



10 MAY 2023

PRESENTATION OF FINANCIAL PERFORMANCE FOR Q1 2023

BNP PARIBAS BANK POLSKA S.A. GROUP



BNP PARIBAS

AGENDA

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01

**KEY
HIGHLIGHTS**

Q1 2023 – decent financial results yet with uncertainty and visible slowdown affecting business volumes

Solid core revenues, low credit risk, operating expenses under control, further increase of CHF provisions

STRATEGY & TRANSFORMATION

#positive #up #stronger #together

- Leading position on the market in the area of sustainable financing - further increase in volumes, participation in the largest transactions on the market, supporting clients in the "green" transformation
- Growth in key segments – Premium and Wealth Management Clients, Corporate and Multinational Clients (MNC)
- Increased usage of remote channels and services by Customers. Further implementation of technological improvements in the Agile@Scale model

BUSINESS ACTIVITY

RETAIL BANKING

- Persistently low demand for loans for Individual Clients and, as a result, further decline in the loan portfolio value (-2% q/q)
- Constant increase in Customer transactionality (cards, mobile transactions, digital wallets)
- Stable deposit base (-1% q/q), growth of interest in investment products

CORPORATE & SME BANKING

- Slowdown in the loan growth in the Corporate segment, a decrease in the SME segment. On the other hand, further dynamic growth of sustainable finance portfolio (+24% q/q)
- Reduction of surplus liquidity from record high levels in Q4
- New digital functionalities implemented for Customers (video verification, GOonline Biznes development)

FINANCIAL RESULTS

- Improvement in core NBI – higher normalized net interest income, good fee & commission income and FX
- Operating expenses under control – y/y growth (w/o fees for BFG) below the inflation rate
- Very good quality of the loan portfolio, release of loan provisions. CHF provisions of PLN 234 million created in Q1
- Stable and strong liquidity position, further improvement of capital ratios
- Significant improvement of profitability and efficiency ratios

net profit

PLN 488 million

+93% q/q
+76% y/y

gross loans

PLN 92 billion

-1% q/q
0% y/y

NBI

PLN 1,729 million

+1% q/q
+18% y/y

GO beyond Strategy 2022-25

Key achievements in Q1 2023



#POSITIVE

- The Bank acted as co-organiser of **the largest corporate bond issue in the history of the Polish market – PLN 2.67 billion** (the issue of 7-year Sustainability-Linked Bonds of Cyfrowy Polsat)
- **New version of the Clean Air Programme.** The Bank was one of the first organizations to resume providing financing under the "Clean Air" programme under new rules with an increased maximum loan amount of up to PLN 150,000
- **Bank on the list of Top-Rated ESG Companies published by Sustainalytics.** The Bank received the badges: ESG Industry Top Rated and ESG Regional Top Rated.
- **Start of cooperation with Polish start-up Envirly** - a solution to support business Clients in calculating (scope 1 and 2, eventually also scope 3) and reducing their carbon footprint

#UP

- **Development of digital channels** – continuing growth of digital sales (58% vs 31% in Q1 2022)
- Confirmation of the **leading position in Wealth Management** - first place in Wealth Management Business in CEE Region category awarded in the WealthBriefing European Awards contest
- Focus on the **service quality** - recognised in the **Institution of the Year** ranking by the Moje Bankowanie portal in three categories
- Strategic targets on track – **increase in the number of active Clients** in SME & Corporate and Premium and Wealth Management Clients in Retail Banking

#STRONGER

- Introducing the Broker ID remote identity confirmation for SMEs with Autenti, as the first bank in Poland
- **Integrated CRM system** implemented in the retail banking area
- Launch of **Artificial Intelligence** usage for determining level of FX transactions margins
- Robots: **10 implementations in Q1 2023**, in the areas of loans, accounts, cards & Compliance

#TOGETHER

- **Top Employer Polska 2023** title granted for the 10th time
- Launching 3rd edition of **Women Up**, a program supporting the personal and professional development of women working in the Bank
- Workplace environment audit conducted together with asperIT foundation, to address the **needs of neuroatypical employees**
- **"I can DO IT" internal training program for bank employees** seeking to change their career path towards IT. Two courses: Service Desk and IT Analyst

PLN 7.4 billion

of sustainable financing
at the end of March 2023

19.2 million

Go mobile payments in Q1 2023

197

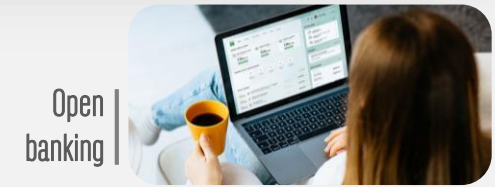
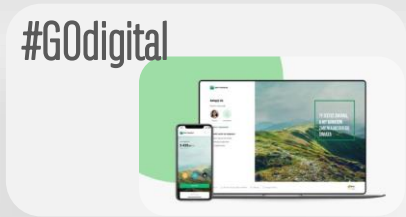
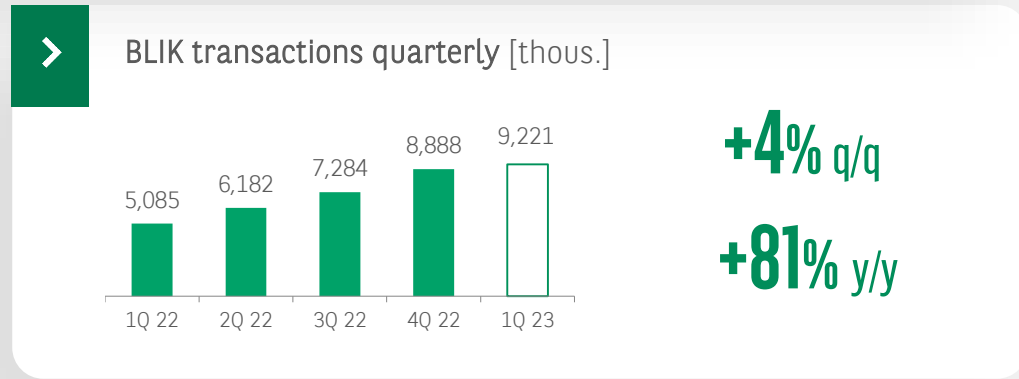
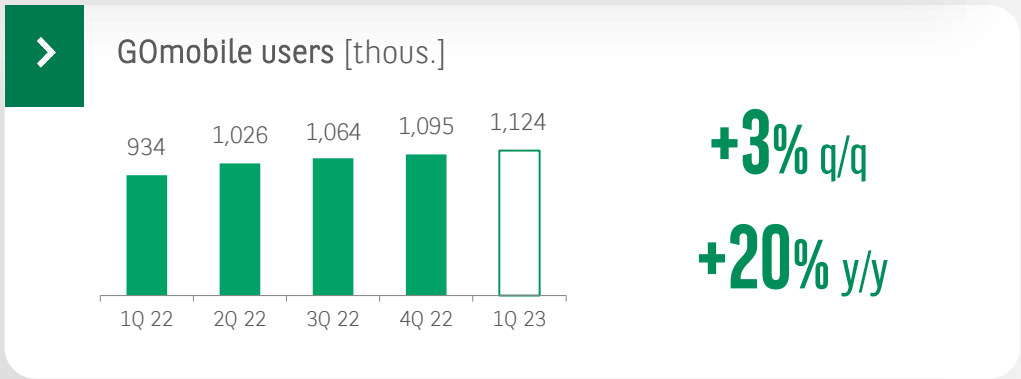
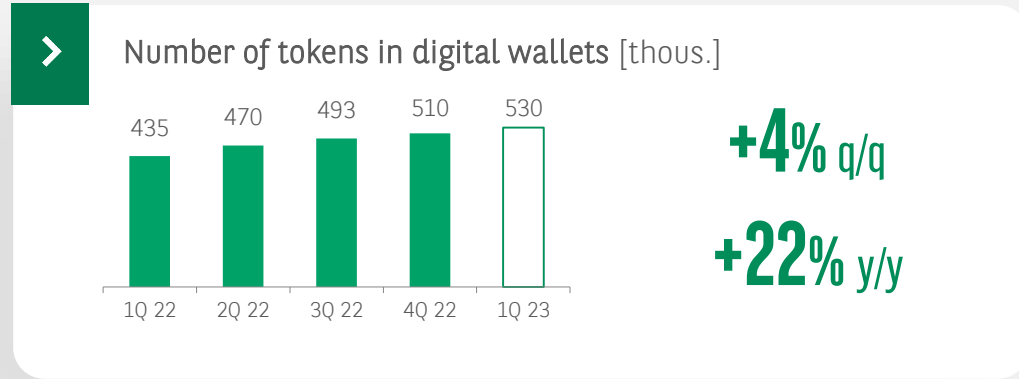
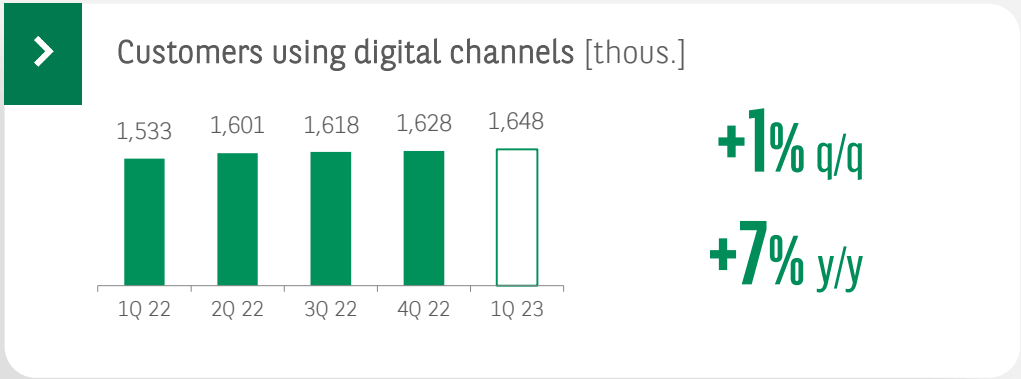
active robots supporting Bank operations

644

applications for 35 places
in two I can DO IT courses

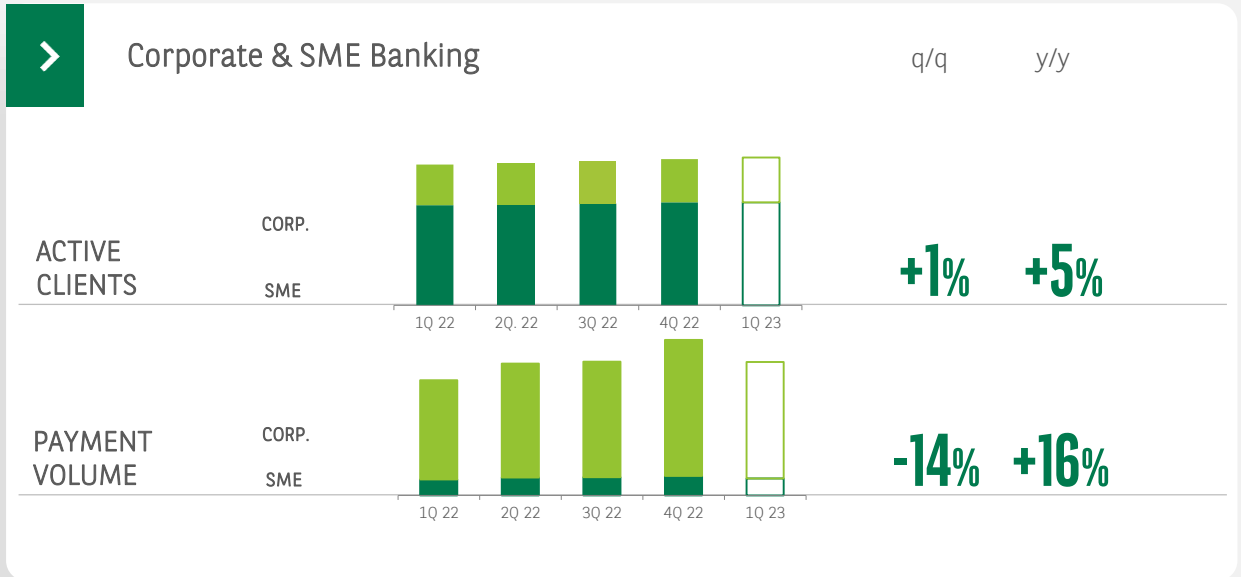
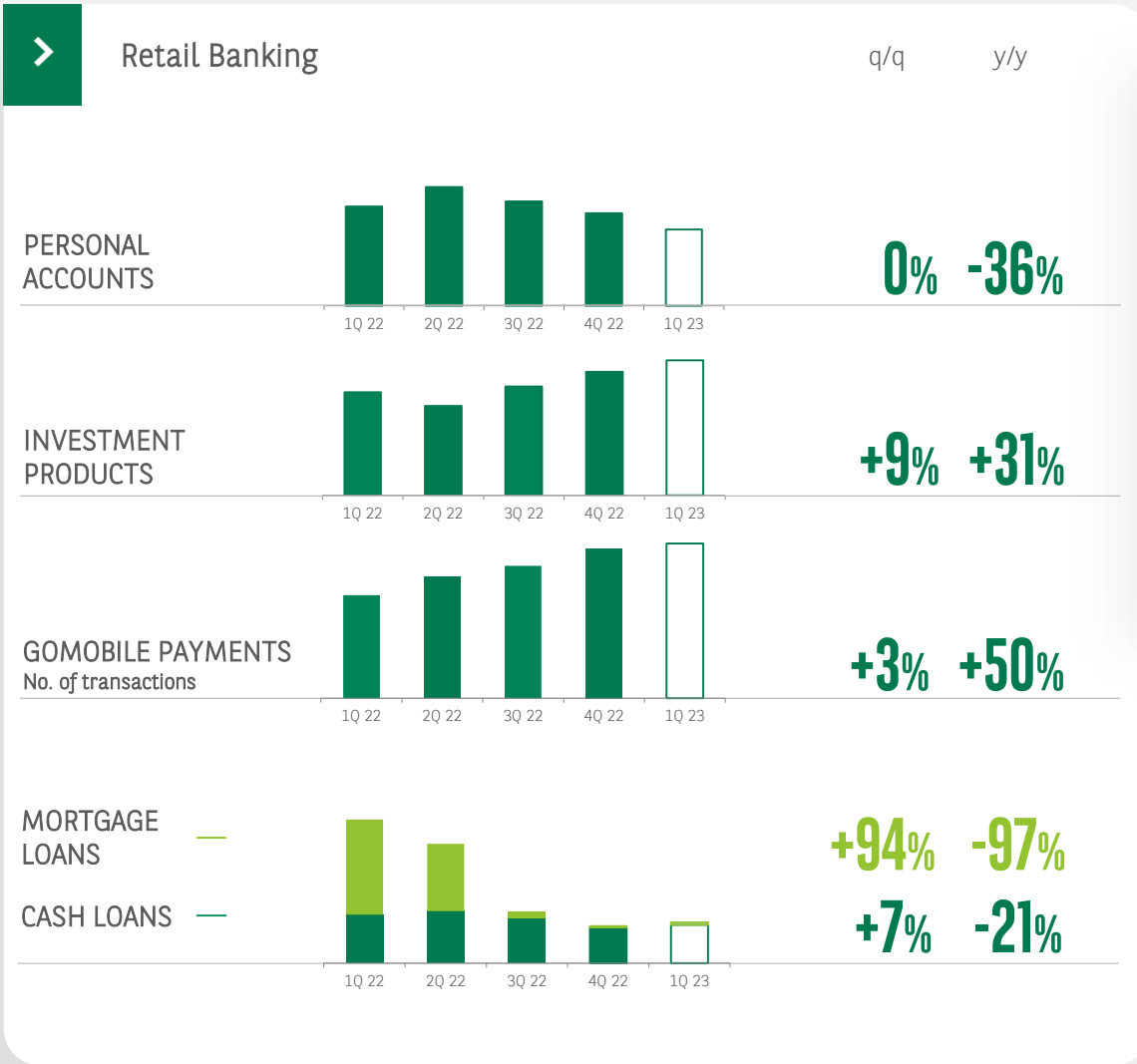
#G0digital - statistics

Ongoing implementation of the digital agenda in the Agile@Scale model. Increased usage of remote channels by Clients



Customer business activity - sales & transactional trends

Increase in transactionality and sales of investment products for Retail Clients. Slowdown in Corporate and SME Banking growth



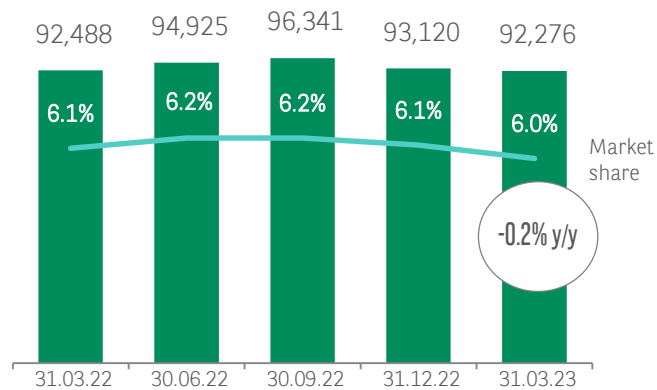
We support our Customers in business development by actively participating in key deals on the market

| | | | |
|--------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PLN 2 670 million Sustainability-Linked Bond Co-Arranger, Co-Bookrunner January 2023 | EUR 57.8 million Buyout financing, refinancing of existing debt and financing of general corporate purposes Lead Arranger, Facility and Security Agent, Hedge Provider February 2023 | PLN 220 million Financing of general corporate purposes Lead Arranger, Facility and Security Agent February 2023 | PLN 144.5 million Acquisition financing, Tender Offer Guarantee, refinancing facility Mandated Lead Arranger, Lender, Issuing Bank January 2023 |
|--------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Loan and deposit volumes

Continuing impact of the macroeconomic environment on loans dynamics. Decrease in the balance of deposits from the high base at the end 2022

> Gross loans [PLN million]



-2.1% q/q

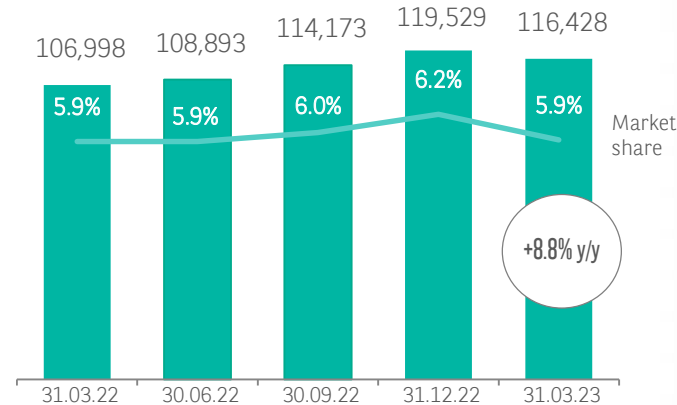
decrease in Individual Customer loans (-3.7% y/y; -1.5%* y/y), mortgage loans (-2.6% q/q, -5.1% y/y, -1.8%* y/y)

0.0% q/q

stabilization in Institutional Customer loans (increase +2.4% y/y), the highest dynamics in leasing (+2.1% q/q, +9.5% y/y)

* w/o impact of credit holidays

> Customer deposits [PLN million]



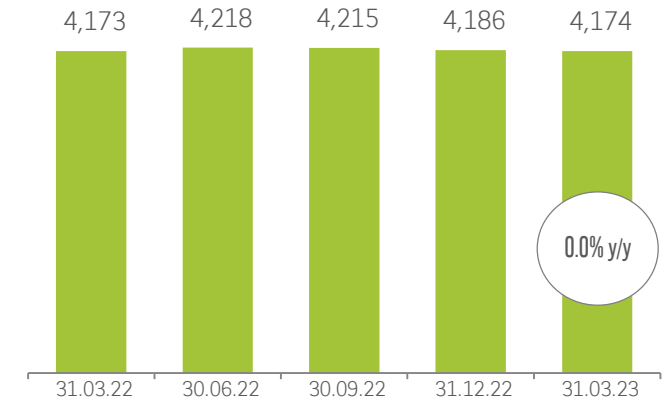
-2.2% q/q

quarterly decrease in Individual Customer deposits (increase +7.5% y/y)

-2.9% q/q

quarterly decrease in Institutional Customer deposits (+9.7% y/y)

> Number of Customers [thous.]



-0.3% q/q

slight decrease in the number of Individual Customers (stabilization 0.0% y/y)

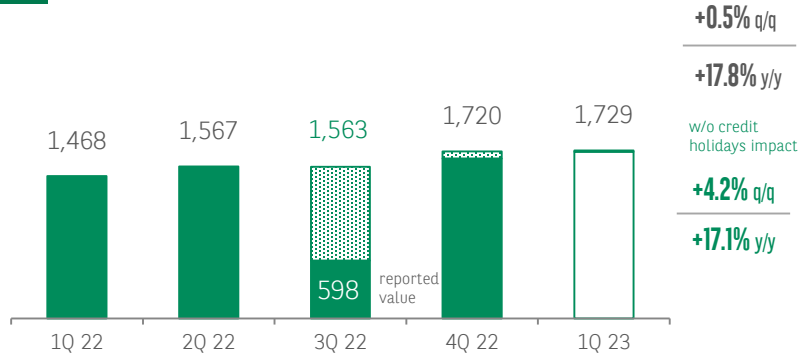
-0.5% q/q

slight decrease in the number of micro, SME and Corporate Customers (+0.6% y/y)

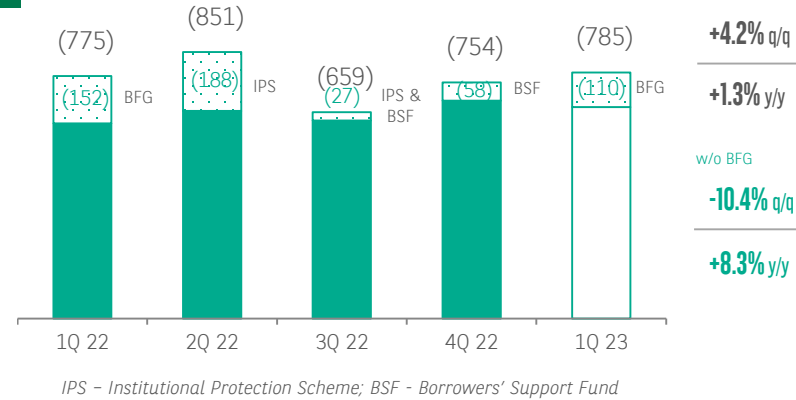
Quarterly financial results

Increase of net profit – NBI improvement, positive impact of cost of risk, operating expenses under control, further build-up of CHF provisions

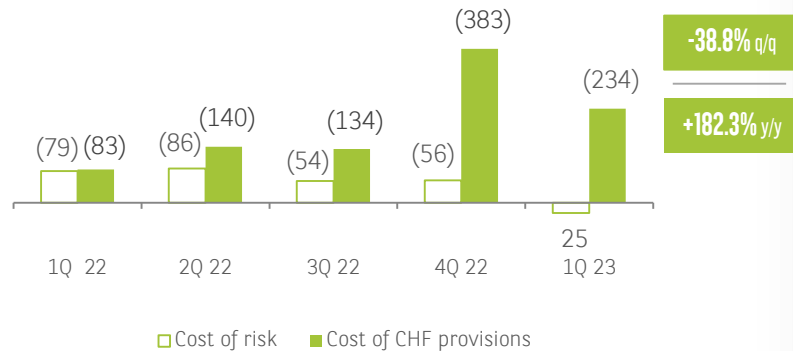
Net banking income [PLN million]



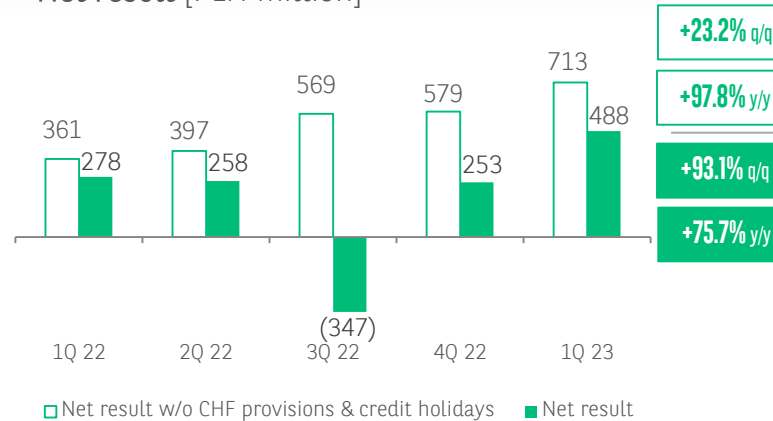
Operating expenses [PLN million]



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



Net result [PLN million]



Increase in the quarterly net banking income on a normalized basis. Improvement of net interest income (w/o impact of credit holidays) and net fee and commission income.

Lower positive impact of credit holidays on net interest income in Q1 2023 (PLN +11 million vs PLN +70 million in Q4 2022).

Decrease in a quarterly level of operating expenses w/o BFG costs. Growth of costs in y/y terms below the inflation rate.

Positive impact of cost of risk level resulting from the continued good loan portfolio quality and improved long-term macroeconomic forecasts.

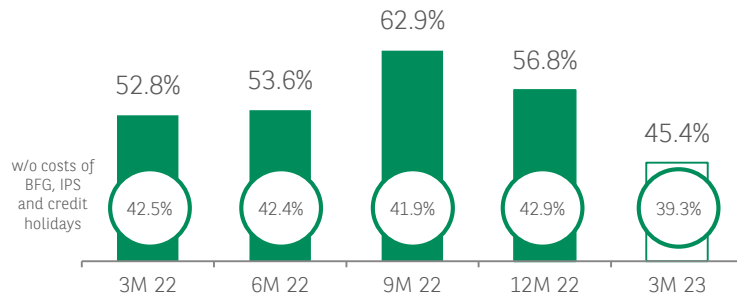
Lower costs of CHF provisions compared to Q4 2022. Positive impact of PLN 59 million deferred tax asset recognition related to mortgage loan settlements on the net result in Q1 2023.

PLN 488 million reported net profit.

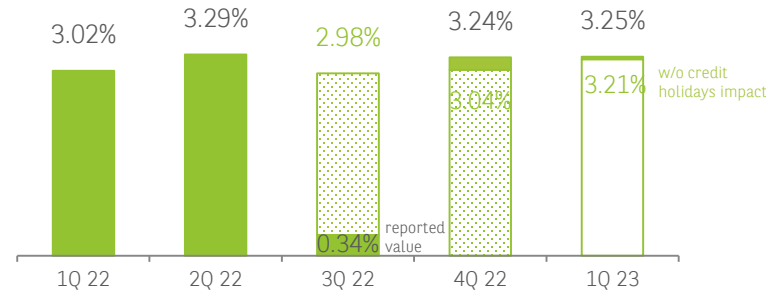
Key financial ratios

Improvement of operating efficiency and profitability in Q1 2023 supported by lower impact of regulatory burdens

> Cost / Income [%]



> Net interest margin on assets [%]



Improvement of the reported Cost / Income ratio compared to 2022 as a result of an increase of net banking income and control of operating expenses.

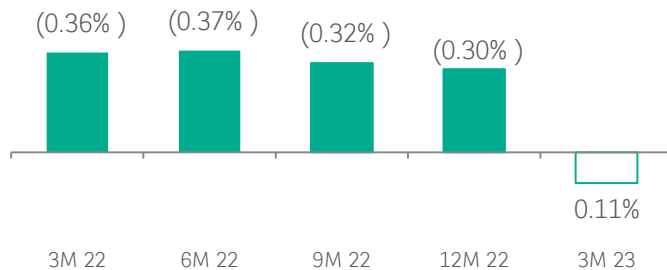
Excluding costs of BFG, IPS and credit holidays, the ratio would be 39.3% (-3.6 pp vs 12M 22 and -3.2 pp vs 3M 22).

Flat net interest margin as a result of stabilization of the cost of financing.

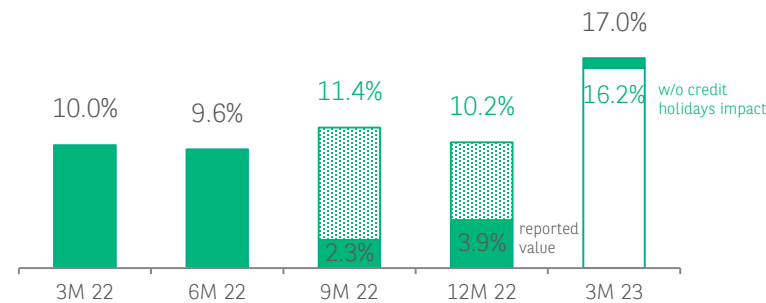
Positive impact of credit risk costs in Q1 2023 and lower q/q negative impact of provisions for court proceedings related to CHF mortgages.

ROE at the level of 17.0%. Excluding the impact of credit holidays, ROE would be 16.2%.

> Cost of risk [%]



> ROE [%]





02

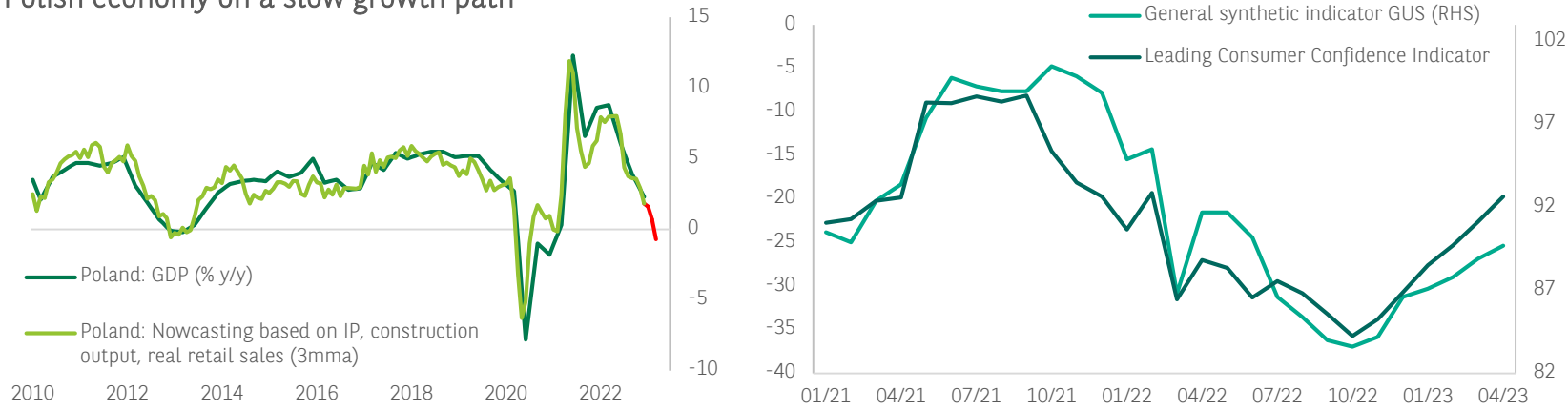
**MACROECONOMIC
ENVIRONMENT**

GDP and economic outlook

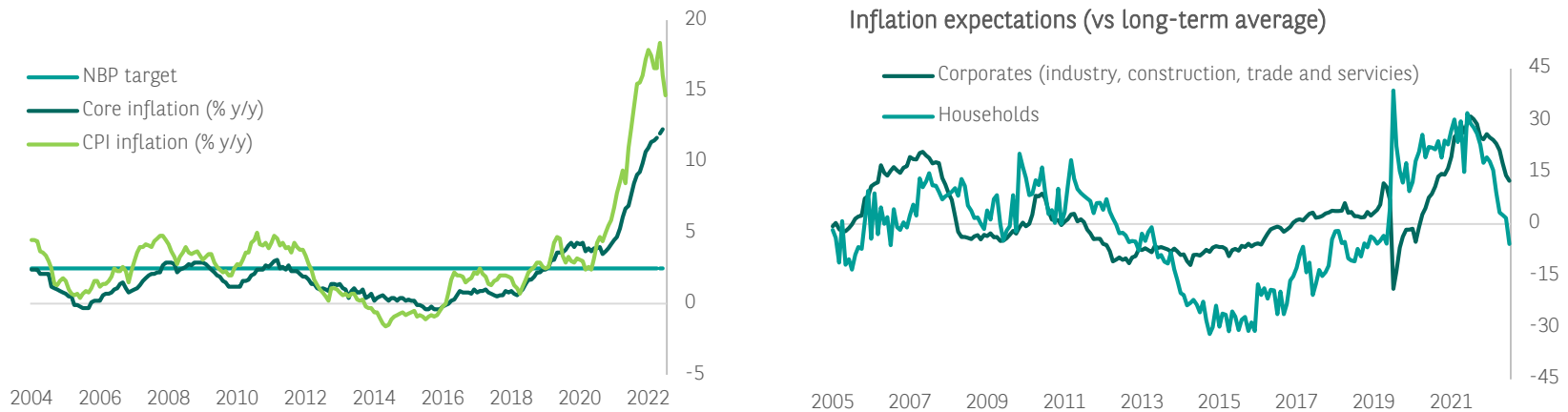
Economy at a turning point - inflation has peaked, GDP at the low point



Polish economy on a slow growth path



Price pressure starting to ease; inflation expectations falling



The Polish economy is in the midst of a significant downturn. GDP fell in Q4 2022 in sequential terms and the pace of annual growth slowed to just above 2%.

High-frequency data on industrial and construction output as well as retail sales suggest that in Q1 2023 GDP is likely to contract in annual terms.

It seems, though, that the economy is at a turning point now. Leading indicators point to a better mood among key industries and consumers. This, alongside the improving external backdrop and falling price pressures, suggest a rebound in GDP from Q2 2023 onwards.

CPI inflation peaked in February and started to ease from March. Cheaper commodities suggest further deceleration in headline price pressure over the next several months. Falling inflation expectations are supportive, as well, though still very strong nominal wage growth is a risk to the scale and pace of disinflation over a longer horizon.

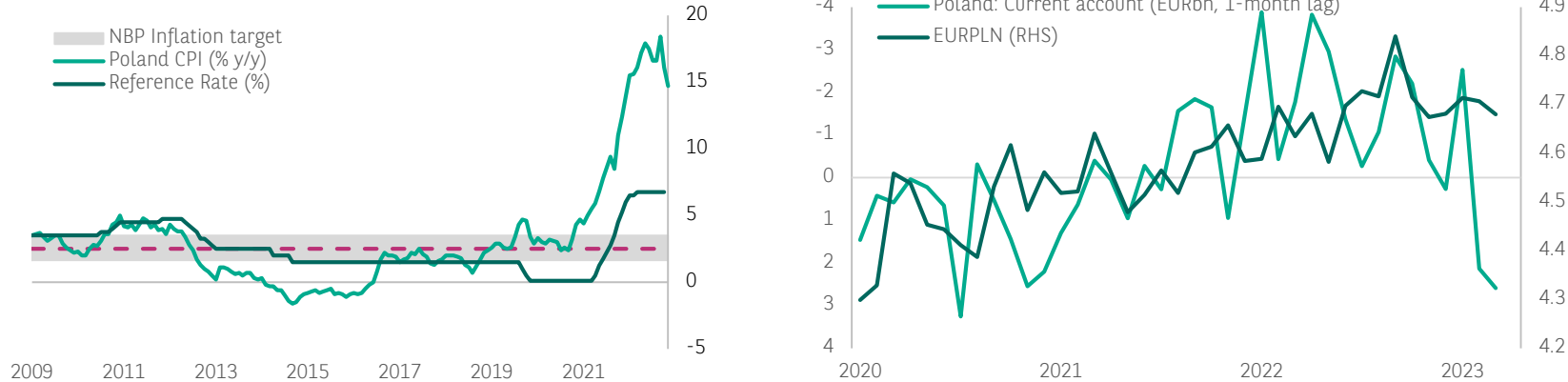
Source: GUS, Eurostat, OECD, Macrobond, BNP Paribas

Monetary policy, exchange rate and the banking sector

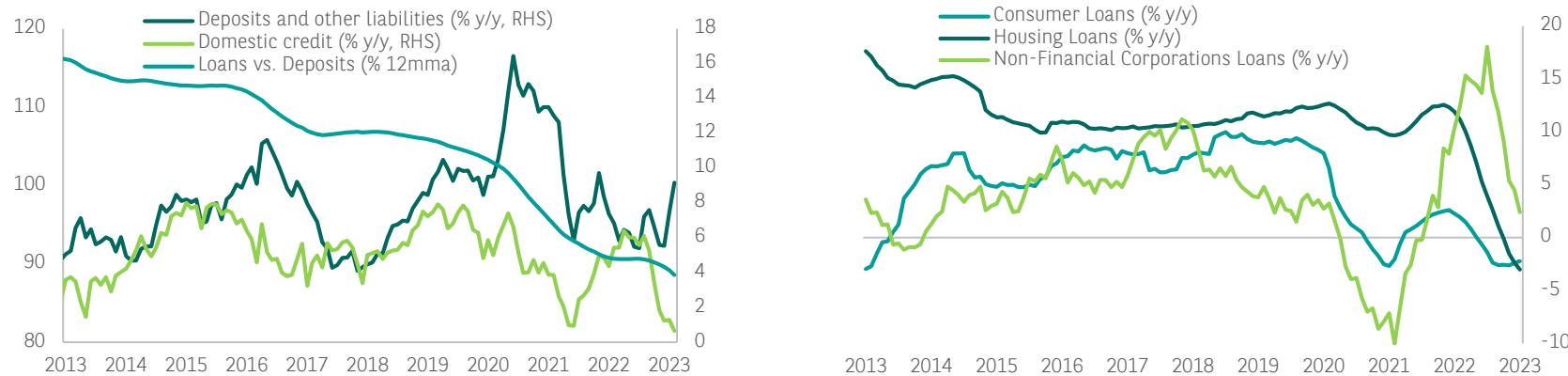
Interest rates unchanged since October 2022; households' credit demand slowing down



Poland's Central Bank pauses the interest rates hiking cycle



Banking sector: demand for credit from households and businesses declines



Since October 2022, the Monetary Policy Council has kept interest rates unchanged, with the main interest rate at 6.75%.

According to the NBP governor, the MPC has not yet officially concluded the monetary tightening cycle, though further interest rate hikes are quite unlikely. At the same time, the conditions to ease policy have not materialized, yet.

Most recently the zloty has been markedly strengthening with EUR/PLN falling below the 4.60 handle. Strong balance of payments data (thanks to falling commodity prices) provide fundamental support for the Polish currency at this stage.

Since the middle of the last year, surging inflation and a high interest rate environment have curbed credit demand in both the households and corporate segments. At the same time deposit growth has accelerated pushing the loans-to-deposits ratio further down in the Polish banking sector.

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



03

**FINANCIAL
RESULTS**

Key financial data - 3M 2023

All P&L components contributing to the net profit growth. Continued increase of CHF provisions.
Strong liquidity position, improvement of capital position

> Financial results

| | | |
|------------------------------------------|--------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Net profit | PLN 488 million | +75.7% y/y (PLN +210 million) |
| Net banking income | PLN 1,729 million | +17.8% y/y (PLN +261 million), of which: net interest income: PLN 1,200 million, +19.6 y/y net fee & commission income: PLN 325 million, +8.1% y/y net trading income: PLN 235 million, +55.5% y/y |
| Expenses | PLN -785 million | +1.3% y/y (PLN -10 million) |
| Expenses (w/o BFG) | PLN -675 million | +8.3% y/y (PLN -52 million) |
| C/I Ratio | 45.4% | -7.4 pp y/y |
| C/I Ratio (w/o BFG & credit holidays) | 39.3% | -3.2 pp y/y |
| Cost of provision for CHF portfolio | PLN -234 million | +182.3% y/y (PLN -151 million) deferred income tax asset related to mortgage loan settlements: PLN 59 million |
| Net impairment write-offs | PLN +25 million | PLN +104 million y/y |

> Volumes

| | |
|-------------------|-----------------------------------|
| Assets | PLN 148 billion, +7.4% y/y |
| Loans (gross) | PLN 92 billion, -0.2% y/y |
| Customer deposits | PLN 116 billion, +8.8% y/y |
| Equity | PLN 12 billion, +6.6% y/y |

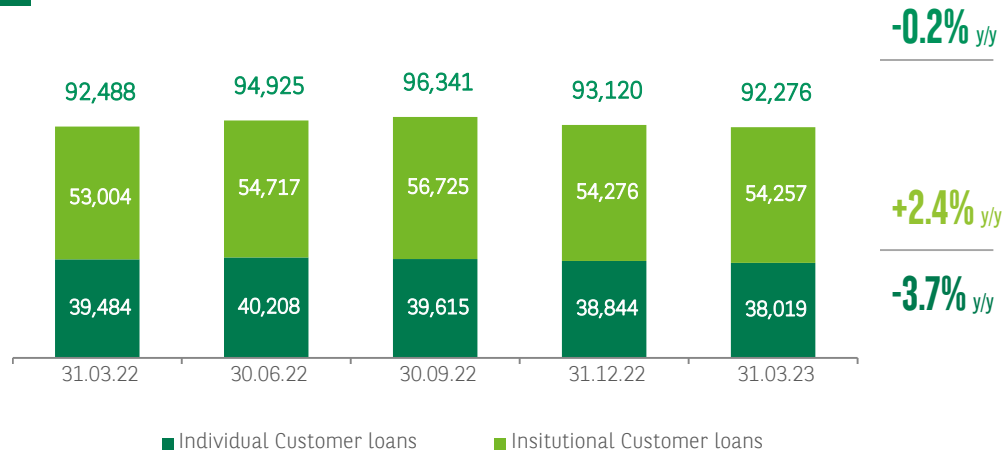
> Indicators

| | |
|--------------------------|---------------|
| Total Capital Ratio | 15.87% |
| Tier 1 | 11.65% |
| MREL standalone (% TREA) | 17.44% |
| ROE | 17% |
| Net loans/deposits | 77% |
| LCR | 188% |
| NSFR | 127% |

Loan portfolio

Slowdown in the Institutional Customer portfolio growth, further decline in retail loans

Gross Customer loans* [PLN million]



Slight decrease in the loan portfolio value by 0.2% y/y (-0.9% q/q)

- q/q dynamics starting from Q1 22: +3.5%, +2.6%; +1.5%, -3.3%.

Individual Customers' portfolio – decrease by 3.7% y/y (-2.1% q/q)

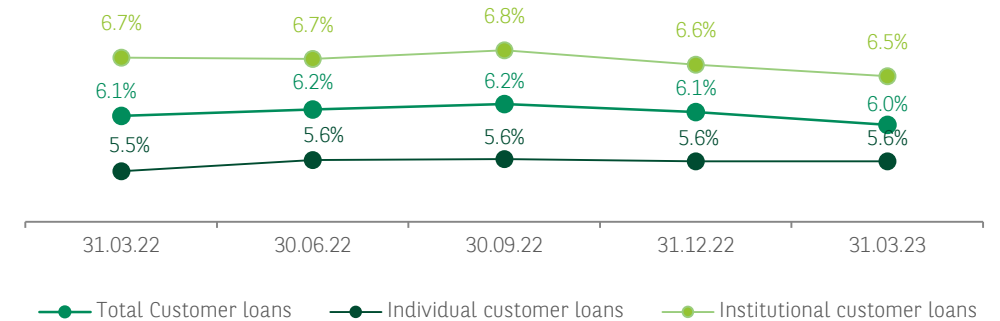
- q/q dynamics starting from Q1 22: +1.7%, +1.8%, -1.5%, -1.9%.
- decrease in the value of PLN mortgage loans (-1.9% q/q, -3.2% y/y). Negative dynamics related to credit holidays and a decrease in PLN mortgage sales,
- slight quarterly decrease in the portfolio of cash loans (-0.5% q/q, +4.0% y/y).

Institutional Customers' portfolio - increase by 2.4% y/y (0.0% q/q)

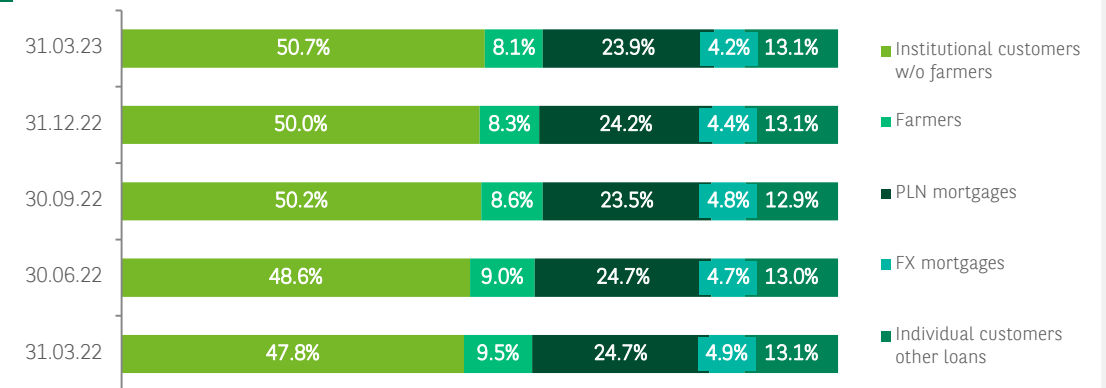
- q/q dynamics starting from Q1 22: +4.8%, +3.2%, +3.7%, -4.3%.
- slight increase in the portfolio of enterprises (+0.3% q/q, +5.3% y/y). The highest dynamics in leasing (+2.1% q/q, +9.5% y/y). Decrease in the farmers' portfolio (-3.3% q/q, -14.7% y/y).

* including the portfolio measured at fair value

Market shares [%]



Gross loans structure [%]

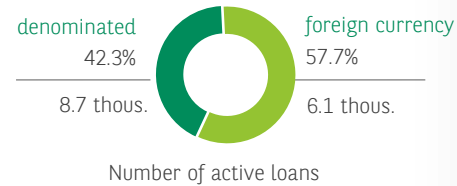
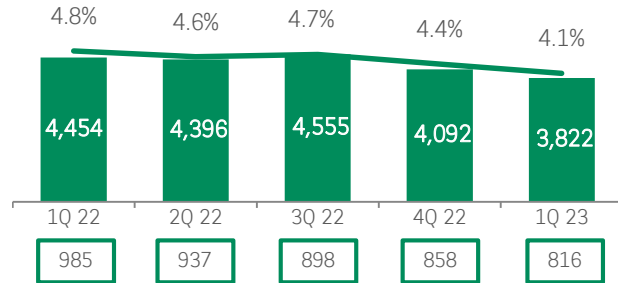


CHF mortgage loan portfolio

Further increase in the level of provisions and the coverage ratio of the CHF portfolio. Continuation of settlements with Clients

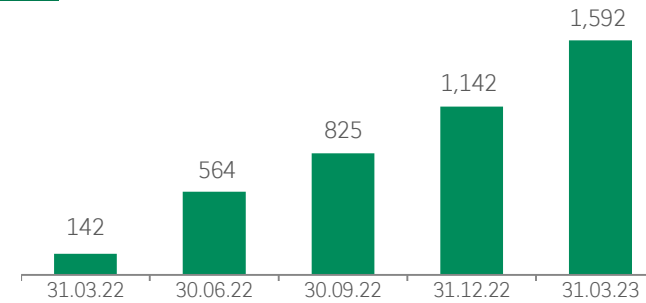
> Gross CHF mortgage loans [PLN million]

Share of CHF housing loans in the Bank's total loan portfolio



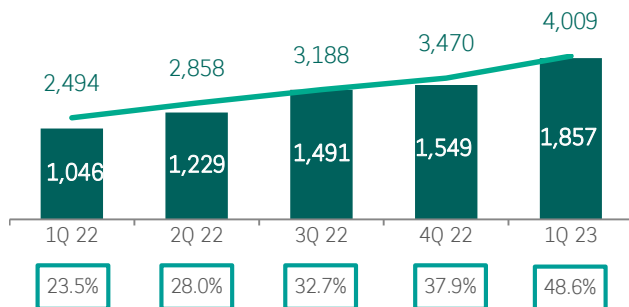
x Gross CHF mortgage loans [CHF million]

> Number of concluded settlements with Borrowers



- Results of individual negotiations of settlements with Customers as at 31.03.2023:
 - ✓ 11,227 individual settlement offers presented to Customers,
 - ✓ 2,793 negotiation proposals accepted by Customers,
 - ✓ 1,592 settlements concluded.

> Lawsuits filed by Customers

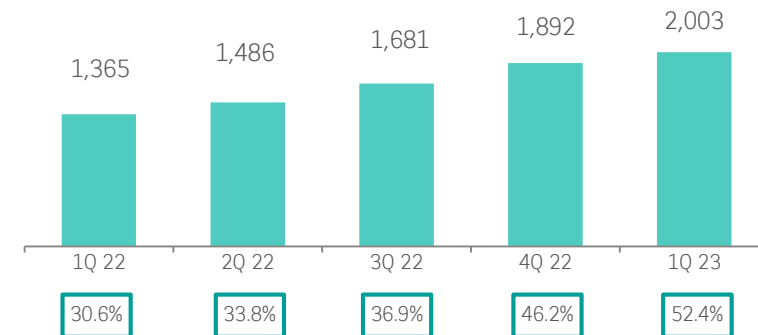


- In Q1 2023: **678 new lawsuits** (402 in Q4 2022), 139 cases concluded in Q1.
- In **488 validly concluded proceedings**: 348 cases ended unfavourably and 140 favourably for the Bank, including 25 cases in which Customers' claims were dismissed and the remaining proceedings that were discontinued as a result of concluded settlements.

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

Value of claims (PLN million) No of pending cases

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

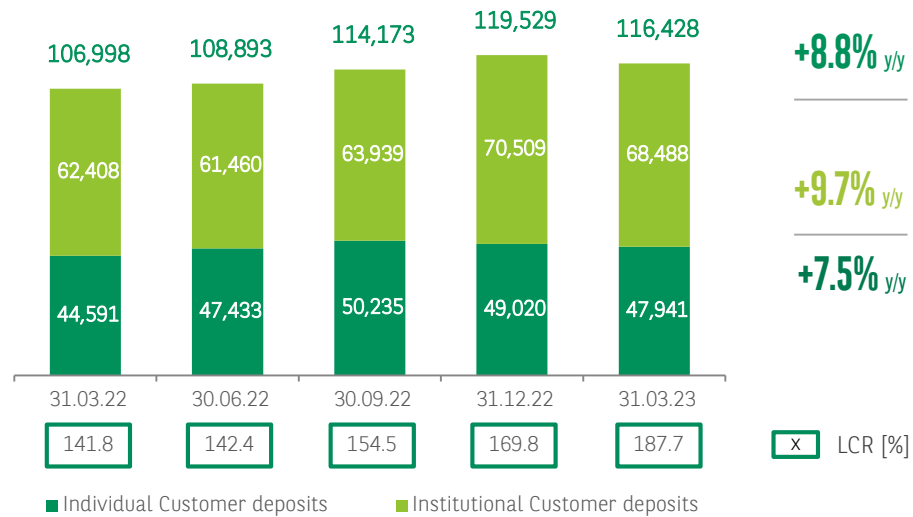


x CHF portfolio provision coverage ratio

Customer deposits

High, stable level of liquidity. Quarterly decrease in the value of deposits – reduction from the high base at the end of 2022

Customer deposits [PLN million]



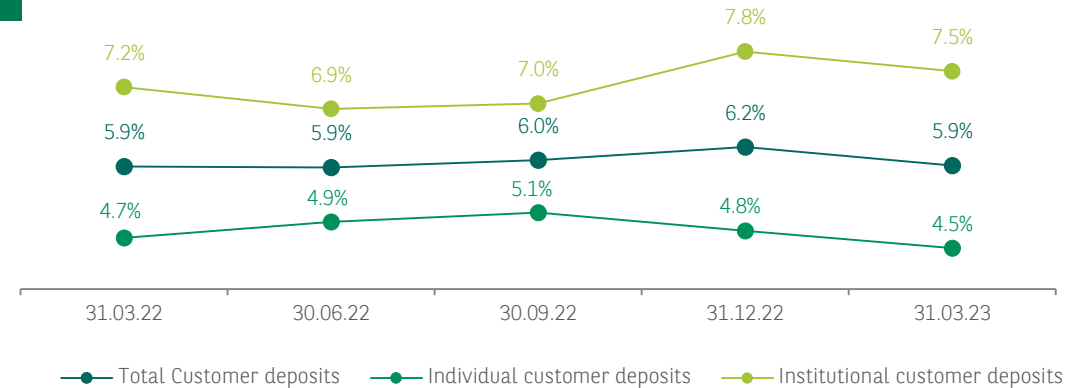
Customer deposits (+8.8% y/y, -2.6% q/q):

- **Individual Customer deposits** +7.5% y/y, -2.2% q/q
- **Institutional Customer deposits** +9.7% y/y, -2.9% q/q

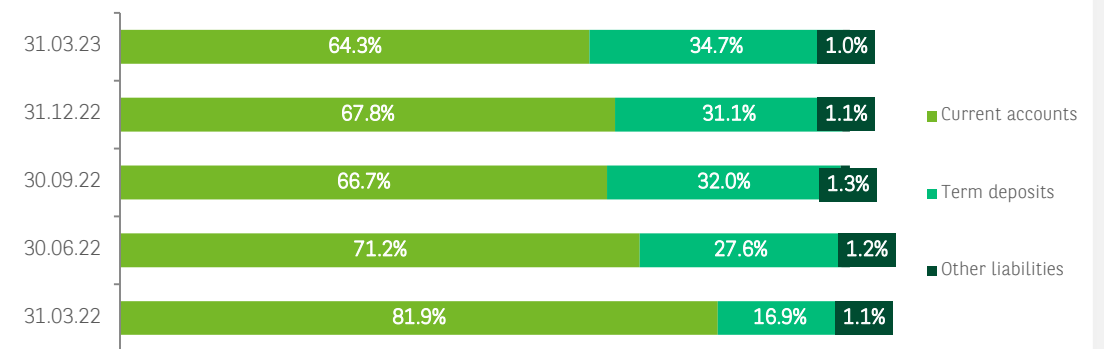
Further increase in the share of term deposits. **Share of term deposits** in total Customer deposits in Q1 2023 at 34.7%, +3.5 pp q/q:

- **Individual Customer deposits** 43.9%, +4.5 pp q/q
- **Institutional Customer deposits** 28.2%, +2.8 pp q/q

Market shares [%]



Deposits structure [%]

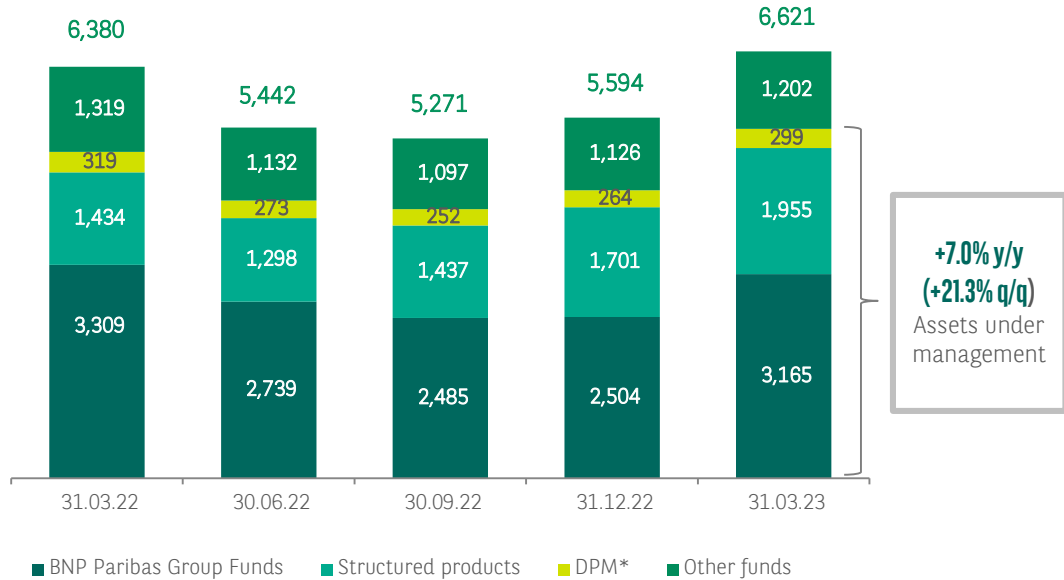


Investment products

Volume of investment products gradually rebuilt. Increase mainly in the categories of short-terms debt securities funds and structured products



Investment products [PLN million]



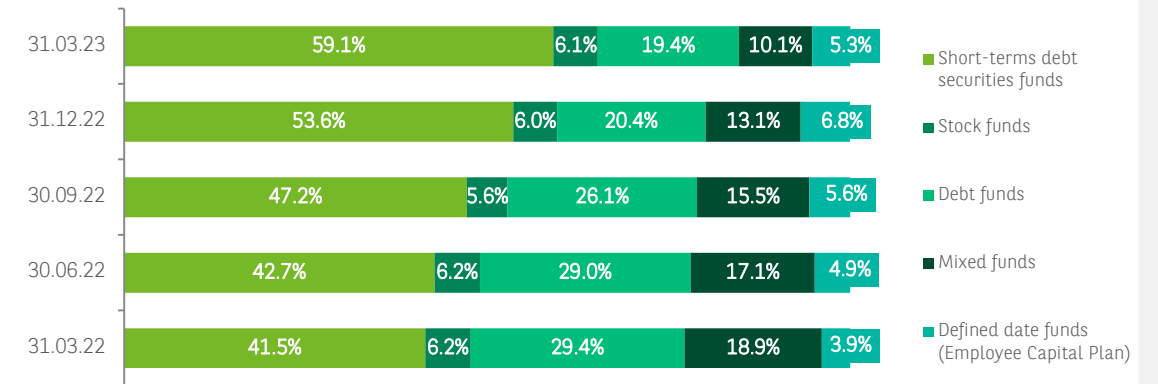
* Discretionary Portfolio Management

Investment products volume increase by 3.8% y/y (+18.3% q/q)

- In Q1 2023 there was a further increase in the value of funds invested in investment funds of the BNP Paribas Group and a return to values close to the end of March 2022 (+26.4% q/q, -4.4% y/y).
- Customers' interest in subfunds investing in the market of short-term debt instruments is maintained.

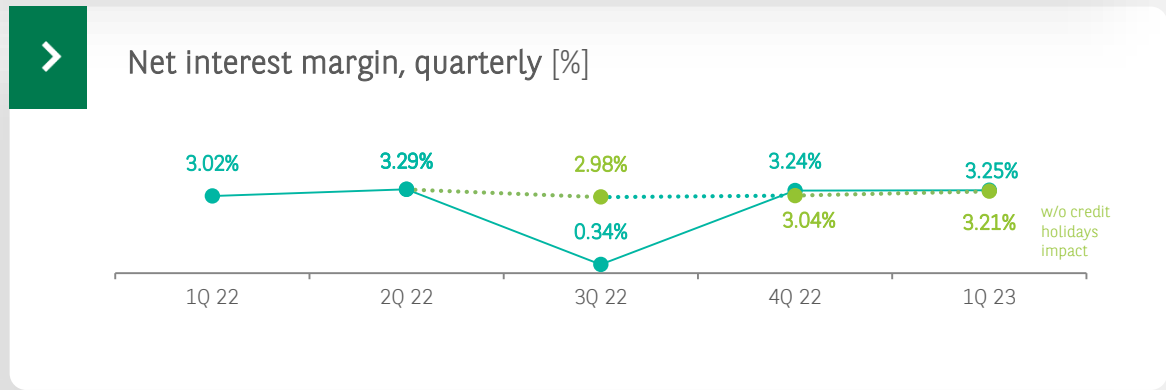
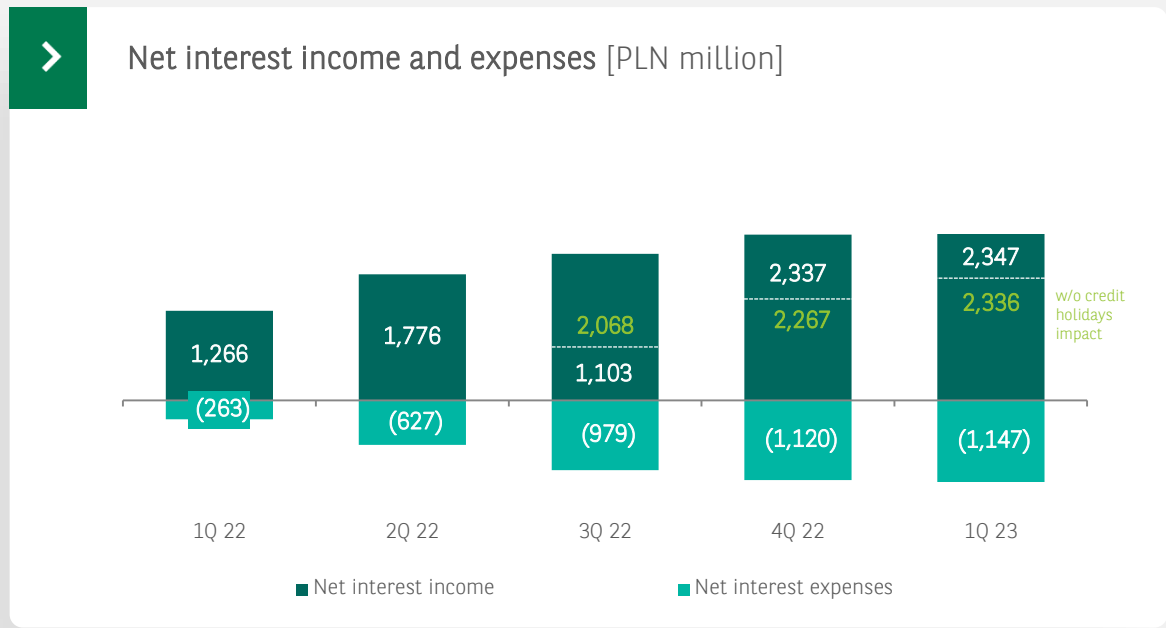
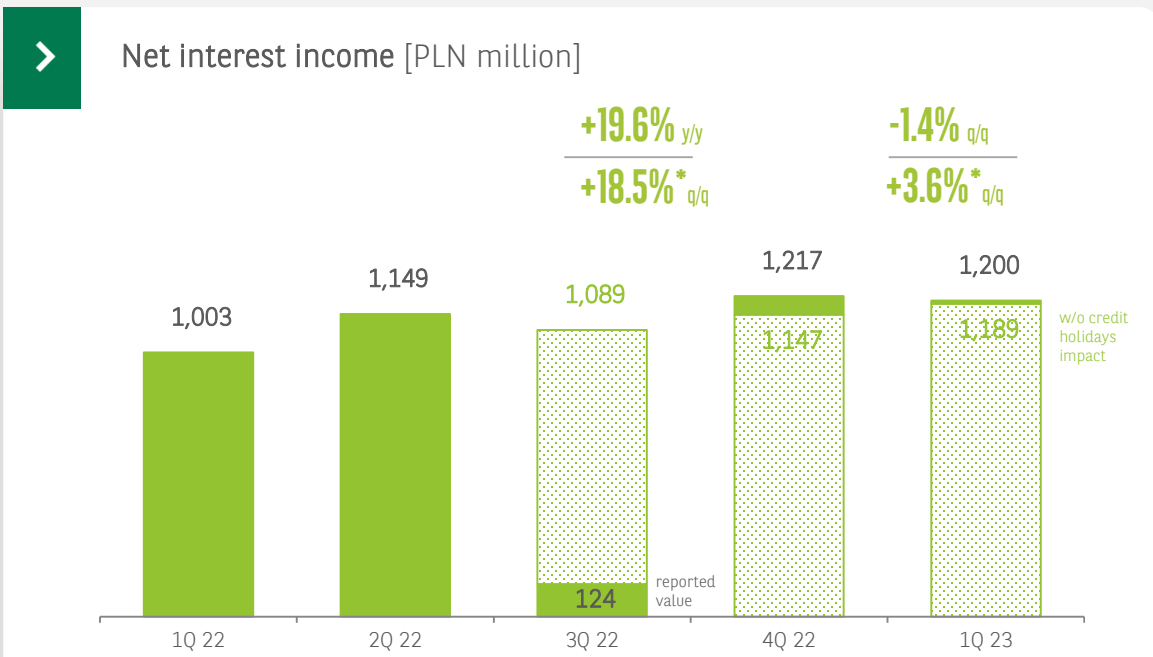


Structure of BNP Paribas TFI investment products [%]



Net interest income

Stabilization of the cost of deposits. Improvement in net interest margin, excluding credit holidays impact



- Stabilization of deposit and credit margins in Q1 2023.
- No significant impact of credit holidays (PLN +11 million in Q1 2023, PLN +70 million in Q4 2022). In Q1 2023, Clients responsible for approx. 72% of the volume of the total PLN mortgage loan portfolio at the Bank requested the suspension of the performance of the loan agreements.
- The cost of Clients' deposits in PLN at the end of March 2023 was higher by 216 bps y/y and 3 bps q/q.
- Net interest income on derivatives as part of fair value hedge accounting lower in Q1 2023 by PLN 196 million y/y and by PLN 15 million q/q.

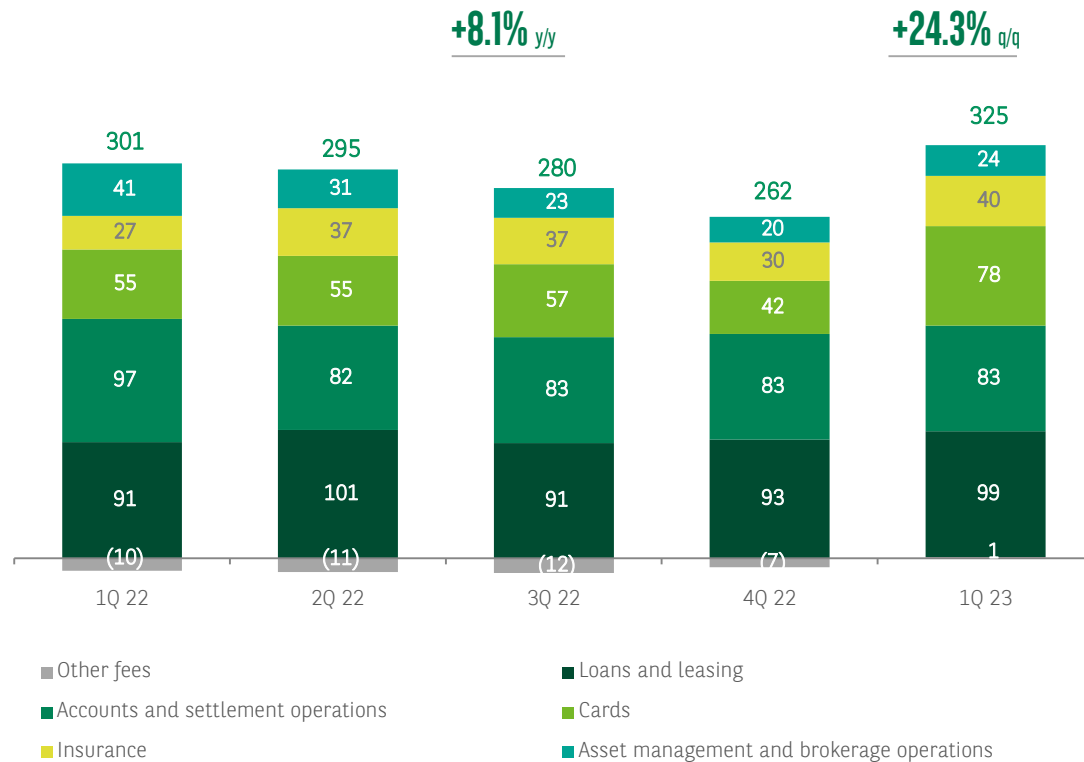
* w/o impact of credit holidays

Net fee and commission income

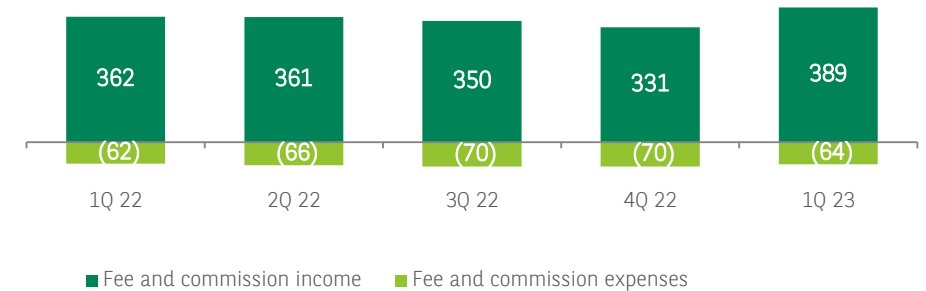
Growth in quarterly fee & commission income supported by one-offs (cards, insurance)



Net fee and commission income [PLN million]



Fee and commission income and expenses [PLN million]



Net fee and commission income higher in 2023 y/y in all categories except commissions for asset management and brokerage operations (lower fees for the sale of IBV certificates and investment funds) and for accounts and clearing operations (no comparable fees for high account balances).

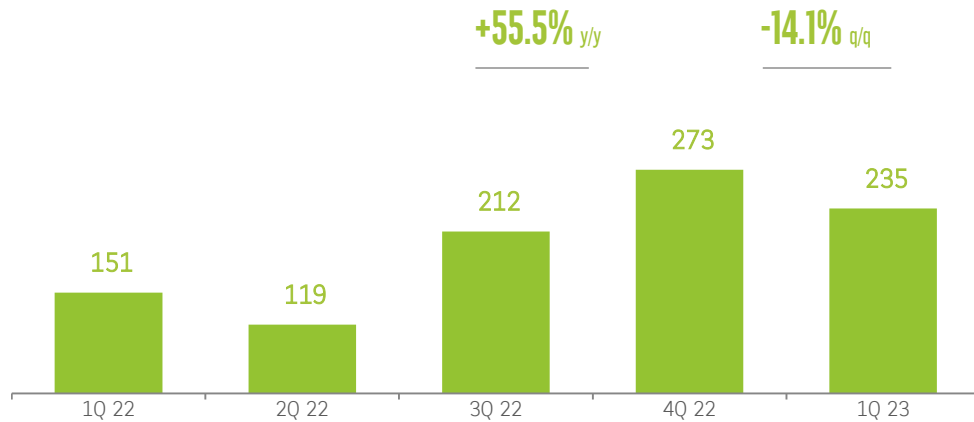
Increase in NF&C income in Q1 2023 vs Q4 2022 resulting from:

- higher NF&C on cards due to settlements with Mastercard for sales support - positive impact in Q1 2023, negative in Q4 2022,
- increase in insurance NF&C on consumer loans and mortgages (settlement with Cardif),
- higher NF&C for the sale of IBV certificates,
- increase in NF&C for unused liabilities and guarantees.

Net trading and investment income

Another good quarter in net trading income – increase in the quarterly result on transactions with Customers, lower valuation of equity instruments

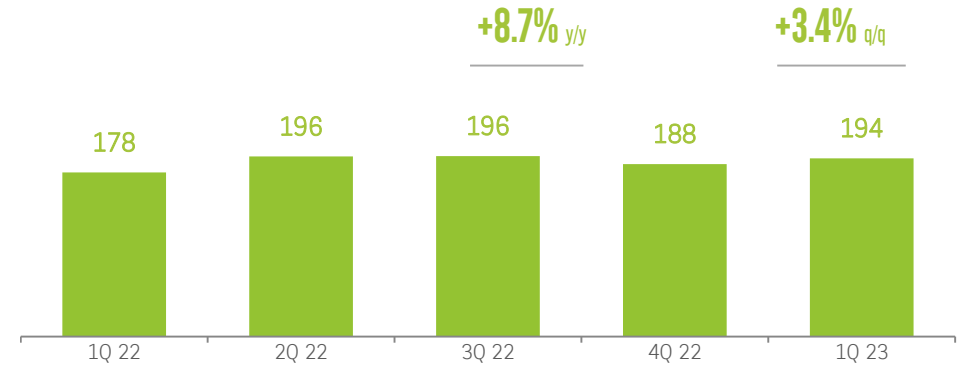
Net trading income [PLN million]



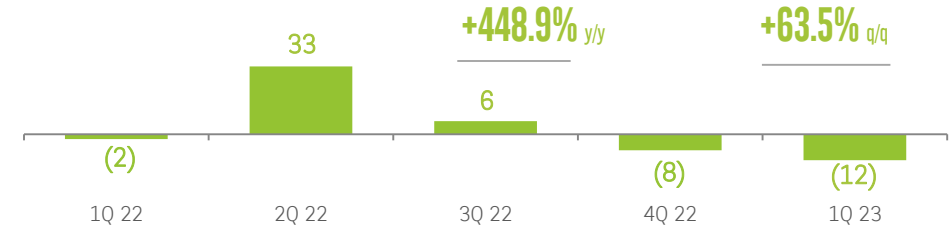
- Higher net trading result in Q1 2023 y/y due to increase in the result on transactions with Customers (+8.7% y/y), better result on FX swap transactions (change from negative result in Q1 2022) and improvement in the valuation of IRS hedging the valuation of the loan portfolio measured at FV.
- Decrease in net trading income in Q1 2023 vs Q4 2022 mainly due to:
 - ✓ lower valuation of shares and IRS hedging the loan portfolio measured at FV,
 - ✓ lower result on derivatives (CIRS, IRS and FX Swap), partially neutralized by an increase in the result on transactions with Customers (+3.4% q/q).

Margin on FX and derivative transactions with Customers [PLN million]

included in net trading income



Net investment income [PLN million]

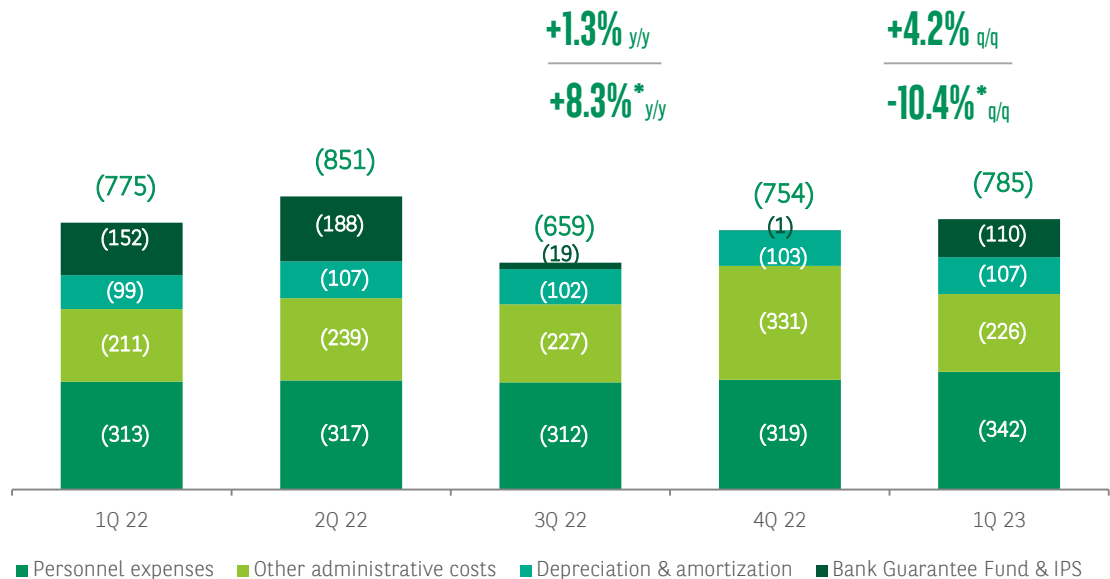


- Quarterly and annual deterioration of net investment income in Q1 2023, mainly due to lower valuation of the loan portfolio measured at fair value.
- The valuation of the loan portfolio measured at fair value (FV) amounted to PLN -12.4 million in Q1 2023, in 2022: PLN -9.4 million in Q4, PLN +6.3 million in Q3, PLN +32.8 million in Q2 and PLN -5.6 million in Q1.

Operating expenses, depreciation and amortization

Operating expenses under control – y/y growth below inflation rate, improvement of Cost/Income ratio. Q1 2023 burdened with BFG fees

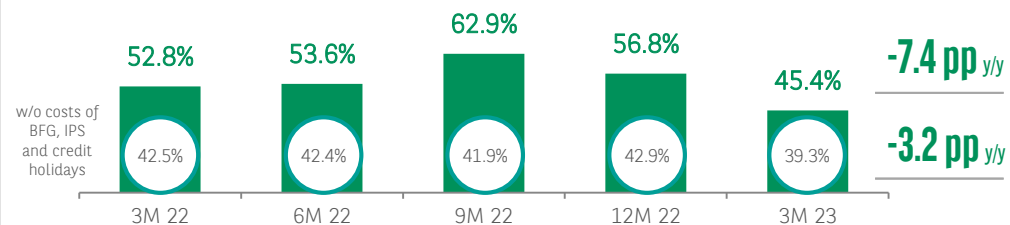
Operating expenses [PLN million]



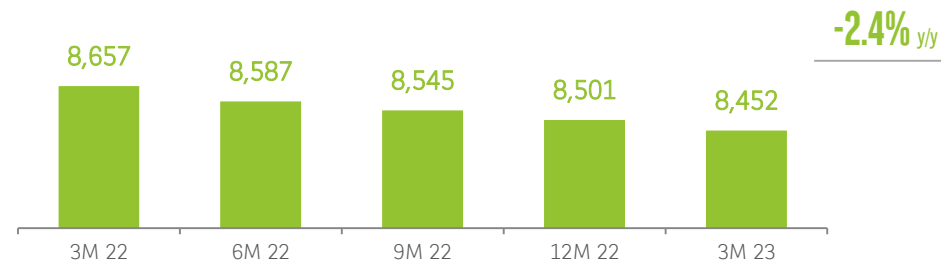
- Contribution to the resolution fund for 2023 set by the Bank Guarantee Fund for the Bank at PLN 124 million (PLN 110 million recognized in the costs of Q1 2023). In Q1 2022: PLN 152 million of BFG costs (PLN 126 million for the resolution fund and PLN 26 million for the guarantee fund).
- Increase in personnel costs on an annual and quarterly basis attributable to the increase in salaries.
- Decrease in other administrative costs on a quarterly basis related mainly to the lack of fees for the Borrowers' Support Fund (PLN 58 million in Q4 2022) and lower IT and telecommunications costs. Increase y/y due to higher rental, maintenance and advisory costs.

* w/o BFG and IPS costs

Cost/Income ratio [%]



Employment of the Group [FTE, end of period]

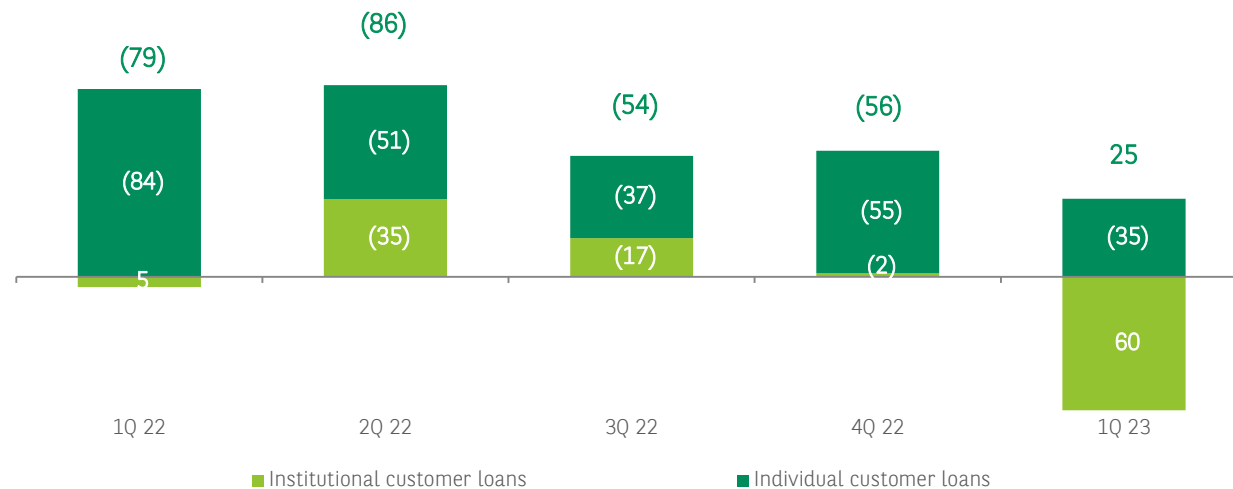


Net allowances on expected credit losses

Cost of risk confirming very good quality and resilience of the loan portfolio. In Q1 additionally supported by the impact of positive one-offs



Cost of risk by segments [PLN million]



| [bps] | Q1 22 | Q2 22 | Q3 22 | Q4 22 | Q1 23 |
|-------------------------|-------|-------|-------|-------|------------|
| Quarterly cost of risk* | (36) | (37) | (23) | (24) | +11 |

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

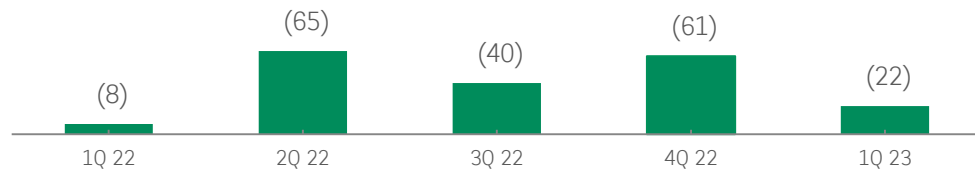
The level of the cost of risk in Q1 was influenced by the continued good quality of loan repayments. In addition, the result on expected credit losses was affected by:

- release of approx. PLN 63.6 million of macro provisions under the forward looking component (update and shift of the macroeconomic forecast window - in particular beyond the negative forecast of Q1 2023), of which PLN 53.4 million for loans to Institutional Clients and PLN 10.2 million for loans to Individual Clients,
- PLN 18.5 million of provisions booked as a result of parameters update and changes in models (including adjustment of the LGD model to current expectations in terms of recoveries), of which PLN 4.8 million for loans to Institutional Clients and PLN 13.7 million for loans to Individual Clients,
- PLN 37.1 million provision release as a result of repayment by one Corporate Client (Agro) with recognized impairment.

Mortgage loans - credit risk overview

Stable and good quality of the portfolio

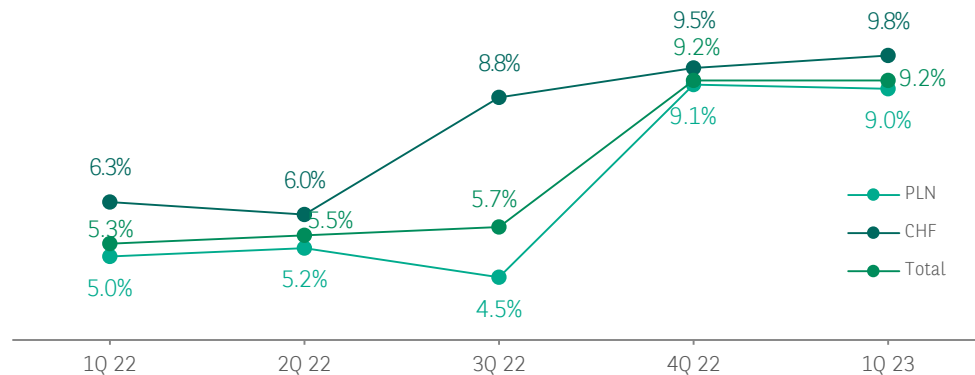
> Cost of risk [PLN million]



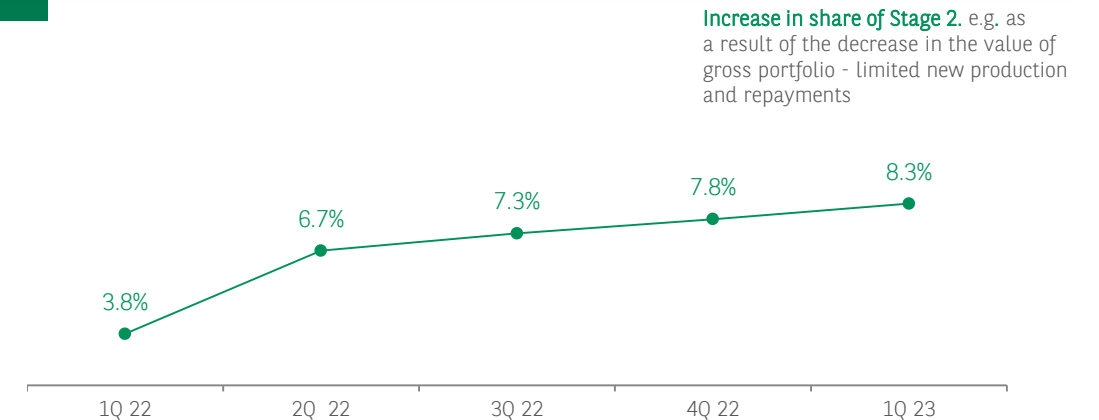
Cost of risk in Q1 2023 includes PLN 11.8 million as a result of parameters update and changes in models, including primarily adjustment of the LGD model to current expectations in terms of recoveries.

The lower cost of risk compared to Q4 2022 is mainly due to the creation in Q4 of PLN 55.9 million of provisions for the potential future materialization of risk.

> Provision coverage of gross loan portfolio - Stage 2



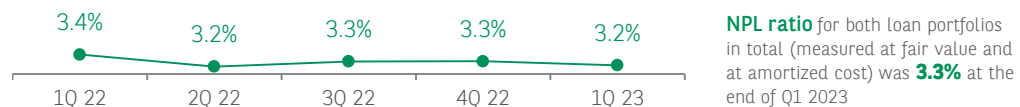
> Share of Stage 2 in gross loan portfolio



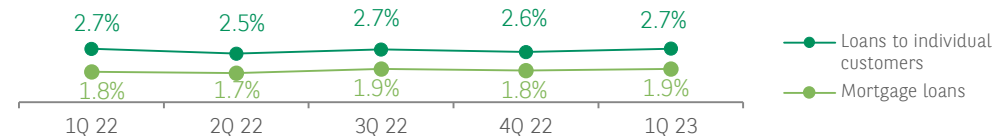
Loan portfolio quality

Stable NPL ratio level

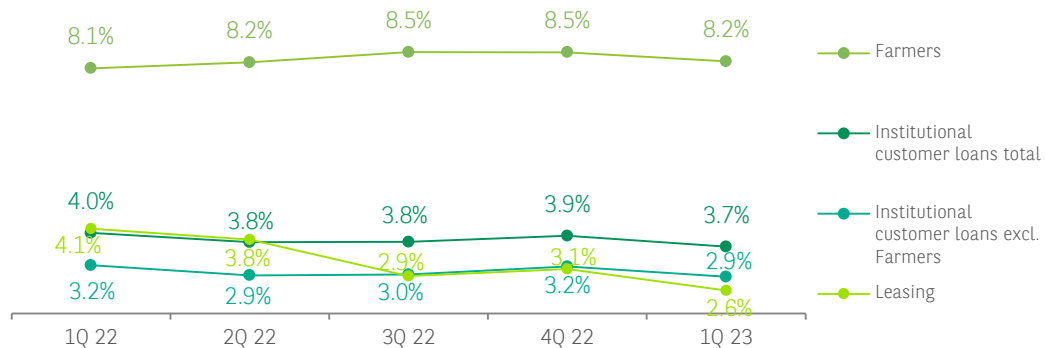
Total loans – NPL ratio



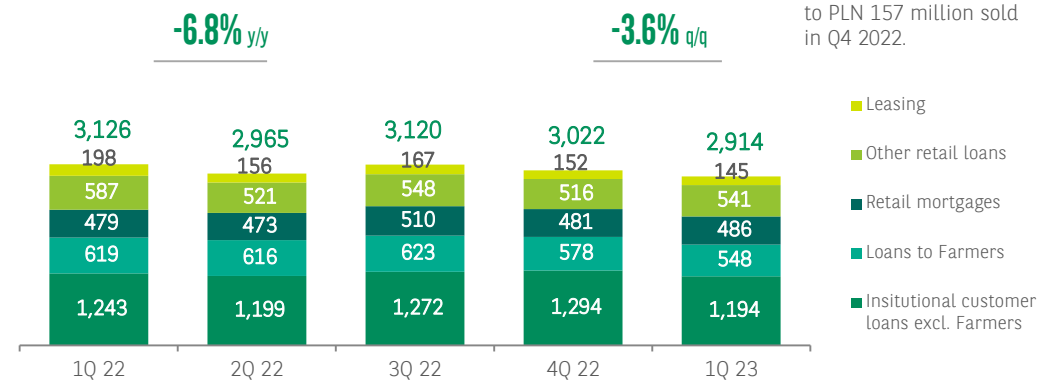
Loans to Individual Customers – NPL ratio



Institutional loans – NPL ratio



Gross impaired (Stage 3) portfolio [PLN million]

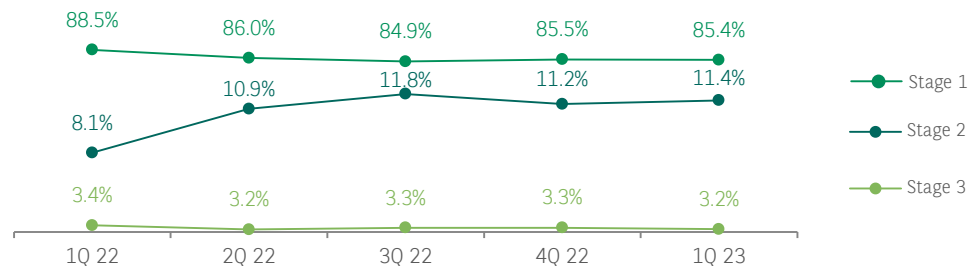


Data for portfolio measured at amortized cost unless otherwise stated.

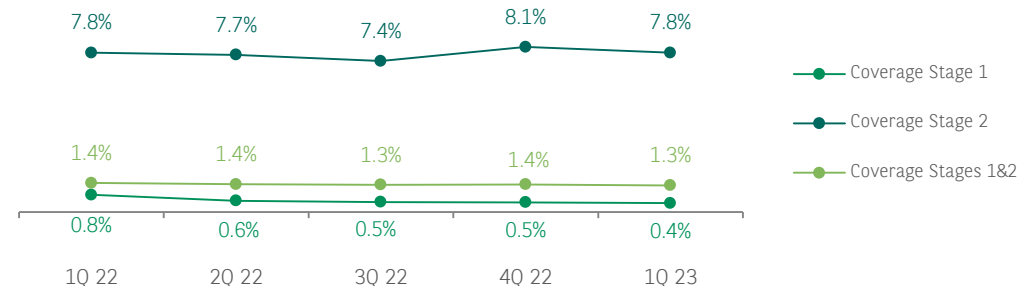
Loan portfolio quality

Stable loan portfolio quality

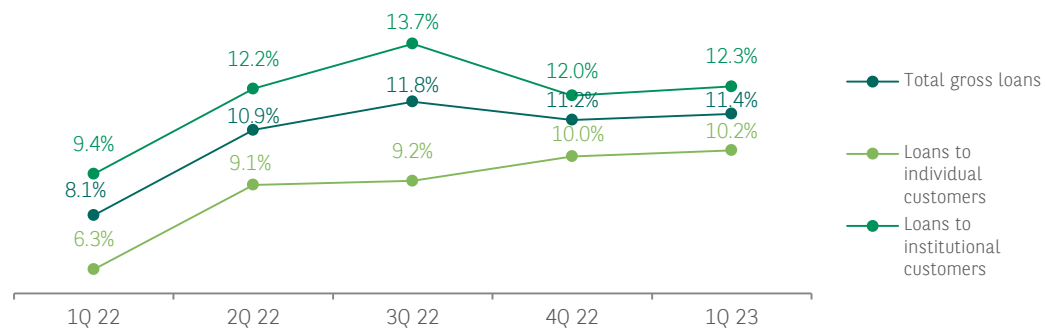
> Share of each Stage in gross loan portfolio



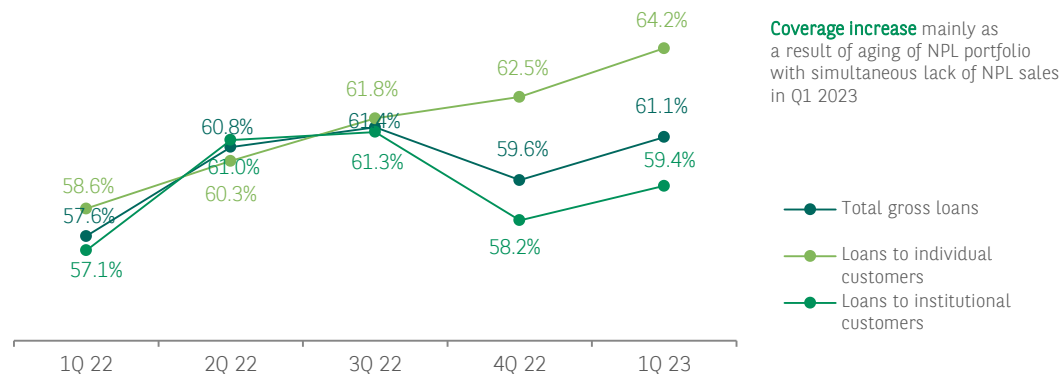
> Provision coverage for gross loan portfolio – Stages 1 & 2



> Share of Stage 2 in gross loan portfolio



> Provision coverage for gross loan portfolio – Stage 3



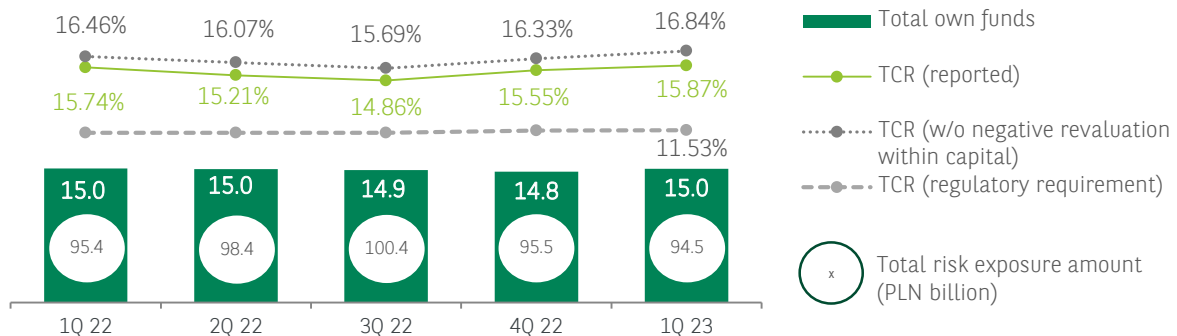
Coverage increase mainly as a result of aging of NPL portfolio with simultaneous lack of NPL sales in Q1 2023

Capital adequacy

Improvement of capital ratios due to recognition of 2022 net profit in equity, decrease of RWA value and improvement in the bond portfolio valuation

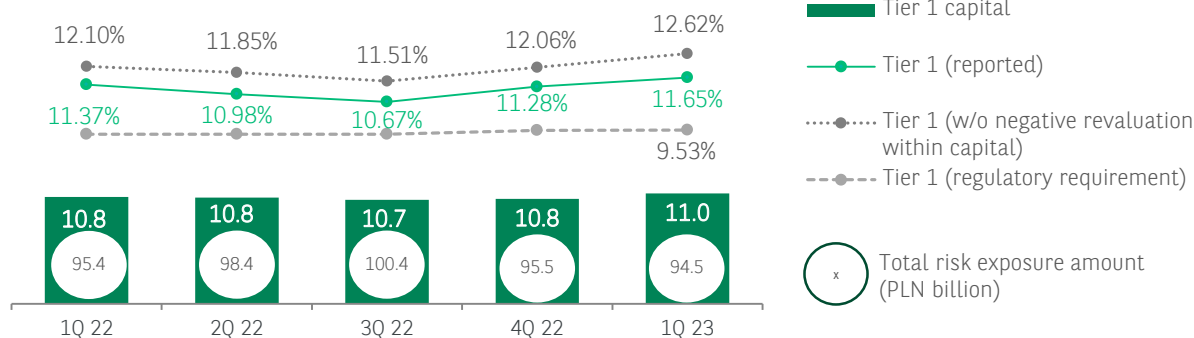
↑ TCR

+13 bps
y/y



↑ Tier 1

+28 bps
y/y



TCR and Tier 1 above the minimum regulatory requirement as at the end of Q1 2023: +4.3 pp and +2.1 pp, respectively

Capital adequacy ratios increase in Q1 2023 mainly as a result of:

- recognition of 2022 net profit in own funds,
- Tier 1 capital increase due to improvement in bond portfolio valuation,
- decrease in the value of risk-weighted assets.

From the beginning of 2023, the exclusion from Common Equity Tier 1 capital of a part of unrealized losses related to the portfolio of securities measured at fair value through other comprehensive income (COVID-FIX adjustment) is no longer applied.

Specific regulatory capital requirements for the Bank at the end of Q1 2023:

- no capital requirement for FX loans,
- OSII buffer at 0.25%,
- P2G capital add-on at 0.77 pp (consolidated) and 0.80 pp (standalone).



04

**SUMMARY
& OUTLOOK**

Legal and regulatory environment in the banking sector

Business activities and results impacted by increasing regulatory burdens

Since 2016, the Bank has incurred **PLN 8,694 million** in taxes and regulatory contributions/burdens*
(+604.9% 2022 vs 2016; +48.6% 2022 vs 2021)

Tax on certain financial institutions

- **PLN 34.8 billion**: the total cost of the sector since 2016

Banking Guarantee Fund

- **PLN 18.4 billion**: fees to the BFG paid by banks since 2016

"Credit holidays"

- Possibility of suspending PLN mortgage loan instalment repayments, a maximum of 8 instalments
- Impact for the largest banks at the level of **PLN 12.4 billion** in 2022

Legal risk of CHF mortgage loans

- **116 thous.** pending cases in the banking sector at the end of February 2023, **PLN 29.1 billion** provisions at the end of 2022

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 cost for the sector amounts to ca. **PLN 3.5 billion**

Borrowers Support Fund (FWK)

- **PLN 1.4 billion**: the total cost of the sector in H2 2022

THE IMPACT ON THE BANK'S RESULTS

PLN 2,072 million

tax on certain financial institutions since 2016

PLN 884 million

impact of credit holidays in 2022 and Q1 2023

PLN 207 million

contribution to IPS in 2022

PLN 1,127 million

total BFG contribution since 2016

PLN 2,220 million

CHF provisions since 2019

PLN 81 million

total Borrowers Support Fund costs since 2020

*income tax, tax on financial institutions, CHF provisions, impact of credit holidays, BFG & IPS contributions, financial supervision costs (PFSA), Borrowers Support Fund costs

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

- Economic slowdown due to weakening of industrial output and declining real disposable income of consumers
- Expected deceleration of inflation growth in the second half of 2023
- Interest rates stabilization with space for possible moderate cuts opening in 2024
- Local economic challenges in the election year
- International tensions with escalation risk

THREATS AND CHALLENGES FOR THE BANKING SECTOR

- Uncertainty about evolution of the foreign currency mortgage loans issue and its impact on the profitability and stability of the banking sector and its capacity to finance/support the economy
- Attempts to question the legal grounds on which the WIBOR-based loans were granted. Uncertainty around WIRON

PRIORITIES OF THE BANK

- Increase in the Customer satisfaction, focus on Premium individual Clients, corporate business and food processors
- Growth of the green asset base (loans & AUM)
- Continued rebuilding and optimization of Bank's systems & processes
- Efficient capital management (focus on return on assets)
- Efficient cost management in wage and inflation pressure environment

IN THE VOLATILE AND HARDLY PREDICTABLE ENVIRONMENT THE BANK IS FOCUSED ON FURTHER DEVELOPMENT OF SOLID BUSINESS FUNDAMENTALS AND SHAREHOLDER VALUE – CUSTOMER ACQUISITION AND ACTIVATION, INCREASING USAGE OF DIGITAL CHANNELS, TRANSACTIONALITY GROWTH AND SUPPORT OF THE GREEN TRANSFORMATION



05

**BUSINESS
ACTIVITIES**

Retail and Business Banking & Personal Finance

Growth in Premium and Wealth Management Clients areas. Continued digitalization and increasing share of digital sales



4.1 million

Retail Customers

+2 thous. 0% y/y

-12 thous. 0% q/q

Business development

Deposits: PLN -0.8 billion, -1% q/q (+8% y/y)

Loans: PLN -1.2 billion, -3% q/q (-7% y/y)

Sale: value in Q1, change q/q, Q1 23/Q1 22:

- **personal account:** 62 thous., 0%, -36%
- **cash loan:** PLN 0.7 billion, +7%, -21%
- **Micro loan and leasing:** PLN 0.7 billion, +16%, -15%
- **Micro account:** 8.8 thous., +5%, +9%
- **investment products*:** PLN 1.9 billion, +9%, +31%
- **credit card**:** 8.9 thous., +26%, +40%

Premium Clients: 360 thous., +3% q/q (+19% y/y)

* investment funds + investment deposits + structured term deposits

** sales through B2C banking channels

Customer satisfaction, prestigious awards

NPS and satisfaction measures - changes q/q

NPS +16
Micro cash loan

NPS +9
Micro account

NPS +9
savings



BNPP WM ranked 1st in the Best Wealth Management Business category in the region of Central and Eastern Europe

cashless.pl

The institution with the fewest outlets without traditional cash register service



Bank recognized in the Institution of the Year 2022 ranking

Digitalization

- 1.3 million **active mobile users:** +2% q/q, (+15% y/y)
- 71 million **mobile banking logins** in Q1, +3% q/q
- 2 million **BLIK payments P2P** in Q1, +23% q/q; 360 thous. active users
- 9 million **BLIK payments** in Q1, +4% q/q

Sale: value in Q1, change q/q, share of total sales

- **current account:** 16.5 thous., +31%, 26%
- **investment products*:** PLN 2.4 billion, +0.2%, 60%

New functionalities in remote channels: currency exchange office, verified chat, biometric acceptance of transactions, term deposit for new funds

Online Expert Center - possibility to make an appointment via www

* investment funds + investment deposits + structured term deposits + IKE/IKZE + trading on brokerage accounts

Transformation

Improvements for Customers:

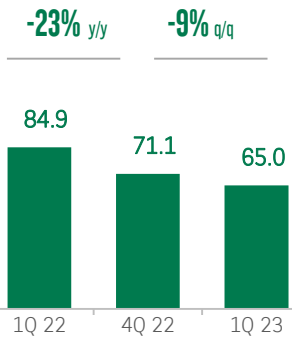
- **„Clean Air“ loan** - increasing accessibility for customers, as well as maximizing the amounts of financing/subsidizing customer investments
- **car loan** - reducing the number of required documents and automating the decision-making process
- **digital service assistance** - initiating processes in mobile banking on the Client's device
- **investment consulting** GOinvest for Premium and Wealth Management Clients
- **paperless and electronic signature:** 86 thous. cash transaction authorizations, 56% of all transactions in Q1

Cashless sales network: 50% of total number of branches

Customer Experience: Voice Bot in the sales network, "Customer with 100 faces" - educational program on CJ management

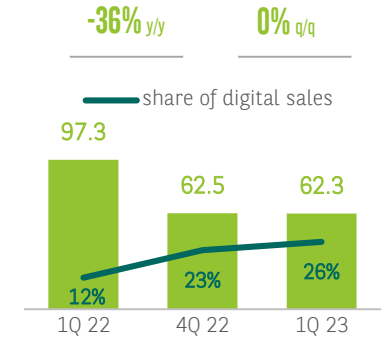
Acquisition of Individual Customers

thous.



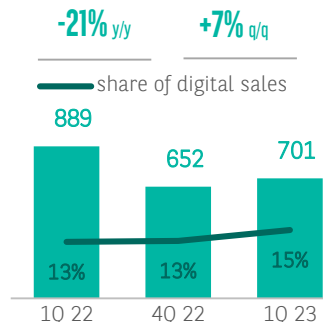
Sale of personal accounts

thous.



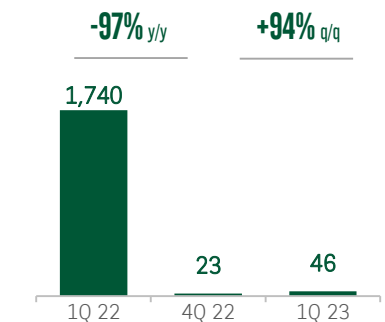
Sale of cash loans

PLN million



Sale of mortgage loans

PLN million



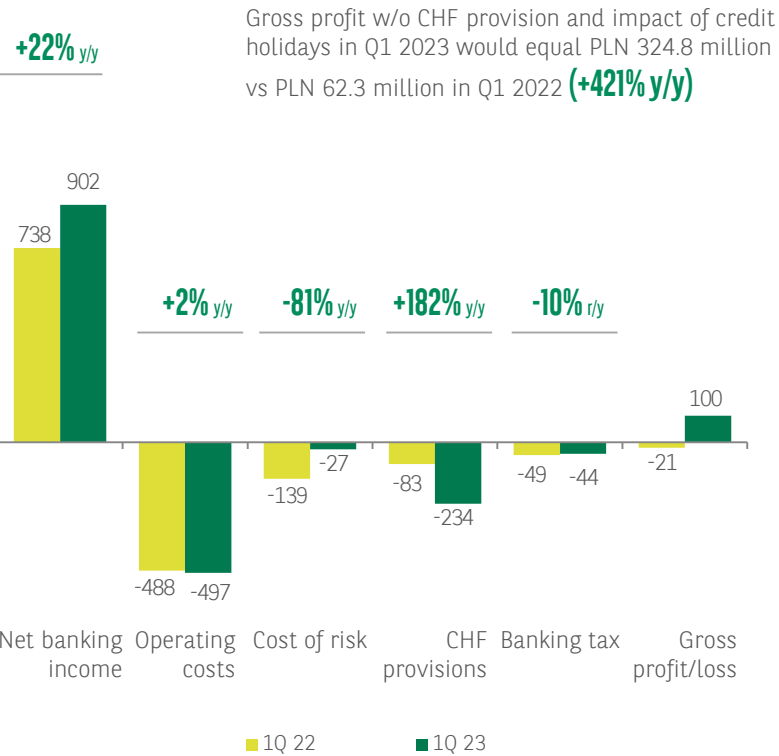
Retail and Business Banking & Personal Finance

Improvement in all categories of core revenues. Stable level of operating expenses (lower BFG fee). Negative impact of CHF provisions accompanied with low credit risk cost

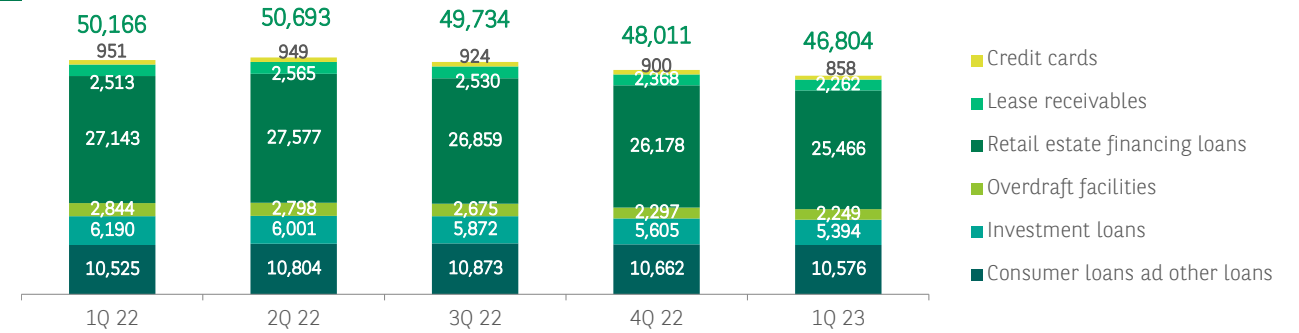
Segment's share in the Group's net banking income

52%

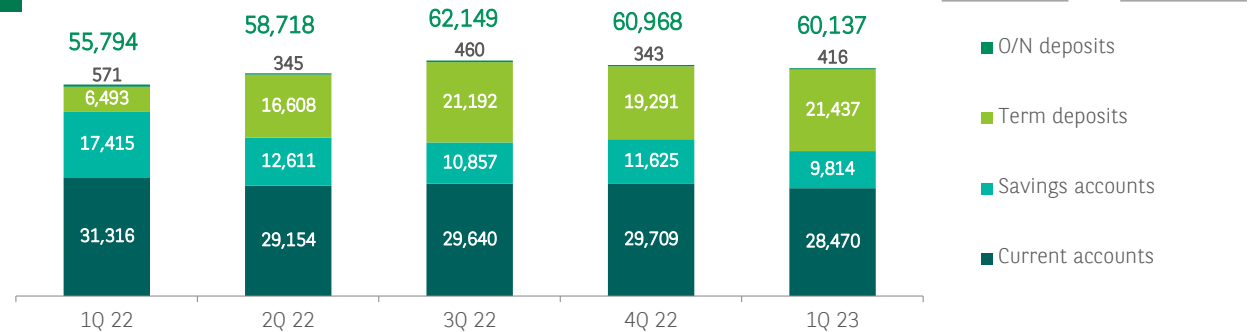
Gross profit/loss structure* [PLN million]



Net loan portfolio* [PLN million]



Deposit portfolio* [PLN million]



* due to the 2023 re-segmentation, the data for 2022 have been presented in comparative terms

Corporate & SME Banking

Focus on Customers' needs and service quality, further growth of transactionality



11.9 thous.

Corporate Customers

23.8 thous.

SME Customers

w/o change y/y

w/o change q/q

-1.1 thous., -5% y/y

-0.5 thous., -2% q/q

Business development

- **Loan volumes impacted by lower demand for investment loans.** Increase in Corporate Clients +1.3% q/q, +8.8 y/y, decrease in SME -4.3% q/q, -5.2% y/y.
- **Further dynamic growth of the sustainable finance portfolio:** volume increase +24% q/q, the entire portfolio reached the value of PLN 4.8 billion.
- **Leasing sales:** increase for Corporate Clients +22% q/q, +39% y/y, PLN 382 million of a new volume in Q1 2023, for SME -17% q/q, +26% y/y, PLN 125 million respectively.
- **Increase in cross-sell and transactionality** confirmed by the level of **non-interest income** in Corporate and SME Banking:
 - ✓ **Cash Management:** +0.5% q/q, +5% y/y
 - ✓ **Trade Finance:** -2% q/q, +25% y/y
 - ✓ **Treasury products:** -2% q/q, +12% y/y

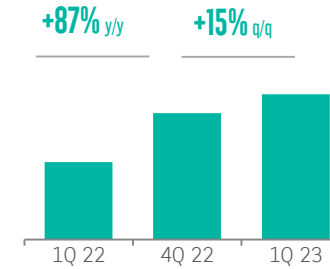
Transformation and digitalization

- **Bank BNP Paribas - the first bank with a video identity verification service for Corporate Banking and SME Clients.** The Broker ID video verification service enables remote identity verification in the process of servicing companies. This service will improve both the process of opening a relationship with the client and after-sales service whenever it is necessary to identify company representatives or persons affiliated with it.
- **Further development of GOonline Biznes internet banking:** release of a new version of the term deposit module enabling customers to open deposits by themselves 24/7, including negotiated deposits for short periods, implementation of new types of applications (including, among others, an application for an audit opinion), new functionalities in the area of cash service (electronic protocol of discrepancies for payments).
- **Increasing use of the decision engine in credit decisions** regarding the renewal of credit limits in SMEs (significantly shorter TTY process).

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

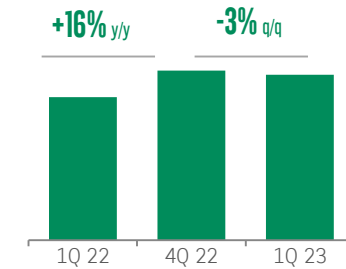
Cash management

Revenues

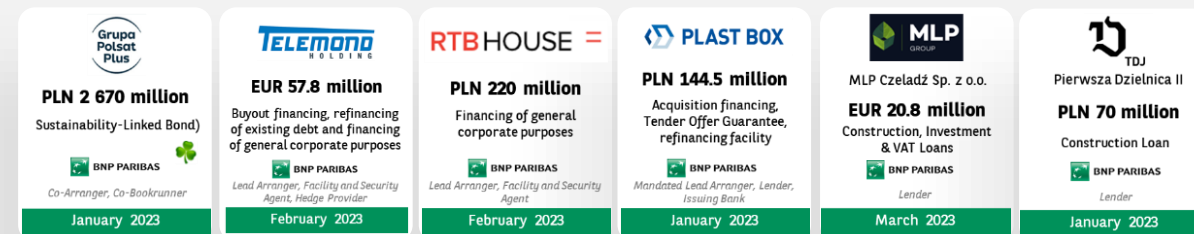


Foreign exchange transactions

Revenues



Selected significant transactions carried out in Q1 2023



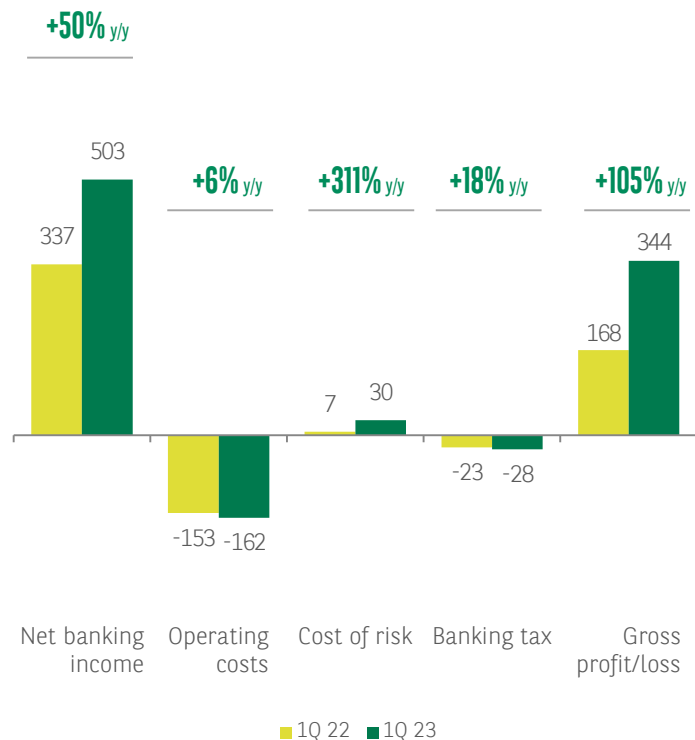
Corporate Banking

Increase in income supported by interest rates hikes and higher Customer business activity.
Operating expenses under control despite inflation rate. Positive impact of low credit risk level

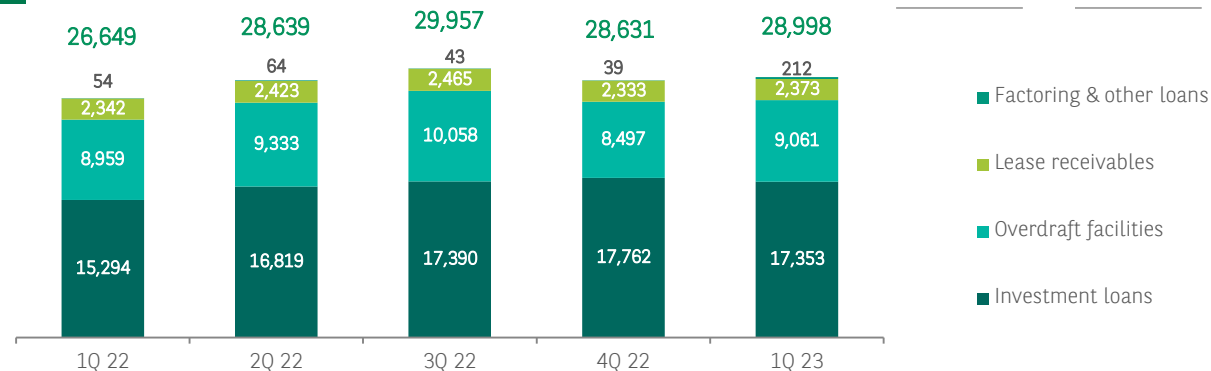
Segment's share in the Group's net banking income



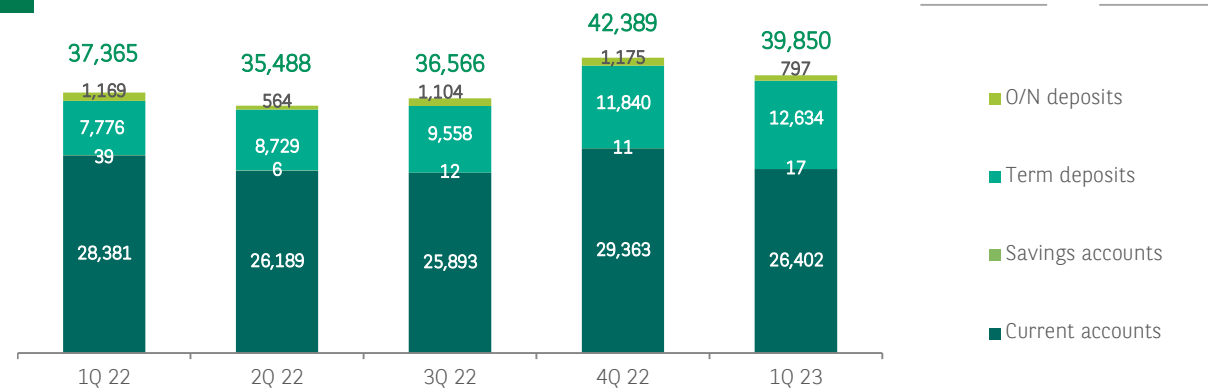
Gross profit/loss structure* [PLN million]



Net loan portfolio* [PLN million]



Deposit portfolio* [PLN million]



* due to the 2023 re-segmentation, the data for 2022 have been presented in comparative terms

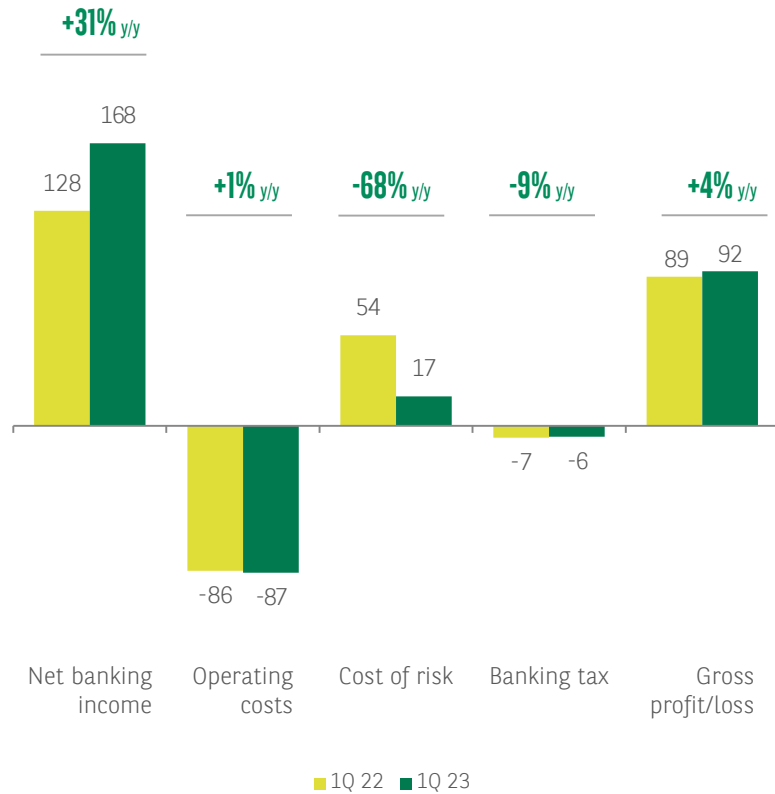
SME Banking

Increase in income and gross profit supported by interest rates hikes. Operating expenses under control despite inflation rate. Positive impact of low credit risk level

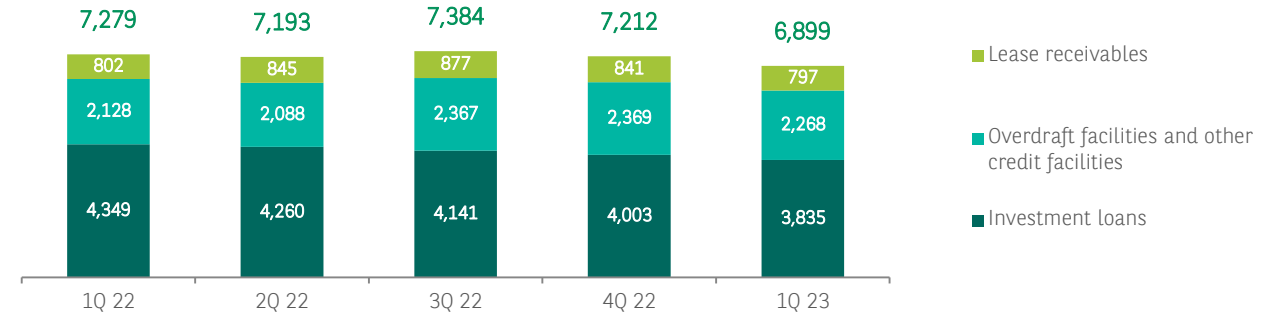
Segment's share in the Group's net banking income



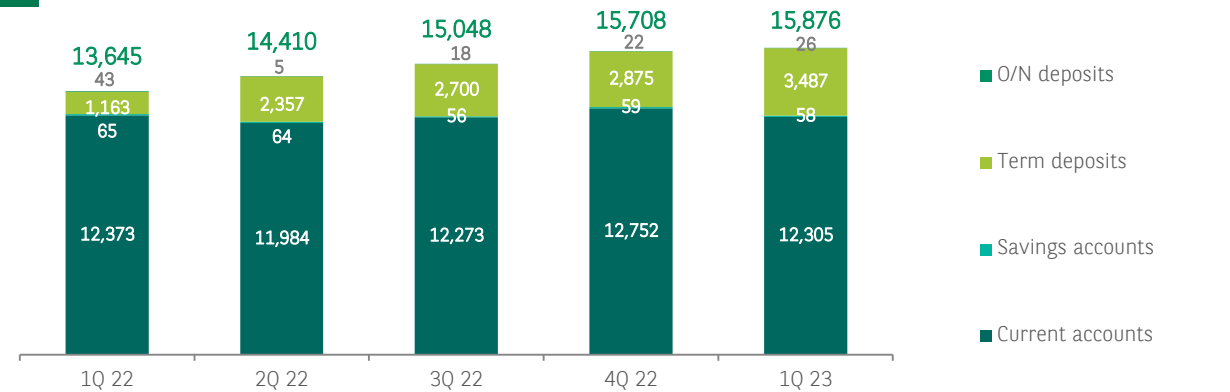
Gross profit/loss structure* [PLN million]



Net loan portfolio* [PLN million]



Deposit portfolio* [PLN million]



* due to the 2023 re-segmentation, the data for 2022 have been presented in comparative terms

Food & Agro Sector

Development of relations with agricultural market participants, support for sustainable transformation



75.2 thous. Food & Agro Clients

Business development

- **Unia+ Loan** - attractive conditions for financing investments in projects optimizing energy usage costs on farms, such as the purchase and installation of heat pumps, photovoltaic cells and other renewable energy sources
- **Working capital loan with FGR* guarantee** and interest rate subsidy - increase in maximum amount to PLN 350 thousand
- Resumed sales of **preferential loans** with ARMA subsidies to interest rates for AGRO sector Clients
- **Season of sales of Crop Insurance with subsidies** from the Ministry of Agriculture to the premiums for crop and livestock insurance. The premium subsidy is up to 65%

* Agricultural Guarantee Fund

Sales support actions and relations with Customers

Active participation in industry events:

- **Meat & Alternatives Congress 2023** - the main knowledge partner
- Knowledge partner of Sustainable Food Production Group at UN Global Compact Network Poland
- Webinar for Clients on grains and oilseeds market
- Implementation of further interviews with food sector leaders as part of the "Gabinet Spożywczy" series
- Knowledge support to internal events of Bank's Clients

agronomist

News on the portal in Q1 2023

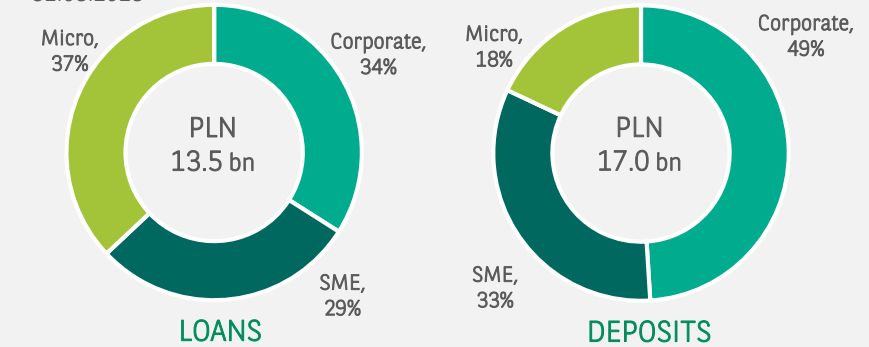
- **Calculation models for the emissivity of animal production** - development of scientific and business models for the detailed calculation of emissivity according to the field-to-gate methodology for poultry, pig and beef cattle production
- **New format of content presentation** - design project and content structure project after users tracking analysis
- **Sustainable production videos** - production and publication of videos presenting our clients' case studies on the transformation of agricultural production to a sustainable model

- more than **63 ths.** users
- more than **50%** of users are women
- more than **189 ths.** visits in Q1 2023



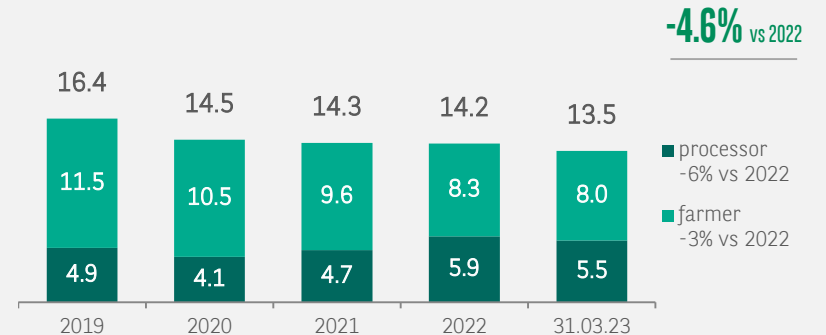
Food & Agro volumes

31.03.2023



Loan portfolio

gross, PLN billion



Bank subsidiaries

Positive impact of stabilization on the debt securities market on TFI activities in Q1 2023. Further growth of leasing assets

BNP Paribas Towarzystwo Funduszy Inwestycyjnych S.A.

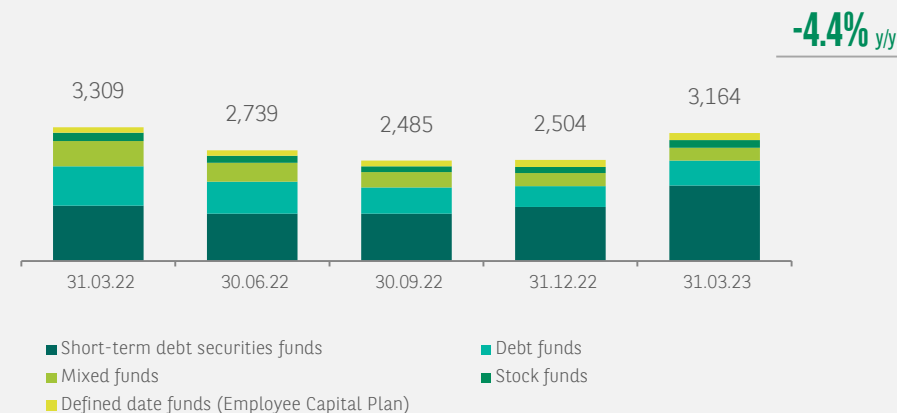
- The value of assets under management at the end of Q1 2023 amounted to PLN 3.2 billion (+26.4% q/q). In this period, the value of assets of capital market investment funds in Poland increased by 6.2%.
- The share of BNP Paribas TFI Funds in net sales on local market in Q1 amounted to 18.7% (PLN 553 million out of PLN 2,949 million). At the end of Q1 2023 the market share of BNP Paribas TFI S.A. (asset value) amounted to 1.92% (+31 bps q/q). The high level of net inflows is the result of both the supportive market environment (stabilization on the debt securities market, attractive bond coupons) and the positive customer response to the changes in the offer made in 2022.
- The BNPP Short-Term Debt Securities Subfund (offered since May 2022), regularly in the following months of Q1 2023 was in the TOP3 of the best-selling funds on the Polish market (total value of inflows amounting to PLN 718 million).
- In Q1 2023, the Company continued to adapt its offer to the current market situation and current needs of customers. In March, the range of debt solutions was extended with the BNP Paribas Global Debt Strategies Subfund, responding to the needs of both those who are looking for a strategy based on debt instruments from foreign markets, and investors highly prioritizing ESG aspects (the Subfund meets the criteria of SFDR Article 8).

BNP Paribas Leasing Services Sp. z o.o.

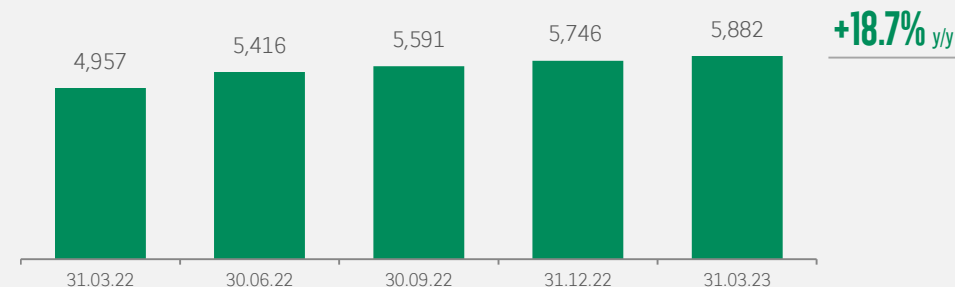
BNPP Leasing Services Sp. z o.o. in cooperation with the Bank offers a full range of leasing products to Personal Finance, micro-enterprises, SMEs and Corporate Customers.

- 4.9 thous. contracts concluded for the amount of PLN 922.5 million in Q1 2023 (in Q4 2022: 4.0 thous. contracts for the amount of PLN 860.7 million) – increase in value +7.2% q/q.
- Record level of the portfolio of financed assets of PLN 5.9 billion (March 2023), +2.4% q/q.
- Very good sales results in the Corporate Client segment as well as Personal Finance. Lower volumes in SME.
- Further digitalization of contract acquisition and servicing 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 2021-2023
Loan portfolio
Deposit base structure
Liquidity
Net banking income
Profit and Loss Account
Assets, Liabilities and Equity

Shares of BNP Paribas Bank Polska S.A.

Better results translating into an increase in the Bank's book value and an attractive P/BV level. Banks' share prices impacted by global events and local economic situation



Change in share price (31.03.2022=100%)



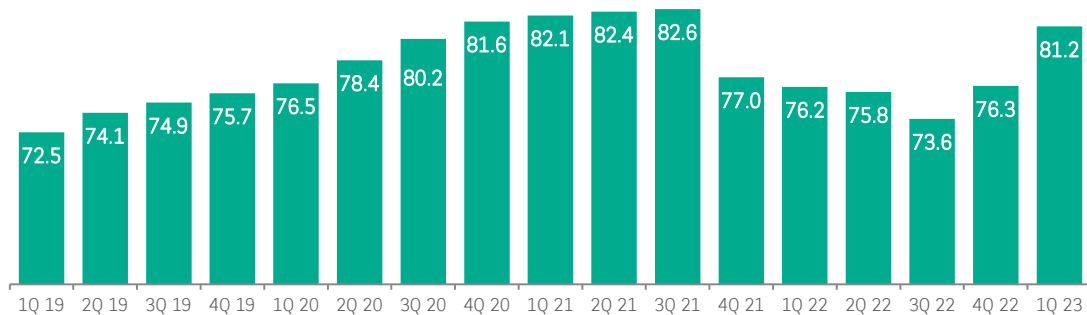
ISIN code: PLBGZ0000010
GPW ticker: BNP
Index*: sWIG40, sWIG40TR

BNP PARIBAS **PLN 53.20**
-24.0% y/y

WIG banki **6,268.9 pts**
-18.0% y/y



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



31.03.2023

free-float: PLN 0.99 bn
 P/BV: 0.66
 capitalization: PLN 7.85 bn

* until March 17, 2023 the Bank was listed in the indices: sWIG80 and sWIG80TR

Fitch rating

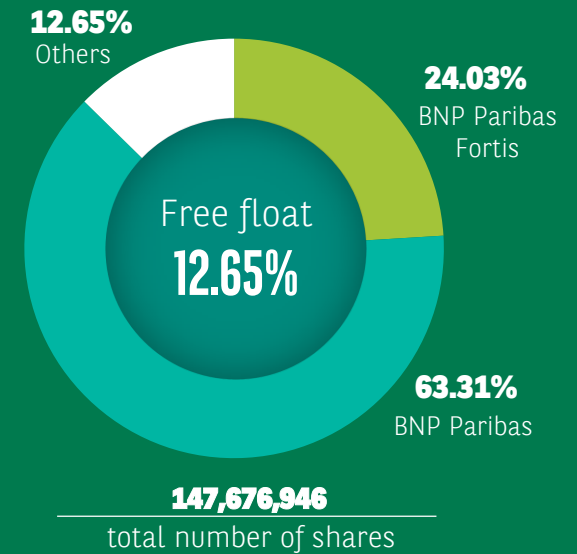
Long-Term Issuer Default Rating (LT IDR) – A+
 Short-Term Issuer Default Rating (ST IDR) – F1
 Viability Rating (VR) – bbb-
 Shareholder Support Rating (SSR) – a+

ESG rating of Sustainalytics Agency

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

The shareholder structure

(5.04.2023)



On 5 April 2023, the Bank's share capital was increased from PLN 147,593,150 to PLN 147,676,946 as a result of taken up 83,796 series M shares in the exercise of rights attached to the registered series A3 subscription warrants, taken up previously.

Material events

in individual reporting periods

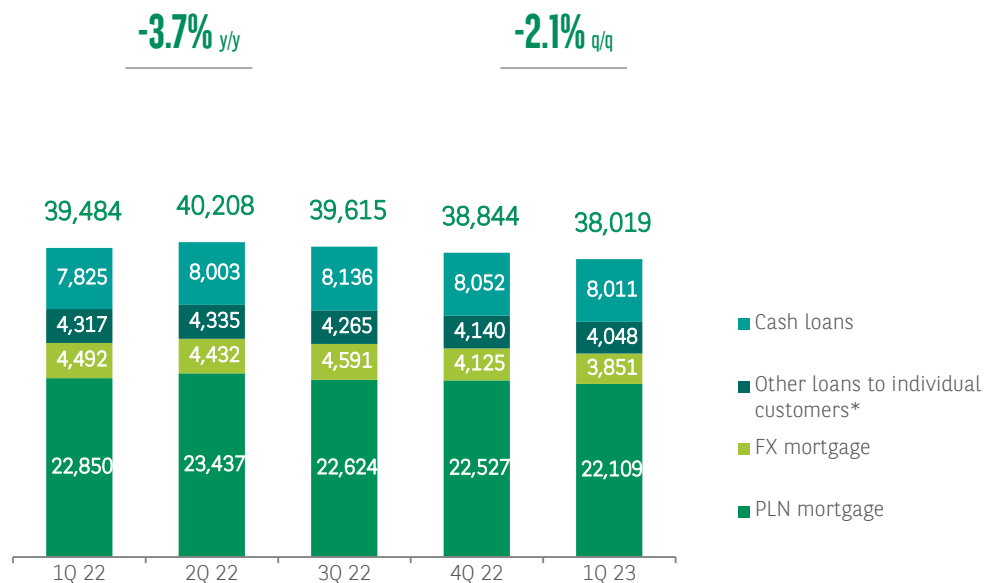
| | 1 st quarter | 2 nd quarter | 3 rd quarter | 4 th quarter |
|------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2023 | <ul style="list-style-type: none"> • PLN +11.0 m adjustment to the impact of credit holidays (recognized in NII) • PLN -234.4 m provision for CHF loans • PLN -110.0 m BFG restructuring fund recognized in the Q1 2023 costs (actual contribution amount set by BFG at PLN 123.9 m) | | | |
| 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 | <ul style="list-style-type: none"> • PLN +70.0 m adjustment to the impact of credit holidays (recognized in NII) • PLN -383.3 m provision for CHF loans • PLN -58.2 m costs related to the Borrowers' Support Fund contribution |
| 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 |

Loan portfolio

Slight decrease in the loan portfolio of both Individual and Institutional Customers. Declining share of mortgages in total loans



Individual Customer loans [PLN million]

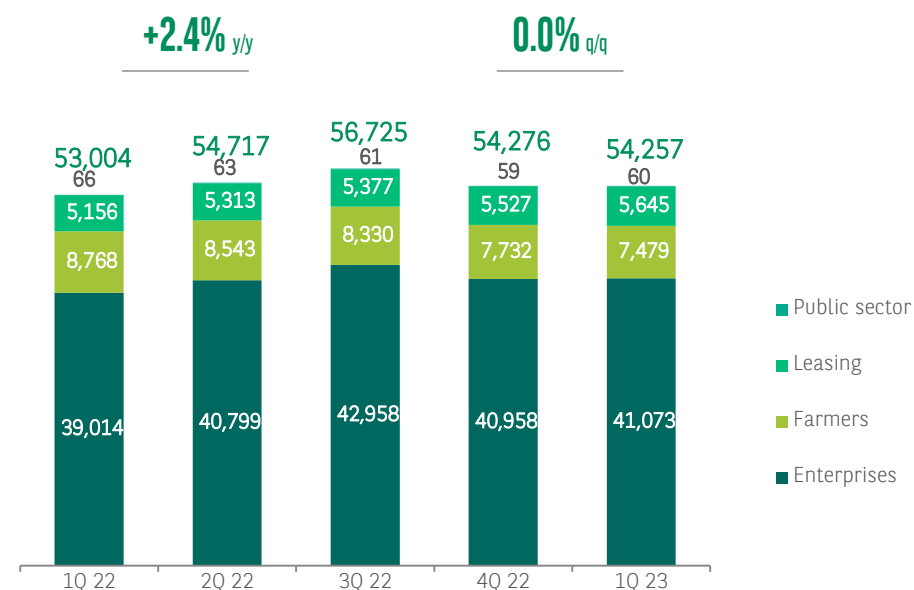


- Quarterly decrease in the PLN mortgage portfolio q/q as a result of reduced demand and lower sales of new loans. Further decline in the value of FX mortgages (-6.6% q/q, -14.3% y/y) supported by the strengthening of PLN vs CHF.
- The share of mortgages in loans to Individual Customers amounts to 68.3% (-0.3 pp q/q, -1.0 pp y/y).
- Slight decrease in the cash loan portfolio -0.5% q/q (+2.4% y/y).

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



Institutional Customer loans** [PLN million]



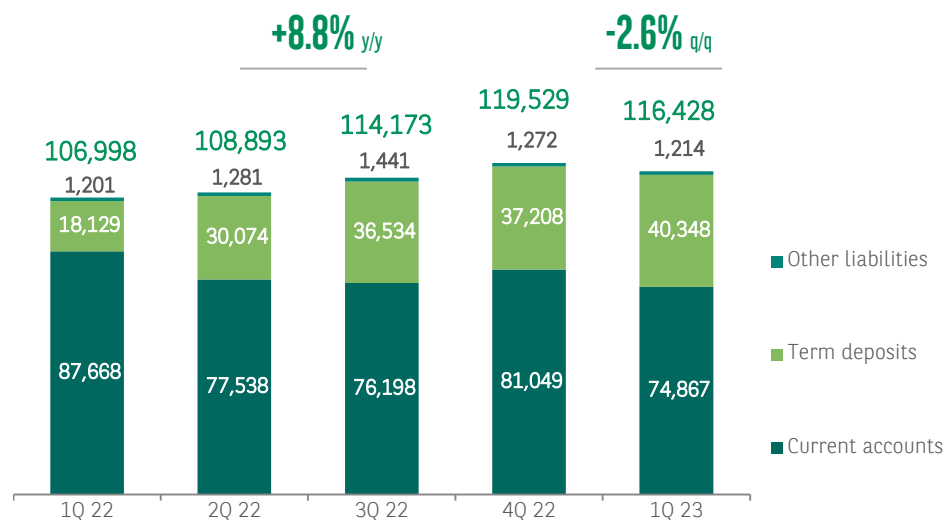
- Stable level of gross loans to institutional Customers (0.0% q/q, +2.4% y/y). Positive dynamics of the leasing portfolio (+2.1% q/q, +9.5% y/y) and the enterprises portfolio (+0.3% q/q, +5.3% y/y).
- Further decrease in the individual farmers gross portfolio (-3.3% q/q and -14.7% y/y).
- As at the end of Q1 2023, the share of loans to enterprises in loans to Institutional Customers was equal to 75.7% (+0.2 pp q/q, +2.1 pp y/y), the share of leasing amounted to 10.4% (+0.2 pp q/q, +0.7 pp y/y).

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

Deposit base structure

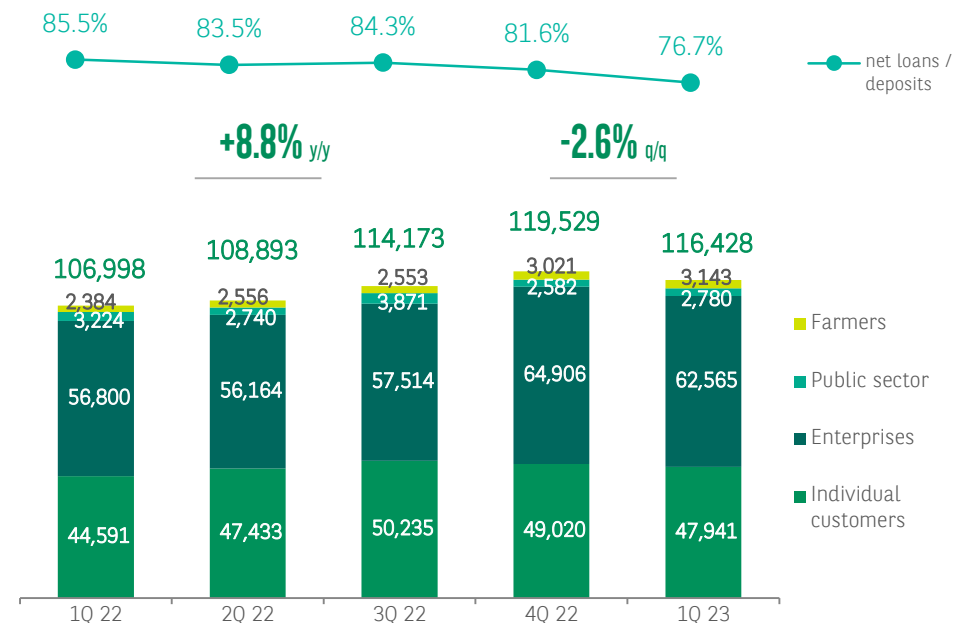
Further increase in term deposits. After a seasonal increase in Q4 2022, a decrease in deposits of Institutional Customers to a level above the end of Q3 2022. Decrease in the value of Individual Customers' deposits

> Deposit term structure [PLN million]



- Decline in the share of customers' current accounts in total deposits: 64.3% at the end of Q1 2023 (-3.5 pp q/q, -17.6 pp y/y).
- Decrease in the value of deposits in Q1 2023 concerned the volumes of current deposits (PLN -6,183 million, -7.6% q/q). Term deposits increased by PLN +3,140 million, +8.4% q/q).
- Term deposits of institutional Clients increased by PLN 1,431 million (+8.0% q/q), while term deposits of individual Clients by PLN 1,709 million (-8.8% q/q).
- In the case of current deposits, the portfolio of institutional Clients decreased by PLN 3,401 million (-6.6% q/q), and the portfolio of individual Clients by PLN 2,782 million (-9.5% q/q).

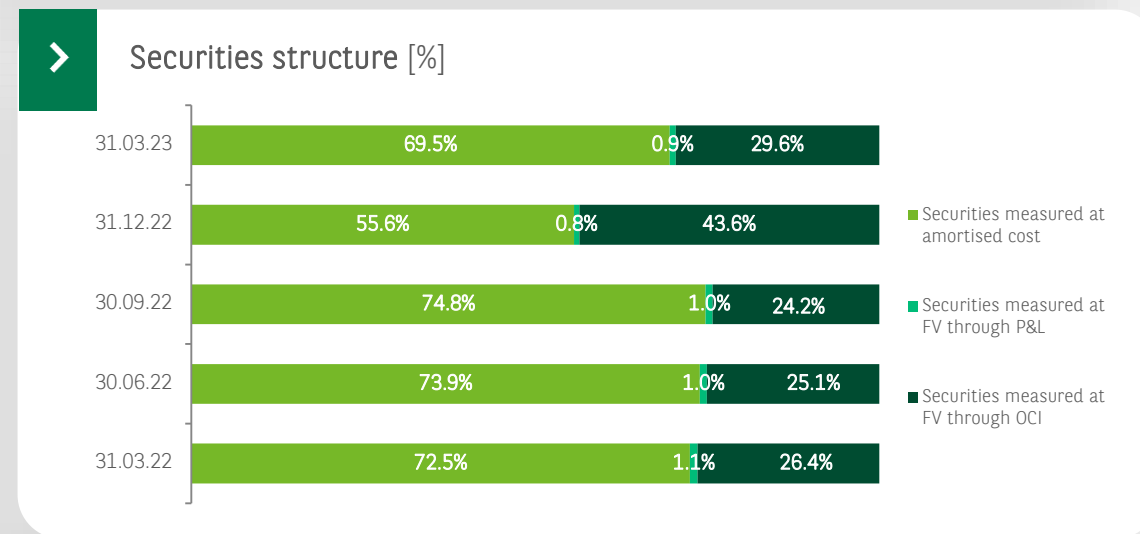
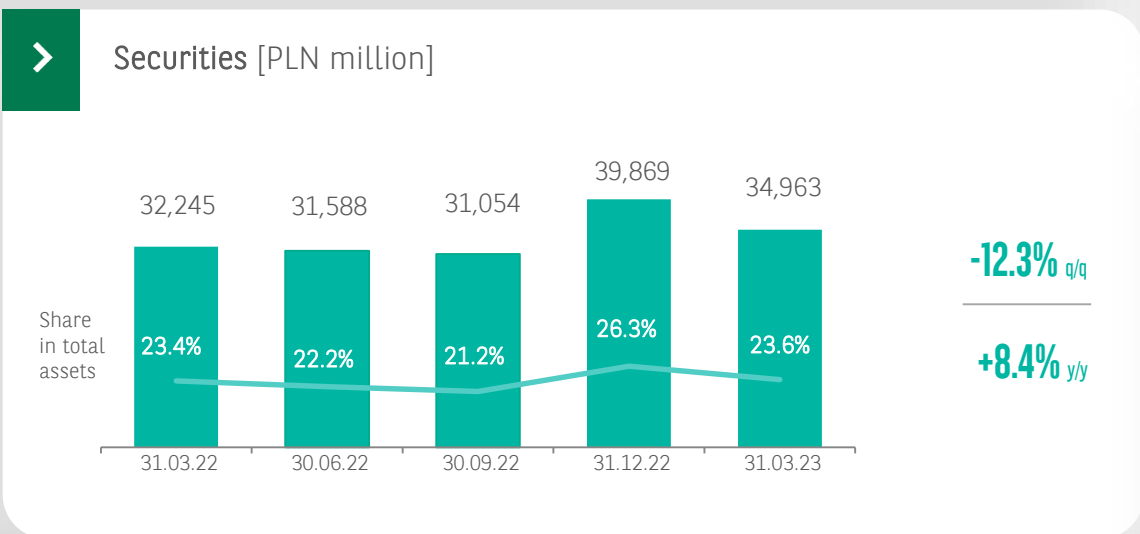
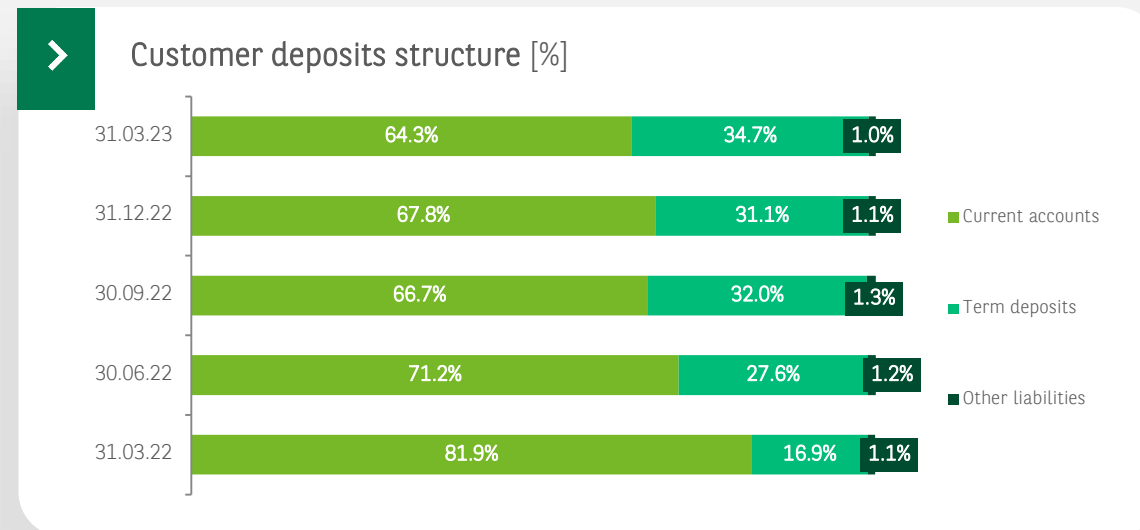
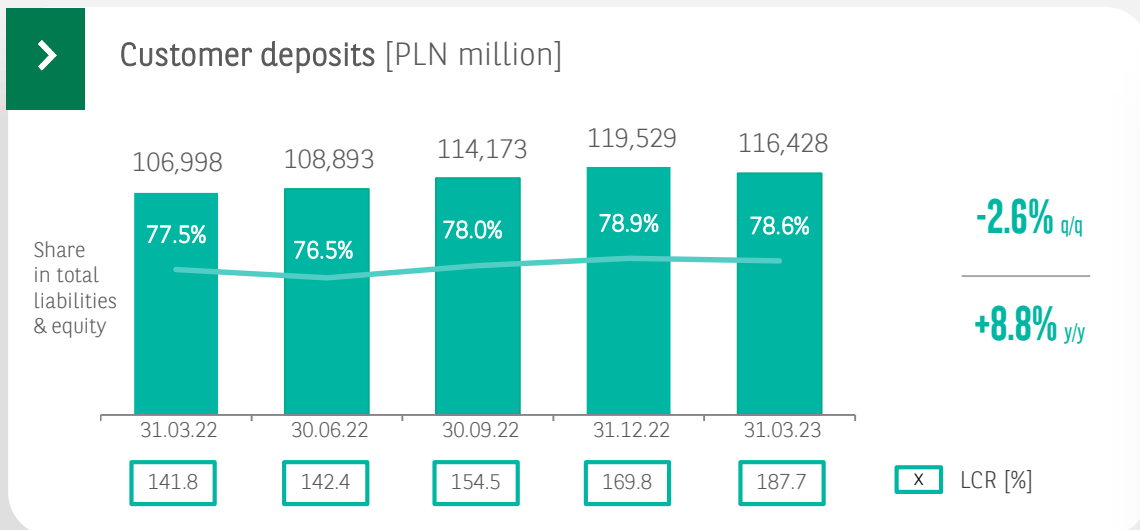
> Deposit structure by Customer type [PLN million]



- The cost of PLN deposits in Q1 2023 increased by 3 bps (in 2022: in Q4 by 23 bps, in Q3 by 65 bps, in Q2 by 126 bps, in Q1 by 45 bps).
- Quarterly decrease in enterprises' deposits -3.6% q/q (+10.1% y/y) and individual Customers' deposits -2.2% q/q (+7.5% y/y).
- Increase in farmers' deposits: +4.0% q/q (+31.9% y/y) and public sector's deposits +7.7% q/q (-13.8% r/r).

Liquidity

Stable and diversified deposit base and safe level of liquid assets



Net banking income

Improved performance in key core income categories

| [PLN million] | Q1 2023 | Q1 2022 | y/y change |
|---------------------------------------|--------------|--------------|---------------|
| Net interest income | 1,200 | 1,003 | +19.6% |
| Net fee and commission income | 325 | 301 | +8.1% |
| Net trading income | 235 | 151 | +55.5% |
| Net investment income | (12) | (2) | +448.9% |
| Dividends | 0 | 1 | - |
| Hedging accounting | (18) | 20 | - |
| Result arising from the derecognition | 4 | - | - |
| Other operating income and expenses | (5) | (5) | (6.3%) |
| Net banking income | 1,729 | 1,468 | +17.8% |

- Increase y/y in the net interest income in Q1 2023 due to higher deposit and credit margins, weakened by the negative impact of the result on hedge accounting.
- Net fee and commission income increase mainly as a result of higher commissions on cards and insurance. NF&C was negatively affected by the lack of comparable commissions for servicing accounts (for maintaining high balances) and for asset management and brokerage operations.
- Increase in the net trading income thanks to improved results on transactions with Customers, valuation of IRS hedging the valuation of the loan portfolio measured at FV and an improvement in the results on derivatives.

Consolidated P&L

PLN thous.

| Profit and loss account | Q1 2023 | Q4 2022 | Q3 2022 | Q2 2022 | Q1 2022 |
|--------------------------------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|------------------|
| Interest income | 2,346,543 | 2,337,166 | 1,103,035 | 1,776,129 | 1,266,075 |
| Interest expenses | (1,146,943) | (1,120,235) | (979,331) | (626,703) | (263,131) |
| Net interest income | 1,199,600 | 1,216,931 | 123,704 | 1 149,426 | 1,002,944 |
| Fee and commission income | 388,609 | 331,434 | 350,204 | 361,414 | 362,306 |
| Fee and commission expenses | (63,529) | (69,889) | (70,457) | (66,475) | (61,622) |
| Net fee and commission income | 325,080 | 261,545 | 279,747 | 294,939 | 300,684 |
| Dividend income | 327 | 166 | 2,509 | 7,161 | 981 |
| Net trading income | 234,588 | 273,236 | 211,855 | 118,776 | 150,834 |
| Net investment income | (12,416) | (7,595) | 6,321 | 32,763 | (2,262) |
| Result on hedge accounting | (17,673) | 2,888 | (9,145) | (192) | 19,716 |
| Result on derecognition of financial assets measured at amortized cost due to significant modification | 4,138 | 493 | (273) | (2,379) | - |
| Other operating income | 55,867 | 41,742 | 50,290 | 38,175 | 73,667 |
| Result on impairment write-offs of financial assets and provisions for liabilities | 24,950 | (56,262) | (54,021) | (85,599) | (79,128) |
| Result on provisions for legal risk related to foreign currency loans | (234,388) | (383,263) | (134,000) | (139,703) | (83,034) |
| General administrative expenses | (677,955) | (650,381) | (556,811) | (743,909) | (675,606) |
| Depreciation | (107,169) | (103,421) | (101,853) | (107,239) | (99,236) |
| Other operating expenses | (60,642) | (69,747) | (67,249) | (71,940) | (78,765) |
| Operating result | 734,307 | 526,332 | (248,926) | 490,279 | 530,795 |
| Tax on financial institution | (102,832) | (111,719) | (112,066) | (106,915) | (95,853) |
| Gross profit (loss) | 631,475 | 414,613 | (360,992) | 383,364 | 434,942 |
| Income tax | (143,490) | (161,928) | 14,395 | (125,696) | (157,201) |
| NET PROFIT (LOSS) | 487,985 | 252,685 | (346,597) | 257,668 | 277,741 |

Assets

PLN thous.

| Consolidated statements of financial position | 31.03.2023 | 31.12.2022 | 30.09.2022 | 30.06.2022 | 31.03.2022 |
|------------------------------------------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| ASSETS | | | | | |
| Cash and balances with the Central Bank | 4,360,017 | 2,718,307 | 3,725,276 | 4,655,484 | 6,968,622 |
| Amounts due from banks | 12,977,201 | 11,800,189 | 10,199,997 | 6,893,371 | 2,904,794 |
| Derivative financial instruments | 2,988,424 | 3,224,272 | 4,314,266 | 3,570,283 | 2,918,243 |
| Adjustment of fair value of the hedging and hedged item | 18,789 | 33,025 | 13,065 | 1,983 | 7,125 |
| Loans and advances to customers valued at amortized cost | 88,392,107 | 89,090,317 | 92,086,568 | 90,708,889 | 88,181,144 |
| Loans and advances to customers valued at fair value through P&L | 860,314 | 949,298 | 1,024,469 | 1,089,886 | 1,124,793 |
| Securities valued at amortized cost | 24,311,008 | 22,167,261 | 23,217,809 | 23,352,086 | 23,369,883 |
| Securities valued at fair value through P&L | 301,637 | 316,593 | 316,129 | 309,974 | 352,711 |
| Securities valued at fair value through the other comprehensive income | 10,350,737 | 17,384,793 | 7,519,927 | 7,925,556 | 8,522,491 |
| Intangible assets | 803,323 | 821,106 | 752,014 | 739,728 | 704,206 |
| Property, plant and equipment | 1,063,160 | 1,069,429 | 1,077,579 | 1,124,977 | 1,197,390 |
| Deferred income tax assets | 898,540 | 966,436 | 1,113,115 | 1,054,515 | 930,713 |
| Current income tax assets | 18,202 | 14,107 | 10,0811 | 5,260 | 304 |
| Other assets | 836,079 | 961,936 | 1,016,934 | 887,940 | 826,723 |
| TOTAL ASSETS | 148,179,538 | 151,517,069 | 146,387,229 | 142,319,932 | 138,009,142 |

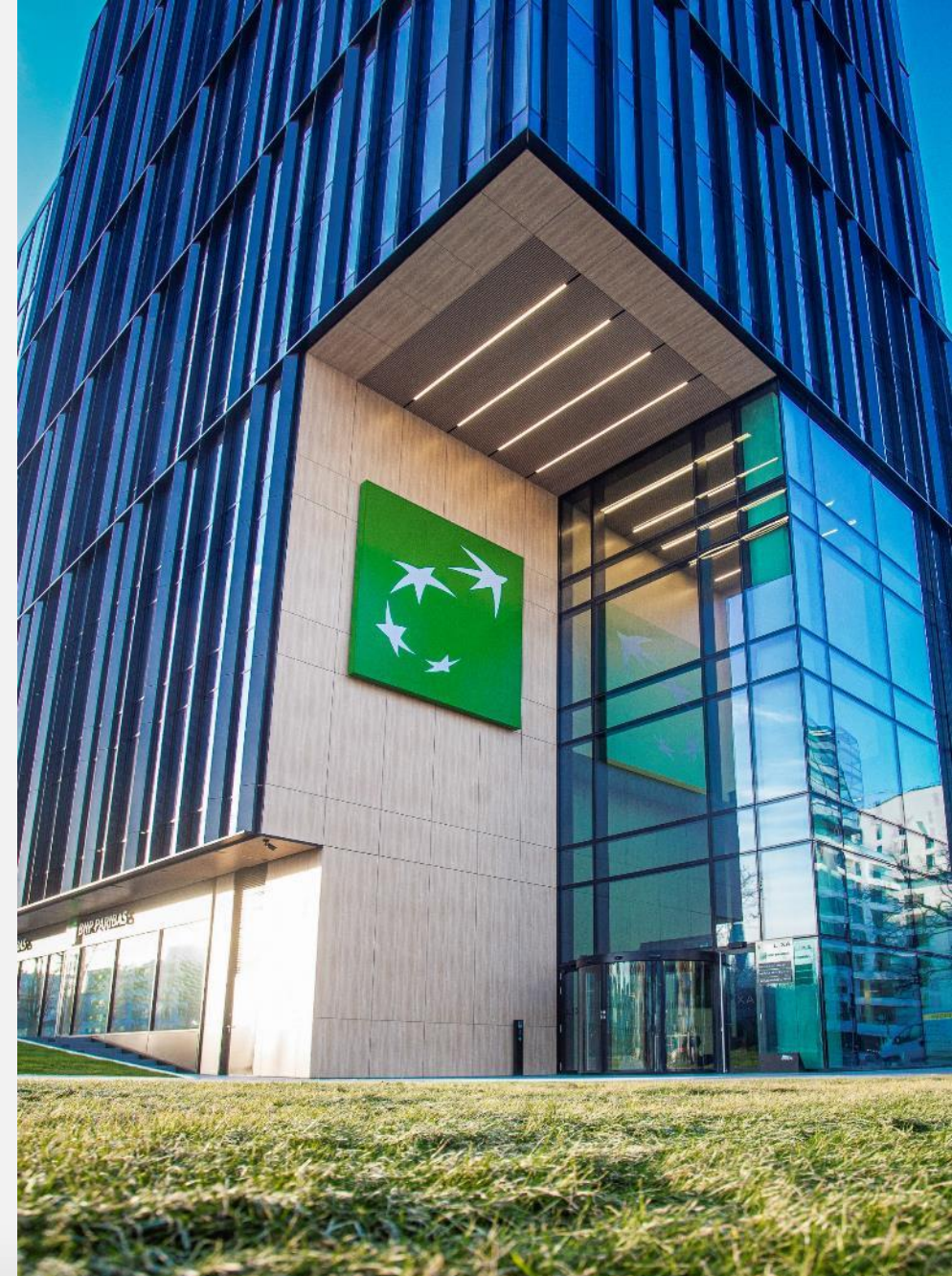
Liabilities and equity

PLN thous.

| Consolidated statements of financial position | 31.03.2023 | 31.12.2022 | 30.09.2022 | 30.06.2022 | 31.03.2022 |
|---------------------------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| LIABILITIES | | | | | |
| Amounts due to the Central Bank | - | 8,713 | - | - | - |
| Amounts due to other banks | 6,666,424 | 7,158,024 | 6,410,975 | 7,474,093 | 6,157,483 |
| Adjustment of fair value of the hedging and hedged item | (365,682) | (451,646) | (203,842) | 227,951 | 116,321 |
| Derivative financial instruments | 2,931,864 | 3,147,855 | 4,436,575 | 3,486,584 | 2,834,050 |
| Amounts due to customers | 116,912,395 | 120,021,043 | 114,679,839 | 109,413,772 | 107,533,667 |
| Liabilities on debt securities issue | - | 364,633 | 435,961 | 516,076 | 611,957 |
| Subordinated liabilities | 4,404,398 | 4,416,887 | 4,496,847 | 4,397,875 | 4,361,591 |
| Leasing liabilities | 719,532 | 718,892 | 767,577 | 791,094 | 841,227 |
| Other liabilities | 2,320,595 | 2,423,182 | 2,264,598 | 2,782,015 | 2,342,681 |
| Current income tax liabilities | 280,936 | 223,527 | 221,201 | 214,620 | 243,642 |
| Provisions | 2,322,841 | 2,223,738 | 2,014,089 | 1,826,713 | 1,720,457 |
| TOTAL LIABILITIES | 136,193,303 | 140,254,848 | 135,523,820 | 131,130,793 | 126,763,076 |
| EQUITY | | | | | |
| Share capital | 147,593 | 147,593 | 147,593 | 147,593 | 147,519 |
| Supplementary capital | 9,110,976 | 9,110,976 | 9,110,976 | 9,110,976 | 9,110,976 |
| Other reserve capital | 3,144,026 | 3,142,098 | 3,135,111 | 3,133,766 | 2,947,909 |
| Revaluation reserve | (912,591) | (1,149,786) | (1,286,843) | (1,306,366) | (990,365) |
| Retained earnings | 496,231 | 11,340 | (243,428) | 103,170 | 30,027 |
| retained profit | 8,246 | (430,157) | (432,240) | (432,239) | (247,714) |
| net profit for the period | 487,985 | 441,497 | 188,812 | 535,409 | 277,741 |
| TOTAL EQUITY | 11,986,235 | 11,262,221 | 10,863,409 | 11,189,139 | 11,246,066 |
| TOTAL LIABILITIES AND EQUITY | 148,179,538 | 151,517,069 | 146,387,229 | 142,319,932 | 138,009,142 |

Disclaimer

- 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.
- The expectations of the Bank are based on the current knowledge, experience and opinions of the Management Board of the Bank, depending on a number of factors which may result in the actual results achieved in the future being significantly different from the statements included herein.
- The Bank shall have no obligation to update or publicly announce any changes and modifications with respect to any claims concerning the future included herein.
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- This presentation is not intended for publication or distribution in any countries where such publication or distribution may be prohibited in accordance with applicable laws.
- The presented data applies to BNP Paribas Bank Polska S.A. Group.





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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 147,676,946.

An aerial view of the Warsaw skyline, featuring several modern skyscrapers and a dense urban landscape. A prominent green frame is overlaid on the right side of the image, containing the text "INVESTOR RELATIONS" and "BNP PARIBAS BANK POLSKA S.A." in white.

INVESTOR RELATIONS

BNP PARIBAS BANK POLSKA S.A.