



BNP PARIBAS

13 AUGUST 2024

# H1 2024 RESULTS PRESENTATION

BNP PARIBAS BANK POLSKA SA GROUP

**FOR  
THOSE  
WHO  
*Move*  
THE  
WORLD**



BNP PARIBAS

- 01 Key highlights
- 02 Macroeconomic environment
- 03 Financial results
- 04 Summary & Outlook
- 05 Business activities
- 06 Appendices

A woman with dark hair in a ponytail, wearing a grey sweater with a white collar, stands in a server room. She is holding a tablet and looking towards the right. The server racks are illuminated with blue light. A green rectangular box is overlaid on the image, containing the word 'Agenda' in white text.

# Agenda



BNP PARIBAS

**01**

Key  
highlights

**FOR  
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# Q2 2024 – high quarterly net profit despite negative impact of credit holidays

Further improvement of adjusted net interest margin. Continued growth in selected segments. Moderate impact of legal risk of the CHF portfolio

## STRATEGY & TRANSFORMATION

#positive #up #stronger #together

- Support for the energy transition – almost PLN 10 billion of sustainable financing
- Improvement of processes for Clients – new onboarding for retail Clients, changes in credit workflow for Corporate&SME Clients
- New products for Customers – new mortgage loan offer, account for “Influentials” (Konto dla “Wpływowych”), offer for tennis fans, comprehensive offer for those starting a company
- eNPS above the strategic goal, awards for high standards of governance and diversity management

## BUSINESS ACTIVITY

- Further growth in sales dynamics of key retail products and number of Affluent and Wealth Management Clients
- Continuation of trends in loan volumes - slight increase of Institutional Customers' loans, growth in the sales of mortgage loans
- Increase in the balance of deposits in both Clients' segments
- Sustained growth in transactionality and use of remote channels by Customers

## FINANCIAL RESULTS

- Solid NBI due to further improvement in adjusted NIM (i.e. w/o credit holidays impact)
- Slight increase in the cost base excluding regulatory costs q/q
- Moderate impact of the legal risk of the CHF loan portfolio
- Marginal impact of the cost of credit risk resulting from a very good quality of the loan portfolio
- Further improvement of the capital position resulting from growth in own funds (inclusion of 50% of net profit for 2023)

net profit

**PLN 623 m**

+5% / +33%\* q/q  
+36% / +75%\* y/y

ROE

**18.3%**

+0.3 pp q/q  
+2 pp y/y

gross loans

**PLN 88.6 bn**

-0.3% q/q  
-1% y/y

NIM

**3.6%\***

+7 bps q/q  
+26 bps y/y

NBI

**PLN 1.7 bn**

-13% / -2%\* q/q  
-7% / +5%\* y/y

expenses

**PLN 803 m**

-13% q/q  
+11% y/y

\* w/o credit holidays impact

# GO beyond Strategy 2022-25

Key achievements in H1 2024



## #POSITIVE

- Sustainable financing:
  - first Green Loan transactions in the field of real estate office properties in Poland for building Lakeside and Olivia Star offices (as part of consortiums)
  - consecutive agreement with the EFL Group worth PLN 300 million on terms of the Sustainability-Linked Loan
  - investments in renewable energy sources and customer energy efficiency under the completed EIB program
- New onboarding process for Retail Clients in branches, saving ~1 million pages of paper annually
- Providing micro-enterprises - in cooperation with Envirly - with a tool to calculate their carbon footprint
- 2<sup>nd</sup> place in overall classification of 18th edition of "ESG Ranking. Responsible Management"

## #UP

- Account with a card for "Wpływowi" ("Influentials") who care about the river water quality in Poland; Visa tennis card – a special offer for tennis fans with a number of benefits, Tennis deposit with an attractive interest rate
- Start TwojeGO BIZNESU - comprehensive offer for those starting a company: an account with a training package and a set of business development tools (GOksięgowość) and support with formalities
- New fixed-rate mortgage offer for 5 or 10 years
- API Premium – implementing (as the first bank in Poland) a solution enabling the Bank's business partners to verify and confirm the data of their customers/counterparties, e.g. to sign an agreement or make a transaction
- Best International Private Bank in Poland title in highly-reputed Global Private Banking Innovation Awards 2024 and recognition by the Global Finance and the Digital Banker magazines for the quality of business Customer service

## #STRONGER

- Changes in credit workflow and reduction in the credit process time for the Corporate and SME segment
- Further development of the GENiusz Chatbot, based on GenAI technology, with additional areas and functionalities allowing further optimisation of processes and increasing work efficiency (95 AI use cases)
- Launching behavioural protection in the GOMobile application, available for all Customers
- 222 active robots supporting Bank's operations

## #TOGETHER

- Improved employee satisfaction measured by the eNPS index (+5 points y/y, +4 points above the strategic goal 2025)
- Diversity IN Check - mentioned on the list for the 4<sup>th</sup> consecutive time, recognising the best employers for diversity and inclusion management in Poland
- First hackathon at the Bank - building an AI model, which effectively identifies fraudulent transactions in mobile channels
- Distinction for the Ethical Company in a Puls Biznesu ranking

PLN **9.96** billion  
of sustainable financing  
at the end of June 2024

**1<sup>st</sup>** place in Money.pl rankings for:  
brokerage account and  
VISA Platinum credit card

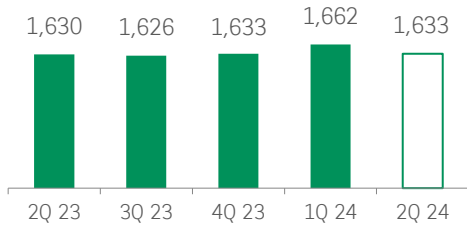
**50%** net profit for 2023  
paid out as a dividend (DPS: PLN 3.41)

**24** vs 20 strategic goal  
employee satisfaction index (eNPS)

# #G0digital - statistics

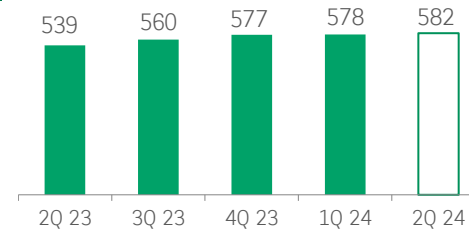
Continued growth in transactionality and use of mobile banking

## > Customers using digital channels [thous.]



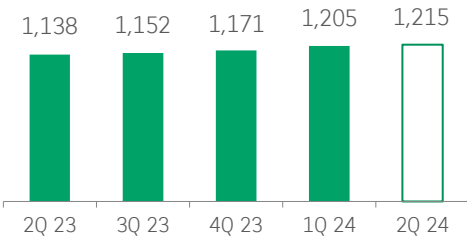
**-1.8% q/q**  
**+0.1% y/y**

## > Number of tokens in digital wallets [thous.]



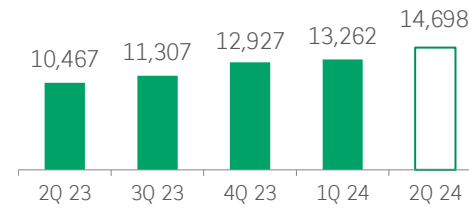
**+1% q/q**  
**+8% y/y**

## > G0mobile users [thous.]



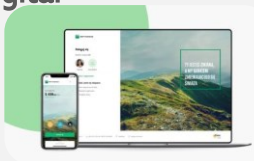
**+1% q/q**  
**+7% y/y**

## > BLIK transactions quarterly [thous.]



**+11% q/q**  
**+40% y/y**

#G0digital



G0makler  
application



G0dealer  
application

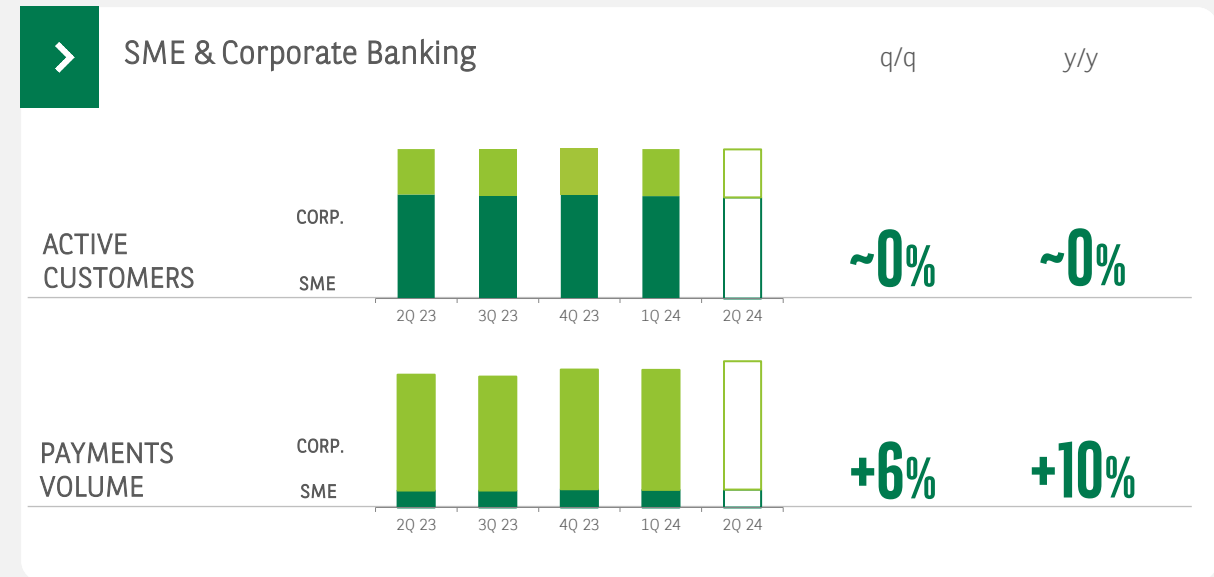
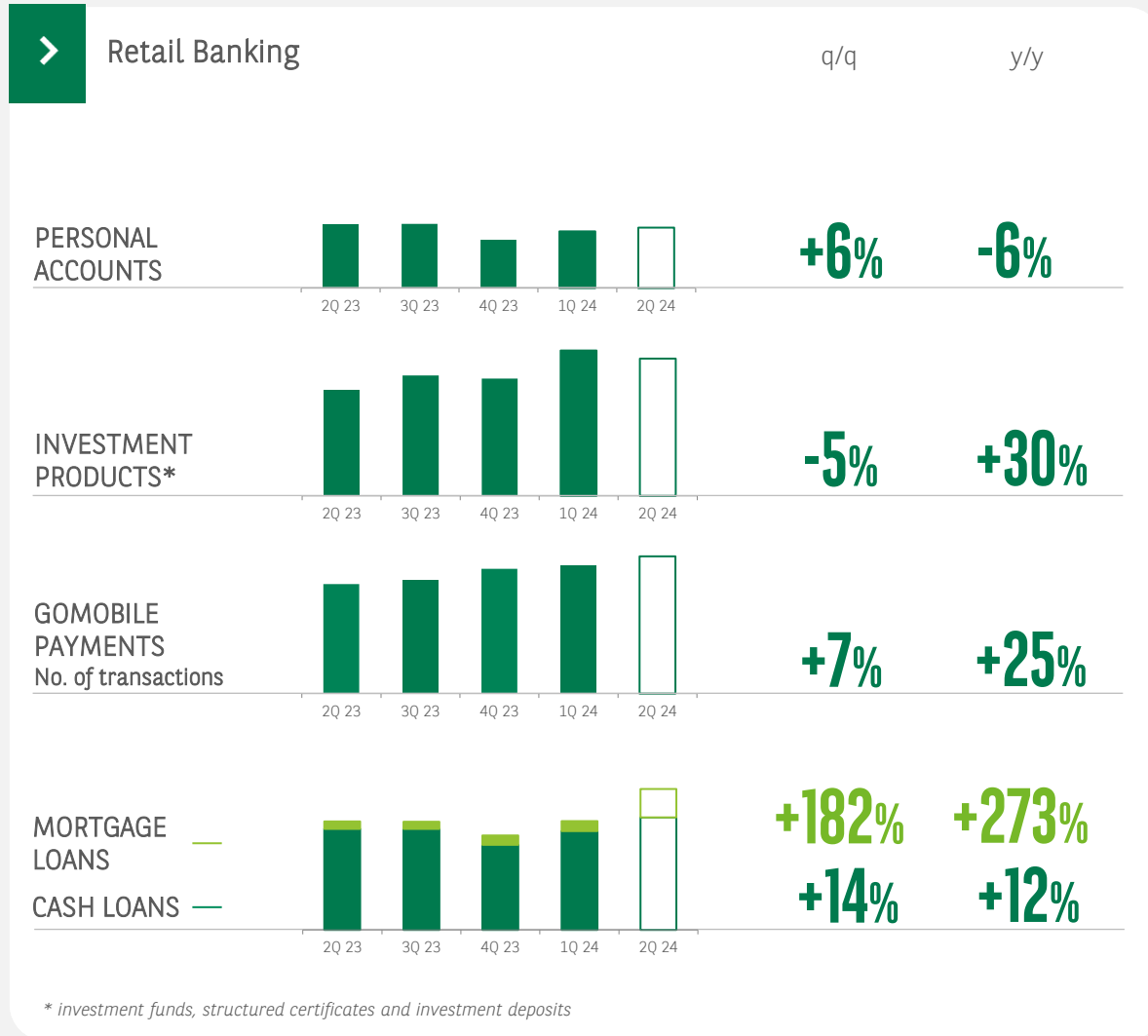


G0invest  
service



# Customer business activity - sales & transactional volumes

Increase in sales of Retail Banking credit products, continued sales of investment products. Slight increase in activity in the area of Corporate Banking



We support our Customers in business development  
Participating in key deals on the market

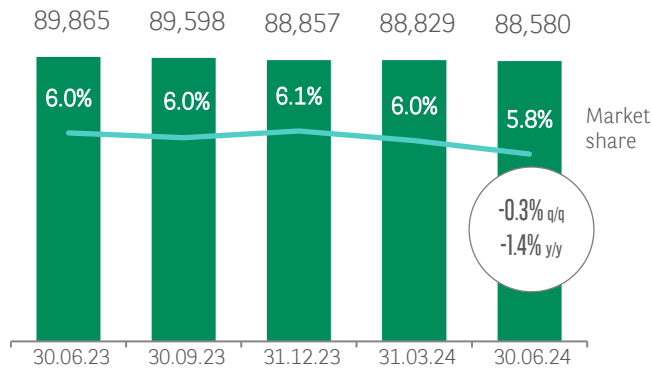
  <b>PLN 240.4 million</b> Capex Project Financing  Mandated Lead Arranger April 2024	 Lakeside <b>EUR 38 million</b> Construction & Investment Loans  Lender, Facility & Security Agent April 2024	 West Parks <b>EUR 28.7 million</b> Investment Loan  Lender April 2024	 <b>PLN 68 million</b> Financing and refinancing of CAPEX  Mandated Lead Arranger Security Agent June 2024	 DL Park Handlowy Mikołów <b>EUR 4.1 million</b> Construction Loan  Lender April 2024
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# Loan and deposit volumes

Growth in Customer deposits. Stabilisation of the number of Customers combined with selective growth in selected sub-segments (Affluent, Wealth Management and Corporate Customers)



Gross loans [PLN million]



**-1.6% q/q**

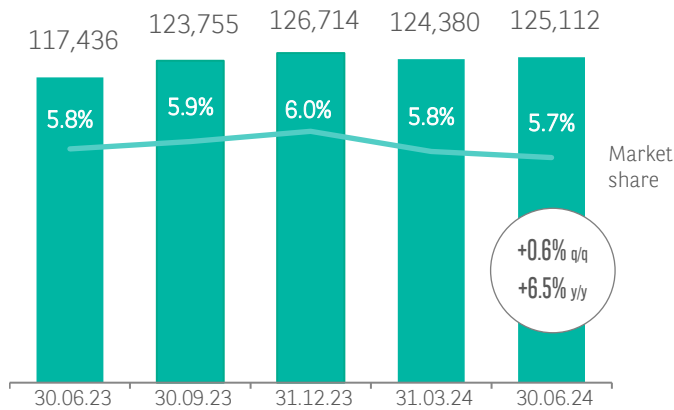
decrease in Individual Customer loans (-7.2% y/y), mortgage loans (-3.0% q/q, -12.3% y/y)

**+0.5% q/q**

increase in Institutional Customer loans (+2.4% y/y)



Customer deposits [PLN million]



**+0.4% q/q**

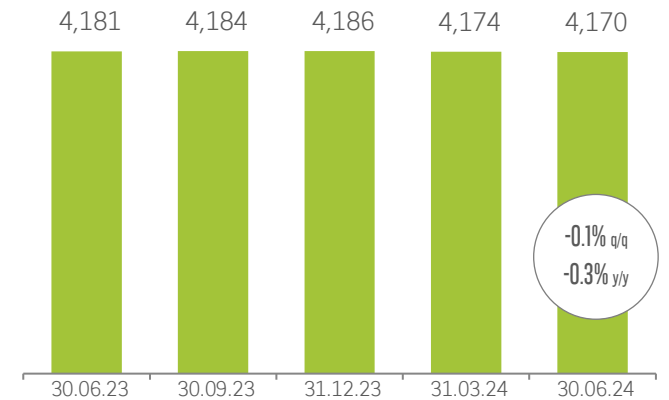
increase in Individual Customer deposits (+6.8% y/y)

**+0.7% q/q**

increase in Institutional Customer deposits (+6.3% y/y)



Number of Customers [thous.]



**-0.2% q/q**

slight decrease in the number of Individual Customers (-0.5% y/y)

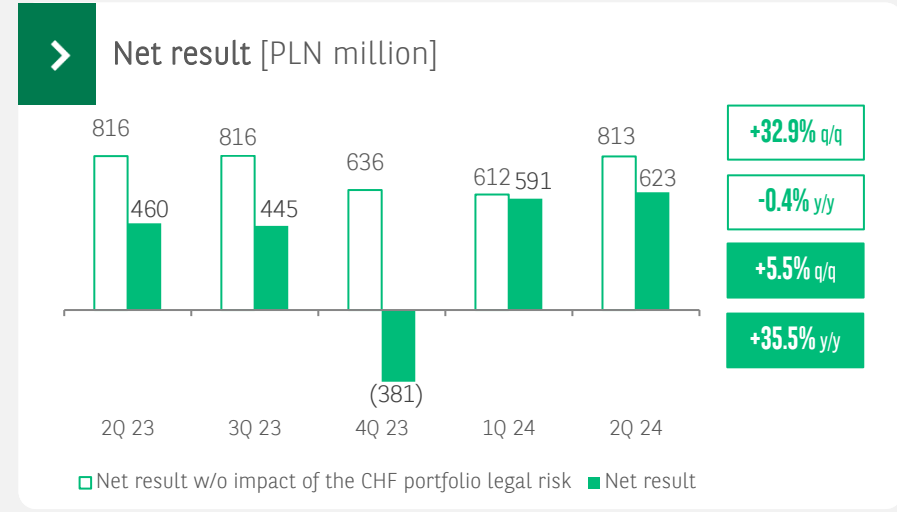
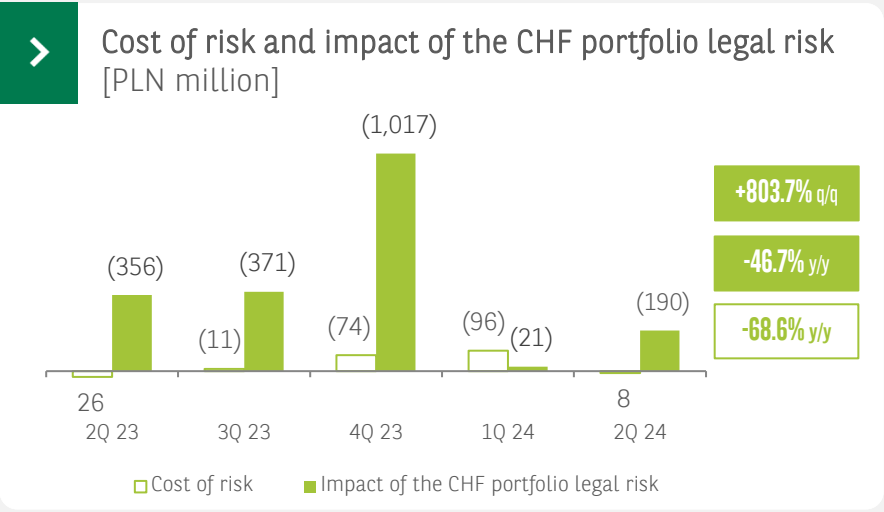
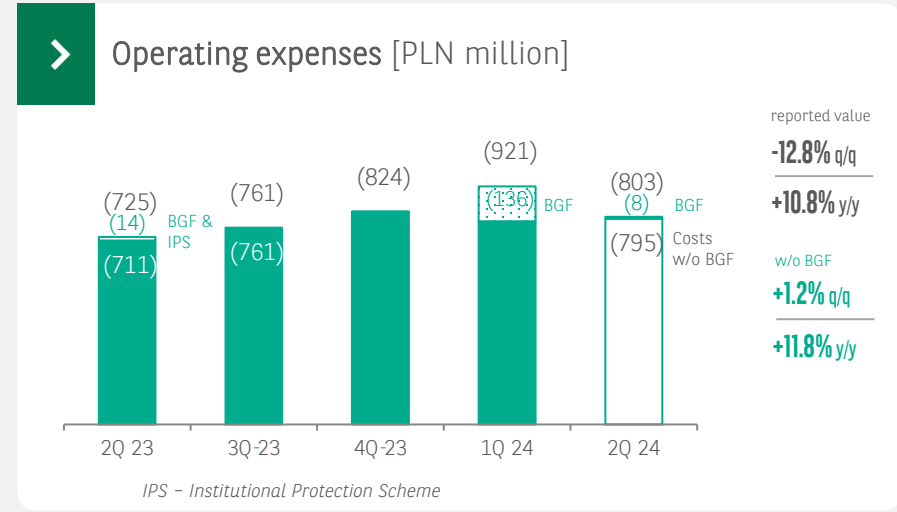
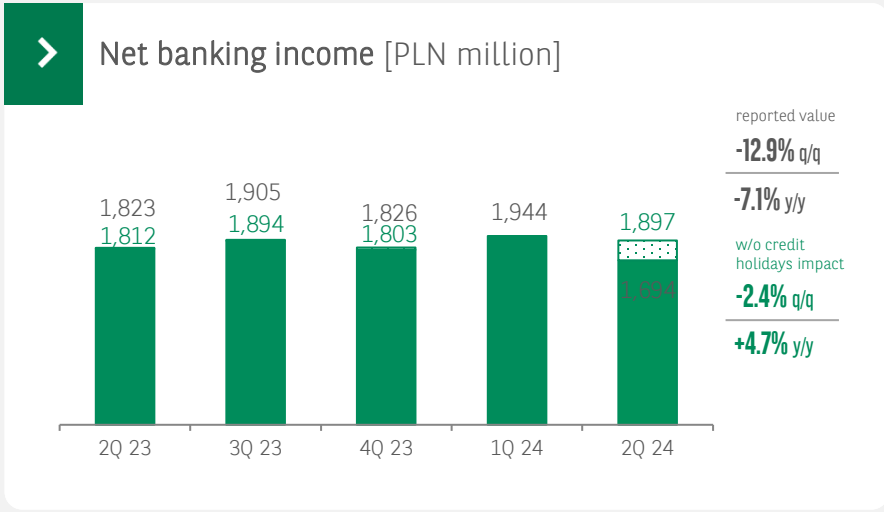
**+0.8% q/q**

slight increase in the number of micro, SME and Corporate Customers (+2.6% y/y)



# Quarterly financial results

Growth of net profit – solid level of NBI (w/o credit holidays) supported by positive impact of deferred tax and the cost of risk. Moderate impact of the legal risk of the CHF portfolio on the results



The level of the net banking income (w/o credit holidays impact) slightly lower than in Q1 2024, but above the average from the last year. Solid net interest income.

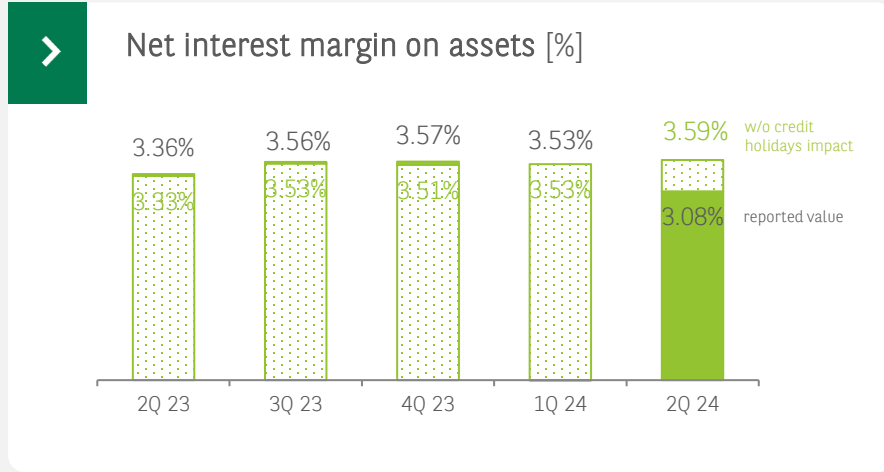
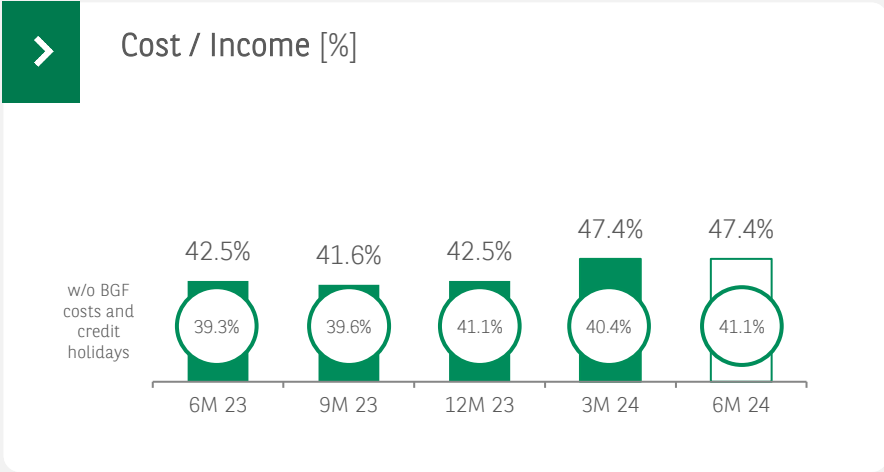
Slight increase in cost base q/q excluding regulatory costs significantly burdening the Q1 results.

Positive impact of the cost of risk.

Moderate impact of the legal risk of the CHF mortgage portfolio compared to the quarters of 2023. Net profit additionally supported by the positive impact of deferred tax due to the creation of an asset for future settlements with Clients resulting from the invalidation of CHF mortgage loan agreements.

# Key financial ratios

High return on equity despite regulatory burdens. Further optimisation of the net interest margin. Very good quality of the loan portfolio translating into low cost of risk

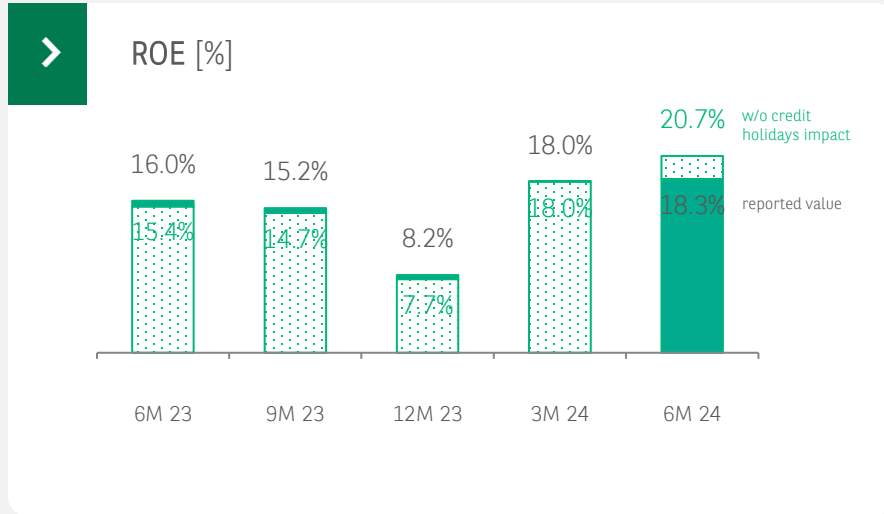
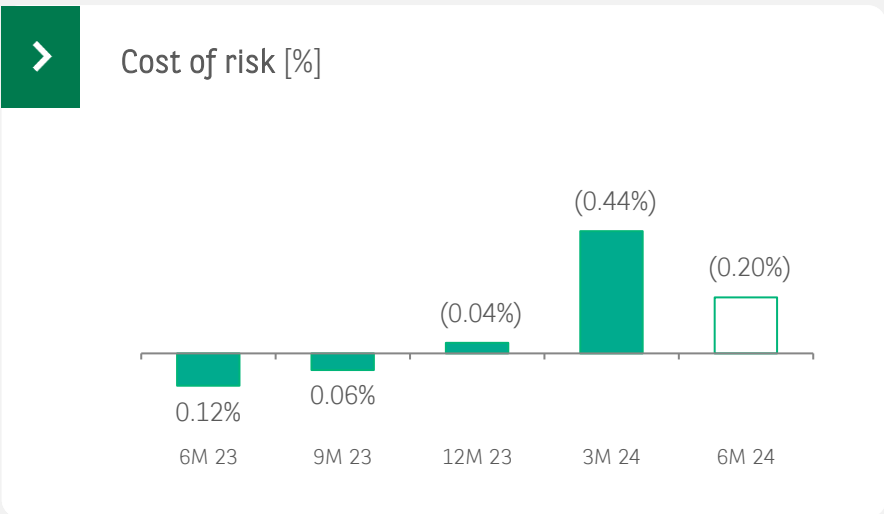


Increase in the reported Cost / Income ratio as a result of the recognition of credit holidays impact. Cost / Income w/o BGF costs and credit holidays at the 2023 level.

Increase of the net interest margin (w/o credit holidays impact) due to optimisation of the cost of financing, further improvement of the result on derivatives and management of surplus liquidity.

Low cost of credit risk due to a very good quality of the portfolio.

Reported ROE at the level of 18.3%.





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# 02

Macroeconomic  
environment

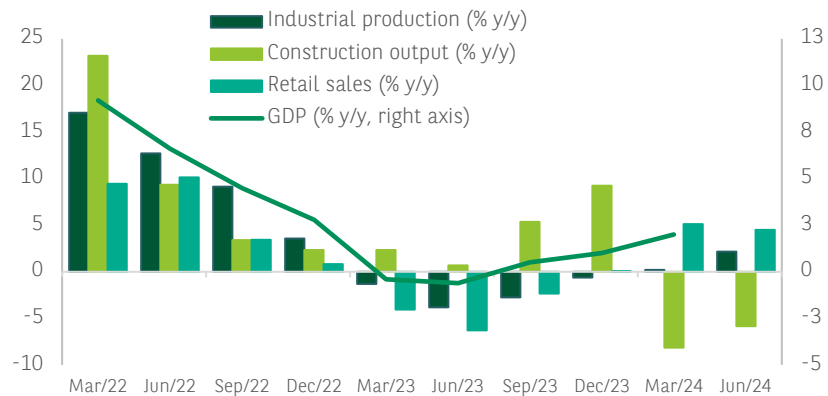
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# GDP, economic situation and inflation

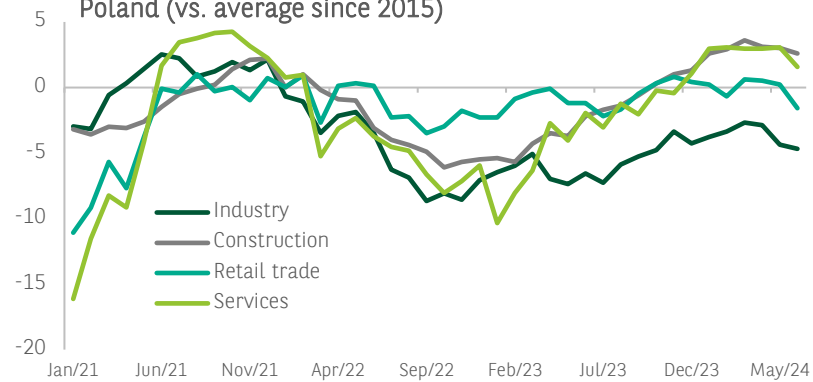
The economy is accelerating and inflation has already reached this year's minimum



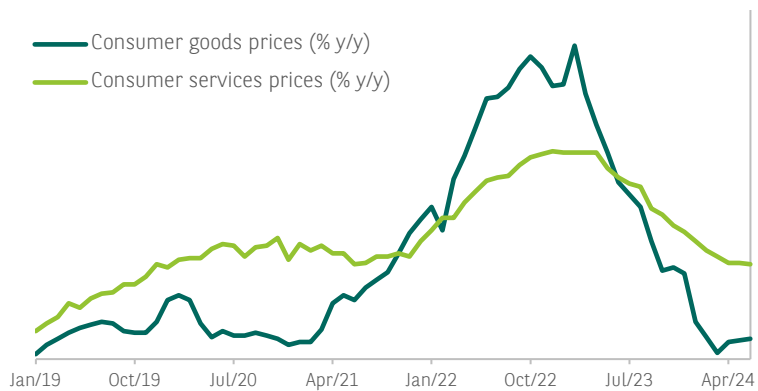
The economy is accelerating, and rapid growth in real income is supporting consumption



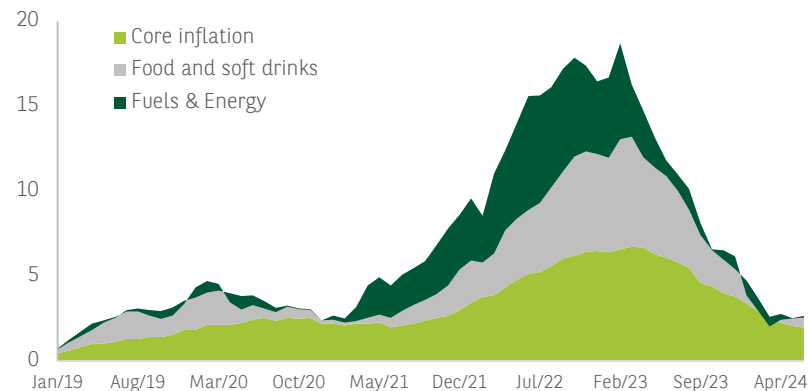
European Commission business sentiment indices for Poland (vs. average since 2015)



Commodity prices support disinflation, but domestic factors indicate a risk of renewed prices increases



Contribution of main components to CPI inflation (pp)



Available data point to progressing recovery of the Polish economy in Q2 2024, but the pace of rebound is uneven across particular sectors.

Leading indicators suggest that industry may continue underperforming services for some time to come. Good news is a robust business sentiment in construction, despite the cyclical downturn in activity in the first half of the year. Faster inflow of EU funds could help investments become a key driver for economic growth later this year and in 2025.

Since early 2024 inflation has been hovering around the central bank's 2,5% target, thanks to slowing prices of consumer goods. However, the momentum in service prices has been decelerating, too- despite strong wage growth.

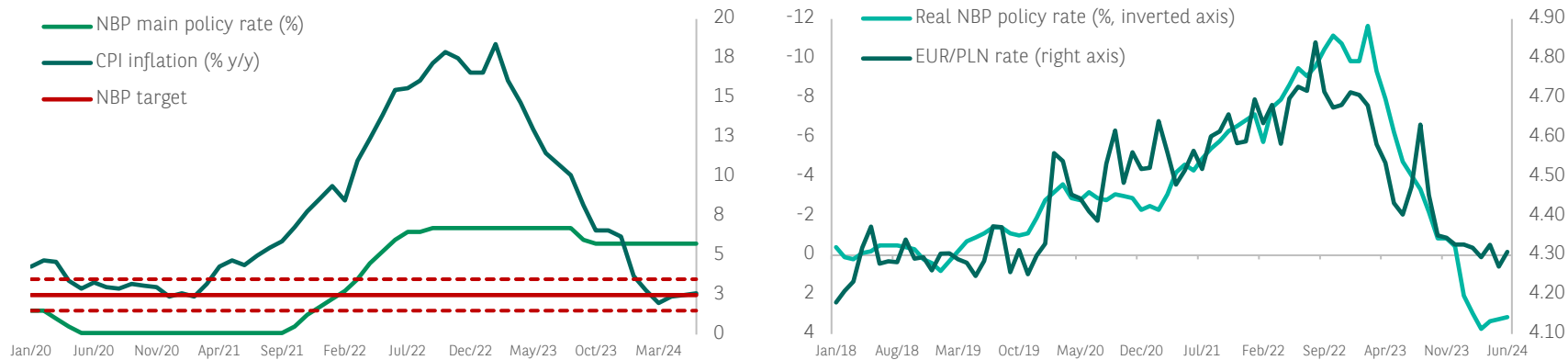
In H2 2024 inflation is set to re-accelerate again to ca. 5% on more expensive energy, which will add come 1.5 pp to headline inflation. Assuming no major second-round effects, inflation will descend towards the NBP's target range in the second half of 2025.

Source: Statistics Poland (GUS), Eurostat, Macrobond, BNP Paribas

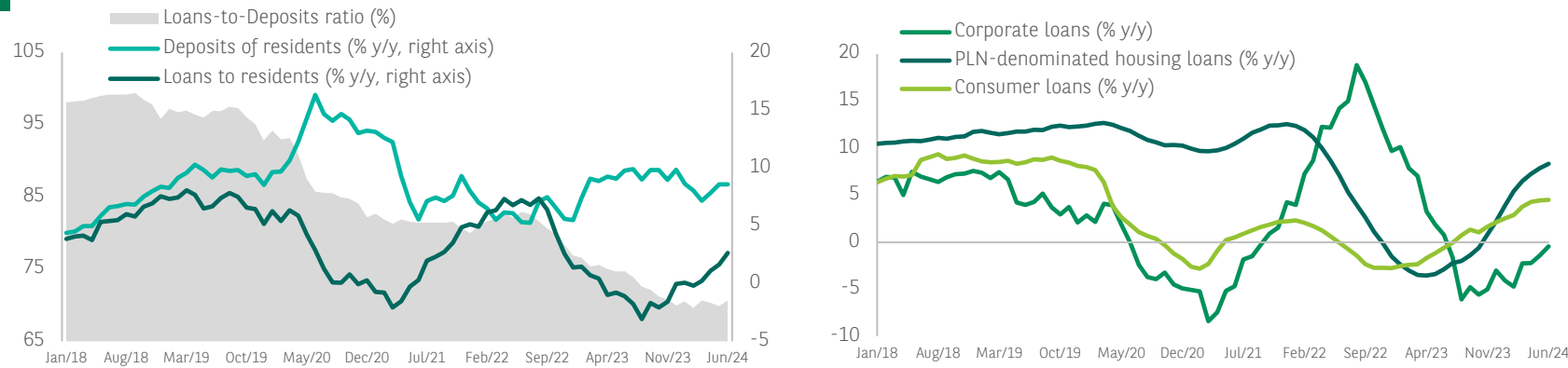
# Monetary policy, exchange rate and the banking sector

Stabilisation of interest rates supports the zloty, and economic growth gradually increases the demand for loans

## Interest rates unchanged from October 2023, PLN supported by fundamental and cyclical factors



## Banking sector: low net debt of the private sector, but loan demand is slowly picking up



Since October last year, Poland's Monetary Policy Council has kept interest rates unchanged, and recent comments by the NBP governor suggest no changes in interest rates until 2026. Such long "forward-guidance" may not be justified, however, taking into account only moderate growth recovery and fairly low core inflation prints.

Meanwhile, the positive real interest rate remains one of the key factors for the strong zloty exchange rate.

Following a sharp decline in credit demand of the private sector last year, loan volumes have been picking up lately – though mostly in the households' segment.

Progressing growth recovery and prospects for a softer monetary policy stance – perhaps already next year, suggest that credit volumes should continue growing over the coming quarters.

Source: Statistics Poland (GUS), Eurostat, NBP, PFS, Macrobond, BNP Paribas



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03

Financial  
results



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THE  
WORLD

## Key financial data - H1 2024

Increase in net profit and NBI despite credit holidays. Lower negative impact of legal risk of CHF portfolio. The impact of inflation and realised investments on the cost base. Further improvement of capital position

### > Financial results

Net profit	<b>PLN 1,214 million</b>	<b>+28.1% y/y (PLN +266 million)</b>
w/o credit holidays	<b>PLN 1,378 million</b>	<b>+48.2% y/y (PLN +448 million)</b>
Net banking income	<b>PLN 3,638 million</b>	<b>+2.4% y/y (PLN +86 million), of which:</b> net interest income: PLN 2,622 million, +7.5% y/y net fee & commission income: PLN 623 million, -1.7% y/y net trading income: PLN 414 million, -14.4% y/y
w/o credit holidays	<b>PLN 3,841 million</b>	<b>+8.8% r/r (PLN +311 million)</b> net interest income: PLN 2,825 million, +16.8% y/y
Expenses	<b>PLN -1,724 million</b>	<b>+14.2% y/y (PLN -214 million)</b>
Expenses (w/o BGF)	<b>PLN -1,580 million</b>	<b>+14.0% y/y (PLN -194 million)</b>
C/I Ratio	<b>47.4%</b>	<b>+4.9 pp y/y</b>
C/I Ratio (w/o BGF & credit holidays)	<b>41.1%</b>	<b>+1.9 pp y/y</b>
Impact of the CHF portfolio legal risk on P&L	<b>PLN -211 million</b>	<b>-64.3% y/y (PLN -380 million)</b>
Net allowances on expected credit losses	<b>PLN -88 million</b>	<b>(PLN -139 million y/y)</b>

### > Volumes

Assets	<b>PLN 160 billion</b>	<b>+7.0% y/y</b>
Loans (gross)	<b>PLN 89 billion</b>	<b>-1.4% y/y</b>
Debt securities	<b>PLN 47 billion</b>	<b>+29.2% y/y</b>
Customer deposits	<b>PLN 125 billion</b>	<b>+6.5% y/y</b>
Investment products	<b>PLN 18 billion</b>	<b>+40.9% y/y</b>
Equity	<b>PLN 14 billion</b>	<b>+7.9% y/y</b>

### > Indicators

Total Capital Ratio	<b>17.20%</b>
Tier 1	<b>13.24%</b>
MREL standalone (% TREA)	<b>22.34%</b>
ROE	<b>18%</b>
BVPS (PLN)	<b>92.1</b>
Net loans/deposits	<b>69%</b>
LCR	<b>225%</b>
NIM (net assets, quarterly)	<b>3.08%</b>

# Loan portfolio

Slight decrease in Individual Customer loans. Increase in the value of leasing and the cash loan portfolio

**54%**  
share in total assets

## Gross Customer loans\* [PLN million]



### Individual Customers' portfolio:

- decrease in the value of PLN mortgage loans (-2.7% q/q, -8.2% y/y)
- decrease in the value of CHF mortgage loans (-11.3% q/q, -62.8% y/y) among others due to ongoing process of concluding settlements
- increase in the value of cash loan portfolio (+1.9% q/q, +4.0% y/y)

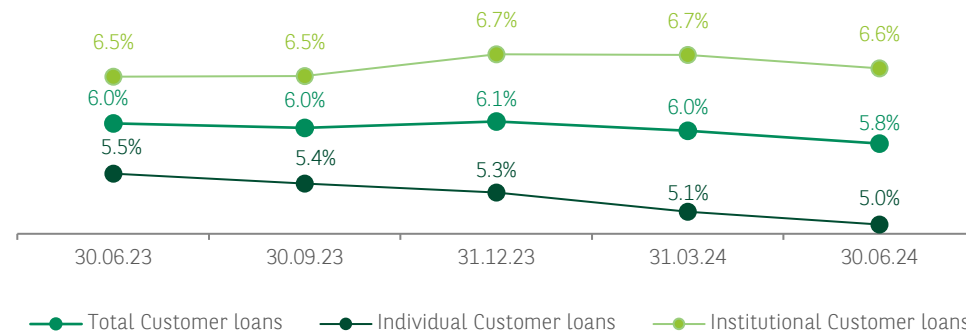
### Institutional Customers' portfolio:

- increase in the leasing portfolio (+3.3% q/q, +13.5% y/y)
- increase in the portfolio of individual farmers (+1.6% q/q, +13.7% y/y)

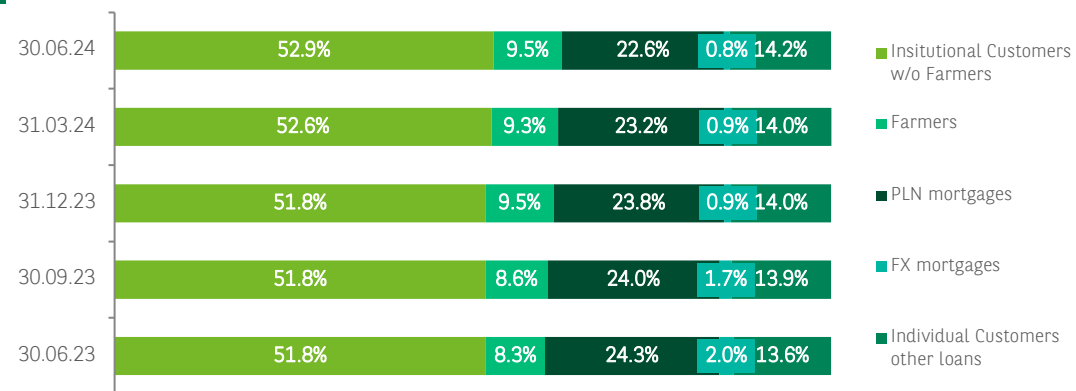
The value of sustainable financing at the end of Q2 2024: PLN 9,960 million (+6.3% q/q, +18.0% y/y)

\* Including the portfolio measured at fair value

## Market shares [%]



## Gross loans structure\* [%]

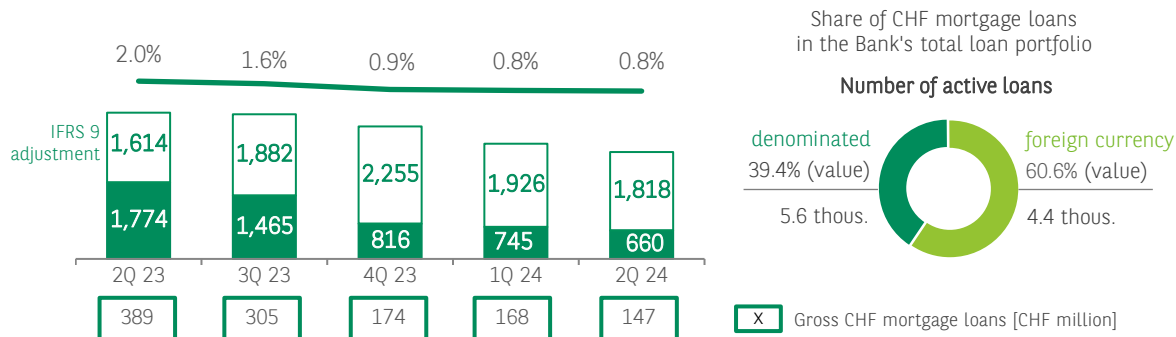




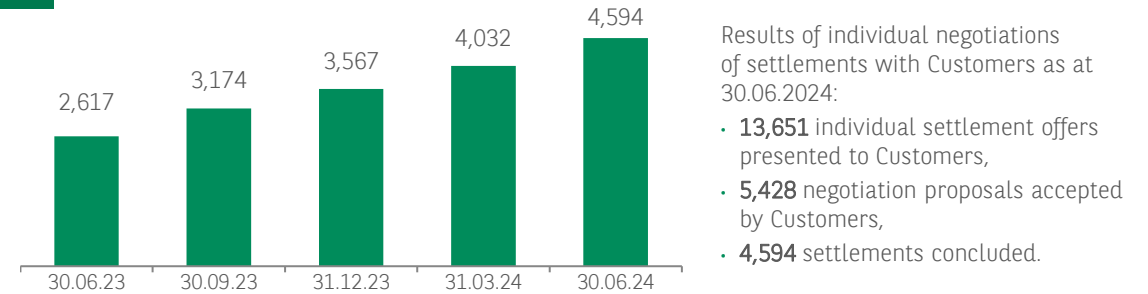
# CHF mortgage loan portfolio

Increase of the impact of the CHF legal risk compared to Q1 2024. Further increase in the number of settlements concluded with Clients

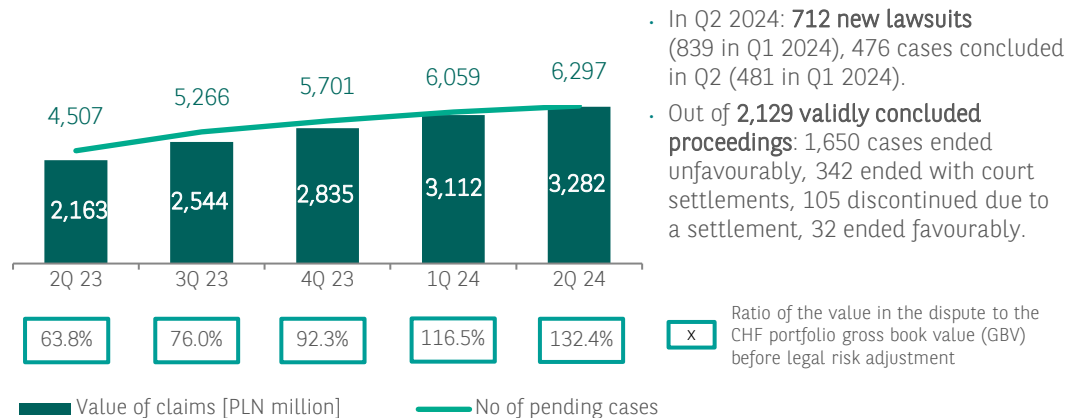
## > Gross CHF mortgage loans [PLN million]



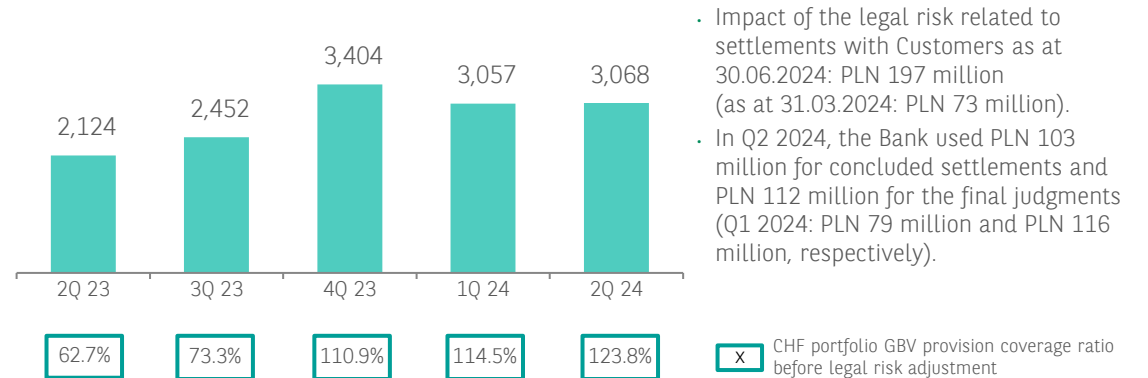
## > Number of settlements concluded with Borrowers



## > Lawsuits filed by Customers

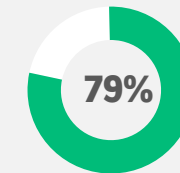


## > Value of the impact of the legal risk at the end of period [PLN million] and portfolio coverage ratio

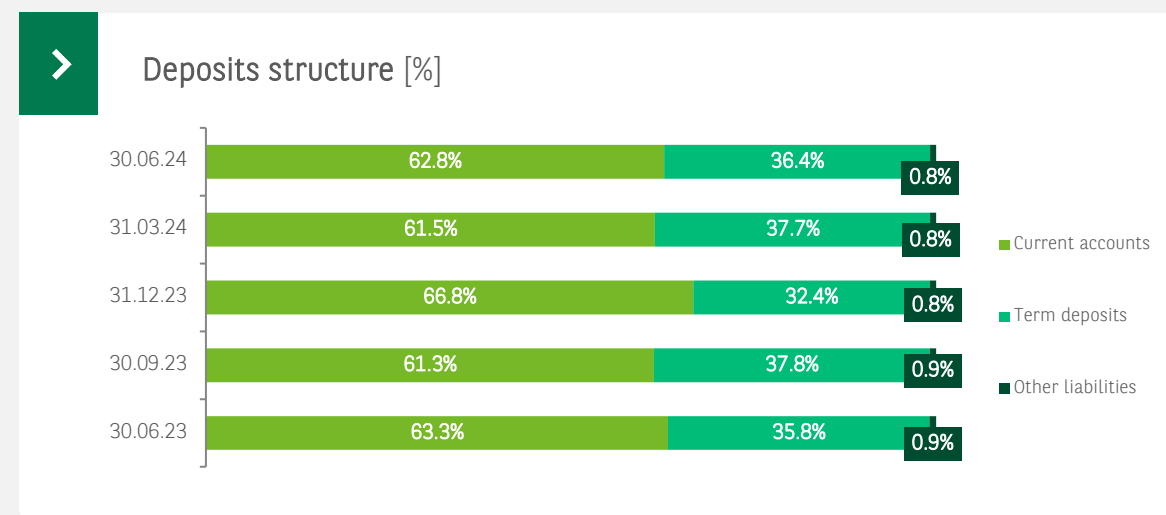
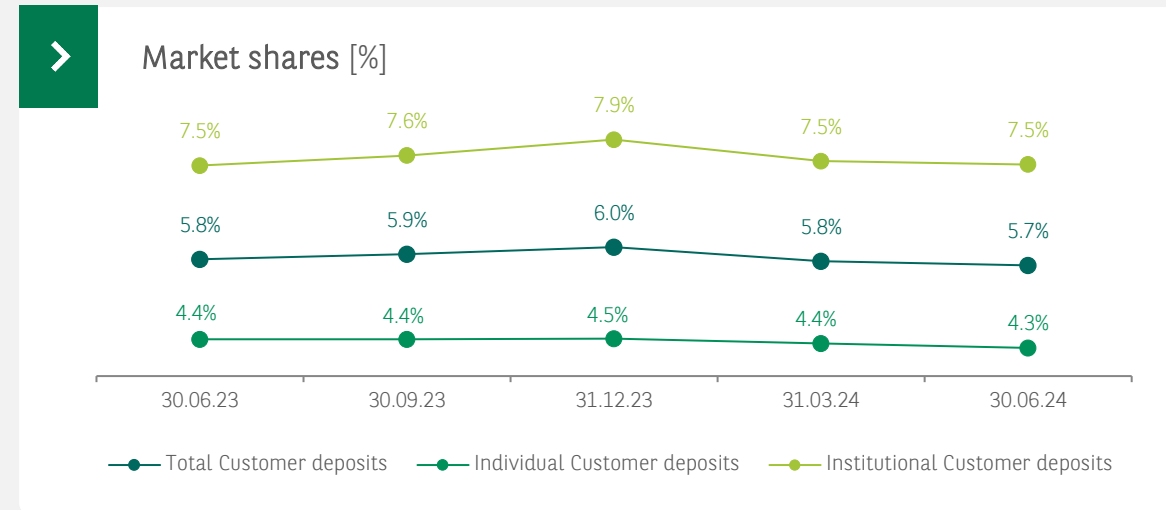
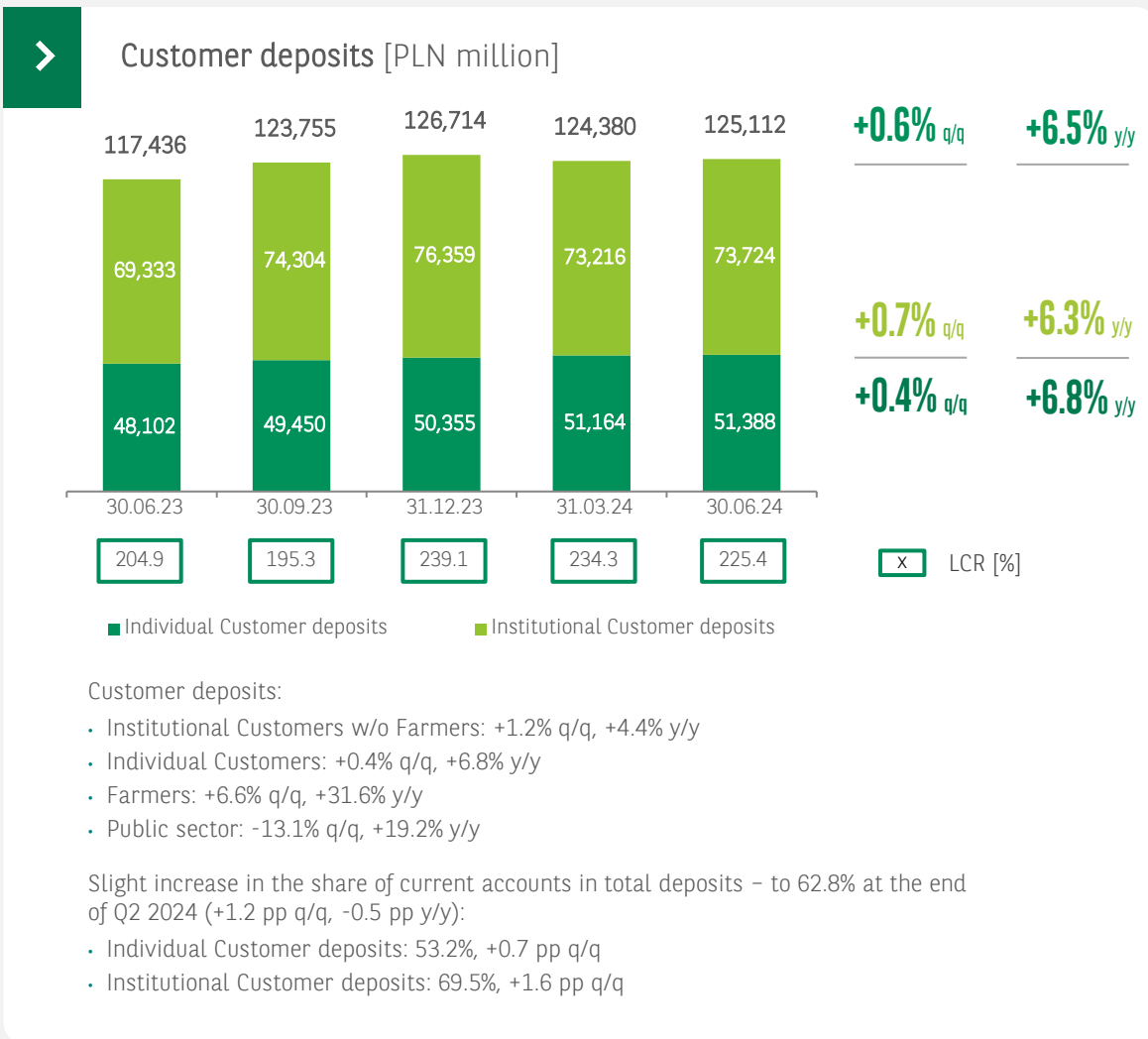


# Customer deposits

Increase in the value of Institutional and Individual Customer deposits. Stabilisation of the term structure of the deposits



share in total liabilities and equity

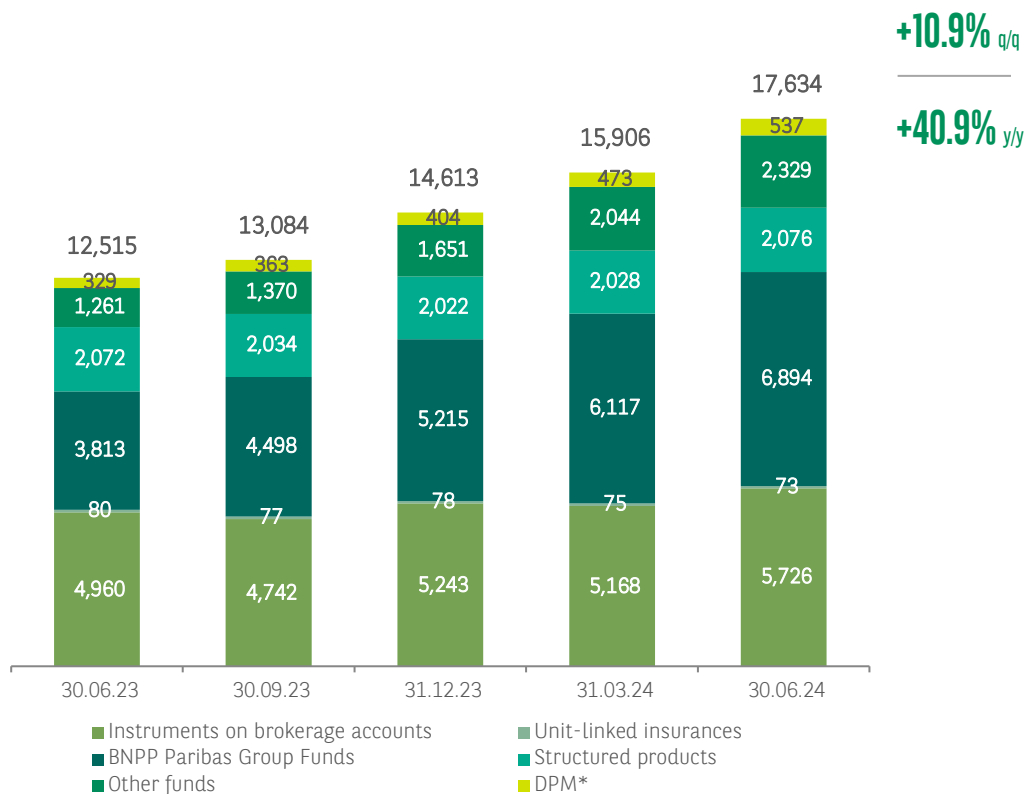


# Investment products

Double-digit quarterly increase in the value of key investment products, continued clear dominance of debt instruments in the funds' product structure



Investment products [PLN million]



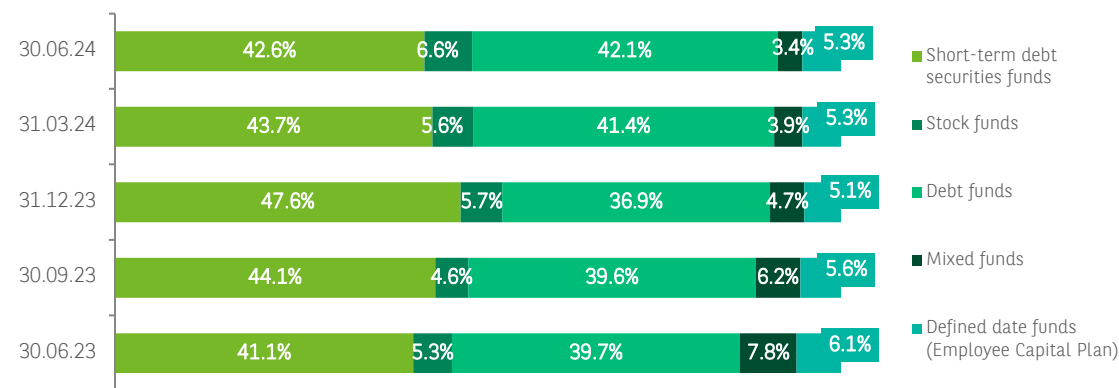
\* Discretionary Portfolio Management

## Increase in the value of investment funds and Customers' assets on brokerage accounts

- In Q2 2024, there was a further increase in the value of funds invested in investment funds of the BNP Paribas Group (+80.8% y/y, +12.7% q/q).
- Customers' interest in subfunds investing in the market of short-term debt instruments is maintained.
- Increase y/y and q/q in the value of Customers' assets on brokerage accounts (+15.4% and +10.8% respectively).

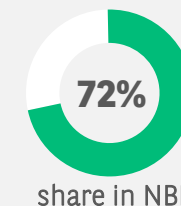


Structure of BNP Paribas TFI investment products [%]

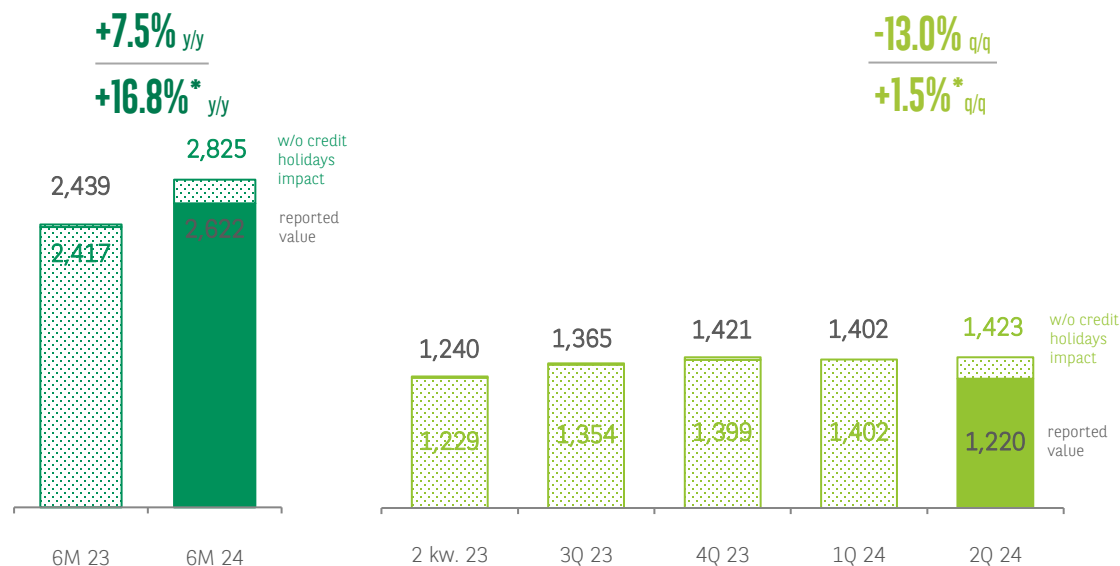


# Net interest income

Increase in adjusted net interest margin. Positive impact of cost of deposits optimisation and further improvement in derivatives



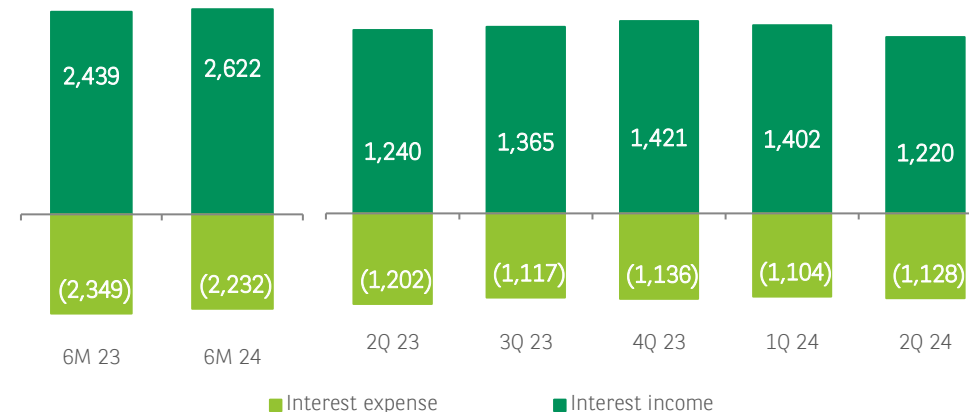
## Net interest income [PLN million]



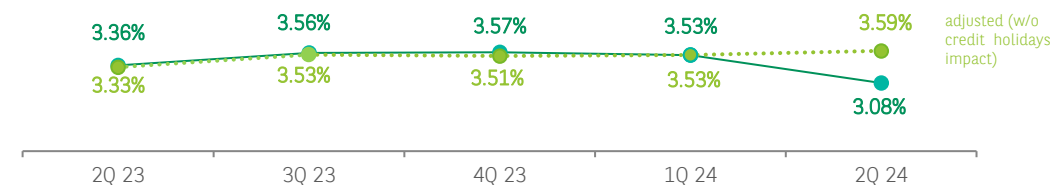
- Increase in net interest income from securities and reverse repo transactions y/y (PLN +380 million) and q/q stabilisation (PLN -2 million).
- Improved net interest income from derivative instruments as part of hedge accounting (lower negative impact) PLN +205 million y/y, PLN +9 million q/q.
- Negative impact of credit holidays in Q2 2024 (PLN -203 million).
- Decrease in net interest income on loans y/y as a result of lower average interest rates, partially neutralised by lower interest costs on Customer deposits. Continued comfortable liquidity situation q/q enabled the optimisation of the cost of deposits while maintaining loan profitability at an unchanged level.

\* w/o impact of credit holidays

## Interest income and expenses [PLN million]

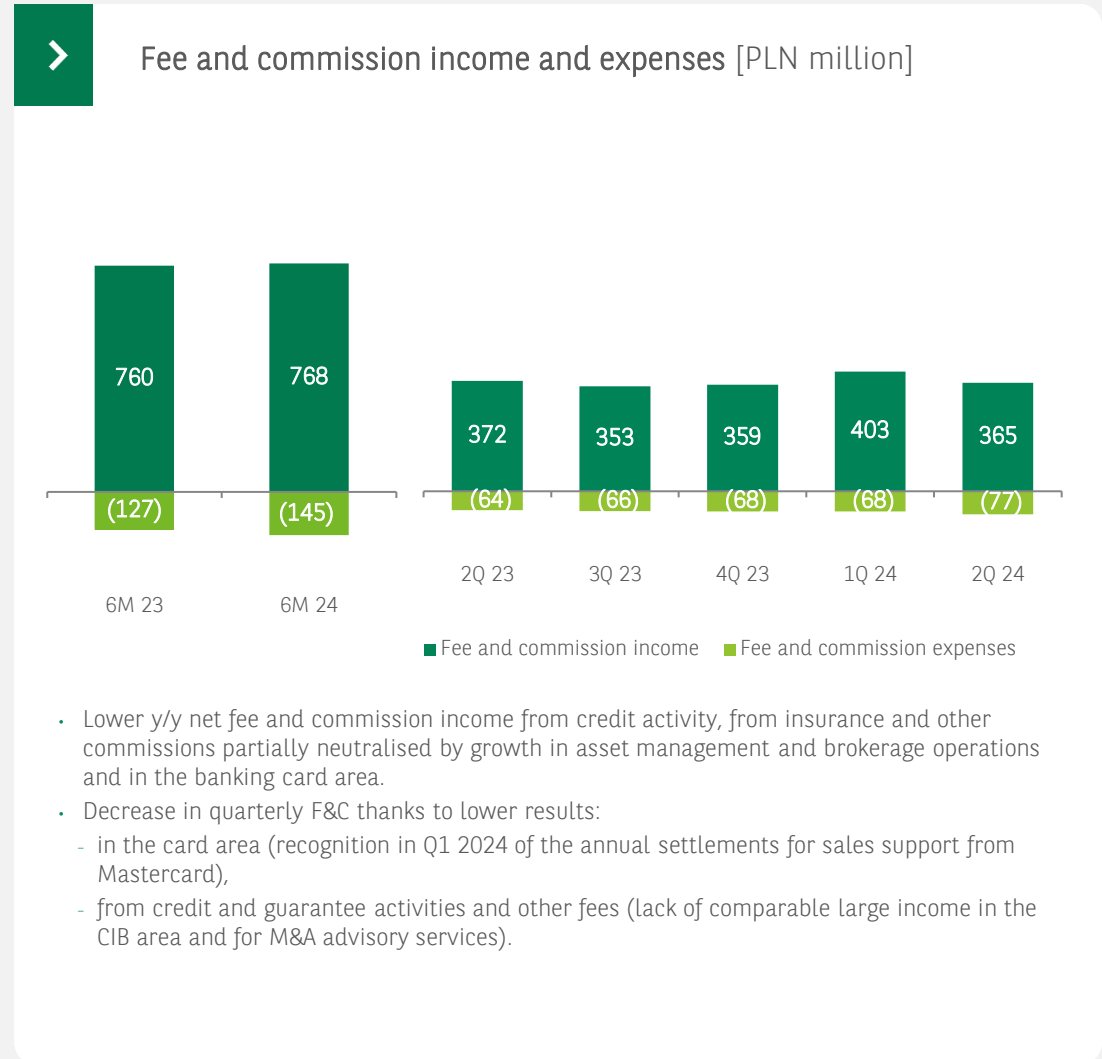
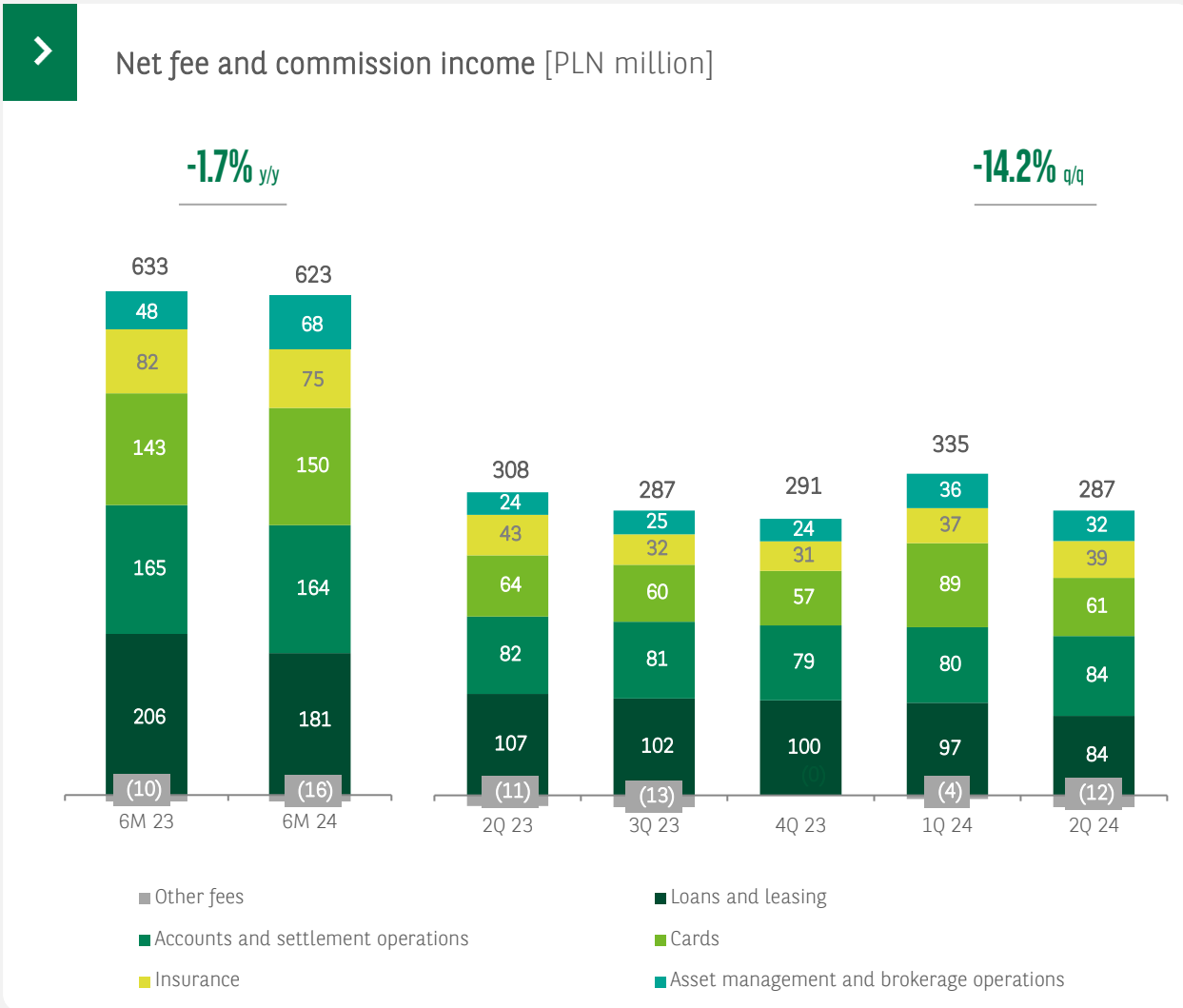
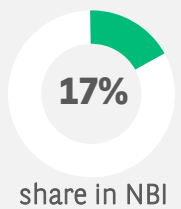


## Net interest margin, quarterly [%]



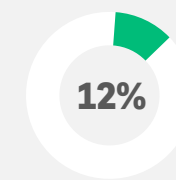
# Net fee and commission income

Normalisation of fee and commission income in Q2 2024 – lower revenues in the card area q/q (impact of annual settlements with card institutions in Q1)



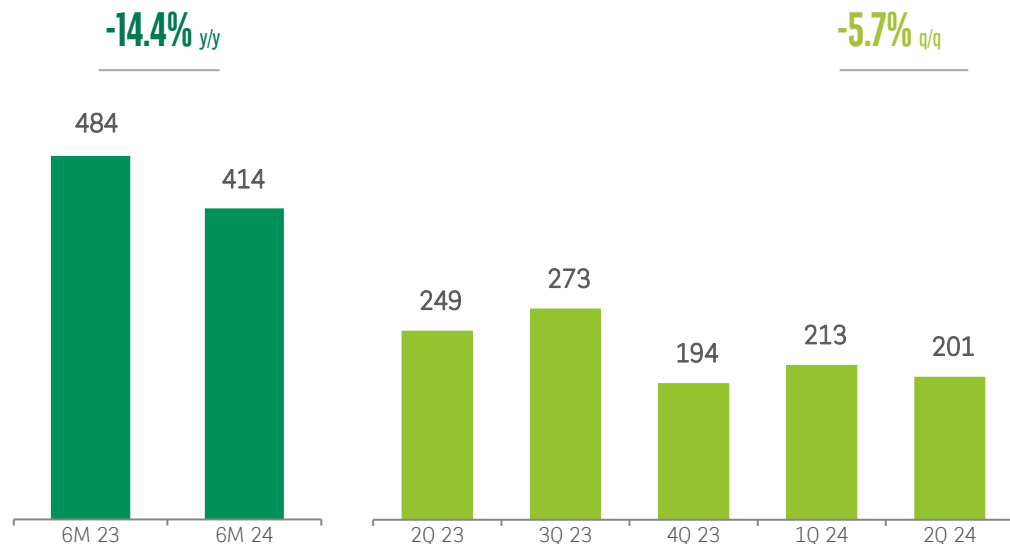
# Net trading and investment income

Improved margin on transactions with Customers. Negative impact of stock and share valuations in infrastructure companies



share in NBI

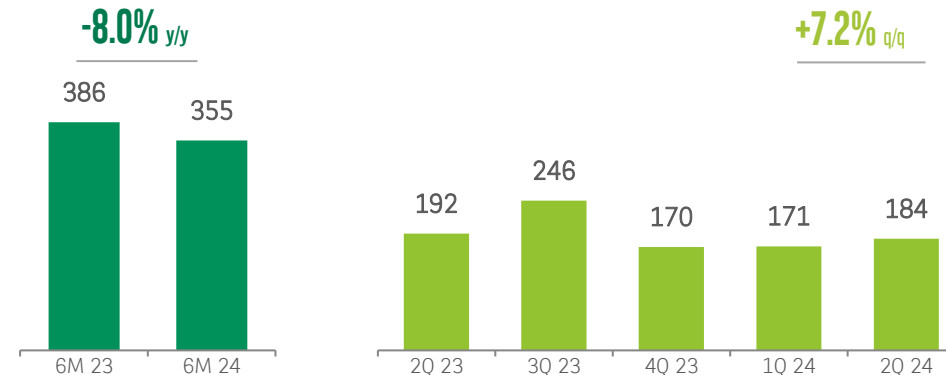
## > Net trading income [PLN million]



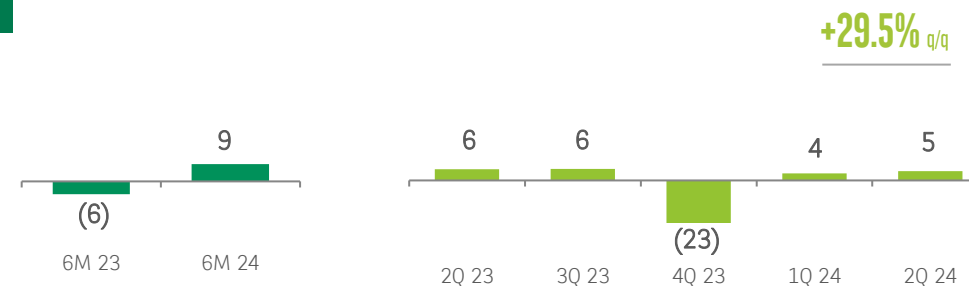
- Decrease in the net trading income y/y among others in consequence of a lower result on the margin on currency and derivative transactions with Customers (PLN -30.9 million y/y), lower result on equity instruments at FV (PLN -13.0 million y/y) and lower result on valuation of IRS hedging the credit portfolio measured at FV (PLN -9.9 million y/y).
- On q/q basis, negative impact of result on equity instruments measured at FV (PLN -19.6 million q/q, mainly lower valuation of shares of infrastructure companies VISA, Mastercard, BIK, KIR) partially neutralised by increase in margin on currency and derivative transactions with Customers (PLN +12.3 million q/q).

## > Margin on FX and derivative transactions with Customers [PLN million]

*included in net trading income*



## > Net investment income [PLN million]



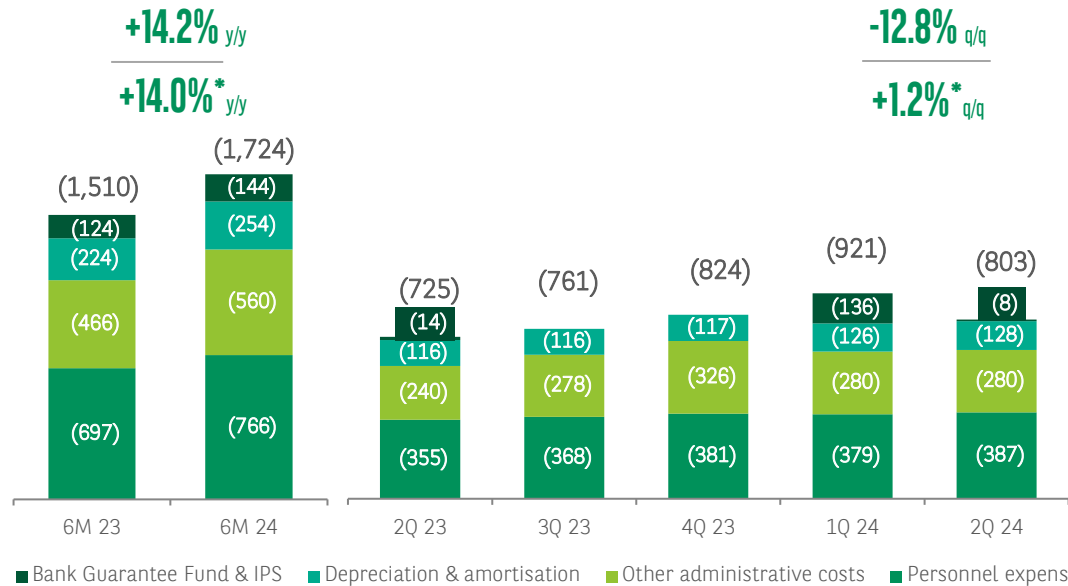
- Change of net investment income y/y and q/q as a result of fluctuations in the valuation of the loan portfolio measured at FV (PLN +3.3 million in Q2 2024, PLN +3.8 million in Q1 2024, PLN +6.1 million in Q2 2023 and PLN -12.4 million in Q1 2023).

# Operating expenses, depreciation and amortisation

Administrative costs at a level similar to Q1. Personnel expenses with full impact of the annual salary review process



## Operating expenses [PLN million]

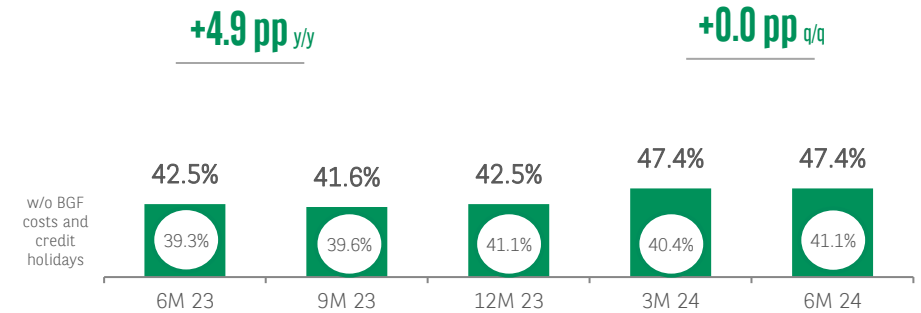


- Increase in costs y/y mainly due to higher personnel expenses (an increase in wages partially neutralised by a decrease in employment by 347 FTEs y/y), higher depreciation costs (related to transformation, digitalisation and acceleration of depreciation of some systems), higher costs of external services under other contracts and consulting, IT, marketing and BGF.
- Decrease in costs q/q was primarily due to a decrease in regulatory costs (annual BGF contribution: Q2 2024: PLN 8.3 million vs. PLN 135.7 million in Q1 2024; KNF supervision costs – mostly recognised in Q1: PLN 19.1 million). Other administrative costs remained unchanged q/q despite an increase in marketing costs. Quarterly increase in staff costs related to the full impact of the annual salary review process.

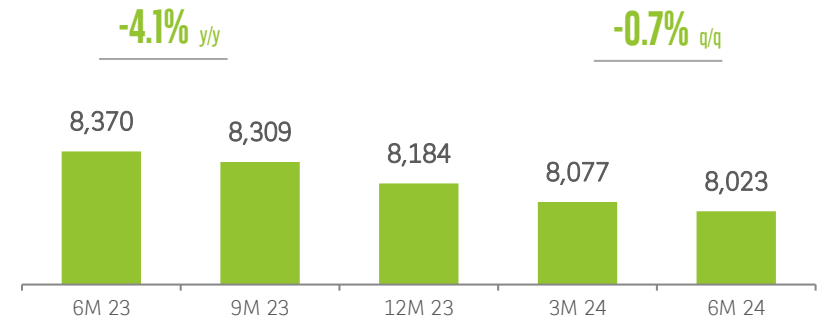
\* w/o BGF costs



## Cost/Income ratio [%]



## Employment in the Group [FTE, end of period]

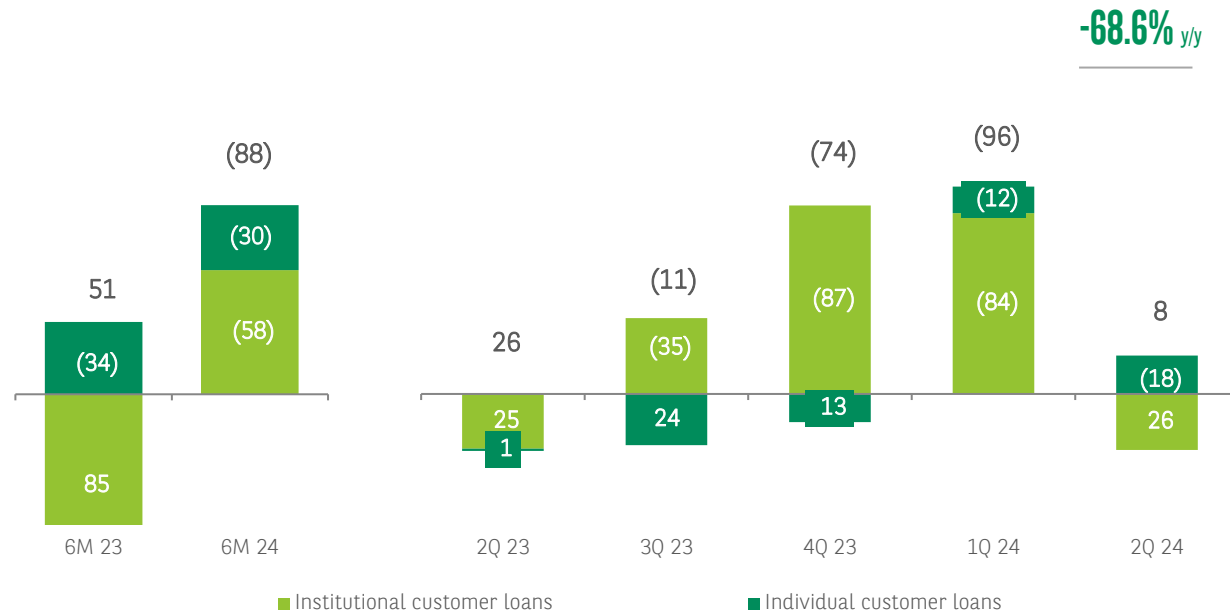


# Net allowances on expected credit losses

Low cost of credit risk due to very good quality of the portfolio and positive impact of update of the macroeconomic forecasts



Cost of risk by segments [PLN million]



[bps]	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24
Quarterly cost of risk*	+12	(5)	(33)	(44)	+4

\* Cost of risk expressed as the ratio of the net allowances on expected credit losses on financial assets and contingent liabilities to the average balance of gross loans and advances to customers valued at amortised cost (calculated based on quarter-end balances).

In Q2 2024, the cost of risk result amounted to PLN +8 million. The level of the cost of risk was significantly impacted by, among others:

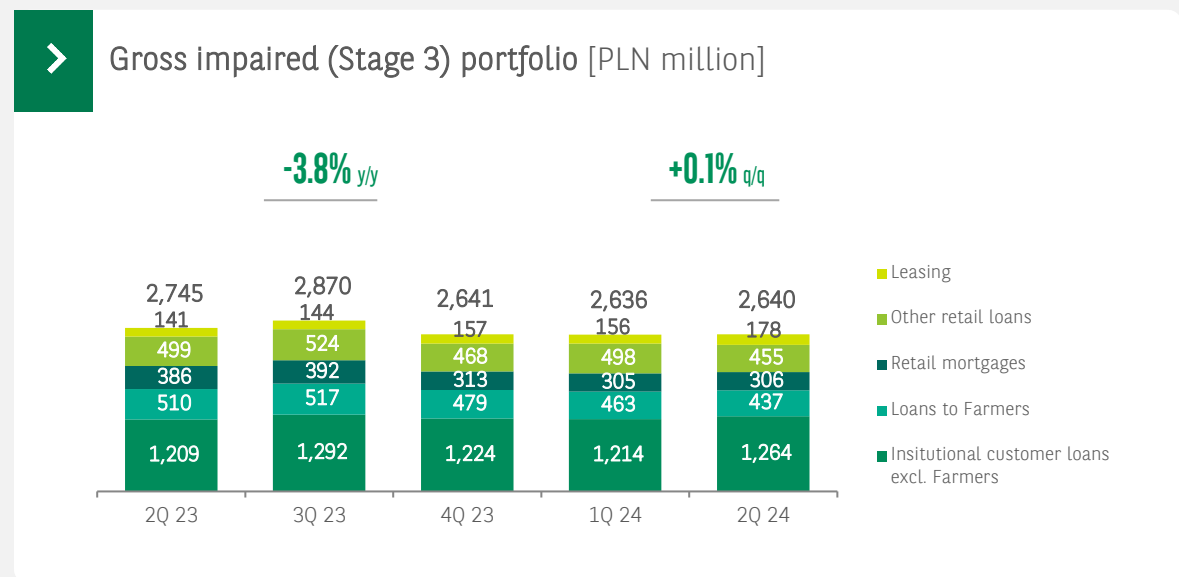
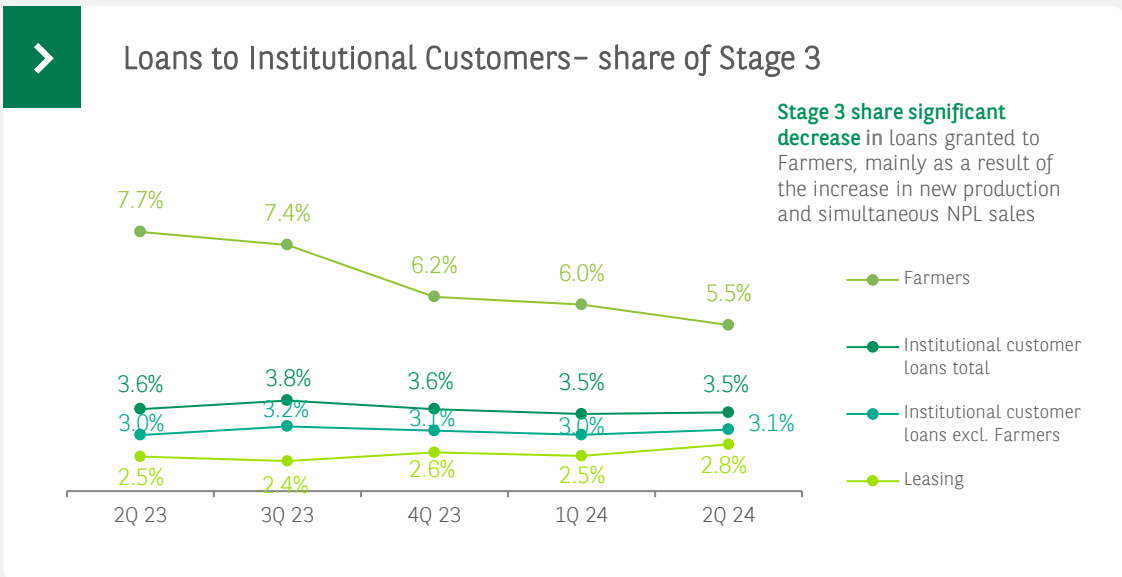
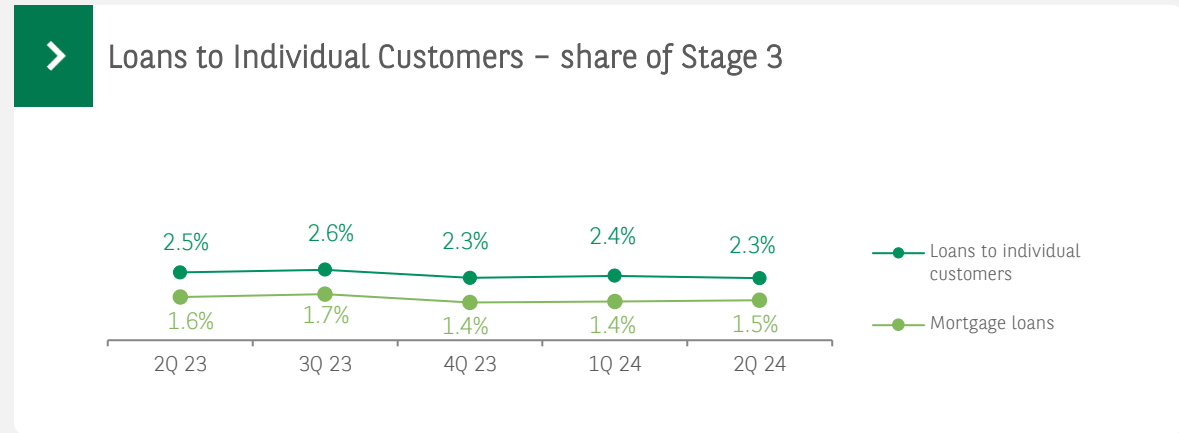
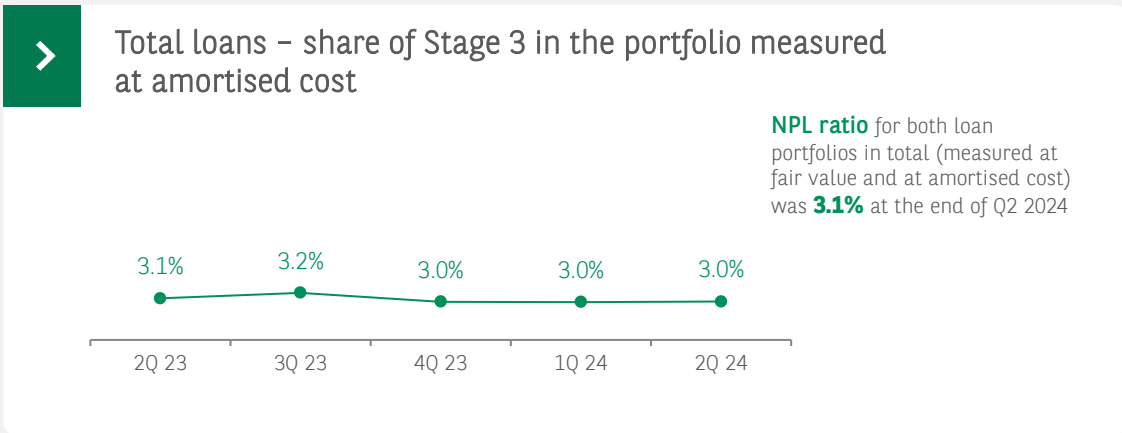
- lower cost of risk for Institutional Customer portfolio (higher provisions booked on this portfolio in Q1),
- release of PLN 42 million of provisions as a result of the update of the macroeconomic forecasts (forward looking), including PLN 30 million for the Institutional Customer portfolio,
- creation of provisions for legal risk for the CHF portfolio secured by real estate, which resulted in the release of ECL for this portfolio in the amount of PLN 9 million,
- positive result on the sale of NPL exposure in the amount of PLN 7 million.

In H1 2024, the cost of risk amounted to PLN -88 million. Lower cost of risk in H1 2023 resulted primarily from one-off events, including the release of previously created provisions for the future risk materialisation.



# Loan portfolio quality

Stable low level of the Stage 3 share in the loan portfolio

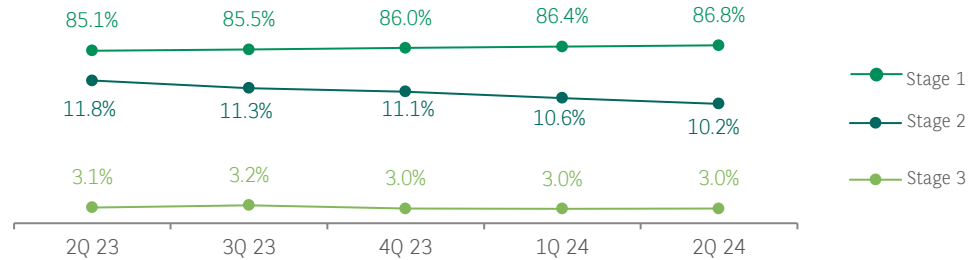


Data for the portfolio measured at amortised cost, unless otherwise stated.

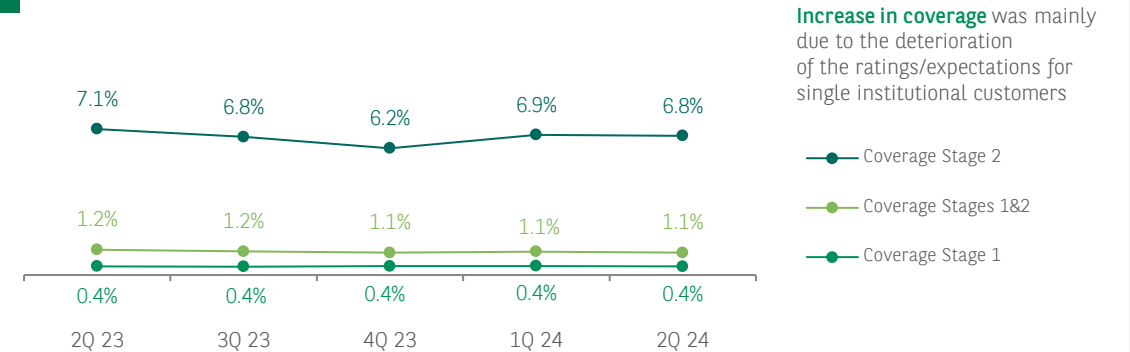
# Loan portfolio quality

Stable loan portfolio quality, adequate provision coverage ratios

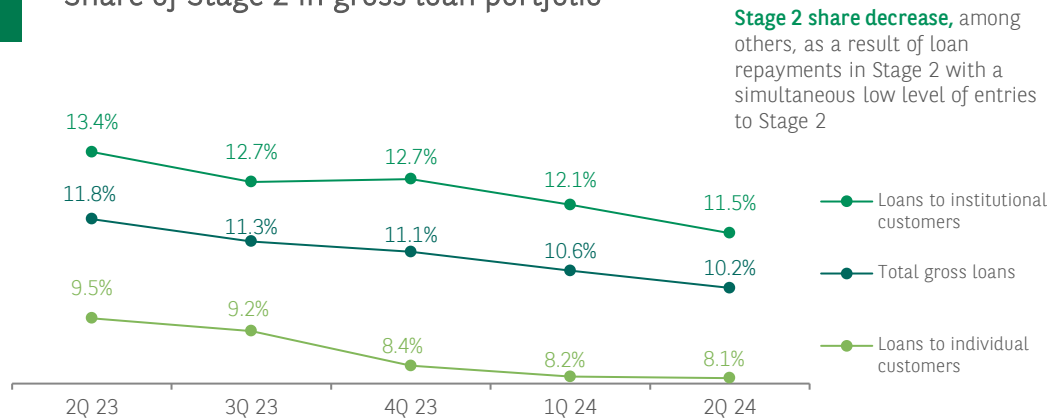
## Share of each Stage in gross loan portfolio



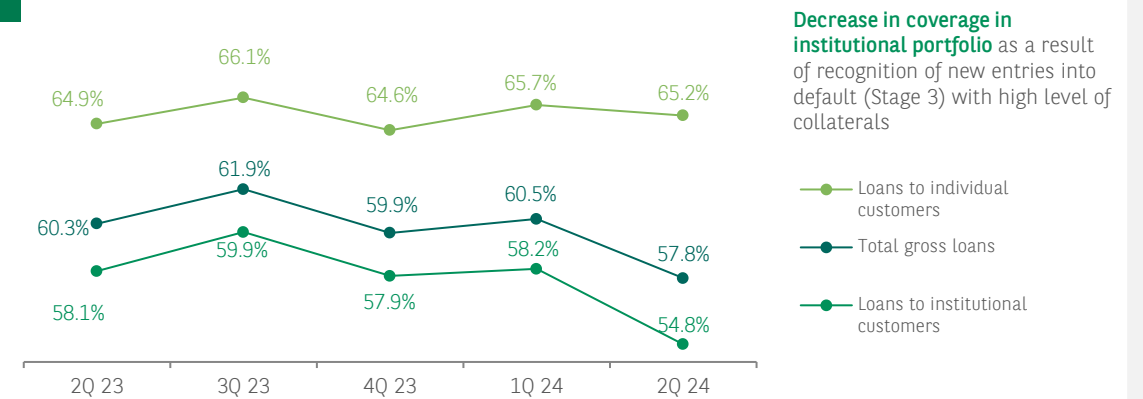
## Provision coverage for gross loan portfolio – Stages 1 & 2



## Share of Stage 2 in gross loan portfolio



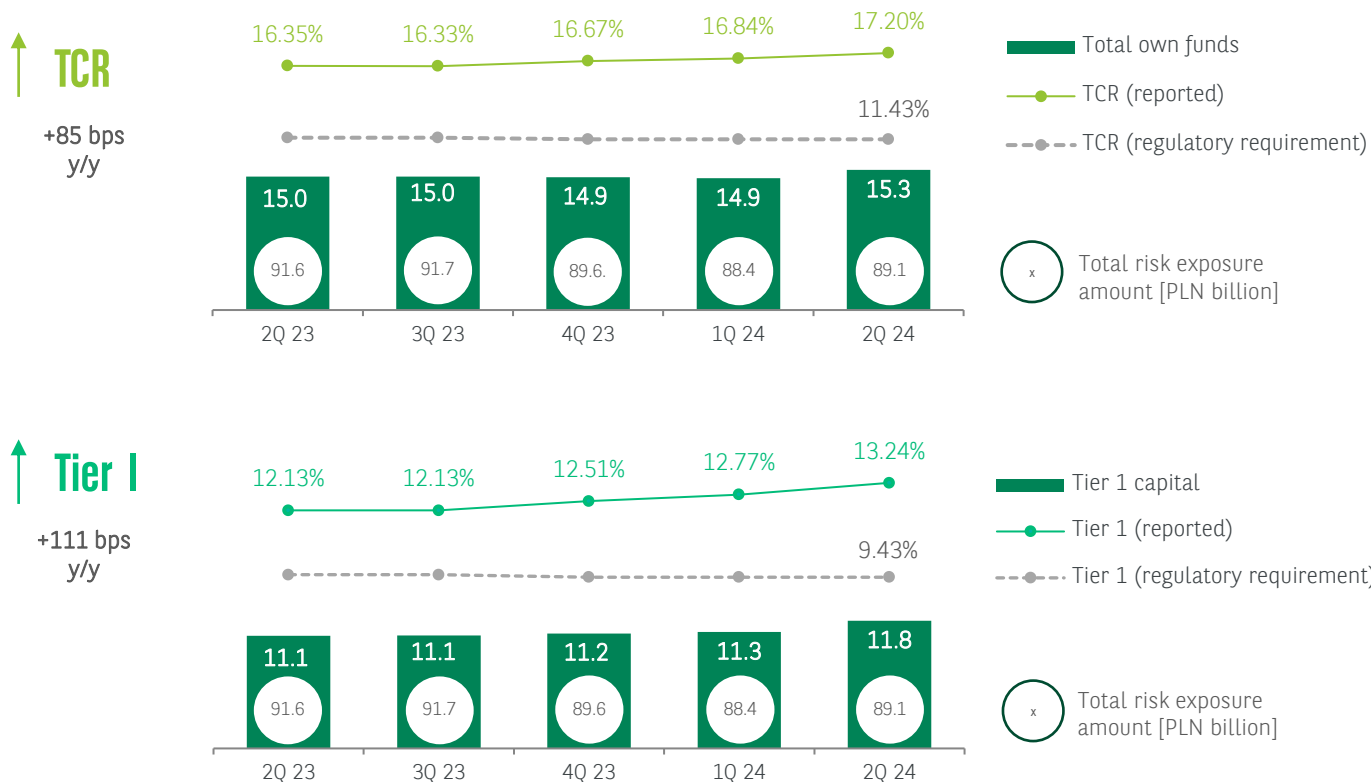
## Provision coverage for gross loan portfolio – Stage 3



Data for the portfolio measured at amortised cost, unless otherwise stated.

# Capital adequacy

Safe and stable capital position



**TCR and Tier 1 above the minimum regulatory requirement as at the end of Q2 2024: +5.8 pp and +3.8 pp, respectively**

Increase in the total amount of risk exposure for credit risk (including a decrease in the value of the securitised credit portfolio and increase in the value of deferred tax asset) and for market risk.

Increase in own funds as a result of including 50% of the net profit for 2023 in reserve capital (following the decision of the General Meeting of Shareholders of April 16, 2024).

Specific regulatory requirements for the Bank at the end of Q2 2024:

- no capital requirement for FX loans,
- OSII buffer at 0.25%,
- P2G capital add-on at 0.67 pp (consolidated) and 0.70 pp (standalone) (requirement down by 0.10 pp in Q4 2023).

MREL-TREA ratio as of the end of Q2 2024 (22.34%) above the minimum MREL requirement (18.78% including the combined buffer requirement).

**Increase in own funds as a result of including PLN 0.5 billion (50%) of the Bank's net profit for 2023 in reserve capital in Q2 2024**



BNP PARIBAS

# 04

Summary  
& Outlook

FOR  
THOSE  
WHO  
*Move*  
THE  
WORLD



# Medium-term outlook

Execution of the strategic priorities of the Bank while addressing the sector-wide challenges. Expected improvement in economic outlook

## MACROECONOMIC ENVIRONMENT

- Stabilisation of interest rates. Uncertain timing of monetary policy easing
- Inflation at the NBP target in H1 2024. In the second half of the year, inflation to re-accelerate to ca. 5% due to the energy price hike
- Return of the economy to the growth path, inflow of funds from the National Recovery Plan - increasing demand of companies for credits
- Strong wage growth
- Uncertainty related to the geopolitical risks and potential escalation of international tensions

## THREATS AND CHALLENGES FOR THE BANKING SECTOR

- Legal risk of the CHF mortgage loan portfolio and its impact on the sector's profitability
- Further regulatory interventions: credit holidays or other solutions with similar impact on the sector
- Challenges related to the benchmark reform
- The leading role of banks in the energy transition / ESG transformation
- Growing use of AI in banking
- Sector efficiency in competing for employees with competences of the future

## PRIORITIES OF THE BANK

- Increase in acquisition of new Customers and the Customer satisfaction level
- Optimisation of the Customer model and service costs
- Continued transformation of systems & processes
- Efficient capital management
- Cooperation with fintechs to implement solutions in the areas of digitalisation and beyond banking
- Continuation of concluding settlements with Clients and successively addressing the risk of the CHF mortgage loan portfolio
- Development of tools & solutions based on AI

**IN THE VOLATILE ENVIRONMENT THE BANK IS FOCUSED ON CONTINUING TRANSFORMATION, COMPETITIVENESS OF BUSINESS SOLUTIONS AND BUILDING VALUE FOR SHAREHOLDERS - ACQUISITION AND BUILDING CUSTOMER RELATIONSHIPS, INCREASING USAGE OF DIGITAL CHANNELS, TRANSACTIONALITY AND SUPPORTING THE GREEN TRANSFORMATION**



BNP PARIBAS

05

Business  
activities

FOR  
THOSE  
WHO  
*Move*  
THE  
WORLD



# Retail and Business Banking & Personal Finance

Positive sales trends. Further processes digitisation in digital channels and Customers Centres



## 4.1 million

Retail Customers

-10 thous. -0.2% y/y  
-4 thous. -0.1% q/q

## Business development

**Deposits** – change in balance q/q: PLN +1.0 bn, +2% (+11% y/y)

**Loans** – change in balance q/q: PLN -0.5 bn, -1% (-7% y/y)

**Sales** – value in Q2, change q/q || y/y

- Personal account: 50.7 thous., +6% || -6%
- Credit card: 8.5 thous., +18% || +9%
- Cash loan: PLN 1.1 bn, +14% || +12%
- Micro loan (incl. leasing): PLN 1.1 bn, +51% || +33%
- Investment products\*: PLN 2.8 bn, -5% || +30%

## Transformation

**New products in offer for the Customer:**

- Visa Tennis card with discounts and benefits from partners
- Account with a card for Influentials as a part of the #influentials campaign
- New mortgage loans offer (fixed price)
- Envirly – carbon footprint calculator for microentrepreneurs
- Starter package for entrepreneurs entering the market

**New paperless process for Customers onboarding** in Customers Centres

**Cash loan marketing campaign** in the mobile app, on the Internet and on TV

**Paperless and Autenti signature:** 207.5 thous. orders authorised/signed in a paperless way (via G0mobile and Autenti)

## Customer satisfaction

**Relational NPS – change q/q**

- 👍 NPS 40, +9 p
- 👍 Credit card 53, +19 p
- 👍 Savings 43, +16 p



1st place of Visa Platinum credit card in the Money.pl ranking

1st place in Polish Contact Center 2024 Awards in category „Best organisational improvement”



**Customer Journey NPS increase (q/q):**

- I want to become a Retail Customer: 57 (+9 p)
- I want to start saving money: 46 (+15 p)

**Drop in complaints** from Retail and Business Banking Customers by 8% y/y (average monthly complaints inflow)

## Digitalisation

**In Q2 2024:**

- 14.7 million BLIK transactions: +11% q/q || +40% y/y
- 83 million logins to mobile banking: +2% q/q || +9% y/y

**Consistent increase in digital sales share** in total sales of key products:

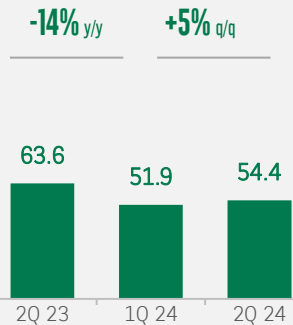
- number of cash loans: 47% in Q2 2024 vs 45% in Q1
- number of investment products\*: 71% in Q2 2024 vs 65% in Q1

**New functionalities in remote banking:**

- **G0online** – investment dashboard, certificates for the mortgage loan, Tariff Plan Change, loan application for business customers (self-employed), POS terminal application
- **G0mobile** – investment dashboard, behavioural protection, opening foreign currency and auxiliary accounts for companies, loan application for business customers (self-employed)

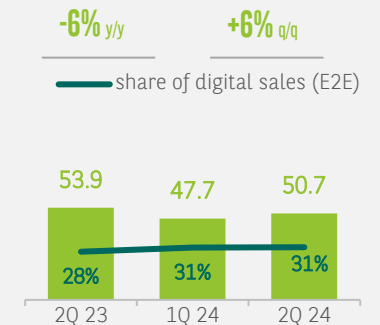
## Acquisition of Individual Customers

thous.



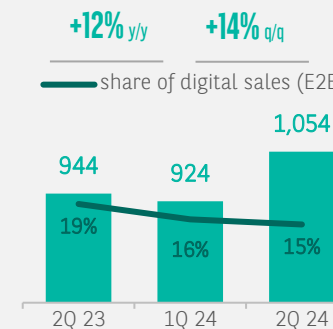
## Sale of personal accounts

thous.



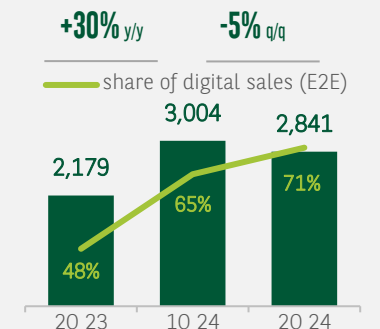
## Sale of cash loans

PLN m



## Sale of investment products\*

PLN m

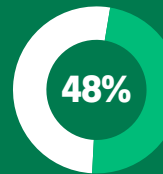


\* investment funds, investment deposits and structured certificates

# Retail and Business Banking & Personal Finance

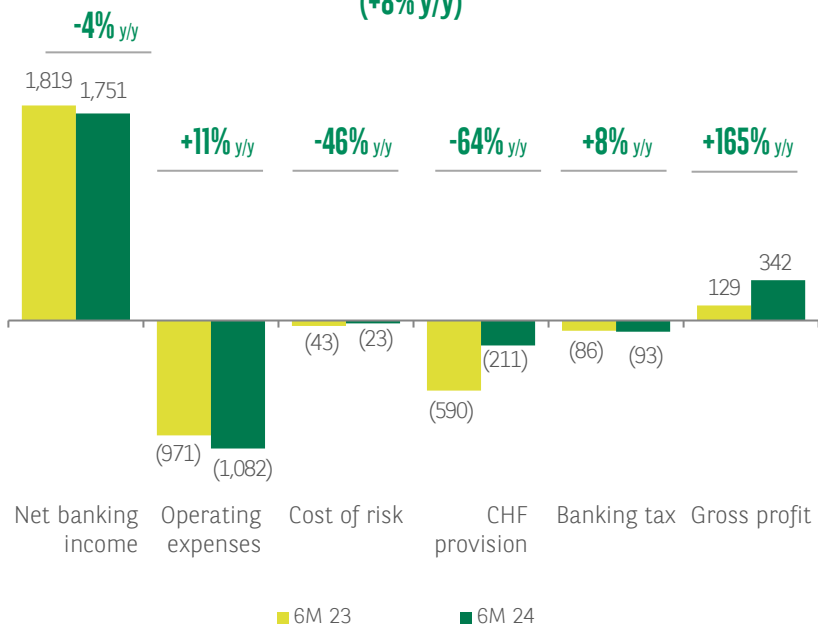
Negative impact of credit holidays on NBI. Lower impact of the legal risk of the CHF loan portfolio along with a continuously low cost of credit risk

Segment's share in the Group's net banking income

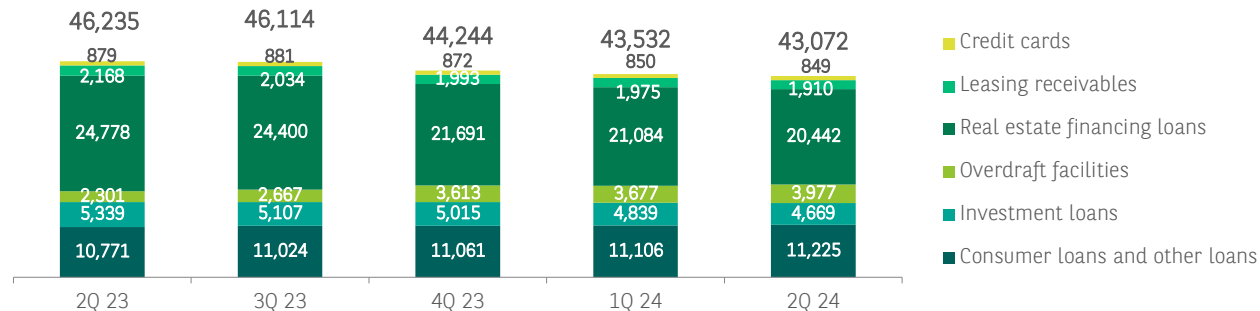


## Gross profit structure [PLN million]

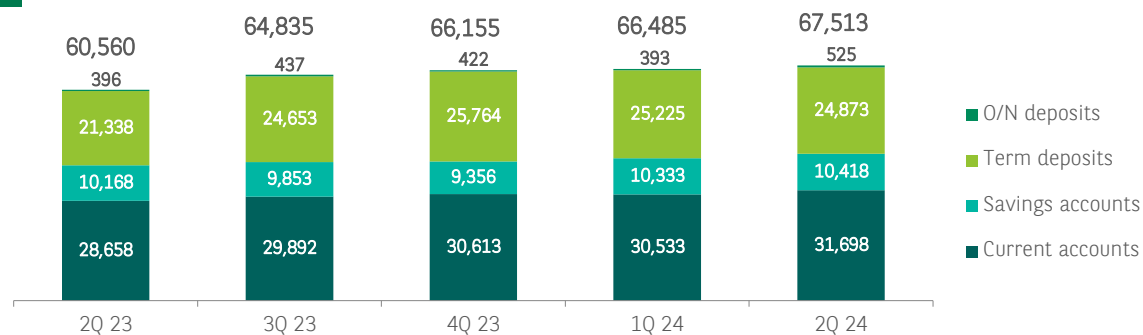
Gross profit w/o the impact of the CHF portfolio legal risk and the impact of credit holidays in H1 2024 would equal PLN 756 million vs PLN 697 million in H1 2023 (+8% y/y)



## Net loan portfolio\* [PLN million]



## Deposit portfolio\* [PLN million]



\* Due to the 2024 re-segmentation, the data for 2023 have been presented in comparative terms. Data starting from 31 December 2023 take into account the implementation of IFRS 9 in the presentation of the loan portfolio (mortgage loans in CHF). No data restatement for previous periods



# Corporate & SME Banking

Focus on addressing Customers' needs and service quality, further growth of transactionality

## Business development

- Further increase of income: Corporate Banking +0.9% q/q (+8% y/y), SME Banking +0.3% q/q (+18% y/y)
- Loan volumes under the influence of a limited demand for credits from enterprises: in Corporate Banking +1.2% q/q (+0.9% y/y), in SMEs -2.6% q/q (-3.2% y/y)
- High share in the corporate loan market of 8.4% at the end of June 2024
- Leasing sales (new volume in Q2 2024): PLN 385 million for Corporate Customers (-20% q/q, +23% y/y), PLN 104 million for SMEs (+10% q/q, -26% y/y)
- Increase in leasing revenues: +3% q/q, +22% y/y

## Transformation and digitalisation

- Changes in credit workflow for Corporate & SME Customers aimed at reduction in the credit process time
- Reorganisation of the sales and support processes in the leasing area in order to improve the experience of Clients in the process of financing investments with leasing and during the completion of transaction
- Cash Pool Reporting Services - implementation of a tool to automatically generate and send cash pool reports to Customers
- Extension of the cash services offer with the possibility for clients to make open cash deposits at Polish Post offices



12.2 thous.

Corporate Customers

23.1 thous.

SME Customers

+0.2 thous., +1.4% y/y

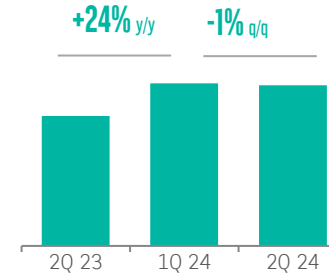
+0.1 thous., +1.0% q/q

-1.0 thous., -4.3% y/y

-0.2 thous., -0.9% q/q

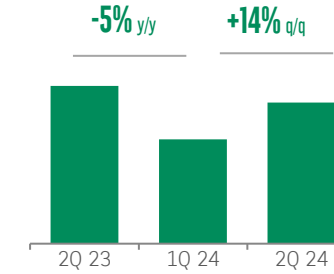
Cash management - further increase in cross-selling and transactionality

Revenues



Foreign exchange transactions - decrease of revenues from foreign exchange transactions as a result of strong zloty

Revenues



## Selected significant transactions carried out in Q2 2024

 <b>PLN 240.4 million</b> Capex Project Financing  Mandated Lead Arranger April 2024	 Lakeside <b>EUR 38 million</b> Construction & Investment Loans  Lender, Facility & Security Agent April 2024	 West Parks <b>EUR 28.7 million</b> Investment Loan  Lender April 2024	 <b>PLN 68 million</b> Financing and refinancing of CAPEX  Mandated Lead Arranger Security Agent June 2024	 DL Park Handlowy Mikołów <b>EUR 4.1 million</b> Construction Loan  Lender April 2024
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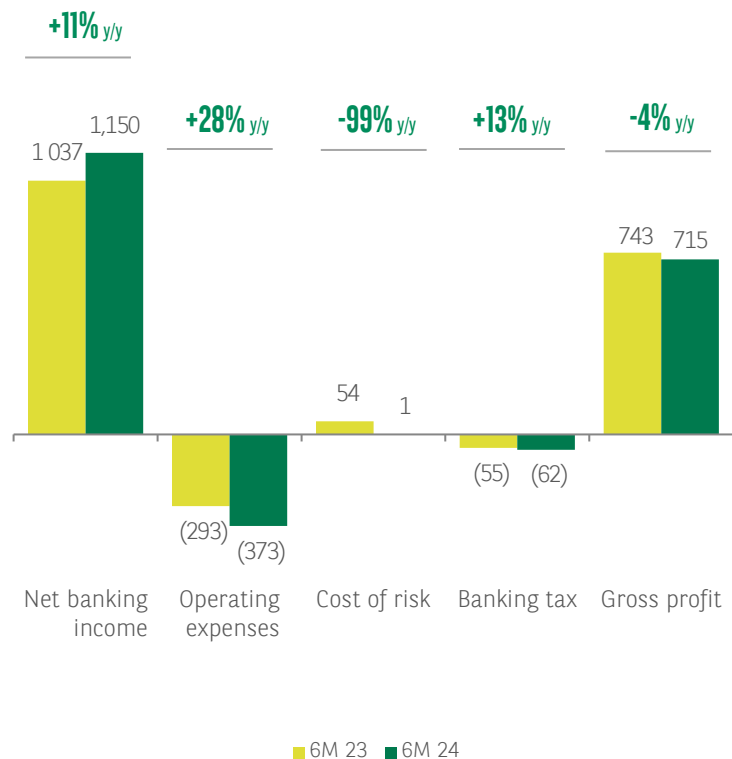
# Corporate Banking

Improved NBI due to the increase in the deposit balance and margin optimisation. Higher regulatory fees, personnel costs and depreciation. Lower positive impact of credit risk costs

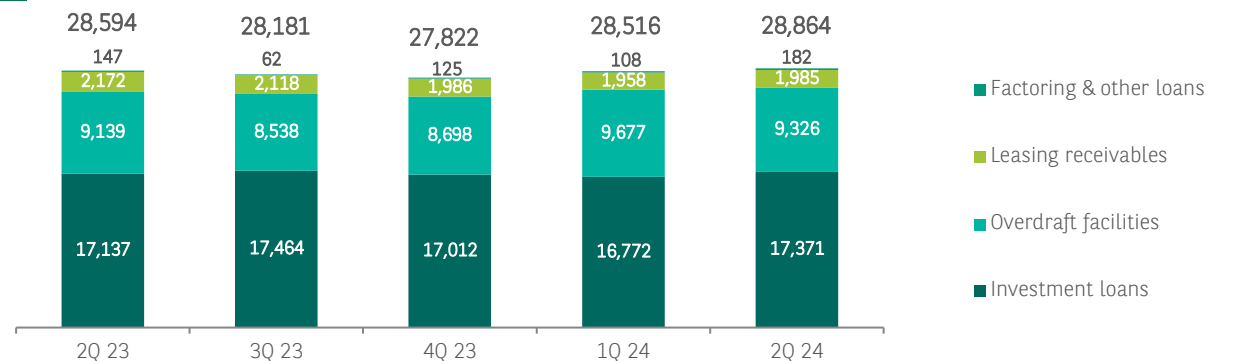
Segment's share in the Group's net banking income



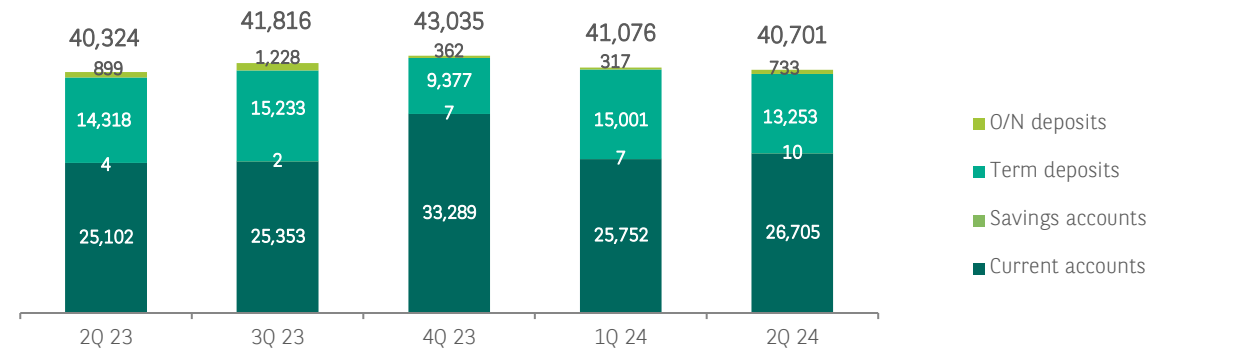
## Gross profit structure [PLN million]



## Net loan portfolio\* [PLN million]



## Deposit portfolio\* [PLN million]



\* due to the 2024 re-segmentation, the data for 2023 have been presented in comparative terms

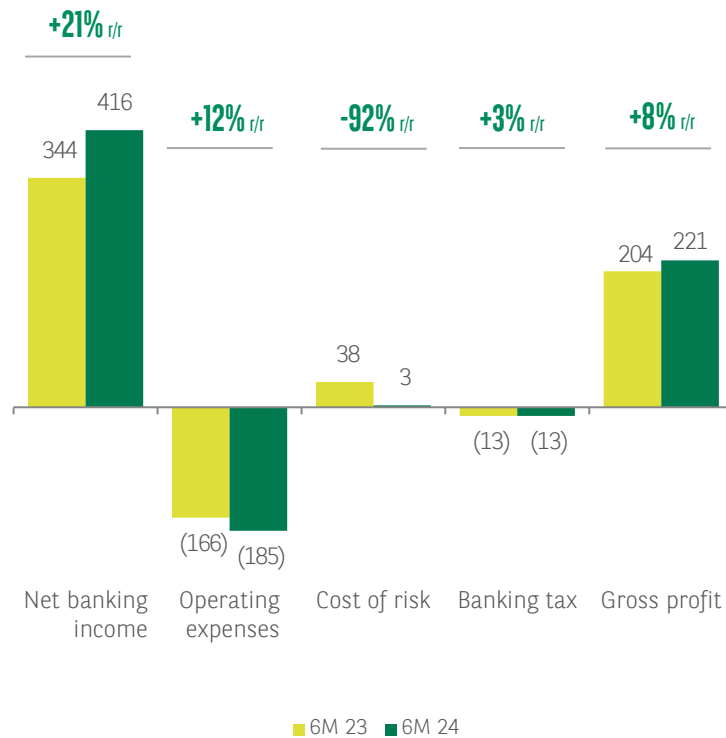
# SME Banking

Growth of the gross profit as a result of higher net interest income despite increase of the cost base and lower positive impact of credit risk costs

Segment's share in the Group's net banking income

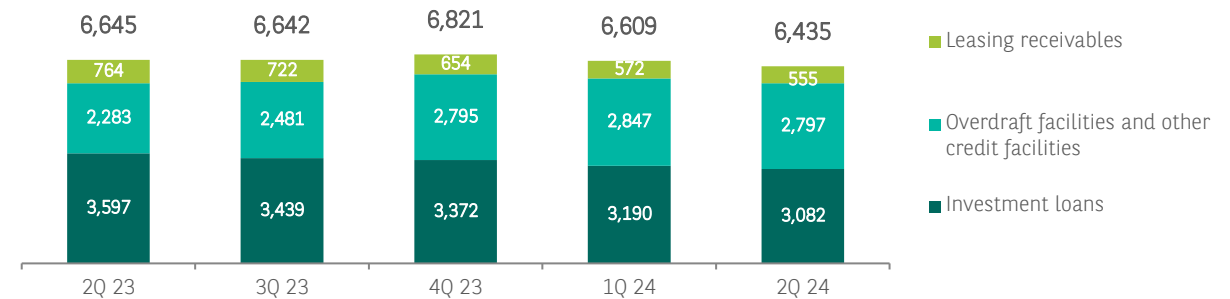


## Gross profit structure [PLN million]



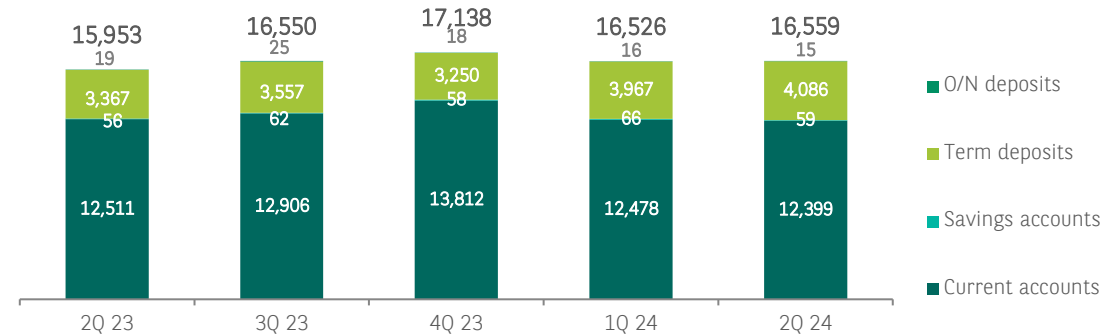
## Net loan portfolio\* [PLN million]

-3.2% y/y      -2.6% q/q



## Deposit portfolio\* [PLN million]

+3.8% y/y      +0.2% q/q



\* due to the 2024 re-segmentation, the data for 2023 have been presented in comparative terms

# Food & Agro Sector

Development of relations with agricultural and food production market participants, support for sustainable transformation

## Business development

- Return of preferential loans: liquidity (UP line) and purchase loan (S line). Total granted from March to June 2024:
  - UP line – ca. 6 thous. loans for the amount of PLN 681.4 million
  - S line – ca. 70 loans for the amount of PLN 324.4 million
- Promotional offer of a consolidation loan supported by a marketing campaign under the slogan "Easier with one instalment"
- Spring crop insurance sales campaign - 2.7 thous. policies for the total premium amount - PLN 12.2 million

## Sales support actions and relations with Customers - active participation in industry events:

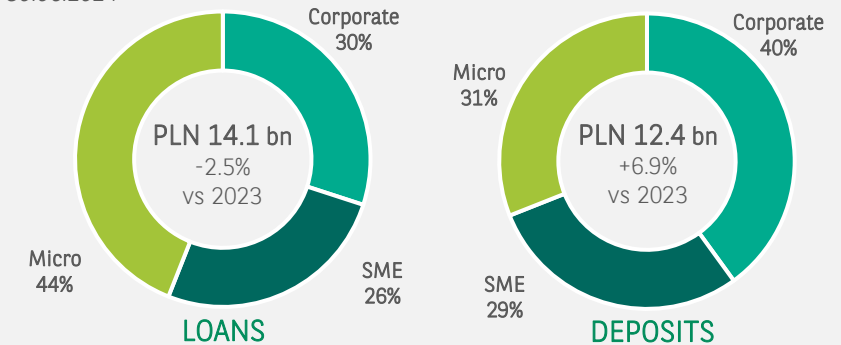
- Presentation "Poultry Market in Poland" as part of the Conference organised by the National Poultry Council
- Presentation "Grain Market" during Polish Grain Day 2024 - a meeting of the grain and feed industry from Poland and Europe
- Subsequent editions of analytical comments as part of the Food & Agro Sonar series
- Content partner for meetings with clients and internal events organised by the Bank's clients and industry organisations



**79.0 thous.** Food & Agro Customers

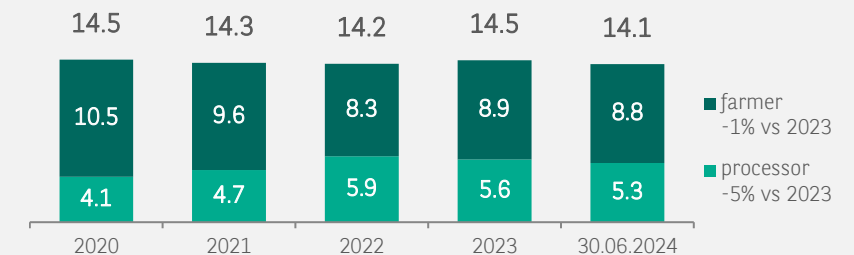
## Food & Agro volumes

30.06.2024



## Loan portfolio\*

gross, PLN billion



\* due to the 2024 re-segmentation, the data for 2023 have been presented in comparative terms

## Initiatives implemented in Q2 2024

- **Kredytomat tool** - a simple and friendly search engine for banking products tailored to the needs of a micro farmer on the Agronomist portal
- **Expansion of the ESG materials section** - production and publication of materials related to reporting environmental and social impact in accordance with the CSRD directive for the food production value chain



## agronomist

**70 thous.** users\*, **>192 thous.** visits in Q2 2024, **> 50%** of users are women

\* unique users visiting the platform in Q2 2024

## Bank subsidiaries

Positive impact of favourable trends on the debt securities market on TFI activities and assets growth in Q2 2024.  
Further growth of leasing assets

### BNP Paribas Towarzystwo Funduszy Inwestycyjnych S.A.

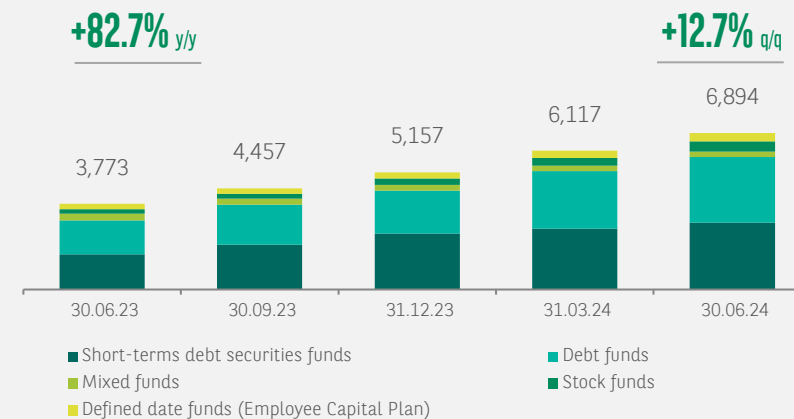
- The value of assets under management at the end of Q2 2024 amounted to PLN 6.9 billion (+12.7% q/q). In this period, the value of assets of capital market investment funds in Poland increased by 6.7%.
- Similarly to the previous quarter, BNP Paribas Lokata Kapitału was the most popular fund in the TFI offer (net inflows at that time reached PLN 345 million). The BNPP Globalny Strategii Dłużnych ESG fund also recorded a significant increase in assets (net inflows reached PLN 139 million). BNPP Papierów Dłużnych Krótkoterminowych also records still high net inflows (PLN 91 million), although it has lost its clear leadership position from 2023.
- The market share of BNP Paribas TFI S.A. at the end of Q2 2024 (asset value of capital market funds) amounted to 2.89%.

### BNP Paribas Leasing Services Sp. z o.o.

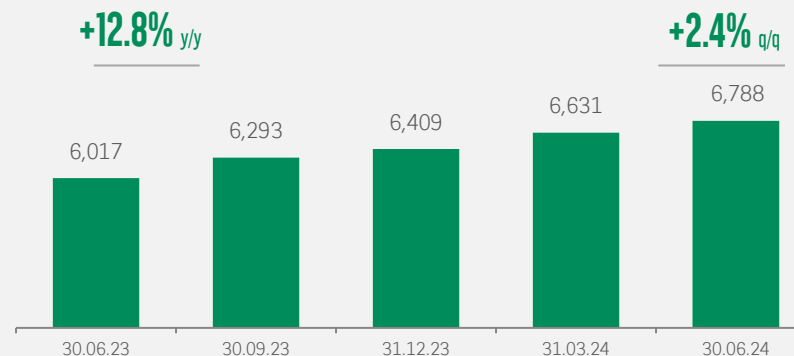
BNPP Leasing Services Sp. z o. o. in cooperation with the Bank offers a full range of leasing products to Personal Finance, micro-enterprises, SMEs and Corporate Customers.

- 11 thous. contracts concluded for the amount of PLN 2.1 billion after Q2 2024 – increase in value by 15% y/y.
- Record level of the portfolio of financed assets of PLN 6.8 billion (June 2024).
- Very good sales results in the Strategic Customers segment and Personal Finance.
- Focus on further improvement of the efficiency of the portfolio servicing process.

Assets under management of BNPP TFI [PLN million]



Leasing assets [PLN million]





BNP PARIBAS

# 06

## Appendices

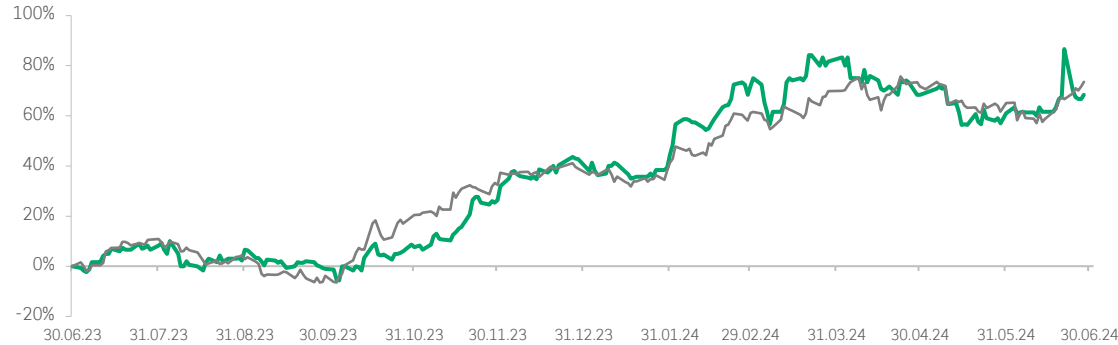
Shares of BNP Paribas Bank Polska S.A.  
Material events 2022-2024  
Loan portfolio  
Deposit base structure  
Liquidity  
Net banking income  
Profit and Loss Account  
Assets, Liabilities and Equity

*FOR  
THOSE  
WHO  
Move  
THE  
WORLD*

# Shares of BNP Paribas Bank Polska S.A.

Stabilisation of all banks' share prices (negative impact of credit holidays). Further increase in P/BV and liquidity of the Bank shares

Change in share price (30.06.2023=100%)

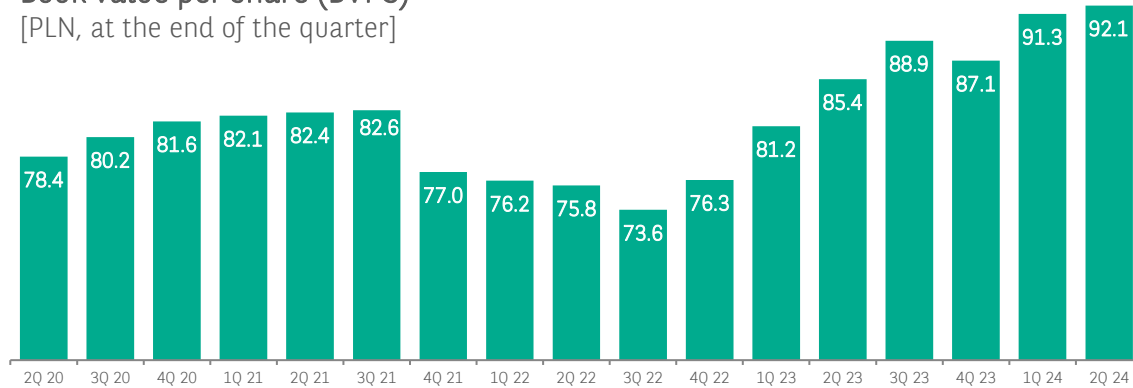


**ISIN code:** PLBGZ0000010  
**GPW ticker:** BNP  
**Index:** mWIG40, mWIG40TR

**WIG banki** 13,817.9 pts  
 +73.6% y/y

**BNP PARIBAS** PLN 101.0  
 +68.3% y/y

Book value per share (BVPS)  
 [PLN, at the end of the quarter]



**28 June 2024**

free-float: PLN 2.8 bn  
 P/BV: 1.10  
 capitalisation: PLN 14.9 bn

## Fitch rating

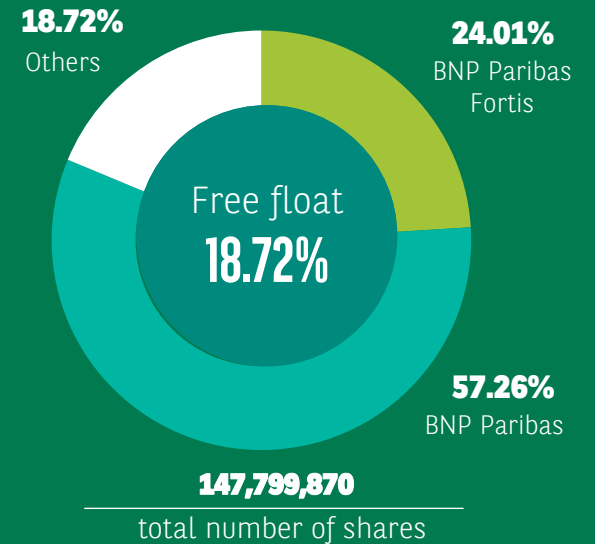
Long-Term Issuer Default Rating (LT IDR) – A+  
 Short-Term Issuer Default Rating (ST IDR) – F1  
 Viability Rating (VR) – bbb-  
 Shareholder Support Rating (SSR) – a+

## ESG rating of Sustainalytics Agency

low risk at the level of 10.2  
 the best result among Polish banks

## Shareholder structure

(30.06.2024)



On 5 April 2024, the Bank's share capital was increased from PLN 147,676,946 to PLN 147,799,870 as a result of taking up of 44,608 M series shares and 78,316 N series shares in the exercise of rights attached to the A4 and B1 series registered subscription warrants, taken up previously.

On 14 March 2024, package transactions were concluded due to the completion of accelerated book building (ABB) regarding the sale of 8,860,616 shares of the Bank by BNP Paribas SA.

# Material events

in individual reporting periods

	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter
2024	<ul style="list-style-type: none"> <li>• PLN -21.0 m CHF mortgage loan portfolio legal risk impact</li> <li>• PLN -135.7 m BGF restructuring fund recognised in the Q1 2024 costs (total contribution amount set by BGF at PLN 144.0 m)</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -189.8 m CHF mortgage loan portfolio legal risk impact</li> <li>• PLN -203.0 m impact of credit holidays (recognised in NII)</li> <li>• PLN +135.5 m impact of DTA creation</li> </ul>		
2023	<ul style="list-style-type: none"> <li>• PLN +11.0 m adjustment to the impact of credit holidays (recognised in NII)</li> <li>• PLN -234.4 m CHF mortgage loan portfolio legal risk impact</li> <li>• PLN -110.0 m BGF restructuring fund recognised in the Q1 2023 costs (total contribution amount set by BGF at PLN 123.9 m)</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +11.0 m adjustment to the impact of credit holidays (recognised in NII)</li> <li>• PLN -356.0 m CHF mortgage loan portfolio legal risk impact</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +11.0 m adjustment to the impact of credit holidays (recognised in NII)</li> <li>• PLN -371.0 m CHF mortgage loan portfolio legal risk impact</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +22.7 m adjustment to the impact of credit holidays (recognised in NII)</li> <li>• PLN -1,016.8 m CHF mortgage loan portfolio legal risk impact</li> <li>• PLN -22.1 m costs of a restructuring provision for the process of group layoffs</li> </ul>
2022	<ul style="list-style-type: none"> <li>• PLN -125.9 m contribution for the restructuring fund of BGF (PLN -151.7 m the whole BGF charge)</li> <li>• PLN -83.0 m CHF mortgage loan portfolio legal risk impact</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -188.0 m IPS costs</li> <li>• PLN -139.7 m CHF mortgage loan portfolio legal risk impact</li> </ul>	<ul style="list-style-type: none"> <li>• PLN -965.0 m impact of credit holidays (recognised in NII)</li> <li>• PLN -134.0 m CHF mortgage loan portfolio legal risk impact</li> <li>• PLN -29.0 m costs related to the necessity to reimburse Customers for additional fees incurred until the mortgage is established</li> </ul>	<ul style="list-style-type: none"> <li>• PLN +70.0 m adjustment to the impact of credit holidays (recognised in NII)</li> <li>• PLN -383.3 m CHF mortgage loan portfolio legal risk impact</li> <li>• PLN -58.2 m costs related to the Borrowers' Support Fund contribution</li> </ul>

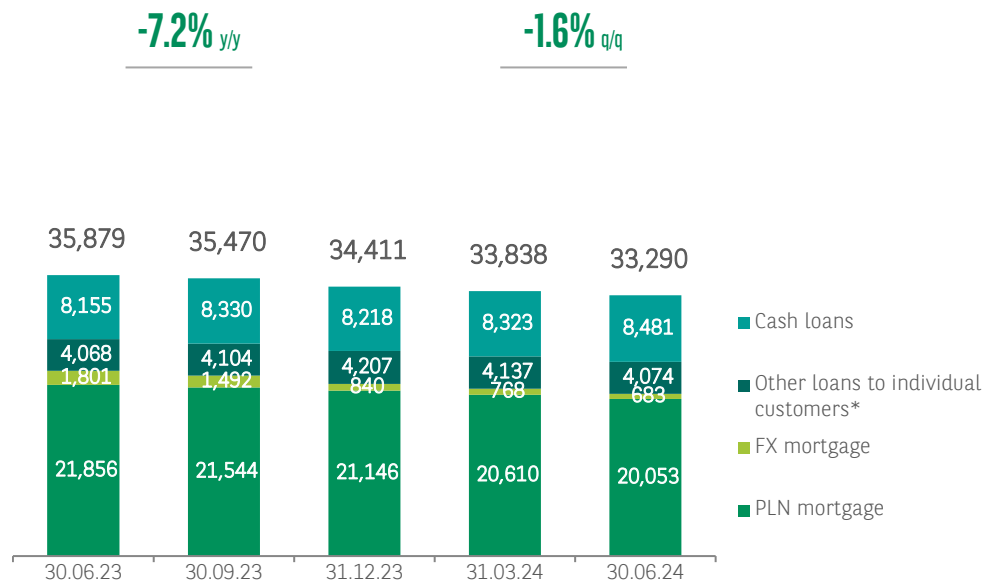


# Loan portfolio

Structure of loans in Individual and Institutional Customer segments



## Individual Customer loans [PLN million]

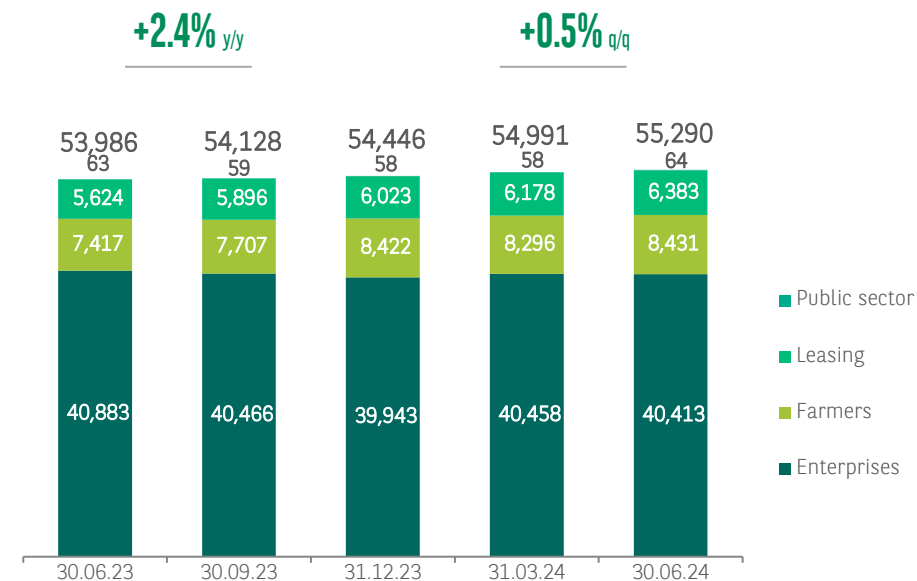


- Further decrease in the PLN mortgage portfolio as a result of still relatively low sales of new loans. Decline in the value of CHF mortgages (-11.3% q/q, -62.8% y/y) primarily due to the impact of the legal risk recognised as a reduction of gross value.
- The share of mortgages in loans to Individual Customers amounts to 62.3% (-0.9 pp q/q, -3.6 pp y/y).
- Stabilisation of the cash loan portfolio +0.9% q/q (+2.7% y/y).

\* *Inter alia: car loans, instalment loans, overdraft facilities, credit cards*



## Institutional Customer loans\*\* [PLN million]



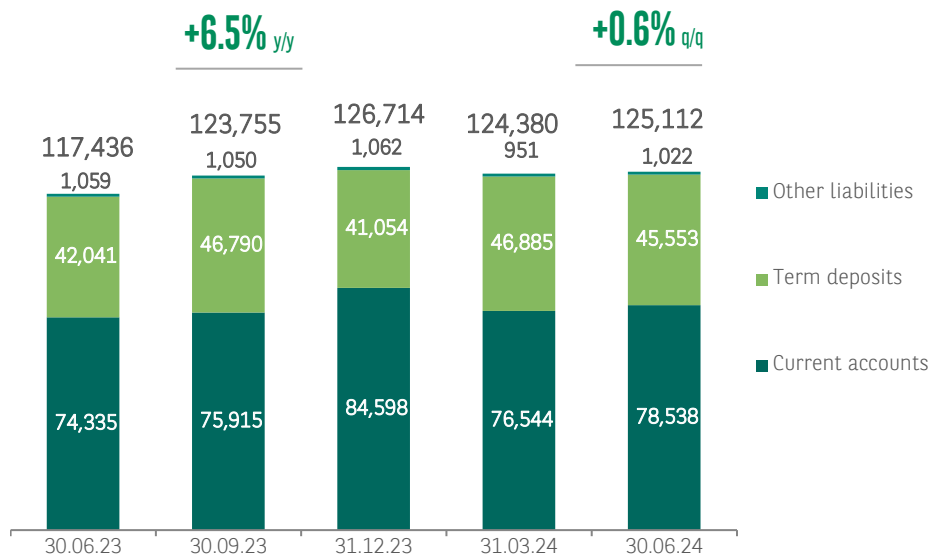
- Stabilisation of gross loans to enterprises (-0.1% q/q, -1.2% y/y). Positive dynamics of the leasing portfolio +3.3% q/q (+13.5% y/y).
- Increase in the individual farmers gross portfolio +1.6% q/q (+13.7% y/y). The share of the portfolio in loans to Institutional Customers stood at 15.2% (+0.2 pp q/q, +1.5 pp y/y).
- At the end of Q2 2024, the share of loans to enterprises in loans to Institutional Customers was equal to 73.1% (-0.5 pp q/q, -2.6 pp y/y), the share of leasing amounted to 11.5% (+0.3 pp q/q, +1.1 pp y/y).

\*\* *including the portfolio measured at fair value for "Farmers" and "Enterprises" items (breakdown based on MIS data)*

# Deposit base structure

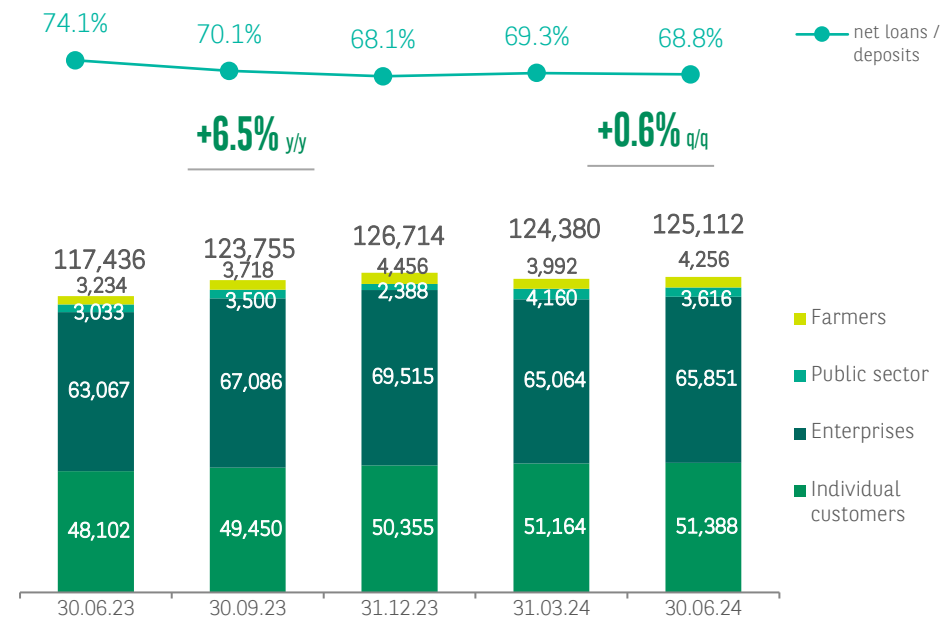
Term structure of deposits and by Customer segments

## > Deposit term structure [PLN million]



- Increase in the share of Customers' current accounts in total deposits: 62.8% at the end of Q2 2024 (+1.2 pp q/q, -0.5 pp y/y).
- In Q2 2024, term deposits decreased (PLN -1,332 million, -2.8% q/q) while current deposits increased (PLN +1,994 million, +2.6% q/q).
- In the case of current deposits, the portfolio of Institutional Customers increased by PLN 1,531 million (+3.1% q/q) and current accounts of Individual Customers by PLN 462 million (+1.7% q/q).
- Term deposits of Institutional Customers decreased by PLN 1,086 million (-4.7% q/q), and term deposits of Individual Customers decreased by PLN 246 million (-1.0% q/q).

## > Deposit structure by Customer type [PLN million]

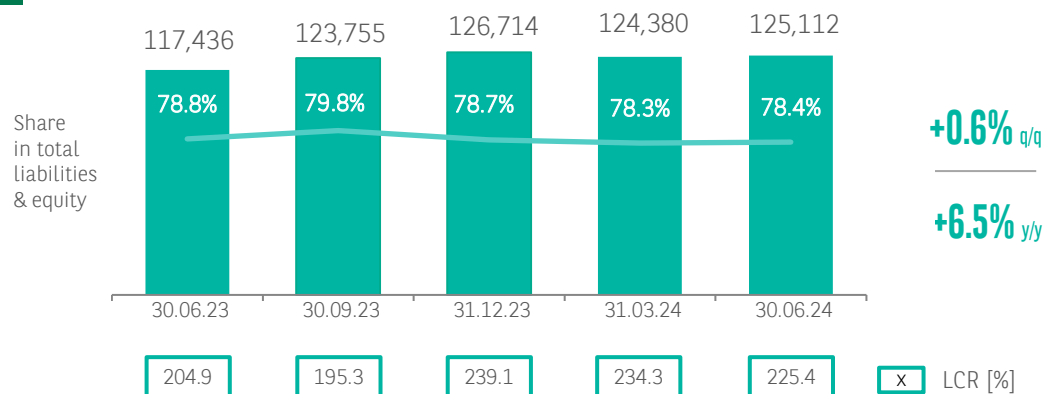


- In Q2 2024, deposits from Individual Customers increased by 0.4% q/q (+6.8% y/y), from farmers by 6.6 q/q (+31.6% y/y) and from enterprises by 1.2% q/q (+4.4% y/y). Deposits from the public sector decreased by 13.1% q/q (+19.2% y/y).

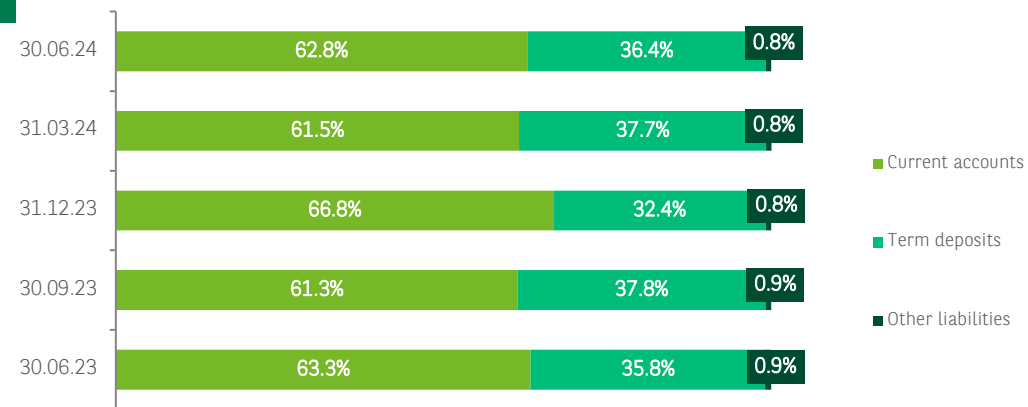
# Liquidity

Stable and diversified deposit base, growing level of liquid assets

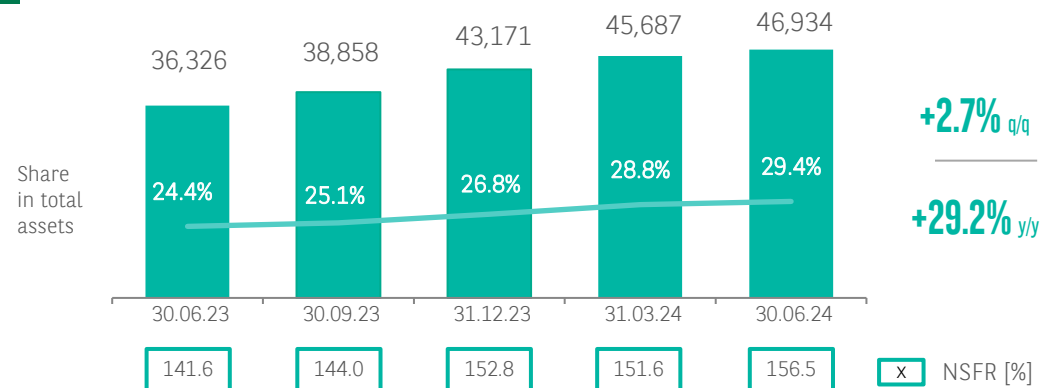
## Customer deposits [PLN million]



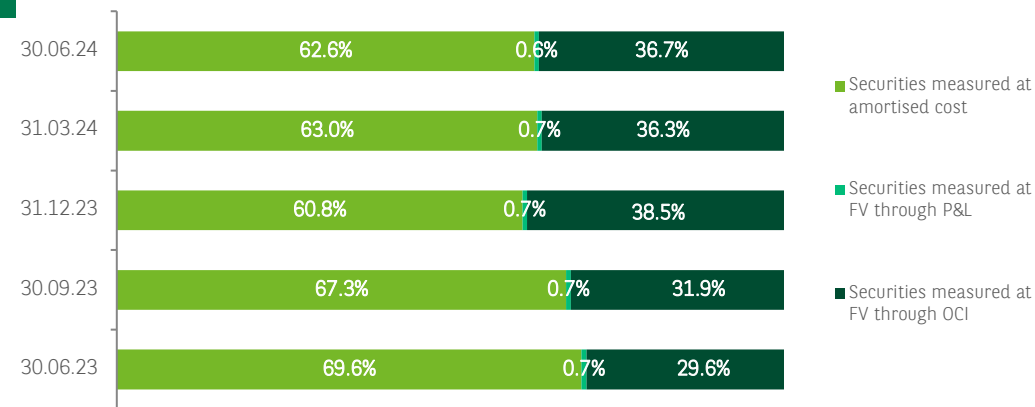
## Customer deposits structure [%]



## Securities [PLN million]



## Securities structure [%]



# Net banking income

Net interest income as a significant factor of net banking income growth

[PLN million]	6M 2024	6M 2023	y/y change
Net interest income	2,622	2,439	7.5%
Net fee and commission income	623	633	(1.7%)
Net trading income	414	484	(14.4%)
Net investment income	9	(6)	-
Dividends	5	4	27.5%
Hedging accounting	6	(16)	-
Result arising from the derecognition	(3)	12	-
Other operating income and expenses	(37)	3	-
<b>Net banking income</b>	<b>3,638</b>	<b>3,552</b>	<b>2.4%</b>

[PLN million]	Q2 2024	Q2 2023	q/q change
Net interest income	1,220	1,240	(1.6%)
Net fee and commission income	287	308	(6.6%)
Net trading income	201	249	(19.4%)
Net investment income	5	6	(18.1%)
Dividends	5	4	18.0%
Hedging accounting	0	1	(67.2%)
Result arising from the derecognition	(2)	7	-
Other operating income and expenses	(22)	8	-
<b>Net banking income</b>	<b>1,694</b>	<b>1,823</b>	<b>(7.1%)</b>

- Increase in net interest income y/y due to higher income from investing surplus liquidity (from securities and reverse repo transactions), improvement of income on derivatives as part of hedge accounting and decline in interest costs on Customer deposits. Negative impact of credit holidays in H1 2024 at PLN -203 million (in H1 2023, the impact of credit holidays was PLN +22 million). Net interest income w/o credit holidays impact would be higher by 16.8% y/y
- Net fee and commission income at a similar level. Lower y/y NFC from credit and insurance activities partially offset by the growth in asset management and brokerage operations and in the banking card area.
- Lower net trading income as a result of lower result on margin on currency and derivative transactions with Customers and lower result on equity instruments measured at FV.
- Excluding credit holidays impact, net banking income in H1 2024 would be 8.8% higher than the results in H1 2023.

- Lower net interest income in Q2 2024 vs Q2 2023 mainly as a result of recognition of credit holiday costs in Q2 2024 (PLN -203 million). W/o this impact, the result would have been higher by 15.8% due to higher interest income from investing surplus liquidity, improved result on derivatives as part of fair value hedge accounting and lower costs on Customer deposits.
- Lower net fee and commission income as a result of lower income from credit activities (lack of comparable, larger transactions) partially offset by growth in asset management and brokerage operations and in the banking card area.
- Lower net trading income as a result of lower result on equity instruments measured at FV and lower result on derivative transactions with Customers.
- Excluding credit holidays impact, net banking income in Q2 2024 would be 4.7% higher than the result in Q2 2023.

# Consolidated P&L

PLN thous.

Profit and loss account	30.06.2024	30.06.2023	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
Interest income	4,853,405	4,787,956	2,347,687	2,505,718	2,557,190	2,482,114	2,441,413
Interest expenses	(2,231,886)	(2,348,643)	(1,128,144)	(1,103,742)	(1,135,800)	(1,117,390)	(1,201,700)
<b>Net interest income</b>	<b>2,621,519</b>	<b>2,439,313</b>	<b>1,219,543</b>	<b>1,401,976</b>	<b>1,421,390</b>	<b>1,364,724</b>	<b>1,239,713</b>
Fee and commission income	767,633	760,485	364,707	402,926	358,916	353,198	371,876
Fee and commission expenses	(145,063)	(127,466)	(77,222)	(67,841)	(67,815)	(66,356)	(63,937)
<b>Net fee and commission income</b>	<b>622,570</b>	<b>633,019</b>	<b>287,485</b>	<b>335,085</b>	<b>291,101</b>	<b>286,842</b>	<b>307,939</b>
Dividend income	5,352	4,198	4,566	786	311	6,372	3,871
Net trading income	414,300	484,031	201,047	213,253	194,118	272,632	249,443
Net investment income	8,789	(6,363)	4,960	3,829	(22,876)	6,211	6,053
Result on hedge accounting	5,561	(16,330)	440	5,121	(14,073)	(536)	1,343
Result on derecognition of financial assets measured at amortised cost due to significant modification	(2,805)	11,612	(2,114)	(691)	468	(7,890)	7,474
Other operating income	106,831	119,672	57,049	49,782	64,427	52,829	63,805
Net allowances on expected credit losses of financial assets and provisions for contingent liabilities	(88,085)	51,350	8,280	(96,365)	(74,349)	(11,370)	26,400
Result on provisions for legal risk related to foreign currency loans	(210,772)	(590,412)	(189,772)	(21,000)	(1,016,826)	(370,848)	(356,024)
General administrative expenses	(1,470,662)	(1,286,747)	(675,389)	(795,273)	(706,514)	(645,538)	(608,792)
Depreciation	(253,818)	(223,539)	(128,014)	(125,804)	(117,279)	(115,918)	(116,370)
Other operating expenses	(143,969)	(116,863)	(78,984)	(64,985)	(109,148)	(76,393)	(56,221)
<b>Operating result</b>	<b>1,614,811</b>	<b>1,502,941</b>	<b>709,097</b>	<b>905,714</b>	<b>(89,250)</b>	<b>761,117</b>	<b>768,634</b>
Tax on financial institution	(204,611)	(202,535)	(99,412)	(105,199)	(107,476)	(101,642)	(99,703)
<b>Gross profit (loss)</b>	<b>1,410,200</b>	<b>1,300,406</b>	<b>609,685</b>	<b>800,515</b>	<b>(196,726)</b>	<b>659,475</b>	<b>668,931</b>
Income tax	(196,634)	(352,774)	13,293	(209,927)	(183,839)	(213,996)	(209,284)
<b>NET PROFIT (LOSS)</b>	<b>1,213,566</b>	<b>947,632</b>	<b>622,978</b>	<b>590,588</b>	<b>(380,565)</b>	<b>445,479</b>	<b>459,647</b>

# Assets

PLN thous.

Consolidated statements of financial position	30.06.2024	31.03.2024	31.12.2023	30.09.2023	30.06.2023
<b>ASSETS</b>					
Cash and balances with the Central Bank	8,103,037	6,991,447	6,883,586	6,699,539	6,971,609
Amounts due from banks	12,022,413	13,390,827	17,963,948	16,195,371	11,833,618
Derivative financial instruments	2,870,033	2,998,009	3,146,745	2,797,626	3,257,019
Adjustment of fair value of the hedging and hedged item	126,830	108,751	94,496	125,440	32,618
Loans and advances to customers valued at amortised cost	85,488,299	85,575,554	85,594,516	86,017,265	86,264,579
Loans and advances to customers valued at fair value through P&L	547,489	593,189	653,582	729,446	785,242
Securities valued at amortised cost	29,386,244	28,784,864	26,246,278	26,158,895	25,299,601
Securities valued at fair value through P&L	304,580	308,228	291,351	290,465	270,197
Securities valued at fair value through the other comprehensive income	17,243,568	16,593,785	16,634,303	12,408,951	10,756,338
Intangible assets	916,071	916,565	936,024	851,904	825,006
Property, plant and equipment	954,049	979,966	959,923	987,967	1,022,783
Deferred income tax assets	844,943	653,839	766,504	778,997	849,596
Current income tax assets	73	1,294	4,730	26,316	20,257
Other assets	733,618	946,801	849,761	1,029,677	849,792
<b>TOTAL ASSETS</b>	<b>159,541,247</b>	<b>158,840,119</b>	<b>161,025,747</b>	<b>155,097,859</b>	<b>149,038,255</b>

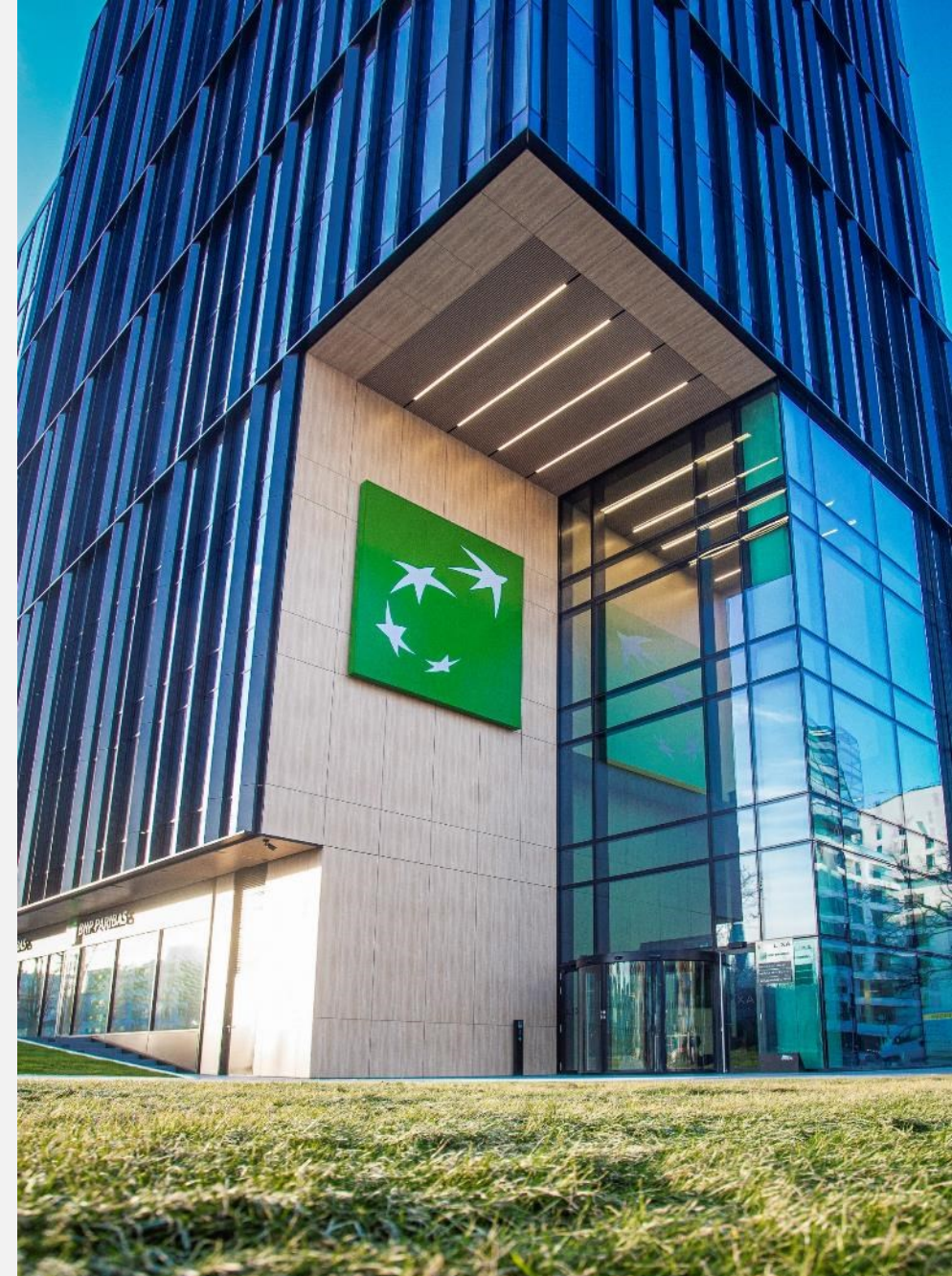
# Liabilities and equity

PLN thous.

Consolidated statements of financial position	30.06.2024	31.03.2024	31.12.2023	30.09.2023	30.06.2023
<b>LIABILITIES</b>					
Amounts due to the Central Bank	-	-	-	-	-
Amounts due to other banks	8,739,660	8,699,284	9,059,394	6,429,084	7,058,586
Adjustment of fair value of the hedging and hedged item	1,703	(55,830)	(7,365)	(245,848)	(275,213)
Derivative financial instruments	2,578,234	2,846,443	2,865,275	2,872,187	3,142,164
Amounts due to customers	125,565,489	124,837,420	127,174,831	124,223,279	117,911,920
Subordinated liabilities	4,298,870	4,291,446	4,336,072	4,415,727	4,337,381
Leasing liabilities	621,443	640,813	626,269	676,222	674,283
Other liabilities	2,357,871	2,508,485	2,191,890	2,328,802	2,462,420
Current income tax liabilities	129,287	44,331	376,736	276,659	202,796
Provisions	1,639,640	1,541,342	1,541,370	990,813	909,801
<b>TOTAL LIABILITIES</b>	<b>145,932,197</b>	<b>145,353,734</b>	<b>148,164,472</b>	<b>141,966,925</b>	<b>136,424,138</b>
<b>EQUITY</b>					
Share capital	147,800	147,677	147,677	147,677	147,677
Supplementary capital	9,110,976	9,110,976	9,110,976	9,110,976	9,110,976
Other reserve capital	4,040,016	3,527,091	3,525,056	3,523,460	3,521,971
Revaluation reserve	(530,929)	(532,929)	(566,754)	(676,064)	(745,913)
Retained earnings	841,187	1,233,570	644,320	1,024,885	579,406
retained profit	(372,379)	642,982	(368,226)	(368,226)	(368,226)
net profit for the period	1,213,566	590,588	1,012,546	1,393,111	947,632
<b>TOTAL EQUITY</b>	<b>13,609,050</b>	<b>13,486,385</b>	<b>12,861,275</b>	<b>13,130,934</b>	<b>12,614,117</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>159,541,247</b>	<b>158,840,119</b>	<b>161,025,747</b>	<b>155,097,859</b>	<b>149,038,255</b>

# Disclaimer

- This presentation constitutes neither a sales offer nor an invitation to submit an offer to purchase or subscribe for securities or financial instruments issued by BNP Paribas Bank Polska S.A. (“Bank”), nor any advice or recommendation with respect to the securities or other financial instruments issued by the Bank.
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- The expectations of the Bank are based on the current knowledge, experience and opinions of the Management Board of the Bank, depending on a number of factors which may result in the actual results achieved in the future being significantly different from the statements included herein.
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- The presented data applies to the BNP Paribas Bank Polska S.A. Group.







**BNP PARIBAS**

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[www.bnpparibas.pl/en/investor-relations](http://www.bnpparibas.pl/en/investor-relations)

**BNP Paribas Bank Polska Spółka Akcyjna**, with its registered office in Warsaw at ul. Kasprzaka 2, 01-211 Warsaw, entered into the Register of Entrepreneurs of the National Court Register (KRS) by the District Court for the capital city of Warsaw in Warsaw, 13th Commercial Division of the National Court Register, with KRS number: 0000011571, Tax Identification Number (NIP): 526-10-08-546, and a fully paid share capital of PLN 147,799,870.

# INVESTOR RELATIONS

BNP PARIBAS BANK POLSKA S.A.