

BNP Paribas Bank Polska Group



Performance in Q3 and 9M 2014

*„Delivering on
our Underlying Strategy”*

Warsaw, 7th November 2014



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Agenda



Financial Results

Business Development

Macroeconomic Situation



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9M 2014 – Key Messages

Continued progress on strategy implementation across our three business pillars

Continuous growth in corporate loans in comparison to the end of 2013 and satisfactory level of consumer loans production

A slight NBI decrease affected chiefly by the one-off income in 9M 2013 (PLN 19.1 million) and lower non-interest income with a solid interest margin maintained

The continued focus on strict cost control allowed the Group to invest in business development while avoiding any significant cost increase; In Q3 2014, additional costs related to the intended merger with BGŻ in the amount of PLN 2.9 million were incurred

Continuation of the prudent risk management policy

High quality of the loan portfolio:

➔ *Non-performing loan ratio (NPL) is now below the banking sector level*

Good capital situation supported by the public share issue finalized in May 2014

*Significant improvement of Retail Banking profitability supported by very good performance in Personal Finance
Strong and profitable Corporate & Transaction Banking*

*Gross loans at PLN 18,828.9 million:
+6.6% vs Dec 2013, +3.6% vs Sept 2013
Gross performing loans at PLN 17,500.7 million:
+8.1% vs Dec 2013, +5.5% vs Sept 2013*

*Net banking income: PLN 612.4 million in 9M 2014:
-1.5% vs 9M 2013,
+1.6% excluding the material one-off item in 9M 2013
PLN 208.3 million in Q3 2014, +0.9% vs Q2 2014*

*General expenses (incl. depreciation):
PLN 428.3 million in 9M 2014: +0.5% vs 9M 2013,
PLN 144.6 million in Q3 2014: +2.2% vs Q2 2014*

*Cost of risk & net result on provisions:
PLN 75.8 million in 9M 2014: -17.8% vs 9M 2013,
PLN 25.7 million in Q3 2014: -10.9% vs Q2 2014*

*NPL ratio: 7.1% vs 8.4% in Dec 2013
and 8.4% in Sept 2013*

*Total capital adequacy ratio (BASEL 3): 12.7%
Tier 1 ratio: (BASEL 3): 10.3%*

The after-tax profit of PLN 76.0 million in 9M 2014 went down by 2.8% vs 9M 2013 - excluding the impact of costs related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A. it would have been similar in both periods; at the same time the after-tax profit in Q3 2014 would have been higher by PLN 3.5 million (13.8%) vs Q2 2014 and by PLN 1.9 million (7.2%) vs Q3 2013

Further to the acquisition of Bank Gospodarki Żywnościowej S.A. by BNP Paribas Group the merger of two banks is planned in H1 2015

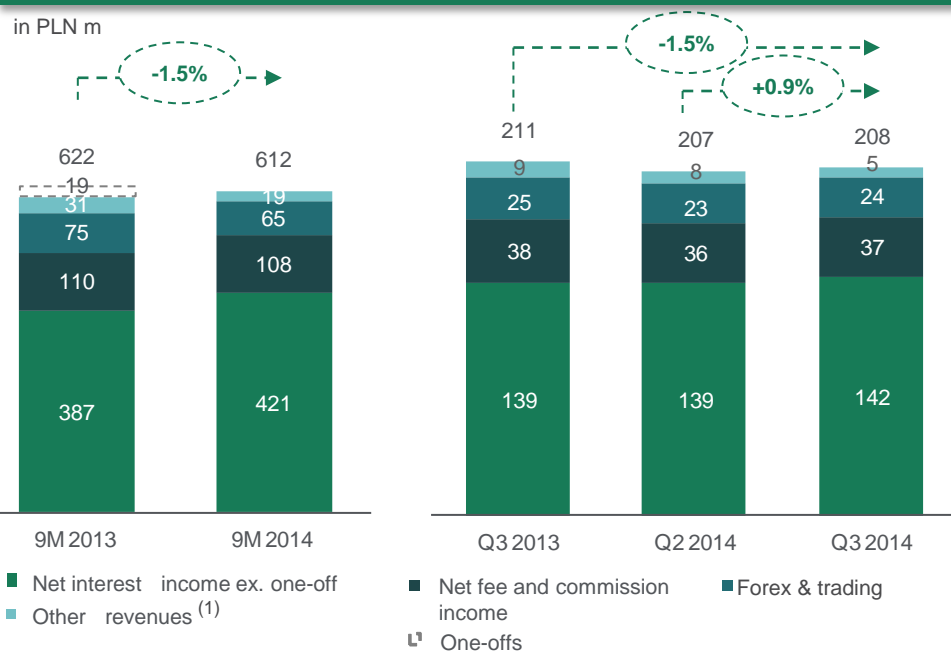


Financial Results: Net Banking Income

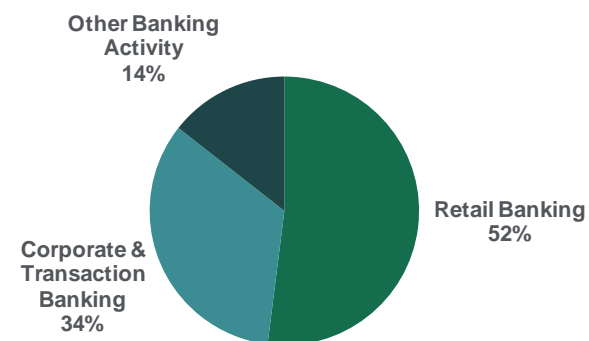
- Growth of income excluding the one-off income in the first 9M 2013
- Solid interest margin

NBI breakdown

in PLN m



9M 2014 NBI breakdown by business segment



A minor decrease in the net banking income due to:

- **one-off income of PLN 19.1 million which affected the net interest income in the first 9M 2013**
- **lower non-interest income chiefly due to a drop in net trading income and decrease of net other operating income and expenses;**

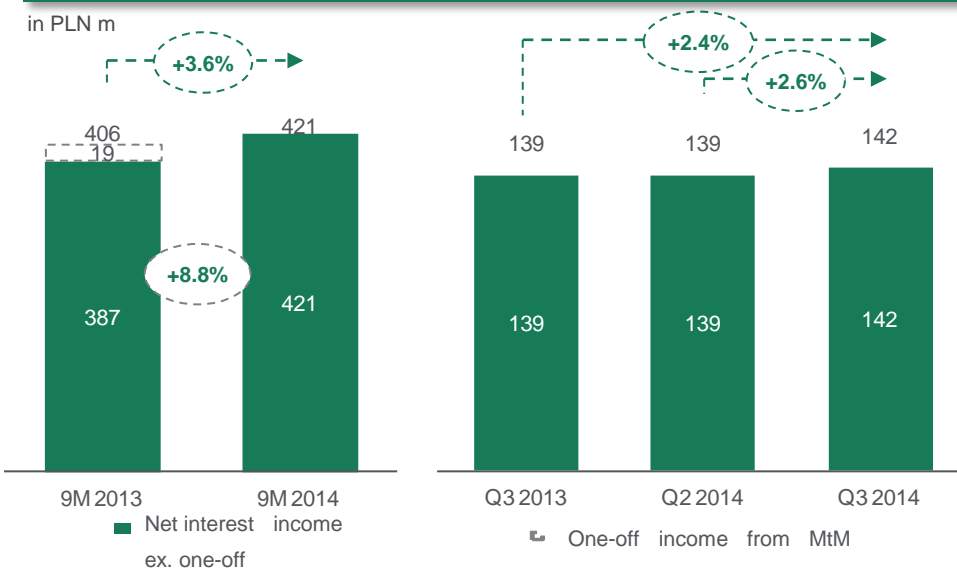
partly offset by an increase in the interest income



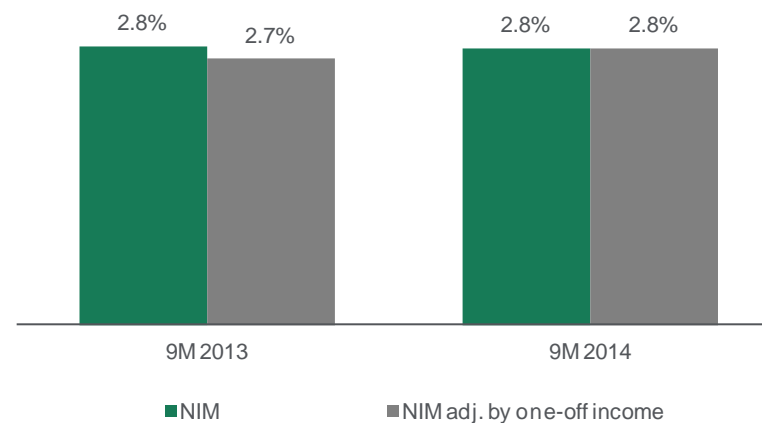
Financial Results: Net Interest Income

- Growth of the net interest income despite a substantial one-off income in the first 9M 2013

Net interest income evolution



Net interest margin evolution



The net interest income, excluding the one-off income in the first 9M 2013, grew by 8.8% vs the first 9M 2013. The net interest income improvement was triggered by larger volumes of deposits and loans and higher margin. The contributing factor to the interest margin growth was the decrease in deposit interest rates and higher production of consumer loans, coupled with growing margin for these loans

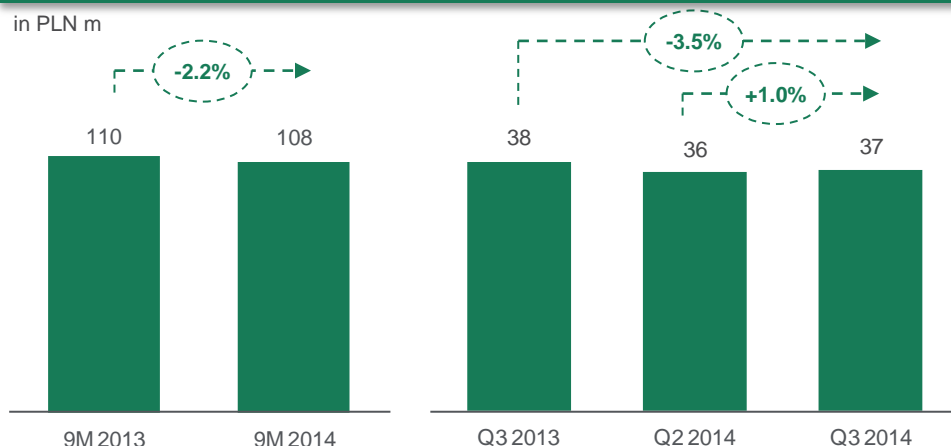


Financial Results: Non Interest Income

- Non-interest income went down by 11.2% vs 9M 2013 and by 2.6% vs Q2 2014

Net fee and commission income

in PLN m

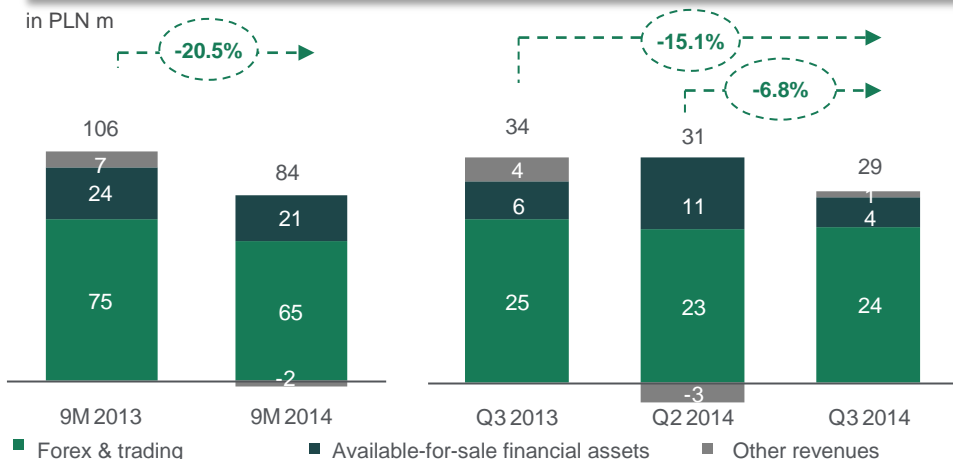


Key highlights

- A slight drop of the net fee and commission income resulted mainly from decrease of interchange fee and lower insurance fees and commissions, which were partly offset by 8.4% growth of net loan origination fees and commissions

Other non interest income

in PLN m



Key highlights

A decrease in other non-interest income mainly due to:

- lower net trading income resulting from a decrease in the margin realised on FX transactions with the Bank's customers, with a parallel increase in the average volume of those transactions,
- lower net investment income following lower earnings on the sale of securities,
- lower other income (for reasons including higher net costs of BGF mainly due to the prudential fee introduction)

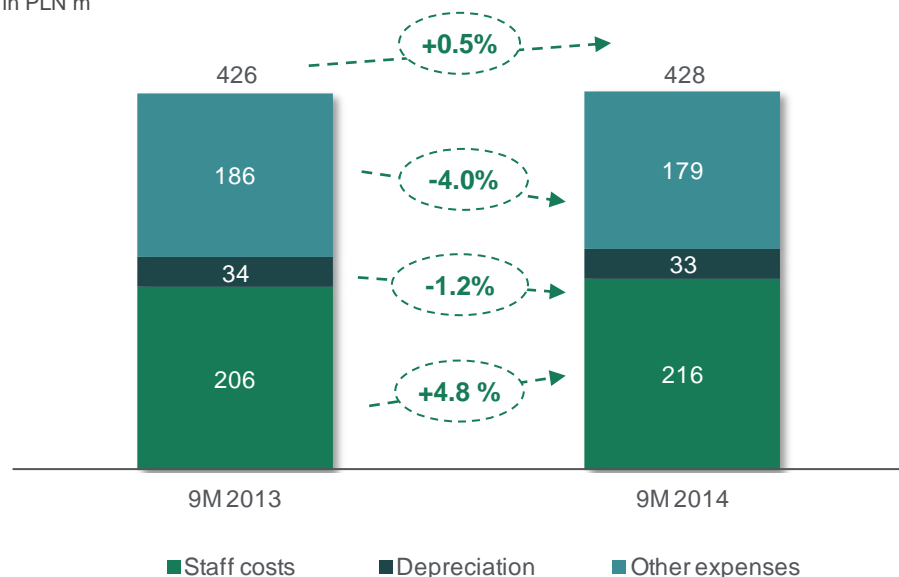


Financial Results: Operating Expenses

- Continued focus on cost containment
- Improvement of the cost/income ratio, excluding non-standard items⁽¹⁾

Operating expenses breakdown

in PLN m

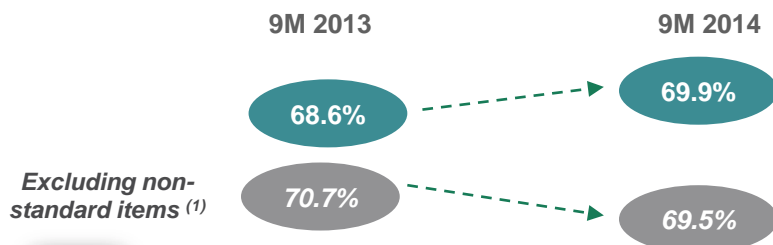


Key highlights

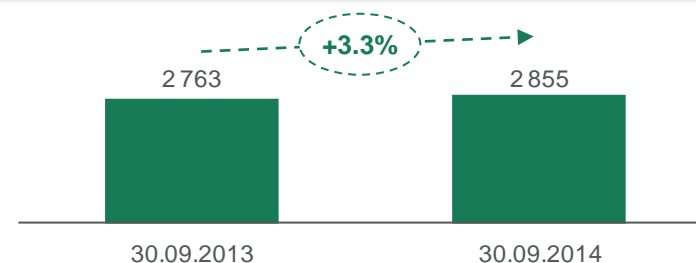
Total operating expenses increased by 0.5% vs 9M 2013 – in 2014, the Group incurred costs related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A., at PLN 2.9 million; excluding the impact of those costs, total operating expenses would be at a similar level in both periods

*Combination of the effects of savings programs with the strict cost control allow the Group to **invest in business growth while avoiding substantial cost increase***

Cost to income ratio evolution



Full-time employees evolution (consolidated)

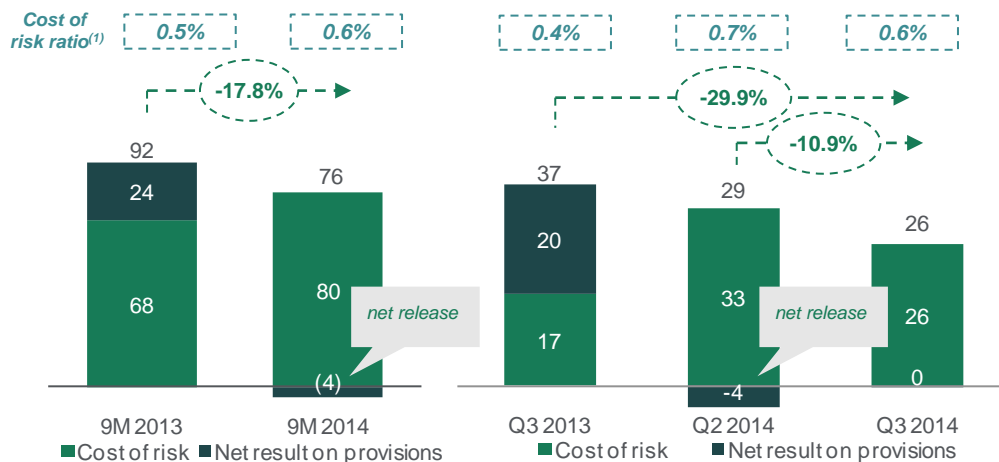


Financial Results: Cost of Risk & Net Result on Provisions

- Sound & further improving asset quality trending towards best in class

Cost of risk and result on provisions evolution

in PLN m



Non performing loans ratio evolution

NPL Ratio (% Gross Loans)	30.09.2013	31.12.2013	30.09.2014
CTB	8.3%	9.0%	5.9%
SME & Micro*	13.4%	13.5%	12.3%
Consumer*	15.3%	13.2%	11.6%
Mortgages	2.6%	2.6%	3.0%
Total Loans	8.4%	8.4%	7.1%

* Consumer loans include cash, car and credit card loans including car loans for SME & Micro customers

Key highlights

Cost of risk

The cost of risk ratio slightly increased due to:

- higher than last year cost of provisions for receivables due from corporate customers; in 9M 2013, thanks to an effective debt restructuring and recovery in the segment of corporate customers a positive cost of risk was recorded,
- higher provisions created for consumer loans of individual customers.

At the same time, write-downs for receivables due from small and medium enterprises were materially lower than the year before.

NPL ratio decrease from 8.4% as at 30 Sept 2013 to **7.1%** as at 30 Sept 2014, owing to:

- high quality of newly granted loans maintained,
- effective debt restructuring and recovery with respect to the non-performing portfolio,
- sale of a portion of the uncollectible receivables portfolio

Net result on provisions

The net result on provisions at PLN 4.2 million (net releases) versus the costs of setting aside provisions for legal risk at PLN 23.8 million in 9M 2013 (including PLN 20.0 million of provisions created for legal risk in litigations with the Bank's customers involving derivative instruments).

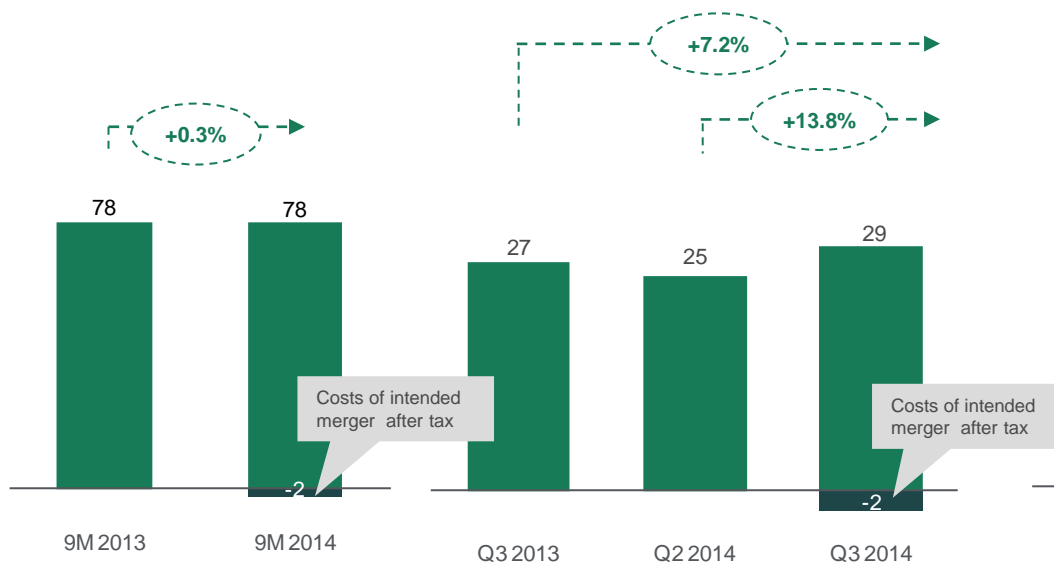


Financial Results: Net Profit

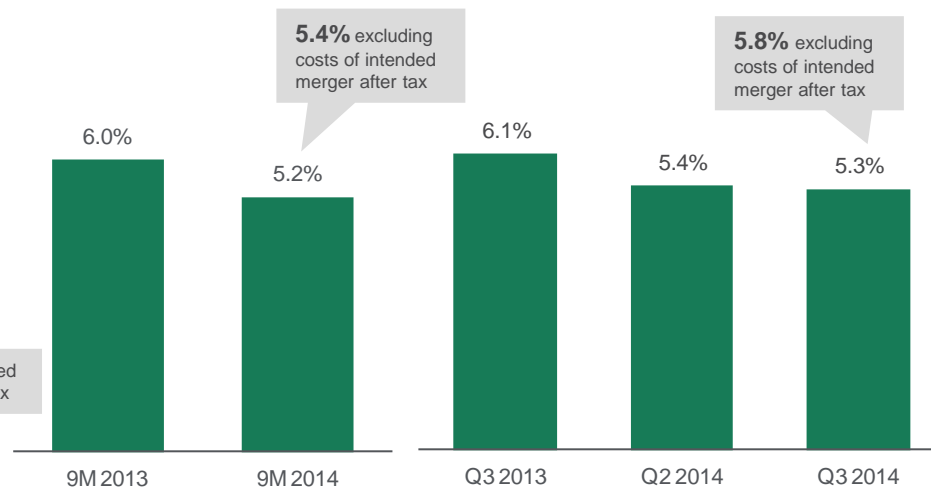
Excluding costs of intended merger with BGŻ the after-tax profit was similar to the level noted in 9M 2013

Net profit evolution (excluding costs of intended merger with BGŻ)

in PLN m



ROE evolution (Return on Equity)



The after-tax profit at PLN 76.0 million in 9M 2014 went down by PLN 2.2 million versus 9M 2013 - excluding the impact of the costs related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A., the after-tax profit would have been at a similar level in both periods; at the same time the after-tax profit in Q3 2014 would have been higher by PLN 3.5 million (13.8%) vs Q2 2014 and by PLN 1.9 million (7.2%) vs Q3 2013

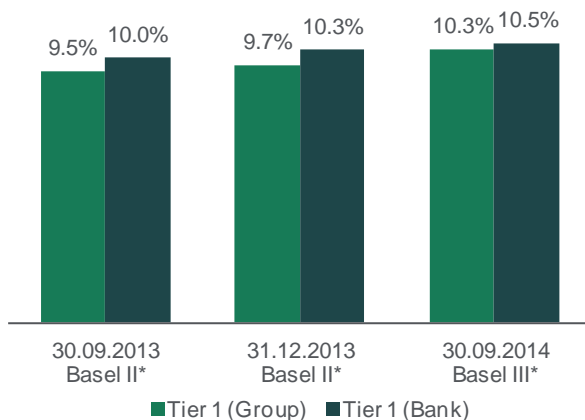


Capital Position

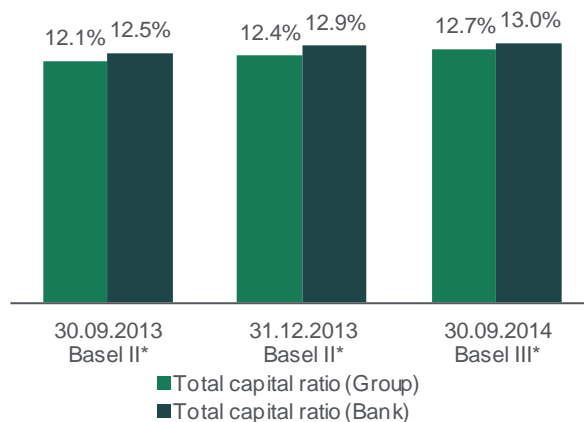
Good capital situation backed by finalisation of the public share issue project in May 2014:

- free float on the stock exchange increased to 15% - implementation of the commitment towards KNF
- growth of the Bank's own funds by PLN 218.7 million following the share issue (after factoring in the issue costs)

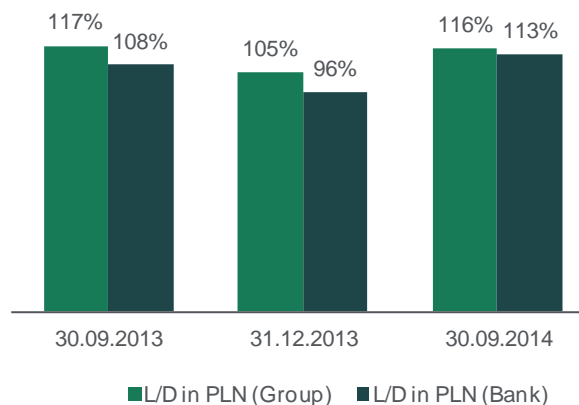
Tier 1 capital ratio



Total capital ratio



PLN loans to PLN deposits ratio



The total capital ratio stood at 12.7% (calculated according to Basel 3 rules) vs 12.4% as at 31 December 2013 (pursuant to Basel 2 rules).

* The capital adequacy ratio was calculated based on the following rules: In 2013, under resolution no. 76/2010 of the Polish Financial Supervision Authority ("KNF") dated 10 March 2010 regarding specific rules of determination of capital requirements on account of particular risk types (KNF Official Journal No. 2/2010 item 2 – rules based on **Basel 2**; as at the end of September 2014, under Regulation of the European Parliament and of the Council (EU) no. 575/2013 on prudential requirements for credit institutions and investment firms, and amending Regulation (EU) No 648/2012, assuming a deduction of 100% of deferred tax assets from own funds and accounting for 80% of losses on the trading book in the own funds calculation – rules based on **Basel 3**



Key Take-aways

Solid 9M 2014 results

- **Headline NBI lower by 1.5% than in 9M last year but the comparison distorted by high one-off income earned in 9M 2013**
- **Solid growth in net interest income**
- **Business lines NBI higher by 1.6% with a strong growth in Retail Banking (+5.6%)**
- **Operating expenses under strict control**
- **Very good NPL ratio - currently below the banking sector level**
- **Low cost of risk**

The planned merger with Bank Gospodarki Żywnościowej S.A. (BGŻ) in H1 2015 owing to BGŻ acquisition by the BNP Paribas group

The expected merger benefits:

Capital reinforcement, improved liquidity, expanded sales network, better competitive position on the market, synergies resulting in reduced operating expenses, reinforced and simplified management system.

The method of the merger:

Banks will be merged by transferring all property of BNP Paribas Bank Polska S.A. (the Bank) to BGŻ. As a result of the merger, BGŻ will assume all rights and obligations of the Bank.

The merger will be effected subject to the approval of the Merger Plan by the General Meetings of both banks, and providing that all the required merger-related regulatory consents and permits are obtained.

Under the *Merger Plan*, the following share exchange ratio was decided upon: in exchange for six shares of the Bank, shareholders will receive five merger shares.

The merged Bank will operate under the name Bank BGŻ BNP Paribas Spółka Akcyjna.



Agenda



Financial Results

Business Development

Macroeconomic Situation

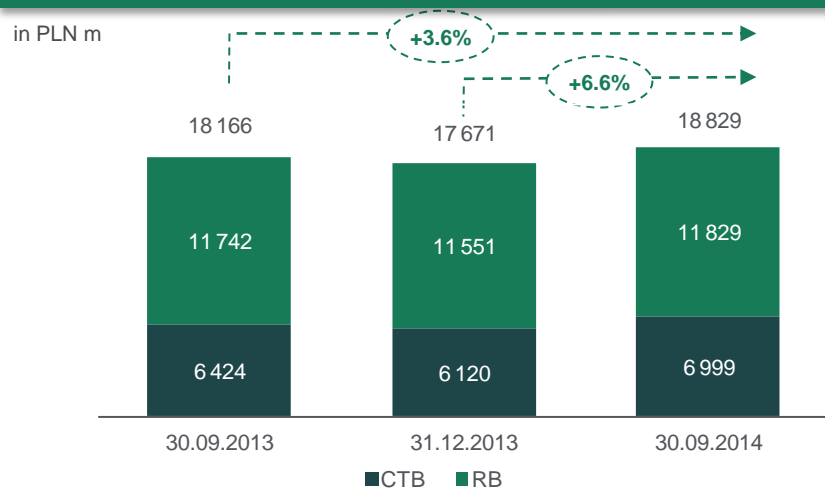


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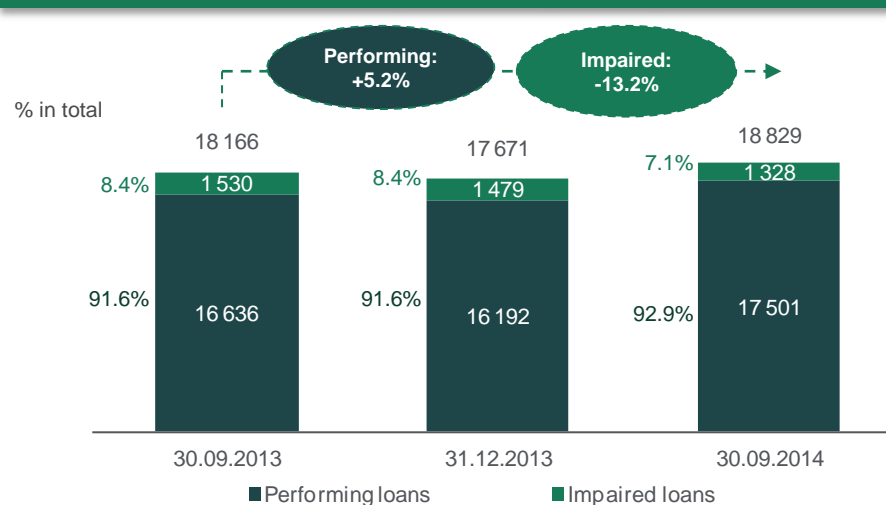
Business Development: Loans Evolution

- Increase of loan portfolio driven by Corporate & Transaction Banking and consumer loans production
- Significant decrease of impaired loans contributing to smaller overall growth of loan portfolio

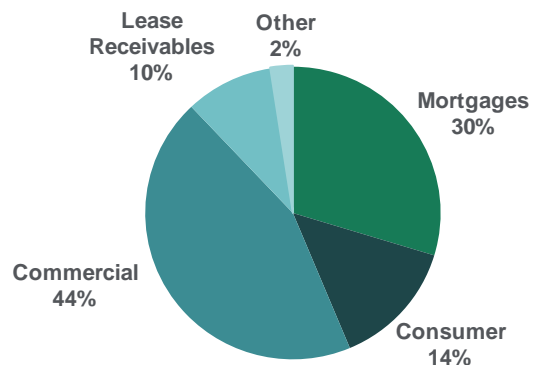
Gross loans evolution by business segment



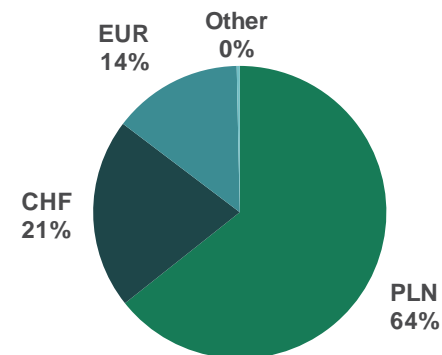
Gross loans evolution – performing vs impaired



Gross loans by product as at 30 September 2014



Gross loans by currency as at 30 September 2014



CHF loans book at PLN 4.0 bn (out of which PLN 3.7 bn of mortgage loans portfolio) - financed by debt from BNP Paribas Group

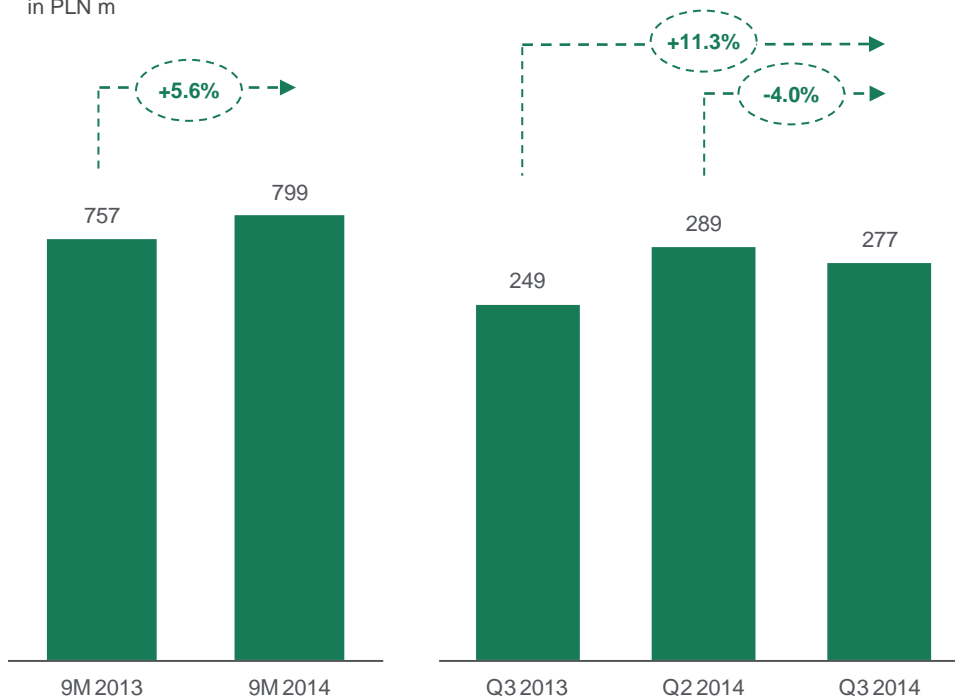


Business Development: Focus on Personal Finance Loans Production

- Cash loans: moderate growth caused by stronger competition
- Car loans: solid increase of production, focus on maintaining strong market position

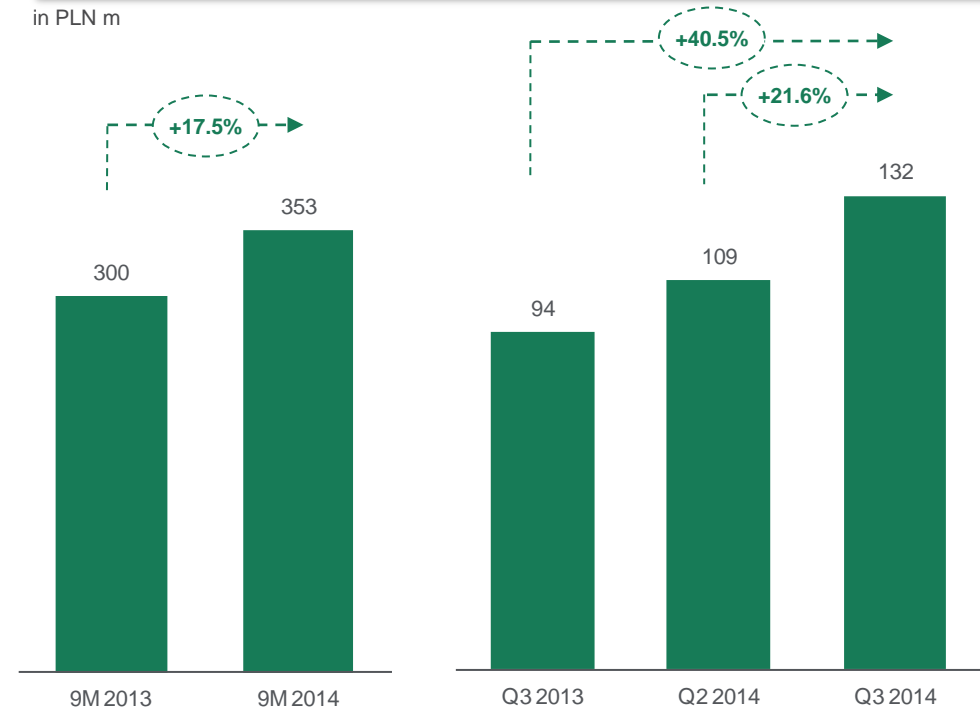
Cash loans production

in PLN m



Car loans and leasing production

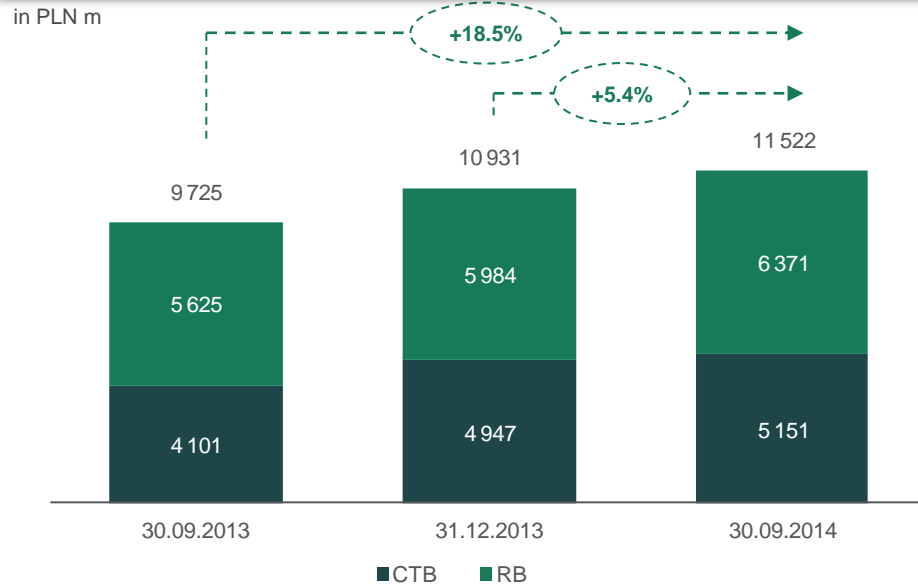
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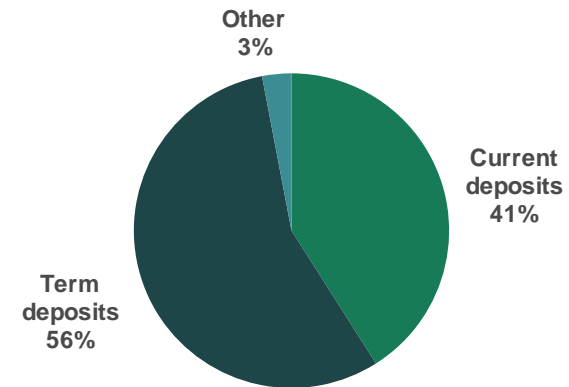
Business Development: Deposit Evolution

Material growth of customer deposits

Deposit evolution by business segment



Deposit breakdown by product as at 30 September 2014

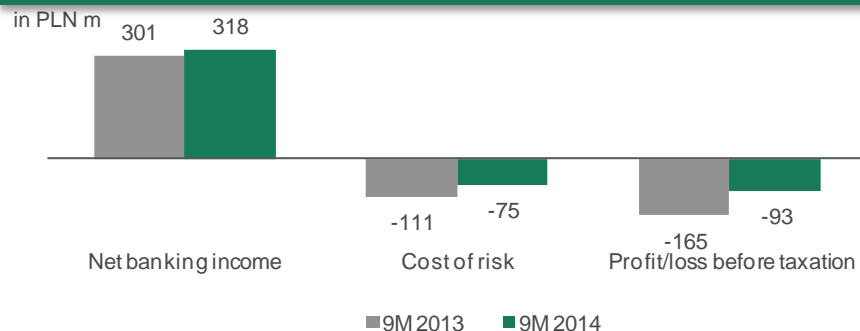


Customer deposits went up by 5.4% vs 31 Dec 2013 chiefly due to the increase of deposit balances held by large enterprises and individual customers



Key Results by Business Segment

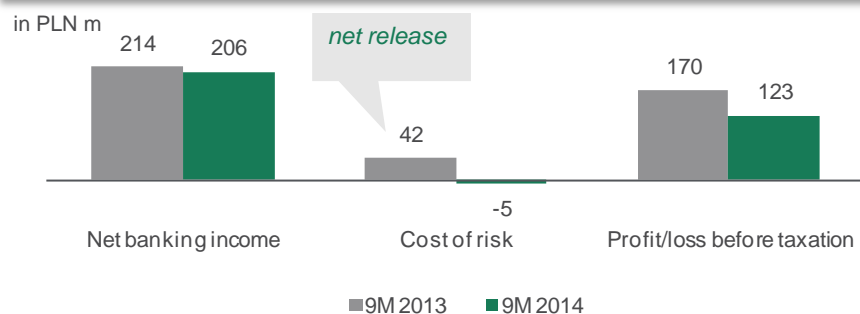
Retail Banking



Substantial profitability improvement backed by very good Personal Finance results

- NBI higher by 5.6%:
- Drop of the cost of risk by 32.6%

Corporate and Transaction Banking



Strong and profitable Corporate and Transaction Banking

- Pre-tax profit at PLN 122.7 million
- Stable net banking income
- Low cost of risk

Other Banking Activities



Weaker performance of the Other Banking Activity segment but comparison distorted by the high one-off income in 2013 and costs, incurred in 2014, related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A.



Business Development: New Products and Brand Awareness

Products and services

Global Partners
Asset Security
August 90



ENERGO loan for
enterprises



PayU Express

Płać ekspresowo
za zakupy w Internecie!

Nowa formuła e-przelewu, dzięki której
zapłacić nawet w 1,5 sekundy za pomocą
jednego kliknięcia dostępna już w BNP Paribas



MasterCard
SecureCode®

3D Secure for card
payments in the
Internet

Awards and image-building activities



Certyfikat

HR Najwyższej Jakości
potwierdzający najwyższe standardy zarządzania zasobami ludzkimi dla

BNP Paribas Bank Polska SA

Prezes Polskiego Stowarzyszenia Zarządzania Kadrami

Piotr Pałkowski

Sierpień 2014



BNP PARIBAS

BIZNES AKADEMIA



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Business Development: Visible Marketing Campaigns

- Advertising campaigns to promote cash loans and loans for micro enterprises - radio, Internet, bus campaign in the biggest Polish cities

Cash loan campaign - no. 1 in the *Rzeczpospolita* ranking

Cash loan campaign addressed to micro-companies

Najtańszy kredyt gotówkowy

Nr 1
wg raportu
RZECZPOSPOLITA

Oprocentowanie już od: **6,9%**

Sprawdź »

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Chcesz rozwinąć swój biznes? A może trafia Ci się niepowtarzalna okazja biznesowa? **Nie czekaj!** Wybierz szybki kredyt dla firm w Banku BNP Paribas. Dzięki nam zrealizujesz każdy projekt!

wz. **KREDYT DLA FIRM**
I NIECH KAŻDY PROJEKT SZYBKO SIĘ ZISZCZA

MARZA od **2,99%**
TERAZ JESZCZE **NIŻSZA MARŻA w 1,95%**
SPRAWDŹ JĄZ DZIŚ!

OFERTA DLA FIRM

801 355 355

OTWARTE

Chcesz rozwinąć swój biznes? A może trafia Ci się niepowtarzalna okazja biznesowa? **Nie czekaj!** Wybierz szybki kredyt dla firm w Banku BNP Paribas. Dzięki nam zrealizujesz każdy projekt!

Tylko w Banku BNP Paribas:

- szybki proces - decyzja nawet w **24 godziny**, gotówka na koncie już w **48 godzin**.
- niska marża już od **2,99%** przez cały okres kredytowania.
- do **400 tys. zł** bez zabezpieczeń i z blednych formalności.
- okres kredytowania aż do **84 miesięcy**.
- środki możesz przysłać **na dowolny cel** bez konieczności realizowania się z faktur.

Przyjdź i zapytaj doradcę o szczegółowe warunki promocji.



Zrealizuj swoje plany z kredytem gotówkowym z Banku BNP Paribas. To kredyt nr 1 według raportu Rzeczpospolitej.

Nie czekaj, sprawdź!

Nr 1
wg raportu
RZECZPOSPOLITA

- Tylko w Banku BNP Paribas oferujemy:**
- oprocentowanie już od **6,9%**
 - gwarancję najtańszego kredytu, czyli obniżenie wartości całkowitego kosztu kredytu uzyskanego w innym banku
 - kwotę kredytu z gwarancją **aż do 150 tys. zł**,
 - okres kredytowania **do 7 lat**,
 - **Konto Dobrze Dobrane** z atrakcyjnym pakietem ubezpieczeń.

Przyjdź i zapytaj doradcę o szczegółowe warunki promocji.

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najtańszy kredyt gotówkowy

Nr 1
wg raportu
RZECZPOSPOLITA

Oprocentowanie już od **6,9%**

KREDYT GOTÓWKOWY

801 101 102



Agenda



Financial Results

Business Development

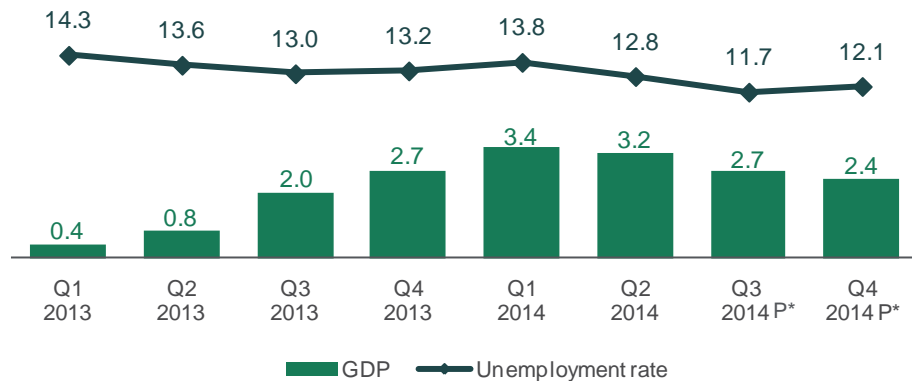
Macroeconomic Situation



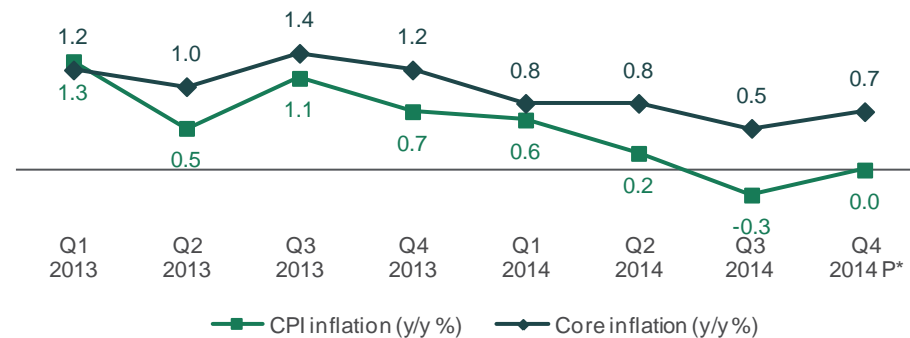
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Macroeconomic Situation

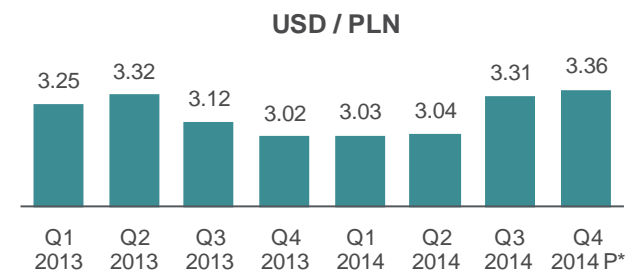
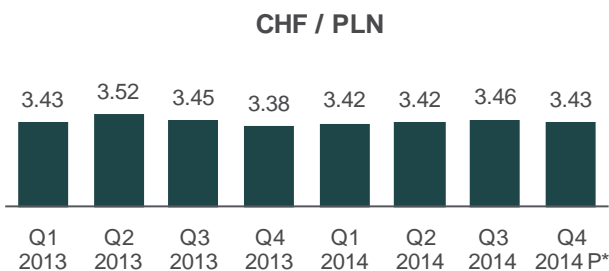
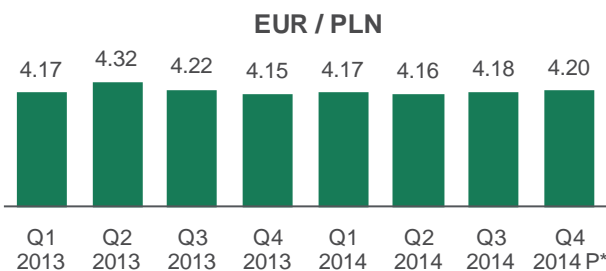
GDP growth and unemployment rate (%)



Inflation (CPI%)

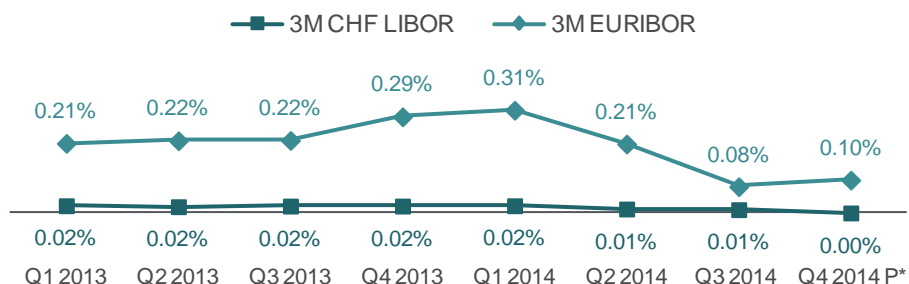
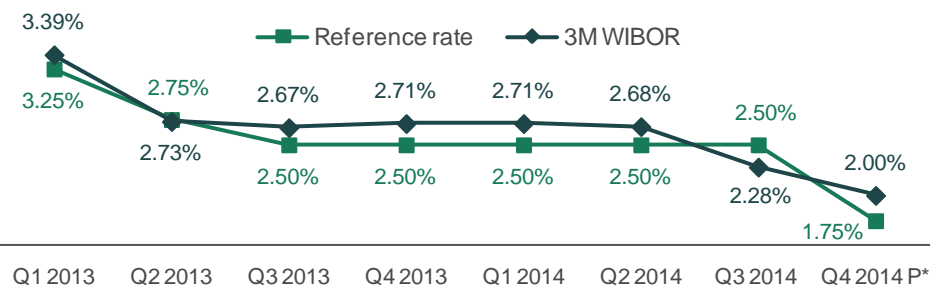


FX rate evolution



Macroeconomic Situation

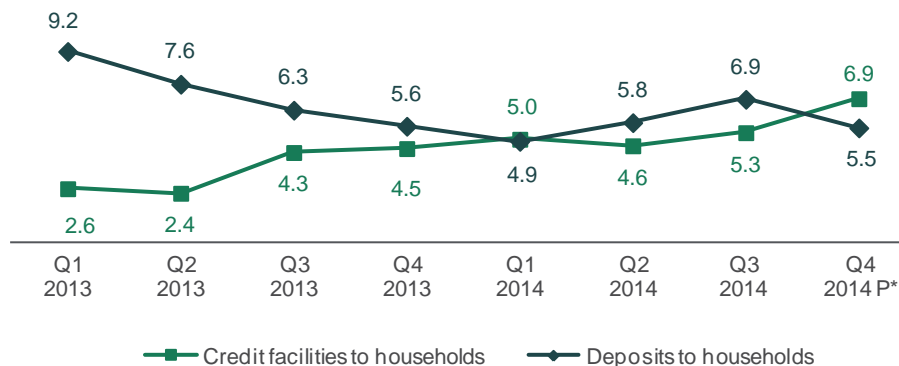
Interest rate evolution



Credit facilities and deposits to enterprises



Credit facilities and deposits to households



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Appendix



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Consolidated Balance Sheet

B/S (in PLN m)	30.09.2013	31.12.2013	30.06.2014	30.09.2014	30.09.2014 / 30.09.2013	30.09.2014 / 31.12.2013	30.09.2014 / 30.06.2014
Gross loans	18,166	17,671	18,880	18,829	3.6%	6.6%	-0.3%
Gross performing loans	16,636	16,192	17,558	17,501	5.2%	8.1%	-0.3%
Gross impaired loans	1,530	1,479	1,322	1,328	-13.2%	-10.2%	0.5%
Impairment provisions	(1,137)	(1,089)	(1,010)	(1,034)	-9.1%	-5.0%	2.4%
Net loans	17,029	16,583	17,870	17,795	4.5%	7.3%	-0.4%
Investments available for sale	2,473	2,608	2,194	2,801	13.3%	7.4%	27.7%
Cash and cash equivalents	806	1,290	1,709	1,251	55.3%	-3.0%	-26.8%
Due from banks	85	79	52	104	22.5%	31.6%	100.9%
Other assets ⁽¹⁾	579	557	656	653	12.7%	17.2%	-0.4%
Total assets	20,972	21,117	22,481	22,604	7.8%	7.0%	0.5%
Customer deposits	9,725	10,931	11,408	11,522	18.5%	5.4%	1.0%
Loans and credit facilities received	7,180	7,051	7,276	7,428	3.5%	5.3%	2.1%
Subordinated debt	460	452	456	458	-0.4%	1.4%	0.6%
Due to banks	1,406	424	699	615	-56.2%	45.0%	-12.0%
Other liabilities ⁽²⁾	426	454	577	482	13.0%	6.1%	-16.4%
Total liabilities	19,197	19,312	20,415	20,505	6.8%	6.2%	0.4%
Equity	1,774	1,805	2,066	2,100	18.3%	16.3%	1.6%
Total liabilities and equity	20,972	21,117	22,481	22,604	7.8%	7.0%	0.5%

Notes: (1) Other assets include financial assets held for trading, hedging instruments, PPE, intangible assets, non-current assets held for sale, settlements on account of income tax, DTAs, deferred tax assets recognised in the revaluation reserve and other assets (2) Other liabilities include financial liabilities held for trading, differences from the fair value hedge against interest rate risk falling on hedged items, income tax liabilities, deferred tax liabilities, provisions and other liabilities.



Consolidated P&L (cumulative)

Income statement (in PLN m)	9M 2013 ⁽¹⁾	9M 2014 ⁽²⁾	9M 2014 / 9M 2013
Interest income	678	666	-1.8%
Interest expense	-272	-245	-10.0%
Net interest income	406	421	3.6%
Fee and commission income	133	133	-0.4%
Fee and commission expense	-23	-25	8.3%
Net fee and commission income	110	108	-2.2%
Net trading income	75	65	-13.3%
Net profit (loss) on hedging transactions	-3	1	-132.3%
Net profit/loss on the hedged item	3	-1	-132.3%
Net profit/loss on available-for-sale financial assets	24	21	-12.7%
Dividends	0	0	-57.1%
Other revenues	41	35	-14.0%
Other operating expenses	-34	-37	8.9%
Net banking income	622	612	-1.5%
General expenses	-393	-395	0.6%
Personnel expenses	-206	-216	4.8%
Other expenses	-186	-179	-4.0%
Depreciation	-34	-33	-1.2%
Gross operating profit/loss	196	184	-5.8%
Cost of risk and net result on provisions	-92	-76	-17.8%
Cost of risk	-68	-80	16.9%
Net result on provisions	-24	4	-117.5%
Net operating profit/loss	103	108	4.8%
Net profit/loss from disposal of assets, shares and interest	0	-1	359.5%
Profit/loss before taxation	103	107	3.8%
Income tax expense	-25	-31	24.6%
Profit/loss after taxation	78	76	-2.8%

Notes: (1) 9M 2013 including impact of the one-off items: net interest income includes PLN 19.1 million of one-off income related to the settlement of a prepayment of some credit lines granted by the BNP Paribas group with a positive mark to market; cost of risk and net result on provisions include PLN 20.0 million of provisions for customer claims in litigation related to currency options (in total, in Q3);

(2) 9M 2014, including costs related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A.: PLN 2.9 million recognised in general expenses



Consolidated P&L (quarterly data)

Income statement (in PLN m)	Q3 2013 ⁽¹⁾	Q2 2014	Q3 2014 ⁽²⁾	Q3 2014 / Q2 2014	Q3 2014 / Q3 2013
Interest income	223	222	229	3.1%	2.7%
Interest expense	-84	-83	-86	4.1%	3.1%
Net interest income	139	139	142	2.6%	2.4%
Fee and commission income	47	44	46	2.8%	-2.1%
Fee and commission expense	-9	-8	-9	11.0%	3.9%
Net fee and commission income	38	36	37	1.0%	-3.5%
Net trading income	25	23	24	2.4%	-4.4%
Net profit (loss) on hedging transactions	0	0	0	-85.5%	-113.4%
Net profit/loss on the hedged item	0	0	0	-85.5%	-113.4%
Net profit/loss on available-for-sale financial assets	6	11	4	-60.9%	-22.7%
Dividends	0	0	0	-100.0%	-100.0%
Other revenues	14	9	13	57.5%	-6.4%
Other operating expenses	-11	-12	-12	7.2%	17.7%
Net banking income	211	207	208	0.9%	-1.5%
General expenses	-131	-130	-133	2.7%	1.8%
Personnel expenses	-69	-72	-73	0.9%	5.8%
Other expenses	-62	-58	-61	5.0%	-2.7%
Depreciation	-11	-12	-11	-3.6%	3.1%
Gross operating profit/loss	70	65	64	-2.0%	-8.4%
Cost of risk and net result on provisions	-37	-29	-26	-10.9%	-29.9%
Cost of risk	-17	-33	-26	-20.5%	53.1%
Net result on provisions	-20	4	0	-95.6%	-100.8%
Net operating profit/loss	33	36	38	5.0%	15.7%
Net profit/loss from disposal of assets, shares and interest	0	0	0	169.0%	4137.5%
Profit/loss before taxation	33	36	38	4.4%	14.7%
Income tax expense	-6	-11	-11	4.3%	85.6%
Profit/loss after taxation	27	25	26	4.5%	-1.6%

Notes: (1) Q3 2013 including impact of the one-off item: cost of risk and net result on provisions include PLN 20.0 million of provisions for customer claims in litigation related to currency options;

(2) Q3 2014 including costs related to the intended merger of Bank Gospodarki Żywnosciowej S.A. and BNP Paribas Bank Polska S.A.: PLN 2.9 million recognised in general expenses



Key Ratios

	9M 2013	2013	9M 2014
Profitability ratios			
Net interest margin (NIM) ⁽¹⁾	2.8%	2.8%	2.8%
Cost/Income ⁽²⁾	68.6%	69.2%	69.9%
ROA ⁽³⁾	0.5%	0.5%	0.5%
ROE ⁽⁴⁾	6.0%	5.8%	5.2%
Net fee and commission income / Net banking income	17.7%	18.2%	17.6%
Capital ratios*			
Consolidated Tier 1 ratio ⁽⁵⁾	9.5%	9.7%	10.3%
Consolidated total capital ratio	12.1%	12.4%	12.7%
Bank standalone Tier 1 ratio ⁽⁵⁾	10.0%	10.3%	10.5%
Bank standalone total capital ratio	12.5%	12.9%	13.0%
Loan portfolio quality			
NPL ratio ⁽⁶⁾	8.4%	8.4%	7.1%
Cost of risk ratio ⁽⁷⁾	0.5%	0.5%	0.6%
Coverage ratio ⁽⁸⁾	67.1%	65.9%	68.8%
Liquidity ratios			
Loans to deposits ratio ⁽⁹⁾	175.1%	151.7%	154.4%
PLN loans to PLN deposits ratio ⁽¹⁰⁾	116.8%	105.1%	115.8%
Bank standalone PLN loans to PLN deposits ratio ⁽¹⁰⁾	108.2%	96.4%	113.2%

⁽¹⁾ Calculated by dividing net interest income by the average balance of total interest-earning assets (calculated as the arithmetical average of the sum of financial assets held for trading, due from banks, loans to customers, investments available -for -sale and hedging instruments at the end of four consecutive quarters).

⁽²⁾ Calculated by dividing the sum of general expenses and depreciation by net banking income.

⁽³⁾ Return on assets (ROA) calculated by dividing profit/loss after taxation by the average balance of total assets (calculated as the arithmetical average of total assets at the end of four consecutive quarters).

⁽⁴⁾ Return on equity (ROE) calculated by dividing profit/loss after taxation by the average balance of equity (calculated as the arithmetical average of total equity at the end of four consecutive quarters).

⁽⁵⁾ Calculated by dividing Tier 1 core capital by the total capital requirement multiplied by 12.5.

⁽⁶⁾ Calculated by dividing gross impaired loans to customers by total gross loans to customers.

⁽⁷⁾ Calculated by dividing cost of risk by the average balance of gross loans to customers (calculated as the arithmetical average of the gross loans to customers at the end of four consecutive quarters).

⁽⁸⁾ Calculated by dividing the balance of impairment provisions for incurred, reported losses at the end of the period by gross impaired loans to customers.

⁽⁹⁾ Calculated by dividing net loans to customers by the balance of liabilities due to customers.

⁽¹⁰⁾ Calculated by dividing net loans to customers in PLN by the balance of liabilities due to customers in PLN.

