



BNP PARIBAS

ANNUAL GENERAL MEETING OF SHAREHOLDERS

2024

**PRESENTATION OF
BNP PARIBAS BANK POLSKA SA
GROUP'S RESULTS**

15 APRIL 2025

#BANKDOBRYCHDECYZJI



GO beyond Strategy 2022-25

Key achievements in 2024

#UP - supporting innovative solutions that change banking services

- **New in the offer - Start TwojeGO Biznesu:** comprehensive support for Clients setting up their own business; **8% on the deposit account** for new Clients who open a current account in a branch, "Account with a Card for influentials", Visa tennis card
- **New solutions - API Premium:** allows the Bank's business partners to verify and confirm the data of their Clients or contractors; **Envirly Platform:** enables carbon footprint management and improves ESG reporting, available to all of the Bank's business Clients
- Cooperation with innovative companies:
 - financing of a Polish company **Algolytics Technologies** - scaleup providing the automation of business processes using Big Data, Machine Learning, Stream Based Modeling
 - cooperation of the Bank and BNP Paribas Faktoring with **FinTech Monevia** - new opportunities for Clients from the small business and microenterprise sector in the field of microfactoring
- **Transformation of the corporate center network** and separation of homogeneous groups of Customers in order to better adapt the service provided to their needs and specificity

#POSITIVE - commitment to financing the green transition

- PLN 10.2 billion of sustainable financing at the end of 2024 (11.6% share in the loan portfolio)
- **Agreement with the European Investment Fund** - InvestEU portfolio guarantee up to EUR 105 million
- Financing linked to sustainable development as part of:
 - **supporting the energy transition** - for individual clients and housing communities (PLN 1.3 billion)
 - **support for sustainable commercial investments (Green Loan)** - Olivia Star office building in Tricity, Lakeside in Warsaw, office building in Warsaw for Stena Group, Panattoni Park Szczecin VI industrial park
 - **Sustainability-Linked Loan** - for Groups: CCC, Grenevia, EFL

EXECUTION IN 2024

87% [85% in 2023]

GOAL 2025: 90%

% of key processes available via remote channels*

** for individual Customers*

+26% [vs 2021]

GOAL 2025: >22%

Increase in the number of active international Customers

64% [43% in 2023]

GOAL 2025: >50%

Digital sales (Individual Customers)

+34% [vs 2021]

GOAL 2025: +30%

Increase in the number of active food processors

27% [14.7% in 2023]

GOAL 2025: 30%

Share of sustainable assets in management

41% [37% in 2023]

GOAL 2025: 50%

Clients' Centers with the "Barrier-free facility" certificate

GO beyond Strategy 2022-25

Key achievements in 2024

#STRONGER - implementing technologies supporting Clients and operational processes

- The first bank in Poland to use **BaseModel.ai**: a tool that allows for matching the offer to customer preferences
- **Axepta BNP Paribas payment gateway** made available for **Shoper customers** (e-commerce solutions provider)
- **Development of the GENiusz Chatbot**, based on GenAI technology, to include new areas and functionalities allowing for further optimization of processes and increased work efficiency
- Introduction of a **full credit workflow** in all corporate banking centers and a significant reduction in the time of the credit process for the Corporate Customers segment
- **233 active robots** supporting the Bank's operations in the areas of: customer service, HR, settlements, risk and compliance - 33 implementations in 2024
- **Over 50% of the Bank's net profit for 2023** was allocated to the payment of dividend - DPS: PLN 3.41

#TOGETHER - building a diverse and engaged community

- **Creating a culture of continuous development** – LeaderUP: leadership competence model, Rozwijaj się z Digital Academy, 6th edition of the UniwersilTy program, 4th edition of the I can do IT program, 3rd edition of the ESG Academy, #MyWay training offer, #MamToDamTo, 5 years of the BNP Paribas Changing Women development program
- **Work-life balance initiatives** - 2 Hours for Family/for People, 2 Hours for Health, Health Days
- **Social involvement:**
 - **The Noble Gift** – the Bank is a strategic partner of the campaign for the seventh time, 2.7 thous. engaged employees, support from the Bank and Customers in 2024 in the amount of almost PLN 2 million
 - employee volunteering, 2 Hours for Earth, Good Kilometers, Class - a scholarship and development program
- **First hackathon at the Bank** - building an AI model to identify fake transactions in mobile channels
- **BNP Paribas Open Talks** - regular online meetings of members of the Bank's Management Board with employees

EXECUTION IN 2024

+13% [CAGR vs 2021]

GOAL 2025: >10% per year

Operations efficiency increase

calculated as the volume of products per FTE in the Operations and Sales Support Area

102 [73 in 2023]

GOAL 2025: >200

Number of use cases using AI or advanced data analytics

27 [23 in 2023]

GOAL 2025: 20

Net Promoter Score of employees

37.5% [22% in 2023*]

GOAL 2025: 30%

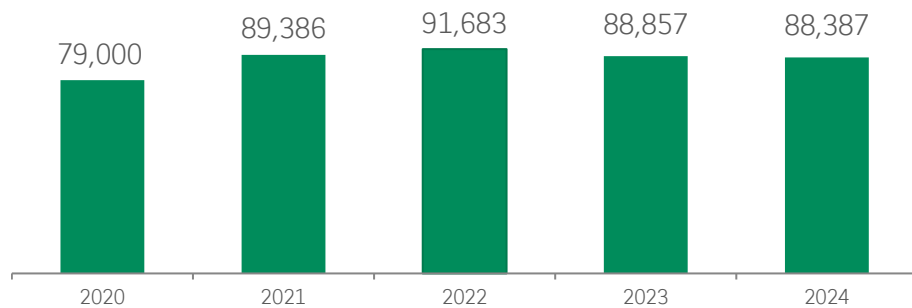
Share of women in the Bank's Management Board

** since 1 January 2024 – 37.5%*

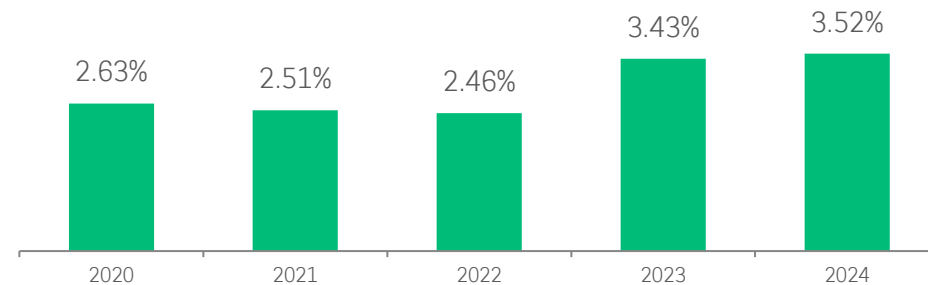
Constant improvement of the core business profitability

Stable loan portfolio, constant growth in deposits. Net interest margin growth visible in the period 2023-2024 somewhat disrupted by the impact of credit holidays. Low cost of credit risk

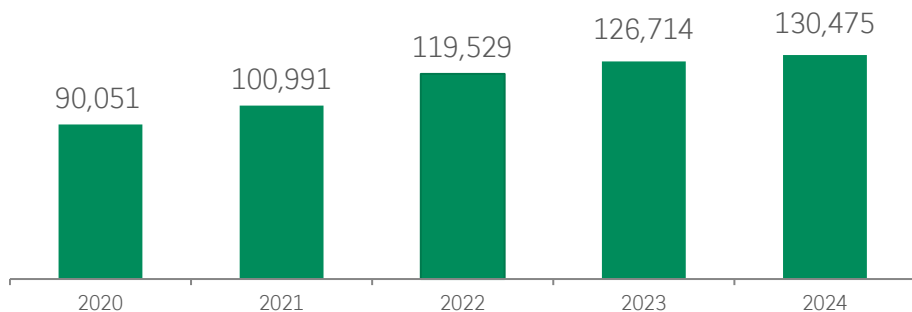
> Gross loans [PLN million]



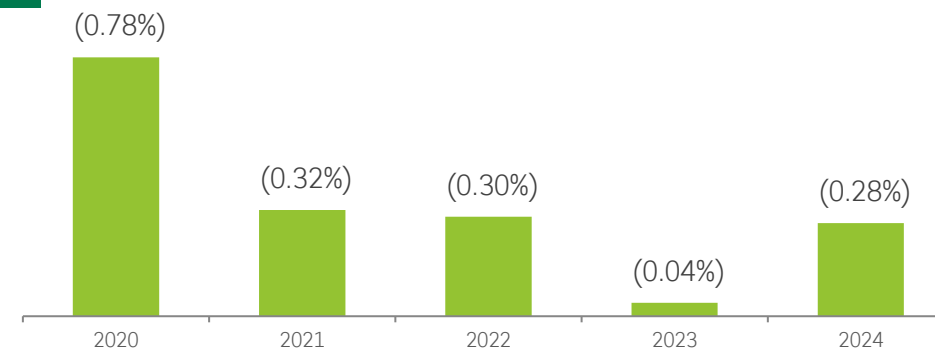
> Net interest margin [%]



> Deposits [PLN million]

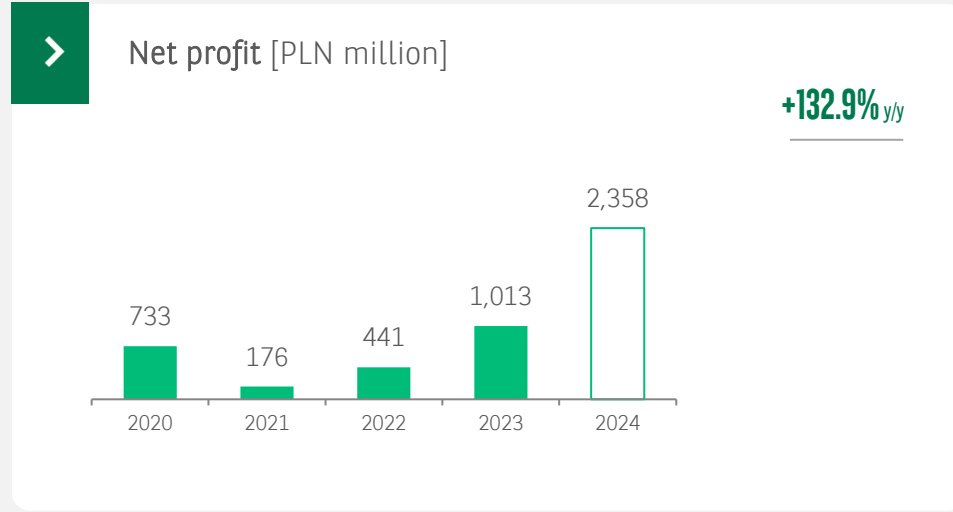
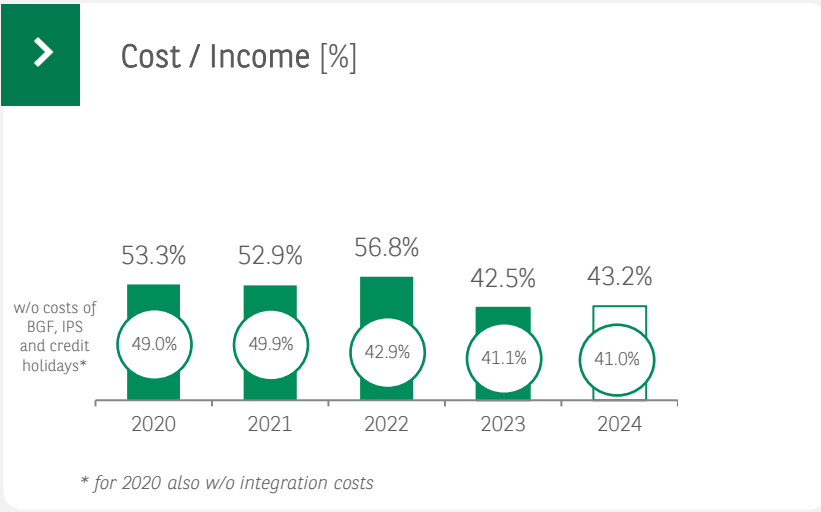
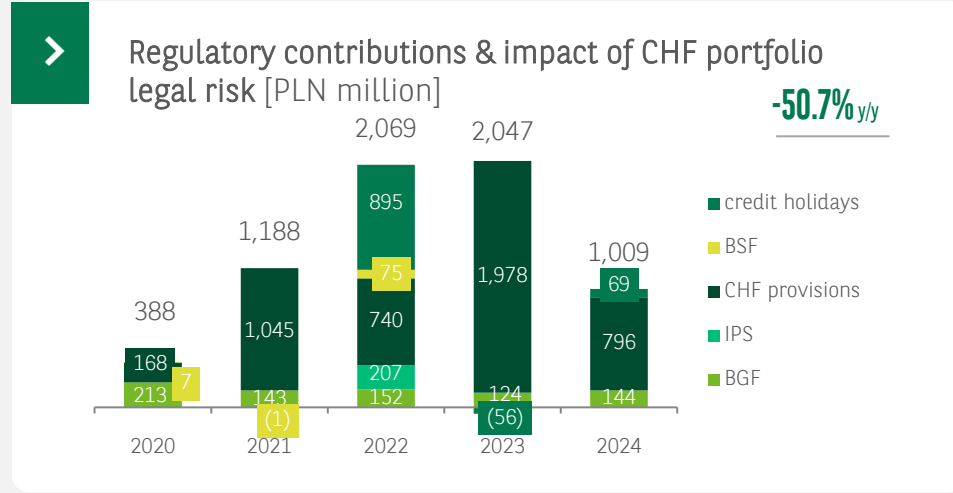
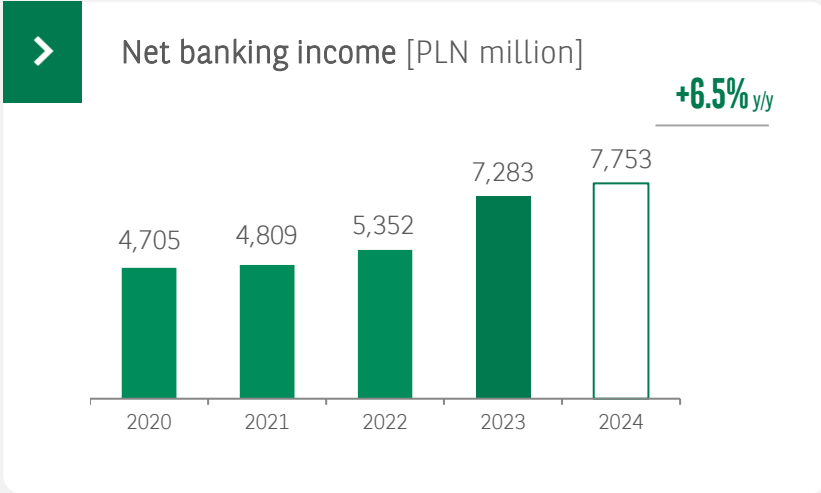


> Cost of Risk [%]



Constant improvement of the core business profitability

Net profit doubled following improvement of core revenues (increase in net interest margin) and significantly lower legal risk burden of CHF portfolio allowing the Bank to strengthen the capital base



Historically the highest net banking income achieved due to:

- increase in net interest income by 9.9% y/y (by 12.4% w/o credit holidays impact),
- higher NF&C by 4.4% y/y,
- improvement in the result on investment activities as well as result on hedge accounting.

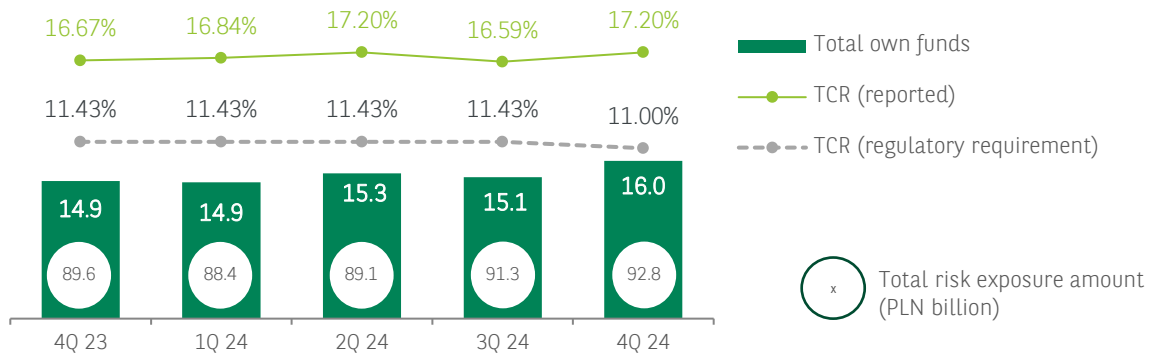
Cost control enabling the maintenance of a similar level of the Costs / Income ratio despite an increase in operating expenses by 8.3% y/y. W/o BGF, IPS costs and credit holidays impact this ratio would amount to 41.0% (-0.1 pp y/y).

PLN 2.4 billion of net profit in 2024 mainly due to the higher core revenues and lower negative impact of the CHF portfolio legal risk.

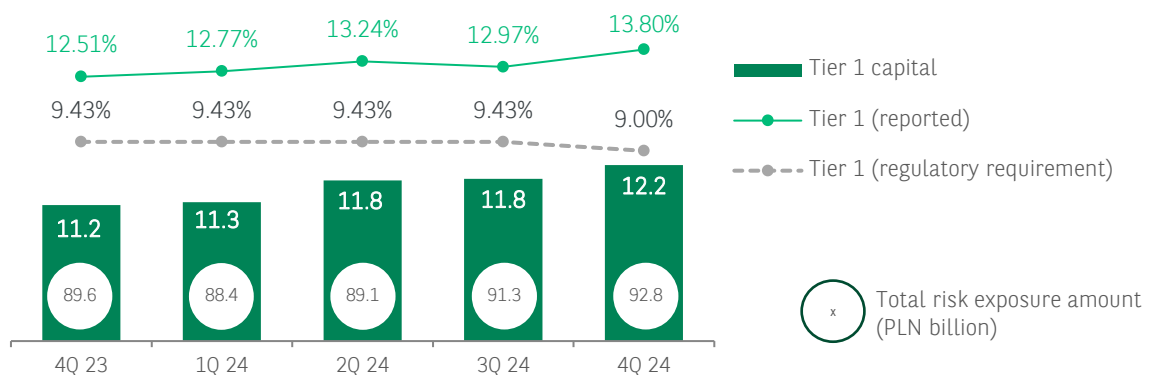
Capital adequacy

Improvement of capital position due to capital bonds issue (AT1)

TCR
17.20%
+53 bps
y/y



Tier 1
13.80%
+129 bps
y/y



TCR and Tier 1 above the minimum regulatory requirement as at the end of Q4 2024: +6.2 pp and +4.8 pp, respectively

Increase in the risk exposure amount due to the credit risk.
Increase in own funds among others due to the issuance of capital bonds with a value of PLN 650 million (PFSA consent to qualify the capital bonds as AT1 as of year end 2024).

Specific regulatory requirements for the Bank at the end of Q4 2024:

- no capital requirement for FX loans,
- OSII buffer at 0.50% - the PFSA decision of 6 December 2024,
- no additional capital add-on (P2G) - the PFSA decision of 16 December 2024.

MREL-TREA ratio as of the end of Q4 2024 (22.83%) above the minimum MREL requirement (19.02% including the combined buffer requirement).

Recommendation of the Management Board for a dividend payout of ~50% of the 2024 net profit - DPS: PLN 7.86, dividend date: 22.04.2025 dividend payout date: 9.05.2025



Shares of BNP Paribas Bank Polska S.A.

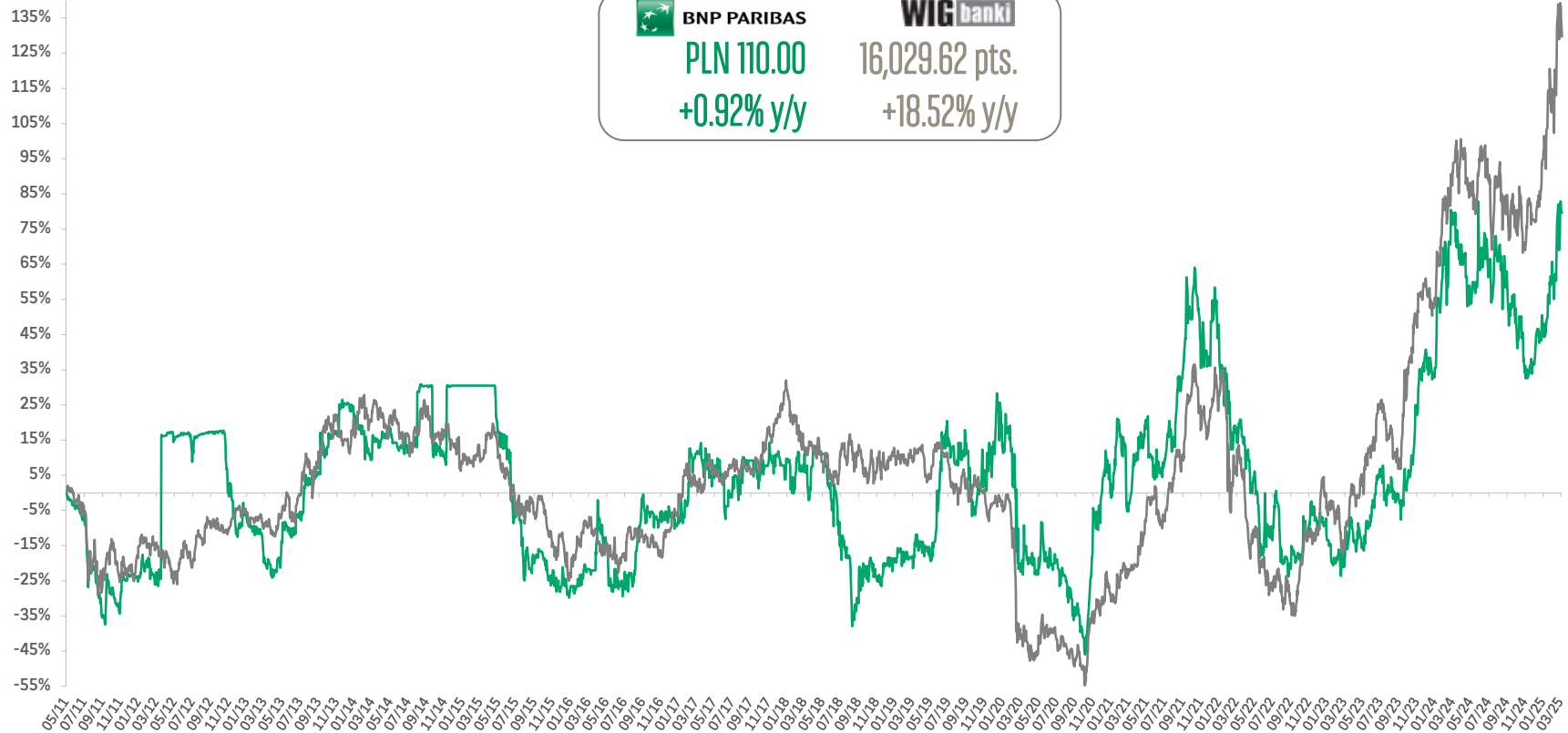
Positive change in banks' shares performance after declines in the last months. Continued growth of the Bank's BVPS

Change in the share price
27.05.2011 = PLN 61.25 (100%)
(IPO of Bank Gospodarki Żywnościowej SA)

31 March 2025
free-float: PLN 3.0 bn
P/BV: 1.06; capitalization: PLN 16.3 bn

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

 BNP PARIBAS	 WIG banki
PLN 110.00	16,029.62 pts.
+0.92% y/y	+18.52% y/y

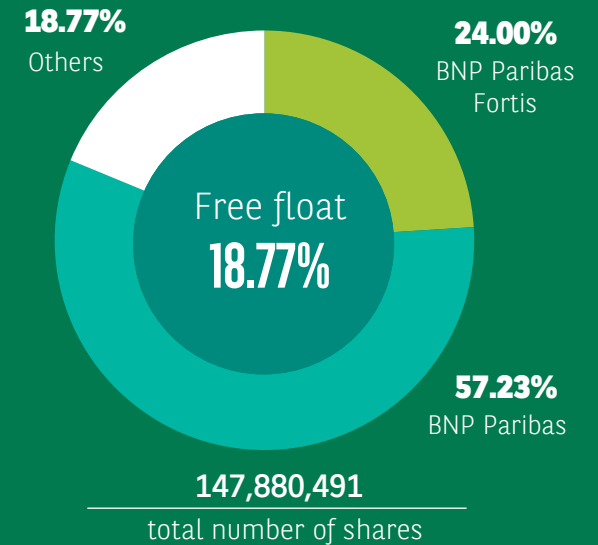


* until March 23, 2025 the Bank was listed in the indices: mWIG40 and mWIG40TR

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+

Shareholder structure (9.04.2025)



April 2025 - the Bank's share capital was increased from PLN 147,799,870 to PLN 147,880,491 as a result of taken up 20,223 M series shares and 60,398 N series shares in the exercise of rights attached to the A5 and B2 series registered subscription warrants, taken up previously.

Medium-term outlook

Execution of the strategic priorities of the Bank while addressing the sector-wide challenges. Expected improvement in economic outlook

MACROECONOMIC ENVIRONMENT

- Geopolitical risks: dangers related to the reconstruction of the global security architecture and its impact on the economy
- GDP growth at the level of <4% in 2025 supported by increased inflow of EU funds. Unemployment remaining at very low level
- Inflation still above the Central Bank target translating to a slower pace of monetary easing
- Reference rate cuts expected in second half of 2025

THREATS AND CHALLENGES FOR THE BANKING SECTOR

- Legal risk of the CHF mortgage loan portfolio. Possible further regulatory interventions putting burden on sector results
- Low demand for loans in relation to the deposit growth rate
- Strong market competition. Business models influenced by unfavorable demographic trends and the prospect of falling interest rates

PRIORITIES OF THE BANK

- Increase in acquisition of active Customers and their satisfaction level particularly in retail banking
- Capital efficient growth in lending
- Supporting sustainable transformation of companies in Poland
- Growing use of AI in business and operational processes
- Initiatives supporting operational efficiency

**LAST YEAR OF GOBEYOND STRATEGY REALIZATION – CONCENTRATION ON ACQUISITION AND BUILDING CUSTOMER RELATIONSHIPS.
WELL ON TRACK TO MEET THE STRATEGIC GOALS**

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BNP Paribas Bank Polska Spółka Akcyjna, with its registered office in Warsaw at ul. Kasprzaka 2, 01-211 Warsaw, entered into the Register of Entrepreneurs of the National Court Register (KRS) by the District Court for the capital city of Warsaw in Warsaw, 13th Commercial Department of the National Court Register, with KRS number: 0000011571, Tax Identification Number (NIP): 526-10-08-546, and a fully paid share capital of PLN 147,880,491 .

