



BNP Paribas Bank Polska S.A.
GROUP

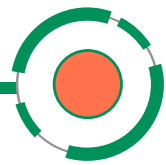
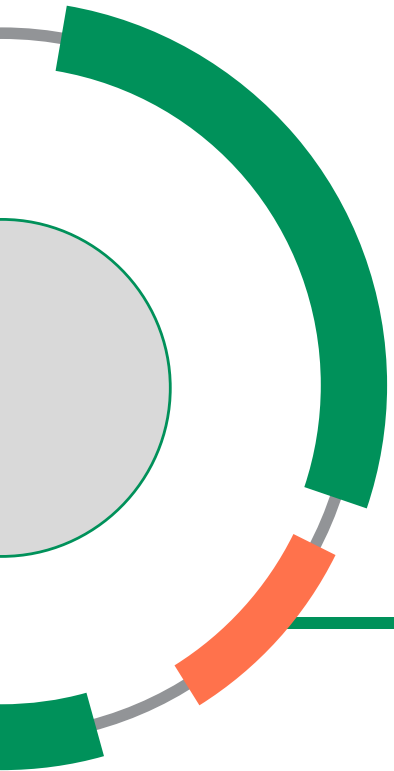


BNP PARIBAS

**Presentation of Q1 2019
Financial Results**

Warsaw, 16 May 2019

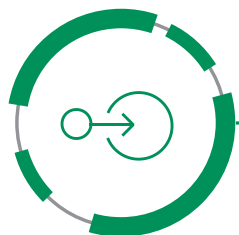
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- **Key facts & information**
 - **Macroeconomic environment**
 - **Capital Group financial results**
 - **Business segments performance**
 - **Appendices**



Key facts & information

Promising start of 2019

First full quarter after the merger with the RBPL Core Business (Core RBPL)



Integration

- ✓ Successful rebranding:
 - new brand positioning
 - flagship products offer introduction
 - distribution network unification



Business growth

- ✓ Lending volumes growth: +39% y/y
- ✓ Customer acquisition increase: +76% y/y



Transformation

- ✓ New digital solutions (Loan eApplication, Agronomist)
- ✓ Growing number of mobile users
- ✓ Branch network transformation

Profitability increase

ROE **7.7%***
+2.4 pp y/y

C/I **60.1%***
-4.2 pp y/y

Successful rebranding

Brand repositioning, new offer



BNP PARIBAS

One Bank
for customers



Physical rebranding of
networks and systems
Unification of the service
model

Brand
repositioning



Rebranding campaign
Increased brand recognition
Improvement of customer satisfaction
confirmed in the NPS growth

New flagship
product offer



New 'world open' products –
behavior-based addressing of
customers' needs
A simple service standard
focused on what is important for
the customer

Continued progress on strategy execution

Key achievements in each of the strategic pillars

Growth

- New, competitive accounts and cards offer for retail customers.
- New offer for Micro companies including added services package (e.g. GOKsięgowość, eMikro faktoring, debt collection).
- Development of mobile application offer, e.g. travel insurance.
- Further growth of mortgage loans and personal accounts sales.

Simplicity

- Actions aimed at increasing the effectiveness, including employment restructuring and reduction of the number of branches (109 branches and franchises closed since the Core RBPL acquisition).
- Increased level of credit decisions automation for Micro companies and Food&Agro customers.
- Optimisation of onboarding processes for retail customers and Micro companies due to paper documentation reduction.

Quality

- Significant improvement of the customer satisfaction vs. 2018 reflected in NPS result growing to 44 (4th position among the Polish banks).
- 2019 Service Quality Star award in the 12th edition of the Polish Service Quality Programme.
- Start of the 'Customer Excellence Board' forum – an initiative aimed at improvement of the customer experience in the scope of cooperation with the Bank.
- 'Golden Banker' award for the best mortgage loan.



Digitalization

- Implementation of Loan eApplication in corporate banking.
- Distinction in the Golden Banker competition for implementation of electronic signature for loan agreements.
- Launch of the Agronomist.pl portal – an innovative platform connecting farmers, processors and the financial sector.
- Further transformation of branches towards a new, technologically advanced format (36 branches at the end of Q1).

Enthusiasm

- Rebranding – higher brand recognition (increase of spontaneous awareness by 6 pp)*.
- #DOCENIAInieoceniam marketing campaign combined with internal activities addressed to employees.
- Numerous workshops and trainings aimed at building common organizational structure of the new merged Bank.
- CSR Silver Leaf award for carrying out consistent activities for sustainable development.

Positive business trends continuation

Execution of the growth strategy including the acquisition of Core RBPL



3,728 k

Bank's customers

+35.4% y/y (-1.3% vs. Q4 2018)*



+47% y/y (+0.5% vs. Q4 2018)

volume of assets under management



+39% y/y (+1.5% vs. Q4 2018)

lending volumes, gross



+216% y/y (+32.1% vs. Q4 2018)

mortgage loans sales



+38% y/y (+4.3% vs. Q4 2018)

personal account sales



331 k

GOmobile & Mobilny Portfel users

+234% y/y (+18.2% vs. Q4 2018)

Financial performance improvement

Result of the increased scale of the Bank's operations and business transformation



PLN 162 m
net profit for Q1 2019

+89.1% y/y



+74.9%
y/y

Net banking income



+76.6%
y/y

Operating costs
PLN 54 m of integration costs
(no integration costs in Q1 2018)



+49.4%
y/y

Cost of risk
at a low level
(50 bps)

quarterly
normalized* (Q1 vs. Q4)

+36.1% q/q

+19.4% q/q

+20.1% q/q

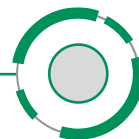
-6.5% q/q

Key financial data in Q1 2019

Increased profitability, safe liquidity and capital position

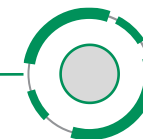
Financial results

Net profit	PLN 162 m	+89% y/y (+PLN 76 m)
Net banking income	PLN 1,145 m	+75% y/y (+PLN 490 m), of which: <i>net interest income: PLN 770 m, +71.2% y/y</i> <i>net fee&commission income: PLN 206 m, +70.6% y/y</i> <i>net trading income: PLN 168 m, +122.8% y/y</i>
Costs	PLN 744 m	+77% y/y (+PLN 323 m)
C/I ratio	64.9%	+0.6 pp y/y
C/I ratio (normalized**)	60.1%	-4.2 pp y/y
Net impairment losses	PLN 93 m	+49% y/y (+PLN 31 m)



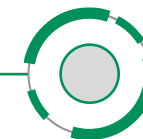
Volumes

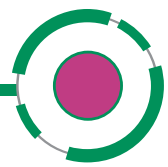
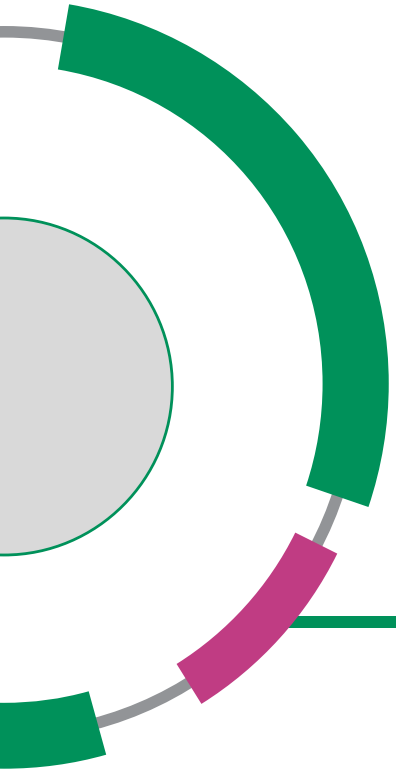
Assets	PLN 109 bn, +51.3% y/y
Loans (gross)	PLN 78 bn, +39.3% y/y
Customer deposits*	PLN 86 bn, +55.9% y/y
Equity	PLN 10,686 m, +68.7 y/y



Ratios

Total capital ratio	14.57%
Tier 1 ratio	12.32%
Net loans to deposits	86.7%
ROE	6.1%
ROE (normalized**)	7.7%



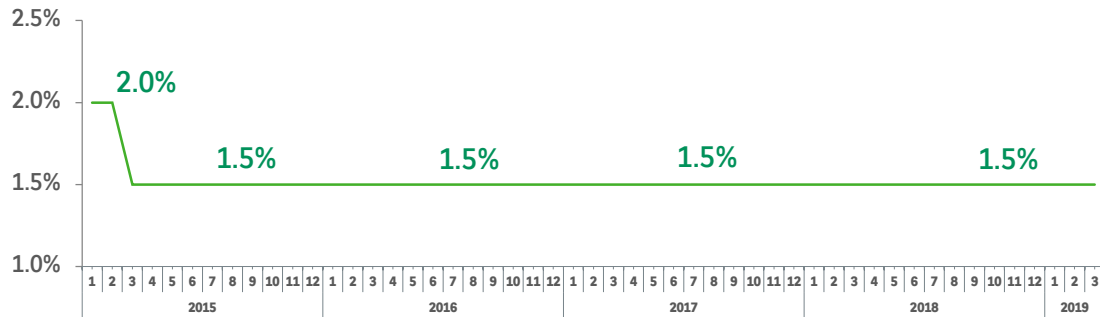


Macroeconomic environment

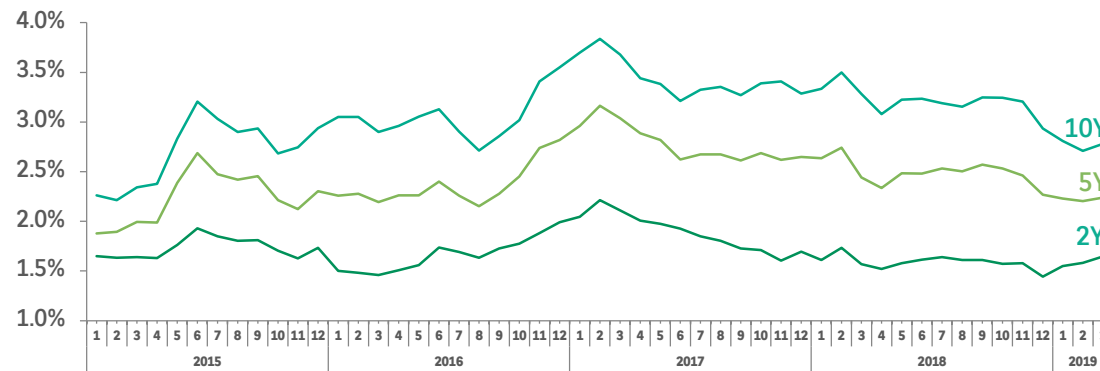
Financial markets

Stable interest rates and zloty rate

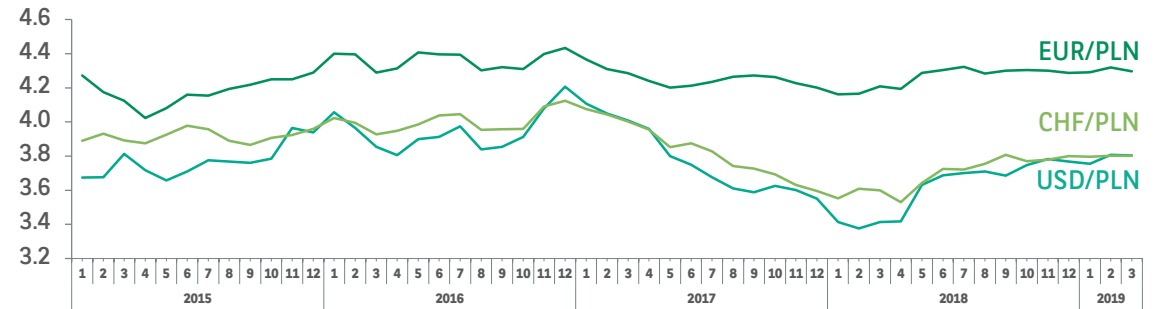
NBP reference rate



Bond profitability



Exchange rates

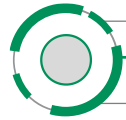


Interest rates and exchange rates

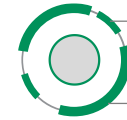
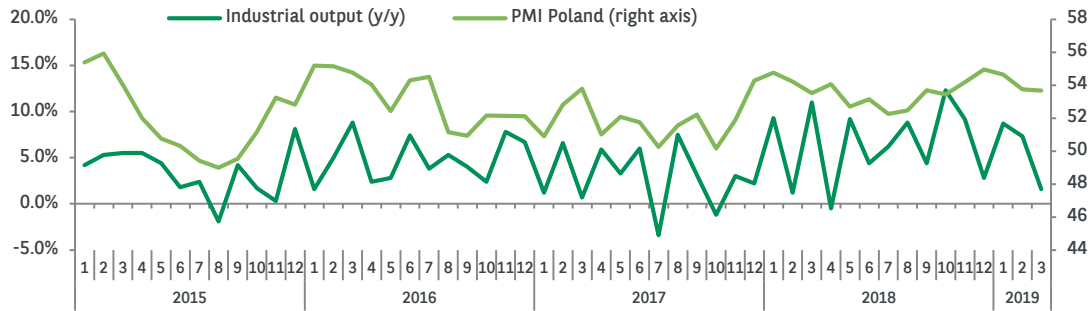
- By the end of 2019, interest rates are expected to remain stable and the inflation rate is expected to remain below the target 2.5% y/y.
- In Q1 2019, the EUR/PLN exchange rate was relatively stable and stood at around 4.30. The USD/PLN exchange rate in this period fluctuated between 3.70 and 3.85, similarly to the CHF/PLN exchange rate, varying between 3.75-3.85. We expect the EUR/PLN exchange rate to stand at around 4.30 in the second quarter 2019.
- The expected suspension of the Fed's interest rate increase cycle and no changes expected in the ECB interest rates, at least in 2019, suggest stable bond yields in the nearest future.

Stable macroeconomic situation

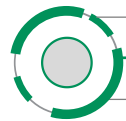
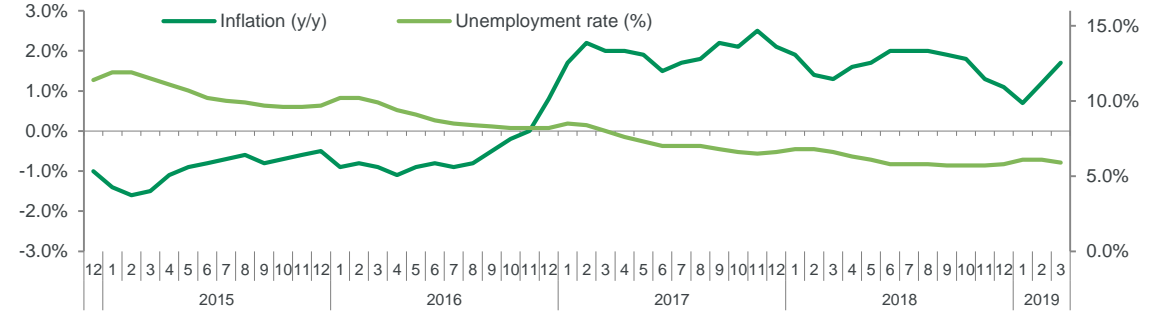
Minor GDP slowdown, inflation rate increase



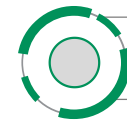
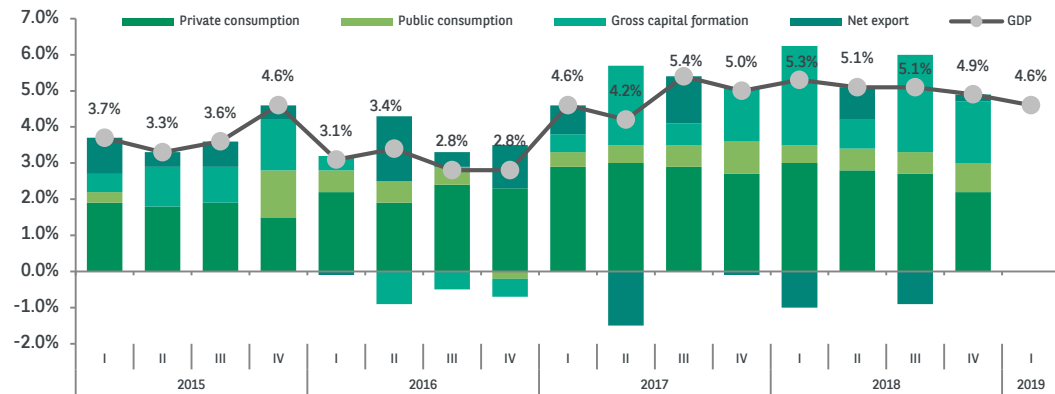
Economic sentiment



Inflation rate and unemployment

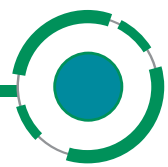
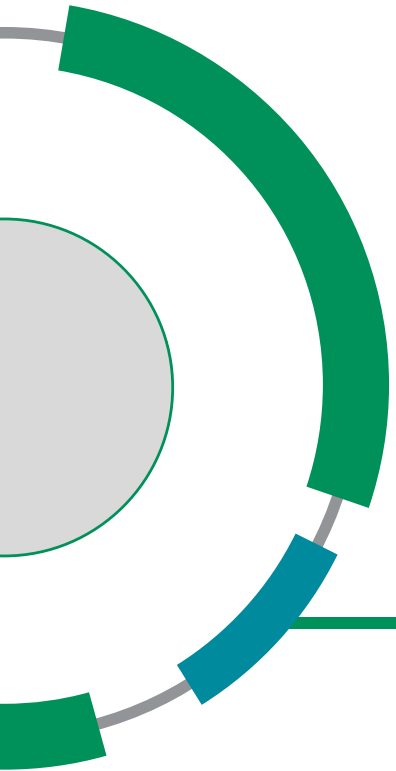


GDP growth



Economy in Q1 2019

- Since mid-2017, GDP growth has stood at around 5% y/y. Loan growth rate remains moderate and close to the GDP nominal growth. Supply limitations may contribute to a weaker GDP growth in subsequent quarters; however, the scope of the slowdown will be limited by the planned increase in government fiscal spending.
- The main economic growth driver is consumption supported by good consumer sentiment, rising salaries and employment rates, as well as by social transfers. Investments, mainly government-led, rose in 2018, driven by an increased use of EU funds. Relatively low growth of company investment may account for the low growth rate of loans to non-financial companies.
- In March, CPI increased to 1.7% y/y, mostly due to higher core inflation and food prices.



**Capital Group
financial results**

Capital Group financial results in 2019

Nearly twofold increase of net profit despite higher Bank Guarantee Fund (BFG) and integration costs

	Q1 2019* PLN m	Q1 2018 PLN m	Change y/y	Change y/y normalized**
Net banking income	1,144.8	654.6	+75%	+74%
Total costs	(743.6)	(421.0)	+77%	+63%
Net impairment losses	(93.2)	(62.4)	+49%	+49%
Tax on financial institutions	(70.3)	(50.0)	+41%	+41%
Gross profit	237.7	121.2	+96%	+141%
Net profit	161.6	85.5	+89%	+141%

	Q1 2019 PLN m	Q1 2018 PLN m	Change y/y	Change y/y normalized**
Return on equity (ROE)	6.1%	5.3%	+0.8 pp	-
Return on equity (ROE)**	7.7%	5.3%	-	+2.4 pp
Costs / Income (C/I)	64.9%	64.3%	+0.6 pp	-
Costs / Income (C/I)**	60.1%	64.3%	-	(4.2 pp)
Total capital ratio	14.6%	13.8%	+0.8 pp	-
Tier 1 capital ratio	12.3%	10.8%	+1.5 pp	-

* The financial results of BNP Paribas Bank Polska S.A. for Q1 2019 include the results of RBPL Core Business acquired on October 31, 2018

** Excluding integration costs

Q1 2019 integration costs – PLN 54.3 m, of which:

- PLN 57.0 m – administrative expenses, depreciation & amortization
- PLN -2.7 m – other operating expenses

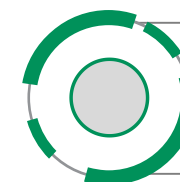
No integration costs in Q1 2018

Net profit increase +89% y/y

Events affecting the comparability of Q1 2018 and Q1 2019 results:

- incorporation of income and costs of the RBPL Core Business to Q1 2019 results,
- higher BGF costs (as a result of annual contribution to the banks' resolution fund in 2019 increased). The costs in Q1 2019 were higher by PLN 90.1 m y/y,
- PLN 54.3 m of integration costs charged to Q1 2019, no such costs in Q1 2018.

Additionally, the comparability of general administrative expenses in 1Q 2019 was affected by the implementation from January 1, 2019 of IFRS 16 "Leasing" which caused shift of rental, car leasing and IT equipment costs to depreciation (PLN 29.6 million) and interest costs (PLN 2.3 million).



Excluding integration costs,
Q1 2019 net profit amounted to
PLN 205.6 m (+140.6% y/y)

Continued growth of lending

Gross loan portfolio growth of +39.3% vs. Q1 2018 (+1.5% vs. Q4 2018)

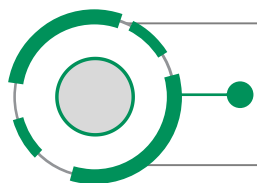
PLN m

Substantial growth in the gross loan portfolio* of 39.3% y/y to PLN 77.7 bn (+1.5% vs. December 2018):

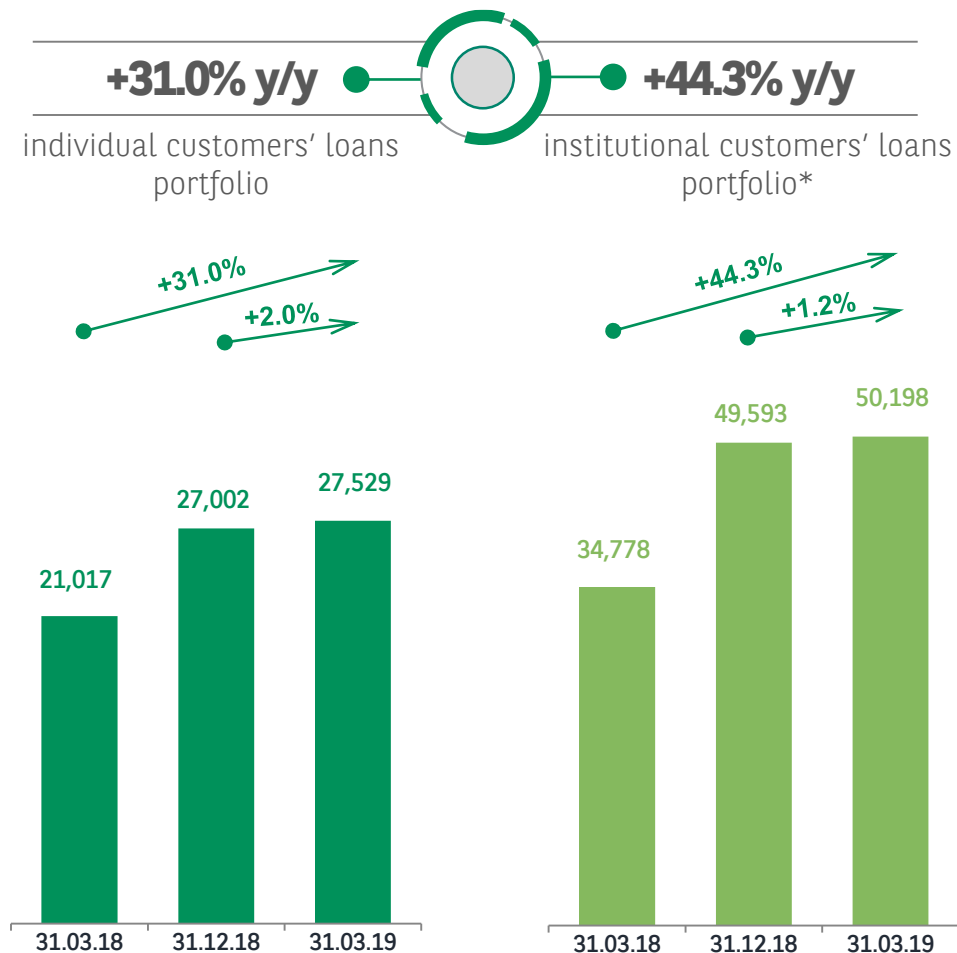
- higher growth rate of individual loans value (+2.0% vs. December 2018) as compared to institutional loans (+1.2% vs. December 2018),
- 64.6% share of institutional customers in the Bank's loan portfolio (+2.3 pp y/y),
- 35.4% share of individual customers in the Bank's loan portfolio (-2.3 pp y/y).

Increased portfolio diversification:

- share of loans to individual farmers in the total gross loan portfolio down by 5.9 pp y/y, to 14.0%,
- share of FX mortgage loans in the total gross loan portfolio down by 2.9 pp y/y, to 6.6%.



Customer loans market share of 5.95%



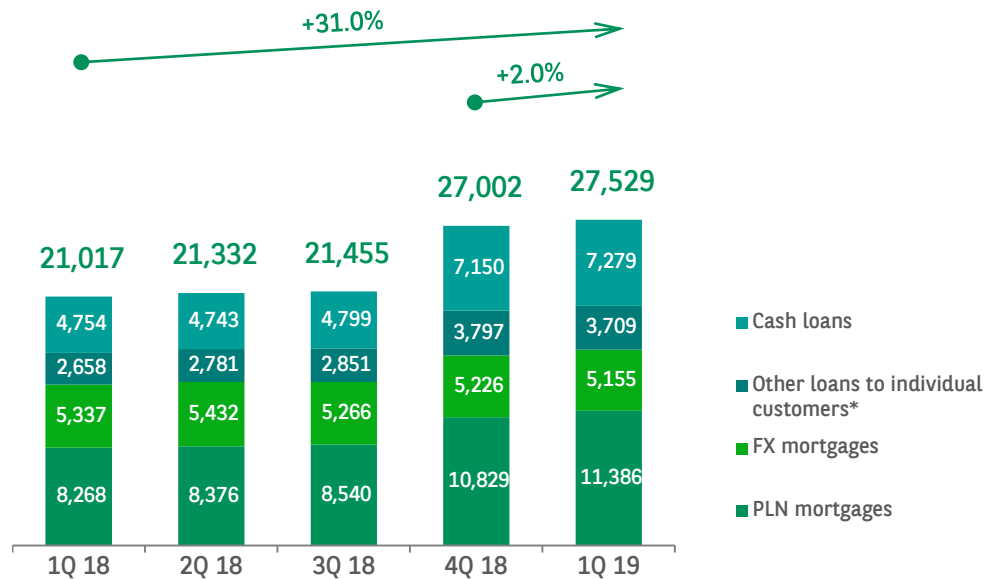
* Including the portfolio measured at fair value

Gross loan portfolio

Positive changes in the portfolio structure y/y, well-balanced growth of the loan volume in Q1 2019

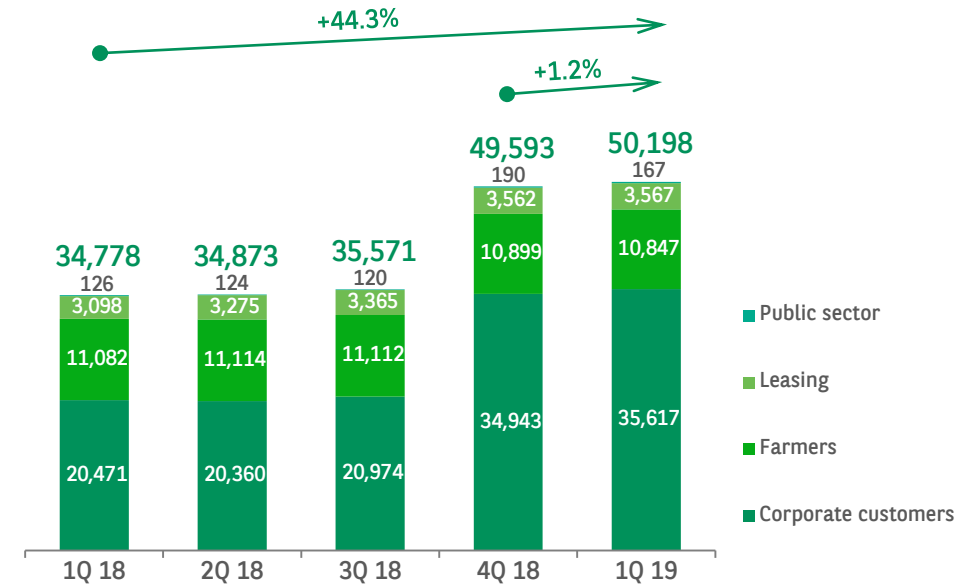
PLN m, end of quarter

Individual customers' loans



- Lower individual loans growth rate following the sale of NPL receivables in Q1 2019 (PLN 364 m). Excluding this sale, the dynamics would be at the level of around 3% as compared to December 2018.
- The highest growth dynamics q/q for PLN mortgages (+5.1% with margins being preserved) and cash loans (+1.8%).
- The share of mortgages in total individual loans amounted to 60.1% (-4.6 pp y/y). The share of FX mortgages amounted to 18.7% (-6.7 pp y/y).
- The share of cash loans was up by 3.8 pp to 26.4%, contributing to an improvement in total loan portfolio profitability.

Institutional customers' loans**



- The growth mainly in the corporate loans portfolio (+1.9% vs. December 2018).
- The share of corporate loans in total institutional loans amounted to 71.0% (increase by 12.1 pp y/y).
- The share of loans to individual farmers in total institutional loans amounted to 21.6% (decrease by 10.3 pp y/y).

* including car loans, overdraft facilities, credit cards

** Including the portfolio measured at fair value for the agro loans and institutional loans (breakdown based on MIS data)

Strong deposit base

Increased deposits as a result of Core RBPL acquisition, continuous optimisation of the liquidity position

PLN m

Higher deposit balance (+60.0% y/y)

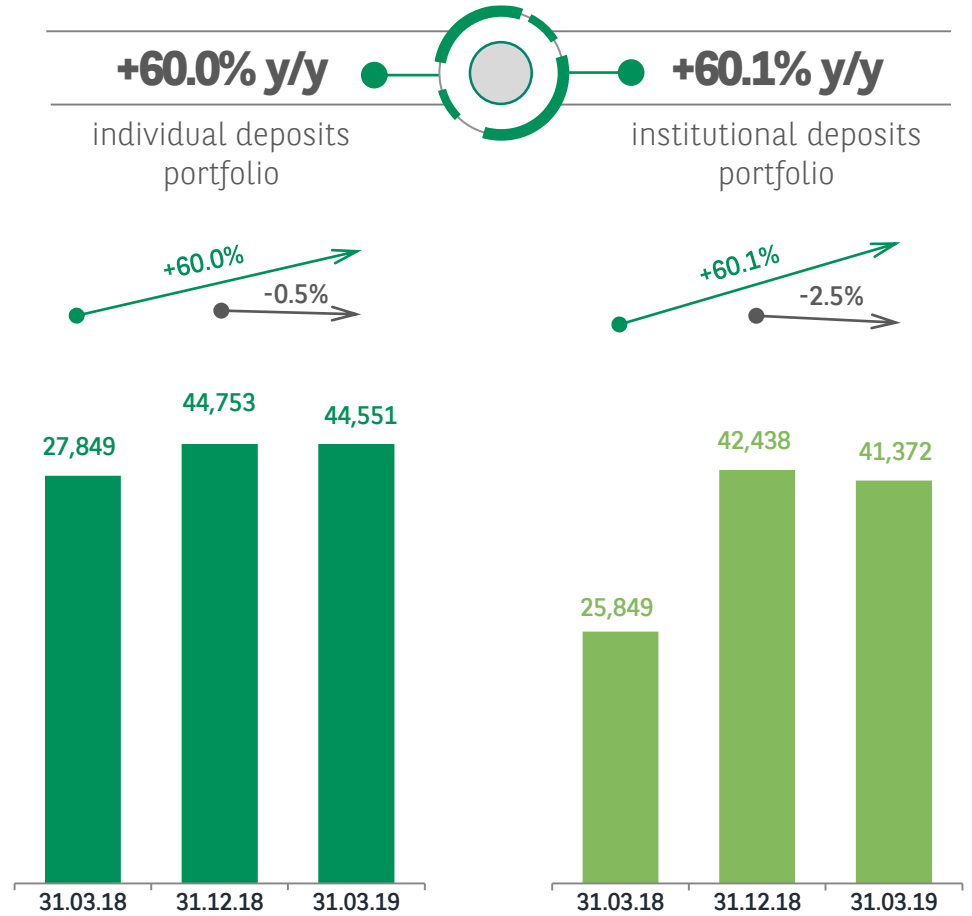
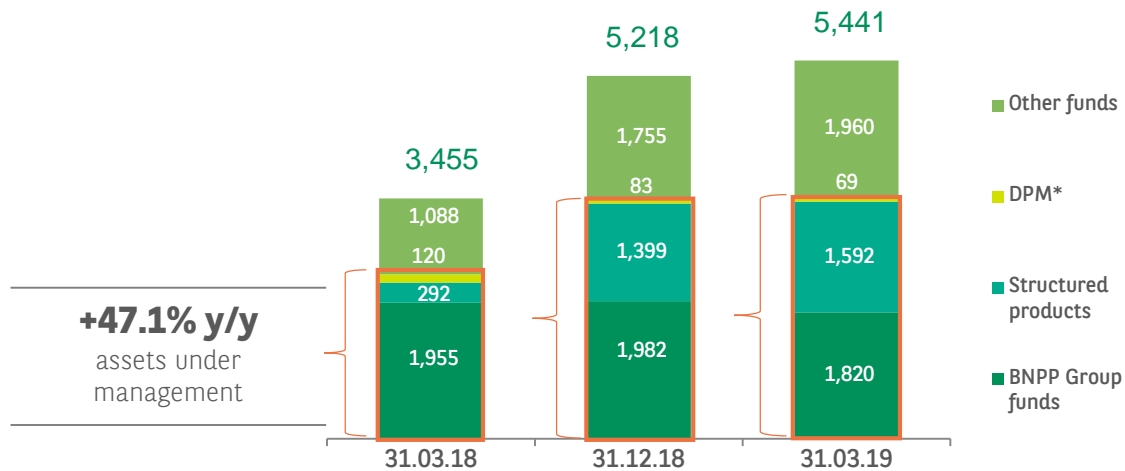
increased share of current accounts in total customer deposits (by 9.1 pp to 63.0%).

Decrease of deposit balance as compared to Dec. 2018 (-1.5%)

as a result of continued optimization of the liquidity position after the merger with the Core RBPL.

Growth in investment products volume (+57.5% y/y, +4.3% vs. XII 2018)

increased volume of other funds (Core RBPL acquisition) and of structured products (IBV).

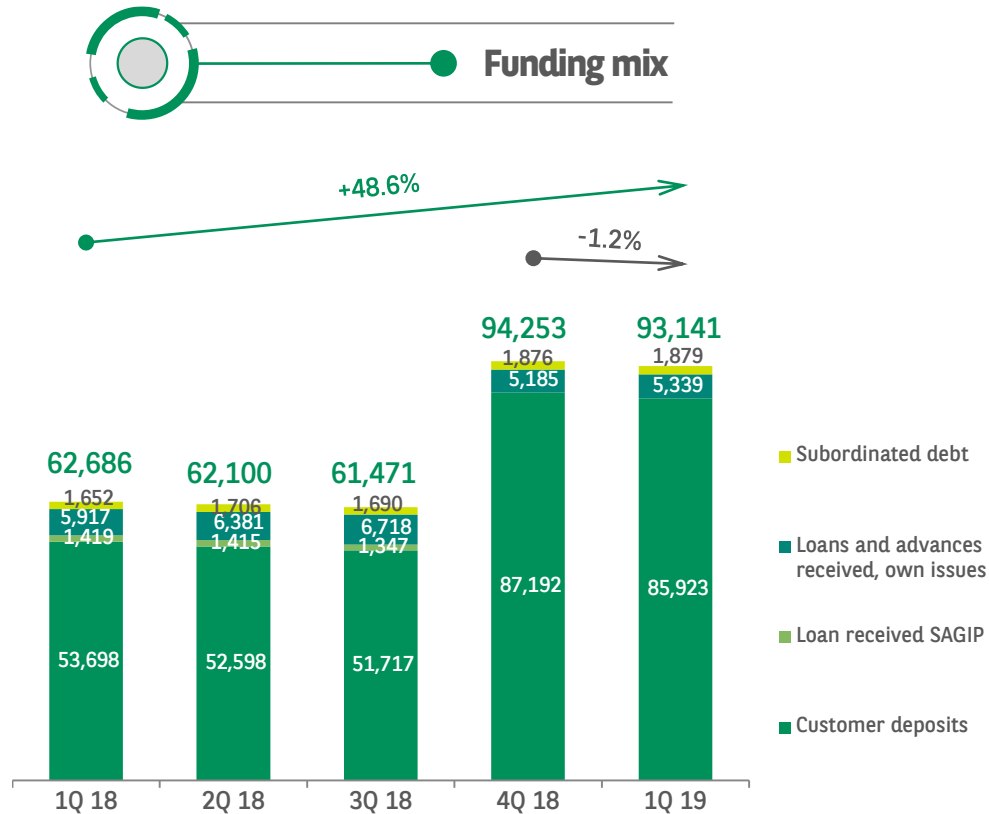


* Discretionary Portfolio Management

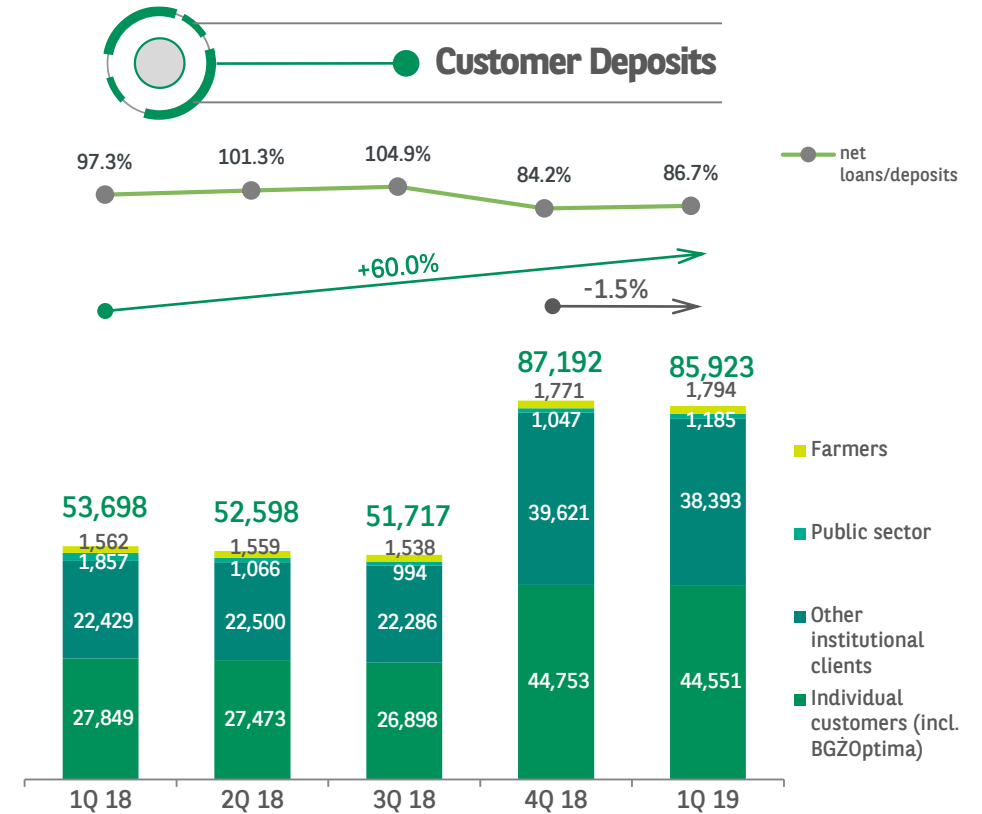
Funding mix – higher share of customer deposits

Improvement in the Bank's liquidity position as a result of the Core RBPL acquisition

PLN m, end of quarter



- The share of customer deposits in total funding mix increased to 92.3% (by 6.6 pp y/y), slight decrease q/q.
- As a result of securitisation in Q4 2017, the Group gained funds from bonds issued by SPV in the amount of PLN 2.2 bn. They replaced part of the funds acquired from banks in the form of loans and advances.

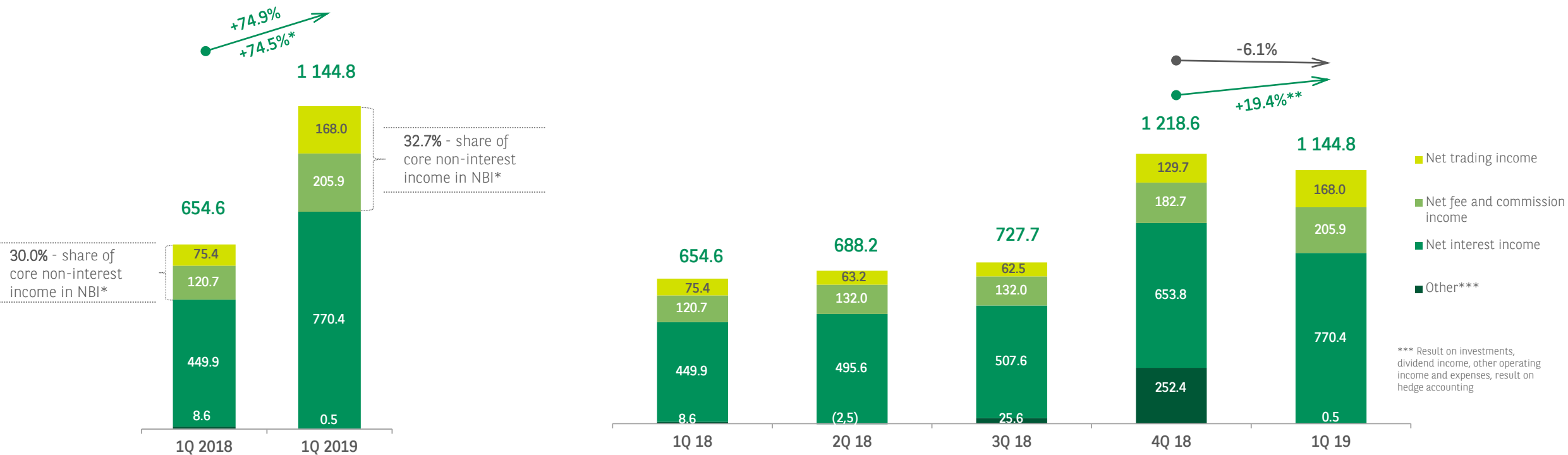


- The share of other institutional customers and non-banking financial customers in total customer deposits increased respectively to 39.9% (by 0.6 pp y/y) and 4.8% (by 2.3 pp y/y).
- Stabilization of the share of individual customers and decrease in the share of farmers in total customer deposits (at the level of 51.9% and -0.8 pp to 2.1% respectively).
- Decrease in the volume of deposits obtained through BGZOptima as a result of pricing policy optimisation (-40.0% y/y).

Net banking income

Positive dynamics of all key revenue items, share of non-interest income increasing

PLN m



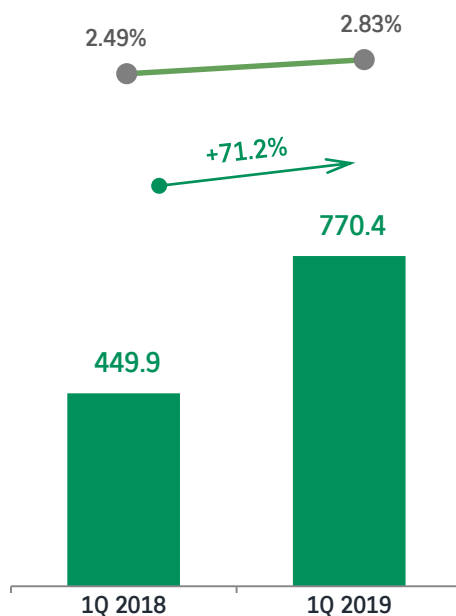
- Positive impact of the RBPL Core Business income recognition in Q1 2019.
- Trading income improved by +122.8% y/y, and net fee and commission income increased by +70.6% y/y.

- Greater importance of the net trading income, and the net fee and commission income after finalization of the RBPL Core Business acquisition.
- Negative impact of loan portfolio valuation measured at fair value in Q1 2019 (-PLN 7 m vs. +PLN 8 m in Q1 2018).
- The Other category includes in Q4 2018 an amount of PLN 291.7 gain on the bargain purchase of the RBPL Core Business and integration costs recognized in other operating expenses, including PLN 22 m provision for branch restructuring costs and PLN 7.5 m impairment costs of fixed assets.

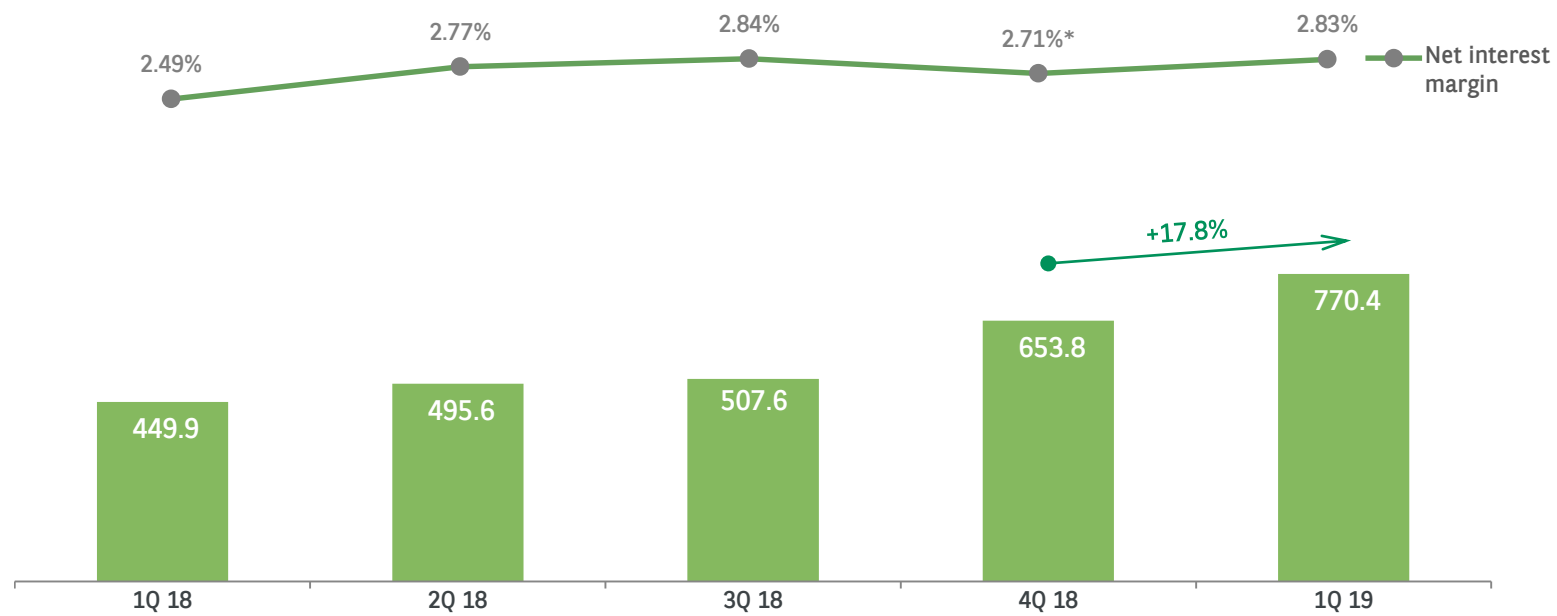
Net interest income

Higher net interest income as a result of finalising the Core RBPL acquisition and further deposit margins increase

PLN m



- Increase in the net interest income as a result of incorporation of the Core RBPL result in Q1 2019.
- Improvement of deposit margins driven by the deposit base optimisation.



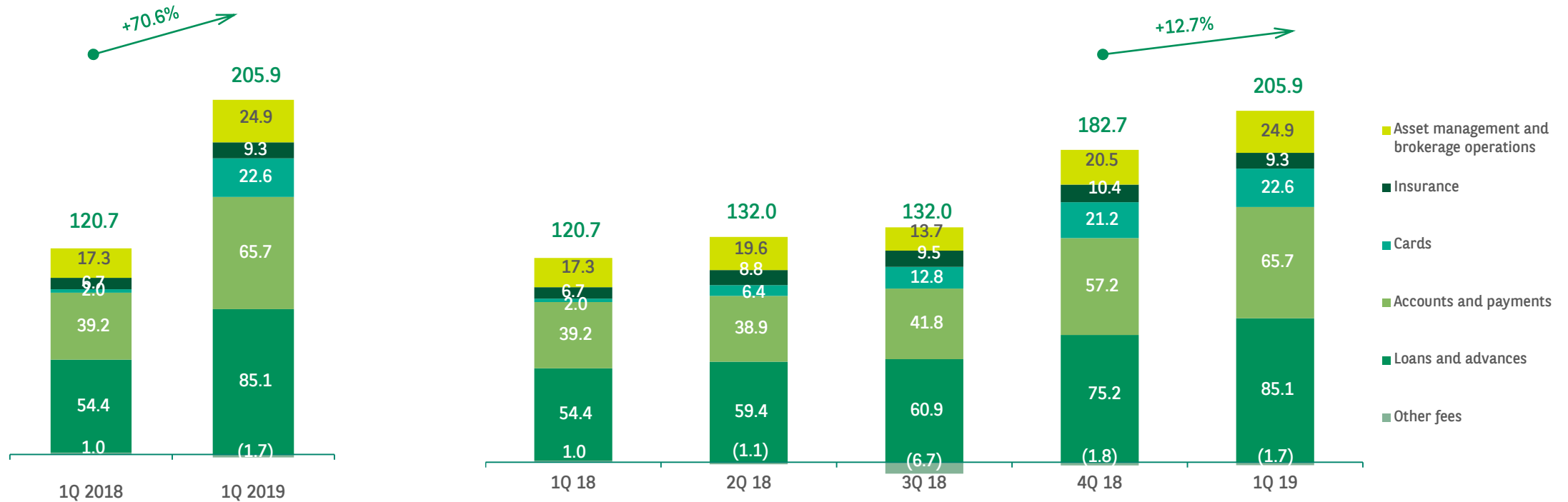
- Net interest income for Q4 2018 includes two months, while the result for Q1 2019 covers three full months of the Core RBPL result.
- The improved liquidity position as a result of the Core RBPL acquisition made it possible to keep on optimizing the pricing policy and improving deposit margins.
- The increase in loan volumes was among net interest income growth drivers in Q1 2019.
- The net interest income in Q1 2019 includes fair value unwinding in the amount of PLN 32.3 m for the Stage I loan portfolio purchased as part of the Core RBPL (PLN 18.0m in Q4 2018).
- Early repayment of loans received from BNPP Group – negative impact of PLN 31.8m in Q4 2018.

* Net interest margin is calculated as a ratio of net interest income to average total assets as of quarter ends. Due to the significant increase in the total assets as of 31 October 2018 and to the recognition of the net interest income of the purchased Core RBPL for the last two months of 2018 in the Bank's net interest income - for Q4 2018 average weighted days are applied.

Net fee and commission income

Consistent increase in net fee and commission income as a result of greater scale of business activity

PLN m



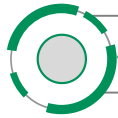
- Higher net fee and commission income y/y as a result of the Core RBPL acquisition.
- Higher fees related to payment and credit cards service (+1,025.9% y/y), loan (+56.3% y/y), accounts and settlement operations (+67.7% y/y) as well as brokerage operations and asset management (+44.1% y/y).

- Net fees & commissions income for Q4 2018 includes two months, and the income for Q1 2019 includes three full months of the Core RBPL result.
- Further increase in the share of brokerage and asset management fees (Q1 vs. Q4 2018 +21.6%) and in the loans and leasing fees (Q1 vs. Q4 2018 + 13.2%)

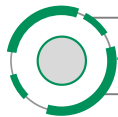
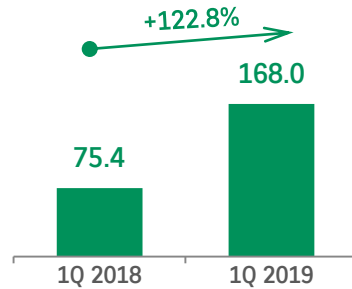
Net trading and investment income

Positive contribution of the Core RBPL

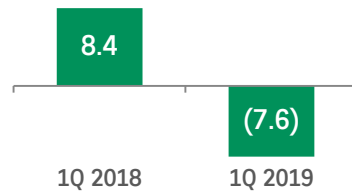
PLN m



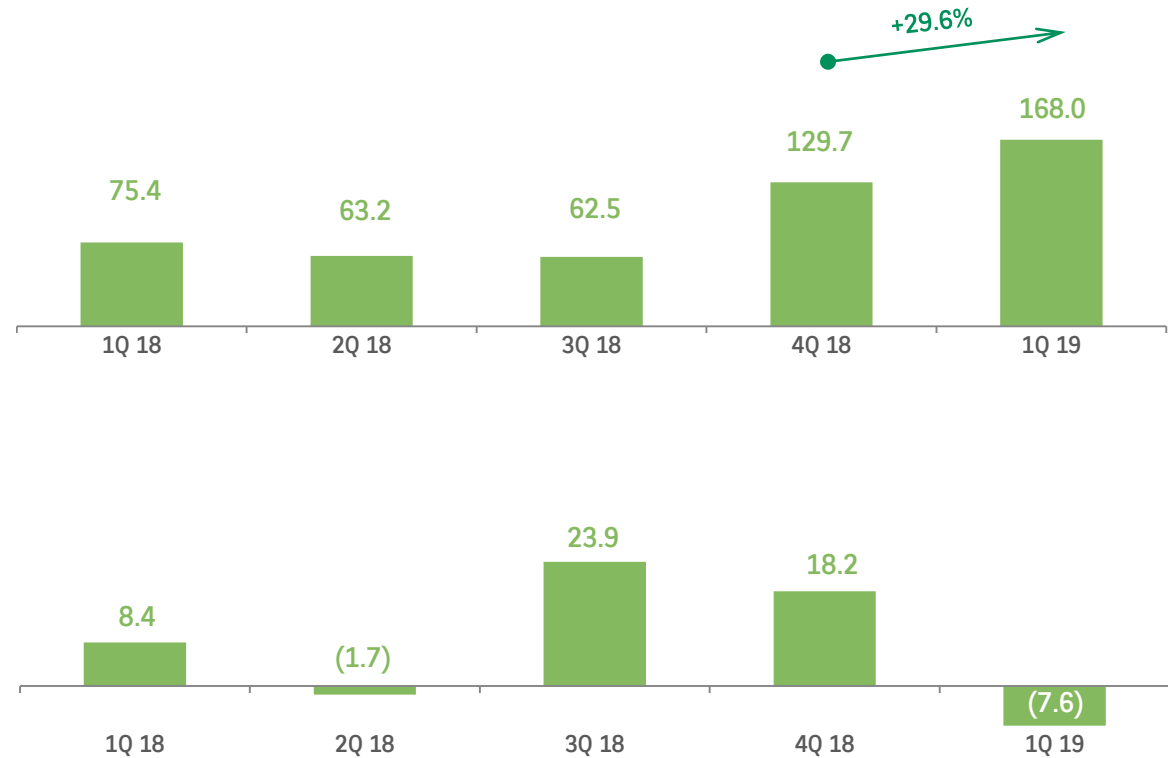
Net trading income



Net investment income



- Higher net trading income as a result of the Core RBPL acquisition finalization (mostly FX transactions).
- Lower net investment income y/y due to negative valuation of the loan portfolio measured at fair value in Q1 2019 (-PLN 6.9 m) as compared to positive valuation of this category in Q1 2018 (+PLN 7.8 m).

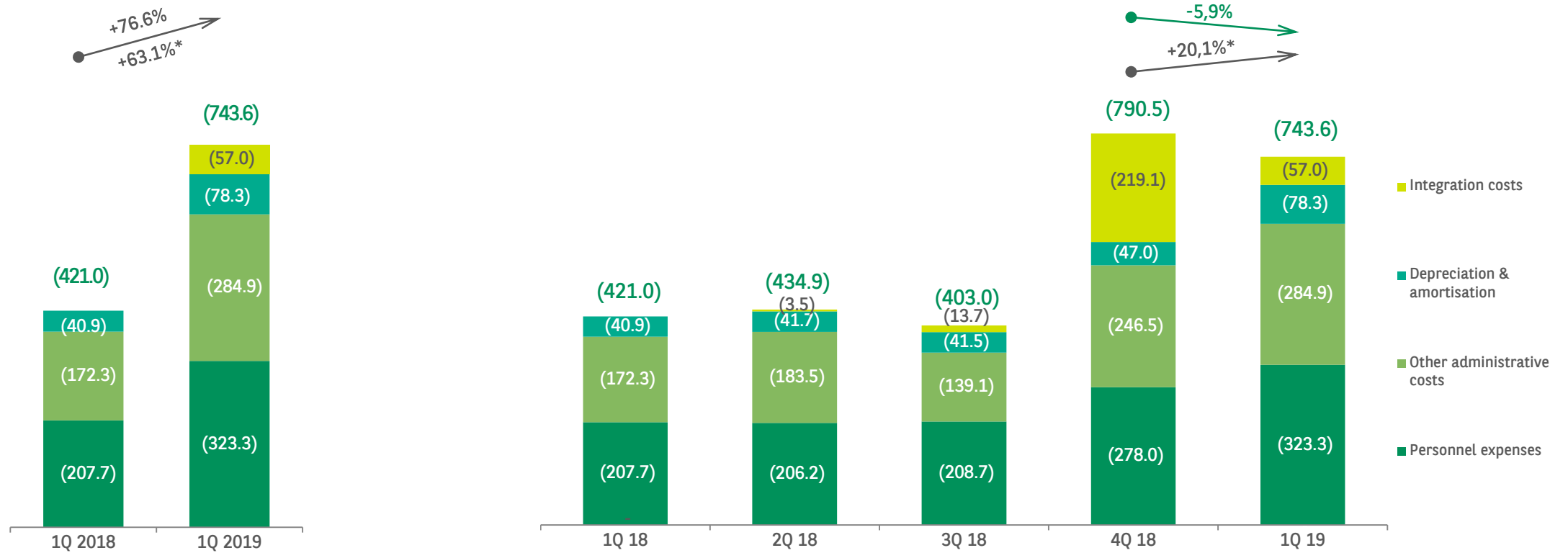


- The Q1 2019 result includes the impact of valuation of loans and advances to customers measured at fair value of -PLN 6.9 m compared to -PLN 13.6 m in Q4 2018, +PLN 23.9 m in Q3 2018, -PLN 12.1 m in Q2 2018 and +PLN 7.8 m in Q1 2018.
- Positive impact of gain on debt securities sale in the amount of +PLN 30.2 m in Q4 2018.

Operating expenses, depreciation and amortisation

Higher costs as a result of the Core RBPL acquisition, increased BGF costs and integration process

PLN m



- Q1 2019 expenses excluding integration costs (-PLN 57.0 m) were up by 63.1% y/y. Q1 2019 integration costs include:
 - cost of accelerated IT systems depreciation due to the merger with the RBPL Core Business - PLN 26.9 m
 - provision for retention programmes - PLN 11.1 m,
 - costs of consulting services - PLN 5.2 m,
 - marketing costs - PLN 4.6 m
- Q1 2019 costs excl. the integration and BGF costs were higher by 45.9% y/y.

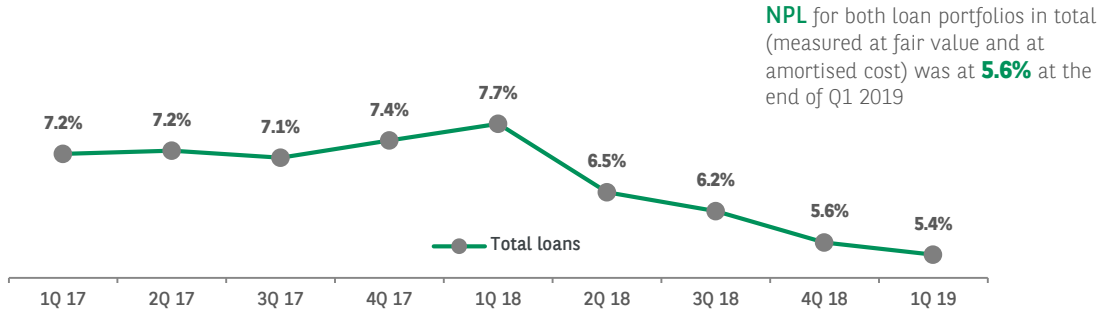
- The operating expenses in Q4 2018 include two months and Q1 2019 three full months of the Core RBPL expenses.
- The costs in Q1 2019 include PLN 129.1 m of BGF costs (including PLN 116.1 m costs of contribution to the banks' resolution fund recognised in total in Q1 2019) as compared to PLN 39.0 m in Q1 2018 (including half of the contribution to the resolution fund for 2018 in the amount of PLN 24.2 m).
- The increase in amortisation and depreciation costs by PLN 29.6 m in Q1 2019 following implementation of the IFRS 16 „Leasing“ as of 1 January 2019 (moving rents costs, car and IT leasing costs records to depreciation).
- First synergies being delivered.

* Excluding integration costs

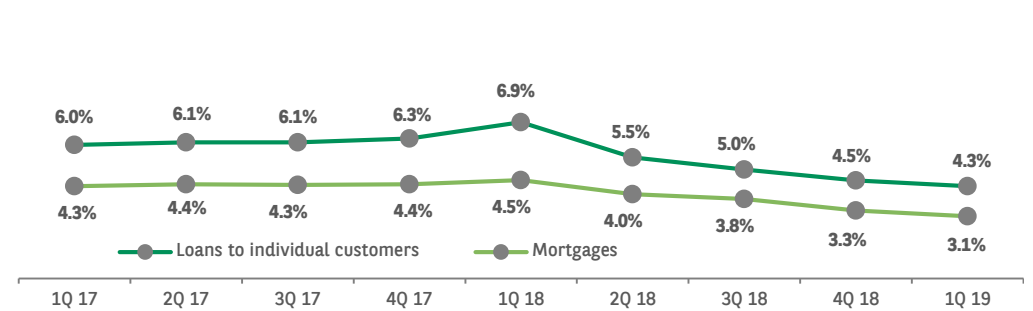
Loan portfolio quality

Improved NPL ratios due to effective risk management and monitoring as well as restructuring processes

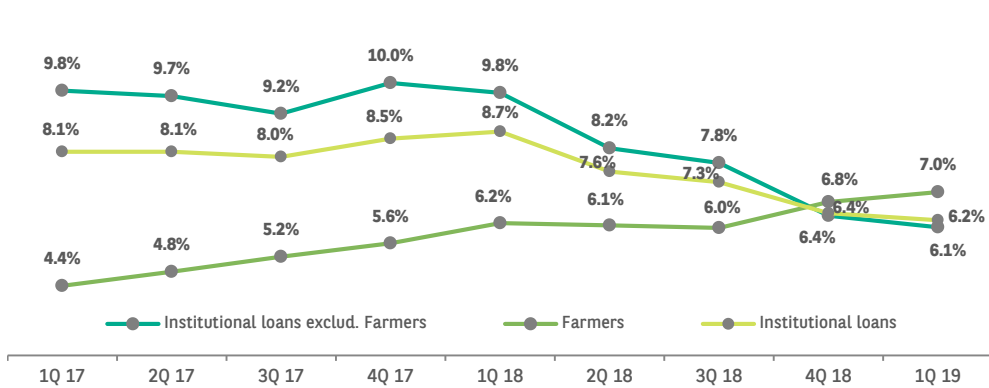
Total loans – NPL*



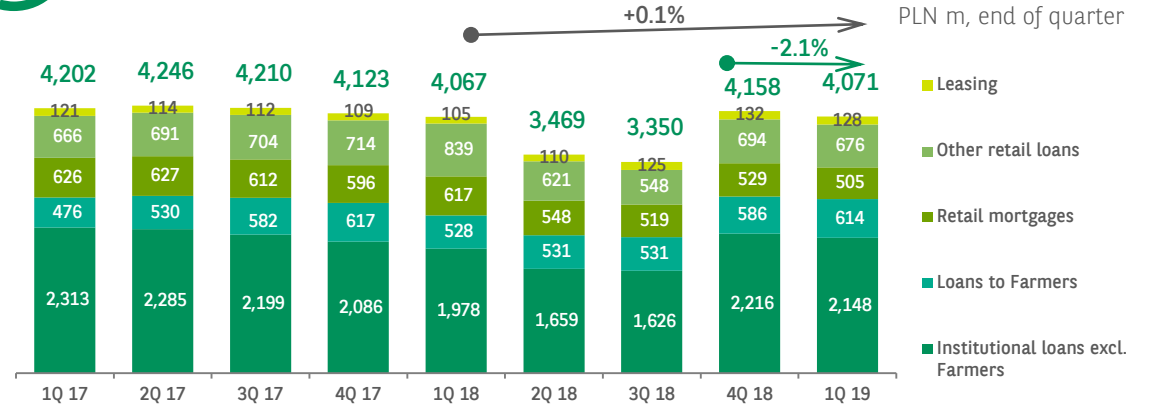
Retail loans – NPL*



Institutional loans – NPL*



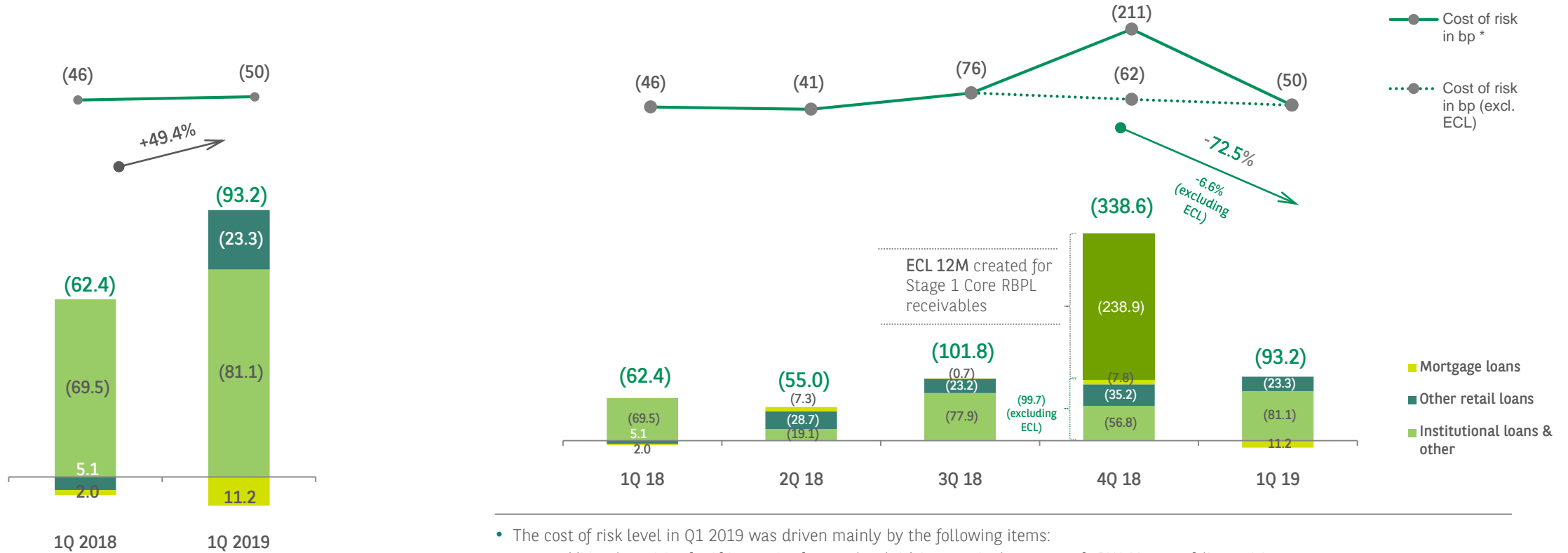
Gross impaired portfolio**



Net impairment losses (by main portfolios)

Stable cost of risk

PLN m



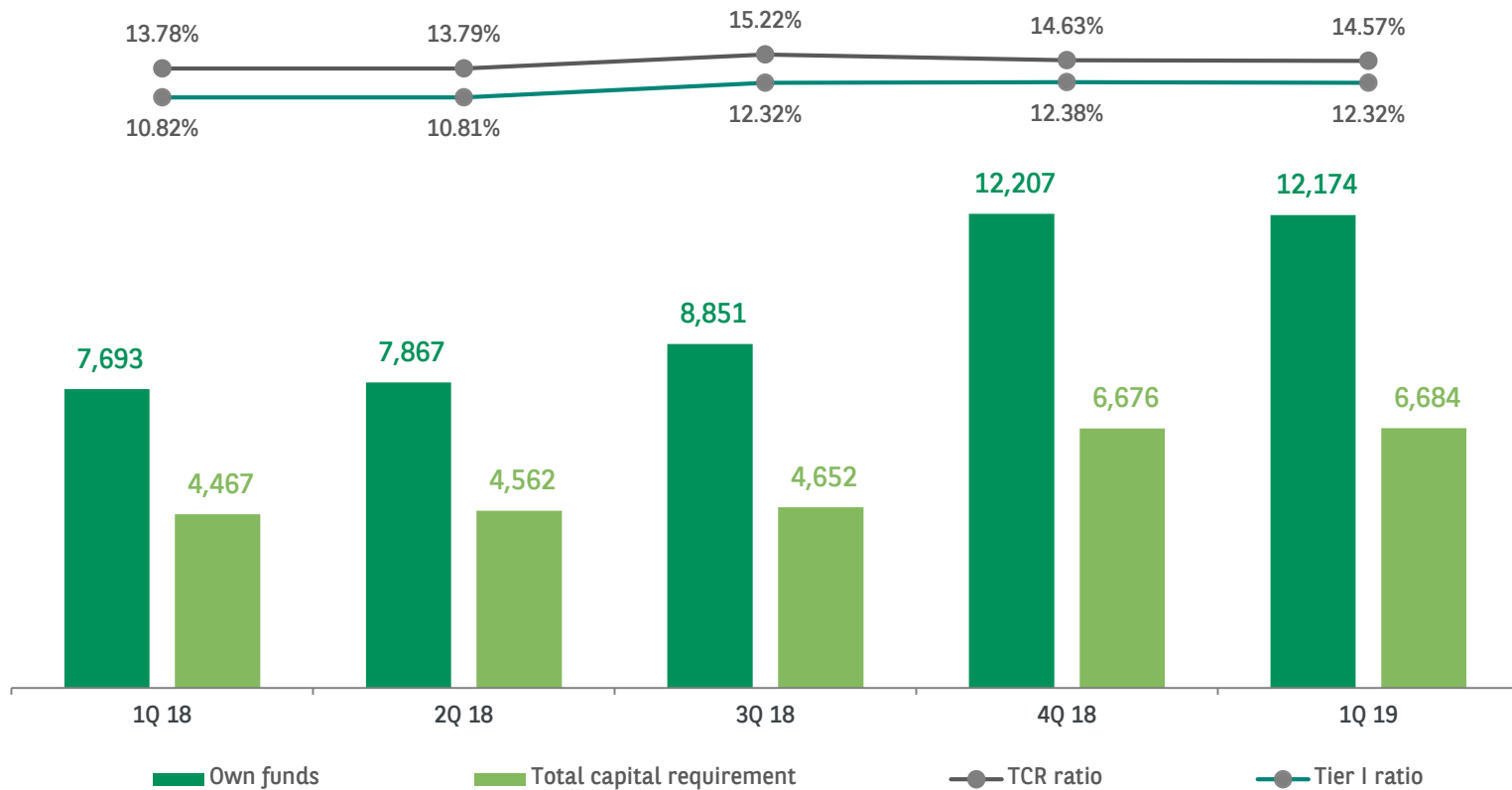
The cost of risk nearly flat in Q1 2019 (+4 pp y/y).

- The cost of risk level in Q1 2019 was driven mainly by the following items:
 - an additional provision for African swine fever -related risk increase in the amount of -PLN 19 m portfolio provision,
 - retail NPL portfolio sale transactions positively impacted net impaired losses (+PLN 8.9 m).
- In Q4 2018, as a result of the Core RBPL acquisition, a write-off for expected credit losses (ECL 12M) was recognised for loans granted to customers and receivables from banks without impairment and for debt securities measured at the amortised cost in the total amount of PLN 238,897 thousand.

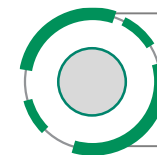
Capital adequacy

Own funds growth as a result of share issues and net profit allocation - capital ratios above the regulatory requirements

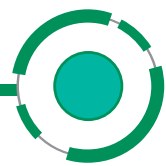
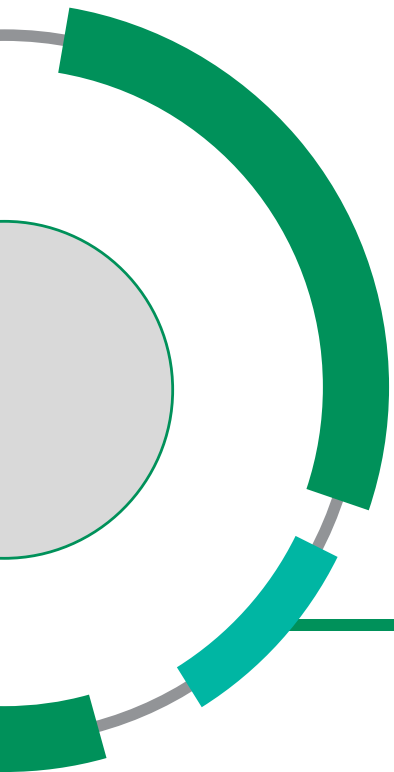
PLN m



- Polish Financial Supervision Authority's (KNF's) approvals obtained for the recognition of the net profit for the first half of 2018 as well as Q3 and Q4 2018 (PLN 364 m in total) in own funds.
- Own funds were up in 2018 due to J and K series (PLN 800 m) and L series (PLN 3,250 m) share issues.



As a result, both standalone and consolidated capital ratios were above the regulatory requirements.



Business segments performance

Retail and Business Banking

Implementation of customer-oriented strategy, continued growth in sales volumes



3.7 m
number of
retail customers

+958 k
+35% y/y

-49 k
-1% q/q

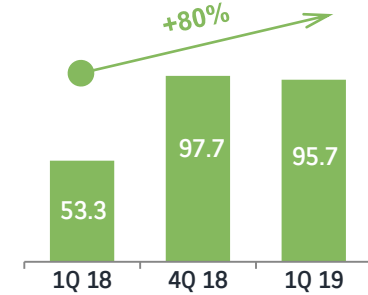
Business developments

- Implementation of **customer-oriented strategy**: customers' satisfaction management (NPS growth), creation of Customer Excellence Board / Advocacy Programme.
- Supporting of **Micro loans sales** through loan sales management initiatives (incl. marketing campaigns: Agro Ofensywa, Biznes Ofensywa, and CRM actions) and **credit process improvement** (incl. Small Ticket & Fast Track for overdrafts and fixed term loans).
- **Mortgage loans**: strong sales results; „Golden Banker” award in mortgage loan category.
- Further **optimization of deposit margins** (savings accounts and term deposits). Increase of current accounts volumes.
- Further development of the **GOmobile app** (GoTravel insurance, push notifications) and mobile transactions – the number of active users more than doubled y/y to 190k (+92% y/y) and the number of transactions tripled y/y to 1.9m.
- Dynamic development of **Apple Pay and Google Pay** – 9x growth in the number of users y/y.

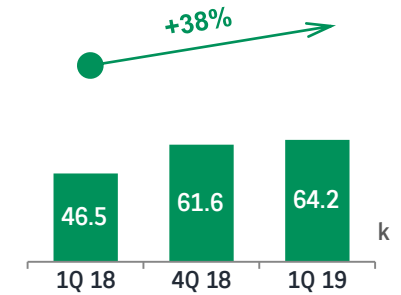
Integration & product offer development

- Successful **rebranding** completion - the entire network operating as **one bank** serving all clients.
- **New offer** of current account packages for both individuals and Micro clients (in sales starting from 8th April).
- Strengthened **cooperation with BNP Paribas Group subsidiaries**: Arval, BGŻ BNP Paribas Faktoring.
- **Network optimization** project (109 branches closed by the end of Q1 2019) accompanied by new-format model **transformation activities**.

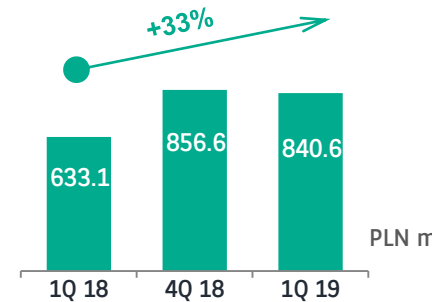
Individual customers acquisition



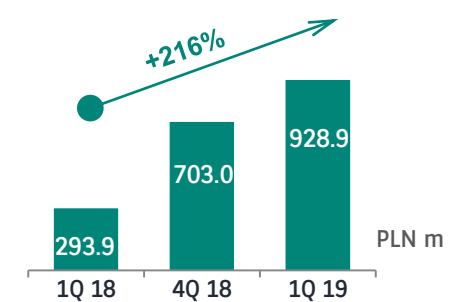
Personal accounts sales



Cash loan sales



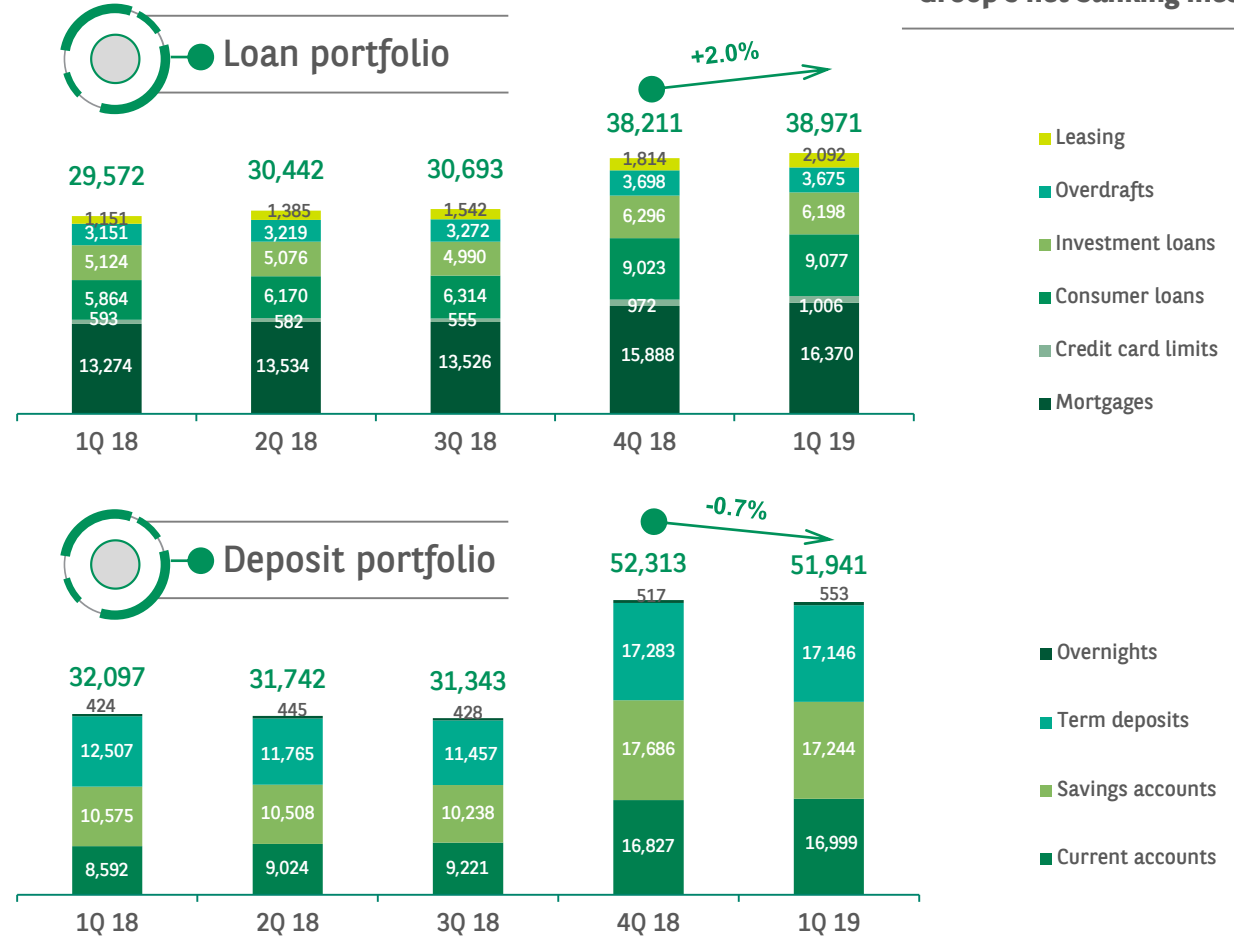
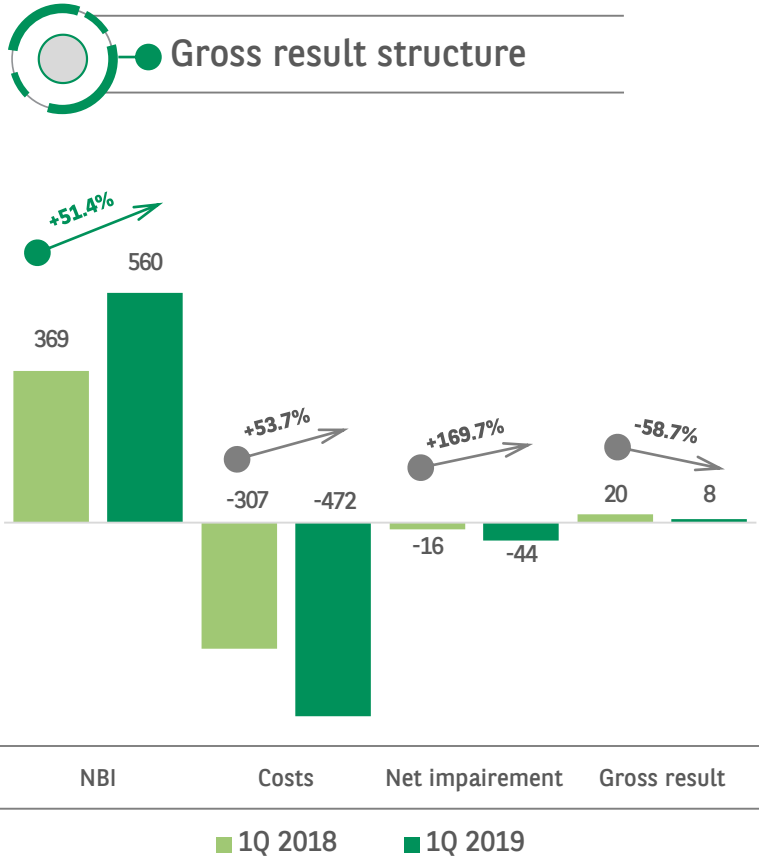
Mortgage loan sales



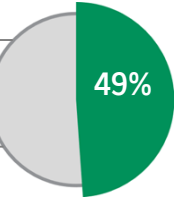
Retail and Business Banking

Significant revenue increase (driven by Core RBPL acquisition and organic growth), higher operating expenses (incl. BGF). Growth of the loan portfolio

PLN m



Segment's share in the Group's net banking income



SME Banking

Building business scale through consistent organisation transformation and integration with the Core RBPL

Merged Bank as a strong local partner for customers

- New structure of SME sales network
- SME Business Centres located in 37 cities in the territory of the entire Poland
- Strengthened local presence – product specialists offering full range of advanced products and services adapted to the SME sector needs
- Agro-specialists offering dedicated solutions for the Food&Agro sector

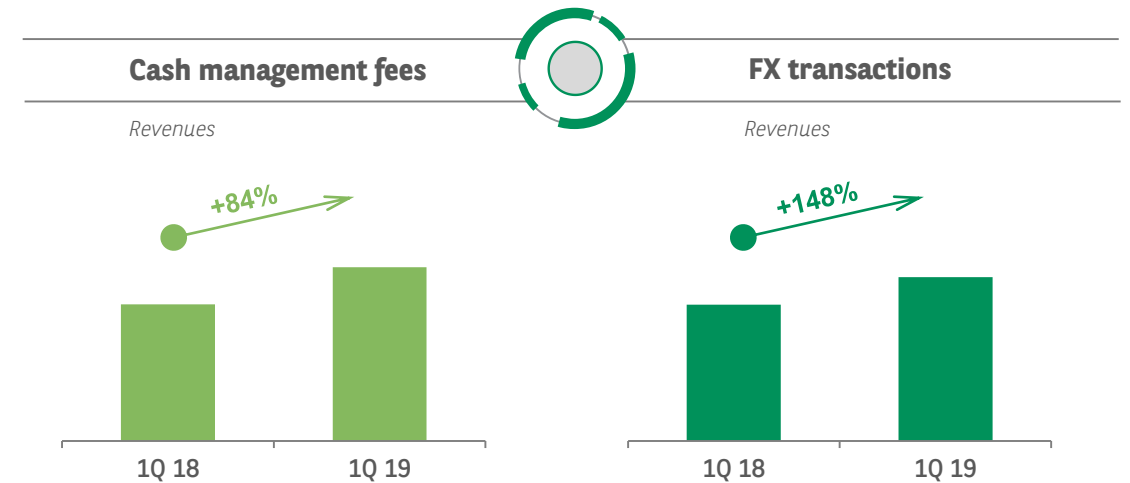
Continued transformation – processes improvements

- Further loan process improvements, quick Formula 1 loan path, loan e-application
- Improvement of SME customers service processes in Customer Service – dedicated, professional consultants, wide scope of customer support and service
- Extension of the Trade Finance offer for SME clients

Increased dynamics of key business parameters

- Increased new customers acquisition: +614 customers in Q1 2019
- Leasing sales increased by PLN 72 m, i.e. +9% y/y

Development of ongoing services and product cross-selling



31.0 k
number of
SME customers

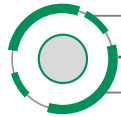
+8.6 k
+38% y/y

-0.6 k
-2% q/q

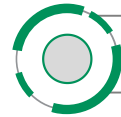
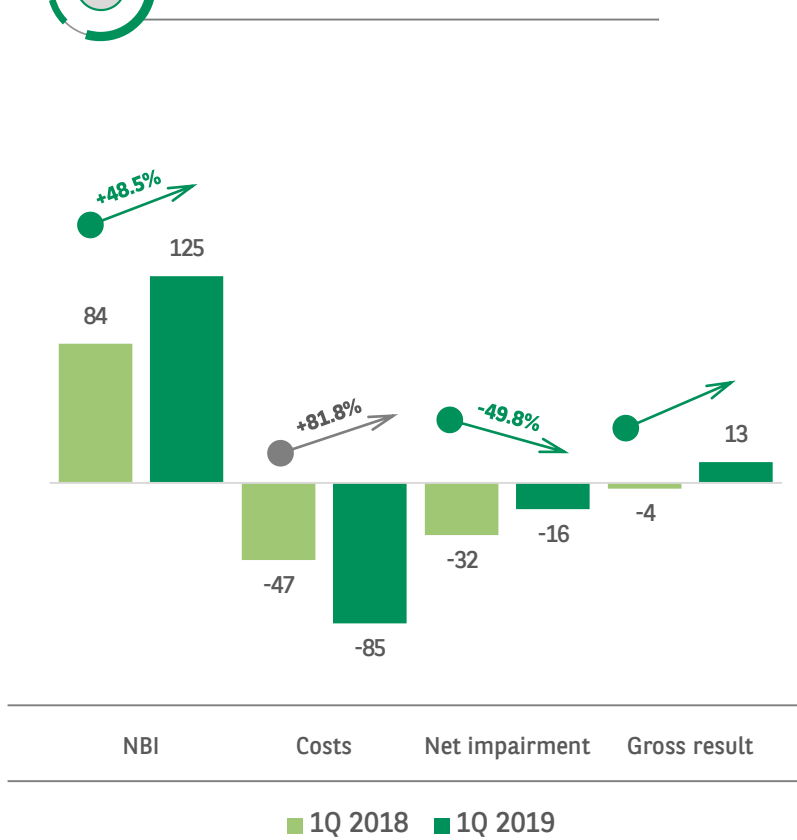
SME Banking

Gross result growth driven mainly by non-interest income and lower cost of risk. Stable loan portfolio

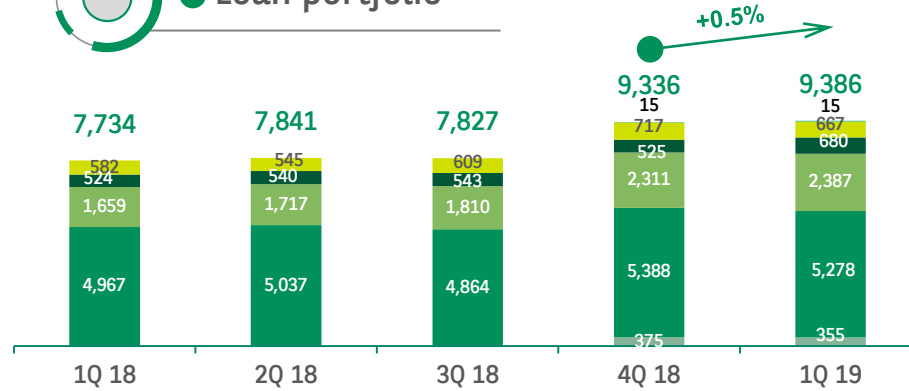
PLN m



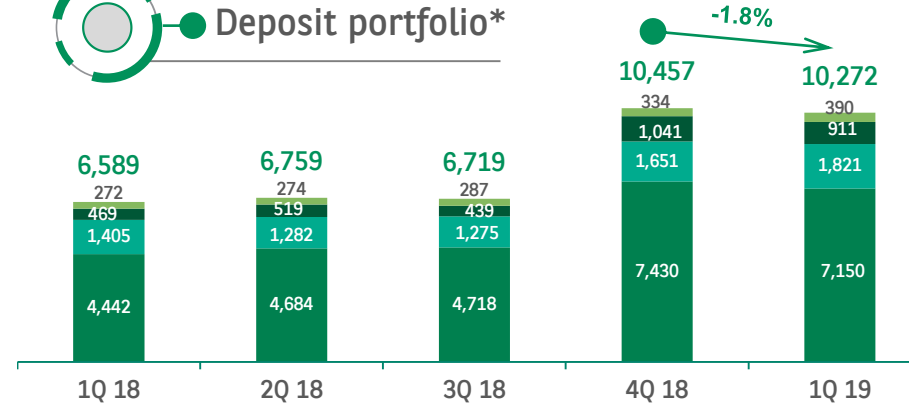
Gross result structure



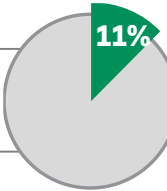
Loan portfolio*



Deposit portfolio*



Segment's share in the Group's net banking income



- Mortgages
- Short term loans
- Leasing
- Overdrafts
- Investment loans
- Factoring

- Savings accounts
- Overnights
- Term deposits
- Current accounts

Corporate Banking

Building the position of a key market player. Further organisation transformation and integration, focus on the quality and customer satisfaction

Another important stage of integration

- Fully implemented **new, integrated sales network** structure
- Corporate Banking Centres located strategically in 14 cities – the largest industrial and service centers in Poland
- **Unified customer service model** – availability of local product specialists

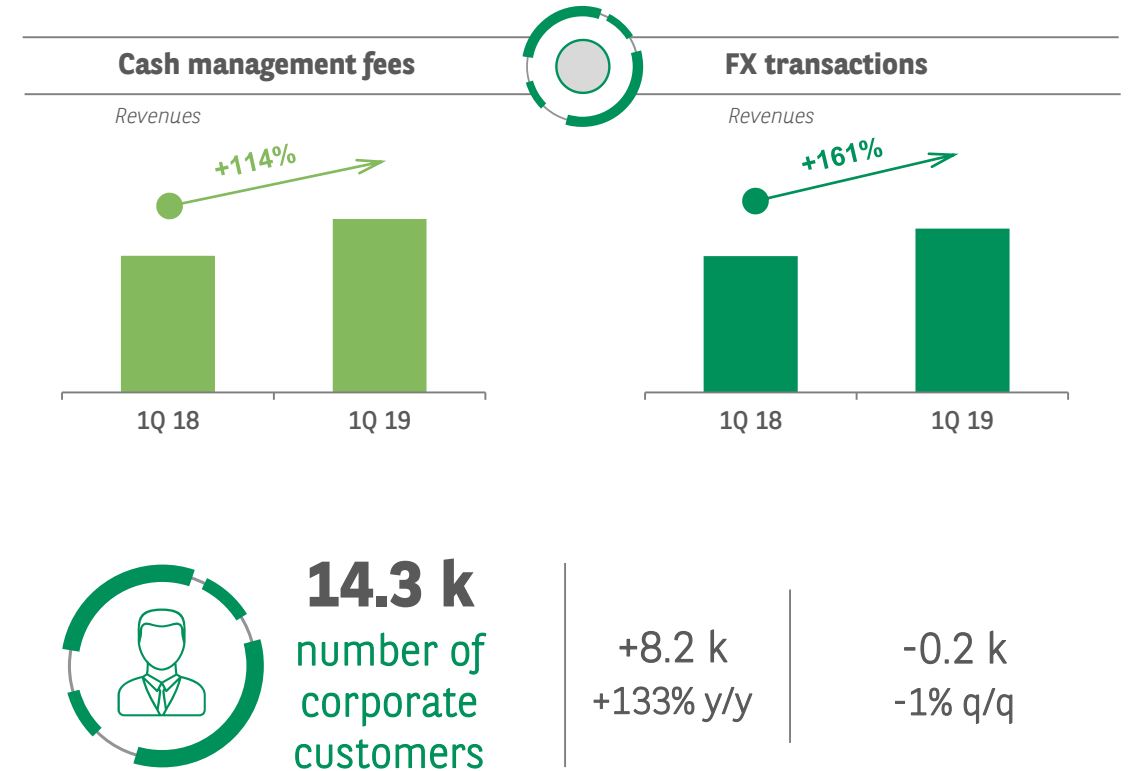
Further business transformation – merger synergies

- Strengthening of the **Trade Finance** offer: creation of TF Business Desk, a dedicated team responsible for the support of customers in performance of most complicated trade transactions
- Strengthening of the Bank's position in the area of debt capital markets (**DCM**), wider bonds offer
- New offer of **M&A transactional consultancy services** – creation of a local dedicated team
- **Improvements of the loan process**, including implementation of loan e-application for customers

Positive business trends and improvement of results y/y

- **Acquisition** and activation of new corporate customers, +245 corporate customers acquired in Q1 2019
- Continuing of the business strategy based on **transactionality and product cross-selling** development:
 - ✓ net fee & commission income growth +115% y/y; +8.9% q/q
 - ✓ leasing sales increase by PLN 170 m, i.e. +36% y/y (above the market growth)

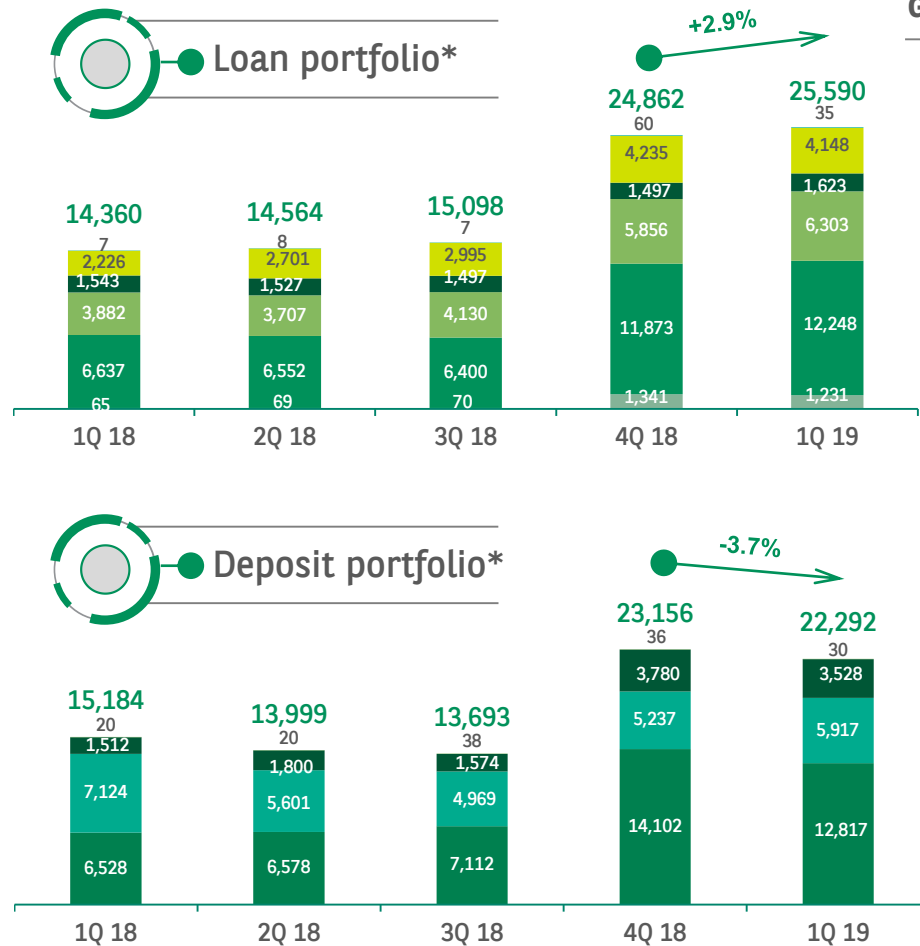
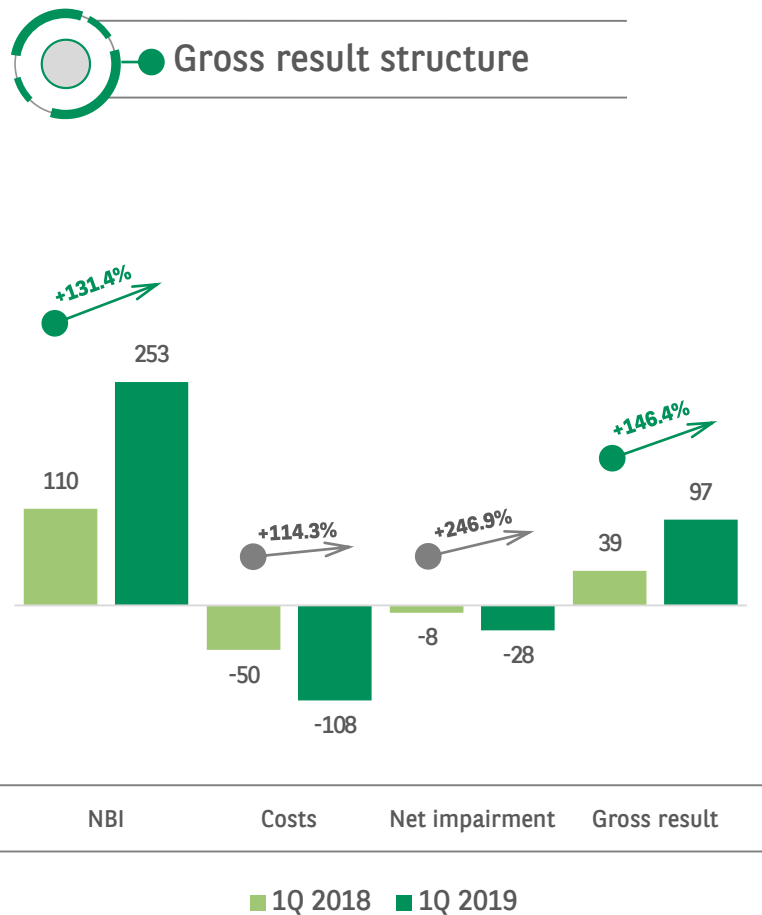
Development of transactionality and product cross-selling



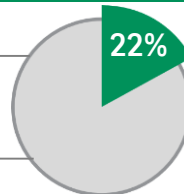
Corporate Banking

Contribution of all revenue components to NBI growth and risk costs normalization. Continued growth of loan volumes

PLN m



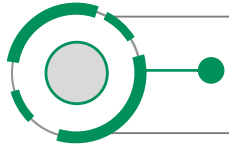
Segment's share in the Group's net banking income



* In connection with the re-segmentation carried out in 2019 regarding SME and Corporate clients, data for 2018 were presented in a comparable approach.

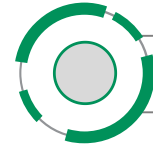
Agro Segment

Focus on maintaining the market position and profitability growth, modern solutions for clients

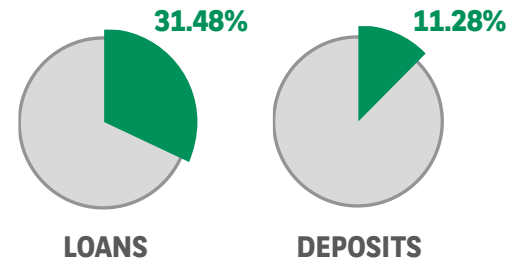


Activities supporting sales and relations with customers

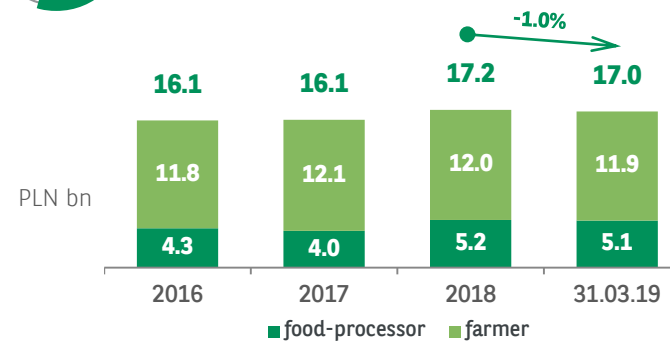
- **Agronomist.pl** – multi-functional sectorial web portal for food & agri industry. Almost 1,000 registered users within first 2 weeks of its operations.
- **Agro Ofensywa** – sales campaign (January-May) dedicated to farmers and Agro companies from the Micro and SME segments. The promotion covers loan and leasing products.
- **AgroTech Kielce 2019** – participation in 25th International Fair of Agricultural Techniques.
- **Agro Akademia – 4th Edition** – this edition is devoted mainly to agricultural markets analysis, new Common Agricultural Policy after 2020, new nitrates directive and costs of energy for farms.
- **Educational campaign** – key rules of safe agribusiness financing. Educational campaign of the Bank in cooperation with Concordia TUW, BIK (Credit Information Bureau).



Market share (31.03.2019)



Gross volume of loans



76 k
number of Agro customers

AGRO AKADEMIA
Horyzont zmian

W ZMIENIAJĄCYM SIĘ ŚWIECIE PRACA WIELE CIĘ KOSZTUJE, WIĘC KREDYT NIE POWINIEN

WSPIERAJĄCE KREDYTY DLA ROLNIKÓW

- prowizja za udzielenie: 0 zł
- marża od 0,99%
- dla kredytów z ubezpieczeniem

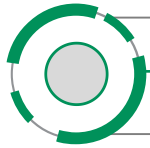
Zapraszamy do oddziału Banku BNP Paribas

BNP PARIBAS
FOOD & AGRO

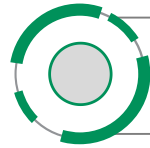
Bank zmieniającego się świata

BNP Paribas Bank Polska S.A. shares

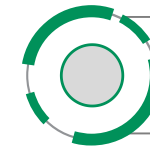
ISIN Code:
PLBGZ0000010
WSE Ticker: BNP
Index: sWIG80



Share price: PLN 48.10
P/BV: 0.66 (31.03.2019)

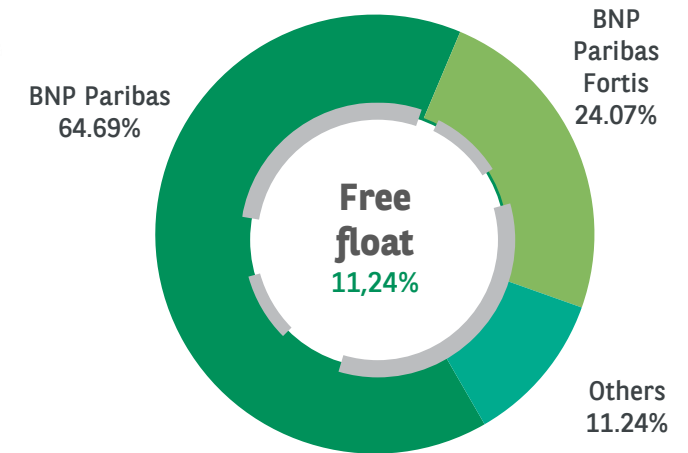
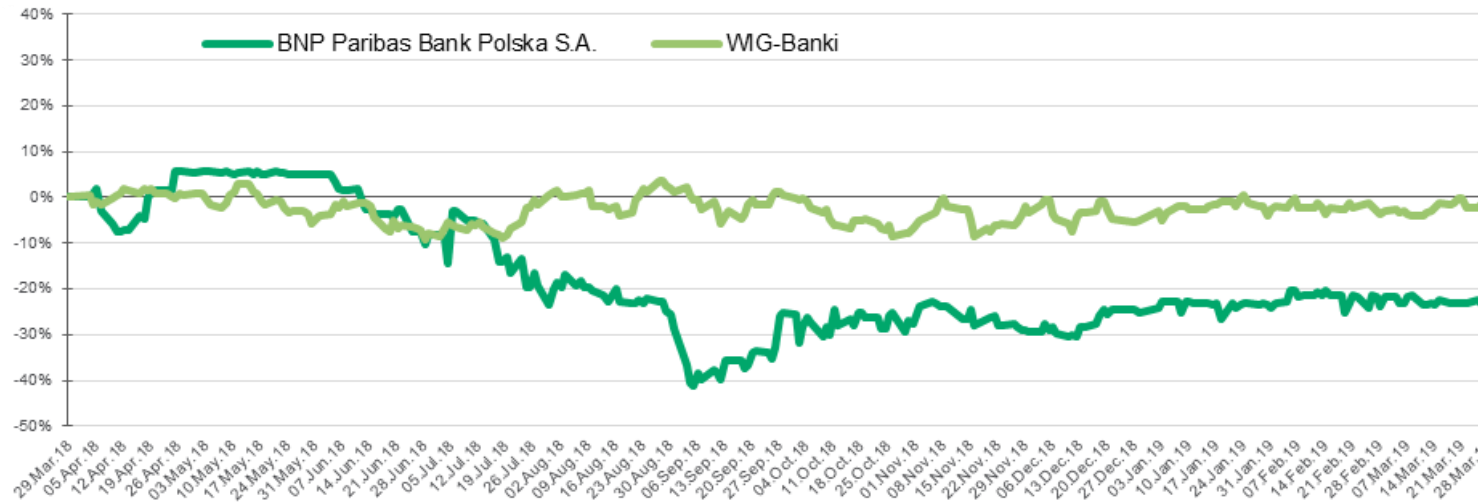


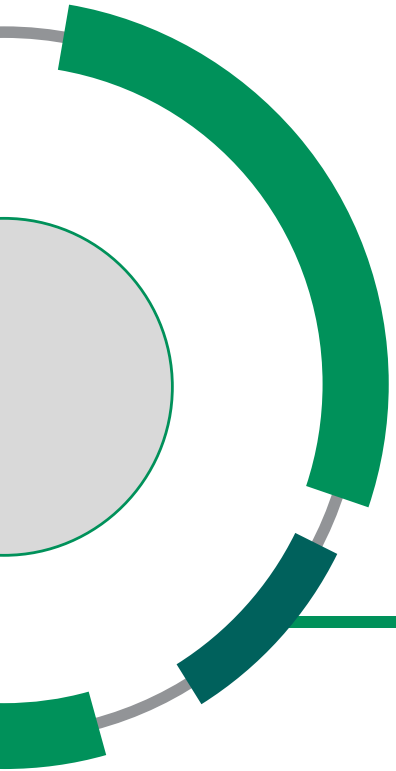
Capitalisation: PLN 7.09 bn
Shares admitted to trading: PLN 3.87 bn



Shareholding structure
(31.03.2019)

Share price in the last 12 months (29 March 2018 = 100%)



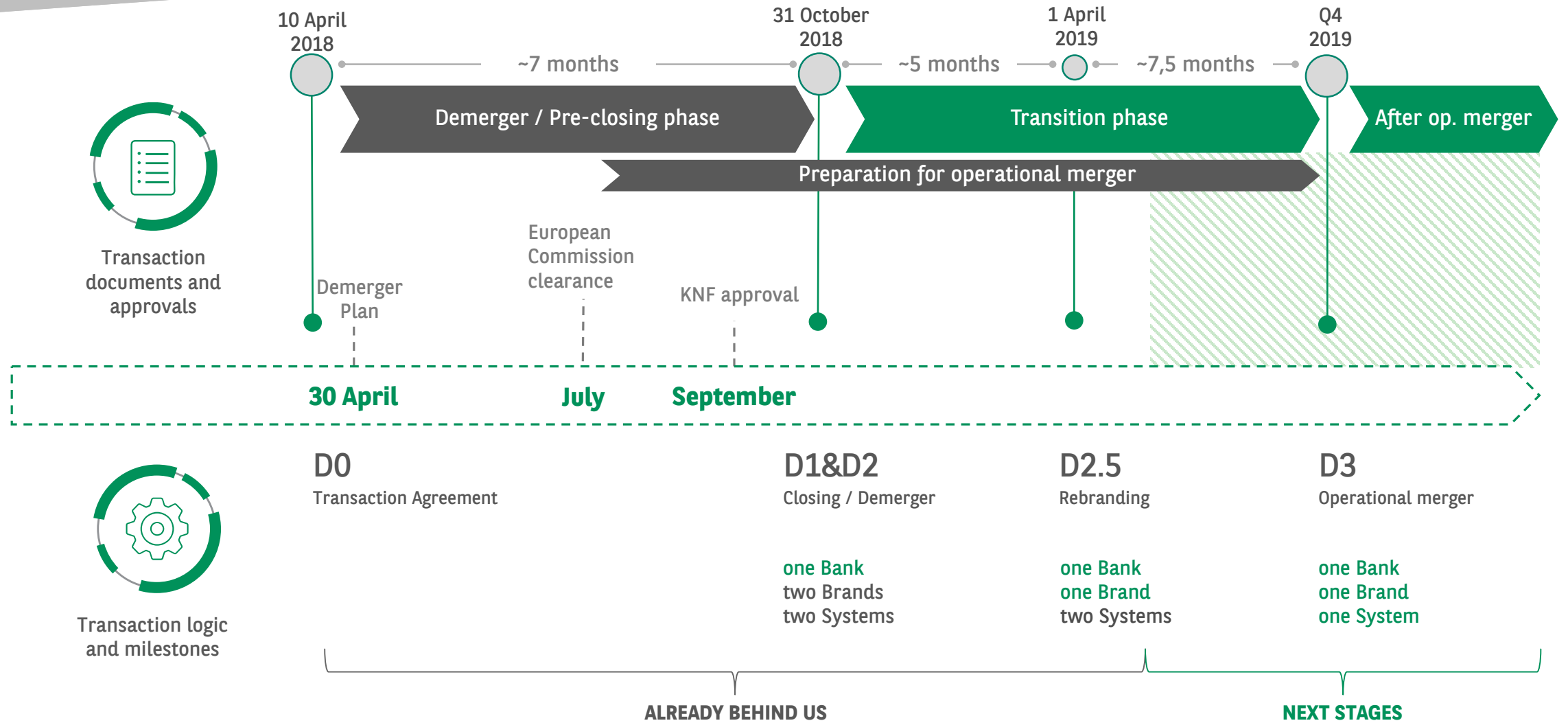


Appendices

- Integration with the RBPL Core Business – timetable
- Profit and loss account
- Assets
- Liabilities and equity

Integration with the Core RBPL

Timetable



Consolidated profit and loss account

(PLN thousand)



Profit & Loss account	YtD		quarterly				
	31/03/2019	31/03/2018	1Q 2019	4Q 2018	3Q 2018	2Q 2018	1Q 2018
Interest income	1 035 086	635 030	1 035 086	930 361	705 126	713 312	635 030
Interest expense	(264 644)	(185 118)	(264 644)	(276 589)	(197 537)	(217 734)	(185 118)
Net interest income	770 442	449 912	770 442	653 772	507 589	495 578	449 912
Fee and commission income	251 853	149 911	251 853	229 315	173 749	171 739	149 911
Fee and commission expense	(45 970)	(29 237)	(45 970)	(46 597)	(41 734)	(39 756)	(29 237)
Net fee and commission income	205 883	120 674	205 883	182 718	132 015	131 983	120 674
Dividend income	208	25	208	80	3 971	784	25
Net trading income	167 997	75 412	167 997	129 677	62 506	63 178	75 412
Result on investing activities	(7 637)	8 393	(7 637)	18 212	23 900	(1 667)	8 393
Result on hedge accounting	1 926	1 516	1 926	(14 609)	1 789	1 307	1 516
Other operating income	37 219	38 683	37 219	319 337	15 768	13 990	38 683
Net financial assets impairment losses and provision for contingent liabilities	(93 181)	(62 354)	(93 181)	(338 567)	(101 772)	(54 989)	(62 354)
General administrative expenses	(638 078)	(380 088)	(638 078)	(724 971)	(361 404)	(393 209)	(380 088)
Depreciation and amortization	(105 472)	(40 933)	(105 472)	(65 488)	(41 564)	(41 729)	(40 933)
Other operating expenses	(31 223)	(40 011)	(31 223)	(70 636)	(19 846)	(16 914)	(40 011)
Operating result	308 084	171 229	308 084	89 525	222 952	198 312	171 229
Tax on financial institutions	(70 345)	(50 035)	(70 345)	(64 779)	(48 472)	(49 836)	(50 035)
Profit (loss) before income tax	237 739	121 194	237 739	24 746	174 480	148 476	121 194
Income tax	(76 138)	(35 736)	(76 138)	16 133	(43 582)	(45 333)	(35 736)
NET PROFIT (LOSS)	161 601	85 458	161 601	40 879	130 898	103 143	85 458

Assets

(PLN thousand)



Consolidated statement of financial position

	31/03/2019	31/12/2018	30/09/2018	30/06/2018	31/03/2018	31/12/2017
ASSETS						
Cash and balances with the Central Bank	2 715 459	2 897 123	1 170 138	914 056	2 339 735	998 035
Receivables from banks	916 374	961 496	272 634	386 581	577 255	2 603 689
Derivative financial instruments	743 071	715 671	378 014	455 563	429 476	474 421
Adjustment regarding the fair value of hedge item	172 367	130 405	39 213	42 401	53 459	32 730
Loans and credits to customers measured at amortised cost	72 210 895	70 997 701	51 671 510	50 620 652	49 500 358	52 967 568
Loans and credits to customers measured at fair value through profit or loss	2 283 645	2 416 249	2 555 133	2 636 772	2 750 954	-
Financial assets available for sale	-	-	-	-	-	13 922 540
Securities measured at amortised cost	16 079 051	11 939 238	9 166 178	9 413 855	9 478 262	-
Financial instruments measured at fair value through profit or loss	206 202	204 421	139 591	134 997	118 562	-
Securities measured at fair value through other comprehensive income	10 194 356	15 875 339	4 541 389	4 768 541	4 801 476	-
Investment property	55 868	55 868	54 435	54 435	54 435	54 435
Intangible assets	506 991	520 767	317 698	306 452	282 311	288 340
Property, plant and equipment	1 097 855	511 275	465 377	479 903	486 575	500 647
Deferred tax assets	994 738	1 034 313	616 346	612 039	612 851	512 045
Current tax assets	2 461	-	5 303	15 400	-	-
Other assets	665 890	872 115	430 924	514 294	434 965	301 041
TOTAL ASSETS	108 845 223	109 022 519	71 823 883	71 355 941	71 920 674	72 655 491

Liabilities and equity

(PLN thousand)



Consolidated statement of financial position

	31/03/2019	31/12/2018	30/09/2018	30/06/2018	31/03/2018	31/12/2017
LIABILITIES						
Amounts due to banks	4 371 236	3 976 469	5 162 377	4 550 137	5 053 224	3 891 235
Repo transactions	-	-	800 580	-	-	-
Adjustment regarding the fair value of hedged and hedge items	175 283	123 600	4 664	7 948	21 668	(2 992)
Derivative financial instruments	789 219	783 818	375 858	432 470	401 096	427 710
Amounts due to customers	85 922 946	87 191 708	53 063 346	54 012 858	55 116 570	56 328 897
Debt securities issued	2 179 610	2 179 424	2 181 744	2 181 744	2 181 931	2 471 966
Subordinated liabilities	1 879 367	1 875 769	1 689 887	1 706 237	1 652 130	1 645 102
Lease liabilities	593 097	-	-	-	-	-
Other liabilities	1 818 286	1 711 641	1 047 004	1 908 356	941 151	1 131 555
Current tax liabilities	5 380	174 589	28 496	18 018	93 620	117 699
Provision for deferred tax	8 275	8 276	8 025	8 026	8 003	8 003
Provisions	416 521	437 412	117 949	119 842	117 524	76 853
TOTAL LIABILITIES	98 159 220	98 462 706	64 479 930	64 945 636	65 586 917	66 096 028
EQUITY						
Share capital	147 419	147 419	97 538	84 238	84 238	84 238
Other supplementary capital	9 110 976	9 111 033	5 910 913	5 127 086	5 127 086	5 127 086
Other reserve capital	1 208 018	1 208 018	1 208 018	1 208 018	909 629	909 629
Revaluation reserve	105 100	141 179	127 880	122 257	148 852	141 988
Retained earnings	114 490	(47 836)	(396)	(131 294)	63 952	296 522
retained profit	(47 111)	(408 214)	(319 895)	(319 895)	(21 506)	16 815
net profit for the period	161 601	360 378	319 499	188 601	85 458	279 707
TOTAL EQUITY	10 686 003	10 559 813	7 343 953	6 410 305	6 333 757	6 559 463
TOTAL LIABILITIES AND EQUITY	108 845 223	109 022 519	109 022 519	71 355 941	71 920 674	72 655 491

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- The forward-looking statements included in the presentation are based on current knowledge, experience and opinions of the Bank's Management Board and involve a number of factors that could cause the actual results to be materially different from the information contained herein.
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BNP Paribas Bank Polska Spółka Akcyjna, with its seat in Warsaw, at Kasprzaka St. 10/16, 01-211 Warsaw, entered into the Register of Entrepreneurs of the National Court Register (KRS) maintained by the District Court for the capital city of Warsaw in Warsaw, XII Commercial Division of the National Court Register, under KRS number: 0000011571 and VAT PL: 5261008546 (NIP), holding paid-up share capital of PLN 147,418,918.

