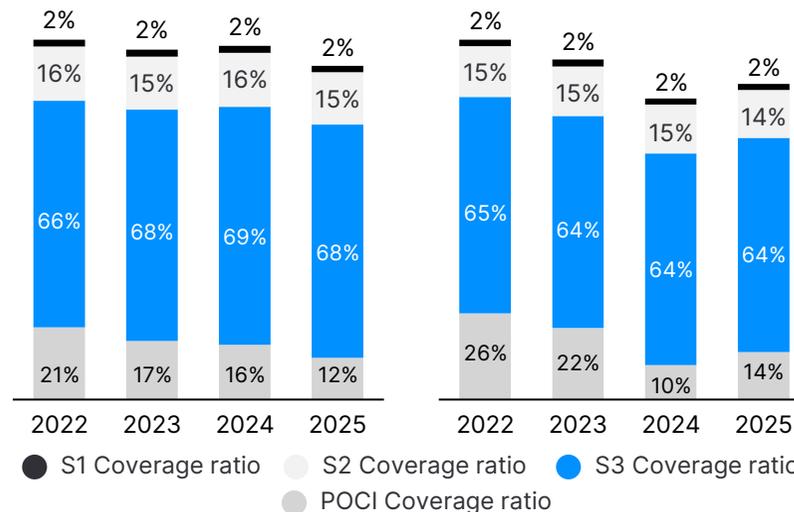
### CONSOLIDATED



## ECL COVERAGE PER STAGE, %

### BT INDIVIDUAL

### CONSOLIDATED



# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**

## APPROVAL OF CASH DIVIDENDS DISTRIBUTION

Approval of the distribution of **cash dividends** from the profit for the year 2024:

- The amount of RON 1,589,254,950 from the net profit reserves for the year 2024.
- Gross dividend/share of RON 1.7333295709, ex-date the 13<sup>th</sup> June.
- Registration date the 16<sup>th</sup> June; payment date the 30<sup>th</sup> June.

## APPROVAL OF 2025 BUDGET

Approval of the **2025 budget**:

- Total assets up by 13.9% in 2025, loan growth of 19.3% (including OTP).
- Profit before tax of RON 4,688 MN, + 12.7% vs. 2024.
- Investments of RON 843 MN, mainly in IT infrastructure and digital initiatives, up by 31% as compared with 2024 budget.



## SHARE CAPITAL INCREASE

Share capital increase by **incorporating reserves** from the net profit of 2024:

- 173.442.379 shares with a nominal value of RON 10
- ~19 bonus shares will be granted for every 100 shares held at the registration date
- Registration date: the 18<sup>th</sup> of July.

## SHARE BUYBACKS

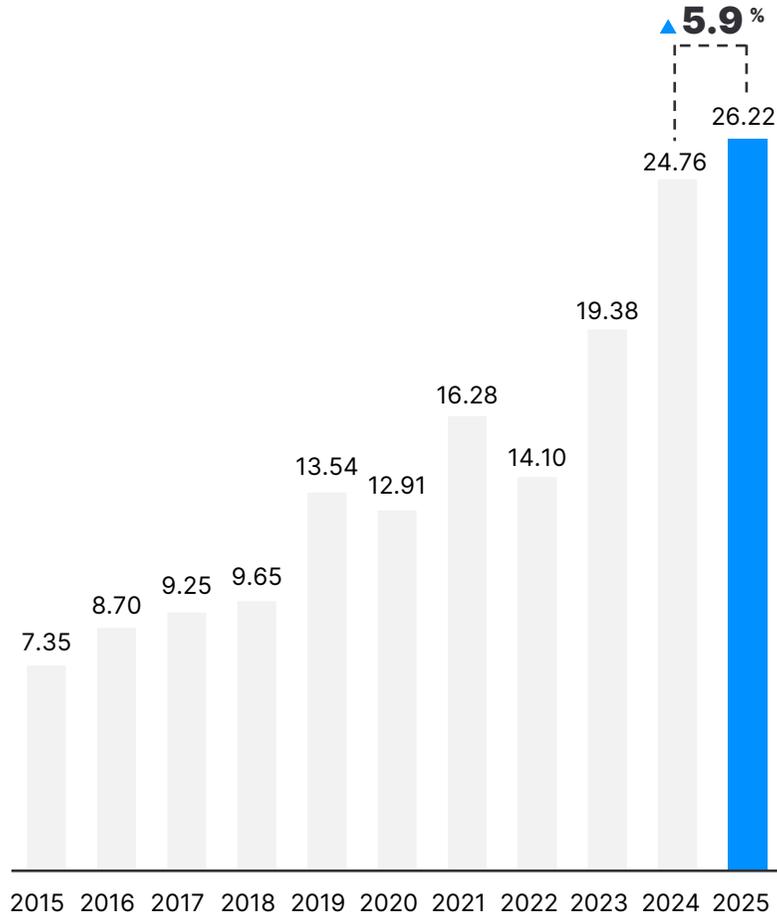
**Share buyback** of up to 5 MN shares (0.55% of total number of shares, and less than previous' year approved value of 6.5 MN shares – 0.81% of total number of shares at that moment), part of a stock-option plan.



# BT EVOLUTION ON STOCK EXCHANGE

## STOCK EXCHANGE CAPITALIZATION

↑ 13.6%\*

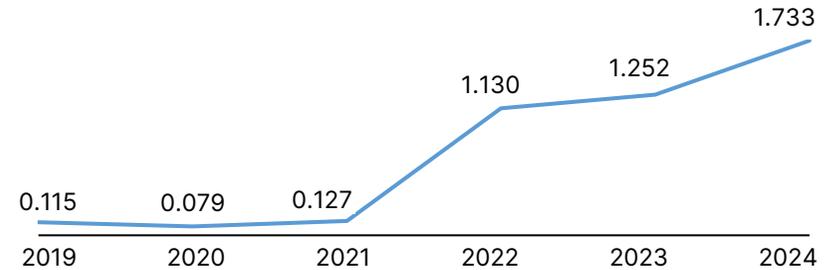


Closing price

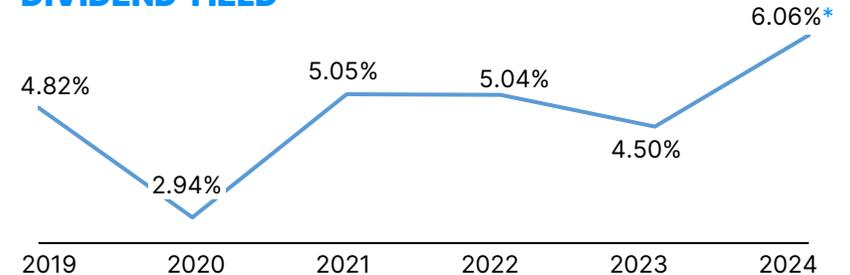
Note: \*CAGR

## BT IN DIVIDEND TERMS

### DIVIDEND / SHARE

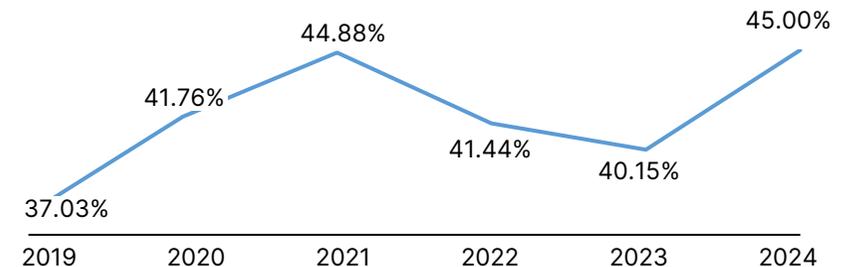


### DIVIDEND YIELD



\*Based on the 31<sup>th</sup> of March 2025 closing share price

### CASHOUT DIVIDEND



# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**

# SUSTAINABILITY UPDATES

## ESG REPORTING

- Mar-25: We published our first [Sustainability Statement](#) drawn-up in accordance with the Corporate Sustainability Reporting Directive (CSRD) principles.
- BT provided through the Sustainability Statement a comprehensive reporting on its carbon emissions across **Scopes 1, 2, and 3**, demonstrating a robust commitment to transparency.
- BT covered **83%** of its portfolio in Scope 3 - financed emissions calculations, highlighting its proactive commitment to sustainability efforts. It also maintains a **strong data quality score of 2.95** across asset classes, with its average intensity remaining well-balanced compared to industry peers.
- BT reported in the 2024 Sustainability Statement, the **Turnover GAR (both Stock and Flow)**, thus proving its continuous efforts of integrating green assets.

	METRIC-STOCK	METRIC-FLOW
Turnover GAR Stock	0.68% (vs. 1.38% in 2023)	1.60% (vs. 3% in 2023)
CapEx GAR Stock	0.94% (vs. 1.46% in 2023)	1.45% (vs. 3.07% in 2023)
Coverage of GAR assets out of total asset Stock	49.79% (vs. 57.64% in 2023)	26.08% (vs. 31.57% in 2023)

## SUSTAINABLE FINANCE

- Green loans to companies in 2024 amounted to RON 1,787 MN, **60% higher** vs. 2023. Financing for renewable energy projects **increased by 76%** YoY, while special climate projects, including water efficiency, increased by over 60% compared to 2023.
- **5.27% of mortgage loans** granted in 2024 qualify as green (EPC grade A). RON 586 MN of green mortgage loans were granted in 2024.
- **Over 7.3%** of the total retail loan portfolio is represented by green loans as of Dec'24, amounting to RON 2.26 BN.
- **1 out of 2** financial leasing granted by BT Leasing in 2024 were for hybrid and/or electric vehicles, representing almost RON 1,230 MN, 54% YoY growth.

## COMMUNITY CARE

- In 2024, our CSR budget surpassed **RON 80 MN** In 2024, with approximately 450 projects in education, culture and sports initiatives in Romania and Moldova.

# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**

## DELIVERING ENHANCED **DIGITAL EXPERIENCE**



**AI** ASSISTANCE  
INTEGRATED IN  
BT PAY

**BUILT-IN  
BUDDY**

AUTOMATES  
PROCESSES TO EASE  
BANK-ACCOUNTANT-  
ENTREPRENEURS  
COLLABORATION

**BELLA  
ITALIA**

LAUNCH OF **BT PAY  
ITALIA**: ITALIAN IBAN,  
DIGITAL CARD &  
INSTANT TRANSFERS

**THE  
KEY**

OF DIGITAL  
ACCELERATION IN THE  
ROMANIAN BUSINESS  
LANDSCAPE

**THE  
LINK**

BT, THE FINANCIAL  
LINK BETWEEN  
ROMANIANS ACROSS  
THE GLOBE

BT GROUP SIMPLIFIES ITS APP ECOSYSTEM  
ENSURING A MORE **STREAMLINED,**  
**CONSISTENT AND INTUITIVE EXPERIENCE**

# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**



# BT FINANCIAL GROUP M&A

## OTP

- Successful merger between BT and OTP at 28.02.2025;
- Record integration, in only 7 months;
- Two mergers in one day;
- High potential for upcoming materialisation of synergies.

## BCR CHIȘINĂU

- Victoriabank successfully completed the merger with BCR Chișinău on 28.02.2025, consolidating its position on the banking market at the end of the Q1;
- Total Assets at the moment of acquisition: ~MDL +2000 MN at the merger date;
- Extensive presence: Chișinău and Bălți, with over 60 units and 250 ATMs;
- Team: Over 50% of BCR Chișinău employees have been integrated into the Victoriabank team.

## BT PENSII\*

- BT Pensii became the asset manager for BRD Medio, which changes its name in Pensia Mea Plus;
- The merger brings:
  - 3<sup>rd</sup> place ranking in the market
  - 150.000 overall participants (pilonul 3).

## VICTORIABANK – MICROINVEST\*

- Victoriabank has signed the agreement for the acquisition of Microinvest, the largest non-bank lending company in the Republic of Moldova, with 40,000 customers.
- The acquisition allows Victoriabank to consolidate its position between the niche of microfinance customers.

**BT GROUP PERSISTS ON A CONTINUOUS  
FOCUS AND HIGH INTEREST ON GROWTH  
OPPORTUNITIES ALSO THROUGH M&As**

\*As of April 2025



# BT FINANCIAL GROUP HIGHLIGHTS

## **BANCA TRANSILVANIA**

- ~22% estimated market share Q1 2025
- EUR 5.3 BN market cap (+18% vs. YE24)

## **BT ASSET MANAGEMENT**

- +11% AUM in Q1 2025, RON 6,6 BN AUM
- Over 10k new investors each month in Q1 2025

## **BT CAPITAL PARTNERS**

- No. 1 in the top intermediaries at BVB with approximately 30% market share
- Over RON 2.2 BN assets in Q1 Fidelis sovereign bonds

## **BT MIC**

- "The biggest supporter of your business. After your mom" – the spring campaign launched in March climbed to 2<sup>nd</sup> place in the IQAds ranking
- 3000+ entrepreneurs financed in the first quarter of 2025

## **BT DIRECT**

- Almost RON 31.4 MN in placements – record level in Q1
- Two partnerships concluded with Regina Maria and Dedeman

## **BT LEASING**

- The first commercial leasing of the year, worth 1.404 MN

## **BT PENSII**

- 41% market share of new participants;
- RON ~300 MN in assets under management and 3<sup>rd</sup> place in the top of voluntary pension funds by number of participants

## **BT BROKER**

- "Award for Performance in Brokerage – Auto Insurance" at the Brokerage Market Awards Gala Q1 2025
- Sales: EUR 29.29 MN, +24% compared to Q1 2024

## **VICTORIABANK**

- BT - Victoriabank free transfers, settled on the same day
- Top Employer 2024 title "Employer Brand Perception Survey 2024" for the fourth consecutive year

## **SALT BANK**

- Over 500,000 clients in 12 months of activity and newly entered top 10 banks according to no. of clients in Romania
- „Best Use of Tech in Retail Banking” according to Banking Tech Awards 2024, London



# BT FINANCIAL GROUP OVERVIEW

BANCA  TRANSILVANIA

Net Profit  
RON **756.3 MN**

Total Assets  
RON **196,693 MN**

 BT Asset Management®

Net Profit  
RON **8.7 MN**

Total AUM  
RON **6,608 MN**

 BT Capital Partners®

Net Profit  
RON **8.3 MN**

Total Assets  
RON **638 MN**

 BT Direct®

Net Profit  
RON **16.2 MN**

Total Assets  
RON **1,175 MN**

 BT Leasing®

Net Profit  
RON **91.4 MN**

Total Assets  
RON **6,125 MN**

 BT Mic®

Net Profit  
RON **19.3 MN**

Total Assets  
RON **1,315 MN**

 BT Pensii

Net Profit  
RON **-0.2 MN**

Total AUM  
RON **323 MN**

 victoriabank®

Net Profit  
RON **26.5 MN**

Total Assets  
RON **6,702 MN**

 salt

Net Profit  
RON **-53.3 MN**

Total Assets  
RON **1,623 MN**

# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**GSM  
Decisions**

**4**

**Sustainability**

**5**

**Digital**

**6**

**BT Financial  
Group**

**7**

**Appendix**

**8**



## ANNEX 1: INCOME STATEMENT, IFRS INDIVIDUAL

RON   MN	Q1 2025	Q1 2024	Δ
Net interest income	1,535.2	1,324.7	15.9%
Net fee and commission income	324.7	295.9	9.7%
Net trading income	183.9	156.5	17.5%
Other net income	86.0	132.8	-35.3%
<b>OPERATING INCOME</b>	<b>2,129.7</b>	<b>1,910.0</b>	<b>11.5%</b>
Personnel expenses	(576.8)	(482.1)	19.6%
D&A	(111.3)	(104.2)	6.8%
Other operating expenses	(354.4)	(297.0)	19.3%
<b>OPERATING EXPENSES</b>	<b>(1,042.4)</b>	<b>(883.3)</b>	<b>18.0%</b>
<b>PRE-PROVISION PRE-PROVISION OPERATING PROFIT</b>	<b>1,087.3</b>	<b>1,026.7</b>	<b>5.9%</b>
<b>COST OF RISK</b>	<b>(244.6)</b>	<b>46.0</b>	<b>&gt;100%</b>
<b>NET INCOME BEFORE TAXATION</b>	<b>842.7</b>	<b>1,072.6</b>	<b>-21.4%</b>
Income tax expense	(86.4)	(159.4)	-45.8%
<b>NET INCOME AFTER TAXATION</b>	<b>756.3</b>	<b>913.2</b>	<b>-17.2%</b>

## ANNEX 1: BALANCE SHEET, IFRS INDIVIDUAL

RON   MN	Mar-25	Dec-24	Δ
Cash & cash equivalents	21,563.5	16,908.4	27.5%
Placements with banks and public institutions	7,748.7	13,612.1	-43.1%
Loans to customers, net	93,417.3	81,390.0	14.8%
T-bills & securities	67,540.3	64,717.1	4.4%
Fixed assets	1,941.2	1,577.0	23.1%
Right-of-use assets	540.5	769.2	-29.7%
Investments in subsidiaries	1,178.4	2,644.7	-55.4%
Current tax assets	0.0	0.0	
Deferred tax assets	378.6	388.3	-2.5%
Other financial assets	2,131.2	2,013.1	5.9%
Other non-financial assets	252.8	244.1	3.6%
<b>TOTAL ASSETS</b>	<b>196,692.6</b>	<b>184,263.9</b>	<b>6.7%</b>
Deposits from banks	515.9	1,173.8	-56.0%
Deposits customers	160,121.2	150,785.3	6.2%
Loans from banks and FIs	12,615.8	11,209.5	12.5%
Subordinated loan	2,451.8	2,405.1	1.9%
Current tax liabilities	102.4	184.3	-44.4%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	654.9	500.1	31.0%
Financial liabilities from leasing contracts	565.2	747.9	-24.4%
Other financial liabilities	3,710.8	2,818.2	31.7%
Other non-financial liabilities	238.6	220.7	8.1%
<b>TOTAL LIABILITIES</b>	<b>180,976.6</b>	<b>170,044.8</b>	<b>6.4%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>15,715.9</b>	<b>14,219.1</b>	<b>10.5%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>196,692.6</b>	<b>184,263.9</b>	<b>6.7%</b>

## ANNEX 2: INCOME STATEMENT, IFRS CONSOLIDATED

RON   MN	Q1 2025	Q1 2024	Δ
Net interest income	1,961.5	1,543.0	27.1%
Net fee and commission income	382.3	337.7	13.2%
Net trading income	244.6	190.9	28.2%
Other net income	69.5	144.5	-51.9%
<b>OPERATING INCOME</b>	<b>2,657.9</b>	<b>2,216.0</b>	<b>19.9%</b>
Personnel expenses	(722.1)	(579.9)	24.5%
D&A	(136.7)	(119.3)	14.6%
Other operating expenses	(496.5)	(338.4)	46.7%
<b>OPERATING EXPENSES</b>	<b>(1,355.3)</b>	<b>(1,037.6)</b>	<b>30.6%</b>
<b>PRE-PROVISION OPERATING PROFIT</b>	<b>1,302.6</b>	<b>1,178.4</b>	<b>10.5%</b>
<b>COST OF RISK</b>	<b>(290.9)</b>	<b>(2.9)</b>	<b>&gt;100%</b>
Bargain gain	0.0	132.7	
<b>NET INCOME BEFORE TAXATION</b>	<b>1,011.7</b>	<b>1,308.2</b>	<b>-22.7%</b>
Income tax expense	(134.7)	(175.7)	-23.4%
<b>NET INCOME AFTER TAXATION</b>	<b>877.0</b>	<b>1,132.4</b>	<b>-22.6%</b>

## ANNEX 2: BALANCE SHEET, IFRS CONSOLIDATED

### RON | MN

	Mar-25	Dec-24	Δ
Cash & cash equivalents	23,874.0	21,950.2	8.8%
Placements with banks and public institutions	8,874.8	13,714.9	-35.3%
Loans to customers, net	97,752.0	96,369.9	1.4%
T-bills & securities	69,883.7	68,410.3	2.2%
Fixed assets	2,750.0	2,785.5	-1.3%
Right-of-use assets	565.9	586.6	-3.5%
Investments in associates	23.2	23.3	-0.7%
Current tax assets	0.0	0.0	
Deferred tax assets	402.4	462.2	-13.0%
Other financial assets	2,304.8	2,327.4	-1.0%
Other non-financial assets	377.2	405.2	-6.9%
<b>TOTAL ASSETS</b>	<b>206,808.0</b>	<b>207,035.5</b>	<b>-0.1%</b>
Deposits from banks	502.6	951.2	-47.2%
Deposits customers	165,435.1	167,869.3	-1.5%
Loans from banks and FIs	13,494.9	12,237.7	10.3%
Subordinated loan	2,579.4	2,530.5	1.9%
Current tax liabilities	127.5	215.0	-40.7%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	756.6	827.4	-8.6%
Financial liabilities from leasing contracts	589.2	617.5	-4.6%
Other financial liabilities	4,590.7	4,037.3	13.7%
Other non-financial liabilities	299.4	313.0	-4.3%
<b>TOTAL LIABILITIES</b>	<b>188,375.5</b>	<b>189,598.9</b>	<b>-0.6%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>17,614.2</b>	<b>16,617.5</b>	<b>6.0%</b>
Non-controlling interest	818.4	819.0	-0.1%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>206,808.0</b>	<b>207,035.5</b>	<b>-0.1%</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).

### NPE EBA (AQT-3.2)

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

### NPE 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



[investor.relations@btrl.ro](mailto:investor.relations@btrl.ro)

---



+40 264 407 150

+40 264 301 128

---



Calea Dorobantilor, Nr. 30-  
36, Cluj-Napoca, Romania