

LETTER FROM THE CEO

Dear Shareholders, Clients and Employees of Bank BGŻ BNP Paribas,

I believe that we will remember 2018 as the beginning of a new chapter in the history of our institution. Last year, we earned a net profit of PLN 364.7 million, 22.2% greater than in 2017. In 2018, we also unveiled our new strategy – Fast Forward 2018-2021, and as the result of the acquisition of the core business of Raiffeisen Bank Polska, we achieved a leap in the scale of our business, thanks to which we have joined the first league of Polish banks. The acquisition allowed us to strengthen our position as a bank with total assets over PLN 100 billion and improve the structure of generated results by increasing non-interest income.

Being one of the leading banks in the country is not just prestigious – it is also an obligation to provide services at the highest level. This is why we are pursuing the transformation programme and are changing for our customers through implementation of new solutions and improvements in our offer for clients. We have launched Apple Pay and are consistently expanding the GOMobile application, adding new functionalities. We are glad that the application doubled the number of active users to 164,000 and tripled the number of transactions to 4.4 million. We are also continuing to expand our network of branches in a new, digital and cashfree format. To our great pleasure, implemented changes positively influence our key business dynamics.

Having the status of a leading Polish bank also means commitment towards the society. Bank BGŻ BNP Paribas understands corporate social responsibility in a holistic and multi-level manner. Last year, we established strategic cooperation with the charitable campaign Szlachetna Paczka and made a contribution to the debate on women's place and role in society and business with our campaign "Why are there no women on banknotes". Supporting economic development in the long-term perspective is the key dimension of our organization's responsibility. We understand this as financing clients in accordance with ethical principles and taking into account the challenges of sustainable development. Taking into account global climate challenges, the Bank constantly develops the offer of products and services supporting customers in the transition to a low-carbon economy. We understand CSR in a universal manner, also as our internal activities and responsibility towards our employees, as only by being an attractive employer will we be able to attract talented and enthusiastic employees, who will be providing services with passion and involvement.

Joining the premiere league of Polish banks is also a commitment towards our shareholders. This would not have been possible without their support. The issue of shares in 2018 and retention of profits ensured that the equity meets regulatory requirements, and provides a base for the further growth of the Bank and value creation for our shareholders. The European Bank for Reconstruction and Development became one of our largest shareholders, which in our view is a token of its trust in our strategy and growth prospects.

I wish to present to you the annual report of Bank BGŻ BNP Paribas. This is the last report in which our Bank uses this name. In 2019, we will rebrand and we will continue works on integration and further development of the Bank. In 2018, we laid solid foundations for further growth, as you will learn by reading this report.

Sincerely,

Przemek Gdański

CEO, Bank BGŻ BNP Paribas

