

Raiffeisen Bank Romania accelerates in Q1 2025: +35% more new clients and positive developments across all business segments

Bucharest, 06.05.2025 | Raiffeisen Bank continues its growth strategy into 2025 with solid financial results in the first quarter, with all business areas contributing. The progress in the first three months reflects the effective approach to financial planning with the help of the innovative SMART FINANCE solution. Improvements in digital banking have also contributed to the positive developments in digital banking services, which led to a **35%** increase in the number of new customers compared to the first quarter of 2024.

In line with the vision of helping as many clients as possible achieve solid financial health, Raiffeisen Bank has continued to digitalize financial planning products (including investment funds and investment plan, voluntary pensions, and life insurance). At the beginning of the year, the bank launched the digital enrolment process for Raiffeisen Acumulare Voluntary Pensions Fund, along with new features for viewing and managing it in the Mobile Banking Application Smart Mobile, available to both new and existing clients. Clients can view their updated balance, contribution history, information about the returns achieved on amounts invested, and details about the fund units they hold. The app also allows for the adjustment of monthly contribution values while providing complete transparency regarding the costs associated with the pension fund.

Deposits: +20%, loans stock: +11%

Deposits (66.99 billion RON) continue to consolidate, reporting **20%** growth compared to the previous year. This growth is attributed to contributions from all the customer segments, with deposits from individuals increasing by **14%** and those from corporate clients advancing by **30%**. This performance demonstrates clients' confidence in the stability and attractiveness of the savings products offered by Raiffeisen Bank in Romania.

Loans stock (43.96 billion RON) recorded an **11%** increase compared to the previous year, supported by remarkable lending activity across all major segments and products. Loans stock granted to individuals grew by **9%** compared to the same period last year, benefiting from attractive pricing offers and record volumes of new loans, while the corporate segment registered a significant growth of **16%**.

Operational expenses increased by **5%** compared to the previous year, reflecting the bank's investment in improving customer services. This growth was mainly driven by salary increases and employee benefits.

Revenue growth, careful monitoring of operational costs, and maintaining a strong risk profile remain key strengths of Raiffeisen Bank which concludes Q1 2025 with total assets of **84,82**

billion RON, 18% up as compared to Q1 the previous year and a solid financial performance marked by a net profit of **418 million RON (+7% year-on-year)**.

"We started the year with an excellent quarter. Our plans for digitalization and simplification of operations are progressing and we continue the dynamics of the last two years since the launch of the Banking 1:1 strategy. We rely on the SMART FINANCE solution, which puts us in a leading position and supports our vision of democratizing financial advice for all Romanians. We continue to adapt our offering and position ourselves as the first choice for clients looking for a trusted partner in financial planning". - Zdenek Romanek, President & CEO, Raiffeisen Bank Romania.

+35% more new customers in Q1 2025 compared to Q1 2024

Compared to the same period in 2024, **35%** more individuals chose to become customers of the bank in the first quarter of the current year, with the pace steadily increasing from month to month.

At the same time, the bank's digital remote enrolment solution, which allows for opening a current account anytime and from anywhere, right from the comfort of one's home, easily and quickly, was adopted by **over four times** as many people in Q1 2025 compared to Q1 2024.

In March, Raiffeisen Bank launched a new feature for new credit card customers: as soon as the credit card limit is approved and granted, the card is available in the Smart Mobile app and can be enrolled in mobile payment apps or used for online merchant payments, allowing customers immediate access to the limit granted by the bank.

In digital payments via phone or watch, in Q1 2025, the volume and number of transactions increased by over **66%** and **69%**, respectively, compared to the same period last year, confirming the growing interest of customers in digital services.

Smart Market, the bank's loyalty app, gathers over **1 million users** who benefit from offers from partners within the app, as well as offers on the bank's products.

Support for the real economy

In the first quarter of the year, the total balance of SME loans remained approximately constant compared to 2024, while the stock of deposits attracted from clients saw a year-on-year increase of **15%**.

Almost 109,000 SME clients are actively using the New Raiffeisen Online SME and the Smart Business mobile app, benefiting from new useful features. Additionally, the new digital platform for enrolling new SME clients, launched at the end of 2024, is consistently attracting new clients, allowing them to open SME current account packages entirely digitally in less than 30 minutes.

The adoption rate of the card payment acceptance solution via the RaiPOS application has reached 42% among SME clients, and transactions with business cards continue to show positive year-over-year growth.

The factory by Raiffeisen Bank program, launched 8 years ago and dedicated to Romanian entrepreneurs at the beginning of their journey, continues this year with a steady number of enrolments. Since its launch, more than 32 million euros in funding has been awarded.

MoonShotX, the first scaling project dedicated to mid-corporate companies in Romania, developed by Raiffeisen Bank in partnership with InnovX, continued, reaching the internationalization stage. The first destination was Vienna, where entrepreneurs met with experts from Raiffeisen Bank International and DLA Piper law firm, having the opportunity to present their business in front of dozens of potential clients and investors. This was the first international session of this year's MoonShotX program. The next sessions will take place in the USA and UK.

Raiffeisen Asset Management: assets of over 1.1 billion euros

Although the performance of the financial markets in the first quarter was affected by local and global uncertainties, the performance of the investment funds managed by Raiffeisen Asset Management was mostly positive, supported by dynamic positioning during the period.

Assets under management in the 13 investment funds and Raiffeisen Acumulare Voluntary Pensions Fund exceeded **€ 1.1 billion**. At the end of the first quarter, Raiffeisen Asset Management managed the assets of approximately 118,000 investors in the investment funds and 108,000 participants in the Raiffeisen Acumulare Voluntary Pensions Fund, both of which are growing at an accelerating pace.

Raiffeisen Private Banking: third offering of certificates issued by RBI, successfully completed

Raiffeisen Private Banking, reaffirmed as Romania's Best International Private Bank at the Euromoney Global Private Banking Awards 2025, and named Romania's Best for Sustainability, successfully completed its third offering of certificates issued by Raiffeisen Bank International in March 2025. The certificates were highly successful among Private Banking and Premium Invest clients. In Q1 2025, Raiffeisen Private Banking attracted over 12 million euros in capital-protected issues and express certificates, which track the evolution of the U.S. stock market with a focus on the Technology and Energy sectors.

Raiffeisen Leasing: 4% increase in the financing portfolio granted to clients in Q1 2025 compared to the end of 2024, with a good portfolio performance.

In the area of major asset categories financed, Raiffeisen Leasing recorded growth in the vehicle segment, including trucks for domestic and international transport, cars, and light commercial vehicles. The sales strategy continued to support the financing of "green" assets - electric cars

and equipment. The equipment financing landscape demonstrated a trend towards adopting environmentally friendly technologies, focusing on energy-efficient equipment, electric machinery (chargers, telehandlers), and photovoltaic panels.

The non-performing loan rate remained low, highlighting the stability of the financing portfolio. Raiffeisen Leasing also continued to record growth in the number of active clients.

The Yellow Card Continues to Do Good

In the first quarter of 2025, the number of Yellow Cards continued to grow. In 2024, Raiffeisen Bank launched for the first time in Romania the "Yellow Card That Does Good", an initiative that reinforces the bank's commitment to supporting causes that have a positive impact on the community. For every transaction made by customers at the POS or online with the new yellow debit card in RON, regardless of the amount, Raiffeisen Bank donates to the Dăruiește Viață Association, in addition to the support of EUR 1 million granted in 2024.

About Raiffeisen Bank Romania

Raiffeisen Bank, a leading universal bank with solid capitalization and liquidity, operates in the Romanian banking market and serves about 2.3 million retail and corporate customers.

Raiffeisen Bank has been supporting the Romanian economy for more than 25 years, offering products and financial services tailored to the needs of its customers. With responsibility as a guiding principle, we contribute to the development of society by financing the real and sustainable economy. At the same time, we are involved in the community by supporting 5 pillars of development: education, urban ecology, sports as a healthy lifestyle, innovation, arts, and culture. www.raiffeisen.ro

Note: All the financial figures above are in accordance with International Financial Reporting Standards (IFRS) and RBI Group's Management Information Systems (MIS) reporting standards.