



# Presentation of the Getin Holding Group Financial Results for 2017

Warsaw, 16 March 2017



✓ All countries reporting net profits

✓ Improved efficiency of the Group:  
C/I = 51.9% vs 52.7% in 2016

✓ Growing sales of lending and leasing  
and growing total assets in all countries

	2017	2016	2017 / 2016
<b>Poland [bn PLN]</b>			
sale	9,6	8,1	+18,5%
balance sheet total	24,0	21,5	+11,3%
<b>Russia [mn RUB]</b>			
sale	13 250,8	6 948,7	+90,7%
balance sheet total	13 615,3	13 315,6	+2,3%
<b>Belarus [mn BYN]</b>			
sale	252,5	126,9	+99,0%
balance sheet total	382,6	316,8	+20,8%
<b>Ukraine [mn UAH]</b>			
sale	2 423,7	1 749,1	+38,6%
balance sheet total	3 907,9	3 413,1	+14,5%
<b>Romania [mn RON]</b>			
sale	1 057,0	981,6	+7,7%
balance sheet total	2 190,7	1 840,6	+19,0%

## Structure and dynamics of the Group's P&amp;L lines in 2017

**Share of foreign companies in the net profit attributable to the parent entity was 31.1% in 2017 vs 8.6% in 2016**

**Focus on the core business  
- banking and leasing**

**All companies reported net profits**

mIn PLN

	2017	2016	2017 / 2016
<b>Getin Holding Group Result</b>			
Idea Bank Poland	230,8	441,0	-47,7%
MW Trade	7,8	12,7	-38,7%
International	57,0	21,8	x2,6
Russia	10,7	-4,6	-
Belarus	25,1	15,6	+60,7%
Ukraine	10,5	-4,3	-
Romania	10,7	15,2	-29,3%
Getin Holding*	-2,9	-0,2	x12,3
Non-controlling interest	-109,1	-201,0	-45,7%

PLN m   Profit and loss	2017	2016	2017 / 2016
Interest income	1 566.9	1 514.7	+3.4%
Interest expense	-607.4	-674.1	-9.9%
Net interest income	959.5	840.6	+14.1%
Net fee and commission income	392.4	434.4	-9.7%
Other operating income and expense	260.8	293.6	-11.2%
<b>Net operating income</b>	<b>1 612.7</b>	<b>1 568.7</b>	<b>+2.8%</b>
Overhead costs	-837.6	-827.4	+1.2%
Provision	-372.7	-278.7	+33.7%
Share in result of cons. units of equity method	18.8	-9.9	-
<b>Profit before income tax</b>	<b>421.3</b>	<b>452.7</b>	<b>-6.9%</b>
Income tax	-128.8	-33.0	x3.9
<b>Profit (loss) from continuing operations</b>	<b>292.5</b>	<b>419.7</b>	<b>-30.3%</b>
<b>Profit (loss) from discontinued operations</b>	<b>0.0</b>	<b>34.6</b>	<b>-100.0%</b>
<b>Net profit (loss)</b>	<b>292.5</b>	<b>454.4</b>	<b>-35.6%</b>
Non-controlling interest	-109.1	-201.0	-45.7%
<b>Net profit attributable to equity holders of the Co.</b>	<b>183.4</b>	<b>253.3</b>	<b>-27.6%</b>
excluding one off's**	128.6	114.0	+12.7%

\*... net of one-offs: impairment of investment in GISA at (PLN 29.7 mn) in 2017; Getin Leasing dividend of PLN 36.9 mn in 2016


\*\* Profit net of the sale of 25.01% of Idea Leasing SA, impairment of Open Finance SA, fair value adjustment of Sky Tower in 2017; net gain on sale of GetBack SA in 2016

## Key balance sheet items of Getin Holding Group

 **Net loans and leases up by 11.6%**

 **Deposits up by 14.4% YoY**

 **Total assets up by 9.2% YoY**

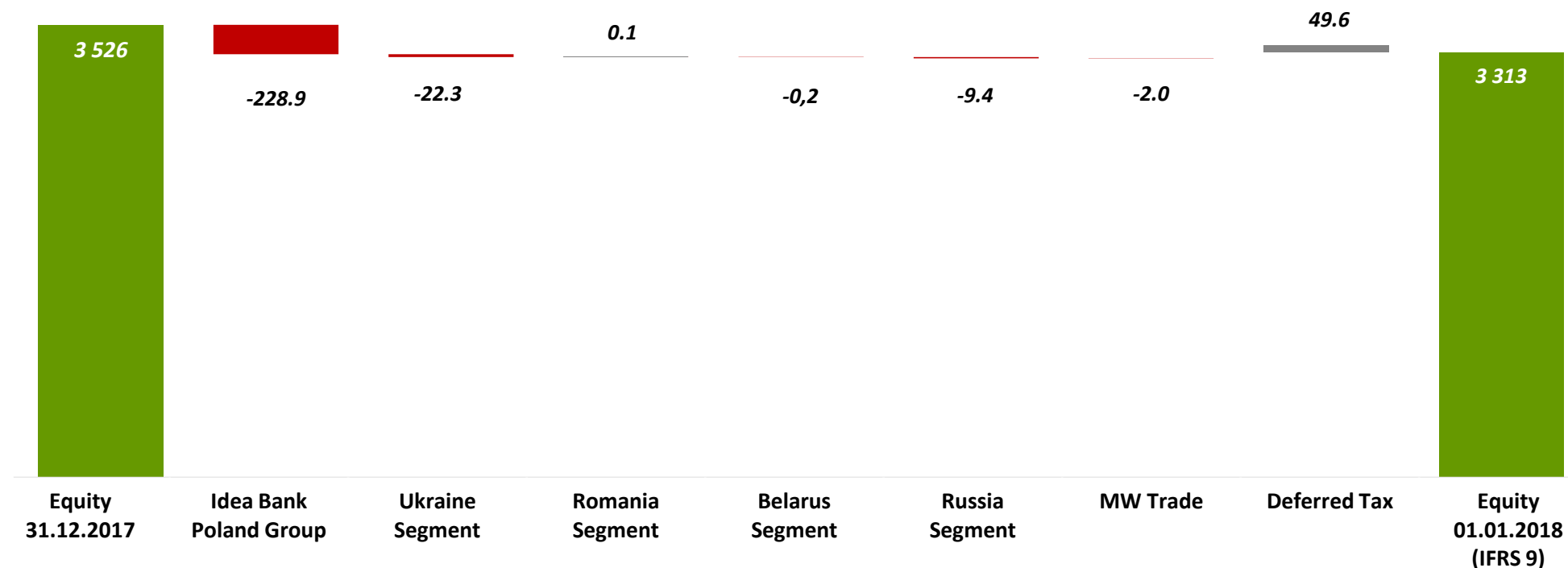
 **CAR and Tier 1 of the Group at 2017 YE at 9.79% and 9.21%, respectively**

PLN m   Balance sheet	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31	31.12.2017	31.12.2016	2017-12-31 / 2016-12-31
Cash and balances in the Central Bank	636.1	568.4	+11.9%	636.1	568.4	+11.9%
Amounts due from banks	297.6	536.2	-44.5%	297.6	536.2	-44.5%
Amounts due from clients & net investments in lease	18 586.1	16 653.2	+11.6%	18 586.1	16 653.2	+11.6%
Financial instruments	4 604.9	3 966.9	+16.1%	4 604.9	3 966.9	+16.1%
Intangible assets	813.9	798.5	+1.9%	813.9	798.5	+1.9%
Tangible fixed assets	216.3	241.1	-10.3%	216.3	241.1	-10.3%
Other assets	3 049.5	3 074.8	-0.8%	3 049.5	3 074.8	-0.8%
<b>Total Assets</b>	<b>28 204.4</b>	<b>25 839.2</b>	<b>+9.2%</b>	<b>28 204.4</b>	<b>25 839.2</b>	<b>+9.2%</b>
Amounts due to banks	1 312.6	1 495.8	-12.2%	1 312.6	1 495.8	-12.2%
Deposits	19 691.6	17 208.5	+14.4%	19 691.6	17 208.5	+14.4%
Debt securities in issue	940.5	956.8	-1.7%	940.5	956.8	-1.7%
Other liabilities	2 734.0	2 948.6	-7.3%	2 734.0	2 948.6	-7.3%
Equity	3 525.7	3 229.5	+9.2%	3 525.7	3 229.5	+9.2%
<b>Total liabilities and equity</b>	<b>28 204.4</b>	<b>25 839.2</b>	<b>+9.2%</b>	<b>28 204.4</b>	<b>25 839.2</b>	<b>+9.2%</b>

## Impact of IFRS 9 on capital

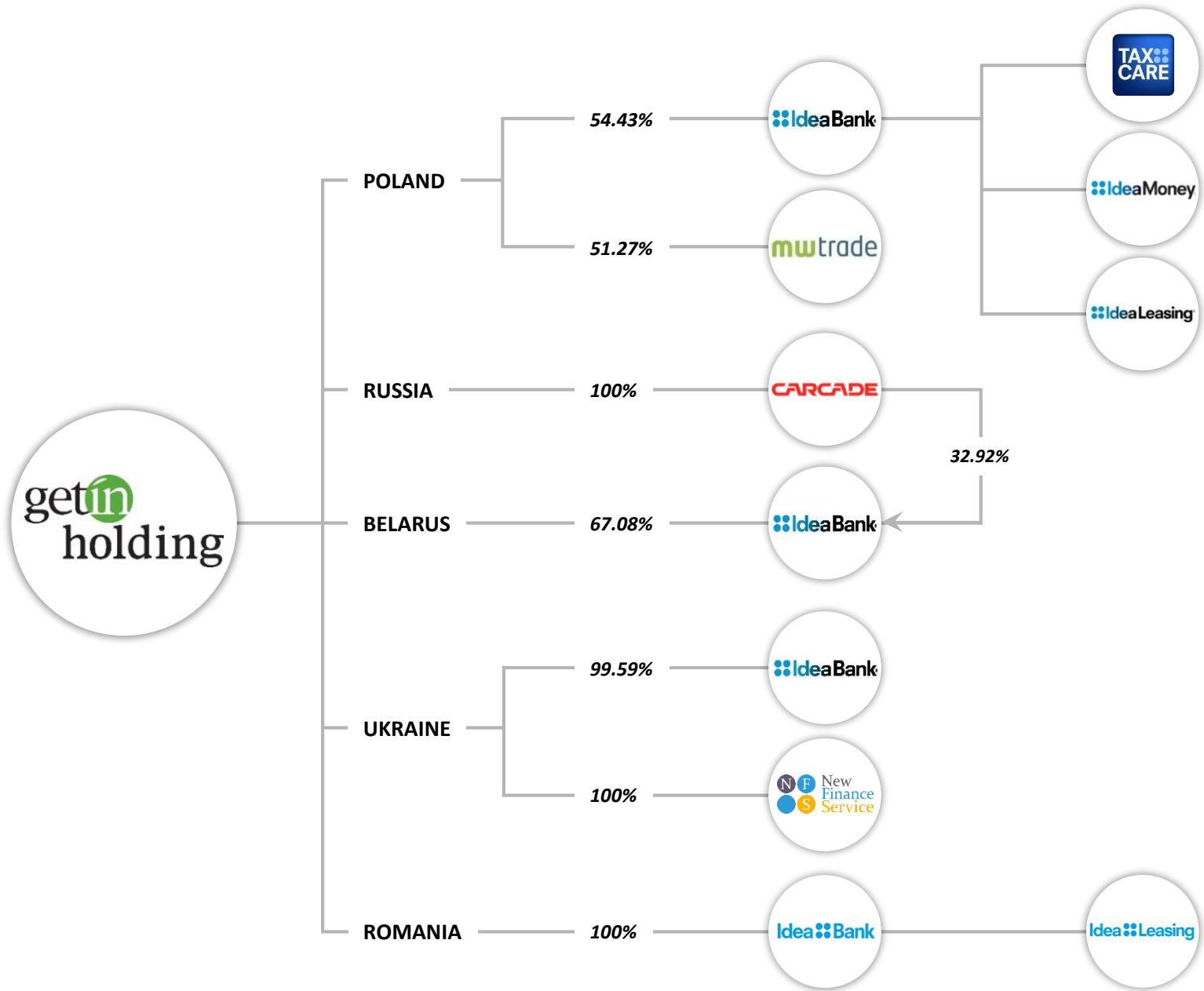
## Impact of IFRS 9 on equity

mn PLN



① Getin Holding SA Group implemented an IFRS 9 impairment calculation methodology, resulting in additional provisions for Stage 1 and Stage 2 loans and a reduction of own capital by ca. PLN 213 mn (6.0%).

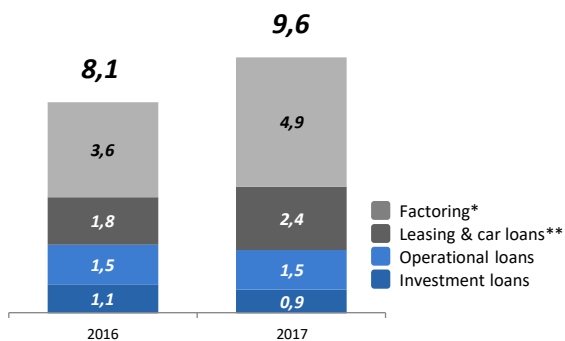
① The Group applied transitional periods under Regulation EU 2017/2395 as regards the impact of IFRS 9 on own funds.



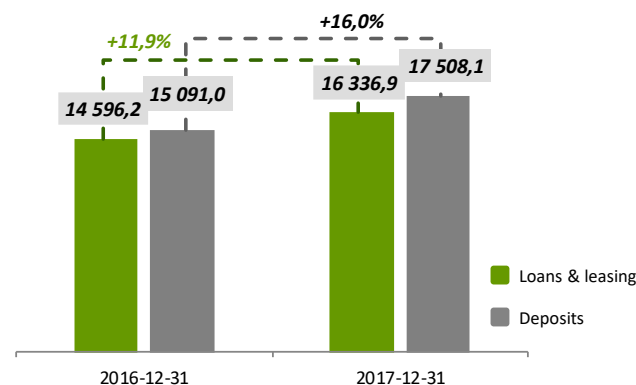
As at 31 December 2017; the figure presents the interest of Getin Holding in the equity of the parent company in each country



**Sales of Loans**  
[PLN bn]



**Loan, leasing and deposit volumes**  
[PLN mn]



PLN m			
Profit and loss	2017	2016	2017 / 2016
Interest income	1 078.6	1 010.5	+6.7%
Interest expense	-397.2	-386.5	+2.8%
Net interest income	681.4	624.0	+9.2%
Net fee and commission income	311.4	341.9	-8.9%
Other operating income and expense	161.0	196.0	-17.8%
<b>Net operating income</b>	<b>1 153.9</b>	<b>1 161.9</b>	<b>-0.7%</b>
Overhead costs	-542.8	-540.9	+0.4%
Provision	-290.2	-169.6	+71.1%
Share in result of cons. units of equity method	18.6	-13.6	-
<b>Profit before income tax</b>	<b>339.4</b>	<b>437.8</b>	<b>-22.5%</b>
Income tax	-108.6	-31.4	x3.5
<b>Profit (loss) from continuing operations</b>	<b>230.8</b>	<b>406.4</b>	<b>-43.2%</b>
<b>Profit (loss) from discontinued operations</b>	<b>0.0</b>	<b>34.6</b>	<b>-100.0%</b>
<b>Net profit (loss)</b>	<b>230.8</b>	<b>441.0</b>	<b>-47.7%</b>

- 📈 Net revenue up by 9% YoY (net of one-offs)
- 📈 Sales of credit products up by a high 19% to PLN 9.6 bn
- 📈 Portfolio up by 12% YoY to PLN 16.3 bn at 2017 YE
- 📈 Net profit of PLN 151.4 mn (from continued operations, net of one-offs\*\*\*)
- 📈 Efficiency measured by C/I improved by 5 pps YoY to 48.5%.
- 📈 Record-high sales of leasing and factoring, up by 29% YoY
- 📈 Number of sold business accounts up to 32 thou., retail accounts to 48 thou. (+44% YoY)
- 📈 Sales of accounting services up by 17% YoY
- 📈 Stable capital ratios of the Group: CAR – 14.0%, Tier1 – 12.6%

PLN m			
Balance sheet	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31
Cash and balances in the Central Bank	138.1	129.7	+6.4%
Amounts due from banks	191.8	290.0	-33.9%
Amounts due from clients	16 279.5	10 886.1	+49.5%
Net investments in financial lease	57.5	3 710.1	-98.5%
Financial instruments	4 268.4	3 681.0	+16.0%
Intangible assets	673.4	665.2	+1.2%
Tangible fixed assets	143.9	155.4	-7.4%
Other assets	2 201.1	1 999.2	+10.1%
<b>Total Assets</b>	<b>23 953.7</b>	<b>21 516.7</b>	<b>+11.3%</b>
Amounts due to banks	767.9	910.4	-15.7%
Deposits	17 508.1	15 091.0	+16.0%
Debt securities in issue	521.9	482.1	+8.2%
Other liabilities	2 420.6	2 575.8	-6.0%
Equity	2 735.2	2 457.4	+11.3%
<b>Total liabilities and equity</b>	<b>23 953.7</b>	<b>21 516.7</b>	<b>+11.3%</b>

\* value of financed invoices

\*\* including leasing receivables purchased from Getin Leasing, Idea Leasing Romania and Getin Noble Bank

Idea Bank Group Poland: Idea Bank, Idea Leasing Group, Tax Care, Idea Money, other companies and consolidation adjustments

\*\*\* Profit net of the sale of 25.01% of Idea Leasing SA, impairment of Open Finance SA, fair value adjustment of Sky Tower in 2017; net gain on sale of GetBack SA and discontinued operations in 2016

## Steady improvement of profitability, leading role of Carcade

 Segment :: RUSSIA

- ③ Net profit of the segment at PLN 10.7 mn YtD vs 2016 loss
- ③ Net fee and commission income YtD in RUB stable YoY in 2017, net interest income down by 6.4% YoY (mainly due to a smaller portfolio)
- ③ Operating expenses in RUB down by nearly 6.8% YoY
- ③ Provisions in RUB down by 40.3% YoY
- ③ NIM up to 8.0% in 2017 vs 6.8% in 2016

Profit and loss	PLN m			RUB m		
	2017	2016	2017 / 2016	2017	2016	2017 / 2016
Interest income	138.2	165.0	-16.2%	2 146.1	2 758.3	-22.2%
Interest expense	-79.2	-106.4	-25.6%	-1 228.9	-1 777.9	-30.9%
Net interest income	59.1	58.6	+0.7%	917.2	980.4	-6.4%
Net fee and commission income	24.9	23.1	+7.7%	386.1	386.2	0.0%
Other operating income and expense	47.4	58.7	-19.1%	736.7	981.0	-24.9%
<b>Net operating income</b>	<b>131.4</b>	<b>140.4</b>	<b>-6.4%</b>	<b>2 040.0</b>	<b>2 347.5</b>	<b>-13.1%</b>
Overhead costs	-83.7	-83.4	+0.3%	-1 299.7	-1 395.1	-6.8%
Provision	-36.8	-57.3	-35.8%	-571.0	-957.1	-40.3%
<b>Profit before income tax</b>	<b>14.4</b>	<b>-0.3</b>	<b>-</b>	<b>223.4</b>	<b>-4.7</b>	<b>-</b>
Income tax	-3.7	-4.3	-14.9%	-57.2	-72.4	-21.0%
<b>Net profit (loss), including:</b>	<b>10.7</b>	<b>-4.6</b>	<b>-</b>	<b>166.3</b>	<b>-77.1</b>	<b>-</b>
- Net profit (loss) of Carcade	9.0	4.0	x2.2	88.1	26.1	x3.4
- Adjustments and result of ASF	1.7	-8.7	-	78.2	-103.2	+100%

Balance sheet	PLN m			RUB m		
	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31
Cash and balances in the Central Bank	0.0	0.0	-12.5%	0.1	0.1	-1.4%
Amounts due from banks	39.2	37.3	+5.0%	649.1	549.1	+18.2%
Net investments in financial lease	665.6	739.8	-10.0%	11 019.0	10 880.1	+1.3%
Intangible assets	0.9	1.4	-36.9%	15.0	21.1	-29.0%
Tangible fixed assets	1.7	1.9	-11.7%	28.2	28.4	-0.6%
Other assets	115.0	124.9	-7.9%	1 903.8	1 836.7	+3.7%
<b>Total Assets</b>	<b>822.4</b>	<b>905.5</b>	<b>-9.2%</b>	<b>13 615.3</b>	<b>13 315.6</b>	<b>+2.3%</b>
Amounts due to banks	371.4	379.1	-2.0%	6 149.3	5 575.2	+10.3%
Debt securities in issue	177.8	220.3	-19.3%	2 944.0	3 239.3	-9.1%
Other liabilities	77.9	100.2	-22.3%	1 289.1	1 473.4	-12.5%
Equity	195.3	205.9	-5.2%	3 232.9	3 027.7	+6.8%
<b>Total liabilities and equity</b>	<b>822.4</b>	<b>905.5</b>	<b>-9.2%</b>	<b>13 615.3</b>	<b>13 315.6</b>	<b>+2.3%</b>

Performance indicators	2017	2016
NIM	8,0%	6,8%
COR	5,2%	7,1%
COF	13,8%	15,0%
ROE	5,3%	-2,4%
ROA	1,2%	-0,5%
C/I	63,7%	59,4%











- 📊 **Net profit at PLN 25.1 mn in 2017, up by 60.7% YoY**
- 📊 **Growth in sales: +99% (in BYN) YoY including:**
  - **+115%** in retail lending
  - **+70%** in SME lending
- 📊 **Net loans up by 44.5% YoY (in BYN)**
- 📊 **Net fee and commission income up x2.3 (in BYN)**
- 📊 **Net interest income in BYN down by 1.3%** driven by further regulatory rate cuts from 18% at 2016 YE to 11% at 2017 YE, currently 10.5%
- 📊 **Continued improvement of the quality of the cash loan portfolio and debt enforcement: all portfolio quality measures improved**
- 📊 **The Group paid a dividend of PLN 17.6 mn in 2017**

<i>Consolidated data</i>	<i>PLN m</i>			<i>BYN m</i>		
	2017	2016	2017 / 2016	2017	2016	2017 / 2016
<b>Profit and loss</b>						
Interest income	91.2	131.4	-30.6%	46.8	65.8	-28.9%
Interest expense	-31.6	-69.5	-54.6%	-16.2	-34.8	-53.5%
Net interest income	59.7	61.9	-3.6%	30.6	31.0	-1.3%
Net fee and commission income	12.2	5.5	x2.2	6.2	2.8	x2.3
Other operating income and expense	25.1	28.6	-12.1%	12.9	14.3	-10.0%
<b>Net operating income</b>	<b>96.9</b>	<b>96.0</b>	<b>+1.0%</b>	<b>49.7</b>	<b>48.1</b>	<b>+3.4%</b>
Overhead costs	-72.7	-71.5	+1.8%	-37.3	-35.8	+4.2%
Provision	10.1	-4.0	-	5.2	-2.0	-
<b>Profit before income tax</b>	<b>34.3</b>	<b>20.5</b>	<b>+67.2%</b>	<b>17.6</b>	<b>10.3</b>	<b>+71.3%</b>
Income tax	-9.2	-4.9	+88.0%	-4.7	-2.5	+92.5%
<b>Net profit (loss)</b>	<b>25.1</b>	<b>15.6</b>	<b>+60.7%</b>	<b>12.9</b>	<b>7.8</b>	<b>+64.6%</b>

<i>Balance sheet</i>	<i>PLN m</i>			<i>BYN m</i>		
	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31
Cash and balances in the Central Bank	153.4	144.9	+5.8%	85.6	67.1	+27.6%
Amounts due from banks	62.6	113.0	-44.6%	34.9	52.3	-33.2%
Amounts due from clients	394.8	329.3	+19.9%	220.4	152.5	+44.5%
Tangible fixed assets	32.5	41.9	-22.5%	18.1	19.4	-6.6%
Other assets	42.0	54.9	-23.5%	23.5	25.4	-7.8%
<b>Total Assets</b>	<b>685.2</b>	<b>684.0</b>	<b>+0.2%</b>	<b>382.6</b>	<b>316.8</b>	<b>+20.8%</b>
Amounts due to banks	106.5	80.4	+32.4%	59.5	37.3	+59.6%
Deposits	428.2	426.1	+0.5%	239.1	197.3	+21.2%
Other liabilities	9.7	14.4	-32.3%	5.4	6.7	-18.4%
Equity	140.7	163.1	-13.7%	78.6	75.6	+4.0%
<b>Total liabilities and equity</b>	<b>685.2</b>	<b>684.0</b>	<b>+0.2%</b>	<b>382.6</b>	<b>316.8</b>	<b>+20.8%</b>

<i>Performance indicators</i>	2017	2016
NIM	9,9%	10,1%
COR	-2,8%	1,1%
COF	6,1%	13,3%
ROE	16,5%	9,7%
ROA	3,7%	2,2%
C/I	75,1%	74,5%


 Segment :: UKRAINE

-  Net profit of the Ukraine segment at PLN 10.5 mn vs (PLN 4.3 mn) in 2016
-  Operating income in UAH up by 43.2% YoY
-  Loan portfolio in UAH up by 20.2% YoY
-  C/I improved to 46.3% in 2017 vs 50.5% in 2016
-  NIM improved to 20.5% in 2017 vs 9.4% in 2016
-  ROE at 21.5% in 2017

Profit and loss	PLN m			UAH m		
	2017	2016	2017 / 2016	2017	2016	2017 / 2016
Interest income	155.9	111.5	+39.9%	1 112.0	723.0	+53.8%
Interest expense	-60.6	-68.8	-11.9%	-431.8	-446.1	-3.2%
Net interest income	95.4	42.7	x2.2	680.2	276.9	x2.5
Net fee and commission income	18.0	36.8	-51.0%	128.6	238.7	-46.1%
Other operating income and expense	-5.7	3.2	-	-40.5	20.7	-
<b>Net operating income</b>	<b>107.7</b>	<b>82.7</b>	<b>+30.3%</b>	<b>768.2</b>	<b>536.3</b>	<b>+43.2%</b>
Overhead costs	-49.9	-41.7	+19.5%	-355.8	-270.8	+31.4%
Provision	-44.6	-46.2	-3.5%	-317.9	-299.5	+6.1%
<b>Profit before income tax</b>	<b>13.3</b>	<b>-5.2</b>	<b>-</b>	<b>94.6</b>	<b>-34.0</b>	<b>-</b>
Income tax	-2.8	0.9	-	-19.8	5.8	-
<b>Net profit (loss)</b>	<b>10.5</b>	<b>-4.3</b>	<b>-</b>	<b>74.8</b>	<b>-28.2</b>	<b>-</b>


Balance sheet	PLN m			UAH m		
	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31
Cash and balances in the Central Bank	26.4	31.3	-15.5%	213.7	202.8	+5.4%
Amounts due from banks	19.3	23.9	-19.3%	156.0	154.8	+0.7%
Amounts due from clients	355.1	368.5	-3.6%	2 873.2	2 389.7	+20.2%
Financial instruments	50.1	57.4	-12.7%	405.6	372.2	+9.0%
Tangible fixed assets	11.2	12.5	-10.2%	90.9	81.2	+12.1%
Other assets	20.8	32.8	-36.4%	168.5	212.4	-20.7%
<b>Total Assets</b>	<b>483.0</b>	<b>526.3</b>	<b>-8.2%</b>	<b>3 907.9</b>	<b>3 413.1</b>	<b>+14.5%</b>
Amounts due to banks	49.1	12.2	x4.0	397.5	78.9	x5.0
Deposits	369.1	441.3	-16.4%	2 985.9	2 861.7	+4.3%
Debt securities in issue	1.8	11.6	-84.6%	14.5	75.3	-80.8%
Other liabilities	15.0	11.6	+29.0%	121.0	75.2	+60.9%
Equity	48.1	49.6	-3.1%	389.0	321.9	+20.8%
<b>Total liabilities and equity</b>	<b>483.0</b>	<b>526.3</b>	<b>-8.2%</b>	<b>3 907.9</b>	<b>3 413.1</b>	<b>+14.5%</b>



Performance indicators	2017	2016
NIM	20,5%	9,4%
COR	12,3%	12,5%
COF	13,7%	15,8%
ROE	21,5%	-9,4%
ROA	2,1%	-0,9%
C/I	46,3%	50,5%





**Segment :: ROMANIA**

**Sales of the segment up by 7.7% YoY including::**

- bank sales **RON 502.8 mn**, up by **4% YoY**
- leasing company sales **RON 554.2 mn**, up by **11.2% YoY**


**Net profit at PLN 10.7 mn in 2017 vs PLN 15.2 mn in 2016. The 2017 profit included:**

-  Net profit of Idea Bank Romania = **PLN 7.0 mn** vs PLN 1.6 mn in 2016
-  Net profit of Idea Leasing Romania = **PLN 6.1 mn** vs PLN 2.5 mn in 2016


**ROE at 8.2% in 2017**

**The Bank's client base increased by 21%, number of current accounts by 13% YoY in 2017**

**The Bank received a number of awards in 2017 including "The Best Dynamics of Savings Award" and "The Best Asset Dynamics Award" presented at the the 10th edition of the Top Bankers Gala.**
**Consolidated data**

PLN m

Profit and loss	2017	2016	2017 / 2016
Interest income	85.5	70.1	+21.8%
Interest expense	-30.7	-27.9	+9.9%
Net interest income	54.8	42.2	+29.7%
Net fee and commission income	27.3	30.3	-9.8%
Other operating income and expense	23.1	24.0	-3.8%
<b>Net operating income</b>	<b>105.2</b>	<b>96.5</b>	<b>+9.0%</b>
Overhead costs	-80.9	-80.3	+0.8%
Provision	-11.2	-1.7	x6.6
<b>Profit before income tax</b>	<b>13.0</b>	<b>14.5</b>	<b>-10.3%</b>
Income tax	-2.3	0.6	-
<b>Net profit (loss)</b>	<b>10.7</b>	<b>15.2</b>	<b>-29.3%</b>

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Balance sheet	2017-12-31	2016-12-31	2017-12-31 / 2016-12-31
Cash and balances in the Central Bank	318.2	262.5	+21.2%
Amounts due from banks	48.9	106.6	-54.1%
Amounts due from clients	650.0	554.1	+17.3%
Net investments in financial lease	678.5	643.4	+5.5%
Financial instruments	165.0	122.5	+34.7%
Intangible assets	9.1	7.0	+29.7%
Tangible fixed assets	27.5	29.8	-7.7%
Other assets	64.1	68.6	-6.6%
<b>Total Assets</b>	<b>1 961.4</b>	<b>1 794.4</b>	<b>+9.3%</b>
Amounts due to banks	305.9	316.3	-3.3%
Deposits	1 411.5	1 274.4	+10.8%
Debt securities in issue	48.3	27.1	+77.9%
Other liabilities	52.8	56.7	-6.8%
Equity	142.9	120.0	+19.1%
<b>Total liabilities and equity</b>	<b>1 961.4</b>	<b>1 794.4</b>	<b>+9.3%</b>

**Performance indicators**

	2017	2016
NIM	3,1%	3,0%
COR	0,9%	0,2%
COF	1,8%	2,0%
ROE	8,2%	15,2%
ROA	0,6%	1,0%
C/I	77,0%	83,2%

## Annex 1: Profit and Loss Account for 2017

2017   PLN mn	Idea Bank Poland Group	Russia Segment	Belarus Segment	Ukraine Segment*	Romania Segment	MW Trade	Getin Holding	Cons. adj.	Getin Holding Group
Interest income	1 078.6	138.2	91.2	155.9	85.5	39.9	2.5	-25.0	1 566.9
Interest expense	-397.2	-79.2	-31.6	-60.6	-30.7	-24.4	-17.9	34.1	-607.4
Net interest income	681.4	59.1	59.7	95.4	54.8	15.5	-15.4	9.1	959.5
Net fee and commission income	311.4	24.9	12.2	18.0	27.3	-0.2	0.3	-1.4	392.4
Other operating income and expense	161.0	47.4	25.1	-5.7	23.1	0.3	0.2	9.3	260.8
<b>Net operating income</b>	<b>1 153.9</b>	<b>131.4</b>	<b>96.9</b>	<b>107.7</b>	<b>105.2</b>	<b>15.6</b>	<b>-14.9</b>	<b>17.0</b>	<b>1 612.7</b>
Overhead costs	-542.8	-83.7	-72.7	-49.9	-80.9	-5.9	-17.7	16.1	-837.6
Provision	-290.2	-36.8	10.1	-44.6	-11.2	0.0	0.0	0.0	-372.7
Share in result of cons. units of equity method	18.6	3.5	0.0	0.0	0.0	0.0	0.0	-3.3	18.8
<b>Profit before income tax</b>	<b>339.4</b>	<b>14.4</b>	<b>34.3</b>	<b>13.3</b>	<b>13.0</b>	<b>9.6</b>	<b>-32.6</b>	<b>29.8</b>	<b>421.3</b>
Income tax	-108.6	-3.7	-9.2	-2.8	-2.3	-1.9	0.0	-0.3	-128.8
<b>Profit (loss) from continuing operations</b>	<b>230.8</b>	<b>10.7</b>	<b>25.1</b>	<b>10.5</b>	<b>10.7</b>	<b>7.8</b>	<b>-32.6</b>	<b>29.5</b>	<b>292.5</b>
<b>Profit (loss) from discontinued operations</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Net profit (loss)</b>	<b>230.8</b>	<b>10.7</b>	<b>25.1</b>	<b>10.5</b>	<b>10.7</b>	<b>7.8</b>	<b>-32.6</b>	<b>29.5</b>	<b>292.5</b>
Non-controlling interest									-109.1
<b>Net profit attributable to equity holders of the Co.</b>									<b>183.4</b>

\* Segment Ukraine's net profit includes the net profit of New Finance Service Group, acquired by Getin Holding in March 2017. NFS Group is a debt collection and financial intermediation platform in Ukraine. Segment Ukraine's net profit includes: Idea Bank Ukraine PLN 28.6 mn, NFS Group (PLN 32.1 mn), consolidation adjustments PLN 14.0 mn. The loss of NFS Group was due to provisions against a portfolio of default loans at PLN 30 mn net.

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Plus, New Finance Service Group and consolidation adjustments.

Segment Belarus: Idea Bank Belarus, Idea Broker, Idea Finance, consolidation adjustments

Segment Romania: Idea Bank Romania, Idea Leasing Romania, other companies and consolidation adjustments

## Annex 2: Profit and Loss Account for Q4 and Q3 2017

Q4'2017 vs Q3'2017   mn PLN	Idea Bank Poland Group		Russia Segment		Belarus Segment		Ukraine Segment*		Romania Segment		MW Trade		Getin Holding		Cons. adj.		Getin Holding Group	
	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017	Q4'2017	Q3'2017
Interest income	250.9	258.3	33.4	33.3	19.0	22.4	39.9	40.9	24.0	22.7	8.8	9.4	1.9	0.5	-6.4	-6.5	371.5	381.1
Interest expense	-108.3	-102.9	-18.5	-19.9	-6.5	-6.3	-14.1	-14.5	-8.1	-8.1	-5.5	-5.9	-4.9	-4.4	8.8	8.7	-157.2	-153.4
Net interest income	142.6	155.4	14.8	13.4	12.5	16.1	25.7	26.4	15.9	14.6	3.2	3.5	-3.0	-4.0	2.4	2.3	214.3	227.7
Net fee and commission income	23.4	100.7	6.5	6.1	3.3	2.7	4.4	5.0	6.2	6.5	-1.1	0.5	0.1	0.2	0.5	-0.7	43.3	120.9
Other operating income and expense	21.5	157.4	18.9	10.5	3.8	7.1	-2.5	-1.2	7.7	6.3	0.0	0.0	-20.3	9.4	20.9	2.9	50.0	192.4
<b>Net operating income</b>	<b>187.4</b>	<b>413.4</b>	<b>40.3</b>	<b>30.0</b>	<b>19.6</b>	<b>26.0</b>	<b>27.6</b>	<b>30.1</b>	<b>29.8</b>	<b>27.4</b>	<b>2.1</b>	<b>4.0</b>	<b>-23.2</b>	<b>5.6</b>	<b>23.9</b>	<b>4.4</b>	<b>307.5</b>	<b>541.0</b>
Overhead costs	-110.7	-141.9	-22.8	-19.4	-18.5	-18.1	-14.8	-12.2	-20.7	-20.6	-1.2	-1.7	-4.4	-3.8	3.8	4.1	-189.2	-213.5
Provision	-50.5	-105.8	-14.3	-6.9	5.8	0.9	-5.5	-4.4	-4.2	-3.3	0.0	0.0	0.0	0.0	0.0	0.0	-68.7	-119.6
Share in result of cons. units of equity method	6.3	-9.5	1.1	2.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1.1	-2.0	6.3	-9.5
<b>Profit before income tax</b>	<b>32.4</b>	<b>156.2</b>	<b>4.2</b>	<b>5.7</b>	<b>7.0</b>	<b>8.8</b>	<b>7.4</b>	<b>13.6</b>	<b>4.9</b>	<b>3.4</b>	<b>1.0</b>	<b>2.3</b>	<b>-27.6</b>	<b>1.8</b>	<b>26.6</b>	<b>6.5</b>	<b>55.9</b>	<b>198.4</b>
Income tax	-14.0	-53.8	-1.0	-1.3	-2.7	-2.2	-1.4	-2.7	0.0	0.0	-0.2	-0.4	-1.6	-0.3	-0.3	0.8	-21.3	-59.8
<b>Profit (loss) from continuing operations</b>	<b>18.5</b>	<b>102.5</b>	<b>3.2</b>	<b>4.4</b>	<b>4.3</b>	<b>6.6</b>	<b>5.9</b>	<b>10.9</b>	<b>4.9</b>	<b>3.5</b>	<b>0.7</b>	<b>1.9</b>	<b>-29.2</b>	<b>1.6</b>	<b>26.3</b>	<b>7.4</b>	<b>34.6</b>	<b>138.6</b>
<b>Profit (loss) from discontinued operations</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Net profit (loss)</b>	<b>18.5</b>	<b>102.5</b>	<b>3.2</b>	<b>4.4</b>	<b>4.3</b>	<b>6.6</b>	<b>5.9</b>	<b>10.9</b>	<b>4.9</b>	<b>3.5</b>	<b>0.7</b>	<b>1.9</b>	<b>-29.2</b>	<b>1.6</b>	<b>26.3</b>	<b>7.4</b>	<b>34.6</b>	<b>138.6</b>
Non-controlling interest																	-8.8	-47.6
<b>Net profit attributable to equity holders of the Co.</b>																	<b>25.8</b>	<b>91.0</b>

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Plus, New Finance Service Group and consolidation adjustments.

Segment Belarus: Idea Bank Belarus, Idea Broker, Idea Finance, consolidation adjustments

Segment Romania: Idea Bank Romania, Idea Leasing Romania, other companies and consolidation adjustments

## Annex 3: Balance sheet as at 31 December 2017

2017-12-31   PLN m	Idea Bank Poland Group	Russia Segment	Belarus Segment	Ukraine Segment*	Romania Segment	MW Trade	Getin Holding	Cons. adj.	Getin Holding Group
Cash and amounts due from Central Bank	138.1	0.0	153.4	26.4	318.2	0.0	0.0	0.0	636.1
Amounts due from banks and financial institutions	191.8	39.2	62.6	19.3	48.9	6.9	8.8	-79.9	297.6
Derivative financial instruments	141.6	0.0	0.0	0.0	0.1	0.0	33.6	0.0	175.3
Financial assets at fair value through profit or loss	0.0	0.0	0.0	0.0	0.0	0.0	130.2	0.0	130.2
Amounts due from clients	16 279.5	0.0	394.8	355.1	650.0	0.0	0.0	-495.1	17 184.2
Net investments in financial lease	57.5	665.6	0.2	0.0	678.5	0.0	0.0	0.0	1 401.9
Other loans and receivables	163.3	0.0	0.0	0.0	0.0	449.9	39.5	-64.1	588.6
Financial instruments	4 268.4	0.0	1.8	50.1	165.0	0.0	108.2	11.4	4 604.9
Investments in associates	396.6	46.7	0.0	1.4	0.0	0.0	1 504.0	-1 552.2	396.6
Intangible assets	673.4	0.9	12.2	4.7	9.1	0.1	0.0	113.5	813.9
Tangible fixed assets	143.9	1.7	32.5	11.2	27.5	1.6	2.2	-4.2	216.3
Investment property	51.1	0.0	17.6	0.9	2.4	0.0	0.0	0.0	72.1
Tax assets	246.8	19.2	3.8	7.9	12.9	6.5	72.3	13.2	382.7
Other assets	1 201.8	49.0	6.4	5.9	48.7	0.5	218.7	-226.7	1 304.2
<b>Total Assets</b>	<b>23 953.7</b>	<b>822.4</b>	<b>685.2</b>	<b>483.0</b>	<b>1 961.4</b>	<b>465.4</b>	<b>2 117.5</b>	<b>-2 284.1</b>	<b>28 204.4</b>
Amounts due to banks and other commercial institutions	767.9	371.4	106.5	49.1	305.9	237.7	52.6	-578.6	1 312.6
Other financial liabilities at fair value through profit or loss	1 989.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1 989.6
Amounts due to customers	17 508.1	0.0	428.2	369.1	1 411.5	0.0	0.0	-25.3	19 691.6
Debt securities in issue	521.9	177.8	2.3	1.8	48.3	138.2	75.3	-25.0	940.5
Other liabilities	431.0	77.9	7.5	15.0	52.8	1.0	402.0	-242.6	744.4
<b>Total liabilities</b>	<b>21 218.5</b>	<b>627.1</b>	<b>544.4</b>	<b>434.9</b>	<b>1 818.4</b>	<b>376.9</b>	<b>529.9</b>	<b>-871.5</b>	<b>24 678.7</b>
<b>Equity</b>	<b>2 735.2</b>	<b>195.3</b>	<b>140.7</b>	<b>48.1</b>	<b>142.9</b>	<b>88.6</b>	<b>1 587.6</b>	<b>-1 412.6</b>	<b>3 525.7</b>
<b>Total liabilities and equity</b>	<b>23 953.7</b>	<b>822.4</b>	<b>685.2</b>	<b>483.0</b>	<b>1 961.4</b>	<b>465.4</b>	<b>2 117.5</b>	<b>-2 284.1</b>	<b>28 204.4</b>

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Plus, New Finance Service Group and consolidation adjustments.

Segment Belarus: Idea Bank Belarus, Idea Broker, Idea Finance, consolidation adjustments

Segment Romania: Idea Bank Romania, Idea Leasing Romania, other companies and consolidation adjustments

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