

# BRE Bank Group Results Q1-2 2007

**Profitable Growth** 

BRE Bank SA Management Board

Presentation for Investors and Analysts 31 July 2007

> NAJLEPSZA INSTYTUCJA FINANSOWA dla WYMAGAJĄCYCH KLIENTÓW

# Agenda

#### Introduction

Summary of Q1-2 2007

#### BRE Bank's Q1-2 2007 Results

Business Line Financial Results and Highlights Analysis of Q1-2 2007 Financial Results

#### Appendix

Detailed Results of the Business Lines, Q2 2007 Additional Information on Selected Financial Data Macroeconomics



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# *Introduction* Summary of Q1-2 2007

#### BRE Bank's Q1-2 2007 Results

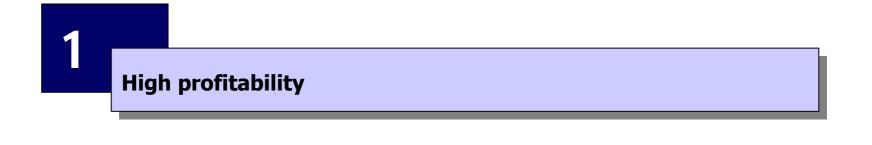
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# Summary of Q1-2 2007



#### 2 Focus on customer business







High Profitability of Regular Business Operations

<b>Profit before tax</b> (continued and discontinued operations)	PLN 530.6 M
Profit before tax (continued operations)	PLN 436.4 M
ROE before tax*	33.5%
Cost/Income (C/I)*	58.0%
Capital adequacy ratio (CAR)	10.41%

All presented financial data for the BRE Bank Group, unless indicated otherwise

\* Consolidated figures of the continued operations



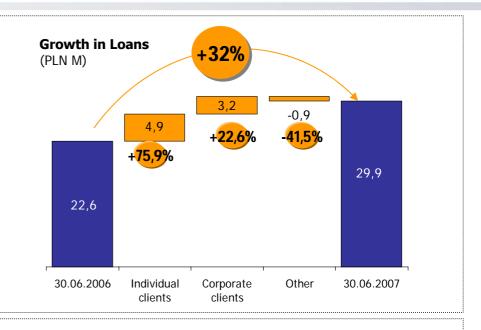
# Summary of Q1-2 2007

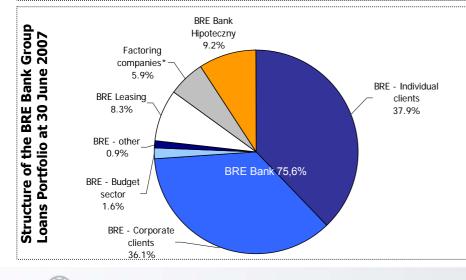
Dynamic Growth in Loans to Customers

## *Gross loans to customers up 32% YoY, including:*

Retail loans up 75.9%.

Corporate loans up 22.6%.





# *The share of retail loans in the portfolio up to 38.2% (from 28.7% at the end of June 2006)*

\* Factors: Polfactor, Intermarket Bank, Transfinance, Magyar Factor

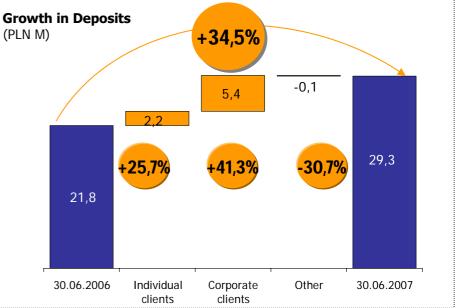
# Summary of Q1-2 2007

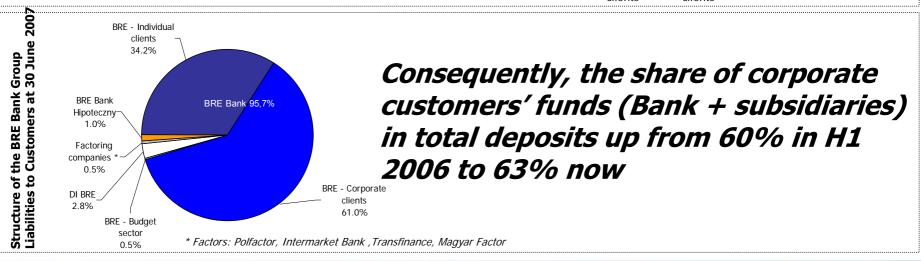
Deposits

# Total deposits up 34.5% YoY, mainly including:

Corporate deposits up considerably (+41.3% YoY)

Retail deposits up steadily though at a falling rate (+25.7% YoY)





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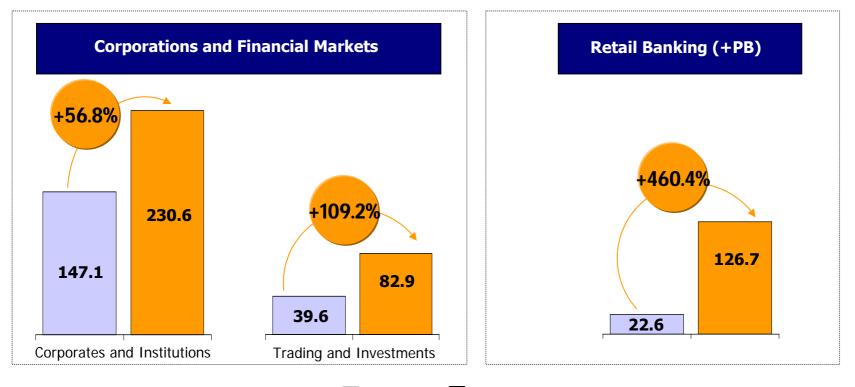


# Summary of Q1-2 2007 Results

**Business Line Results** 

#### **Growing Profitability of Business Lines**

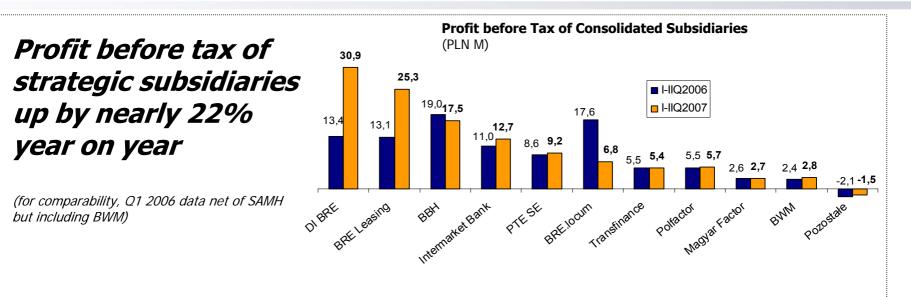


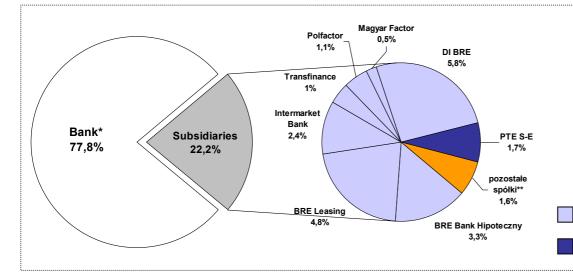


🗌 Q1-2 2006 🛛 📃 Q1-2 2007

# Summary of Q1-2 2007 Results

#### Strategic Subsidiaries Results





#### Contribution of the BRE Bank Group Subsidiaries to the Profit before Tax

Subsidiaries:

Corporates and

Asset Management – discontiniued operations

Institutions

- \* Bank's profit before tax net of consolidation adjustments.
- \*\* 'Other' includes: BRE.locum, CERI, BRE Wealth Management, BRE Corporate Finance, BRE Finance France, Tele-Tech Investment, Garbary, emFinanse

Other

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Analysis of Q1-2 2007 Financial Results

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# Business Line Results and Highlights, Q2 2007

Corporations and Financial Markets: Summary

# Growing Profitability

Profit before tax in Q1-2 2007 up 68% YoY to PLN 313.6 M

#### Active presence in financial markets

- BRE continues to be Poland's No 1 primary dealer: 18.6% share in the interest rate derivatives market, 14.5% share in bills and bonds trading -Leading positions in all segments of Corporate debt markets (No 1 or 2) - Market share in WSE trading approaches 7%

#### **Business Expansion**

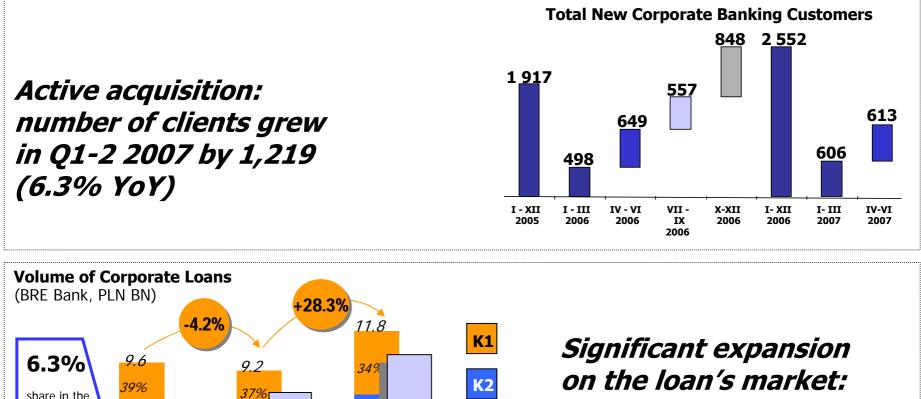
Corporate loans up 28.3% YTD.

Number of corporate customers in Q1-2 2007 up by **1,219** to exceed **12 thou**.

## Subsidiaries' high contribution to Group profit before tax

27% of the profit before tax of Corporations and Financial Markets contributed by subsidiaries, mainly: DI BRE, BBH and BRE Leasing

#### Business Line Results and Highlights, Q1-2 2007 Corporates and Institutions: Customers



К3

Enterprises

loans to enterprises **7.3 7.3 7.3 8.4 8.4 8.4 8.4 8.6 10.1 10** 

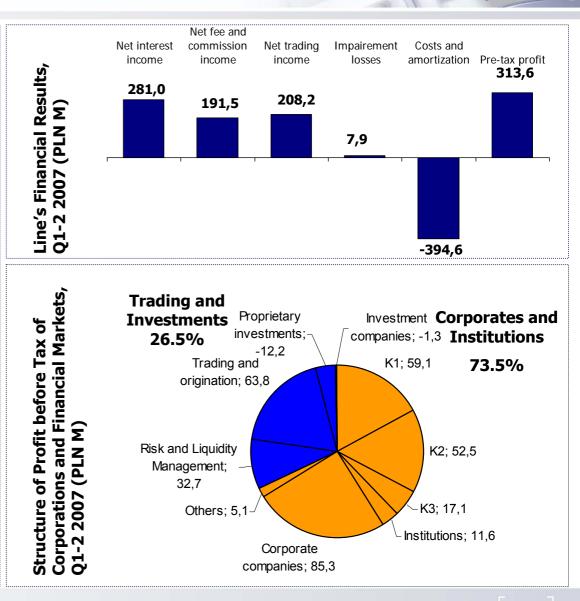
market of

on the loan's market: growth in BRE Bank's Corporate Banking loans by 28.3% YTD

#### Business Line Results and Highlights, Q1-2 2007 Corporations and Financial Markets: Financial Results

#### Line's profit before tax at PLN 313.6 M in Q1-2 2007, up 67.9% YoY

- Corporate Customers and Institutions contributed 73.5% of the Line's profit before tax, Trading and Investments contributed 26.5%
- Profit on transactions with K1, K2, K3 corporate customers (PLN 128.7 M) was the main profit item of Corporate Customers and Institutions; subsidiaries also made a significant contribution to the profit before tax (PLN 85.3 M of consolidated profit; the sum total of individual profits was PLN 101.4 M), mainly DI BRE, BRE Leasing, BBH.
- Trading result driven by strong underwriting activity, proprietary gains in IR & equity trading & very good flows in Fx trading despite low volatility.



Business Line Results and Highlights, Q1-2 2007 Retail Banking: Summary

## Growing Contribution to Group Profit

PLN 126.7 M profit before tax, more than PLN 100 M YoY.

28.7% share in the Group's profit on regular transactions.

#### Fast Growing Investment Fund Assets and Equities Trading

Assets of retail customers chenged by +25.4% year to date to PLN 10.9 B

Retail customers' assets in investment funds up PLN 1.3 B (+83%) year to date achieving PLN 2.9 B.

eBroker and Brokerage Service trading 13% higher in H1 2007 than in all of 2006 achieving PLN 2.4 B.

#### **Fast Growth of Customer Base**

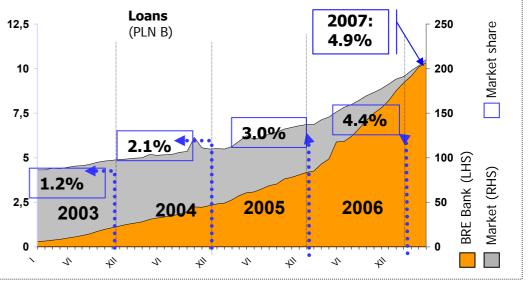
190 thou. new customers (+12% YTD) including 21 thou. microcorporates and 240 thou. new accounts (+13%) year to date.

# Lending Expansion

The share of BRE Bank's Retail Banking in retail loans up to PLN 10.7 B (+29.8% YTD), including 9.1 PLN B of mortgage loans (+29.2 YTD).

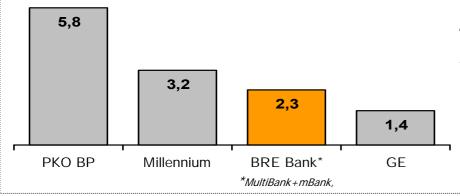
#### Business Line Results and Highlights, Q1-2 2007 Retail Banking: Loans

Retail Portfolio up PLN 2.5 B (to PLN 10.7 B), resulting in improvement of market share in retail loans to 4.9%



#### Mortgage Loans: Market Leaders by value of sales

Jan-May 2007 (PLN B)

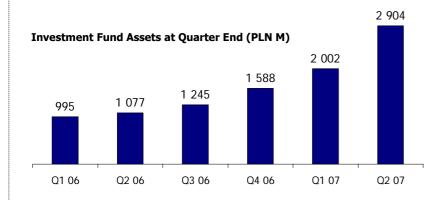


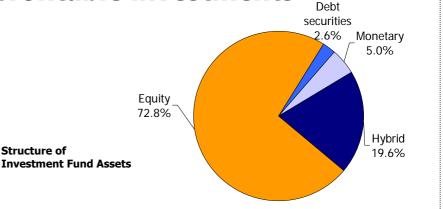
## In H1 2007 we sold PLN 2.7 B of new mortgage loans, remaining one of the leaders on the market.



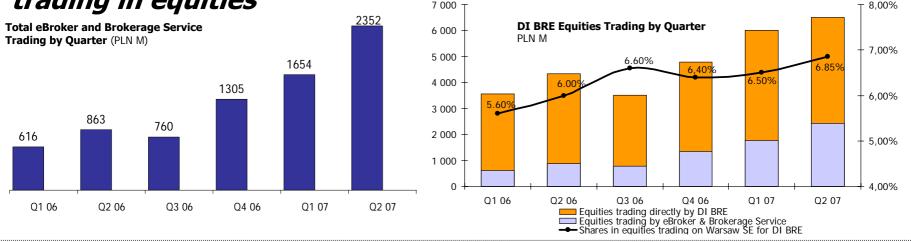
# Retais Rading Secults and Highlights, Q1-2 2007

#### BRE Bank customers opt for more profitable investments



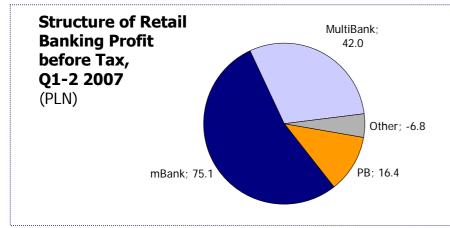


# eBroker and Brokerage Service account for 27% of DI BRE's trading in equities





#### Business Line Results and Highlights, Q1-2 2007 Analysis: Retail Banking (+PB) Financial Results



- Profitability up significantly: profit before tax at PLN 126.7 M in Q1-2 2007 v. PLN 22.6 M in Q1-2 2006.
- The Line's contribution to the BRE Bank Group's profit before tax on regular business operations\* up to 28.7%
- The significant growth in profit was mainly driven by the dynamic growth in the loans portfolio, mainly mortgage loans (up PLN 4.1 B or 83% YoY) enabling a much higher commission and interest income; it was also driven by income on cards and quasi-banking products.
- High costs due to the expansion of the branch network.



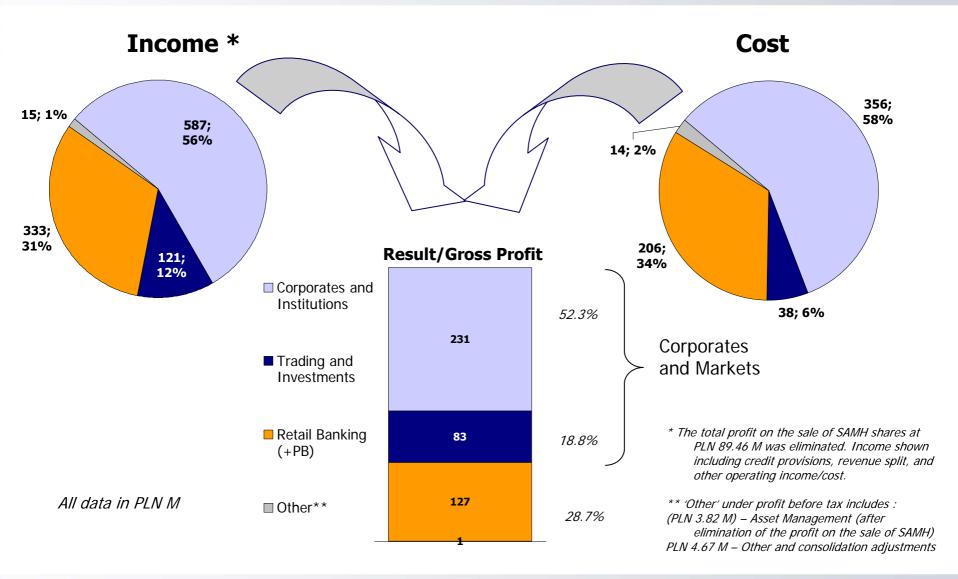
and Q2 2007 reports.

Net fee and Net interest commission Costs and Net trading Impairement income income income losses amortization Pre-tax profit 196.0 126.7 98.1 50.2 -14.6 Structure of the Segment's Profit before Tax, Q1-2 2007 -205.8(PLN M)

\* After elimination of the profit on the sale of SAMH



#### Business Line Results and Highlights, Q1-2 2007 Structure of BRE Bank Group's Profit



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# Analysis of Q1-2 2007 Results

Profit & Loss account of continued operations

Q1-2 2007 (PL	N M)	Change Y	/oY	Change QoQ ***
Total income*	1 052.5	+38.4%	1	+10.2%
Total costs	(610.3)	+22.7%	1	+11.7%
Operating profit**	442.3	+67.9%	1	+8.1%
Net provisions	(5.9)	-82.2%		-/+
Profit before tax	436.4	+89.3%	1	+12.3%
Net profit	345.5	+93.7%	1	+18.9%

\* Incl. net other operating income and costs

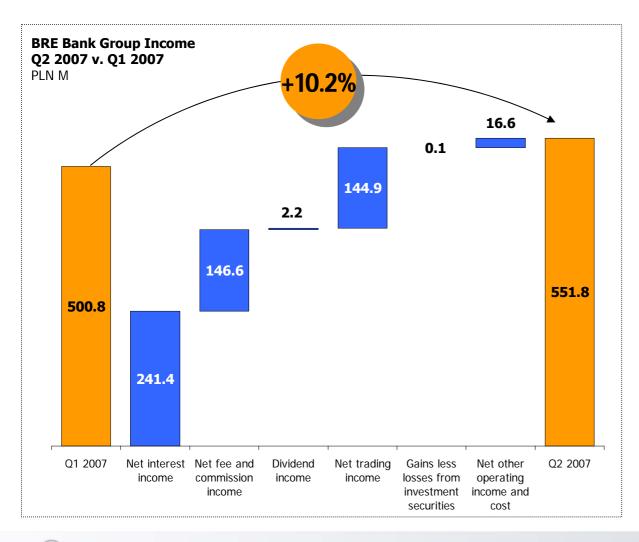
\*\* Before provisions

\*\*\* Q2 2007 v. Q1 2007



#### Analysis of Q1-2 2007 Results Significant Growth in Core Business Income

#### Steady growth of net interest income, improving trading profit

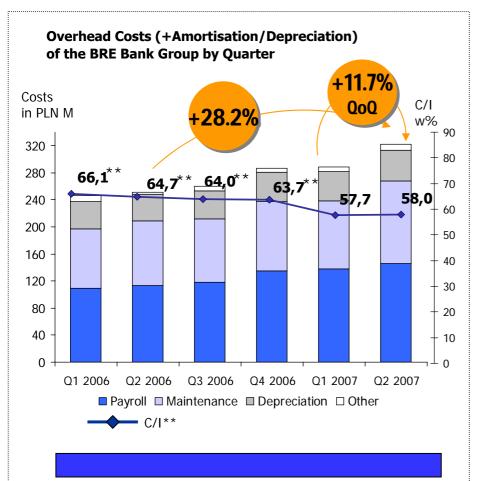


BRE BANK SA

- Net commission income grew quarter by quarter and was the largest income item at PLN 241.4 M in Q2 2007 v. PLN 228.3 M in Q1 2007 and PLN 200.3 M in Q4 2006.
- Net interest income was fuelled mainly by Loans and advances (up 13% QoQ) thanks to considerable growth of retail and corporate loans.
- Net commission income was the Group's second largest income item at PLN 146.6 M in Q2 2007, similar to the Q1 2007 level.
- Trading profit at PLN 144.9 M in Q2 2007 was up 28% QoQ, mainly due to higher income on equities and interest rate instruments.

#### Analysis of Q1-2 2007 Results Costs Under Control

#### C/I ratio (for continued operations only) at 58.0%\* in Q1-2 2007

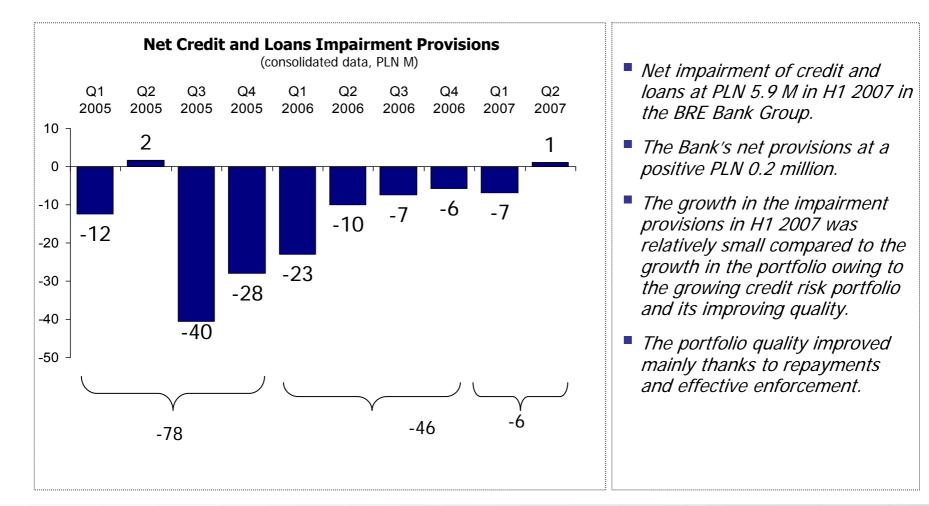


\*\*C/I for total of continued and discontinued oerations

- Overheads at PLN 276.5 M in Q2 2007, up 12.7% QoQ.
- Amortisation/Depreciation up 5.8% QoQ.
- Growth in costs and amortisation was 11.7%
- Growth in costs QoQ as well as H1 2006 (by 25%) due to:
  - Growing personnel cost of the Group due to drowing activity
  - Branch network expansion.
  - Created up to date reserves for performance bonuses

\* For continued and discontinued operations C/I was 49% in Q1 2007 and 53.4% in Q2 2007

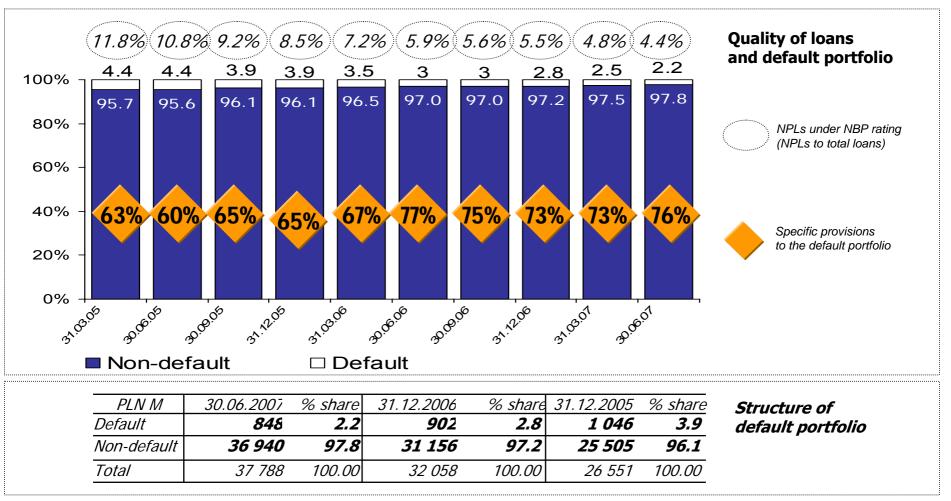
#### *Continued improvement of the quality of the loans portfolio resulting in positive net credit and loans impairment provisions in Q2 2007*.



## Analysis of Q1-2 2007 Results Stucture of BRE Bank's Risk Portfolio



# Sustained high ratio of specific provisions to the default portfolio, falling share of NPLs in the total loans portfolio



# Summary of Q1-2 2007

High profitability: 33.5% ROE (before tax) on regular operations

**Customer business contributes 81% of the Group's profit before tax** 

Strengthened position in strategic markets





Appointment of a New Management Board Member

#### BRE Bank Management Board: Division of Responsibility



\*Member of the Management Board starting 1st August 2007.



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# Appendix



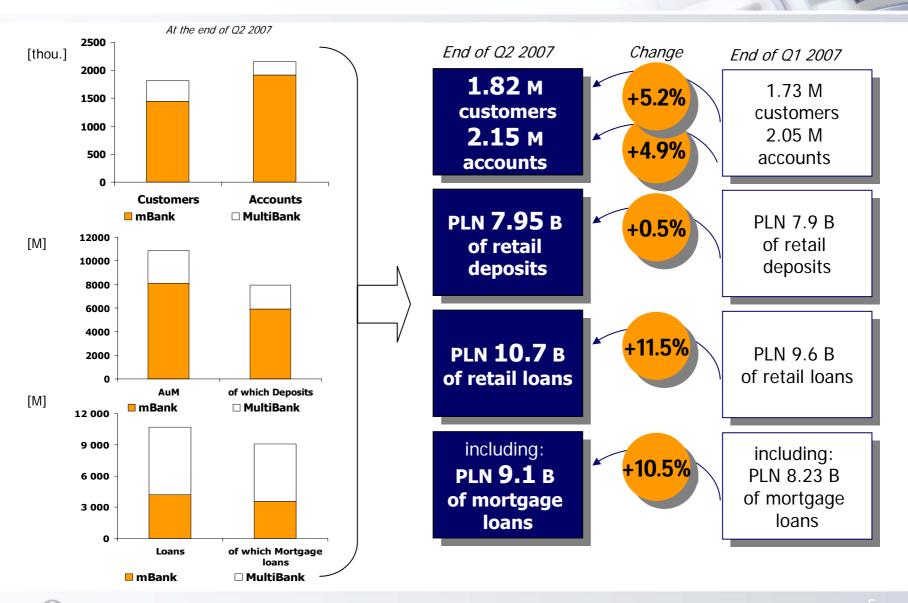
#### Detailed Business Lines Results and Highlights:

#### Retail Banking and Private Banking

*Corporations and Financial Markets Corporates and Institutions Trading and Investments* 

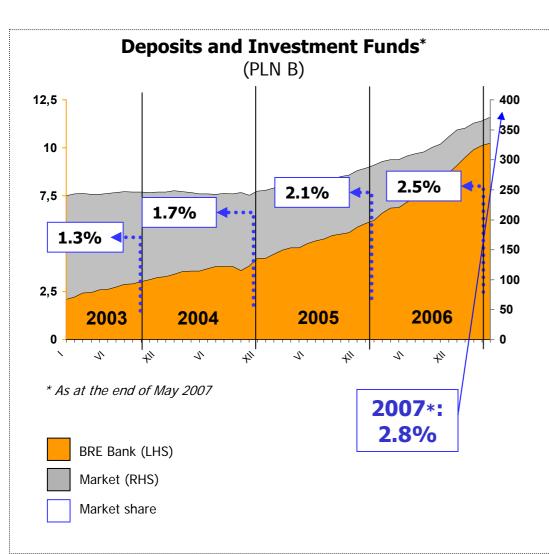


#### Appendix Retail Banking: Summary



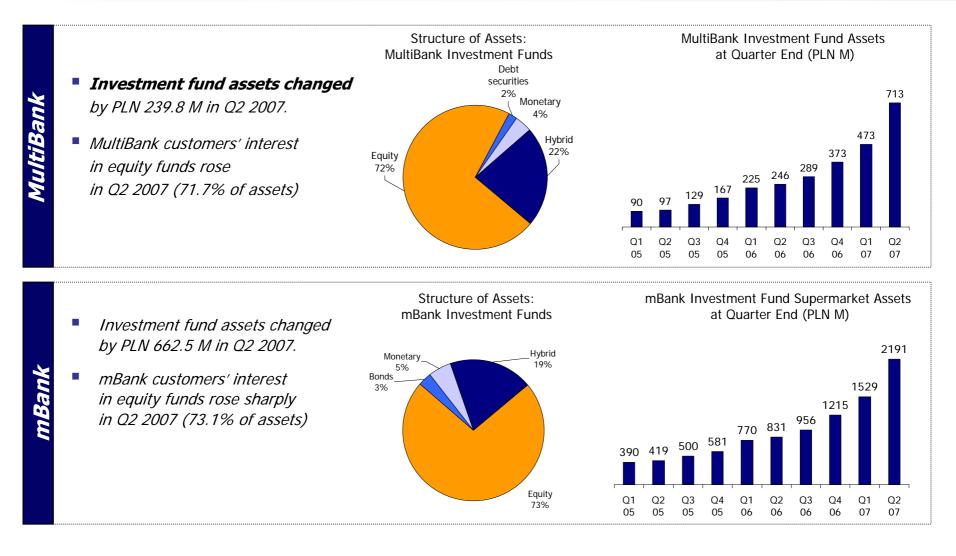
Appendix

BRE Bank Retail Banking v. the Market: Deposits and Investment Funds



BRE Bank's Retail Banking Line continues to grow above the market

#### Appendix BRE Bank Retail Banking: Investment Funds

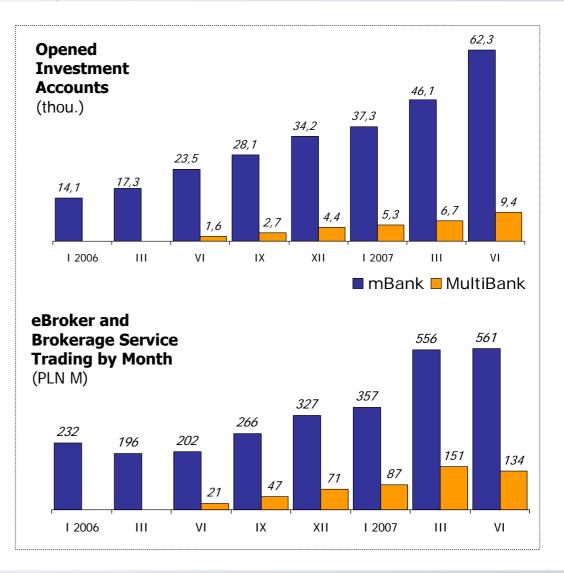


## **Appendix**

BRE Bank Retail Banking: mBank – eBroker, MultiBank – Brokerage Service

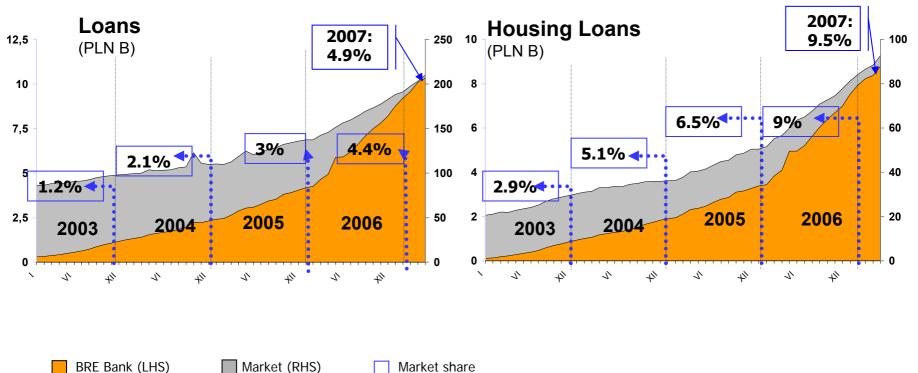
#### *Dynamic growth of brokerage services for retail customers*

- eBroker trading exceeded PLN 561 M in June 2007, and Brokerage Service trading was PLN 134 M.
- Incremental trading of PLN 6,668 M for eBroker and PLN 1,199 M for the Brokerage Service since the launch.
- There were 71.7 thousand mBank and MultiBank investment accounts at the end of June 2007.
- mBank and MultiBank customers opened 18.9 thousand investment accounts in Q2 2007.



Appendix BRE Bank Retail Banking v. the Market: Loans

> BRE Bank's Retail Banking is steadily growing its share in the loans sector (especially for housing loans)



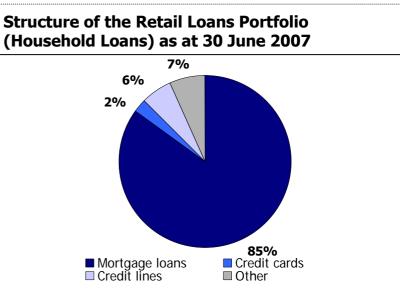
Market share



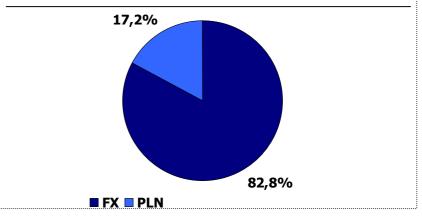
#### Appendix BRE Bank Retail Banking: Mortgage Loans: Portfolio Structure and Quality

#### **BRE Bank's Mortgage Loans Portfolio** (Retail Loans)

Retail Mortgage Loans	Total	PLN	FX
Balance-sheet value (PLN B)	8.7	1.5	7.2
Average maturity (years)	23.1	20.7	23.6
Average value (PLN thou.)	165.7	189.7	164.0
Average LTV (%)	63.8	57.4	65.0
NPL (%)	0.4	1.4	0.2
As at 30 June 2007			



# Currency Structure of the Retail Loans Portfolio (Household Loans ) as at 30 June 2007



#### The Car Insurance Supermarket was launched on 13 February 2007



Comparison and choice of 7 offers of liability and accident insurance, each offer in 3 variants



Purchase and service integrated with the eKONTO account



24/7 access to insurance policy information



Electronic applications and policies – minimum paper



Liability insurance policy available in 6 languages (Polish, English, German, French, Italian, Spanish)



Low monthly payments charged by mBank.



10 112 cars insured (at 31 June 2007)

PLN 23.2 M of premiums written

*Target number of cars insured: 18 thou. in 2007* 

"The Car Insurance Supermarket is hard to beat' - Newsweek

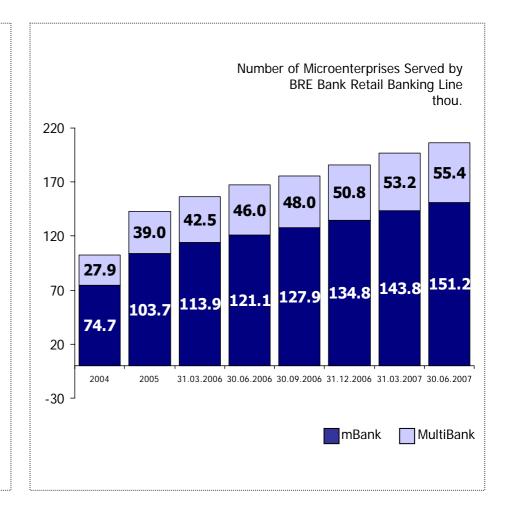
"mBank has the most attractive offer' – Pentor Research International



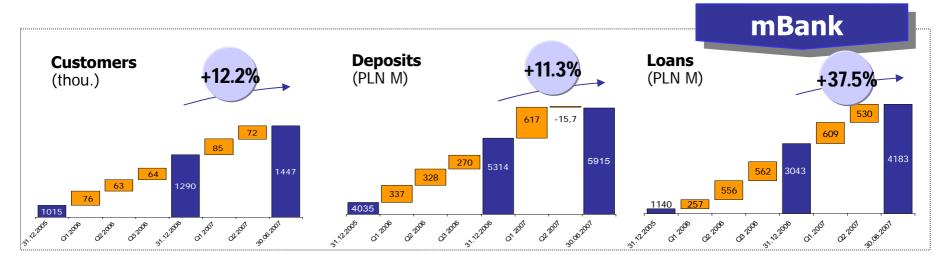
#### Appendix BRE Bank Retail Banking: Acquisition of Microenterprises

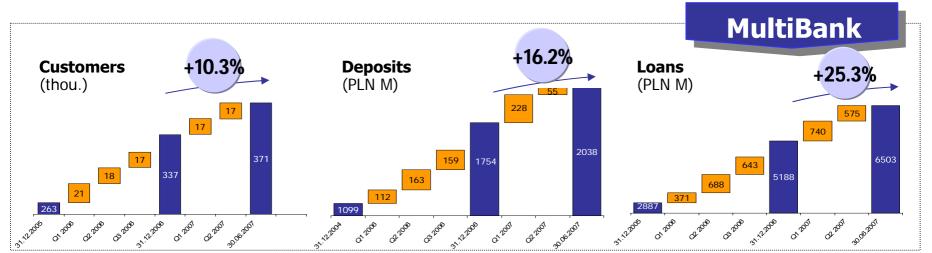
# 206.6 thousand microenterprises served by BRE Bank Retail Banking

- 9.7 thousand microenterprises acquired in Q2 2007
- PLN 967.1 M of balance-sheet microenterprise loans at the end of June 2007, including 40.5% of mortgage loans



#### Appendix BRE Bank Retail Banking: Growth of Sales, Q2 2007

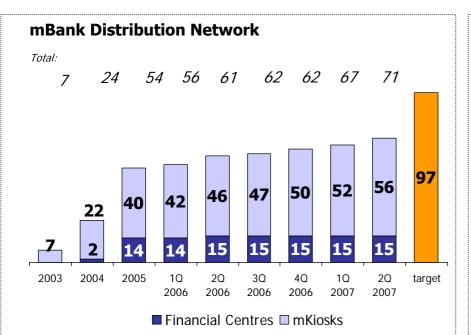




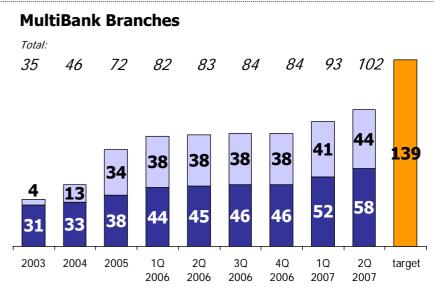
Volume

Increment

#### Appendix BRE Bank Retail Banking: Growth of the Distribution Network



- 4 mKiosks opened in Q2 2007.
- mBank's distribution network had 71 outlets at 30 June 2007.



■ Financial Service Centres ■ Partner outlets

- 9 new outlets opened in Q2 2007:
  6 Financial Services Centres and
  3 Partner Outlets.
- MultiBank's network had 102 branches at the end of June 2007.



#### Detailed Business Lines Results and Highlights:

Retail Banking and Private Banking

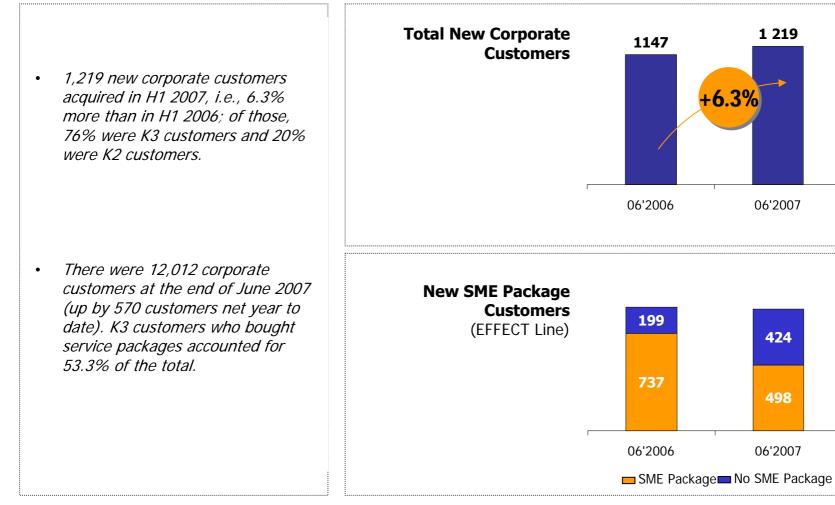
# **Corporations and Financial Markets**

#### **Corporates and Institutions**

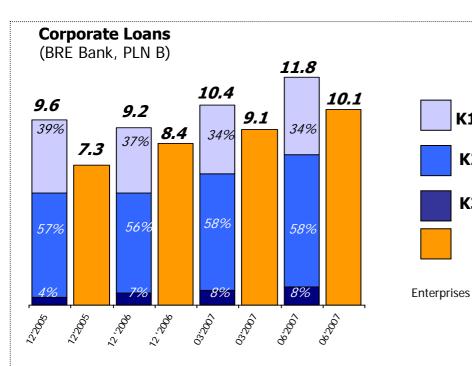
Trading and Investments

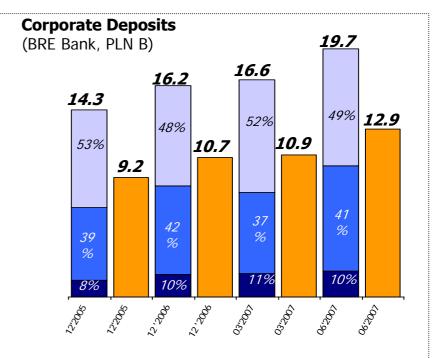


#### Appendix Corporates and Institutions: Newly Acquired Customers



#### Appendix Corporates and Institutions: Loans and Deposits





**K1** 

**K2** 

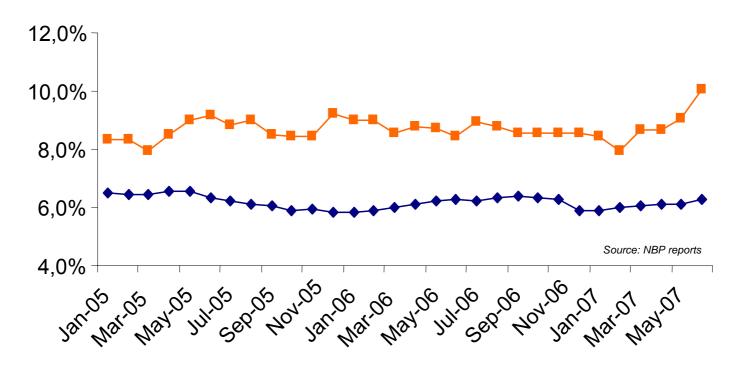
**K3** 

- Loans (including the public sector, syndicated loans and project finance) were up PLN 2.6 B year to date.
- Loans to enterprises were up 11% (QoQ) at BRE Bank; the market grew 7% QoQ.

- Deposits (including the public sector) **grew** PLN 3.5 B year to date.
- Deposits of enterprises grew 18.7% in Q2 (QoQ) at BRE Bank; the market grew 2.5% QoQ.

Appendix Corporates and Institutions : Loans and Deposits: Market Share

#### **BRE Bank's Market Share in Corporate Loans and Deposits**\*



\*receivables/amounts due to enterprises and State companies, private companies and co-operatives

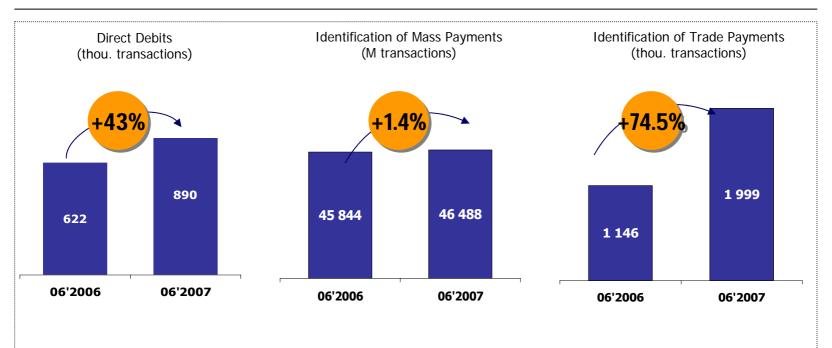
Corporate deposits

Corporate loans



#### Appendix Corporates and Institutions : Cash Management – Supporting Long-term Customer Relations

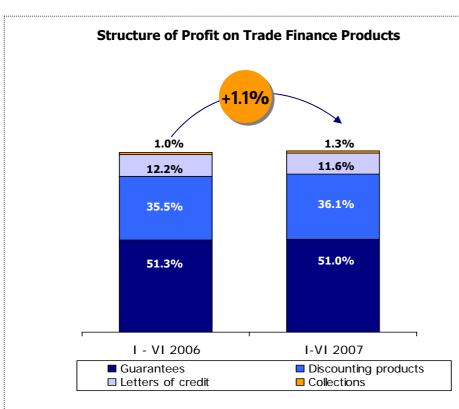




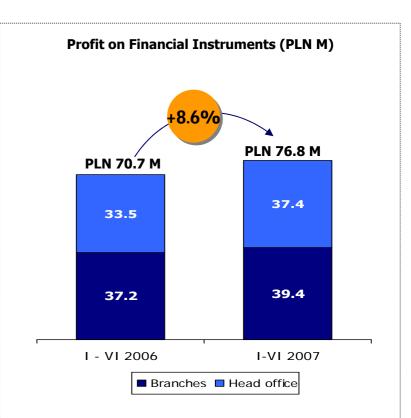
The number of customers using the Identification of Trade Payments service was up by 35 in H1 2007, or up by nearly 42% compared to the number of customers (using the service) acquired in 2006.



#### Corporates and Institutions : Foreign Trade Service and Risk Management Products



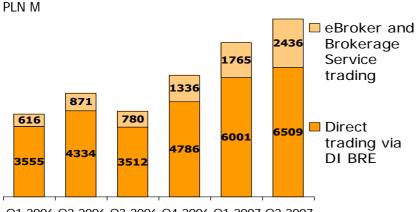
The market position in foreign trade service and the launch of many innovative product solutions helped to grow the revenue from trade finance services by 1.1% in H1 2007 year on year.



- The profit on sales of financial instruments to corporate customers was PLN 76.8 M in H1 2007.
- The profit was up by 8.6% year on year.

#### Appendix Corporates and Institutions: Dom Inwestycyjny BRE Banku (DI BRE)

- DI BRE profit before tax at PLN 30.9 M year to date (up by more than 230% YoY).
- DI BRE equities trading at PLN 8.95 B in H1 2007.
- DI BRE position in equities trading up from 6.0% in 2006 to 6.9% in Q2 2007.
- Contrinued growth in DI BRE customers base: 94.7 thou. accounts.
- In the first half of 2007, 2 IPO and 4 SPO transactions were executed with the total volume of 1060 M PLN



Q1 2006 Q2 2006 Q3 2006 Q4 2006 Q1 2007 Q2 2007

DI BRE Equities Trading, Q2 2007

9	1-11-
DI BRE Accounts (thou.)	
DI BRE accounts	23.0
eBroker (mBank)	62.3
Brokerage Service (MultiBank)	9.4
TOTAL	94.7

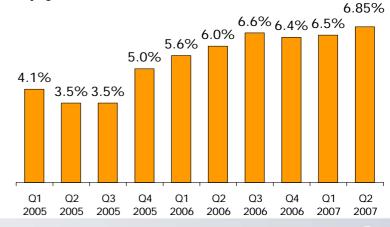
#### **DI BRE Market Share**

DI

After Q2 2007, in tra	ding *	
Equities	6.85 %	#7
Bonds	2.67 %	#6
Futures	12.11 %	#2
Options	26.8 %	#1

\* Calculations based on data from WSE, DI, RBL

#### **DI BRE Share in WSE Equities Trading By Quarter**





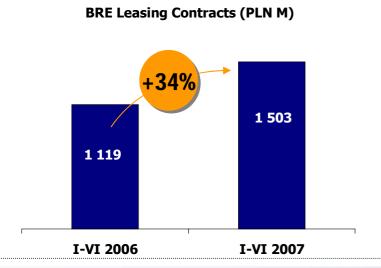
Corporates and Institutions : Good Market for Leasing and Factoring

#### BRE Leasing

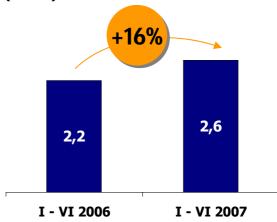
- Value of leasing contracts executed in Jan-Jun 2007: PLN 1.5 B, up 34% YoY.
- Pre-tax profit in Jan-Jun 2007: PLN 25.3 M, up by almost 94% YoY.

#### The Intermarket Group

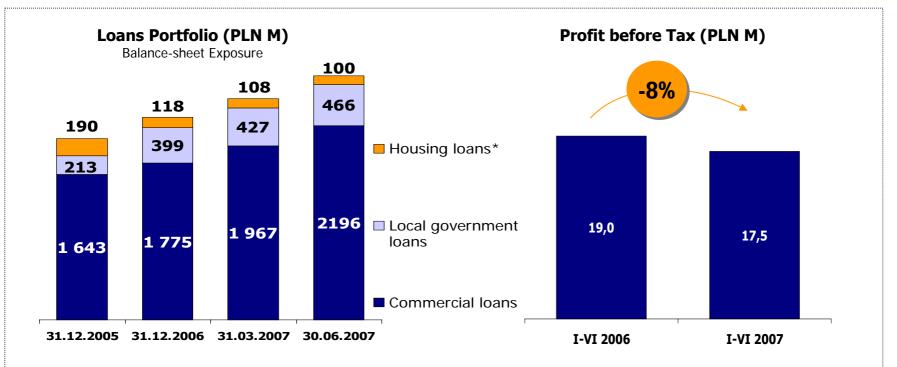
- The pre-tax profit of Intermarket Group companies was PLN 25.9 M in Jan-Jun 2007, up 6% YoY. The pre-tax profit of Polfactor S.A. was PLN 5.6 M (up 4% YoY).
- The sales of Intermarket Group companies were EUR 2.6 B, up 16% YoY. The sales of Polfactor were up 26%.







#### Appendix Corporates and Institutions: BRE Bank Hipoteczny (BBH)



- BBH's total balance-sheet and off-balance-sheet loans portfolio was PLN 3.7 B at the end of June 2007, up 22.2% YoY
- BBH's pre-tax profit was PLN 17.5 M at the end of June 2007, in line with the annual profit target. The pre-tax profit was down YoY due to extraordinary events in 2006 (released provisions).

\*As of July 2004. Bank Hipoteczny stopped granting loans to retail customers. The volume of housing loans represents the existing portfolio still managed by the Bank





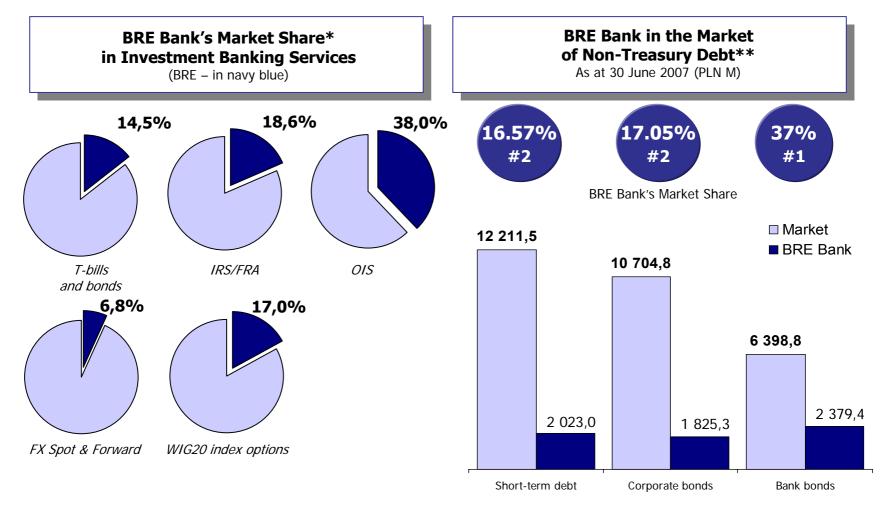
#### Detailed Business Lines Results and Highlights:

Retail Banking and Private Banking Corporations and Financial Markets Corporates and Institutions

#### Trading and Investments



#### Appendix Trading and Investments: Market Share and Position



\* As at 30 June 2007; own calculations based on NBP and WSE figures

\*\* After Fitch Polska S.A., Rating & Rynek, 30 June 2007 and own calculations

#### Appendix Trading and Investments: Proprietary Investments

- At the end of Q2 2007, the Bank's proprietary investments portfolio was PLN 278 M at cost.
- The portfolio at cost was stable year to date.
- The portfolio was down PLN 16.3 M, or 5.5%, quarter on quarter due to the sale of RES Sp. z o.o. shares.
- The balance-sheet proprietary investments portfolio was up PLN 153 M QoQ due to the revaluation of shares of Vectra at the end of June 2007. The revaluation was booked against the capital.

Major Pro March 200	pietary Inv 07 r.	31 E	Equity st	ake		
Vectra S	A *				19	9.95%
PZU SA					(	0.76%
Garbary	Sp. z o.c	),			100	0.00%
Novitus	S.A.				2	4.59%
Proprietary PLN M)	y Investm	ients				
Proprietary PLN M)	y Investm	ents 99 2	278	264	278	418



#### Additional Information: Selected Financial Data

Consolidated Profit and Loss Account under IFRS Interest Income Structure, Interest Margin Fee and Commission Income Structure Cost Structure Balance Sheet Analysis – Structure of Assets and Liabilities Non-performing Loans



# Appendix Additional Information: Selected Financial Data

#### Consolidated Profit and Loss Account under IFRS

PLN'000 By quarter *	Q1 2006	<i>Q2 2006</i>	<i>Q3 2006</i>	Q4 2006	Q1 2007	<i>Q2 2007</i>
Net interest income	170 496	160 777	194 128	198 777	227 536	241 394
Net commission income	89 477	94 522	104 699	127 712	142 857	146 631
Dividend income	511	4 513	10 738	1 103	-	2 159
Trading profit	89 223	106 881	90 557	112 924	113 374	144 908
Income from investment securities	8 462	1 739	1 497	10 824	7 055	106
Other operating income	52 353	94 564	42 702	39 420	41 166	35 762
Net impairment of credit and loans	(22 576)	(10 216)	(7 408)	(5 761)	(6 944)	1 078
Overhead costs	(205 880)	(210 928)	(218 815)	(243 869)	(245 339)	(276 580)
Depreciation/Amortisation	(40 254)	(40 166)	(41 267)	(43 198)	(42 942)	(45 402)
Other operating cost	(40 570)	(72 326)	(33 650)	(37 122)	(31 205)	(19 208)
Operating profit	101 242	129 360	143 181	160 810	205 558	230 848
Share in profits (losses) of associated companies	(87)	(25)	-	-	-	-
Profit before tax**	101 155	129 335	143 181	160 810	205 558	230 848
Net profit***	78 235	100 100	121 054	110 860	<i>157 826</i>	187 631

\* Data adjusted for continued operations; data for Q1-2 2006 based on the quarterly report for Q1-2 2007.

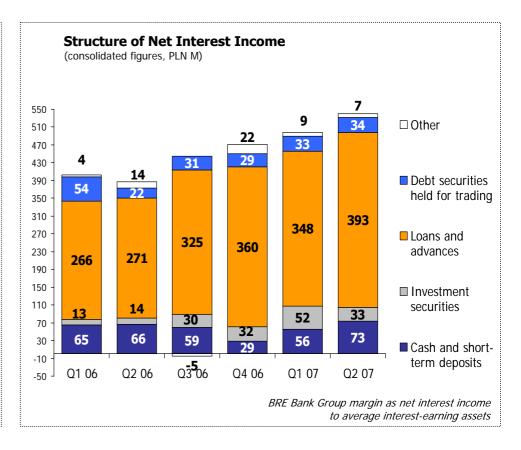
\*\* Profit on continued operations.

\*\*\* Net Profit includes minority interest

# Appendix Additional Information: Selected Financial Data Net Interest Income

#### Net Interest Income

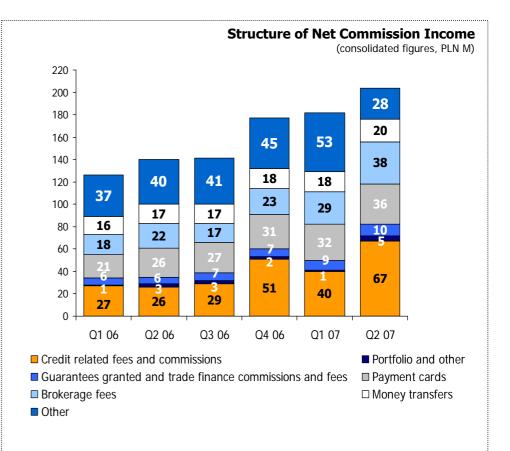
- Net interest income in Q2 2007 up 6.1% QoQ and up 41.6% YoY.
- Interest income (up 31.6% YoY) growing faster than cost (up 24.4%).
- The largest item, interest income on loans, up by PLN 204 M YoY (up 38%) due to the growth in the loans portfolio; interest on investment securities up by PLN 56 M (up 206% YoY).
- Interest margin stable at 2.3% in Q2 2007 (and Q1 2007) v. 2.1% in Q2 2006.



# Appendix Additional Information: Selected Financial Data Net Commission Income

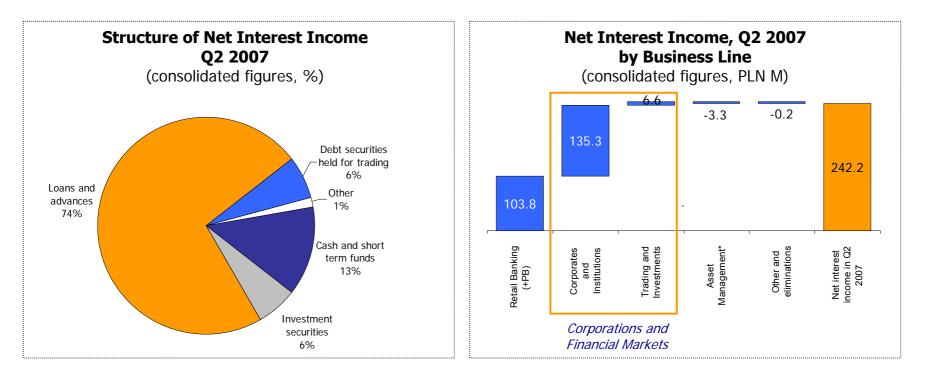
#### Net Commission Income

- Net commission income up modestly QoQ (up 2.5%) and up 57.3% YoY.
- Commission income up 45% YoY and cost up 19%.
- The highest growth reported for lending fees (up 103% or PLN 54 M YoY); in addition to growth in lending, this was driven by the inclusion of credit insurance income as of Q2 2007, previously shown under 'Other'.
- Broker's fees up sharply (up by PLN 27 M or 68%YoY), payment card fees up sharlpy (up by PLN 22 M or 48% YoY).



# Appendix Additional Information: Selected Financial Data

#### Interest Income Structure

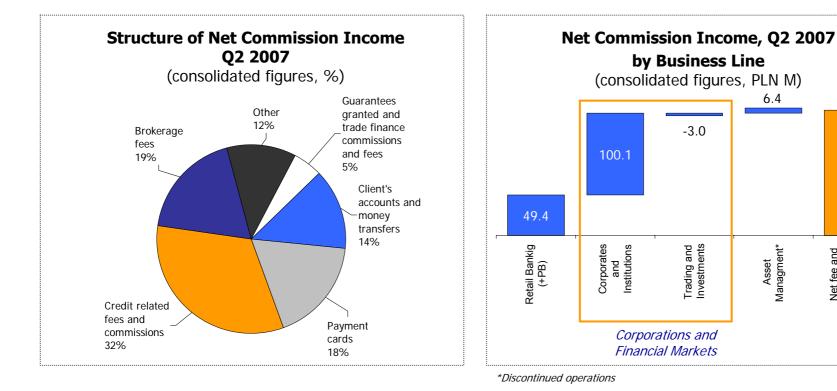


		Q1	Q2	<i>Q3</i>	<b>Q4</b>	Q1	Q2	Q3	Q4	<b>Q1</b>	Q2
	2004	2005 2006						2007			
NIM*	1.3	1.8	1.9	1.8	2.2	2.2	2.1	2.1	2.1	2.3	2.3

\* Change in the methodology of calculation of the interest margin:

- In 2004-2005, NIM was calculated as net interest income to net assets
- As of Q1 2006, NIM is calculated as net interest income to average interest-earning assets
- 2005 data based on 2006 quarterly reports

Additional Information: Selected Financial Data Commission Income Structure



153.1

Net fee and commission income of Q2 2007

# Overhead Cost Structure

Additional Information: Selected Financial Data

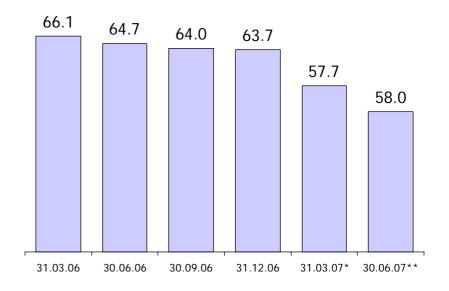
#### Structure of Overhead Costs (+Amortisation/Depreciation)

by quarter, PLN M, consolidated figures

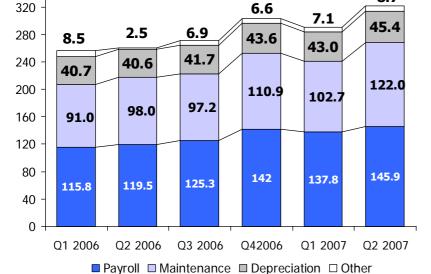
8.7

#### BRE Bank Group's C/I

(based on average balances)

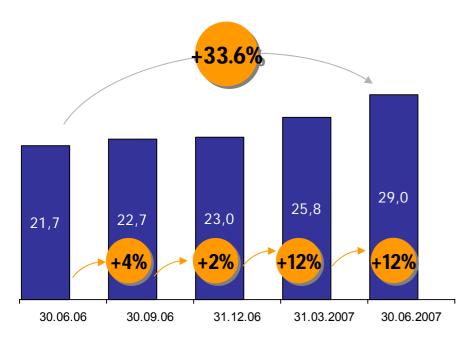


\*Before elimination of the consolidated profit on the sale of SAMH, C/I was 49% \*\*For continued & discontinued operations C/I was 53,4%





## Appendix Additional Information: Selected Financial Data Loans & Deposits



# +34.5% +34.5% 21,8 22,7 24,7 26,7 29,3 21,8 22,7 +8% +8% +10% 30.06.06 30.09.06 31.12.06 31.03.2007 30.06.2007

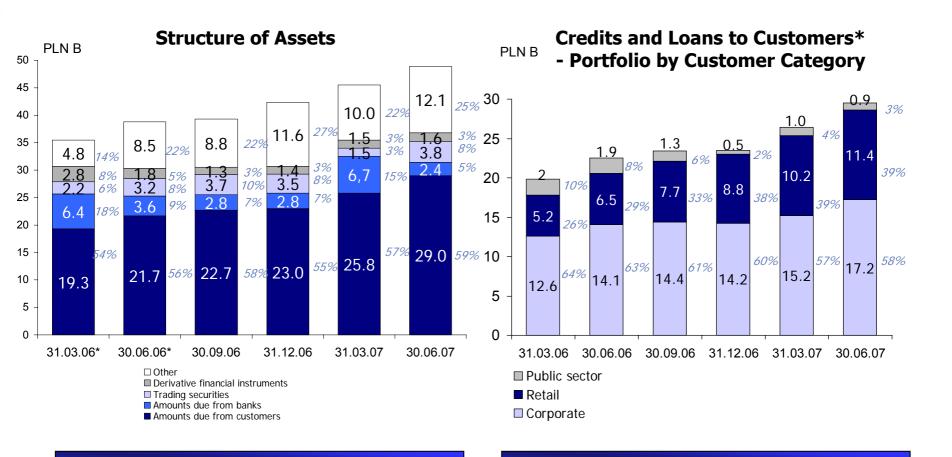
#### <u>Loans:</u>

- YoY growth of the loans portfolio (up 33.6%) much above the market (up 29.2% YoY) mainly thanks to the expansion of mortgage loans and recovery in corporate loans.
- The loans portfolio up 26% year to date.

#### <u>Deposits:</u>

- YoY growth in deposits more than twice the market growth (BRE Bank up 34.5%, market up 15.1%) thanks to growing corporate and retail deposits.
- Growth year to date much above the market (BRE Bank up 18.6%, market up 5.0%).

Additional Information: Selected Financial Data Balance Sheet Analysis: Assets

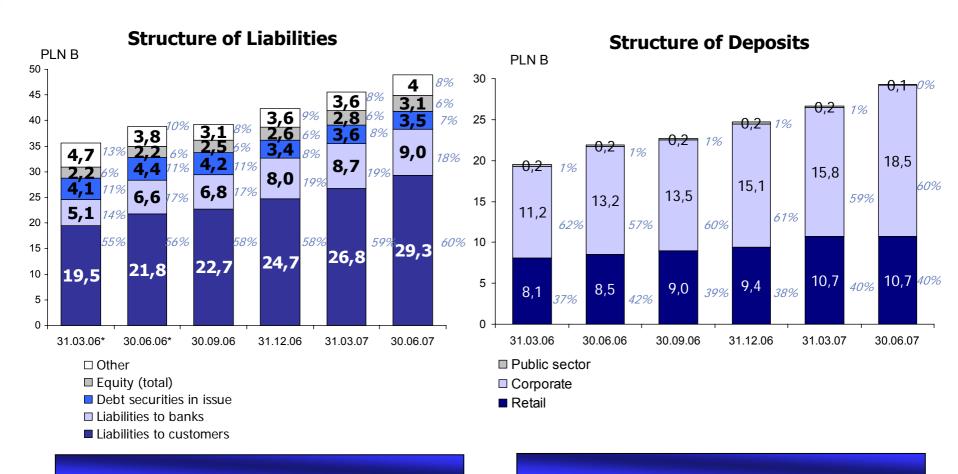


\*Data based on the Q1 and Q2 2007 reports

\*Gross credits and loans

Additional Information: Selected Financial Data

Balance Sheet Analysis: Liabilities



\* Data based on the Q1 and Q2 2007 reports



Appendix Additional Information: Selected Financial Data Non-performing Loans: Portfolio Structure\*

# Steadily decreasing share of NPLs in the (balance-sheet) loans portfolio

	30.06.2007			31.12.2006			31.12.2005		
	Exposure PLN B	%	Provisions % coverage	Exposure PLN B	%	Provisions % coverage	Exposure PLN B	%	Provisions % coverage
Regular	22.6	95.6	0.5	18.0	94.5	0.5	13.5	91.5	0.7
				including:					
Standard	22.0	<i>93.1</i>	0.1	17.3	90.8	0.1	12.8	86.6	0.1
Watch	0.6	2.5	<i>13.7</i>	0.7	3.7	10.2	0.7	4.9	9.9
Fracen									
materi									
Irregular	1.0	4.4	<i>58.2</i>	1.0	5.5	60.4	1.3	8.5	51.8
	1.0	4.4		1.0 including:	5.5	60.4	1.3	8.5	51.8
	<b>1.0</b> 0.1	<b>4.4</b> 0.7			<b>5.5</b> 1.0	<b>60.4</b> 7.9	<b>1.3</b> 0.3	<b>8.5</b> 2.4	<b>51.8</b> 10.0
Irregular				including:					

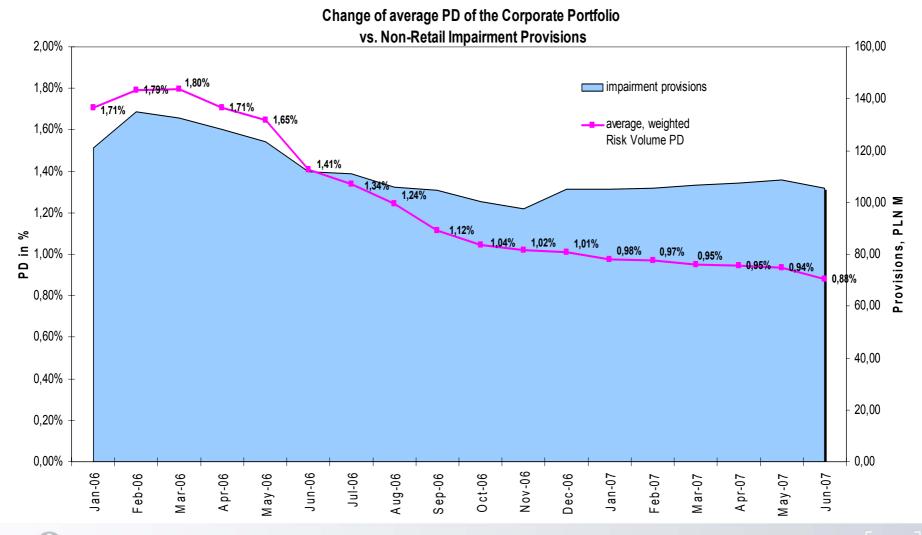
RAZEM	23.6	100	3.0	19.0	100	3.8	14.7	100	5.0

Steady improvement of portfolio quality: NPLs down from 5.5% to 4.4% in Q2 2007 (NBP rating) thanks to the significantly growing loans portfolio and ongoing restructuring and repayment of some of the Bank's exposures

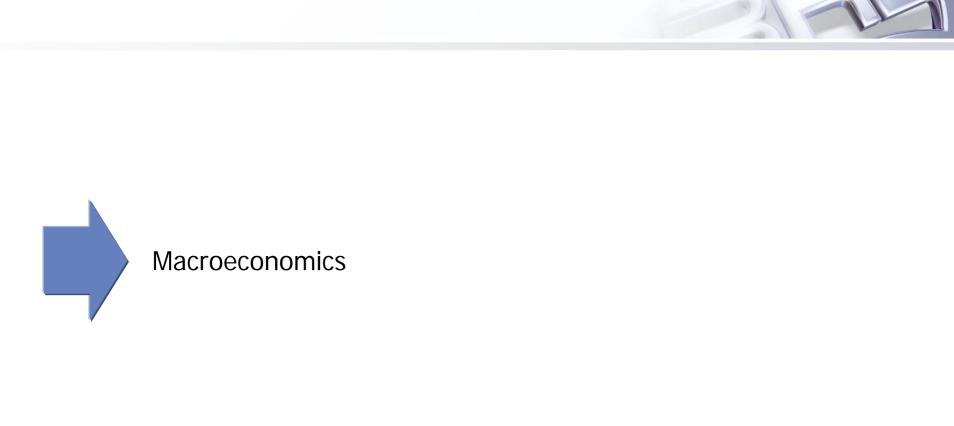
Provisions shown under IFRS – the impairment provision shown under 'watch'

\* BRE Bank's balance-sheet loans portfolio – balance-sheet credit debt (excluding credits not drawn)

Appendix Additional Information: Selected Financial Data Improving Quality of BRE Bank's Risk Portfolio





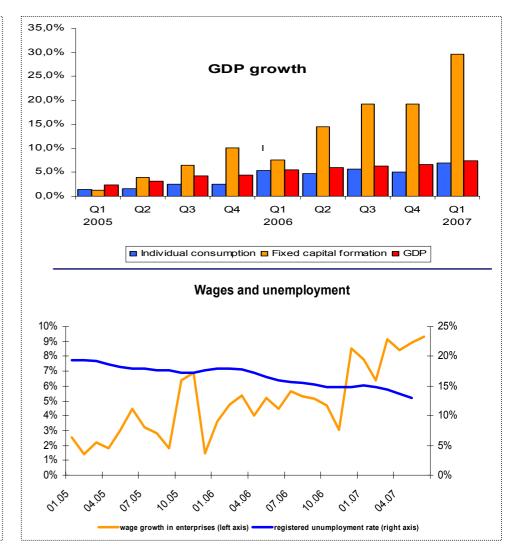




#### Appendix Macroeconomics GDP and Labour Market

# *Very fast growing GDP, further improvement of the labour market*

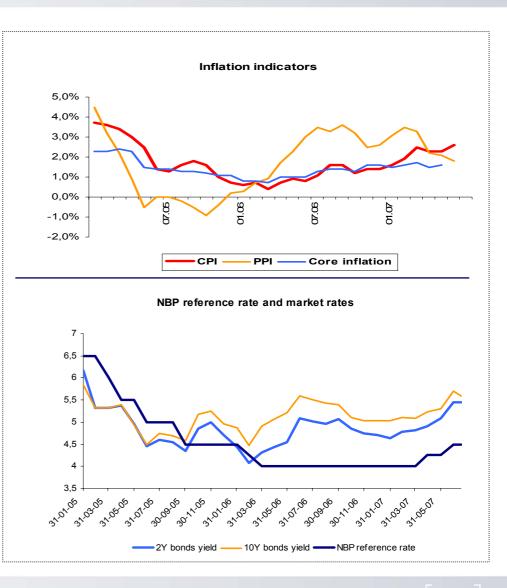
- GDP growth rate (7.4%) in Q1 2007 the highest in close to 10 years; the rate is estimated to have dropped to ca. 6% in Q2.
- Economic growth mainly driven by fast growing investments and private consumption; foreign trade performance is clearly deteriorating.
- Official unemployment was down to ca. 12.4% in June; growing demand for labour and increasing problems with recruiting qualified workforce triggered faster growth in wages; wages in the corporate sector up by 8.4% on average in H1 2007.



#### Appendix Macroeconomics Inflation and NBP Interest Rates

# *Growing inflation pressure prompted the MPC to tighten the monetary policy*

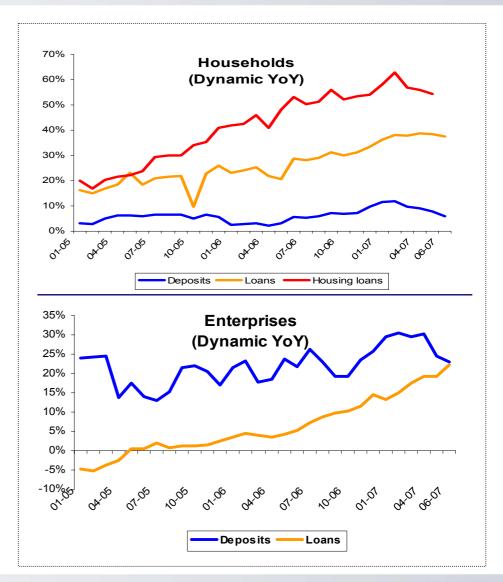
- The Monetary Policy Council raised the NBP interest rates in April and June; the NBP reference rate was 4.5%.
- The main threats to price stability include economic growth exceeding the potential growth and faster growth in wages.
- The CPI (2.6%) was above the NBP inflation target for the first time in 2 years.
- NBP interest rate hikes and changing conditions on the global market boosted the yield of Treasury bonds.



#### Appendix Macroeconomics Loans and Deposits in the Banking Sector

#### Increasing growth of corporate loans

- Corporate loans up by more than 22% YoY in June, approaching the growth in deposits; strong interest in loans proves continued high investment activity.
- YoY growth in housing loans declining after February (from nearly 63% to 54.4% in May); continued fast growth in demand for consumer loans.
- Due to the large disparity in the growth rate of deposits and loans, household debt to banks and household assets in banks were nearly equal in June; households will be net debtors of banks as of July.



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