



PRESENTATION OF FINANCIAL RESULTS FOR INVESTORS AND ANALYSTS – MAY 17th, 2018



AGENDA



1. Summary

2. Key financials and business highlights

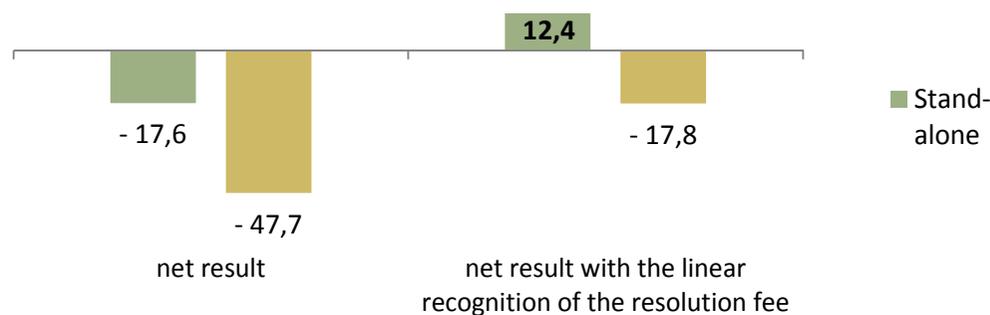
3. Appendix

Q1 2018 – HIGHLIGHTS (1/2)

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STRATEGY

- An effective restructuring strategy in 2017 was a prerequisite for the Bank's return to profitability.
- The new capital strategy for the years 2018-2019 assuming strong capital strengthening of the Bank.
- Year 2018: intensification of activities within retail banking transformation and implementation of the growth strategy in the corporate client segment.
- Retail banking transformation – changes in Getin Bank noticed and awarded. Bank again on the podium in the Golden Banker competition.
- Current account balance and saving deposits increased by PLN 0.4 bn in Q1'18 and PLN 3.1 bn over the last 12 months. 28.3% share in total deposits already.
- Focus on activities aimed at increasing the Bank's basic revenues in the coming periods: high growth rate of loan production in Q1'18 (total PLN 2.4 bn), ie. over 30% more than the average quarterly sales in 2017.
- Balance sheet total decreased by PLN 1.4 bn in Q1'18 as a result of repayment of the mortgage loans balance (PLN -0.4 bn in Q1'18 and PLN -2,9 bn over the last 12 months).
 - High rate of CHF loans portfolio amortisation; over 20% decrease since Mar'17, reinforced by Złoty appreciation.
- Excluding the effect of the annual contribution to the resolution fund included in Q1'18 costs, the Bank would have achieved a net profit of PLN 12.4 m in Q1'18.



Q1 2018 – HIGHLIGHTS (2/2)

| | | |
|---|--------------------|--|
| 2 | CAPITAL | <ul style="list-style-type: none"> ➤ Significant impact of external legal and regulatory factors on the level of the Bank's capital adequacy ratios. ➤ 12.3% and 9.4% of CAR and CET1 ratios as at the end of March 2018. ➤ The increase of the Bank's share capital by a total of PLN 190 million was registered on May 8. Bank applied to the Polish Financial Supervision Authority for permission to recognize the issued shares in Tier 1 capital. TCR as of March 31, 2018 would have been at level of 12,8% if PLN 190 m above mentioned was in Tier 1 capital. |
| 3 | LIQUIDITY | <ul style="list-style-type: none"> ➤ Strong liquidity position (L/D 85,3%). Potential for further cost of funding optimisation. ➤ LCR of 160% as at the end of March 2018 (vs regulatory minimum of 100%). |
| 4 | PROFITABILITY | <ul style="list-style-type: none"> ➤ Q1'18 net loss of PLN -47.7 m (consolidated) and PLN -17.6 m (stand-alone). ➤ Significant impact of the annual resolution fund fee on the Q1'18 result. |
| 5 | CORE REVENUES | <ul style="list-style-type: none"> ➤ The level of net interest income in Q4'17 determined by the continued process of reducing the scale of operations (decreasing mortgage loans balance). In the annual terms, interest income in Q1'18 of PLN 297 m (5.7% lower q/q). ➤ Decreasing cost of funding <ul style="list-style-type: none"> ➤ Interest expenses in Q1'18 lower by PLN 14.9 m q/q and by PLN 47,0 m vs Q1'17. ➤ The interest rate on clients' deposits dropped in two months (March and April 2018) by 7 bps. A return to the path of declining cost of deposit base. ➤ Reconstruction of the F&C result in Q1'18: PLN 35,4 m, ie. +4.4% q/q and +15.3% y/y (excluding impact of Noble Funds mutual fund on Q1'17 F&C¹) |
| 6 | COSTS | <ul style="list-style-type: none"> ➤ The Group's operating expenses in Q4'17 excluding Banking Guarantee Costs amounted to PLN 200.3 m and decreased by PLN 2.4% q/q. |
| 7 | IMPAIRMENT CHARGES | <ul style="list-style-type: none"> ➤ Consolidated impairment charges of PLN 119.4 m in Q1'18; decrease by 75% vs Q4'17. ➤ Cost of risk at 1.1% level (vs 2.1% as at the end of Dec'17). ➤ As a result of the implementation of IFRS 9, the current coverage level at 52% (average market level). |

¹ Since Q3'17 results of Noble Funds TFI, including fee and commission income is presented in the result from associates line. Noble Funds TFI was fully consolidated by the end of May 2017 .

PRIZES AND AWARDS



After many awards received in 2016-2017, the Bank confirms the high quality of its operations:



„Złoty Bankier”

25 April 2018



KEY FINANCIAL RATIOS

Goal: increase of efficiency

Q1 2018; change vs Q4 2017

PLN m

| | | | |
|--|---------------|---|---------------|
| Net interest income | 296.9 | ↓ | -5.7% |
| Interest revenues | 579.4 | ↓ | -5.4% |
| Interest expenses | -282.5 | ↓ | -5.0% |
| Net fee and commission income | 35.4 | ↑ | +4.4% |
| Other revenues | 23.6 | ↑ | +76.5% |
| Other operating income and expenses | -24.2 | ↓ | 63.8% |
| Impairment charges | -119.4 | ↓ | -74.9% |
| Costs | -262.2 | ↑ | +18.0% |
| Costs (excl. BFG⁴ costs) | -200,3 | ↓ | -2.3% |
| Net loss | -47.7 | ↓ | -85.8% |

CAR **12.3%** ↓ **-0.3p.p.**

T1 **9.4%** ↓ **-0.2p.p.**

PLN m

| | | | |
|--|-----------------|---|---------------|
| Loans balance | 41,444.1 | ↓ | -3.0% |
| Deposit balance | 48,604.1 | ↓ | -0.02% |
| Balance sheet total | 58,424.5 | ↓ | -2.4% |
| Equity <small>(attributable to equity of the parent company)</small> | 3,654.2 | ↓ | -15.3% |

| | | | |
|--|--------------|---|-------------------|
| ROE | -4.9% | ↑ | +6.2 p.p. |
| C/I¹ | 72.5% | ↑ | +15.2 p.p. |
| C/I¹ <small>(excl. BFG⁴ costs)</small> | 54.7% | ↑ | +5.4 p.p. |
| Cost of risk^{1,2} | 1.1% | ↓ | -1.0 p.p. |
| Cost of funding³ | 2.07% | ↓ | -0.09 p.p. |
| LCR | 160% | ↓ | -14 p.p. |
| Loans/deposits | 85.3% | ↓ | -2.6 p.p. |

¹ Stand-alone GNB

² Result on provision for NIL and other accounts receivable to average loans volume

³ Interest expenses / avg. interest bearing liabilities; The components after the change in presentation related to the transfer of interest income / costs from assets / liabilities subject to a "negative interest rate" between "Interest Income" and "Interest Expenses" introduced at the end of 2017.

⁴ Payments to Banking Guarantee Fund

AGENDA



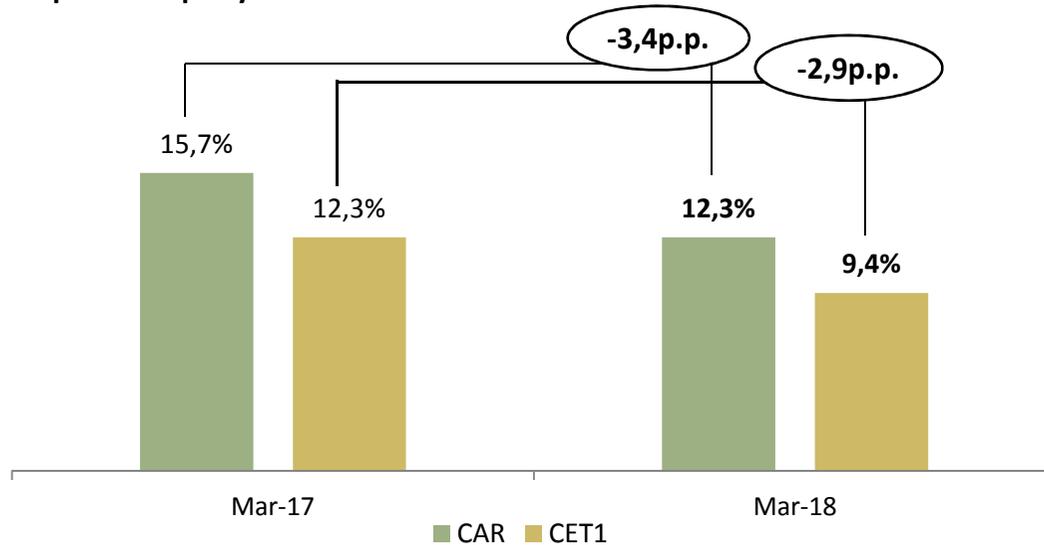
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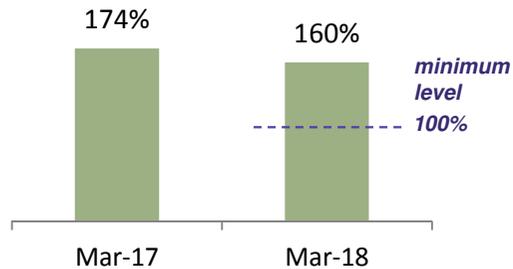
CAPITAL AND LIQUIDITY RATIOS

Capital Adequacy Ratio

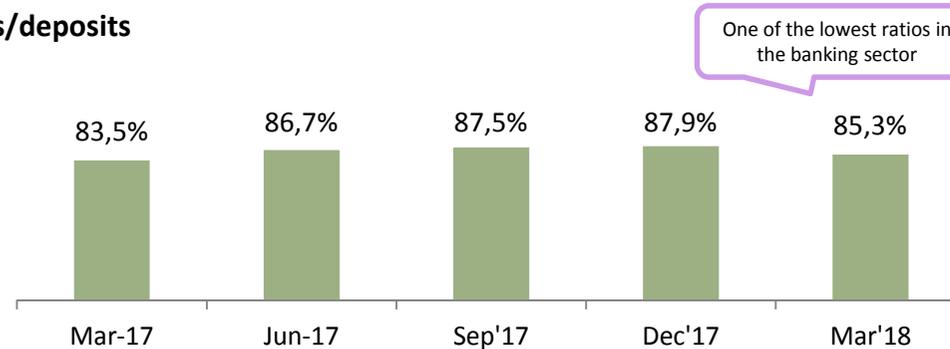


- The increase of the Bank's share capital by a total of PLN 190 million was registered on May 8. Bank applied to the Polish Financial Supervision Authority for permission to recognize the issued shares in Tier 1 capital. **TCR as of March 31, 2018 would have been at level of 12,8% if PLN 190 m above mentioned was in Tier 1 capital.**
- Subsequent activities related to the recapitalization of the Bank were presented in the framework of communication regarding the new capital strategy of Getin Noble Bank for years 2018-2019. **In progress.**

LCR

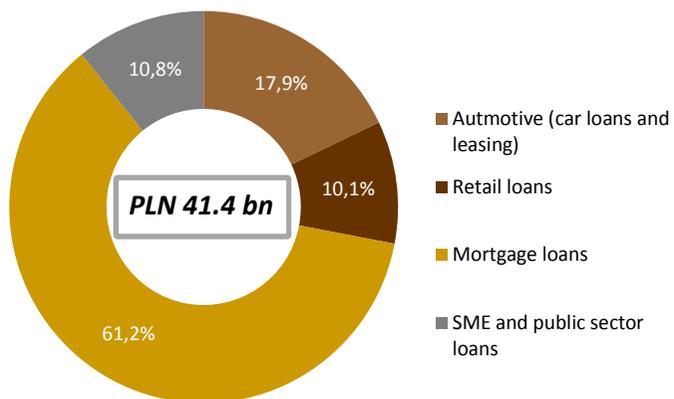


Loans/deposits

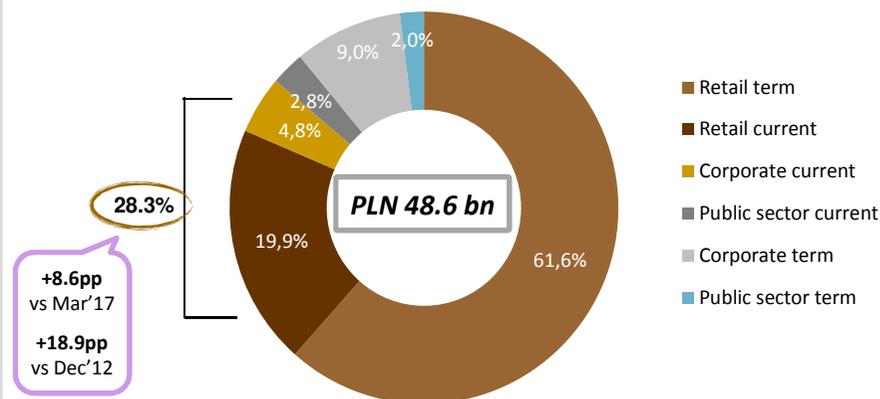


CHANGE IN ASSETS' STRUCTURE AND REDUCTION OF THE SCALE OF OPERATION

Split-up od customer loans (Mar-18)

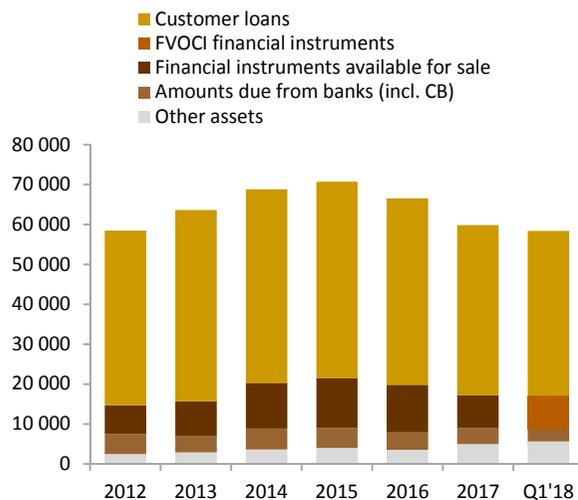


Split-up of customer deposits (Mar-18)

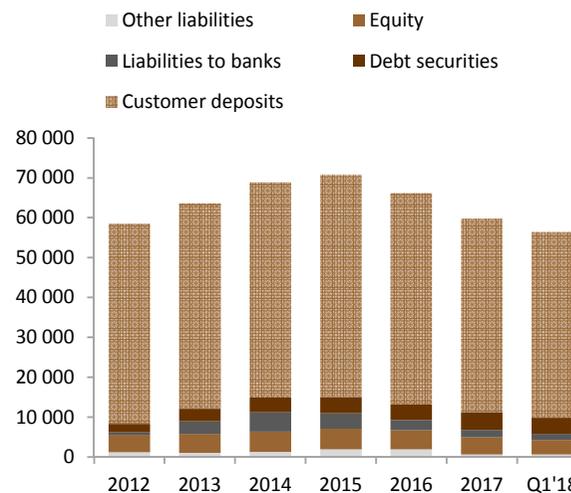


By Type (in PLN m)

Assets

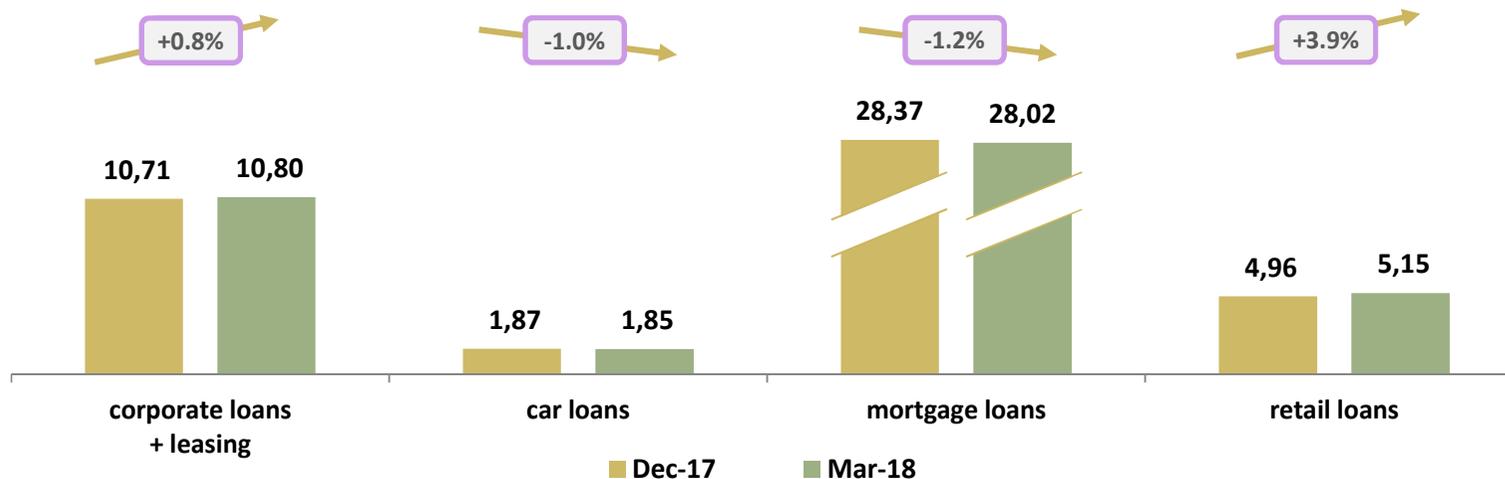


Liabilities

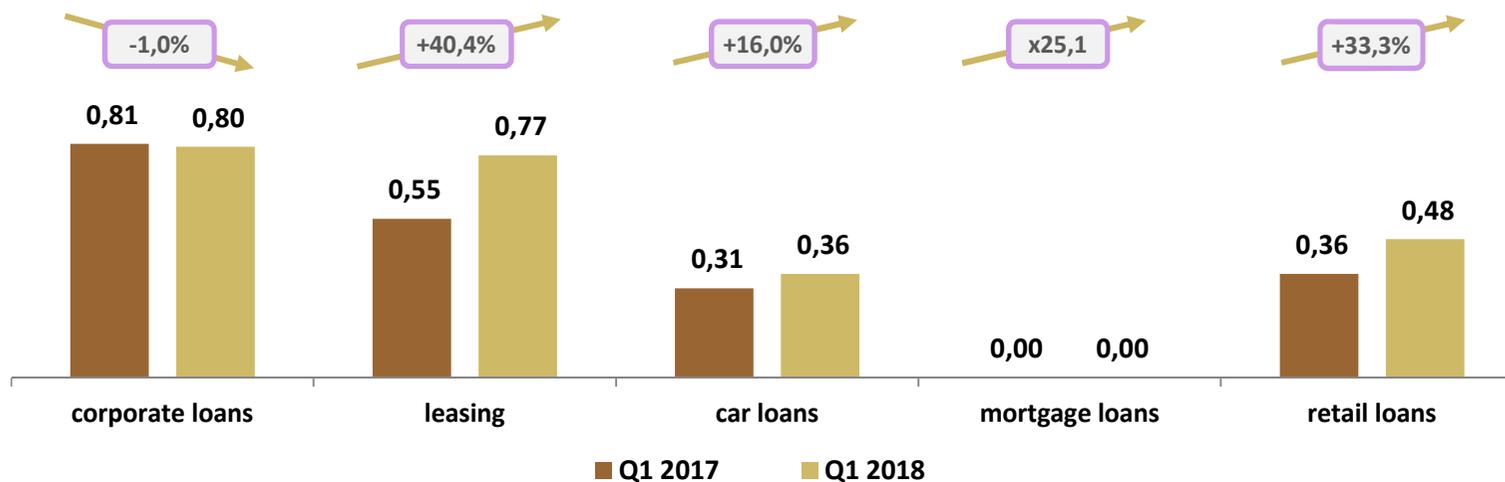


LOANS: DECREASE OF PORTFOLIO BALANCE AT MAINTAINED SALES STRUCTURE

Loans balance (PLN bn)

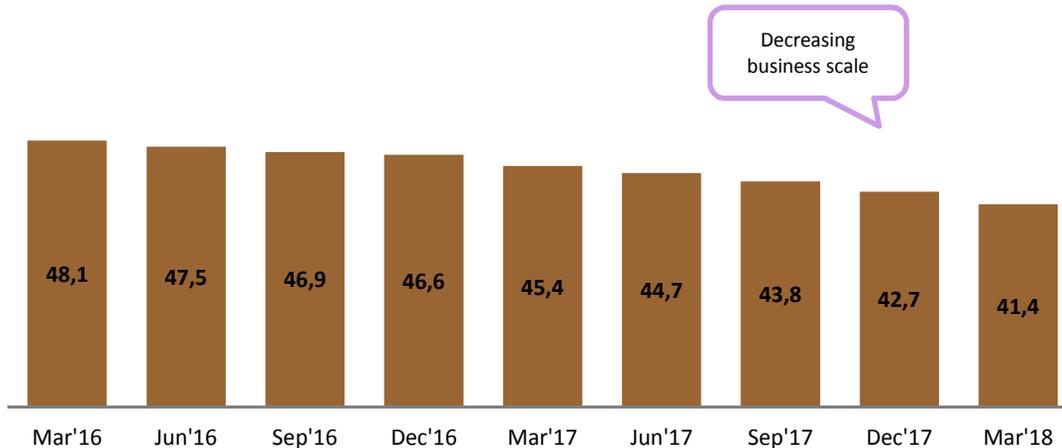


Loan sales (PLN bn)



BALANCE SHEET – LOANS SALES MIX

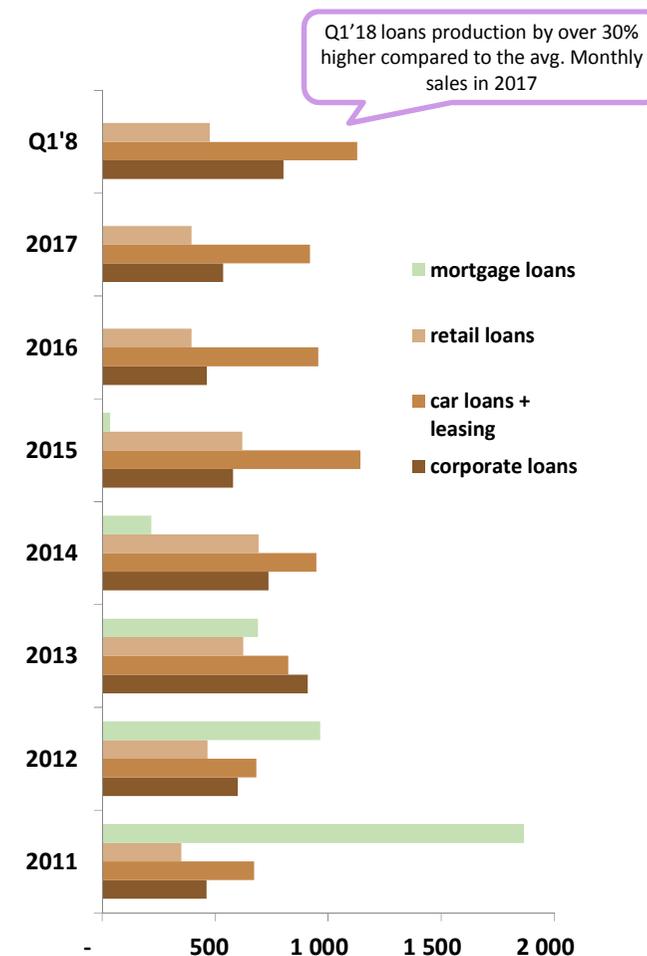
Loans (PLN bn)¹



- Actions to reduce the scale of business – loan balance on a consolidated basis lower by PLN 2.3 bn than a year earlier and PLN 4.7 bn lower vs Mar'16.
- Focus on the strategic business lines. Q1'18 loan sales at a level of PLN 2.4 bn, ie. 19% higher y/y.
- Changing loans balance mix support NIM restoration.
- Systematic amortization of the mortgage portfolio. PLN 2.9 bn of portfolio decrease over the last 12 months, additionally related to Zloty appreciation vs Swiss Frank.

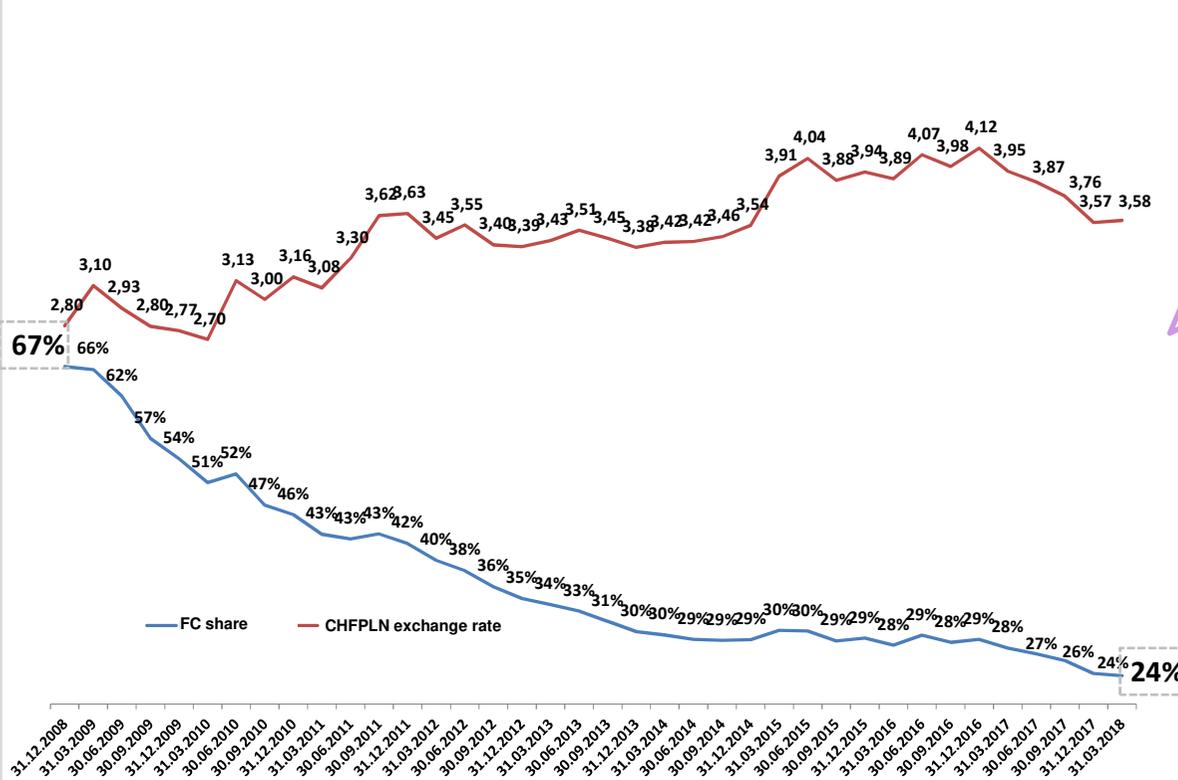
¹ consolidated data

Sales of loans – quarterly average (in PLN m)

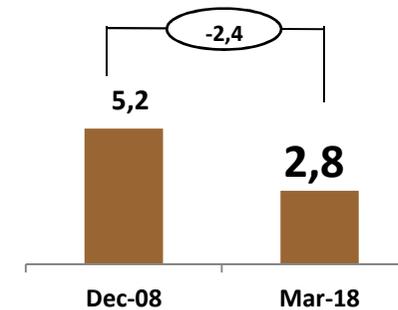


DECREASING BALANCE AND SHARE OF FC LOANS

Share of foreign currency loans in the total loan portfolio and CHFPLN exchange rate



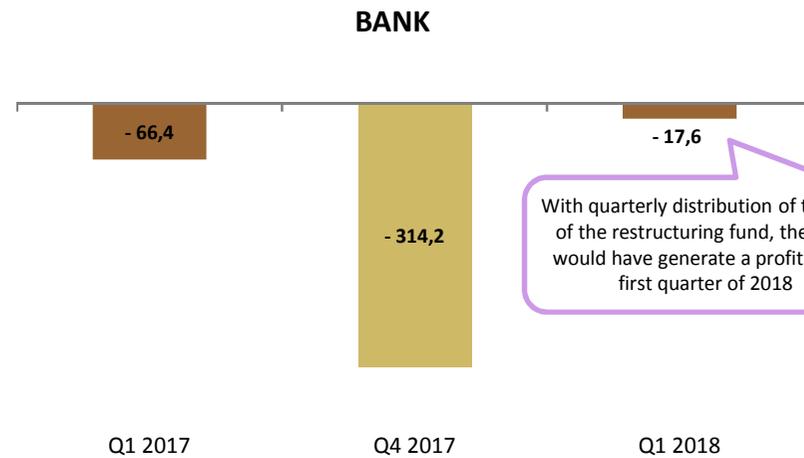
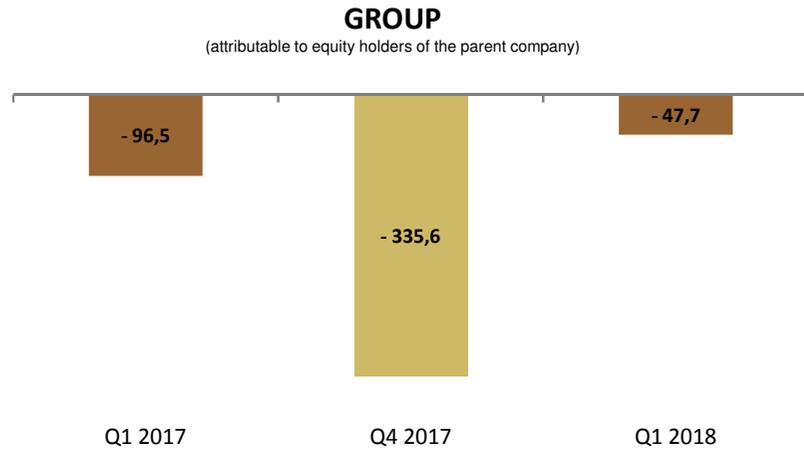
Swiss Franc loans balance (CHF bn)



- Accelerated depreciation of balances as a result of negative LIBOR reference rate.
- Decrease of FC loans share in total loans (below 24% already) at a stable CHFPLN exchange rate in Q1'18.
- The CHF mortgage loan balance decreased over the last 12 months by 21%.

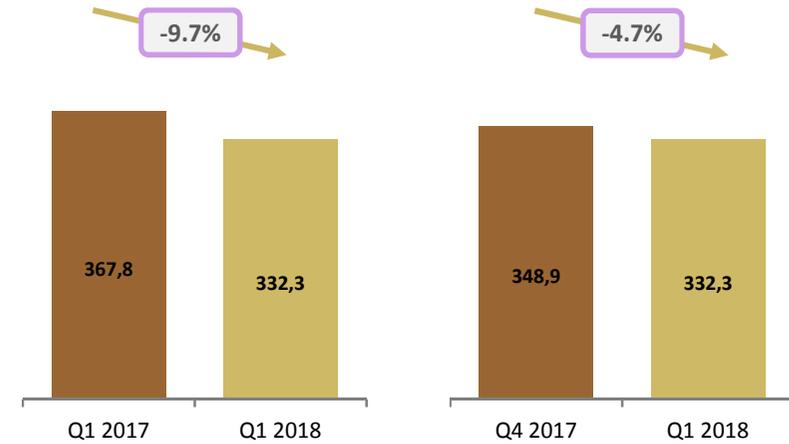
PROFITABILITY AND COST EFFICIENCY

Net result (PLN m)

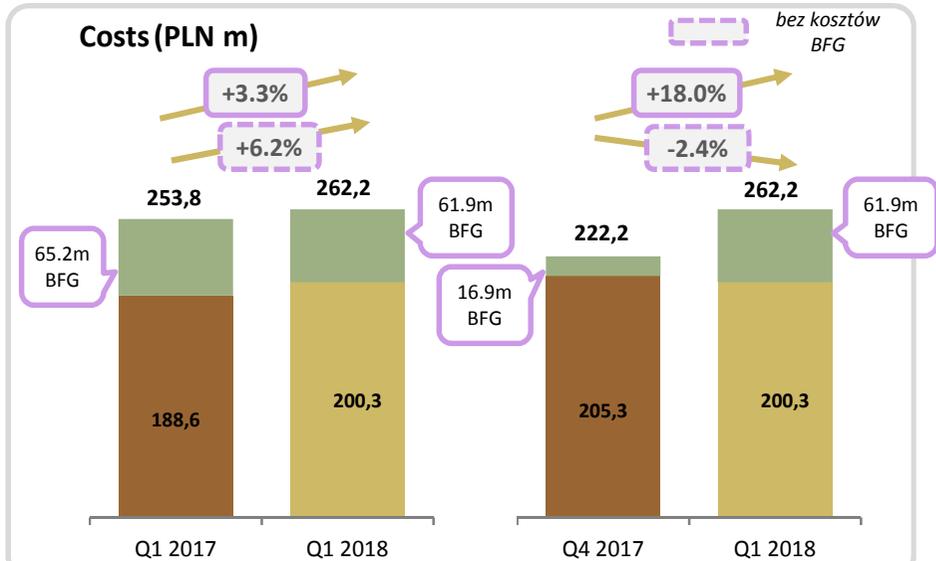


With quarterly distribution of the cost of the restructuring fund, the Bank would have generate a profit in the first quarter of 2018

Revenues¹ (PLN m)

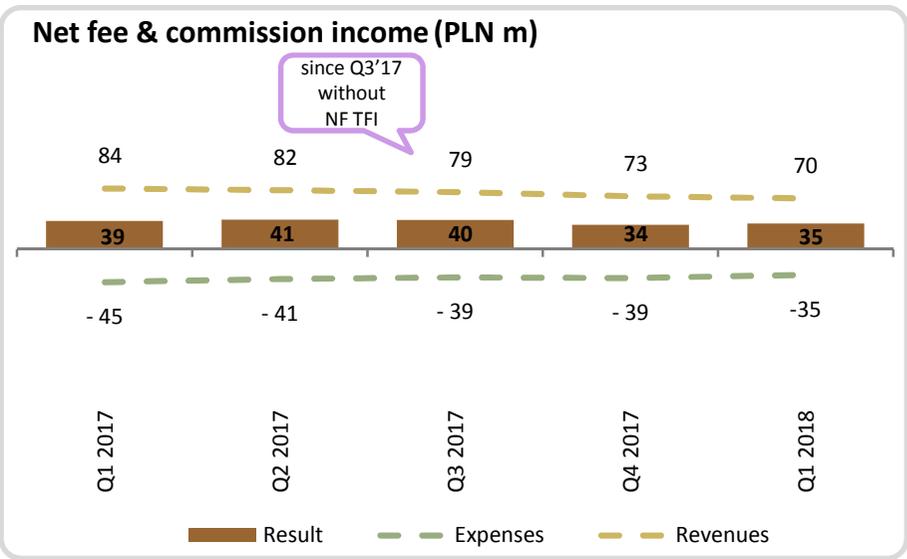
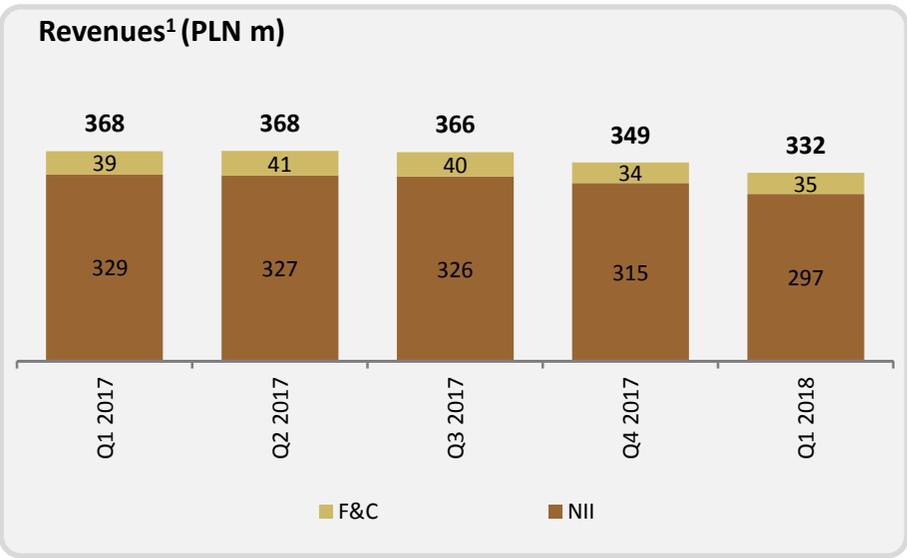
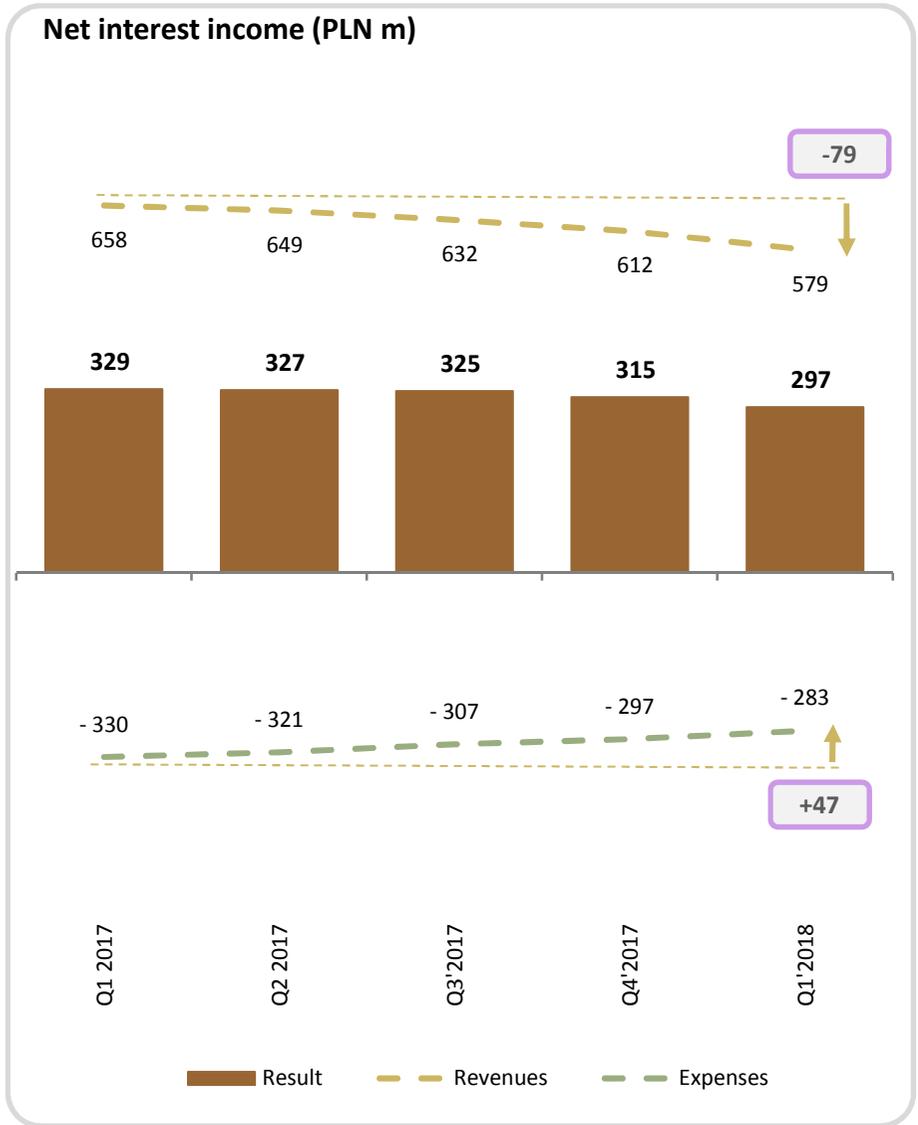


Costs (PLN m)



¹ Net interest and fee & commission result

CORE REVENUES



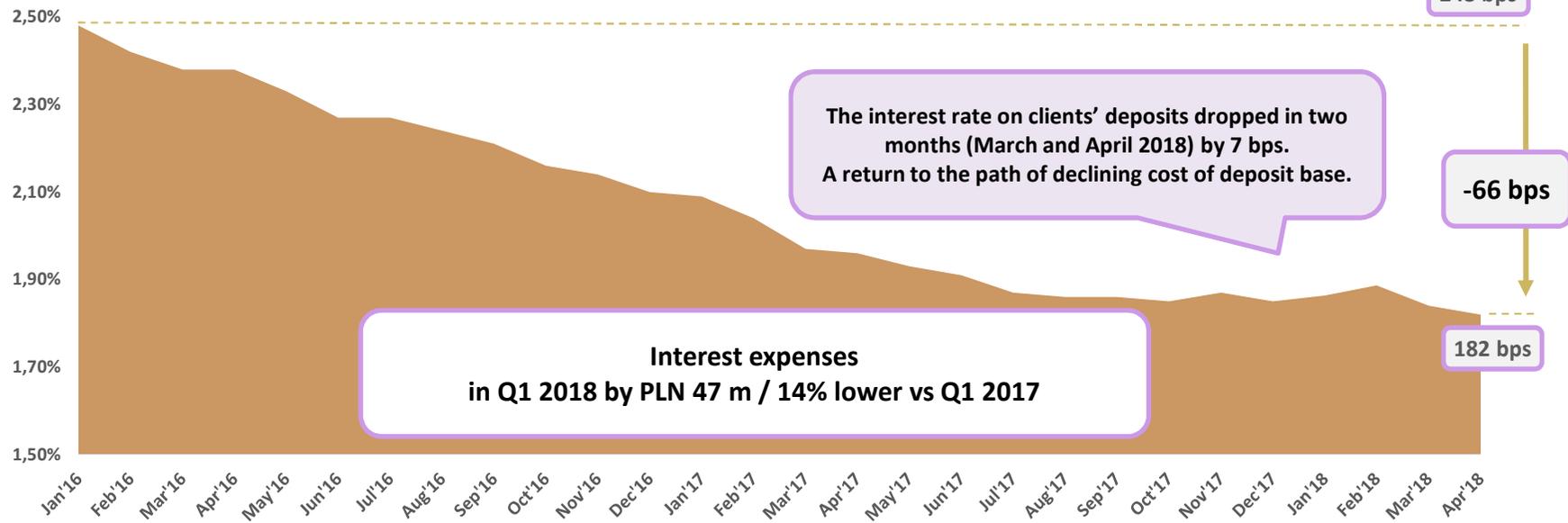
¹ The components after the change in presentation related to the transfer of interest income / costs from assets / liabilities subject to a "negative interest rate" between "Interest Income" and "Interest Expenses" introduced at the end of 2017.

² Net interest and fee & commission result

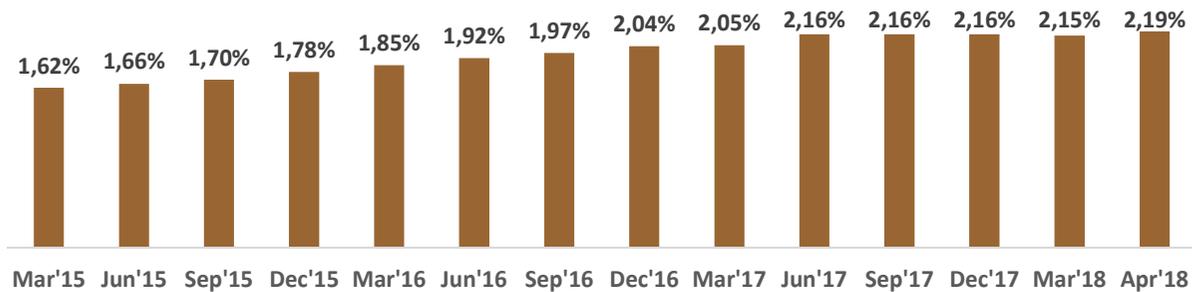
COST OF FINANCING AND NIM

Decreasing cost of deposits (pp)

Interest rate of deposit portfolio in GNB

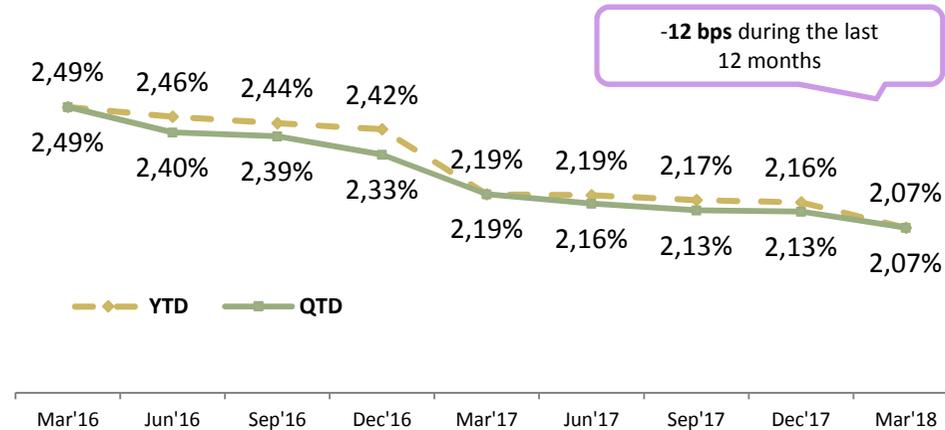


Bank's net interest margin

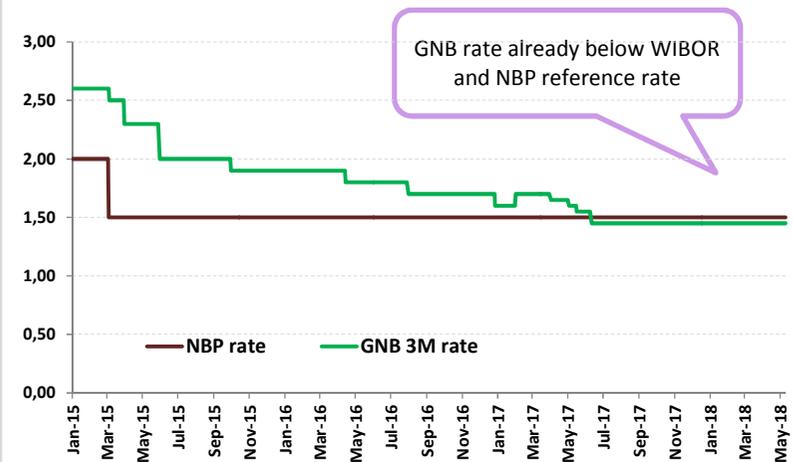


DECREASE OF COST OF FUNDING.

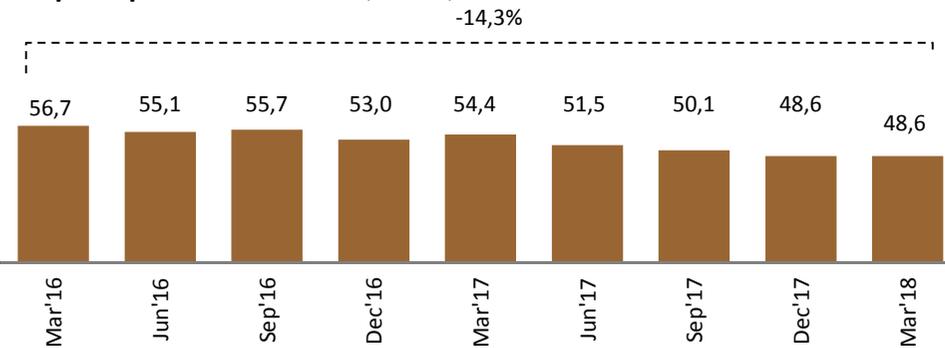
GNB highly efficient in reducing the cost of funding¹



GNB'S Retail Deposit Rates vs NBP reference rates



Deposit portfolio balance (PLN bn)



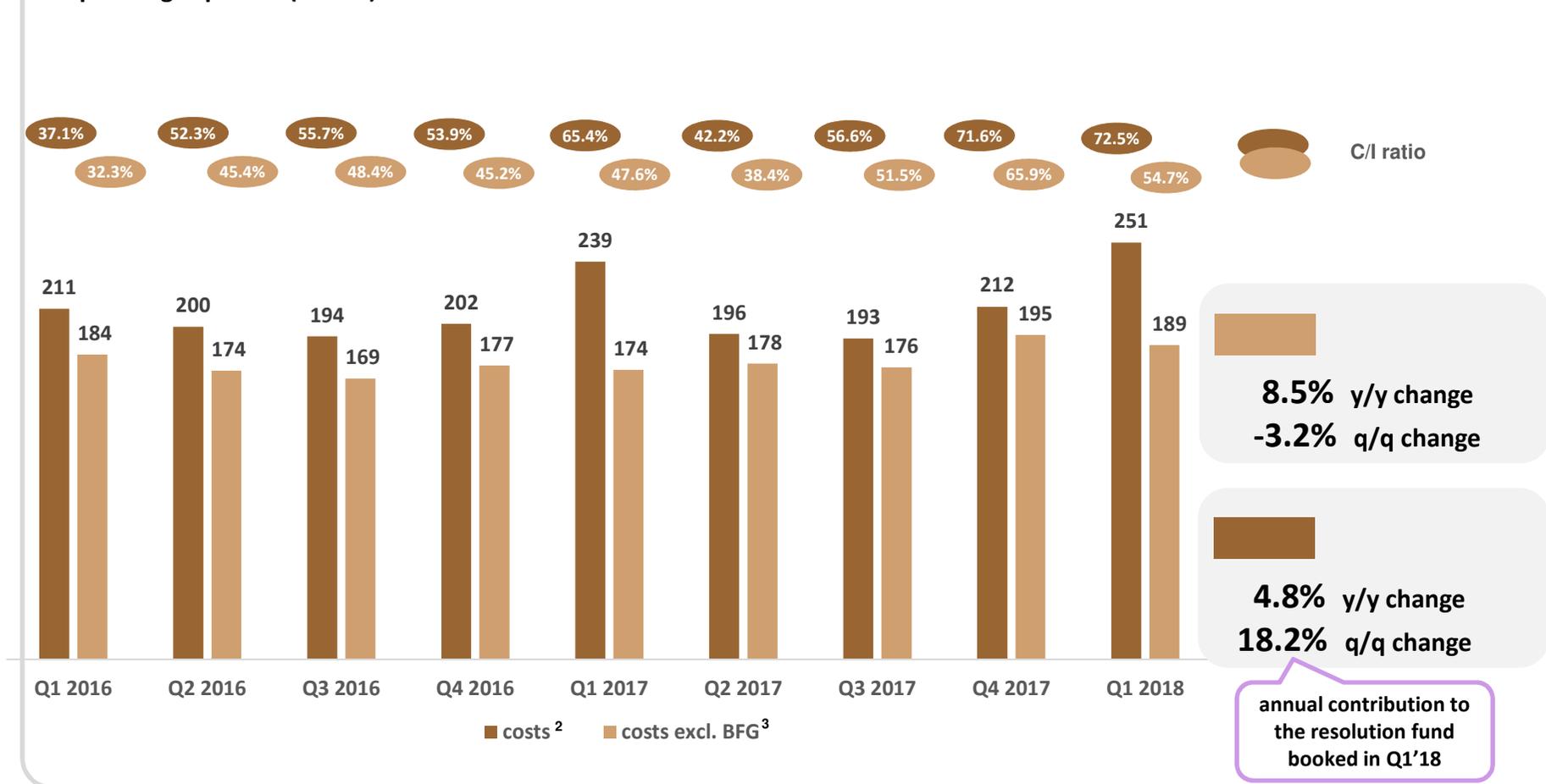
Current deposit & saving accounts share in total deposits



¹ Interest expense / average interest bearing liabilities; The components according to the change in presentation relate to the transfer of interest income / costs from assets / liabilities subject to a "negative interest rate" between "Interest Income" and "Interest Expenses" introduced at the end of 2017.

HIGH COST REGIME MAINTAINED

Operating expenses (PLN m)¹



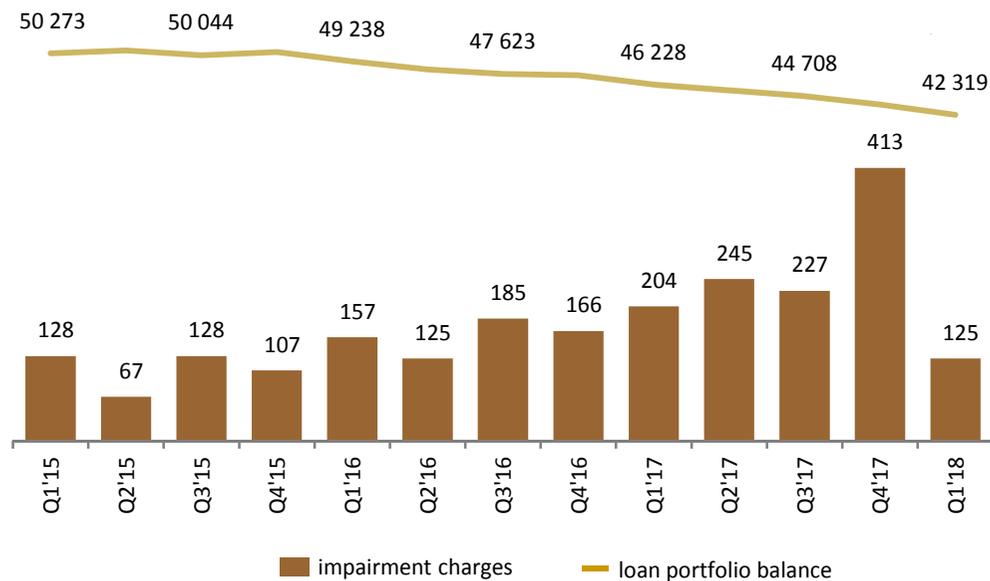
¹ stand-alone, quarterly

² without the cost of payments to the Banking Guarantee Fund re. bankruptcy of SK Bank in Q4 2015 and cooperative bank in Nadarzyn in Q4 2016

³ excluding BFG (Banking Guarantee Fund)

ASSET QUALITY – CREDIT RISK

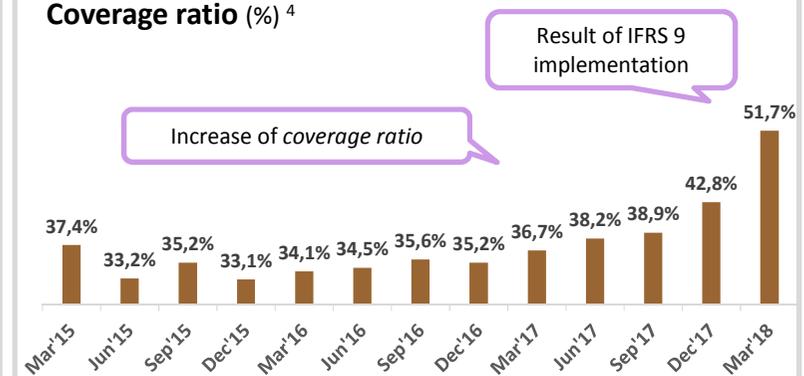
Loan impairment charges and loans balance (in PLN m) ³



Cost of credit risk (%) ¹

| | 31.03.2018 | 31.12.2017 | change |
|------------------------------|-------------|-------------|------------------|
| Corporate loans ² | -0.2% | 0.5% | -0.7 p.p. |
| Car loans | 1.4% | 2.2% | -0.8 p.p. |
| Mortgage loans | 0.8% | 1.9% | -1.1 p.p. |
| Retail loans | 5.1% | 6.5% | -1.4 p.p. |
| Loans total | 1.1% | 2.1% | -1.0 p.p. |

Coverage ratio (%) ⁴



¹ Result on provision for NIL and other accounts receivable to average loans volume; stand-alone GNB

² Including leasing and others

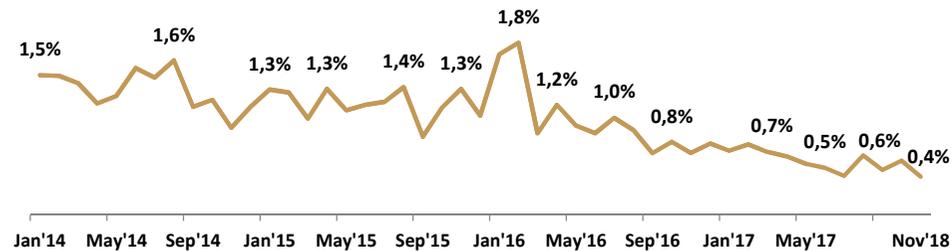
³ Stand-alone

⁴ Impairment allowances / impaired loans

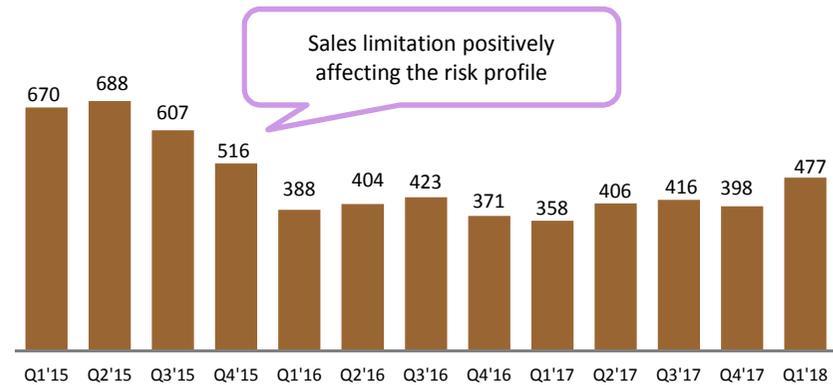
ASSET QUALITY – CREDIT RISK

Retail loans

Portion of 30 DPD in repayment of the third instalment (%)

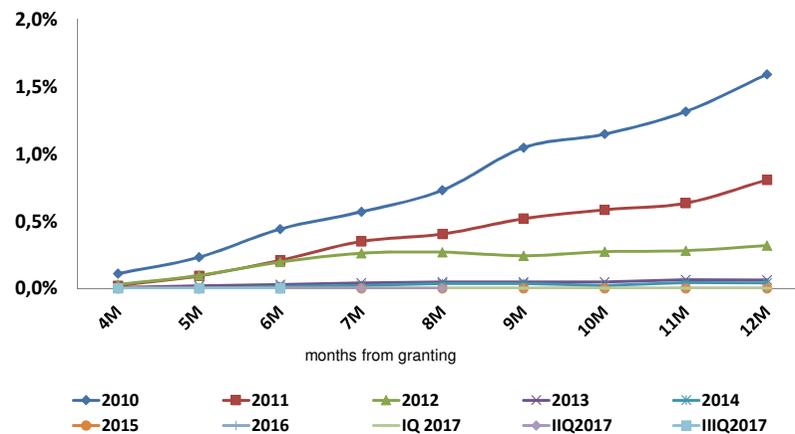


Retail loans sale (PLN m)



Mortgage loans

Vintage analysis of mortgage loans (% 90 dpd by year of granting the loan)



- Bank efficiently adjusts procedures of evaluation and acceptance to market conditions and Clients' situation.
- Provision coverage increased to 52%, ie. to the market level.

¹ kredyty udzielone do Q1 2010 r.

AGENDA



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Appendix 1 / consolidated data

KEY FINANCIAL DATA (QUARTERLY)



| | PLN m | 31.03.2018 | 31.12.2017 | 31.03.2017 | 31.03.2018/ 31.12.2018 | 31.03.2018/ 31.03.2017 |
|--|-------|------------|------------|------------|---------------------------|---------------------------|
| Equity (attributable to equity holders of the parent company) | | 3,654.2 | 4,315.5 | 4,684.1 | -15.3% | -22.0% |
| Sub debt | | 2,261.3 | 2,664.5 | 2,498.7 | -15.1% | -9.5% |
| Balance sheet total | | 58,424.5 | 59,835.5 | 67,106.2 | -2.4% | -12.9% |
| Loans balance | | 41,444.1 | 42,711.8 | 45,364.8 | -3.0% | -8.6% |
| Deposits balance | | 48,604.1 | 48,613.6 | 54,353.2 | 0.0% | -10.6% |
| | | | | | | |
| | PLN m | 1Q 2018 | 4Q 2017 | 1Q 2017 | 1Q'18/ 4Q'17 | 1Q'18/ 1Q'17 |
| Net interest income | | 296.9 | 314.9 | 328.8 | -5.7% | -9.7% |
| Net fee and commission income | | 35.4 | 33.9 | 39.0 | +4.4% | -9.2% |
| Administration costs | | -262.2 | -222.2 | -253.8 | +18.0% | +3.3% |
| Administration costs (excluding Banking Guarantee Fund) | | -200.3 | -205.3 | -188.6 | -2.4% | +6.2% |
| Net profit/loss | | -47.7 | -388.7 | -95.5 | -87.7% | -50.1% |
| C /I ¹ | | 79.0% | 60.5% | 71.3% | +18.6 p.p. | +7.7 p.p. |
| ROE ¹ | | -4.9% | -11.1% | -7.4% | +6.2 p.p. | -10.0 p.p. |
| NIM ¹ | | 2.1% | 2.1% | 2.1% | 0.0 p.p. | 0.0 p.p. |
| CAR | | 12.3% | 12.6% | 15.7% | -0.3 p.p. | -3.4 p.p. |

¹ YTD data

KEY FINANCIAL DATA (QUARTERLY)

| | PLN m | 31.03.2018 | 31.12.2017 | 31.03.2017 | 31.03.2018/ 31.12.2018 | 31.03.2018/ 31.03.2017 |
|--|-------|------------|------------|------------|---------------------------|---------------------------|
| Equity | | 3,711.2 | 4,344.0 | 4,735.0 | -14.6% | -21.6% |
| Sub debt | | 2,253.2 | 2,655.8 | 2,508.0 | -15.2% | -10.2% |
| Balance sheet total | | 58,832.6 | 60,259.4 | 67,349.9 | -2.4% | -12.6% |
| Loans balance | | 42,379.3 | 43,643.4 | 46,195.5 | -2.9% | -8.3% |
| Deposits balance | | 48,696.1 | 48,710.8 | 54,418.4 | 0.0% | -10.5% |
| | | | | | | |
| | PLN m | 1Q 2018 | 4Q 2017 | 1Q 2017 | 1Q'18/ 4Q'17 | 1Q'18/ 1Q'17 |
| Net interest income | | 284.9 | 308.9 | 321.6 | -7.8% | -11.4% |
| Net fee and commission income | | 26.4 | 23.0 | 20.7 | +14.8% | +27.5% |
| Administration costs | | -251.1 | -212.3 | -239.5 | +18.3% | +4.8% |
| Administration costs (excluding Banking Guarantee Fund) | | -189.2 | -195.4 | -174.3 | -3.2% | +8.5% |
| Net profit/loss | | -17.6 | -364.7 | -66.4 | -95.2% | -73.5% |
| C /I ¹ | | 72.5% | 57.3% | 65.4% | +15.2 p.p. | +7.1 p.p. |
| ROE ¹ | | -1.7% | -11.7% | -5.2% | +10.0 p.p. | +3.5 p.p. |
| NIM ¹ | | 2.1% | 2.1% | 2.1% | 00 p.p. | 0.0 p.p. |
| CAR | | 12.3% | 12.6% | 15.8% | -0.3 p.p. | -3.5 p.p. |

¹ YTD data

MORE ABOUT GETIN NOBLE BANK



MORE INFO ABOUT GETIN NOBLE BANK

INVESTOR RELATIONS WEBSITE

www.gnb.pl

MORE INFO ABOUT GETIN NOBLE BANK AND BANK'S STRATEGY

<http://en.gnb.pl/prezentacje>

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