

To: Bucharest Stock Exchange (BSE)
The Financial Supervisory Authority (FSA) – Financial Investments and Instruments Sector

Raiffeisen Bank reports RON 645 million net profit for the first 9 months of 2021

- **As of September 30, 2021, the Bank had total assets of RON 56.8 billion, a 15 per cent increase year on year**
- **The Bank's net loan portfolio reached RON 31.6 billion, 13 per cent higher year on year and 11 per cent higher compared to year-end 2020**
- **Customer deposits reached RON 46.50 billion at the end of Q3, a 14 per cent increase compared to September 2020**
- **Net profit increased by 11 per cent in the first 9 months of 2021 compared to the same period of the previous year**

Bucharest, November 3rd, 2021 - Raiffeisen Bank ends the 3rd quarter of 2021 with a solid financial performance, reporting a net profit of RON 645 million, 11 per cent higher compared to the same period of 2020. The Bank remained steadfast in its efforts to protect the safety of its employees, customers and partners, while permanently adapting to the pandemic effects and the uncertainties of the economic environment.

"We have made good progress in the first three quarters of 2021 and I am glad to see the growth in lending, on the one hand, and the very good payment behaviour of our customers on the other - a sign that we all have managed to weather the first pandemic waves in good shape. The cost of risk decreased considerably in 2021 compared to 2020, when our approach was more on the conservative side to keep up with the economic climate worsening. As I was saying at end of last year, I am hopeful that all of us will manage to overcome this health and economic crisis, and the results we have announced today come as confirmation. In the first 9 months of 2021, our net loan portfolio increased by 13 per cent (year on year) – 12 per cent for private individuals, 17 per cent for SMEs and 14 per cent for medium and large companies – as we adapted our offer and continued to support the economy and our customers as much as we could.", said Steven van Groningen, President & CEO of Raiffeisen Bank.

The operating income stood approximately at the same level as 2020. The transactional activity has increased in 2021 and fee and commission income returned to pre-pandemic levels. On the other hand, the Bank's interest income continued to be affected mainly due to a decrease in interest margins and also due to Raiffeisen Bank's efforts to have competitive pricing and to support customers and the economy. Subsequently, the bank's revenues grew by only 1 per cent year on year.

The operating expenses also stood at the same level as 2020. Raiffeisen Bank's investments continued to focus mainly on the ongoing improvement of digital skills and infrastructure and on the professional development of its staff, in order to answer even better and faster to customers' needs.

Also, the bank continued to invest in the maintenance of a safe environment for both clients and its employees.

In the first 3 quarters of this year, Raiffeisen Bank attracted considerable amounts in customer current accounts and deposits, proof that it is a reliable partner, regardless of the current environment. Customer deposits reached RON 46.5 billion at the end of Q3 2021, an increase of 14 per cent compared to September 30, 2020.

Sustainable financing is increasingly taking shape at Raiffeisen Bank

The balance of net SMEs loans in Q3 2021 marked a significant increase of 17 per cent compared to the same period last year, supported by the IMM Invest program, and also by the European Investment Fund (EIF) programs. As a partner of SME clients and a banking institution participating in the state aid scheme, in accordance with GO no. 130/2020, in the first nine months of 2021, 2,900 beneficiaries collected almost EUR 100 million in the accounts opened at Raiffeisen Bank, to support their activity in a difficult period.

The Bank is also preparing to implement the new guarantee programs that will be rolled out by the International Financial Institutions under the recently approved Recovery and Resilience Facility, with the aim to enhance access to finance of SMEs and support their transition to sustainable business models.

Raiffeisen Bank's start-up program, Factory by Raiffeisen, attracted 150 entrepreneurs this year, who submitted their business idea for financing. As for the educational component of the Factory program, Startup Studio, 170 entrepreneurs were selected in the first 2 editions, to refine their business idea together with Raiffeisen Bank experts or external mentors.

In September 2021, the Investment Banking Department successfully completed the private placement of bonds issued by Libra Internet Bank. In its capacity as global coordinator and manager, Raiffeisen Bank organized and led the project which concluded by attracting EUR 27.8 million from institutional and private investors, through an issuance of preferential, senior bonds, denominated in euro and with a 7-year maturity, intended to consolidate the eligible debt base (MREL).

In the first 9 months of 2021, the bank granted 60 per cent more consumer loans compared to the same period of 2020, while focusing on the automation and improvement of its lending processes. In terms of housing loans, the bank granted 50 per cent more loan volumes compared to the similar period of 2020, through both the Bank's own financing product and the funds in the New House program, while also encouraging the acquisition of green real estate. Approximately 40 per cent of the total homes financed by the Bank have an A energy performance certificate.

The digitization process continues at a steady pace

In September 2021, the Bank's portfolio of active digital clients exceeded 1,000,000. The Bank rewards its digital customers with quality online experiences by permanently improving its applications. One example is the Smart Mobile application: the app now allows for full customer enrolment, card blocking operations and reissuance, user code recovery, PIN code viewing, personal information updates. Other two important features of the Smart Mobile app – the possibility to obtain a Flexicredit personal loan fully online, in just a few minutes, and to subscribe for Raiffeisen Asset Management fund units, for the eligible clients, were very well received by private individual customers using the application this year.

Another important component of Raiffeisen Bank's activity is bancassurance. Together with its partner, UNIQA, the Bank now allows for the purchase of online insurance, directly from its website: www.raiffeisen.ro/asigurari-online/.

Raiffeisen Bank continues to be one of the leaders on the Romanian credit card market, with a portfolio of over 550,000 active cards. The number of e-commerce transactions made by individuals, with their more than 2 million active debit cards, increased by 70 per cent, compared to the first 9 months of the previous year.

Raiffeisen Bank has more than 20 years of presence on the Romanian banking market and a portfolio exceeding 2.22 million customers, both private individuals and legal entities. The bank has 4,600 employees, 300 agencies across the country, 660 ATMs, 450 multifunctional machines (MFMs) and a network of over 25,600 POS-terminals.

For additional information: comunicare.externa@raiffeisen.ro

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Report date: 3rd of November 2021

Name of the issuer: Raiffeisen Bank S.A.

Headquarters: Sky Tower Building, Calea Floreasca, No. 246 C, Bucharest

Phone / Fax No: +40 21 306 1000 / +40 21 230 0700

Unique Registration Code with the Trade Register: 361820

Order number in the Trade Register: J40/44/1991

Subscribed and paid-in share capital: RON 1 200 million

The regulated market where the instruments are traded: Bucharest Stock Exchange and Luxemburg Stock Exchange