

BRD GROUP RESULTS

3rd quarter and 9 months 2024 | 31.10.2024

DISCLAIMER

The consolidated and separate financial position and income statement for the period ended September 30, 2024 were examined by the Board of Directors on October 30, 2024.

The financial information presented for the period ended September 30, 2024 and comparative periods has been prepared according to IFRS as adopted by the European Union and applicable at this date.

This financial information is at group level, does not constitute a full set of financial statements and is not audited.

This presentation may contain forward-looking statements relating to the targets and strategies of BRD, based on a series of assumptions. These forward-looking statements would have been developed from scenarios based on a number of economic assumptions in the context of a given competitive and regulatory environment. BRD may be unable to anticipate all the risks, uncertainties or other factors likely to affect its business and to appraise their potential consequences, and to evaluate the extent to which the occurrence of a risk or a combination of risks could cause actual results to differ materially from those provided in this document.

Investors and analysts are advised to take into account factors of uncertainty and risk likely to impact the operations of BRD when considering the information contained in any such forward-looking statements. Other than as required by applicable law, BRD does not undertake any obligation to update or revise any forward-looking information or statements.

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INTRODUCTION



GRUPE SOCIETE GENERALE

9M 2024: STRONG COMMERCIAL MOMENTUM

Lending activity continued to advance at double-digit rate

Outstanding performance of corporate segment, built on strong contribution from both SMEs and large corporate customers
Individuals' loan production achieved record-breaking levels

Committed support for a sustainable economy

Steadily expanding deposit base

Intense digital usage

Operating performance led by dynamic volumes and rigorous cost monitoring, partly hampered by the new revenue tax

Asset quality remains robust

Low NPL ratio, comfortable NPL coverage
Risk costs' evolution reflecting a closer to "through the cycle" level

Solid net result & ROE 16%

Loan portfolio **+15% y/y** at September 2024 end
Corporate loans **+23% y/y** at September 2024 end
Individuals loan production, **+48% y/y** in 9M 2024

~RON 1bn new sustainable financing in 9M 2024
Best Sustainable Finance Solution Provider, awarded by The Diplomat & Sustainability Today

Deposits up **+8% y/y** at September 2024 end

1.65m users of *YouBRD* at September 2024 end
21m transactions in 9M 2024

GOI, **+2% y/y** in 9M 2024
+9% y/y in 9M 2024, excluding tax on turnover

NPL ratio, **2.4%** at September 2024 end
NPL coverage ratio, **78.6%** at September 2024 end
RON 136m net charge vs. RON 35m net release in 9M 2023

Net profit **RON 1,094m** vs. 1,227m in 9M 2023

MASSIVE AUDIENCE FOR CLIMATE CHANGE SUMMIT 2024



The most important event in Romania dedicated to **climate change**, initiated and supported by BRD as founding partner.

Climate Change Summit is the yearly CEE meeting place for global researchers, entrepreneurs, government officials and civil society leaders to exchange ideas and find solutions to climate challenges through debates on policies, sustainable finance and investments or tech innovation.

- ✓ The 3rd edition of the event was held on October 15 - 17 at the Romanian Opera House and in 30 other locations across Romania and in the CEE region
- ✓ **>60 Romanian and international speakers, 1500 in-person attendees**
- ✓ **>1.3 million people** across the world watched the event live on internet
- ✓ For the first time, **Climate Change Awards** were granted to most innovative sustainability ideas coming from young people and entrepreneurs, in the framework of a competition



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MACROECONOMIC ENVIRONMENT



ANNUAL GDP GROWTH LOST TRACTION, INFLATION CONTINUES TO ABATE

Subdued growth across Europe

Despite significant progress on reversing inflation dynamics and somewhat less restrictive policy rates, challenges remain

EU GDP growth in Q2 2024 increased by 0.8% vs. Q2 2023

RO GDP up by 0.9% YoY in Q2 2024 (vs 0.5% YoY in Q1 2024) driven to a large extent by growing household consumption (+4.5% contribution to GDP) and gross capital formation (+0.8% contribution to GDP), while net exports contribution remained in negative territory (-4.5%).

1.9% estimated GDP growth in Romania in 2024 according to IMF, with further acceleration expected in 2025, at 3.3% YoY

Substantial progress in taming inflation

Euro area inflation printed at 1.7% in Sep'24 vs 4.3% in Sep'23

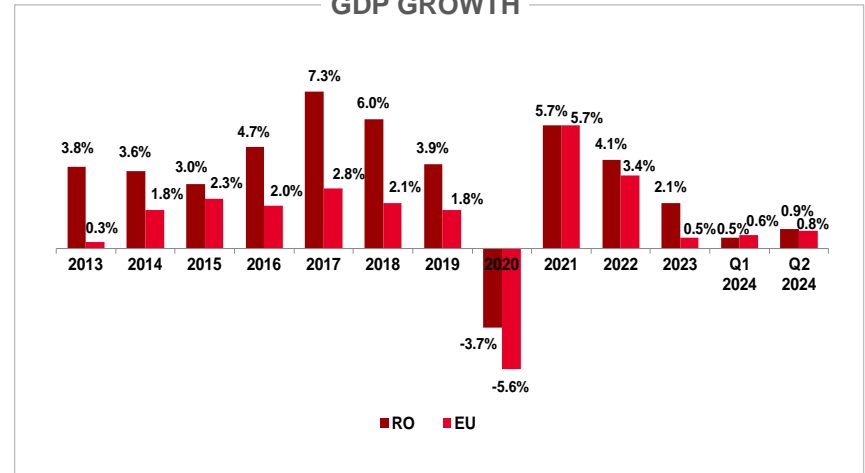
Similarly, domestic inflation continued its downward trend, reaching 4.6% in Sep'24 vs 8.8% in Sep'23, but counted the highest in EU

NBR estimates a further declining inflation, to 4.0% at 2024 end and 3.4% at 2025 end, slightly below the upper bound of NBR's target range (2.5% \pm 1 pp).

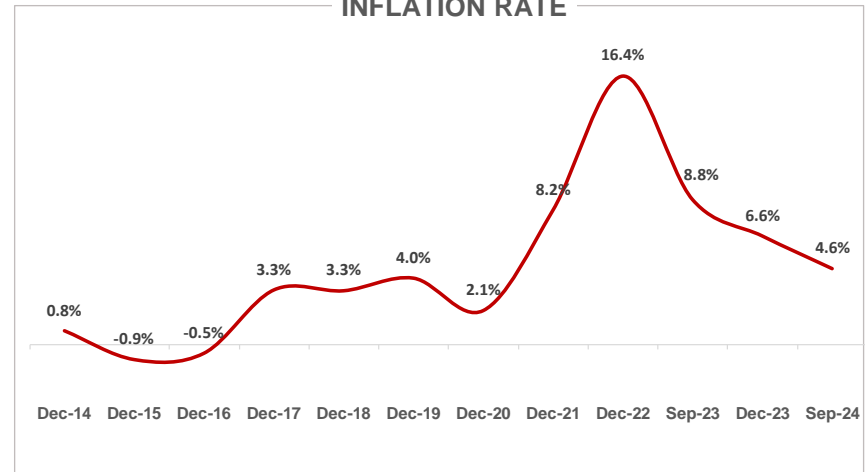
IMF forecasts place inflation close to NBR projections, to 4.2% at 2024 end and 3.4% at 2025 end.

Source: BRD Research, IMF WEO October 2024.

GDP GROWTH



INFLATION RATE



INTEREST RATES ON HOLD, CONSISTENT LIQUIDITY

NBR cautiously loosening monetary policy

After maintaining the key rate at 7% during 1st half of the year, NBR reduced it to 6.5% after two consecutive cuts of 25 bps each, in July and August 2024, respectively

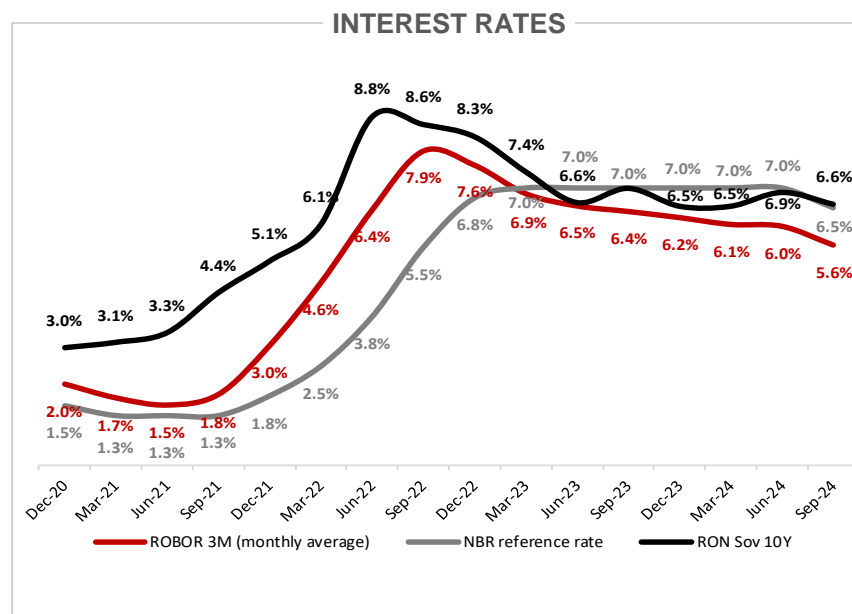
At the last meeting in October, NBR decided to keep the key rate at 6.5%, amid heightened uncertainties to economic activity outlook, including inflation developments stemming from complex macroeconomic and geopolitical headwinds

Tempered down-heading money market rates

After its peak of 8.2% in October 2022, avg ROBOR 3M reduced gradually and stabilized around 6% level during the 1st half of the year, followed by a decrease to 5.6% amid NBR rate cuts during Q3 2024

Interbank liquidity remains elevated

Although decreasing from the record high of almost RON 61 bn (daily avg.) in January 2024, the highest level since 2012, interbank liquidity kept high, reaching aprox. RON 40 bn (daily avg.) in September 2024



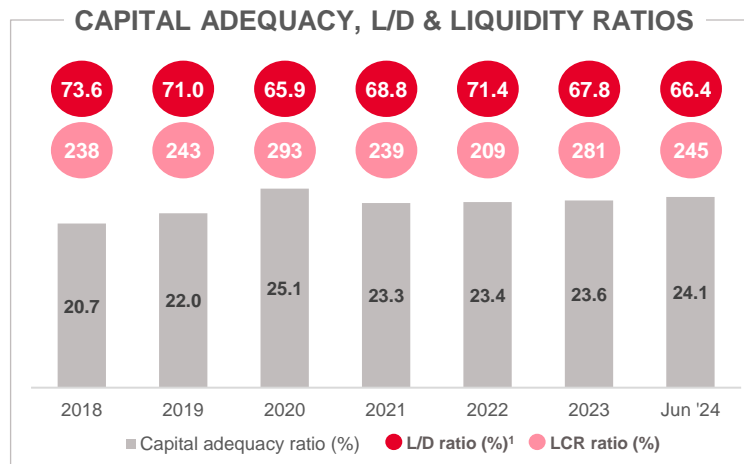
ROMANIAN BANKING SECTOR - PRUDENTIAL INDICATORS REMAIN SOLID

Comfortable solvency and liquidity

Solid capital adequacy, driven by strong capital generation, at 24.1% as at June 2024 end, significantly above the EU average of 20.1%

Loan to deposit ratio (“L/D”) continued its downward trend since 2022 end, reaching 66.4% at June 2024 end, significantly lower than EU average (106.5%)

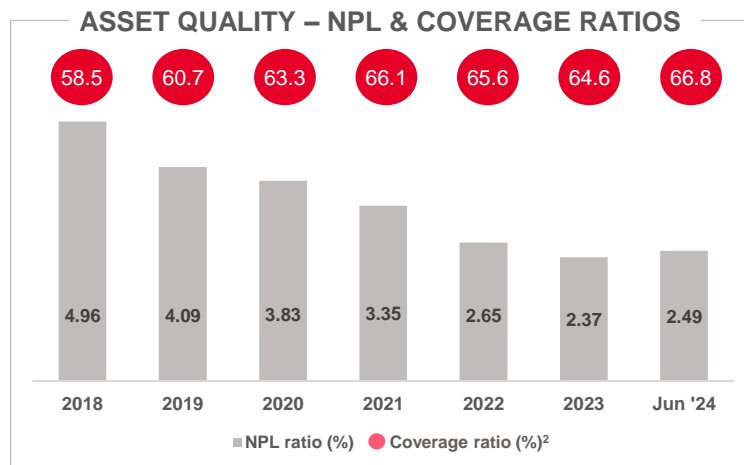
Liquidity continued to improve, with LCR standing at 245% as at June 2024, significantly above both EU average (163.2%) and regulatory requirement (100%)



Strong asset quality, solid provisioning & slight NPL increase

Slight increase in NPL ratios vs. 2023 year end, reaching 2.49% in June 2024, c. 60 bps higher than the 1.9% EU average; mild increase continued in August 2024, up to 2.56%

Coverage levels remain strong at c. 67% in June 2024, more conservative than the average EU level at 42% (June 2024 end)



Source: NBR Financial Stability Report June 2024, NBR statistics, EBA Q2 2024 Risk Dashboard.
Notes: 1. L/D ratios calculated as Gross loans divided by Deposit.

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3RD QUARTER AND 9 MONTHS 2024 BRD GROUP RESULTS



GRUPE SOCIETE GENERALE

DIGITAL TRANSFORMATION KEEPS GOOD RHYTHM



FURTHER INTENSIFYING DIGITAL ACTIVITY

1.65m YouBRD users at September 2024 end, +24% y/y

500k customers enrolled into cashback loyalty program

21m transactions via YouBRD in 9M 2024, +29% y/y

70% of deposits & **92%** of saving accounts, opened directly in YouBRD, in 9M 2024

97% of large corporate clients' and **96%** of SMEs transactions performed via digital channels during 9M 2024

63% of import L/Cs and **56%** of LGs processed through the trade finance client interface (AllNet) during 9M 2024

67% of FX trades processed through e-tools during 9M 2024

HIGH QUALITY CUSTOMER INTERACTION CENTER

98% of calls handled (vs. 95% in 9M 2023)

81% of calls answered in the first 20" (vs. 72% in 9M 2023)

16" average time for taking a call (vs. 29" in 9M 2023)

Intensified package sales **~3.7k** (vs. ~2k in 9M 2023)

Best Internal Contact Center (Medium size) - awarded at Customer Care Conference & Expo 2024

ENHANCED DIGITAL JOURNEY



RoPay - instant proximity and secured payment service via QR code, available 24/7/365 days p.a., soon to be launched

- ✓ a national alternative to cash and other existing payments methods
- ✓ simple and easy to use
- ✓ free of charge
- ✓ BRD, among the first banks in Romania to roll-out this service

CONTINUED NETWORK OPTIMIZATION

Reduced no of branches

-44 y/y, to **388** at September 2024 end

-52% versus 2016 end

Expanded cashless approach

222 24/7 banking points, **+29% y/y** at September 2024 end

LENDING EXPANSION UNDERPINNED BY CORPORATE HIGH DYNAMIC AND RETAIL SOLIDITY

Outstanding lending activity on corporate segment

Strong growth in net corporate lending (+23% y/y), driven by both SMEs (+23.9% y/y) and large corporates (+22.4% y/y)

- Active participant in SMEs supporting financing programs, covering various sectors, like agriculture, construction, manufacturing
- Bank partner for more than 600 SMEs beneficiaries of the State Aid scheme funded from PNRR Digitization of SMEs

Good momentum in leasing during 9M 2024, with portfolio growing to almost RON 2bn, +18.5% y/y vs. 9M 2023

Significantly improved dynamic in retail lending

Core retail net loans outstanding up +11% y/y, underpinned by both individuals (+8.5% y/y) and small business (+40% y/y)

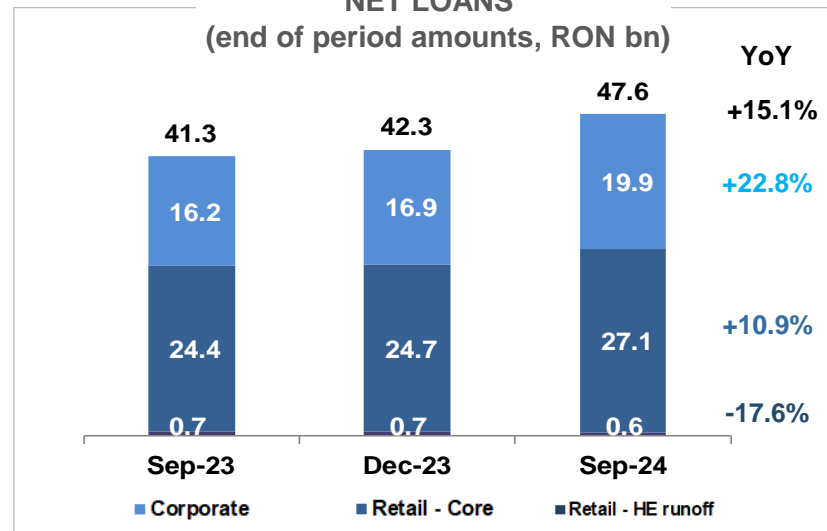
Record-breaking individual loan production in 9M 2024, reaching RON 8.4bn, up by +48% y/y driven by volume growth on both consumer (+40% y/y) and housing loans (+66% y/y)

Committed to responsible and sustainable financing

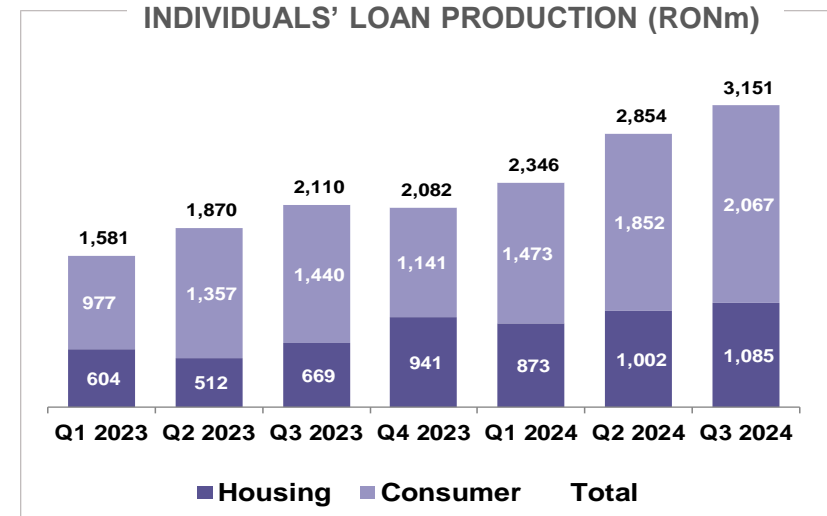
Almost RON 1 bn new sustainable financing during 9M 2024, with cumulated sustainable financing over the last 3 years of EUR 1.13 bn, exceeding initial target set for 2025

Best Sustainable Finance Solution Provider awarded by The Diplomat & Sustainability Today

NET LOANS
(end of period amounts, RON bn)



INDIVIDUALS' LOAN PRODUCTION (RONm)



ROBUST AND DIVERSIFIED DEPOSIT BASE

Solid deposit growth, from both retail and large corporates

Sustained growth of retail deposits, the most stable and granular funding source, +9.9% y/y at Sep'24 end, with a steady increase in individuals' term deposits (+28% y/y).

Higher net inflows from corporate customers, +4.5% y/y growth in amounts outstanding at Sep'24 end, fueled by higher collection from SMEs

Strong liquidity position

Net loan to deposit ratio at 72.7% at Sep'24 end (68.2% at Sep'23 end)

High liquidity buffer at 34% of total assets, mainly composed of government bonds

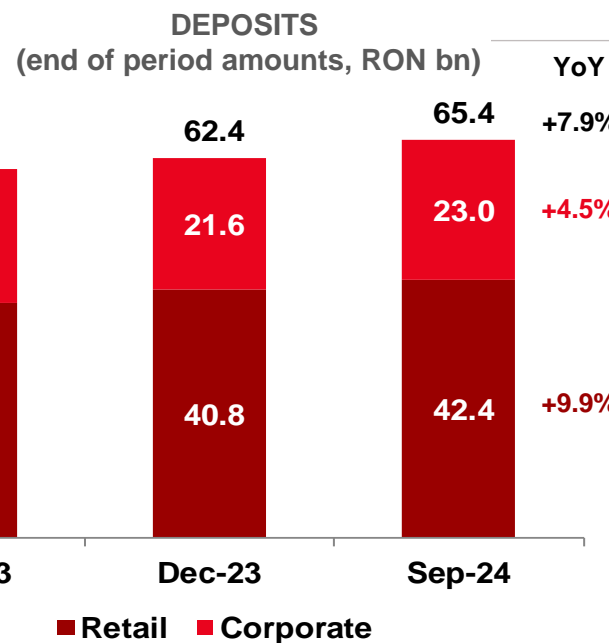
Diverse and innovative savings offer

BRD Asset Management

- ✓ 1st position on UCITS market, with 22.3%* market share and RON 5.8bn AUM, at Sep'24 end (+59% y/y)
- ✓ offering investment solutions to over 150k clients across its 12 investment funds

Active participation in Fidelis program, 28% market share (RON 2.9bn) on the Romanian government bond issuances for individuals held during 9M 2024

* according to Bank's internal calculation, based on total open-end funds assets under management;



REVENUES BUILDING ON COMMERCIAL DYNAMISM

NII growth led by volumes expansion across all segments

+7.1% y/y in 9M 2024 and +6.8% y/y in Q3 2024

- ✓ outstanding loans up by +15% y/y at September 2024 end
- ✓ interest revenues partially reduced by higher expense primarily associated with term deposits and funding costs
- ✓ individuals' term deposits, +28% y/y at September 2024 end

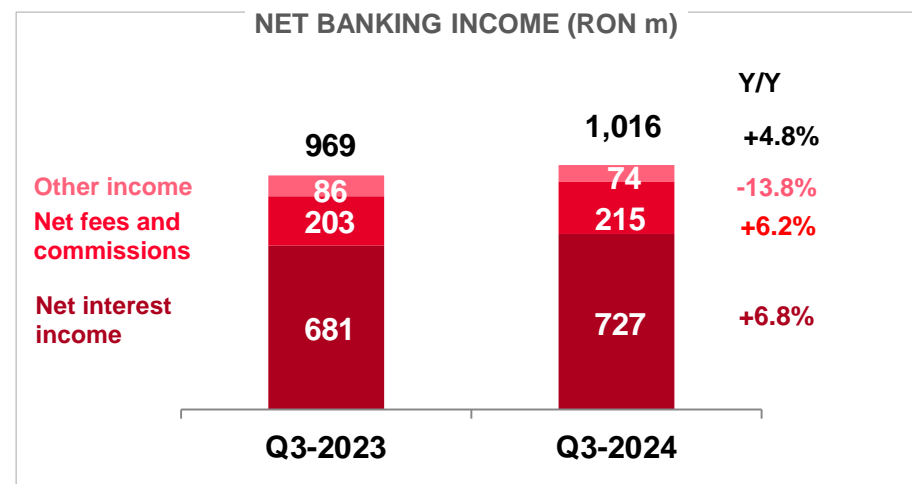
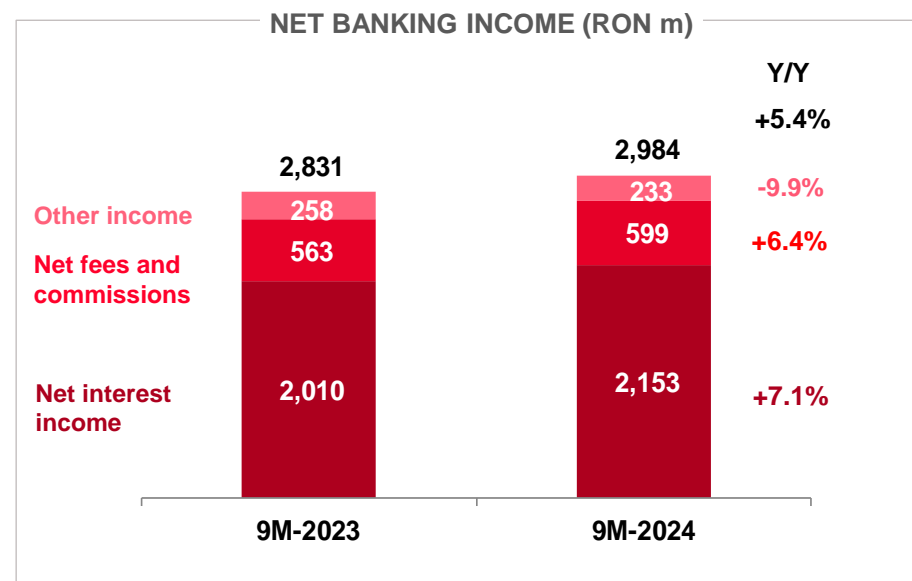
NFC, +6.4% y/y in 9M 2024 (+6.2% y/y in Q3 2024)

Higher revenues generated by increasing clients' activity on transfers and cards, combined with higher penetration of package of services

Positive contribution from lending and insurance activities

Contraction of fee income on cash transactions

Other income mainly linked to an one-off provision (booked in Q1 2024) and the sale of BRD Finance loan portfolio, partially compensated by a positive contribution of trading activity



LESS INTENSE INFLATIONARY PRESSURE BUT NEW TAX DRIVES COSTS UP

OPEX controlled at +3.9% y/y in 9M 2024 and +1% y/y in Q3 2024, excluding new turnover tax and cumulated contributions to FGDB&RF

Staff expenses increase driven by a price effect given higher wages and additional benefits adjustments amid a highly competitive labour market

- ✓ +6.9% y/y in 9M 2024 vs 9M 2023, including the impact of other benefits adjustments under the new labour agreement signed in June 2024
- ✓ +6.7% y/y in Q3 2024 vs Q3 2023

Non staff expenses evolution reflects mainly the combined effect of increased IT expenditures to support our digital initiatives, gains from sale of real estate and cost savings linked to the closure of BRD Finance activity

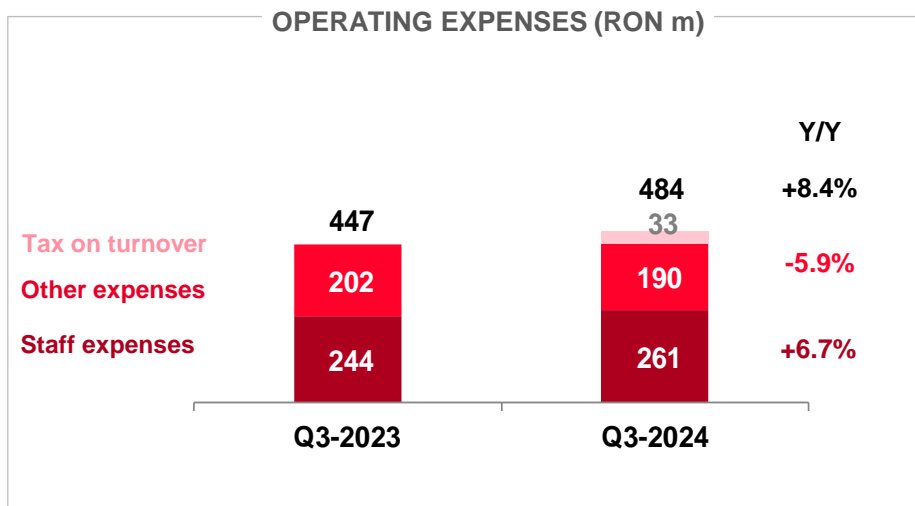
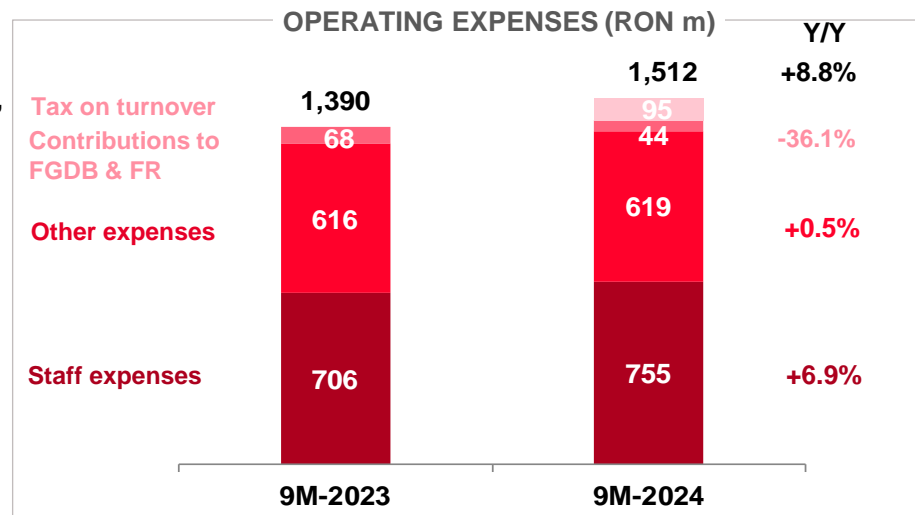
- ✓ +0.5% y/y, excl. new tax on turnover and the cumulated contributions to FGDB&RF
- ✓ -5.9% y/y in Q3 2024 vs Q3 2023, excl new tax

Savings on lower FGDB&RF contributions far exceeded by the new tax on turnover in 9M 2024

Positive jaws excluding new enforced tax

C/I 47.5% vs 49.1% in 9M 2023

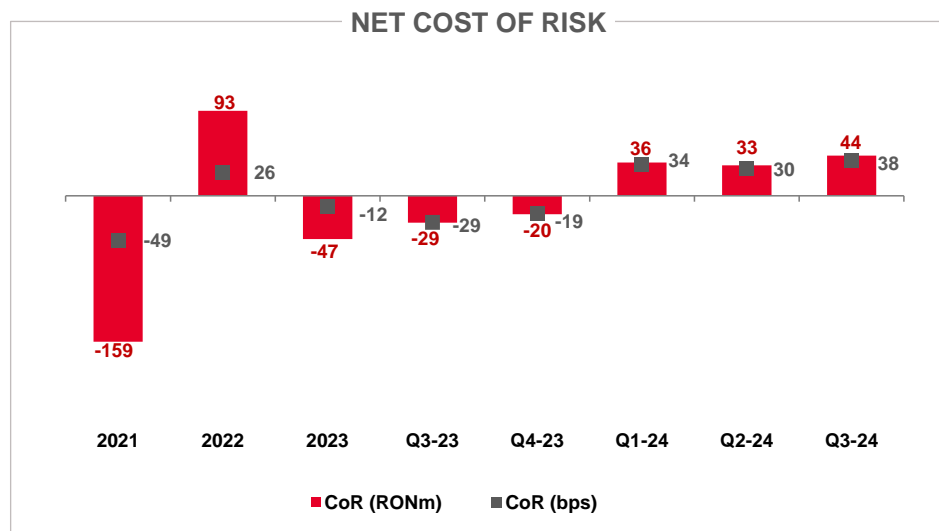
C/I 44.4% vs 46.1% in Q3 2023



STABLE RISK COSTS THROUGHOUT 2024

Net cost of risk at +38 bps in Q3 2024

Stable quarterly cost of risk, reverting to more normalized levels

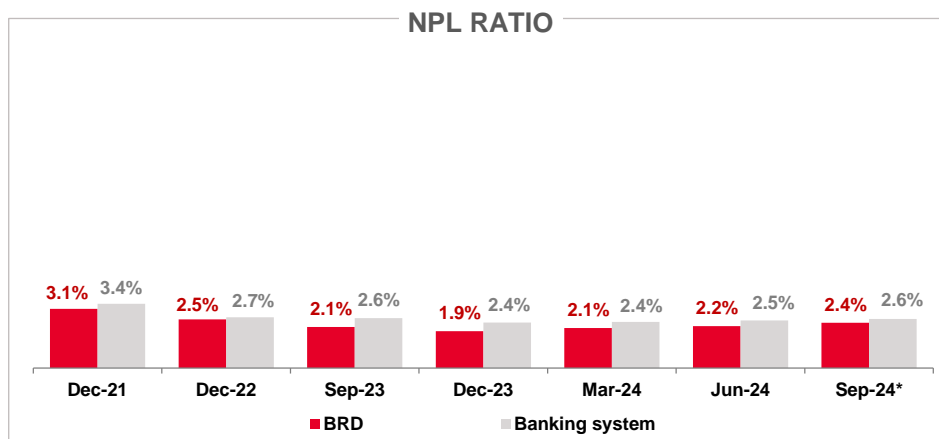


*Note: CoR (bps) in quarter is annualized

NPL ratio and Outlook

Slight NPL increase, in line with banking system evolution, expected to remain below 2.5% by year-end

Solid NPL coverage ratio, comfortably at 79%



* NPL for Banking System as of August 2024

Notes: NPL computed acc. to EBA risk indicator AQT_3.2

NPL coverage computed acc. to EBA risk indicator AQT_41.2

All figures at individual level



STRONG CAPITAL POSITION TO SUPPORT BUSINESS GROWTH

Solid high quality capital base

CAR of 22.9% at September 2024 end, excluding the impact of the new regulatory temporary treatments (implemented through art 468 and art 500a of CRR3 in July 2024)

Regulatory Own Funds composed of Tier 1 and Tier 2 capital

Tier 2 capital consists of EUR 250m subordinated loans

The year-on-year variation of Own Funds mainly explained by:

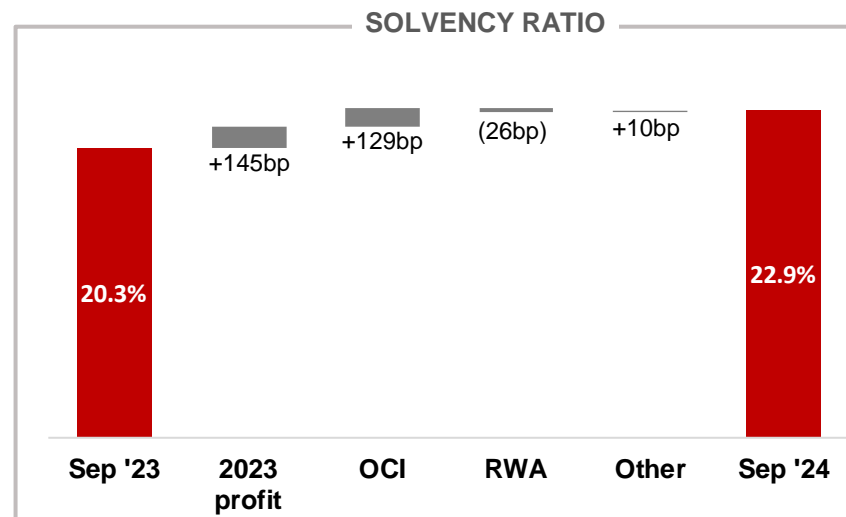
- ✓ incorporation of 2023 retained profit
- ✓ lower negative revaluation reserves of debt instruments accounted at fair value through other comprehensive income

Total risk exposure (“RWA”) variation y/y mainly explained by:

- ✓ RWA relief given innovative synthetic securitization transaction with IFC, concluded in Q1'24
- ✓ dynamic growth in lending exposure on both retail and corporate

MREL compliant as at September 2024 end

MREL at 35% of TREA at September 2024 end



Bank only	Sep-23	Dec-23	Sep-24
Common Equity Tier 1 (RONm)	5,975	6,859	6,984
Tier 1 (RONm)	5,975	6,859	6,984
Tier 2 (RONm)	1,244	1,244	1,244
Total own funds (RONm)	7,219	8,103	8,228
Total risk exposure amount (RONm)	35,581	35,291	35,983
Tier 1 Ratio	16.8%	19.4%	19.4%
Total Capital Ratio	20.3%	23.0%	22.9%

Notes:

- CAR at September 2024 end is preliminary and excludes the impact of the new regulatory temporary treatments (implemented through art 468 and art 500a of CRR3 in July 2024. Reported ratio including the impact of new regulatory temporary treatments stands at 27.55%
- MREL presented is at sub-consolidated level, estimated ratio as of September 2024 end and excluding the impact of the new regulatory temporary treatments
TREA = Total risk exposure amount

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CONCLUSIONS



GRUPE SOCIETE GENERALE

INTENSE COMMERCIAL ACTIVITY, REINFORCING SUPPORT TO ECONOMY

- **Over the first 9M of 2024, BRD fully acted upon its vital role of financier of the economy**
 - ✓ **Dynamic lending activity (+15% y/y) supported by all segments' contribution: strong performance on corporate and record-breaking individuals' loan production**
 - ✓ **Diversified and granular deposit base, further consolidating**
 - ✓ **Strong commitment in building a sustainable economy, with EUR 1.13bn cumulated sustainable financing over the last 3 years, exceeding initial target set for 2025**
 - ✓ **Further increasing penetration of YouBRD mobile application, 1.65 million users at September 2024 end**
- **Solid financial results**
 - ✓ **Higher revenues driven by volume growth in less conducive interest rates environment**
 - ✓ **Costs evolution mainly reflects new tax on turnover and adjustments on staff costs**
 - ✓ **Asset quality ratios managed at sound level; cost of risk reflecting a closer to “through the cycle” level**
 - ✓ **RON 1,094m net profit and solid ROE at 16% in 9M 2024**
- **Comfortable capital and liquidity positions, confirming strong capacity to support lending**

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Q&A SESSION



GRUPE SOCIETE GENERALE

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APPENDIX

BRD GROUP – KEY FIGURES

BRD STANDALONE – KEY FIGURES

BRD STOCK PRICE PERFORMANCE

GLOSSARY – CLIENT SEGMENTATION



GRUPE SOCIETE GENERALE

BRD GROUP | KEY FIGURES

RON m		Q3-2024	Q3-2023	Change	9M-2024	9M-2023	Change
Financial results	Net banking income	1,016	969	+4.8%	2,984	2,831	+5.4%
	Operating expenses	(484)	(447)	+8.4%	(1,512)	(1,390)	+8.8%
	Gross operating income	532	523	+1.8%	1,472	1,441	+2.2%
	Net cost of risk	(45)	30	n.a.	(136)	35	n.a.
	Net profit	400	459	-12.9%	1,094	1,227	-10.9%
	Cost/Income	47.6%	46.1%	+1.6 pt	50.7%	49.1%	+1.6 pt
	ROE	17.9%	21.4%	-3.5 pt	16.1%	20.7%	-4.5 pt

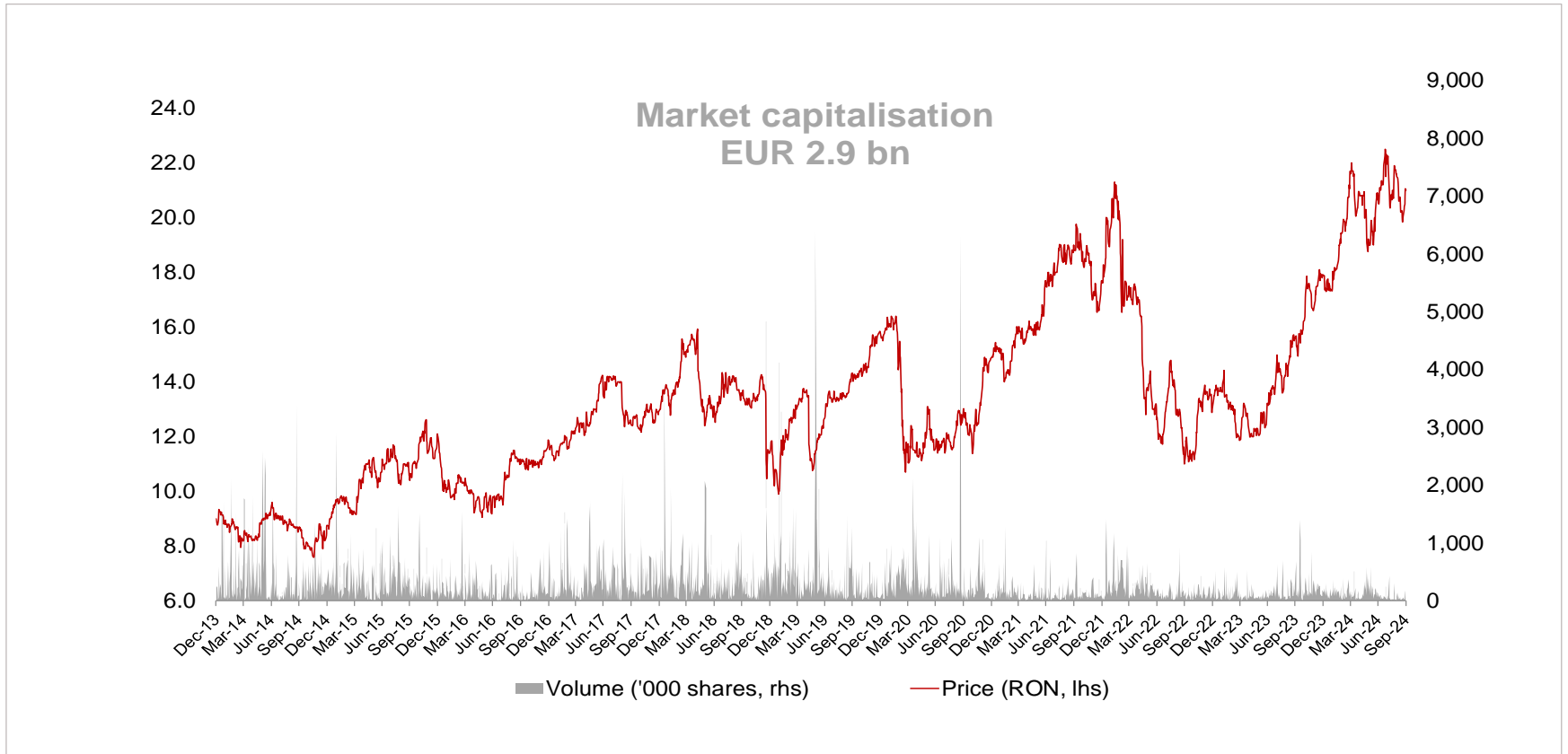
RON bn		Sep-24	Sep-23	vs. Sep 23
Loans and deposits	Net loans including leasing (RON bn)	47.6	41.3	+15.1%
	Retail	27.7	25.1	+10.1%
	Corporate	19.9	16.2	+22.8%
	Total deposits (RON bn)	65.4	60.6	+7.9%
	Retail	42.4	38.6	+9.9%
	Corporate	23.0	22.0	+4.5%
	Loan to deposit ratio	72.7%	68.2%	+4.5 pt
Franchise	No of branches	388	432	-44

BRD STANDALONE | KEY FIGURES

	RON m	Q3-2024	Q3-2023	Change	9M-2024	9M-2023	Change
Financial results	Net banking income	992	924	+7.4%	2,884	2,728	+5.7%
	Operating expenses	(473)	(427)	+10.7%	(1,471)	(1,332)	+10.4%
	Gross operating income	519	497	+4.5%	1,413	1,396	+1.2%
	Net cost of risk	(44)	29	n.a.	(113)	28	n.a.
	Net profit	391	439	-11.0%	1,066	1,191	-10.5%
	Cost/Income	47.7%	46.2%	+1.4 pt	51.0%	48.8%	+2.2 pt
	ROE	20.3%	21.5%	-1.2 pt	16.5%	21.1%	-4.7 pt
Loans and deposits	RON bn				Sep-24	Sep-23	vs. Sep 23
	Net loans (RON bn)				45.2	39.0	+15.9%
	Retail				26.8	24.0	+11.4%
	Corporate				18.4	14.9	+23.3%
	Total deposits (RON bn)				65.7	60.8	+8.0%
	Retail				42.0	37.9	+10.8%
	Corporate				23.7	20.7	+14.2%
	Loan to deposit ratio				68.8%	64.1%	+4.7 pt
Capital adequacy	CAR				22.9%	20.3%	+2.6 pt

Note:
CAR at September 2024 end is preliminary and excludes the impact of the new regulatory temporary treatments (implemented through art 468 and art 500a of CRR3 in July 2024)

BRD | STOCK PRICE PERFORMANCE



- BRD is part of the main market indices on the Bucharest Stock Exchange
- BRD's share price reached RON 21 as of September 2024 end, +34% y/y and +17% ytd

GLOSSARY – CLIENT SEGMENTATION

- The **Retail** category is comprised of the following customer segments:
 - **Individuals** – BRD provides individual customers with a range of banking products such as: savings and deposits taking, consumer and housing loans, overdrafts, credit card facilities, funds transfer and payment facilities.
 - **Small business** – business entities with annual turnover lower than EUR 1m and having an aggregated exposure at group level less than EUR 0.3m. Standardized range of banking products is offered to small companies and professionals: savings and deposits taking, loans, transfers and payment services.
- The **Corporate** category is comprised of the following customer segments:
 - **Small and medium enterprises** - companies with annual turnover between EUR 1m and EUR 50m and the aggregated exposure at group level higher than EUR 0.3m. The Bank provides SMEs with a range of banking products such as: savings and deposits taking, loans and other credit facilities, transfers and payment services.
 - **Large corporate** - within corporate banking BRD provides customers with a range of banking products and services, including lending and deposit taking, provides cash-management, investment advices, securities business, project and structured finance transaction, syndicated loans and asset backed transactions. The large corporate customers include companies with annual turnover higher than EUR 50m, municipalities, public sector and other financial institutions.



BRD GROUPE SOCIETE GENERALE - INVESTOR RELATIONS

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