

# **GETIN NOBLE BANK GROUP'S FINANCIAL RESULTS**

## **for the first three quarters 2010**

Presentation for investors and analyst  
of non-audited financial results

Warsaw, 10 November 2010

**30.09.2010 / 31.12.2009**

30,9 PLN bn	+20,7%	Loans balance
34,3 PLN bn	+21,6%	Deposits balance
3,2 PLN bn	+9,3%	Equity (attributable to equity holders of the parent company)
39,0 PLN bn	+17,8%	Balance sheet total

**Q1-Q3'2010 / Q1-Q3'2009**

768,1 PLN m	+36,2%	Net interest income
707,5 PLN m	+44,5%	Net fee and commission income
324,2 PLN m	+18,4%	Operating profit
530,8 PLN m	+13,2%	Overhead costs
835,4 PLN m	+51,9%	Result on provision for NIL and other accounts receivable
342,4 PLN m	+39,6%	Net profit (attributable to equity holders of the parent company)
31,4%	-4,9 p.p.	C / I
10,3%		CAR
17,2%	+17,2 p.p.	ROE

**30.09.2010 / 31.12.2009**

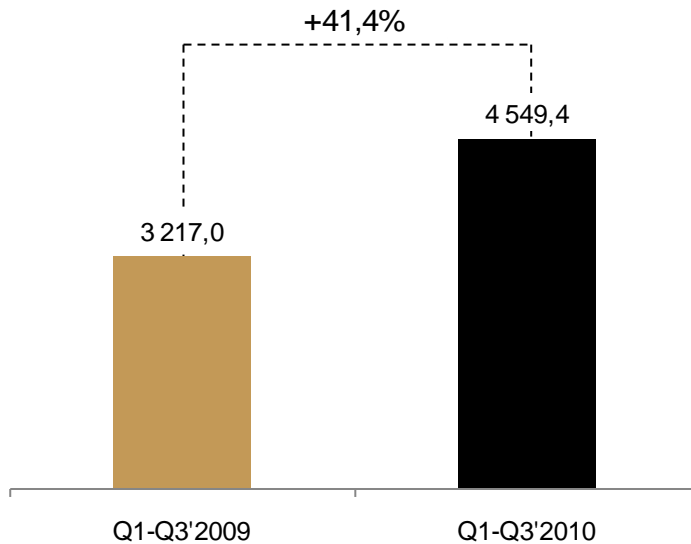
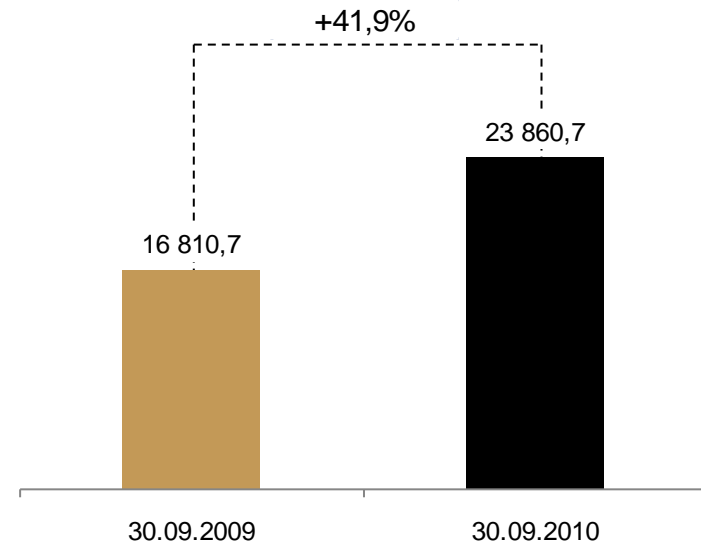
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**Q3'2010 / Q2'2010**

261,4 PLN m	-1,1%	Net interest income
252,1 PLN m	+6,7%	Net fee and commission income
170,7 PLN m	+58,3%	Operating profit
178,8 PLN m	-4,3%	Overhead costs
233,8 PLN m	-27,5%	Result on provision for NIL and other accounts receivable
134,3 PLN m	+31,5%	Net profit (attributable to equity holders of the parent company)
31,4%	-0,4 p.p.	C / I
10,3%	+0,8 p.p.	CAR
17,2%	+2,4 p.p.	ROE



Sales (PLN m)

Loan portfolio (PLN m) <sup>1)</sup>

 Retained position of the second leading player on the mortgage market - a 12,9% <sup>2)</sup> market share after the 8 months of 2010

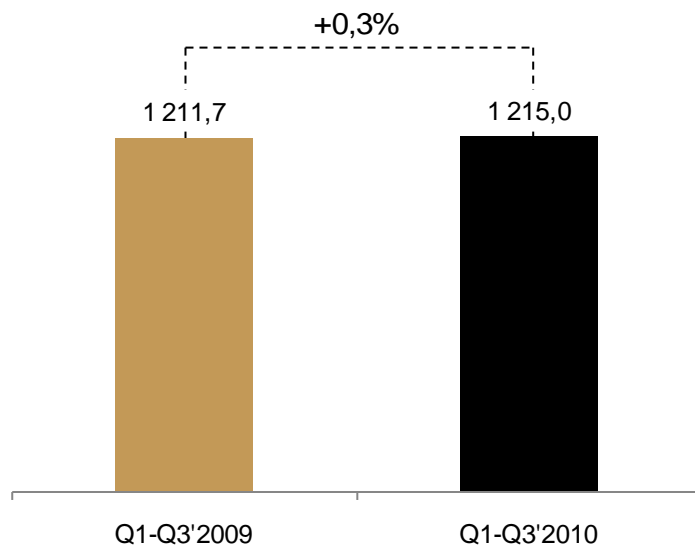
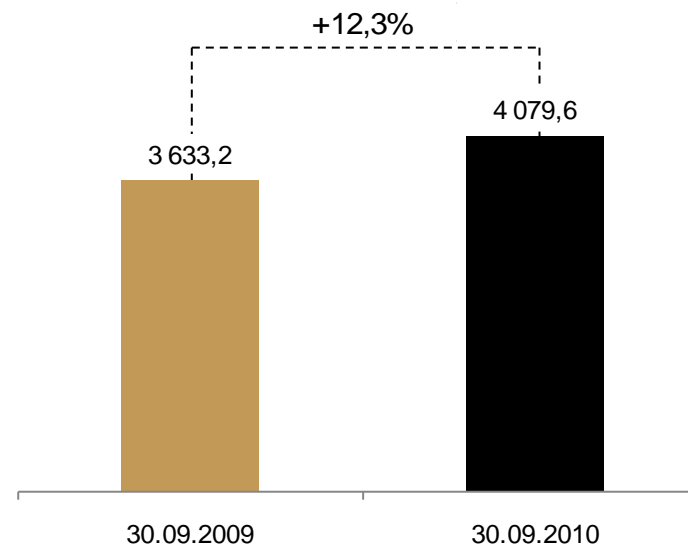
 Balance growth more than four times higher than that of the entire market

1) Gross portfolio

2) According to a ranking by Rzeczpospolita, a daily, 21 October 2010



Sales (PLN m)

Loan portfolio (PLN m) <sup>1)</sup>

Percentage of loans for financing new vehicles went up to 27,9% as at the end of September against 22,0% at the end of 2009

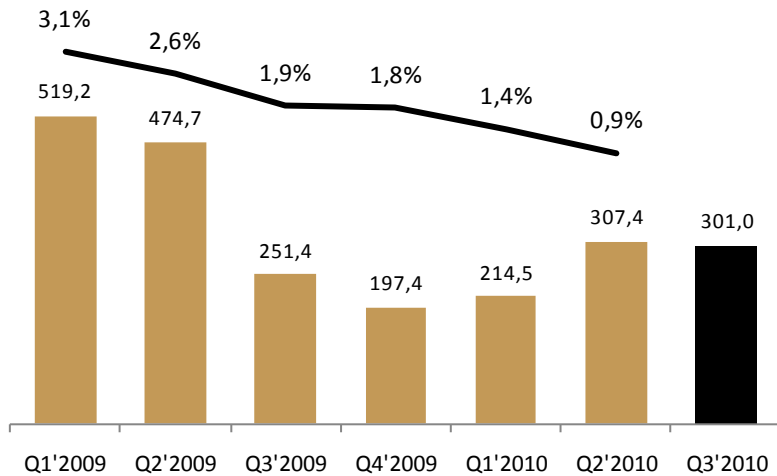
Growing sales in spite of a difficult car market:

- seasonal increased interest in leases owing to changes in VAT law (last months of a possibility of VAT deductibility for vehicles with lorry approval certificates)
- until the end of September, dealers and manufacturers sold 2,58% fewer cars compared with the previous year; also the used car imports were falling for the fourth month in a row (m/m of the previous year)

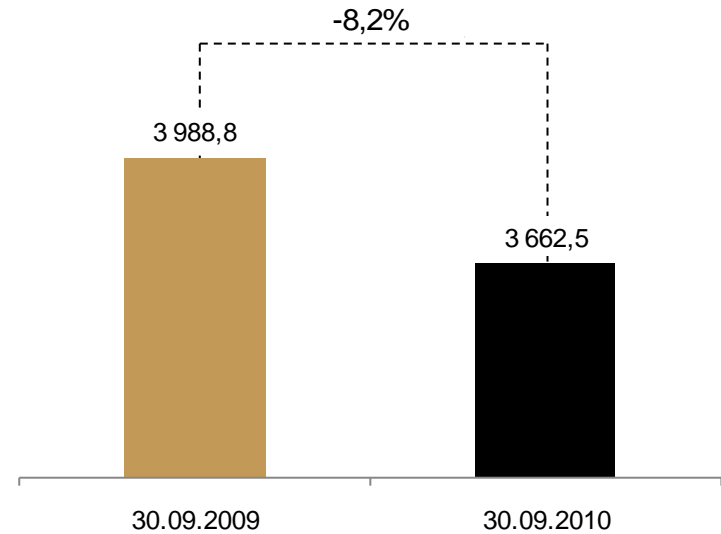
Strengthened leadership in the auto loan market

Sales (PLN m)

vs. interest for 30-day delay in payment of the first instalment



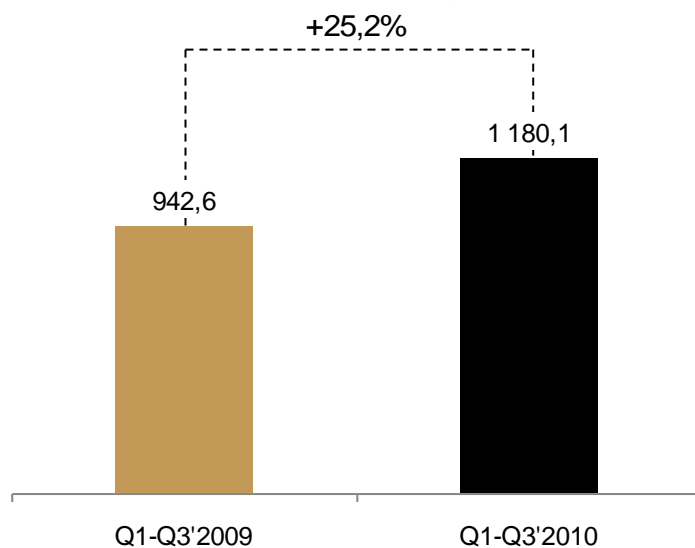
Loan portfolio (PLN m)<sup>1)</sup>



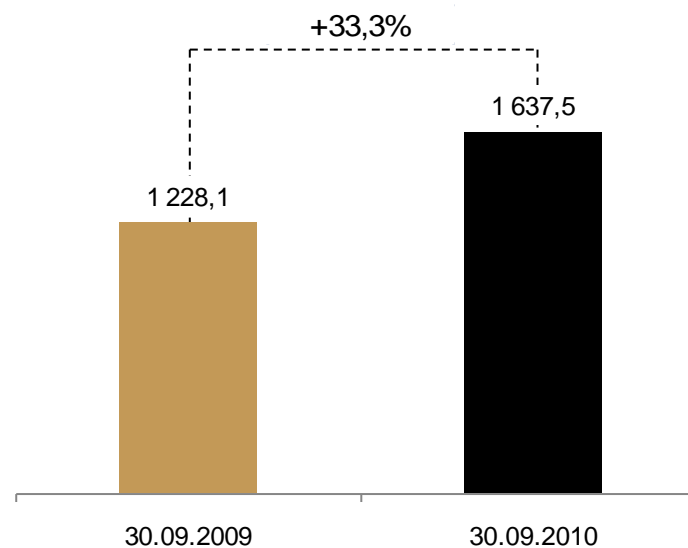
 Higher sales with the improving quality of the new portfolio

1) Gross portfolio


Sales (PLN m) <sup>1,2)</sup>



Loan portfolio (PLN m) <sup>1,2)</sup>



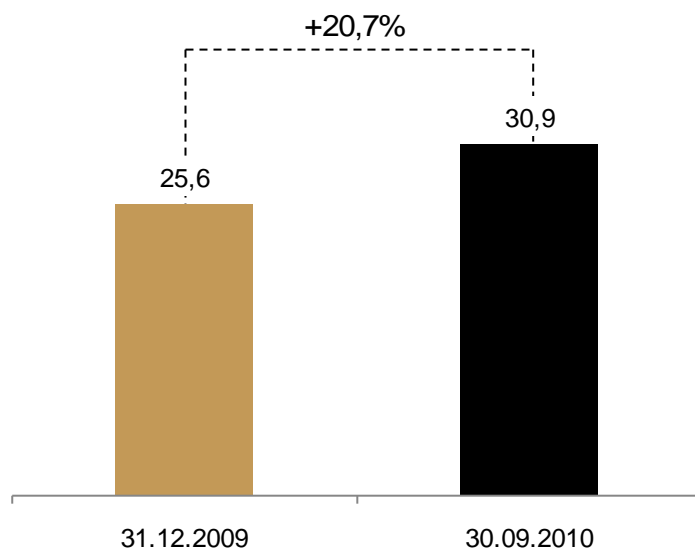
 Better lease sales by 80,7% y/y

 Very strong sales results under the “JST Contract”, a loan for businesses co-operating with the local government institutions

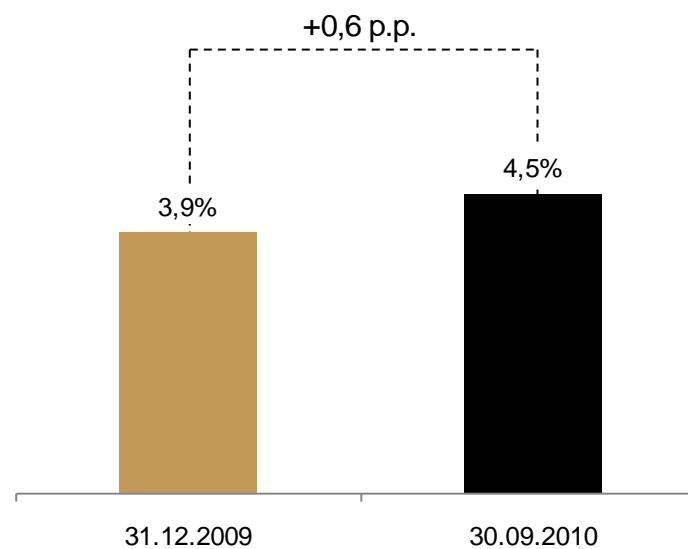
1) Gross portfolio


2) Including leases


Balance (PLN bn)



Market share (%)



 Growth in the balance of loans above the market rate (market's growth of 10,0%<sup>2)</sup> since the year start)

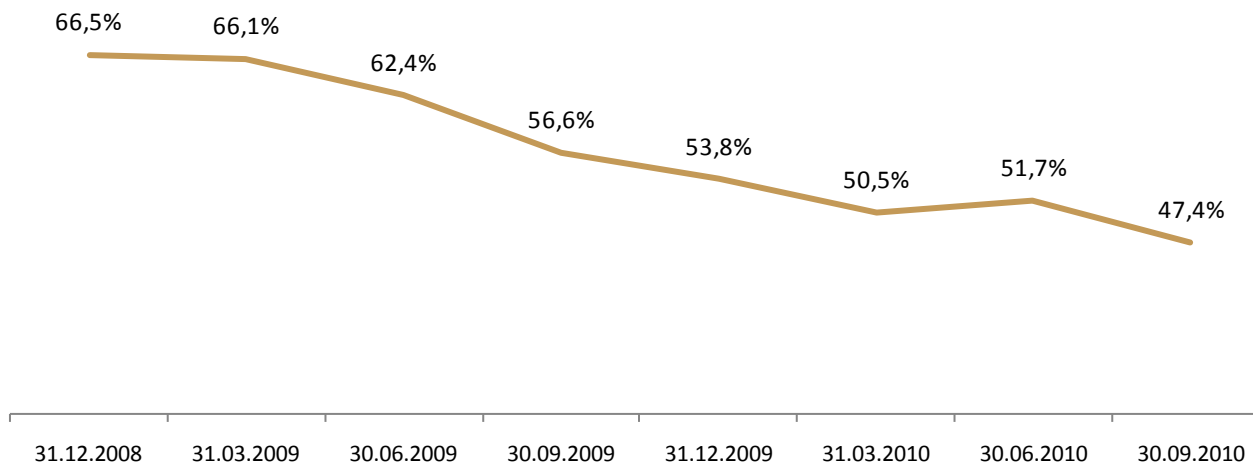
 Expanded the share in this market, to 4,5%

1) The market share has been calculated based on the National Bank of Poland's data (market = banks operating in Poland + Poland-residing branches of credit institutions and branches of foreign banks + credit unions)

2) According to the data published by the National Bank of Poland



Share of foreign currency loans in the total loan portfolio (%)

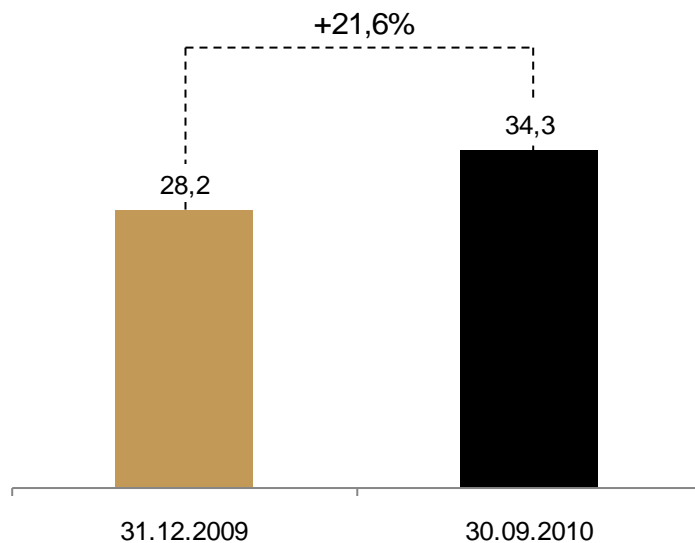


🌳 The share of foreign currency loans in the total portfolio below 50%

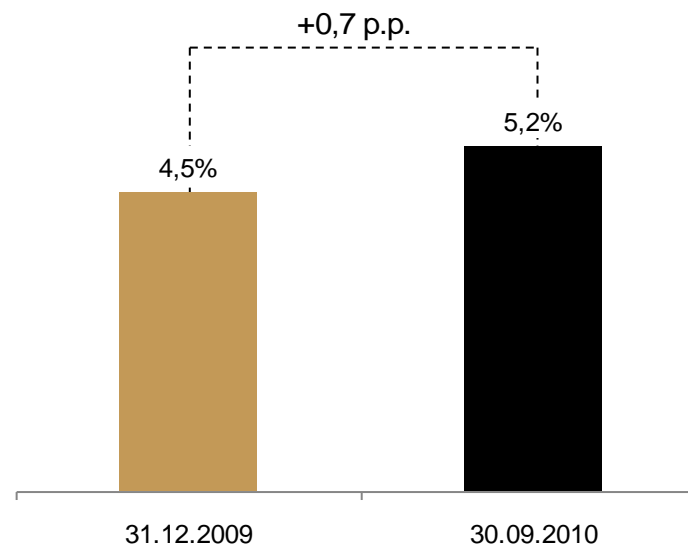
🌳 Continued focus on the sales of loans in the Polish currency (PLN)


## DEPOSITS: BALANCE AND MARKET SHARE


Balance (PLN bn)



Market share (%)



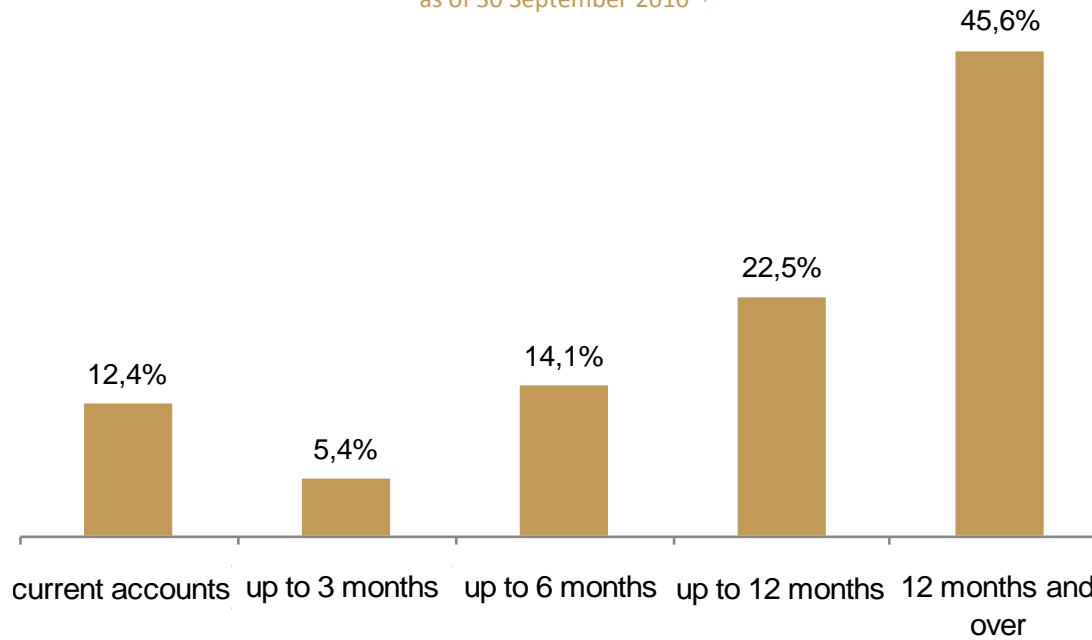
 Rising share in the deposit market, to a level of 5,2% as at the end of Q3 2010

 As at 30 September 2010, deposits accounted for 88,1% of the financing sources for the Bank's activity

1) The market share has been calculated based on the National Bank of Poland's data (market = banks operating in Poland + Poland-residing branches of credit institutions and branches of foreign banks + credit unions)

### Deposit structure by term

as of 30 September 2010 <sup>1)</sup>

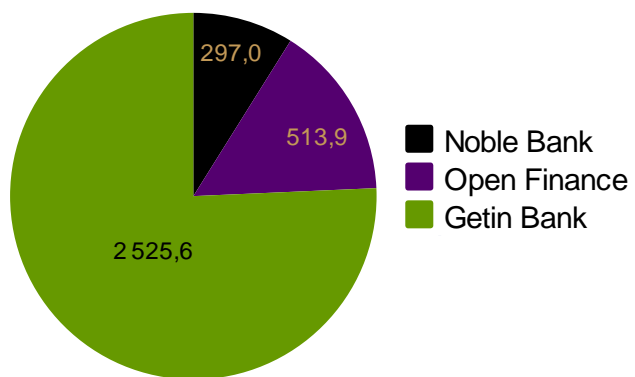


🌳 68,1% of the deposit base with original maturities of six months or more, which represents an increase in the share of financing structure, from 51,5% as at the end of 2009

🌳 Deposits rolled over in 2010 at a lower average interest rate compared with 2009

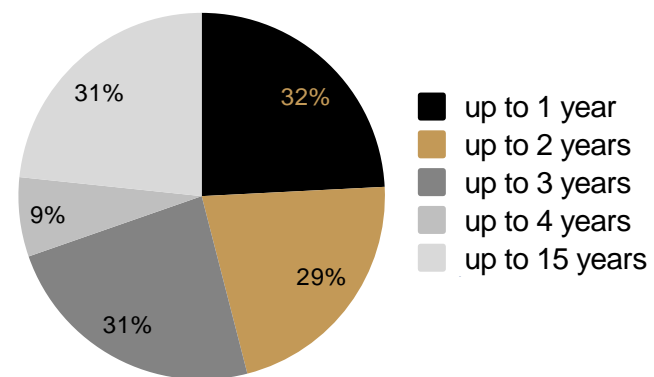
1) Deposit structure according to management reporting

Sales (PLN m)



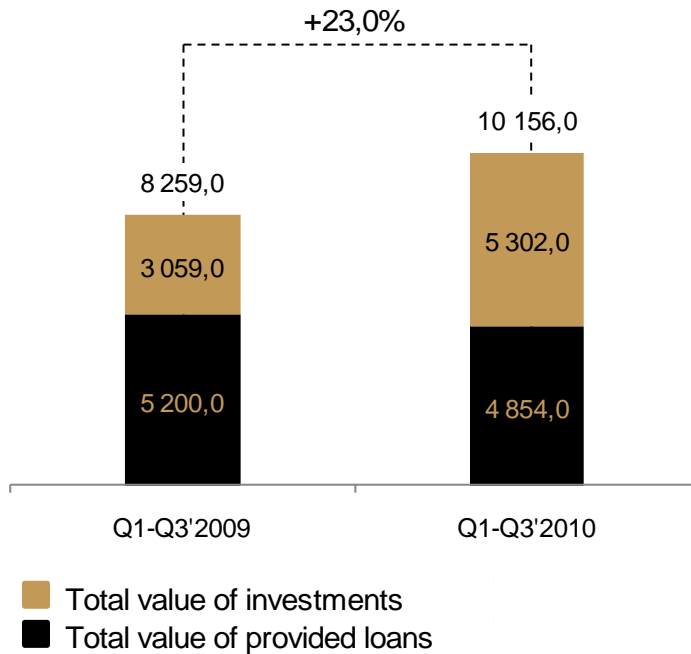
Total: 3 336,5 mln PLN

Term structure (%) <sup>1)</sup>

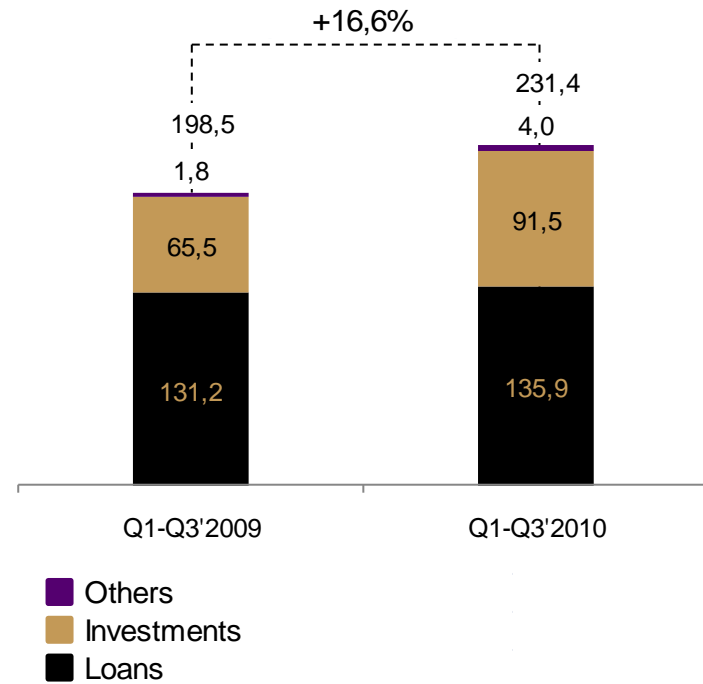


1) Regular saving plan products by target investment value

Sales (PLN m)

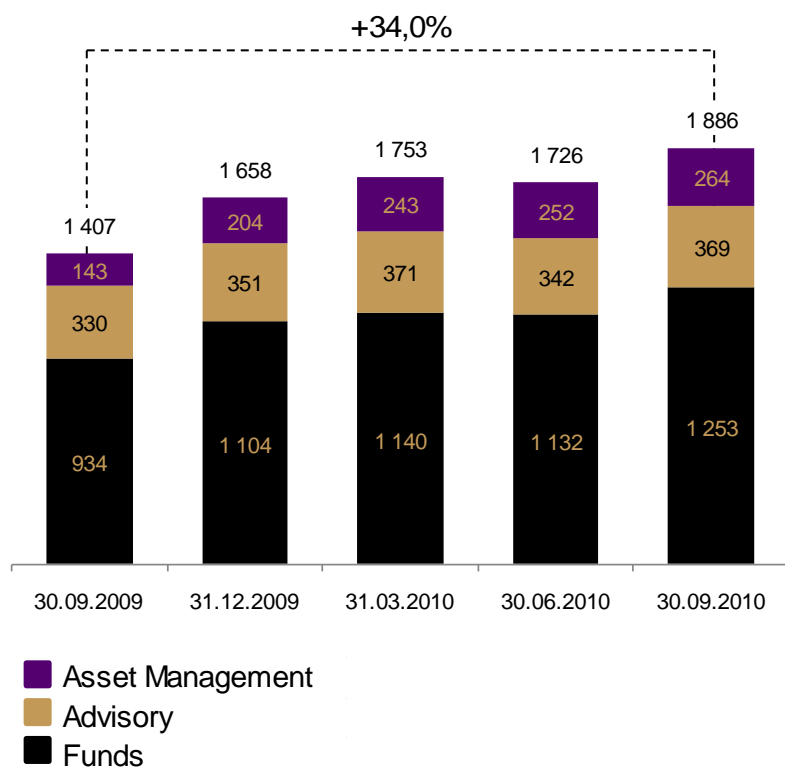


Commission income (PLN m)



 Sales rose to more than PLN 10bn (a 23,0% y/y increase)

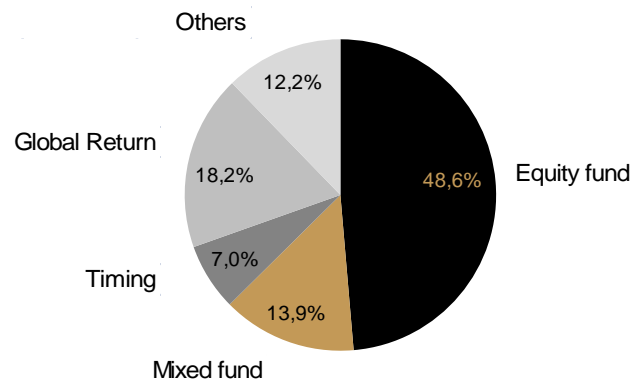
Noble Funds's assets broken down by operating segment (PLN m)



Place on the market of equity funds

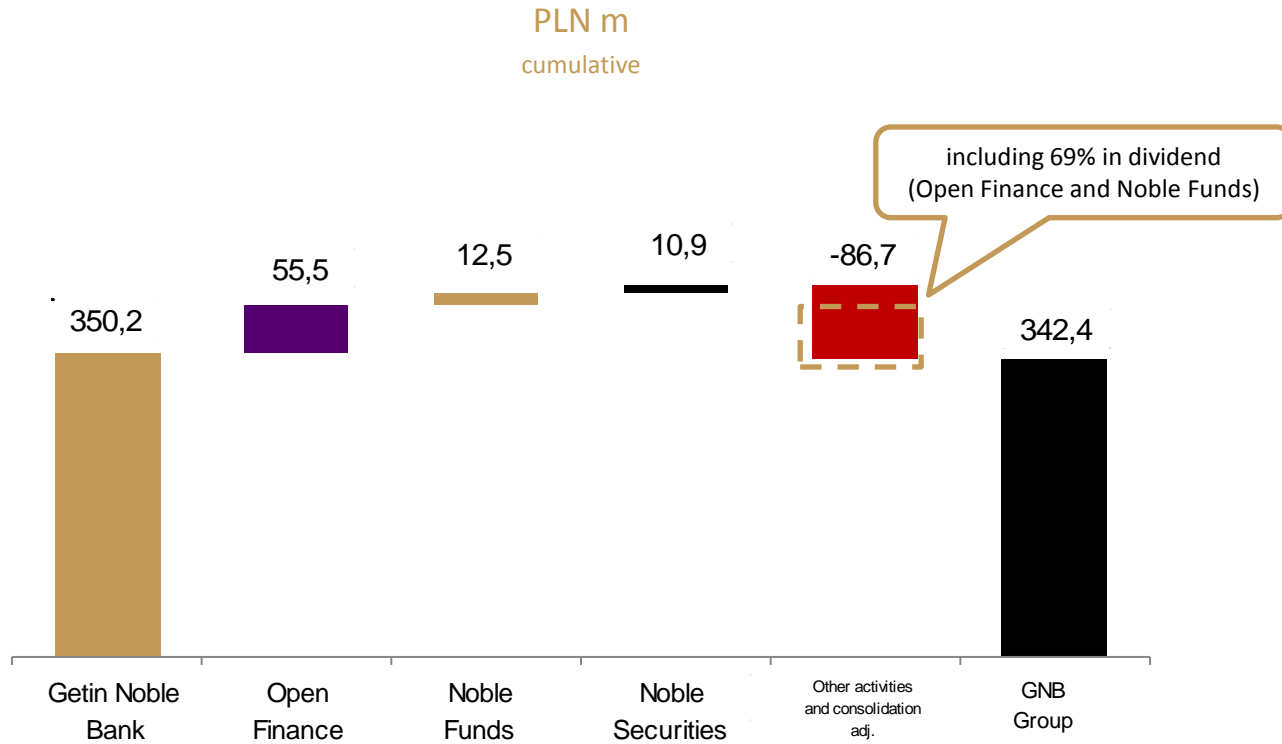
return rate in period of 24 months (till 01-10-2010) <sup>1)</sup>	
1 QUERCUS Agresywny (Parasolowy SFIO)	58,6%
2 Aviva Investors Nowych Spółek (Aviva Investors FIO)	57,8%
3 Idea Akcji (Idea FIO)	34,1%
4 SKOK Akcji (SKOK PARASOL FIO)	33,8%
5 Noble Akcji (Noble Funds FIO)	24,7%
6 UniKorona Akcje (UniFundusze FIO)	23,3%
7 FORTIS Akcji (Fortis FIO)	23,0%
8 Lukas Akcyjny (Lukas FIO)	21,7%
9 Aviva Investors Polskich Akcji (Aviva Investors FIO)	20,1%
10 Allianz Akcji Plus (Allianz FIO)	19,6%
.....	.....

Structure of investment fund assets (%)



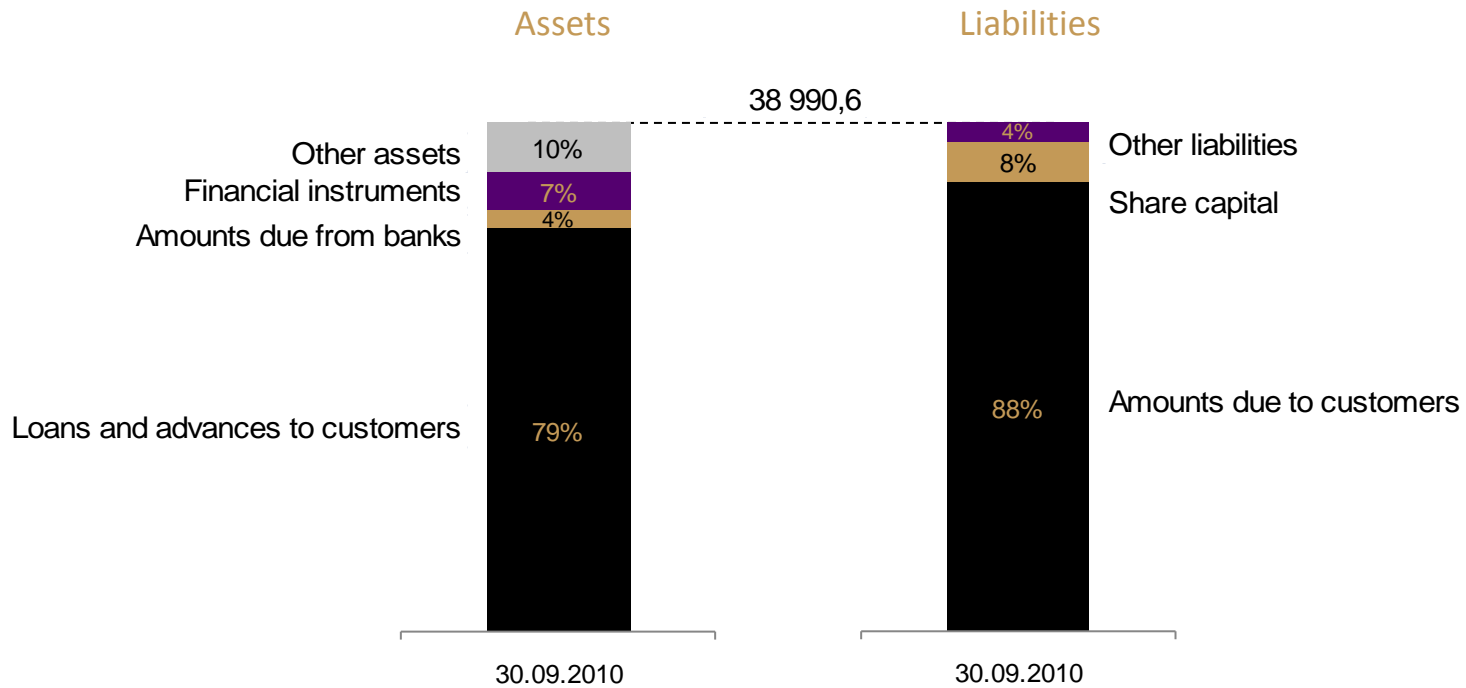
1) First ten places in a ranking of universal equity funds, prepared based on the data from Analityz Online website

# COMPANIES' CONTRIBUTION TO GETIN NOBLE BANK GROUP'S PROFIT



# BALANCE SHEET STRUCTURE


Balance sheet structure (PLN m)






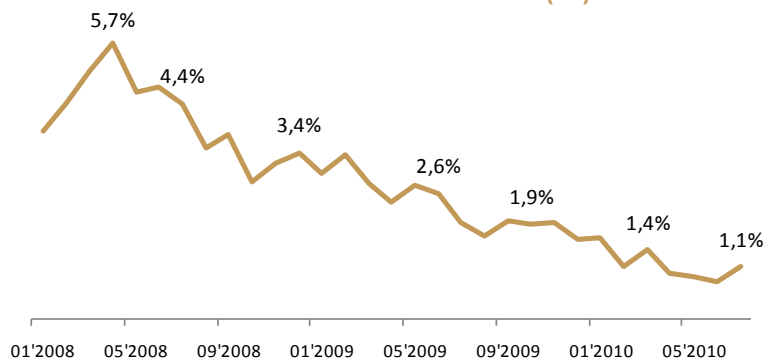
## NPL ratio & provision coverage ratio (%)

NLP (%)	30.09.2010	31.12.2009	change
corporation credits	10,9%	12,5%	-2 p.p.
car credits	15,7%	10,2%	+5 p.p.
mortgages	4,4%	2,3%	+2 p.p.
consumer credits	41,2%	34,0%	+7 p.p.
<b>Total</b>	<b>10,2%</b>	<b>7,7%</b>	<b>+2 p.p.</b>
	0	0	0
<b>Provision coverage ratio</b>	<b>70,6%</b>	<b>76,2%</b>	<b>-6 p.p.</b>

 Further improvement in the level of risk associated with auto loans

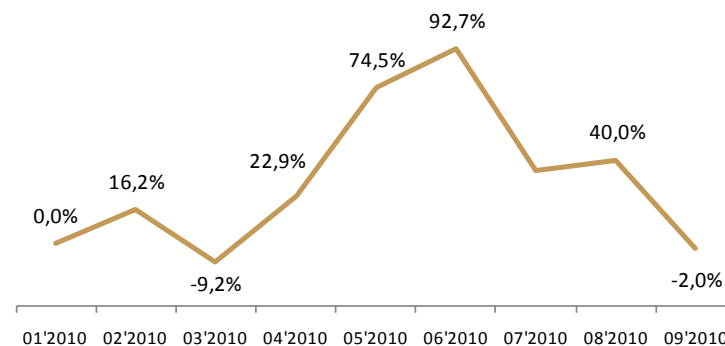
 Considerable improvement in the risk associated with cash loans

## Percentage of 30-day delays in payment of the first instalment (%)



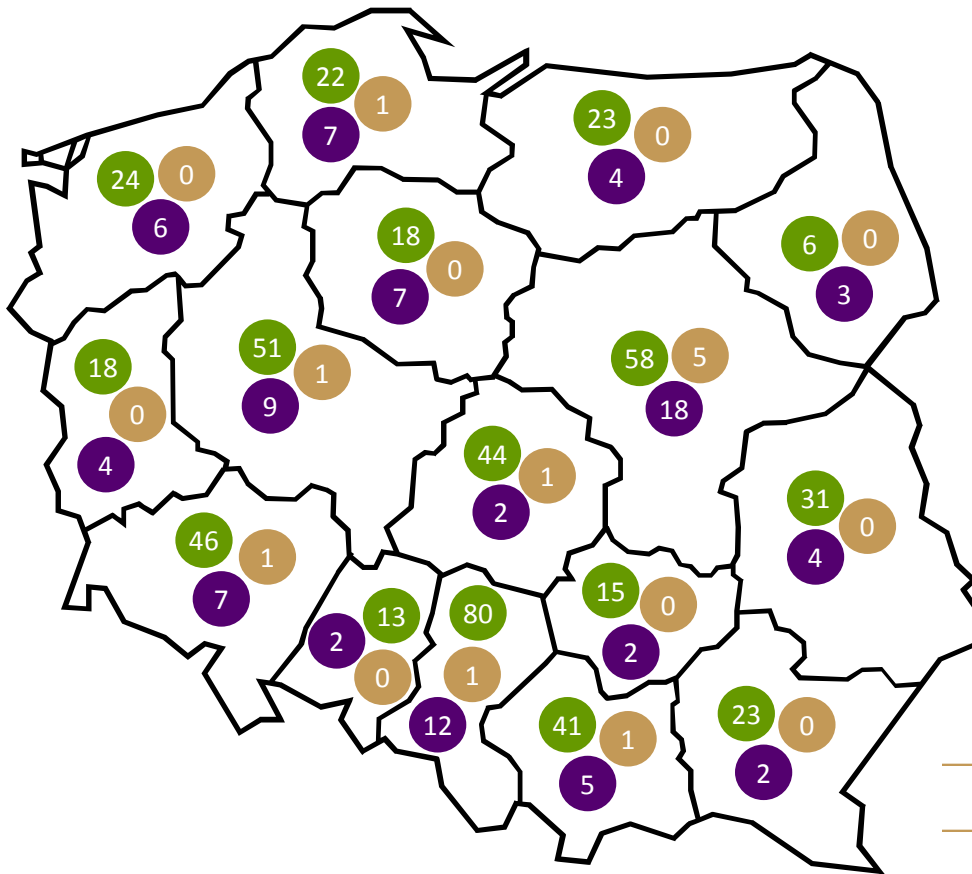
## Auto loans risk

percentage charges values change according to January 2010





Getin Noble Bank enters the top five banks on the market



	number of branches <sup>1)</sup>	as at
1 PKO BP	1 222	2010-08-31
2 Pekao	1 031	2010-07-02
3 BZ WBK	615	2010-10-11
4 Euro Bank	524	2010-08-16
<b>5 Getin Noble Bank</b>	<b>524</b>	<b>2010-09-30</b>
6 BPH	504	2010-09-29
7 Millenium	460	2010-10-12
8 ING	442	2010-09-13
9 Lukas	441	2010-08-18
10 Kredyt Bank	383	2010-08-31
... ..	...	...

Getin Bank	513
Noble Bank	11
Open Finance + Open Direct	94

1) According to the data from Rzeczpospolita, 28 October 2010



	PLN m	30.09.2010	31.12.2009	30.09.2010 / 31.12.2009
Equity (attributable to equity holders of the parent company)		3 158,1	2 889,5	+9,3%
Balance sheet total		38 990,6	33 126,6	+17,8%
Loans balance		30 856,2	25 602,7	+20,7%
Deposits balance		34 331,4	28 236,5	+21,6%
	PLN m	Q1-Q3'2010	Q1-Q3'2009	Q1-Q3'2010 / Q1-Q3'2009
Income		1 690,4	1 292,4	+30,8%
Overhead costs		-530,8	-468,7	+13,2%
Net profit (attributable to equity holders of the parent company)		342,4	245,2	+39,6%
C / I - consolidated (%)		31,4%	36,3%	-4,9 p.p.
C / I - separate (%)		26,7%	31,3%	-4,6 p.p.
ROE		17,2%		
NIM		2,9%		
CAR		10,3%		



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