

# Results of BRE Bank Group Q3 2012

Solid performance, business strength continues

Management Board of BRE Bank SA

Presentation for Investors and Analysts  
October 30, 2012



**BRE BANK SA**

Our people make the difference.

# Agenda

## » Summary of Q3/12

Analysis of Q3/12 Results

Macroeconomic Update & Outlook

Appendix

Additional Information: Selected Financial Data

Detailed Results of Business Lines

Summary of 2012-2016 Strategy

# Highlights of Q3/12 at BRE Bank Group

1

## Record high core income levels maintained

- NII and NFC at PLN 777 M, down 0.9% QoQ and up 0.9% YoY
- Total income at PLN 918 M

2

## Solid efficiency, on track to keep annual costs flat

- C/I at 44.5% in Q3/12 vs. 43.5% in H1/12 and 47.3% in Q3/11
- Total costs up 0.2% YoY, but down 1.4% YtD; total income down 0.6% YoY

3

## Strong business expansion continued

- 50 thousand new retail clients and 229 new corporate clients added in Q3/12
- Sound loan and deposit growth

4

## Prudent risk management

- Cost of risk at 79 bps in Q3/12 vs. 65 bps in Q2/12; YtD 70 bps
- NPL ratios remain well below market levels

5

## Stronger capital base and funding profile

- CAR and Core Tier 1 at 15.4% and 10.9% respectively
- Full compliance with Basel III capital and liquidity indicators
- Improving loans/deposits ratio and proven access to international debt markets

# Summary of Results, Q3/12

## Key Financials

<i>in PLN M</i>	Q3/12	Q2/12	Change Q3/Q2		Q3/11
Core income <sup>1)</sup>	777.1	784.0	-0.9%	↓	769.9
Total income <sup>2)</sup>	917.7	921.2	-0.4%	↓	923.5
Total costs	(428.4)	(406.8)	+5.3%	↑	(427.5)
Loan Loss Provisions	(134.9)	(109.0)	+23.8%	↑	(111.2)
Profit before tax	354.4	405.4	-12.6%	↓	384.9
Net profit <sup>3)</sup>	280.1	319.5	-12.3%	↓	307.3
ROE before tax	19.1%	20.2%	-1.1p.p.	↓	21.1%
Core Tier 1	10.92%	10.10%	+82 bps	↑	10.15%
CAR	15.44%	14.84%	+60 bps	↑	15.76%

Note: 2011 results adjusted to reflect new presentation of SWAP points and operating leasing

<sup>1)</sup> Sum of Net interest income and Net fee & commission income; <sup>2)</sup> Including Net other operating income; <sup>3)</sup> Net profit attributable to owners of BRE Bank;

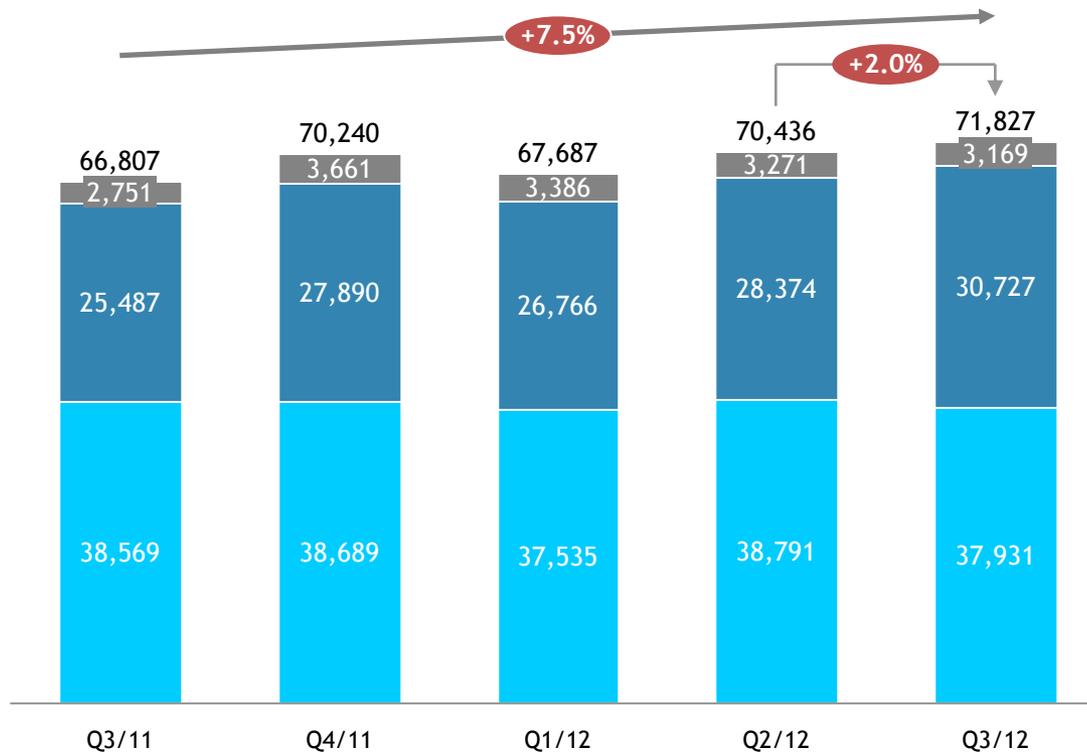


# Summary of Q3/12 in BRE Bank Group

## Development of Loans to Clients

### ➔ Sound lending growth maintained

Development of Gross Loans  
(PLN M)



■ Individual clients ■ Corporate clients ■ Other (incl. Public sector)

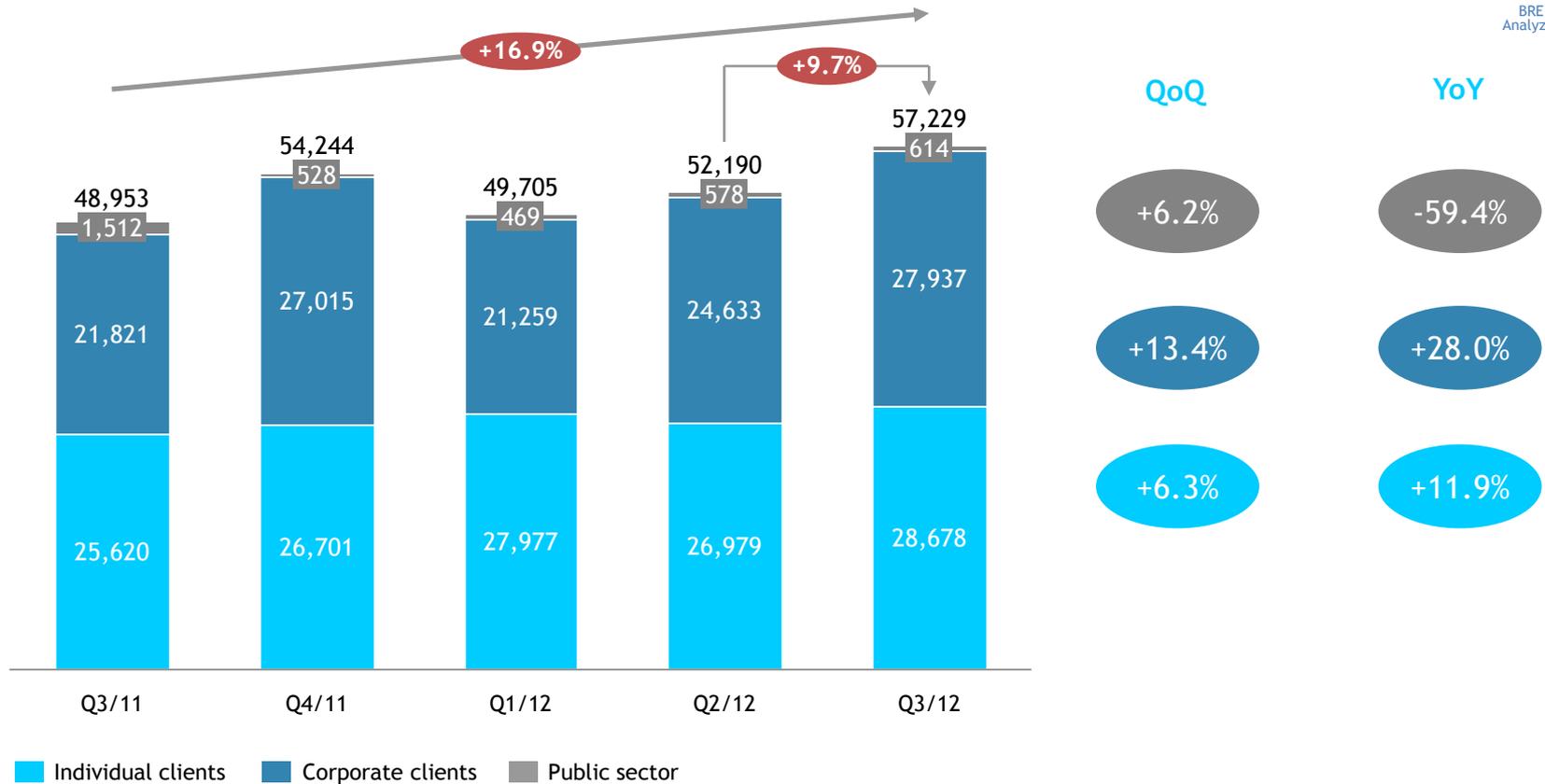
○ +X.X% Excluding FX effect

# Summary of Q3/12 in BRE Bank Group

## Development of Deposits

➔ Strong client inflows in both retail and corporate segments

Development of Deposits  
(PLN M)

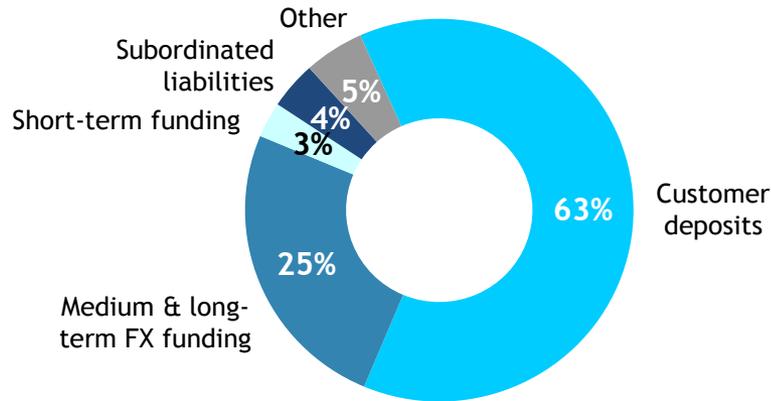


# BRE Bank funding structure details

## Key funding data

### ➔ Well improved loans/deposits ratio and further funding diversification

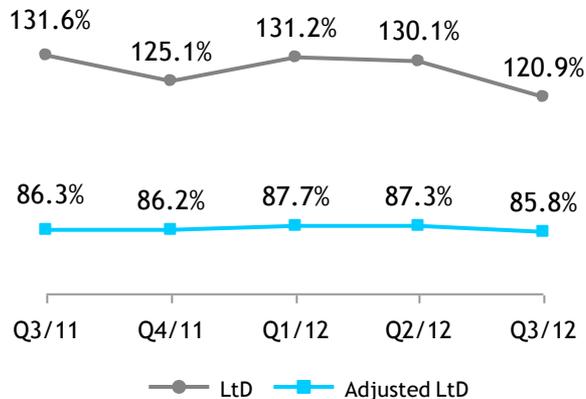
BRE Bank Group's structure of funding, as of September 30, 2012



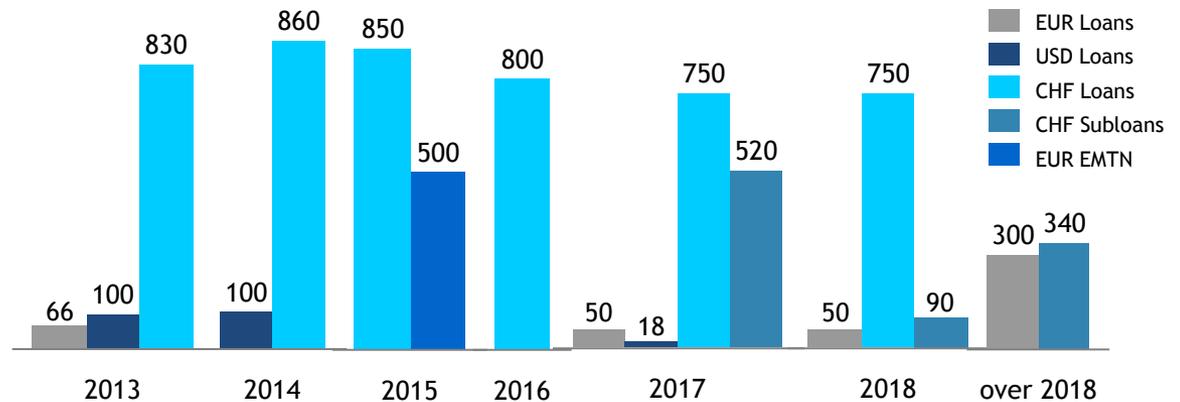
BRE Bank Group's funding strategy

- Actual funding needs reduced by CHF loan book repayments (c. CHF 350 M per annum)
- Commerzbank mid-term funding plan
- EUR 2 B EMTN programme in place:
  - First EUR 500 M tranche issued in October
- Strengthening of deposit base in Poland and Slovakia
- Limited usage of SWAP instruments

Loan to Deposit ratio (%)



Maturity of long-term funding instruments in original currencies, as of September 30, 2012, (LC in million)

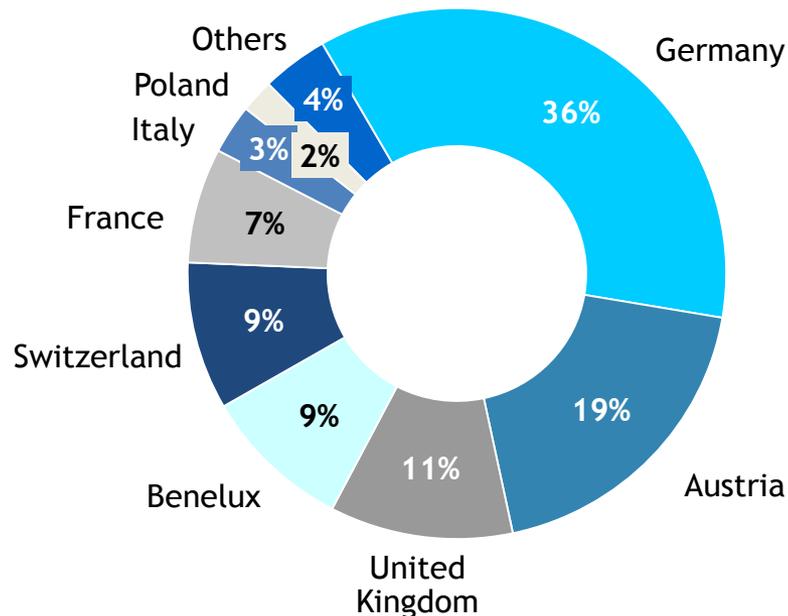


# Euro Medium Term Note (EMTN) Programme

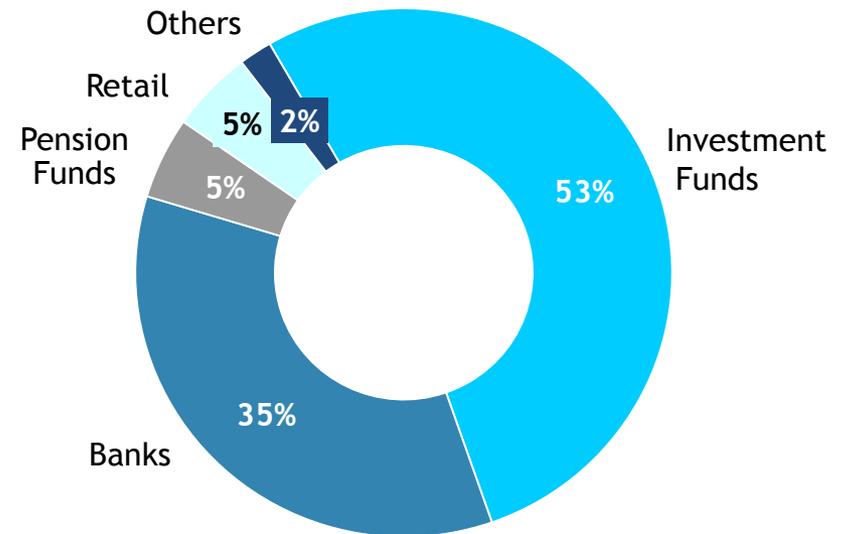
## BRE Bank 3Y Inaugural Euro 500 M, Senior Unsecured

### ➔ Issuance provides an additional source of long-term funding

Allocation by geography



Allocation by investor type



- Order book at c. EUR 600 M closed after only two hours with a final spread at swap ms+225bps and nearly 100 investors participating
- 3-year tenor
- Fixed coupon at 2.75%
- Adds to funding base diversification



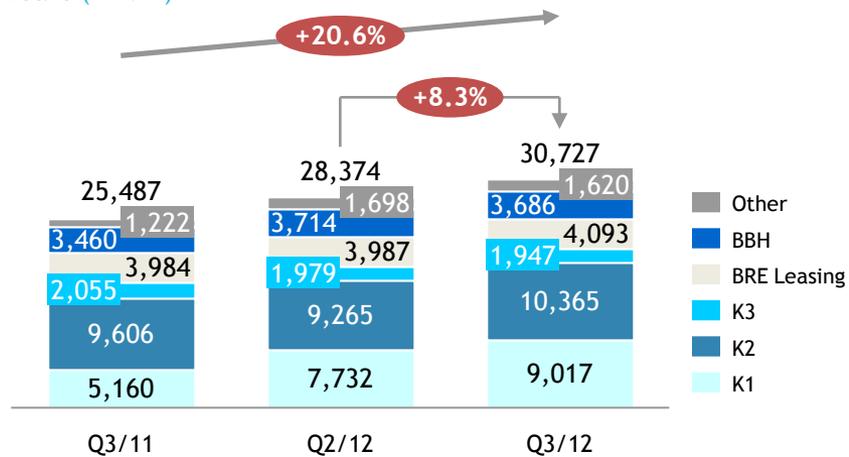
BRE Finance France SA  
€ 500,000,000  
Senior Unsecured  
2.75% due  
12 October 2015

# Summary of Q3/12 in BRE Bank Group

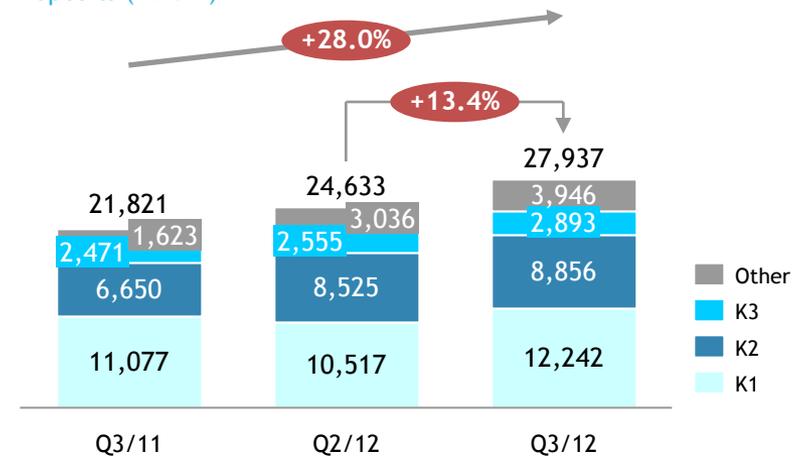
## Business Development: Corporates & Financial Markets

### ➔ High growth of both corporate loans and deposits

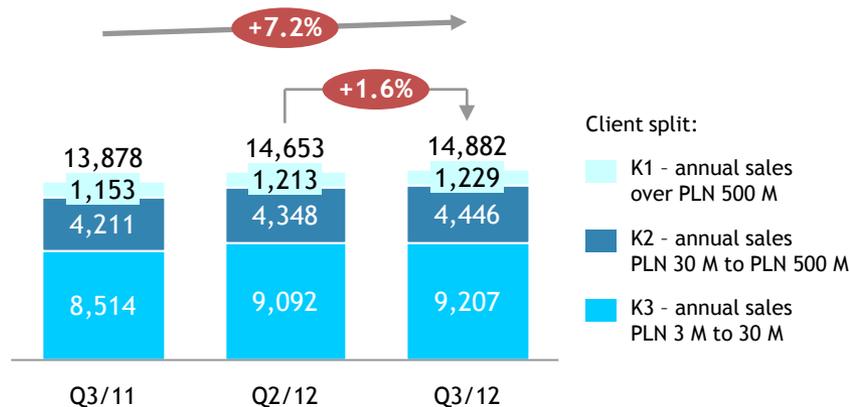
Loans (PLN M)



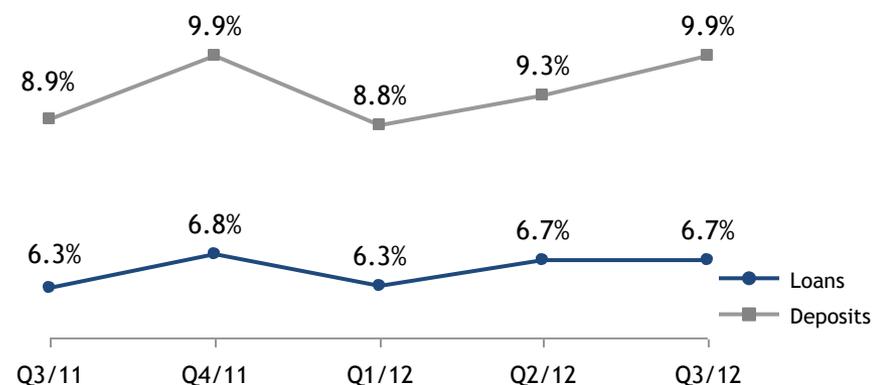
Deposits (PLN M)



Clients



Market shares (%)

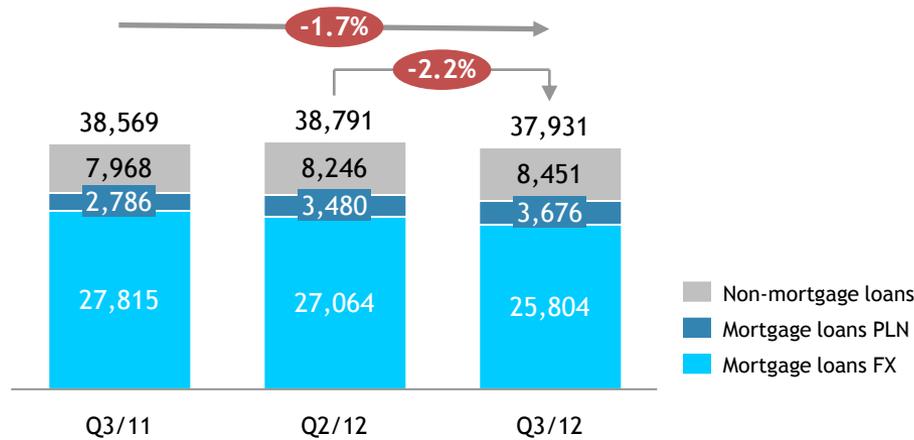


# Summary of Q3/12 in BRE Bank Group

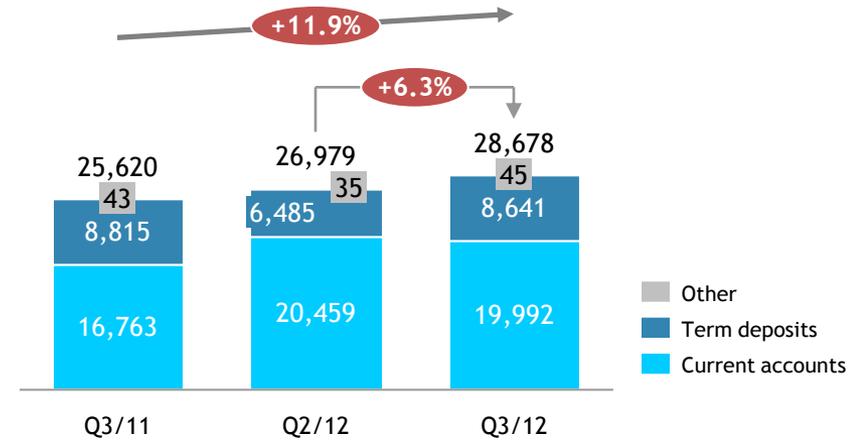
## Business Development: Retail Banking

### ➔ Trust of 4 million retail clients

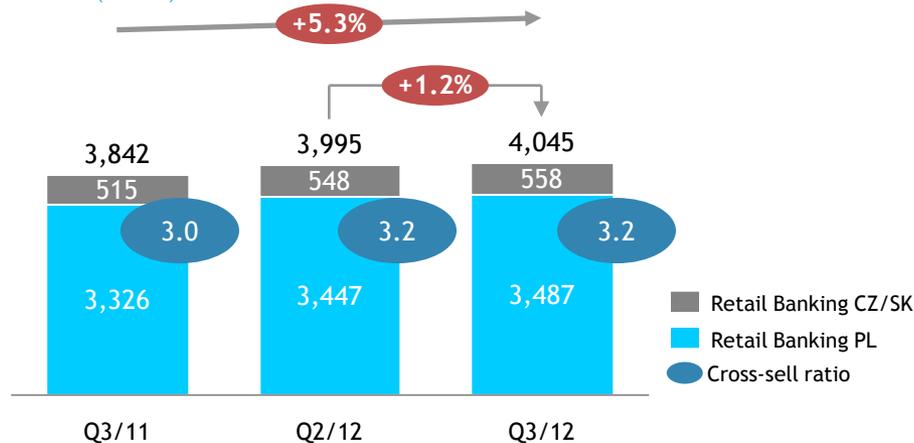
Loans (PLN M)



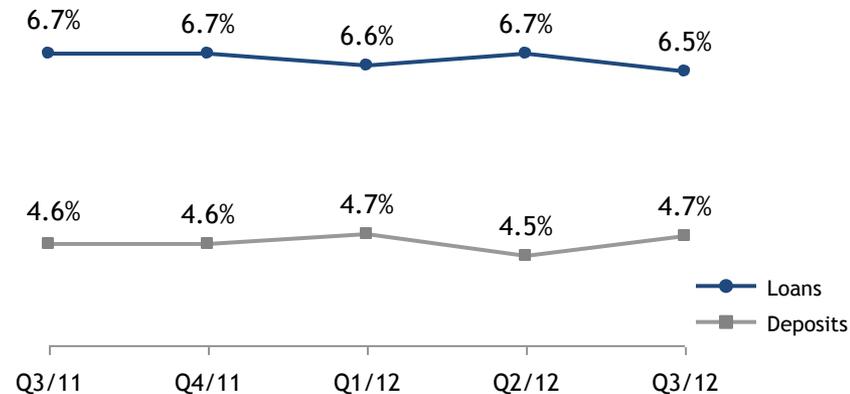
Deposits (PLN M)



Clients (thou.)



Market shares (%)



# Award winning offering enhanced further

## Product innovations & Awards

- ➔ **Appreciated by customers and external experts for continuous innovations adding value to retail and corporate banking offering**

### Corporate banking

#### iBRE News Platform - a new source of information for businesses

- Aggregated business news feed and comments available instantly to corporate clients
- Categories prepared to meet the expectations of different user groups (e.g. Stock Exchange, Money, Economy, Business Guidebook, Overview of events)



iBRE FX recognized as the best in Poland in the "World's Best Internet Banks in Central & Eastern Europe 2012" contest by Global Finance

- iBRE FX is fully integrated with the online corporate banking system allowing instant FX transactions

### Retail banking

#### World MasterCard Miles & More in mBank and MultiBank

- Credit cards allowing clients to book miles and win awards in the prestigious Miles & More programme
- Incentives for regular customers after each year of active usage

#### mSaver - innovative and pioneer programme for regular saving

- Savings increase after specified transactions: paying with cards, transfers or ATM money withdrawals
- 100 thousand mSaver accounts opened by the end of September



**mSAVER**



MultiBank selected best traditional bank and mBank best with mobile banking offering in the "Friendly Bank of Newsweek" ranking

- mBank also with second position in category for best online bank

# Agenda

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» **Analysis of Q3/12 Results**

Macroeconomic Update & Outlook

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Additional Information: Selected Financial Data

Detailed Results of Business Lines

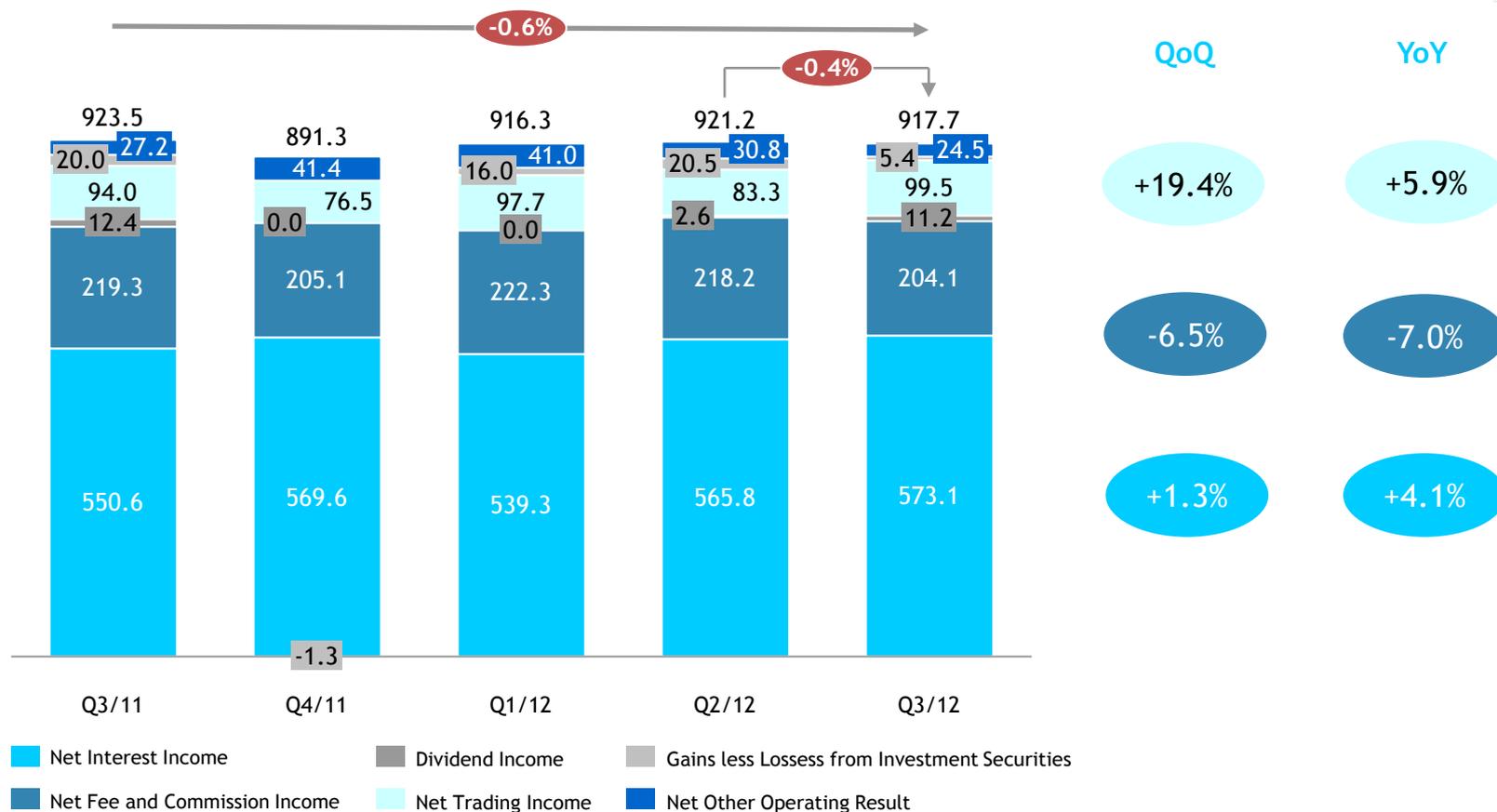
Summary of 2012-2016 Strategy

# Analysis of Q3/12 Results

## Income of BRE Bank Group

### ➔ Solid recurrent revenues with record high Net Interest Income

BRE Bank Group Income  
(PLN M)



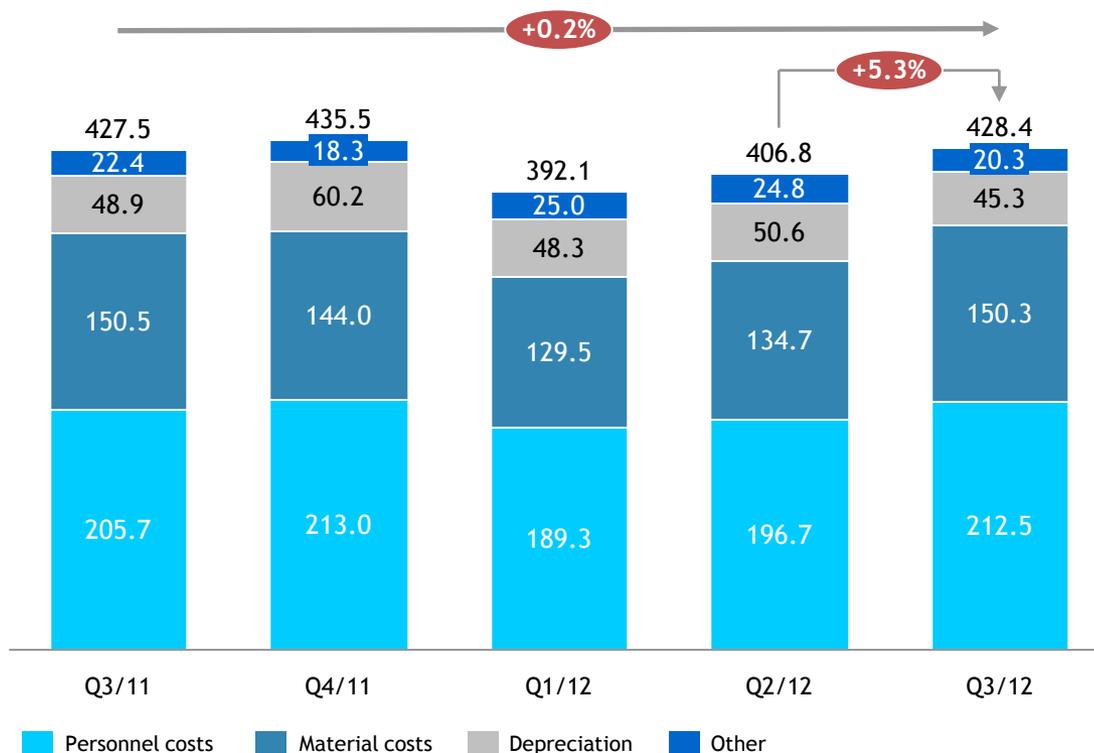
Note: Q3/11 income including PLN 32.3 M from the sale of factoring companies

# Analysis of Q3/12 Results

## Costs of BRE Bank Group

### ➔ Strong efficiency amid increased investments

Overhead Costs + Depreciation of BRE Bank Group  
(PLN M)



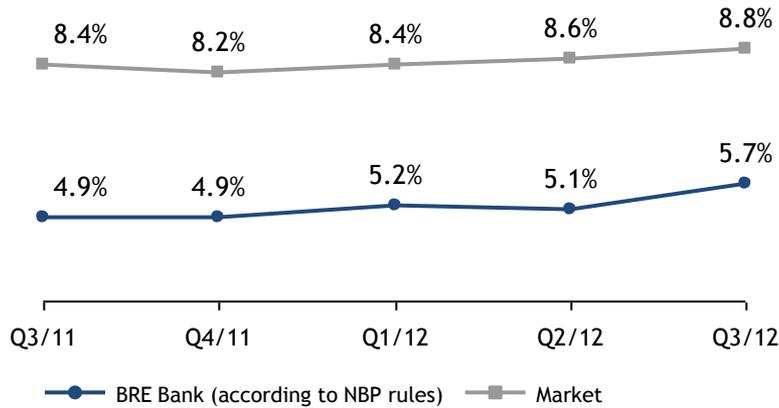
C/I ratio of BRE Bank Group (cumulative)

# Analysis of Q3/12 Results

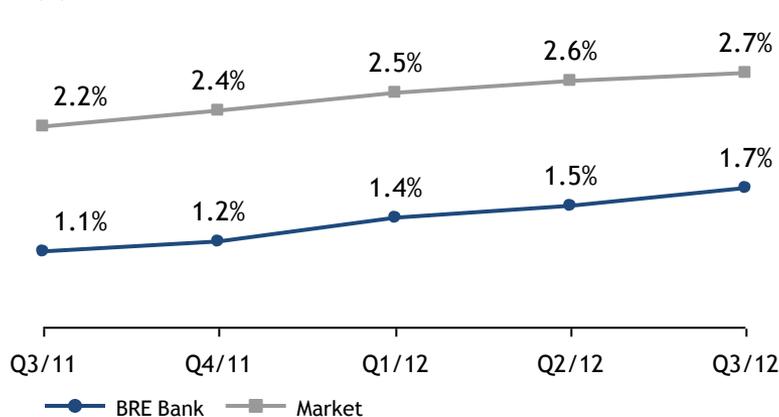
## Loan Portfolio Quality

### ➔ Risk indicators reflecting a gradual deceleration in the economy

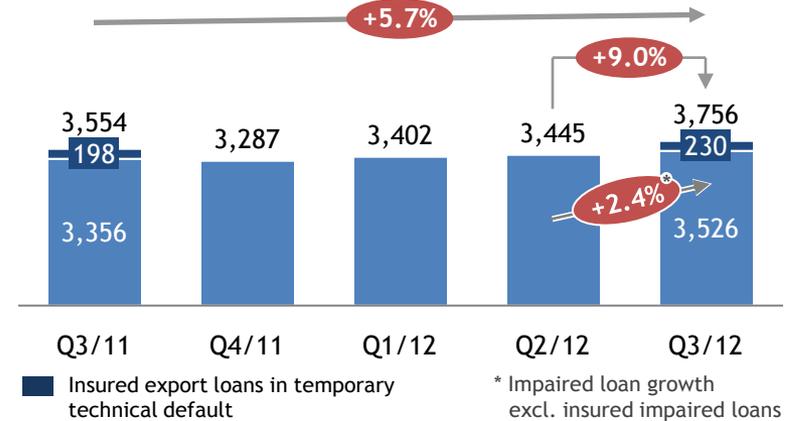
BRE Bank's NPL Ratio (%)



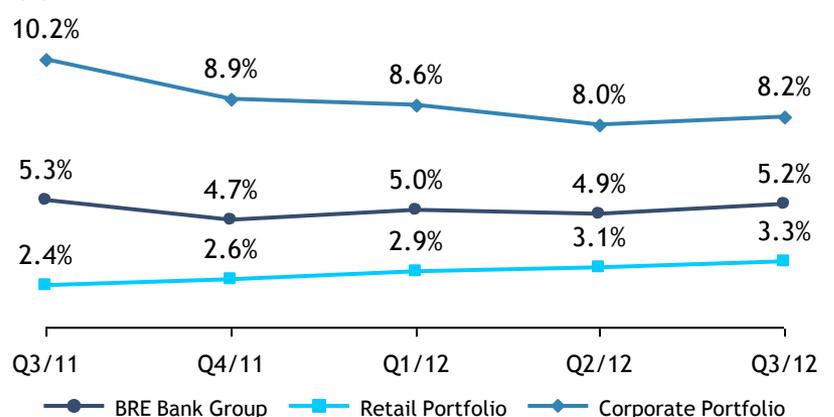
NPL Ratio of Mortgage Loan Portfolio (%)



Value of impaired loan portfolio of BRE Bank Group (PLN M)



BRE Bank Group's NPL Ratio by segment (%)

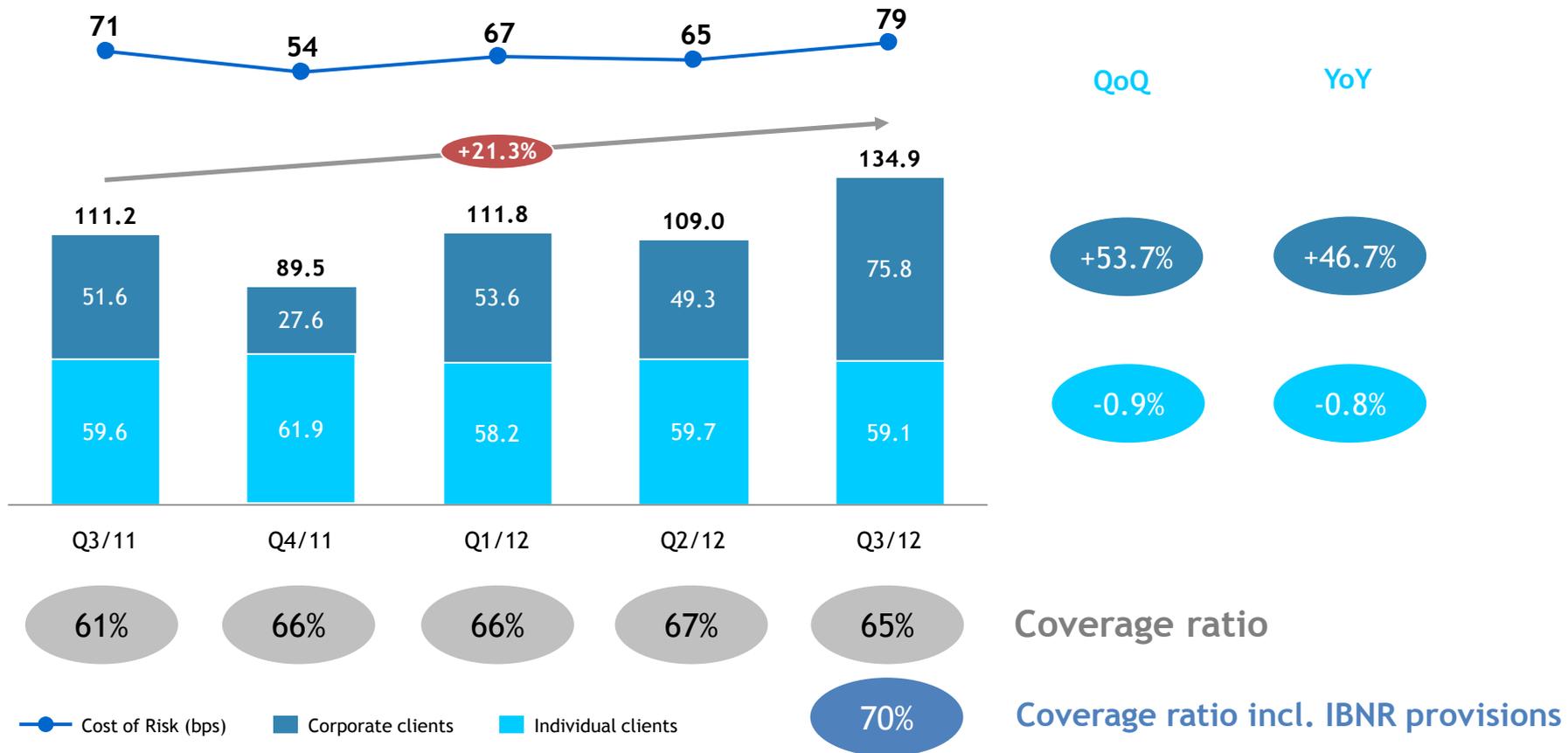


# Analysis of Q3/12 Results

## Loan Loss Provisions

➔ Prudent approach in risk management, conservative provisioning in the corporate segment

BRE Bank Group's loan loss provisions (PLN M)

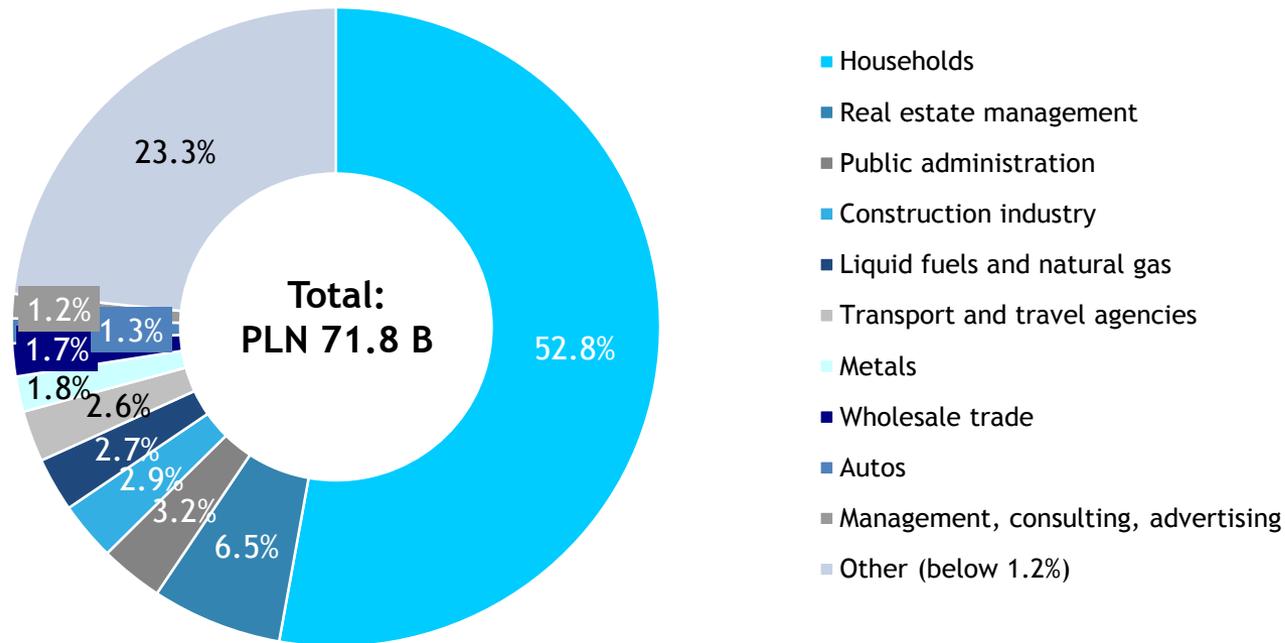


# Analysis of Q3/12 Results

## Loan Portfolio Structure

### ➔ Well diversified loan portfolio with granular structure

BRE Bank Group's Sector Exposure by Industry, as of September 30, 2012  
(%)



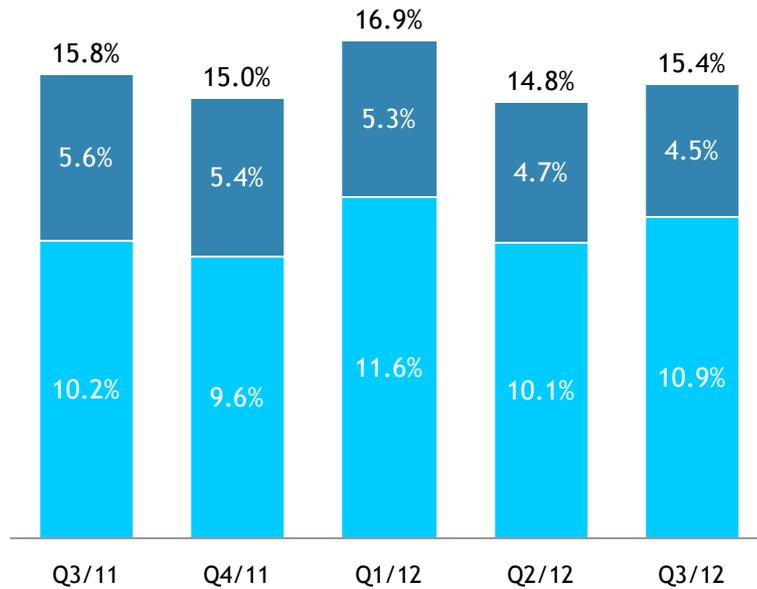
- Total exposure to the construction sector at PLN 2.1 B (-6.9% QoQ)
- Granular construction portfolio: 10 largest exposures constitute 35% of the portfolio
- Since March 2009, the construction industry is treated as 'sensitive' at BRE Bank implying highly restrictive lending policies

# Analysis of Q3/12 Results

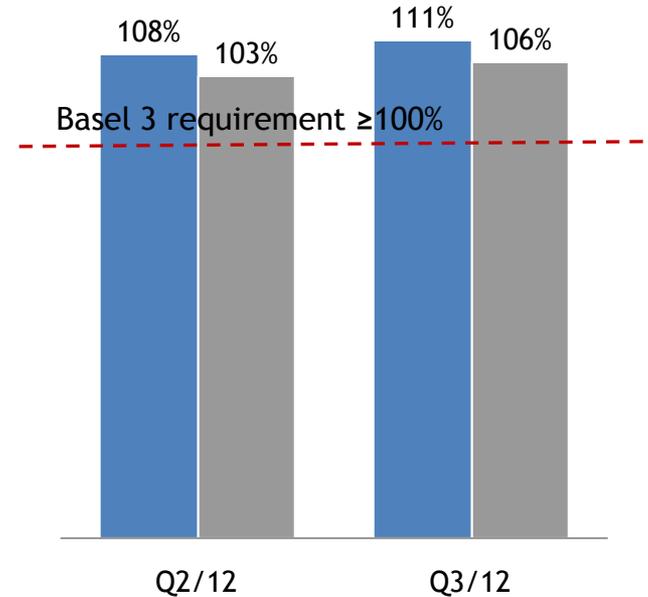
## Key Regulatory Ratios

➔ Higher level of CAR and Core Tier 1 reflecting prudent capital standards

BRE Bank Group's Capital Adequacy Ratio



BRE Bank's LCR and NSFR



RWA  
(PLN B)



Core Tier 1 Tier 2

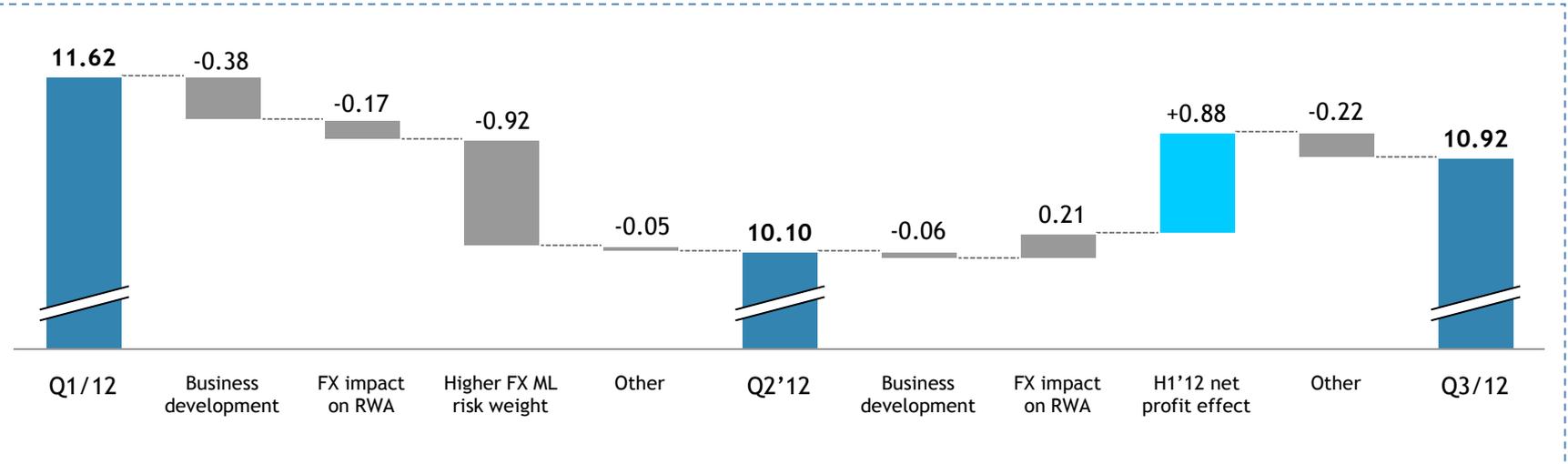
NSFR LCR

\* Including increased risk weights on FX retail loans

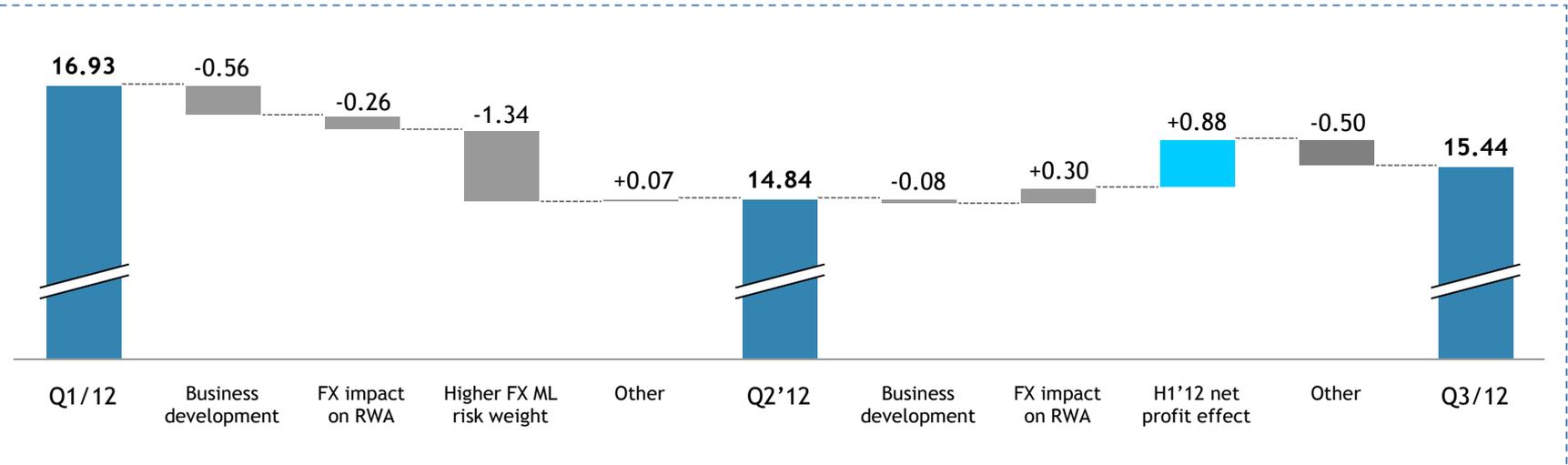
# Analysis of Q3/12 Results

## Detailed Development of Core Tier 1 ratio and CAR

BRE Bank Group's Core Tier 1 Ratio (%)



BRE Bank Group's Capital Adequacy Ratio (%)



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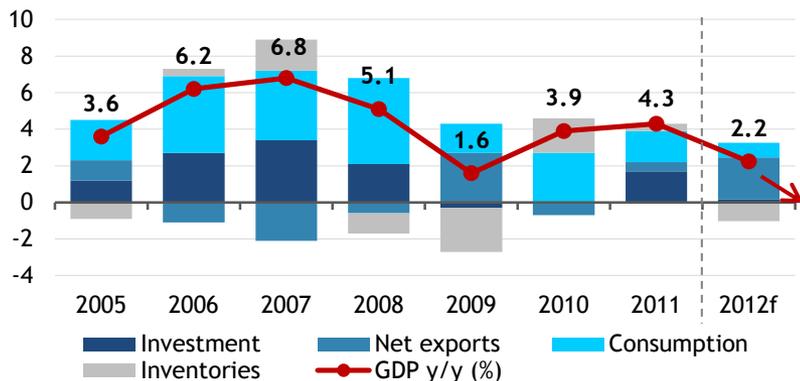
Detailed Results of Business Lines

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# Macroeconomic Update (1/2)

## ➔ Deeper slowdown or even recession risk

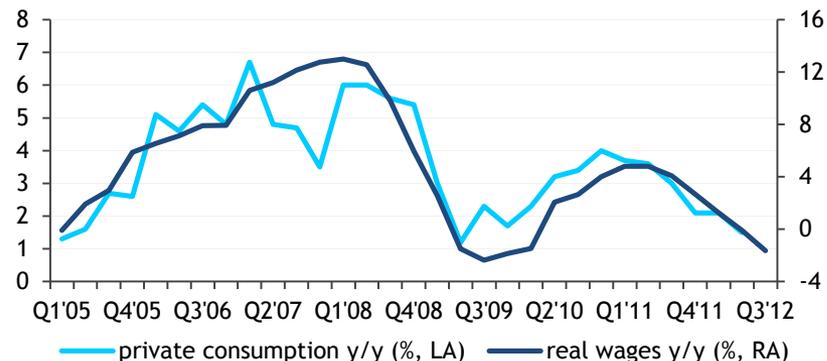
Contribution to GDP growth (% YoY), forecasts



- Drop of GDP growth in Q2'12 to 2.4% YoY. Decreasing internal demand. Lower investment growth rate.

Source: StatOffice

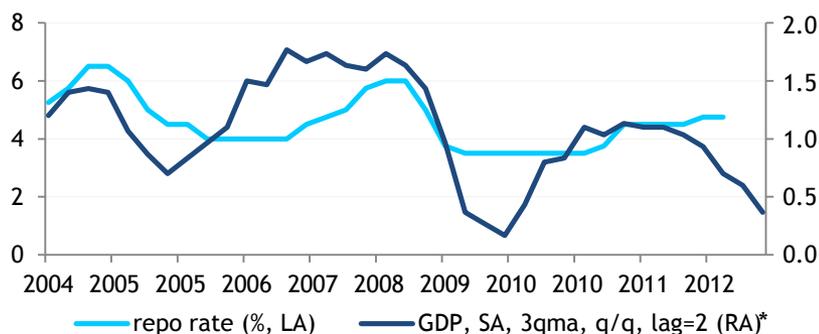
Consumption and real wages (% YoY)



- Necessity to rebuild savings, stagnation of real wages and worsening situation on the labour market negatively affect private consumption.

Source: NBP, StatOffice

Seasonally adjusted GDP rate (q/q), NBP reference rate (%)

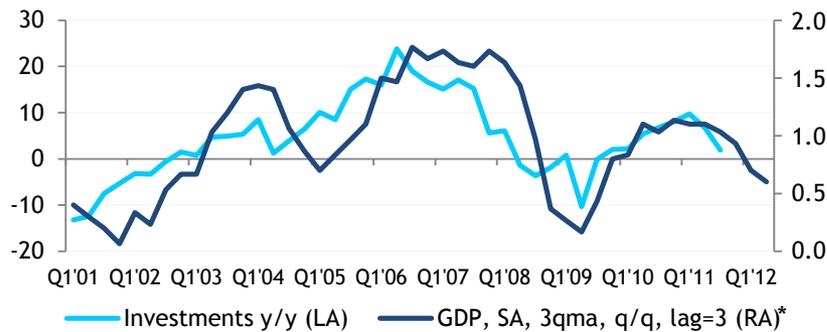


- MPC delays rate cuts to improve its reputation. Economic slowdown and inflation drop should result in monetary easing cycle similar in scale to previous ones.

\* 3-quarter moving average with 2-quarter lag

Source: NBP, StatOffice

GDP momentum, investments (%YoY)



- Lower growth rate of infrastructural projects, higher uncertainty and worse perspectives for demand result in private investment limitations.

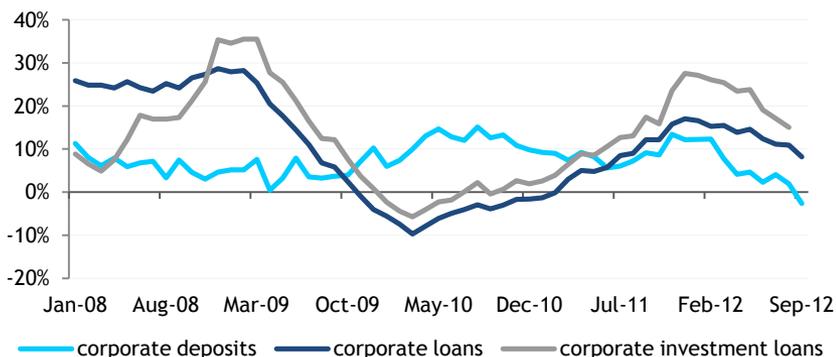
\* 3-quarter moving average with 3-quarter lag

Source: StatOffice

# Macroeconomic Update (2/2)

## ➔ Monetary aggregates reflecting slowdown in the real economy

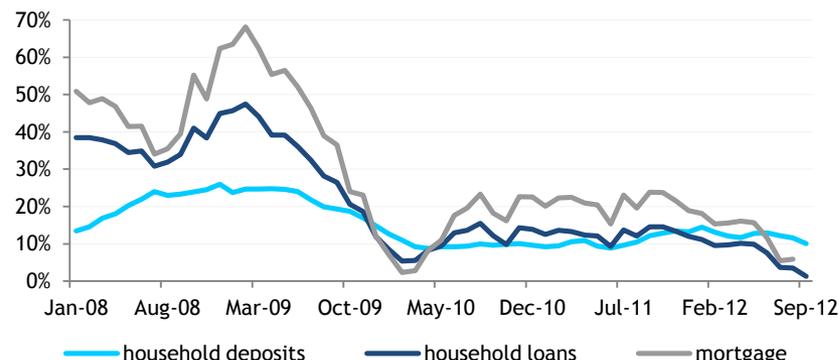
### Corporate loans and deposits (% YoY)



- Weakening annual growth of investment loans (path similar to 2009). Expected negative quarterly loans rates in 2013. Negative corporate deposits dynamics.

Source: NBP

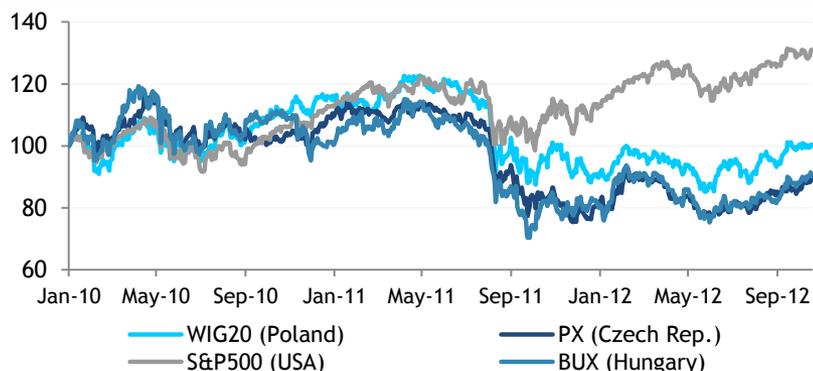
### Household loans and deposits (% YoY)



- Decelerating household credit growth. Necessity to rebuild savings supports longer term deposit growth. In 2012 we expect continuation of recent downtrends.

Source: NBP

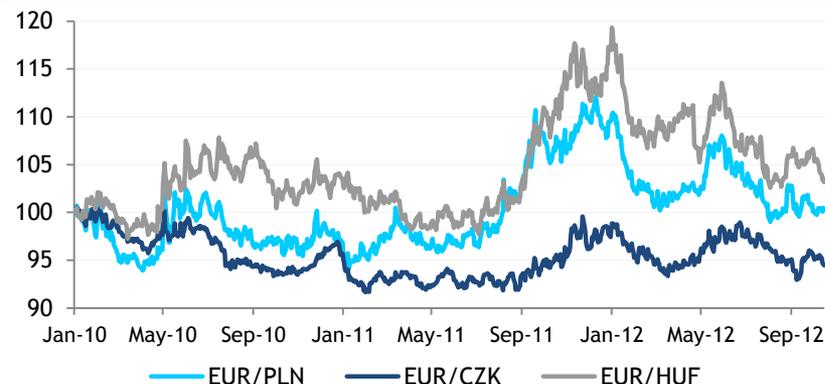
### Stock indices, index 01.01.2010=100



- ECB determination to save the Eurozone and another rounds of QE support global stocks. Economic slowdown in EM result in slower growth of EM stock indices.

Source: Bloomberg

### CEE currencies vs. EUR, index 01.01.2010=100



- Volatility of EM currencies reduced by ECB actions. Zloty supported by better balance of payments.

Source: Bloomberg

# 2012 Outlook - BRE Bank Group beyond Q3/12

- 1** Implementation of the newly adopted strategy to ensure outperformance in an evolving client and regulatory environment
- 2** Business resilience despite uncertain market environment
- 3** Strong capital and ample liquidity underpinning the balance sheet

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# Appendix

## **Additional Information: Selected Financial Data**

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# Appendix

## Additional Information: Selected Financial Data Consolidated Profit and Loss Account under IFRS

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2012-2016 Strategy

PLN thou. By quarter	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12
Net interest income	550,622	569,644	539,304	565,764	573,085
Net fee and commission income	219,297	205,079	222,268	218,213	204,052
Dividend income	12,424	28	20	2,642	11,191
Net trading income	93,978	76,502	97,681	83,304	99,478
<i>incl. FX result</i>	83,492	85,880	78,880	73,822	90,376
Gains less losses from investment securities	20,040	(1,250)	16,026	20,468	5,390
Net other operating income	27,176	41,309	40,960	30,844	24,515
Total operating costs	(427,480)	(435,518)	(392,107)	(406,829)	(428,429)
<i>Overhead costs</i>	(378,621)	(375,327)	(343,766)	(356,231)	(383,126)
<i>Depreciation/Amortisation</i>	(48,859)	(60,191)	(48,341)	(50,598)	(45,303)
Loan loss provisions	(111,191)	(89,549)	(111,811)	(108,967)	(134,870)
Profit before tax	384,866	366,245	412,341	405,439	354,412
Net profit attributable to owners of BRE Bank	307,260	284,833	331,072	319,517	280,064

Note: 2011 results adjusted to reflect new presentation of SWAP points and operating leasing

# Appendix

## Additional Information: Selected Financial Data Consolidated Statement of Financial Position

<b>Summary</b>
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Assets (PLN thousand)	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12
Cash and balances with Central Bank	4 183 794	1 038 356	1 680 525	928 732	1 476 061
Loans and advances to banks	3 549 117	4 008 874	3 367 006	2 499 765	4 397 325
Trading securities	1 448 992	991 559	1 234 846	866 528	811 918
Derivative financial instruments	1 516 530	1 506 595	1 349 410	1 302 062	1 942 500
Loans and advances to customers	64 449 955	67 851 516	65 232 807	67 889 397	69 196 618
Investment securities	13 944 480	16 697 212	14 160 314	15 194 988	13 970 331
Pledged assets	2 894 717	4 339 523	3 091 424	3 761 232	5 191 118
Intangible assets	407 786	436 769	418 265	409 753	407 959
Tangible fixed assets	757 541	832 455	805 300	796 474	788 153
Other assets	1 290 738	1 172 788	1 262 274	1 395 844	1 623 544
<b>Total assets</b>	<b>94 443 650</b>	<b>98 875 647</b>	<b>92 602 171</b>	<b>95 044 775</b>	<b>99 805 527</b>
Liabilities (PLN thousand)	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12
Amounts due to other banks	29 141 971	27 390 809	24 955 986	23 900 747	22 701 039
Derivative financial instruments	1 789 724	1 862 747	1 502 622	1 920 410	2 504 368
Amounts due to customers	48 952 576	54 244 388	49 704 976	52 189 951	57 228 772
Debt securities in issue	1 523 382	1 735 988	2 854 737	3 162 332	3 038 175
Subordinated liabilities	3 440 301	3 456 200	3 286 236	3 375 356	3 235 502
Other liabilities	1 800 760	2 112 850	1 810 238	1 671 664	1 911 852
<b>Total liabilities</b>	<b>86 648 714</b>	<b>90 802 982</b>	<b>84 114 795</b>	<b>86 220 460</b>	<b>90 619 708</b>
<b>Total equity</b>	<b>7 794 936</b>	<b>8 072 665</b>	<b>8 487 376</b>	<b>8 824 315</b>	<b>9 185 819</b>
<b>Total equity and liabilities</b>	<b>94 443 650</b>	<b>98 875 647</b>	<b>92 602 171</b>	<b>95 044 775</b>	<b>99 805 527</b>

# Appendix

## Additional Information: Selected Financial Data BRE Bank Group's Ratios

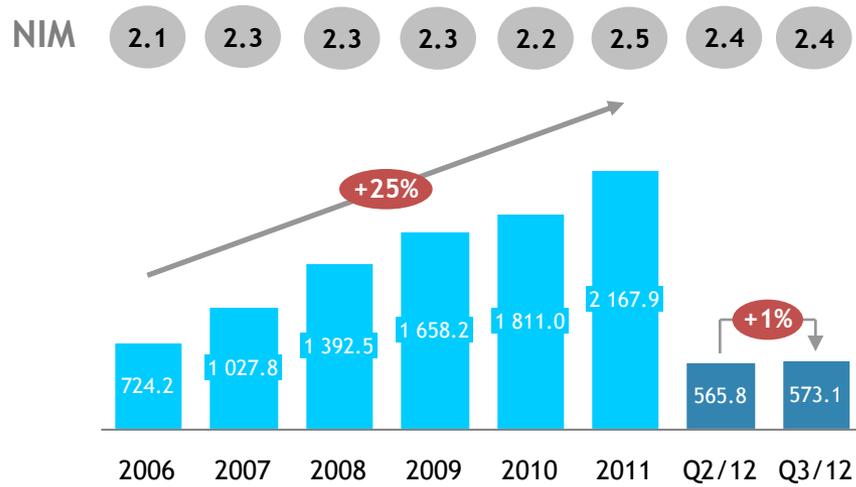
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Financial Ratios	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12
Net Interest Margin YtD	2.5%	2.5%	2.4%	2.4%	2.4%
Cost to Income Ratio ( <i>quarterly</i> )	46.3%	48.9%	42.8%	44.2%	46.7%
Cost to Income Ratio YtD	47.3%	47.7%	42.8%	43.5%	44.5%
Cost of Risk ( <i>quarterly</i> )	0.71%	0.54%	0.67%	0.65%	0.79%
Cost of Risk YtD	0.63%	0.60%	0.67%	0.66%	0.70%
ROE net YtD	16.44%	16.42%	16.34%	16.05%	15.18%
ROA net YtD	1.28%	1.26%	1.41%	1.38%	1.30%
Loans to Deposits	131.6%	125.1%	131.2%	130.1%	120.9%
Adjusted Loans to Deposits	86.3%	86.2%	87.7%	87.3%	85.8%
Capital Adequacy Ratio	15.76%	14.96%	16.93%	14.84%	15.44%
Core Tier 1 ratio	10.15%	9.59%	11.62%	10.10%	10.92%
Equity / Assets	8.25%	8.16%	9.17%	9.28%	9.21%
RWA / Assets	66.8%	66.8%	69.8%	78.4%	73.7%
NPL ratio	5.3%	4.7%	5.0%	4.9%	5.2%
NPL coverage ratio	61%	66%	66%	67%	65%
NPL coverage ratio incl. general provisions	66%	73%	72%	74%	70%

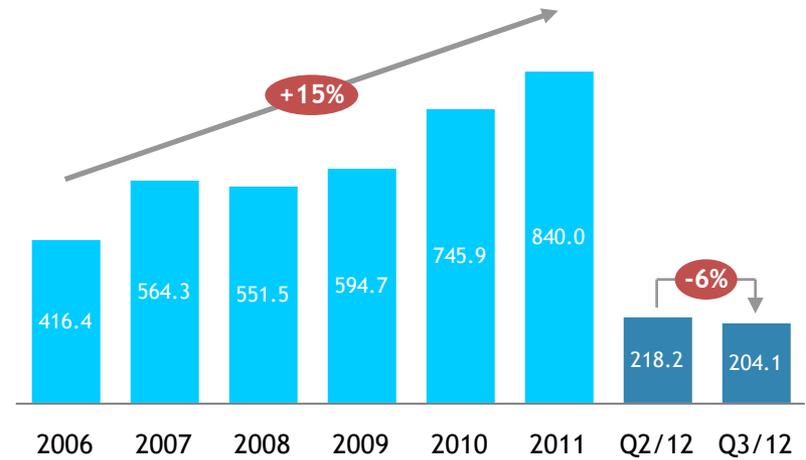
# Appendix

## BRE Bank Group's historical performance (1/3)

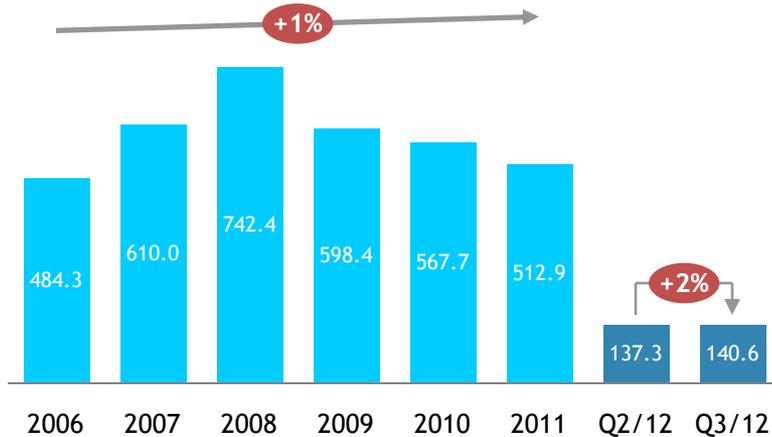
Net interest income (PLN M)



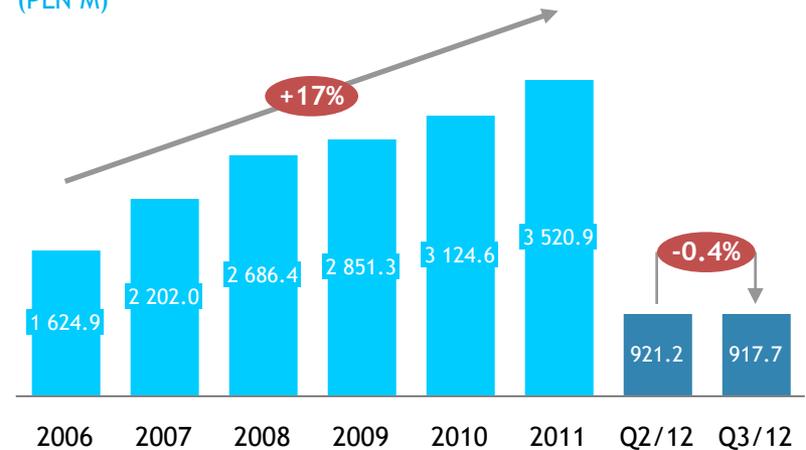
Net fee and commission income (PLN M)



Trading and other income (PLN M)



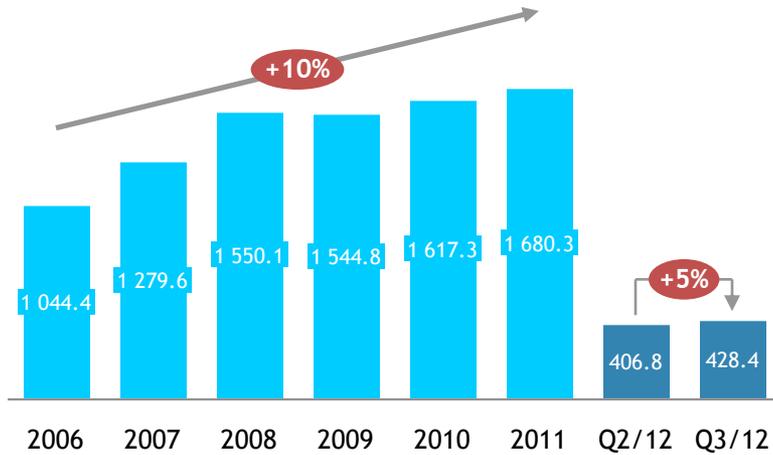
Total income (PLN M)



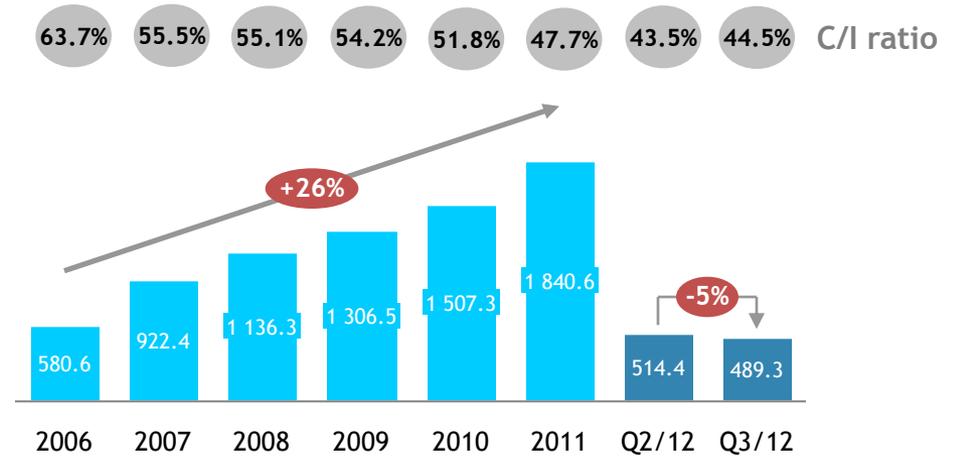
# Appendix

## BRE Bank Group's historical performance (2/3)

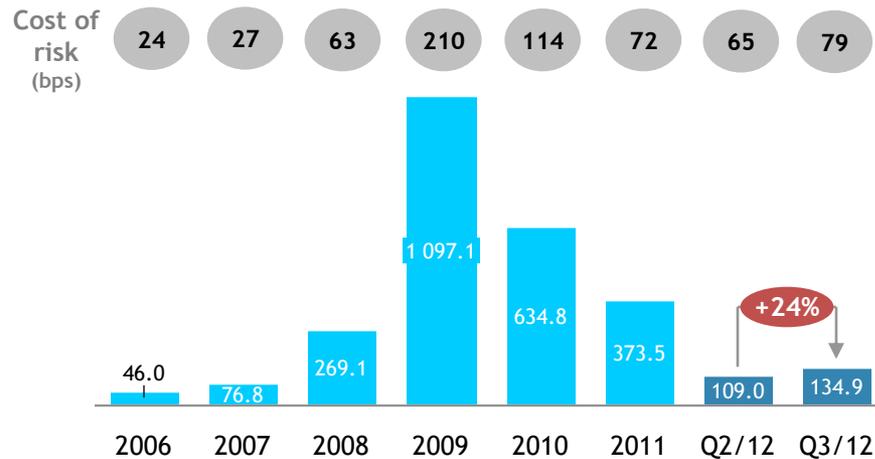
Operating costs  
(PLN M)



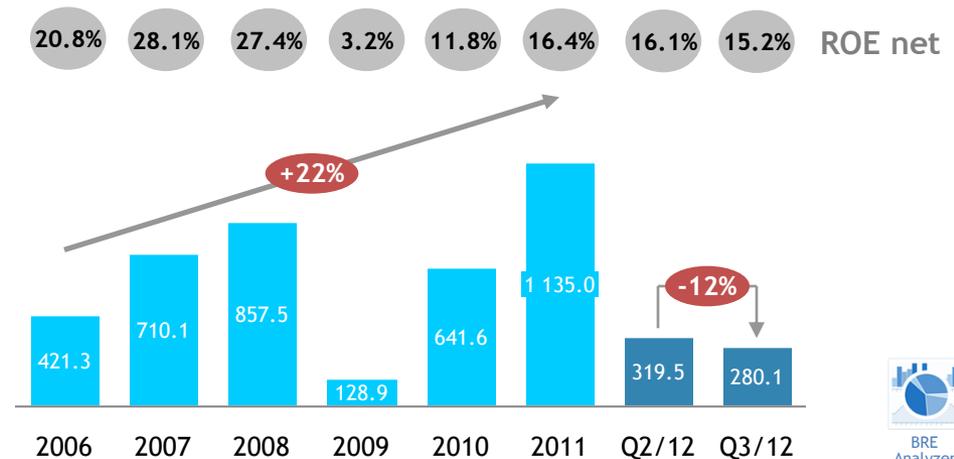
Pre-provision income  
(PLN M)



Loan Loss Provisions  
(PLN M)



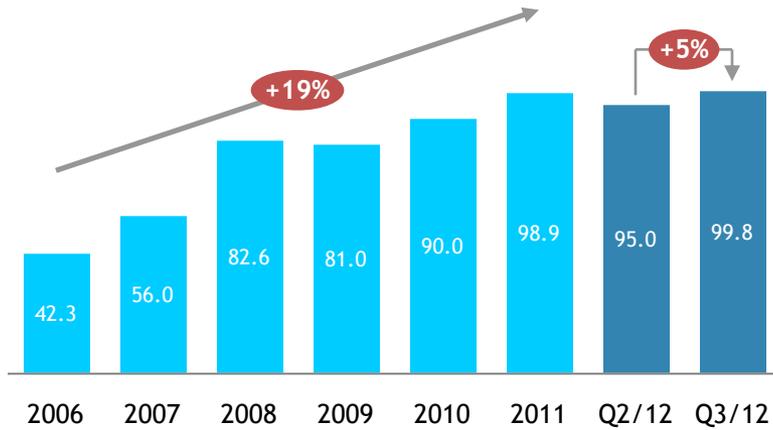
Net profit  
(PLN M)



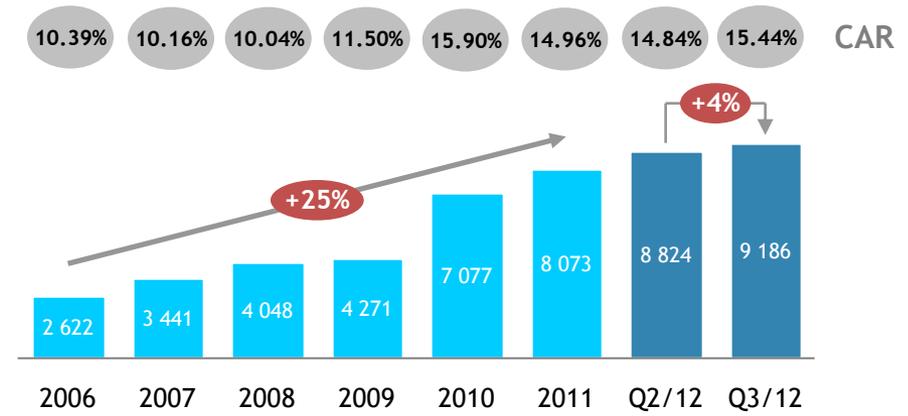
# Appendix

## BRE Bank Group's historical performance (3/3)

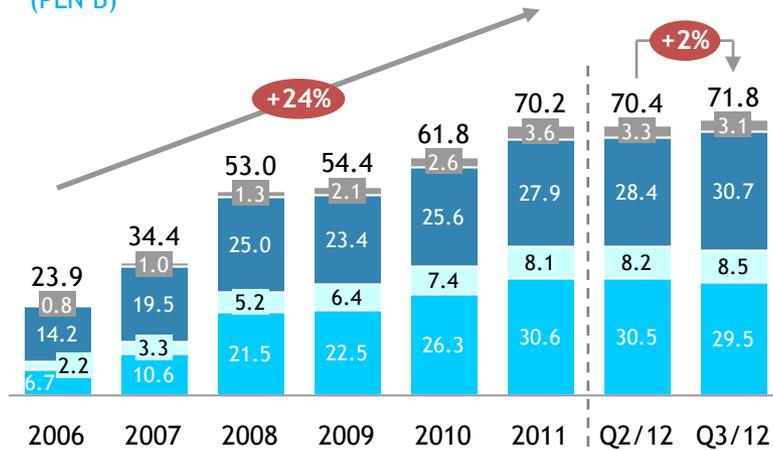
Total assets (PLN B)



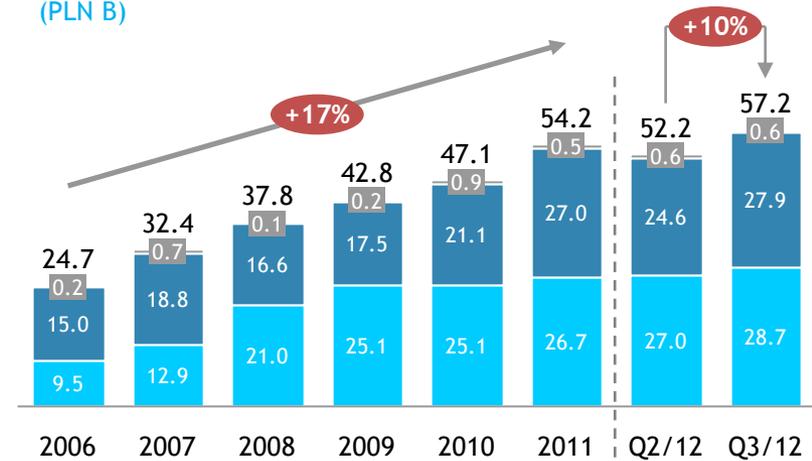
Equity and CAR (PLN M)



Total gross loans (PLN B)



Total deposits (PLN B)



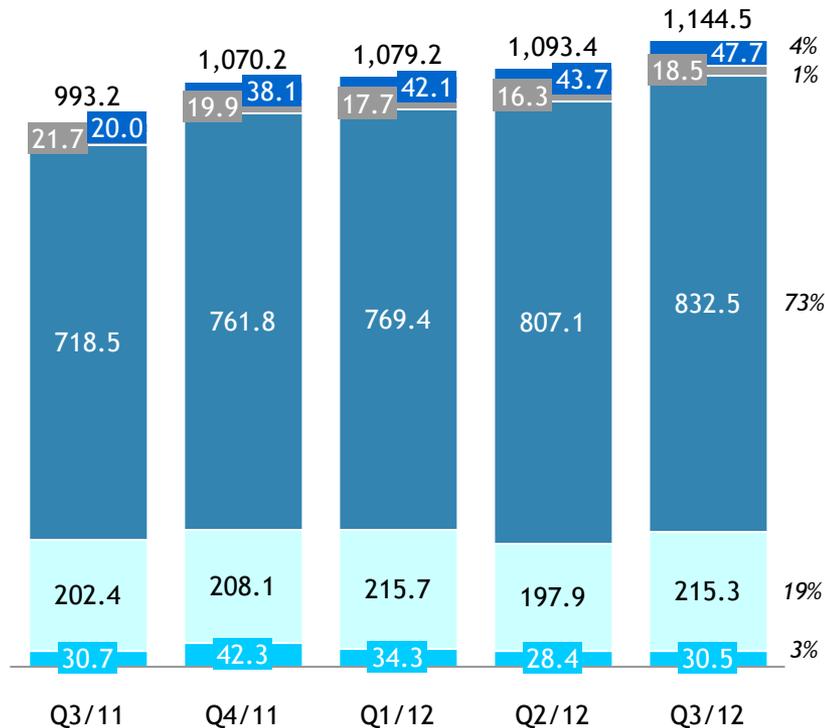
■ Mortgage loans  
■ Corporate loans  
■ Non-mortgage loans  
■ Public sector and other

■ Individual clients  
■ Corporate clients  
■ Public sector

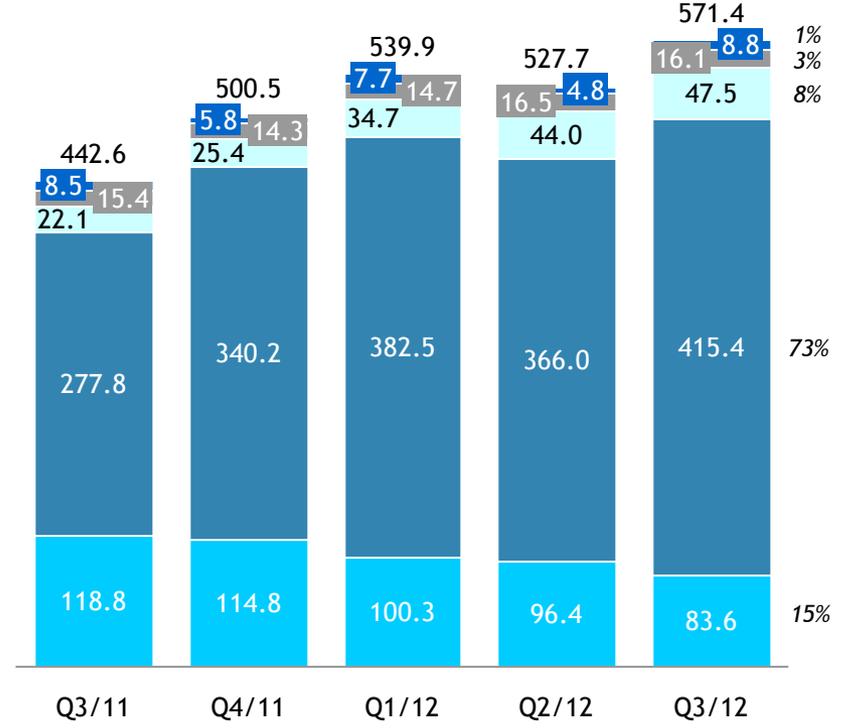
# Appendix

## Additional Information: Selected Financial Data Net Interest Income & Margin

Interest Income Structure  
(PLN M)



Interest Expense Structure  
(PLN M)



NIM<sup>1)</sup>



- Cash and short-term deposits
- Investment securities
- Loans and advances
- Debt securities held for trading
- Other

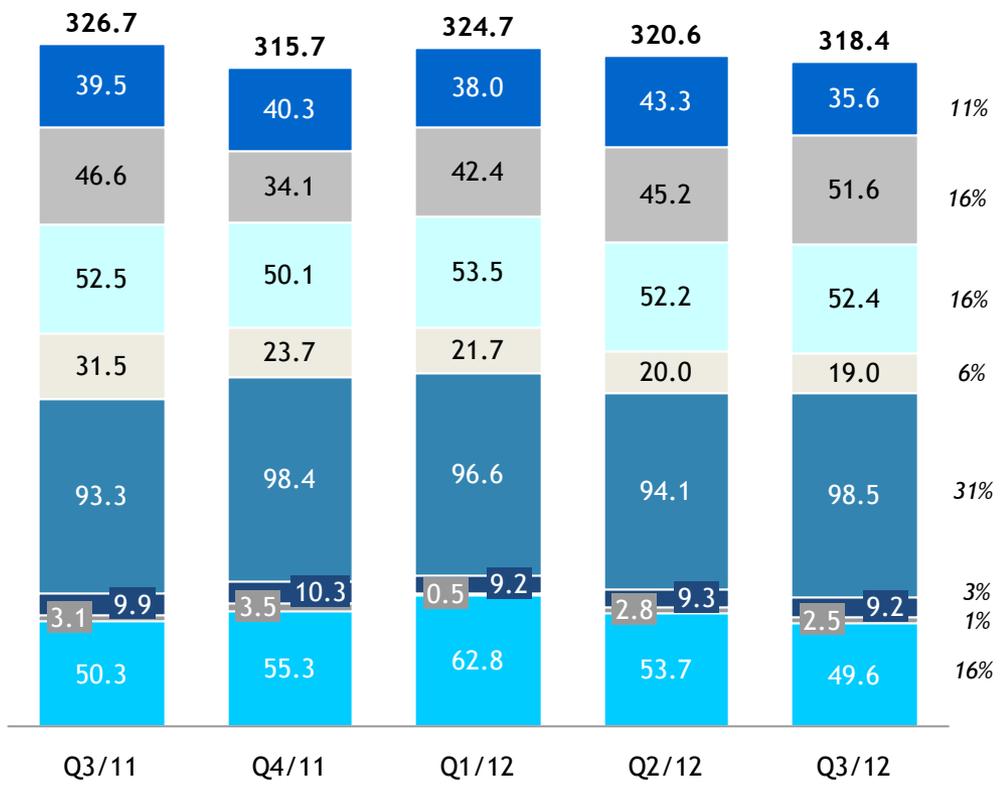
- Amounts due to banks
- Issue of debt securities
- Amounts due to customers
- Other borrowed funds
- Other

<sup>1)</sup> Margin calculated as net interest income to average income-earning assets

# Appendix

## Additional Information: Selected Financial Data Fee and Commission Income

Commission Income Structure  
 (PLN M)



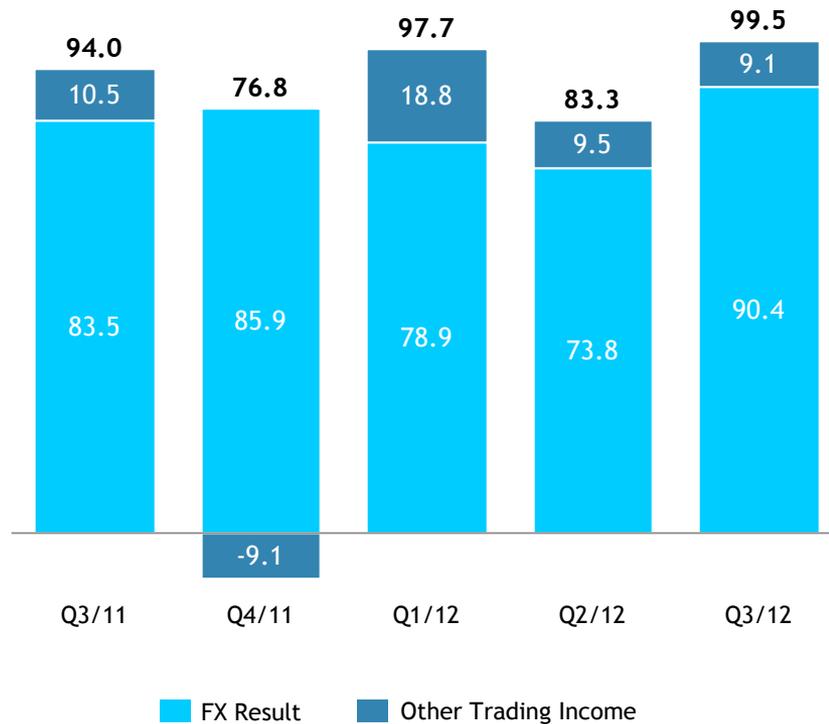
- Credit related fees
- Portfolio management
- Guarantees granted and trade finance
- Payment card fees
- Brokerage fees
- Accounts & money transfers
- Insurance activity
- Other (incl. custody)



# Appendix

## Additional Information: Selected Financial Data Trading Income

Net Trading Income Structure  
(PLN M)



QoQ

YoY

-4.0%

-13.2%

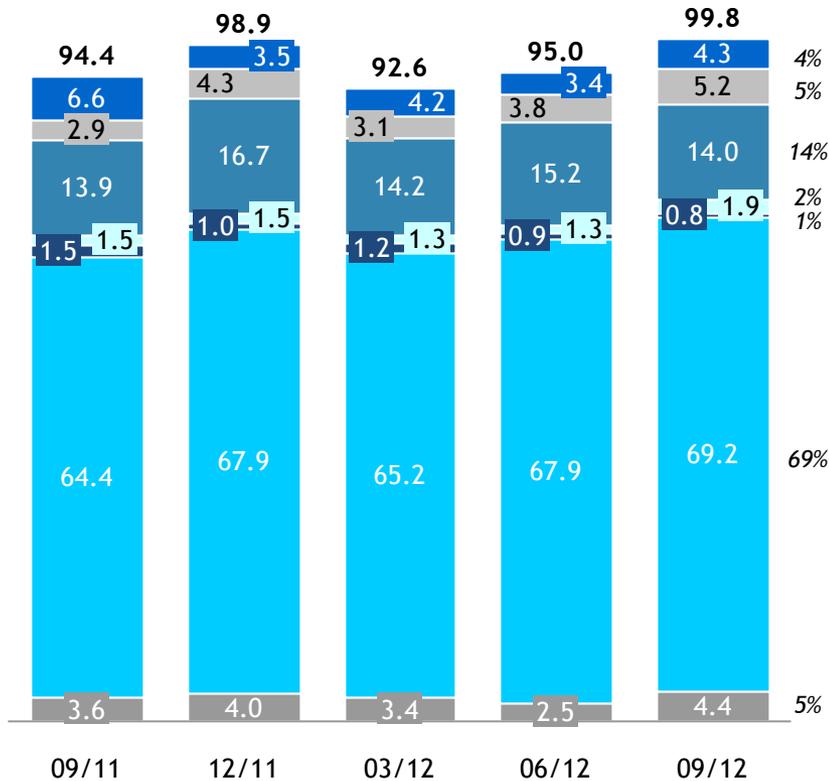
+22.4%

+8.2%

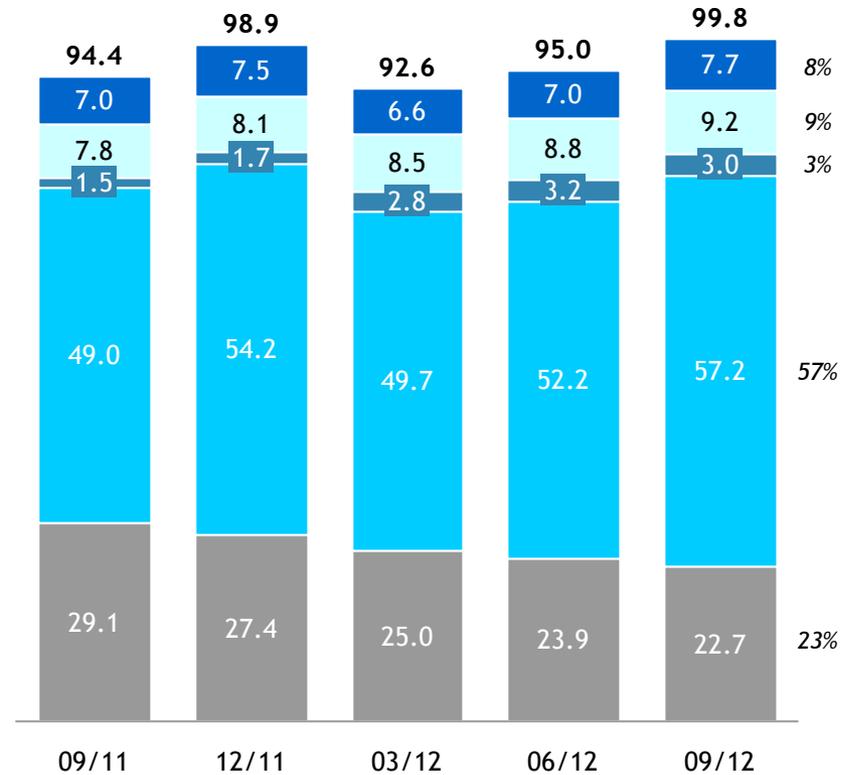
# Appendix

## Additional Information: Selected Financial Data Balance Sheet Analysis: Assets & Liabilities

Structure of Assets  
(PLN B)



Structure of Liabilities  
(PLN B)



- Amounts due from banks
- Loans and advances to customers
- Trading securities
- Derivative financial instruments
- Investment securities
- Pledged assets
- Other

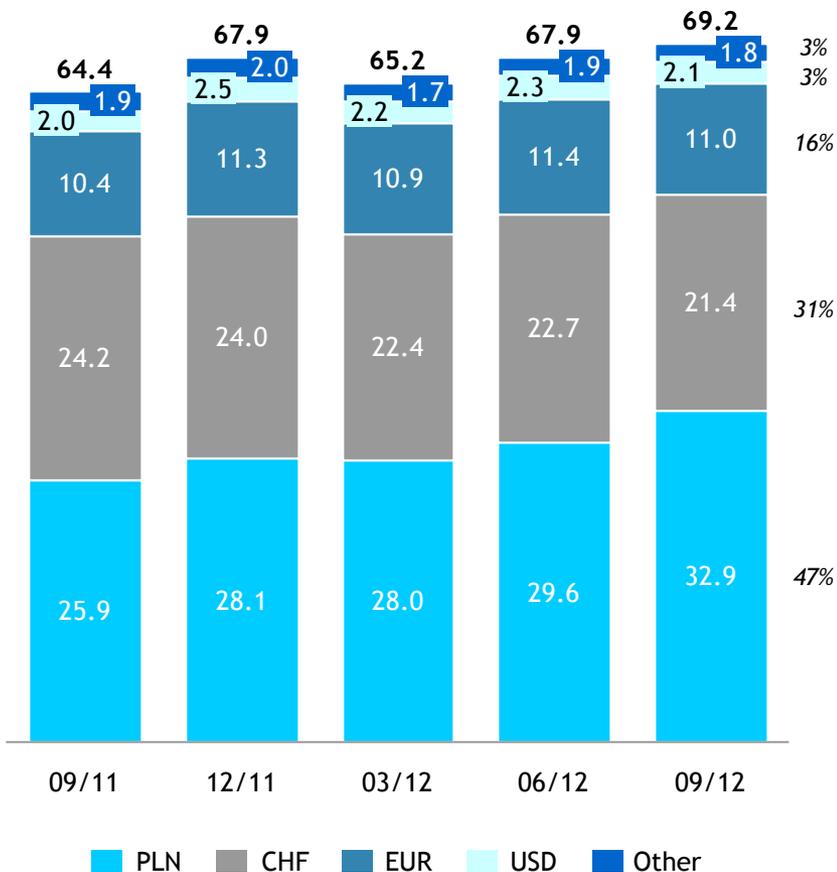
- Liabilities to other banks
- Liabilities to customers
- Debt securities in issue
- Equity (total)
- Other

# Appendix

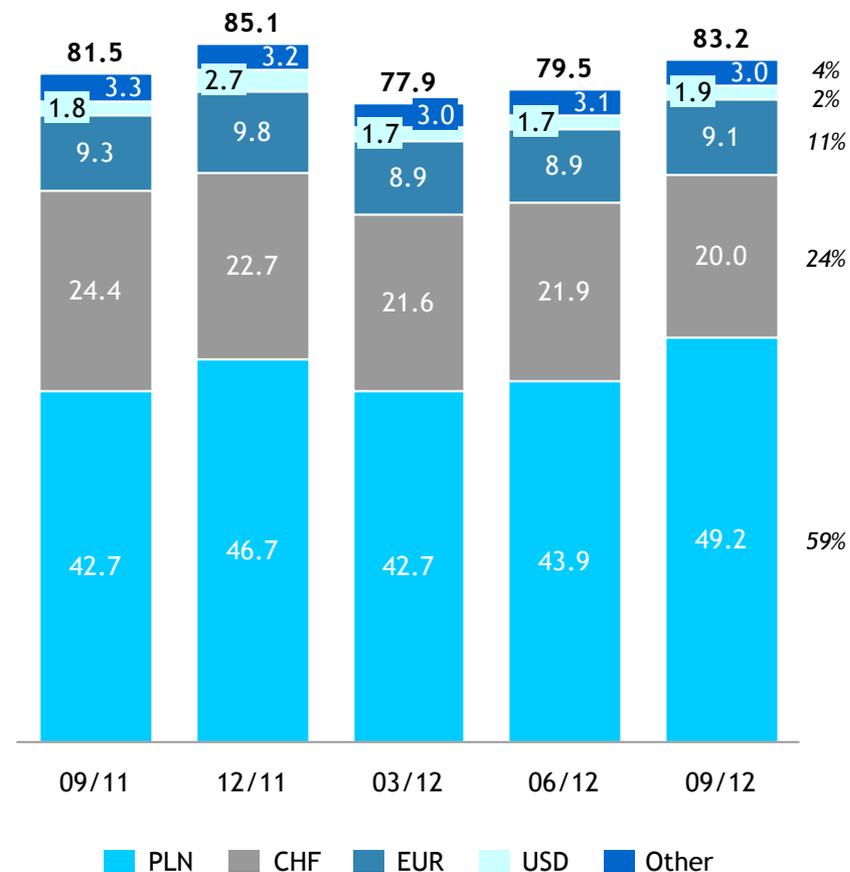
## Additional Information: Selected Financial Data Balance Sheet Analysis: Currency Structure

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Currency Structure of Loans (net)  
(PLN B)



Currency Structure of Amounts due to banks and customers<sup>1)</sup>  
(PLN B)

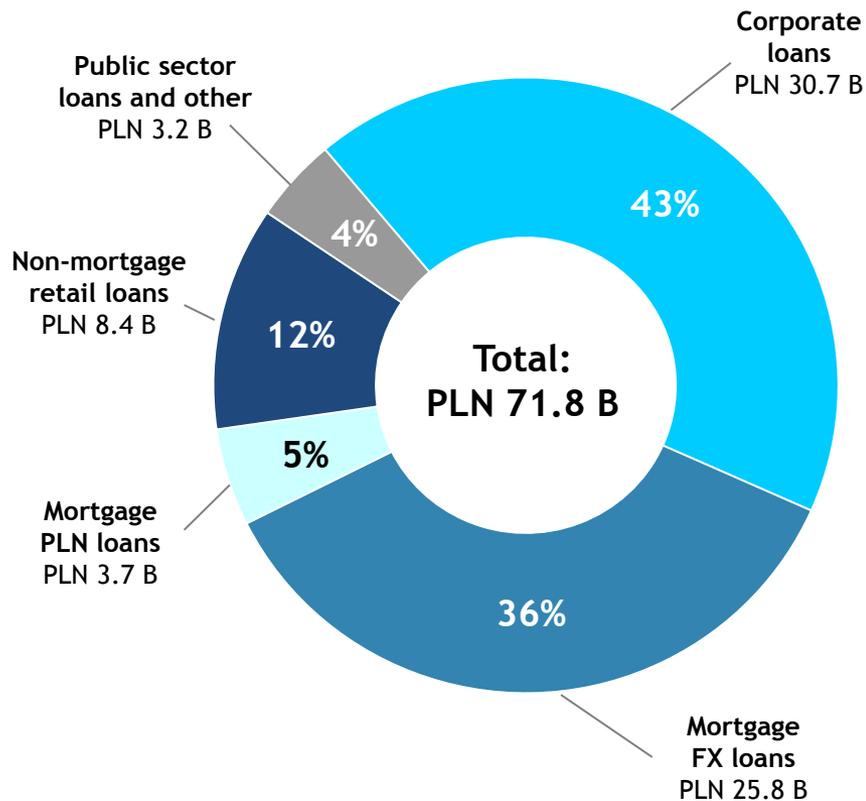


<sup>1)</sup> incl. amounts due to other banks and customers and subordinated liabilities

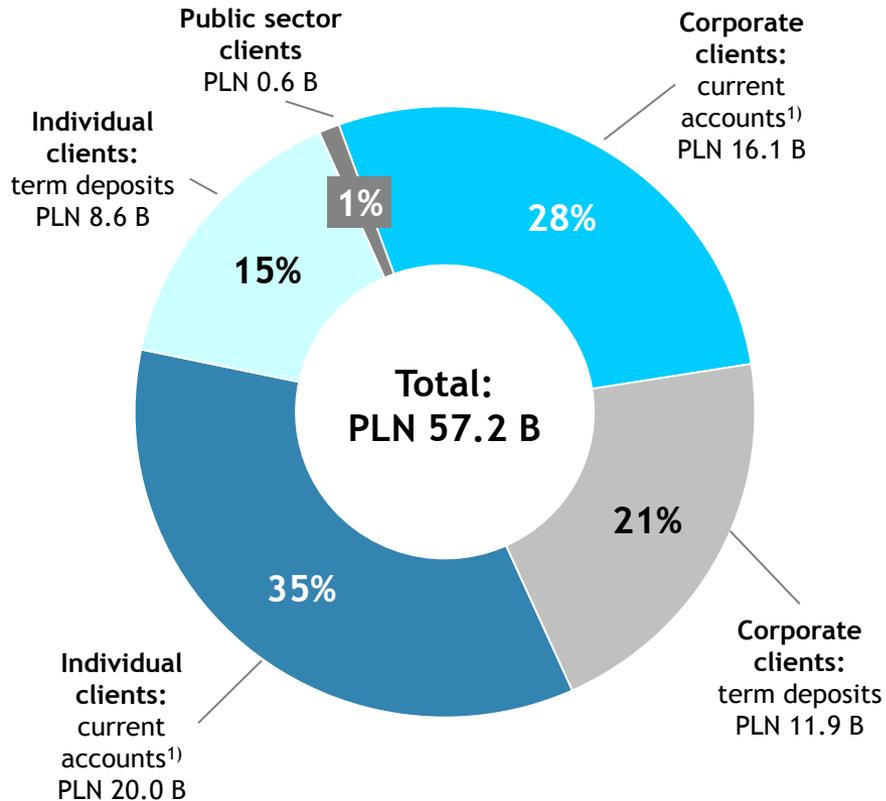
# Appendix

## Additional Information: Selected Financial Data Balance Sheet Analysis: Structure of loans and deposits

BRE Bank Group's Loan Structure, as of September 30, 2012



BRE Bank Group's Deposit Structure, as of September 30, 2012



<sup>1)</sup> incl. other liabilities, repo transactions, loans and advances received

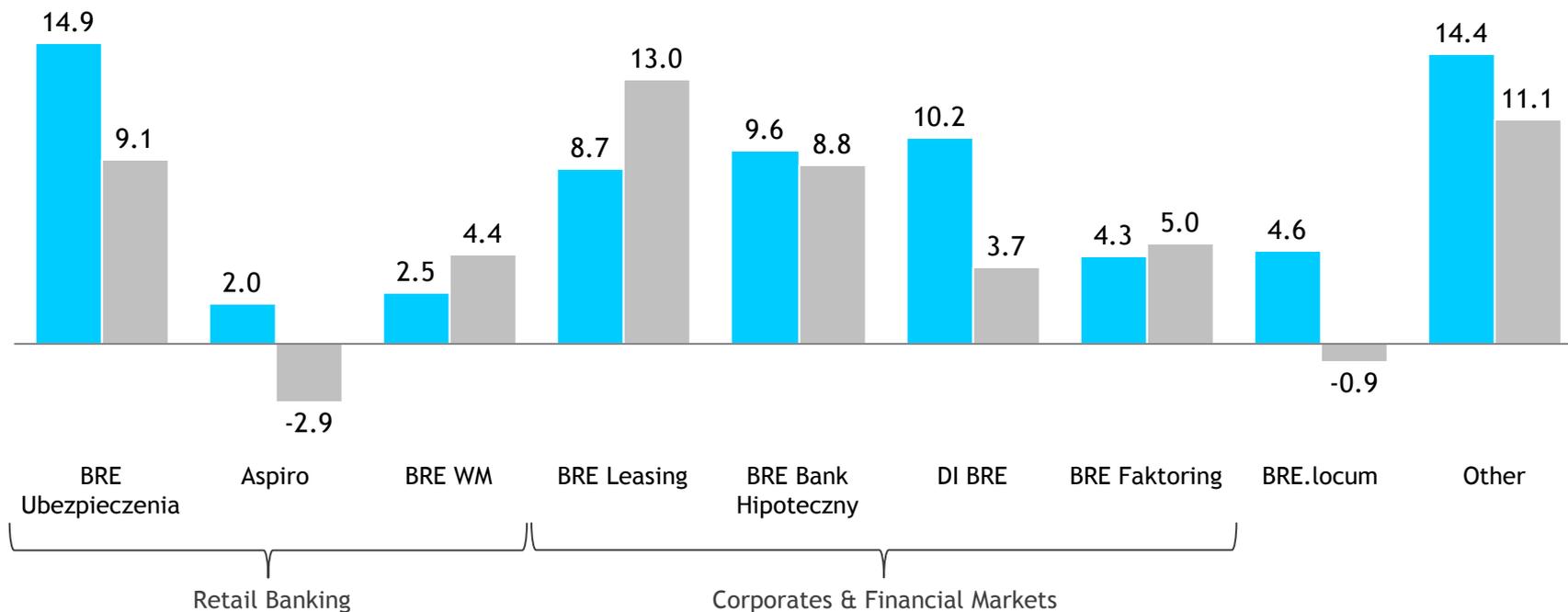
# Appendix

## Additional Information: Selected Financial Data Results of Subsidiaries

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Profit before Tax of Consolidated Subsidiaries  
(PLN M)

■ Q3 2011 ■ Q3 2012



➔ Q3/12 profit before tax of consolidated subsidiaries at PLN 51.3 M  
v. PLN 71.1 M in Q3/11 (-27.8% YoY)

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## Detailed Results of the Business Lines Q3/12

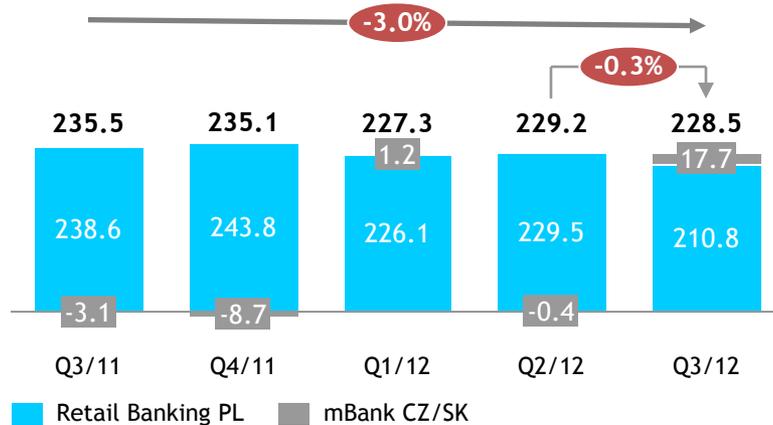
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### Retail Banking

# Appendix

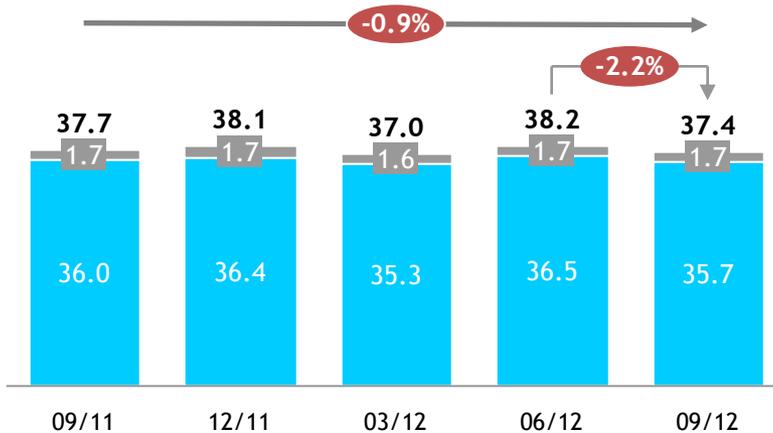
## BRE Bank Retail Banking Summary of Q3/12: Financial Results

Profit before Tax of Retail Banking Segment<sup>1)</sup>  
(by quarter, PLN M)



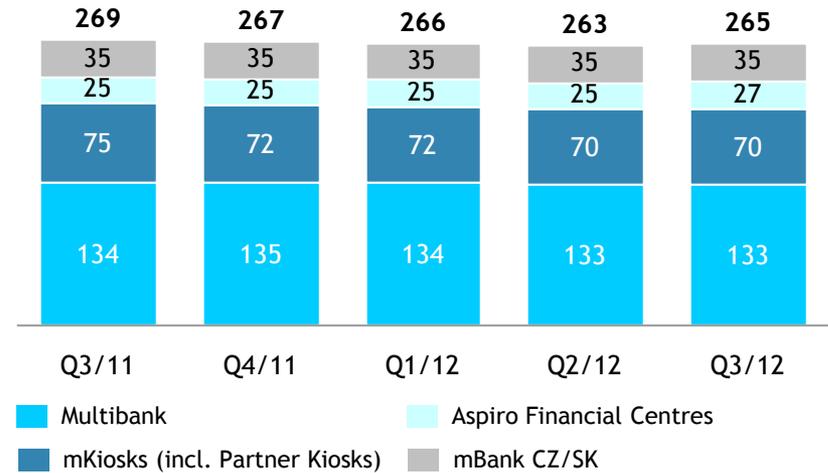
<sup>1)</sup> Incl. BRE Ubezpieczenia, BRE Wealth Mgt., Aspiro and consolidation adjustments

Total Retail Loans <sup>2)</sup>  
(PLN B)

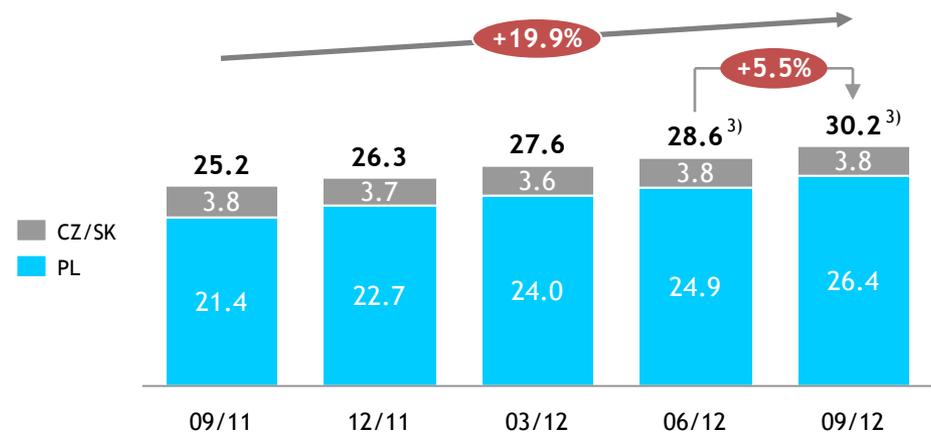


<sup>2)</sup> Based on management information

Number of Retail Outlets



Total Retail Deposits <sup>2)</sup>  
(PLN B)

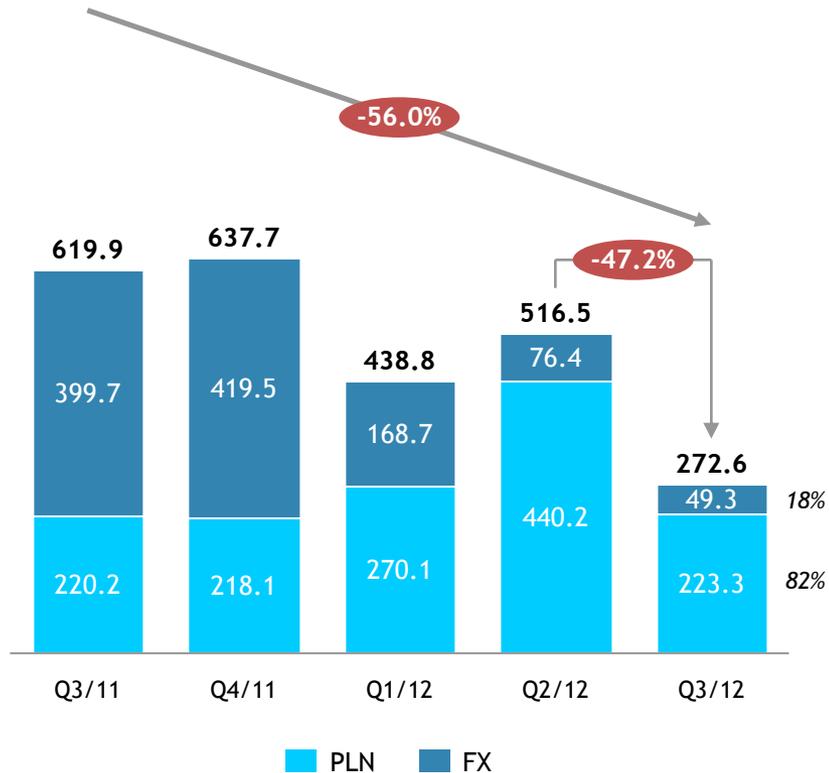


<sup>3)</sup> Including insurance-linked deposits

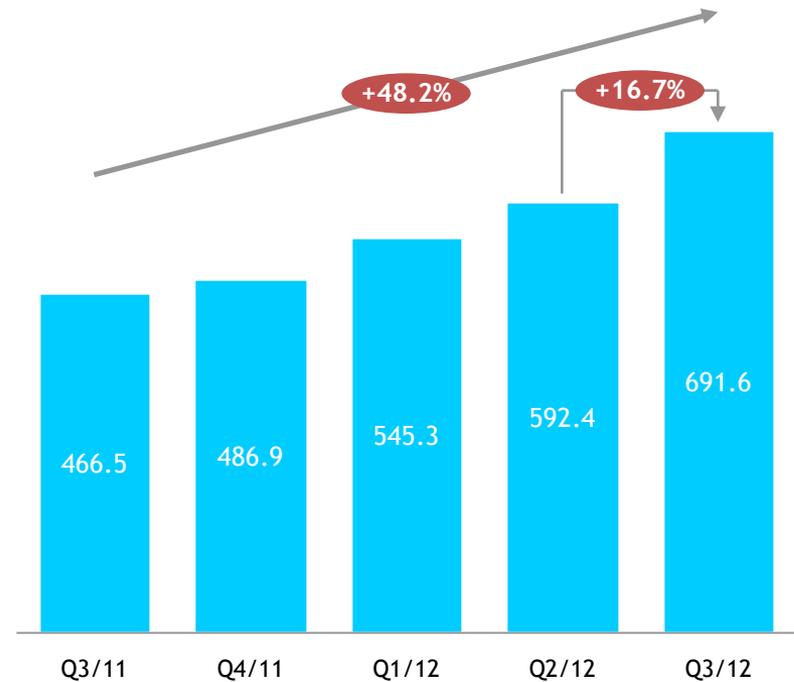
# Appendix

## BRE Bank Retail Banking Sales of New Retail Loans

Quarterly Sales of Mortgage Loans<sup>1)</sup>  
(PLN M)



Quarterly Sales of Non-Mortgage Loans<sup>1)</sup>  
(PLN M)



<sup>1)</sup> Historical data restated to take account of changes in internal sales reporting methodology incl. migration of Private Banking client loans onto the retail banking platform and increases on existing credit card balances

# Appendix

## BRE Bank Retail Banking Mortgage Loans: Portfolio Structure and Quality

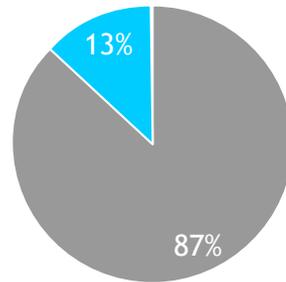
BRE Bank's Mortgage Loan Portfolio  
(Retail Banking<sup>1)</sup> loans to individuals)

Balance-sheet value (PLN B)	27.5
Average maturity (years)	21.8
Average value per loan (PLN thou.)	283.6
Average LTV (%)	80.2
NPL (%)	1.7

As of 30.09.2012

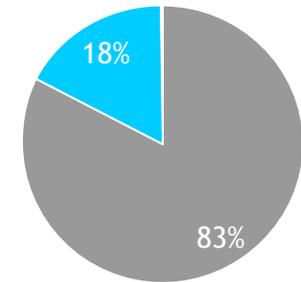
Currency Structure of Retail Banking Mortgage Loan Portfolio  
(Household Loans) at 30.09.2012

in Poland



■ FX ■ PLN

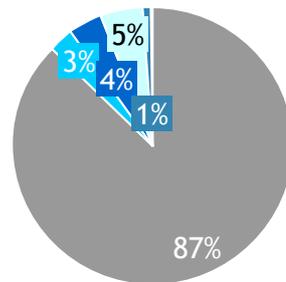
in Poland, Czech Republic & Slovakia



■ FX ■ Local currency

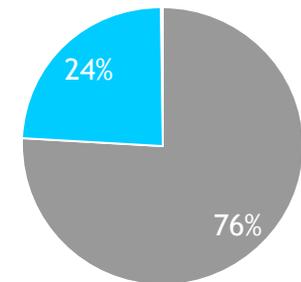
Structure of the Retail Banking<sup>1)</sup> Loan Portfolio  
(Household Loans) at 30.09.2012

By loan type



■ Mortgage Loans ■ Cash Loans  
■ Credit Cards ■ Other<sup>2)</sup>  
■ Credit Lines

By currency



■ FX ■ Local currency

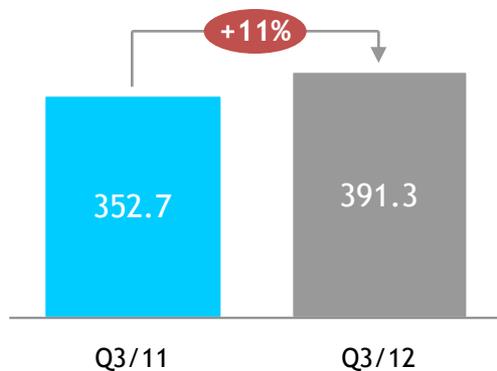
<sup>1)</sup> mBank/PL and MultiBank

<sup>2)</sup> 'Other' includes mainly car loans, loans for goods, services and stocks

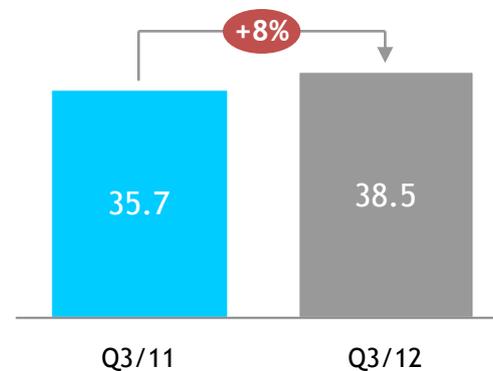
# Appendix

## BRE Bank Retail Banking BRE Ubezpieczenia (BRE Insurance)

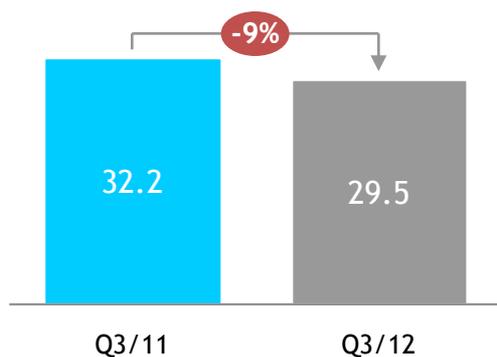
Bancassurance Retail  
Gross Written Premiums (PLN M)



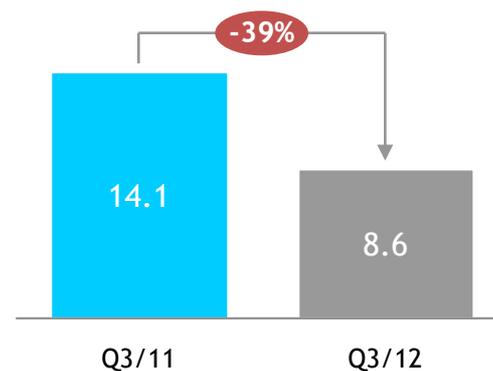
Direct Insurance (Internet platform)  
Gross Written Premiums (PLN M)



Co-operation with BRE Leasing  
Gross Written Premiums (PLN M)



Profit before Tax<sup>1)</sup> (PLN M)



<sup>1)</sup> Gross profit of BRE Ubezpieczenia according to its statutory financial statements (including deferred acquisition costs)

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## Detailed Results of the Business Lines Q3/12

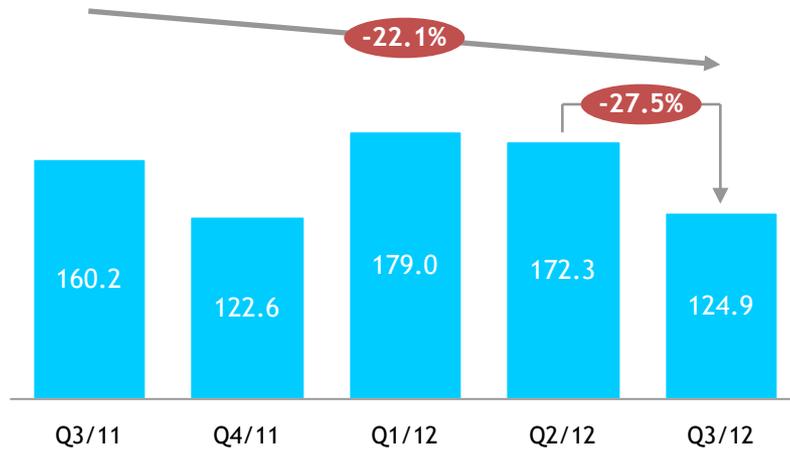
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### Corporates & Financial Markets

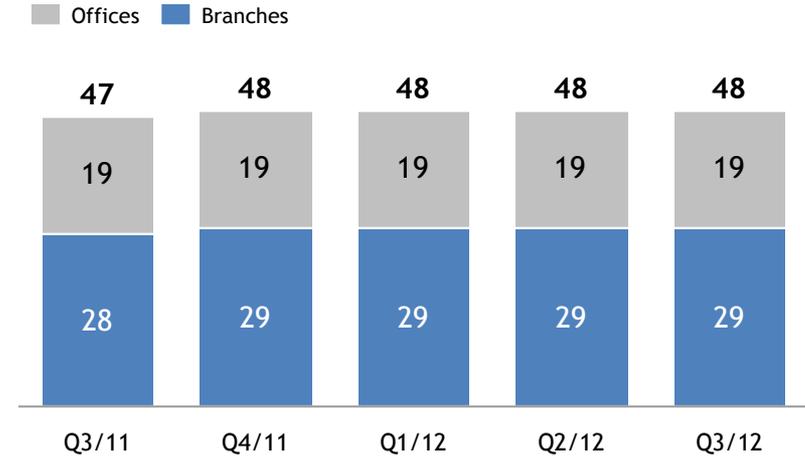
# Appendix

## Corporates and Financial Markets Summary of Q3/12: Financial Results

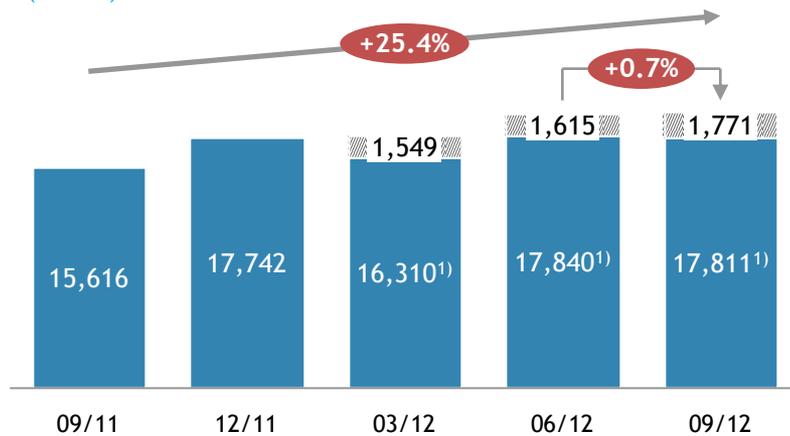
Result before Tax of the Segment  
(by quarter, PLN M)



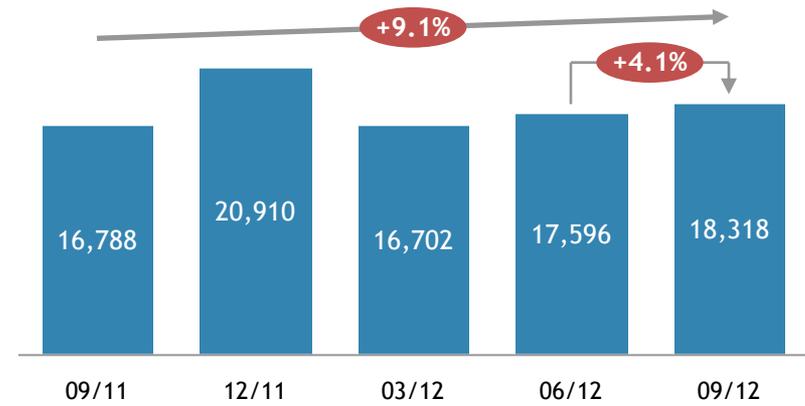
Corporate Branch Network



Loans to enterprises <sup>1)</sup>  
(PLN M)



Deposits of enterprises <sup>1)</sup>  
(PLN M)



<sup>1)</sup> Corporate loan and deposit volume according to current NBP rules

▨ loans classified as 'securities'

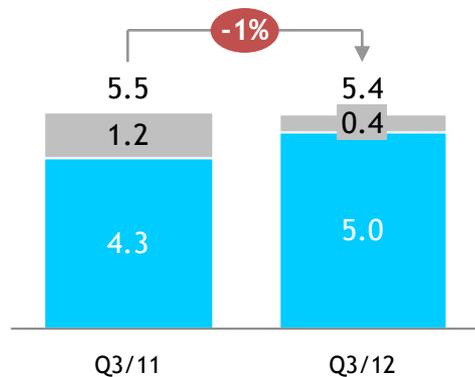
# Appendix

## Corporates and Institutions Leasing and Factoring

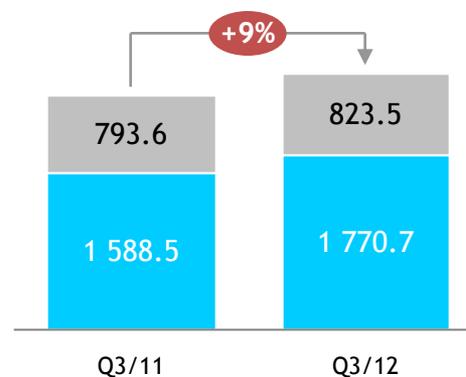
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### Factoring Companies

Profit before Tax (PLN M)



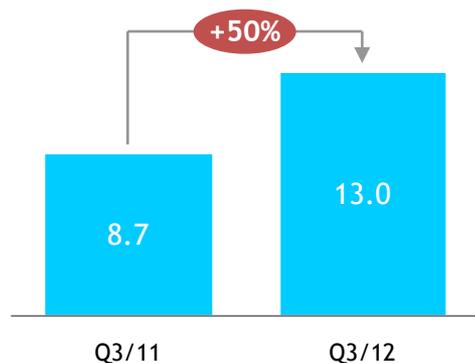
Factoring contracts (PLN M)



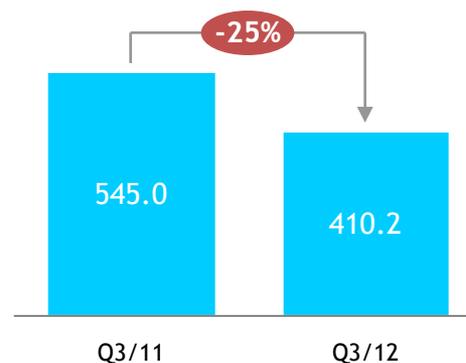
■ Transfinance  
■ BRE Faktoring

### BRE Leasing

Profit before Tax (PLN M)



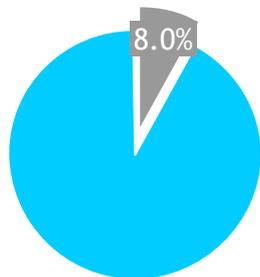
Leasing contracts (PLN M)



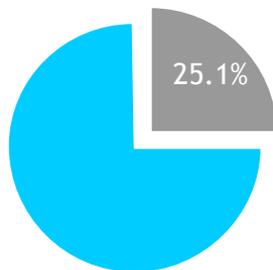
# Appendix

## Trading and Investment Activity Market Shares

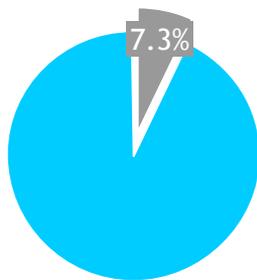
BRE Bank's Market Share<sup>1)</sup>  
in Investment Banking Services



Treasury Bills and Bonds

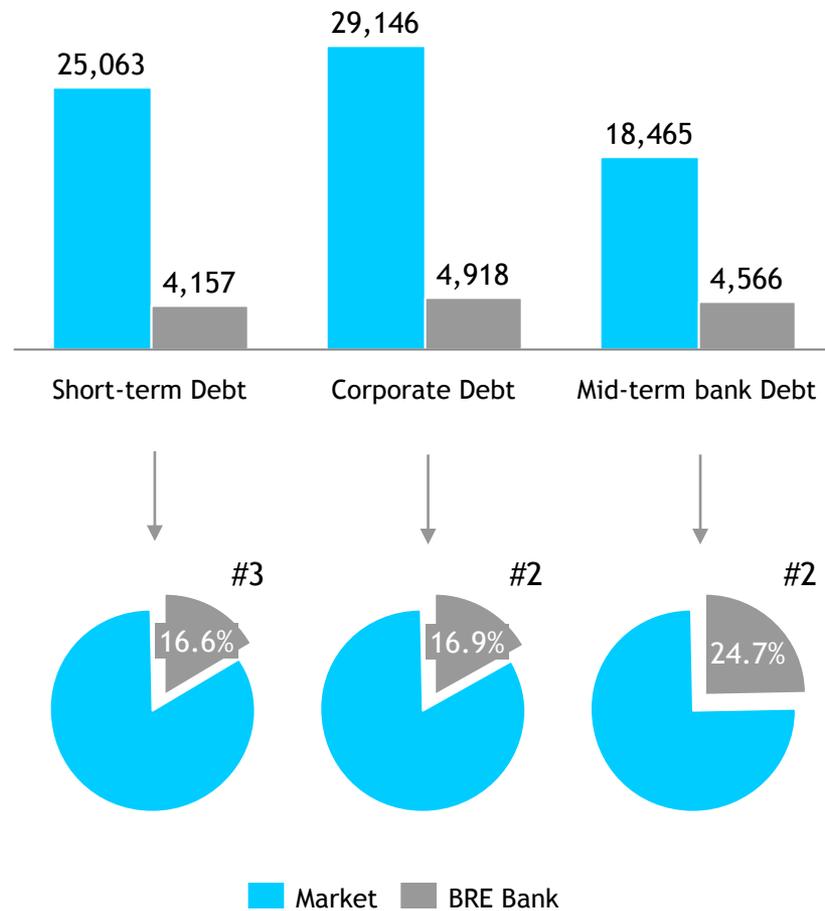


IRS/FRA



FX Spot & Forward

BRE Bank in the Market for Non-Treasury Debt<sup>2)</sup>  
for Q3/12 (PLN M)



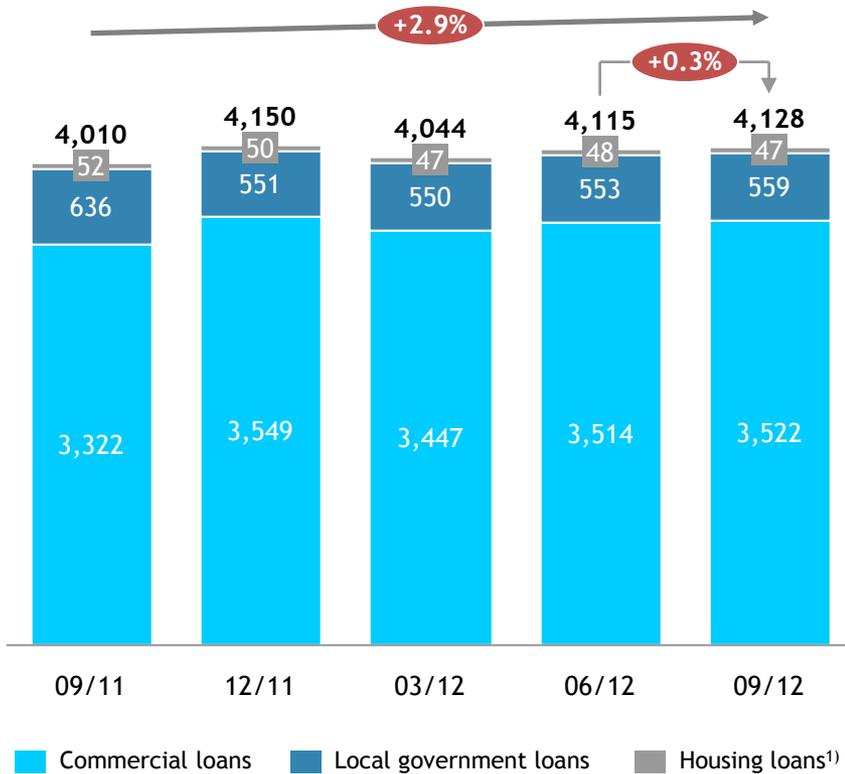
<sup>1)</sup> As of 31.08.2012; calculations based on own and NBP data

<sup>2)</sup> Based on Fitch Polska S.A., Rating & Rynek, 30.09.2012 and own calculations (excluding BGK road bonds)

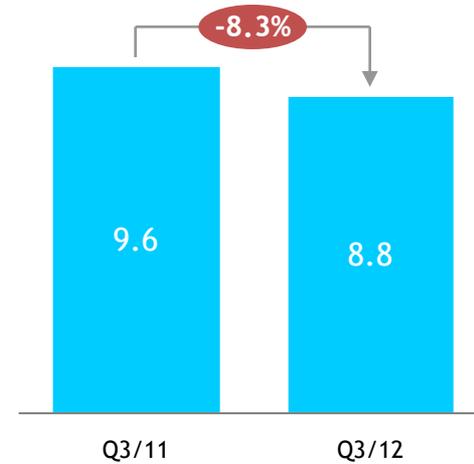
# Appendix

## Trading and Investment Activity BRE Bank Hipoteczny (BBH)

Loan Portfolio (PLN M)  
Balance-sheet Exposure (net value)



Profit before Tax  
(PLN M)



<sup>1)</sup> In July 2004 BRE Bank Hipoteczny stopped granting loans to retail customers. The volume of housing loans represents the existing portfolio still managed by the Bank

# Appendix

## Trading and Investment Activity Dom Inwestycyjny BRE Banku (DI BRE)

Number of Accounts with DI BRE  
Q3/12 (thou.)

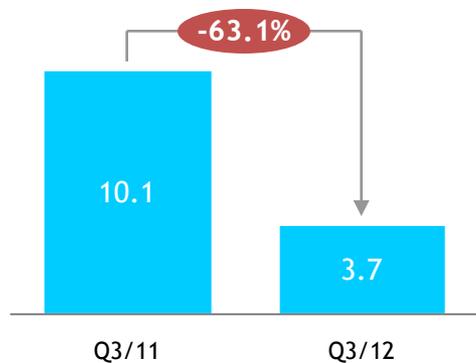
DI BRE accounts	52.2
eBroker (mBank)	205.5
Brokerage Service (MultiBank)	35.8
<b>TOTAL</b>	<b>293.5</b>

DI BRE Market Share in Q3/12, by volume<sup>1)</sup>

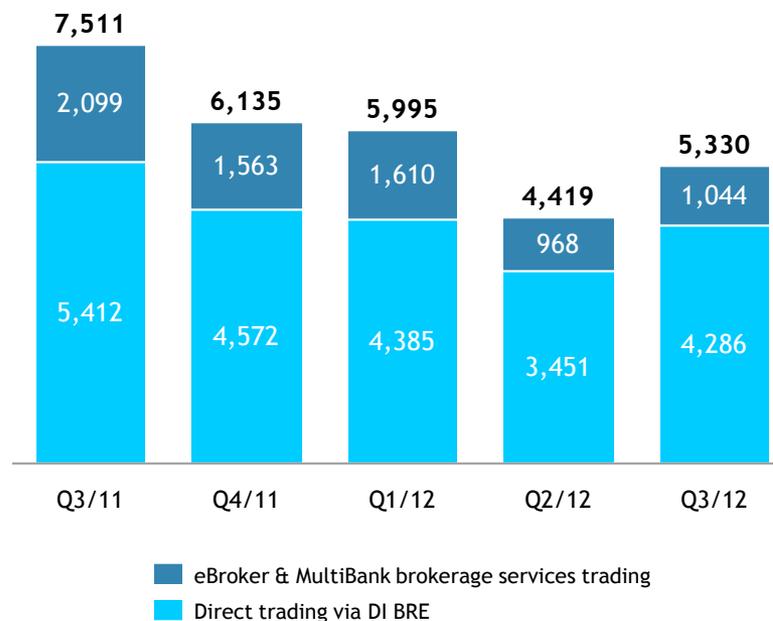
Equities	4.88%	#7
Bonds	3.32%	#7
Futures	16.64%	#1
Options	22.41%	#2

<sup>1)</sup>Calculations based on WSE, DI data

Profit before Tax  
(PLN M)



DI BRE Equities Trading  
(PLN M)



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## **BRE Bank Group's 2012-2016 Strategy Summary**

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One Bank for Customers and Employees

# BRE Bank Group's 2012-2016 Strategy Summary

## Vision of BRE Bank Group

### ➔ One Bank for Customers and Employees

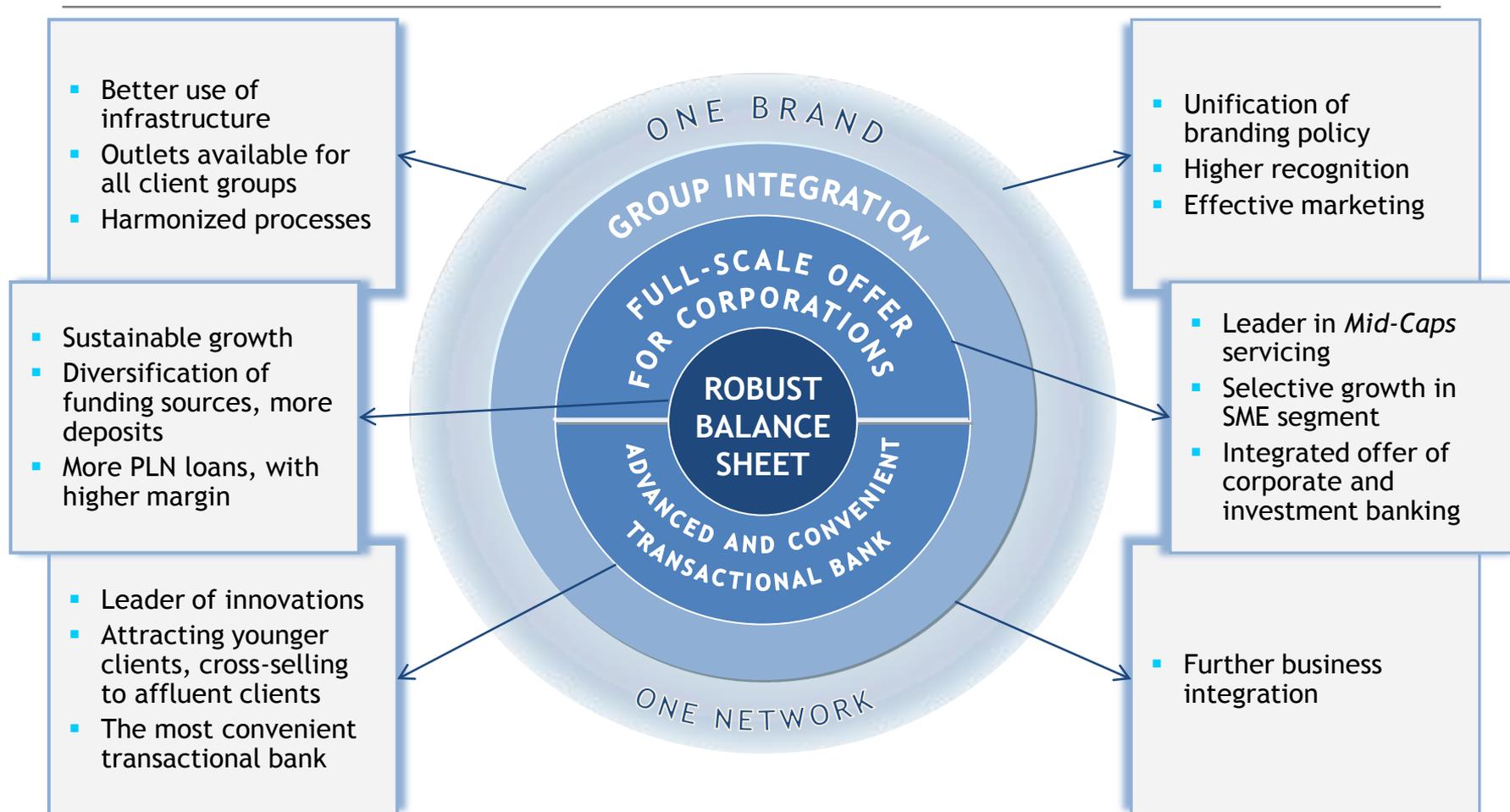
< *Organic growth supported by cutting-edge technology, anchored on a healthy balance sheet structure, culture of cooperation between people, enhanced by one network and a unified brand leading to improvement of long-term revenue generation capability and profitability, maximizing long term value for shareholders, customers and employees.* >



# BRE Bank Group's 2012-2016 Strategy Summary

## Highlights of BRE Bank Group's Strategy

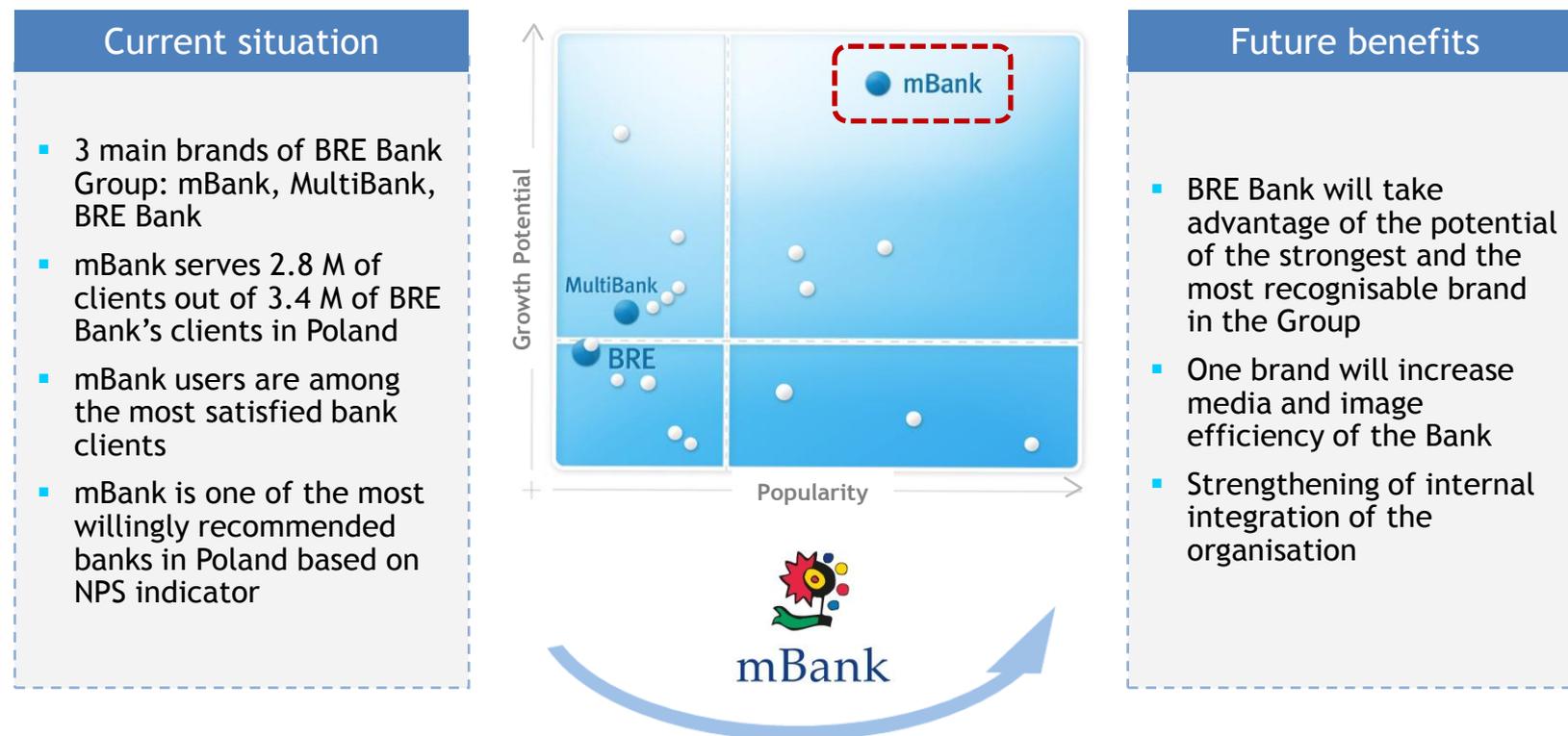
### ➔ Key initiatives of the Strategy



# BRE Bank Group's 2012-2016 Strategy Summary

## One brand

➔ The Bank will strengthen its market image under mBank brand



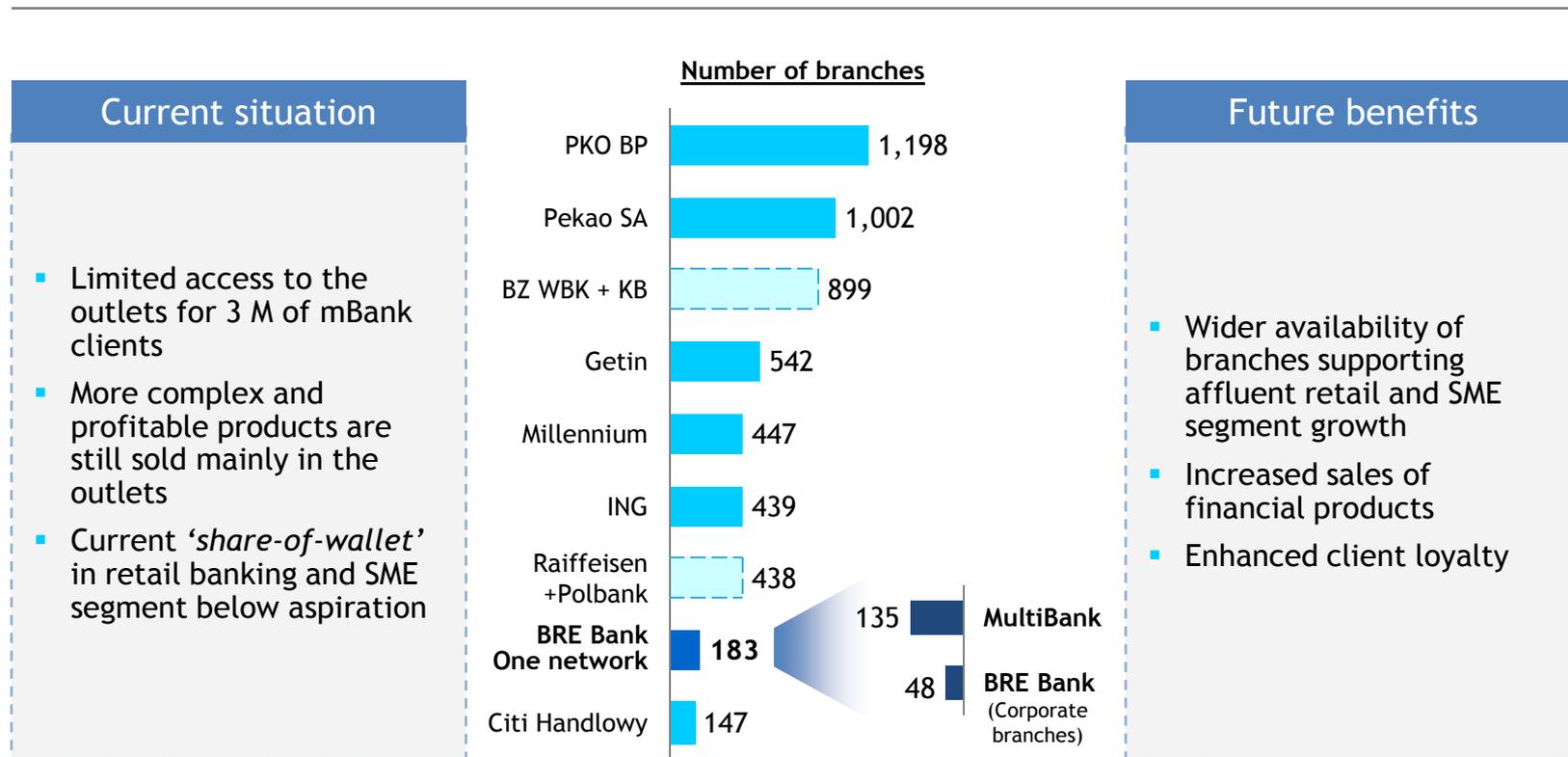
The 3 main brands operated by BRE Bank will be replaced by the strongest mBank brand

Source: Own estimates, external surveys, including BrandZ MB SMG/KRC analysis, Audyt BD TNS

# BRE Bank Group's 2012-2016 Strategy Summary

## One Network

➔ Integrated distribution network available to all clients



**Current situation**

- Limited access to the outlets for 3 M of mBank clients
- More complex and profitable products are still sold mainly in the outlets
- Current 'share-of-wallet' in retail banking and SME segment below aspiration

**Future benefits**

- Wider availability of branches supporting affluent retail and SME segment growth
- Increased sales of financial products
- Enhanced client loyalty

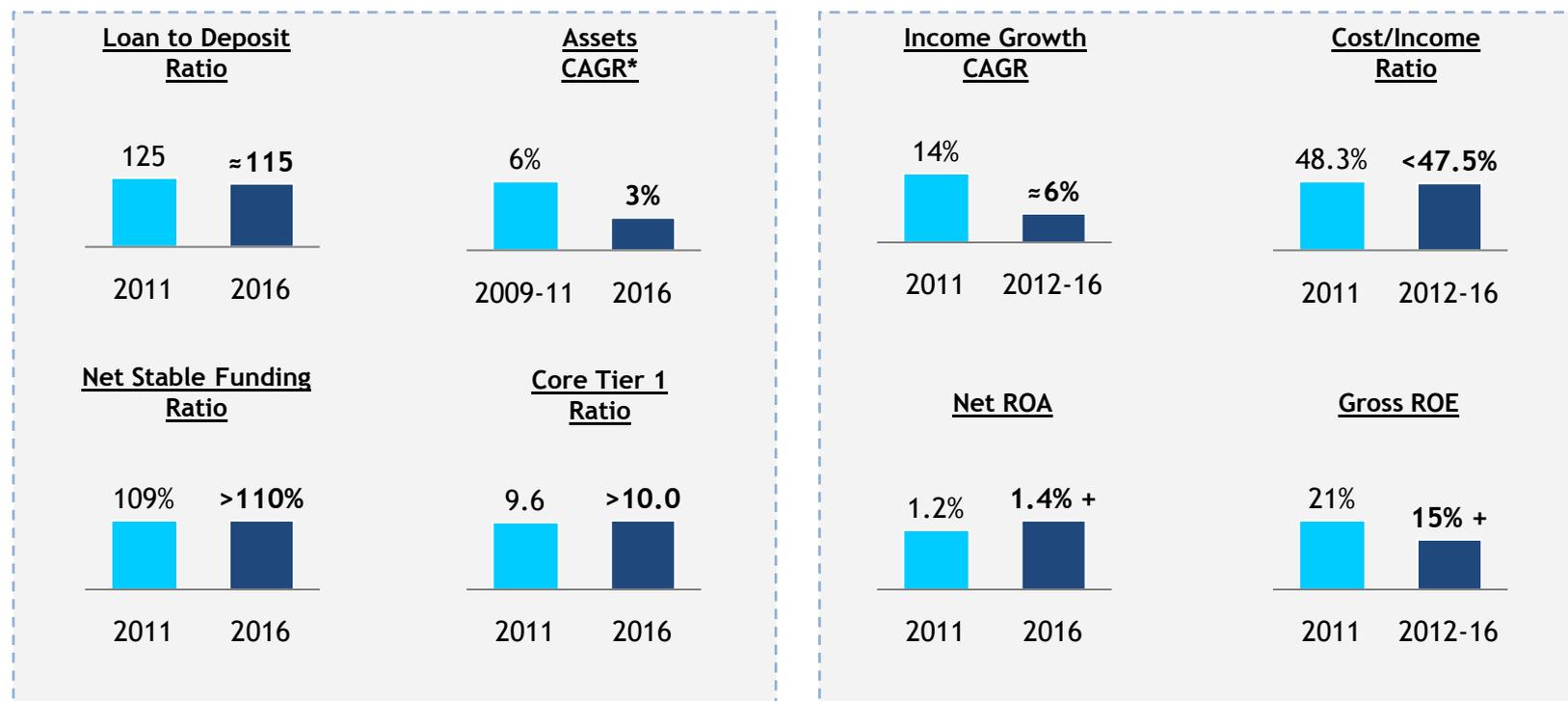
Better use of our existing infrastructure without further expansion of the distribution network

Source: Banks' annual consolidated financial statements (data as of 31.12.2011); for Getin Q1/12 Presentation; Merger press release for Raiffeisen+Polabank.

# BRE Bank Group's 2012-2016 Strategy Summary

## Financial Performance Targets

**➔ An efficient business platform supported by a strong balance sheet**



Focus maintained on profitability accompanied by a more robust balance sheet

\* Growth adjusted for FX effect

# Further enhancing our reporting standards

## BRE Analyzer

### ➔ An innovative and convenient tool to analyse BRE Bank Group's financial and business data

- Analyse, customise, export and print selected data on BRE Bank Group, covering all periods since Q1/06 in quarterly and annual series

The screenshot shows the BRE Analyzer interface for BRE BANK SA. The navigation menu includes: Home page, Profit and loss account, Balance sheet, Business data, Solvency, and Investor relations. The main content area displays a table with columns for Period and Currency. The Period column lists quarterly and annual periods from Q1'06 to Q1'12. The Currency column lists EUR, PLN, and USD. A 'Switch to Years' button is visible on the right. Five callout boxes with dashed borders point to specific features:

- Summary of key financials and ratios
- Details on each P&L item
- Includes FX structure and portfolio quality data
- Data covering all business segments
- Comprehensive report on regulatory capital

➔ Clicking on  icon where available in the presentation provides direct access to specific data in BRE Analyzer

Visit BRE Analyzer: [www.breanalyzer.brebank.pl](http://www.breanalyzer.brebank.pl)

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Visit our Investor Relations website: [www.brebank.pl/en/investor\\_relations](http://www.brebank.pl/en/investor_relations)

See our 2011 on-line Annual Report: [www.raportroczny.brebank.pl](http://www.raportroczny.brebank.pl)

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