

# BRD GROUP RESULTS

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4<sup>th</sup> quarter and full year 2024 | 06.02.2025

## DISCLAIMER

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The consolidated and separate financial position and income statement for the period ended December 31, 2024 were examined by the Board of Directors on February 5, 2025.

The financial information presented for the period ended December 31, 2024 and comparative periods has been prepared according to IFRS as adopted by the European Union and applicable at this date.

BRD will publish a full set of consolidated and individual financial statements for the 2024 financial year.

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

# 2024: STRONG FINANCING PARTNER FOR THE ROMANIAN ECONOMY

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## Remarkable lending activity

Broad based solid lending dynamic within the corporate segment

Record annual production of individuals' loans

- ✓ 7.3 bn RON consumer loans
- ✓ 4.4 bn RON for housing acquisition

## Committed for a sustainable economy

## Diversified and solid deposit base

## Easy and accessible banking through YouBRD

**GOI growth** building on volumes and strict costs management, partially reduced by tax on revenues

## Healthy loan book

NPL ratio remains close to historical low level; comfortable NPL coverage

Cost of risk returns to normalized levels

## Robust net result driving a high double-digit ROE

Loan portfolio **+19% y/y** at 2024 end

Corporate loans **+29% y/y** at 2024 end

Individuals loan production, **~RON 12 bn** in 2024

New consumer loans **+49% y/y** in 2024

New housing loans **+63% y/y** in 2024

**~RON 1.8 bn** new sustainable financing in 2024

Deposits, **+9% y/y** at 2024 end

**1.7m** users of *YouBRD* at 2024 end, **+20% y/y**

GOI, **+3.6% y/y** in 2024

**+10.2% y/y** excluding tax on turnover

NPL ratio, **2.1%** at 2024 end

NPL coverage ratio, **78%** at 2024 end

CoR, **RON -145m** vs. RON 57m net release in 2023

Net profit **RON 1,524m** in 2024

ROE **16.6%** in 2024

# AWARDED EXCELLENCE IN 2024

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**E-Growth award  
Bank of the Year, sustainability**



**The Banker: Bank of the Year in  
Romania**

**Best Trade Finance  
provider in Romania**

**Global Finance**



**Excellence award  
for CSR and  
sustainability**



**Award for the  
contribution to the  
transition to the  
green economy**



**Award for social  
responsibility**

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## MACROECONOMIC ENVIRONMENT



# MARGINAL GDP GROWTH, INFLATION PICKS-UP TOWARDS YEAR-END

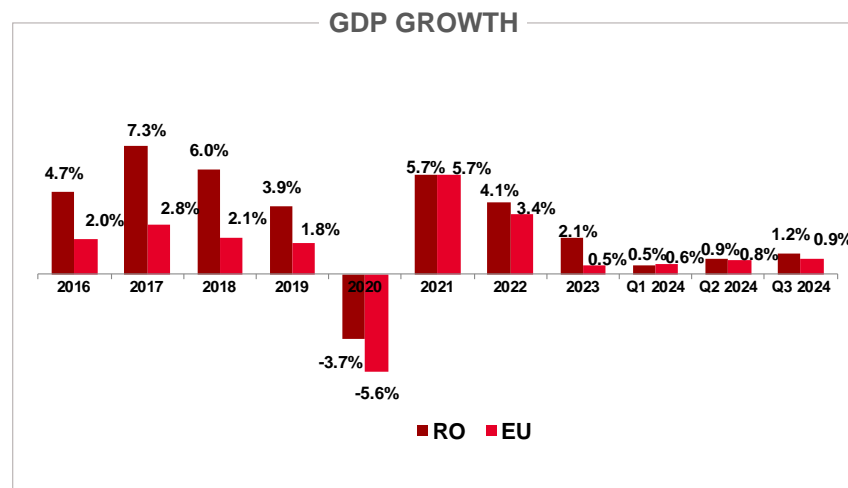
## Tepid growth throughout Europe

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

EU GDP growth of +0.9% in Q3 2024 vs. Q3 2023

RO GDP up by 1.2% YoY in Q3 2024 (vs 0.9% YoY in Q2 2024) driven by investment activity (mainly public infrastructure projects) while the positive contribution from household consumption was offset by the negative impact of net exports

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



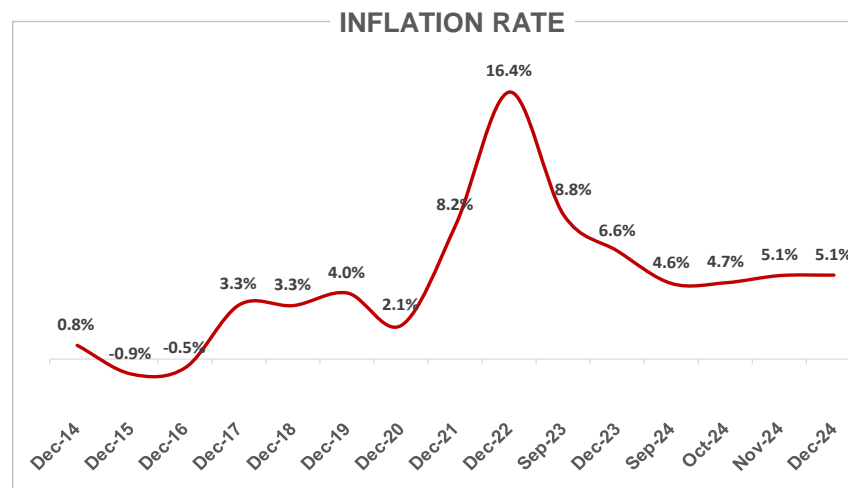
## Rising inflation towards year-end

Euro area inflation printed at 2.4% in Dec'24 up from 1.7% in Sep'24

Domestic inflation rose higher than expected over the last three months of 2024, up to 5.1% in Dec'24 from 4.6% in Sep'24, highest level in EU, on renewed growth in food prices, inertia in services inflation and base effects

NBR estimates a further declining inflation to 3.5% at 2025 end, and 3.3% at Q3 2026 end, slightly below the upper bound of the target range (2.5% ±1 pp).

IMF forecasts place inflation at 3.6% in 2025



Source: BRD Research, IMF WEO October 2024

# INTEREST RATES AGAIN UNDER PRESSURE, LOWER INTERBANK LIQUIDITY

## Monetary policy on hold, matching expectations

2024 brought two consecutive key rate cuts of 25 bps each, in July and August 2024, respectively, from 7% to 6.5%

Beginning of 2025, NBR maintained the key rate at 6.5%, given persistent inflationary risks and heightened uncertainties linked to economic activity outlook, fiscal policy stance and external context

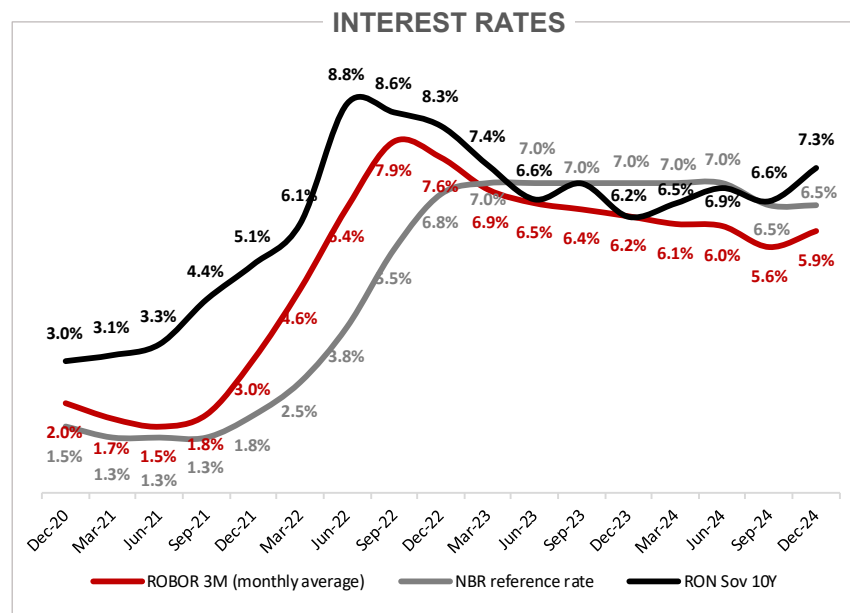
## Notable increase towards year-end in money market rates

3M ROBOR stabilized gradually around the 6% level during the first half of 2024 and further dropped to 5.6% in Q3 2024 amid NBR rate cuts

Main interbank money market rates posted sizeable increases in the 2<sup>nd</sup> part of Nov, with avg. 3M ROBOR reaching 5.9%, amid the uncertainty associated with the electoral events and high volatility of the global risk appetite

## Interbank liquidity near 2-years low

In November 2024, interbank liquidity dropped to its lowest level since December 2022, reaching RON 18.3 bn (daily avg.), one third of the record high of nearly RON 61 billion in January 2024



Source: NBR, BRD Research



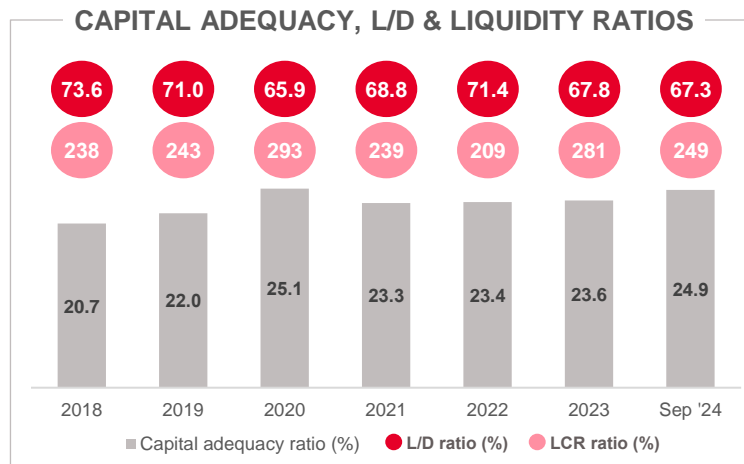
# ROMANIAN BANKING SECTOR - PRUDENTIAL INDICATORS REMAIN ROBUST

## Comfortable solvency and liquidity

Increased capital adequacy, amid a high share of profit incorporated, at 24.9% as at September 2024 end, well above the EU average of 20.1%

Loan to deposit ratio ("L/D") continued its downward trend since 2022 end, reaching 67.3% at September 2024 end, significantly lower than EU average (106.3%)

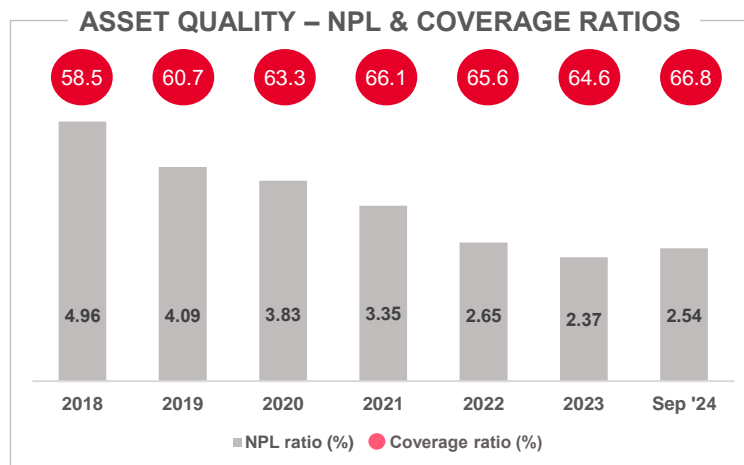
Liquidity remains at good level, with LCR standing at 249% as at September 2024, significantly above both EU average (167%) and regulatory requirement (100%)



## Strong asset quality indicators

Marginal increase in NPL ratio vs. 2023 end, reaching 2.54% at September 2024 end, c. 65 bps higher than the 1.9% EU average;

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



Source: NBR Financial Stability Report December 2024, NBR statistics, EBA Q3 2024 Risk Dashboard.

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**4<sup>TH</sup> QUARTER AND FULL YEAR  
2024 BRD GROUP RESULTS**



GRUPE SOCIETE GENERALE

## EXPANDING DIGITAL FOOTPRINT



### INTENSE DIGITAL ACTIVITY

**>1.7m** YouBRD users at 2024 end, +20% y/y

**30.5m transactions** via You BRD in 2024, +28% y/y

**69%** of deposits & **92%** of saving accounts, opened directly in YouBRD, in 2024

**>96%** of corporates transactions performed via digital channels

**62%** of import L/Cs and **53%** of LGs processed through the trade finance client interface (AllNet) during 2024

**67%** of FX spot trades processed through e-tools during 2024



### BROADENED DIGITAL OFFER

- ✓ Cashback loyalty program – launched in June 2024  
~650k enrolled clients, RON 1.8m cashback
- ✓ **RoPay, instant QR code RON payments**, available 24/7
- ✓ 100% online APIA loans, via website
- ✓ Beneficiary name display service (BNDS) – safety check before executing a payment
- ✓ Card details and PIN code, displayed if needed
- ✓ Visualization, buying/ selling investment funds, on YouBRD web

### HIGH QUALITY CUSTOMER INTERACTION CENTER

**97%** of calls handled (vs. 95% in 2023)

**80%** of calls answered in the first 20" (vs. 72% in 2023)

**17"** average time for taking a call (vs. 28" in 2023)

Intensified package sales **~5k** (vs. ~3.5k in 2023)

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

### CONTINUED NETWORK OPTIMIZATION

**Reduced no of branches**

**-35 y/y**, to **388** at December 2024 end

**-52%** versus 2016 end

**Expanded cashless approach**

**225** 24/7 banking points, **+16% y/y** at December 2024 end



# LENDING EXPANSION POWERED BY BOTH CORPORATE AND RETAIL GROWTH

## Solid lending dynamic within the corporate segment

Strong growth in corporate lending driven by both SMEs (+26.4% y/y) and large corporates (+31.1% y/y)

Continuous support of local entrepreneurs through active participation in financing programs for SMEs, covering various sectors, like agriculture, construction, manufacturing

- 2,200 new loans granted under IMM Plus program in 2024, totaling RON 3.6 bn

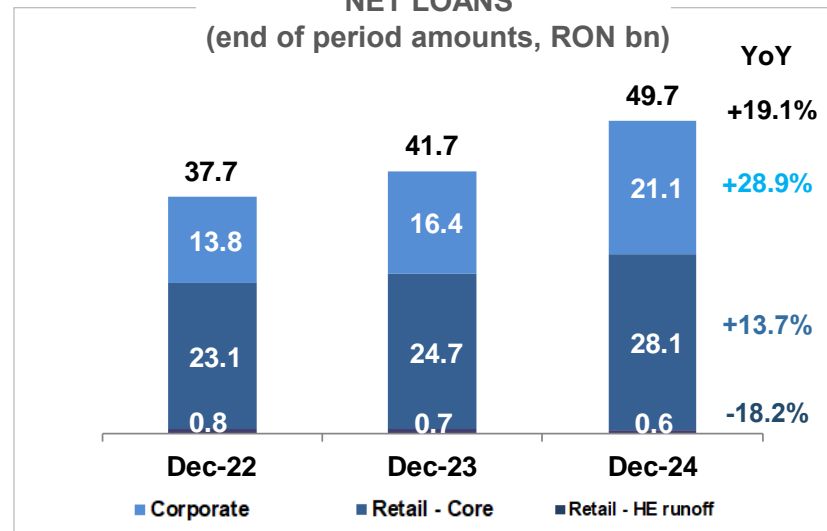
Leasing portfolio saw robust growth in 2024, +19.6% YoY to surpass RON 2 bn, reconfirming financial leasing as an accessible and efficient financing solution, adding to the diversified product portfolio offered by the Bank

## Growing momentum in retail lending

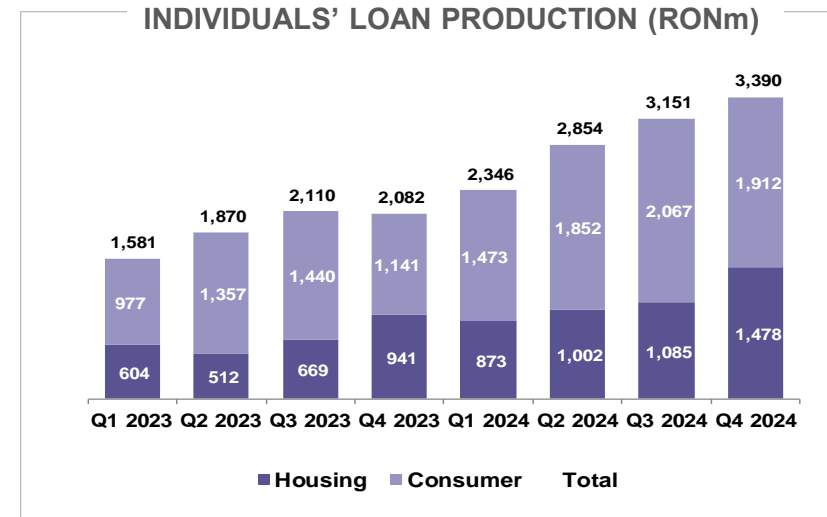
Core retail net loans outstanding up +14% y/y, underpinned by both individuals (+12% y/y) and small business (+26% y/y)

Record-breaking individuals loan production in 2024, reaching almost RON 12bn, up by +54% y/y driven by volume growth on both consumer (+49% y/y) and housing loans (+63% y/y)

**NET LOANS**  
(end of period amounts, RON bn)



**INDIVIDUALS' LOAN PRODUCTION (RONm)**



# GROWING DEDICATION TO FOSTERING A SUSTAINABLE ECONOMY

## Driving responsible and sustainable financing

- ✓ Total volume of sustainable financing committed in 2024 of **EUR 366m**: **EUR 185m** on corporates and **EUR 181m** on retail
- ✓ With **EUR 1.3bn** cumulated sustainable financing granted by 2024 end, BRD Horizons 2025 ambition of EUR 1bn was reached in advance
- ✓ Landmark transactions:
  - A package of transactions instrumented in favor of Apa Nova Bucharest (part of VEOLIA Group)
    - green L/G ceiling under the Societe Generale Sustainable GTB framework – EUR 5M (equivalent)
    - as a premier, a sustainability-linked recourse factoring facility of EUR 12M based on an ESG rating of the suppliers in the value chain”
  - Autonom SA: EUR 30m 2<sup>nd</sup> sustainability-linked bond issuance, with BRD as book-runner and SLB framework coordinator
  - AX Perpetuum: EUR 27m green loan for waste treatment and recycling solutions

## New partnerships with IFC and EIF aimed at supporting the green transition of our clients



## Raising awareness and providing inspiration for sustainability initiatives

- Supporting and organizing the 3<sup>rd</sup> edition of Climate Change Summit in Romania, a national and regional flagship sustainability event, watched live by over 1.3 million people worldwide.

**Sustainable Fitch has upgraded BRD's ESG Entity Rating** to '2' from '3' and increased its entity score to 63 from 60.

## DIVERSIFIED AND SOLID DEPOSIT BASE

### Deposit growth on collection from individuals and SMEs

Retail deposits, the most stable and granular funding source, up +8.7% y/y at 2024 end

Higher net inflows from corporate customers, +9.1% y/y growth in outstanding at 2024 end, fueled by higher collection from SMEs (+13.4% y/y)

### Solid liquidity position

Net loan to deposit ratio at 73.2% at 2024 end (66.9% at 2023 end)

High liquidity buffer at 32% of total assets, mainly composed of government bonds

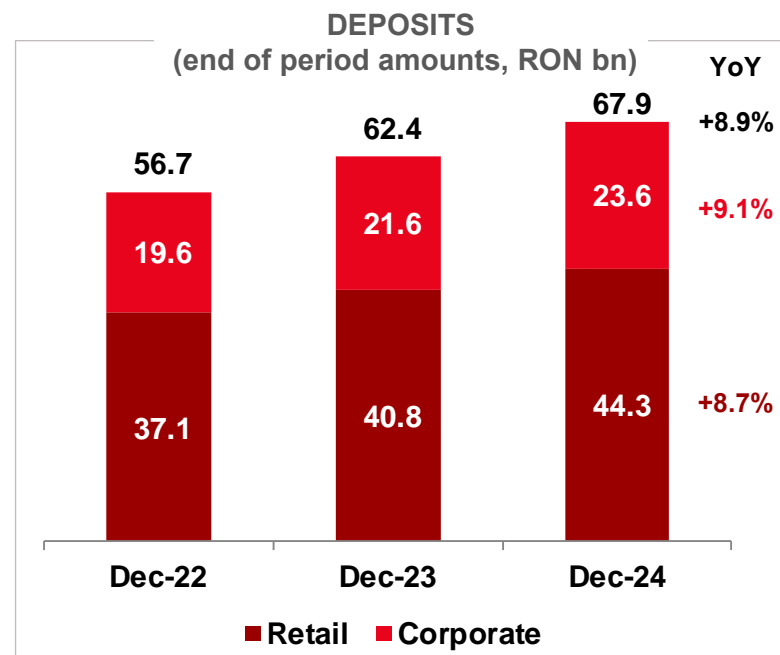
### Varied savings offer

BRD Asset Management

- ✓ 1<sup>st</sup> position on UCITS market, with 23.1%\* market share and RON 6.2bn AUM, at Dec'24 end (+55% y/y)
- ✓ enabling the access to a variety of asset classes and strategies to over 157k clients across its 12 investment funds

Active participation in Fidelis program, 28% market share (RON 4.5 bn) on the Romanian government bond issuances for individuals held during 2024

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



## REVENUES DRIVEN BY ROBUST COMMERCIAL ACTIVITY

### NII growth fueled by expanding volumes

+6.8% y/y in 2024, +6.1% y/y in Q4 2024

- ✓ substantial rise in loans outstanding, building on both retail and corporate segments
- ✓ interest revenues dynamic tempered by increasing funding costs with customers deposits, yet on a moderated pace following RON market rates trend
  - ✓ avg. ROBOR 3M, -74 bps y/y in 2024
  - ✓ avg. ROBOR 3M, -62 bps y/y in Q4 2024

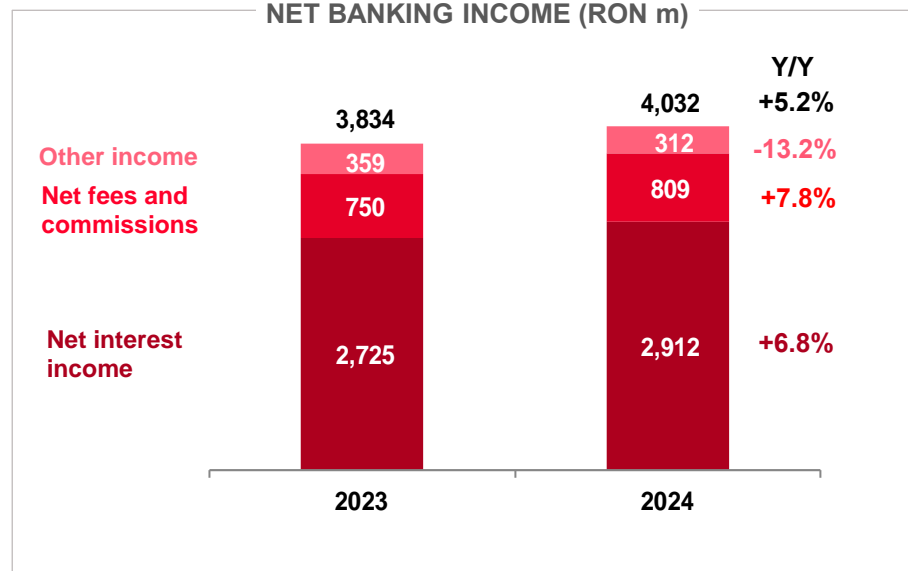
### NFC powered mainly by services and lending fees

+7.8% y/y in 2024, +12.0% in Q4 2024

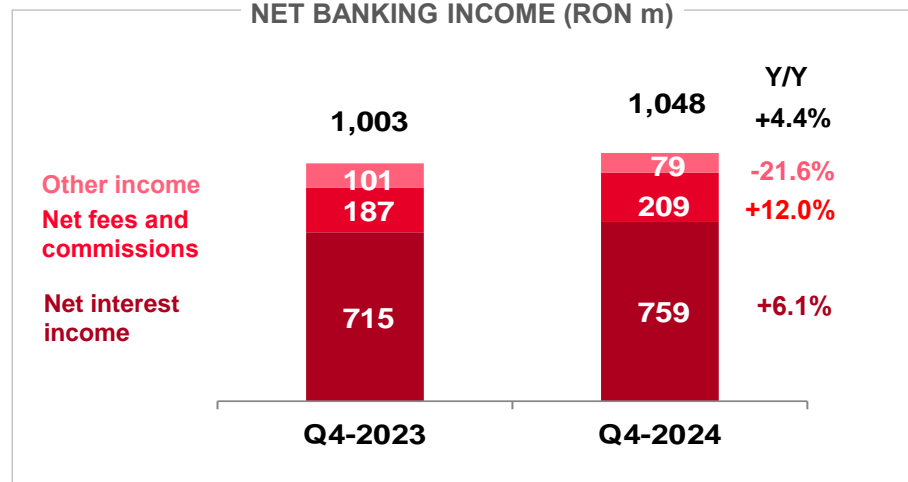
- ✓ higher revenues from transfers, package of services and cards activity amid increasing POS transactions
- ✓ solid contribution to revenues from capital market, insurance and lending
- ✓ contraction of net fee income on cash transactions

**Other income** mainly linked to an one-off provision (booked in Q1 2024) and the sale of BRD Finance loan portfolio

NET BANKING INCOME (RON m)



NET BANKING INCOME (RON m)



# NEW TAX ON TURNOVER CASTS A SHADOW OVER COSTS EVOLUTION

**OPEX** kept stable excluding the impact of the new tax on turnover

**Staff expenses** increase for full year mainly explained by higher wages and additional benefits adjustments under the new labour agreement entered into force starting June 2024

**Non staff expenses** dynamic reflect the combined effect of increased IT expenses, amid intensified effort to digitize banking activity, gain from sale of real estate assets and savings in administrative cost linked also to the closure of BRD Finance

- ✓ -2.7% y/y, excl. new tax on turnover and the cumulated contributions to FGDB&RF
- ✓ -10.5% y/y in Q4 2024 vs Q4 2023, excl new tax

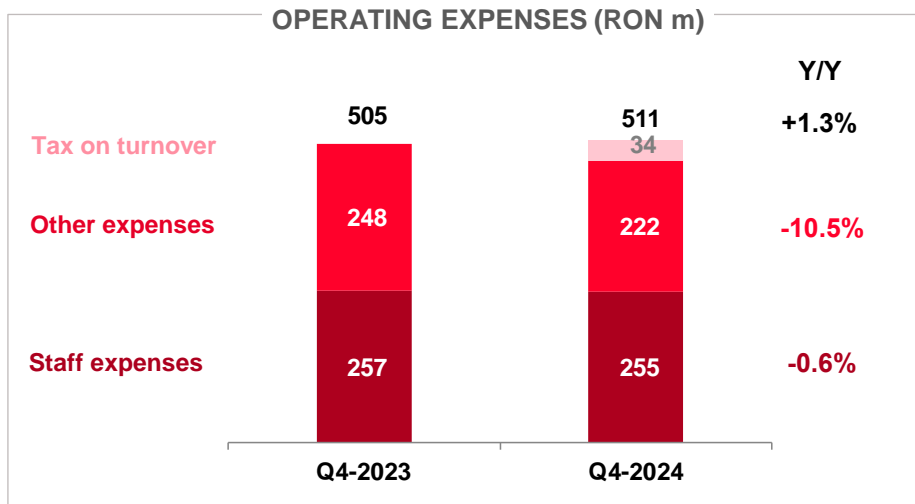
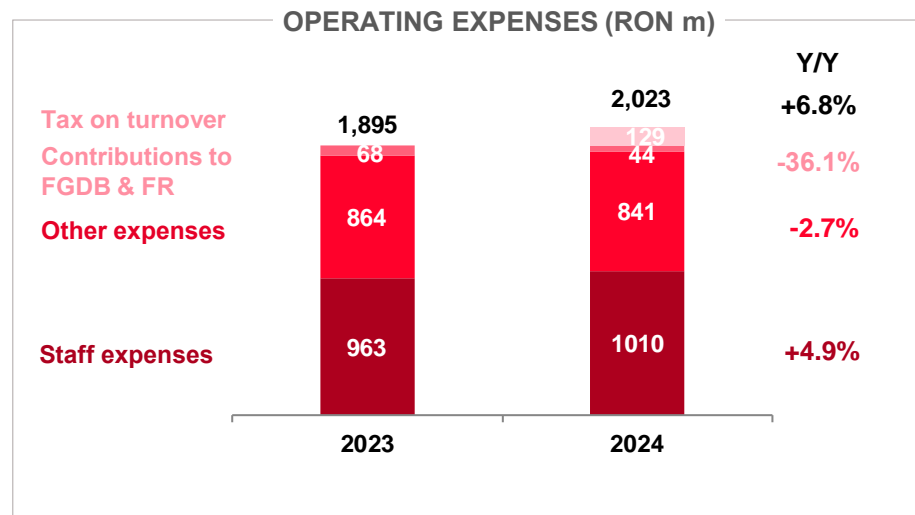
## Solid operating performance

GOI, +10.2% y/y in 2024 (+14.4% y/y in Q4 2024), excl. new tax

## Positive jaws excluding new tax

C/I 47.0% in 2024 (vs. 49.4% in 2023), -244 bps y/y

C/I 45.6% in Q4 2024 (vs. 50.3% in Q4 2023), -476 bps y/y

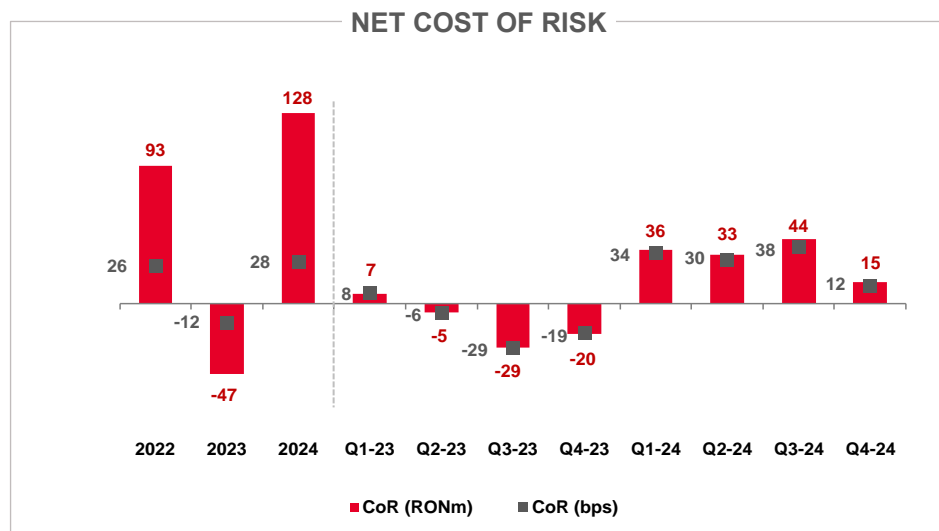




# STABLE RISK COSTS THROUGHOUT 2024

## Net cost of risk at +12 bps in Q4 2024

2024 cost of risk returns to normalized levels, with a slightly lower Q4, positively impacted by Retail NPL portfolio sale

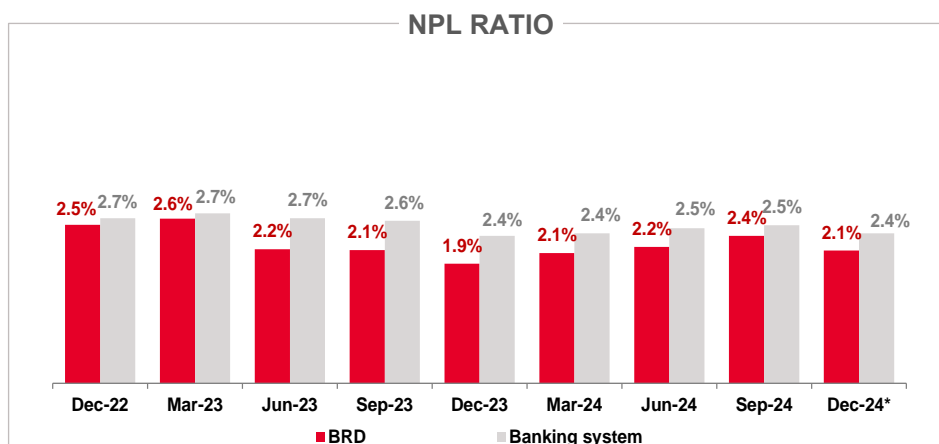


\*Note: CoR (bps) in quarter is annualized

## NPL ratio and Outlook

NPL decrease on account of Retail portfolio sale

Solid NPL coverage ratio, comfortably at 78%



\* NPL for Banking System as of November 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



## COMFORTABLE CAPITAL POSITION

### Solid high quality capital base

CAR of 22.7% at December 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 in own funds mainly explained by:

- ✓ incorporation of 30% of H1 2024 net profit partially reduced by higher negative revaluation reserves of debt instruments accounted at fair value through other comprehensive income due to RON Romanian yield curve increase

Total risk exposure (“RWA”) increase mainly due to:

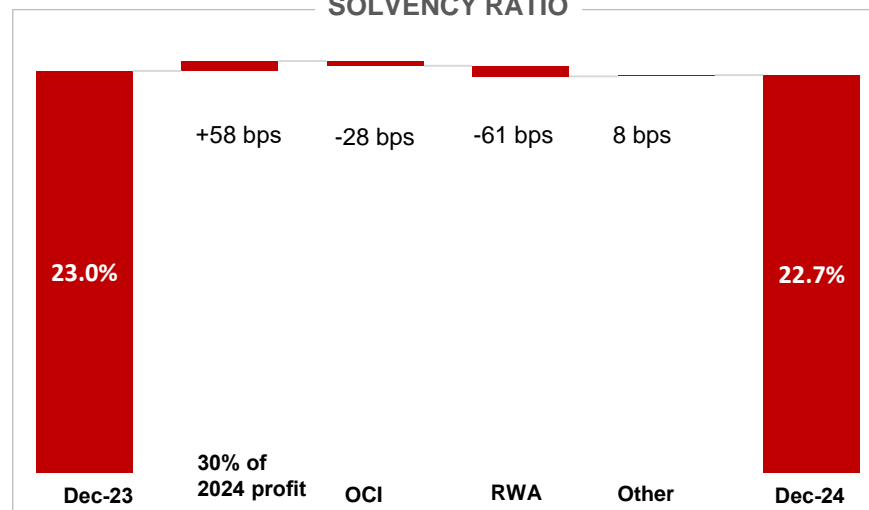
- ✓ strong growth in lending, on both retail and corporate segments partly compensated by RWA relief given SRT transaction with IFC concluded in Q1'24

### MREL requirement fulfilled

### Proposal of dividend distribution

Subject to receiving the agreement in principle from National Bank of Romania

### SOLVENCY RATIO



Bank only	Dec-23	Dec-24
Common Equity Tier 1 (RONm)	6,859	6,994
Tier 1 (RONm)	6,859	6,994
Tier 2 (RONm)	1,244	1,244
Total own funds (RONm)	8,103	8,238
Total risk exposure amount (RONm)	35,291	36,242
<b>Tier 1 Ratio</b>	<b>19.4%</b>	<b>19.3%</b>
<b>Total Capital Ratio</b>	<b>23.0%</b>	<b>22.7%</b>

#### Notes:

1. CAR at Dec 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%

2. MREL presented is at sub-consolidated level, estimated ratio as of December 2023 end and excluding the impact of the new regulatory temporary treatments

TREA = Total risk exposure amount

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## CONCLUSIONS



GRUPE SOCIETE GENERALE

## 2024: REMARKABLE COMMERCIAL ACTIVITY

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- **Drive for growth and commercial development**
  - ✓ **Lending activity, up +19% y/y, driven by both retail and corporate segments: solid corporate financing dynamic (+29%) and growing momentum in individual customers lending**
  - ✓ **Balanced deposit growth, with inflows from individuals and SMEs as main drivers**
  - ✓ **Extended digital offer and intense digital activity, with 84% of BRD customers using YouBRD mobile application**
  
- **BRD delivered on profitability and efficiency**
  - ✓ **Increasing operating performance on growing revenues and stable OPEX excluding new tax, delivering full year positive jaws**
  - ✓ **Cost of risk at normalized levels; NPL ratio hovering around historical minimum level**
  - ✓ **Net profit RON 1,524m and double digit ROE, 16.6% in 2024**
  
- **Capital and liquidity levels well-positioned to sustain thriving expansion in lending**

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**SOCIAL RESPONSIBILITY AT  
THE HEART OF OUR ACTION**



GRUPE SOCIETE GENERALE

## TECH & INNOVATION

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**BRD objective: to equip Romanian society for the knowledge-driven economy by investing in STEM education, tech entrepreneurship, and AI research and development to spur economic growth**

### Universities

- BRD financed the opening of **30 educational hubs in 24 universities** in Romania, which include laboratories, amphitheatres and multifunctional spaces

### Startups

- **Innovation Labs** competition for startups continued to showcase the country's vibrant tech ecosystem, bringing together talented young entrepreneurs, developers and innovators

### High school programs & competitions

- **BRD FIRST Tech Challenge:** with strong support from BRD and a network of mentors and experts, the program not only fueled students' passion for tech but also helped bridge the gap between education and industry, contributing to Romania's growing STEM talent pool. The event culminated in a highly successful national championship, with several teams advancing to global competitions. For the first time, two Romanian teams met in the final of the FTC championship in Houston, USA.



# CULTURE

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## BRD & Fundatia9

BRD invests in the next generation of creators, in art and music, education, journalism. Moreover, BRD champions numerous programs and events, aiming to foster community engagement, connection, inclusivity and diversity.

### Fundatia 9 : Rezidenta 9 | Scena9 | Scoala 9

Contemporary Art – Education – Journalism: over 100 events/year, over 20,000 visitors, over 2 million readers.

**Music:** the most important Festivals & Music Tours, with over 100 concerts presented by BRD - George Enescu International Festival, Jazz in the Park Cluj, Music Gallery, Jazz & Blues Festival Brasov, Balkanik Festival, Stradivarius on Tour, Classix Festival Iasi etc.

**Contemporary Art :** The White Night of the Galleries - featured in 13 cities, in partnership with 150 art galleries that have exhibited an impressive number of 200 art projects.

**Theater:** Sibiu International Theater Festival (FITS), the 3<sup>rd</sup> most important theatre festival in Europe – with 830 events, over 5,000 artists from 82 countries performing on stage.



# CULTURA NE DESCHIDE



## Empowering the next generation of creators

During 2024, Fundatia9, which coordinates Scena9, Scoala9 and Rezidenta9, celebrated several significant milestones, including 8 years of Scena9 cultural magazine, 3 years of Recomandata Scena9 newsletter which reaches over 5,000 subscribers, and 488 journalistic pieces published online, on Scena9.ro.

In 2024, it organized 123 cultural events at Rezidenta9 cultural center, with over 200 artists, curators and cultural mediators involved. The list of cultural events includes exhibitions, artist talks, film screenings and conferences, covering an offline & online audience of over 265,000 people, while continuing to support initiatives focused on classical music and contemporary art.





## EDUCATION & VOLUNTEERING

### Our goal: to help transform and update education in Romania

Our dedicated platform Scoala9 continued to advance its mission of advocating for the modernization of pre-university education in Romania. The initiative served as a dynamic platform for fostering dialogue among key stakeholders, including experienced journalists, parents, educators, policy makers and creative professionals. After 6 years of existence, in June 2024, Scoala9 launched the first podcast on solutions in education in Romania, named **Rezolvat**, further solidifying its role as a leading voice in the education reform movement. Since August to December 2024, Scoala9.ro reached 190,000 visits and the audience in social media reached 1,400,000 users.



### Empowering impact on society through volunteering programs

2,900 BRD employees enrolled on Ziuav volunteering platform, around 50% of all BRD employees; 1,138 participations from colleagues spending 4,800 volunteering hours in 55 initiatives during 2024 (reading sessions in reading corners, arranging reading spaces in public schools, planting trees, building houses, sports competitions with a social cause, gifts and donations on special occasions); around 2,500 children beneficiaries in supported educational projects with volunteering component.



# CLIMATE CHANGE SUMMIT – A WELL ESTABLISHED AND DEVELOPING EVENT



CCS's 3<sup>rd</sup> edition took place on October 15–17 at the Bucharest Opera House, as well as in 30 other locations throughout Romania and Central and Eastern Europe.

Over 60 Romanian and international speakers contributed to the event, which attracted 1,500 in-person attendees. Additionally, more than 1.3 million people worldwide tuned in to watch the event live online.

For the first time, the Climate Change Awards were presented, recognizing the most innovative sustainability ideas from young people and entrepreneurs through a special competition.



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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



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# BRD GROUP | KEY FIGURES

RON m		Q4-2024	Q4-2023	Change	2024	2023	Change
Financial results	<b>Net banking income</b>	1,048	1,003	+4.4%	4,032	3,834	+5.2%
	Operating expenses	(511)	(505)	+1.3%	(2,023)	(1,895)	+6.8%
	Gross operating income	536	498	+7.6%	2,009	1,939	+3.6%
	Net cost of risk	(9)	22	n.a.	(145)	57	n.a.
	<b>Net profit</b>	<b>430</b>	<b>429</b>	<b>+0.3%</b>	<b>1,524</b>	<b>1,656</b>	<b>-8.0%</b>
	Cost/Income	48.8%	50.3%	-1.5 pt	50.2%	49.4%	+0.8 pt
	ROE	18.4%	19.4%	-0.9 pt	16.6%	20.9%	-4.3 pt

RON bn		Dec-24	Dec-23	vs. Dec 23
Loans and deposits	<b>Net loans including leasing (RON bn)</b>	49.7	41.7	+19.1%
	Retail	28.6	25.4	+12.8%
	Corporate	21.1	16.4	+28.9%
	<b>Total deposits (RON bn)</b>	<b>67.9</b>	<b>62.4</b>	<b>+8.9%</b>
	Retail	44.3	40.8	+8.7%
	Corporate	23.6	21.6	+9.1%
	<b>Loan to deposit ratio</b>	<b>73.2%</b>	<b>66.9%</b>	<b>+6.3 pt</b>

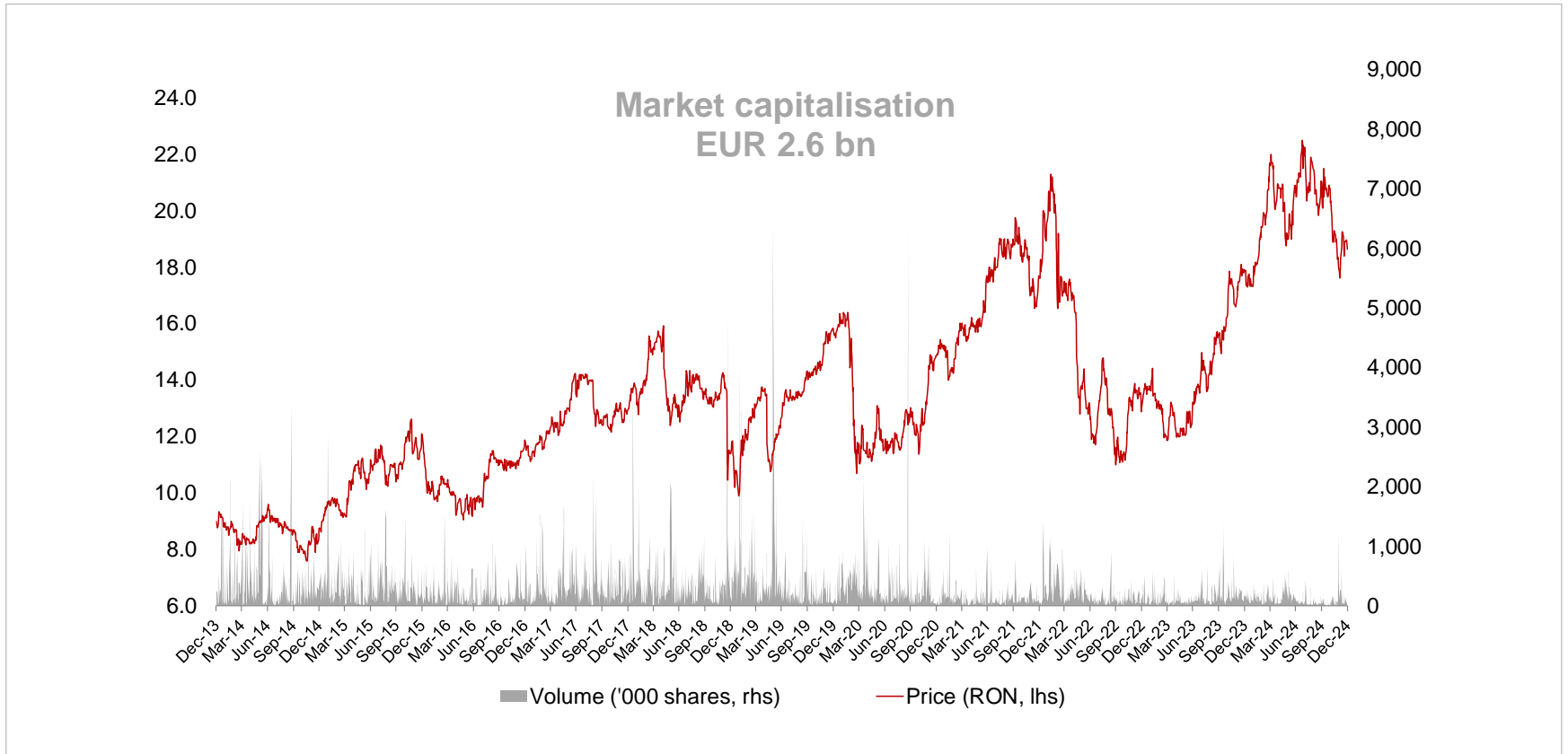
# BRD STANDALONE | KEY FIGURES

	RON m	Q4-2024	Q4-2023	Change	2024	2023	Change
<b>Financial results</b>	<b>Net banking income</b>	<b>1,011</b>	<b>994</b>	<b>+1.7%</b>	<b>3,895</b>	<b>3,723</b>	<b>+4.6%</b>
	Operating expenses	(493)	(483)	+2.2%	(1,965)	(1,815)	+8.2%
	Gross operating income	518	512	+1.2%	1,930	1,908	+1.2%
	Net cost of risk	(15)	20	n.a.	(128)	48	n.a.
	<b>Net profit</b>	<b>409</b>	<b>443</b>	<b>-7.7%</b>	<b>1,475</b>	<b>1,634</b>	<b>-9.8%</b>
	Cost/Income	48.8%	48.5%	+0.3 pt	50.4%	48.8%	+1.7 pt
	ROE	18.3%	20.9%	-2.6 pt	16.9%	21.7%	-4.9 pt
<b>Loans and deposits</b>	<b>RON bn</b>				<b>Dec-24</b>	<b>Dec-23</b>	<b>vs. Dec 23</b>
	<b>Net loans (RON bn)</b>				<b>47.4</b>	<b>39.6</b>	<b>+19.5%</b>
	Retail				27.7	24.5	+13.1%
	Corporate				19.6	15.1	+29.9%
	<b>Total deposits (RON bn)</b>				<b>68.2</b>	<b>62.6</b>	<b>+8.9%</b>
	Retail				44.3	40.8	+8.7%
	Corporate				23.9	21.9	+9.2%
	<b>Loan to deposit ratio</b>				<b>69.4%</b>	<b>63.3%</b>	<b>+6.1 pt</b>
<b>Capital adequacy</b>	<b>CAR</b>				<b>22.7%</b>	<b>23.0%</b>	<b>-0.2 pt</b>
<b>Franchise</b>	<b>No of branches</b>				<b>388</b>	<b>423</b>	<b>-35</b>

**Note:**

1. CAR at Dec 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%.

# BRD | STOCK PRICE PERFORMANCE



- BRD is part of the main market indices on the Bucharest Stock Exchange
- BRD's share price reached RON 18.64 as of December 2024 end, +4% y/y

## GLOSSARY – CLIENT SEGMENTATION

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- 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.





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