

ANNUAL GENERAL MEETING OF SHAREHOLDERS

Presentation of financial performance
of BNP Paribas Bank Polska S.A. Group for 2019

Warsaw, 29 June 2020



BNP PARIBAS

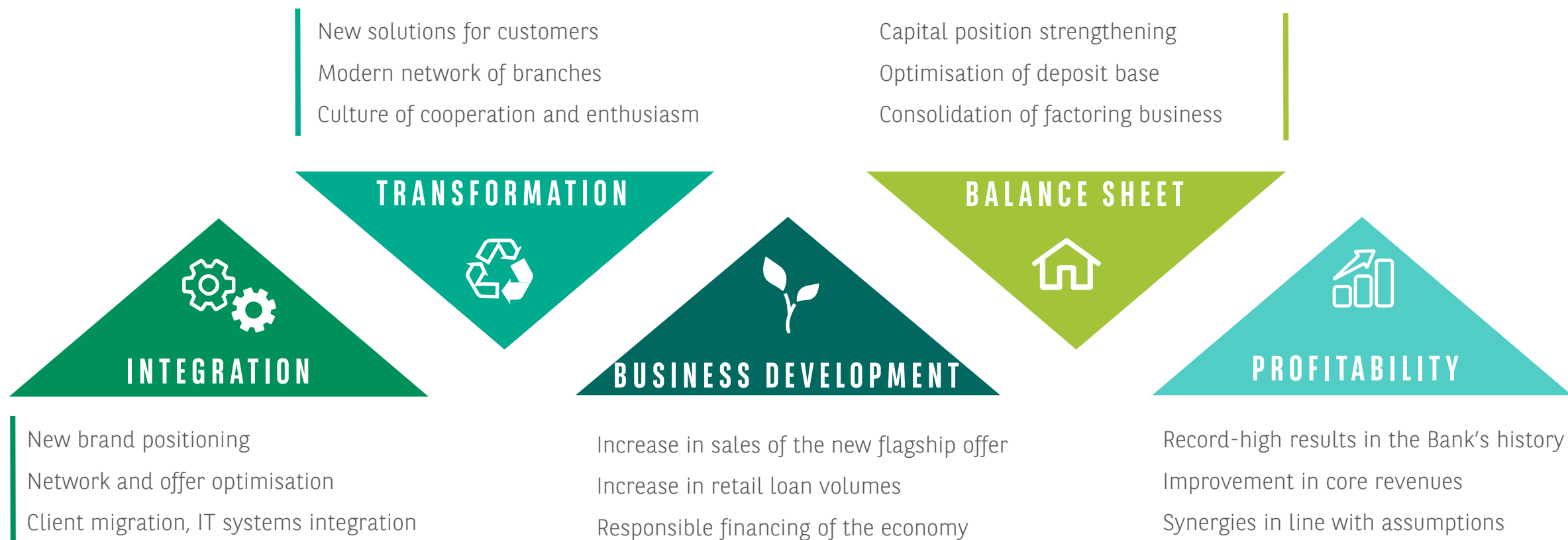
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2019 - FINANCIAL AND BUSINESS RESULTS



SUMMARY OF 2019

COMPLETION OF THE "NEW BANK" BUILDING CHAPTER



INTEGRATION AND TRANSFORMATION IN 2019

SUCCESSFUL MERGER, NEW SOLUTIONS FOR CUSTOMERS

1Q 2019

- Rebranding – new brand positioning
- Standardisation of the service model



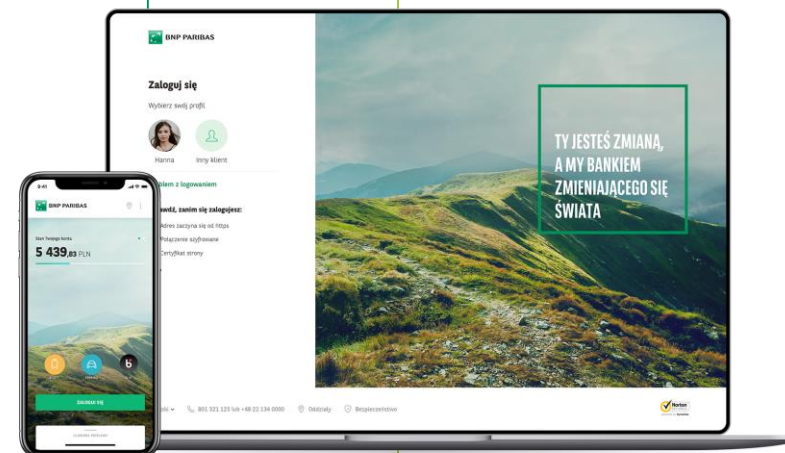
2Q 2019

- New flagship product offer
- Launch of the Agronomist portal



3Q 2019

- Launch of GOonline for customers
- New platform - FX Pl@net for corporate clients



4Q 2019

- Start of GOmobile 2.0
- Completion of operational merger

CONSISTENT EXECUTION OF THE FAST FORWARD STRATEGY

KEY ACHIEVEMENTS IN EACH PILLAR

GROWTH

New standardized offer for individual customers

Cooperation with Allegro. More than 260 thousand credit limits granted (amount > PLN 0.5 bln)

Growing individual customers credit volumes (the highest dynamics - mortgage loans)

Green financing:

7-fold growth in financing renewable energy sources and energy efficiency projects;

10 thousand photovoltaic installations for households

SIMPLICITY

Completion of the integration process after merger with exRBPL. Operational merger conducted successfully in November 2019

Optimisation of the distribution network (180 outlets closed since the merger with Core RBPL)

142 branches in the new format as of the end of 2019 (126 transformed in 2019)

Availability and improvements in the branch network: award „**Accessibility Leader 2019**” and **OK SENIOR®** quality certificate

QUALITY

3rd place in the Newsweek’s “Friendly Bank” ranking, in the category “A bank for Mr. Smith” (advancement from the 9th position)

Service Quality Star 2019 in the 12th edition of the Polish Service Quality Programme

Declaration of Responsible Selling – inauguration of the self-regulation project for the financial sector

Leader of Responsible Business Ranking

DIGITALISATION

GOmobile (v. 2.0) released in Q4 2019 and further increase in the number of users

GOonline: migration of Core RBPL customers to the new platform completed in November 2019

Cooperation with Autenti (electronic signature). Joint investment with PKO BP and Alior Bank (total value of PLN 17 m)

ENTHUSIASM

Increased brand awareness Rebranding completed successfully.

Bank of green changes: promoting eco-attitudes and reducing the negative impact of operating activities

Great Oxygen Gardens: the Bank will plant 50 thousand oxygen trees

Diversity & Inclusion Rating – leader of the first diversity management rating in Poland

Execution of strategic goals in line with the plan

✓ **252.7 k** current accounts sold (+24% y/y)

✓ **PLN 4.3 bln** mortgage sales volume (+139% y/y)

✓ **+26% y/y** acquisition of new corporate clients

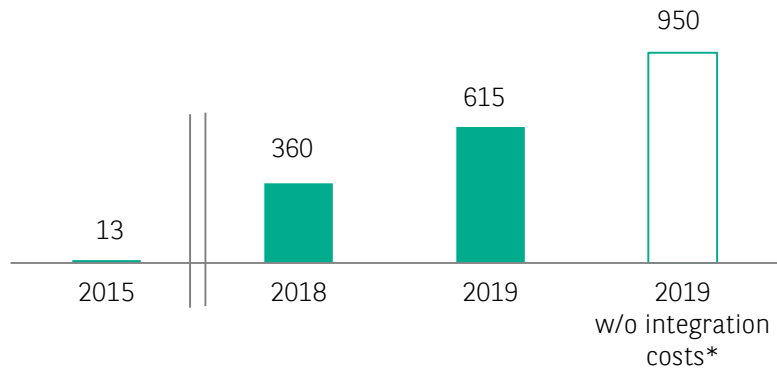
✓ **425.7 k** GOmobile users (+52% y/y)

✓ **+10 pp/y/y** increase in brand awareness

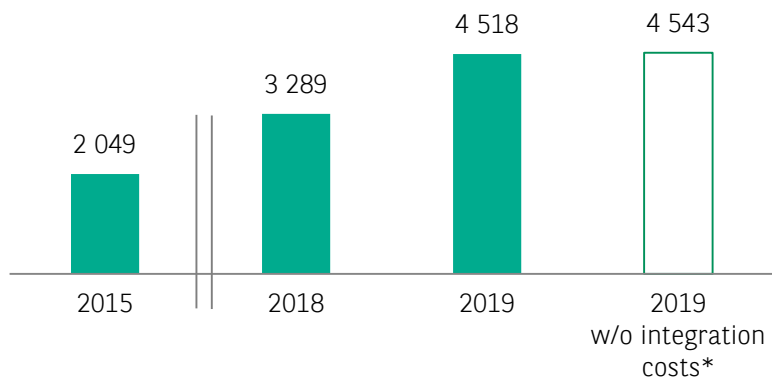
RECORD-HIGH ANNUAL RESULTS IN THE BANK'S HISTORY

HIGHER ABILITY TO GENERATE PROFITS

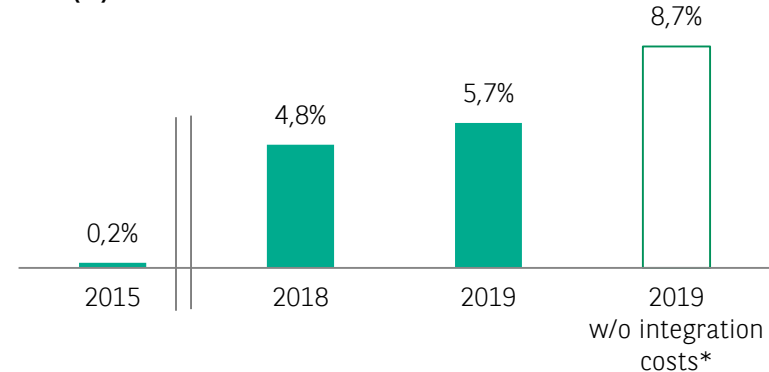
Net profit (PLN m)



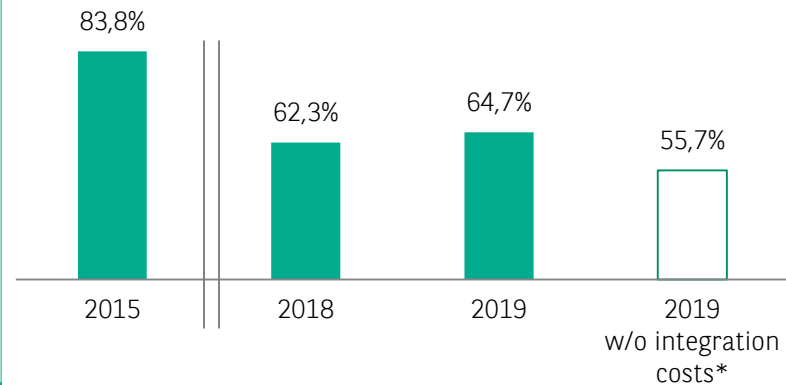
Net banking income (PLN m)



ROE (%)



Cost / Income (%)



The highest net profit and net banking income in the Bank's history despite:

- PLN 69.6 m provision for fees reimbursement in case of early loan repayment,
- PLN 29.5 m of portfolio provision for legal risk related to CHF mortgage loans

Operating expenses increased due to integration costs (PLN 414.5 m in 2019 vs PLN 265.8 m in 2018) and higher BGF costs (by PLN 48.8 m)

Cost of risk under control (59 bps)

* the integration costs associated with the merger processes carried out since 2015 amounted to: in 2015 - PLN 206.4 m, in 2018 - PLN 265.8 m and in 2019 - PLN 414.5 m

KEY FINANCIAL DATA FOR 2019

RECORD-HIGH FINANCIAL RESULTS, IMPROVED PROFITABILITY Y/Y, SAFE LIQUIDITY AND CAPITAL POSITION

Financial results

Net profit	PLN 615 million PLN 950 million*	+71% y/y (PLN +254 million) +96% y/y (PLN +466 million)*
Net banking income	PLN 4,518 million	+37% y/y (PLN +1,229 million), of which: net interest income: PLN 3,169 m, +50.4% y/y net fee & commission income: PLN 820 m, +44.5% y/y net trading income: PLN 682 m, +106.3% y/y
Costs	PLN 2,922 million PLN 2,532 million*	+43% y/y (PLN +873 million) +40% y/y (PLN +719 million)*
C/I Ratio	64.7% 55.7%*	+2.4 p.p. y/y -4.2 p.p. y/y*
Net impairment losses	PLN 442 million	-21% y/y (PLN -116 million) +39% y/y (PLN +123 million)*

* based on a standardized approach, i.e. without integration costs: 2019: PLN 414.5 million (PLN 389.9 million – operating costs, PLN 24.6 million – other operating expenses), 2018: PLN 265.8 million (PLN 236.2 million – operating costs, PLN 29.6 million other operating expenses), and without taking into account (in 2018) any additional effects of the merger with RBPL: PPA in the amount of PLN +291.6 million and impairment write-downs (ECL) in the amount of PLN -238.9 million)

Volumes

Assets	PLN 110 billion, +0.9% y/y
Loans (gross)	PLN 77 billion, +0.8% y/y
Customer Deposits**	PLN 86 billion, -1.2% y/y
Equity	PLN 11,159 million, +5.7% y/y

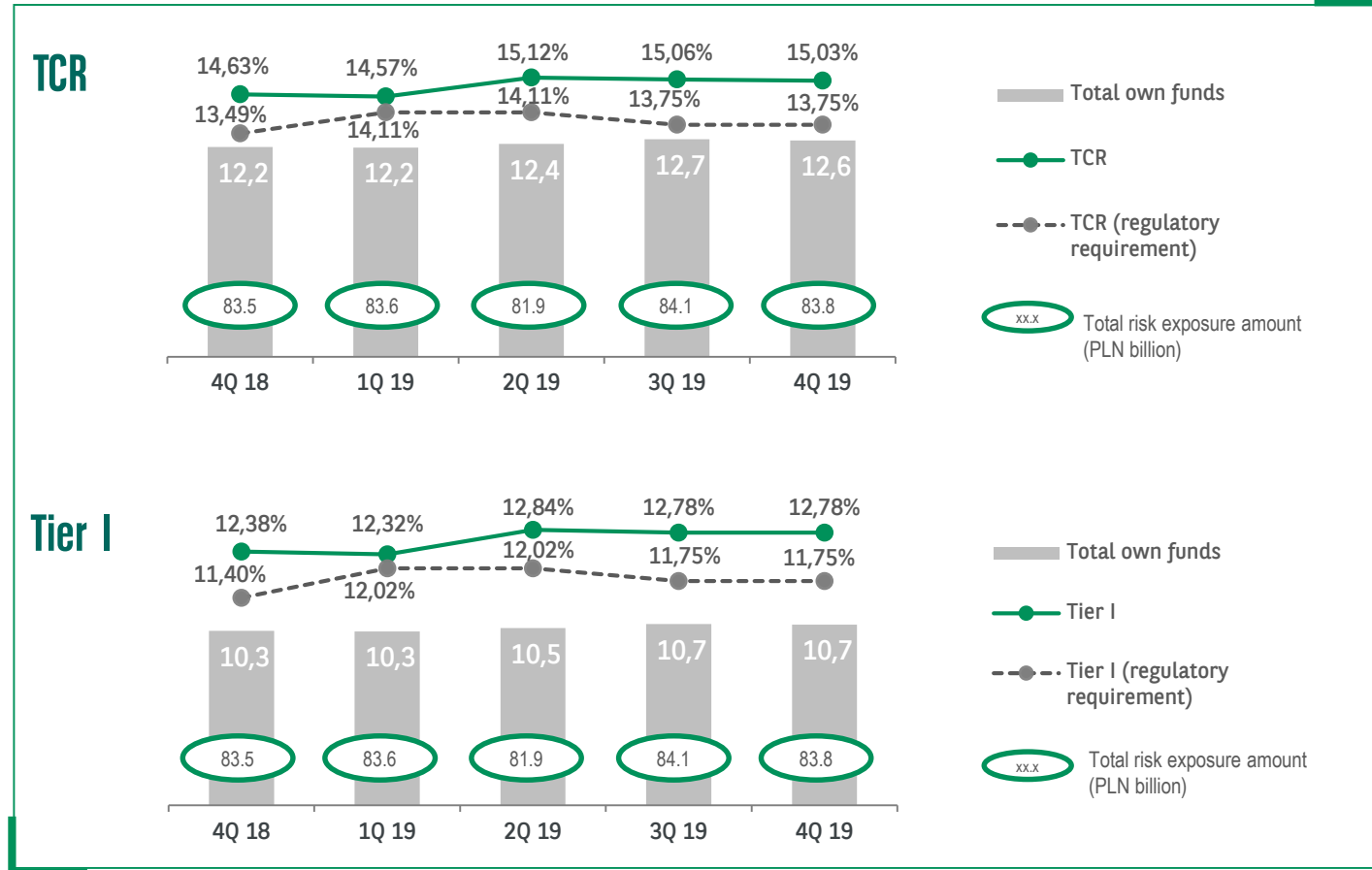
Indicators

Total Capital Adequacy Ratio	15.03%
Tier 1	12.78%
Net loans/deposits	85.7%
ROE	5.7% 8.7%*

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

CAPITAL ADEQUACY AND PROFIT DISTRIBUTION FOR YEAR 2019

SAFE CAPITAL POSITION. MOTION ON ALLOCATION PROFIT TO RESERVE CAPITAL



TCR and Tier I above the regulatory minimum: +1.3 p.p. and +1.0 p.p., respectively.

Increase in the value of total own funds in Q3 2019 as a result of obtaining the consent of the Polish Financial Supervision Authority to include the Group's net profit for Q2 2019 in the amount of PLN 217 million in its own funds.

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

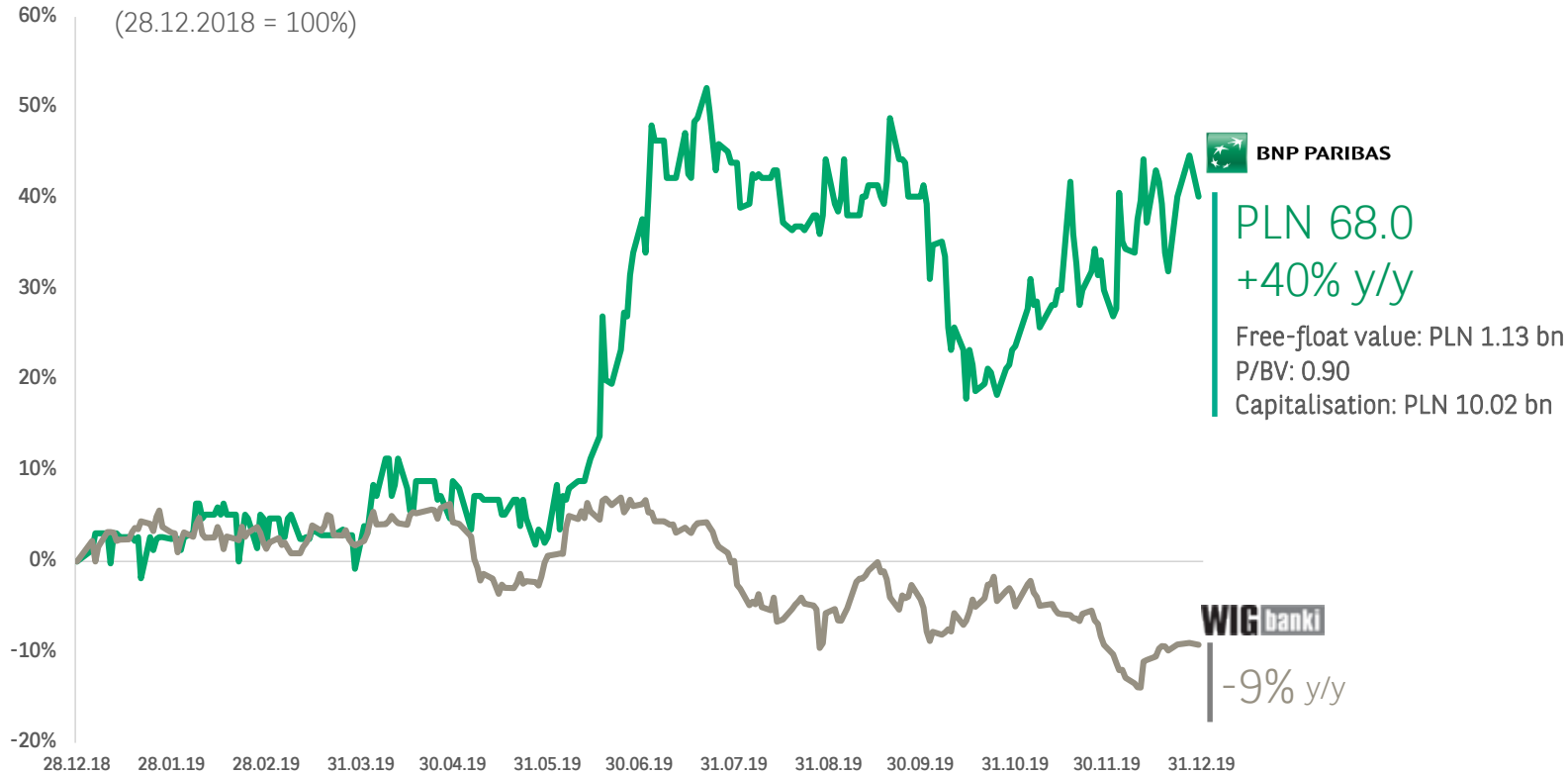
The Bank's Management Board proposes to allocate the whole Bank's net profit for the year 2019 (PLN 628.7 m) to the Bank's reserve capital

SHARES OF BNP PARIBAS BANK POLSKA SA

SHARE PRICE RECOVERY OVER 2019

Change in the share price

(28.12.2018 = 100%)

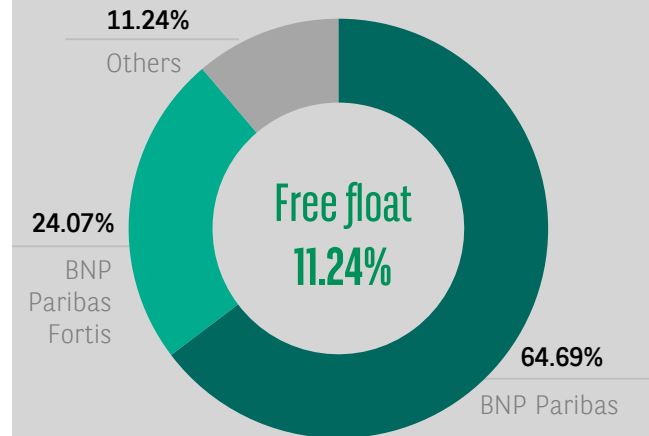


Moody's Rating

rating outlook – Positive
 (change for Stable on May 5, 2020)
 individual assessment/ adjusted – ba1/ baa3
 deposit ratings short-term/ long-term – Prime-2/ Baa1

Shareholder structure

(31.12.2019)



147,418,918

Total number of shares

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

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OUTLOOK



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
- 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 86%, LCR: 159%

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

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THANK YOU FOR YOUR ATTENTION



BNP Paribas Bank Polska Spółka Akcyjna, with its registered office in Warsaw at ul. Kasprzaka 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.