# Maib overview

## WOOD&Co Winter Wonderland

December, 2024

# our presenting team

**Giorgi Shagidze**
maib CEO

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# Disclaimer

Presented results are based on Group unaudited consolidated results of the third quarter (3Q) and 9 months of 2024. The balance sheet and income statement within these results are prepared based on International Financial Reporting Standards (“IFRS”), as adopted by IASB. The results are accompanied by limited disclosure notes, including financial and non-financial information. For comparison of quarterly results, consolidated results from the second quarter of 2024 and the third quarter of 2023 are used. For comparison of 9 months results, consolidated results of the 9 months of 2023 are used.

## Important legal information:

# Forward-looking statements

This document contains forward-looking statements, such as management expectations, outlook, forecasts, budgets and projections of performance, as well as statements concerning strategy, objectives and targets of the Bank, as well as other types of statements regarding the future. The management of the Bank believes that these expectations and opinions are reasonable, and based on the best knowledge, however, the management of the Bank would like to underline that no assurance can be given that such expectations and opinions will prove to have been correct.

As such, these forward-looking statements reflecting expectations, estimates and projections are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, certain of which are beyond the control of the Bank, include, among other things: macroeconomic risk, including currency fluctuations and depreciation of the Moldovan Leu; regional and domestic instability, including geopolitical events; loan portfolio quality risk; regulatory risk; liquidity risk; capital risk; financial crime risk; cyber-security, information security and data privacy risk; operational risk; COVID-19 pandemic impact risk; climate change risk; and other key factors that indicated could adversely affect our business and financial performance, which are contained elsewhere in this document.

No part of this document constitutes, or shall be taken to constitute, an invitation or inducement to invest in maib shares, and must not be relied upon in any way in connection with any investment decision. Maib undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required. Nothing in this document should be construed as a profit forecast.

# maib at a glance

maib

| Leader on the Moldovan banking market | Strongest and most trusted brand, prominent player in digital banking | Paving the way in payments and ecosystems | Focus on improving operations and ESG |
|---|---|---|---|
| 35% of total assets (EUR 3 bn)[(1)] | 1.1m total customers<br>37k SME active clients<br>>600 corporate clients<br>722k mobile app users | maibank full range of services<br>18.6th POS terminals<br>1.3m cards in use | Sustainability strategy and roadmap<br>Agile transformation completed for all frontline |

| Net profit | ROE | NIM | C/I ratio | Book Value[(1)] | CAR |
|---|---|---|---|---|---|
| EUR 20.6M (+21.4% YoY) | 20.6% (+2.8 pp YoY) | 4.2% (+0.0 pp YoY) | 45.2% (+3.1 pp YoY) | EUR 408M (+5.2% YoY) | 20.8% (-2.2 pp YoY) |

Based on 3Q 2024 figures



*(1) FX rate EUR/MDL 19.45 as of 30 September 2024*

# Our story so far

maib

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

1993

The bank became a founder of the Moldovan Stock Exchange

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.

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.

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

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.

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, Invalda INVL and Horizon Capital.
MAIBank is launched.

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

2022

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

2023

maib closes on its first ever domestic bond issue, and publishes its first sustainability report. The Bank signs a senior loan agreement with the International Finance Corporation.

# Most recent highlights 3Q and 9M 2024

## Macroeconomic highlights

GDP growth:

GDP[1] 2Q 2024: +2.4%

GDP[1] 6M 2024: +2.2%

GDP forecasted[2] in 2024 and 2025: +2.5% and +3.5%

Annual inflation rate:

December 2023: 4.2%

September 2024: 5.2%

## Operations

722k maibank users

1.3 million cards in use

74% online deposits (retail)

70% online loans (retail)

CasaHub and AgricolaHub ecosystems

19.7k POS terminals

390 ATMs

## Financial highlights

| 9M 2024: | 3Q 2024: |
|---|---|
| ROE[4]: 18.8% | ROE[3]: 20.6% |
| ROA[4]: 2.6% | ROA[3]: 2.8% |

Assets growth*: 20.0%

Gross Loans growth*: 17.0%

*year-on-year

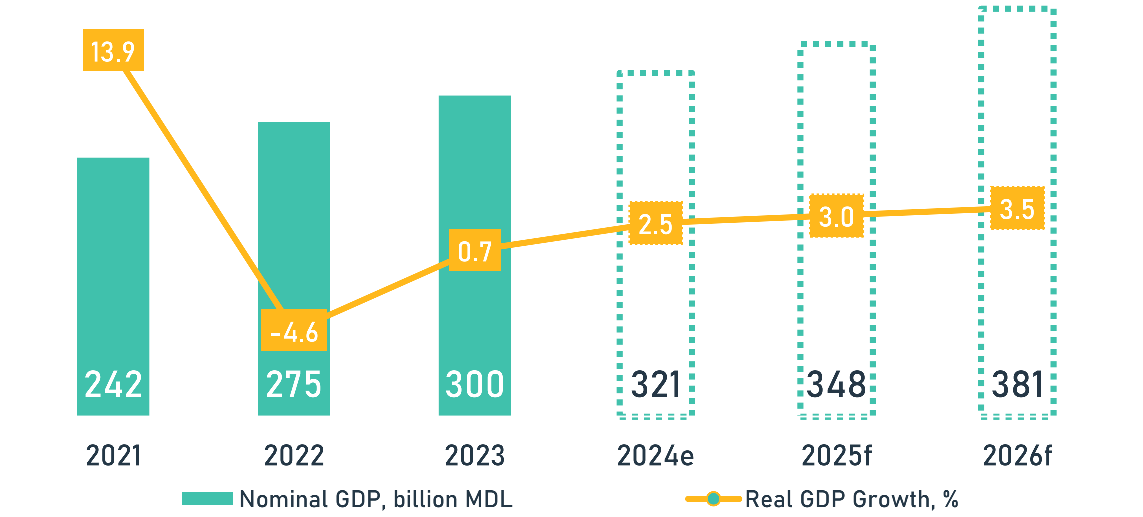
1. Real GDP growth, according to National Bureau of Statistics;
2. According to revised forecasts of: World Bank (June 2024), International Monetary Fund (October 2024), EBRD (September 2024), Vienna Institute for Economic Studies (November 2024) and Moldavian Ministry of Economy (July 2024)
3. Indicators calculated based on annualized quarterly (3 months) financial results
4. Indicators calculated based on cumulative 9-months financial results

# Key investment highlights

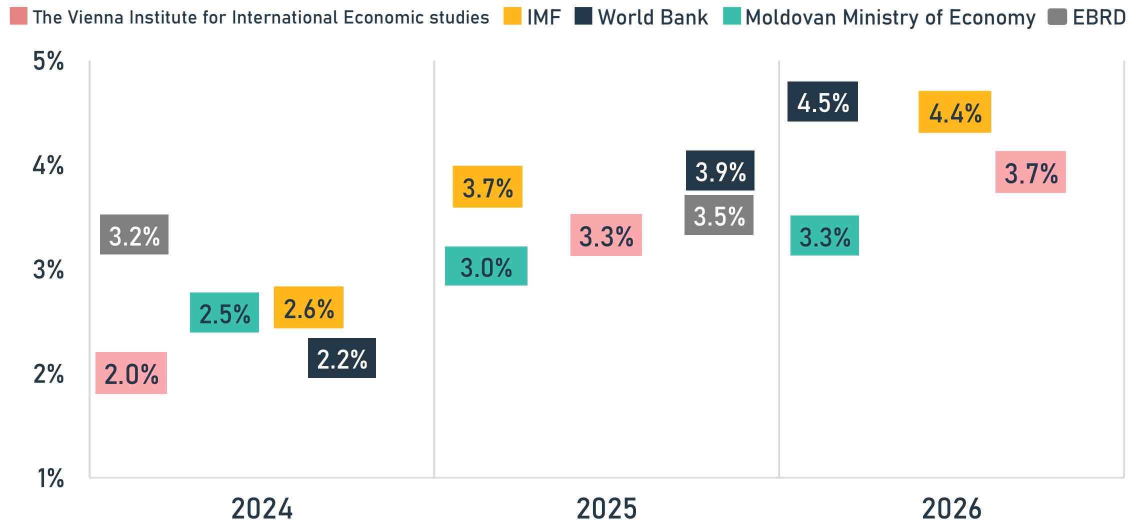
1. Offering exposure to a new, attractive and converging market
2. Clear #1 player and most trusted brand in Moldova, at the forefront of digital banking
3. Leading the dynamic payments and ecosystem segments
4. Highly experienced management team and strong corporate governance
5. Focus on continuous transformation & improving efficiency
6. Excelling at all relevant financial indicators

# 1 Moldova – focus on economic growth ahead

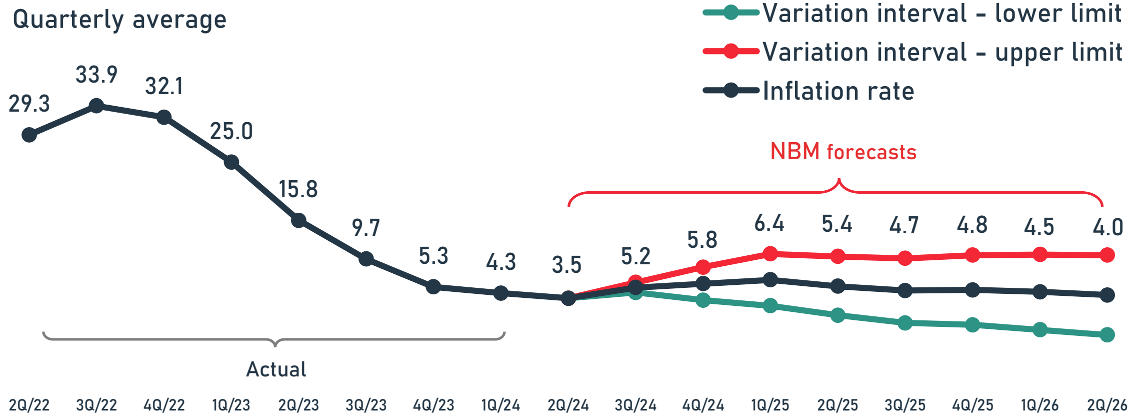
## GDP recovery and strong growth predicted*



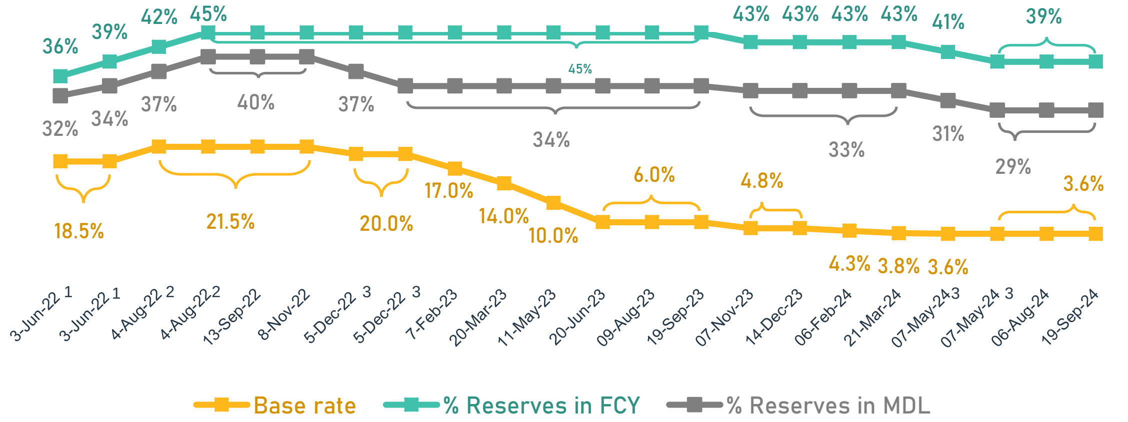

## Optimism from top forecasters**




## Inflation within target corridor




## Expansionary monetary policy



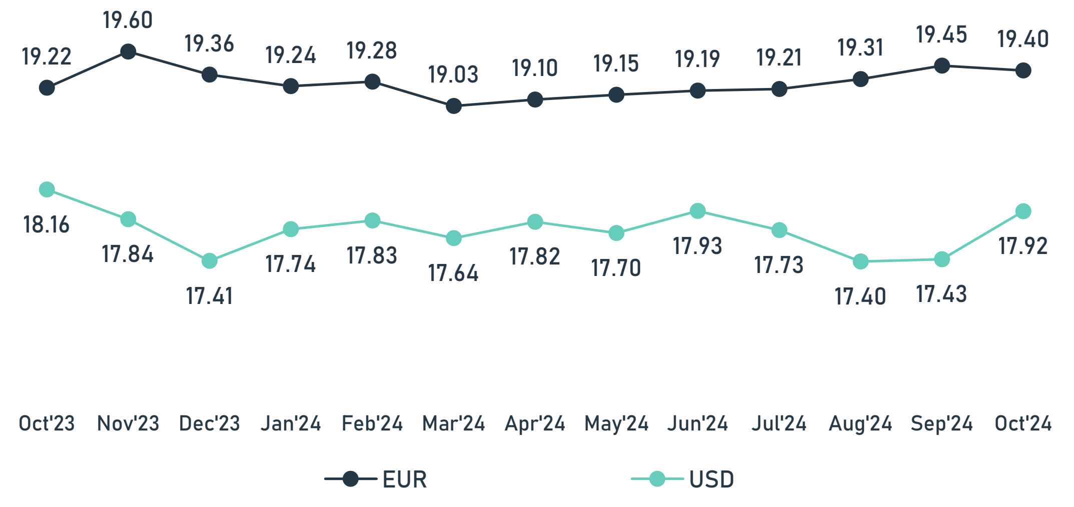

*Estimate and forecast according to the Moldovian Ministry of Economy

**According to revised forecasts of: World Bank (June 2024), International Monetary Fund (April 2024), EBRD (May 2024), Vienna Institute for Economic Studies (July 2024) and Moldavian Ministry of Economy (June 2024)

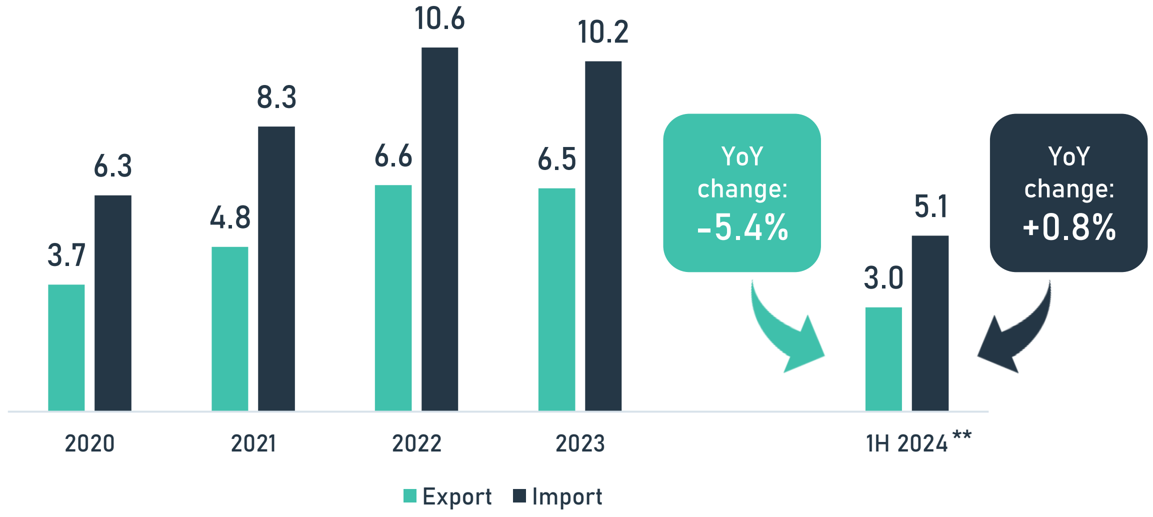
Source: National Bureau of Statistics, Ministry of Economy, IFI forecasts, NBM

# 1 Moldova – marginal slowdown in trade, currency stable

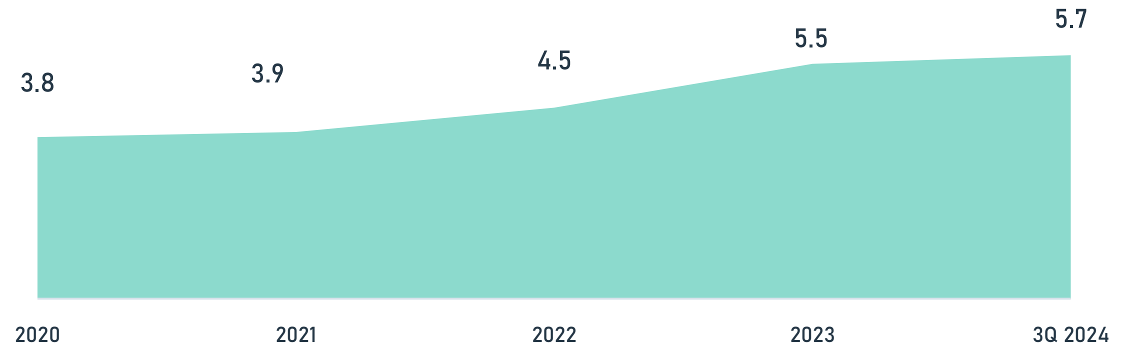
## Stable local currency



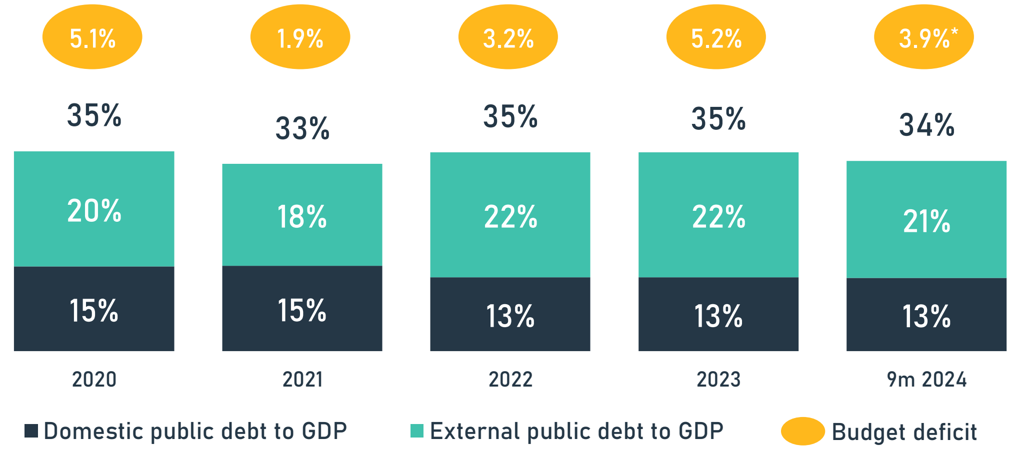

## External commerce growth




## Foreign reserves continue to rise




## Budget deficit down in 2024



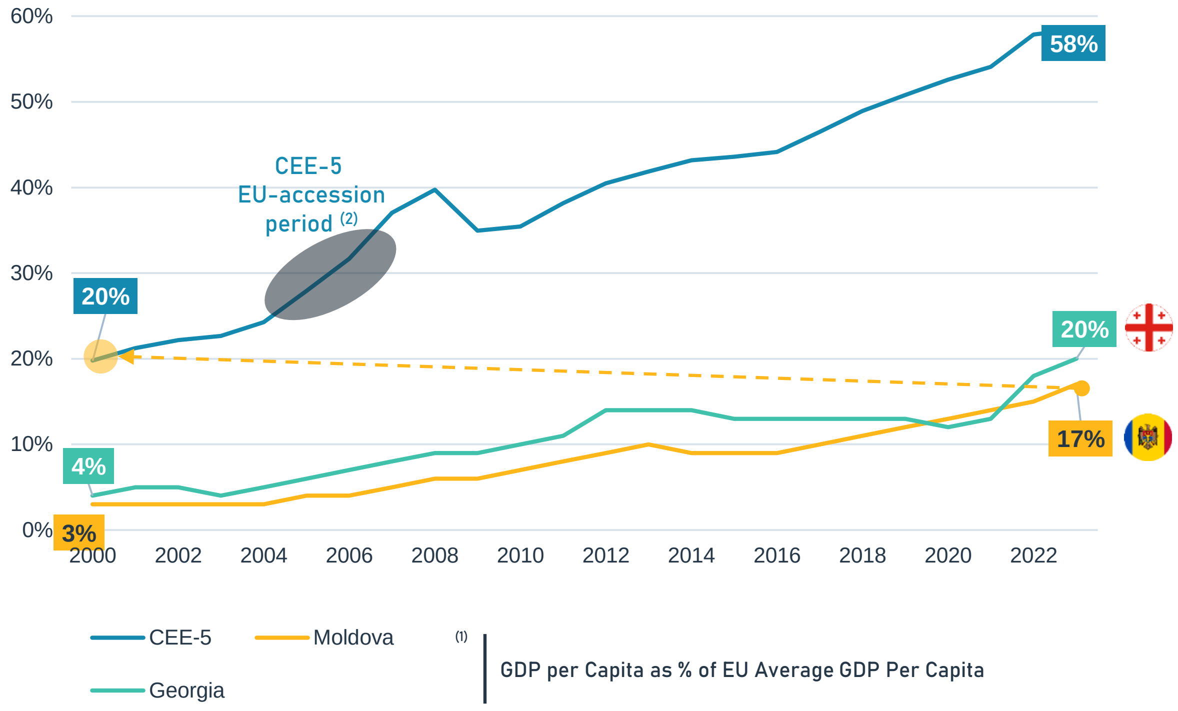

*Value for 1H 2023 used due to unavailability of GDP data for 3Q 2024
**Much of Moldova's exports are dependent on agriculture, hence, exports are due to increase significantly in 3Q of any year in line with the harvesting cycle
Source: National Bureau of Statistics, Ministry of Economy NBM

# 1 Favorable macroeconomic environment to be boosted by EU accession

## Moldova Key Economic Statistics

| Metric / Country | Moldova | Romania | Lithuania | Georgia |
|---|---|---|---|---|
| Population (2024) | 2.5m | 18.9m | 2.9m | 3.7m |
| GDP (USD bn) (2023, IMF) | 17 | 346 | 78 | 31 |
| GDP per Capita (USD) (2023, IMF) | 6,832 | 18,176 | 27,026 | 8,173 |
| GDP Growth 2024E (2023,IMF) | 2.6% | 2.8% | 2.2% | 5.7% |
| Avg. GDP Growth 25-29E (IMF) | 5.0% | 3.7% | 2.3% | 5.0% |
| Inflation (2023,National Banks) | 4.2% | 9.7% | 8.7% | 2.5% |
| Unemployment (2023,IMF) | 3.5% | 5.6% | 6.6% | 16.4% |
| Remittances in GDP (2022) | 14.0% | 2.9% | 1.0% | 15.6% |
| Gov't debt as % GDP (2023) | 34.9% | 48.8% | 38.3% | 39.1% |
| Imports / Exports share EU +UKR (+Moldova) (2022) | 62% / 73% | 71% / 73% | 69% / 66% | 24% / 24% |
| EU Membership Date | exp. 2030 | 2007 | 2004 | n/a |

## Moldova GDP per Capita Convergence




- Operating in a growing market on a 5% p.a. GDP expansion track
- Low and growing credit penetration, now c. 3x below GE
- Highly stable government finances with low debt-to-GDP, stable currency, low inflation, low unemployment
- Highly integrated with EU trade-wise, 2/3 of all foreign trade is with EU+UA
- On track for EU membership with accession negotiations opened in June 2024

- Strong GDP per capita convergence seen in new EU nations
- Before EU accession in 2000, the CEE-5 GDP per capita stood at approx. 20% of EU average GDP per capita.
- That share has since increased 3x to reach almost 60% in 2023. Moldova demonstrates similar levels as CEE-5 ahead of EU accession and Moldova can expect similar growth in the future years.

Source: National Bank of Moldova, Trading Economics

# 1 Integration with EU

## Moldova-EU relations

- EU opened accession negotiations with Moldova in June 2024;
- This happened in a record time of just 2 years (for reference, it took Albania 8 years to reach this);
- Moldova achieved EU candidate status in June 2022;

- In October 2024:
  - Moldova voted to enshrine EU accession into the constitution at a referendum;
  - EU Commission approved a financial package worth EUR 1.8 billion for the country.
- 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 and a range of infrastructure projects financed by EU, including roads, schools, hospitals and other public service objects.
- Dual Romanian-Moldovan citizenships are estimated to be as high as 1 million* in number, or approximately 40% of the population.

## Moldova at EU's eastern border

**Full alignment with EU acquis**
2030 (expected)

**Moldova votes 'yes' to EU at referendum**
October 2024

**EU-Moldova Intergovernmental Conference**
June 2024

**EU Council opens accession negotiations**
December 2023

**EU Candidate status granted**
June 2022

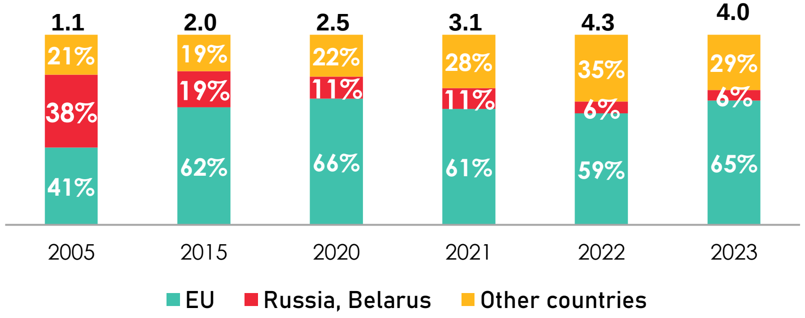
**Application for EU membership**
March 2022

**Association Agreement with EU**
June 2014

* https://stiri.md/article/social/maia-sandu-un-milion-de-cetateni-din-r-moldova-au-pasaport-romanesc/

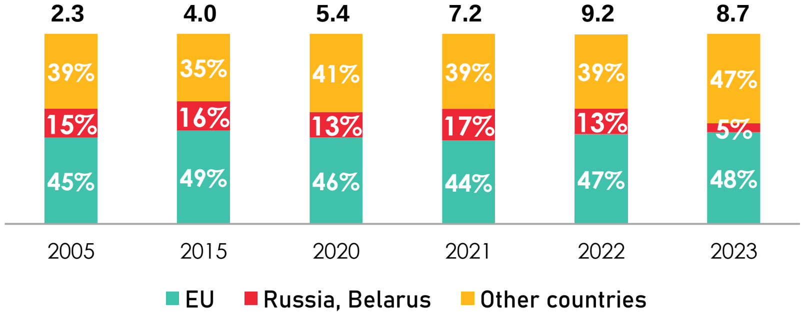
## EU dominates trade of goods and remittances

### Exports to EU now over two thirds of total, bUSD



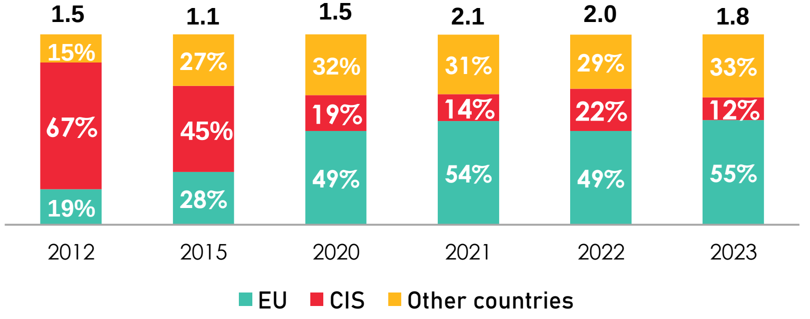

*Source: National Bureau of Statistics of Moldova*

### 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, Balance of payments*

# 1 Key events – EU accession to be enshrined in constitution

## Moldova votes Yes to EU

People vote for EU accession on referendum

On 20 October 2024, Moldovan citizens voted to officially enshrine the country's EU ambitions into the constitution. The vote passed with 50.4% voting in favor of the change. A simple majority was needed at the referendum for such a constitutional change to happen.

## Maia Sandu wins presidential election

Presidential election

On the same ballot as the referendum, Moldova held its presidential election. As no candidate came out ahead with over 50% of the vote, the top two candidates went to a head-to-head in a second round on 3 November. Following the second round, Maia Sandu, Moldova's current pro-EU president, was re-elected with 55.3% of the vote.

Upcoming elections:

- Parliamentary elections – Mid-2025

## Promising growth in 1H 2024

Economy picks up pace

In the first half of the year Moldova's economy grew by 2.2%, reaching MDL 142 billion GDP in 1H 2024. Amongst drivers of this growth have been retail trade (especially in 2Q) and the IT sector. Moreover, household spending itself increased by 2.6% during this period. On the other hand, the negative performance of real estate and transport affected GDP negatively.

Forecasts predict steady economic upswing

An average of revised forecasts show that the Moldovan economy will grow by 2.5% in 2024, 3.5% in 2025, and 4.0% in 2026.

## Energy independence

The Government has prepared an action plan to be used in the event of disruptions to gas supplies. This comes following an analysis by the Ministry of Energy which resulted in 7 possible scenarios. The worst outcome would lead to a deficit of 190 $m^3$ of gas over 30 days of winter. Following the announcement of the action plan the Energy Minister, Viktor Parlikov, commented "…we are ready for any scenario".

## Inflation within target

Inflation stable since the start of the year

Inflation stood at 5.2% as of September 2024, which is within the NBM inflation target of 5% ± 1.5%, after peaking at 34.6% in October 2022.

This has been achieved through the tight monetary policy used by the National Bank of Moldova (NBM), coupled with a decrease in energy prices.

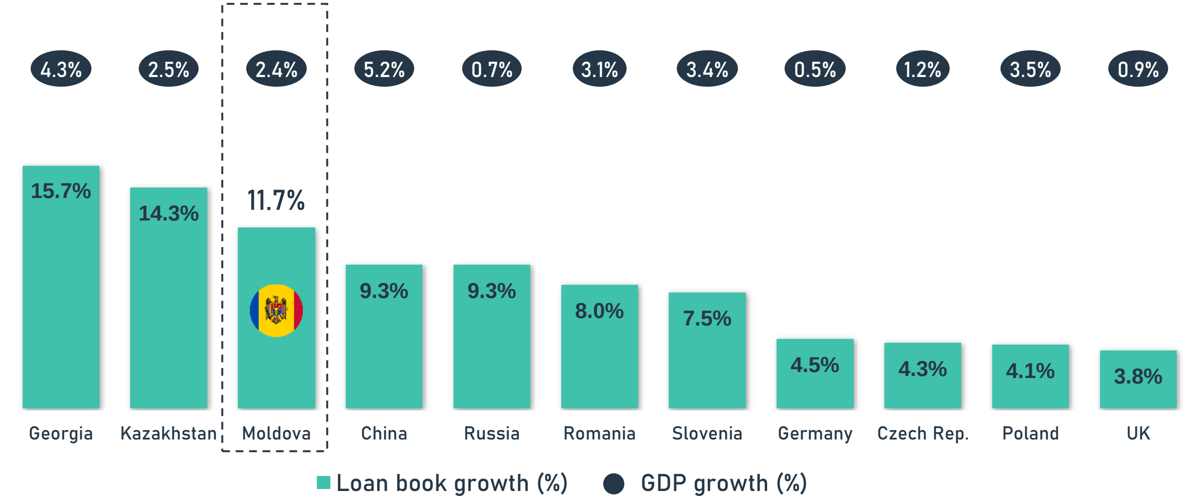
Monetary policy loosened:

- ✓ Base rate at 3.6% as of May 2024, lowered from 21.5% in August 2022.
- ✓ Reserve requirements in MDL at 29% as of July 2024. Down from 40% as of December 2022.
- ✓ Reserve requirements in foreign currency at 39% as of July 2024. Down from 45% as of December 2022.

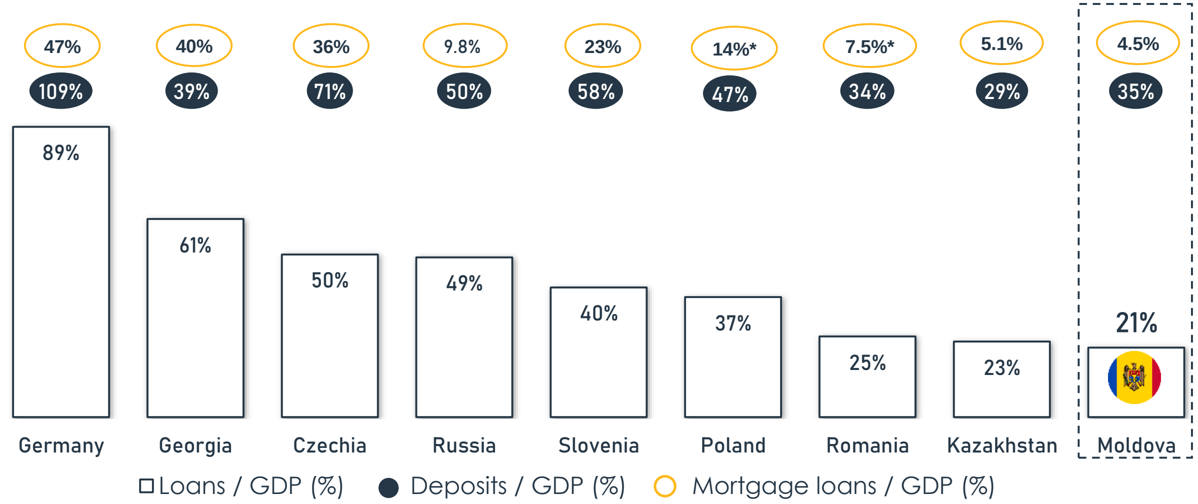
Source: National Bureau of Statistics, Ministry of Economy, NBM, Ministry of Energy, Central Electoral Commission of Moldova

# 1 Attractive market with secular growth trends

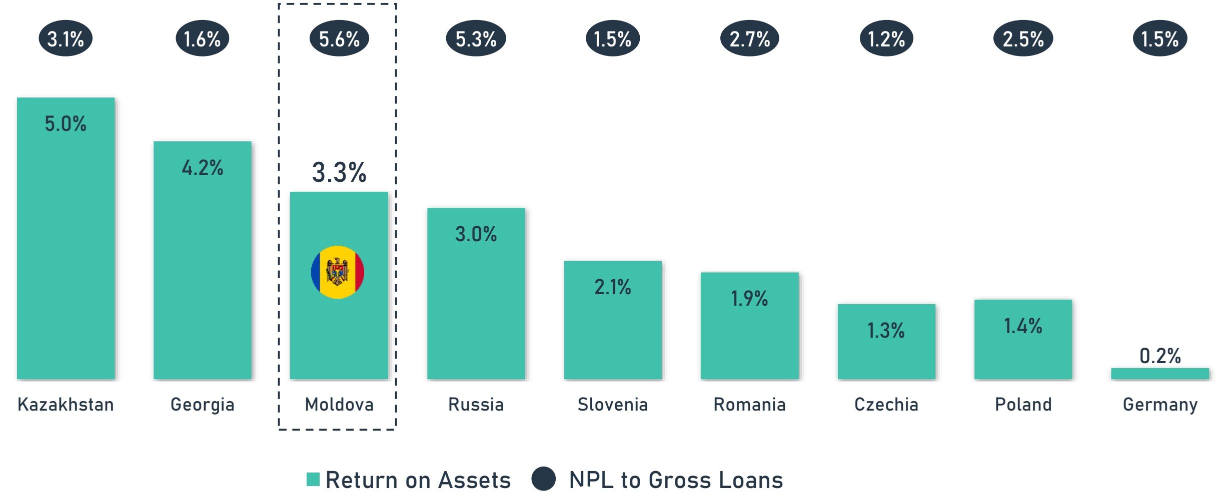
## Real GDP growth and loan growth rates 2018-2022



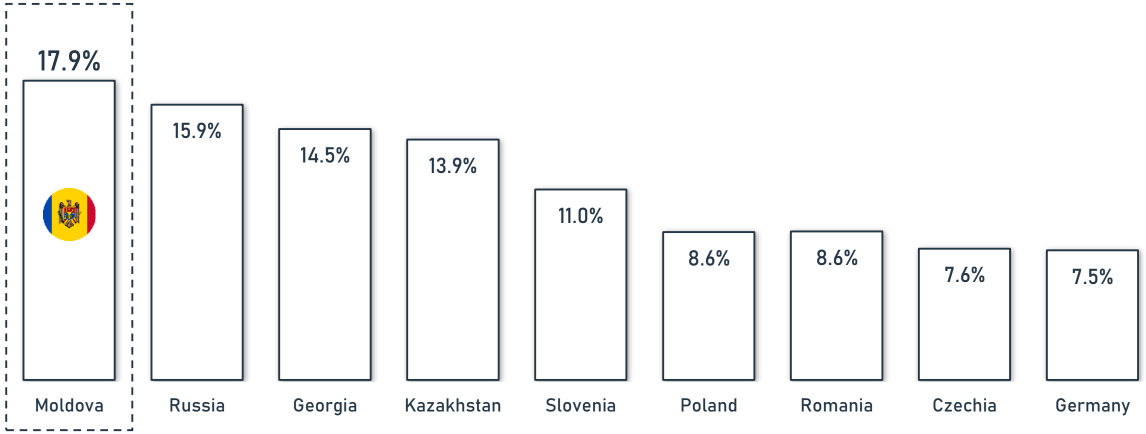

## Loans, mortgages and deposits penetration (% GDP)




## Return on assets and the level of impaired loans




## Equity to assets




*Source: IMF, NBM, Central Banks of respective countries NPLs according to prudential calculation (*) latest available*

# Leading position in an attractive market

## Banking sector snapshot

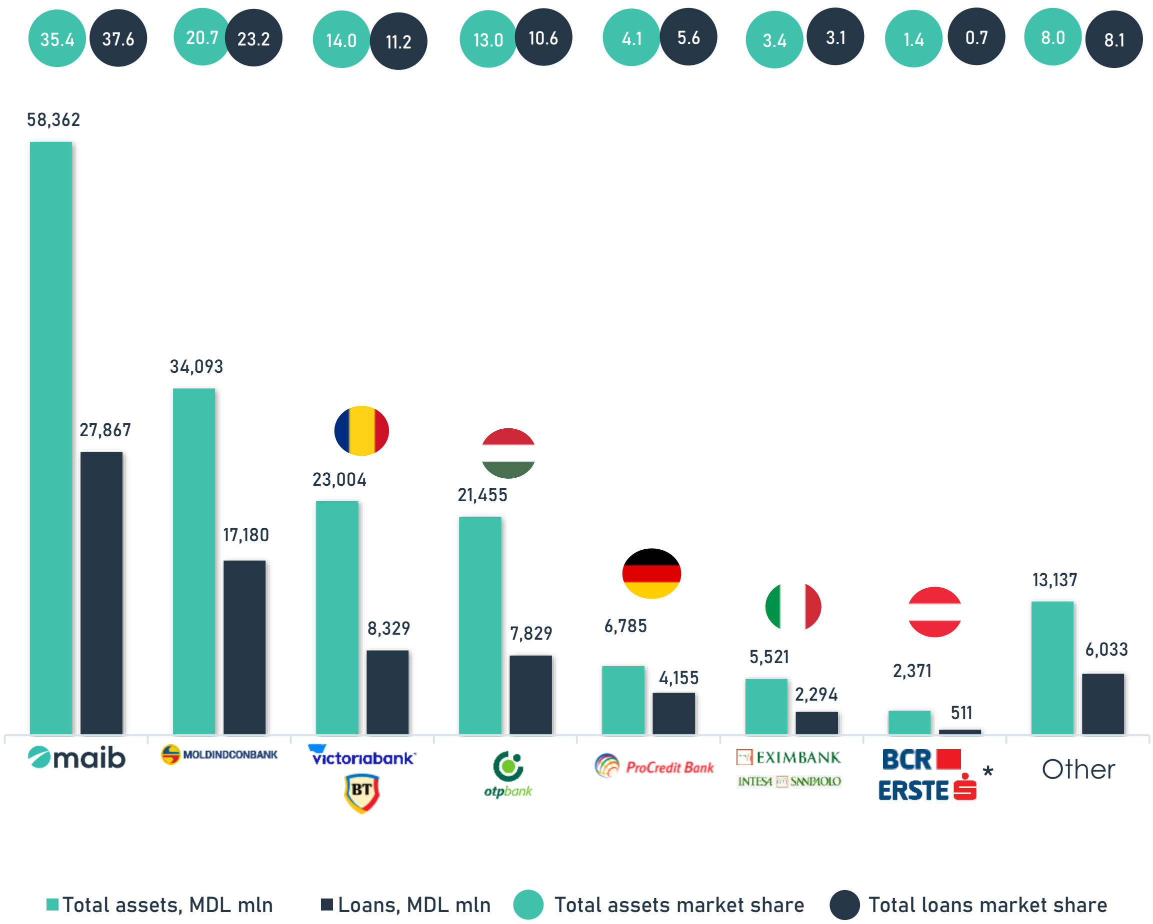
- There are 11 commercial banks in Moldova in total:
  - Banking sector remains open with foreign banks' subsidiaries already present in the market (Romania, Hungary, Italy, Germany);
  - Four largest systematically important banks dominate the market with nearly 85% of total assets of the banking system;
  - There are no state-owned banks.

- National Bank of Moldova:
  - The Head of the NBM is currently Anca Dragu, the former Romanian Minister of Public Finances (2015 – 2017) and President of the Senate (2020 – 2021);
  - The NBM follows the Basel Framework aligning their minimum capital requirements, risk management and stress testing functions to Basel III;
  - Whilst capital and liquidity requirements are amongst the highest in the region, the NBM adheres to liberal economic regulation principles (e.g. full currency convertibility and no capital controls).

- Outsized non-banking finance (NBFI) sector:
  - Presence of NBFIs in Moldova is substantial compared to peer countries;
  - NBFIs loan portfolio is equal to 20% of the bank loan portfolio;
  - Since July 2023 NBFIs came under the NBM supervision.

## Banking sector landscape

Commercial banks by total assets in Moldova, as of 30 September 2024 (MDL mln)




Source: NBM; *Erste assets in Moldova were acquired by Victoriabank, transaction completed in 2024

# Award winning franchise and customer experience

## Extensive and modern physical network

| ATMs | Branches | POS (terminals) |
|---|---|---|
| 390 | 101 | 18.6k |


*Source: NBM*

## Awards in all categories

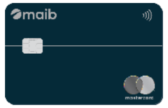
**EMEA Finance**
Best Digital Bank in CEE & CIS (2024)

**The Banker**
Moldova's Bank of the Year (2023)

**Global Finance**
Best SME Bank in CEE (2024)

**Euromoney**
Best Bank in Moldova (2024)

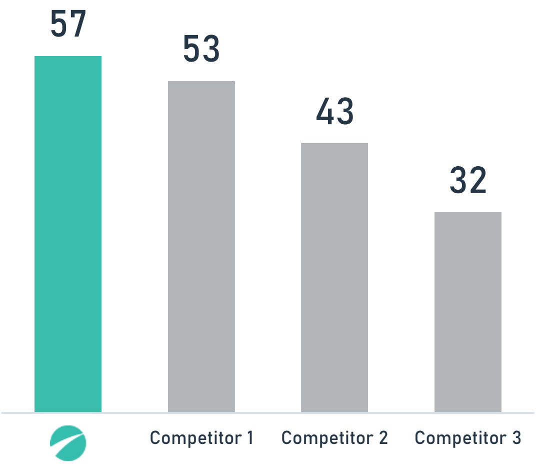
## Alto premium banking – first of its kind in Moldova

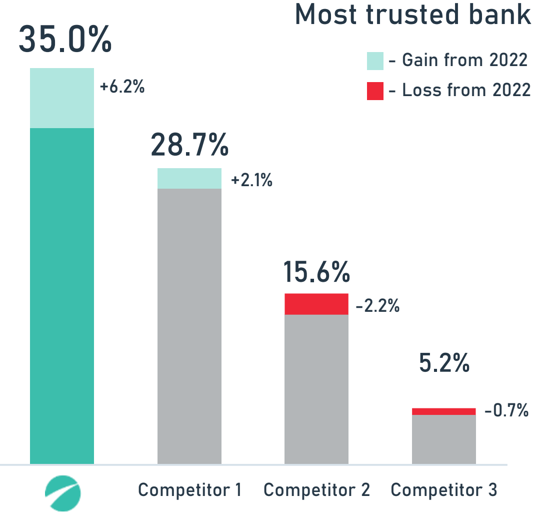



- Priority service
- Select packages
- Exclusive service areas
- Travel experience
- Personal manager

Premium Banking

## Runaway brand leadership




*Source: Maib internal brand study January 2024*

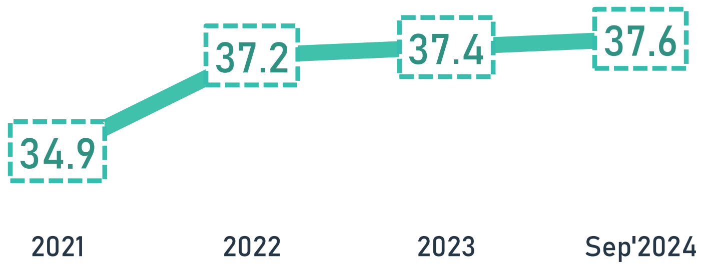
# 3 Sustained market share growth and digital leadership

maib

**Maib has consistently managed to gain market share and cementing leadership in digital banking in Moldova**

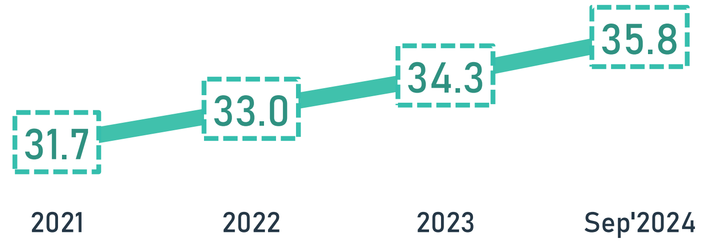
## Total loans

Market share, %



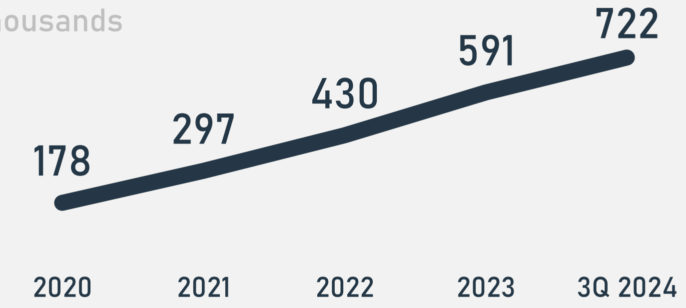

## Total deposits

Market share, %



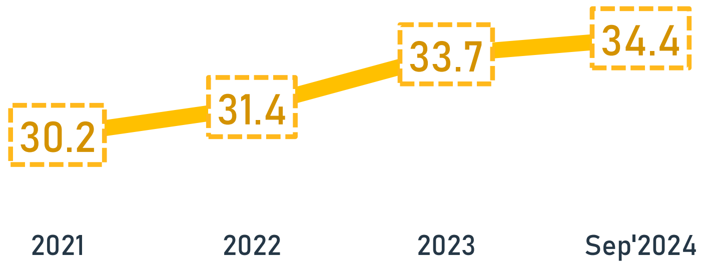

## Maibank retail users

Thousands



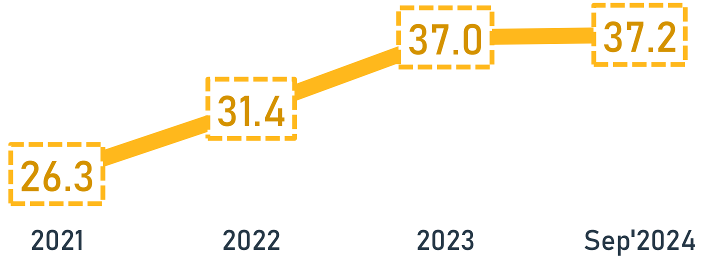

## Retail loans

Market share, %



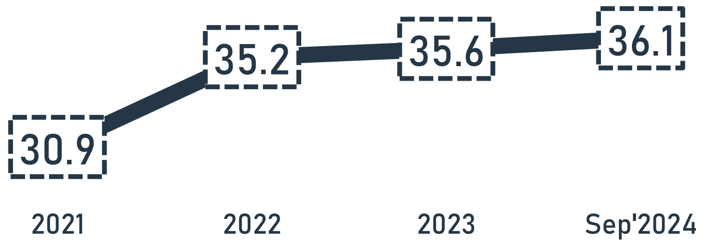

## SME loans

Market share, %



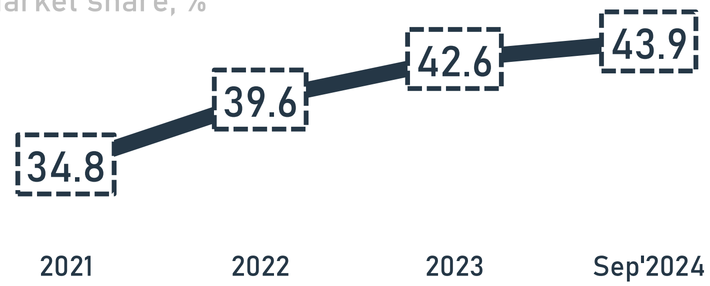

## Cards in circulation

Market share, %



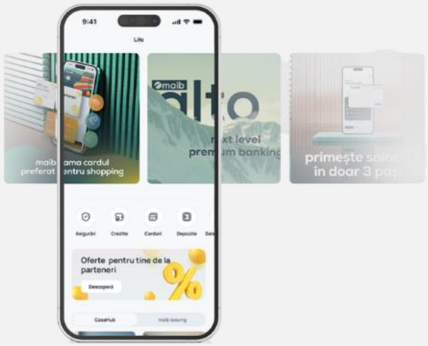

## Acquiring (POS & E-COMM)

Market share, %




**70%**

online retail loans in 3Q 2024



**74%**

online deposits in 3Q 2024

maib — Best SME Bank in Central & Eastern Europe — GLOBAL FINANCE

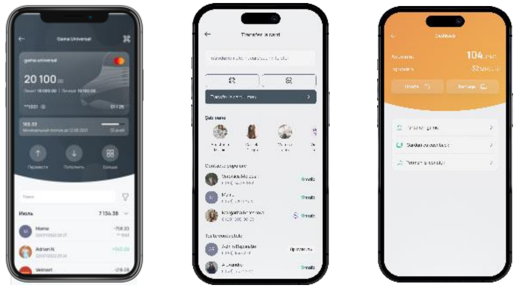
maib — Best Digital Bank in CEE & CIS; Best Bank in Moldova 2023 — EMEA Finance

*Source: NBM, maib internal statistics*

# 3 Maibank – lifestyle app transformation

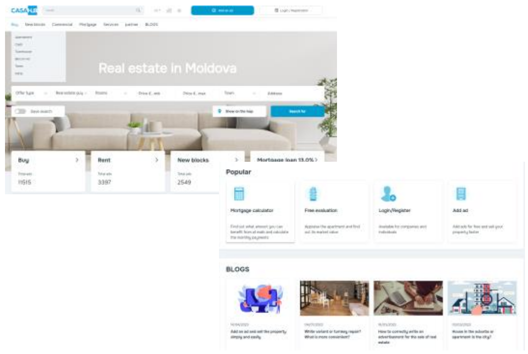
## Future direction of maibank

maib




- ✓ Always online
- ✓ Pay and transfer anywhere
- ✓ Digital onboarding

CASAHUB



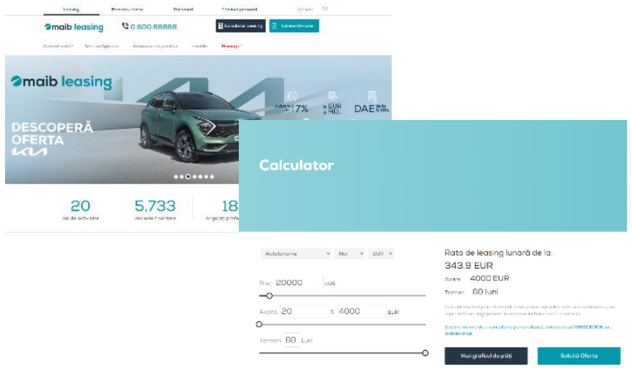

- ✓ Funding programs
- ✓ Mortgage calculator
- ✓ Video consultations

maib

## Life

- ✓ Travel insurance
- ✓ Third party offers


maib leasing




- ✓ Rate calculator
- ✓ Trusted partners

# 4 Maib's corporate governance

maib

## The Bank possesses both a strong management team and a best-in-class corporate governance framework

### Significant experience in the banking and finance industry…

| | |
|---|---|
| 7 years | Average tenure with maib of present management board |
| 22 years | Average experience of the management team in financing and banking sector |

### …gained in a variety of blue-chip financial institutions in Moldova and abroad…

pwc, TBC BANK, McKinsey & Company, Morgan Stanley, BNM, BARCLAYS, Raiffeisen BANK

### …and current CEO with a track record in the 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

### maib's governance structure is based on best practice and designed to protect minority shareholders

- The Supervisory Board includes three independent directors out of seven to ensure protection for minority shareholders
- Risk, audit and remuneration committees report directly to the Supervisory Board

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

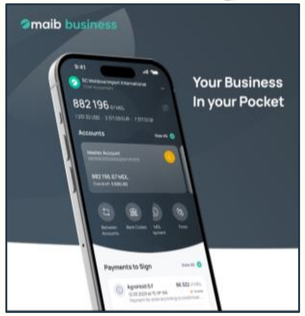
- EBRD undertook a governance assessment in Moldova and actively lobbies adherence to good corporate practice
- maib has taken on board IFIs guidelines for corporate governance in designing its own supervisory structures

### Executive incentive scheme (LTIP) and executive education with Stanford GSB

- Under 100 top and middle management personnel are eligible for LTIP, which looks to incentivize long term value creation
- Executive education designed by Stanford GSB for 60 business executives from top and middle management to enable cultural change and upskill the leadership team

# 5 Transforming maib into future-proof financial institution

Maib is currently undertaking a strategy refreshment exercise, which is expected to be completed by the end of the first quarter of 2025.





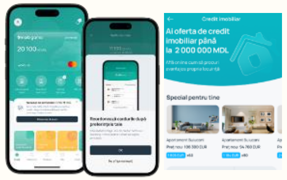
## Strategic focus areas

### Customer experience

- New products and services – factoring, online loan tranche request
- Increase quality of cash handling
- KYC online
- Focus on creating a multi-channel seamless customer experience

### Digitalization

- Maib launched "Life page" in maibank app
- New Data Center
- Maib launched the new mobile version of internet banking for business – maib business

### Payments

- Apple Pay, Google Pay for Business, electronic signature
- Best-in-class security features
- Cash-In by Code and Cash by Code
- MIA Instant payments & MIA QR Codes

### Branch offloading 2.0

- Streamlining existing branches
- Offloading low value day-to-day transactions into the app
- Improving facial recognition
- Extend the product offerings in digital channels

Maib considers international expansion with an asset-light digital-only offering in Romania, focused on Moldovan diaspora and broader consumer market

# 5 Bank successfully delivered on an ambitious transformation agenda

## Maib adapts to market and consumer needs to maintain its leadership status

### Culture, Agile and New HQ

- Maib went through the transformation to more agile, future proof banking model
- Replaced 40% of top and middle managers, attracting Moldovans with international experience and education
- Maib park, the Bank's new headquarters, opened its doors in September 2023


### Digital and payments

Introduced innovative features such as:

- Face Identification, online onboarding
- Lifestyle page
- All payments: Fully digital cards, QR, apple and google pay
- Buy Now Pay Later (BNPL)


### Branch Transformation & Rebranding

- Maib undertook a major rebranding and branch transformation. By offloading simpler tasks to the digital channels, staff is now prioritizing sales
- Nr. of transactions increased by 30%, despite a decrease in the nr. of branches by 30%.

### SME transformation

- The fastest growing Business Unit in the Bank
- SME loan market share went from 22.5% to 37.2% in under 4 years
- Every second SME loan in the country granted by maib

### ESG strategy

- ESG strategy and roadmap approved
- Sustainability committee oversees strategy implementation
- Sustainability report published for a second year


### IPO focus

- The Bank acts as a listed company, with full disclosure of financial and operating information
- A fully developed investor relations function issues releases, quarterly results calls, and maintains an investor website, ensuring that potential investors remain informed

# 5 Strength behind targeting Moldovan diaspora

maib

**Moldovans with Romanian citizenships count over 700k (official data)**

**1 - 1.25 M**
Approx. diaspora size

**0.8 – 1.0 M**
Potential bankable population

**> 70%**
Diaspora living in EU

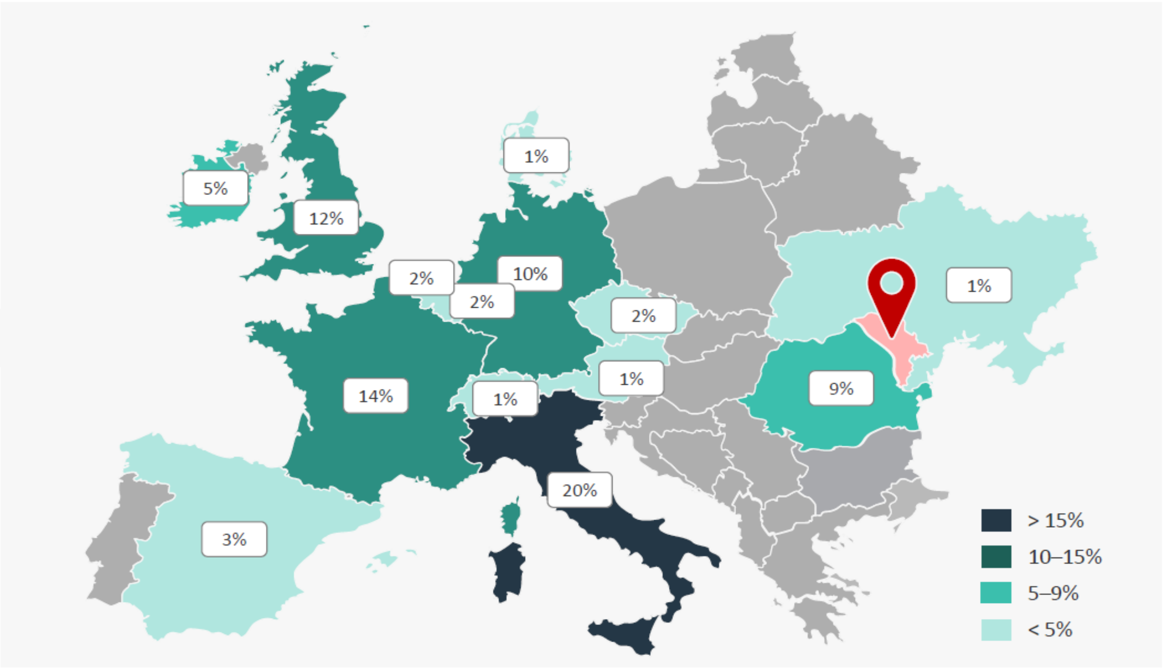
**$ 900 M**
Remittances coming from EU*

**EUR 1-2 k**
Average income per month

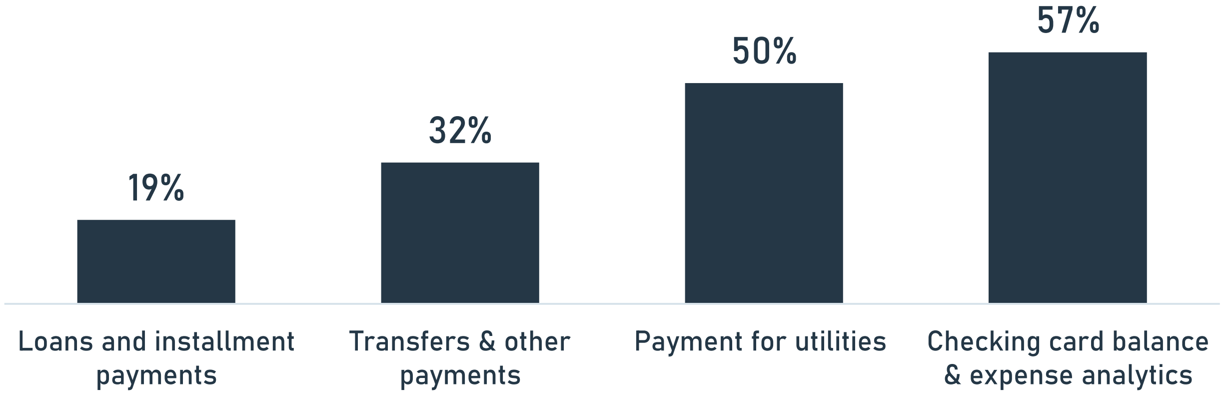
**49%**
Own housing in Moldova

**28%**
Have bank cards from Moldova

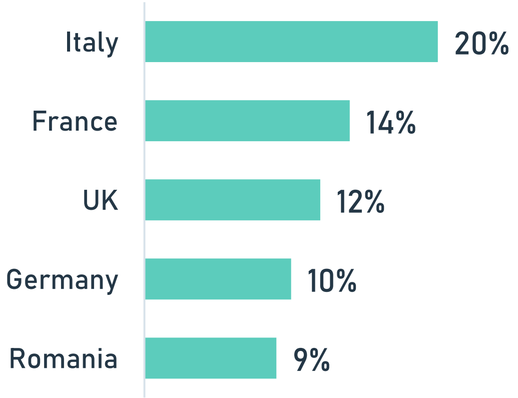
**>50%**
Do not plan on returning to Moldova



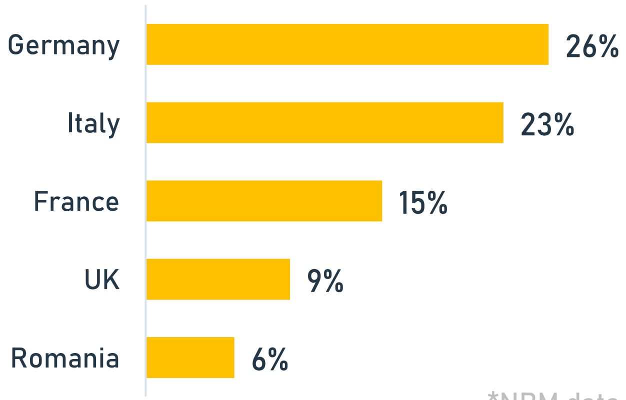

## How diaspora use banking mobile applications




## Diaspora spread by countries




## Remittances spread by countries




*NBM data

# 5 Vision for expansion in Romania

maib

**Initial step to target diaspora with further expansion to broader consumer base in Romania**

## Offering

Asset lite, digital banking solution

## Rationale

- Over 10% of Moldovan diaspora live in Romania
- Overall total diapora with Romanian passport 1.2-1.5 m
- Similar consumer habits and shared language with Moldova

## Expected Timeline

- Licence application to the National Bank of Romania - Q1 2025
- Go live - 12 to 18 months

## Products

- Daily banking/consumer loans
- One Card; Transfers and Payments
- Bill and Utility payments in both pockets (countries)
- Scheduled payments

EMEA Finance

Best Digital Bank in CEE & CIS (2024)

## Target customers

- Moldovan diaspora
- Broader overall population

## Licence

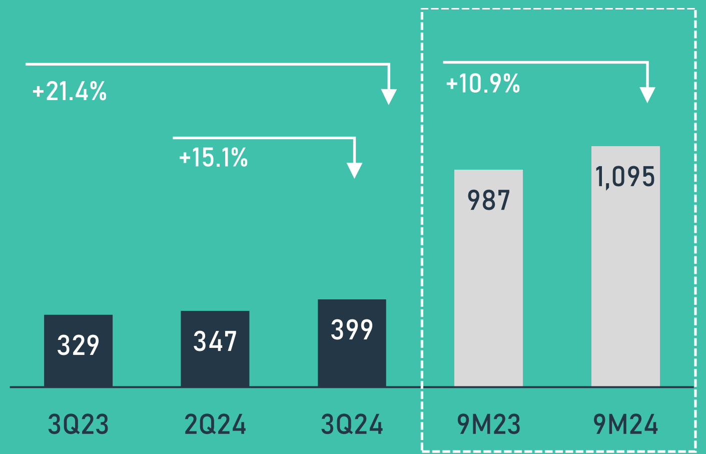
- E-money, NBFI (first stage)
- Subject to NBM and NBR approval

## Channels

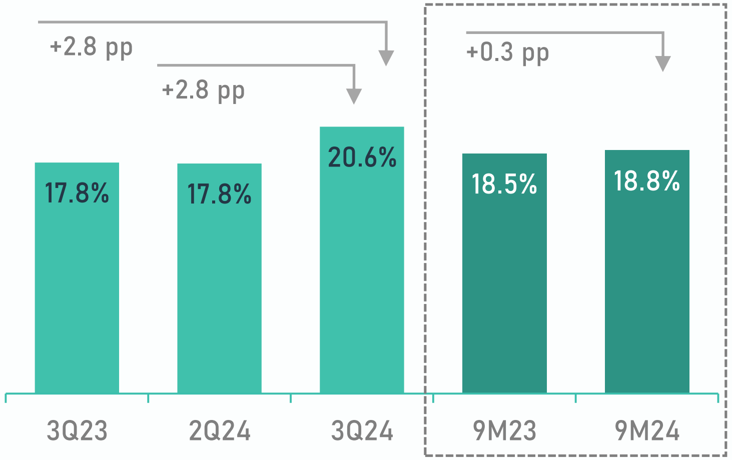
Digital only

# 6 Summary of Financial KPIs 3Q and 9M 2024

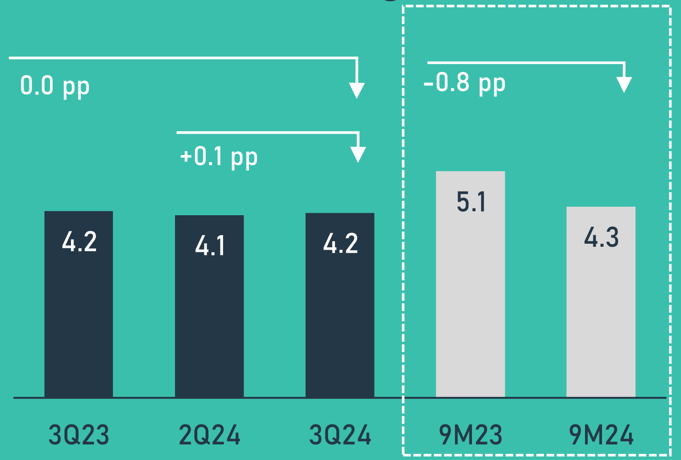
## Net profit million MDL



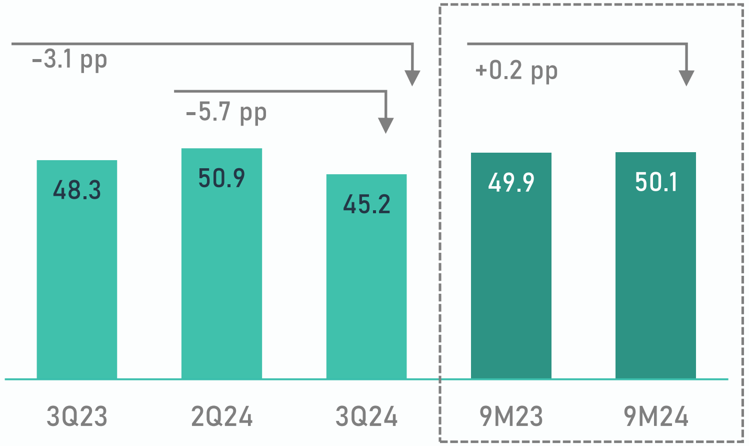

## ROE %



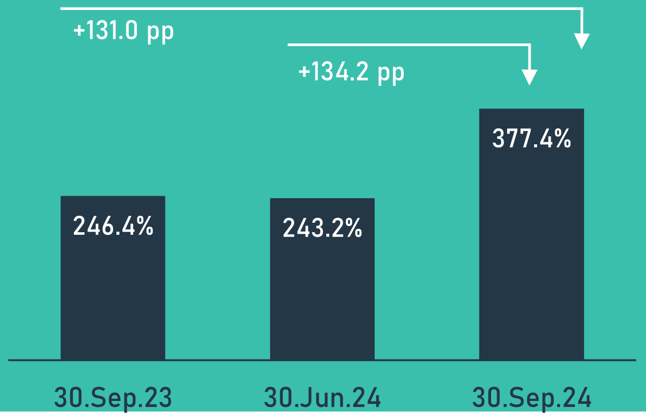

## Net Interest Margin %



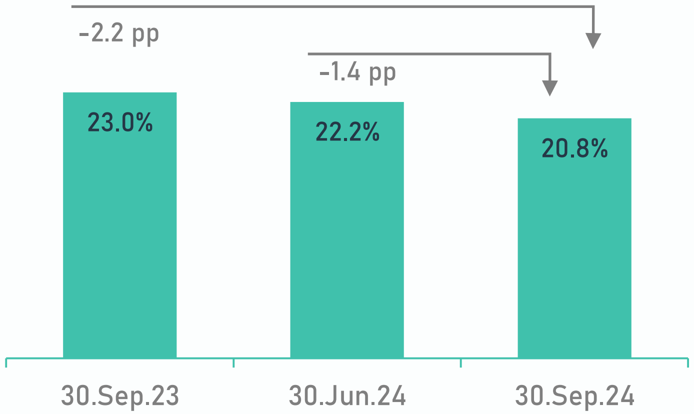

## Cost to Income %




## Liquidity Coverage Ratio* %

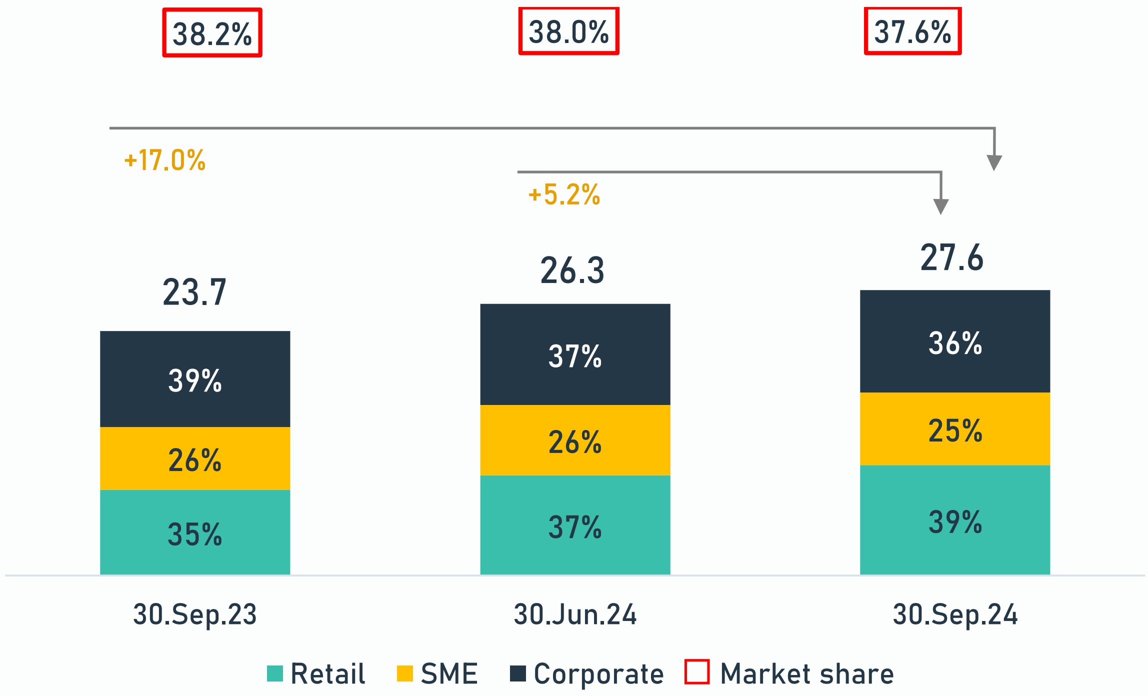


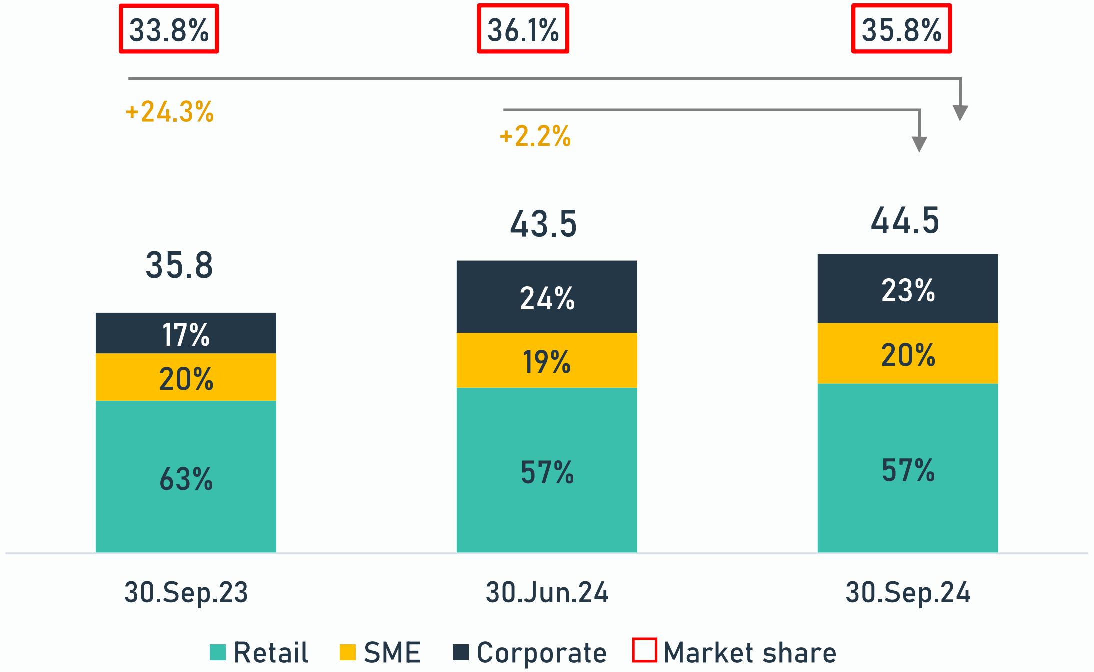

## Capital Adequacy Ratio* %




*Liquidity coverage ratio and Capital Adequacy Ratio are presented on the standalone basis (Bank only). There is no requirement to calculated and submit these regulatory indicators on a consolidated basis. The other companies within the Group (subsidiaries of Bank) are non-banks, representing approx. 1% of total equity, 2% of net operating income and 2% of total income of the Group

# 6 Retail and SME segments lead growth in both loans and deposits

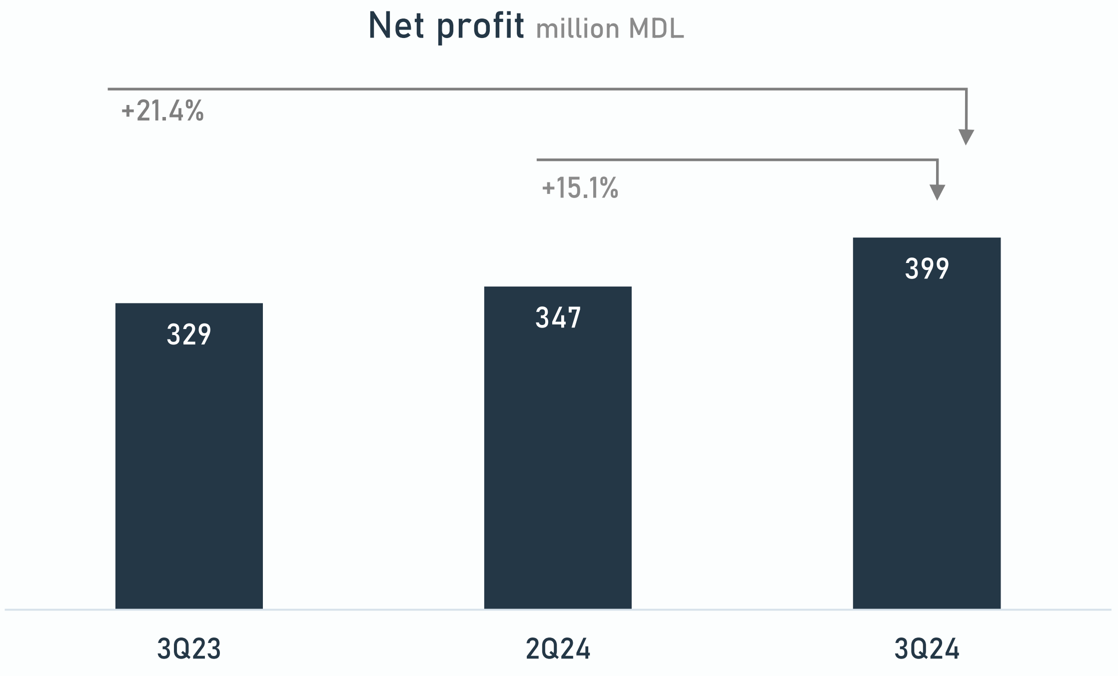


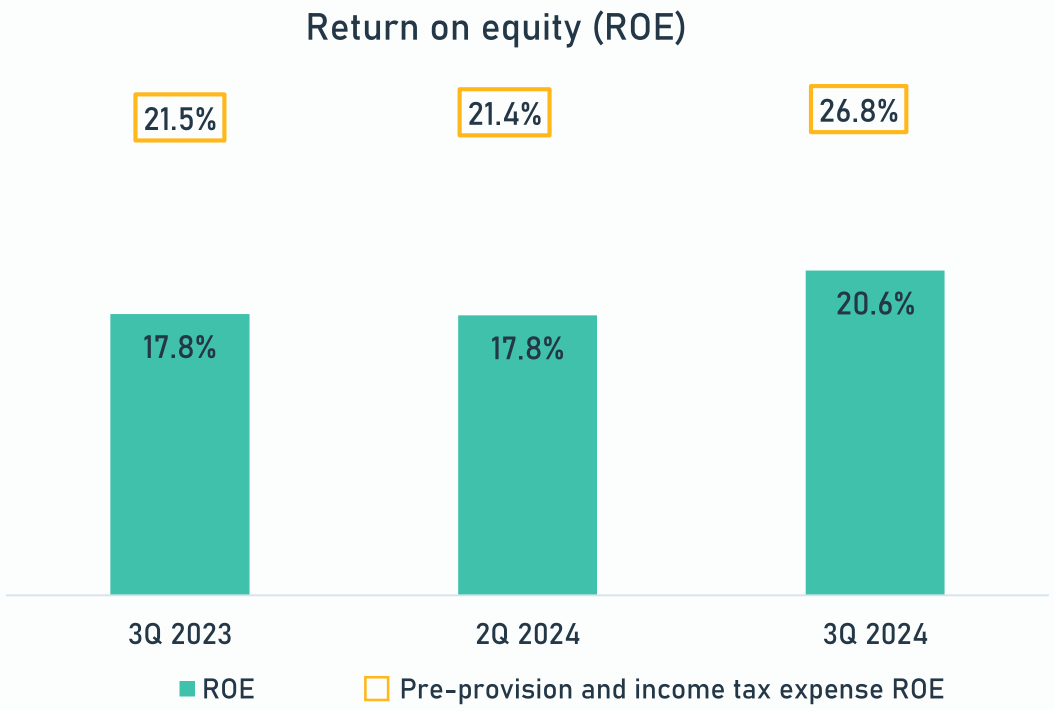



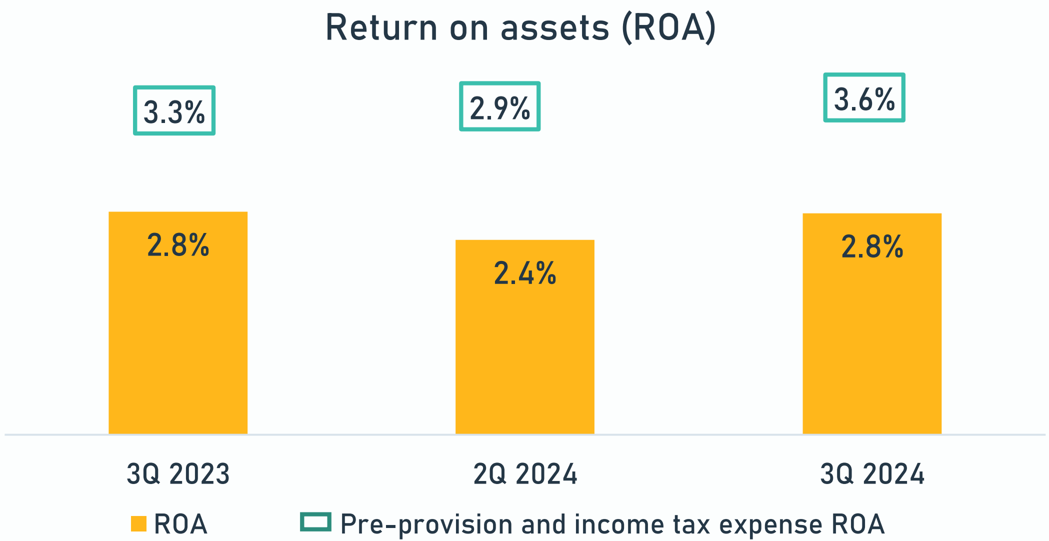

- As of September 30, 2024, the Group's gross loan portfolio reached MDL 27,648 million, representing a quarterly increase of 5.2% and a YoY growth of 17.0%. The Retail segment was the primary driver of this growth, contributing over 76% to the overall loan increase. The Retail gross loan portfolio rose to MDL 10,700 million, with a quarterly growth of 10.7% and a significant YoY increase of 29.5%, primarily fueled by consumer loans, which grew by 11.7% QoQ and 32.3% YoY. The mortgage lending segment also expanded, increasing by 9.7% QoQ and 26.7% YoY, while maintaining a market share of 34.4%.The SME gross loan portfolio reached MDL 7,010 million, showing a quarterly increase of 3.1% and a YoY growth of 15.1%. This growth was supported by both investment and revolving loans, with investment loans expanding by 15.6% annually. The corporate gross loan portfolio totaled MDL 9,937 million, reflecting a YoY growth of 7.1% and a modest QoQ increase of 1.1%, driven by a 3.4% rise in investment loans.
- As of September 30, 2024, the customers' deposits portfolio reached MDL 44,476 million, with a YoY growth of 24.3% and a quarterly increase of 2.2% .The SME segment led growth with deposits totaling MDL 8,965 million, reflecting a YoY increase of 27.6% and a QoQ rise of 10.2%, driven by higher local currency current deposits. The Retail deposit portfolio reached MDL 25,261 million, with a quarterly increase of 2.5% and a YoY growth of 11.4%, supported by an 8.8% rise in foreign currency current accounts. In contrast, the Corporate deposit portfolio contracted by 4.6% QoQ to MDL 10,250 million, mainly due to a 14.0% outflow from local currency current accounts, although it grew by 68.5% YoY, largely from a significant corporate client.

[1] Amounts presented in the diagram represent gross exposure, i.e. principal plus related accrued amounts of interests and commissions, adjusted with amortized cost
[2] Amounts presented in the diagram include principal and accrued interest
[3] Source: NBM

# 6 Profits rise on non-interest income and loan growth

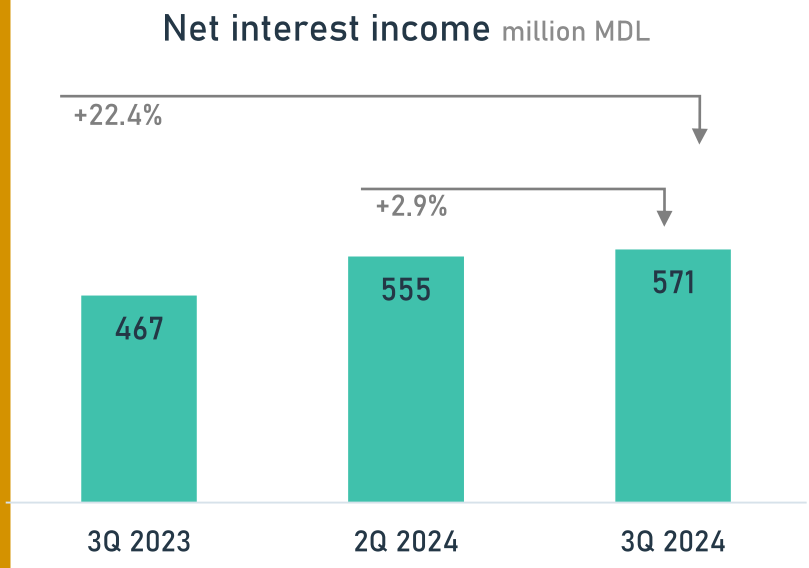


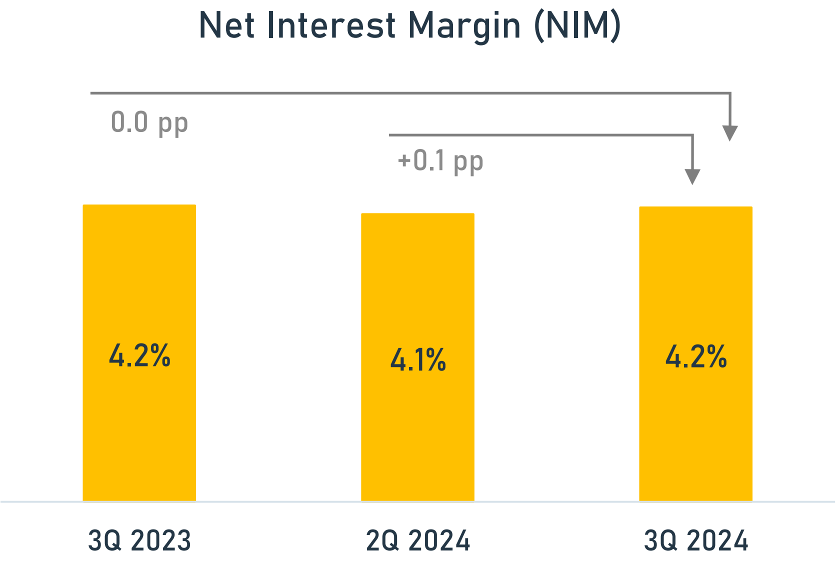



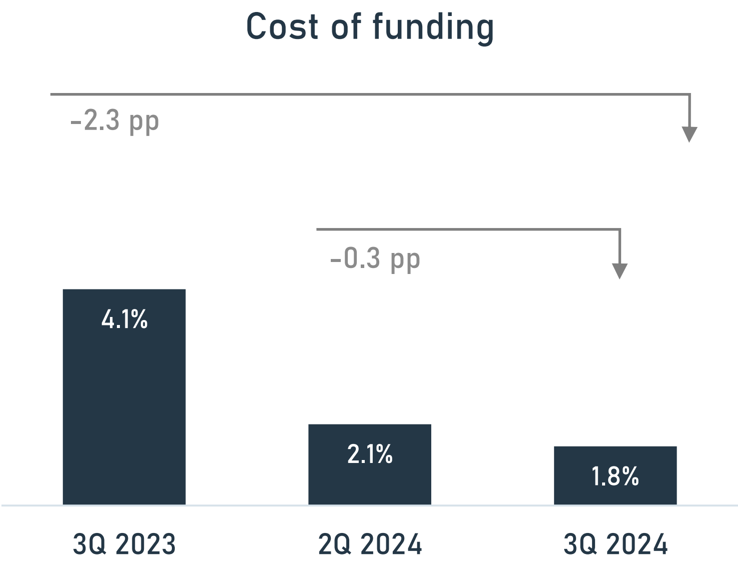




- Maib delivered a strong quarter, with return on equity (ROE) above 20%.
- The Group reported a net profit of MDL 399.1 million for the third quarter, up by 15.1% QoQ and by 21.4% on a YoY basis. The YoY performance was largely driven by higher net interest income and increased net foreign exchange gains, partly offset by higher loan credit loss charges and operational costs. Compared with 2Q 2024, the third quarter saw growth across all revenues lines, with strong contributions from net foreign exchange gains and net fee and commission income.

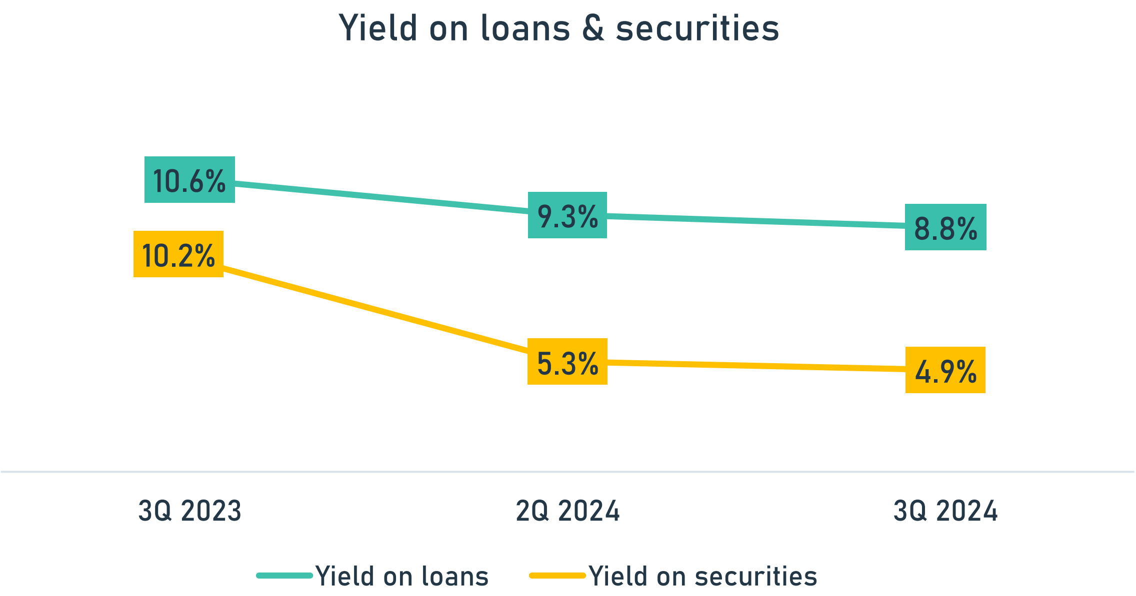
# 6 Managing Net Interest Margin amid low interest rates



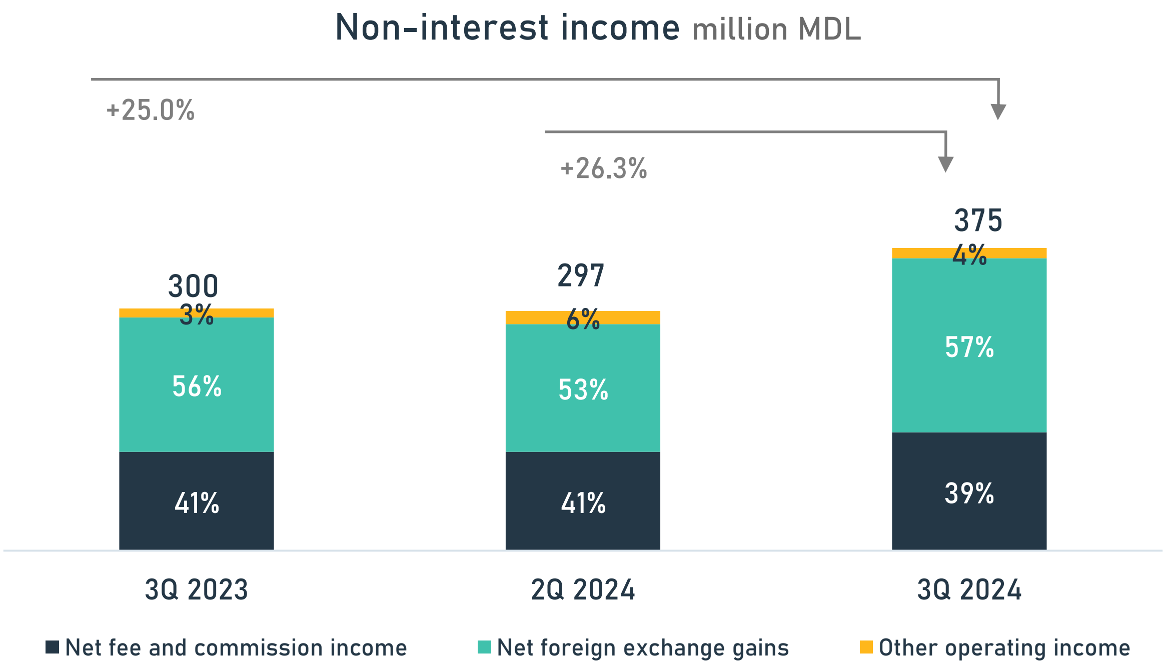



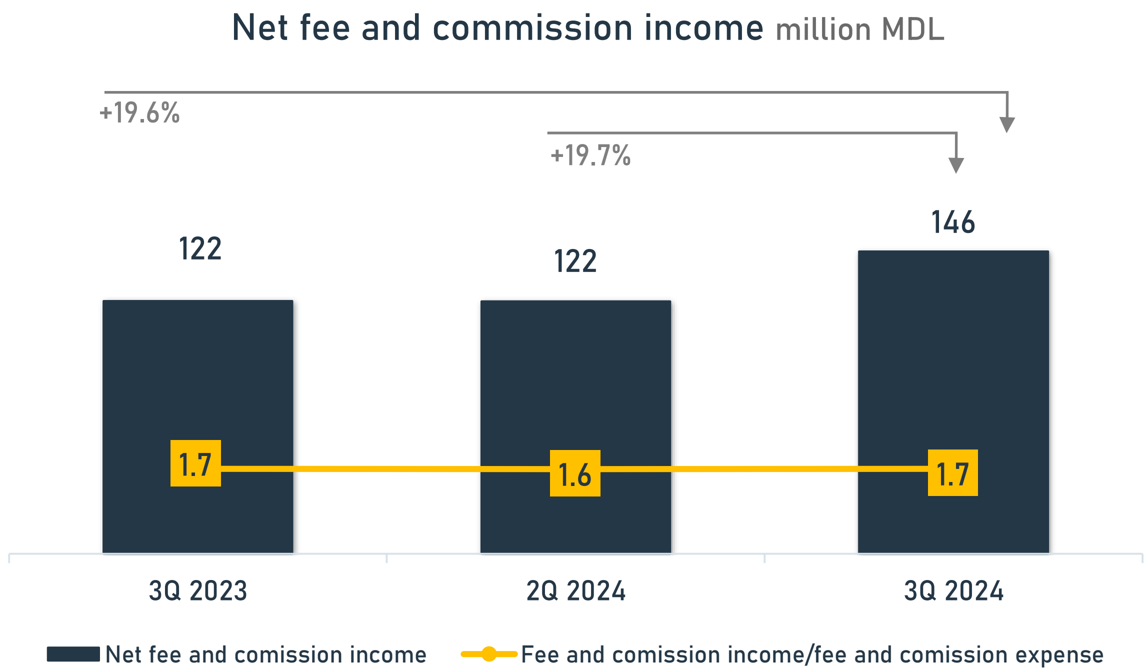




- In the context of a declining interest rate environment, the Group effectively managed its assets and liabilities portfolio mix to achieve a slight increase of 0.1 pp in Net Interest Margin (NIM) in the third quarter reaching 4.2%. NIM in 3Q 2024 was offset by lower yields on interest-bearing assets, particularly in loans, sovereign debt securities, and required reserves held with the NBM. Nonetheless, despite the decline in loan yields (by 0.4 pp QoQ to 8.8%), loan interest income increased by 1.5% quarter-on-quarter, the gradual repricing effect being counterbalanced by the loan portfolio growth by 5.2% on a QoQ basis.
- The Group's funding cost decreased to 1.8% in 3Q 2024, reflecting a 0.3 pp reduction from the previous quarter and a 2.3 pp drop year-on-year. This was driven primarily by the gradual repricing of deposits, reducing deposit costs by 2.2 pp year-on-year to 1.5%.

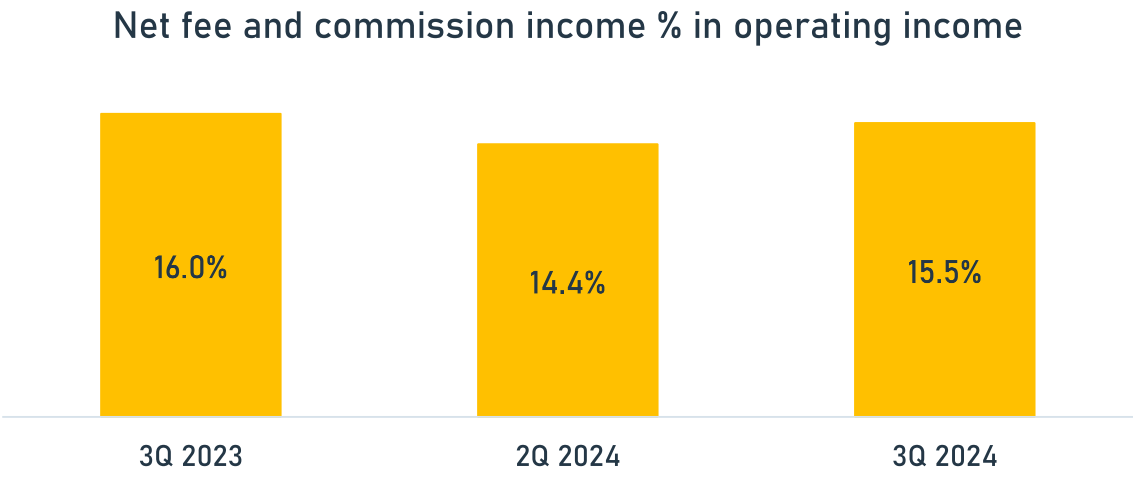


# 6 Strong rise in net foreign exchange gains contributed to operating income growth

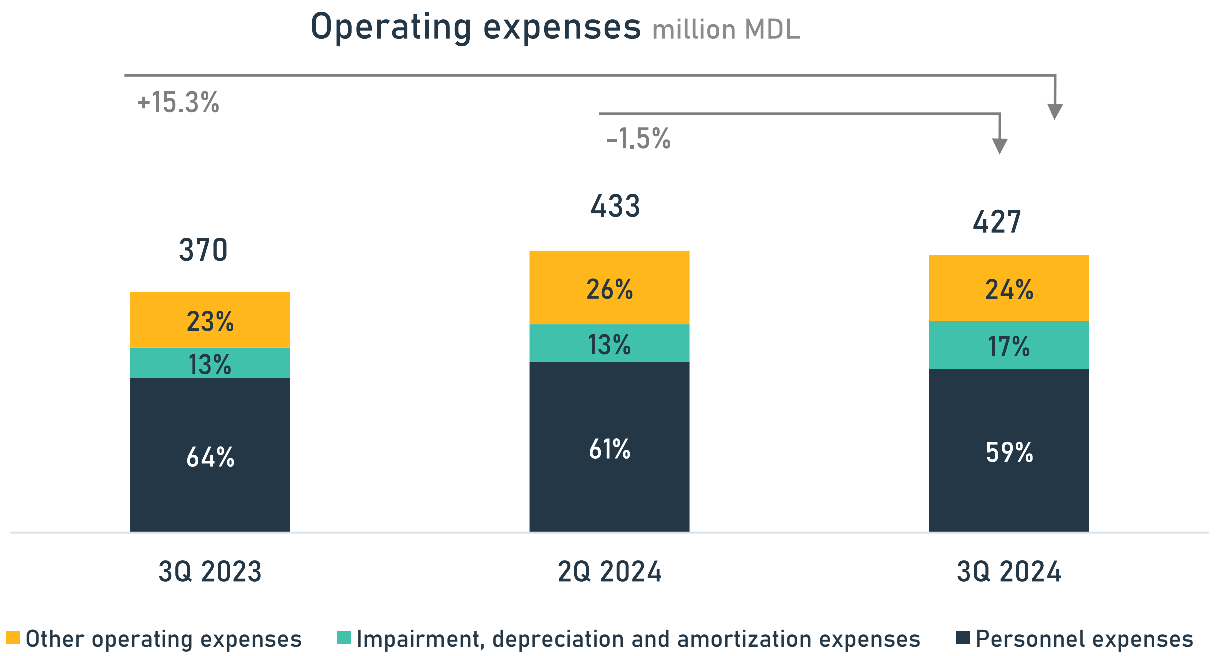


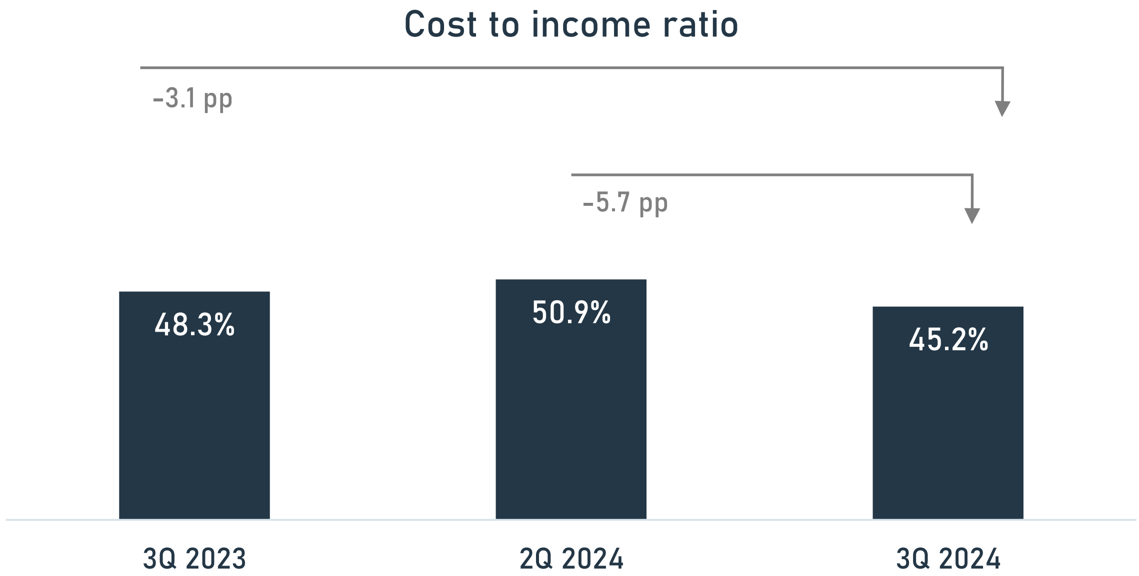




- Non-interest income accounted for over one third of the Group's total operating income. In the 3rd quarter of 2024, non-interest income reached MDL 374.7 million reflecting a significant 26.3% QoQ and 25.0% YoY increase. This expansion was primarily driven by higher net foreign exchange gains, supported by increased volumes of foreign exchange transactions.



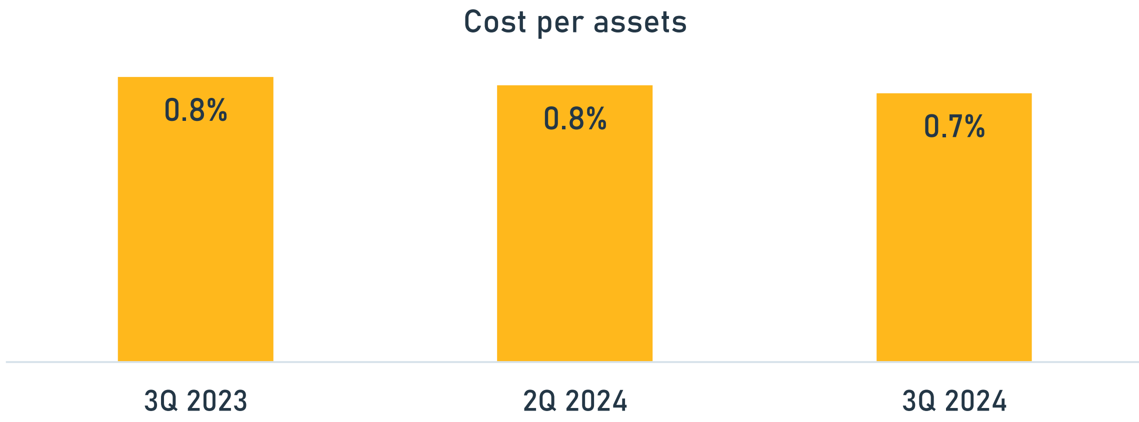
# 6 Improved operational efficiency



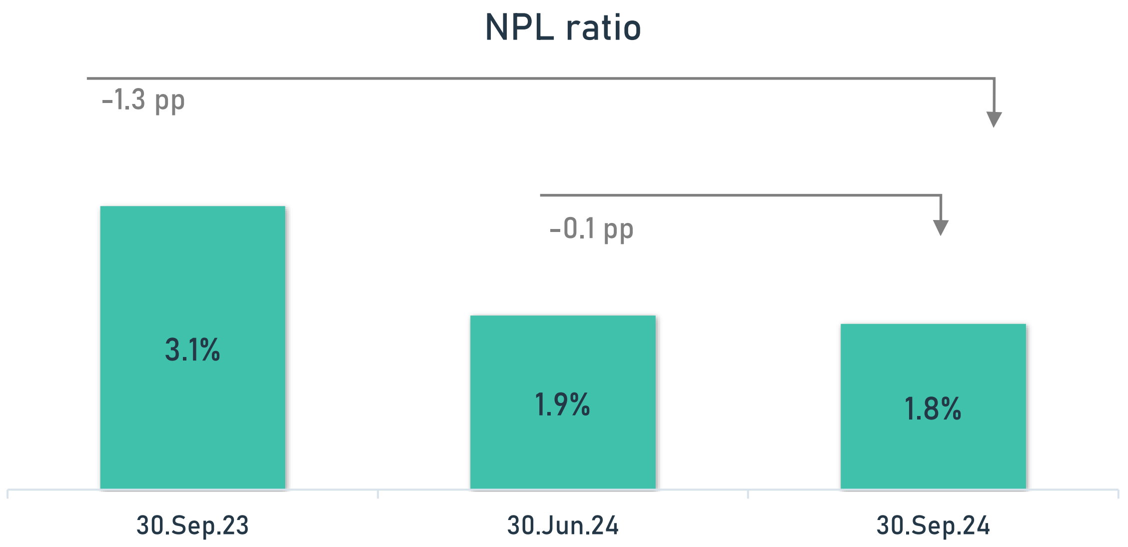

*Cost to income ratio is calculated without impairment and provisions releases/charges

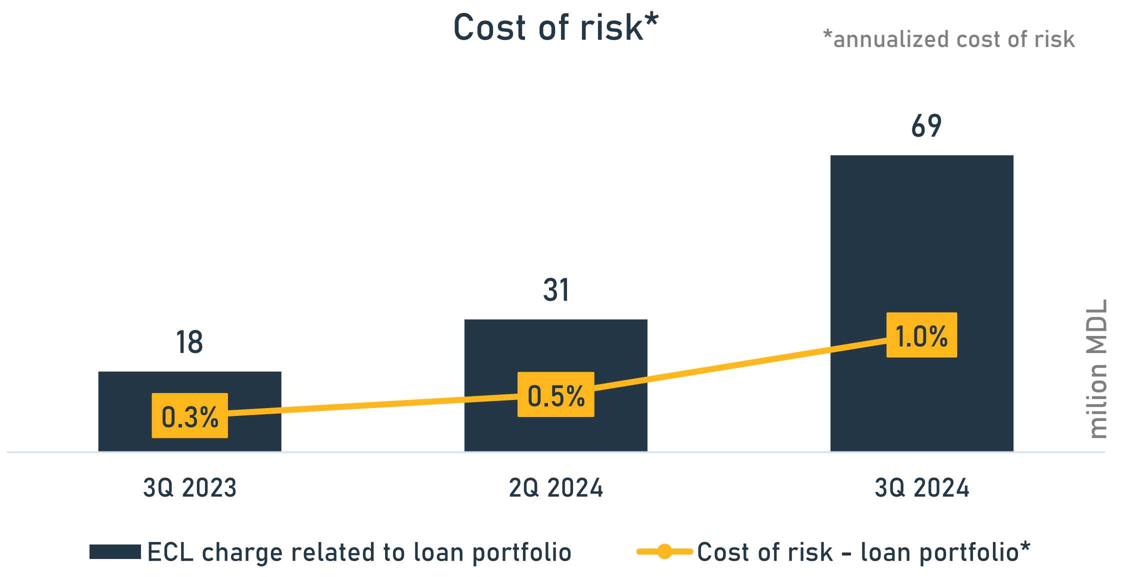
- In the third quarter of 2024, the Group's cost to income ratio (CIR) improved to 45.2%, reflecting a 5.7 pp reduction QoQ and 3.1 pp YoY. However, for the 9 months of 2024, CIR showed a modest year-on-year increase by 0.2 pp, reaching 50.1%.
- Operating expenses (OPEX) totaled MDL 427.1 million in the third quarter of 2024, representing a decline of 1.5% quarter-on-quarter but an increase of 15.3% year-on-year. The quarterly decrease primarily reflects elevated costs in the previous quarter, including contributions to the Resolution Fund and semi-annual performance bonuses. In contrast, impairment, depreciation, and amortization expenses rose by 27.5% QoQ, largely due to an impairment charge on buildings recorded in Q3 2024.
- The cost-to-income ratio remains a key performance indicator, closely monitored by the Group in light of business expansion, shrinking net interest margins, and the ongoing implementation of strategic initiatives.



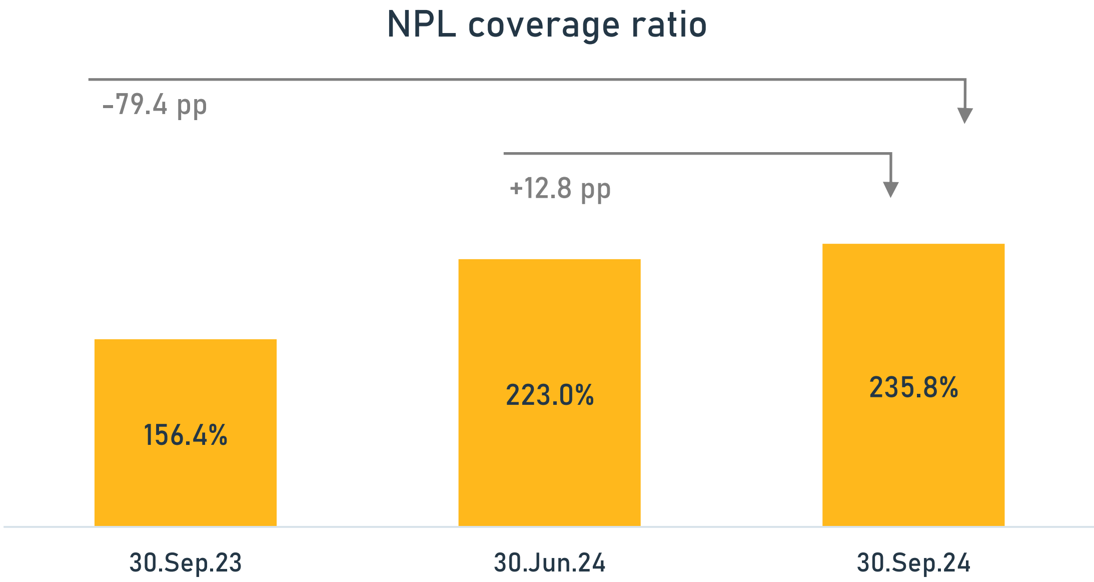

Cost per assets: Operational expenses divided by average balance of total assets (consolidated). Cost per assets is calculated without impairment and provisions release/charges

# Healthy loan book supports continued lending growth

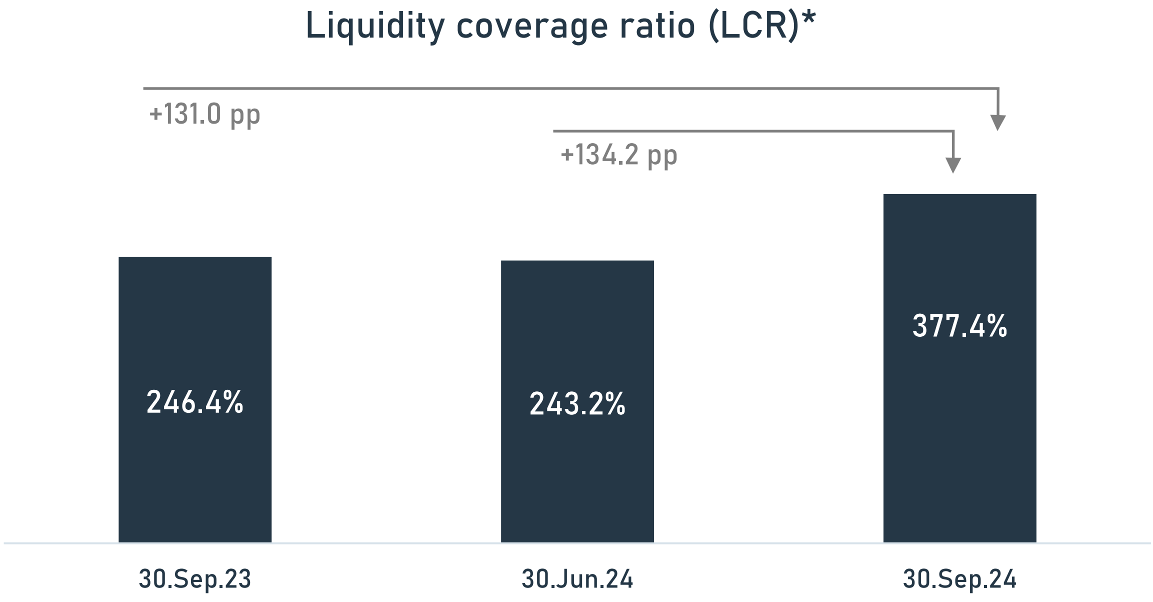


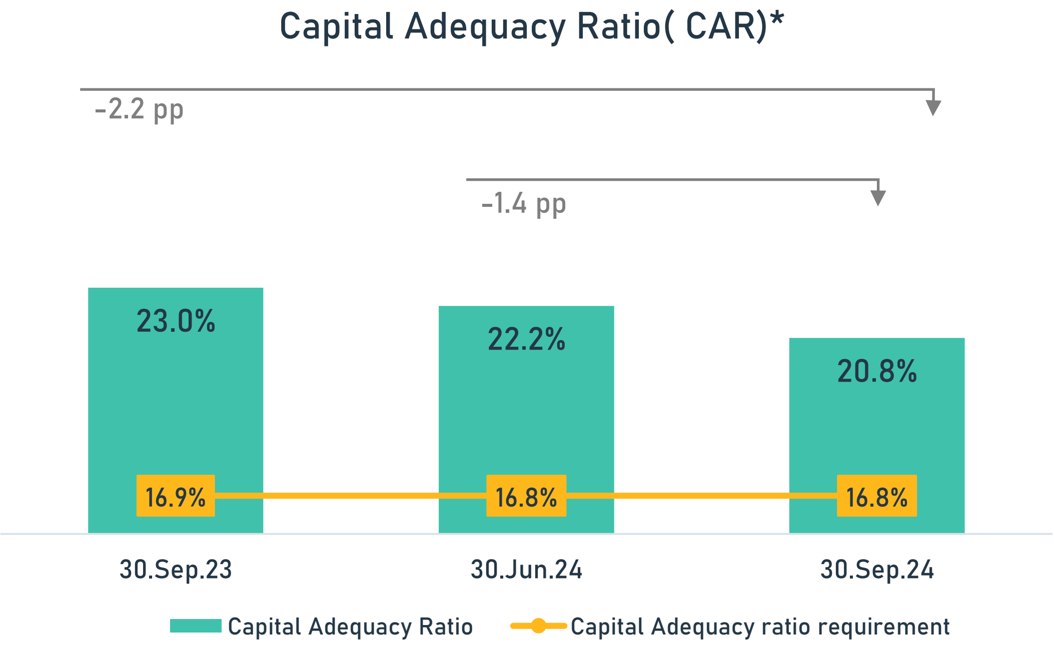



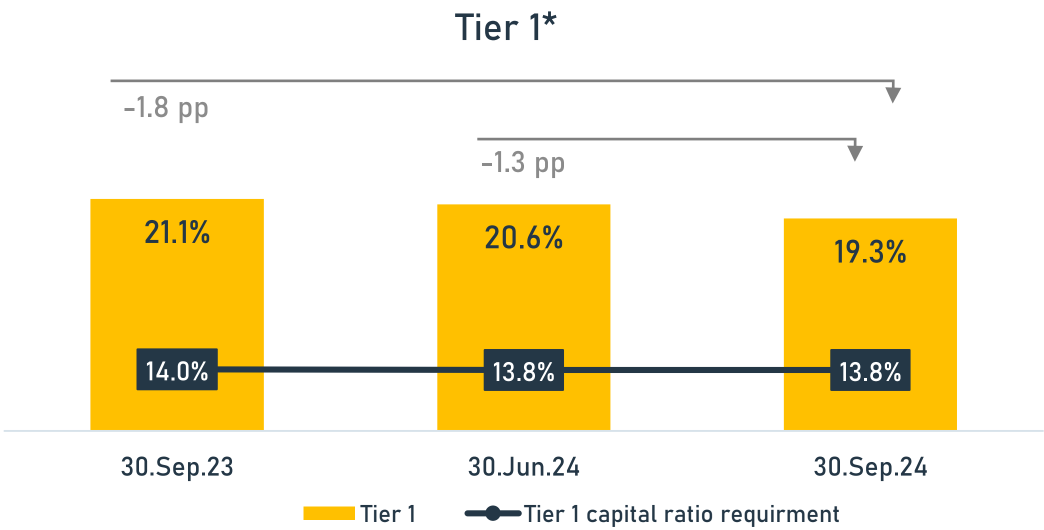

- In the third quarter of 2024, the Group's gross loan book increased by 5.2% quarter-on-quarter, reflecting continued lending growth. Loan quality metrics remained stable, with a cost of risk at 1.0%, a modest increase of 0.5 pp QoQ and 0.7 pp year-on-year, while the non-performing loan (NPL) ratio improved slightly to 1.8%, down by 0.1 pp from the previous quarter.
- In terms of segments, the Corporate segment was the main contributor to the quarterly rise in cost of risk, driven by increased clients-specific provisioning. On the other hand, the SME segment reported an improvement, with the cost of risk decreasing to 0.6% due to the reassessment of exposures based on early warning indicators and write-offs of non-performing loans in 3Q 2024. The Retail portfolio experienced a 1.0 pp decline in cost of risk to 0.2%, largely as a result of updated forward-looking information incorporated into impairment models, reflecting a more optimistic macroeconomic outlook.
- The share of non-performing loans in total loan portfolio decreased by 0.1 pp QoQ and by 1.3 pp on a YoY basis. The quarterly improvements were primarily driven by legal entities portfolio, attributed to the natural loan book replenishment and strategic write-offs of older NPLs. Despite the improvement of NPL ratio, the Bank maintained a comfortable reserve ratio of 4.3%, ensuring an adequate coverage for potential losses on restructured portfolios and residual risk on significant exposures.
- Proactive prudent risk management remains a strategic priority for the Group, even as positive trends continue.



# 6 Maintaining strong capital and liquidity positions




- As of 30 September 2024, the Capital Adequacy Ratio (CAR) and Tier 1 capital ratio stood at 20.8% and 19.3%, respectively, significantly exceeding the minimum regulatory requirements of 16.8% for CAR and 13.8% for Tier 1. The quarter-on-quarter decrease in CAR is primarily attributable to the share buyback programme, in which maib intended to repurchase 3,103,438 ordinary shares, representing 2.99% of the total shares, at a price of MDL 74.56 per share. This programme will result in a total capital return of MDL 231 million to shareholders. Buyback started in 3Q, and completed in 4Q 2024 and will be fully reflected in full year 2024 numbers.
- Maib continues to maintain high liquidity levels, as measured by the Liquidity Coverage Ratio (LCR), which was 377.4% as of 30 September 2024 – significantly surpassing the regulatory minimum of 100%, as well as the average of the banking sector. The substantial rise in LCR is driven by an increase in liquid assets balances, particularly correspondent accounts with other banks. Additionally, reduced net liquid outflows – largely impacted by widrawals from a one significant corporate client's current account and dividend payments – contributed to the QoQ growth. The YoY increase in LCR is attributed to higher liquid assets balances, particularly through increased investment in certificates issued by the Central Bank.



* Current liquidity, Capital Adequacy Ratio and Tier 1 are presented on the standalone basis (Bank only). There is no requirement to calculate and submit these regulatory indicators on a consolidated basis. The other companies within the Group (subsidiaries of Bank) are non-banks, representing approx. 1% of total equity, 2% of net operating income and 2% of total income of the Group.

# Appendices

# Moldova – at a glance

## COUNTRY HIGHLIGHTS

**MDL 142 million**
GDP in 1H 2024

**2.2%**
GDP growth in 1H 2024

**5.2%**
Inflation in Sep 2024

**Average of growth forecasts[1]:**

| 2024 | 2025 | 2026 |
|---|---|---|
| 2.5% | 3.5% | 4.0% |

**33.5%**
Debt-to-GDP at 3Q 2024 end

**3.9%**
Budget deficit as a % of GDP at 1H 2024 end

**3.6%**
Base rate as of Sep 2024

**USD 480 million**
Incoming remittances in 2Q 2024

**B+ stable outlook**
Moldova credit rating by Fitch

**USD 70 million**
FDI at 2Q 2024 end

## Country data pack snapshot

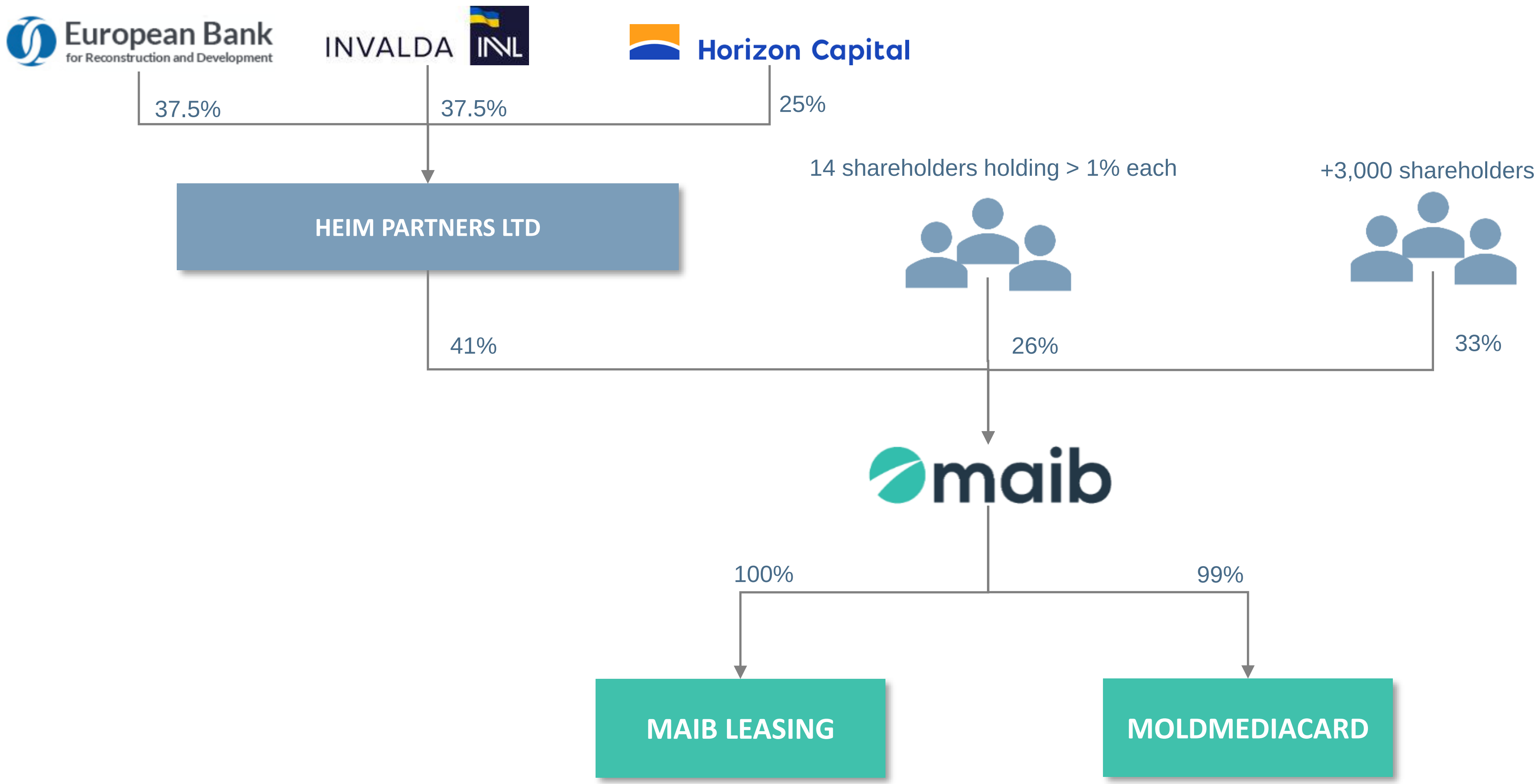
| | 2Q 2024 | 2Q 2023 | FY 2023 |
|---|---|---|---|
| GDP (MDL bil) | 74.8 | 71.2 | 300.4 |
| GDP Growth (%) | 2.4 | (0.3) | 0.7 |
| FDI (USD mil) | 69.5 | 61.5 | 416.3 |
| Remittances (USD mil) | 479.6 | 508.3 | 1,946 |
| Trade deficit (USD mil) | (1,057) | (906) | (3,739) |
| Budget deficit (% of GDP) | 4.3 | 7.3 | 5.2 |
| | **3Q 2024** | **2Q 2024** | **3Q 2023** |
| Inflation (%) | 5.0 | 3.5 | 9.7 |
| Debt-to-GDP (%) | 33.5 | 32.6 | 32.7 |

## Moldova – EU timeline

| | |
|---|---|
| 2030 (expected) | Full alignment with EU acquis |
| October 2024 | Moldova votes 'yes' to EU accession at referendum |
| June 2024 | EU-Moldova Intergovernmental Conference |
| December 2023 | European Council decides to open accession negotiations |
| February 2023 | Report on alignment with EU acquis |
| June 2022 | EU Candidate status granted |
| March 2022 | Application for EU membership |
| June 2014 | Association Agreement with EU signed |

[1] According to revised forecasts of: World Bank (January 2024), International Monetary Fund (April 2024), EBRD (September 2023), Vienna Institute for Economic Studies (April 2024) and Moldavian Ministry of Economy (April 2024)
Source: Moldova Statistics, NBM, Ministry of Finance, Ministry of Economy, Fitch Ratings, EU Commission

# Corporate structure



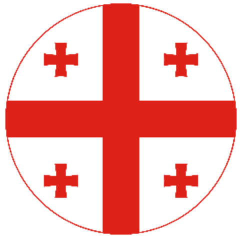



* Shareholding structure as of 30/6/2024

# Case for comparison: Moldovan v Georgian banks

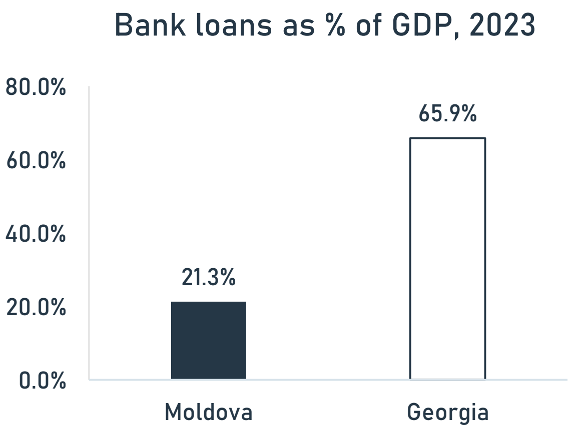
Potential for Moldova to close the gap in banking system and for maib to grow its assets

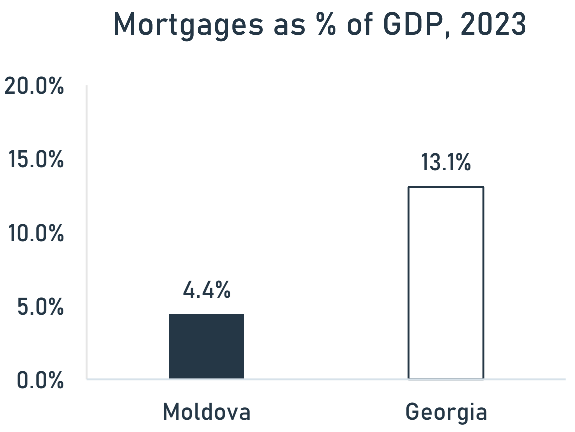
## Two ex-soviet countries with many similarities



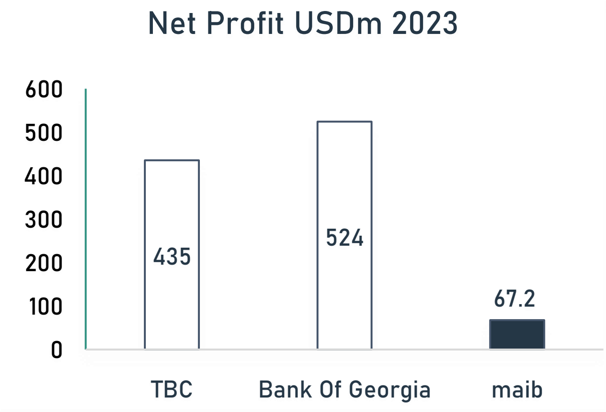
| | Moldova | Georgia |
|---|---|---|
| Year of independence | 1991 | 1991 |
| Population | 2.5m | 3.7m |
| GDP, 2023, USDb | 17.3 | 30.5 |
| GDP, 2023, USD/capita | 6,869 | 8,210 |
| GDP performance, 2023 | +0.7% | +7.5% |
| Unemployment (% of workforce), 2023 | 3.5% | 16.4% |
| Remittances as % of GDP, 2023 | 10.3% | 13.7% |
| Government debt % of GDP, 2023 | 34.6% | 39.5% |

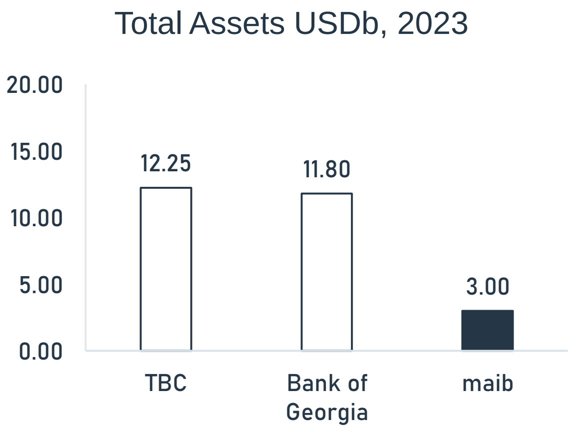
## …marked difference in banking penetration




## Banking market leaders in Moldova and Georgia, 2023




Assets market share: TBC 41%, BOG 39%, maib 34%

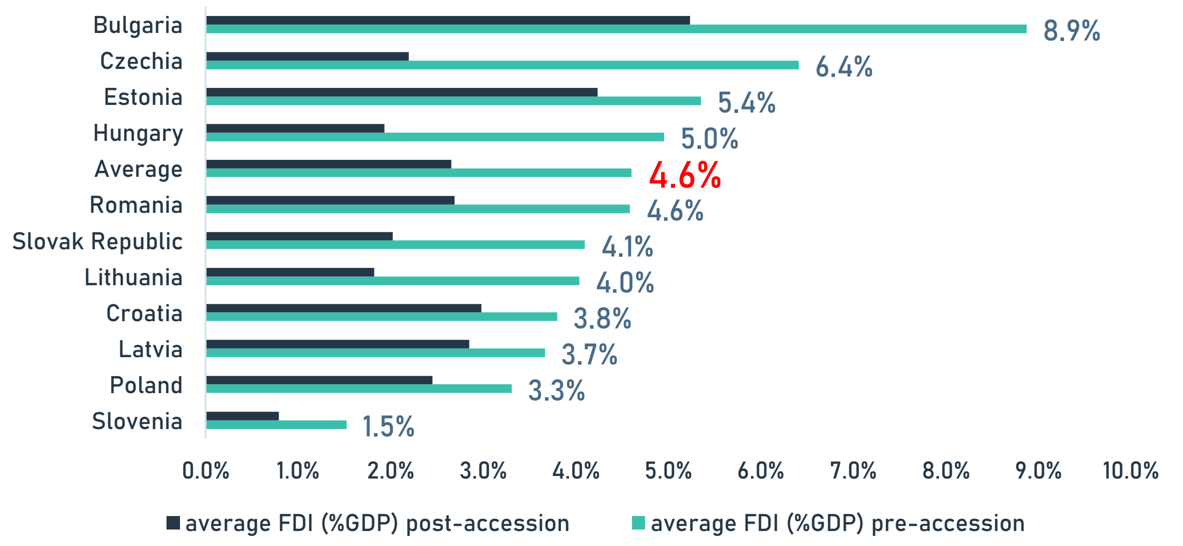


*Source: World Bank, IMF, NBM, National Bank of Georgia, Ministry of Finance of Georgia, TBC and BOG*

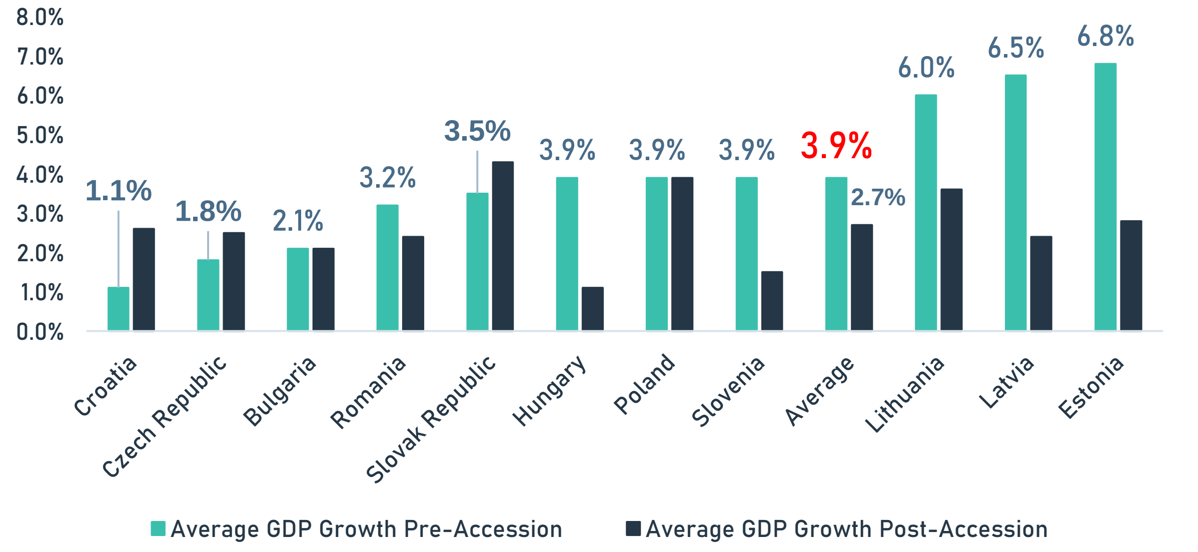
# EU accession: growth opportunities

maib

## Candidate countries experience higher FDI…




## …which accelerates economic growth…




## …shrinking the income gap with EU average

| Country | Income Gap Pre-Accession | Income Gap Post-Accession |
|---|---|---|
| Slovenia | 60% | 34% |
| Croatia | 63% | 60% |
| Czechia | 67% | 55% |
| Slovak Republic | 72% | 59% |
| Hungary | 75% | 61% |
| Poland | 77% | 75% |
| Estonia | 80% | 66% |
| Lithuania | 84% | 75% |
| Latvia | 85% | 76% |
| Romania | 91% | 75% |
| Bulgaria | 92% | 82% |
| Average | 77% | 65% |

## Comments

- As Moldova begins the accession process (negotiations begun in December 2023), the country could capitalize on accession led growth.
- The European council granted Moldova ‘candidate status’ on the 23rd of June 2022.
- Average net FDI for candidate countries was at 4.6% of GDP, showing the increase in FDI inflows resulting from EU candidacy, as FDI dropped back to 2.7% post accession.
- Average pre-accession growth for eastern EU members was at 3.9%, 1.2% higher than post-accession.
- Both of these factors led to a notable decrease in the income gap between these 11 countries and the EU, from 77% pre-accession to 65% post-accession.

*Source: World Bank, databank,*