

Q3 2021

9 November 2021

PRESENTATION OF FINANCIAL PERFORMANCE

BNP Paribas Bank Polska S.A. Group



BNP PARIBAS

The bank for a changing world

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KEY HIGHLIGHTS



EXECUTIVE SUMMARY OF Q3 2021

ANOTHER QUARTER OF GOOD BUSINESS RESULTS LEADING TO PROFITABILITY IMPROVEMENT

TRANSFORMATION

Continued development of **omni-channel** - increase in digitization and customer interest in using remote channels

Optimization of internal processes with the use of i.a. artificial intelligence, open banking

Sustainable finance leader - increase in the volume of green financing, actions for positive changes

number of digital customers (retail)

+4% q/q +22% y/y

BUSINESS ACTIVITY

Retail banking - record-high sales of personal accounts, high demand for mortgage and cash loans

Corporate banking - growth in corporate volumes continued, loan balance at pre-pandemic level

Visible **increase in customer activity** in both segments. The loan portfolio at the highest level in history

Increase in the number of **Customers**

gross loans

+4% q/q +9% y/y

FINANCIAL RESULTS

The highest level of **core revenues** since the merger with Core RBPL

Operating costs under control - slight increase q/q (below inflation)

Cost of risk - low level of credit risk despite growth in lending

Solid net profit despite material provision for court proceedings regarding CHF mortgage loans

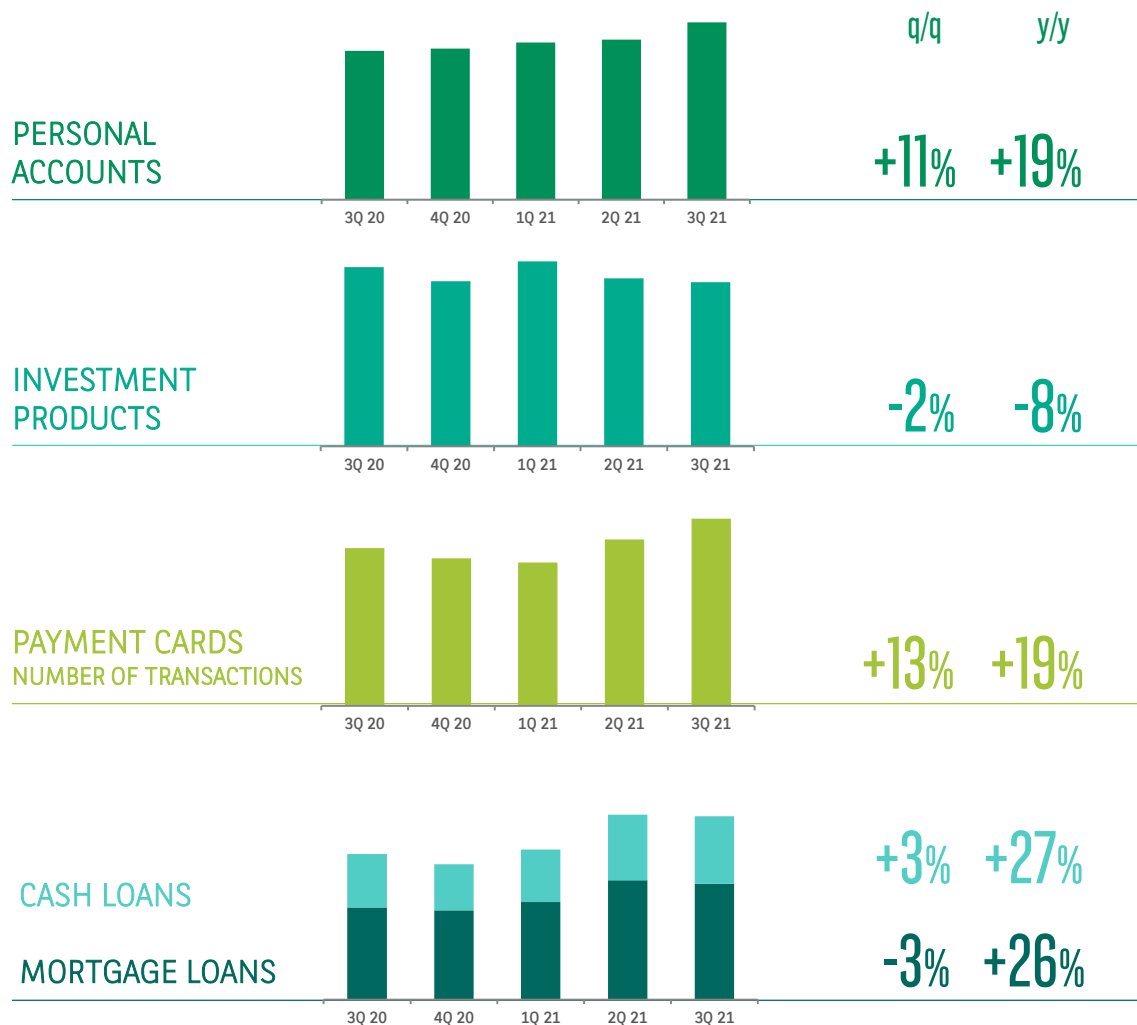
revenues

+6% q/q +8% y/y

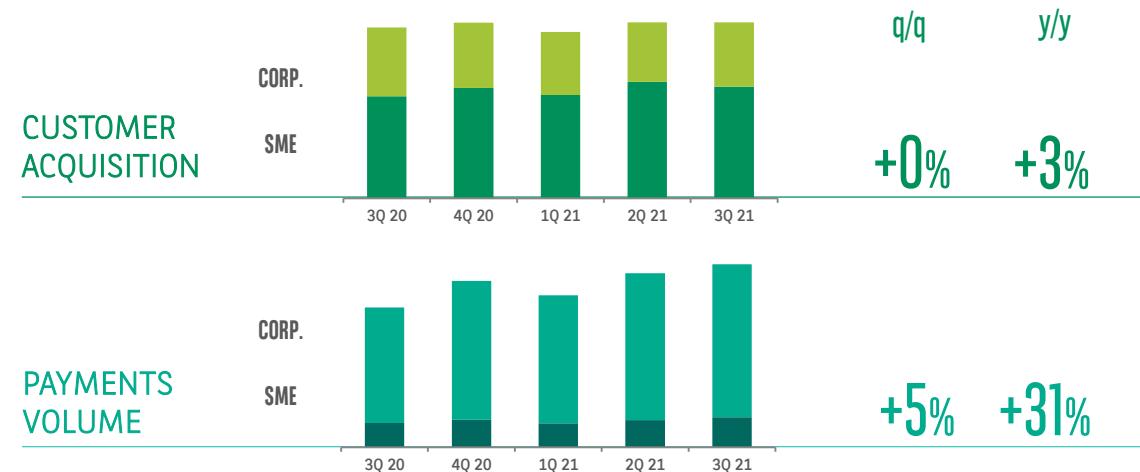
CUSTOMER BUSINESS ACTIVITY

RECORD HIGH SALES OF PERSONAL ACCOUNTS AND CASH LOANS, CONTINUED HIGH DEMAND FOR MORTGAGES. A CLEAR INCREASE IN THE ACTIVITY OF ENTERPRISES

Retail Banking – sales & transactional volumes trends



Corporate & SME Banking – sales & transactional volumes trends



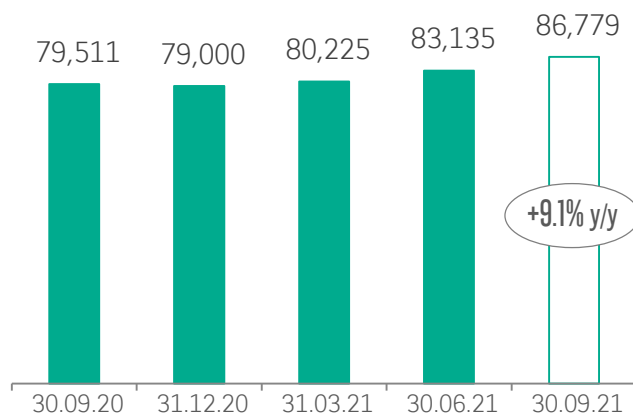
We support our Clients in business development by actively participating in key deals on the market

<p>Raben General Corporate Financing Sustainability Linked Loan EUR 225 million 🍀 BNP PARIBAS Mandated Lead Arranger, SSL Coordinator July 2021</p>	<p>clip logistyka Refinancing and CAPEX financing EUR 140 million BNP PARIBAS Mandated Lead Arranger, Facility and Security Agent September 2021</p>	<p>SEMPER SIMUL FOUNDATION the anchor shareholder of LPP Margin Call Facility PLN 350 million BNP PARIBAS MLA, Facility Agent, Security Agent, Calculation Agent August 2021</p>	<p>ffp farm frites poland Financing of manufacturing capacity extension and general corporate purposes PLN 330 million BNP PARIBAS Arranger, Documentation Agent September 2021</p>	<p>R4R Portfolio of apartments PLN 248 million Construction and Investment Loan BNP PARIBAS Arranger, Original Lender July 2021</p>
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COMMERCIAL VOLUMES - LOAN PORTFOLIO IN AN UPWARD TREND

ABOVE THE MARKET INCREASE IN LOANS IN BOTH SEGMENTS. GROWTH IN CUSTOMER ACQUISITION AND FURTHER INCREASE IN DEPOSIT VOLUMES

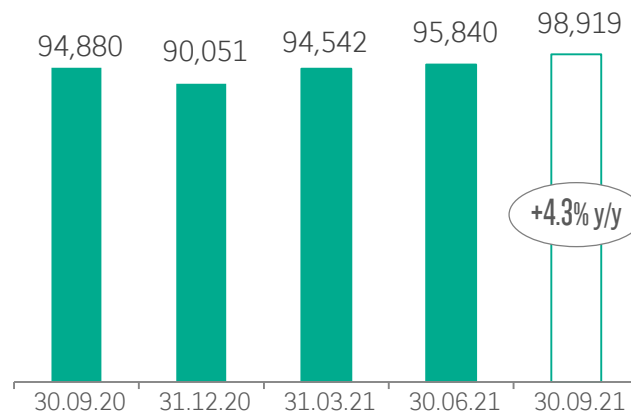
Gross loans (in PLN million)



+5.1% q/q growth in individual customer loans (+14.5% y/y), mainly driven by mortgage loans (+5.8% q/q, +18.1% y/y)

+3.8% q/q increase in corporate loans (+5.3% y/y), the highest dynamics in leasing +6.8% q/q (+17.0% y/y)

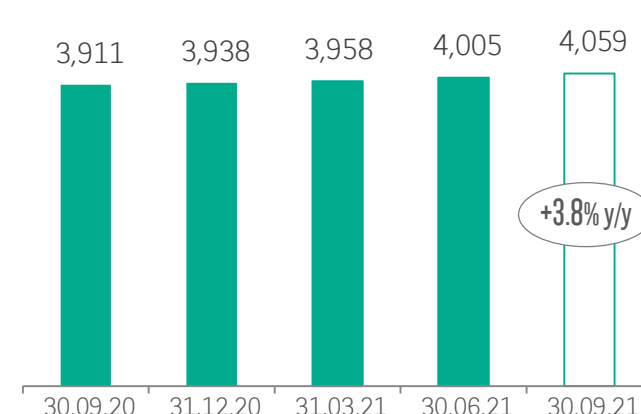
Customer deposits (in PLN million)



+5.6% q/q increase in corporate deposits (+5.5% y/y)

+0.3% q/q increase in individual customer deposits (+2.7% y/y)

Number of Customers (in thousand)



+1.3% q/q increase in the number of individual customers (+3.9% y/y)

+1.6% q/q increase in the number of micro, SME and corporate customers (+2.1% y/y)

growth

- Growing customer acquisition, sale of current accounts in 9M 2021: 240.6k (+31% y/y)
- Growing sales of retail loans in 9M 2021:
mortgage loans PLN 4.9 bn (+15% y/y)
cash loans PLN 2.7 bn (+35% y/y)
- Financing the development of corporate clients: Resi4Rent, Scanmed, CLIP logistyka, ATAL SA, R.Power
- New sustainable products. Growth in green financing
- EUR 200 million - EIB and BNP Paribas Leasing Services agreement aimed at SME financing in Poland
- 100th structured certificate in Bank's Brokerage Bureau offer (first subscription - October 2016)

simplicity

- "Lokalne Smaki" - a promotional campaign by BNP Paribas Food & Agro from Allegro Lokalnie - the possibility of selling food products online without commission for the Bank's Customers
- Launch of the NFC standard for payments with the SwatchPAY! watch

digitalization

- Successive development of systems and tools for clients:
 - new functionalities for individual clients
 - implementation of GOonline Biznes in place of Biznes PL@net
- Increase in the number of mobile users and transactions in remote channels

quality

- Best Private Bank in Poland title for BNP Paribas Wealth Management in Global Private Banking Innovation Awards 2021 contest
- Fastest Time to Value award, for Nexus platform implementation aiding safe software development
- Induction loops in 20 branches, helping Customers with hearing impairment
- Nearly 470 use cases of sign language interpreter in 444 calendar days
- Improving the quality of service - a decrease in the number of complaints

enthusiasm

- 9th edition of Volunteering Projects competition - 56 projects submitted
- #razemzmieniamy campaign: grants worth of PLN 50,000 for creators and organizations realizing Sustainable Development Goals
- Chapter Zero Poland - Program partner for company management bodies, raising awareness of the consequences of climate change
- BNP Paribas Poland Open Title partner of the only WTA tennis tournament in Poland
- Mastercard OFF CAMERA Strategic partner of International Independent Movie Festival

CSR and Sustainability Strategy - 4 pillars of responsibility

- economic
- at the workplace
- social
- environmental



further development of front-end & Customer service systems

Omni-channel for individuals

- **Development of the mojID service:** (electronic identity, trusted profile): 114 k unique users, over 471 k realized identity confirmations)
- **New self-services functionalities** (powers of attorneys, opening accounts for a child under 13 years, history of customer interactions with the bank)

The next stage of implementation of the **new online banking for companies - GOnline Biznes** - migration of all clients from BiznesPl@net, new graphic design, modernized "Accounts" module

open & responsible transformation

- **Open Banking** - development of tools that bring value to customers and increase in the effectiveness of banking operations in the credit process on e-commerce platforms
- confirmation of income and credit capacity calculation on the basis of data provided under *open banking*
- launching a tool allowing to facilitate credit decision using *open banking* data

Innovative implementation of long-term rental of utility devices for individual customers

operating model enhancement

Complaints volume decreased by 19% y/y

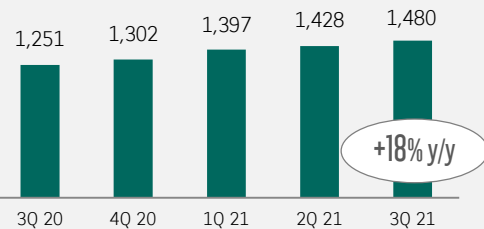
- mortgage loan - decrease by 35%
- cash loan - decrease by 47%
- installment loan - decrease by 5%

Electronic signing of documents

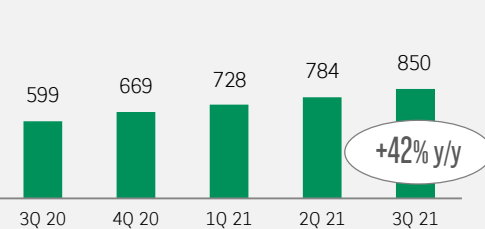
- 3 years of operational cooperation with Autenti
- signed a total of 879 k documents

Process optimization and artificial Intelligence
~140 robotic processes - measurable savings and increased productivity

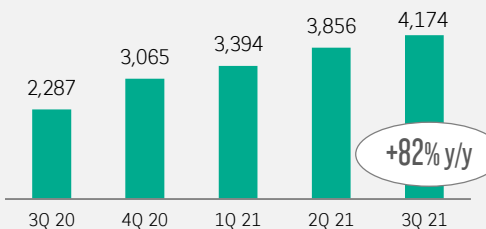
Customers using digital channels (thousand)



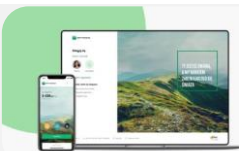
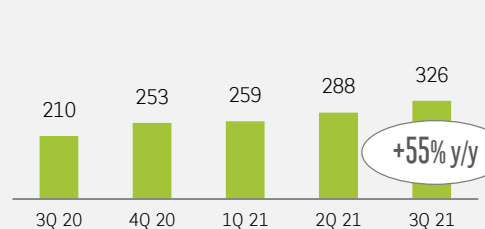
Gomobile users (thousand)



BLIK transactions quarterly (thousand)



Number of tokens in digital wallets (thousand)



#G0digital
digital statistics for Q3 2021

SUSTAINABLE FINANCE. POSITIVE BANKING

WE SUPPORT SUSTAINABLE DEVELOPMENT

sustainable products and services

PLN 1.9 bn green financing granted by the Bank in 2021 (+192% y/y)

EUR 225 m - first Sustainability Linked Loan for Raben Group

Almost 5 k photovoltaic installations financed for individuals in 3Q 2021 (+168% y/y)

EUR 200 m to support SMEs in Poland in cooperation between European Investment Bank and BNP Paribas Leasing Services, **some 20% of financing will contribute to the fight against climate change**

Co-financing of the portfolio of R.Power solar power plants

Implementation of financing under the **"Clean Air" Program**

"Rental - beneficial for you and others" - the first service in Poland offering long-term rental of mobile phones to individual customers

commitment to positive change

71 branches with the "Facility without barriers" certificate, induction loops in 20 branches

Nearly **470** calls with a sign language interpreter (implementation of MIGAM service - June 2020)

56 projects with a total amount of PLN 200 k in the 9th edition of the Competition for Volunteering Projects

Launch of the **3rd edition of Dream Up Program** - music education for children and youth in Warsaw's Praga district

158 k electronically signed documents via the Autenti in 3Q 2021

awarded by market

BNP Paribas Group is the best bank in the world in:

- Sustainable Finance
- ESG Data and Technology
- Public Sector Clients

Sustainable Finance Leader

The Bank is the winner of the 7th edition of Sustainable Economy Diamonds



partnerships for sustainable development

Chapter Zero Poland - Partner of a program for the development of competences of management and supervisory bodies of companies, the aim of which is to create the involvement of business in the fight against climate change

Participation in the 2nd edition of the **Climate Leadership** program

Partner of the publication **"Startups of Positive Impact. Radical Social Innovation"**

Partner of the educational campaign **"Good Goals"**

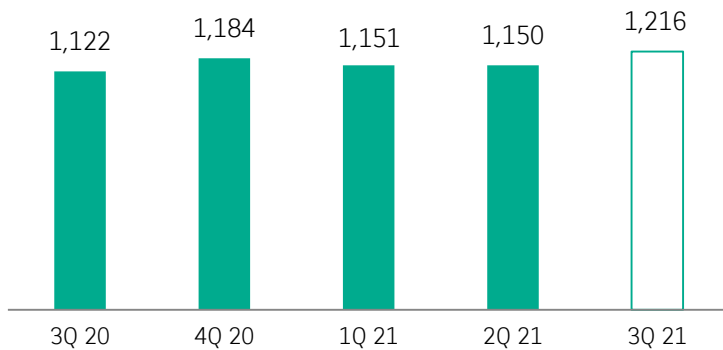
#razemzmieniamy - grants supporting the Sustainable Development Goals in cooperation with Patronite.pl



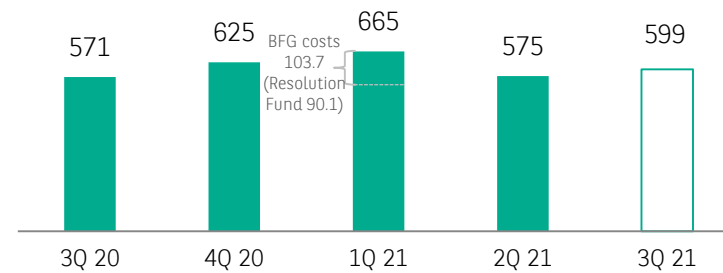
INCREASE IN CORE REVENUES. LOW COST OF RISK

OPERATING EXPENSES UNDER CONTROL. COMPARABLE QUARTERLY PROVISIONS FOR LEGAL RISK RELATED TO CHF PORTFOLIO

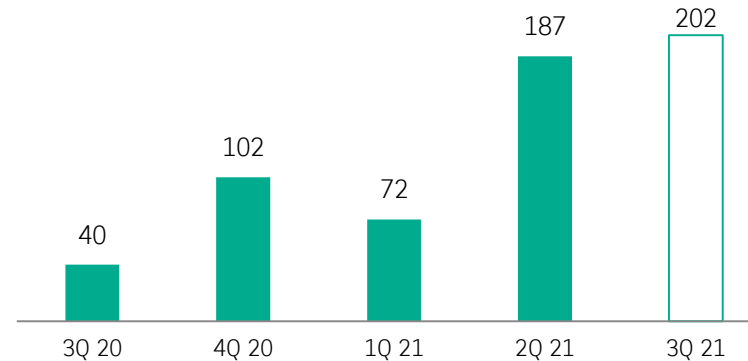
Net banking income* (in PLN million)



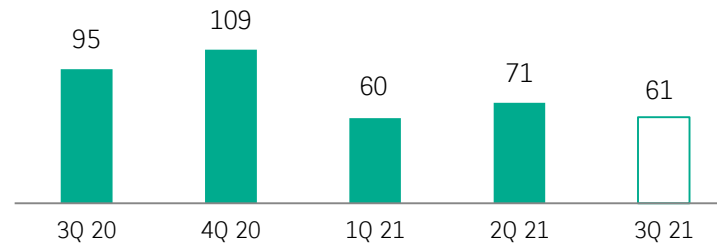
Operating costs (in PLN million)



Cost of CHF provisions (PLN million)



Cost of risk (in PLN million)



* in Q3 2020, the result from provisions for legal risk of CHF housing loans from the NBI was excluded. Changes were made in all periods.

Increase in the level of core revenues compared to the previous quarter. Higher net interest income, net fees & commission income as well as result on hedge accounting.

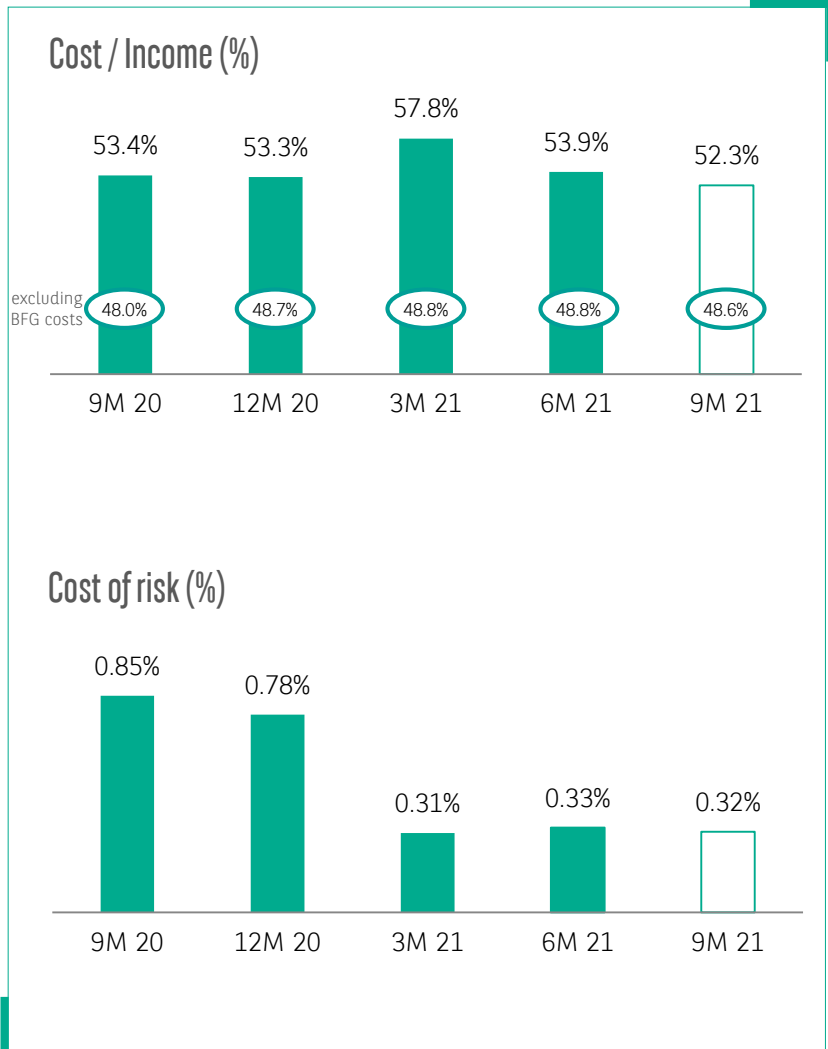
Operating expenses under control. Quarterly growth related to higher sales and higher costs of legal advisory.

Comparable q/q and higher y/y negative impact of the costs of provisions for court proceedings related to CHF mortgage loans.

Low cost of risk related to i.a. good portfolio quality and a partial release of provisions for unrealized credit losses (change in macroeconomic scenarios).

POSITIVE IMPACT OF ORGANIC GROWTH ON THE PROFITABILITY

NET PROFIT UNDER PRESSURE FROM PROVISIONS FOR LEGAL RISK RELATED TO CHF PORTFOLIO



Improvement in the reported cost / income ratio:

- increase in the level and share of non-interest income as a result of the optimization of the pricing policy, positive trends in sales and customers' business activity,
- increase in the quarterly net interest income in 2021 as a result of lending growth,
- execution of cost efficiency measures (synergies and transformation effects).

Decrease in cost of risk, lower negative impact of the COVID-19 pandemic in 2021.

Increased burden of the costs of provisions for court proceedings related to CHF mortgages.

As a result, the net profit higher by PLN 22 million (+17%) vs. Q2 2021 and lower by PLN 78 million (-34%) y/y.

02

MACROECONOMIC ENVIRONMENT



RÓŻNORODNOŚĆ
MA WIELE TWARZY
DNI RÓŻNORODNOŚCI 2021

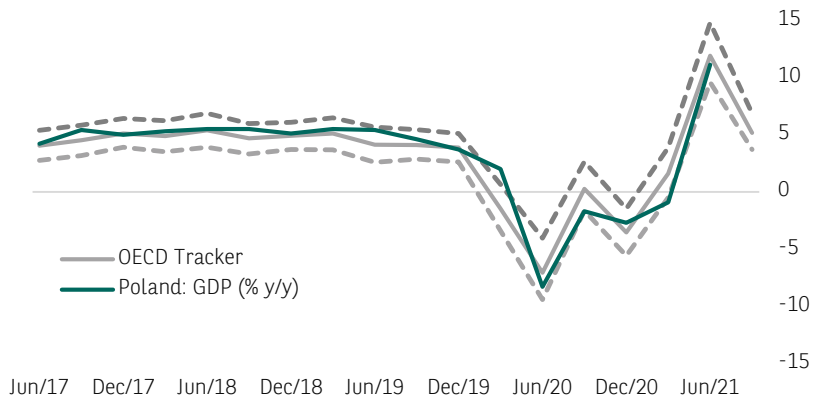


BNP PARIBAS

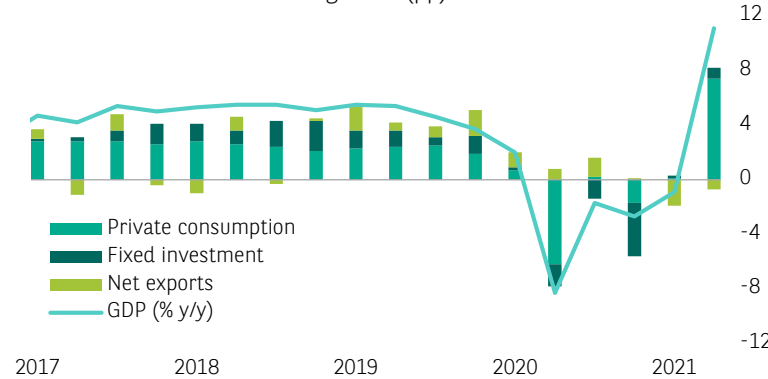
GDP AND ECONOMIC OUTLOOK

STRONG GROWTH ACCOMPANIED BY VERY HIGH INFLATION

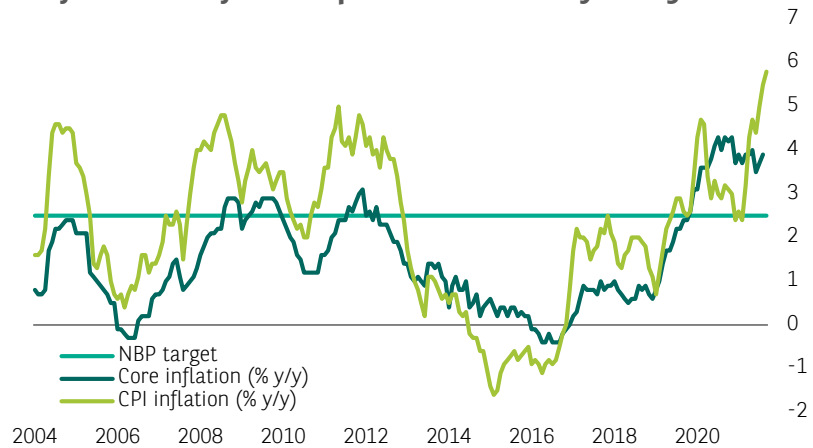
Base effects amplify robust and increasingly broad based recovery



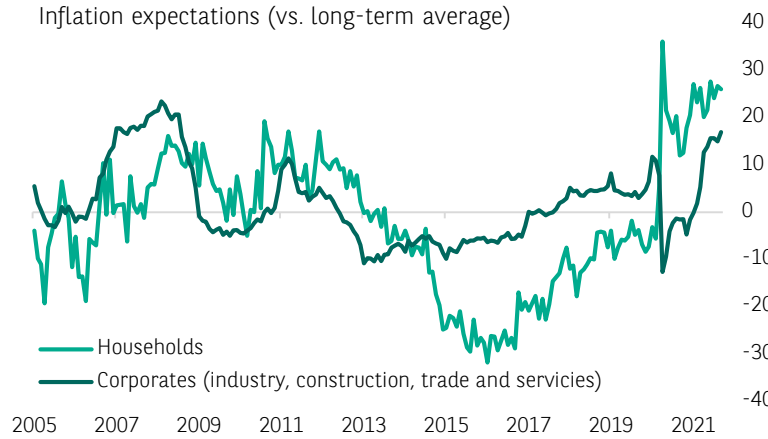
Contribution to annual GDP growth (pp)



Inflation and inflation expectations at multi-year highs



Inflation expectations (vs. long-term average)



After falling by 2.7% last year, Poland's GDP has been growing rapidly since the beginning of this year. The growth rate is supported by the low base effect.

Importantly, the economic recovery is becoming increasingly broad-based. Investments are growing. We expect that GDP growth may exceed 5% this year and remain strong also in 2022.

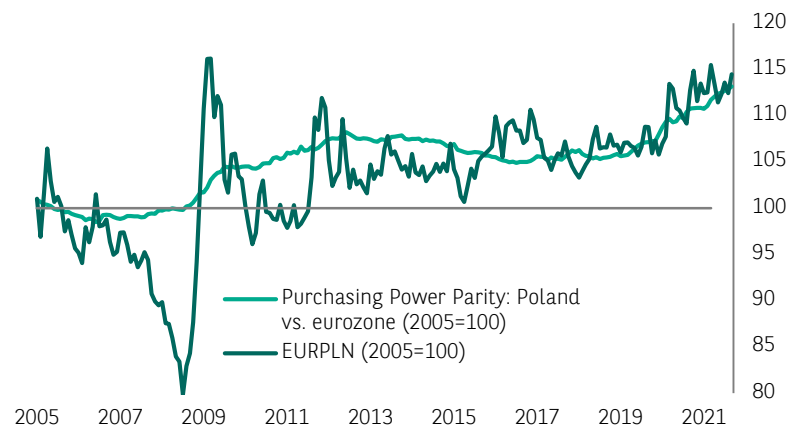
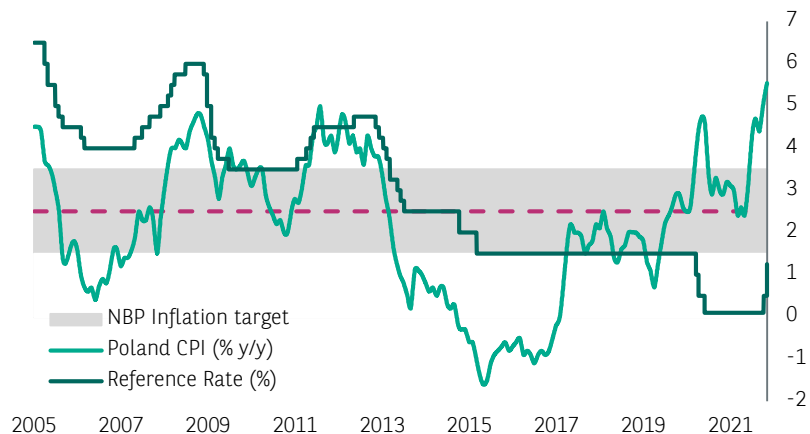
The pandemic was mainly a supply-side crisis. As the global economy returns to growth, raw materials and materials are rapidly becoming more expensive. This translates into price increases in Poland. In September, CPI inflation approached 6%.

In addition to imported inflation, domestic demand pressures are also accelerating. As a result, inflation expectations of companies and households have risen to record levels for many years. The risk of second-round effects is growing.

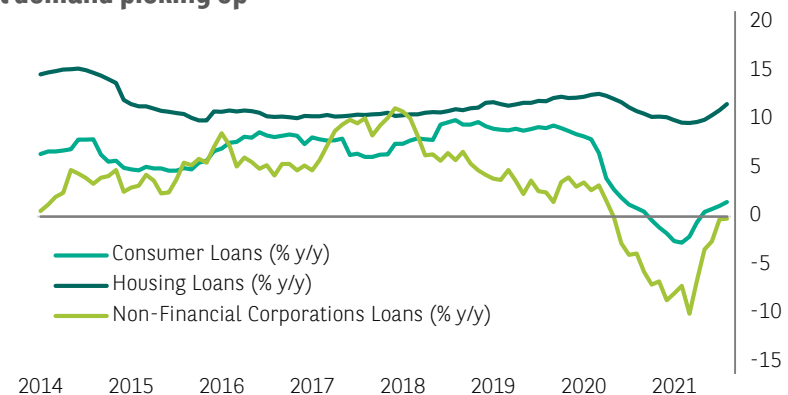
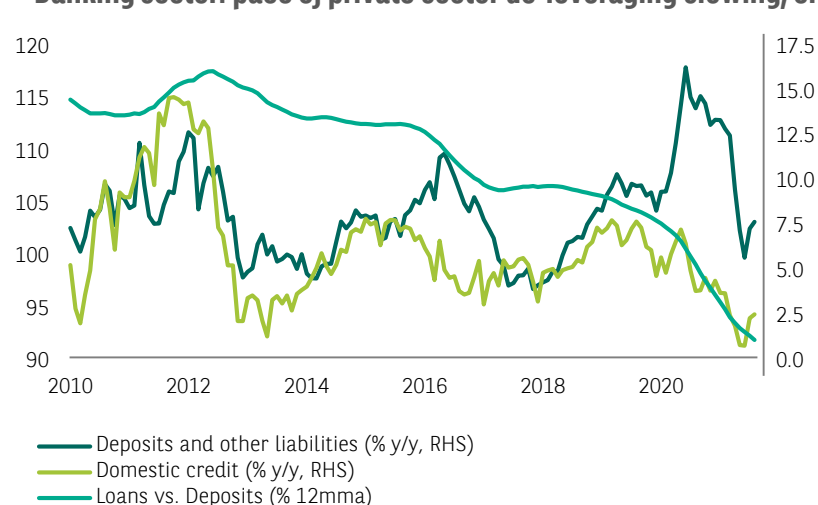
MONETARY POLICY, EXCHANGE RATE AND THE BANKING SECTOR

NBP RAISES INTEREST RATES. PACE OF PRIVATE SECTOR DE-LEVERAGING SLOWING DOWN

The NBP started a tightening cycle



Banking sector: pace of private sector de-leveraging slowing, credit demand picking up



After starting to normalize monetary policy in October, in November, the MPC decided to raise the reference rate by additional 75bp, to 1.25%, and the NBP governor did not rule out further interest rate hikes. The market is pricing-in further significant monetary tightening in the coming months.

Despite increased volatility, the zloty exchange rate remains largely in line with fundamentals.

Stronger economic growth and the absence of (the need for) further state support for companies have boosted credit demand and reduced the pace of private sector de-leveraging in recent months. In 2022, credit dynamics may outpace deposit growth.

FINANCIAL RESULTS



**RÓŻNORODNOŚĆ
MA WIELE TWARZY**
DNI RÓŻNORODNOŚCI 2021

KEY FINANCIAL DATA 9M 2021

LOAN PORTFOLIO AND BUSINESS PERFORMANCE GROWTH. THE RESULT IMPACTED BY THE PROVISION FOR THE CHF PORTFOLIO

Financial results

Net profit	PLN 450 million	-20% y/y (PLN -116 million)
Net banking income*	PLN 3,517 million	-0.1% y/y (PLN -4 million), of which: net interest income: PLN 2,277 million, -1.6% y/y net fee & commission income: PLN 748 million, +13.6% y/y net trading income: PLN 493 million, -7.7% y/y
Expenses	PLN 1,838 million	-2% y/y (PLN +42 million)
C/I Ratio	52.3%	-1.2 pp y/y
C/I Ratio w/o BFG	48.6%	+0.6 pp y/y
Costs of provisions for legal risk of CHF loans	PLN 461 million	+593% y/y (PLN -394 million) significant growth of CHF portfolio-related provision in Q2 & Q3 2021
Net impairment write-offs	PLN 192 million	-61% y/y (PLN +301 million)

* In Q3 2020, the result from provisions for legal risk of CHF housing loans was excluded from the category of other operating expenses. For the sake of comparability, the shift was made in all the presented periods.

Volumes

Assets	PLN 128 billion, +5.0% y/y
Loans (gross)	PLN 87 billion, +9.1% y/y
Customer deposits	PLN 99 billion, +4.3% y/y
Equity	PLN 12 billion, +3.1% y/y

Indicators

Capital Adequacy Ratio	17.57%
Tier 1	12.85%
MREL (% TRE)	17.67%
Net loans/deposits	84.4%
ROE	5.0%
LCR	189%

LOAN PORTFOLIO

SUBSEQUENT QUARTER OF GROWTH IN THE LOAN PORTFOLIO IN BOTH SEGMENTS. INCREASE IN MARKET SHARE

PLN m

Increase in the portfolio value in Q3 2021 by 4.4% q/q (+9.1% y/y):

- the third consecutive quarter of the loan portfolio growth. Quarterly dynamics: 1Q +1.6%, 2Q +3.6%, 3Q +4.4%.

Increase in the value of the individual customer loan portfolio by 5.1% q/q (+14.5% y/y):

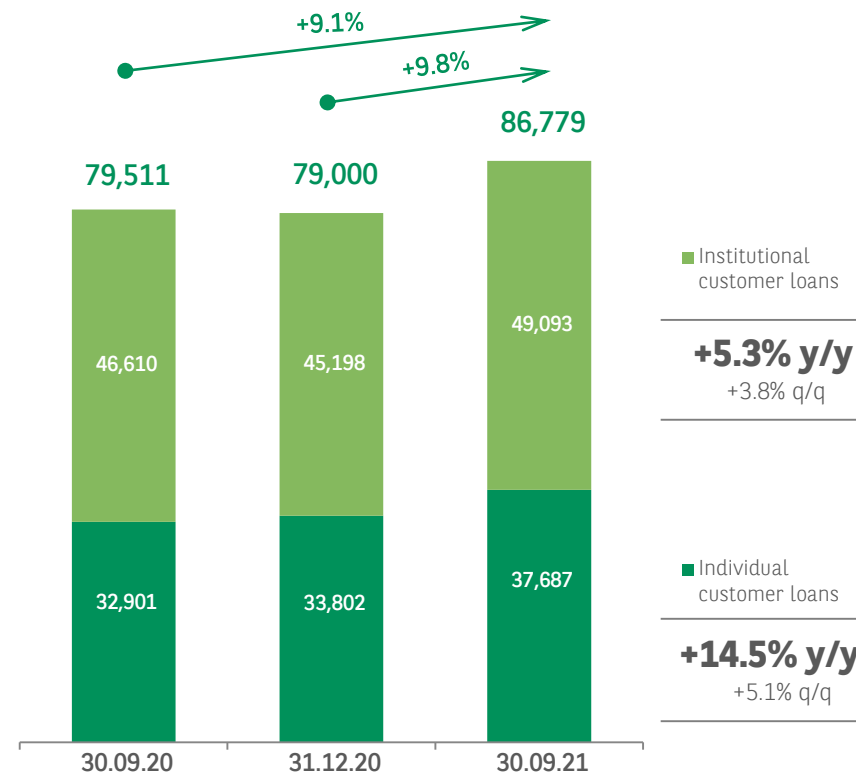
- quarterly dynamics: 1Q +2.5%, 2Q +3.4%, 3Q +5.1%.
- Increase in the share of individual customers in the Bank's loan portfolio equal to 43.4% (+2.0 pp y/y).
- increase in the share of mortgage loans in the Bank's loan portfolio to 29.5% (+2.2 pp y/y).

Increase in the institutional loan portfolio by 3.8% q/q (+5.3% y/y):

- quarterly dynamics: 1Q +0.8%, 2Q +3.8%, 3Q +3.8%.
- further increase in the share of current loans in the portfolio of loans granted to business entities (48.7% as at the end of Q3 2021; +1.7 pp q/q; 51.9% as at the end of Q1 2020).

Customer loans market share: 6.0%

Gross customer loans*



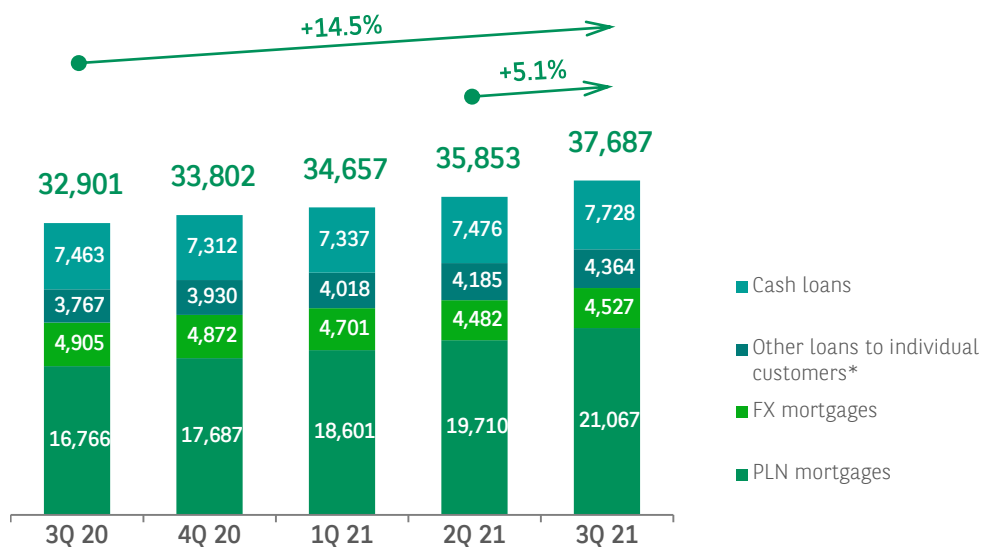
* including the portfolio measured at fair value

LOAN PORTFOLIO

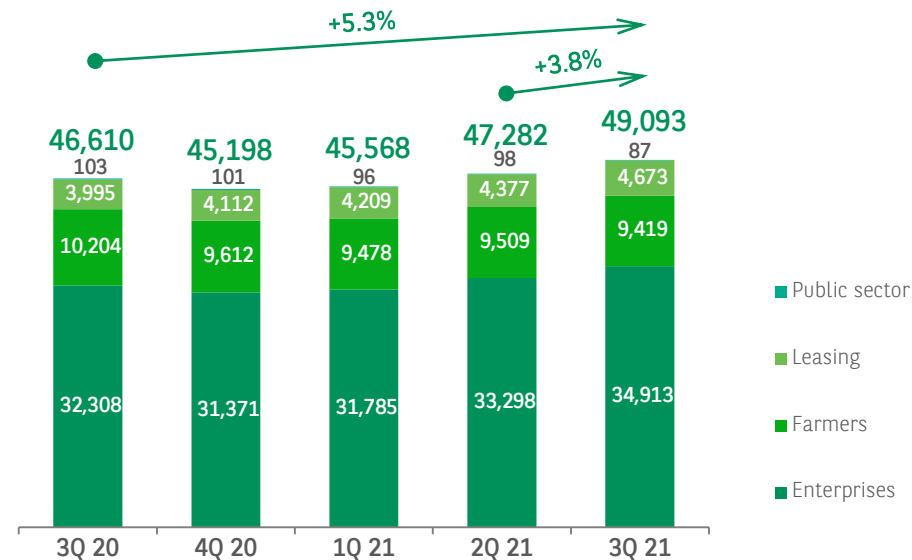
MORTGAGE AND CASH LOANS AS A GROWTH ENGINE IN THE AREA OF INDIVIDUAL CUSTOMERS. ENTERPRISES - MAINTAINING POSITIVE TRENDS

PLN m, gross

Individual customer loans



Institutional customer loans**



- Subsequent quarter of growth in the portfolio of PLN mortgages (+6.9% q/q, +25.7% y/y) with a simultaneous slight increase in the portfolio of FX mortgages (+1.0% q/q, -7.7% y/y) resulted from weakening of PLN against CHF.
- Growth in the share of mortgage loans in the individual loans portfolio to 67.9% (+0.4 pp q/q, +2.0 pp y/y).
- Acceleration of the growth in cash loans +3.4% q/q (+3.6% y/y). In Q2 2021 increase by +1.9% q/q

- Second quarter of significant growth in the gross portfolio value of institutional clients. The highest dynamics in the portfolio of enterprises (+4.8% q/q, +8.1% y/y) and leasing (+6.8% q/q, +17.0% y/y).
- As at the end of Q3 2021, the share of loans to enterprises in loans to institutional customers increased to 71.7% (+0.7 pp q/q, +1.8 pp y/y), the share of leasing equal to 9.5% (+0.2 pp. q/q, +0.9 pp y/y).

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

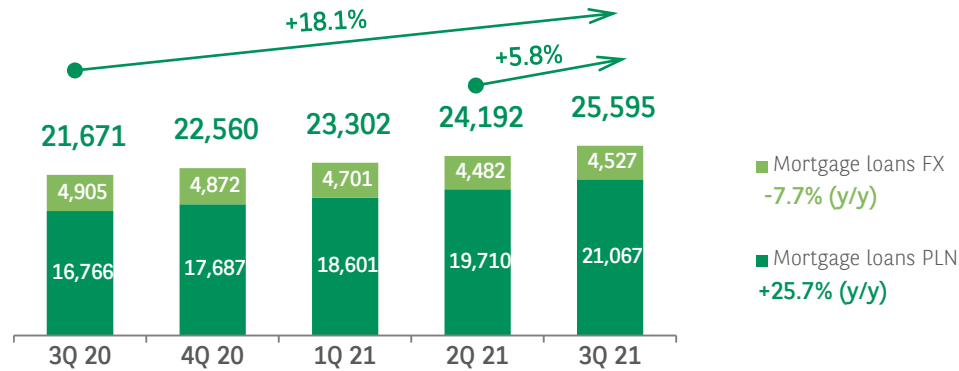
** including the portfolio measured at fair value for "Farmers" and "Enterprises" items (breakdown based on MIS data)

CHF MORTGAGE LOANS' PORTFOLIO

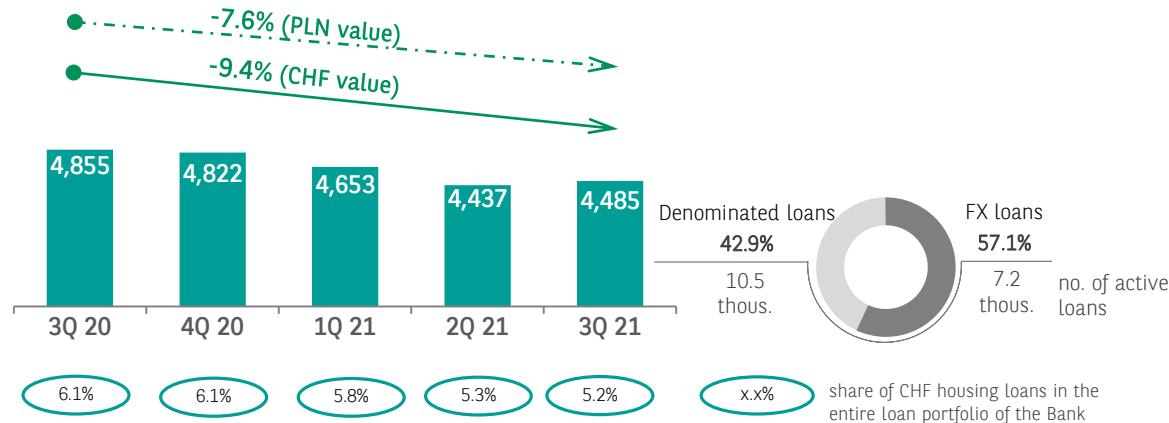
FURTHER INCREASE IN LEGAL PROVISIONS AND COVERAGE RATIO OF CLAIMS

PLN m, as at the end of the quarter

Gross mortgage loans



Gross mortgage loans (CHF)

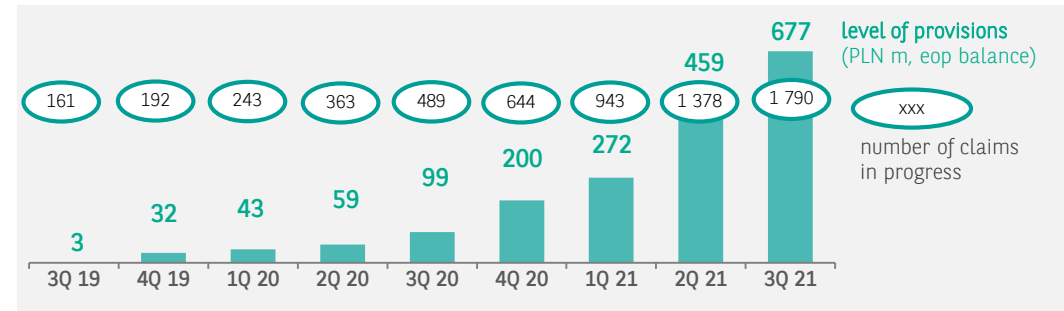


Legal risk

Customer court proceedings, as at 30.09.2021

- The Bank was sued in **1,790** court cases (**416** new cases, **4** completed case q/q) concerning CHF mortgage loan agreements (no collective claims).
- The total value of claims sought is PLN 690.2 million. **Coverage ratio of pursued claims with the provision equal to 98.0%.**
- Value of claims to CHF mortgage portfolio: ~15.4%.
- In 30 finally completed proceedings, 14 claims were dismissed; 2 cases were discontinued; 1 claim was rejected; 12 times, the invalidity of the contract was declared in the sentence justification; one time the claim was recognised as valid only with regard to the insurance of low own contribution.
- No decision taken in terms of voluntary conversion program. A pilot of settlements on terms individually agreed with borrowers is ongoing.

The level of provisions and number of claims



CUSTOMER FUNDS

FASTER GROWTH IN INSTITUTIONAL CUSTOMERS' DEPOSITS. INCREASE IN INDIVIDUAL CUSTOMERS' FUNDS, INCLUDING INVESTMENT PRODUCTS

PLN m

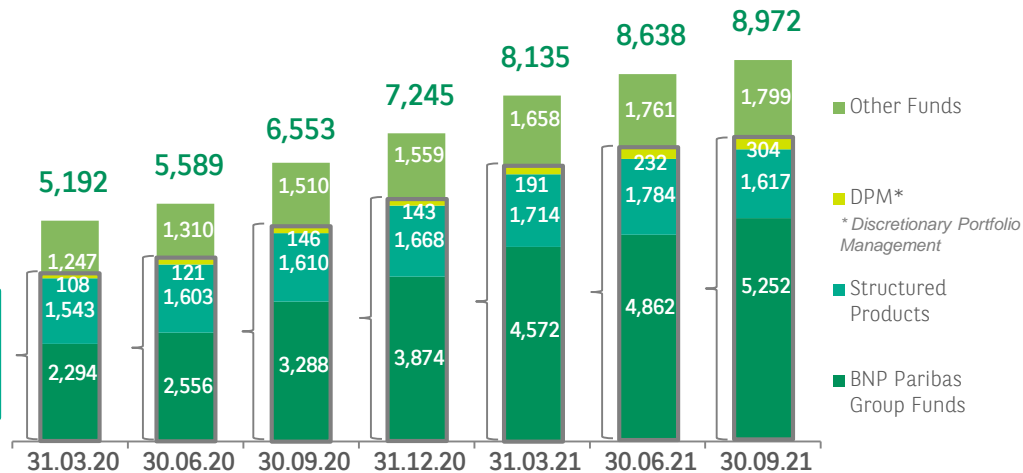
Higher balance of deposits by 3.2% q/q (+4.3% y/y):

- faster growth of institutional clients' deposits compared to the previous quarter (+5.6% q/q vs. +3.6% q/q). A slight increase in deposits from individual customers (+0.3% q/q),
- further increase in the share of current accounts in total customer deposits, to 91.3%.

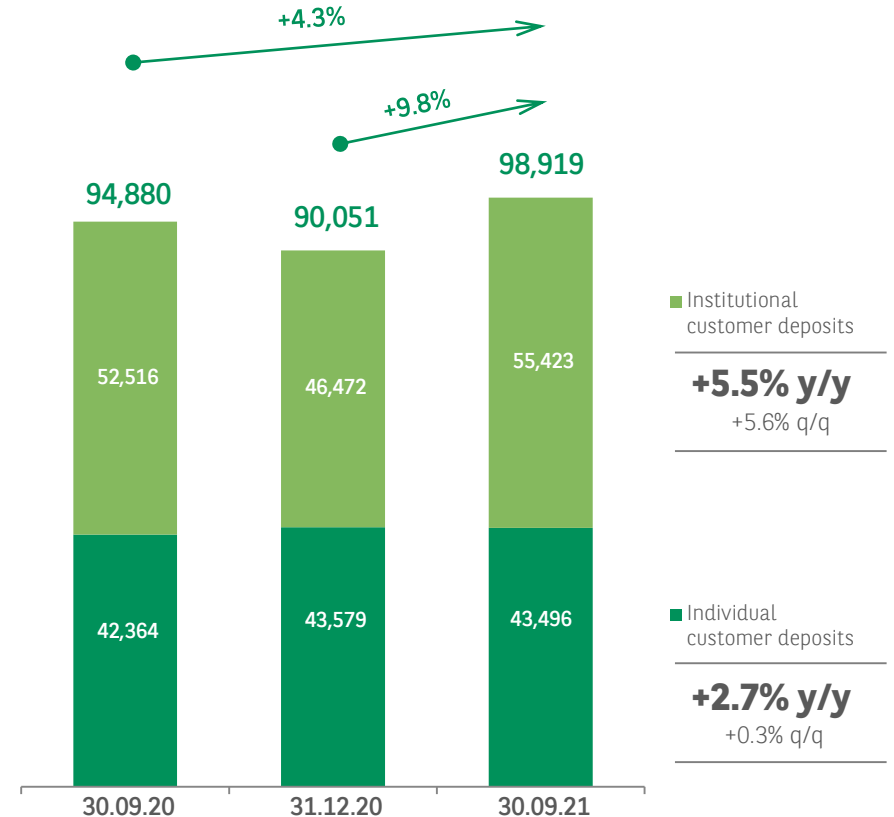
Continued growth in the volume of investment products by 3.9% q/q (+36.9% y/y),

including the funds invested in BNP Paribas Group investment funds (+8% q/q, +60% y/y). Increase in assets under management of BNP Paribas TFI to PLN 5.4 bn as at 30 September 2021.

+4.3% q/q (+42.2% y/y)
assets under management



Customer deposits

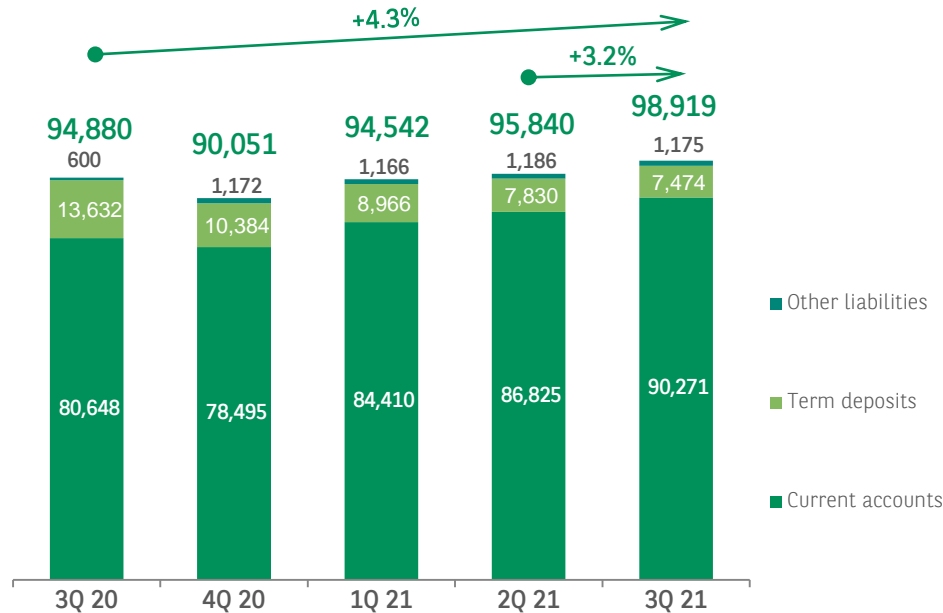


DEPOSIT BASE STRUCTURE

STABLE LEVEL OF INDIVIDUAL CUSTOMERS' DEPOSITS. FURTHER IMPROVEMENT IN ENTERPRISES LIQUIDITY

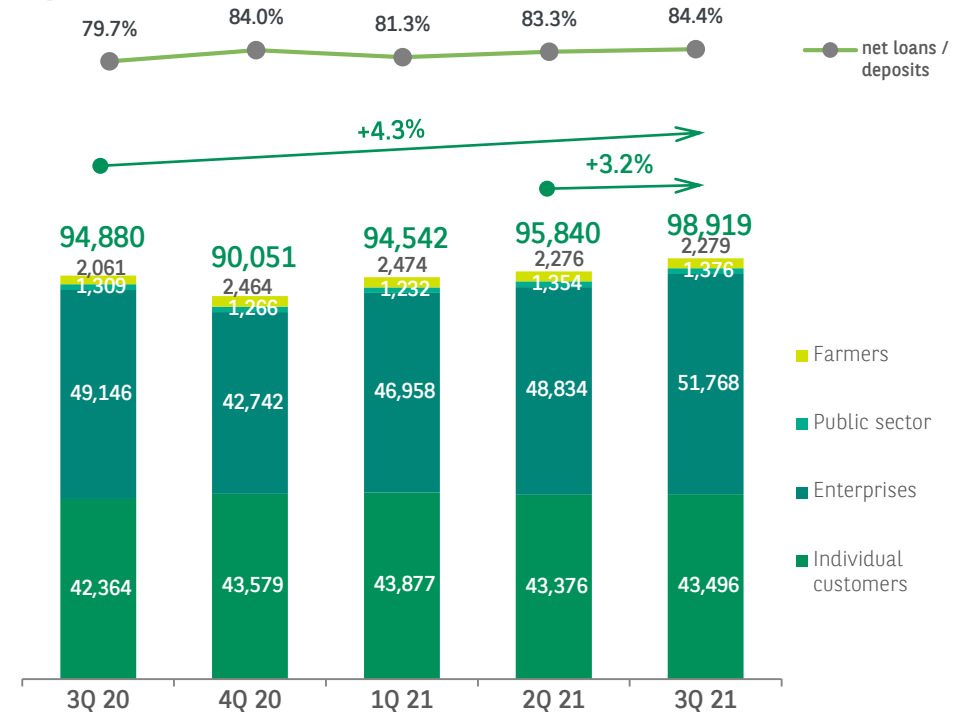
PLN m, as at the end of the quarter

Deposit term structure



- Further increase in the share of customer current accounts in total deposits: to 91.3% (+0.7 pp q/q and +6.3 pp y/y).
- The increase in deposit volume in Q3 2021 concerned the volumes in current accounts only (+PLN 3,446 million, +4.0% q/q) with further drop in term deposits (-PLN 356 million, -4.5% q/q).
- In case of current accounts the funds of institutional customers increased by PLN 2,731 million (+5.5% q/q) and the individual customers funds grew by PLN 715 million (+1.9% q/q).

Deposit structure by Customer type

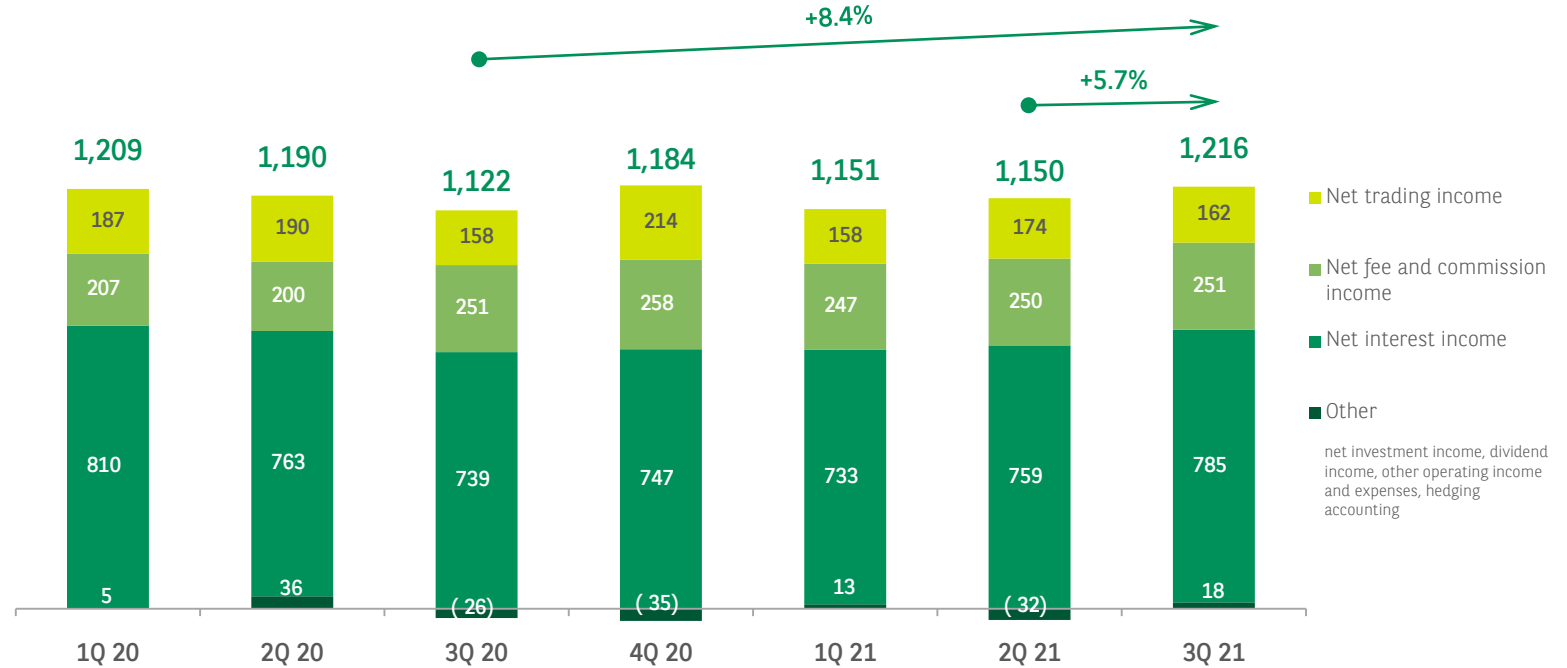
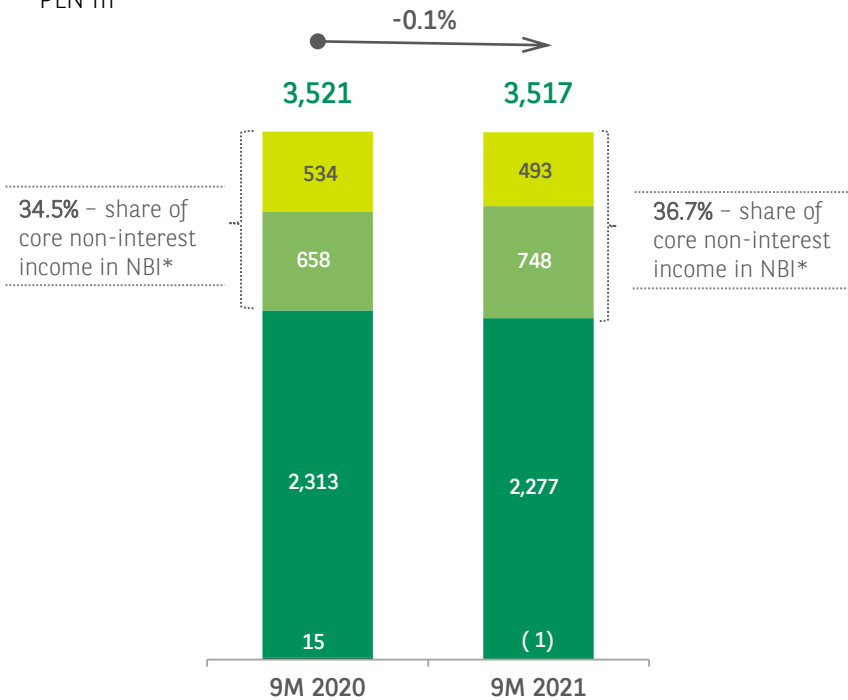


- Stabilisation in cost of deposits in Q3 (unchanged vs June 2021 and -7 bp vs. September 2020).
- Quarterly increase in enterprise deposits: +6.0% q/q with an increase on an annual basis +5.3% y/y.
- Farmer's deposits unchanged in Q3 2021: +0.1% q/q and +10.5% y/y.
- Slight increase in individual customer deposits by +0.3% q/q and +2.7% y/y with parallel decline in GOoptima deposits (down to PLN 2.3 billion, -5.3% q/q and -29.2% y/y).

NET BANKING INCOME

INCREASE IN RECURRENT CORE REVENUES RELATED TO POSITIVE SALES TRENDS

PLN m



- The impact of lowering of interest rates in 2020 partially neutralized by the optimisation of the cost of deposits. NII lower by 1.6% y/y.
- Increase in the net fee and commission income (+13.6% y/y) thanks to, among others, adaptation measures undertaken in H2 2020 and positive sales trends, visible especially in Q2 & Q3 2021.
- Negative impact of the net trading income (-7.7% y/y), due to lack of comparable results from capital instruments validation (i.a. KIR, BIK).

- Increase in NII in Q2 & Q3 2021 mainly related to the increase in the value of the loan portfolio. Stabilisation of the cost of deposits.
- The slight increase in F&C in Q3 2021 associated mainly with the positive trends in the sale of corporate loans, mortgages, guarantees and insurances with a simultaneous decrease in F&C for brokerage services.
- Decrease in net trading income in Q3 2021, mainly due to negative valuation of IRS hedging the loan portfolio measured at FV as well as negative stocks and shares valuation.
- "Other" item in Q3 2021 includes the result on fair value hedge accounting equal to PLN +42,4 million, net other operating income and expenses result equal to PLN -34.7 million, changes in the valuation of the loan portfolio measured at FV equal to PLN +5.4 million and dividends equal to PLN 5.4 million.

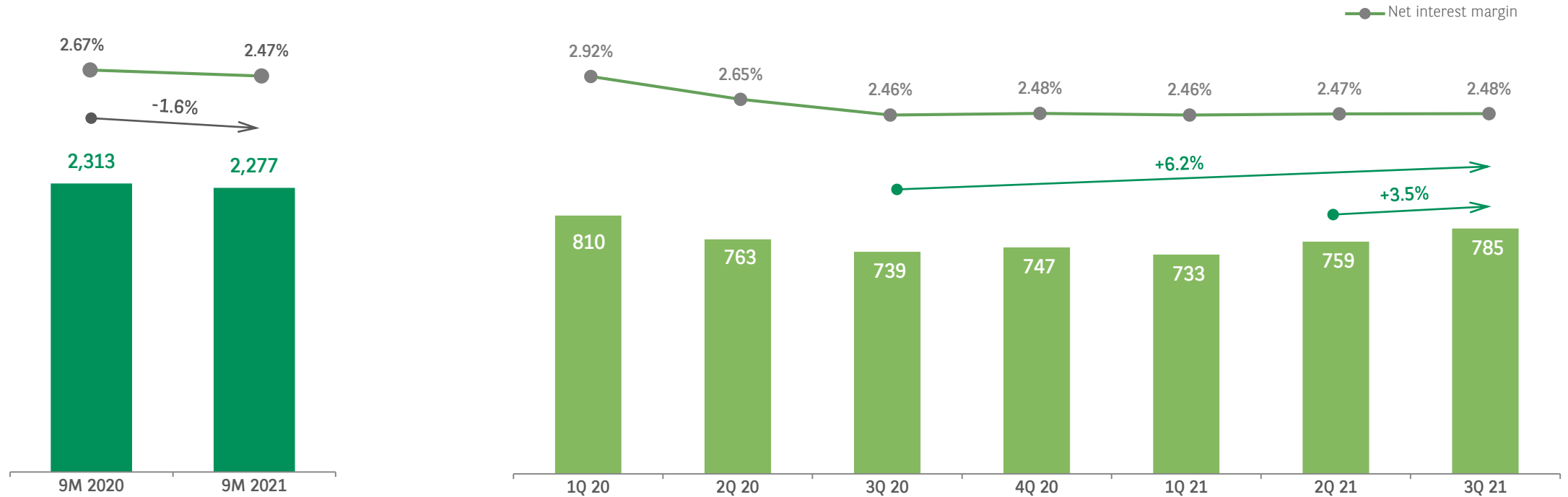
In Q3 2020, the result from provisions for legal risk of CHF housing loans was excluded from the category of other operating expenses. For the sake of comparability, the shift was made in all the presented periods.

* NBI excluding the other operating income and expenses

NET INTEREST INCOME

THE HIGHEST LEVEL OF NET INTEREST INCOME AFTER INTEREST RATES CUTS IN 2020 DUE TO GROWING LOAN VOLUMES

PLN m



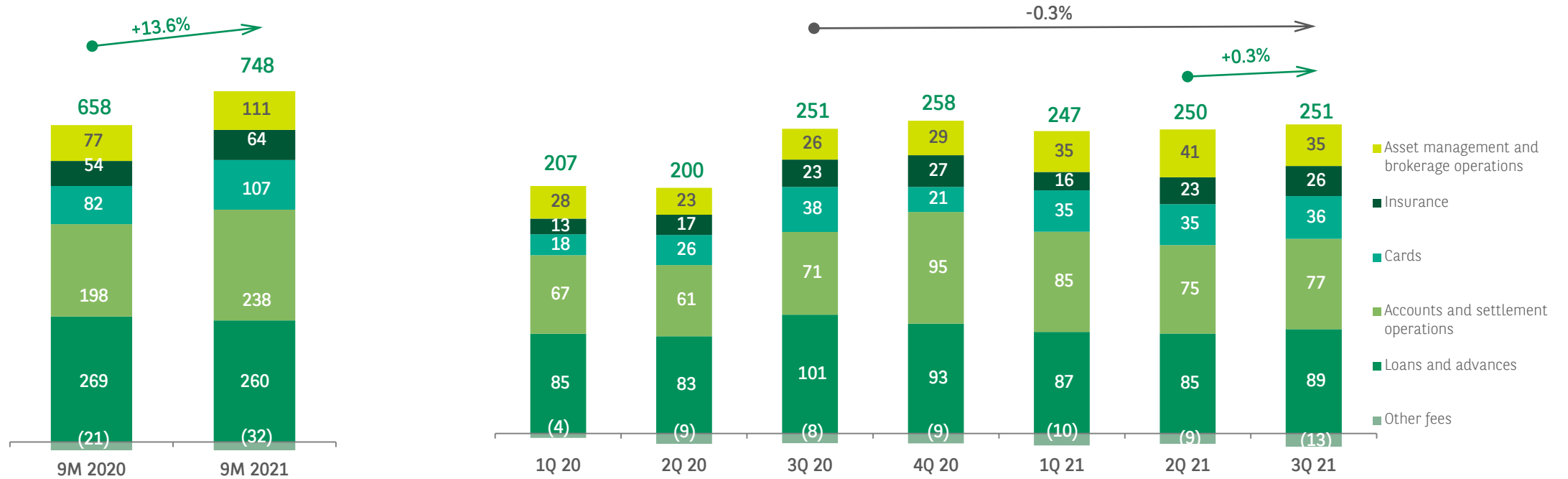
- Negative impact of the NBP interest rates cuts on the credit margins in 2021 partially neutralized by the cost of financing reduction as well as increase in loan portfolio.
- Increase in the net interest income on derivative instruments as part of fair value hedge accounting by PLN 66.7 million y/y.

- Higher NII in Q3 2021 due to, among others, increased average value of loan portfolio and higher number of interest days in quarter.
- Stabilization in the net interest result on derivatives as part of fair value hedge accounting (+PLN 1.1 million vs Q2 2021).
- Estimated 1-year NII sensitivity on NBP's interest rate hikes made in October and November (1.15 pp in total) equals to ca. PLN 140-160 million assuming flat balance sheet yet including structure changes effect.

NET FEE AND COMMISSION INCOME

POSITIVE IMPACT OF GROWING SALES AND CUSTOMERS' BUSINESS ACTIVITY ON MAINTAINING THE LEVEL OF COMMISSION INCOME

PLN m



- Increase in F&C on accounts and settlement operations (+20.0%) mostly due to higher account maintenance fees (among others fees for high account balances from business entities and high balances on FX accounts) as well as fees for using Internet Banking and cash management.
- Increase in card F&C (+30.2%) mainly due to higher fees for using payment cards, revenues from Mastercard and Allegro as well as interchange fees.
- Increase in commission for asset management and brokerage operations (+44.0%) as a result of increased sales of mutual funds, structured products and brokerage services.

Net fee and commission income in Q3 2021 was impacted mainly by:

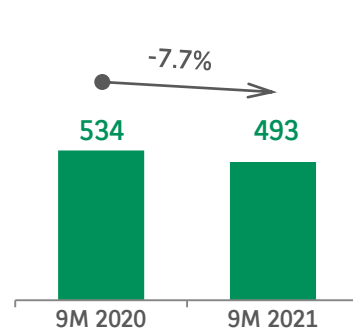
- increase in loan F&C due to the higher fees from large customers as well as for used and unused commitments,
- growth in F&C on accounts and settlement operations due to higher fees for domestic and international transfers and cash handling services,
- higher insurance F&C due to acceleration in sales of insurances linked to mortgages and leasing contracts.

NET TRADING AND INVESTMENT INCOME

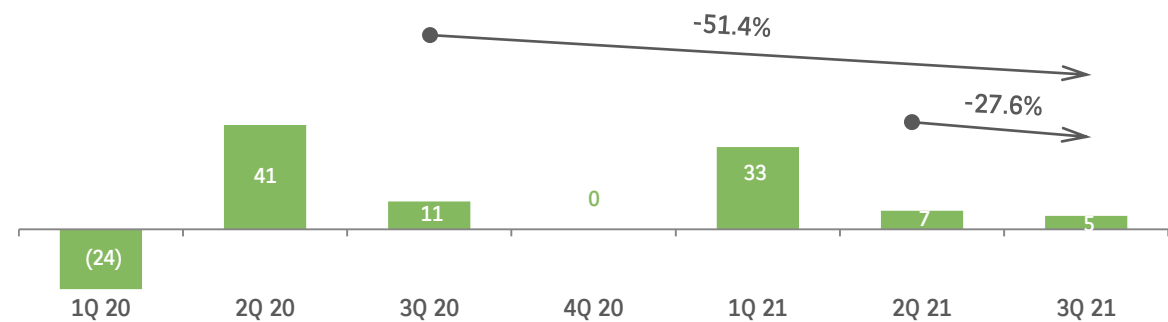
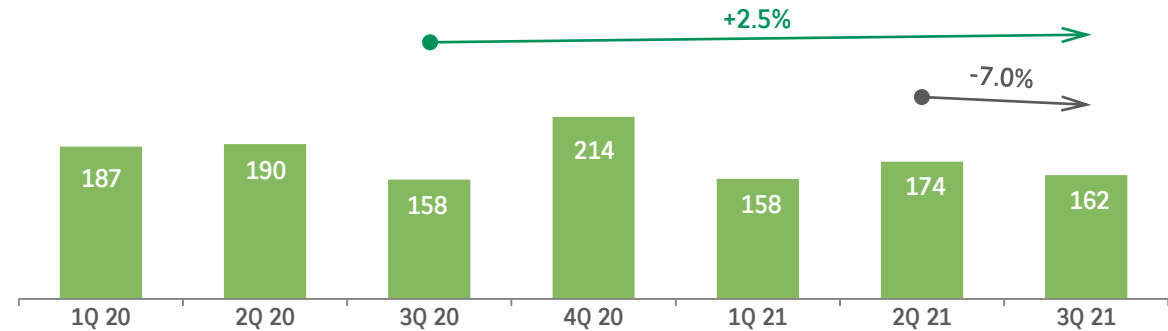
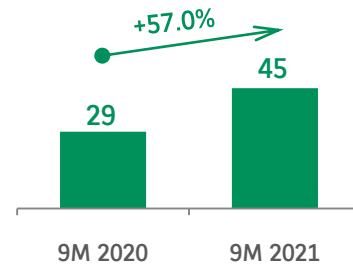
BETTER RESULT ON CUSTOMER OPERATIONS. LOWER VALUATION OF IRS INSTRUMENTS AND SHARES IN Q3 2021

PLN m

Net trading income



Net investment income



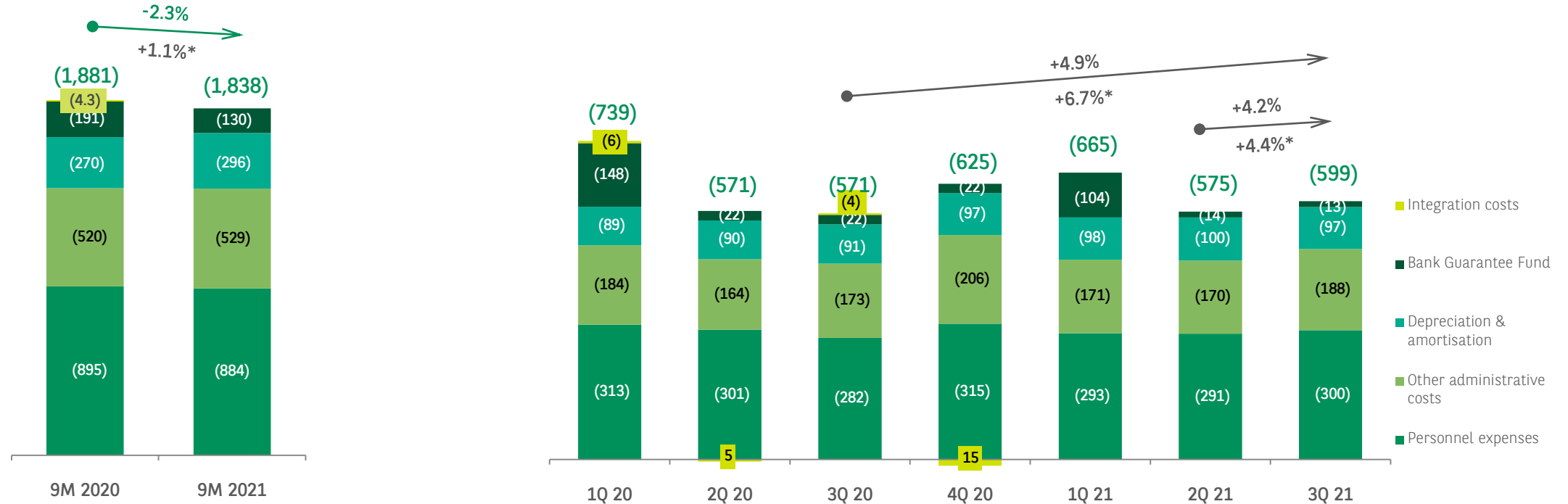
- Decrease in the net trading income, among others due to the lower by PLN 52.1 million result on equity instruments measured at fair value through profit or loss (lack of increase in the valuation of BIK and KIR shares comparable to Q2 2020).
- Increase in the net investment income as a result of an improvement in the valuation of the loan portfolio measured at fair value (+PLN 64.3 million y/y). Lower scale of securities sale resulted in lower income on debt instruments measured at fair value through other comprehensive income (by PLN 47.9 million y/y).

- Decrease in net trading income in Q3 2021, mainly due to negative valuation of IRS hedging the loan portfolio measured at FV as well as negative BIK shares valuation.
- The valuation of the portfolio of customer loans and advances measured at fair value presented in net investment income amounted to PLN +5.4 million in Q3 2021 (PLN -4.5 million in Q2 2021, PLN +17.9 million in Q1 2021).

OPERATING EXPENSES, DEPRECIATION AND AMORTISATION

OPERATING EXPENSES UNDER CONTROL. SLIGHT QUARTERLY COST INCREASE

PLN m



- Lower operating costs -2.3% y/y mainly due to the lower costs of BFG contributions (by PLN 61.1 million, a decrease in the level of contributions to the Banks Restructuring Fund and the Guarantee Fund). Excluding BFG costs, the increase in operating costs would have amounted to +1.1% y/y.
- Visible decrease in personnel expenses (by PLN 11.0 million, -1.2% y/y) as a result of employment optimisation programs.
- Increase in amortisation as a result of investments implemented as part of the Bank's transformation and digitization projects (by PLN 25.8 million, +9.6%).

- Higher personnel costs in Q3 2021 among others as a result of the creation of provisions for incentives as a consequence of improved sales results and an increase in training costs.
- An increase in other administrative expenses in Q3 2021 related mainly to higher advisory and consulting costs (costs related to the CHF mortgage loans proceedings equal to PLN 22.7 million in Q3 2021) and higher IT expenses.
- Planned synergies resulting from the acquisition of Core RBPL fully realized and visible in the level of costs.

* excluding BFG costs

COVID-19 IMPACT ON CREDIT RISK

SUPPORT FOR OUR CUSTOMERS. NEUTRAL IMPACT OF THE PANDEMIC FOR THE COST OF RISK IN 2021

SUPPORT PROGRAMS FOR CLIENTS

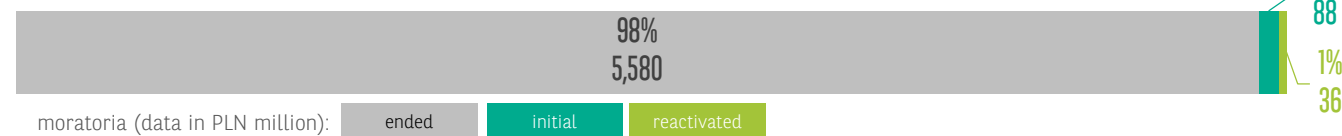
PLN 5.7 bn of loan exposure used loan repayment moratorium

(for Bank's current clients until 30 September 2021)

PLN 0.2 bn refers to public loan moratoria

98% of granted loan moratorium ended

Portfolio that used support programs is regularly monitored



95% of granted loan moratorium ended without delays >30 days

Other programs (as at the end of Q3 2021):

- BGK Guarantees total limit of PLN 12 bn, of which:
 - PLN 4 bn (still available limit PLN 1.0 bn) de minimis guarantee
 - PLN 8 bn (still available limit PLN 6 bn) liquidity guarantee
 - PLN 0.2 bn (still available limit PLN 0.09 bn) Agricultural Guarantee Fund
- PFR program (ended) – Financial Shield 2.0 available to customers in 2021 - the Bank's participation in the distribution of funds for customers 4k positive decisions (without returns) in the amount of PLN 0.7 bn

Utilization of the BGK guarantee limits as high as possible.
Proper actions taken towards the COVID-19 affected clients.

SECTORS CONSIDERED AS SENSITIVE

limited exposure in the loan portfolio

sector	% of balance
Sale	1.8%
Transport	0.9%
Accommodation & Food service	0.5%
Arts, Entertainment & Recreation	0.0%
Tourism	0.0%
Manufacturing	0.0%

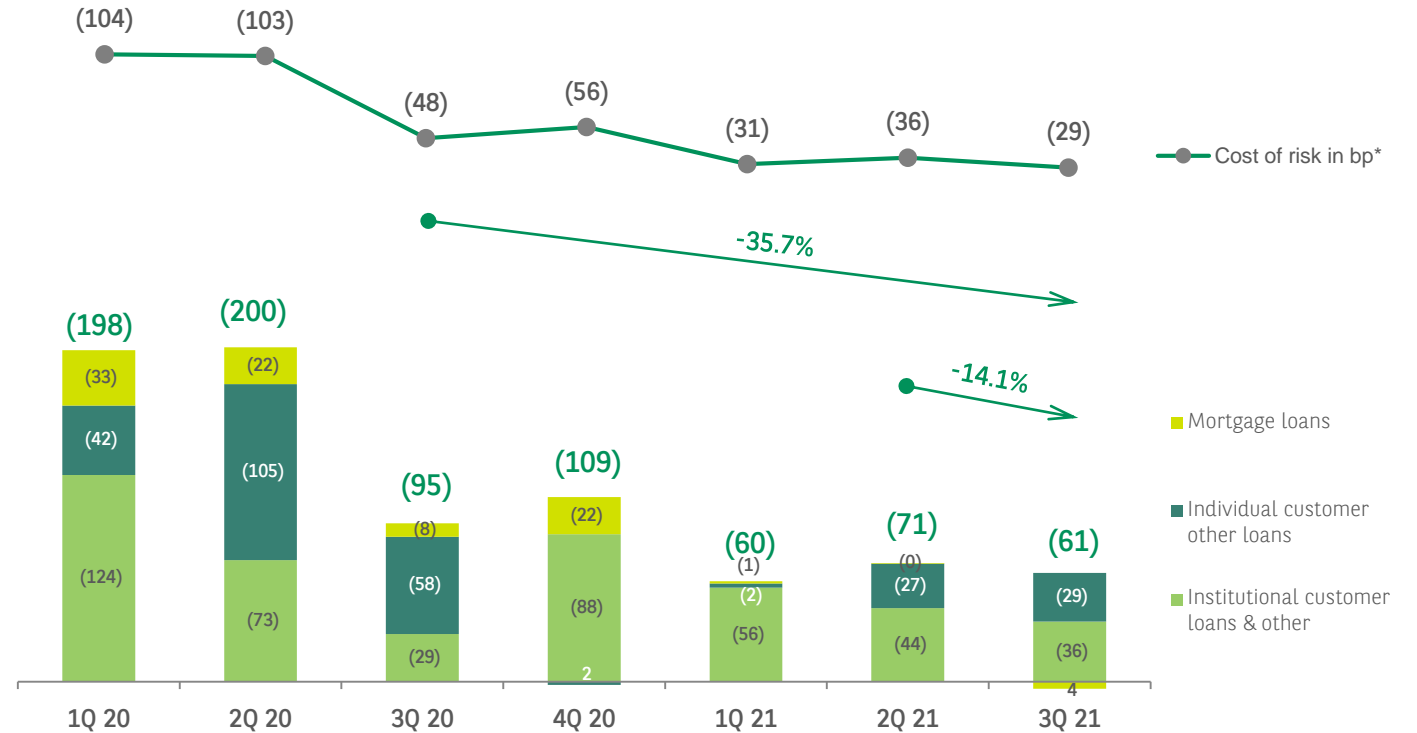
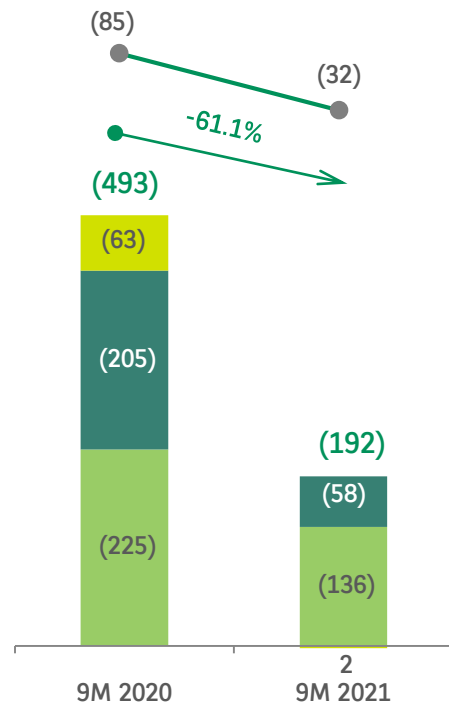
COST OF RISK

- Provision charges for future potential worsening of the financial situation of the entities in the sectors impacted by COVID-19 (Q1 and Q2 2021)
- Partial release of provisions for not realized credit losses related to change of macroeconomic scenarios in 2021 (Q3 2021) – improvement in macroeconomic forecasts for the Polish economy

NET IMPAIRMENT LOSSES

LOW COST OF RISK REFLECTING THE RESILIENCE AND GOOD QUALITY OF THE LOAN PORTFOLIO

PLN m



- Low CoR in Q3 2021 YTD resulting from confirmed resilience of the whole portfolio to short-term „shocks“.
- Additional factors that impacted the CoR decrease y/y:
 - negative impact of multi-scenario method implementation for individual assessment and impact of risk parameters in H1 2020 (PLN 42 million),
 - positive effect of the new definition of default (NDoD) implementation in Q1 2021 as a result of classification change and recalculation of risk parameters (PLN 21 million),
 - practically neutral impact of change in COVID-19-related provisions in 2021 as compared to the negative impact in 2020 (PLN 176 million),
 - positive impact of NPL portfolio sale in 2021 (PLN 36 million).

Cost of risk in Q3 2021 was impacted mainly by:

- overall good performance of the credit portfolio, especially in terms of timely repayments and lower amount of exposures entering Stage 3,
- partial release of provisions related to unrealized credit losses - positive impact of updated macroeconomic forecasts taken into account,
- creation of additional portfolio provision on exposures in stage 3 related to expected potentially lower level of recoveries and effect of ageing of the Stage 3 portfolio.

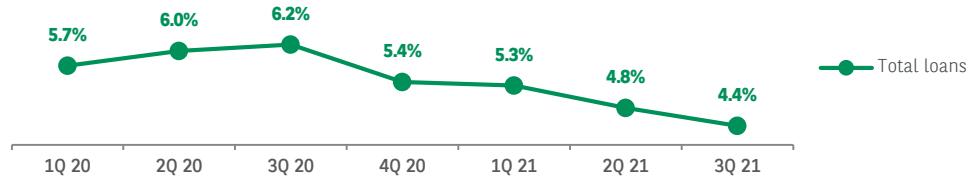
* Cost of risk expressed as the ratio of the net impairment allowance to the average balance of gross loans and advances to customers valued at amortized cost (calculated based on quarter-end balances).

LOAN PORTFOLIO QUALITY

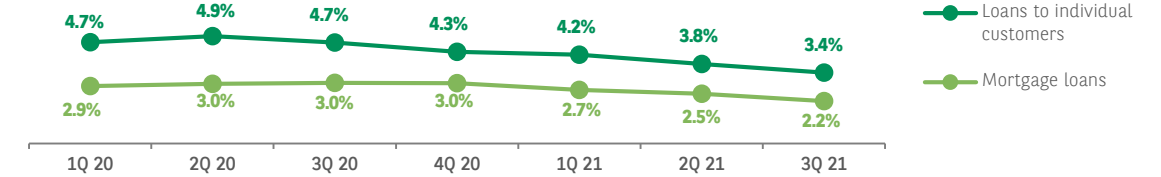
FURTHER DECLINE IN THE NPL RATIO

Total loans – NPL ratio*

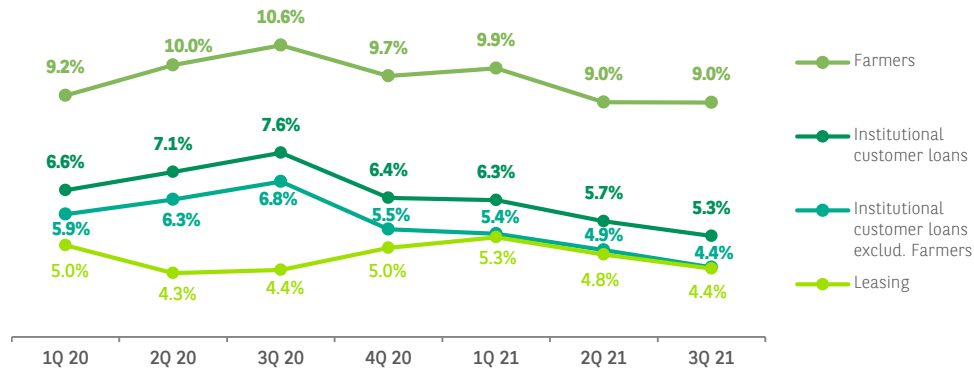
NPL for both loan portfolios in total (measured at fair value and at amortised cost) was **4.6%** at the end of Q3 2021.



Retail loans – NPL ratio*

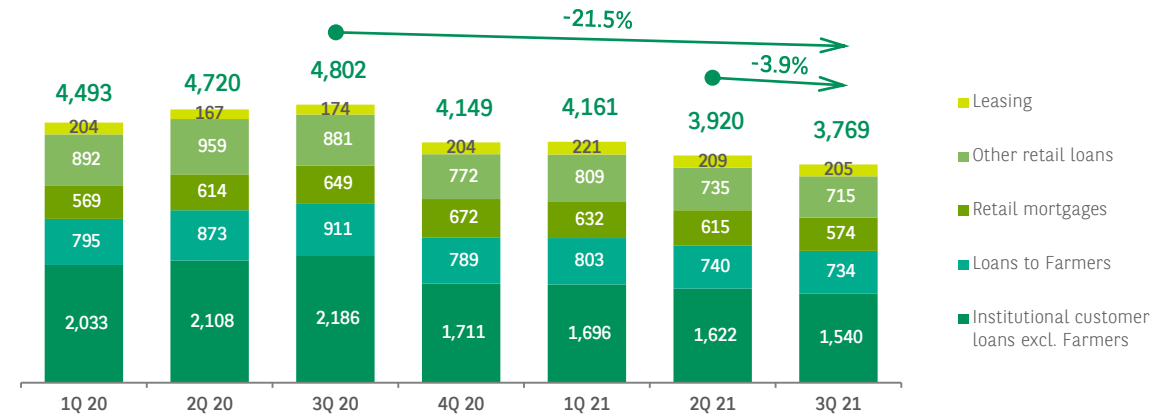


Institutional loans – NPL ratio*



Gross impaired portfolio*

PLN million, as of the end of the quarter

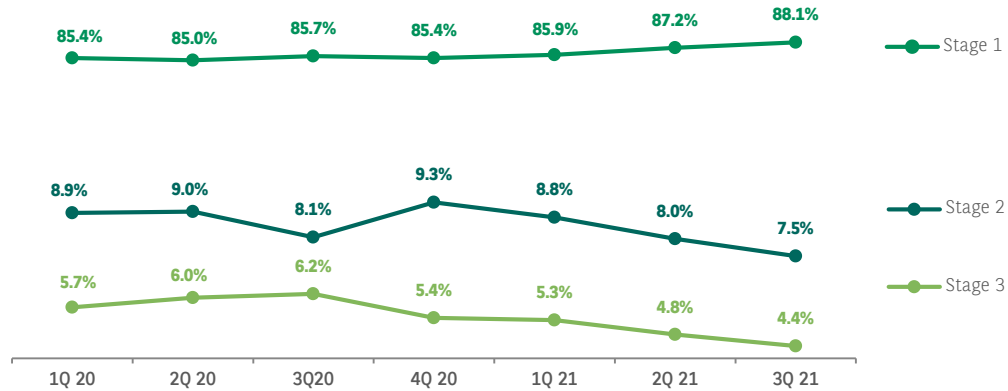


* portfolio measured at amortised cost

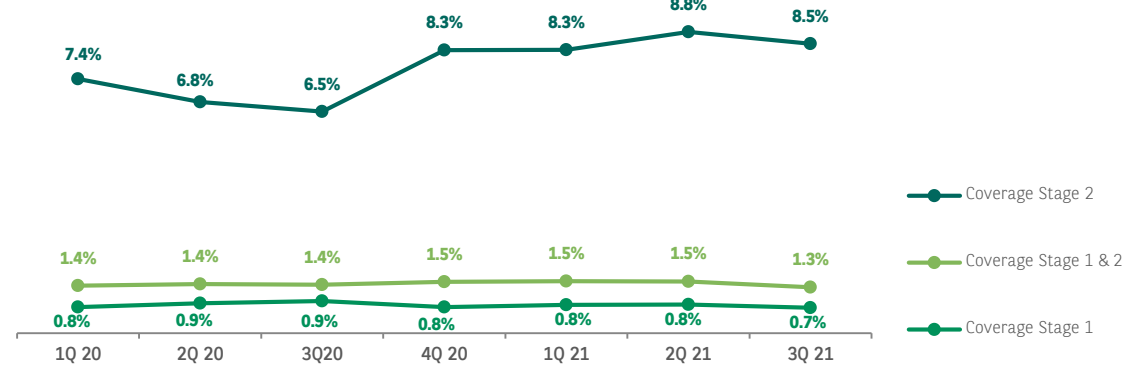
LOAN PORTFOLIO QUALITY

STABLE LOAN PORTFOLIO STRUCTURE. IMPROVEMENT IN PROVISION COVERAGE FOR GROSS LOAN PORTFOLIO STAGE 3

Share of each stage in gross loan portfolio

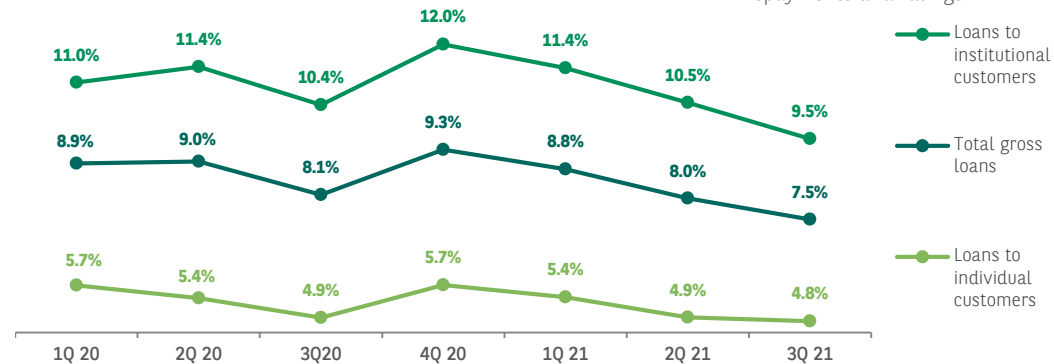


Provision coverage for gross loan portfolio – Stages 1 & 2



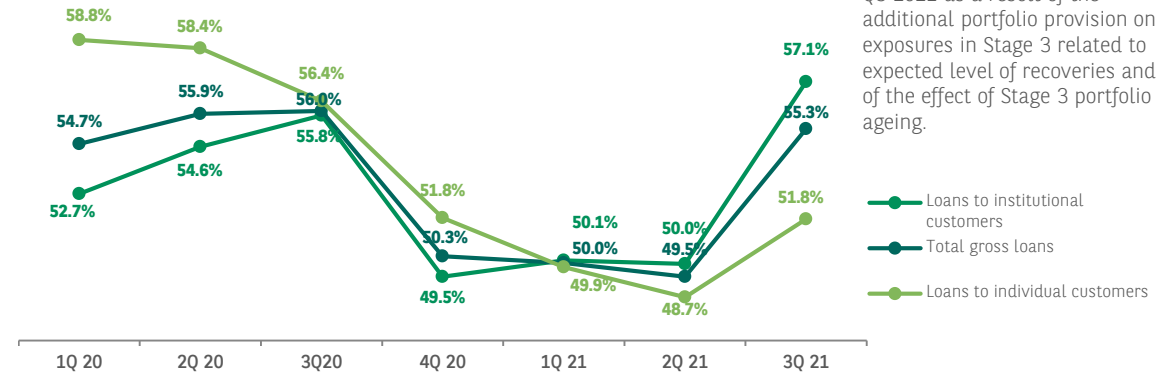
Share of Stage 2 in gross loan portfolio

Decrease of Stage 2 share in 2021 mainly due to an improvement in the quality of the portfolio in terms of late repayments and ratings.



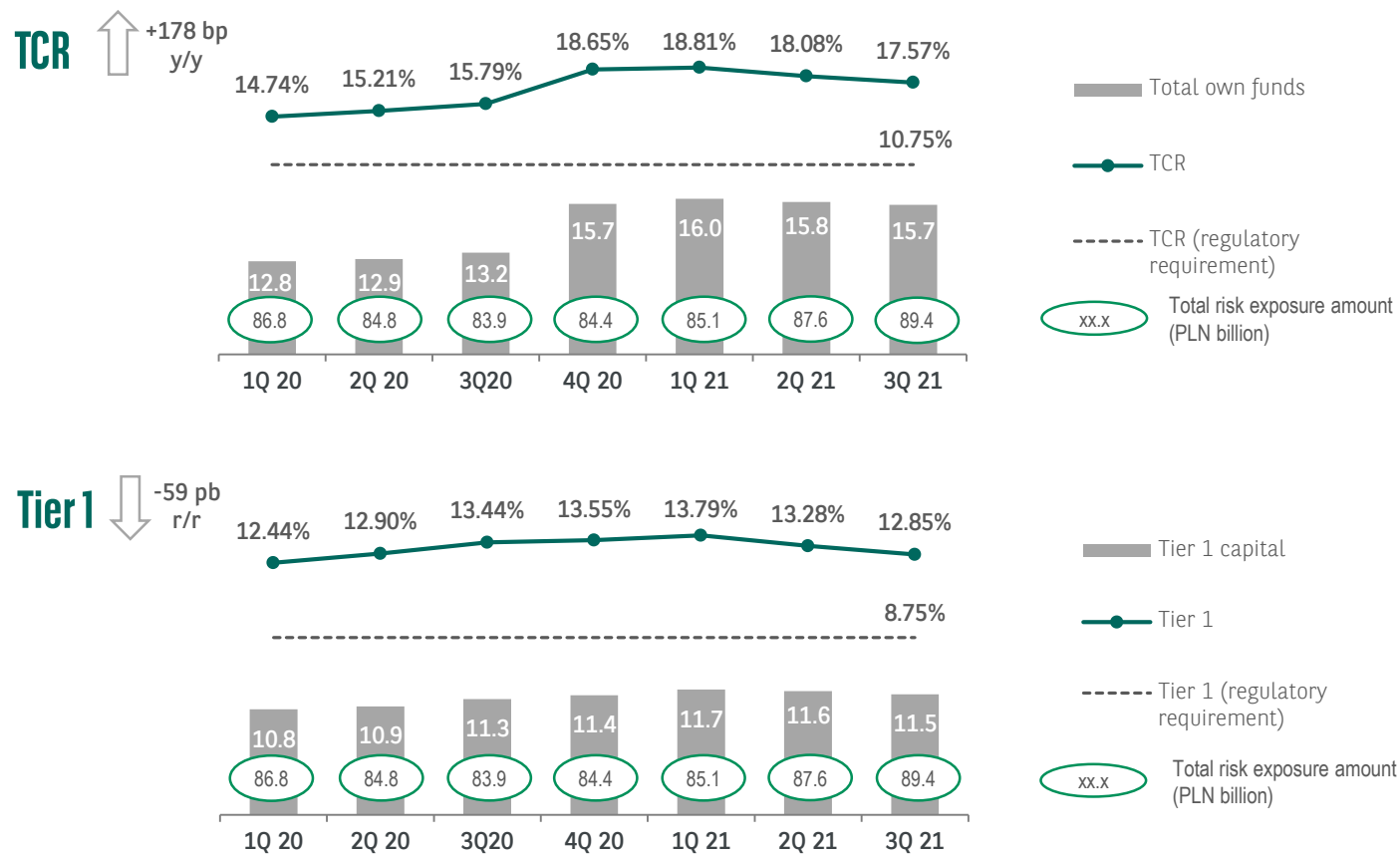
Provision coverage for gross loan portfolio – Stage 3

Coverage increase in Stage 3 in Q3 2021 as a result of the additional portfolio provision on exposures in Stage 3 related to expected level of recoveries and of the effect of Stage 3 portfolio ageing.



CAPITAL ADEQUACY

SAFE CAPITAL POSITION



TCR and Tier 1 above the regulatory minimum: +6.8 pp and +4.1 pp respectively

A decrease in the value of capital adequacy ratios in Q3 2021 resulting from an increase in the total risk exposure amount following growth of the loan portfolio as well as lower own funds caused by lower valuation of securities (Tier 1).

Pursuant to the Resolution of the Bank's OGM of 24 March 2021, the entire Bank's net profit for 2020 (PLN 731.1 million), was allocated to reserve capital.

The systemic risk buffer at the level of 0% from 19 March 2020.

No capital requirement for FX loans for the Bank (since 9 July 2019).

OSII buffer at 0.25%.

The Bank meets the BFG's mid-term MREL objectives (as at the end of 2020 in relation to TRE: 16.122%).

SUMMARY & OUTLOOK



RÓŻNORODNOŚĆ
MA WIELE TWARZY
DNI RÓŻNORODNOŚCI 2021



SUMMARY & OUTLOOK

BUSINESS PERFORMANCE ON A RIGHT TRACK. THE OUTLOOK FOR 2022 POSITIVE BUT STILL SUBJECT TO THE MACRO AND SECTOR RISKS

3 QUARTER 2021

key takeaways

Strong core business results following our continued progress across all business segments

Above-market growth in loan volumes for another consecutive quarter

Solid financial performance impacted by the CHF-related provision

OUTLOOK FOR 2022

external environment

Further economic recovery expected yet with elevated inflation

Higher interest rate environment

Increase of BFG contribution vs. 2020

CHF mortgage loans issue evolution

Potential risk of breaks in the supply chain

OUTLOOK FOR 2022

our focus areas

Responsible business growth with the appropriate risk profile

Processes optimization to enhance the efficiency and competitiveness

Further improvement of customer experience and satisfaction

Strengthening the position of banking leader in ESG area

THE BANK'S AMBITIONS AND PRIORITIES FOR THE UPCOMING YEARS WILL BE REFLECTED IN THE NEW STRATEGY

- Announcement of the new strategy for 2022-2025 planned for Q1 2022

05

BUSINESS ACTIVITIES



**RÓŻNORODNOŚĆ
MA WIELE TWARZY**
DNI RÓŻNORODNOŚCI 2021



BNP PARIBAS

RETAIL AND BUSINESS BANKING & PERSONAL FINANCE

FURTHER DIGITALIZATION AND BUSINESS GROWTH

4.0 m retail Customers

+151k +4% y/y | +54 k +1% q/q



BNPP Wealth Management
with another award
Best Private Bank in Poland
Global Private Banking
Innovation Awards 2021

Digitalization

- 1.3m active online banking users; +4% q/q
- online sales: cash loan PLN 222m, +2% q/q (22% of total sales); personal account 10.8k, +5% q/q (13% of total sales); investment funds PLN 252.8m, +59% q/q (24% of total sales)
- new products: 'Samodzielniak' [Self-Reliant Kid] children's account, smartwatch payments, virtual card for Allegro clients
- service processes in digital: credit card debt – instalment arrangement; personalization of the GOMobile home page; the ability to manage a virtual card; visibility of the amount and rate of return for investment fund
- green products zone – <https://www.bnpparibas.pl/strefa-zielonych-produktow>
- bank website www.bnpparibas.pl - with the lowest carbon footprint

Transformation

- mortgage loan purchase process: simplified application and loan simulation; digital Land & Mortgage Register (80% use ratio), (+56% q/q); executed contract is recorded in the system automatically
- new products: "Clean Air" program, long-term rental of mobile phones
- MICRO: the total number of credit products optimised from 38 to 33; automatic disbursement +20% of credit volume q/q
- paperless & e-signature: 212k authentications of cash-based transactions, 43% of the total in 2021
- complaint process: processing time reduced by 35% q/q; first contact resolutions +12% q/q

Business development

Sales: volume in Q3 2021, changes q/q and y/y

- personal accounts: 86k, +11%, +19%
- cash loans: PLN 1 bn, +3%, +27%
- mortgage loans: PLN 1.7 bn, -3%, +26%
- credit cards: 8.6k, +37%, +428%
- investment products: PLN 1.7 bn*, -2%, -8%
PLN 1.5 bn**, +3%, +13%

TFI assets: PLN 5.4 bn, +8% q/q, +60% y/y

* investment funds + structured certificates + investment deposits

** investment funds + structured certificates

Client satisfaction

NPS & satisfaction measure changes q/q



NPS +11
savings & investment



+10
satisfaction with the complaint process



NPS +10
credit card



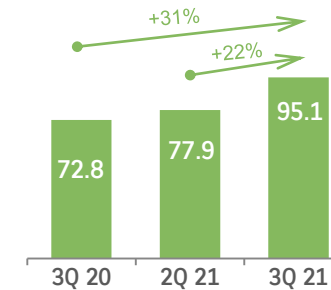
NPS +8
GOonline



Best quality of service in remote channels
Best quality of service at the Branch

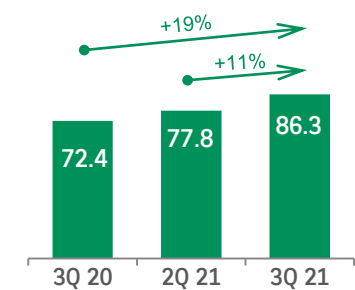
Acquisition of individual customers

thousand



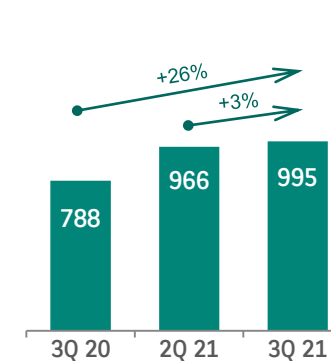
Sale of personal accounts

thousand



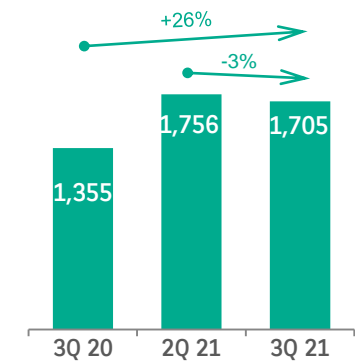
Sale of cash loans

PLN million



Sale of mortgage loans

PLN million

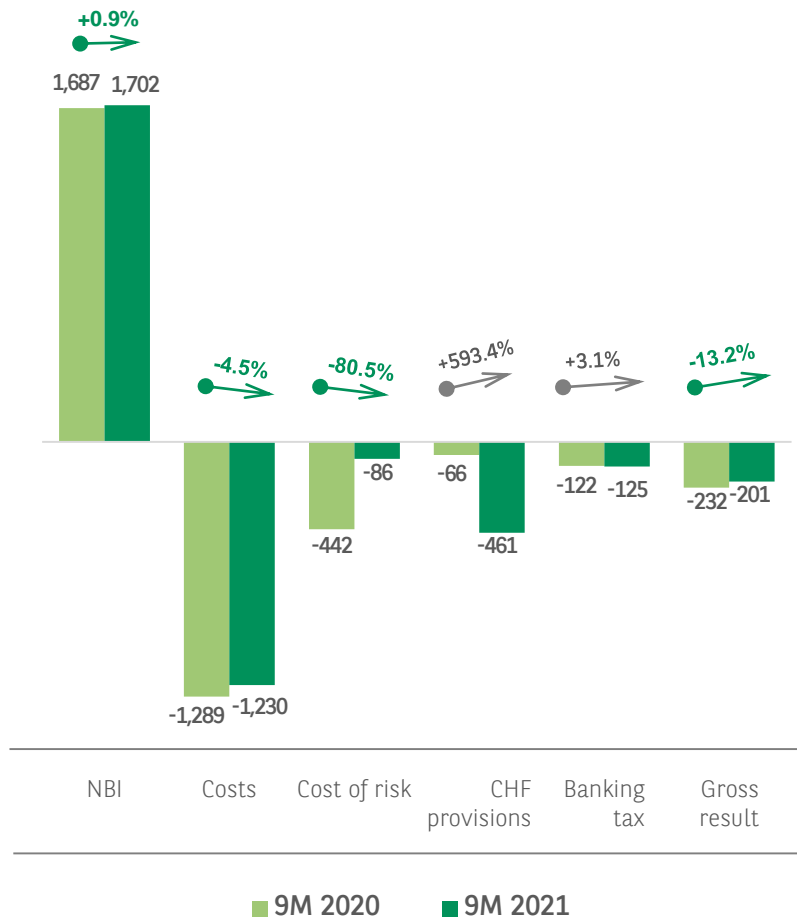


RETAIL AND BUSINESS BANKING

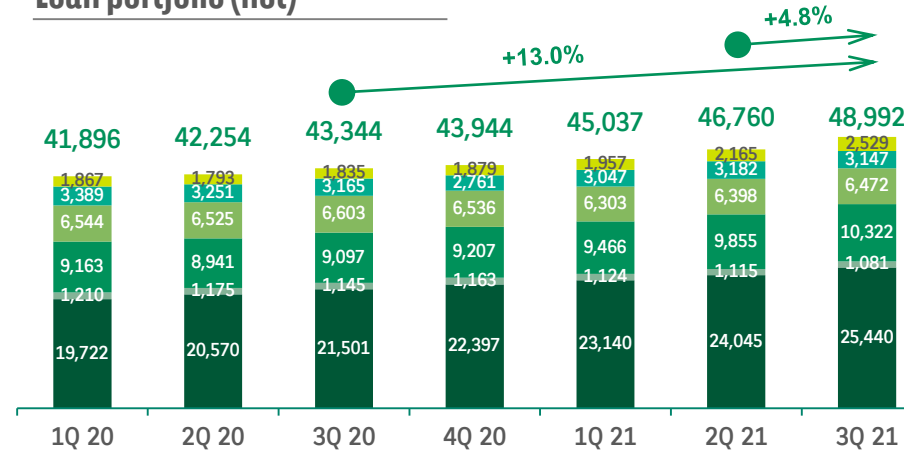
IMPROVEMENT IN GROSS RESULT DUE TO SIGNIFICANTLY LOWER COST OF RISK, DESPITE AN INCREASE IN PROVISIONS FOR LEGAL RISK OF THE CHF PORTFOLIO

PLN m

Gross result structure



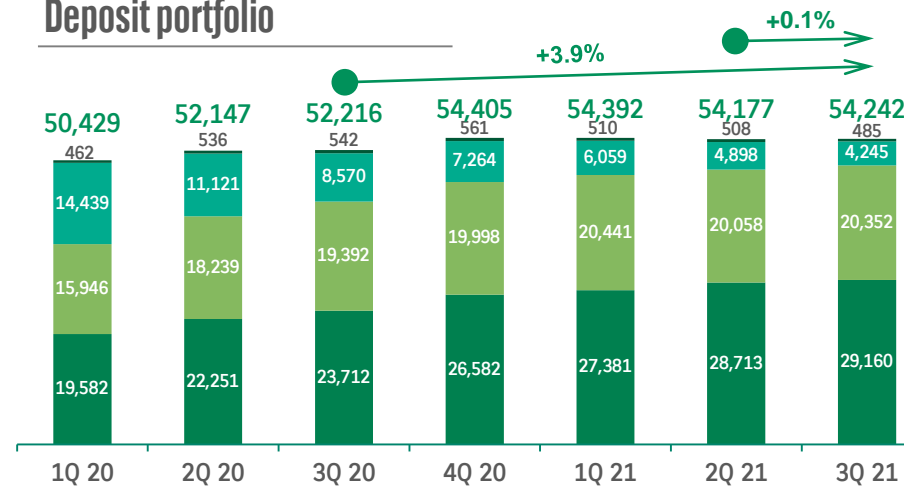
Loan portfolio (net)



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

48%

Deposit portfolio



CORPORATE & SME BANKING

REVERSAL OF THE TREND IN CREDIT VOLUMES

Transformation and digitalization

- Further development of electronic banking – implementation of a new version of the Accounts module and a new login page in GOonline Biznes internet banking, standardization of other channel names within GO Biznes ecosystem for business clients, GOconnect Biznes - H2H solutions, GOMobile Biznes – mobile banking
- Growing use of GOMobile Biznes mobile banking: over 15,000 of users

Business development

- Further improvement of quarterly results: NBI growth in Corporate Banking +5.7% q/q, in SME +3.5% q/q
- High dynamics of net commission income after three quarters of 2021: Corporate Banking +15% y/y, SME +21% y/y as a result of changes in the table of fees and commissions
- Increase in loans volumes in Corporate Banking +2.4% q/q, in SME +4.1% q/q
- Increase of sales of new leasing volumes: during three quarters of 2021, i.e. +70% y/y new volume for Corporate Clients and + 153% y/y/ for SMEs
- Further increase in the balance of deposits in line with the overall trend visible on the market: in Corporate Banking: +7.6% q/q, in SMEs +3.2% q/q
- Decrease in the number of customers y/y as a result of cleaning the inactive customer base

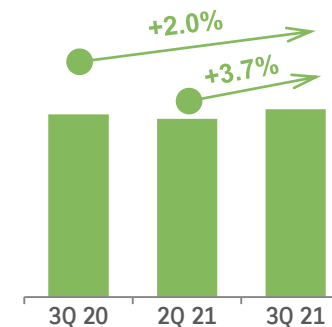
Selected significant transactions executed in Q3 2021

Raben General Corporate Financing Sustainability Linked Loan EUR 225 million BNP PARIBAS Mandated Lead Arranger, SSL Coordinator July 2021	SEMPER SIMUL FOUNDATION the anchor shareholder of LPP Margin Call Facility PLN 350 million BNP PARIBAS MLA, Facility Agent, Security Agent, Calculation Agent August 2021	ff farm frites poland Financing of manufacturing capacity extension and general corporate purposes PLN 330 million BNP PARIBAS Arranger, Documentation Agent September 2021	clp logistyka Refinancing and CAPEX financing EUR 140 million BNP PARIBAS Mandated Lead Arranger, Facility and Security Agent September 2021	R4R Portfolio of apartments PLN 248 million Construction and Investment Loan BNP PARIBAS Arranger, Original Lender July 2021	R Power RENEWABLES PV portfolio financing PLN 242 million BNP PARIBAS Mandated Lead Arranger, Hedge Provider July 2021	scarmed Refinancing of existing indebtedness and financing of general corporate purposes PLN 155 million BNP PARIBAS Mandated Lead Arranger, Security Agent August 2021
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Revenue increase as a result of increasing business activity of Clients

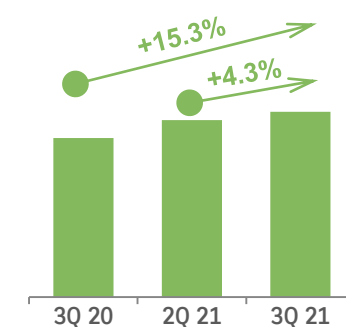
Cash management

Revenues



Currency exchange transactions

Revenues



Corporate banking
Customers

11.7 k

-0.6 k, -5% y/y
unchanged q/q

SME
Customers

25.6 k

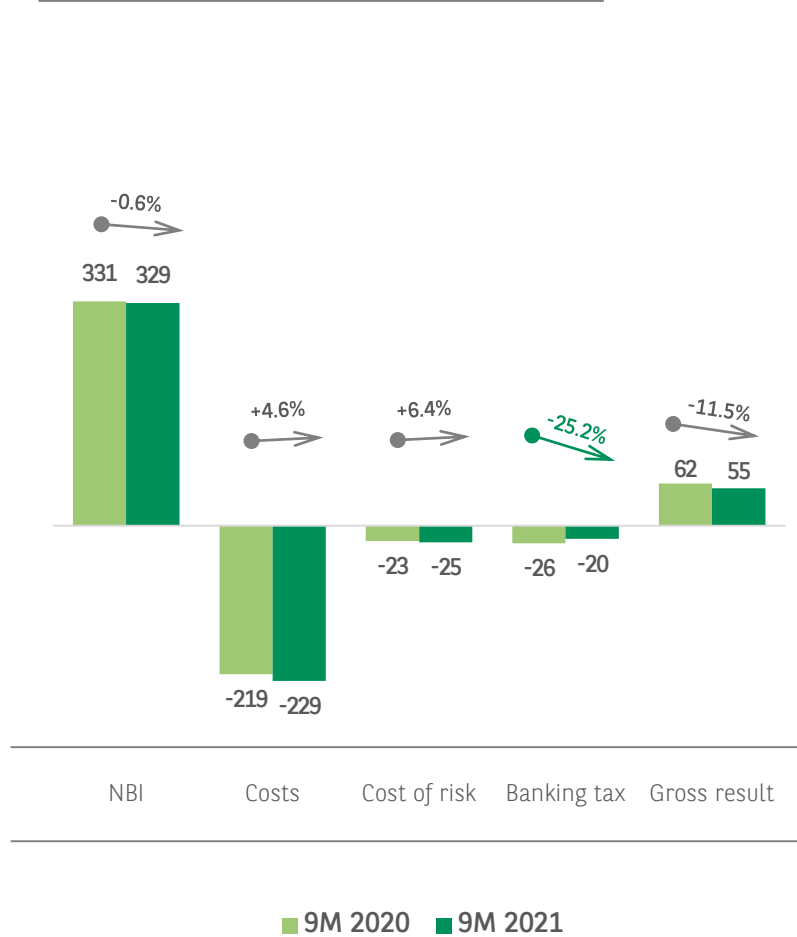
-1.9k, -7% y/y
unchanged q/q

SME BANKING

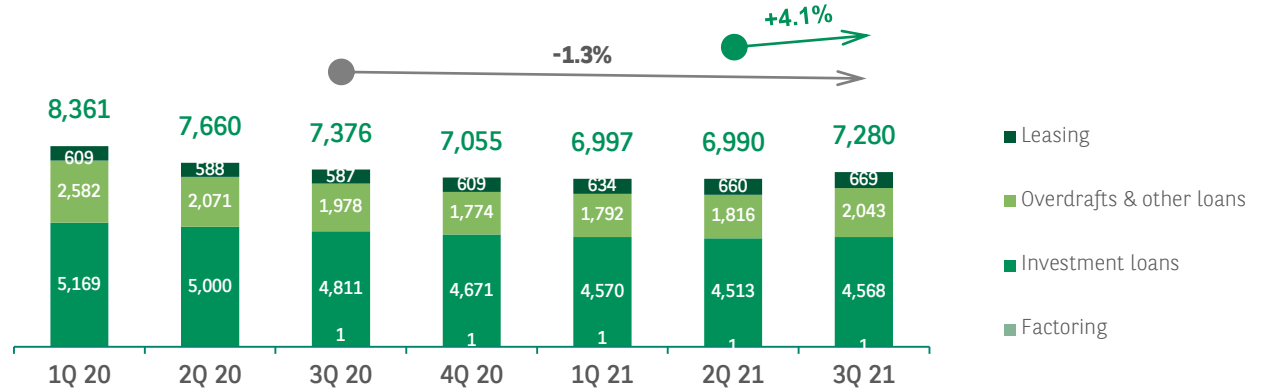
NBI DECLINE DUE TO THE LOWER LEVEL OF THE LOAN PORTFOLIO. LOWER GROSS RESULT MAINLY DUE TO GROWTH IN OPERATING EXPENSES

PLN m

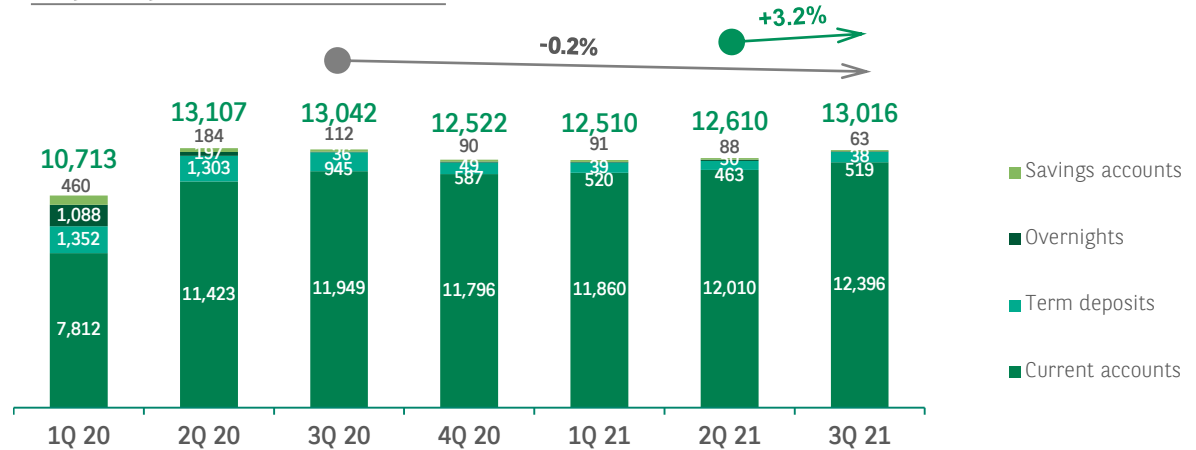
Gross result structure



Loan portfolio (net)*



Deposit portfolio*



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

9%

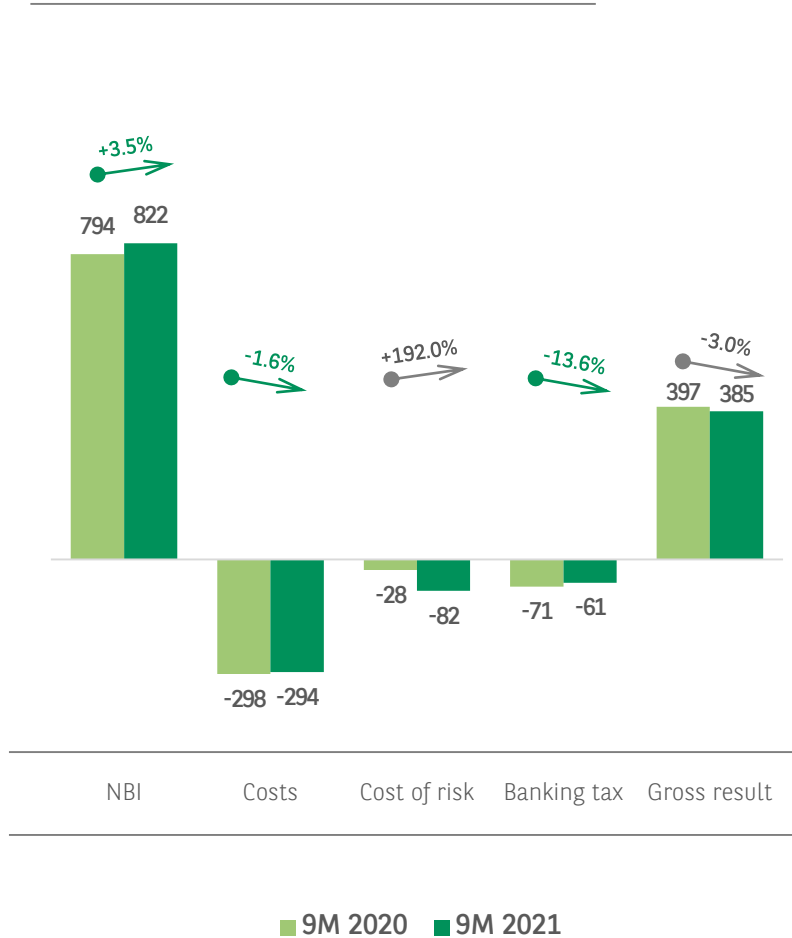
* in connection with the re-segmentation of SME and Corporate Banking, carried out in 2021; data for 2020 presented on a comparable basis

CORPORATE BANKING

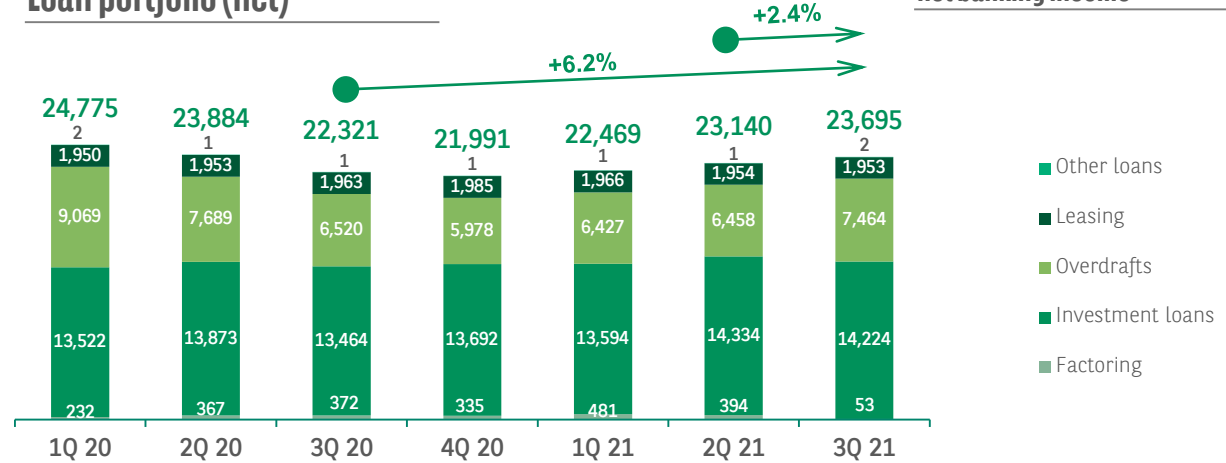
INCREASE IN NBI AS A RESULT OF THE ECONOMIC RECOVERY AND CUSTOMER ACTIVITY INCREASE. CONTINUED UPTURN OF THE LOAN PORTFOLIO GROWTH

PLN m

Gross result structure



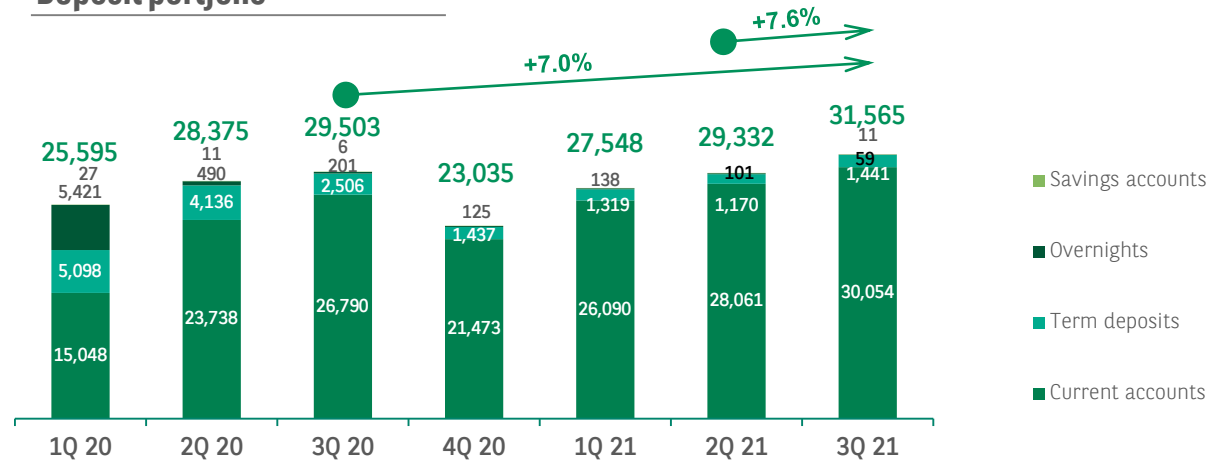
Loan portfolio (net)*



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

23%

Deposit portfolio*



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

AGRO SEGMENT

SUPPORT FOR THE DEVELOPMENT OF SUSTAINABLE AGRICULTURE AND THE IMPLEMENTATION OF THE OBJECTIVES OF THE EUROPEAN GREEN DEAL


76.2 k Agro Clients

Business development

- **Agro Ofensywa** - the autumn edition of the sales initiative in the Micro and SME segments under the slogan "The world needs you in the best role"; as part of the campaign, special price conditions for ECO entities and for Clients who recommend the bank's products
- introduction of the option to use guarantees from the Agricultural Guarantee Fund as collateral and interest rate subsidies for renewed revolving loans (SME)
- appointing a dedicated team to process large Agro transactions in SME

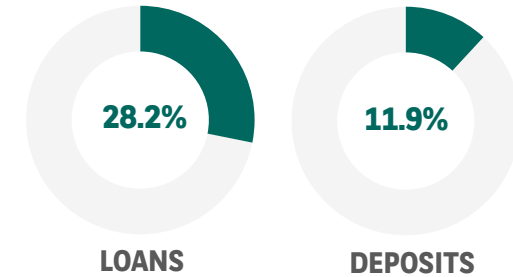
Activities supporting sales and client relations

Bank's participation in the events:

- Bio EXPO Congress  presentation: *Challenges for EKO producers from the perspective of a financial institution*
- AgroShow Fair - Bednary 2021

Market share

30.09.2021



agronomist

- almost 5k registered users
- over 50% of users are women
- over 547k hits to the portal in 2021

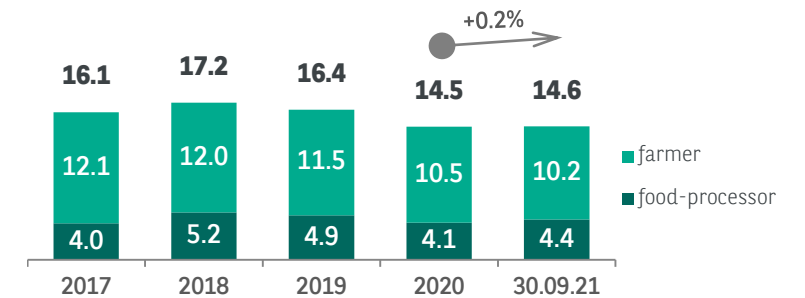
Development of further thematic sections:

- multiplication of the **AgroEmisja** calculator in the countries of the BNP Paribas Group and dissemination of use among strategic clients
- launching the **Lokalne Smaki** campaign - connecting local and high-quality food producers and consumers via e-commerce platform
- publication of materials presenting active and inspiring women of the food&agri sector and good practices in reducing negative impact on environment



Loan volume

gross, PLN billion



BANK'S SUBSIDIARIES

BUSINESS ACTIVITY IN 2021

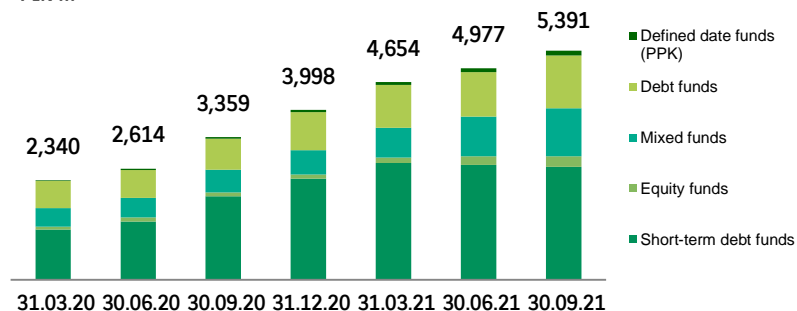
BNP Paribas Towarzystwo Funduszy Inwestycyjnych S.A.

BNPP TFI cooperates with the Bank in the distribution of participation units of funds offered by TFI under an agreement concluded between Bank's Brokerage Bureau and TFI.

- PLN 5.4 bn - the volume of assets under management of BNPP TFI at the end of September 2021: +8.3% q/q (vs market +1.5%) – one of the highest increases in the market
- With a total market share of 2.6%, the share of BNPP TFI in net sales was as high as 17.7%
- New systematic saving program the "Saving with a premium" Investment Program for individual clients (from July 2021) - over 1.2 k concluded contracts

Assets under management of BNPP TFI

PLN m



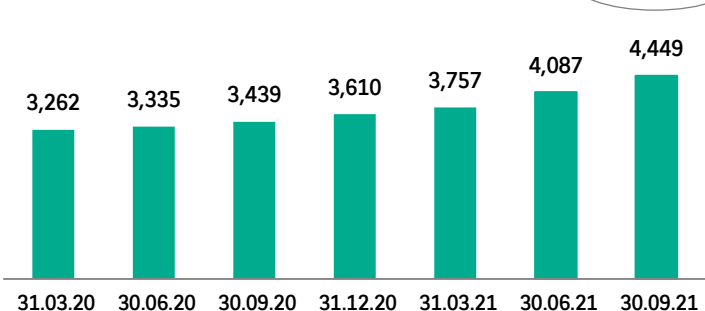
BNP Paribas Leasing Services sp. z o.o.

BNPP Leasing Services Sp. z o.o. in cooperation with the Bank offers clients from the Personal Finance segments, micro-enterprises, SMEs and corporate clients a full range of leasing products.

- 18.9 k concluded contracts for the amount of PLN 2,486.9 m in 2021 (in Q3 7.1 k contracts for the amount of PLN 941.5 m) - increase in value +85% y/y
- Record level of the portfolio of financed assets ~PLN 4.5 bn (September 2021)
- loan agreement with the European Investment Bank (July 2021) to support the financing assets of small and medium-sized enterprises in Poland (EUR 200 m). The transaction is a loan for BNP Paribas Leasing Services with BNP Paribas Bank Polska guarantee

Leasing assets

PLN m



APPENDICES

Share price performance
9M 2021 financial results of the Group
Material events 2019–2021
Profit and loss account
Assets, liabilities and equity



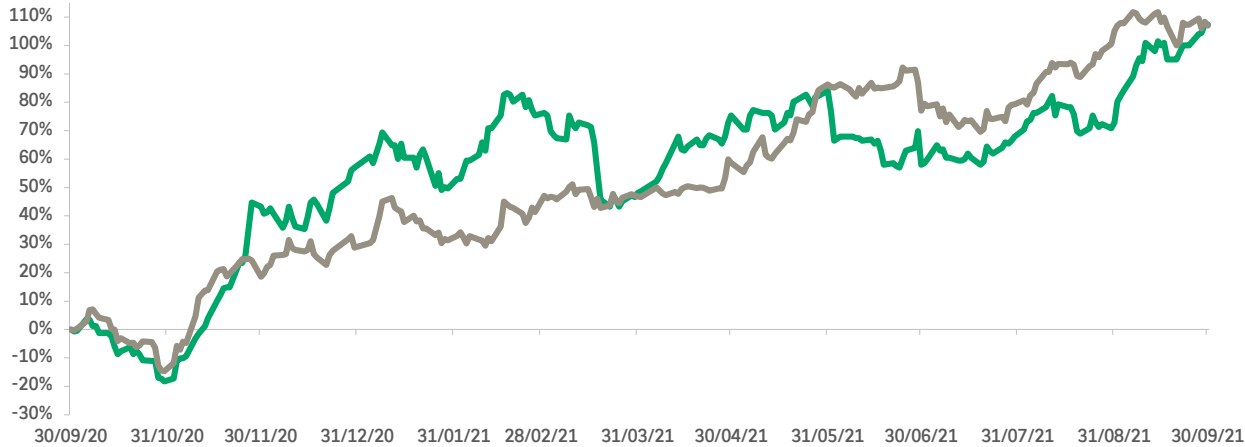
SHARES OF BNP PARIBAS BANK POLSKA SA

BANK'S SHARE PRICE GROWTH IN Q3 2021. INCREASED LIQUIDITY OF THE BANK'S SHARES FOLLOWING THE SUCCESSFUL ABB TRANSACTION

Change in the share price

(30.09.2020 = 100%)

ISIN Code: PLBGZ0000010 WSE Ticker: BNP Index: sWIG80, sWIG80TR



BNP PARIBAS

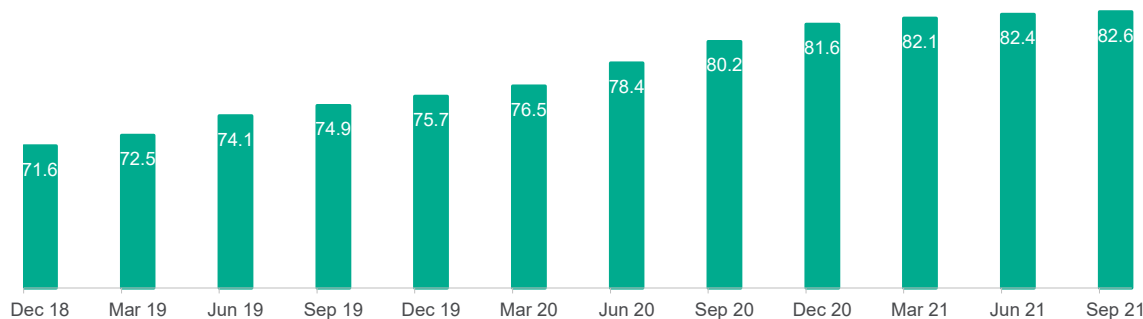
PLN 84.0
+107.4% y/y

WIG banki

+107.0% y/y

Growing book value per share

(PLN thousand)



30 September 2021

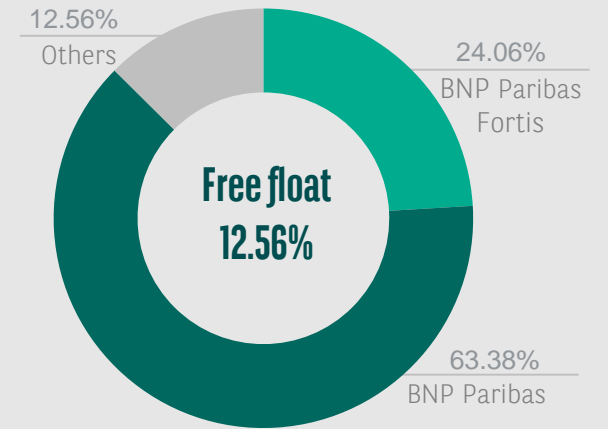
free-float: PLN 1.6 bn
P/BV: 1.02
capitalization: PLN 12.4 bn

Moody's rating

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

Shareholder structure

(30.09.2021)



Free float
12.56%

147,518,782
total number of shares

At the beginning of June 2021, in the Accelerated Book Building (ABB) process, BNP Paribas SA sold 1.26% and Rabobank International Holding B.V. 3.81% of the Bank's shares. These transactions increased free float and liquidity of the Bank's shares.

9M 2021 FINANCIAL RESULTS OF THE GROUP

MAINTAINING THE LEVEL OF THE NET BANKING INCOME (Y/Y). HIGHER PROVISIONS FOR LEGAL RISK NEUTRALIZED BY LOWER OPERATING EXPENSES AND COST OF CREDIT RISK

	9M 2021 PLN m	9M 2020 PLN m	Change y/y
Net banking income	3,517.0	3,520.6	(0.1%)
Total costs	(1,838.4)	(1,880.8)	(2.3%)
Net impairment losses	(191.9)	(493.0)	(61.1%)
Provisions for legal risk of CHF loans	(460.9)	(66.5)	+593.4%
Banking tax	(247.4)	(234.4)	+5.5%
Gross profit	778.3	845.5	(8.0%)
Net profit	449.8	565.6	(20.5%)

	30.09.2021	30.09.2020	Change y/y
Return on equity (ROE)	5.0%	6.6%	(1.6 pp)
Cost / Income (C/I)	52.3%	53.4%	(1.1 pp)
Total Capital Adequacy Ratio	17.6%	15.8%	+1.8 pp
Tier 1 Capital Ratio	12.9%	13.4%	(0.5 pp)

In the period of 9 months of 2021 compared to 9 months of 2020, BNP Paribas Bank Polska S.A. Group:

- incurred costs of risk lower by PLN 301.0 million (61.1%), i.a. due to the lower negative impact of the coronavirus pandemic on the financial condition of the bank's credit customers;
- booked BFG costs lower by PLN 61.1 million y/y (as a result of lower annual contribution to the restructuring fund and lower quarterly contributions to the guarantee fund for 2021);
- created higher provisions for legal risk related to CHF loans, costs increased by PLN 394.5 million (i.e. by 593.4%);
- maintained the level of net banking income, neutralizing the decline i.a. net interest income (by PLN 36.0 million; 1.6% - the effect of interest rate cuts) and net trading income (by PLN 41 million; 7.7%) with an increase in the net fee and commission income (by PLN 89.4 million; 13.6%).

Reported net profit equal to PLN 450 million, lower by 20.5% y/y.

MATERIAL EVENTS

IN PARTICULAR REPORTING PERIODS

	1 quarter	2 quarter	3 quarter	4 quarter
2021	<ul style="list-style-type: none"> • PLN -90.1 m contribution to the bank resolution fund BFG (PLN -103.7 m total BFG costs) • PLN -71.9 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -187.1 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -202.0 m provision for CHF loans • PLN +33.9 m revision of assignment of the discount curves used for the valuation of hedged instruments (Macro Fair Value Hedge) 	
2020	<ul style="list-style-type: none"> • PLN +43.6 m sale of Kasprzaka real estate • PLN -11.3 m provision for CHF loans • PLN -9.8 m provision for legal risk – lost option case • PLN -126.0 contribution to the bank resolution fund BFG (PLN -147.6 m total BFG costs) 	<ul style="list-style-type: none"> • PLN +45.1 m changed valuation of BIK and KIR • PLN -15.2 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -26.6 provision for UOKiK penalty related to spread clauses in credit agreements • PLN -39.9 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -41.4 m restructuring provision (employment optimization program) • PLN -101.7 m provision for CHF loans
2019	<ul style="list-style-type: none"> • PLN -54.3 m integration costs • PLN -116.1 m contribution to the bank resolution fund BFG (PLN -129.1 m total BFG costs) 	<ul style="list-style-type: none"> • PLN -108.5 m integration costs • PLN +45.0 m (net PLN +36.5 m) from the sales of factoring 	<ul style="list-style-type: none"> • PLN -103.3 m integration costs • PLN -48.8 m of provision for commission reimbursement (CJEU) • PLN -11.3 m provision for option case • PLN -6.4 m operational loss • PLN -2.6 m adjustment of the factoring price 	<ul style="list-style-type: none"> • PLN -148.4 m integration costs • PLN -32.1 m portfolio provision for CHF loans • PLN -20.8 m provision for commission reimbursement (CJEU)

CONSOLIDATED P&L

PLN thousand

Profit and loss account	cumulatively		quarterly						
	30/09/2021	30/06/2020	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
Interest income	2,455,579	2,779,436	842,538	812,433	800,608	815,791	825,402	912,190	1,019,957
Interest expenses	(178,868)	(466,752)	(57,555)	(53,835)	(67,478)	(68,405)	(86,491)	(148,909)	(209,465)
Net interest income	2,276,711	2,312,684	784,983	758,598	733,130	747,386	738,911	763,281	810,492
Fee and commission income*	919,801	817,279	311,808	303,557	304,436	314,772	301,050	249,685	266,538
Fee and commission expenses*	(172,072)	(158,984)	(61,209)	(53,713)	(57,150)	(56,972)	(49,814)	(49,386)	(59,778)
Net fee and commission income	747,729	658,295	250,599	249,844	247,286	257,800	251,236	200,299	206,760
Dividend income	6,813	8,250	5,358	1,096	359	1,419	5,811	460	1,979
Net trading income	493,417	534,398	161,600	173,752	158,065	213,992	157,593	189,619	187,186
Net investment income	45,345	28,885	5,351	7,389	32,605	196	11,015	41,439	(23,569)
Net income on collateral accounts	23,867	(12,689)	42,429	(17,597)	(965)	1,612	(2,992)	(869)	(8,828)
Other operating income	133,817	238,823	24,143	57,990	51,684	84,763	43,356	49,372	146,095
Result on impairment write-offs of financial assets and provisions for liabilities	(191,946)	(492,966)	(60,932)	(70,946)	(60,068)	(108,533)	(94,733)	(199,912)	(198,321)
Net provisions for CHF mortgages legal risk**	(460,929)	(66,476)	(201,952)	(187,119)	(71,858)	(101,680)	(39,914)	(15,233)	(11,329)
General administrative expenses	(1,542,730)	(1,610,279)	(501,231)	(474,430)	(567,069)	(527,326)	(479,852)	(480,881)	(649,546)
Depreciation	(295,646)	(270,534)	(97,448)	(100,094)	(98,104)	(97,424)	(90,982)	(89,960)	(89,592)
Other operating expenses	(210,736)	(248,077)	(58,836)	(81,064)	(70,836)	(123,043)	(83,255)	(53,989)	(110,833)
Operating result	1,025,712	1,080,313	354,064	317,419	354,229	349,163	416,193	403,626	260,494
Banking tax	(247,376)	(234,448)	(85,433)	(83,546)	(78,397)	(84,461)	(83,625)	(80,182)	(70,641)
Gross profit (loss)	778,336	845,865	268,631	233,873	275,832	264,702	332,568	323,444	189,853
Income tax	(328,534)	(280,236)	(114,772)	(101,916)	(111,846)	(97,236)	(101,066)	(104,398)	(74,772)
NET PROFIT (LOSS)	449,802	565,629	153,859	131,957	163,986	167,466	231,502	219,046	115,081

* In Q4 2020, mapping of write-offs and provisions for unpaid fees was changed. The changes were made for all the presented periods.

** In Q3 2020, the result from provisions for legal risk of CHF housing loans was excluded from the category of other operating expenses. The changes were made in all presented periods.

ASSETS

PLN thousand

Consolidated statements of financial position	30/09/2021	30/06/2021	31/03/2021	31/12/2020	30/09/2020	30/06/2020	31/03/2020	31/12/2019
ASSETS								
Cash and balances with the Central Bank	3,132,250	3,141,350	4,421,561	3,421,877	2,923,598	4,524,539	3,225,246	4,658,171
Amounts due from banks	2,207,890	2,213,159	1,103,773	774,722	661,528	1,834,807	1,047,005	679,308
Derivative financial instruments	1,394,874	1,146,686	1,670,578	1,531,617	1,447,087	1,322,060	1,601,162	800,886
Adjustment of fair value of the hedging item	225,082	313,168	311,980	531,793	578,742	563,865	481,474	228,120
Loans and advances to customers valued at amortised cost	82,164,097	78,505,722	75,407,355	74,097,269	73,961,882	74,339,859	74,977,955	71,836,643
Loans and advances to customers valued at fair value through P&L	1,303,134	1,374,555	1,449,151	1,539,848	1,640,581	1,714,418	1,807,680	1,974,396
Financial assets for sale	-	-	-	-	-	-	-	-
Securities valued at amortised cost	23,311,378	23,407,789	23,456,816	23,361,022	21,832,298	19,905,356	18,204,480	17,916,645
Securities valued at fair value through P&L	324,804	390,716	379,637	371,900	363,874	340,468	279,141	241,754
Securities valued at fair value through the other total income	9,955,538	10,084,750	10,311,427	10,228,560	14,707,256	10,677,194	7,093,076	7,953,358
Investment property	-	-	-	-	56,577	56,577	56,577	56,577
Intangible assets	654,274	649,326	634,350	651,608	552,575	525,717	511,272	519,945
Property, plant and equipment	1,285,292	1,388,746	1,446,340	1,479,540	1,123,993	1,149,393	1,158,185	1,226,746
Deferred income tax assets	765,151	708,203	699,561	745,606	871,098	904,821	943,848	976,748
Current income tax assets	32,335	41,752	62,938	55,087	42,816	43,195	27,139	-
Other assets	860,266	656,849	739,544	786,839	810,344	804,879	629,701	884,845
TOTAL ASSETS	127,616,365	124,022,771	122,095,011	119,577,288	121,574,248	118,707,148	112,043,941	109,954,142

LIABILITIES AND EQUITY

PLN thousand

Consolidated statements of financial position

	30/09/2021	30/06/2021	31/03/2021	31/12/2020	30/09/2020	30/06/2020	31/03/2020	31/12/2019
LIABILITIES								
Amounts due to the Central Bank	105,570	-	-	84,675	106,994	-	-	-
Amounts due to other banks	5,403,854	5,779,760	4,910,453	6,824,894	6,625,208	4,891,630	4,910,888	4,485,264
Liabilities on sold securities	-	-	-	-	-	-	-	-
Adjustment of fair value of the hedging and hedged item	161,918	277,325	319,557	542,719	585,208	597,961	535,006	224,218
Derivative financial instruments	1,246,824	1,026,498	1,404,643	1,521,148	1,344,080	1,333,735	1,549,344	815,637
Amounts due to customers	99,035,855	95,971,665	94,687,974	90,051,004	94,880,015	93,742,118	86,927,106	86,134,984
Liabilities on debt securities issue	847,060	986,656	1,148,518	1,318,380	1,504,164	1,704,302	1,919,545	2,179,052
Subordinated liabilities	4,312,595	4,266,376	4,308,602	4,306,539	1,975,455	1,962,317	1,998,570	1,882,064
Leasing liabilities	902,843	942,856	978,393	968,749	629,323	637,185	638,211	602,192
Other liabilities	2,221,936	1,693,593	1,527,922	1,269,243	1,500,465	1,715,669	1,762,631	1,893,414
Current income tax liabilities	99,758	20,042	-	-	53,714	31,192	4,463	38,338
Deferred income tax provision	-	-	-	-	8,410	8,410	8,410	8,535
Provisions	1,090,075	899,852	704,417	659,410	540,925	522,029	507,410	531,061
TOTAL LIABILITIES	115,428,288	111,864,623	109,990,479	107,546,761	109,753,961	107,146,548	100,761,584	98,794,759
EQUITY								
Share capital	147,519	147,519	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	9,110,976	9,110,976	9,110,976
Other reserve capital	2,945,066	2,943,731	2,942,411	2,208,982	2,207,770	2,206,558	1,572,757	1,572,757
Revaluation reserve	(41,694)	83,571	163,483	255,833	214,271	187,298	133,205	125,251
Retained earnings	26,210	(127,649)	(259,757)	307,317	139,851	(91,651)	318,000	202,980
retained profit	(423,592)	(423,592)	(423,743)	(425,778)	(425,778)	(425,778)	202,919	(411,714)
net profit for the period	449,802	295,943	163,986	733,095	565,629	334,127	115,081	614,694
TOTAL EQUITY	12,188,077	12,158,148	12,104,532	12,030,527	11,820,287	11,560,600	11,282,357	11,159,383
TOTAL LIABILITIES AND EQUITY	127,616,365	124,022,771	122,095,011	119,577,288	121,574,248	118,707,148	112,043,941	109,954,142

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INVESTOR RELATIONS

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BNP PARIBAS

BNP Paribas Bank Polska Spółka Akcyjna with its seat in Warsaw at ul. Kasprzaka 2, 01-211 Warsaw, registered in the Register of Entrepreneurs of the National Court Register by the District Court for the capital city of Warsaw in Warsaw, XIII Business Division of the National Court Register under the number KRS 0000011571, with tax identification number (NIP): 526-10-08-546 and share capital of PLN 147 518 782 fully paid up.