



**WOOD&Co. Frontier
Investor Days**
September 2022

Giorgi SHAGIDZE
CEO



our presenting team



Giorgi Shagidze
maib CEO



Vytautas Plunksnis
Chairman of the Supervisory
Board maib



Vasile Tofan
Member of the Supervisory Board
maib



Macar Stoianov
CFO-appointee subject to NBM
approval



Ecaterina Caraman
Head of Investment Department



Evgenii Risovich
Project Management and
Investor Relations

maib at a glance



Key facts

- **Overview:** A leader in the Moldovan banking market
 - #1 bank by loans, deposits, distribution network, brand perception and most other key indicators
- **Customer base:** Strong operations across all the major market segments in Moldova
 - Approx. **911k** customers in retail, SME, and corporate segments
- **Distribution:** Approx. 2300 employees across the nationwide distribution network
 - **144 branches**
 - **295 ATMs**
 - **10.540 POS terminals**
- **Operations:** In addition to banking operations in Moldova, a leasing subsidiary in Moldova
- **Funding:** Mainly via deposits and equity. In 2021 took out a subordinated loan from an international financial organization
- **Shareholders:** Disciplined and consistent dividend payer. Dividend distribution aligned with NBM recommendations for dividend distribution.

Financial highlights*

Key Figures** (30 June 2022)

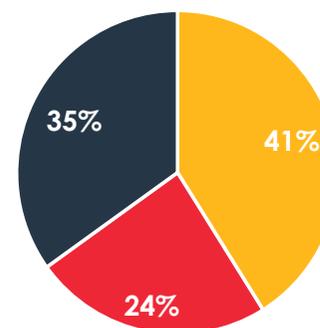
Total assets	MDL mln	38,973	*USD mln	2,038
Customer loans (principal)		21,193		1,108
Mortgages (principal)		3,676		192
Customer deposits (principal)		27,998		1,464
Shareholders' equity		5,934		310

Key ratios** (2Q 2022)

ROE	17.4%	Loan-to-Deposit ratio	72.4%
Cost-income ratio	46.4%	Tier 1 ratio	19.9%
NPL ratio	2.5%		

(*) Exchange rate used: USD/MDL 19.12 as at 30 June 2022

maib shareholder structure



■ HEIM PARTNERS LIMITED (EBRD, HORIZON CAPITAL GP, INVALIDA INVL)

■ 13 INDIVIDUAL SHAREHOLDERS

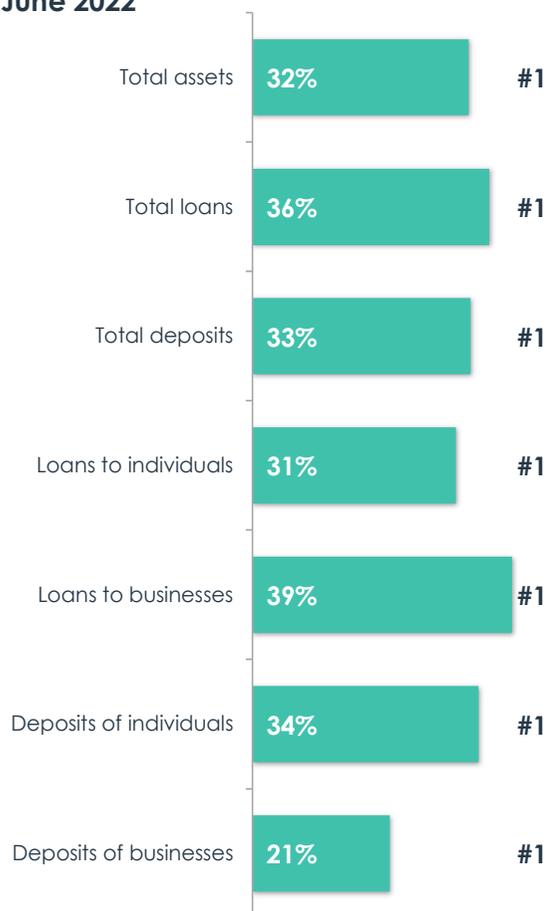
■ 3000+ SHAREHOLDERS

maib at a glance (continued)



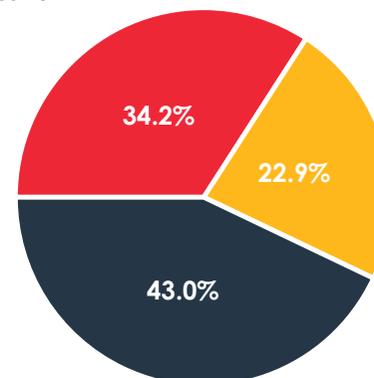
Market position

Market shares / rank* as at 30 June 2022

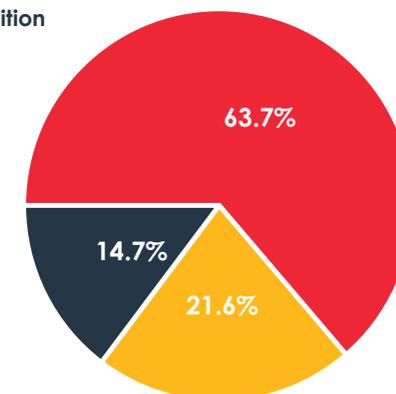


Key business segments

Customer loans composition (30 June 2022)



Customer deposits composition (30 June 2022)



Retail

911 thousand clients

- Market leader in the segment by deposits
- Leading bank among affluent customers
- Strong positions among mass retail customers
- Consistent business volumes expansion

SME

29 thousand clients

- Emerging leader in the SME segment
- Strong focus on winning market share in the segment
- Highest growing segment in bank's portfolio

Corporate

470 clients

- Established business relationships with many of the key corporate clients in Moldova
- Diversified product offering
- Estimated market share - nearly 50% of corporate clients in Moldova

Source: NBM, Company information

(*) Market share and rank data is based on NBM disclosure; **Business** comprise total Corporate and SME; **Individuals** comprise total Retail.

our story so far



1991

Maib is established

The bank is a successor to the government owned Agroindustrial Bank. The institution obtained its license for banking operations, including in foreign currency

2000

The General Assembly of Shareholders confirmed the EBRD and Western Nis Enterprise Fund as potential foreign investors of the bank. One year later, the two institutions invested 9.8% and 9.9% in the bank's equity.

2007

Development of retail banking offering
- Starting from 2007, individuals can open deposits at any of the bank's branches on the entire territory of the country.

Internet banking launched as a pilot project

2016

maib launched a large-scale project aimed at transforming the institution into a modern European bank, optimizing, centralizing and automating its business processes, enhancing its efficiency and quality of services.
Bank is an indisputable leader on the banking market, topping the banking efficiency rating

2018

A new stage in maib development
41.1% of the bank's shares were purchased by HEIM Partners Ltd – a consortium of internationally well-known investors: EBRD, Invalida INVL and Horizon Capital.

2022

Major upgrades to both client-facing and internal processes. First Agile teams launched, second ecosystem – CasaHub (real estate) launched, Alto – premium banking launched

1993

The bank became a founder of the Moldovan Stock Exchange

2002

- maib is the first bank in Moldova to set up a leasing company – maib Leasing.
- maib created its Business Center where corporate clients – local and foreign companies from various economic sectors - were being serviced individually.

2008

For the first time on the market, maib began issuing Visa and MasterCard chip cards and payment terminals. The client service system via telephone developed as InfoCentru and InfoTel services were created.

2017

- Launch of mobile application
- maib launched mobile application maibank, granting rapid access to Mobile Banking and Internet Banking services.
 - The best designed AML solutions implementation.

2021

Maib refreshed Strategy, new Mission, Vision, Values were approved and strategic initiatives – launched. New brand identity introduced in Oct 2021. DriveHub ecosystem launched Nov 2021

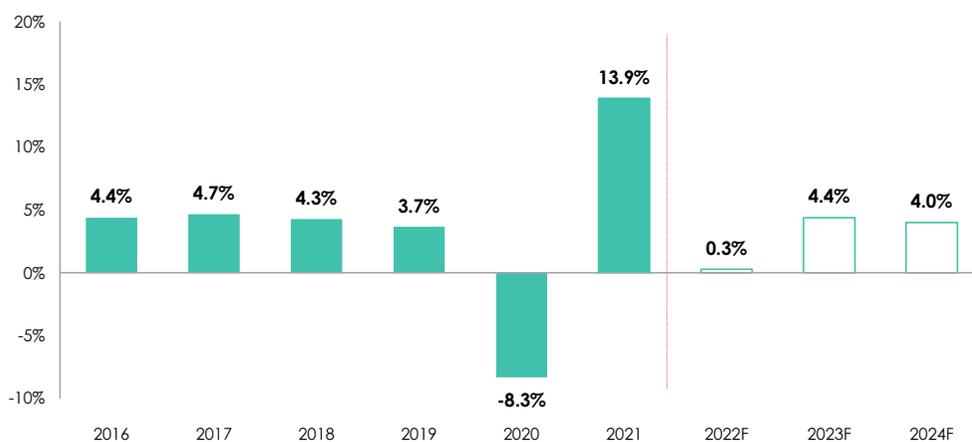
Moldova at a glance

Overview

Economy*	<ul style="list-style-type: none"> Population: 2.9 mln GDP (2021): USD 13.2 bln GDP per capita (2021): USD 4,600 Average real GDP growth (2015-2021): 3.2% Forecasted average real GDP growth '22-'24: +2.9% Total loans / GDP (2021): 24.3%
Currency	<ul style="list-style-type: none"> Currency: Moldovan leu (MDL) Exchange rates (30 June 2022): USD/MDL: 19.12; EUR/MDL: 20.11
Recent developments	<ul style="list-style-type: none"> Pro-EU government has been installed recently after both presidential (November 2020) and parliamentary (July 2021) Republic of Moldova has been granted the EU candidate status in June 2022

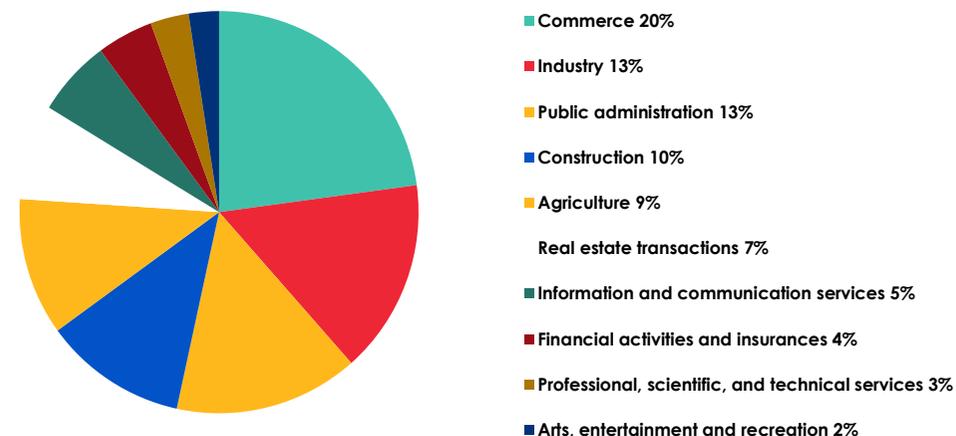
(*) Source: National Bureau of Statistics of Moldova

GDP development



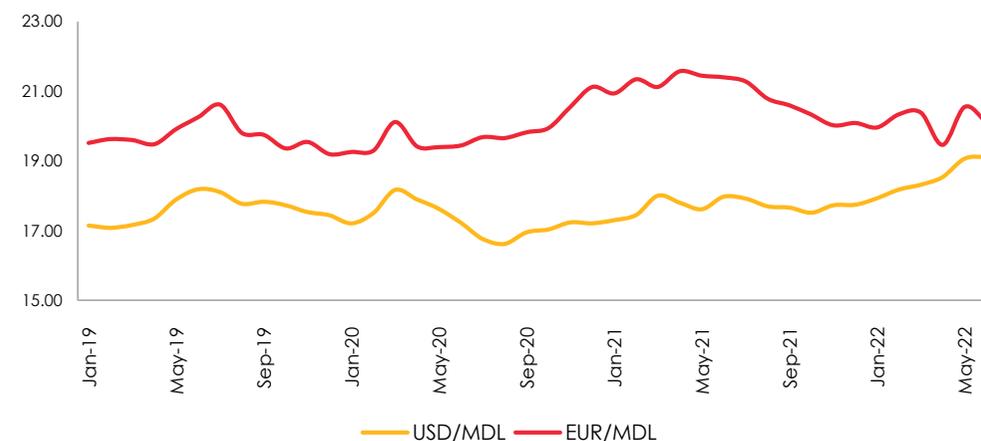
Source: National Bureau of Statistics of Moldova, Ministry of Economy and Infrastructure of Moldova

GDP composition 2021



Source: National Bureau of Statistics of Moldova

Currency stability: FX rates



Source: NBM

integration with EU

Moldova has stepped up its efforts to closer integration with the EU

Moldova-EU relations

- **Republic of Moldova has been granted the EU candidate status in June 2022**
- EU Candidate status granted in record short time – 3 months
- EU Commission cited solid foundations for democracy and sound economy
- **Association Agreement** between Moldova and the EU was signed in 2014. It includes:
 - Deep and Comprehensive Trade Area agreement, which is effectively a free trade agreement between Moldova and the EU
 - Visa-free entry in the Schengen zone for Moldovan citizens
 - A financial assistance package covering several sectors of the economy
 - A range of infrastructure projects financed by EU, including roads, schools, hospitals and other public service objects
- **Pro-EU government** has been installed recently after both presidential (November 2020) and parliamentary (July 2021) elections yielding a strong majority for the pro-EU block
- **Dual EU-Moldovan citizenships** are estimated to be as high as 600k in number, or one fifth of the population. Romania alone granted 642k citizenships to Moldovans

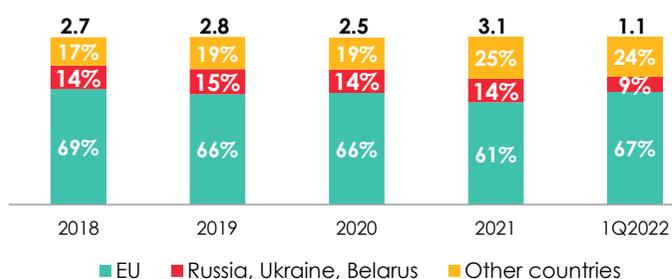
Moldova at EU's eastern border

Moldova borders Romania, an EU member since 2007. EU finances a variety of initiatives in Moldova, including infrastructure and is Moldova's largest trade partner



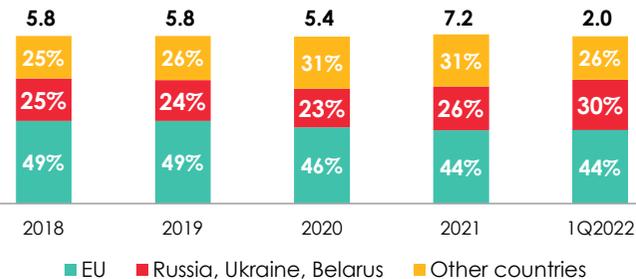
EU dominates trade and remittances

Exports to EU now over two thirds of total, bUSD



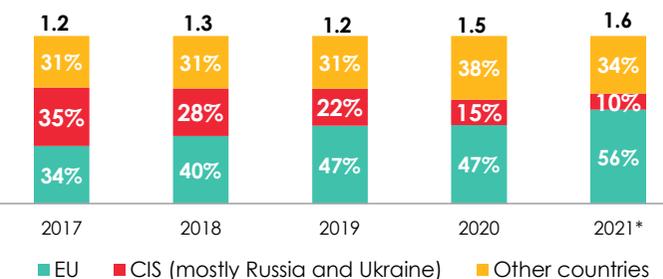
Source: National Bureau of Statistics of Moldova

Imports from EU under half of the total, bUSD



Source: National Bureau of Statistics of Moldova

Remittances from abroad – EU now highest, bUSD



Source: NBM, (*) maib estimate

positive macro outlook



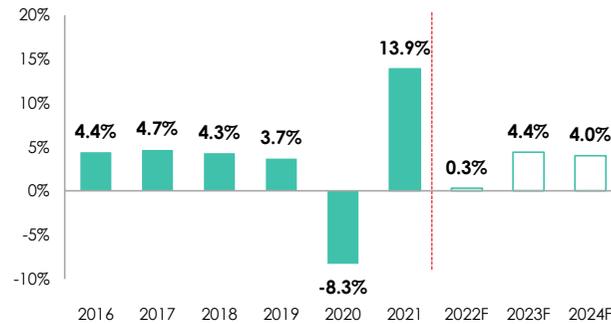
Economy is expected to rebound strongly from COVID crisis, public finance sound

Strong 2021, but uncertain 2022

- Moldova had a strong rebound in 2021, the economy exceeded 4% annual growth prior to 2020
- New government seeks pragmatic relations with neighbors, both EU and Russia, is focused on domestic anti-corruption agenda
- COVID crisis resulted in nearly 6% budget deficit in 2020, but public debt remains significantly below peers
- There has been a substantial rebound in remittances which are destined almost entirely towards domestic consumption
- Due to war Moldovan economy has been downgraded to near flat growth but is expected to jump start again in 2023

GDP to return to growth

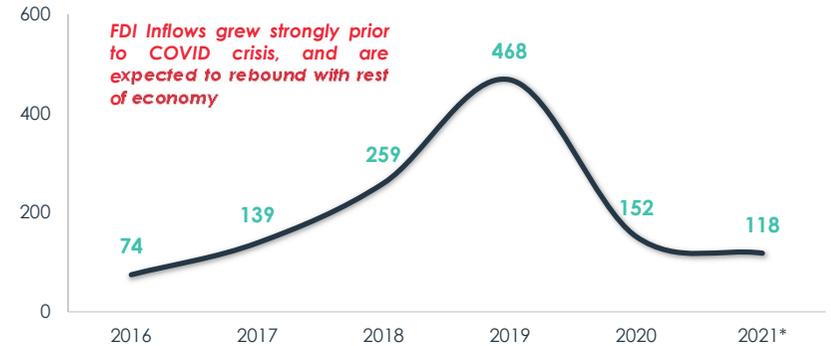
GDP hit hard in 2021, but expected to regain losses



Source: National Bureau of Statistics of Moldova, Ministry of Economy and Infrastructure of Moldova

FDI inflows up strongly before COVID, rebound expected

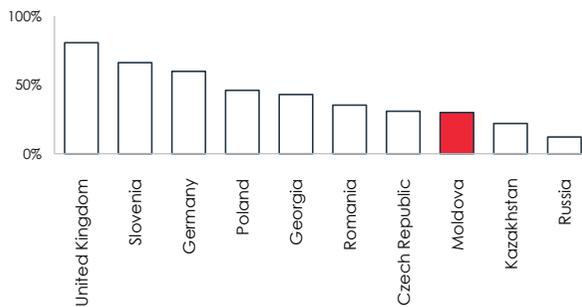
Moldova net FDI Inflows 2016-2021, mUSD



Source: NMB, (*) maib estimate

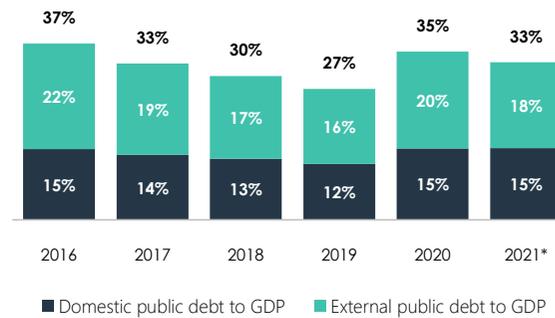
Public finances sound despite large deficit in 2021

Debt to GDP (2021) at 33%* is one of the lowest among peers



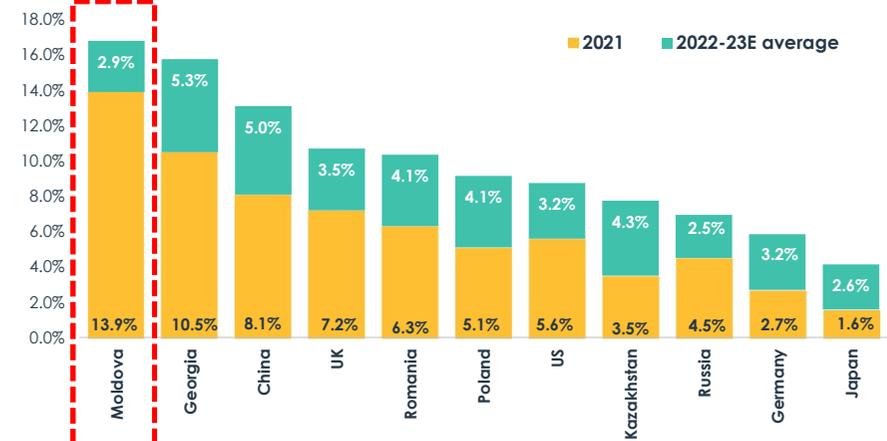
Source: IMF, Central banks and regulators, Fitch, * maib research

Debt to GDP was in decline prior to 2021



Source: NMB, (*) maib estimate

Economic growth predicted in line with peers

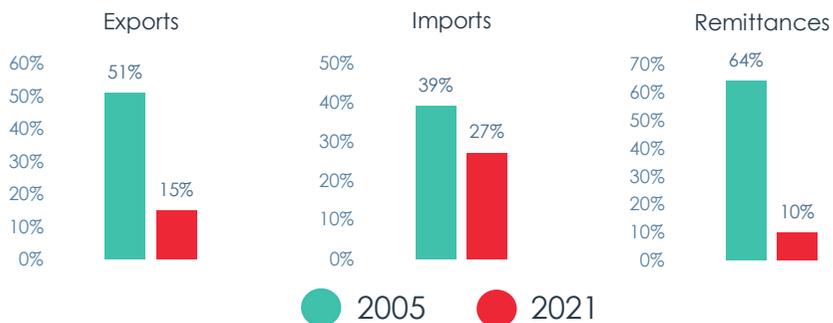


Source: Renaissance Capital, (*) maib estimate

impact of war in Ukraine

Geopolitics: exposure to Russia/CIS reduced

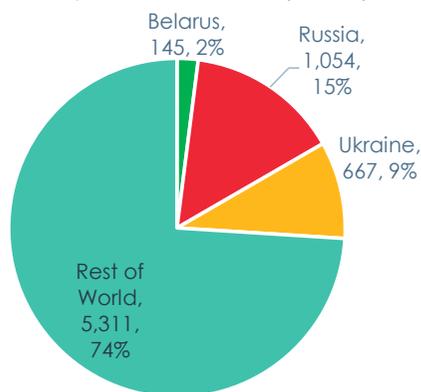
Reliance on CIS trade (mostly Russia, Ukraine, Belarus) and remittances has decreased dramatically



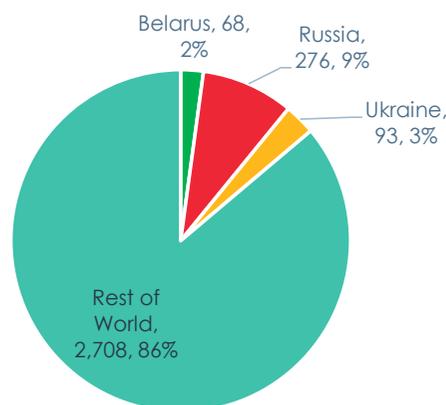
Source: UN, National Bureau of Statistics of Moldova, Johns Hopkins University

Some disruption expected as reliance on Russia/Ukraine trade remains

2021 Imports to Moldova (USDm)



2021 Exports from Moldova, USDm



Source: National Bureau of Statistics of Moldova

2022 GDP forecast reduced as supply chains are affected by war

Moldovan economy affected by supply chain disruption: 2022 GDP growth forecast **revised down to 0.3%** from 4.8% since the start of the war by the Government

NBM expects **inflation as high as 21% in Q2-Q3 2022** as supply chains are re-oriented

Moldovan lei came under pressure with NBM reserves down to **USD 3.5b** from USD 3.9b since start of year, but have stabilized and are on the rise again

Banking system remains highly liquid and well capitalized. Bank run did not occur

Refugee crisis

Since the start of the war Moldova took in over 400,000 Ukrainian refugees, over **100,000 remained in the country (roughly 4% of the population)**

Due to the severe economic impact of the war in Ukraine over Moldovan economy the **EU has agreed to provide an additional EUR 150 million** in financial assistance, while **the IMF agreed to provide USD 267 million** on top of its existing commitments

Moldova has a neutral status and is not seeking membership in NATO. It has not joined in the sanctions against Russia, but is respecting the sanctions imposed by the EU and the US

banking sector overview



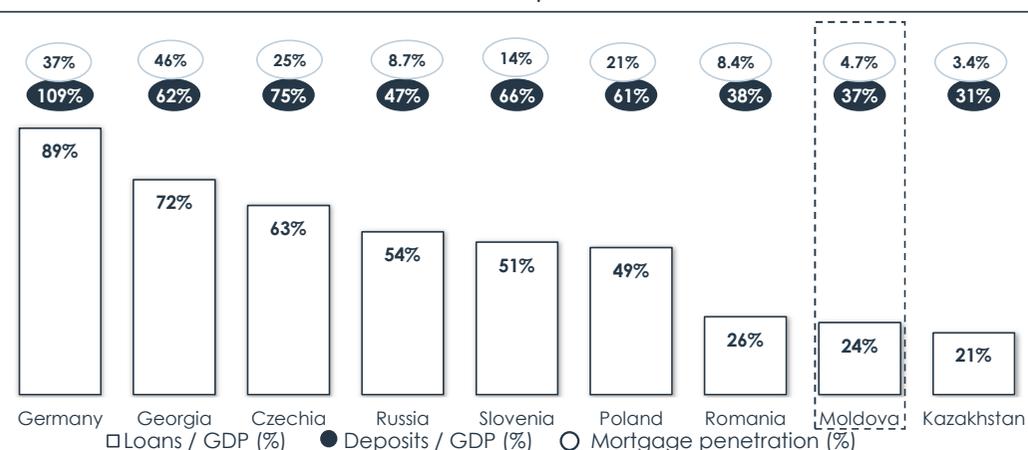
Underpenetrated and well regulated banking sector with high growth prospects and proven resilience

Real GDP growth and loan growth rates 2018-2021



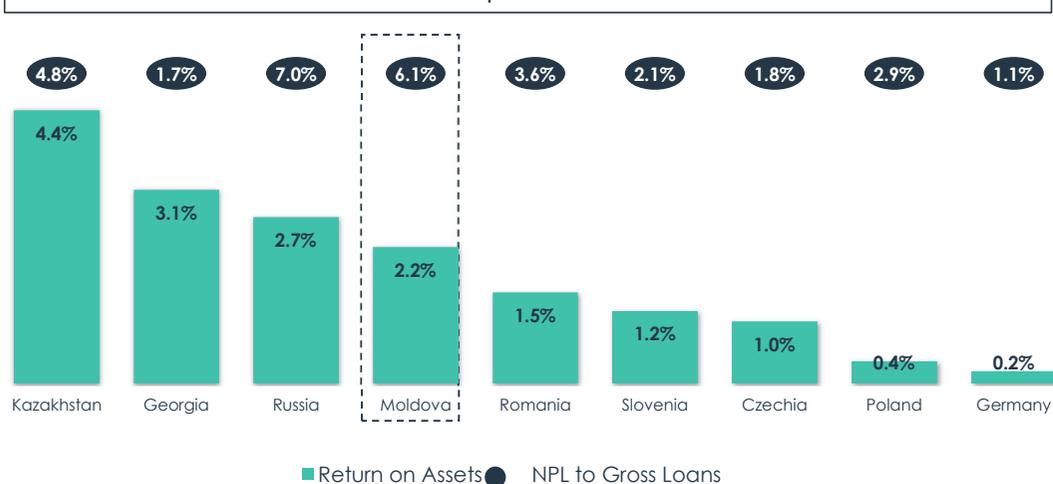
Source: maib research, IMF, Central Bank pages of respective countries, Russia info available until 2020

Loan to GDP and deposits to GDP 2021



Source: IMF, Renaissance Capital

Return on assets and impaired loans, latest available



Source: IMF, (*) latest available

Equity to assets, 2021



Source: IMF, most recent time period available Q3-Q4 2021

current positioning



- 1 Leading positions in an attractive market poised for profitable growth
 - 2 Strong brand, superior customer experience and an award-winning franchise
 - 3 A leading multi-channel distribution platform
 - 4 Experienced management team and high quality corporate governance
 - 5 Refreshed strategy with the focus on customer experience, digital ecosystems and regional expansion
- +
- 6 Strong performance reflecting the strategic opportunity

1. leading positions in an attractive market



maib holds a dominant position in an open and transparent market & is poised for growth

Banking sector snapshot

There are 11 commercial banks in Moldova in total

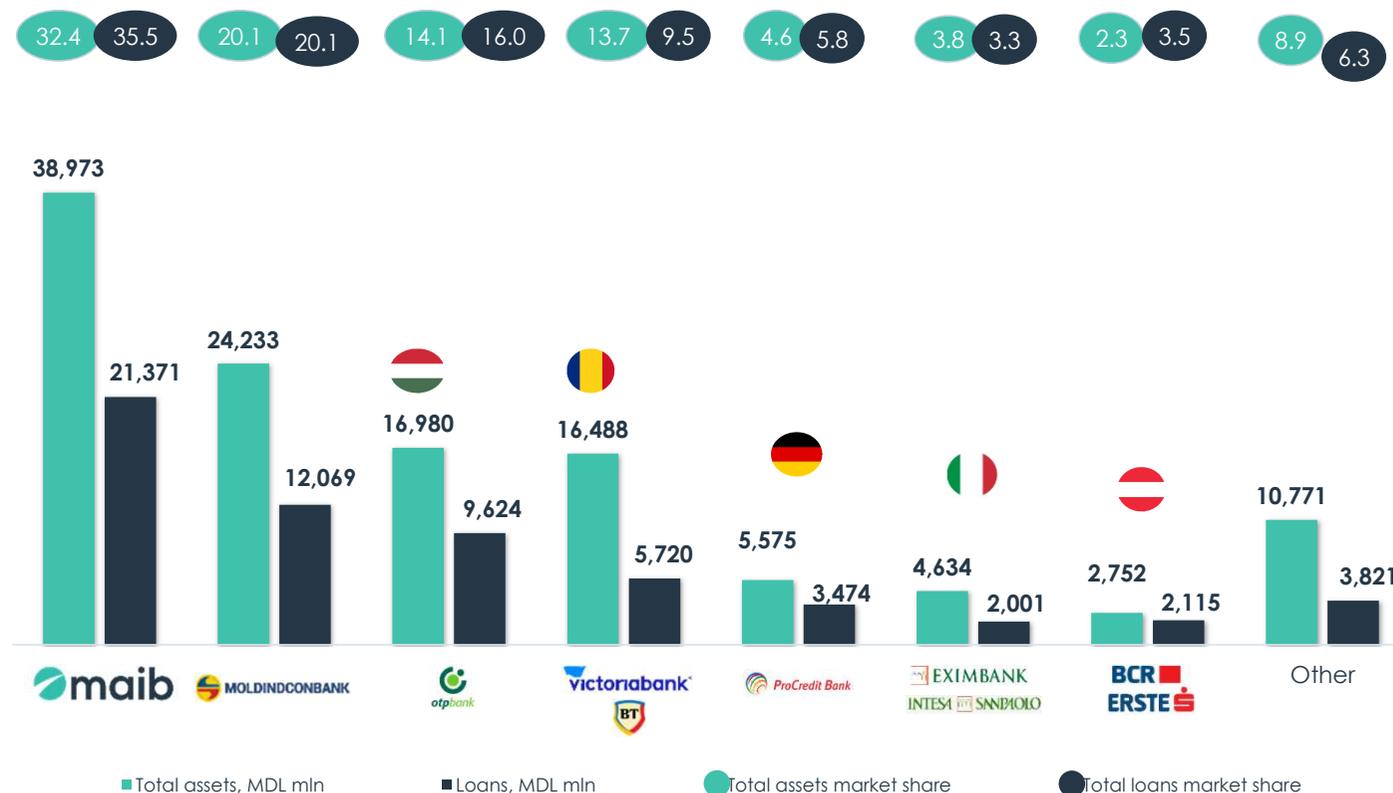
- Banking sector remains open with foreign banks' subsidiaries already present in the market (Romania, Hungary)
- Four largest banks dominate the market with over 80% of total assets of the banking system
- There are no state owned banks at present

National Bank of Moldova enforces prudent behaviour via modern and conservative regulations

- Capital and liquidity requirements are one of the highest in the region
- Local prudential regulation in line or more strict than Basel rules
- Liberal economic regulation: full currency convertibility and no capital control

Banking sector landscape

Commercial banks by total assets in Moldova, as at 30 June 2022 (MDL mln)



Source: NBM

2. strong brand & award-winning franchise



Leading brand and well-regarded franchise

Maib is a market leader in perception of quality, brand recognition and trust



- Brand is highly visible and recognised across all categories of consumers
- Perception of leadership, trust and quality

Source: Marketing study, December 2021

Recent awards reinforce positive perception



“THE BANKER”

Bank of the year 2021 in Moldova



“GLOBAL BANKING FINANCE REVIEW”

Best Digital Bank in Moldova 2021



“GLOBAL FINANCE”

Best Bank in Moldova 2022



“EUROMONEY”

Best Bank in Moldova 2021

New initiatives to confirm customer-centric approach

Maib is advancing new initiatives to leverage its brand and enhance its leadership

- **Refreshed brand identity** to reflect a reshaped strategy and a refocus on the customer experience
- **Revised branch network, mobile app and website** to capture the positive momentum in the market
- **Focus on:**
 - Time to Yes, Time to Cash
 - Easy quick process
 - Premium products



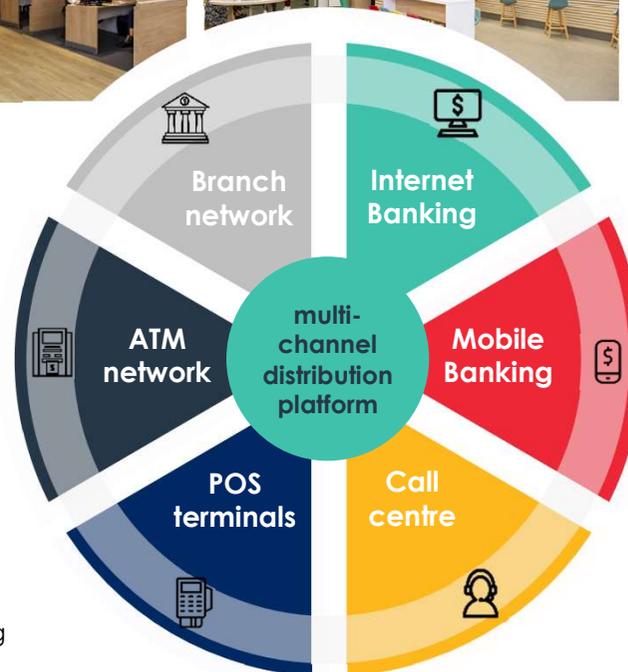
3. multi-channel distribution



Brand refreshment – strategic initiative

Launched in October 2021

- Affects all aspects of client-facing activities:
- Physical network: branches, ATMs, staff uniform,
- Website and online banking,
- Social media presence,
- Mobile phone app



	#1	#1	#2
maib	295	10.5k	144

Competitor 1	257	7.1k	164
Competitor 2	189	7.0k	85
Competitor 3	149	1.6K	75

Source: NBM, competitors information at 31.12.2021

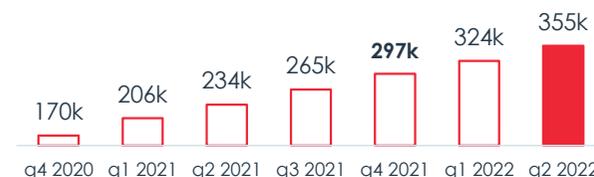
Extensive and modern physical network

- 295 ATMs and 193 self-service terminals, including cash-in and a variety of payment and money transfer services
- 10,540 POS terminals, market leading network
- 144 branches providing full range of services to retail and non-retail clients
- Branch re-design and re-branding to launch in 2021

Market leading app providing a full range of services

- App provides full management of customer accounts
- Online application for loan products via app
- Utility payments, exchange service, balances and transactions from multiple accounts
- Instant access to customer service via the app

Mobile app users

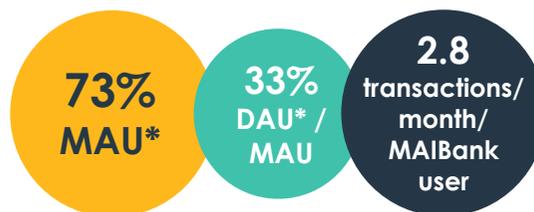


Over 35%* of new retail loans originated online

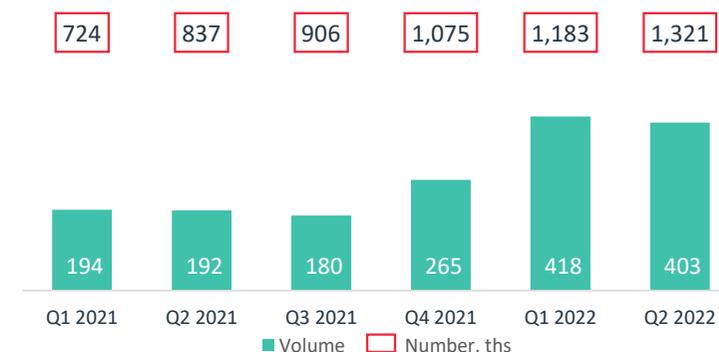
3.distribution (continued)... growing digital adoption



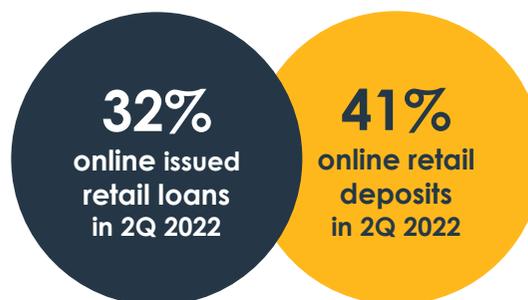
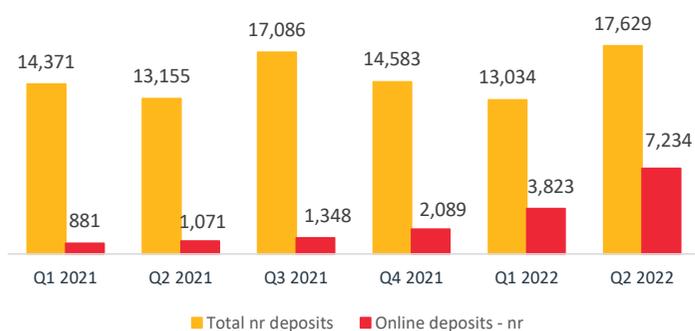
MAIBank retail users (thousands)



MAIBank online payments



Retail online deposits (by number)



Upcoming... ▶▶

- Launch of **Face Recognition and eKYC**
- Launch of **e-commerce Apple Pay / Google Pay** for merchants
- Launch of new **internet & mobile banking** for **SME & Corporate**
- Launch of **new design** for **MAIBank**.

(*) MAU – monthly active users; DAU – daily active users

4. strong management and governance



Strong management team

Significant experience in the banking and finance industry...

11 years

Average tenure with maib of present management board

22 years

Average experience of the management team in finance and banking



...gained in a variety of blue chip financial institutions in Moldova and abroad...



...and a new CEO with a track record with international investment community

Oversaw the listing of a Georgian bank on London Stock Exchange and its subsequent promotion to premium segment and inclusion into FTSE250

Achieved 20%+ consistent ROE for TBC, while also raising over \$2.5b in debt and equity on the international markets for the bank



Best-in-class corporate governance framework

Maib's governance structure is based on best practices and designed to protect minority shareholders

The Supervisory Board includes three independent directors to ensure protection for minority shareholders

Risk, audit and remuneration committees report directly to the Board



EBRD, a long term shareholder, is committed to promoting good corporate governance in countries it invests in

EBRD undertook a governance assessment in Moldova and actively lobbies adherence to good corporate practice

Maib has taken on board IFIs guidelines for corporate governance in designing its own supervisory structures



Executive incentive scheme (LTIP) has been put in place to align long-term management objectives with value

Under 100 top and middle management personnel are eligible for LTIP, which looks to incentivize long term value creation

The plan is based on awards of phantom options which allows avoiding dilution of capital



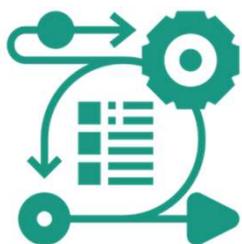
5. Strategic focus (refreshed in 2021)



maib | Apple Pay



maib | G Pay



New level of customer experience

Modern financial ecosystem provider

List shares on an International Stock Exchange

Expansion in the region with digital business model

Strategic initiatives

Agile transformation

ESG program

Going from a linear hierarchy to an Agile Organisation

Peer-to-peer collaboration in a network of autonomous teams

Setting ESG policy, ESG reporting framework and ESG rating assessment



DRIVEHUB
CASA HUB

Phase One (2-3 years)

start developing ecosystems
focus on digital

Phase Two

IPO
moderate growth
sustain margins
keep profitability

Phase Three

lower growth
falling margins
higher fee but maybe regulated

Strategic initiatives are in full swing (1/2)

2022 awards reinforcing positive perception



best bank in Moldova



opened 8 Premium Customers areas in the network



Maib launches alto - next level premium banking



57 branches and 25 agencies already operating new model



Strategic initiatives are in full swing (2/2)

- **Front Runners** teams (2 Orchestras) in project format
- First entire **Quarterly Business Review**
- **Wave 1** – Teams Designed, People Selected and Trained for launching (launched in August 2022)



Agile Center of Competence (launched in July 2022)



Modern financial ecosystem provider



Upcoming...

- **DriveHub:** Market car price evaluation, Carwash & Repair stations online appointment
- **CasaHub:** Application launch
- **PayHub:** Application launch
- **AgricolaHub:** Platform launch
- **MerchantHub:** Platform launch



maib academy

... launched in August 2022



Summary of Financial KPIs 2Q 2022



xx - 2Q 2022

vs. xx - 2Q 2021

Net profit
+101.3% YoY

252.8 mln MDL

vs.

125.6 mln MDL

ROE
+7.7pp YoY

17.4%

vs.

9.7%

Net Interest Margin
+1.7pp YoY

5.7%

vs.

4.0%

Cost to Income
-10.7pp YoY

46.4%

vs.

57.1%

Current liquidity
-6.6 pp YoY

38.0%

vs.

44.6%

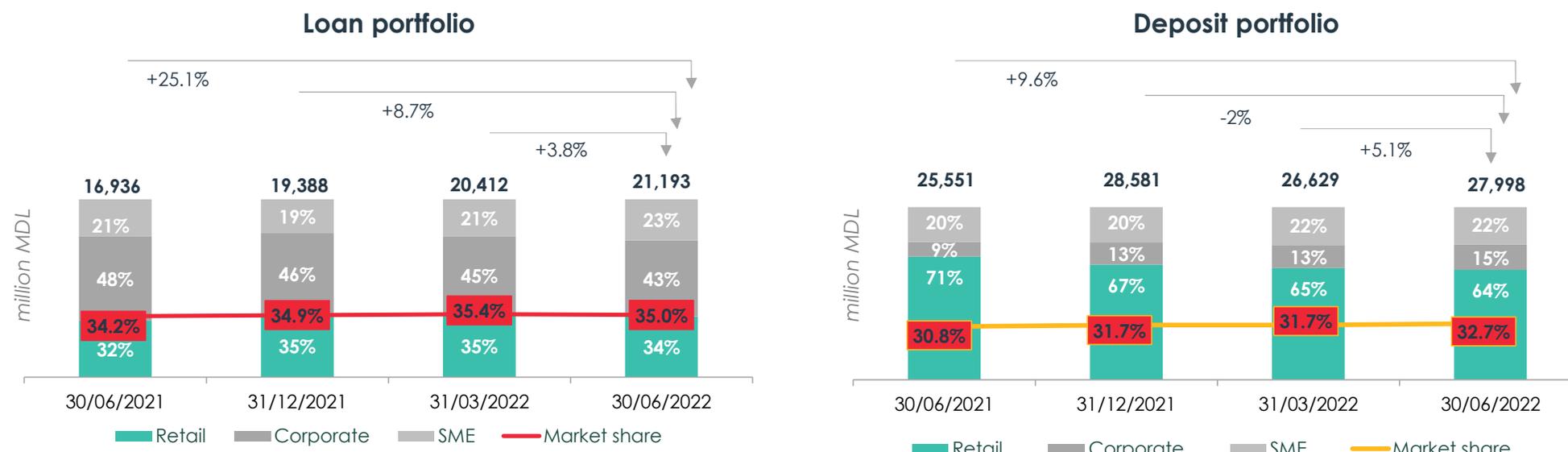
Capital Adequacy Ratio
+ 2.8pp YoY

22.1%

vs.

19.3%

Deposits outflow in 1Q, returned to growth in 2Q 2022. Lending is slightly slowing down due to tougher lending policy.

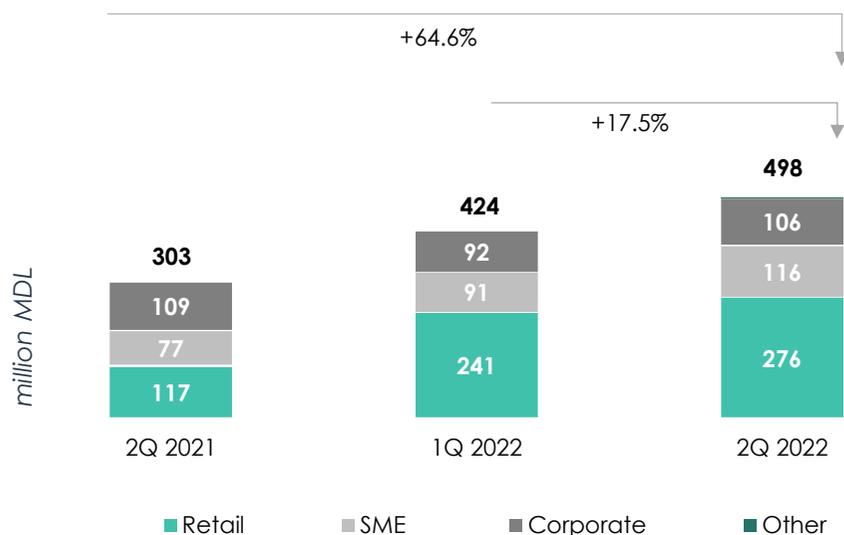


- The QoQ increase of loan portfolio was driven by **SME** segment (+15.2%) with focus on agricultural sector, trade, green energy, transport.
- **Retail** portfolio moderately increased (+1.8%) driven by mortgage loans, while consumer loans started to decrease in context of growth in interest rates and tightening crediting regulations.
- **Corporate** segment loans remained flat, in line with seasonality.
- **Retail deposit** portfolio is in process of recovery on both term and demand deposits after large withdrawals from 1Q. Legal entities deposits were less affected and continue to rise and increase market share up to 32.7%.

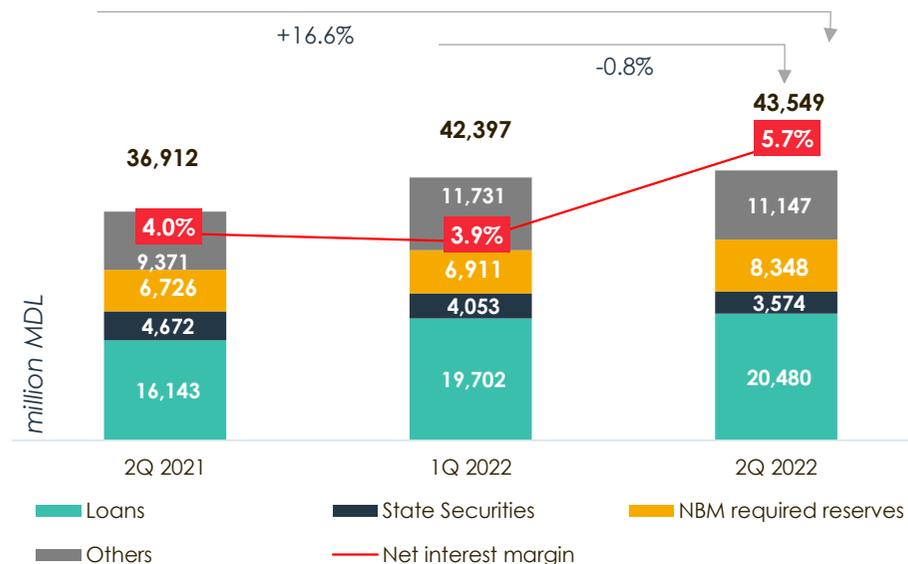
* Principal amount of loans and deposits without adjustment for accrued interest and amortized commission (for loans)

Net interest margin driven by higher yields & assets balance

(Quarterly) Net interest income



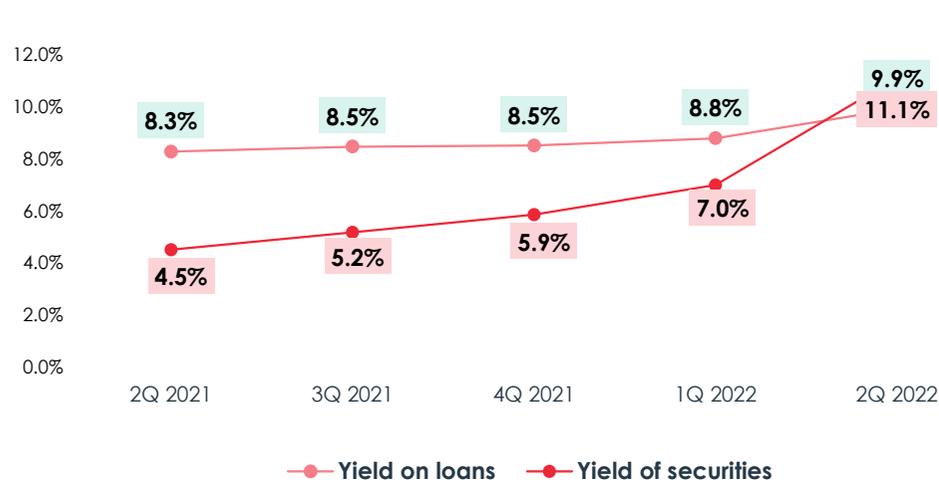
(Quarterly) NIM and Interest earning assets balance



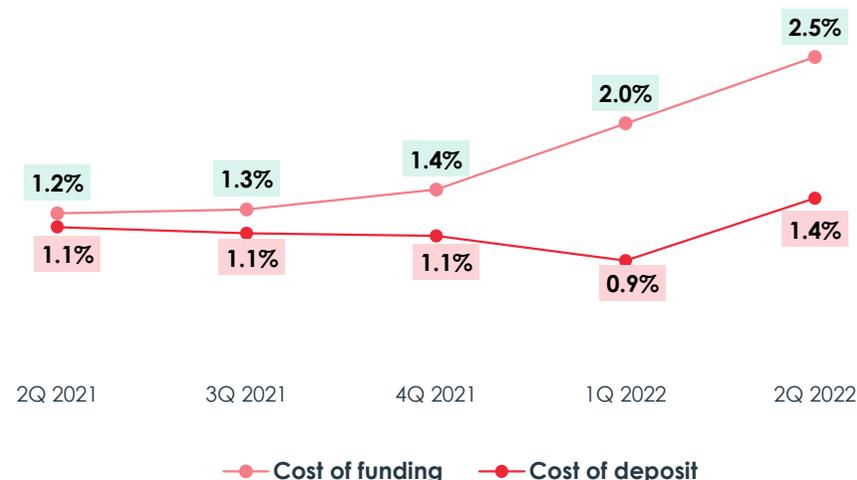
- **Net interest income** increased driven by expansion in Retail and SME segments as well as due to increase of base rate resulting in the increase of yield on T-Bills, as well as rate and remuneration ratio for required reserves maintained in NBM.
- The overall increase in funding costs (see next slide) was entirely offset by **higher remuneration rates** for keeping the **required reserves**, coupled with the general **increase in balance of reserves** (due to uptick of required reserves ratio), as well as increase in **loan interest income**. Secondly, the improvement of NIM is attributable to the expansion of loan portfolio, by 3.8% QoQ and 9.3% YTD, generating higher yields (see next slide), in line with the general market trend.

Balancing higher yields and funding costs

Yield on loans & securities* %

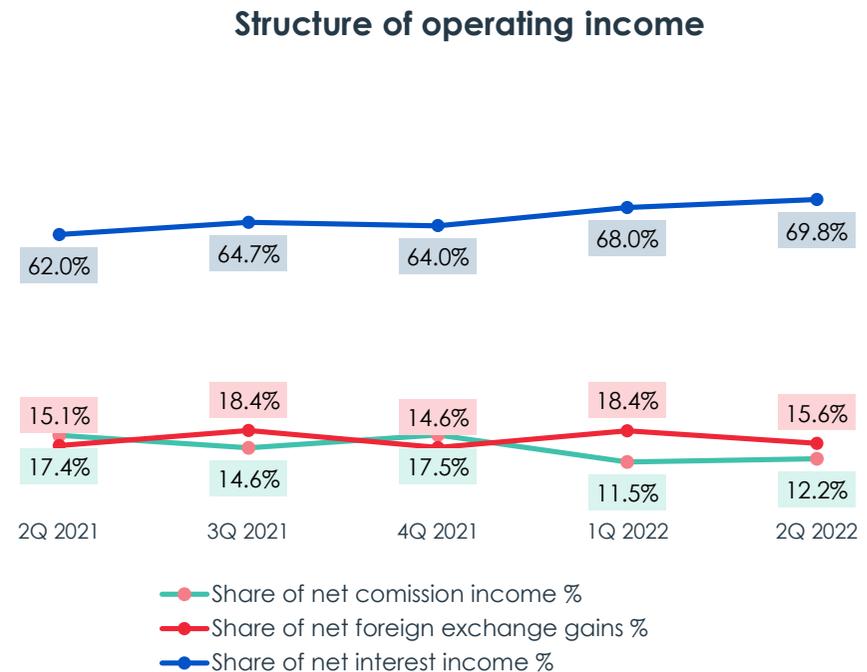
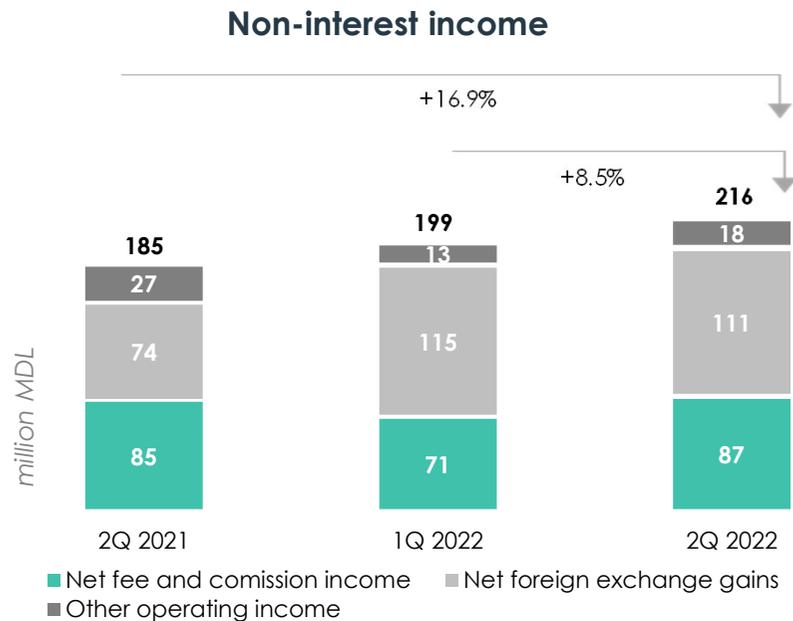


Cost of funding & cost of deposit %



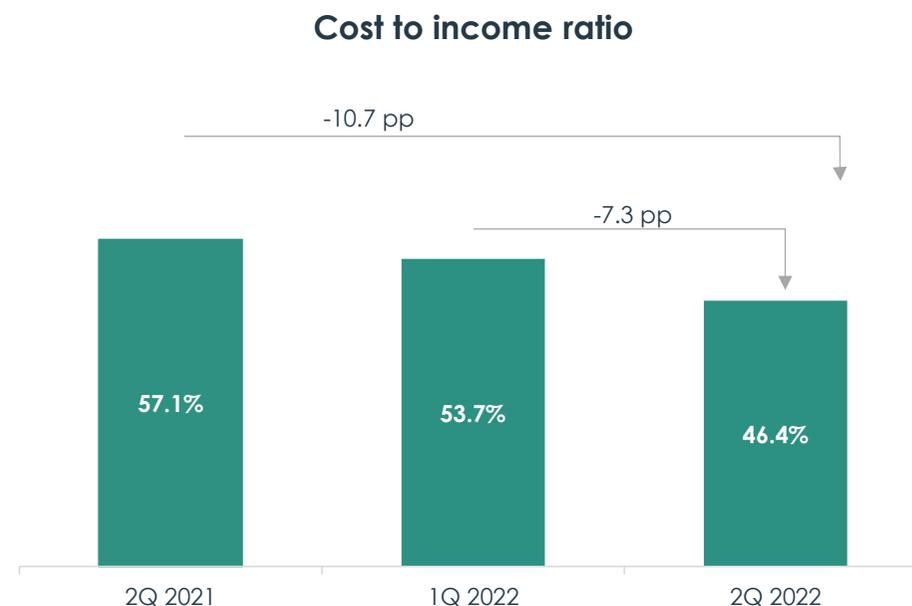
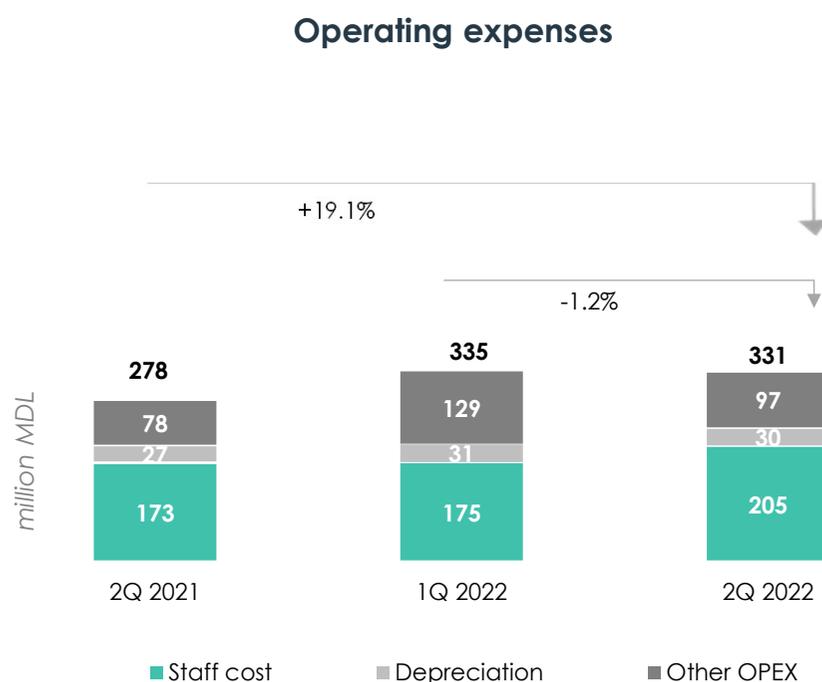
- **Yield on loans** follow an upward trend, in line with the general market trend and increase of the base rate repricing the floating loans.
- **Yield on securities** increased driven by increased share of new securities acquired in 2Q with higher interest rate due to increasing trend of refinance rate.
- The **increased cost of funding** was driven by increased interest rates on deposits and use of REPO facility as well as due to the increase of the interest rate of the repo facility .

Sustainable increase of non-interest income year-on-year



- **Net fee and commission income** showed a strong increase attributable to the greater extent to the cards business, endorsed by rise in volume and number of card operations - by 17%, as well as number of cards in circulation - by 11%.
- Foreign exchange gains continue to be an important component of operating income. In 2Q 2022 FX market has returned to an **overall stability**, settlement volumes reduced by 5 % while the average margin practically maintained
- Net interest income share in **total operating income** has an upward trend due to higher yield and balances of interest earning assets.

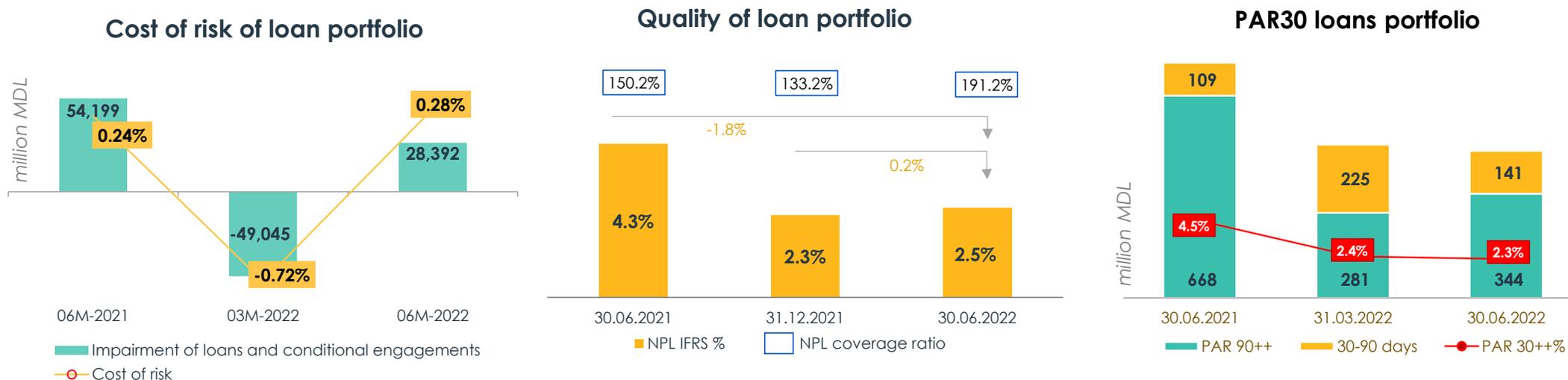
Strategic investments and focus on efficiency



Bank manages actively Cost to Income ratio to keep it stable despite inflationary and economic activity shocks.

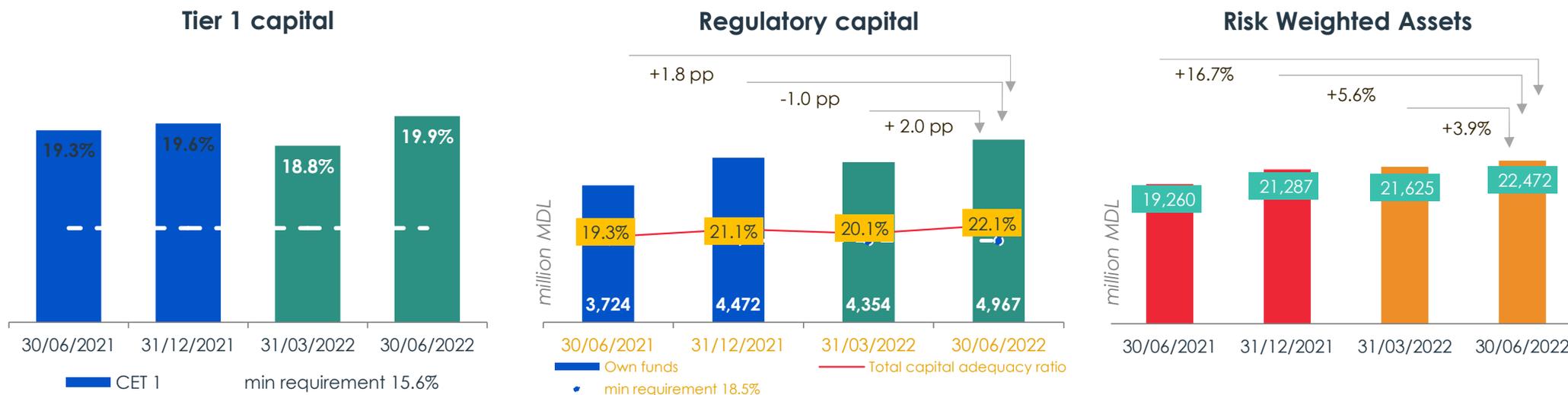
- **Improvement in operating expenses** despite the rise in staff costs, due to a decrease of other OPEX (higher other OPEX in 1Q 2022 related to Resolution Fund contribution);
- **Staff cost** have risen due to remuneration levels alignment to the market trends, implementation of new grading system, as well as accruals for unused vacations.
- **Cost to income ratio** improved by 7.4 pp QoQ as result of operating income increase by 15% (driven mainly by net interest and fees & commission income), coupled with lower by 1% operating expenses (see above).

Stable loan portfolio quality, maintaining a prudent approach



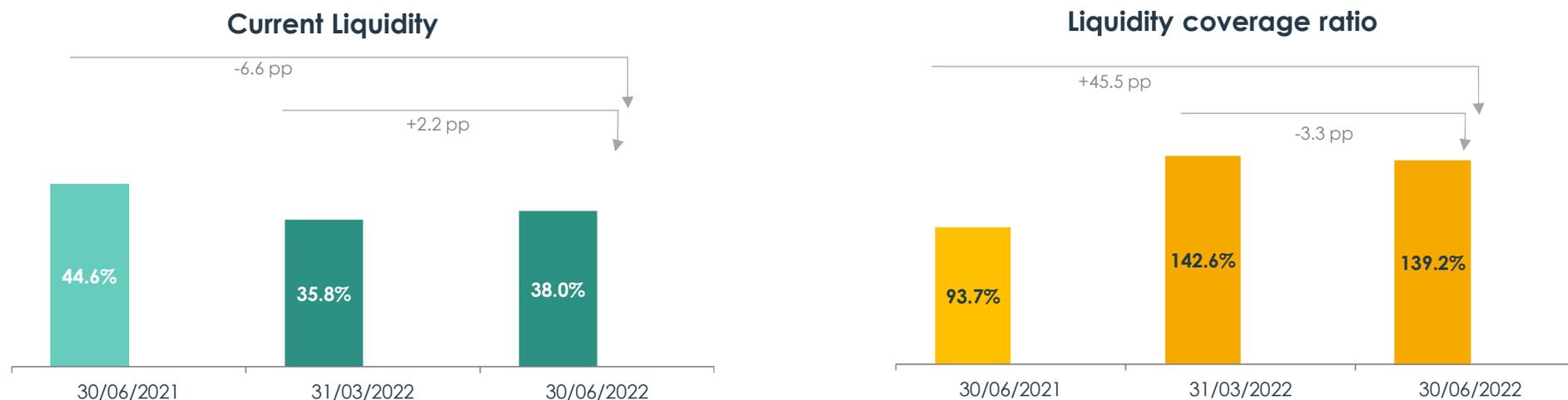
- In 2Q 2022, the **cost of risk for** loan portfolio stood at 0.28%, which is by 1 pp higher as compared to the cost of risk reported in 1Q 2022. The increase in cost of risk was mainly driven by the revised expected credit loss (ECL) methodology, in particular the model itself and macro-economic forward-looking assumptions used, updated and aligned to current economic realities and latest forecasts.
- The share of **non-performing loans (NPL)** in total portfolio has slightly increased by 0.2 pp up to 2.5%, though the increase was mainly driven by one default in SME segment. However, the retail unsecured loans NPLs continue slight raising
- YoY decrease of NPL is related to a recovery of a large corporate loan in 1Q 2022.

Strong capital position, with ratios comfortably above minimum requirements



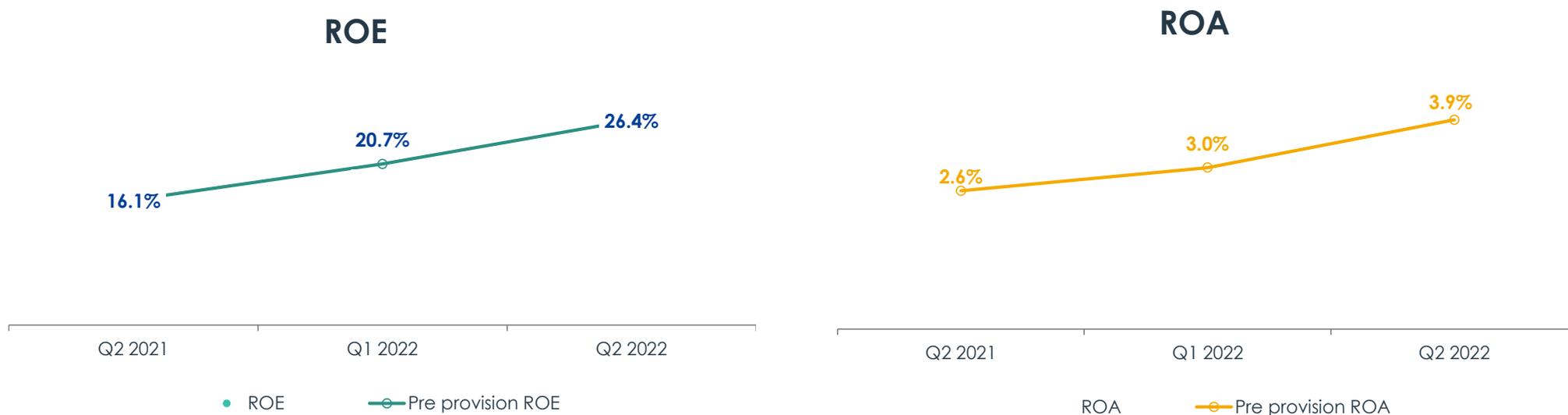
- Maib capital adequacy ratio stood at 22.1% and remained comfortably above minimum requirement level of 18.5%.
- Regulatory capital** increased in 2Q due to incorporation of previous year undistributed profit into Own funds, and contracting EUR 10 million Subordinated loan. The subordinated loans, defined as Tier 2, together with growing profitability of the business across all segments (included in Tier 1 capital) stand for a stronger capital position of **maib**.
- The growth in **risk weighted assets** was mainly determined by increasing exposures of corporate clients derived from credit lines secured by real estate.

Solid liquidity position



- **Maib** maintained a **strong liquidity position**. Total Liquidity coverage ratio (LCR) was 139.2%, above the NBM limit of 80%.
- **Current liquidity ratio** (i.e. share of liquid assets in balance sheet), increased as of June 30, 2022 as a result of increase in mandatory reserves.
- Additionally, **maib optimized its liquidity** by tactically entering in REPO to keep up with short-term needs, but also keeping flat Treasury and Government bonds portfolio, which offer **attractive yields** during latest months.

Track record of robust and improving performance



- In 2Q 2022, our **profitability** was driven by solid income generation across all revenue categories and effective cost management;
- **Pre provision ROE** stood at 26.4% (annualized) driven by growth of pre provision income by 33%.
- Maib took a **prudent approach** regarding the prospect evolution of loan quality, by charging in 2Q impairment expenses on loans and conditional engagements in amount of 77.4 million MDL, that reduced net profit and corresponding ROE to 17.4% and ROA to 2.6%.

mid-term targets



OUR TARGETS - BY NUMBERS

Market Share

	2020	2021	2Q 2022	2024
Loan Market Share	34.2%	34.9%	35.5%	40.0%
Retail and SME (in total portfolio)	47%	53.9%	59.9%	60%+
Market Share SME, %	20.1%	26.3%	30.9%	40%
Market Share Retail, %	28.8%	30.2%	30.5%	40%

Financials

	2020	2021	2Q 2022	2024
Fee income target, %	17.2%	16.8%	12.2%	25%
ROE, %	11.2%	13.8%	17.4%	20%+
Growth, YoY, %	17.3%	22.8%	4.8%	20%+
Cost to Income, %	54.9%	55.0%	46.4%	45%
NPL, %	4.7%	3.9%	2.5%	4%

Payments

	2020	2021	2Q 2022	2024
Payments Market Share	28%	31.7% (4Q 21)	n/a*	43%
Daily MAIBank Users (DAU/MAU)	26%	34%	33%	35%
Paying MAIBank users	36.2%	54.4%	53.5%	50%
MAIBank users, K	178	297	355	550

Ecosystems

	2020	2021	2Q 2022	2024
Ecosystems number	0	1	2	4
Ecosystem Generated Income	0%	0%	0%	4%

CX & HR

	2020	2021	2Q 2022	2024
Customer Experience Target NPS	51%	52%	n/a*	65%+
Employee Engagement	88%	86%	86%	85%+

conclusion: recap of key investment highlights



- 1 Leading positions in an attractive market poised for profitable growth
- 2 Strong brand, superior customer experience and an award-winning franchise
- 3 A leading multi-channel distribution platform
- 4 Experienced management team and high quality corporate governance
- 5 Refreshed strategy with the focus on customer experience, digital ecosystems and regional expansion



- 6 Strong performance reflecting the strategic opportunity

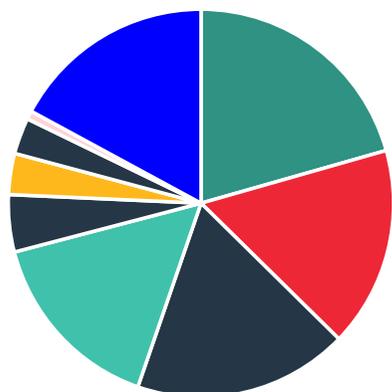
A Appendix

resilient and solid balance sheet



Well-diversified loan portfolio

Gross loans by key industries (1Q2022)

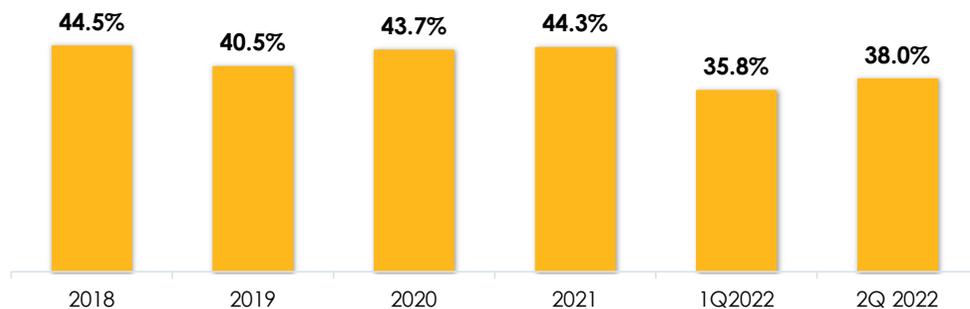


- Trade (20%)
- Agriculture and food (17%)
- Consumption (18%)
- Mortgages (16%)
- Industry, energy (5%)
- Communication, transportation (3%)
- Construction (3%)
- Services (1%)
- Other (17%)

Source: maib financials, NBM

Substantial liquidity cushion

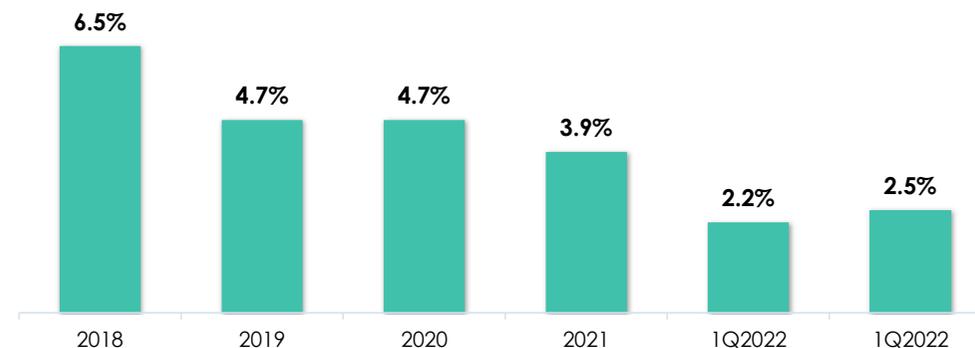
Liquidity ratio



Source: NBM

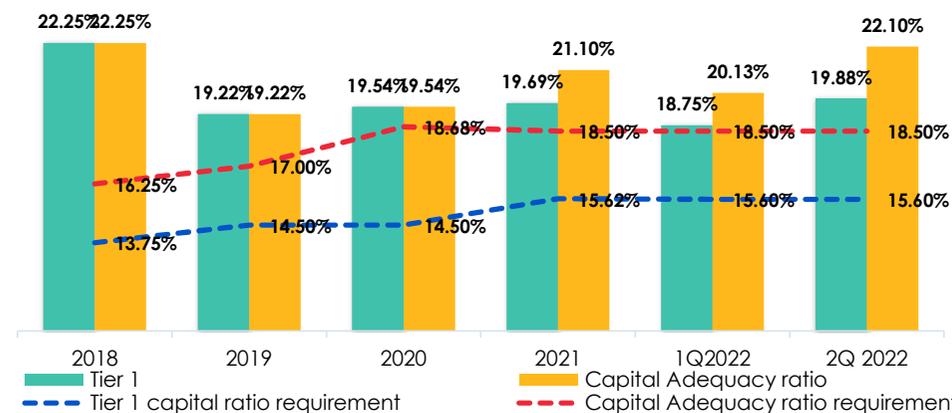
High quality loan portfolio

NPL ratio



Source: maib financials

Stable capital levels



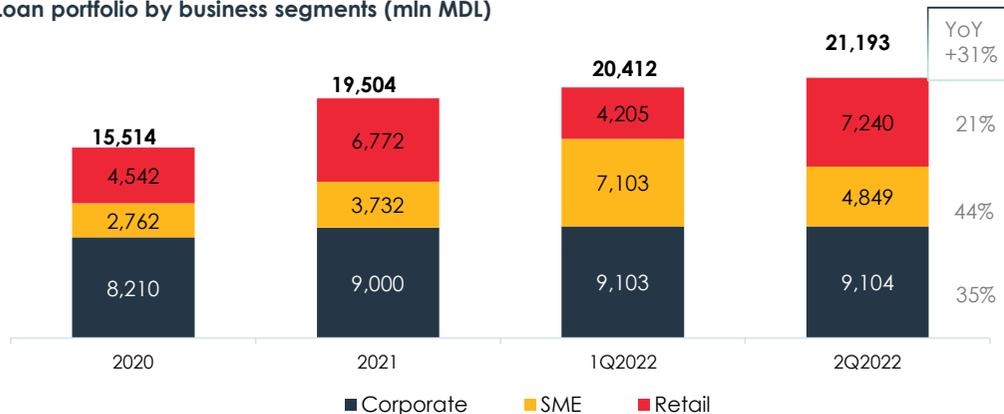
Source: maib financials

growth is gathering momentum...



Loan portfolio

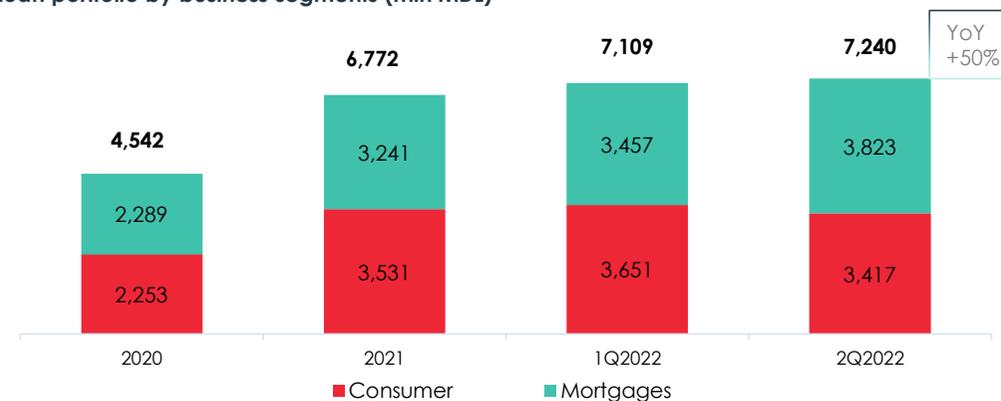
Loan portfolio by business segments (mln MDL)



Source: maib financials

Retail Loans

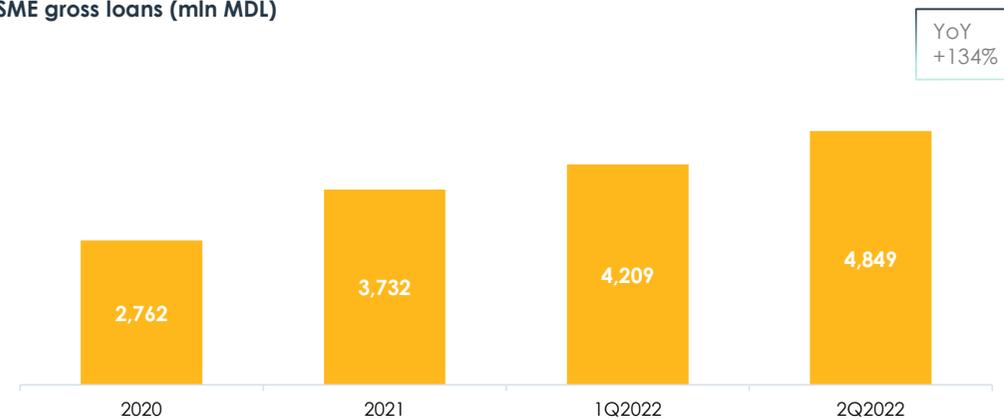
Loan portfolio by business segments (mln MDL)



Source: maib financials

SME Loans

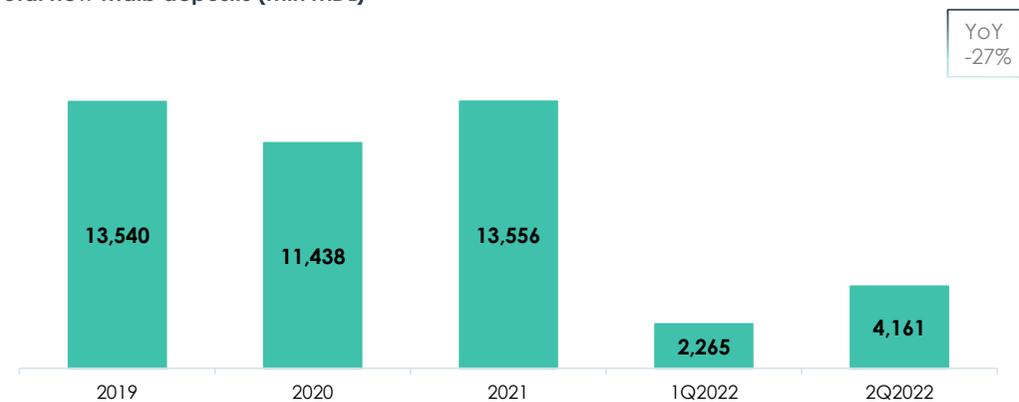
SME gross loans (mln MDL)



Source: maib financials

Total new maib deposits

Total new maib deposits (mln MDL)



Source: maib financials

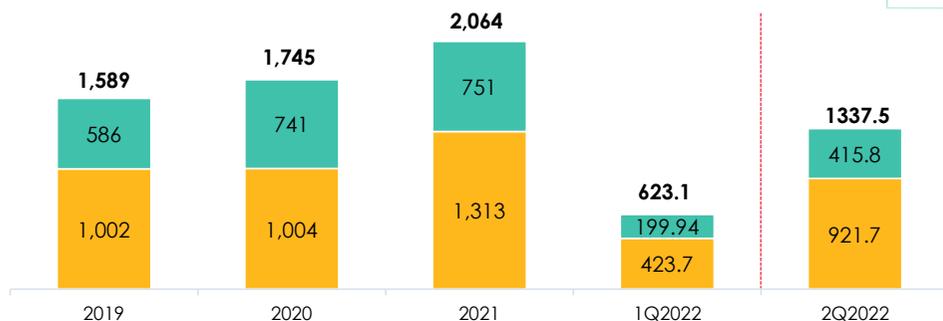
...and so is the profitability



Operating Income

Operating Income (mn MDL)

YoY
+44.4%



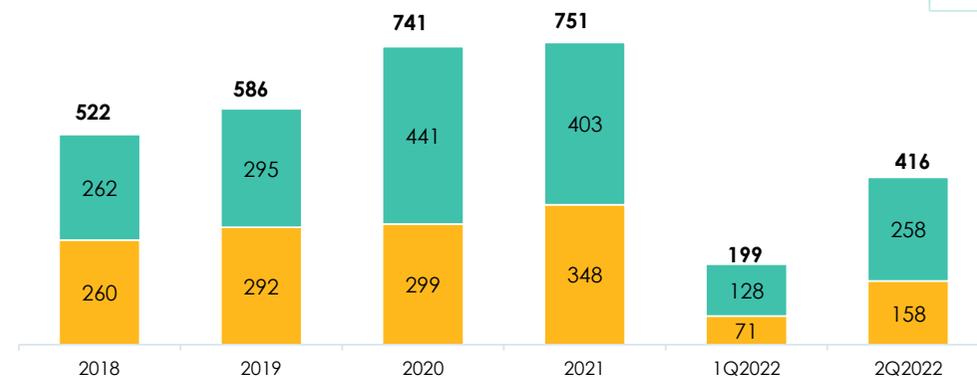
Source: maib financials. Net interest income, MDL mn

Non-interest income, MDL mn

Non-interest income

Non-interest income (mn MDL)

YoY
+25%



Source: maib financials

Net fee and commission income

Other non-interest income

Cost income ratio



2019 1Q 2020 2Q 2020 3Q 2020 4Q 2020 1Q 2021 2Q 2021 3Q 2021 4Q 2021 1Q 2022 2Q 2022

Source: maib financials, C/I ratio is calculated without impairment and provisions releases/charges

ROE



2019 1Q 2020 2Q 2020 3Q 2020 4Q 2020 1Q 2021 2Q 2021 3Q 2021 4Q 2021 1Q 2022 2Q 2022

Source: maib financials; (*) one off charge

banking sector overview (continued)

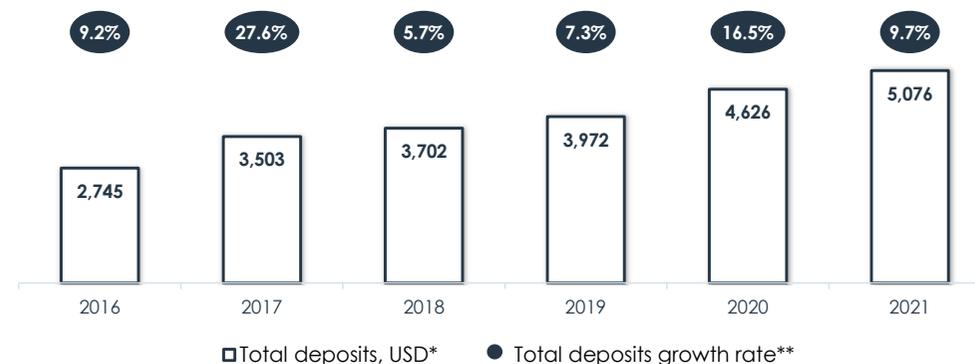


Loan portfolio development



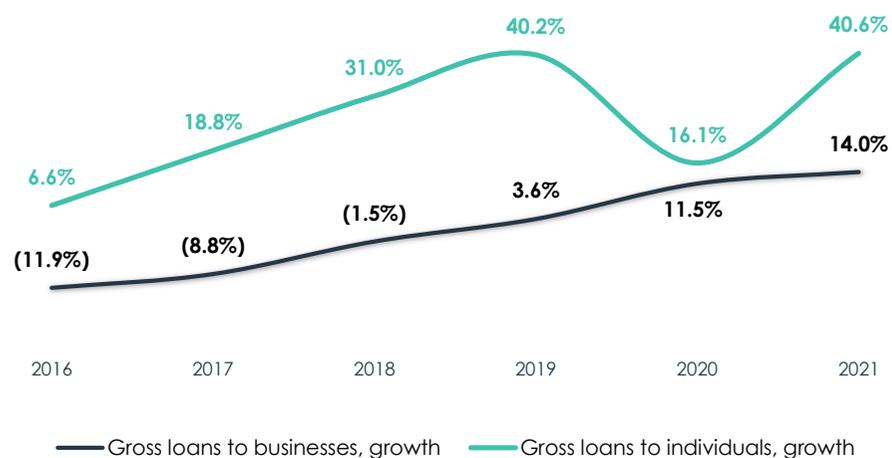
Source: NBM
 (*) Figures converted to USD for illustrative purposes using an exchange rate of MDL/USD = 17.7452, as at 31 December 2021
 (**) YoY

Deposit portfolio development



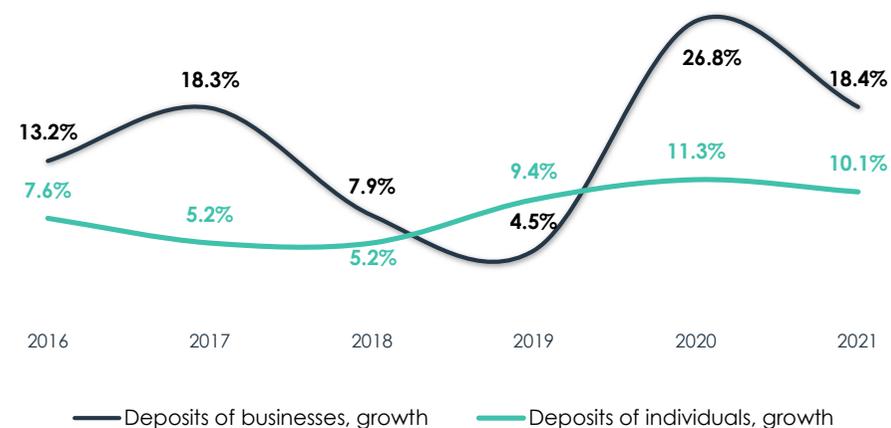
Source: NBM
 (*) Figures converted to USD for illustrative purposes using an exchange rate of MDL/USD = 17.7452, as at 31 December 2021
 (**) YoY

Loan growth dynamics by key segments



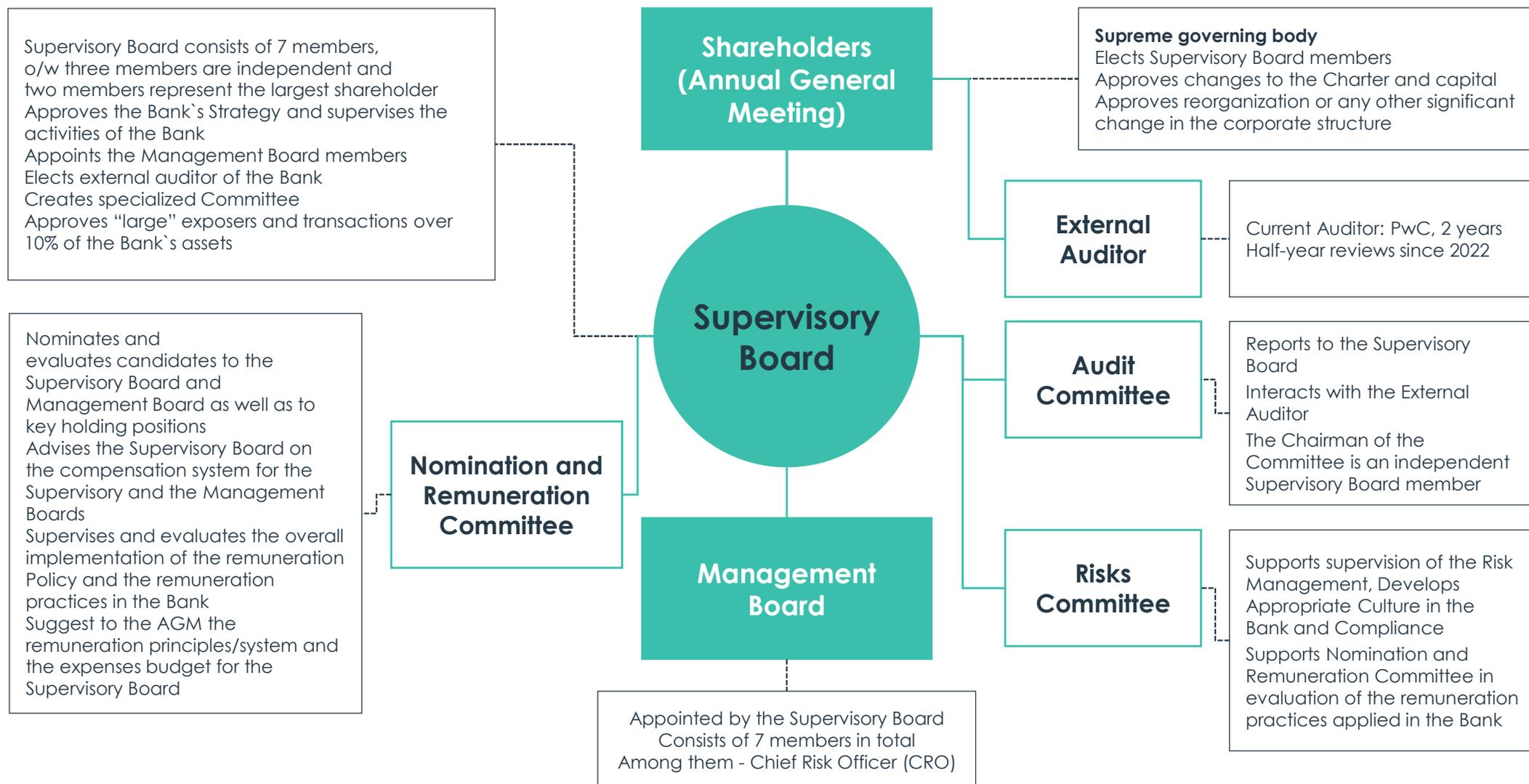
Source: NBM

Deposit growth dynamics by key segments



Source: NBM

corporate governance structure



overview of the Supervisory Board



Vytautas Plunksnis

Chairman of the Supervisory Board

- Chairman of the Supervisory Board since July 2020
- Other current positions: Head of Private Equity, INVL Asset Management; partner at INVL Baltic Sea Growth Fund; Chairman of the Supervisory Board of Eco Baltia; Chairman of the Management of Ecoservice, NRD Systems, Investors Association; board member of various portfolio companies
- Since 2006 worked in different positions within Invalda INVL Group companies



Victor Miculet

Vice-Chairman of the Supervisory Board

- Chairman of the Supervisory Board in 2002-2020; Vice-Chairman since 2020
- Other current positions: Chairman of the Association of Authorized Cars Importers
- 1996: founder, CEO of "Auto-Space" LTD, authorized dealer of BMW, Mini, MAN, Honda and Mitsubishi cars



Natalia Vrabie

Member of the Supervisory Board

- Appointed to maib's Supervisory Board in 2013
- 1991 to 2013: managerial positions in maib, including position of CEO, Chairman of the Management Board during 1996-2013
- Over 50 years of banking experience



Vasile Tofan

Member of the Supervisory Board

- Appointed to maib's Supervisory Board in 2018
- Other current positions: Chairman of Supervisory Board of Purcari Wineries Public Company Limited; Member of Consultative Boards of Anex and Intellias
- Since 2021: Senior Partner at Horizon Capital Advisors LLC Office in Ukraine (joined in 2012)
- Previously worked Consultant at Monitor Deloitte and Senior Manager, Corporate Strategy & Alliances at Philips
- Founded Ovuline (now Ovia Health)
- Graduated from Erasmus University of Rotterdam (public management), MBA from the Harvard Business School

overview of the Supervisory Board (continued)



Maryna Kvashnina

Member of the Supervisory Board

- Appointed to maib's Supervisory Board in 2018 as an independent member
- Other current positions: CEO of Naftogaz Digital Technologies; Partner at Edenlab; Financial Services Network Co-Chair for Eastern Europe, YPO – Young Presidents' Organization
- Since 2019: IT Director of Naftogaz Ukraine
- 2013 to 2015: Vice President of Management Board of Delta Bank
- Previously worked at Finstar Financial Group, PrivatBank
- Founder of Pharmacy Network Apteka Dobrogo Dnya (2006); Co-Founder of PAY2YOU (2015)



Ivane Gulmagarashvili

Member of the Supervisory Board

- Appointed to maib's Supervisory Board in 2020 as an independent member
- Other current positions: Member of Supervisory Boards of Agricover Holding and TAM Faktoring AS
- 2015 to 2018: Head of New Products, 4finance Group
- Previously worked at Barclays and Barclays Cards, Bank of Georgia
- Graduated from Tbilisi State University (marketing), MBA from the Clarion University of Pennsylvania



Konrad Kozik

Member of the Supervisory Board

- Appointed to maib's Supervisory Board in 2020 as an independent member
- Other current positions: Member of the Supervisory Board of ISP Bank Albania
- 2014 to 2019: CFO, Member of the Management Boards of Allianz Russia and Poland
- Previously worked at UniCreditBank
- Graduated from Navarra University, MBA from Luigi Bocconi University

overview of the Management Board



Giorgi Shagidze

Chairman of the Management Board, CEO

- Joined maib in February 2021
- Other current positions: Member of the Supervisory Boards of Synergy Capital and Georgian Stock Exchange
- 2010-2020: Deputy CEO and Chief Financial Officer, as well as member of the Management Board at TBC
- 2008 to 2010: Global Operations Executive for Barclays Bank
- Deputy CEO of People's Bank of Georgia (2005-07)
- Graduated from the Tbilisi State University in 1997 and obtained an MBA from the University of Cambridge Judge Business School in 2008, Certified Financial Analyst



Aliona Stratan

First Vice-Chairwoman, Retail Banking

- Joined maib in 2020 as First Vice-Chairwoman of the Management Board, Retail Banking
- Other current roles: Chairwoman of the Supervisory Board of maib Leasing, Board Member of Amcham Moldova and of AIOD
- 2018 to 2020: Vice President ABB Bank Armenia
- 2014 to 2018: Vice President leading bank in Armenia
- Previously worked at ProCreditBank Georgia, National Bank of Moldova
- Graduated from the Moldova State Agrarian University, MBA from Grenoble Graduate School of Business



Dumitru Baxan

Vice-Chairman, Corporate Banking and Investments

- Joined maib in 2010 as Head of NPL Recovery Department
- 2019: appointed to the Management Board of maib as Head of Corporate Banking and Investments
- Previously worked at Banca de Economii, including as Vice President for Retail Banking and at National Bank of Moldova
- Graduated from Moldova Academy of Economic Studies



Andrii Glevatskyi

Vice-Chairman, Business (SME) Banking

- Joined maib in 2019 as Counsellor in Risks
- 2019: appointed to the Management Board of maib as Chief Risks Officer and later, in 2021 – as Head of Business (SME) Banking
- 2009 to 2019: held different positions at Raiffeisen Bank Aval Ukraine, including Head of Retail Risks in 2015 to 2019
- Previously worked at Aval Bank Ukraine
- Graduated from the National Agrarian University

overview of the Management Board (continued)



Stela Recean

Vice-Chairwoman, Chief Risk Officer & Chief Compliance Officer

- Since 2018: Vice-Chairwoman of the Management Board, Chief Compliance Officer (since 2021 took also the role of Chief Risk Officer)
- 2014 to 2018: Head of Compliance Department
- 2000 to 2014: held different positions, including administration including head of office at PwC Moldova
- Previously worked at PwC and National Bank of Moldova
- Graduated from Moldova Academy of Economic Studies, ACCA, ACAMS, Licensed Auditor



Marcel Teleuca

Vice-Chairman, Operations and Logistics

- Works in maib since 1994 (with a one year break, when worked as Head of Treasury of BTR Bank)
- 2010: appointed as Vice-Chairman of the Management Board
- Previously worked as Head of Treasury, Head of Dealing, dealer
- Graduated from Moldova Academy of Economic Studies



Macar Stoianov

Financial consultant (Proposed to Board Membership pending approval from NBM)

- Spent seven years at McKinsey, the leading global strategy consultancy being involved in projects in the areas of business strategy, finance and risk, as well as digital transformation and core operations.
- Earlier in his career he held posts with KBC and ING, the leading European banking groups, where among other things he gained diverse experience in finance, risk management, including budgeting and pricing.
- Holds an MBA from Vlerick Business School, MSc and BA from Academy of Economic Studies in Bucharest Romania, Financial Risk Management (FRM) from GARP and is a CFA charterholder.

maib standalone financial statements for the year ended 31 December 2021



BC Moldova Agroindbank SA

SEPARATE STATEMENT OF FINANCIAL POSITION

	31.12.2021	31.12.2020
	MDL'000	MDL'000
ASSETS		
Cash on hand	1,170,643	971,777
Balances with the National Bank of Moldova	7,575,840	6,384,531
Due from banks	3,739,580	2,359,360
Investments in debt securities	4,052,472	4,063,124
Investments in equity securities	3,769	117,457
Investments in subsidiaries	139,669	139,669
Loans and advances to customers	18,664,513	14,669,321
Property and equipment	1,448,194	1,219,040
Right of use assets	67,346	74,368
Intangible assets	143,849	102,237
Other financial assets	24,323	28,644
Other assets	166,474	162,662
Total assets	37,196,673	30,292,190
LIABILITIES		
Due to banks	18,458	16,242
Borrowings	2,459,056	964,635
Due to customers	28,599,250	23,874,382
Lease liabilities	69,026	80,562
Contingent commitments provisions	116,949	22,314
Deferred tax liability	1,955	22,043
Current tax liability	30,789	3,566
Other financial liabilities	126,545	182,525
Other liabilities	328,115	158,324
Total liabilities	31,750,143	25,324,593
EQUITY		
Ordinary shares	207,527	207,527
Share premium	104,537	104,537
Financial assets at fair value through other comprehensive income revaluation reserve	(31,267)	111,899
Property and equipment revaluation reserve	196,686	192,698
Retained earnings	4,969,048	4,350,936
Total equity	5,446,531	4,967,597
Total equity and liabilities	37,196,673	30,292,190

BC Moldova Agroindbank SA
SEPARATE STATEMENT OF PROFIT OR LOSS

	2021	2020
	MDL'000	MDL'000
Interest income	1,678,147	1,378,254
Interest expense	(365,429)	(373,963)
Net interest and similar income	1,312,718	1,004,291
Fee and commission income	695,688	526,609
Fee and commission expense	(348,120)	(227,231)
Net fee and commission income	347,568	299,378
Forex exchange gains/(looses)	328,990	340,787
Other operating income	74,472	100,716
Personnel expenses	(683,107)	(564,009)
Amortization expenses	(108,067)	(269,946)
Other operating expenses	(343,067)	(246,955)
Pre-provision operating profit	929,507	664,262
Impairment and provision release/(charge), net	(108,147)	(80,247)
Profit/loss before tax	821,360	584,015
Income tax (expense)	(100,245)	(60,204)
Profit/Loss for the year	721,115	523,811
Other comprehensive income		
<i>Items that may be reclassified subsequently to profit or loss:</i>		
Changes in fair value of debt instruments classified as financial assets at fair value through other comprehensive income	(49,001)	12,646
Deferred tax related to debt instruments classified as financial assets at fair value through other comprehensive income	5,881	(1,518)
<i>Items that will not be reclassified to profit or loss:</i>		
Changes in fair value of equity instruments classified as financial assets at fair value through other comprehensive income	(8,860)	44,697
Income tax recorded directly in other comprehensive income		(7,115)
Deferred tax related to changes in fair value of equity instruments classified as financial assets at fair value through other comprehensive income	13,642	1,382
Changes in fair value of premises and equipment	5,370	
Deferred tax related to the revaluation of land and premises	(5,440)	178
Other comprehensive income/loss for the year	(33,512)	50,270
Total comprehensive income/loss for the year	687,603	574,081

*Unaudited standalone financial statements, which do not include subsidiary representing less than 1% of assets.



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