

Getin Holding Group's

Financial Results

H1'2012

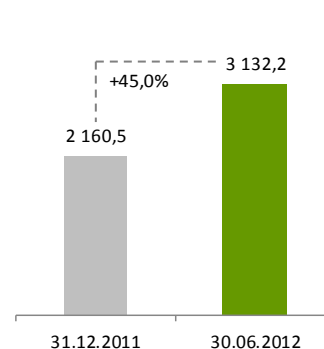
Q2'2012 most important events in a nutshell

- ④ Net profit of PLN 0,5 billion and completed TU Europa sale transaction
- ④ Poland
over PLN 1 billion¹⁾ in Idea Bank sales, and PLN 90,3 million on the related net income on fees and commissions
- ④ Russia
ability to generate stable, repeatable result on lease operations
- ④ Ukraine
main business goals accomplished against unfavourable liquidity situation in the local market
- ④ Belarus
positive financial result recorded for the second quarter in a row, in spite of hyperinflation

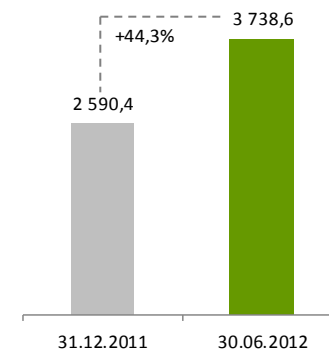
1) ... with value of collected debt.

PLN m	H1'2012	Q2'2012	Q1'2012
Net interest income	199,4	97,2	102,2
Net fee and commission income	164,9	98,8	66,1
Insurance premiums	334,8	144,2	190,6
Result on investment securities	534,9	530,9	4,1
Profit / (Loss) on hiperinflation	-5,8	-3,3	-2,5
Other operating income and expense	-191,0	-84,7	-106,3
Net operating income	1 037,2	783,0	254,2
Provision	-23,5	-8,6	-14,9
Overhead costs	-273,9	-149,1	-124,7
Profit before income tax	739,8	625,3	114,5
Income tax	-213,2	-191,7	-21,5
Net profit (loss) attributable to non-controlling interest ¹	-25,6	-9,9	-15,7
Net profit attributable to equity holders of the Co.	501,0	423,7	77,3

Loans (PLN m)



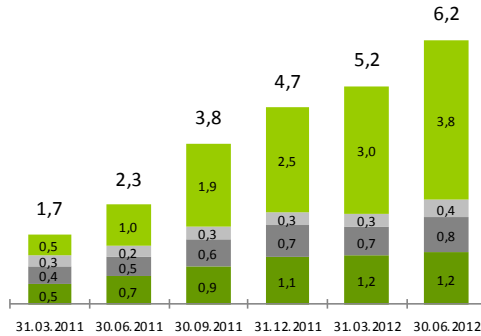
Deposits (PLN m)



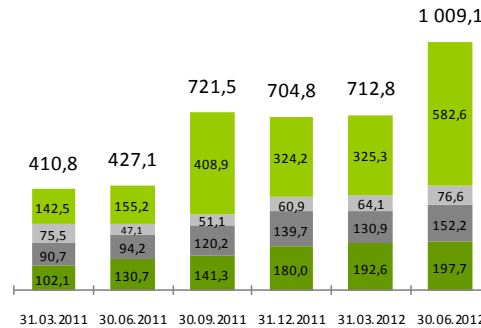
- ④ Carcade Group contributed most to the consolidated interest income earning as much as PLN 70.0 million.
- ④ Idea Bank Poland Group contributed over half of the income on fees and commissions.
- ④ Provisions made in Q2'12 were 42.0% lower than in the previous quarter. Operating expense increased by 19.6% q/q.
- ④ Net loan balance topped PLN 3.1 billion, while deposit balance totalled PLN 3.7 billion, hence the LTD ratio stood as 83.8%.

Dynamic growth of Getin Holding's new portfolio companies

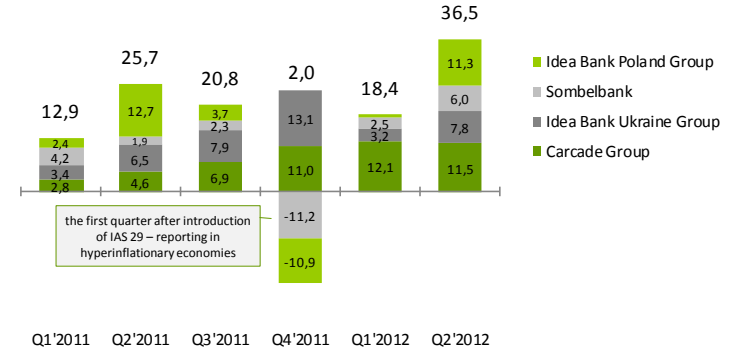
Assets (PLN bn)



Equity ¹⁾ (PLN m)



Net profit ¹⁾ (PLN m)



- In three months the total net income ¹⁾ of the Holding companies increased nearly twice.
- Q/q increase in ROE ²⁾ of each of the Group companies.
- Idea Bank Poland Group ³⁾ scale of operations (measured as assets value) increased nearly four times within the year.
- Getin Holding contributed PLN 245 million to the increase of the equity of Idea Bank Polska (June 19).

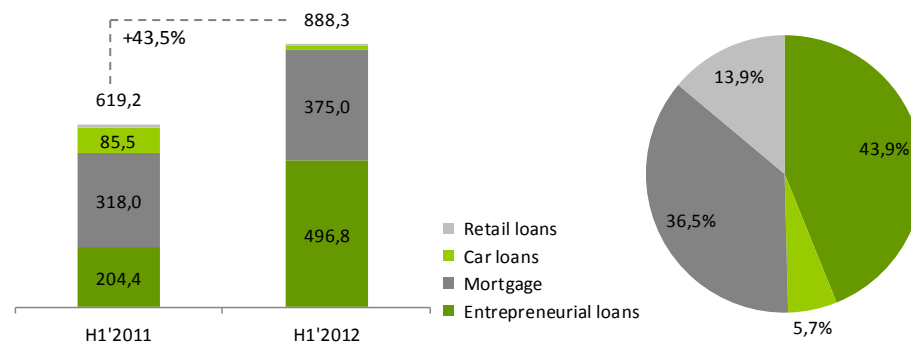
1) ... attributable to equity holders of the Getin Holding Group parent company.

2) ROE = annualized net profit attributable to shareholders of the parent / equity adjusted for current period income and extraordinary increases of equity



PLN m	H1'2012	H1'2011	H1'2012 / H1'2011
Net interest income	30,1	10,8	x2,8
Net fee and commission income	90,3	14,6	x6,2
Other operating income and expense	2,0	0,9	x2,2
Net operating income	122,4	26,3	x4,7
Provision	-6,1	-4,1	+48,8%
Overhead costs	-100,5	-15,3	x6,6
Profit before income tax	15,9	6,9	x2,3
Income tax	-3,2	8,2	-
Net profit (loss) attributable to non-controlling interest ¹⁾	-0,7	0,0	+100,0%
Net profit attributable to equity holders of the Co.	12,0	15,1	-20,5%

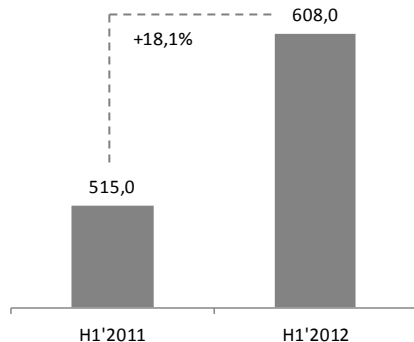
PLN m	30.06.2012	30.06.2011	30.06.2012 / 30.06.2011
Amounts due from banks	86,3	43,3	+99,2%
Loans and advances to customers	2 402,6	680,6	x3,5
Other loans and receivables	20,5	0,0	+100,0%
Financial instruments	597,1	164,3	x3,6
Income taxes	14,2	16,3	-12,8%
Other assets	648,4	68,6	x9,5
Total Assets	3 769,0	973,0	x3,9
Amounts due to banks	179,5	0,0	+100,0%
Amounts due to customers	2 871,6	787,7	x3,6
Other liabilities	123,9	30,1	x4,1
Equity	594,0	155,2	x3,8
Total liabilities and equity	3 769,0	973,0	x3,9

Loans sales ¹⁾ (PLN m) and portfolio structure (%)

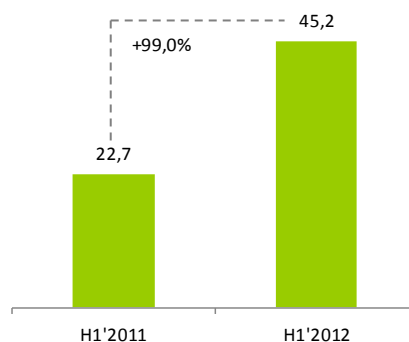
- ④ The net income on interest and fees and commissions increased by 34.9% in the quarter.
- ④ Acquisition of Tax Care
 - purchase of 74% shares (June 19);
 - conditional agreement to purchase the remaining 26% shares (June 18).
- ④ Issue of bonds worth PLN 80.0 million (June 27).
- ④ Opening 4 new branches. As at the end of June, the bank operated through 46 own branches.
- ④ As at the end of June, the employment in the Group totalled 2,327 FTEs. In the Bank alone the employment increased by 142 FTEs.

1) Sales and portfolio breakdown was reclassified, new division was based on financing purpose.

Lease (PLN m)



Car loans sales (PLN m)



- ROE ¹⁾ reached 27.0%.
- Carcade to access in Q3'12 new financing sources in a form of credit lines worth RUB 8 billion (PLN 800 million).
- Car loans sales volume increased over two times q/q.
- Launching life and disability insurance policies to car loans (c. 70% of the sales volume).
- Starting car loan sale through the network of car dealers across Russia.
- As at the end of June, Carcade had 68 branches, while Kubanbank – 10 (no changes since Q1'2012).

PLN m	H1'2012	H1'2011	H1'2012 / H1'2011
Net interest income	70,0	36,1	+93,9%
Net fee and commission income	20,8	13,7	+51,8%
Other operating income and expense	4,2	2,1	x2,0
Net operating income	95,0	52,0	+82,7%
Provision	-3,8	-1,6	x2,4
Overhead costs	-62,0	-39,7	+56,2%
Profit before income tax	29,2	10,6	x2,8
Income tax	-5,6	-3,2	+75,0%
Net profit attributable to equity holders of the Co.	23,5	7,4	x3,2

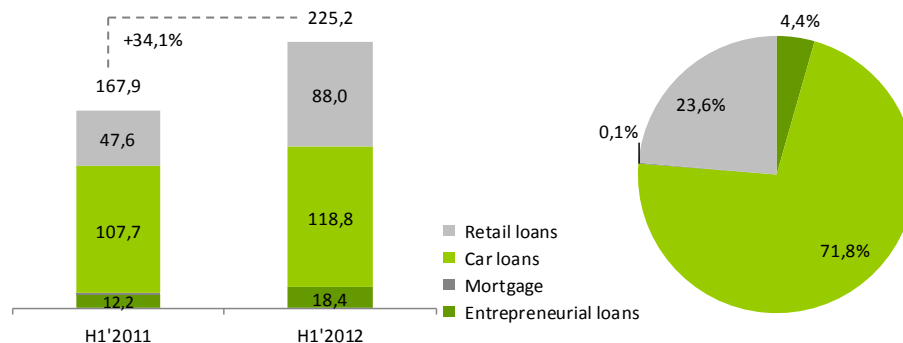
PLN m	30.06.2012	30.06.2011	30.06.2012 / 30.06.2011
Amounts due from banks	62,0	14,5	x4,3
Loans and advances to customers	81,4	31,5	x2,6
Net investments in financial lease	933,6	468,6	+99,2%
Income taxes	12,4	18,3	-32,3%
Other assets	135,7	125,5	+8,1%
Total Assets	1 225,2	658,5	+86,1%
Amounts due to banks	707,0	432,6	+63,4%
Amounts due to customers	61,6	33,5	+84,3%
Debt securities in issue	176,1	0,0	+100,0%
Other liabilities	80,9	59,9	+35,0%
Equity	199,5	132,5	+50,6%
Total liabilities and equity	1 225,2	658,5	+86,1%

1) ROE = annualized net profit attributable to shareholders of Getin Holding Group parent company / equity adjusted for current period income

PLN m	H1'2012	H1'2011	H1'2012 / H1'2011
Net interest income	23,3	17,6	+32,4%
Net fee and commission income	25,5	12,8	+99,2%
Other operating income and expense	4,3	2,6	+65,4%
Net operating income	53,0	33,0	+60,6%
Provision	-9,1	0,2	-
Overhead costs	-28,9	-19,9	+45,2%
Profit before income tax	15,1	13,4	+12,7%
Income tax	-4,1	-3,5	+17,1%
Net profit attributable to equity holders of the Co.	11,0	9,9	+11,1%

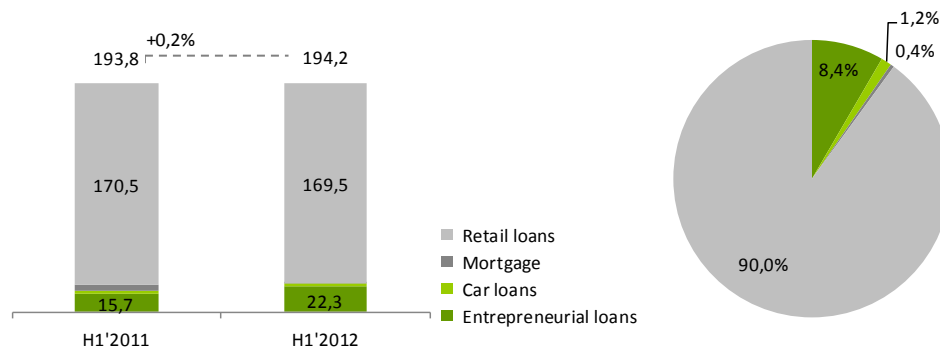
PLN m	H1'2012	H1'2011	30.06.2012 / 30.06.2011
Amounts due from banks	25,4	34,2	-25,7%
Loans and advances to customers	613,6	298,6	x2,1
Other assets	111,5	55,8	+99,8%
Total Assets	750,5	388,6	+93,1%
Amounts due to banks	8,4	45,1	-81,4%
Amounts due to customers	558,4	237,3	x2,4
Other liabilities	31,6	12,1	x2,6
Equity	152,2	94,2	+61,7%
Total liabilities and equity	750,5	388,6	+93,1%

Loans sales (PLN m) and portfolio structure (%)



- ④ The leader's position in car loans sale defended.
- ④ Within 10 top in "50 leading banks in Ukraine" ranking.
- ④ Quarterly increase of income by 37.2% while keeping expense at nearly the same level.
- ④ Intensified campaign of raising new deposits.
- ④ Launching:
 - additional insurance products sold with deposit products;
 - new loan products (consolidation loans and overdraft facilities).
- ④ Opening 5 new branches. As at the end of June, the bank operated through 60 branches.

Loans sales (PLN m) and portfolio structure (%)



- ④ ROE ¹⁾ reached 24.9%, interest margin ²⁾ – 21.6% at lower risk cost as compared to the previous year.
- ④ Sale of car credits resumed and debit cards introduced.
- ④ Starting development of a network of bank mini-branches, opening 7 mini-branches in July.
- ④ As at the end of June, the bank had:
 - 34 branches (+3 vs. Q1'12);
 - 24 currency exchange bureaus (+3 vs. Q1'12);
- ④ Within a year, employment increased by 136 FTEs, to 645 FTEs.

PLN m	H1'2012	H1'2011	H1'2012 / H1'2011
Net interest income	32,6	25,1	+29,9%
Net fee and commission income	5,2	1,1	x4,7
Profit / (Loss) on hiperinflation	-5,8	0,0	+100,0%
Other operating income and expense	5,7	1,2	x4,8
Net operating income	37,8	27,4	+38,0%
Provision	-3,2	-3,1	+3,2%
Overhead costs	-23,1	-16,2	+42,6%
Profit before income tax	11,5	8,1	+42,0%
Income tax	-3,0	-1,9	+57,9%
Net profit attributable to equity holders of the Co.	8,5	6,2	+37,1%

PLN m	30.06.2012	30.06.2011	30.06.2012 / 30.06.2011
Amounts due from banks	48,1	31,8	+51,6%
Loans and advances to customers	252,6	152,6	+65,5%
Financial instruments	26,3	0,0	+100,0%
Other assets	94,4	53,7	+75,8%
Total Assets	421,4	238,1	+77,0%
Amounts due to banks	26,9	0,0	x895,5
Amounts due to customers	280,7	156,6	+79,2%
Debt securities in issue	27,4	29,5	-7,2%
Other liabilities	9,8	4,9	x2,0
Equity	76,6	47,1	+62,9%
Total liabilities and equity	421,4	238,1	+77,0%

1) ROE = annualized net profit attributable to shareholders of Getin Holding Group parent company / equity adjusted for current period income

2) NIM = annualized interest income / average earning assets (average as at 2011.12.31 and 2012.06.30)

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