



GETIN NOBLE BANK GROUP'S FINANCIAL RESULTS 2011

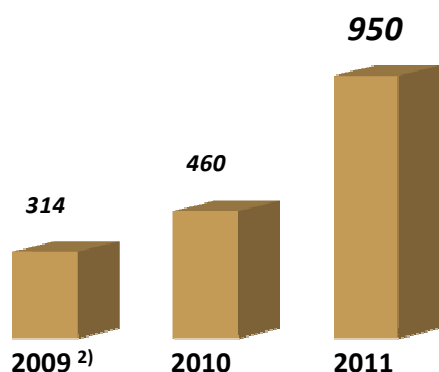
Presentation for investors and analysts
of financial results

Warsaw, March 1st, 2012

We are consistently pursuing our strategic goal...

... to be ranked among the top five banks on the market.

Net result [PLN m]



Balance sheet total	#7 (+ 3 positions ¹⁾)
Loans	#5 (+2)
Deposits	#5 (+1)
Interest income	#4 (+2)
Fee and commission income	#5 (-1)
Net result	#4 (+3)

1) Initial results of banks for Q3 2011, as reported by the daily Rzeczpospolita; a move in the same ranking for Q3 2010

2) proforma figures

Ranking of banks after the first three quarters of 2011 ¹⁾

Assets		Equity		Loans		Deposits		
1	PKO BP	186 997	1	PKO BP	18 357	1	PKO BP	143 952
2	Pekao	142 466	2	Pekao	17 650	2	Pekao	103 827
3	BRE Bank	94 444	3	BRE Bank	9 939	3	ING	50 759
4	ING	73 696	4	BZ WBK	6 658	4	BRE Bank	48 953
5	BZ WBK	58 766	5	ING	5 481	5	Getin Noble Bank	44 535
6	BGK	57 376	6	Bank Millennium	4 846	6	BZ WBK	43 644
7	Getin Noble Bank	52 718	7	Bank Handlowy	4 363	7	BGK	36 975
8	Bank Millennium	50 012	8	BPH	4 024	8	Bank Millennium	36 460
9	Kredyt Bank	45 094	9	Kredyt Bank	3 712	9	Kredyt Bank	26 247
10	BPH	38 562	10	Getin Noble Bank	3 656	10	Bank Handlowy	21 134
<i>advancement from 10th position ²⁾</i>		<i>no change</i>		<i>advancement from 7th position ²⁾</i>		<i>advancement from 6th position ²⁾</i>		
Interest income		Fee and commission income		Result from banking activities		Net result		
1	PKO BP	8 752	1	PKO BP	2 853	1	PKO BP	2 855
2	Pekao	5 361	2	Pekao	2 232	2	Pekao	2 129
3	BRE Bank	2 819	3	BZ WBK	1 175	3	BZ WBK	986
4	Getin Noble Bank	2 636	4	BRE Bank	963	4	Getin Noble Bank	881
5	BZ WBK	2 498	5	Getin Noble Bank	937	5	BRE Bank	850
6	ING	2 489	6	ING	879	6	ING	667
7	Bank Millennium	1 980	7	BPH	620	7	Bank Handlowy	515
8	Kredyt Bank	1 785	8	Bank Handlowy	570	8	BGK	428
9	BPH	1 605	9	Bank Millennium	493	9	Bank Millennium	341
10	BGK	1 572	10	Kredyt Bank	306	10	Kredyt Bank	283
<i>advancement from 6th position ²⁾</i>		<i>downgrade from 4th position ²⁾</i>		<i>advancement from 7th position ²⁾</i>		<i>advancement from 7th position ²⁾</i>		





1) Initial results of banks for Q3 2011, as reported by the daily Rzeczpospolita;

2) A move up in the same ranking for Q3 2010









The Bank's strategic goal is to focus on changing its balance sheet structure while staying profitable, continuing to increase revenues not related to credit risk and reducing the cost of risk.

It is the Bank's intention to change the pace of growth of its loan sales in different business lines to reduce the pressure on financing.

The Bank pursue its strategic goals through a number of measures, including :

-  increasing the sales of products with shorter amortization periods: cash, car loans, loans for businesses; and by reducing the percentage share of mortgage loans in relation to total sales;
-  focusing on cross-selling revenue, especially with respect to investment products, to minimize the decline in revenue resulting from lower sales of loans;
-  adopting a prudent approach to credit risk, with respect to both the "old group of loans" and new loans;
-  securitizing the Bank's loan portfolio as one of the methods for increasing liquidity.

In Q4 2011, the Bank launched the process of implementing new strategic goals.

-  **The Bank made a record profit of nearly PLN 950 million in 2011**
-  **Sales of loans in 2011 were up by over 18% against the figure for the previous year.**
The Bank's loan balance increased by 25% over the 12 months (not adjusted for the effect of the PLN/CHF exchange rate +19%). In the same period, the entire market grew by 14%.
-  **The Bank is successfully improving its solvency ratio: Poland's first Public Subordinated Bonds Program. In February 2012, the Bank issued two series of bonds with the nominal value of over PLN 241 million. The first series was met with great interest among investors, leading to a reduction rate of nearly 30%. The Bank has issued over PLN 640 million in subordinated debt (as part of a public offering and a private placement), of which PLN 400 million issued in the private placement has already been recognized in the Bank's supplementary capital fund with the approval of the Polish Financial Supervision Authority.**
-  **The Bank's 2011 revenue grew at a pace nearly three times the increase in its operating costs.**
-  **The Bank's great ability to raise capital on the market despite unfavorable market conditions, while following its financing cost growth regime.**
In February 2012, the average cost of retail term deposits in PLN above the WIBOR 3M rate fell to 62 basis points, despite the Bank's decision to discontinue offering term deposits with daily interest compounding.
-  **The Bank has renewed and collateralized all its CIRS CHF transactions by the end of 2012 at prices far lower than the current market margins.**
-  **Confirmed significant improvement in quality of loans sold since 2010, which stand for over 40% of loan portfolio**
-  **Good results of the Group's companies (Noble Funds, Noble Securities and Getin Leasing).**

31.12.2011 / 31.12.2010

40 471,4 PLN m	+21,0%	Loans balance (4Q'11 vs 3Q'11 increase by 2,0%)
46 311,1 PLN m	+25,1%	Deposits balance (4Q'11 vs 3Q'11 increase by 4,0%)
4 058,5 PLN m	+23,2%	Equity (attributable to equity holders of the parent company)
53 542,1 PLN m	+25,1%	Balance sheet total

1-4Q 2011 / 1-4Q 2010

1 343,8 PLN m	+27,7%	Net interest income
869,4 PLN m	-11,4%	Net fee and commission income
833,1 PLN m	+14,4%	Overhead costs
1 208,4 PLN m	+14,3%	Result on provisions for NIL and other accounts receivable
1 086,3 PLN m	+132,6%	Gross profit
950,1 PLN m	+111,1%	Net income (attributable to equity holders of the parent company)
26,72%	-5,60 p.p.	C / I ¹⁾
10,24%	+0,70 p.p.	CAR ^{1) 2)}
30,56%	+14,74 p.p.	ROE ¹⁾

1) YTD data

2) Stand-alone GNB

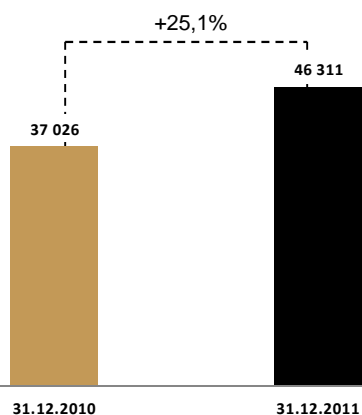
- The Bank was ranked as the best savings and investment bank in 2011, according to a ranking published by Comperia.pl.
- The Bank's cash loan was 2nd place in the Złoty Bankier 2011 Survey.
- The Bank's *Prime* cash loan won 10 times the 1st place in the regular monthly ranking published by Totalmoney.pl.
- Getin Noble Bank is ranked as number one in the distribution of structured products – in Q4 2011 alone, sales of structured products to customers amounted to over PLN 1 billion.
- Getin Noble Bank's structured products are ranked among the best such products on the market in terms of ROI for customers (8 best such products among Poland's Top15; 94% of Getin Bank's structured products with a gain for the customer, according to the daily *Parkiet* and *structus.pl*).
- Poland's No 1 private-banking service: a PLN 5 bn balance of investments, including more than half in instruments other than bank deposits, with more than 10 thousand active customers
- World Elite MC, Poland's first and one of the world's few credit cards made only of metal
- Individual Pension Accounts with an overdraft facility
- CHF Rate product
- Corpo Private
- New leasing products

DEPOSITS: BALANCE AND MARKET SHARE

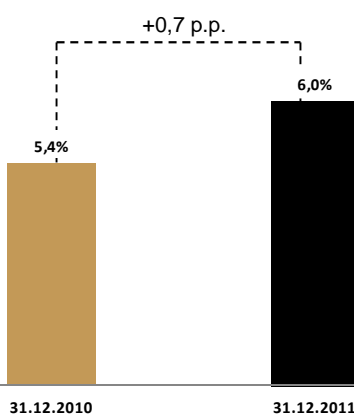
An over 16% share of the new deposits market in 2011



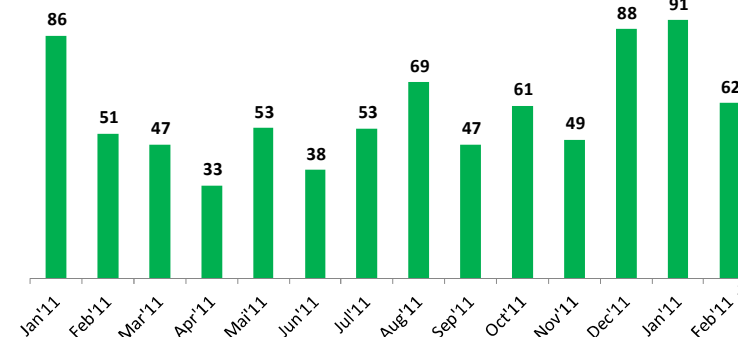
Portfolio balance (PLN m)



Market share (%) ¹⁾



New term deposits (retail, PLN)
margin in basis points ²⁾



- 🌳 The Bank is successfully reducing its financing costs. Its margin ²⁾ on retail term deposits in February fell to 62 basis points.
- 🌳 Over the 12 month, the value of the Bank's deposit portfolio increased by a quarter, i.e. by PLN 9.3 bn, including almost 99% in retail deposits ⁴⁾, which gives the Bank 16.4% of share of the new deposit market.
- 🌳 Alternative forms of improving the Bank's liquidity (subordinated debt, securitization, bank securities, bonds, sale of receivables).

1) Market shares calculated on the basis of NBP data (market = banks operating in Poland + Polish branches of credit institutions and branches of foreign banks + SKOKs)

2) Above the 3M WIBOR sales from individual month

3) Untill February 24th, 2012

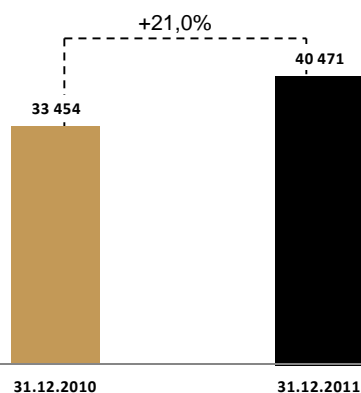
4) Amounts due to households

LOANS: BALANCE AND MARKET SHARE

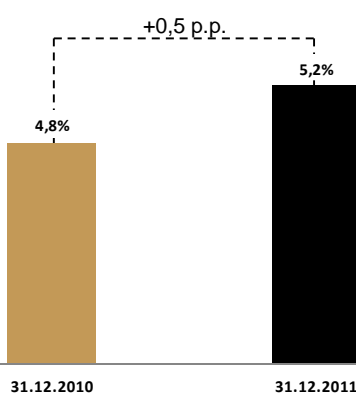
The Bank is growing at double the pace of the entire market growth in 2011



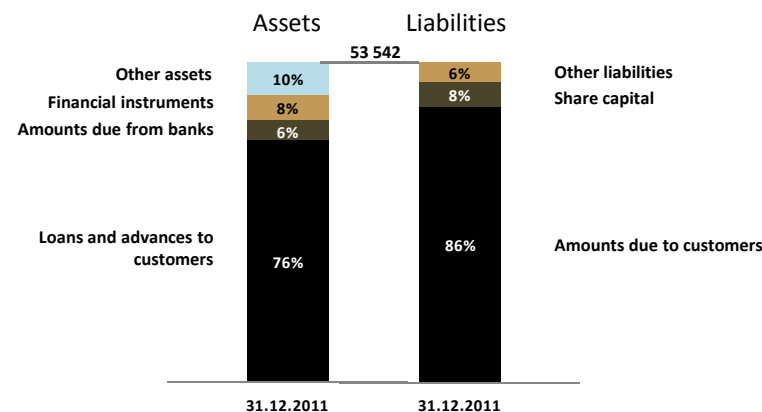
Portfolio balance (PLN m)



Market share (%) ¹⁾



Balance sheet structure of the Bank (PLN m)



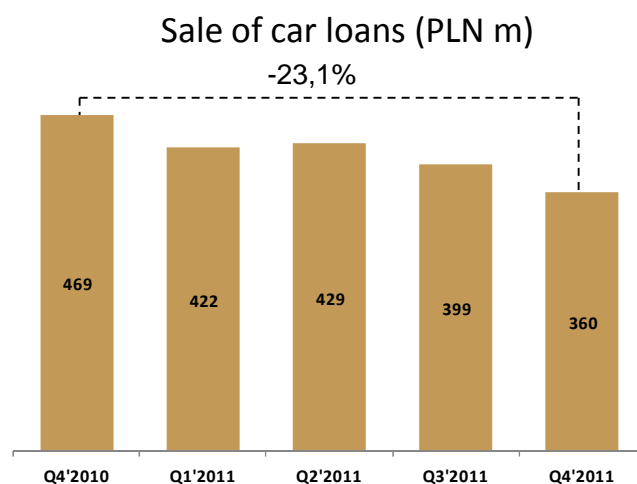
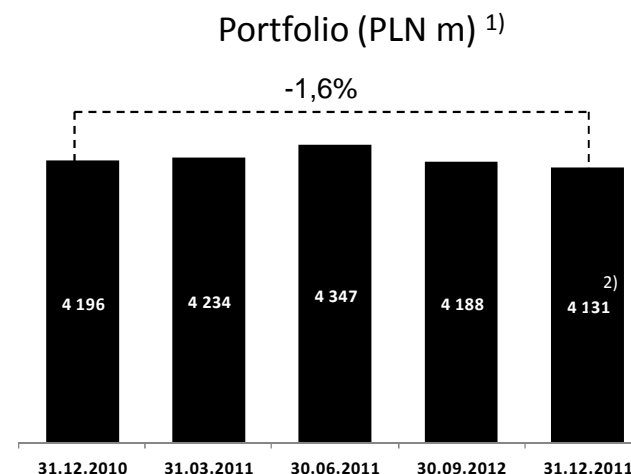
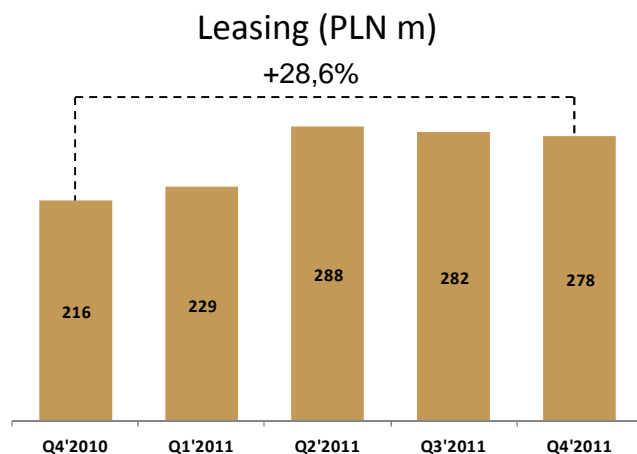
- 🌳 The Bank's sales in 2011 amounted to PLN 13.1 billion, which was an increase by 18.2% compared to the previous year.
- 🌳 The Bank has maintained its secure balance sheet structure. Getin Noble Bank's balance sheet total (total assets) has grown by PLN 10,7 billion since 1 January 2011 (+25.1% versus the figure at 31 Dec.2010). This growth is attributable to the Bank's amounts-due-to-customers figure rising by 25.1% and loans-and-advances figure by 21.0%.
- 🌳 Equity (attributable to shareholders in the parent company) has risen by 23.2% during the same period.

1) Market shares calculated on the basis of NBP data (market = banks operating in Poland + Polish branches of credit institutions and branches of foreign banks + SKOKs)

CAR LOANS AND LEASING

Maintained position of leader in car loans

The highest increase in sale of leases on the Polish market in 2011



- Already 4th market position in leasing of passenger cars and light vans up to 3.5t.
- Getin Leasing moved from 15th to 7th place in Poland in 2011.
- The highest increase in sale of leases on the Polish market in 2011 (+119%)³⁾.
- Nearly 2.7 PLN billions of total loans granted to customers in 2011, an increase of 20.5% in comparison to year 2010.
- Sale of car loans in 2011 amounted to 1,6 PLN billions, i.e. decrease of 4.3% vs. year 2010
- Sales of car loans continued at high levels despite lower sales of new vehicles (-10.7%) and import of used vehicles (-9.4%)⁵⁾ in 2011.

1) Balance of gross car loans portfolio

2) Since 3Q'11 loans balance does not include loans from Idea Bank in connection with lost of control over the subsidiary.

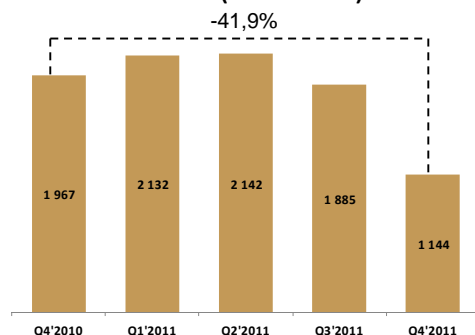
3) According to ZPL ranking

4) Figures according to SAMAR report

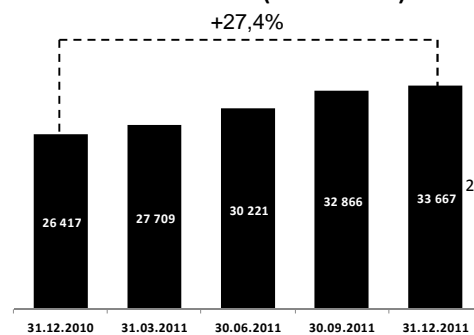
MORTGAGE, RETAIL AND SME LOANS

Maintained position of vice-leader in mortgage loans

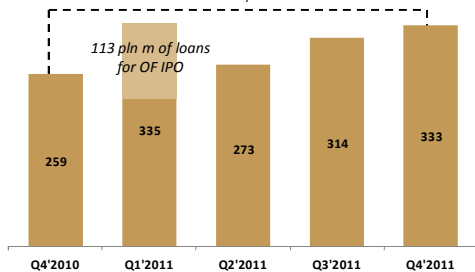
Sale (mln PLN)



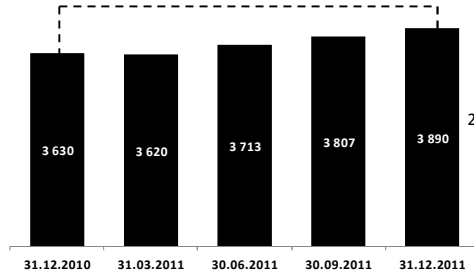
Portfolio (mln PLN) ¹⁾



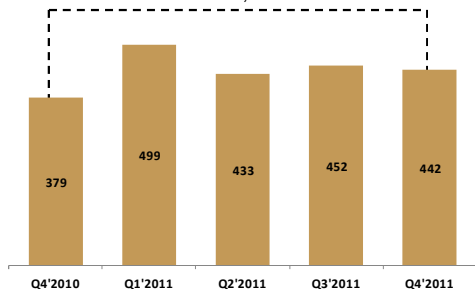
+28,6%



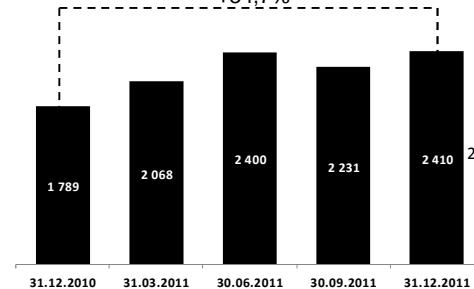
+7,2%



+16,6%



+34,7%



MORTGAGE LOANS

- Reduction of sale in second half of 2011 as a result of Bank's efforts to change the structure of new loans sale.
- The loans sold by the Bank were predominantly loans in PLN. As a result, the share of foreign-currency loans in relation to the Bank's total portfolio is steadily lower, with a drop to 42.1% ³⁾ as at the end of Q4 2011, meaning it was lower by 4.0% than as at the end of 2010.
- Over 7.3 PLN billions of loans sold in 2011, which was an increase by 12.1% in comparison to year 2010.

RETAIL LOANS

- Efficient sale in difficult market environment.
- In Q4'2011 the Bank's consumer credit balance grew by 2.2%, whereas the entire banking sector reported decrease by 1.4%.
- Total sale in 2011 amounted to nearly 1.3 PLN billions, what was an increase of 15.9% YoY.

SME LOANS

- Over 1.8 PLN billions of loans sold in 2011, which was an increase by 48.6% in comparison to year 2010.

1) Gross portfolio

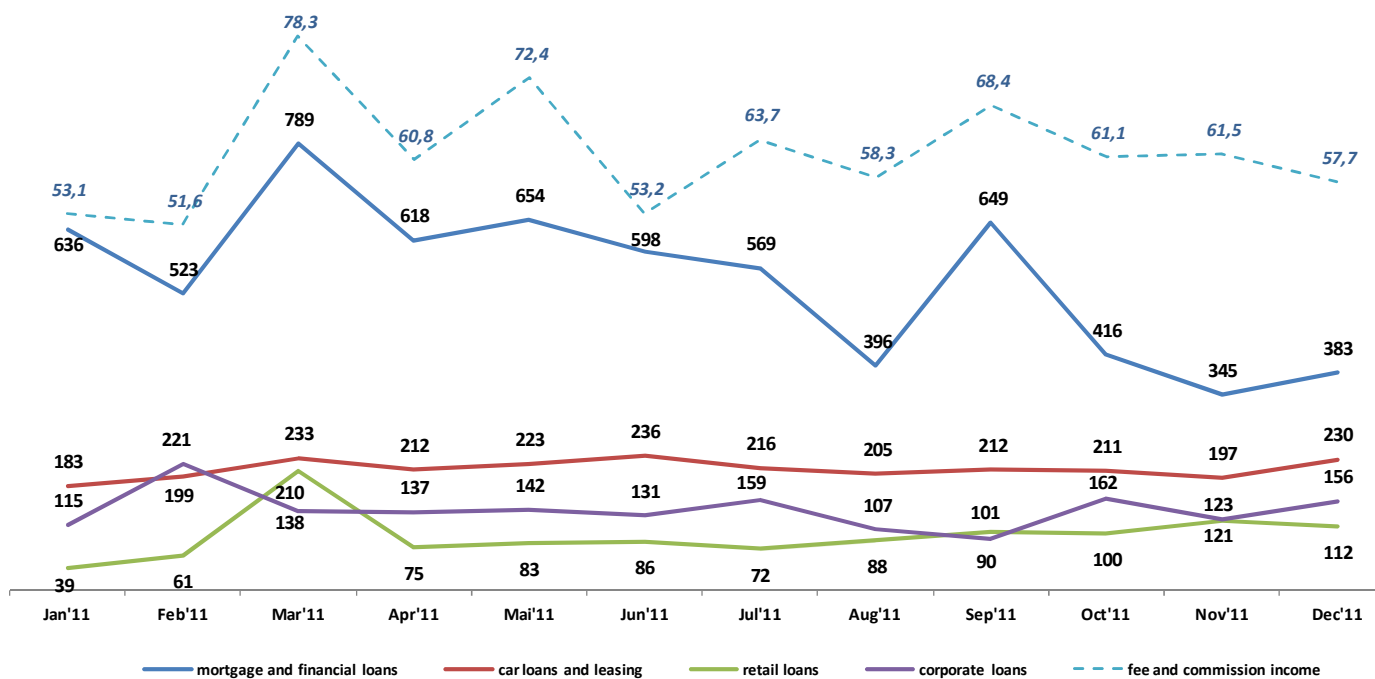
2) Since 3Q'11 loans balance does not include loans from Idea Bank in connection with lost of control over the subsidiary.


3) Stand-alone GNB


LOANS SALE

The effect of a decrease in the sale of new loans offset by an increase in commission income not related to loan sales

Sale of loans and fee & commission result (PLN m) ¹⁾



 The Bank is pursuing its strategy by focusing on the sale of products with shorter amortization periods.

 Steady growth of repeatable revenue

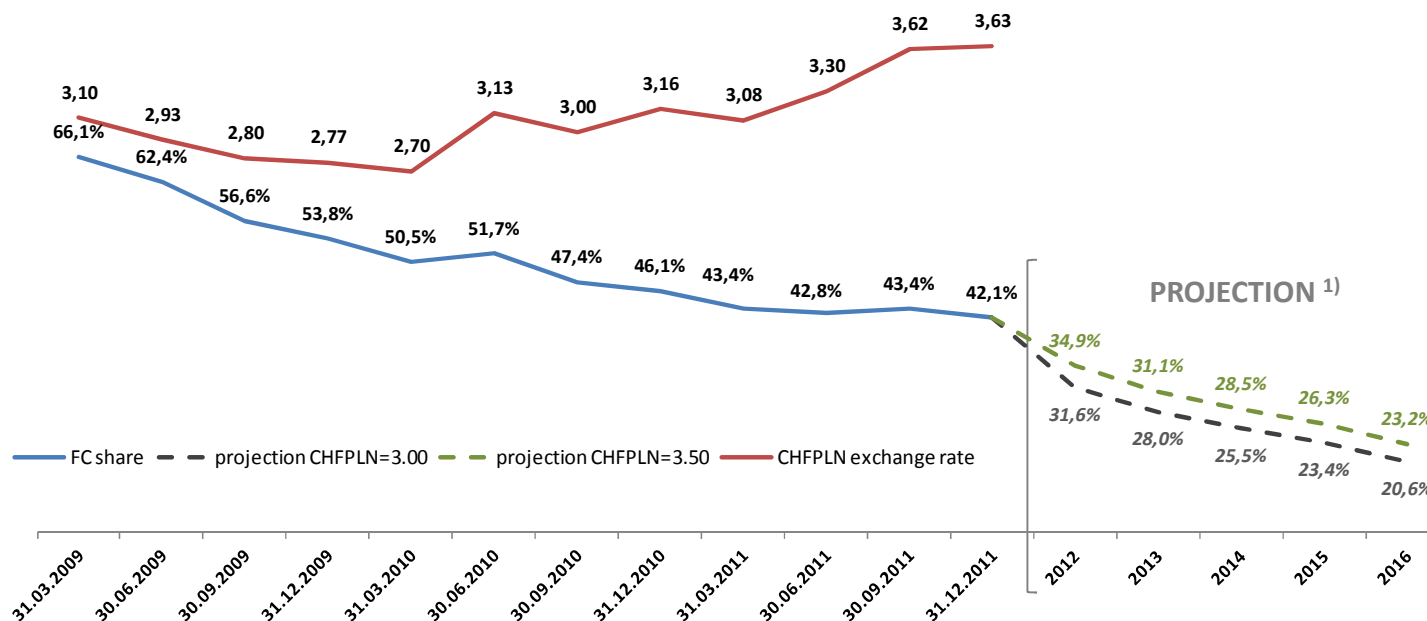
1) Stand-alone GNB

SHARE OF FOREIGN CURRENCY LOANS IN THE PORTFOLIO

Nearly 95% of new loans in PLN.



Share of foreign currency loans in total portfolio (%)



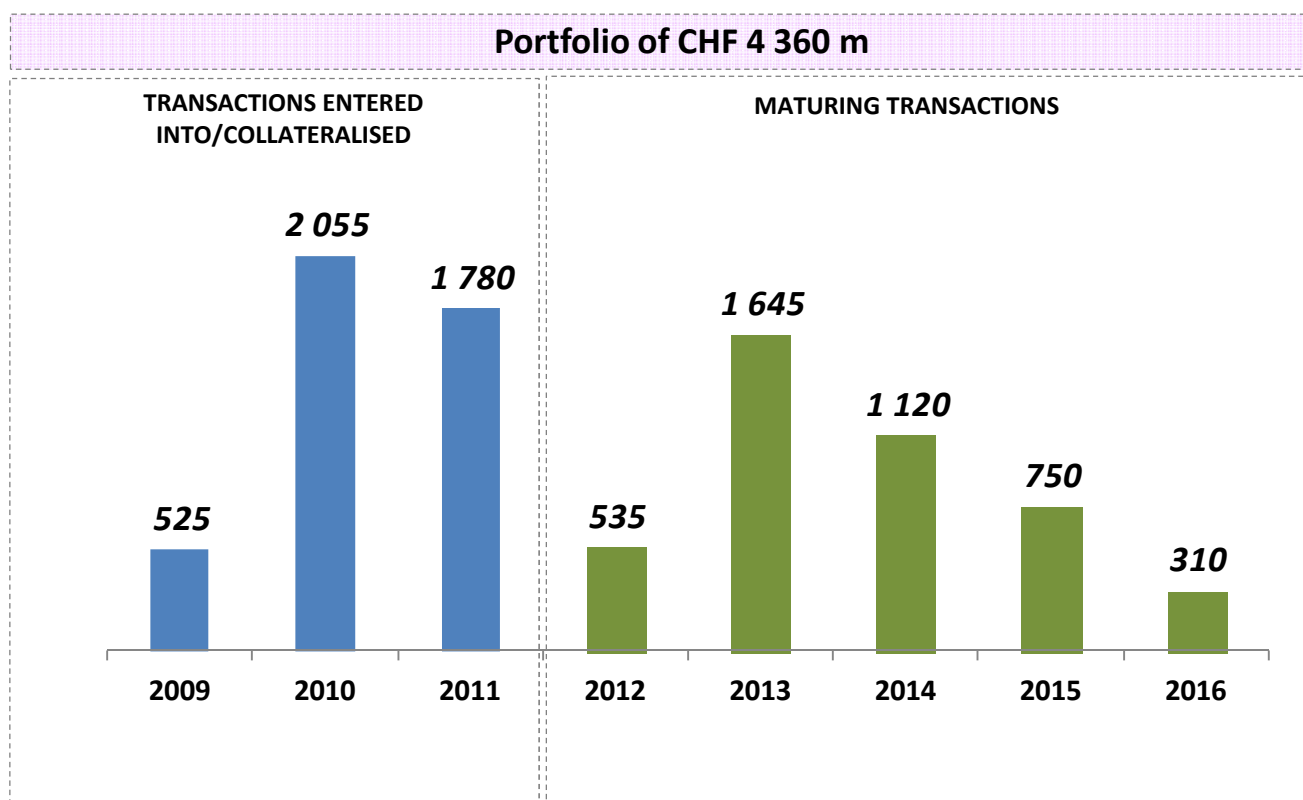
🌳 With exchange rates as of the end of 2010 share of foreign currency loans in the portfolio would have decreased to the level of 40.3% at the end of year 2011.

1) An estimated share of foreign-currency loans in relation to the Bank's total loan portfolio, based on the CHF/PLN exchange rate of 3.50 or 3.00.

TRANSAKCJE CIRS W CHF

In 2011, the Bank collateralized its CHF transactions at prices far lower than the current market margins.

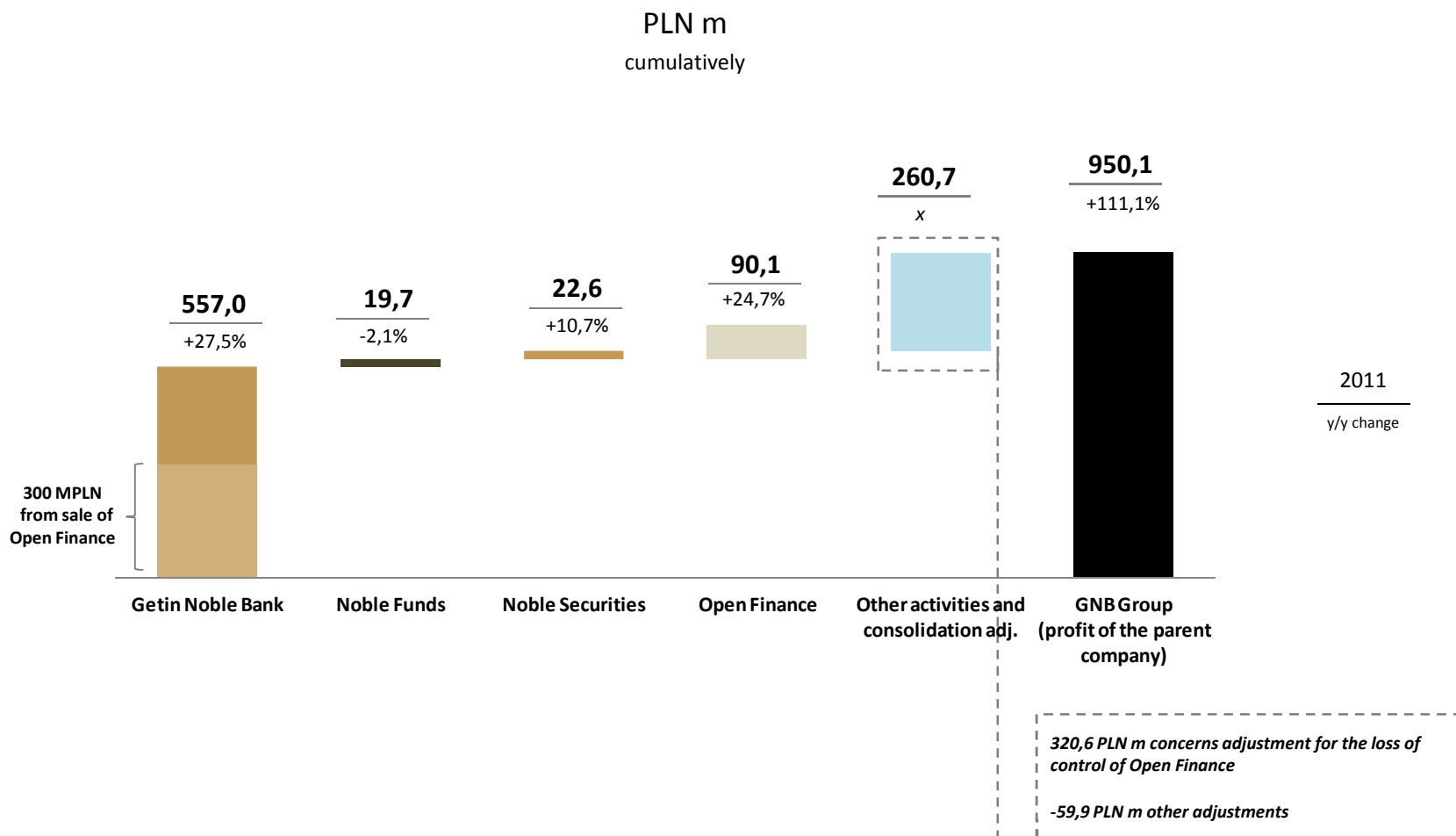
CHF CIRS transactions – entered into and maturing (CHF m)



 The Bank has no significant CIRS transactions to be renewed by the end of 2012.

PROFIT OF THE BANK AND GROUP COMPANIES FOR 2011

The Group's banking activity was the main source of its net income, with income contributed by the other Group's companies being on the increase.

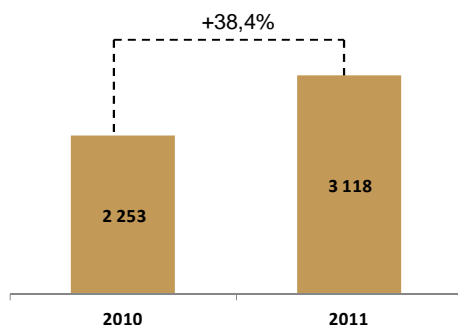


RESULTS FROM BUSINESS OPERATIONS

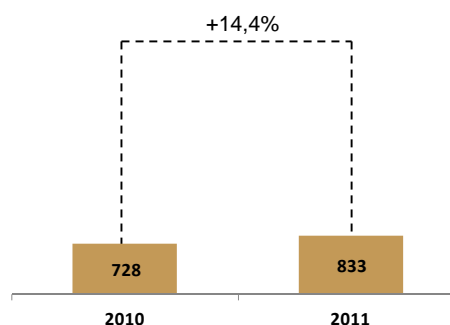
Increase of profit in result of a higher income dynamic.



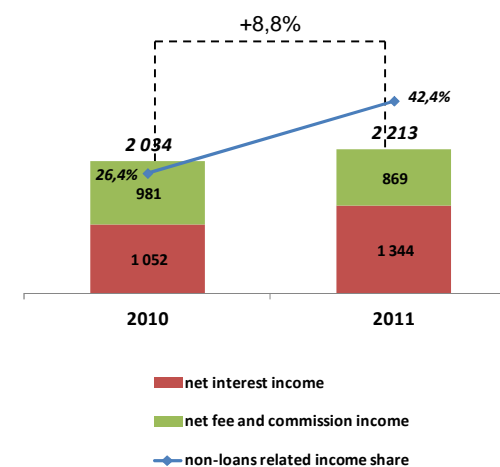
Revenues from banking activities
(PLN m)



Administrative costs
(PLN m)



NII, F&C income and
non-loans related income
(PLN m)



🌳 The Bank made a record net profit of PLN 950 million, thanks to its secure capital base and stability on the liquidity side.

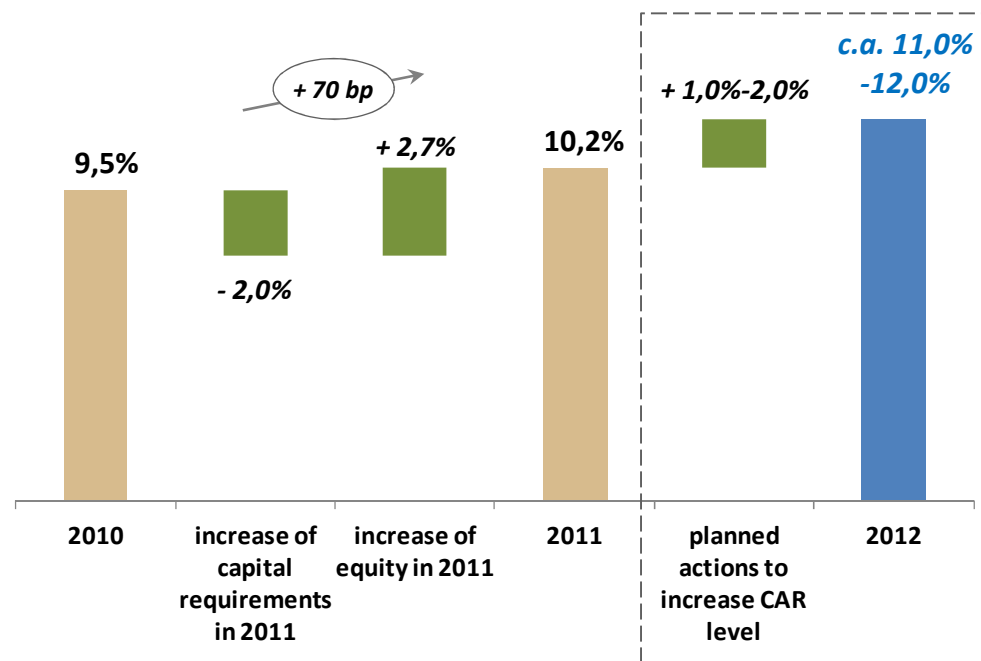
🌳 Consistent growth of the Bank's non-lending revenue base.

- In Q4 2011, almost a half of the Bank's commissions were generated by non-lending activities, i.e. up by over 17 percentage points against the figure for Q4 2010

CAPITAL STABILITY AND BALANCE SHEET STRUCTURE SECURITY

A realistic plan to increase the Bank's solvency ratio to 11,0% - 12,0% in 2012

Capital adequacy ratio ¹⁾



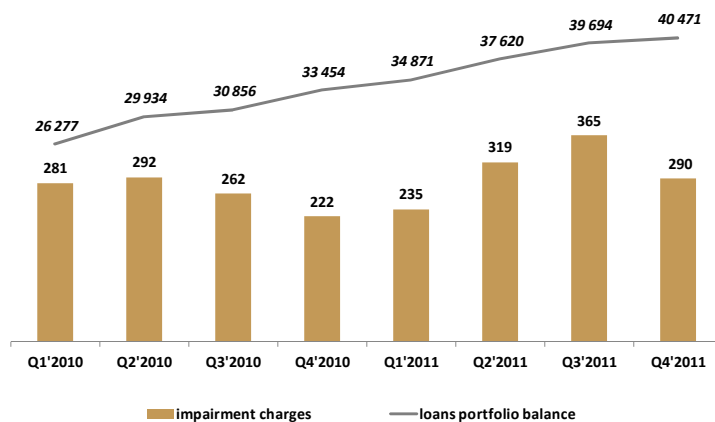
- One of the Bank's strategic goals is to build a secure asset and liability structure in terms of foreign currencies and liquidity (liabilities with longer maturities, increased financing stability, alternative forms of improving liquidity by raising funds on the market)
- The Bank plans to increase its capital adequacy ratio in 2012 by another 100-200 basis points, as a result of activities aimed at increasing its own funds, i.e. increasing subordinated debt levels, a new share issue, plus a merger with Get Bank.

1) Stand-alone GNB

Cost of credit risk (%) ¹⁾

	31.12.2011	31.12.2010	change
corporate loans	3,6%	3,2%	0,37 p.p.
car loans ²⁾	3,5%	6,0%	-2,50 p.p.
mortgage loans	2,7%	2,0%	0,74 p.p.
retail loans	3,9%	9,9%	-6,00 p.p.
loans total	2,9%	3,5%	-0,51 p.p.

Impairment charges and loans balance (PLN m)




 Continuing measures aimed at reducing the costs of risk:

- Continuously changing the product range to reduce the cost of risk, particularly in respect of corporate loans and mortgage loans
- Effectively carrying out debt recovery and pre-debt recovery activities

 Noticeable results of the Bank's measures aimed at reducing the costs of risk:

- a significant reduction in the costs of risk with respect to the Bank's retail loans and car loans,
- stabilization of the Bank's risk ratios at the lowest levels since 2008
- The increase in the Bank's impairment allowances for retail loans and car loans continues to trend downward – the increase in Q4 2011 was lower than in Q1 2011 by, respectively, 55% and 60% (based on average monthly figures)

 Reducing the level of risk to a level acceptable by the Bank – pursuing a „risk appetite” policy

Avg monthly impairment charges (PLN '000) ³⁾

	avg monthly				2011	Jan'12
	1Q'2011	2Q'2011	3Q'2011	4Q'2011		
TOTAL LOANS	76 328	103 860	115 725	95 087	1 173 001	91 031
car loans	20 752	18 413	12 448	8 092	179 116	4 613
mortgage loans (incl. private banking)	34 922	66 823	86 413	77 230	796 163	76 092
retail loans	15 388	12 698	10 305	6 949	136 018	7 842
corporate loans	5 267	5 926	6 559	2 816	61 703	2 485

1) Result on provision for NIL and other accounts receivable to average loans volume; annualized factor

2) Including leasing

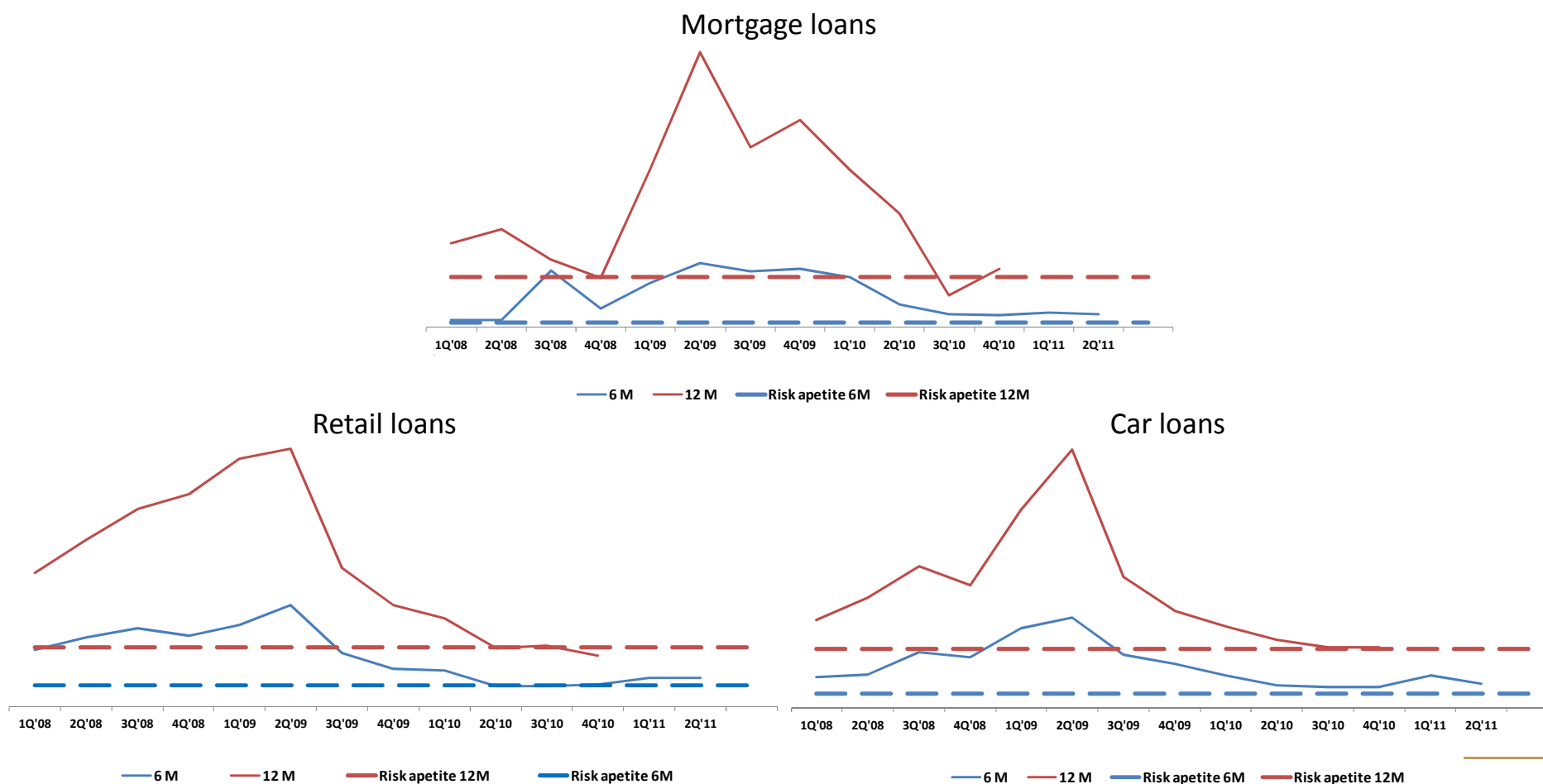
3) Stand-alone GNB

CREDIT RISK

The quality of the Bank's new loan portfolio was maintained within the limits of its „risk appetite” policy.



Loan default rates: 90+ after 6 and 12 months from loan disbursement for loans disbursed in the different quarters starting from 2008



	PLN m	31.12.2011	31.12.2010	31.12.2011/ 31.12.2010
Equity (attributable to equity holders of the parent company)		4 058,5	3 293,7	+23,2%
Balance sheet total		53 542,1	42 797,8	+25,1%
Loans balance		40 471,4	33 454,0	+21,0%
Deposits balance		46 311,1	37 025,7	+25,1%
	PLN m	4Q 2011	4Q 2010	4Q'11/ 4Q'10
Income		577,8	564,1	+2,4%
Overhead costs		-204,9	-198,7	+3,1%
Net profit (attributable to equity holders of the parent company)		68,7	107,7	-37,4%
C / I - consolidated (%) ¹⁾		26,72%	32,32%	-5,60 p.p.
ROE ¹⁾		30,56%	15,83%	+14,74 p.p.
NIM ²⁾		2,8%	2,9%	-0,11 p.p.
CAR ^{1) 3)}		10,24%	9,54%	+0,70 p.p.

1) YTD data

2) QTD data

3) stand-alone GNB

This presentation has been prepared for information purposes only to be used by Getin Noble Bank S.A.'s customers and shareholders and by market analysts and may not be considered as an offer or recommendation to execute any transactions. The information contained in this presentation is based on publicly available and reliable sources. However, Getin Noble Bank S.A. cannot guarantee that this information is complete. Getin Noble Bank S.A. takes no responsibility for the consequences of any decisions based on any information contained in this presentation. The information contained in this presentation has never been subject to independent verification and may at any time be subject to change or modification. The publication by Getin Noble Bank S.A. of the figures contained in this presentation is not a breach of the regulations applicable to companies whose shares are traded on a regulated market. The information provided in this presentation has already been disclosed in current or periodic reports published by Getin Noble Bank S.A. or constitutes an addition to those reports, and its publication does not require the bank to fulfil the obligation to provide information as imposed on the bank as a public company. The content of this presentation may not, in any case, be interpreted as an express or implied statement or assurance made by the company or its representatives. In addition, neither the company nor its representatives may be held liable, in any way (as a result of negligence or for any other reason) for any loss or damage that might arise in connection with use of this presentation or any content of this presentation or that might arise in any other way in connection with the information contained in this presentation. In the event of a change to the company's strategy or intentions or in the event of unexpected facts or circumstances affecting the company's strategy or intentions, the company is not responsible for informing the public of any possible modifications or changes to any information, data or statements provided in this presentation. This presentation contains information relating to the Polish banking sector, including information on the company's market share. Except for information described as based on other sources only, the market-related information referred to above has been prepared based on data from the sources of the third persons named in this document and includes estimates, assessments, corrections and opinions based on the company's experience and knowledge of the sector in which the company operates. Since the market-related information referred to above has in part been prepared based on estimates, assessments, corrections and opinions and has not been verified by independent third persons (except for information described as based on the sources of third persons), the information is, to some degree, subjective in nature. It is presumed that the above estimates, assessments, corrections and opinions are based on reasonable grounds and that the market-related information properly reflects the situation in the banking sector and in the markets in which the company operates. However, it is not certain that the estimates, assessments, corrections and opinions are the most appropriate basis for conclusions relating to market information or that market information prepared by other sources will not be considerably different from the market-related information contained in this presentation. Please note that the only reliable source of information on the situation of Getin Noble Bank S.A., forecasts, events, financial results and indicators is the current and periodic reports published by Getin Noble Bank S.A. as part of its obligation to provide information.