

BNP Paribas Bank Polska SA Group



Performance in Q4
and 12M 2014

*„Delivering on
our Underlying Strategy”*

Warsaw, 6th March 2015



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Agenda



Financial Results

Business Development

Macroeconomic Situation



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12M 2014 – Key Messages

Continued progress on strategy implementation across our three business pillars

YoY solid increase in loan balance for large enterprises and satisfactory level of consumer loan production

Increase in the net banking income mainly due to higher net interest income (despite the impact of PLN 19.1m of one-off income in 2013)

The continued focus on strict cost control allowed the Group to invest in business development while avoiding any significant cost increase; however, in H2 2014 additional costs in the amount of PLN 7.4 million were incurred in connection with the intended merger with Bank BGŻ

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

*Substantial improvement in Retail Banking results backed by very good Personal Finance results
Strong and profitable Corporate and Transaction Banking*

*Gross loans at PLN 18,581.5 million:
+5.0% vs Dec 2013
Gross performing loans at PLN 17,259.1 million:
+6.6% vs Dec 2013*

*Net banking income: PLN 826.3 million in 2014:
+0.4% vs 2013
+2.7% excluding the material one-off item in 2013;
PLN 213.9 million in Q4 2014: +2.7% vs Q3 2014*

*General expenses (incl. depreciation):
PLN 586.2 million in 2014: +2.9% vs 2013
PLN 157.9 million in Q4 2014: +9.2% vs Q3 2014*

*Cost of risk & net result on provisions:
PLN 99.4 million in 2014: -14.6% vs 2013
PLN 23.6 million in Q4 2014: -8.4% vs Q3 2014*

NPL ratio: 7.1% vs 8.5% in Dec 2013

*Total capital adequacy ratio (BASEL 3): 12.9%
Tier 1 ratio: (BASEL 3): 10.4%*

The after-tax profit amounting to PLN 103.2 million in 2014 increased by 0.9% as compared to 2013 - excluding costs related to the intended merger of Bank Gospodarki Żywnościowej SA with BNP Paribas Bank Polska SA, the profit would be higher by 6.7% as compared to 2013, whereas the after-tax profit in Q4 2014 would be higher by PLN 6.7 million (or 27.6%) as compared to Q4 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

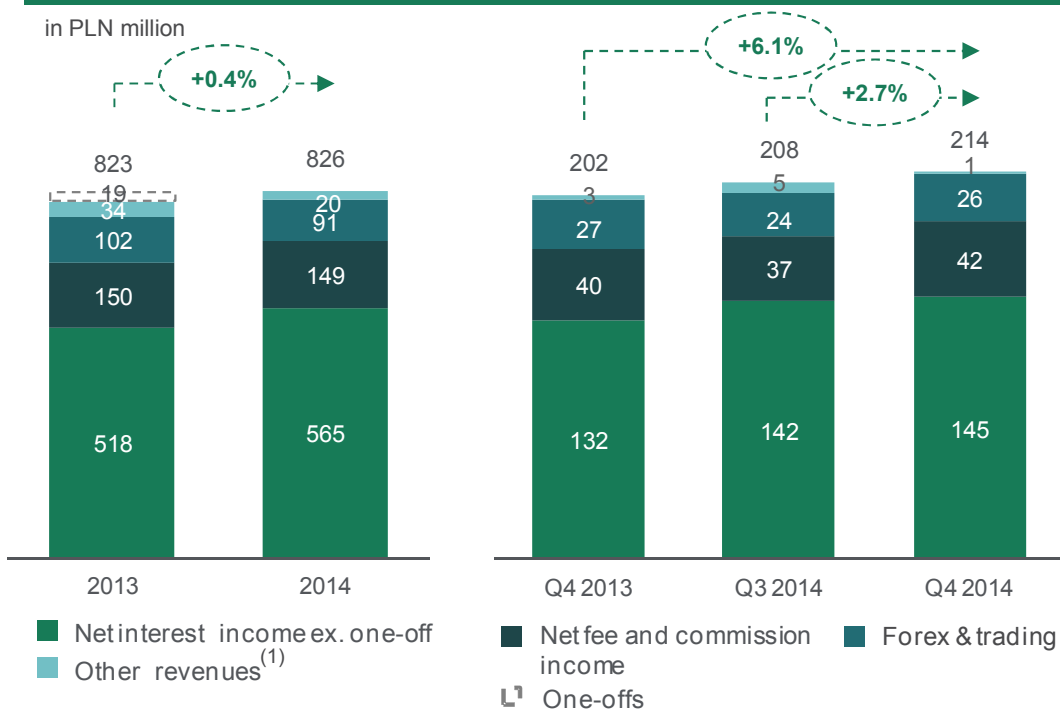


Financial Results: Net Banking Income

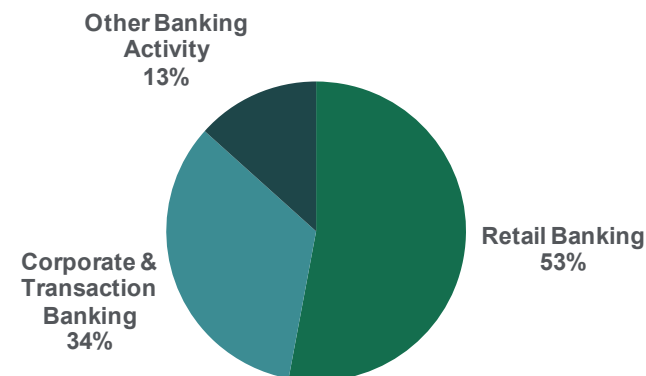
- Growth of income
- Solid interest margin

NBI breakdown

in PLN million



12M 2014 NBI breakdown by business segment



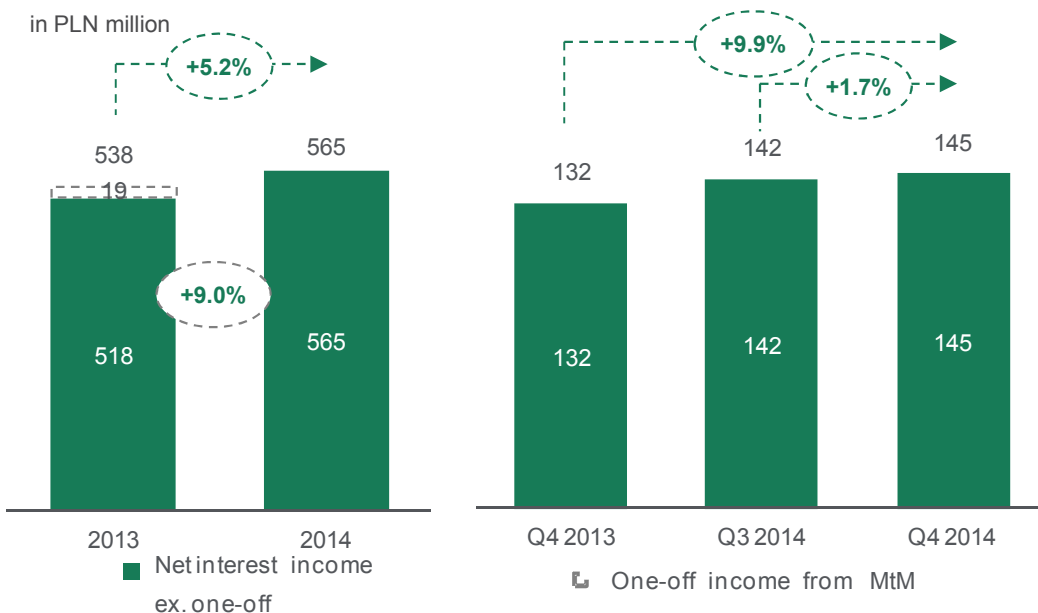
Slight increase in the net banking income due to growth of the net interest income (in spite of a one-off income item in the amount of PLN 19.1 million in 2013), which was partly counterbalanced by a decrease in non-interest income mainly due to a drop in net trading income and decrease in other net operating income and expenses



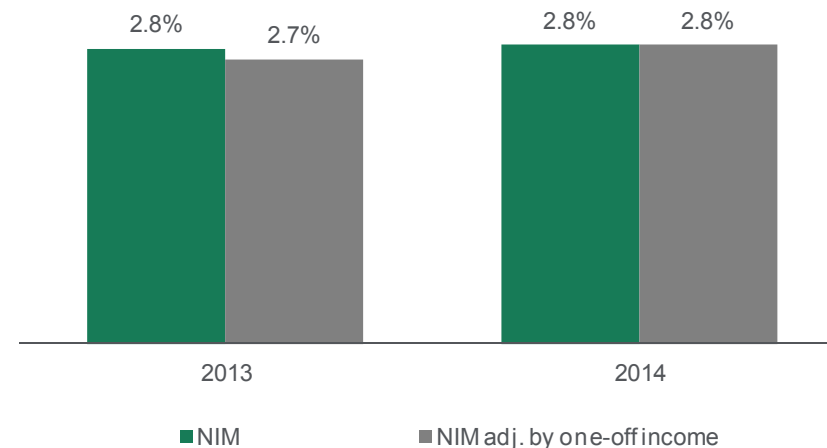
Financial Results: Net Interest Income

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

Net interest income evolution



Net interest margin evolution



The net interest income, excluding the one-off income in 2013, grew by 9.0% vs 2013. The improvement in the net interest income was mainly due to an increase in the deposit and loan volume and a higher margin. The contributing factors to the interest margin growth include mainly the decrease in deposit interest rates and higher production of consumer loans, coupled with growing margin for these loans

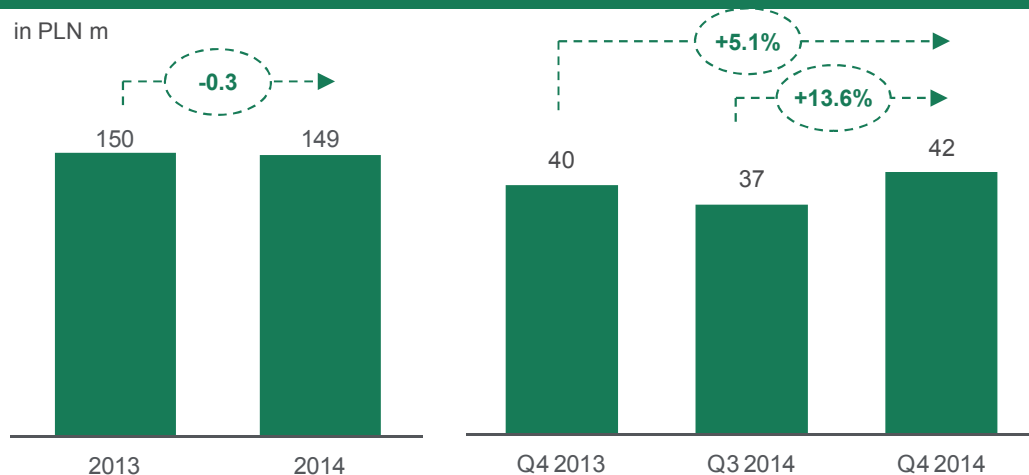


Financial Results: Non-Interest Income

- Non-interest income went down by 8.7% vs 2013 but increased by 4.7% vs Q3 2014

Net fee and commission income

in PLN m

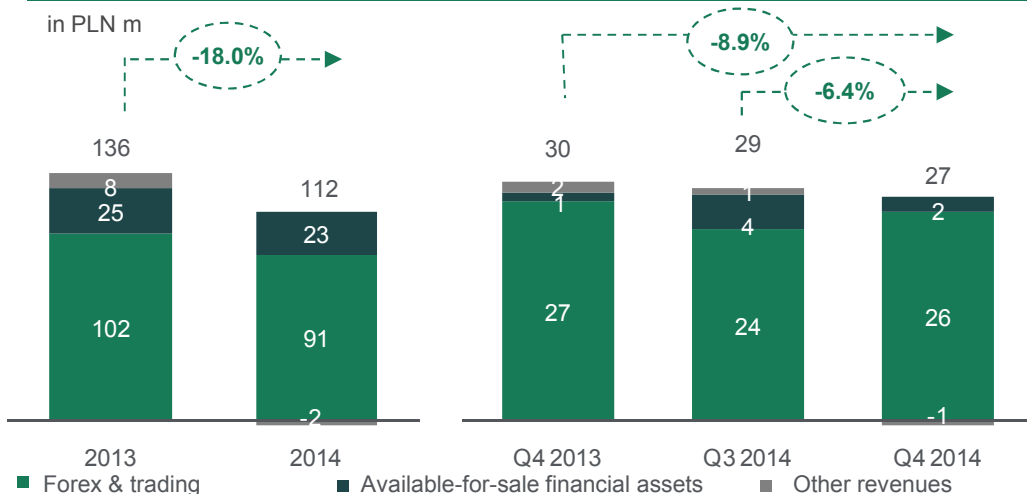


Key highlights

- A slight decrease in the net fee and commission income mainly due to lower interchange fee and lower fees and commissions for cash settlement services, guarantees and contingent liabilities, which were partly counterbalanced by an increase of 6.8% in net credit 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 mainly due to a lower margin realized on FX transactions made by the Bank's customers, with a parallel increase in the average volume of those transactions;
- lower net profit/loss on available for sale financial assets following lower earnings on the sale of securities;
- lower other income (mainly due to lower income from leasing activities and costs related to the prudential fee introduction)

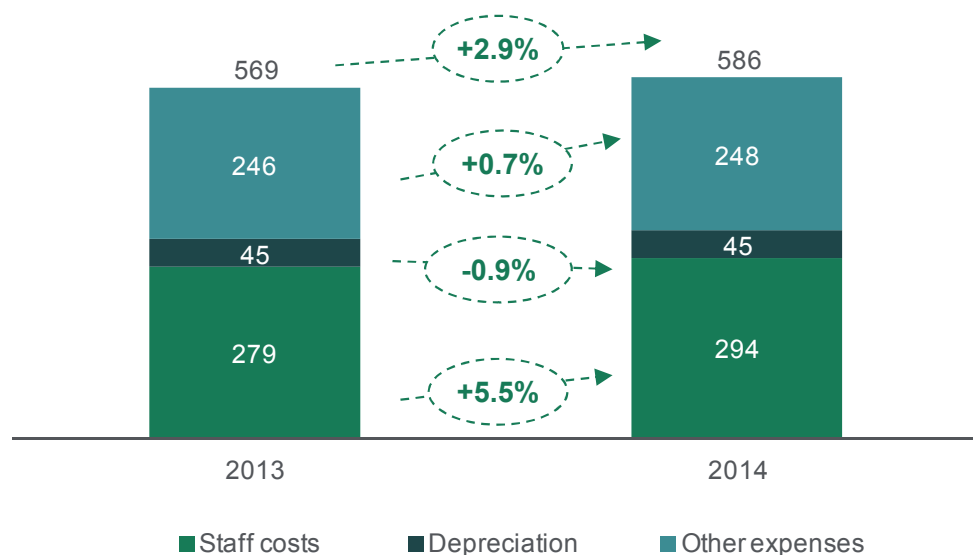


Financial Results: Operating Expenses

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

Operating expenses breakdown

in PLN m



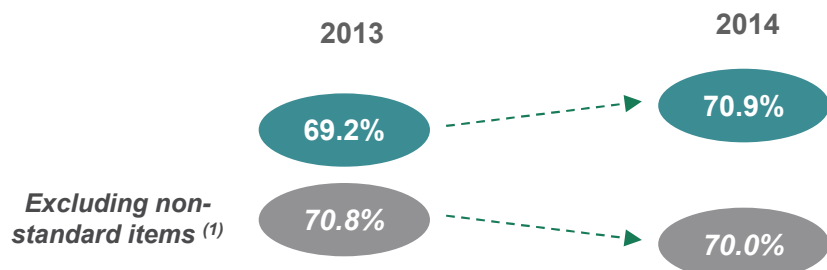
Key highlights

Total operating expenses increased by 2.9% vs 2013- in 2014 the Group incurred costs related to the intended merger of Bank Gospodarki Żywnościowej SA with BNP Paribas Bank Polska SA in the amount of PLN 7.4 million; excluding these costs, total operating expenses would be higher by 1.7% as compared to 2013 as a result of increase in remuneration expenses.

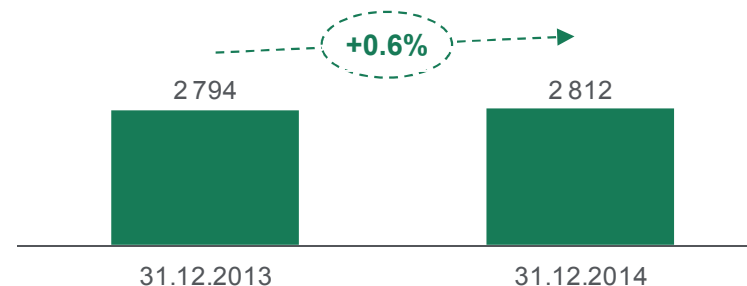
Increase of staff costs was related mainly to the costs of integration office (at PLN 4.1 million) and costs of wage drift.

*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)



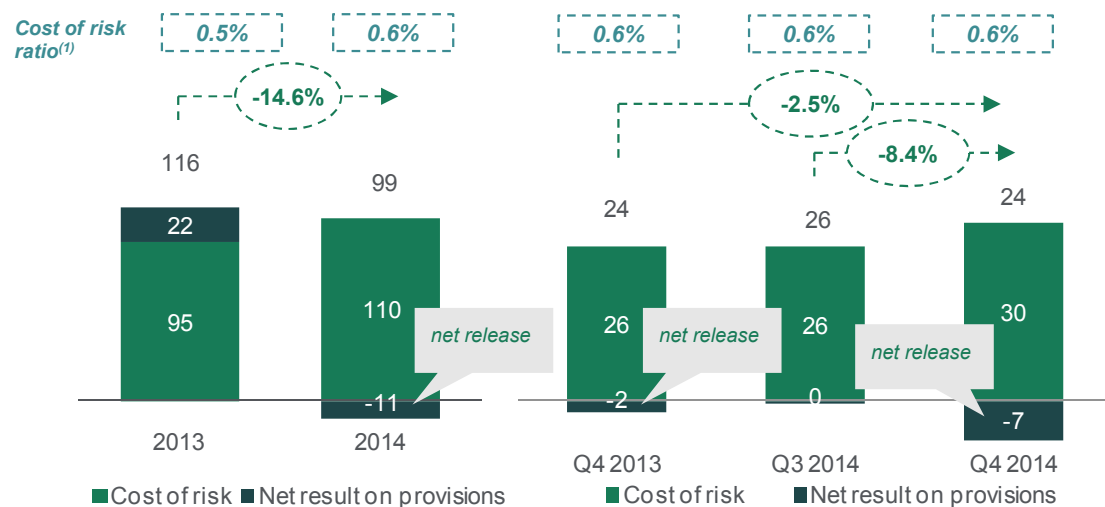
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Financial Results: Cost of Risk & Net Result on Provisions

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

Cost of risk and result on provisions evolution

in PLN million



Key highlights

Cost of risk

The cost of risk ratio slightly increased due to:

- higher-than-last-year provisions for receivables due from corporate customers (in 2013, thanks to high recoveries on NPL 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 8.5% as at 31 December 2013 to **7.1%** as at 31 December 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 10.7 million versus a charge of PLN 21.8 million in 2013 (including provisions of PLN 20.7 million created for legal risk in litigations with the Bank's customers involving financial instruments (mainly derivatives))

Non-performing loans ratio evolution

NPL Ratio (% Gross Loans)	31.12.2013	31.12.2014
CTB	9.1%	6.7%
SME & Micro*	13.8%	11.8%
Consumer*	13.2%	10.8%
Mortgages	2.6%	2.9%
Total Loans	8.5%	7.1%

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



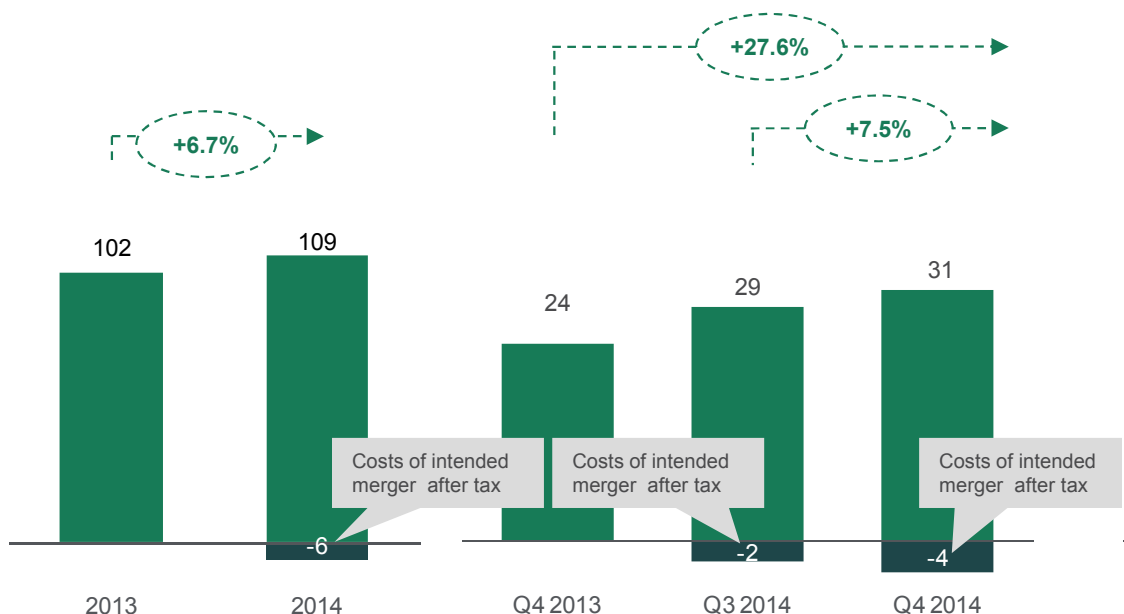
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Financial Results: Net Profit

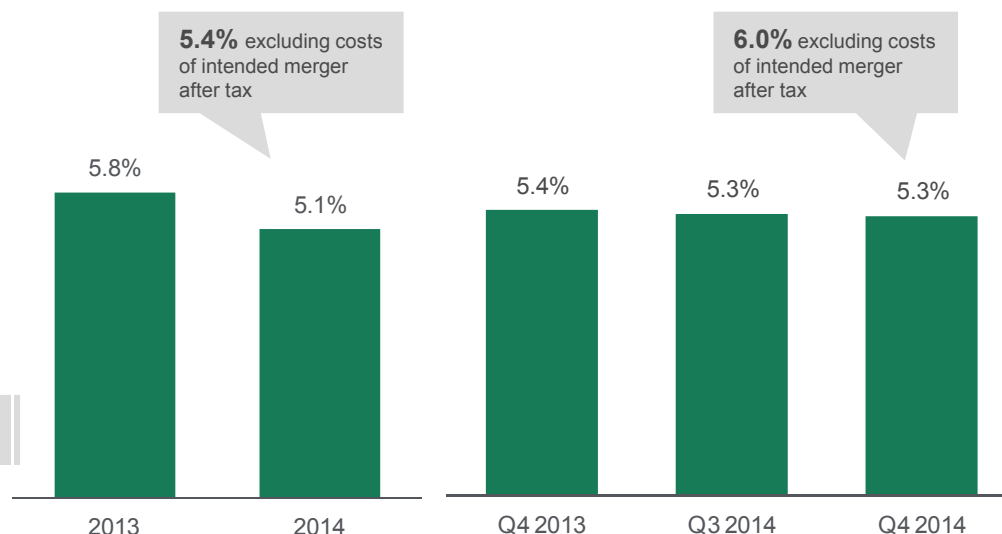
- After-tax profit, excluding the impact of the intended merger with BGŻ, higher by 6.7% versus 2013

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

in PLN m



ROE evolution (Return on Equity)



The after-tax profit amounting to PLN 103.2 million in 2014 increased by 0.9% as compared to 2013 - excluding costs related to the intended merger of Bank Gospodarki Żywnościowej SA with BNP Paribas Bank Polska SA, the profit would be higher by 6.7% as compared to 2013, whereas the after-tax profit in Q4 2014 would be higher by PLN 2.1 million (or 7.5%) as compared to Q3 2014 and by PLN 6.7 million (or 27.6%) as compared to Q4 2013.

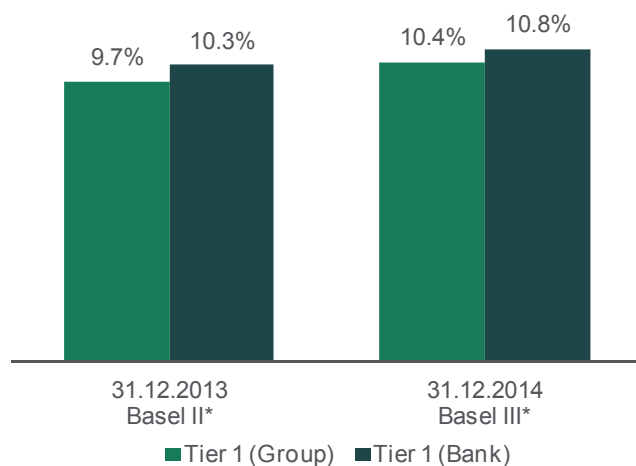


Capital Position

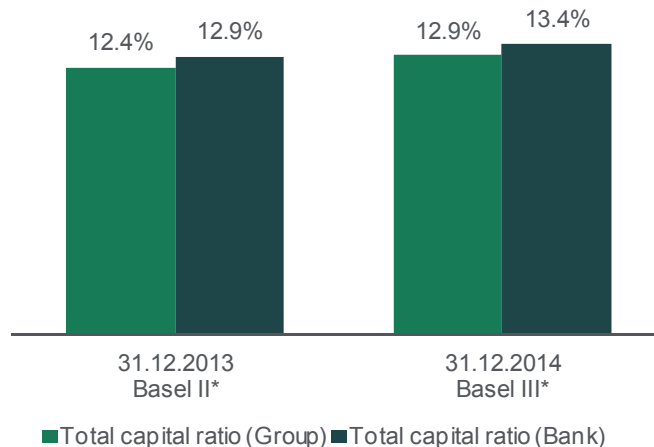
Good capital situation backed by finalisation of the public share issue project in May 2014:

- 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)

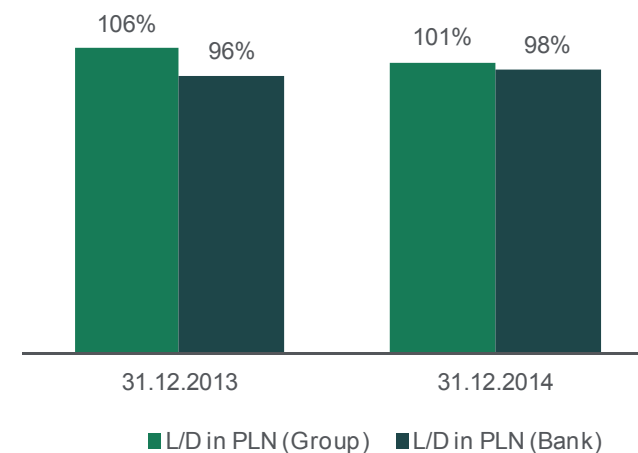
Tier 1 capital ratio



Total capital ratio



PLN loans to PLN deposits ratio



The total capital ratio stood at 12.9% (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 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**



Solid 2014 results

- **Headline NBI higher by 0.4% than in the previous year but the comparison distorted by high one-off income earned in 2013**
- **Solid increase in the net interest income**
- **Business lines NBI higher by 2.9% with a strong growth in Retail Banking (+6.5%)**
- **Operational expenses under control**
- **Very good NPL ratio - currently below the banking sector level**
- **Cost of risk on a low level**

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:

The merger will be effected by transferring all property of BNP Paribas Bank Polska SA ("the Bank") to BGŻ.

As a result of the merger, BGŻ will assume all rights and obligations of the Bank.

On 25th February Extraordinary General Meetings of both banks approved the Merger Plan. The merger will be effected providing that all the required merger-related regulatory consents and permits are obtained. The merger is scheduled for H1 2015.

Under the Merger Plan, the following share exchange ratio was decided upon: in exchange for six (6) shares of the Bank, shareholders will receive five (5) merger shares.

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



Agenda



Financial Results

Business Development

Macroeconomic Situation



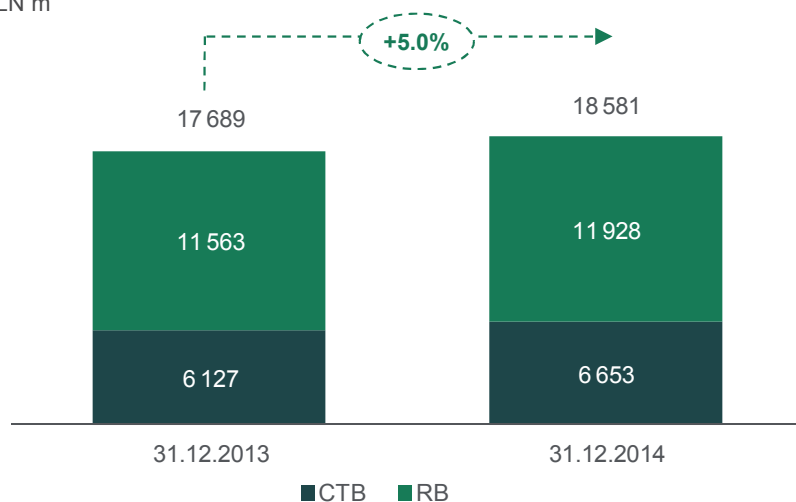
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Business Development: Loans Evolution

- 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

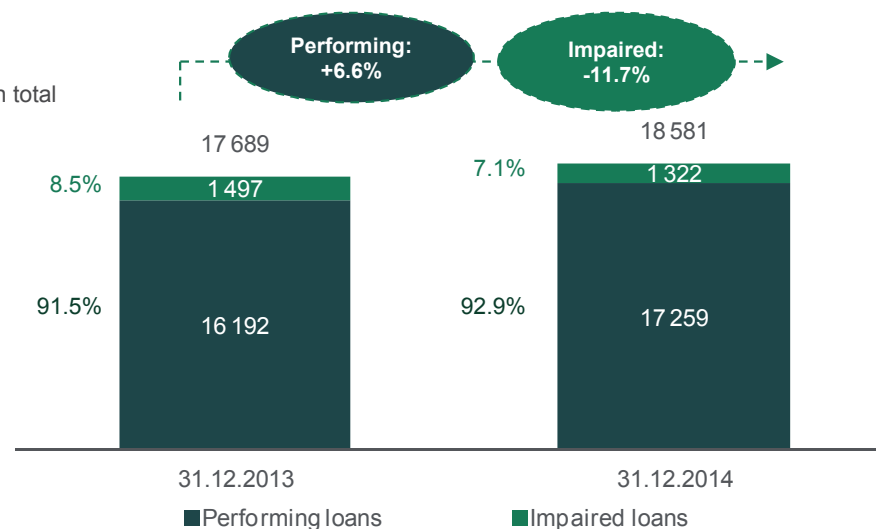
Gross loans evolution by business segment

in PLN m

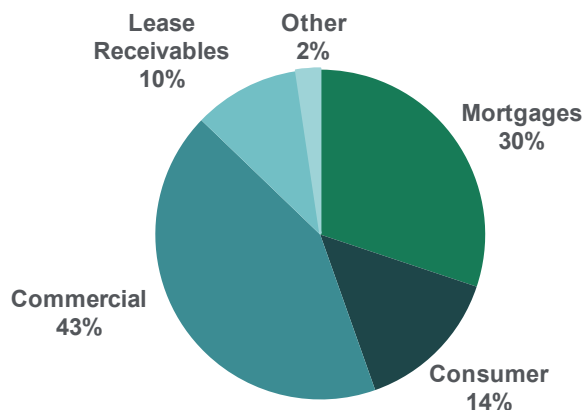


Gross loans evolution – performing vs impaired

% in total

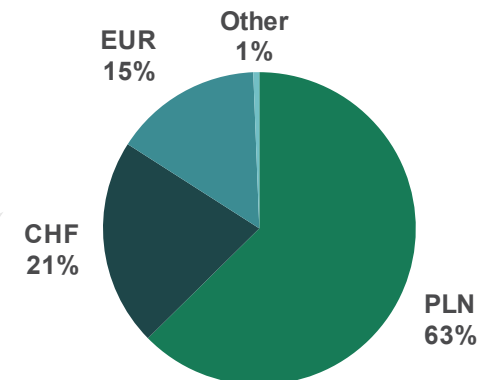


Gross loans by product as at 31 December 2014



Gross loans by currency as at 31 December 2014

CHF loans book at PLN 4.0 bn (out of which PLN 3.8 bn of mortgage loans portfolio) - financed by debt from BNP Paribas Group

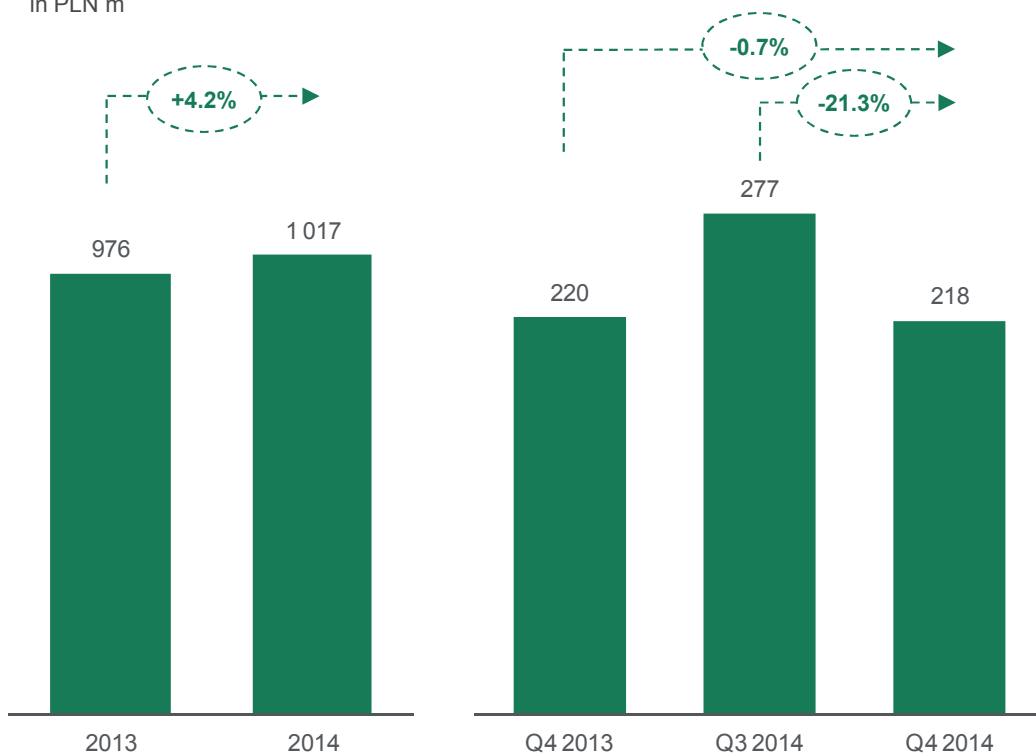


Business Development: Focus on Personal Finance Loans Production

- **Cash loans: slowing growth caused by stronger competition**
- **Car loans: solid increase of production and strengthening the market position mainly owing to signing of cooperation contracts in June 2014 with KIA and Hyundai in Poland**

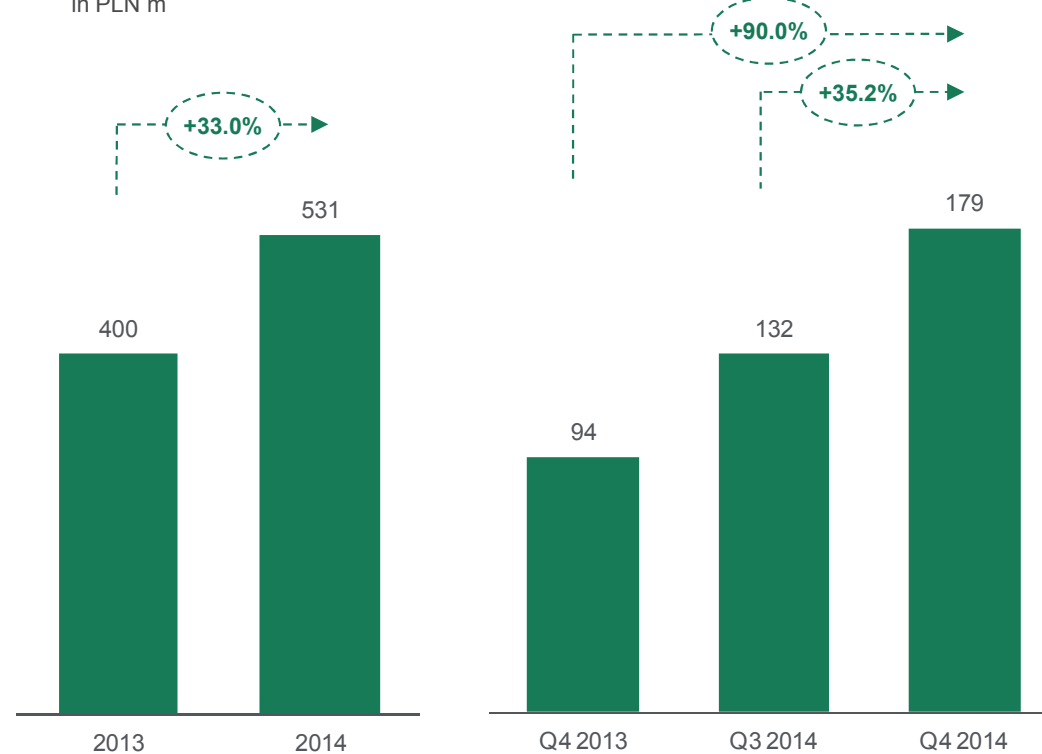
Cash loans production

in PLN m



Car loans and leasing production

in PLN m

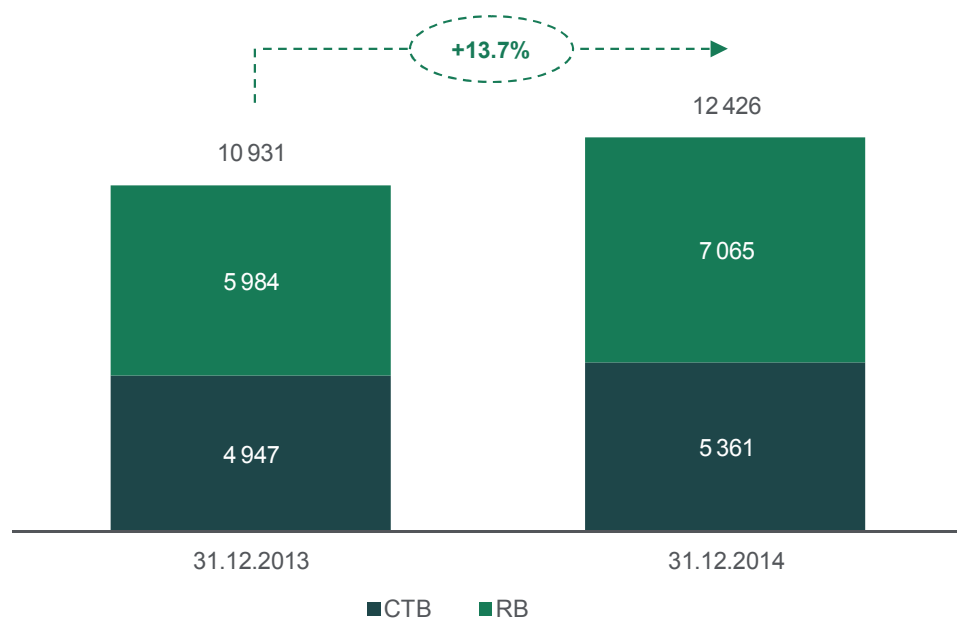


Business Development: Deposit Evolution

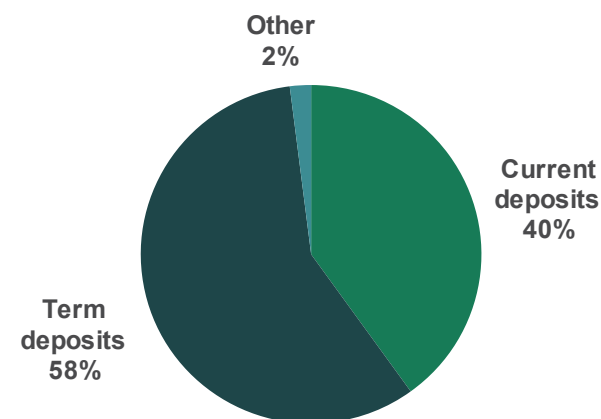
- Material growth of customer deposits

Deposit evolution by business segment

in PLN m



Deposit breakdown by product as at 31 December 2014

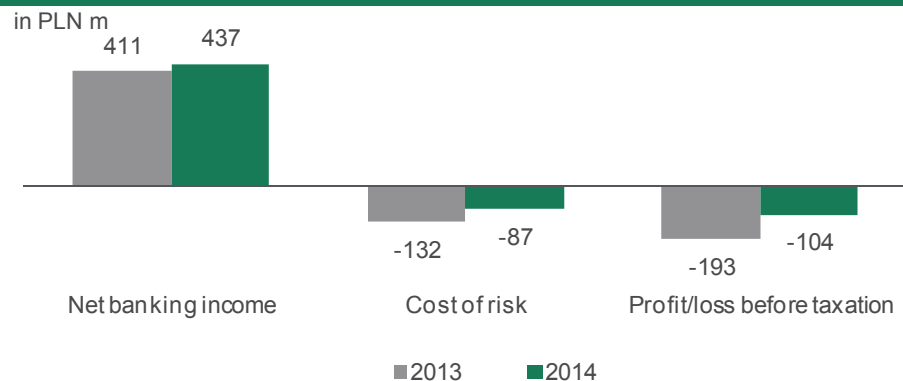


Customer deposits went up by 13.7% vs 31 Dec 2013 chiefly due to the increase of balances on current accounts of large enterprises as well as term deposits and balances on current accounts of individual customers



Key Results by Business Segment

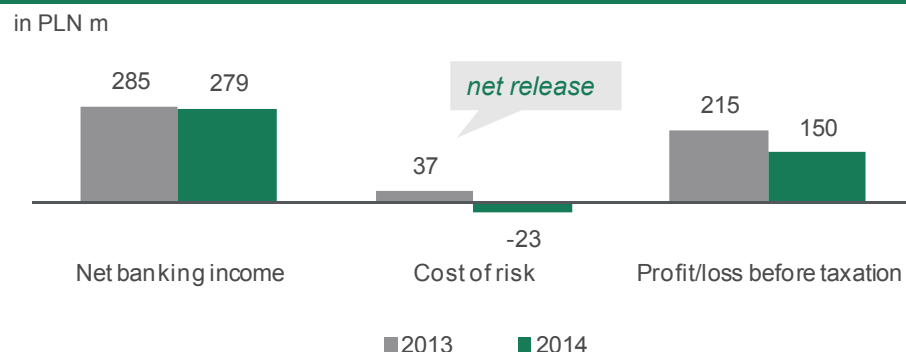
Retail Banking



Substantial result improvement backed by very good Personal Finance results

- NBI higher by 6.5%
- Drop of the cost of risk by 34.6%

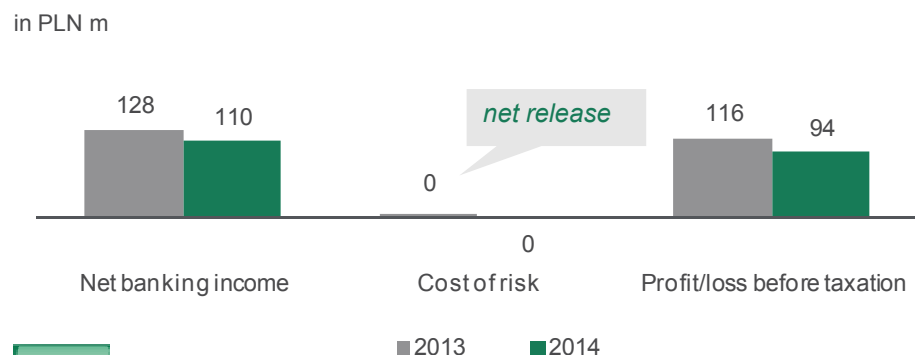
Corporate and Transaction Banking



Strong and profitable Corporate and Transaction Banking

- Pre-tax profit at PLN 149.6 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

Dobierz sobie
Konto Dobrze Dobrane

KREDYT W ROR 0%

KONTO OSOBISTE 0 ZŁ

PRZELEWY PRZEZ INTERNET 0 ZŁ

MONEY BACK AŻ 2%

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Porozmawiajmy o Twoich planach

BNP PARIBAS | Bank zmieniającego się świata

SPRAWDŹ NOWY WZÓR KONTA FIRMOWEGO

Model 7.0

Rekomendujemy potrzebny naszym Klientom, dzięki operacjom Model 7.0, zawierający zestaw bezpłatnych usług.

przewodzenie rachunku bankowego dla słabytów

przelewy krajowe w 10 sekund internet

przelewy do i z zagranicy systemem bankowości elektronicznej BNP Paribas

wydatki w 20 sekund bankomatów BNP Paribas

zakładanie i otwieranie kont w 10 minut

rozliczanie w 10 sekund

Opisza

OPRETA DLA FIRMY

801 355 355

polseff²

NFOŚiGW

payuexpress

Płać ekspresowo za zakupy w Internecie!

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

BNP PARIBAS

iKonto

0

ZŁW - Amortek w 5 minut

Awards and image-building activities

WEAR TENNIS

THE WORLD CUP OF TENNIS

VIP INVITATION

BNP Paribas Bank Polska SA

Invites you to Davis Cup by BNP Paribas match

Poland - Croatia

BNP PARIBAS

BIZNES AKADEMIA

BNP PARIBAS

KATOWICE OPEN

European Bank
for Reconstruction and Development

CENTRAL EUROPEAN ELECTRONIC CARD

INTERNATIONAL CONFERENCE WARSAW 2014

NAPŁADNIEJSZA KARTA 2014 ROKU NAGRODA PUBLICZNOŚCI

BNP Paribas Bank
W gronie najlepszych pracodawców w Polsce

top EMPLOYER POLSKA 2014

CERTIFIED EXCELLENCE IN EMPLOYEE CONDITIONS

pszk HR najwyższej jakości

Certyfikat
HR Najwyższej Jakości
potwierdzający najwyższe standardy zarządzania zasobami ludzkimi dla
BNP Paribas Bank Polska SA

Prezes Polskiego Stowarzyszenia Zarządzania Kadrami
Piotr Falkowski
Sierpień 2014



Business Development: Visible Marketing Campaigns

Advertising campaigns to promote cash loans, car loans, iGotówka and loans for micro enterprises - TV, 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

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najtańszy kredyt gotówkowy

Nr 1
wg raportu
RZECZPOSPOLITA

Oprocentowanie już od **6,9%**

KREDYT GOTÓWKOWY

801 101 102

Najtańszy kredyt gotówkowy

Nr 1
wg raportu
RZECZPOSPOLITA

Oprocentowanie już od: **6,9%**

Sprawdź »

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weź KREDYT DLA FIRM
INIEŚ KĄDZY PROJEKT SZYBKO SIĘ ZISZCZA

MAZDA od **2,99%**

TEŻ KISZKA
WISZA MARŻA od 1,95%

SPRAWDŹ WIEZ DZIA!

OFERTA DLA FIRM

801 355 355

OTWARTE

Chcesz rozwijać swój biznes? A może trudnia Ci się odpowiedzialna obsługa 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 800 tys. zł bez zabezpieczeń i zbędnych formalności,
- okres kredytowania aż do **60 miesięcy**,
- środki możesz przeznaczyć **na dowolny cel** bez konieczności realizowania się z faktur.

Przyjdź i zapytaj doradcę o szczegółowe warunki promocji.

Consumer loan campaign “Każy plan się ziszcz” (“Every plan comes true”): car loan, cash loan and iGotówka

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szafiszcz

każy plan się ziszcz z kredytem gotówkowym

kanapiszcz

KREDYT GOTÓWKOWY

Gwarancja najniższego całkowitego kosztu kredytu

Mały plan, którego nie chcesz oddać? Wybierz kredyt z gwarancją najniższego całkowitego kosztu w Banku BNP Paribas. A już w drugim banku zapłaciłaś lepszą ofertę, prześlany jej! Porozmawiajmy o Twoich planach

PRZEJEMNY OBIĘT

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nieziszcz

każy plan się ziszcz z kredytem samochodowym

kanapiszcz

KREDYT SAMOCHODOWY

Gwarancja najniższego całkowitego kosztu kredytu

Mały plan, którego nie chcesz oddać? Wybierz kredyt z gwarancją najniższego całkowitego kosztu w Banku BNP Paribas. A już w innym banku zapłaciłaś lepszą ofertę, prześlany jej! Porozmawiajmy o Twoich planach

PRZEJEMNY OBIĘT

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palnieszcz

każy plan się ziszcz z iGotówką

baseniszcz

KREDYT GOTÓWKOWY

Szybki kredyt internetowy

Mały plan, którego nie chcesz oddać? Wybierz iGotówkę, szybki kredyt internetowy z banku BNP Paribas. Pierwsza na koncie nawet w 30 minut, bez wychodzenia z domu. Porozmawiajmy o Twoich planach

PRZEJEMNY OBIĘT

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Agenda



Financial Results

Business Development

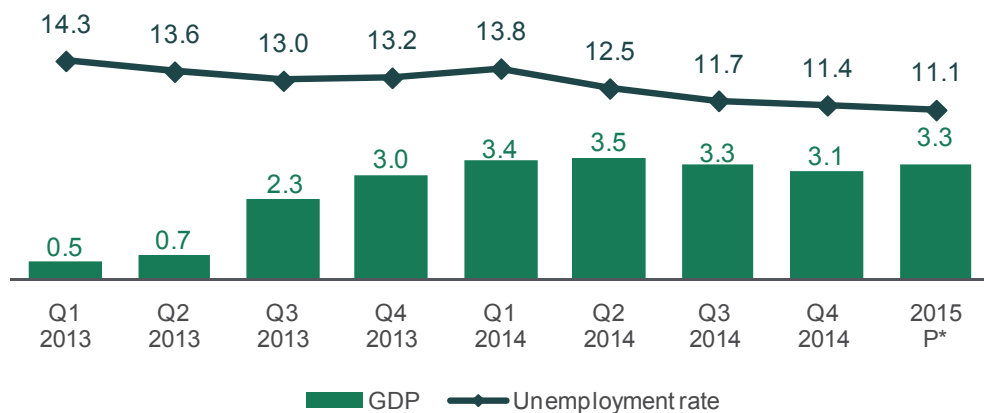
Macroeconomic Situation



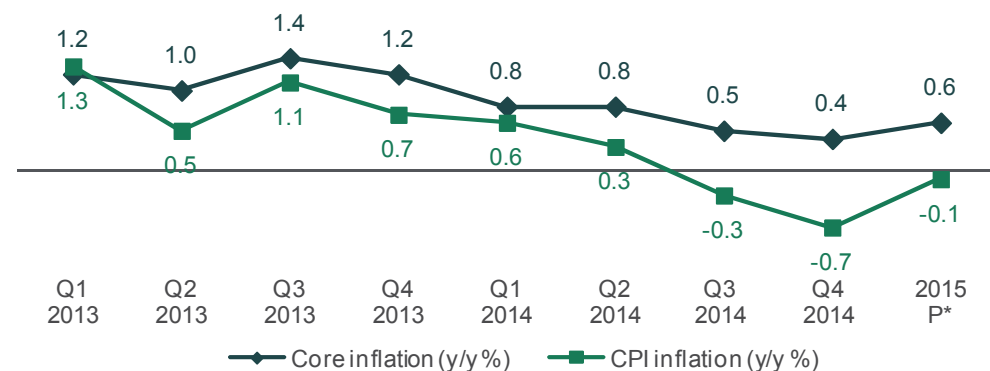
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Macroeconomic Situation

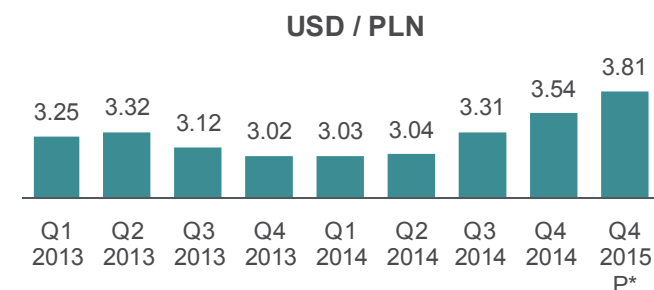
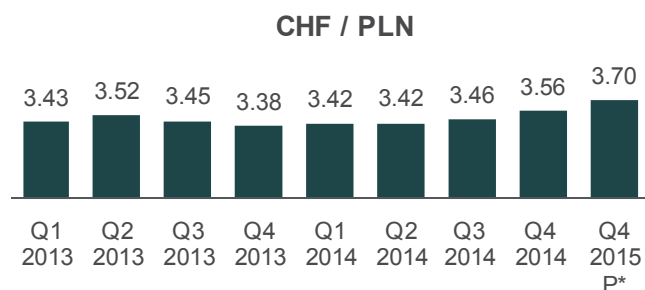
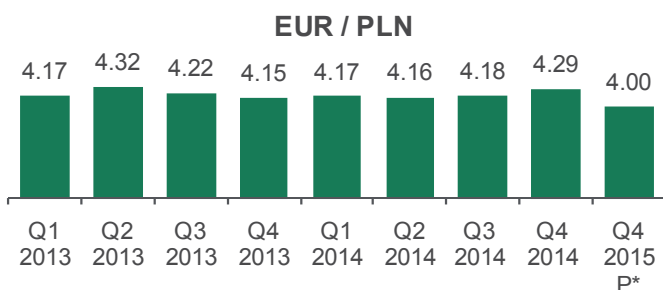
GDP growth and unemployment rate (%)



Inflation (CPI%)

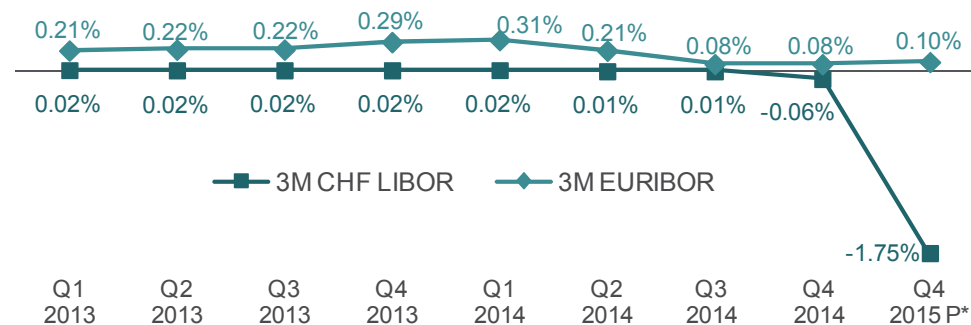
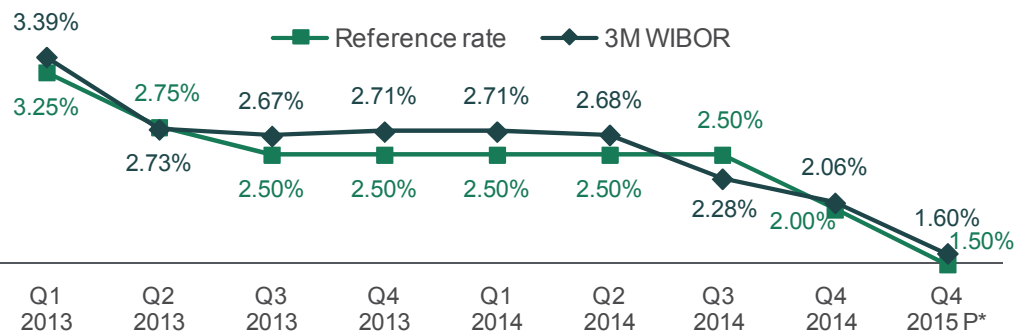


FX rates evolution

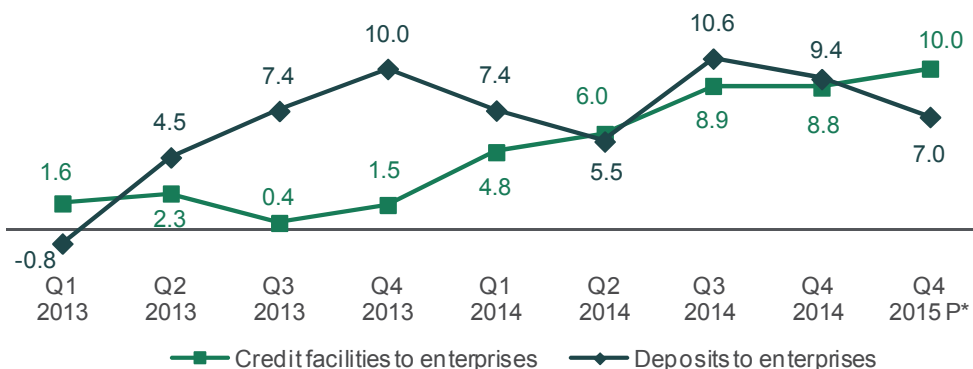


Macroeconomic Situation

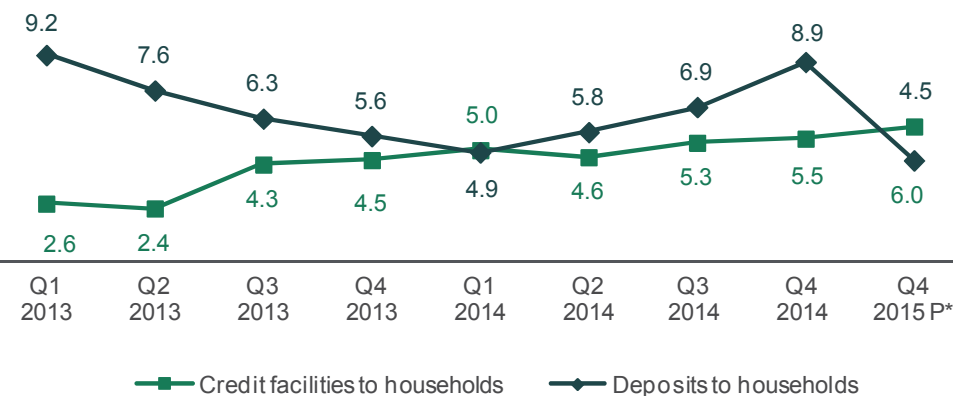
Interest rates evolution



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)	31.12.2013	30.09.2014	31.12.2014	31.12.2014 / 31.12.2013	31.12.2014/ 30.09.2014
Gross loans	17,689	18,829	18,581	5.0%	-1.3%
Gross performing loans	16,192	17,501	17,259	6.6%	-1.4%
Gross impaired loans	1,497	1,328	1,322	-11.7%	-0.4%
Impairment provisions	(1,089)	(1,034)	(1,020)	-6.3%	-1.4%
Net loans	16,601	17,795	17,562	5.8%	-1.3%
Investments available for sale	2,608	2,801	2,179	-16.5%	-22.2%
Cash and cash equivalents	1,290	1,251	2,715	110.4%	116.9%
Due from banks	79	104	96	21.0%	-8.1%
Other assets ⁽¹⁾	539	653	649	20.4%	-0.6%
Total assets	21,117	22,604	23,200	9.9%	2.6%
Customer deposits	10,931	11,522	12,426	13.7%	7.9%
Loans and credit facilities received	7,051	7,428	7,562	7.3%	1.8%
Subordinated debt	452	458	469	3.7%	2.3%
Due to banks	424	615	112	-73.5%	-81.7%
Other liabilities ⁽²⁾	454	482	509	12.1%	5.7%
Total liabilities	19,312	20,505	21,079	9.1%	2.8%
Equity	1,805	2,100	2,121	17.5%	1.0%
Total liabilities and equity	21,117	22,604	23,200	9.9%	2.6%

Notes:

- (1) Other assets include financial assets held for trading, hedging instruments, PPE, intangible assets, settlements on account of income tax, DTAs 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)	2013 ⁽¹⁾	2014 ⁽²⁾	2014 / 2013
Interest income	890	890	0.0%
Interest expense	-353	-325	-7.8%
Net interest income	538	565	5.2%
Fee and commission income	182	183	1.0%
Fee and commission expense	-32	-34	6.7%
Net fee and commission income	150	149	-0.3%
Net trading income	102	91	-10.9%
Net profit (loss) on hedging transactions	-3	0	-116.6%
Net profit/loss on the hedged item	3	0	-116.6%
Net profit/loss on available-for-sale financial assets	25	23	-10.0%
Dividends	0	0	-57.1%
Other revenues	55	46	-15.1%
Other operating expenses	-46	-49	5.4%
Net banking income	823	826	0.4%
General expenses	-524	-542	3.3%
Personnel expenses	-279	-294	5.5%
Other expenses	-246	-248	0.7%
Depreciation	-45	-45	-0.9%
Gross operating profit/loss	254	240	-5.4%
Cost of risk and net result on provisions	-116	-99	-14.6%
Cost of risk	-95	-110	16.4%
Net result on provisions	-22	11	-149.0%
Net operating profit/loss	138	141	2.3%
Net profit/loss from disposal of assets, shares and interest	0	-2	2819.2%
Profit/loss before taxation	138	139	1.2%
Income tax expense	-35	-36	2.3%
Profit/loss after taxation	102	103	0.9%

Notes:

- (1) 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) 2014, including costs related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A.: PLN 7.4 million recognised in general expenses



Consolidated P&L (quarterly data)

Income statement (in PLN m)	Q4 2013	Q3 2014 ⁽¹⁾	Q4 2014 ⁽²⁾	Q4 2014 / Q3 2014	Q4 2014 / Q4 2013
Interest income	212	229	225	-1.7%	5.9%
Interest expense	-80	-86	-80	-7.5%	-0.5%
Net interest income	132	142	145	1.7%	9.9%
Fee and commission income	36	46	51	11.0%	39.5%
Fee and commission expense	3	-9	-9	0.5%	-363.1%
Net fee and commission income	40	37	42	13.6%	5.1%
Net trading income	27	24	26	9.8%	-4.2%
Net profit (loss) on hedging transactions	0	0	0	-992.3%	21.3%
Net profit/loss on the hedged item	0	0	0	-992.3%	21.3%
Net profit/loss on available-for-sale financial assets	1	4	2	-61.0%	47.3%
Dividends	0	0	0	0.0%	0.0%
Other revenues	33	13	11	-16.5%	-65.8%
Other operating expenses	-31	-12	-12	-5.3%	-62.4%
Net banking income	202	208	214	2.7%	6.1%
General expenses	-132	-133	-146	9.8%	11.2%
Personnel expenses	-72	-73	-78	7.3%	7.5%
Other expenses	-59	-61	-69	12.8%	15.7%
Depreciation	-11	-11	-11	1.8%	-0.2%
Gross operating profit/loss	58	64	56	-12.1%	-4.1%
Cost of risk and net result on provisions	-24	-26	-24	-8.4%	-2.5%
Cost of risk	-26	-26	-30	16.2%	15.0%
Net result on provisions	2	0	7	3923.5%	227.0%
Net operating profit/loss	34	38	32	-14.6%	-5.3%
Net profit/loss from disposal of assets, shares and interest	0	0	0	-37.2%	-191.8%
Profit/loss before taxation	34	38	32	-14.4%	-6.5%
Income tax expense	-10	-11	-5	-55.3%	-51.0%
Profit/loss after taxation	24	26	27	3.4%	12.7%

Notes:

(1) Q3 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

(2) Q4 2014 including costs related to the intended merger of Bank Gospodarki Żywnościowej S.A. and BNP Paribas Bank Polska S.A.: PLN 4.4 million recognised in general expenses



Key Ratios

	2013	2014
Profitability ratios		
Net interest margin (NIM) ⁽¹⁾	2.8%	2.8%
Cost/Income ⁽²⁾	69.2%	70.9%
ROA ⁽³⁾	0.5%	0.5%
ROE ⁽⁴⁾	5.8%	5.1%
Net fee and commission income / Net banking income	18.2%	18.1%
Capital ratios*		
Consolidated Tier 1 ratio ⁽⁵⁾	9.7%	10.4%
Consolidated total capital ratio	12.4%	12.9%
Bank standalone Tier 1 ratio ⁽⁵⁾	10.3%	10.8%
Bank standalone total capital ratio	12.9%	13.4%
Loan portfolio quality		
NPL ratio ⁽⁶⁾	8.5%	7.1%
Cost of risk ratio ⁽⁷⁾	0.5%	0.6%
Coverage ratio ⁽⁸⁾	65.1%	67.4%
Liquidity ratios		
Loans to deposits ratio ⁽⁹⁾	151.9%	141.3%
PLN loans to PLN deposits ratio ⁽¹⁰⁾	105.5%	101.0%
Bank standalone PLN loans to PLN deposits ratio ⁽¹⁰⁾	96.1%	98.4%

⁽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.

