



# **Banca Transilvania** **9M 2024 Financial Results**

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The 11<sup>th</sup> of November 2024

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# **AGENDA**



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**Sustainability**

**4**

**Digital**

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**BT Financial  
Group**

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# ROMANIAN ECONOMY

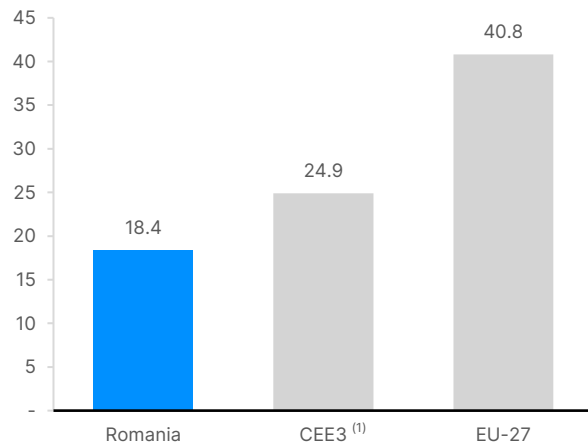
## ENDOGEN & EXOGEN FACTORS TO SUSTAIN OUTPERFORMANCE

- Romania is the **2<sup>nd</sup> largest economy in CEE** with a population of over 19 millions as of 2024
- One of the **fastest growing EU countries** historically with strong real GDP growth of 3.6% per year (2015–2023 CAGR)
- Relatively **low public debt/GDP level** vs. other countries in CEE and the EU
- Inflation is steadily declining** with HICP at 4.8% YoY in September.

Sources: EIU data, S&P Global Market Intelligence, European Commission, Romania Investor Presentation, July 2024.

## SIGNIFICANT OPPORTUNITY FOR EXPANSION

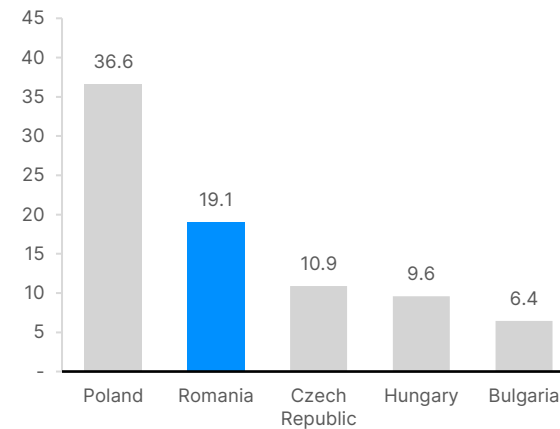
Real GDP per capita, 2023, \$k



Notes: CEE3 includes Poland, Czech Republic and Hungary.

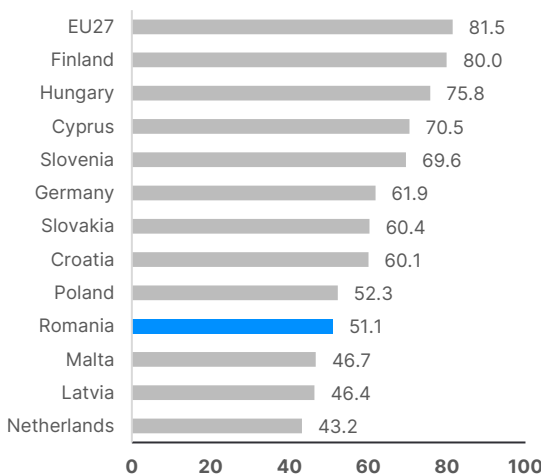
## ROMANIA, A KEY ECONOMY IN THE CEE

Population, 2023, MM



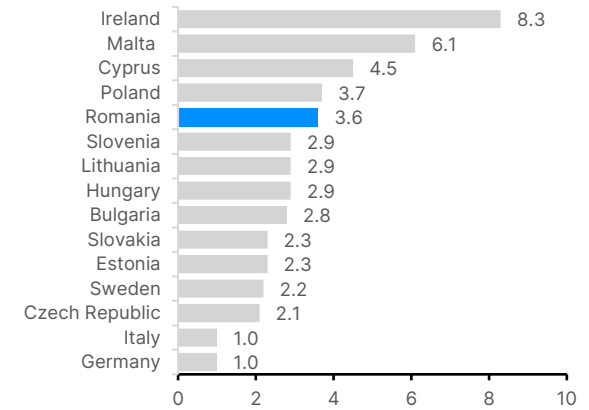
## RELATIVELY LOWER DEBT TO GDP RATIOS

General Government Debt Q2 2024, % GDP



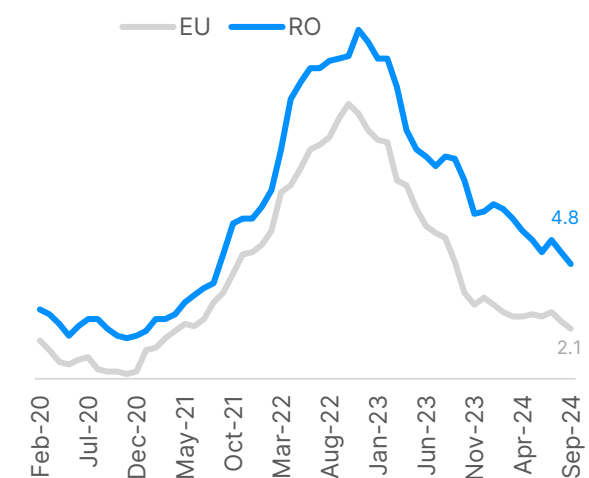
## STRONG GROWTH DYNAMICS

% Real GDP Growth, Average 2015–2023



## DECLINING INFLATION

Consumer prices (HICP) (%), YOY



# BANKING SECTOR INDICATORS

## ROMANIAN BANKING SECTOR MARKET SHARES BY TOTAL ASSETS



**20%**  
BT Market Share

**13%**  
Peer 1

**10%**  
Peer 2

**10%**  
Peer 3

**9%**  
Peer 4

**37%**  
Others

## KEY HIGHLIGHTS OF THE BANKING SECTOR



### INCREASED RESILIENCE

**284%**

Liquidity coverage  
ratio, June 2024



### EVOLUTION OF ASSET QUALITY

**2.49%**

Non-performing loan  
ratio, June 2024



### UPPER OPERATIONAL EFFICIENCY

**47.0%**

Cost-to-income ratio,  
June 2024



### SOLID SECTOR PROFITABILITY

**20.1%**

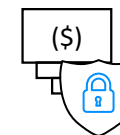
Sector average RoE,  
December 2023



### SAGE PROVISIONING LEVELS

**24.05%**

Capital adequacy  
ratio, June 2024



### COMFORTABLE BUFFER

**65.2%**

NPL coverage ratio,  
June 2024

Sources: NBR, BMI, Fitch, NBR Financial Stability Report

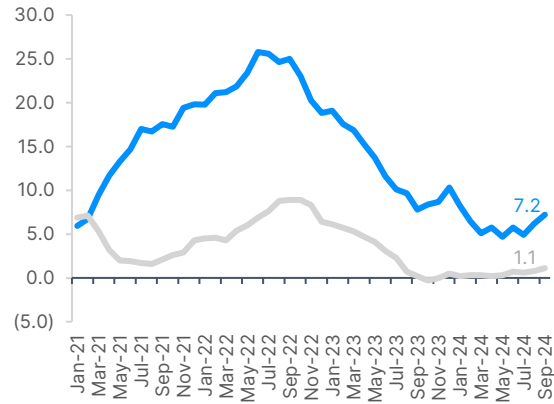


# BANKING SECTOR EVOLUTION

## LENDING GROWTH HIGHER THAN THE EU AVG.

### Corporate loans (% YoY)

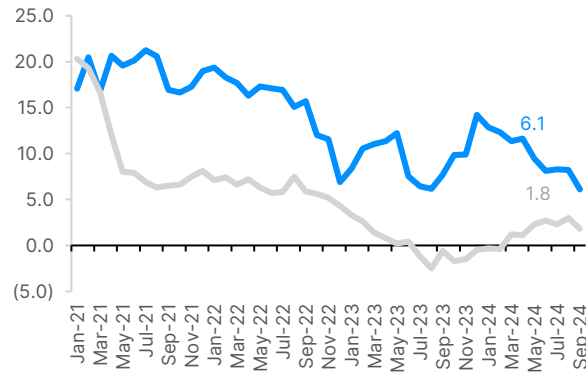
Corporate lending growth significantly higher in Romania as compared to the EU which is at 1.1% YoY



## DEPOSITS WELL ABOVE THE EU AVG.

### Corporate deposits (% YoY)

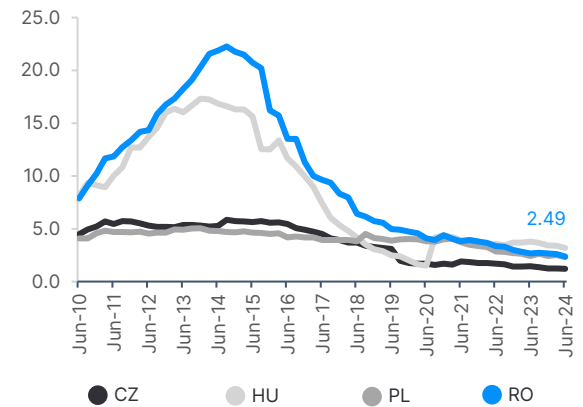
Corporate deposits growth rate slowed its pace to 6.1% YoY as interest rates decreased



## ASSET QUALITY REMAINS STRONG

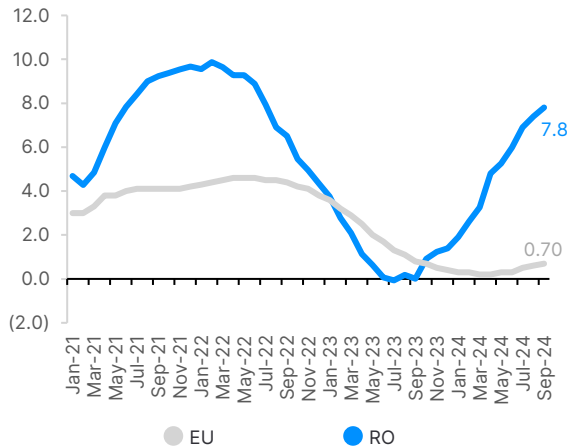
### NPL ratio (%)

The non-performing loan (NPL) ratio remains low in Romania at 2.49% as of June 2024



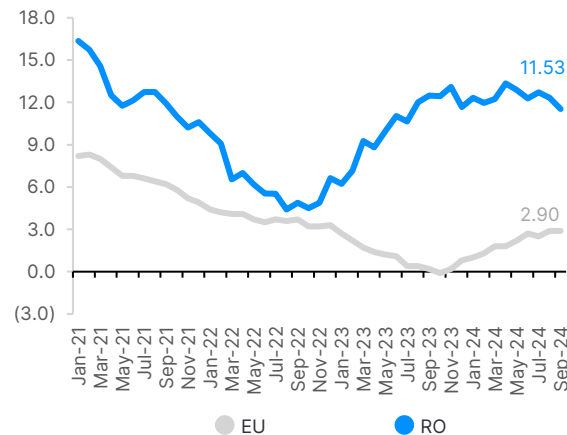
### Household loans (% YoY)

Householding lending is expanding at a faster pace in Romania as compared to the EU average (0.7% YoY)



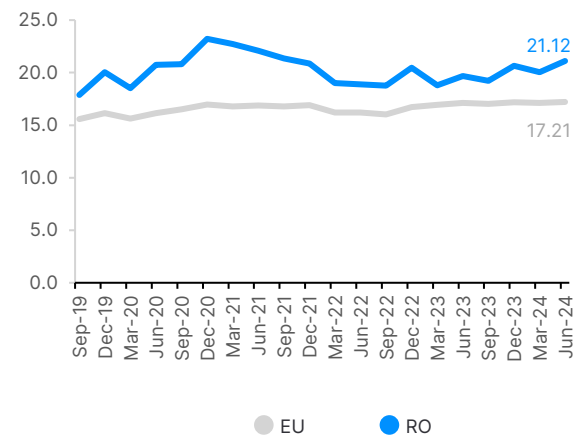
### Household deposits (% YoY)

Household deposits recorded a growth rate of 11.53% YoY offsetting the decrease in corporate deposits



### TIER 1 (%)

Capital adequacy ratio (Tier 1) remains higher (21.12%) than the EU average (17.21%)



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# BT PERFORMANCE

	INDIVIDUAL			CONSOLIDATED		
	9M 2024	9M 2023	Δ	9M 2024	9M 2023	Δ
<b>PROFITABILITY</b>						
Net interest income RON   MN	4,096.3	3,099.5	32.2%	5,011.4	3,793.5	32.1%
Net fee and commission income RON   MN	937.7	815.2	15.0%	1,089.5	941.7	15.7%
Operating expenses RON   MN	(2,728.6)	(2,135.0)	27.8%	(3,393.4)	(2,533.3)	34.0%
Pre-provision operating profit RON   MN	3,242.7	2,506.3	29.4%	3,835.9	3,095.3	23.9%
Net profit RON   MN	2,708.9	1,859.5	45.7%	3,907.5	2,291.5	70.5%
EPS RON				4.0979	2.4172	69.5%
Cost of risk, net	0.14%	0.25%	-0.12 pp	0.28%	0.37%	-0.10 pp
NIM	3.47%	3.09%	0.37 pp	3.94%	3.57%	0.37 pp
ROE	29.34%	25.79%	3.55 pp	35.87%	28.87%	7.00 pp
Cost-to-income ratio*	45.55%	45.79%	-0.23 pp	46.36%	44.27%	2.09 pp
*Computed assuming the annual contribution to Deposits Guarantee Fund and Resolution Fund to be evenly allocated over 12 months.						
<b>BS HIGHLIGHTS</b>						
	SEP/24	DEC/23	Δ	SEP/24	DEC/23	Δ
Total assets RON   MN	176,479	161,785	9.1%	199,731	169,169	18.1%
Gross loans** RON   MN	82,851	75,921	9.1%	99,372	80,421	23.6%
**At the consolidated level finance lease receivables are included						
Deposits from customers RON   MN	142,798	134,443	6.2%	159,987	138,053	15.9%
Gross loans-to-deposits ratio	58.02%	56.47%	1.55 pp	62.11%	58.25%	3.86 pp
NPL (EBA)***	2.01%	1.98%	0.03 pp			
***According to EBA definition AQT 3.2						
<b>CAPITAL</b>						
	SEP/24	DEC/23		SEP/24	DEC/23	
Tier 1 capital ratio	22.88%	18.32%		19.56%	18.29%	
Total capital ratio	26.26%	21.97%		22.19%	21.55%	

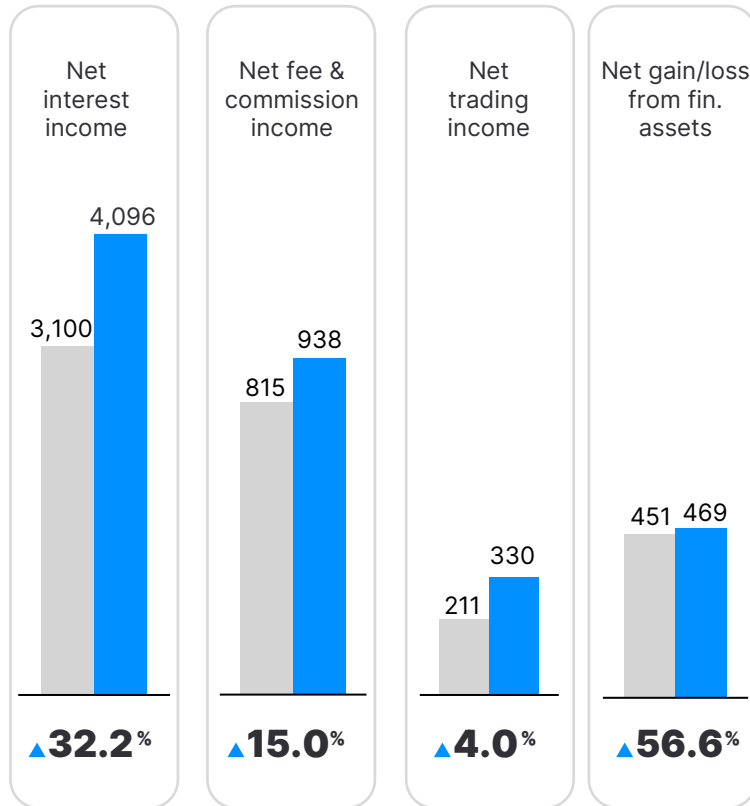




# TRENDS IN INCOME

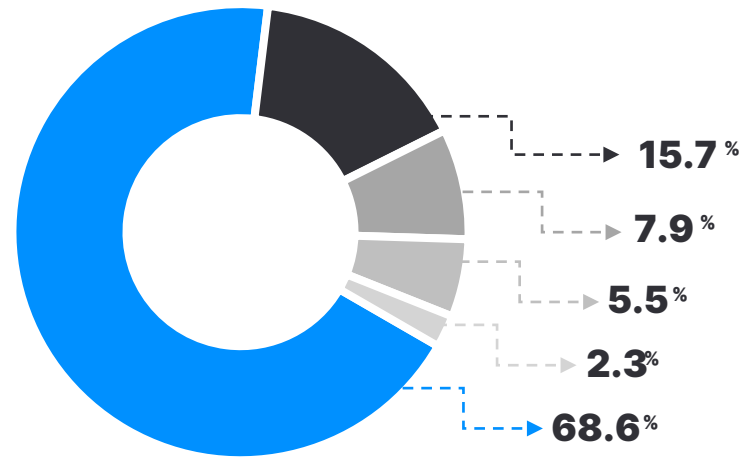
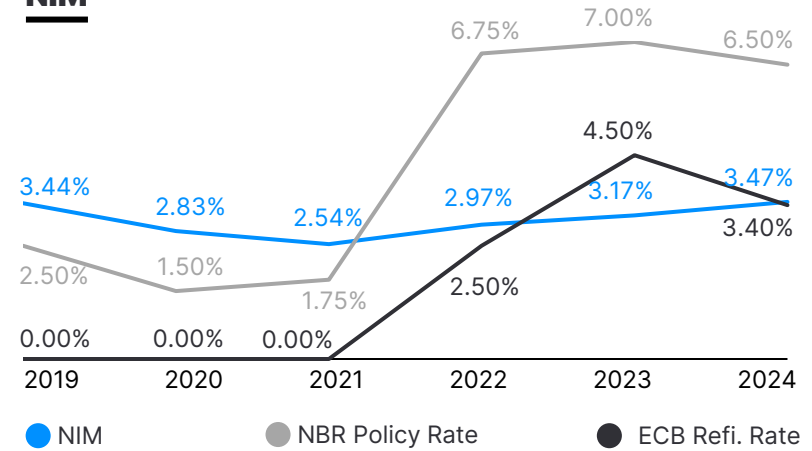
BT INDIVIDUAL

RON | MN



● 9M 2024  
● 9M 2023

## NIM



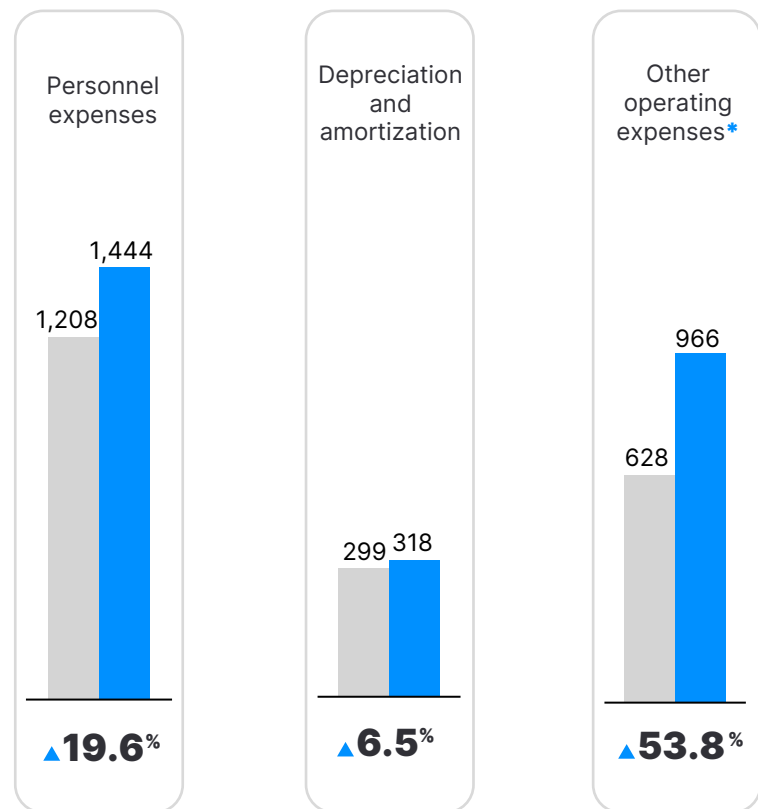
● Net interest income  
● Net fee & commission income  
● Net trading income  
● Other income  
● Net gain/loss from financial assets measured at FVOCI and P&L



# TRENDS IN OPEX

BT INDIVIDUAL

RON | MN

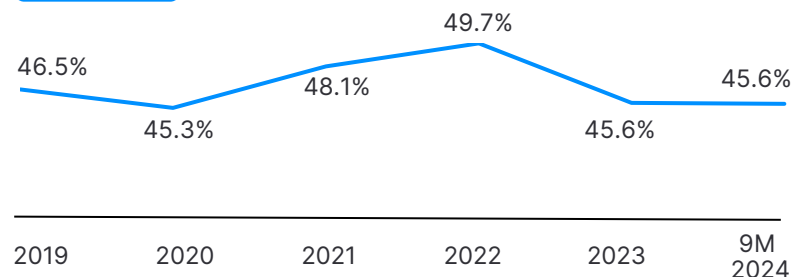


● 9M 2024  
● 9M 2023

\*Without the turnover tax (RON 198 million) **Other operating expenses** would have increased by 22.3%.

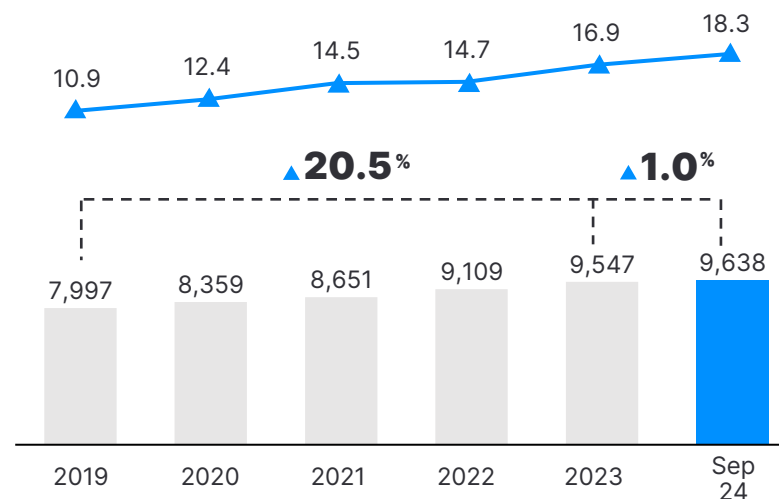
## C/I RATIO\*

**42.38%\*\***



\*C/I Ratio with the annual contribution to the Deposit Guarantee Fund evenly allocated over 12 months

\*\*9M'24 C/I without turnover tax

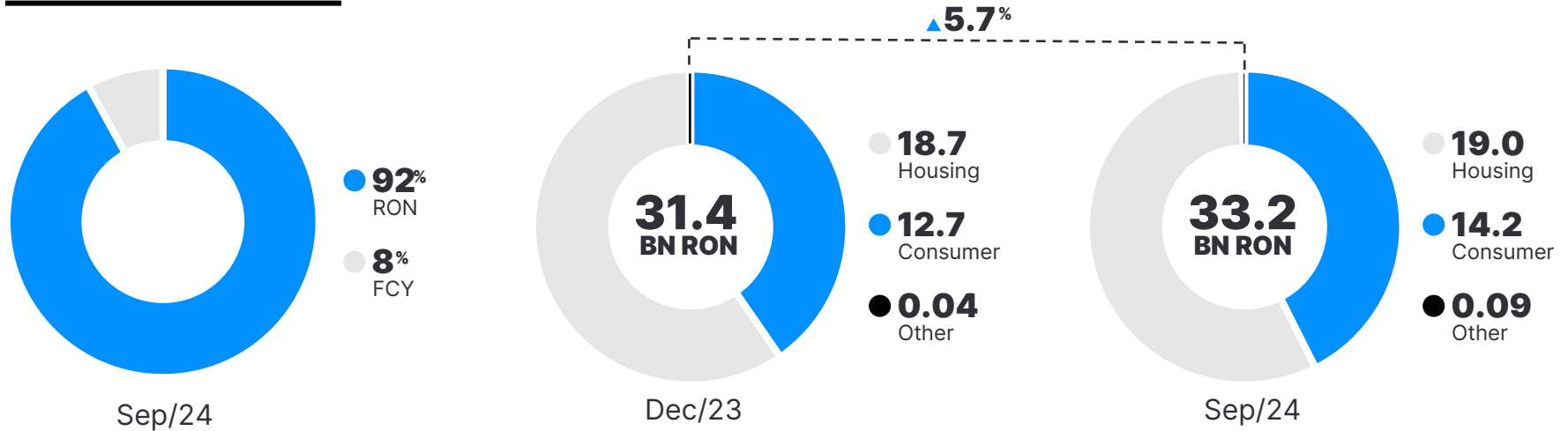


▲ Total Assets/ No. of active employees | RON MN  
● No. active employees

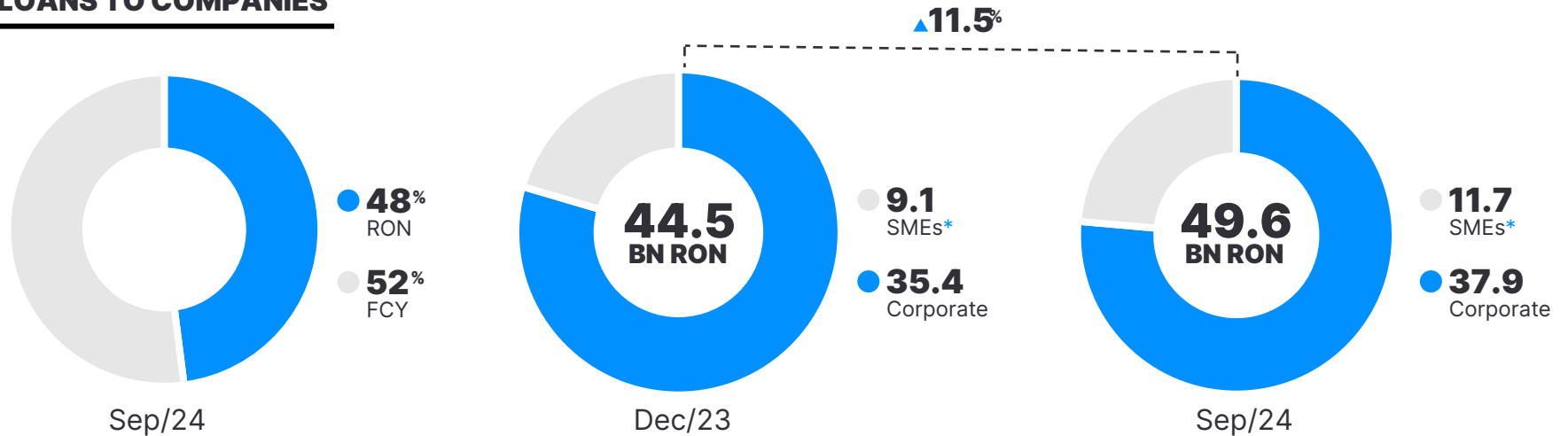


# SUSTAINED PORTFOLIO GROWTH

## LOANS TO HOUSEHOLD



## LOANS TO COMPANIES



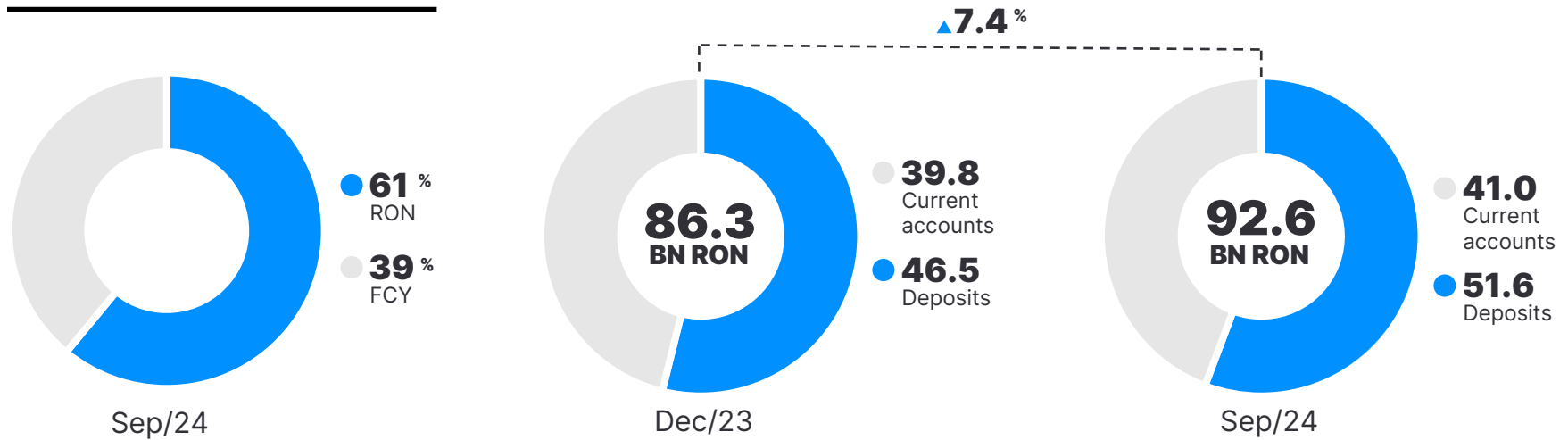
\*SMEs identified according to internal classification rules updated in 2024



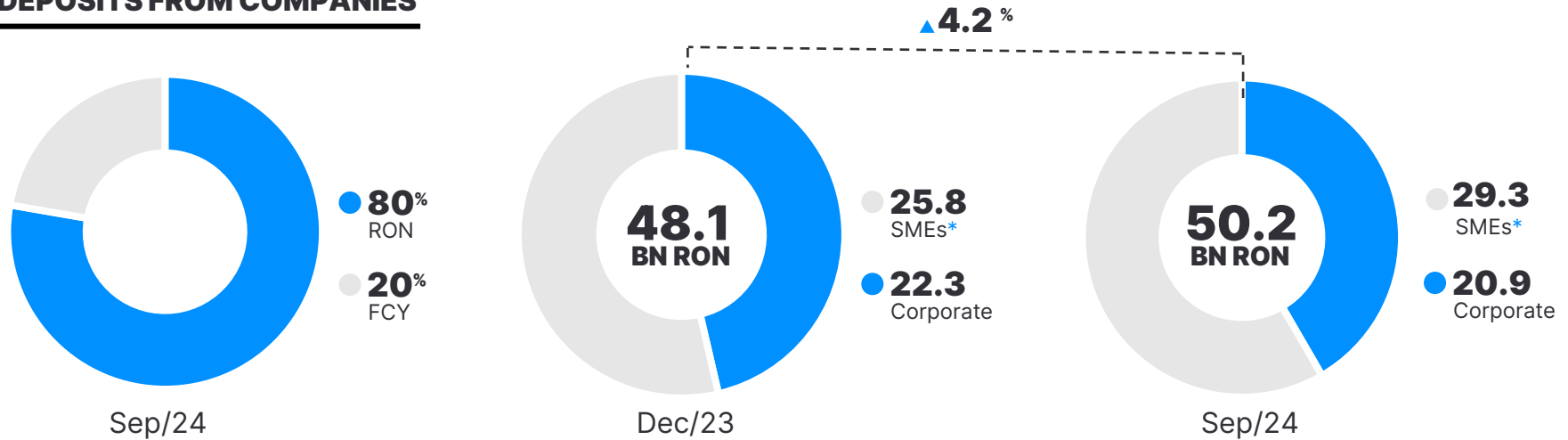
# GROWING DEPOSITOR'S BASE

## DEPOSITS FROM HOUSEHOLD

BT INDIVIDUAL



## DEPOSITS FROM COMPANIES



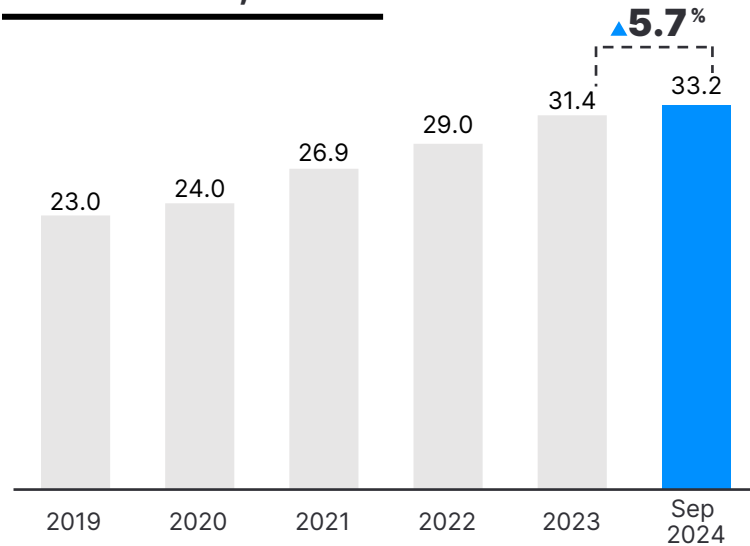
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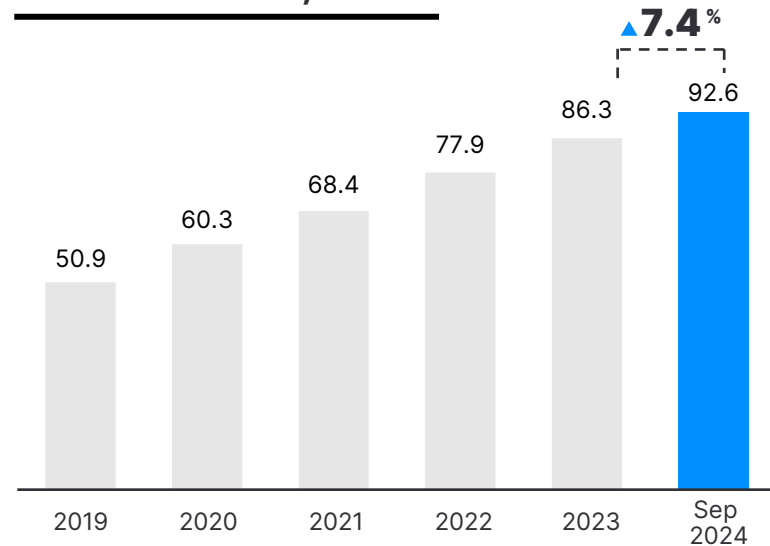
# RETAIL BANKING: ~RON 6.2BN IN NEW PRODUCTION

BT INDIVIDUAL

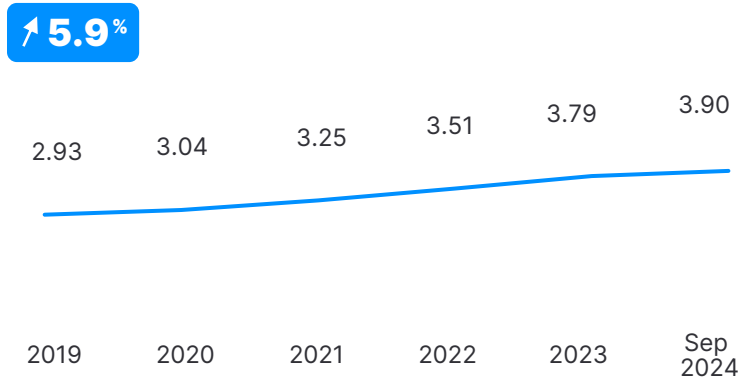
**RETAIL LOANS, RON BN**



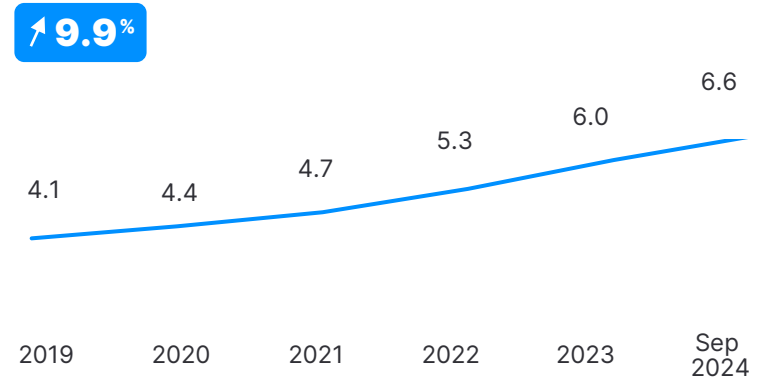
**RETAIL DEPOSITS, RON BN**



**ACTIVE CLIENTS, MN**

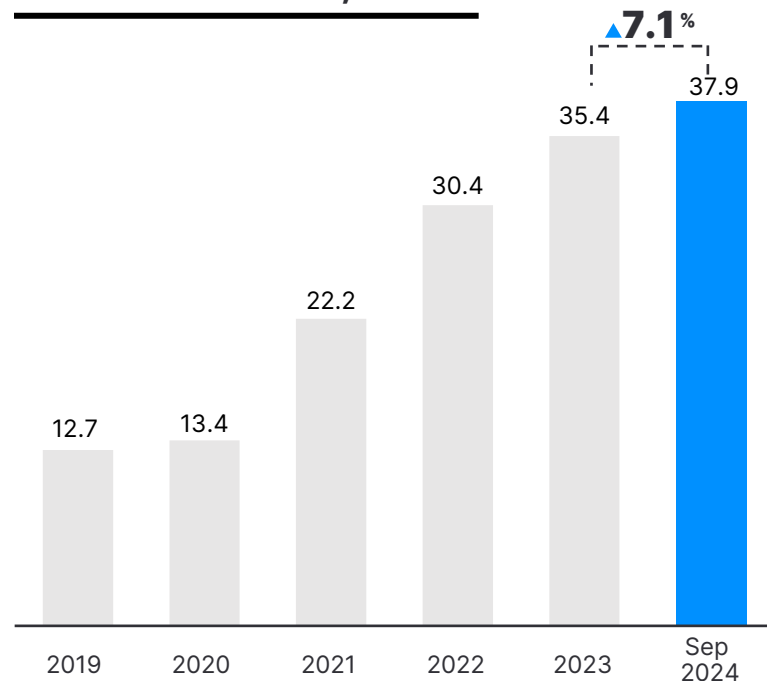


**NO. OF CARDS, MN**



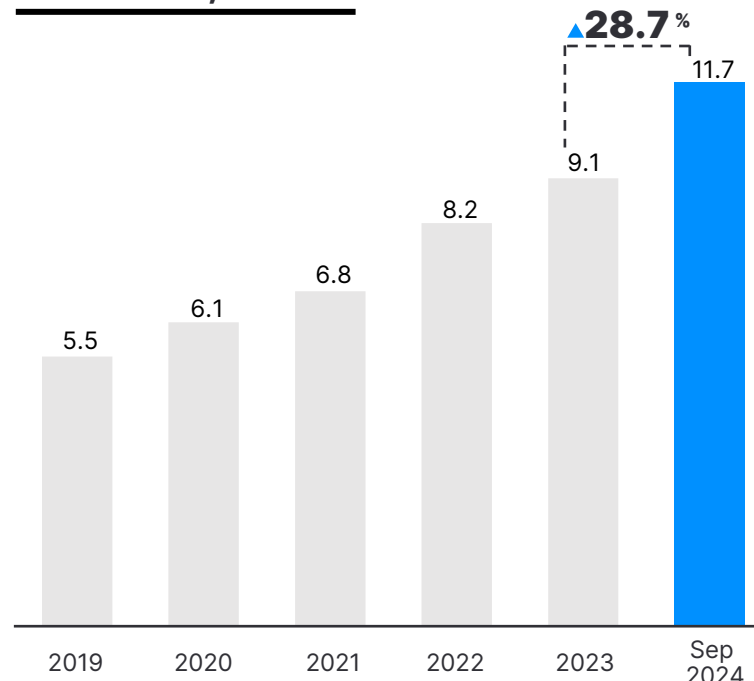
## SME & CORPORATE BANKING: ~RON 17.5BN IN NEW PRODUCTION

### CORPORATE LOANS, RON BN



- Meet&greet OTP customers for a smooth, successful integration and for further enhancing the business relationship in BT Group
- Tapping into PNRR: over RON 1.6 billion in terms of approved financing limits for projects in green energy, storage capabilities and infrastructure

### SME LOANS, RON BN



- BT Go exceeded 150.000 enrolled clients, o/w 53% are active users that performed more than 2 million payments of over RON 12 billion
- New moratorium for Agri sector expected to have a limited impact, as other governmental programs and initiative will prove higher support for farmers

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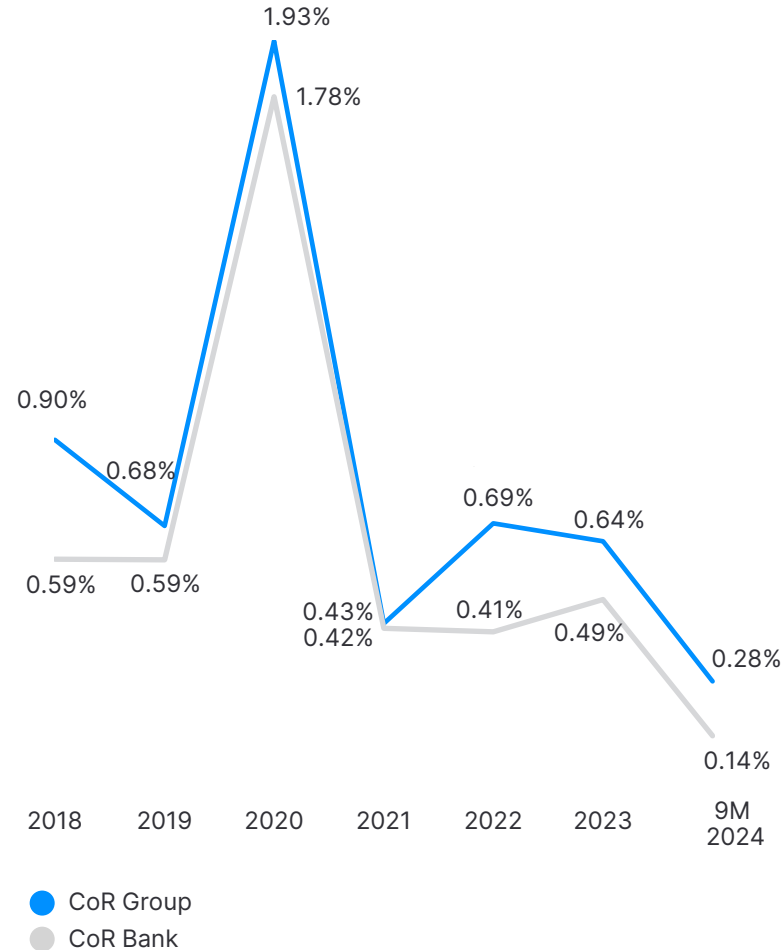
**Appendix**

**7**



# SOUND CREDIT RISK MANAGEMENT

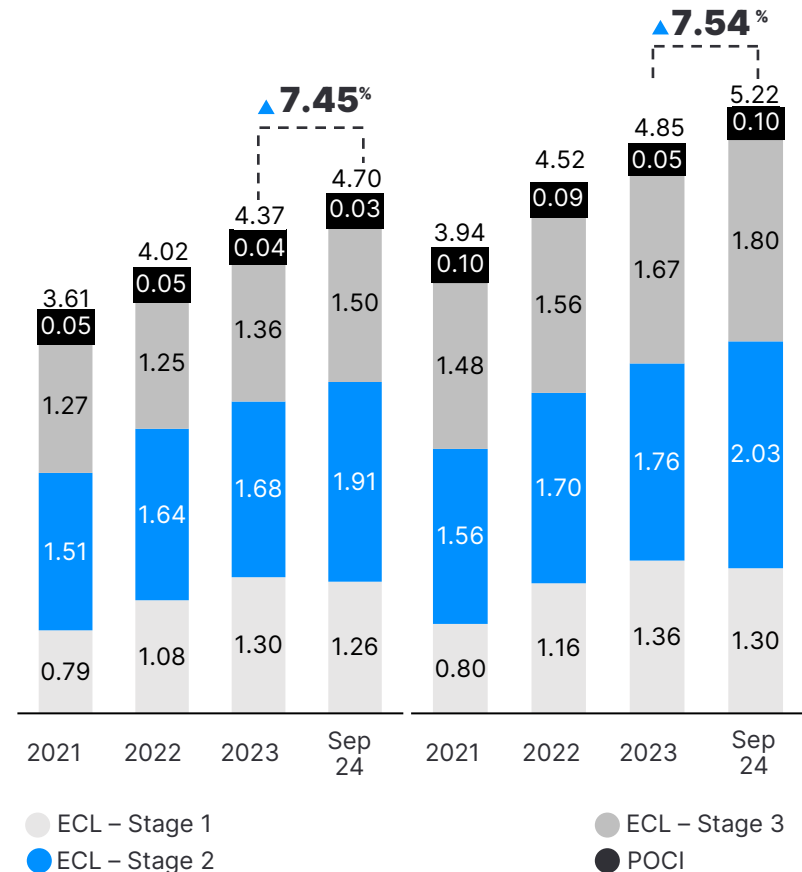
## COST OF RISK, %



## STOCK OF LOAN LOSS PROVISIONS, BN RON

### BT INDIVIDUAL

### BT CONSOLIDATED



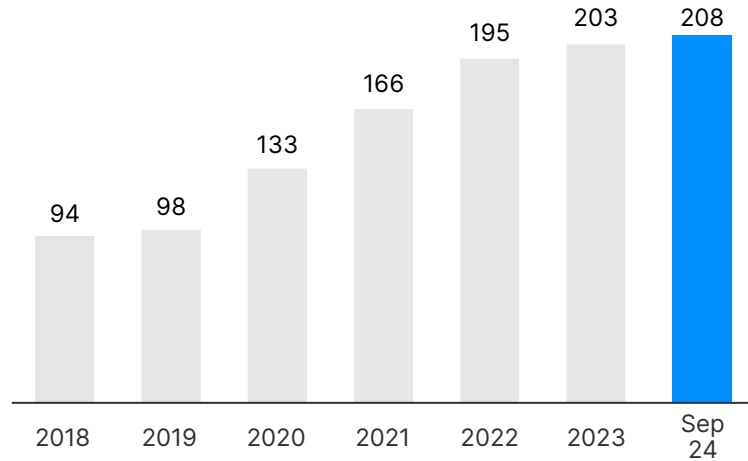




# PRUDENT UNDERWRITING LEADING TO **STRONG ASSET QUALITY**

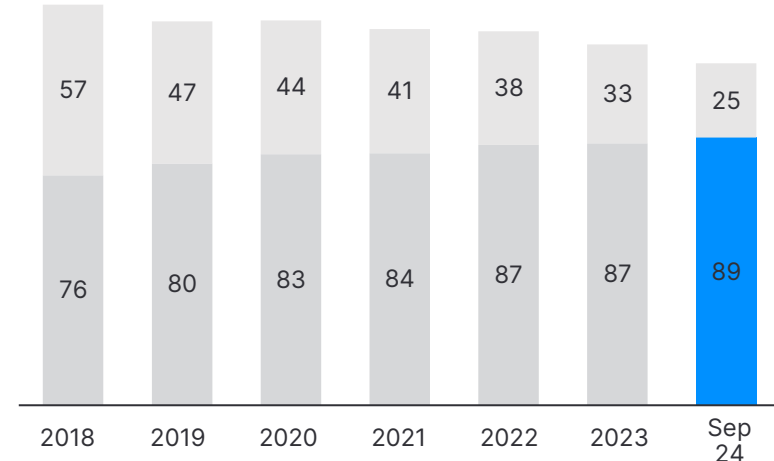
BT INDIVIDUAL

**NPL COVERAGE RATIO\* (EBA), %**



\*Total ECL to EBA NPL

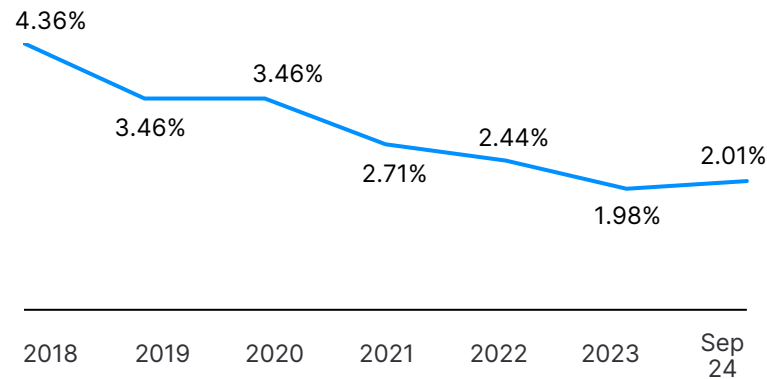
**NPL COVERAGE RATIO (PAR90), %**



● NPL coverage with mortgage collaterals

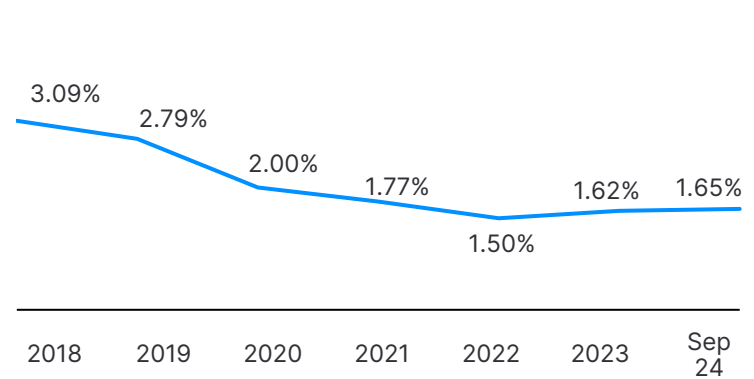
● NPL coverage with provisions

**NPL RATIO (EBA\*\*)**



\*\*According to EBA definition AQT-3.2.

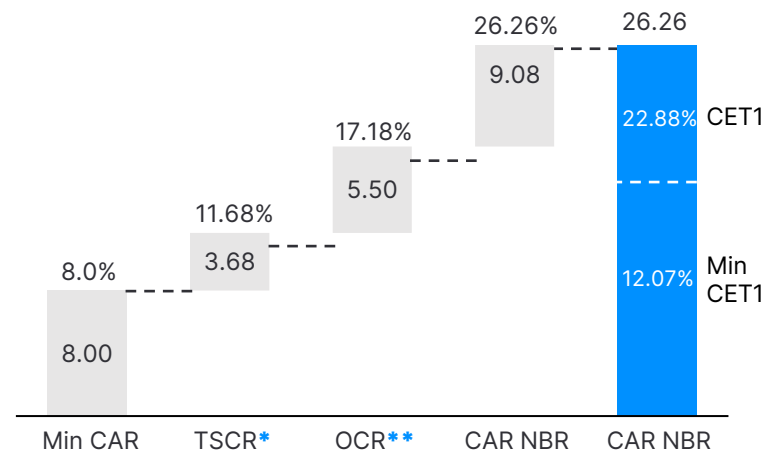
**NPL (PAR 90)**





# COMFORTABLE CAPITAL POSITION

## CAPITAL RATIOS (INCLUDING INTERIM PROFIT AS OF SEP 2024), %



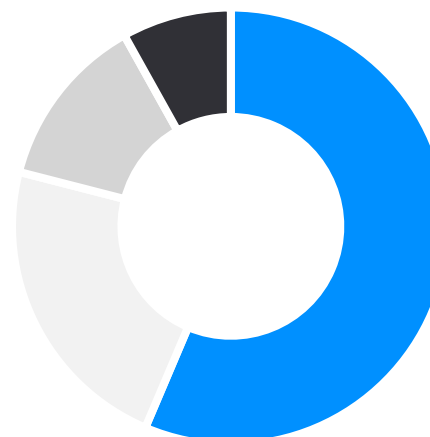
\*TCSR includes Min CAR and additional requirements as regulated by NBR  
 \*\*OCR includes TCSR and capital buffers

## STAND-ALONE BASIS, NBR COMPUTATION FRAMEWORK, TRANSITIONAL, PROFIT INCLUDED

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, %



- **56.4%**  
CET 1  
Capital instruments
- **22.6%**  
Retained earnings  
and reserves
- **8.1%**  
Deduction and  
Adjustments to CET1
- **12.9%**  
Tier 2  
Capital

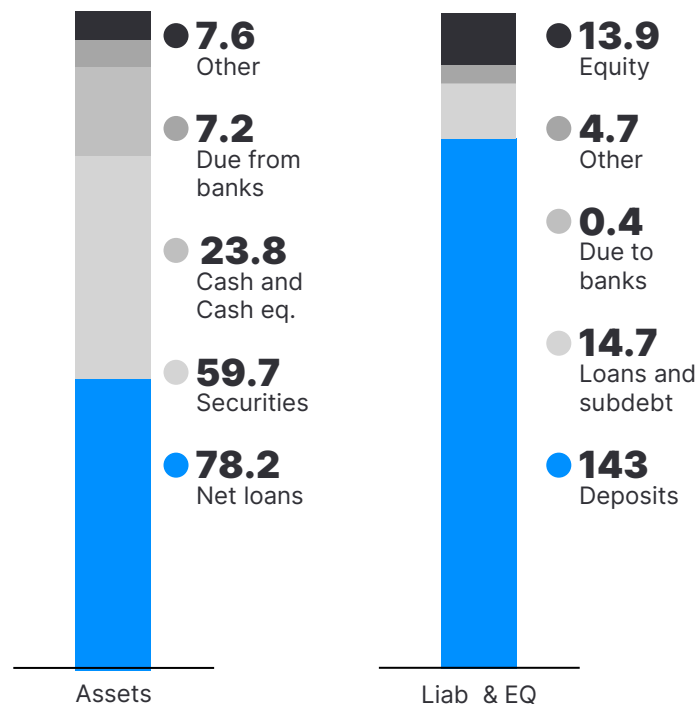
Banca Transilvania has **strong capital positions**, well above those imposed by capital requirements and regulatory guidance:

<b>OWN FUNDS</b>	RON 16.3 billion
<b>TOTAL RISK EXPOSURE</b>	RON 62.1 billion
<b>RWA DENSITY</b>	35%



# HIGH LIQUIDITY LEVELS MAINTAINED

## ALLOCATION AND IMPACT REPORT



<b>LOAN-TO-DEPOSIT RATIO</b>	58.02%
<b>IMMEDIATE LIQUIDITY</b>	49.87%
<b>LCR</b>	507%
<b>NSFR</b>	272%

## MREL STRATEGY - UPDATES

- 3<sup>rd</sup> bond issuance under the EMTN2023
- EUR 700mio, 6NC5, coupon of 5.125%
- MREL eligible, SNP, denominated in euro
- Investor demand exceeded EUR 2.5 billion (3.5x), leading to the lowest coupon and tightest spread achieved by BT in international capital markets
- Re-offer yield of 5.232%, with a 40bps tightening from IPT and a negative NIP of 15bps
- It was 2<sup>nd</sup> consecutive sustainable bond issuance of an issuer in CEE
- High-quality orderbook, well diversified across Europe (90%), with the UK leading
- 64% of the issuance was subscribed by investors with an ESG mandate

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# SUSTAINABILITY UPDATES IN Q3

## ALLOCATION AND IMPACT REPORT

OUR **1<sup>ST</sup> IMPACT AND ALLOCATION REPORT** WAS PUBLISHED IN SEPTEMBER 2024

- BT has allocated **40% and 60% towards green and social eligible projects** for its €500m sustainability bond
- **100%** of net proceeds of outstanding sustainability bond were allocated to loans for eligible projects

	EUR   MN	%
<b>Green categories</b>	<b>375</b>	<b>10.7%</b>
Green Buildings	293	8.4%
Renewable Energy	82	2.3%
Clean Transportation	0.19	-
<b>Social categories</b>	<b>3,134</b>	<b>89.3%</b>
Employment Generation	2,988	85.1%
Access to Healthcare	146	4.2%
Access to Education	0.27	-
<b>TOTAL</b>	<b>3,509</b>	

## FOCUS ON DIE

**FIRST BANKING UNIT IN ROMANIA ADDRESSING DISABILITIES**

- **BT Basarabia unit**, located in Bucharest and dedicated to customers with locomotor, visual and hearing impairments
- **Facilities offered:** access ramp, desks and ATM at optimal height, tactile carpet facilitating, Voices for Hands for access to interpreters of ASL language

## 2<sup>ND</sup> ANNIVERSARY FOR STUP

OVER 27.000 MEMBERS IN THE **STUP** COMMUNITY IN **2 YEARS**

- Over 10.000 business solutions accessed
- 450 workshops and events hosted for over 16.000 entrepreneurs
- Over 84% of the entrepreneurs consider that STUP has a positive effect in developing their businesses.

# OUR 1<sup>ST</sup> IMPACT AND ALLOCATION REPORT

## IMPACT OF GREEN LOANS



ANNUAL GHG EMISSIONS  
AVOIDED/REDUCED

**4,865** tCO<sub>2</sub>e/  
year

ANNUAL ENERGY  
SAVINGS

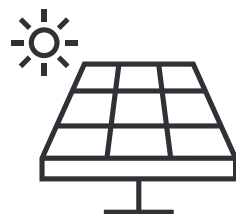
**28,216** MWh/  
year

ANNUAL GHG EMISSIONS  
AVOIDED/REDUCED

**178,108** tCO<sub>2</sub>e/  
year

TOTAL INSTALLED  
CAPACITY

**802** MW



ANNUAL GHG EMISSIONS  
AVOIDED/REDUCED

**27** tCO<sub>2</sub>e/  
year

## IMPACT OF SOCIAL LOANS

TOTAL CONTRIBUTION TO  
ROMANIAN GROSS OUTPUT

**6,286.40** EUR  
MN

TOTAL CONTRIBUTION  
TO ROMANIAN GDP

**2,308.67** EUR  
MN



HEALTHCARE / PALLIATIVE  
CARE FACILITIES

**2,875 / 471** Beds

PRIMARY CARE  
FACILITIES

**576,574** Patients



EDUCATIONAL  
FACILITIES

**2** Projects



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# DIGITAL POWER: ENABLING FINANCIAL ACCESS

## BT PAY: THE UNLIMITED APP

Q3'24 vs Q3'23


**34%**

NO. NFC PAYMENTS

Q3'24 vs Q3'23

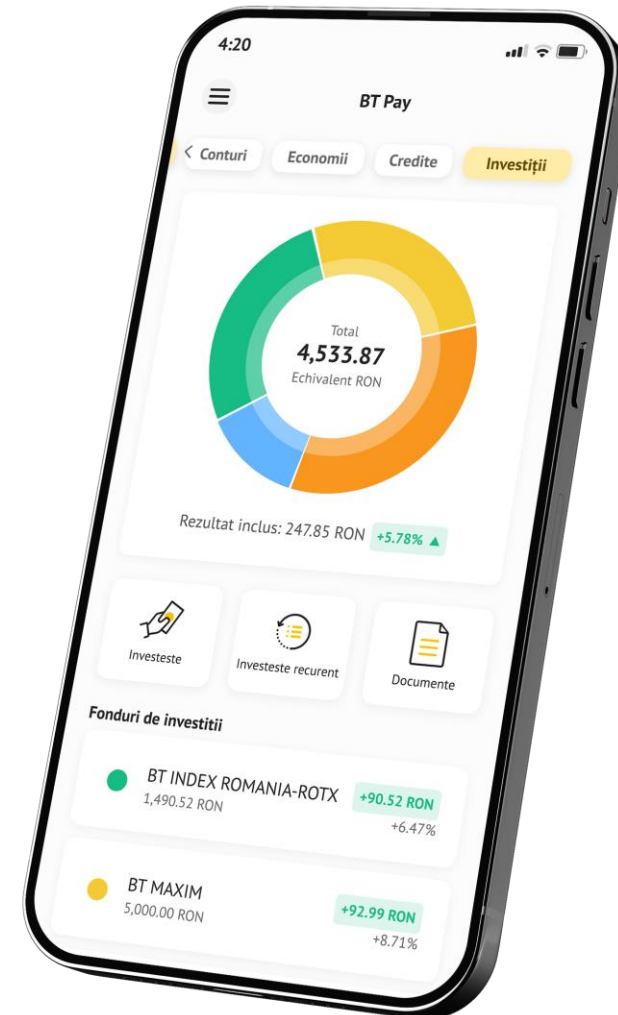

**50%**

VOL. FUND TRANSFERS

BT PAY SERVING AS AN **ENGINE FOR GROWTH** VIA DIGITAL ACCESSIBILITY

### NEW KEY FEATURES

- **Loan origination** – 100% digital personal loans sales through BT Pay app
- **Investment funds**- fully digital origination, driving long- term financial wealth creation; accelerate Direct Invest – recurring investments





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Performance**

**2**

**Risk**

**3**

**Sustainability**

**4**

**Digital**

**5**

**BT Financial  
Group**

**6**

**Appendix**

**7**



# BT FINANCIAL GROUP OVERVIEW



Net Profit  
RON **2,708.86** MN

Total Assets  
RON **176,479** MN



Net Profit  
RON **28.10** MN

Total AUM  
RON **5,744** MN



Net Profit  
RON **16.60** MN

Total Assets  
RON **750** MN



Net Profit  
RON **28.00** MN

Total Assets  
RON **1,055** MN



Net Profit  
RON **150.30** MN

Total Assets  
RON **5,188** MN



Net Profit  
RON **57.84** MN

Total Assets  
RON **1,153** MN



Net Profit  
RON **-1,11** MN

Total AUM  
RON **275** MN



Net Profit  
RON **116.63** MN

Total Assets  
RON **5,863** MN



Net Profit  
RON **-54.92** MN

Total Assets  
RON **1,067** MN



# BT FINANCIAL GROUP HIGHLIGHTS

## **BANCA TRANSILVANIA**

- Largest bank in Romania and SE Europe
- 20.3% market share
- 4.4 million active clients of which 94% digitalized
- EUR 5.1 billion market cap (+31% vs. YE23)

## **BT ASSET MANAGEMENT**

- +27% AUM vs. YE 2023
- Investments included in BT Pay - Average of 500 subscribers/ day with ~ RON 300 average investment

## **BT CAPITAL PARTNERS**

- ~25% BVB market share
- Joint Bookrunner in EUR 500 million EMTN bond issue for Romgaz

## **BT DIRECT**

- 10% total assets growth vs. YE 2023

## **BT LEASING**

- OTP Leasing Integration on going

## **BT MIC**

- >800 financed clients
- First financier for 77% of clients
- 2 years of “Stup” (Hive) in which more than 500 clients developed an online version of their business

## **BT PENSII**

- In September, +48% of the new participants to optional pension plans chose BT Pensii
- 24% AUM increase vs. YE 2023
- 4<sup>th</sup> pension administrator according to no of participants

## **VICTORIABANK**

- Receives EUR 10 million subordinated level II loan from Green for Growth Fund

## **SALT BANK**

- 275k clients
- 300 employees of which ~110 in IT and 80 in Call-Center
- New features added to the app



# FIRST CONSOLIDATION OF ACQUIRED **OTP** ENTITIES

## BARGAINING GAIN

- **RON 675 MN** in bargaining gain
- **Recognized at closing date**
- **Non-taxable**
- **Visible** at consolidated level only for Q3 reporting;
- **Provisional values**, prone to variations

	RON   MN	EUR   MN
<b>Accounting Value of Assets and Liabilities</b>	<b>2,548</b>	<b>512</b>
<b>Fair Value Adjustments</b>		
• Investment portfolio HTC	(106)	(21)
• Loans and leases	(35)	(7)
• Other assets	(38)	(8)
• Other liabilities	18	4
<b>Fair Value of Assets and Liabilities</b>	<b>2,387</b>	<b>480</b>
<b>Consideration paid</b>	<b>(1,712)</b>	<b>(344)</b>
<b>BARGAINING GAIN</b>	<b>675</b>	<b>136</b>

## CONTRIBUTION

### Out of consolidated Total Assets

**7.0%**

On an adjusted basis

### Out of consolidated Net Income

**4.2%**

Considering acquisition was on 1.01.2024, excluding bargaining gain

**91.9<sup>MN</sup>**

2 months in Q3, since closing date

### Impact CET1

**-241<sup>BPS</sup>**

Own funds w/o bargaining gain and P/L

**-96<sup>BPS</sup>**

Proforma impact considering bargaining gain and P/L

### Loan-to-Deposits

**+3.0<sup>PP</sup>**

Increased efficiency to BS

### EPS

**+0.8**

Accretive, accounting for BG and 2 months of PL

# AGENDA



**Macroeconomic  
Landscape**

**1**

**Business  
Performance**

**2**

**Risk**

**3**

**Sustainability**

**4**

**Digital**

**5**

**BT Financial  
Group**

**6**

**Appendix**

**7**



## ANNEX 1: INCOME STATEMENT, IFRS INDIVIDUAL

### RON | MN

	9M 2024	9M 2023	Δ
Net interest income	4,096.3	3,099.5	32.2%
Net fee and commission income	937.7	815.2	15.0%
Net trading income	469.4	451.5	4.0%
Other net income	467.9	275.1	70.1%
<b>OPERATING INCOME</b>	<b>5,971.3</b>	<b>4,641.3</b>	<b>28.7%</b>
Personnel expenses	(1,444.5)	(1,208.1)	19.6%
D&A	(317.9)	(298.6)	6.5%
Other operating expenses	(966.2)	(628.3)	53.8%
<b>OPERATING EXPENSES</b>	<b>(2,728.6)</b>	<b>(2,135.0)</b>	<b>27.8%</b>
<b>PRE-PROVISION OPERATING PROFIT</b>	<b>3,242.7</b>	<b>2,506.3</b>	<b>29.4%</b>
<b>COST OF RISK</b>	<b>(86.4)</b>	<b>(139.9)</b>	<b>-38.3%</b>
<b>NET INCOME BEFORE TAXATION</b>	<b>3,156.3</b>	<b>2,366.3</b>	<b>33.4%</b>
Income tax (expense)/revenue	(447.5)	(506.9)	-11.7%
<b>NET INCOME</b>	<b>2,708.9</b>	<b>1,859.5</b>	<b>45.7%</b>



## ANNEX 1: BALANCE SHEET, IFRS INDIVIDUAL

RON | MN

	SEP 2024	DEC 2023	Δ
Cash & cash equivalents	23,788.5	22,286.3	6.7%
Placements with banks and public institutions	7,226.3	12,619.3	-42.7%
Loans to customers, net	78,154.1	71,550.4	9.2%
T-bills & securities	59,713.8	50,075.5	19.2%
Fixed assets	1,413.2	1,317.4	7.3%
Right-of-use assets	679.9	698.0	-2.6%
Investments in subsidiaries	2,568.0	873.3	194.1%
Current tax assets	0.0	0.0	
Deferred tax assets	281.6	337.3	-16.5%
Other financial assets	2,451.8	1,829.7	34.0%
Other non-financial assets	201.4	197.8	1.9%
<b>TOTAL ASSETS</b>	<b>176,478.7</b>	<b>161,785.0</b>	<b>9.1%</b>
Deposits from banks	405.5	1,081.8	-62.5%
Deposits from customers	142,798.2	134,443.4	6.2%
Loans from banks and FIs	12,277.7	8,583.8	43.0%
Subordinated loan	2,457.1	2,403.7	2.2%
Current tax liabilities	210.3	113.3	85.7%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	541.7	551.5	-1.8%
Financial liabilities from leasing contracts	659.1	669.8	-1.6%
Other financial liabilities	3,042.8	1,936.5	57.1%
Other non-financial liabilities	215.9	172.0	25.6%
<b>TOTAL LIABILITIES</b>	<b>162,608.3</b>	<b>149,955.6</b>	<b>8.4%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>13,870.4</b>	<b>11,829.4</b>	<b>17.3%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>176,478.7</b>	<b>161,785.0</b>	<b>9.1%</b>



## ANNEX 2: INCOME STATEMENT, IFRS CONSOLIDATED

RON   MN	9M 2024	9M 2023	Δ
Net interest income	5,011.4	3,793.5	32.1%
Net fee and commission income	1,089.5	941.7	15.7%
Net trading income	646.6	524.8	23.2%
Other net income	481.8	368.5	30.7%
<b>OPERATING INCOME</b>	<b>7,229.3</b>	<b>5,628.6</b>	<b>28.4%</b>
Personnel expenses	(1,832.7)	(1,450.4)	26.4%
D&A	(372.1)	(331.5)	12.2%
Other operating expenses	(1,188.7)	(751.4)	58.2%
<b>OPERATING EXPENSES</b>	<b>(3,393.4)</b>	<b>(2,533.3)</b>	<b>34.0%</b>
<b>PRE-PROVISION OPERATING PROFIT</b>	<b>3,835.9</b>	<b>3,095.3</b>	<b>23.9%</b>
<b>COST OF RISK</b>	<b>(205.6)</b>	<b>(215.3)</b>	<b>-4.5%</b>
Bargain gain	807.4	0.0	
<b>NET INCOME BEFORE TAXATION</b>	<b>4,437.7</b>	<b>2,880.0</b>	<b>54.1%</b>
Income tax (expense)/revenue	(530.2)	(588.5)	-9.9%
<b>NET INCOME</b>	<b>3,907.5</b>	<b>2,291.5</b>	<b>70.5%</b>



## ANNEX 2: BALANCE SHEET, IFRS CONSOLIDATED

RON | MN

	SEP 2024	DEC 2023	Δ
Cash & cash equivalents	29,407.8	24,252.6	21.3%
Placements with banks and public institutions	6,618.0	12,273.0	-46.1%
Loans to customers, net	94,156.8	75,570.9	24.6%
T-bills & securities	63,058.6	51,775.4	21.8%
Fixed assets	2,511.1	2,126.9	18.1%
Right-of-use assets	493.9	514.1	-3.9%
Investments in associates	0.0	1.3	
Current tax assets	0.0	0.0	
Deferred tax assets	314.5	354.5	-11.3%
Other financial assets	2,770.9	1,980.1	39.9%
Other non-financial assets	399.8	320.4	24.8%
<b>TOTAL ASSETS</b>	<b>199,731.3</b>	<b>169,169.2</b>	<b>18.1%</b>
Deposits from banks	713.6	1,034.6	-31.0%
Deposits from customers	159,986.7	138,053.0	15.9%
Loans from banks and FIs	13,313.3	9,548.6	39.4%
Subordinated loan	2,463.9	2,423.2	1.7%
Current tax liabilities	260.9	103.9	151.2%
Deferred tax liabilities	0.0	0.0	
Provisions for other risks and charges	771.1	651.1	18.4%
Financial liabilities from leasing contracts	518.8	533.4	-2.7%
Other financial liabilities	4,187.2	2,636.9	58.8%
Other non-financial liabilities	386.8	288.1	34.3%
<b>TOTAL LIABILITIES</b>	<b>182,602.3</b>	<b>155,272.7</b>	<b>17.6%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>16,337.0</b>	<b>13,224.0</b>	<b>23.5%</b>
Non-controlling interest	792.0	672.5	17.8%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>199,731.3</b>	<b>169,169.2</b>	<b>18.1%</b>

**THANK  
YOU**



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

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+40 264 407 150

+40 264 301 128

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