

# **GETIN Holding Group's financial results**

**for the first quarter 2011**

Presentation of financial results  
for investors and analysts

Warsaw, 13 May 2011

- ③ Successful completion of **Open Finance's IPO**
- ③ Steady growth of the Group's **operating profit**
- ③ **Growing contribution** of the Group's other activities to the Group's overall results
- ③ The results and management effectiveness of Getin Holding and Getin Noble Bank **appreciated by experts and the market**

# Getin Holding Group

## Structure of the Group



1) Banking operations in Poland

### iii Open Finance's IPO

- 24,750 thousand shares covered by Open Finance's public offering, including 4,250 thousand newly issued shares;
- Individual and institutional investors acquired, respectively, 3,713 thousand shares (reduction at 74.18%) and 14,378 thousand shares.
- At the IPO price of PLN 18.00 per share, Open Finance's capitalisation was nearly PLN 1 billion.
- The transaction was registered by a registration court in April 2011. Therefore, the overall impact of the transaction on the Group's consolidated net profit of approx. PLN 627 million will be recognised in the second quarter of 2011.

### iii Acquisition of the life insurance company TUnŻ Link4 - a preliminary share purchase agreement signed in January 2011

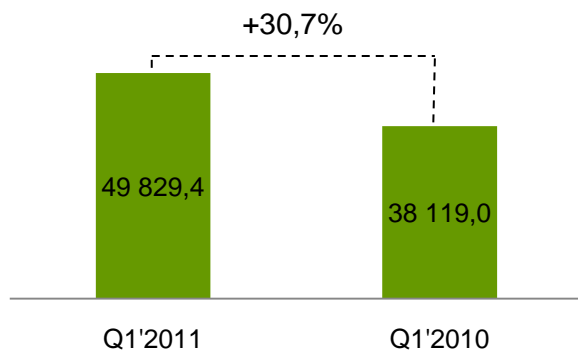
### iii Completion of a transaction to repurchase shares in Noble Securities in March 2011 – Getin Noble Bank's share increased to 99.74%

### iii Completion of a transaction to acquire Kubanbank in March 2011

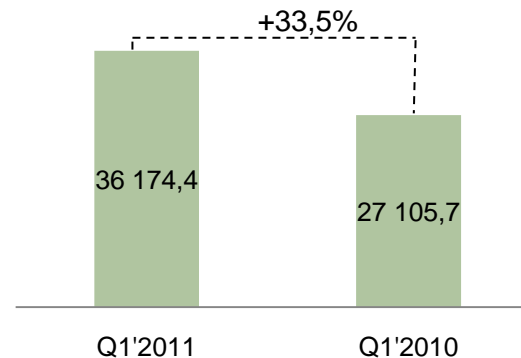
PLN m	Q1'2011	Q1'2010	Change %
Net interest income	360,2	288,2	25,0%
Net Fee and commission inc.	152,5	113,9	33,9%
Other operating income and cost	135,7	146,8	-7,6%
<b>Total operating income</b>	<b>648,4</b>	<b>548,9</b>	<b>18,1%</b>
Overhead costs	-269,8	-203,0	33,0%
Cost of provisions	-234,6	-281,7	-16,7%
<b>Profit before income tax</b>	<b>144,0</b>	<b>64,2</b>	<b>124,1%</b>
Income tax <sup>1)</sup>	-29,8	56,3	-152,9%
<b>Net profit</b>	<b>114,2</b>	<b>120,0</b>	<b>-4,9%</b>
Non-controlling interest	25,5	9,8	160,2%
<b>Net profit for shareholders</b>	<b>88,7</b>	<b>110,2</b>	<b>-19,6%</b>

- ④ A significant increase in the net interest and commission income, accompanied by improved sales volumes and an increase in loan portfolio
- ④ An increase in business expenses, of which approx. 20% was the result of new companies joining the Getin Holding Group
- ④ Consistently high levels of the costs of provisions (despite a year-to-year decrease of 16.7%)
- ④ An increase in minority interests as a result of TU Europa's SPO in the second half of 2010

### Total assets (PLN m)

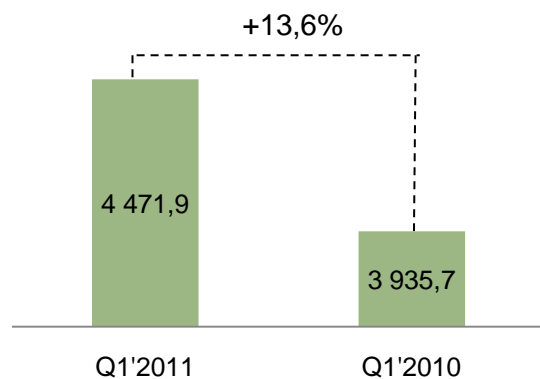


### Total loans (PLN m)

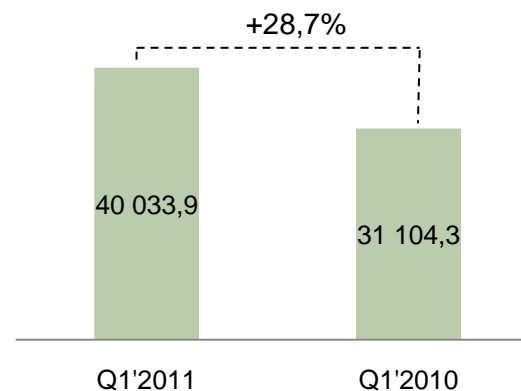


### Equity (PLN m)

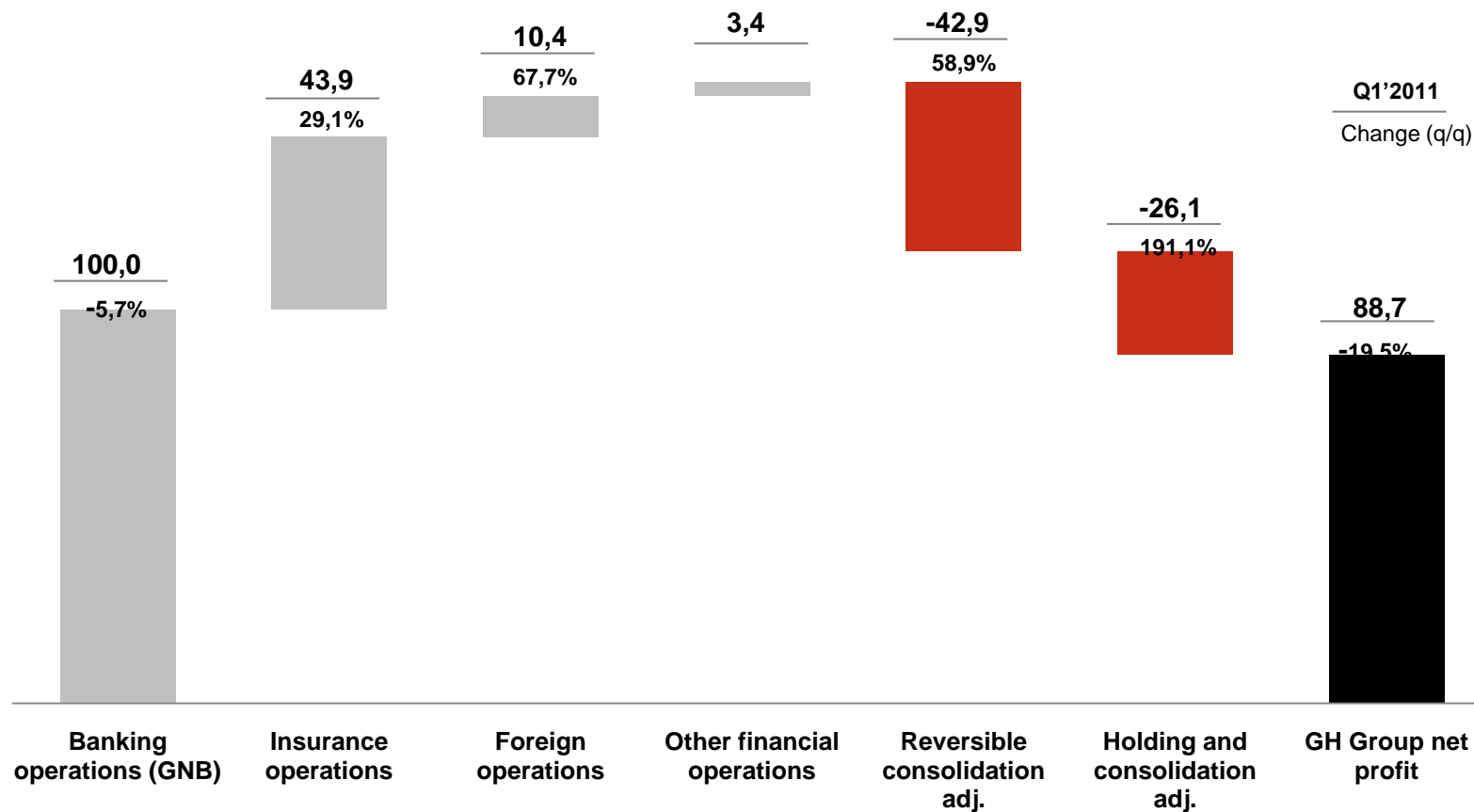
Net of minority interests



### Total deposits (PLN m)



Net profit attributable to company shareholders for Q1'2011 (PLN m)



- ii Gradually growing contributions of the Group's foreign and other operations to the Group's results
- ii Consolidation adjustments significantly affecting the Group's results

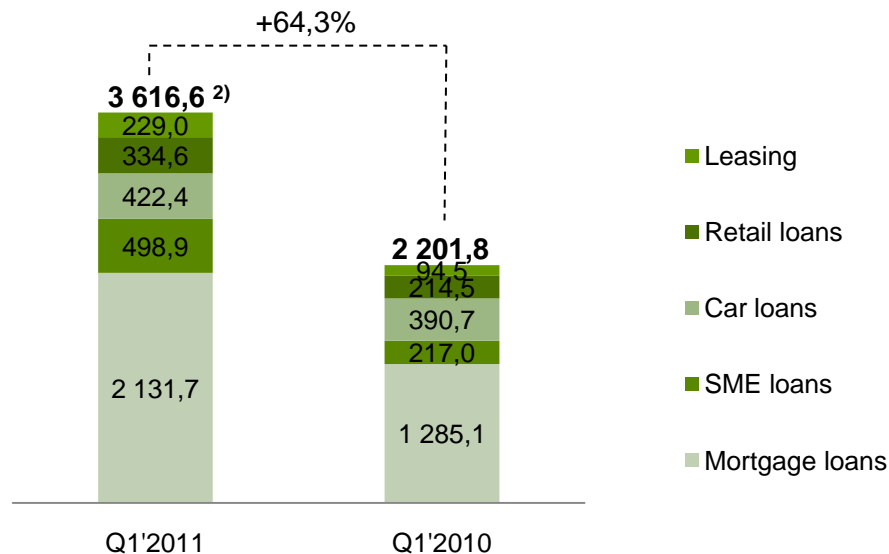
Type of operations (PLN m)	Banking (GNB)	Insurance	Foreign	Other Financial	Holding and conso- lidation adj.	Total Q1'2011
Net interest income	295,8	21,0	33,9	5,2	4,3	360,2
Net fee and commission income	242,7	8,8	10,1	13,2	-122,3	152,5
Other operating income and cost	29,6	38,1	4,5	0,1	63,4	135,7
<b>Total operating income</b>	<b>568,1</b>	<b>67,9</b>	<b>48,5</b>	<b>18,5</b>	<b>-54,6</b>	<b>648,4</b>
Overhead costs	-204,9	-13,2	-35,9	-13,6	-2,2	-269,8
Cost of provisions	-234,9	0,0	0,3	0,0	0,0	-234,6
<b>Net profit</b>	<b>102,5</b>	<b>43,9</b>	<b>10,4</b>	<b>3,4</b>	<b>-46,0</b>	<b>114,2</b>
Non-controlling interest	-2,5	0	0	0	-23,0	-25,5
<b>Net profit for shareholders</b>	<b>100,0</b>	<b>43,9</b>	<b>10,4</b>	<b>3,4</b>	<b>-69,0</b>	<b>88,7</b>



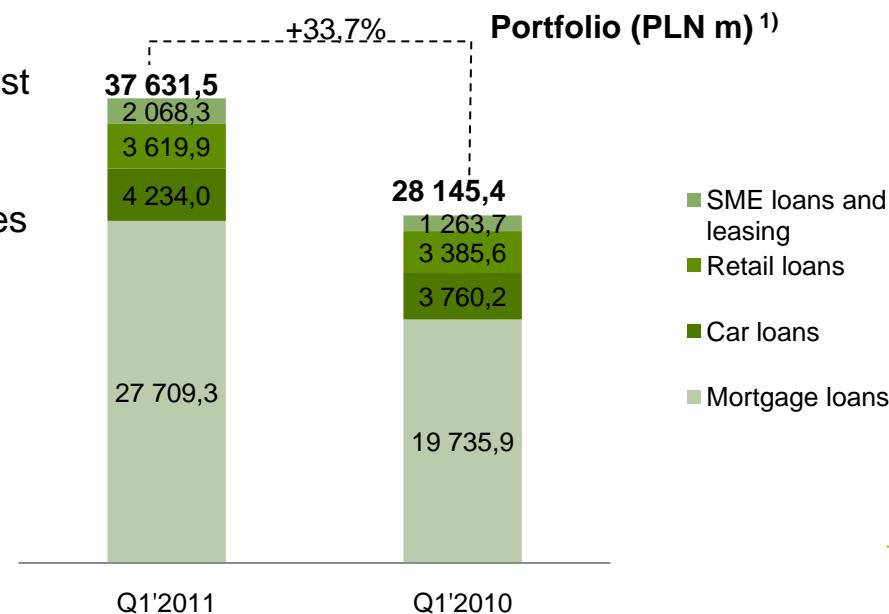


- ③ Maintaining the position of the second largest provider of mortgage loans
- ③ Increasing auto and retail loan sales volumes while complying with Recommendation "T"
- ③ Very fast growth of sales of products for business clients, including leases

Sales volumes (PLN m)



Portfolio (PLN m)<sup>1)</sup>






1) In gross amounts, excluding revaluation charges

2) Including Idea Bank



PLN m	Q1'2011	Q1'2010	Change %
Net interest income	295,8	242,3	22,1%
Net fee and commission inc	242,7	220,7	10,0%
Other operating income and cost	29,6	29,2	1,4%
<b>Total operating Income</b>	<b>568,1</b>	<b>492,2</b>	<b>15,4%</b>
Overhead costs	-204,9	-165,0	24,2%
Cost of provisions	-234,9	-281,3	-16,5%
<b>Net profit</b>	<b>100,0</b>	<b>106,0</b>	<b>-5,7%</b>

-  An increase in operating profit by PLN 75.9m y/y, with an increase in operating costs by PLN 39.9m y/y
-  A decrease in impairment losses by PLN 46.4m y/y, mainly in the retail product portfolio
-  An increase in Q1'2010 net profit compared to Q1'2011 as a result of releasing, in 2010, a provision for deferred income tax

**No. 1**  
 Ranking of Listed Companies with the Fastest Value Growth <sup>1)</sup>

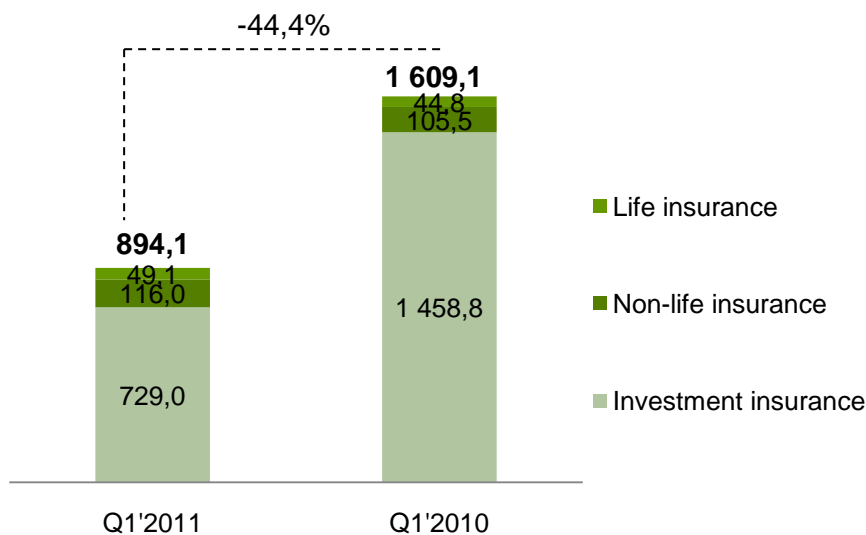
**No. 1**  
 in sales of auto loans

**No. 2**  
 in sales of mortgage loans

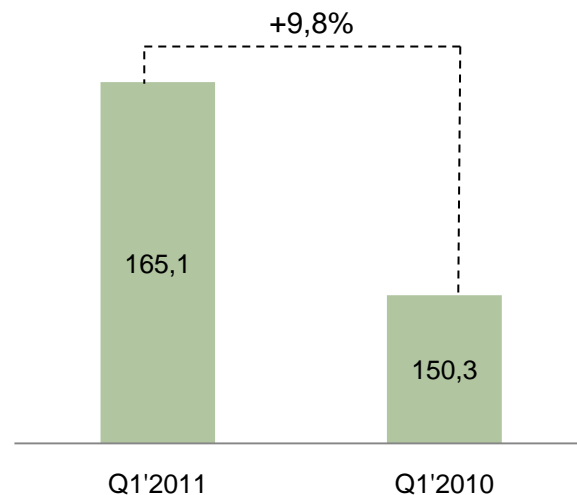
**No. 1**  
 in sales of investment products



Sales volumes acc. to PAS (PLN m)



Premium written acc. to IAS (PLN m)



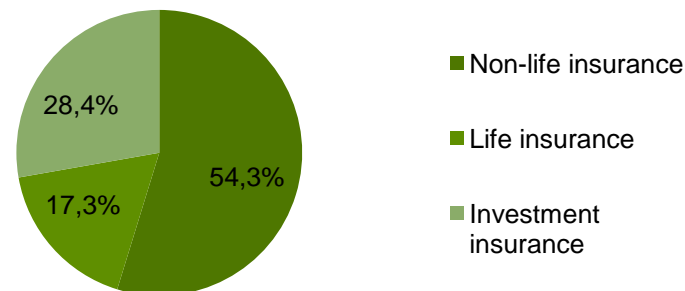
- ④ An increase in premium written for the non-life and life insurance segments by 10% y/y
- ④ A decrease in premium written according to PAS as a result of lower sales of structured products and insurance policies with an investment component
- ④ Focus on developing new investment products, such as insurance capital funds



PLN m	Q1'2011	Q1'2010	Change %
Net premium earned	152,2	126,2	20,6%
Net claims and benefits paid	3,0	-3,4	n/d
Acquisition costs	-117,0	-92,9	25,9%
Net interest income	21,0	18,1	16,0%
Other items	8,7	6,0	45,0%
<b>Total operating Income</b>	<b>67,9</b>	<b>54,0</b>	<b>25,7%</b>
Overhead costs	-13,2	-11,9	10,9%
<b>Net profit</b>	<b>43,9</b>	<b>34,1</b>	<b>28,7%</b>

- ③ An increase in net profit by 28.7% (y/y)
- ③ A positive effect of the change of net claims and benefits paid (+PLN 6.4m, y/y)
- ③ ROE at 22.7% (down by 12 pp y/y)

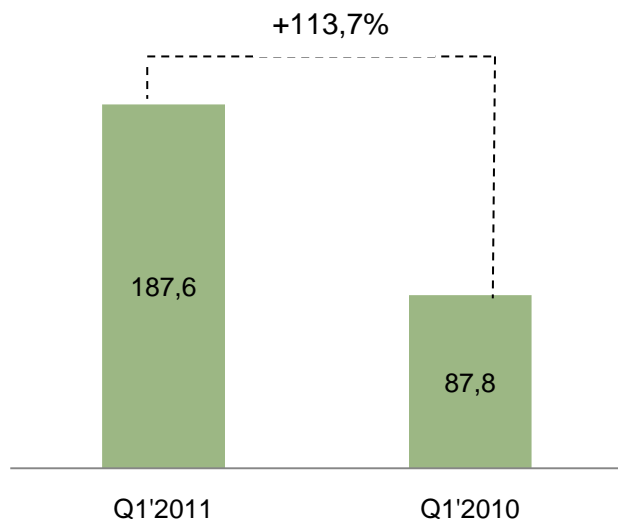
Split of the Q1'2011 results by segments





PLN m	Q1'2011	Q1'2010	Change %
<b>Total operating income</b>	<b>22,3</b>	<b>19,6</b>	<b>13,8%</b>
Overhead costs	-18,0	-13,1	37,4%
Cost of provisions	-0,4	-1,1	-63,6%
<b>Net profit <sup>1)</sup></b>	<b>2,8</b>	<b>4,2</b>	<b>-33,3%</b>

### Leasing sales volumes (PLN m)



- ④ Maintaining the position of No.2 in the LCV lease market
- ④ Expanding the sales network by 4 branches
- ④ Good and continuously improving portfolio quality ratios
- ④ Completing the acquisition of Kubanbank

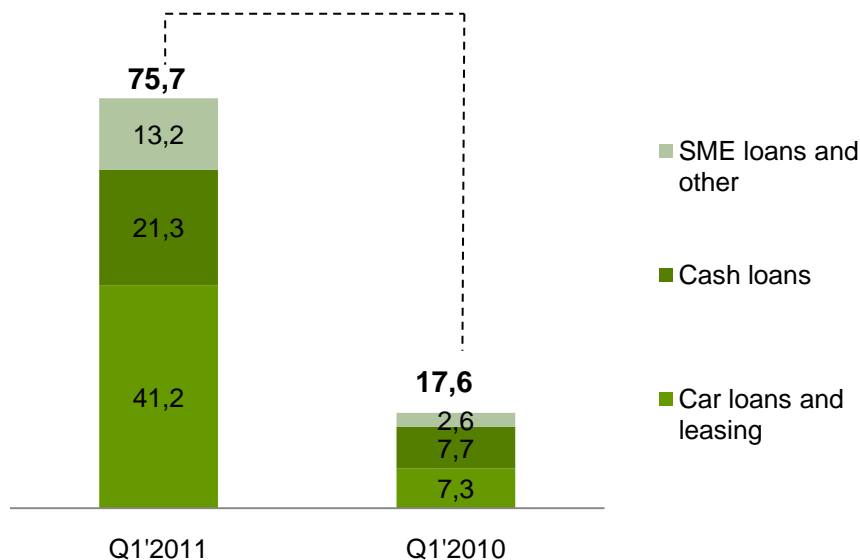
1) Net profit for Q1'2011 after consolidation of Kubanbank. Standalone net profit of Carcade for the period amounted to 3,7 PLN m.



PLN m	Q1'2011	Q1'2010	Change %
<b>Total operating income</b>	<b>11,3</b>	<b>7,0</b>	<b>61,4%</b>
Overhead costs	-9,7	-5,2	86,5%
Cost of provisions	1,8	0,9	100,0%
<b>Net profit</b>	<b>3,4</b>	<b>2,1</b>	<b>61,9%</b>

### Sales volumes (PLN m)

+330,1%

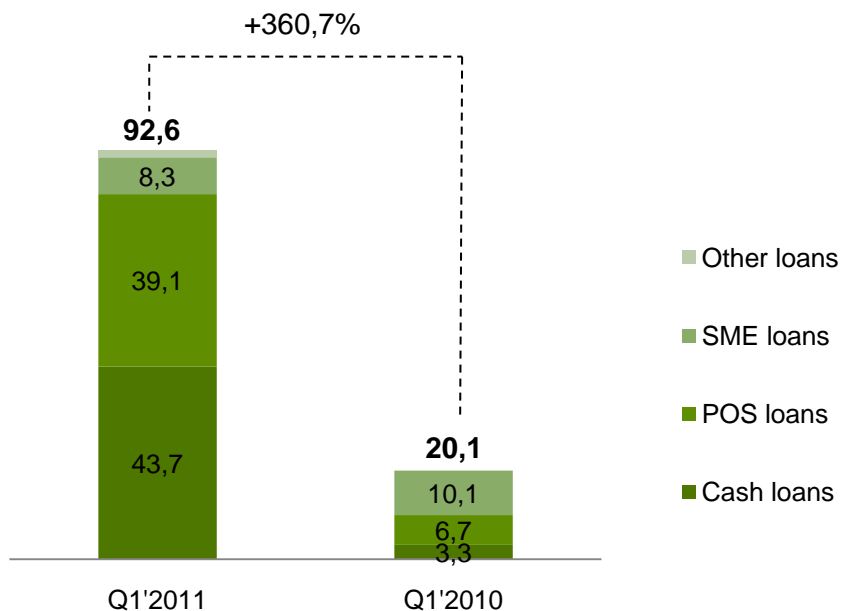


- ④ Dynamic growth in sales of auto loans and cash loans
- ④ Maintaining the position of the largest provider of auto loans
- ④ A positive effect of debt recovery activities on the Bank's financial results
- ④ Implementing a range of lease products



PLN m	Q1'2011	Q1'2010	Change %
<b>Total operating income</b>	<b>14,5</b>	<b>6,9</b>	<b>110,1%</b>
Overhead costs	-7,9	-3,4	132,4%
Cost of provisions	-1,1	-0,2	450,0%
<b>Net profit</b>	<b>4,2</b>	<b>2,3</b>	<b>82,6%</b>

### Sales volumes (PLN m)

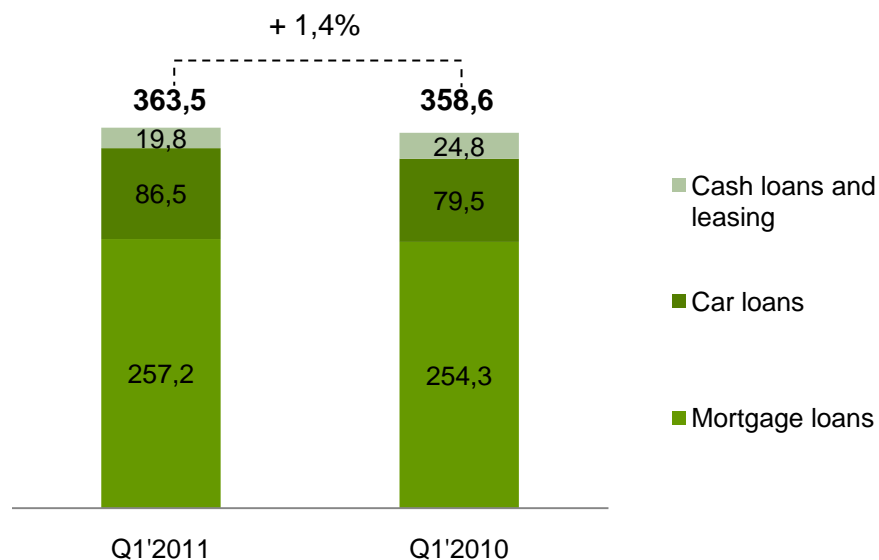


- Expanding the sales network by 5 new branches
- An increase in the loan receivables balance by 206.6% (year to year) to PLN 184.6m
- Stable, satisfactory loan portfolio quality ratios



PLN m	Q1'2011	Q1'2010	Change %
<b>Total operating income</b>	<b>14,1</b>	<b>14,7</b>	<b>-4,1%</b>
Overhead costs	-11,1	-12,8	-13,3%
Cost of provisions	0,0	0,0	0,0%
<b>Net profit</b>	<b>2,2</b>	<b>1,5</b>	<b>46,7%</b>

### Sales volumes (PLN m)



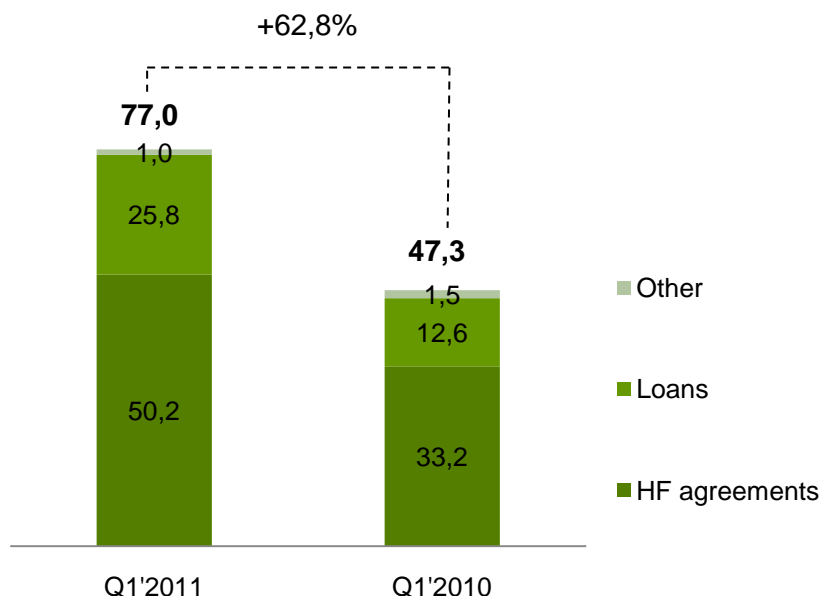
- ① Changing the company's operating strategy – focusing its sales activities on new distribution channels and introducing new products
- ① Implementing measures aimed at increasing sales and cost effectiveness





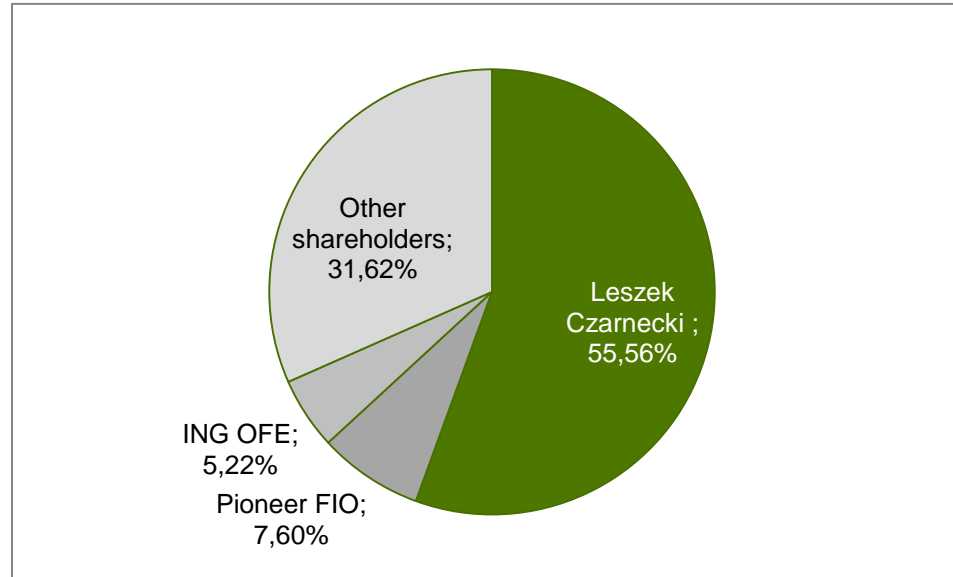
PLN m	Q1'2011	Q1'2010	Change %
<b>Total operating income</b>	<b>4,4</b>	<b>2,6</b>	<b>69,2%</b>
Overhead costs	-1,3	-1,1	18,2%
Cost of provisions	0,0	0,0	0,0%
<b>Net profit</b>	<b>2,3</b>	<b>1,1</b>	<b>109,1%</b>

### Sales volumes (PLN m)



- ④ A 4.5-fold increase in accounts receivable (y/y) to PLN 289.7m
- ④ Using the leverage effect and financing available within the Getin Holding Group
- ④ An increase in ROE to 27.4% (by 13.6 pp y/y)
- ④ Implementing new products dedicated to the medical sector

**Shareholders' structure** <sup>1)</sup>  
(as of 13 May 2011)



### Successful completion of Getin Holding's SPO

- The prospectus was approved by the Polish Financial Supervision Authority on 11 March 2011.
- A rights issue of 18,000 thousand O series shares at PLN 9.25 per share, with the total issue value of PLN 166.5 million, was carried out.
- A total of 17,747 thousand shares were acquired by exercising rights as part of the rights issue. The other issues were allocated to the subscribers at a reduction rate of 99.58%
- The planned date of introducing the O series shares into trading on the Warsaw Stock Exchange is 17 May 2011.