

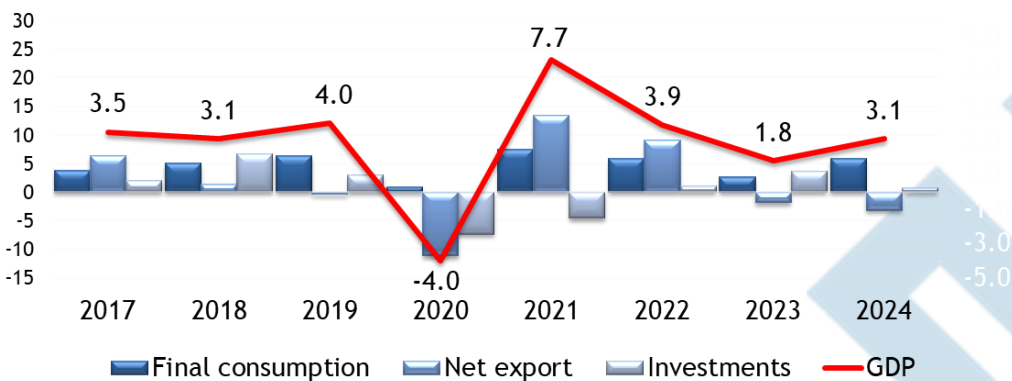
UPDATED IN MARCH 2025

COUNTRY PROFILE AND BULGARIAN ECONOMIC OVERVIEW

Bulgarian Economic Overview

Macroeconomic indicators		2016	2017	2018	2019	2020	2021	2022	2023	2024
GDP	EUR M	48,620	52,531	56,224	61,530	61,607	71,059	85,799	93,947	103,520
	Growth, %	3.8	3.5	3.1	4.0	(4.0)	7.7	3.9	1.8	3.1
Current account	EUR M	1,493	1,736	532	1,148	24	(1,224)	(1,120)	(251)	225.1
	% of GDP	3.1	3.3	0.9	1.9	(0.0)	(1.7)	(1.4)	(0.3)	0.2
FDI	EUR M	940	1,606	968	1,639	2,974	1,600	2,379	3,370.5	1,498
	% of GDP	1.9	3.1	1.7	2.7	4.8	2.3	2.8	3.6	1.5
Budget deficit/ surplus	% of GDP	0.1	1.2	2.0	2.1	(3.8)	(3.9)	(1.4)	(1.9)	3.0

Growth of Real GDP, Consumption and Investments



Bulgaria Current Ratings

Date	Outlook	Rating	
25 January 2025	Stable	Baa1	MOODY'S
24 May 2024	Stable	BBB	STANDARD & POOR'S
18 October 2024	Positive	BBB	FitchRatings
02 August 2024	Positive	BBB+	SCOPE

Source: Bulgarian National Bank, National Statistical Institute, Ministry of Finance

Macro environment: Key indicators historic development

Indicators	2018	2019	2020	2021	2022	2023	2024
Gross domestic product (BGN million)	109,964	120,342	120,492	138,979	167,809	183,743	202,467
Gross domestic product per capita (BGN)	15,653	17,259	17,299	19,268	24,252	28,516	
Gross domestic product, real growth (%)	3.1	4.0	(4.0)	7.7	3.9	1.8	3.1
- Consumption, real growth (%)	5.0	6.4	0.9	7.4	5.8	2.6	5.8
- Gross fixed capital formation, real growth (%)	10.2	5.3	(7.9)	(4.6)	9.0	3.7	0.7
Export (% of GDP)	49.3	47.3	44.2	48.4	54.3	(1.9)	(3.2)
Inflation at period-end HICP (%)	2.3	3.1	0.0	6.6	14.3	4.7	2.1
Average annual inflation HICP (%)	2.6	2.5	1.2	2.8	13.0	9.5	2.6
Unemployment (%)	6.1	5.9	6.7	4.8	5.4	5.6	3.8
Current account (% of GDP)	0.9	1.9	(0.0)	(1.9)	(0.7)	(0.3)	(0.8)
Trade balance (% of GDP)	(4.8)	(4.7)	(3.1)	(4.1)	(5.8)	(3.9)	(5.4)
Foreign exchange reserves of BNB (EUR million)	25,072	24,836	30,848	34,597	38,424	41,926	42,056
Foreign direct investments (% of GDP)	1.7	2.7	4.8	2.3	2.8	3.6	3.8
Gross external debt (% of GDP)	60.3	61.3	63.3	58.1	51.6	48.3	47.0
Exchange rate of USD (BGN for USD 1)	1.71	1.74	1.59	1.73	1.82	1.77	1.88

Source: National Statistical Institute, Bulgarian National Bank, Ministry of Finance

Mid-term macro forecast

MACRO ASSUMPTIONS 2023-2025F

Spring forecast 2023, Ministry of Finance	2023	2024	2025F	2026F
GDP real growth, %	1.8	3.1	2.8	3.0
- consumption	4.0	5.8	4.0	3.3
- investment	3.3	0.7	6.9	6.8
- exports	(1.9)	(3.2)	2.7	3.5
- imports	(6.3)	1.2	5.6	5.2
Unemployment, %	4.3	3.8	4.1	4.0
Average HICP, %	8.6	2.1	2.4	2.3
Current account, % of GDP	0.3	(0.8)	(2.0)	(3.1)
Trade balance, % of GDP	(3.8)	(5.4)	(6.7)	(7.4)
FDI, % of GDP	3.6	3.8	3.8	3.8
M3 aggregate	8.7	8.9	10.5	8.5
Loans to businesses, %	9.4	8.0	8.4	8.5
Loans to individuals, %	15.9	19.2	15.5	12.4

FAVOURABLE MACRO ENVIRONMENT IN THE MID TERM (2023-2026F)

- Positive assumptions of the economic development during the period 2023-2025;
- Growth in GDP in next two years then to gradually remain 2.8% in 2025 and 3.0 in 2026 y/o/y;
- The consumption expected to decline its growth up to 3.3% y/o/y until the end 2026;

FIBANK AND THE BULGARIAN BANKING SYSTEM

The banking sector at December 2024

GROUP 1: TOP 5 BANKS

	TOTAL ASSETS (Q4'24, BGNm)	MARKET SHARE (Q4'24%)
United Bulgarian Bank (KBC)	37,463	19.6%
DSK Bank (OTP)	36,461	19.0%
UniCredit Bulbank	34,897	18.2%
Eurobank Bulgaria	22,558	11.8%
First Investment Bank	15,760	8.2%

GROUP 3: FOREIGN BRANCHES

	TOTAL ASSETS (Q4'24, BGNm)	MARKET SHARE (Q4'24%)
Citi Bank Europe - Bulgaria Branch	2,050	1.1%
ING Bank N.V. - Sofia Branch	1,427	0.7%
BNP Paribas S.A. - Sofia Branch	701	0.4%
T.C. Ziraat Bankasi - Sofia Branch	482	0.3%
Varengold Bank AG	160	0.1%
Bigbank AS - Branch Bulgaria	46	0.0%

GROUP 2: OTHER BANKS

	TOTAL ASSETS (Q4'24, BGNm)	MARKET SHARE (Q4'24%)
Central Cooperative Bank	9,080	4.7%
Procredit Bank	4,588	2.4%
Allianz Bank	4,408	2.3%
TBI Bank	3,499	1.8%
Investbank	3,489	1.8%
Bulgarian Development Bank	3,148	1.6%
International Asset Bank	2,780	1.5%
Bulgarian-American Credit Bank	2,761	1.4%
Municipal Bank	2,483	1.3%
D Commerce Bank	2,163	1.1%
Texim Bank	691	0.4%
Tokuda Bank	516	0.3%

▪ Fibank is the **largest Bulgarian-owned bank**

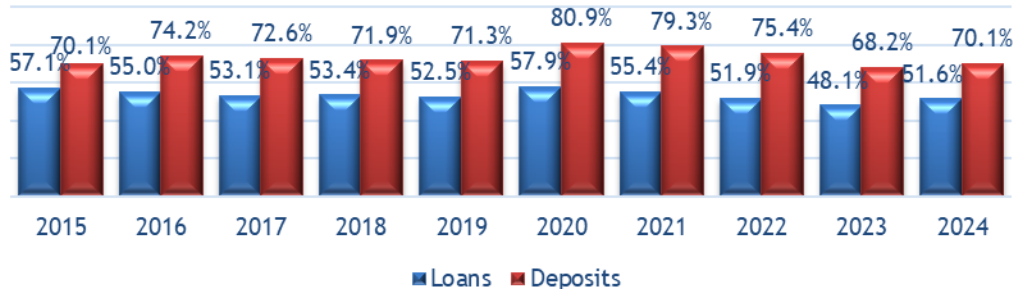
▪ Fibank is the fifth largest overall, **systemically important** to the Bulgarian banking system

Current Status of the Bank System

Banking Sector as at 31 December 2024

y/oy	2018	2019	2020	2021	2022	2023	2024
Bank system assets, BGN M	105 557	114 201	124 006	135 410	155 406	172 075	191 611
Growth of assets in the bank system, %	7.9	8.2	8.6	9.2	14.8	10.7	11.4
Bank system profit, BGN M	1 678	1 675	814.7	1 416	2 079	3 417	3 695
Profit growth, %, y/oy	42.9	(0.2)	(51.4)	73.8	46.8	64.4	8.1
Bank system deposits, BGN M	84 571	91 853	100 671	109 356	126 197	136 768	148 935
Growth of deposits, %	7.9	8.6	9.6	8.6	15.4	8.4	8.9
Bank system loans, BGN M	57 688	61 699	64 821	70 723	79 774	88 982	101 655
Growth of loans, %	7.7	7.0	5.1	9.1	12.8	11.5	14.2
Capital adequacy, %	20.01	20.16	22.74	22.62	20.88	21.65	
Liquidity, %	294.1	269.9	279.0	274.1	235.0	246.7	241.0

Loans and Deposits % of GDP



In the period the dynamics of processes in the banking system was impacted by the increase in loans to households and business.

Source: Bulgarian National Bank, December 2024

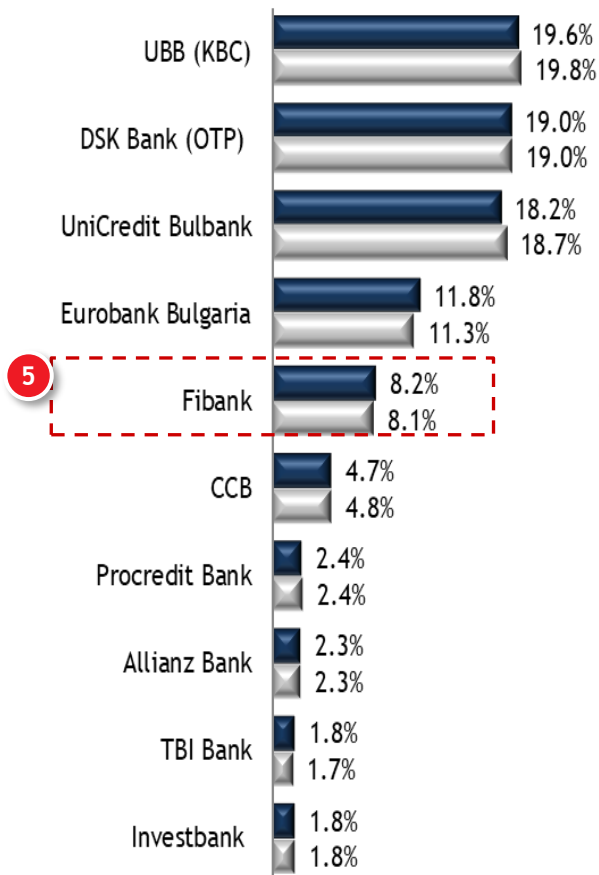
Fibank and the Banking Sector as at 31 December 2024

in BGN M		Dec'23	Dec'24	Growth
Assets	Banking system	172,075	191,611	11.4%
	Fibank	13,889	15,760	13.5%
Deposits (other than from credit institution)	Banking system	136,768	148,935	8.9%
	Fibank	11,494	13,012	13.2%
Deposit of individuals and households	Banking system	82,614	92,257	11.7%
	Fibank	7,772	8,520	9.6%
Loans to non-banks	Banking system	88,982	101,654	14.2%
	Fibank	7,326	8,194	11.9%
Consumer loans	Banking system	18,040	21,090	16.9%
	Fibank	1,366	1,571	15.0%
Mortgage loans	Banking system	22,028	27,577	25.2%
	Fibank	1,295	1,491	15.1%
Loans to businesses	Banking system	48,460	52,811	9.0%
	Fibank	4,662	5,130	10.0%
in BGN M		Dec'23	Dec'24	Growth
Profit	Banking system	3,417	3,695	8.1%
	Fibank	135	124	-7.8%

Source: Bulgarian National Bank, December 2023 and December 2024

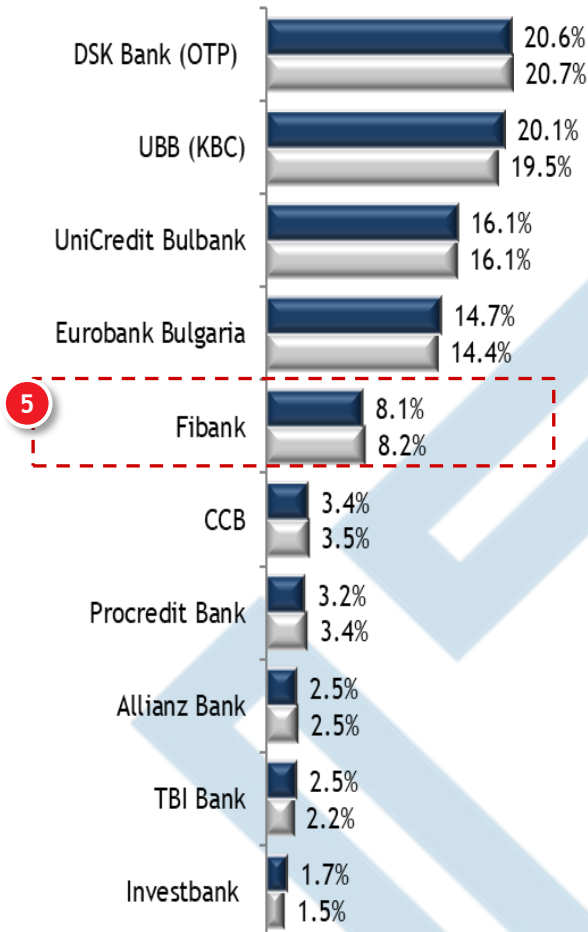
TOTAL ASSETS

Market share (q4, 2023 & q4, 2024)



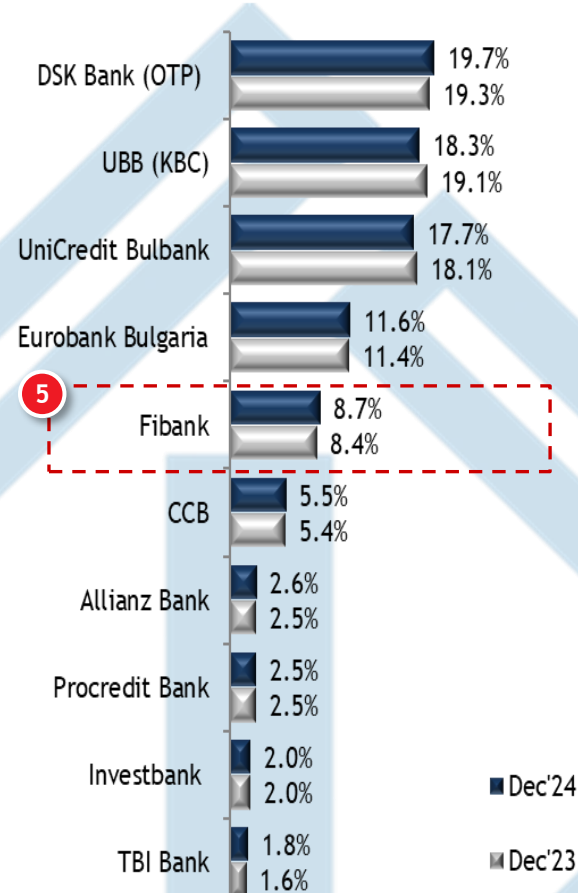
LOANS

Market share (q4, 2023 & q4, 2024)



DEPOSITS

Market share (q4, 2023 & q4, 2024)



■ Dec'24

■ Dec'23

Increased market shares in business loans & retail deposits at December 2024 as part of long-term strategy.

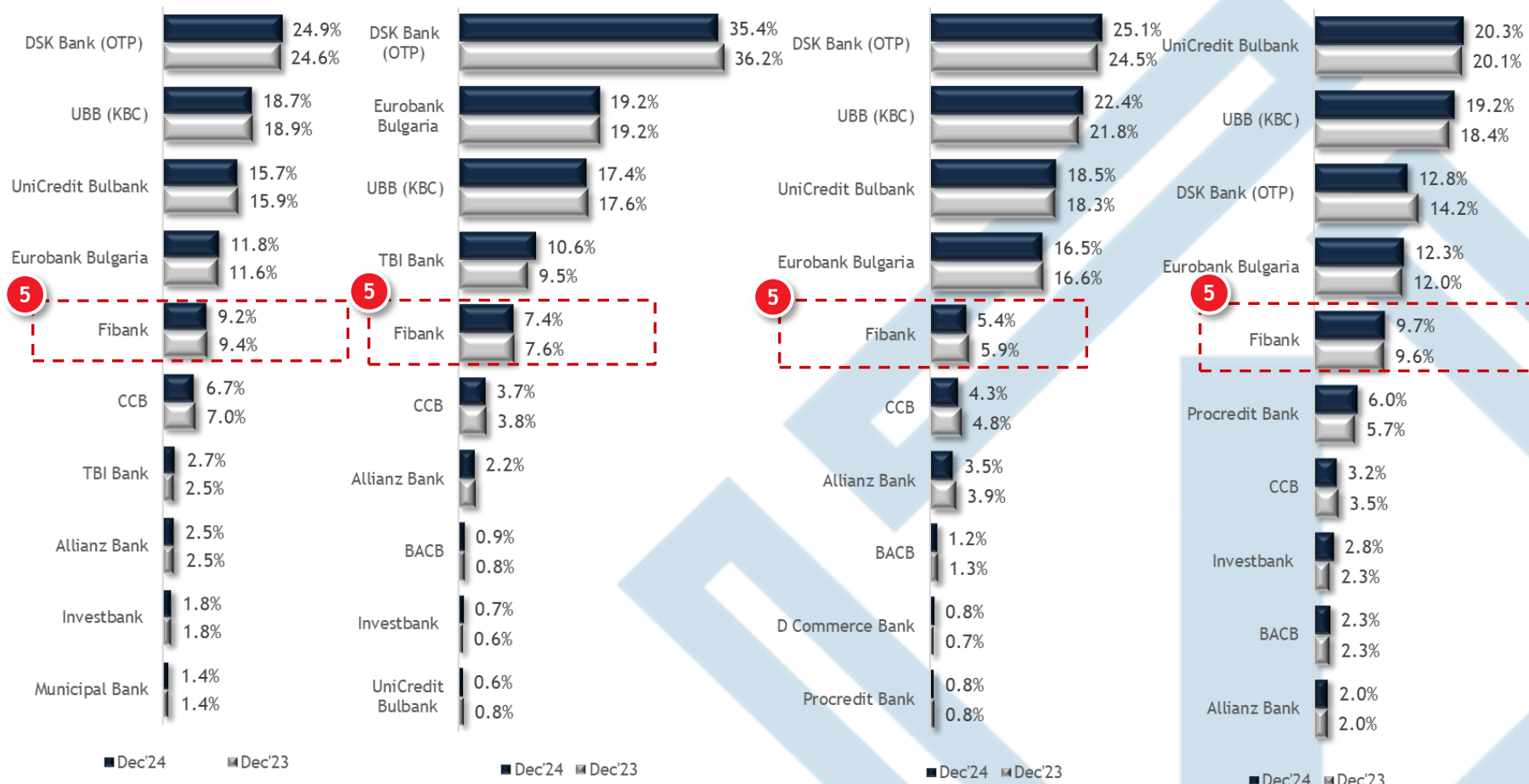
RETAIL DEPOSITS

CONSUMER LOANS

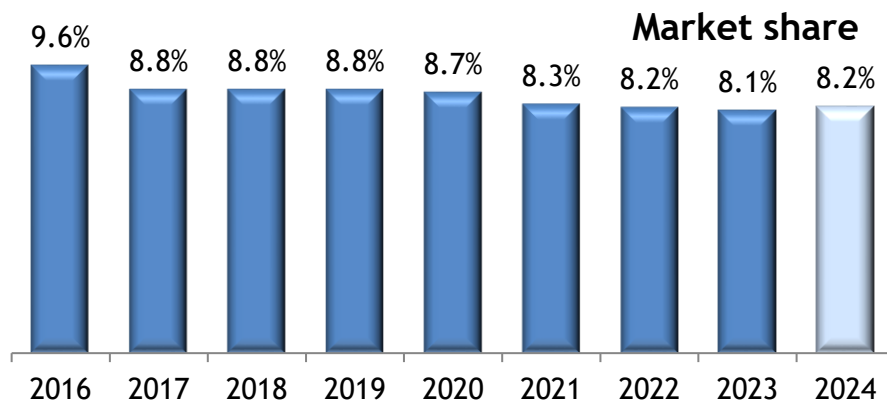
MORTGAGE LOANS

LOANS TO BUSINESSES

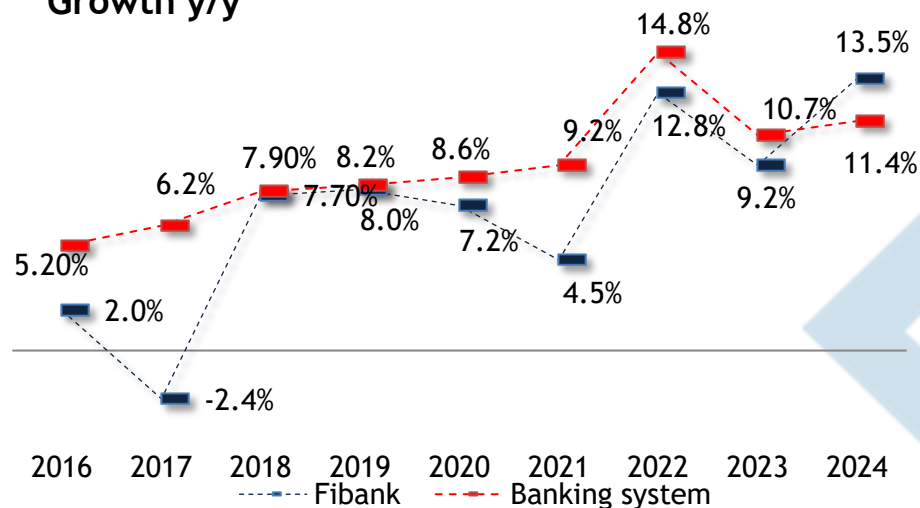
Market share (q4, 2023 & q4, 2024) Market share (q4, 2023 & q4, 2024) Market share (q4, 2023 & q4, 2024) Market share (q4, 2023 & q4, 2024)



Assets

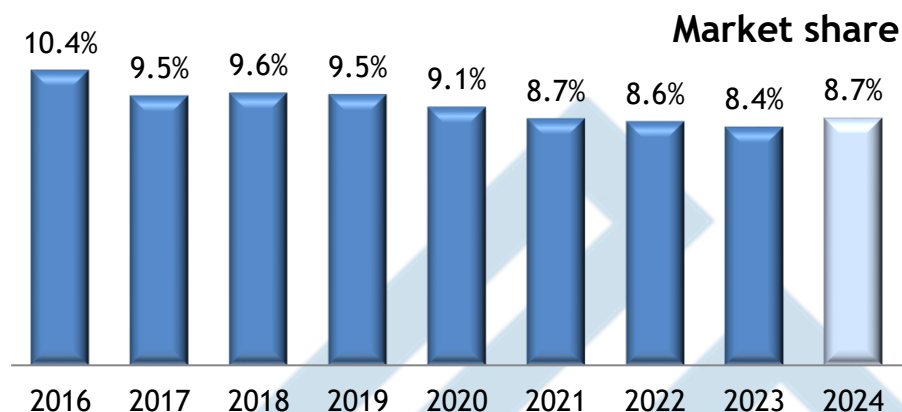


Growth y/y

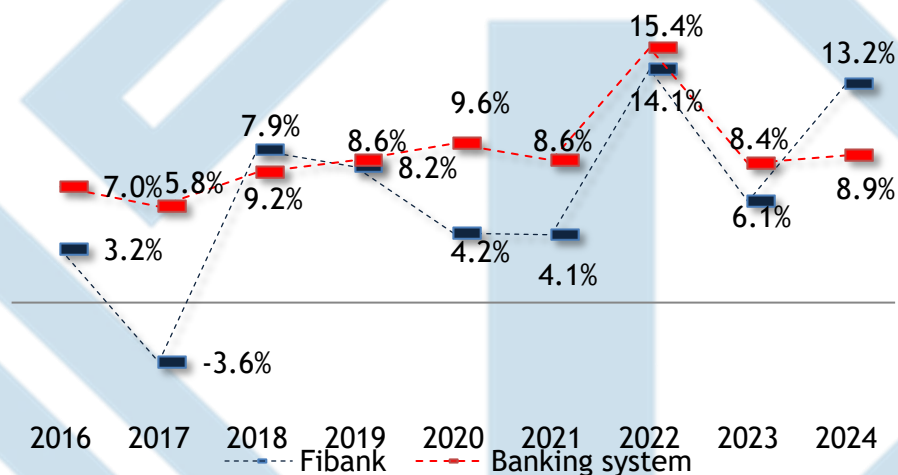


Source: Bulgarian National Bank

Deposits (other than from credit institution)

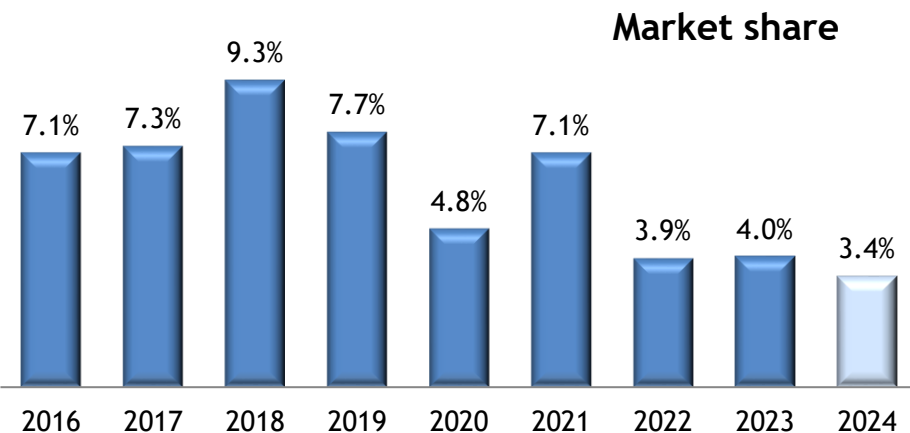


Growth y/y

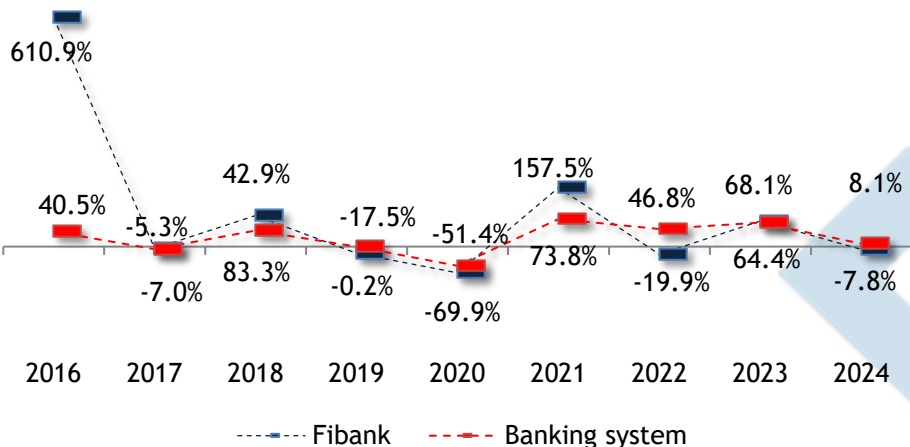


Fibank: Market Share and Market Position

Profit

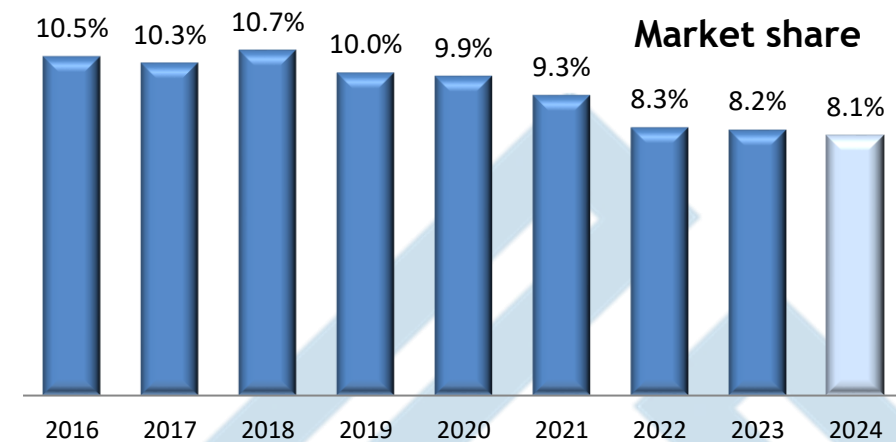


Growth y/y

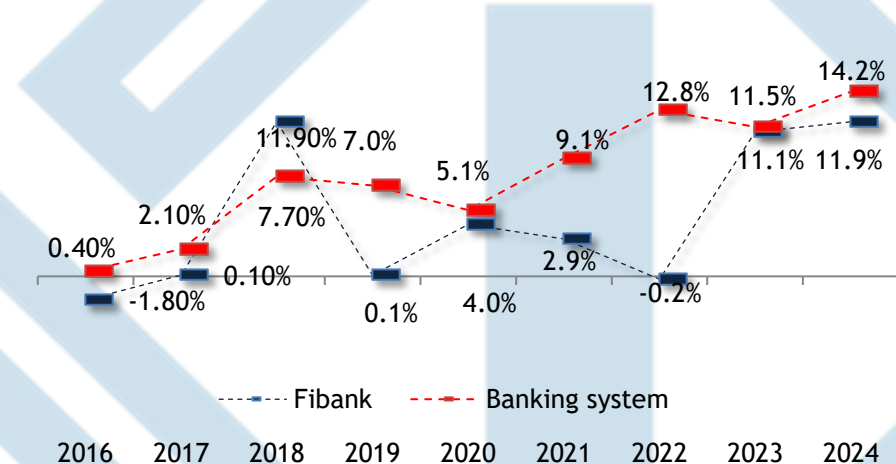


Source: Bulgarian National Bank

Loans to non-banks

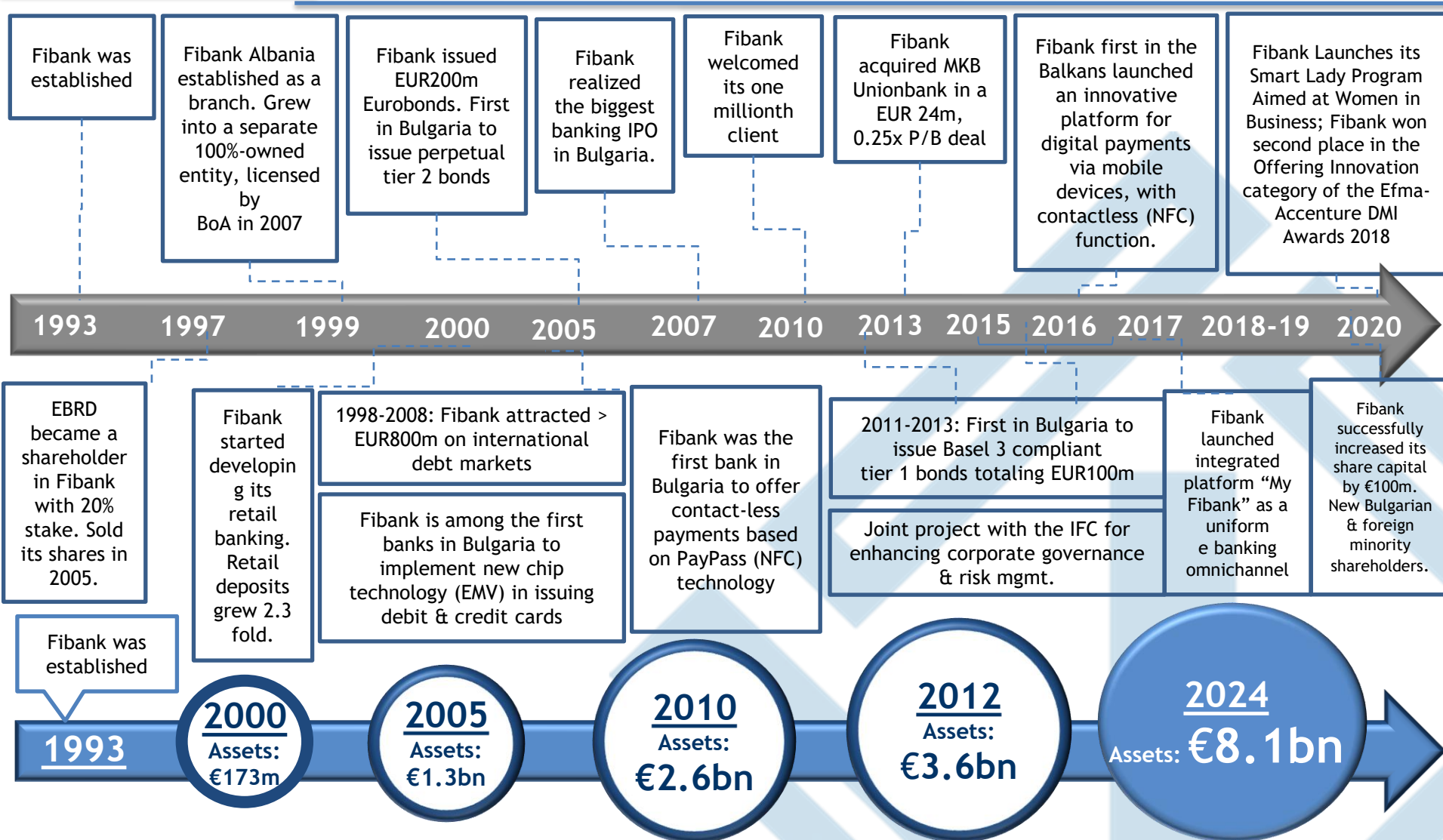


Growth y/y



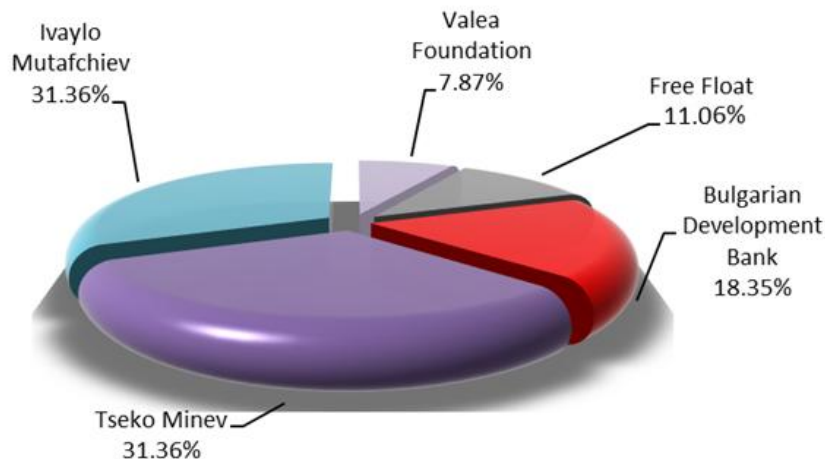
FIBANK AT A GLANCE

30 years of stable development with focus on innovation and customer experience

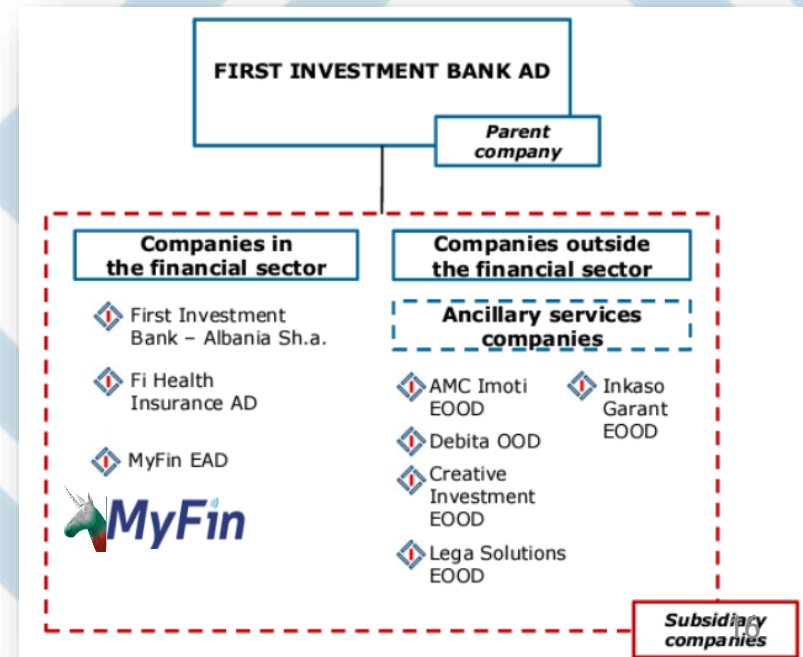


- After years of leading successfully First Financial Brokerage House (FFBH) (a leading non-banking financial institution on the Bulgarian capital market), Mr. Ivaylo Mutafchiev and Mr. Tseko Minev established First Investment Bank on October 8, 1993. The Bank has a general banking license issued by the Bulgarian National Bank (BNB) according to which it is allowed to conduct all banking transactions permitted by Bulgarian legislation.
- Fibank realized the biggest banking initial public offering of shares in Bulgaria. The Bank became a public company and increased its issued share capital from BGN 100 million to BGN 110 million.
- At the beginning of July 2020 the subscription was successfully completed and First Investment Bank increased its capital by BGN 195,424 thousand. New shareholders of the Bank became the Bulgarian Development Bank AD with 18.35% and Valea Foundation of the Czech entrepreneur Mr. Karel Komarek with 7.87%.

SHAREHOLDERS' STRUCTURE



CORPORATE GROUP STRUCTURE

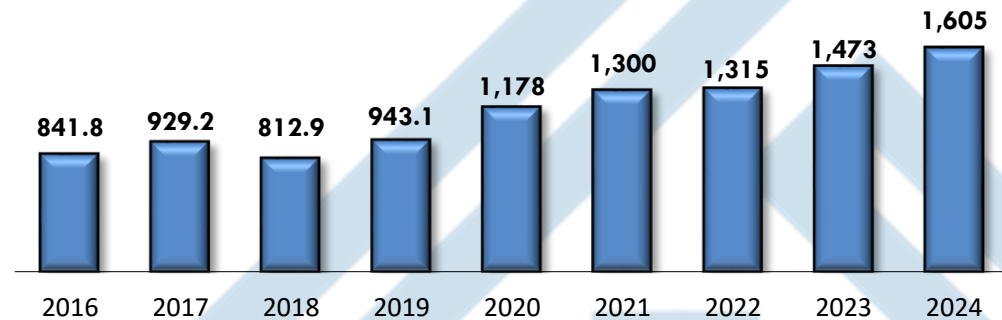


FIRST INVESTMENT BANK'S RATINGS FROM FITCH RATINGS

On 28 May 2024 Fitch Ratings published the following rating actions for First Investment Bank's:

- Long-Term Issuer Default Rating (IDR): 'B' with a Stable Outlook
- Short-Term IDR: 'B'
- Viability Rating: 'b'
- Support Rating: '5'
- Support Rating Floor: 'No Floor'

Capital (BGN M)



**No dividends have been paid to shareholders since the establishment of the Bank*

2 KEY SUBSIDIARIES IN FINANCIAL SECTOR

- Replication of the successful business model in Bulgaria & its adaptation to the Albanian banking market through a **subsidiary bank in Albania** with limited presence and focus on retail & SME business.
- Offering of **insurance products** & services in line with license of FiHealth Insurance for attracting new customers in the retail & SME segments.

Domestic network

- As at 31 Dec 2024, Fibank clients are served in 115 outlets all over the country

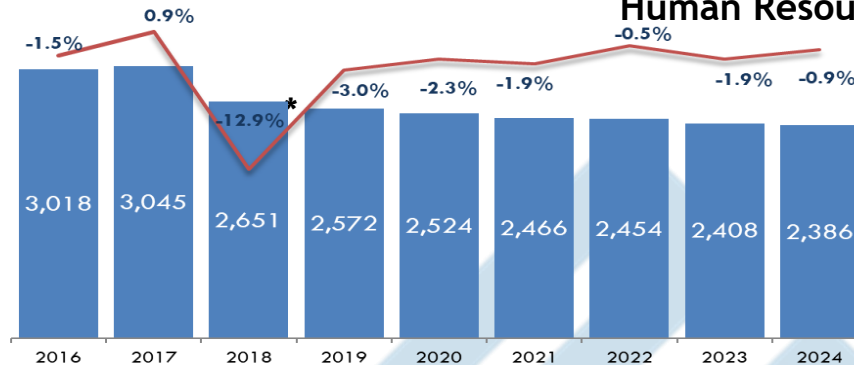
Regional presence

- Fibank has 1 branch in Cyprus
- Fibank Cyprus branch has **operated since 1997**, initially mainly in the area of corporate banking. Over the years, it systematically and consistently expanded its products and services.
- Currently, the branch offers standard credit and savings products, payment services and e-banking, with a **strategic focus on retail & SMEs** customers.
- Fibank has a wholly owned subsidiary in Albania with 10 branches



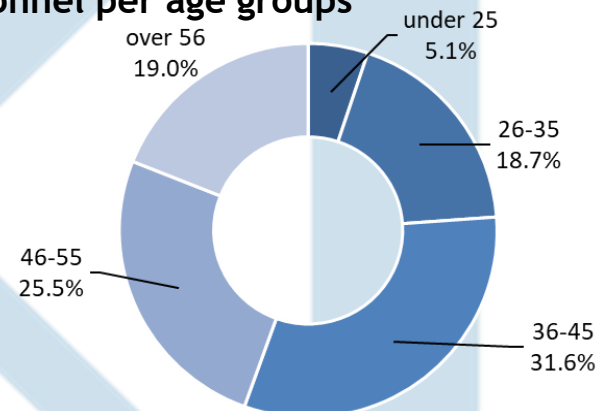
Source: Unconsolidated data, Dec 2024

Human Resources



- 1 426 (60%) employees work in the Head Office and 960 (40%) in the branch network;
- Employees per sex: 27.8% male and 72.2% female;
- Average age: 45 years;
- Voluntary turnover for q4, 2024 is 3.4%;

Personnel per age groups



***At Q4 2018 432 people of the security guards were outsourced in independent company.**

- ❖ 2003 - 2005: Fibank entered into 10 Subordinated term debt agreements for the total amount of EUR 28 mln. included in the Tier 2 capital.
- ❖ In August 2005, the Bank issued its first perpetual subordinated bonds with par value of €27 mln. included in the Tier 2 capital. The arranger of the instrument was Dresdner Bank.
- ❖ 2006: Fibank issued a perpetual debt for the total amount of €21 mln. included in the Tier 2 capital.
- ❖ In October 2006 Fibank issued 1 million ordinary shares with nominal value of BGN 10 each - total increase the capital BGN 10 mln. Each of the founding shareholders acquired new shares pro rata from the capital increase.
- ❖ In December 2006 reserves and retained earnings were converted into 8 million ordinary shares distributed pro rata to existing shareholders.
- ❖ In March 2007 Fibank decided on 10 for 1 stock split, where 10 million shares with nominal value of BGN 10 each were replaced by 100 million shares with nominal value BGN 1 each.
- ❖ In May 2007 Fibank issued 10 million new ordinary shares through an IPO. FFBH offered 6.5 million shares of its stake in Fibank's share capital. The issue was oversubscribed nearly 6 times.
- ❖ 2011: Fibank issued a new €20 mln. perpetual debt instrument which was included in the additional Tier I capital of the Bank, meeting all requirements of Basel 3.
- ❖ 2012: A second tranche of €20 mln. perpetual debt instrument was issued which was included in the additional Tier I capital of the Bank, meeting all requirements of Basel 3.
- ❖ 2012: Fibank issued a new hybrid instrument (bond issue) under private subscription with a nominal value of €20 mln., constituting the first tranche of a bond issue with a total amount of up to €60 mln. The amount was included in the Bank's tier 1 capital, meeting all requirements of Basel 3.
- ❖ On 09 January 2014 each of the major shareholders, Messrs Ivaylo Mutafchiev and Tseko Minev, acquired directly 14 920 000 additional Fibank shares. As a result each of the abovementioned shareholders owns 46 750 000 registered dematerialized shares of the Bank's share capital, i.e. the two of them own a total of 93 500 000 shares constituting 85% of the Bank's share capital.
- ❖ 2019: Fibank has successfully placed a private bond issue with a nominal value of €30 mln. constituting a debt capital (hybrid) instrument which the Bank intends to recognize and include in the Additional Tier 1 capital
- ❖ 2020: The Bank's capital was increased to BGN 149 084 800 by issue of 39 084 800 new ordinary, registered, dematerialized shares, each with one voting right in the general meeting, with nominal value of BGN 1 and issue value of BGN 5. Fibank supported the founding of a startup company in the field of payment services: MyFin EAD, licensed as an electronic money company with a share capital of BGN 1 million.
- ❖ 2023: First Investment Bank launched an innovative service for instant payments (up to 10 seconds) in BGN under the Blink scheme.

Organizational structure ensures effective running of key functions & clear separation of duties.

SUPERVISORY BOARD

(Chair: Evgeni Lukanov, Deputy Chair: Maya Georgieva, Members: Radka Mineva, Jordan Skortchev, Jyrki Koskelo)

AUDIT COMMITTEE

Chair: Dimiter Dimitrov

PRESIDING COMMITTEE

Chair: Maya Georgieva

RISK COMMITTEE

Chair: Jyrki Koskelo

REMUNERATION COMMITTEE

Chair: Evgeni Lukanov

NOMINATION COMMITTEE

Chair: Jordan Skortchev

INTERNAL AUDIT (Margarita Ivanova)

MANAGING BOARD

(Chair: Nikola Bakalov, Members: Svetozar Popov, Ralitza Bogoeva, Yanko Karakolev)

ALCO

CREDIT COUNCIL

RESTRUCTURING COMMITTEE

OPERATIONAL RISK COMMITTEE

IT COMMITTEE

BUSINESS UNITS

SUPPORTING UNITS

BUSINESS MODEL IN LINE WITH BANK MISSION

- Fibank aspires to be among the best banks in Bulgaria, recognized as a steadily growing, **innovative, client-oriented bank**, offering outstanding products and services.
- Fibank aims to ensure **excellent careers** for its employees & social contribution to the community.
- The Bank seeks to continue to develop **high-technological solutions** providing its customers with opportunities for banking from any place at any time.

VISION AHEAD TO GROW FORWARD IN RETAIL & SME

RETAIL BANKING

- 1 Emphasis on mortgage & consumer lending, the card business & innovative payment solutions in line with client needs & digital trends in banking business

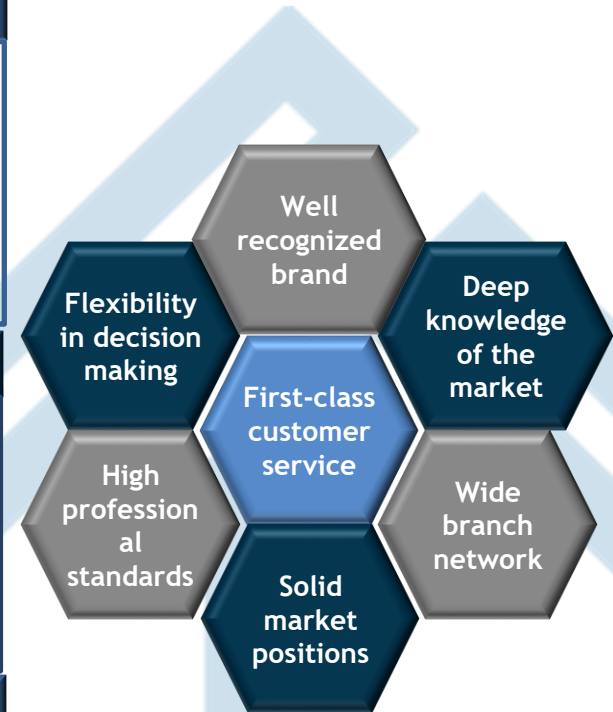
COMMERCIAL BANKING

- 2 Strong focus on products & services to micro, small & medium enterprises (SME), with flexible approach and knowledge of the market & local specifics

BEST STANDARDS

- 3 Continue to develop model in line with the best corporate governance & risk mgmt. standards in banking industry

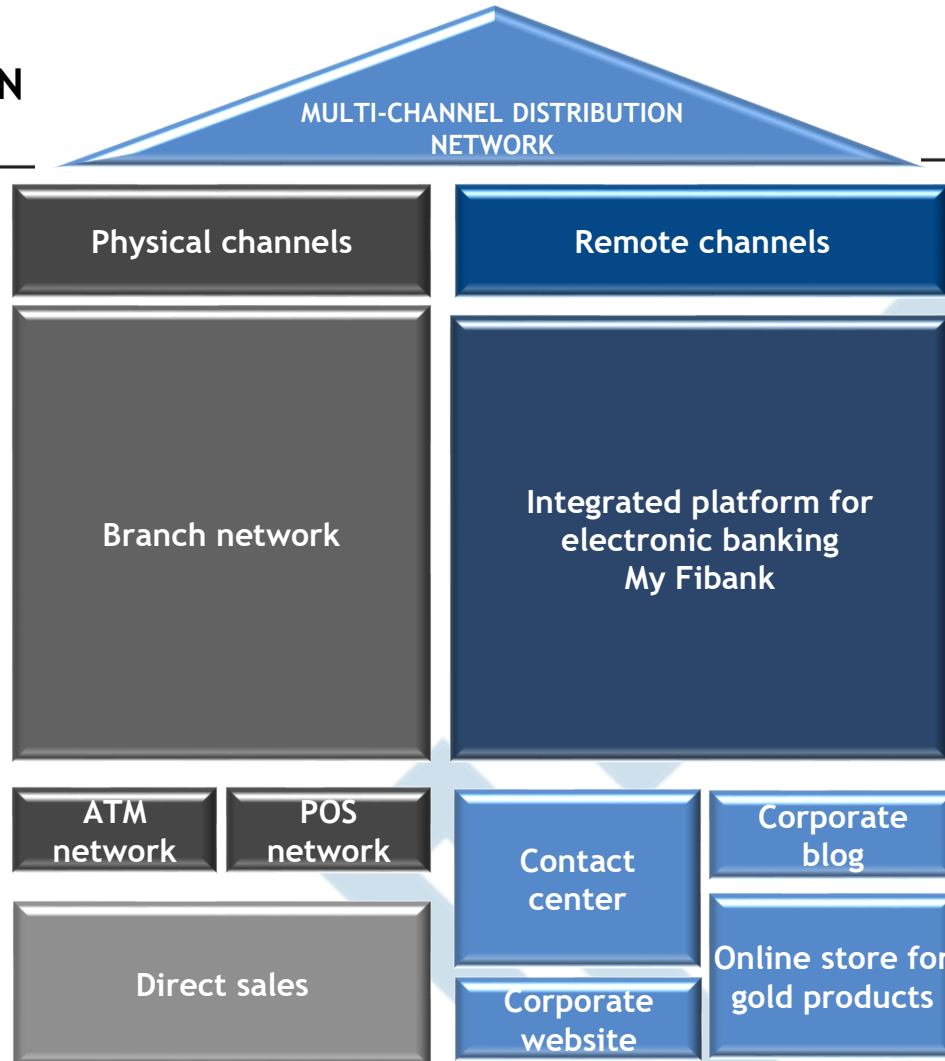
STRONG COMPETITIVE ADVANTAGES SUPPORTIVE TO OUTPACE PEERS



Multi-channel distribution network with adequate balance between physical locations & remote banking channels

PHYSICAL DISTRIBUTION CHANNELS

- Centralized Back Office alleviate simple service transaction focus on advisory and consultation.
- Branch digitalization Introduction of One Stop Shop, digital archiving, and single teller operations will speed up the service time significantly allowing branch officers to focus on sales.
- Automation of lending process will remove the unnecessary activities from high qualified personnel.
- Further development and high level of digital channels utilization



REMOTE DISTRIBUTION CHANNELS

- In accordance with the EU regulations and the trends in the development of digital banking, Fibank has provided Third Party Providers (TPPs) with access to customer accounts maintained at the Bank and available online for provision of account information and payment initiation services: the so-called Open Banking.
- Fibank and Kyndryl has developed the solution using business process automation technology and carries out its ongoing operational management.

KEY FIGURES AND LOAN PORTFOLIO

Fibank with BGN 124 m net profit in 2024, used as a strong tool for internal capital generation.

Income statement, BGNth	2021	2022	2023	2024
Net interest income	263,144	270,740	369,902	1 427,115
Net fee & commission income	118,865	139,515	151,549	164,366
Net trading income	15,380	19,717	23,295	2 26,298
Other operating income	11,368	14,195	-27,192	-54,349
Total operating income	408,757	444,167	517,554	3 563,430
Administrative expenses	-179,441	-205,113	-210,667	-229,853
Impairment	-122,494	-135,349	-137,168	4 -194,041
Other income/(expenses), net	4,754	-12,960	-18,902	-101
Group profit after tax	100,083	81,205	135,041	5 124,378

Balance-sheet indicators, BGNth	2021	2022	2023	2024
Cash & balances with central banks	1,868,853	1,911,371	2,325,807	2,666,996
Portfolio of financial instruments	1,482,699	2,598,137	2,583,949	3,500,420
Loans & advances	6,402,993	6,649,525	7,418,027	7,917,260
Investment property and Repossessed assets	1,183,837	1,163,320	1,160,290	1,129,271
Other assets	330,488	391,705	400,455	6 545,965
Total assets	11,268,870	12,714,058	13,888,528	7 15,759,912
Deposits	9,455,130	10,844,153	11,548,490	13,064,966
Other borrowed funds	106,271	116,487	439,634	722,384
Hybrid debt	320,733	256,861	257,871	258,908
Other liabilities	117,872	168,348	169,607	108,318
Total liabilities	10,000,006	11,385,849	12,415,602	14,154,576

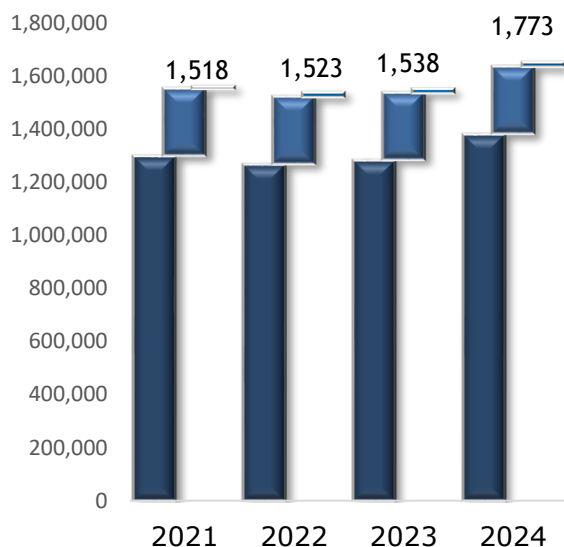
FINANCIAL HIGHLIGHTS 2024

- 1 For 2024 net interest income amounted to BGN 427,115 thousand.
- 2 Net trading & other income generated additional BGN 26,3M to the total operating income for the period.
- 3 Total operating income stood at BGN 563M (YE23: BGN 517,6M).
- 4 Impairment charges remain stable, with the Bank's cost of risk up for 2024. Asset quality metrics improved & risk profile enhancement efforts furthered in line with set targets.
- 5 Group profit after tax is BGN 124M for supported by improving macro environment & related positive dynamics in loan loss provisions.
- 6 Total assets are BGN 15,760M (YE23: 13,889M) in line with deposits growth reflecting high customer confidence.
- 7 As at 2024 attracted funds comprised BGN 12,065M customer deposits, BGN 722,4M other borrowed funds & BGN 258,9M hybrid debt, qualified as AT1.

	levels	Min.	2020	2021	2022	2023	2024
Capital	CET1 ratio	4.5%	18.18%	17.86%	18.11%	17.43%	18.50%
	T1 capital ratio	6%	21.78%	21.46%	21.74%	20.89%	21.60%
	Total Capital adequacy ratio	8%	21.78%	21.46%	21.74%	20.89%	21.60%
	Leverage ratio		13.79%	13.11%	11.84%	10.95%	10.95%
Liquidity	Liquid assets/customer deposits		29.84%	28.07%	36.75%	39.22%	42.48%
	LCR		236.84%	230.36%	225.36%	278.55%	251.74%
	NSFR		132.35%	137.43%	145.47%	148.95%	155.83%
	Net loan/deposit ratio		66.36%	67.01%	59.12%	62.28%	60.84%
Profitability	Earnings per share (in BGN)		0.26	0.67	0.54	0.91	
	ROE (after tax)		3.69%	8.29%	6.34%	9.60%	8.14%
	ROA (after tax)		0.38%	0.91%	0.68%	1.03%	0.86%
	Income diversity ratio		66.31%	64.38%	60.95%	71.47%	75.81%
	Cost/income ratio (CIR)		56.99%	43.39%	47.57%	42.24%	40.80%
	Net interest margin		3.19%	3.27%	3.02%	3.75%	3.33%
Asset quality	Cost of risk (CoR)		1.40%	1.82%	2.02%	1.83%	2.35%
	NPL90+ ratio		9.16%	10.97%	9.25%	6.41%	4.39%
	Provisioning coverage ratio		7.80%	6.84%	5.66%	4.85%	3.98%

REGULATORY CAPITAL

Regulatory capital, BGN,m



■ CET1 ■ Additional tier 1 capital ■ Tier 2 capital

*GMS in June'24 voted to capitalize the net profit for 2023, thus ensuring **strong internal capital generation** with focus on CET1*

OWN FUNDS CALCULATIONS

Own funds calculations, BGNth	YE2023	YE2024
Paid up capital instruments	149,085	149,085
(-) Indirect shareholding in CET1 capital instruments		
Premium reserves	250,017	250,017
Other reserves	939,921	1,153,679
Minority interests		
Accumulated other comprehensive income	(1,139)	
Deductions from CET1 capital:		
(-) Intangible assets	(23,007)	(23,796)
(-) Corrections IFRS 9	(6,114)	1,691
(-) Corrections		
Requirements 2016/101	(1,122)	(2,131)
Adjustments of CET1 capital	(23,889)	(9,682)
Common Equity Tier 1 capital	1,283,752	1,518,863
Additional Tier 1 capital		
Hybrid debt	254,258	254,258
Tier 1 capital deductions:		
Transitional adjustments of Additional Tier 1 capital		
Tier 1 capital	1,538,010	1,773,121
Tier 2 capital		
STD		
Adjustments of Tier 2 capital		
Total own funds	1,538,010	1,773,121

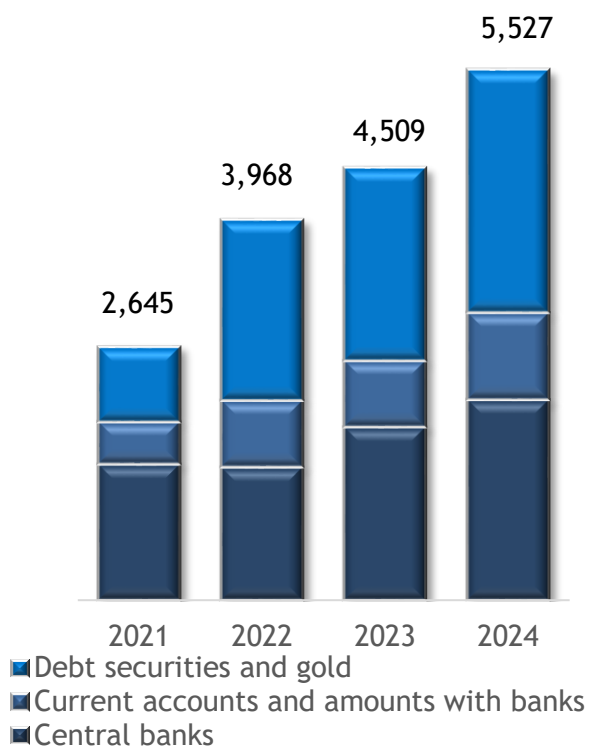
REGULATORY REQUIREMENTS

- Since 1 January 2014, the provisions of the **CRD IV package** have been in force, transposing into European law the provisions of the **Basel III** capital standards for banks.
- CET1:** a) issued and paid up capital instruments (ordinary shares); b) share premium from issuance of ordinary shares; c) audited retained earnings; d) accumulated other comprehensive income, including revaluation reserves; e) other reserves; f) minority interests. Deductions includes intangible assets.
- AT1:** instruments include hybrid debt. Deductions include regulatory adjustments relating to items that are included in the capital or the assets of the Group, but are treated differently for capital adequacy regulation.
- Tier 2 capital:** T2 capital consists of perpetual debt and regulatory adjustments related to revaluation reserve on land & buildings.

Strong liquidity in line with market. Liquidity ratios well above minimum required levels.

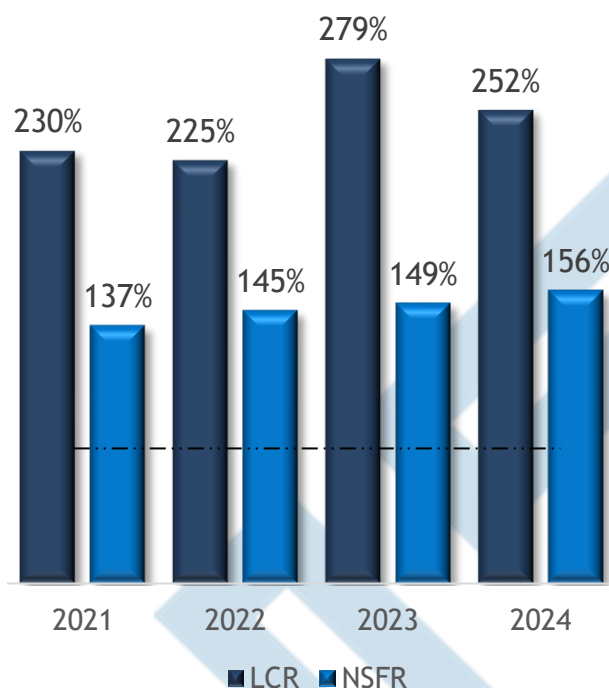
STRONG LIQUID ASSETS GROWTH

Liquid assets, BGNm



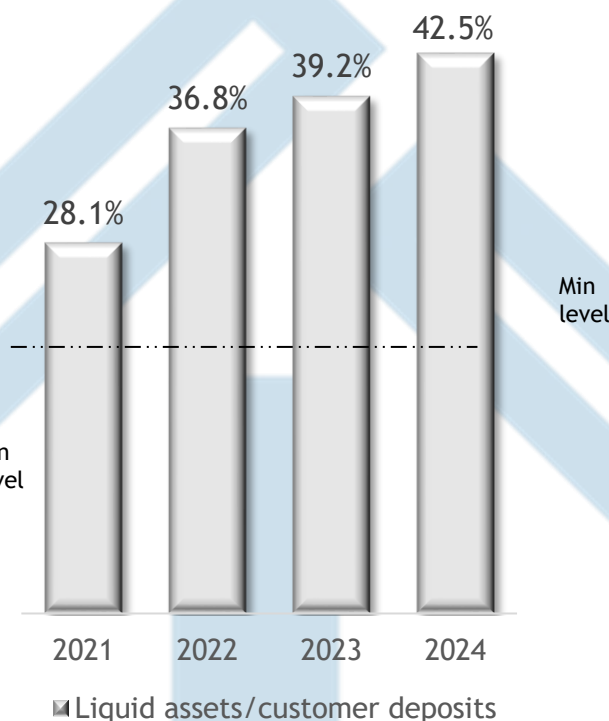
LCR & NSFR WELL ABOVE MIN LEVELS

LCR & NSFR indicators



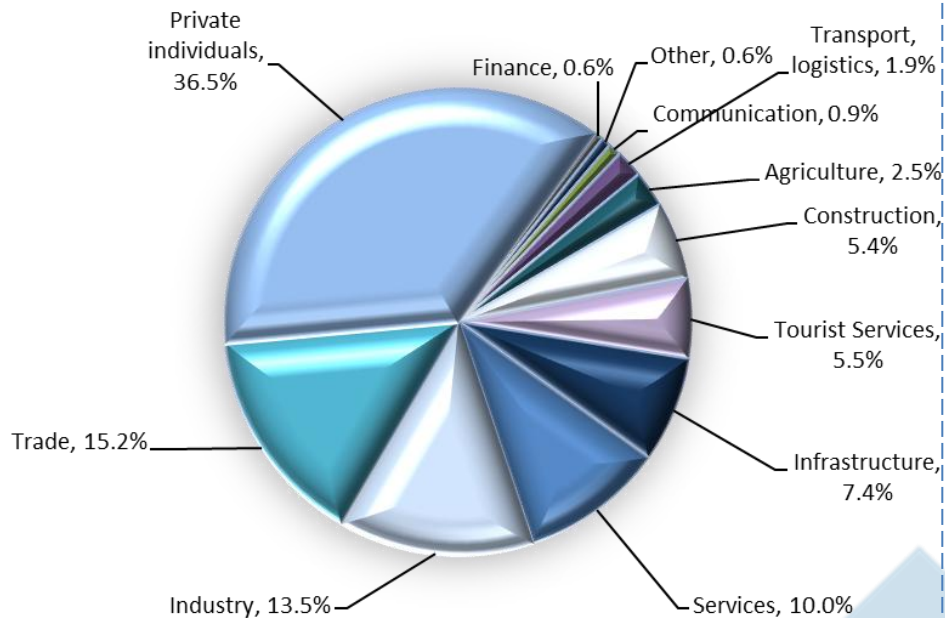
STRONG LIQUIDITY RATIOS

Liquidity

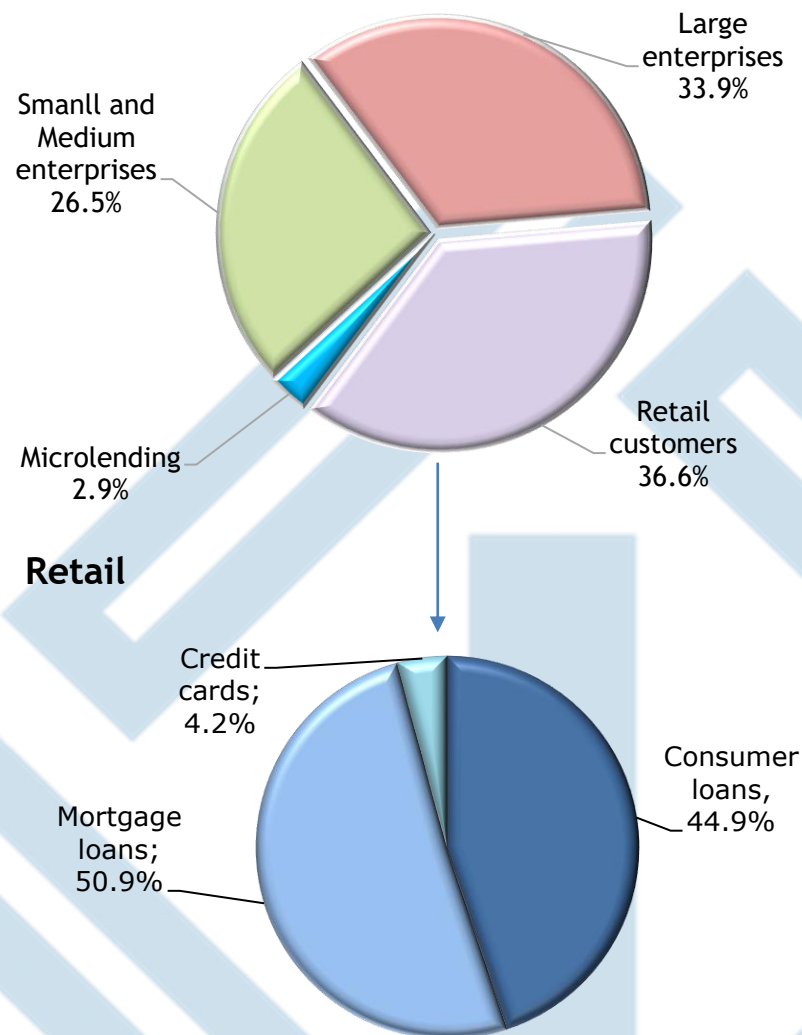


Loan Portfolio

Loan portfolio by sectors of economy



Loan portfolio by business lines



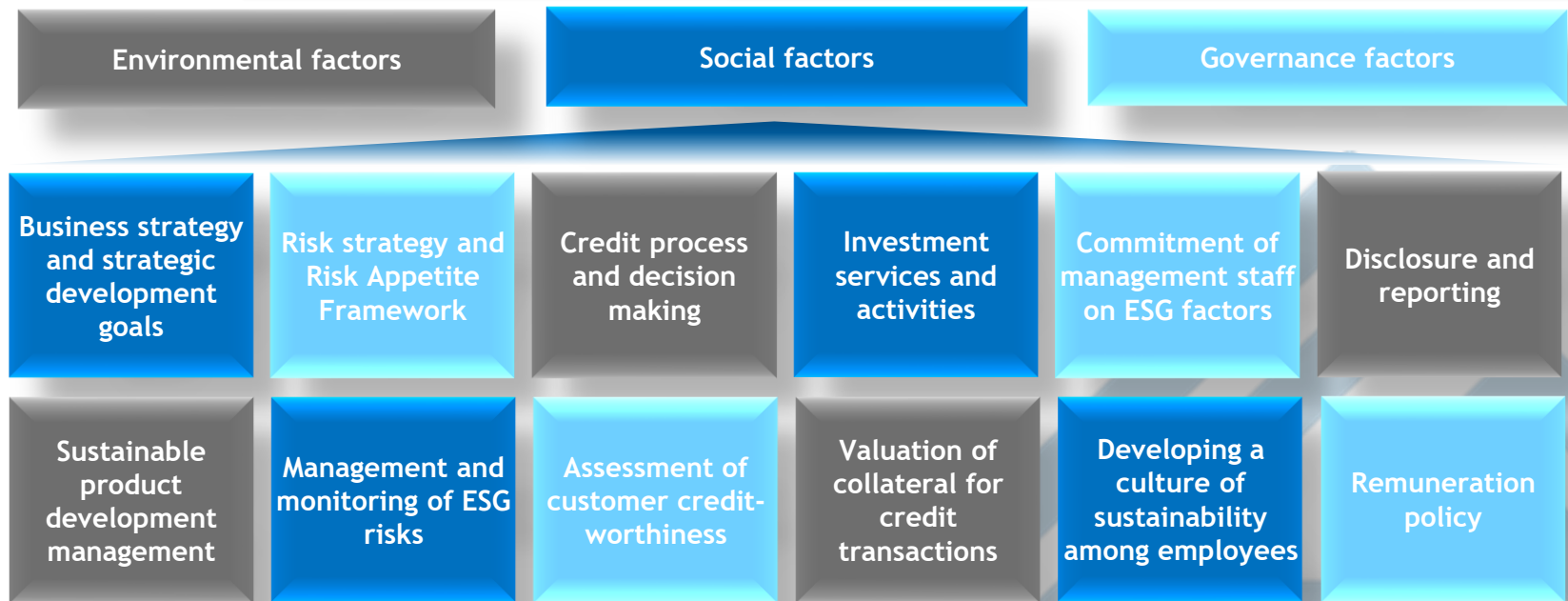
Source: Unconsolidated data, December, 2024

RISK APPETITE & RISK STRATEGY

STRATEGIC OBJECTIVES 2022-2024 ON THE BANK'S RISK PROFILE. TARGET LEVELS & RISK LIMITS DEFINED AND MONITORED

- 1 Stronger capital position covering all risks undertaken;
- 2 Change in loan portfolio business mix (with focus on SME and retail segments)
- 3 Reducing the level of concentration in the loan portfolio;
- 4 Reducing the level of non-performing exposures;
- 5 Limiting the assumed market risk to current levels;

SUSTAINABLE DEVELOPMENT



- ❖ The Bank takes a **holistic approach** to the implementation of sustainability requirements through integration in its business processes, risk management and corporate governance framework, including the lending process and decision-making, credit assessment of borrowers and investment activity, as well as in setting the tone by the management in terms of commitment and developing a sustainability culture among employees.
- ❖ In 2021, Fibank undertook important steps (**organization, roadmap**) for implementing the requirements, reflecting ESG factors in the activity, its strategic planning & business strategy, risk management framework and internal governance.
- ❖ First Investment Bank **joined the initiative** of the Bulgarian Stock Exchange and the Independent Bulgarian Energy Exchange for the establishment of a **Green Finance & Energy Center** functioning as a think-tank on sustainable finance.
- ❖ The Bank joined the **Sustainable Finance working group** of the Association of Banks in Bulgaria which aims to monitor changes in sustainable development and assist banks in addressing them.

GENDER FINANCING



- ❖ Fibank is the only Bulgarian bank to offer **gender financing**.
- ❖ **Smart Lady** - a set of superior customer experience for women, capturing a full product package including credit programs, health, wealth education, insurances.
- ❖ Financial **education**, networking opportunities & **online platform** as part of product.
- ❖ **Sustainable Lady Fund** set up, a joint initiative with Mastercard, to support innovative green projects for women entrepreneurs.

GREEN FINANCING



- ❖ **New credit products** for business customers were developed: Green Transport, Green Energy - Free Market and Green Energy - Own Use, in implementation of sustainable development initiatives.
- ❖ A new **Eco Portfolio** product was developed, intended for both retail & business customers that is linked to a portfolio of bonds backed by "green" projects or by loans for mitigation of greenhouse gas emissions.

SOCIAL MICRO FINANCING



- ❖ Loans to **start-ups and social enterprises**, people with disabilities and young people under instruments funded by EU funds, incl. EU Social Fund and the Youth Employment Initiative.
- ❖ Fibank signed an agreement for Financing micro companies in Rural Areas in order to promote social inclusion & support for **sustainable development of agricultural producers**.

RECENT AWARDS

BANKER OF THE YEAR 2024



- Fibank won the award in the category "Customer Trust" at the "Banker of the Year" awards

BANK OF THE YEAR AWARDS 2024



- Fibank won the Successful Digital Transformation award at the annual Bank of the Year awards

THE INTERNATIONAL ENGAGE AWARDS 2024



- Fibank's Digital Event Zone project was the winner in the Best Customer Marketing Strategy category of UK's prestigious Engage Awards.

COMPANY OF THE YEAR AWARDS



- Fibank won the award Company of the year in category - Banks

BANK OF THE YEAR AWARDS 2023



- Fibank won the Mystery Customer award in the Bank of the Year competition

BANKER OF THE YEAR



- Mr. Nikola Bakalov received the Banker of the Year 2022 Award

BANK OF THE YEAR AWARDS 2022



- Fibank won the Successful Digital Transformation award at the annual Bank of the Year awards

WORLDWIDE FINANCE AWARDS



- Fibank is among the best digital banks in Europe

DIGITAL BANK OF THE YEAR - BULGARIA



- First Investment Bank was awarded as Digital Bank of the Year - Bulgaria by the international Global Brands Magazine for its contribution to the development of innovations and ensuring a secure and reliable digital banking system.

EFMA-ACCENTURE DMI AWARDS



- Fibank won second place in the Offering Innovation category of the Efma-Accenture DMI Awards 2018, which brought together some of the world's most renowned institutions and companies in the retail segment. The Efma organizers and an authoritative international jury highly appreciated Fibank's innovation, launched for the first time in the Bulgarian market: a microchip for children and teenager debit cards, as well as the Bank's early financial education program.

2 AWARDS ON DIGITAL CARDS



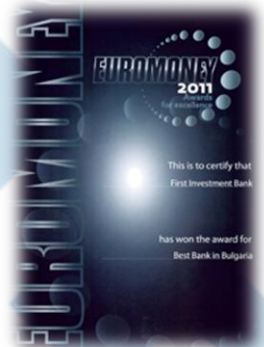
- In April 2019 Fibank was awarded on "Product of the year" for Smart Lady program.
- Fibank received the first award for its digital cards, enabling clients to pay easy, secure and fast through their NFC phone.
- A Second award on digital cards was received on the Webit innovation & technology festival, organized in Sofia in 2017.

BANK OF THE YEAR AWARDS



- Fibank has won for 7 times the award for "Bank of the Client in the competition "Bank of the Year"

EUROMONEY AWARDS



- Best Bank in Bulgaria by the financial magazine Euromoney