

GETIN Holding Group's financial results for year 2010

presentation of audited financial results
for Investors and Analysts

Warsaw, 25 February 2011

- ii) Major improvement of the financial results of the Group
 - in all key segments
 - growth of consolidated net profit by 52.6% (to the company shareholders)
- iii) Results and efficiency of management of the Group appreciated by the market and experts
 - increased market capitalisation of GETIN Holding by PLN 2.8 billion that is by 44.4% in relation to 31.12.2009
 - 7th and 11th position in the ranking “Listed company of the Year 2010” (Getin Noble Bank and Getin Holding respectively)
- iv) Key success pillars:
 - high sales dynamics (growth by 27.8% y/y)
 - further improvement of cost efficiency of operations (decrease of C/I by 2.0 pp)
 - well thought out investment decisions

- ③ Strong position in the financial product and service market
 - No. 1 in the financial advisory market - Open Finance
 - No. 1 in sale of car loans – Getin Noble Bank
 - No. 1 in bancassurance – Insurance Company Europa
 - No. 2 in sale of mortgage loans – Getin Noble Bank
 - No. 2 in healthcare funding – MW Trade

- ③ Successful SPO of Insurance Company Europa combined with sale of shares in the company by Getin Noble Bank

- ③ Extention of the Group by new companies operating in the financial market:
 - MW Trade – healthcare funding
 - Idea Bank (licensed by GMAC Bank Polska) – a bank for entrepreneurs
 - PF Leasing – non-bank leasing company
 - take-over of control over PDK ¹⁾ (until October the shareholding interest was 42.9%)
 - conclusion of a conditional share purchase agreement in Allianz Bank Polska
 - conclusion of a preliminary share purchase agreement in a bank in Russia

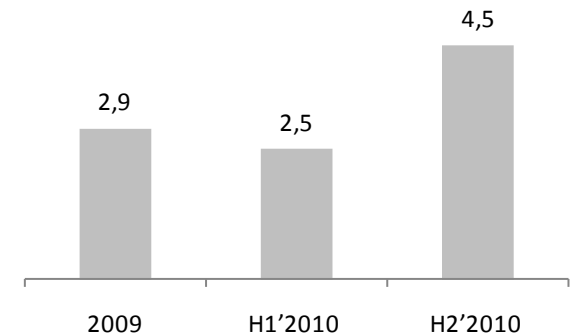
iii Start of Idea Bank (licensed by GMAC Bank Polska) – a specialist bank for entrepreneurs

- launching of a broad and flexible product offer
- development of efficient distribution channels (Internet, advisers, intermediaries)



iii Take-over of MW Trade – a company focused on healthcare funding

- growth of the loan portfolio by 188.7% in the second half of 2010
- dynamic growth of net profit (PLN million)

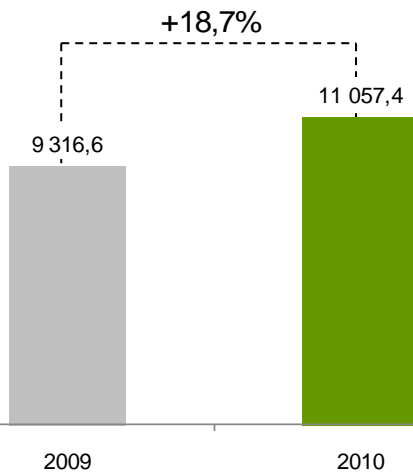


- growth of market price of MW Trade by 152,0% in relation to the transactional price

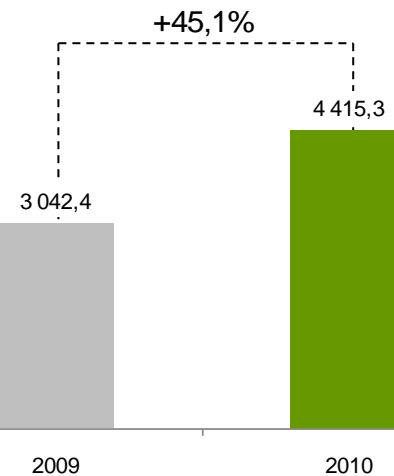
iii Start of operations by PF Leasing – a non-bank leasing company

- a broad and mobile distribution network
- universal, safe and efficient financing of investments
- use of synergy – collaboration with Idea Bank, Tax Care and PDK

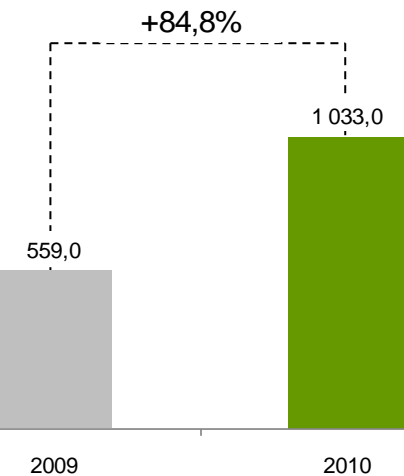
Getin Noble Bank
(PLN m)



Europa Group
according to PAS (PLN m)

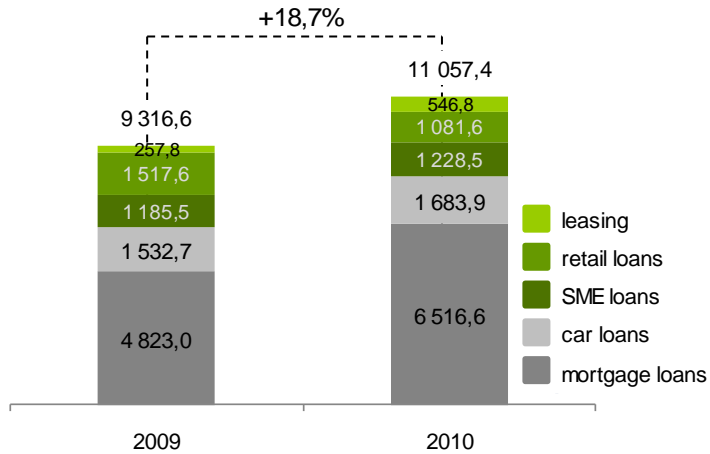


Foreign companies
(PLN m)

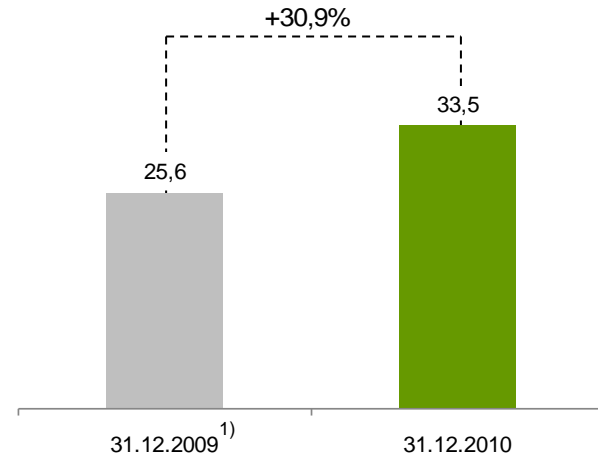


- iii The value of sold financial products in the GETIN Holding Group after 12 months exceeded PLN 16 billion (growth by 27.8% y/y)
- iii Open Finance supported the sale of financial products for PLN 13.3 billion (growth by 13.2% y/y)

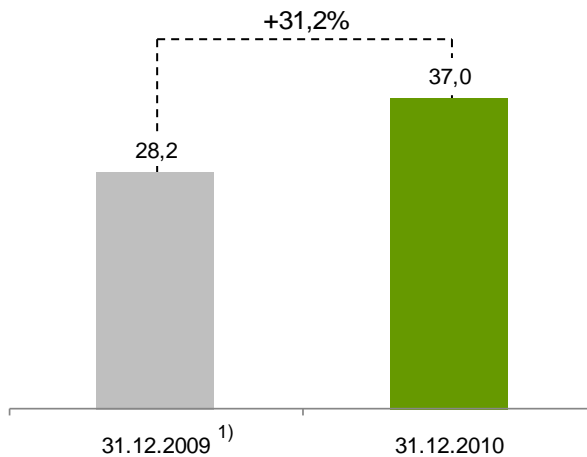
Sale (PLN m)



Credit portfolio (PLN bn)



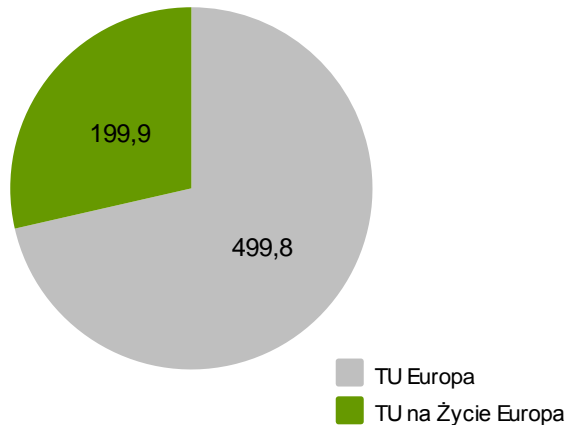
Deposit balance (PLN bn)



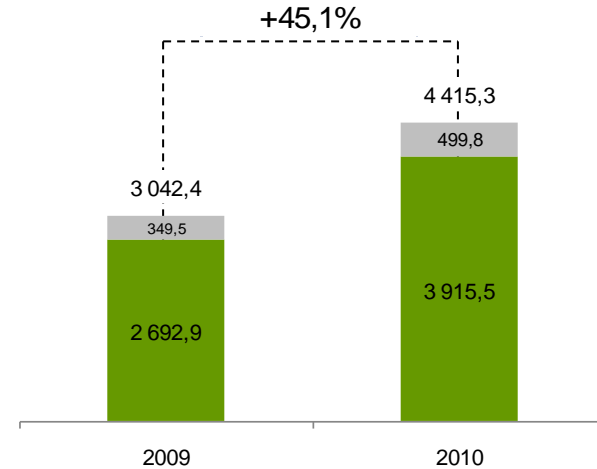
- ③ Consolidation on the second position in sale of mortgage loans with annual growth of 35.1%
- ③ Dynamic growth of leasing sales (+112.1% y/y)
- ③ At the end of the year the loan to deposit ratio amounted to 90.5%

1) Pro-forma information on Getin Noble Bank

Premium written according to IAS (PLN m)

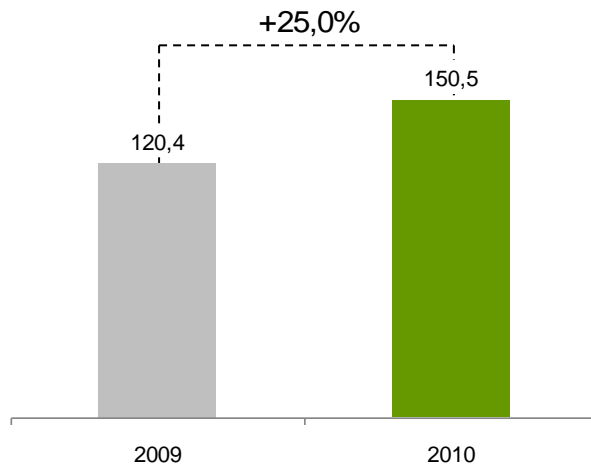


Sales according to PAS (PLN m)



Group's net profit (PLN m)

attributable to the shareholders of the parent company

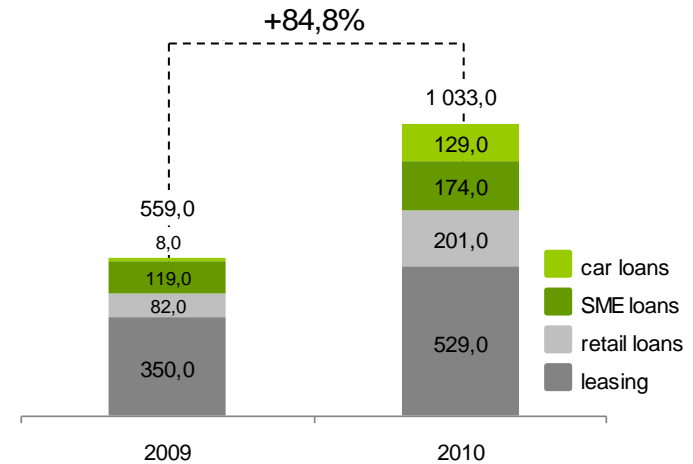


- Over PLN 150 million in net profit, growth by 25.0%
- growth in premium written according to IAS by 15,6% (non-life insurance company by 43.0%)
- Growth of sales (according to PAS) in the life and non-life companies in the Group by +45.4% and +43.0% respectively

Plus Bank (Ukraine)

- ④ Over 30% share in the market of car loans
- ④ Growth of sale of cash loans earning high fees
- ④ Lower funding costs than planned
- ④ Improved loan portfolio quality – effect of modifications to credit policy, pre-collection and collection actions

Sale by foreign companies



Sombelbank (Belarus)

- ④ Dynamic development of operations:
 - assets growth in the Bank by 86.4%
 - loan portfolio growth by 117,1%
- ④ Efficient and dynamic growth of sales by 74.3% y/y
- ④ 11 new bank branches were opened

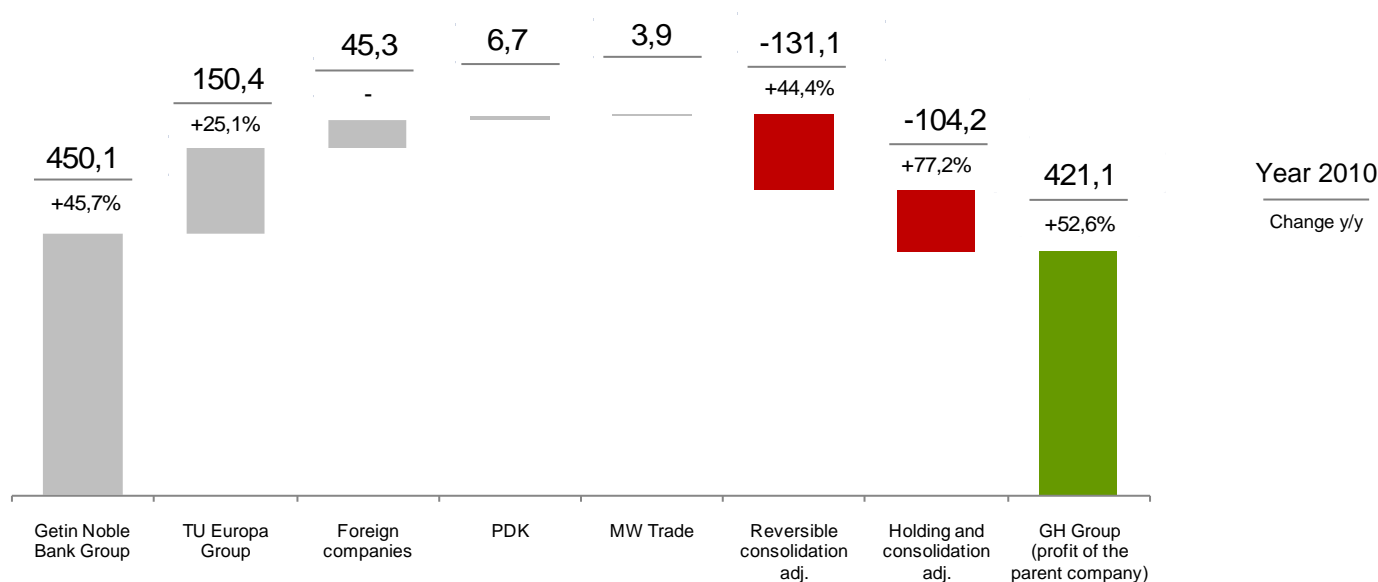
Carcade (Russia)

- ④ Stable sale growth, +51.1% y/y
- ④ Lower funding costs
- ④ Dynamic growth of fee income
- ④ Conclusion of preliminary purchase agreement for shares in a bank in Russia – opportunity to extend the offer with car loans

- ii) Stable growth of net interest income
- ii) Regular diversification of revenues
- ii) Best efficiency of operations among all banks listed at WSE – improved cost to income ratio by 2.0 pp
- ii) Increased provisions for non-performing loans
- slightly improvement in H2 2010

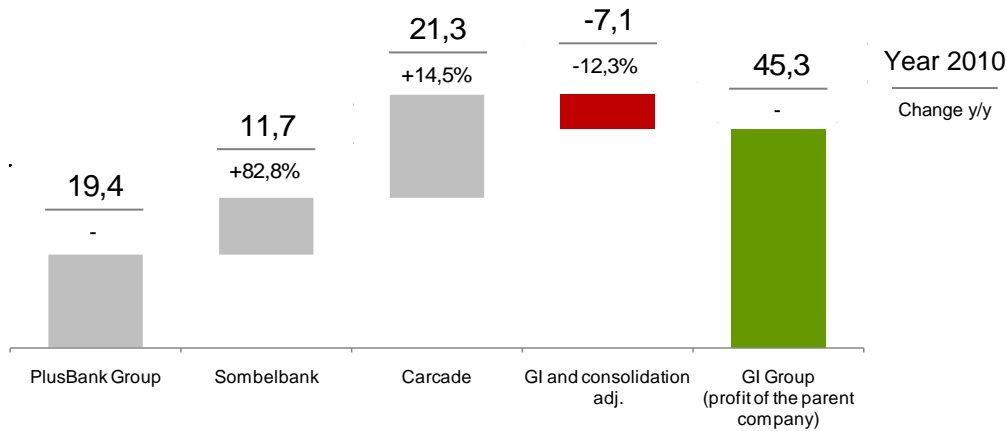
PLN m	2010	2009	2010 / 2009
Net interest income	1 273,5	977,5	+30,3%
Net fee and commission income	556,4	380,8	+46,1%
Other operating income and costs	613,1	629,0	-2,5%
Result on provision for NIL	-1 055,2	-829,4	+27,2%
Overhead costs	-933,1	-799,7	+16,7%
Net profit (attributable to equityholders of the parent company)	421,1	276,0	+52,6%
C / I	38,2%	40,2%	-2,0 p.p.

Net profit attributable to company shareholders for 2010 (PLN m)

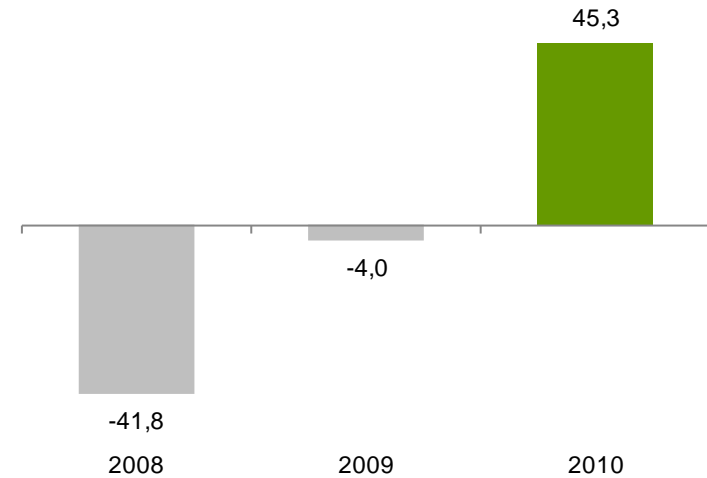


- 87.3% of reversible adjustments is due to transactions between the Europa Group and the Getin Noble Bank Group, others result mainly from transactions between PDK and Getin Noble Bank
- PLN -79.6 million of consolidation adjustment is due set-off of the share sale transaction in Insurance Company Europa by Getin Noble Bank
 PLN -44.6 million are minority interests
 PLN +35.0 million is a result of revaluation of 42.9% shares in PDK held when control in the company was taken over

Contribution by foreign companies (PLN m)
to the net profit attributable to the shareholders of the parent company



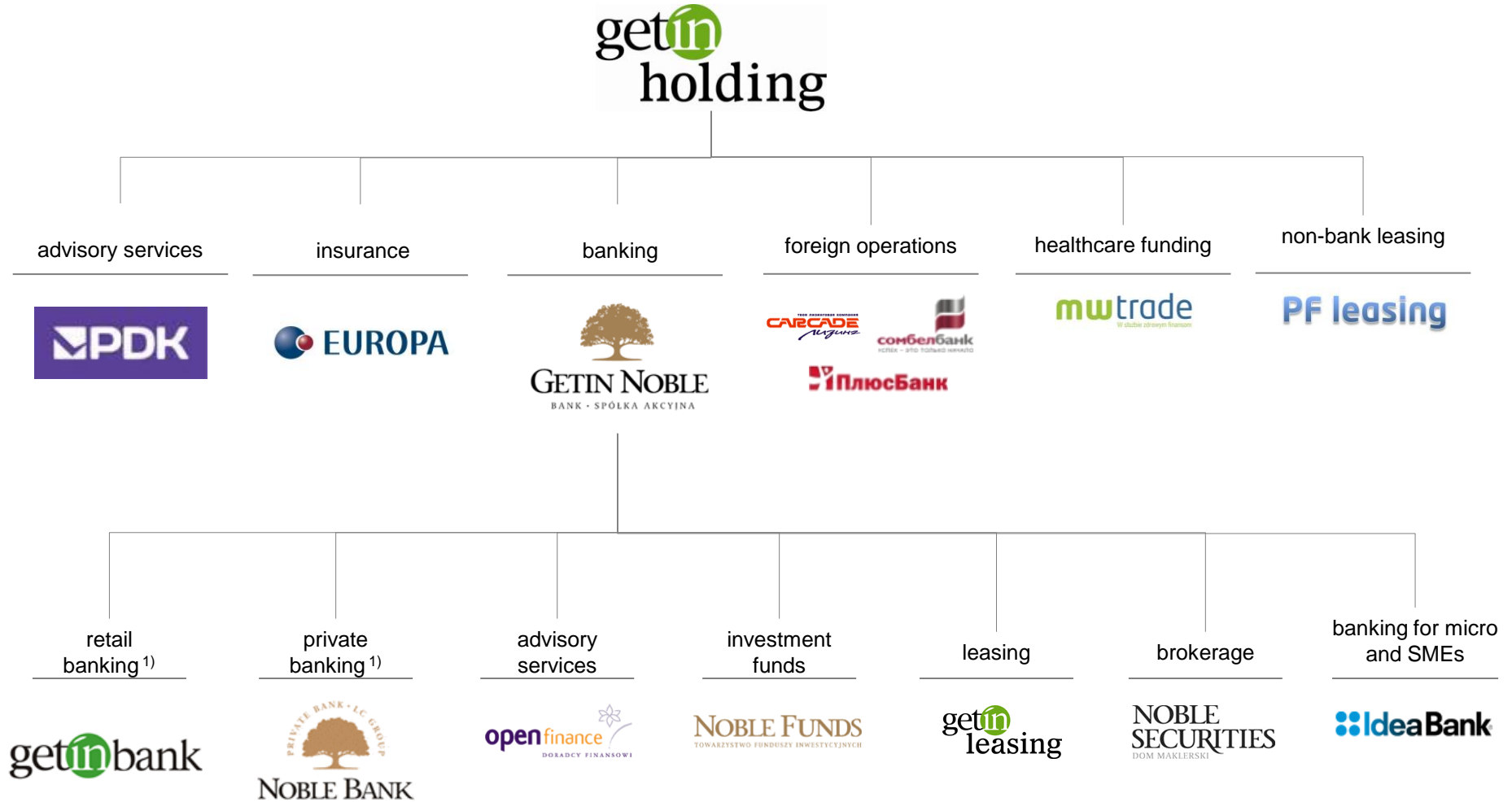
Net profit (PLN m)



- Improved cost efficiency and regular growth of income-generating base
- Significant growth of income of foreign companies

- ④ Appendix 1: Group Structure
- ④ Appendix 2: Key financial parameters of the Getin Holding Group
- ④ Appendix 3: Key financial parameters of the Getin Noble Bank Group
- ④ Appendix 4: Key financial parameters of the Europa Group
- ④ Appendix 5: Consolidated profit and loss account of the Getin Holding Group
- ④ Appendix 6: Balance sheet structure

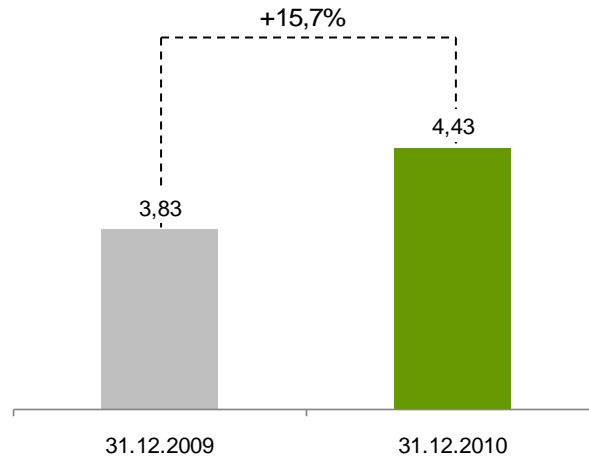
Structure of the Group



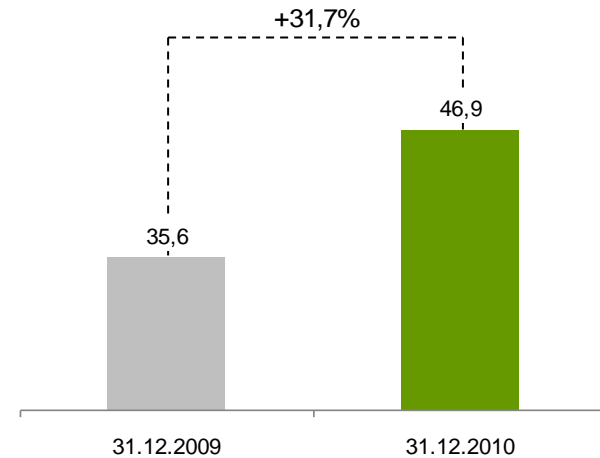
1) Trademarks of Getin Noble Bank S.A.

Equity (PLN bn)

net of minority interests

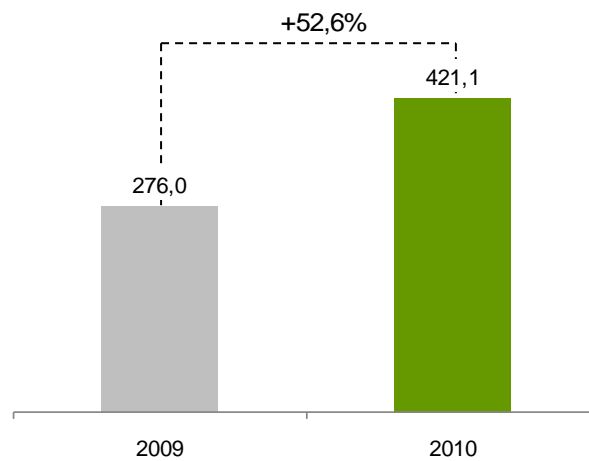


Balance sheet total (PLN bn)

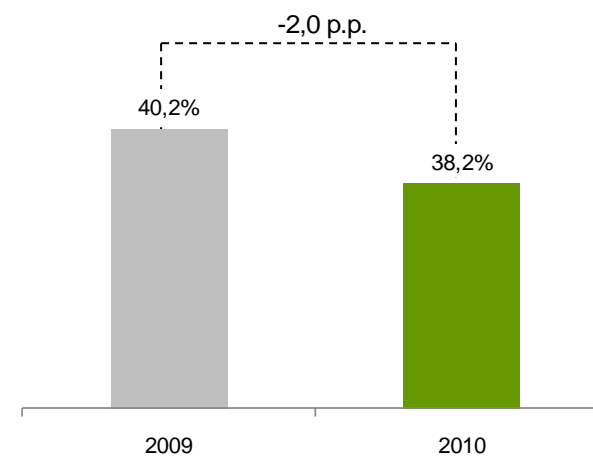


Net profit (PLN m)

for the company shareholders

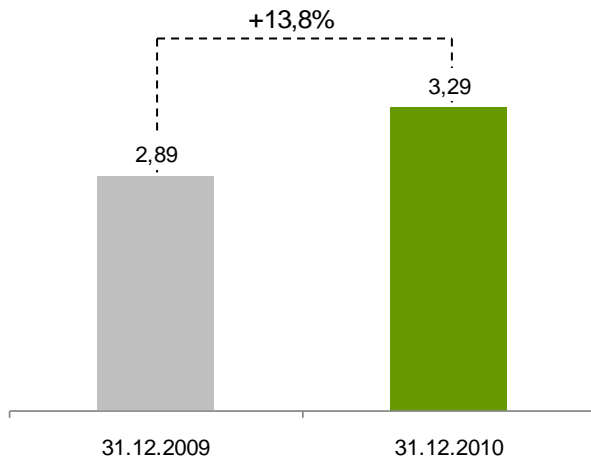


C / I (%)

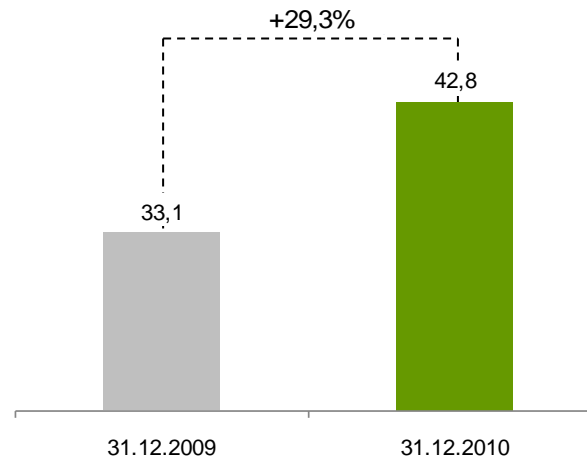


Equity (PLN bn)

net of minority interests

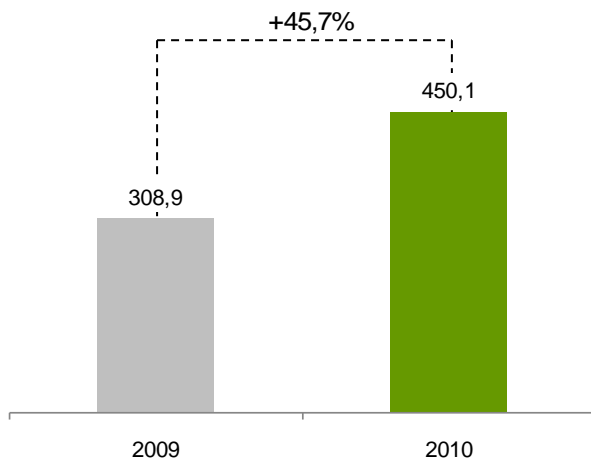


Balance sheet total (PLN bn)

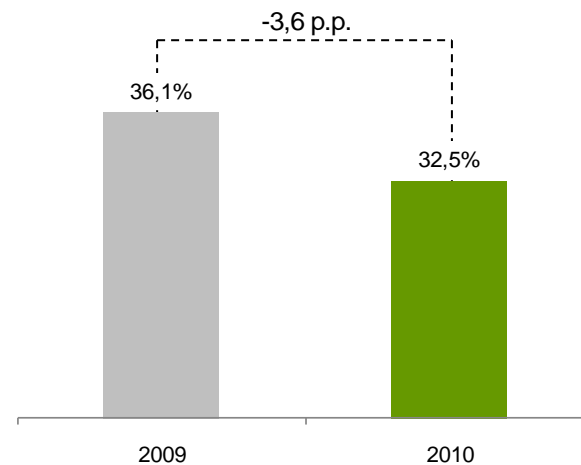


Net profit (PLN m)

for the company shareholders

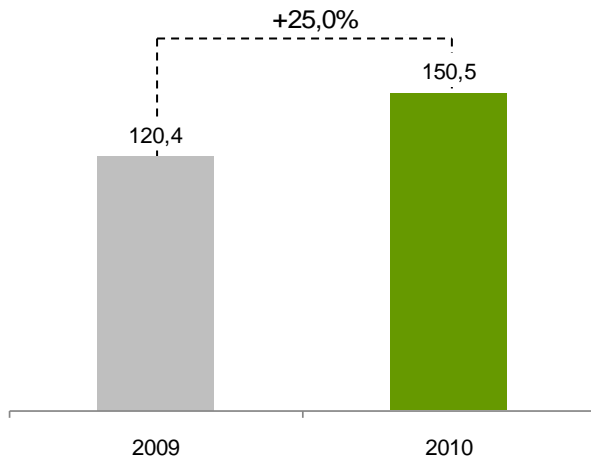


C / I (%)

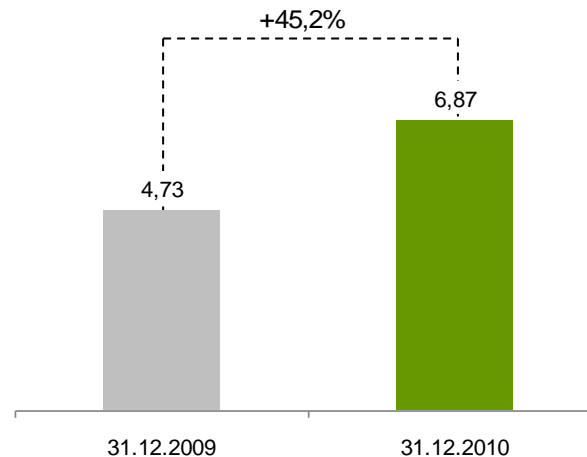


Net profit (PLN m)

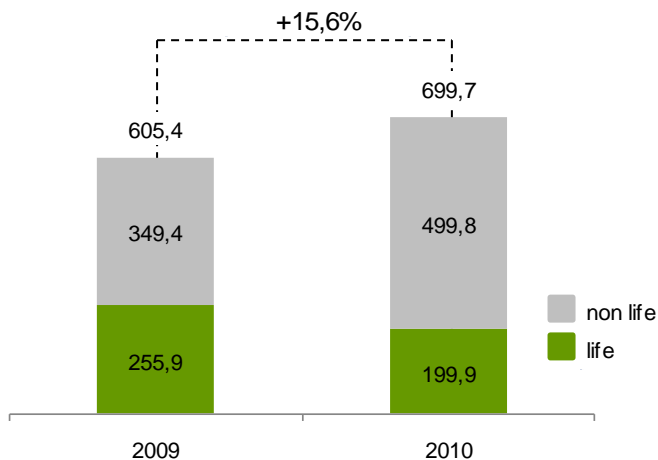
to the company shareholders



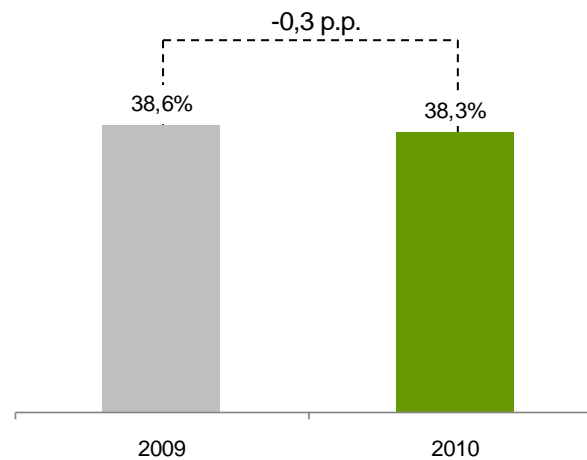
Balance sheet total (PLN bn)



Premium written according to IAS (PLN m)



ROE ¹⁾ (%)



1) Calculated as a ratio of net profit for the financial period to equity at the beginning of the financial period

Source: Consolidated financial statements of the Europa Group for 12 months ended on 31 December 2010

PLN m	2010	2009	2010 / 2009
Net interest income	1 273,5	977,5	+30,3%
Net fee and commission income	556,4	380,8	+46,1%
Other operating income and costs	613,1	629,0	-2,5%
Result on provision for NIL	-1 055,2	-829,4	+27,2%
Overhead costs	-933,1	-799,7	+16,7%
Operating profit	454,7	358,2	+26,9%
Share in net profit (loss) of associates	-4,5	-0,6	x7,5
Share in net profit (loss) of subsidiaries	35,0	0,0	---
Profit / (loss) before income tax	485,2	357,6	+35,7%
Corporate income tax	-9,2	-21,5	-57,2%
Net profit /(loss)	476,0	336,1	+41,6%
Non-controlling interest	-54,9	-60,1	-8,7%
Net profit (attributable to equity holders of the parent company)	421,1	276,0	+52,6%

