

Share price performance summary

In March mBank's share price decreased by 1.10%, while the WIG Banks index decreased by 1.89%. The EURO STOXX Banks Index increased by 0.65% in the same period.



Last 12 months - chart

change in the period	Q1'13	Q2'13	Q3'13	Q4'13	2013	YtD
mBank	+4.91%	+11.99%	+17.52%	+11.09%	+53.37%	+7.80%
WIG Banks Index	-4.20%	+3.60%	+16.58%	+4.18%	+20.54%	+9.18%
EURO STOXX Banks Index	-8.81%	-1.04%	+24.11%	+12.39%	+25.87%	+9.78%

Consensus estimates for mBank Group's results

P&L item	201251	201251	2014E		2015E	
(in PLN M)	2012FY	2013FY	estimate	Δ vs. 2013A	estimate	Δ vs. 2014E
Net interest income	2 280	2 226	2 411	+8.3%	2 637	+9.4%
Net F&C income	787	835	885	+6.0%	934	+5.6%
Total income	3 571	3 674	3 861	+5.1%	4 162	+7.8%
Costs	-1 661	-1 678	-1 723	+2.7%	-1 771	+2.8%
LLPs	-445	-478	-494	+3.3%	-514	+4.2%
Profit before tax	1 465	1 518	1 643	+8.3%	1 874	+14.1%
Net profit	1 197	1 206	1 315	+9.0%	1 501	+14.2%
Loans	66 947	68 210	73 200	+7.3%	78 765	+7.6%
Assets	102 145	104 283	108 455	+4.0%	114 483	+5.6%
Deposits	57 984	61 674	65 315	+5.9%	70 485	+7.9%

Contributing research (released after November 1, 2013) by: Citi Research, Deutsche Bank, Goldman Sachs, Millennium DM, BoA Merrill Lynch, Raiffeisen, UniCredit, ING Securities, DM BZ WBK, Wood & Company, IDM SA, J.P. Morgan, KBW, Morgan Stanley, PKO DM, Erste Group, Espirito Santo, DI Investors, Noble Securities.



	mBank Group's P&L - Q4 2013			mBank Group's P&L – 2013FY		
Item <i>(in PLN thou.)</i>	Q4/13	QoQ change	Peers QoQ change	2013	YoY change	Peers YoY change
Net interest income	588 096	+3.2%	+3.7%	2 225 811	-2.4%	-7.0%
Net fee & commission income	228 904	+8.6%	+5.1%	834 738	+6.1%	+2.5%
Total revenues	964 238	+2.0%	+13.8%*	3 673 524	+2.9%	-2.3%
Total operating expense	(441 636)	+6.0%	+9.3%	(1 678 043)	+1.0%	-1.4%
Loan loss provisions	(117 080)	-32.6%	+17.7%	(477 778)	+7.5%	-6.1%
Profit before tax	405 522	+14.4%	+17.1%*	1 517 703	+3.6%	-0.1%
Net profit	314 200	+8.9%	+14.9%	1 206 375	+0.8%	-0.2%

Special topic: mBank Group's results compared to the peer group

* The one-offs are NOT excluded from other income and Profit before tax: for PKO BP gains of partial eService disposal (PLN 477 M) and for BZ WBK upward revaluation of its bancassurance business with Aviva (PLN 419 M). After adjustment for analysing only recurrent results, QoQ changes are +3.4% for Total revenues and -8.5% for Gross profit. Note: changes for peers are an asset-weighted averages for PKO BP, Pekao SA, BZ WBK (incl. Kredyt Bank), ING BSK, Millennium and Citi Handlowy.

Key news regarding mBank Group

Polish inflation skewed to the downside, according to mBank's analysts



With Polish inflation running at 0.7% (and core inflation at 0.9%), no one really can find inflationary pressures anywhere. When core inflation is analysed in details, there is deflation in goods running for more than a year whereas prices in services grow in a steady but low pace. It seems that prices of core services are mostly related to output gap and wage dynamics, whereas core goods are more prone to short-term cycles.

A more decisive increase in inflation and tightening of labour market is needed to force the Monetary Policy Council to act (mBank's analysts still believe rates will be raised in 2015 as a part of normalization of policy). As cyclical rebound of inflation may be much more muted than in recent cycles, risk-free interest rate can be expected lower in mid-term horizon. The MPC is therefore poised to remain dovish at the moment, more tolerant to exchange rate depreciation, more willing to act too late than too soon, and finally - more open to shallow rate hike cycles.

February was the best month for retailers since two years. Retail sales grew by 7% YoY as compared to 4.8% recorded in January, primarily driven by slightly higher than expected automobiles sales (+24.9% YoY) and a surge of sales in "others" category, containing mainly specialized retailers. Food sales behaved in line with expectations, while it was a factor weighing down on aggregate retail sales recently.

A boost in automobile sales can be attributed to the VAT discount window at the beginning of the year. As this opportunity ends in March, second-quarter retail sales will probably be brought down by softer car sales. Nevertheless, the reading comes in line with mBank's scenario of accelerating growth of the Polish economy, in which the domestic demand will begin to play an increasingly important role. In addition, the reading implies further acceleration in household consumption in the first quarter of the year.





In the forthcoming months mBank's analysts expect to observe a continuation of uptrend in all aggregates related to the domestic demand and, in the second half of the year, significant surge of capital and infrastructural investments.

mBank issued a third tranche of Eurobonds under its EMTN programme



On March 24th, 2014, mBank via a foreign unit mFinance France S.A. issued a third tranche of Eurobonds with a nominal value of EUR 500 million, maturing in 2019. The coupon was set at 2.375% per annum. The transaction settlement was set for April 1st, 2014. The bonds will be listed on Bourse de Luxembourg.

On March 25th, 2014, Fitch Ratings assigned to the tranche a long-term senior unsecured debt rating of 'A' and Standard & Poor's Rating Services assigned the rating of 'BBB+'. Both rating are in accordance with those assigned to the EMTN Programme.

Before the issue, mBank held investor meetings in Frankfurt, Munich, Vienna, London, Paris, Copenhagen, Zurich and Basel. This contributed to strong demand which boosted the orderbook close to EUR 1 billion with over 100 investors participating. Consequently, the spread tightened from MS+155bps initially to MS+145bps at pricing.

The bulk of the deal was allocated to German accounts (47%), followed by Poland (15%) and the United Kingdom (13%). Investors from CEE (excluding Poland) as well as Austria and Switzerland took 11% each. As regards to investor type, investment funds dominated with 67% of total allocation. The share of banks amounted to 26%, while insurance companies and pension funds constituted 6%.

mBank and Orange Polska will create a mobile retail bank



On March 19th, 2014, Orange Polska and mBank signed an agreement according to which a mobile retail bank will be created for users of smartphones and tablets. The offer will be aimed at individual customers, as well as small and medium-sized enterprises. It will include mobile payments, current accounts, loans, deposits, and credit and debit cards. Customers will enjoy more benefits thanks to new, attractive packages comprising both financial and telecommunications services. The start of the offer is planned for the second half of 2014.

Orange Polska will be responsible for marketing and acquisition of customers to this joint venture, while mBank is going to provide banking services to the customers. For this purpose the bank will establish a new branch that will be part of its existing structure. But financial services will be provided under the Orange brand.

The mobile bank will combine the strengths of Orange Polska – the operator of the largest highspeed mobile and fixed-line Internet network – and mBank, which has set the trends in modern electronic banking.





mBank Group's IR monthly

March 2014

mBank with a title of a Golden Bank for the fourth time



In the fifth edition of the Golden Banker plebiscite, mBank won four statuettes for the best personal account, an account for businesses and activities in social media. With the highest number of votes obtained in seven categories of the contest, mBank also received the first prize of the competition - the statuette of the Golden Bank. The aim of the plebiscite, organized by financial portal Bankier.pl and payU, is to select the best financial products on the Polish market. The verdict was derived from the votes of Internet users, who chose the winners through the dedicated website. This year over 40,000 people participated in the voting, almost twice as much as a year earlier.

mBank again won abroad with the prize in Bank Innovation Awards contest



mBank was recognized among the most innovative companies in the financial sector in the Bank Innovation Awards 2014 contest in the USA. Winners have to stand out with a business approach that goes beyond the obvious and tested methods, either in products, processes or methods of operation.

The goal of the contest is to highlight those ventures that made a difference, not just those that got press coverage, during calendar year 2013. The Bank Innovation Awards competition was organized for the second time in Seattle (USA) by one of the leading U.S. financial services portal - Bank Innovation - specializing in innovation in banking. In the second edition of the contest, along with mBank, Citi Latin America and U.S. Bank were awarded. Operating in Poland, Czech Republic and Slovakia mBank was recognized for its new transactional system, consisting of over 200 different features and enhancements.





Forthcoming corporate access events

No conferences or roadshows scheduled for April

Forthcoming reporting events

- April 28th, 2014: mBank Group Financial Report for Q1 2014
- July 30th, 2014: mBank Group Financial Report for H1 2014

mBank's shares:

ISIN	PLBRE0000012
Bloomberg	MBK PW
Number of shares issued	42 175 558
Listed on the WSE since	06.10.1992
Relevant WSE indices	WIG, WIG-30, WIG-20, WIG-Banks

mBank Analyzer Annual Report online

Newsletter archive – click here



For any further information, please contact the IR team.

E-mail address: investor.relations@mbank.pl

mBank S.A. Investor Relations and Group Strategic Investments ul. Senatorska 18 00-950 Warszawa



mBank S.A., ul. Senatorska 18, 00-950 Warszawa, entered in the commercial register of the National Court Register kept by the District Court for the Capital City of Warsaw, Commercial Division, under KRS 0000025237, Tax Identification Number (NIP): 526-021-50-88, with its fully paid-up share capital amounting to PLN 168,555,904 as at 1 January 2013.