

Warsaw, February 12, 2015

**Subject: Preliminary consolidated financial statements of the Capital Group of Bank Handlowy w Warszawie S.A. for the 2014**

Legal basis: Art. 5 section 1 item 25) of the Ordinance of the Minister of Finance on current and periodic information provided by issuers of securities and conditions for recognizing as equivalent information required under the law of a non-member state dated February 19, 2009 (Journal of Laws of 2014, item 133).

Bank Handlowy w Warszawie S.A. (hereinafter "Bank", "Citi Handlowy") hereby presents the preliminary consolidated data of the Capital Group of Bank Handlowy w Warszawie S.A. (hereinafter "the Group") for 2014.

In 2014 the Group posted a consolidated net profit of PLN 947.3 million, representing a decrease of PLN 25.4 million (or 2.6%) compared to the net profit for 2013. The 2014 consolidated profit before tax of PLN 1,167.7 million decreased by PLN 50.4 million (or 4.1%) as compared to the previous year. The revenue of the Group amounted to PLN 2,417.4 million, down by PLN 129.5 million (or 5.1%) compared to the 2013 revenue, primarily due to the decline in the net interest income as a result of interest rates cuts and lower treasury result.

The preliminary standalone net profit of the Bank (distributable) for 2014 amounted to PLN 971.4 million, up by PLN 36.6 million, or 3.9% as compared to the 2013 net profit.

The preliminary consolidated net profit for Q4, 2014 amounted to PLN 205 million, representing an increase of PLN 53.3 million, or 35.1% as compared to the net profit for Q4, 2013.

In 2014 the Bank consistently continued its cost control policy as a result of which operating costs, general administrative expenses and depreciation dropped by PLN 90.8 million (or 6.7%) yoy. In 2013 the Bank established a restructuring provision in the amount of PLN 62.4 million impacting its operating costs. Excluding the provision, the Bank's costs dropped by PLN 28.4 million, or 2.2%, compared to 2013.

The year 2014 also brought further improvement in the quality of the Bank's loan portfolio, which is reflected by positive net recovery of financial asset impairment charges and provisions for financial and guarantee liabilities in the amount of PLN 17.8 million compared to the positive net recovery of PLN 36.2 million in 2013.

In 2014 Citi Handlowy maintained a strong and safe capital base, with its CAR (according to the Basel III methodology) at the level of 17.5%. At the same time the Bank's NPL ratio further dropped to 4.9% as of the end of 2014.

Consolidated income statement

| PLN '000                                                  | 01.01 –<br>31.12.2014 | 01.01 -<br>31.12.2013 | Change           |               |
|-----------------------------------------------------------|-----------------------|-----------------------|------------------|---------------|
|                                                           |                       |                       | PLN '000         | %             |
| Net interest income                                       | 1,163,943             | 1,242,152             | (78,209)         | (6.3%)        |
| Net fee and commission income                             | 618,931               | 642,302               | (23,371)         | (3.6%)        |
| Dividend income                                           | 5,783                 | 4,416                 | 1,367            | 31.0%         |
| Net income on trade financial instruments and revaluation | 382,160               | 349,000               | 33,160           | 9.5%          |
| Net gain on debt investment securities                    | 229,922               | 305,339               | (75,417)         | (24.7%)       |
| Net gain on equity investments                            | 6,429                 | 1,844                 | 4,585            | 248.6%        |
| Net income on hedge accounting                            | (379)                 | 2,050                 | (2,429)          | -             |
| Net other operating income                                | 10,585                | (242)                 | 10,827           | -             |
| <b>Total income</b>                                       | <b>2,417,374</b>      | <b>2,546,861</b>      | <b>(129,487)</b> | <b>(5.1%)</b> |

| PLN '000                                                                                                  | 01.01 -<br>31.12.2014 | 01.01 -<br>31.12.2013 | Change          |               |
|-----------------------------------------------------------------------------------------------------------|-----------------------|-----------------------|-----------------|---------------|
|                                                                                                           |                       |                       | PLN '000        | %             |
| General administrative expenses and depreciation                                                          | (1,273,880)           | (1,364,643)           | 90,763          | (6.7%)        |
| Profit/(loss) on sale of other assets                                                                     | 6,384                 | 1,050                 | 5,334           | 508.0%        |
| Net impairment losses on financial assets and provisions for financial liabilities and guarantees granted | 17,804                | 36,204                | (18,400)        | (50.8%)       |
| Share in net profits (losses) of entities valued at equity method                                         | 28                    | (1,326)               | 1,354           | -             |
| <b>Profit before tax</b>                                                                                  | <b>1,167,710</b>      | <b>1,218,146</b>      | <b>(50,436)</b> | <b>(4.1%)</b> |
| Corporate income tax                                                                                      | (220,398)             | (245,438)             | 25,040          | (10.2%)       |
| <b>Net profit</b>                                                                                         | <b>947,312</b>        | <b>972,708</b>        | <b>(25,396)</b> | <b>(2.6%)</b> |

The main determinants of the net operating income of the Group in 2014 were in particular the following:

- net interest income of PLN 1,163.9 million compared to PLN 1,242.1 million recorded in 2013 – decrease of PLN 78.2 million, or 6.3%, due to the significant reduction in key interest rates to a historic low level. Consequently, interest income from amounts due from the non-financial sector customers declined by PLN 78.8 million (or 7.8%), which was partially offset by a lower level of interest expense (down by PLN 51.2 million, or 20.8%). A significant drop in interest income was also recorded in the case of debt securities portfolio – in total by PLN 75.4 million, or 14.2% for debt securities available-for-sale and debt securities held-for-trading;

#### Net interest income

| PLN '000                                        | 01.01 -<br>31.12.2014 | 01.01 -<br>31.12.2013 | Change           |                |
|-------------------------------------------------|-----------------------|-----------------------|------------------|----------------|
|                                                 |                       |                       | PLN '000         | %              |
| <b>Interest and similar income from:</b>        |                       |                       |                  |                |
| Balances with the Central Bank                  | 25,017                | 26,171                | (1,154)          | (4.4%)         |
| Amounts due from banks                          | 60,334                | 45,142                | 15,192           | 33.7%          |
| Amounts due from customers, including:          | 946,928               | 1,042,860             | (95,932)         | (9.2%)         |
| Financial sector entities                       | 20,333                | 37,430                | (17,097)         | (45.7%)        |
| Non-financial sector entities, including:       | 926,595               | 1,005,430             | (78,835)         | (7.8%)         |
| Credit cards                                    | 296,316               | 279,647               | 16,669           | 6.0%           |
| Debt securities available-for-sale              | 363,255               | 446,389               | (83,134)         | (18.6%)        |
| Debt securities held-for-trading                | 93,537                | 85,770                | 7,767            | 9.1%           |
| <b>Total</b>                                    | <b>1,489,071</b>      | <b>1,646,332</b>      | <b>(157,261)</b> | <b>(9.6%)</b>  |
| <b>Interest expense and similar charges on:</b> |                       |                       |                  |                |
| Balances with the Central Bank                  | -                     | (1)                   | 1                | (100.0%)       |
| Amounts due to banks                            | (39,223)              | (47,674)              | 8,451            | (17.7%)        |
| Amounts due to financial sector entities        | (84,999)              | (101,451)             | 16,452           | (16.2%)        |
| Amounts due to non-financial sector entities    | (194,997)             | (246,228)             | 51,231           | (20.8%)        |
| Loans and advances received                     | (3,267)               | (3,311)               | 44               | (1.3%)         |
| Derivatives in hedge accounting                 | (2,642)               | (5,515)               | 2,873            | (52.1%)        |
| <b>Total</b>                                    | <b>(325,128)</b>      | <b>(404,180)</b>      | <b>79,052</b>    | <b>(19.6%)</b> |
| <b>Net interest income</b>                      | <b>1,163,943</b>      | <b>1,242,152</b>      | <b>(78,209)</b>  | <b>(6.3%)</b>  |

- net fee and commission income of PLN 618.9 million versus PLN 642.3 million in 2013 – decrease of PLN 23.4 million, or 3.6%, primarily due to lower fee and commission income from payment and credit cards in connection with the entry into force of the reduced interchange fee (to 0.5%) as of July 1, 2014, partially offset by increased sales of installment products attached to credit cards and an increase in the volume of transactions made with the use of payment cards. In addition, the commission income from the sale of insurance and investment products increased for another year in a row. In the area of the Markets business the fee and commission income from brokerage operations decreased (as a result of the drop in the turnover on the WSE and a smaller number of transactions on the capital market), while fee and commission income from custody services increased;

## Net fee and commission income

| PLN '000                                                   | 01.01 –<br>31.12.2014 | 01.01 -<br>31.12.2013 | Change   |         |
|------------------------------------------------------------|-----------------------|-----------------------|----------|---------|
|                                                            |                       |                       | PLN '000 | %       |
| Fee and commission income                                  |                       |                       |          |         |
| Insurance and investment products                          | 145,495               | 140,595               | 4,900    | 3.5%    |
| Payment and credit cards                                   | 205,391               | 233,716               | (28,325) | (12.1%) |
| Payment orders                                             | 114,167               | 105,892               | 8,275    | 7.8%    |
| Custody services                                           | 111,433               | 104,521               | 6,912    | 6.6%    |
| Cash loans                                                 | 3,228                 | 5,417                 | (2,189)  | (40.4%) |
| Brokerage operations                                       | 64,038                | 86,489                | (22,451) | (26.0%) |
| Cash management services                                   | 27,617                | 26,007                | 1,610    | 6.2%    |
| Guarantees granted                                         | 14,991                | 14,090                | 901      | 6.4%    |
| Financial liabilities granted                              | 6,226                 | 5,343                 | 883      | 16.5%   |
| Other                                                      | 33,610                | 40,702                | (7,092)  | (17.4%) |
| Total                                                      | 726,196               | 762,772               | (36,576) | (4.8%)  |
| Fee and commission expense                                 |                       |                       |          |         |
| Payment and credit cards                                   | (50,248)              | (57,944)              | 7,696    | (13.3%) |
| Brokerage operations                                       | (21,680)              | (24,801)              | 3,121    | (12.6%) |
| Fees paid to the National Depository for Securities (KDPW) | (20,473)              | (21,060)              | 587      | (2.8%)  |
| Brokerage fees                                             | (4,073)               | (4,595)               | 522      | (11.4%) |
| Other                                                      | (10,791)              | (12,070)              | 1,279    | (10.6%) |
| Total                                                      | (107,265)             | (120,470)             | 13,205   | (11.0%) |
| Net fee and commission income                              |                       |                       |          |         |
| Insurance and investment products                          | 145,495               | 140,595               | 4,900    | 3.5%    |
| Payment and credit cards                                   | 155,143               | 175,772               | (20,629) | (11.7%) |
| Payment orders                                             | 114,167               | 105,892               | 8,275    | 7.8%    |
| Custody services                                           | 111,433               | 104,521               | 6,912    | 6.6%    |
| Cash loans                                                 | 3,228                 | 5,417                 | (2,189)  | (40.4%) |
| Brokerage operations                                       | 42,358                | 61,688                | (19,330) | (31.3%) |
| Cash management services                                   | 27,617                | 26,007                | 1,610    | 6.2%    |
| Guarantees granted                                         | 14,991                | 14,090                | 901      | 6.4%    |
| Financial liabilities granted                              | 6,226                 | 5,343                 | 883      | 16.5%   |
| Fees paid to the National Depository for Securities (KDPW) | (20,473)              | (21,060)              | 587      | (2.8%)  |
| Brokerage fees                                             | (4,073)               | (4,595)               | 522      | (11.4%) |
| Other                                                      | 22,819                | 28,632                | (5,813)  | (20.3%) |
| Net fee and commission income                              | 618,931               | 642,302               | (23,371) | (3.6%)  |

- net income on trade financial instruments and revaluation of PLN 382.2 million, up by PLN 33.2 million yoy, which is primarily due to higher result from the activity in the interbank market;
- net gain on investment debt securities of PLN 229.9 million – down by PLN 75.4 million compared to the previous year;
- general administrative and depreciation expenses of PLN 1,273.9 million versus PLN 1,364.6 million in the previous year – a decrease in expenses of PLN 90.8 million (or 6.7%) primarily as a consequence of restructuring savings partially reinvested in the branch network transformation (including the Smart Banking Ecosystem), technology and marketing. At the same time in Q4, 2014 the Bank booked one-off costs of PLN 12 million related to the termination of cooperation with some external partners rendering services for the Bank.

## General administrative expenses and depreciation expense

| PLN '000                                                                              | 01.01 –<br>31.12.2014 | 01.01 –<br>31.12.2013 | Change          |                |
|---------------------------------------------------------------------------------------|-----------------------|-----------------------|-----------------|----------------|
|                                                                                       |                       |                       | PLN '000        | %              |
| <b>Staff expenses</b>                                                                 | <b>(579,994)</b>      | <b>(689,625)</b>      | <b>109,631</b>  | <b>(15.9%)</b> |
| Remuneration costs                                                                    | (403,994)             | (495,298)             | 91,304          | (18.4%)        |
| Bonuses and rewards                                                                   | (109,084)             | (123,304)             | 14,220          | (11.5%)        |
| Social security costs                                                                 | (66,916)              | (71,023)              | 4,107           | (5.8%)         |
| <b>Administrative expenses</b>                                                        | <b>(622,522)</b>      | <b>(612,383)</b>      | <b>(10,139)</b> | <b>1.7%</b>    |
| Telecommunication fees and hardware purchase costs                                    | (174,244)             | (191,038)             | 16,794          | (8.8%)         |
| Costs of external services, including advisory, audit and consulting                  | (71,405)              | (63,019)              | (8,386)         | 13.3%          |
| Building maintenance and rent costs                                                   | (100,037)             | (101,919)             | 1,882           | (1.8%)         |
| Advertising and Marketing costs                                                       | (25,163)              | (23,321)              | (1,842)         | 7.9%           |
| Cash management services, clearing house (KIR) services and other transactional costs | (50,831)              | (47,600)              | (3,231)         | 6.8%           |
| Costs of external services concerning distribution of banking products                | (63,933)              | (55,249)              | (8,684)         | 15.7%          |
| Postal services, office supplies and printmaking costs                                | (13,991)              | (19,098)              | 5,107           | (26.7%)        |
| Training and education costs                                                          | (4,003)               | (7,171)               | 3,168           | (44.2%)        |
| Banking supervision costs                                                             | (3,201)               | (1,173)               | (2,028)         | 172.9%         |
| Other costs                                                                           | (115,714)             | (102,795)             | (12,919)        | 12.6%          |
| <b>Depreciation/amortization of tangible and intangible assets</b>                    | <b>(71,364)</b>       | <b>(62,635)</b>       | <b>(8,729)</b>  | <b>13.9%</b>   |
| <b>General administrative expenses and depreciation expense in total</b>              | <b>(1,273,880)</b>    | <b>(1,364,643)</b>    | <b>90,763</b>   | <b>(6.7%)</b>  |

- positive net recovery of financial asset impairment charges and provisions for financial and guarantee liabilities of PLN 17.8 million compared to the positive net recovery of PLN 36.2 million in 2013. In the Corporate Banking segment net impairment losses amounted to PLN 1.6 million compared to PLN 26.1 million in 2013. It was a result of the stabilization of the quality of the loan portfolio managed on the basis of days past due of a loan and lower net impairment losses in MME and SME segments. The Consumer Banking segment reported a reversal of net impairment losses of PLN 19.4 million in 2014 compared to the reversal of PLN 62.3 million in 2013. A decrease in reversed charges by PLN 42.9 million results from the gradual stabilization of portfolio quality in 2014, leading to lower releases of the IBNR provision versus 2013, and from a decline in expected recovery from the impaired portfolio following an increase in the average aging of that portfolio. At the same time in Q4, 2014 a part of retail exposures was sold, i.e. the Bank sold impaired exposures (amounts due for cash loans and credit cards) of value of PLN 161.6 million for PLN 34.7 million.

## Net impairment losses on financial assets and provisions for financial liabilities and guarantees granted

| PLN '000                                         | 01.01 –<br>31.12.2014 | 01.01 -<br>31.12.2013 | Change   |         |
|--------------------------------------------------|-----------------------|-----------------------|----------|---------|
|                                                  |                       |                       | PLN '000 | %       |
| Net impairment write-downs of financial assets   |                       |                       |          |         |
| Impairment write-downs                           |                       |                       |          |         |
| Amounts due from banks                           | (4,503)               | (2,697)               | (1,806)  | 67.0%   |
| Amounts due from customers                       | (214,092)             | (240,017)             | 25,925   | (10.8%) |
| Amounts due from matured derivative transactions | (302)                 | (6,374)               | 6,072    | (95.3%) |
| Other                                            | (4,126)               | (12,109)              | 7,983    | (65.9%) |
|                                                  | (223,023)             | (261,197)             | 38,174   | (14.6%) |
| Reversals of impairment write-downs              |                       |                       |          |         |
| Amounts due from banks                           | 2,803                 | 1,661                 | 1,142    | 68.8%   |
| Amounts due from customers                       | 216,814               | 261,860               | (45,046) | (17.2%) |

| PLN '000                                                                                                         | 01.01 –<br>31.12.2014 | 01.01 –<br>31.12.2013 | Change          |                |
|------------------------------------------------------------------------------------------------------------------|-----------------------|-----------------------|-----------------|----------------|
|                                                                                                                  |                       |                       | PLN '000        | %              |
| Amounts due from matured derivative transactions                                                                 | 690                   | 1,560                 | (870)           | (55.8%)        |
| Recovers from sold debts                                                                                         | 20,608                | 33,994                | (13,386)        | (39.4%)        |
|                                                                                                                  | <b>240,915</b>        | <b>299,075</b>        | <b>(58,160)</b> | <b>(19.4%)</b> |
| <b>Net impairment losses on financial assets</b>                                                                 | <b>17,892</b>         | <b>37,878</b>         | <b>(19,986)</b> | <b>(52.8%)</b> |
| Creation of provisions for financial liabilities and guarantees granted                                          | (31,101)              | (32,528)              | 1,427           | (4.4%)         |
| Release of provisions for financial liabilities and guarantees granted                                           | 31,013                | 30,854                | 159             | 0.5%           |
| <b>Net provisions for financial liabilities and guarantees granted</b>                                           | <b>(88)</b>           | <b>(1,674)</b>        | <b>1,586</b>    | <b>(94.7%)</b> |
| <b>Net impairment losses on financial assets and provisions for financial liabilities and guarantees granted</b> | <b>17,804</b>         | <b>36,204</b>         | <b>(18,400)</b> | <b>(50.8%)</b> |

### Consolidated statement of comprehensive income

| PLN'000                                                                                       | 01.01 –<br>31.12.2014 | 01.01 –<br>31.12.2013 |
|-----------------------------------------------------------------------------------------------|-----------------------|-----------------------|
| <b>Net profit</b>                                                                             | <b>947,312</b>        | <b>972,708</b>        |
| <b>Other comprehensive income, that might be subsequently reclassified to profit or loss:</b> |                       |                       |
| Net valuation of financial assets available-for-sale                                          | 95,836                | (300,754)             |
| Exchange rates differences                                                                    | 844                   | 414                   |
| <b>Other comprehensive income, that might be subsequently reclassified to profit or loss:</b> |                       |                       |
| Net actuarial losses on specific services program valuation                                   | (5,898)               | -                     |
| <b>Other comprehensive income after tax</b>                                                   | <b>90,782</b>         | <b>(300,340)</b>      |
| <b>Total comprehensive income</b>                                                             | <b>1,038,094</b>      | <b>672,368</b>        |

### Consolidated statement of financial position

As at December 31, 2014, total assets of the Group stood at PLN 49,843.7 million, i.e. 9.8% higher versus the end of 2013.

The change was predominantly due to the following events:

- receivables due from customers increased by PLN 1.5 billion, or 10.1%, predominantly due to increased credit activity in the non-financial sector (PLN +1.2 billion, or 8.5%) and higher receivables from the financial sector (PLN +0.3 billion, or 42.8%), mainly due to reverse repo transactions. Receivables in the non-financial sector increased both on the corporate customers side (PLN +0.6 billion, or 6.8%; increase in CCB segment) and the retail customers side (PLN +0.6 billion, or 11.4%; increase in consumer loans, credit cards and mortgages);
- financial assets held-for-trading increased by PLN 7.0 billion, or 121.2%, mainly as a result of increased position in Treasury bonds;
- debt securities available-for-sale portfolio decreased by PLN 3.2 billion, or 18.1%, as a result of the decreased position in the National Bank of Poland cash bonds;
- amounts due from banks decreased by PLN 1.5 billion, or 41.6%.

The biggest change in the liabilities was recorded in liabilities due to customers which increased by PLN 3.1 billion versus the end of 2013. An increase was reported both on the institutional customers side (PLN +2.7 billion, or 13.9%) and the retail customers side (PLN +0.8 billion, or 10.9%), while the biggest increase was reported in balances on current accounts of customers as a result of the Bank's focus on operating accounts. Moreover, an increase was recorded in the position of financial liabilities held-for-trading by PLN 2.6 billion (or 61.3%). On the other hand, liabilities due to banks dropped by PLN 1.3 billion (or 19.7%).

## Consolidated statement of financial position

| PLN '000                                    | State as at       |                   | Change           |              |
|---------------------------------------------|-------------------|-------------------|------------------|--------------|
|                                             | 31.12.2014        | 31.12.2013        | PLN '000         | %            |
| <b>ASSETS</b>                               |                   |                   |                  |              |
| Cash and balances with the Central Bank     | 1,522,949         | 778,464           | 744,485          | 95.6%        |
| Amounts due from banks                      | 2,065,685         | 3,539,927         | (1,474,242)      | (41.6%)      |
| Financial assets held-for-trading           | 12,721,573        | 5,751,829         | 6,969,744        | 121.2%       |
| Debt securities available-for-sale          | 14,435,099        | 17,616,041        | (3,180,942)      | (18.1%)      |
| Capital investments valued at equity method | 7,765             | 7,814             | (49)             | (0.6%)       |
| Equity investments available for sale       | 8,211             | 15,280            | (7,069)          | (46.3%)      |
| Amounts due from customers                  | 16,770,482        | 15,231,327        | 1,539,155        | 10.1%        |
| Tangible fixed assets                       | 366,857           | 384,581           | (17,724)         | (4.6%)       |
| Intangible assets                           | 1,387,745         | 1,417,363         | (29,618)         | (2.1%)       |
| Income tax assets                           | 13,255            | 80,854            | (67,599)         | (83.6%)      |
| Deferred income tax asset                   | 157,319           | 203,132           | (45,813)         | (22.6%)      |
| Other assets                                | 384,612           | 359,039           | 25,573           | 7.1%         |
| Fixed assets held-for-sale                  | 2,113             | 12,738            | (10,625)         | (83.4%)      |
| <b>Total assets</b>                         | <b>49,843,665</b> | <b>45,398,389</b> | <b>4,445,276</b> | <b>9.8%</b>  |
| <b>LIABILITIES</b>                          |                   |                   |                  |              |
| Due to banks                                | 5,122,576         | 6,378,436         | (1,255,860)      | (19.7%)      |
| Financial liabilities held-for-trading      | 6,770,922         | 4,196,896         | 2,574,026        | 61.3%        |
| Hedging derivatives                         | -                 | 24,710            | (24,710)         | (100.0%)     |
| Due to customers                            | 29,632,598        | 26,568,765        | 3,063,833        | 11.5%        |
| Provisions                                  | 26,409            | 89,284            | (62,875)         | (70.4%)      |
| Current income tax liabilities              | 186               | 84                | 102              | 121.4%       |
| Other liabilities                           | 880,214           | 832,950           | 47,264           | 5.7%         |
| <b>Total liabilities</b>                    | <b>42,432,905</b> | <b>38,091,125</b> | <b>4,341,780</b> | <b>11.4%</b> |
| <b>EQUITY</b>                               |                   |                   |                  |              |
| Share capital                               | 522,638           | 522,638           | -                | -            |
| Share premium                               | 3,000,298         | 2,997,759         | 2,539            | 0.1%         |
| Revaluation reserve                         | 52,873            | (42,963)          | 95,836           | -            |
| Other reserves                              | 2,893,523         | 2,859,388         | 34,135           | 1.2%         |
| Retained earnings                           | 941,428           | 970,442           | (29,014)         | (3.0%)       |
| <b>Total equity</b>                         | <b>7,410,760</b>  | <b>7,307,264</b>  | <b>103,496</b>   | <b>1.4%</b>  |
| <b>Total liabilities and equity</b>         | <b>49,843,665</b> | <b>45,398,389</b> | <b>4,445,276</b> | <b>9.8%</b>  |

## Receivables from customers divided into at risk and not at risk of impairment

| PLN '000                              | 31.12.2014 | 31.12.2013 | Change    |         |
|---------------------------------------|------------|------------|-----------|---------|
|                                       |            |            | PLN '000  | %       |
| Not at risk of impairment, including: | 16,630,827 | 14,983,311 | 1,647,516 | 11.0%   |
| non-financial sector                  | 15,609,377 | 14,267,713 | 1,341,664 | 9.4%    |
| corporate customers*                  | 9,811,190  | 9,093,770  | 717,420   | 7.9%    |
| individual customers                  | 5,798,187  | 5,173,943  | 624,244   | 12.1%   |
| At risk of impairment, including:     | 847,540    | 1,135,085  | (287,545) | (25.3%) |
| non-financial sector                  | 828,544    | 1,116,089  | (287,545) | (25.8%) |
| corporate customers*                  | 346,564    | 470,945    | (124,381) | (26.4%) |
| individual customers                  | 481,980    | 645,144    | (163,164) | (25.3%) |

| PLN '000                                                  | 31.12.2014        | 31.12.2013        | Change           |                |
|-----------------------------------------------------------|-------------------|-------------------|------------------|----------------|
|                                                           |                   |                   | PLN '000         | %              |
| Dues related to matured derivative transactions           | 91,011            | 96,964            | (5,953)          | (6.1%)         |
| <b>Total gross receivables from customers, including:</b> | <b>17,569,378</b> | <b>16,215,360</b> | <b>1,354,018</b> | <b>8.4%</b>    |
| non-financial sector                                      | 16,437,921        | 15,383,802        | 1,054,119        | 6.9%           |
| corporate customers*                                      | 10,157,754        | 9,564,715         | 593,039          | 6.2%           |
| individual customers                                      | 6,280,167         | 5,819,087         | 461,080          | 7.9%           |
| <b>Impairment, including:</b>                             | <b>(798,896)</b>  | <b>(984,033)</b>  | <b>185,137</b>   | <b>(18.8%)</b> |
| Dues related to matured derivative transactions           | (81,134)          | (81,556)          | 422              | (0.5%)         |
| <b>Total net receivables from customers</b>               | <b>16,770,482</b> | <b>15,231,327</b> | <b>1,539,155</b> | <b>10.1%</b>   |
| <b>Provision coverage ratio**</b>                         | <b>84.7%</b>      | <b>79.5%</b>      |                  |                |
| corporate customers*                                      | 87.5%             | 73.8%             |                  |                |
| individual customers                                      | 82.0%             | 83.1%             |                  |                |
| <b>Non-performing loans ratio (NPL)</b>                   | <b>4.9%</b>       | <b>7.0%</b>       |                  |                |

\*Corporate clients include enterprises, public sector, public and private companies, cooperatives, individual enterprises, non-commercial institutions operating for households.

\*\*Ratio calculated with IBNR impairment

### Customer net receivables

| PLN '000                                                          | 31.12.2014        | 31.12.2013        | Change           |              |
|-------------------------------------------------------------------|-------------------|-------------------|------------------|--------------|
|                                                                   |                   |                   | PLN '000         | %            |
| <b>Receivables from financial sector entities, including:</b>     | <b>1,021,364</b>  | <b>715,466</b>    | <b>305,898</b>   | <b>42.8%</b> |
| Receivables due to purchased securities with repurchase agreement | 599,899           | 100,789           | 499,110          | 495.2%       |
| <b>Receivables from non-financial sector entities, including:</b> | <b>15,749,118</b> | <b>14,515,861</b> | <b>1,233,257</b> | <b>8.5%</b>  |
| Corporate customers*                                              | 9,864,268         | 9,232,581         | 631,687          | 6.8%         |
| Individual customers, including:                                  | 5,884,850         | 5,283,280         | 601,570          | 11.4%        |
| Unsecured receivables                                             | 4,648,482         | 4,215,081         | 433,401          | 10.3%        |
| Mortgage loans                                                    | 1,236,368         | 1,068,199         | 168,169          | 15.7%        |
| <b>Total net customer receivables</b>                             | <b>16,770,482</b> | <b>15,231,327</b> | <b>1,539,155</b> | <b>10.1%</b> |

\*Corporate clients include enterprises, public sector, public and private companies, cooperatives, individual enterprises, non-commercial institutions operating for households.

### Receivables from individual clients – management view

| PLN '000                                         | 31.12.2014       | 31.12.2013       | Change         |              |
|--------------------------------------------------|------------------|------------------|----------------|--------------|
|                                                  |                  |                  | PLN '000       | %            |
| Unsecured receivables, including:                | 4 648 482        | 4 215 081        | 433 401        | 10.3%        |
| Credit cards                                     | 2 105 550        | 1 986 860        | 118 690        | 6.0%         |
| Cash loans                                       | 2 482 226        | 2 154 691        | 327 535        | 15.2%        |
| Other unsecured receivables                      | 60 706           | 73 530           | (12 824)       | (17.4%)      |
| Mortgage loans                                   | 1 236 368        | 1 068 199        | 168 169        | 15.7%        |
| <b>Total net individual clients' receivables</b> | <b>5 884 850</b> | <b>5 283 280</b> | <b>601 570</b> | <b>11.4%</b> |

### Customer liabilities

| PLN '000                                  | 31.12.2014        | 31.12.2013        | Change           |              |
|-------------------------------------------|-------------------|-------------------|------------------|--------------|
|                                           |                   |                   | PLN '000         | %            |
| <b>Current accounts of:</b>               | <b>19,537,444</b> | <b>17,303,756</b> | <b>2,233,688</b> | <b>12.9%</b> |
| financial sector entities                 | 238,351           | 320,634           | (82,283)         | (25.7%)      |
| non-financial sector entities, including: | 19,299,093        | 16,983,122        | 2,315,971        | 13.6%        |
| corporate customers*, including:          | 12,926,331        | 11,051,215        | 1,875,116        | 17.0%        |
| budgetary units                           | 4,332,218         | 3,347,446         | 984,772          | 29.4%        |
| individual customers                      | 6,372,762         | 5,931,907         | 440,855          | 7.4%         |
| <b>Term deposits from:</b>                | <b>9,962,504</b>  | <b>8,780,957</b>  | <b>1,181,547</b> | <b>13.5%</b> |
| financial sector entities                 | 2,877,084         | 2,939,233         | (62,149)         | (2.1%)       |

| PLN '000                                   | 31.12.2014        | 31.12.2013        | Change           |                |
|--------------------------------------------|-------------------|-------------------|------------------|----------------|
|                                            |                   |                   | PLN '000         | %              |
| non-financial sector entities, including:  | 7,085,420         | 5,841,724         | 1,243,696        | 21.3%          |
| corporate customers*, including:           | 5,796,189         | 4,866,448         | 929,741          | 19.1%          |
| budgetary units                            | 127,354           | 216,815           | (89,461)         | (41.3%)        |
| individual customers                       | 1,289,231         | 975,276           | 313,955          | 32.2%          |
| <b>Total customers deposits</b>            | <b>29,499,948</b> | <b>26,084,713</b> | <b>3,415,235</b> | <b>13.1%</b>   |
| <b>Other liabilities to customers</b>      | <b>132,650</b>    | <b>484,052</b>    | <b>(351,402)</b> | <b>(72.6%)</b> |
| <b>Total liabilities towards customers</b> | <b>29,632,598</b> | <b>26,568,765</b> | <b>3,063,833</b> | <b>11.5%</b>   |

\* Corporate clients include enterprises, public sector, public and private companies, cooperatives, individual enterprises, non-commercial institutions operating for households.

### Financial ratios and employment data

In 2014, despite the difficult market and regulatory environment, the Bank kept its return on equity ratio (ROE) and return on assets ratio (ROA) at high levels of 14.6% and 2.0%, respectively. In terms of cost efficiency, the cost to income ratio decreased to 53%, i.e. it improved by 1.0 p.p. compared to the previous year.

In connection with the key interest rates cuts in 2014 (the reference rate by 50 basis points and the Lombard rate by 100 basis points), the net interest margin weakened. Net interest margin on total assets dropped to 2.4%, while net interest margin on interest bearing assets decreased to 2.8%.

The Bank continued to maintain safe liquidity and capital adequacy position confirmed by the following ratios: the loan to deposit ratio of 60% and the capital adequacy ratio of 17.5%.

| Ratios                                                    | 2014  | 2013  |
|-----------------------------------------------------------|-------|-------|
| ROE                                                       | 14.6% | 15.3% |
| ROA                                                       | 2.0%  | 2.1%  |
| Cost/Income                                               | 53%   | 54%   |
| Interest margin on total assets                           | 2.4%  | 2.7%  |
| Interest margin on interest-bearing assets                | 2.8%  | 3.2%  |
| Non-financial sector loans/ Non-financial sector deposits | 60%   | 64%   |
| Capital adequacy ratio                                    | 17.5% | 17.5% |

### Employment in the Group

| In full time job equivalents (FTE) | 2014  | 2013  | Change |        |
|------------------------------------|-------|-------|--------|--------|
|                                    |       |       | FTEs   | %      |
| Average employment in the year     | 4,355 | 4,833 | (478)  | (9.9)  |
| Employment at the end of year      | 4,170 | 4,665 | (495)  | (10.6) |

### Consolidated income statement of the Group by business segments

| PLN '000                                                  | For the period    |                  |           | 01.01 - 31.12.2014 |                  |           | 01.01 - 31.12.2013 |                  |       |
|-----------------------------------------------------------|-------------------|------------------|-----------|--------------------|------------------|-----------|--------------------|------------------|-------|
|                                                           | Corporate Banking | Consumer Banking | Total     | Corporate Banking  | Consumer Banking | Total     | Corporate Banking  | Consumer Banking | Total |
| Net interest income                                       | 516,149           | 647,794          | 1,163,943 | 581,022            | 661,130          | 1,242,152 |                    |                  |       |
| Net commission income                                     | 279,785           | 339,146          | 618,931   | 296,526            | 345,776          | 642,302   |                    |                  |       |
| Dividend income                                           | 2,215             | 3,568            | 5,783     | 1,485              | 2,931            | 4,416     |                    |                  |       |
| Net income on trade financial instruments and revaluation | 350,697           | 31,463           | 382,160   | 315,639            | 33,361           | 349,000   |                    |                  |       |
| Net gain on debt investment securities                    | 229,922           | -                | 229,922   | 305,339            | -                | 305,339   |                    |                  |       |

| For the period                                                                                               |                   | 01.01 – 31.12.2014 |                  |                   | 01.01 -31.12.2013 |                  |  |
|--------------------------------------------------------------------------------------------------------------|-------------------|--------------------|------------------|-------------------|-------------------|------------------|--|
| PLN '000                                                                                                     | Corporate Banking | Consumer Banking   | Total            | Corporate Banking | Consumer Banking  | Total            |  |
| Net gain on equity investments                                                                               | 6,429             | -                  | 6,429            | 1,844             | -                 | 1,844            |  |
| Net income on hedge accounting                                                                               | (379)             | -                  | (379)            | 2,050             | -                 | 2,050            |  |
| Net other operating income                                                                                   | 31,646            | (21,061)           | 10,585           | 27,086            | (27,328)          | (242)            |  |
| General administrative expenses                                                                              | (515,892)         | (686,624)          | (1,202,516)      | (559,520)         | (742,488)         | (1,302,008)      |  |
| Depreciation of fixed assets and intangible assets                                                           | (23,937)          | (47,427)           | (71,364)         | (25,823)          | (36,812)          | (62,635)         |  |
| Profit / (loss) on sale of other assets                                                                      | 892               | 5,492              | 6,384            | 915               | 135               | 1,050            |  |
| Net impairment due to financial assets and provisions value for granted financial and guarantees liabilities | (1,621)           | 19,425             | 17,804           | (26,113)          | 62,317            | 36,204           |  |
| <b>Operating income</b>                                                                                      | <b>875,906</b>    | <b>291,776</b>     | <b>1,167,682</b> | <b>920,450</b>    | <b>299,022</b>    | <b>1,219,472</b> |  |
| Share in net profits (losses) of entities valued at equity method                                            | 28                | -                  | 28               | (1,326)           | -                 | (1,326)          |  |
| <b>Profit before tax</b>                                                                                     | <b>875,934</b>    | <b>291,776</b>     | <b>1,167,710</b> | <b>919,124</b>    | <b>299,022</b>    | <b>1,218,146</b> |  |
| Income tax expense                                                                                           |                   |                    | (220,398)        |                   |                   | (245,438)        |  |
| <b>Net profit</b>                                                                                            |                   |                    | <b>947,312</b>   |                   |                   | <b>972,708</b>   |  |