# Results of mBank Group Q2 2024

Another strong quarter.

Good net result and continued business growth.



Presentation for Investors and Analysts, 01.08.2024

# Key highlights and business development in Q2 2024

Overview of the financial performance after Q2 2024

Update on Poland's macroeconomic situation and outlook



# Key highlights of Q2 2024 in mBank Group



#### Focus on strengthening the capital position in order to pave the path for growth

- Decision on absence of dividend for 2024 and retaining the entire net profit earned by the Bank
- Substantial capital buffers and MREL ratios comfortably above the minimum required levels



#### Revival and expansion of business volumes and improving market shares

- High sales of mortgages despite end of "2% Safe Loan" programme, upward trend in consumer lending
- Rise of deposit base driven by inflows to current accounts, demonstrating premier transactionality



#### Excellent financial performance and profitability of core operations

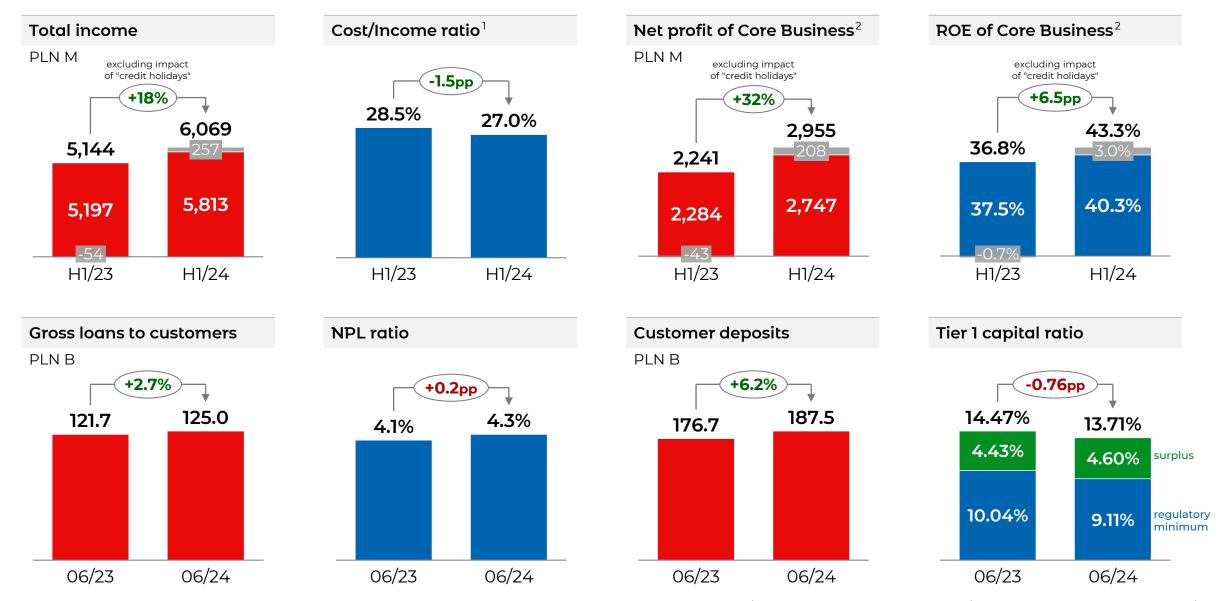
- Net interest income excluding "credit holidays" at the record level, better net fees
- Best-in-class efficiency despite costs related to projects and investments



#### Effective management of CHF portfolio, further reducing balance sheet risks

- Highest coverage ratio among peer group and continued reduction of active CHF contracts
- Declining number of new court cases amid significant progress with settlements with FX borrowers

# Summary of key financial metrics for mBank Group

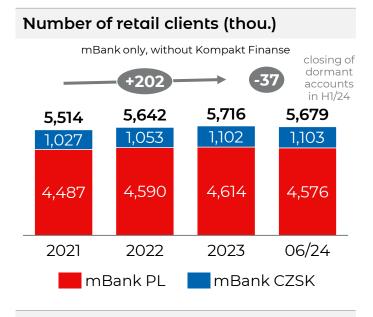


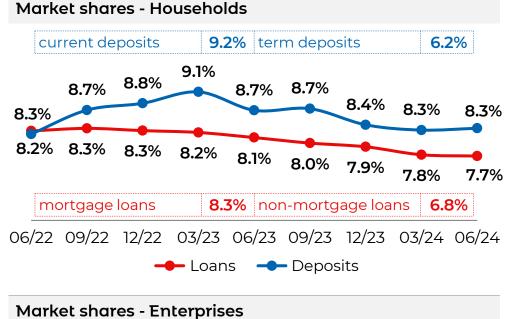
<sup>1</sup> Normalized indicator, including ½ of contribution to the Resolution Fund, and excluding the impact of "credit holidays" (reversal of cost at PLN 53.5 M in H1/23 and estimated burden of PLN 256.8 M in H1/24) and a refund from KUKE (PLN 164.0 M in Q2/24)

2 Defined as mBank Group excluding FX Mortgage Loans segment

# Client base and market position of retail and corporate banking





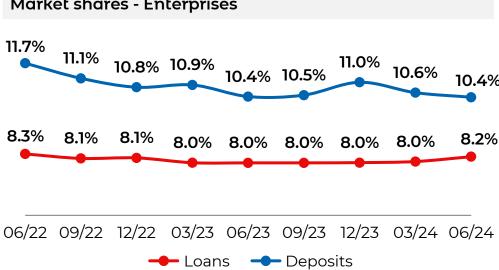




CORPORATE

BANKING

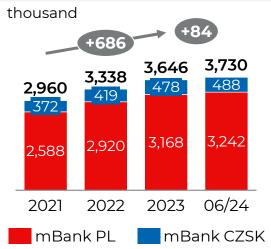




Note: Corporate clients split: K1 - annual sales over PLN 1 B and non-banking financial institutions; K2 - annual sales of PLN 50 M to PLN 1 B; K3 - annual sales below 50 M and full accounting.

# mBank remains a front-runner in mobile banking adoption

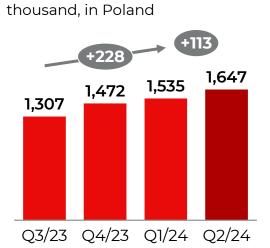
#### Number of active users of mBank's mobile application





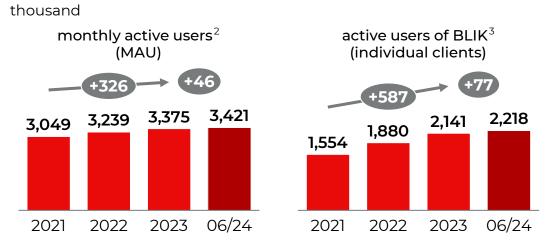
by the numberof mobile appusers amongPolish banks

#### Number of unique users of mBank's PFM functionalities



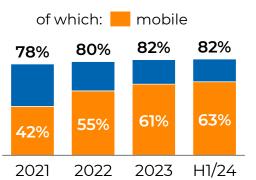


#### Number of active users of mBank's services in Poland

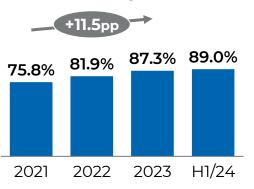


#### Growing importance of digital channel in daily banking

share of digital channel in the sale of non-mortgage loans (by number of pieces)



share of processes in retail banking area initiated by the clients in digital channels



 $<sup>^1</sup>$  An "active user of mBank's mobile application" is a client who in a given month logged in at least once into the mobile application

<sup>&</sup>lt;sup>2</sup> An "active user of mBank's services in Poland" is a client who in a given month performed at least one of the following actions: (i) logged into the mobile application, internet banking or trusted profile (ePUAP), (ii) initiated a transfer or card transaction and transaction and the following actions: (i) paid with BLIK in e-commerce or POS, (ii) withdrew money with BLIK, or (iii) made or received a transfer using BLIK

# Summary of financial results: Profit and Loss Account

PLN million	Q2 2023	Q1 2024	Q2 2024	Δ QoQ	Δ ΥοΥ
Net interest income	2,200.6	2,340.1	2,164.7 <sup>1</sup>	-7.5% 棏	-1.6% 棏
Net fee and commission income	487.6	484.1	491.2	+1.5% 👚	+0.7%
Total income	2,695.4	2,922.1	2,890.4	-1.1% 👢	+7.2% 👚
Total costs (excl. compulsory contributions)	-705.5	-741.1	-782.2	+5.5% 👚	+10.9% 👚
Contributions to the BFG (Resolution Fund)	1.0	-147.8	1.0	-/+ 🞩	0.0%
Loan loss provisions and fair value change <sup>2</sup>	-192.2	-48.1	-171.3	+256.5% 👚	-10.9%
Costs of legal risk related to FX loans	-1,540.2	-1,370.6	-1,033.5	-24.6% 🞩	-32.9%
Operating result	258.6	614.6	904.5	+47.2% 👚	+249.8% 👚
Taxes on the Group balance sheet items	-182.7	-181.9	-185.2	+1.8% 👚	+1.4% 👚
Profit or loss before income tax	75.8	432.7	719.3	+66.2% 👚	+848.4% 👚
Net profit or loss	-15.5	262.5	421.9	+60.7% 숩	-/+ 🏠
Net interest margin (w/o "credit holidays")	4.33%	4.37%	4.44%	+0.07pp	+0.11pp
Cost/Income ratio	26.1%	30.4%	27.0%	-3.4pp	+0.9pp
Cost of risk	0.64%	0.17%	0.58%	+0.41pp	-0.06pp
Return on equity (ROE)	-0.4%	7.4%	11.6%	+4.2pp	+12.0pp
Return on assets (ROA)	-0.03%	0.47%	0.74%	+0.27pp	+0.77pp

<sup>1</sup> Net interest income excluding the negative impact of "credit holidays" would amount to PLN 2,421.5 million, implying the dynamics of +3.5% QoQ and +9.5% YoY

<sup>&</sup>lt;sup>2</sup> Sum of 'Impairment on financial assets not measured at fair value through profit or loss' and 'Gains or losses on non-trading financial assets mandatorily at fair value through profit or loss' related to loans

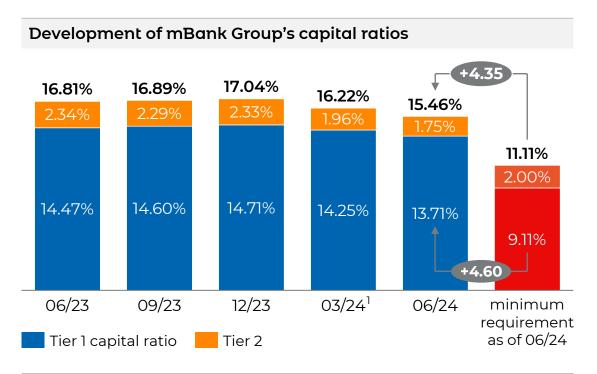
# Summary of financial results: Balance Sheet

PLN million	Q2 2023	Q1 2024	Q2 2024	Δ QoQ	Δ ΥοΥ
Total assets	212,928	224,157	230,296	+2.7% 👚	+8.2% 👚
Gross loans to customers	121,727	120,001	124,960	+4.1% 👉	+2.7% 🎓
Individual client loans	68,155	66,634	67,417	+1.2% 👚	-1.1% 👢
Corporate client loans <sup>1</sup>	49,758	51,715	52,655	+1.8% 👚	+5.8% 👚
Customer deposits	176,662	183,067	187,531	+2.4% 👚	+6.2% 🏠
Individual client deposits	125,925	129,268	133,583	+3.3% 👚	+6.1% 👚
Corporate client deposits <sup>2</sup>	49,712	51,783	51,768	0.0%	+4.1% 👚
Total equity	13,470	14,069	14,609	+3.8% 👚	+8.5% 👚
Loan-to-deposit ratio	67.0%	63.5%	64.6%	+1.1pp	-2.4pp
NPL ratio	4.1%	4.1%	4.3%	+0.2pp	+0.2pp
Coverage ratio	53.3%	55.3%	54.2%	-1.1pp	+0.9pp
Tier 1 Capital Ratio	14.5%	14.3% <sup>3</sup>	13.7%	-0.6pp	-0.8pp
Total Capital Ratio	16.8%	<b>16.2</b> % <sup>3</sup>	15.5%	-0.7pp	-1.3pp

<sup>&</sup>lt;sup>1</sup> Excluding reverse repo or buy/sell back transactions; <sup>2</sup> Excluding repo or sell/buy back transactions

<sup>&</sup>lt;sup>3</sup> Capital ratios recalculated taking into account the retrospective inclusion of net profit for Q1/24 in own funds (after PFSA approval)

# Safe capital position with significant surplus over regulatory minima



#### Development of mBank Group's MREL ratios MREL requirement CBR calculated on TREA (w/o mBH) as of 06/24 MREL (TREA) MREL (TREA) Subordinated 23.63% 22.77% 22.79% 21.94% 18.52% 16.85% 3.16% 3.16% 15.36% 13.69% $03/24^{1}$ 03/241 06/24 06/24 minimum minimum requirement requirement as of 06/24 as of 06/24

#### Development of mBank Group's total risk exposure amount

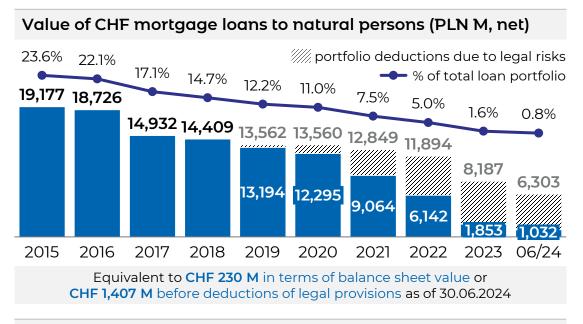


#### Key observations regarding the capital position and funding

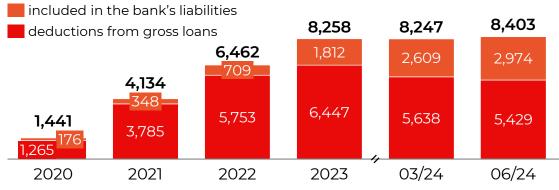
- mBank Group's strategic target for Tier 1 capital ratio assumes maintaining year-end level min 2.5 p.p. above the requirement imposed by the Polish FSA
- In June 2024, the bank conducted the extension of securitisation transaction based on retail non-mortgage loan portfolio denominated in PLN and works on the next transaction based on corporate loans denominated in PLN
- Planned MREL issuance to be executed in H2 2024

<sup>&</sup>lt;sup>1</sup> Capital and MREL ratios recalculated taking into account the retrospective inclusion of net profit for Q1/24 in own funds (after PFSA approval)

# Protection against legal risks of CHF portfolio further strengthened

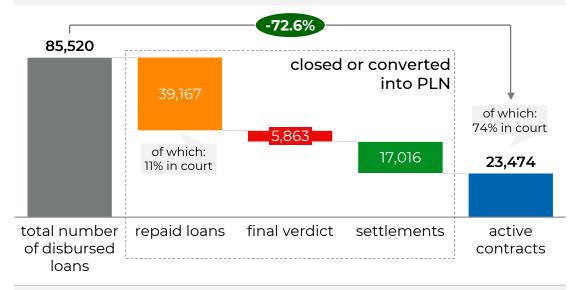


#### Total value of legal provisions created for FX loans (PLN M)

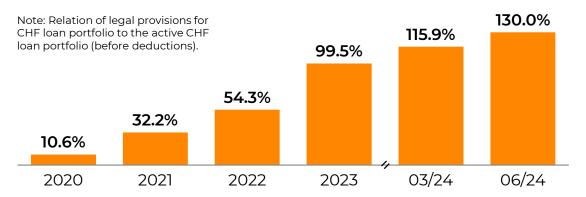


Note: Provision amount as of 06/24 includes PLN 8,192 M for CHF and PLN 211 M for other currencies.





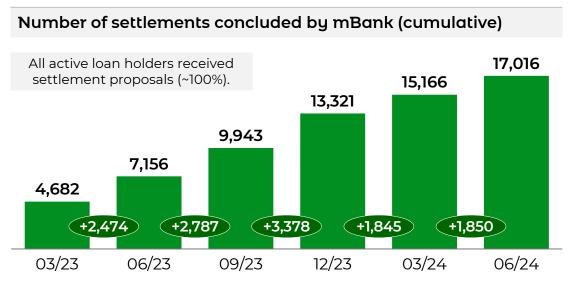
#### Coverage of CHF portfolio with created provisions for legal risk



Cumulative value of all FX-related legal risk provisions created by mBank between Q1/18-Q2/24

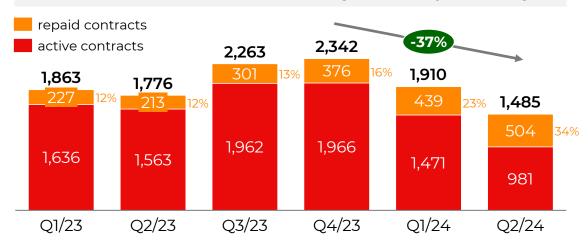
**PLN 14.6 B** 

# Progress with settlements, declining number of new court cases



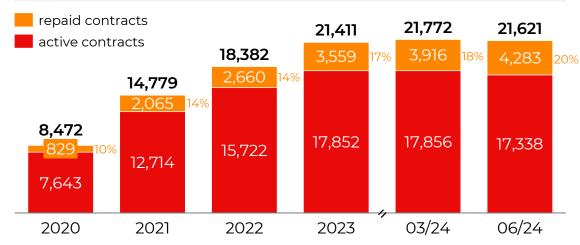
Note: mBank decided to launch the settlement program for borrowers on 26.09.2022.

#### Number of CHF loan contracts entering the court proceedings



Note: Inflow of newly sued CHF loan contracts by quarter.

#### Number of CHF loan contracts in court (pending cases)



Note: Classification to active or repaid status as of the reporting date.

#### Key statistics and assumptions as of 30.06.2024

- Coverage of active CHF portfolio with created provisions for legal risk was at the level of 130% as of 30.06.2024
- Number of active contracts at the level of 23.5 thousand (72.6% lower vs. the original number of 85.5 thousand)
- 17,016 settlements were signed with CHF borrowers, with the stable number concluded in Q2/24 (1,850 settlements)
- 20% of the 21,621 CHF loan contracts that were under court proceedings at the end of Q2/24, pertain to repaid loans
- 5,863 contracts are already closed with final court verdict
- Number of new cases in Q2/24 was 37% lower than in Q4/23

# Excellent performance of the core business continued in H1/24

#### Summary of financial results for mBank's core activity and run-off portfolio in H1/24

PLN million	Core Business	Non-core <sup>1</sup>	mBank Group
Net interest income	4,494.9	9.9	4,504.7
Net fee, trading and other income	1,333.8	-25.9	1,307.8
Total income	5,828.6	-16.1	5,812.6
Total costs	-1,652.1	-17.9	-1,670.0
Loan loss provisions and fair value change <sup>2</sup>	-228.8	9.5	-219.4
Costs of legal risk related to FX loans	0.0	-2,404.0	-2,404.0
Operating profit	3,947.7	-2,428.5	1,519.1
Taxes on the Group balance sheet items	-360.1	-7.0	-367.1
Profit or loss before income tax	3,587.6	-2,435.6	1,152.0
Net profit or loss	2,746.9	-2,062.5	684.4
Total assets	227,544	2,752	230,296
Net interest margin	4.47%		4.41%
Cost/Income ratio	28.3%		28.7%
Cost of risk	0.40%		0.37%
Return on equity (ROE)	40.3%		9.6%

#### Separation of FX mortgage loan portfolio

- In order to present the genuine and undistorted performance of mBank Group, the non-core part, comprising of foreign currency mortgage loans, is shown separately from the total business.
- Non-core assets are defined as all residential mortgage loans granted to individual customers in Poland that at any point in time were in another currency than PLN. In addition to the FX mortgage loan portfolio, associated provisions for legal risk arising from these contracts are also allocated to the segment.

# The capital allocated to the non-core unit amounted to PLN 671 M as of 30.06.2024.

It is calculated primarily based on:

- total risk exposure amount of the segment and minimum Tier 1 capital ratio required by PFSA
- economic capital for operational risk

From the managerial perspective, growth of mBank's core business is effectively based on lower capital due to its portion being set aside for FX Mortgage Loans segment.

<sup>&</sup>lt;sup>1</sup> Equivalent of "FX Mortgage Loans segment" in the financial statement

<sup>&</sup>lt;sup>2</sup> Sum of 'Impairment on financial assets not measured at fair value through profit or loss' and 'Gains or losses on non-trading financial assets mandatorily at fair value through profit or loss' related to loans

Key highlights and business development in Q2 2024

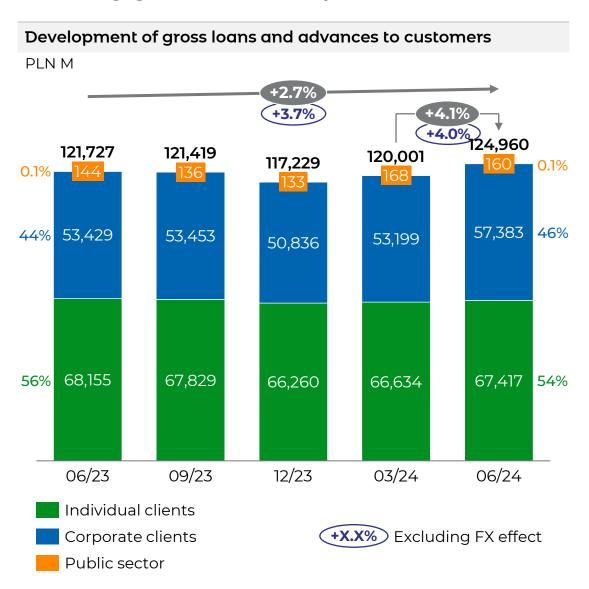
# Overview of the financial performance after Q2 2024

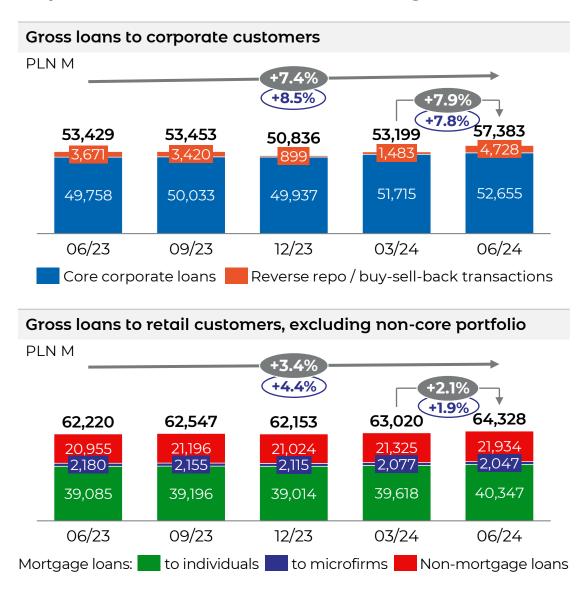
Update on Poland's macroeconomic situation and outlook



#### Results of mBank Group: Loans to customers

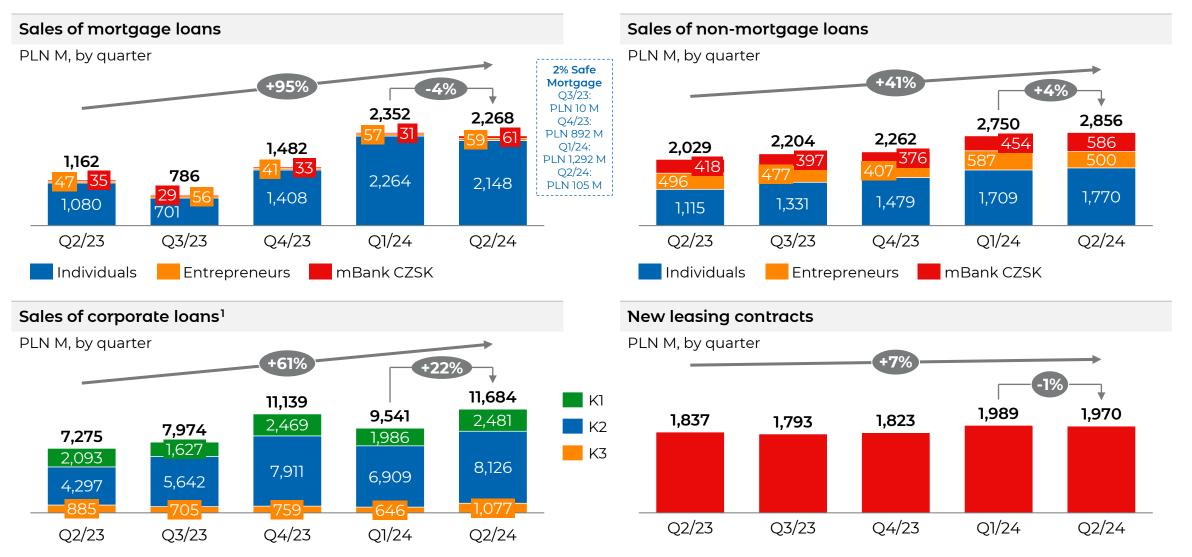
Reviving growth of loan portfolio visible in both corporate and retail business segments





# Results of mBank Group: New lending business

High sales of mortgage loans maintained and uptrend in consumer credit

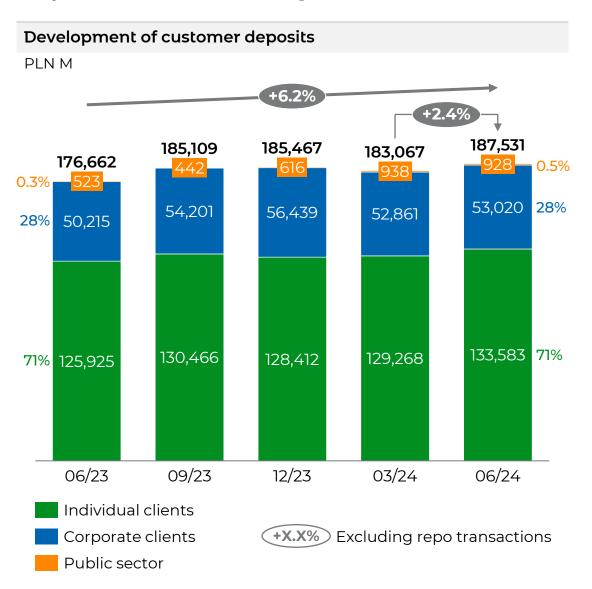


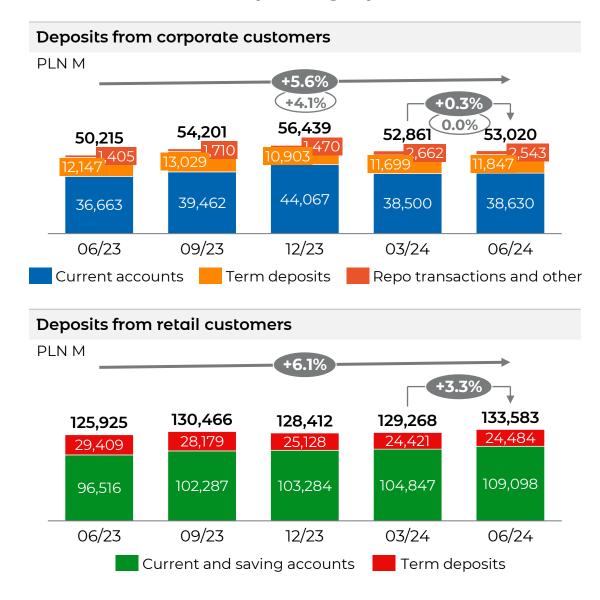
<sup>&</sup>lt;sup>1</sup> Sales of corporate loans include: (i) new agreements, (ii) increases in volume and (iii) renewal of existing loans. Definition changed in Q2/24, data for previous quarters were restated.

Note: Corporate clients split: K1 – annual sales over PLN 1 B and non-banking financial institutions; K2 – annual sales of PLN 50 M to PLN 1 B; K3 – annual sales below 50 M and full accounting.

# **Results of mBank Group: Customer deposits**

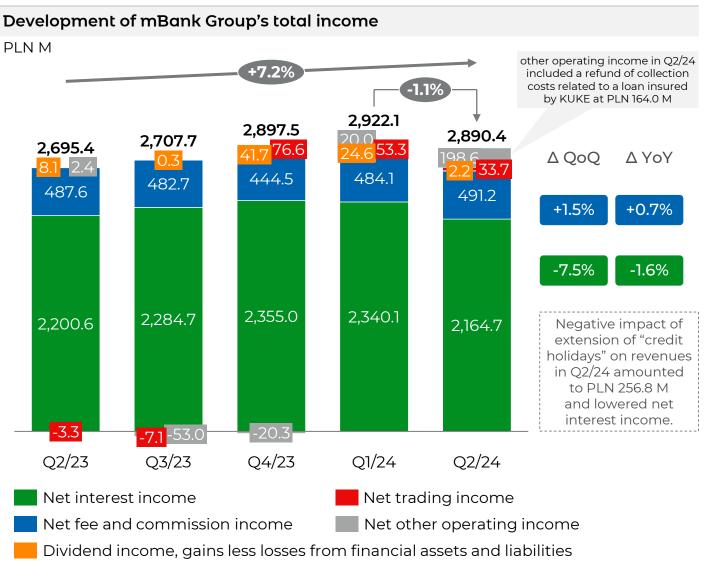
Deposit base fuelled by inflows to current accounts amid focus on pricing optimisation

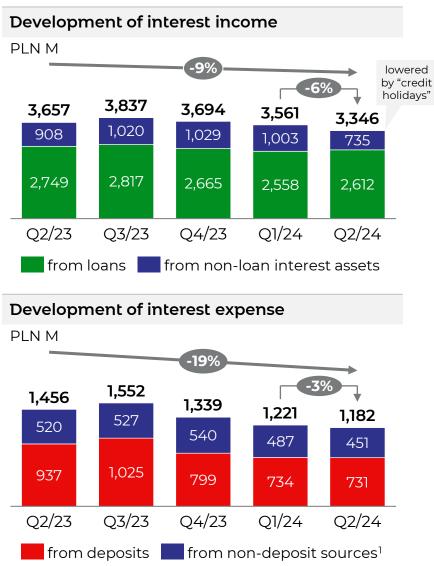




# Results of mBank Group: Total income

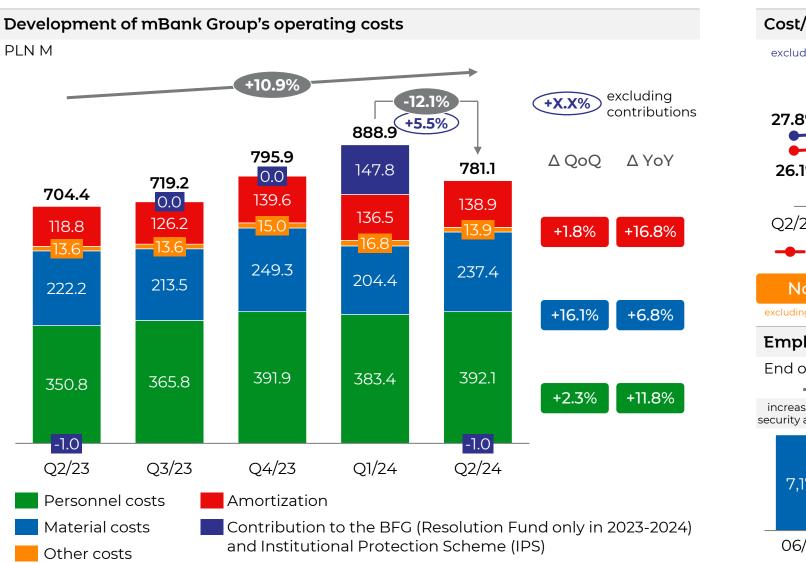
#### Record net interest income disturbed by "credit holidays", improvement of net fees

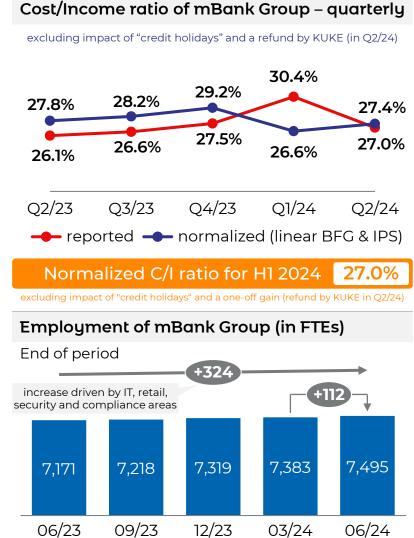




# Results of mBank Group: Total costs and efficiency

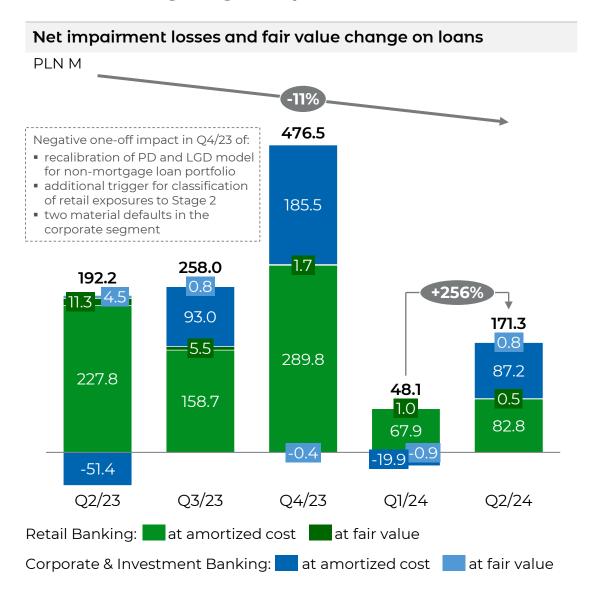
Excellent efficiency continued, higher costs reflect investments and growing operations

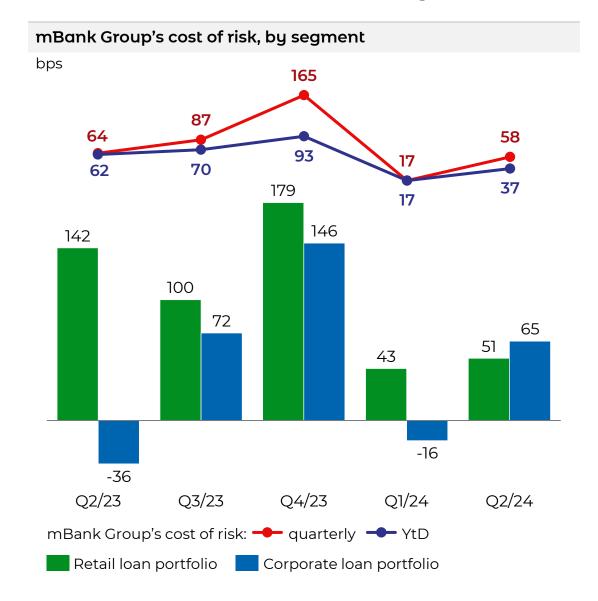




# Results of mBank Group: Loan loss provisions and cost of risk

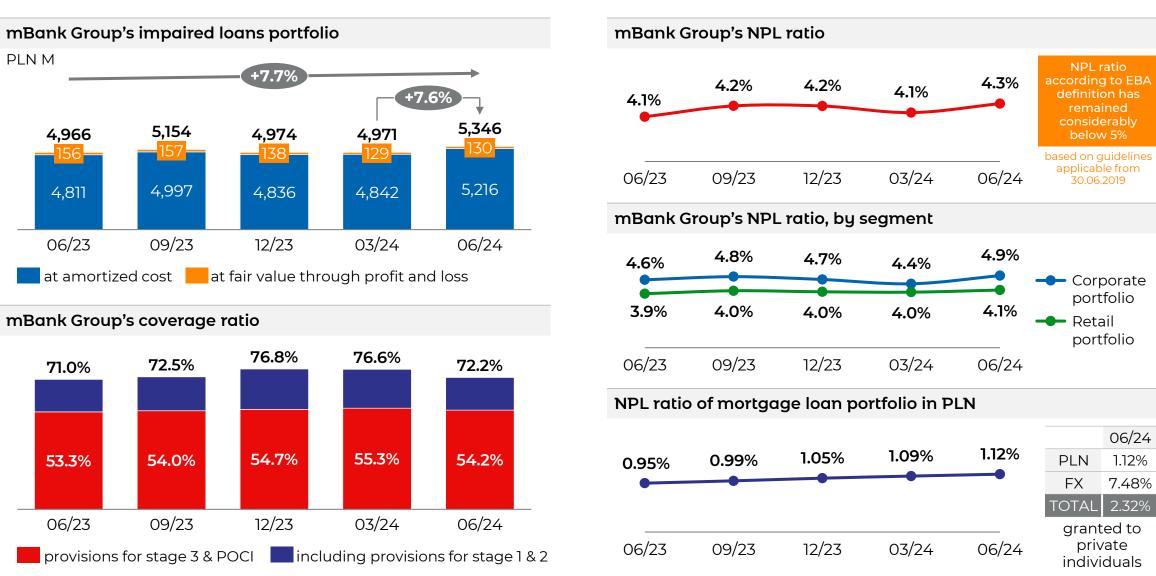
Provisioning edged up from non-recurrent level, still remains below the annual guidance





# Results of mBank Group: Loan portfolio quality

Good asset quality, NPL ratio influenced by defaults on single large corporate exposures



Note: Risk indicators presented for credit portfolio measured both at amortized cost and at fair value through profit or loss. The bank applies a client-oriented approach in its methodology of NPL recognition.

Key highlights and business development in Q2 2024

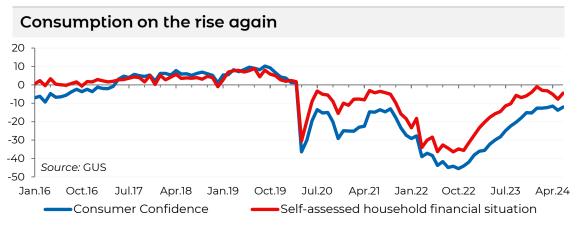
Overview of the financial performance after Q2 2024

Update on Poland's macroeconomic situation and outlook

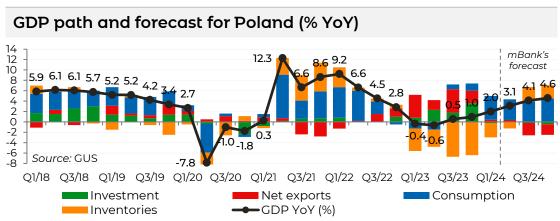


#### Macroeconomic situation and outlook

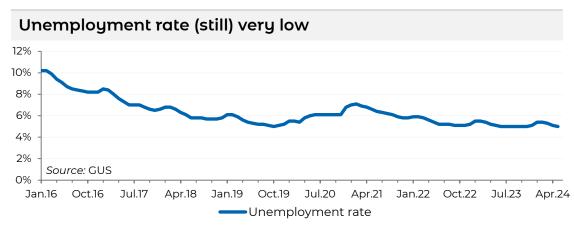
#### NBP unlikely to cut rates in 2024 as inflation and consumption are set to rebound.



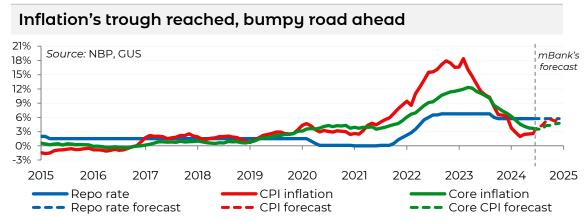
Soft indicators have stabilized of late. Upbeat sentiment, coupled with strong fiscal transfers, paints an encouraging outlook for consumption. A rising real wage bill is also likely to buttress consumer spending in 2024.



GDP growth is seen to bounce back. Its major driver will be private consumption. Investment is likely to be a drag in 2024 but it should pick up substantially thereafter. GDP dynamics in 2024 is expected to reach 3.5%.



The labour market has proven to be resilient despite slowing GDP growth momentum. Given structural factors, the unemployment rate will remain low in the coming quarters buoyed by the expected economic recovery.

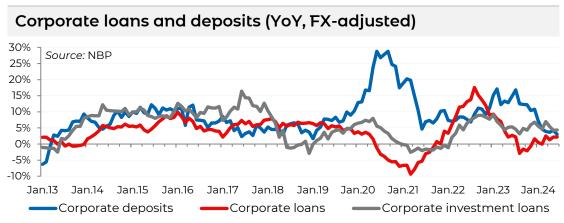


Inflation reached its trough in March 2024 and is expected to accelerate in the second half of the year. Core inflation should follow this trend. As a result, the MPC is unlikely to deliver any rate cuts this year.

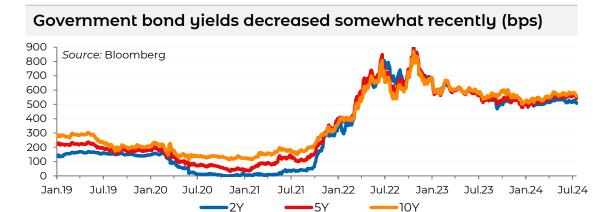
22

#### Macroeconomic situation and outlook

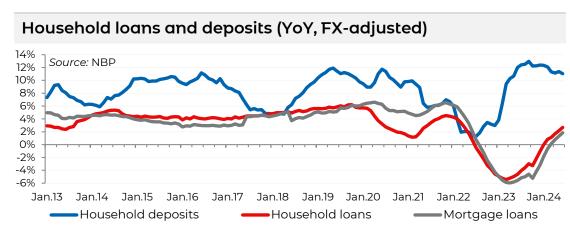
#### Credit growth is rebounding. Bond yields decreased somewhat and PLN held its strength.



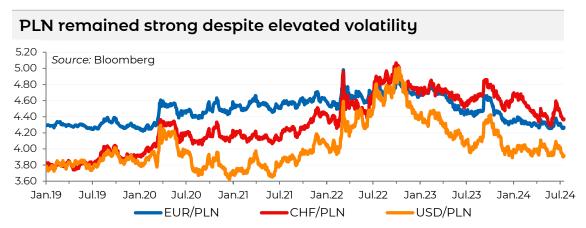
Deposit growth in the corporate sector has fallen, while credit growth has started to rise. An expected bounce in economic activity (driven by consumption) will boost loan expansion.



Bond yields on domestic debt have slightly decreased recently. This was mainly due to the behaviour of the core markets, a factor that should play an important role in the months ahead. Credit risk measures remain quite low.



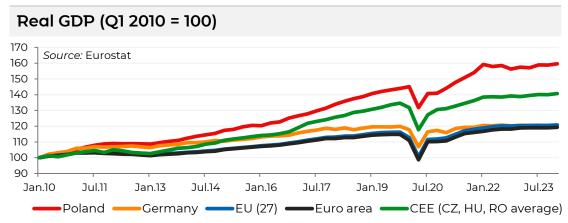
The strong labour market and expansionary fiscal policy support deposit accumulation. Credit growth is rising and it is expected to continue this move amidst improving consumer confidence.



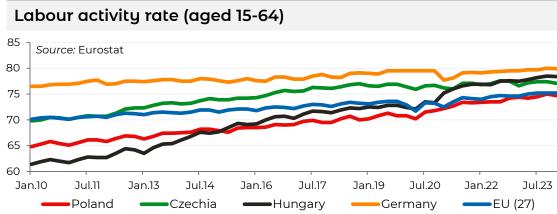
Polish currency has managed to weather elevated volatility in recent months which has been partly driven by elections in Mexico and India. More restrictive monetary policy in Poland may help the zloty further amid reviving GDP growth.

#### Poland: economic fundamentals

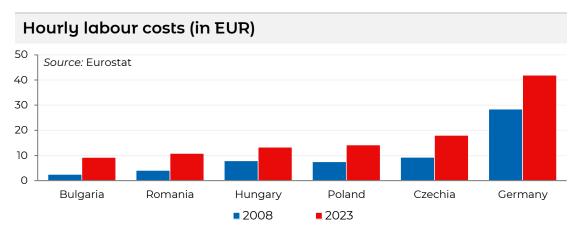
#### Growth story. High competitiveness compared to peers.



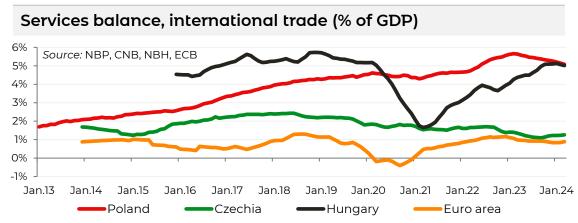
Over the past few years, Polish economy recorded a consistently high economic growth rate. Moreover, the post-pandemic recovery has proved much faster compared to other economies in the region.



Labour force participation in Poland remains at a relatively low level compared to its peers in the region. This means that despite non-favourable demography, there is still some space to catch up and improve employment.



Labour costs in Poland rose over the course of the past years, however they still remain at a competitive level compared to the CEE block. These costs are more than three times lower in relation to the German economy.



The competitiveness of the Polish economy is best portrayed in the services sector, where a steadily growing surplus in international trade has been recorded. Nearshoring may further reinforce this trend.

# Macroeconomic forecasts and outlook for mBank Group

#### Operating environment for banks has continued being challenging and volatile

# Key economic indicators for Poland

	2022	2023	2024F	2025F
GDP growth (YoY)	5.6%	0.2%	3.5%	4.5%
Domestic demand (YoY)	5.2%	-3.2%	3.4%	5.8%
Private consumption (YoY)	5.4%	-1.0%	4.9%	4.3%
Investment (YoY)	2.7%	13.1%	-0.1%	10.3%
Inflation (eop)	16.6%	6.2%	5.7%	3.8%
MPC rate (eop)	6.75%	5.75%	5.75%	4.50%
CHF/PLN (eop)	4.73	4.68	4.34	4.30
EUR/PLN (eop)	4.69	4.34	4.20	4.20

#### Polish banking sector – monetary aggregates YoY

2022	2023	2024F	2025F
9.6%	-0.7%	4.8%	5.8%
-3.8%	-1.3%	3.2%	3.1%
-3.2%	-3.6%	1.7%	2.1%
-1.8%	1.8%	5.9%	5.2%
-5.1%	3.0%	5.8%	4.8%
11.6%	8.8%	3.4%	7.7%
3.3%	11.3%	6.4%	9.1%
	9.6% -3.8% -3.2% -1.8% -5.1% 11.6%	9.6%-0.7%-3.8%-1.3%-3.2%-3.6%-1.8%1.8%-5.1%3.0%11.6%8.8%	9.6%       -0.7%       4.8%         -3.8%       -1.3%       3.2%         -3.2%       -3.6%       1.7%         -1.8%       1.8%       5.9%         -5.1%       3.0%       5.8%         11.6%       8.8%       3.4%

Prospects for mBank in 2024 (compared to 2023)

#### Net interest income & NIM

slightly positive



- Interest rates in baseline scenario are expected to remain stable in Poland, while cuts in the Eurozone and Czech Republic started
- Rebounding loan volumes should support interest income
- Potential for margin improvement stemming from deposit pricing optimisation seems to be exhausted

#### Net fee and commission income

slightly positive



- Uptrend in customer base and transactionality may be offset by lower volatility and elevated commission expenses
- Some adjustments to tariff of fees already implemented

#### Total costs

negative



- Visible wage and inflationary pressure weights on operating costs
- Rising amortisation driven by investments in future growth
- Lack of contributions to the Deposit Guarantee Scheme

#### Loan loss provisions & FV change

slightly positive



- The overall asset quality should not deteriorate materially thanks to prudent approach in loan origination
- Financial standing of borrowers may be affected by geopolitical developments and complex macroeconomic environment

Source: Statistics Poland, National Bank of Poland, mBank's estimates as of 31.07.2024.

# **Appendix**



# **Selected Financial Data**

#### Consolidated Profit and Loss Account – quarterly

Quarterly results (PLN thou.)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net interest income	2,200,635	2,284,687	2,355,039	2,340,082	2,164,656
Net fee and commission income	487,641	482,704	444,500	484,127	491,227
Dividend income	4,506	175	4,683	2,995	6,194
Net trading income	-3,338	-7,064	76,553	53,281	33,728
Gains less losses from financial assets <sup>1</sup>	3,623	169	36,978	21,638	-3,961
Net other operating income	2,351	-52,959	-20,257	19,991	198,599
Total income	2,695,418	2,707,712	2,897,496	2,922,114	2,890,443
Total operating costs	-704,442	-719,175	-795,945	-888,879	-781,147
Overhead costs	-585,595	-592,938	-656,297	-752,429	-642,284
Amortisation	-118,847	-126,237	-139,648	-136,450	-138,863
Loan loss provisions and fair value change <sup>2</sup>	-192,216	-257,983	-476,461	-48,055	-171,311
Costs of legal risk related to FX loans	-1,540,192	-1,083,537	-1,475,988	-1,370,563	-1,033,481
Operating result	258,568	647,017	149,102	614,617	904,504
Taxes on the Group balance sheet items	-182,722	-184,678	-186,154	-181,911	-185,217
Profit or loss before income tax	75,846	462,339	-37,052	432,706	719,287
Net result attributable to owners of mBank	-15,478	-83,016	-20,267	262,523	421,856

<sup>&</sup>lt;sup>1</sup> Including a part of 'Gains or losses on non-trading financial assets mandatorily at fair value through profit or loss' related to equity instruments and debt securities (without related to loans and advances)
<sup>2</sup> Sum of 'Impairment on financial assets not measured at fair value through profit or loss' and 'Gains or losses on non-trading financial assets mandatorily at fair value through profit or loss' related to loans

# **Selected Financial Data**

#### Consolidated Statement of Financial Position – quarterly

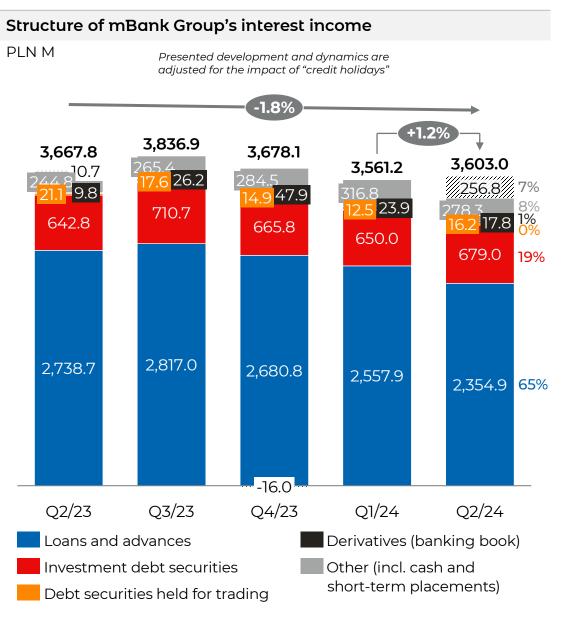
Assets (PLN thou.)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Cash and balances with Central Bank	16,381,485	19,451,659	36,702,427	24,535,807	21,707,034
Loans and advances to banks	11,508,432	17,095,049	7,119,059	12,054,848	11,577,948
Trading securities	1,707,945	1,026,112	645,382	1,316,973	976,576
Derivative financial instruments	1,120,005	1,030,497	1,074,153	693,045	619,261
Loans and advances to customers	118,319,042	117,805,077	113,520,791	116,296,350	121,202,225
Investment securities	56,677,121	61,852,792	60,583,852	62,230,638	66,760,510
Intangible assets	1,579,977	1,613,303	1,701,939	1,712,600	1,763,204
Tangible fixed assets	1,454,981	1,438,295	1,481,401	1,493,096	1,461,714
Other assets	4,178,869	4,076,372	4,151,512	3,823,662	4,227,119
Total assets	212,927,857	225,389,156	226,980,516	224,157,019	230,295,591
Liabilities (PLN thou.)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Amounts due to banks	3,204,420	3,520,323	3,315,302	3,273,468	3,231,573
Derivative financial instruments	1,918,138	1,547,722	1,495,754	1,288,793	1,691,718
Amounts due to customers	176,662,495	185,109,361	185,467,455	183,067,263	187,531,268
Debt securities in issue	8,157,055	11,958,340	11,105,165	10,663,265	10,476,503
Subordinated liabilities	2,685,432	2,746,774	2,714,928	2,645,731	2,661,354
Other liabilities	6,830,647	6,816,882	9,144,686	9,149,329	10,093,796
Total liabilities	199,458,187	211,699,402	213,243,290	210,087,849	215,686,212
Total equity	13,469,670	13,689,754	13,737,226	14,069,170	14,609,379
Total liabilities and equity	212,927,857	225,389,156	226,980,516	224,157,019	230,295,591

# **Selected Financial Data**

#### mBank Group's Ratios – quarterly and cumulatively

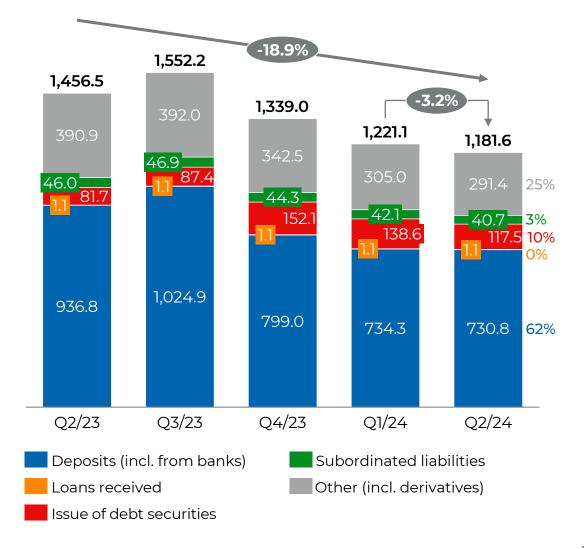
Financial Ratios	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net Interest Margin, quarterly	4.33%	4.26%	4.31%	4.37%	4.44%
Net Interest Margin, YtD	4.08%	4.14%	4.18%	4.37%	4.41%
Net Interest Margin, excl. CHF portfolio, YtD	4.22%	4.26%	4.30%	4.43%	4.46%
Cost/Income Ratio, quarterly	26.1%	26.6%	27.5%	30.4%	27.0%
Cost/Income Ratio, YtD	30.0%	28.8%	28.5%	30.4%	28.7%
Cost of Risk, quarterly	0.64%	0.87%	1.65%	0.17%	0.58%
Cost of Risk, YtD	0.62%	0.70%	0.93%	0.17%	0.37%
Return on Equity, ROE net, quarterly	-0.4%	-2.4%	-0.6%	7.4%	11.6%
Return on Equity, ROE net, YtD	1.9%	0.4%	0.2%	7.4%	9.6%
Return on Assets, ROA net, quarterly	-0.03%	-0.15%	-0.04%	0.47%	0.74%
Return on Assets, ROA net, YtD	0.12%	0.03%	0.01%	0.47%	0.61%
Loan-to-Deposit Ratio	67.0%	63.6%	61.2%	63.5%	64.6%
Total Capital Ratio	16.81%	16.89%	17.04%	16.22%	15.46%
Tier 1 Capital Ratio	14.47%	14.60%	14.71%	14.25%	13.71%
Leverage ratio	5.6%	5.3%	5.3%	5.4%	5.2%
Equity / Assets	6.3%	6.1%	6.1%	6.3%	6.3%
TREA / Assets	41.3%	39.1%	38.2%	40.7%	40.7%
NPL ratio	4.1%	4.2%	4.2%	4.1%	4.3%
NPL coverage ratio	53.3%	54.0%	54.7%	55.3%	54.2%
NPL coverage ratio incl. stage 1&2 provisions	71.0%	72.5%	76.8%	76.6%	72.2%

#### Selected Financial Data - Net interest income

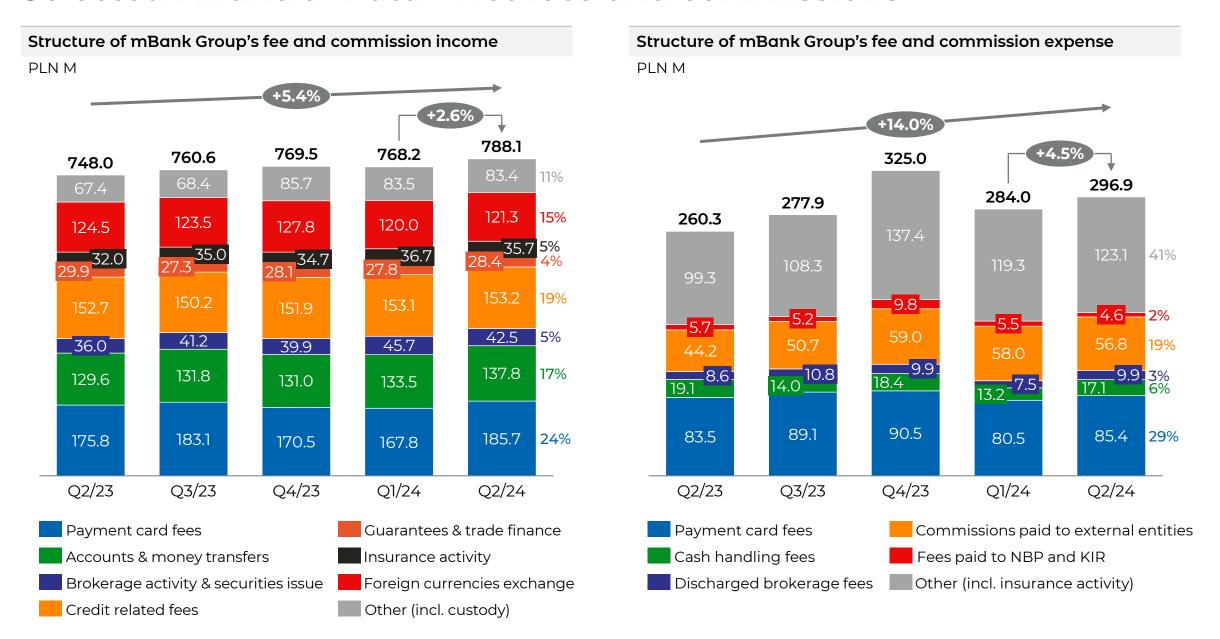


#### Structure of mBank Group's interest expense

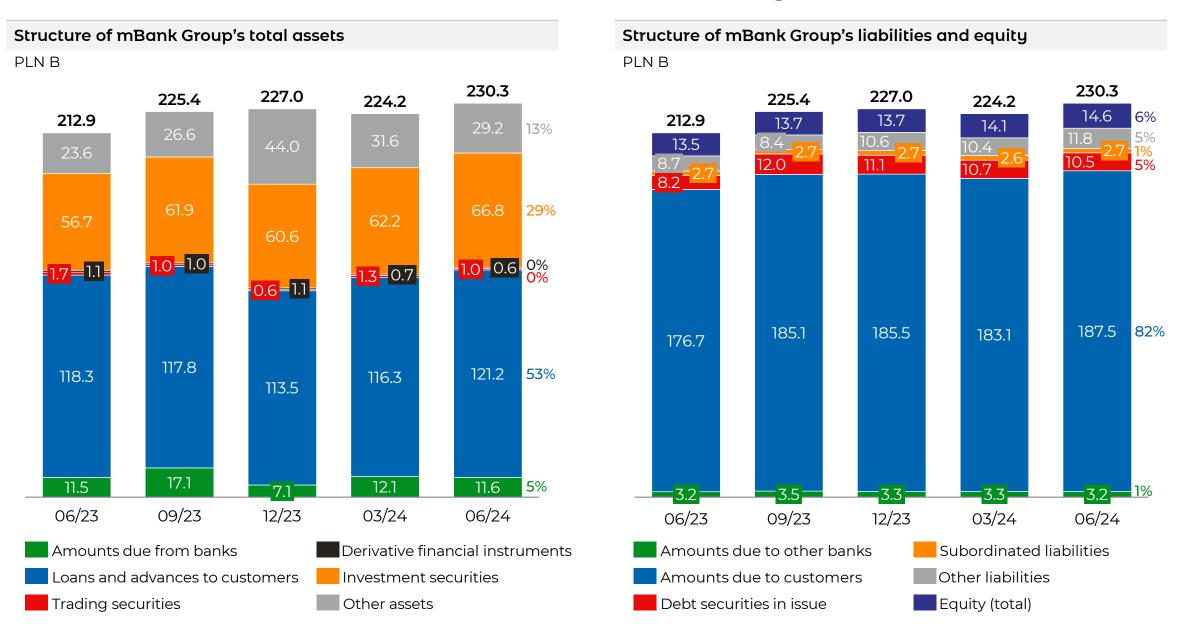
PLN M



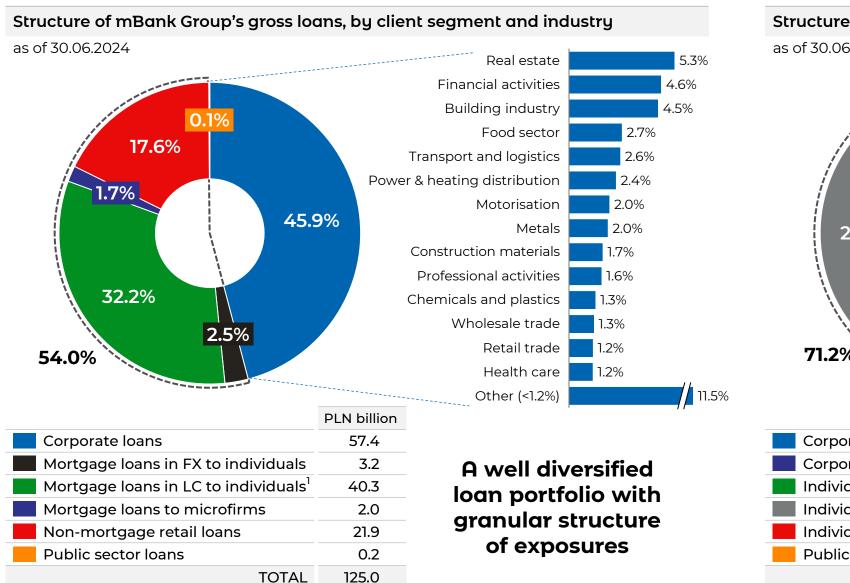
#### Selected Financial Data – Net fees and commissions



# Selected Financial Data – Balance sheet analysis

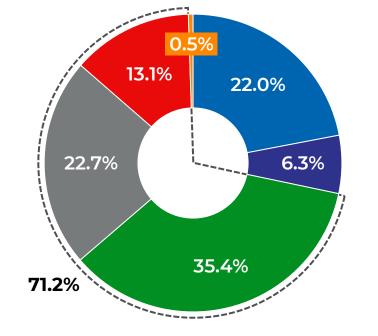


# Selected Financial Data – Structure of loans and deposits



#### Structure of mBank Group's deposits

as of 30.06.2024



	PLN billion
Corporate clients: current accounts <sup>2</sup>	41.2
Corporate clients: term deposits	11.8
Individual clients: current accounts	66.5
Individual clients: saving accounts	42.6
Individual clients: term deposits	24.5
Public sector clients	0.9
TOTAL	187.5

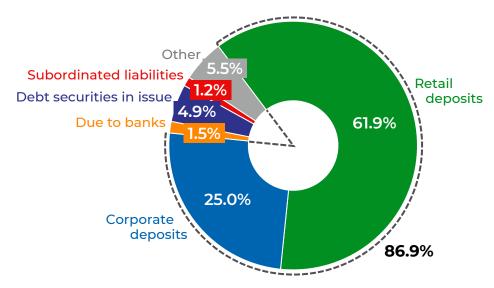
<sup>&</sup>lt;sup>1</sup> Including local currency mortgage loans granted in Poland, the Czech Republic and Slovakia

<sup>&</sup>lt;sup>2</sup> Including repo transactions

# Selected Financial Data – Funding profile

#### Structure of mBank Group's funding

as of 30.06.2024



#### Summary of mBank's ratings

as of 30.06.2024

	Fitch Ratings	S&P Global Ratings
Long-term rating	BBB-	BBB
Outlook	stable	positive
Short-term rating	F3	A-2
Viability rating / SACP	bbb-	bbb-

On 17.05.2024, S&P Global Ratings revised its outlook on mBank to positive from stable and affirmed all ratings at the same level.

#### Summary of mBank's long-term funding instruments

as of 30.06.2024

Nominal value	Currency	Issue date	Maturity date	Tenor	Coupon			
Issues under Euro Medium Term Note (EMTN) Programme								
125 M	CHF	05.04.2019	04.10.2024	5.5 Y	1.0183%			
500 M <sup>1</sup>	EUR	20.09.2021	21.09.2027	6.0 Y	0.966%			
750 M <sup>1</sup>	EUR	11.09.2023	11.09.2027	4.0 Y	8.375%			
	Subordinated loan and bonds							
250 M	CHF	21.03.2018	21.03.2028	10.0 Y	LIBOR3M +2.75%			
750 M	PLN	17.12.2014	17.01.2025	10.1 Y	WIBOR6M +2.10%			
550 M	PLN	09.10.2018	10.10.2028	10.0 Y	WIBOR6M +1.80%			
200 M	PLN	09.10.2018	10.10.2030	12.0 Y	WIBOR6M +1.95%			
	Lo	ans and adva	nces received					
113 M	CHF	04.09.2017	04.09.2025	8.0 Y	-			
176 M	CHF	30.07.2018	30.07.2025	7.0 Y	-			
138 M	CHF	02.08.2019	02.08.2027	8.0 Y	-			

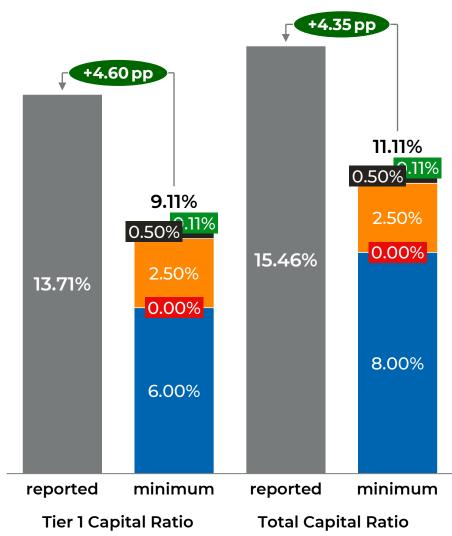
<sup>&</sup>lt;sup>1</sup> bonds issued in non-preferred senior (NPS) format

Note: The table does not include covered bonds issued by mBank Hipoteczny.

# Selected Financial Data – Capital requirements and liquidity

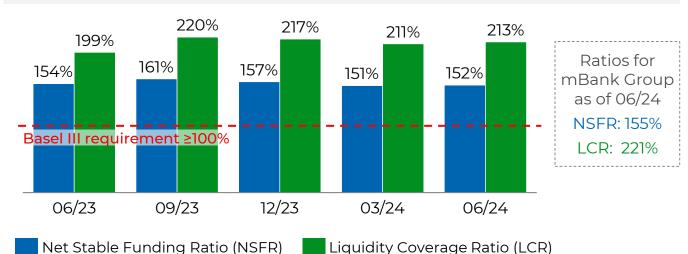
#### Regulatory capital requirements for mBank Group

as of 30.06.2024



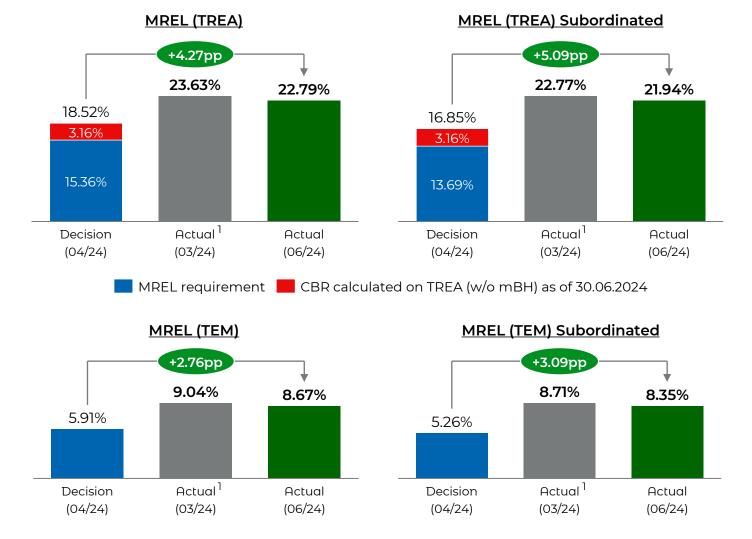
- **Countercyclical Capital Buffer (CCyB)**, calculated as the weighted average of the CCyB rates that apply in the countries where the relevant credit exposures are located.
- Systemic Risk Buffer (SRB), originally set at 3.0% in Poland, reduced to 0% starting from 19.03.2020; for mBank it applies only to domestic exposures.
- Other Systemically Important Institution (O-SII) Buffer, imposed by an administrative decision of the PFSA; its level is reviewed annually.
- Conservation Capital Buffer (CCB), equal for all banks in Poland as introduced by the Act on Macroprudential Supervision Over the Financial System and Crisis Management in the Financial System.
- Individual additional Pillar 2 capital requirement for risk related to FX retail mortgage loans (FXP2) imposed as a result of risk assessment carried out by the PFSA.
- CRR Regulation minimum level (CRR) based on the applicable EU Regulation.

#### Development of mBank's liquidity ratios



# Selected Financial Data – MREL requirements

#### Fulfilment of MREL requirements by mBank Group



- On 09.04.2024, mBank received the joint decision of Bank Guarantee Fund and Single Resolution Board regarding the minimum MREL requirement.
- The fully-fledged MREL requirements, which have been set at the consolidated level, excluding mBank Hipoteczny, are as follows:
  - MREL<sub>TREA</sub> requirement has been set at the level of 15.36% and should be met by own funds and subordinated eligible liabilities at the level of 13.69%
  - MREL<sub>TEM</sub> requirement has been set at the level of 5.91% and should be met by own funds and subordinated eligible liabilities at the level of 5.26%
- The Bank is also obliged to maintain a Combined Buffer Requirement (CBR) on top of the MREL<sub>TREA</sub> requirement.
- Based on data as of 30.06.2024, mBank fulfils its requirements with MREL<sub>TREA</sub> ratio of 22.79% and the MREL<sub>TEM</sub> ratio of 8.67%.

<sup>&</sup>lt;sup>1</sup> MREL ratios recalculated taking into account the retrospective inclusion of net profit for Q1/24 in own funds (after PFSA approval)

# A leading mobile banking offer for individual clients

#### Well-designed functionalities for client convenience



fully remote account opening with e-ID or a selfie and agreement approved via a text message



logging in and confirmation of transactions with a PIN code, fingerprint or Face ID



>

contactless payments with Google Pay and Apple Pay, express transfers using telephone numbers and BLIK



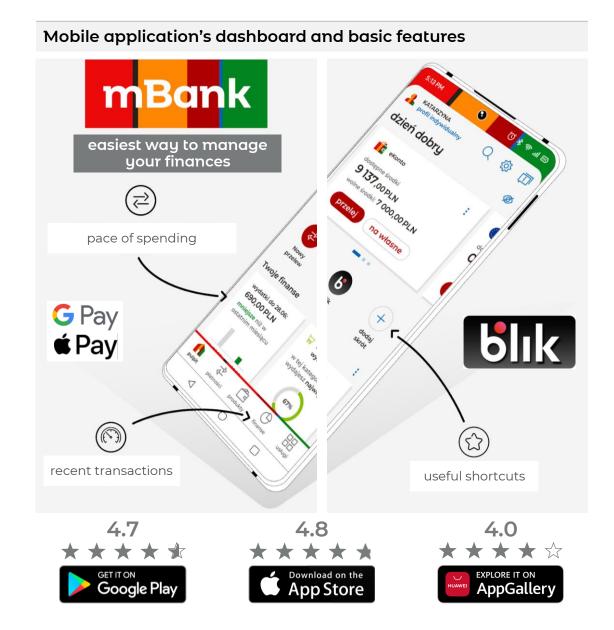
functionalities of personal financial management (PFM) and value added services



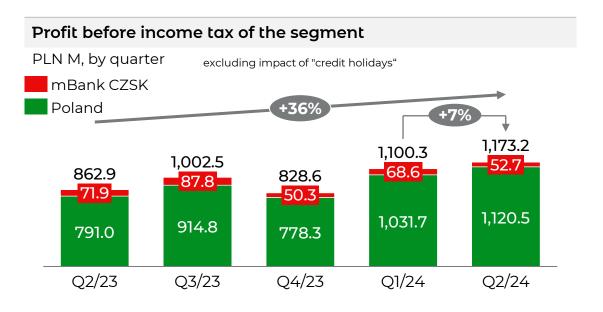
reminders from Payment Assistant and scanning of data to the transfer form from the invoices

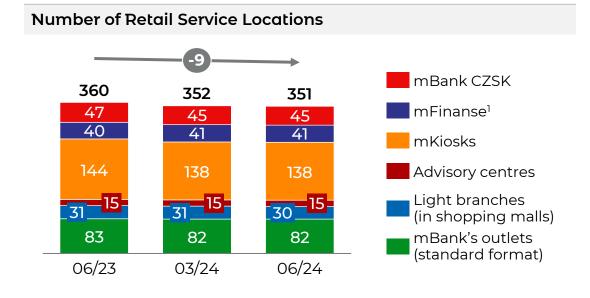


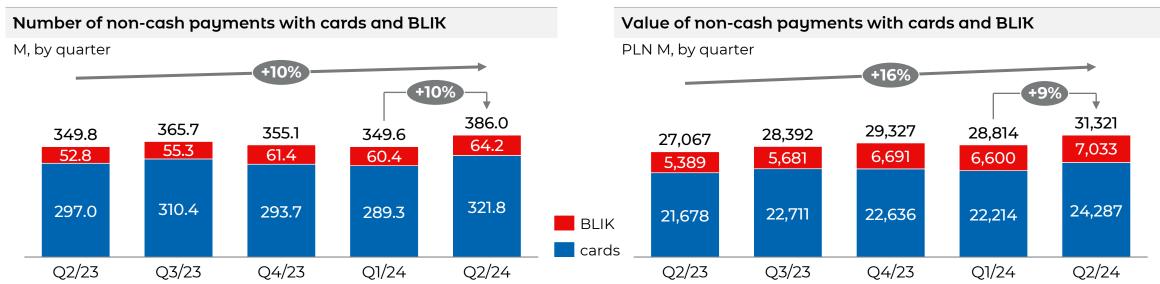
benefits (mDiscounts) for retail buyers and seamless shopping experience with one-click financing options (quick cash loan up to pre-approved limit)



# Retail Banking – profit and network

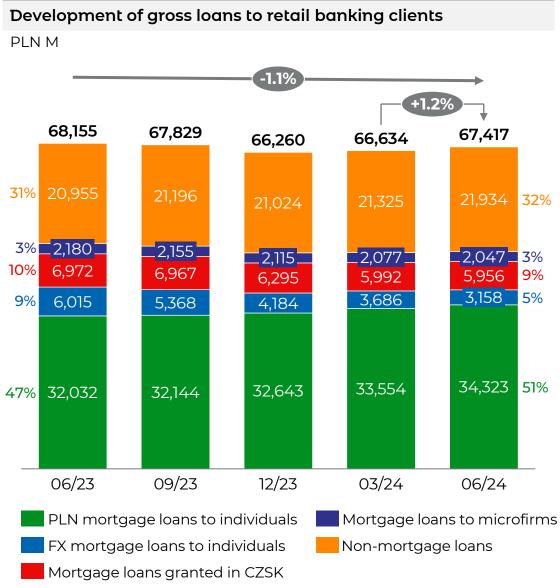




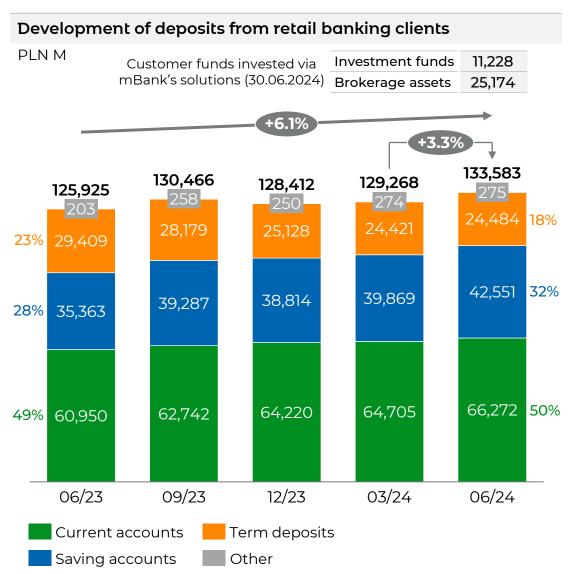


<sup>&</sup>lt;sup>1</sup> Including financial centres and agency service points

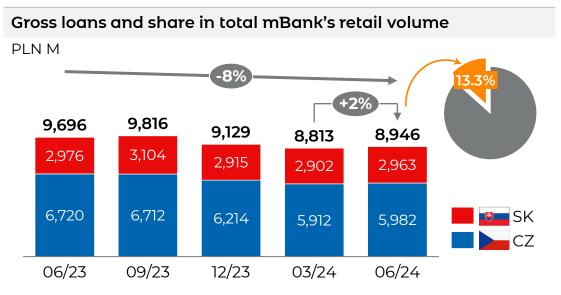
### **Retail Banking – business volumes**

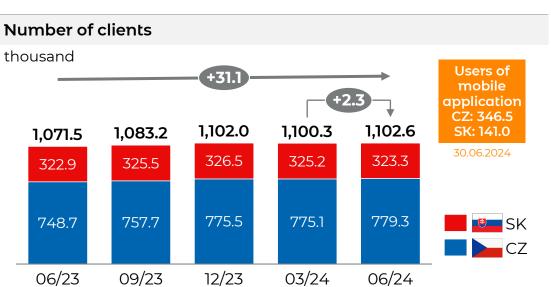


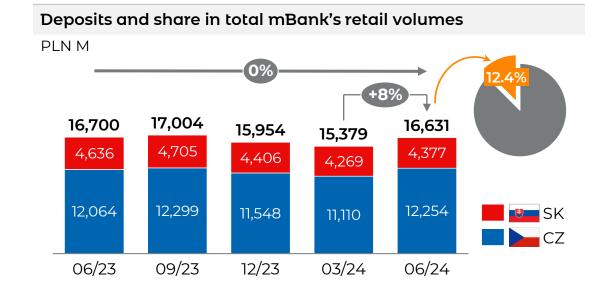
Note: Investment funds include mFunds (managed by mTFI), asset management strategies, mBank's Investment Funds Supermarket (in Poland and Slovakia) and external investment funds for private Note: Currency and geographical breakdown based on management information. banking & wealth management.

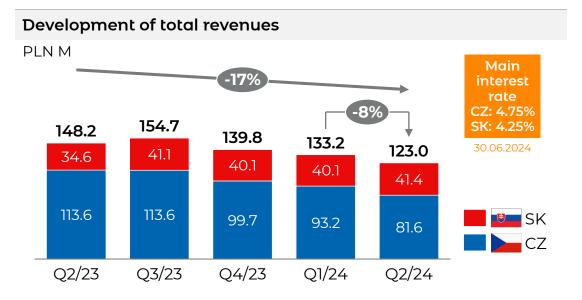


# mBank in the Czech Republic and Slovakia









Note: Volumes based on management information.

# mBank in the Czech Republic and Slovakia

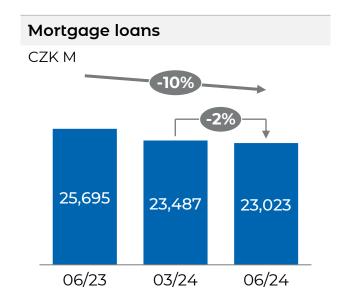


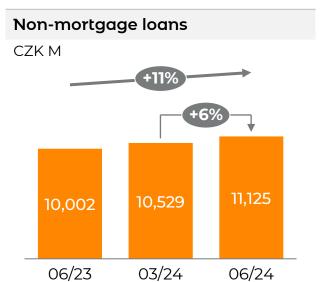
physical network:

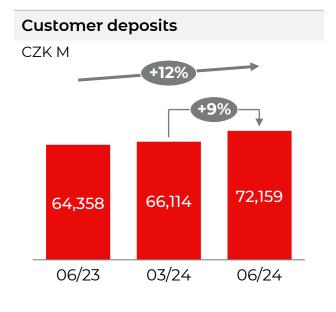
light 6 branches

financial centres

mKiosks



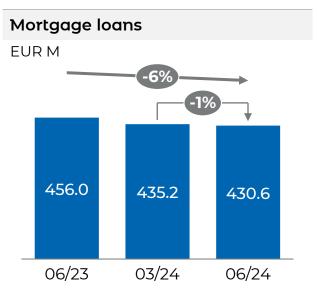


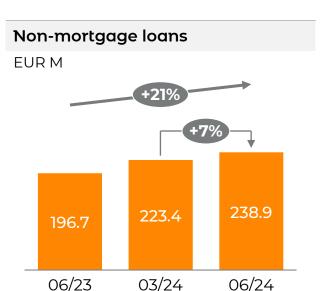


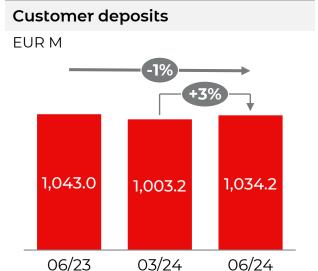


physical network:

light 3 branches financial centres mKiosks 9







Note: Volumes based on management information.

# Best digital banking services for corporate clients

#### First-class digital banking offer for companies



entirely digital onboarding process, with no in-person contact and printouts required

>

advanced **mBank CompanyNet** transactional system, allowing for high level of personalization

>

remote access and constant control via enhanced **mBank CompanyMobile** application

>

Administrator Centre for self-managing user permissions and authorisation schemes

>

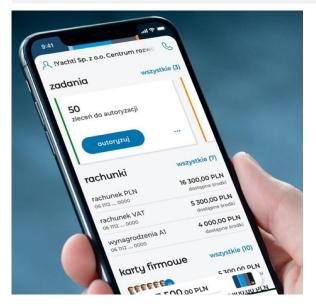
electronic sending of documents, applications, signing of agreements

>

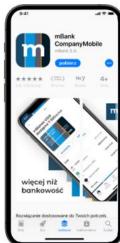
mAuto.pl online platform with an offer of new and used cars, financed by leasing or long-term rental

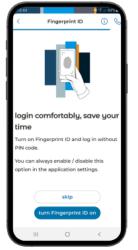


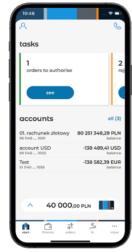
#### Mobile application's dashboard and basic features



- activating the app with a QR code
- logging into the application with a PIN code, fingerprint or face scan
- authorising multiple orders (token mode)
- authorising logins to mBank CompanyNet
- calling the customer centre
- making quick currency exchange transactions

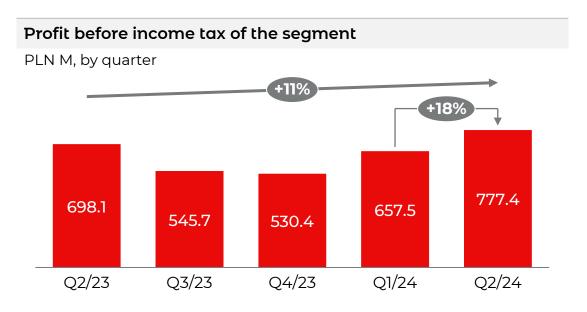








# Corporate & Investment Banking – profit and network





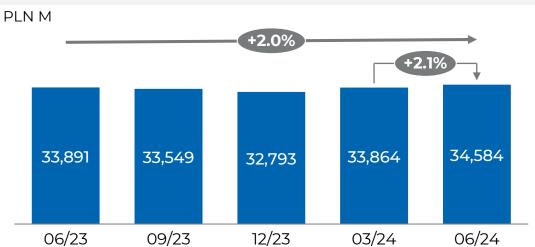
as of 30.06.2024

29 mBank's branches, incl. 13 advisory centres

14 mBank's offices

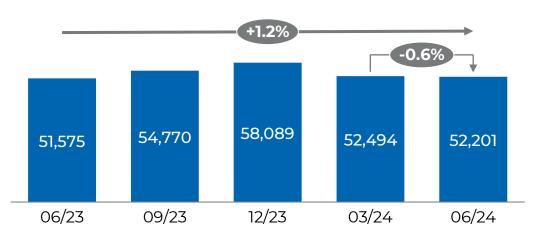


#### Development of loans to enterprises<sup>1</sup>



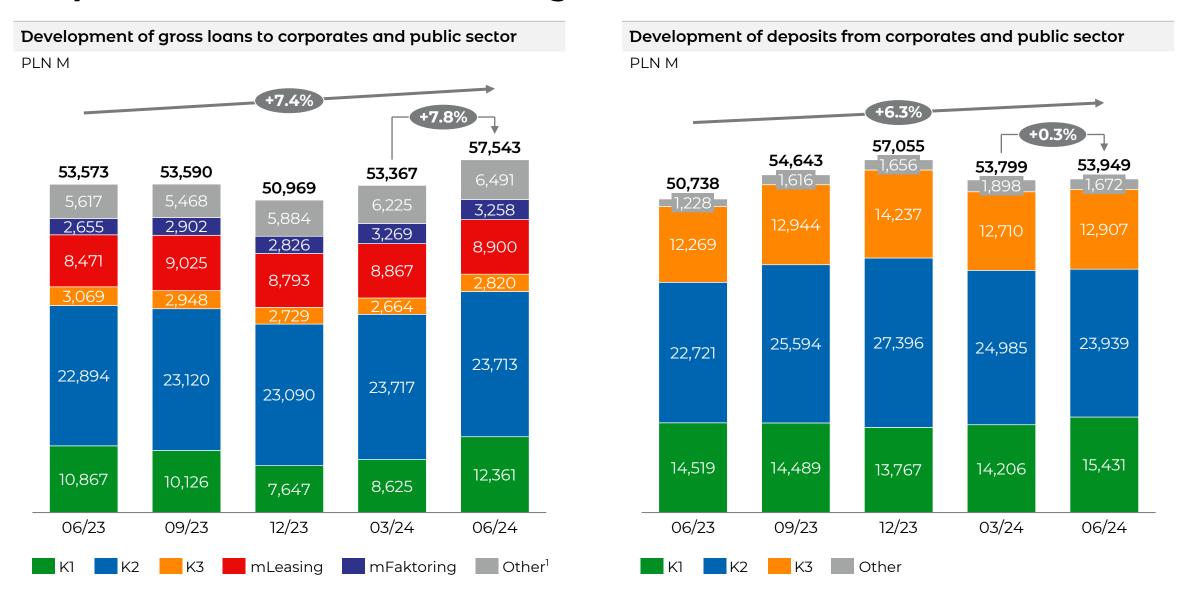
#### Development of deposits from enterprises<sup>1</sup>

PLN M



<sup>&</sup>lt;sup>1</sup> Corporate loan and deposit volumes (for mBank and mBank Hipoteczny) according to NBP rules (monetary reporting system – MONREP)

### Corporate & Investment Banking – business volumes



<sup>&</sup>lt;sup>1</sup> Other category includes leasing granted to clients of retail segment, but classified in the financial statements to 'loans and advances to corporate customers'

Note: Corporate clients split: K1 – annual sales over PLN 1 B and non-banking financial institutions; K2 – annual sales of PLN 50 M to PLN 1 B; K3 – annual sales below 50 M and full accounting.

### Performance of main subsidiaries of mBank



specialised mortgage bank and active issuer of covered bonds on both domestic and foreign markets

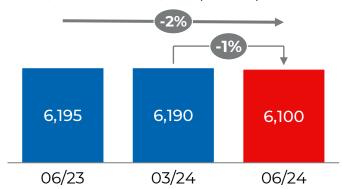
# Leasing established in 1991

offered financing in the form of leasing of cars, trucks, machinery and real estate as well as car fleet management (CFM) services

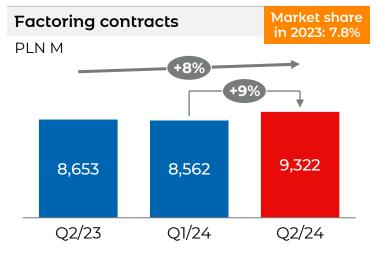


#### Outstanding amount of covered bonds

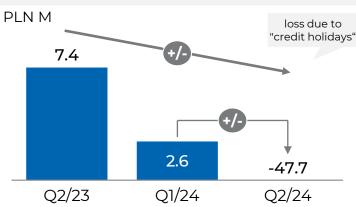
PLN M, nominal value, incl. private placement

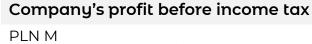


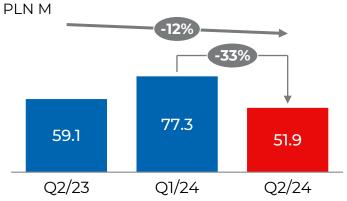


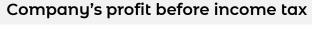


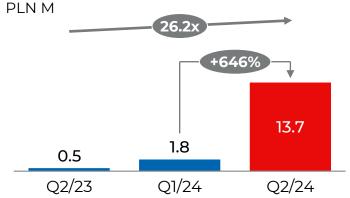
#### Company's profit before income tax











45

Source: Calculation based on data published by Polish Leasing Association (PLA) and Polish Factors Association (PFA).

# Unique value proposition for e-commerce market participants

mOkazje zakupy – development of marketplace in mBank's mobile application

 mBank launched first of this kind cooperation with Morele.net, which is one of the largest marketplaces in Poland



 a pilot of a new service was released in Q2/24, allowing 50 thousand of mBank's customers for ordering products from the "offer of the day" directly in the mBank's application



#### mBank has key advantages to build upon in e-commerce market

2.7 million active e-commerce buyers among mBank's retail clients, who have made ~25% of all online purchases in Poland (by GMV)

~50 thousand online sellers among mBank's corporate and SME clients, constituting almost 1/3 of all online merchants in Poland

~2 million daily visitors of mBank's mobile application ensuring sufficient traffic (comparable to AliExpress)

2.7 million consents from customers for profiled e-commerce offering allowing to provide products recommendations based on banking data

1.7 million clients with pre-scored credit limit for BNPL (buy now, pay later) and loans allowing for fast and convenient financing of purchases

#### excellent payment and sales process

leveraging on mBank's know-how, advanced solutions and experience in selling products via mobile channel **Expansion of Paynow in online payments** 

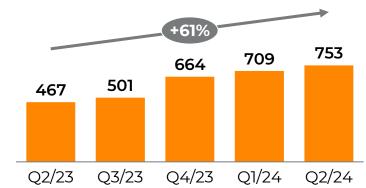
superior payment processing capabilities: the quickest settlements of a large number of simultaneous transactions (e.g. tickets for events)

exclusive features to enrich merchants value chain: convenient one-click payments, mechanisms supporting shopping cart conversion, marketing automation

scalable and cost-efficient solution:
the cloud architecture which Paynow
is based on allows for efficient and
easy business expansion

### paynow

processed payments volume (PLN M)



# Strategic financial targets of mBank Group

Updated strategic financial targets of mBank Group for 2023-2025 compared to results for H1/24

	measure	target level	execution in H1/24		H1/24	
<b>Efficiency</b> [in 2025]	Cost/Income ratio (C/I)	below 40%	28.7%	<b>√</b>	supported by high interest rates offsetting inflationary pressure	
<b>Stability</b> [in the mid-term]	Tier 1 capital ratio	year-end level <b>min 2.5 p.p.</b> above the PFSA requirement	+4.6 p.p.		surplus supported by securitisations and cautious TREA increase	
	Cost of risk (COR)	~0.80%	0.37%	$\checkmark$	lower thanks to improving financial standing of clients and NPL sale	
<b>Growth</b> [CAGR till 2025]	Dynamics of loans	average 2022-2025: <b>~3</b> %	+2.7% YoY	×	weakened by negative adjustments related to CHF exposure	
	Dynamics of deposits	average 2022-2025: <b>~6</b> %	+6.2% YoY	<b>√</b>	growth focused on current accounts amid pricing optimisation	
	Dynamics of total revenues	average 2022-2025: <b>4-5</b> % <sup>1</sup>	+11.8% YoY	<b>√</b>	driven by record-high net interest income despite lower net fees	
<b>Profitability</b> [in 2025]	Net interest margin (NIM)	above 3.0%	4.4%	<b>√</b>	thanks to higher loan yields and active deposit management	
	Return on equity (ROE)	~14%	9.6%	×	depressed by legal costs related to CHF loans, while core ROE at 40.3%	

<sup>&</sup>lt;sup>1</sup>the growth pace calculated against the level of revenues adjusted for the negative impact of "credit holidays" at PLN 9,191 million

# ESG well embedded in mBank Group's strategy (1/2)

#### **Environmental pillar**

Reducing greenhouse gases (GHG) emissions of our loan portfolio, steered by SBTi as the most prominent driver to become net-zero

transform our loan portfolio to reach net-zero by 2050

Partnering with our clients by offering products and services to stimulate their sustainable and green activities

- ▶ provide PLN 10 billion of green financing (for renewable energy sources, decarbonization, circular economy, e-mobility, etc.) by the end of 2025, including PLN 5 billion from mBank and PLN 5 billion from other sources such as consortia and green bonds issues arranged for clients
- ▶ increase the yearly sale of mortgage loans for real estates compliant with the NZEB-10% (Nearly Zero Energy Building) standard to 14% in 2024 and 18% in 2025 of total mBank's mortgage loan production (by volume)
- offer at least 50% of investment solutions managed within mBank Group promoting environmental or social characteristics ("light green" in line with Art. 8 of SFDR) by 2025
- ▶ issue green bonds in the amount of **PLN 5 billion** until the end of 2025

#### Limiting own GHG emissions by decarbonizing our operations

become net zero in own operations by 2040

#### SBTi commitment

mBank joined the **Science Based Targets initiative**(SBTi) in 2022. In line with our obligation, we plan to submit our decarbonization targets for validation till 30.09.2024.

#### ESG ratings<sup>1</sup>



# **Bloomberg GEI**Gender-Equality Index

WIG-ESG index on WSE in Poland

<sup>1</sup> please see the webpage for disclaimer statements

# ESG well embedded in mBank Group's strategy (2/2)

#### Social pillar

# Providing an attractive work environment that ensures diversity, equity and inclusion

 ensure gender balance in the succession program (at minimum 45% of a given gender) and reduce the pay gap (keeping it below 5%)



# Ensuring balanced gender representation at mBank Group

bodies of mBank's main subsidiaries (including mLeasing, mFaktoring, mBank Hipoteczny, mTFI, mFinanse) to 40% by the end of 2026

# Making social impact through fostering financial health and education of our clients

continue financial education and promote responsible management of personal finance among clients by growing the number of users of dedicated functionalities in mBank's mobile and internet services

#### **Governance pillar**

#### Enhancing our corporate governance by ESG aspects

have all TOP 100 managers (at mBank and main subsidiaries) with goals related to ESG at a 10% weight in their Objective and Key Results



# Integrating environmental, social and governance risks with mBank's risk management

 incorporate ESG into credit and Internal Capital Adequacy Assessment Process documentation, and perform materiality assessment of ESG risk each year



# Promoting transparency and ESG standards among our business partners

 have 70% of eligible partners and suppliers (under central purchasing process) to be compliant with the 10 Principles of the UN Global Compact by 2025



# Historical financial results of mBank Group

PLN million	2019	2020	2021	2022	2023	Δ ΥοΥ
Net interest income	4,002.8	4,009.3	4,126.3	5,924.0	8,873.5	+49.8%
Net fee and commission income	1,270.6	1,508.3	1,867.8	2,120.1	1,915.9	-9.6%
Net trading and other income	251.0	349.2	117.1	-187.2	12.9	-/+
Total income	5,524.4	5,866.8	6,111.1	7,856.9	10,802.3	+37.5%
Total costs	-2,329.2	-2,411.1	-2,456.9	-3,319.2	-3,074.4	-7.4%
Loan loss provisions and fair value change	-793.8	-1,292.8	-878.6	-849.3	-1,105.5	+30.2%
Operating profit before legal provisions and taxes	2,401.5	2,162.8	2,775.7	3,688.4	6,622.3	+79.5%
Costs of legal risk related to FX loans	-387.8	-1,021.7	-2,758.1	-3,112.3	-4,908.2	+57.7%
Taxes on the Group balance sheet items	-458.7	-531.4	-608.6	-684.2	-743.6	+8.7%
Income tax	-544.8	-506.0	-587.8	-594.5	-946.5	+59.2%
Net profit or loss	1,010.4	103.8	-1,178.8	-702.7	24.1	-/+
Total assets	158,353	178,861	198,373	209,892	226,981	+8.1%
Gross loans to customers	108,170	111,912	120,856	123,437	117,229	-5.0%
Individual clients	59,993	65,655	72,871	71,122	66,260	-6.8%
Corporate clients	47,786	46,025	47,832	52,207	50,836	-2.6%
Customer deposits	113,184	133,672	157,072	174,131	185,467	+6.5%
Individual clients	77,664	97,976	112,446	122,890	128,412	+4.5%
Corporate clients	34,702	35,250	44,018	49,981	56,439	+12.9%
Total equity	16,153	16,675	13,718	12,715	13,737	+8.0%
Net interest margin	2.7%	2.3%	2.2%	3.7%	4.2%	+0.5pp
Cost/Income ratio	42.2%	41.1%	40.2%	42.2%	28.5%	-13.7pp
Cost of risk	0.79%	1.20%	0.76%	0.69%	0.93%	+0.24pp
Return on equity (ROE)	6.4%	0.6%	-7.2%	-5.3%	0.2%	+5.5pp
Tier 1 capital ratio	16.5%	17.0%	14.2%	13.8%	14.7%	+0.9pp
Total Capital Ratio	19.5%	19.9%	16.6%	16.4%	17.0%	+0.6pp

### mBank's share price performance

### Polish banking stocks surged in Q1/24 and continued outperforming the broad market

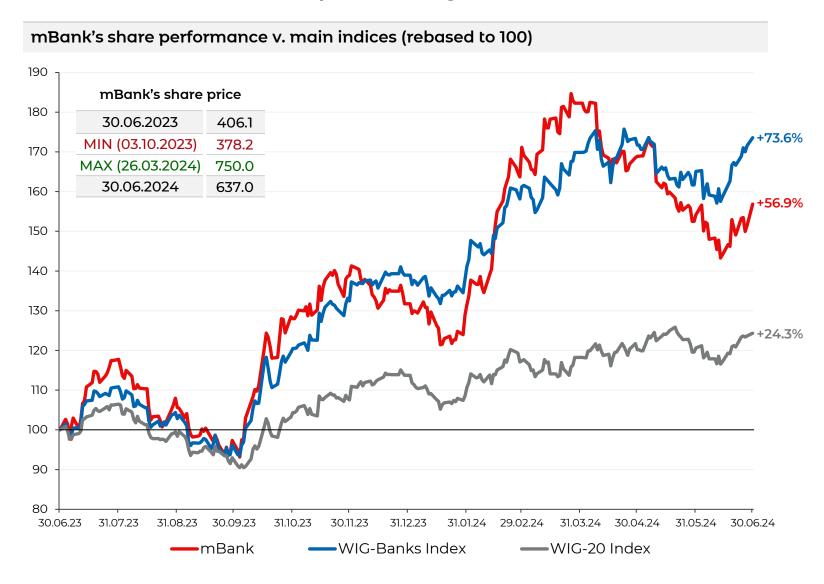
# mBank's index membership and weights as of 30.06.2024

WIG20	WIG 20	2.563%
WIG30	WIG30	2.443%
WIG	WIG	1.888%
WIG-Banks	WIG banki	6.268%
WIG-Poland	WIG Poland	1.923%

mBank is also a part of MSCI Poland index.

- mBank has been listed on the Warsaw Stock Exchange since October 1992
- A strategic shareholder, Germany's Commerzbank, owns 69.07% of shares

ISIN	PLBRE0000012
Bloomberg	MBK PW
Number of shares issued	42 496 973



Source: WSE, Bloomberg (data as of 30.06.2024).

### **Disclaimer**

This presentation has been prepared by mBank S.A. for information purposes only and is based on the Condensed Consolidated Financial Statements for the first half of 2024, prepared under the International Financial Reporting Standards. For more detailed information on mBank S.A. and mBank Group results, please refer to the respective financial statements and data.

This presentation contains certain estimates and projections regarding potential future trends. Estimates and projections presented in this presentation rely on historical information and other factors and assumptions which reflect mBank S.A. current position about potential future trends which seem justified under the given circumstances.

Estimates and projections are inherently subject to substantial and numerous uncertainties and to a wide variety of significant business, economic and competitive risks, and the assumptions underlying the projections may be inaccurate in any material respect. Therefore, the actual results achieved may vary significantly from the projections, and the variations may be material. Statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. No statement in this presentation is intended to be a profit forecast.

While this information has been prepared in good faith, no representation or warranty, expressed or implied, is or will be made and no responsibility or liability is or will be accepted by mBank S.A. or any subsidiaries or affiliates of mBank S.A. or by any of their respective officers, employees or agents in relation to the accuracy or completeness of these materials.

The presentation should not be treated as a recommendation to purchase securities, an offer, invitation or a solicitation of an offer to purchase, invest or conclude any transaction on securities, in particular with respect to securities of mBank and its subsidiaries.

This presentation has been completed as of the date indicated at the beginning. mBank S.A. does not undertake any obligation to update or revise this presentation, including any forward-looking estimates and projections, whether as a result of new information, future events or otherwise.

### **Contact details**

#### Karol Prażmo

Managing Director for Treasury and Investor Relations +48 607 424 464 karol.prazmo@mbank.pl

#### Joanna Filipkowska

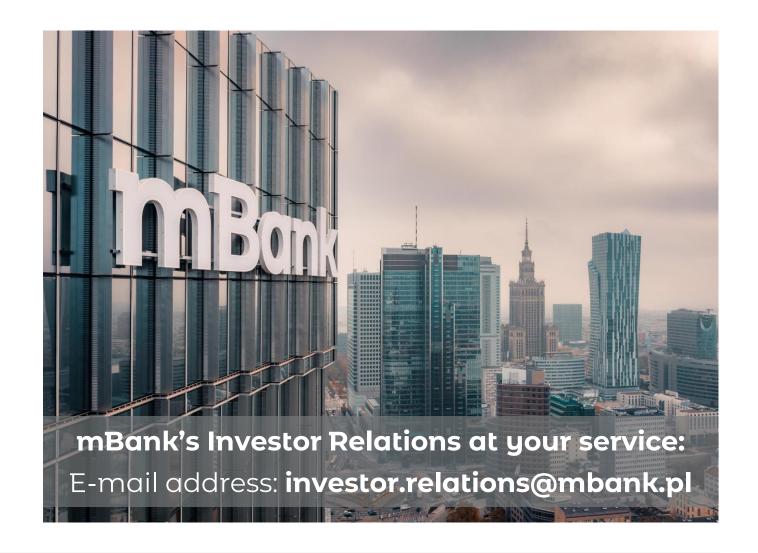
Head of Investor Relations +48 510 029 766 joanna.filipkowska@mbank.pl

#### Paweł Lipiński

+48 508 468 023 pawel.lipinski@mbank.pl

#### Marta Polańska

+48 508 468 016 marta.polanska@mbank.pl



Investor Relations website: www.mbank.pl/en/investor-relations/