

# **Getin Holding Group Financial Results Presentation for the 3rd quarter 2008**

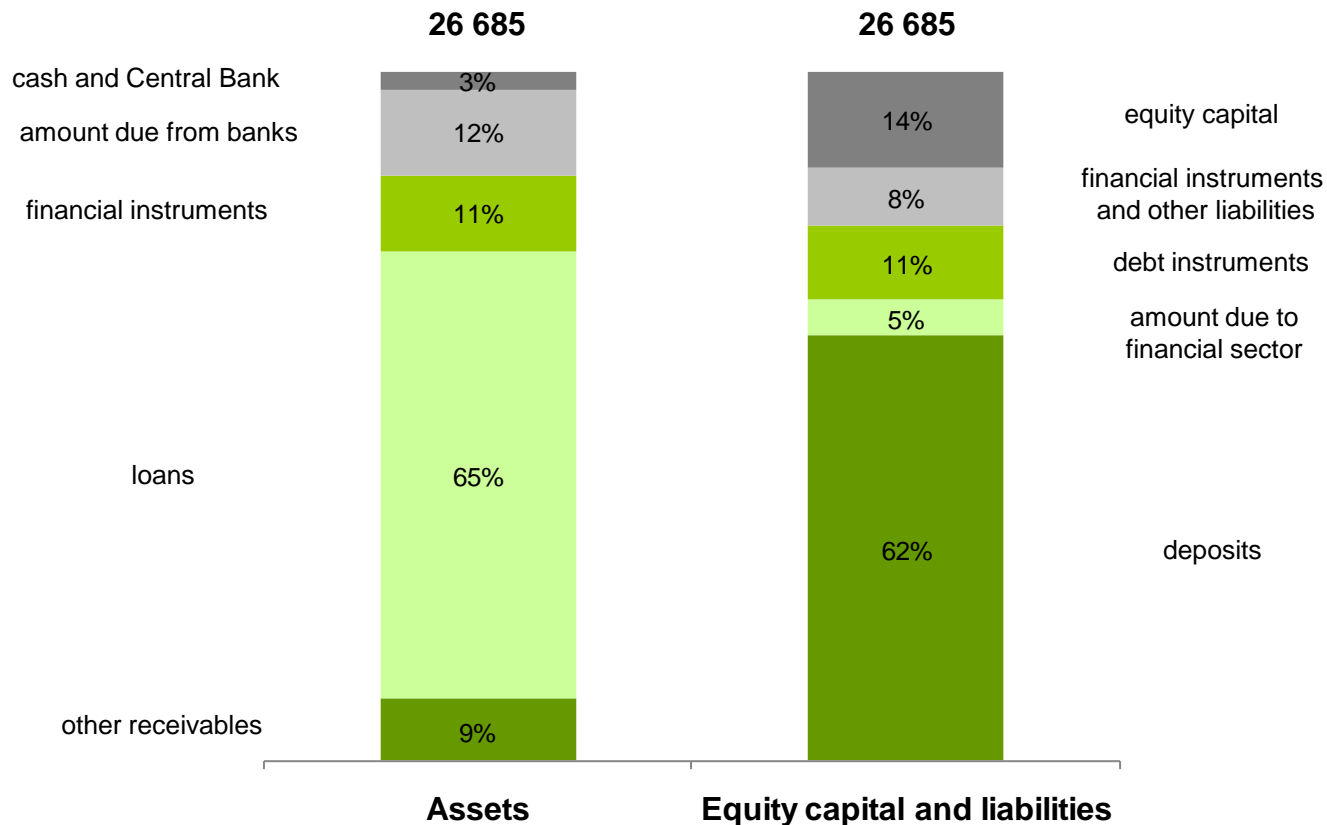
Presentation for investors and analysts  
of unaudited financial results

- Consolidated net results of GETIN Holding Group at the end of Q3 2008 amounted to **PLN 443.3 m** – a 41% growth\* against the first three quarters of 2007, while in only Q3'08 the net results were PLN 165.2 m - a 49% increase compared to Q3'07 (PLN 110.6 m)
- Deposit balance increase in 2008 by **59%**, with loan balance growth of **57%**
- Continued efficiency growth – cost/income ratio drop to **41%** (compared to 44.4% in 2007\*)
- Solvency ratios well above average throughout the sector (GETIN Bank **12.3%**, Noble Bank **18.5%**)
- Merger of the Group's loan brokerages: **Powszechny Dom Kredytowy Fiolet** – third largest financial brokerage on the market
- Own share buy-back programme implemented

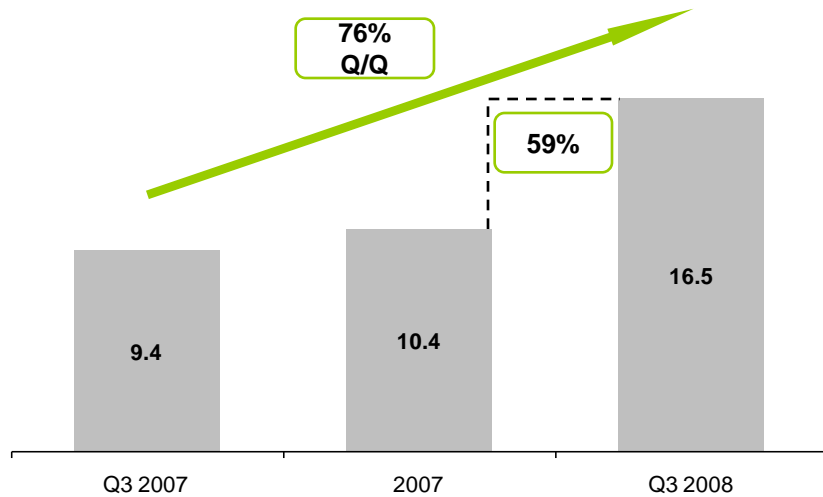
- Limited direct effect of the global credit crisis on Getin Holding Group:
  - no CDO-linked financial assets
  - Polish operations
  - limited exposure to Eastern markets (under 5% of the Group's assets)
  - focus on the retail market
- Response to indirect implications of the financial crisis:
  - tightening loan requirements (lower LTV, tougher credit scoring requirements)
  - considerable increase in PLN-denominated loans
  - continued monitoring of subsidiaries' financial results
  - flexible adjustment of the product range to market conditions (increased loan margins)
  - stringent risk and cost control at all levels
- As at 28 October, GETIN Bank has repaid bonds for a total of PLN 345 m (USD 100 m to be repaid by the end of the year)
- GETIN Holding was recognized in the "Top Rated Companies" survey by the 2008 Premium Brand Independent Public Company Survey conducted among Polish institutional investors:
  - Ranked 1st in the "Most Business-Oriented Company" category
  - Ranked 3rd in Finance and 6th in the overall rating of all WSE-listed companies

# Liquidity, assets and funding structure in Getin Holding Group

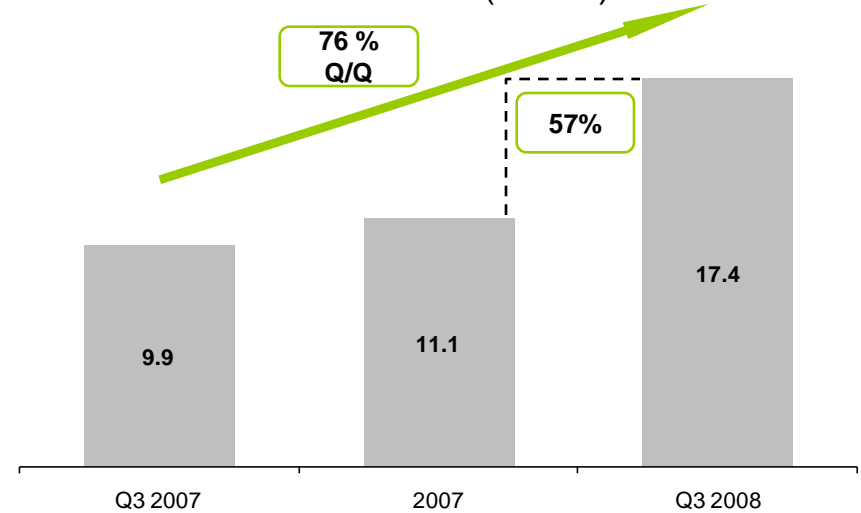
Structure of Getin Holding assets and funding profile – Q3 2008 (PLN m)



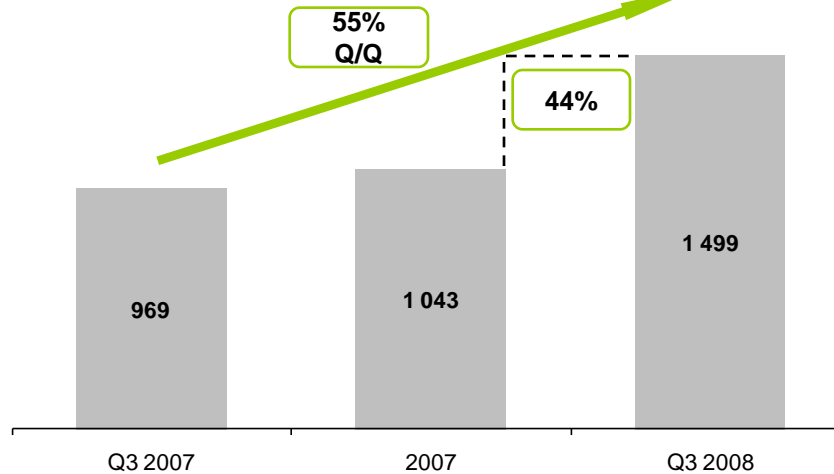
### Deposit balance (PLN b)



### Net loans (PLN b)

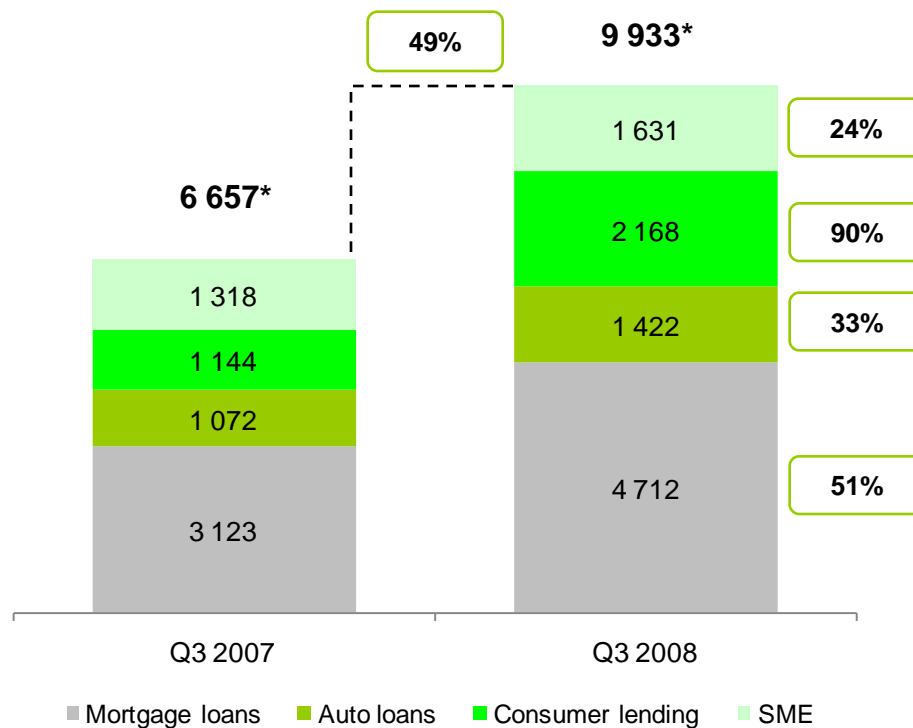


### Accounts (thousands)



# Lending growth in the Group

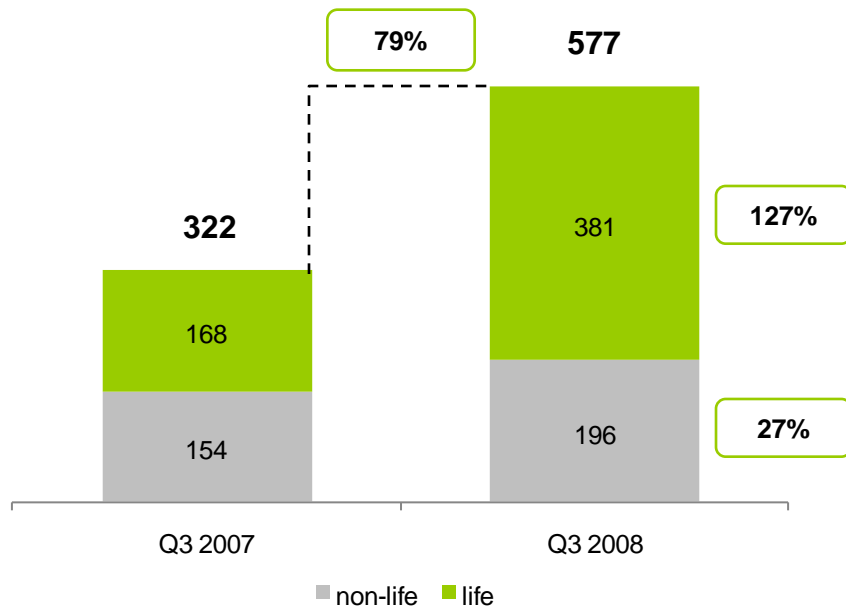
New loans (PLN m)



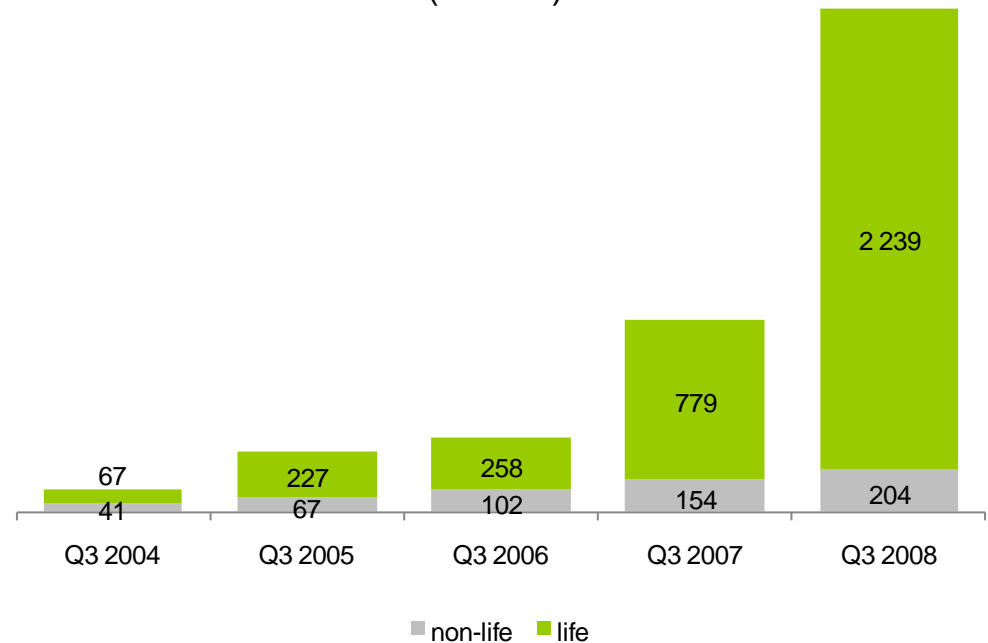
% share cumulatively		
Q3 2007	Q3 2008	
20%	16%	SME
17%	22%	Consumer lending
16%	14%	Auto loans
47%	48%	Mortgage loans

# Value of premiums in TU Europa Group

Gross premiums written according to IFRS (PLN m)

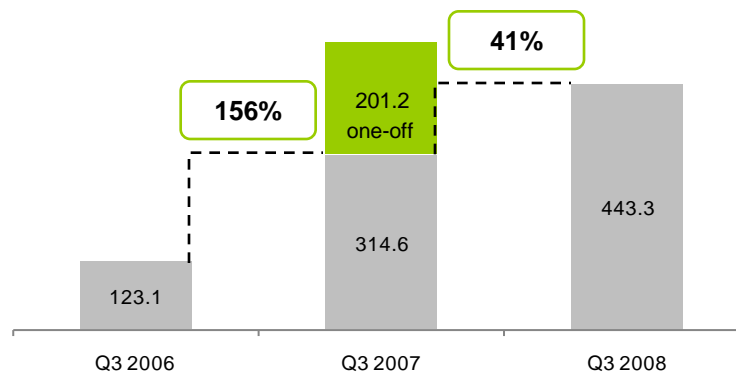


Sales volume  
(gross premiums written according to PAS)  
(PLN m)

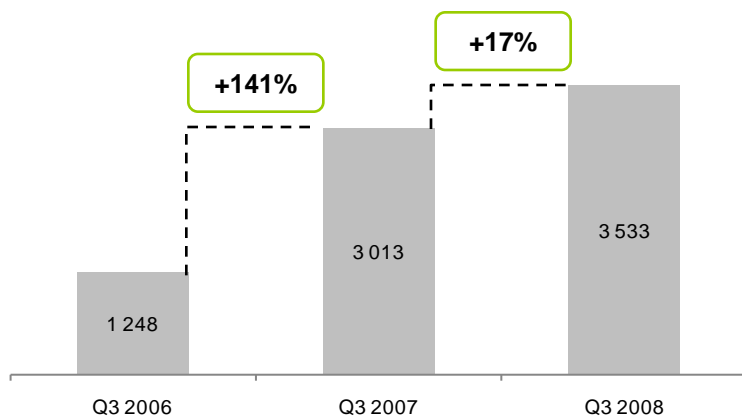


Sales volumes according to PAS amounted to 2 443 PLN M in Q3 2008 (162% increase YoY)

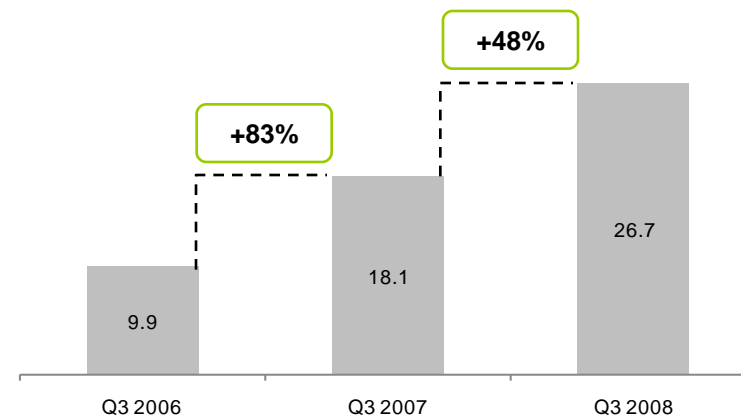
Net Profit (PLN m)\*



Total equity w/o minority interest (PLNm)



Total assets (PLN b)



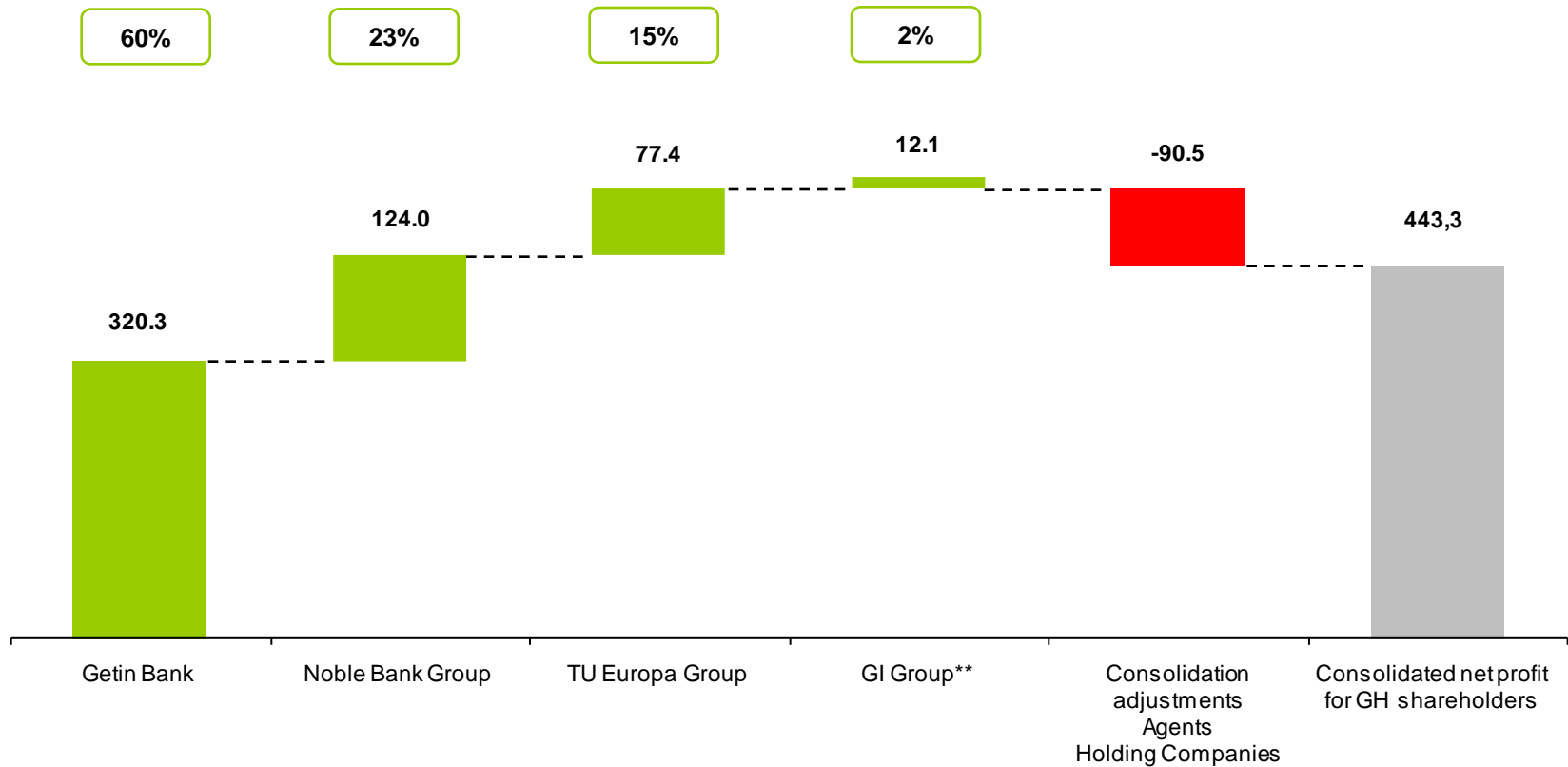
\* for GH shareholders

Source: Based on Getin Holding consolidated financial statements, IFRS.



# Contribution of business Getin Holding Q3'08 Results

Net profit for GH shareholders – Q3 2008\*



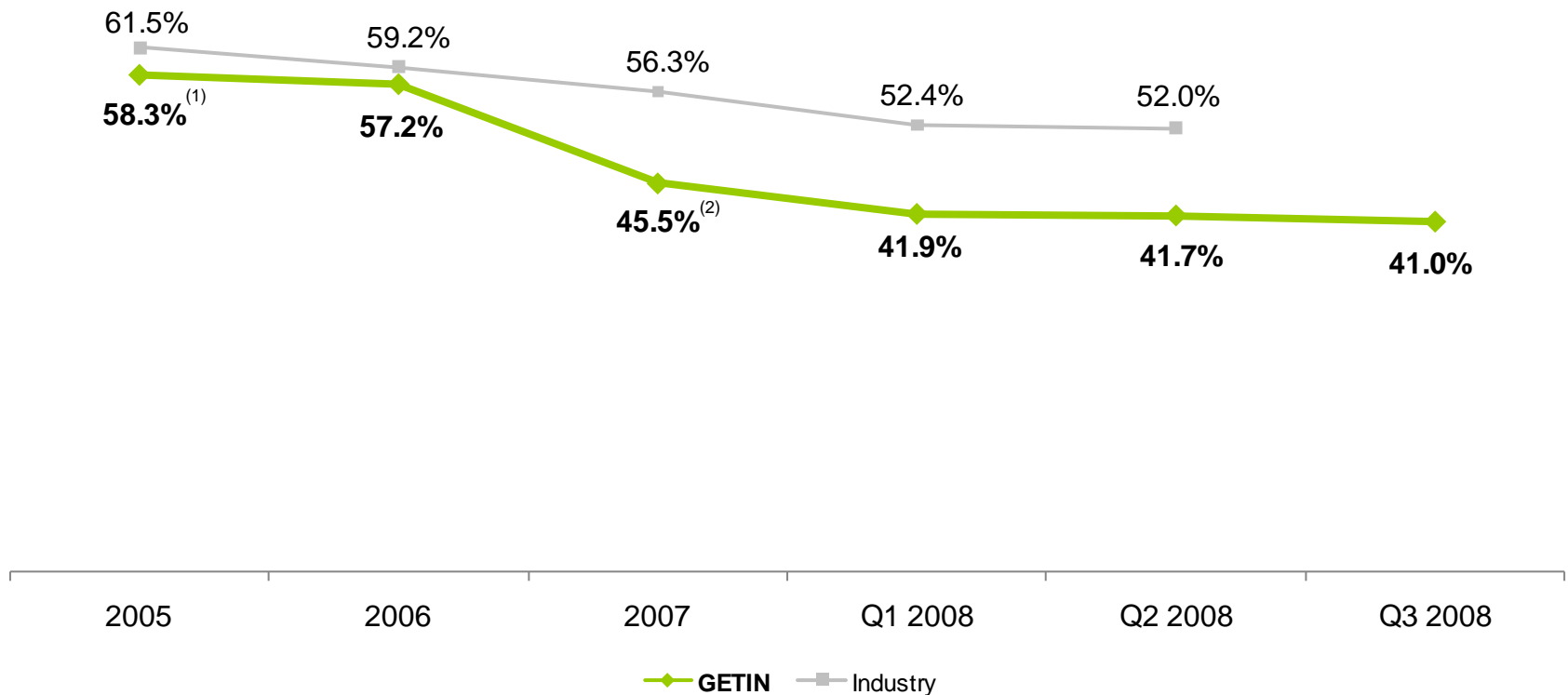
\*The share of total net results before consolidation adjustments and one-off transactions

\*\* Carcade OOO, Plus Bank S.A., Sombel Bank S.A., Accord-Plus sp. z o.o., S.C. Perfekt Finance, Carcade Plus sp. z o.o., Spółka Finansowa Gwarant Plus sp. z o.o.

Source: Based on Getin Holding consolidated financial statements, IFRS.

# High efficiency of Getin operations

Cost/Income Ratio (%)



Source: Based on Getin Holding consolidated financial statements, IFRS.

(1) Based on restated net profit for 2005 as comparatives presented in 2006 financial statements

(2) Without one-off Noble IPO effect

# Key financial indicators Getin Holding Group

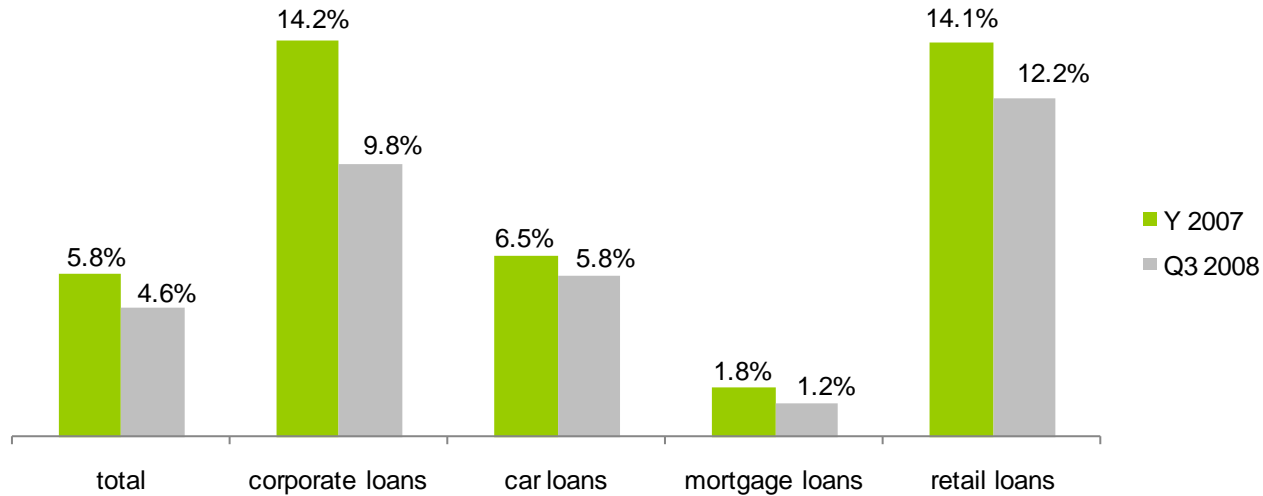
<b>PLN M</b>	<b>Q1-Q3 2008</b>	<b>Q1-Q3 2007*</b>	<b>%Q3 2008/Q3 2007</b>
Profit before tax	601.5	422.2	42%
Net profit	484.7	341.6	42%
Net profit for GGH shareholders	443.3	314.6	41%
Total income	1 380.9	914.4	51%
Administrative expenses	(566.3)	(417.7)	36%
Provisions for impairment net	(217.0)	(77.5)	180%
Net interest margin	3.5%	3.7%	-0.2 p.p.
ROAA (p.a.)	2.8%	3.0%	-0.2 p.p.
ROAE (p.a.)	19.1%	18.4%	+0.7 p.p.
Cost/Income	41.0%	44.4%	-3.4 p.p.
CAR – Getin Bank	12.3%	11.9%	+0.4 p.p.
CAR – Noble Bank	18.5%**	33.8%	-15.3 p.p.

\* Without one-off effect of NB deemed sale

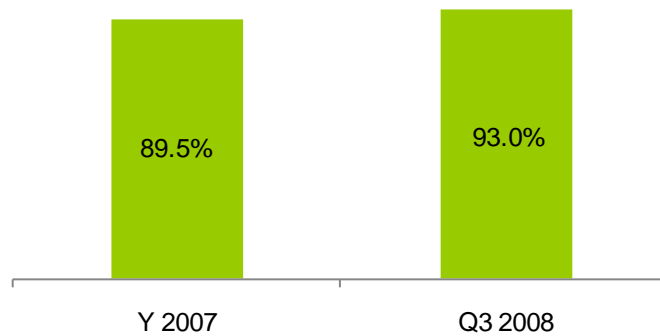
\*\* Noble Bank Group

Source: Based on Getin Holding consolidated financial statements, IFRS.

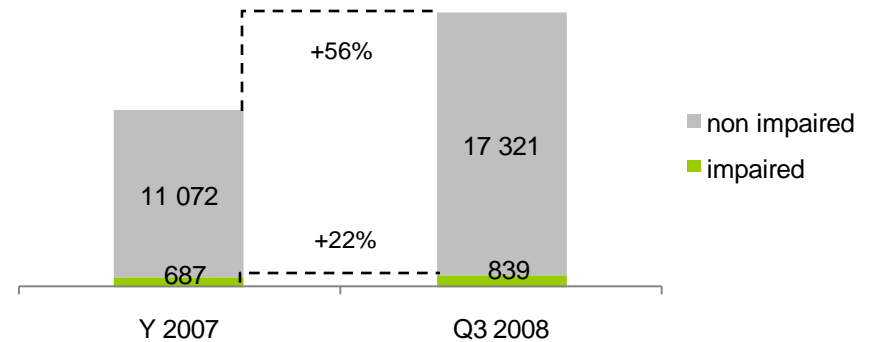
## Non-performing (impaired) loans



## Provisions/NPL



## Credit portfolio gross



- Total retail deposit growth at the end of Q3 2008 of PLN 4,438 m compared to the end of 2007 (market share increase from 2.8% to 3.7%)
- Treasury assets as at the end of September 2008 amounted to PLN 4.5 bn, with the value of funds deposited in other banks (PLN 2.1 bn) exceeding the value of deposits obtained from other banks (PLN 0.4 bn) by PLN 1.7 bn
- Bond repayment of PLN 345 m (USD 100 m remaining by the end of the year)
- Capital increase of PLN 49.9 m
- Loan sales in October (by 24 October) reached PLN 589 m, with total deposits growth PLN 663 m
- Further sales network growth – at the end of Q3 2008, the Bank had 227 GETIN Bank offices and 97 partners branches
- Introduction of capital-guaranteed structured investment products and Banking Securities
- On 15 October, Moody's maintained its previous rating for GETIN Bank - October
- GETIN Bank's solvency ratio increased to 12.3% as at the end of September 2008.

- Noble Bank Group's total retail deposits over PLN 2.9 bn
- Maintained one of the highest solvency ratios in the industry (over 18.5%)
- The lowest cost to income ratio in the banking industry (Noble Bank's C/I amounts to 24.3%)
- Noble Bank Group's distribution network consists of 63 branch offices across Poland, including 35 Open Finance offices, 20 Open Direct offices and 8 Noble Bank offices
- Sales of Open Finance financial products at the end of Q3 2008 exceeded PLN 5.2 bn, making it the undisputed leader in financial advisory services
- Consolidated net profit of Noble Bank SA Capital Group at the end of Q3 amounted to PLN 124 m, a 36% increase compared to the same period in 2007
- Maintained a high share of liquid assets in relation to total assets – 30%

- Total assets at the end of Q3'08 reported at PLN 3.3 bn, growing by more than 100% over the nine months in 2008
- PLN 2.4 bn in premiums collected at the end of Q3 2008 (according to the PAS), a growth of over 167% compared to the same period last year
- Total financial assets at the end of Q3 2008 reached PLN 2 862 m
- Payment of PLN 57m in dividend
- Diversification of operations and introduction of new products, such as title insurance, euro warranties or insurance against increase of interest rates
- More than 400 subscriptions to EUROPA structured products from leading financial institutions in less than 24 months
- Net results after Q3 2008 reached PLN 77.4 m according to the IAS, a 26% growth compared to the same period last year

- Implemented innovative scoring system at Ukraine's PLUS Bank and increased the profitability of the entire product range
- Effectively acquired financing for PlusBank on the local market
- Despite the growing financial crisis in Ukraine, reported a growth in retail deposits at PlusBank in October
- Signed a USD 50m syndicated loan agreement with the European Bank for Reconstruction and Development
- New credit line from Unicredit to Carcade
- CARCADE Leasing sales grew by 56.5% against Q3 2007, exceeding USD 277.5 m
- Reported an increase in consumer finance product sales at Belarus' SombelBank and received a favourable post-audit assessment from the National Bank of Belarus

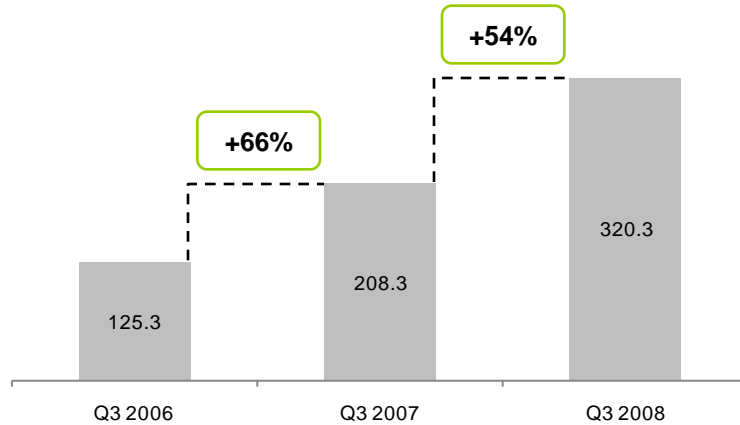


- Appendix 1 – Key financial indicators Getin Bank S.A
- Appendix 2 – Key financial indicators Noble Bank Group
- Appendix 3 – Key financial indicators TU Europa Group
- Appendix 4 – Consolidated P&L Account Getin Holding Group

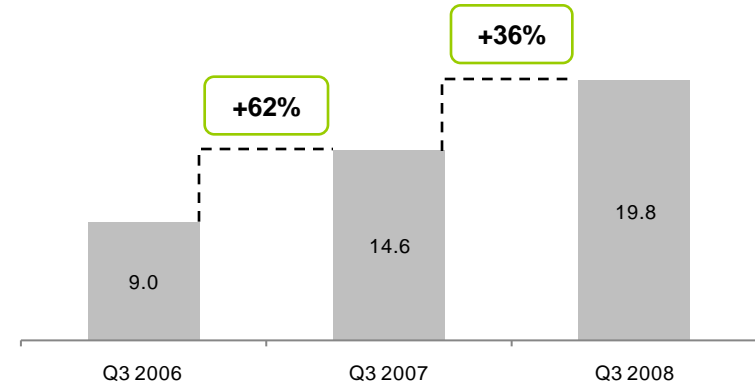
# Appendix 1 – Key financial indicators

## Getin Bank S.A.

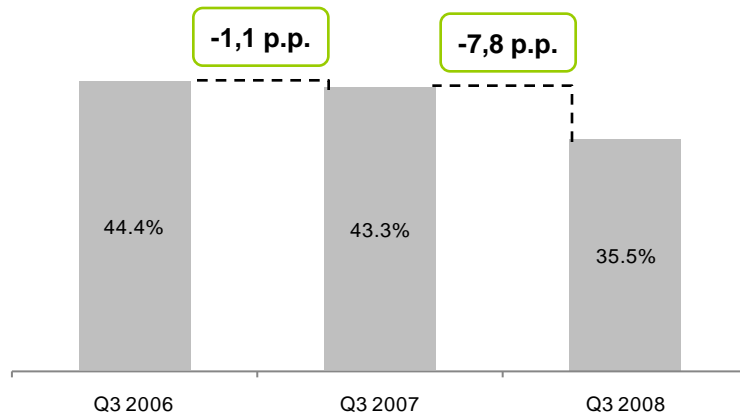
### Net profit (PLN m)



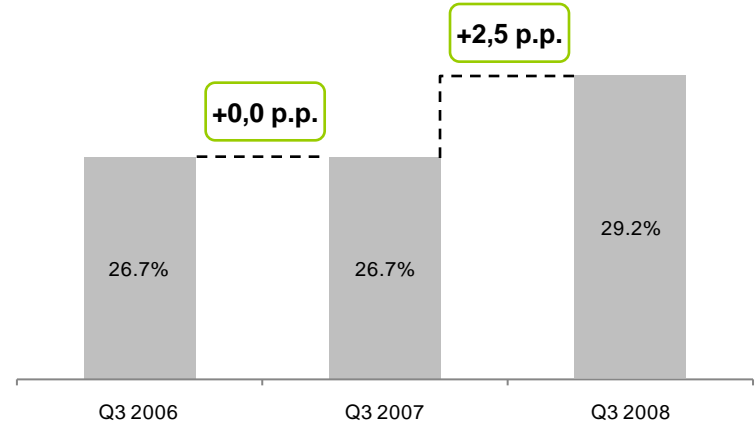
### Total assets (PLN b)



### C/I



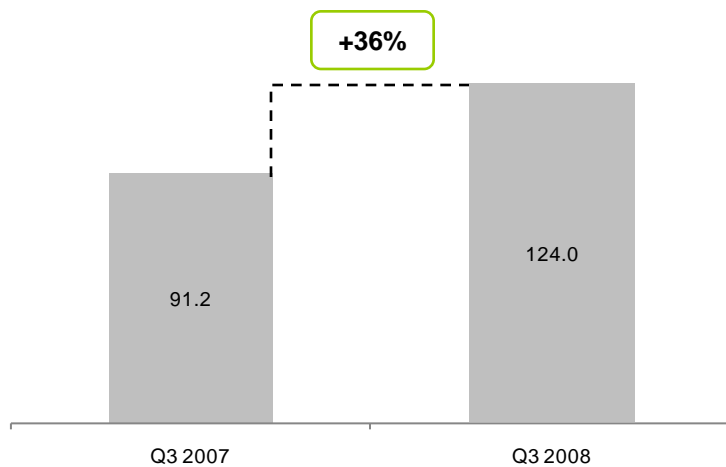
### ROAE (p.a.)



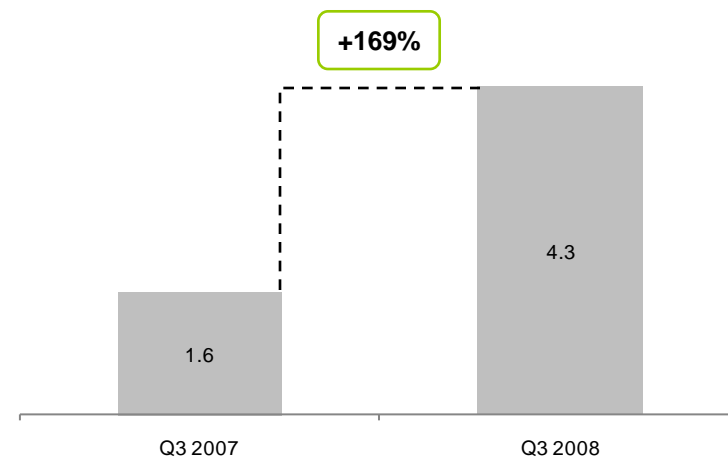
# Appendix 2 – Key financial indicators

## Noble Bank Group

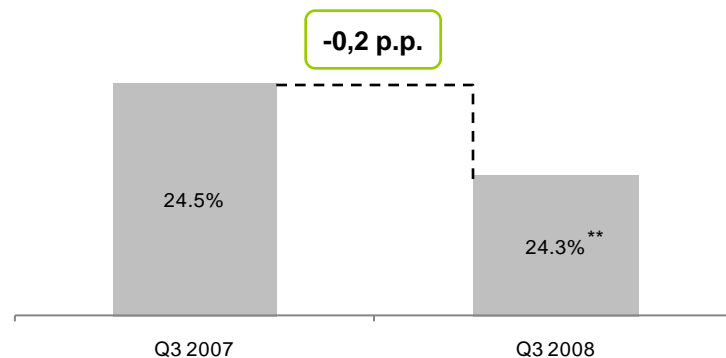
Net profit (PLN m)



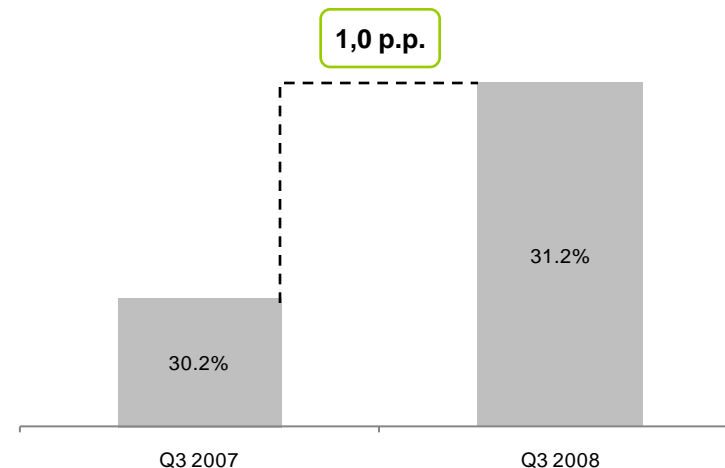
Total assets (PLN b)



C/I\*



ROE (p.a.)



IFRS or restated to IFRS

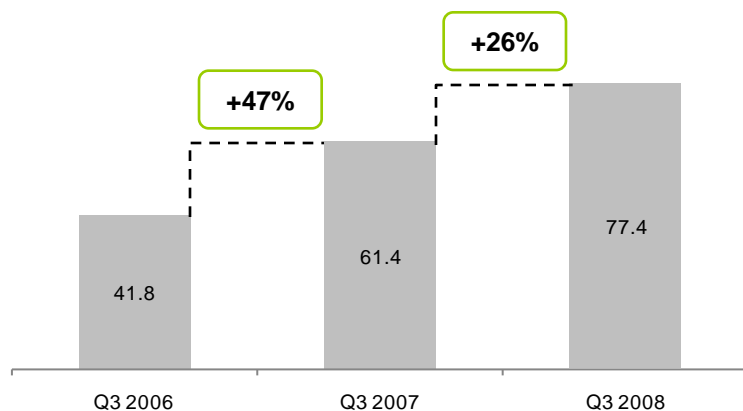
\* Noble Bank only

\*\* w/o effect of dividend received from subsidiary

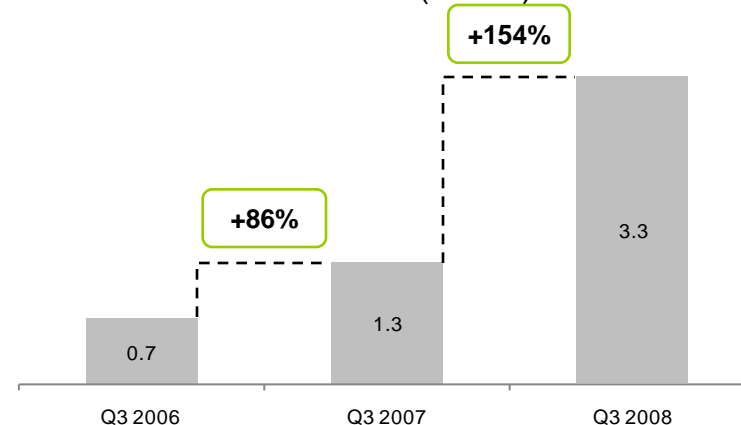
# Appendix 3 – Key financial indicators

## TU Europa Group

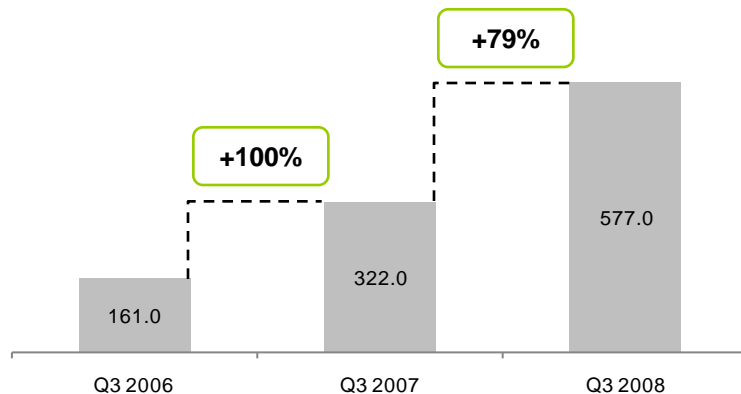
Net profit (PLN m)



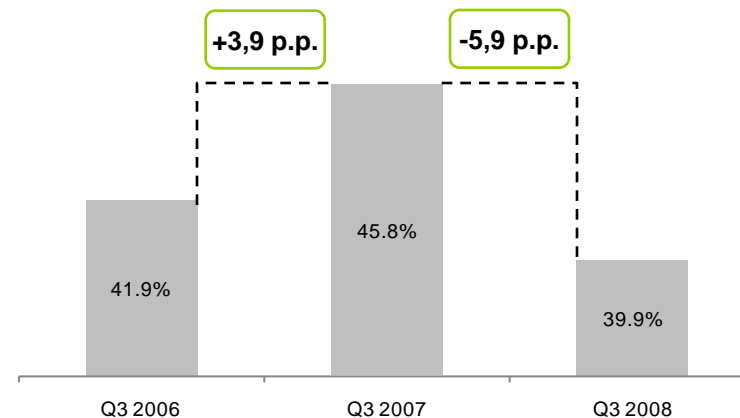
Total assets (PLN b)



Premium collected (PLN m)



ROAE



# Appendix 4 – Consolidated P&L Account

## Getin Holding Group



PLN'000	Q3 2008	Q3 2007*	%Q3 2008/Q3 2007
Net interest income	553 903	378 790	+46%
Net commission and fee income	183 016	224 985	-19%
Other net income and cost	644 018	310 646	+107%
Net impairment charges	(217 048)	(77 539)	+180%
administrative expenses	(566 279)	(417 692)	+36%
<b>Operating profit</b>	<b>597 610</b>	<b>419 190</b>	<b>+43%</b>
Share in profit of associated entities	3 854	3 026	+27%
<b>Gross profit</b>	<b>601 464</b>	<b>422 216</b>	<b>+42%</b>
Profit tax	(117 167)	(80 625)	+45%
<b>Net profit before minority holdings</b>	<b>484 672</b>	<b>341 591</b>	<b>+42%</b>
Minority interest	(41 364)	(26 992)	+53%
<b>Net profit for equity holders of the parent</b>	<b>443 308</b>	<b>314 599</b>	<b>+41%</b>

\* Without one-off effect of NB deemed sale

Source: Based on Getin Holding consolidated financial statements; IFRS.

# get<sup>in</sup> holding

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In addition, certain figures herein have been rounded to the nearest whole-number.

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