

### FIRST INVESTMENT BANK





**UPDATED IN SEPTEMBER 2025** 



# COUNTRY PROFILE AND BULGARIAN ECONOMIC OVERVIEW

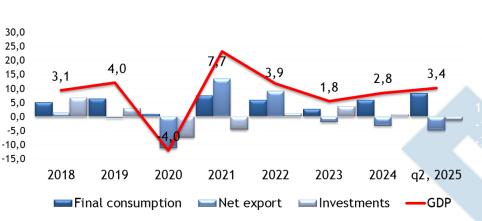
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## Fibank Bulgarian Economic Overview

Macroeconomic indicato	rs	2017	2018	2019	2020	2021	2022	2023	2024	Q2,2025
GDP	EUR M	52,531	56,224	61,530	61,607	71,059	85,799	93,947	103,721	26,773
GDP	Growth, %	3.5	3.1	4.0	(4.0)	7.8	4.0	1.9	2.8	3.5
	EUR M	1,736	532	1,148	274	(768)	(2,299)	(846)	(1,898)	(2,421)
Current account	% of GDP	3.3	0.9	1.9	(0.0)	(1.7)	(1.4)	(0.3)	(1.8)	(2.2)
FDI	EUR M	1,606	968	1,639	2,761	1,435	4,128	4,635	2,855	884
i Di	% of GDP	3.1	1.7	2.7	4.5	2.0	4.8	4.9	2.8	0.8
Budget deficit/ surplus	% of GDP	1.2	2.0	2.1	(3.8)	(3.9)	(1.4)	(1.9)	(3.0)	(0.9)

#### Growth of Real GDP, Consumption and Investments



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

### **Bulgaria Current Ratings**

Date	Outlook	Rating	
24 January 2025	Stable	Baa1	Moody's
10 July 2025	Stable	BBB+	STANDARD &POOR'S
10 July 2025	Stable	BBB+	FitchRatings
11 July 2025	Positive	A-	SCOPE



## Macro environment: Key indicators historic development

Indicators	2019	2020	2021	2022	2023	2024	Q2,2024
Gross domestic product (BGN million)	120,342	120,492	138,979	167,809	183,743	202,862	52,364
Gross domestic product per capita (BGN)	17,259	17,299	19,268	24,252	28,516	31,479	
Gross domestic product, real growth (%)	4.0	(4.0)	7.7	3.9	1.8	2.8	3.4
- Consumption, real growth (%)	6.4	0.9	7.4	5.8	2.6	5.8	8.3
- Gross fixed capital formation, real growth (%)	5.3	(7.9)	(4.6)	9.0	3.7	0.7	6.1
Export (% of GDP)	47.3	44.2	48.4	54.3	(1.9)	(3.2)	(4.8)
Inflation at period-end HICP (%)	3.1	0.0	6.6	14.3	4.7	2.1	3.1
Average annual inflation HICP (%)	2.5	1.2	2.8	13.0	9.5	2.6	2.8
Unemployment (%)	5.9	6.7	4.8	5.4	5.6	5.2	3.6
Current account (% of GDP)	1.9	0.4	(1.1)	(2.7)	(0.9)	(1.8)	(2.2)
Trade balance (% of GDP)	(4.7)	(3.1)	(4.1)	(5.8)	(3.9)	(5.4)	(3.4)
Foreign exchange reserves of BNB (EUR million)	24,836	30,848	34,597	38,424	41,926	42,056	40,754
Foreign direct investments (% of GDP)	2.7	4.5	2.0	4.8	4.9	2.8	0.8
Gross external debt (% of GDP)	61.3	63.3	58.1	51.6	48.3	47.0	47.2
Exchange rate of USD (BGN for USD 1)	1.74	1.59	1.73	1.82	1.77	1.88	1.67

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



## Fibank Mid-term macro forecast

#### **MACRO ASSUMPTIONS** 2023-2025F

Spring forecast 2023, Ministry of Finance	2023	2024	2025F	2026F
GDP real growth, %	1.9	2.8	3.0	2.5
- consumption	1.3	4.3	3.7	3.2
- investment	10.2	(1.1)	12.8	(4.1)
- exports	0.0	(8.0)	2.6	3.8
- imports	(5.5)	1.3	6.7	2.4
Unemployment, %	4.3	3.8	4.1	4.0
Average HICP, %	8.6	2.6	3.6	2.2
Current account, % of GDP	(0.9)	(1.8)	(3.3)	(2.8)
Trade balance, % of GDP	(4.2)	(5.2)	(7.4)	(6.4)
FDI, % of GDP	5.5	3.1	3.1	3.2
M3 aggregate	8.7	8.7	9.4	9.0
Loans to businesses, %	9.7	10.1	10.3	9.2
Loans to individuals, %	15.9	20.8	18.9	15.2

### 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 3.0% in 2025 and 2.5 in 2026 y/o/y;
- The consumption expected to decline its growth up to 3.2% y/o/y until the end 2026;



# FIBANK AND THE BULGARIAN BANKING SYSTEM



## The banking sector at June 2025

### **GROUP 1: TOP 5 BANKS**

### **GROUP 2: OTHER BANKS**

	TOTAL ASSETS (Q2'25, BGNm)	MARKET SHARE (Q2'25%)		TOTAL ASSETS (Q2'25, BGNm)	MARKET SHARE (Q2'25%)
United Bulgarian Bank (KBC)	40 133	19,9%	Central Cooperative Bank	9 422	4,7%
DSK Bank (OTP)	37 838	18,7%		, .==	1,773
UniCredit Bulbank	37 147	18,4%	Procredit Bank	4 825	2,4%
Eurobank Bulgaria	24 332	12,1%	Allianz Bank	4 502	2,2%
First Investment Bank	15 832	7,8%	TBI Bank	3 798	1,9%
GROUP 3: FOR	REIGN BRAN	CHES	Investbank	3 784	1,9%
			Bulgarian Development Bank	3 170	1,6%
	TOTAL ASSETS (Q2'25, BGNm)	MARKET SHARE (Q2'25%)	International Asset Bank	3 067	1,5%
Citi Bank Europe - Bulgaria Branch	2 224	1,1%	Bulgarian-American Credit Bank	2 838	1,4%
ING Bank N.V Sofia Branch	1 328	0,7%	Municipal Bank	2 792	1,4%
BNP Paribas S.A Sofia Branch	634	0,3%	Mariopar Barik	2192	1,470
T.C. Ziraat Bankasi - Sofia Branch	536	0,3%	D Commerce Bank	2 193	1,1%
Varengold Bank AG	188	0,1%	Texim Bank	744	0,4%

Tokuda Bank

0,0%

67

512

0,3%

Bigbank AS - Branch Bulgaria

Fibank is the largest Bulgarian-owned bank

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

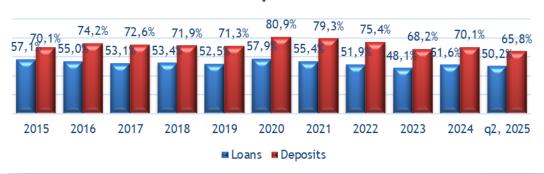


## Fibank Current Status of the Bank System

### Banking Sector as at 30 June 2025

y/oy	2019	2020	2021	2022	2023	2024	Q2,2025
Bank system assets, BGN M	114 201	124 006	135 410	155 406	172 075	191 611	201 907
Growth of assets in the bank system,%	8.2	8.6	9.2	14.8	10.7	11.4	13.2
Bank system profit, BGN M	1 675	814.7	1 416	2 079	3 417	3 695	1 968
Profit growth, %, y/oy	(0.2)	(51.4)	73.8	46.8	64.4	8.1	8.7
Bank system deposits, BGN M	91 853	100 671	109 356	126 197	136 768	148 935	154 375
Growth of deposits, %	8.6	9.6	8.6	15.4	8.4	8.9	9.3
Bank system loans, BGN M	61 699	64 821	70 723	79 774	88 982	101 655	108 129
Growth of loans, %	7.0	5.1	9.1	12.8	11.5	14.2	13.6
Capital adequacy, %	20.16	22.74	22.62	20.88	21.65	22.27	
Liquidity, %	269.9	279.0	274.1	235.0	246.7	241.0	254.0

### 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, June 2025



## Fibank and the Bulgarian Banking System

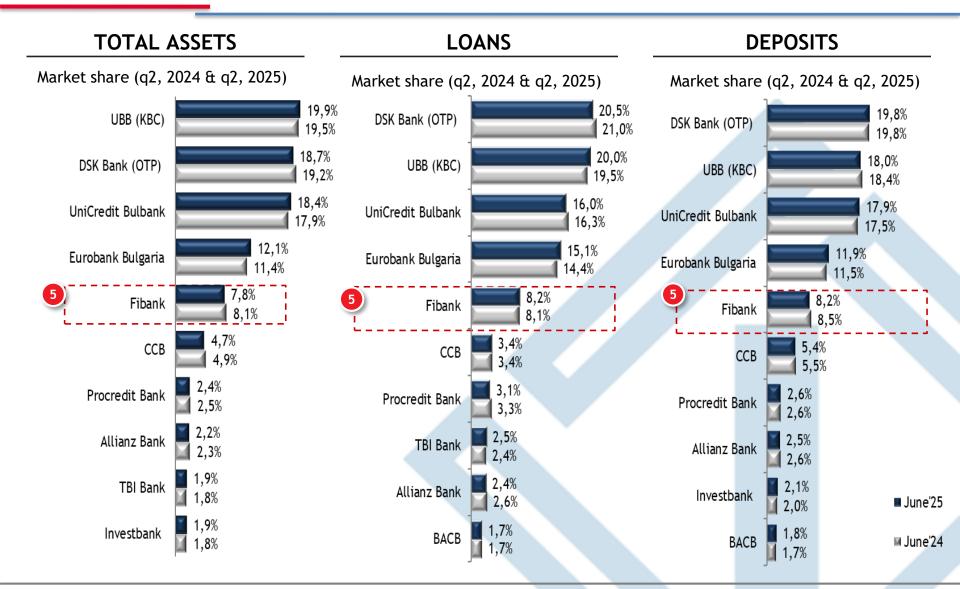
Fibank and the Banking Sector as at 30 June 2025

in BC	GN M	June'24	June'25	Growth
Assets	Banking system	178 426	201 907	13,2%
Assets	Fibank	14 528	15 832	9,0%
Deposits (other than from	Banking system	141 212	154 375	9,3%
credit institution)	Fibank	11 996	12 620	5,2%
Deposit of individuals and	Banking system	86 527	96 107	11,1%
households	Fibank	7 991	8 914	11,5%
Lagrata was basika	Banking system	95 214	108 129	13,6%
Loans to non-banks	Fibank	7 666	8 849	15,4%
Consumer loans	Banking system	19 652	22 558	14,8%
Consumer loans	Fibank	1 467	1 821	24,1%
Martanan lanna	Banking system	24 439	31 381	28,4%
Mortgage loans	Fibank	1 361	1 642	20,6%
Loans to businesses	Banking system	50 750	54 501	7,4%
Loans to businesses	Fibank	4 835	5 383	11,3%
	201.04	101	100	
in BC	GN M	June'24	June'25	Growth
Profit	Banking system	1 810	1 968	8,7%
	Fibank	41	110	168,7%

Source: Bulgarian National Bank, June 2024 and June 2025



## Fibank is top player in assets, loans and deposits at June My bank 2025. Committed to innovation & product leadership



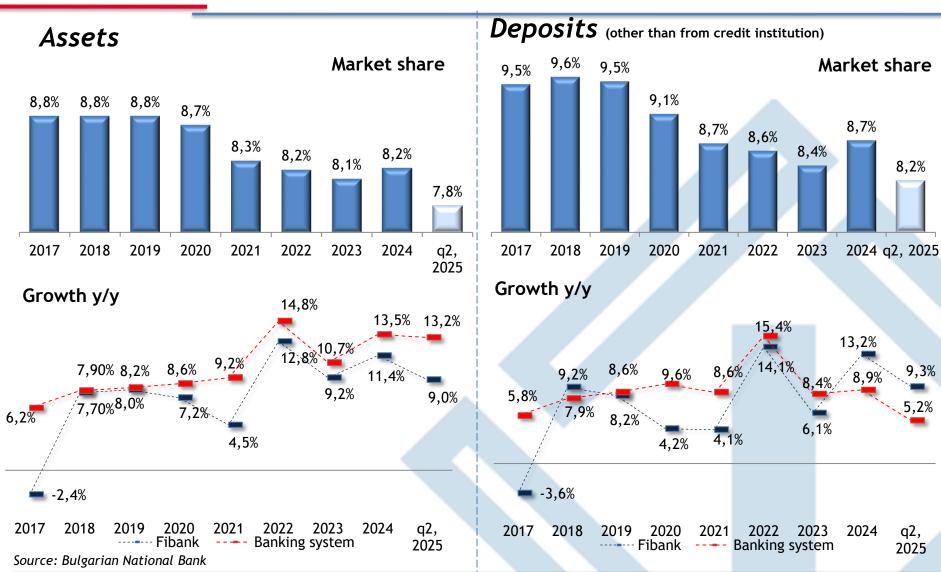


Increased market shares in business loans & retail deposits My bank at March 2025 as part of long-term strategy.

RETAIL DEPOSITS	RETAIL CONSUMER LOANS		MORTO LOA		LOANS TO BUSINESSES		
Market share (q2, 2024	& q2, 2025) Market s	share (q2, 2024 & q2,	2025) Market share (q2,	, 2024 & q2, 2025)	Market share	(q2, 2024 & q2, 2025)	
DSK Bank (OTP)	25,0% DSK Bank 24,8% (OTP)		34,7% 36,0% DSK Bank (OTP)	25,8% 24,9%	UniCredit Bulbank	20,0%	
UBB (KBC)	18,4% Eurobank 18,8% Bulgaria	19,4%	UBB (KBC)	22,2%	UBB (KBC)	19,0% 18,3%	
UniCredit Bulbank	15,7% 15,8% UBB (KBC)	17,3% 17,4%	UniCredit Bulbank	18,6% 18,4%	Eurobank Bulgaria	12,6% 12,0%	
Eurobank Bulgaria	12,0% 11,7% TBI Bank	10,6%	Eurobank Bulgaria	16,7% 16,3%	DSK Bank (OTP)	12,5%	
Fibank	9,3% Fibank	8,1% 7,5%	Fibank	5,2% 5,6%	5 Fibank	9,9%	
CCB 6,4	CCB	3,6% 3,8%	ССВ	4,0% 4,5%	Procredit Bank	6,1% 5,9%	
TBI Bank 2,7% 2,6%	AIII: D I	2,2%	Allianz Bank	3,2% 3,8%	ССВ	3,1%	
Allianz Bank 2,4% 2,5%	DACD	1,0% 0,9%	BACB 7	,2% ,3%	Investbank	2,7% 1 2,4%	
Investbank 1,8%	1 41 1	0,7%	Procredit Bank	.8% .8%	ВАСВ	2,3% 1 2,3%	
Municipal Bank 1,4%	D Commerce Bank	0,5%	D Commerce Bank	.7% .8%	Allianz Bank	2,0% 1 2,0%	
■June'25	■June'24	■June'25 ■June'24	<b>■</b> June	e'25 ■ June'24	■ June 25	■ June'24	

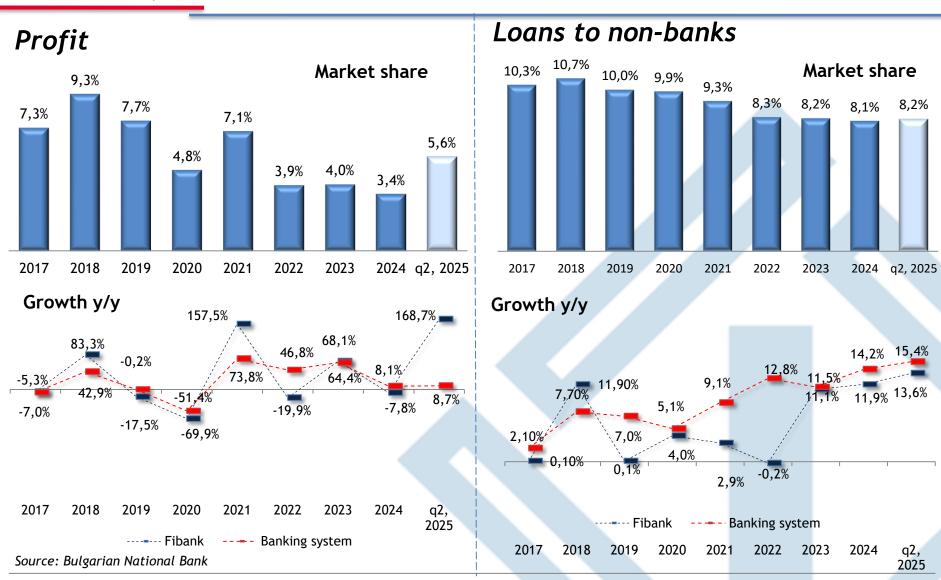


### Fibank: Market Share and Market Position





## Fibank: Market Share and Market Position

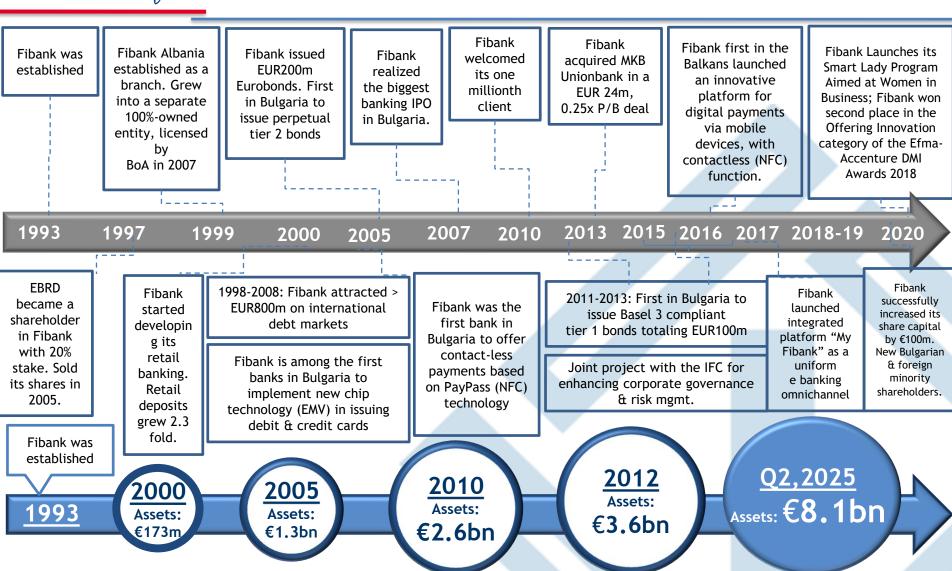




## FIBANK AT A GLANCE



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

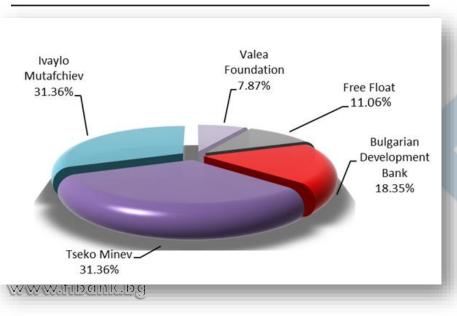


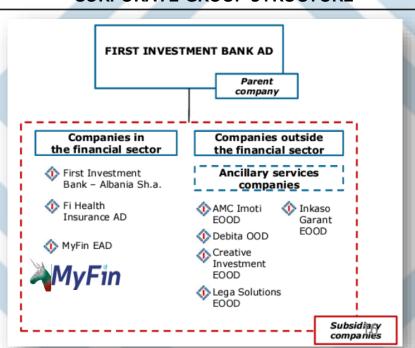


## Fibank Fibank at a Glance

- After years of leading successfully First Financial Brokerage House (FFBH) (a leading non-banking financial institution on the Bulgarian capital market), Mr. Ivailo 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 CORPORATE GROUP STRUCTURE entrepreneur Mr. Karel Komarek with 7.87%.

#### SHAREHOLDERS' STRUCTURE





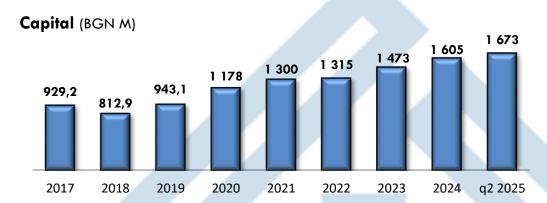


## Fibank Fibank at a Glance

#### 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: 'NS'
- Support Rating Floor: 'No Floor'



\*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.



## Fibank Fibank at a Glance

#### Domestic network

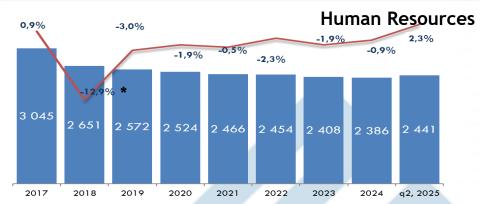
◆ As at 30 June 2025, Fibank clients are served in 114 outlets all over the country

#### 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

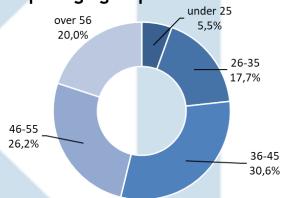


Source: Unconsolidated data, June 2025



- 1 462 (69.9%) employees work in the Head Office and 979 (40.1%) in the branch network;
- Employees per sex: 28.8% male and 71.2% female;
- Average age: 45 years;
- Voluntary turnover for q2, 2025 is 3.3%;

### Personnel per age groups



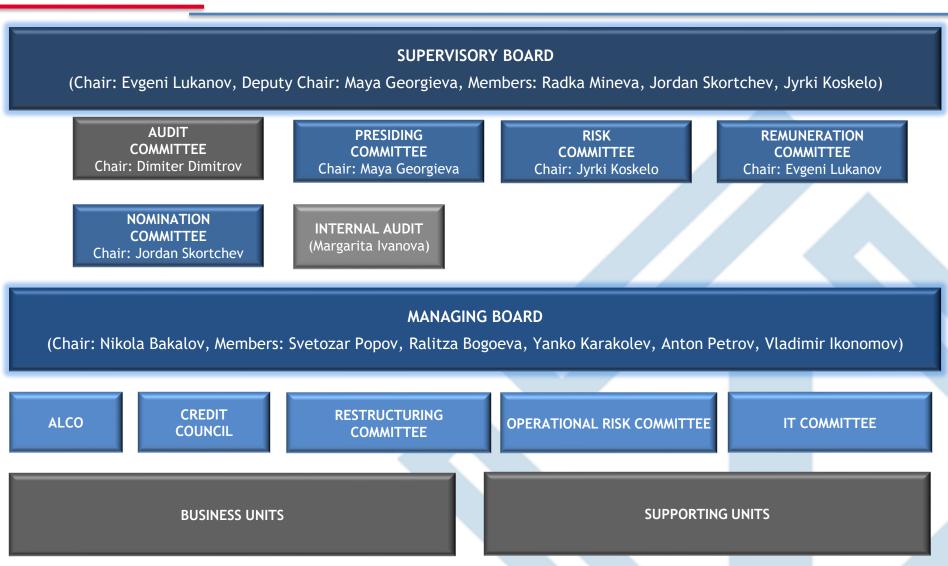


## Key dates and facts

- ◆ 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.
- ◆ 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.
- \$\Phi\$ 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.
- Description 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.





Fibank aspires to be one of the best banks in Bulgaria, recognized as innovative & customer-oriented bank

## 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 hightechnological solutions providing its customers with opportunities for banking from any place at any time.

## VISION AHEAD TO GROW FORWARD IN RETAIL & SME

STRONG COMPETITIVE ADVANTAGES SUPPORTIVE TO OUTPACE PEERS

### RETAIL BANKING

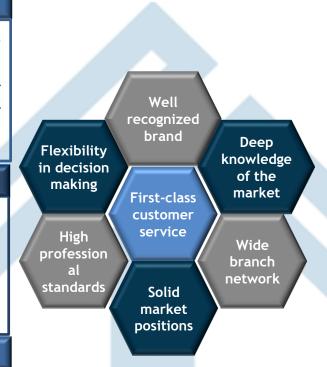
Emphasis on mortgage & consumer lending, the card business & innovative payment solutions in line with client needs & digital trends in banking business

### **COMMERCIAL BANKING**

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

### **BEST STANDARDS**

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

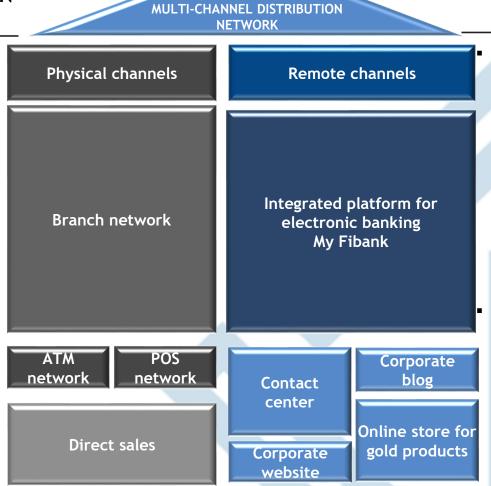




Multi-channel distribution network with adequate balance between physical locations & remote banking channels

## 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 110,2 m net profit in q2, 2025, used My bank as a strong tool for internal capital generation.

Tracera statement				
Income statement, BGNth	2022	2023	2024	Q2, 2025
Net interest income	270,740	369,90	2 427,115	218,924
Net fee & commission income	139,515	151,54	9 164,366	81,443
Net trading income	19,717	23,29	5 26,298	11,781
Other operating income	14,195	-27,19	2 -54,349	-44,766
Total operating income	444,167	517,55	4 563,430	3 267,382
Administrative expenses	-205,113	-210,66	7 -229,853	-115,750
Impairment	-135,349	-137,16	8 -194,041	-68,048
Other income/(expenses), net	-12,960	-18,90	2 -101	39,445
Group profit after tax	81,205	135,04	1 124,378	110,200
Balance-sheet indicators, BGNth	2022	2023	2024	Q2, 2025
Cash & balances with central banks	1,911,371	2,325,807	2,666,996	2,127,73
Portfolio of financial instruments	2,598,137	2,583,949	3,500,420	2,898,87
Loans & advances	6,649,525	7,418,027	7,917,260	9,075,513
Investment property and Repossessed assets	1,163,320	1,160,290	1,129,271	1,180,688
Other assets	391,705	400,455	545,965	549,67
Total assets	12,714,058	13,888,528	15,759,912	15,832,48!
Deposits	10,844,153	11,548,490	13,064,966	7 12,636,183
Other borrowed funds	116,487	439,634	722,384	1,099,89
		257.074	258,908	268,12:
Hybrid debt	256,861	257,871	230,300	_00,
Hybrid debt Other liabilities	256,861 168,348	169,607	108,318	110,94

### FINANCIAL HIGHLIGHTS Q2, 2025

- 1 For Q2, 2025 **net interest income** amounted to BGN 218,9 thousand.
- Net trading & other income generated additional BGN 11,8 M to the total operating income for the period.
- 3 Total operating income stood at BGN 267M (YE24: BGN 255M).
- Impairment charges remain stable, with the Bank's cost of risk up for q2, 2025. Asset quality metrics improved & risk profile enhancement efforts furthered in line with set targets.
- **5 Group profit after tax** is BGN 110,2M for supported by improving macro environment & related positive dynamics in loan loss provisions.
- **6** Total assets are BGN 15,8M (YE24: 15,8M) in line with deposits growth reflecting high customer confidence.
- 7 As at q2, 2025 attracted funds comprised BGN 12,636M customer deposits, BGN 1 099,9M other borrowed funds & BGN 268M hybrid debt, qualified as AT1.



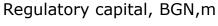
## Fibank with sound financial indicators. Improved profitability & coverage ratios due to conservative policy

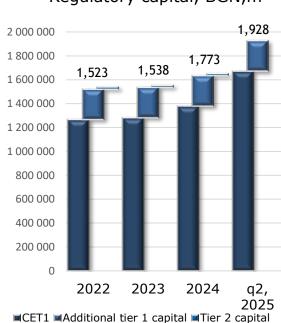
levels	Min.	2021	2022	2023	2024	Q2, 2025
CET1 ratio	4.5%	17.86%	18.11%	17.43%	18.50%	19.58%
T1 capital ratio	6%	21.46%	21.74%	20.89%	21.60%	22.55%
Total Capital adequacy ratio	8%	21.46%	21.74%	20.89%	21.60%	22.55%
Leverage ratio		13.11%	11.84%	10.95%	10.95%	11.89%
Liquid assets/customer deposits		28.07%	36.75%	39.22%	42.48%	38.42%
LCR		230.36%	225.36%	278.55%	251.74%	348.22%
NSFR		137.43%	145.47%	148.95%	155.83%	149.41%
Net loan/deposit ratio		67.01%	59.12%	62.28%	60.84%	67.99%
Earnings per share (in BGN)		0.67	0.54	0.91		
ROE (after tax)		8.29%	6.34%	9.60%	8.14%	13.41%
ROA (after tax)		0.91%	0.68%	1.03%	0.86%	1.40%
Income diversity ratio		64.38%	60.95%	71.47%	75.81%	81.88%
Cost/income ratio (CIR)		43.39%	47.57%	42.24%	40.80%	37.72%
Net interest margin		3.27%	3.02%	3.75%	3.33%	3.13%
Cost of risk (CoR)		1.82%	2.02%	1.83%	2.35%	1.51%
NPL90+ ratio		10.97%	9.25%	6.41%	4.39%	3.96%
Provisioning coverage ratio		6.84%	5.66%	4.85%	3.98%	3.92%
						19.58%
	CET1 ratio T1 capital ratio Total Capital adequacy ratio Leverage ratio Liquid assets/customer deposits LCR NSFR Net loan/deposit ratio Earnings per share (in BGN) ROE (after tax) ROA (after tax) Income diversity ratio Cost/income ratio (CIR) Net interest margin Cost of risk (CoR) NPL90+ ratio	Ievels  CET1 ratio  T1 capital ratio  Total Capital adequacy ratio  Leverage ratio  Liquid assets/customer deposits  LCR  NSFR  Net loan/deposit ratio  Earnings per share (in BGN)  ROE (after tax)  Income diversity ratio  Cost/income ratio (CIR)  Net interest margin  Cost of risk (COR)  NPL90+ ratio	Ievels         2021           CET1 ratio         4.5%         17.86%           T1 capital ratio         6%         21.46%           Total Capital adequacy ratio         8%         21.46%           Leverage ratio         13.11%           Liquid assets/customer deposits         28.07%           LCR         230.36%           NSFR         137.43%           Net loan/deposit ratio         67.01%           Earnings per share (in BGN)         0.67           ROE (after tax)         8.29%           ROA (after tax)         0.91%           Income diversity ratio         64.38%           Cost/income ratio (CIR)         43.39%           Net interest margin         3.27%           Cost of risk (COR)         1.82%           NPL90+ ratio         10.97%	Ievels         2021         2022           CET1 ratio         4.5%         17.86%         18.11%           T1 capital ratio         6%         21.46%         21.74%           Total Capital adequacy ratio         8%         21.46%         21.74%           Leverage ratio         13.11%         11.84%           Liquid assets/customer deposits         28.07%         36.75%           LCR         230.36%         225.36%           NSFR         137.43%         145.47%           Net loan/deposit ratio         67.01%         59.12%           Earnings per share (in BGN)         0.67         0.54           ROE (after tax)         8.29%         6.34%           ROA (after tax)         0.91%         0.68%           Income diversity ratio         64.38%         60.95%           Cost/income ratio (CIR)         43.39%         47.57%           Net interest margin         3.27%         3.02%           Cost of risk (COR)         1.82%         2.02%           NPL90+ ratio         10.97%         9.25%	Incompany of the property of the proper	Levels         4.5%         17.86%         18.11%         17.43%         18.50%           T1 capital ratio         6%         21.46%         21.74%         20.89%         21.60%           Total Capital adequacy ratio         8%         21.46%         21.74%         20.89%         21.60%           Leverage ratio         13.11%         11.84%         10.95%         10.95%           Liquid assets/customer deposits         28.07%         36.75%         39.22%         42.48%           LCR         230.36%         225.36%         278.55%         251.74%           NSFR         137.43%         145.47%         148.95%         155.83%           Net loan/deposit ratio         67.01%         59.12%         62.28%         60.84%           Earnings per share (in BGN)         0.67         0.54         0.91         0.86%         60.84%           ROE (after tax)         8.29%         6.34%         9.60%         8.14%           ROA (after tax)         0.91%         0.68%         1.03%         0.86%           Income diversity ratio         64.38%         60.95%         71.47%         75.81%           Cost/income ratio (CIR)         43.39%         47.57%         42.24%         40.80%



## Regulatory capital well above CRD IV requirements (Basel III). Profit retention following GMS to support CET1.

## REGULATORY 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**

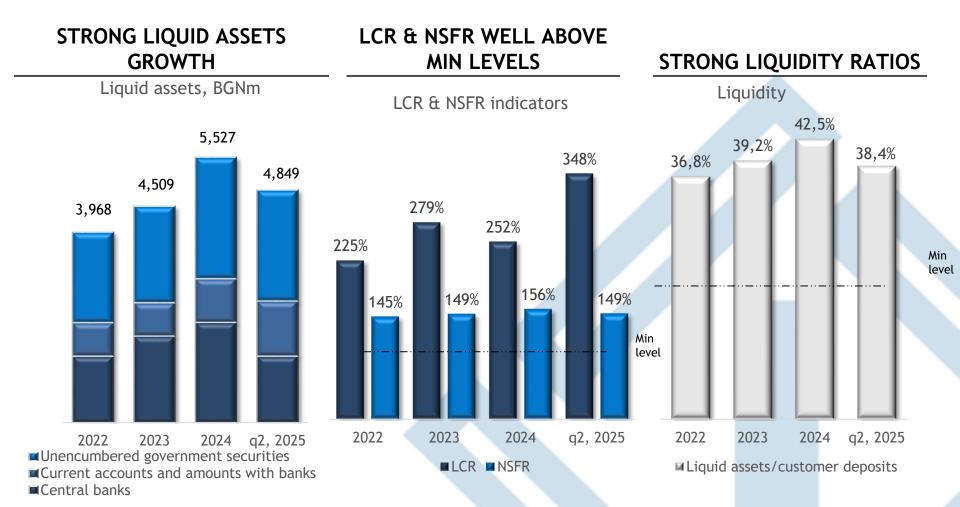
Own funds calculations, BGNth	YE2024	30.6.2025
Paid up capital instruments	149,085	149,085
(-) Indirect shareholding in CET1 capital instruments		
Premium reserves	250,017	250,017
Other reserves	1,153,679	1,318,239
Minority interests		
Accumulated other comprehensive income		
Deductions from CET1 capital:		
(-) Intangible assets	(23,796)	(24,725)
(-) Corrections IFRS 9	1,691	(17,236)
(-) Corrections		
Requirements 2016/101	(2,131)	(2,041)
Adjustments of CET1 capital	(9,682)	
Common Equity Tier 1 capital	1,518,863	1,673,339
Additional Tier 1 capital		
Hybrid debt	254,258	254,258
Tier 1 capital deductions:		
Transitional adjustments of Additional Tier 1 capital		
Tier 1 capital	1,773,121	1,927,597
Tier 2 capital		
STD		
Adjustments of Tier 2 capital		
Total own funds	1,773,121	1,927,597

## 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.

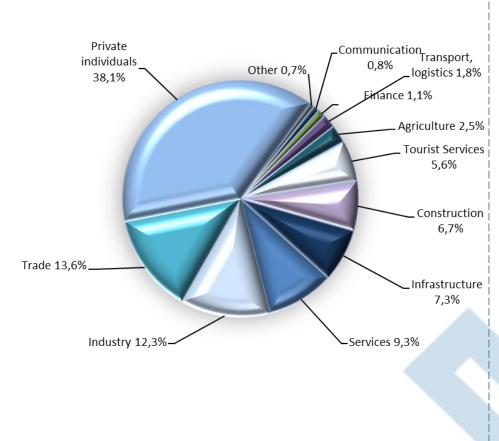


Strong liquidity in line with market. Liquidity My bank ratios well above minimum required levels.

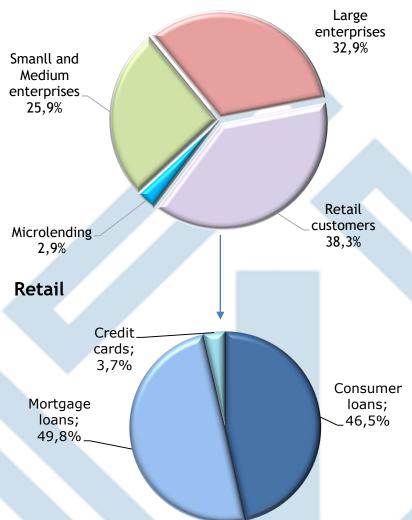




### Loan portfolio by sectors of economy



### Loan portfolio by business lines



Source: Unconsolidated data, June, 2025



## RISK APPETITE &RISK STRATEGY

29



Risk strategy updated to reflect macro situation.

My bank Measures for reducing the risk profile of loan portfolio.

## 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;
- 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



## Fibank with holistic approach for integration of sustainable My bank development requirements in Bank's activity.

Environme	ntal factors	al factors Social factors		Governance factors		
Business strategy and strategic development goals	Risk strategy and Risk Appetite Framework	Credit process and decision making	Investment services and activities	Commitment of management staff on ESG factors	Disclosure and reporting	
Sustainable product development management	Management and monitoring of ESG risks	Assessment of customer creditworthiness	Valuation of collateral for credit transactions	Developing a culture of sustainability among employees	Remuneration policy	

- 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.

www.fibank.bg



New green financing products launched. Smart Lady program My bank further developed. Support of social micro financing cont'd.

### 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.

www.fibank.bg



## **RECENT AWARDS**



## Recent awards confirmed Fibank's successful development My bank & strong focus on innovation & digitalization

#### **EUROMONEY AWARDS**

# O24 Deloitte

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

#### BANK OF THE YEAR AWARDS 2025



**BANKER OF THE YEAR 2024** 

Fibank won the award in the category "Customer Trust" at the "Banker 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

Best bank for customer

experience 2025

**EUROMONEY** 

AWARDS FOR EXCELLENCE

#### BANK OF THE YEAR AWARDS 2024 BANK OF THE YEAR AWARDS 2023 BANKER OF THE YEAR



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



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



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



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



## Awards confirmed Fibank's successful development & My bank strong focus on innovation & digitalization

DIGITAL BANK OF THE YEAR - BULGARIA

#### EFMA-ACCENTURE DMI **AWARDS**

2 AWARDS ON **DIGITAL CARDS**  **BANK OF THE YEAR AWARDS** 

**EUROMONEY AWARDS** 









- 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.





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

financial magazine Euromoney

**WORLDWIDE FINANCE AWARDS** 



 Fibank is among the best digital banks in Europe

- 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.
- 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 institutions renowned 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 for children microchip teenager debit cards, as well as Bank's financial early education program.