



**BNP PARIBAS**

NOVEMBER 2024

# CORPORATE PRESENTATION OF THE GROUP

**BNP PARIBAS BANK POLSKA S.A.**



**BNP PARIBAS**

# Key information

Consistent building of BNP Paribas position on the Polish market



## Strategy GO beyond 2022-2025 (#together, #stronger, #up, #positive)

- Aspiration to be a dynamically growing and efficient bank, engaging satisfied Customers & employees, that will lead the process of changing the world towards sustainability
- Key targets for 2025: **ROE ~12%, C/I max. 48%, 50% dividend payout**

### BNP Paribas Bank Polska among the 6 largest banks in Poland

- Strong, committed for development in Poland, BNP Paribas Group with recognizable global brand
- Sufficient scale of business, organic growth in a dynamically changing environment
- Uncertainty in business operations has become a new normal – the need to respond quickly and adequately to changes
- The Bank's free float at 18.7%
- Dividend – 50% of net profit for 2023 paid out to the shareholders

### Open & responsible transformation

- Increased digitisation of the bank's processes and customer interest in remote services
- Sustainability rooted in culture. Increase in sustainable financing volume and introduction of new "green" products
- Culture of cooperation - Agile@Scale model supporting further transformation

### Business development

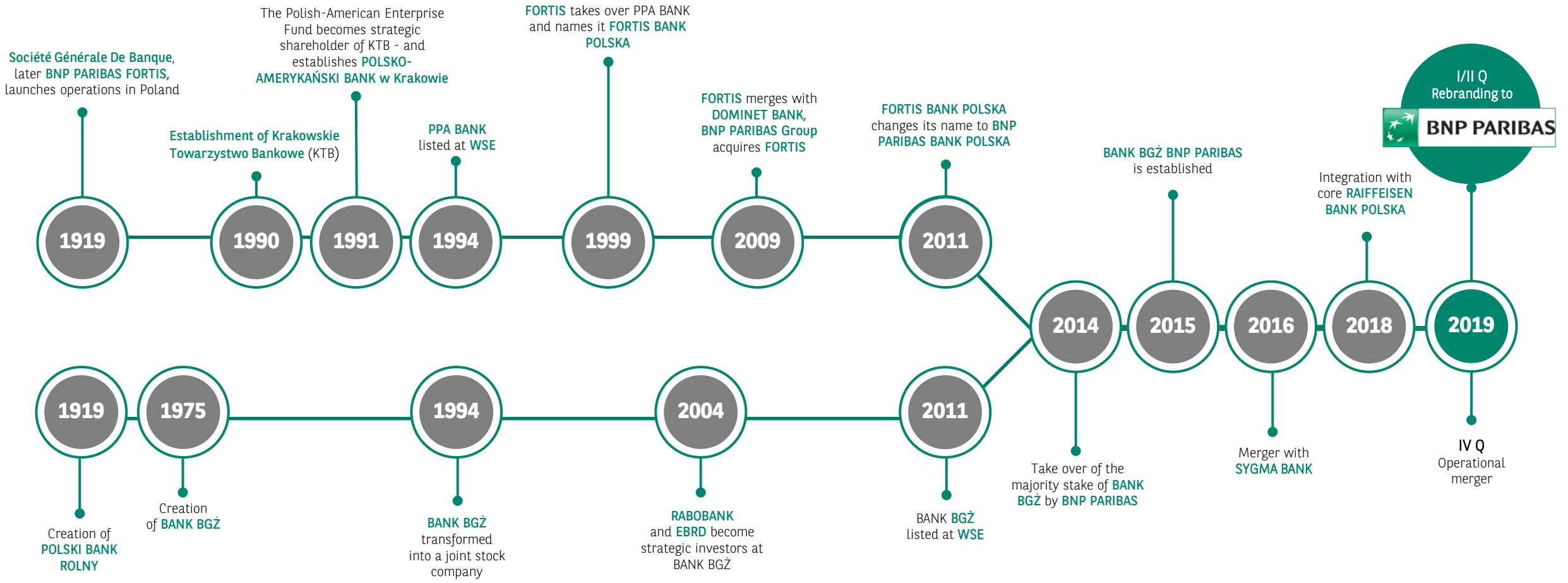
- Scale of operations and the business model proven in challenging circumstances
- Continuous support of the Customers, the society and economy
- Business growth in line with the strategic directions
- 9M 2024 – increase of the number of Customers in selected sub-segments (Affluent, Wealth Management and Corporate), growth in Institutional Customer loans, almost than 70% increase y/y of the value of BNPP Group's investment funds

### Profitability

- Solid level of the Bank's financial results in recent years, however, impacted by significant external factors: COVID-19 pandemic, war in Ukraine, high inflation and interest rates, regulatory risk (credit holidays and legal risk of the mortgage loan portfolio)
- 9M 2024 – high net profit, solid level of NBI, further optimisation of net interest margin and moderate increase in the impact of the legal risk of the CHF loan portfolio, negative impact of credit holidays in 9M.

# History of M&A driven growth, organic growth from 2019 onwards

We have strong roots on the Polish market



# Business model

Strong foundations of the Bank to generate Shareholder value growth and benefits for the economy and communities

## A local bank with global coverage

We are a bank with **over 100 years of history** on the Polish market. Affiliation to BNP Paribas, a global financial group, enables us to apply best international practices to the needs of the local market and expectations of the bank's customers.

## Completeness and availability of the offer

A **full range of financial products and services** for customers, provided by the bank and the group's companies and direct access to the offers of BNP Paribas entities functioning in Poland.

As **a bank close to the Customer**, we provide services through: a network of bank branches, including partner branches, digital services channels, cooperation with partner stores and selected car dealers.

over 100 years  
of history

culture of compliance  
and careful risk  
management



BNP PARIBAS

full range of financial  
products & services

reacting challenges  
of the civilisation

## Responsible risk management

The pillar of our business activity in order to provide services of the highest quality to our customers is a culture of compliance and careful risk management. One of the elements of the risk management framework is incorporating the ESG criteria into the overall risk assessment.

## Addressing challenges of the civilisation

In our activity, we constantly analyse and consider the regulatory and economic aspects, as well as the dynamic development of digitalisation or social and climate changes, which affect both the national and global economy. We react to challenges of civilisation through development and adjusting our offer to the changing environment and needs of our customers.

In a changing world – by taking care of their financial needs, providing professional services and innovative solutions, we support our customers in sustainable development, we build professional development and employee involvement and generate shareholder value growth and benefits for the economy and local communities

## BANK SUBSIDIARIES

- BNP Paribas Towarzystwo Funduszy Inwestycyjnych S.A. (*asset management*)
- BNP Paribas Leasing Services Sp. z o.o.
- BNP Paribas Group Service Center S.A. (*IT development for PF entities, financial intermediation services*)

## BNP PARIBAS GROUP ENTITIES IN POLAND

- BNP Paribas Lease Group Sp. z o.o.
- Arval Service Lease Polska Sp. z o.o.
- BNP Paribas SA Oddział w Polsce (CIB)
- BNP Paribas Faktoring Sp. z o.o.
- BNP Paribas Real Estate Poland Sp. z o.o.
- Towarzystwo Ubezpieczeń na Życie Cardif Polska S.A.



# Strategic shareholder

BNP Paribas Group – European leader in the field of financial services

## Key areas of activity

Corporate & Institutional Banking,  
focused on corporate and institutional customers

Commercial, Personal Banking & Services  
for the Group's commercial & personal banking  
and several specialised businesses

Investment & Protection Services  
for savings, investment and protection solutions



**200 years**  
of banking history



**63 countries**  
in the world



**~183,000**  
employees



**2,753.1 bn €**  
assets

## Leading bank in the Eurozone

**€ 9.4 bn €** net income  
**36.7 bn €** revenues



**130.7 bn €** equity  
**875.0 bn €** gross loans\*  
\* loans measured at amortised cost

## Euromoney Awards for Excellence 2024

Euromoney Awards for Excellence 2024  
for BNP Paribas Group:

World's Best Bank for Financial Inclusion  
World's Best Bank for Securities Services



data as at the end of Q3 2024

# BNP Paribas Bank Polska Group in figures

Strong position among the largest players in Poland

## Key areas of activity

BNP Paribas Bank Polska S.A. is a universal bank with a comprehensive product offer, addressed to Polish and international corporations, the SME segment, farmers and retail customers. It is present in local communities but has global reach. The bank has a leading position in the agri-food, consumer, large enterprise and international corporation segments.



**4.1 m**

Customers

**1.6 m**

using digital channels



**363**

Customers' Centers



**8,000**

employees (FTEs)



**PLN 159.0 bn**

assets

## 6. bank in Poland in terms of assets



**PLN 1.8 bn** net profit

**PLN 5.7 bn** net banking income



**PLN 14.3 bn** equity

**PLN 88.9 bn** gross loans\*

\* loans measured at amortised cost

## Innovation Awards 2024

### Global SME Banking

for the best bank for medium-sized enterprises in Central Europe



### Global Retail Banking

for "best application of AI"



### Global Private Banking



title Best International Private Bank Poland

data as at the end of Q3 2024

# Management Board

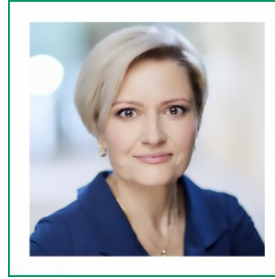
Strong and stable management team



**Przemek Gdański**  
CEO



**André Boulanger**  
Vice President  
CIB Area



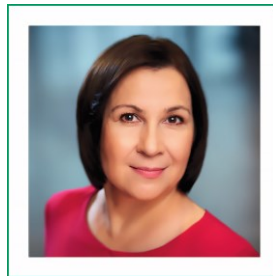
**Małgorzata Dąbrowska**  
Vice President  
Operations and Business Support Area



**Wojciech Kembłowski**  
Vice President, CRO  
Risk Area



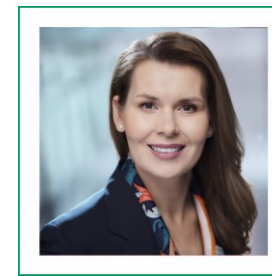
**Piotr Konieczny**  
Vice President, CFO  
Finance Area



**Magdalena Nowicka**  
Vice President  
New Technologies and Cybersecurity Area



**Volodymyr Radin**  
Vice President  
Personal Finance Area &  
Retail and Business Banking Area

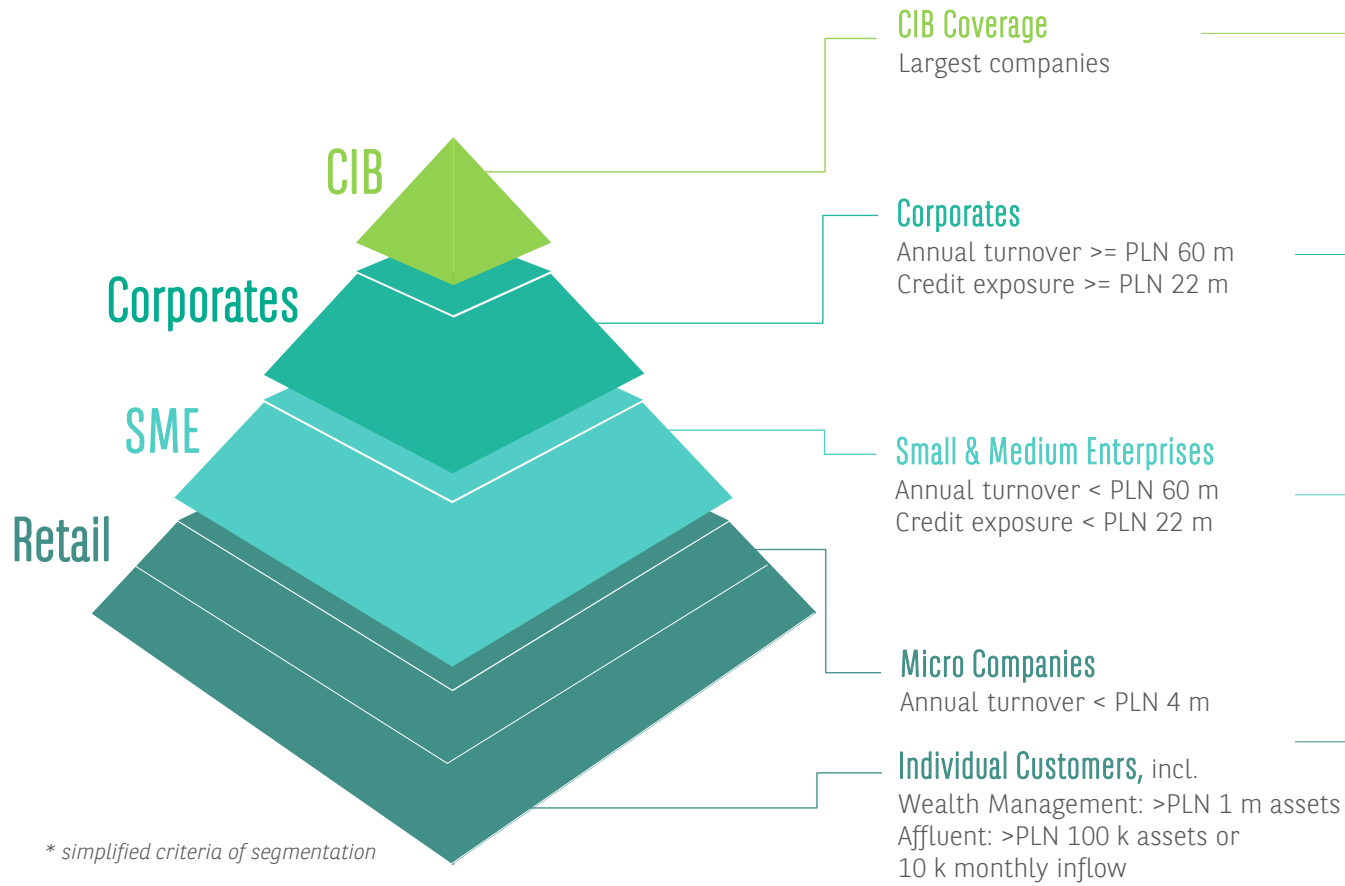


**Agnieszka Wolska**  
Vice President  
SME & Corporate Banking Area

# Full market coverage

We serve all Customers segments

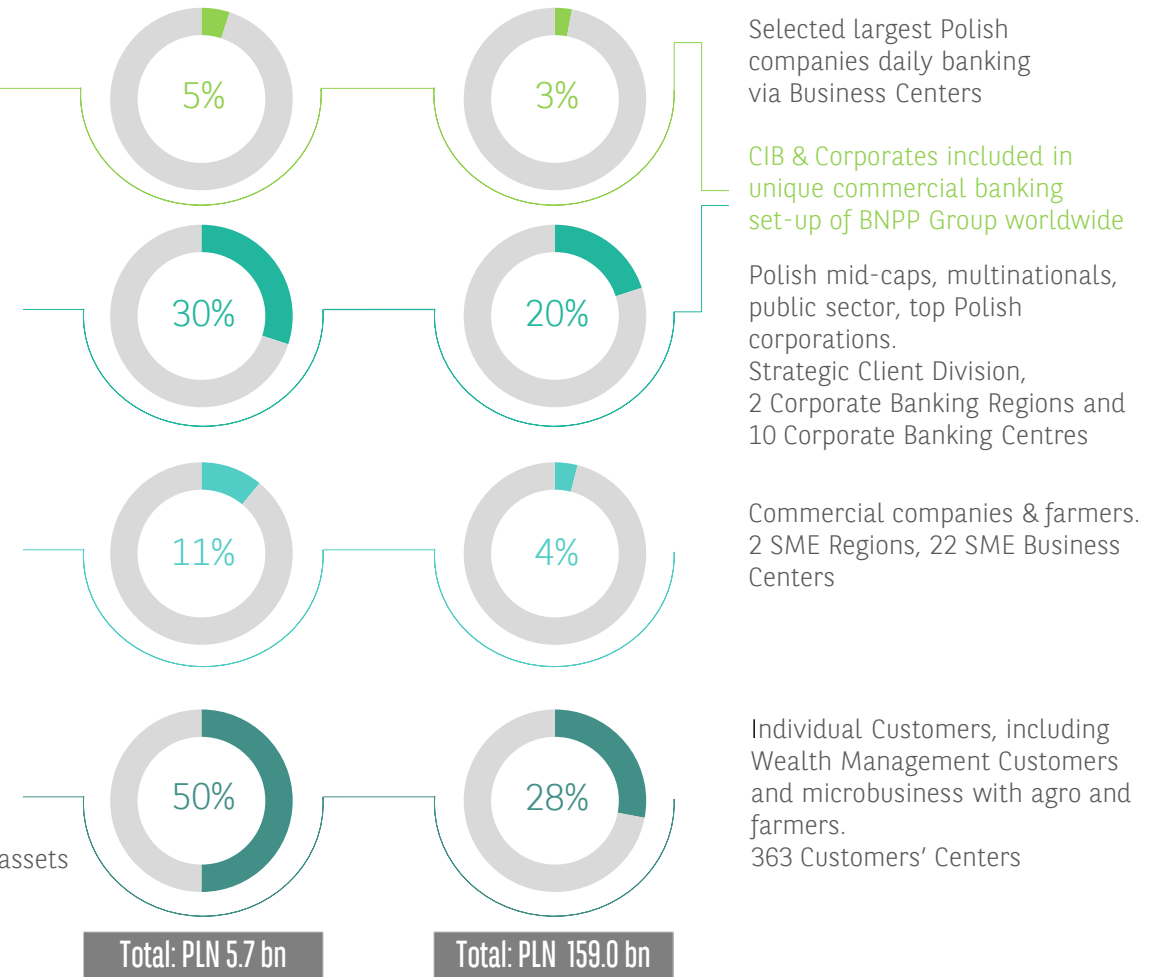
## Business segments\*



## NBI contribution\*\*

## Assets contribution\*\*

## Description





# GO beyond Strategy for 2022-25

GO beyond to deliver more



## #POSITIVE

Responsible & trusted financial partner, supporting positive and sustainable development of Clients, businesses and the society. Guiding Clients in the world of digital and sustainable transformation

## #UP

Offering high quality banking & beyond banking products & services, as a key to larger Client base in omnichannel world. Delivering excellent experience through personalised Customer journeys

## #STRONGER

Global BNP Paribas Group strength & dynamic technological development, coupled with E2E process optimisation as a backbone for organic growth and high Client satisfaction

## #TOGETHER

People first: engaged & satisfied employees drive delighted Customers. Agile@Scale and new corporate culture allowing for diverse, inclusive work environment characterised by trust, courage & creativity

## GO beyond

Challenge the status quo  
Question bank and market realities to deliver more

### beyond

Deliver a selection of convenient & tailored products & solutions that will exceed Customer expectations and market standards, while being at a forefront of sustainable transformation

### beyond

Dynamic implementation of changes on a scale that goes beyond incremental development, creating a solid foundation for effective and efficient operations. Allow our employees to act to their potential, by setting up constructive and empowering work environment

## Key goals of the Strategy

Business performance on the right track. Execution of the strategic priorities of the Bank in conditions of persistent instability and unpredictability

### STRATEGIC TARGETS FOR 2025

**4.5 million**

[+0.5 m vs 2021]  
Clients in Retail & PF  
[incl. Micro]

**>18%**

[vs 2021]  
Increase number of active  
Clients in Corporate & SME

**Top 3**

NPS  
market position

**PLN 1.5 billion**

Total investments  
in technology

**90%**

Key individual Client  
processes available  
in digital

**>22%**

[vs 2021]  
Increase in number of active  
multinational Clients

**20**

eNPS  
(Net Promoter Score)

**50%**

[aspiration for 2025]  
Dividend  
payout ratio

# Q3 2024 – high quarterly net profit thanks to improved NBI, moderate impact of the CHF portfolio legal risk

Further improvement of net interest margin. Increase in loan volumes and acquisition of Customers

## STRATEGY & TRANSFORMATION

#positive #up #stronger #together

- Bank appreciated on the market for ESG management: by the Morningstar Sustainalytics agency, in the "ESG Ranking. Responsible Management", Trustworthy Brand 2024
- The first bank in Poland using BaseModel.ai - another solution using AI
- New products for Customers – 8% savings account, working capital loan with Biznesmax Plus guarantee, investment loan with interest subsidy, secured with the Agromax guarantee from the Agricultural Guarantee Fund Plus
- Further improvement of processes for Retail Customers - new digitalized onboarding process in Bank branches, activation of the GOMobile application with a QR code, standardisation of the KYC process for Corporate & SMEs

## BUSINESS ACTIVITY

- Increase in sales of personal accounts and acquisition of Retail Customers. Continued growth in the number of Affluent and Wealth Management Customers
- Successive return to the mortgage loans market
- Consistent increase in lending in the area of Institutional Customers. Further growth in active Corporate Customers
- Sustained growth in transactionality and the number of mobile banking Customers

## FINANCIAL RESULTS

- Increase in the NBI level due to improvement in all major income categories. Updated estimation of impact of credit holidays (positive impact of PLN 100 million)
- Costs under control (decrease in other administrative costs q/q, slight increase in personnel expenses)
- Moderate increase in the impact of the legal risk of the CHF loan portfolio
- Very good quality of the loan portfolio. Normalisation of the cost of credit risk

net profit

**PLN 636 m**

+2% q/q  
+43% y/y

ROE

**18.2%**

-0.1 pp q/q  
+3 pp y/y

gross loans

**PLN 89.5 bn**

+1.0% q/q  
-0.1% y/y

NIM quarterly

**3.9%**

+86 bps q/q  
+39 bps y/y

NBI

**PLN 2.1 bn**

+24% / +5%\* q/q  
+10% / +6%\* y/y

expenses

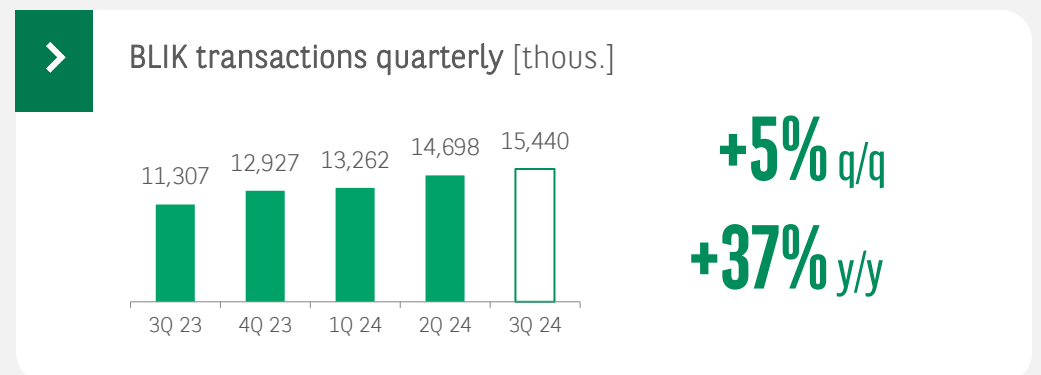
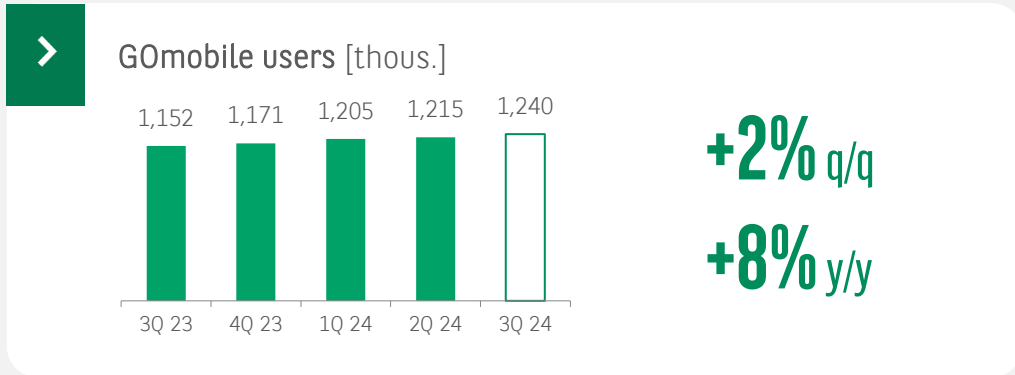
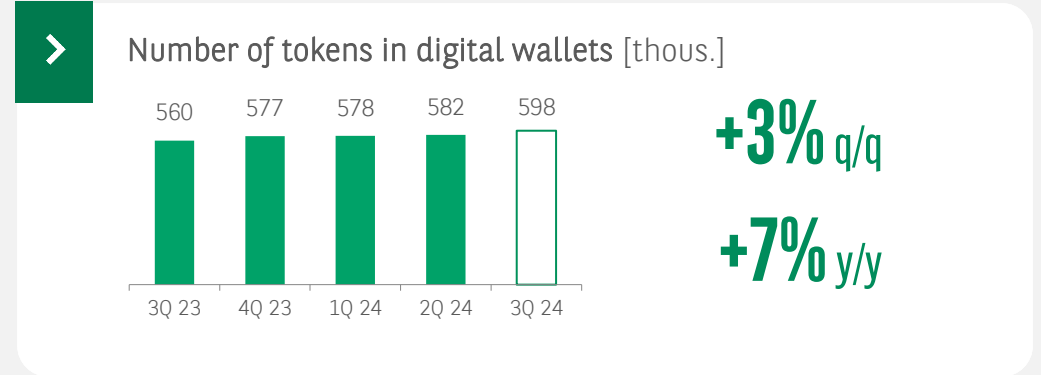
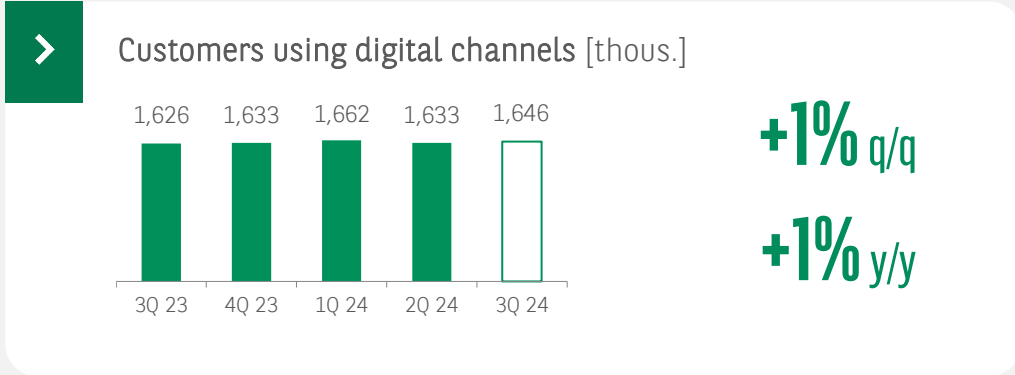
**PLN 787 m**

-2% q/q  
+3% y/y

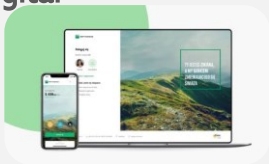
\* w/o credit holidays impact

# #G0digital - statistics

Continued growth in transactionality and use of mobile banking



#G0digital



G0makler  
application



G0dealer  
application



G0invest  
service



# #Sustainable finance #positive banking

Strategic management of ESG (Environmental, Social, Governance) issues

## STRATEGIC ROLE OF ESG MANAGEMENT

GoBeyond Strategy 2022-2025 aggregating business goals with sustainability aspects.

**Sustainability Area** – an area established to strengthen the Bank's strategic role in building a sustainable economy.

**Sustainability Community** – structure supporting ESG commitments realisation.

## SUSTAINABLE FINANCING

PLN 10.4 billion of sustainable financing granted by the Bank at the end of September 2024.

In 2017, the Bank quit from financing coal mines and coal-fired power stations.

In 2017, the Bank limited and in 2020 quit from financing fur farming.

## LIMITING OWN IMPACT

Since 2021, 100% of energy used by the Bank comes from sustainable sources.

Our CO<sub>2</sub> emissions under constant scrutiny. Target to reduce CO<sub>2</sub> emissions from own operations by 55% by 2025 (vs. 2019).

Since 2018, increasing paperless approach all across the bank (cooperation with Autenti).

## MARKET RECOGNITION

**Best ESG rating among Polish banks:** ESG Risk Rating awarded by Sustainalytics (updated score of 9.8, indicating a minimal risk of a material negative impact of environmental and social impact management factors on the business).

The bank was awarded as a **Trustworthy Brand 2024** in the Future of the Planet category.

At the same time, recognised by Sustainalytics as a company that stands out in terms of ESG management in Europe, with the titles **"Regional Top Rated"** and **"Industry Top Rated"**. The bank was among the best banks worldwide in this respect and maintained its position as the best bank in Poland in the ranking.

## PROMOTING DIVERSITY AND INCLUSION

Accessible, inclusive, diverse & minority groups friendly bank (140 Clients' Centers and headquarter with „Facility without barriers” certificate, OK SENIOR® certificate for all branches).

Bottom-up employee initiatives promoting gender equality, equal parental rights, intergenerational dialogue of people 50+, with disabilities, neuro-atypical, LGBT+ community.

## STRATEGIC PARTNERSHIPS



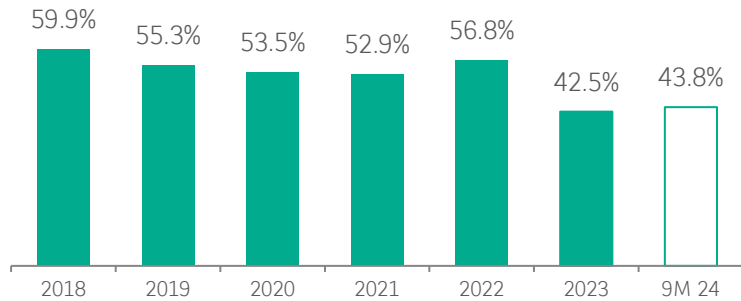
## Contribution to UN Sustainable Development Goals



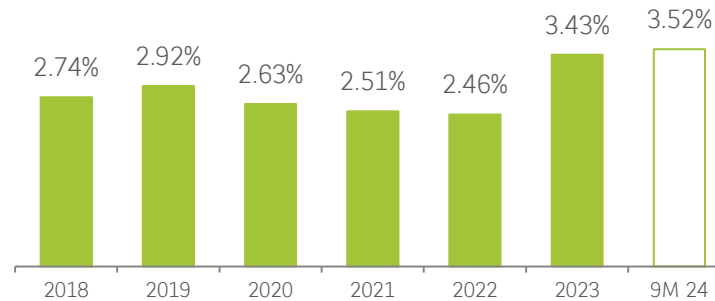
# Financial performance

Growth of net profit and ROE due to constant improvement of NBI and despite the impact of inflation on the cost base. Net interest margin growth visible since 2022 (interest rates increase)

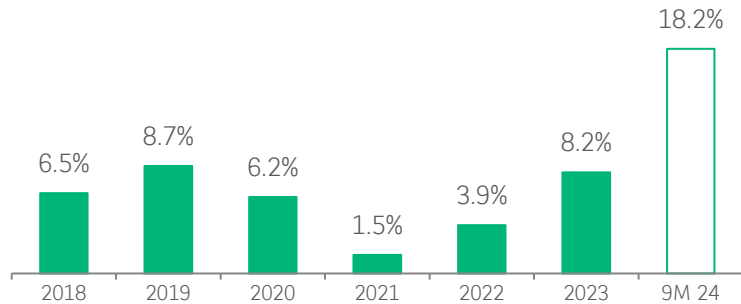
> Cost / Income [%]



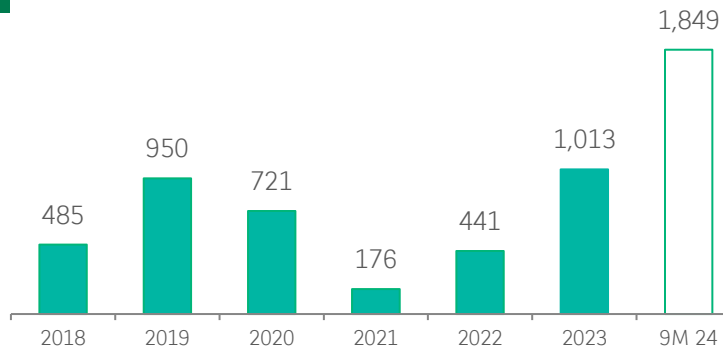
> Net interest margin [%]



> ROE [%]



> Net profit [PLN million]



Adjusted values - all calculations based on consolidated reported data, excluding:

- for 2018-2020 – integration costs associated with the merger processes carried out by the bank since 2015;
- for 2018 – gains from the bargain purchase of Core RBPL and recognition of the expected credit losses/ECL (related to the purchase of Core RBPL).

In 2020-2023, financial results impacted by the CHF portfolio legal risk (PLN -168 million, PLN -1,045 million, PLN -740 million and PLN -1,978 million in 2023 respectively).

In 9M 2024 the impact stood at of PLN -488 million.

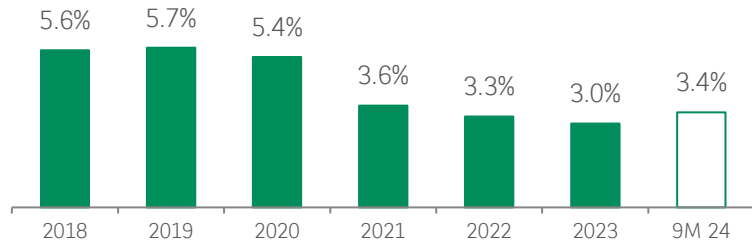
The result for 2022 was negatively impacted by credit holidays in the amount of PLN 895 million (PLN +56 million in 2023).

In 9M 2024 the impact of credit holidays stood at PLN -103.5 million.

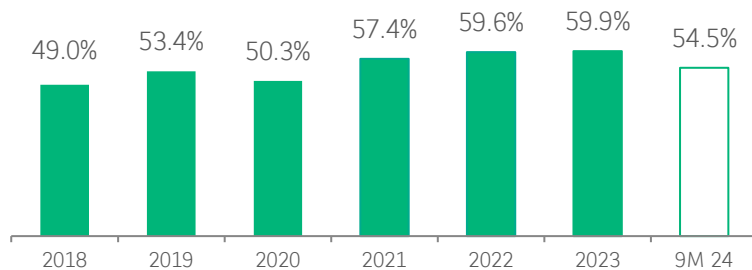
# Financial performance

Very good quality of the loan portfolio translating into low cost of risk. Low level of the Stage 3 share in the loan portfolio. Safe capital position

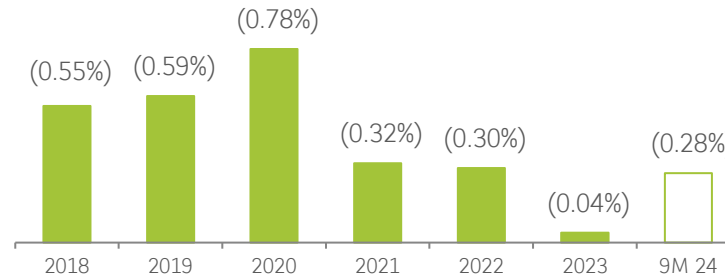
> Total loans – share of Stage 3 in the portfolio measured at amortised cost [%]



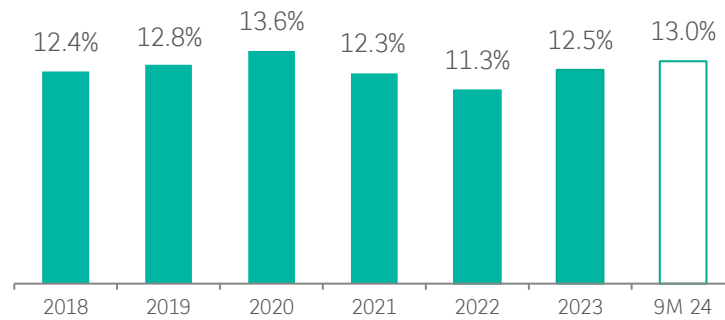
> Stage 3 provision coverage [%]



> Cost of risk [%]



> Tier I ratio [%]

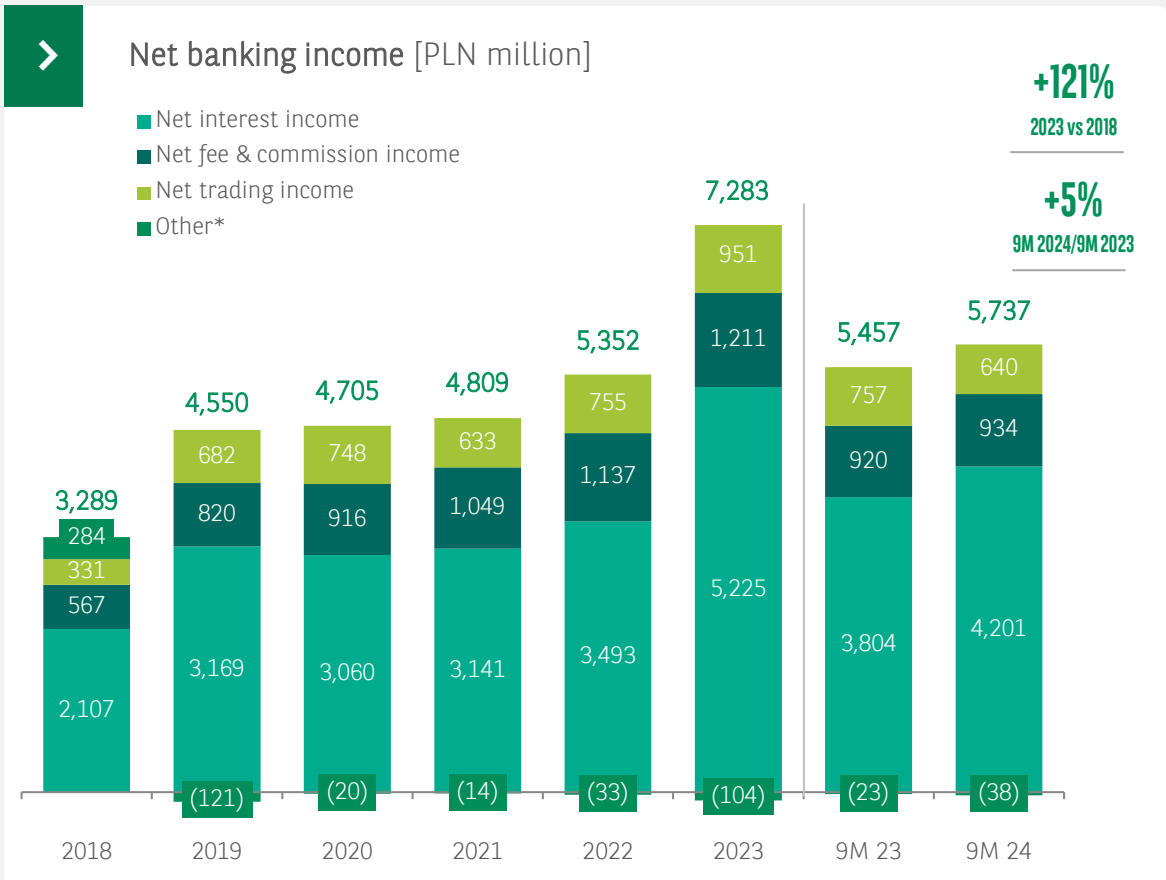


Adjusted values - all calculations based on consolidated reported data with the following remarks:

- NPL ratio (share of Stage 3) calculated for loan portfolio measured at amortised cost only;
- coverage – starting from 2018 POCI portfolio acquired as a part of Core RBPL is included (net value of PLN 681.5 million as at 31.12.2018);
- cost of risk in 2018 – recognition of the expected credit losses/ECL (related to the purchase of Core RBPL) is excluded from the calculation.

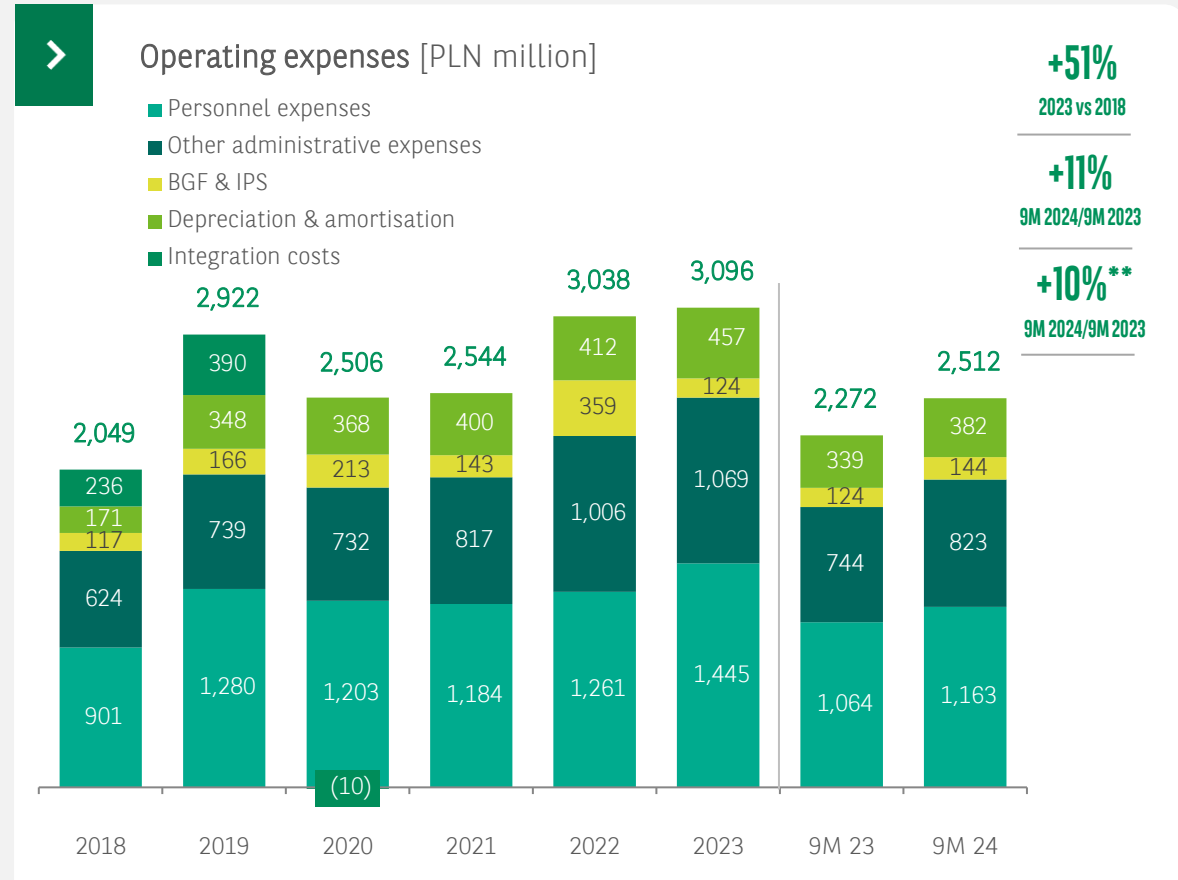
# NBI & operating expenses

NBI continuous improvement, visible impact of inflation and further investments in the Bank's transformation and digitisation on the cost base increase



Core revenues growth despite the impact of COVID-19 pandemic in 2020-2021. Maintaining the growth momentum in 2022 despite impact of credit holidays. In 2022, 2023 and 9M 2024, growth in net interest income (high level of market interest rates) as a significant factor of NBI growth.

\*net investment income, dividend income, other operating income and expenses, result on hedge accounting



In 2020 and 2021, synergies on track coupled with the effects of additional savings measures. In 2022, increase in BGF fees and additional costs of IPS creation. In 2023, operating expenses under control despite inflationary pressure. In 9M 2024 - visible impact of inflation and realised investments on the cost base.

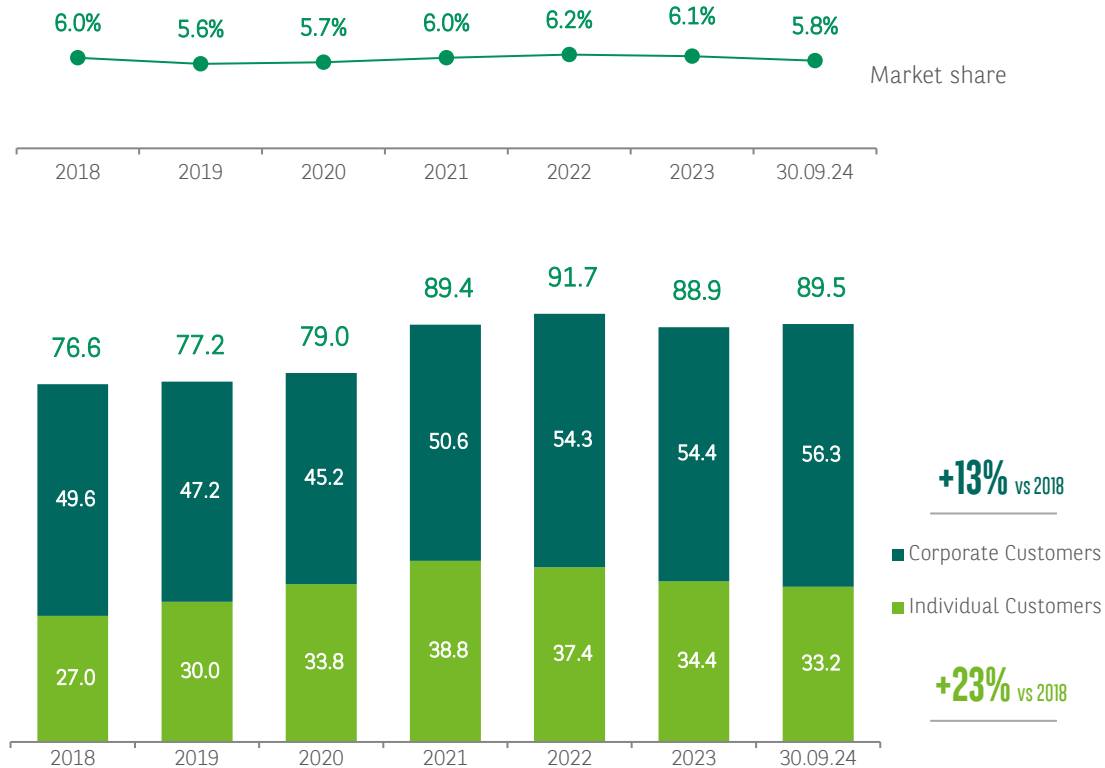
\*\* excluding BGF & IPS costs



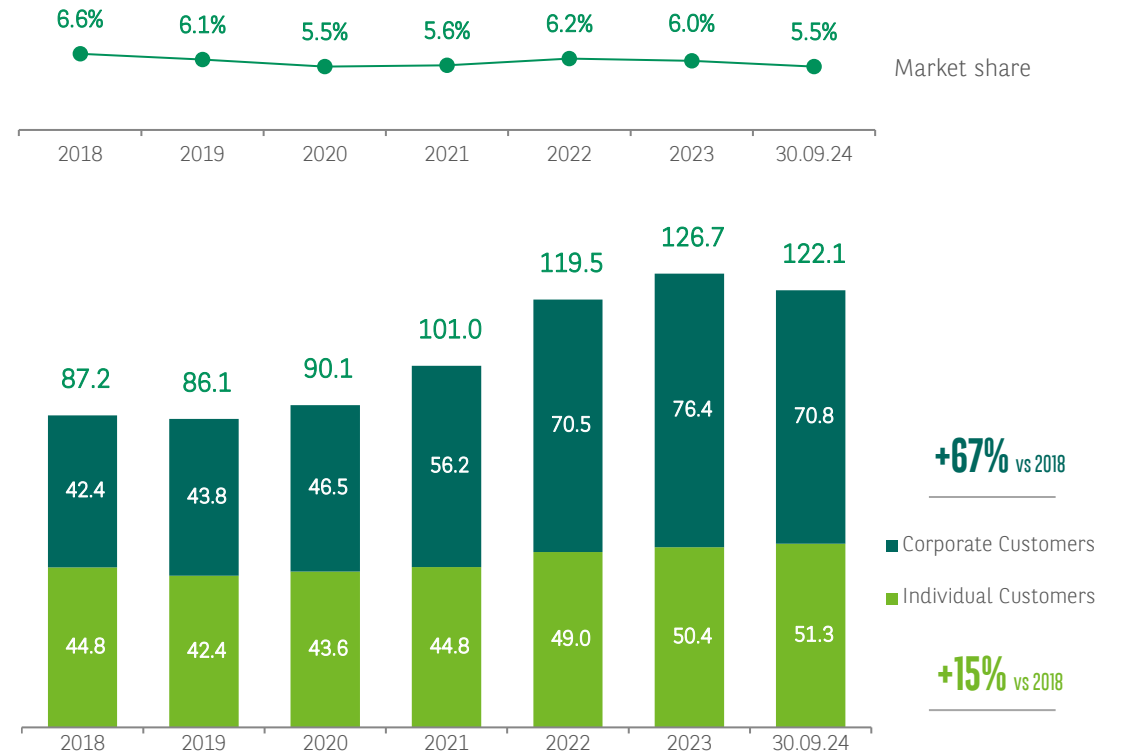
# Commercial volumes split by Customers

Stabilisation of the loan portfolio. Stable growth in individual deposits. Increase in the share of institutional deposits in the deposit portfolio observed since 2021

> Gross loans\* and market shares [PLN billion, %]



> Deposits and market shares [PLN billion, %]



\* The sum of portfolios measured at amortised cost and measured at fair value. Due to the change in the recognition of the impact of legal risk arising from CHF mortgage litigation from 1 January 2023 in accordance with IFRS 9, restated values are presented for Loans and advances to Customers in 2022.

# Shares of BNP Paribas Bank Polska S.A.

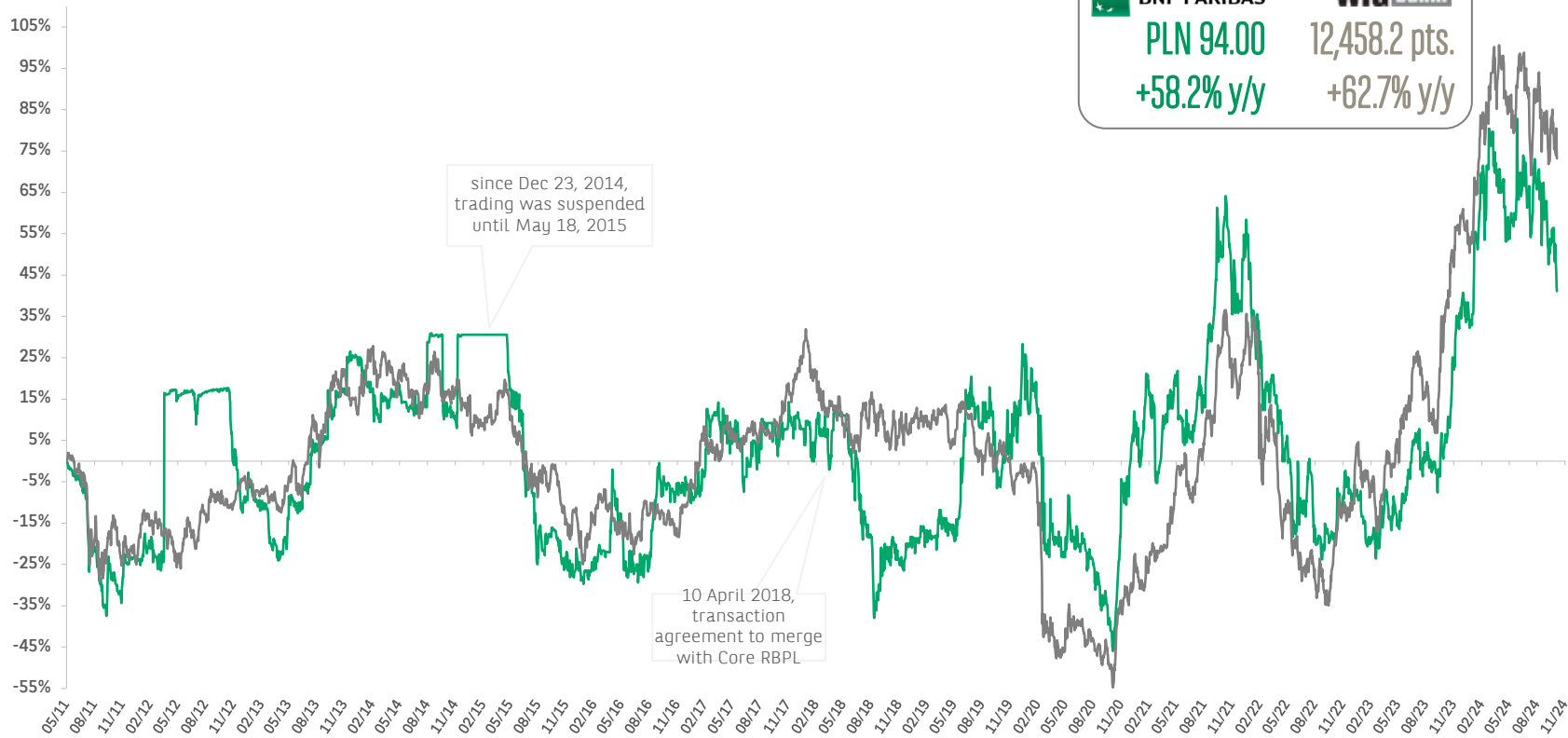
Reversal of the upward trend of the previous 12 months and decrease of all banks' share prices in Q3 2024. Negative sentiment towards banks on WSE triggered by global economic situation

**> Change in the share price**  
 27.05.2011 = PLN 61.25 (100%)  
 (IPO of Bank Gospodarki Żywnościowej SA)

**30 September 2024**  
 free-float: PLN 2.6 bn  
 P/BV: 1.02; capitalisation: PLN 13.9 bn

**ISIN code:** PLBGZ0000010  
**GPW ticker:** BNP  
**Index:** mWIG40, mWIG40TR

**BNP PARIBAS** **WIG banki**  
**PLN 94.00** **12,458.2 pts.**  
**+58.2% y/y** **+62.7% y/y**



## Fitch rating

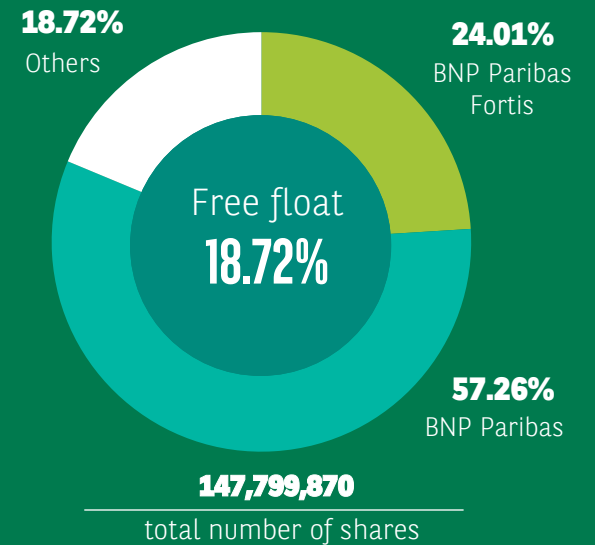
Long-Term Issuer Default Rating (LT IDR) – A+  
 Short-Term Issuer Default Rating (ST IDR) – F1  
 Viability Rating (VR) – bbb-  
 Shareholder Support Rating (SSR) – a+

## ESG rating of Sustainalytics Agency

negligible risk at the level of 9.8  
 the best result among Polish banks

## Shareholder structure

(30.09.2024)



On 5 April 2024, the Bank's share capital was increased from PLN 147,676,946 to PLN 147,799,870 as a result of taken up 44,608 M series shares and 78,316 N series shares in the exercise of rights attached to the A4 and B1 series registered subscription warrants, taken up previously.

On 14 March 2024, package transactions were concluded due to the completion of accelerated book building (ABB) regarding the sale of 8,860,616 shares of the Bank by BNP Paribas SA.



**BNP PARIBAS**

## **Investor Relations Bureau**

ul. Kasprzaka 2, 01-211 Warsaw

e-mail: [relacjeinwestorskie@bnpparibas.pl](mailto:relacjeinwestorskie@bnpparibas.pl)

[www.bnpparibas.pl/en/investor-relations](http://www.bnpparibas.pl/en/investor-relations)

**BNP Paribas Bank Polska Spółka Akcyjna**, with its registered office in Warsaw at 2 Kasprzaka Street, 01-211 Warsaw, entered into the Register of Entrepreneurs of the National Court Register (KRS) by the District Court for the capital city of Warsaw in Warsaw, 13th Commercial Department of the National Court Register, with KRS number: 0000011571, tax identification number (NIP): 526-10-08-546, and a fully paid share capital of PLN 147,799,870.

# **INVESTOR RELATIONS**

**BNP PARIBAS BANK POLSKA S.A.**