



Q3 2023 - Summary Report

The financial results of Transilvania Broker de Asigurare S.A. as of 30.09.2023 render **excellent performance in extremely unfavourable market conditions.**

The volume of intermediated insurance policies increased by 14.3%, as compared to the same period last year, which is an extraordinary performance, considering that, on one hand, the reference period was atypical and not very relevant given the redistribution of City Insurance policies, and, on the other hand, the reporting period was - and remains - unfavourable to the insurance distribution market due to the capping of distribution commissions. In the same context, it is remarkable that the **revenues from distribution activity as at 30.09.2023, amounting to 82.6 million lei**, are only 13% below the level reported in the first three quarters of the previous year.

As the management acted promptly to optimize operating costs, in the sense of reducing expenses but maintaining the optimal level of investment in key vectors of development (digitization, human resources, promotion), **the profit for the reporting period is RON 6.3 million**, 21% lower than that reported in the reference period (30.09.2022).

At the same time, the liquidity, solvency and risk indicators remain in the comfort zone, indicating **security and financial balance in the short, medium and long term.**

All but two classes of insurance contributed to the increase in business volume. **The voluntary insurance classes maintained their growth rate of 20%** compared to the reference period, ahead of the increasing rate for the mandatory insurance classes, which increased by 12.80% over the same period. This comparative perspective reflects the Company's strategic objective of decreasing the concentration of the premium portfolio distributed in relation to mandatory classes.

The full version of the Quarterly Report can be found on the company's website and on www.bvb.ro by clicking on the link below.

TRANSILVANIA BROKER DE ASIGURARE S.A.

Chairman of the Board of Directors

Niculae Dan



Reg. no 608 /09.11.2023

To,

**BUCHAREST STOCK EXCHANGE S.A.
FINANCIAL SURVEILLANCE AUTHORITY**

**ANNOUNCEMENT
on the availability of the Third Quarter of 2023 Report**

According to the provisions of Law no. 24/2017, republished and those of ASF Regulation no. 5/2018, with subsequent amendments, TRANSILVANIA BROKER DE ASIGURARE S.A. informs that the Third Quarter of 2023 Report, is available to shareholders, investors and the public, as follow :

- on the website of the Bucharest Stock Exchange, www.bvb.ro, on the bellow link;
- on the company's website www.transilvianibroker.ro, at "Investors/Financial Reports" section ;
- as printed version, at the headquarters in Bistrita, Calea Moldovei Street, no.13, Bistrita-Nasaud County

It is mentioned that the Financial Statements on which the Third Quarter of 2023 Report was drawn up are not audited.

**TRANSILVANIA BROKER DE ASIGURARE S.A.
Chairman of the Board of Directors
Niculae Dan**