

Getin Holding Group's

Financial Results

for Year 2011

Presentation of audited financial results
for investors and analysts

Warsaw, March 1st, 2011.

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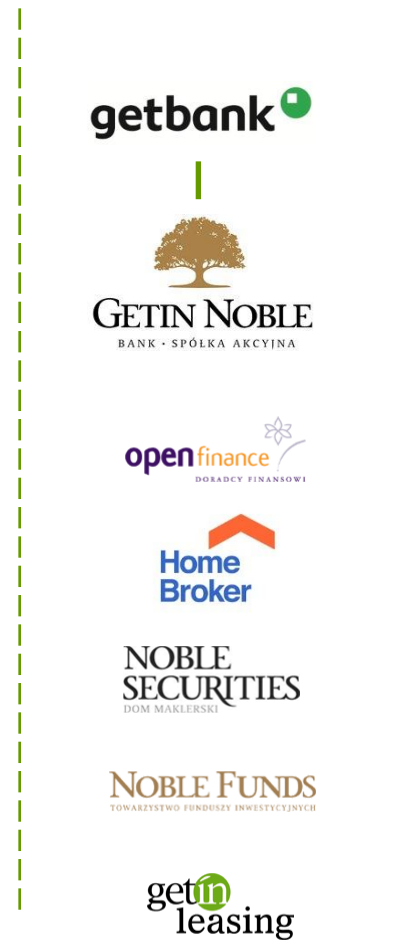
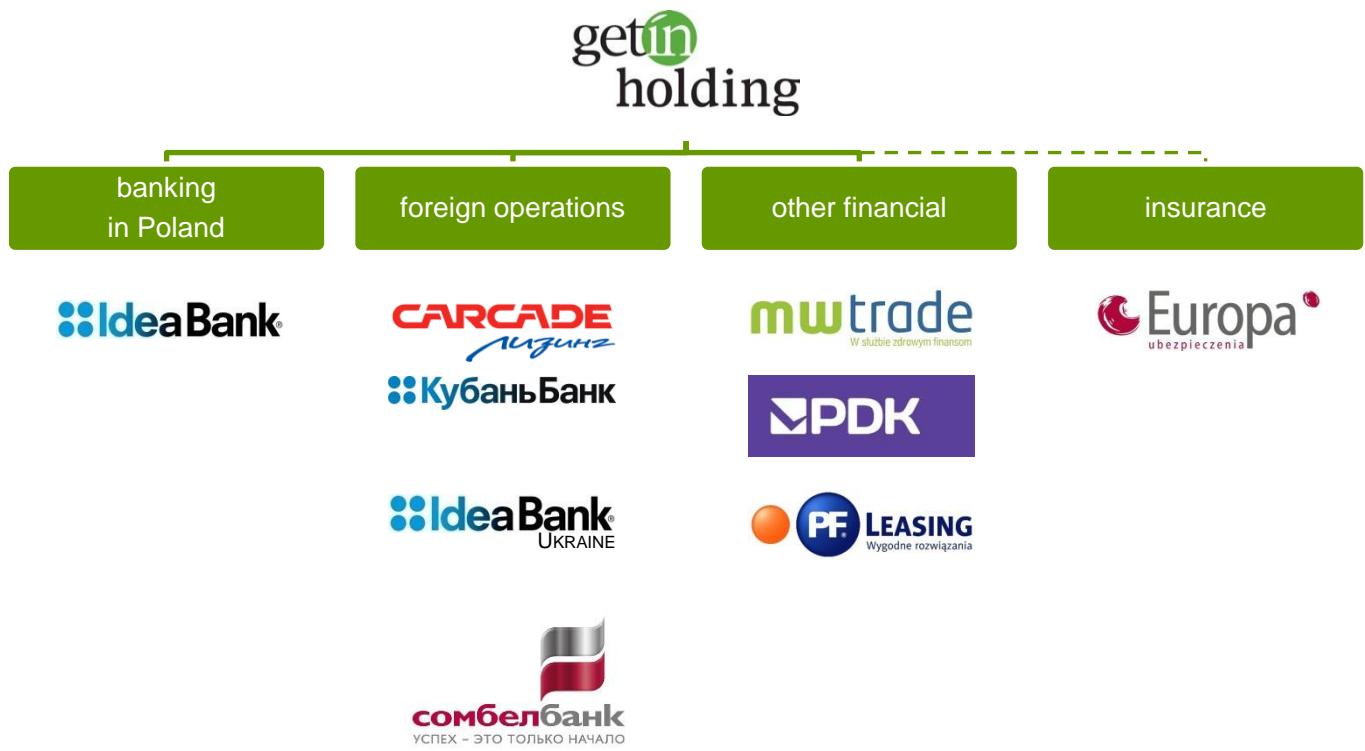
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The sales and financial figures contained in this Presentation have been rounded off to PLN m and to one decimal place. All increases/decreases in values have been calculated based on figures rounded off to PLN thousand. All indicators/ratios and any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

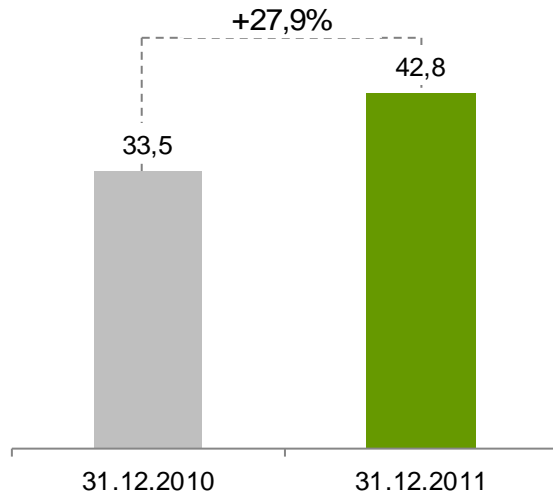
- ii Net profit worth over PLN 1.0 billion at 2.4-times growth (vs. market ²⁾ at +33.5%)
- ii 19.7% ROE ¹⁾ (vs. market ²⁾ at 12.7%)
- ii Implementation of the adopted strategy
 - completion of Getin Noble Bank spin-off to Get Bank (Get Bank's IPO)
 - sale of shares in TU Europa (50% + 1 for PLN 911.9 million) and starting strategic partnership
 - successful IPO of Open Finance
 - taking direct control over Idea Bank by Getin Holding
 - Kubanbank takeover and increase in share capital
- ii Recognition for achievements
 - Getin Noble Bank the best CEE bank with the highest ROE (*The Banker*)
 - leader of the financial sector in Stock Exchange Company of the Year 2011 (ranking organized by *Puls Biznesu*)

1) Measured as the parent company shareholders' net profit to average equity attributable to the parent company shareholders

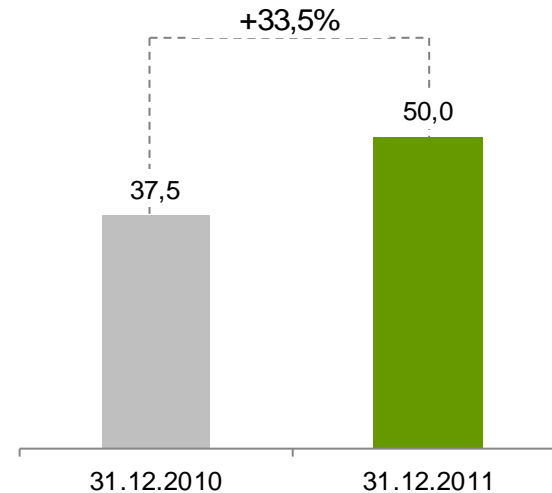
2) Commercial banking sector, Polish regulator's (FSA) data



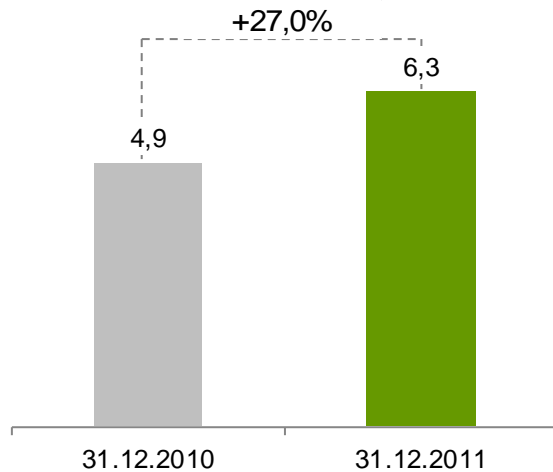
Loans (PLN bn)



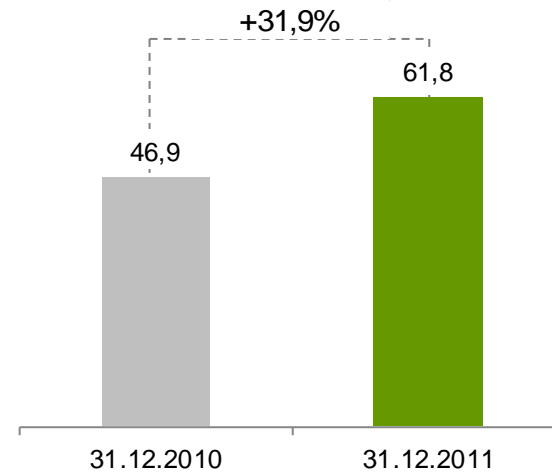
Deposits (PLN bn)



Equity (PLN bn)



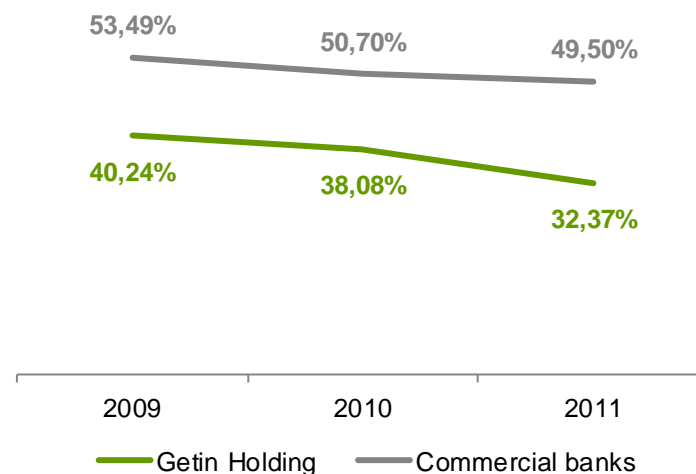
Balance sheet total (PLN bn)



Synthetic Profit and Loss Account

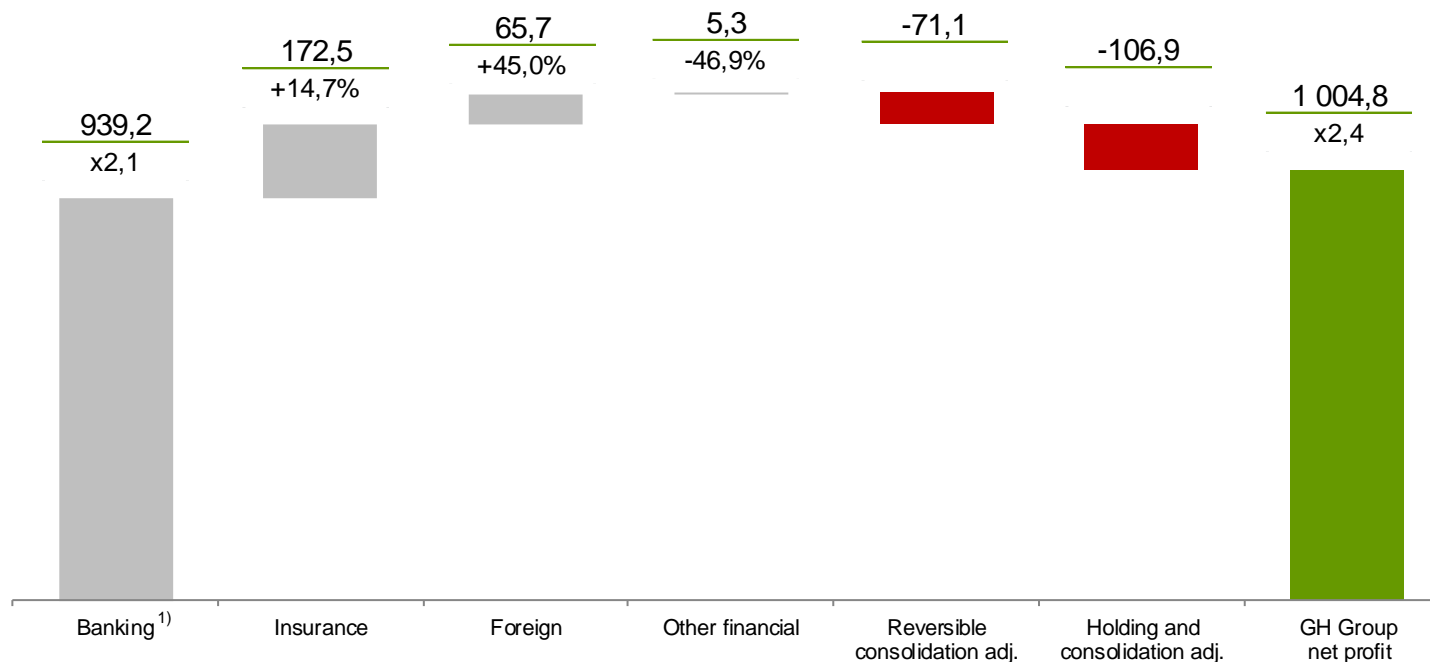
PLN m	2011	2010	2011 / 2010
Net interest income	1 712,1	1 273,5	+34,4%
Net fee and commission income	626,8	576,1	+8,8%
Insurance premiums	678,3	570,5	+18,9%
Result of loss of control in subsidiaries	741,5	0,0	+100,0%
Other net operating income and expenses	20,0	18,3	+9,6%
Net operating income	3 778,7	2 438,4	+55,0%
Overhead costs	-1 223,3	-928,5	+31,7%
Provisions	-1 249,4	-1 055,2	+18,4%
Revaluation of subsidiaries	0,0	35,0	-100,0%
Share in result of associates	10,7	-4,5	-
Profit before income tax	1 316,8	485,2	x2,7
Income tax	-172,5	-9,2	x18,8
Non-controlling interest	-139,5	-54,9	x2,5
Net profit of the company shareholders	1 004,8	421,1	x2,4

C/I (%)



- Constant **growth of cost efficiency**.
- Cost of risk cut down** by 25 bps as compared to 2010 (related to loans).
- High interest margin sustained** (3,33%) despite growing costs of financing.
- Net interest and fee and commission income boost – **two times exceeding the average market growth**.

Net profit attributable to shareholders for 2011 (PLN m)

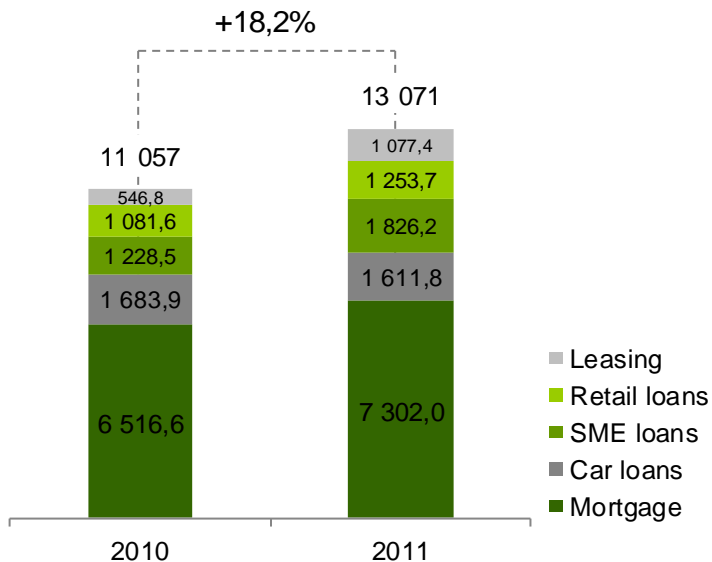


Continued growth of the market share of **foreign, other financial** and **insurance operations**.

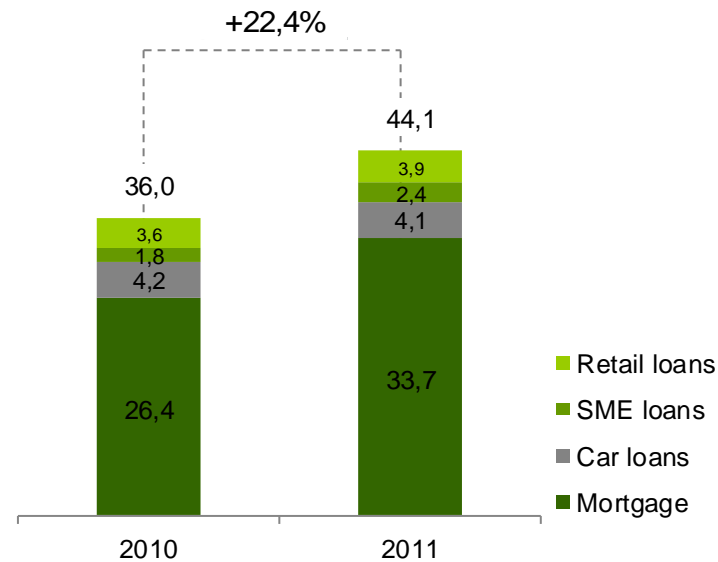
Profit from foreign operations increased **45,0%** as compared to 2010.

Open Finance's IPO increased Getin Holding financial result by PLN 622.2 million.

Sales (PLN m)



Gross portfolio (PLN bn)



Stable growth while applying prudent risk management policy and focusing on maintaining profitability and increasing sales.

As a result of a competitive edge:

- high deposits collection from customers (PLN +9.3 billion in 2011),
- no. 1 in sales of structured products,
- no. 1 in private banking in Poland.

Increased market share:

- loans from 4.8% to 5.2%, retail loans from 7.4% to 8.1%,
- deposits from 5.4% to 6.0%, retail deposits from 7.0% to 8.2%.

1) The Fastest Building Value Companies ranking of *Newsweek Polska*

Synthetic Profit and Loss Account

PLN m	2011	2010	2011 / 2010
Net interest income	1 343,8	1 052,5	+27,7%
Net fee and commission income	869,4	981,3	-11,4%
Other net operating income and expenses	904,9	219,4	x4,1
Net operating income	3 118,0	2 253,1	+38,4%
Overhead costs	-833,1	-728,1	+14,4%
Provisions	-1 208,4	-1 057,3	+14,3%
Income tax	-136,5	-6,6	x20,8
Non-controlling interest	0,2	-10,4	-
Net profit of the company shareholders	950,1	450,1	x2,1

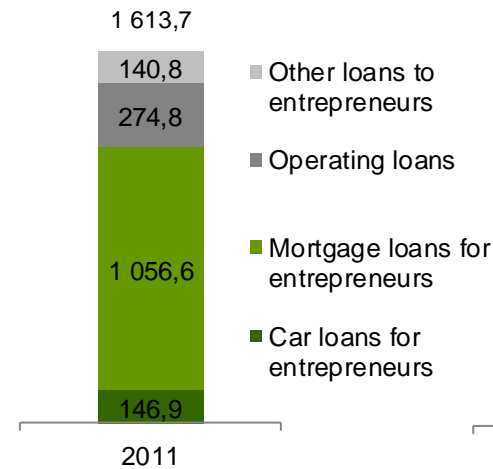
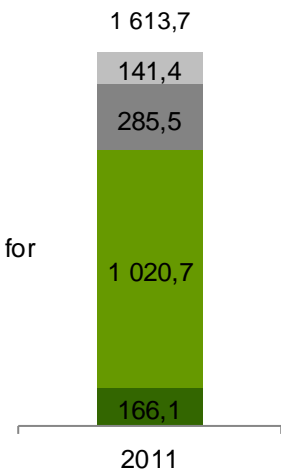
- High growth of **operating income (+38.4% y/y)** while **keeping control over overhead costs** of the Group **(+14.5% y/y)**
- Stable growth of sustainable earnings (PLN 313.7 million) ¹⁾, in Q4'2011 they accounted for almost half of fee and commission income total.
- Equity increased by PLN 0.9 billion** (PLN 0.4 billion worth bond issue and deferred profit of 2010).

1) not related to sales of loans

Synthetic Profit and Loss Account and Balance Sheet

PLN m	2011
Net interest income	31,5
Net fee and commission income	46,4
Other operating income and expenses	29,7
Net operating income	107,6
Overhead costs	-71,3
Provisions	-22,6
Net profit	11,1

PLN m	31.12.2011
Amounts due from banks and financial inst.	132,4
Loans and advances to customers	1 578,3
Financial instruments	437,0
Investments in subsidiaries	265,5
Other assets	145,4
Total Assets	2 558,7
Amounts due to other banks and fin. inst.	111,5
Amounts due to customers	1 994,4
Other liabilities	62,7
Capital	390,1
Total liabilities and equity	2 558,7

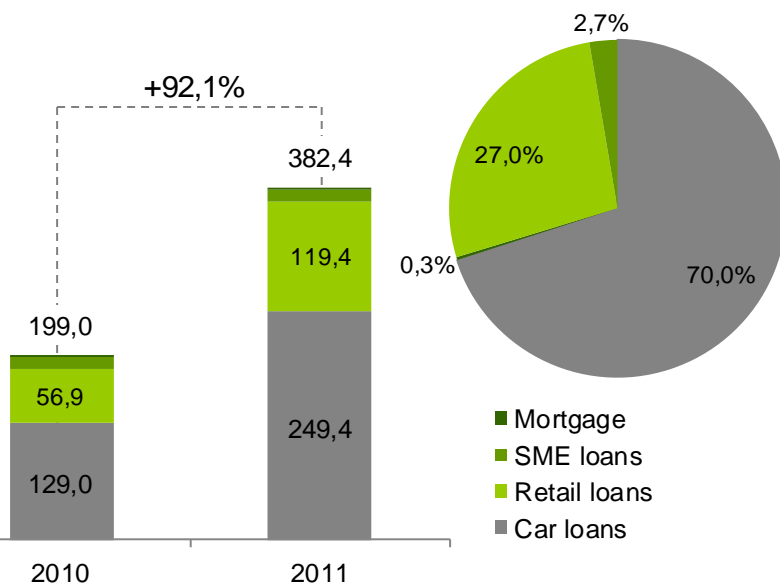
Loans sales
(PLN m)Gross portfolio
(PLN m)

- Loans sales in the first year of the bank's operations amounted to PLN 1.6 billion.
- Strategy implementation based on the well-defined business roles of the Group companies.
- The Best Bank for Entrepreneurs in the Forbes ranking.

Sales (PLN m)

Portfolio structure (%)

Synthetic Profit and Loss Account and Balance Sheet



PLN m	2011	2010	2011 / 2010
Net interest income	42,9	20,3	x2,1
Net fee and commission income	33,4	19,3	+72,8%
Other operating income and expenses	6,0	5,3	+12,8%
Net operating income	82,2	44,9	+83,3%
Overhead costs	-44,4	-28,4	+56,1%
Provisions	-2,1	5,9	-
Net profit	30,9	19,8	+56,1%

PLN m	2011	2010	2011 / 2010
Cash and balances with the Cen. Bank	31,1	22,4	+38,5%
Amounts due from banks and fin. inst.	97,3	29,3	x3,3
Loans and advances to customers	497,5	210,5	x2,4
Property and equipment	35,7	27,4	+30,3%
Other assets	12,4	10,8	+15,0%
Total Assets	674,0	300,4	x2,2
Deposits	406,1	185,0	x2,2
Financing from affiliates	35,2	14,8	x2,4
Other liabilities	93,3	10,7	x8,7
Capital	139,4	89,8	+55,2%
Total liabilities and equity	674,0	300,4	x2,2

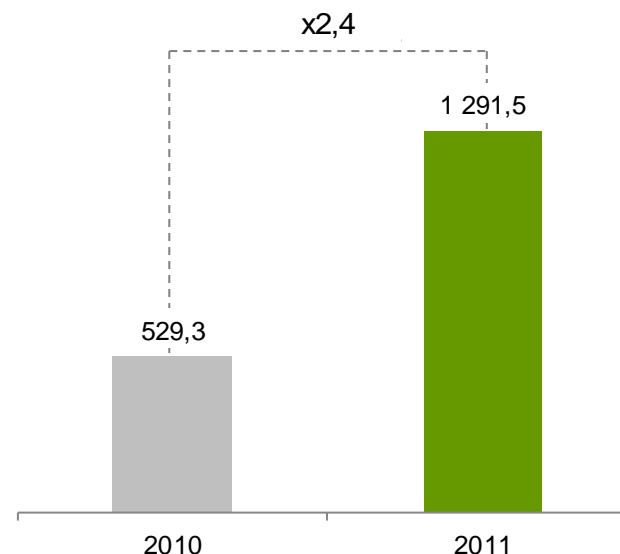
- in **Ranks first among banks in car loans sales** - 21% market share.
- in **Ranks among ten top banks** with the highest balance sheet total dynamics.
- in Distribution network development – opening 12 new branches (at the end of 2011 the bank operated through 51 branches).
- in **High quality of new loan portfolio** – thanks to adequate credit risk policy.

Synthetic Profit and Loss Account and Balance Sheet

PLN m	2011	2010	2011 / 2010
Net interest income	92,1	62,1	+48,4%
Net fee and commission income	37,0	16,7	x2,2
Other operating income and expenses	4,5	7,2	-37,2%
Net operating income	133,6	86,0	+55,3%
Overhead costs	-91,2	-56,4	+61,8%
Provisions	-7,5	-2,9	x2,6
Consolidated net profit	25,3	21,3	+18,7%
Standalone Carcade net profit	32,8	21,3	+54,0%

	2011	2010	2011 / 2010
Amounts due from banks and financial inst.	37,5	7,1	x5,3
Loans and advances to customers	51,0	0,0	+100,0%
Net investments in financial lease	835,5	289,8	x2,9
Other assets	197,1	82,0	x2,4
Total Assets	1 121,1	378,9	x3,0
Amounts due to banks and fin. instit.	806,4	241,2	x3,3
Amounts due to customers	47,7	0,0	+100,0%
Other liabilities	85,1	41,0	x2,1
Capital	180,2	96,8	+86,2%
Non-controlling interest	1,7	0,0	+100,0%
Total liabilities and equity	1 121,1	378,9	x3,0
Standalone Carcade balance sheet	1 087,5	378,9	x2,9

Lease sales (PLN m)



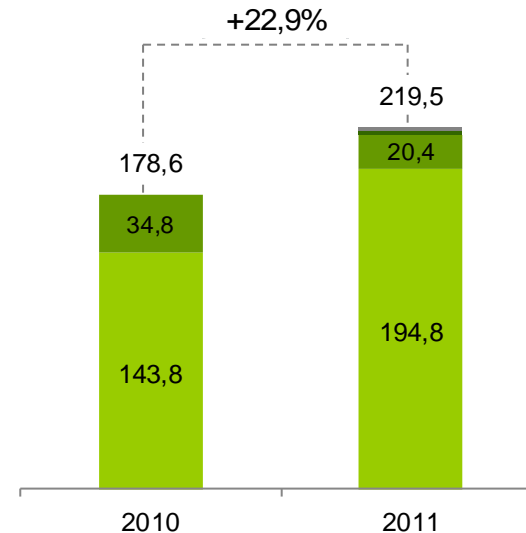
- ii **Company's market share in passenger car lease sector in Russia increased from 13% in 2010 to 18% in 2011.**
- ii **Kubanbank's 2.5-fold increase of loan portfolio and 2-fold increase of deposits.**
- ii **Launching car loans by Kubanbank (around 70% of new sales volume).**
- ii **Expansion of sales network – 7 new branches of Kubanbank. (at the end of 2011 the bank operated through 10 branches)**

Synthetic Profit and Loss Account and Balance Sheet

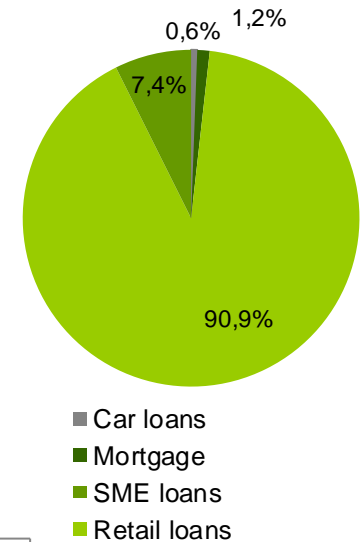
PLN m	2011	2010	2011 / 2010
Net interest income	66,4	29,6	x2,2
Net fee and commission income	9,6	1,3	x7,3
Other operating income and expenses	-11,0	6,7	-
Net operating income	65,1	37,7	+72,8%
Overhead costs	-33,0	-20,4	+62,1%
Provisions	-4,0	-1,5	x2,6
Monetary result ¹⁾	-23,9	-	-
Net profit			



mIn PLN	2011	2010	2011 / 2010
Amounts due from banks and fin.inst.	75,3	31,9	x2,4
Loans and advances to customers	163,5	142,9	+14,5%
Derivatives	42,0	0,4	x93,7
Other assets	14,3	9,7	+48,3%
Total Assets	295,1	184,9	+59,6%
Amounts due to banks and fin. instit.	8,2	8,8	-6,8%
Amounts due to customers	187,3	94,0	+99,2%
Issued debt securities	31,9	0,0	+100,0%
Other liabilities	6,8	4,5	+52,0%
Capital	60,9	77,6	-21,5%
Total liabilities and equity	295,1	184,9	+59,6%

Sales (PLN m)



Portfolio structure (%)

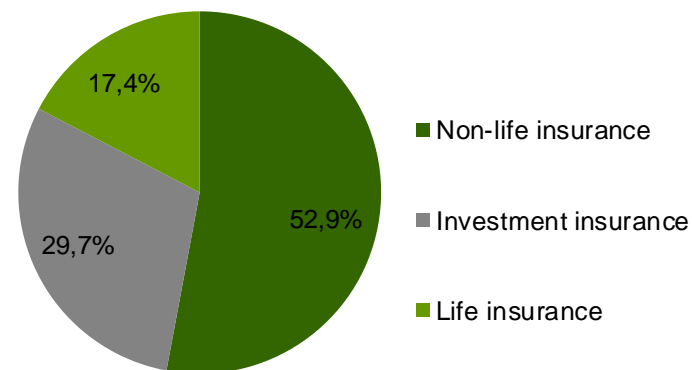


- 
 Joined **Top 10 Belarusian banks** as regards to growth of retail products.
- 
 Expansion of sales network – opening 15 new branches and 5 semi-branches concentrated on cash operations (at the end of 2011 the bank operated through **30 branches and 14 semi-branches**).

Synthetic Profit and Loss Account

PLN m	2011	2010	2011 / 2010
Net premium earned	680,0	572,8	+18,7%
Net claims and benefits paid	-20,4	-10,1	x2,0
Acquisition costs	-513,2	-432,7	+18,6%
Net interest income	79,2	88,0	-10,0%
Other items	55,0	29,4	+87,2%
Net operating income	280,6	247,4	+13,4%
Overhead costs	-67,0	-61,0	+9,8%
Net profit	173,5	150,5	+15,3%

Group's result by segments (%)



- in Increase of the net income of TUnŻ Europa as a result of development of products linked to investment funds.
- in Growth of TU Europa net income by 21% as a result of expansion of existing business lines.
- in **Gross premium written in life insurance increased by 20.5%** due to the increased sales of insurance related to mortgage loans.
- in Development of products targeted at SME.

- ① Appendix 1: Synthetic Balance Sheet
- ② Appendix 2: The Group's results by type of operations
- ③ Appendix 3: Simulation of the spin-off impact on the Group's results

Dynamics and structure

PLN m	31.12.2011	31.12.2010	31.12.2011 / 31.12.2010	31.12.2011	31.12.2010
Cash and balances with the Central Bank	2 575,3	2 024,8	+27,2%	4%	4%
Amounts due from banks	4 461,0	3 667,1	+21,6%	7%	8%
Loans	42 845,9	33 507,5	+27,9%	69%	72%
Finance lease receivables	2 290,0	1 032,2	x2,2	4%	2%
Financial instruments	5 136,7	2 901,2	+77,1%	8%	6%
Other assets	4 494,5	3 721,6	+20,8%	7%	8%
Total assets	61 803,5	46 854,4	+31,9%	100%	100%
Amounts due to other banks	1 163,5	885,3	+31,4%	2%	2%
Derivative financial instruments	1 272,2	1 201,5	+5,9%	2%	3%
Deposits	50 019,2	37 459,1	+33,5%	81%	80%
Technical provisions	649,8	710,1	-8,5%	1%	2%
Equity	6 266,6	4 936,0	+27,0%	10%	11%
Other liabilities	2 432,2	1 662,5	+46,3%	4%	4%
Total liabilities	61 803,5	46 854,4	+31,9%	100%	100%

Synthetic Profit and Loss Account by type of operations

2011 (PLN m)	Banking in Poland	Insurance	Foreign	Other financial	Reversible consolidation adj.	Holding and consolidation adj.	GH Group net profit
Net interest income	1 360,7	80,4	214,4	20,6	17,5	18,6	1 712,1
Net fee and commission income	897,3	41,6	80,0	28,7	-415,8	-5,1	626,8
Other operating income and expenses	903,5	158,5	-23,9	-1,2	309,7	93,2	1 439,9
Net operating income	3 161,5	280,5	270,5	48,0	-88,6	106,8	3 778,7
Overhead costs	-879,7	-66,9	-169,9	-39,0	6,4	-74,2	-1 223,3
Provisions	-1 217,5	0,0	-13,5	-1,4	0,0	-17,0	-1 249,4
Income tax	-135,3	-41,1	-21,1	-2,4	13,8	13,5	-172,5
Share in result of associates	9,8	0,0	0,0	0,0	-2,7	3,6	10,7
Net profit	939,0	172,5	66,0	5,3	-71,1	32,6	1 144,3
Non-controlling interest	0,2	0,0	-0,2	0,0	0,0	-139,5	-139,5
Net profit of the company shareholders	939,2	172,5	65,7	5,3	-71,1	-106,9	1 004,8

PLN m	2011	including reversal ¹⁾
Interest income	721,0	0,0
Interest expense	-376,8	0,0
Net interest income	344,2	0,0
Fee and commission income	404,0	0,0
Fee and commission expense	-190,4	54,9
Net fee and commission income	213,6	54,9
Insurance premiums	679,5	0,0
Dividend received	-0,8	0,0
Result on financial instruments re-measured to fair value	35,5	0,0
Result on investment securities	3,0	0,0
Foreign exchange result	-38,5	0,0
Monetary result	-23,9	0,0
Claims-paid of reinsurance	-103,0	0,0
Change in insurance provisions	82,5	0,0
Other operating income	51,5	0,0
Other operating expenses	-427,0	96,5
Net operating income	258,9	96,5
Net operating income	816,7	0,0
Overhead costs	-385,6	-0,8
Provisions	-40,3	0,0
Share in net profit (loss) of associates	0,0	0,0
Profit before income tax	390,8	150,7
Income tax	-78,6	-28,6
Non-controlling interest	63,3	0,0
Net profit of the company shareholders	248,9	122,1

1) ...deferred commission costs of TU Europa Group to GNB Group



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