

# BRD GROUP RESULTS

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4<sup>th</sup> quarter and full year 2021 | 11.02.2022

## DISCLAIMER

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The preliminary consolidated and separate financial position and income statement for the period ended December 31, 2021 were examined by the Board of Directors on February 9, 2022.

The financial information presented for the period ended December 31, 2021 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 2021 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

## 2021 KEY HIGHLIGHTS

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### Very strong lending activity

Double digit growth of overall loan portfolio

Very dynamic retail loan production, well above both 2019 & 2020 levels

Remarkable performance on corporate lending

Portfolio growth **+11%** end of year

PI loan production **+38%** vs 2020 **+17%** vs 2019

Corporate loans **+26%** end of year

### Accelerated digital adoption

**+20%** digitally active users

**+31%** transactions

### Volume driven revenue increase

Positive momentum in NII in Q4 '21, +4% vs Q4 '20 and +5% vs Q3 '21

NBI

**RON 3 118m**

### OPEX under control

Reduced staff costs given structural headcount reduction

OPEX

**RON 1 618m**

### Sound loan book

NPL ratio

**3%** at Dec 2021 end

Coverage ratio

**75%** at Dec 2021 end

**Net reversal in cost of risk** favored by dynamic recovery activity and improvements in macroeconomic outlook

NCR **RON +146m** vs. RON -353m in 2020

### High profitability

Net profit **RON 1 319m, +37%** vs 2020

**ROE 15.6%\***

# FURTHER ENHANCED CUSTOMER EXPERIENCE

## YouBRD, CENTRAL PIECE IN THE OMNICHANNEL SETUP

### YouBRD new app, continuously upgraded in 2021

- ✓ biometric validation of online payments
- ✓ foreign currency national/ international payments and foreign exchanges
- ✓ streamlined flow for payments to trusted contacts
- ✓ enrollment of BRD Mastercard and Visa cards in Apple/ Google wallets



## WIDENED DIGITAL OFFER

### Essential services for individual customers now available online

- ✓ **Remote** onboarding
- ✓ **Online** consumer lending

**Improved customer experience on international payments**, with BRD joining SWIFT GPI, a global solution speeding and improving traceability of cross-border payments

### Enriched cash management solutions

**Extended financing solutions for Trade Finance** through FINTRA product

### Development of POS sharing offer



## SUCCESSFUL DEVELOPMENT OF ALTERNATIVE SAVINGS

### BRD Asset Management

- ✓ 1<sup>st</sup> by number of investors
- ✓ +31K customers in 2021
- ✓ 19.5% market share
- ✓ +16% y/y AUM, reaching RON 4.9bn at 2021 end

### BRD AV Unit Linked life insurance

- ✓ Gross Written Premiums +87% y/y at 2021 end
- ✓ 14.9% market share at Sep-21 end (vs. 13.1% in 2019)

# BUILDING A GREENER ECONOMY

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## Outstanding deals and premieres

- ✓ Most important green loan granted so far in Romania | **Hidroelectrica** – EUR 257m
- ✓ syndicated ESG loan | **NEPI ROCKASTLE PLC** – EUR 120m
- ✓ first sustainability-linked bond issued on the local capital market | **AUTONOM Services** – EUR 48m
- ✓ Total volume of green financing arranged by BRD in 2021 : **EUR 500m**

## STRUCTURED BY BRD



## Accompanying our clients in their sustainability initiatives

- ✓ sustainable financing workshops and conferences “BRD for SMEs” involving 240 clients

## Awarded for Excellence in Financing Environmental Projects



## AWARDED EXCELLENCE

### Acknowledged performance in banking, leasing and alternative savings



- ✓ **Best ROA, Best ROE**, awarded by Piata Financiară
- ✓ **Best NPL dynamic**, awarded by Piata Financiară
- ✓ **Bank of the Year in Risk Management**, awarded by Piata Financiară
- ✓ **Best Bond Fund (BRD Obligatiuni)**, awarded by Piata Financiară to BRD Asset Management
- ✓ **Best in Financial Leasing**, awarded by Piata Financiară to BRD Sogelease

### Recognized know-how in cash management, custody and trade finance



**Best Treasury & Cash Management Bank in Romania**



**Best Sub-custodian Bank in Romania**



**Best Trade Finance provider in Romania**

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## MACROECONOMIC ENVIRONMENT



# STRONG RECOVERY, HIGH INFLATION

## GDP expected at +7% in 2021, after -3.9% contraction in 2020

2021 full year GDP estimated at +7.0% (IMF and European Commission forecasts)

GDP growth driven by domestic demand, chiefly final consumption expenditure of households

GDP growth rate slowing to +0.4% q/q (seasonally adjusted) in Q3 2021, with annual growth printing at +8.2%

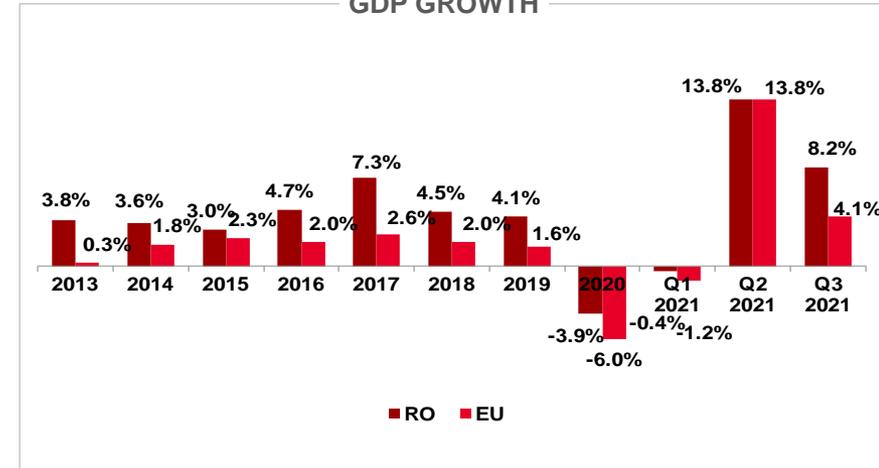
## Inflation reaching a decade high

Annual inflation at 8.2% in Dec-21 (from 6.3% y/y in Sep-21) far from the upper bound of the NBR target range (2.5% ± 1 ppt)

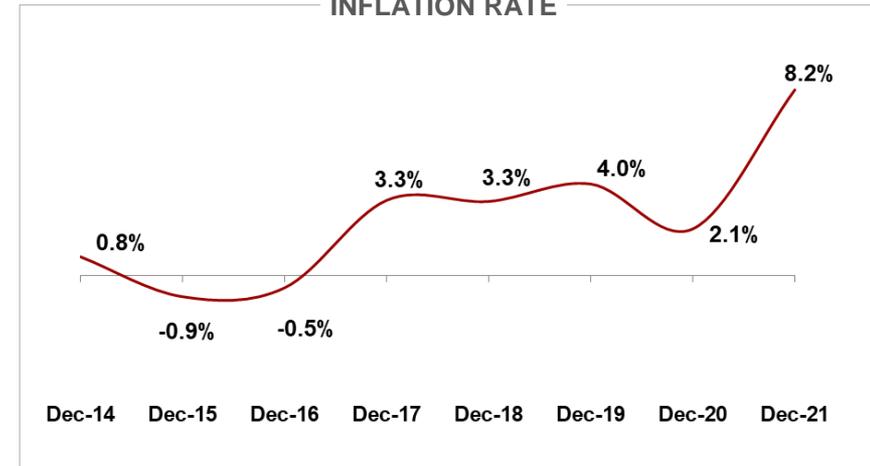
External cost shocks increasingly feeding into domestic prices

Widespread price increases across food items (+6.7% y/y), non-food prices climbing to +10.7% y/y mainly due to fuel and energy components, while services' costs increased by +4.5% y/y

### GDP GROWTH



### INFLATION RATE



# INTEREST RATES ON THE RISE

## Multiple rate hikes starting Q4 2021

To support the economy in the context of unfolding COVID-19 epidemic, central bank reduced the monetary policy rate four times from March 2020 to January 2021, by 125 bps in total, to 1.25%

In a context of strongly accelerating inflation, two monetary policy rate hikes in Q4 2021, by 50 bps overall

Third increase in monetary policy rate by 25 bps in January 2022

## Lessened quantitative easing

Quantitative easing gradually reduced after peaking in April 2020

No more acquisitions done starting April-21, signaling a recovery in the markets and a lower need for liquidity

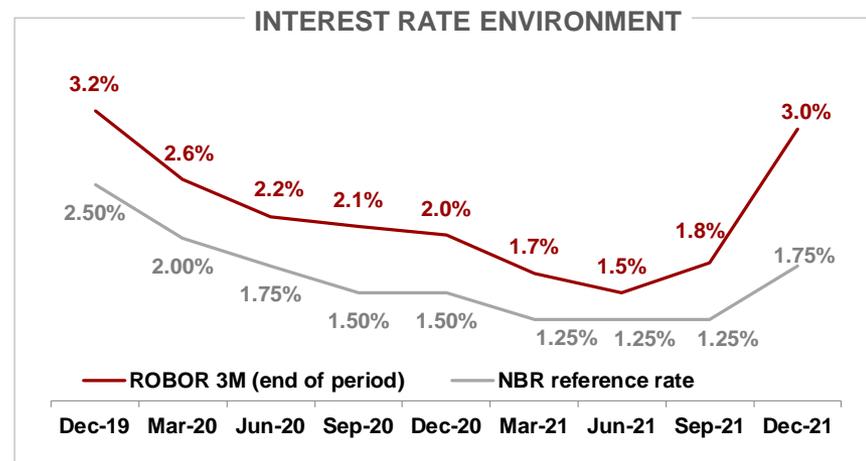
Further reduced level of repo operations (to a daily average of RON 4.5 bn in Dec-21, coming down from RON 13.6 bn in Apr-20)

## Strongly increasing RON interest rates since September

Rapid upward adjustment of interbank rates starting September 2021, stabilizing around the Lombard facility rate

ROBOR 3M reaching 3.0% at Dec-21 end, after the bottom hit in June end at 1.5%

Full year 2021 however mostly marked by previous downward trend, with yearly average ROBOR 3M printing at 1.82%, -56 bps vs 2020



# ROLLING OUT THE RECOVERY AND RESILIENCE PLAN

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## The National Recovery and Resilience Plan, a powerful growth booster

- National Recovery and Resilience Plan adopted by Romanian Government in April 2021
- Allocated EU funds: EUR 29.2 bn (EUR 14.3 bn subsidies and EUR 14.9 bn loans)
- Plan approved by European Commission in September 2021
- Main objectives of RRP: achieve the green and digital transitions, while strengthening healthcare, education, social cohesion and inclusion
- Potential to boost Romania's GDP by 1.8% to 2.9% by 2026 (together with the rest of measures of the EU Recovery Instrument and excluding positive spillovers from structural reforms)

## Effectively started implementation

- First tranche of grants (EUR 1.8 bn) transferred by European Commission to Romania in December 2021
- Additional pre-financing (EUR 1.9 bn) granted in January 2022, after the targets and milestones of Q4 2021 were reached

# VERY SOLID ROMANIAN BANKING SECTOR

## Strong capital and liquidity positions

Loan to deposit ratio at 69% at 2021 end, up from 66% as of 2020 end (vs 122% at 2008 end)

Elevated average liquidity coverage ratio, 242% at Sep-2021 end vs. 266% at 2020 end, well above regulatory requirement (100%) and European average (175%)

Capital adequacy ratio at 23.1% at Sep-2021 end, compared to 25.1% at 2020 end (vs. 13.8% at 2007 end)

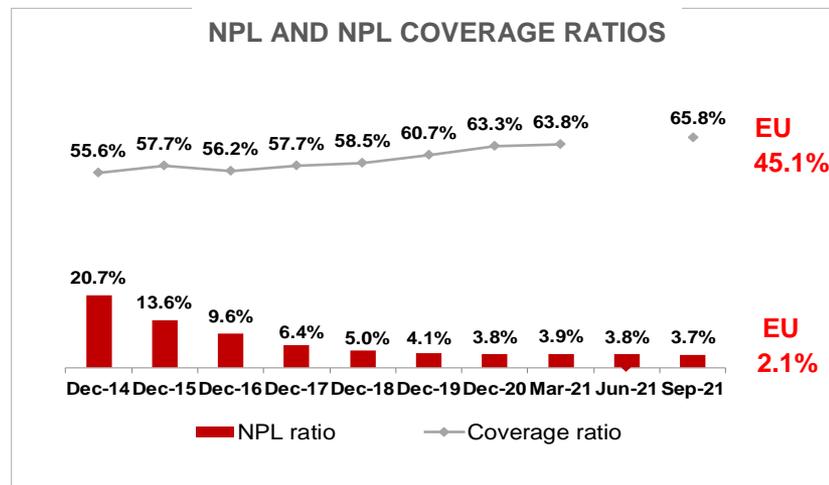
## Sound risk profile

Low NPL ratio, 3.7% at Sep-2021 end, - 0.1 ppt vs 2020 end

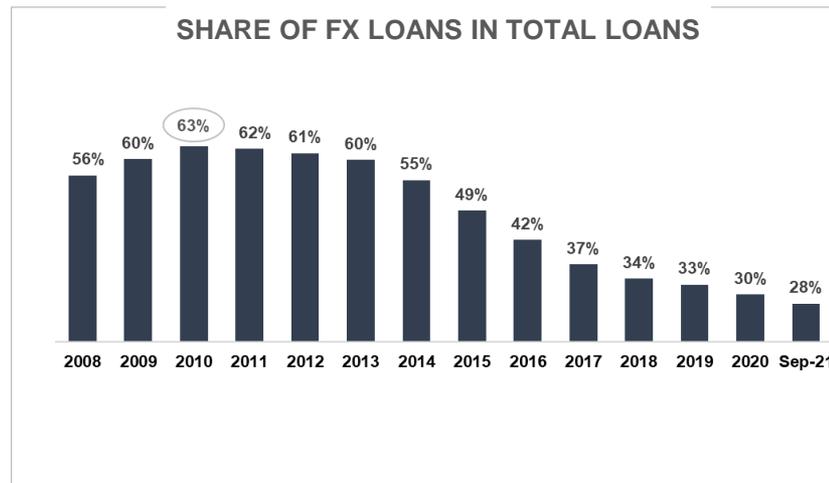
NPL coverage ratio improved to 65.8% at Sep-2021 end (63.3% at 2020 end), well above the EU average of 45.1%

Significantly lower share of FX loans, 28% at Sep-2021 end (compared to 63% at 2010 end)

ROMANIAN BANKING SYSTEM  
NPL AND NPL COVERAGE RATIOS



ROMANIAN BANKING SYSTEM  
SHARE OF FX LOANS IN TOTAL LOANS



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**4<sup>TH</sup> QUARTER AND FULL YEAR  
2021 BRD GROUP RESULTS**



GRUPE SOCIETE GENERALE

# RAPIDLY PROGRESSING DIGITAL PENETRATION



## INCREASED DIGITAL PENETRATION

**883k** MyBRD & YouBRD active clients at 2021 end, **+20%** y/y

**>45%** YouBRD users new to mobile

**+31%** nb of transactions on MyBRD & YouBRD, vs 2020

**99%** of large corporate clients' and **97%** of SMEs transactions performed via digital channels during 2021

**69%** of FX trades and **67%** of import L/Cs processed through the e-tools during 2021

**165 million** acquiring transactions during 2021, **+13%** y/y

Factoring **RON 7bn** turnover milestone crossed in 2021, **+30%** y/y



## HIGHLY REACTIVE CUSTOMER INTERACTION CENTER

**Further improved Customer Center interactions**

**+14%** faster response vs 2020

**Volumes well above pre-crisis level**

**2m** calls received (vs. 1.6m in 2019)

**0.43m** written messages (vs. 0.3m in 2019)



## NETWORK ADJUSTMENT TO CHANGED CLIENT PREFERENCES

- ✓ Reduced no of branches
- ✓ More specialized
- ✓ Better service

**Dec 2020**

**Dec 2021**

**-85** branches, to **499**

**+13%** 24/7 banking points

**Network reduced by 38%**  
since **2016 end**

# INTENSE LENDING ACTIVITY ACROSS THE BOARD

## Very dynamic corporate lending

Loans to SME up by +23% vs 2020 end

Active participation in the IMM Invest program with RON 1.3 bn approved loans, out of which 30% within Agro IMM Invest sub-program

Growth of +28.5% on large corporate loan portfolio, reconfirming BRD position as a top partner for this segment

Solid performance of leasing activity with overall portfolio increasing by +14.6% y/y

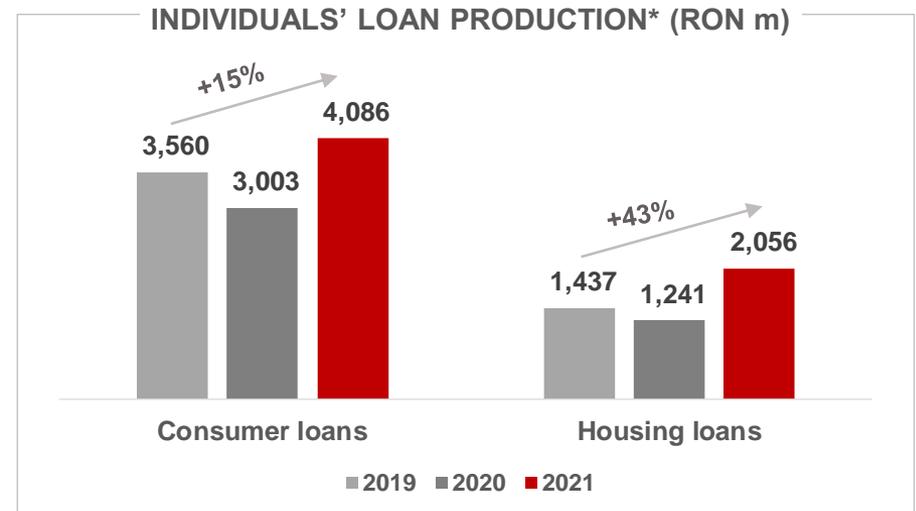
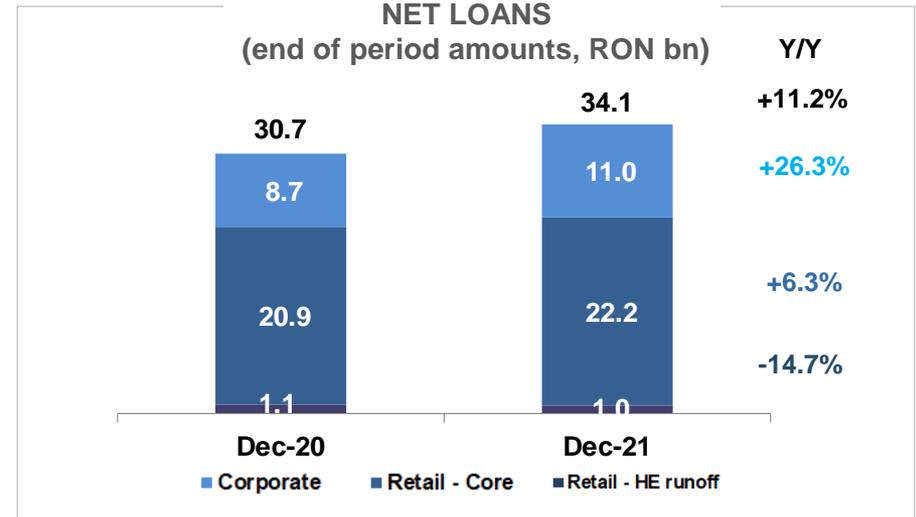
## Record high individuals' loan production

Remarkable recovery in new loans to individuals, with +38% vs 2020

Significantly exceeded pre-Covid levels

Best yearly consumer loans production ever

Outstanding performance in housing loans production (+43% vs 2019)



\* Standalone

## FURTHER CONSOLIDATED AND DIVERSIFIED SAVING BASE

### Sustained growth of deposit base

Retail deposit growth pace stabilized around +7% y/y in the last 3 quarters

RON denominated corporate deposits increasing by +6%

### Strong liquidity profile

Net loan to deposit ratio at 65%, +3 ppt y/y

Strong liquidity buffer at 35% of total assets, +0.6 ppt y/y

### Increasing diversification of saving solutions

BRD Asset Management: 1<sup>st</sup> by number of investors (120 ths), 3<sup>rd</sup> in terms of AUM

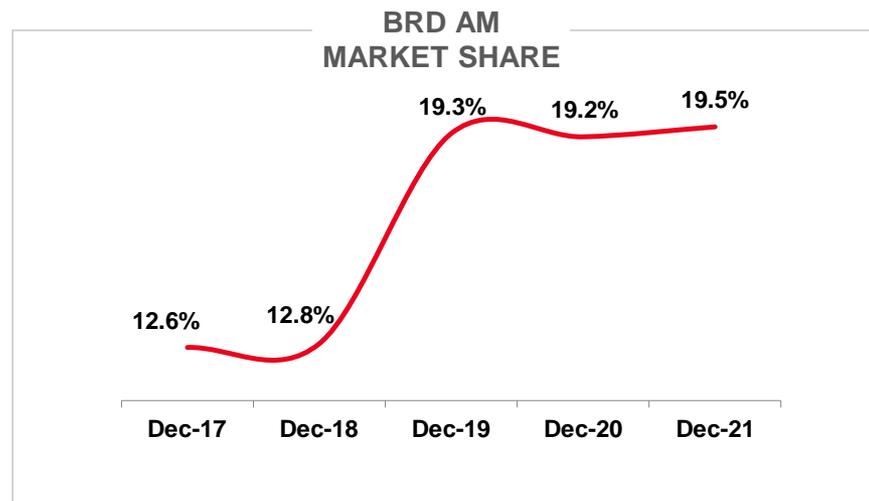
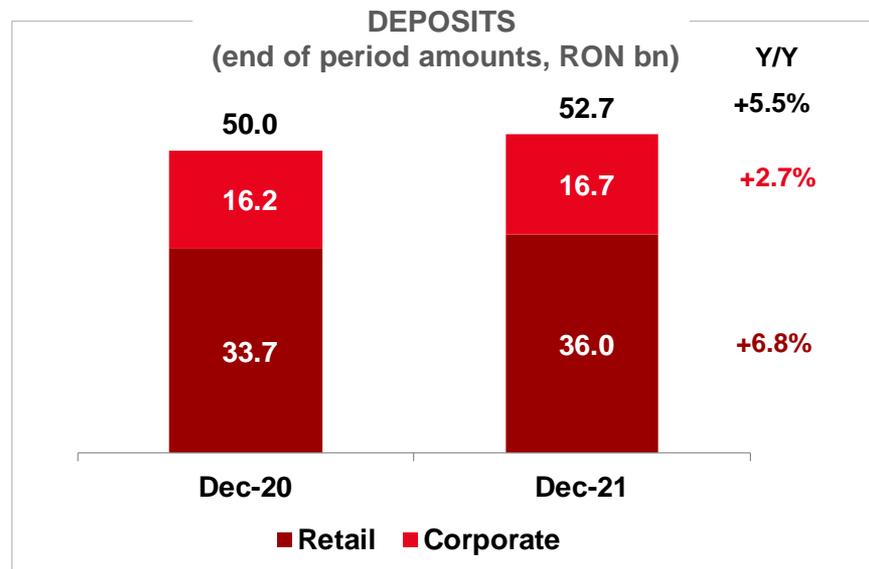
- RON 4.94 bn AUM at 2021 end, +16% y/y, exceeding pre-crisis level
- 19.5% market share at December 2021

Strong development of Unit Linked life insurance

- Gross Written Premiums +87% y/y at 2021 end
- 14.9% market share at September 2021 end (vs. 13.1% in 2019)

### Very active participation in Fidelis program

52% average market share on the four Romanian government bond issuances for individuals in 2021



Note: Market share for AUM computed based on total open-end funds AUM

# VOLUME DRIVEN GROWTH OF REVENUES

## Stable full year 2021 Net Interest Income

Expanded volumes compensating the adverse interest rate environment across the year

➤ average ROBOR 3M of 1.82% in 2021, -56 bps y/y

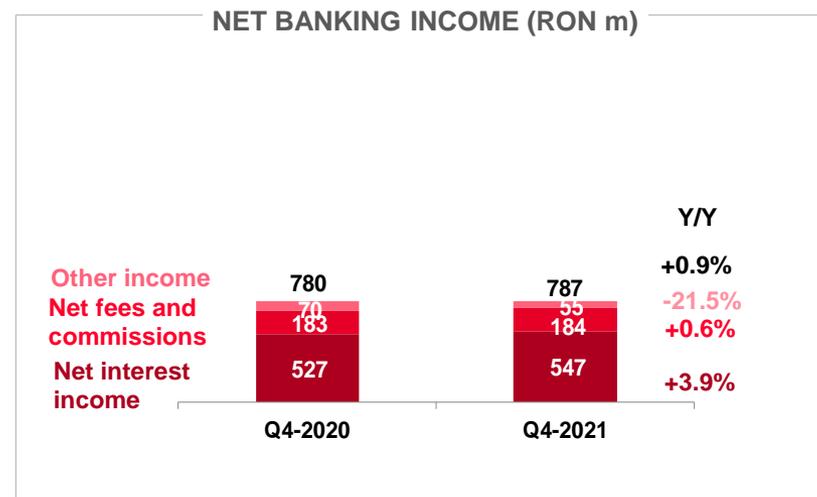
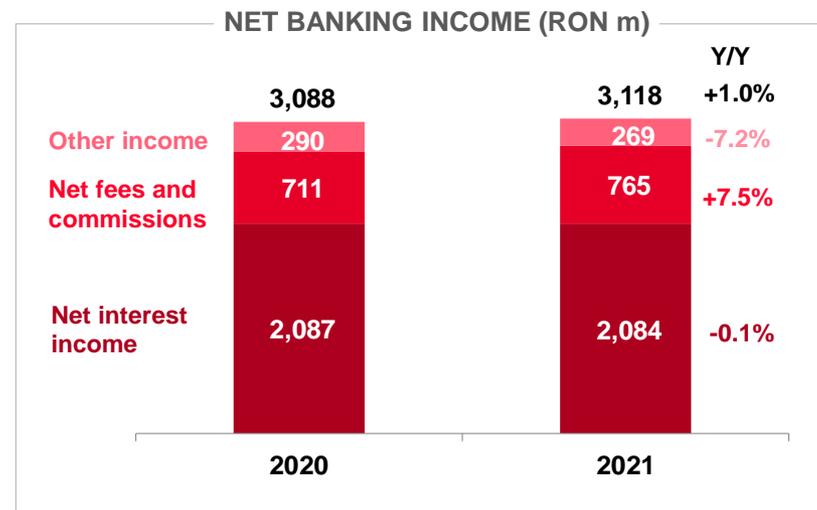
Positive momentum in NII in Q4 2021 (+3.9% vs Q4 2020 and +4.6% vs Q3 2021), mainly volume driven

Impact on revenues of interbank interest rates recent increase expected to materialize in H1 2022

## Net fees and commissions, +7.5% y/y in 2021

- intensified client transactional activity, particularly with cards
- dynamic activity on asset management and capital market
- base effect linked to measures taken for supporting customers during lockdown of Q2 2020

## Base effect influencing full year other revenues



# CONTAINED OPERATING EXPENSES

## Reduced staff expenses

Acceleration of efficiency initiatives

- ✓ resizing the network of branches (-85 y/y)
- ✓ structural headcount reduction (-453 FTE y/y)

Base effect in Q4, RON 16m restructuring provision booked in Q4 2020

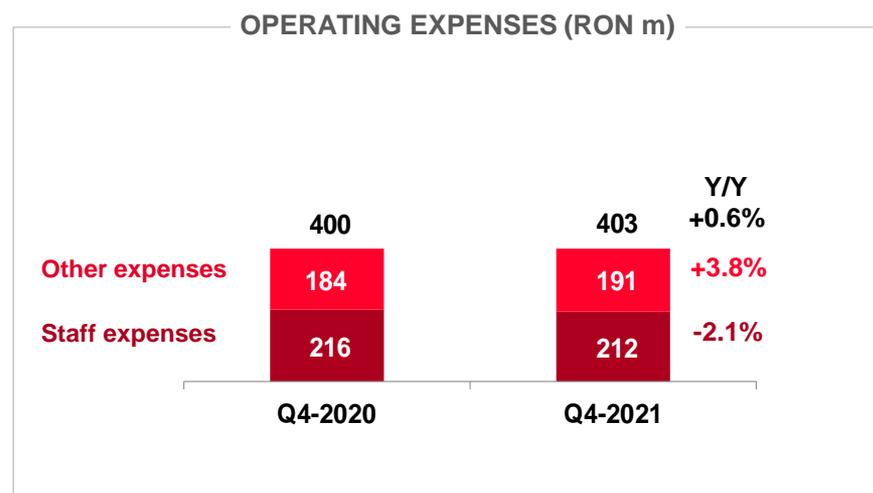
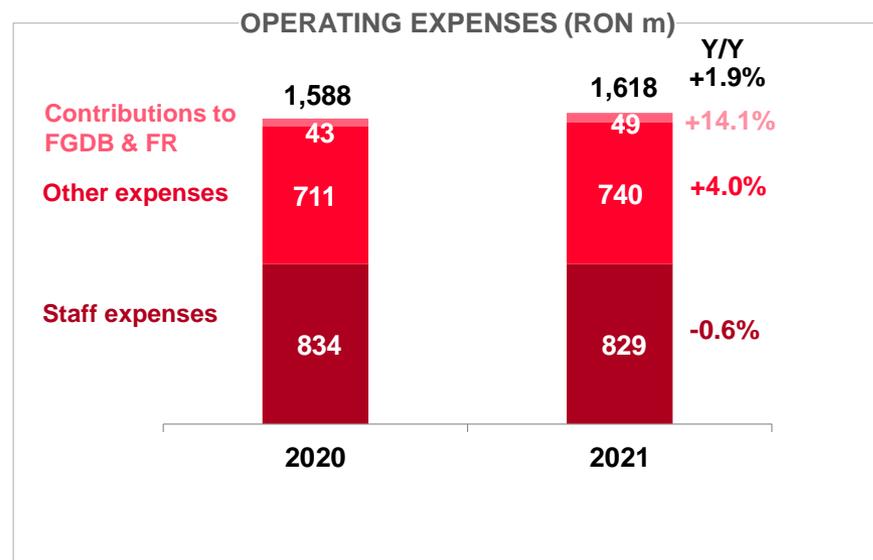
## Stepping up investments in digital transformation

Other expenses increase linked to intensified IT investments supporting the acceleration of digital roadmap

- ✓ remote onboarding and online lending, two essential digital solutions dedicated to individuals customers, in production starting 2<sup>nd</sup> half of the year

Full year exceptional costs related to sanitary crisis management at RON 22.6m

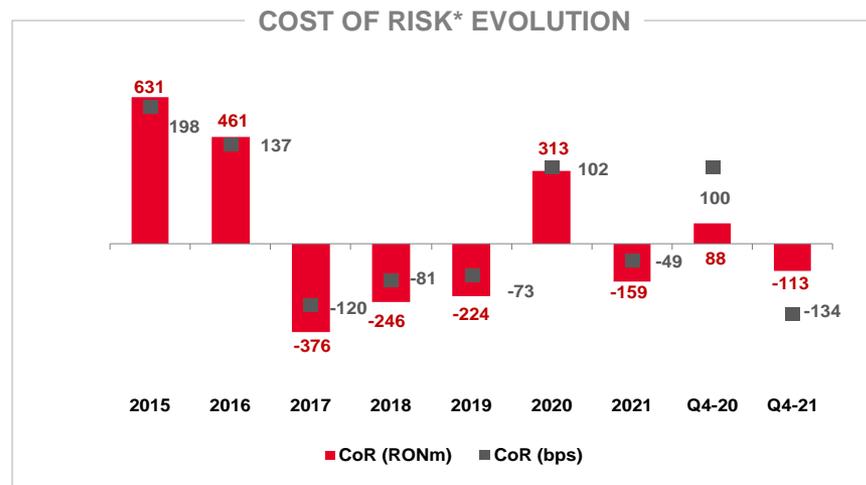
## Stable GOI



# STRONG ASSET QUALITY

## Net cost of risk at -134 bps in Q4-21

Q4 2021 NCR mainly driven by dynamic recovery activity (including portfolio sale)



\*Note: Cost of risk in bps for Q4-2020 and Q4-2021 is annualized

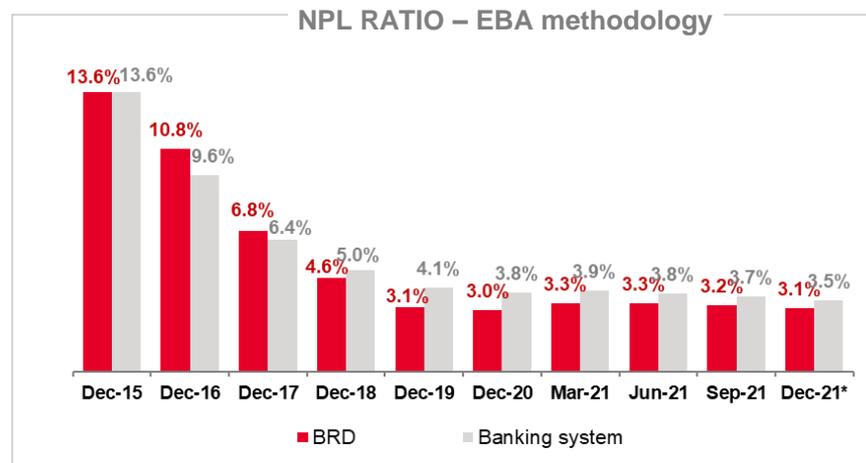
## NPL ratio and Outlook

Low NPL rate throughout 2021

Proven commitment for high quality portfolio

Confirmed expectation for a stable evolution in 2022

Stable NPL coverage at 75%



\* NPL for Banking System as of November 2021

Note: NPL computed acc. to EBA risk indicator AQT\_3.2

All figures at individual level



# ELEVATED CAPITAL POSITION

## Strong high quality capital base

CAR of 24% at 2021 end

Regulatory own funds composed of Tier 1 and Tier 2 capital

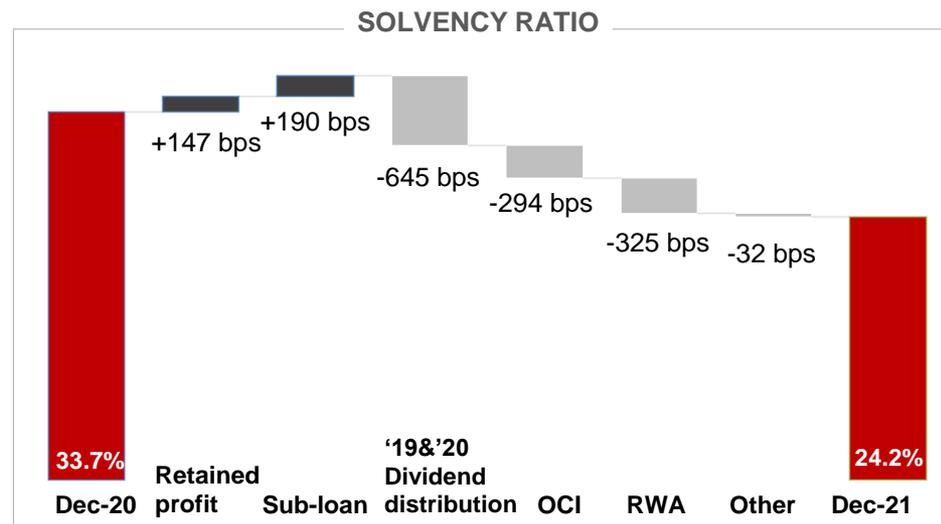
Tier 2 capital consisting of EUR 100m subordinated loan

Own funds yearly variation capturing the impact of:

- ✓ exceptional dividend distribution of RON 1.68bn from 2019 and 2020 retained profits, proposed for GSM approval on Feb 24, 2022
- ✓ FY 2021 profit, net of the proposed dividends, considering a 70% payout ratio
- ✓ lower revaluation reserves of debt instruments accounted at fair value through other comprehensive income, in the context of rising yields

Starting 2021 end, BRD applies the temporary treatment\* of unrealized gains and losses measured at fair value through other comprehensive income.

RWA increase mainly explained by higher credit exposure given a very dynamic lending activity



Bank only	Dec-20	Dec-21
Common Equity Tier 1 (RONm)	8,808	6,646
Tier 1 (RONm)	8,808	6,646
Tier 2 (RONm)	-	495
<b>Total own funds (RONm)</b>	<b>8,808</b>	<b>7,141</b>
<b>Total risk exposure amount (RONm)</b>	<b>26,102</b>	<b>29,564</b>
Tier 1 Ratio	33.74%	22.48%
Total Capital Ratio	33.74%	24.15%

Notes:

Own funds for 2021 include the FY 2021 profit net of proposed dividends (considering a payout ratio of 70% of the distributable profit); CAR at BRD stand alone level, CAR at Dec 2021 end is preliminary

\*According to art. 468 of Regulation (EU) 575/2013 as amended by Regulation (EU) 873/2020 as regards certain adjustments in response to the COVID-19 pandemic

## CONSISTENT DIVIDEND POLICY

### Exceptional dividend distribution

Extraordinary payment of RON 1,68bn from the retained profit of 2019 and 2020, subject to GSM approval on February 24, 2022

Payout ratio of 70% of 2019 and 2020 profits (including the already distributed amount of RON 52.2m in June 2021).

### Consistent dividend payout

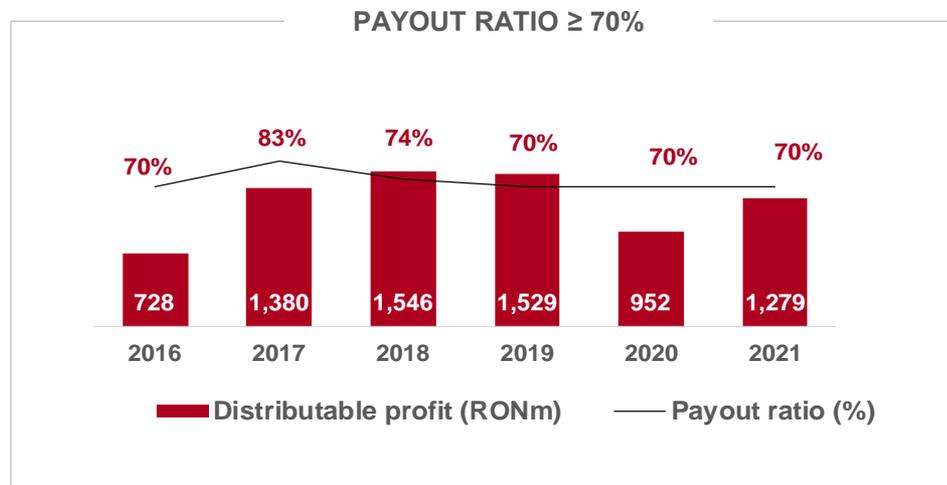
2021 dividend payout ratio maintained at 70% (Board of Directors proposal, subject to GSM approval)

Confirmation of the capacity to offer high dividend yield while answering expected future capital requirements

### Solid capacity to finance the economy

Retained profit to reach RON 2 bn\* over the last 6 years

Increased capacity to actively finance the projects and activities of all actors of the economy



**~10% AVERAGE DIVIDEND YIELD ACROSS THE PERIOD**

\* including retained earnings from 2021 net profit, subject to GSM approval

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## CONCLUSIONS



GRUPE SOCIETE GENERALE

# CONCLUSIONS

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- **Strong economic rebound fostered by better business conditions and sentiment, however with record inflation starting H2**
- **National Recovery and Resilience Plan, expected to be a catalyst for sustainable growth**
- **Excellent commercial activity all over the board:**
  - **remarkable growth for corporate loans, on both SMEs and large corporate segments**
  - **record high individuals' loan production with best consumer loan production ever and outstanding growth in new housing loans**
  - **dynamic saving collection, combining higher volumes and increased diversification**
- **Accelerating digital adoption, with a +20% increase in the number of customers actively using remote channels**
- **Materialized commitment in supporting sustainability transitions**
- **Elevated financial performance**
  - **Volume driven growth of revenues**
  - **OPEX under control**
  - **Continuous investments to allow the delivery of the strategic digital transformation**
  - **Cost of risk net write-backs in 2021, favored by dynamic recovery activity and improvements in macroeconomic outlook**
  - **15.6%<sup>1)</sup> ROE**
- **Consistent dividend payout policy**
  - **Proposed dividend per share: 1.285 RON <sup>2)</sup>**
  - **Distribution rate  $\geq$  70% since 2016 <sup>2)</sup>**

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



GRUPE SOCIETE GENERALE

## TECH & INNOVATION

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**Prepare the Romanian society for the knowledge based economy**

**Investing in stem education, innovation labs and universities to bring economic development and growth**

### **Universities, Fintechs**

Tech hubs, innovation labs, data centers

### **Minecraft Stories**

Publishing platform owned by BRD in partnership with journalists

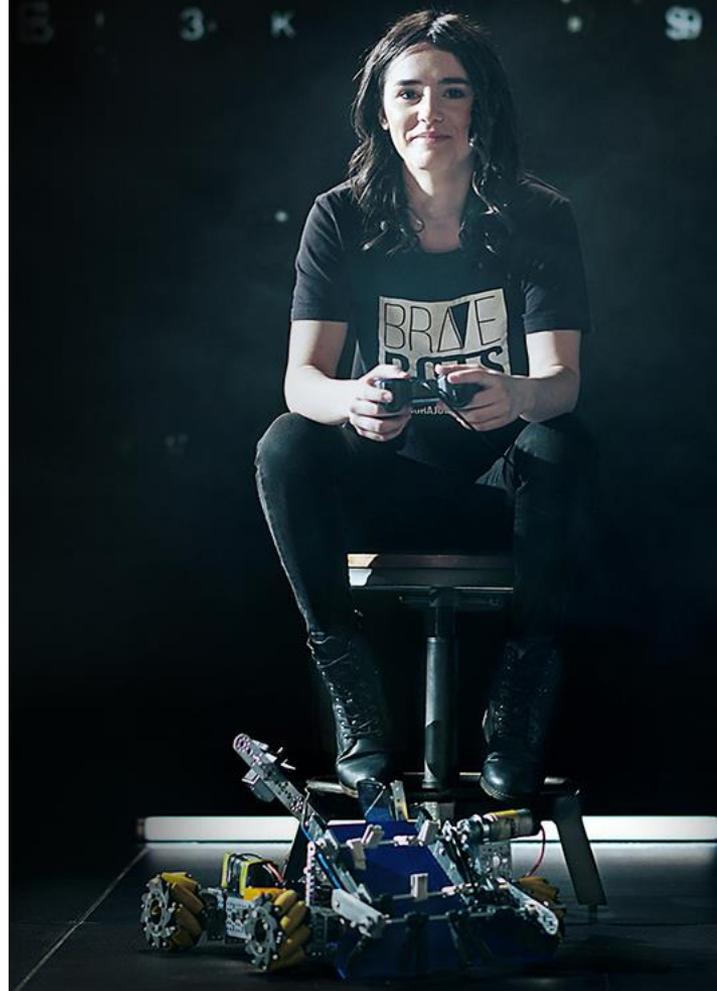
Conversations about important themes for the Romanian society

**400,000 readers** in 2021

### **Highschool programs & competitions**

BRD First Tech Challenge

**3,000 students** and **800 teachers** involved in 80 cities



## EDUCATION & VOLUNTEERING

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**OUR VISION:** by 2035, the Romanian education system should be in the top 10 education systems in Europe

**Engage conversation about a modern education**

**Scoala 9**

Over 1.5 million readers

**Dedicated literacy program and platform**

**Alfabetar** - the largest integrated literacy platform, combining miriads of resources in one single place

10 NGOs participating

100 schools involved in a “deep-dive” literacy onboarding program, working directly with literacy experts

30,000 kids tested already and >650 supported to close significant education gaps

Approx. 900 books delivered to teachers and schools & reading corners set up

### **VOLUNTEERING PROGRAMS**

1,250 BRD employees enrolling to Ziuav volunteering platform



# CULTURE

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## A unique cultural foundation to support the young generation

### Fundatia9

Works with more than 300 visual artists, curators, musicians, journalists each year, to produce and promote the new Romanian culture

### Scena9

A cultural journalism publication, online & print

Over 1 million readers

### Rezidenta BRD Scena9

Our cultural center in Bucharest, a platform for contemporary culture

More than 100 events/year

## Strong support to contemporary art and classical music

+60 concerts all over the country

- ✓ "Sonoro Conac"
- ✓ "Sonoro Musikland"
- ✓ "Stradivarius tour"
- ✓ "Violoncelissimo" & more



# ENVIRONMENT

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## Forests & Biodiversity

### BRD Forests Fund

Continuing to support causes related to Romanian forests

Planted over 38,000 trees in Iași County

### Urban Biodiversity with Antipa Museum

Conferences on environmental challenges in Romania

Raising awareness



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## Q&A SESSION



GRUPE SOCIETE GENERALE

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# APPENDIX

BRD GROUP – KEY FIGURES

BRD STANDALONE – KEY FIGURES

STOCK PRICE PERFORMANCE

FINANCIAL CALENDAR FOR 2022

GLOSSARY – CLIENT SEGMENTATION



GRUPE SOCIETE GENERALE

# BRD GROUP | KEY FIGURES

	RON m	Q4-2021	Q4-2020	Change	2021	2020	Change
Financial results	Net banking income	787	780	+0.9%	3,118	3,088.0	+1.0%
	Operating expenses	(403)	(400)	+0.6%	(1,618)	(1,588)	+1.9%
	Gross operating income	384	380	+1.2%	1,500	1,500	0.0%
	Net cost of risk	104	(99)	n.a.	146	(353)	n.a.
	<b>Net profit</b>	<b>399</b>	<b>225</b>	<b>+77.3%</b>	<b>1,319</b>	<b>963</b>	<b>+37.0%</b>
	Cost/Income	51.2%	51.3%	-0.1 pt	51.9%	51.4%	+0.5 pt
	ROE	16.1%	9.4%	+6.6 pt	13.4%	10.7%	+2.7 pt
	ROE <sup>1)</sup>	19.4%	10.6%	+8.7 pt	15.6%	11.4%	+4.2 pt
	RON bn				Dec-21	Dec-20	vs. Dec-20
Loans and deposits	Net loans including leasing (RON bn)				34.1	30.7	+11.2%
	Retail				23.2	22.0	+5.2%
	Corporate				11.0	8.7	+26.3%
	<b>Total deposits (RON bn)</b>				<b>52.7</b>	<b>50.0</b>	<b>+5.5%</b>
	Retail				36.0	33.7	+6.8%
	Corporate				16.7	16.2	+2.7%
	<b>Loan to deposit ratio</b>				<b>64.8%</b>	<b>61.5%</b>	<b>+3.3 pt</b>
Capital adequacy	CAR <sup>2)</sup>				24.2%	33.7%	-9.6 pt
Franchise	No of branches				499	584	(85)

**Note:**

<sup>1)</sup> ROE based on own funds adjusted with exceptional distribution (RON 1,684m from the retained profits of 2019 and 2020)

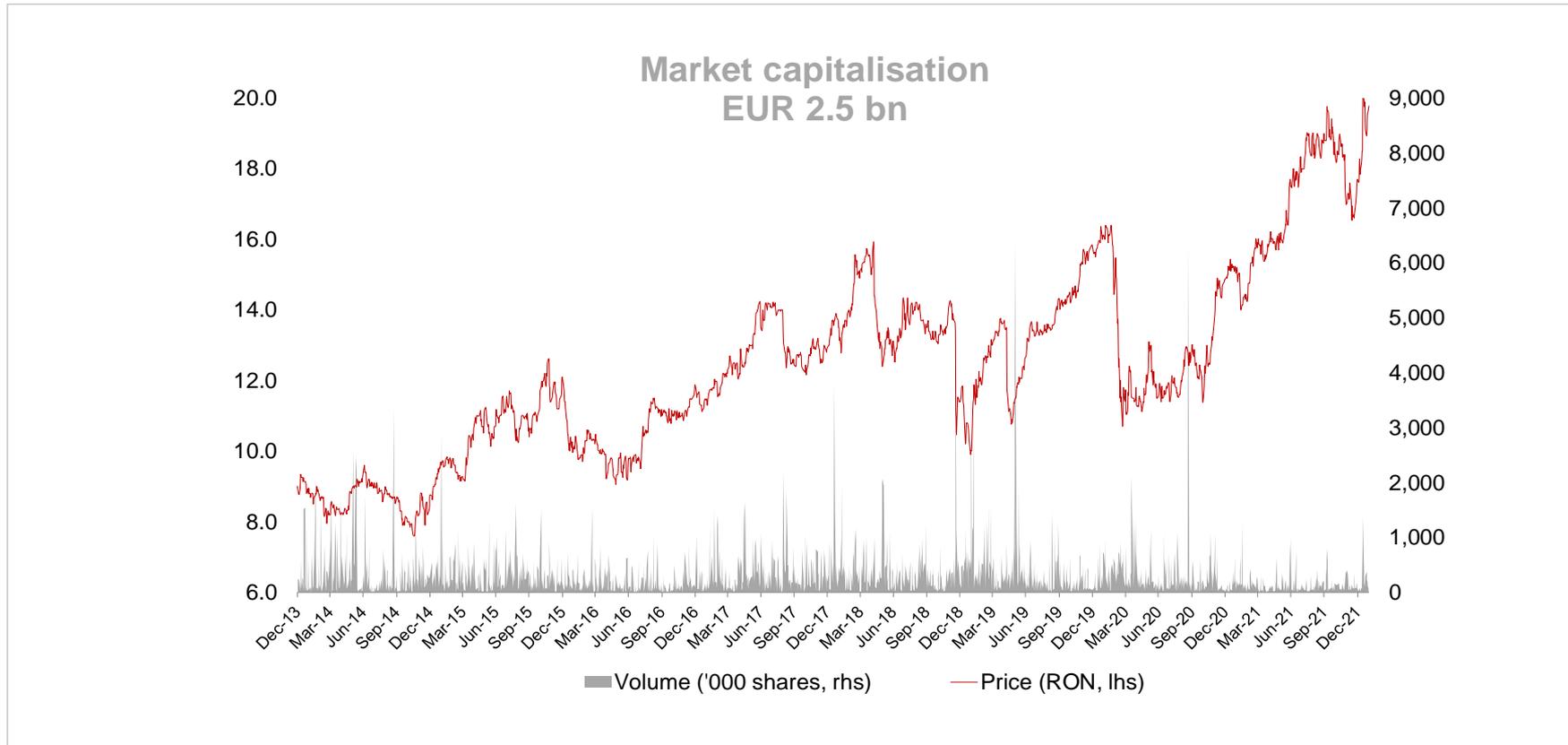
<sup>2)</sup> Own funds for 2021 end include the FY 2021 profit net of proposed dividends (considering a payout ratio of 70% of the distributable profit);

CAR at BRD stand alone level, CAR at Dec 2021 end is preliminary

## BRD | KEY FIGURES FOR BANK ONLY

RON m		Q4-2021	Q4-2020	Change	2021	2020	Change
Financial results	Net banking income	740	738	+0.3%	2,950	2,927	+0.8%
	Operating expenses	(373)	(361)	+3.4%	(1,515)	(1,481)	+2.2%
	Gross operating income	367	377	-2.7%	1,436	1,445	-0.6%
	Net cost of risk	113	(88)	n.a.	159	(313)	n.a.
	<b>Net profit</b>	<b>393</b>	<b>233</b>	<b>+68.7%</b>	<b>1,279</b>	<b>952</b>	<b>+34.4%</b>
	Cost/Income	50.4%	48.9%	+1.5 pt	51.3%	50.6%	+0.7 pt
	ROE	16.4%	10.1%	+6.3 pt	13.5%	11.0%	+2.5 pt
Loans and deposits	RON bn				Dec-21	Dec-20	vs. Dec-20
	Net loans (RON bn)				32.2	28.9	+11.5%
	Retail				22.1	21.0	+5.2%
	Corporate				10.1	7.9	+28.1%
	Total deposits (RON bn)				52.9	50.2	+5.5%
	Retail				36.0	33.7	+6.8%
	Corporate				16.9	16.4	+2.9%
	Loan to deposit ratio				60.8%	57.6%	+3.2 pt

## BRD | STOCK PRICE PERFORMANCE



- BRD is part of the main market indices on the Bucharest Stock Exchange
- BRD is in Top 5 largest domestic companies listed on the local stock exchange
- BRD's share price reached RON 17.70 as of December 2021 end, +19% y/y and increased to RON 19.78 as of 31 January 2022.

# FINANCIAL CALENDAR FOR 2022

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10<sup>th</sup> February: Preliminary 2021 financial results

28<sup>th</sup> April: General Shareholders Meeting for approving the 2021 annual financial results

5<sup>th</sup> May: Presentation of the 1<sup>st</sup> quarter 2022 financial results

3<sup>rd</sup> August: Presentation of the 2<sup>nd</sup> quarter and 1<sup>st</sup> half 2022 financial results

4<sup>th</sup> November: Presentation of the 3<sup>rd</sup> quarter and 9 months 2022 financial results

## 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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