



BGZ BNP PARIBAS

New Bank BGŻ BNP Paribas strategy for 2018-2021 – information on major strategic goals

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The Management Board of Bank BGŻ BNP Paribas S.A. ("the Bank") hereby informs about major goals of the Bank's strategy for years 2018-2021, as approved by the Management Board and the Supervisory Board of the Bank.

The main assumption of the new "Fast Forward" strategy for 2018-2021 is the focus on client and the digital transformation of products, services and processes, intended to speed up growth and contribute to profitability improvements. The new strategy also includes growth through the acquisition of the core banking activities of Raiffeisen Bank Polska, on the condition that the required approvals are obtained.

Strategic goals are to achieve:

- **NBI growth rate faster than the market,**
- **ROE above 10%,**
- **C/I ratio at approx. 50%.**

The Bank intends to base its business development on five key pillars:

- **simplicity,**
- **digitalization,**
- **quality,**
- **growth,**
- **and enthusiasm.**

Bank BGŻ BNP Paribas has built a sizeable position on the market in recent years but there is still potential for development in key business areas.

- In the retail segment, the Bank plans to introduce a package of initiatives to support further growth by re-designing the customer service process, with a focus on comprehensive service in digital channels, optimisation of the productivity of its network, sales model and remote service as well as the use of advanced big data analytics to better respond to client needs.
- In the micro segment, the Bank aspires to be one of banks of first choice, aiming to create a new customer journey and a value proposition for e-commerce clients and start-ups.
- In the corporate segment, the Bank intends to strengthen its established position, focusing on implementing a new value proposition spanning electronic banking, investment banking and solutions supporting the international expansion of domestic businesses.

The acquisition of the core banking activities of Raiffeisen Bank Polska will make it possible to enhance the Bank's presence in large cities and develop its wealthy customer base as well as become one of the leaders in the private banking segment. In the SME area, the acquired business, with a strong distribution network, innovative product platform and modern de-centralised customer service, will let the Bank enter to significant players in this rapidly growing and highly profitable segment.

The planned acquisition will strengthen Bank BGŻ BNP Paribas' position amongst the largest banks in Poland.

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Legal basis

Article 17, item 1 of the MAR Regulation