



# NOBLE BANK

*GRUPA KAPITAŁOWA NOBLE BANK S.A*

NOBLE BANK GROUP

OVERVIEW OF FINANCIAL RESULTS

FOR THE FIRST HALF OF 2009

18 August 2009

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## H1 2009 - KEY ACHIEVEMENTS



## CHANGE

FIGURES AS OF THE END OF THE 1ST HALF OF 2009  
COMPARED TO THE END OF 2008

<b>+11.1%</b>	Branches (82)
<b>+2.6%</b>	Group's equity (PLN 701.4m)
<b>+4.1%*</b>	Group's consolidated profit (PLN 81.3m)
<b>+37.6%</b>	Group's total assets (PLN 7.7bn)
<b>+35.3%</b>	Loans (PLN 5.2bn)
<b>+64.3%</b>	Deposits (PLN 5.7bn)

\* Compared to the first half 2008

## NOBLE BANK IN THE MARKET TURMOIL



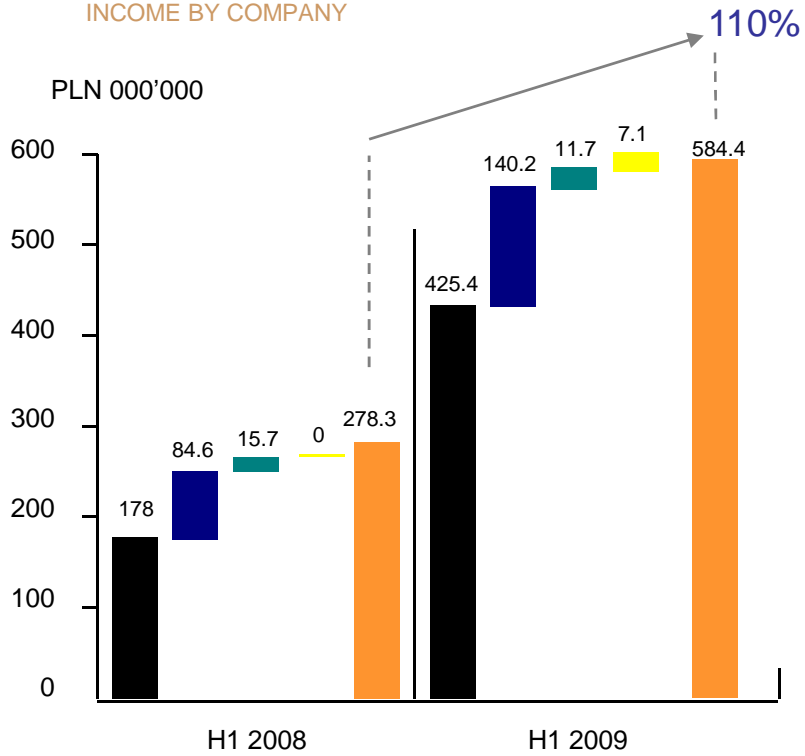
- (+)** A very strong capital position on the market: a solvency ratio of 12.20%.
- (+)** A very strong liquidity position: liquid assets accounting for nearly 20% of the bank's total assets
- (+)** A good-quality loan portfolio and a large share of fee and commission income
- (+)** Very strong sales growth in H1 2009 vs. H1 2008
- (-)** The need to restore the bank's net interest income performance
- (-)** Slower development of new business lines

# DISTRIBUTION OF INCOME

## NET PROFIT: H1 2009/H1 2008



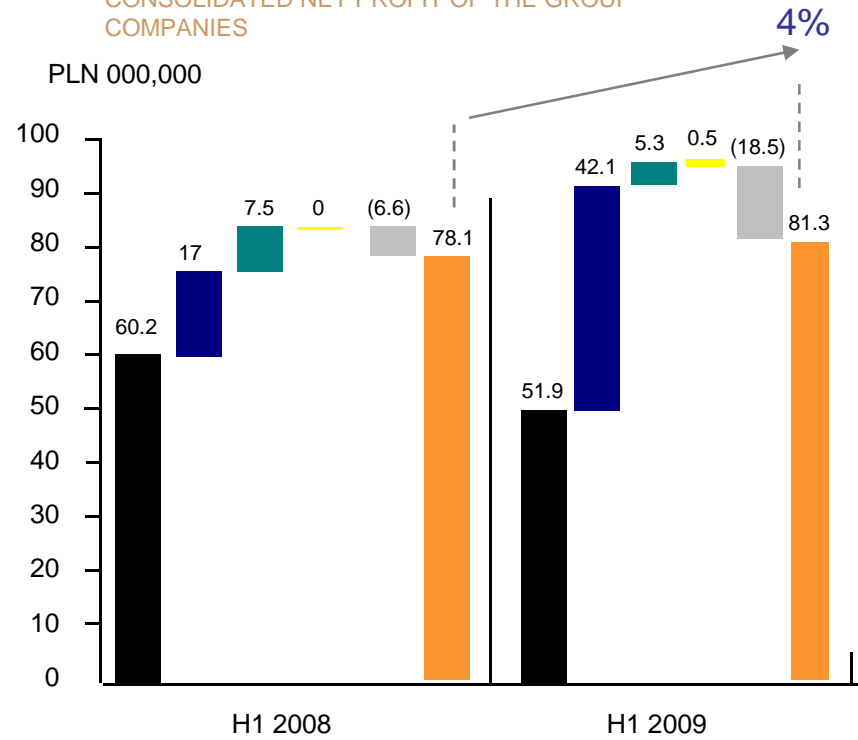
INCOME BY COMPANY



- Noble Bank\*
- Open Finance
- Noble Funds TFI
- Other companies
- the Group

\* excluding dividend income received from Open Finance and Noble Funds TFI

CONSOLIDATED NET PROFIT OF THE GROUP COMPANIES



- Noble Bank
- Open Finance
- Noble Funds TFI
- Inne Spółki
- Exclusions from consolidation
- Consolidated profit\*\*

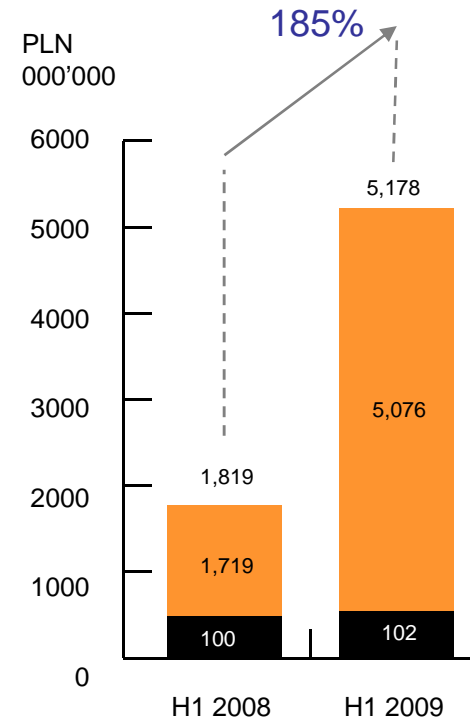
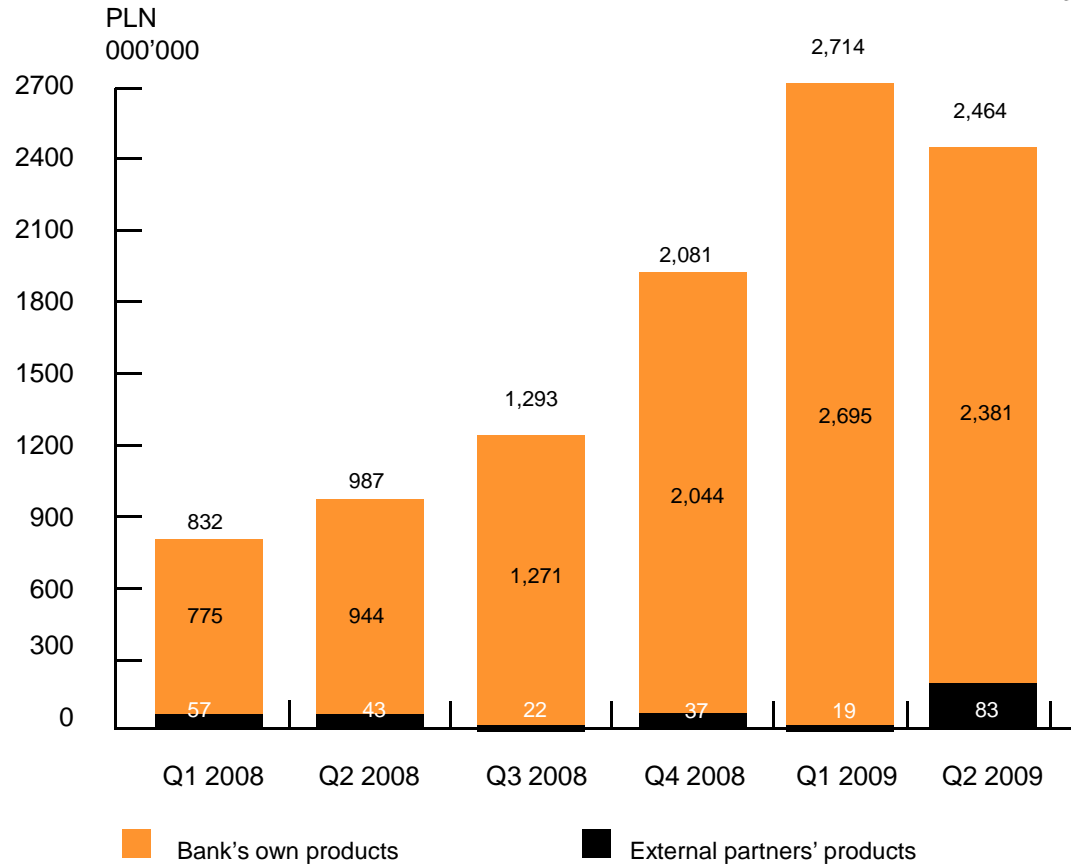
\*\* attributable to shareholders in the controlling company

# SALES OF INVESTMENT PRODUCTS



Volumes continued to grow strongly, mostly owing to the Bank's own deposits.

The deposits accepted will be used to convert customers to high-margin investment products in the following quarters.

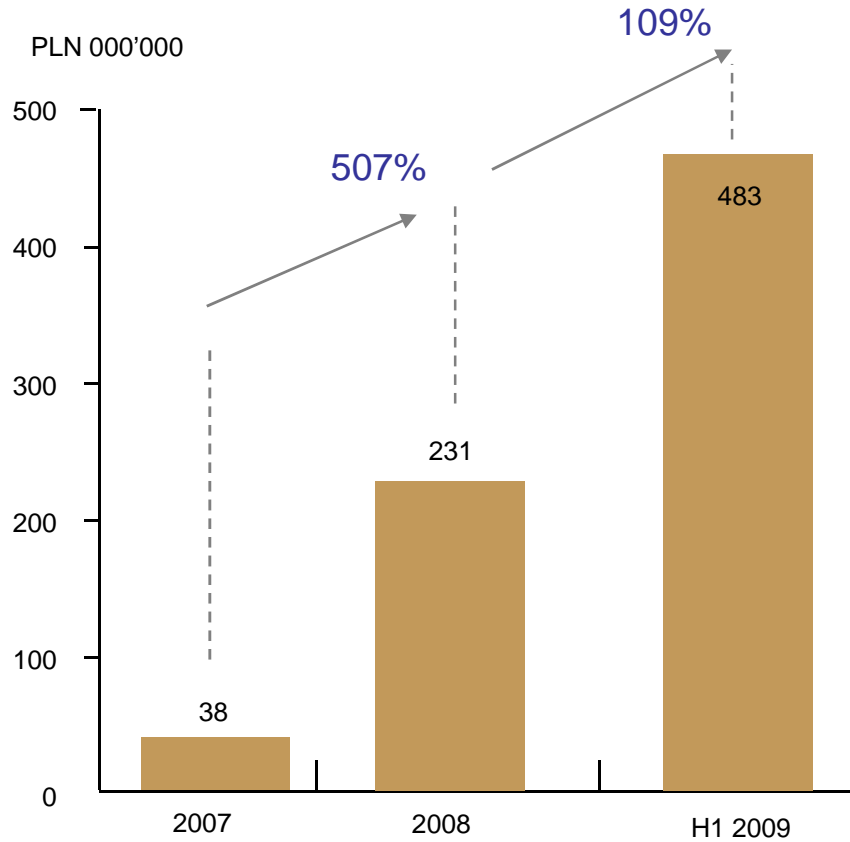


# THE LEADER IN STRUCTURED PRODUCTS



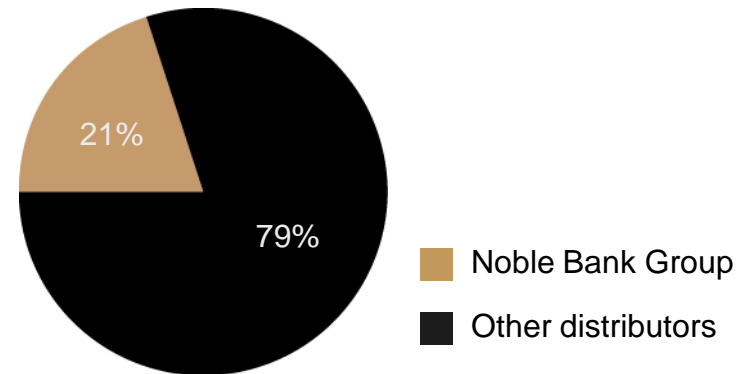
## SALES OF STRUCTURED PRODUCTS

[PLN 000'000]\*



Noble Bank Group's sales of structured products are higher every month, as the Group offers its customers secure investments despite the bearish times in stock markets worldwide. Improved market sentiment should reinforce this trend, confirming the Group's leading market position in this segment.

## PRODUCTS OFFERED\*,\*\*



\*The Group's product range does not include products developed to order.

\*\* Based on the Group's own analyses

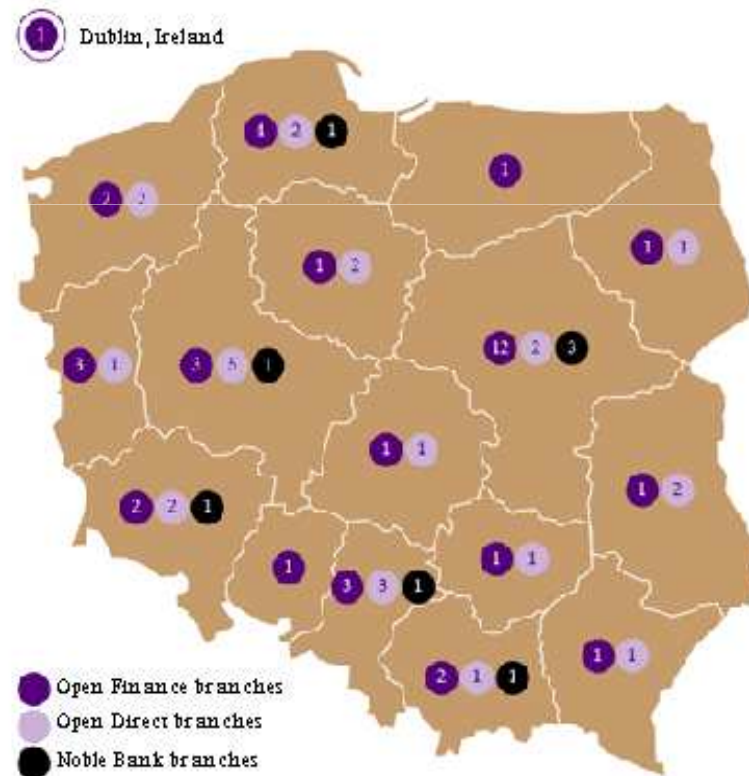
# EXPANDING DISTRIBUTION NETWORK



NOBLE BANK GROUP BRANCHES IN POLAND

Number of branches	Q1 2009	H1 2009
Open Finance	41	41
Open Direct	29	32
Noble Bank	8	9
<b>Total</b>	<b>78</b>	<b>82</b>

Number of advisers	Q1 2009	H1 2009
Open Finance i Open Direct	558	625
Noble Bank	39	43
<b>Total</b>	<b>597</b>	<b>668</b>

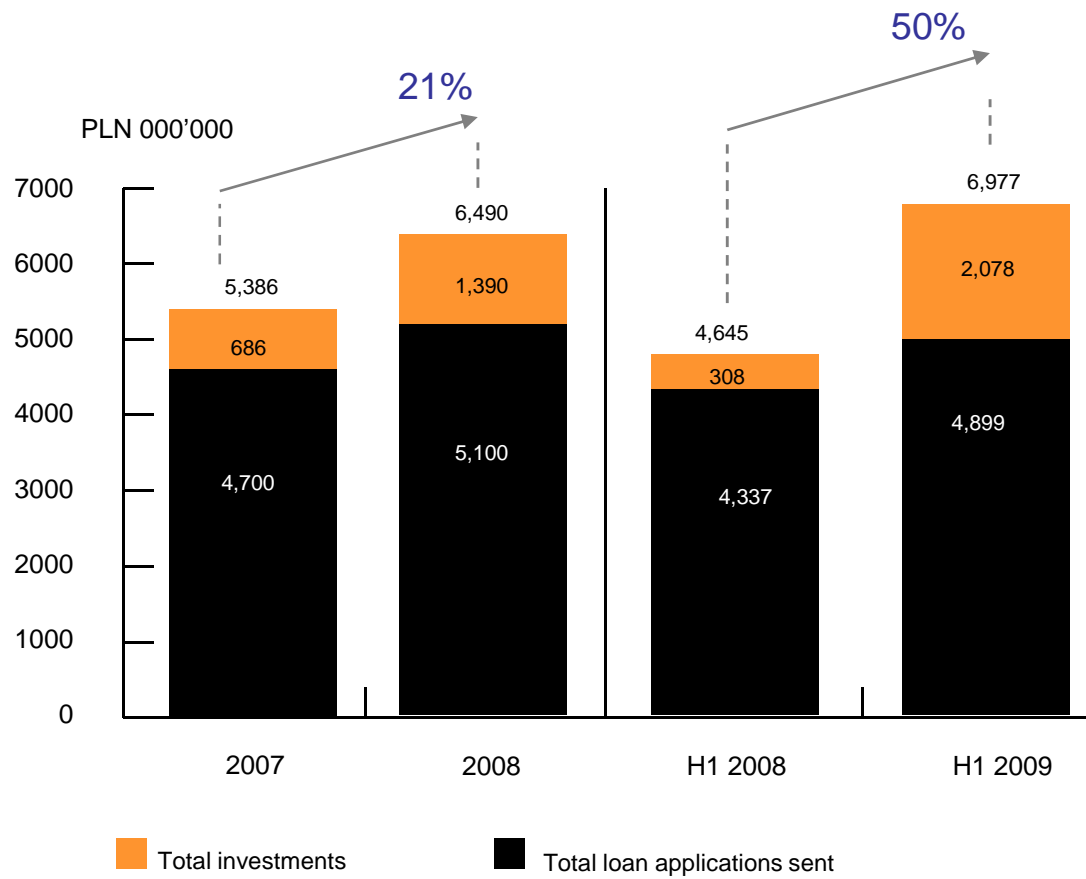




# OPEN FINANCE – BUSINESS OPERATIONS



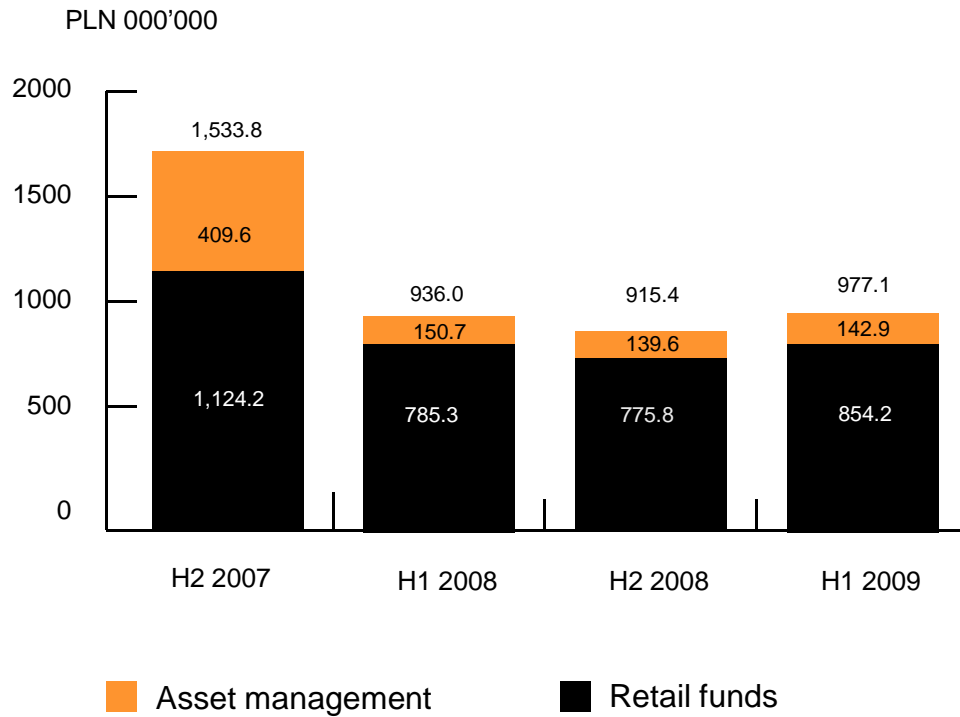
## SALES OF FINANCIAL PRODUCTS THROUGH OPEN FINANCE



# NOBLE FUNDS TFI- BUSINESS OPERATIONS



## TOTAL VALUE OF ASSETS UNDER MANAGEMENT



In the first half of 2009, the value of Noble Funds FIO's assets increased by 10%. In the same period, the value of assets in the Polish market increased by only 5%, according to the Chamber of Fund and Asset Management (IZFiA).

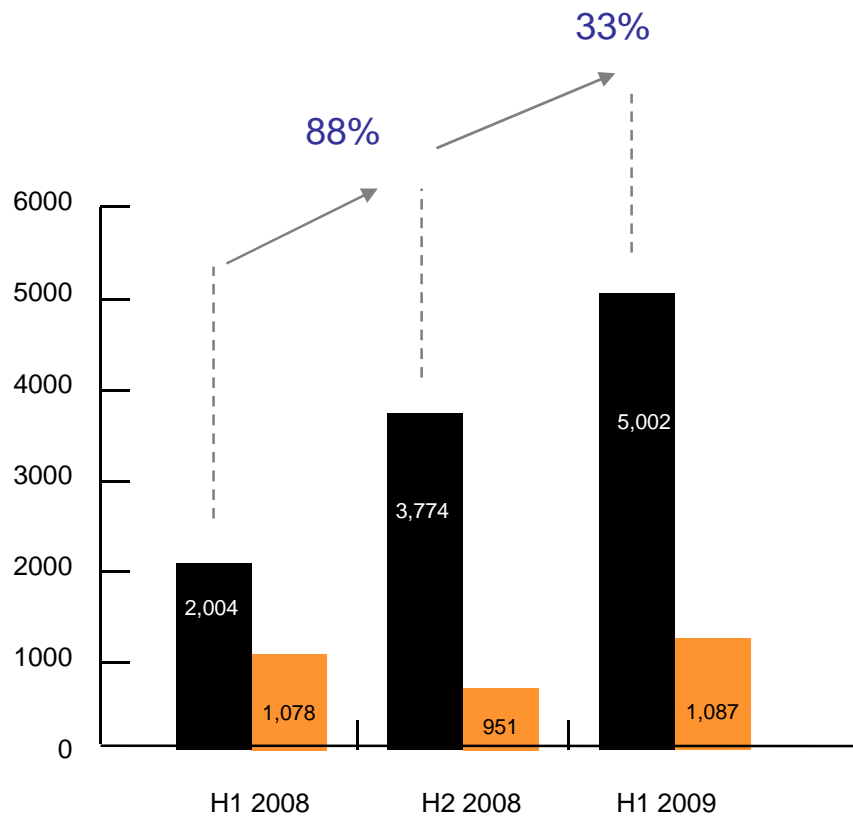
In total, the value of the assets managed by Noble Funds TFI (Noble Funds FIO and asset management) increased by 9% in the first half of 2009.

The increase in the value of assets is the result of, among other things, extending the company's product range and working closely with its distributors.

# METROBANK – BUSINESS OPERATIONS



## MORTGAGE LOANS AT METROBANK



In the first half of 2009, Metrobank provided mortgage loans for a total of **PLN 1,087 billion**.

The value of Metrobank's loan portfolio was **PLN 5,002 billion**.

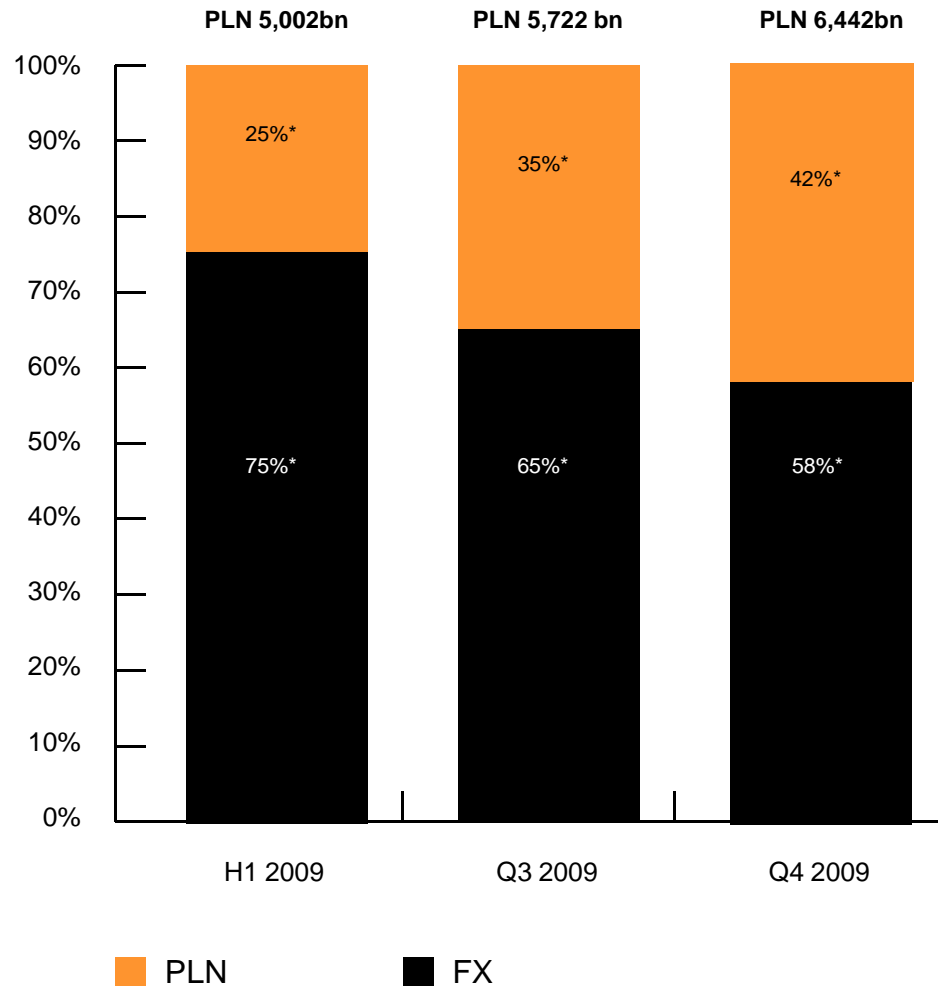
Returning to 1H 2008 loan sales volumes

Loans offered only in PLN

Loans provided

Mortgage loan portfolio

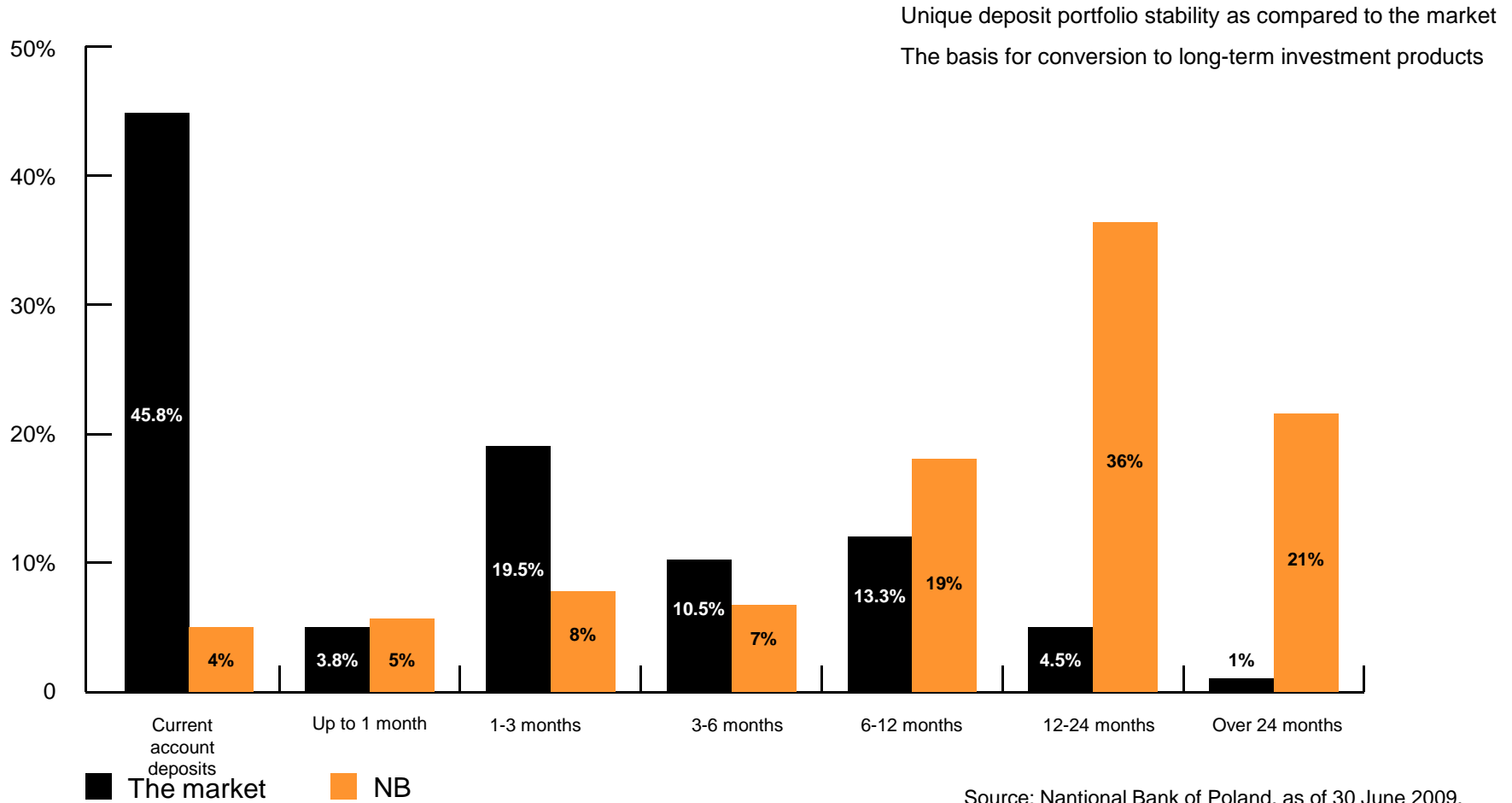
# EXPECTED STRUCTURE OF THE LOAN PORTFOLIO BY CURRENCY



\*Hypothetical growth of the currency structure of the loan portfolio with an expected growth by PLN 720m in each quarter only for loans in the Polish currency (provided that exchange rates are at today's levels).

# DEPOSIT STRUCTURE BY TERM

UNIQUE DEPOSIT PORTFOLIO STABILITY AS COMPARED TO THE MARKET

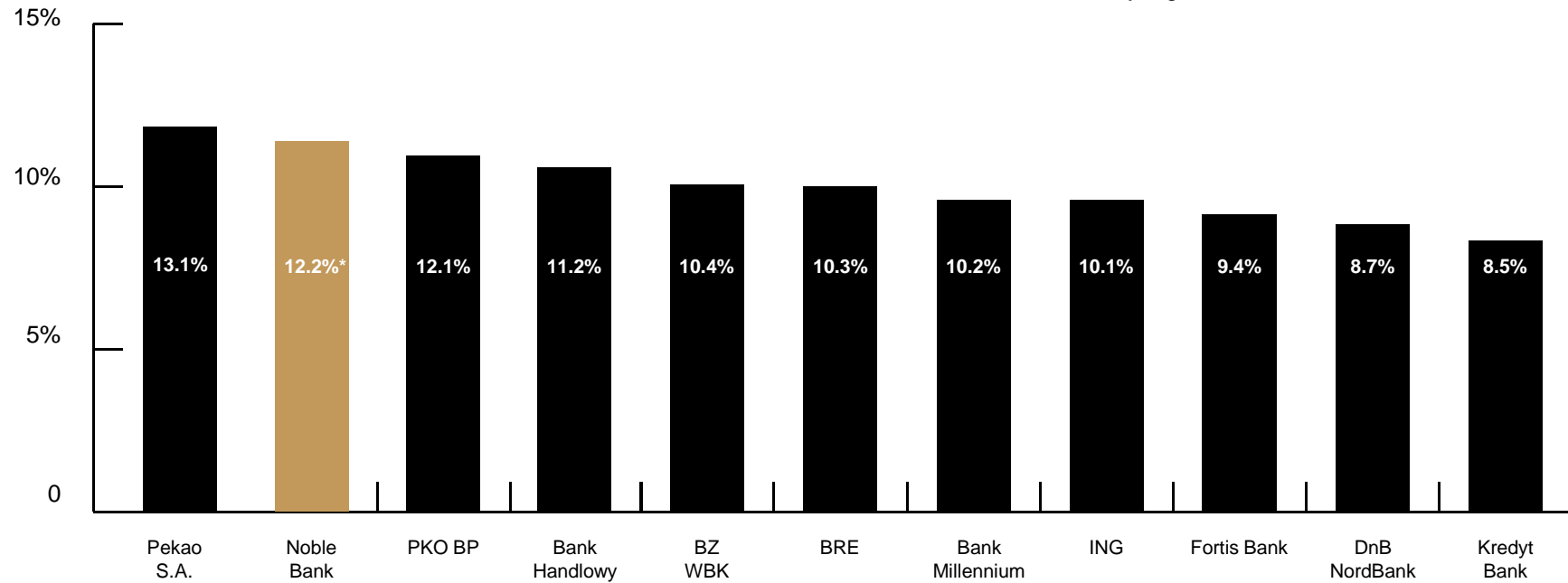


# HIGH AND SAFE-LEVEL SOLVENCY RATIO



Noble Bank has sufficient capital to continue its fast growth of loan sales

Allowing for dividend payment by Noble Bank, the solvency ratio continues at a very high level.



Source: *Rzeczpospolita*, figures for the first quarter of 2009  
 \* Including net profit for H1 2009

# NOBLE CONCIERGE



POLES HAVE ALREADY LEARNED TO MAKE MONEY VERY WELL.  
NOBLE BANK HELPS THEM TO INVEST THE MONEY AND ACCUMULATE WEALTH.  
NOBLE CONCIERGE HELPS THEM TO SPEND THE MONEY IN AN INTERESTING  
AND SENSIBLE WAY.

## About Noble Concierge

Noble Concierge is an elite service dedicated to a small group of prestigious customers.

Noble Concierge is a range of services developed by a dedicated team, based on original solutions and in cooperation with a network of partners.

The range of services that the Noble Concierge team can provide to its customers is virtually unlimited (except for social and legal limitations).

A proactive approach to concierge services – we know our customers and offer them solutions suited to their interests and needs.

**The Noble Concierge service is delivered by Noble Bank's subsidiary Noble Concierge Sp. z o.o., in operation in its present shape for a year (since July 2008).**

**Noble Concierge provides its services to 1400 customers (an increase of 300% since July 2008). This includes**

1250 Noble Bank's customers

35 commercial customers (other businesses and individuals)

115 marketing customers (brand/product ambassadors, partners)



# IMMEDIATE GOALS AND CHALLENGES



**To restore the bank's net interest income performance**  
in the second half of the year

**To convert the bank's liquidity surplus to high-margin** investment products offered to  
its customers

**To consistently improve the use of the bank's original customer base for** cross-  
selling

**To carry out the merger with Getin Bank** smoothly



## APPENDICES

## KEY FINANCIAL FIGURES



PLN'000	H1 2009	Percentage	H1 2008	Percentage/change
Consolidated net profit*	81,265	---	78,125	8.3%
Share in net profit (non-consolidated)				
Noble Bank**	51,895	52%	60,172	71%
Open Finance	42,081	42.2%	17,014	20.1%
TFI	5,315	5.3%	7,509	8.9%
Panorama Finansów	211	0.2%	0	0.0%
Introfactor	177	0.2%	0	0.0%
Noble Concierge	133	0.1%	0	0.0%
Return on Equity (ROE) – the Group	26.2%	---	29.5%	- 3.3 pp
Return on Assets (ROA) – the Group	2.1%	---	4.5%	- 2.4 pp
C/l – the Group	54.6%	---	42.1%	12.5 pp

\* Attributable to shareholders in the controlling entity

\*\* excluding dividend income received from Open Finance S.A. and Noble Funds TFI S.A

## KEY FINANCIAL FIGURES



	30 June 2009	31 Dec. 2008	Change (%)
Equity	688,805	648,707	6.2%
Balance sheet total	7,675,032	5,577,103	37.6%
Amounts due from customers	5,244,649	3,874,509	35.4%
Amounts due to customers	5,689,819	3,483,511	63.3%
Solvency ratio	12.2%**	13.4%	-1.2%
	1H 2009	1H 2008	Change
Profit from banking activities*	171,826	125,620	36.8%
Return of Equity (ROE) – Bank	26.6%	31.8%	-5.2 pp
Return of Assets (ROA) – Bank	2.0%	4.4%	-2.4 pp
Net profit*	103,624	92,972	11.5%
C/I (incl.dividend) *	30.4%	19.1%	11.3%

\* including dividend income received from Open Finance S.A. and Noble Funds TFI S.A

\*\* including the profit for the second quarter of 2009



NOBLE BANK

THANK YOU