

Getin Holding Group's Financial Results

for the first 9 months of 2011

a presentation of unaudited financial results
for investors and analysts

Warsaw, 10 November 2011

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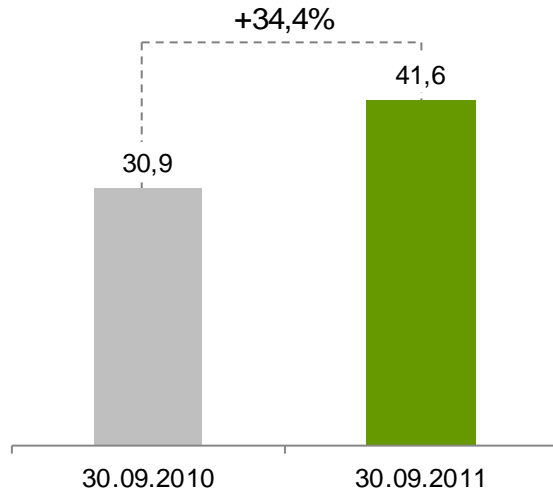
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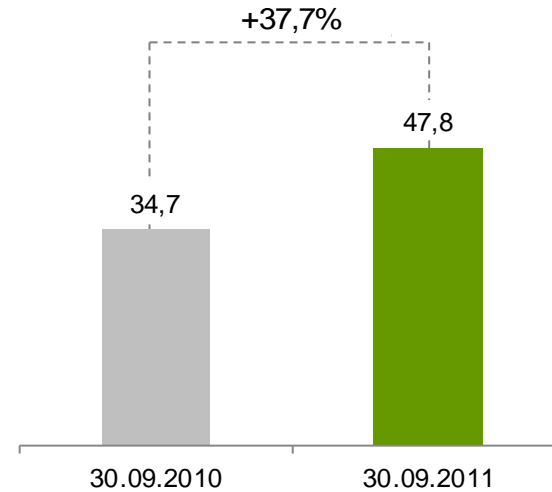
The sales and financial figures contained in this Presentation have been rounded off to PLN m and to one decimal place. All increases/decreases in values have been calculated based on figures rounded off to PLN thousand. All indicators/ratios and any changes in their values have been rounded off to two decimal places.

- iii The process of **spin-off** is under way.
 - Q3'2011 - Getin Holding **takes over direct control** (60,6% of total voting rights) of Idea Bank as a result of a capital increase by PLN 250 million.
 - 28.10.2011 - Idea Bank **buys PDK**.
 - 13.10.2011 The Extraordinary Shareholders Meeting of Getin Holding and Get Bank approved the spin-off process.
 - 21.10.2011 - Get Bank's prospectus is approved.
- iii The conditions precedent under the agreements regarding the **acquisition of Home Broker** by Open Finance (09'2011 – agreement signed, 10'2011 – fulfilment of conditions).
- iii Getin Noble Bank issued **subordinated bonds** of PLN 400m. FSA approved that PLN 335m as complementary capital.

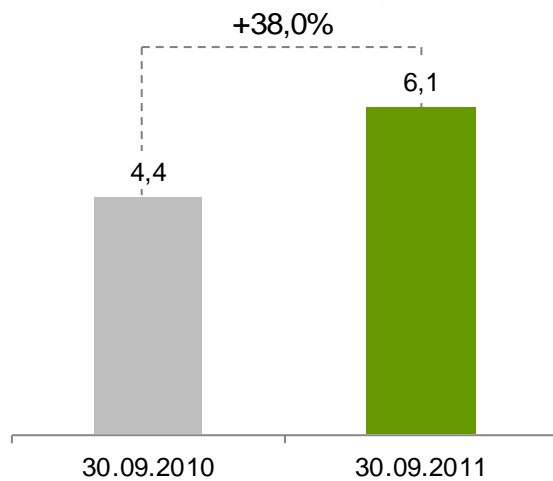
Loans (PLN bn)



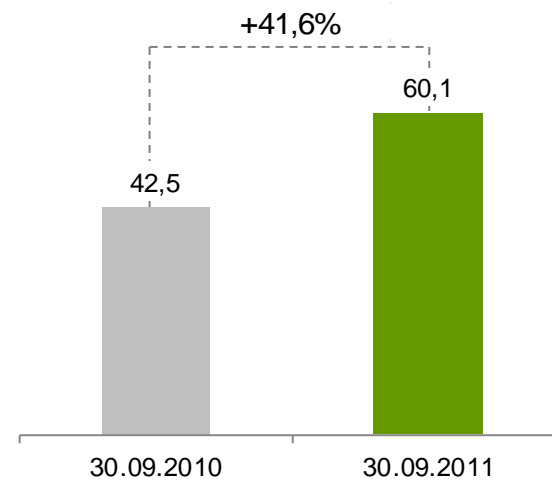
Deposits (PLN bn)



Equity (PLN bn)



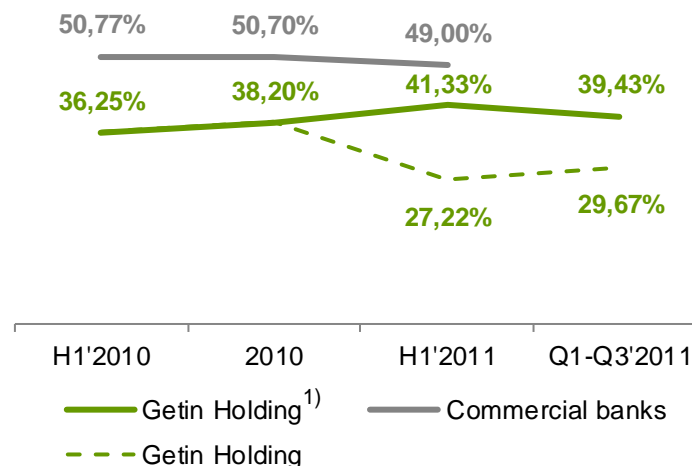
Total assets (PLN bn)



Synthetic Profit and Loss Account

PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net interest income	1 218,2	926,9	+31,4%
Net fee and commission income	456,6	376,8	+21,2%
Insurance premiums	493,2	418,1	+18,0%
Result on investment securities	750,6	-2,9	-
Other net operating income and expenses	75,4	50,6	+48,9%
Net operating income	2 994,0	1 769,5	+69,2%
Overhead costs	-888,4	-662,3	+34,1%
Provisions	-939,6	-832,6	+12,9%
Share in result of associates	4,1	-4,5	-
Profit before income tax	1 170,0	270,1	x4,3
Income tax	-137,4	29,6	-
Non-controlling interest	-118,5	-28,6	x4,1
Net profit of the company shareholders	914,2	271,1	x3,4

C/I (%)

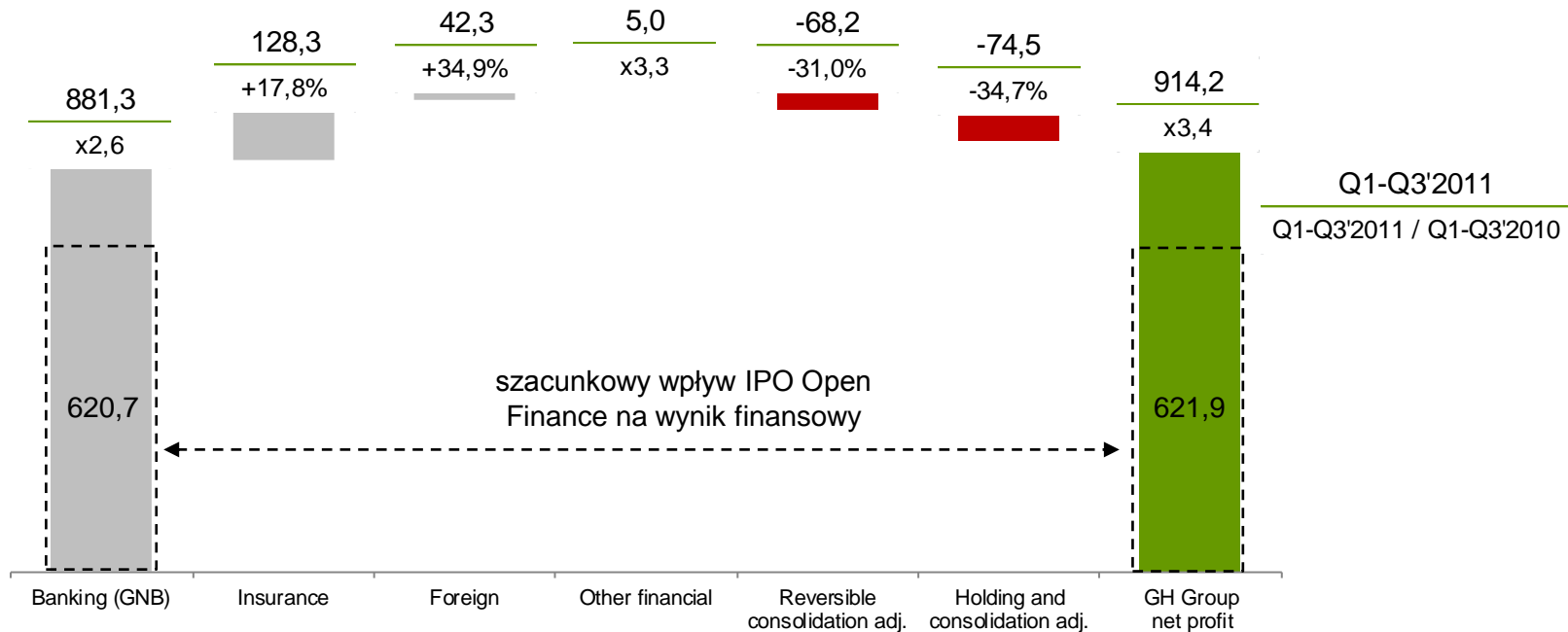


- ① **Net profit** attributable to company's shareholders increased by **7,8%** on a year to year basis. ¹⁾
- ② **Profit from banking activities** up by 40,5% (from PLN 1 402,0m to PLN 2 591,4m) compared to the same period of the last year.
- ③ **The cost of provisions** continued at a level similar to the last year's, with a **significantly higher value** of the loan portfolio.
- ④ Over a **70% of the overheads' increase** in Q1-Q3 is attributable to the costs of **expanding the group** of companies. ²⁾
- ⑤ The **C/I ratio** was maintained at a level considerably lower than that for the entire market.

1) Excluding the effect of Open Finance's IPO.

2) Applicable to: Get Bank, Idea Bank, PDK, Kuban Bank, PF Leasing, MW Trade

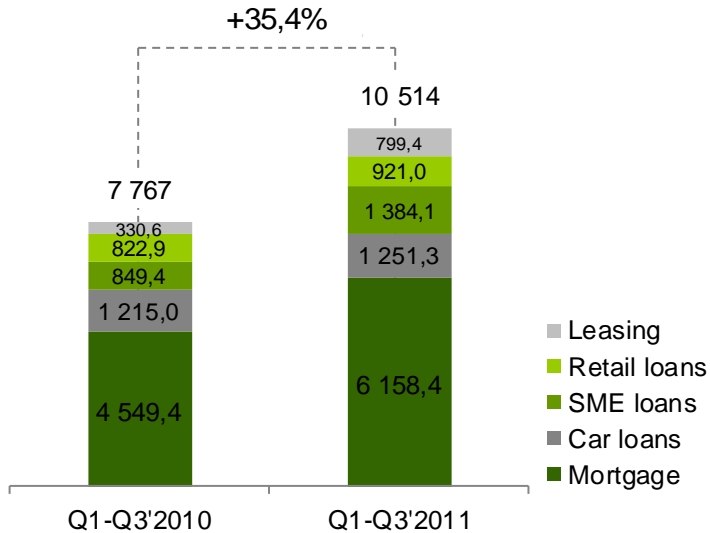
Net profit attributable to company's shareholders for the first three quarters of 2011 (PLN m)



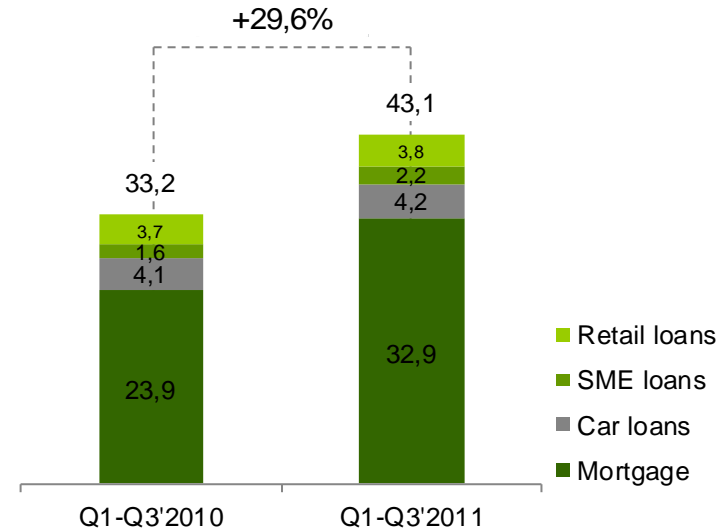
- ii Getin Holding's income **from its all operating segments** increased.
- ii The share of the profit from **insurance activities and foreign operations** in relation to the total profit continued to grow. ¹⁾

1) Excluding the effect of Open Finance's IPO.

Sales (PLN bn)



Gross portfolio (PLN bn)



- ① Sales increased by 35,4% on a year-to-year basis, accompanied by a **significant quality improvement** of new loans.
- ① Maintaining the positions of **leader in car loans** and vice-leader in mortgage loans.
- ① The Group's consumer credit portfolio grew **at double the pace** of the entire market.
- ① The lease business **grew quickly and steadily**, accompanied by an x2,4 increase in sales in 2011.

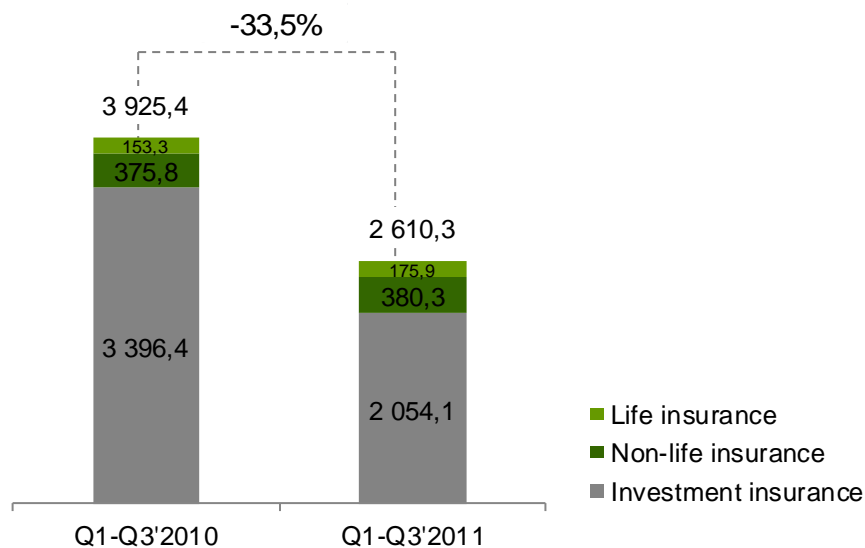
Synthetic Profit and Loss Account

PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net interest income	988,8	768,1	+28,7%
Net fee and commission income	669,5	718,3	-6,8%
Other net operating income and expenses	881,9	202,7	x4,4
Net operating income	2 540,2	1 689,0	+50,4%
Overhead costs	-628,2	-529,4	+18,7%
Provisions	-918,9	-835,4	+10,0%
Income tax	-120,6	24,3	-
Non-controlling interest	1,6	-6,1	-
Net profit of the company shareholders	881,3	342,4	x2,6

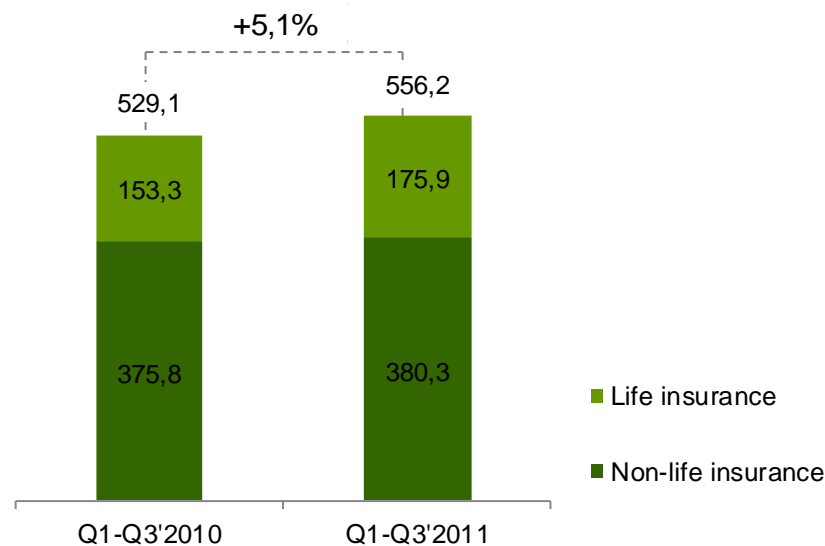
- ④ Operating revenue after the first three quarters of 2011 increased by **PLN 851,2m** (+50,4% on a year-to-year basis)¹⁾, with overheads up by **PLN 98,8m** (+18,7% on a year-to-year basis) in the same period.
- ④ The Group's cost effectiveness was high, with the Group growing dynamically (**C/I ratio below 25%**¹⁾).
- ④ **Net interest income grew** and net fee and commission income was maintained at a level **similar to one achieved in 2010**.
- ④ **The Group continued to expand its repeatable revenue streams** – its Q3'2011 share of commissions from sources other than selling loans amounted to 42%.
- ④ The upward trend in the risk ratios for mortgage loans was reduced and the **quality of new loans was improved** significantly.

1) Excluding the effect of Open Finance's IPO.

Sales according to PAS (PLN m)



Sales according to MSR (PLN m)

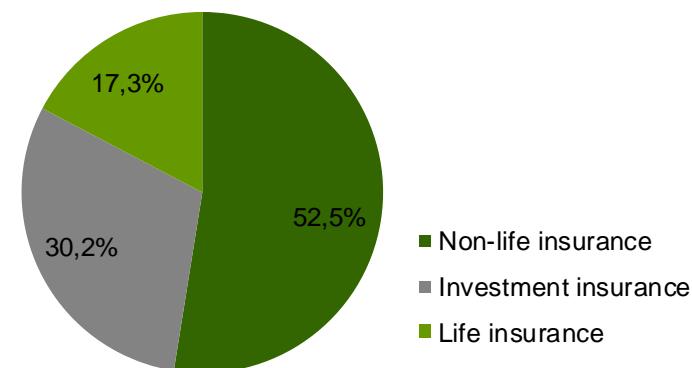


- ii Premium written in the Group's life insurance operating segment increased by 14,8% as a result of **dynamic grow of insurance policies sales** with mortgage loans.
- ii Premium written for investment insurance products decreased as a result of **reduced sales of structured products**.

Synthetic Profit and Loss Account

PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net premium earned	494,4	419,8	+17,8%
Net claims and benefits paid	-13,6	-9,5	+43,2%
Acquisition costs	-372,8	-316,5	+17,8%
Net interest income	60,3	68,3	-11,7%
Other items	38,4	15,1	x2,5
Net operating income	206,6	177,2	+16,6%
Overhead costs	-47,8	-42,5	+12,5%
Net profit	128,5	108,9	+18,0%

Split of the results by segments

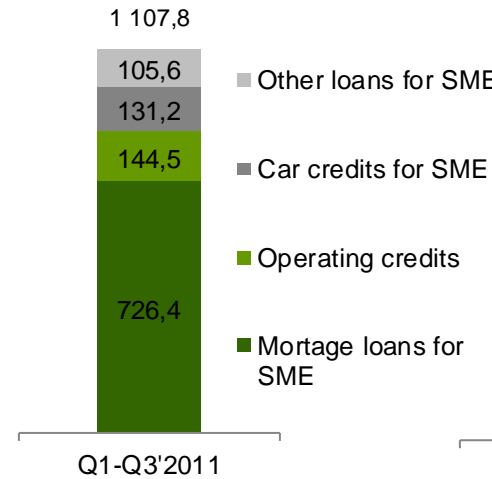


- Another quarter of net profit growth – an increase by **18,0%** on a year-to-year basis.
- Return on Equity (ROE)** at 22,1%.
- Earned premium (and, consequently, the costs of customer acquisition) increased as a result of **higher sales** of life and non-life insurance.
- Result from the sale of property insurance and insurance of persons grew, mostly as a result of **higher sales of title insurance** and real estate insurance products.

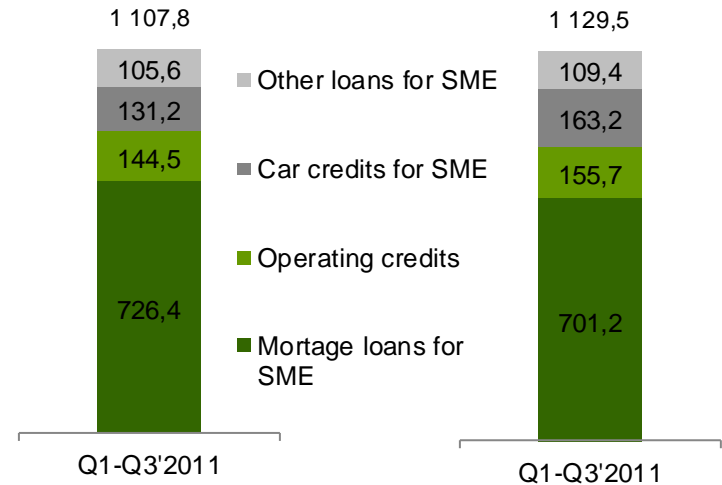
Synthetic Profit and Loss Account

PLN m	Q1-Q3'2011
Net interest income	19,7
Net fee and commission income	28,4
Other operating income and expenses	23,0
Net operating income	71,1
Overhead costs	-43,2
Provisions	-16,4
Net profit	19,0

Sales (PLN m)



Gross portfolio (PLN m)



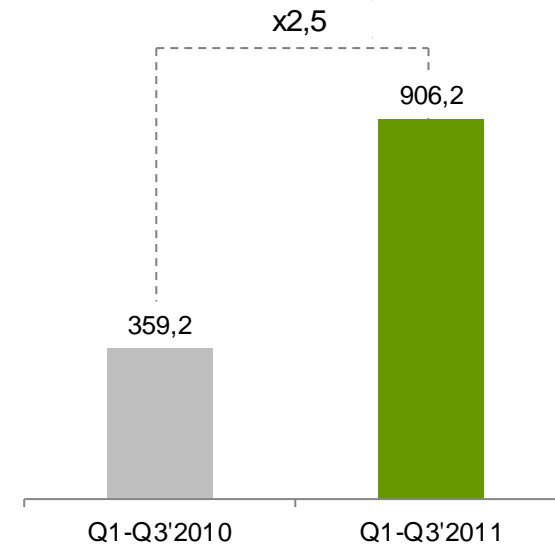
- ④ The own sales network was **expanded by 27 branches** (as of the end of September 2011).
- ④ The distribution networks of the Group's companies (e.g. PDK, Open Finance, Home Broker) and TaxCare were **used extensively**.
- ④ The capital adequacy ratio at the level of **32,03%**.
- ④ Loans/deposits ratio was 76,80%.
- ④ The value of the gross portfolio increased by **61,6%** in Q3 compared to Q2.

1) According to Forbes.

Synthetic Profit and Loss Account

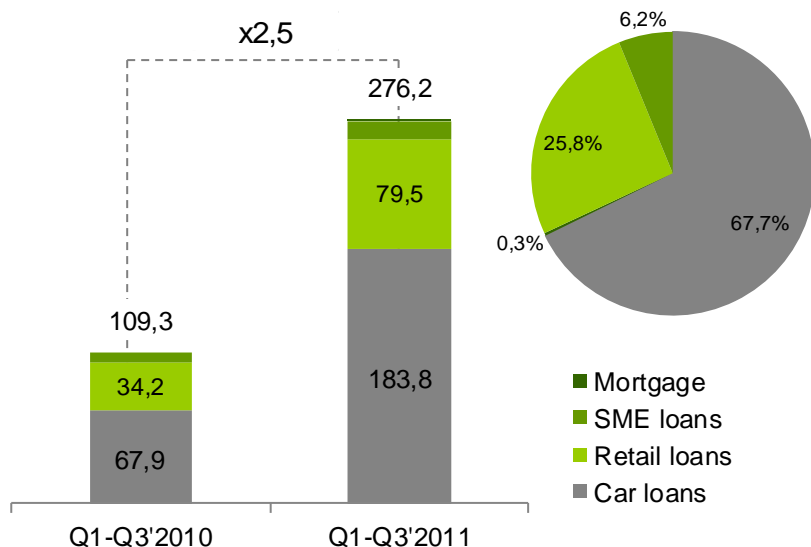
PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net interest income	60,4	46,5	+29,8%
Net fee and commission income	25,3	11,6	x2,2
Other operating income and expenses	3,4	5,6	-39,0%
Net operating income	89,1	63,7	+39,8%
Overhead costs	-64,4	-40,8	+57,8%
Provisions	-4,6	-1,7	x2,7
Consolidated net profit	14,3	16,4	-12,8%
Standalone Carcade net profit	19,6	16,4	+19,4%

Lease sales (PLN m)



- ④ **The portfolio** growth of x2,5 in relation to the figure as of 30 Sept.2010, to PLN 655,7m.
- ④ The Group's **share of the LCV lease market** was 18,0%.
- ④ The Group **maintained its low of credit risk**.
- ④ B+ rating assigned by Fitch Ratings.
- ④ **Car loans launched** – the loan portfolio doubled to RUB 400m since taking control.
- ④ Building a **distribution and the back office platform** to be shared by Carcade and Kubanbank.

Sales (mln PLN) Structure of the portfolio (%)



Synthetic Profit and Loss Account

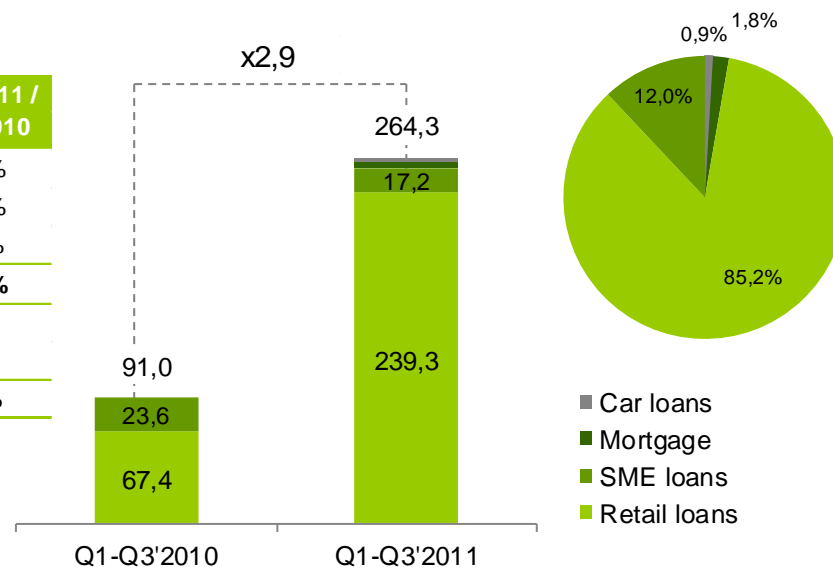
PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net interest income	21,1	9,2	x2,3
Net fee and commission income	23,0	8,8	x2,6
Other operating income and expenses	3,1	4,0	-23,8%
Net operating income	47,2	22,1	x2,1
Overhead costs	-30,9	-18,6	+66,2%
Provisions	-1,2	4,9	-
Net profit	13,9	7,4	+87,2%

- ④ The value of the **gross portfolio doubled** in relation to the figure as of 30 Sept.2010, to PLN 487,8m.
- ④ Steadily growing sales helped to maintain the position of the **leader in the car loans market**.
- ④ Steady growth of commission from the sale of cash loans and the life insurance policies sold together with the loans.
- ④ Dynamic growth of the sales network – **15 new branches** in Q3'2011.
- ④ **Active acquisition of deposits** from individuals in UAH (13th place in the sector in September); **contrary to the market trends**, the value of deposits from individuals grew and the **average maturity increased**.
- ④ **The balance sheet total (total assets) has increased** since the beginning of the year by 70% to UAH 1,37bn (Q3: by UAH 0,24bn, or 22% compared to June 2011).

Synthetic Profit and Loss Account

PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net interest income	36,9	19,5	+89,2%
Net fee and commission income	1,6	0,9	+90,3%
Other operating income and expenses	2,3	4,5	-47,3%
Net operating income	40,9	24,8	+64,7%
Overhead costs	-25,9	-12,8	x2,0
Provisions	-4,3	-0,8 ¹⁾	x5,6
Net profit	8,4	8,0	+6,1%

Sales (mln PLN) Structure of the portfolio (%)

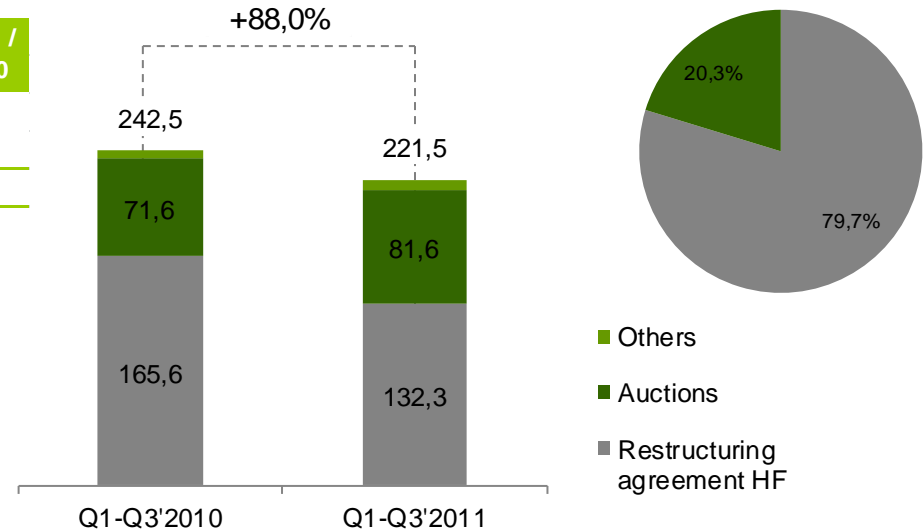


- ① **Net profit increased** by 50,6% on a year-to-year basis in the local currency (BYR).
- ① The value of the gross portfolio doubled in relation to the figure as of 30 Sept.2010, to PLN 181,6m.
- ① **Building a liquidity buffer in BYR; the deposit balance increased contrary to market trends.**
- ① **Preventive measures in the area of credit risk** – reducing sales.
- ① Under macroeconomic crisis conditions:
 - successfully achieving the target net results in BYR for Q1-Q3'2011,
 - keeping credit risk under control (CoR = 270 basis points).

1) Including release of reserves.

Synthetic Profit and Loss Account

PLN m	Q1-Q3'2011	Q1-Q3'2010	Q1-Q3'2011 / Q1-Q3'2010
Net operating income	12,9	9,2	+41,0%
Overhead costs	-3,8	-3,4	+10,7%
Net profit	7,0	4,6	+50,9%

Liabilities gross portfolio and its structure
(PLN m, %)

- ii Successfully obtaining financing with significantly **longer maturities** and **aligning the dates of accounts receivable with the maturities** for external financing.
- ii Launching the distribution of products developed **in cooperation with other companies within the group**.
- ii Implementing measures aimed at changing the company's operation to reflect **legislation changes** – adopting a policy of selling products with shorter maturities and for smaller amounts.
- ii **The portfolio grew** by 88,0%, to PLN 293,0m, in relation to the figure as of 30 Sept.2010.

- ③ Appendix 1: Synthetic Balance Sheet
- ③ Appendix 2: Group's result by type of operations
- ③ Appendix 3: Diversified sources of income
- ③ Appendix 4: Illustration of the spin-off impact ¹⁾ on the Group's results
- ③ Appendix 5: Illustration of the spin-off impact ¹⁾ on the Group's P&L

1) Q1-Q3'2011 result with hypothetical spin-off as at 1 January 2011; unaudited figures.

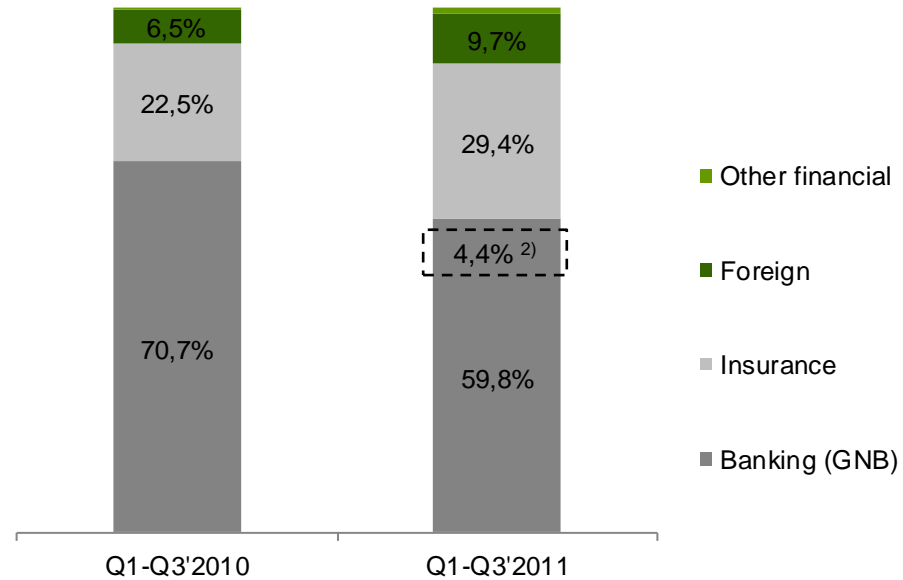
Dynamics and structure

PLN m	30.09.2011	30.09.2010	30.09.2011 / 30.09.2010	30.09.2011	30.09.2010
Cash and balances with the Central Bank	1 767,6	2 013,3	-12,2%	3%	5%
Amounts due from banks	6 295,0	2 398,1	x2,6	10%	6%
Loans	41 550,3	30 915,5	+34,4%	69%	73%
Finance lease receivables	1 925,2	860,7	x2,2	3%	2%
Investment securities	4 124,8	2 833,2	+45,6%	7%	7%
Other assets	4 474,8	3 462,0	+29,3%	7%	8%
Total assets	60 137,7	42 482,9	+41,6%	100%	100%
Amounts due to other banks	1 395,5	590,4	x2,4	2%	1%
Derivative financial instruments	1 732,3	427,8	x4,0	3%	1%
Deposits	47 833,2	34 735,3	+37,7%	80%	82%
Technical provisions	688,1	702,5	-2,1%	1%	2%
Equity	6 136,5	4 447,7	+38,0%	10%	10%
Other liabilities	2 352,1	1 579,2	+48,9%	4%	4%
Total liabilities	60 137,7	42 482,9	+41,6%	100%	100%

Synthetic Profit and Loss Account by type of operations

Q1-Q3'2011 (PLN m)	Banking (GNB)	Insurance	Foreign	Other financial	Holding and consolidation adj.	GH Group net profit
Net interest income	988,8	60,3	124,9	15,6	28,5	1 218,2
Net fee and commission income	669,5	29,5	50,0	29,0	-321,4	456,6
Other operating income and expenses	881,9	116,7	10,2	-1,8	312,2	1 319,2
Net operating income	2 540,2	206,6	185,1	42,8	19,3	2 994,0
Overhead costs	-628,2	-47,8	-122,4	-35,4	-54,7	-888,4
Provisions	-918,9	0,0	-10,0	-0,2	-10,5	-939,6
Income tax	-120,6	-30,5	-10,3	-2,2	26,2	-137,4
Share in result of associates	7,3	0,0	0,0	0,0	-3,1	4,1
Net profit	879,8	128,3	42,4	5,0	-22,8	1 032,7
Non-controlling interest	1,6	0,0	-0,1	0,0	-119,9	-118,5
Net profit of the company shareholders	881,3	128,3	42,3	5,0	-142,7	914,2

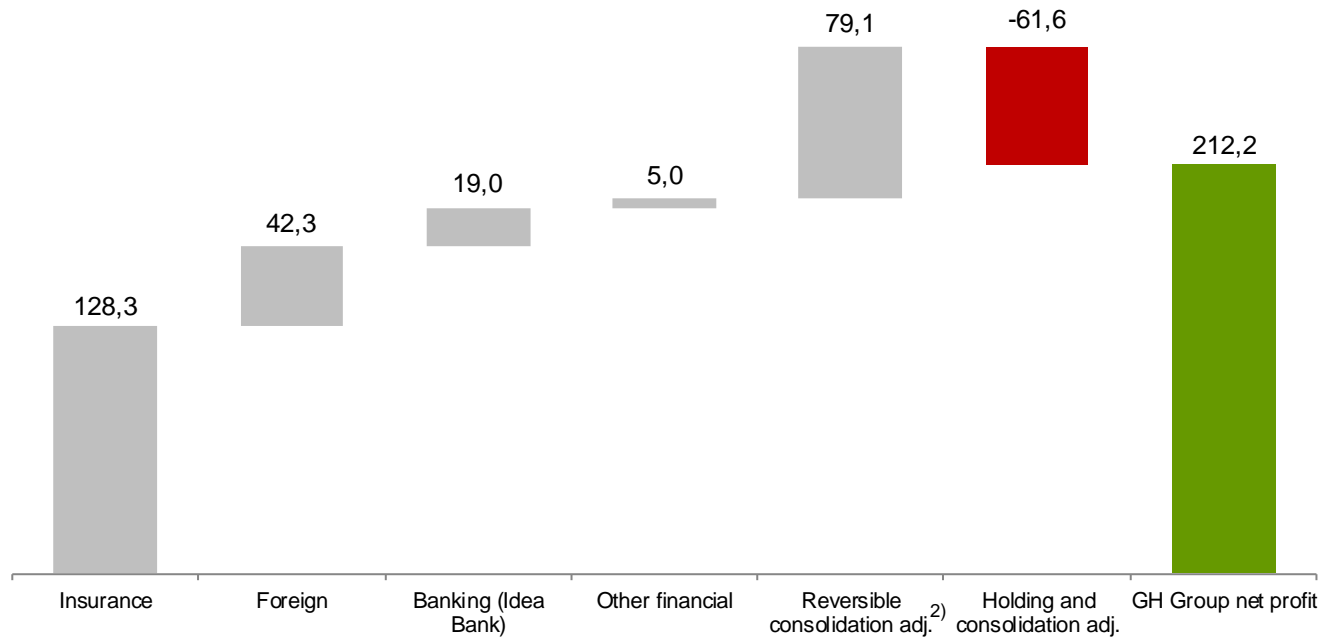
Contribution of business lines to the Group's result¹⁾ (%)



1) Excluding the effect of Open Finance's IPO and consolidation adjustments.

2) Including Idea Bank.

Pro forma net profit attributable to company's shareholders for three quarters of 2011



1) Q1-Q3'2011 result with hypothetical spin-off as at 1 January 2011; unaudited figures.

2) Including reversal of the TU Europa Group's deferred commission expenses of PLN +102,4 m from the Getin Noble Bank Group.

PLN m	Q1-Q3'2011	including reversal ²⁾
Interest income	469,6	0,0
Interest expense	-242,8	0,0
Net interest income	226,8	0,0
Fee and commission income	329,8	0,0
Fee and commission expense	-180,5	44,9
Net fee and commission income	149,4	44,9
Insurance premiums	494,1	0,0
Dividend received	-0,8	0,0
Result on financial instruments re-measured to fair value	29,4	0,0
Result on investment securities	3,8	0,0
Foreign exchange result	-22,7	0,0
Claims-paid of reinsurance	-86,4	0,0
Change in insurance provisions	72,8	0,0
Other operating income	42,9	0,0
Other operating expenses	-302,3	82,0
Net operating income	230,8	82,0
Net operating income	606,9	0,0
Overhead costs	-261,0	-0,4
Provisions	-26,6	0,0
Share in net profit (loss) of associates	0,0	0,0
Profit before income tax	319,3	126,5
Income tax	-59,4	-24,0
Non-controlling interest	47,7	0,0
Net profit of the company shareholders	212,2	102,4

1) Q1-Q3'2011 result with hypothetical spin-off as at 1 January 2011; unaudited figures.

2) ...of deferred provision cost TU Europa Group from GNB Group.



Łukasz Chojnacki

1st Vice President

l.chojnacki@getin.pl

+48 71 7 977 763



Bartosz Jakubiak

Financial sector analyst

b.jakubiak@getin.pl

+48 222 888 225