

# BANK BGŻ BNP PARIBAS GROUP

## PRESENTATION OF 1Q 2017 RESULTS

Warsaw, 11 May 2017



**BGŻ BNP PARIBAS**

The bank for a changing world

# Disclaimer

---

- This presentation does not constitute an offer or solicitation of an offer and under no circumstances shall form the basis for a decision to invest in the securities or other financial instruments issued by Bank BGŽ BNP Paribas S.A. ("Bank").
- This presentation may include forward-looking statements, future plans, projections and strategy or objectives. Such statements can neither be considered the Bank's projections nor guarantees of its future performance, as they were adopted based on expectations, projections and information on future events.
- The forward-looking statements included in the presentation are based on current knowledge and opinions of the Management Board and involve a number of known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Bank to be materially different from the information contained herein.
- The Bank neither does nor will undertake any obligation to update or disclose to the public any revisions to any forward-looking statements contained herein.
- Neither the Bank nor any of its subsidiaries or parent entities shall be held accountable for any damage resulting from the use of this presentation or a part hereof, or its contents or in any other manner in connection with this presentation.
- This presentation is not for the disclosure and distribution, to and within countries where such publication or dissemination may be prohibited under applicable law.
- Presented data related to the Group of Bank BGŽ BNP Paribas.



# AGENDA

I

**MACROECONOMIC SITUATION**

II

**1Q 2017 - EXECUTIVE SUMMARY**

III

**FINANCIAL RESULTS OF THE GROUP**

IV

**BUSINESS SEGMENTS PERFORMANCE**

V

**APPENDICES**



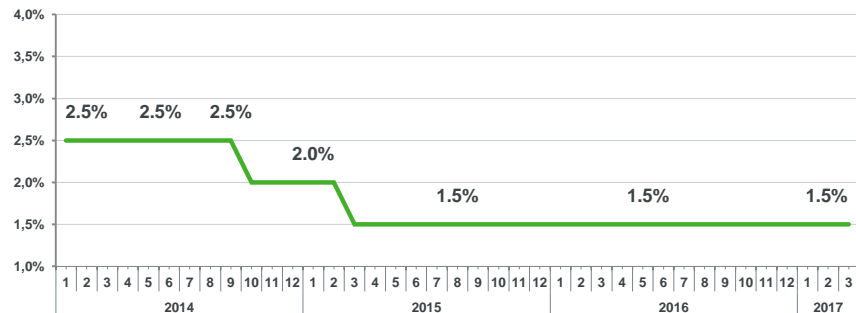


# MACROECONOMIC SITUATION

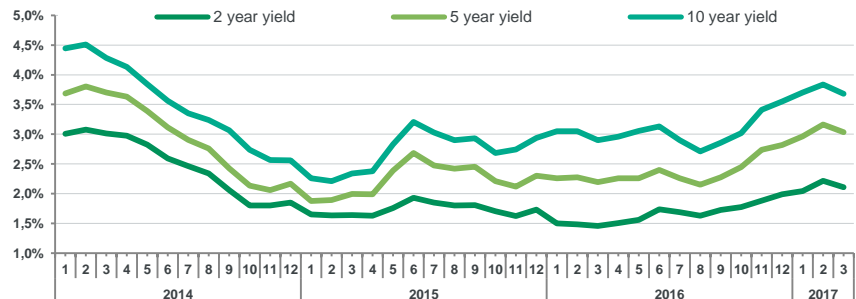


# Financial markets

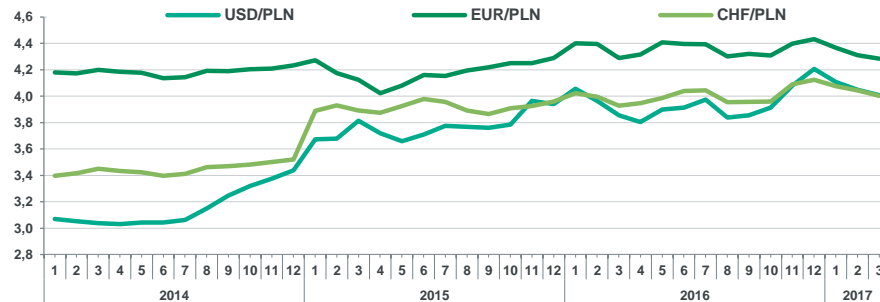
## Central bank reference rate



## Government bonds



## Exchange rates



## Interest rates and foreign exchange

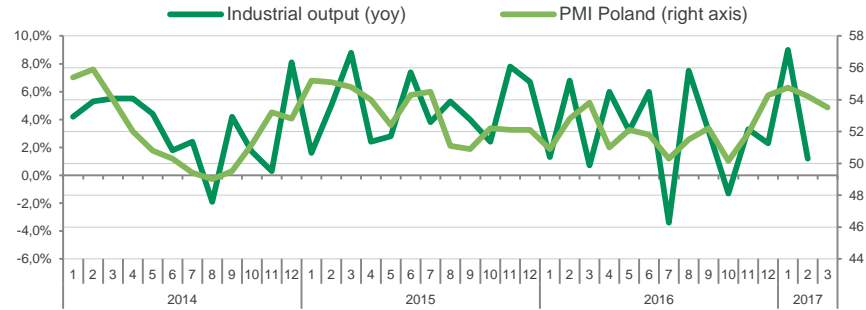
- Higher CPI inflation and stronger GDP growth in Poland as well as expected higher global interest rates globally could persuade the Monetary Policy Council (MPC) to deliver interest rate hikes of 50bp in total in the second half of 2017.
- The zloty has firmed against major currencies in 1Q 2017, reflecting stronger sentiment on global financial markets and a decline in risk aversion. Nonetheless, we look for EUR/PLN volatility to remain elevated in the months ahead, due to domestic (faster inflation and projected higher NBP rates) and global (higher market interest rates) factors.
- The decline in Polish bond yields in March 2017 has been chiefly down to lower market interest rates in the main global economies.

Source: NBP, Macrobond

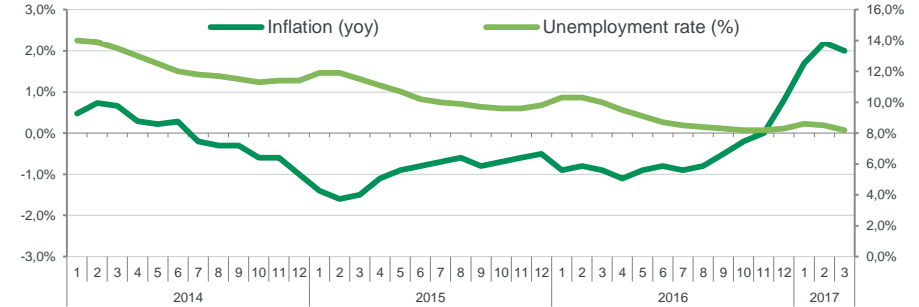


# Macroeconomic situation

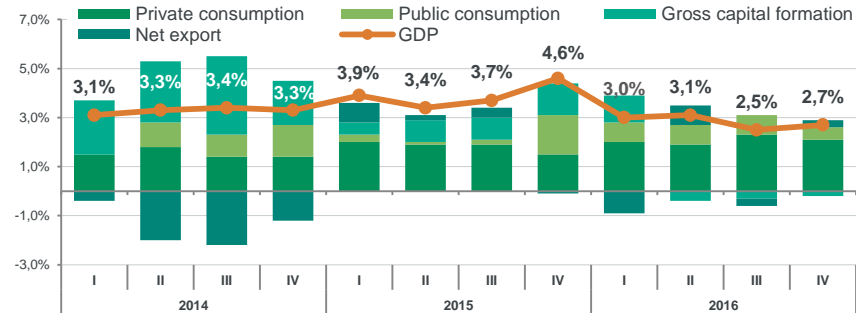
## Economic sentiment



## Inflation and unemployment



## GDP growth



Source: GDP, unemployment – GUS, Inflation – NBP

## Polish economy in 2016

- Monthly activity data in January-February, coupled with a strong quarterly growth rate in Q4 2016 (+1.7% q/q) are consistent with Polish GDP growth accelerating to about 3.5% y/y in 1Q 2017. We expect Poland's annual average GDP growth to amount to 3.2% in 2017 as compared to 2.8% in 2016.
- We think that robust private consumption, supported by rising wages and social transfers, will remain the key growth driver. We also look for a rebound in capital spending, stemming from higher inflows of EU funds this year.
- CPI inflation in Poland accelerated to 2.0% y/y on average in 1Q 2017 from 0.2% y/y in 4Q 2016. Higher inflation has been chiefly down to supply-side factors, such as more expensive oil and foodstuffs. We expect headline inflation to reach the central bank's target of 2.5% in H1 2017 and to stay close to this level in the remainder of the year.
- The unemployment rate rose to 8.4% on average in 1Q 2017 from 8.2% in 4Q 2016. We expect the Polish unemployment rate declining steadily in the months ahead.





||

# 1Q 2017 EXECUTIVE SUMMARY



# 1Q 2017 - executive summary

satisfactory results despite increase of regulatory charges

## Financials

<b>Net result</b>	<b>PLN 40 m</b>	<b>+27% y/y (+PLN 8 m)</b>
NBI	<b>PLN 654 m</b>	<b>+6% y/y (+PLN 35 m)</b> , including: <ul style="list-style-type: none"><li>• net interest income: PLN 467m, +7% y/y</li><li>• net fee and commission income: PLN 128m, +4% y/y</li><li>• net trading income: PLN 66m, +26% y/y</li></ul>
Costs	<b>PLN 437 m</b>	<b>-4% y/y (-PLN 16 m)</b> <ul style="list-style-type: none"><li>• integration costs of PLN 17m vs PLN 16m in Q1 2016</li></ul>
C/I Ratio	<b>66.8%</b>	<b>-6.4 p.p. y/y</b> <ul style="list-style-type: none"><li>• 64.2% excluding integration costs (-6.5 p.p. y/y)</li></ul>

## Commercial volumes

<b>Loans (gross)</b>	<b>PLN 59 bn, +5% y/y</b> <ul style="list-style-type: none"><li>• agro and food sector PLN 15.9 bn, +1.4% y/y (leading position in Agro)</li></ul>
<b>Customer deposits*</b>	<b>PLN 54 bn, +18% y/y</b>

\* Customer deposits defined as liabilities due to customers excluding loans and advances received from other financial institutions

## Capital ratios

Total capital ratio	14.28%
Tier 1	11.08%
Net loans to deposits	103.4%





# Bank's strategy 2016-2018 based on 4 strategic pillars



The most Customer Centric Bank in Poland



Universal and integrated Bank



BGZ BNP PARIBAS



The best partner to support foreign expansion



Fully mobile Bank for the Customer



# In 2017 we will keep evolving

Pursuing ambitious strategic goals, we focus on continued development of the Bank and strengthening of our market position. We will constantly transform the Bank, focusing on the strategic pillars.

Universal and integrated bank



Operational merger with Sygma Bank Polska

Customer centric, fully mobile bank



- Improved digitalization of products and increased mobility of services
- A network management model which takes into account traditional channels of contact

Part of the BNP Paribas Group



Support for clients in their foreign expansion



# 6<sup>th</sup> Bank in Poland in terms of assets\*

## ➤ Market share as at 31 Mar 2017

Loans **4.98%** (vs 5.00% as at 31 Dec 2016)

Deposits **4.62%** (vs 4.62% as at 31 Dec 2016)

## ➤ Agro market share as at 31 Mar 2017

Loans **32.72%** (vs 32.63% as at 31 Dec 2016)

Deposits **11.73%** (vs 11.81% as at 31 Dec 2016)

## ➤ 31 March 2017

Group Headcount	<b>7,890 FTE</b>
Total Customers	<b>2.6 m</b>
Agri Customers	<b>70.9 k</b>
Branches	<b>484 and 116 Customer Service Desks**</b>
Assets	<b>PLN 71.60 bn</b>
Equity	<b>PLN 6.26 bn</b>



\* As at 31.12.2016

\*\* Customer Service Desks previously in Sygma Bank Polska' structure



**BGZ BNP PARIBAS**

The bank for a changing world



# FINANCIAL RESULTS OF THE GROUP



# Financial results of the Group in 1Q 2017

	1Q 2016 PLN m	1Q 2017 PLN m	Change y/y %	Change y/y adjusted <sup>1</sup>
<b>Net banking income</b>	<b>619.6</b>	<b>654.4</b>	<b>+6%</b>	<b>+5%</b>
Total expenses	(453.3)	(436.9)	(4%)	(5%)
Net impairment losses	(77.3)	(86.0)	+11%	+11%
Banking tax	(31.7)	(52.1)	+64%	+64%
<b>Pre-tax profit</b>	<b>57.3</b>	<b>79.5</b>	<b>+39%</b>	<b>+31%</b>
<b>Net profit</b>	<b>31.3</b>	<b>39.6</b>	<b>+27%</b>	<b>+19%</b>
ROE	2.0%	2.6%	+0.6 p.p.	-
ROE <sup>2</sup>	2.8%	3.4%	-	+0.6 p.p.
<b>Cost/Income (C/I)</b>	<b>73.2%</b>	<b>66.8%</b>	<b>(6.4 p.p.)</b>	<b>-</b>
Cost/Income (C/I) <sup>2</sup>	70.7%	64.2%	-	(6.5 p.p.)
<b>Total Capital Ratio</b>	<b>14.5%</b>	<b>14.3%</b>	<b>(0.2 p.p.)</b>	<b>-</b>
<b>Tier 1 Capital Ratio</b>	<b>11.6%</b>	<b>11.1%</b>	<b>(0.5 p.p.)</b>	<b>-</b>

<sup>1</sup> - data excluding integration costs

1Q 2017 – PLN 16.8 m, of which:

- PLN 17.3m - under general administrative expenses in total expenses
- PLN -0.5m - under other operating expenses in net banking income

1Q 2016 – PLN 16.3 m, of which:

- PLN 13.5 - under general administrative expenses
- PLN 2.8 - under other operating expenses

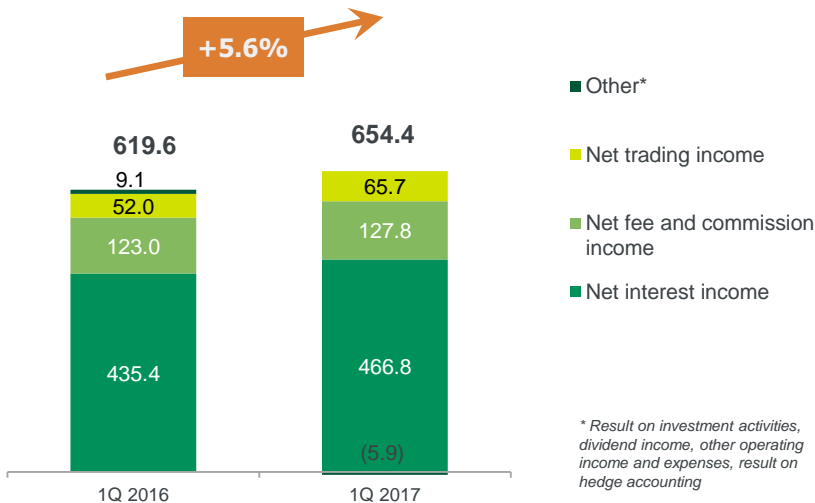
- Improvement of results on both revenue and cost side (y/y)
- Higher amount of tax on financial institutions (y/y)
- Higher charges on BFG (y/y)

	31.03.2016 PLN m	31.03.2017 PLN m	Change y/y
<b>Assets</b>	<b>66,261</b>	<b>71,599</b>	<b>+8%</b>
<b>Equity</b>	<b>6,362</b>	<b>6,261</b>	<b>(2%)</b>
<b>Loans (net)</b>	<b>52,713</b>	<b>55,885</b>	<b>+6%</b>
<b>Deposits</b>	<b>45,705</b>	<b>54,024</b>	<b>+18%</b>
<b>Loans (net) / deposit</b>	<b>115.3%</b>	<b>103.4%</b>	<b>(11.9 p.p.)</b>

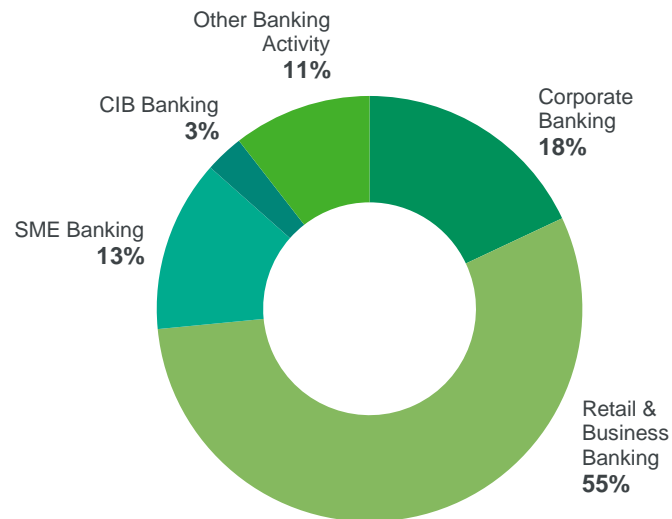


# Net banking income

## Structure of net banking income by types (PLN m)



## Structure of net banking income by business segments – 31 Mar 2017

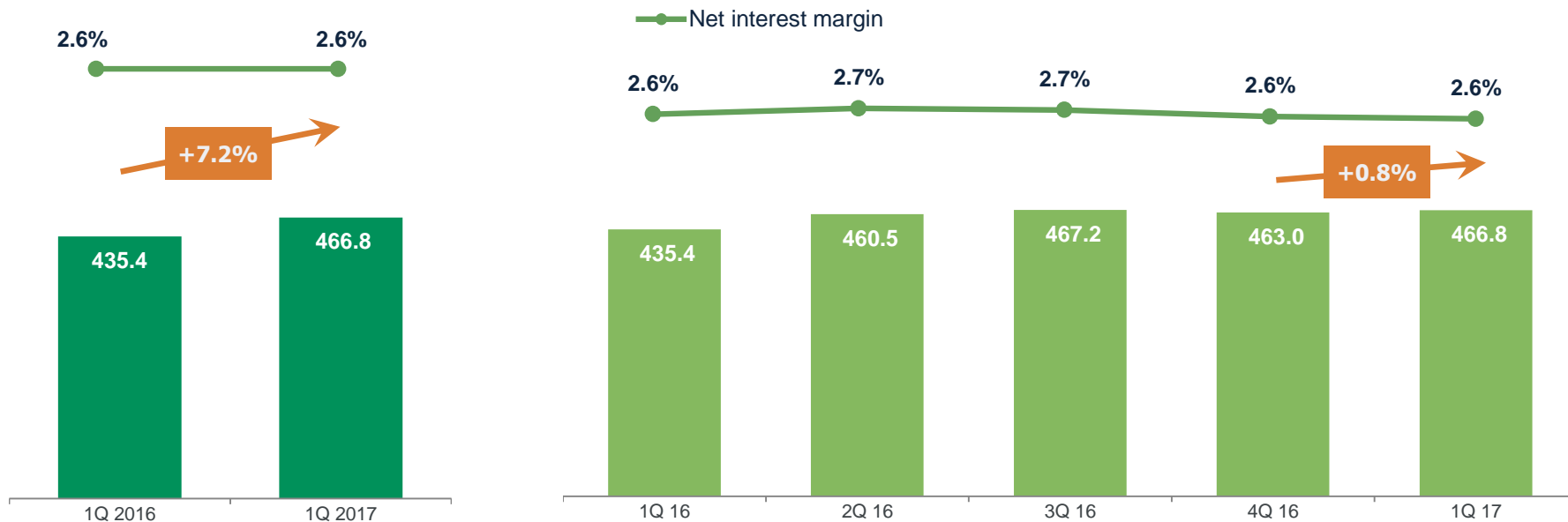


- Net banking income y/y increase resulted from larger credit and deposit activity scale.
- Net interest income as well as F&C income increase vs 1Q and 4Q 2016.
- Higher net trading income by PLN 13.7 m y/y (+26.2%).



# Net interest income

(PLN m)

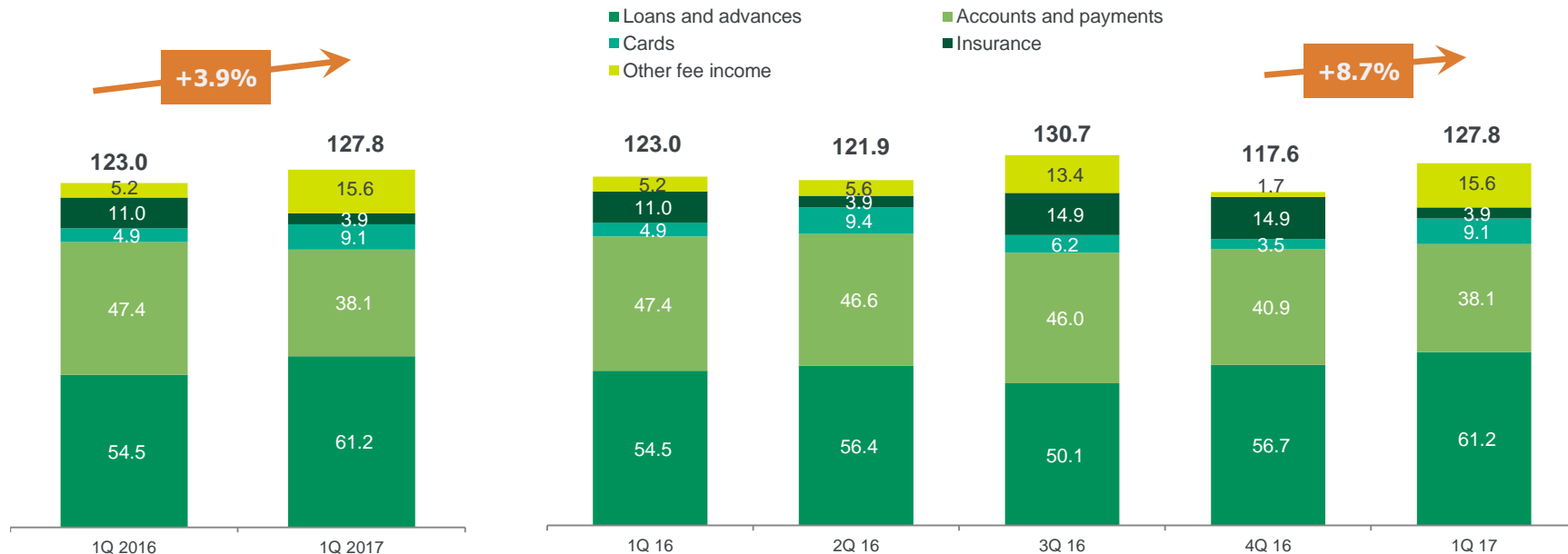


- Net interest income in 1Q 2017 higher in comparison with previous quarter due to a larger credit and deposit activity scale.
- Interest margin at the level of the previous quarter and the corresponding period of the previous year.



# Net fee and commission income

(PLN m)



- Y/Y increase of NF&C income resulted mainly from larger credit activity scale i.e. larger scale of factoring. In 4Q 2016 reclassification of F&C related to factoring from other fee income to loans and advances was made\*.
- Decrease of NF&C income in 4Q 2016 resulted from lower F&C from individuals including F&C related to payment cards and transactions in customer current accounts.
- Higher Other fee income in 1Q 2017 resulted from increased F&C from brokerage operations as well as lower costs of financial intermediation.

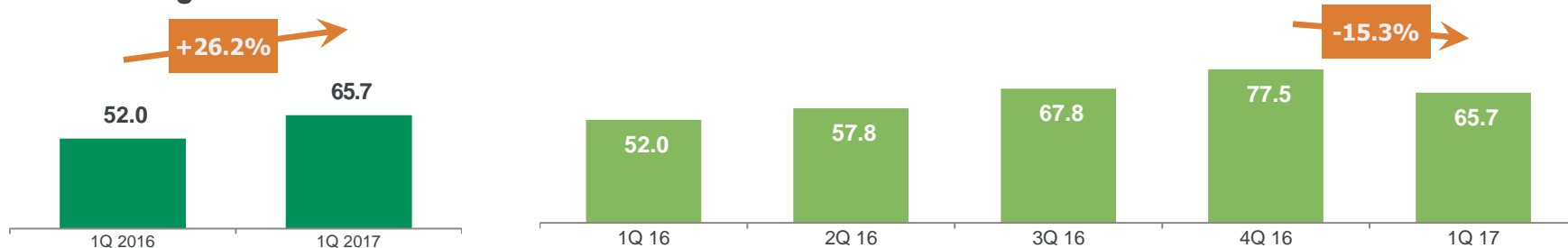
\* In order to maintain comparability the change was applied to all quarters



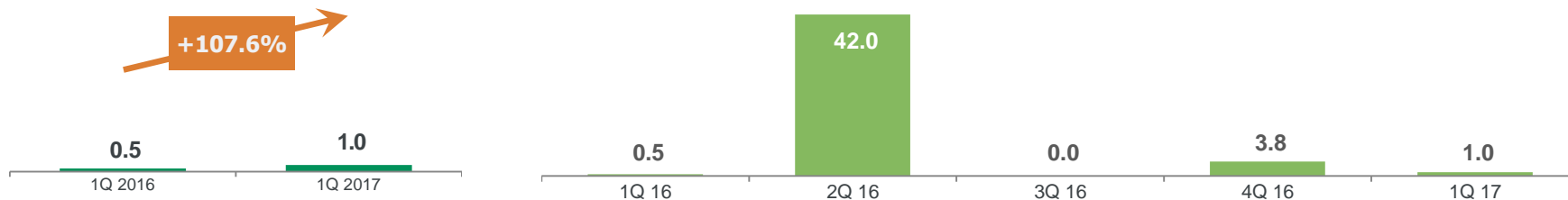


# Net trading income and result on investment activities (PLN m)

## > Net trading income



## > Result on investment activities

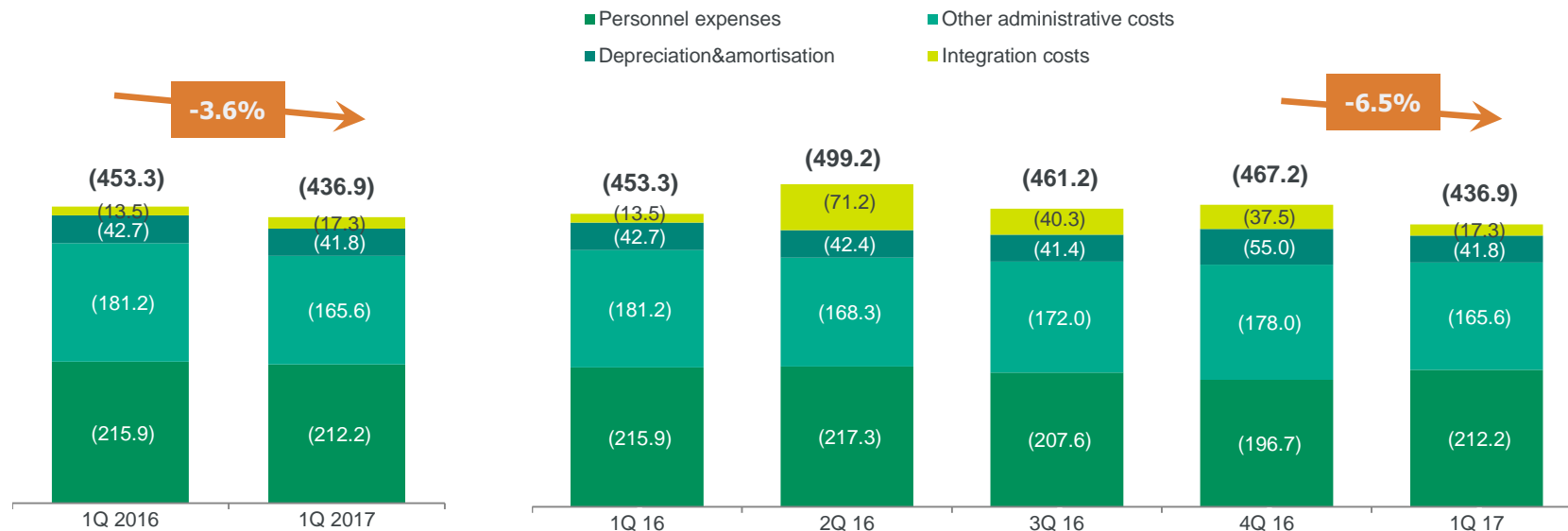


- Net trading income level is mainly related to the scale of FX transactions. The result of 1Q 2017 higher by 26.2% in comparison with 1Q 2016.
- Lower level of result on investment activities due to lack of transactions on available for sale securities portfolio.



# General administrative expenses (incl. depreciation)

(PLN m)

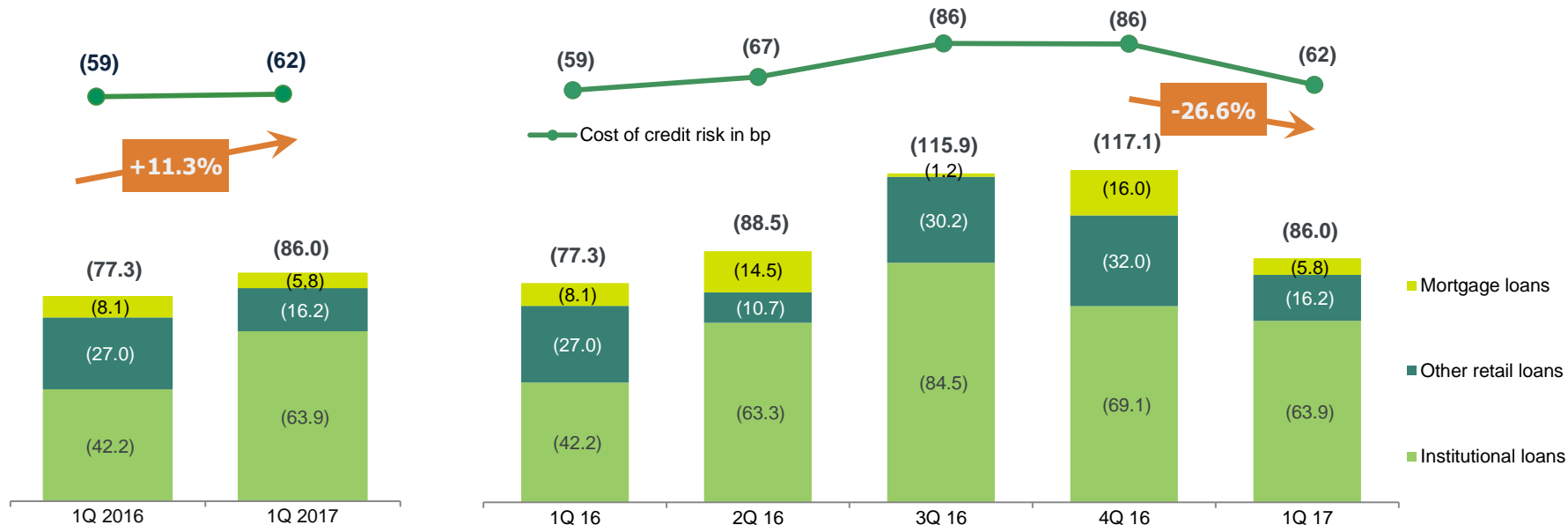


- The level of general administrative expenses (incl. depreciation) incurred in 1Q 2017 was the lowest over the past 6 quarters (decrease by 3.6% y/y and 6.5% q/q).
- The biggest savings were seen in the group of other administrative expenses and referred to IT costs, telecommunication costs as well as rental costs. Lower marketing costs was also recorded.
- The growth of personnel expenses in the 1Q 2017 (q/q) resulted mainly from creation additional provision for unused holiday.
- Total contributions for the BFG recognized by the Bank in the costs of the first quarter of 2017 amounted to PLN 41.4 m (provision for the annual contribution to the compulsory bank resolution fund for 2017 in the amount of PLN 30 m and a contribution to the bank guarantee fund due for the first quarter of 2017 in the amount of PLN 11.4 m). The amount of the contribution to the compulsory bank resolution fund for 2017 set by BGF for the Bank is PLN 50.6 m.



# Net impairment losses (main portfolios)

(PLN m)



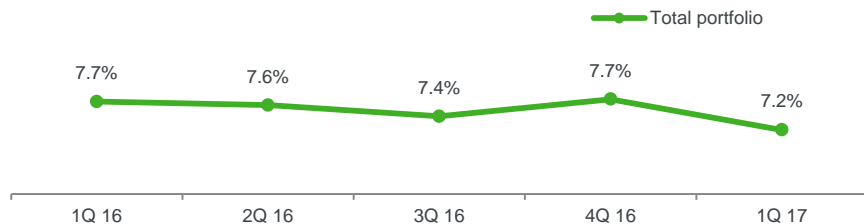
- Annualized cost of risk in 1Q 2017 was at the level similar to the same period of the previous year (+3 bp y/y). Lower net impairment losses on other retail loans in comparison to 4Q 2016 resulted from portfolio sales transactions carried out in 1Q 2017 (+PLN 16.2 m).
- Quarterly differences in the cost of risk in 2016 mainly due to one-off events such as a sale of non-performing portfolios (1Q and 2Q), standardization of methodologies and verification of risk parameters.
- Low level of 3Q 2016 provisions for mortgage loans results mainly from the verification of risk parameters.



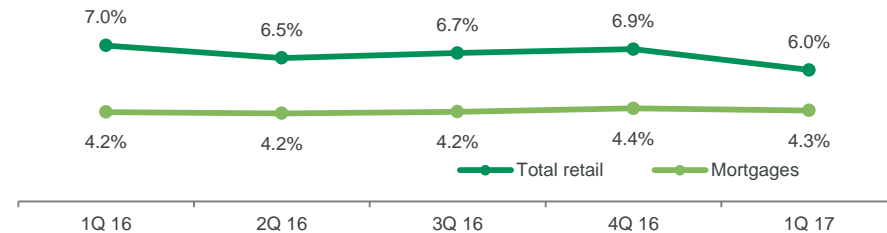
# Loan portfolio quality

(quarter-end)

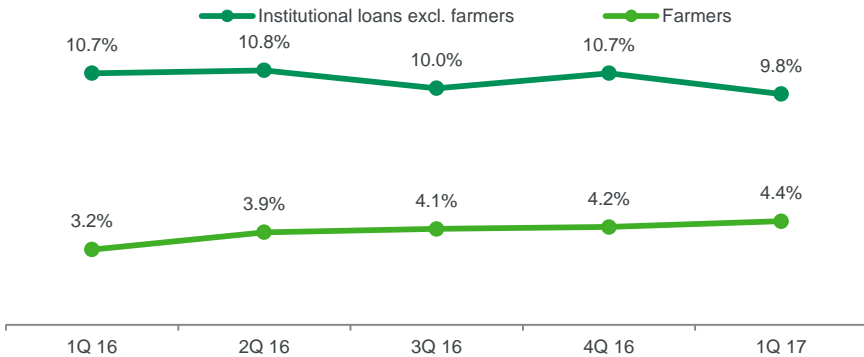
## > Total loans – NPL



## > Retail loans – NPL

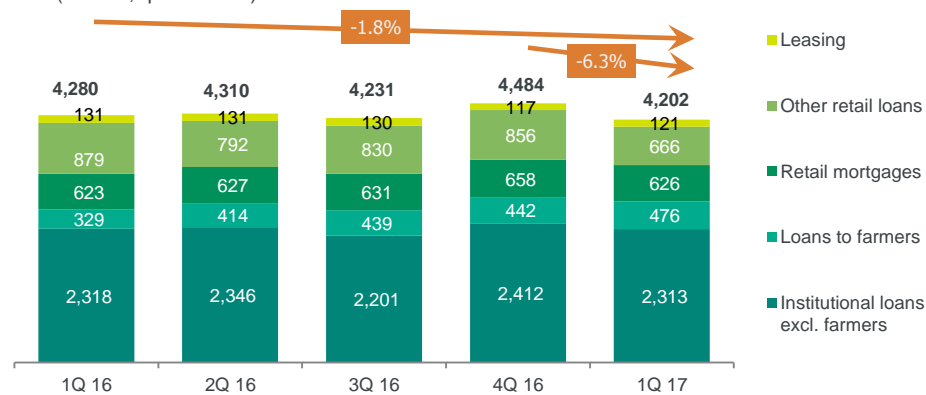


## > Institutional loans - NPL



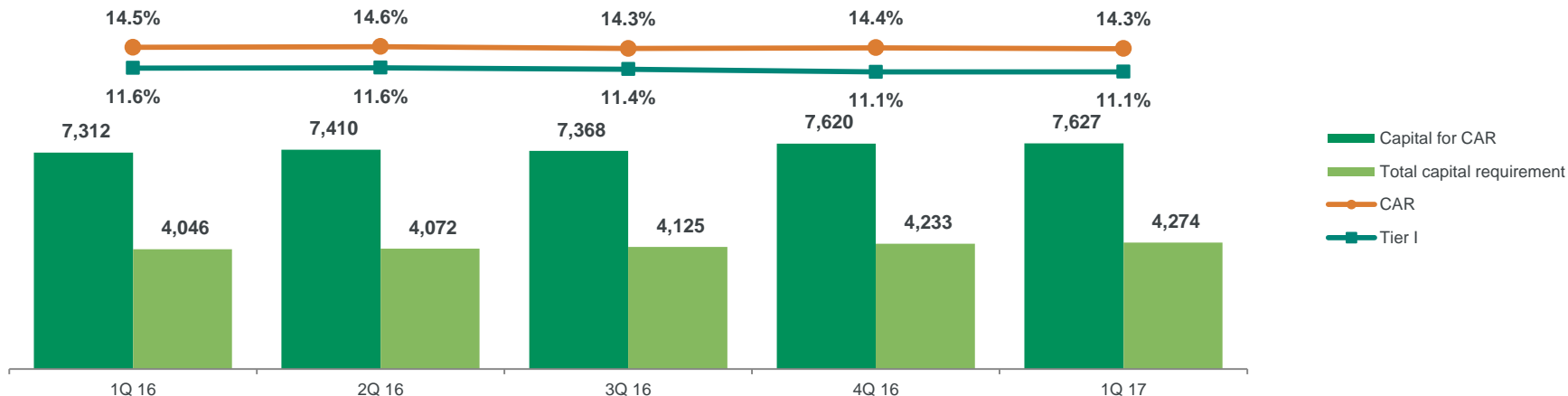
## > Impaired portfolio, gross

(PLN m, quarter-end)



# Capital adequacy

(PLN m, quarter-end)



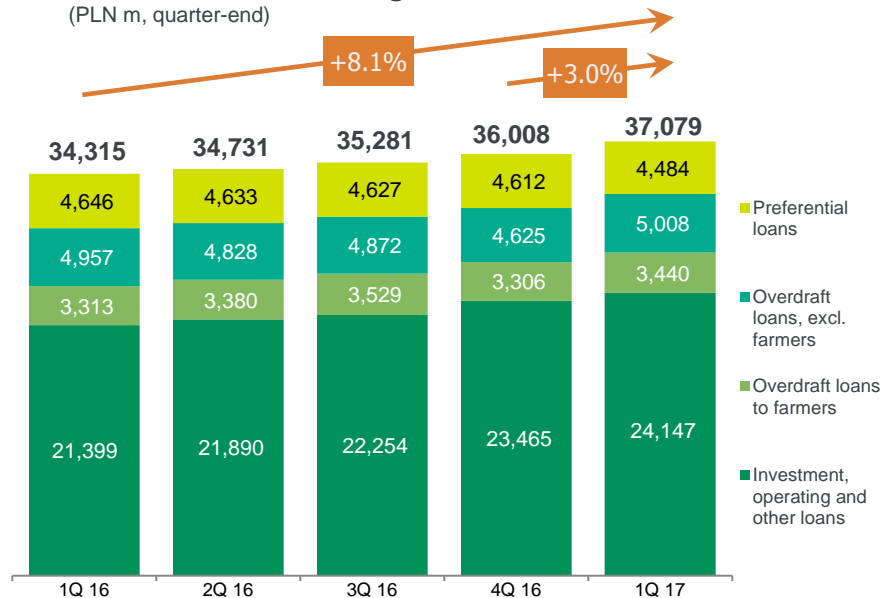
- Slight increase of Tier 1 ratio due to significant AFS valuation growth (especially government bonds) in Q1 2017 comparing to Q4 2016.
- Decrease of Tier 2 as a result of PLN appreciation vs EUR & CHF which generated negative impact on TCR in Q1 2017 comparing to Q4 2016.
- The RWA increase as a result of loan amounts growth, which has been compensated slightly by appreciation of PLN comparing to EUR & CHF.
- Adoption of the resolution on the recommendation of profit distribution for the year 2016 by the Supervisory Board of Bank BGŻ BNP Paribas S.A. on 15 March 2017. The Supervisory Board recommended that the Ordinary General Meeting should allocate the whole 2016 net profit to the general risk fund for unidentified risk of banking operations.



# Commercial volumes – loan portfolio

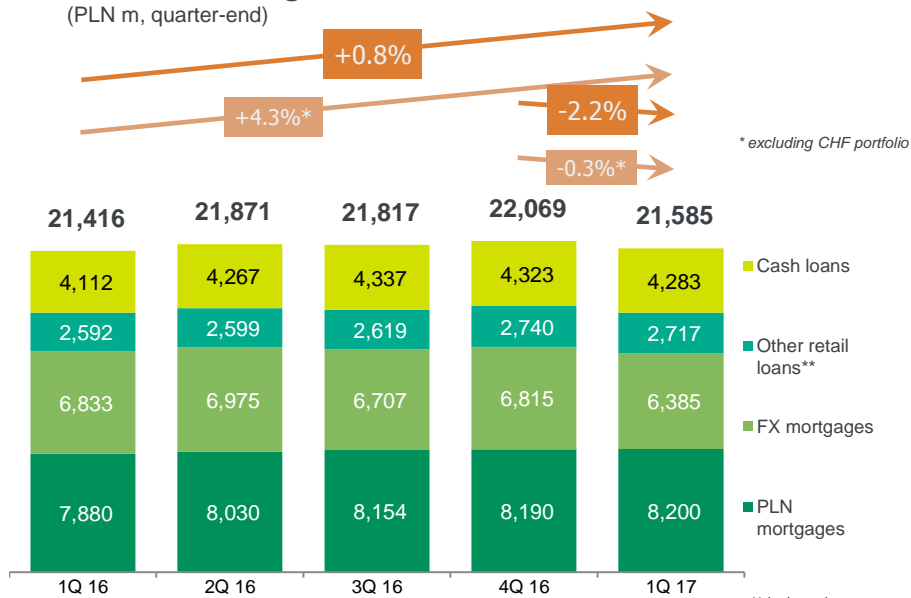
## ▶ Institutional loans, gross

(PLN m, quarter-end)



## ▶ Retail loans, gross

(PLN m, quarter-end)



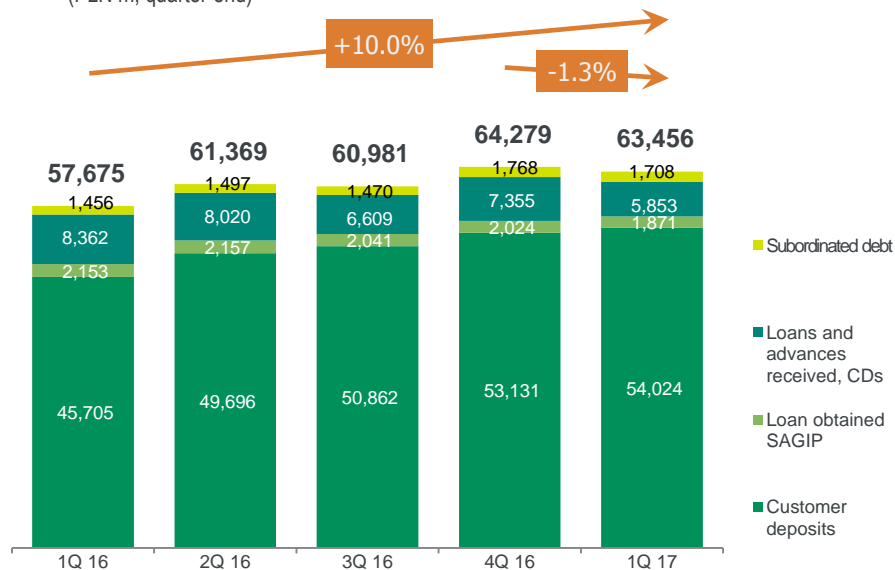
- The total credit portfolio (gross) went up by 5.3% y/y mainly due to increase of institutional loans portfolio.
- Institutional loans increased by +8.1% y/y (the highest dynamics as regards investment and revolving loans +12.8%).
- Retail loans increased by +0.8% y/y (the highest dynamics as regards cash loans +4.2% and other retail loans +4.8%). Excluding CHF portfolio retail loan portfolio increased by 4.3% y/y and went down by -0.3% q/q.



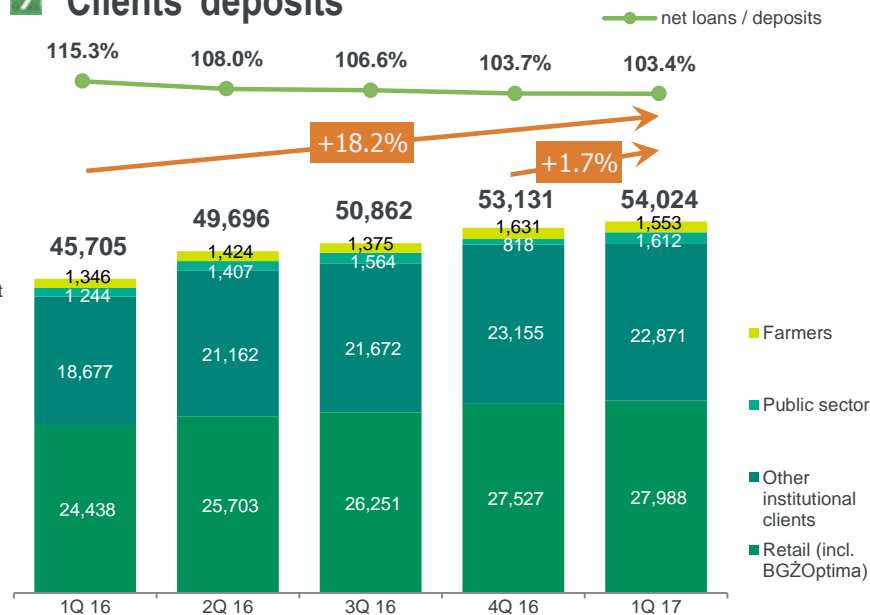
# Commercial volumes – deposits and funding

## Funding mix

(PLN m, quarter-end)



## Clients' deposits



- Faster growth of the deposit base y/y compared to the market.
- The total deposit base went up by 18.2% y/y due to increase of non financial entities deposits (by PLN 4.7 bn) and to a lesser extent of retail deposits (by PLN 3.6 bn).
- Continued improvement of Loans (net)/Deposits ratio, decrease to the level of 103.4%.





**IV**

# PERFORMANCE OF BUSINESS SEGMENTS



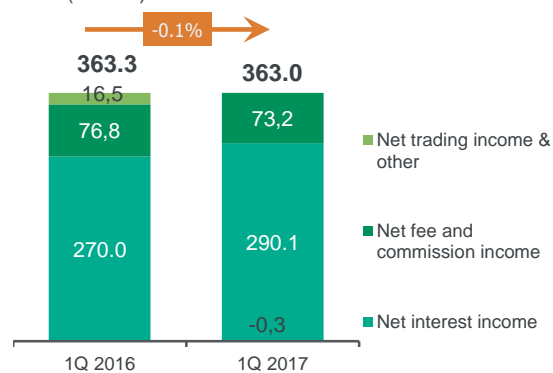


# Retail and Business Banking

focus on sale improvement and electronic banking offer development

## Net banking income

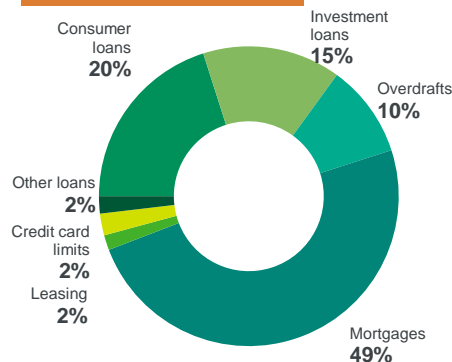
(PLN m)



Net banking income generated by the Retail and Business represents **55.5%** of the Group's net banking income.

## Loan structure as at 31 Mar 2017

Loans (net): PLN 29.3 bn

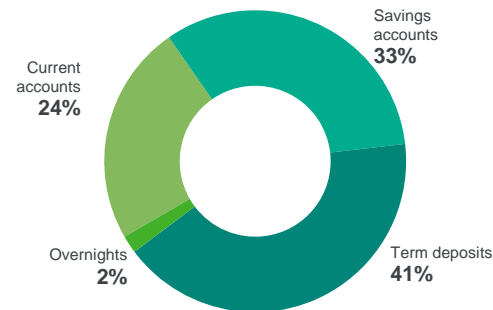


## Offer development

- Historical record in Cash Loan sales in 1Q2017 (+11% y/y).
- Further dynamic growth of deposits in the digital channel (BGŻOptima), +27% y/y.
- Continuation of a growing trend of balances on current accounts for individuals (+17% y/y).
- Good sales of mutual funds in 1Q 2017 amounting to PLN 587 m, with +95% y/y growth.

## Deposit structure as at 31 Mar 2017

Deposits: PLN 33.4 bn



**BGZ BNP PARIBAS**

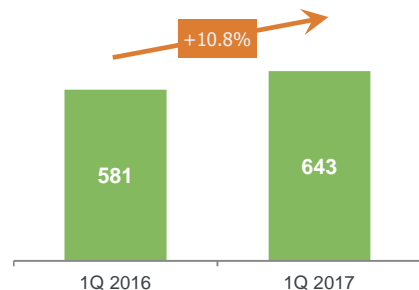
The bank for a changing world

# Retail Banking – Personal Finance

strong position in the consumer finance segment

## ➤ Cash Loan Sales

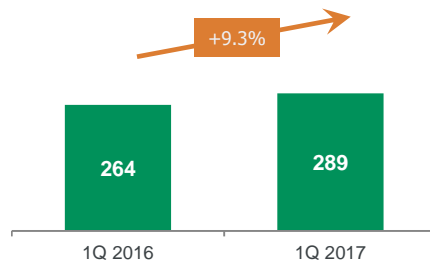
(PLN m)



Significant growth in **cash loans** resulting from implementation of a new offering supported by an ATL campaign.

## ➤ Car loans and leasing sales

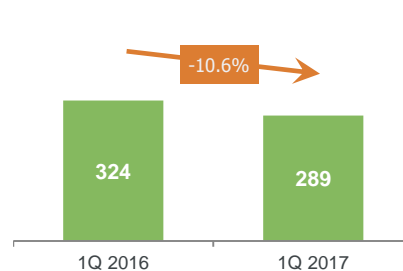
(PLN m)



The Bank is one of the leaders in **car loans** segment and systematically builds its position in **car leasing sales**.

## ➤ Value of transactions - credit cards

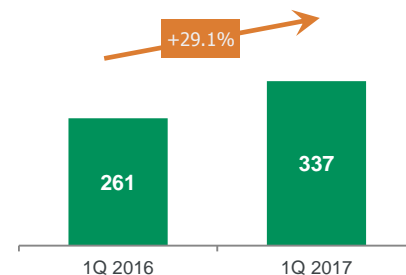
(PLN m)



The Bank is one of the key **credit card** issuers with the 11% market share. The decrease of transactions' value q/q resulted from lower Customer Service Desks previously in Sygma Bank structure.

## ➤ Instalment Loan Sales

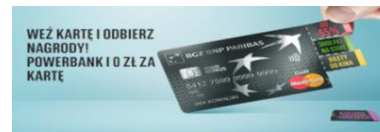
(PLN m)



Dynamic growth of instalment loans after the merger with Sygma Bank. Increase of volumes in furniture networks and in local stores.



Z GWARANCJĄ  
STAŁEJ RATY



BGZ BNP PARIBAS

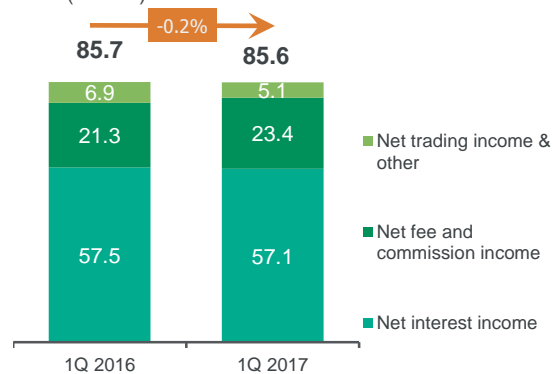
The bank for a changing world

# SME

## proximity in relations with customers and comprehensive service

### > Net banking income

(PLN m)



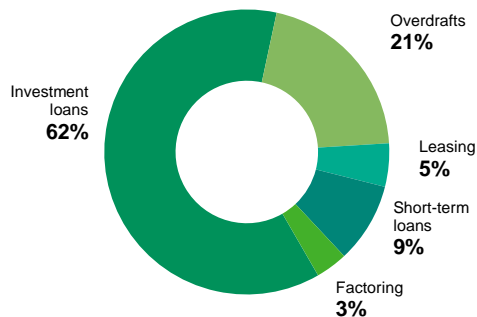
### Net banking income generated by SME

represents **13.1%** of the Group's net banking income.



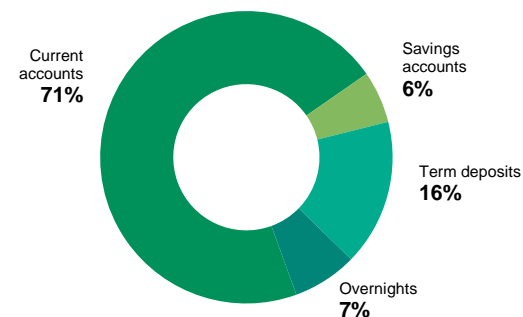
### > Loan structure as at 31 Mar 2017

Loans (net): PLN 11.4 bn



### > Deposit structure as at 31 Mar 2017

Deposits: PLN 6.0 bn



### > Offer development

- Leasing Loan - a new product to finance purchase of a fixed asset.
- Dual currency deposit - a short-term investment product which combines a money market deposit with a currency option.
- Tablet for the SME sales network – a new tool supporting sales.
- Further modification of systems and processes after the operating merger.

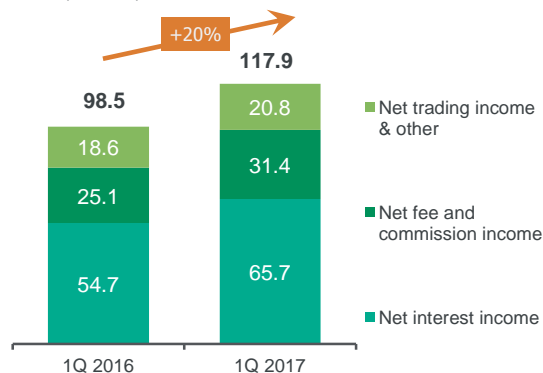


# Corporate Banking

dynamic income growth and sector expertise in the large enterprises segment

## Net banking income

(PLN m)

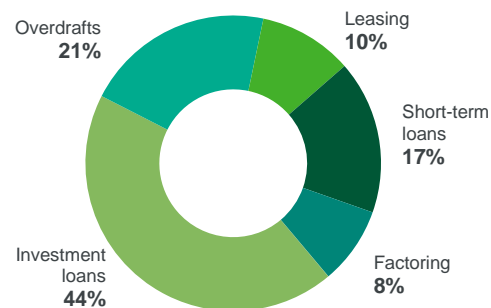


Net banking income generated by Corporate Banking represents **18.0%** of the Group's net banking income.



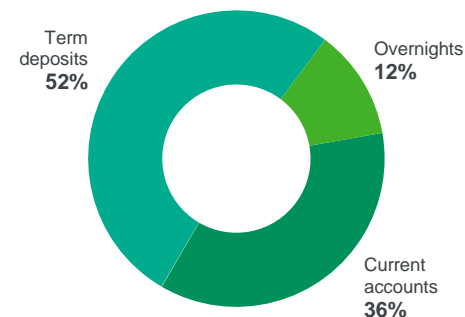
## Loan structure as at 31 Mar 2017

Loans (net): PLN 14.1 bn



## Deposit structure as at 31 Mar 2017

Deposits: PLN 14.5 bn



## Key trends

- Increase of net loans value +12.0% as well as term deposits and current accounts +25.9%. Growth rate above the market.
- Dynamic increase of income +20%, mainly in the area of treasury products, factoring and interest income from deposits.

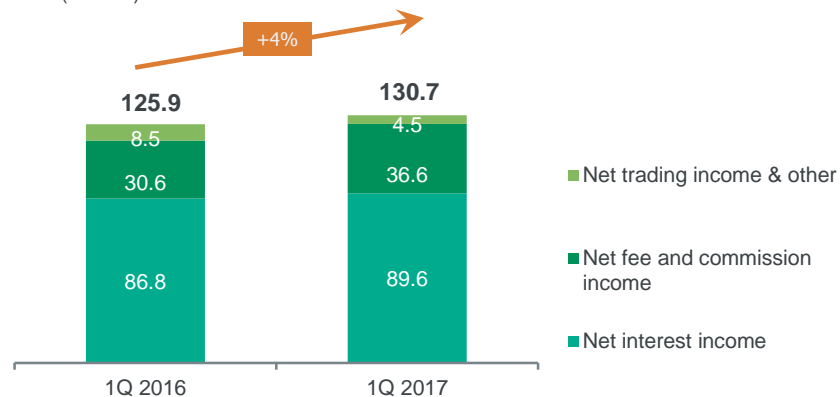


# Agro segment

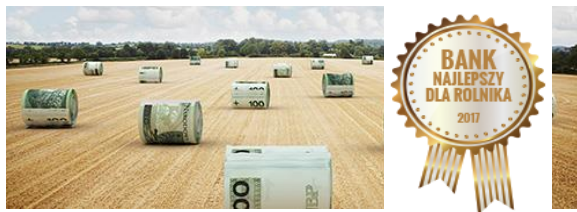
bank of first choice for agro customers

## Net banking income

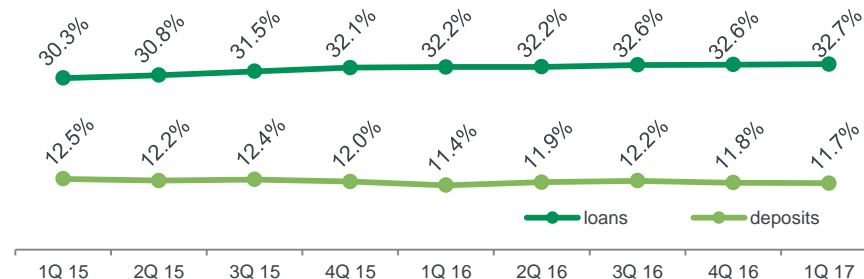
(PLN m)



Net banking income generated by Agro segment represents **20.0%** of the Group's net banking income.

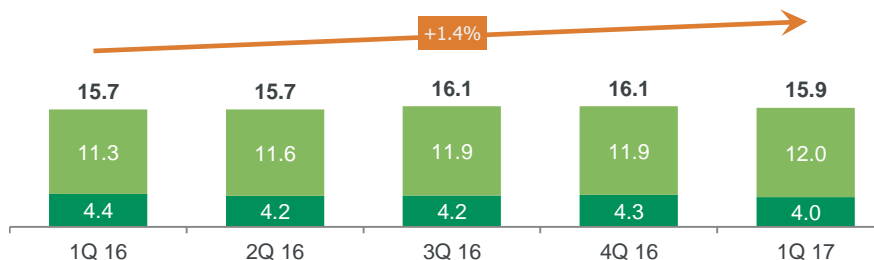


## Market share



## Agro loan portfolio\*

(PLN bn)



\* In 1Q 2017 a reclassification of AGRO segment caused increase of entities belonged to AGRO has been made. To make data comparable this reclassification has been made for the whole 2016.



BGZ BNP PARIBAS

The bank for a changing world

# Agro Segment

best bank for farmers 2017



**Bank Najlepszy dla Rolnika 2017** – Bank BGŻ BNPP was for the second time awarded the 1st place in the Best Bank for Farmers ranking. The ranking was conducted by Martin&Jacobs, a renowned research agency.

## ➤ New offer

- **Preferential loans ZC-line** – to finance the liabilities assumed in relation to the production of milk, pigs or fruit and vegetables.
- **Consolidation Loan for Farmers** – designed to refinance liabilities in other banks, financial institutions or Agricultural Property Agency for agricultural production purposes.
- **CARDIF insurance package** for credit AGRO EKSPRES - Insurance of credit repayment in case of death or serious illness.
- **Auto Plan** – long term car rental offer in cooperation with Arval Service Lease Polska Ltd.



## ➤ Sharing knowledge

- **Agro Akademie** – series of substantive meetings, where bank agricultural market analysts and experts cooperating with the Bank share objective knowledge on current topics related to the Polish agriculture.
- **FARMER.pl – Regional Conferences** – Bank as a substantive partner of the event.
- Participation in Poland's largest agricultural technology exhibition staged in expo halls – **Agrotech 2017** in Kielce.



## ➤ Developing ourselves

- **Training for RMs** dealing with Customers from the F&A industry with in-depth analysis of individual agricultural markets and general knowledge of the industry.



BGŻ BNP PARIBAS

The bank for a changing world

V

# APPENDICES

- CONSOLIDATED INCOME STATEMENT
- CONSOLIDATED ASSETS
- CONSOLIDATED LIABILITIES AND EQUITY



# Consolidated income statement

(PLN ths)

Consolidated income statement	31/03/2017	31/03/2016	1Q 2017	4Q 2016	3Q 2016	2Q 2016	1Q 2016
Interest income	652 353	622 538	652 353	654 935	659 021	648 069	622 538
Interest expense	(185 538)	(187 117)	(185 538)	(191 911)	(191 832)	(187 551)	(187 117)
<b>Net interest income</b>	<b>466 815</b>	<b>435 421</b>	<b>466 815</b>	<b>463 024</b>	<b>467 189</b>	<b>460 518</b>	<b>435 421</b>
Fee and commission income	151 883	146 553	151 883	154 226	160 113	147 120	146 553
Fee and commission expense	(24 058)	(23 516)	(24 058)	(36 586)	(29 460)	(25 230)	(23 516)
<b>Net fee and commission income</b>	<b>127 825</b>	<b>123 037</b>	<b>127 825</b>	<b>117 640</b>	<b>130 653</b>	<b>121 890</b>	<b>123 037</b>
Dividend income	23	-	23	24	19	5 758	-
Net trading income	65 661	52 035	65 661	77 539	67 797	57 820	52 035
Result on investing activities	984	474	984	3 762	4	41 959	474
Result on hedge accounting	821	361	821	(333)	116	(221)	361
Other operating income	23 797	31 073	23 797	24 914	21 630	52 707	31 073
Net impairment losses on financial assets and contingent liabilities	(85 999)	(77 282)	(85 999)	(117 146)	(115 922)	(88 533)	(77 282)
General administrative expenses	(388 959)	(410 220)	(388 959)	(409 465)	(408 780)	(445 891)	(410 220)
Depreciation and amortization	(47 891)	(43 087)	(47 891)	(57 768)	(52 443)	(53 299)	(43 087)
Other operating expenses	(31 547)	(22 760)	(31 547)	(33 639)	(23 443)	(36 749)	(22 760)
<b>Operating result</b>	<b>131 530</b>	<b>89 052</b>	<b>131 530</b>	<b>68 552</b>	<b>86 820</b>	<b>115 959</b>	<b>89 052</b>
Banking tax	(52 075)	(31 735)	(52 075)	(52 128)	(51 203)	(50 810)	(31 735)
<b>Profit (loss) before income tax</b>	<b>79 455</b>	<b>57 317</b>	<b>79 455</b>	<b>16 424</b>	<b>35 617</b>	<b>65 149</b>	<b>57 317</b>
Income tax expense	(39 892)	(26 052)	(39 892)	(14 420)	(25 399)	(31 776)	(26 052)
<b>Net profit (loss) for the period</b>	<b>39 563</b>	<b>31 265</b>	<b>39 563</b>	<b>2 004</b>	<b>10 218</b>	<b>33 373</b>	<b>31 265</b>





# Consolidated assets

(PLN ths)

Consolidated statement of financial position	31/03/2017	31/12/2016	30/09/2016	30/06/2016	31/03/2016	31/12/2015
<b>ASSETS</b>						
Cash and balances with the Central Bank	2 035 492	1 302 847	2 021 495	2 998 185	1 455 294	2 826 416
Loans and advances to banks	376 364	1 233 592	281 018	881 471	541 296	495 431
Reverse repo transactions	-	-	-	-	-	-
Debt securities held for trading	-	-	-	-	-	-
Derivative financial instruments	419 433	324 005	323 378	365 705	430 834	368 147
Hedging instruments	29 062	18 671	49 063	35 692	26 123	2 711
Loans and advances to customers	55 884 822	55 075 871	54 211 801	53 675 770	52 713 155	52 269 544
Available for sale financial assets	11 018 172	12 497 855	10 464 436	10 011 272	9 484 763	7 845 074
Investment property	54 466	54 466	54 487	54 487	54 487	54 627
Intangible assets	237 592	246 552	242 688	236 462	253 192	256 455
Property, plant and equipment	529 818	546 002	537 341	537 587	531 291	537 201
Deferred tax assets	499 021	529 824	485 424	459 761	429 207	465 211
Current tax assets	-	-	-	-	10 814	-
Other assets	514 273	475 314	415 948	460 962	330 145	251 521
<b>TOTAL ASSETS</b>	<b>71 598 515</b>	<b>72 304 999</b>	<b>69 087 079</b>	<b>69 717 354</b>	<b>66 260 601</b>	<b>65 372 338</b>



# Consolidated liabilities and equity

(PLN ths)

Consolidated statement of financial position	31/03/2017	31/12/2016	30/09/2016	30/06/2016	31/03/2016	31/12/2015
<b>LIABILITIES</b>						
Amounts due to banks	5 880 408	7 308 814	6 517 608	8 014 535	8 553 069	9 876 892
Repo transactions	-	-	-	-	-	-
Hedged instruments	1 783	(4 080)	8 585	13 748	13 676	1 605
Derivative financial instruments	345 337	271 757	291 901	358 133	397 890	351 539
Amounts due to customers	55 894 690	55 155 014	52 902 388	51 852 581	47 857 311	46 527 391
Debt securities issued	394 153	398 059	396 577	397 816	434 948	469 083
Subordinated liabilities	1 708 282	1 768 458	1 470 248	1 496 873	1 456 494	847 568
Other liabilities	984 672	1 122 780	1 006 473	1 083 466	1 023 685	816 984
Current tax liabilities	8 147	8 313	22 372	4 010	1 299	40 716
Provision for deferred tax	8 063	8 022	8 025	8 026	8 026	8 052
Provisions	112 300	121 041	143 125	158 916	152 560	164 154
<b>TOTAL LIABILITIES</b>	<b>65 337 835</b>	<b>66 158 178</b>	<b>62 767 302</b>	<b>63 388 104</b>	<b>59 898 958</b>	<b>59 103 984</b>
<b>EQUITY</b>						
Share capital	84 238	84 238	84 238	84 238	84 238	84 238
Other supplementary capital	5 108 418	5 108 418	5 108 418	5 108 418	5 092 196	5 092 196
Other reserve capital	860 241	860 241	860 241	860 241	780 874	780 874
Revaluation reserve	73 799	(497)	174 462	194 153	260 114	198 090
Retained earnings	133 984	94 421	92 418	82 200	144 221	112 956
retained profit	94 421	17 561	17 562	17 562	112 956	99 663
net profit for the period	39 563	76 860	74 856	64 638	31 265	13 293
<b>TOTAL EQUITY</b>	<b>6 260 680</b>	<b>6 146 821</b>	<b>6 319 777</b>	<b>6 329 250</b>	<b>6 361 643</b>	<b>6 268 354</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>71 598 515</b>	<b>72 304 999</b>	<b>69 087 079</b>	<b>69 717 354</b>	<b>66 260 601</b>	<b>65 372 338</b>



## Investor Relations – contact

**Aleksandra Zouner**

Executive Director

Management Accounting and Investor Relations

tel.: +48 22 56 21 750

[relacjeinwestorskie@bgzbnpparibas.pl](mailto:relacjeinwestorskie@bgzbnpparibas.pl)

BANK BGZ BNP PARIBAS  
Kasprzaka 10/16, Warszawa  
Polska