



## Presentation of the Group's Financial Results for 2019

Warsaw, 31 March 2020



# Macroeconomic conditions



## POLAND

- GDP growth at 3.2% in Q4 vs 3.9% in Q3
- Inflation 3.6% (YoY) in February
- Unemployment rate at 5.5% in February (vs 5.0% in December 2019)
- Interest rates cut by 50 bps to 1%
- Risk of a deep correction in the wake of the coronavirus
- Sharp depreciation of PLN vs USD, EUR and CHF



## RUSSIA

- GDP growth at 1.7% in Q4
- Inflation 2.3% in February vs 3.0% YoY in December
- Unemployment 4.0% in February
- Reference rate cut to 6.0% in February in continuation of cuts starting in April 2019, from 7.75%
- Risk of collapse if the coronavirus contagion spreads faster
- Strong depreciation of the rouble



## BELARUS

- GDP growth at 1.2% in 2019 vs 3.3% in 2018
- NBB continues the interest rate cut policy. The rate is at 8.75% since February vs 10% in December
- Inflation 4.4% in February vs 4.7% in January
- Further interest margin squeeze (loans/deposits) imposed by the regulator
- Risk of stress caused by the coronavirus
- BYN follows the exchange rate of the rouble



## UKRAINE

- No GDP growth in Q4 2019, market expects the trend to persist in Q1 2020
- Inflation 2.4% in February vs 3.2% in January.
- Unemployment 8.7% in December
- Continued rate cuts to 10% vs 11.0% in January
- Reactivated Normandy format talks – expected mobilisation to regulate the Donbas conflict
- Risk of recession due to the coronavirus contagion and national lockdown
- UAH depreciation due to COVID-19



## ROMANIA

- GDP growth 4.3% in Q4 2019
- Inflation 3.1% in February
- Unemployment 3.9% in January vs 4.0% in December
- ROBOR 3M oscillating between 3.24% and 2.61% year to date, falling sharply in late March

### FX RATES USED IN THE CONVERSION OF COMPANIES' RESULTS

Exchange rates	2019'12	2018'12	Y/Y
RUB	0,0611	0,0541	+12,9%
RUB average	0,0596	0,0576	+3,4%
UAH	0,1602	0,1357	+18,1%
UAH average	0,1502	0,1330	+13,0%
BYN	1,8005	1,7615	+2,2%
BYN average	1,8394	1,7759	+3,6%
RON	0,8901	0,9229	-3,6%
RON average	0,9053	0,9165	-1,2%



**In the opinion of the Company's Management, risks to Getin Holding may be generated by:**

- ① deteriorating quality of portfolios due to the standing of clients,
- ① less demand for financial services, in particular loans, reducing interest income and fee and commission income
- ① sharp depreciation of UAH / RUB / BYN,
- ① limited dividend payments from first-tier subsidiaries, causing disruptions in cash flows at Getin Holding level,
- ① regulatory amendments which counterparties may consider Material Adverse Change, posing a risk to the closing of M&A.



**Government programmes of economic support measures for businesses are expected to mitigate those risks but their final shape and impact remain unknown.**



**The Management of Getin Holding is monitoring the markets and reviewing potential measures mitigating the business impact.**

# Structure and growth rate of the drivers of Group results in 12M 2019

↑ The Group's net profit at PLN 54.1 million in Q4 2019 – all markets in the black

#### INCREMENTAL :

↑ Continued growth of foreign operations – net profit of foreign operations PLN 155 mn in 2019 vs PLN 122.1 mn in 2018.

↑ Getin Holding's separate profit at PLN 62.7 mn vs (PLN 687.7 mn) in 2018: impact of dividends paid by Idea Bank Ukraine, NFS, Belarus and Carcade.

↑ Net profit of the Group attributable to the majority shareholders at PLN 101.3 mn vs loss of (PLN 958.5 mn) in 2018

↑ Reduction of financial liabilities of Getin Holding (separate) from PLN 299.9 mn as at 31.12.2018 to PLN 238.9 mn as at 31.12.2019.

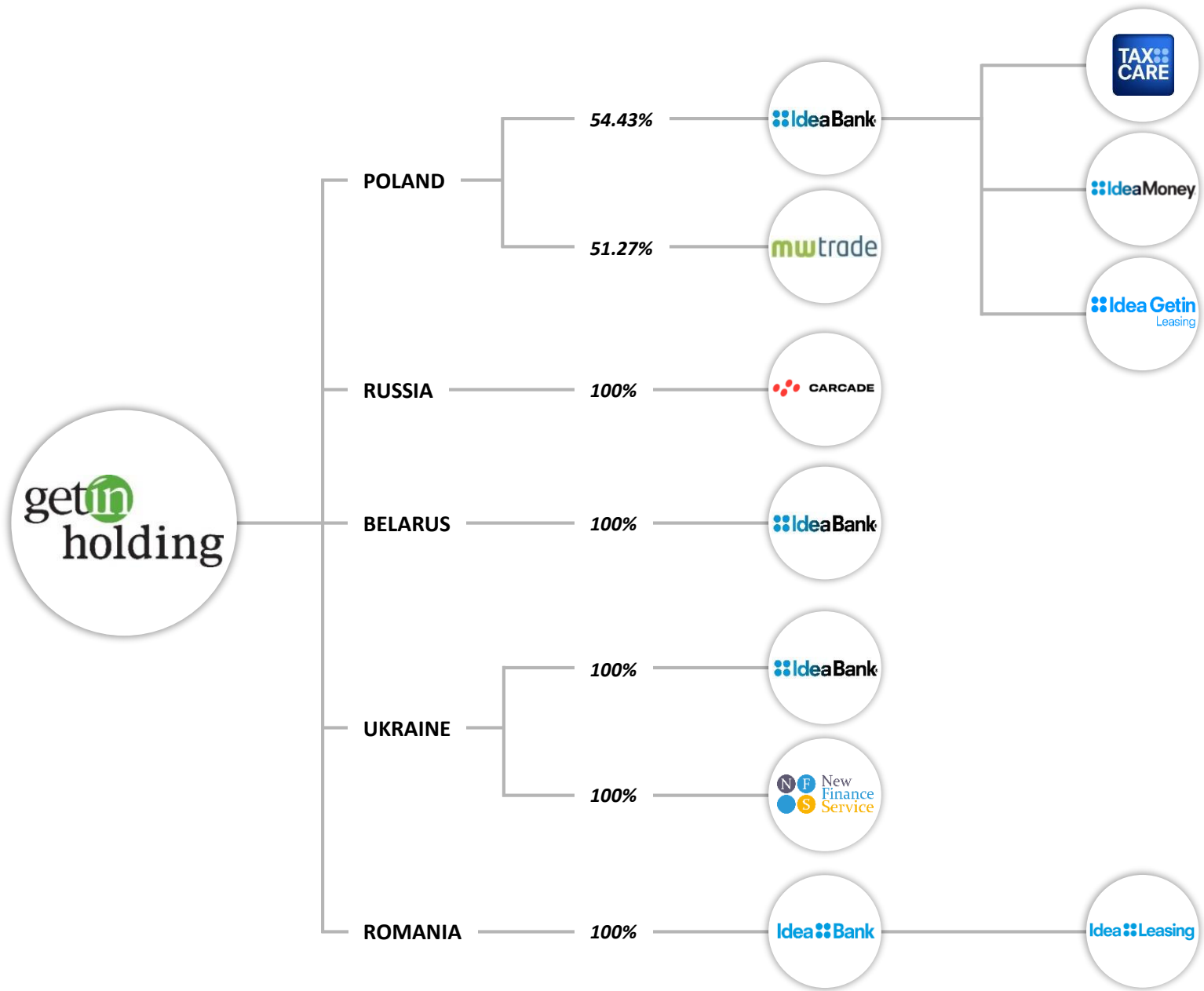
↓ Adverse impact of temporarily high costs of calming the liquidity turbulences in November 2018 and higher provisions at the level of Idea Bank Group Poland.

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

PLN m

	2019	2018	2019 / 2018
<b>International</b>	<b>155.0</b>	<b>122.1</b>	<b>+26.9%</b>
Russia	32.1	26.6	+20.9%
Belarus	16.9	15.5	+9.2%
Ukraine	91.9	64.0	+43.7%
Romania	14.0	16.1	-13.1%
<b>MW Trade</b>	<b>-2.1</b>	<b>2.1</b>	<b>-</b>
<b>Getin Holding</b>	<b>62.7</b>	<b>-687.7</b>	<b>-</b>
<b>Idea Bank Polska</b>	<b>-37.3</b>	<b>-1 910.6</b>	<b>-</b>
<b>Non-controlling interest</b>	<b>18.0</b>	<b>869.4</b>	<b>-97.9%</b>
<b>Others &amp; Consolidation Adjustments</b>	<b>-95.0</b>	<b>646.2</b>	<b>-</b>
<b>Net profit attributable to equity holders of the Co.</b>	<b>101.3</b>	<b>-958.5</b>	<b>-</b>

PLN m   Profit and loss	2019	2018	2019 / 2018	Q4'2019	Q4'2018	Q4'2019 / Q3'2019
Interest income	1 693.6	1 523.4	+11.2%	412.8	335.6	+23.0%
Interest expense	-744.1	-657.2	+13.2%	-160.9	-168.0	-4.2%
Net interest income	949.5	866.2	+9.6%	251.9	167.7	+50.3%
Net fee and commission income	254.9	-140.6	-	65.4	-44.0	-
Other operating income and expense	26.9	-463.8	-	-5.3	-382.2	-98.6%
<b>Net operating income</b>	<b>1 231.3</b>	<b>261.8</b>	<b>x4.7</b>	<b>312.0</b>	<b>-258.6</b>	<b>-</b>
Overhead costs	-701.5	-750.7	-6.5%	-170.5	-182.6	-6.7%
Provision	-450.5	-862.7	-47.8%	-102.8	-572.3	-82.0%
Share in result of cons. units of equity method	12.2	26.2	-53.3%	7.8	-6.4	-
<b>Profit before income tax</b>	<b>91.5</b>	<b>-1 325.3</b>	<b>-</b>	<b>46.5</b>	<b>-1 020.0</b>	<b>-</b>
Income tax	-6.1	-426.6	-98.6%	7.5	-414.1	-
<b>Profit (loss) from continuing operations</b>	<b>85.4</b>	<b>-1 751.9</b>	<b>-</b>	<b>-</b>	<b>-1 434.1</b>	<b>-</b>
<b>Profit (loss) from discontinued operations</b>	<b>-2.0</b>	<b>-76.0</b>	<b>-97.3%</b>	<b>-</b>	<b>-66.3</b>	<b>-100.0%</b>
<b>Net profit (loss)</b>	<b>83.3</b>	<b>-1 827.9</b>	<b>-</b>	<b>54.1</b>	<b>-1 500.3</b>	<b>-</b>
Non-controlling interest	18.0	869.4	-97.9%	-13.8	686.1	-
<b>Net profit attributable to equity holders of the Co.</b>	<b>101.3</b>	<b>-958.5</b>	<b>-</b>	<b>40.3</b>	<b>-814.2</b>	<b>-</b>



As at 31 December 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		
	2019	2018	2019 / 2018	2019	2018	2019 / 2018
<b>Profit and loss</b>						
Interest income	177.4	134.1	+32.3%	2 975.9	2 327.1	+27.9%
Interest expense	-98.1	-73.5	+33.4%	-1 644.8	-1 275.7	+28.9%
Net interest income	79.4	60.6	+31.0%	1 331.1	1 051.5	+26.6%
Net fee and commission income	26.7	25.2	+6.3%	448.5	436.4	+2.8%
Other operating income and expense	47.6	49.2	-3.1%	799.0	853.4	-6.4%
<b>Net operating income</b>	<b>153.8</b>	<b>135.0</b>	<b>+13.9%</b>	<b>2 578.7</b>	<b>2 341.2</b>	<b>+10.1%</b>
Overhead costs	-94.1	-87.2	+7.9%	-1 577.6	-1 512.9	+4.3%
Provision	-16.7	-14.9	+12.3%	-279.9	-258.0	+8.5%
Share in result of cons. units of equity method	2.9	0.9	x3.1	49.2	16.3	x3.0
<b>Profit before income tax</b>	<b>45.9</b>	<b>33.8</b>	<b>+35.8%</b>	<b>770.4</b>	<b>586.7</b>	<b>+31.3%</b>
Income tax	-13.8	-7.2	+90.4%	-231.5	-125.8	+84.1%
<b>Net profit (loss)</b>	<b>32.1</b>	<b>26.6</b>	<b>+20.9%</b>	<b>538.8</b>	<b>460.9</b>	<b>+16.9%</b>

Balance sheet	PLN m			RUB m		
	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31
Cash and balances in the Central Bank	0.0	0.0	-40.0%	0.0	0.1	-46.9%
Amounts due from banks	31.9	46.4	-31.4%	521.4	857.9	-39.2%
Net investments in financial lease	1 236.0	848.8	+45.6%	20 229.7	15 688.5	+28.9%
Intangible assets	1.6	0.6	x2.5	25.6	11.6	x2.2
Tangible fixed assets	9.3	4.1	x2.3	152.9	75.4	x2.0
Other assets	121.4	114.2	+6.2%	1 986.4	2 111.5	-5.9%
<b>Total Assets</b>	<b>1 400.2</b>	<b>1 014.1</b>	<b>+38.1%</b>	<b>22 916.0</b>	<b>18 744.9</b>	<b>+22.3%</b>
Amounts due to banks	1 064.0	683.1	+55.8%	17 414.4	12 625.9	+37.9%
Debt securities in issue	26.1	69.3	-62.3%	427.1	1 280.3	-66.6%
Other liabilities	98.1	73.8	+32.9%	1 606.0	1 364.3	+17.7%
Equity	211.9	188.0	+12.7%	3 468.5	3 474.4	-0.2%
<b>Total liabilities and equity</b>	<b>1 400.2</b>	<b>1 014.1</b>	<b>+38.1%</b>	<b>22 916.0</b>	<b>18 744.9</b>	<b>+22.3%</b>

Performance indicators	2019	2018
NIM	7,3%	7,6%
COR	1,6%	2,0%
COF	10,6%	11,3%
ROE	16,1%	13,9%
ROA	2,7%	2,9%
C/I	61,2%	64,6%

- 📈 Increase of sales by **19.0%** YoY to over RUB 24.5 bn.
- 📈 Segment Russia reported **net profit of RUB 538.8 mn**
- 📈 **Total assets up by 22.3%** YTD to nearly RUB 22.9 bn
- 📈 **NFC and NII in RUB up by 26.6% and 2.8% YoY**
- 📈 Operating expenses under control
- 📈 **LLPs in RUB up by 8.5% YoY due to increased production and growing portfolio (IFRS 9 – provisions against sound portfolios)**
- 📈 **Carcade paid Getin Holding a dividend of PLN 23 mn in 2019**
- 📈 **Fitch rating B+, outlook stable**

### Sale of Russia assets:

Following the fulfilment on 20 March 2020 of the conditions set out in the conditional agreement to sell 100% of Carcade established in the Russian Federation, Getin Holding signed the Interest sale agreement with the Buyers under Russian law on the same day.

The transfer of the Interest to the Buyers will be effective upon registration in the relevant register under Russian law.

The price of the Interest was paid with letters of credit opened by the Buyers. The price will be paid to the Issuer upon the registration of the transfer of the Interest in the relevant register.

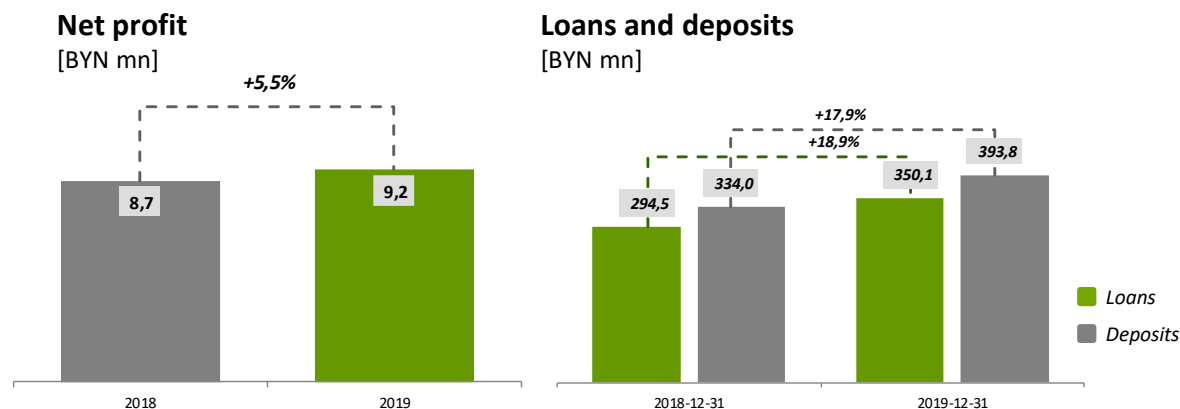


Consolidated data	PLN m			BYN m		
	2019	2018*	2019 / 2018*	2019	2018	2019 / 2018
<b>Profit and loss</b>						
Interest income	88.7	78.9	+12.5%	48.2	44.4	+8.6%
Interest expense	-47.0	-34.0	+38.5%	-25.6	-19.1	+33.7%
Net interest income	41.7	44.9	-7.2%	22.6	25.3	-10.4%
Net fee and commission income	13.7	13.1	+4.5%	7.4	7.4	+0.9%
Other operating income and expense	40.2	32.6	+23.4%	21.9	18.4	+19.2%
<b>Net operating income</b>	<b>95.6</b>	<b>90.6</b>	<b>+5.5%</b>	<b>52.0</b>	<b>51.0</b>	<b>+1.9%</b>
Overhead costs	-64.3	-65.4	-1.6%	-35.0	-36.8	-5.0%
Provision	-7.4	-2.4	x3.1	-4.0	-1.3	x3.0
<b>Profit before income tax</b>	<b>23.9</b>	<b>22.8</b>	<b>+4.7%</b>	<b>13.0</b>	<b>12.8</b>	<b>+1.1%</b>
Income tax	-7.0	-7.3	-4.9%	-3.8	-4.1	-8.2%
<b>Net profit (loss)</b>	<b>16.9</b>	<b>15.5</b>	<b>+9.2%</b>	<b>9.2</b>	<b>8.7</b>	<b>+5.5%</b>

Balance sheet	PLN m			BYN m		
	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31
Cash and balances in the Central Bank	191.1	171.9	+11.2%	106.1	97.6	+8.8%
Amounts due from banks	28.7	34.4	-16.6%	15.9	19.5	-18.4%
Amounts due from clients	630.4	518.8	+21.5%	350.1	294.5	+18.9%
Tangible fixed assets	28.3	28.3	+0.0%	15.7	16.0	-2.1%
Other assets	40.6	36.4	+11.5%	22.6	20.7	+9.0%
<b>Total Assets</b>	<b>919.0</b>	<b>789.8</b>	<b>+16.4%</b>	<b>510.4</b>	<b>448.4</b>	<b>+13.8%</b>
Amounts due to banks	22.5	28.2	-20.4%	12.5	16.0	-22.1%
Deposits	709.1	588.3	+20.5%	393.8	334.0	+17.9%
Other liabilities	39.0	11.8	x3.3	21.7	6.7	x3.2
Equity	148.4	161.5	-8.1%	82.4	91.7	-10.1%
<b>Total liabilities and equity</b>	<b>919.0</b>	<b>789.8</b>	<b>+16.4%</b>	<b>510.4</b>	<b>448.4</b>	<b>+13.8%</b>

Performance indicators	2019	2018
NIM	5,3%	6,8%
COR	1,3%	0,5%
COF	6,8%	5,9%
ROE	10,9%	10,5%
ROA	2,0%	2,1%
C/I	67,3%	72,2%

- Net profit in 2019 at BYN 9.2 mn vs BYN 8.7 mn in 2018, up by nearly 5.5%
- NFC up by 1% YoY, NII down by 10.4% (in BYN) – impact of continued interest margin squeeze imposed by the regulator
- Sales at BYN 291.5 mn vs BYN 258.6 mn in 2018
- Loans up by 18.9%, deposits up by 17.9% YTD (in BYN)
- NIM = 5.3% vs 6.8% in 2018
- Operating expenses down by 5% (in BYN) – reduced footprint of the branch network combined with a stronger focus on online channels
- CAR = 17.4%, TIER 1 = 11.9%
- Implementation of the digitisation project: strong focus on online sales. The share of online sales in acquisition of deposits was 54.3% and the share in loan sales was 28.4%.
- The Bank paid a dividend of PLN 32.9 mn in 2019



**Segment :: UKRAINE**

Profit and loss	PLN m			UAH m		
	2019	2018	2019 / 2018	2019	2018	2019 / 2018
Interest income	294.4	200.7	+46.7%	1 959.3	1 508.8	+29.9%
Interest expense	-79.1	-52.6	+50.5%	-526.7	-395.4	+33.2%
Net interest income	215.2	148.1	+45.3%	1 432.6	1 113.5	+28.7%
Net fee and commission income	78.5	42.0	+87.0%	522.2	315.4	+65.6%
Other operating income and expense	9.9	9.0	+10.6%	66.0	67.4	-2.1%
<b>Net operating income</b>	<b>303.6</b>	<b>199.0</b>	<b>+52.6%</b>	<b>2 020.9</b>	<b>1 496.3</b>	<b>+35.1%</b>
Overhead costs	-94.1	-67.4	+39.8%	-626.6	-506.4	+23.7%
Provision	-94.9	-53.4	+77.9%	-631.8	-401.2	+57.5%
<b>Profit before income tax</b>	<b>114.6</b>	<b>78.3</b>	<b>+46.3%</b>	<b>762.5</b>	<b>588.6</b>	<b>+29.5%</b>
Income tax	-22.6	-14.3	+57.9%	-150.7	-107.8	+39.8%
<b>Net profit (loss)</b>	<b>91.9</b>	<b>64.0</b>	<b>+43.7%</b>	<b>611.8</b>	<b>480.8</b>	<b>+27.2%</b>

Balance sheet	PLN m			UAH m		
	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31
Cash and balances in the Central Bank	40.1	22.3	+79.8%	250.4	164.5	+52.3%
Amounts due from banks	40.5	27.8	+46.0%	253.0	204.5	+23.7%
Amounts due from clients	665.3	457.0	+45.6%	4 153.1	3 367.8	+23.3%
Financial instruments	75.3	47.3	+59.1%	469.8	348.6	+34.8%
Tangible fixed assets	26.0	13.9	+87.5%	162.3	102.2	+58.8%
Other assets	30.5	26.6	+14.9%	190.6	195.8	-2.7%
<b>Total Assets</b>	<b>877.8</b>	<b>594.8</b>	<b>+47.6%</b>	<b>5 479.2</b>	<b>4 383.4</b>	<b>+25.0%</b>
Amounts due to banks	11.7	34.4	-66.0%	73.2	253.8	-71.2%
Deposits	667.8	444.4	+50.3%	4 168.3	3 274.8	+27.3%
Debt securities in issue	0.1	0.2	-55.4%	0.7	1.8	-62.2%
Other liabilities	36.4	16.5	x2.2	227.4	121.4	+87.3%
Equity	161.7	99.3	+62.9%	1 009.6	731.7	+38.0%
<b>Total liabilities and equity</b>	<b>877.8</b>	<b>594.8</b>	<b>+47.6%</b>	<b>5 479.2</b>	<b>4 383.4</b>	<b>+25.0%</b>

Performance indicators	2019	2018
NIM	31,3%	29,5%
COR	16,9%	13,1%
COF	13,6%	11,7%
ROE	70,4%	86,8%
ROA	12,5%	11,9%
C/I	31,0%	33,8%

**Net profit of Segment Ukraine at UAH 611.8 mn in 2019** vs UAH 480.8 mn in 2018. The profit of the segment includes:

- **Net profit of the Bank at UAH 356.0 mn** vs UAH 336.0 mn
- **Net profit of NFS Group at UAH 278.9 mn** vs UAH 159.5 mn

**Loan sales up by 17.5% YoY (in UAH)**

**Operating income in UAH up by 35.1% YoY**

**Costs under control: C/I = 31.0% vs 33.8% in 2018.**

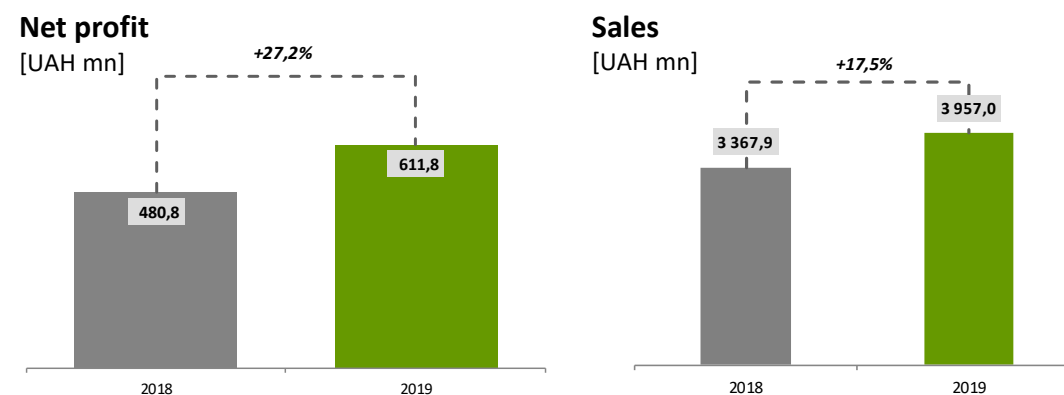
**Loan portfolio in UAH up by 23.3% YTD**

Results of the Segment driven by positive FX income of UAH 20.3 mn

**Segment Ukraine paid PLN 43.2 mn dividend to Getin Holding, including:**

- **Idea Bank Ukraine: PLN 23.8 mn**
- **New Finance Service: PLN 19.4 mn**

**CAR = 20.1%, TIER 1 = 10.1% (Bank alone)**





**Segment :: ROMANIA**
**Consolidated data** *PLN m*

Profit and loss	2019	2018	2019 / 2018
Interest income	113.2	104.7	+8.1%
Interest expense	-41.4	-35.4	+16.8%
Net interest income	71.8	69.3	+3.6%
Net fee and commission income	28.5	27.8	+2.7%
Other operating income and expense	30.5	25.3	+20.8%
<b>Net operating income</b>	<b>130.8</b>	<b>122.3</b>	<b>+7.0%</b>
Overhead costs	-94.6	-85.2	+11.0%
Provision	-17.7	-16.1	+9.8%
<b>Profit before income tax</b>	<b>18.5</b>	<b>21.0</b>	<b>-11.5%</b>
Income tax	-4.5	-4.8	-6.4%
<b>Net profit (loss)</b>	<b>14.0</b>	<b>16.1</b>	<b>-13.1%</b>

*PLN m*

Balance sheet	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31
Cash and balances in the Central Bank	436.6	440.7	-0.9%
Amounts due from banks	24.9	31.4	-20.8%
Amounts due from clients	724.3	754.8	-4.0%
Net investments in financial lease	791.3	783.9	+0.9%
Financial instruments	221.3	174.2	+27.0%
Intangible assets	13.1	11.2	+17.7%
Tangible fixed assets	44.2	26.0	+70.2%
Other assets	61.7	63.6	-3.1%
<b>Total Assets</b>	<b>2 317.4</b>	<b>2 285.8</b>	<b>+1.4%</b>
Amounts due to banks	230.1	324.3	-29.0%
Deposits	1 769.9	1 667.9	+6.1%
Debt securities in issue	42.4	70.4	-39.8%
Other liabilities	94.2	54.8	+72.1%
Equity	180.8	168.4	+7.3%
<b>Total liabilities and equity</b>	<b>2 317.4</b>	<b>2 285.8</b>	<b>+1.4%</b>

- Net profit at PLN 14.0 mn in 2019 vs PLN 16.1 mn in 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 4.9 mn vs RON 0.8 mn in 2018.
- Sales of the Group at PLN 915.5 mn, down by 15.2% YoY, including:**
  - **Bank: PLN 422.3 mn, -20.0% vs 2018** – NBR reduced the maximum allowed DTI
  - **Leasing: PLN 493.2 mn, -10.6% vs 2018**
- NII up by 3.6%, NFC up by 2.7% in PLN**
- Loan portfolio down by 4%, leasing portfolio up by 1% YTD**
- Defended NIM on a competitive market**
- Segment's total assets up by 1.4% YoY**
- Digitisation, sales network expansion**
- CAR Group/Bank= 16.0%/17.8%; TIER 1 Group/Bank = 12.5%/13.9%**
- The Group redeemed Idea Investment bonds at PLN 26.5 mn**

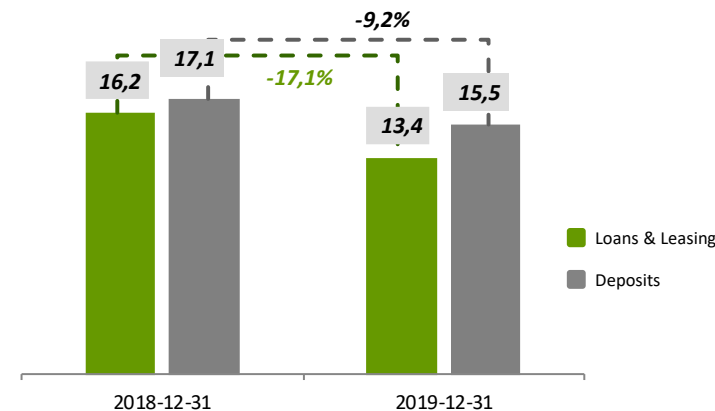
Performance indicators	2019	2018
NIM	3,3%	3,4%
COR	1,2%	1,1%
COF	2,0%	1,8%
ROE	8,0%	10,3%
ROA	0,6%	0,8%
C/I	72,3%	69,7%



PLN m			
Profit and loss	2019	2018	2019 / 2018
Net interest income	549.3	526.0	+4.4%
Net fee and commission income	107.9	-247.8	-
Other operating income and expense	-101.0	-543.3	-81.4%
<b>Net operating income</b>	<b>556.1</b>	<b>-265.1</b>	-
Overhead costs	-345.4	-436.0	-20.8%
Provision	-313.6	-776.7	-59.6%
Share in result of cons. units of equity method	12.2	26.2	-53.3%
<b>Profit before income tax</b>	<b>-90.7</b>	<b>-1 451.6</b>	<b>-93.8%</b>
Income tax	55.4	-383.0	-
<b>Profit (loss) from continuing operations</b>	<b>-35.2</b>	<b>-1 834.6</b>	<b>-98.1%</b>
<b>Profit (loss) from discontinued operations</b>	<b>-2.0</b>	<b>-76.0</b>	<b>-97.3%</b>
<b>Net profit (loss)</b>	<b>-37.3</b>	<b>-1 910.6</b>	<b>-98.0%</b>

PLN m			
Balance sheet	2019-12-31	2018-12-31	2019-12-31 / 2018-12-31
Cash and balances in the Central Bank	623.5	884.7	-29.5%
Amounts due from banks	359.7	204.7	+75.8%
Amounts due from clients	13 324.9	16 097.9	-17.2%
Net investments in financial lease	98.8	103.4	-4.5%
Financial instruments	2 142.3	2 122.0	+1.0%
Intangible assets	147.1	167.6	-12.3%
Tangible fixed assets	104.9	137.1	-23.5%
Other assets	522.2	672.2	-22.3%
<b>Total Assets</b>	<b>17 323.3</b>	<b>20 389.6</b>	<b>-15.0%</b>
Amounts due to banks	21.6	78.7	-72.5%
Deposits	15 508.5	17 082.8	-9.2%
Debt securities in issue	374.9	523.7	-28.4%
Other liabilities	1 262.3	2 513.6	-49.8%
Equity	156.0	190.6	-18.2%
<b>Total liabilities and equity</b>	<b>17 323.3</b>	<b>20 389.6</b>	<b>-15.0%</b>

Loans, leasing, and deposits  
[PLN bn]



- ① Positive financial results for another consecutive quarter in Q4 2019:
  - ① consolidated net profit: PLN 30.3 mn (PLN 12.3 mn in Q3),
  - ① separate profit: PLN 5.5 mn (PLN 4.5 mn in Q3).
- ① Profit drivers included:
  - ① continuation of active measures to sharply reduce the cost of deposits (-19 bps QoQ, -84 bps YoY, -109 bps v. the highest cost reported in February 2019) combined with a high LCR (156% as at 31 December 2019),
  - ① reduction of expenses thanks to restructuring initiated in Q2 2019.
- ① Further decrease of the Group's total assets by (PLN 1.3 bn) in Q4 2019, reducing demand for capital.

## Annex 1: Profit and Loss Account for Q4 2019

Q4'2019   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	223.7	52.8	24.1	85.1	28.3	1.8	0.1	-3.1	412.8
Interest expense	-87.3	-25.9	-13.2	-23.9	-10.3	-1.1	-2.6	3.4	-160.9
Net interest income	136.3	26.9	10.9	61.3	18.0	0.7	-2.6	0.4	251.9
Net fee and commission income	26.4	7.9	3.0	20.6	7.5	0.1	0.1	-0.2	65.4
Other operating income and expense	-28.7	12.7	13.0	4.5	7.8	0.1	2.7	-17.3	-5.3
<b>Net operating income</b>	<b>134.0</b>	<b>47.5</b>	<b>26.9</b>	<b>86.4</b>	<b>33.4</b>	<b>0.9</b>	<b>0.2</b>	<b>-17.1</b>	<b>312.0</b>
Overhead costs	-71.9	-23.8	-17.4	-30.3	-24.0	-1.0	-5.4	3.4	-170.5
Provision	-59.8	-5.5	-3.5	-29.0	-4.9	0.0	0.0	-0.1	-102.8
Share in result of cons. units of equity method	7.8	0.4	0.0	0.0	0.0	0.0	0.0	-0.4	7.8
<b>Profit before income tax</b>	<b>10.1</b>	<b>18.6</b>	<b>5.9</b>	<b>27.1</b>	<b>4.5</b>	<b>-0.1</b>	<b>-5.2</b>	<b>-14.2</b>	<b>46.5</b>
Income tax	20.2	-6.8	-1.7	-6.7	-1.9	0.2	4.3	0.0	7.5
<b>Profit (loss) from continuing operations</b>	<b>30.3</b>	<b>11.7</b>	<b>4.2</b>	<b>20.4</b>	<b>2.6</b>	<b>0.0</b>	<b>-1.0</b>	<b>-14.3</b>	<b>54.1</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>30.3</b>	<b>11.7</b>	<b>4.2</b>	<b>20.4</b>	<b>2.6</b>	<b>0.0</b>	<b>-1.0</b>	<b>-14.3</b>	<b>54.1</b>
Non-controlling interest									-13.8
<b>Net profit attributable to equity holders of the Co.</b>									<b>40.3</b>

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Legal Support, New Finance Service 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 1: Profit and Loss Account for 12M 2019

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	1 022.9	177.4	88.7	294.4	113.2	12.7	0.7	-16.3	1 693.6
Interest expense	-473.6	-98.1	-47.0	-79.1	-41.4	-8.5	-14.1	17.6	-744.1
Net interest income	549.3	79.4	41.7	215.2	71.8	4.3	-13.4	1.3	949.5
Net fee and commission income	107.9	26.7	13.7	78.5	28.5	0.2	0.2	-0.8	254.9
Other operating income and expense	-101.0	47.6	40.2	9.9	30.5	0.1	105.2	-105.7	26.9
<b>Net operating income</b>	<b>556.1</b>	<b>153.8</b>	<b>95.6</b>	<b>303.6</b>	<b>130.8</b>	<b>4.6</b>	<b>92.0</b>	<b>-105.1</b>	<b>1 231.3</b>
Overhead costs	-345.4	-94.1	-64.3	-94.1	-94.6	-4.4	-18.3	13.7	-701.5
Provision	-313.6	-16.7	-7.4	-94.9	-17.7	0.3	0.0	-0.5	-450.5
Share in result of cons. units of equity method	12.2	2.9	0.0	0.0	0.0	0.0	0.0	-2.9	12.2
<b>Profit before income tax</b>	<b>-90.7</b>	<b>45.9</b>	<b>23.9</b>	<b>114.6</b>	<b>18.5</b>	<b>0.5</b>	<b>73.6</b>	<b>-94.9</b>	<b>91.5</b>
Income tax	55.4	-13.8	-7.0	-22.6	-4.5	-2.6	-10.9	-0.1	-6.1
<b>Profit (loss) from continuing operations</b>	<b>-35.2</b>	<b>32.1</b>	<b>16.9</b>	<b>91.9</b>	<b>14.0</b>	<b>-2.1</b>	<b>62.7</b>	<b>-95.0</b>	<b>85.4</b>
<b>Profit (loss) from discontinued operations</b>	<b>-2.0</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>-2.0</b>
<b>Net profit (loss)</b>	<b>-37.3</b>	<b>32.1</b>	<b>16.9</b>	<b>91.9</b>	<b>14.0</b>	<b>-2.1</b>	<b>62.7</b>	<b>-95.0</b>	<b>83.3</b>
Non-controlling interest									18.0
<b>Net profit attributable to equity holders of the Co.</b>									<b>101.3</b>

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Legal Support, New Finance Service 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 2019

2019-12-31   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	623.5	0.0	191.1	40.1	436.6	0.0	0.0	0.0	1 291.2
Amounts due from banks and financial institutions	359.7	31.9	28.7	40.5	24.9	31.8	20.3	-31.9	505.9
Amounts due from clients	13 324.9	0.0	630.4	665.3	724.3	0.0	0.0	-256.8	15 088.1
Net investments in financial lease	98.8	1 236.0	0.0	0.0	791.3	0.0	0.3	-0.3	2 126.1
Other receivables measured at amortized cost	13.1	0.0	0.0	0.0	0.0	104.2	0.0	0.0	117.4
Financial instruments	2 142.3	0.0	0.0	75.3	221.3	0.0	20.0	-25.2	2 433.6
Investments in associates	236.7	0.0	0.0	0.0	0.0	0.0	851.4	-851.4	236.7
Intangible assets	147.1	1.6	10.6	8.8	13.1	0.0	0.0	73.9	255.2
Tangible fixed assets	104.9	9.3	28.3	26.0	44.2	1.5	5.3	-0.9	218.8
Investment property	30.9	0.0	19.7	1.2	2.4	0.0	0.0	0.0	54.2
Tax assets	6.4	20.4	1.9	5.7	8.1	0.9	18.7	11.0	73.2
Other assets	234.9	101.0	8.3	14.9	51.2	0.4	153.7	-37.6	526.7
<b>Total Assets</b>	<b>17 323.3</b>	<b>1 400.2</b>	<b>919.0</b>	<b>877.8</b>	<b>2 317.4</b>	<b>138.9</b>	<b>1 069.9</b>	<b>-1 119.2</b>	<b>22 927.2</b>
Liabilities to other banks and financial institutions	21.6	1 064.0	22.5	11.7	230.1	55.4	119.8	-264.1	1 261.0
Financial liabilities held for trading	1 035.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1 035.5
Liabilities to customers	15 508.5	0.0	709.1	667.8	1 769.9	0.0	0.0	-0.9	18 654.4
Liabilities arising from the issue of debt securities	374.9	26.1	27.3	0.1	42.4	0.0	29.1	-25.0	474.8
Other liabilities measured at amortized cost	38.1	5.8	7.1	8.8	58.8	0.1	90.0	-58.0	150.6
Other liabilities	188.8	92.3	4.7	27.7	35.4	0.6	6.4	-2.7	353.3
<b>Total liabilities</b>	<b>17 167.3</b>	<b>1 188.2</b>	<b>770.6</b>	<b>716.0</b>	<b>2 136.6</b>	<b>56.2</b>	<b>245.3</b>	<b>-350.7</b>	<b>21 929.6</b>
<b>Equity</b>	<b>156.0</b>	<b>211.9</b>	<b>148.4</b>	<b>161.7</b>	<b>180.8</b>	<b>82.7</b>	<b>824.5</b>	<b>-768.5</b>	<b>997.6</b>
<b>Total liabilities and equity</b>	<b>17 323.3</b>	<b>1 400.2</b>	<b>919.0</b>	<b>877.8</b>	<b>2 317.4</b>	<b>138.9</b>	<b>1 069.9</b>	<b>-1 119.2</b>	<b>22 927.2</b>

Segment Russia: Carcade Group, ASF, consolidation adjustments.

Segment Ukraine: Idea Bank Ukraine, Idea Leasing Ukraine, Gwarant Legal Support, New Finance Service 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

This presentation (“Presentation”) has been prepared by Getin Holding S.A. (the “Company”) only for information purposes and may not, in any event, be considered or interpreted as an offer and/or a recommendation to enter into any transaction. In particular, it may not be considered or interpreted as an offer to acquire any securities or as an offer, invitation or incentive to make any acquisition offer, to make any investment or carry out any transaction involving such securities, nor may it be considered or interpreted as a recommendation to enter into any transaction, particularly any transaction involving the securities in the Company or any of its subsidiaries, in the United States of America or in any other jurisdiction. Although the information contained in this Presentation is based on generally available and reliable sources, the Company cannot guarantee that this information is full and complete. The Company takes no responsibility for the consequences of any decisions based on any information contained in this Presentation. The information contained in this Presentation has never been subject to independent verification and may at any time be subject to change or modification. The Company is not required to publicly disclose any possible modification or change to any information, data or statement contained in this Presentation if the Company changes its strategy or intentions or if any unforeseen events or circumstances occur that affect the Company’s strategy and/or intentions. No information contained in this Presentation may, by any means, be considered or interpreted as a forecast or any express or implied representation or warranty whatsoever made by the Company or any person acting on behalf of the Company. In addition, neither the Company nor any person acting on its behalf shall be liable, in any way whatsoever, for any loss or damage that may be caused as a result of negligence or otherwise in connection with the use of this Presentation or any information contained in it, or for any damage that might otherwise arise in connection with any information contained in this Presentation. The publication by the Company of the data contained in this Presentation is not a breach of the regulations applicable to companies whose shares are traded on a regulated market, particularly on a regulated market of the Warsaw Stock Exchange (Giełda Papierów Wartościowych w Warszawie S.A.). The information provided in this Presentation has already been disclosed in current or periodic reports published by the Company or constitutes an addition to those reports, and its publication does not require the Company to fulfil the obligation to provide information as imposed on the Company as a public company. Please note that the only reliable source of information on the situation of the Company, its forecasts, events regarding the Company, its financial results and indicators are the current and periodic reports published by the Company in performing its information obligations.

\*\*\*

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