



9 NOVEMBER 2023

# FINANCIAL RESULTS FOR Q3 2023

BNP PARIBAS BANK POLSKA S.A. GROUP

# AGENDA

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**01**

**KEY  
HIGHLIGHTS**

# Q3 2023 – another quarter of solid financial results and growth in key segments

Further increase of core revenues. Operating expenses under inflation pressure. CHF provisions a key risk factor

## STRATEGY & TRANSFORMATION

#positive #up #stronger #together

- Leading market position in sustainable financing - further increase in volumes, participation in the first financing of an offshore wind energy project in Poland for Baltic Power. The best bank in Poland supporting ESG – Euromoney Awards for Excellence 2023
- Confirmation of commitment to providing the best quality of customer service - The best bank in Poland for Corporate clients - Euromoney Awards for Excellence 2023, 2nd place in the "Newsweek Friendly Bank" ranking

## BUSINESS ACTIVITY

### RETAIL BANKING

- Stabilization of the loan portfolio with limited sales of mortgage loans, further growth in consumer loans and recovery in Micro Clients
- Consistent increase in Customer transactionality (cards, mobile transactions, digital wallets) and digital sales
- Continued growth in the value of deposits and investment products (+7.0% and +4.5% q/q, respectively)

### CORPORATE & SME BANKING

- Continued low demand for loans from enterprises with further growth of the sustainable financing portfolio
- Stable and strong liquidity position – further increase in the value of deposits in both segments
- Continued development of the GO Biznes ecosystem. Increase in the number of GOMobile Biznes users (+5.7% q/q)

## FINANCIAL RESULTS

- Further growth in revenues (NBI) – higher net interest income and net trading income
- Improvement of Cost/Income ratio y/y (also on a normalized basis) despite increase in operating expenses
- Continued very good quality of the loan portfolio, low cost of credit risk
- The issue of CHF loans is important for the Bank's financial results. Creation of PLN 371 million in provisions in Q3

net profit

**PLN 445 million**

-3% q/q

gross loans

**PLN 92 billion**

~0% q/q

-5% y/y

NBI

**PLN 1,905 million**

+4% q/q

+219% y/y

# GO beyond Strategy 2022-25

Key achievements in Q3 2023



## #POSITIVE

- Further transactions as part of sustainable financing - the **first factoring transaction with ESG indicators in the BNP Paribas Group in Poland**, concluded with the Bank's support for Lafarge Polska (Holcim Group), an **ESG rating-linked loan** for a leading manufacturer of office and facility furniture, Nowy Styl Sp. z o.o.
- **Ecological Credit** in cooperation with BGK - in the first edition entrepreneurs chose BNP Paribas Bank Polska to finance 48 investment projects (15% share in the program, second place on the market)
- **Customer support for the acquisition of "white certificates"** (energy efficiency certificates) in cooperation with VIVERNO

## #UP

- **Preferential liquidity loan for farmers** with an interest rate of 2% per annum. ~PLN 1 billion of loans granted to Micro and SME Customers at the end of Q3
- Joining **Mastercard®'s Bezcenne® Chwile** loyalty program
- Introducing an account with a **Visa film card**: access to CANAL+ online, tickets to festivals, meetings with people involved in cinema
- **196 cashless branches** (half of the sales network)
- For the fourth year in a row, **Moje Konto Premium** maintained its leading position and won **1st place** in the ranking published by Bankier.pl

## #STRONGER

- BNP Paribas' digital solutions the most innovative in Central and Eastern Europe - **Innovation in Digital Banking Award 2023** for the implementation of digital customer service in the branch using a mobile application
- Enabling Clients to settle formalities in branches with the use of mDowod, available in **mObywatel** application
- **205 active robots** supporting the Bank's operational processes: 22 implementations in 2023

## #TOGETHER

- **Banks' culture communication campaign "MOGE"** with main award in contest organized by London Institute of Internal Communication in Best Engagement Programme category
- In the third edition of the **Strong Women in IT 2023** report, promoting women who create the new technologies industry, 5 women holding managerial positions at the Bank were distinguished
- Initiatives dedicated to employees: **2 Hours for Family, 2 Hours for Health**
- Award in the **DEI 30% Club Poland** competition - the Bank received a distinction for the **Women UP Program** for women development and the title of winner for the strategy of supporting the partnership family model

**PLN 8.9 billion**

of sustainable financing  
at the end of September 2023

**PLN 13.1 billion**

volume of investment products  
at the end of September 2023

**50 thousand**

GOnline users with activated  
behavioral protection

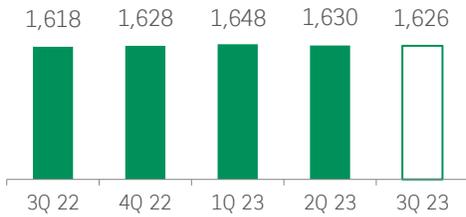
**23**

employee satisfaction index (eNPS)

# #G0digital - statistics

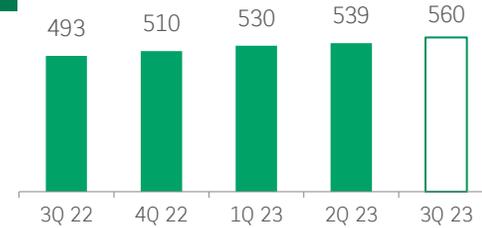
Constant development of mobile and online banking channels. Further growth in the number of transactions and users

## > Customers using digital channels [thous.]



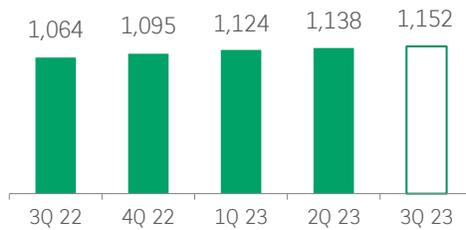
**0% q/q**  
**+1% y/y**

## > Number of tokens in digital wallets [thous.]



**+4% q/q**  
**+14% y/y**

## > G0mobile users [thous.]



**+1% q/q**  
**+8% y/y**

## > BLIK transactions quarterly [thous.]



**+8% q/q**  
**+55% y/y**

#G0digital



Open  
banking



G0dealer  
application

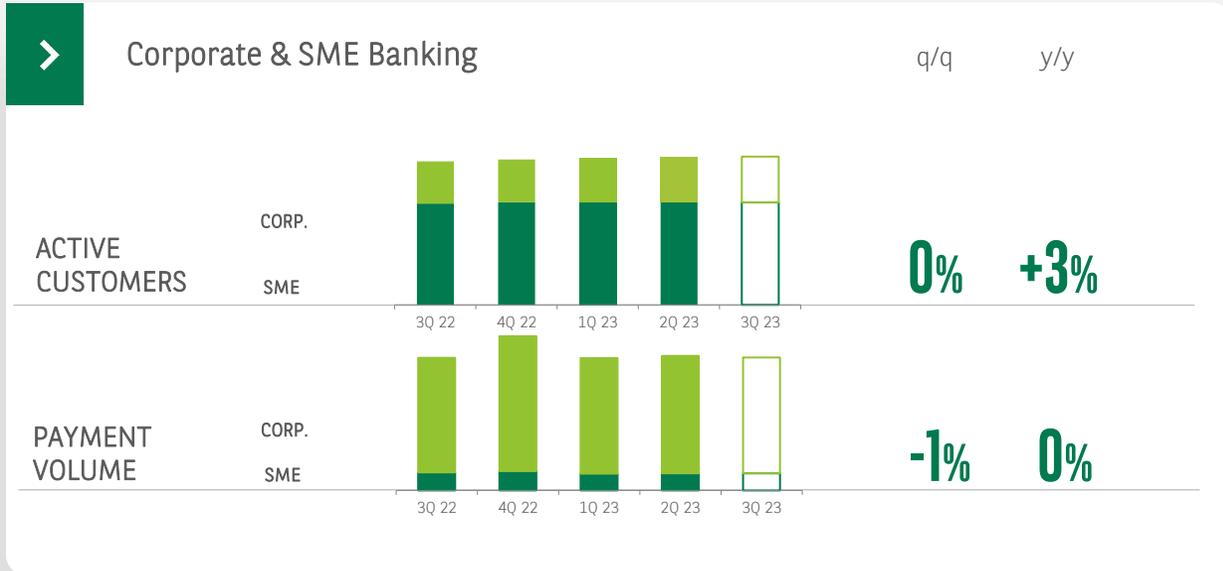
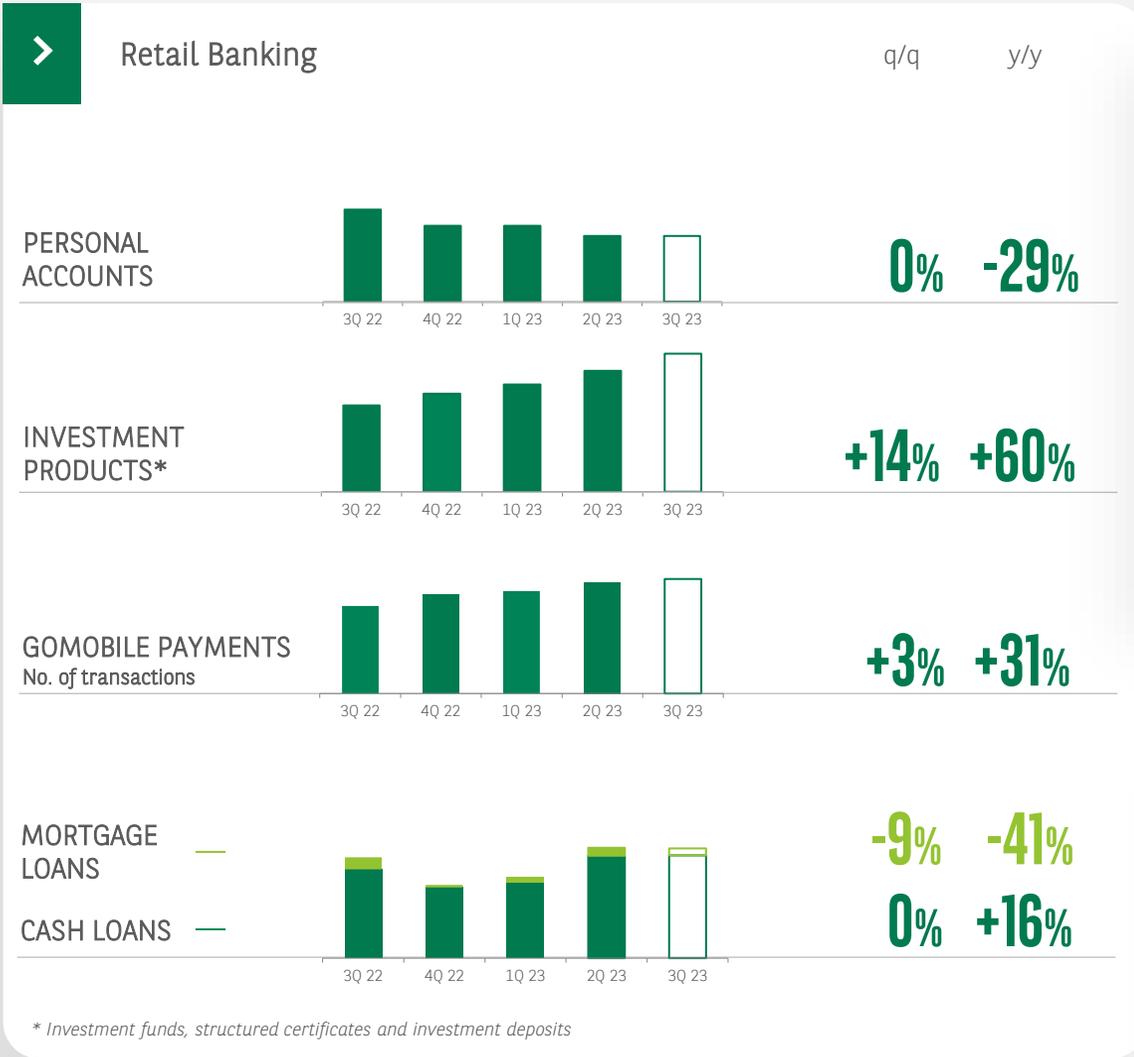


G0invest  
service



# Customer business activity - sales & transactional volumes

Continuing trends in both segments. Further increase in sales of investment products, execution of important corporate transactions



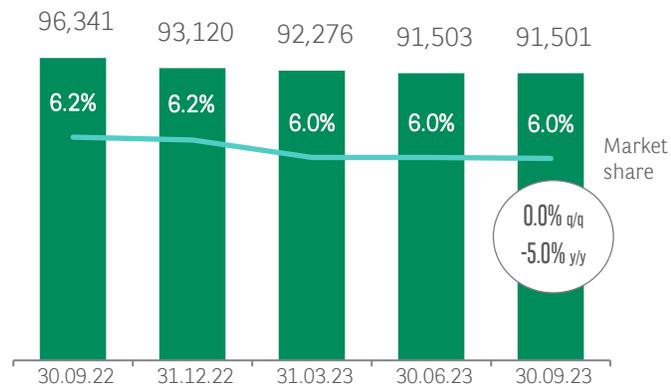
We support our Customers in business development by actively participating in key deals on the market

<p><b>Baltic Power</b> Project Finance for off-shore wind farm <b>EUR 4.4 billion</b> BNP PARIBAS Mandated Lead Arranger August 2023</p>	<p><b>EUROCASH GROUP</b> Working capital and general purposes financing <b>PLN 1 001 million</b> BNP PARIBAS Arranger, Mandated Lead Arranger July 2023</p>	<p><b>MODUS ASSET MANAGEMENT</b> Financing of acquisition of 93 MW PV installations <b>PLN 135 million</b> BNP PARIBAS Arranger, Original Lender, Hedging Bank, Facility and Security Agent July 2023</p>	<p><b>HILLWOOD</b> Rawa Mazowiecka Phase II <b>EUR 29.9 million</b> Construction Loan BNP PARIBAS Lender July 2023</p>
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# Loan and deposit volumes

Stabilization of the loan portfolio. Further dynamic growth of deposits in all Customer segments

## > Gross loans [PLN million]



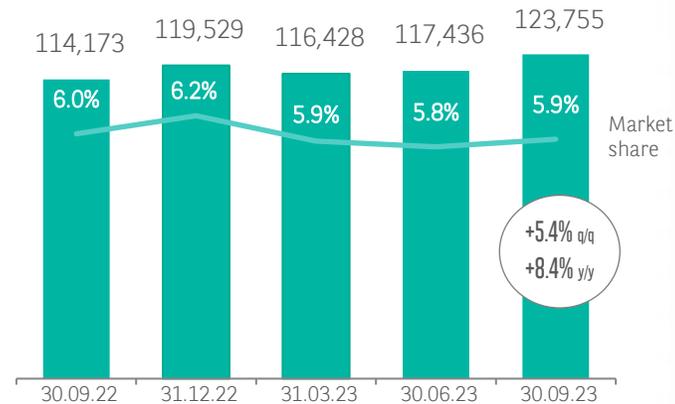
**-0.4% q/q**

decrease in Individual Customer loans (-5.7% y/y), mortgage loans (-1.4% q/q, -8.4% y/y)

**+0.3% q/q**

increase in Institutional Customer loans (-4.6% y/y)

## > Customer deposits [PLN million]



**+2.8% q/q**

quarterly increase in Individual Customer deposits (-1.6% y/y)

**+7.2% q/q**

quarterly increase in Institutional Customer deposits (+16.2% y/y)

## > Number of Customers\* [thous.]



**+0.1% q/q**

stable number of individual Customers (-1.9% y/y as a result of the ongoing portfolio cleaning)

**-0.6% q/q**

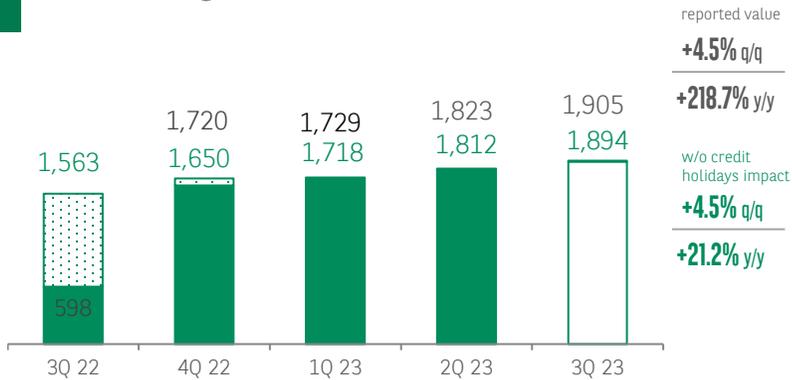
slight decrease in the number of micro, SME and Corporate Customers (+0.9% y/y)

\* In Q2 2023, the Bank updated the Customer calculation algorithm. The largest change took place in the Micro segment and resulted from including the Customers with products of the Bank's subsidiaries that historically had a relationship with the Bank.

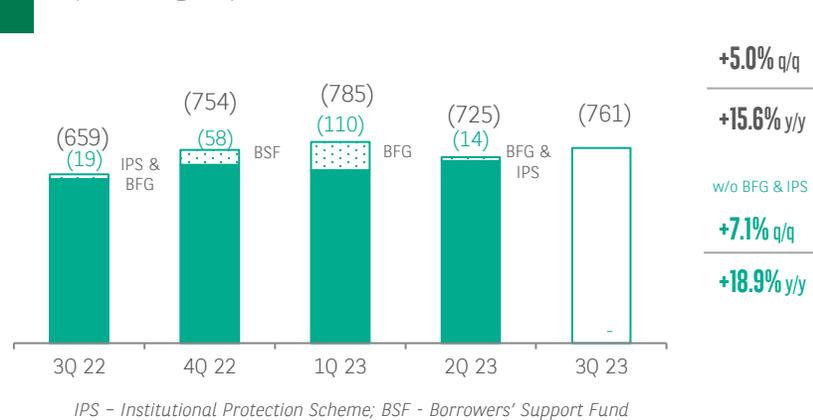
# Quarterly financial results

Solid net profit due to NBI improvement with a low level of credit risk cost and increase in operating expenses. Increasing burden on the result with the cost of the CHF provisions

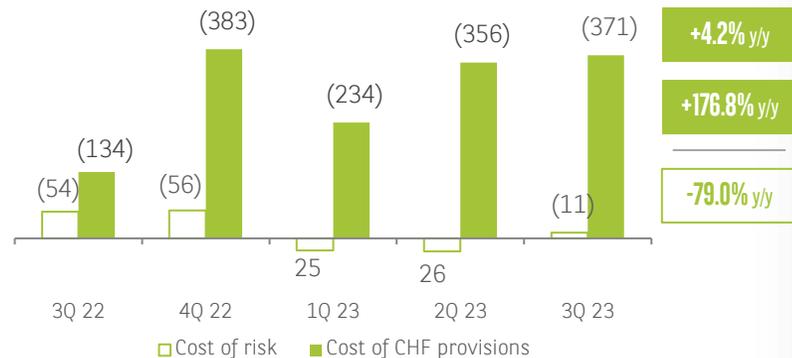
## Net banking income [PLN million]



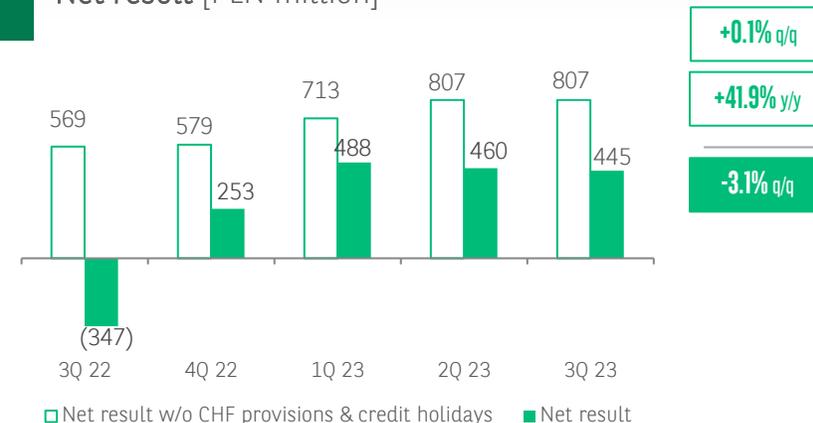
## Operating expenses [PLN million]



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



## Net result [PLN million]



Increase in the quarterly net banking income due to further improvement of net interest income and net trading income.

Positive impact of credit holidays on net interest income in Q3 2023 (PLN +11 million in Q2 2023 and PLN +11 million in Q1 2023).

Increase in a quarterly level of operating expenses as a result of higher personnel and administrative expenses. Lack of BFG and IPS costs.

Increase in the cost of risk level resulting from lack of material recoveries and the result on the sale of non-performing portfolio comparable to the first two quarters of 2023.

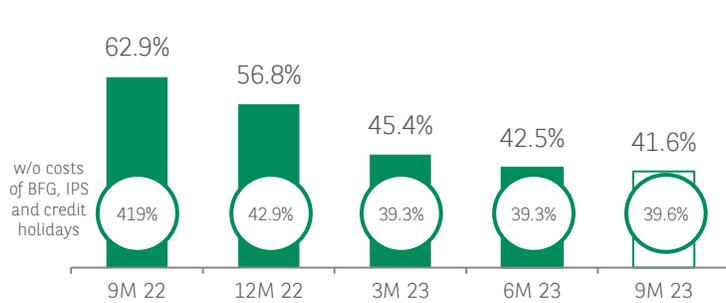
Slight increase in the costs of CHF provisions compared to Q2 2023. Increase in the number of settlements related to CHF mortgage loans.

PLN 445 million reported net profit (-3.1% q/q).

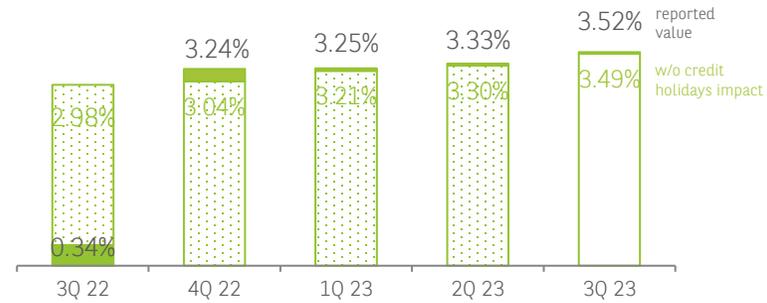
# Key financial ratios

Improvement of operating efficiency achieved thanks to higher net interest margin, limited impact of regulatory burdens and low cost of credit risk

## > Cost / Income [%]



## > Net interest margin on assets [%]

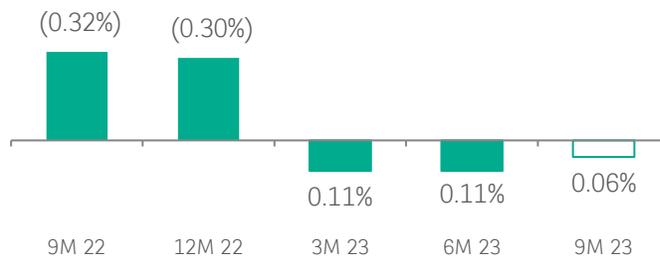


Improvement of the reported Cost / Income ratio on a cumulative basis as a result of an increase in net banking income and lower regulatory costs.

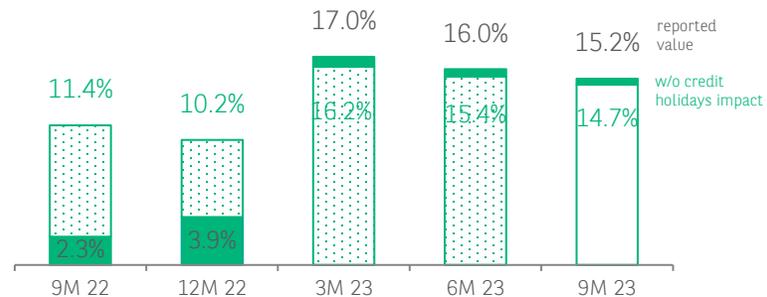
Excluding costs of BFG, IPS and credit holidays, the ratio would be 39.6% (+0.3 pp vs 6M 2023 and -2.3 pp vs 9M 22).

Increase of net interest margin as a result of e.g. improvement of the result on derivatives, investing surplus liquidity and reducing the cost of financing.

## > Cost of risk [%]



## > ROE [%]



ROE at the level of 15.2% despite a slight increase in the cost of risk and CHF provisions.



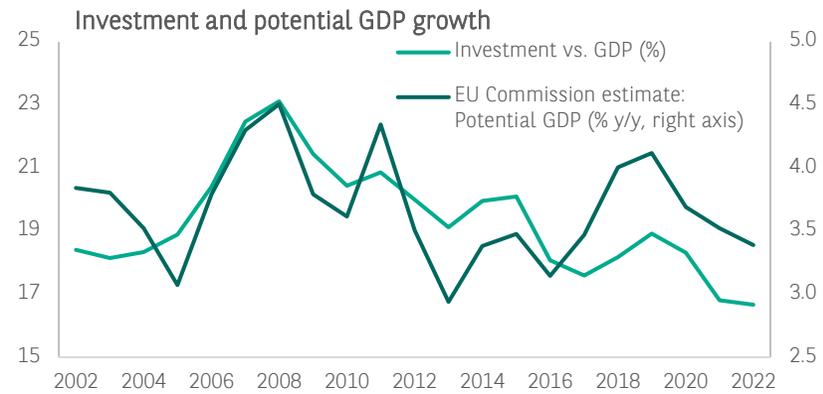
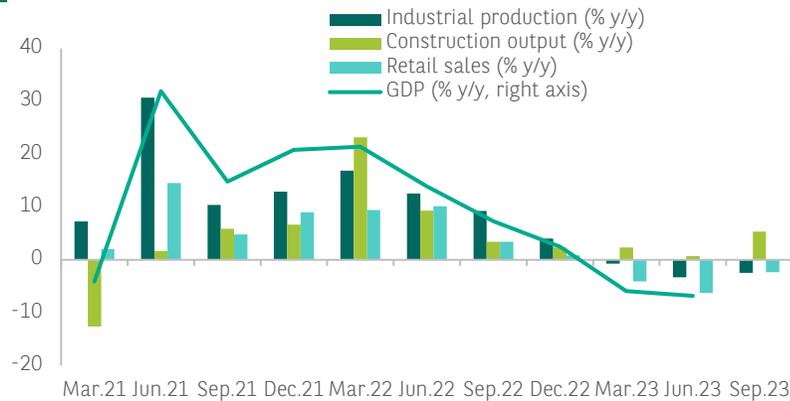
02

**MACROECONOMIC  
ENVIRONMENT**

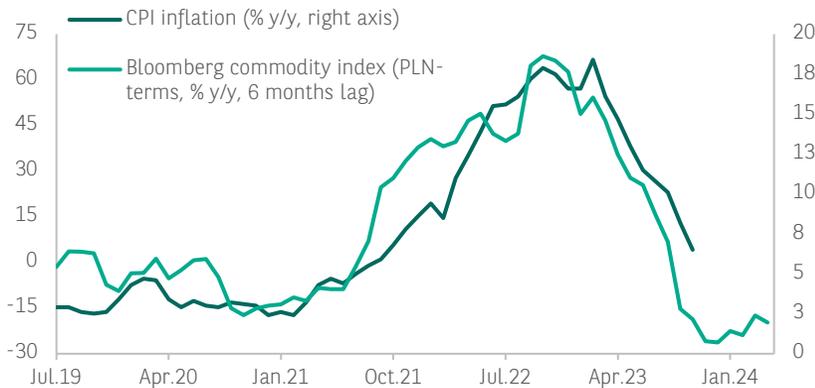
# GDP, economic backdrop and inflation

Economy is slowly picking up; disinflation to continue in the near-term

## Slightly better data on activity in Q3 2023; stronger investment key to support long-term recovery



## Price pressure easing on cheaper commodities, but local factors will remain pro-inflationary



Poland's economy has been contracting in annual terms since early 2023. Activity data for Q3 suggest, however, that growth is starting to pick up, led by construction and consumer spending. As real incomes are set to rise over the coming quarters, the recovery should strengthen over time.

In order to sustain robust economic growth over the long-run, stronger investment is necessary, however. In this context a swift unblocking of EU funds will be key.

Headline inflation slowed into single-digits in Q3 and will continue easing in the next few months, mainly thanks to cheaper commodities. However, disinflationary base effects will probably fade by spring next year.

Meanwhile, local factors such as wages and fiscal transfers will act in the opposite direction rather adding to than subtracting from inflation.

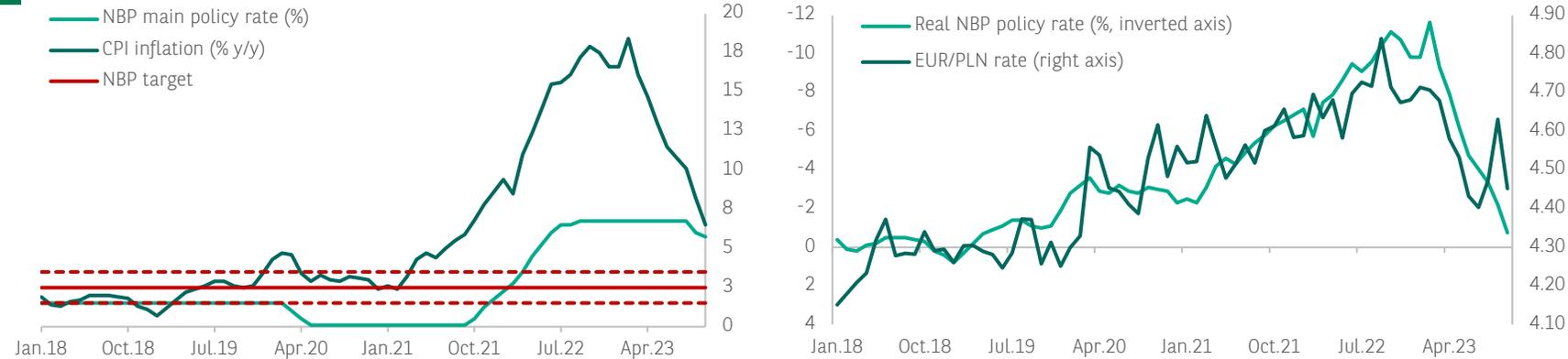
Energy tariffs and indirect taxes for next year are key factors for uncertainty regarding the profile of CPI prints in 2024.

Source: GUS, Eurostat, Macrobond, BNP Paribas

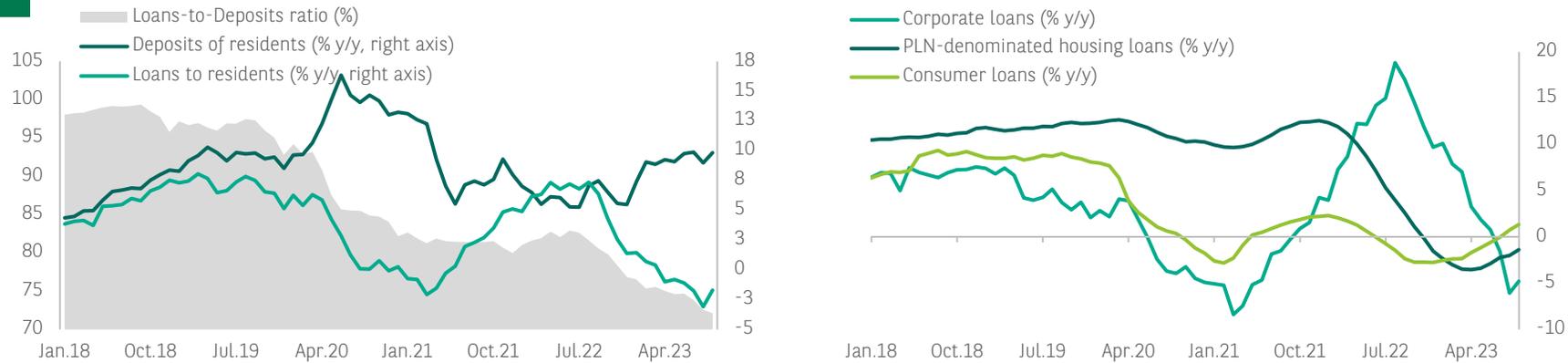
# Monetary policy, exchange rate and the banking sector

The National Bank of Poland started cutting interest rates; demand for credit with growth prospects

## Poland's central bank has commenced the easing cycle while the zloty benefits from stronger market sentiment



## Banking sector: Private sector net deleveraging continues, but credit demand is slowly picking up



In September and October, Poland's Monetary Policy Council cut official interest rates by a total of 100 basis points with the main reference falling to 5.75%. Slowing inflation may support further monetary easing in the near-term, but the window of opportunity for further interest rate cuts could close as soon as spring 2024.

Following parliamentary elections the zloty has regained its strength, with EUR/PLN falling below 4.50. The move is supported by both improving prospects for EU funds inflow as well as real interest rates turning less negative on swift disinflation, exceeding the scale of monetary easing.

The weakness of the economy together with still-high interest rates has been weighing on private sector credit demand. Yet, the latest data may suggest that the low point in terms of credit activity is either near, or has already been passed. The volume of lending to the households' segment is already rising, while the scale of the slump in corporate loans is turning less negative.

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



03

**FINANCIAL  
RESULTS**

# Key financial data - 9M 2023

Continuation of trends visible in H1 2023. Increase in cost of CHF provisions ~PLN 1 billion after 3 quarters of 2023

## > Financial results

Net profit	<b>PLN 1,393 million</b>	<b>+637.8% y/y (PLN +1,204 million)</b>
Net banking income	<b>PLN 5,457 million</b>	<b>+50.2% y/y (PLN +1,825 million), of which:</b> net interest income: PLN 3,804 million, +67.1% y/y net fee & commission income: PLN 920 million, +5.1% y/y net trading income: PLN 757 million, +57.2% y/y
Expenses	<b>PLN -2,272 million</b>	<b>-0.6% y/y (PLN +13 million)</b>
Expenses (w/o BFG & IPS)	<b>PLN -2,148 million</b>	<b>+11.5% y/y (PLN -221 million)</b>
C/I Ratio	<b>41.6%</b>	<b>-21.3 pp y/y</b>
C/I Ratio (w/o BFG, IPS & credit holidays)	<b>39.6%</b>	<b>-2.3 pp y/y</b>
Cost of provisions for CHF portfolio	<b>PLN -961 million</b>	<b>+169.5% y/y (PLN -605 million)</b>
Net impairment write-offs	<b>PLN +40 million</b>	<b>PLN +259 million y/y</b>

## > Volumes

Assets	<b>PLN 157 billion, +7.2% y/y</b>
Loans (gross)	<b>PLN 92 billion, -5.0% y/y</b>
Customer deposits	<b>PLN 124 billion, +8.4% y/y</b>
Equity	<b>PLN 13 billion, +20.9% y/y</b>

## > Indicators

Total Capital Ratio	<b>16.33%</b>
Tier 1	<b>12.13%</b>
MREL standalone (% TREA)	<b>18.09%</b>
ROE	<b>15%</b>
BVPS (PLN)	<b>88.9</b>
Net loans/deposits	<b>72%</b>
LCR	<b>195%</b>
NSFR	<b>147%</b>

# Loan portfolio

Increase in consumer loans, loans for farmers and leasing, with no rebound in other credit products

## Gross Customer loans\* [PLN million]



### Individual Customers' portfolio:

- decrease in the value of PLN mortgage loans (-1.4% q/q, -4.8% y/y),
- another quarterly increase in the portfolio of cash loans (+2.1% q/q, +2.4% y/y).

### Institutional Customers' portfolio:

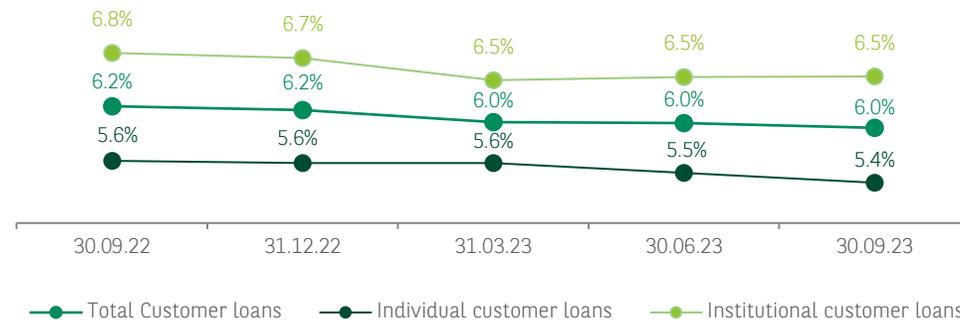
- slight decrease in the portfolio of enterprises (-1.0% q/q, -5.8% y/y),
- increase in the portfolio of individual farmers (+3.9% q/q, -7.5% y/y) and the leasing portfolio (+4.8% q/q, +9.7% y/y).

### The value of sustainable financing in the loan portfolio:

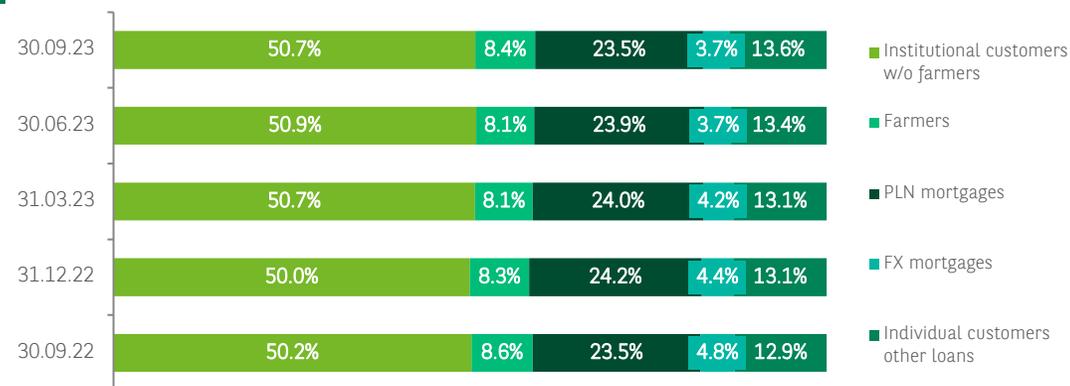
PLN 8,903 million at the end of Q3 2023 (+5.4% q/q, +56.4% y/y).

\* including the portfolio measured at fair value

## Market shares [%]



## Gross loans structure [%]

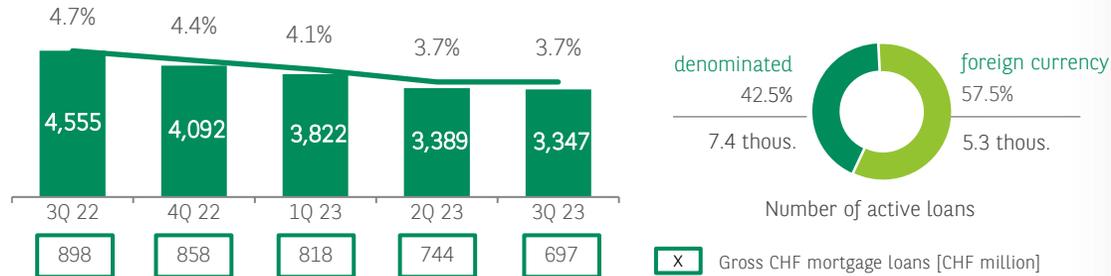


# CHF mortgage loan portfolio

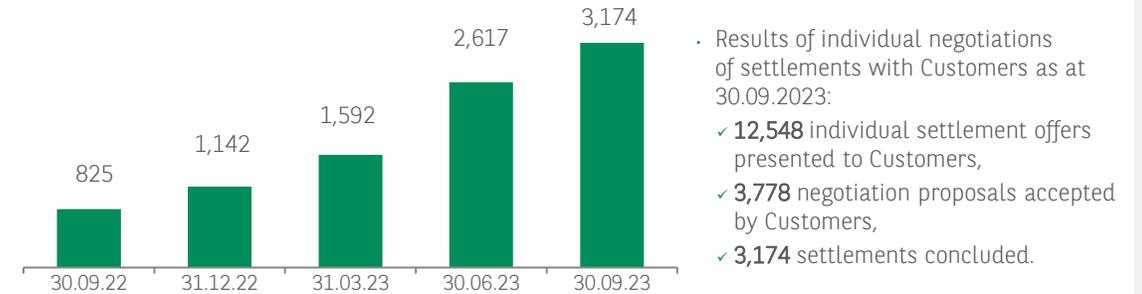
Further increase in provisions determined by the number of lawsuits and settlements with Customers. Cost of CHF provisions crucial from the financial point of view

## > Gross CHF mortgage loans [PLN million]

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

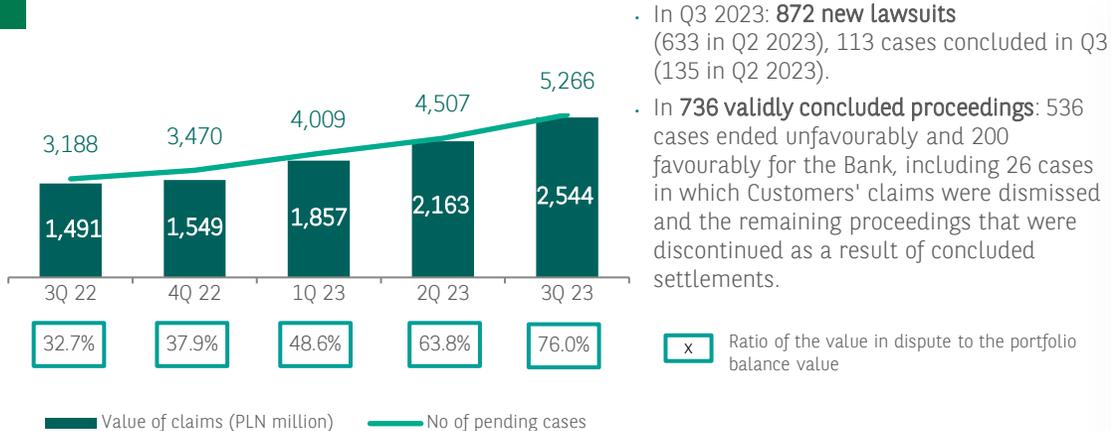


## > Number of settlements concluded with Borrowers



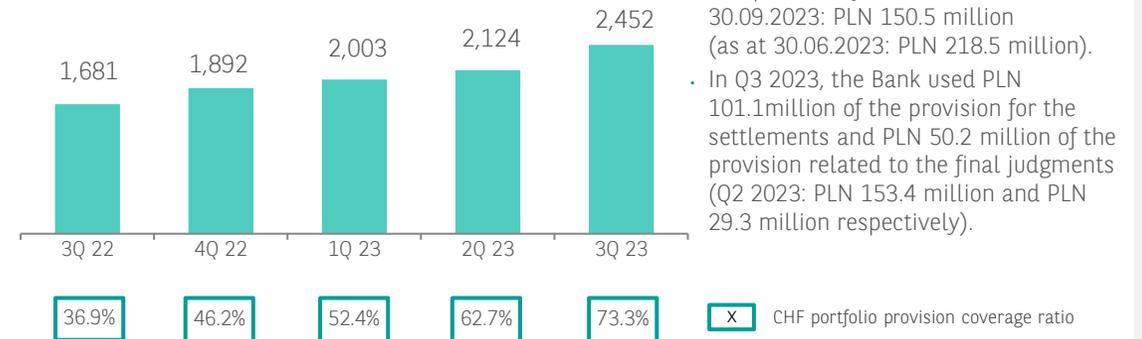
- Results of individual negotiations of settlements with Customers as at 30.09.2023:
  - ✓ 12,548 individual settlement offers presented to Customers,
  - ✓ 3,778 negotiation proposals accepted by Customers,
  - ✓ 3,174 settlements concluded.

## > Lawsuits filed by Customers



- In Q3 2023: **872 new lawsuits** (633 in Q2 2023), 113 cases concluded in Q3 (135 in Q2 2023).
- In **736 validly concluded proceedings**: 536 cases ended unfavourably and 200 favourably for the Bank, including 26 cases in which Customers' claims were dismissed and the remaining proceedings that were discontinued as a result of concluded settlements.

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

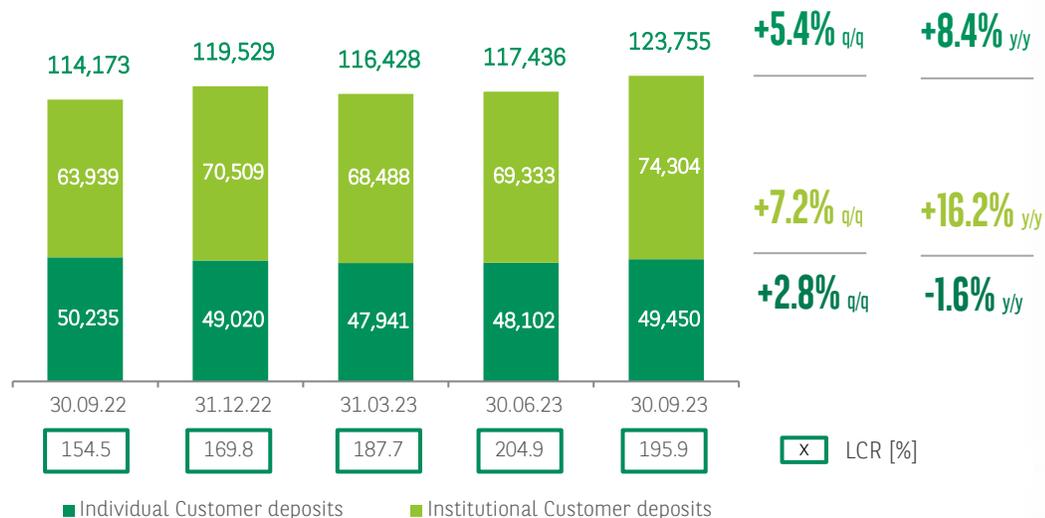


- The provision for the settlements as at 30.09.2023: PLN 150.5 million (as at 30.06.2023: PLN 218.5 million).
- In Q3 2023, the Bank used PLN 101.1million of the provision for the settlements and PLN 50.2 million of the provision related to the final judgments (Q2 2023: PLN 153.4 million and PLN 29.3 million respectively).

# Customer deposits

Comfortable liquidity position. Acceleration of the growth of deposit volumes in both Customer segments

## Customer deposits [PLN million]



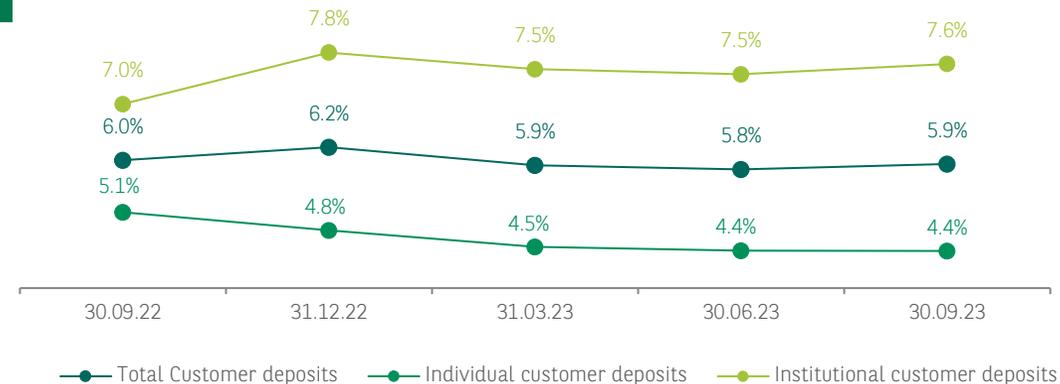
Customer deposits:

- institutional Customers w/o Farmers: +6.4% q/q, +16.6% y/y
- individual Customers: +2.8% q/q, -1.6% y/y
- Farmers: +15.0% q/q, +45.7% y/y
- Public sector: +15.4% q/q, -9.6% y/y

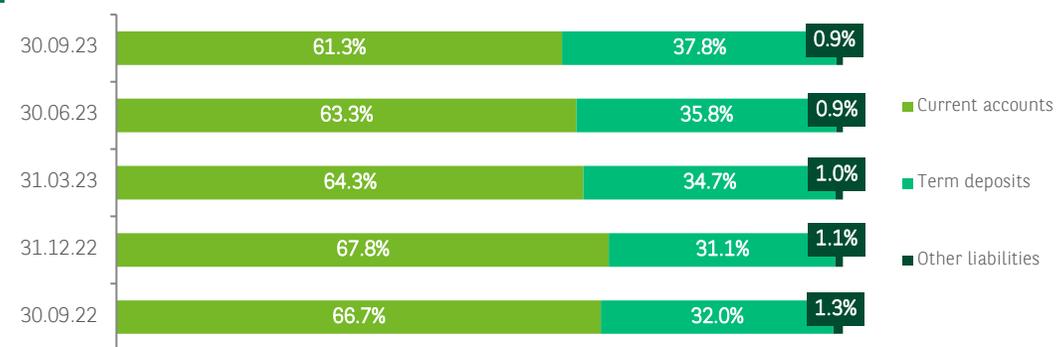
Further increase in the share of term deposits. Share of term deposits in total Customer deposits in Q3 2023 at 37.8%, +2.0 pp q/q:

- individual Customer deposits 45.4%, +1.7 pp q/q
- institutional Customer deposits 32.7%, +2.5 pp q/q

## Market shares [%]

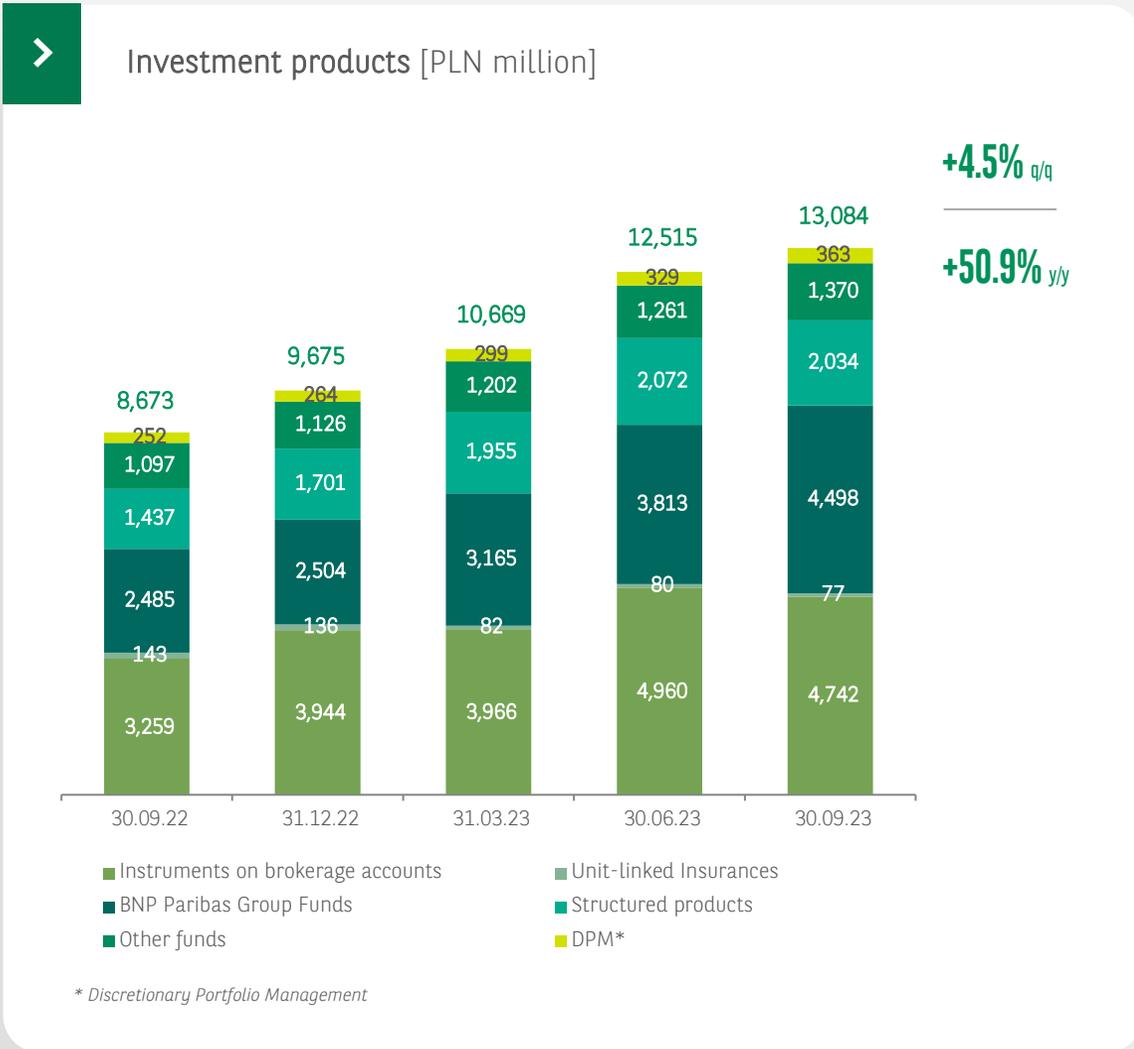


## Deposits structure [%]



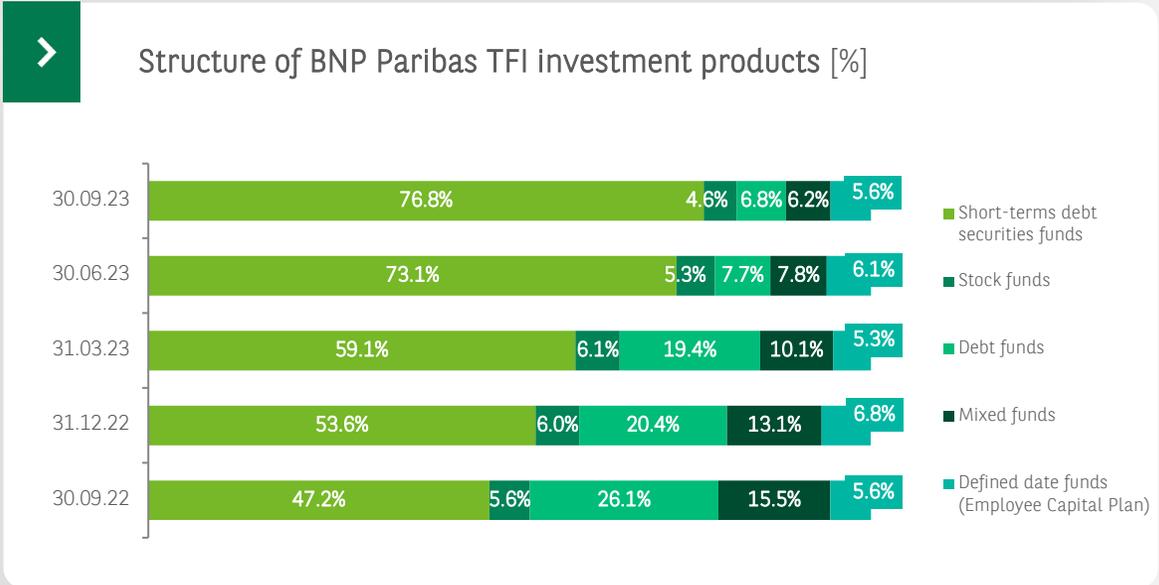
# Investment products

Significant increase in the value of investment funds



## Increase in investment products volume

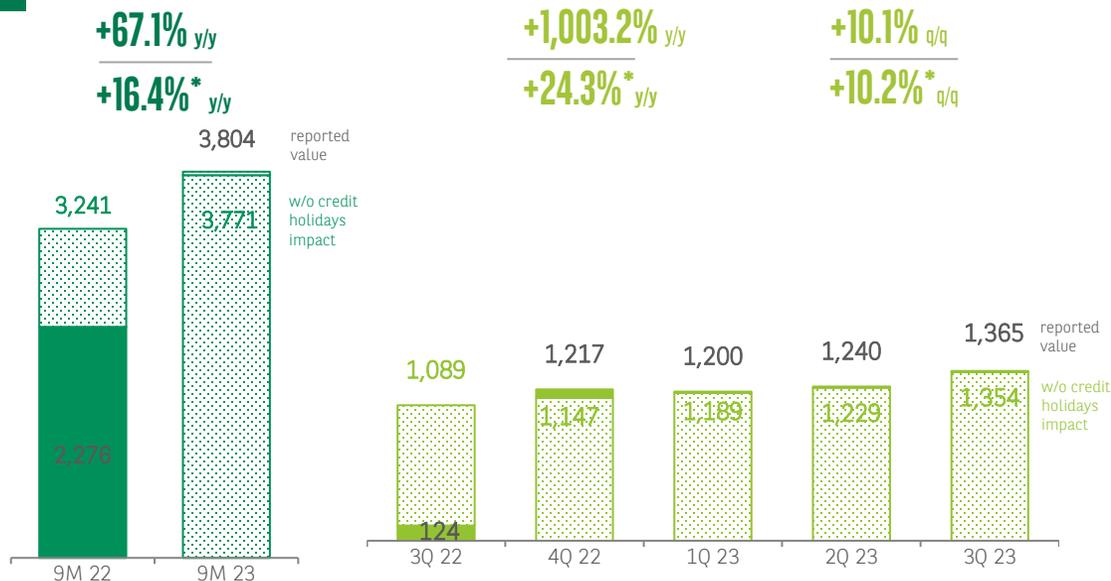
- In Q3 2023, there was a further increase in the value of funds invested in investment funds of the BNP Paribas Group (+81.0% y/y, +18.0% q/q).
- Customers' interest in subfunds investing in the market of short-term debt instruments is maintained.
- Significant y/y increase in the value of Customers' assets on brokerage accounts (+45.5% y/y) with a slight q/q decrease (-4.4% q/q).



# Net interest income

Further improvement in net interest margin. Better quarterly result from hedge accounting, increase in revenues from investing excess liquidity and decrease in financing costs

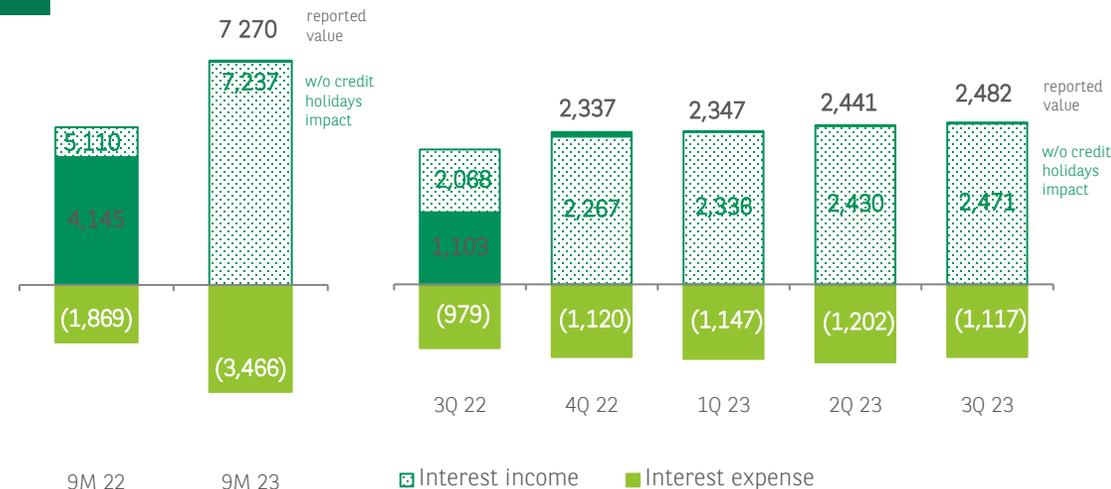
## Net interest income [PLN million]



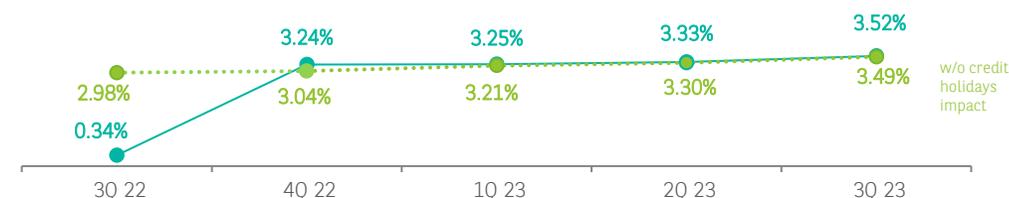
- 9M 2022 result burdened by the negative impact of credit holidays in the amount of PLN -965 million. Additionally, the average level of interest rates is higher in 9M 2023 (higher deposit and loan margins vs 9M 2022) and improved interest income from investing excess liquidity ((from securities and reverse repo transactions).
- Quarterly impact of credit holidays at the same level as in the two previous quarters (release of PLN 11 million).
- Increase in interest income on the securities portfolio and reverse repo transactions by PLN 74 million q/q.
- Further improvement of net interest income on derivatives as part of fair value hedge accounting by PLN 40 million q/q.
- The cost of Customers' deposits in PLN at the end of September 2023 lower by 31 bps q/q (-6 bps y/y).

\* w/o impact of credit holidays

## Net interest income and expenses [PLN million]

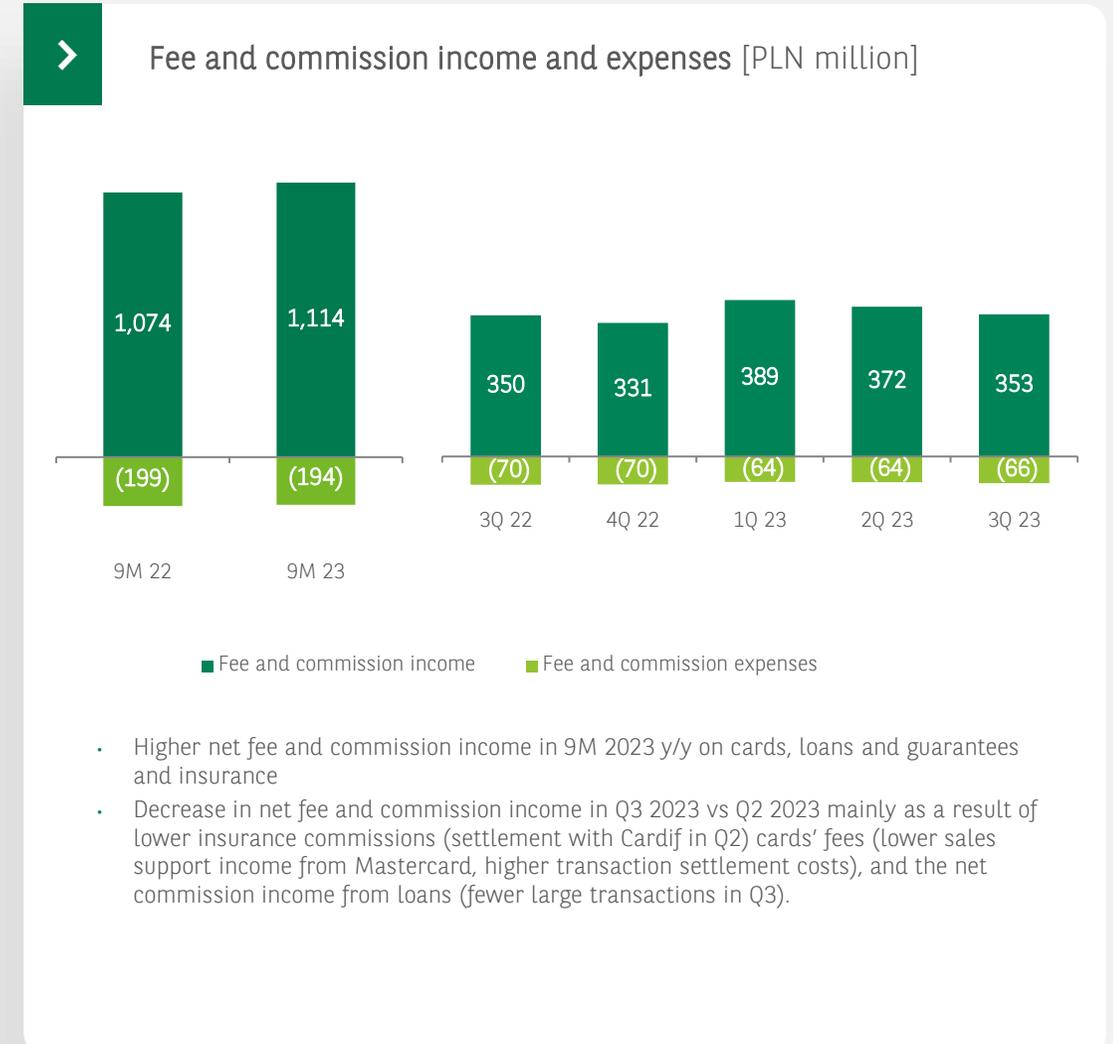
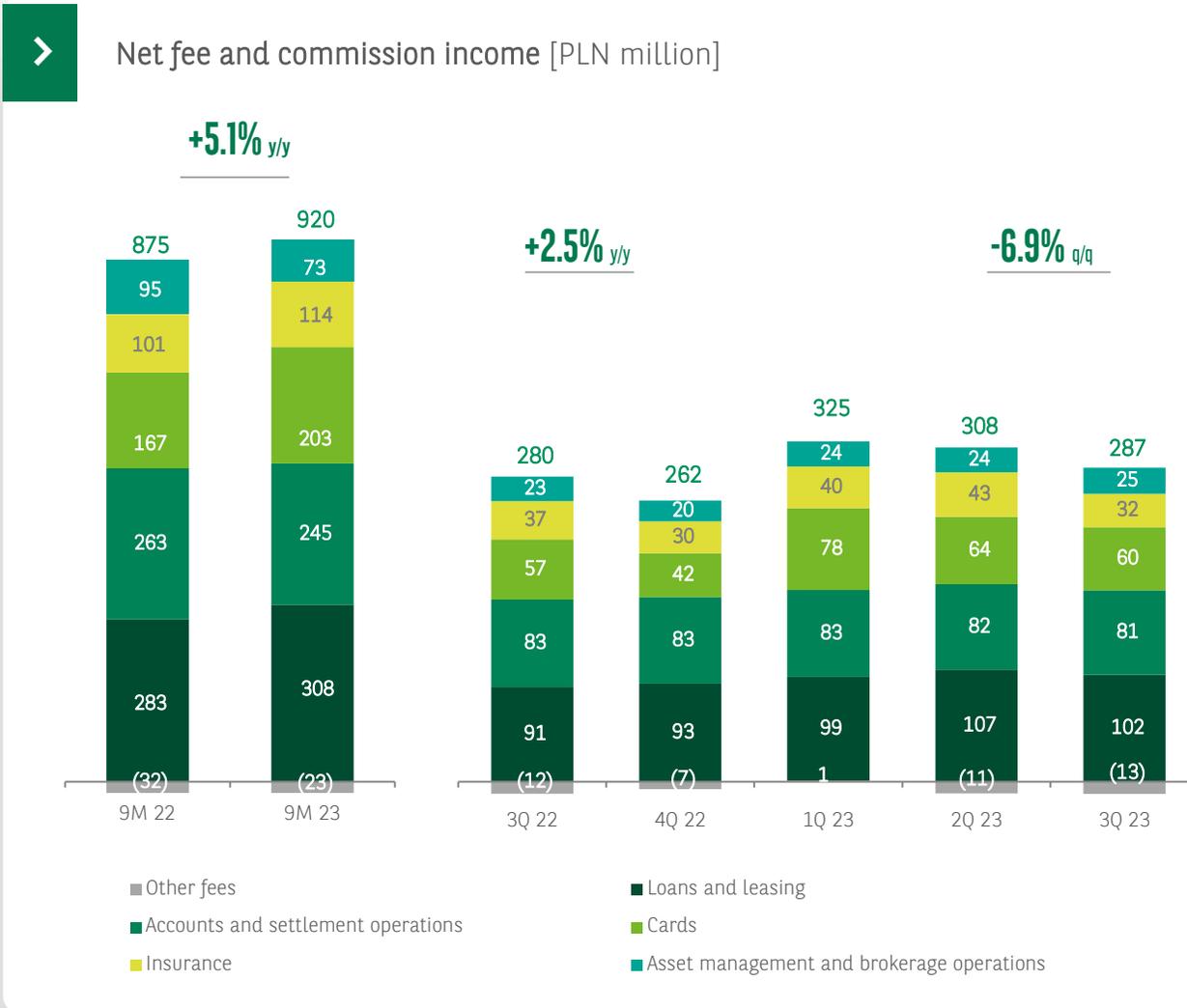


## Net interest margin, quarterly [%]



# Net fee and commission income

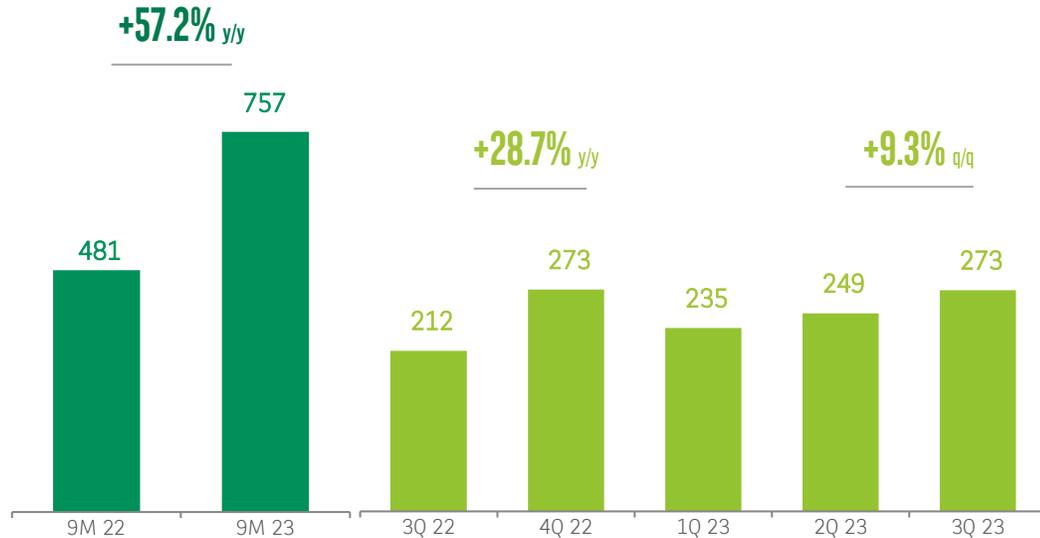
Maintaining a relatively high quarterly level of fee & commission income despite lower income on insurance and loans



# Net trading and investment income

Increase in quarterly net trading income due to better result on transactions with Customers (single large transaction)

## > Net trading income [PLN million]



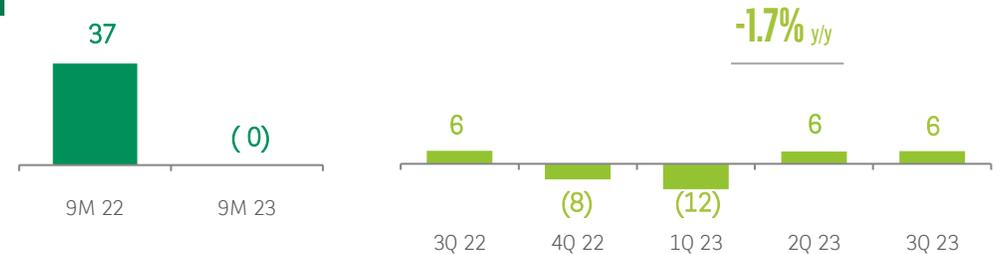
- Higher net trading income in 9M 2023 y/y, mainly due to the increase in the result on transactions with Customers (+10.9% y/y), better result on FX swap transactions (change from the negative result in 9M 2022 to a positive result in 9M 2023), improvement in the valuation of IRS hedging the valuation of the loan portfolio measured at FV and the valuation of the Bank's shares in infrastructure companies (Visa, MC, KIR, BIK).
- Increase in net trading income in Q3 2023 vs Q2 2023 primarily as a result of higher margin results on currency and derivative transactions with Customers despite the lower valuation of the Bank's shares in infrastructure companies (Visa, MC, KIR, BIK). Net trading income in Q3 2023 includes PLN 28.7 million impact of the large IRS transaction with a Corporate Client.

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

*included in net trading income*



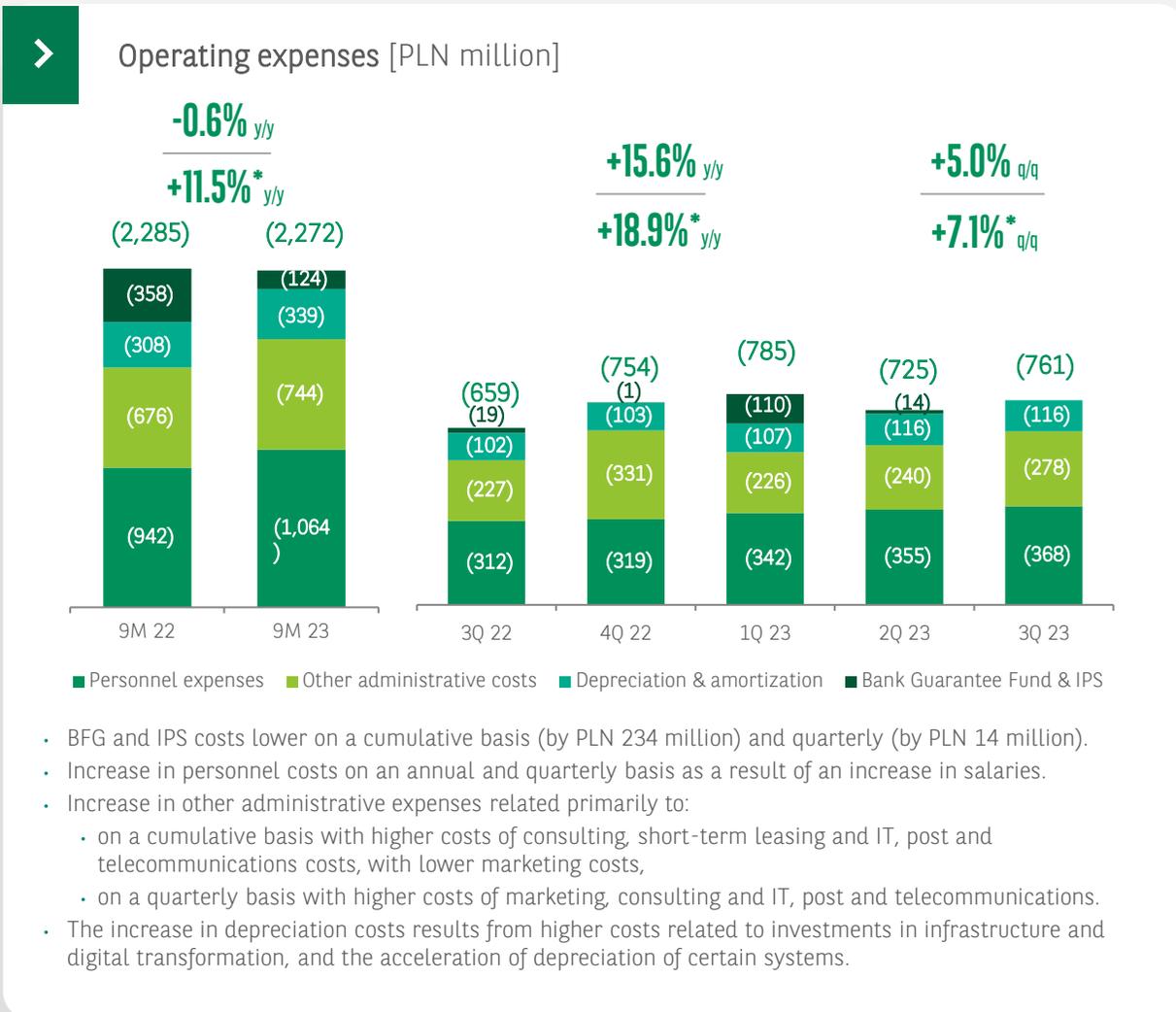
## > Net investment income [PLN million]



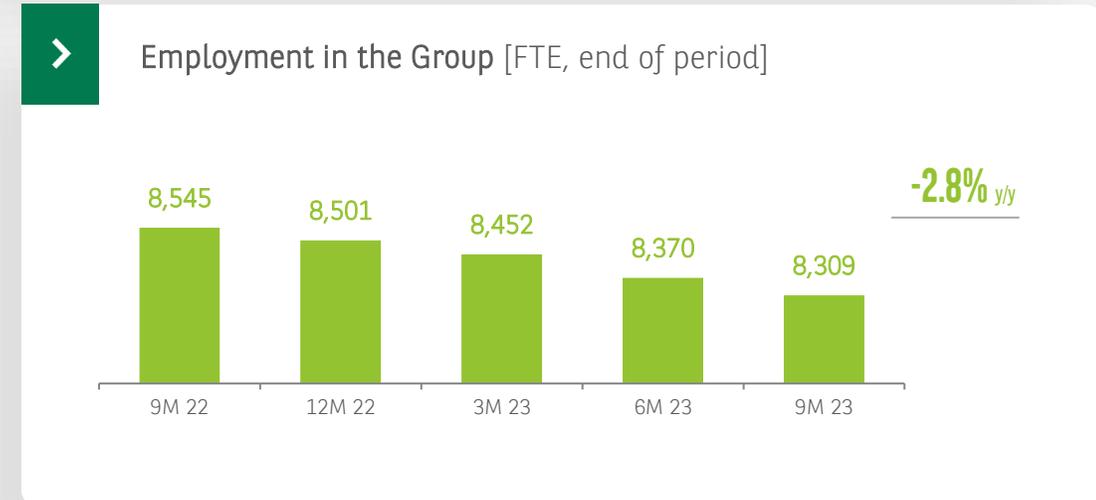
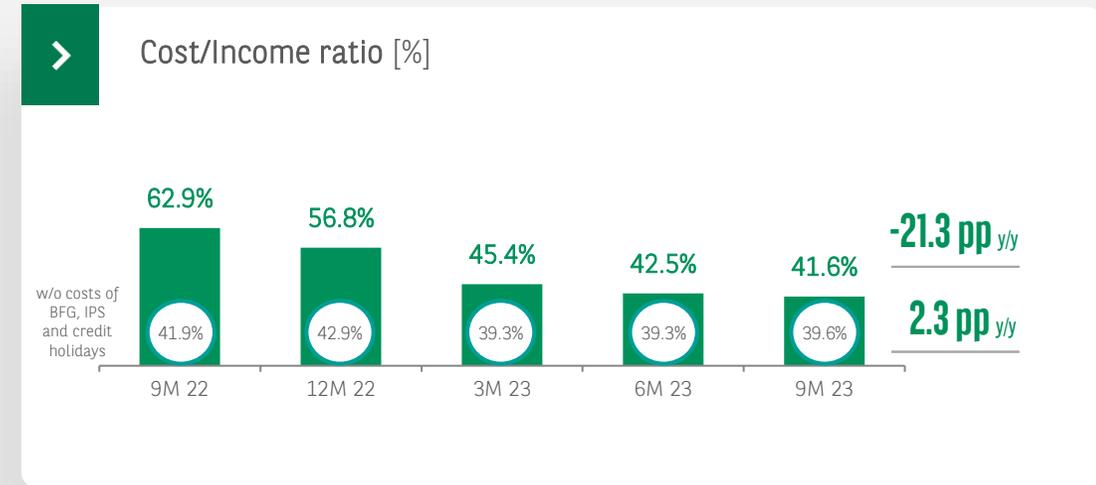
- Changes of net investment income y/y as a result of fluctuations in the valuation of the loan portfolio measured at fair value (PLN -8.6 million vs +33.5 million in 9M 2022).

# Operating expenses, depreciation and amortization

Operating expenses under inflation pressure. Increase in personnel and administrative costs



\* w/o BFG and IPS costs

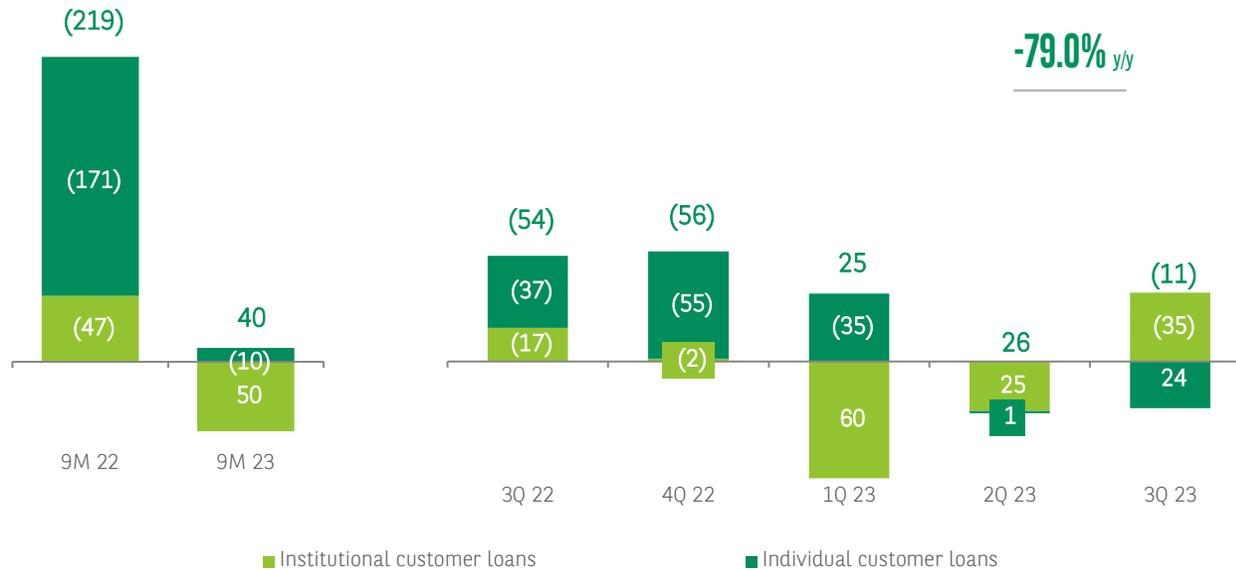


# Net allowances on expected credit losses

Cost of risk confirming very good quality and resilience of the loan portfolio, supported by the impact of positive one-offs in 9M 2023



Cost of risk by segments [PLN million]



[bps]	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23
Quarterly cost of risk*	(23)	(24)	+11	+12	(5)

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

In the first three quarters of 2023, the cost of risk result was positive and amounted to PLN 40 million, mainly as a result of material recoveries from the institutional customer portfolio and the release of provisions related to macroeconomic expectations update (created mainly in 2022).

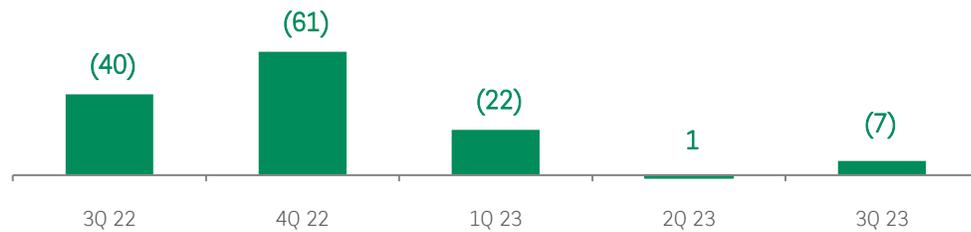
The level of the cost of risk in Q3 2023 was impacted by the continuing good quality of loan servicing, expressed in a stable level of default status entries. The better results in Q1 and Q2 were influenced by significant recoveries on clients assessed individually in default status. In addition, the result on expected credit losses was affected by:

- release of PLN 79 million of provisions as a result of updated expectations of macroeconomic factors (forward looking), including PLN 67 million in the individual customer segment and PLN 12 million in the institutional customer segment,
- creation of PLN 29 million of provisions as a result of recovery parameters update in the LGD model, including PLN 25 million in the institutional clients segment and PLN 4 million in the micro-enterprise segment,
- release of PLN 8 million of the provisions for potential future materialization of risk as a result of a review of the list of clients who are most sensitive to the current macroeconomic and geopolitical situation (institutional client segment).

# Mortgage loans - credit risk overview

Stable and good quality of the portfolio, low risk materialization

## > Cost of risk [PLN million]

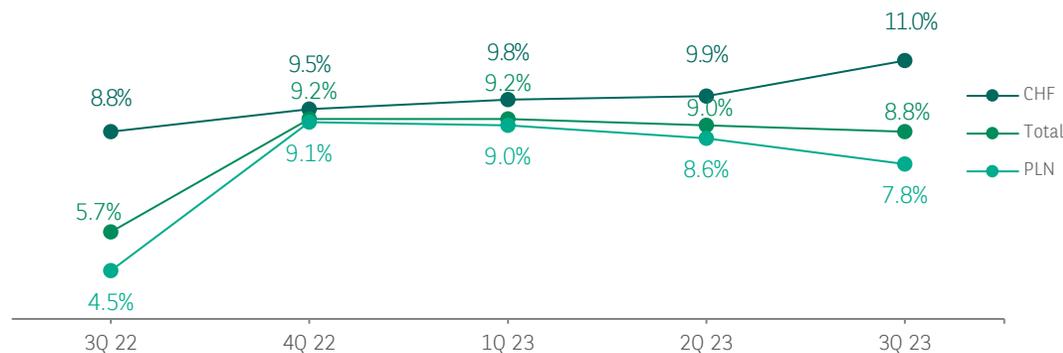


**Cost of risk** in Q3 2023 includes an additional PLN 4 million of provisions as a result of change in the recovery parameters in the LGD model (including PLN 13 million additional provisions on the CHF portfolio and PLN 9 million provisions release on other mortgage loans) and the release of PLN 8 million of provisions as a result of macroeconomic factors projection update (forward looking).

The lower cost of risk in 2023 compared to the previous year results mainly from the creation in 2022 of provisions for the potential future materialization of risk related primarily to macroeconomic environment.

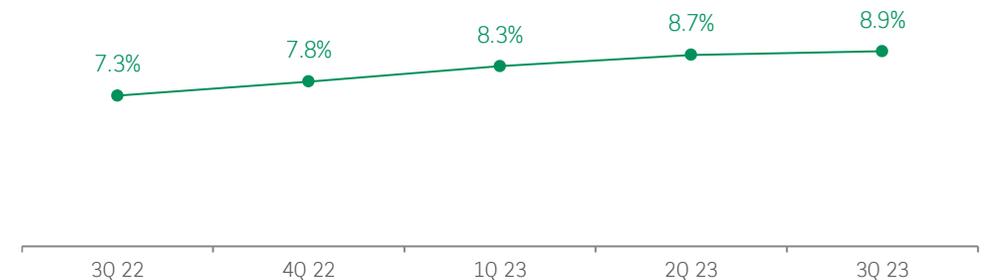
## > Provision coverage of gross loan portfolio - Stage 2

Changes in Stage 2 coverage mainly due to changes in recovery parameters



## > Share of Stage 2 in gross loan portfolio

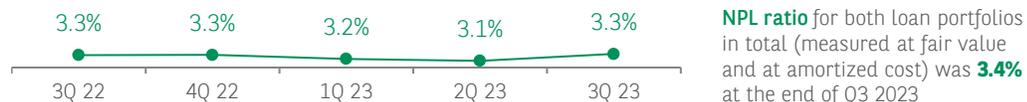
Increase in share of Stage 2. e.g. as a result of the decrease in the gross value of the portfolio - limited new production and repayments



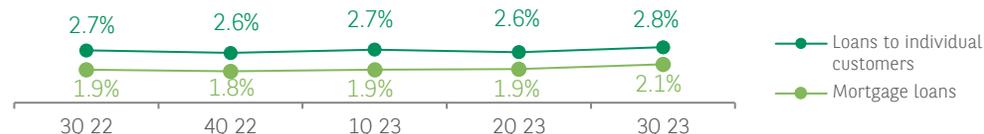
# Loan portfolio quality

Stable low level of the Stage 3 share in the loan portfolio

> Total loans – share of Stage 3 in the portfolio measured at amortized cost\*



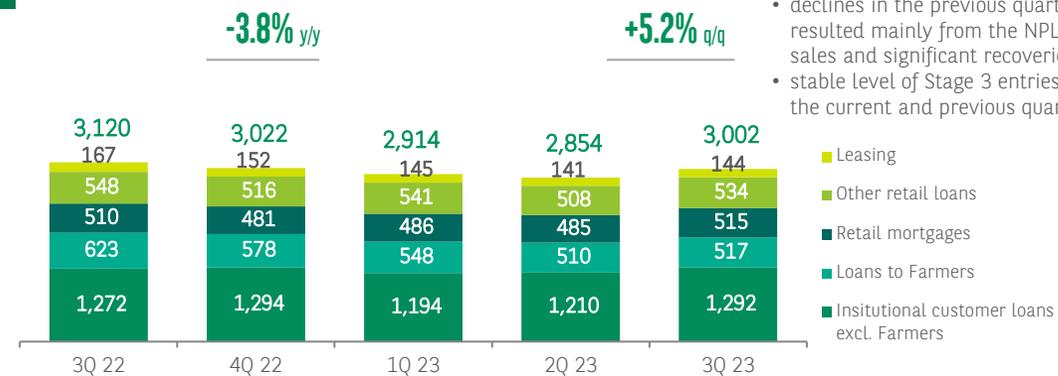
> Loans to Individual Customers – share of Stage 3



> Institutional loans – share of Stage 3



> Gross impaired (Stage 3) portfolio [PLN million]

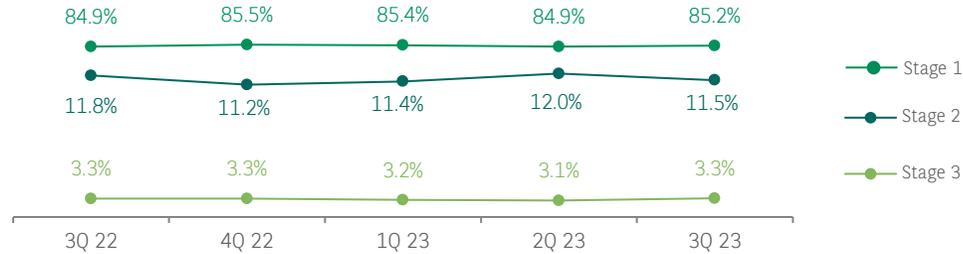


Data for portfolio measured at amortized cost unless otherwise stated.

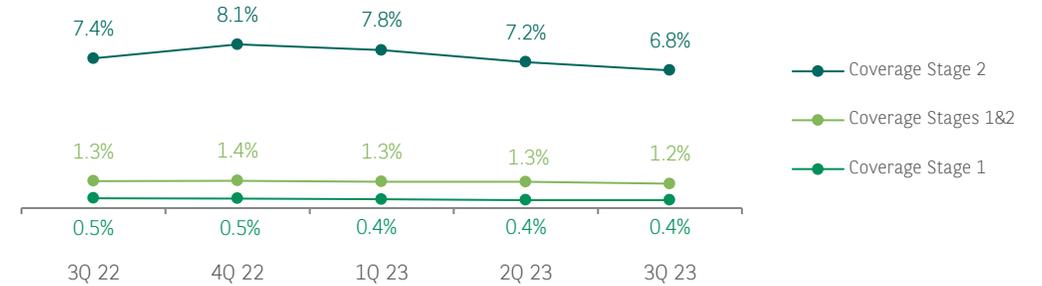
# Loan portfolio quality

Stable loan portfolio quality, adequate provisions coverage ratios

## Share of each Stage in gross loan portfolio



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



## Share of Stage 2 in gross loan portfolio



## Provision coverage for gross loan portfolio – Stage 3



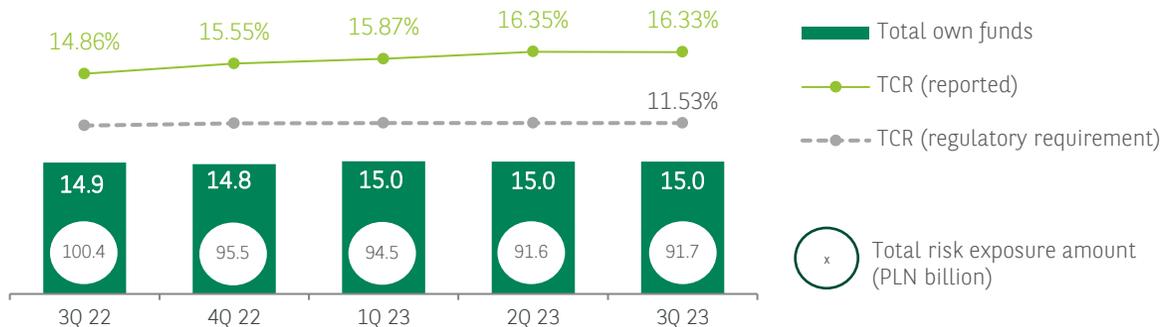
The coverage increase primarily due to the NPL portfolio aging

# Capital adequacy

Safe and stable capital position

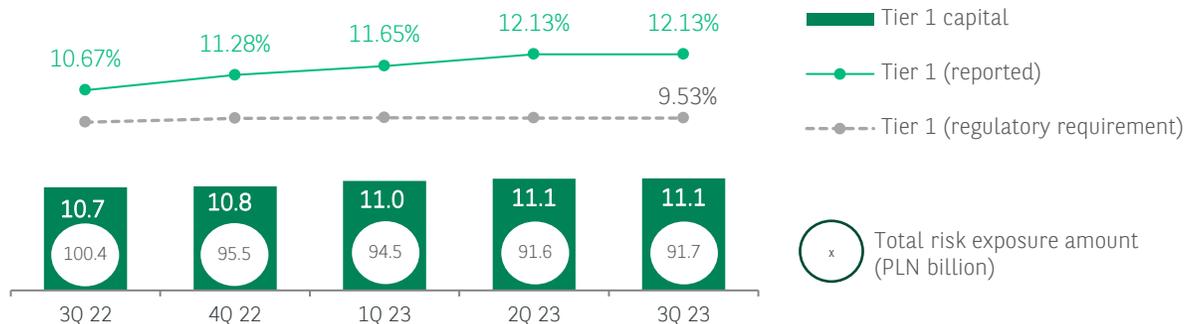
## ↑ TCR

+147 bps  
y/y



## ↑ Tier 1

+146 bps  
y/y



TCR and Tier 1 above the minimum regulatory requirement as at the end of Q3 2023: +4.8 pp and +2.6 pp, respectively

No significant changes in own funds and risk-weighted assets in the third quarter of 2023.

Specific regulatory capital requirements for the Bank at the end of Q3 2023:

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



04

**SUMMARY  
& OUTLOOK**

## Medium-term outlook

Execution of the strategic priorities of the Bank while addressing the sector-wide challenges. Uncertainty about the development of the economic situation and its impact on the banking sector

### MACROECONOMIC ENVIRONMENT

- Possible further interest rates cuts in 2023 and 2024
- Slower pace of inflation decline. Readings significantly above the inflation target throughout the entire 2024
- Return to moderate economic growth supported by private consumptions
- Decisions regarding future fiscal and economic policies after new government is established
- International tensions with escalation risk

### THREATS AND CHALLENGES FOR THE BANKING SECTOR

- Uncertainty about evolution of the foreign currency mortgage loans situation
- Potential extension of credit holidays for mortgage loans
- New regulatory requirements for the sector (e.g. long-term financing ratio)
- Possible difficulty to increase lending activity in case of high financial burdens for the sector

### PRIORITIES OF THE BANK

- Increase in the Customer satisfaction, focus on Premium individual Customers, corporate business and food processors
- Optimizing customer service model and costs
- Continued transformation of systems & processes
- Efficient capital management - focus on return on assets
- Efficient cost management in wage and inflation pressure environment

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



05

**BUSINESS  
ACTIVITIES**

# Retail and Business Banking & Personal Finance

Increase in the number of Customers in the Premium Customers and Wealth Management.  
Further digitalization and remote sale share increase



## 4.1 million

Retail Customers\*

-73 thous. -2% y/y  
+3 thous. +0.1% q/q

\* number of Customers presented according to the new definition adopted in Q2 2023

## Business development

**Deposits** – change in balance: PLN +4.2 bn, +7% q/q (+4% y/y)

**Loans** – change in balance: PLN +0.0 bn, +0% q/q (-7% y/y)

**Sales** – value in Q3, change q/q, Q3 23 vs Q3 22 dynamics:

- cash loan: PLN 0.95 bn, +0% (+16%)
- Micro loan (incl. leasing): PLN 1.39 bn, +82% (+99%)
- Micro account: 8.9 thousand., +25% (+4%)
- investment products\*\*: PLN 2.49 bn, +14% (+60%)

## Customer satisfaction

NPS relational survey - changes q/q

👍 NPS total +12  
Retail and Business Banking Customer

👍 NPS +13  
Mass Customer      👍 NPS +11  
Premium Customer

**Complaints** from Retail Banking customers **decreased** by 15% y/y

## Transformation

**New products in offer for the Customer:**

- mDowód and DIIA – a new form of identity identification in Customer service
- “Bezceenne Chwile” – Mastercard loyalty program for debit and credit cards
- BLIK deposit in foreign ATMs
- Microfactoring with Monevia
- Leasing with financing with EBI – for green products
- Temporary power of attorney – the ability to grant a new authorization for Micro Customers
- Automatic proposal of the maximum credit card limit at the beginning of the application process
- Providing instalment loans in stores using the GOMobile application

**Paperless and electronic signature:** 83 thousand cash transaction authorizations, 58% of all transactions in the quarter

## Digitalization

- 11.3 million **BLIK transactions** in Q3; +8% q/q (+50% y/y)
- 1.3 million **active mobile users:** +1% q/q (+5% y/y)
- 74 million **logins to mobile banking** in Q3; -3% q/q (+14% y/y)

Consistent increase in **digital sales share in total sales** of key products (number of cash loans: 45% in Q3 2023 vs 34% in Q3 2022 (E2E); number of investment products: 56% in Q3 2023 vs 13% in Q3 2022)

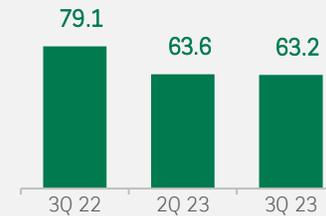
**New functionalities:**

- **in GOonline internet banking:** 4 types of certificates for a mortgage loan; applying under the Borrowers Support Fund, pre-approved process for credit cards and Micro loan, IKE retirement program – available remotely
- **in GOMobile mobile banking:** new fast deposit opening process with Autenti digital signature, GOMakler new mobile app for stock investors in Friends & Family phase

## Acquisition of Individual Customers\*

thous.

-20% y/y      -1% q/q



## Sale of personal accounts

thous.

-29% y/y      +0% q/q

— share of digital sales



## Sale of cash loans

PLN m

+16% y/y      +0% q/q

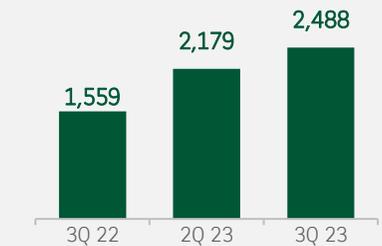
— share in digital sales (E2E)



## Sale of investment products\*\*

PLN m

+60% y/y      +14% q/q



\*\* Investment funds, investment deposits and structured certificates

**The Banker**  
INNOVATION IN  
DIGITAL BANKING  
AWARDS 2023  
Title of the most Innovative  
in digital banking in CEE region

Mediation-friendly financial institution.  
KNF President's Award for commitment  
to negotiating with Clients

**KNF**  
KOMISJA  
NADZORU  
FINANSOWEGO

**2. place**  
"Newsweek's Friendly Bank"  
in the traditional banking category

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**RANKING**  
NAJLEPSZE  
KONTA PREMIUM  
październik 2023  
**1**  
Bankier.pl

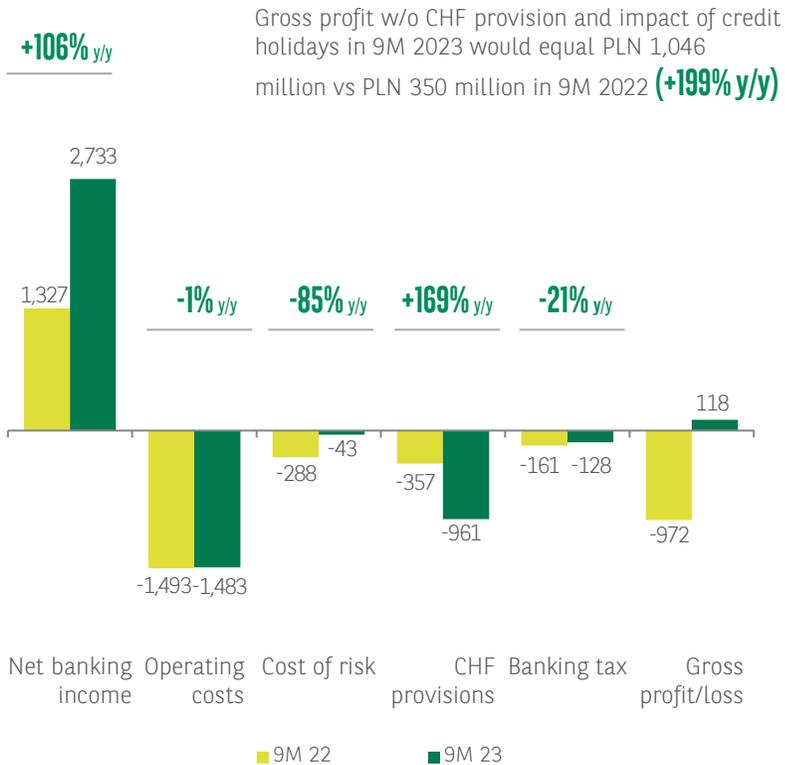
# Retail and Business Banking & Personal Finance

Improvement in all categories of core revenues. Stable operating expenses. Negative impact of CHF provisions accompanied with a low cost of credit risk

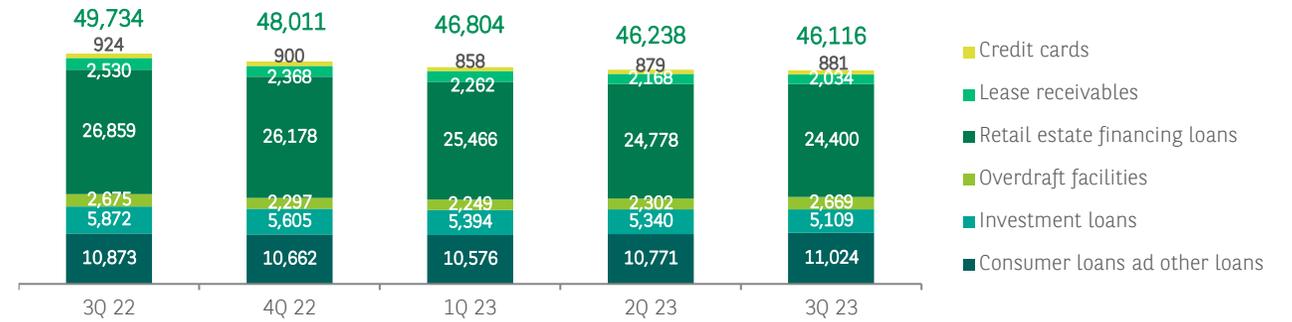
Segment's share in the Group's net banking income



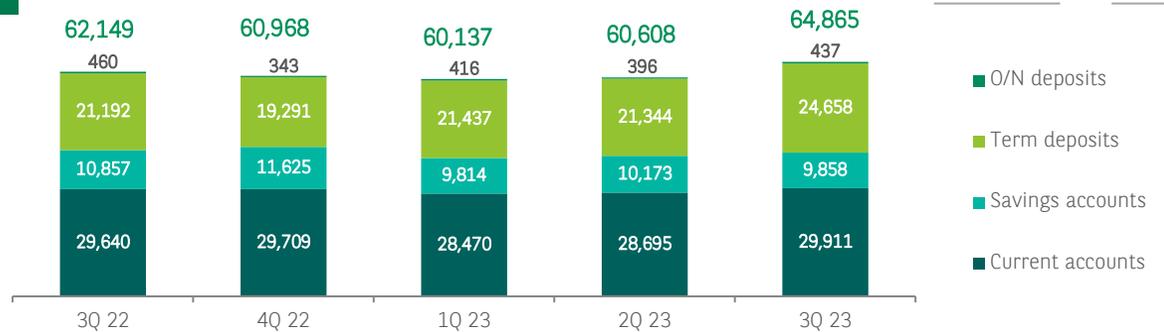
## Gross profit/loss structure [PLN million]



## Net loan portfolio\* [PLN million]



## Deposit portfolio\* [PLN million]



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

# Corporate & SME Banking

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



12.1 thous.

Corporate Customers\*

23.8 thous.

SME Customers\*

+0.1 thous., +1.1% y/y

-0.01 thous., -0.1% q/q

-0.6 thous., -2.5% y/y

-0.3 thous., -1.0% q/q

\* number of Customers presented according to the new definition adopted in Q2 2023

## Business development

- Further increase of income: in Corporate Banking +4% q/q, +36% y/y, in SME Banking +7% q/q, +28% y/y
- Continuation of growth of the sustainable finance portfolio: volume increase +7% q/q, +110% y/y, the entire portfolio value exceeded PLN 6.2 billion
- Leasing sales: PLN 1,051 million of new volume at the end of Q3 2023 for Corporate Customers +20% y/y (+7% q/q), PLN 384 million of a new volume for SME +8% y/y (-22% q/q)
- Increase in cross-selling and transactionality in the Trade Finance: revenues +8% q/q, +28% y/y
- Increase in business scale in the Treasury area: revenues +18% q/q, +9% y/y

## Transformation and digitalization

- Development of the GO Business ecosystem: finalization of the implementation of the new statement module
- The first loan product based on the WIRON rate (overdraft facility) in the Bank's offer
- Implementation of the video identity verification service in the company service process in Customer Service for Corporate Banking clients (for SME clients, the service is available in 1 of 3 regions)
- Continuation of Clients support in the area of energy transition and carbon footprint calculation, development of cooperation with Enviryly recognized with the Fintek Awards in the ImpactTech category

The BNP Paribas Group was awarded the title of **Western Europe's Best Bank in the Euromoney Global Real Estate Awards 2023** competition.



The award was granted for supporting real estate projects on many markets - including Poland. The project for the development of a logistics park in Bydgoszcz financed by the Bank, was indicated as one of those that contributed to obtaining the award.

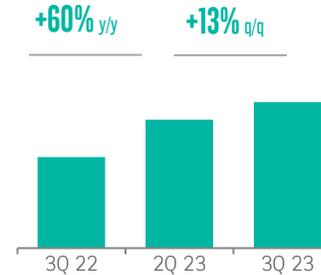
BNP Paribas Bank Polska with the title **the best bank in Poland for corporate customers**



## Further increase in cross-selling and transactionality [PLN million]

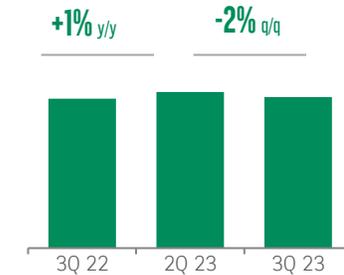
### Cash management

Revenues



### Foreign exchange transactions

Revenues



## Selected significant transactions carried out in Q3 2023

<p><b>Baltic Power</b> Project Finance for off-shore wind farm <b>EUR 4.4 billion</b> BNP PARIBAS Mandated Lead Arranger August 2023</p>	<p><b>EUROCASH</b> Working capital and general purposes financing <b>PLN 1 001 million</b> BNP PARIBAS Arranger, Mandated Lead Arranger July 2023</p>	<p><b>MODUS ASSET MANAGEMENT</b> Financing of acquisition of 93 MW PV installations <b>PLN 135 million</b> BNP PARIBAS Arranger, Original Lender, Hedging Bank, Facility and Security Agent July 2023</p>	<p><b>HILLWOOD</b> Rawa Mazowiecka Phase II <b>EUR 29.9 million</b> Construction Loan BNP PARIBAS Lender July 2023</p>	<p><b>INNOVA PRIME LABEL</b> Acquisition financing <b>PLN 63 million</b> BNP PARIBAS Mandated Lead Arranger, Lender July 2023</p>
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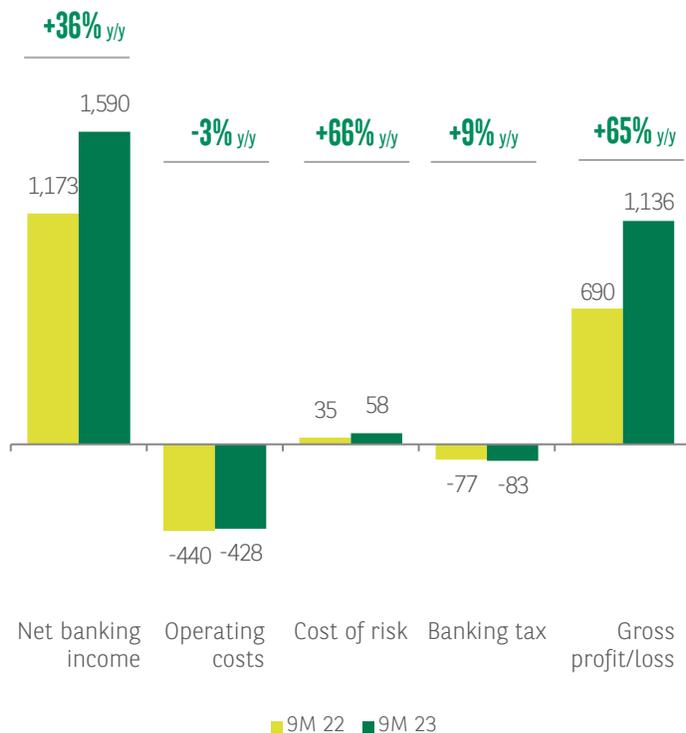
# Corporate Banking

Increase in NBI supported by high interest rates and higher Customer transactionality. Stable level of costs and positive impact of net allowances on expected credit losses

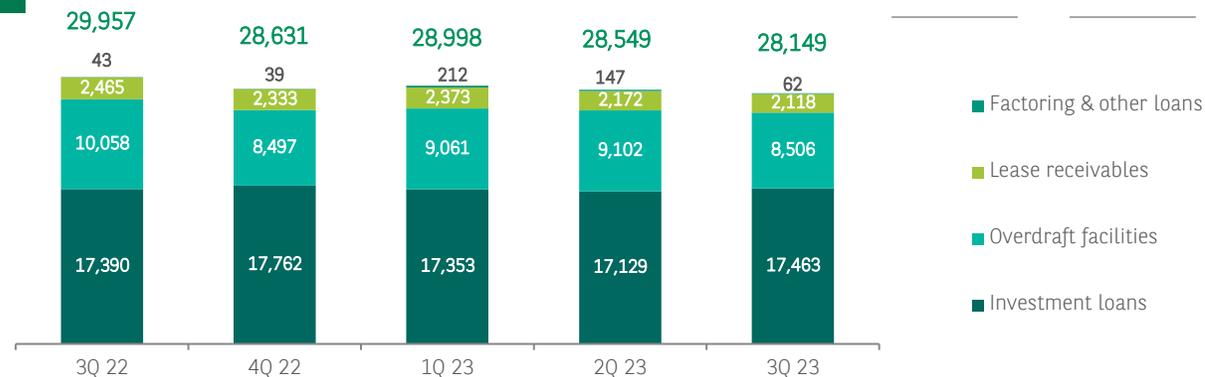
Segment's share in the Group's net banking income



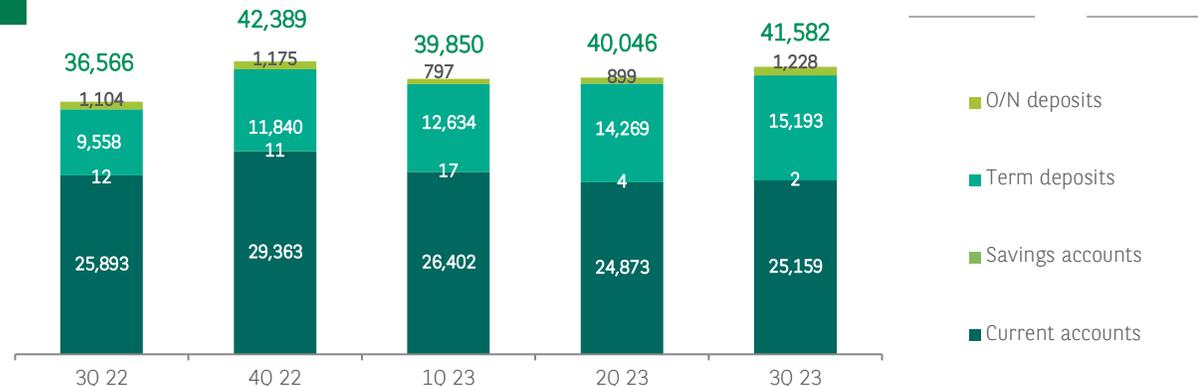
## Gross profit/loss structure [PLN million]



## Net loan portfolio\* [PLN million]



## Deposit portfolio\* [PLN million]



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

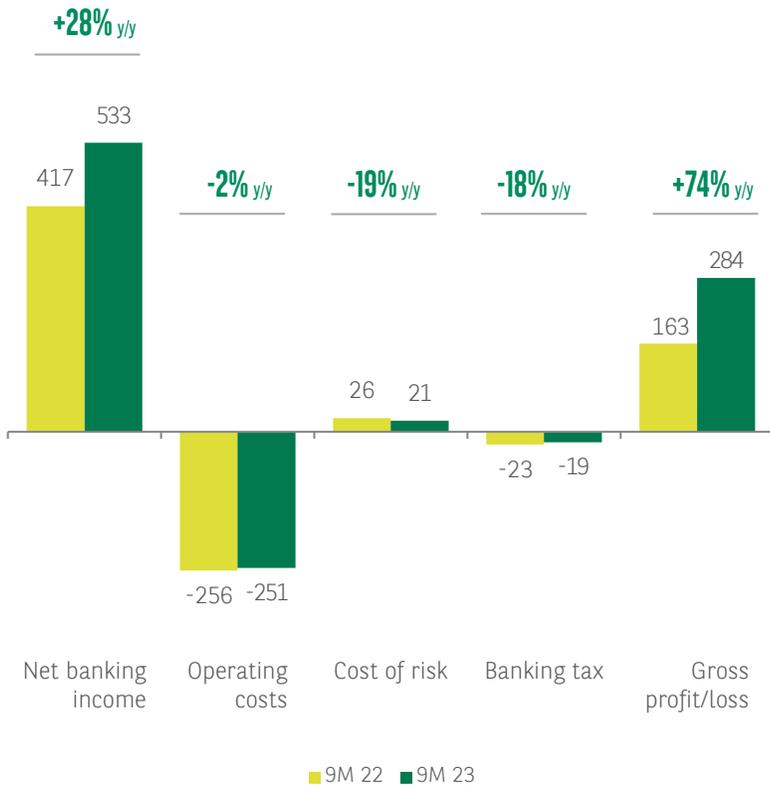
# SME Banking

Increase in income and gross profit supported by high interest rates.  
Stable level of costs and positive impact of net allowances on expected credit losses

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

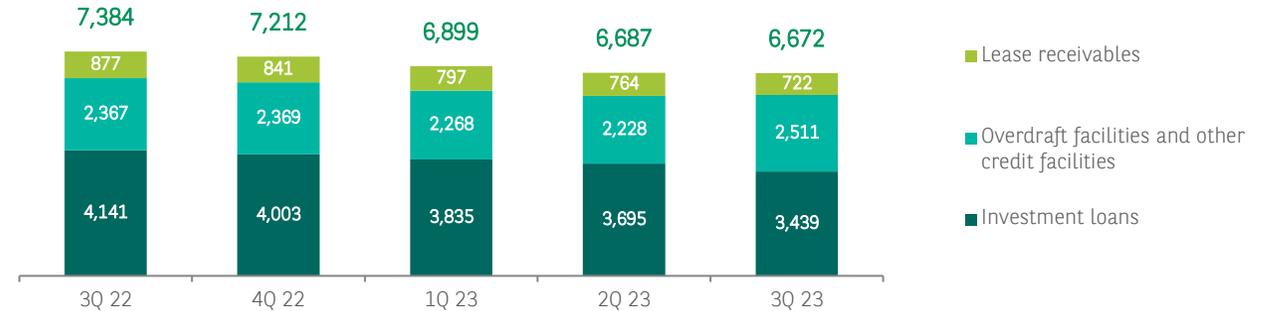


## Gross profit/loss structure [PLN million]



## Net loan portfolio\* [PLN million]

-9.6% y/y      -0.2% q/q



## Deposit portfolio\* [PLN million]

+11.3% y/y      +3.5% q/q



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

# Food & Agro Sector

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



**76.2 thous.** Food & Agro Customers

## Business development

- **Preferential liquidity loan for farmers** launched in cooperation with the Agency for Restructuring and Modernization of Agriculture (2% per year, up to PLN 400 thous., for up to 60 months). Results at the end of Q3:
  - Micro – contracts for an amount of PLN 878.8 million
  - SME – contracts an amount of PLN 115.9 million
- **Preferential crop loan** for entities engaged in grain trading / purchase, soft fruit buying or freezing, or agricultural seed trading (2% per year, up to PLN 40 million, for up to 18 months). Loans granted from 11 September. By the end of September: **applications for an amount of PLN 736.7 million.**
- New improved product offer for Agro farmers and processors in SMEs:
  - increase of the maximum amount of the Agro Ekspres loan from PLN 2 million to PLN 3 million
  - possibility of granting loans in foreign currencies (EUR and USD) to farmers on full accounting

## Sales support actions and relations with Customers

### Active participation in industry events:

- AGRO SHOW 2023 - presentation of the Agro product offer at the largest agricultural exhibition in Europe
- Knowledge partner of Sustainable Food Production Group at UN Global Compact Network Poland
- Next editions of analytical commentaries as part of the Food & Agro Sonar series
- 12 dedicated meetings with clients on the situation and trends in the food industry
- Fish Congress 2023 - annual meeting of management of the fishing industry, speech "*The financial situation of the fish processing sector - present, future*"

## agronomist



- more than **168 ths.** users\*
- more than **504 ths.** visits till Q3 2023
- more than **50%** of users are women

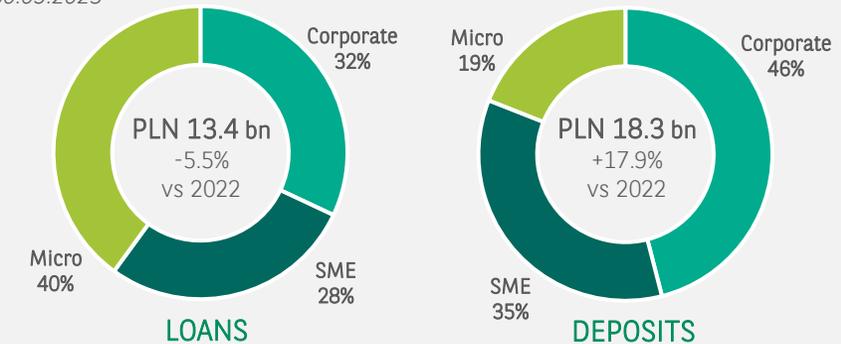
### Initiatives implemented in 2023

- **Agroemisja** – launch of the first carbon footprint calculator in Polish for pigs production
- **Energy efficiency calculator** – development of calculation models for energy optimization of Food & Agro enterprises
- **SEO optimization** – development of a new strategy for positioning the Agronomist platform and its functionalities on internet search engines

\* unique users visiting the portal till Q3 2023

## Food & Agro volumes

30.09.2023



## Loan portfolio

gross, PLN billion



# Bank subsidiaries

Positive impact of favourable trends on the debt securities market on TFI activities and assets growth in Q3 2023. Further growth of leasing assets

## BNP Paribas Towarzystwo Funduszy Inwestycyjnych S.A.

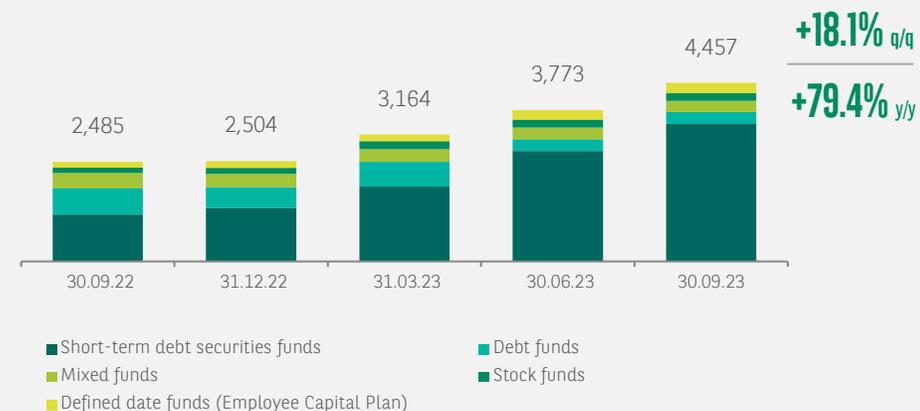
- The value of assets under management at the end of Q3 2023 amounted to PLN 4.5 billion (+18.1% q/q). In this period, the value of assets of capital market investment funds in Poland increased by 4.4%.
- In Q3 2023, the Company recorded further growth of AUM, mainly in short-term debt funds. The share of BNP Paribas TFI Funds in net sales on the local market amounted to 8.3% in Q3 (PLN 613 million out of PLN 7,397 million). At the end of Q3 2023, the market share of BNP Paribas TFI S.A. (asset value of capital market funds) amounted to 2.4%. In recent months the sentiment towards debt funds has remained positive, although a slight cooling was brought by the Monetary Policy Council's decision to reduce interest rates by 75 bps in September 2023.
- Among the solutions offered by BNP Paribas TFI in Q3, the most popular was the BNPP Papierów Dłużnych Krótkoterminowych subfund (net inflows of PLN 385 million) as well as the corporate bond fund - BNP Paribas Lokata Kapitału (net inflows of PLN 193 million).

## BNP Paribas Leasing Services Sp. z o.o.

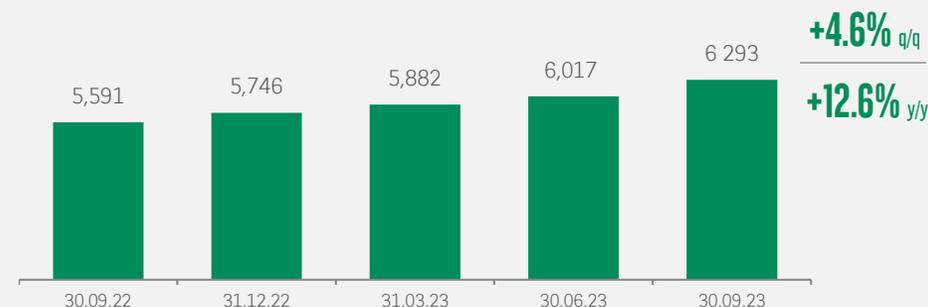
BNPP Leasing Services Sp. z o.o. in cooperation with the Bank offers a full range of leasing products to Personal Finance, micro-enterprises, SMEs and Corporate Customers.

- 15.2 thous. contracts concluded for the amount of PLN 2,727 million after Q3 2023 (after Q3 2022: 13 thous. contracts for the amount of PLN 2,358 million) – increase in value by 15.6% y/y.
- Record level of the portfolio of financed assets of PLN 6.3 billion (September 2023), +4.6% q/q.
- Very good sales results in Corporate Customer segment and Personal Finance, lower volumes in SME and Micro.
- Focus on further improvement of the efficiency of the portfolio servicing process.

## Assets under management of BNPP TFI [PLN million]



## Leasing assets [PLN million]





06

**APPENDICES**

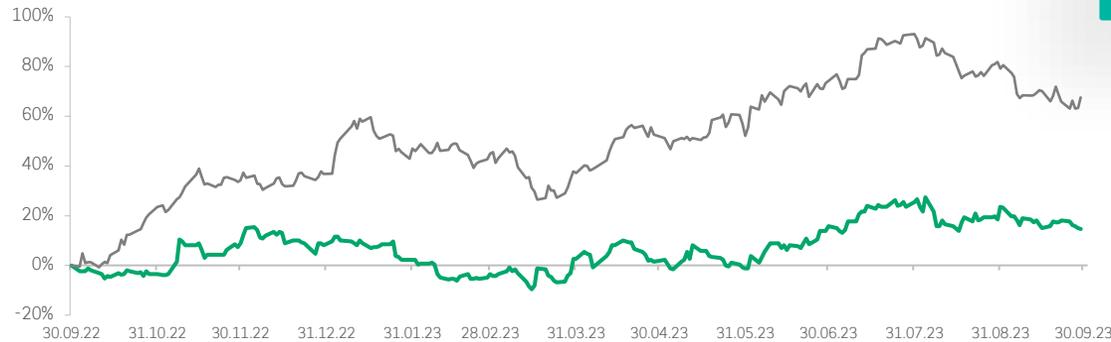
Shares of BNP Paribas Bank Polska S.A.  
Material events 2021-2023  
Loan portfolio  
Deposit base structure  
Liquidity  
Net banking income  
Profit and Loss Account  
Assets, Liabilities and Equity

# Shares of BNP Paribas Bank Polska S.A.

Better results translating into the growing Bank's book value level and an attractive P/BV level.  
Banks' share prices in a downtrend in Q3 2023



Change in share price (30.09.2022=100%)



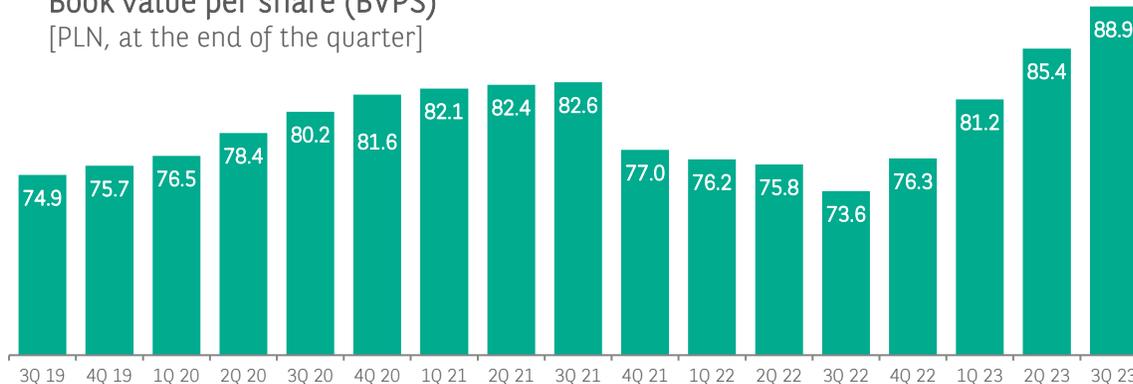
**ISIN code:** PLBGZ0000010  
**GPW ticker:** BNP  
**Index:** sWIG80, sWIG80TR

**WIG banki** 7,656.5 pkt  
+67.5% y/y

**BNP PARIBAS** PLN 59.40  
+14.7% y/y



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



**29.09.2023**

free-float: PLN 1.11 bn  
P/BV: 0.70  
capitalization: PLN 8.77 bn

## Fitch rating

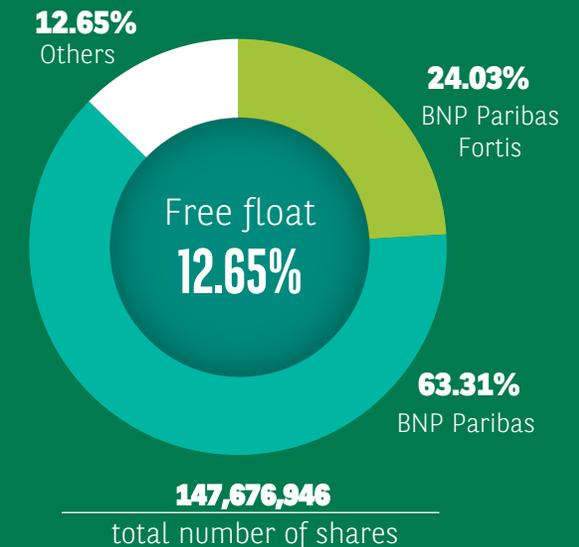
Long-Term Issuer Default Rating (LT IDR) – A+  
Short-Term Issuer Default Rating (ST IDR) – F1  
Viability Rating (VR) – bbb-  
Shareholder Support Rating (SSR) – a+

## ESG rating of Sustainalytics Agency

low risk at the level of 10.2  
the best result among Polish banks

## Shareholder structure

(from 5.04.2023)



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

# Material events

in individual reporting periods

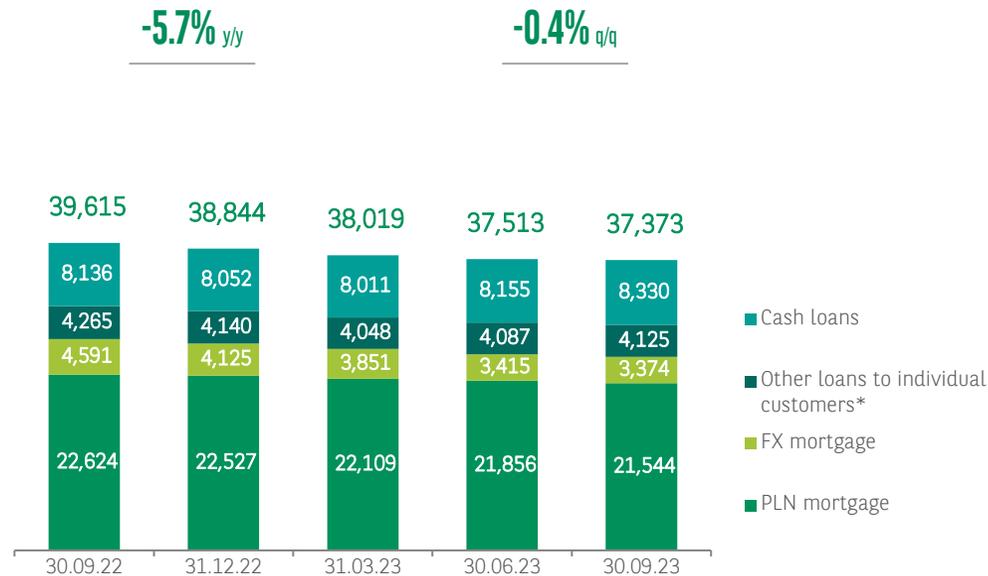
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter
2023	<ul style="list-style-type: none"> <li>• PLN +11.0 m adjustment to the impact of credit holidays (recognized in NII)</li> <li>• PLN -234.4 m provision for CHF loans</li> <li>• PLN -110.0 m BFG restructuring fund recognized in the Q1 2023 costs (total contribution amount set by BFG at PLN 123.9 m)</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +11.0 m adjustment to the impact of credit holidays (recognized in NII)</li> <li>• PLN -356.0 m provision for CHF loans</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +11.0 m adjustment to the impact of credit holidays (recognized in NII)</li> <li>• PLN -371.0 m provision for CHF loans</li> </ul>	
2022	<ul style="list-style-type: none"> <li>• PLN -125.9 m contribution for the restructuring fund of BFG (PLN -151.7 m the whole BFG)</li> <li>• PLN -83.0 m provision for CHF loans</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -188.0 m IPS costs</li> <li>• PLN -139.7 m provision for CHF loans</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -965.0 m impact of credit holidays (recognized in NII)</li> <li>• PLN -134.0 m provision for CHF loans</li> <li>• PLN -29.0 m costs related to the necessity to reimburse Customers for additional fees incurred until the mortgage is established</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +70.0 m adjustment to the impact of credit holidays (recognized in NII)</li> <li>• PLN -383.3 m provision for CHF loans</li> <li>• PLN -58.2 m costs related to the Borrowers' Support Fund contribution</li> </ul>
2021	<ul style="list-style-type: none"> <li>• PLN -90.1 m contribution for the restructuring fund of BFG (PLN -103.7 m the whole BFG charge)</li> <li>• PLN -71.9 m provision for CHF loans</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -187.1 m provision for CHF loans</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -202.0 m provision for CHF loans</li> <li>• PLN +33.9 m review of allocation of discount curves used for valuation of hedged instruments (Macro Fair Value Hedge)</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -584.4 m provision for CHF loans</li> </ul>

# Loan portfolio

Slight decrease in the loan portfolio of Individual Customers. Minor upturn in Institutional Customer area



## Individual Customer loans [PLN million]

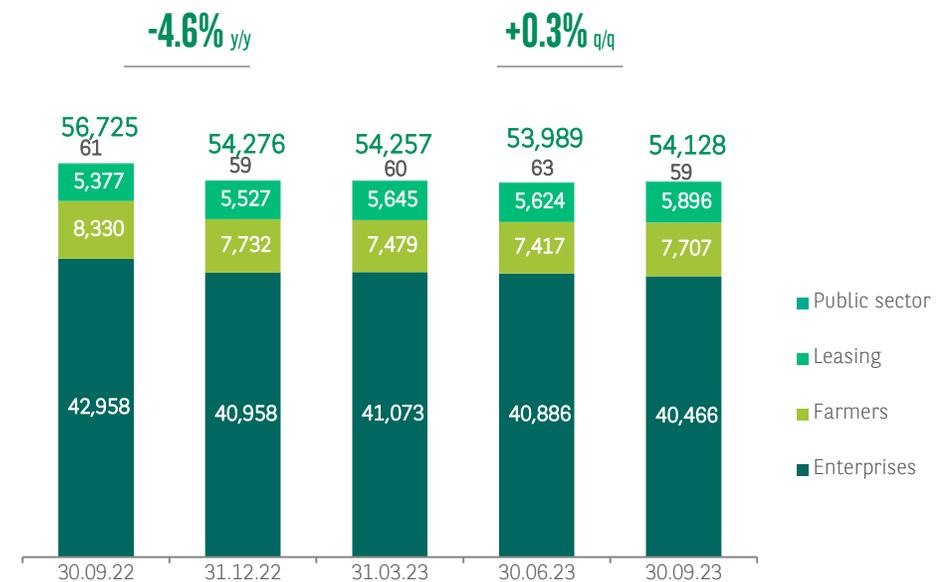


- Further decrease in the PLN mortgage portfolio q/q as a result of low sales of new loans and reduced demand. Decline in the value of FX mortgages (-1.2% q/q, -26.5% y/y) supported by increase in the number of settlements.
- The share of mortgages in loans to Individual Customers amounts to 66.7% (-0.7 pp q/q, -2.0 pp y/y).
- Further increase in the cash loan portfolio +2.1% q/q (+2.4% y/y).

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



## Institutional Customer loans\*\* [PLN million]



- Slight decrease in gross loans to enterprises (-1.0% q/q, -5.8% y/y). Positive dynamics of the leasing portfolio level of +4.8% q/q (+9.7% y/y).
- Increase in the individual farmers gross portfolio (+3.9% q/q, -7.5% y/y). The share of the portfolio in loans to Institutional Customers stood at 14.2% (+0.5 pp q/q, -0.4 pp y/y).
- As at the end of Q3 2023, the share of loans to enterprises in loans to Institutional Customers was equal to 74.8% (-1.0 pp q/q, -1.0 pp y/y), the share of leasing amounted to 10.9% (+0.5 pp q/q, +1.4 pp y/y).

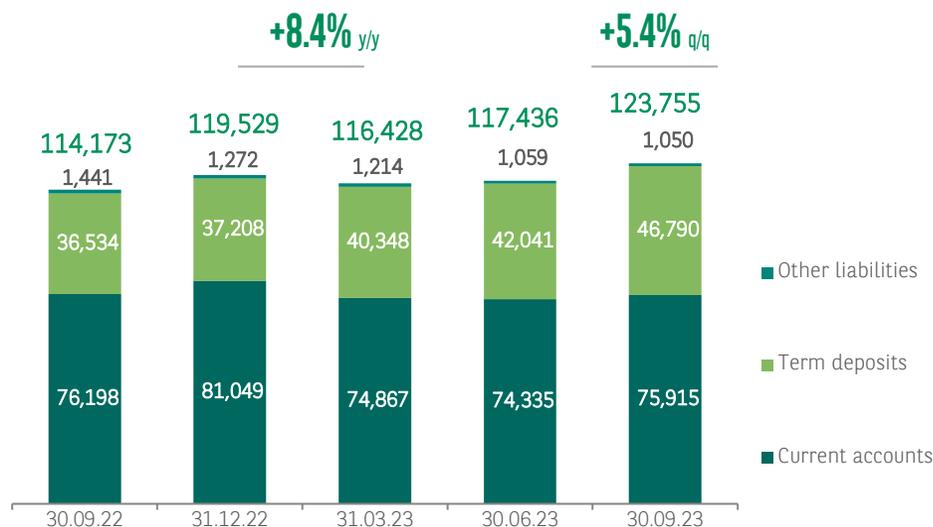
\*\* including the portfolio measured at fair value for "Farmers" and "Enterprises" items (breakdown based on MIS data)

# Deposit base structure

Increase in deposits in both segments



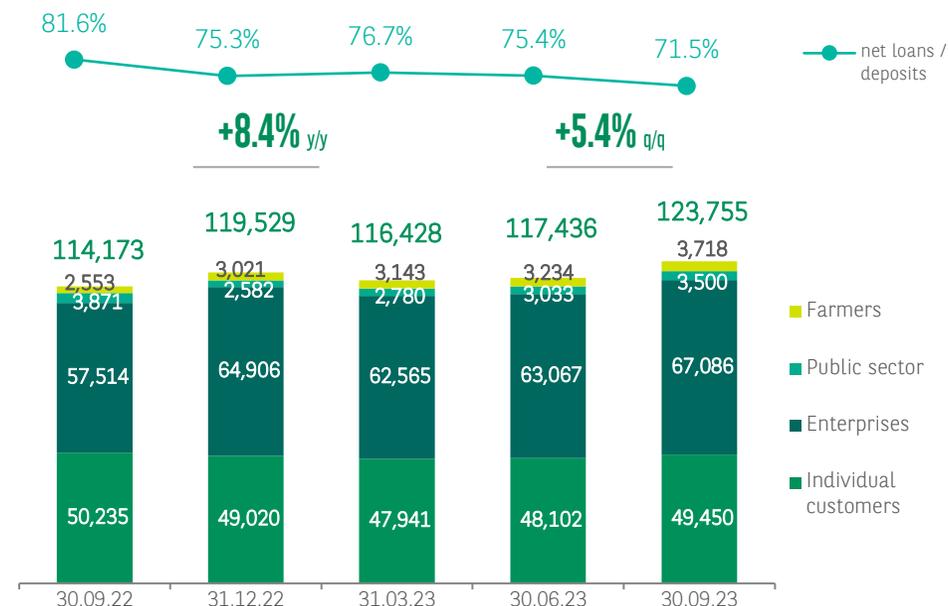
## Deposit term structure [PLN million]



- Further decline in the share of customers' current accounts in total deposits: 61.3% at the end of Q3 2023 (-2.0 pp q/q, -5.4 pp y/y).
- Increase in the value of deposits in Q3 2023 concerned the volumes of term deposits (PLN +4,749 million, +11.3% q/q) as well as current accounts (PLN +1,579 million, +2.1% q/q).
- Term deposits of institutional Customers increased by PLN 3,331 million (+15.9% q/q) and term deposits of individual Customers by PLN 1,418 million (+6.7% q/q).
- In the case of current deposits, the portfolio of institutional Customers increased by PLN 1,655 million (+3.5% q/q), and the portfolio of individual Customers slightly decreased by PLN 76 million (-0.3% q/q).



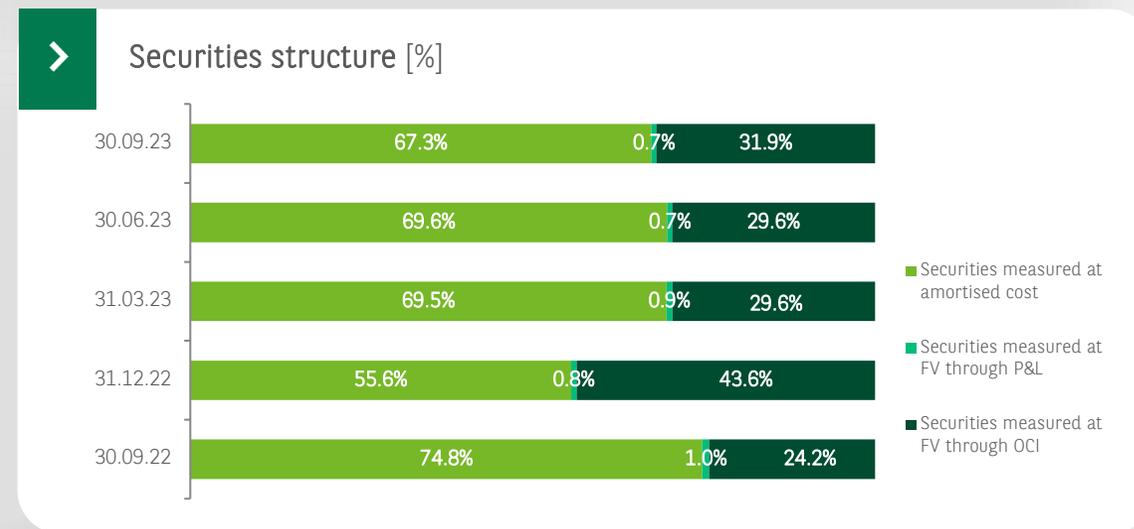
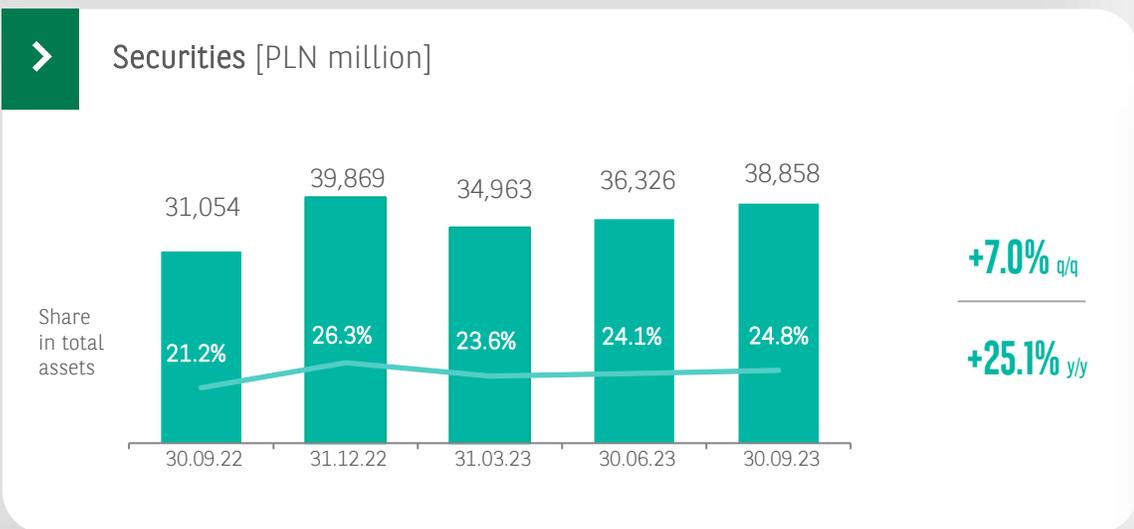
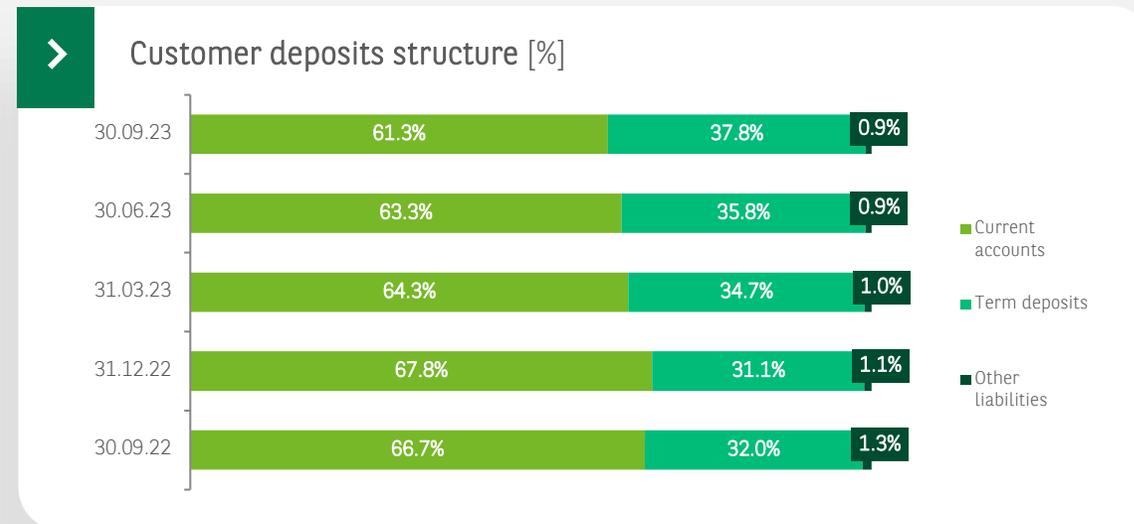
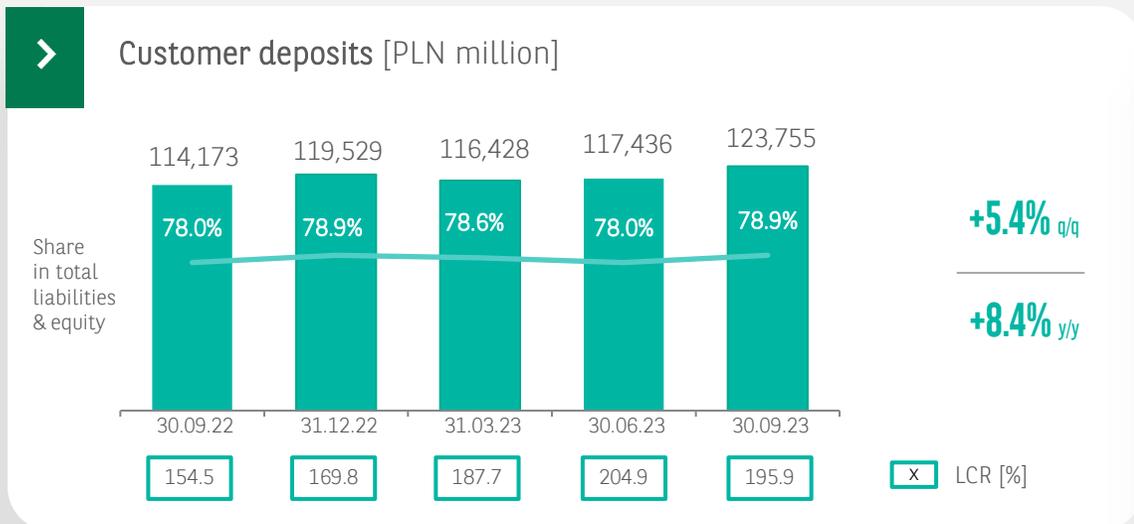
## Deposit structure by Customer type [PLN million]



- Decrease in the cost of PLN deposits by 31 bps in Q3 2023 vs the end of Q2 2023 (and by 6 bps vs the end of September 2022). Since 7 September 2023, there was a decrease in interest rates (NBP reference rate -75 bp).
- In Q3 2023, deposits of all main sectors increased: enterprises by 6.4% q/q (+16.6% y/y), deposits of individual customers by 2.8% q/q (-1.6% y/y), farmers by 15.0% q/q (+45.7% y/y), public sector by 15.4% q/q (-9.6% y/y).

# Liquidity

Stable and diversified deposit base and safe level of liquid assets



# Net banking income

Improved performance in key core income categories

[PLN million]	9M 2023	9M 2022	change
Net interest income	3,804	2,276	+67.1%
Net fee and commission income	920	875	+5.1%
Net trading income	757	481	+57.2%
Net investment income	0	37	-
Dividends	11	11	-0.8%
Hedging accounting	(17)	10	-
Result arising from the derecognition	4	(3)	-
Other operating income and expenses	(21)	(56)	-62.8%
<b>Net banking income</b>	<b>5 457</b>	<b>3,632</b>	<b>+50.2%</b>

[PLN million]	Q3 2023	Q3 2022	change
Net interest income	1,365	124	+1,003.2%
Net fee and commission income	287	280	+2.5%
Net trading income	273	212	+28.7%
Net investment income	6	6	-1.7%
Dividends	6	3	+154.0%
Hedging accounting	(1)	(9)	-94.1%
Result arising from the derecognition	(8)	(0)	-
Other operating income and expenses	(24)	(17)	+38.9%
<b>Net banking income</b>	<b>1,905</b>	<b>598</b>	<b>+218.7%</b>

- 9M 2022 result burdened by the negative impact of credit holidays in the amount of PLN -965 million. Increase in comparable net interest income in 9M 2023 y/y due to higher deposit and credit margins and improved interest income from investing excess liquidity (from securities and reverse repo transactions).

- Net fee and commission income increase mainly due to higher commissions on cards, loans, guarantees and insurance.

- Increase in the net trading income thanks to the increase in the result on transactions with Customers (+10.9% y/y), better result on FX swap transactions, improvement in the valuation of IRS hedging the valuation of the loan portfolio measured at FV and the valuation of the Bank's shares in infrastructure companies (Visa, Mastercard, KIR, BIK).

- Q3 2022 result burdened by the negative impact of credit holidays in the amount of PLN -965 million. Higher net interest income in Q3 2023 vs Q3 2022 mainly due to improved interest income from investing excess liquidity (from securities and reverse repo transactions), higher deposit and credit margins and improved interest income from derivative instruments as part of fair value hedge accounting.

- Net fee and commission income increase as a result of higher commissions on loans and guarantees, cards, asset management and brokerage operations.

- Increase in the net trading income mainly due to improved margins on currency and derivative transactions with Customers.

# Consolidated P&L

PLN thous.

Profit and loss account	30.09.2023	30.09.2022	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
Interest income	7,270,070	4,145,239	2,482,114	2,441,413	2,346,543	2,337,166	1,103,035
Interest expenses	(3,466,033)	(1,869,165)	(1,117,390)	(1,201,700)	(1,146,943)	(1,120,235)	(979,331)
<b>Net interest income</b>	<b>3,804,037</b>	<b>2,276,074</b>	<b>1,364,724</b>	<b>1,239,713</b>	<b>1,199,600</b>	<b>1,216,931</b>	<b>123,704</b>
Fee and commission income	1,113,683	1,073,924	353,198	371,876	388,609	331,434	350,204
Fee and commission expenses	(193,822)	(198,554)	(66,356)	(63,937)	(63,529)	(69,889)	(70,457)
<b>Net fee and commission income</b>	<b>919,861</b>	<b>875,370</b>	<b>286,842</b>	<b>307,939</b>	<b>325,080</b>	<b>261,545</b>	<b>279,747</b>
Dividend income	10,570	10,651	6,372	3,871	327	166	2,509
Net trading income	756,663	481,465	272,632	249,443	234,588	273,236	211,855
Net investment income	(152)	36,822	6,211	6,053	(12,416)	(7,595)	6,321
Result on hedge accounting	(16,866)	10,379	(536)	1,343	(17,673)	2,888	(9,145)
Result on derecognition of financial assets measured at amortized cost due to significant modification	3,722	(2,652)	(7,890)	7,474	4,138	493	(273)
Other operating income	172,501	162,132	52,829	63,805	55,867	41,742	50,290
Net allowances on expected credit losses of financial assets and provisions for contingent liabilities	39,980	(218,748)	(11,370)	26,400	24,950	(56,262)	(54,021)
Result on provisions for legal risk related to foreign currency loans	(961,260)	(356,737)	(370,848)	(356,024)	(234,388)	(383,263)	(134,000)
General administrative expenses	(1,932,285)	(1,976,326)	(645,538)	(608,792)	(677,955)	(650,381)	(556,811)
Depreciation	(339,457)	(308,328)	(115,918)	(116,370)	(107,169)	(103,421)	(101,853)
Other operating expenses	(193,256)	(217,954)	(76,393)	(56,221)	(60,642)	(69,747)	(67,249)
<b>Operating result</b>	<b>2,264,058</b>	<b>772,148</b>	<b>761,117</b>	<b>768,634</b>	<b>734,307</b>	<b>526,332</b>	<b>(248,926)</b>
Tax on financial institution	(304,177)	(314,834)	(101,642)	(99,703)	(102,832)	(111,719)	(112,066)
<b>Gross profit (loss)</b>	<b>1,959,881</b>	<b>457,314</b>	<b>659,475</b>	<b>668,931</b>	<b>631,475</b>	<b>414,613</b>	<b>(360,992)</b>
Income tax	(566,770)	(268,502)	(213,996)	(209,284)	(143,490)	(161,928)	14,395
<b>NET PROFIT (LOSS)</b>	<b>1,393,111</b>	<b>188,812</b>	<b>445,479</b>	<b>459,647</b>	<b>487,985</b>	<b>252,685</b>	<b>(346,597)</b>



# Assets

PLN thous.

Consolidated statements of financial position	30.09.2023	30.06.2023	31.03.2023	31.12.2022	30.09.2022
<b>ASSETS</b>					
Cash and balances with the Central Bank	6,699,539	6,971,609	4,360,017	2,718,307	3,725,276
Amounts due from banks	16,195,371	11,833,618	12,977,201	11,800,189	10,199,997
Derivative financial instruments	2,797,626	3,257,019	2,988,424	3,224,272	4,314,266
Adjustment of fair value of the hedging and hedged item	125,440	32,618	18,789	33,025	13,065
Loans and advances to customers valued at amortized cost	87,789,947	87,787,952	88,392,107	89,090,317	92,086,568
Loans and advances to customers valued at fair value through P&L	729,446	785,242	860,314	949,298	1,024,469
Securities valued at amortized cost	26,158,895	25,299,601	24,311,008	22,167,261	23,217,809
Securities valued at fair value through P&L	290,465	270,197	301,637	316,593	316,129
Securities valued at fair value through the other comprehensive income	12,408,951	10,756,338	10,350,737	17,384,793	7,519,927
Intangible assets	851,904	825,006	803,323	821,106	752,014
Property, plant and equipment	987,967	1,022,783	1,063,160	1,069,429	1,077,579
Deferred income tax assets	778,997	849,596	898,540	966,436	1,113,115
Current income tax assets	26,316	20,257	18,202	14,107	10,081
Other assets	1,029,677	849,792	836,079	961,936	1,016,934
<b>TOTAL ASSETS</b>	<b>156,870,541</b>	<b>150,561,628</b>	<b>148,179,538</b>	<b>151,517,069</b>	<b>146,387,229</b>

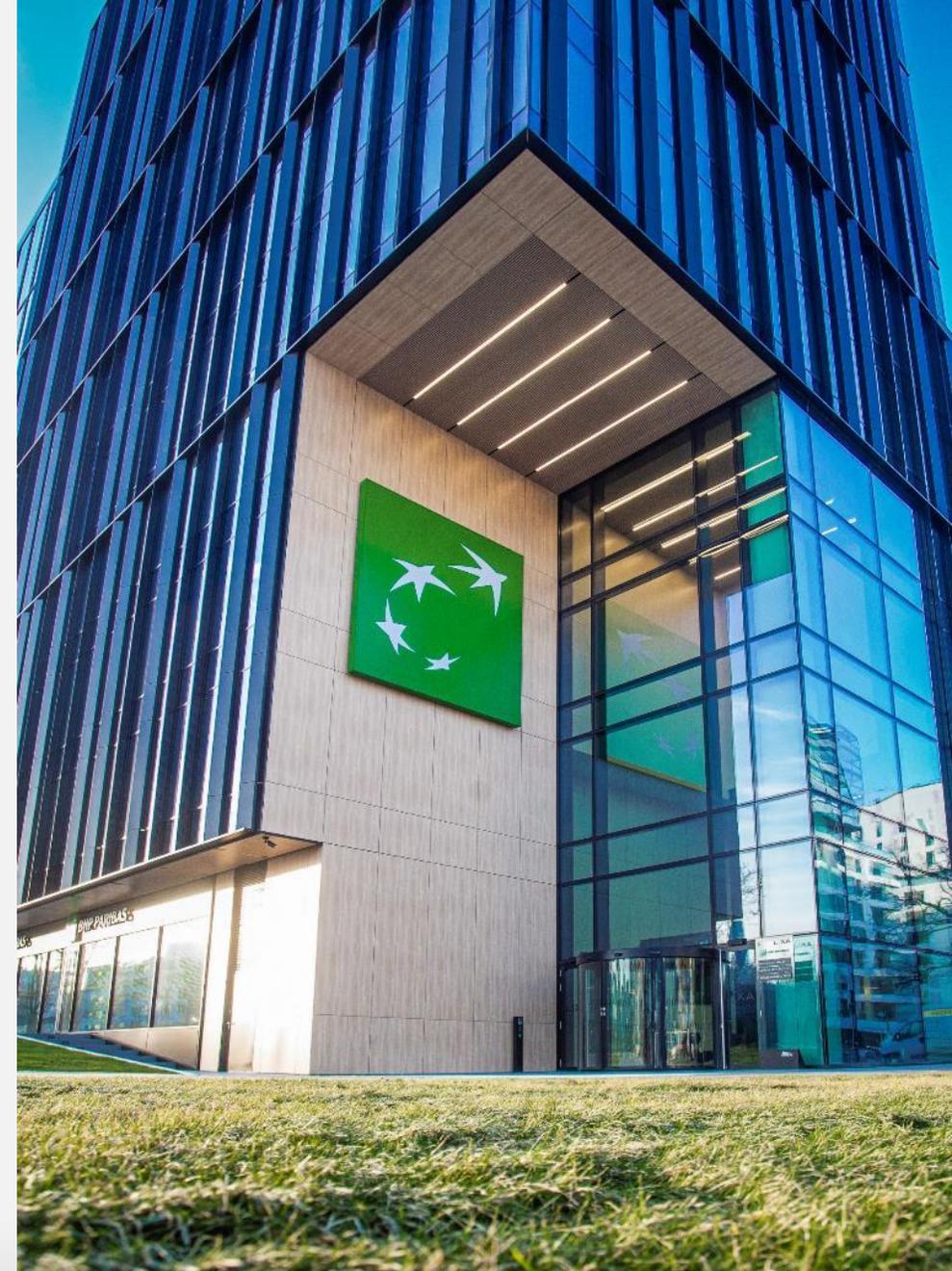
# Liabilities and equity

PLN thous.

Consolidated statements of financial position	30.09.2023	30.06.2023	31.03.2023	31.12.2022	30.09.2022
<b>LIABILITIES</b>					
Amounts due to the Central Bank		-	-	8,713	-
Amounts due to other banks	6,429,084	7,058,586	6,666,424	7,158,024	6,410,975
Adjustment of fair value of the hedging and hedged item	(245,848)	(275,213)	(365,682)	(451,646)	(203,842)
Derivative financial instruments	2,872,187	3,142,164	2,931,864	3,147,855	4,436,575
Amounts due to customers	124,223,279	117,911,920	116,912,395	120,021,043	114,679,839
Liabilities on debt securities issue	-	-	-	364,633	435,961
Subordinated liabilities	4,415,727	4,337,381	4,404,398	4,416,887	4,496,847
Leasing liabilities	676,222	674,283	719,532	718,892	767,577
Other liabilities	2,328,802	2,462,420	2,320,595	2,423,182	2,264,598
Current income tax liabilities	276,659	202,796	280,936	223,527	221,201
Provisions	2,763,495	2,433,174	2,322,841	2,223,738	2,014,089
<b>TOTAL LIABILITIES</b>	<b>143,739,607</b>	<b>137,947,511</b>	<b>136,193,303</b>	<b>140,254,848</b>	<b>135,523,820</b>
<b>EQUITY</b>					
Share capital	147,677	147,677	147,593	147,593	147,593
Supplementary capital	9,110,976	9,110,976	9,110,976	9,110,976	9,110,976
Other reserve capital	3,523,460	3,521,971	3,144,026	3,142,098	3,135,111
Revaluation reserve	(676,064)	(745,913)	(912,591)	(1,149,786)	(1,286,843)
Retained earnings	1,024,885	579,406	496,231	11,340	(243,428)
retained profit	(368,226)	(368,226)	8,246	(430,157)	(432,240)
net profit for the period	1,393,111	947,632	487,985	441,497	188,812
<b>TOTAL EQUITY</b>	<b>13,130,934</b>	<b>12,614,117</b>	<b>11,986,235</b>	<b>11,262,221</b>	<b>10,863,409</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>156,870,541</b>	<b>150,561,628</b>	<b>148,179,538</b>	<b>151,517,069</b>	<b>146,387,229</b>

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**BNP Paribas Bank Polska Spółka Akcyjna**, with its registered office in Warsaw at ul. Kasprzaka 2, 01-211 Warsaw, entered into the Register of Entrepreneurs of the National Court Register (KRS) by the District Court for the capital city of Warsaw in Warsaw, 13th Commercial Division of the National Court Register, with KRS number: 0000011571, Tax Identification Number (NIP): 526-10-08-546, and a fully paid share capital of PLN 147,676,946.

# **INVESTOR RELATIONS**

**BNP PARIBAS BANK POLSKA S.A.**