

PRESENTATION OF FINANCIAL PERFORMANCE Q1 2020

BNP Paribas Bank Polska SA Group

Warsaw, 13 May 2020



korzystaj z banku bez wychodzenia z domu



BNP PARIBAS

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KEY HIGHLIGHTS



EXECUTIVE SUMMARY

GOOD START OF THE YEAR DISRUPTED BY THE CORONAVIRUS EPIDEMIC

SOLID FOUNDATION POST THE INTEGRATION



Diversified business model with higher scale and profitability
Prudent risk management
Strengthened capital position
Good liquidity situation

ACCELERATION OF BUSINESS GROWTH IN Q1 2020



All resources focused on business
Core revenues above our expectations
Retail volumes – another quarter of growth
Corporate loans – rebound in volumes
Digitalization as our top priority

OPERATIONS & PERFORMANCE IMPACTED BY COVID-19



Operational resilience during difficult times - business continuity maintained
Solid financial results already impacted by Covid-19-related items
Support for clients, economy & communities

- Business priorities have shifted. It is predicted, that this pandemic may not be a one-off event and some forms of business disturbances are here to stay.
- Digital is no longer only „a way forward“ and „a feature nice to have“. It has become a necessity to maintain operations.
- Sector will face extremely low interest rates and temporarily higher credit losses.
- It will also play a key role in restoring economic recovery, which comes with additional business responsibilities.

SOLID FOUNDATION POST SUCCESSFUL INTEGRATION

STRONGER POSITION TO FACE CHALLENGES

1 | More diversified business model

- Increased scale of activity and more universal profile of the Bank
- Balanced retail & corporate loan portfolio
- Lower concentration in agro & dilution of FX mortgage portfolio

2 | Prudent risk management

- Low cost of risk over recent years (2015-2019) – 61 bps on average
- Limited exposure to the most sensitive sectors
- Cautious credit risk policy

3 | Enhanced profitability

- Core revenues generation ability improved
- Stronger contribution of non-interest core revenues, significant optimization of cost of deposit
- Effective hedging of interest rate risk towards interest rate cuts
- Costs synergies execution in line with assumptions

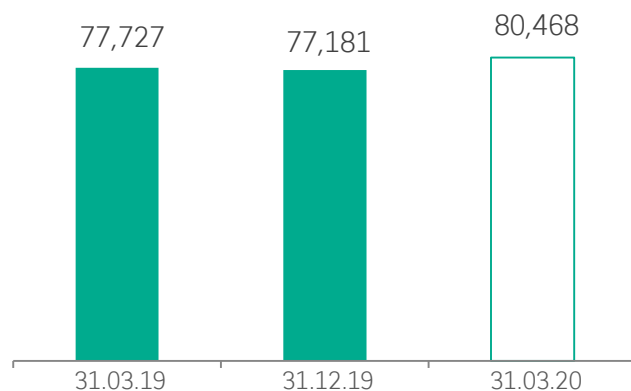
4 | Capital & liquidity position under control

- Capital level strengthened organically, stable capital ratios
- Capital buffer above the regulatory minimum among others due to the cancellation of the systemic risk buffer
- Loans/deposits at 88%, LCR: 148% in Q1

Q1 ON THE GROWTH TRAJECTORY

BUSINESS ACCELERATION PRIOR TO THE LOCKDOWN

Gross loans (PLN million)

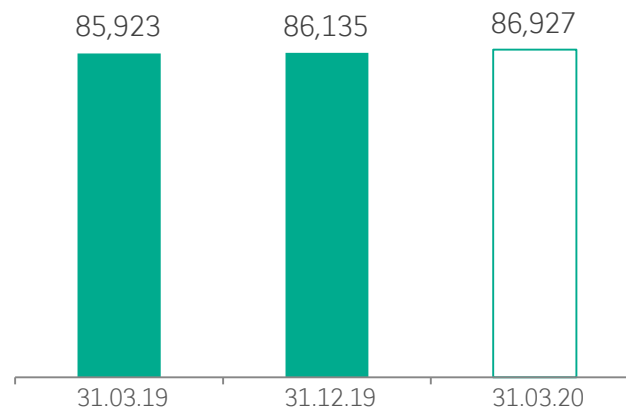


+4.2% q/q growth in institutional loans
(+0.9% y/y excl. factoring)

PLN 1.4 bn mortgage loans sales in Q1
(+7% q/q, +53% y/y)

+14.8% q/q cash loans sales in Q1
(-4.8% y/y)

Customer deposits (PLN million)

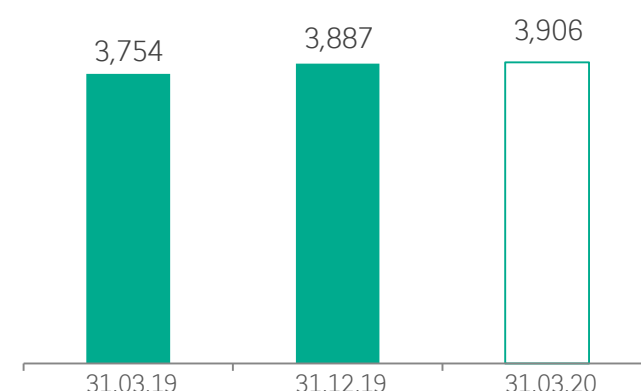


1.7 million of individual customers current
accounts (+1.2% q/q, +4.8% y/y)

208 thousand of micro enterprises current
accounts (+2.6% q/q, +5.5% y/y)

+1.3% q/q growth in institutional
deposits (+7.3% y/y)

No. of clients (thousand)



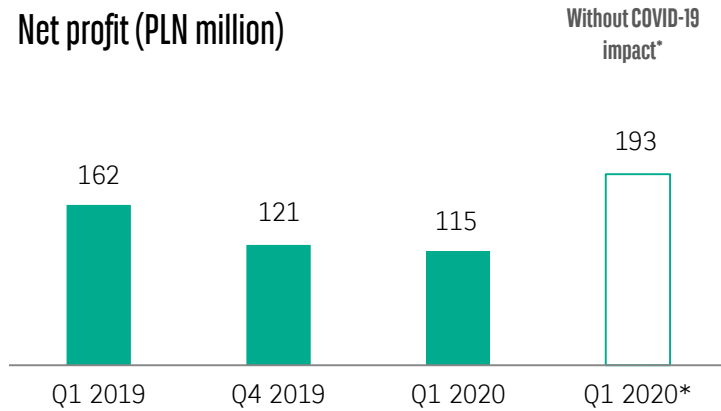
+0.4% q/q growth in individual customers
number (+4.1% y/y)

+1.4% q/q growth in institutional
customers number (+2.8% y/y)

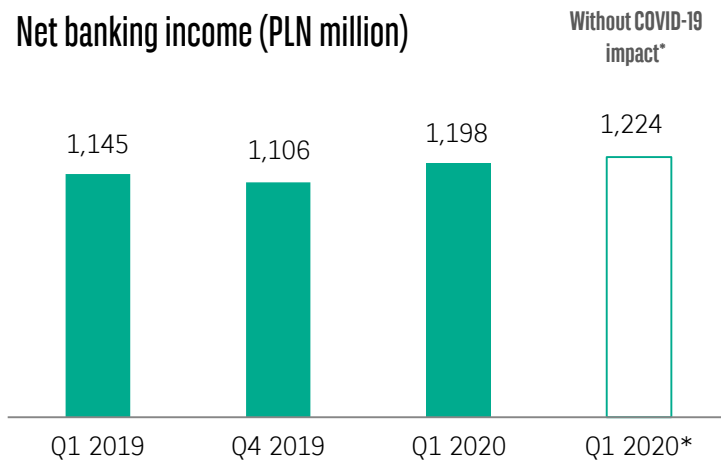
SOLID FINANCIAL RESULTS DESPITE RECOGNITION OF THE COVID-19 FIRST IMPACT

INCREASE IN CORE REVENUES, DECREASE IN EXPENSES, COST OF RISK INCREASE DUE TO TOP-UP FOR COVID-19

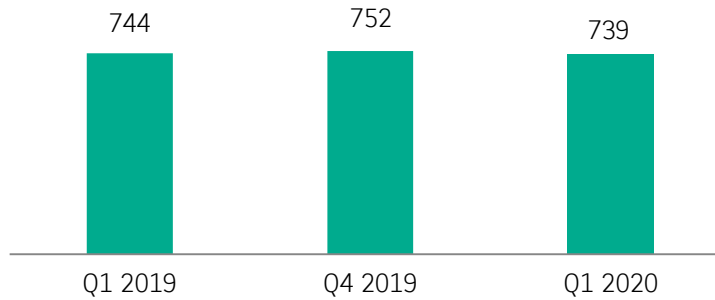
Net profit (PLN million)



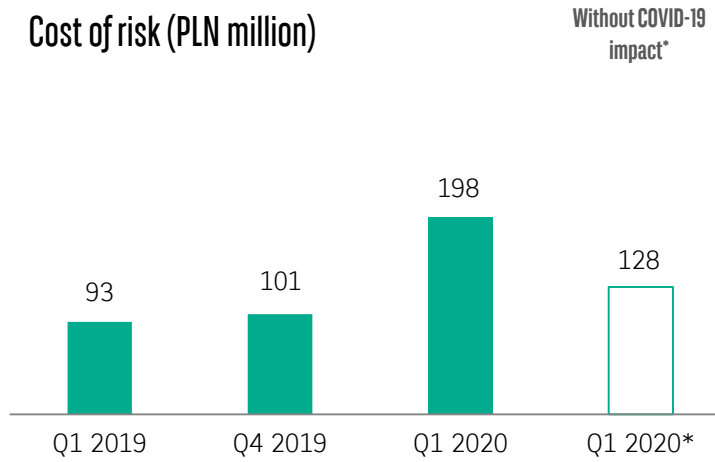
Net banking income (PLN million)



Operating costs (PLN million)



Cost of risk (PLN million)



Increase in core revenues despite a negative impact of a downward movement in interest rate curve on the loan portfolio value measured at fair value.

A decrease in operating costs - lack of significant integration costs in Q1 2020 (Q4 2019: PLN 126.8 million, Q1 2019: PLN 57.0 million).

Simultaneously, an increase in the cost of the BGF resolution fund contribution (total BGF cost: Q1 2020: PLN 147.6 million, Q4 2019: PLN 12.1 million, Q1 2019: PLN 129.1 million).

Lower net profit mainly due to an increase in cost of risk - PLN 70 million (+36 bp) additional provision related to COVID-19 pandemic.

* excluding the impact of COVID-19 on cost of risk (PLN -70 million) and valuation of the loan portfolio measured at fair value (PLN -25.9 million)

TRANSFORMATION PROGRAM CONTINUATION

DIGITAL PRIORITIES ALIGNED WITH NEW CHALLENGES AND MARKET SITUATION

1 Development of all front-end systems using the Agile methodology

GOmobile: E2E Digital account opener with Video Verification delivered

GOonline: several functionalities delivered

New version of GOmobile Biznes ready to be put in production

2 Operating model enhancement with an E2E approach

A set of quick wins delivered on the credit processes for SME & CB

E2E processes reengineering program launched

Priorities for 2020: E2E digital processes development

Decisions taken to adapt the transformation plan to the Covid-19:

- **Accelerate the E-Signature implementation:**
Autenti platform to cover with e-signatures & paperless processes the Bank's relations with clients, partners and in internal actions. Live from mid-March and operational across all the organization
Paperless leasing process in selected dealerships launched on 11 May
Further products under development
- **Launch of the PFR's Financial Shield program** for micro, small and medium enterprises – application through GOonline or BiznesPL@net implemented
- **Reinforce IT security standards & secure business continuity**

#stayathome
digital statistics for Q1

✓ ~90%
employees (HO)
are working
remotely

✓ >50 k
contracts signed
in 2020 with
Autenti

✓ 1.2 mn
clients using
digital
channels

✓ 493 k
GOmobile
users
(+16% q/q)

✓ 5.2 mn
mobile
transactions
(+33% q/q)

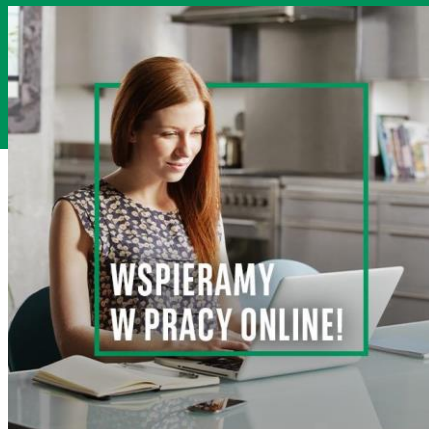
✓ 1.7 mn
BLIK
transactions
(+41% q/q)

✓ 161 k
cards in the
digital wallets
(+41% q/q)

COVID-19 AID MEASURES

SUPPORT FOR EMPLOYEES AND CUSTOMERS

PROTECTING EMPLOYEES



Protection package for employees and customers: shorter opening hours in bank branches, time for senior service only, branches equipped with safety panels, face masks, gloves, and disinfectants

Nearly **6,000 employees** working remotely

Most employees believe that the Bank has responded to the virus threat in the right way*

A wide offer of **e-trainings and webinars**

Two **psychological counselling hotlines** for employees and online **educational materials** for children

Remote recruitment of new employees

JOINING FORCES TO FIGHT WITH THE EPIDEMIC



2,000 tests for COVID-19

20,000 face masks for healthcare professionals

Fighting digital exclusion – **650 laptops** for schoolchildren

Support for social partners:

“mali bracia Ubogich” charity organisation - donation for **Easter gifts baskets for seniors**

Alivia Oncological Foundation – charity for **protective measures purchase for oncological patients**

Providing meals for the Wolski Hospital’s personnel from the Bank’s Paribar canteen

* Based on the internal survey conducted on 1-6 April.

COVID-19 AID MEASURES

SUPPORT FOR EMPLOYEES AND CUSTOMERS

BEING ALWAYS ACCESSIBLE FOR OUR CLIENTS



Suspension for **3** (interest & capital) / **6 months** (capital only) of loan repayments – online application process

~**66.7 thousand applications** submitted by over **47.6 thousand retail customers**. Nearly **half** of the applications concerned the suspension of cash loan installments, and approx. **23%** of mortgage loans

~**99%** branches operating, while making „banking from home“ easier through enhancements for clients: account opening using **video verification** and **loan disbursement without visiting a bank branch**

97.7% of customers in branches felt **safe** during the visit to the branch, and **95.5%** noticed the **security measures** taken by the Bank*

GOmobile: **payment for parking** in the application, option to **remotely purchase city transport tickets** in many cities in Poland

* Based on the research performed from 21 to 27 April by KANTAR, commissioned by the Bank.

REAL SUPPORT FOR ENTREPRENEURS



~**PLN 10 billion** for loan repayment guarantees

Support for customers as part of the **anti-crisis shield** scheme and **PFR Financial Shield**

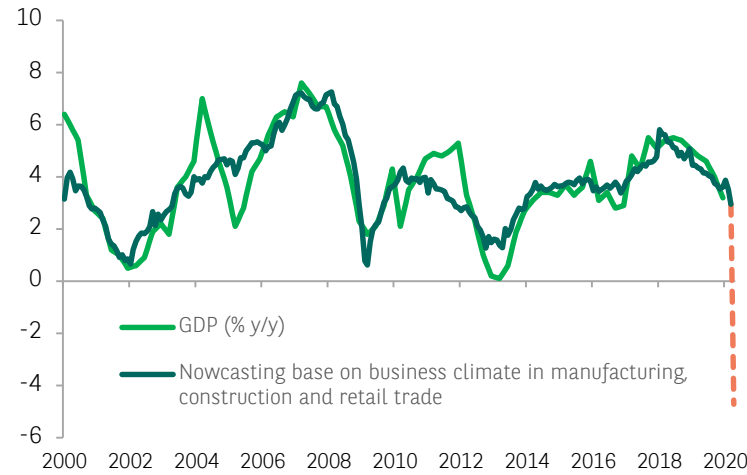
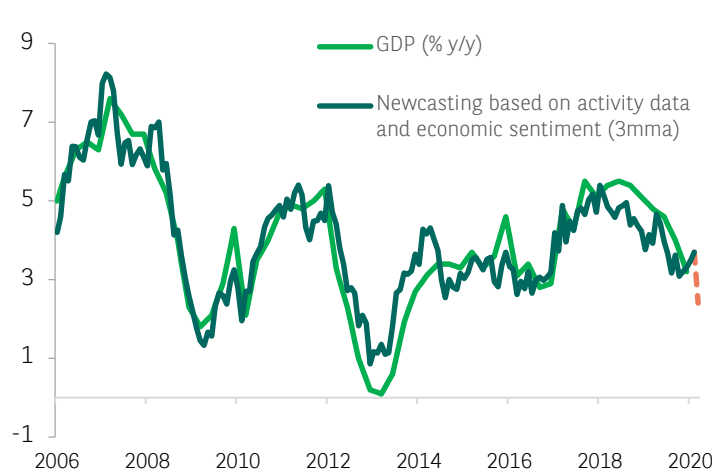
Bank's webinars and webinars organised together with PFR on the PFR's Financial Shield organised for above **5 thousand customers**

3-month suspension in repayment of investment loan principal payments

MACRO ENVIRONMENT - GDP & BUSINESS CLIMATE

GDP STILL UP IN Q1. BUSINESS CLIMATE AT ALL TIME LOWS - EVERYWHERE

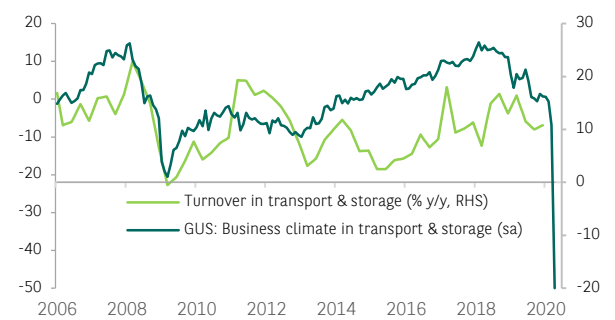
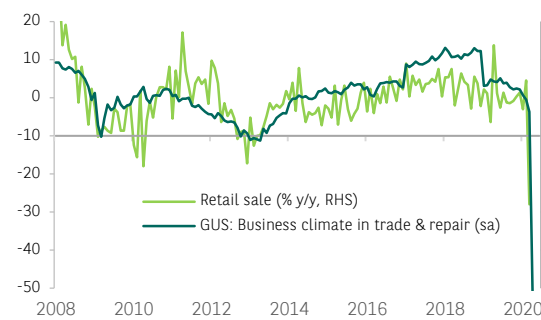
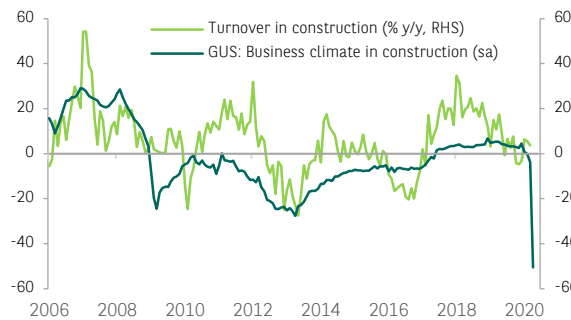
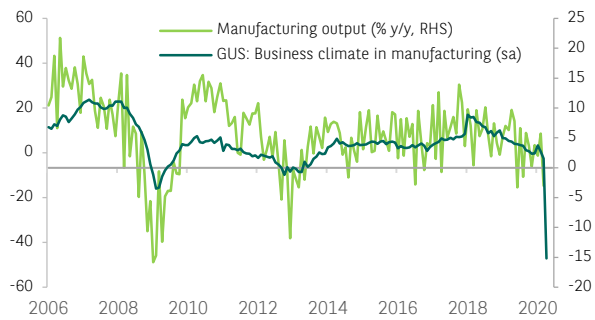
GDP growth (% y/y)



Economic growth in Q1 2020 was probably around 2.5% y/y – thanks to strong January and February. While construction output was still up on the year in March, industrial production fell by more than 2% y/y and retail sales by nearly 10% y/y. The slump in services was probably even more dramatic than the decline in retail sales.

For FY 2020 real GDP is forecasted to go down by 3.4% according to the governmental Convergency Program update.

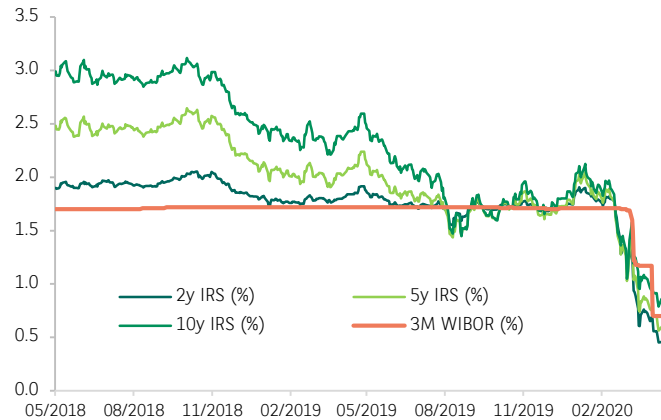
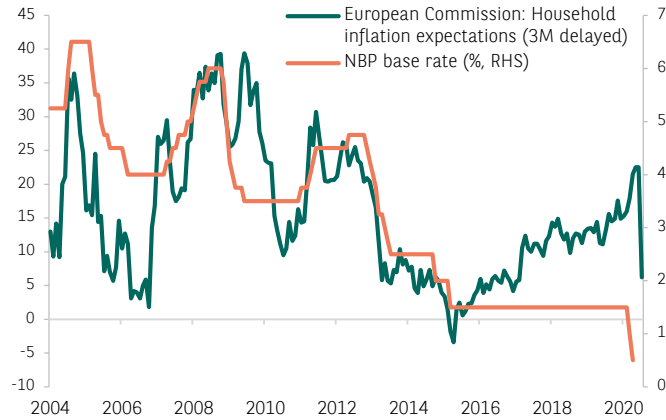
Business climate surveys



MACRO ENVIRONMENT – MONETARY POLICY & FX RATES

HISTORICALLY LOW INTEREST RATES. DEPRECIATION OF POLISH ZLOTY

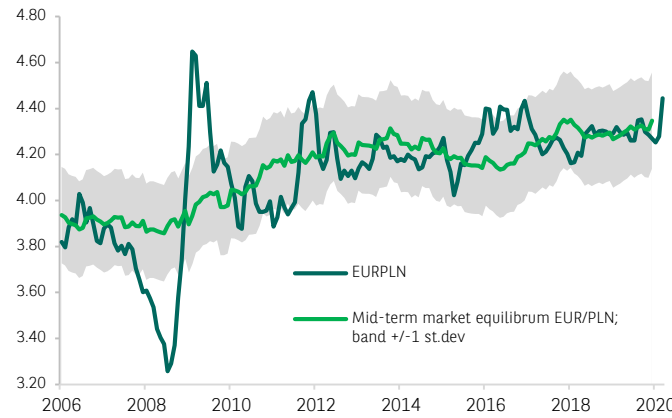
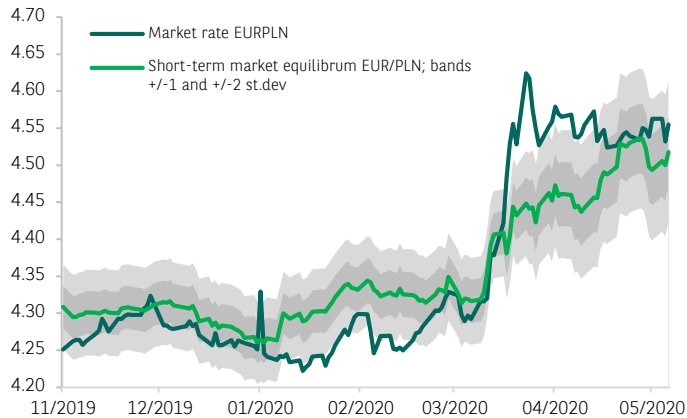
Monetary policy and money market rates



The Monetary Policy Council cut the NBP reference rate in March and in April by 100 bps in total to 0.50%.

The decision of the second cut came as a surprise to market participants and resulted in a strong fall of market interest rates.

EUR/PLN: Short- and medium-term equilibrium rates



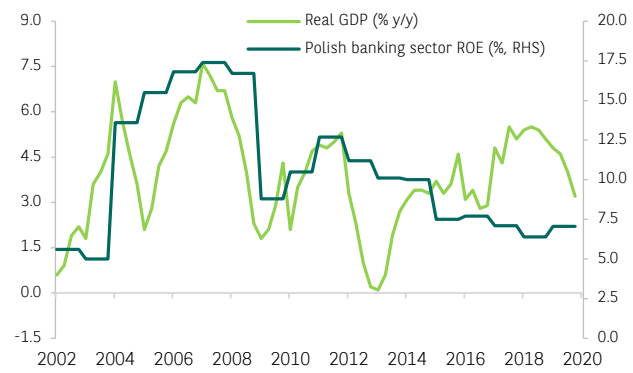
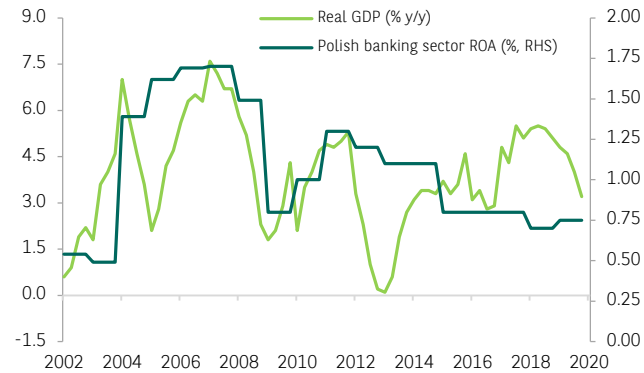
The zloty short term equilibrium both moved close to 4.50-4.55, fuelled by recession fears and by NBP's policy easing.

The medium-term equilibrium rate for EUR/PLN however remained close to 4.35, as for the end of 2019. Thus, the zloty could be undervalued at this juncture and may appreciate as pandemic risk declines.

MACRO ENVIRONMENT - IMPACT ON THE BANKING SECTOR

RESULTS UNDER PRESSURE

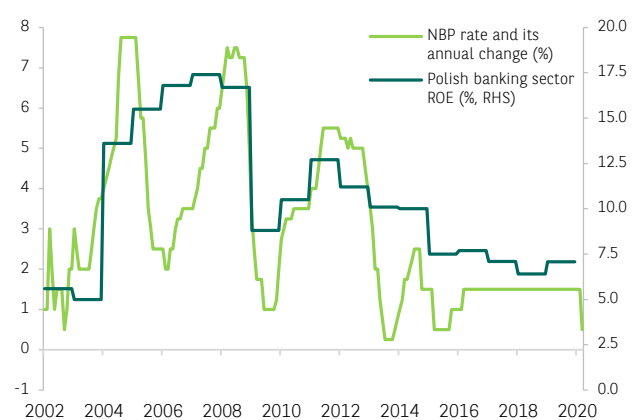
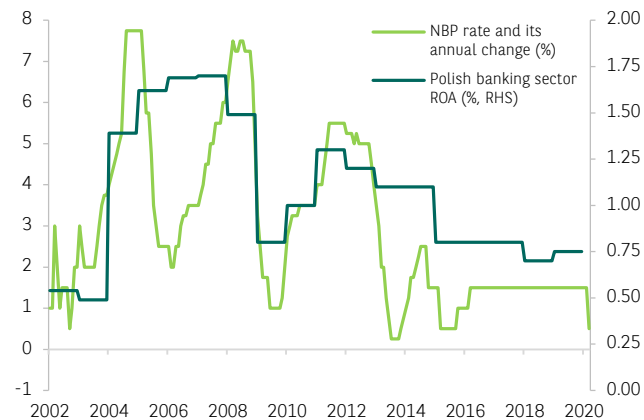
Profitability of the banking sector vs. real GDP



One of the main factors driving banks' results this year will be the pace of GDP growth. The scale of financial results' deterioration this year will depend on the pace of recovery beyond Q2 2020.

The decline in the overall economic activity may curtail banking income over the coming months. Furthermore, we may expect the rise in non-performing loans and increase in impairment losses on assets.

Profitability of the banking sector vs. NBP policy base rate



The 100 bp cut in the main policy rate will lead to further narrowing of the spread between interest rates on loans and deposits, reducing the interest income of the banking sector in 2020 and likely beyond.

The banking sector is to operate in the environment of historically low interest rates.

02

GROUP FINANCIAL RESULTS



BNP PARIBAS

KEY FINANCIAL DATA AFTER Q1 2020

SOUND FINANCIAL RESULTS, INCREASE IN COST OF RISK RESULTING FROM COVID-19 PANDEMIC, SAFE LIQUIDITY AND CAPITAL POSITION

Financial results

Net profit	PLN 115 million PLN 116 million*	-29% y/y (PLN -47 million) -44% y/y (PLN -90 million)*
Net banking income	PLN 1,198 million	+5% y/y (PLN +53 million), of which: net interest income: PLN 810 million, +5.2% y/y net fee and commission income: PLN 207 million, +0.4% y/y net trading income: PLN 187 million, +11.4% y/y
Expenses	PLN 739 million PLN 733 million*	-1% y/y (PLN -4 million) +7% y/y (PLN +47 million)*
C/I Ratio	61.7% 61.5%*	-3.2 pp y/y +1.3 pp y/y*
Net impairment write-offs	PLN 198 million	+113% y/y (PLN +105 million) approx. PLN +70 million – estimated COVID-19 impact

* in standardised terms, i.e. without integration costs: 2020: PLN 1.2 million (PLN 5.7 million in operating costs and positive value PLN 4.5 million in other operating expenses), 2019: PLN 54.3 million (PLN 57.0 million in operating costs and positive value PLN 2.7 million in other operating expenses).

Volumes

Assets	PLN 112 billion, +1.9% y/y
Loans (gross)	PLN 80 billion, +3.5% y/y
Customer deposits**	PLN 87 billion, +0.9% y/y
Equity	PLN 11.282 billion, +1.1% y/y

Indicators

Capital Adequacy Ratio	14.74%
Tier 1	12.44%
Net loans/deposits	88.3%
ROE	4.1% / 4.1%*
LCR	148%

** customer deposits defined as amounts payable to customers less loans and advances received from other financial entities

LOAN PORTFOLIO

MORTGAGE LOANS AS THE DRIVER OF GROWTH IN LOANS TO INDIVIDUAL CUSTOMERS, RECOVERY IN THE SALE OF LOANS TO INSTITUTIONAL CUSTOMERS

PLN m

Increase in the portfolio value by 3.5% y/y (to PLN 80.5 billion), excluding the sale of factoring business +5.5% y/y.

Increase in the value of the individual customer loans portfolio (+13.7% y/y, +4.3% q/q).

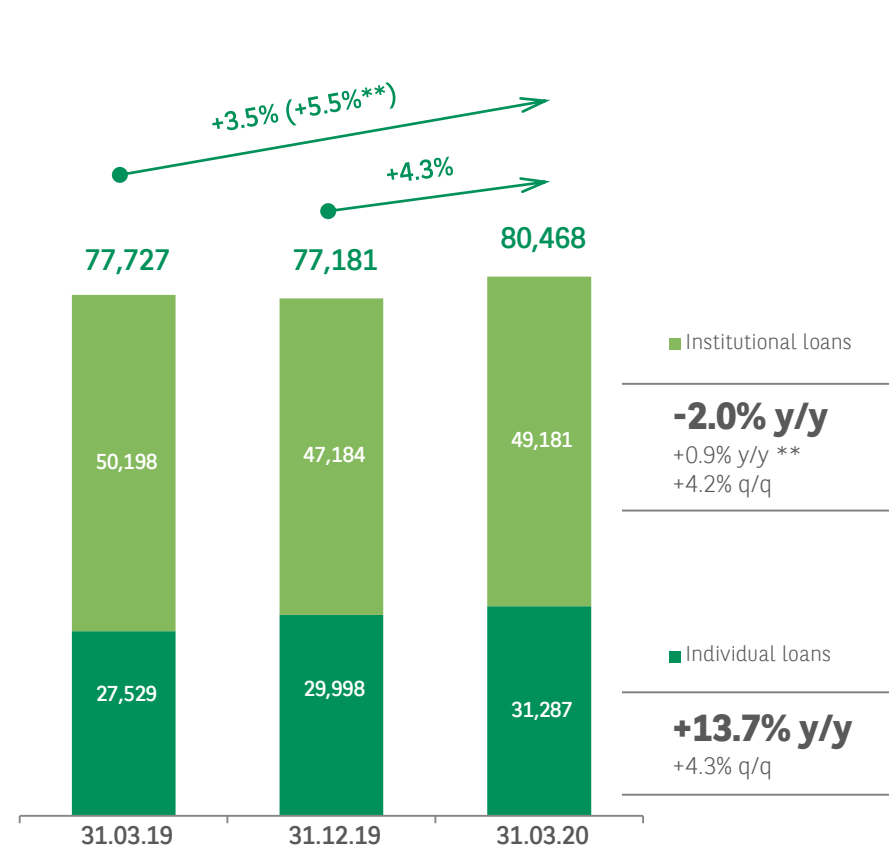
- increase in the share of individual clients in the Bank's loan portfolio to 38.9% (+3.5 pp y/y),
- significant impact of PLN weakening on the value of CHF mortgages portfolio (+PLN 456.9 milion).

Recovery in the sale of loans to institutional customers (excluding the sale of factoring business +0.9% y/y, +4.2% q/q).

- the share of current account loans in the loans to enterprises portfolio increased to the level of 51.9% (+9.5 pp y/y, +1.4 pp q/q).

Customer loans market share: 5.7%

Gross customer loans*



* taking into account the portfolio measured at fair value

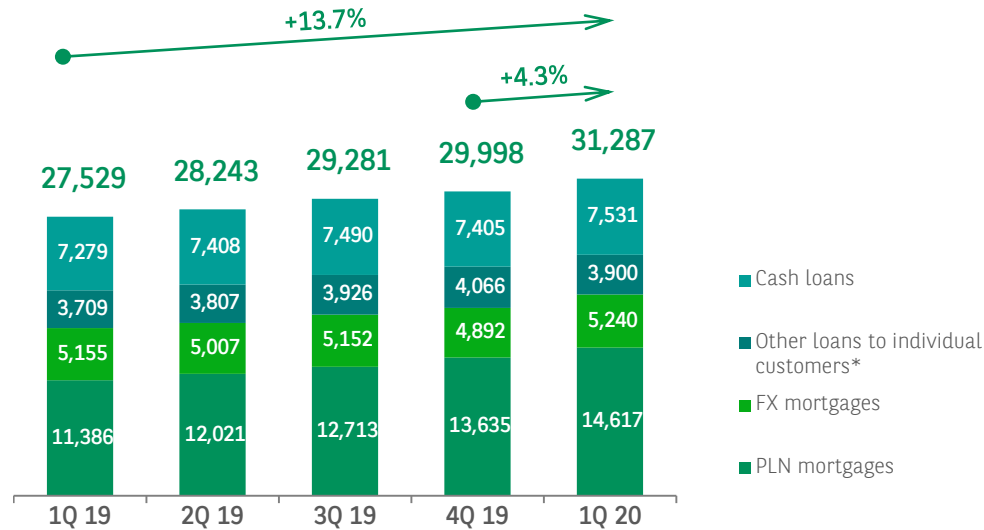
** excluding factoring

GROSS LOAN PORTFOLIO

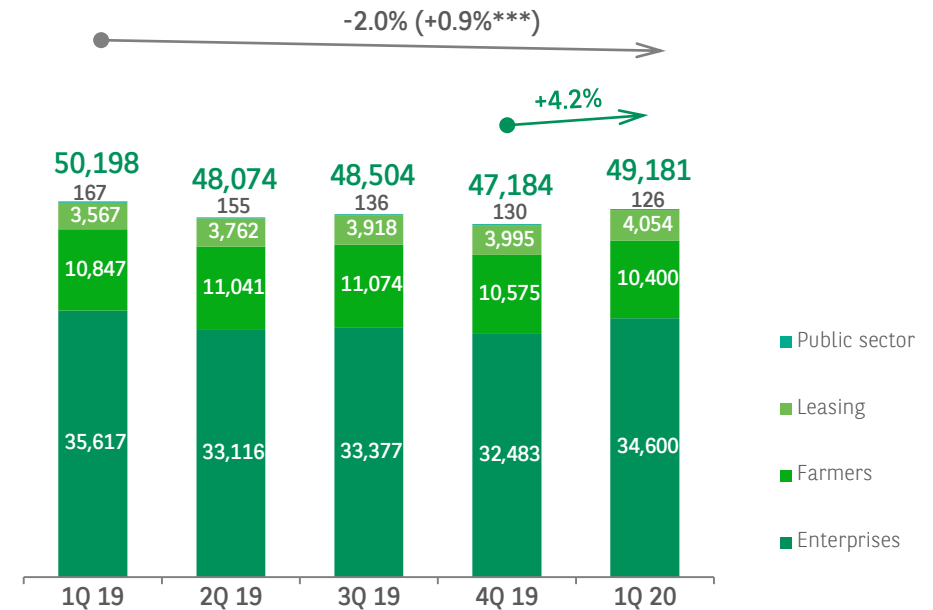
CONTINUATION OF THE INCREASE IN LOANS TO INDIVIDUAL CUSTOMERS (+4.3% Q/Q), GROWTH IN THE PORTFOLIO OF INSTITUTIONAL CLIENTS (+4.2% Q/Q)

PLN m, as of the end of the quarter

Individual loans



Institutional loans**



- Strongest dynamics: housing loans +20.0% y/y and +7.2% q/q. Increase driven mainly by an increase in the PLN loan portfolio (+28.4% y/y and +7.2% q/q) with simultaneous growth in the FX loan portfolio (+1.6% y/y and +7.1% q/q) related to the weakening of PLN against CHF as a result of the development of COVID-19 pandemic.
- The share of housing loans in individual loans amounted to 63.5% (+3.4 pp y/y).
- Increase in cash loans by 3.5% y/y. Increase by 1.7% q/q – reversal of the unfavourable sales decrease trend observed on the market in Q4 2019.

- Decrease in the total gross portfolio value by -2.0% y/y mainly due to the sale of the organised part of the Bank's enterprise intended for factoring business (PLN 1,468 million). Without taking into account this transaction, the portfolio value would increase by 0.9% y/y.
- Positive recovery of sales in Q1 2020, increase in the portfolio value: +4.2% q/q.
- Increase in lease receivables +13.7% y/y and +1.5% q/q.
- As at the end of Q1 2020, the share of loans to enterprises in loans to institutional customers was 70.4% (-0.6 pp y/y), loans to individual farmers: 21.1% (-0.5 pp y/y), and lease: 8.2% (+1.1 pp y/y).

* e.g. car loans, instalment loans, overdraft facilities, credit cards

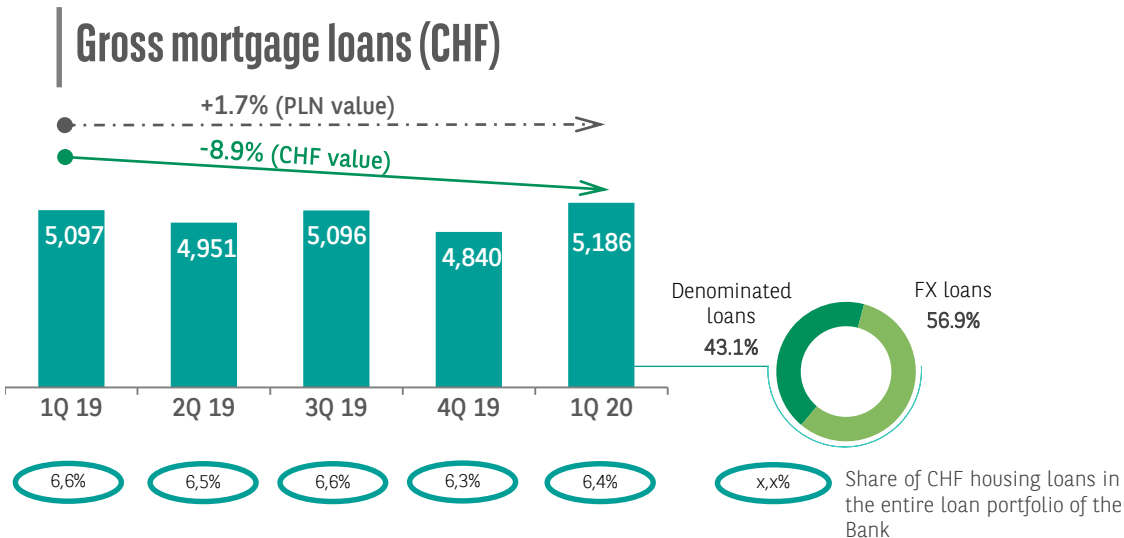
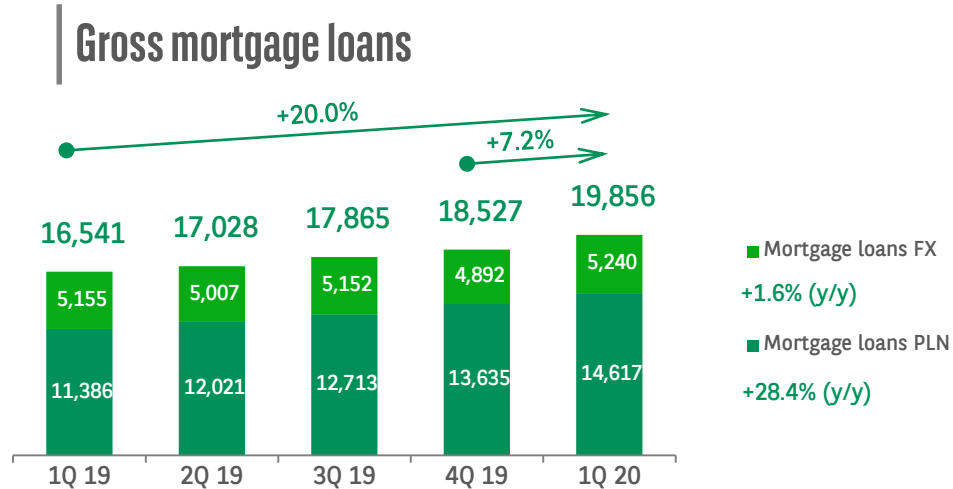
** taking account of the portfolio measured at fair value for "Farmer and enterprise loans" item (breakdown based on MIS data)

*** excluding factoring

CHF MORTGAGE LOANS PORTFOLIO

LOW SHARE OF CHF LOANS, RELATIVELY LOW NUMBER OF COURT CASES

PLN m, as of the end of the quarter



Legal risk

Portfolio structure: The Bank's housing loan portfolio includes denominated loan agreements and foreign currency agreements only (it does not include indexed loans).

Customer court actions:

- As at the end of Q1 2020, the Bank was sued in **243** court cases (increase by **51 q/q**) concerning mortgage loan agreements.
- The Bank is not a party to any collective claim concerning such loans.
- The total value of claims sought is PLN 72.35 million (status as of 31.03.2020).
- Relatively (as compared to competitive banks) low ratio of the value of claims to the balance sheet exposure: ~1%.

Completed proceedings: in 15 finally completed proceedings (as at 31.03.2020), 9 claims were dismissed; 3 cases were discontinued; 1 claim was rejected; one time, the invalidity of the contract was declared in the sentence justification, despite the dismissal; one time, the claim was recognised as valid only with regard to the insurance of low own contribution.

Provisions for CHF loan portfolio:

- **PLN 11.33 million** provision created in Q1 2020 for risk related to CHF loan portfolio.
- **PLN 43.44 million:** the total value of provisions for proceedings concerning CHF loans as at the end of March 2020.

CUSTOMER FUNDS

SAFE LIQUIDITY POSITION - INCREASE IN THE VOLUME OF DEPOSITS, NEGATIVE IMPACT OF COVID-19 ON THE DYNAMICS OF THE VOLUME OF INVESTMENT PRODUCTS

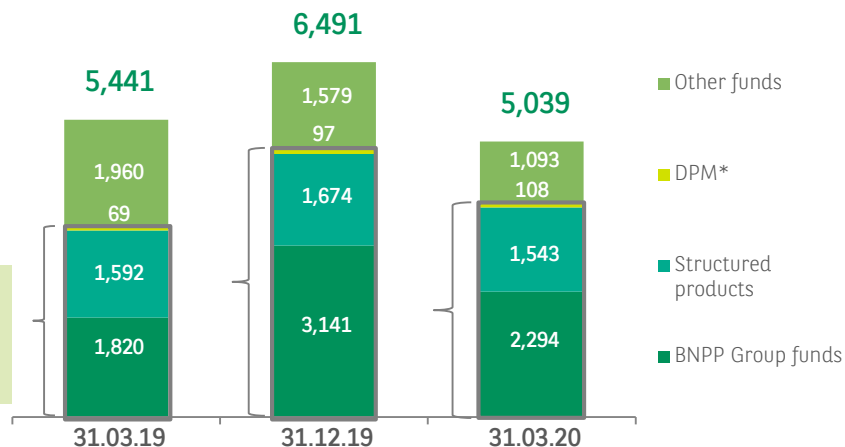
PLN m

Higher balance of deposits y/y (+1.2%) and q/q (+0.9%)

Increase in the balance of deposits parallel with cost of funding optimisation. Growth for both institutional and individual customers. Further increase in the share of current deposits in the total customer deposits (+4.4 pp y/y, to 67.4%).

Decrease in the volume of investment products related to the deterioration in the financial markets as a result of the COVID-19 pandemic (-7.4% y/y, -22.4% q/q)

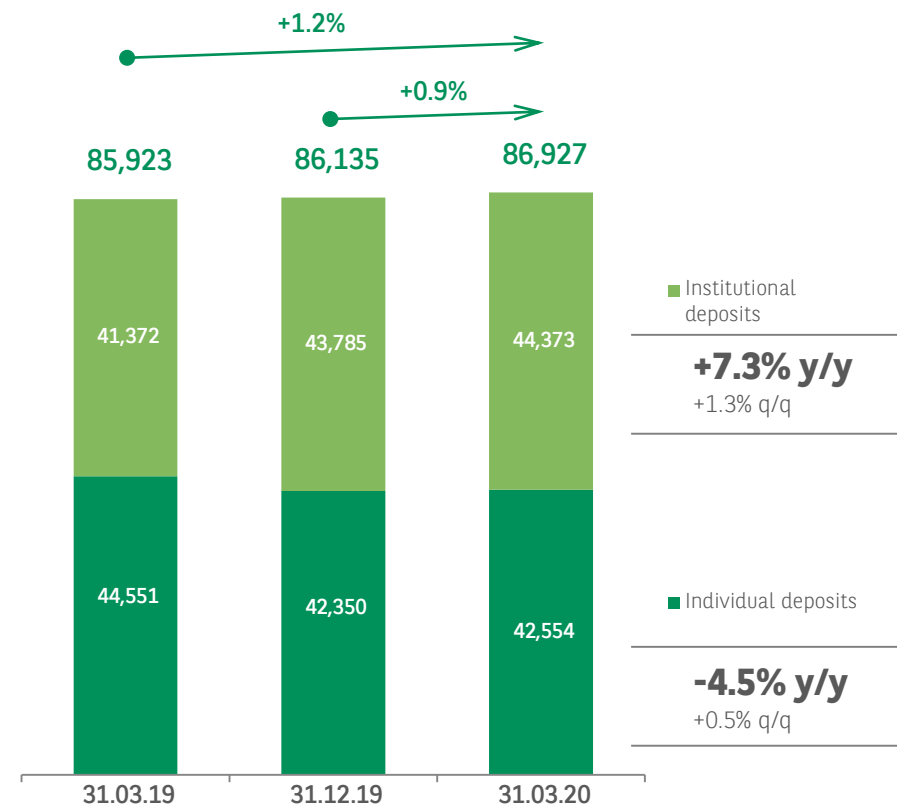
including the funds invested in BNP Paribas Group investment funds (+26.0% y/y, -27.0% q/q).



* Discretionary Portfolio Management

+13.3% y/y (-19.7% q/q)
assets under management

Customer deposits

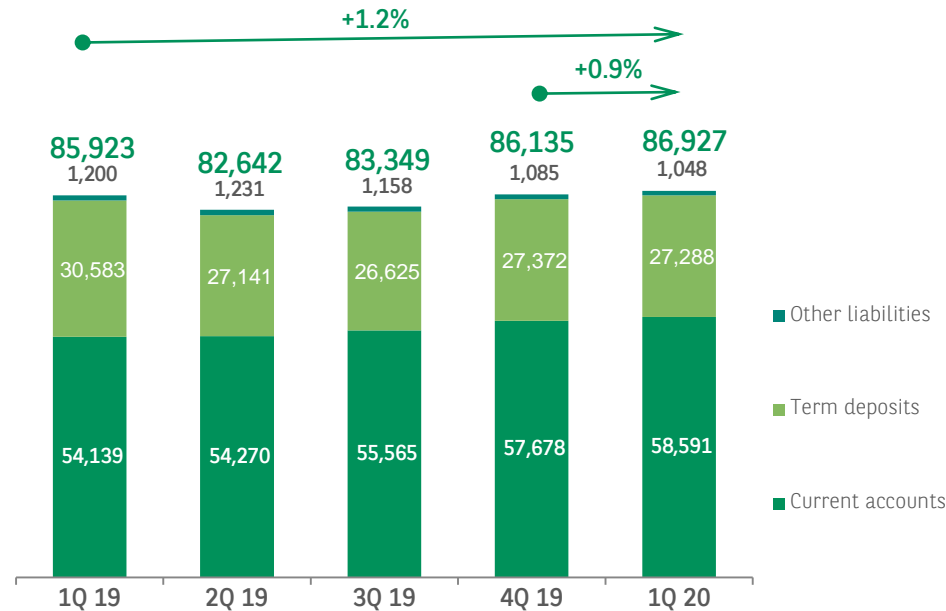


DEPOSIT BASE STRUCTURE

FURTHER INCREASE IN THE SHARE OF CURRENT ACCOUNTS. INCREASE IN DEPOSITS OF INSTITUTIONAL AND INDIVIDUAL CUSTOMERS Q/Q

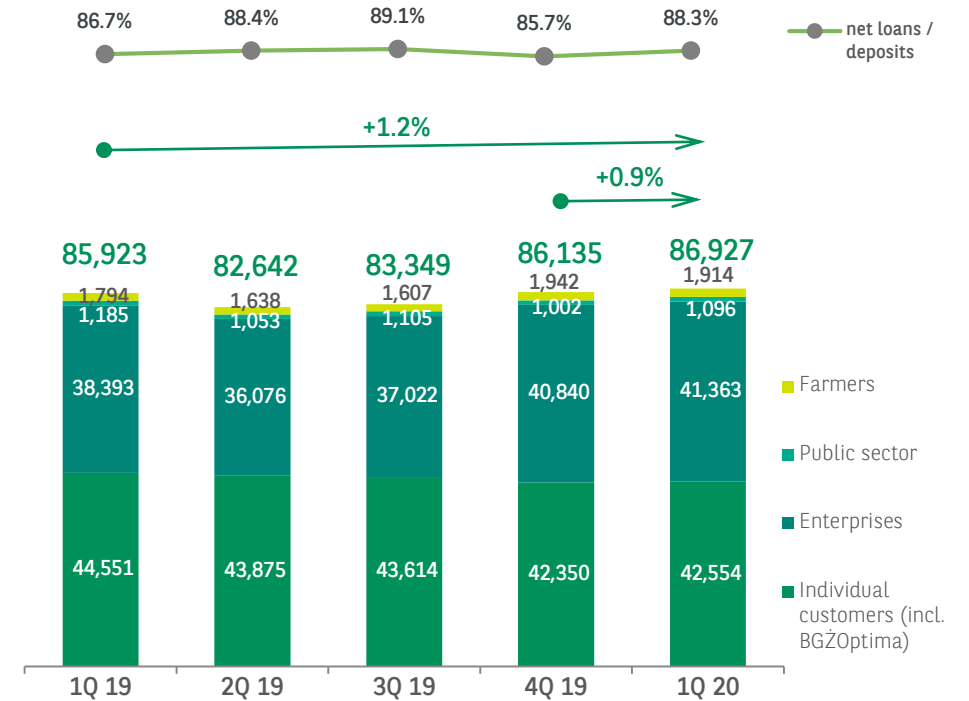
PLN m, as of the end of the quarter

Deposit term structure



- Further increase in the share of customer current accounts in the deposits total: to 67.4% (+4.4 pp y/y, +0.5% q/q). Increase in Q1 2020 vs Q4 2019 concerned mainly the volumes in current accounts of individual customers (PLN +664 million, +2.4%).

Customer deposits

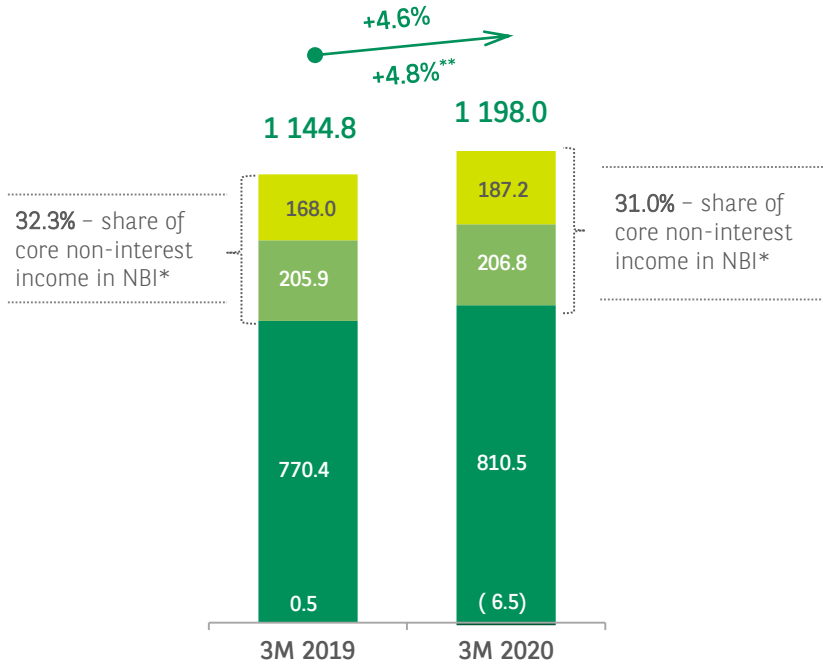


- Increase of enterprise deposits: +7.7% y/y and 1.3% q/q, and farmer deposits: +6.7% y/y and a decrease by -1.4% q/q.
- Decrease in individual customer deposits by -4.5% y/y as a result of the liquidity position optimisation. In Q1 2020, an increase in the volume by +0.5%.
- Decrease in deposits acquired by BGZOptima as a result of the pricing policy optimisation down to PLN 3.8 billion (-23.9% y/y, -5.7% q/q).

NET BANKING INCOME

CONTINUED GROWTH OF CORE REVENUES, COVID-19 IMPACT NEUTRALISED BY THE POSITIVE BALANCE OF OTHER ONE-OFF EVENTS

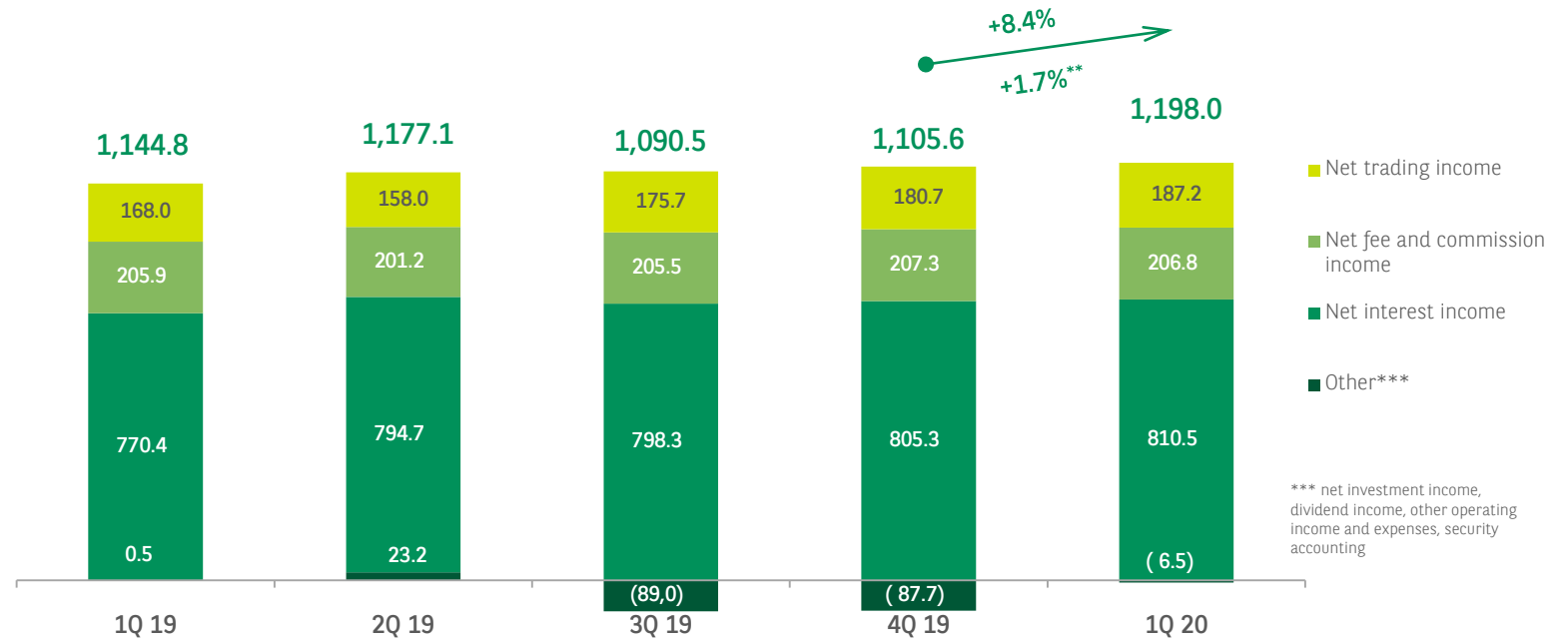
PLN m



- Increase in all basic income categories.
- The highest positive impact visible in net interest income (dynamics +5.2% y/y) and net trading income (dynamics +11.4%) categories.
- Negative impact of the valuation of the loan portfolio measured at fair value resulted from the downward movement in yield curve (reduction of NBP interest rates, approx. PLN -25.9 million in March 2020 alone), neutralised by profit on sales of securities (PLN 26.6 million) and positive balance of one-off events presented under other operating income/expenses (approx. PLN 22.4 million).

* NBI excluding the other operating income and expenses

** net banking income without integration costs, one-off Events and COVID-19 impact

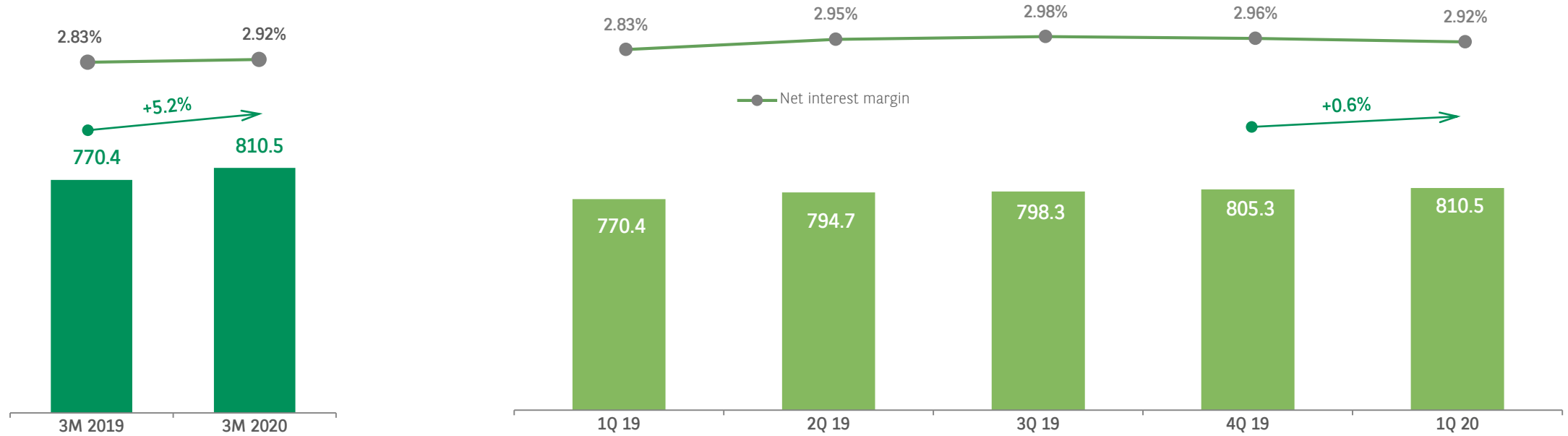


- Gradual increase in the quarterly net interest income due to the Group's liquidity position optimisation, cost of funding reduction as well as the growth in loan portfolio.
- "Other" item includes:
 - in Q1 2020: the amount of PLN -23.6 million of the net investment result (change of the valuation of the portfolio measured at fair value and result on the sale of securities) and the positive balance of one-off events, total of approx. PLN 22.4 million (sale of Kasprzaka real estate + PLN 43.6 million, provision for legal risk of CHF housing loans: PLN -11.3 million, provision for legal risk for the lost option case: PLN -9.8 million),
 - in Q4 2019: the amount of PLN -29.5 million in the portfolio provision for CHF housing loans (CJEU), and PLN 20.8 million in provisions for commission return (CJEU),
 - in Q3 2019: the amount of PLN -48.8 million in the provision for the proportional return of commissions in the case of early loan repayment, PLN -11.3 million in the provision for the option case of the customer, and PLN -6.4 million in the provision for operating losses related to the improper execution of the fiscal attachment in 2017.
 - in Q2 2019, the amount of PLN +45.0 million of revenue on sales of an organised part of business (adjusted in Q3 by PLN -2.6 million).

NET INTEREST INCOME

ANOTHER QUARTER OF INCREASE IN THE NET INTEREST INCOME DESPITE THE FIRST CHANGE IN INTEREST RATES OF THE NATIONAL BANK OF POLAND

PLN m



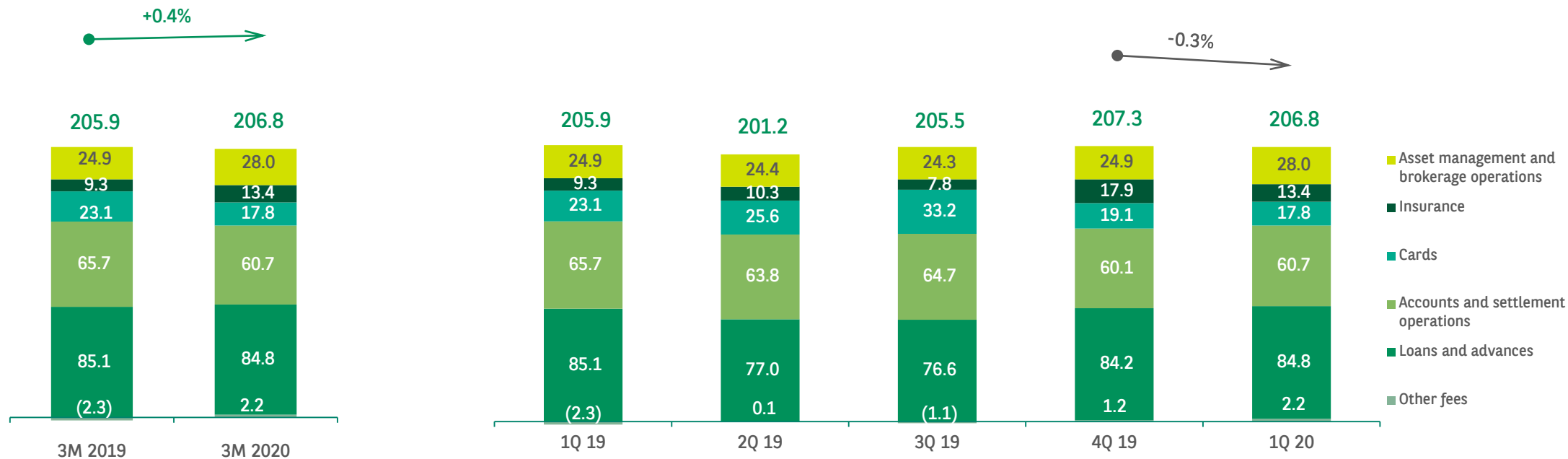
- Improvement in deposit margins related to the continued deposit base optimization.
- Increase in loan volumes.

- Further improvement of net interest income in Q1 2020 resulting from, among others, the increase in the share of current deposits as well as continuation of margin optimisation realized on savings accounts and term deposits of individual customers.
- The net interest income in Q1 2020 includes the settlement of the fair value adjustment for the loan portfolio, Phase I, acquired as part of Core RBPL acquisition, in the amount of PLN 13.4 million (PLN 14.2 million in Q4 2019, PLN 22.0 million in Q3, PLN 28.4 million in Q2, PLN 32.3 million in Q1, PLN 18.0 million in Q4 2018).
- Negative impact on the interest income of Q1 2020 of commission returns on early client loan repayments made after 11 September 2019 (CJUE judgement) in the amount of PLN 11.8 million (PLN 15.1 million in Q4 2019, PLN 3.5 million in Q3).

NET FEE AND COMMISSION INCOME

STABILISATION OF NET COMMISSION INCOME, NO NEGATIVE IMPACT OF COVID-19

PLN m



- Very good results on commissions for asset management and brokerage operations (higher commissions for the sale of investment funds units).
- Higher income from on life insurance in mortgage loans (PLN +2.2 million y/y) and Cardif insurance (PLN +1.8 million y/y).
- A decrease in commissions on accounts and settlements due to the entry into force, as of December 2019, of the European regulations on the amounts of commissions on international transfers (SEPA) by approx. PLN 4.3 million y/y.

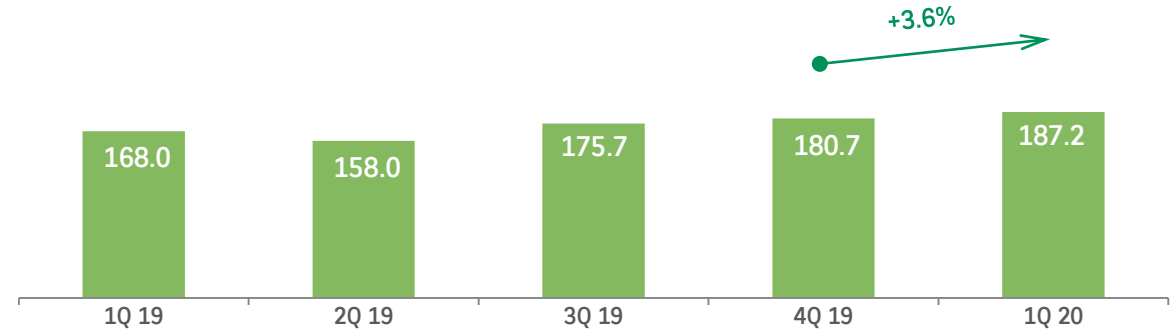
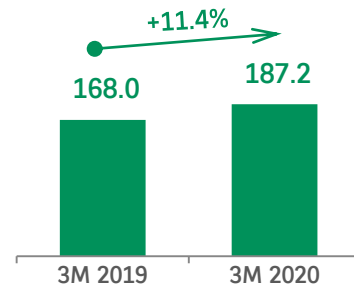
- The lower level of insurance commission observed in Q1 2020 as compared to Q4 2019 related to the lack of comparable income on Agro and micro-enterprises credit insurance).
- A decrease in commission on cards in Q1 2020 as compared to quarterly results in 2019 mainly due to the reclassification of income from exchange rate differences on card transactions with currency conversion (since Nov'19 exchange rate differences on card transactions are presented in net trading (FX) income; in Q4 2019 income presented in F&C amounted to PLN 2.3 m, in Q1 2019 to PLN 5.5 m).
- In Q1 2020, a significant increase in the scale of card transactions was visible, including customer transactions carried out in cooperation with Allegro.

NET TRADING AND INVESTMENT INCOME

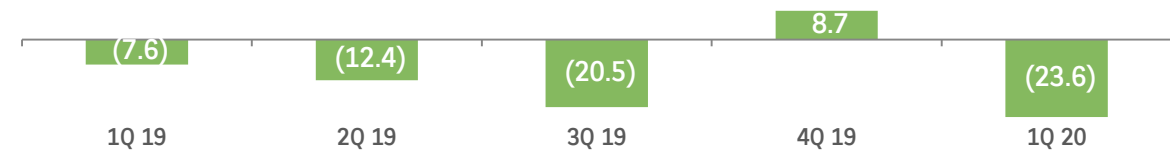
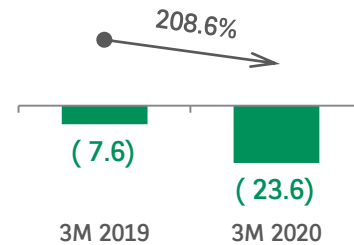
FURTHER "CUSTOMER" GROWTH OF THE NET TRADING INCOME, NEGATIVE COVID-19 IMPACT ON THE FV LOAN PORTFOLIO VALUATION

PLN m

Net trading income



Net investment income



- Increase in the level of net trading income as a result of growing scale of operations with customers.
- As a part of the net investment income, the negative impact on the loan portfolio value measured at fair value (FV) of the downward movement in interest rate curve (reduction of NBP interest rates, approx. PLN -25.9 million in March 2020 alone), partially neutralised by profit on sales of securities (PLN +26.6 million).

- Net investment income in Q1 2020 includes the impact of the valuation of the portfolio of customer loans and advances measured at fair value in the amount of PLN -50.2 million (PLN +5.5 million in Q4 2019, PLN -21.7 million in Q3 2019, PLN -12.5 million in Q2 2019, PLN -6.9 million in Q1 2019) and profit on sales of securities (PLN +26.6 million).

OPERATING EXPENSES, DEPRECIATION AND AMORTISATION

THE FIRST QUARTER WITHOUT INTEGRATION COSTS. SYNERGIES IN LINE WITH THE ASSUMPTIONS

PLN m



- Lower operating costs -0.6% y/y due to the lack of significant integration costs in Q1 2020 (-5.7 million vs -57.0 million in Q1 2019). Excluding integration costs, an increase of +6.8% y/y was recorded.
- An increase in the Bank Guarantee Fund (BGF) costs (+14.3% y/y) due to a higher level of contributions to the bank resolution fund (as a result of including the Core RBPL acquisition in the calculation base) and the guarantee fund. Operating costs excluding integration costs and BGF were higher by 5.1% y/y (PLN +28.5 million).
- An increase in amortisation/depreciation costs by +14.1% y/y and other administrative costs +18.9% y/y (mainly in the following items: advisory and consulting services PLN +10.6 million, marketing PLN +9.4 million and the contribution to the Borrower Support Fund +PLN 3.0 million) partially neutralised by the decrease in personnel costs (-3.7%).

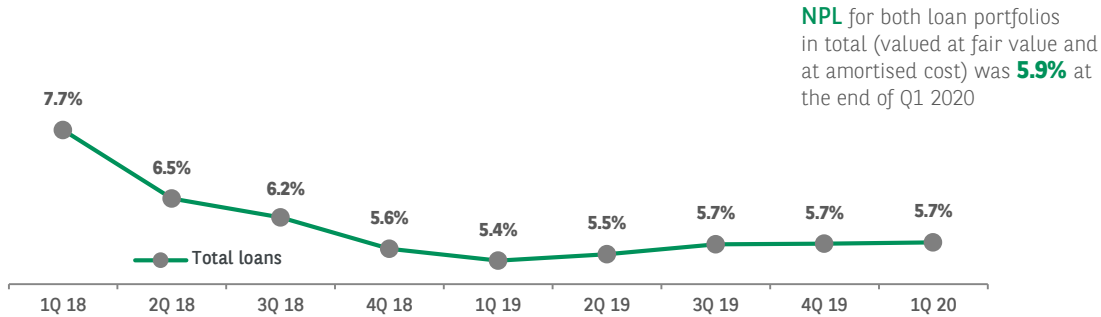
- A decrease in operating costs in Q1 2020 vs Q4 2019 by -1.7% as a result of lack of comparable integration costs (Q1 2020: PLN -5.7 million, Q4 2019: PLN -126.8 million), with a simultaneous increase in BGF costs (PLN +135.6 million).
- Costs of contributions to the bank restructuring fund incurred in full in Q1 2020 amounted to PLN -126.0 million, costs of contributions to the guarantee fund in Q1 2020: PLN -21.7 million (vs PLN -12.1 million in Q4 2019).
- Decrease in other administrative costs in Q1 2020 vs Q4 2019 related to incurring lower marketing costs: PLN -8.1 million, IT and telecommunications costs: PLN -10.7 million, advisory and consulting costs: PLN -8.7 million, and costs of business trips (Bank only): PLN -1.9 million.
- Continuation of the decrease in personnel costs in Q1 2020 (decrease in salaries and training costs).
- Synergy effects – reduction of approx. 1.5 thousand FTEs, closure of 186 branches since the merger (Oct. 2018). The synergies realised mainly in HR, IT, consulting, marketing and rental costs.

* excluding integration costs

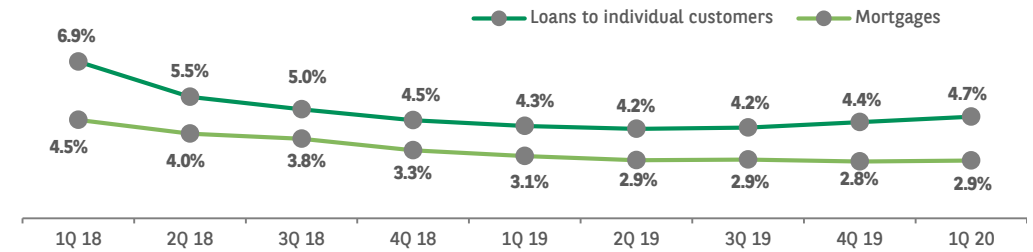
LOAN PORTFOLIO QUALITY

STABLE LEVEL OF TOTAL NPL RATIO. FARMERS' PORTFOLIO - NPL RATIO UP DUE TO A DECREASE IN TOTAL VOLUME OF FARMERS' LOANS

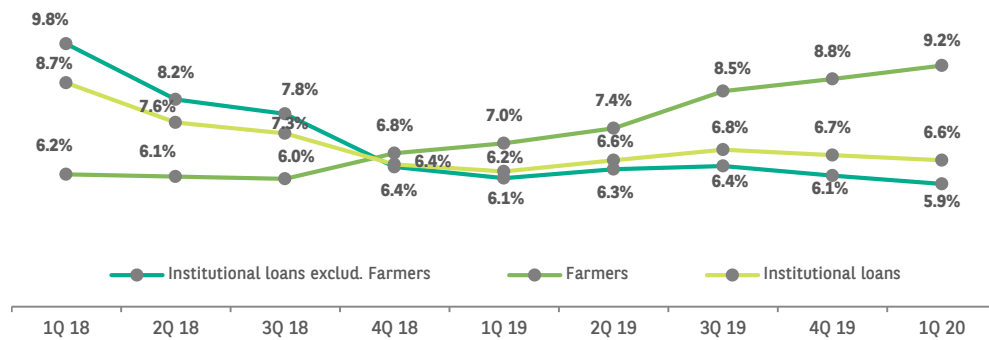
Total loans - NPL*



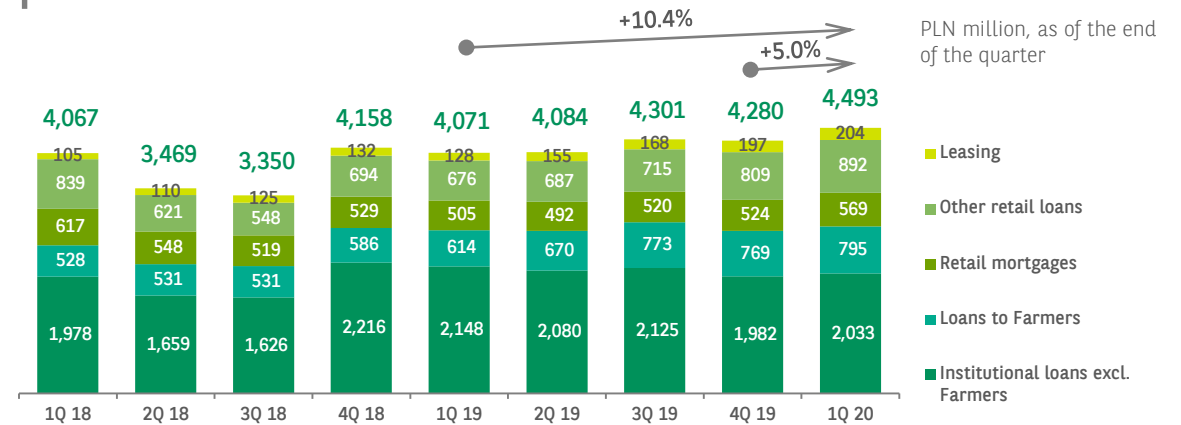
Retail loans - NPL*



Institutional loans - NPL*



Gross impaired portfolio**



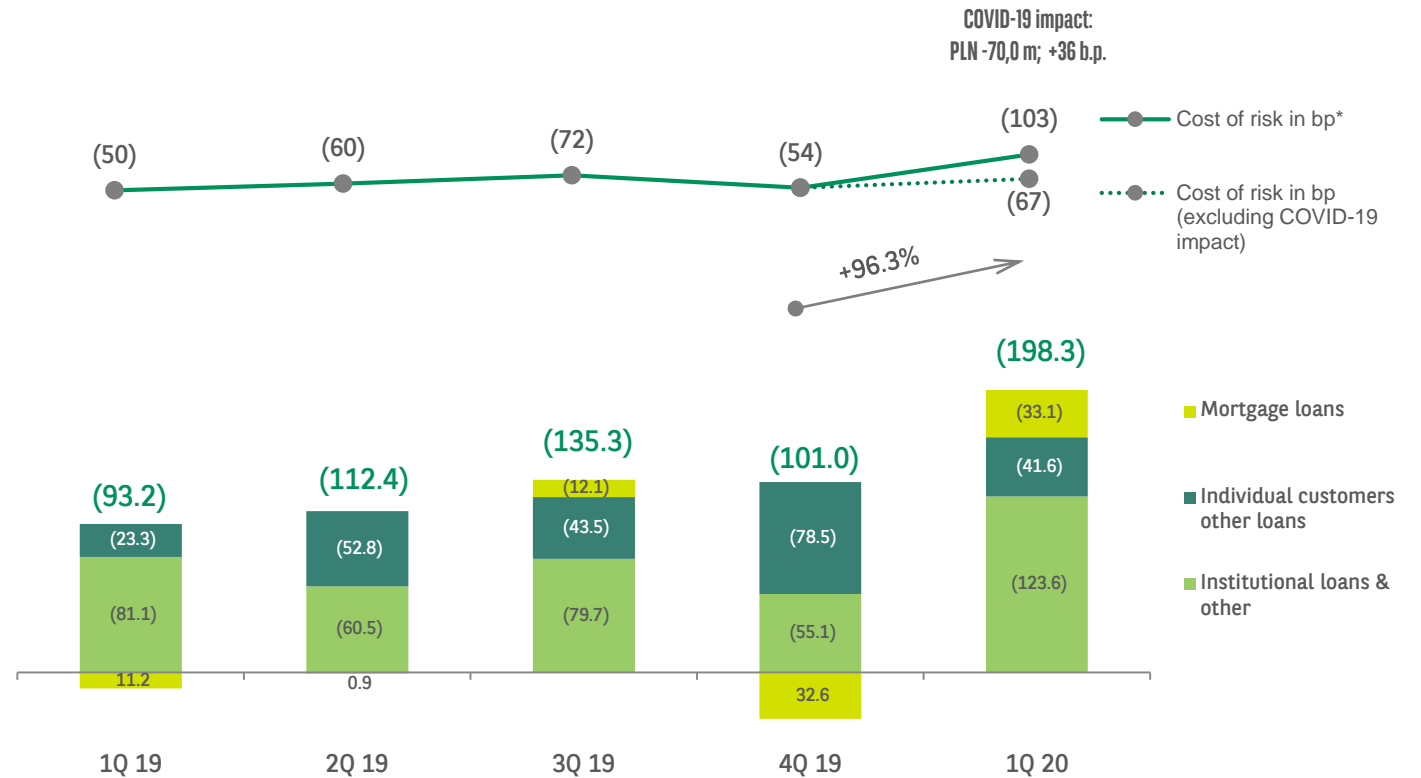
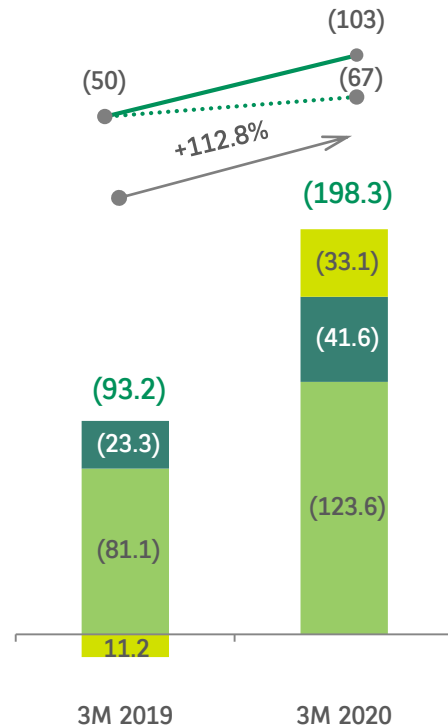
* NPL calculations are not including loans and advances valued at fair value, identified in accordance with IFRS 9

** impaired loan portfolios since 31 March 2018 are not inclusive of loans and advances valued at fair value, identified in accordance with IFRS 9

NET IMPAIRMENT LOSSES

INCREASE IN COST OF RISK AS A RESULT OF FIRST IMPACT OF COVID-19 RECOGNITION

PLN m



- The increase in the cost of risk in Q1 2020 was mainly due to:
 - creating about PLN 70 million of provision for the effects of COVID-19, of which about PLN 10 million results from changes in the exchange rate deteriorating the relation of collateral to the loan in the FX mortgage portfolio and about PLN 10 million from higher delays in the retail portfolio,
 - introducing the multi-scenario method in individual valuation and increase of the entry threshold for individual valuation (PLN 40 million).

- Cost of risk changes in Q1 2020 compared to Q4 2019 were mainly due to:
 - PLN 50 million provision for the risk associated with COVID-19,
 - in the institutional client portfolio: an additional PLN 40 million provision related to introducing the multi-scenario method in the individual portfolio valuation together with the change in the entry threshold for this method,
 - in the portfolio of other individual clients: about PLN 10 million from higher delays in the retail portfolio,
 - in the mortgage portfolio: negative impact of exchange rates changes on LTV in Q1 2020 (PLN 10 million),
 - standard update of risk parameters carried out in Q1 2020.

* Cost of risk expressed as the ratio of the net impairment allowance to the average balance of gross loans and advances to customers valued at amortised cost (calculated based on quarter-end balances).

COVID-19 IMPACT ON CREDIT RISK

AN OVERVIEW, KEY STATISTICS

SUPPORT PROGRAMS FOR CLIENTS

Loan repayment grace periods implemented at the beginning of April 2020 and until 8 May applied to PLN 5.7 bn of loan exposure (on and off-balance).

BGK Guarantees total limit of PLN 10 bn, of which: de minimis guarantee from the beginning of April with the current available limit of PLN 1.2 bn, liquidity guarantee (starting from beginning of May) with the current available limit of PLN 8 bn.

PFR program – the participation of the Bank in the funds' distribution to the clients - by 8 May over 3k positive decisions in the amount of PLN 929 million.

Bank is analyzing the support programs in the context of MSSF 9 application and assumes them to have a positive impact on the credit risk parameters.

Statistics as at 08.05.2020	Retail (incl. Micro) clients	Corporate & SME customers	Total
Number of applications submitted / processed (thousand)	66.7 / 39.4	0.8 / 0.6	67.5 / 40.0
Credit moratorium total amount (PLN million, on & off-balance exposure)	3,696	2,035	5,731

COVID-19 IMPACT REPORTING

A number of actions, including more frequent and detailed monitoring of the portfolio, implemented:

- An ad hoc in depth case-by-case portfolio review conducted – 8 thousand corporate & SME clients has been verified individually,
- COVID-19 affected portfolio weekly reporting (sensitive sectors, highly COVID affected CTB & SME clients, actions undertaken),
- Days-past-due daily reporting, loan repayment grace period weekly reporting.

COST OF RISK

In Q1 2020, the impact of COVID-19 on the cost of risk amounted to ca. PLN 70 m, including ~PLN 50 m due to the Bank's expectations about the epidemic impact on the financial situation of the Bank's credit clients, ~PLN 10 million due to FX rate changes (retail FX mortgages) and ~PLN 10 million due to DPD raise in the retail non-mortgage portfolio.

FOCUS POINTS

Utilization of the BGK guarantee limit as high as possible

Proper actions taken towards the COVID affected clients

CAPITAL ADEQUACY

SAFE CAPITAL POSITION. TCR AND TIER I EXCEEDS THE REGULATORY MINIMUM



TCR and Tier I above the regulatory minimum: +4.0 pp and +3.7 pp, respectively

Reduction of the systemic risk buffer from 19 March 2020 from 3% to 0%.

Increase in the value of total own funds in Q1 2020 as a result of obtaining the consent of the Polish Financial Supervision Authority to include the Group's net profit for Q3 2019 in the amount of PLN 111 million in its own funds.

Higher level of the total amount of risk exposure in Q1 2020 related mainly to an increase in the requirement for credit risk.

No capital requirement for FX loans for the Bank (since 9 July 2019). OSII buffer at 0.25%.

Increase in the value of total own funds in Q2 2020 as a result of obtaining (5 May) the consent of the Polish Financial Supervision Authority to include the Group's net profit for Q4 2019 in the amount of PLN 113 million in its own funds.

03

OUTLOOK



POST COVID-19 EPIDEMIC REALITY

AS THE PANDEMIC WILL PASS, WE EXPECT CURRENT MARKET TRENDS TO ACCELERATE

We believe that the pillars of the Fast Forward strategy, i.e. smart and responsible growth, improvement of efficiency and quality as well as focus on people - supported by digitalization, will be still applicable in the post COVID-19 epidemic reality.

POST COVID-19 FOCUS AREAS



BUSINESS PROTECTION & SMART GROWTH

- Allocate resources to where profitable and sustainable growth exists
- Showing client partnership in difficult times, with careful risk management
- Value - not just volume, building mutually valuable relations with clients
- Look for new revenue streams, „bank as a platform“ innovative approach



DESIRED & POSITIVE BANK

- Be a fair bank
- A strong brand of the socially responsible organization
- Actively engage in green initiatives and promote ecological consciousness
- Focus on building primary relations with clients
- Client satisfaction and service quality



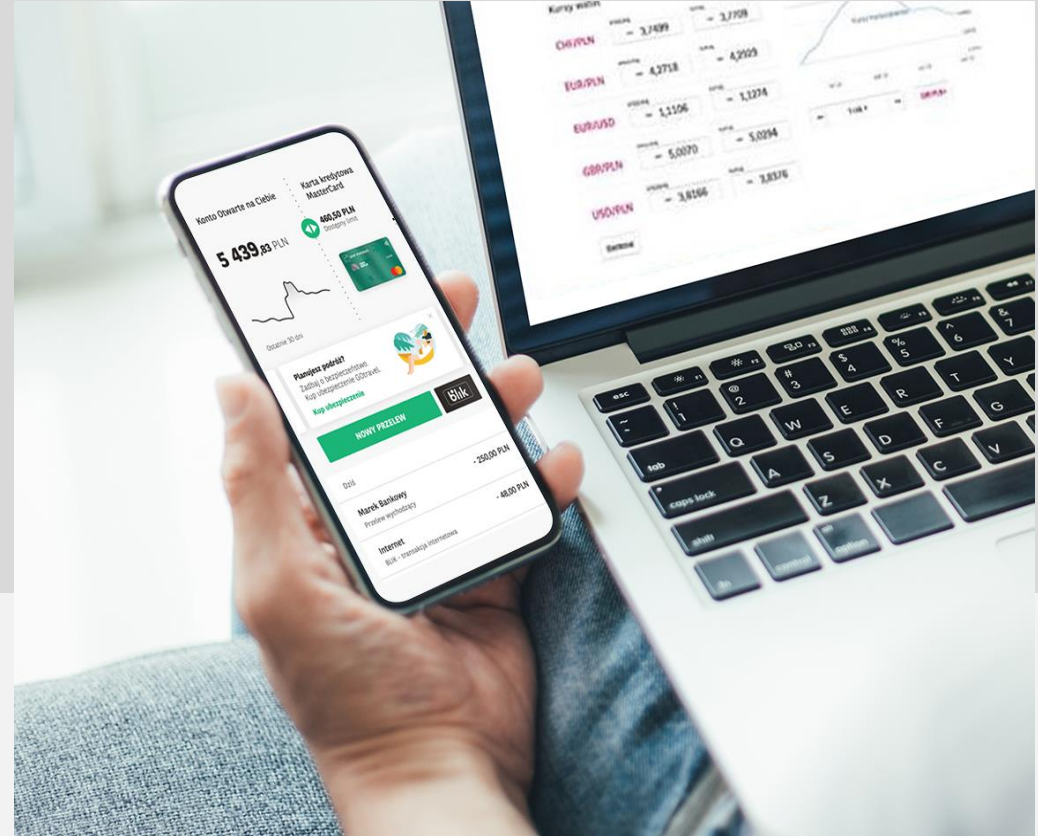
OPTIMAL PROCESSES & RESOURCES

- Efficient and automated processes that are impervious to external shocks
- Full range of products & services & digital solutions accessible at all times
- Cost efficiency as a key management parameter – proper calibration of resources and level of expenses
- Capital and liquidity management

Accelerating change execution will matter to stay competitive

04

BUSINESS SEGMENTS PERFORMANCE



BNP PARIBAS

RETAIL AND BUSINESS BANKING & PERSONAL FINANCE

CONSISTENT IMPLEMENTATION OF THE GROWTH, TRANSFORMATION AND SERVICE QUALITY IMPROVEMENT STRATEGY

3.9 million of retail customers

+156 k +4% y/y

+22 k +1% q/q

Growth

- online sale of personal accounts: 16,3 k in Q1 20; +72% y/y
- sale of car loans: +11% y/y, cooperation with FORD launched in February
- business accounts: 8.8 k in Q1 2020, +24% y/y;
- the best quarter sales results since the merger: mortgage loans (+7% q/q, +53% y/y) and Micro financing (+19% q/q; +16% y/y)

Digitalization

- implementation account acquisition through video verification (April 2020)
- digitalisation of selected investment products
- personalised video communication – preapproved offer
- credit card in GOonline – full management of the card and the order process from the application level
- Internet banking for Micro clients – implementing a “white VAT list”
- Growing share of installment loans sale with paperless process - 49% in Mar 2020 (vs 39% in Dec 2019)

Facilities for clients related to COVID-19 pandemia

- credit moratoria - offering individual customers an option to postpone for 3 months the repayment of full principal and interest loan payments
- adaptation of risk assessment principles in line with the changing environment
- making sales and after-sales processes more flexible
- option to disburse a loan tranche remotely

Transformation

- distribution network transformation:
 - 170 branches and all Wealth Management Centres in a new format
 - 186 branches closed as part of integration
- launch of the Customer Lab - internal "customer knowledge center", a new standard in consumer research

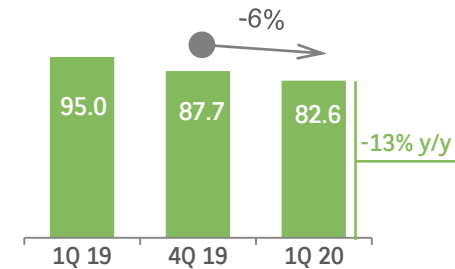
Awards and distinctions



Brokerage House fundamental portfolio ranked 3rd in the Parkiet ranking after Q1 2020

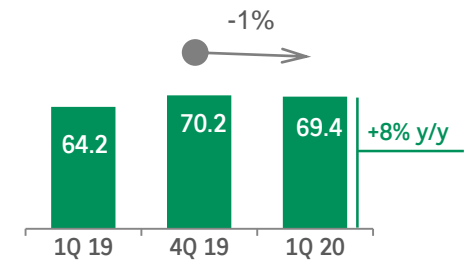
Individual clients acquisition *

thousand



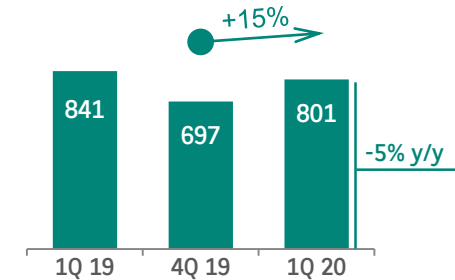
Personal account sales

thousand



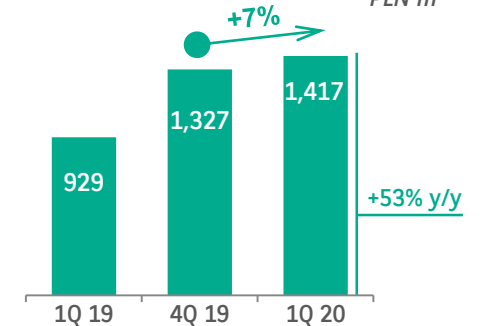
Cash loan sales

PLN m



Mortgage loan sales

PLN m



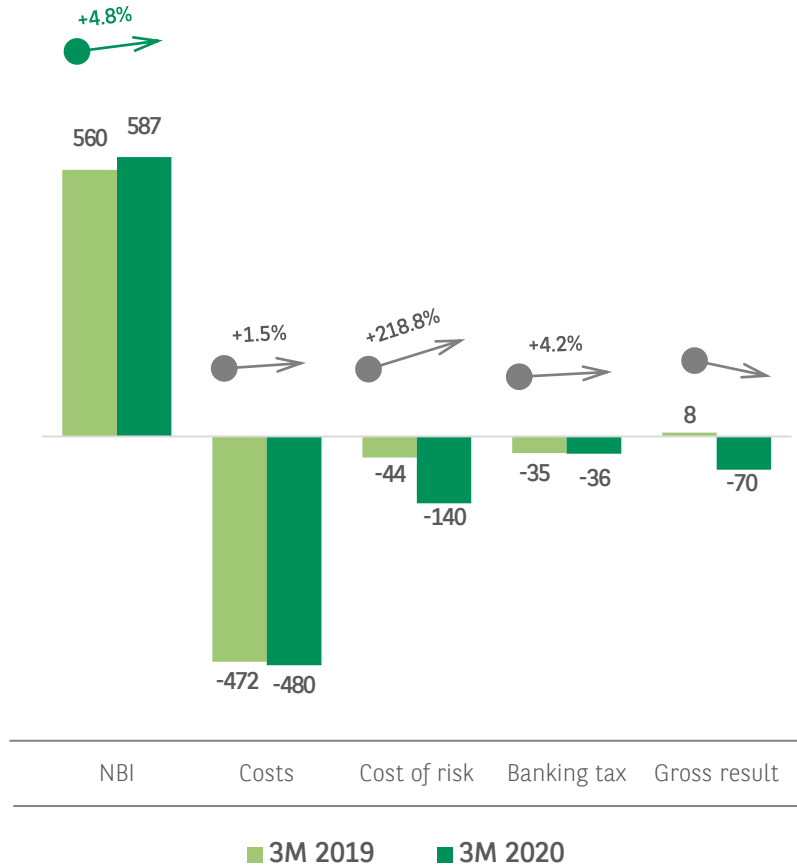
* excluding acquisition via Customer Service Points

RETAIL AND BUSINESS BANKING

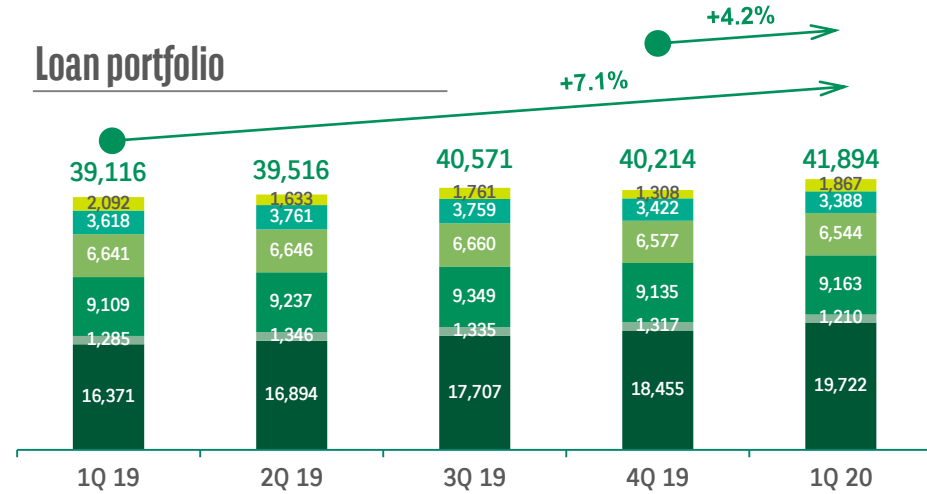
NEGATIVE IMPACT OF COST OF RISK RELATED TO COVID-19 ON GROSS RESULT DESPITE AN INCREASE IN THE NET BANKING INCOME

PLN m

Gross result structure



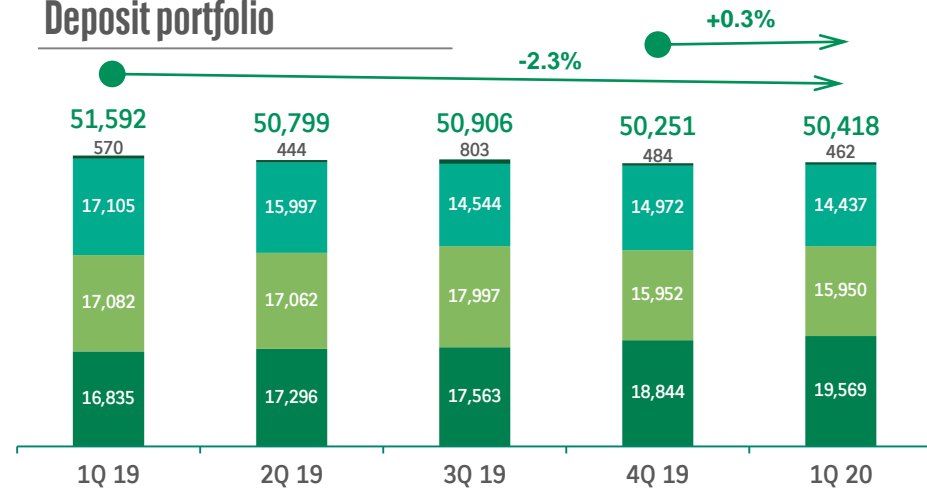
Loan portfolio



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

49%

Deposit portfolio



CORPORATE & SME BANKING

FOCUS ON BUSINESS DEVELOPMENT AND TRANSFORMATION. SUCCESSFUL QUARTER IN SPECIALIST FINANCING

Business development

- Significant increase in NBI in Corporate segment +12,0% y/y
- Increase in loan portfolio in Corporate segment +8,2% q/q
- New client acquisition SME: +407, significant improvement in customer retention
- Continued increase in revenues from currency exchange transactions in SME
- Increase in deposits with simultaneous optimization of the margin

Product offer

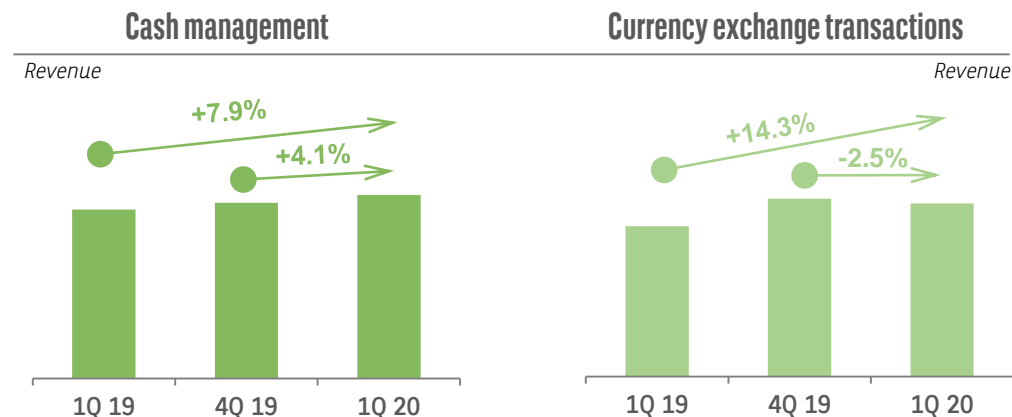
- Treasury products and trade finance offer as an element of competitive advantage in the SME segment
- Advanced cash management solution for SMEs – H2H, distinguishing the Bank's offer from other market offers (safety and process automation)
- Extended card offer with multi-currency card

Transformation and digitalisation

Further improvements and automation in key processes, including:

- package of solutions for remote work with the client
- providing a fully functional e-loan application for clients from the agro segment
- further optimization of the credit process through the implementation of "dynamic" credit monitoring
- fully functional and equipped with modern tools Business Service Zone and Business Service Center expanding the scope of remote customer service
- new module enabling creation of new users in the BiznesPl@net system on a fully remote basis launched

Development of transactionality and product cross-selling



Corporate banking customers

12,4 k

-0.9 thousand -7% y/y*
+0,1 thousand +0% q/q*

SME customers

28,4 k

-3.5 thousand -11% y/y*
-2.5 thousand -8% q/q*

* the change includes the effect of the database standardisation as a result of the operational merger conducted in November 2019 and resegmentation between SME and micro carried out in January 2020

Successful beginning of the year in real property transactions, structured financing and innovative issue of green corporate bonds (selected transactions)



CORPORATE & SME BANKING

ACTIVITY DURING THE CORONAVIRUS PANDEMIC. SUPPORT FOR OUR CLIENTS

- ✓ **Smooth transition to remote work in the telephone Business Service Center and Business Service Zone as well as in Business Centers:** extensive support for customers regarding information on current operations, the BiznesPl@net system and preparation of documents:
 - forms of changes, annexes to contracts
 - account history, order confirmation, issuing certificates, bank opinions, answering auditors' queries,
 - applications for a new product, service - for a new account / accounts, for new debit cards, charge and credit cards
 - within the limits granted, changes to card limits, applications for FX and deposit transactions.
- ✓ **Development of the self-service zone in the BiznesPl@net online banking:** enabling customers to create new users in the BiznesPl@net system on a fully remote basis (without physical contact with the Bank's employee and without the use of paper Customer could create new user with appropriate access).
- ✓ Customer support through close and **frequent contact with customers** as well as **dedicated webinars** regarding changes in the law and possibilities of supporting business customers - **five thousand participants so far**
- ✓ **The Bank's involvement in the government's assistance programs targeted at Polish enterprises:**
 - **PFR Financial Shield** (as a part of the Anti-Crisis Shield 2.0): non-returnable subsidy up to 75%, program value - PLN 100 billion, the possibility of submitting applications for financing via BiznesPl@net online banking
 - **BGK liquidity guarantee programs:**
 - **for medium and large enterprises:** Bank is one of the leading banks in the program, the requested amount of guarantees is PLN 8 billion,
 - **for smaller business** under the extended **de minimis guarantee program**
 - **"Credit moratoria":** The Group offered customers the option to postpone the payment of principal or principal/interest installments on all credit products, as well as on products offered by other BNP Group companies in Poland, ie leasing and factoring.

Statistics as at 8.05.2020	Loans			Leasing		
	Corporate customers	SME customers	Total	Corporate customers	SME customers	Total
Number of clients whose applications for support have been processed	179	171	350	110	178	288
Exposure value of the applications processed (PLN million)	1,708	327	2,035	500	156	656

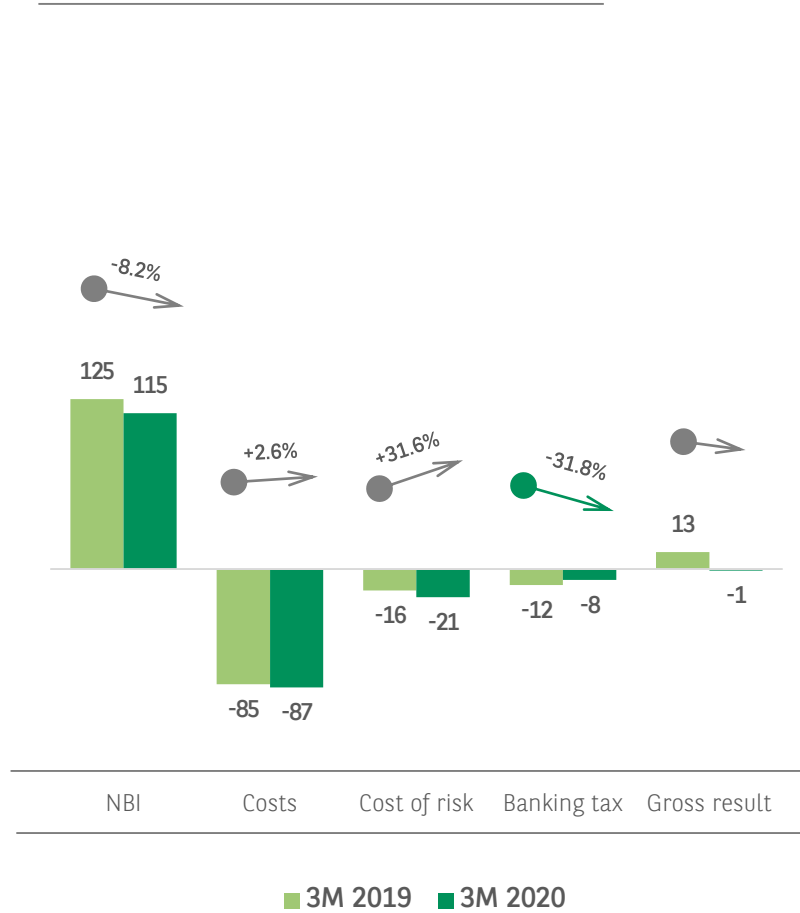


SME BANKING

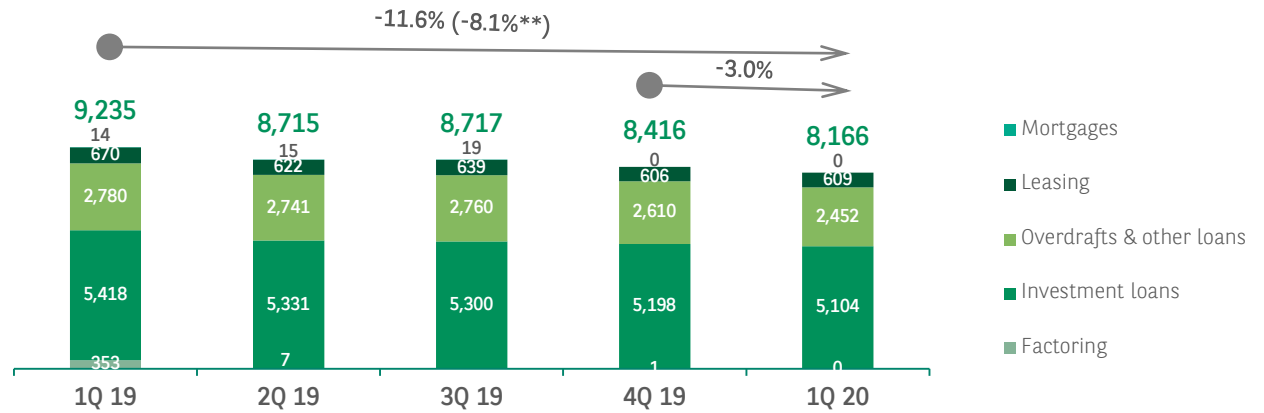
NET BANKING INCOME DECREASE RESULTED MAINLY FROM FACTORING SALE. INCREASE IN COST OF RISK (COVID-19)

PLN m

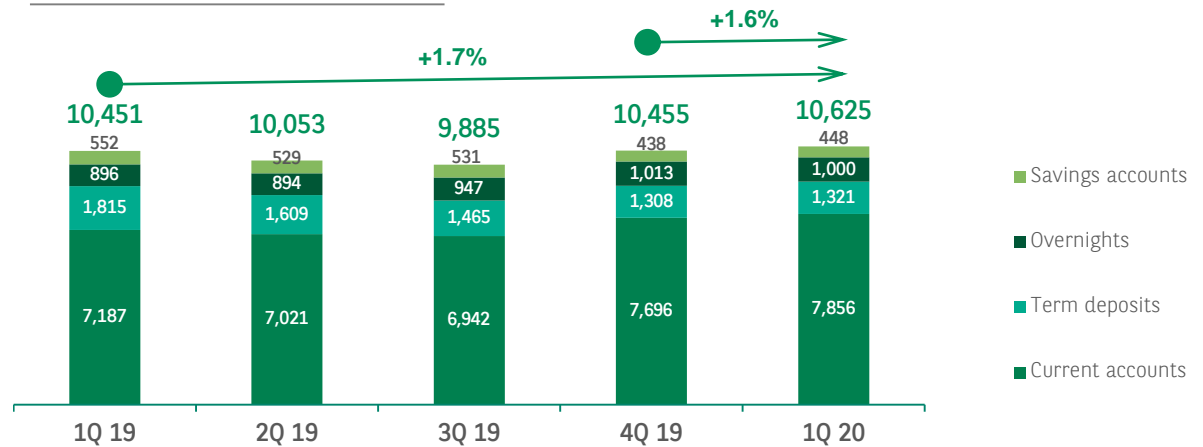
Gross result structure



Loan portfolio



Deposit portfolio



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



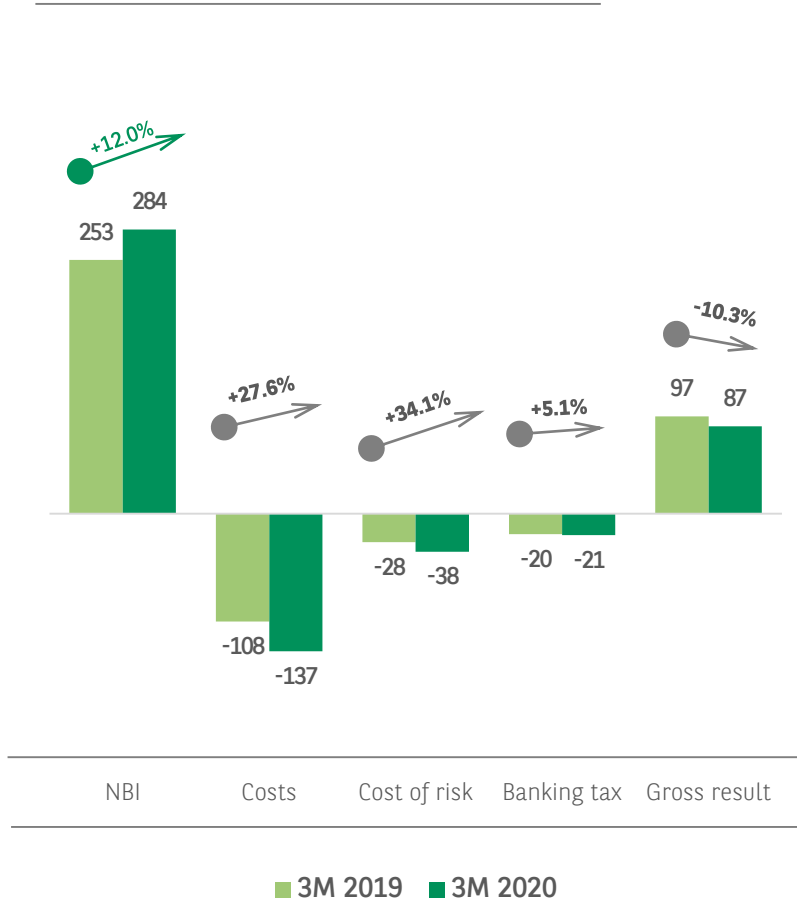
* in connection with the re-segmentation of SME, Corporate Banking and Micro clients, carried out in 2020; data for 2019 presented on a comparable basis
 ** dynamics excluding factoring receivables

CORPORATE BANKING

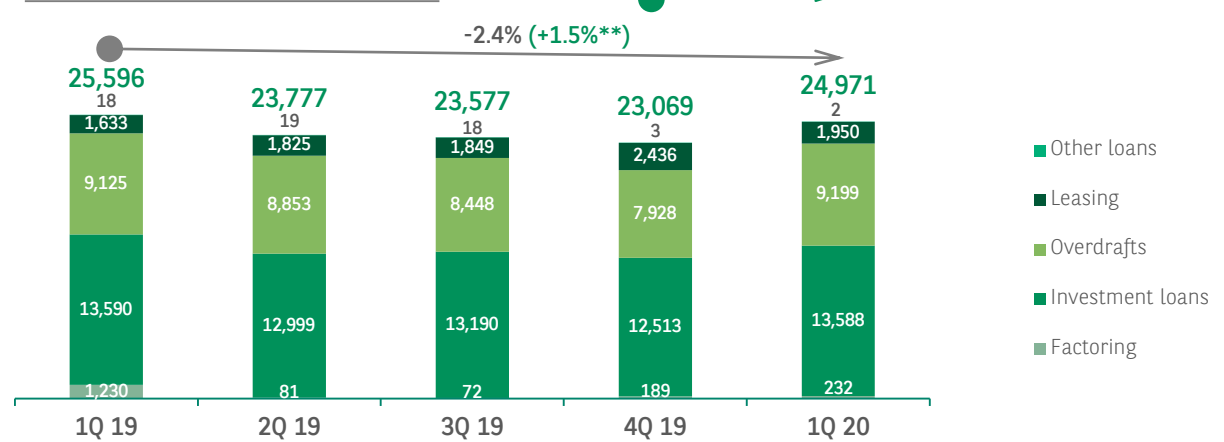
INCREASE IN NET BANKING INCOME BURDENED BY HIGHER OPERATING EXPENSES AND COST OF RISK ASSOCIATED WITH COVID-19

PLN m

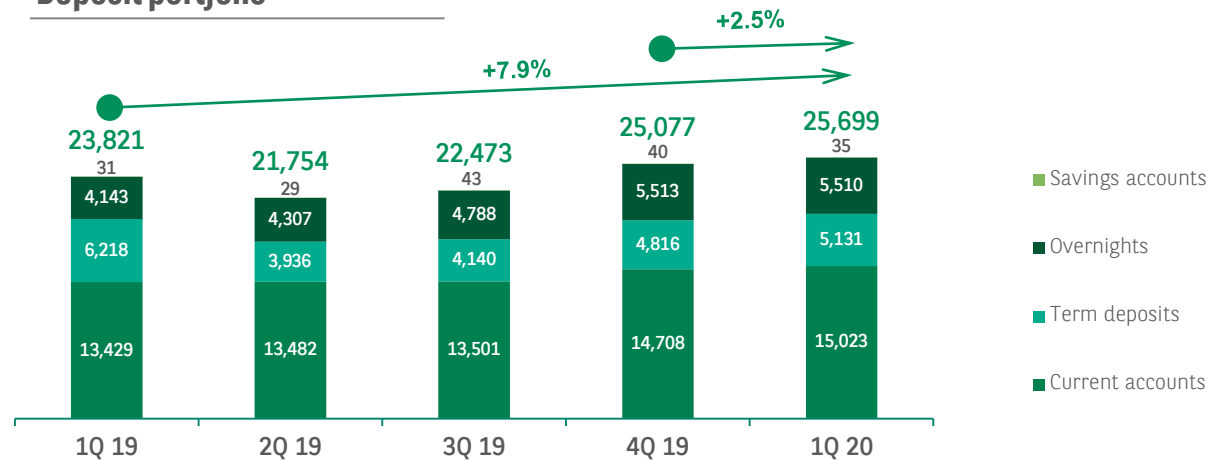
Gross result structure



Loan portfolio



Deposit portfolio



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

24%

* in connection with the re-segmentation of SME, Corporate Banking and Micro clients, carried out in 2020; data for 2019 presented on a comparable basis

** dynamics excluding factoring receivables

AGRO SEGMENT

FOCUS ON MAINTAINING MARKET POSITION, MODERN CUSTOMER SOLUTIONS

75.3 thousand Agro clients

News in the offer

- **EIB working capital loan** – offer in cooperation with the European Investment Bank for clients, including farmers, financing of photovoltaic installations on attractive terms (using the PF4EE instrument)
- **FGR guarantee** – enriching the offer for Micro Farmer with a new form of collateral - a guarantee granted by Bank Gospodarstwa Krajowego from the Agricultural Guarantee Fund (FGR)
- **Financing increases the field** - campaign to promote loans and current account for farms, from 15th January to 31st May 2020

Conveniences for Micro Clients, including Farmers, in connection with the COVID-19 pandemic

- The option to suspend repayment of full principal and interest instalments of a loan for 3 months
- It is possible to **defer repayment of the loan principal for a max of 6 months** at the customer request (for preferential loans and loans covered by the de minimis Guarantee - only capital extensions, without capitalisation of interest.)
- **On-line application for a deferral of repayment** (via the Internet form available on the Bank's website) without any additional fees and without the need to provide additional documents

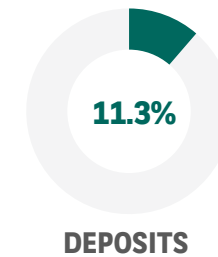
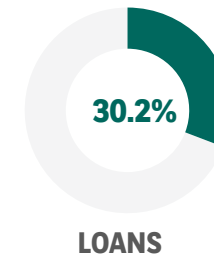
Agronomist

- over 2.6 thousand registered users
- almost 900 users are the Bank's customers
- almost 50% of users are women
- 42% of women users declare that they visit the portal at least several times a week
- **new user interface**
- **new focused sections introduced:** Green changes dedicated to sustainable production and Agro on Heels - content for women active in the Food&Agro sector



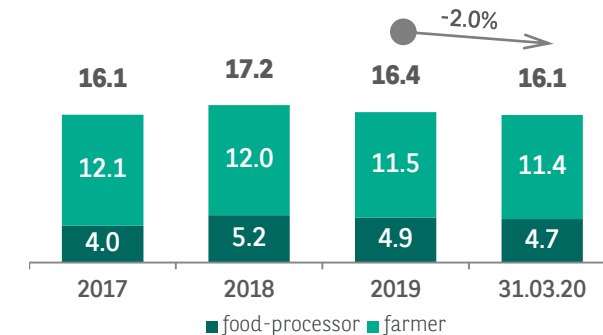
Market shares

31.03.2020



Credit volume

gross, PLN bln



05

APPENDICES

Share price performance
2020 Q1 Financial Results of the Group
Profit and loss account
Assets, liabilities and equity

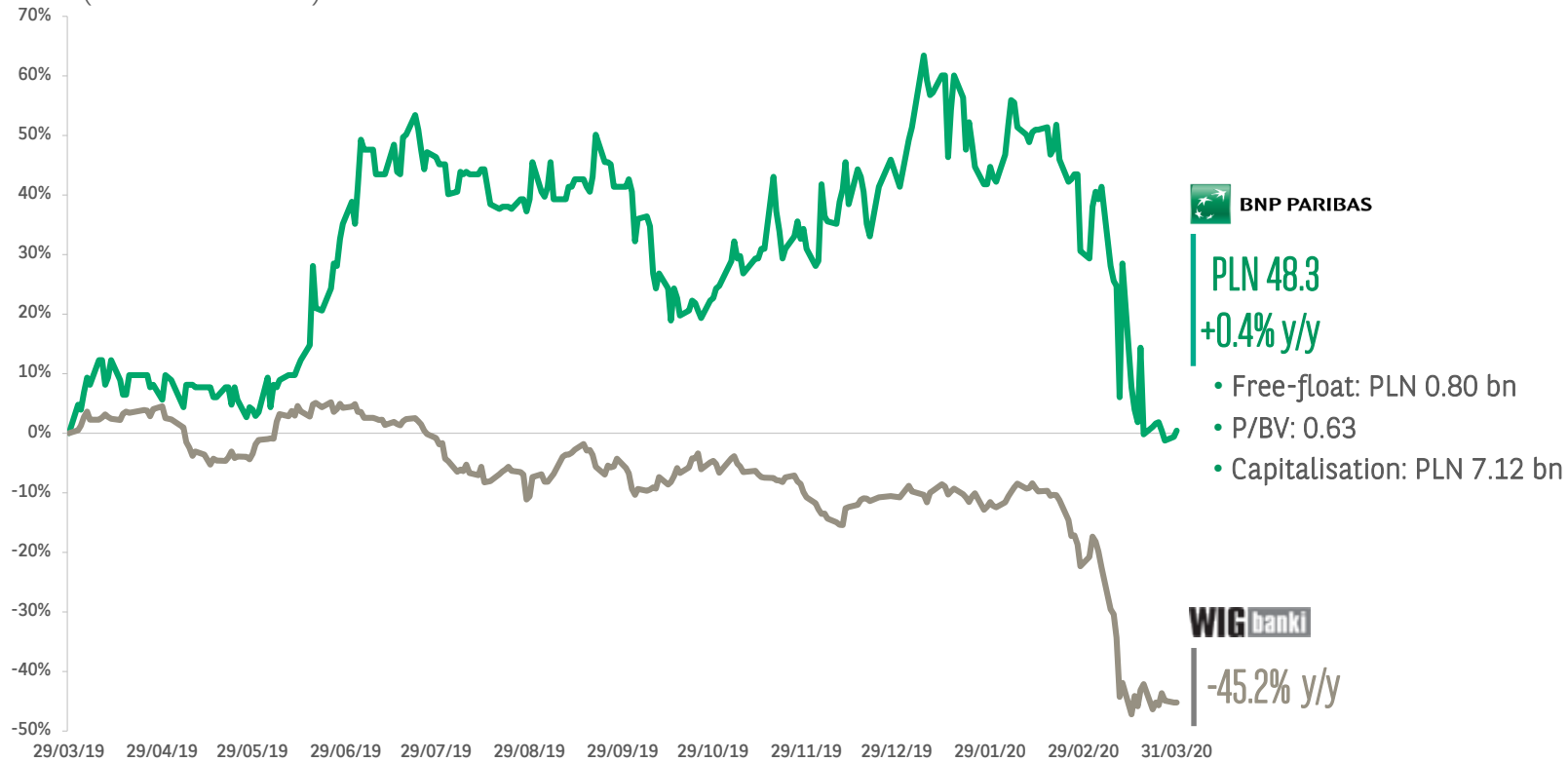


SHARES OF BNP PARIBAS BANK POLSKA SA

GLOBAL SHARES RETREAT - DECLINE IN THE BANK'S SHARE PRICE IN MARCH

Change in the share price

(29.03.2019 = 100%)

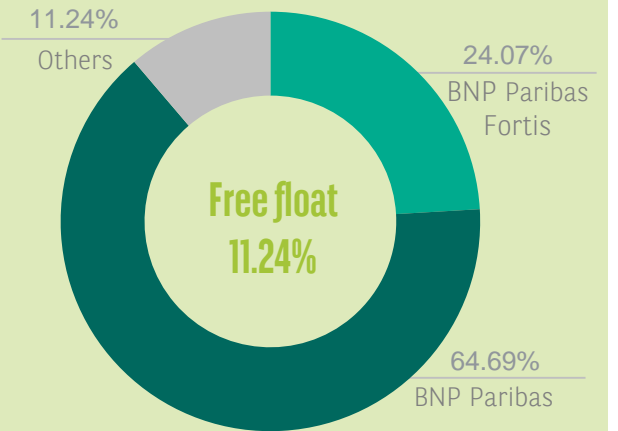


Rating Moody's

rating outlook – Stable
 individual assessment/ adjusted – ba1/ baa3
 deposit ratings short-term/ long-term – Prime-2/ Baa1

Shareholder structure

(31.03.2020)



147 418 918

Total number of shares

ISIN Code: PLBGZ0000010 | WSE Ticker: BNP | Index: mWIG40

Q1 2020 FINANCIAL RESULTS OF THE GROUP

INCREASE IN NET BANKING INCOME BY 4.6% (Y/Y), COST OF RISK INCLUDES THE FIRST EFFECTS OF COVID-19 PANDEMIC

	3M 2020 PLN m	3M 2019* PLN m	Change y/y	Normalised* y/y change
Net banking income	1,198.0	1,144.8	+4.6%	+4.5%
Total costs	(739.1)	(743.6)	(0.6%)	+6.8%
Net impairment losses	(198.3)	(93.2)	+112.8%	+112.8%
Banking tax	(70.6)	(70.3)	+0.4%	+0.4%
Gross profit	189.9	237.7	(20.1%)	(34.6%)
Net profit	115.1	161.6	(28.8%)	(43.6%)

	3M 2020	3M 2019	Change y/y	Normalised* y/y change
Return on equity (ROE)	4.1%	6.1%	(2.0 pp)	-
Return on equity (ROE) **	4.1%	7.7%	-	(3.6 pp)
Cost / Income (C/I)	61.7%	64.9%	(3.2 pp)	-
Cost / Income (C/I) **	61.5%	60.1%	-	+1.4 pp
Total Capital Adequacy Ratio	14.7%	14.6%	+0.1 pp	-
Tier 1 Capital Ratio	12.4%	12.3%	+0.1 pp	-

* Integration costs excluded

3M 2020 integration costs – PLN -1.2 million, of which:

- PLN -5.7 m – administrative expenses, depreciation and amortization
- PLN +4.5 m – other operating expenses

3M 2019 integration costs – PLN -54.3 million

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

The comparability of results achieved in Q1 2020 and Q1 2019 was affected by:

- increase in cost of risk by about PLN 70 million in Q1 2020 related to taking into account the currently known effects of the coronavirus pandemic, such as the depreciation of the Polish zloty and the Bank's expectations regarding the pandemic impact on the financial situation of the Bank's credit customers,
- negative impact of the valuation of the loan portfolio measured at fair value resulted from the downward movement in yield curve (reduction of NBP interest rates, approx. PLN -25.9 million in March 2020 alone). Negative impact of valuation in Q1 2020 amounted in total to PLN -50.2 m and was neutralised by profit on sales of securities (PLN 26.6 million) and positive balance of one-off events presented under other operating income/expenses (approx. PLN 22.4 million: Kasprzak's real estate sale in the gross amount of PLN 43.6 million, provision for legal risk related to CHF mortgages in the amount of PLN -11.3 million, provision for legal risk for lost option case equal to PLN -9.8 million),
- the costs of BGF higher by PLN 18.5 million y/y (as a result of an increase in the annual contribution to the banks' resolution fund for 2020 and the quarterly fee for guarantee fund),
- integration costs in Q1 2020 in the amount of PLN 1.2 million vs. PLN 54.3 million in Q1 2019.

Excluding impact of COVID-19 impact, the Q1 2020 net profit would amount to PLN 192.8 million (+19.3% y/y)

NET PROFIT

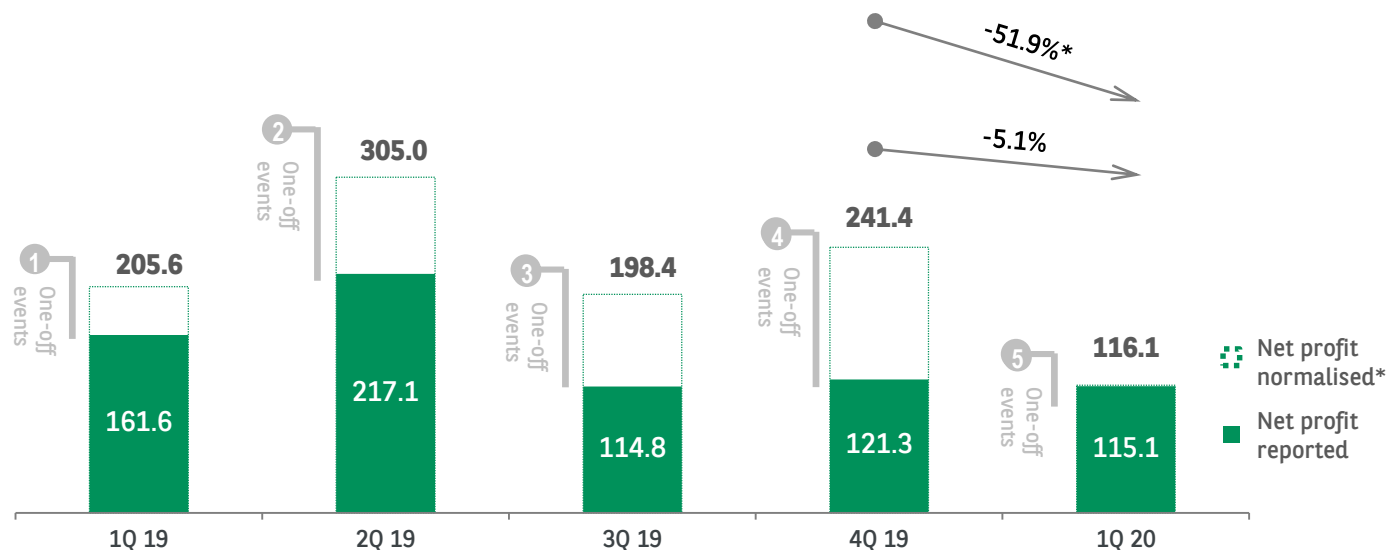
IMPACT OF ONE-OFF EVENTS ON 2020 AND 2019 RESULTS

PLN m

One-off events

- 1 Material one-off events in Q1 2019:
 - PLN -54.3 m integration costs
 - PLN -116.1 m contributions to the bank resolution fund BFG (PLN -129.1 m total BFG costs)
- 2 Material one-off events in Q2 2019:
 - PLN -108.5 million in integration costs
 - PLN +45.0 million (net PLN 36.5 million) from the sales of factoring
- 3 Material one-off events in Q3 2019:
 - PLN -103.3 million in integration costs
 - PLN -48.8 million of provision for commission reimbursement (CJEU)
 - PLN -11.3 million in provisions for a court judgment concerning the option case of a corporate client, PLN -6.4 million in provisions for operational losses, and PLN -2.6 million in adjustment of the factoring selling price
- 4 Material one-off events in Q4 2019:
 - PLN -148.4 million in integration costs
 - PLN -29.5 million in portfolio provision for CHF loans (CJEU)
 - PLN -20.8 million in provision for commission reimbursement (CJEU)
- 5 Material one-off events in Q1 2020:
 - PLN +43.6 m sale of Kasprzaka real estate
 - PLN -11.3 m in portfolio & specific provision on CHF loans (CJEU)
 - PLN -9.8 m in provision for legal risk – lost option case,
 - PLN -126.0 m contributions to the bank resolution fund BFG (PLN -147.6 m total BFG costs)

Net profit



	1Q 19	2Q 19	3Q 19	4Q 19	1Q 20
Reported ROE	6.1%	7.1%	6.1%	5.7%	4.1%
Normalised ROE*	7.7%	9.5%	8.8%	8.7%	4.1%

* excluding integration costs

CONSOLIDATED P&L

PLN thousand

Profit and loss account	cumulatively		quarterly				
	31/03/2020	31/03/2019	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Interest income	1 027 700	1 035 086	1 027 700	1 040 116	1 053 372	059 509	1 035 086
Interest expenses	(217 208)	(264 644)	(217 208)	(234 504)	(255 064)	(264 812)	(264 644)
Net interest income	810 492	770 442	810 492	805 312	798 308	794 697	770 442
Fee and commission income	260 372	251 853	260 372	274 751	259 542	256 554	251 853
Fee and commission expenses	(53 612)	(45 970)	(53 612)	(67 424)	(54 019)	(55 350)	(45 970)
Net fee and commission income	206 760	205 883	206 760	207 327	205 523	201 204	205 883
Dividend income	1 979	208	1 979	-	4 451	1 348	208
Net trading income	187 186	167 997	187 186	180 687	175 696	158 035	167 997
Investment net income	(23 569)	(7 637)	(23 569)	8 695	(20 533)	(12 361)	(7 637)
Net income on collateral accounts	(8 828)	1 926	(8 828)	257	(3 559)	(3 009)	1 926
Other operating income	146 095	37 219	146 095	43 158	30 696	71 632	37 219
Result on impairment write-offs of financial assets and provisions for liabilities	(198 321)	(93 181)	(198 321)	(101 904)	(135 315)	(112 353)	(93 181)
General administrative expenses	(649 546)	(638 078)	(649 546)	(649 803)	(585 234)	(594 822)	(638 078)
Depreciation	(89 592)	(105 472)	(89 592)	(101 904)	(131 016)	(115 755)	(105 472)
Other operating expenses	(122 162)	(31 223)	(122 162)	(139 826)	(100 035)	34 400)	(31 223)
Operating result	260 494	308 084	260 494	252 862	238 982	354 216	308 084
Banking tax	(70 641)	(70 345)	(70 641)	(70 405)	(69 457)	(70 982)	(70 345)
Gross profit (loss)	189 853	237 739	189 853	182 457	169 525	283 234	237 739
Income tax	(74 772)	(76 138)	(74 772)	(61 186)	(54 763)	(66 174)	(76 138)
NET PROFIT (LOSS)	115 081	161 601	115 081	121 271	114 762	217 060	161 601

ASSETS

PLN thousand

Consolidated statements of financial position	31/03/2020	31/12/2019	30/09/2019	30/06/2019	31/03/2019	31/12/2018
ASSETS						
Cash and balances with the Central Bank	3 225 246	4 658 171	2 432 745	2 350 499	2 715 459	2 897 123
Amounts due from banks	1 047 005	679 308	867 909	527 687	916 374	961 496
Derivative financial instruments	1 601 162	800 886	917 845	729 564	743 071	715 671
Adjustment of fair value of the hedging item	481 474	228 120	300 057	231 929	172 367	130 405
Loans and advances to customers valued at amortised cost	74 977 955	71 836 643	72 196 212	70 857 188	72 210 895	70 997 701
Loans and advances to customers valued at fair value through P&L	1 807 680	1 974 396	2 069 805	2 182 483	2 283 645	2 416 249
Financial assets for sale	-	-	-	-	-	-
Securities valued at amortised cost	18 204 480	17 916 645	17 009 661	15 977 152	16 079 051	11 939 238
Financial instruments valued at fair value through P&L	279 141	241 754	219 470	211 283	206 202	204 421
Securities valued at fair value through the other total income	7 093 076	7 953 358	8 082 845	9 917 396	10 194 356	15 875 339
Investment property	56 577	56 577	55 868	55 868	55 868	55 868
Intangible assets	511 272	519 945	490 969	498 069	506 991	520 767
Property, plant and equipment	1 158 185	1 226 746	1 189 700	1 136 103	1 097 855	511 275
Deferred income tax assets	943 848	976 748	1 028 678	989 616	994 738	1 034 313
Current income tax receivables	27 139	-	-	-	2 461	-
Other assets	629 701	884 845	693 855	879 264	665 890	872 115
TOTAL ASSETS	112 043 941	109 954 142	107 555 619	106 544 101	108 845 223	109 022 519

LIABILITIES AND EQUITY

PLN thousand

Consolidated statements of financial position

	31/03/2020	31/12/2019	30/09/2019	30/06/2019	31/03/2019	31/12/2018
LIABILITIES						
Amounts due to banks	4 910 888	4 485 264	4 727 260	4 803 636	4 371 236	3 976 469
Liabilities on sold securities	-	-	-	-	-	-
Adjustment of fair value of the hedging and hedged item	535 006	224 218	276 030	205 551	175 283	123 600
Derivative financial instruments	1 549 344	815 637	940 532	800 950	789 219	783 818
Amounts due to customers	86 927 106	86 134 984	83 348 683	82 641 868	85 922 946	87 191 708
Liabilities on debt securities issue	1 919 545	2 179 052	2 179 424	2 179 424	2 179 610	2 179 424
Subordinated liabilities	1 998 570	1 882 064	1 920 534	1 867 972	1 879 367	1 875 769
Leasing liabilities	638 211	602 192	616 475	599 594	593 097	-
Other liabilities	1 762 631	1 893 414	1 983 840	2 095 921	1 818 286	1 711 641
Current income tax liabilities	4 463	38 338	65 837	20 303	5 380	174 589
Deferred income tax provision	8 410	8 535	8 274	8 274	8 275	8 276
Provisions	507 410	531 061	442 054	396 922	416 521	437 412
TOTAL LIABILITIES	100 761 584	98 794 759	96 508 943	95 620 415	98 159 220	98 462 706
EQUITY						
Share capital	147 419	147 419	147 419	147 419	147 419	147 419
Supplementary capital	9 110 976	9 110 976	9 110 976	9 110 976	9 110 976	9 111 033
Other reserve capital	1 572 757	1 572 757	1 572 757	1 572 757	1 208 018	1 208 018
Revaluation reserve	133 205	125 251	133 423	125 763	105 100	141 179
Retained earnings	318 000	202 980	82 101	(33 229)	114 490	(47 836)
retained profit	202 919	(411 714)	(411 322)	(411 890)	(47 111)	(408 214)
net profit for the period	115 081	614 694	493 423	378 661	161 601	360 378
TOTAL EQUITY	11 282 357	11 159 383	11 046 676	10 923 686	10 686 003	10 559 813
TOTAL LIABILITIES AND EQUITY	112 043 941	109 954 142	107 555 619	106 544 101	108 845 223	109 022 519

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INVESTOR RELATIONS

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BNP Paribas Bank Polska Spółka Akcyjna, with its registered office in Warsaw at Kasprzaka St. 10/16, 01-211 Warsaw, entered in the register of entrepreneurs of the National Court Register by the District Court for the Capital City of Warsaw in Warsaw, 12th Commercial Division of the National Court Register under KRS No 0000011571, with Tax ID No (NIP) 526-10-08-546 and share capital of PLN 147,418,918, paid up in full.