



Press release, Cluj-Napoca, October 28, 2009

Q3 OPERATING PROFIT
83% higher vs. 30.09.2008

Banca Transilvania obtained positive financial results in the third quarter of this year, due to an outstanding team commitment, in spite of the tough economic environment. BT's strategy, as the bank for entrepreneurial people, focused market requirements and sound business management, while offering the best possible solutions for customers. Strong partners, such as the EBRD and IFC continued to offer substantial support to Banca Transilvania.

Robert C. Rekkers, Banca Transilvania CEO stated: *"As at 30.09.2009, operating profit recorded an increase of 83% vs. the same period of last year. Our focus within these 9 months was placed on efficiency and prudence, all our efforts targeting the achievement of objectives assumed this year, including the projected gross profit level, considering that the forth quarter does not seem to be easier than the current one, in terms of business environment."*

Q 3 HIGHLIGHTS:

- Operating income: LEI 930 mil., increasing by 23% vs. 30.09.2008;
- Gross operating profit before provisions: LEI 418 mil, 83% higher vs. 30.09.2008;
- Gross profit after provisions: LEI 73.08 mil, including LEI 13.79 mil. extraordinary profit (BT Aegon sale);
- Net credit risk cost: LEI 358 mil. as at 30.09.2009;
- Cost/income ratio: 55%, recording an improvement vs. Q 3 2008 (70%);
- Loan/deposit ratio: 0.84, BT continuing to maintain this ratio below 1, better than 0.93 end of 2008;
- CAR: 13.53%, well above the limit imposed by the NBR;
- Total assets: LEI 18,246 mil., increasing by 7% vs.31.12.2008;
- No. of operations for customers: 28% higher vs. January-September 2008;
- No. of active customers: boost by 150,000, in spite of the economic environment;

Banca Transilvania total assts reached LEI 18,246 mil., as at 30.09.2009, a 7% increase in 9 months; loan/deposit ratio as at 30.09.2009 remained below 1, notably at 0.84, proving once again the bank's excellent liquidity and its strong position in terms of deposits (up by 15% in 2009) raised from the domestic market. Banca Transilvania's investments in treasury bills grew to LEI 3.2 billion, boost encouraged by repo transactions. CAR recorded a comfortable level of 13.53%, which is well above the 8% minimum required by the NBR.

BT's loan portfolio, denominated mainly in lei, kept a stable structure, with less than 4% exposure to the real estate sector. Total loan volume reached LEI 11,659 mil., as at 30.09.2009 with the following breakdown: 57.40% company loans, 42.60% individuals.

Outstanding loan provisions grew by 151% in Q3, based on a risk management strategy well-adapted to the current economic environment. The net credit risk cost attained LEI 358 mil. as at 30.09.2009. Non-performing loans (more than 90 days overdue) stood for 3.95% of the total loan portfolio, end of September 2009.

Operating profit was 83% higher than in the previous year, mounting from LEI 228 mil to LEI 418 mil. Operating income levelled LEI 930 mil. as at 30.09.2009, being 23% higher than in the same period of 2008. Such growth was particularly determined by the uplift of income from financial operations and interest.

The number of client operations during 9 months of 2009 went up by 28% vs. 9 months in 2008. The operational growth is well supported by the card segment, which recorded a transaction increase of 36% in operations, as compared to January-September 2008. As a result, direct operating income grew by 15% as at 30.09.2009, BT's policy being to maintain an appropriate level of charges.

Rigorous cost control remains one of BT's priorities; cost/income ratio of 55% recording an improvement vs. 30.09.2008 (70%) and H1 2009 (62%). Operating expenses decreased to LEI 512 mil. as at 30.09.2009 against LEI 527 mil. as at 30.09.2008.

The bank's activity and results were assessed by Fitch, which maintained BT's rating at "BB-", with stable outlook. Also, the reports from the supervisory authority were favourable regarding BT's business behaviour.

II. More customers; development of the 4 business lines; strategic partnerships; corporate social responsibility

Banca Transilvania raised 150,000 new customers in the first 9 months of this year. BT client portfolio comprises over 1,350,000 active individual and company clients, for whom the bank launched specific offers and even an Anti-crisis Platform. Moreover, Banca Transilvania is considered the bank of choice for services, according to a study entitled “The Reputation of Romanian banks” performed by CSOP. This study also revealed that BT is ranked among the first in terms of positive perception and customer loyalty.

Development of the 4 business lines is one of Banca Transilvania prime concerns. Regardless of whether they are individuals, corporates, SME or Healthcare Division clients, through BT’s Anti-Crisis Platform new products and well-adjusted services were offered. All our business endeavors were well communicated in efficient media campaigns.

Prima Casa program was a real success, with over 600 granted loans totalling EUR 25 mil. Due to this outstanding achievement, the initial limit of EUR 17 mil was extended by an additional EUR 10 mil.

Together with AEGON Romania, BT launched the Savings and Protection Plan in September 2009, a financial solution combining the advantages of a savings account and of an insurance policy, within a customized investment program.

As for the SME offer, the Ready Secured Loan is by far BT’s most requested product, with over 1,800 granted loans.

Healthcare Division: IFC expanded access to finance for private Healthcare Providers in Romania in the form of a EUR 50 mil loan granted to BT.

Strategic partnerships with Romanian or foreign institutions were amongst BT’s priorities. Special projects were launched together with IFC, Loan Guarantee Fund for SMEs, AEGON Romania, Visa International and Google Corporation (marketing project). Moreover, the EBRD, as BT’s major stakeholder, has provided on-going support for the bank’s development strategy.

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Banca Transilvania's staff was the main driver for consolidating and creating an environment which encourages performance and innovation.

CSR was amongst Banca Transilvania's concerns in July-September 2009. The Bank allocated additional resources for *Cluj has Soul*, launching a tailored campaign: for each card payment performed by customers, the bank donates money to the Foundation.

Q3 was challenging and solution pruned. In the following period, BT will continue to implement the strategy established for the bank's business lines, identifying and taking advantage of market opportunities.

Acquisition: Banca Transilvania holds 100% of Compania de Factoring IFN SA share capital, after purchasing Intermarket Bank's 50% stake. The agreement was signed today, October 28, 2009.

This report is available on: www.bancatransilvania, section: *Investors*.

Marketing & Communication Department

For further information, please contact Banca Transilvania's Marketing and Communication Department:

➔ Anca Rarău - Marketing and Communication Manager; Laura Petrehuş - Head of PR

☎ +4(0) 0264.407.150

✉ anca.rarau@btrl.ro; laura.petrehus@btrl.ro