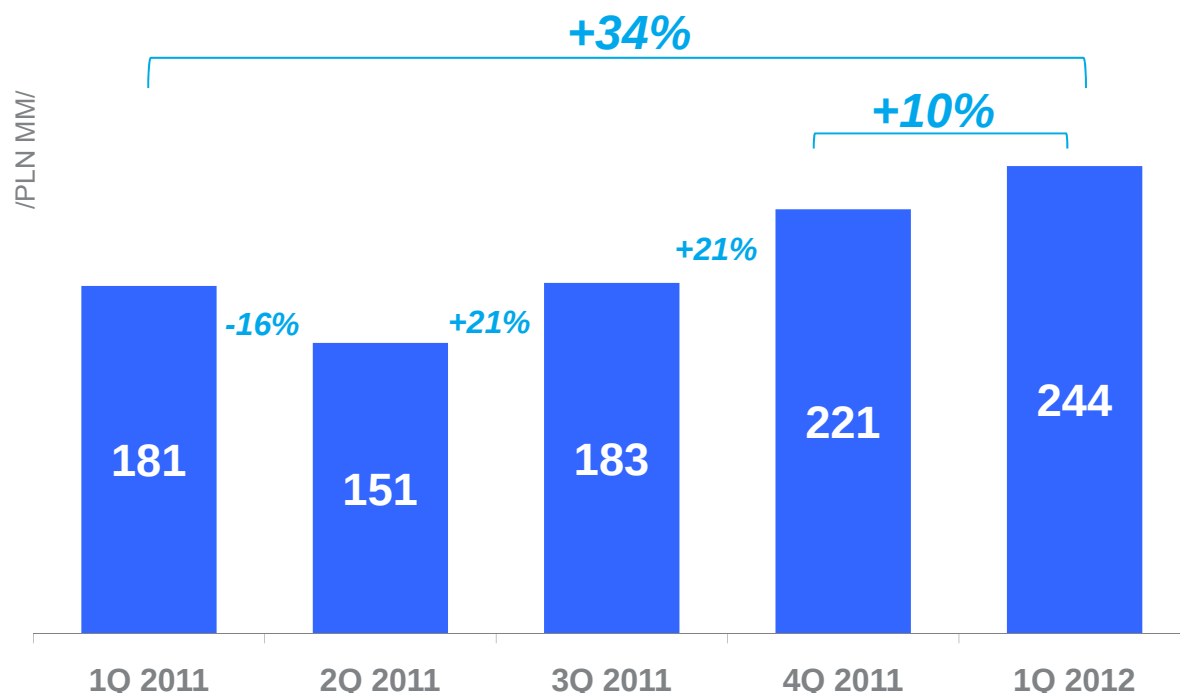


BANK HANDLOWY W WARSZAWIE S.A.
1Q 2012 consolidated financial results

May 2012

Growth of net profit in 1Q 2012

NET PROFIT



↑ 17% QoQ

Increase of revenues

↑ 16% QoQ

Increase of general administrative expenses and depreciation

↑ 3.6% QoQ – Increase of expenses excluding restructuring expenses

ROE

13.7%

↑ 0.8 p.p. QoQ

ROA

2.0%

↑ 0.4 p.p. QoQ

Cost/ Income

56%

↓ 0.3 p.p. QoQ

Loans/ Deposits

68%

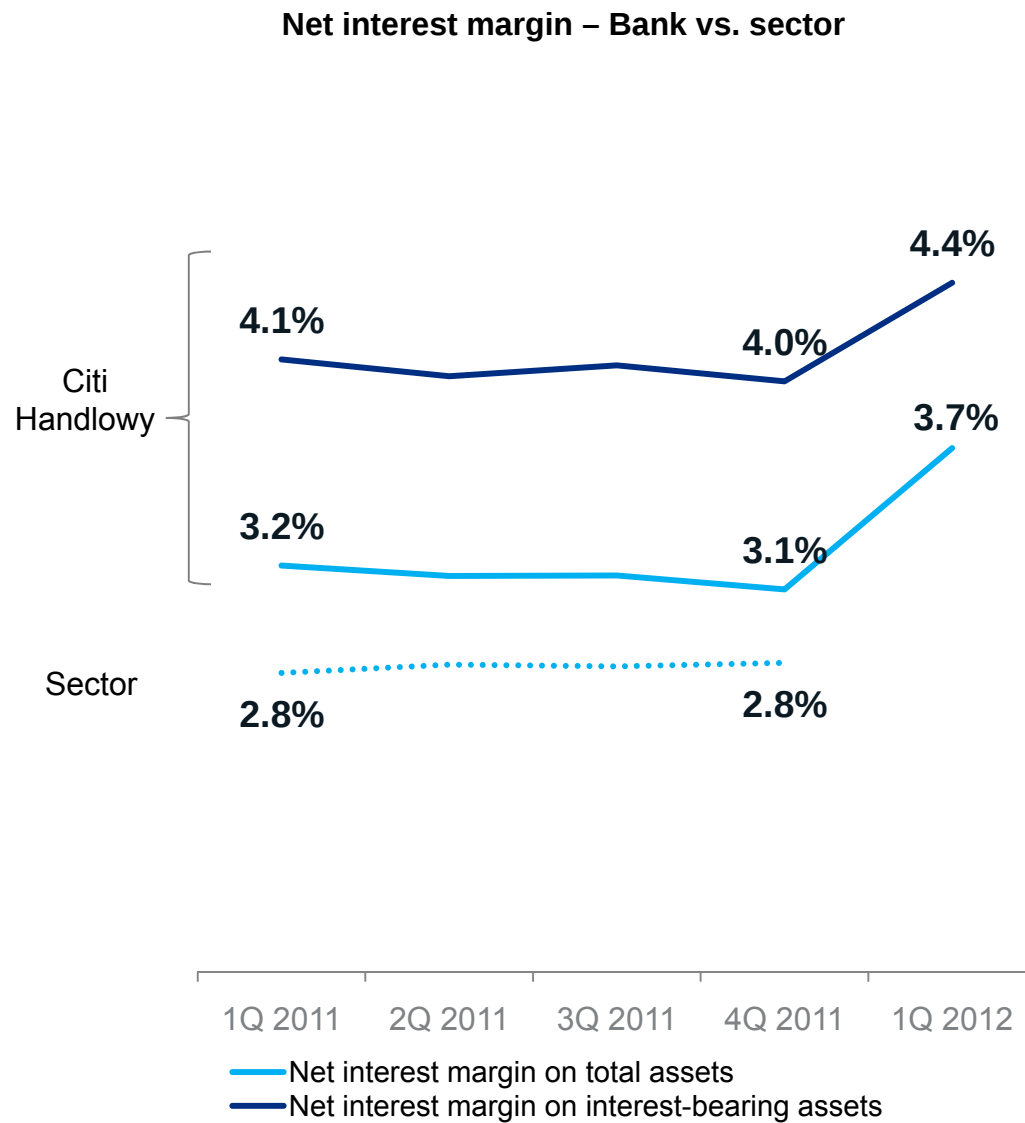
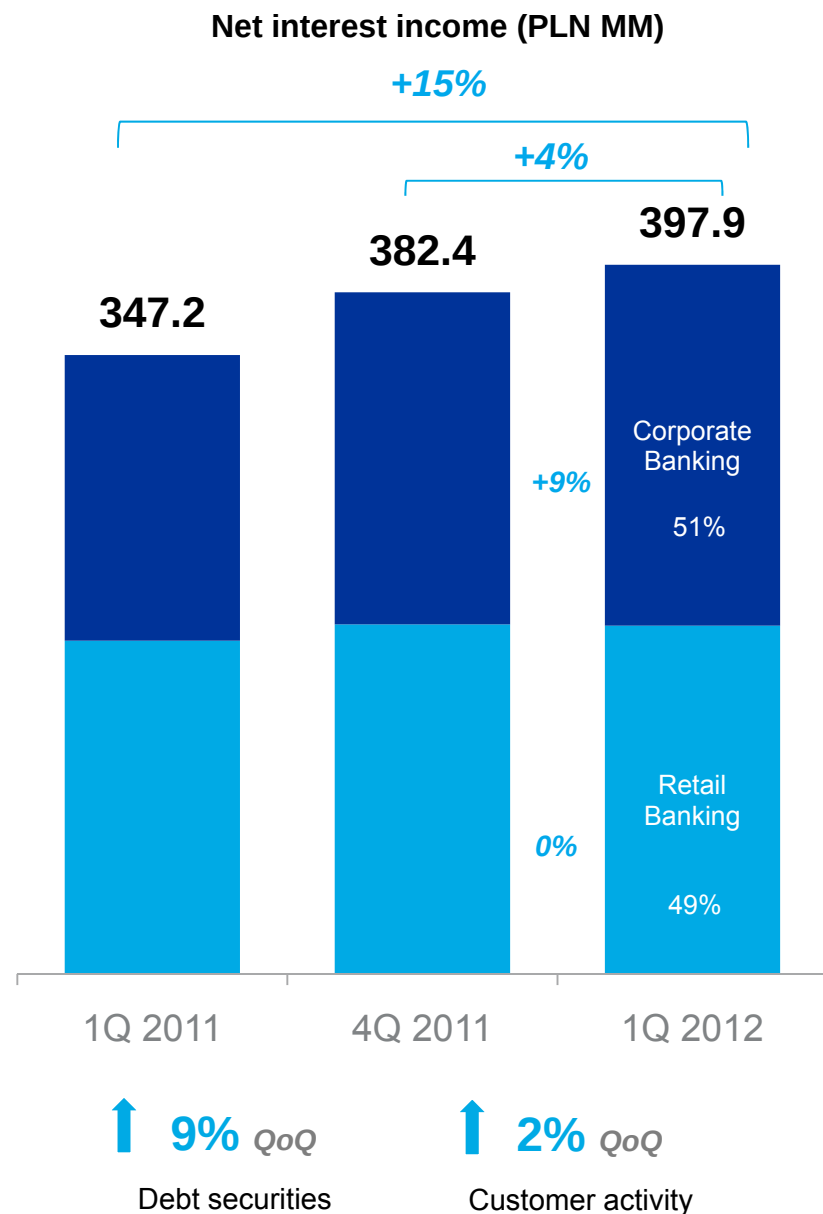
↑ 4.4 p.p. QoQ

CAR

18.0%

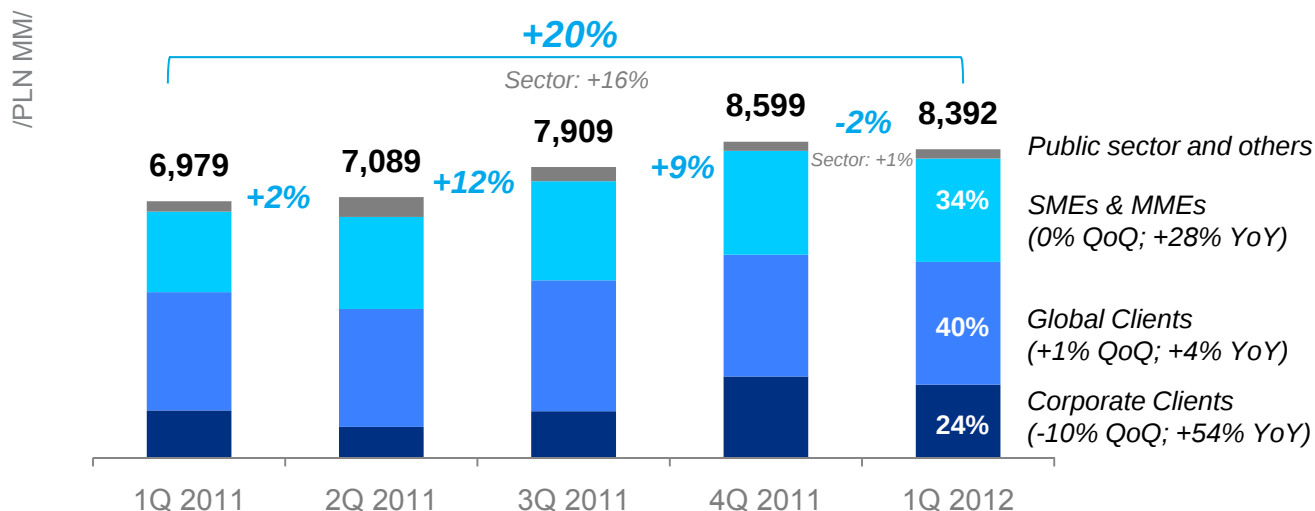
↑ 1.7 p.p. QoQ

Growth of net interest income



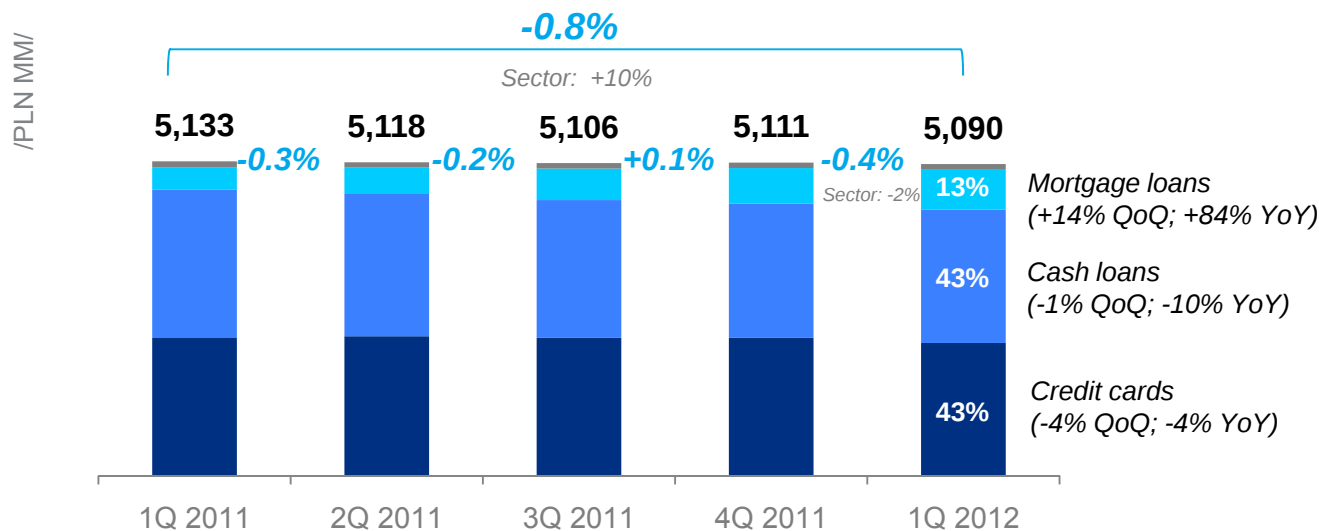
Corporate, commercial & retail loans

Corporate & commercial loans



- Stabilization of lending in the corporate segment in 1Q 2012 – high base in 4Q 2011
- Double-digit annual growth of total loans volume (**20%** YoY vs. 16% in sector)

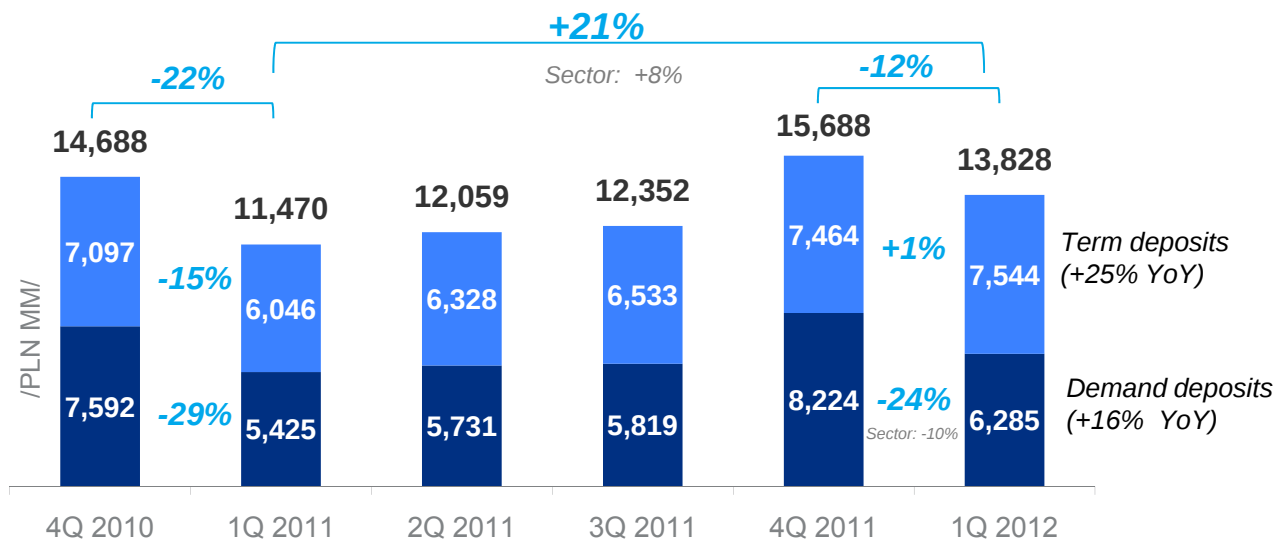
Retail loans



- Stable level of retail loans
- Maintained upward trend in mortgage loans (**+14%** QoQ)

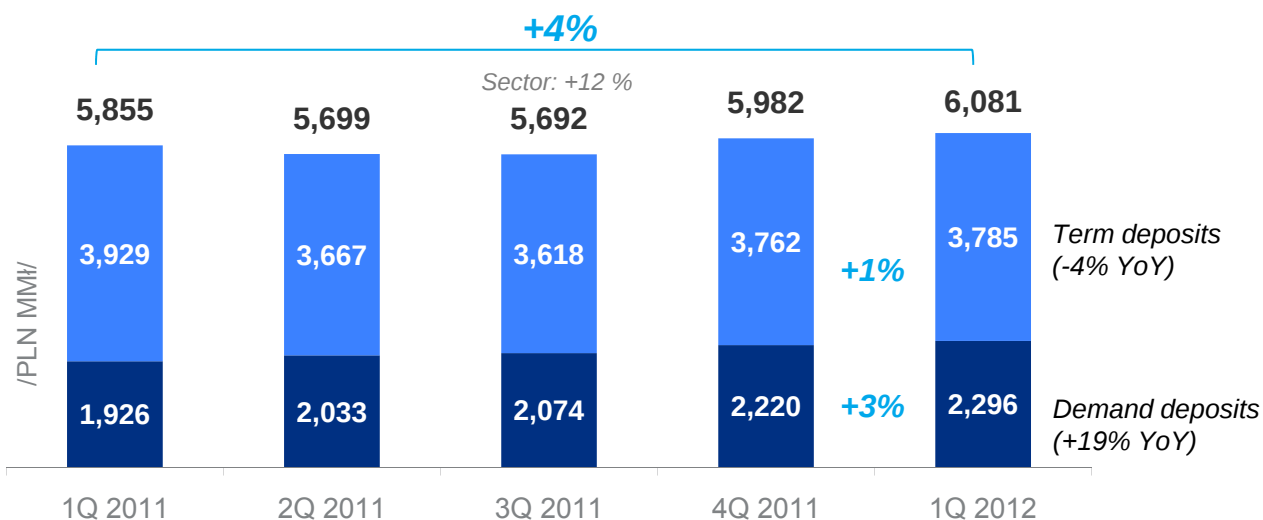
Deposits – focus on operating accounts

Corporate deposits



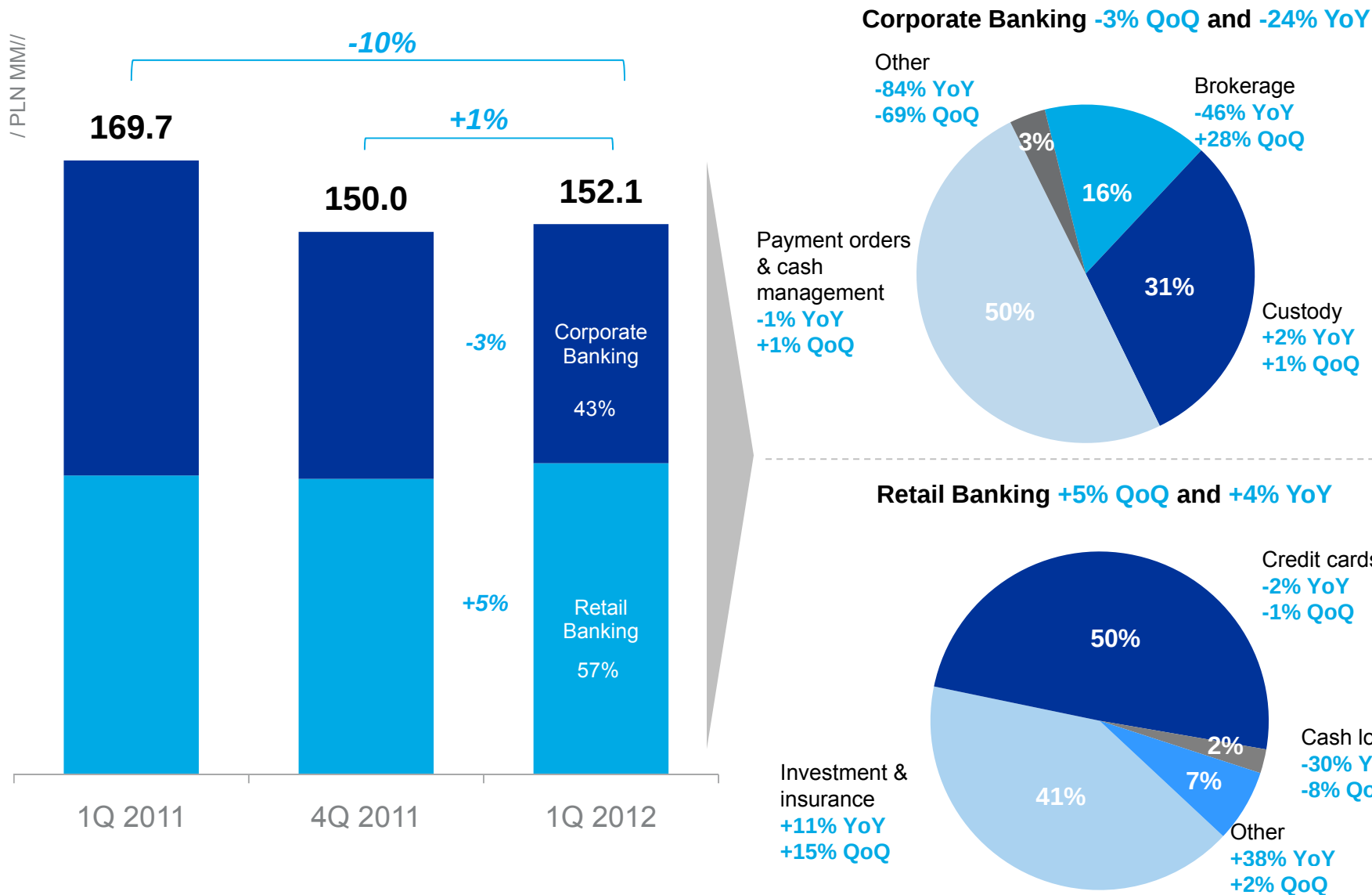
- Seasonal decline in deposits (-12% QoQ), an increase of 21% in annual terms
- 16% YoY growth of demand deposits – significantly beating sector dynamics (+0.4% YoY)

Retail deposits

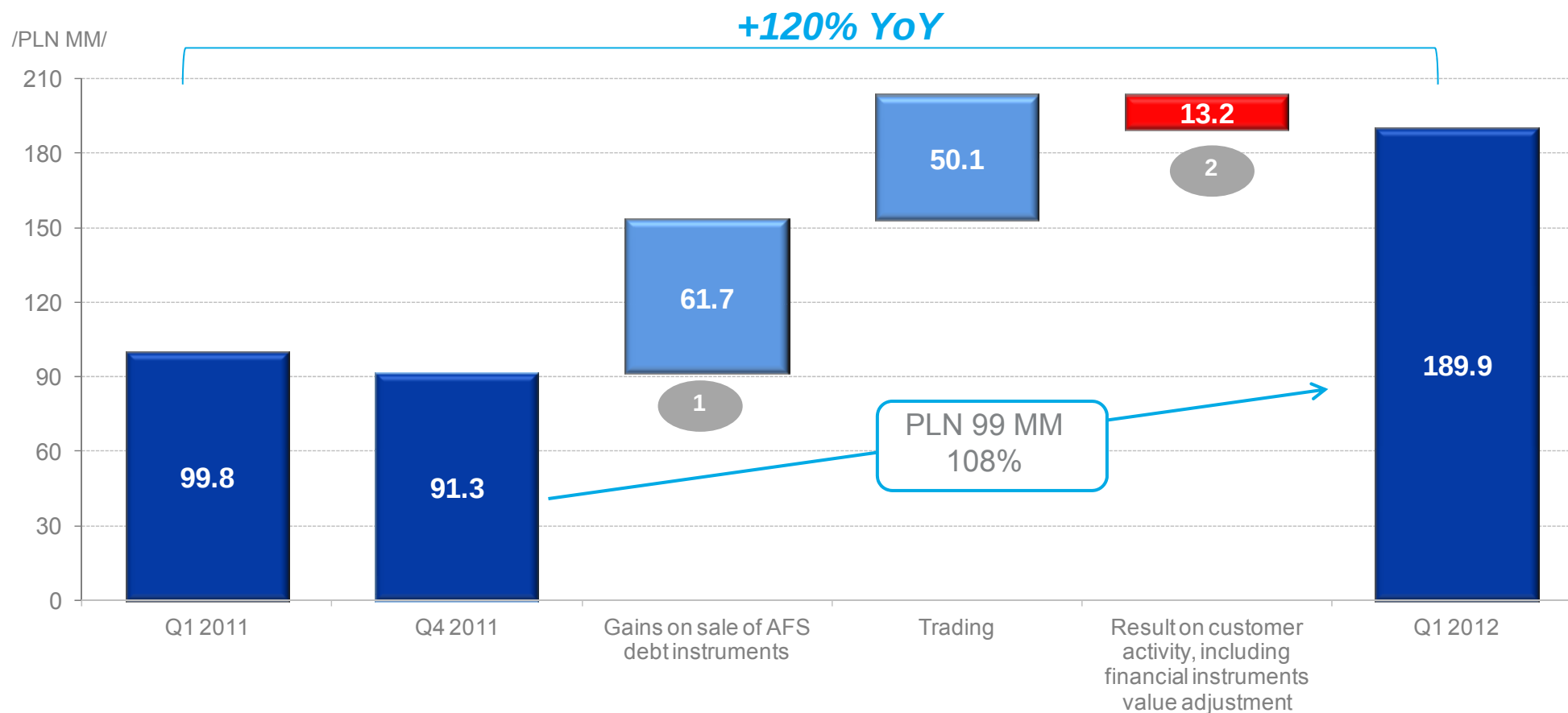


- Stable growth of retail deposits (+2% QoQ)
- Another consecutive quarter of demand deposits increase – the effect of consistent focus on operating accounts

Net fee and commission income maintained at a stable level

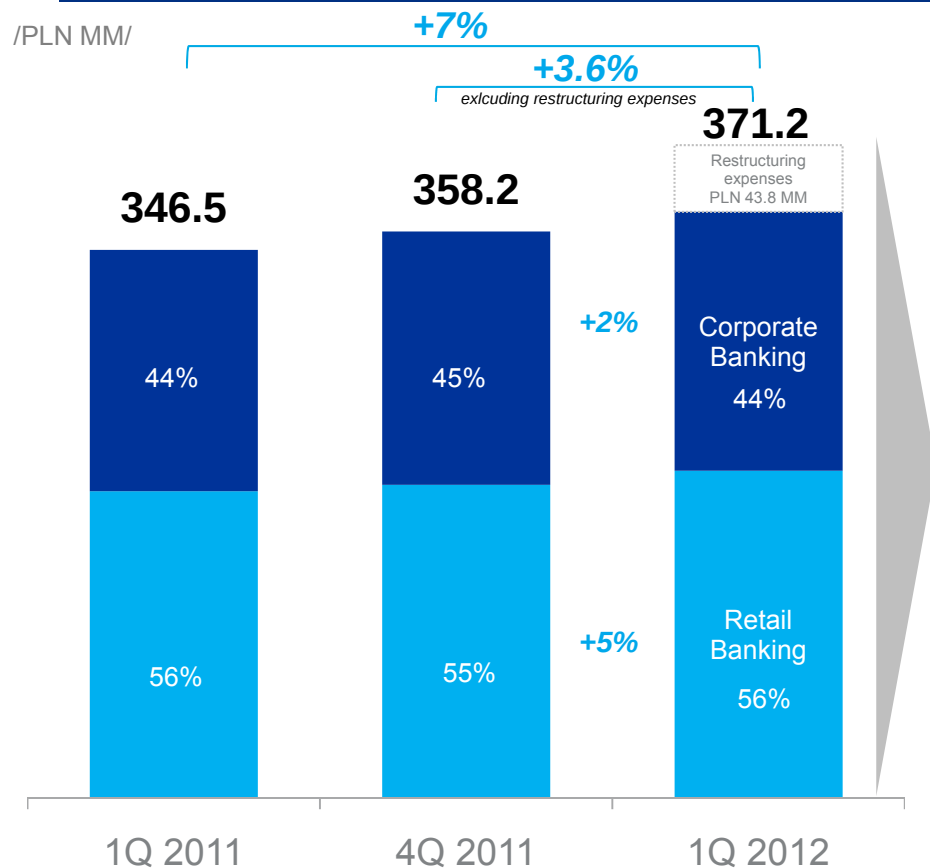


Treasury result

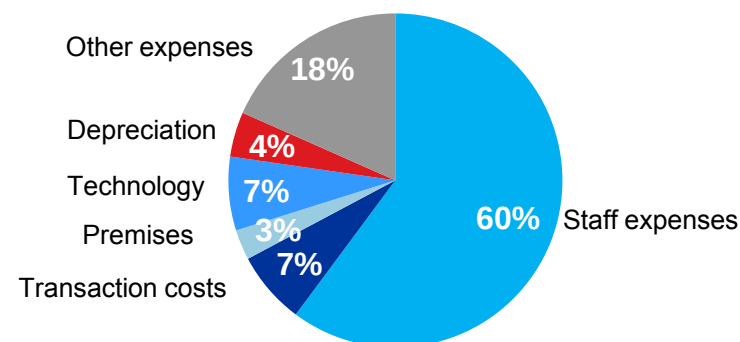


- 1 Realized gains on sale of AFS securities following favourable market environment (decreasing bond yields on the domestic market)
- 2 Impact of lower trade flows particularly in SME segment

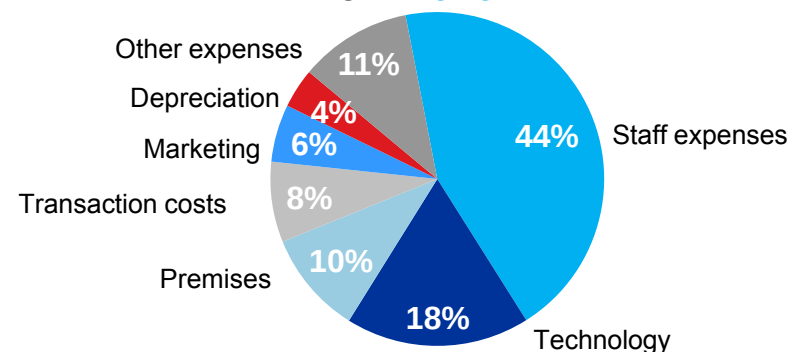
General administrative expenses and depreciation



Corporate Banking 2% QoQ and 7% YoY

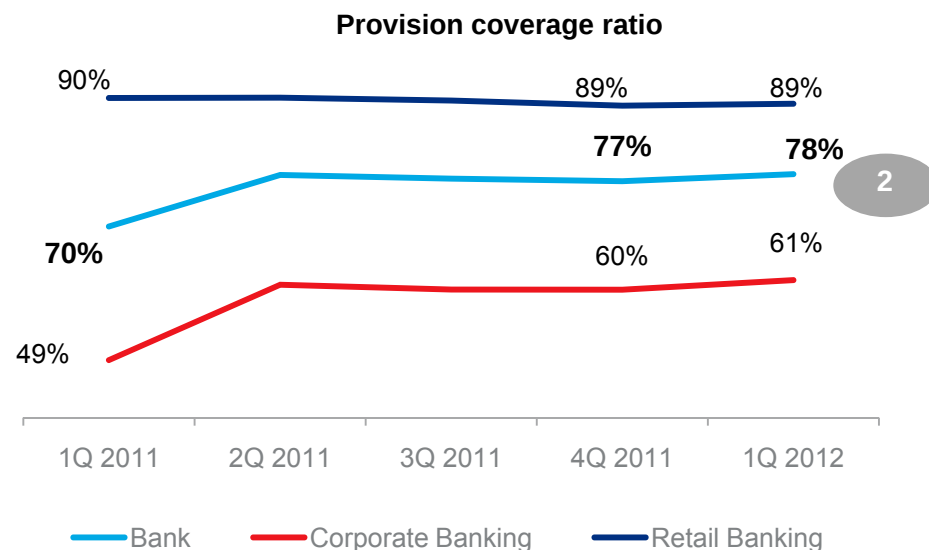
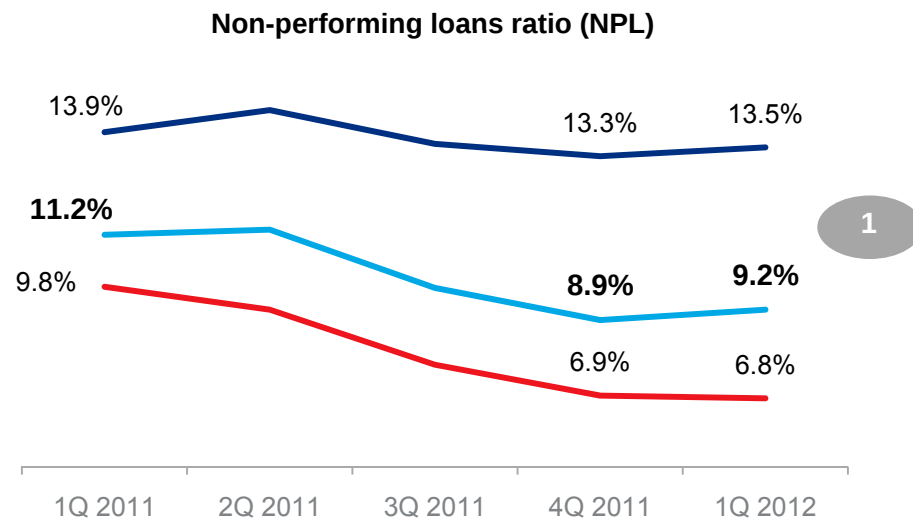
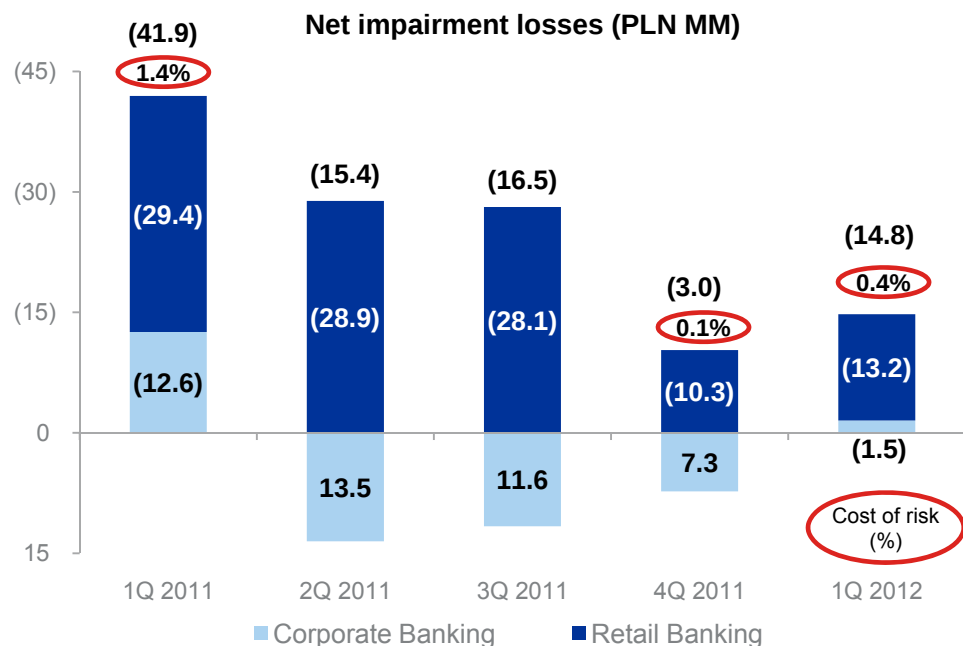


Retail Banking 5% QoQ and 7% YoY



<u>Cost / Income</u>	1Q 2011	4Q 2011	1Q 2012	Change QoQ	Change YoY
Corporate Banking	45%	45%	36%	↓	↓
Retail Banking	72%	71%	73%	↑	↑
Bank	57%	56%	50%	↓	↓

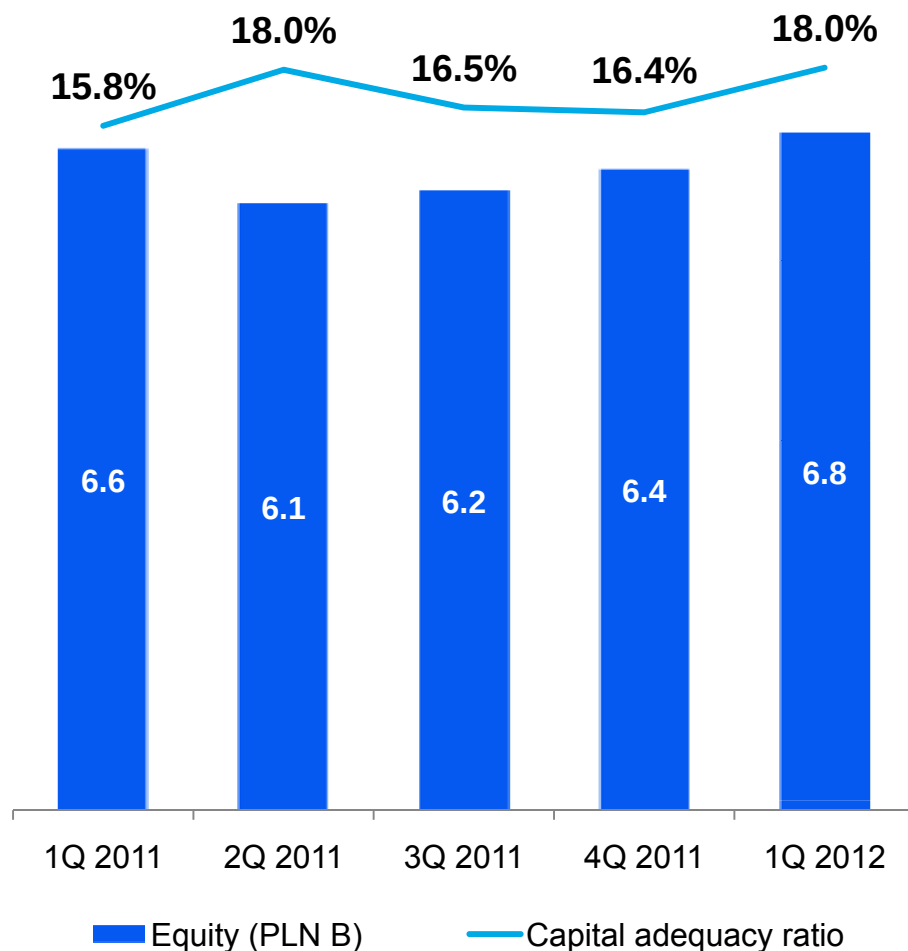
Consistent credit risk policy



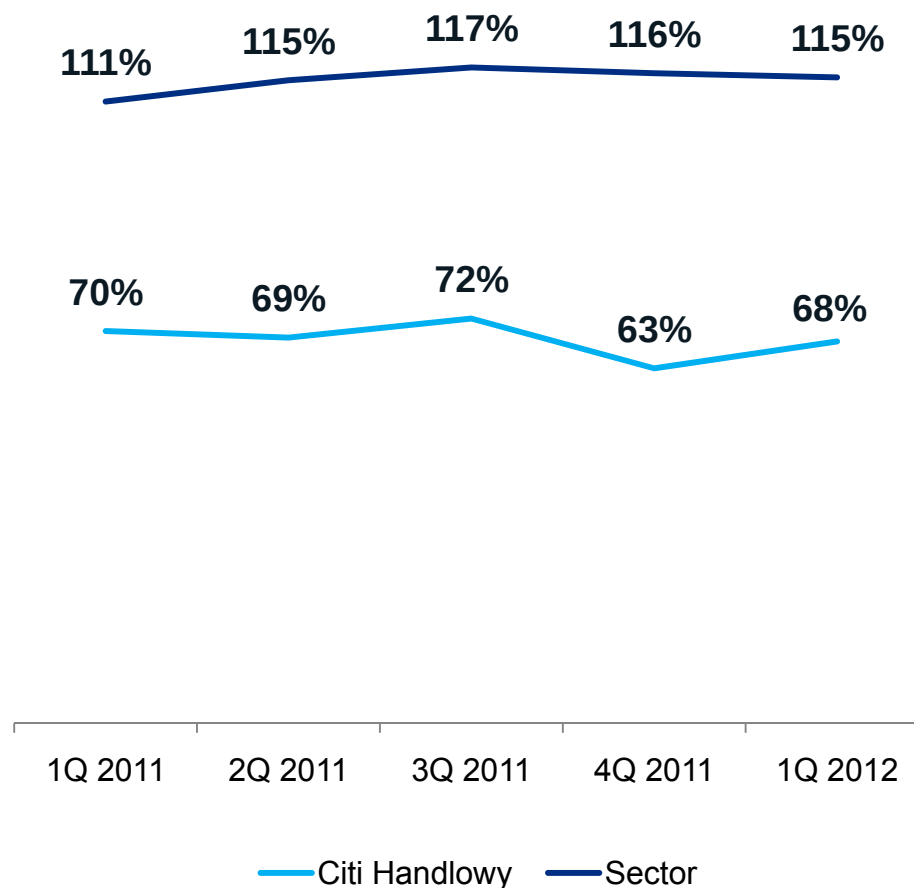
- 1 Decline of non-performing loans volume, NPL ratio increase resulting from decrease of loan portfolio balance
- 2 Provision coverage ratio at a high level of **78%**
- 3 Cost of risk maintained at a low level - **0.4%** in 1Q 2012 vs. **0.1%** in 4Q 2011 and **1.4%** in 1Q 2011

Liquidity and capital adequacy – stable and safe position

Capital adequacy ratio vs. equity level



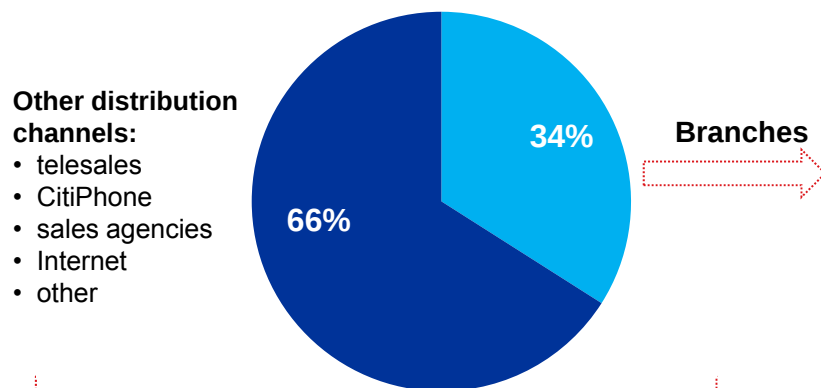
Loans to deposits ratio Bank vs. banking sector



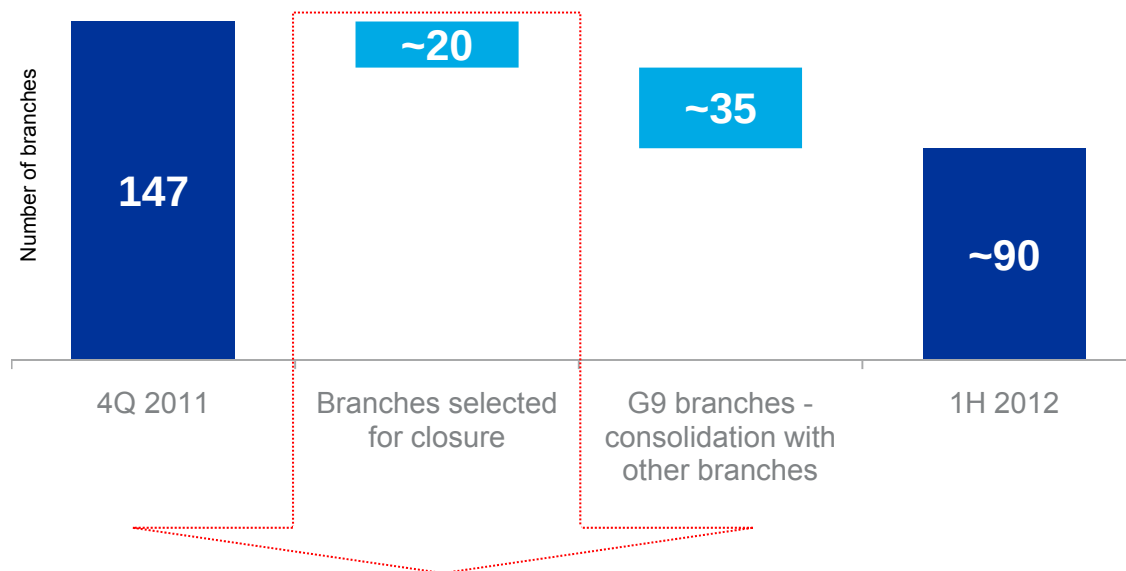
Source: Data for sector based on the Polish Central Bank data.

Retail Banking – branch network optimization

Retail Sales Structure



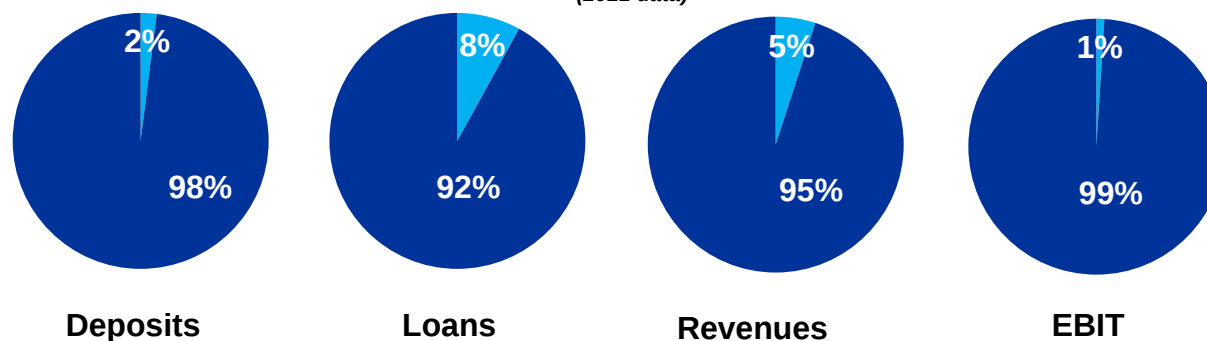
Branch network optimization – focus on G9 markets



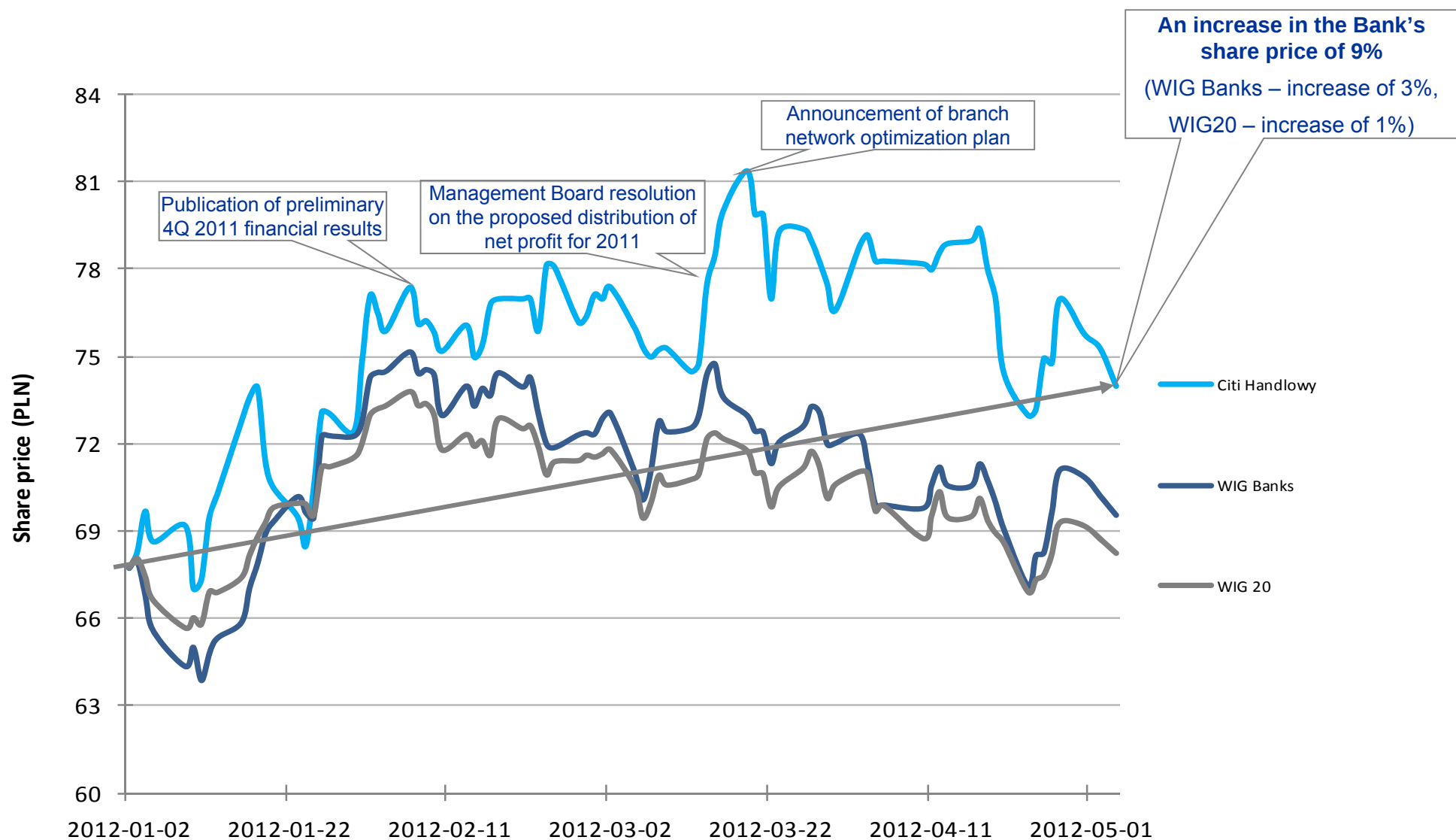
Alternative services channels for clients outside G9 markets: **cash desks** for cash transactions and **remote channels** for other transactions:



Share in results/ volume of Retail Banking
(2011 data)



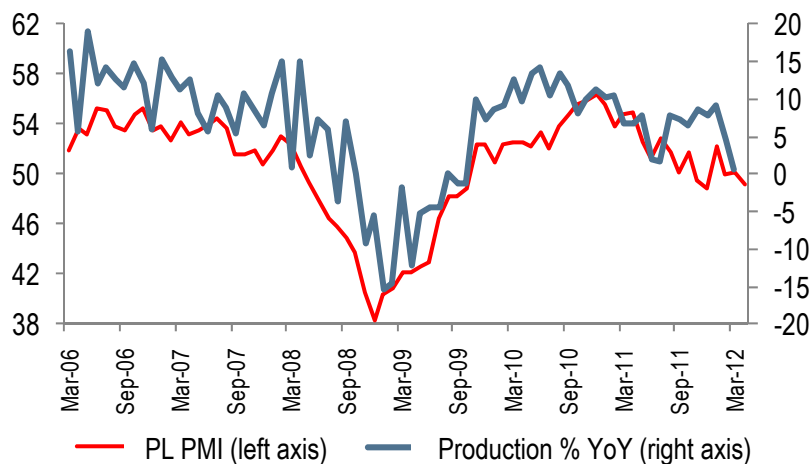
Citi Handlowy share price in 2012



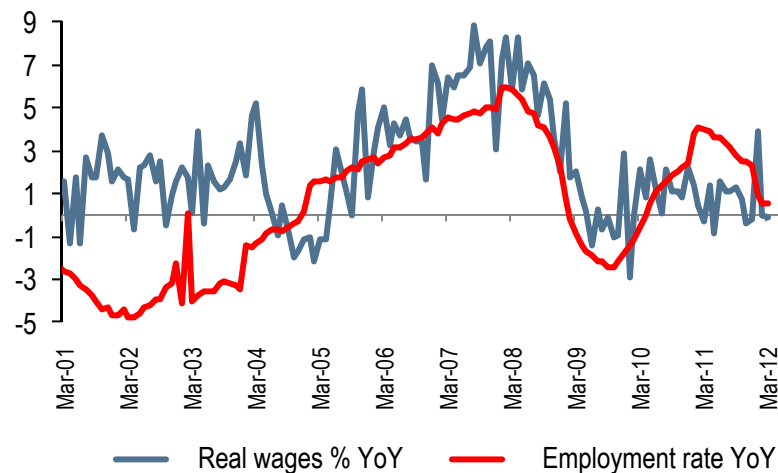
Appendix

Macroeconomics overview 1Q 2012

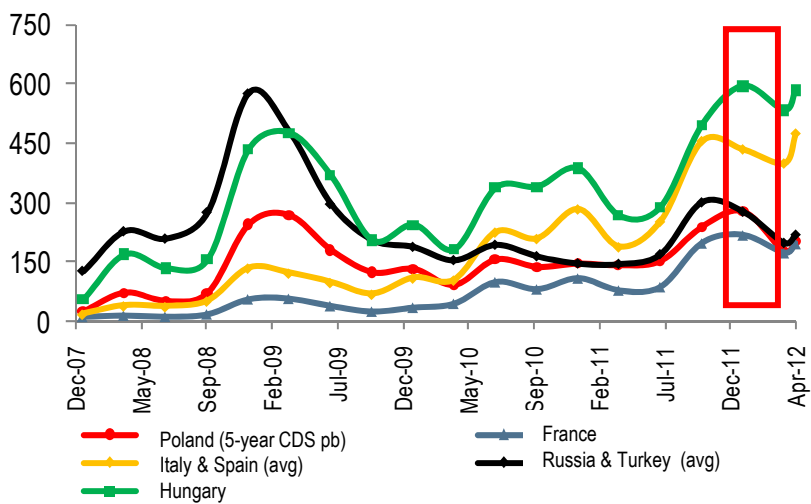
Gradual slowdown in the first quarter



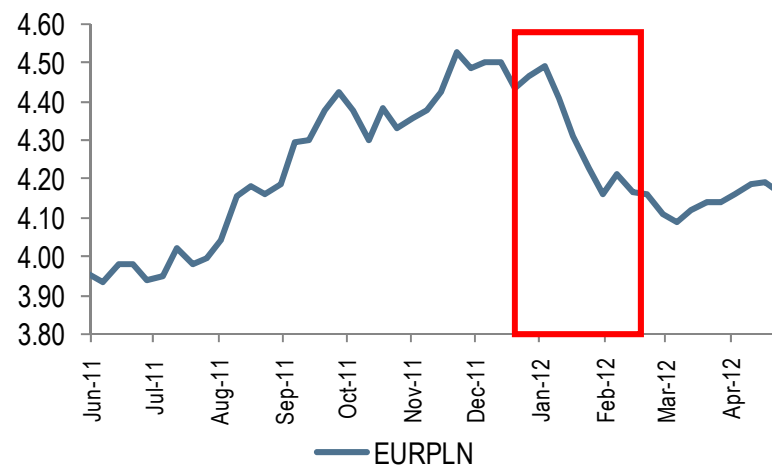
Deterioration in the labor market



Market sentiment improvement as a result of ECB actions



PLN appreciation through improved risk appetite



Retail banking operational data

(in thousands)	1Q 2011	4Q 2011	1Q 2012	Change YoY	% change YoY
Current accounts including:	605	655	663	58	10%
Operating accounts	139	168	168	29	21%
Saving accounts	214	222	222	8	4%
Credit cards including:	884	849	834	(50)	(6%)
Co-brand cards	485	483	477	(9)	(2%)
Debit cards including:	458	472	479	22	5%
PayPass cards	224	328	351	126	56%

Retail banking volumes

(PLN million)	4Q 2011	1Q 2012	Change QoQ	% change QoQ
Deposits	5,982	6,081	98	2%
Demand deposits	2,220	2,296	75	3%
Other deposits, including:	3,762	3,785	23	1%
Saving accounts	2,498	2,535	37	1%
Loans	5,111	5,090	(22)	0%
Credit cards	2,251	2,168	(83)	(4%)
Cash loans	2,189	2,177	(12)	(1%)
Mortgage loans	584	664	80	14%