

200
YEARS
BNP
PARIBAS



10 NOVEMBER 2022

PRESENTATION OF FINANCIAL PERFORMANCE FOR Q3 2022

BNP PARIBAS BANK POLSKA S.A. GROUP



BNP PARIBAS

AGENDA

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01

**KEY
HIGHLIGHTS**

Q3 2022 – results burdened with the credit holidays. Operating expenses and cost of risk under control

Business performance – continued growth in the corporate segment, impact of the macroeconomic environment on sales in the retail banking

STRATEGY & TRANSFORMATION

Consistent implementation of strategic priorities in an unfavourable economic and regulatory environment:

- sustainable growth (#positive, #up) and responsible transformation (#stronger, #together)
- further digitisation and increased use of remote channels and services by Customers
- improvement of service quality and Customer satisfaction, prestigious Newsweek and Forbes awards

BUSINESS ACTIVITY

RETAIL BANKING

- Impact of the macroeconomic environment on sales volumes. Decrease in the value of the portfolio additionally caused by the recognition of the impact of credit holidays
- Increase in Customer transactionality (cards, mobile transactions, digital wallets)
- Significant increase in the volume of term deposits, increased interest in investment products

CORPORATE & SME BANKING

- Another quarter of loan growth in the Corporate segment, increase in term deposits
- Further increase in cross-sell and transactionality. Growing revenues from cash management and FX transactions
- Double-digit growth in the volume of sustainable finance

FINANCIAL RESULTS

- Maintaining a stable core income on a normalized basis, i.e. excluding the impact of credit holidays (PLN 965 million in net interest income)
- Quarterly decrease in operating expenses – no significant IPS costs, lower marketing costs
- Good quality of the loan portfolio, low cost of risk
- PLN 189 million of net profit after three quarters of 2022 (-58% y/y); PLN 1,327 million of net profit w/o provision for CHF portfolio and credit holidays (+46% y/y)

net loss for Q3

PLN -347 m

normalized net profit for Q3*

PLN 569 m

+43% q/q, +60% y/y

gross loans

+1% q/q

+11% y/y

revenues

-62% q/q

-51% y/y

normalized revenues*

no change q/q

+29% y/y

* w/o credit holidays and CHF provision

GO beyond Strategy 2022-25

Key achievements in Q3 2022



#POSITIVE

- **Best ESG rating among Polish banks:** ESG Risk Rating awarded by Sustainalytics at **10.9**, indicating a low risk of a material negative impact of environmental and social impact management factors on the business.
- **New agreements to support energy efficiency projects in partnership** with the European Investment Bank: a EUR 100 million loan and a guarantee agreement for a portfolio of EUR 115 million under the Private Finance for Energy Efficiency (PF4EE) programme – a joint initiative of the EC and EIB.
- **Supporting farmers and agricultural producers in the transition** towards regenerative agriculture and climate change mitigation: the AgroEmisja greenhouse gas emissions calculator (with over 24,000 users and more than 4,000 reports generated).

#UP

- **Revolving loan for the food and agriculture sector** with free guarantee from the Agriculture Guarantee Fund (FGR) for 80% of loan value as well as 5% surcharge to loan interest through BGK.
- **Best Private Bank in Poland** award for BNP Paribas Wealth Management granted in the international Global Private Banking Innovation Awards contest (second year in a row).
- **My Premium Account:** the best in its category in the ranking of the banker.pl portal (third year in a row).
- First place in the **Traditional Banking** category in the Newsweek Friendly Bank ranking and second place in the **Forbes Friendly Bank** ranking.

#STRONGER

- Engaged in further development of Autenti (offering electronic document signing service) - participation in the next announced financing round, incl. expansion into foreign markets.
- **Improvements for Micro Clients:** modern accounting system (**GOKsięgowość**), payment terminal on the phone (**SoftPOS**), completely remote opening of a company account using biometrics and electronic signature
- Significant increase in the use of **the digital self-service zone** by SME and corporate Customers.
- Gazeta Bankowa award for the implementation of "Two Factor Authentication by Secfense - the shortest path to Zero Trust Security " - **a solution that increases cyber security.**

#TOGETHER

- Supporting employee driven networks: "Women changing BNP Paribas" ("Kobiety zmieniające BNP Paribas") (3 years in existence), "BNP Paribas Pride Poland", "Dad you have it like in a Bank" ("Tato, masz to jak w banku") and a network created by employees aged 50+ "Age of Agave" ("Wiek Agawy").
- Initiatives dedicated for employees: **2 Hours for Family** (fifth year in a row) and **2 Hours for Health.**
- Improving employee experience thanks to the enhancement of cooperation tools and the introduction of skills improvement and re-skilling programmes, expressed by an increase in the employee satisfaction ratio

PLN 5.7 billion

of sustainable financing
at the end of September 2022

88,000

Customers acquired in Q3

87% GOonline current

accounts opened in Q3 processed
fully automatically

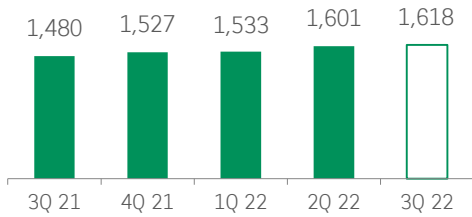
+21 (increase vs YE2021)

eNPS [Net Promoter Employee]
- employee satisfaction ratio improvement

#G0digital - statistics for Q3 2022

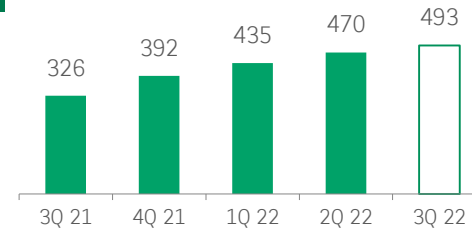
Consistent implementation of the digital agenda in the Agile@Scale model. Increased usage of remote channels

> Customers using digital channels [thous.]



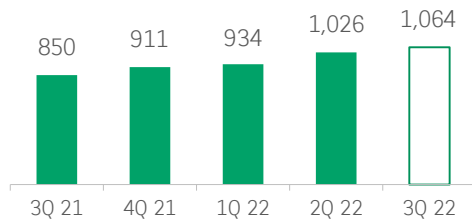
+1% q/q
+9% y/y

> Number of tokens in digital wallets [thous.]



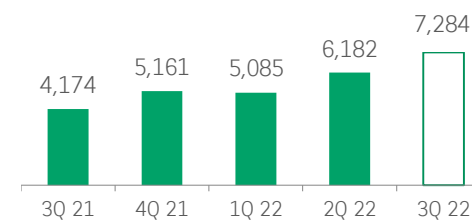
+5% q/q
+51% y/y

> G0mobile users [thous.]



+4% q/q
+25% y/y

> BLIK transactions quarterly [thous.]



+18% q/q
+75% y/y

#G0digital



G0mobile
deposit



G0dealer
application

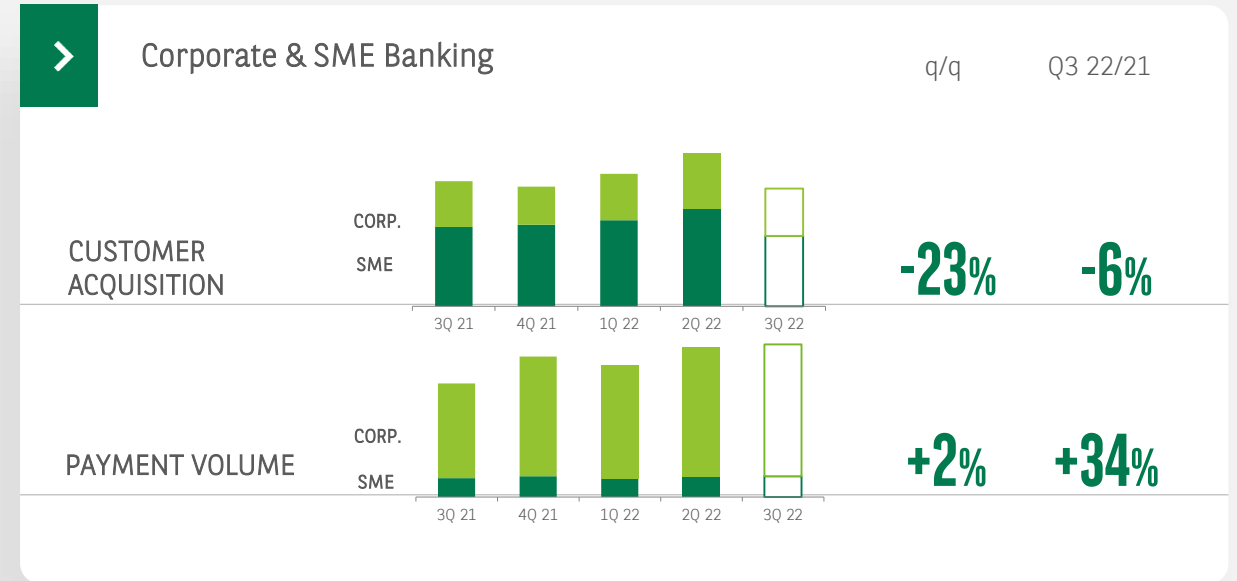
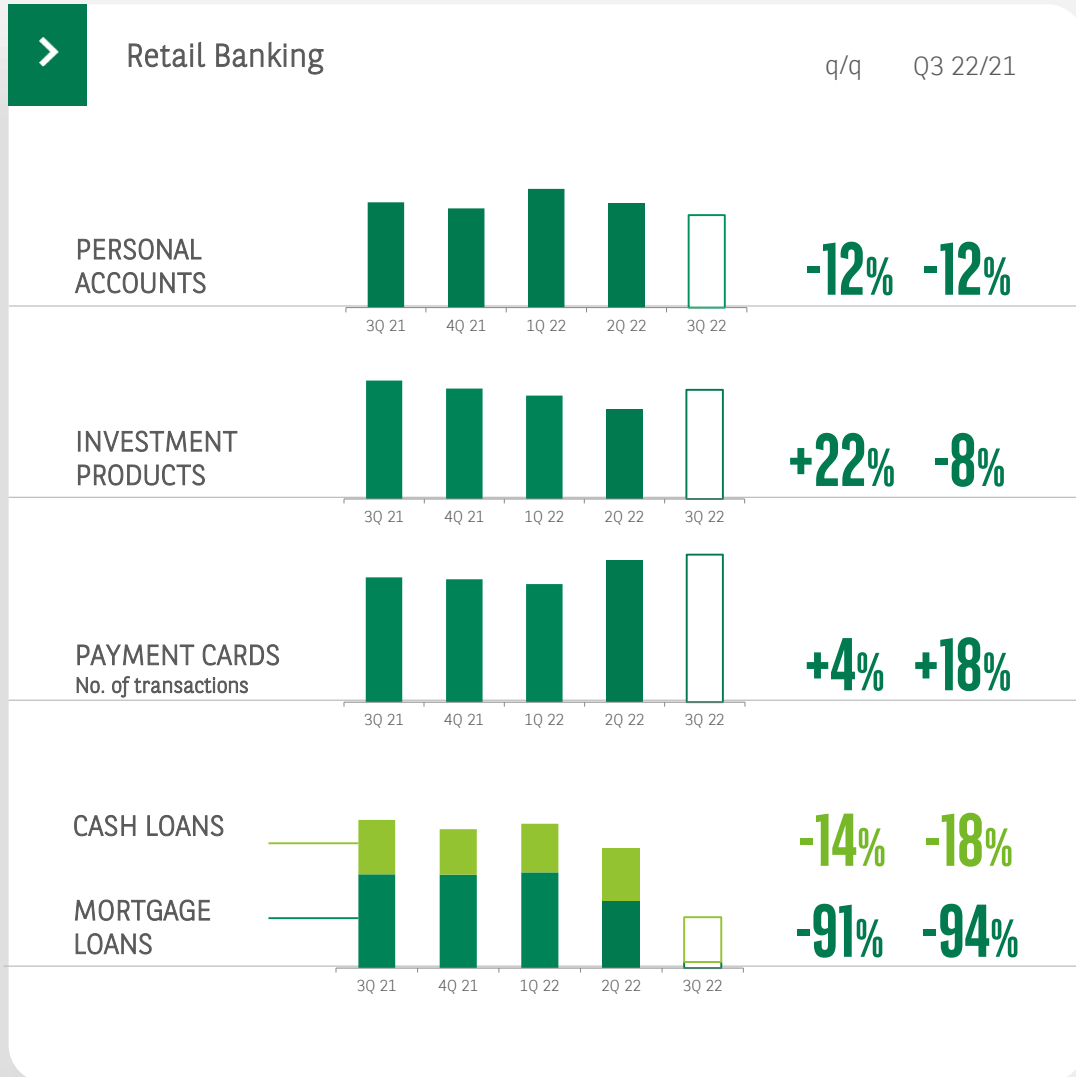


Open
banking



Customer business activity - sales & transactional trends

Sales volumes in retail banking impacted by market developments. Further increase in financing and transactionality of corporate clients



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

DIAGNOSTYKA
...więcej niż wynik

PLN 550 million
Financing of general corporate purposes (including capex and M&A)

BNP PARIBAS
Mandated Lead Arranger, Facility Agent

September 2022

GRUPA CAPITAL PARK

Royal Wilanów

EUR 66.5 million
Investment Loan

BNP PARIBAS
Mandated Lead Arranger, Facility Agent, Security Agent

September 2022

CARGOUNIT

PLN 100 million
Capex financing

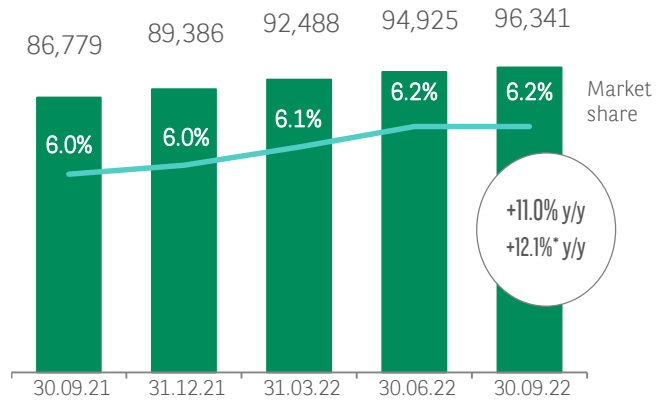
BNP PARIBAS
Mandated Lead Arranger, Agent, Security Agent

September 2022

Further growth in deposit volumes, lending growth maintained in the corporate segment

Negative impact of credit holidays on individual Customer's loans value, another quarter of growth in the enterprise segment

> Gross loans [PLN million]



-1.5% q/q
+0.9%* q/q

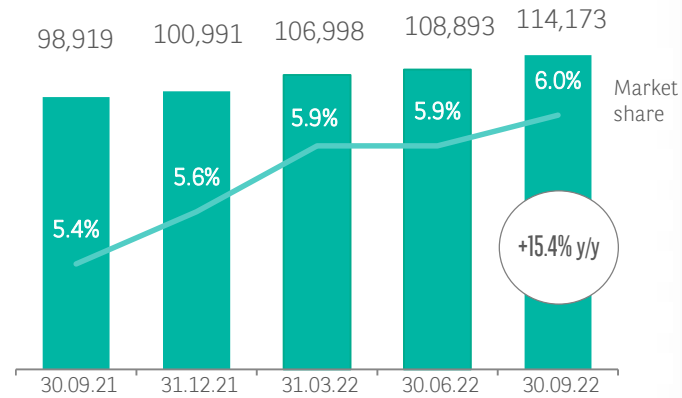
decrease in Individual Customer loans resulted from credit holidays impact (increase by +5.1% y/y; +7.7%* y/y), mortgage loans (-2.3% q/q, +6.3% y/y)

+3.7% q/q

increase in Institutional Customer loans (+15.5% y/y), the highest dynamics in enterprises +5.3% q/q (+23.0% y/y)

* w/o impact of credit holidays

> Customer deposits [PLN million]



+5.9% q/q

increase in Individual Customer deposits (+15.5% y/y)

+4.0% q/q

increase in Institutional Customer deposits (+15.4% y/y)

> Number of Customers [thous.]



no change q/q

no material change in the number of Individual Customers (increase by +3.9% y/y)

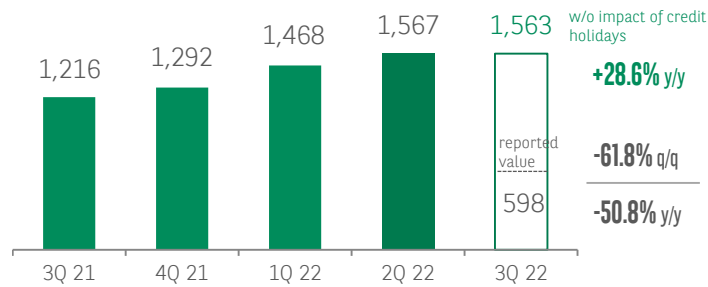
-0.9% q/q

decrease in the number of micro, SME and Corporate Customers (increase by +2.3% y/y)

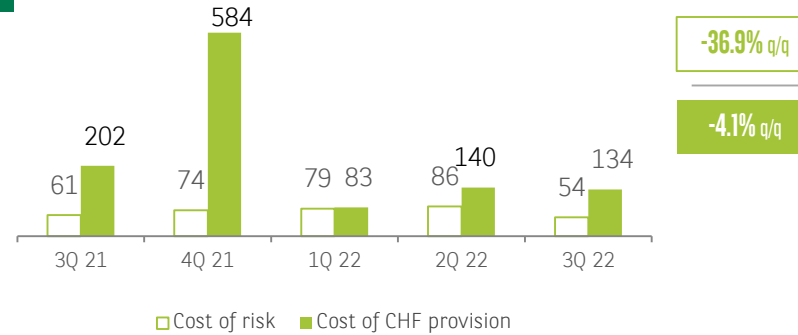
Quarterly results burdened with the impact of credit holidays

Stable level of revenues on a normalised basis. Decrease in operating expenses and cost of risk

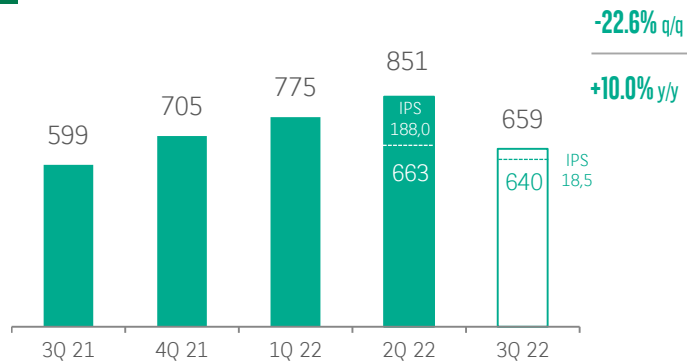
Net banking income [PLN million]



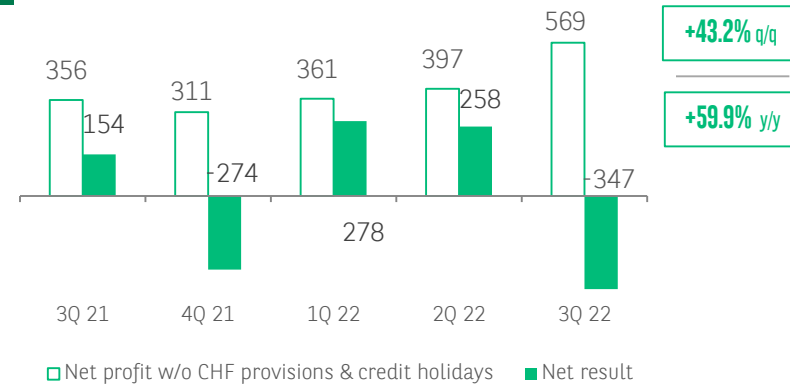
Cost of risk and cost of CHF provision [PLN million]



Operating costs [PLN million]



Net result [PLN million]



Net banking income negatively impacted by credit holidays (PLN -965 million recognized in the net interest income).

Maintaining the quarterly level of net banking income on a normalised basis.

Operating costs under control. Quarterly increase y/y below the level of inflation. Quarterly decrease related to the lack of comparable IPS costs.

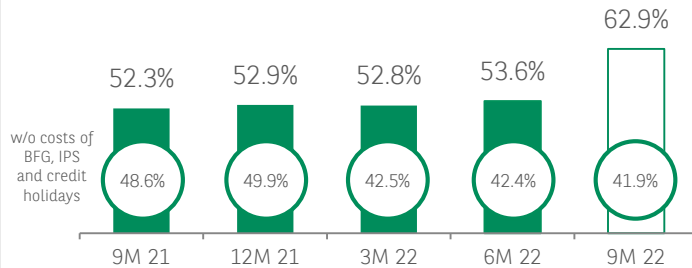
Stable cost of risk level resulting from the sustained good loan portfolio quality.

PLN 347 million net loss in Q3 2022. On a normalised basis, i.e. without the impact of credit holidays and CHF provision costs, the net profit in Q3 2022 would amount to PLN 569 million and be 43.2% higher q/q and 59.9% y/y.

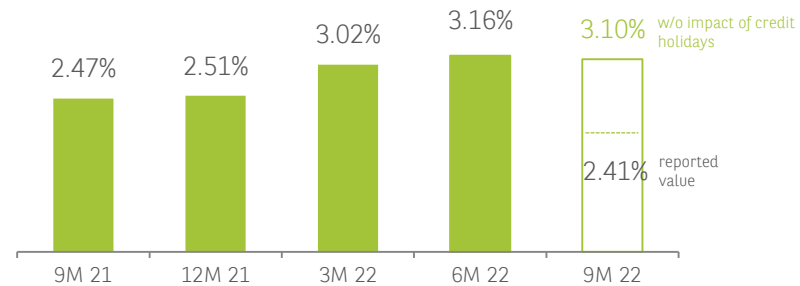
Profitability under pressure from external factors

Negative impact of credit holidays, BFG and IPS costs. Improvement of normalised ratios

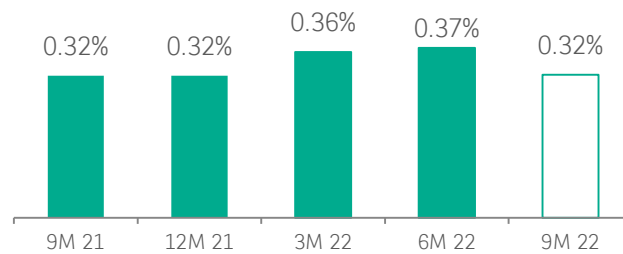
> Cost / Income [%]



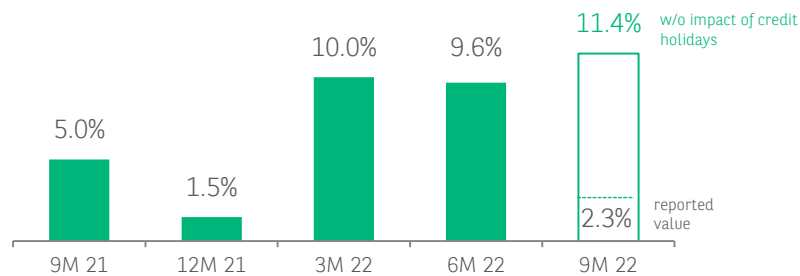
> Net interest margin on assets [%]



> Cost of risk [%]



> ROE [%]



Deterioration of the reported Cost / Income ratio as a result of recognising the credit holidays in net interest income.

Excluding costs of BFG, IPS and credit holidays, the ratio would be 41.9% (-0.5 pp vs 6M 22 and -6.7 pp vs 9M 21).

Persistently low cost of risk level, lower negative impact of provisions for court proceedings related to CHF mortgages.

ROE at the level of 2.3%. Excluding the impact of credit holidays, ROE would be 11.4%.

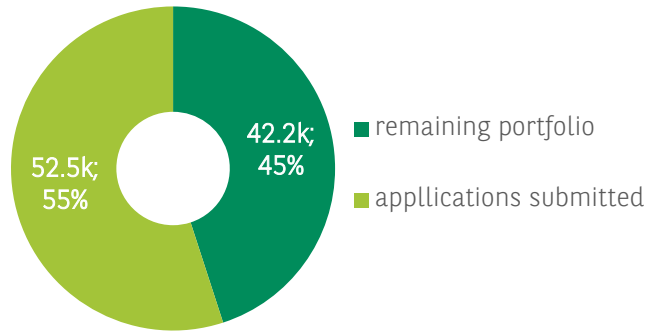
Results of 9M 2022 negatively impacted by PLN 965 million of credit holidays and PLN 358 million of BFG and IPS costs (PLN 228 million higher than in 9M 2021; +174.9% y/y).

Credit holidays

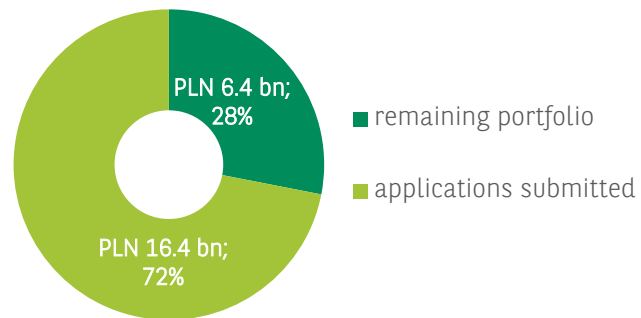
Main assumptions of the estimated impact on the result and statistics in Q3



Number of Clients who submitted applications for credit holidays regarding at least one loan instalment in Q3



Value of the portfolio of Clients who submitted applications for credit holidays regarding at least one instalment in Q3



Main assumptions of the Act on crowdfunding for business ventures and assistance to borrowers:

- possibility of suspending loan instalment repayments, a maximum of 8 instalments (4 in 2022 & 4 in 2023)
- it applies to all mortgage borrowers who have loans in PLN

Impact for the largest banks in the sector (based on banks' own estimates) at the level of ca. **PLN 12.4-12.8 billion**.

Credit holidays, by targeting all type of PLN mortgages (fixed rate and floating rate) and all type of clients, have created a global uncertainty on the profitability of future mortgage loans in Poland.

Impact of credit holidays on the Bank's Q3 results:

- **PLN 965 million** recognized in the net interest income, assuming that from 75% to 80% of Clients* will apply for the suspension of 8 loan instalments
- 55% of Clients submitted applications in Q3 for the suspension of at least one loan instalment for Q3 or forthcoming quarters, which constitutes **72% of the total value of mortgage loans in PLN**
- in Q3, applications regarding suspension of two loan instalments constituted of **67%** of the volume of mortgage loans, and applications regarding one instalment – **2%** of the portfolio

* % of the value of the Clients' portfolio



02

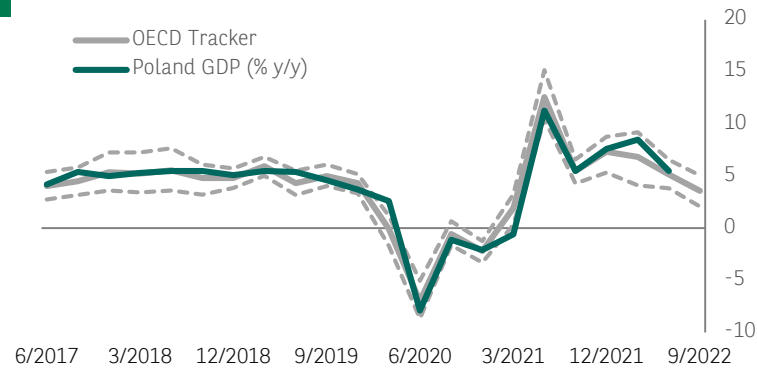
**MACROECONOMIC
ENVIRONMENT**

GDP and economic outlook

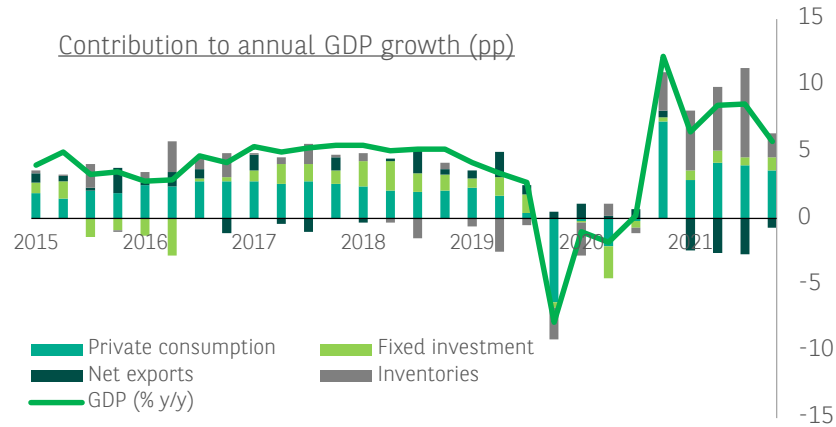
Inflation still on a rising path; uncertainty over the economic outlook remains huge



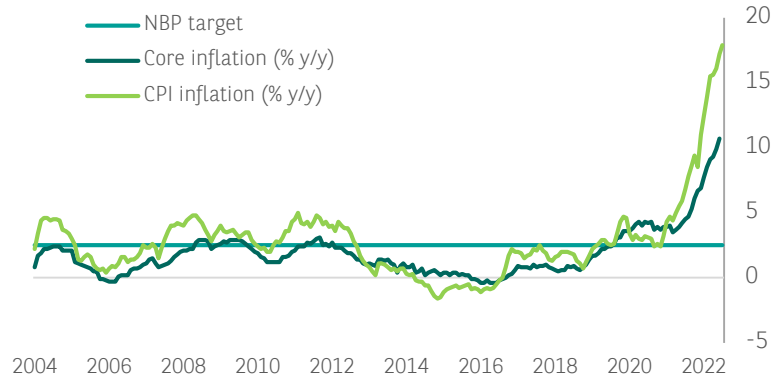
Poland's economy slowing in Q2 2022



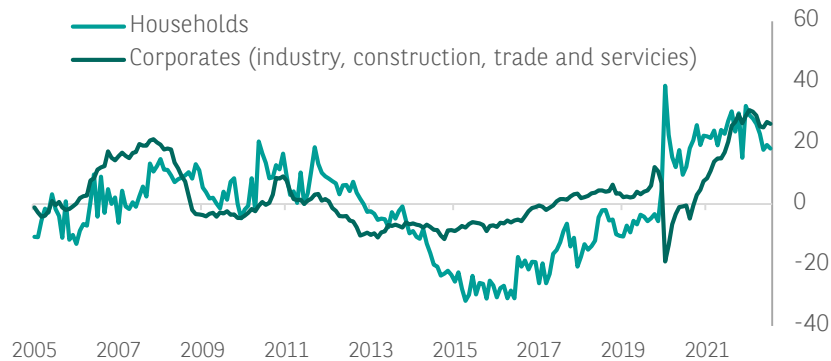
Contribution to annual GDP growth (pp)



Inflation and inflation expectations at record highs



Inflation expectations (vs long-term average)



After a strong start to the year, the Polish economy has entered a weakening phase. In the second quarter, GDP rose by 5.5% compared to 8.5% y/y in the first quarter.

Uncertainty about the path of economic growth remains huge, largely related to the course of the war in Ukraine and high inflation.

Since mid-2021, the prices of raw materials have soared and remain at high levels, adding to price pressures in the global economy.

Supply factors translate into higher prices also in Poland. In September, CPI inflation accelerated to nearly 18%. Its further path depends both on the global backdrop, domestic demand pressure, as well as decisions on regulated prices (electricity and gas) and indirect taxes (anti-inflation shields).

In recent months, due to weakening demand, inflation expectations of companies and households have started to stabilise, though they remain very high.

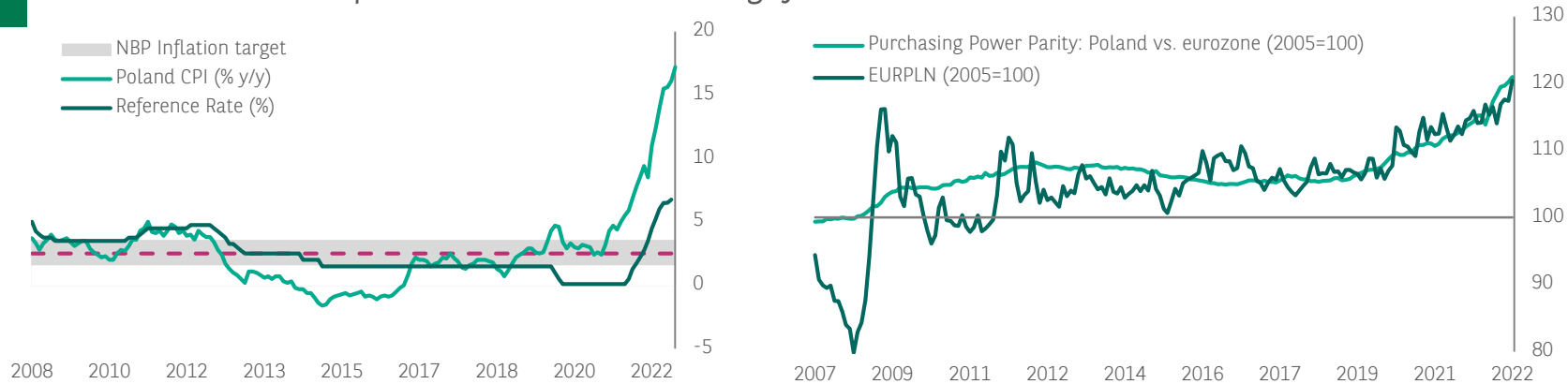
Source: GUS, Eurostat, OECD, Macrobond, BNP Paribas

Monetary policy, exchange rate and the banking sector

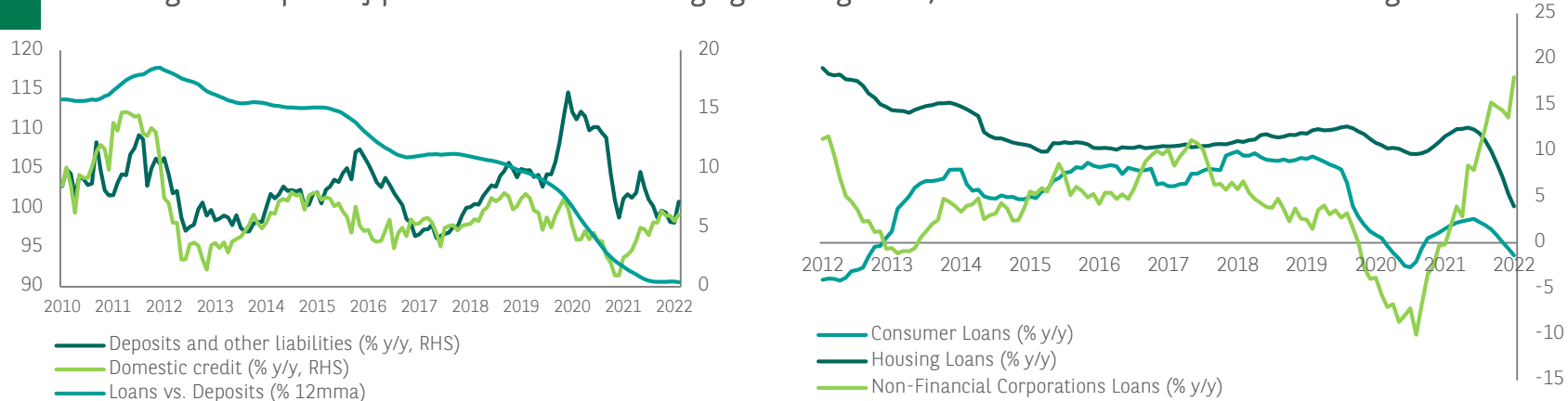
NBP pauses interest rate hike cycle; households' credit demand slowing down sharply



Poland's central bank pauses the interest rates hiking cycle



Banking sector: pace of private sector de-leveraging slowing down, households' credit demand slowing



Since October last year, the Monetary Policy Council has been conducting a monetary policy tightening cycle. The NBP reference rate rose to 6.75%.

Comments of MPC members, including the NBP governor, suggest that the Council did not end the cycle of rate hikes, but merely paused it in September. Further decisions on interest rate changes may depend on the path of the November's inflation projection.

The zloty exchange rate remains largely in line with economic fundamentals, including the PPP.

In previous quarters, strong economic growth contributed to an increase in demand for credit, accompanied by a moderate increase in deposits.

However, in recent months, the deteriorating economic outlook and higher interest rates have triggered a decline in demand for loans in the household segment.

Source: GUS, Eurostat, NBP, KNF, Macrobond, BNP Paribas



03

**FINANCIAL
RESULTS**

Key financial data - 9M 2022

Net result significantly affected by the credit holidays. Increase in IPS & BFG regulatory costs

> Financial results

Net profit	PLN 189 million	-58.0% y/y (PLN -261 million)
Net profit w/o provision for CHF portfolio and credit holidays	PLN 1,327 million	+45.7% y/y (PLN +416 million)
Net banking income	PLN 3,632 million	+3.3% y/y (PLN +115 million), of which: net interest income: PLN 2,276 million, +0.0% y/y NII w/o credit holidays: PLN 3,241 million, +42.4% y/y net fee & commission income: PLN 875 million, +17.1% y/y net trading income: PLN 481 million, -2.4% y/y
Expenses	PLN 2,285 million	+24.3% y/y (PLN -446 million)
Expenses (w/o BFG & IPS)	PLN 1,926 million	+12.8% y/y (PLN -218 million)
C/I Ratio	62.9%	+10.6 pp y/y
C/I Ratio (w/o BFG, IPS & credit holidays)	41.9%	-6.7 pp y/y
Cost of provision for CHF portfolio	PLN 357 million	-22.6% y/y (PLN +104 million)
Net impairment write-offs	PLN 219 million	+14.0% y/y (PLN -27 million)

> Volumes

Assets	PLN 146 billion, +14.7% y/y
Loans (gross)	PLN 96 billion, +11.0% y/y
Customer deposits	PLN 114 billion, +15.4% y/y
Equity	PLN 11 billion, -10.9% y/y

> Indicators

Capital Adequacy Ratio	14.86%
Tier 1	10.67%
MREL consolidated (% TREA)	16.30%
MREL standalone (% TREA)	15.57%
Net loans/deposits	81.6%
ROE	2.3%
LCR	154%
NSFR	128%

Loan portfolio

Continued growth of Institutional Customers portfolio, decline in the value of Individual Customer loans as a result of credit holidays

Gross Customer loans* [PLN million]



Increase in the loan portfolio value by 11.0% y/y (+1.5% q/q)

- q/q dynamics: starting from Q3 21: +4.4%, +3.0%, +3.5%, +2.6%; +1.5%

Individual Customers' portfolio – increase by 5.1% y/y (-1.5% q/q)

- q/q dynamics: starting from Q3 21: +5.1%, +3.0%, +1.7%, +1.8%, -1.5%
- quarterly decrease in the value of PLN mortgage loans (-3.5% q/q, +7.4% y/y) as a result of credit holidays (gross book value of loan portfolio decreased by PLN 965 million), increase in cash loans (+5.3% y/y, +1.7% q/q)

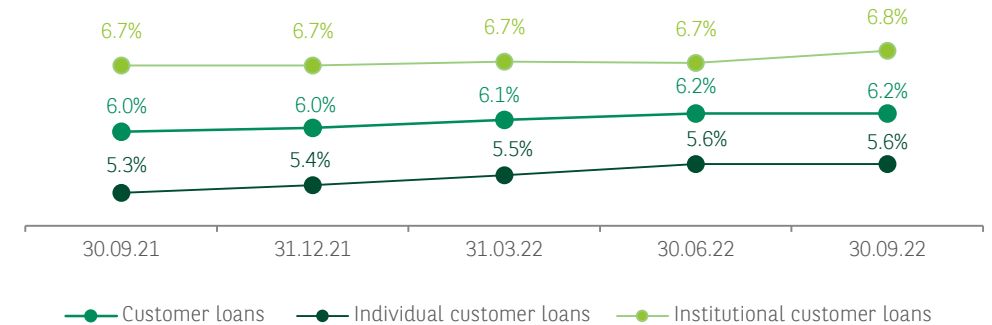
Institutional Customers' portfolio - increase by 15.5% y/y (+3.7% q/q)

- q/q dynamics: starting from Q3 21: +3.8%, +3.0%, +4.8%, +3.2%, 3.7%
- the highest dynamics in the portfolio of enterprises (+23.0% y/y, +5.3% q/q) and leasing (+15.0% y/y, +1.2% q/q)

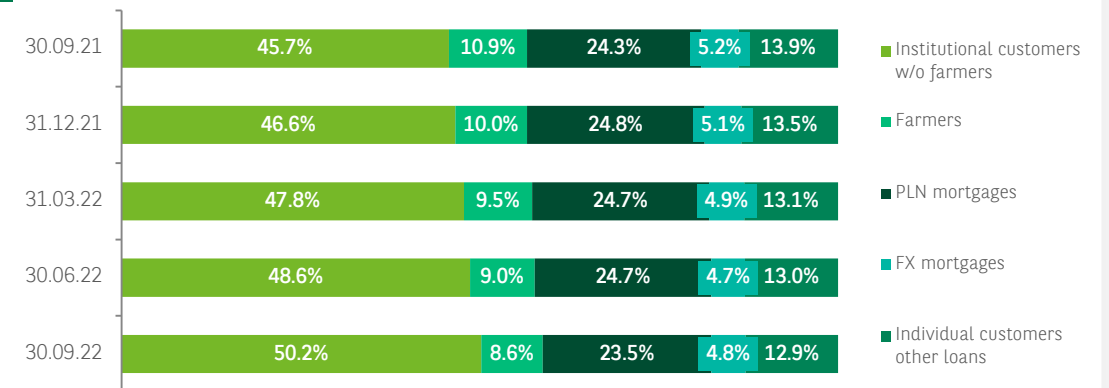
* including the portfolio measured at fair value

** w/o credit holidays

Market shares [%]



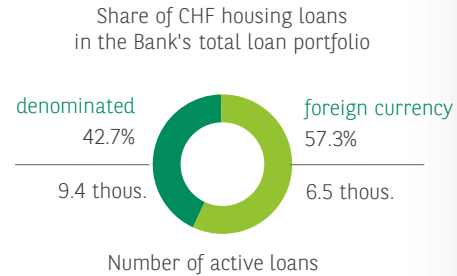
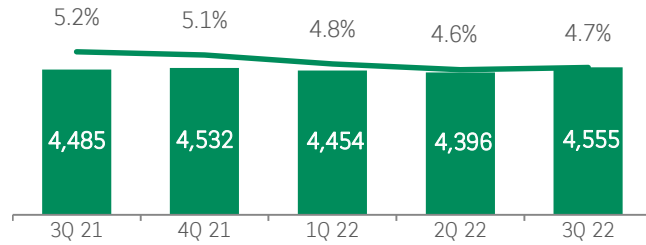
Gross loans structure [%]



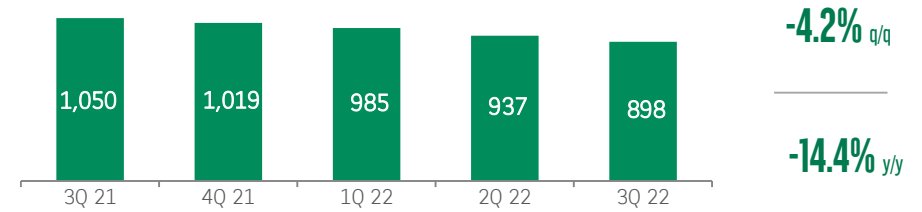
CHF mortgage loan portfolio

Further increase in the level of provisions and the coverage ratio of the CHF portfolio. Settlements with Clients on individual terms ongoing

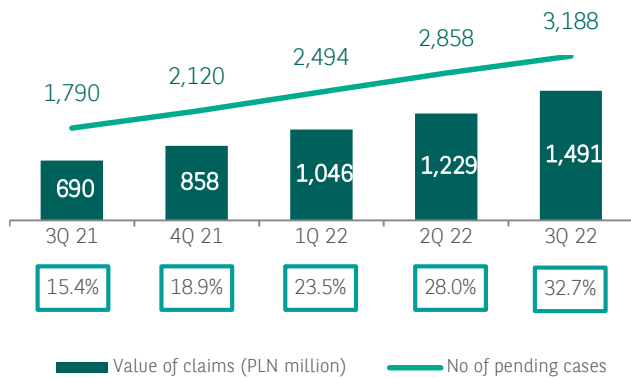
Gross CHF mortgage loans [PLN million]



Gross CHF mortgage loans [CHF million]



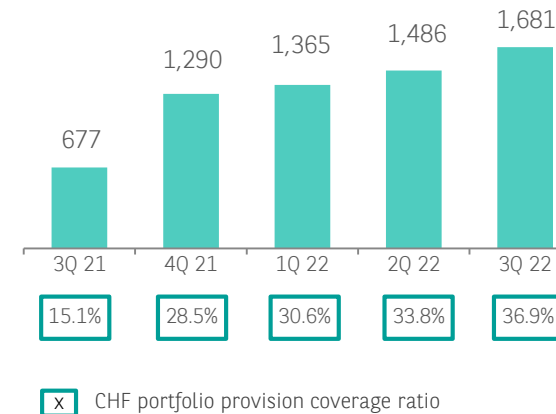
Customers' lawsuits



- In Q3 2022: **401 new lawsuits** (431 in Q2 2022), 71 cases concluded q/q.
- In **229 validly concluded proceedings**: 167 cases ended unfavourably and 62 favourably for the Bank of which, in 23 cases, the Customers' claims were dismissed, and the rest of the proceedings were discontinued as a result of concluding settlements.

x Ratio of the value in dispute to the portfolio balance value

Value of provision at the end of the period [PLN million] and portfolio coverage ratio

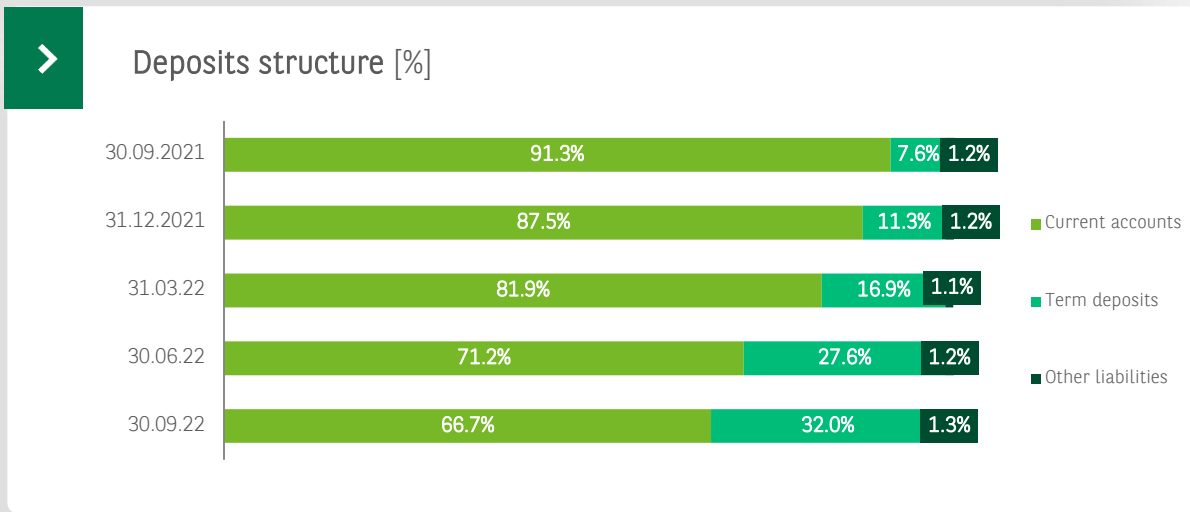
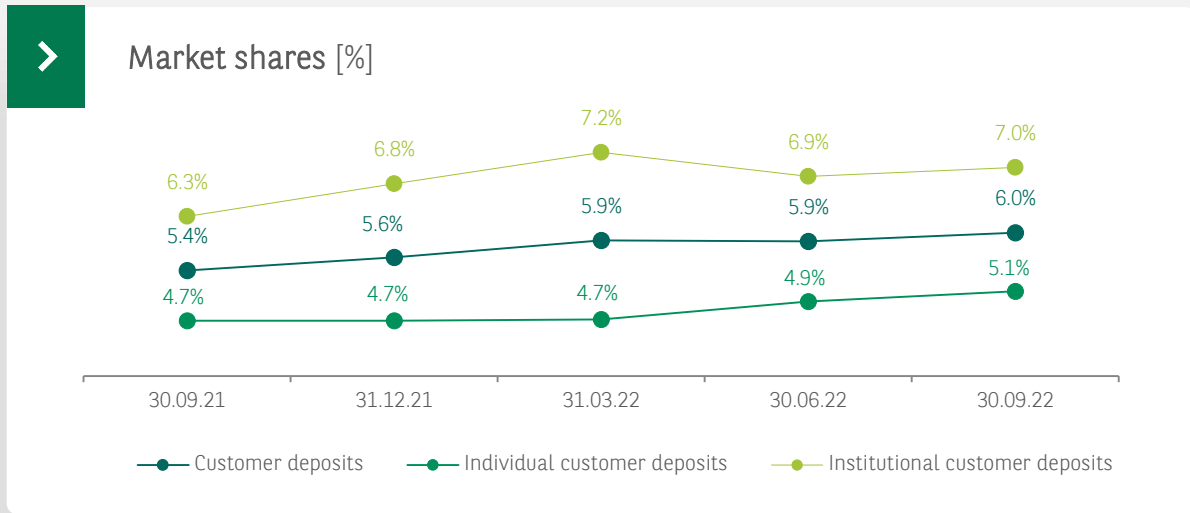
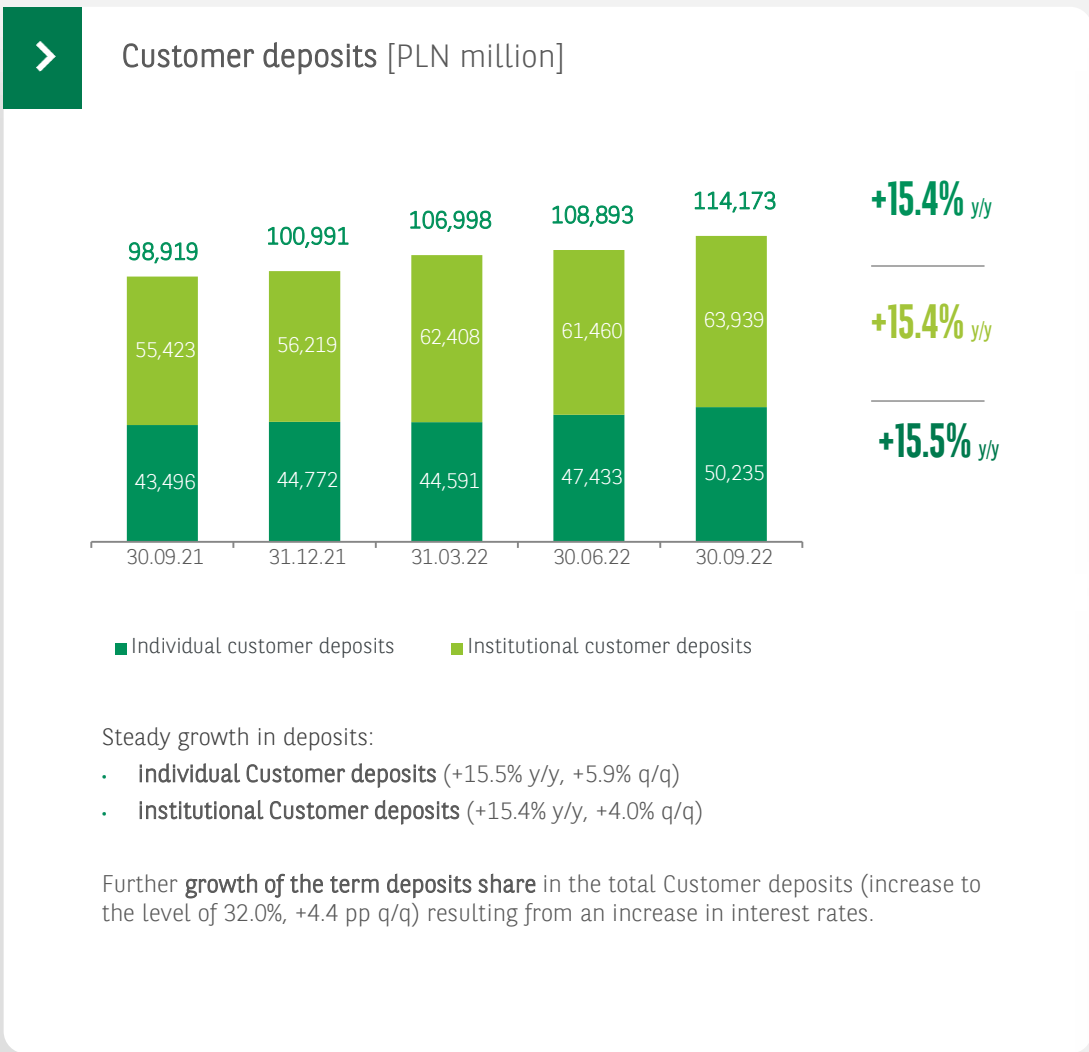


- Since December 2021 extended scope of **offering settlements on individual terms negotiated with Borrowers**.
- Results of individual negotiation of settlements with Customers as at 30.09.2022:
 - ✓ **4,760** individual offers presented to the Customers (+29.4% q/q),
 - ✓ **1,091** negotiation proposals accepted by the Customers (+38.3% q/q),
 - ✓ **825** settlements concluded (+46.3% q/q).

x CHF portfolio provision coverage ratio

Customer deposits

Increase in deposits in both Customer segments. Change in the structure of deposits – growing share of term deposits



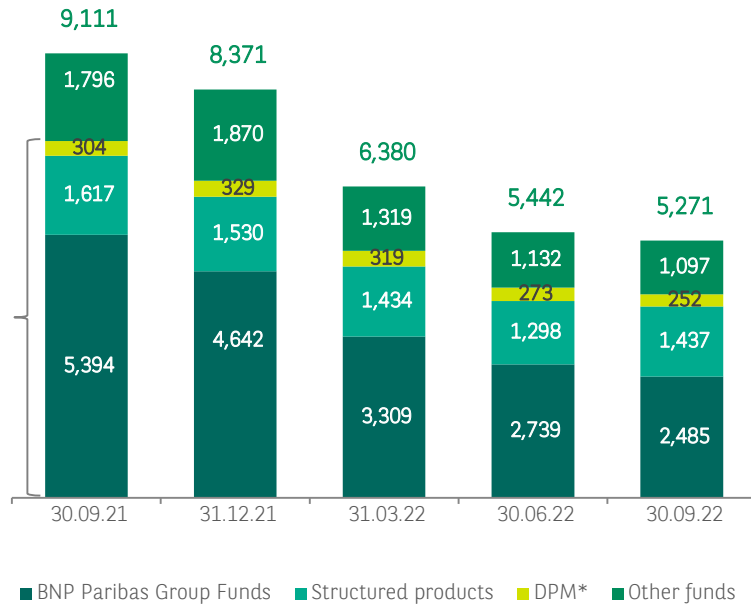
Investment products

Stabilisation of the volume of investment products, slowdown in the scale of outflows from investment funds



Investment products [PLN million]

-42.9% y/y
(-3.1% q/q)
Assets under management



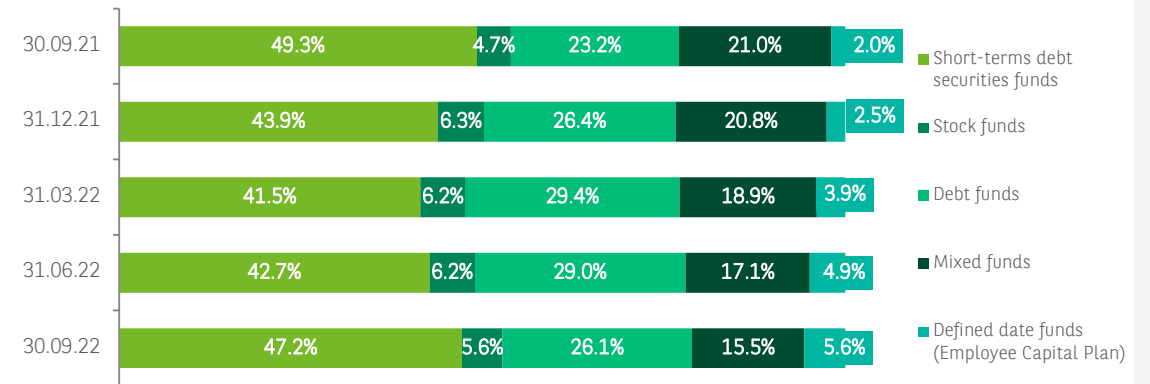
* Discretionary Portfolio Management

Investment products volume decrease by 42.1% y/y (by 3.1% q/q)

- impact of volatile environment and high interest rates,
- decrease in funds invested in BNP Paribas Group investment funds (-53.9% y/y, -9.3 q/q). In recent months, there has been a noticeable slowdown in the scale of outflows from funds managed by BNP Paribas TFI and the growing interest of Customers in sub-funds investing mainly in the market of short-term debt instruments.

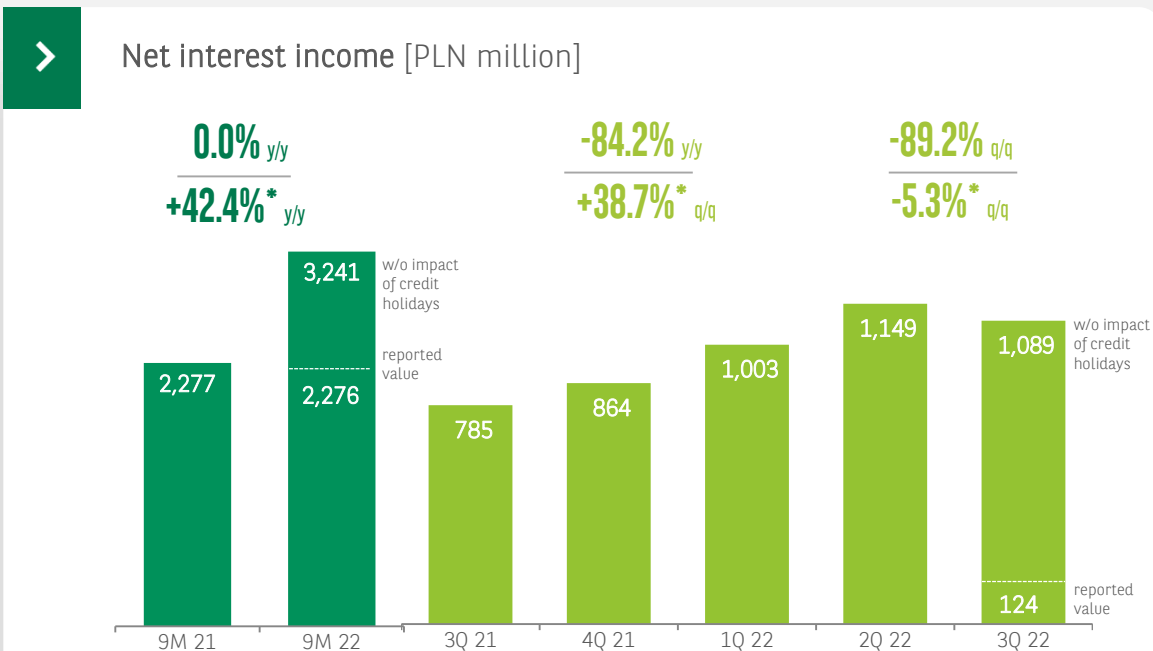


Structure of BNP Paribas TFI investment products [%]



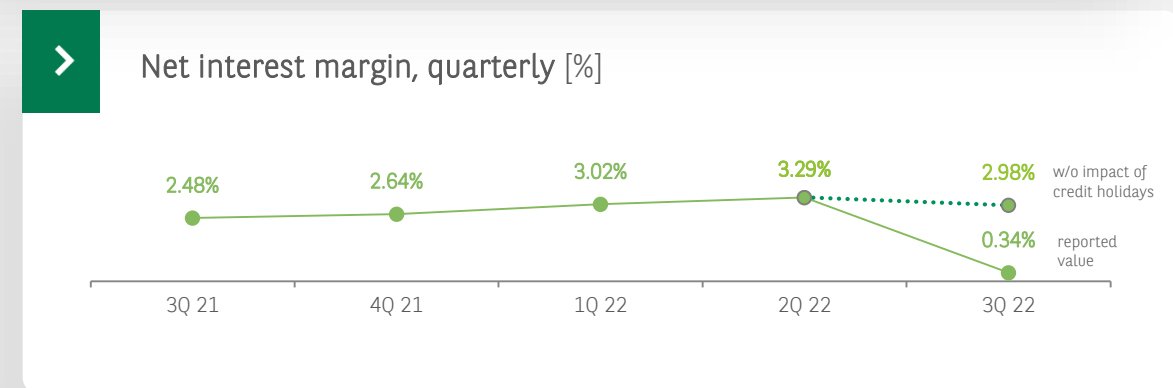
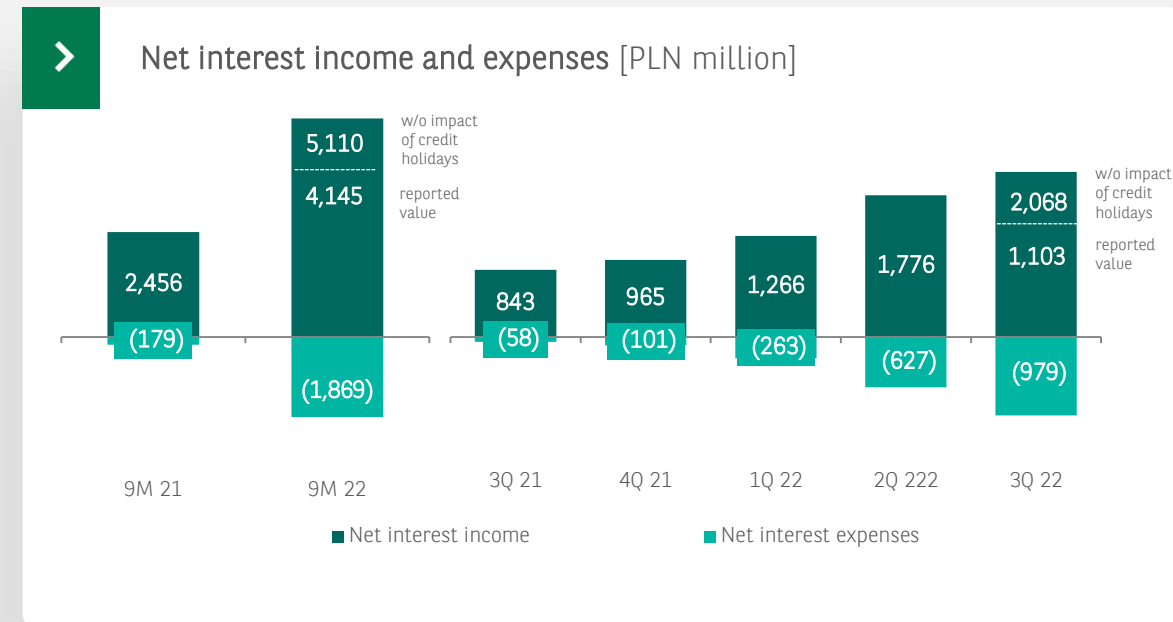
Net interest income

Recognition of negative impact of credit holidays on Bank's results in Q3 2022. Further increase in the cost of deposits



- Positive impact of the increase in NBP interest rates on deposit and credit margins realised in 9M 2022 vs 9M 2021 (reference rate higher by +665 bps y/y) consumed by recognising the credit holidays in the amount of PLN 965 million in Q3 2022.
- The cost of clients' deposits in PLN at the end of September 2022 was higher by 251 bps y/y and 65 bps q/q.
- PLN 29 million in Q3 for reimbursement of fees incurred until the mortgages are registered.
- Interest income on derivatives as part of fair value hedge accounting lower by PLN 517 million y/y and by PLN 78 million q/q.
- Negative impact on NII of a changed approach in the managing of a liquidity position in foreign currencies through replacing FX swaps by balance sheet operations.

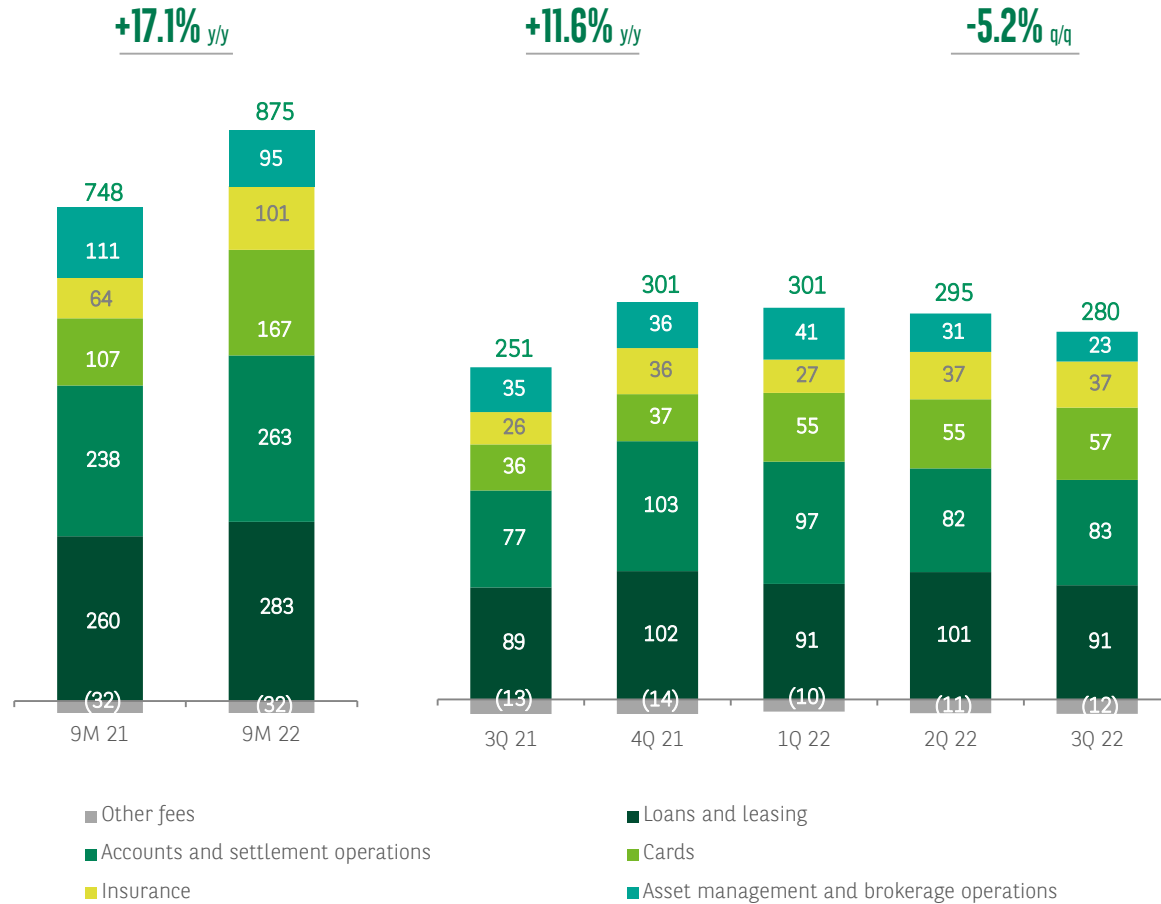
* w/o impact of credit holidays



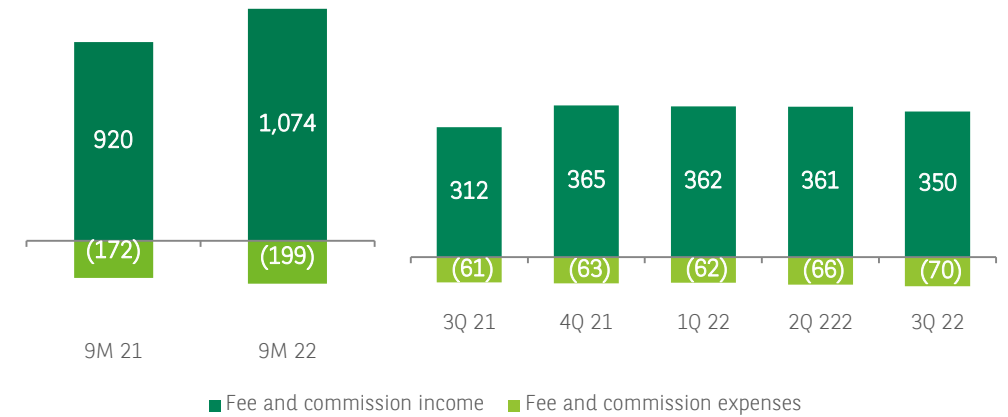
Net fee and commission income

Quarterly NF&C income at a satisfactory level in the environment of rising interest rates

Net fee and commission income [PLN million]



Fee and commission income and expenses [PLN million]



Net fee and commission income higher y/y in all categories resulting from increased Customer activity, sales of banking products and services and revision of the fee and commission table.

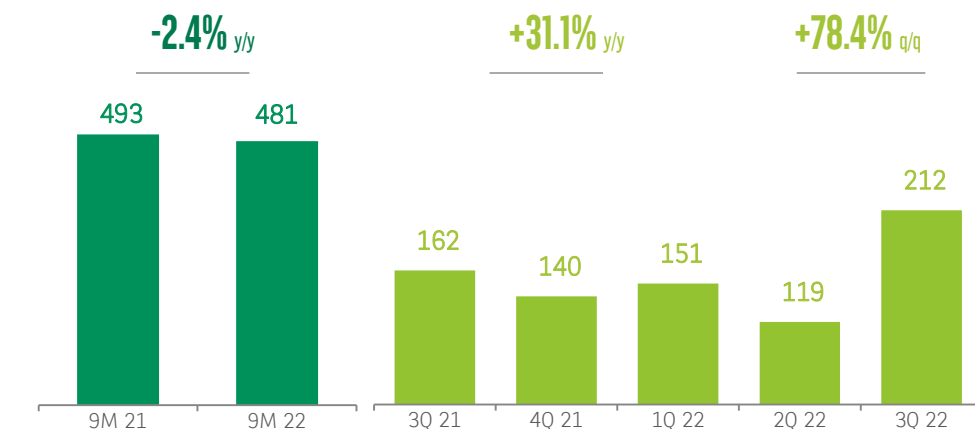
Decrease in the level of quarterly results resulting from:

- lower loan commissions,
 - decrease in fees for asset management and brokerage operations,
- in parallel with:
- increase in fees for operations with payment cards related to, inter alia, a further increase in the number of transactions carried out by individual clients,
 - increase in fees for payments and electronic banking in the enterprise segment.

Net trading and investment income

Maintaining a high level of the result on Customer transactions, change in the managing of the FX position.
Positive valuation of the portfolio of loans measured at FV

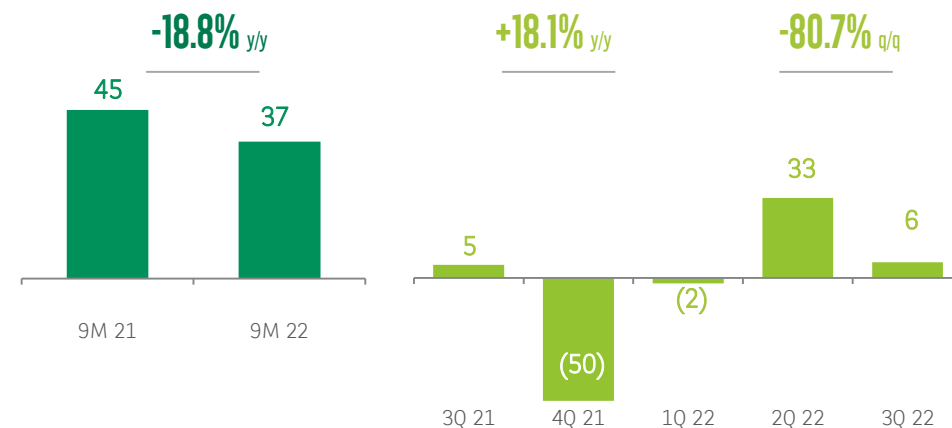
> Net trading income [PLN million]



[PLN million]	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Result on Customer transactions	142	157	178	196	196

- Lower net trading result for 9M 2022 due to decrease in FX swap results, valuation of equity instruments and valuation of IRS hedging the loan portfolio measured at FV. The aforementioned negative factors were almost entirely neutralised by an increase in the result on transactions with Customers (+37.3% y/y).
- Increase in net trading income in Q3 vs Q2 2022 mainly as a result of:
 - ✓ improved result on FX swap transactions - changed approach in the managing of a liquidity position in foreign currencies through replacing FX swaps that would generate a negative trading income in the current market environment by balance sheet operations. As a result of this change the cost of managing liquidity position decreased the NII for Q3 2022,
 - ✓ improved valuation of the IRS hedging the loan portfolio measured at FV and valuation of equity instruments.

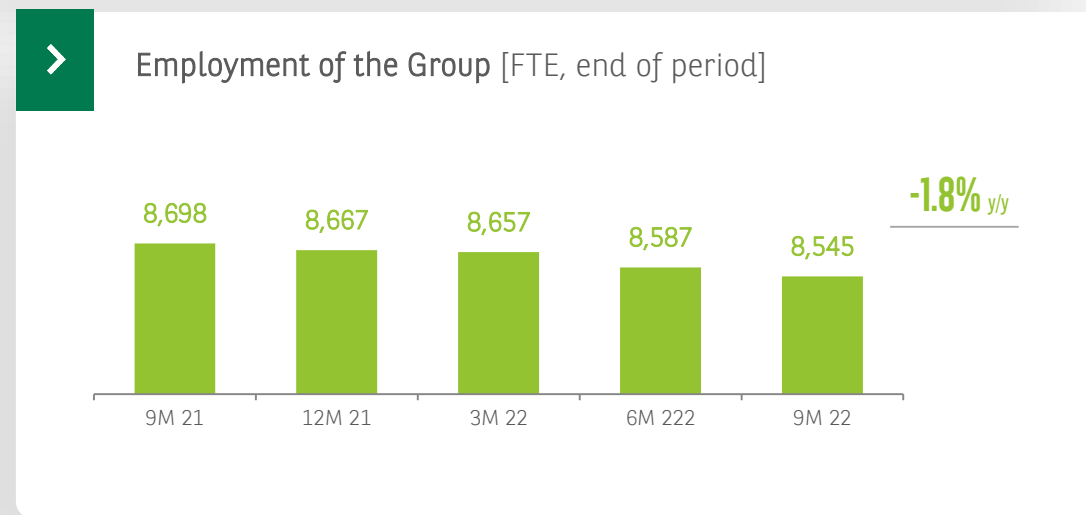
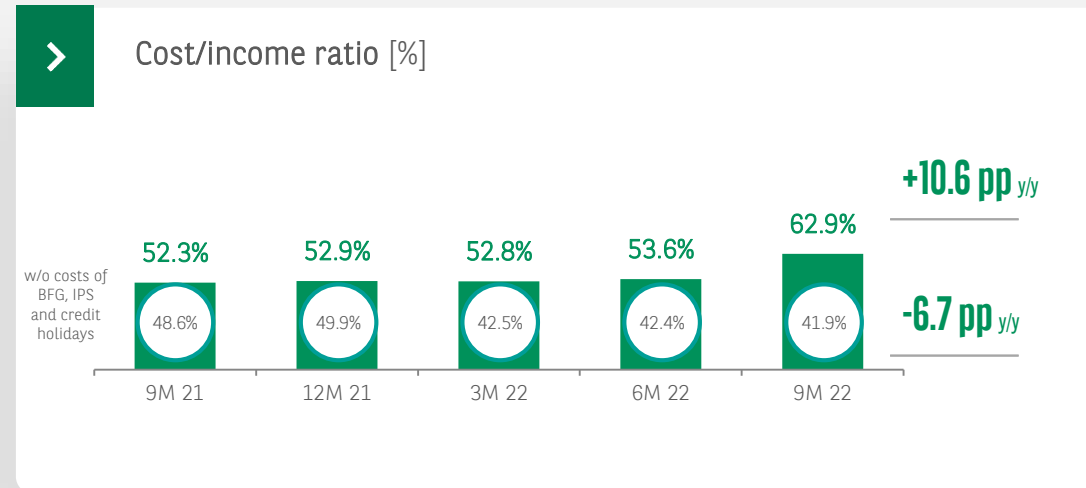
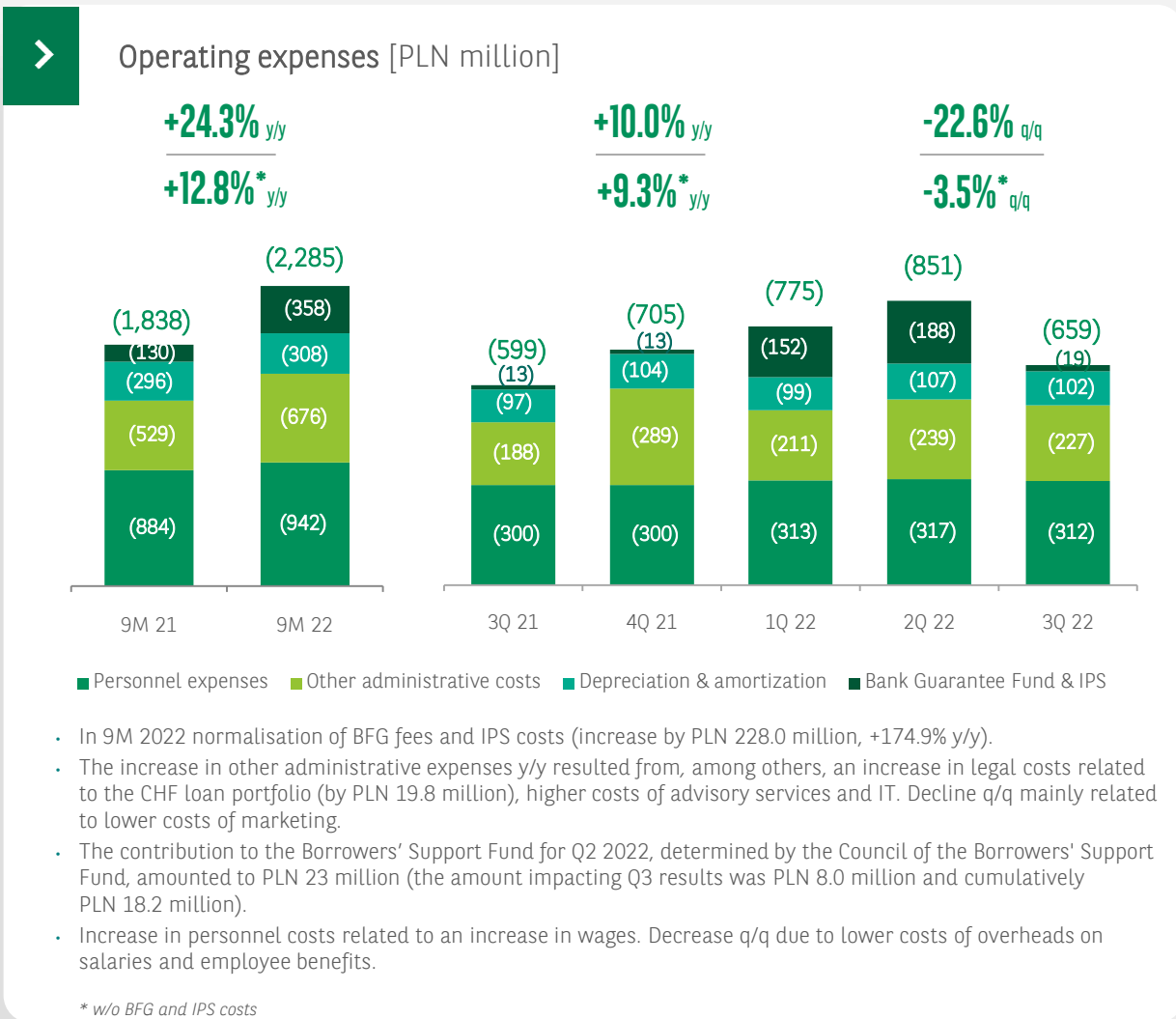
> Net investment income [PLN million]



- Decrease in the net investment income after 9M 2022 due to the lower result on sale of debt instruments with a simultaneous improvement in valuation of the portfolio of loans measured at fair value.
- The valuation of the portfolio of loans measured at fair value (FV) amounted to PLN +6.3 million in Q3 2022 compared to PLN +32.8 million in Q2 2022, and PLN -5.6 million in Q1 2022.

Operating expenses, depreciation and amortization

Operating expenses under control supported by the lack of comparable IPS costs

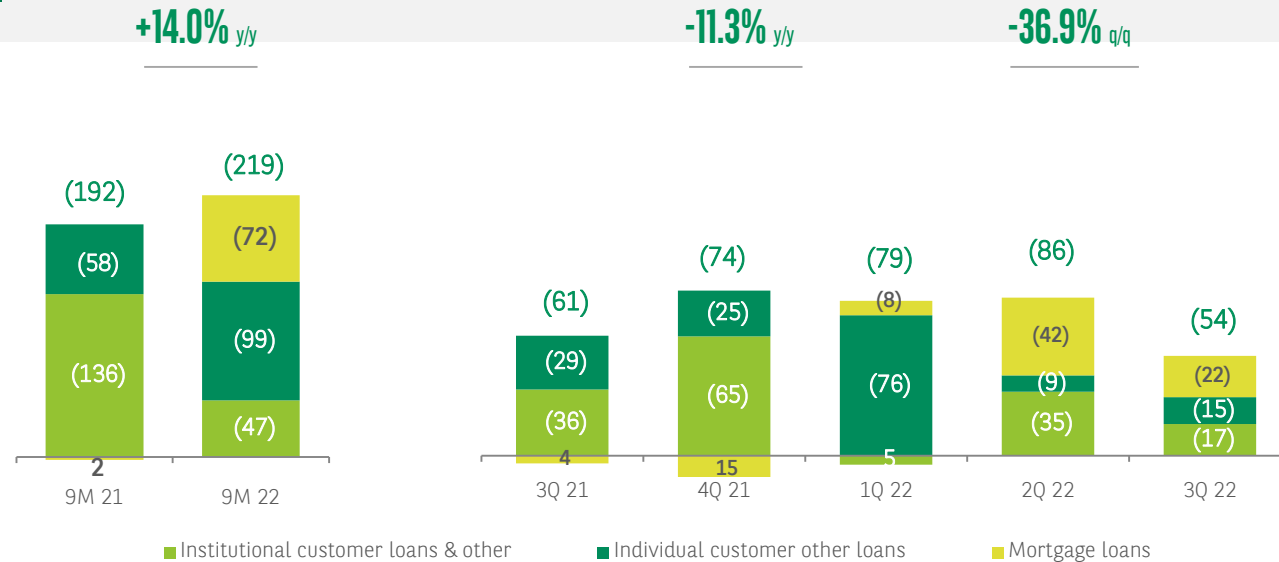


Net impairment losses

Low cost of risk reflecting the resilience and good quality of the loan portfolio



Cost of risk by segments [PLN million]



[bps]	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Quarterly cost of risk*	(29)	(34)	(36)	(37)	(23)

* 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).

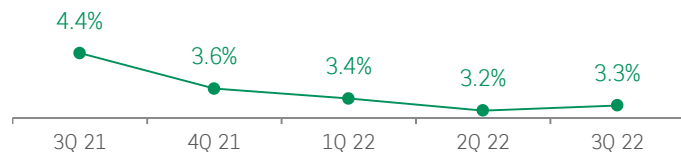
The low cost of risk in Q3 2022 was influenced by the continued good quality of loan repayments and the resulting low level of entry into Stage 3, as well as a joint positive impact of the following factors:

- a decrease of PLN 37 million in provisions related to macro due to the adaptation of the method of determining provisions for risk factors not directly included in the model,
- an increase in the level of provisions by PLN 21 million in the PLN mortgage loans portfolio dedicated to clients who are the most sensitive to the current macroeconomic situation (creation of additional provisions for potential future materialization of risk),
- release of provisions in the total amount of about PLN 16 million as a result of increased granularity and update of LGD parameter.

Loan portfolio quality

Stable NPL ratio level in the Bank

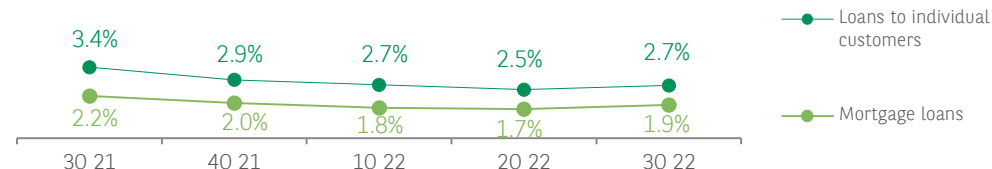
> Total loans – NPL ratio*



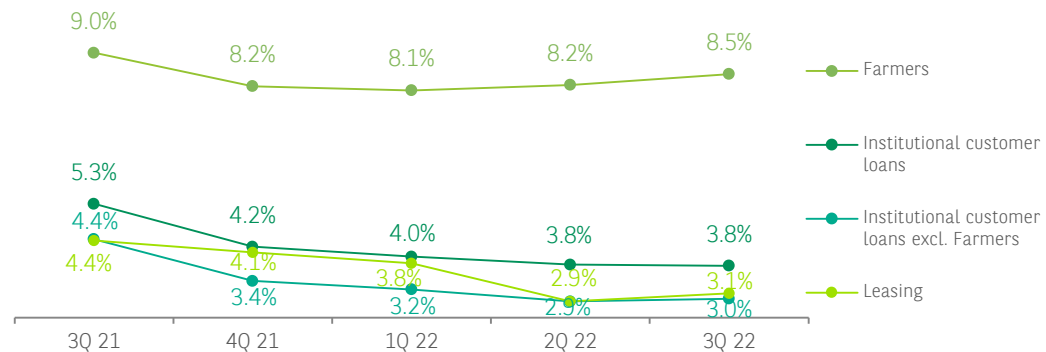
NPL ratio for loan portfolio measured at amortised cost, excluding impact of credit holidays, would amount to **3.2%** at the end of Q3 2022

NPL ratio for both loan portfolios in total (measured at fair value and at amortised cost) was **3.4%** at the end of Q3 2022

> Loans to Individual Customers – NPL ratio*

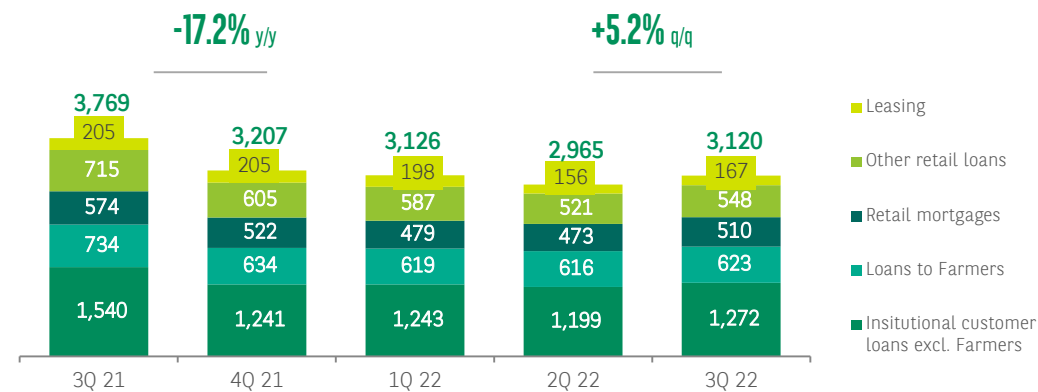


> Institutional loans – NPL ratio*



* portfolio measured at amortized cost

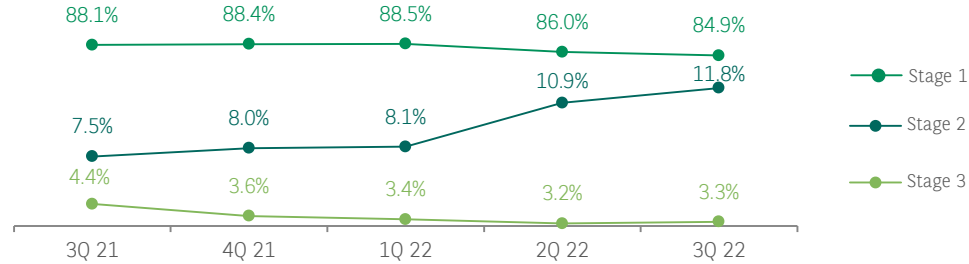
> Gross impaired portfolio* [PLN million]



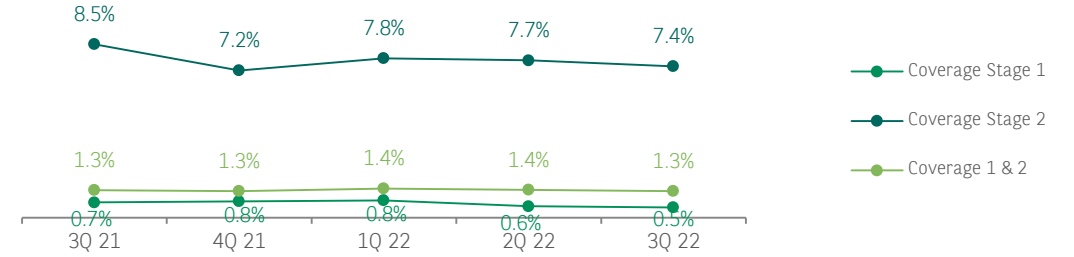
Loan portfolio quality

Increase in the share of Stage 2 due to methodological changes. Slight increase in provision coverage for gross loans portfolio Stage 3

Share of each Stage in gross loan portfolio

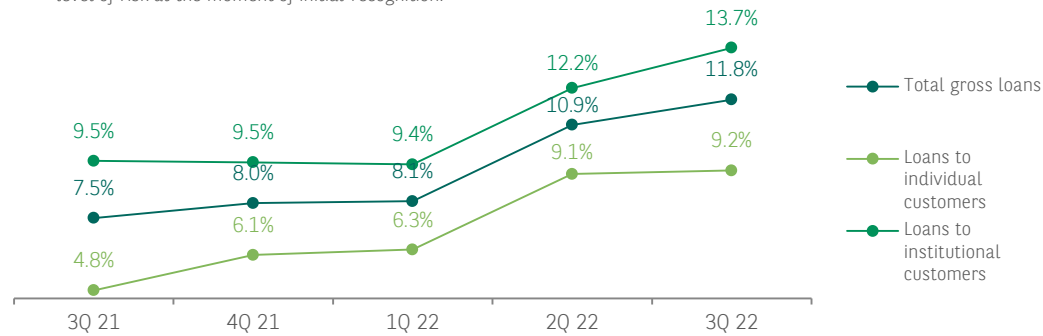


Provision coverage for gross loan portfolio – Stages 1 & 2

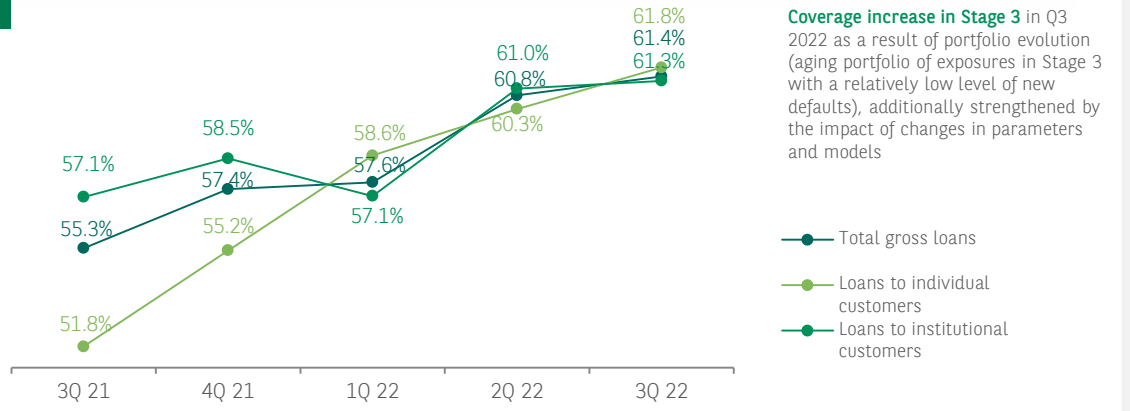


Share of Stage 2 in gross loan portfolio

Increase of Stage 2 share as a result of the methodological changes introduced in the field of classification of leasing exposures, including reclassification to Stage 2 exposures for which it was found that it was not possible to assess the level of risk at the moment of initial recognition.



Provision coverage for gross loan portfolio – Stage 3



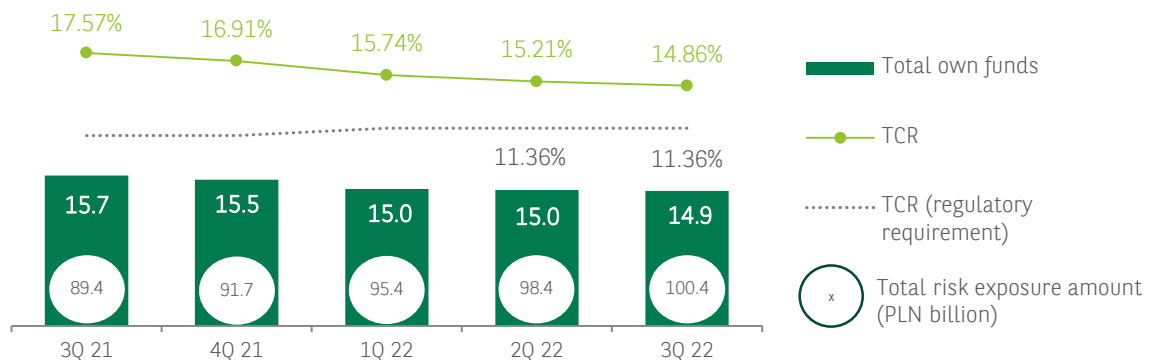
Coverage increase in Stage 3 in Q3 2022 as a result of portfolio evolution (aging portfolio of exposures in Stage 3 with a relatively low level of new defaults), additionally strengthened by the impact of changes in parameters and models

Capital adequacy

Capital position above the minimum regulatory requirement. Tier 1 capital under pressure resulting from negative valuation of bond portfolio

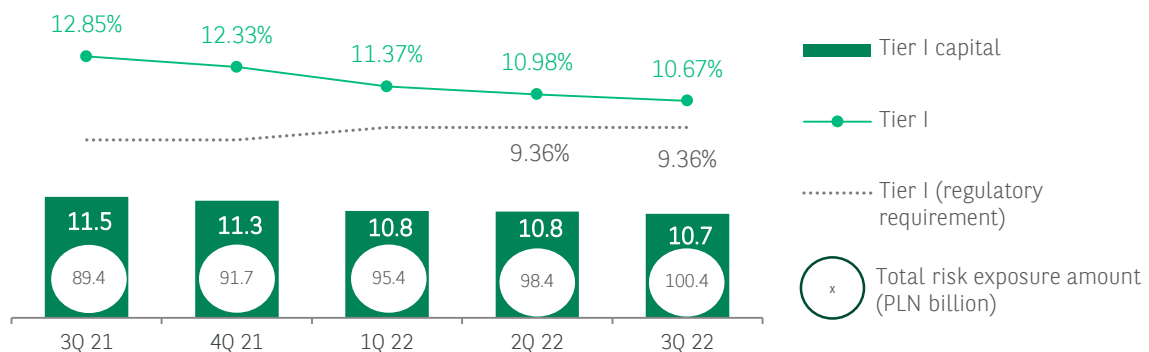
TCR

-271 bps
y/y



Tier I

-218 bps
y/y



TCR and Tier 1 above the minimum regulatory requirement as at the end of Q3 2022: +3.5 pp and +1.3 pp, respectively.

A decrease in the value of capital adequacy ratios in Q3 2022 mainly resulting from an increase in the total risk exposure amount following growth of the loan portfolio.

Temporary exclusions from Tier 1 a part of unrealised losses related to the securities portfolio measured at fair value through other comprehensive income (40% adjustment in 2022 vs 70% in 2021).

Specific regulatory capital requirements for the Bank:

- no capital requirement for FX loans,
- OSII buffer at 0.25%,
- P2G capital add-on at the level of 0.61 pp since February 2022.



04

**SUMMARY
& OUTLOOK**

Outlook for 2023

Execution of the strategic priorities of the Bank in conditions of persistent instability and unpredictability. Uncertainty about the development of the economic situation and its impact on the banking sector

MACROECONOMIC ENVIRONMENT

- Impact of the conflict in Ukraine and worldwide turbulence on the Polish economy – risk of an economic slowdown or a recession
- Uncertainty about the supply & prices of key energy resources
- Extended period of very high inflation and unknown approach to future monetary policy
- Local economic challenges in the election year

THREATS AND CHALLENGES FOR THE BANKING SECTOR

- Rebuilding of sector capital base, weakened among others by repricing of sovereign bonds in the portfolio and the impact of credit holidays on banks' results
- Uncertainty about foreign currency mortgage loans issue evolution
- Quality of loan portfolio in deteriorating economic environment
- Reference rates reform

PRIORITIES OF THE BANK

- Increase number of digitally active & primary Clients
- Continue to improve Customer satisfaction level
- Grow green asset base (loans & AUM)
- Accelerate loan processes
- Utilize the opportunities of cloud, AI and Open Banking
- Maintaining operating expenses under control

DESPITE THE SIZEABLE REGULATORY COSTS AND WORSENING ECONOMIC SITUATION THE BANK REMAINS COMMITTED TO SUPPORT THE CLIENTS, THE GREEN TRANSFORMATION AND INVEST IN TECHNOLOGY



05

**BUSINESS
ACTIVITIES**

Retail and Business Banking & Personal Finance

Visible slowdown in sales, increase in term deposits related to interest rate increases. Continued digitisation and improvement in Customer service quality



4.2 million

Retail Customers

+155 thous. +4% y/y

-4 thous. no change q/q

Business development

Deposits: balances up by PLN 3.3 billion, i.e. 6% q/q; by PLN 7.9 billion, i.e. 15% y/y

Sales - value in Q3 22, q/q change:

- **personal accounts:** 76 thou., -12%
- **cash loans:** PLN 0.82 billion, -14%
- **Micro loan & leasing:** PLN 0.70 billion, -10%
- **Micro accounts:** 8.6 thous., -3%
- **investment products*:** PLN 1.56 billion, +22%

New products:

- **deposit for new funds:** PLN +1.1 billion from July
- **dynamic retention deposit**
- **special offers:** for deposits in Euronet cash deposit machines for PLN 0, overdraft offer

* investment funds + investment deposits + structured term deposits

Customer Experience. Prestigious awards



Digitisation

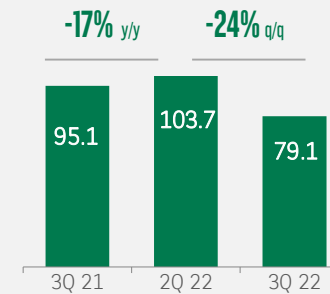
- **1.5 million** active internet banking users: +11% y/y (+1% q/q)
- **sales in remote channels** (value in Q3 22, q/q change):
 - **personal accounts:** 12 thous., -8%
 - **cash loans:** PLN 179 million, -6%
- **Customer activity:**
 - mobile transfers: +49% y/y (+3% q/q)
 - BLIK payments: +69% y/y (+17% q/q)
 - mobile payments: +102% y/y (+9% q/q)
- **personalisation** of the offer for the Client: **SoftPOS** – payment terminal on the mobile phone for small companies and sole proprietorships; **GOksięgowość** (Accounting) – modern online accounting services for micro Clients

Transformation

- remote processes for Micro Clients in the **Online Expert Centre:**
 - credit process for sole proprietorships
 - opening a bank account (biometrics)
- **automation of the credit process** for AGRO Customers
- **paperless and electronic signature:** 85 thous. authorisations of cash transactions, 48% of all transactions in Q3
- **cashless sales network:** 43% of the total number of branches
- **almost 82 thous. trees** planted thanks to Clients investing in structured certificates
- **improvements** for Clients:
 - virtual debit card
 - digital onboarding for Premium Customers
 - mobile application activation with the PESEL [Polish Resident ID no.] number or passport number
 - new functionalities: tax transfer to the Tax office and foreign transfer, early repayment order

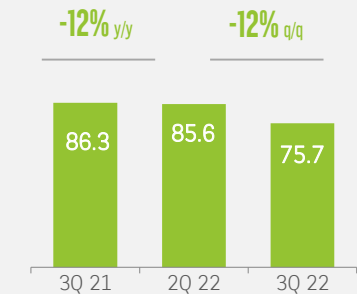
Acquisition of Individual Customers

Thous.



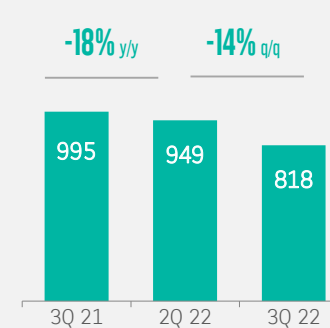
Sale of personal accounts

Thous.



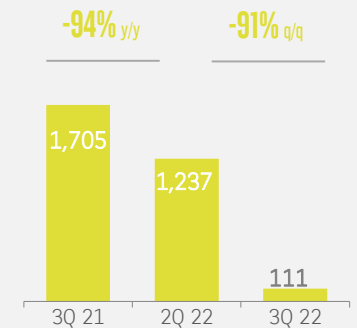
Sale of cash loans

PLN million



Sale of mortgage loans

PLN million



Retail and Business Banking & Personal Finance

Negative impact of credit holidays on NBI & gross profit. Higher provisions for the expected macroeconomic deterioration. Operating expenses affected by contributions to BFG & IPS

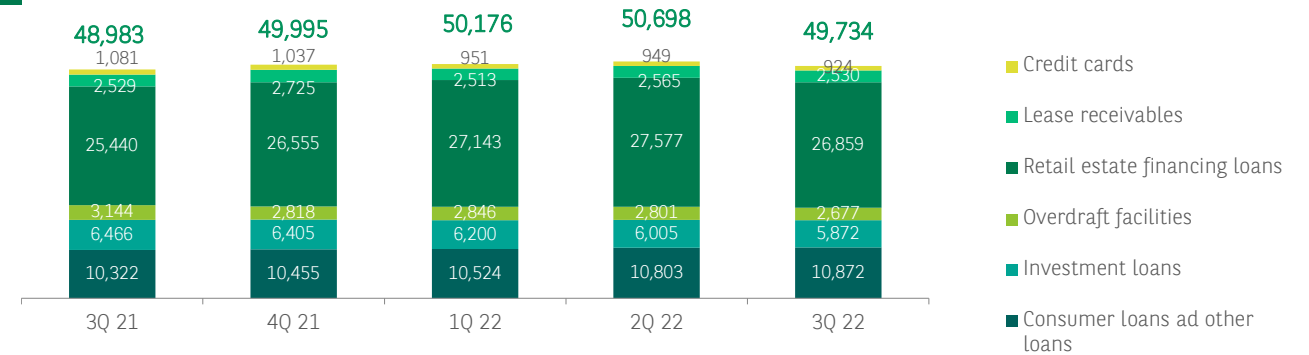
Segment's share in the Group's net banking income

37%

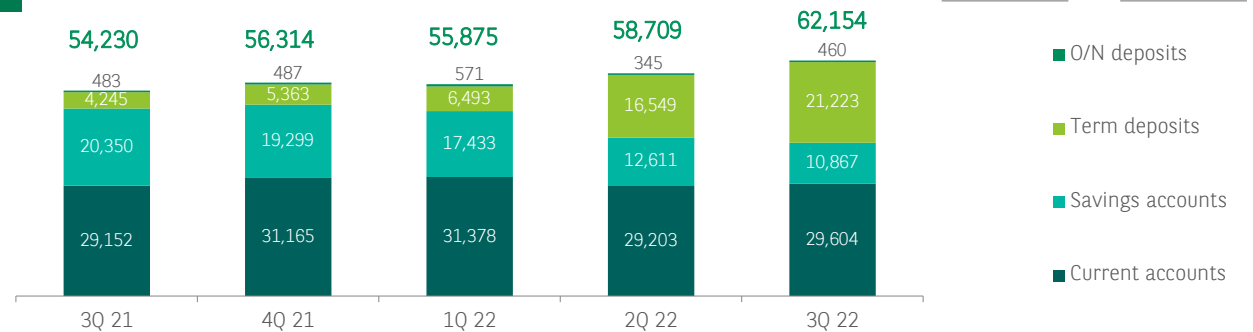
Gross profit/loss structure* [PLN million]



Net loan portfolio* [PLN million]



Deposit portfolio* [PLN million]



* due to the re-segmentation of SME and Micro enterprise Customers in 2022, the data for 2021 have been presented in comparative terms

Corporate & SME Banking

Focus on Customers and service quality, further growth of volumes and core revenues

Business development

- Positive trend in loan volumes development in Corporate Banking, i.e. +4.6% q/q, +26.1% y/y, in SME +2.7% q/q (+2.2% y/y)
- Further dynamic growth of the sustainable financing portfolio: volumes increase + 18% q/q, the entire portfolio reached PLN 3 billion
- Increase in leasing sales: PLN 1,226 m of new volume for corporate and SME Clients in three quarters of 2022, i.e. +20% y/y (PLN 424 million in Q3 22, i.e. -1% q/q)
- Further improvement in NII thanks to high volumes supported by rising interest rates
- Continuation of dynamic growth of revenues from currency exchange transactions as a result of increase of x-sell and thanks to high volatility of exchange rates
- Implementation of a new loan product: overdraft facilities in PLN and EUR with the maximum base rate

Transformation and digitisation

- Significant increase in the use of the digital self-service zone: in Q3 2022, Customers submitted a record number of nearly 25,000 digital after-sales orders, i.e. +11% q/q, and in September alone, Customers opened over 1,000 auxiliary accounts in a fully digital "1-click" process.
- Pilot usage of automatic decision algorithm to make credit decisions in SMEs.
- Continuation of quality improvement of after-sales service - extending the range of services offered by Customer Service for SME Clients
- Special offer of payment terminals and SoftPOSS



11.8 thous.

Corporate Customers

24.2 thous.

SME Customers

+0.1 thous., +1% y/y

-0.1 thous., -1% q/q

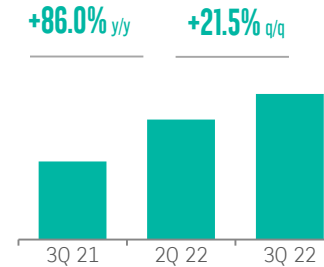
-1.4 thous., -6% y/y

-0.8 thous., -3% q/q

Further increase in cross-sell and transactionality [PLN million]

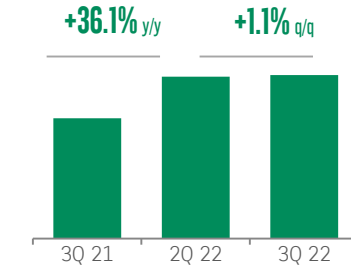
Cash management

Revenues



Foreign exchange transactions

Revenues



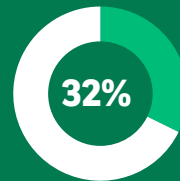
Selected significant transactions carried out in Q3 2022

<p>PLN 550 million Financing of general corporate purposes (including capex and M&A)</p> <p>BNP PARIBAS Mandated Lead Arranger, Facility Agent</p> <p>September 2022</p>	<p>EUR 66.5 million Investment Loan</p> <p>BNP PARIBAS Mandated Lead Arranger, Facility Agent, Security Agent</p> <p>September 2022</p>	<p>PLN 100 million Capex financing</p> <p>BNP PARIBAS Mandated Lead Arranger, Agent, Security Agent</p> <p>September 2022</p>	<p>EUR 14.5 million Investment Loan</p> <p>BNP PARIBAS Sole Lender</p> <p>July 2022</p>
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Corporate Banking

Increase in income and gross profit thanks to the dynamically growing business volumes, interest rates hikes and higher Customer activity

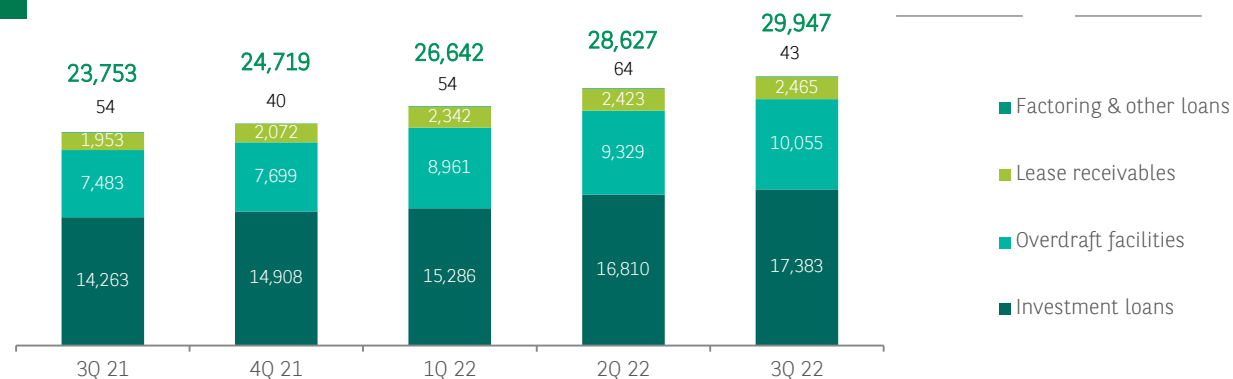
Segment's share in the Group's net banking income



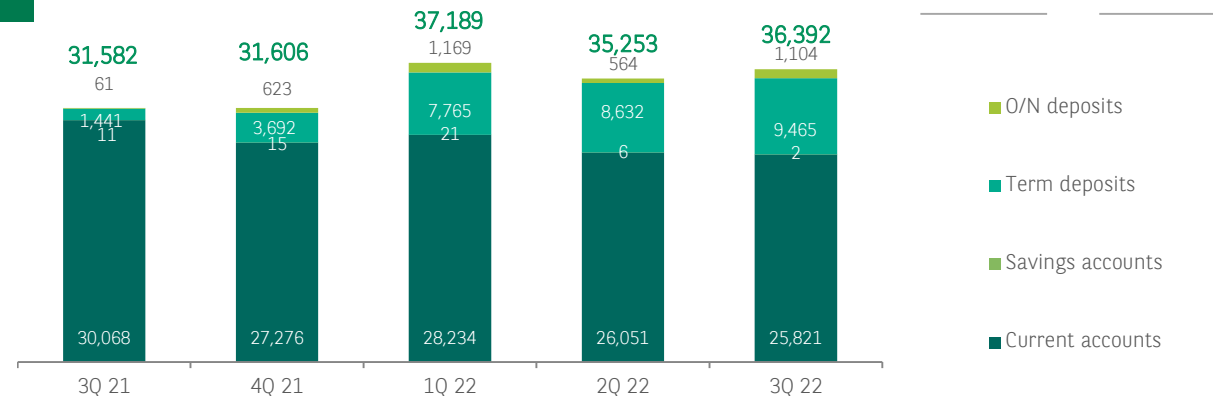
Gross profit/loss structure* [PLN million]



Net loan portfolio* [PLN million]



Deposit portfolio* [PLN million]

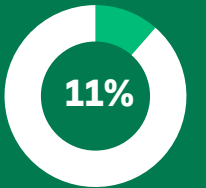


* due to the re-segmentation of the SME, Corporate and Micro Customers in 2022 the data for 2021 have been presented in comparative terms

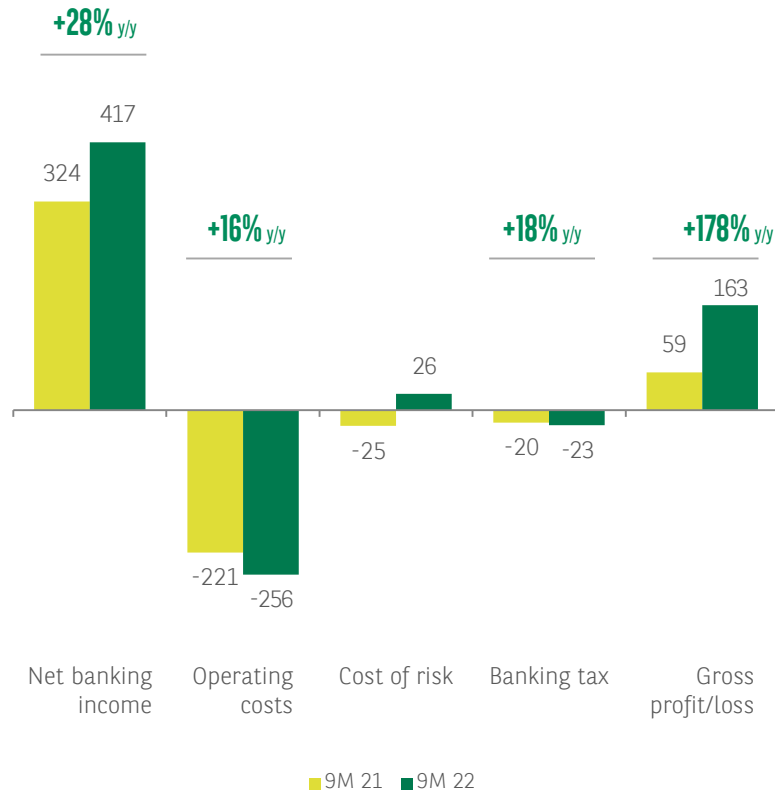
SME Banking

Stabilization of the loan portfolio, expansion of deposit base. Increase in income supported by rising interest rates, improvement in gross profit

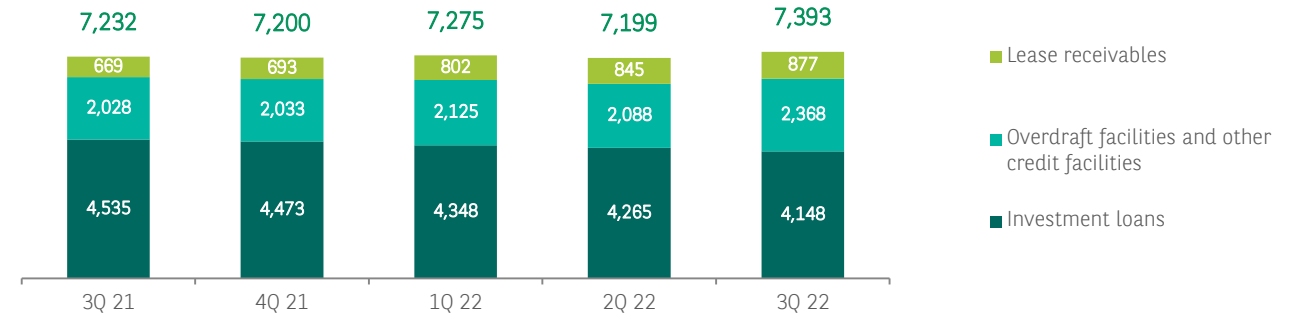
Segment's share in the Group's net banking income



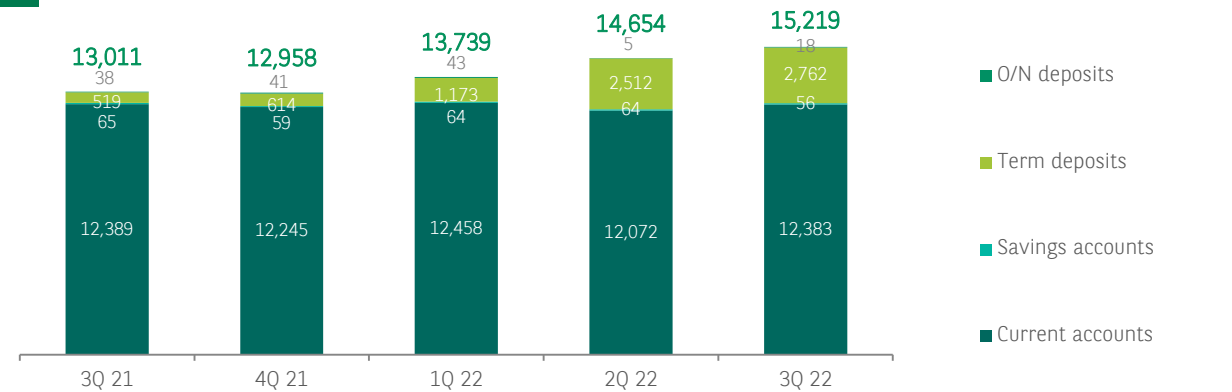
Gross profit/loss structure* [PLN million]



Net loan portfolio* [PLN million]



Deposit portfolio* [PLN million]



* due to the re-segmentation of the SME, Corporate and Micro Customers in 2022 the data for 2021 have been presented in comparative terms

Agro Segment

Support of the development of sustainable agriculture and the European Green Deal goals



75.3 thous. AGRO Customers

Business development

- Start of the fall crop **insurance sales season**
- Launching the working capital loan **Agro Rzeczówka Light** with a fixed-rate to finance the current needs of a farm
- Implementation of an interactive loan application for 9 different Agro products (**e-PZD**: electronic Data Compliance Confirmation)

Sales support actions and relations with Customers

Sales campaigns

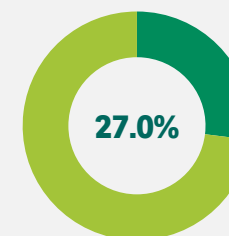
- **Agro Rzeczówka Light** and **Working Capital Loan** with FGR guarantee and interest rate subsidies
- **Account Open for Agrobusiness** for PLN 0 for 12 months – for new Clients who receive a positive credit decision for any loan
- **“We Appreciate You with Coins”** – promotional campaign on the allegro.pl portal for people who run agricultural activities and use Kredytomat – a simple search engine for products and services available at the Bank

Preparation, in cooperation with the Polish Association of Sustainable Agriculture, of the e-learning course on sustainable farm management on the **“ASAP Akademia”** platform

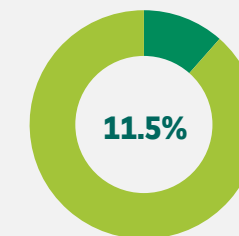
New series of meetings on succession in agriculture, in various regions of the country

Market shares

30.09.2022



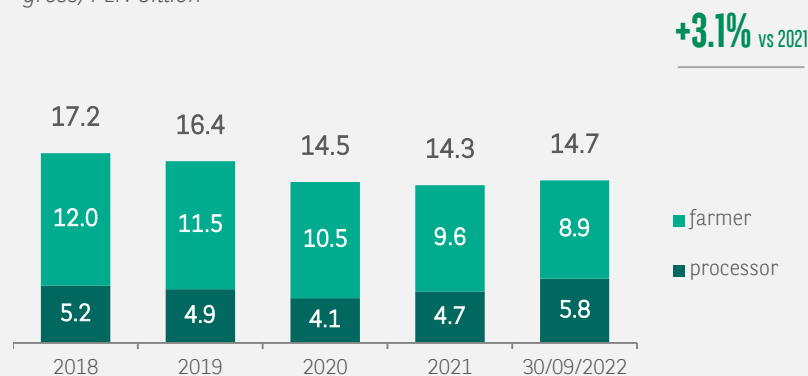
LOANS



DEPOSITS

Loan volume

gross, PLN billion



agronomist

- more than **5.6 thous.** registered users
- more than **50%** of users are women
- more than **492 thous.** visits in Q3 2022



Development of new thematic sections

- **Regenerative agriculture campaign** - i.e. a model of agricultural production increasing the viability of the soil and increasing its potential to capture CO₂ from the atmosphere, improving the quantity and quality of crops, while saving expenditure on fertilisers and plant protection products. The Bank is one of the leaders in this transformation
- **Educational videos** – video recordings with the Bank's Clients (available on the Agronomist platform) presenting their successes in the field of digital transformation and sustainable transformation as an inspiration for change

Bank subsidiaries

Q3 2022 in TFI impacted by geopolitical situation and interest rates hikes. Dynamic increase of leasing assets by 26% y/y

BNP Paribas Towarzystwo Funduszy Inwestycyjnych S.A.

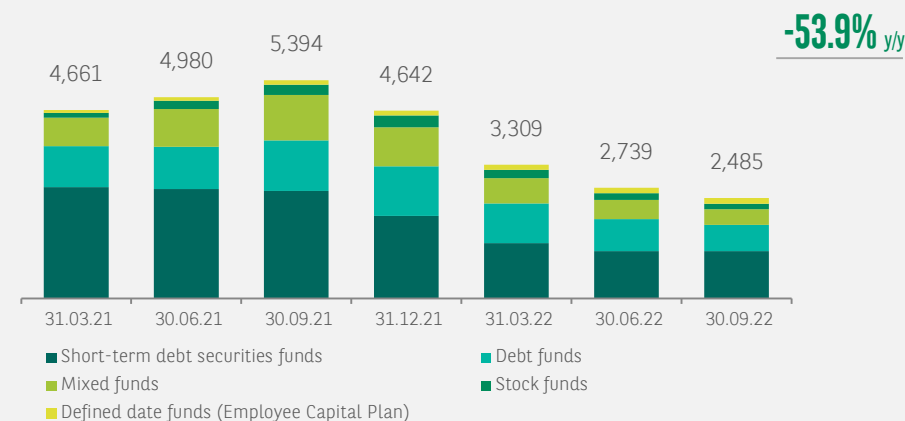
- AUM at the end of Q3 2022 amounted to PLN 2.5 billion (-9.3% q/q).
- In the last months there has been a noticeable slowdown in the scale of outflows from funds managed by BNP Paribas TFI and the growing interest of Customers in sub-funds investing mainly in the market of short-term debt instruments. Concentration on this market segment results from the increased volatility of prices of financial instruments, both on the domestic and foreign markets (rising inflation, fears related to the recession, energy crisis). In such conditions, Customers are looking for solutions with the lowest possible volatility.
- In Q3 2022 the Company continued to adapt its offer to the current market situation and Customers needs. Apart from the short-term debt subfund BNPP, launched in May, which is very popular (over PLN 350 million in inflows in recent months – the best-selling fund on the market in September), the Debt Strategies Portfolio has been made available since the beginning of September. The new product makes it possible to invest in a wide range of debt instruments (both treasury and corporate), mostly based on short-term instruments, but with some component of instruments with longer maturities.
- BNP Paribas TFI S.A. market share (AUM value) at the end of Q3 stood at 1.67%.

BNP Paribas Leasing Services sp. z o.o.

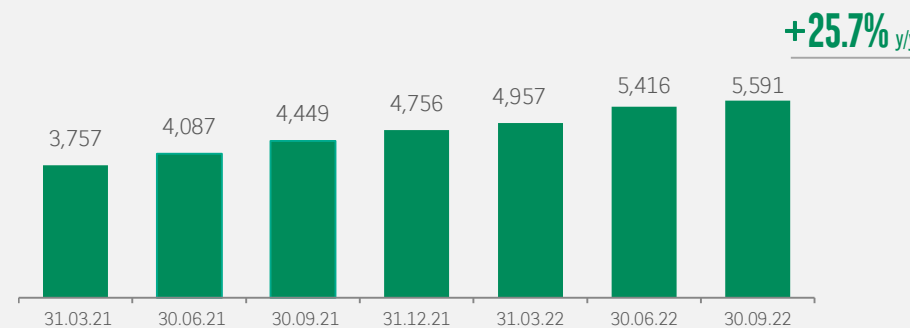
BNPP Leasing Services Sp. z o.o. in cooperation with the Bank offers a full range of leasing products to Personal Finance, micro-enterprises, SMEs and corporate Customers.

- 13 thous. contracts concluded for the amount of PLN 2,358 million in Q3 2022, in Q3 2021: 18.9 thous. contracts for the amount of PLN 2,487 million) – decrease in value -5% y/y.
- Record level of the portfolio of financed assets of PLN 5.59 billion (September 2022), +26% y/y.
- Slowdown in sales in the Personal Finance and SME sectors, very good results in the Corporate Client sector.
- Further digitalisation of all processes.

Assets under management of BNPP TFI [PLN million]



Leasing assets [PLN million]





06

APPENDICES

Shares of BNP Paribas Bank Polska S.A.
Material events 2020-2022
Loan portfolio
Deposit base structure
Net banking income
Profit and Loss Account
Assets, Liabilities and Equity

Legal and regulatory environment in the banking sector

Business activities and results impacted by increasing regulatory burdens

Since 2016, the Bank has incurred PLN 4,871 million in taxes and regulatory contributions* while no dividend has been paid to its Shareholders.

Commercial Banks Protection System (IPS)

- The objective of the protection scheme is to support the resolution procedure pursued by the Bank Guarantee Fund (BFG) for a bank being a joint-stock company, as well as ensure liquidity and solvency of the **8 member banks**
- The Aid Fund under IPS was formed of the contributions made by the members being **0.4% of the amount of the guaranteed deposits**
- The cost for the sector amounts to **ca. PLN 3.2 billion**

"Credit holidays"

- Possibility of suspending loan instalment repayments, a maximum of **8 instalments** (4 in 2022 & 4 in 2023)
- It applies to all mortgage borrowers who have loans in PLN
- Impact for the largest banks in the sector (based on banks' own estimates) at the level of ca. **PLN 12.4 – 12.8 billion**

Borrowers Support Fund (FWK)

- Maximum support from the Borrowers Support Fund is PLN 2,000 and can be paid for up to 36 months (total of PLN 72,000 funding, part of the support may be cancelled)
- Lenders' contribution will depend on their share in the sector's non-performing mortgage exposure (90+ DPD)
- **PLN 1.4 billion**: the total cost of the sector to be incurred in H2 2022

Benchmark reform

- The goal is to develop a new benchmark, that will replace WIBOR
- Impact on the sector is unknown

Legal risk of CHF mortgage loans

- Banking sector: 99 thous. pending cases at the end of August 2022, **PLN 22.9 billion** provisions at the end of H1 2022
- BNPPPL: 3.2 thous. pending cases, 825 settlements concluded at the end of Q3 2022

THE IMPACT ON THE BANK'S RESULTS

PLN 207 million

IPS contribution booked in Q2 (PLN 188 million) and Q3 (PLN 19 million)

PLN 965 million

impact of credit holidays recognized in Q3

PLN 52 million

combined impact of payment to FWK and the reimbursement of mortgage fees to Clients in Q3

PLN 1,681 million

provision for the CHF portfolio at the end of September

* Income tax, banking tax, BFG & IPS contributions and Polish Financial Supervision Authority fee

Shares of BNP Paribas Bank Polska S.A.

Negative impact of the war in Ukraine and the government's policy on the share price of banks

Change in share price (30.09.2021=100%)

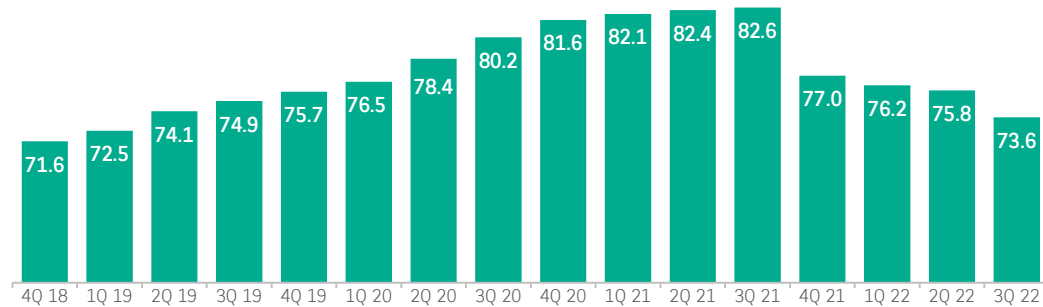


ISIN code: PLBGZ0000010
GPW ticker: BNP
Index: sWIG80, sWIG80TR

BNP PARIBAS **PLN 51.80**
-38.3% y/y

WIGbanki **4,570.7 pts**
-40.3% y/y

Book value per share [PLN thous., at the end of the quarter]



30.09.2022

free-float: PLN 0.96 bn
 P/BV: 0.70
 capitalisation: PLN 7.65 bn

Fitch rating

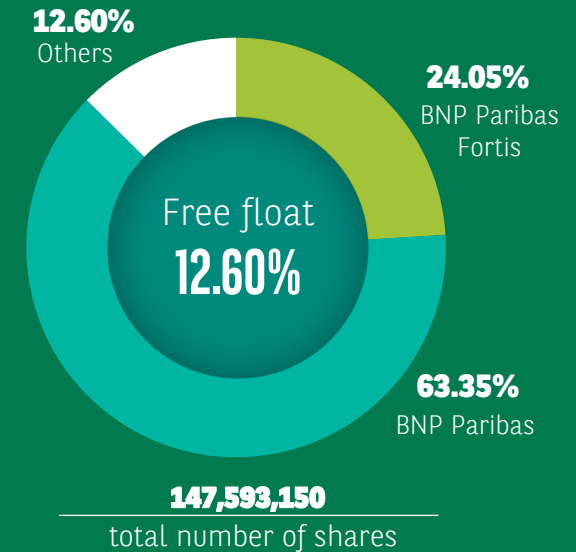
Long-Term Issuer Default Rating (LT IDR) – A+
 Short-Term Issuer Default Rating (ST IDR) – F1
 Viability Rating (VR) – bbb-
 Shareholder Support Rating (SSR) – a+

ESG rating of Sustainalytics Agency

Low risk at the level of 10.9
 the best result among Polish banks

The shareholder structure

(30.09.2022)



At the beginning of June 2021, in the course of accelerated bookbuilding (ABB), BNP Paribas SA sold 1.26% of the Bank's shares, whereas Rabobank International Holding B.V. sold 3.81% of those shares. Those transactions increased the free float and the liquidity of Bank's shares.

Material events

in individual reporting periods

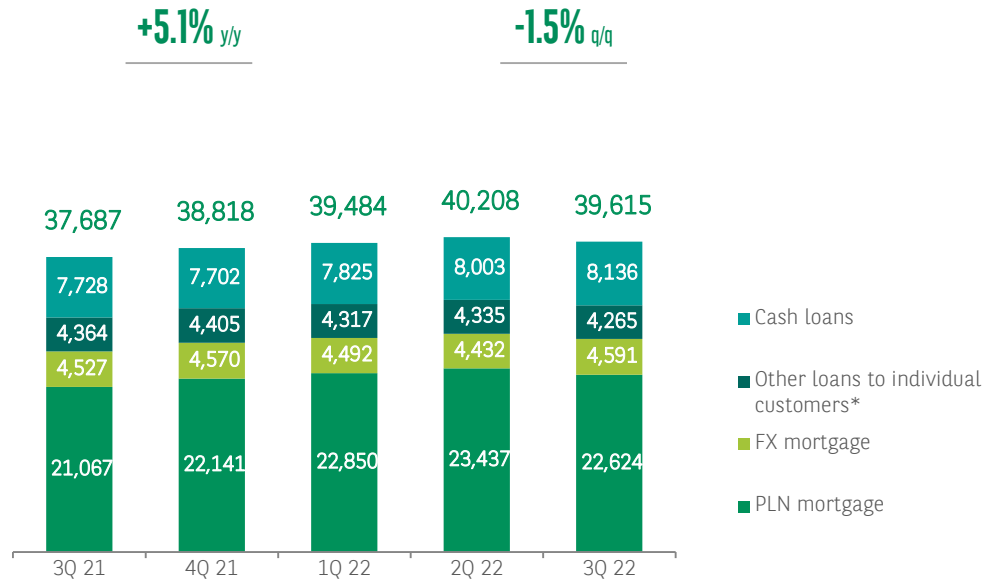
	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter
2022	<ul style="list-style-type: none"> • PLN -125.9 m contribution for the restructuring fund of BFG (PLN -151.7 m the whole BFG) • PLN -83.0 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -188.0 m IPS costs • PLN -139.7 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -965.0 m impact of credit holidays (recognized in NII) • PLN -134.0 m provision for CHF loans • PLN -29.0 m costs related to the necessity to reimburse Customers for additional fees incurred until the mortgage is established 	
2021	<ul style="list-style-type: none"> • PLN -90.1 m contribution for the restructuring fund of BFG (PLN -103.7 m the whole BFG charge) • 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 review of allocation of discount curves used for valuation of hedged instruments (Macro Fair Value Hedge) 	<ul style="list-style-type: none"> • PLN -584.4 m provision for CHF loans
2020	<ul style="list-style-type: none"> • PLN +43.6 m sale of the real estate at ul. Kasprzaka • PLN -11.3 m provision for CHF loans • PLN -9.8 m legal risk provision – lost option case • PLN -126.0 m contribution for the restructuring fund of BFG (PLN -147.6 m the whole BFG) 	<ul style="list-style-type: none"> • PLN +45.1 m change of the BIK and KIR valuation • PLN -15.2 m provision for CHF loans 	<ul style="list-style-type: none"> • PLN -39.9 m provision for CHF loans • PLN -26.6 m penalty imposed by UOKiK – contractual provisions concerning F/X spreads in loan contracts 	<ul style="list-style-type: none"> • PLN -101.7 m provision for CHF loans • PLN -41.4 m restructuring provision (workforce optimisation)

Loan portfolio

Another quarter of growth in the enterprise segment. Decrease of Individual Customer portfolio as a result of credit holidays



Individual Customer loans [PLN million]

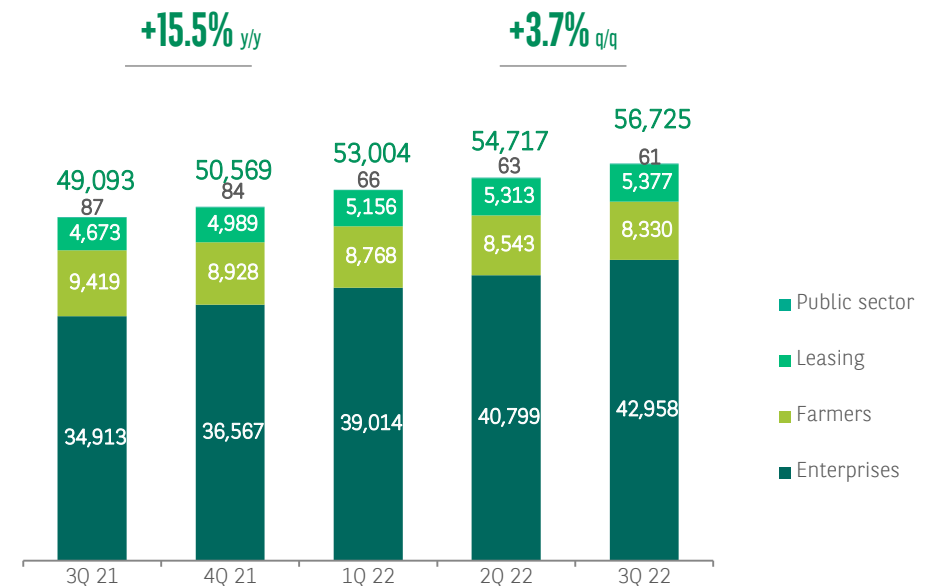


- Decrease in the PLN mortgages portfolio q/q as a result of recognizing the credit holidays in the amount of PLN 965 million (-3.5% q/q, +7.4% y/y) with a simultaneous slight increase in the portfolio of FX mortgages caused by a rise in exchange rates currency (+3.6% q/q, +1.4% y/y).
- The share of mortgages in loans of Individual Customers amounts to 68.7% (+0.6 pp q/q, +0.8 pp y/y).
- Increase in cash loan portfolio +1.7% q/q (+5.3% y/y).

* Inter alia: car loans, instalment loans, overdraft facilities, credit cards



Institutional Customer loans** [PLN million]



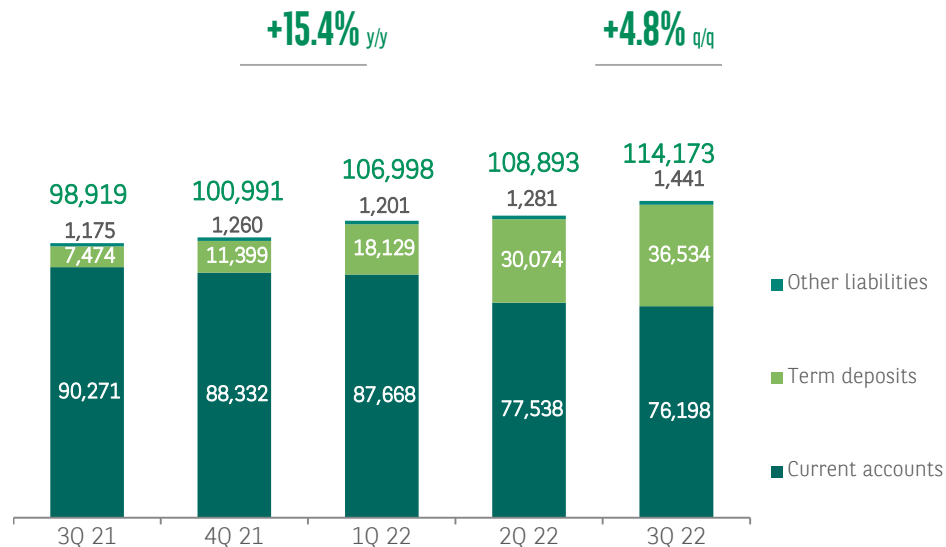
- Further growth in the Institutional Customer gross loans portfolio. The highest dynamics in the portfolio of enterprises (+5.3% q/q, +23.0% y/y) and leasing (+1.2% q/q, +15.0% y/y).
- Further decrease in the individual farmers gross portfolio (-2.5% q/q and -11.6% y/y).
- As at the end of Q3 2022, the share of loans to enterprises in loans to Institutional Customers increased to 75.7% (+1.2 pp q/q, +4.6 pp y/y), the share of leasing amounted to 9.5% (-0.2 pp q/q, 0.0 pp y/y).

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

Deposit base structure

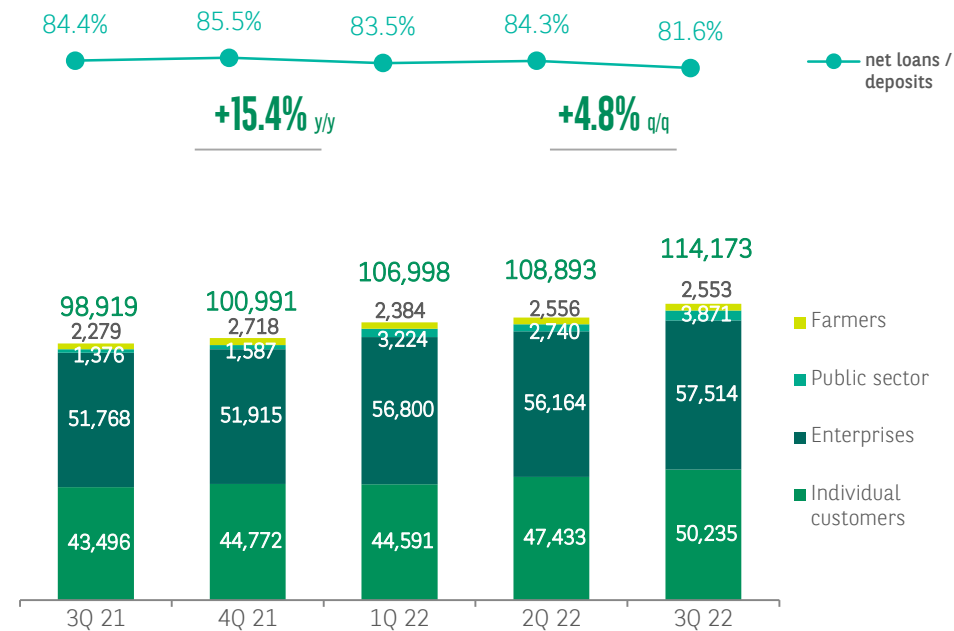
Increase in the value of deposits in both Customer segments. Change in the structure of deposits – growing share of term deposits

Deposit term structure [PLN million]



- Continuation of the fall in the share of Customer current accounts in total deposits to the level of 66.7% (-4.5 pp q/q, -24.5 pp y/y). Change caused by interest rates hike.
- Increase in deposit volume in Q3 2022 concerned the term deposits volume (+PLN 6,460 m, +21.5% q/q) with simultaneous drop in funds in current accounts (PLN -1,339 m, -1.7% q/q).
- Term deposits held by Institutional Customers increased by PLN 1,878 m (+13.8% q/q) and term funds held by Individual Customers by 4,582 m (+22.7% q/q).

Deposit structure by Customer type [PLN million]



- Increase in cost of deposits in Q3 2022 by 65 bps (+126 bps in Q2, +45 bps in Q1) as a result of market interest rates increase (NBP reference rate +75 bps in Q3 2022, +250 bps in Q2 2022, +175 bps in Q1 2022).
- Significant quarterly increase in individual Customer deposits +5.9% q/q, +15.5% y/y.
- Increase in enterprise deposits by +4.0% q/q (+15.4% y/y) with a parallel increase in public sector deposits by +41.3% q/q (+181.3% y/y).

Net banking income

Decrease in the quarterly NII as a result of the credit holidays recognition. Improvement in the result on trading activities (result on FX swap)

[PLN million]	9M 2022	9M 2021	y/y change
Net interest income	2,276	2,277	0%
Net fee and commission income	875	748	17%
Net trading income	481	493	(2%)
Net investment income	37	45	(19%)
Dividends	11	7	56%
Hedging accounting	10	24	(57%)
Result arising from the derecognition of assets/liabilities	(3)	-	-
Other operating income and expenses	(56)	(77)	(27%)
Net banking income	3,632	3,517	3%

[PLN million]	Q3 2022	Q3 2021	y/y change
Net interest income	124	785	(84%)
Net fee and commission income	280	251	12%
Net trading income	212	162	31%
Net investment income	6	5	18%
Dividends	3	5	(53%)
Hedging accounting	(9)	42	-
Result arising from the derecognition of assets/liabilities	0	-	-
Other operating income and expenses	(17)	(35)	(50%)
Net banking income	598	1,216	(51%)

- Maintaining the level of net interest income despite recognition of credit holidays in the amount of PLN 965 million in Q3 2022 (excluding impact of credit holidays, net interest income would increase by 42.4% y/y and would decrease by 5.3% q/q). Increase in net interest income y/y on a normalised basis thanks to higher deposit margins (NBP interest rates hikes) and an increase in the scale of lending activities.
- Higher net fee and commission income compared to the previous year in all main categories except for asset management and brokerage operations.
- Similar level of net trading result. Lower result on derivatives were neutralised by an increase in the result on Customer operations.

- Decrease in the net interest income related to the recognition of credit holidays in the amount of PLN 965 million in Q3 2022, costs of reimbursement to Customers of fees incurred until the establishment of mortgages in the amount of PLN 29 million and a further increase in the costs of PLN deposits.
- Fee and commission income decrease as a result of a decline in loan commissions and for asset and liability management.
- Increase in the net trading income thanks to improved results on derivatives as part of the transactions of the Asset and Liability Management Division (FX swap).

Consolidated P&L

PLN thous.

Profit and loss account	30.09.2022	30.09.2021	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021
Interest income	4,145,239	2,455,579	1,103,035	1,776,129	1,266,075	965,235	842,538
Interest expenses	(1,869,165)	(178,868)	(979,331)	(626,703)	(263,131)	(101,004)	(57,555)
Net interest income	2,276,074	2,276,711	123,704	1 149,426	1,002,944	864,231	784,983
Fee and commission income	1,073,924	919,801	350,204	361,414	362,306	364,744	311,808
Fee and commission expenses	(198,554)	(172,072)	(70,457)	(66,475)	(61,622)	(63,487)	(61,209)
Net fee and commission income	875,370	747,729	279,747	294,939	300,684	301,257	250,599
Dividend income	10,651	6,813	2,509	7,161	981	1,737	5,358
Net trading income	481,465	493,417	211,855	118,776	150,834	140,076	161,600
Net investment income	36,822	45,345	6,321	32,763	(2,262)	(50,478)	5,351
Result on hedge accounting	10,379	23,867	(9,145)	(192)	19,716	26,502	42,429
Result arising from the derecognition of assets/liabilities	(2,652)	-	(273)	(2,379)	-	-	-
Other operating income	162,132	133,817	50,290	38,175	73,667	95,878	24,143
Result on impairment write-offs of financial assets and provisions for liabilities	(217,954)	(191,946)	(54,021)	(85,599)	(79,128)	(74,239)	(60,932)
Net provisions for CHF mortgages legal risk	(356,737)	(460,929)	(134,000)	(139,703)	(83,034)	(584,375)	(201,952)
General administrative expenses	(1,976,326)	(1,542,730)	(556,811)	(743,909)	(675,606)	(601,246)	(501,231)
Depreciation	(308,328)	(295,646)	(101,853)	(107,239)	(99,236)	(103,907)	(97,448)
Other operating expenses	(217,954)	(210,736)	(67,249)	(71,940)	(78,765)	(86,909)	(58,836)
Operating result	772,148	1,025,712	(248,926)	490,279	530,795	(71,473)	354,064
Banking tax	(314,834)	(247,376)	(112,066)	(106,915)	(95,853)	(90,734)	(85,433)
Gross profit (loss)	457,314	778,336	(360,992)	383,364	434,942	(162,207)	268,631
Income tax	(268,502)	(328,534)	14,395	(125,696)	(157,201)	(111,297)	(114,772)
NET PROFIT (LOSS)	188,812	449,802	(346,597)	257,668	277,741	(273,504)	153,859



Assets

PLN thous.

Consolidated statements of financial position	30.09.2022	30.06.2022	31.03.2022	31.12.2021	30.09.2021
ASSETS					
Cash and balances with the Central Bank	3,725,276	4,655,484	6,968,622	4,631,477	3,132,250
Amounts due from banks	10,199,997	6,893,371	2,904,794	2,615,150	2,207,890
Derivative financial instruments	4,314,266	3,570,283	2,918,243	1,901,919	1,394,874
Adjustment of fair value of the hedging item	13,065	1,983	7,125	65,465	225,082
Loans and advances to customers valued at amortised cost	92,086,568	90,708,889	88,181,144	85,080,454	82,164,097
Loans and advances to customers valued at fair value through P&L	1,024,469	1,089,886	1,124,793	1,219,027	1,303,134
Securities valued at amortised cost	23,217,809	23,352,086	23,369,883	23,268,041	23,311,378
Securities valued at fair value through P&L	316,129	309,974	352,711	347,309	324,804
Securities valued at fair value through the other comprehensive income	7,519,927	7,925,556	8,522,491	9,143,353	9,955,538
Intangible assets	752,014	739,728	704,206	728,475	654,274
Property, plant and equipment	1,077,579	1,124,977	1,197,390	1,243,523	1,285,292
Deferred income tax assets	1,113,115	1,054,515	930,713	876,599	765,151
Current income tax assets	10,0811	5,260	304	94	32,335
Other assets	1,016,934	887,940	826,723	656,595	860,266
TOTAL ASSETS	146,387,229	142,319,932	138,009,142	131,777,481	127,616,365

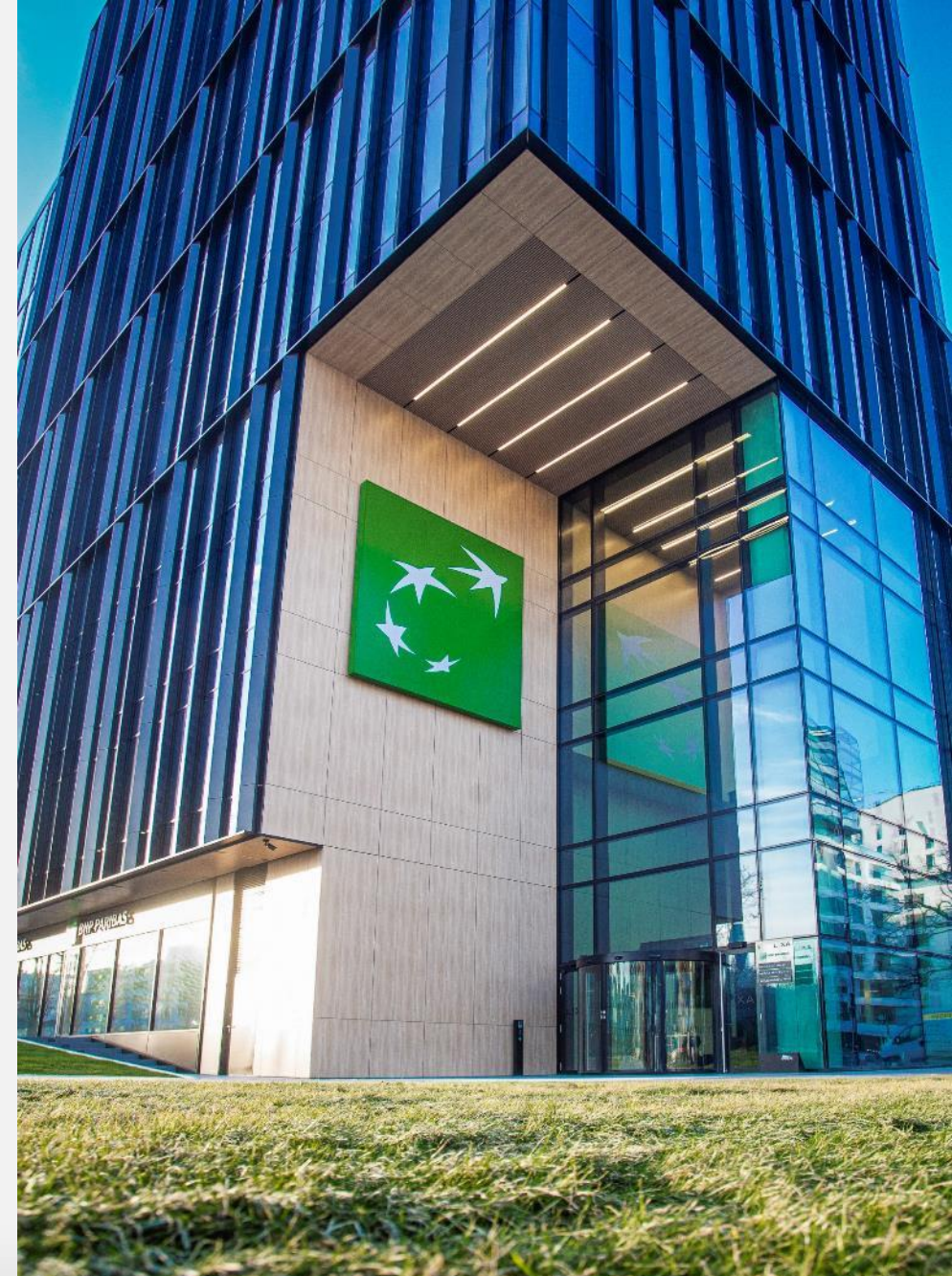
Liabilities and equity

PLN thous.

Consolidated statements of financial position	30.09.2022	30.06.2022	31.03.2022	31.12.2021	30.09.2021
LIABILITIES					
Amounts due to the Central Bank	-	-	-	-	105,570
Amounts due to other banks	6,410,975	7,474,093	6,157,483	8,012,244	5,403,854
Adjustment of fair value of the hedging and hedged item	(203,842)	227,951	116,321	44,107	161,918
Derivative financial instruments	4,436,575	3,486,584	2,834,050	1,918,032	1,246,824
Amounts due to customers	114,679,839	109,413,772	107,533,667	101,092,941	99,035,855
Liabilities on debt securities issue	435,961	516,076	611,957	722,628	847,060
Subordinated liabilities	4,496,847	4,397,875	4,361,591	4,334,572	4,312,595
Leasing liabilities	767,577	791,094	841,227	860,004	902,843
Other liabilities	2,264,598	2,782,015	2,342,681	1,556,289	2,221,936
Current income tax liabilities	221,201	214,620	243,642	175,681	99,758
Deferred income tax provision	-	-	-	-	-
Provisions	2,014,089	1,826,713	1,720,457	1,699,352	1,090,075
TOTAL LIABILITIES	135,523,820	131,130,793	126,763,076	120,415,850	115,428,288
EQUITY					
Share capital	147,593	147,593	147,519	147,519	147,519
Supplementary capital	9,110,976	9,110,976	9,110,976	9,110,976	9,110,976
Other reserve capital	3,135,111	3,133,766	2,947,909	2,946,115	2,945,066
Revaluation reserve	(1,286,843)	(1,306,366)	(990,365)	(595,622)	(41,694)
Retained earnings	(243,428)	103,170	30,027	(247,357)	26,210
retained profit	(432,240)	(432,239)	(247,714)	(423,655)	(423,592)
net profit for the period	188,812	535,409	277,741	176,298	449,802
TOTAL EQUITY	10,863,409	11,189,139	11,246,066	11,361,631	12,188,077
TOTAL LIABILITIES AND EQUITY	146,387,229	142,319,932	138,009,142	131,777,481	127,616,365

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- This presentation constitutes neither a sales offer nor an invitation to submit an offer to purchase or buy securities or financial instruments issued by BNP Paribas Bank Polska S.A. ("Bank"), nor any advice or recommendation with respect to the securities or other financial instruments issued by the Bank.
- This presentation may include forward-looking statements, future plans, perspectives and strategies, or intended events. The above statements cannot be treated as forecasts of the Bank or assurances regarding the expected performance of the Bank, as they have been drawn up on the basis of expectations, projections and data concerning future events.
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BNP PARIBAS

Investor Relations Bureau

ul. Kasprzaka 2, 01-211 Warsaw

relacjeinwestorskie@bnpparibas.pl

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 Department of the National Court Register, with KRS number: 0000011571, Tax Identification Number (NIP): 526-10-08-546, and a fully paid share capital of PLN 147,593,150.

INVESTOR RELATIONS

BNP PARIBAS BANK POLSKA S.A.