

BANK BGŻ BNP PARIBAS GROUP

PRESENTATION OF RESULTS FOR 3 QUARTERS OF 2017

Warsaw, 9 November 2017



BNP PARIBAS

The bank for a changing world

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I

MACROECONOMIC SITUATION

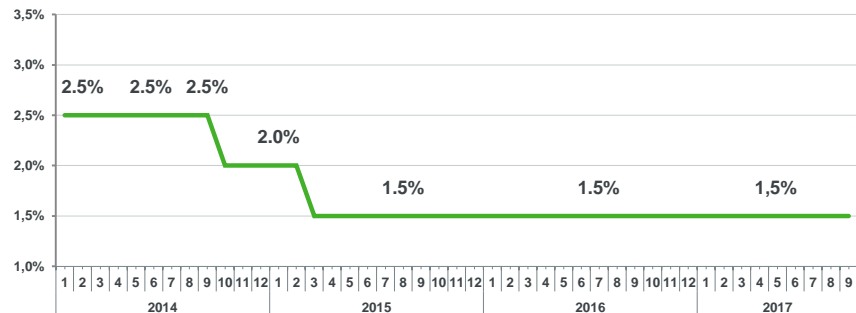


BGZ BNP PARIBAS

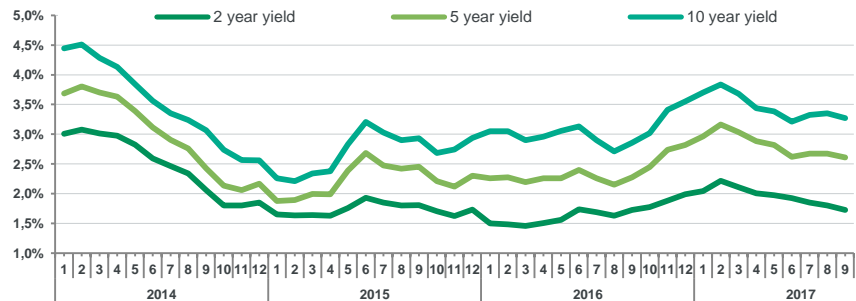
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Financial markets – stable interest rates, zloty appreciation

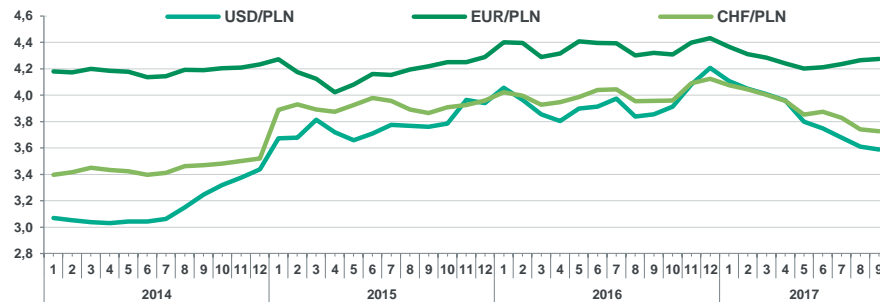
Central bank reference rate



Government bonds



Exchange rates



Interest rates and foreign exchange

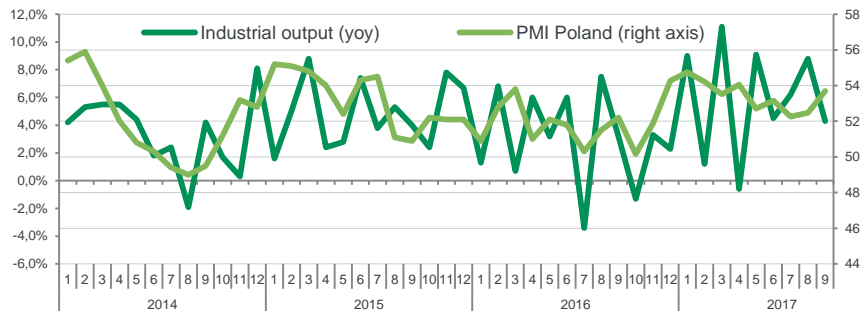
- Lower headline inflation seen in 2017-18 will likely support the dovish policy bias of the MPC majority over the coming months. We see no case for an interest-rate hike for the rest of this year and well into 2018.
- The zloty stabilized vs. the euro and appreciated against the dollar and the Swiss franc in 3Q 2017. BNP Paribas strategist forecasts EUR/PLN rate at 4.20 by end-2017 and 4.25 by the end of the next year.
- Polish bond yields broadly stabilized across the curve in 3Q 2017. Global developments, (such as market expectations for more restrictive stance of the ECB and the Fed) as well as domestic ones (core inflation momentum) point to higher yields also in the months to come, however.

Source: NBP, Macrobond

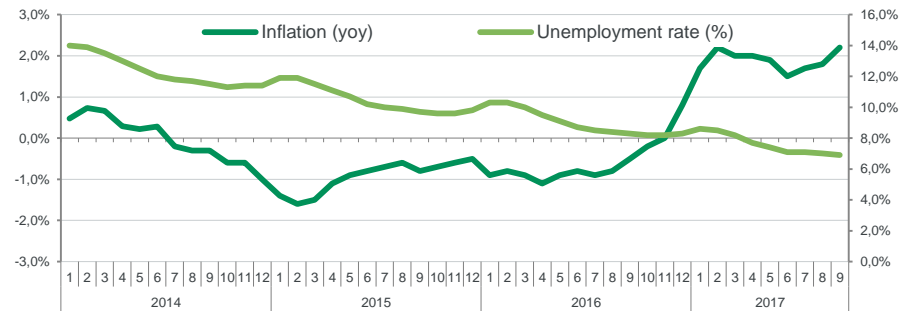


Macroeconomic situation – GDP and inflation growth, unemployment decrease

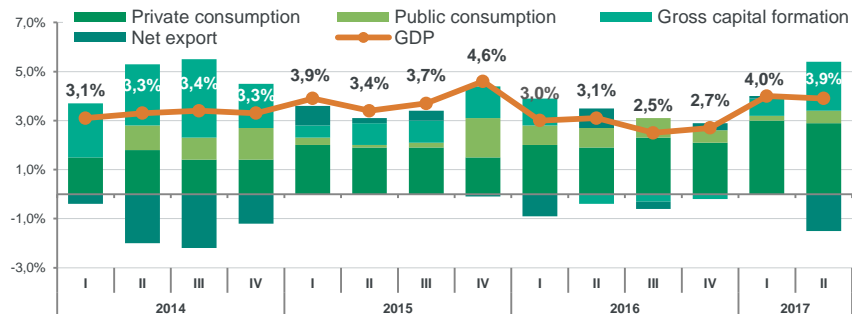
Economic sentiment



Inflation and unemployment



GDP growth



Source: GDP, unemployment – GUS, Inflation – NBP

Polish economy in 3Q 2017

- The Polish economy expanded by almost 4.0% in H1 2017. Monthly activity data for July-September suggests that the real GDP growth might have accelerated to above 4.5% y/y in Q3 2017, which ties in well with our call of a 4.7% y/y rise.
- Private consumption, supported by solid employment and wage growth as well as still moderate inflation, likely remained the key growth driver. We also see a mild rebound in investment activity, particularly in the public sector, due to faster inflow of EU funds.
- CPI inflation ticked up to on average 1.9% y/y in Q3 from 1.8% y/y in Q2, mainly owing to more expensive food. Still, we look for supply-side factors (fuel and foodstuffs) to depress CPI prints in the near-term. Meanwhile, intensifying demand-side and wage price pressures should push core inflation higher in the months ahead.
- Unemployment rate in Poland declined to on average 6.9% in Q3 from 7.1% in the second quarter of 2017. While we expect demand for labour to remain strong in the months to come, seasonal factors and the high ratio of long-term unemployed may slow the pace of UR falls.





II

3 QUARTERS OF 2017 EXECUTIVE SUMMARY



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3Q 2017 – executive summary

Constant results growth, the aim is to make the results more sustainable and further improve efficiency

- ▶ **Results show further, constant increase - the highest cumulative (PLN 231 m) and quarterly (PLN 110 m) net profit over the last two years:**
 - increase in reported net banking income (+2.9% y/y),
 - decrease in operating costs (-11.5 y/y),
 - lower cost of risk (-5.9 y/y).

- ▶ **Corporate banking – dynamic income growth, changes in processes and products:**
 - centralization of customer service processes, development of trade financing and financial markets products,
 - growth in corporate customers acquisition y/y,
 - increase in net banking income generated by corporate segment after 3Q 2017 by 10.9% y/y resulted in a rise of its share in the Group NBI to the level of 17.6% (vs 16.5% in 3Q 2016).

- ▶ **Retail banking – development of electronic channels as well as product offer:**
 - implementation of new mobile application **GOmobile** and **Android Pay** functionality,
 - standardization and modernization of the product offer in the area of daily banking (new offer of current accounts for individuals - *Konto Optymalne* and *Konto Maksymalne*, new offer for affluent segment - *Premium Banking*),
 - continuation in 3Q of positive trends of current account and mutual funds sale,
 - opening of the first non-cash and automated branch in the new format.



3Q 2017 – executive summary

Commercial volumes growth and positive evolution in term of C/I ratio

Financials

Net result	PLN 231 m	+208% y/y (+PLN 156 m)
NBI	PLN 2,046 m	+3% y/y (+PLN 58 m), including: <ul style="list-style-type: none">• net interest income: PLN 1 452m, +7% y/y• net fee & commission income: PLN 372m, -1% y/y• net trading income: PLN 186m, +5% y/y
Costs	PLN 1,250 m	-12% y/y (-PLN 163 m) <ul style="list-style-type: none">• integration costs of PLN 25m vs PLN 147m in 9M 2017
C/I Ratio	61.1%	-10.0 p.p. y/y <ul style="list-style-type: none">• 59.9% excluding integration costs (-4.2 p.p. y/y)

Commercial volumes

Loans (gross)	PLN 59 bn, +4% y/y
Customer deposits*	PLN 54 bn, +5% y/y

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

Capital & liquidity ratios

Total equity	PLN 6,473 m
Total capital ratio	13.71%
Tier 1 ratio	10.66%
Net loans to deposits	105.4%



6th* position on Polish market

taking into account consolidated assets



Group headcount



7,707 FTE

Total customers



2.7 m

Agro customers



68.7 ths

Branches



479 and
113 Customer
Service Desks**

Assets



PLN 71.90 bn

Equity



PLN 6.48 bn

* Data as at 30 June 2017

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

Market share as at 30 Sep 2017

Loans 4.77%
Deposits 4.54%

Agro market share as at 30 Sep 2017

Loans 32.49%
Deposits 11.85%



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FINANCIAL RESULTS OF THE GROUP



3Q 2017 – consolidated financial results

Growth in net profit by 208% despite higher regulatory charges and lack of comparable one-off revenues

	9M 2017 PLN m	9M 2016 PLN m	Change y/y %	Change y/y adjusted ¹
Net banking income	2,045.7	1,987.3	+3%	+2%
Total expenses	(1,250.5)	(1,413.7)	(12%)	(5%)
Net impairment losses	(265.2)	(281.7)	(6%)	(6%)
Banking tax	(154.6)	(133.7)	+16%	+16%
Pre-tax profit	375.4	158.1	+137%	+31%
Net profit	230.6	74.9	+208%	+29%
ROE	4.9%	1.6%	+3.3 p.p.	-
ROE ²	5.3%	4.1%	-	+1.2 p.p.
Cost/Income (C/I)	61.1%	71.1%	(10.0 p.p.)	-
Cost/Income (C/I) ²	59.9%	64.1%	-	(4.2 p.p.)
Total Capital Ratio	13.7%	14.3%	(0.6 p.p.)	-
Tier 1 Capital Ratio	10.7%	11.4%	(0.7 p.p.)	-

¹ - data excluding integration costs

9M 2017 – PLN 24.9 m, of which:

- PLN 26.0 m - under general administrative expenses in total expenses
- PLN -1.1 m - under other operating expenses in NBI

9M 2016 – PLN 146.7 m, of which:

- PLN 125.0 m - under general administrative expenses
- PLN 21.7 m - under other operating expenses

Improvement of y/y results:

➤ revenues (+2.9%)

- increase in net interest income (+6.5%)
- higher net trading income (+4.8%)

➤ operating costs (-11.5%)

- lower costs of integration (-79.2%)
- lower other administrative costs without integration costs (-8.7%)
- operating costs without integration costs lower by -5,0% y/y

despite the one off events:

- higher financial institution tax burden (+PLN 21 m y/y),
- recognition of VISA transaction impact in 1H 2016 revenues (PLN 41.8 m).

Cost of risk decrease (-5.9% y/y).

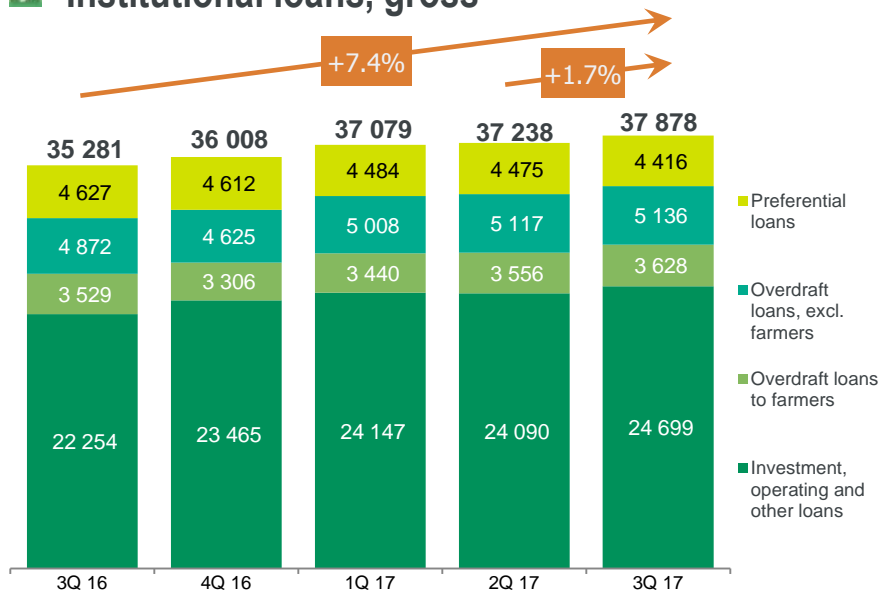


Commercial volumes – loan portfolio

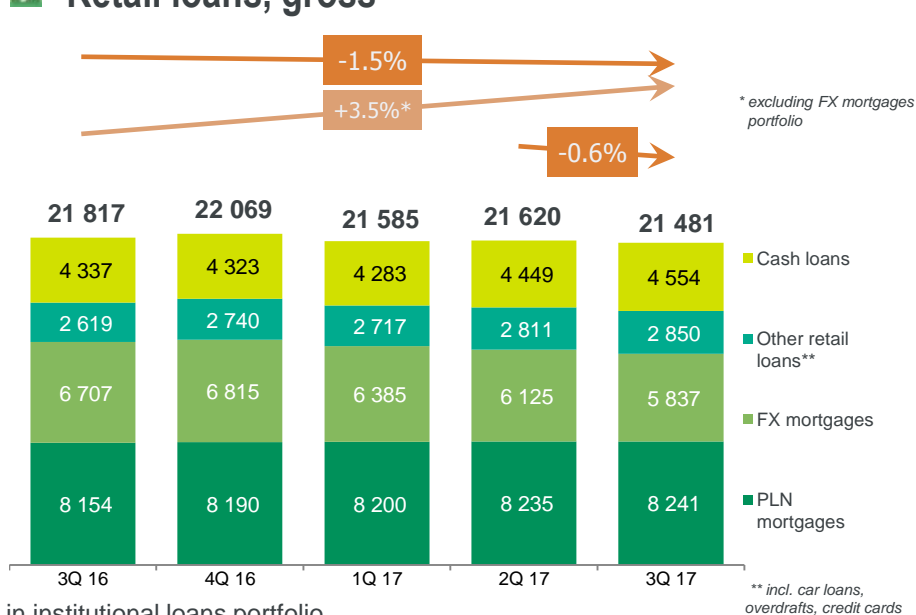
Selective growth of loan portfolio

(PLN m, quarter-end)

Institutional loans, gross



Retail loans, gross



- The total credit portfolio (gross) went up by 4.0% y/y mainly due to increase in institutional loans portfolio.
- Institutional loan portfolio increased by +7.4% y/y (the highest dynamics as regards investment and revolving loans +11.0%).
- Retail loan portfolio value decreased by -1.5% y/y due to the PLN appreciation. Excluding the FX mortgage portfolio retail loans grew by 3.5% y/y (the highest dynamics as regards cash loans +5.0% and other retail loans +8.8%).

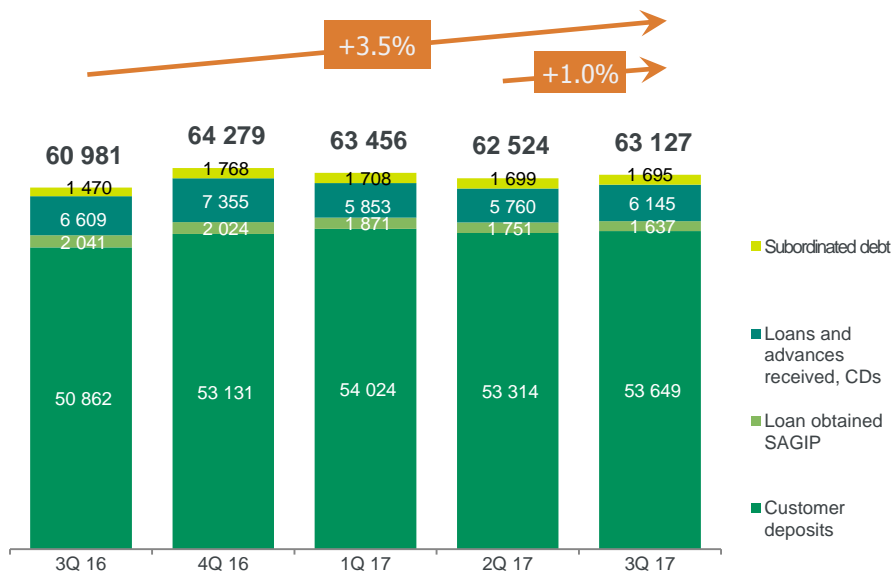


Commercial volumes – deposits and funding

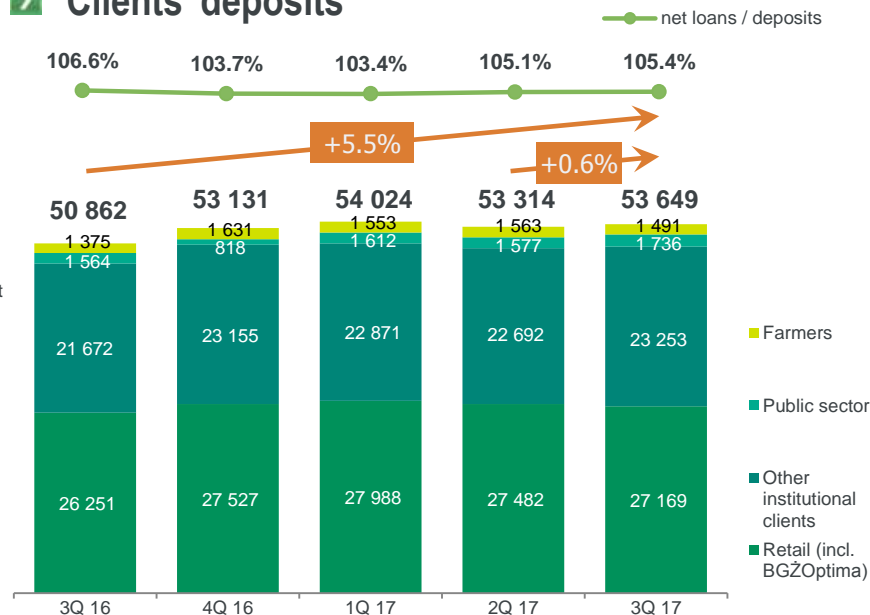
Stable liquidity position and optimization of the funding costs

(PLN m, quarter-end)

Funding mix



Clients' deposits



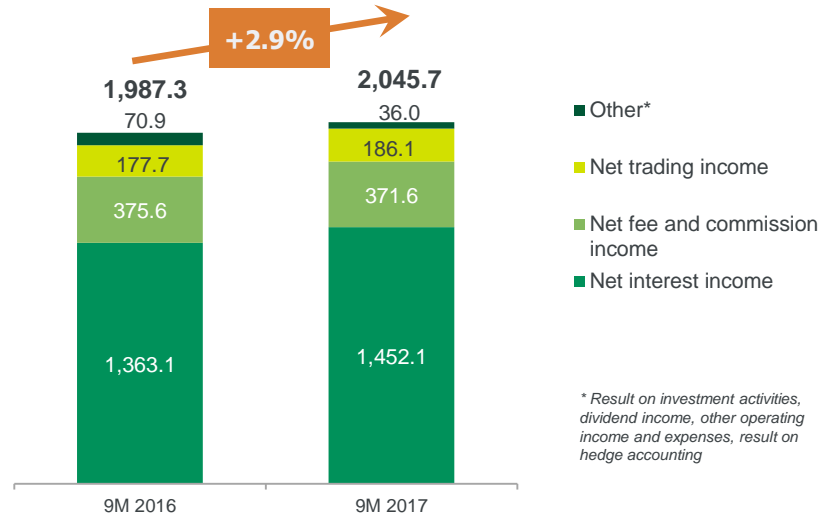
- Increase of the customer deposits' share in the total funding mix y/y parallel with a drop of share of loans and advances received from banks and CDs.
- The total deposit base went up by 5.5% y/y due to an increase in other institutional clients deposits (by PLN 1.6 bn) and retail deposits (by PLN 0.9 bn).



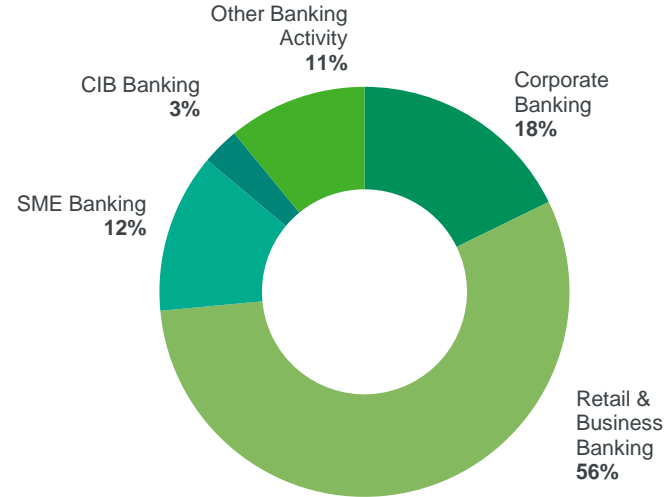
Net banking income

Y/Y growth driven by rise in net interest income and higher net trading income

Structure of net banking income by types (PLN m)



Structure of net banking income by business segments – 30 September 2017

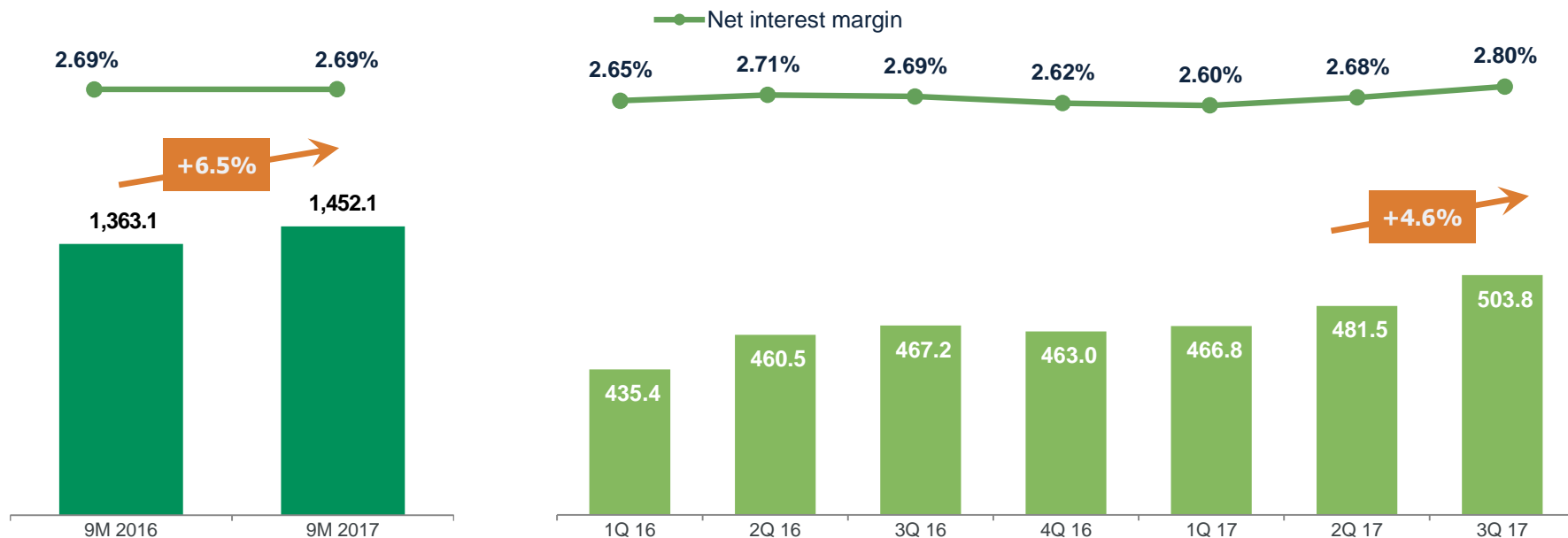


- Net banking income y/y increase by 2.9% (net interest income up by 6.5%, net trading income up by 4.8%).
- Excluding integration costs impact as well as one-offs revenues (incl. VISA) net banking income up by 3.7% y/y resulted from expanded credit and deposit activity scale as well as scale of FX transactions services.

Net interest income

Continuous improvement in net interest margin – key driver of net interest income growth q/q

(PLN m)

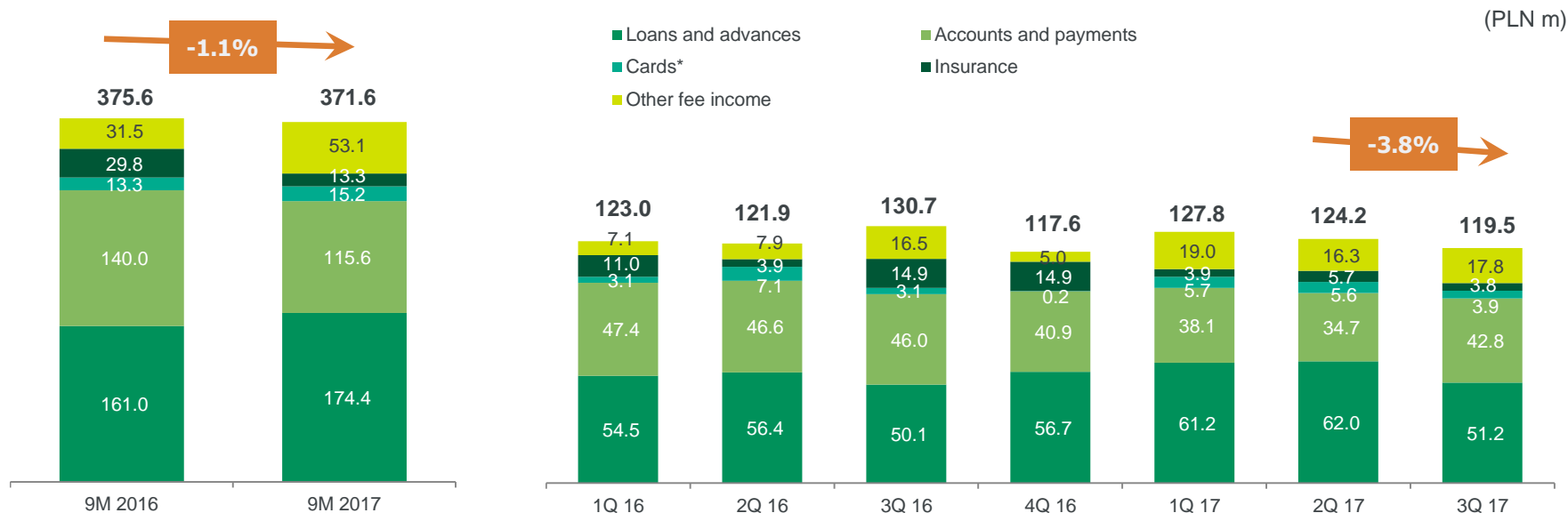


- Net interest income y/y due to a larger credit and deposit activity scale as well as higher deposit margins.
- Net interest income in third quarter 2017 higher in comparison with the second quarter as a result of credit margins (entities and households) as well as deposit margins (households) increase.



Net fee and commission income – room for further improvement.

Decrease in accounts and payments F&C largely compensated by increased credit as well as asset management and brokerage fees



- Y/Y decrease in net F&C income resulted from lower level of accounts, payments and insurance F&C.
- Y/Y results positively impacted by loans and advances fees and commissions (larger credit activity scale, i.e. larger scale of factoring).
- Positive evolution of asset management and brokerage operations fees included in other fees and commissions (+109% and +59% y/y respectively).



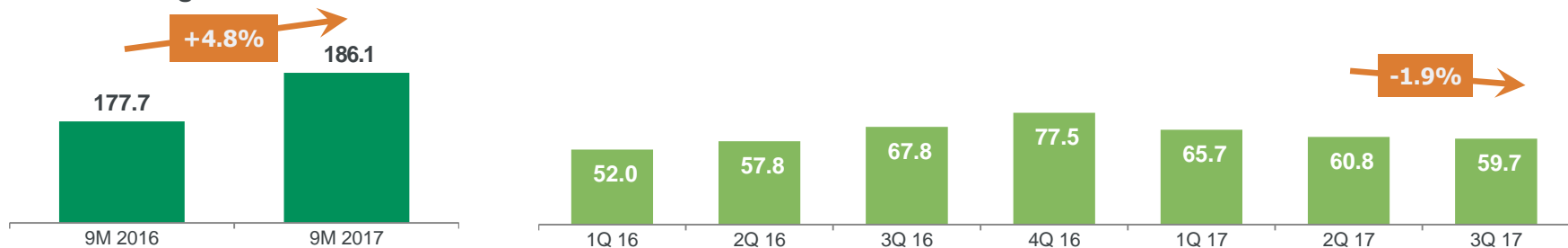
* In 3Q 2017 reclassification of F&C costs related to electronic payment services from other fees to cards fees was made. In order to maintain comparability the change was applied to all quarters of 2017 and 2016.

Net trading income and result on investment activities

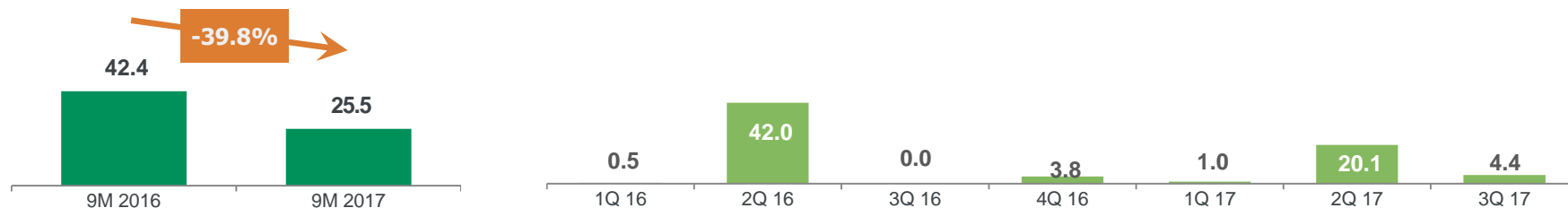
Stabilization of institutional customers FX transactions scale

> Net trading income

(PLN m)



> Result on investment activities



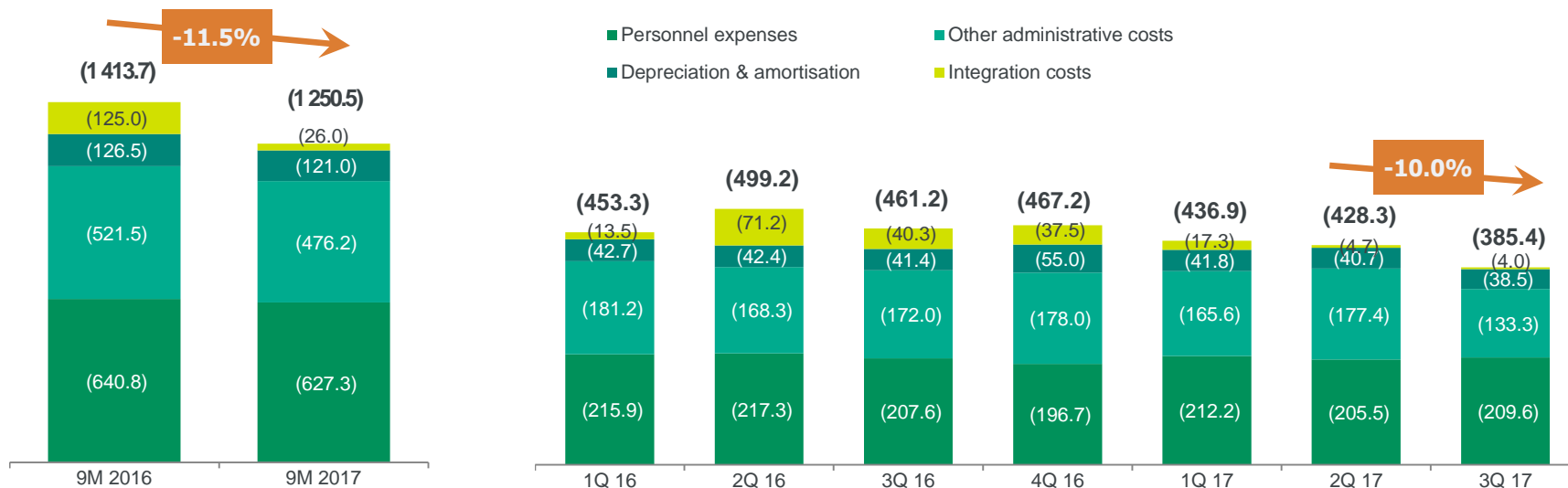
- Net trading income level is mainly related to the scale of FX transactions.
- Result on investment activities in 9M 2016 influenced by recognition of VISA transaction impact (PLN 41.8 m). 9M 2017 results include net income on sale of securities from available for sale portfolio realized mainly in 2Q 2017.



General administrative expenses (incl. depreciation)

Consistent cost reduction supported by employment optimization

(PLN m)



- The level of general administrative expenses (incl. depreciation) incurred in 3Q 2017 was the lowest over the past 10 quarters.
- Excluding integration costs, the general administrative expenses in 9M 2017 were lower by 5.0% y/y. The biggest savings y/y were seen in personnel expenses (resulted from lowering of employment on the Group level – drop to the level of 7,707 FTE as of the end of September 2017) and other administrative costs (telecommunication and postal costs, car fleet, office supplies).
- The drop of other administrative costs in 3Q 2017 (q/q) was caused by lower BFG costs (by PLN 20.8 m), rental, marketing and outsourcing expense.

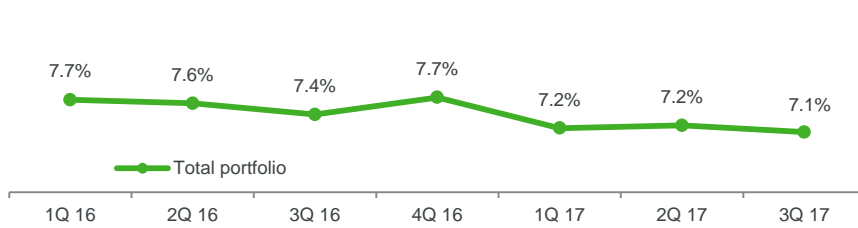


Loan portfolio quality

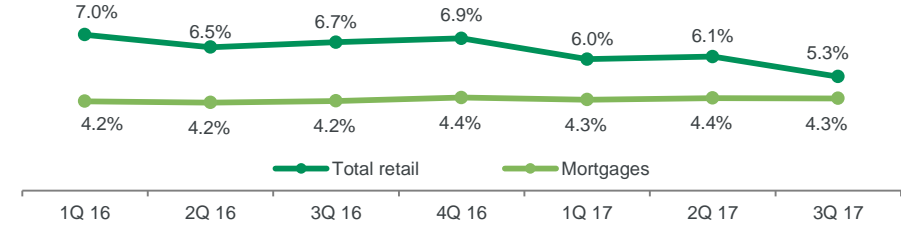
Reduction of the share of impaired loans compared to analogous period of last year

(quarter-end)

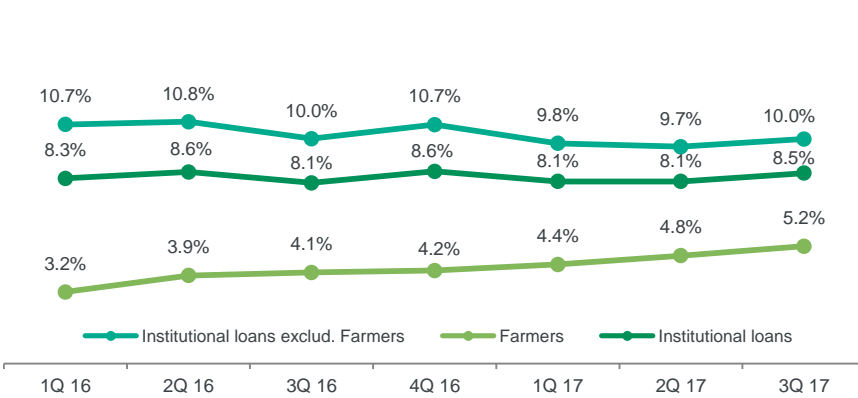
Total loans – NPL



Retail loans – NPL

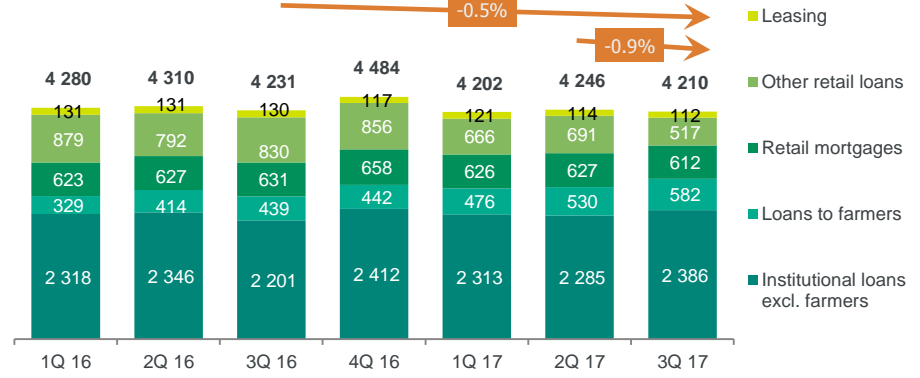


Institutional loans - NPL



Impaired portfolio, gross

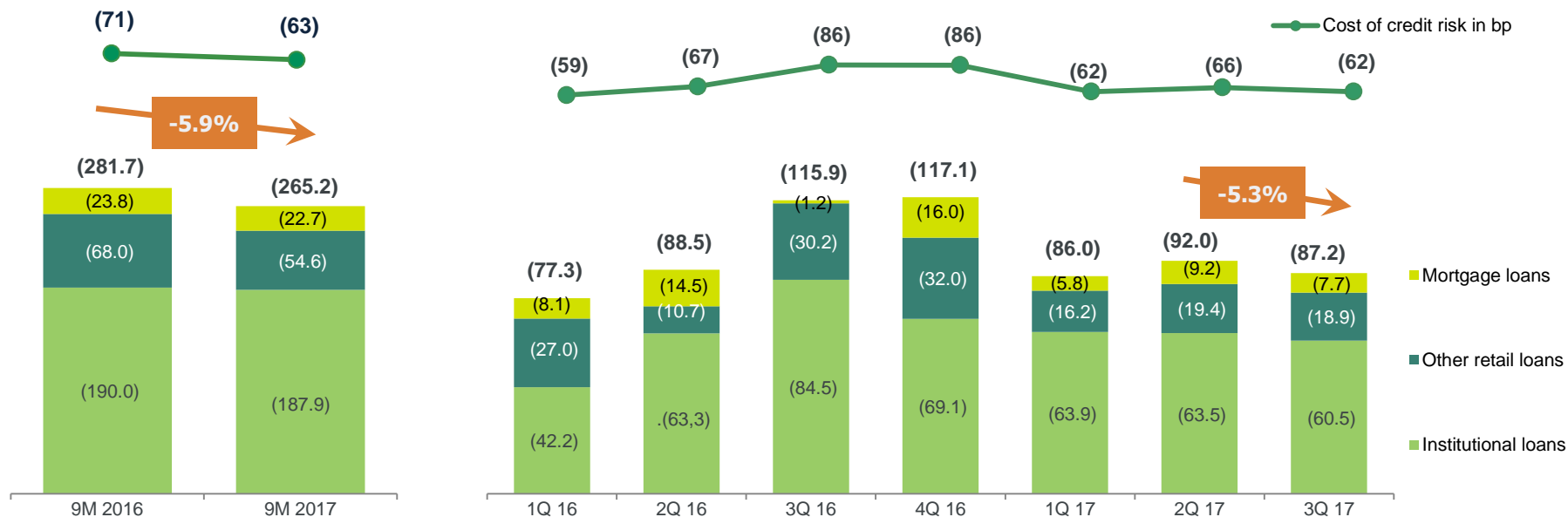
(PLN m, quarter-end)



Net impairment losses (main portfolios)

Decline in the cost of risk alongside an increase in credit volumes

(PLN m)

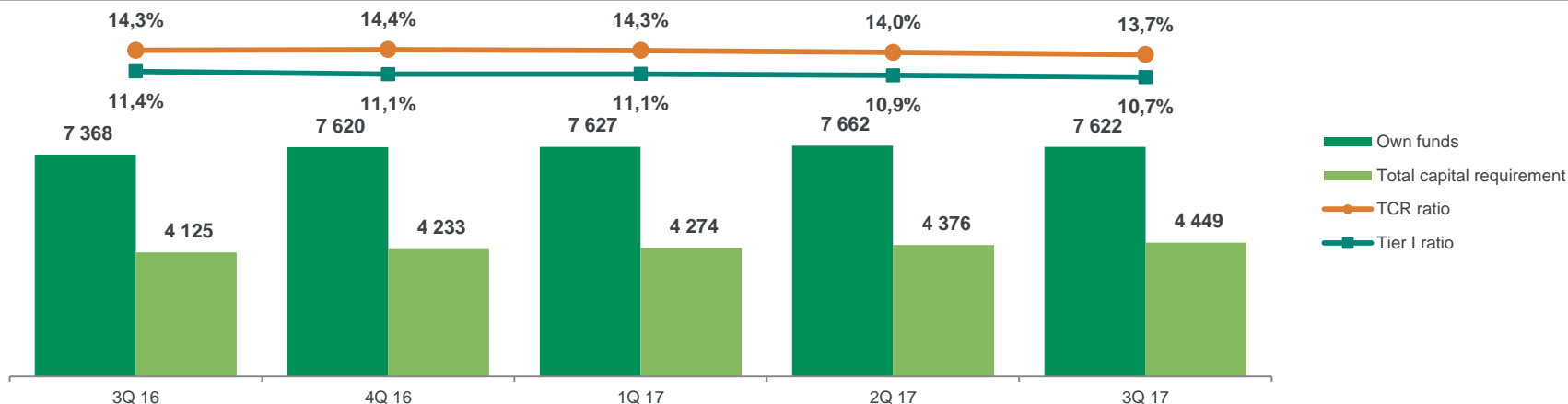


- Annualized cost of risk after 3 quarters of 2017 was lower by 0.07 pp. compare to the corresponding period of the previous year.
- Quarterly differences in the cost of risk in 2016 mainly due to one-off events such as a sale of non-performing portfolios (1Q and 2Q), standardization of methodologies and verification of risk parameters.

Capital adequacy

Key point of attention for further development

(PLN m, quarter-end)



- The consolidated Tier I Capital Ratio as of the end of September 2017 was equal to 10.66%, i.e. 0.35 pp. below the level recommended by the Polish Financial Supervision Authority (“KNF”), which is currently equal to 11.01%. The consolidated TCR was equal to 13.71%, i.e. 0.47 pp. below the indicated level which is currently equal to 14.18%.
- On 30 October 2017 the Supervisory Board of the Bank gave consent to the Bank to sell its subsidiary BGŻ BNP Paribas Faktoring sp. z o.o. which is planned in 4Q of 2017. The finalization of the sale would improve the solvency position of the Bank on a consolidated basis (Tier 1 Ratio by 0.38 pp. and TCR by 0.48 pp., calculation based on data as at 30.06.2017).
- On 8 November 2017 the Management Board of Bank approved a motion for consent for recognition of a standalone net profit for 1H 2017 in the amount of PLN 130,029 ths. as a part of the Bank’s Tier 1 capital, and sent the motion to the Polish Financial Supervision Authority. Recognition of the 1H 2017 net profit as a part of the Bank’s Tier 1 capital will improve consolidated capital adequacy ratios by 0.23 pp. (Tier 1 Ratio) and by 0.24 pp. (TCR), calculation based on data as at 30.06.2017.
- The standalone Tier I Capital Ratio and TCR Ratio as of the end of September 2017 were above the levels resulting from the KNF recommendations. At the same time, the standalone as well as consolidated Tier I Capital Ratio and TCR were above the required levels resulting from Regulation (EU) No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms.





IV

PERFORMANCE OF BUSINESS SEGMENTS



BGZ BNP PARIBAS

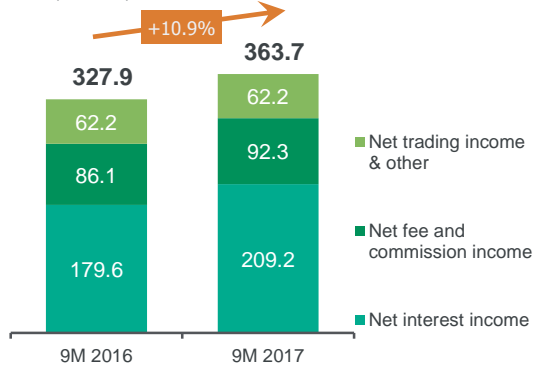
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Corporate Banking

Dynamic income growth and sector expertise in the large enterprises segment

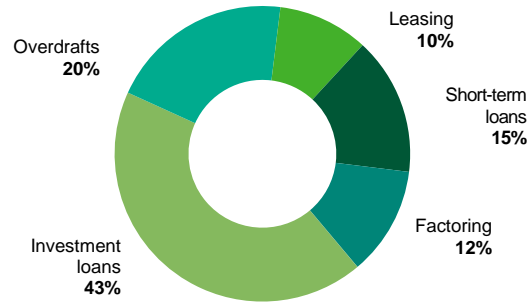
Net banking income

(PLN m)



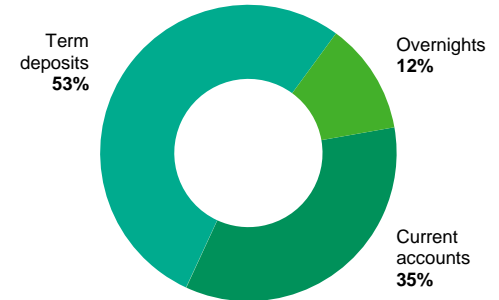
Loan structure as at 30 Sep. 2017

Loans (net): PLN 15.0 bn



Deposit structure as at 30 Sep. 2017

Deposits: PLN 14.8 bn



Offer development and key trends

- Dynamic and balance cross-sell growth visible in revenue growth in most product lines.
- Increase in acquisition – after 9 months of 2017 the Bank has acquired 44% more customers than in the corresponding period of last year.
- Growth of average monthly loans balance by 9.4% y/y, average monthly deposits balance by 9.2% y/y.
- New products in Trade Finance area (e.g. customs guarantee, guarantee with „extend or pay” clause).
- Development of product and service offer in Financial Markets area. Availability of FX Planet in 24h/5days a week, implementation of Chinese Juan, new types of commodity transactions.
- Centralization of customer service processes and deposits management.



Net banking income generated by Corporate Banking represents **17.8%** of the Group's net banking income.



BGZ BNP PARIBAS

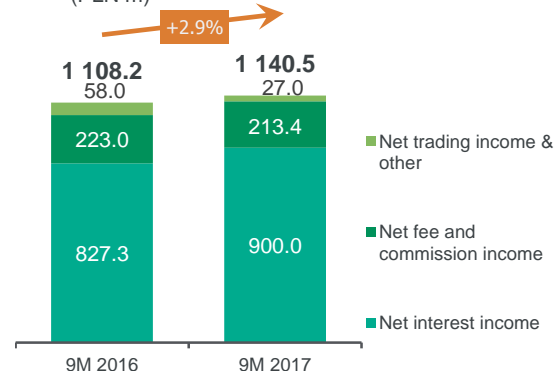
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Retail and Business Banking

Electronic banking offer development and continuation of positive trend in sales of current accounts

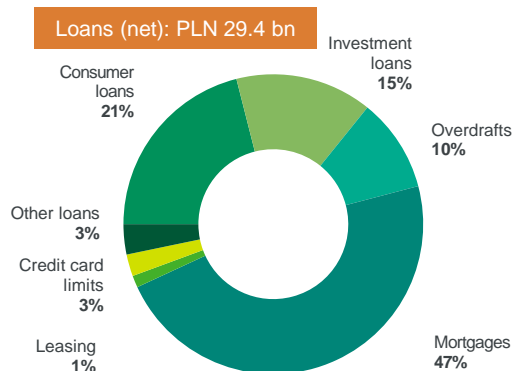
Net banking income

(PLN m)

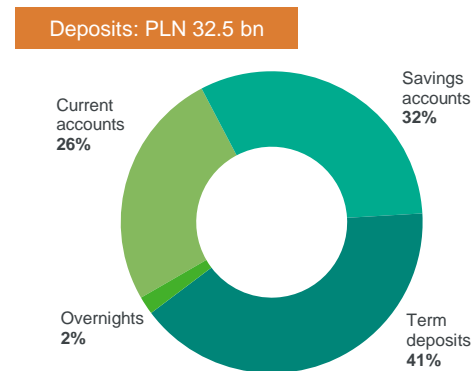


Net banking income generated by the Retail and Business represents **55.7%** of the Group's net banking income.

Loan structure as at 30 Sep. 2017



Deposit structure as at 30 Sep. 2017



Key trends

- Implementation of new mobile application **GOMobile** and **Android Pay** functionality.
- Continued good sales of current account for individual clients, following introduction of a new offer with TV campaign (47 ths C/A sold in 3Q'17, +116% y/y), which facilitated balances growth on this product (+PLN 0.8bn or +18% y/y).
- Good sales results in mutual funds amounting to PLN 2.0bn, which translates into +79% y/y (assets gathered in TFI BGZ BNP Paribas at the end of 3Q 2017 – PLN 1.6bn).
- Opening of first “cash-less” branch in new, client-friendly format.

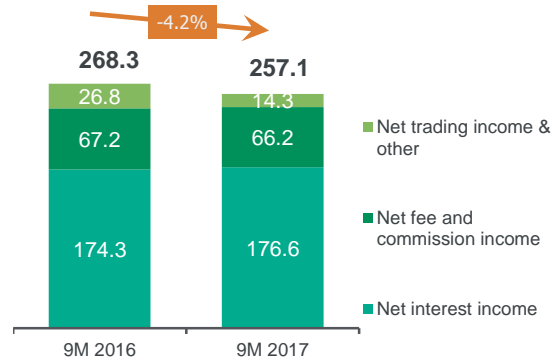


SME

Focus on non Agro customers, changing of the portfolio structure

> Net banking income

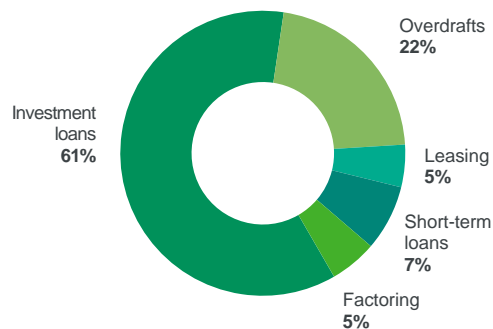
(PLN m)



Net banking income generated by SME represents **12.6%** of the Group's net banking income.

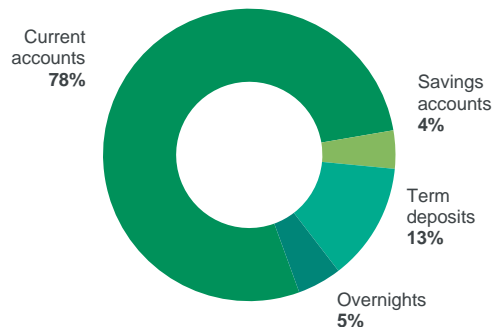
> Loan structure as at 30 Sep. 2017

Loans (net): PLN 11.6 bn



> Deposit structure as at 30 Sep. 2017

Deposits: PLN 6.3 bn



> Offer development and key trends

- New products: *leasing loan* - a new product to finance purchase of a fixed asset, *progressive line* – a new factoring product, a form of financing combining the advantages of financing receivables and paying for the client's liabilities, *dual currency deposit* - a short-term investment product which combines a money market deposit with a currency option.
- New functionality of FX PI@net, platform operating 24h/5 days a week.
- Shortening of the duration of credit process.

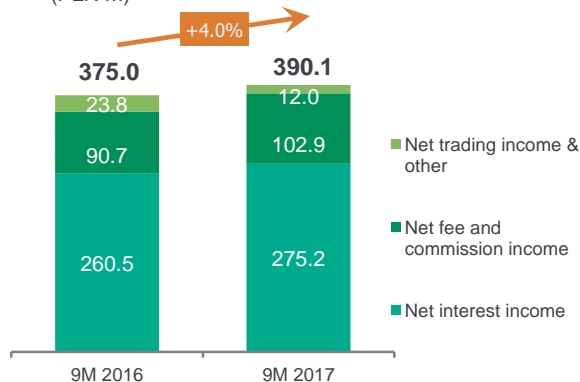


Agro Segment

Focus on maintaining of current market position and profitability growth

Net banking income

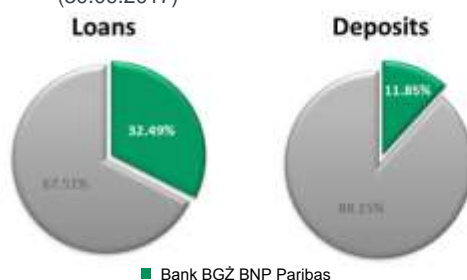
(PLN m)



Net banking income generated by Agro segment represents **19.1%** of the Group's net banking income.

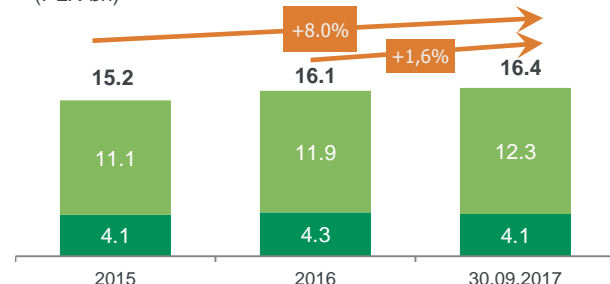
Market share

(30.09.2017)



Agro loan portfolio*

(PLN bn)



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

Offer development

- Concordia Firma and Biznes Cesja - special offers for selected business sectors related to insurance products.
- Leasing Box - simplifying the process for granting leasing and a leasing loan including a 'European loan'.
- Signing a guarantee contract with the Bank Gospodarstwa Krajowego for a guarantee line with a counter-guarantee of the European Investment Fund.



Bank joining the Polish Association of Sustainable Agriculture "ASAP" as a supporting member.



BGZ BNP PARIBAS

The bank for a changing world



V

APPENDICES

- INCOME STATEMENT
- ASSETS
- LIABILITIES AND EQUITY



Income statement

(PLN ths)

Consolidated income statement	30/09/2017	30/09/2016	3Q 2017	2Q 2017	1Q 2017	4Q 2016	3Q 2016	2Q 2016	1Q 2016
Interest income	2 011 377	1 929 628	693 817	665 207	652 353	654 935	659 021	648 069	622 538
Interest expense	(559 304)	(566 500)	(190 034)	(183 732)	(185 538)	(191 911)	(191 832)	(187 551)	(187 117)
Net interest income	1 452 073	1 363 128	503 783	481 475	466 815	463 024	467 189	460 518	435 421
Fee and commission income	468 267	453 786	154 314	162 070	151 883	154 226	160 113	147 120	146 553
Fee and commission expense	(96 703)	(78 206)	(34 789)	(37 856)	(24 058)	(36 586)	(29 460)	(25 230)	(23 516)
Net fee and commission income	371 564	375 580	119 525	124 214	127 825	117 640	130 653	121 890	123 037
Dividend income	4 693	5 777	-	4 670	23	24	19	5 758	-
Net trading income	186 112	177 652	59 654	60 797	65 661	77 539	67 797	57 820	52 035
Result on investing activities	25 543	42 437	4 448	20 111	984	3 762	4	41 959	474
Result on hedge accounting	5 436	256	3 793	822	821	(333)	116	(221)	361
Other operating income	102 319	105 410	36 603	41 919	23 797	24 914	21 630	52 707	31 073
Net impairment losses on financial assets and contingent liabilities	(265 187)	(281 737)	(87 164)	(92 024)	(85 999)	(117 146)	(115 922)	(88 533)	(77 282)
General administrative expenses	(1 119 990)	(1 264 891)	(346 838)	(384 193)	(388 959)	(409 465)	(408 780)	(445 891)	(410 220)
Depreciation and amortization	(130 500)	(148 829)	(38 516)	(44 093)	(47 891)	(57 768)	(52 443)	(53 299)	(43 087)
Other operating expenses	(102 017)	(82 959)	(36 921)	(33 549)	(31 547)	(33 639)	(23 443)	(36 749)	(22 760)
Operating result	530 046	291 831	218 367	180 149	131 530	68 552	86 820	115 959	89 052
Banking tax	(154 608)	(133 748)	(51 053)	(51 480)	(52 075)	(52 128)	(51 203)	(50 810)	(31 735)
Profit (loss) before income tax	375 438	158 083	167 314	128 669	79 455	16 424	35 617	65 149	57 317
Income tax expense	(144 869)	(83 227)	(57 524)	(47 453)	(39 892)	(14 420)	(25 399)	(31 776)	(26 052)
Net profit (loss) for the period	230 569	74 856	109 790	81 216	39 563	2 004	10 218	33 373	31 265



Assets

(PLN ths)

Consolidated statement of financial position	30/09/2017	30/06/2017	31/03/2017	31/12/2016	30/09/2016	30/06/2016	31/03/2016	31/12/2015
ASSETS								
Cash and balances with the Central Bank	1 708 096	2 136 821	2 035 492	1 302 847	2 021 495	2 998 185	1 455 294	2 826 416
Loans and advances to banks	273 646	520 270	376 364	1 233 592	281 018	881 471	541 296	495 431
Derivative financial instruments	395 696	394 177	419 433	324 005	323 378	365 705	430 834	368 147
Hedging instruments	20 230	9 682	29 062	18 671	49 063	35 692	26 123	2 711
Loans and advances to customers	56 546 787	56 040 582	55 884 822	55 075 871	54 211 801	53 675 770	52 713 155	52 269 544
Available for sale financial assets	11 218 587	11 098 211	11 018 172	12 497 855	10 464 436	10 011 272	9 484 763	7 845 074
Investment property	54 466	54 466	54 466	54 466	54 487	54 487	54 487	54 627
Intangible assets	260 424	245 367	237 592	246 552	242 688	236 462	253 192	256 455
Property, plant and equipment	507 276	518 260	529 818	546 002	537 341	537 587	531 291	537 201
Deferred tax assets	518 139	504 291	499 021	529 824	485 424	459 761	429 207	465 211
Current tax assets	-	-	-	-	-	-	10 814	-
Other assets	396 832	453 344	514 273	475 314	415 948	460 962	330 145	251 521
TOTAL ASSETS	71 900 179	71 975 471	71 598 515	72 304 999	69 087 079	69 717 354	66 260 601	65 372 338



Liabilities and equity

(PLN ths)

Consolidated statement of financial position	30/09/2017	30/06/2017	31/03/2017	31/12/2016	30/09/2016	30/06/2016	31/03/2016	31/12/2015
LIABILITIES								
Amounts due to banks	6 607 230	6 890 764	5 880 408	7 308 814	6 517 608	8 014 535	8 553 069	9 876 892
Repo transactions	-	-	-	-	-	-	-	-
Hedged instruments	(9 895)	(2 455)	1 783	(4 080)	8 585	13 748	13 676	1 605
Derivative financial instruments	309 422	394 994	345 337	271 757	291 901	358 133	397 890	351 539
Amounts due to customers	55 285 977	55 064 772	55 894 690	55 155 014	52 902 388	51 852 581	47 857 311	46 527 391
Debt securities issued	386 516	387 914	394 153	398 059	396 577	397 816	434 948	469 083
Subordinated liabilities	1 695 470	1 698 941	1 708 282	1 768 458	1 470 248	1 496 873	1 456 494	847 568
Other liabilities	952 263	1 006 120	984 672	1 122 780	1 006 473	1 083 466	1 023 685	816 984
Current tax liabilities	104 171	59 276	8 147	8 313	22 372	4 010	1 299	40 716
Provision for deferred tax	8 022	8 064	8 063	8 022	8 025	8 026	8 026	8 052
Provisions	88 447	86 063	112 300	121 041	143 125	158 916	152 560	164 154
TOTAL LIABILITIES	65 427 623	65 594 453	65 337 835	66 158 178	62 767 302	63 388 104	59 898 958	59 103 984
EQUITY								
Share capital	84 238	84 238	84 238	84 238	84 238	84 238	84 238	84 238
Other supplementary capital	5 127 899	5 127 899	5 108 418	5 108 418	5 108 418	5 108 418	5 092 196	5 092 196
Other reserve capital	909 629	909 629	860 241	860 241	860 241	860 241	780 874	780 874
Revaluation reserve	94 669	112 921	73 799	(497)	174 462	194 153	260 114	198 090
Retained earnings	256 121	146 331	133 984	94 421	92 418	82 200	144 221	112 956
retained profit	25 552	25 552	94 421	17 561	17 562	17 562	112 956	99 663
net profit for the period	230 569	120 779	39 563	76 860	74 856	64 638	31 265	13 293
TOTAL EQUITY	6 472 556	6 381 018	6 260 680	6 146 821	6 319 777	6 329 250	6 361 643	6 268 354
TOTAL LIABILITIES AND EQUITY	71 900 179	71 975 471	71 598 515	72 304 999	69 087 079	69 717 354	66 260 601	65 372 338



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