Grupul Banca Transilvania

Victoriabank

Financial Results

As of March 31st, 2022

victoriabank® Grupul Banca Transilvania

Presentation Outline

i. Introductory notes

ii. Financial indicators dynamics

iii. Victoriabank – overview of business lines

iv. 2022 highlights

I. Introductory notes:

about Moldova

- *Moldova country lying in the northeastern corner of the Balkan region of Europe. Its capital city is Chișinău, located in the south-central part of the country.*
- *In its essence, the Republic of Moldova is an amalgam of many nationalities and cultures with many traditions, languages, folklore, exceptional wines and cuisine.*
- *Republic of Moldova is member of multiple international organizations, both political and economical.*
- *Recently the country submitted its application for EU membership*

I. Introductory notes:

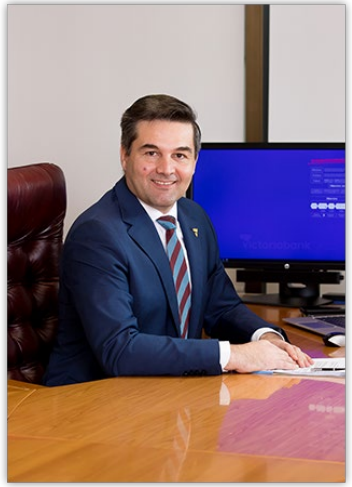
Management Victoriabank

Vasile Donica

Vice-President (CBO)
vasile.donica@vb.md

Ionela Maloș

Vice-President (COO)
elenaionela.malos@vb.md



Bogdan Pleșuvescu

President of the Executive Committee (CEO)
bogdan.plesuvescu@vb.md

Vitalie Corniciuc

Vice-President (CFO)
vitalie.corniciuc@vb.md

Sorin Șerban

Vice-President (CRO)
sorin.serban@vb.md

I. Introductory notes:

Unwavering commitment to our strategic imperatives

Boosting the Retail and SME

Operational efficiency

Employees: our priority

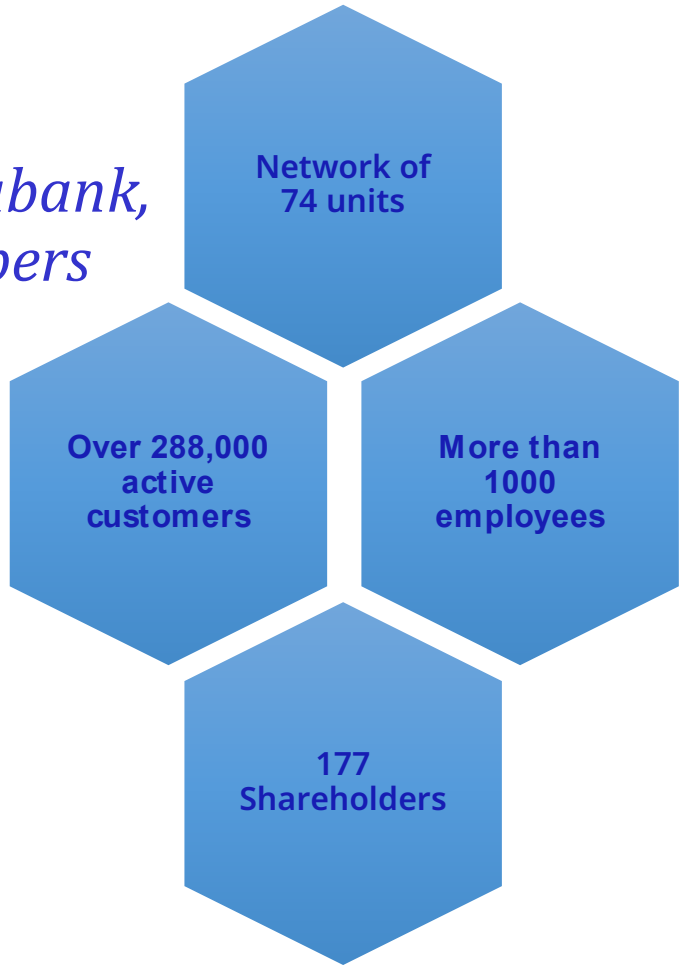
Digital initiatives

Strengthening the position on the Moldovan banking market

I. Introductory notes:

Unwavering commitment to our strategic imperatives

Victoriabank, in numbers



Shareholders structure

Name of the shareholder	Residence country	Share, %
1. VB INVESTMENT HOLDING B.V. *owned by BT (61.82%) and (EBRD) (38.18%)	Netherlands	72,19
2. Turcan Victor	Republic of Moldova	10,76
3. Turcan Valentina	Republic of Moldova	8,07
4. Artemenco Elena	Republic of Moldova	4,95
5. Proidisvet Galina	Republic of Moldova	1,58

I. Introductory notes:

Our story

Victoriabank has marked many premieres throughout its history, through each of them offering customers the opportunity to be the first to use the services, products and facilities for banking.
Some of these are:

1989 *The first bank in Moldova*

1995 *The first bank in the Republic of Moldova to obtain financing from an international financial institution, from the EBRD, worth $ 4 million to support local SMEs*

1997 *First cards issued in the Republic of Moldova by Victoriabank*

1997 *The first POS in the Republic of Moldova – installed by Victoriabank*

1998 *The first ATM in the Republic of Moldova - owned by Victoriabank*

I. Introductory notes:

The First

2004

The first bank in the Republic of Moldova to implement the eCommerce program for online stores

2011

The first Visa Platinum and the first Visa Infinite card in the Republic of Moldova

2017

VictoriaPay (VB24 Pay), the first contactless NFC payment service in the Republic of Moldova

2019

First bank in Moldova to offer the possibility contactless payments with the smartwatch

2021

Victoriabank received the "Leader in Electronic Commerce" award at the annual Mastercard Day Forum

II. Financial indicators dynamics

Macroeconomic indices 2021

GDP
11.55 billions EUR,
+13.9% real growth

Population
2.59
millions of people

Money transfers from abroad
1.36 billions EUR

GDP per capita
4,466 EUR

Unemployment rate
3.5%

Current account balance
-10.5% of GDP

Inflation rate
5.1%
(average consumer prices)

Average salary
436 EUR/monthly

General government gross debt
33.0% of GDP

Average exchange rate EUR: 20.93 MDL/EUR

II. Financial indicators dynamics

Banking sector of Republic of Moldova

Banking sector assets / GDP: 51% (2021)						
		31.12.2020	31.12.2021	31.03.2022	Δ 2021	Δ 2022
Number of commercial banks	units	11	11	11	0.0%	0.0%
Number of employees	units	7,988	8,282	8,282	3.7%	0.0%
Assets	mln.EUR	4,912.0	5,898.0	5,800.7	20.1%	-1.7%
Deposits	mln.EUR	3,772.4	4,486.2	4,310.3	18.9%	-3.9%
Deposits principal:	mln.EUR	3,769.9	4,483.1	4,115.7	18.9%	-8.2%
Individuals	mln.EUR	2,403.3	2,782.9	2,516.3	15.8%	-9.6%
Legal entities	mln.EUR	1,346.4	1,692.8	1,594.2	25.7%	-5.8%
Loans and advances	mln.EUR	2,125.5	2,719.6	2,769.1	28.0%	1.8%
Loans principal:	mln.EUR	2,160.5	2,804.8	2,847.9	29.8%	1.5%
Individuals loans	mln.EUR	769.3	1,137.2	1,157.0	47.8%	1.7%
Legal entities + banks	mln.EUR	1,391.2	1,667.6	1,690.9	19.9%	1.4%
Net profit	mln.EUR	71.1	114.7	39.2	61.4%	x
Net interest margin	%	3.8%	4.1%	5.1%	0.3 pp	1.0 pp
ROA	%	1.5%	2.0%	2.7%	0.5 pp	0.7 pp
ROE	%	8.9%	12.4%	16.0%	3.5 pp	3.6 pp

III. Victoriabank – overview of business lines (31.03.2022)

OWN FUNDS

115.2 millions EUR

TOTAL OWN FUNDS RATIO

41.47%

TOTAL ASSETS

775.5 millions EUR

TOTAL LOANS

265.5 millions EUR

TOTAL DEPOSITS

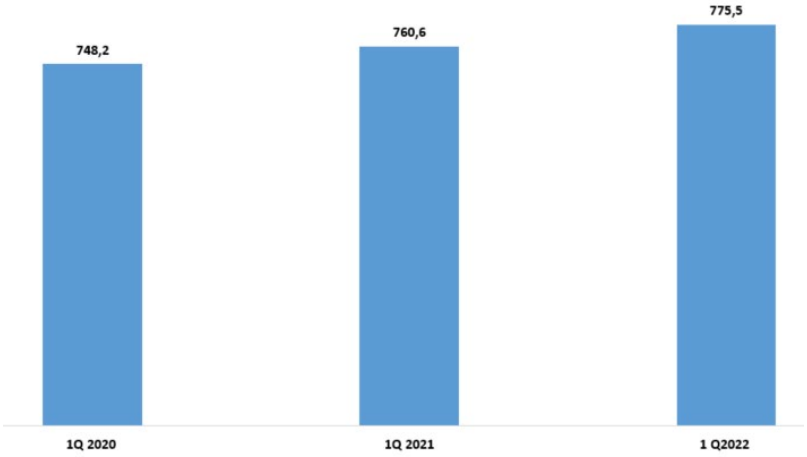
582.5 millions EUR

NET PROFIT

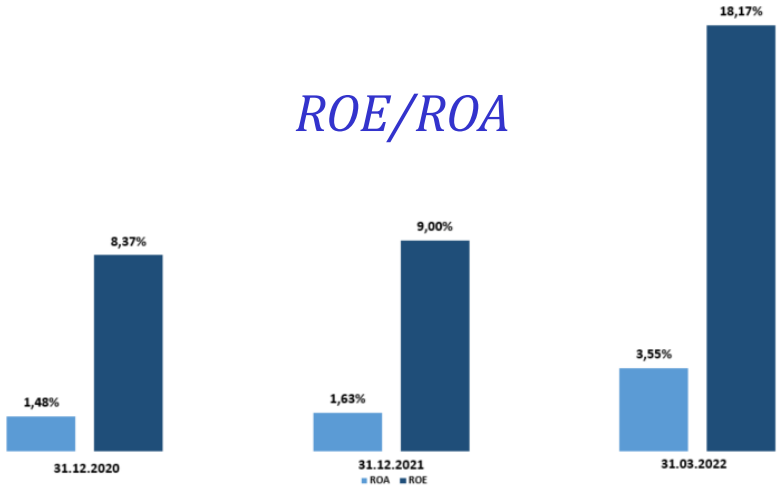
7.5 millions EUR

III. Victoriabank – overview of business lines (31.03.2022)

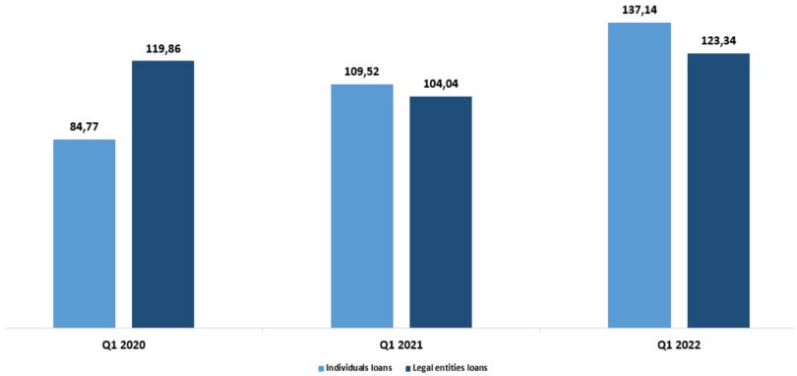
Assets (mln EUR)



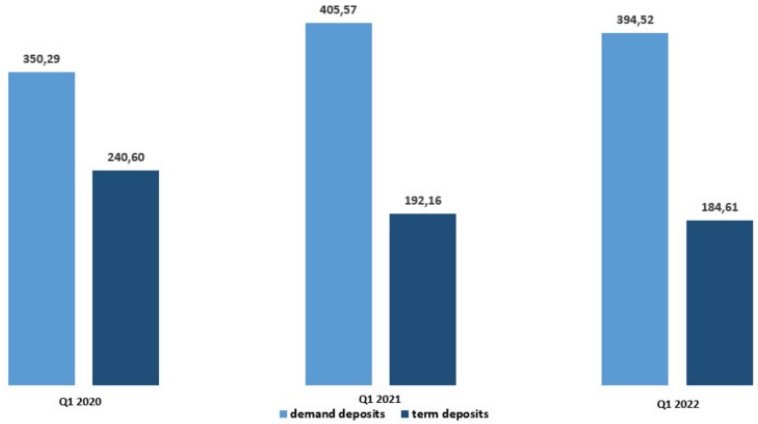
ROE/ROA



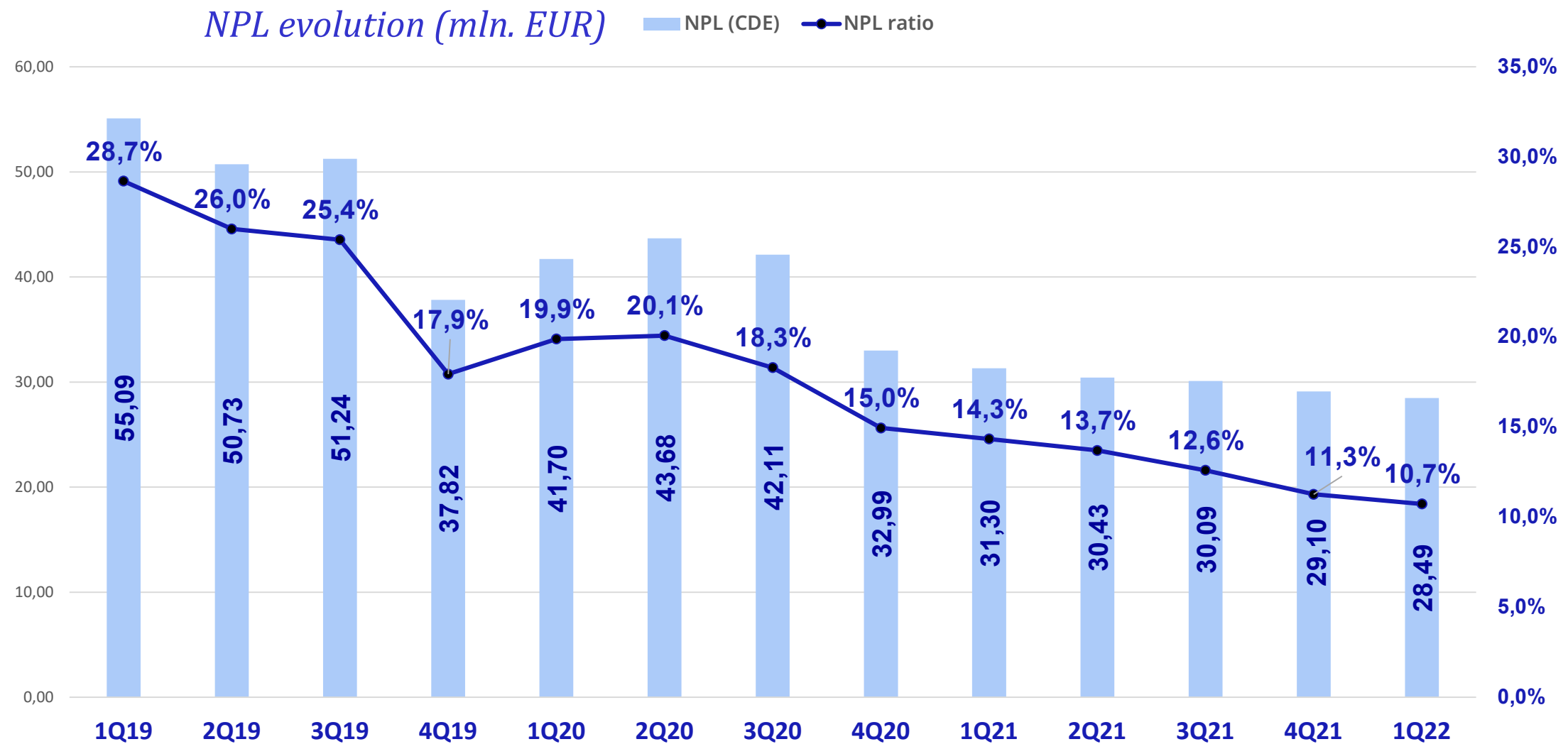
Loans (mln EUR)



Deposits (mln EUR)

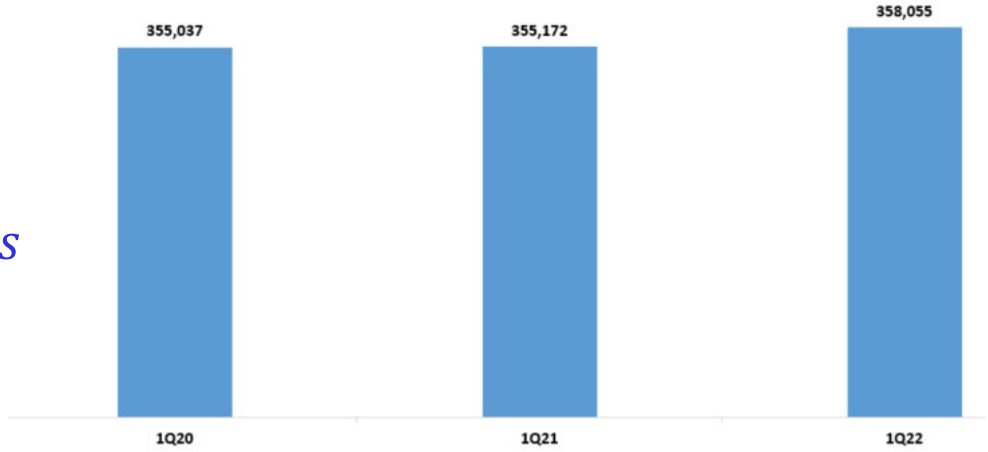


III. Victoriabank - overview of business lines

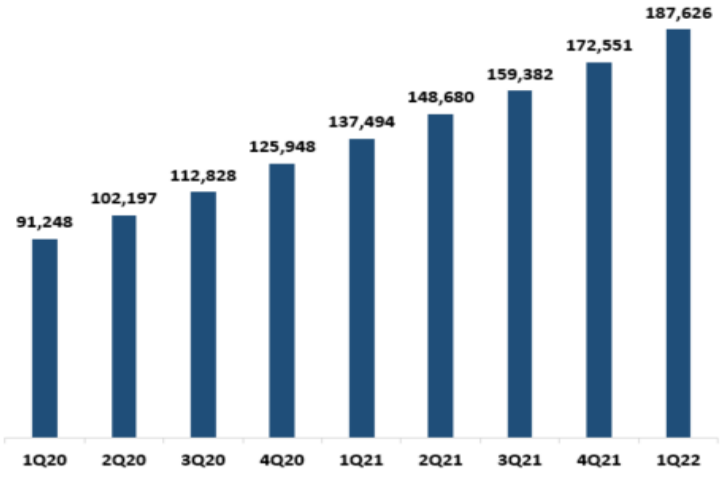


III. Victoriabank - overview of business lines

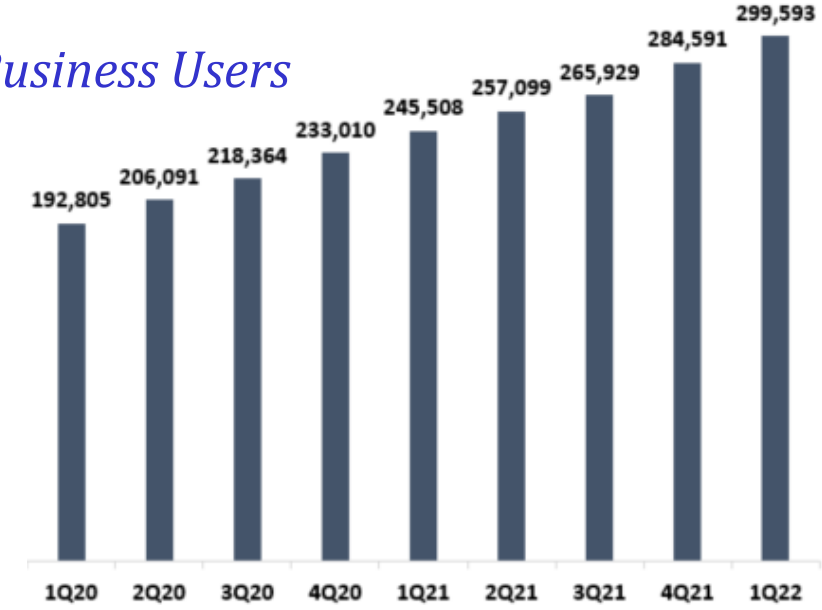
Bank Active Cards



Mobile Banking Users



VB24 web and Business Users



IV. 2022 HIGHLIGHTS: *Key achievements Q1/2022*

Expanding the **Happy Hour campaign** for SMEs: Victoriabank offers for the first time to SMB, the possibility to benefit, online, for one hour of official exchange rate, within the Happy Hour service (max 500 EUR)

Was launched the offer of **loans for farmers** (7 months grace period, up to 1.5 mln lei)

Victoriabank launches **card delivery service** for individuals (free service for the whole country until 30.04.2022)

Expres Loan Online
Up to 300.000 Lei, without material guarantees, for a period of up to 5 years

Victoriabank in partnership with **BT Leasing MD**, launches a promotion through which customers can benefit from a 25% discount on the standard commission for granting a Leasing financing through BT Leasing MD

In the last 3 years of activity, the non-profit association **"Caritate VB"** has been involved in numerous charitable campaigns, with donations of over 313,000 MD Lei. In 2021, it was designated on the **38th place out of 665 NGOs** benefiting from the percentage designation, individuals redirecting the amount of 45,890 lei to the organization's account

2022: **January** **February**

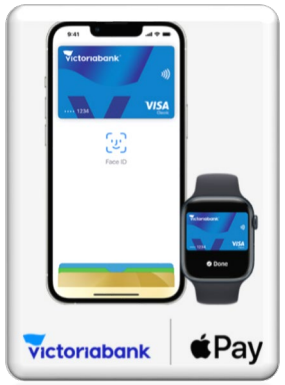
IV. 2022 HIGHLIGHTS: *Key achievements Q1/2022*

Victoriabank enters in the **top 10 of the best employers of the year 2021** - study „Employer Brand Perception Survey 2021" - Axa Management Consulting

Victoriabank supports financial education in Moldova:

- ✓ continues the **Zoom in banking 3.0 Project** with new webinars in the field of credit risk ("Credit risk: financial and economic diagnosis"). For the current edition of the project, over 200 participants were registered, students and professors from ASEM and USM, from the faculties of Accounting and Finance and banks;
- ✓ joins **Global Financial Week (GMW) International Financial Education Week** (organized annually to draw public attention to the issues of financial education, financial awareness and financial integration of young people and children).

One of the banks implemented **Apple Pay** facility



2022: **March** **April**

DISCLAIMER

The information presented in this document is to be used with caution and good faith, in strict accordance with the legal provisions in force applicable on the territory of the Republic of Moldova.

www.victoriabank.md
office@vb.md
+ 373 30 30 31 86
+ 373 30 30 31 79

victoriabank®
Grupul
Banca Transilvania

Thank you