

Group's financial performance
Getin Holding
for Q1-Q3'2014

- **Getin Holding**
 - closing of VB Leasing acquisition transaction in Poland and Romania — equity + debt = PLN 3.4 billion
 - net profit of PLN 106.0 million¹⁾ in Q3, compared to PLN 63.2 million in Q3'2013

- **Idea Bank Poland Group | Systematic growth of proceeds from operating activity and acquisitions**
 - net profit of PLN 121.6 million in Q3

- **Carcade Group and Idea Bank Russia | Stable results in spite of worsening market conditions**
 - net profit of PLN 8.0 million in Q3
 - Q3/Q2 sale volumes growth by 10.7%
 - stabilisation of the cost of risk at the level comparable to Q2

- **Romanian International Bank Group | Leap in business scale thanks to the acquisition of VBL Romania's portfolio**
 - net profit of PLN 49.8 million in Q3
 - loan and lease assets increase 5.5 times within one quarter (the total assets grow 2.4 times)

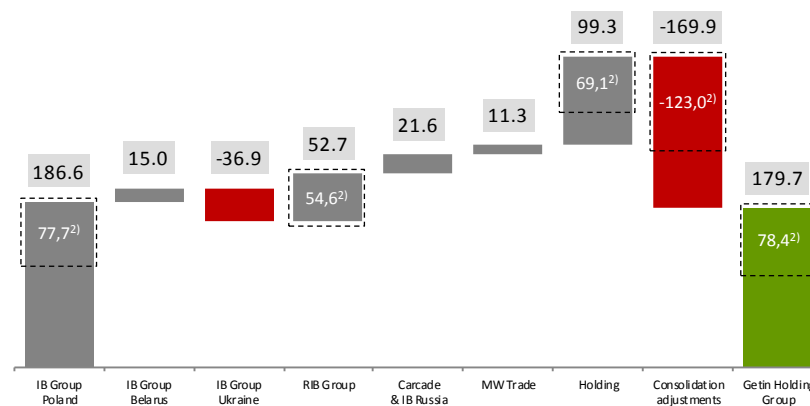
- **Idea Bank Belarus Group | First effects of business model adjustment**
 - net profit of PLN 14.1 million in Q3
 - reduction of the provisions to PLN 0.8 million in Q3

- **Idea Bank Ukraine Group | Business model scaling**
 - net loss of PLN 17.3 – credit risk – escalation of military activity in the Donbas in Q3
 - closing 17 branches

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

PLN m y/y	Q1-Q3'2014	Q1-Q3'2013 *	Q1-Q3'2014 / Q1-Q3'2013 *
Interest income	1 174.0	1 020.2	+15.1%
Interest expense	-652.6	-618.7	+5.5%
Net interest income	521.4	401.5	+29.9%
Net fee and commission income	289.9	323.9	-10.5%
Other operating income and expense	273.8	82.3	x3.3
Net operating income	1 085.2	807.7	+34.4%
Overhead costs	-617.2	-488.6	+26.3%
Provision	-170.6	-121.6	+40.3%
Profit before income tax	297.4	197.6	+50.5%
Income tax	-56.0	-12.4	x4.5
Net profit (loss)	241.4	185.2	+30.3%
Non-controlling interest	-61.7	-18.0	x3.4
Net profit attributable to equity holders of the Co.	179.7	167.2	+7.5%

Contribution to the Group's consolidated results¹⁾
(PLN m)



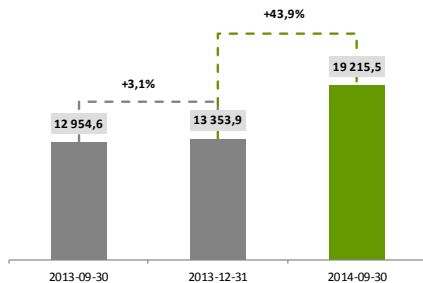
- ① PLN 78.4 million influence of the acquisition of VB Leasing companies on net result¹⁾.
- ② Net interest income and net fee and commission income generated by the Polish companies increase respectively by PLN 143.2 million and PLN 32.2, while operating costs increase by PLN 92.4 and costs of provisions – by PLN 8.4 million.
- ③ 2.5 times better results of foreign units (except Ukraine), compared to the previous quarter.

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

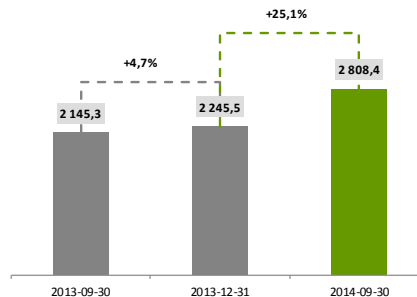
2) Influence of the acquisition of VB Leasing Poland and Romania

* Adjusted data

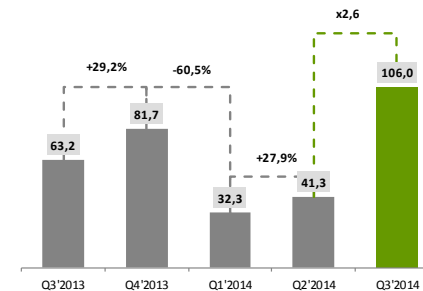
Assets
(PLN m)



Equity
(PLN m)



Net profit¹⁾
(PLN m)



- iii The loans total amounted to PLN 7.7 billion (y/y growth by PLN 1.9 billion), while the deposits total increased to PLN 11.3 billion (y/y growth by PLN 4.5 billion). The L/D ratio as at the end of Q3 stood at 70.6% (vs. 85.6% in the previous year).
- iii Net investments in financial lease grow to PLN 4.6 billion (y/y growth by PLN 2.9 billion)
- iii The employment rate in the Group reached 7.3 thousand FTEs (+14.2% y/y) – consolidation of 5 new companies in the Group (RIB, GetBack, Idea Money, and VBL Poland and Romania).
- iii The Group's equity has grown by PLN 563.0 million (+25.1%) since the beginning of the year, mainly thanks to capital raise in Idea Bank Poland and retained earnings.
- iii The net result¹⁾ for Q3 increased 2.6 times compared to Q2.

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

* Adjusted data

Economic sense of the acquisition

as of H1'2014	Idea Bank Group	VB Leasing Poland	RIB	VB Leasing Romania Group
Loans and net investments in financial lease	5 629.7	2 829.7	108.5	513.2
Loans and lease sales	1 737.9	817.1	0.0	168.4
Net interest	132.7	56.2	5.9	2.6
Net profit	65.0	25.2 ¹⁾	2.8	10.0

Leasing market in Poland and Romania

Leasing market in Poland	Sales volumes in H1'2014 (PLN m)	Market share (%)
1 Getin + Idea + VBL	2 332.3	11.1%
2 Europejski Fundusz Leasingowy	1 803.7	8.6%
3 Raiffeisen-Leasing Polska	1 636.4	7.8%
4 mLeasing	1 490.0	7.1%
5 Millennium Leasing	1 378.0	6.5%
6 BZWBK Leasing	1 372.4	6.5%
7 PKO Leasing + PKO Leasing Pro	1 337.4	6.4%
8 ING Lease Polska	1 292.1	6.1%
9 Pekao Leasing	895.4	4.3%
10 BNP Paribas Leasing Solutions	695.3	3.3%
...
Adjusted upwards to 100% of the market	21 050.0	

Leasing market in Romania	Sales volumes in H1'2014 (PLN m)	Market share (%)
1 Unicredit Leasing	535.7	19.9%
2 Impuls Leasing	236.4	8.8%
3 Porsche Leasing	211.8	7.8%
4 Raiffeisen Leasing	199.4	7.4%
5 BRD Sogelease	180.0	6.7%
6 VB Leasing Romania	168.4	6.2%
7 Garanti(Motoractive) Leasing	142.0	5.3%
8 BCR Leasing	140.5	5.2%
9 RCI LEASING	120.5	4.5%
10 TIRIAC Leasing	96.6	3.6%
...
Adjusted upwards to 100% of the market	2 698.6	

1) exclusion of VAT return effect of PLN 61.2 million

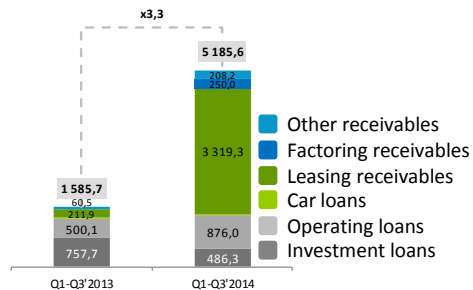


PLN m y/y	Q1-Q3'2014	Q1-Q3'2013 *	Q1-Q3'2014 / Q1-Q3'2013 *
Interest income	467.5	286.5	+63.2%
Interest expense	-234.3	-194.8	+20.3%
Net interest income	233.2	91.7	x2.5
Net fee and commission income	199.4	186.1	+7.1%
Other operating income and expense	137.9	32.2	x4.3
Net operating income	570.4	310.1	+83.9%
Overhead costs	-331.7	-239.9	+38.3%
Provision	-39.3	-30.9	+27.2%
Profit before income tax	199.4	39.2	x5.1
Income tax	-12.7	21.2	-
Net profit (loss)	186.7	60.4	x3.1

PLN m	2014-09-30	2013-09-30 *	2014-09-30 / 2013-09-30 *
Cash and balances in the Central Bank	312.0	204.6	+52.5%
Amounts due from banks	699.4	183.4	x3.8
Loans	6 446.0	4 155.7	+55.1%
Net investments in financial lease	2 619.0	304.8	x8.6
Financial instruments	1 135.0	1 070.3	+6.0%
Intangible assets	892.2	417.0	x2.1
Tangible fixed assets	136.4	87.7	+55.5%
Investment properties	189.7	728.7	-74.0%
Other assets	1 082.5	586.4	+84.6%
Total Assets	13 512.2	7 738.6	+74.6%
Amounts due to banks	915.8	951.3	-3.7%
Deposits	9 364.3	5 214.4	+79.6%
Debt securities in issue	1 061.4	483.9	x2.2
Other liabilities	721.4	369.8	+95.1%
Equity	1 449.3	719.2	x2.0
Total liabilities and equity	13 512.2	7 738.6	+74.6%

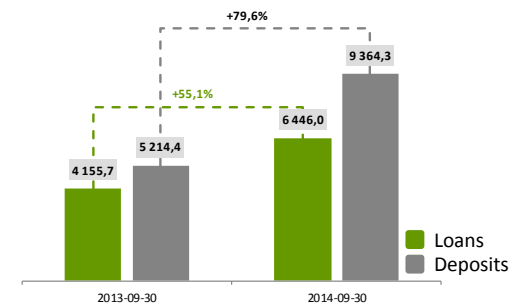
Sales

(PLN m)



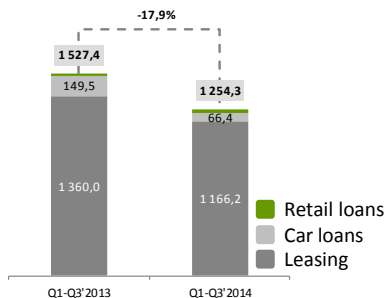
Loans and deposit balance

(PLN m)

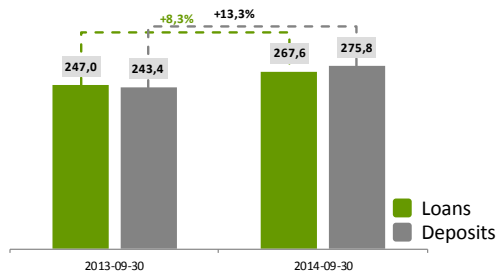


- Upon excluding VB Leasing Poland acquisition transaction, the Group's net result increases by 31.4% q/q.
- Closing the acquisition of VB Leasing Poland and recognising the result of PLN 77.7 on the bargain acquisition.
- Purchase of lease receivables of VB Leasing Poland worth PLN 2,798.4 million.
- New acquisitions in Q2: GetBack (debt collection company) and Idea Money (microfactoring) contributed to the Group's result for the entire Q3 generating respectively PLN 13.4 million and PLN 5.2 million.
- Launching the process of lease companies integration (Idea Leasing and VB Leasing).
- PLN 4.6 billion worth deposits raised in Q3, let to grow of the loans portfolio by PLN 1.3 billions and net investments in financial lease by PLN 2,1 billions during the quarter.
- The Bank's Tier 1 ratio as at the end of Q3 goes up to 16.24% due to the increase of the share capital by PLN 420.0 million registered on 27th August 2014.

Sales
(PLN m)



Loans and deposit balance
(PLN m)



- ⓘ Prevailing negative trends in the economy and the company's target market (new passenger cars and light delivery trucks).
- ⓘ Quarterly increase in lease sale volumes by 10.7% to PLN 414.1 million in Q3.
- ⓘ Tangible margin pressure related to the activity of competitors that have access to low-interest financing.
- ⓘ Increased proceeds from auxiliary services (lease consulting) by 20.8% q/q.
- ⓘ Establishing Centr Karawto company to increase the efficiency of sale of post-lease vehicles and generate additional income for Carcade.
- ⓘ Quarterly increase of provisions curbed at the level of PLN 14.8 million (vs. 15.5 million in Q2) as a result of measures taken in H1 (stricter applicant evaluation rules and intensification of debt collection procedures).

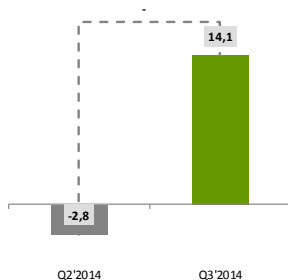
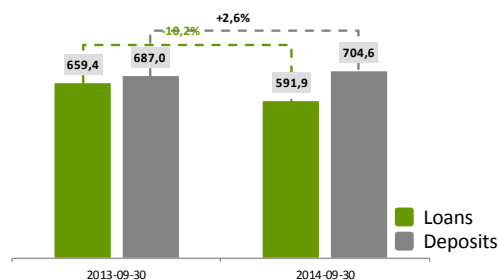
PLN m y/y	Q1-Q3'2014	Q1-Q3'2013	Q1-Q3'2014 / Q1-Q3'2013
Interest income	268.6	267.7	+0.3%
Interest expense	-150.6	-145.8	+3.3%
Net interest income	118.0	121.9	-3.2%
Net fee and commission income	38.0	40.0	-5.0%
Other operating income and expense	25.8	25.5	+1.2%
Net operating income	181.9	187.3	-2.9%
Overhead costs	-112.5	-107.4	+4.7%
Provision	-41.0	-25.0	+64.0%
Profit before income tax	28.4	54.9	-48.3%
Income tax	-6.8	-11.8	-42.4%
Net profit (loss)	21.6	43.1	-49.9%

PLN m	2014-09-30	2013-09-30	2014-09-30 / 2013-09-30
Cash and balances in the Central Bank	17.5	16.6	+5.4%
Amounts due from banks	49.4	42.9	+15.2%
Loans	267.6	247.0	+8.3%
Net investments in financial lease	1 524.9	1 449.8	+5.2%
Intangible assets	2.6	25.2	-89.7%
Tangible fixed assets	7.7	8.2	-6.1%
Other assets	208.7	151.0	+38.2%
Total Assets	2 078.4	1 940.7	+7.1%
Amounts due to banks	1 023.9	1 099.7	-6.9%
Deposits	275.8	243.4	+13.3%
Debt securities in issue	380.8	234.4	+62.5%
Other liabilities	117.4	107.0	+9.7%
Equity	280.5	256.2	+9.5%
Total liabilities and equity	2 078.4	1 940.7	+7.1%

PLN m y/y	Q1-Q3'2014
Interest income	16.9
Interest expense	-9.4
Net interest income	7.5
Net fee and commission income	6.7
Other operating income and expense	73.1
Net operating income	87.3
Overhead costs	-27.9
Provision	-10.4
Profit before income tax	48.9
Income tax	3.8
Net profit (loss)	52.7

PLN m	2014-09-30
Cash and balances in the Central Bank	188.3
Amounts due from banks	181.9
Loans	106.9
Net investments in financial lease	490.7
Financial instruments	46.8
Intangible assets	2.5
Tangible fixed assets	21.5
Other assets	96.6
Total Assets	1 135.2
Amounts due to banks	340.9
Deposits	563.7
Debt securities in issue	107.2
Other liabilities	55.9
Equity	67.5
Total liabilities and equity	1 135.2

- ④ Closing the acquisition of VB Leasing Romania and recognising the result of PLN 54.6 on the bargain acquisition.
- ④ Purchase of lease receivables of VB Romania worth PLN 482.5 million causes increased cost of financing.
- ④ Quarterly growth of the loans total by +38.0%, +71.2% since the beginning of the year.
- ④ The first product campaign.

Net profit
(PLN m)Loans and deposit balance
(PLN m)

- 11 Purchase of the Azymut office building in Minsk as an element of the strategy of securing the equity against devaluation, which will also allows for reduction of lease costs.
- 11 Invariably high inflation rate – the CPI ratio increased by 18.2% y/y – as a consequence of hyperinflation the result for Q3 totalled PLN -9.1 million (vs. PLN -9.5 millions in Q2 and PLN -6.5 millions in Q1).
- 11 Q3/Q2 increase in volumes of loans sold to retail clients +20.2% and to SMEs +10.3%.
- 11 Increased diversification of the loan portfolio by:
 - gaining cash loan clients that have higher income and stable employment,
 - reduction of the average value of loans made to SME clients.
- 11 Positive dynamics in the cost of financing in local currency that in Q3 fell to about 24% (from 32% at the quarter begin).
- 11 Reduction of provisions to PLN 0.8 million in Q3.

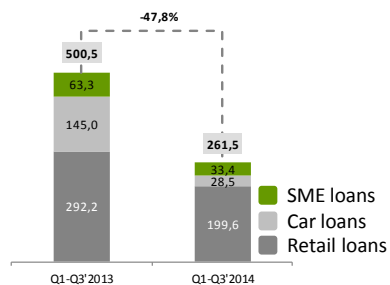
PLN m y/y	Q1-Q3'2014	Q1-Q3'2013	Q1-Q3'2014 / Q1-Q3'2013
Interest income	270.0	269.4	+0.2%
Interest expense	-153.2	-150.0	+2.1%
Net interest income	116.8	119.4	-2.2%
Net fee and commission income	15.5	37.3	-58.4%
Other operating income and expense	-7.2	3.0	-
Net operating income	125.0	159.6	-21.7%
Overhead costs	-80.2	-65.9	+21.7%
Provision	-20.4	-37.2	-45.2%
Profit before income tax	24.5	56.5	-56.6%
Income tax	-9.5	-13.3	-28.6%
Net profit (loss)	15.0	43.2	-65.3%

PLN m	2014-09-30	2013-09-30	2014-09-30 / 2013-09-30
Cash and balances in the Central Bank	117.6	100.1	+17.5%
Amounts due from banks	109.6	95.9	+14.3%
Loans	591.9	659.4	-10.2%
Financial instruments	29.3	9.0	x3.3
Intangible assets	7.8	4.0	+95.0%
Tangible fixed assets	79.9	26.4	x3.0
Other assets	35.2	16.6	x2.1
Total Assets	971.3	911.4	+6.6%
Amounts due to banks	35.4	41.4	-14.5%
Deposits	704.6	687.0	+2.6%
Debt securities in issue	0.0	11.0	-100.0%
Other liabilities	22.8	27.6	-17.3%
Equity	208.5	144.4	+44.4%
Total liabilities and equity	971.3	911.4	+6.6%

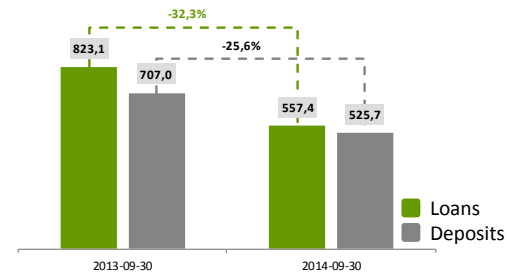
PLN m y/y	Q1-Q3'2014	Q1-Q3'2013 *	Q1-Q3'2014 / Q1-Q3'2013 *
Interest income	114.9	150.3	-23.6%
Interest expense	-89.2	-103.2	-13.6%
Net interest income	25.7	47.1	-45.4%
Net fee and commission income	33.3	61.4	-45.8%
Other operating income and expense	7.4	2.6	x2.8
Net operating income	66.4	111.0	-40.2%
Overhead costs	-46.2	-56.6	-18.4%
Provision	-65.4	-28.4	x2.3
Profit before income tax	-45.2	26.0	-
Income tax	8.3	-5.7	-
Net profit (loss)	-36.9	20.3	-

PLN m	2014-09-30	2013-09-30 *	2014-09-30 / 2013-09-30 *
Cash and balances in the Central Bank	17.7	27.3	-35.2%
Amounts due from banks	10.6	43.3	-75.5%
Loans	557.4	823.1	-32.3%
Financial instruments	85.7	107.3	-20.1%
Intangible assets	5.5	7.4	-25.7%
Tangible fixed assets	23.2	38.8	-40.2%
Other assets	42.9	43.8	-2.1%
Total Assets	743.0	1 091.0	-31.9%
Amounts due to banks	89.8	160.8	-44.2%
Deposits	525.7	707.0	-25.6%
Debt securities in issue	13.4	16.0	-16.3%
Other liabilities	18.2	24.3	-25.1%
Equity	95.9	182.9	-47.6%
Total liabilities and equity	743.0	1 091.0	-31.9%

Sales (PLN m)



Loans and deposit balance (PLN m)



- Keeping all regulated and liquidity ratios on levels required by the National Bank of Ukraine.
- Maintaining deposits at the stable level (above UAH 2.0 billions), whereas the banking sector saw 30% outflow in Q1-Q3.
- Maintaining stable loan sales in regions that are not affected by military activities, while mitigating credit risk.
- Strict cost discipline. Closing next 17 branches (as at Q3-end, the bank has 80 branches) and employment reduction by 86 FTE.
- Costs of escalation of military activities in the Donbas PLN 24.0 millions in Q3 and PLN 49.4 millions from the year begin.

Appendix 1: Profit and loss for Q1-Q3'2014

Q1-Q3'2014 PLN m	Idea Bank Poland Group	Idea Bank Belarus Group	Idea Bank Ukraine Group	RIB Group	Carcade Group	MW Trade	Getin Holding	Cons. adj.	Getin Holding Group
Interest income	467.5	270.0	114.9	16.9	268.6	49.1	4.2	-17.2	1 174.0
Interest expense	-234.3	-153.2	-89.2	-9.4	-150.6	-28.2	-12.3	24.6	-652.6
Net interest income	233.2	116.8	25.7	7.5	118.0	20.9	-8.1	7.4	521.4
Net fee and commission income	199.4	15.5	33.3	6.7	38.0	-0.9	-3.6	1.5	289.9
Other operating income and expense	137.9	-7.2	7.4	73.1	25.8	0.2	152.2	-115.4	273.8
Net operating income	570.4	125.0	66.4	87.3	181.9	20.3	140.4	-106.6	1 085.2
Overhead costs	-331.7	-80.2	-46.2	-27.9	-112.5	-6.2	-19.5	6.9	-617.2
Provision	-39.3	-20.4	-65.4	-10.4	-41.0	-0.1	0.0	6.0	-170.6
Profit before income tax	199.4	24.5	-45.2	48.9	28.4	14.0	121.0	-93.6	297.4
Income tax	-12.7	-9.5	8.3	3.8	-6.8	-2.7	-21.7	-14.6	-56.0
Net profit (loss)	186.7	15.0	-36.9	52.7	21.6	11.3	99.3	-108.2	241.4
Non-controlling interest									-61.7
Net profit attributable to equity holders of the Co.									179.7

Appendix 2: Balance sheet as of 30.09.2014

2014-09-30 PLN m	Idea Bank Poland Group	Idea Bank Belarus Group	Idea Bank Ukraine Group	RIB Group	Carcade Group	MW Trade	Getin Holding	Cons. adj.	Getin Holding Group
Cash and amounts due from Central Bank	312.0	117.6	17.7	188.3	17.5	0.0	0.0	0.0	653.2
Amounts due from banks and financial institutions	699.4	109.6	10.6	181.9	49.4	2.1	54.2	-404.3	702.8
Derivative financial instruments	22.9	0.0	4.5	0.0	0.0	0.0	22.8	0.0	50.1
Financial assets at fair value through profit or loss	274.9	0.0	0.0	0.0	0.0	0.0	139.6	0.0	414.5
Loans and advances to customers	6 446.0	591.9	557.4	106.9	267.6	0.0	0.0	-280.5	7 689.4
Net investments in financial lease	2 619.0	0.9	0.2	490.7	1 524.9	0.0	0.0	-1.1	4 634.6
Other loans and receivables	57.4	13.0	0.0	0.0	0.0	617.3	21.1	-22.7	686.0
Financial instruments	1 135.0	29.3	85.7	46.8	0.0	0.0	562.9	11.4	1 871.0
Investments in subordinated undertakings	0.0	0.0	14.1	0.0	3.7	0.0	1 610.0	-1 627.8	0.0
Intangible assets	892.2	7.8	5.5	2.5	2.6	0.2	0.1	136.2	1 047.1
Tangible fixed assets	136.4	79.9	23.2	21.5	7.7	2.1	3.9	-4.8	269.8
Investment property	189.7	0.0	0.0	1.0	0.0	0.0	0.0	0.2	190.9
Income taxes	263.8	1.3	8.3	12.4	8.8	8.4	0.3	11.4	314.7
Other assets	463.5	20.0	15.8	83.2	196.2	3.3	4.0	-94.8	691.4
Total Assets	13 512.2	971.3	743.0	1 135.2	2 078.4	633.4	2 418.9	-2 276.8	19 215.5
Amounts due to banks and other commercial institutions	915.8	35.4	89.8	340.9	1 023.9	332.0	20.2	-614.6	2 143.4
Other financial liabilities at fair value through profit or loss	343.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	343.8
Amounts due to customers	9 364.3	704.6	525.7	563.7	275.8	0.0	0.0	-146.3	11 287.8
Debt securities in issue	1 061.4	0.0	13.4	107.2	380.8	229.9	0.1	94.6	1 887.3
Provisions for deferred income tax	10.0	9.5	0.0	0.0	9.2	0.0	43.7	-9.4	63.0
Other liabilities	367.6	13.3	18.2	56.0	108.2	3.8	440.6	-326.0	681.8
Total liabilities	12 062.9	762.8	647.1	1 067.8	1 797.9	565.7	504.6	-1 001.7	16 407.1
Equity	1 449.3	208.5	95.9	67.5	280.5	67.6	1 914.3	-1 275.1	2 808.4
Total liabilities and equity	13 512.2	971.3	743.0	1 135.2	2 078.4	633.4	2 418.9	-2 276.8	19 215.5

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The financial and sales figures contained in this Presentation have been rounded off to PLN m and to one decimal place.



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