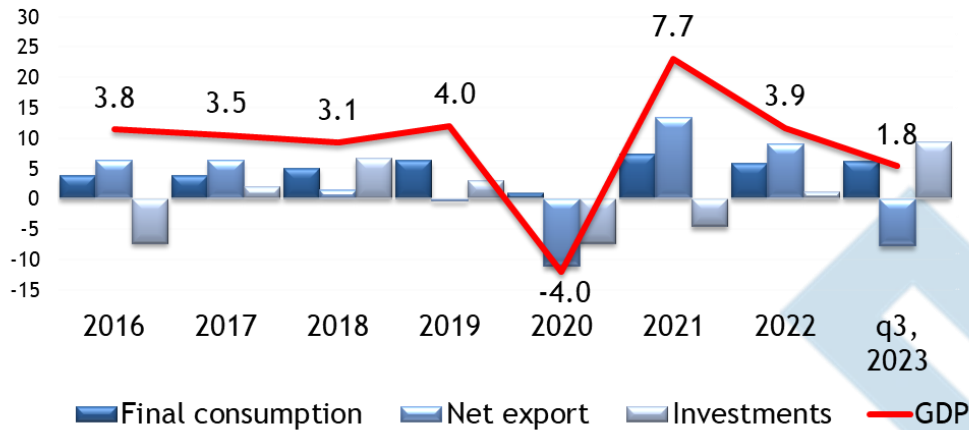


UPDATED IN FEBRUARY 2024

COUNTRY PROFILE AND BULGARIAN ECONOMIC OVERVIEW

Macroeconomic indicators		2015	2016	2017	2018	2019	2020	2021	2022	Q3, 2023
GDP	EUR M	45,675	48,620	52,531	56,224	61,530	61,607	71,059	85,799	24,780
	Growth, %	4.0	3.8	3.5	3.1	4.0	(4.0)	7.7	3.9	1.8
Current account	EUR M	55	1,493	1,736	532	1,148	24	(1,224)	(1,120)	935.2
	% of GDP	0.1	3.1	3.3	0.9	1.9	(0.0)	(1.7)	(1.4)	1.0
FDI	EUR M	2,001	940	1,606	968	1,639	2,974	1,600	2,379	3,199
	% of GDP	4.4	1.9	3.1	1.7	2.7	4.8	2.3	2.8	3.3
Budget deficit/ surplus	% of GDP	(1.7)	0.1	1.2	2.0	2.1	(3.8)	(3.9)	(1.4)	

Growth of Real GDP, Consumption and Investments



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

Bulgaria Current Ratings

Date	Outlook	Rating	Agency
3 February 2023	Stable	Baa1	MOODY'S
24 November 2023	Stable	BBB	STANDARD & POOR'S
27 October 2023	Positive	BBB	FitchRatings
21 July 2023	Positive	BBB+	SCOPE

Macro environment: Key indicators historic development

Indicators	2017	2018	2019	2020	2021	2022	Q3, 2023
Gross domestic product (BGN million)	102,741	109,964	120,342	120,492	138,979	167,809	48,466
Gross domestic product per capita (BGN)	14,520	15,653	17,259	17,299	19,268	24,252	7,522
Gross domestic product, real growth (%)	3.5	3.1	4.0	(4.0)	7.7	3.9	1.8
- Consumption, real growth (%)	4.5	5.0	6.4	0.9	7.4	5.8	4.3
- Gross fixed capital formation, real growth (%)	3.8	10.2	5.3	(7.9)	(4.6)	9.0	9.6
Export (% of GDP)	51.5	49.3	47.3	44.2	48.4	54.3	(3.1)
Inflation at period-end HICP (%)	1.8	2.3	3.1	0.0	6.6	14.3	6.4
Average annual inflation HICP (%)	1.2	2.6	2.5	1.2	2.8	13.0	10.8
Unemployment (%)	7.1	6.1	5.9	6.7	4.8	4.2	4.0
Current account (% of GDP)	3.3	0.9	1.9	(0.0)	(1.9)	(0.7)	1.0
Trade balance (% of GDP)	(1.5)	(4.8)	(4.7)	(3.1)	(4.1)	(5.8)	(1.9)
Foreign exchange reserves of BNB (EUR million)	23,662	25,072	24,836	30,848	34,597	38,424	37,244
Foreign direct investments (% of GDP)	3.1	1.7	2.7	4.8	2.3	2.8	3.3
Gross external debt (% of GDP)	65.4	60.3	56.2	66.8	61.8	52.7	45.0
Public debt (% of GDP)	12.1	10.9	10.2	14.6	15.3	15.1	13.7
Consolidated budget balance (% of GDP)	0.8	-	2.9	0.9	1.9	1.1	
Exchange rate of USD (BGN for USD 1)	1.63	1.71	1.74	1.59	1.73	1.82	1.85

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

MACRO ASSUMPTIONS 2021-2024F

Spring forecast 2023, Ministry of Finance	2021	2022	2023F	2024F
GDP real growth, %	7.7	3.9	1.8	3.3
- consumption	7.4	5.8	3.0	3.3
- investment	(4.6)	1.1	6.3	12.6
- exports	13.4	9.0	1.7	4.3
- imports	12.1	9.3	3.9	6.4
Unemployment, %	4.8	4.2	4.1	3.9
Average HICP, %	2.8	13.0	6.4	3.2
Current account, % of GDP	(1.0)	(0.7)	(0.7)	(1.7)
Trade balance, % of GDP	(4.1)	(5.8)	(5.6)	(6.9)
FDI, % of GDP	2.3	2.8	3.7	3.8
M3 aggregate	10.7	11.5	12.4	11.9
Loans to businesses, %	6.1	9.6	7.2	7.9
Loans to individuals, %	13.4	13.4	11.7	11.2

FAVOURABLE MACRO ENVIRONMENT IN THE MID TERM (2021-2024F)

- Positive assumptions of the economic development during the period 2021-2024;
- Growth in GDP in next two years then to gradually remain 1.8% in 2023 and 3.3 in 2024 y/o/y;
- The consumption expected to accelerate its growth up to 3.3% y/o/y until the end 2024;
- FDI are expected to remain stable around 3.8% of GDP;
- Additional increase in the share of goods with a high value added;
- Increasing employment opportunities;
- Strong fiscal position;
- Increased activity on the real estate market of residential and office space;
- Augmentation of public investments;
- Acceleration in the absorption of EU funds;
- Expected completion of important infrastructure projects.

FIBANK AND THE BULGARIAN BANKING SYSTEM

GROUP 1: TOP 5 BANKS

	TOTAL ASSETS (Q4'23, BGNm)	MARKET SHARE (Q4'23%)
United Bulgarian Bank (KBC)	34,042	19.8%
DSK Bank (OTP)	32,774	19.0%
UniCredit Bulbank	32,124	18.7%
Eurobank Bulgaria	19,390	11.3%
First Investment Bank	13,889	8.1%

GROUP 3: FOREIGN BRANCHES

	TOTAL ASSETS (Q4'23, BGNm)	MARKET SHARE (Q4'23%)
Citi Bank Europe - Bulgaria Branch	1,746	1.0%
ING Bank N.V. - Sofia Branch	1,256	0.7%
BNP Paribas S.A. - Sofia Branch	728	0.4%
T.C. Ziraat Bankasi - Sofia Branch	416	0.2%
Varengold Bank AG	72	0.0%
Bigbank AS - Branch Bulgaria	21	0.0%

GROUP 2: OTHER BANKS

	TOTAL ASSETS (Q4'23, BGNm)	MARKET SHARE (Q4'23%)
Central Cooperative Bank	8,187	4.8%
Procredit Bank	4,176	2.4%
Allianz Bank	3,946	2.3%
Investbank	3,165	1.8%
TBI Bank	2,908	1.7%
Bulgarian Development Bank	2,800	1.6%
Bulgarian-American Credit Bank	2,790	1.6%
International Asset Bank	2,487	1.4%
Municipal Bank	2,368	1.4%
D Commerce Bank	1,660	1.0%
Texim Bank	645	0.4%
Tokuda Bank	485	0.3%

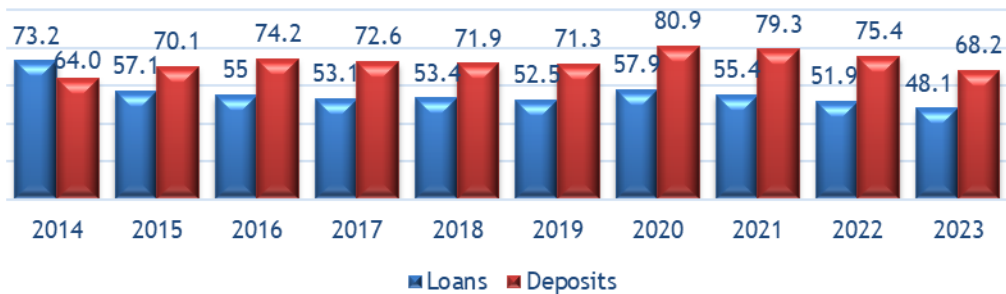
- Fibank is the **largest Bulgarian-owned bank**

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

Banking Sector as at 3a December 2023

y/o/y	2017	2018	2019	2020	2021	2022	Q4, 2023
Bank system assets, BGN M	97 807	105 557	114 201	124 006	135 410	155 406	172 075
Growth of assets in the bank system, %	6.2	7.9	8.2	8.6	9.2	14.8	10.7
Bank system profit, BGN M	1 174.0	1 678	1 675	814.7	1 416	2 079	3 417
Profit growth, %, y/o/y	(7.0)	42.9	(0.2)	(51.4)	73.8	46.8	64.4
Bank system deposits, BGN M	78 405	84 571	91 853	100 671	109 356	126 197	136 768
Growth of deposits, %	5.8	7.9	8.6	9.6	8.6	15.4	8.4
Bank system loans, BGN M	53 553	57 688	61 699	64 821	70 723	79 774	88 982
Growth of loans, %	2.1	7.7	7.0	5.1	9.1	12.8	11.5
Capital adequacy, %	22.08	20.01	20.16	22.74	22.62	20.88	
Liquidity, %	-	294.1	269.9	279.0	274.1	235.0	246.7

Loans and Deposits % of GDP



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

Source: Bulgarian National Bank, December 2023

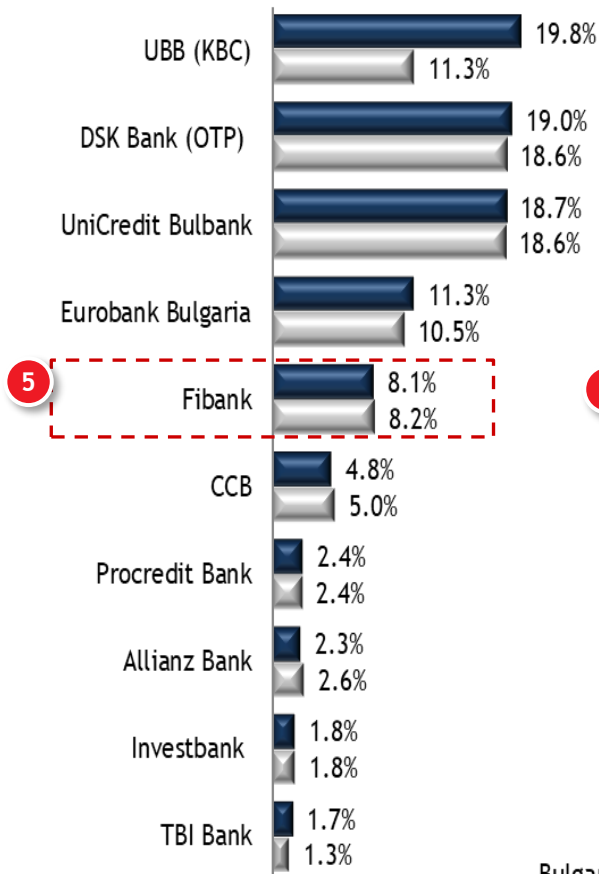
Fibank and the Banking Sector as at 31 December 2023

in BGN M		Dec'22	Dec'23	Growth
Assets	Banking system	155,406	172,075	10.7%
	Fibank	12,714	13,889	9.2%
Deposits (other than from credit institution)	Banking system	126,197	136,768	8.4%
	Fibank	10,838	11,494	6.1%
Deposit of individuals and households	Banking system	74,282	82,614	11.2%
	Fibank	7,261	7,772	7.0%
Loans to non-banks	Banking system	79,774	88,982	11.5%
	Fibank	6,593	7,326	11.1%
Consumer loans	Banking system	16,138	18,040	11.8%
	Fibank	1,293	1,366	5.6%
Mortgage loans	Banking system	18,365	22,028	19.9%
	Fibank	1,144	1,295	13.2%
Loans to businesses	Banking system	44,908	48,460	7.9%
	Fibank	4,149	4,662	12.4%
in BGN M		Dec'22	Dec'23	Growth
Profit	Banking system	2,079	3,417	64.4%
	Fibank	80	135	68.0%

Source: Bulgarian National Bank, December 2022 and December 2023

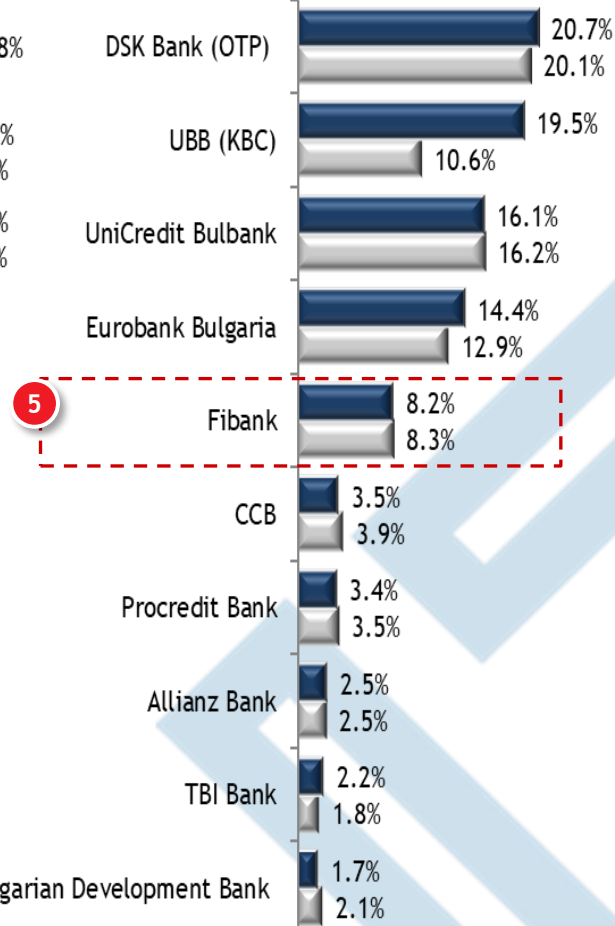
TOTAL ASSETS

Market share (q4, 2022 & q4, 2023)



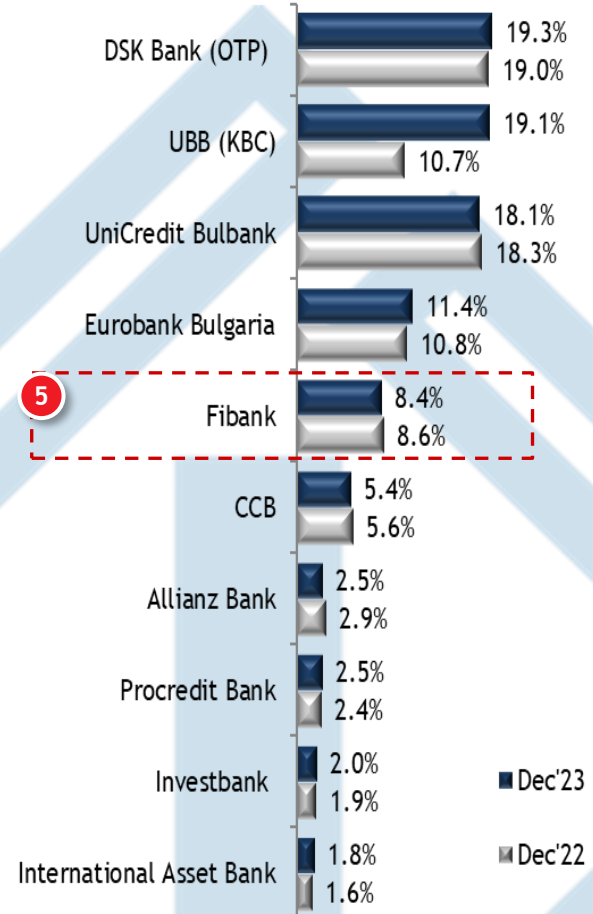
LOANS

Market share (q4, 2022 & q4, 2023)



DEPOSITS

Market share (q4, 2022 & q4, 2023)



Increased market shares in business loans & retail deposits at December 2023 as part of long-term strategy.

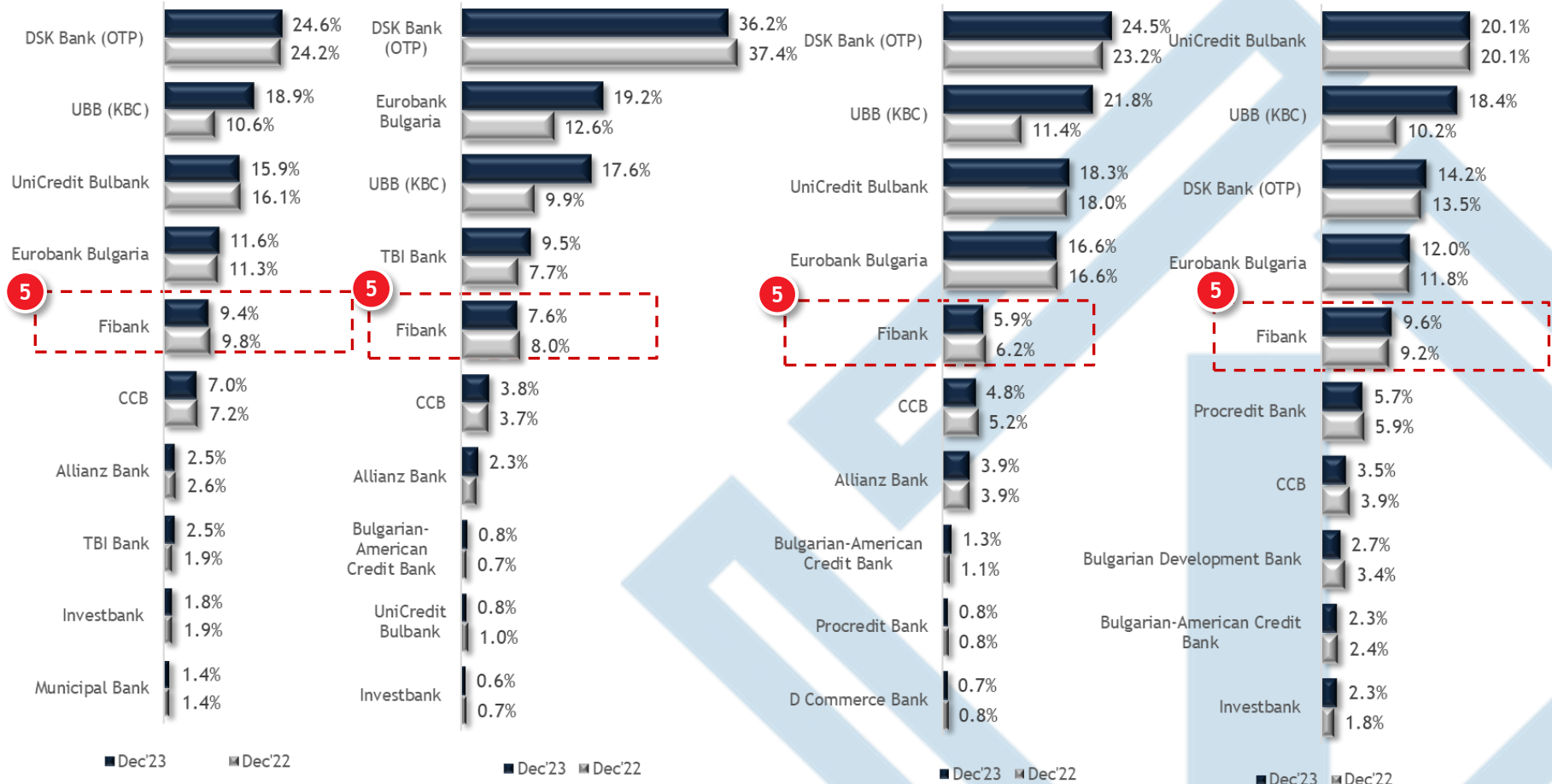
RETAIL DEPOSITS

CONSUMER LOANS

MORTGAGE LOANS

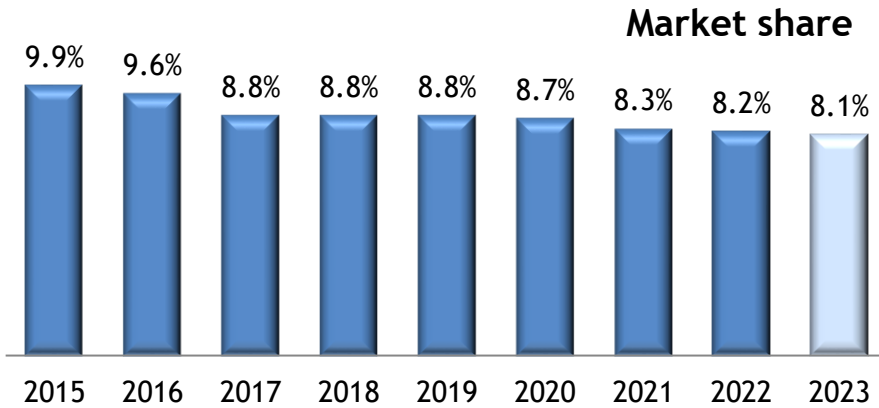
LOANS TO BUSINESSES

Market share (q4, 2022 & q4, 2023) Market share (q4, 2022 & q4, 2023) Market share (q4, 2022 & q4, 2023) Market share (q4, 2022 & q4, 2023)

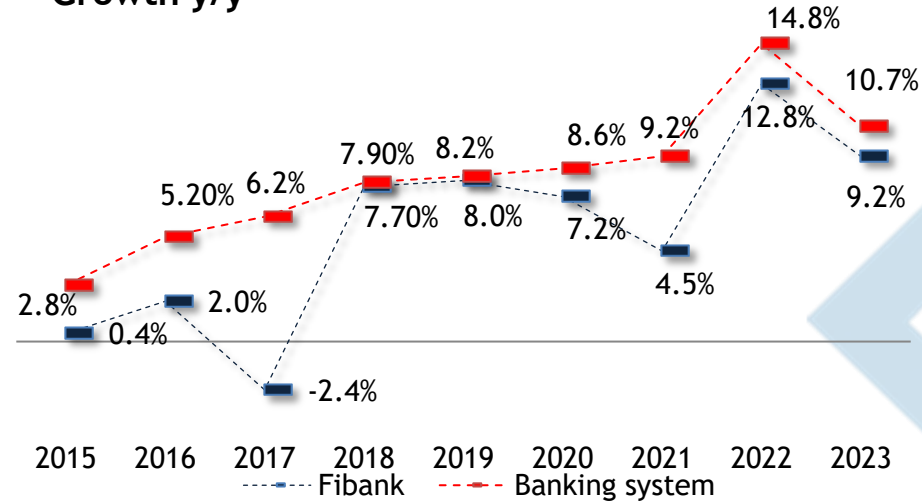


Fibank: Market Share and Market Position

Assets



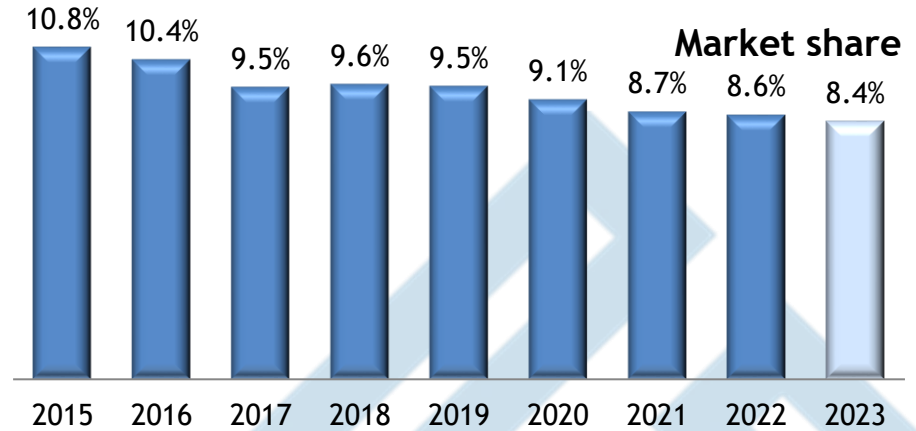
Growth y/y



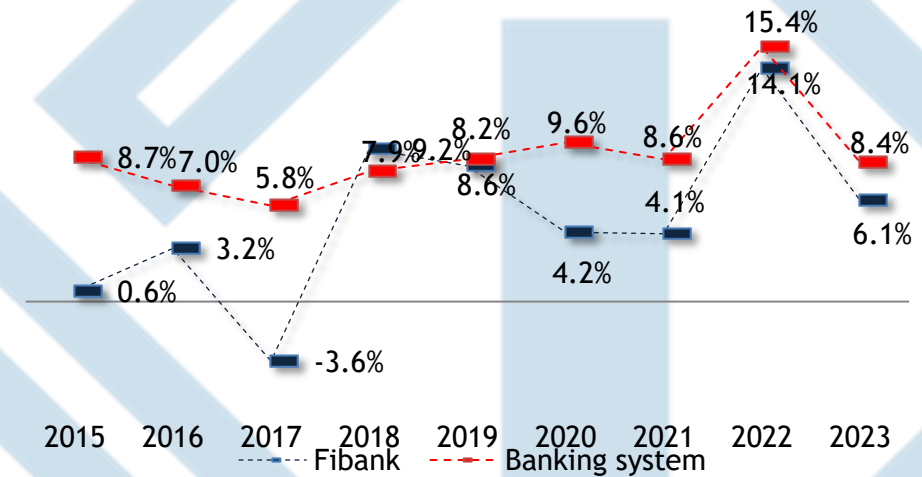
Source: Bulgarian National Bank

Deposits

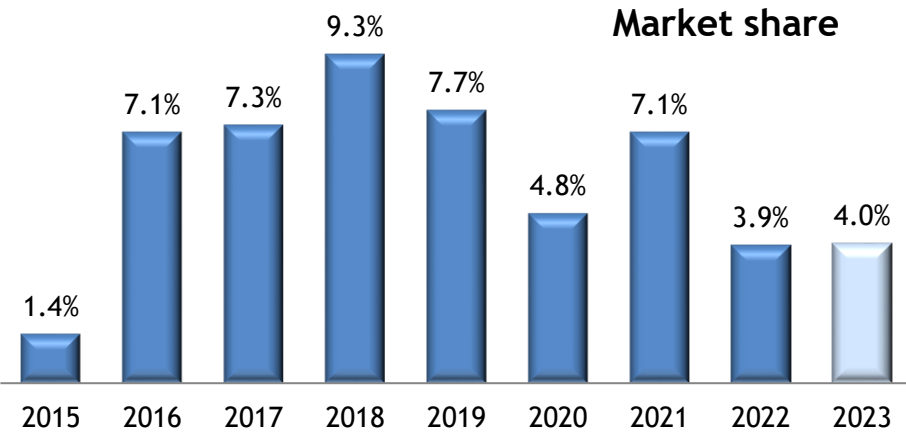
(other than from credit institution)



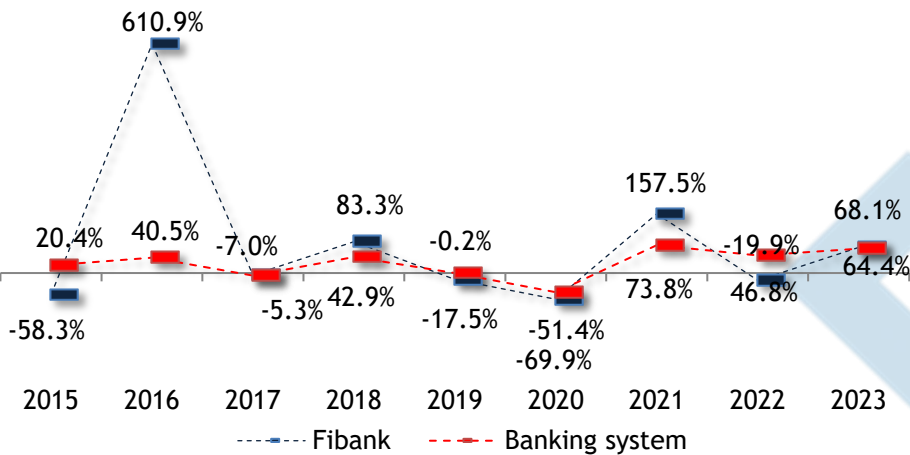
Growth y/y



Profit

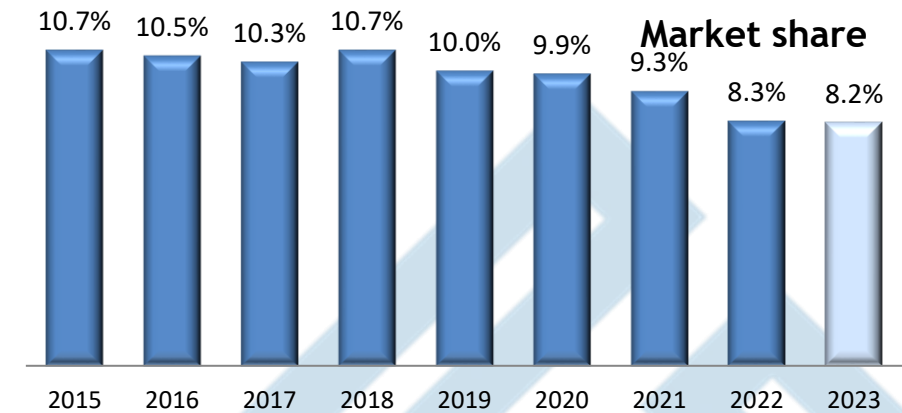


Growth y/y

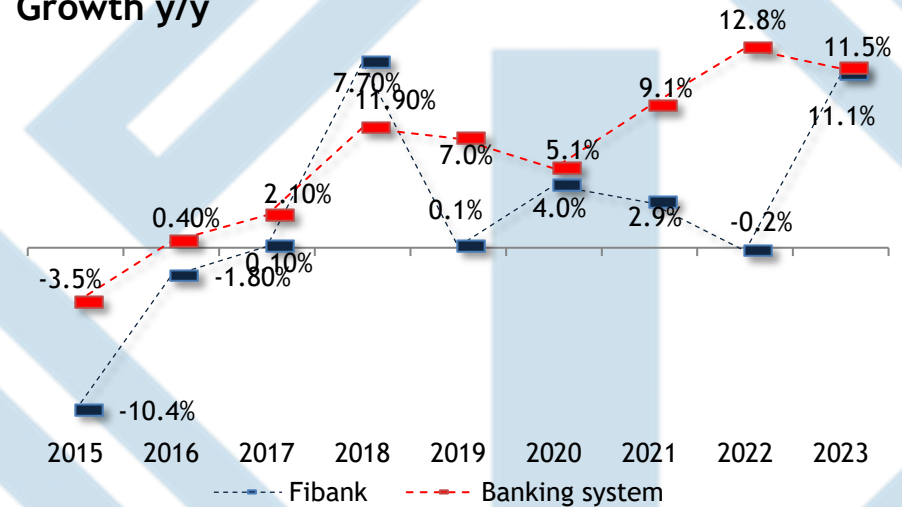


Source: Bulgarian National Bank

Loans to non-banks

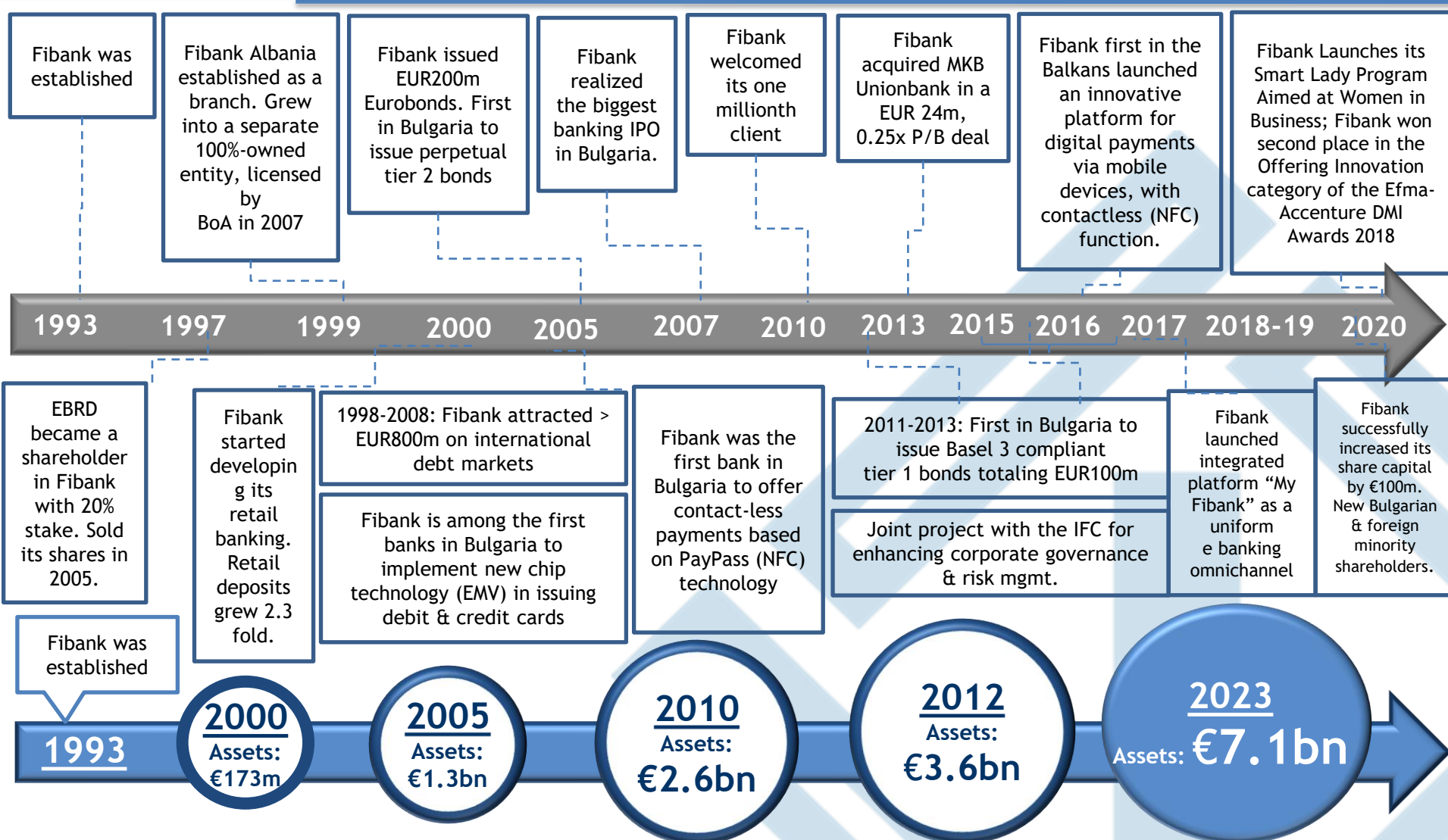


Growth y/y



FIBANK AT A GLANCE

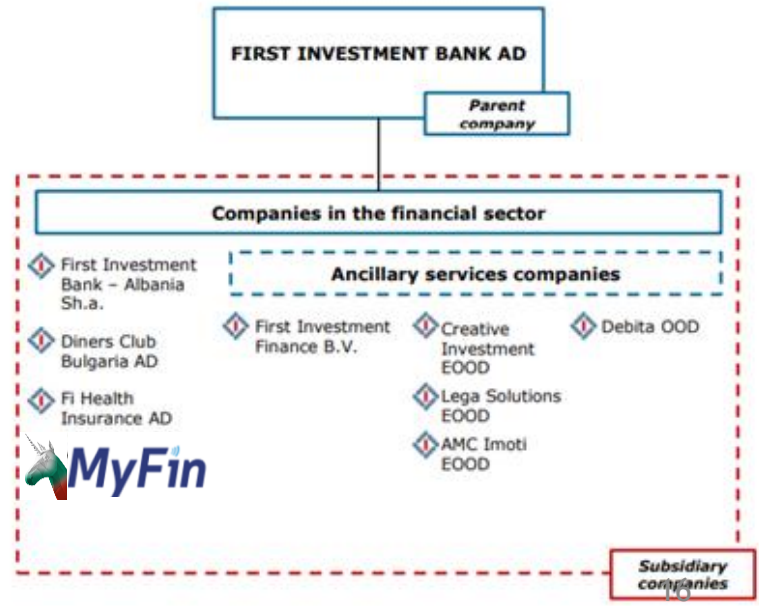
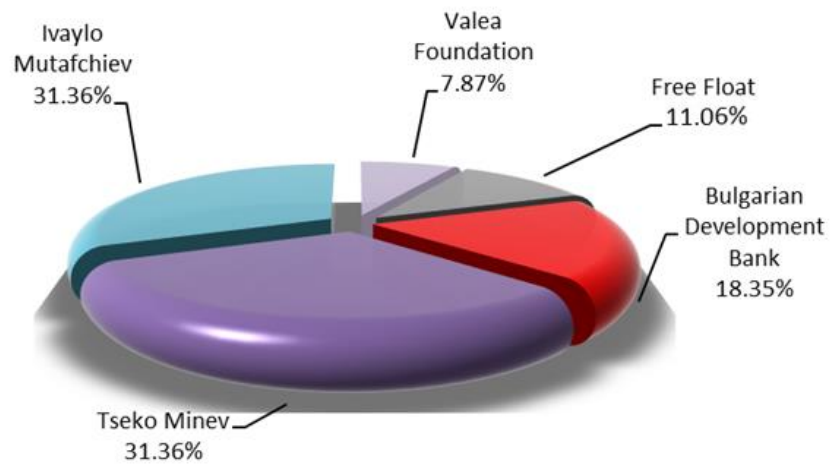
30 years of stable development with focus on innovation and customer experience



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

CORPORATE GROUP STRUCTURE

SHAREHOLDERS' STRUCTURE



FIRST INVESTMENT BANK'S RATINGS FROM FITCH RATINGS

On 1 June 2022 Fitch Ratings published the following rating actions for First Investment Bank's:

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

Capital (BGN M)



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

3 KEY SUBSIDIARIES IN FINANCIAL SECTOR

- Replication of the successful business model in Bulgaria & its adaptation to the Albanian banking market through a **subsidiary bank in Albania** with limited presence and focus on retail & SME business.
- Further develop the strategic focus on the card business through promoting and consistently **increasing penetration of the Diners Club brand** in the local market in Bulgaria by offering new services for cardholders, and expanding the network of POS terminals accepting payments with Diners Club cards.
- Offering of **insurance products** & services in line with license of FiHealth Insurance for attracting new customers in the retail & SME segments.

Domestic network

- ◆ As at 31 December 2023, Fibank clients are served in 119 outlets all over the country

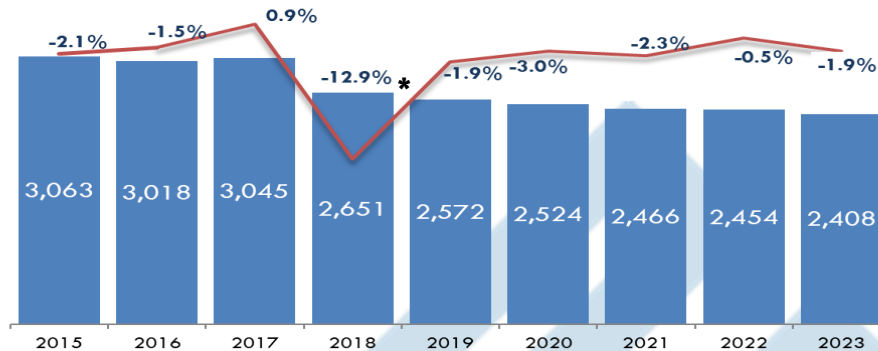
Regional presence

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



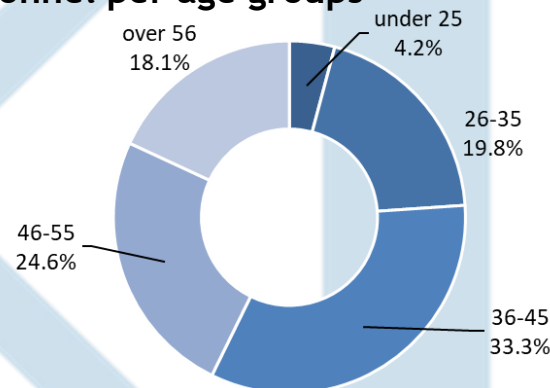
Source: Unconsolidated data, December 2023

Human Resources



- ◆ 1 385 (57.5%) employees work in the Head Office and 1 023 (42.5%) in the branch network;
- ◆ Employees per sex: 27.5% male and 72.5% female;
- ◆ Average age: 45 years;
- ◆ Voluntary turnover for q4, 2023 is 2.5%;

Personnel per age groups



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

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

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

SUPERVISORY BOARD

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

AUDIT COMMITTEE

Chair: Dimiter Dimitrov

PRESIDING COMMITTEE

Chair: Maya Georgieva

RISK COMMITTEE

Chair: Jyrki Koskelo

REMUNERATION COMMITTEE

Chair: Evgeni Lukanov

NOMINATION COMMITTEE

Chair: Jordan Skortchev

INTERNAL AUDIT
(Margarita Ivanova)

MANAGING BOARD

(Chair: Nikola Bakalov, Members: Chavdar Zlatev, Svetozar Popov, Ralitzia Bogoeva, Yanko Karakolev, Nadia Koshinska)

ALCO

CREDIT COUNCIL

RESTRUCTURING COMMITTEE

OPERATIONAL RISK COMMITTEE

IT COMMITTEE

BUSINESS UNITS

SUPPORTING UNITS

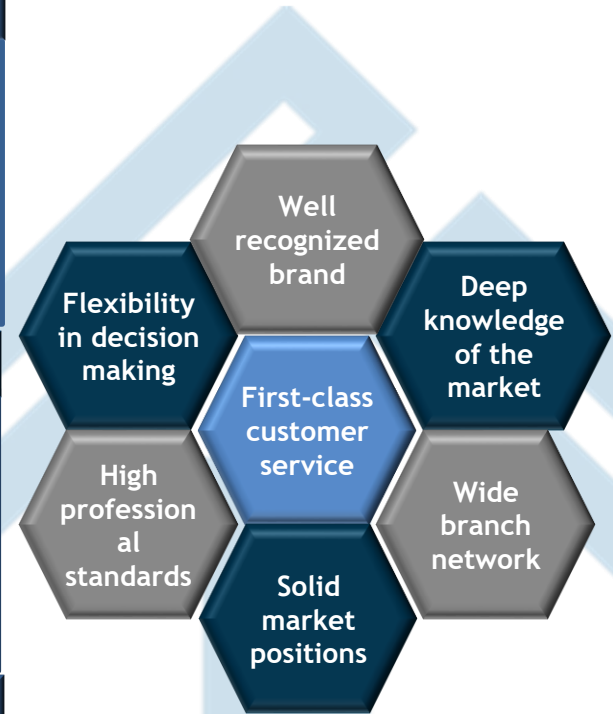
BUSINESS MODEL IN LINE WITH BANK MISSION

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

VISION AHEAD TO GROW FORWARD IN RETAIL & SME

RETAIL BANKING	
1	Emphasis on mortgage & consumer lending, the card business & innovative payment solutions in line with client needs & digital trends in banking business
COMMERCIAL BANKING	
2	Strong focus on products & services to micro, small & medium enterprises (SME), with flexible approach and knowledge of the market & local specifics
BEST STANDARDS	
3	Continue to develop model in line with the best corporate governance & risk mgmt. standards in banking industry

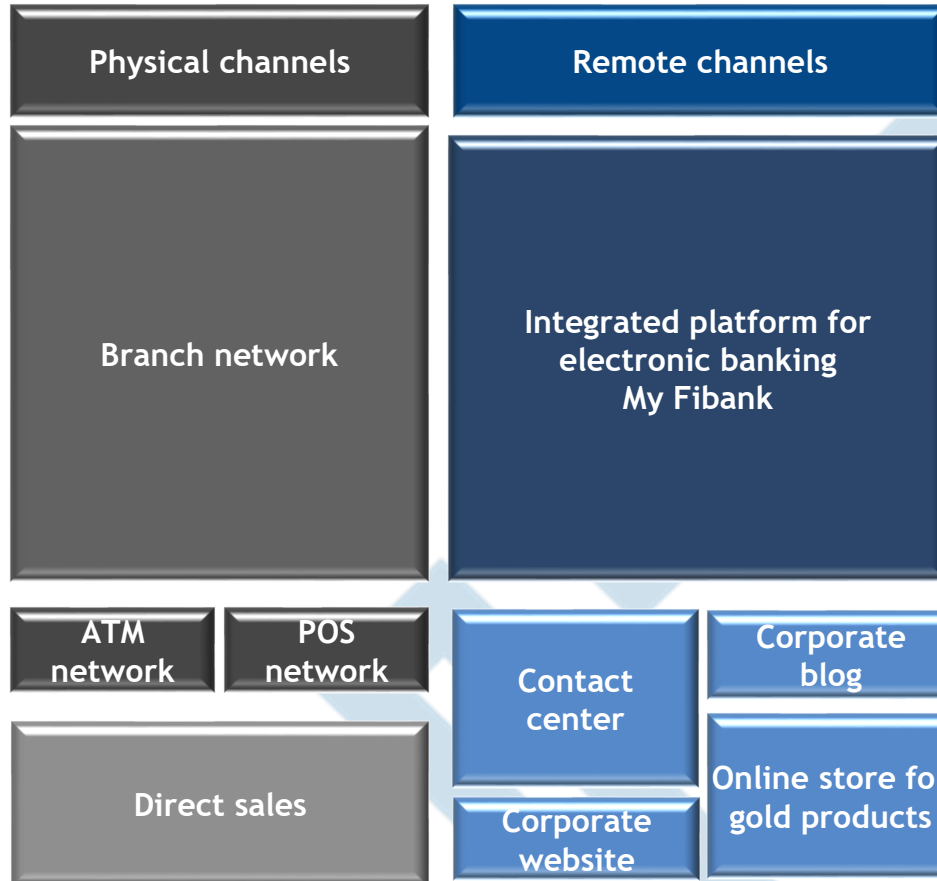
STRONG COMPETITIVE ADVANTAGES SUPPORTIVE TO OUTPACE PEERS



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

PHYSICAL DISTRIBUTION CHANNELS

REMOTE DISTRIBUTION CHANNELS



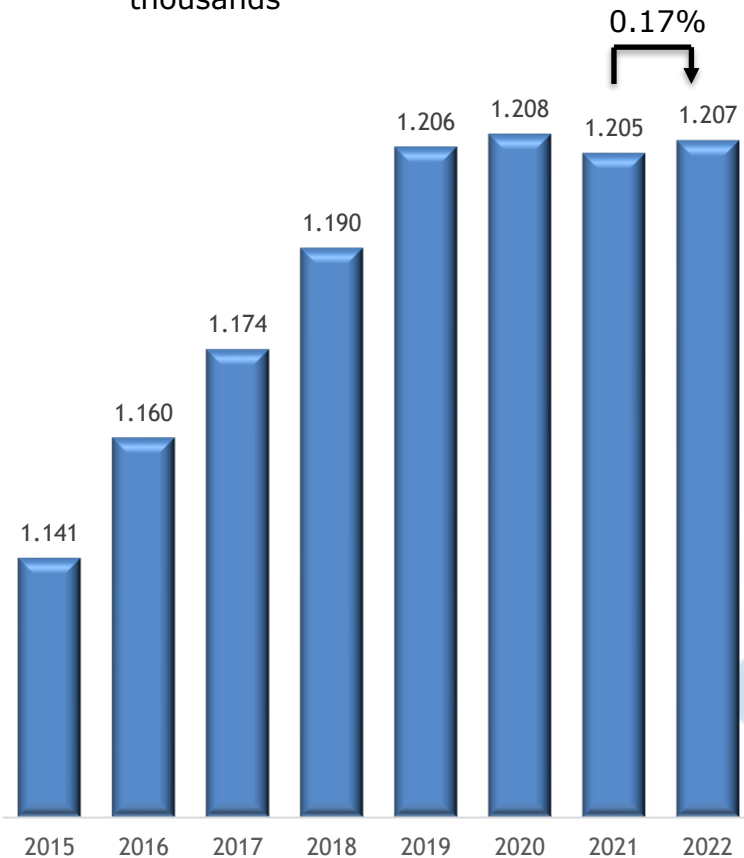
- Centralized Back Office alleviate simple service transaction focus on advisory and consultation.
- Branch digitalization Introduction of One Stop Shop, digital archiving, and single teller operations will speed up the service time significantly allowing branch officers to focus on sales.
- Automation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

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

Fibank customer profile: 91% retail customers, 59% in 25-55 age group. Strong potential for cross selling

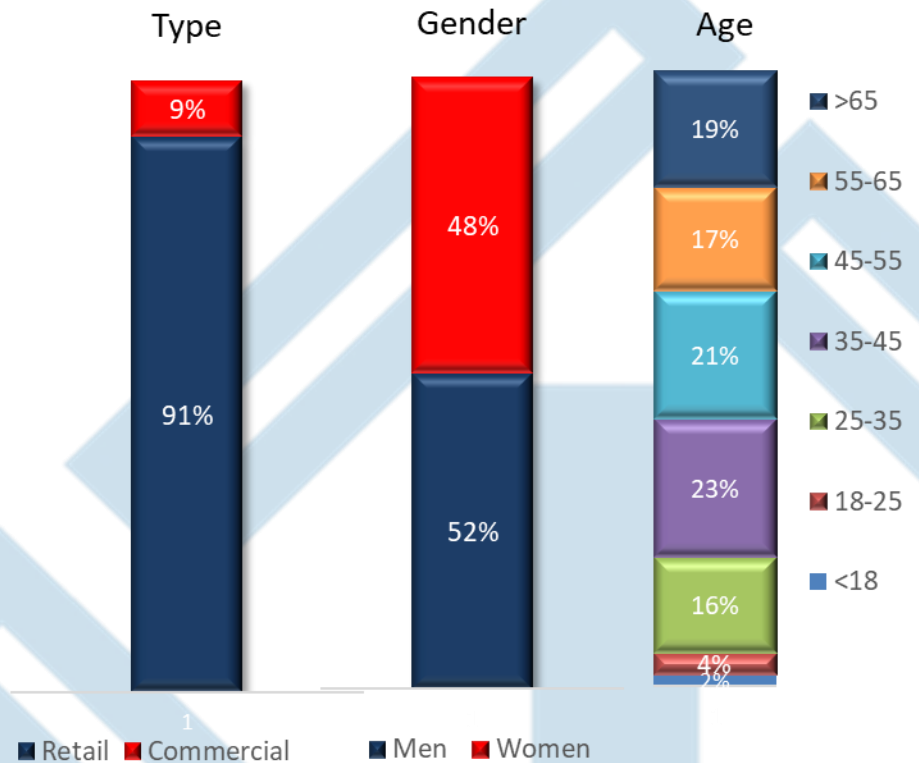
CUSTOMERS GREW 0.17% DURING 2022 TO REACH 1.207M

Total number of customers, thousands



Source: December 2022

YOUNG & WELL-BALANCED CUSTOMER PROFILE



Actions related to the covid-19 challenges

In 2020 and 2021, First Investment Bank took a number of actions related to the spread of the coronavirus and the consequences of the COVID-19 pandemic, including:

- ✓ In March 2020, Fibank was the first bank in the country to provide its customers with the opportunity to reschedule their payments if experiencing difficulties due to the state of emergency and the COVID-19 pandemic;
- ✓ In April 2020, the Bank joined the Procedure for deferral and settlement of payments due to banks and their financial institution subsidiaries in connection with the COVID-19 pandemic (a non-legislative moratorium) prepared by the Association of Banks in Bulgaria (ABB) and approved by the BNB, as well as to its amendments and extension of validity, further approved in July and December 2020;
- ✓ During the year, First Investment Bank signed three agreements for participation in programs of the Bulgarian Development Bank and the Fund of Funds, aimed at supporting individuals and businesses in connection with the COVID-19 pandemic;
- ✓ Fibank offered a number of solutions and reliefs for customers, including: special packages of free digital services; fully online process of loan application and loan approval for individuals; new credit and card products with options for rescheduling of obligations and repayment in equal monthly installments; a program to support farmers;
- ✓ The Bank took a number of steps related to the internal organization of its activity, including safety requirements, social distancing, remote workplaces, updated continuity and recovery plans, etc;
- ✓ As a socially responsible company, Fibank joined the donation campaign aimed at fighting the spread of the coronavirus and implemented a number of other socially oriented measures in support of people in need.
- ✓ As early as 2021, Fibank provided its employees with a "green corridor" for vaccination against COVID-19, becoming one of the first employers in the country to do so in order to protect their health and create a safe and secure working environment. An important element of the human capital management activity during the year was coordinating the implementation of the Bank's protocol for action in a COVID-19 pandemic and its updating in line with the changing situation. Initiatives to protect employees' health also included constant communication with state and local health authorities. Where needed, employees were assisted in their access to medical services and testing.

KEY FIGURES AND LOAN PORTFOLIO

Fibank with BGN 135 m net profit in 2023, used as a strong tool for internal capital generation.

Income statement, BGNth	2020	2021	2022	2023
Net interest income	232,649	263,144	270,740	1 369,902
Net fee & commission income	95,849	118,865	139,515	151,549
Net trading income	11,991	15,380	19,717	2 23,295
Other operating income	10,344	11,368	14,195	-27,192
Total operating income	350,833	408,757	444,167	3 517,554
Administrative expenses	-181,842	-179,441	-205,113	-210,654
Impairment	-93,660	-122,494	-135,349	4 -137,168
Other income/(expenses), net	-31,750	4,754	-12,960	-18,903
Group profit after tax	38,881	100,083	81,205	5 134,960

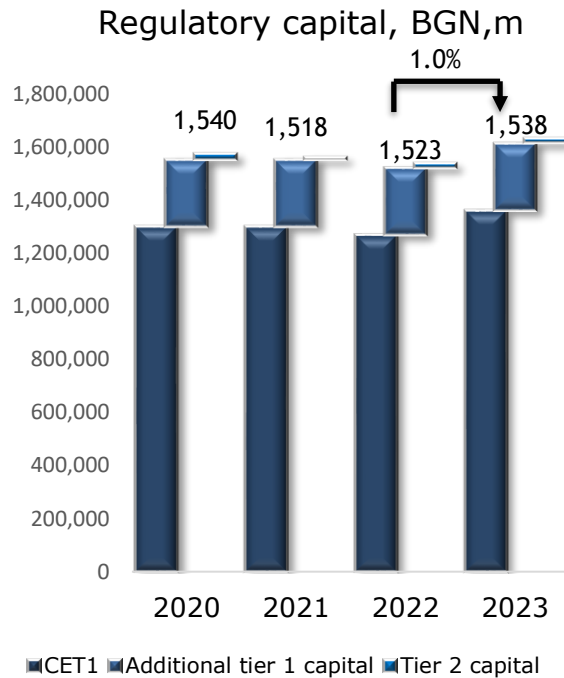
Balance-sheet indicators, BGNth	2020	2021	2022	2023
Cash & balances with central banks	2,060,496	1,868,853	1,911,371	2,325,807
Portfolio of financial instruments	1,132,106	1,482,699	2,598,137	2,583,949
Loans & advances	6,144,974	6,402,993	6,649,525	7,418,027
Investment property and Repossessed assets	1,120,063	1,183,837	1,163,320	1,160,290
Other assets	375,190	330,488	391,705	6 400,822
Total assets	10,832,829	11,268,870	12,714,058	13,888,895
Deposits	9,114,495	9,455,130	10,844,153	7 11,548,490
Other borrowed funds	104,151	106,271	116,487	439,634
Hybrid debt	267,579	320,733	256,861	257,871
Other liabilities	168,855	117,872	168,348	170,055
Total liabilities	9,655,080	10,000,006	11,385,849	12,416,050

FINANCIAL HIGHLIGHTS 2023

- 1 For 2023 net interest income amounted to BGN 369,902 thousand.
- 2 Net trading & other income generated additional BGN 23,3M to the total operating income for the period.
- 3 Total operating income stood at BGN 517,6M (YE22: BGN 444,2M).
- 4 Impairment charges remain stable, with the Bank's cost of risk up for 2023. Asset quality metrics improved & risk profile enhancement efforts furthered in line with set targets.
- 5 Group profit after tax increases to BGN 135M for supported by improving macro environment & related positive dynamics in loan loss provisions.
- 6 Total assets are BGN 13,889M (YE22: 12,714M) in line with deposits growth reflecting high customer confidence.
- 7 As at 2023 attracted funds comprised BGN 11,549M customer deposits, BGN 235,3M other borrowed funds & BGN 257,9M hybrid debt, qualified as AT1.

	levels	Min.	2019	2020	2021	2022	2023
Capital	CET1 ratio	4.5%	15.00%	18.18%	17.86%	18.11%	17.43%
	T1 capital ratio	6%	18.80%	21.78%	21.46%	21.74%	20.89%
	Total Capital adequacy ratio	8%	18.80%	21.78%	21.46%	21.74%	20.89%
	Leverage ratio		12.13%	13.79%	13.11%	11.84%	10.95%
Liquidity	Liquid assets/customer deposits		27.43%	29.84%	28.07%	36.75%	39.22%
	LCR		198.25%	236.84%	230.36%	225.36%	278.55%
	NSFR		130.38%	132.35%	137.43%	145.47%	148.95%
	Net loan/deposit ratio		66.52%	66.36%	67.01%	59.12%	62.28%
Profitability	Earnings per share (in BGN)		1.25	0.26	0.67	0.54	0.91
	ROE (after tax)		14.60%	3.69%	8.29%	6.34%	9.60%
	ROA (after tax)		1.35%	0.38%	0.91%	0.68%	1.03%
	Income diversity ratio		54.83%	66.31%	64.38%	60.95%	71.47%
	Cost/income ratio (CIR)		44.43%	56.99%	43.39%	47.57%	42.24%
	Net interest margin		4.02%	3.19%	3.27%	3.02%	3.75%
Asset quality	Cost of risk (CoR)		1.86%	1.40%	1.82%	2.02%	1.83%
	NPL90+ ratio		11.99%	9.16%	10.97%	9.25%	6.41%
	Provisioning coverage ratio		7.96%	7.80%	6.84%	5.66%	4.85%
	NPL90+ coverage ratio		66.36%	65.67%	49.78%	47.60%	58.06%

REGULATORY CAPITAL



OWN FUNDS CALCULATIONS

Own funds calculations, BGNth	YE2022	YE2023
Paid up capital instruments	149,085	149,085
(-) Indirect shareholding in CET1 capital instruments	(38)	0
Premium reserves	250,017	250,017
Other reserves	858,717	939,921
Minority interests		
Accumulated other comprehensive income	(10,815)	(1,139)
Deductions from CET1 capital:		
(-) Intangible assets	(14,925)	(23,007)
(-) Corrections IFRS 9	(1,299)	(6,114)
(-) Corrections	62,273	
Requirements 2016/101	(664)	(1,122)
Adjustments of CET1 capital	(23,310)	(23,889)
Common Equity Tier 1 capital	1,269,041	1,283,752
Additional Tier 1 capital		
Hybrid debt	254,258	254,258
Tier 1 capital deductions:		
Transitional adjustments of Additional Tier 1 capital		
Tier 1 capital	1,523,299	1,538,010
Tier 2 capital		
STD		
Adjustments of Tier 2 capital		
Total own funds	1,523,299	1,538,010

REGULATORY REQUIREMENTS

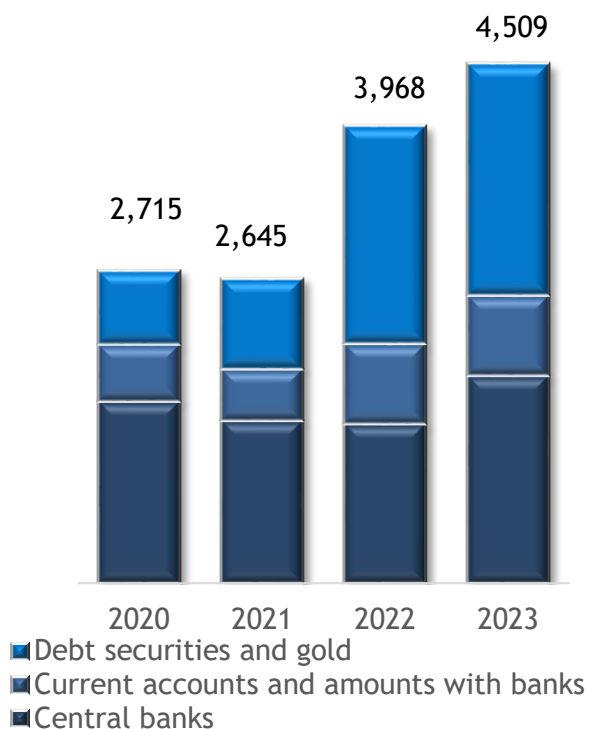
- Since 1 January 2014, the provisions of the **CRD IV package** have been in force, transposing into European law the provisions of the **Basel III** capital standards for banks.
- CET1:** a) issued and paid up capital instruments (ordinary shares); b) share premium from issuance of ordinary shares;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

GMS in June'22 voted to capitalize the net profit for 2021, thus ensuring **strong internal capital generation** with focus on CET1

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

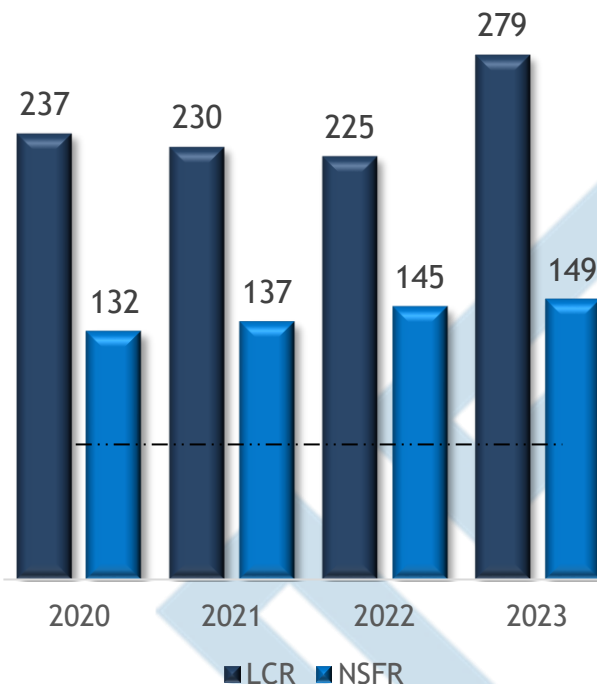
STRONG LIQUID ASSETS GROWTH

Liquid assets, BGNm



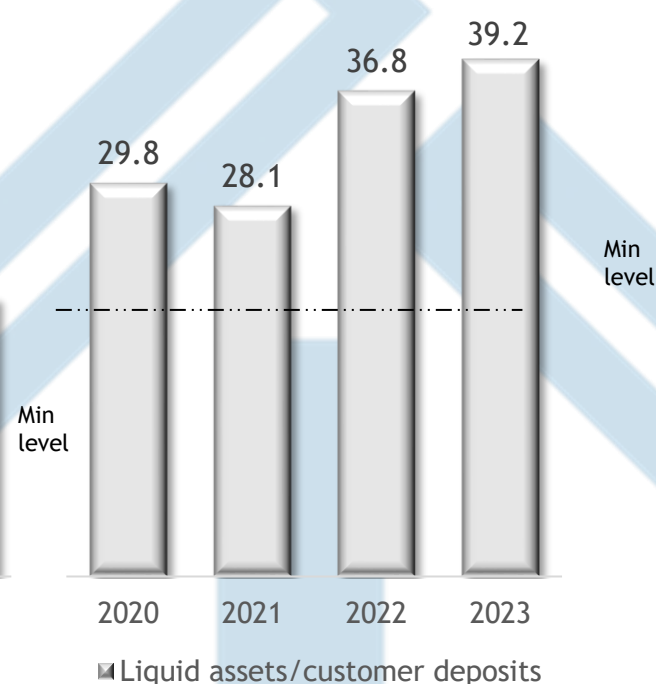
LCR & NSFR WELL ABOVE MIN LEVELS

LCR & NSFR indicators %



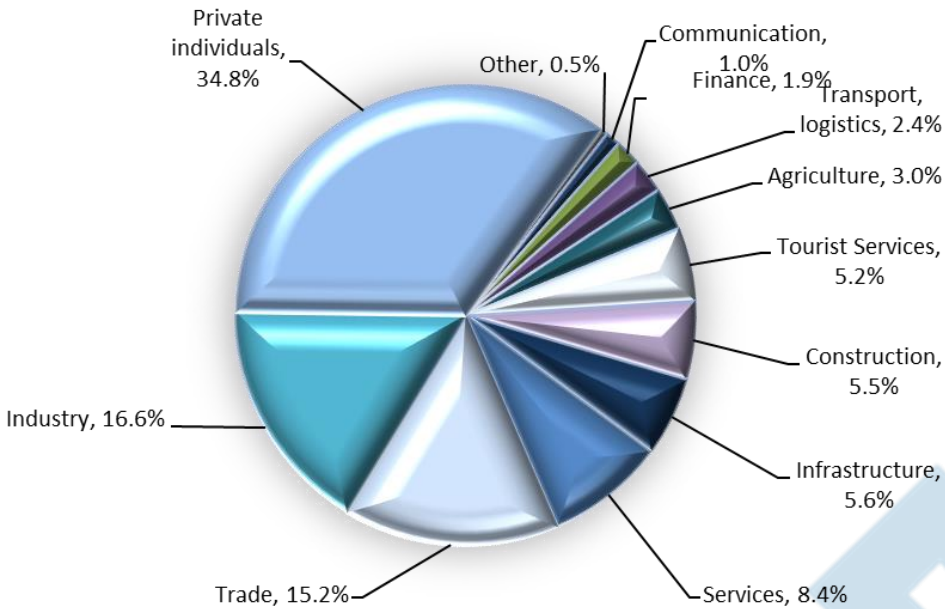
STRONG LIQUIDITY RATIOS

Liquidity, %

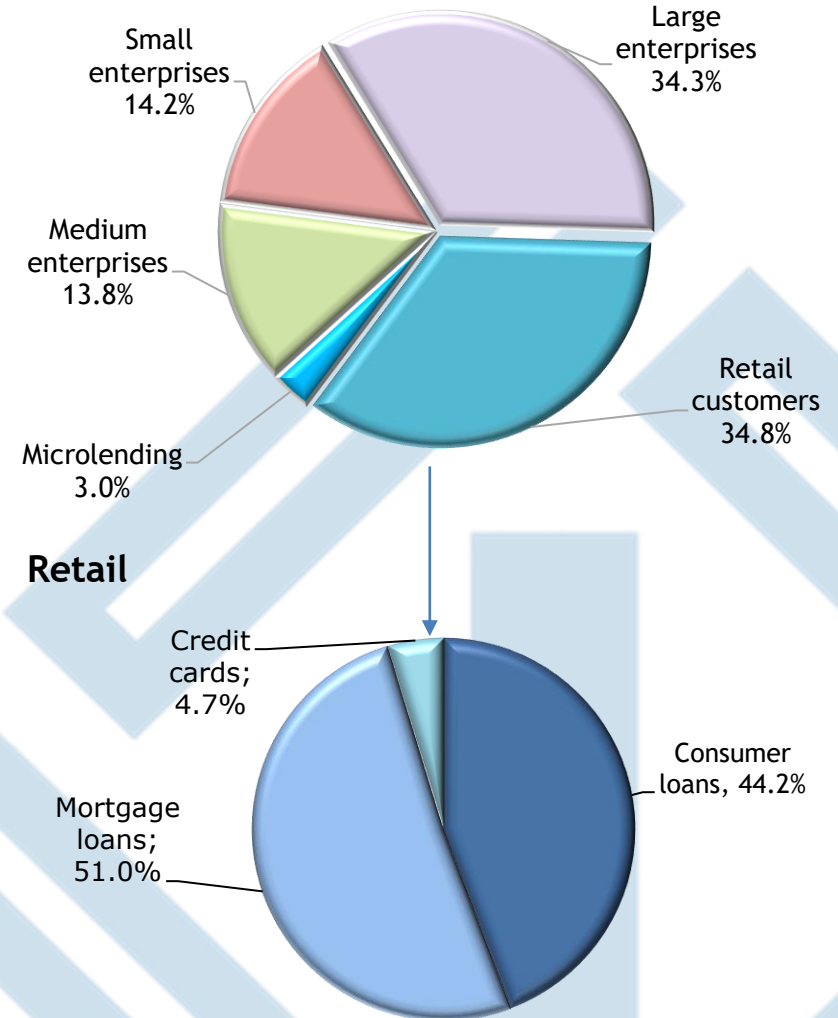


Loan Portfolio

Loan portfolio by sectors of economy



Loan portfolio by business lines



Source: Unconsolidated data, December, 2023

RISK APPETITE & RISK STRATEGY

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

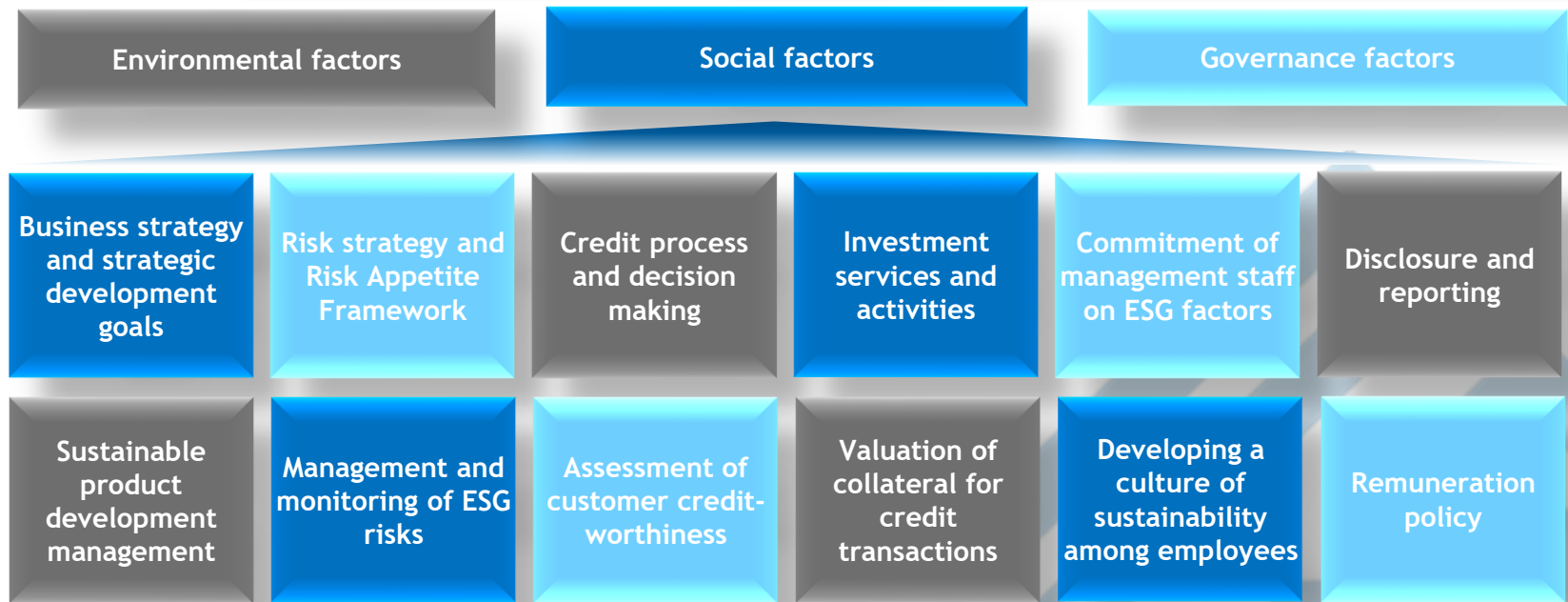
- 1 Stronger capital position covering all risks undertaken;
- 2 Change in loan portfolio business mix (with focus on SME and retail segments)
- 3 Reducing the level of concentration in the loan portfolio;
- 4 Reducing the level of non-performing exposures;
- 5 Limiting the assumed market risk to current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

On 24 February 2022 Russia began large-scale military action against Ukraine. In response to the Russian actions against Ukraine, the EU member states and the USA imposed wide-ranging sanctions against Russia and Belarus, including but not limited to, large Russian banks, some other companies, members of the Russian parliament and some representatives of the Russian elite and their families, and also banned primary/secondary trade in government bonds and other select securities. Secondary effects, such as the increasing prices and the sufficiency of energy supply in Europe, as well as the economic impact of various scenarios, are difficult to forecast and may have significant effects on the EU economy. The crisis has the potential to exacerbate further the already tense situation with energy prices in Europe, which may lead to slowing of the economy and to higher losses, including higher impairment.

The risks to future development include the potential impacts on the business model of macroeconomic and global geopolitical insecurity related to the Russian actions against Ukraine. Customers' activities may also be affected by the higher prices of energy and the disruption of supply chains.

The Bank monitors the situation closely, and carries out additional stress tests under different scenarios. The Bank's exposure to counterparties from Russia, Ukraine and Belarus is insignificant. As at the time of preparation of these financial statements, the Management did not expect that as a whole the crisis would have immediate significant impacts on the Bank's operations.

SUSTAINABLE DEVELOPMENT



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

GENDER FINANCING



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

GREEN FINANCING



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

SOCIAL MICRO FINANCING



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

RECENT AWARDS

BANK OF THE YEAR AWARDS



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

COMPANY OF THE YEAR AWARDS



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

BANK OF THE YEAR AWARDS



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

GOLDEN HEART



- First Investment Bank was awarded the Golden Heart prize at the annual awards for charity and corporate social responsibility of the Business Lady magazine.

BANKER OF THE YEAR



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

WORLDWIDE FINANCE AWARDS



- Fibank is among the best digital banks in Europe

MY LOVE MARKS



- Yet another recognition for the successful initiatives of Fibank: Smart Lady and Debit Mastercard Platinum

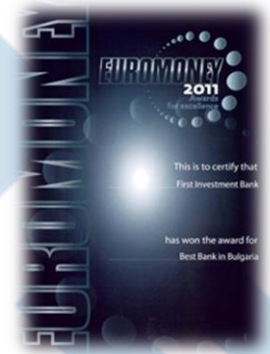
DIGITAL BANK OF THE YEAR - BULGARIA

EFMA-ACCENTURE DMI AWARDS

2 AWARDS ON DIGITAL CARDS

BANK OF THE YEAR AWARDS

EUROMONEY AWARDS



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

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

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

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

- Best Bank in Bulgaria by the financial magazine Euromoney