



BNP PARIBAS

MAY 2025

# 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 18.8%
- Dividend – 50% of net profit for 2023 and 2024 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

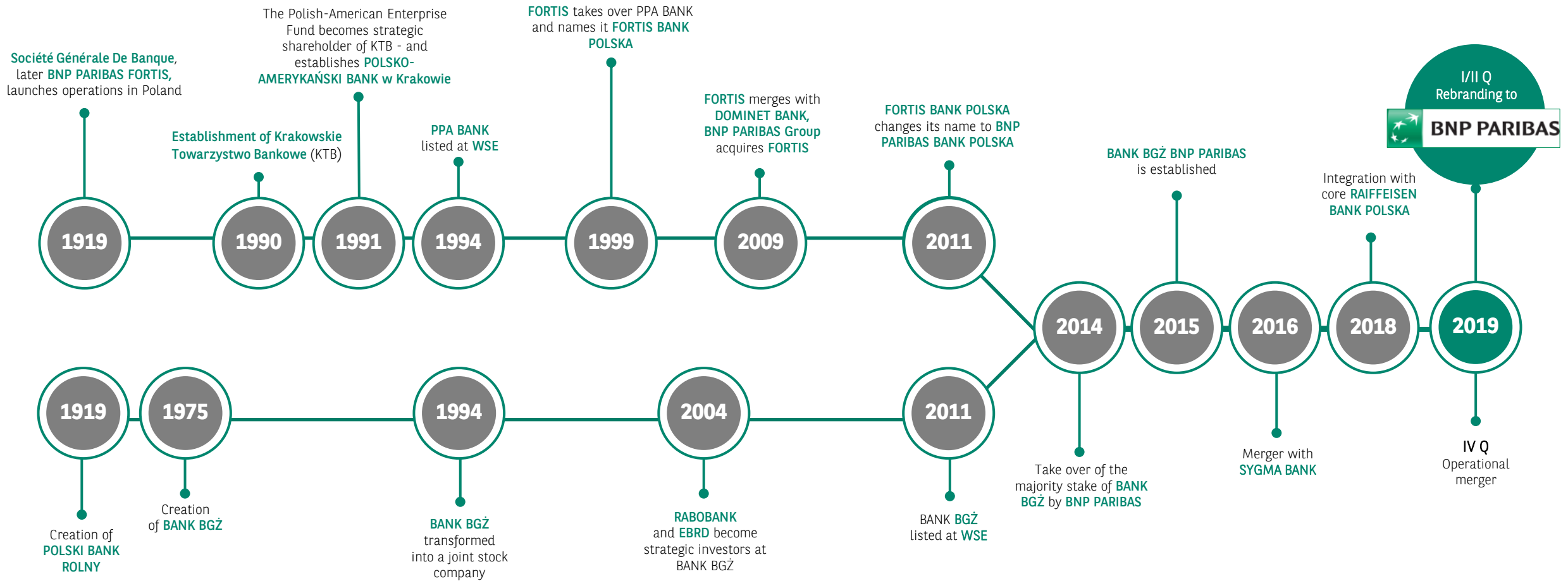
- Scale of operations and the business model proven in challenging circumstances
- Continuous support of the Customers, the society and economy
- Business growth in line with the strategic directions
- 3M 2025 – y/y increase in the number of Customers in selected sub-segments (Affluent and Private Banking), sales growth of Institutional Customer loans, mortgages and investment products. Solid deposit base

### 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)
- 3M 2025 – growth of net profit due to NBI improvement, despite booking of the annual BGF fee. Low cost of credit risk and impact of CHF portfolio legal risk

# 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.



## 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



**64 countries**  
in the world



**~178,000**  
employees



**2,802.0 bn €**  
assets

## Leading bank in the Eurozone



**3.0 bn €** net income  
**13.0 bn €** revenues



**136.3 bn €** equity  
**894.2 bn €** gross loans\*

\* loans measured at amortised cost

data as at the end of March 2025



# 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.

### Golden Banker 2025

1<sup>st</sup> place in the "Cash loan" category



"Golden Cybersecurity Shield"



### Global Finance's Best SME Bank Awards

for the quality of service and the commitment to the development of the Polish SME sector

### WealthBriefing European Awards 2025

the best bank in the Wealth Management segment in the Central and Eastern Europe



**4.0 m**

Customers

**1.7 m**

using digital channels



**360**

Customers' Centers



**7.8 thous.**

employees (FTEs)



**PLN 165 bn**

assets

## 6. bank in Poland in terms of assets



**PLN 0.7 bn**

net profit

**PLN 2.1 bn**

net banking income



**PLN 16.2 bn** equity

**PLN 89.2 bn** gross loans\*

\* loans measured at amortised cost

data as at the end of March 2025

# Management Board

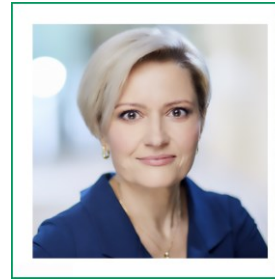
Strong and stable management team



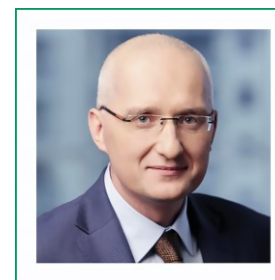
**Przemek Gdański**  
CEO



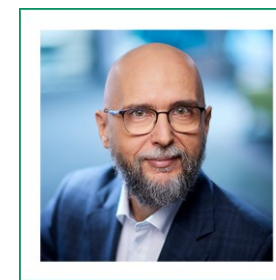
**André Boulanger**  
Vice President  
CIB Area



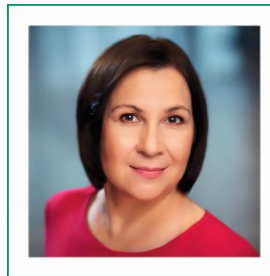
**Małgorzata Dąbrowska**  
Vice President  
Operations and Business Support Area



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



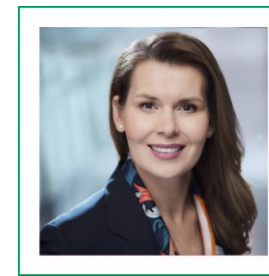
**Piotr Konieczny**  
Vice President, CFO  
Finance Area



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



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

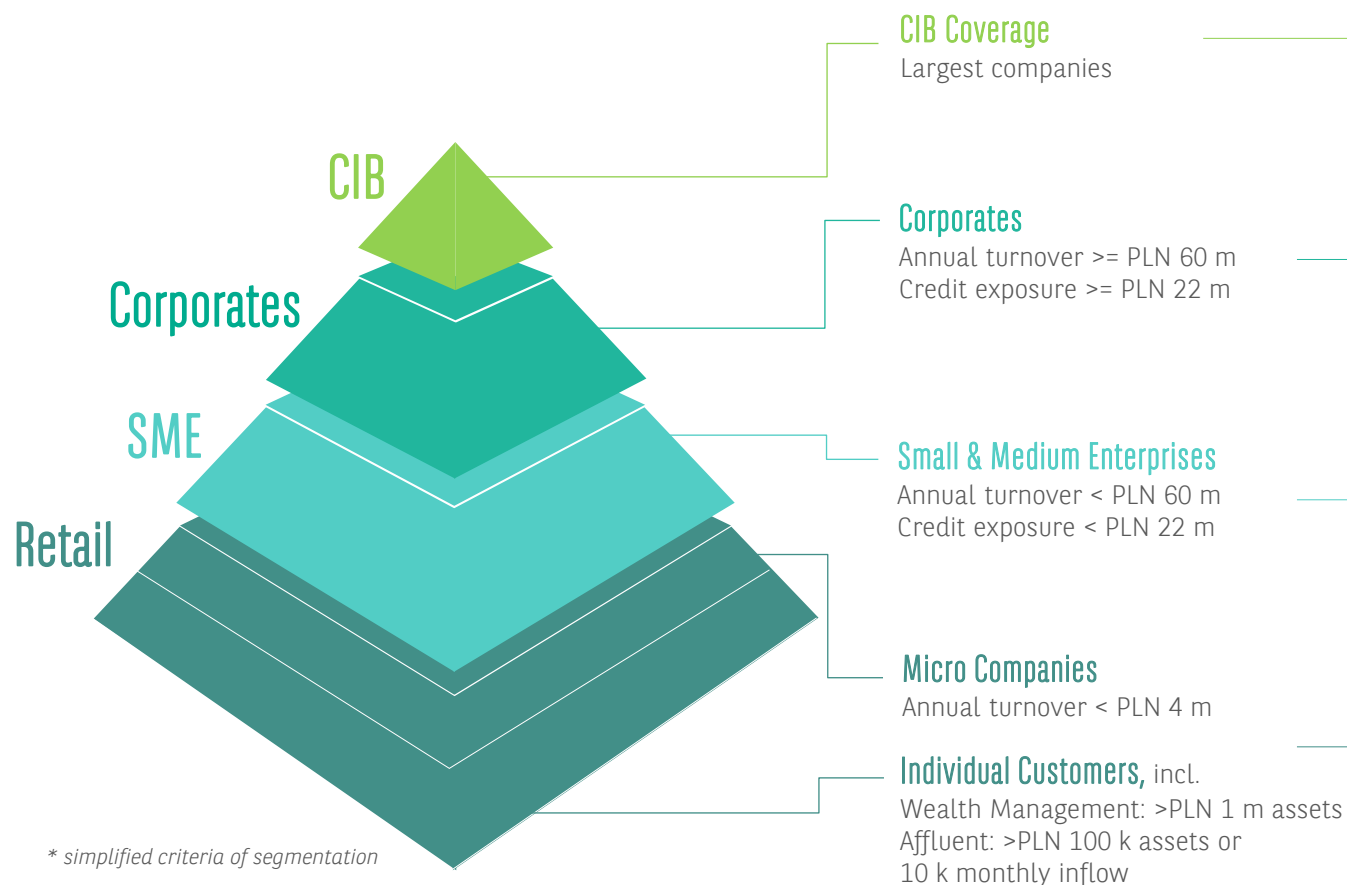


**Agnieszka Wolska**  
Vice President  
SME & Corporate Banking Area

# Full market coverage

We serve all Customers segments

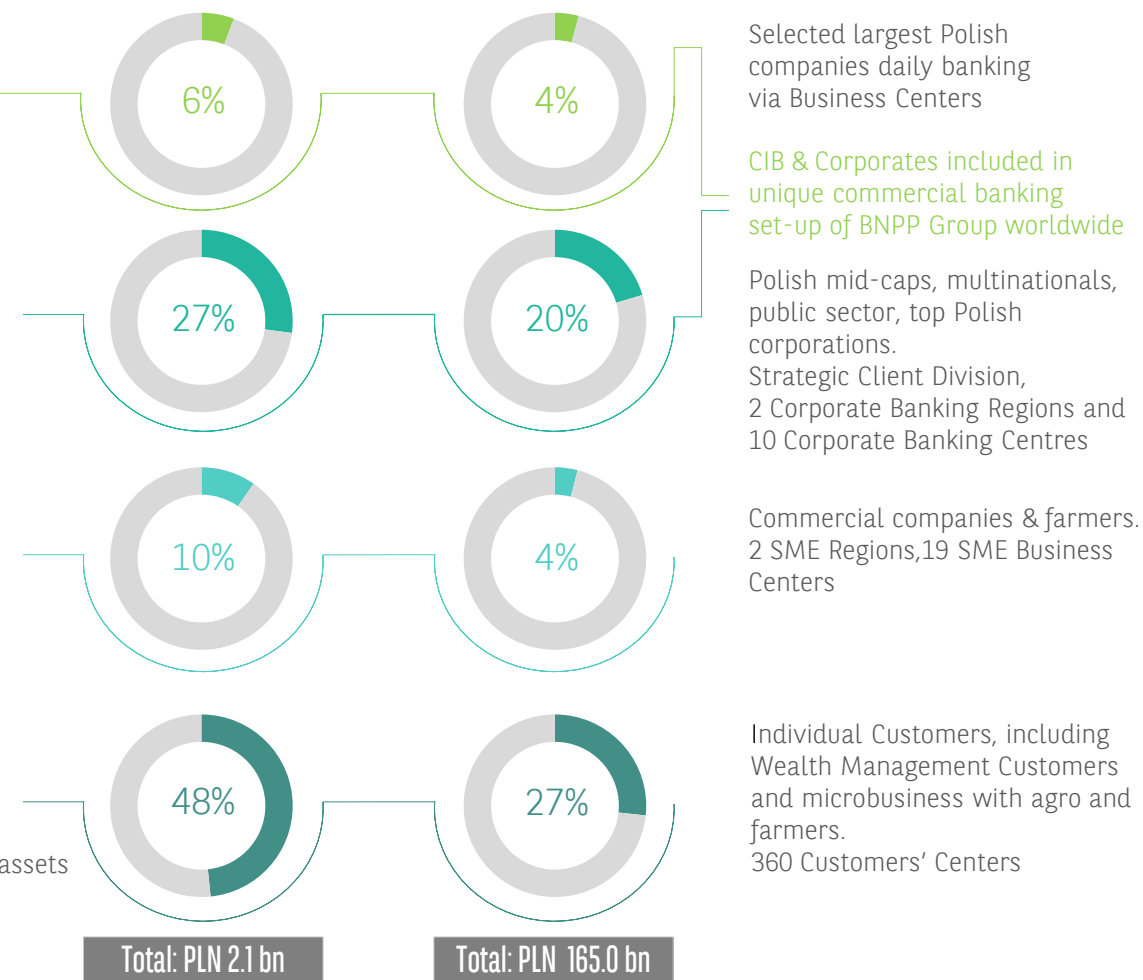
## Business segments\*



## NBI contribution\*\*

## Assets contribution\*\*

## Description

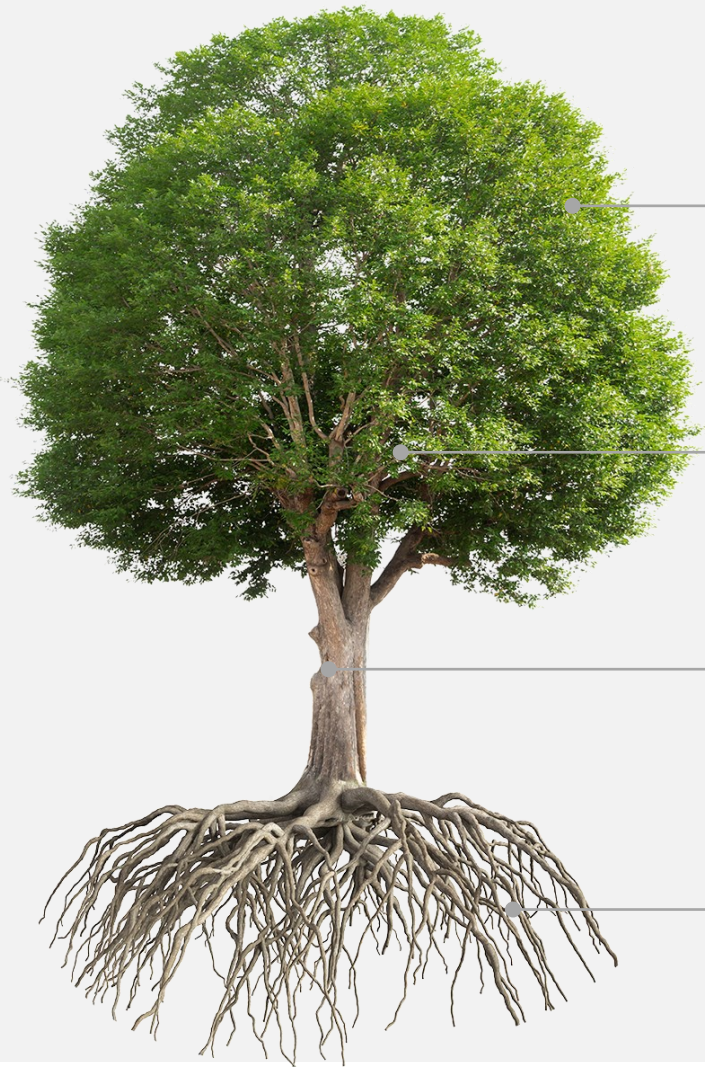


\*\* consolidated data as at the end of March 2025; other banking activities accounted for 9% of NBI and 45% of assets



# 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



# Q1 2025 – high quarterly net profit thanks to improved NBI and low cost of credit and CHF portfolio legal risks

Increase in sales of loans for Corporates and mortgages. Continued implementation of strategic priorities

## STRATEGY & TRANSFORMATION

#positive #up #stronger #together

- Support for energy transition by contributing to transactions financing sustainable development
- Golden Banker 2025 ("Złoty Bankier 2025") – 1<sup>st</sup> place in the "Cash Loan" and "Golden Cybersecurity Shield" categories
- Automation and modern technologies improving the Bank's operational efficiency, including the implementation of One Click cloud computing
- Implementation of the Beyond Agile model in the Retail and Business Banking branch network and Personal Finance

## BUSINESS ACTIVITY

- Increased sales of investment products. Growth in sales of personal accounts on a yearly basis
- Further increase in sales of mortgages and cash loans. Level of PLN mortgages sales that allows stopping the decline in the portfolio value
- Loans to enterprises (+3.8% q/q) as the key driver of the loan portfolio growth
- Strong deposit base, seasonal decline from the high level of Q4 2024

## FINANCIAL RESULTS

- Further increase in the NBI level due to improvement of non-interest income, including net trading income.
- Strengthening cost control. Excluding seasonal increase of BGF costs, q/q decrease of operational expenses and y/y increase below the inflation rate
- Very good quality of loan portfolio and low cost of credit risk. Decrease in the number of new claims, low quarterly impact of CHF loan portfolio legal risk
- By Resolution no 7 of the Bank's OGM of 15 April 2025, about 50% of the Bank's net profit for 2024 was allocated to the dividend payout - DPS: PLN 7.86, dividend date: 22.04.2025, dividend payout date: 9.05.2025

net profit

**PLN 741<sub>m</sub>**

+46% q/q

+26% y/y

ROE

**19.0 %**

+2 pp q/q

+1 pp y/y

gross loans

**PLN 89.6<sub>bn</sub>**

+1% q/q

+1% y/y

NIM

**3.6 %**

-11 /-3\* bps q/q

+12 bps y/y

NBI

**PLN 2.1<sub>bn</sub>**

+5% / +7%\* q/q

+9% / +9%\* y/y

expenses

**PLN 976<sub>m</sub>**

+16% q/q

+6% y/y

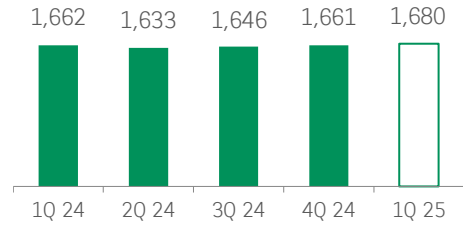
\* w/o credit holidays impact

# #G0digital - statistics

Continued growth in use of mobile banking. Maintaining a high level of transactionality



Customers using digital channels [thous.]

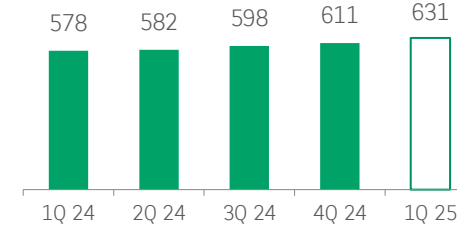


**+1% q/q**

**+1% y/y**



Number of tokens in digital wallets [thous.]

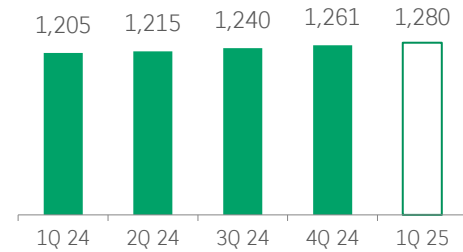


**+3% q/q**

**+9% y/y**



G0mobile users [thous.]

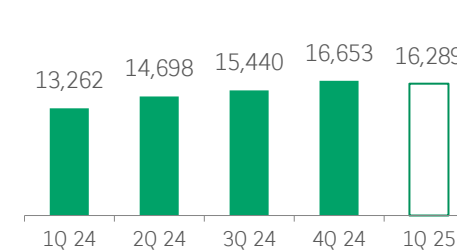


**+2% q/q**

**+6% y/y**



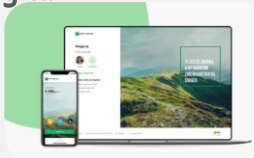
BLIK transactions quarterly [thous.]



**-2% q/q**

**+23% y/y**

#G0digital



G0makler  
application



G0dealer  
application



G0invest  
service



# #Sustainable finance #positive banking

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



## STRATEGIC ROLE OF ESG MANAGEMENT

GOeyond 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 11.7 billion of sustainable financing granted by the Bank at the end of Q1 2025.

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

**Ethical Company title** for the 4<sup>th</sup> consecutive time in the Puls Biznesu ranking.

**The Digital Transformation of the Decade** – award for moving away from traditional paper documentation in favor of electronic solutions, thanks to the implementation of Autenti technology, awarded during the Digital Transformation Leaders Summit 2025 event organized by Autenti.



## PROMOTING DIVERSITY AND INCLUSION

Accessible, inclusive, diverse & minority groups friendly bank (144 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



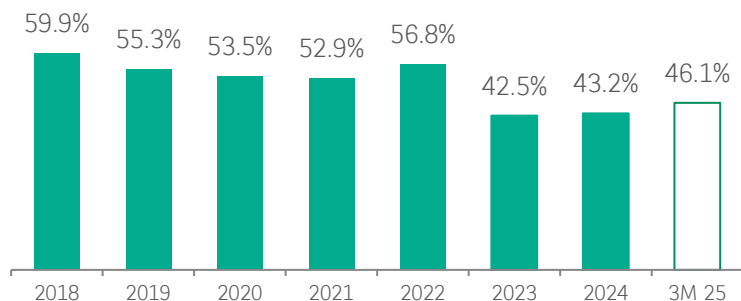


# Financial performance

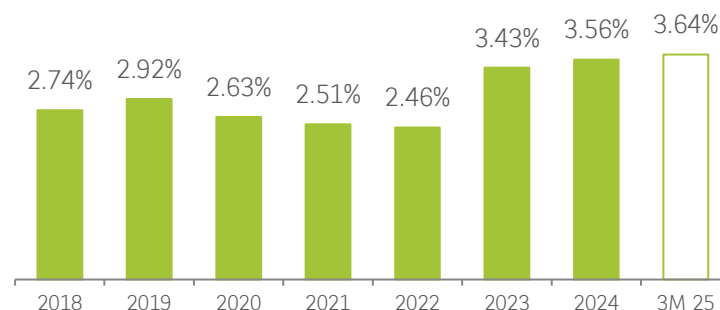
High net profit and ROE due to constant improvement of NBI and lower CHF credit portfolio legal risk despite the impact of inflation on the cost base. Net interest margin growth visible since 2022 (high level of interest rates)



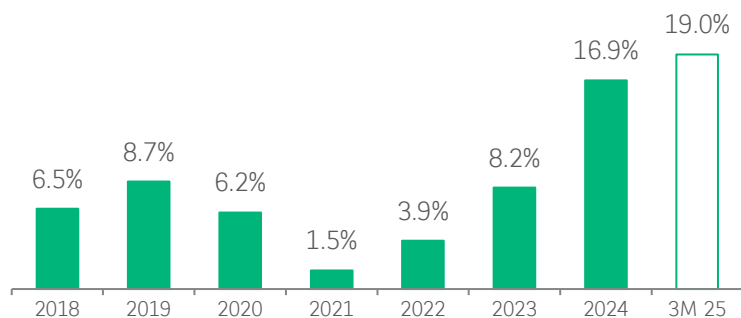
Cost / Income [%]



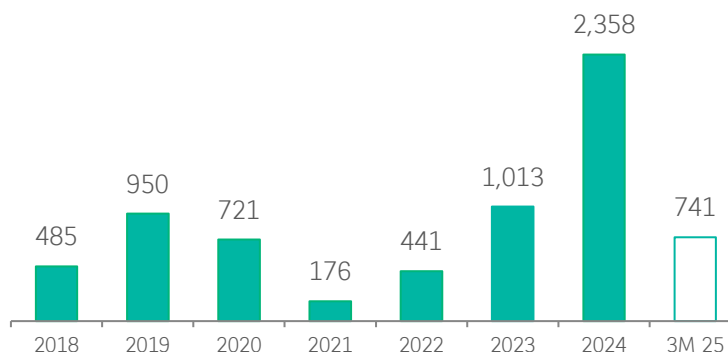
Net interest margin [%]



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-Q1 2025, financial results impacted by the CHF portfolio legal risk:

- 2020 - PLN 168 million
- 2021 - PLN 1,045 million
- 2022 - PLN 740 million
- 2023 - PLN 1,978 million
- 2024 - PLN 796 million
- Q1 2025 - PLN 65 million

Credit holidays impact:

- 2022 - negative of PLN 895 million
- 2023 - positive of PLN 55.7 million
- 2024 - negative of PLN 69.5 million
- Q1 2025 - no impact

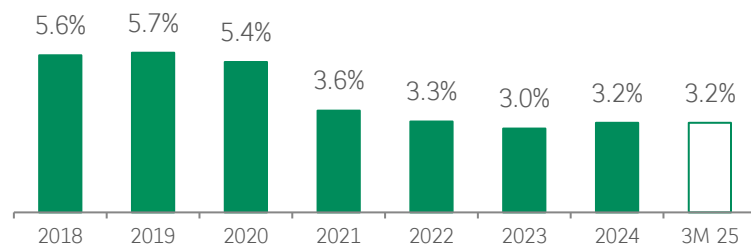


# Financial performance

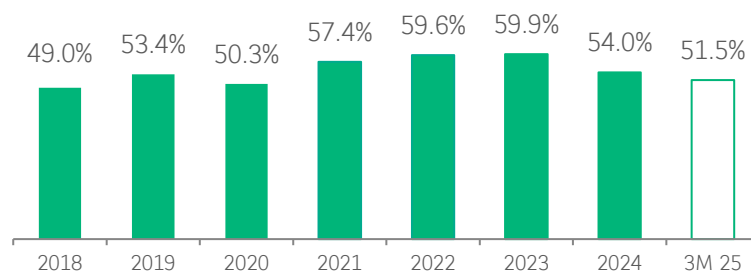
Very good quality of the loan portfolio translating into low cost of risk. Low level of the NPL share in the loan portfolio. Safe capital position



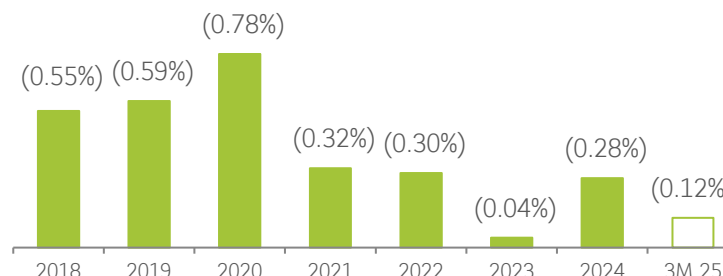
Total loans – share of NPL\* in the portfolio measured at amortised cost [%]



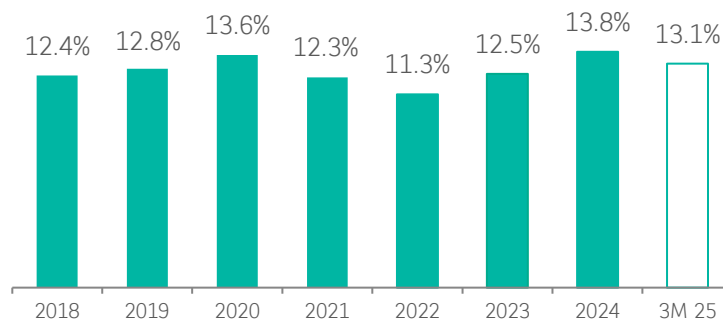
NPL\* portfolio provision coverage [%]



Cost of risk [%]



Tier I ratio [%]



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

- NPL\* ratio 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.

\* NPL - category defined as loans in Stage 3 and POCI non-performing exposures in line with data presented in the Consolidated Financial statement.

# NBI & operating expenses

NBI continuous improvement. Visible impact of inflation and further investments in the Bank's transformation and digitalisation on the cost base increase

## > Net banking income [PLN million]

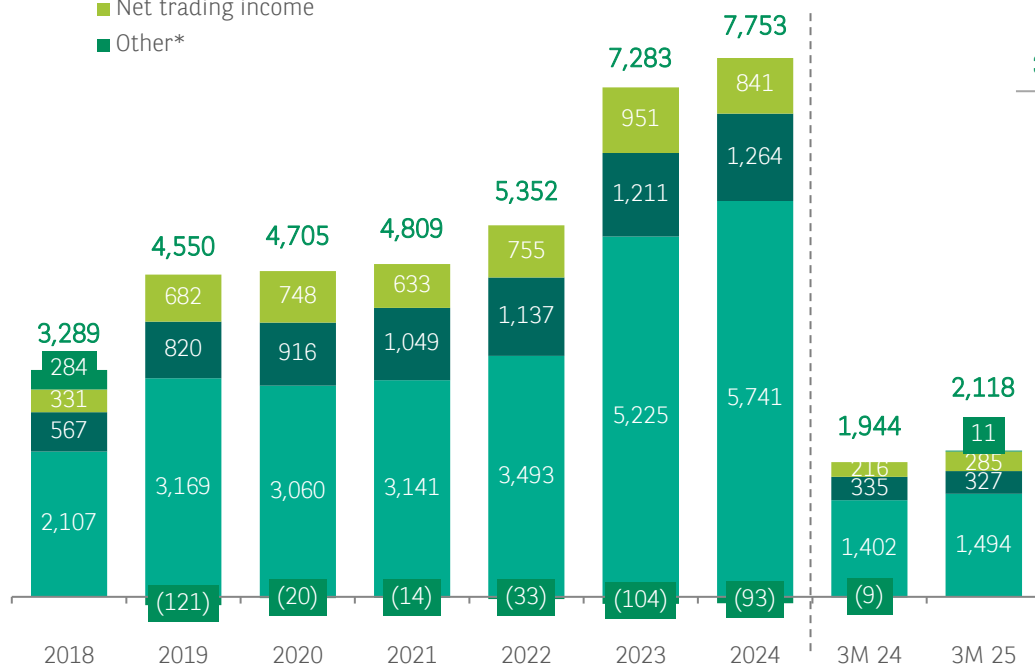
- Net interest income
- Net fee & commission income
- Net trading income
- Other\*

**+136%**

2024 vs 2018

**+9%**

3M 25/3M 24



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 2022-2024 and in Q1 2025 y/y, 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

## > Operating expenses [PLN million]

- Personnel expenses
- Other administrative expenses
- BGF & IPS
- Depreciation & amortisation
- Integration costs

**+64%**

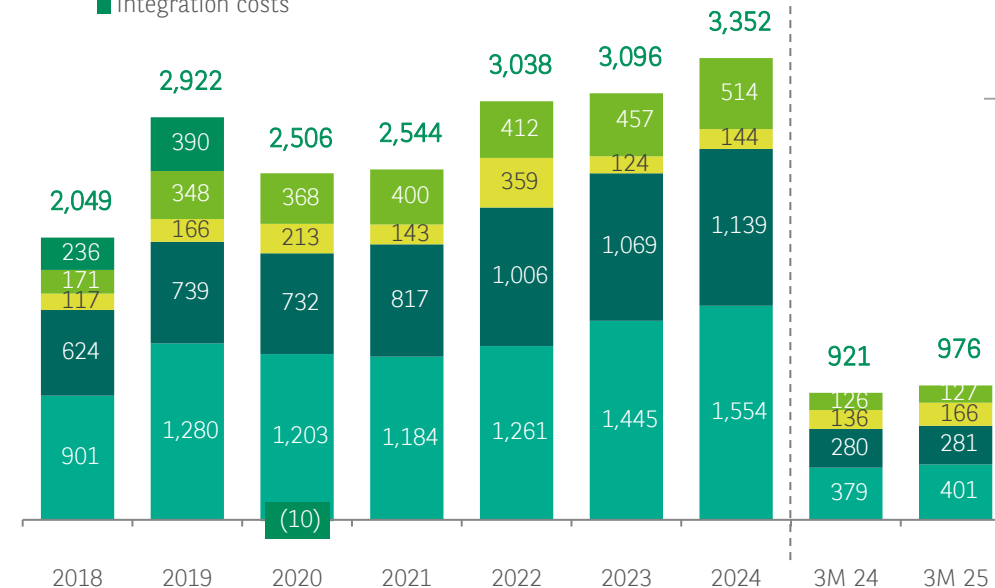
2024 vs 2018

**+6%**

3M 25/3M 24

**+3%\*\***

3M 25/3M 24

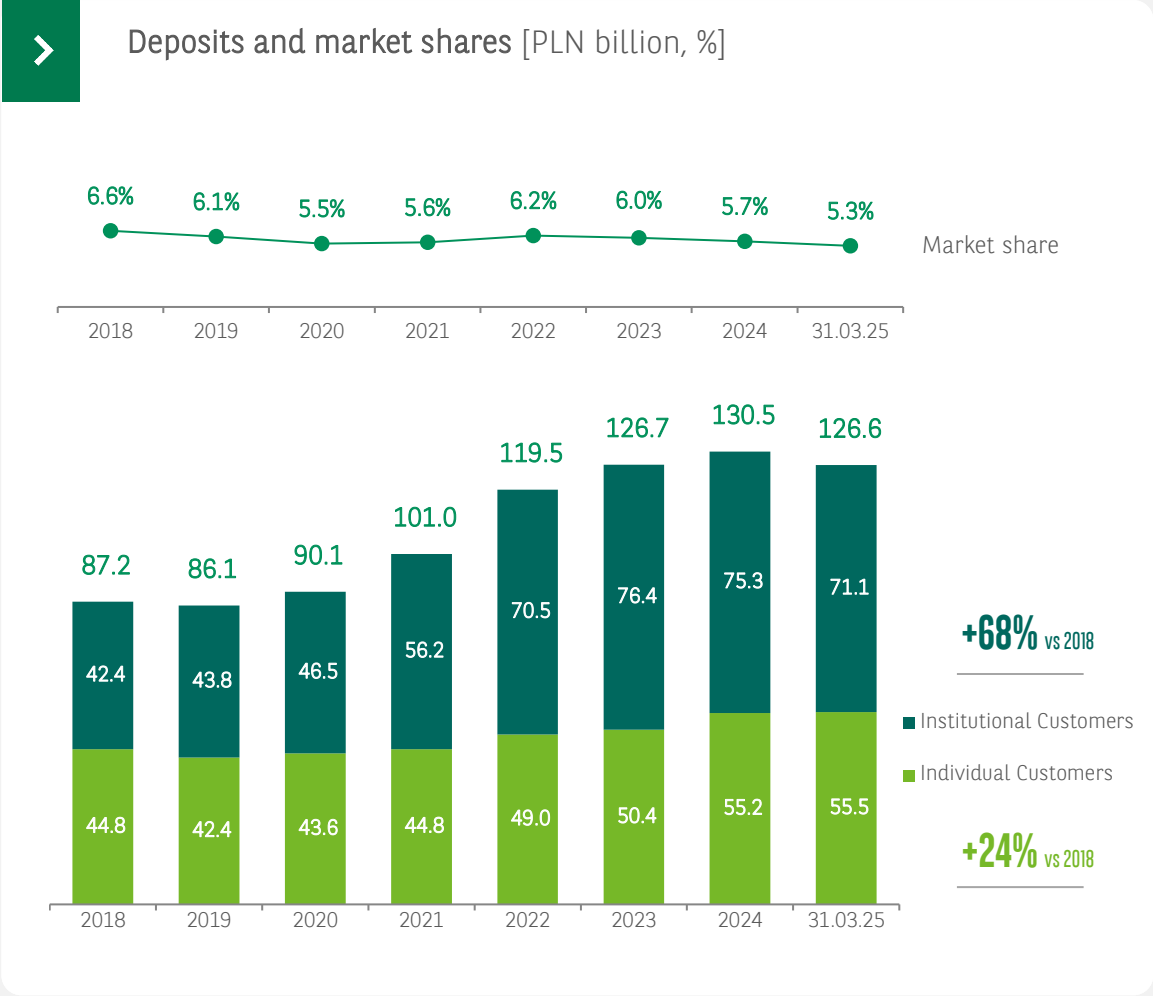
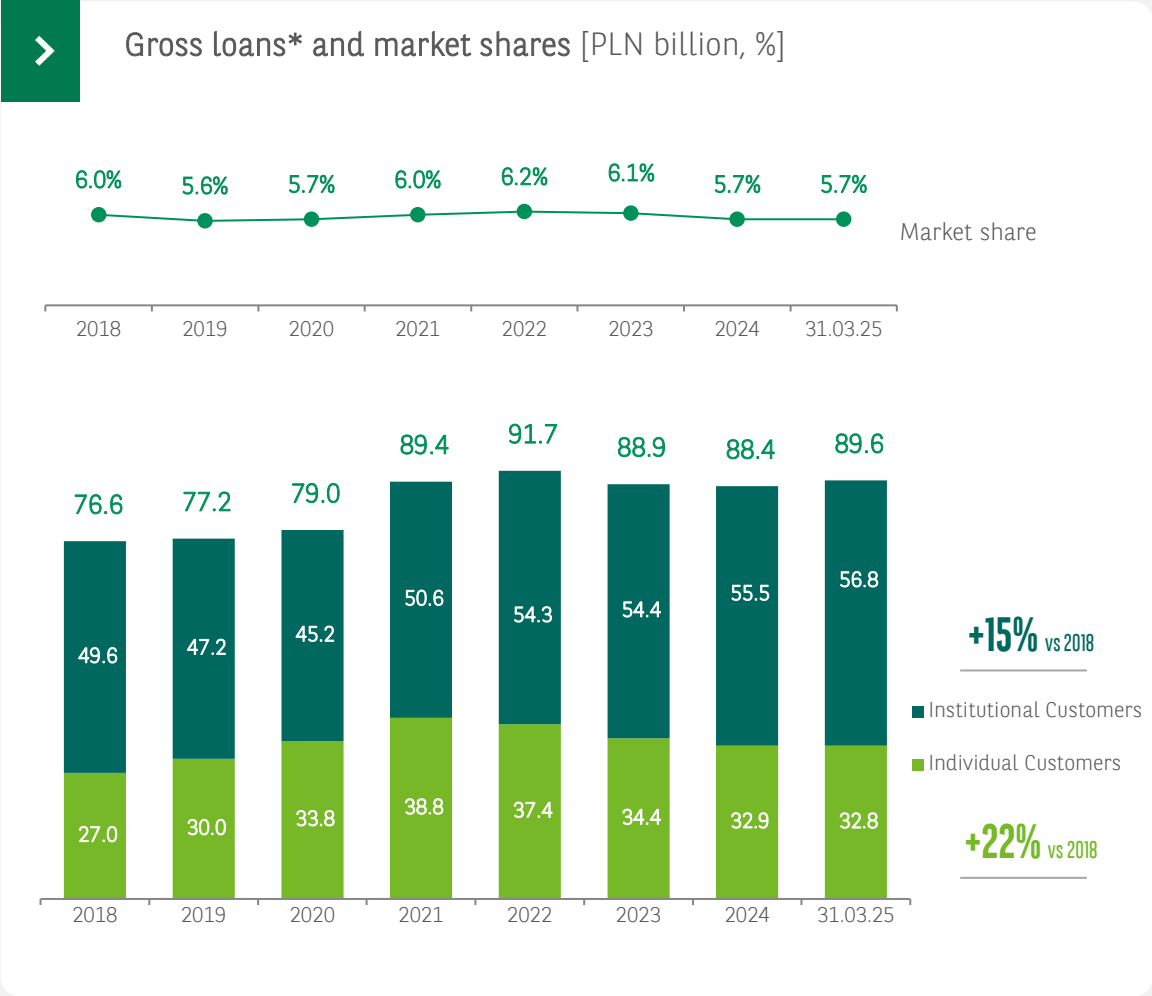


In 2020-2021, synergies on track coupled with the effects of additional savings measures. In 2022, increase in BGF fees and additional costs of IPS creation. In 2023, operating expenses under control despite inflationary pressure. In 2024, visible impact of inflation and realised investments on the cost base. Higher costs in Q1 2025 y/y including booking a higher annual BGF fee.

\*\* excluding BGF costs

# Commercial volumes split by Customers

Continuous growth in institutional Customers loans accompanied by a simultaneous decline in the value of individual Customers mortgage loan portfolio. Solid deposit base, in Q1 2025 seasonal decline from the high base at the end of the year



\* 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.

Growth of BVPS reflecting the increase of the Group’s results in recent years. Negative trend reversal and share prices increase in Q1 2025



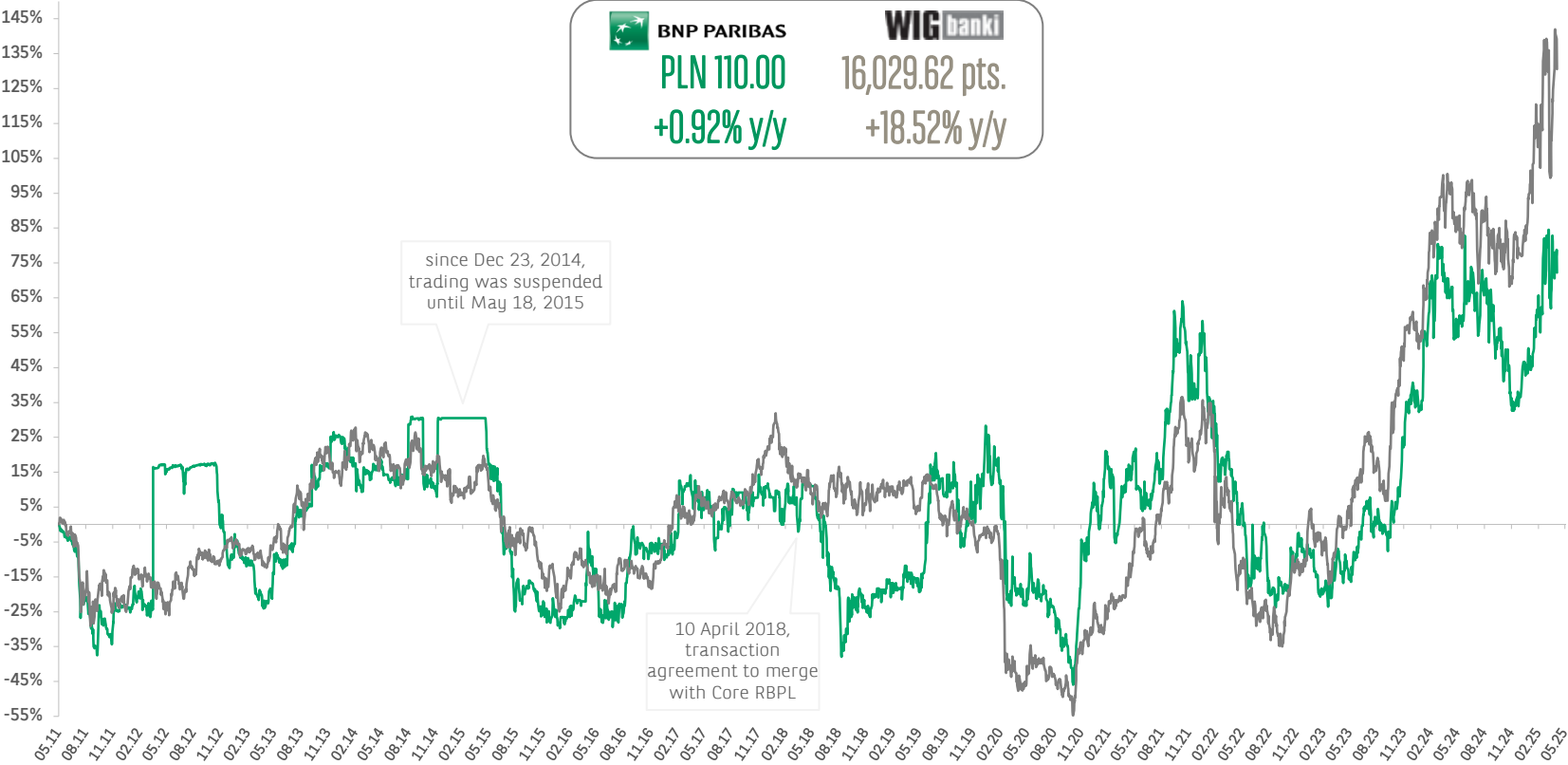
Change in the share price  
27.05.2011 = PLN 61.25 (100%)  
(IPO of Bank Gospodarki Żywnościowej SA)

**31 March 2025**  
free-float: PLN 3.0 bn  
P/BV 1.0; capitalisation: PLN 16.3 bn

**ISIN code:** PLBGZ0000010  
**GPW ticker:** BNP  
**Index:** sWIG80, sWIG80TR

**BNP PARIBAS**  
PLN 110.00  
+0.92% y/y

**WIG banki**  
16,029.62 pts.  
+18.52% y/y

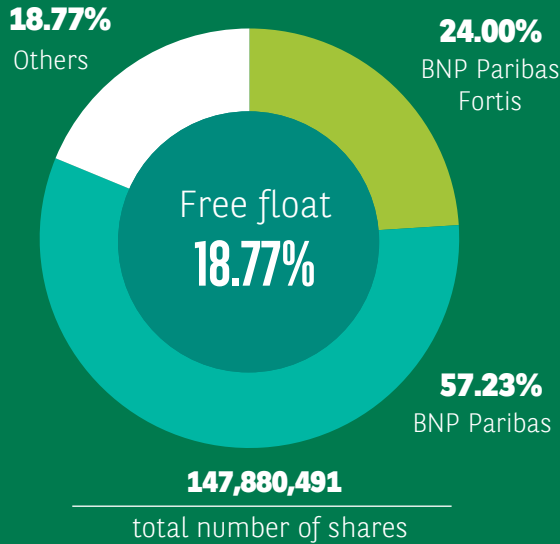


## Fitch rating

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+

## Shareholder structure

(8.04.2025)



**April 2025** - increase of the Bank's share capital from PLN 147,799,870 to PLN 147,880,491 as a result of taking up of 20,223 M series shares and 60,398 N series shares in the exercise of rights attached to the A5 and B2 series registered subscription warrants, taken up previously.





**BNP PARIBAS**

## INVESTOR RELATIONS AND ESG REPORTING BUREAU

2 Kasprzaka Street, 01-211 Warsaw

[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 ul. Kasprzaka 2, 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 Division 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 147,880,491.



**CONTACT**