



Group's financial performance

# Getin Holding

H1'2013

# Main events of the quarter and half year in a nutshell

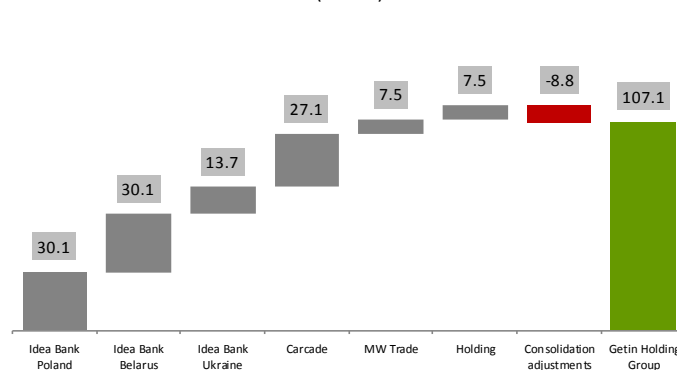
-  PLN 64.0 million net profit<sup>1)</sup> for Q2'2013
  - 48% growth in one quarter
  - x2.4 growth<sup>2)</sup> y/y, to PLN 107.1 million net profit<sup>1)</sup> for H1 2013
  
-  Idea Bank Group Poland
  - nearly 2x growth of net profit q/q, to PLN 30.1 million for H1'2013
  
-  Carcade Group
  - over PLN 1.6 billion of lease and loans receivables
  
-  Idea Bank Belarus
  - for the second quarter in a row Idea Bank wins the title of the most efficient bank in Belarus
  
-  Idea Bank Group Ukraine
  - rapid growth of cash loans sold, to PLN 101.5 million in Q2'2013, which means a 44.8% growth q/q

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

2) ... excl. result related to sale of TU Europa Group with influence of PLN 455.2 m

PLN m   y/y	H1'2013	Q2'2013	Q1'2013	Q2'2013 / Q1'2013
Interest income	664.2	334.7	329.5	+1.6%
Interest expense	-407.0	-202.3	-204.7	-1.1%
Net interest income	257.2	132.3	124.8	+6.0%
Net fee and commission income	220.3	119.1	101.2	+17.7%
Other operating income and expense	55.2	29.4	25.8	+13.8%
<b>Net operating income</b>	<b>532.7</b>	<b>280.9</b>	<b>251.9</b>	<b>+11.5%</b>
Overhead costs	-317.7	-157.1	-160.6	-2.1%
Provision	-73.5	-39.7	-33.8	+17.4%
<b>Profit before income tax</b>	<b>141.5</b>	<b>84.0</b>	<b>57.5</b>	<b>+46.1%</b>
Income tax	-24.4	-13.7	-10.7	+27.8%
<b>Net profit (loss)</b>	<b>117.1</b>	<b>70.3</b>	<b>46.8</b>	<b>+50.3%</b>
Non-controlling interest	-10.0	-6.3	-3.7	+73.7%
<b>Net profit attributable to equity holders of the Co.</b>	<b>107.1</b>	<b>64.0</b>	<b>43.1</b>	<b>+48.4%</b>

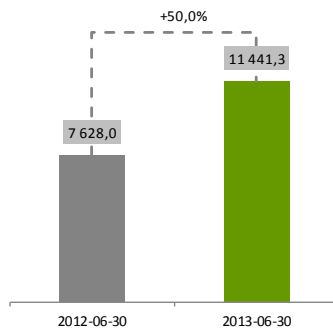
Contribution to the Group's results<sup>1)</sup>  
(PLN m)



- ⑩ The Group's net profit was driven mainly by three business groups.
- ⑩ Carcade Group bears the palm with 32% stake in net interest income, Belarusian Idea Bank also increased its contribution to 29%, while Idea Bank Group Poland runs its share at 22%.
- ⑩ Whereas in case of the net commission and fee income Idea Bank Group Poland again proves the most effective (with 60% contribution to Getin Holding Group), thanks to high sales revenue of products with insurance element.

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

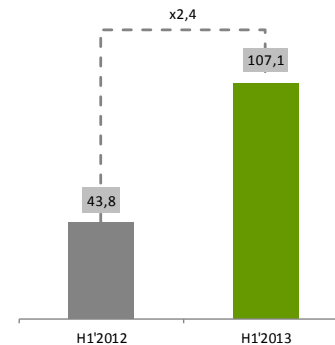
Assets  
(PLN m)



Equity  
(PLN m)



Net profit<sup>1)</sup>  
(PLN m)



ROE<sup>2)</sup> in two business groups has been running at over 20% for over a year:

- 49.8% - Idea Bank Belarus,
- 22.5% - Carcade Group.

All business lines improved their cost effectiveness y/y, which at constantly increasing market risk reflected in the quality of the loan and lease portfolios allows to keep high ROE.

Net loans balance totalled PLN 5.3 billion (growing by PLN 550 thousand in one quarter only), while the deposits balance grew to PLN 6.1 billion (by PLN 413 thousand in one quarter). The L/D ratio as at the end of Q2 2013 stood at 87.2% (vs. 84.2% as at the end of 2012).

1) ... attributable to equity holders of Getin Holding Group parent company; excl. result related to sale of TU Europa Group with influence of PLN 455.2 m

2) ROE = annualized net profit / average equity



Poland

Russia

Belarus

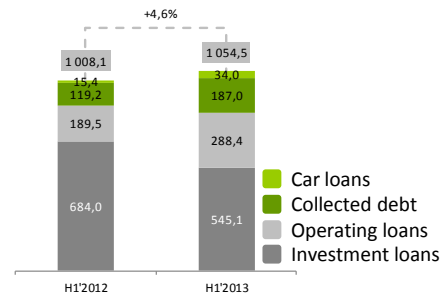
Ukraine

PLN m   y/y	H1'2013	H1'2012	H1'2013 / H1'2012
Interest income	183.5	108.9	+68.5%
Interest expense	-127.5	-76.8	+66.0%
Net interest income	56.0	32.1	+74.5%
Net fee and commission income	132.1	84.9	+55.5%
Other operating income and expense	20.0	0.5	x38.7
<b>Net operating income</b>	<b>208.1</b>	<b>117.5</b>	<b>+77.0%</b>
Overhead costs	-155.0	-98.1	+58.0%
Provision	-20.4	-6.1	x3.4
<b>Profit before income tax</b>	<b>32.7</b>	<b>13.4</b>	<b>x2.4</b>
Income tax	-2.6	-2.7	-4.2%
<b>Net profit (loss)</b>	<b>30.1</b>	<b>10.7</b>	<b>x2.8</b>
Non-controlling interest	0.0	-0.7	-100.0%
<b>Net profit attributable to equity holders of the Co.</b>	<b>30.1</b>	<b>10.0</b>	<b>x3.0</b>

PLN m	2013-06-30	2012-06-30	2013-06-30 / 2012-06-30
Amounts due from banks	61.8	86.3	-28.3%
Loans	3 767.2	2 402.6	+56.8%
Net investments in financial lease	246.0	0.0	+100.0%
Financial instruments	1 130.6	597.1	+89.4%
Intangible assets	386.5	328.0	+17.8%
Tangible fixed assets	82.3	77.9	+5.7%
Other assets	712.9	277.2	x2.6
<b>Total Assets</b>	<b>6 387.2</b>	<b>3 769.0</b>	<b>+69.5%</b>
Amounts due to banks	775.7	179.5	x4.3
Deposits	4 536.6	2 871.6	+58.0%
Debt securities in issue	165.4	0.0	+100.0%
Other liabilities	171.8	123.9	+38.7%
Equity	737.8	594.0	+24.2%
<b>Total liabilities and equity</b>	<b>6 387.2</b>	<b>3 769.0</b>	<b>+69.5%</b>

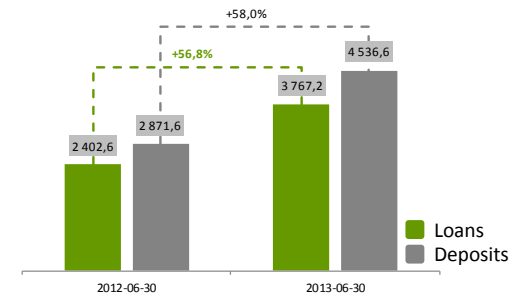
## Sales

(PLN m)

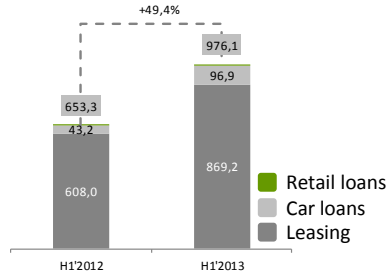
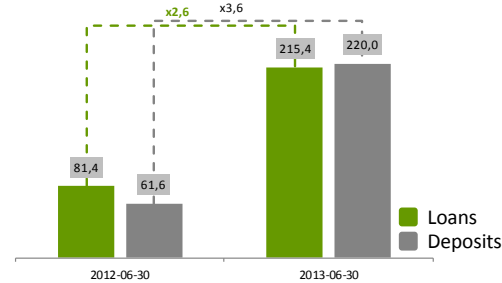


## Loans and deposit balance

(PLN m)



- ③ Nearly 2x growth of net profit q/q, (PLN 19.4 million vs. PLN 10.7 million)
- ③ Reduction of administrative expense for the third quarter in a row (PLN 97.8 million in Q4'12, PLN 82.2 million in Q1'12, and PLN 72.8 million in Q2'13)
- ③ Launching
  - online loan platform – the channel giving PLN 8 million of monthly revenue;
  - free accounting services online.
- ③ Opening 25 thousand active accounts.
- ③ Launching Lion's Bank in May 2013.
- ③ Title of the Bank of the Year and special distinction in rankings of Gazeta Bankowa and PricewaterhouseCoopers for the top dynamics and best portfolio structure among banks with equity up to PLN 2 billion.

Sales  
(PLN m)Loans and deposit balance  
(PLN m)

- ① Growing lease sales revenue (+20.4% q/q) in spite of the economic slowdown in the market of sale of new vehicles in Russia.
- ① Development of financing on the local market:
  - placing bonds worth RUB 1.5 billion in the local market.
  - upgrading Fitch international and national Russian ratings to BB- and A+ respectively.
- ① Kubanbank:
  - car loans sales in Q2 reached PLN 64.3 million (+97.4% q/q);
  - the company has started financing Carcade through the purchase of lease receivables.

PLN m   y/y	H1'2013	H1'2012	H1'2013 / H1'2012
Interest income	175.4	124.4	+41.0%
Interest expense	-95.2	-54.4	+74.9%
Net interest income	80.3	70.0	+14.7%
Net fee and commission income	24.0	13.3	+80.9%
Other operating income and expense	17.0	11.7	+45.6%
<b>Net operating income</b>	<b>121.3</b>	<b>95.0</b>	<b>+27.7%</b>
Overhead costs	-71.5	-62.0	+15.3%
Provision	-15.1	-3.8	x4.0
<b>Profit before income tax</b>	<b>34.7</b>	<b>29.2</b>	<b>+19.0%</b>
Income tax	-7.4	-5.6	+32.9%
<b>Net profit (loss)</b>	<b>27.3</b>	<b>23.6</b>	<b>+15.7%</b>
Non-controlling interest	-0.2	-0.1	+74.5%
<b>Net profit attributable to equity holders of the Co.</b>	<b>27.1</b>	<b>23.5</b>	<b>+15.4%</b>

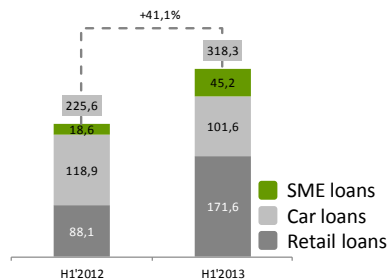
PLN m	2013-06-30	2012-06-30	2013-06-30 / 2012-06-30
Amounts due from banks	110.8	62.0	+78.6%
Loans	215.4	81.4	x2.6
Net investments in financial lease	1 392.9	933.6	+49.2%
Intangible assets	27.3	27.4	-0.4%
Tangible fixed assets	9.3	9.1	+2.5%
Other assets	139.2	111.6	+24.7%
<b>Total Assets</b>	<b>1 894.9</b>	<b>1 225.2</b>	<b>+54.7%</b>
Amounts due to banks	1 075.5	707.0	+52.1%
Deposits	220.0	61.6	x3.6
Debt securities in issue	246.8	176.1	+40.1%
Other liabilities	99.1	80.9	+22.5%
Equity	253.5	199.5	+27.1%
<b>Total liabilities and equity</b>	<b>1 894.9</b>	<b>1 225.2</b>	<b>+54.7%</b>

PLN m   y/y	H1'2013	H1'2012	H1'2013 / H1'2012
Interest income	98.2	64.3	+52.8%
Interest expense	-66.7	-41.0	+62.7%
Net interest income	31.5	23.3	+35.4%
Net fee and commission income	39.6	25.5	+55.2%
Other operating income and expense	2.2	4.3	-47.9%
<b>Net operating income</b>	<b>73.3</b>	<b>53.0</b>	<b>+38.2%</b>
Overhead costs	-36.8	-28.9	+27.2%
Provision	-19.1	-9.1	x2.1
<b>Profit before income tax</b>	<b>17.5</b>	<b>15.1</b>	<b>+15.9%</b>
Income tax	-3.8	-4.1	-7.0%
<b>Net profit attributable to equity holders of the Co.</b>	<b>13.7</b>	<b>11.0</b>	<b>+24.4%</b>

PLN m	2013-06-30	2012-06-30	2013-06-30 / 2012-06-30
Amounts due from banks	42.7	25.4	+67.9%
Loans	818.3	613.6	+33.3%
Financial instruments	111.1	0.2	x455.3
Intangible assets	7.6	2.4	x3.1
Tangible fixed assets	41.3	36.2	+14.1%
Other assets	68.6	72.6	-5.5%
<b>Total Assets</b>	<b>1 089.6</b>	<b>750.5</b>	<b>+45.2%</b>
Amounts due to banks	141.5	8.4	x16.8
Deposits	737.6	558.4	+32.1%
Other liabilities	13.2	31.6	-58.3%
Equity	197.3	152.2	+29.6%
<b>Total liabilities and equity</b>	<b>1 089.6</b>	<b>750.5</b>	<b>+45.2%</b>

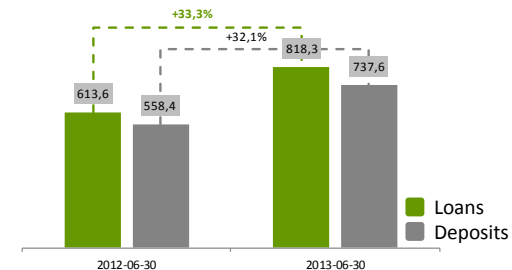
## Sales

(PLN m)



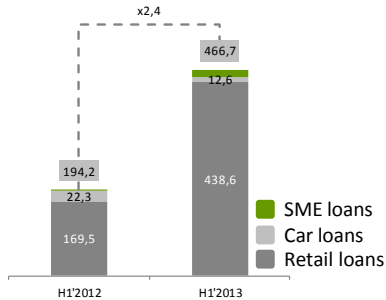
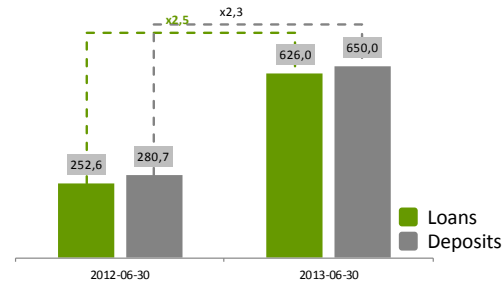
## Loans and deposit balance

(PLN m)



- In Q2 only, the sale of cash loans increased from PLN 70.1 million in Q1 to PLN 101.5million (+44.8% q/q);
  - shifting focus to sale of cash loans results from the slowdown in the vehicle sale market, which is moving to the loan market.
- In Q2, the net profit generated by the Group totalled PLN 8,1 million, which means a 46.2% growth q/q.
- In Q2, the C/I ratio dropped below 50% (47.5%; 50.1% YTD).
- Bank number 4 in the sector as regards the dynamics of balance increase of loans sold to individuals in H1 2013.



Sales  
(PLN m)Loans and deposit balance  
(PLN m)

- ④ Running the gross profit at the level of nearly PLN 20 million (PLN 19.5 million in Q2 vs. PLN 19.2 million in Q1).
- ④ Concluding of a preliminary contract to purchase 95.5% shares in Belarusian Bank for Small Business;
  - the estimated value of the transaction - EUR 4.8 million;
  - the bank's loan portfolio totals about EUR 16 million;
  - the bank has 8 branches.
- ④ Expansion of the distribution network by new 15 micro-branches. As at the end of H1 2013, the Bank operated through 40 branches and 67 micro-branches.
- ④ Idea Bank was recognized as the most efficient bank in Belarus by "Business News" agency score as 80/93.
- ④ Bank of the Year 2012 according to the biggest Belarusian web portal - „finance.tut.by”

PLN m   y/y	H1'2013	H1'2012	H1'2013 / H1'2012
Interest income	174.1	80.4	x2.2
Interest expense	-100.7	-47.8	x2.1
Net interest income	73.4	32.6	x2.3
Net fee and commission income	25.4	5.2	x4.9
Other operating income and expense	1.6	-0.1	-
<b>Net operating income</b>	<b>100.4</b>	<b>37.8</b>	<b>x2.7</b>
Overhead costs	-42.8	-23.1	+85.3%
Provision	-18.9	-3.2	x6.0
<b>Profit before income tax</b>	<b>38.7</b>	<b>11.5</b>	<b>x3.4</b>
Income tax	-8.6	-3.0	x2.9
<b>Net profit attributable to equity holders of the Co.</b>	<b>30.1</b>	<b>8.5</b>	<b>x3.5</b>

PLN m	2013-06-30	2012-06-30	2013-06-30 / 2012-06-30
Amounts due from banks	72.2	48.1	+50.1%
Loans	626.0	252.6	x2.5
Financial instruments	16.7	26.3	-36.3%
Intangible assets	3.7	2.1	+76.8%
Tangible fixed assets	26.5	13.3	+99.5%
Other assets	108.4	79.0	+37.2%
<b>Total Assets</b>	<b>853.5</b>	<b>421.4</b>	<b>x2.0</b>
Amounts due to banks	30.6	26.9	+14.1%
Deposits	650.0	280.7	x2.3
Debt securities in issue	12.8	27.4	-53.2%
Other liabilities	22.2	9.8	x2.3
Equity	137.9	76.6	+79.9%
<b>Total liabilities and equity</b>	<b>853.5</b>	<b>421.4</b>	<b>x2.0</b>

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