









GETIN NOBLE BANK GROUP'S FINANCIAL RESULTS for the first three quarters of 2011

Presentation for investors and analysts
of non-audited financial results

Warsaw, November 10th, 2011

-  **Pre-tax profit for the first three quarters of 2011 topped PLN 1 billion.**
-  **Sales of loans in 2011 increased by over 35% compared to a year ago.**
The Bank's loan balance increased by almost a third in the last 12 months (excluding CHF/PLN exchange rate impact +23%). During that time, the market grew by 14.3%.
-  **PLN 400 million of subordinated debt issued by the Bank (including PLN 335 million classified as complementary capital following approval by the Polish Financial Supervision Authority).**
-  **The Bank's revenues are growing at double the pace of its operating cost growth.**
-  **In Q3, total deposits placed with the Bank by retail customers amounted to nearly PLN 2,8 billion.**
The Bank continued to raise significant funds from the market despite unfavorable market conditions, while maintaining its financing cost growth regime (new contracts in Q3 with an average margin of 57 basis points above the 3M WIBOR rate).
-  **All of the Bank's CIRS CHF transactions until the end of 2012 were renewed and collateralized at prices approx. 50% lower than current market margins.**
-  **The Bank puts great emphasis on the quality of its loan portfolio.**
- Confirmed significant improvement in quality of loans sold since 2010, which stand for over 35% of loan portfolio.
-  **The results of the Group's companies (Noble Funds, Noble Securities and Getin Leasing) have trended positively.**

**30.09.2011 / 31.12.2010**

39 694,0 PLN m	+18,7%	Loans balance (3Q'11 vs 2Q'2011 increase by 5,5%)
44 535,4 PLN m	+20,3%	Deposits balance
4 240,7 PLN m	+28,8%	Equity (attributable to equity holders of the parent company)
52 718,0 PLN m	+23,2%	Balance sheet total

1-3Q 2011 / 1-3Q 2010

988,8 PLN m	+28,7%	Net interest income
669,5 PLN m	-6,8%	Net fee and commission income
628,2 PLN m	+18,7%	Overhead costs (Q3'11 vs Q2'11 increase by 10,9% as result of PDK takeover by Idea Bank)
918,9 PLN m	+10,0%	Result on provisions for NIL and other accounts receivable
1 000,3 PLN m	+208,6%	Gross profit
881,3 PLN m	+157,4%	Net income (attributable to equity holders of the parent company)
24,73%	-6,62 p.p.	C / I ¹⁾
10,20%	+0,20 p.p.	CAR ^{1) 2)}
36,24%	+20,11 p.p.	ROE ¹⁾

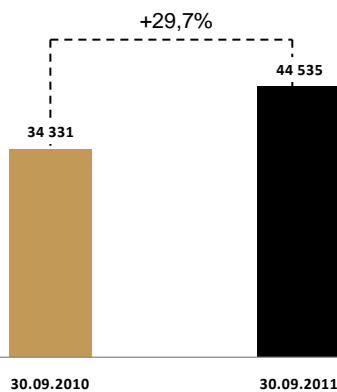
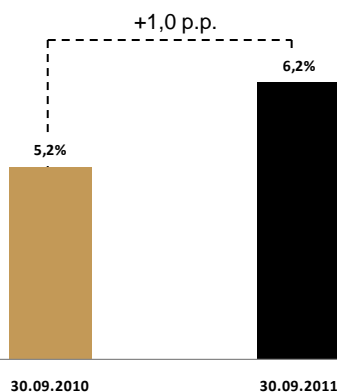
1) YTD data

2) stand-alone GNB

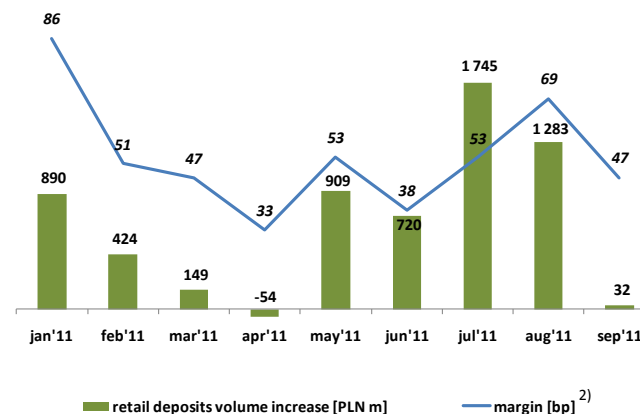
DEPOSITS: BALANCE AND MARKET SHARE




Deposit balance grew up over three times faster than the market in 3rd quarter.

Portfolio balance (PLN m)

Market share (%) ¹⁾

Cost of new retail contracts in PLN and change of deposit balance



-  In the third quarter of 2011, the Bank increased its deposit balance by PLN 3,9 billion (9,5%), which means a threefold increase in the growth rate compared to the 3.1% growth rate for the entire market.
-  The margin ²⁾ on new contracts was maintained at level of 40-70 basis points, with the Bank continuing to raise significant funds on the market despite unfavorable market conditions.
-  In the last 12 months, the Bank's deposit portfolio has grown by nearly 28%, i.e. by PLN 10.2 billion, including over 97% in retail customers' funds ³⁾

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)

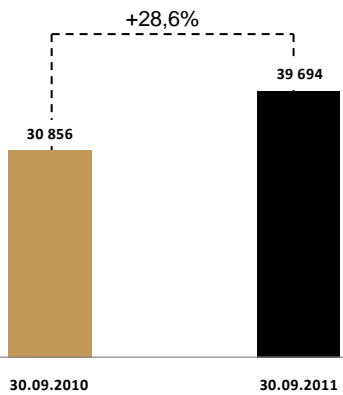
2) Above the 3M WIBOR

3) Liabilities to private individuals

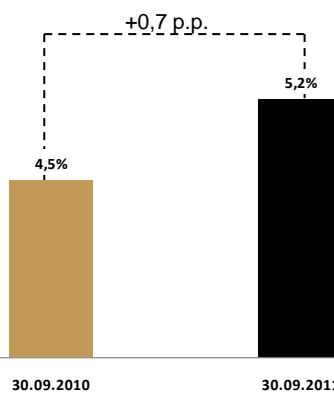
LOANS: BALANCE AND MARKET SHARE

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

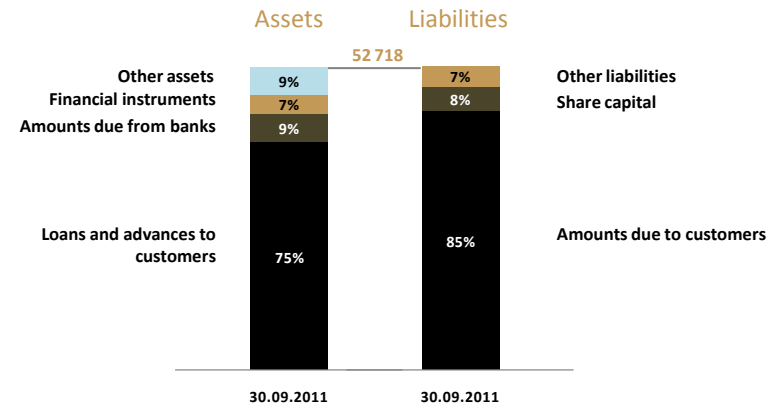
Portfolio balance (PLN m)



Market share (%) ¹⁾



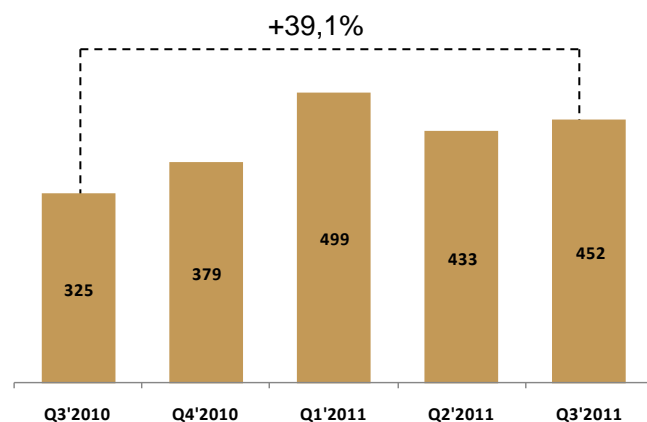
Balance sheet structure of the Bank (PLN m)



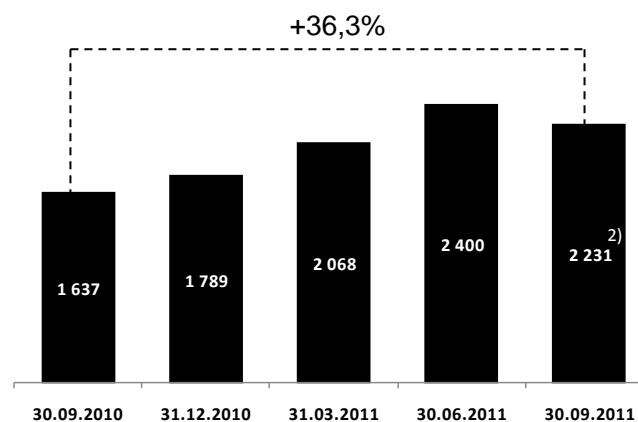
- 🌳 The Bank's sales in 2011 amounted to PLN 10.5 billion, which was an increase by 35.4% compared to the same period of the previous year.
- 🌳 The Bank has maintained its secure balance sheet structure. Getin Noble Bank's balance sheet total (total assets) has grown by PLN 9,920 million since 1 January 2011 (+23.2% versus the figure at 31 Dec.2010). This growth is attributable to the Bank's amounts-due-to-customers figure rising by 20.3% and loans-and-advances figure by 18.7%.
- 🌳 Equity (attributable to shareholders in the parent company) has risen by 28.8% during the same period and by over a third in the last 12 months.

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)

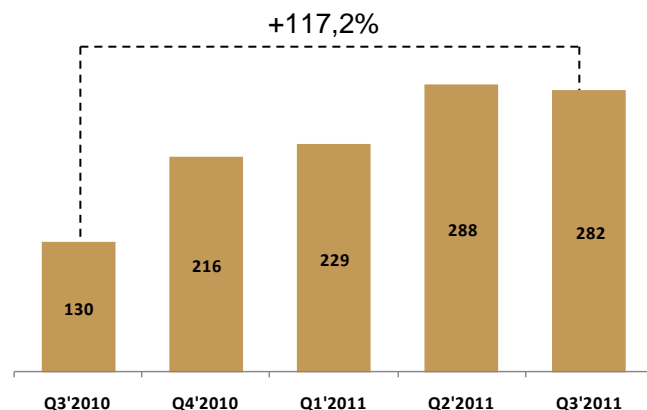
Sale of loans (PLN m)






Portfolio (PLN m) ¹⁾



Leasing (PLN m)



-  Already 4th market position in passenger cars and light vans up to 3.5t leasing.
-  Getin Leasing moved from 15th to 7th place in Poland.
-  The highest increase in sale of leases on the Polish market in 2011 (+189%) ³⁾.

1) Balance of gross SME loans and leasing portfolio.

2) Balance as of the end of 3rd quarter does not include 0,62 PLN bln of mortgage loans from Idea Bank in connection with lost of control over the subsidiary.

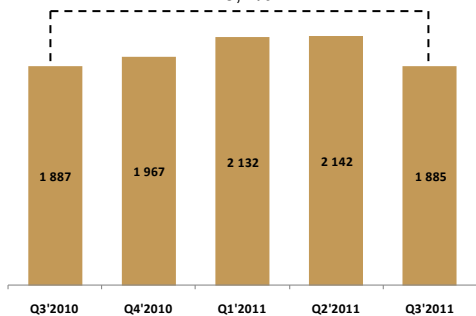
3) According to ZPL ranking.

MORTGAGE, RETAIL AND CAR LOANS

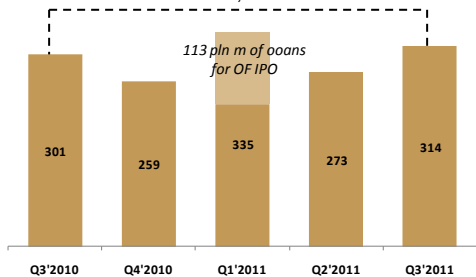
Maintained position of leader in car loans, vice-leader in mortgage loans

Sale (PLN m)

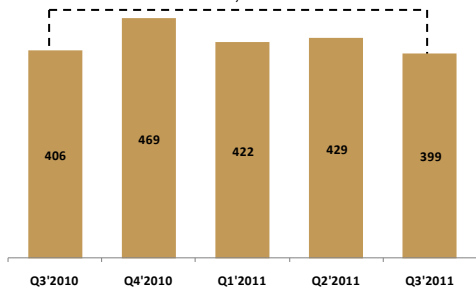
-0,1%



+4,2%

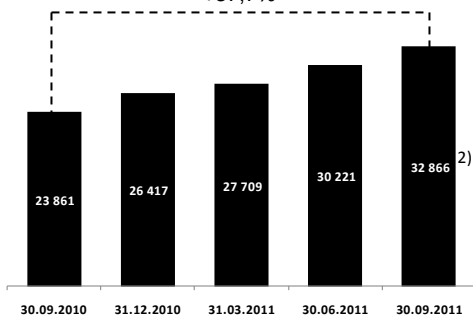


-1,5%

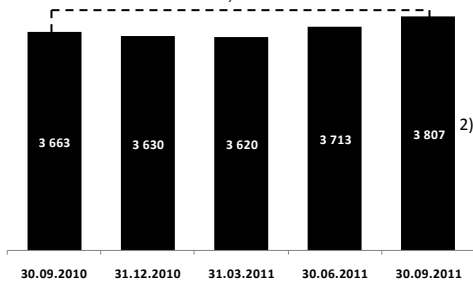


Portfolio (PLN m) ¹⁾

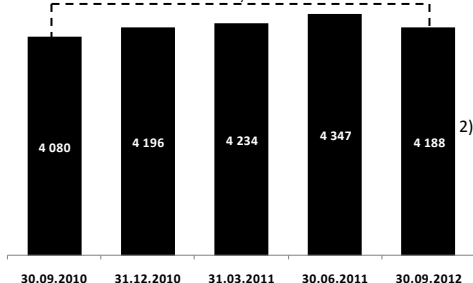
+37,7%



+3,8%



+2,7%



MORTGAGE LOANS

Q3 2011 sales down by 11.8% compared to the average figure for the first six months of the year, as a result of the Bank's prudent approach to credit risk and its reduction in the sale of the least profitable product.

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 43.4%³⁾ as at the end of Q3 2011, meaning it was lower by 2.7% than as at the end of 2010.

RETAIL LOANS

The Bank's loan portfolio grew at double the pace of that for the entire market. The Q3 consumer credit balance grew by 1.3% for the entire banking sector and by 2.5% at GNB.

CAR LOANS

Sales of car loans continued at high levels despite lower sales of new (-6.3%) and used (-8.1%) vehicles⁴⁾ this year.

1) Gross portfolio

2) Balance as of the end of 3rd quarter does not include Idea Bank loans in connection with lost of control over the company (0,21 PLN bln of mortgage loans, 0,05 PLN bln of retail loans and 0,22 PLN bln of car loans)

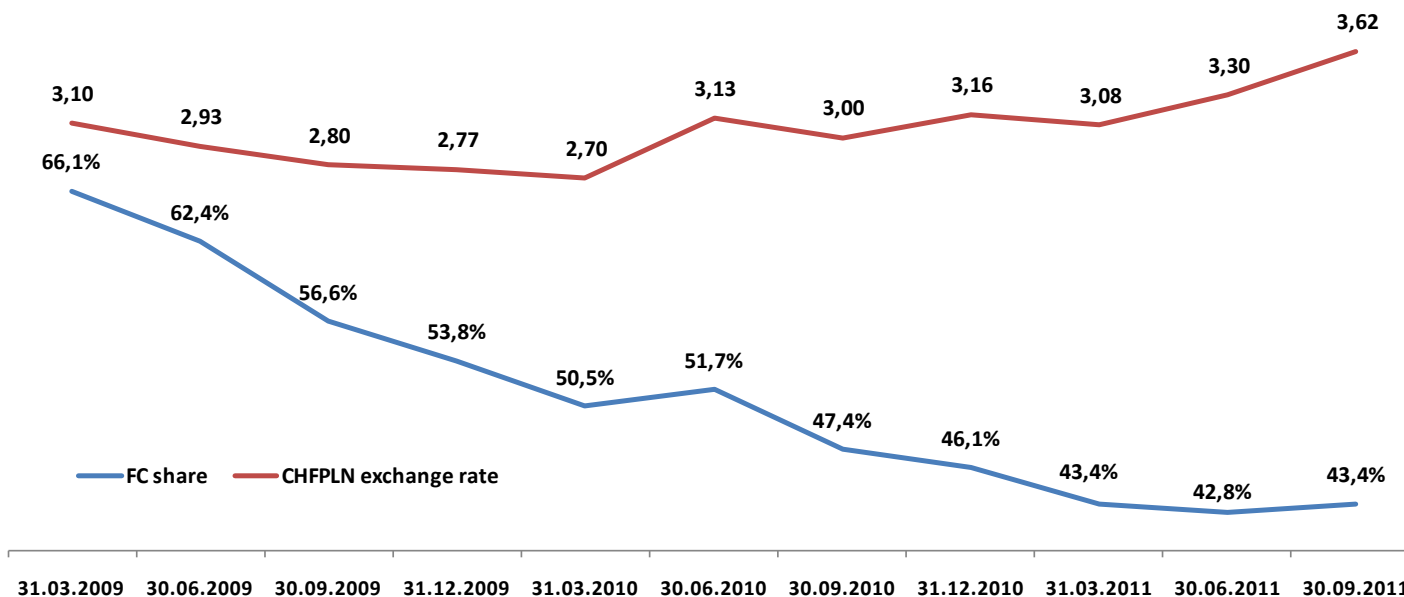
3) stand-alone GNB


4) Figures from CEPIK

SHARE OF FOREIGN CURRENCY LOANS IN THE PORTFOLIO

Nearly 93% of new loans in PLN.

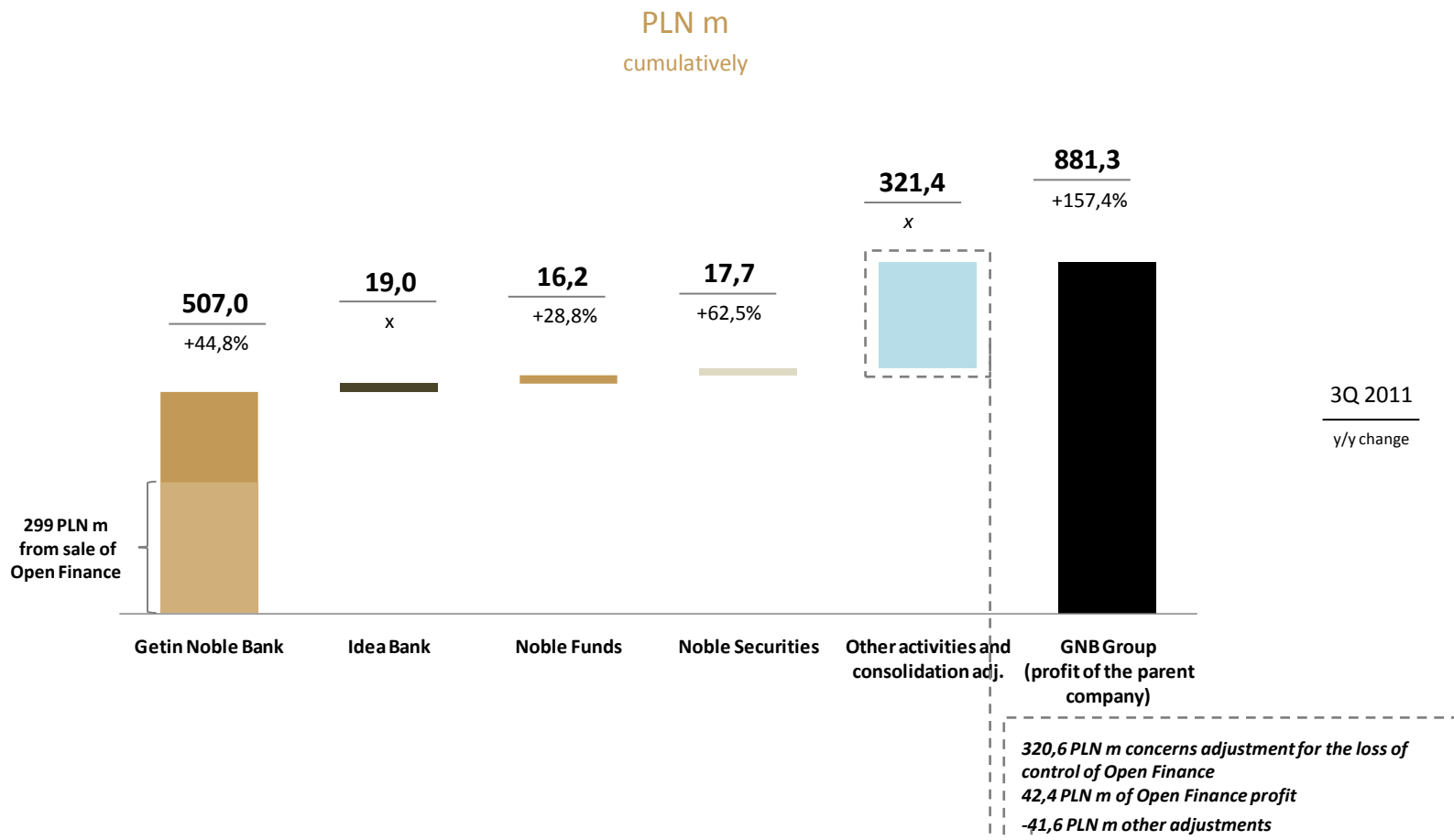
Share of foreign currency loans in total portfolio (%)



 Exchange rates as of 30 June. 2011 share of foreign currency loans in the portfolio would have decrease to level of 41,1% at the end of 3rd quarter.

CONTRIBUTION OF COMPANIES TO GROUP PROFIT FOR 1H'2011

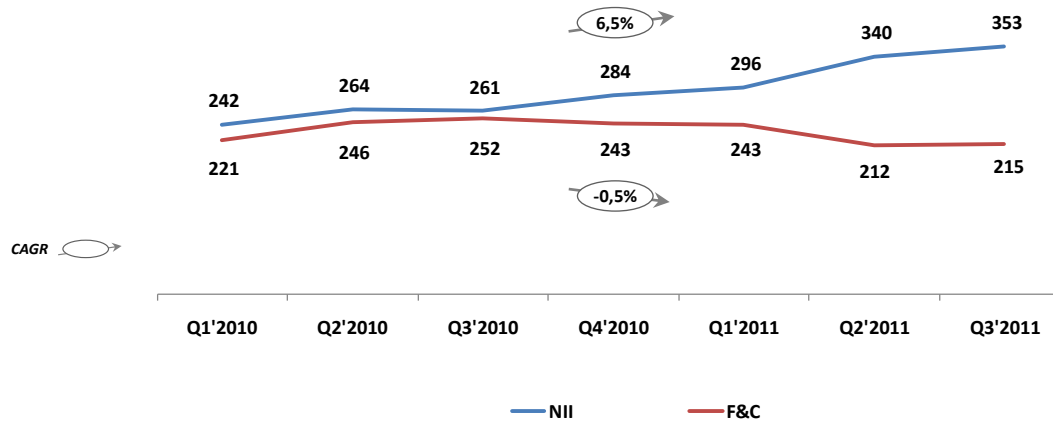
The Group's banking activity was the main source of its net income, with income contributed by the other Group companies being on the increase.



RESULTS FROM BUSINESS OPERATIONS

Increase of profit in result of higher income dynamic.

Net interest income
and fee & commission income (PLN m)



🌳 The Bank's net interest income increased and its net fee and commission income continued at a level close to that achieved in 2010.

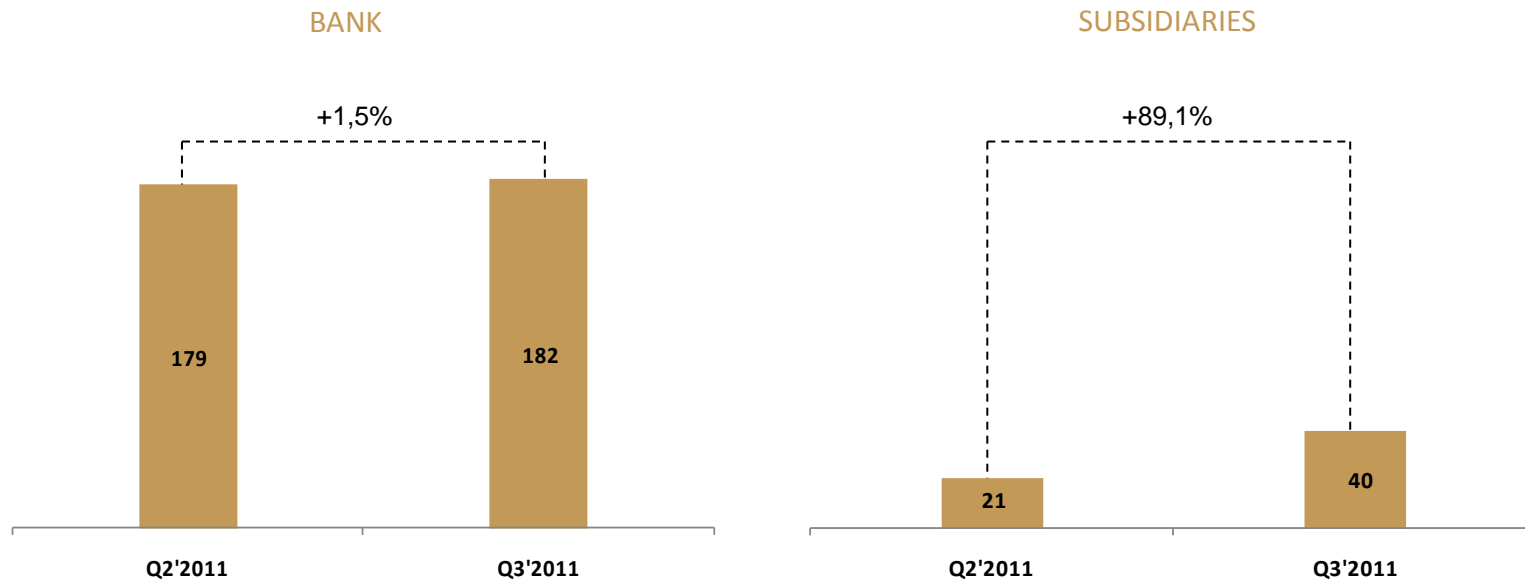
🌳 The Bank's continued to consistently expand its revenue from sources other than loans.

- over 43% in commission not related to loan sales, i.e. by 3 percentage points above the average for 2011 and 14 percentage points above the figure for 2010.

OVERHEAD COSTS

Maintaining high cost efficiency despite dynamic growth of the Group.

Overhead costs (PLN m)



- 🌳 Stand-alone operating costs continued at the level for the previous quarter.
- 🌳 The Bank's C/I ratio was 24.7%, i.e. down by 6.62 percentage points compared to the end of Q3 2010.
- 🌳 The operating costs for the Group's companies nearly doubled as a result of Idea Bank's acquisition of PDK.

Cost of credit risk (%) ¹⁾

	30.09.2011	31.12.2010	change
corporate loans	4,3%	3,2%	1,13 p.p.
car loans ²⁾	4,1%	6,0%	-1,91 p.p.
mortgage loans	2,6%	2,0%	0,69 p.p.
retail loans	4,5%	9,9%	-5,44 p.p.
loans total	3,1%	3,5%	-0,39 p.p.



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

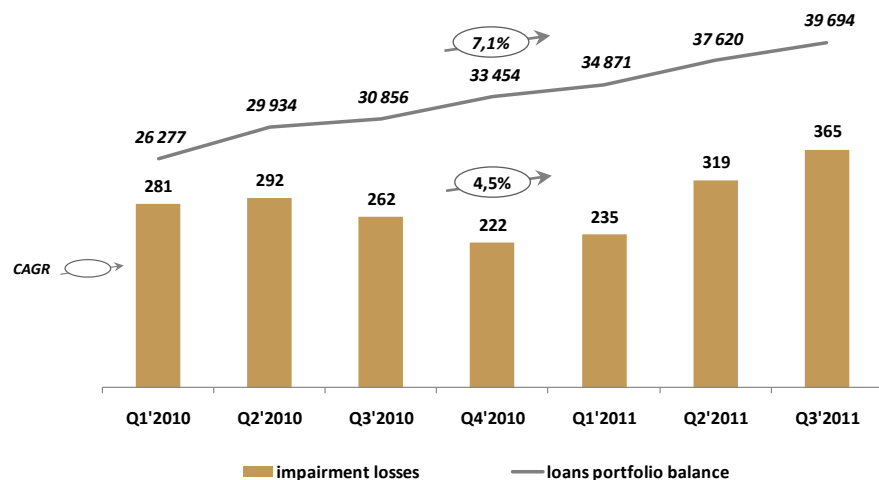


The default rates for the initial payments on car loans continued stable, at the lowest levels since 2008.



The increase in Impairment losses of retail loans to individuals and on car loans in Q3 2011 was lower than in Q2 2011 by nearly 20% and 30% respectively.

Impairment charges and loan balance (PLN m)



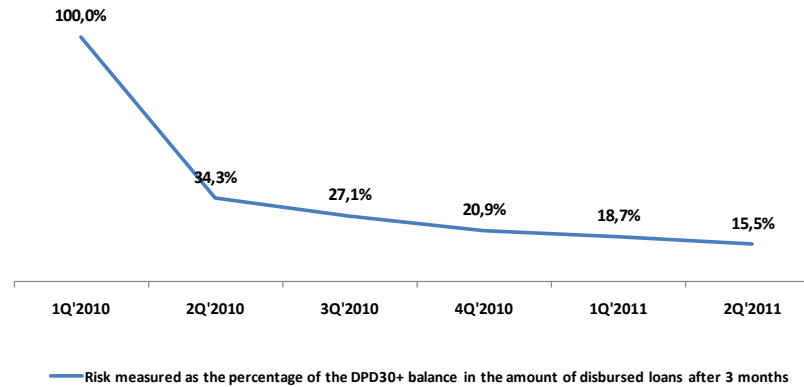
	Q2 2011	Q3 2011
CHF/PLN average exchange rate	3,1661	3,5622
an increase in impairment losses of mortgage loans [PLN m]	-200	-259
gain/loss on financial instruments measured at fair value through profit and loss [PLN m]	10	57

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

2) Including leasing

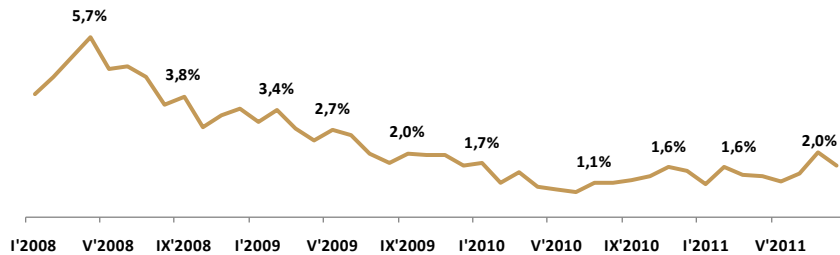
Mortgage loans

Relative change in credit risk compared to Q1'2010 (%)



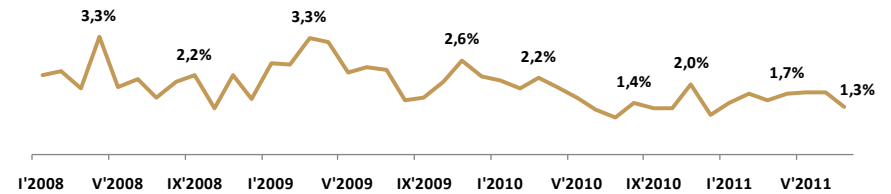
Retail loans

interest on 30 DPD in repayment of the first instalment (%)



Car loans

interest on 30 DPD in repayment of the first instalment (%)





	PLN m	30.09.2011	31.12.2010	30.09.2010	30.09.2011/ 31.12.2010	30.09.2011/ 30.09.2010
Equity (attributable to equity holders of the parent company)		4 240,7	3 293,7	3 158,1	+28,8%	+34,3%
Balance sheet total		52 718,0	42 797,8	38 990,6	+23,2%	+35,2%
Loans balance		39 694,0	33 454,0	30 856,2	+18,7%	+28,6%
Deposits balance		44 535,4	37 025,7	34 331,4	+20,3%	+29,7%
	PLN m	3Q 2011	2Q 2011	3Q 2010	3Q'11/ 2Q'11	3Q'11/ 3Q'10
Income		681,8	1 290,3	614,8	-47,2%	+10,9%
Overhead costs		-222,6	-200,8	-181,7	+10,9%	+22,5%
Net profit (attributable to equity holders of the parent company)		90,1	691,2	134,3	-87,0%	-32,9%
C / I - consolidated (%) ¹⁾		24,73%	21,83%	31,35%	+2,90 p.p.	-6,62 p.p.
ROE ¹⁾		36,24%	49,28%	16,14%	-13,03 p.p.	+20,11 p.p.
NIM ²⁾		2,9%	3,0%	2,8%	-0,10 p.p.	+0,10 p.p.
CAR ^{1) 3)}		10,20%	9,82%	10,00%	+0,38 p.p.	+0,20 p.p.

1) YTD data

2) QTD data

3) stand-alone GNB

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