



Presentation of the Group's Financial Results for H1 2019

Warsaw, 23 September 2019



Macroeconomic conditions



POLAND

- GDP growth at 4.5% in Q2 vs forecast 4.4%
- Inflation 2.8% (YoY) in August
- Unemployment rate at 5.2% in July (vs 5.8% in December 2018)
- Interest rates unchanged (1.5%)
- Upcoming Parliamentary election generates a risk of higher social benefits paid to additional groups



RUSSIA

- GDP growth at 0.9% in Q2 vs 0.5% in Q1 2019
- Inflation 4.3% in August vs 5.0% YoY in January
- Unemployment 4.5% in July (vs 4.9% in January)
- Reference rate at 7.0% after a series of cuts starting in April, from 7.75%
- New US sanctions against Russia in connection with the Skripal case effective since 26 August



BELARUS

- GDP growth at 0.9% in Q2 2019
- NBB continues the interest rate cut policy. The rate is at 9.5% vs 10% in May
- Inflation 5.7% in April vs 5.0% in January
- Further interest margin squeeze (loans/deposits) imposed by the regulator



UKRAINE

- GDP growth at 4.6% in Q2
- Inflation 8.8% in August vs 9.2% in January. 2019 projection 6.3%
- Unemployment 9.2% in June
- Continued rate cuts to 16.5% vs 18.0% in January
- Reactivated Normandy format talks – expected mobilisation to regulate the Donbas conflict



ROMANIA

- GDP growth 4.4% in Q2 2019
- Inflation 3.9% in August
- Unemployment 3.9% in March vs 3.9% in January
- ROBOR 3M oscillating between 2.87% and 3.41% year to date, in a downtrend since April highs
- Tax on bank assets and its implications, increased fees to the local bank guarantee fund

FX RATES USED IN THE CONVERSION OF COMPANIES' RESULTS

Exchange rates	2019'06	2018'06	Y/Y
RUB	0,0592	0,0597	-0,8%
RUB average	0,0585	0,0591	-0,9%
UAH	0,1427	0,1423	+0,3%
UAH average	0,1413	0,1324	+6,7%
BYN	1,8412	1,8663	-1,3%
BYN average	1,8029	1,7684	+1,9%
RON	0,8976	0,9361	-4,1%
RON average	0,9031	0,9104	-0,8%

Structure and growth rate of the drivers of Group results in H1 2019

↑ The Group's net profit at PLN 37.1 mn – all markets in the black

INCREMENTAL:

↑ Strong improvement in the results of the Group's foreign operations – net profit of foreign operations PLN 69.7 mn in H1 vs PLN 48.7 mn in H1 2018

↑ Getin Holding's separate profit at PLN 58.7 mn vs PLN 2.4 mn in H1 2018: impact of dividends paid by Idea Bank Ukraine, Belarus and Carcade.

↑ Net profit attributable to the majority shareholders at PLN 13.8 mn in H1 vs loss of (PLN 159.5 mn) in H1 2018

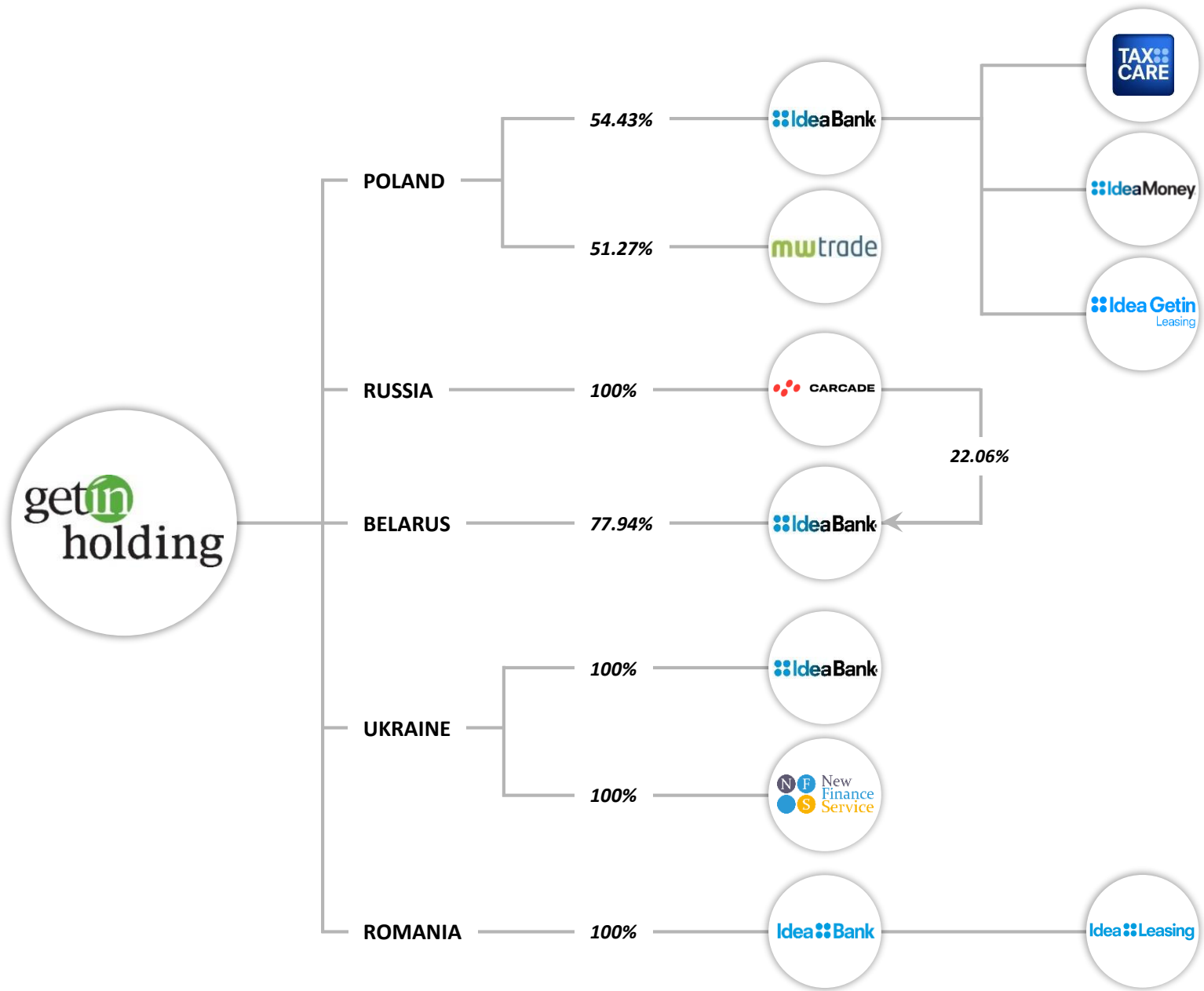
↑ Reduction of financial liabilities of Getin Holding (separate) from PLN 299.9 mn as at 31.12.2018 to PLN 240.7 mn as at 30.06.2019

↓ Adverse impact of temporarily high costs of calming the liquidity turbulences in November 2018 and higher provisions at the level of Idea Bank Group Poland.

↓ The Bank's Q2 results include provisions for restructuring in Idea Bank Group Poland at PLN 35.1 mn gross.

PLN m			
	H1'2019	H1'2018	H1'2019 / H1'2018
International*	69.7	48.7	+43.2%
Russia	10.7	8.5	+25.9%
Belarus	8.0	4.1	+97.3%
Ukraine	44.5	27.9	+59.6%
Romania	6.4	8.2	-21.6%
MW Trade	1.6	2.5	-35.2%
Getin Holding	58.7	2.4	x24.0
Idea Bank Polska	-79.8	-375.9	-78.8%
Non-controlling interest	-35.6	-170.0	-79.1%

PLN m Profit and loss	H1'2019	H1'2018	H1'2019 / H1'2018	Q2'2019	Q2'2018	Q2'2019 / Q1'2019
Interest income	847.5	771.5	+9.9%	453.1	393.7	+15.1%
Interest expense	-401.8	-317.5	+26.6%	-201.3	-163.6	+23.1%
Net interest income	445.7	454.0	-1.8%	251.8	230.1	+9.4%
Net fee and commission income	121.9	-114.4	-	58.2	-163.3	-
Other operating income and expense	18.2	-102.3	-	6.9	-140.8	-
Net operating income	585.8	237.2	x2.5	316.9	-74.0	-
Overhead costs	-376.4	-381.0	-1.2%	-186.2	-190.6	-2.3%
Provision	-224.1	-199.7	+12.2%	-107.6	-112.9	-4.7%
Share in result of cons. units of equity method	3.4	11.6	-70.8%	2.2	0.0	-
Profit before income tax	-11.2	-331.8	-96.6%	25.3	-377.6	-
Income tax	-9.2	9.8	-	12.1	24.6	-50.7%
Profit (loss) from continuing operations	-20.4	-322.0	-93.7%		-353.0	-
Profit (loss) from discontinued operations	-1.4	-7.5	-81.0%		-8.4	-96.1%
Net profit (loss)	-21.8	-329.5	-93.4%	37.1	-361.4	-
Non-controlling interest	35.6	170.0	-79.1%	-0.8	177.4	-
Net profit attributable to equity holders of the Co.	13.8	-159.5	-	36.2	-184.0	-



As at 30 June 2019; the figure presents the interest of Getin Holding in the equity of the parent company in each country



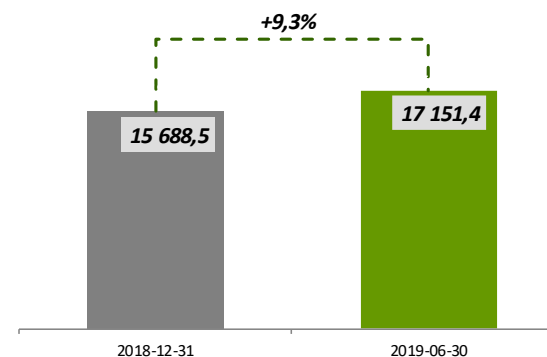
Segment Russia	PLN m			RUB m		
	H1'2019	H1'2018	H1'2019 / H1'2018	H1'2019	H1'2018	H1'2019 / H1'2018
Profit and loss						
Interest income	79.5	63.2	+25.7%	1 357.5	1 070.9	+26.8%
Interest expense	-46.8	-34.8	+34.4%	-799.6	-589.9	+35.6%
Net interest income	32.7	28.4	+15.0%	557.9	481.0	+16.0%
Net fee and commission income	12.0	11.1	+7.7%	204.7	188.3	+8.7%
Other operating income and expense	22.9	21.4	+7.3%	391.4	361.6	+8.2%
Net operating income	67.5	60.9	+11.0%	1 153.9	1 030.9	+11.9%
Overhead costs	-46.7	-43.9	+6.4%	-798.2	-743.5	+7.4%
Provision	-7.8	-7.1	+10.0%	-133.2	-120.0	+10.9%
Share in result of cons. units of equity method	1.6	1.2	+30.5%	27.0	20.5	+31.7%
Profit before income tax	14.6	11.1	+31.7%	249.6	187.8	+32.9%
Income tax	-3.9	-2.6	+50.8%	-66.6	-43.8	+52.2%
Net profit (loss), including:	10.7	8.5	+25.9%	182.9	144.1	+27.0%

Balance sheet	PLN m			RUB m		
	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	0.0	0.0	-80.0%	0.0	0.1	-81.7%
Amounts due from banks	41.5	46.4	-10.6%	700.7	857.9	-18.3%
Net investments in financial lease	1 015.4	848.8	+19.6%	17 151.4	15 688.5	+9.3%
Intangible assets	0.7	0.6	+5.9%	11.2	11.6	-3.2%
Tangible fixed assets	11.6	4.1	x2.8	195.2	75.4	x2.6
Other assets	113.9	114.2	-0.3%	1 923.3	2 111.5	-8.9%
Total Assets	1 182.9	1 014.1	+16.6%	19 981.8	18 744.9	+6.6%
Amounts due to banks	838.5	683.1	+22.8%	14 163.2	12 625.9	+12.2%
Debt securities in issue	49.9	69.3	-28.0%	842.1	1 280.3	-34.2%
Other liabilities	88.1	73.8	+19.4%	1 488.2	1 364.3	+9.1%
Equity	206.5	188.0	+9.9%	3 488.2	3 474.4	+0.4%
Total liabilities and equity	1 182.9	1 014.1	+16.6%	19 981.8	18 744.9	+6.6%

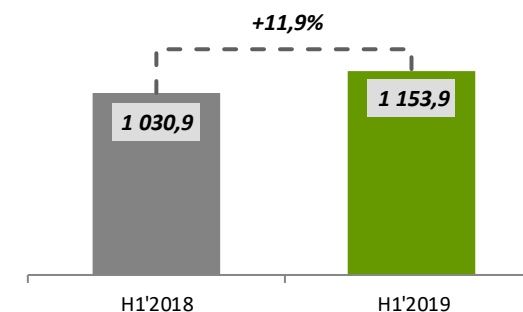
Performance indicators	H1'2019	H1'2018
NIM	6,7%	7,7%
COR	1,7%	2,0%
COF	11,4%	12,0%
ROE	10,9%	8,8%
ROA	1,9%	2,0%
C/I	69,2%	72,1%

- 📈 Increase of sales by **23.9%** YoY to over RUB 10.4 bn.
- 📈 Segment Russia reported **positive net profit** of RUB **182.9** mn in H1 2019, up by **27%** YoY
- 📈 **Total assets up by 6.6%** YTD to nearly RUB 20 bn
- 📈 **NFC and NII in RUB up by 16% and 8.7% YoY**
- 📈 Operating expenses increased, mainly driven by business expansion and headcount increase by 3% YoY (16.4% in sales)
- 📈 **LLPs in RUB up by 10.9% YoY thanks to increased production and growing portfolio**
- 📈 Carcade paid Getin Holding a dividend of PLN 5.2 mn in H1 2019
- 📈 Fitch rating B+, outlook stable

Leasing receivables
[RUB mn]



Net operating income
[RUB mn]





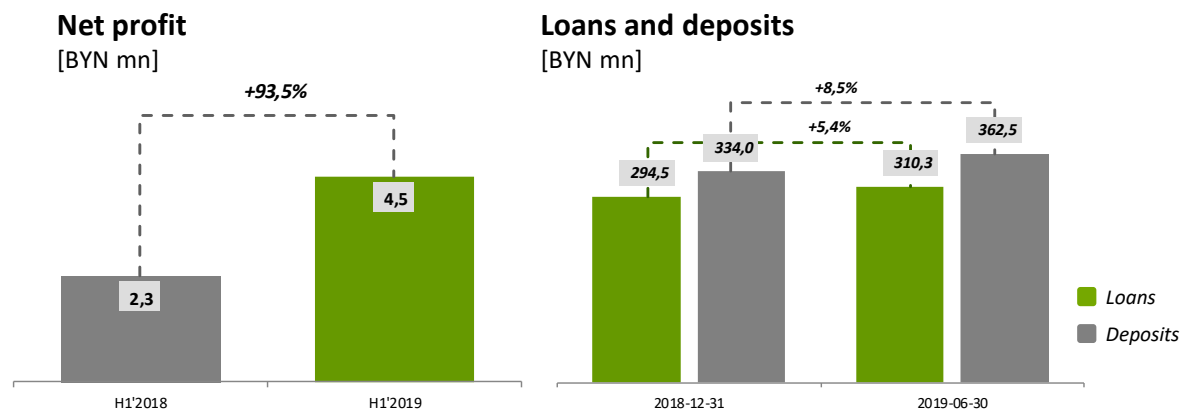
Consolidated data

Profit and loss	PLN m			BYN m		
	H1'2019	H1'2018*	H1'2019 / H1'2018*	H1'2019	H1'2018	H1'2019 / H1'2018
Interest income	41.8	37.4	+11.8%	23.2	21.2	+9.6%
Interest expense	-21.0	-15.9	+32.2%	-11.7	-9.0	+29.7%
Net interest income	20.8	21.5	-3.3%	11.5	12.2	-5.1%
Net fee and commission income	6.7	6.5	+3.1%	3.7	3.7	+1.1%
Other operating income and expense	16.4	13.8	+18.9%	9.1	7.8	+16.6%
Net operating income	43.9	41.8	+5.0%	24.4	23.7	+3.0%
Overhead costs	-30.4	-33.0	-7.9%	-16.8	-18.6	-9.7%
Provision	-2.1	-1.9	+8.2%	-1.2	-1.1	+6.2%
Profit before income tax	11.5	6.9	+65.7%	6.4	3.9	+62.6%
Income tax	-3.5	-2.9	+20.9%	-1.9	-1.6	+18.6%
Net profit (loss)	8.0	4.1	+97.3%	4.5	2.3	+93.5%

Balance sheet	PLN m			BYN m		
	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	129.1	171.9	-24.9%	70.1	97.6	-28.2%
Amounts due from banks	53.9	34.4	+57.0%	29.3	19.5	+50.2%
Amounts due from clients	571.4	518.8	+10.1%	310.3	294.5	+5.4%
Tangible fixed assets	27.7	28.3	-2.0%	15.0	16.0	-6.3%
Other assets	70.5	36.4	+93.5%	38.3	20.7	+85.1%
Total Assets	852.6	789.8	+7.9%	463.1	448.4	+3.3%
Amounts due to banks	4.8	28.2	-82.9%	2.6	16.0	-83.6%
Deposits	667.3	588.3	+13.4%	362.5	334.0	+8.5%
Other liabilities	32.9	11.8	x2.8	17.9	6.7	x2.7
Equity	147.5	161.5	-8.7%	80.1	91.7	-12.7%
Total liabilities and equity	852.6	789.8	+7.9%	463.1	448.4	+3.3%

Performance indicators	H1'2019	H1'2018
NIM	5,5%	6,9%
COR	0,8%	0,9%
COF	6,4%	5,8%
ROE	10,4%	5,8%
ROA	2,0%	1,2%
C/I	69,1%	78,8%

- Net profit in H1 2019 at BYN 4.5 mn vs BYN 2.3 mn in H1 2018; marked improvement
- NFC up by 1.1% YoY, NII down by 5.1% (in BYN) – impact of continued interest margin squeeze imposed by the regulator
- Sales at BYN 137.9 mn vs BYN 132.1 mn in H1 2018
- Loans up by 5.4% YoY, deposits up by 8.5% YoY (in BYN)
- NIM = 5.5% vs 6.9% in 2018
- Operating expenses down by over 9.7% (in BYN) – reduced footprint of the branch network combined with a stronger focus on online channels
- CAR = 17.63%, TIER 1 = 12.45%
- Implementation of the digitisation project: strong focus on online sales. As at 30 June, the share of online sales in acquisition of deposits was 45% and the share in loan sales was 23.9%.
- The Bank paid a dividend of PLN 21.7 mn in H1 2019



Segment :: UKRAINE

Profit and loss	PLN m		UAH m			
	H1'2019	H1'2018	H1'2019 / H1'2018	H1'2019	H1'2018	H1'2019 / H1'2018
Interest income	128.6	91.3	+40.8%	910.5	689.7	+32.0%
Interest expense	-33.7	-25.3	+33.6%	-238.9	-190.7	+25.2%
Net interest income	94.9	66.1	+43.6%	671.7	498.9	+34.6%
Net fee and commission income	36.2	17.7	x2.0	256.4	133.8	+91.6%
Other operating income and expense	3.4	7.1	-51.9%	24.1	53.6	-54.9%
Net operating income	134.5	90.9	+48.0%	952.2	686.3	+38.7%
Overhead costs	-38.8	-32.3	+20.1%	-274.8	-244.0	+12.6%
Provision	-41.2	-24.4	+69.0%	-292.0	-184.2	+58.5%
Profit before income tax	54.4	34.2	+59.3%	385.4	258.0	+49.4%
Income tax	-9.9	-6.3	+57.9%	-70.3	-47.5	+48.1%
Net profit (loss)	44.5	27.9	+59.6%	315.1	210.5	+49.6%

Balance sheet	PLN m		UAH m			
	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	35.0	22.3	+57.0%	245.5	164.5	+49.3%
Amounts due from banks	54.7	27.8	+97.1%	383.4	204.5	+87.5%
Amounts due from clients	555.3	457.0	+21.5%	3 891.6	3 367.8	+15.6%
Financial instruments	41.0	47.3	-13.3%	287.3	348.6	-17.6%
Tangible fixed assets	21.5	13.9	+55.0%	150.6	102.2	+47.4%
Other assets	27.1	26.6	+2.0%	189.9	195.8	-3.0%
Total Assets	734.7	594.8	+23.5%	5 148.4	4 383.4	+17.5%
Amounts due to banks	11.1	34.4	-67.8%	77.8	253.8	-69.3%
Deposits	571.3	444.4	+28.5%	4 003.2	3 274.8	+22.2%
Debt securities in issue	0.1	0.2	-56.3%	0.7	1.8	-58.4%
Other liabilities	44.9	16.5	x2.7	314.6	121.4	x2.6
Equity	107.3	99.3	+8.1%	752.1	731.7	+2.8%
Total liabilities and equity	734.7	594.8	+23.5%	5 148.4	4 383.4	+17.5%

Performance indicators	H1'2019	H1'2018
NIM	30,6%	27,4%
COR	16,3%	12,3%
COF	12,6%	11,4%
ROE	86,2%	97,5%
ROA	13,4%	10,7%
C/I	28,9%	35,6%

Net profit of Segment Ukraine at UAH 315.1 mn in H1 2019 vs UAH 210.5 mn in Q1 2018.

The profit of the segment includes:

- Net profit of the Bank at UAH 190.4 mn vs UAH 132.9 mn
- Net profit of NFS Group at UAH 135.1 mn vs UAH 84.6 mn

Loan sales up by 16.7% YoY in H1 2019

Operating income in UAH up by 38.7% YoY

Costs under control: C/I = 28.9% vs 35.6% in H1 2018.

Loan portfolio in UAH up by 15.6% YTD

Net provisions in H1 2019 up by 58.5% YoY mainly due to:

- Bigger sales in H1 2019 vs H2 2018, contributing negative ca. UAH 21 mn
- Bigger sales in previous periods (the portfolio is still on the books and evolves in accordance with the risk appetite approved for 2019), contributing negative UAH 72 mn
- Higher loss rate of the portfolio (slightly less effective debt enforcement and the pursued credit policy), contributing negative ca. UAH 6.8 mn

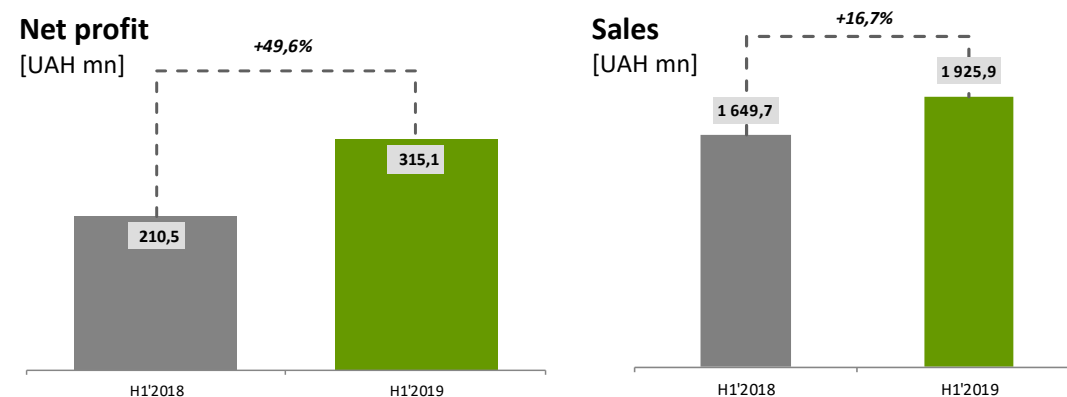
Results of the Segment driven by FX income of UAH 11.1 mn

Idea Bank Ukraine paid PLN 23.8 mn dividend to Getin Holding in April

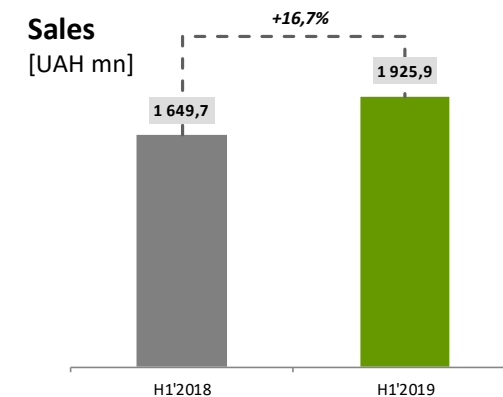
CAR = 17.72%, TIER 1 = 10.94% (Bank alone)

Net profit

[UAH mn]


Sales

[UAH mn]



Segment :: ROMANIA
Consolidated data
PLN m

Profit and loss	H1'2019	H1'2018	H1'2019 / H1'2018
Interest income	55.5	49.4	+12.4%
Interest expense	-20.5	-16.7	+22.6%
Net interest income	35.0	32.7	+7.2%
Net fee and commission income	13.8	13.1	+5.2%
Other operating income and expense	14.3	13.1	+9.2%
Net operating income	63.1	58.9	+7.2%
Overhead costs	-46.4	-41.0	+13.1%
Provision	-8.7	-7.6	+14.1%
Profit before income tax	8.1	10.3	-21.7%
Income tax	-1.6	-2.1	-22.0%
Net profit (loss)	6.4	8.2	-21.6%

PLN m

Balance sheet	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	436.5	440.7	-1.0%
Amounts due from banks	37.7	31.4	+19.9%
Amounts due from clients	749.6	754.8	-0.7%
Net investments in financial lease	793.9	783.9	+1.3%
Financial instruments	167.3	174.2	-4.0%
Intangible assets	12.3	11.2	+10.1%
Tangible fixed assets	47.1	26.0	+81.0%
Other assets	73.9	63.6	+16.1%
Total Assets	2 318.3	2 285.8	+1.4%
Amounts due to banks	289.4	324.3	-10.8%
Deposits	1 725.0	1 667.9	+3.4%
Debt securities in issue	48.3	70.4	-31.4%
Other liabilities	84.8	54.8	+54.8%
Equity	170.9	168.4	+1.4%
Total liabilities and equity	2 318.3	2 285.8	+1.4%

- Net profit at PLN 6.4 mn in H1 2019** vs PLN 8.2 mn in H1 2018 – decrease due to new levies: a tax on assets and higher fees paid to the local banking guarantee fund, as well as the cost of the currency conversion of Idea Investment bonds, totalling RON 2.3 mn vs RON 0.3 mn in H1 2018
- Sales of the Group at PLN 453.7 mn**, down by 15.8% YoY, including:
 - **Bank: PLN 202.4 mn**, -28.5% vs H1 2018 – NBR reduced the maximum allowed DTI
 - **Leasing: PLN 251,3 mn**, -1.6% vs H1 2018
- NII up by 7.2%, NFC up by 5.2% in PLN**
- Loan portfolio down by 1.1%, leasing portfolio up by 6.1% YoY**
- Defended NIM on a competitive market**
- Segment's total assets up by 6.7% YoY**
- Digitisation, sales network expansion**
- CAR Group/Bank= 15.1%/15.6%; TIER 1 Group/Bank = 11.3%/11.2%**
- The Group redeemed Idea Investment bonds at PLN 26.3 mn**

Performance indicators	H1'2019	H1'2018
NIM	3,2%	3,3%
COR	1,1%	1,1%
COF	2,0%	1,8%
ROE	7,6%	10,6%
ROA	0,6%	0,8%
C/I	73,4%	69,6%

Profits under pressure of the restructuring programme



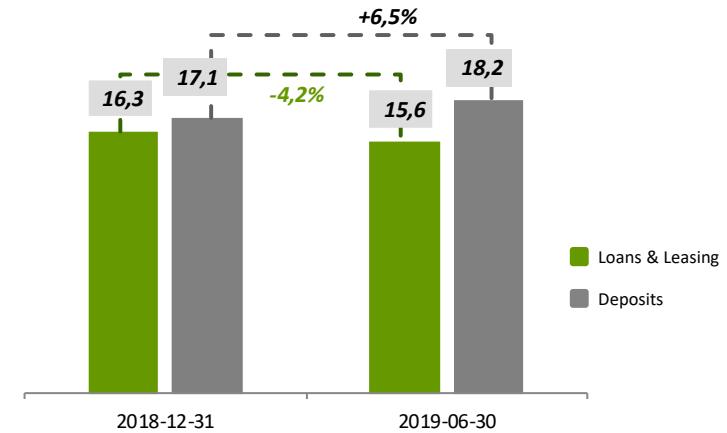
PLN m

Profit and loss	H1'2019	H1'2018	H1'2019 / H1'2018
Net interest income	264.1	303.2	-12.9%
Net fee and commission income	53.5	-162.3	-
Other operating income and expense	-49.3	-160.3	-69.2%
Net operating income	268.3	-19.5	-
Overhead costs	-210.0	-225.9	-7.0%
Provision	-164.0	-158.9	+3.2%
Share in result of cons. units of equity method	3.4	11.6	-70.8%
Profit before income tax	-102.3	-392.6	-73.9%
Income tax	23.9	24.2	-1.1%
Profit (loss) from continuing operations	-78.4	-368.4	-78.7%
Profit (loss) from discontinued operations	-1.4	-7.5	-81.0%
Net profit (loss)	-79.8	-375.9	-78.8%

PLN m

Balance sheet	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	200.6	884.7	-77.3%
Amounts due from banks	237.3	204.7	+15.9%
Amounts due from clients	15 507.5	16 179.9	-4.2%
Net investments in financial lease	99.7	103.4	-3.6%
Financial instruments	3 659.8	2 122.0	+72.5%
Intangible assets	161.6	167.6	-3.6%
Tangible fixed assets	141.8	137.1	+3.5%
Other assets	546.8	672.2	-18.7%
Total Assets	20 555.1	20 471.6	+0.4%
Amounts due to banks	31.9	78.7	-59.4%
Deposits	18 198.0	17 082.8	+6.5%
Debt securities in issue	524.3	523.7	+0.1%
Other liabilities	1 604.0	2 513.6	-36.2%
Equity	196.9	272.7	-27.8%
Total liabilities and equity	20 555.1	20 471.6	+0.4%

Loans, leasing, and deposits
[PLN bn]



- Loss in H1 but net profit at PLN 1 mn in Q2; Bank's stand-alone profit PLN 41 mn
- Gradual recovery of capital ratios: TCR 2.11% at the Group and 3.48% at the Bank (+36 bps and +25 bps QoQ, respectively)
- Q2 results include one-off provisions for restructuring at PLN 35.1 mn gross
- NII at PLN 264.1 mn vs PLN 303.2 mn in H1 2018: higher cost of funding
- NFC at PLN 53.5 mn vs negative PLN 162.3 mn in H1 2018
- Operating expenses down by 7.0% thanks to restructuring measures
- Net provisions up by 3.2% YoY
- Indepth restructuring and model changes under implementation

Annex 1: Profit and Loss Account for Q2 2019

Q2'2019 PLN m	Idea Bank Poland Group	Russia Segment	Belarus Segment	Ukraine Segment	Romania Segment	MW Trade	Getin Holding	Cons. adj.	Getin Holding Group
Interest income	293.8	41.0	21.6	68.9	27.6	4.5	0.2	-4.4	453.1
Interest expense	-136.2	-24.0	-11.5	-18.3	-10.3	-2.6	-3.2	4.8	-201.3
Net interest income	157.6	16.9	10.0	50.6	17.3	1.9	-3.0	0.3	251.8
Net fee and commission income	22.5	6.6	3.3	18.7	7.3	0.1	0.0	-0.3	58.2
Other operating income and expense	-32.7	14.0	8.9	1.6	7.0	0.0	33.8	-25.8	6.9
Net operating income	147.4	37.5	22.2	71.0	31.7	2.1	30.8	-25.8	316.9
Overhead costs	-101.1	-23.3	-15.8	-20.5	-23.4	-1.2	-4.3	3.4	-186.2
Provision	-75.6	-4.7	-1.0	-21.7	-4.2	0.1	0.0	-0.4	-107.6
Share in result of cons. units of equity method	2.2	0.7	0.0	0.0	0.0	0.0	0.0	-0.7	2.2
Profit before income tax	-27.1	10.2	5.4	28.8	4.1	1.0	26.5	-23.6	25.3
Income tax	28.4	-3.1	-1.7	-5.3	-0.9	-0.2	-5.1	0.0	12.1
Profit (loss) from continuing operations	1.3	7.1	3.7	23.5	3.1	0.8	21.4	-23.6	37.4
Profit (loss) from discontinued operations	-0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.3
Net profit (loss)	1.0	7.1	3.7	23.5	3.1	0.8	21.4	-23.6	37.1
Non-controlling interest									-0.8
Net profit attributable to equity holders of the Co.									36.2

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Legal Support, 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 H1 2019

H1'2019 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	541.8	79.5	41.8	128.6	55.5	9.2	0.5	-9.4	847.5
Interest expense	-277.7	-46.8	-21.0	-33.7	-20.5	-5.4	-6.7	10.0	-401.8
Net interest income	264.1	32.7	20.8	94.9	35.0	3.8	-6.2	0.6	445.7
Net fee and commission income	53.5	12.0	6.7	36.2	13.8	0.1	0.0	-0.4	121.9
Other operating income and expense	-49.3	22.9	16.4	3.4	14.3	0.1	87.4	-76.9	18.2
Net operating income	268.3	67.5	43.9	134.5	63.1	4.0	81.2	-76.7	585.8
Overhead costs	-210.0	-46.7	-30.4	-38.8	-46.4	-2.3	-8.7	6.9	-376.4
Provision	-164.0	-7.8	-2.1	-41.2	-8.7	0.2	0.0	-0.4	-224.1
Share in result of cons. units of equity method	3.4	1.6	0.0	0.0	0.0	0.0	0.0	-1.6	3.4
Profit before income tax	-102.3	14.6	11.5	54.4	8.1	1.9	72.5	-71.9	-11.2
Income tax	23.9	-3.9	-3.5	-9.9	-1.6	-0.3	-13.9	-0.1	-9.2
Profit (loss) from continuing operations	-78.4	10.7	8.0	44.5	6.4	1.6	58.7	-71.9	-20.4
Profit (loss) from discontinued operations	-1.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1.4
Net profit (loss)	-79.8	10.7	8.0	44.5	6.4	1.6	58.7	-71.9	-21.8
Non-controlling interest									35.6
Net profit attributable to equity holders of the Co.									13.8

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Legal Support, 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 30 June 2019

2019-06-30 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	200.6	0.0	129.1	35.0	436.5	0.0	0.0	0.0	801.2
Amounts due from banks and financial institutions	237.3	41.5	53.9	54.7	37.7	3.7	19.2	-23.4	424.6
Amounts due from clients	15 507.5	0.0	571.4	555.3	749.6	0.0	0.0	-380.3	17 003.5
Net investments in financial lease	99.7	1 015.4	0.0	0.0	793.9	0.0	0.4	-0.3	1 909.1
Other loans and receivables	14.1	0.0	0.0	0.0	0.0	243.0	0.0	0.0	257.1
Financial instruments	3 659.8	0.0	27.6	41.0	167.3	0.0	37.4	-25.2	3 907.9
Investments in associates	228.0	38.1	0.0	2.2	0.0	0.0	812.0	-852.3	228.0
Intangible assets	161.6	0.7	16.1	7.2	12.3	0.1	0.0	72.9	270.9
Tangible fixed assets	141.8	11.6	27.7	21.5	47.1	1.6	6.2	-0.7	256.7
Investment property	41.3	0.0	19.7	1.1	2.4	0.0	0.0	0.0	64.5
Tax assets	5.2	23.8	2.9	6.0	9.8	3.3	12.5	11.1	74.6
Other assets	258.1	52.0	4.2	10.6	61.8	0.5	195.3	-32.6	549.9
Total Assets	20 555.1	1 182.9	852.6	734.7	2 318.3	252.1	1 083.0	-1 230.7	25 748.0
Liabilities to other banks and financial institutions	31.9	838.5	4.8	11.1	289.4	108.1	140.5	-379.1	1 045.2
Financial liabilities held for trading	1 216.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1 216.1
Liabilities to customers	18 198.0	0.0	667.3	571.3	1 725.0	0.0	0.0	-1.4	21 160.2
Liabilities arising from the issue of debt securities	524.3	49.9	21.2	0.1	48.3	56.8	48.3	-31.1	717.8
Other liabilities measured at amortized cost	53.7	7.3	6.0	6.9	47.0	0.1	52.0	-22.9	150.1
Other liabilities	334.2	80.8	5.7	38.0	37.8	0.7	4.5	-22.2	479.6
Total liabilities	20 358.2	976.4	705.1	627.4	2 147.4	165.8	245.2	-456.6	24 768.9
Equity	196.9	206.5	147.5	107.3	170.9	86.3	837.8	-774.1	979.1
Total liabilities and equity	20 555.1	1 182.9	852.6	734.7	2 318.3	252.1	1 083.0	-1 230.7	25 748.0

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Legal Support, 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

Appendix

Strong sales and further improvement of profits

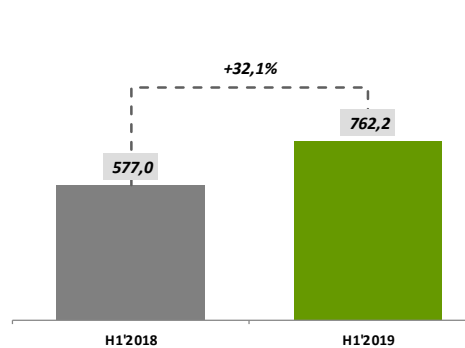


Profit and loss	PLN m			UAH m		
	H1'2019	H1'2018	H1'2019 / H1'2018	H1'2019	H1'2018	H1'2019 / H1'2018
Interest income	126.6	90.6	+39.8%	896.6	684.1	+31.1%
Interest expense	-33.4	-24.1	+38.4%	-236.2	-182.0	+29.8%
Net interest income	93.3	66.5	+40.3%	660.4	502.0	+31.5%
Net fee and commission income	11.5	7.7	+49.9%	81.3	57.8	+40.5%
Other operating income and expense	2.9	2.3	+28.1%	20.5	17.1	+20.1%
Net operating income	107.7	76.4	+40.9%	762.2	577.0	+32.1%
Overhead costs	-34.4	-29.5	+16.8%	-243.7	-222.6	+9.5%
Provision	-40.3	-25.3	+59.0%	-285.1	-191.3	+49.0%
Profit before income tax	33.0	21.6	+52.6%	233.3	163.1	+43.1%
Income tax	-6.1	-4.0	+51.8%	-42.9	-30.2	+42.3%
Net profit (loss)	26.9	17.6	+52.8%	190.4	132.9	+43.2%

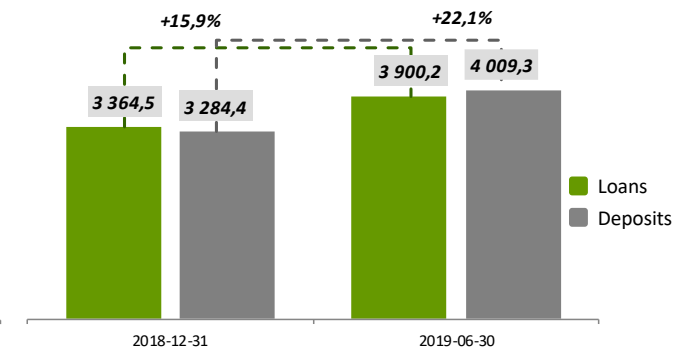
Balance sheet	PLN m			UAH m		
	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	35.0	22.3	+57.0%	245.5	164.5	+49.3%
Amounts due from banks	54.7	27.0	x2.0	383.4	198.6	+93.0%
Amounts due from clients	556.6	456.6	+21.9%	3 900.2	3 364.5	+15.9%
Financial instruments	41.0	47.3	-13.3%	287.3	348.6	-17.6%
Tangible fixed assets	20.8	13.1	+58.6%	145.5	96.4	+50.9%
Other assets	14.5	13.2	+10.2%	101.7	97.1	+4.8%
Total Assets	722.6	579.4	+24.7%	5 063.7	4 269.7	+18.6%
Amounts due to banks	11.1	11.0	+1.1%	77.8	81.0	-3.9%
Deposits	572.1	445.7	+28.4%	4 009.3	3 284.4	+22.1%
Debt securities in issue	0.1	0.2	-56.3%	0.7	1.8	-58.4%
Other liabilities	23.8	15.5	+53.4%	166.6	114.2	+45.9%
Equity	115.5	107.0	+7.9%	809.2	788.4	+2.6%
Total liabilities and equity	722.6	579.4	+24.7%	5 063.7	4 269.7	+18.6%

- Marked improvement of the net profit of the Bank: up by 43.2% YoY
- Strong growth of loan sales in H1 to UAH 1.9 bn, up by 16.7% YoY
- COR = 15.6%, NIM on new sales at 29.7%.
- Costs under control: C/I = 32% vs 38.6% in H1 2018
- Increase of provisions mainly driven by a more restrictive provisioning policy for the non-impaired portfolio following the implementation of IFRS 9 combined with bigger sales
- Total assets up by 18.6%

Net operating income [UAH mn]



Loans and deposits [UAH mn]



Good quarter of the intermediation business



Profit and loss	PLN m			UAH m		
	H1'2019	H1'2018	H1'2019 / H1'2018	H1'2019	H1'2018	H1'2019 / H1'2018
Net interest income	-0.4	-1.2	-64.4%	-2.6	-8.7	-69.6%
Net fee and commission income	24.7	10.1	+2.5%	175.1	75.9	x2.3
Other operating income and expense	4.3	9.4	-12.4%	30.1	70.9	-57.6%
Net operating income	28.6	18.3	+1.4%	202.5	138.2	+46.6%
Overhead costs	-4.4	-5.5	+13.6%	-31.0	-41.8	-25.9%
Provision	-1.0	0.9	x2.6	-6.9	7.1	-
Profit before income tax	23.3	13.7	-4.3%	164.7	103.4	+59.2%
Income tax	-4.2	-2.5	-4.3%	-29.6	-18.8	+57.3%
Net profit (loss)	19.1	11.2	-4.3%	135.1	84.6	+59.6%

Balance sheet	PLN m			UAH m		
	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Amounts due from banks	0.3	1.5	-81.2%	2.0	11.1	-82.1%
Amounts due from clients	0.5	2.8	-80.6%	3.8	20.8	-81.5%
Tangible fixed assets	0.7	0.8	-6.4%	5.0	5.6	-11.0%
Other assets	10.5	11.6	-8.9%	73.9	85.3	-13.4%
Total Assets	12.1	16.7	-27.5%	84.7	122.9	-31.1%
Amounts due to banks	0.0	23.5	-100.0%	0.0	172.8	-100.0%
Other liabilities	21.8	1.9	x11.2	152.6	14.3	x10.6
Equity	-9.7	-8.7	+11.0%	-67.9	-64.3	+5.6%
Total liabilities and equity	12.1	16.7	-27.5%	84.7	122.9	-31.1%

- 📊 **NFS profit at 135.1 mn, up by 59.6% YoY**
- 📊 **Costs under control: C/I = 15.3%**
- 📊 **90% of the debt enforcement business transferred to Idea Bank Ukraine in Q2**
- 📊 **Focus on lending and insurance intermediary services in view of limited further growth in debt enforcement**
- 📊 **NFS paid back part of its debt to Getin Holding early**

Continued growth despite new levies and harsh competition



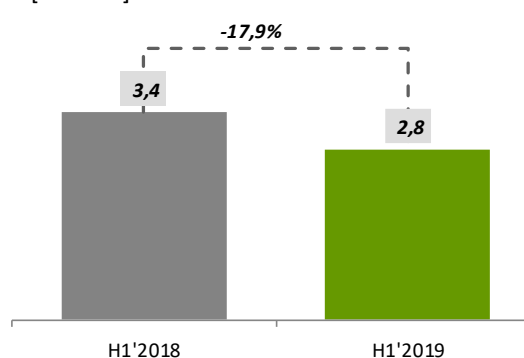
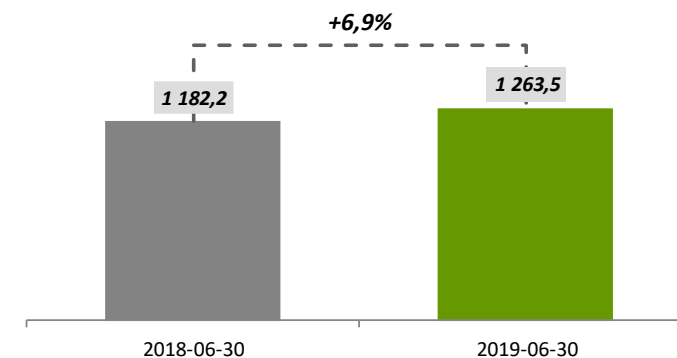
PLN m

Profit and loss	H1'2019	H1'2018	H1'2019 / H1'2018
Interest income	44.9	36.8	+22.0%
Interest expense	-15.6	-10.7	+46.1%
Net interest income	29.2	26.1	+12.1%
Net fee and commission income	4.6	5.4	-15.6%
Other operating income and expense	9.6	7.9	+21.8%
Net operating income	43.4	39.4	+10.2%
Overhead costs	-32.9	-28.5	+15.7%
Provision	-7.6	-6.8	+10.8%
Profit before income tax	2.9	4.1	-29.0%
Income tax	-0.1	-0.7	-82.6%
Net profit (loss)	2.8	3.4	-17.9%

PLN m

Balance sheet	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Cash and balances in the Central Bank	436.5	440.7	-1.0%
Amounts due from banks	36.5	29.8	+22.6%
Amounts due from clients	1 263.5	1 238.0	+2.1%
Financial instruments	167.3	174.2	-4.0%
Intangible assets	12.0	10.8	+10.8%
Tangible fixed assets	43.4	24.7	+75.4%
Other assets	53.5	48.4	+10.6%
Total Assets	2 012.7	1 966.7	+2.3%
Amounts due to banks	26.8	42.8	-37.5%
Deposits	1 739.8	1 694.8	+2.7%
Debt securities in issue	42.2	42.6	-1.0%
Other liabilities	55.0	36.9	+49.0%
Equity	148.9	149.6	-0.5%
Total liabilities and equity	2 012.7	1 966.7	+2.3%

- Net profit at PLN 2.8 mn in Q1 2019 vs PLN 3.4 mn in Q1 2018: one-off i.e. tax on assets at PLN 0.6 mn and higher fees to the local bank guarantee fund at PLN 1.2 mn
- Loans up by 2.1% YTD (+6.9% YoY)
- NII up by 12.1% YoY
- Low NFC mainly due to strong competition pressure and customer acquisition wars
- Bank sales at RON 224.1 mn vs RON 310.9 mn in H1 2018: driven by NBR's reduction of the maximum allowed DTI
- Rising operating expenses mainly driven by customer acquisition wars aimed to reduce the effect of refinancing, sales network expansion, and payroll pressures.
- NIM at 3.1%
- Risk under control: COR = 1.2%

Net profit
[PLN mn]Loan portfolio (YoY)
[PLN mn]

Idea Bank
Fresh banking from Poland



PLN m

Profit and loss	H1'2019	H1'2018	H1'2019 / H1'2018
Interest income	9.2	10.1	-9.3%
Interest expense	-4.7	-5.1	-6.1%
Net interest income	4.5	5.1	-12.4%
Net fee and commission income	9.2	7.7	+19.1%
Other operating income and expense	4.4	5.1	-12.5%
Net operating income	18.1	17.9	+1.1%
Overhead costs	-13.2	-12.5	+5.1%
Provision	-1.2	-0.7	+79.2%
Profit before income tax	3.8	4.7	-20.2%
Income tax	-1.2	-1.3	-6.6%
Net profit (loss)	2.5	3.4	-25.3%

PLN m

Balance sheet	2019-06-30	2018-12-31	2019-06-30 / 2018-12-31
Amounts due from banks	15.3	27.8	-45.0%
Amounts due from clients	40.1	45.6	-12.0%
Net investments in financial lease	238.5	256.4	-7.0%
Intangible assets	0.3	0.3	-16.0%
Tangible fixed assets	3.5	1.1	x3.2
Other assets	31.2	18.6	+67.5%
Total Assets	328.8	349.8	-6.0%
Amounts due to banks	264.7	284.0	-6.8%
Other liabilities	29.8	17.8	+66.8%
Equity	34.4	48.0	-28.3%
Total liabilities and equity	328.8	349.8	-6.0%

- ③ **Net profit at PLN 2.5 mn in H1 2019 vs PLN 3.4 mn in H1 2018 – change of the financing model and transfer of the entire debt portfolio to the Bank**
- ③ **Sales at 251.3 mn, down by 1.6% YoY**
- ③ **NFC up by 19.1% YoY**
- ③ **NII down by 12.4% YoY**
- ③ **NIM at 2.9%.**
- ③ **COR in leasing at 0.8%.**

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