Transilvania Investments

Conference Call, Q3 2025 Financial Results

November 21st, 2025, 2:00 p.m.

Good afternoon! Welcome to the Transilvania Investments Alliance conference for the presentation of the financial results recorded as at September 30th, 2025, results which have been disclosed and published on the website of Bucharest Stock Exchange on Friday, November 14th. The presentation of financial results will be carried out by Marius Moldovan, Executive President, and Răzvan Raţ, Executive Vice-President, both members of the Executive Board of Transilvania Investments. Today's presentation material is available on our website, under Investor relations section. Please be informed that this conference will be recorded, with the audio recording to be posted on our company's website. Moreover, we have a very important remark, namely that this presentation does not include any full or comprehensive financial or commercial analysis of Transilvania Investments, nor does it present its position or perspectives in a full or comprehensive way. It should not be deemed to include all the information required by a person interested in acquiring shares issued by Transilvania Investments for a full analysis of all issues covered by this presentation. We recommend for any person interested in acquisition to make any investment decision on the shares issued by Transilvania Investments or the companies in its portfolio to rely solely on the information from the official public reports of our company. The presentation may include forward-looking statements. However, such statements should not be deemed as warranties or forecasts of Transilvania Investments regarding future expected results. The presentation is not intended as, nor should be deemed as a forecast of future results for Transilvania Investments. The company shall not be under any obligation to update any of the potential forward-looking statements. Having this said, I kindly ask Marius to start the presentation.

Marius Moldovan: Hello everyone! Before diving into the presentation, I have a couple of remarks. I understood that we have among us an international participant. Because the structure of the presentation actually is in Romanian, at the end of the presentation we'll have the Q&A in English. So, we start in Romanian, after that we'll have the Q&A in English. I also mention that the English presentation is available on the Transilvania Investments website.

The presentation comprises of two parts, namely the financial position and performance as at September 30th, 2025 and the second part, the strategic objectives of the Fund.

With regards to the financial position and performance as at September 30th, 2025, we have the following financial results. The Fund has had a positive dynamic with respect to net income, the profit recorded and the evolution in the share price of Transilvania Investments, namely net income is up by 52% compared to the similar period last year, meaning higher by RON 7.6 million compared to the ones forecasted in the revenue and expenditure budget for the entire year 2025.

Operating expenses amount to RON 23 million, up by 7.5% than the expenses recorded as at September 30th, 2024.

The net profit, after 9 months, amounts to RON 112.13 million, up by 75.86% than the net profit reported for September 30th, 2024.

The asset portfolio amounts to RON 2.25 billion, higher by 12,5% compared to the similar period of last year and 16.7% higher compared to the entire year 2024.

The financial instrument portfolio value amounts to RON 2.14 billion, higher by 11.8% compared to September 30th, 2025.

The net asset value as at September 30th, 2025 amounts to RON 2.09 billion, up by 10.5% compared to the similar period of last year.

The TRANSI share closing price at BSE amounts to RON 0.4870/share, up by 31.4% compared to September 30th, 2024.

The net asset value per share recorded at the end of the period amounts to RON 0.9950/share, up by 12.3% compared to the similar period of last year.

The TRANSI share trading discount is 51%, down by 8 pp compared to the similar period of last year.

The statement of financial position on September 30th, 2025. Cash and cash equivalents amount to RON 53.5 million, financial assets measured at fair value through profit or loss RON 768 million, government securities measured at fair value through profit or loss RON 99.5 million, financial assets measured at fair value through other comprehensive income RON 1.2 billion, corporate bonds at depreciated cost RON 39 million, total assets RON 2.25 billion, total liabilities RON 160 million, retained earnings RON 332 million, revaluation reserves on assets RON 509 million, other reserves RON 1.03 billion and total equity RON 2.089 billion.

The statement of profit or loss, as I was saying, with net income amounting to RON 136.6 million, RON 23 million total expenses, RON 113.6 million profit before tax and RON 112.13 million the net profit for the period.

Among other comprehensive elements we have gain from revaluation of financial assets measured at fair value through other comprehensive income RON 188.5 million, other comprehensive income for the period amounting to RON 188 million and RON 300.6 million total comprehensive income for the period. The result per share amounts to RON 0.0530.

The next slide presents the cash flow evolution. We also have the achievement of the revenue and expenditure budget, with dividend income obtained, forecasted and achieved for Q3 2025 amounting to RON 64.6 million, the bank interest/government securities interest income amount to RON 6.5 million, while the gain on financial assets measured at fair value through the profit or loss account amounts to RON 65.5 million.

In terms of the strategic objectives, this slide is presented at the end of every quarter, together with the financial statements, namely the pillars underlying the Fund's entire strategy. The investment policy pursues a medium and long-term horizon. The investment strategy is balanced, mainly referring to restructuring the historical portfolio and, at the same time, improving the return profile of holdings. We aim at a balanced shareholder remuneration policy, both by dividend and buy-back programmes for cancellation of bought-back shares. The Fund's KPIs aim at increasing the net asset value per share by at least 6% per year and the annual reduction of the trading discount by at least 7%.

The risk profile is medium and, from the IFRS view, the Fund has been applying the exception from consolidation, the Fund being declared an investment entity, which does not consolidate majority holdings or in affiliated entities.

The business pillars underlying the strategy refer to several lines, namely holdings in tourism, in real estate, since the Fund aims, through its departments, at having an active approach, with active transactions of instruments listed on the Romanian capital market and, with respect to significant holdings, in affiliated entities or majority holdings, we have a private equity approach in this area.

As a new element, by the General Meeting of Shareholders of October 7th, 2025, we proposed the exit strategy, which was approved by majority, with over 95% of the votes casted. I think it was actually 99%, to be more precise. The exit strategy was approved exactly as proposed by the company's management. This exit strategy mainly aims at restructuring the historical portfolio of holdings that have either exhausted their growth potential or do not generate a risk-adjusted return expected from the management's view. The inclusion of holdings in this strategy relied on a methodology which aimed both at financial performance and valuation perspectives, as well as future strategic considerations, the possibility to sell certain stakes, in terms of how attractive said shares are for strategic investors, and we also considered reducing risk as a result of implementing this strategy.

The next slide presents the companies which are part of this exit strategy. They are from fields such as tourism, construction and building materials, vehicles and spare parts, industrial goods and services, consumer discretionary products and services, banks, financial services, technology and real estate.

On the next slide we can see the evolution of the Net Asset Value and of the Net Asset Value per Share. During January - September 2025, the Net Asset Value increased by approx. 14%, from RON 1.8 billion to RON 2.09 billion and the Net Asset Value, as I was saying, reached RON 0.9950 at the end of the reporting period.

We have an interim snapshot on performance indicators, reported yearly, but considering their current status of achievement on September 30th, 2025, namely the Net Asset Value Per Share has increased by 17.14%, compared to a growth target of 6% for the entire year 2025, and the trading discount was reduced in this interval by 9.46%, compared to a 7% reduction target for 2025.

We continue with the portfolio structure. The portfolio structure by financial instruments is the following: listed shares (82.2%), government securities (4.6%), private equity holdings (4.6%), corporate bonds (1.8%), unlisted shares and equity interests (5.4%). With regards to sector allocation, we have 36.5% of our portfolio in banks, approximately 21.8% in tourism and leisure, 7.6% in real estate, 8.3% in energy and 19% in financial services.

On the next slide we have the evolution of portfolio components during the first nine months of 2025, namely the evolution of the total assets value, of the net asset value with interim milestones. Therefore, considering the net asset value amounting RON 1.83 billion as at December 2024, the net asset value as at September 30th, 2025 amounted to RON 2.09 billion.

In terms of companies in our portfolio, there were 64 at the beginning of the year, and 56 on September 30th. The financial instrument portfolio (including cash) amounted to RON 1.9 billion and reached RON 2.2 billion at the end of the reporting period. The financial instruments portfolio amounted to RON 1.87 billion and reached RON 2.14 billion at September 30th. The cash and cash equivalent, from RON 18.5 million, has currently reached RON 53.5 million. All indicators have signalled an improvement throughout the reporting period.

During the first nine months of 2025, the total assets value increased by 16.73%, unannualized rate. As I already mentioned, the net asset value had a similar evolution, recording a 14.12% increase in the first nine months of 2025.

The top 10 holdings as at September 30th, 2025 are presented on the next slide. The most significant holding is represented by the stake held in Banca Transilvania - the biggest bank of Romania, and the most active traded issuer at Bucharest Stock Exchange, which accounts for 23.41% of the Fund's total assets. Another significant holding is in BRD Groupe Société Générale, with 9.96%, Turism Felix 8.82%, Evergent 7.5% and OMV-Petrom București 6.56%. We also have a significant holding in a high performing private equity fund, with a regional CEE investment strategy, with 4.34% of the total assets of the Fund, namely in the total assets of the private equity fund we hold 8.5%. We have Aro Palace with 4%, THR Marea Neagră 3.43%, followed by two smaller holdings, FEPER SA 2.34% and CASA ALBĂ INDEPENDENȚA SIBIU 2.02%.

I'm going to pass the microphone to my colleague, Răzvan.

Răzvan Raț: Good afternoon! Thank you, Marius! I'm going to continue with the financial instrument portfolio variation. We notice a positive evolution, from RON 1.88 billion at the end of 2024 to RON 2.23 billion at the end of the third quarter. This means +19%, nominal RON +357 million.

Going into more detail, at the level of sub-portfolios, the share sub-portfolio has recorded the biggest net positive impact, namely RON 333.8 million, the equity holdings sub-portfolio has brought an additional amount of RON 11.8 million, fund units brought an additional amount of RON 5.8 million and RON 5.3 million from government securities. I'd like to pinpoint here the method for determining impact, which relies on the difference of fair value recorded by financial instruments from the portfolio on the reference date vs. the initial date, the result of transactions made with different financial instruments in the 9-month interval, as well as the financial resources generated by these holdings, including dividends collected or associated cash flows.

The financial instrument portfolio variation by sectors. We can notice that the biggest increase comes from the banking sector, + RON 155 million. Exactly as Marius pointed out, our biggest exposure in the portfolio is in Banca Transilvania, so it is normal for it to ensure the highest growth. Out of the top increases, somehow based on the portfolio exposure, which is focused on the banking sector, financial services, tourism and leisure and also energy.

The evolution of TRANSI shares in the first nine months of 2025. Considering the price at the beginning of the year, TRANSI had a positive evolution. The closing price in the last day of Q3 is higher by 30.6% as compared to the price as at December 31st, 2024. We notice that liquidity improved in Q3. The average traded volume amounts to 400,000 shares per session. If we also consider DEAL transactions, the average traded volume was 1 million shares per session. There is an improvement, but we believe liquidity can continue to be improved. This is an indicator that we monitor, together with reducing the trading spread and the discount reduction.

On November 24th, on Monday, the public bid for share buy-back is also going to start. These are shares bought back for cancellation, amounting 158.400 million shares, comprising 7.45% of the share capital. The subscription period for the bid is going to be from November 24th to December 8th, 2025.

The evolution of the trading discount in the last 12 months. Throughout the last 12 months, there was a significant improvement in the net asset value per share, which increased from RON 0.8860 to RON 0.9950 at the end of September, meaning a 12% increase from one year to the other and an appreciation of the share market price, from RON 0.3620 in September 2024 to RON 0.4870 in September 2025. Consequently, the trading discount was also significantly reduced, from 59% in September 2024, to 51% at the end of September 2025, with a discount reduction of 14%, which also shows an improved perception of investors and a gradual alignment between the market value and the net asset value.

By considering the net asset value as at September 30th, shares are traded with a 51% discount by reference to the total asset value. If we consider the top 10 holdings, the most liquid in our portfolio, we notice a 40% discount.

The investments made during January-September 2025. Withing the long-term portfolio, the FVTOCI portfolio, there have been acquisitions amounting to RON 63 million, comprising of shares issued by Evergent Investment. We currently reached the threshold of 9.46%. In addition to acquisitions on the Romanian capital market, within the FVTOCI portfolio, there have been acquisitions of shares in the CEECAT Funds II, amounting to EUR 464,000, and within the short-term portfolio, FVTPL, there have been acquisitions of shares issued by Banca Transilvania, Premier Energy, BRD, as well as acquisitions of government securities denominated in RON, which mainly were on a short-term, with maturities of less than 1 year.

Moving on to disinvestments, the sales conducted in the same period, during the first nine months of the year, at the level of the FVTOCI long-term portfolio, amount to RON 81 million, and mainly referred to marking profit in the case of issuers such as BRD, OMV-Petrom, as well as the sale of the entire stakes held in Electrica, Romgaz, Purcari, Fondul Proprietatea and Holde Agri Invest. Within the FVTPL portfolio, there were sales amounting to RON 74 million.

There have also been profit markings on the speculative portfolio, in the case of issuers such as Banca Transilvania, OMV-Petrom, Medlife etc.

In addition, at the level of the FVTPL portfolio, Transilvania Investments sold shares held in THR Marea Neagră within the tender offer run by this the issuer at the beginning of the year.

This concludes our presentation and if you have questions, we can start the Q&A session.

Marius Moldovan: Is there any question, for the Q&A, please? OK. Since there are no questions, we would like to thank you all for being here and we kindly invite you to continue following our progress. Thank you!

Răzvan Raţ: Thank you!

Marius Moldovan: Have a great day!