

Results of BRE Bank Group Q2 2013

Revenue recovery, full year targets on track

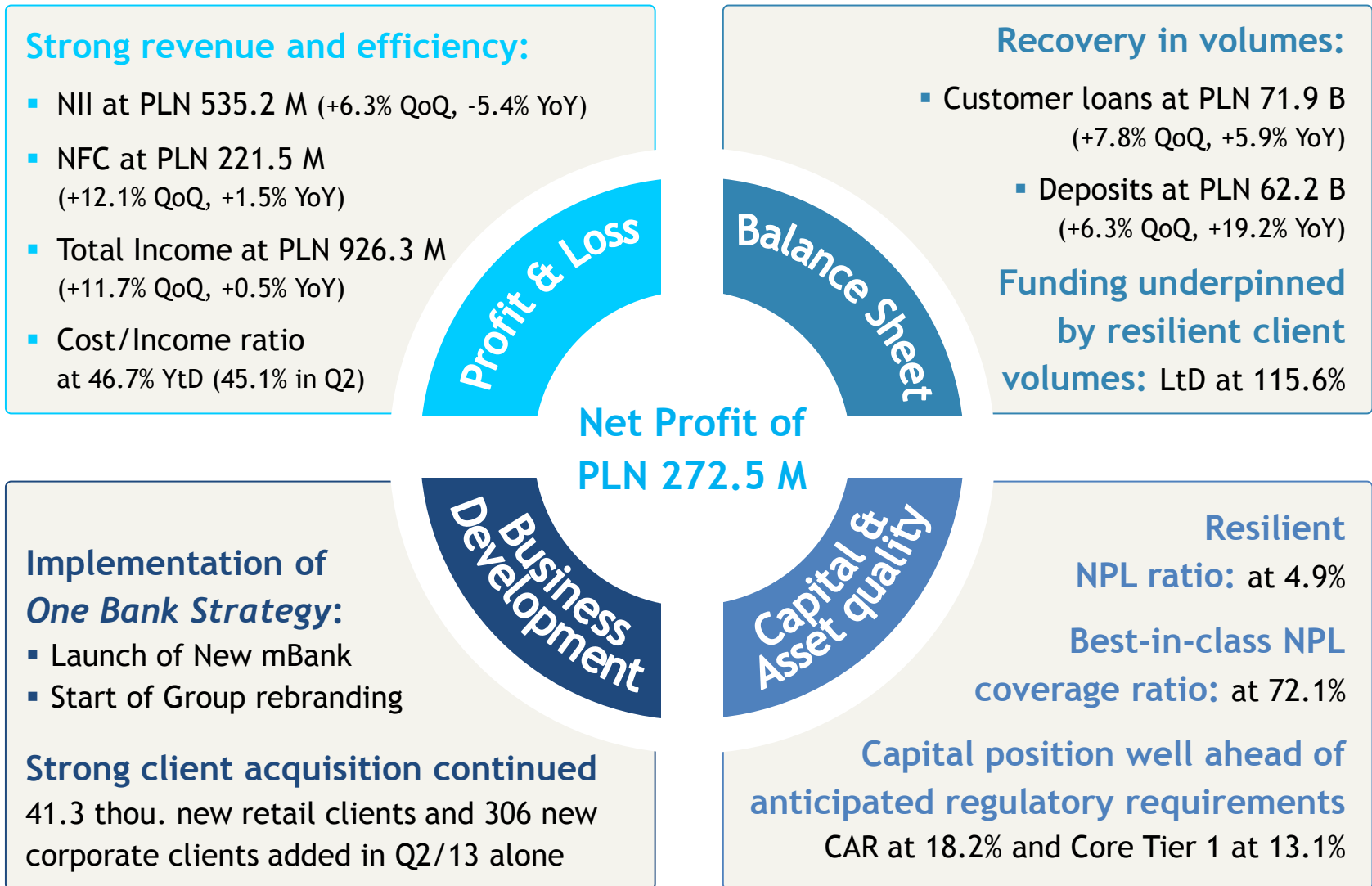
Management Board of BRE Bank SA

Presentation for Investors and Analysts
August 1, 2013



Our people make the difference.

Key highlights of Q2/13 at BRE Bank Group



Agenda

» Summary of Q2/13

Analysis of Q2/13 Results

Macroeconomic Update & Outlook

Appendix










Additional Information: Selected Financial Data

Detailed Results of Business Lines

Summary of 2012-2016 Strategy

Summary of Q2/13 Results in BRE Bank Group

Key Financials

<i>in PLN M</i>	Q2/13	Q1/13	Change Q2/Q1		Q2/12
Core income	756.6	701.2	+7.9%		784.0
Total income	926.3	829.2	+11.7%		921.2
Total costs	(417.9)	(401.7)	+4.0%		(406.8)
Loan Loss Provisions	(159.5)	(27.7)	+476.6%		(109.0)
Profit before tax	348.9	399.9	-12.7%		405.4
Net profit	272.5	323.9	-15.9%		319.5
ROE before tax	16.0%*	16.8%	-0.8 p.p.		20.2%*
Core Tier 1**	13.1%	13.5%	-0.4 p.p.		10.1%
CAR**	18.2%	18.9%	-0.7 p.p.		14.8%

* Return on Equity YtD

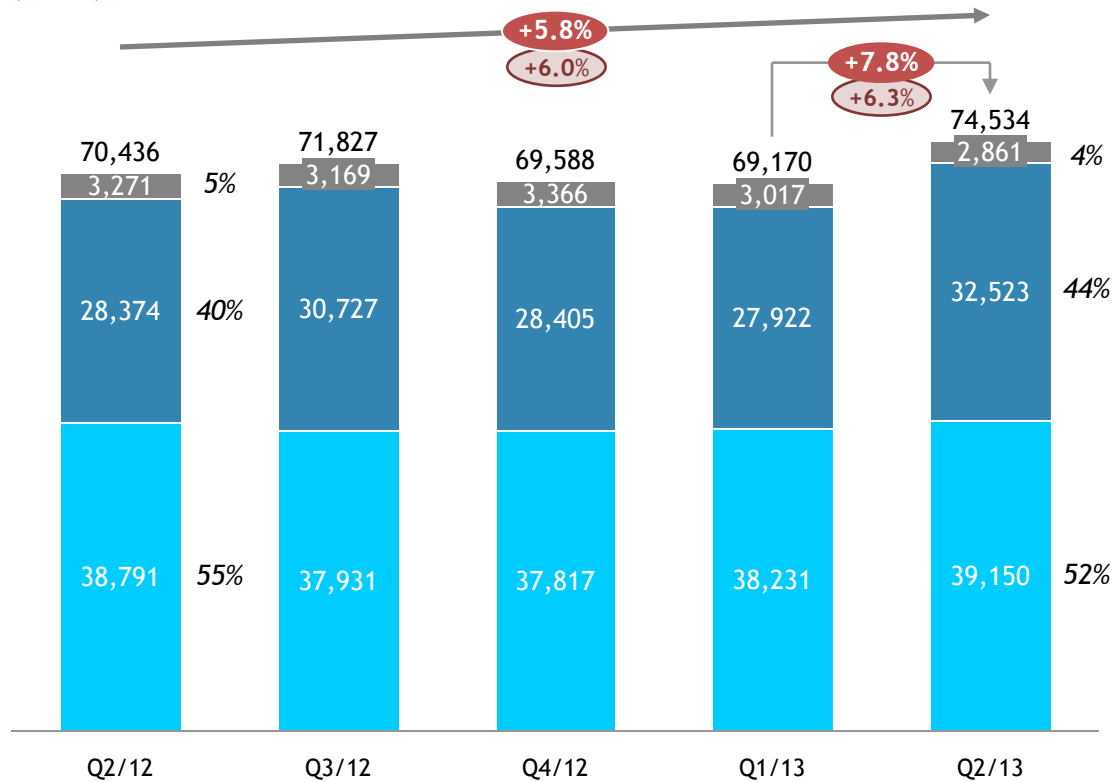
** Since the end of 2012 capital ratios are calculated according to AIRB method

Summary of Q2/13 in BRE Bank Group

Development of Loans to Clients

➔ First signs of lending recovery

Development of Gross Loans
(PLN M)



QoQ

YoY



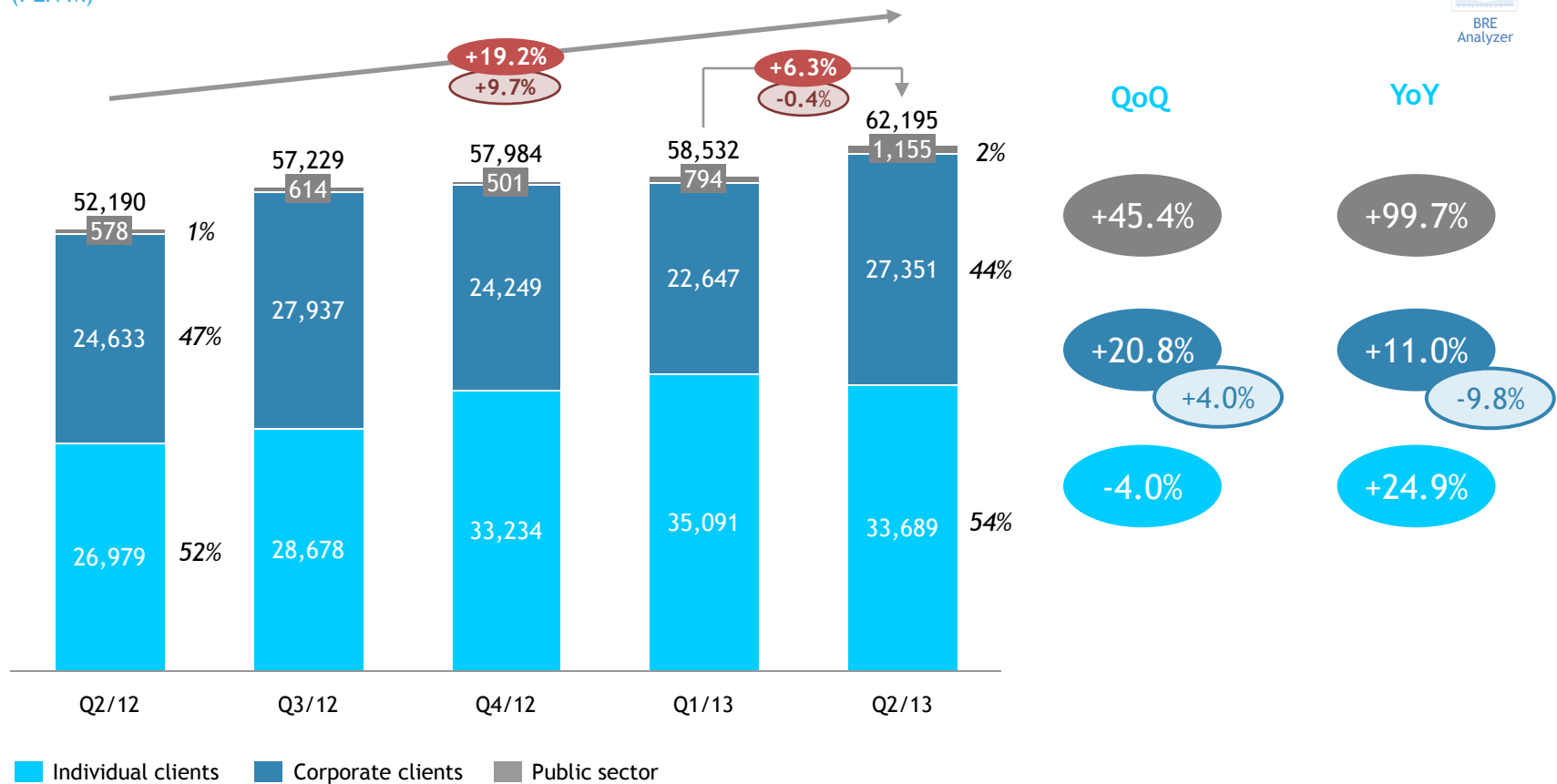
+X.X% Excluding FX effect
 +X.X% Excluding Reverse repo / buy-sell-back transactions

Summary of Q2/13 in BRE Bank Group

Development of Deposits

➔ Resilient deposit base despite aggressive repricing

Development of Deposits
(PLN M)



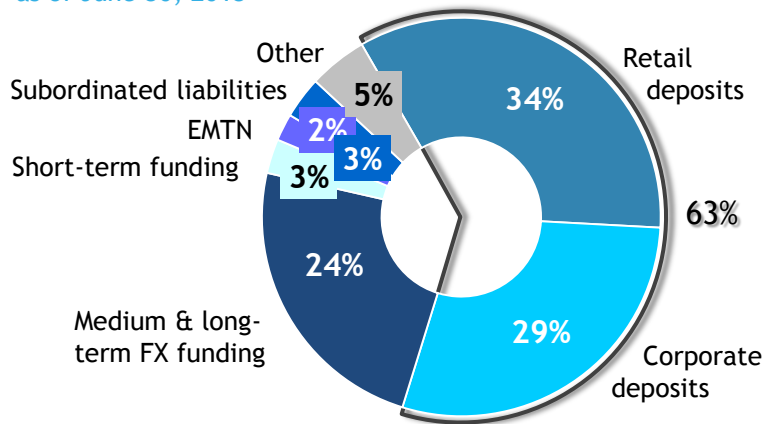
+X.X% Excluding Repo transactions

Summary of Q2/13 in BRE Bank Group

Funding structure details

➔ A strong and diversified funding base

BRE Bank Group's structure of funding as of June 30, 2013



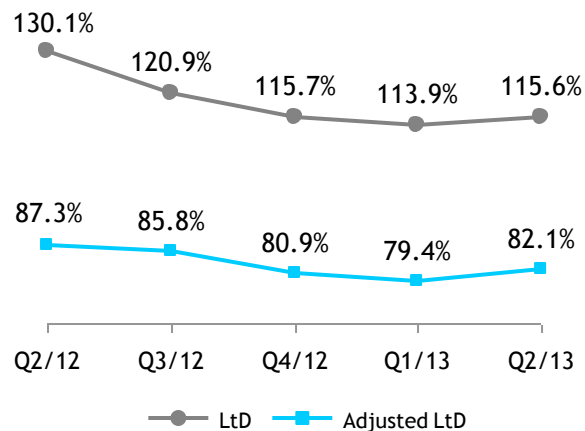
BRE Bank's ratings

Fitch	
Long-term rating	A
Short-term rating	F1
Standard & Poor's	
Long-term credit rating	BBB+
Short-term credit rating	A-2

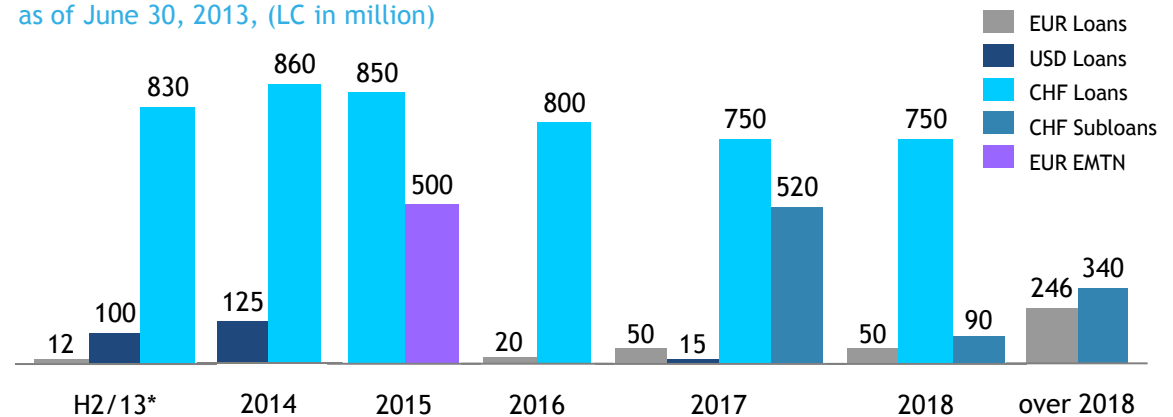
BRE Bank Group's funding strategy

- Funding needs reduced by CHF loan book repayments (c. CHF 350-400 M per annum)
 - Actual 2012 reduction of CHF 370 M
- EUR 2 B EMTN programme in place:
 - First EUR 500 M tranche issued in October 2012
- Strengthening of deposit base in Poland and abroad
- Commerzbank mid-term funding plan

Loan to Deposit ratio (%)



Maturity of long-term funding instruments in original currencies as of June 30, 2013, (LC in million)



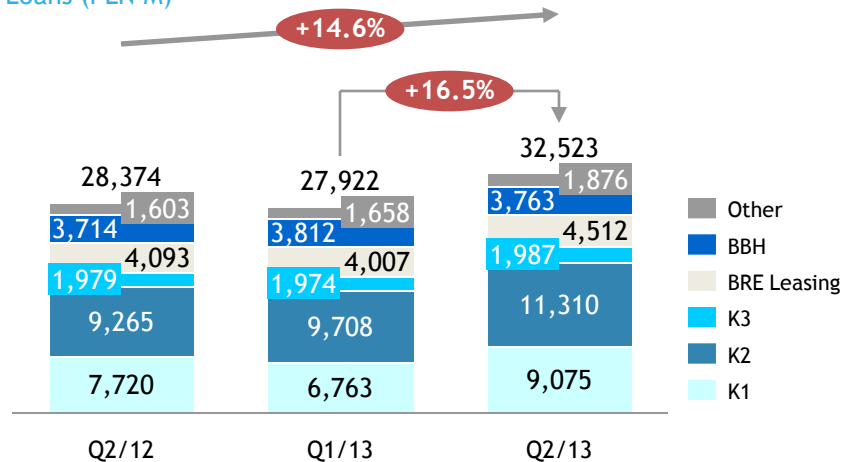
* In Q3 CHF 350 M, in Q4 EUR 12 M, USD 100 M and CHF 480 M

Summary of Q2/13 in BRE Bank Group

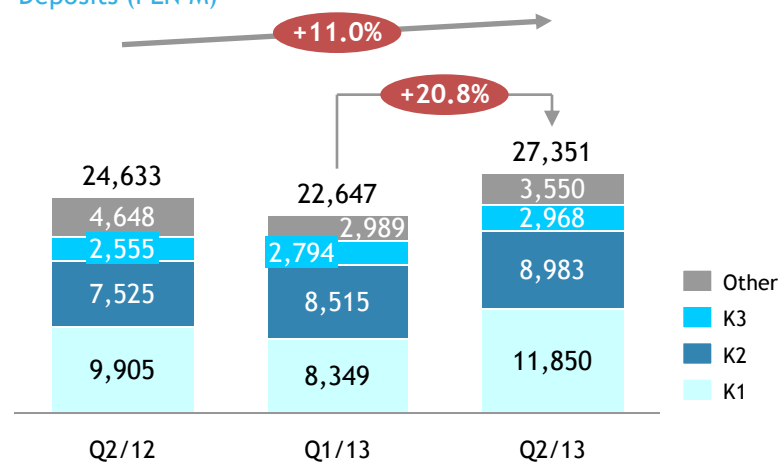
Business Development: Corporates & Financial Markets

➔ Corporate banking picking up with volume growth across all client groups

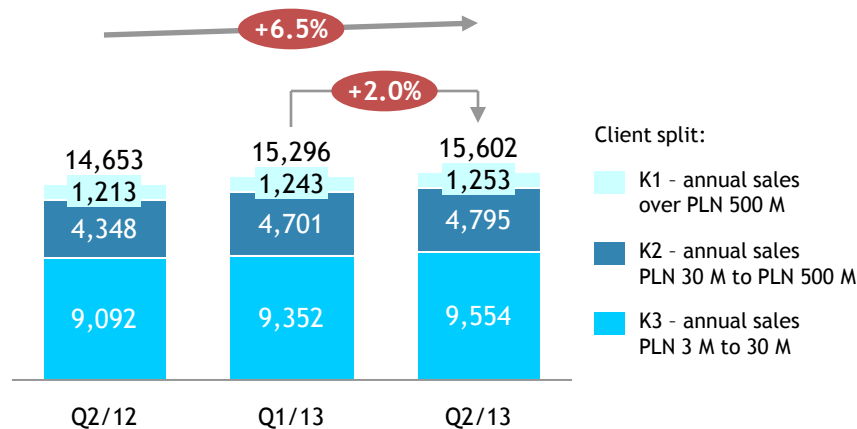
Loans (PLN M)



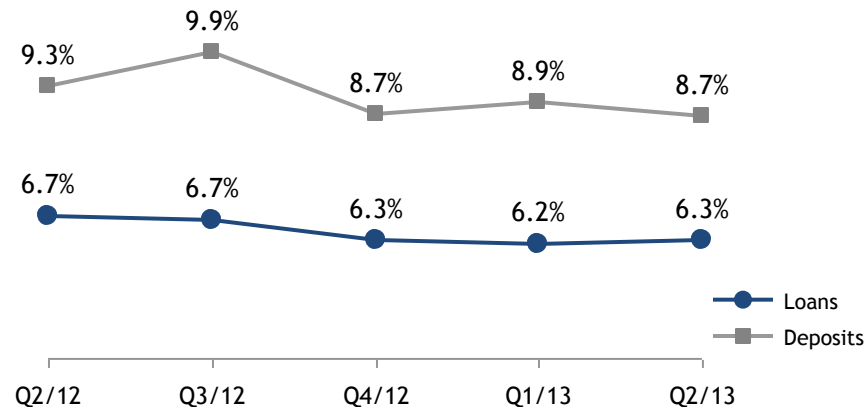
Deposits (PLN M)



Clients



Market shares (%)

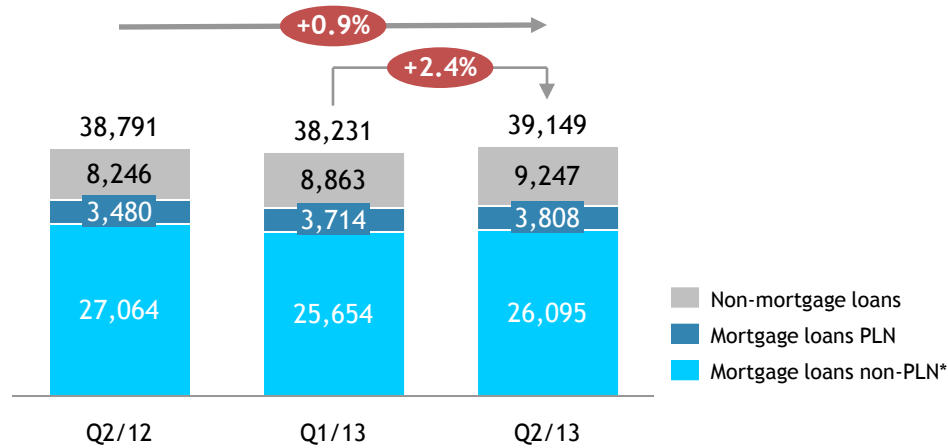


Summary of Q2/13 in BRE Bank Group

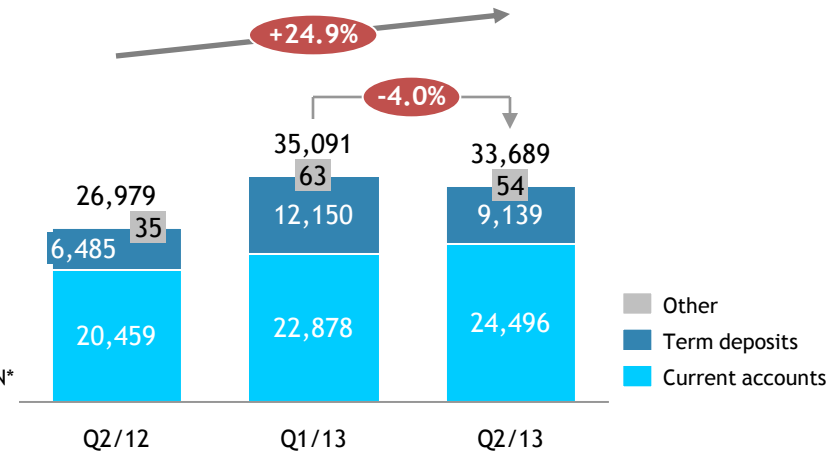
Business Development: Retail Banking

➔ Encouraging volume trends despite continued focus on margins

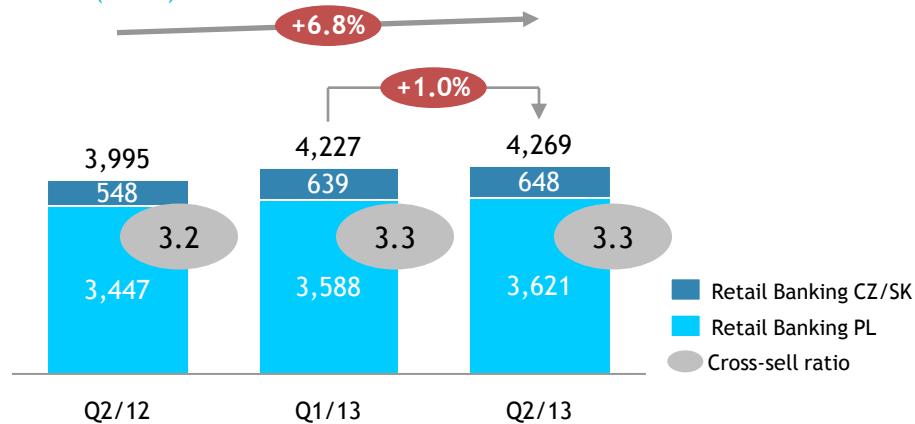
Loans (PLN M)



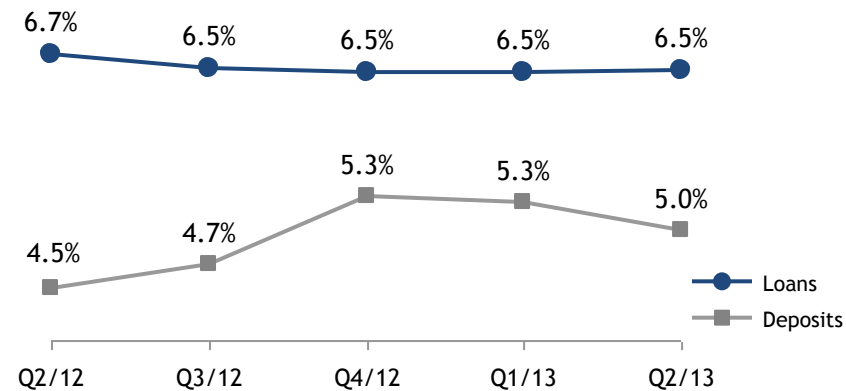
Deposits (PLN M)



Clients (thou.)



Market shares (%)



* FX mortgages granted in Poland and local currency mortgages granted in Czech and Slovak Republic

Agenda

Summary of Q2/13

» **Analysis of Q2/13 Results**

Macroeconomic Update & Outlook

Appendix

Additional Information: Selected Financial Data

Detailed Results of Business Lines

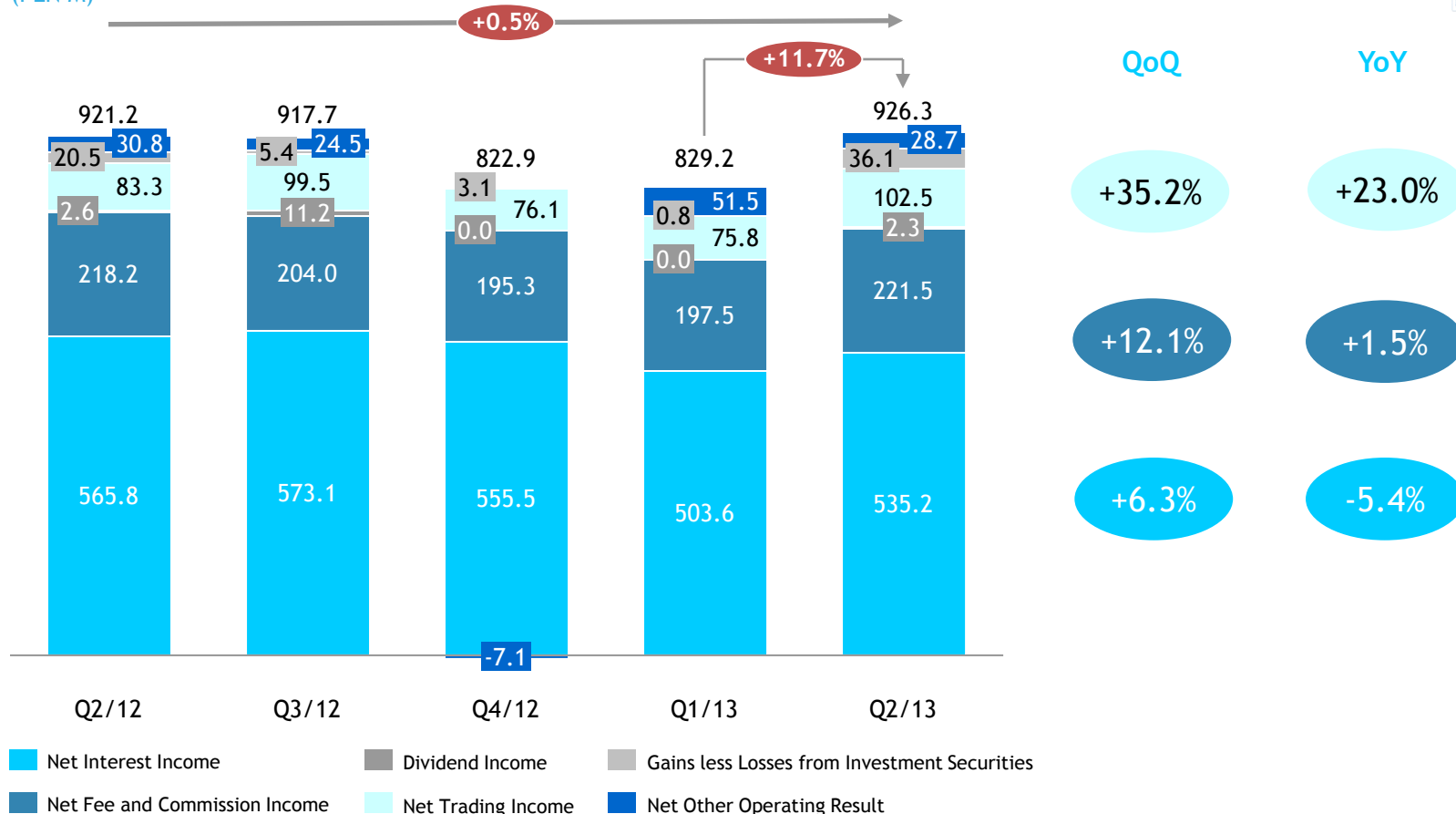
Summary of 2012-2016 Strategy

Analysis of Q2/13 Results

Income of BRE Bank Group

➔ Strong rebound in revenues driven by core income growth

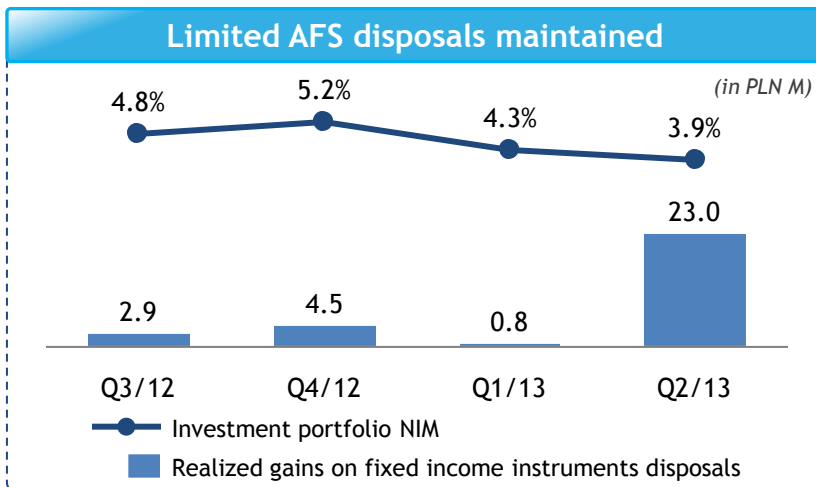
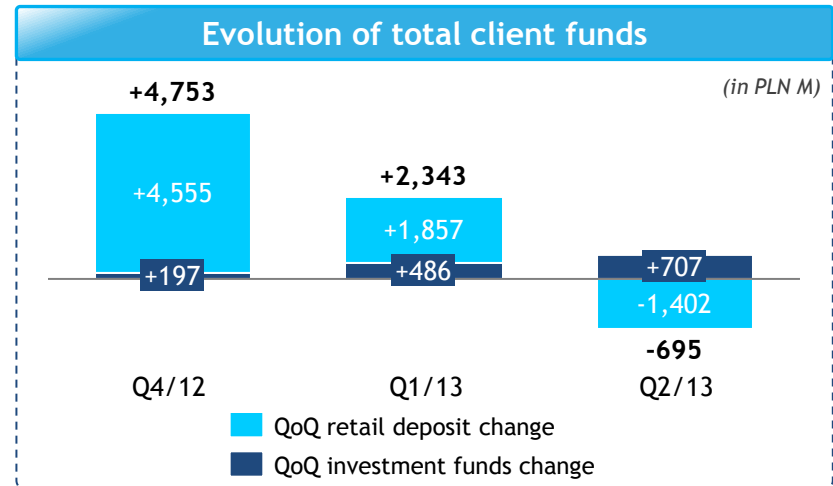
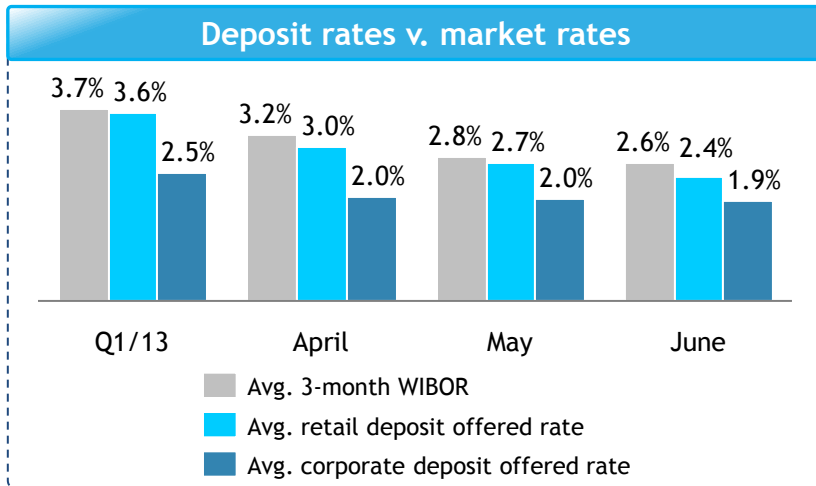
BRE Bank Group's Income
(PLN M)



Analysis of Q2/13 Results

Margin and client funds management

➔ Client funds actively managed to support margins in a challenging interest rate environment



mBank's Funds Supermarket

- Most modern, one-stop-shop for investment fund products in Poland
- Over 200 funds currently on offer
- Real-time and historical performance charting
- Quick and easy account opening for existing and new clients

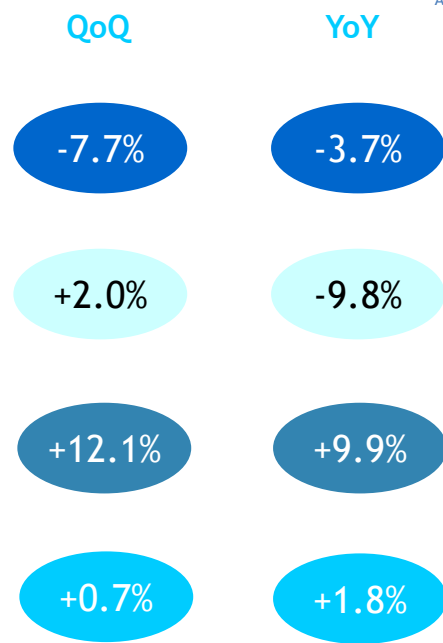
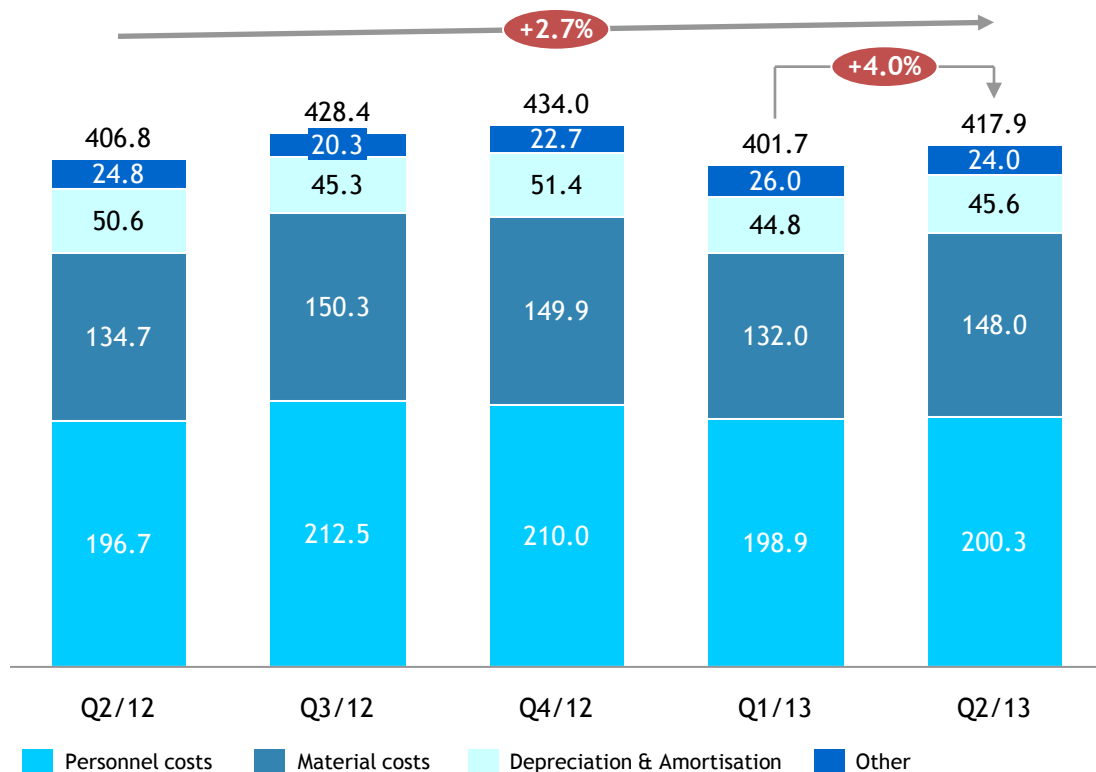
mBank Supermarket Funduszy Inwestycyjnych

Analysis of Q2/13 Results

Costs of BRE Bank Group

➔ Strong cost discipline maintained

Overhead Costs + Depreciation & Amortisation of BRE Bank Group (PLN M)

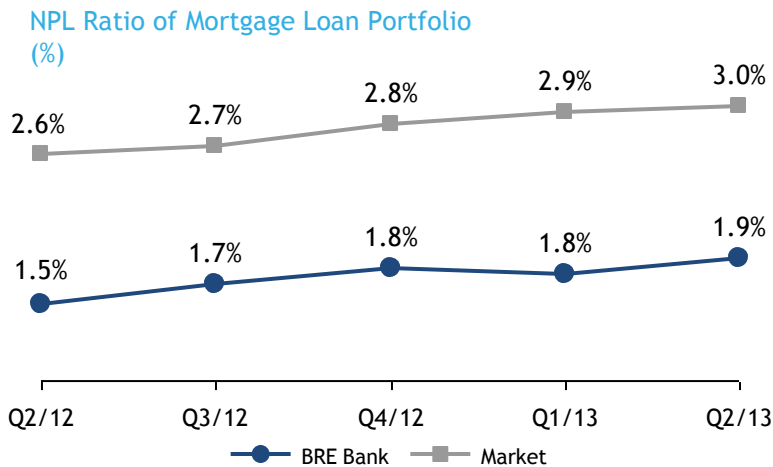
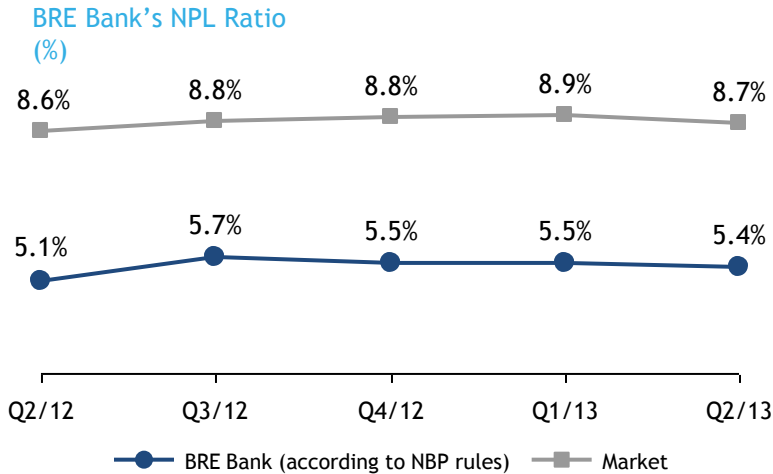


C/I ratio of BRE Bank Group (cumulative)

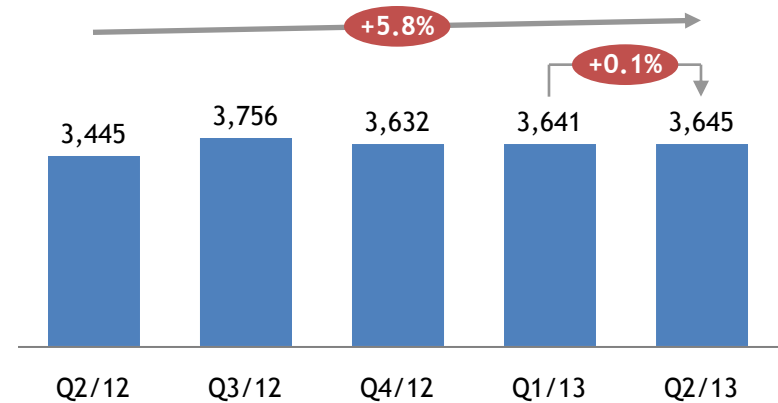
Analysis of Q2/13 Results

Loan Portfolio Quality

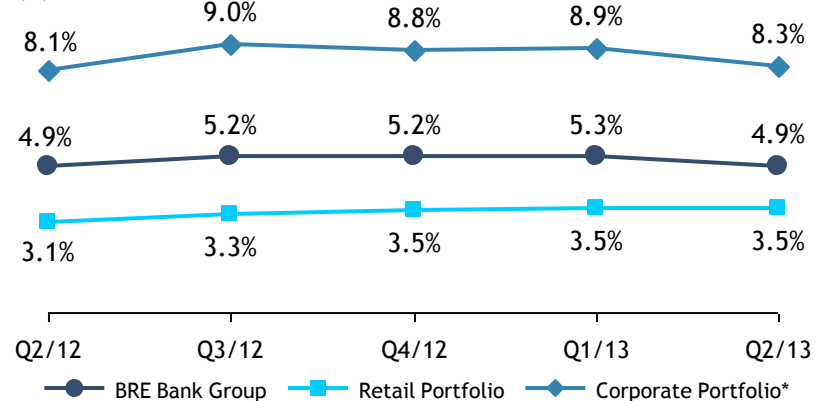
➔ Stable risk indicators, superior asset quality



Value of impaired loan portfolio of BRE Bank Group (PLN M)



BRE Bank Group's NPL Ratio by segment (%)



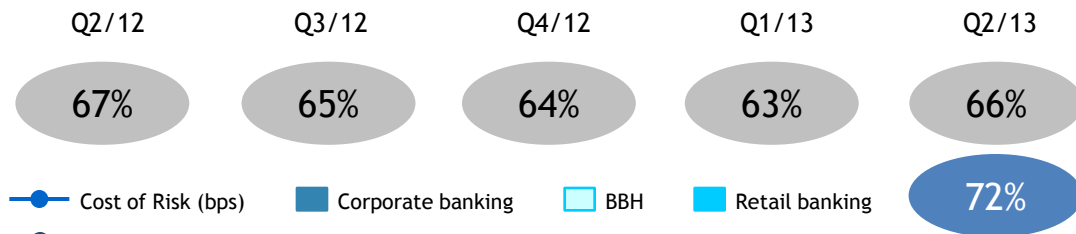
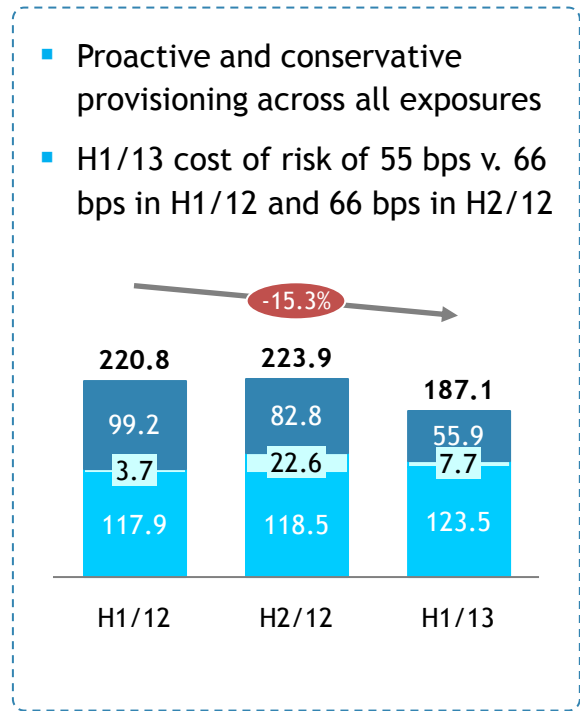
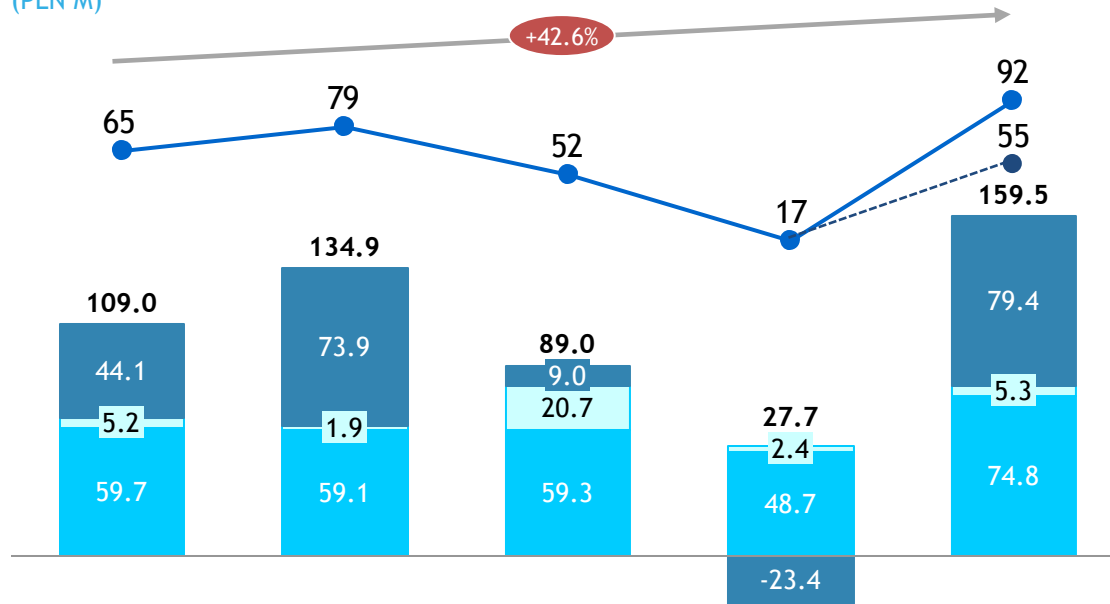
* excl. Reverse repo / buy-sell-back transactions

Analysis of Q2/13 Results

Loan Loss Provisions

➔ Cost of risk normalizing amid increasing coverage ratio

BRE Bank Group's loan loss provisions (PLN M)



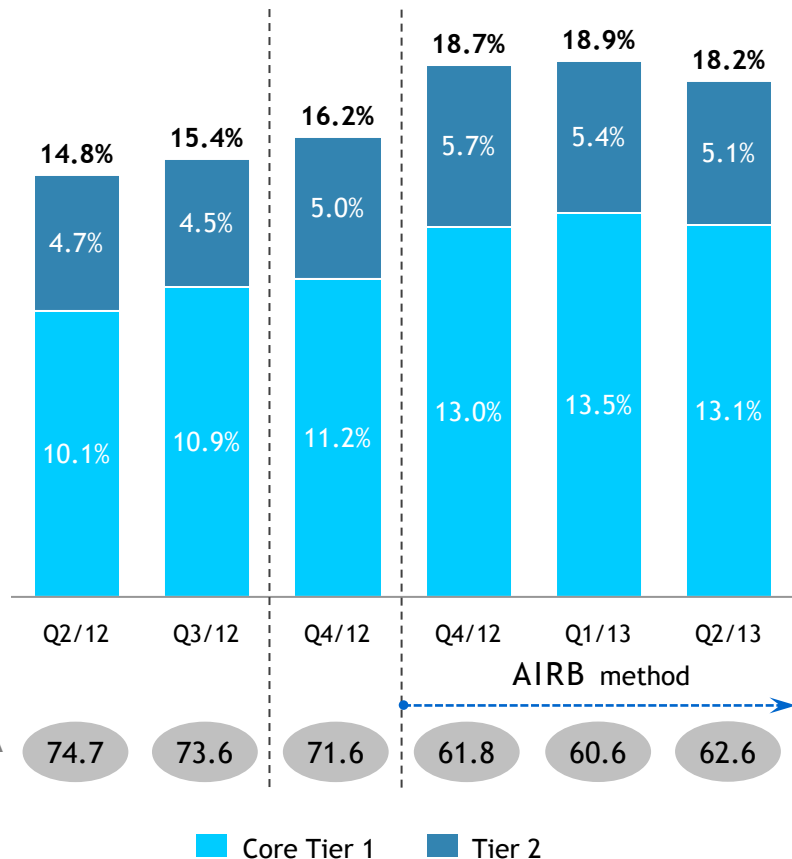
Note: Historical segmental data adjusted to reflect the shift of BRE Bank Hipoteczny (BBH) from Corporates & Financial Markets to Retail Banking as of January 1, 2013

Analysis of Q2/13 Results

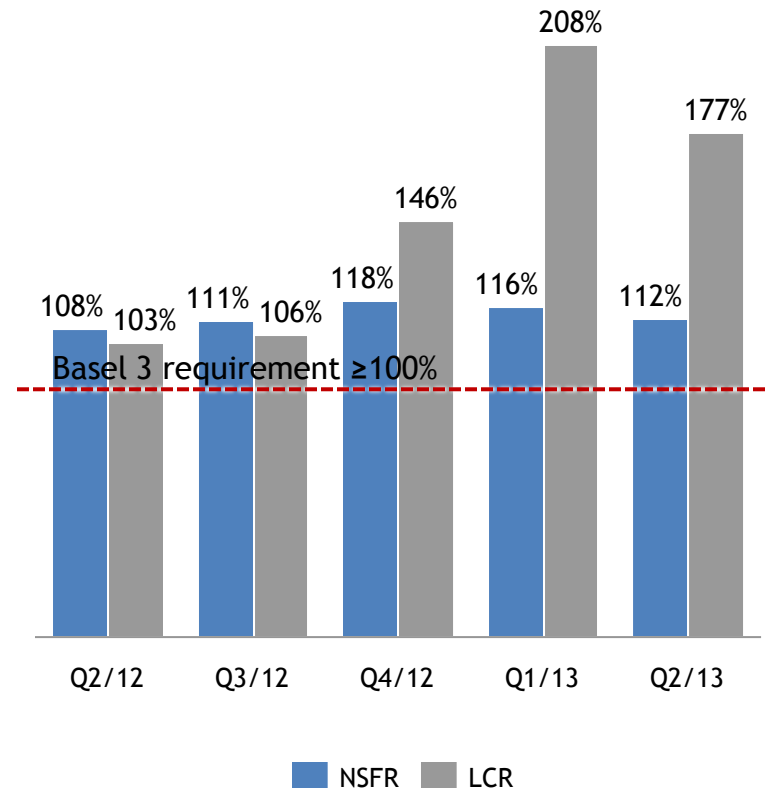
Key Regulatory Ratios

➔ Capitalisation and liquidity surpassing all regulatory requirements and supporting growth plans

BRE Bank Group's Capital Adequacy Ratio



BRE Bank's LCR and NSFR



Update on rebranding process

Rebranding is an integral element of the One Bank Strategy, aimed at full use of the business potential of the Bank and its subsidiaries

Main features

- Modernisation of the group's image around its strongest brand
- Will apply to service offered in the integrated network of branches, as well as remote channels
- Targeting specific client groups using distinguished colour palettes




4 June 2013

Rebranding of mBank launched

Group rebranding

 Leasing  Faktoring

 Corporate Finance

 Dom Inwestycyjny

 Wealth Management

 Bank Hipoteczny

 Property Partner

 Locum

 Centrum Operacji

25 November 2013

was chosen as the symbolic date of rebranding BRE Bank i MultiBank will be the 13th anniversary of establishing mBank

New mBank: mOKAZJE - transactional marketing platform

Opportunity to save money without coupons or hassle, only by just paying with mBank's cards. Strong potential to create value for merchants.

270 thou. Users

via both platform



75+ Campaigns

organized for the partners



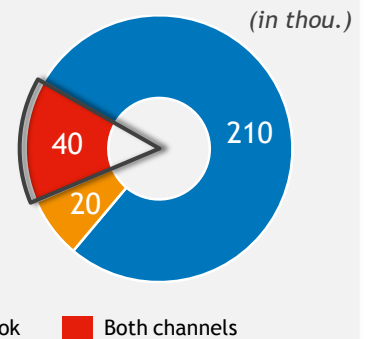
25+ Merchants

in the programme



Users of mOKAZJE programme

have the access to the platform via both transactional system and dedicated application on Facebook

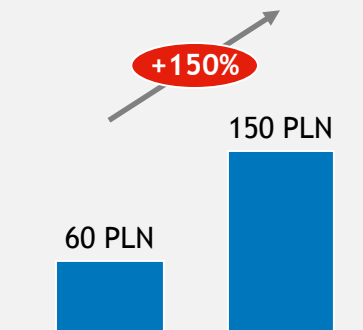


Internet banking Facebook Both channels

Case study

Food supermarket chain observed significant growth of the average consumer bundle compared with earlier transactions

Growth in shopping cart value



Agenda

Summary of Q2/13

Analysis of Q2/13 Results

» **Macroeconomic Update & Outlook**

Appendix

Additional Information: Selected Financial Data

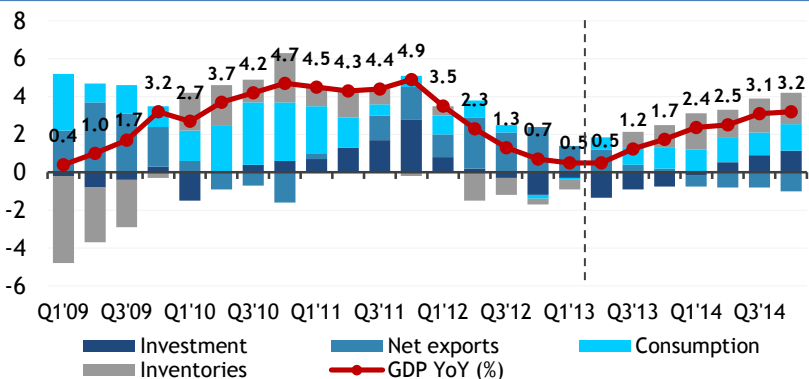
Detailed Results of Business Lines

Summary of 2012-2016 Strategy

Macroeconomic Update (1/2)

➔ Bottom of the cycle reached, rebound in H2 expected

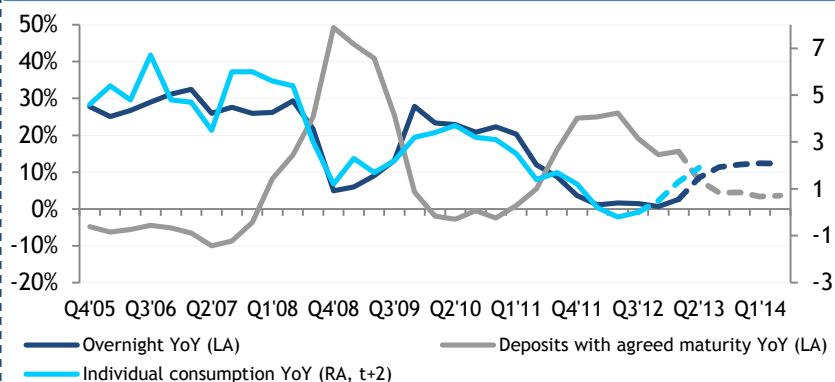
GDP forecast (% YoY)



- GDP growth likely held steady at 0.5% in Q2. However, second half of the year should bring a rebound - its strength might be underestimated by current market consensus.

Source: GUS, NBP

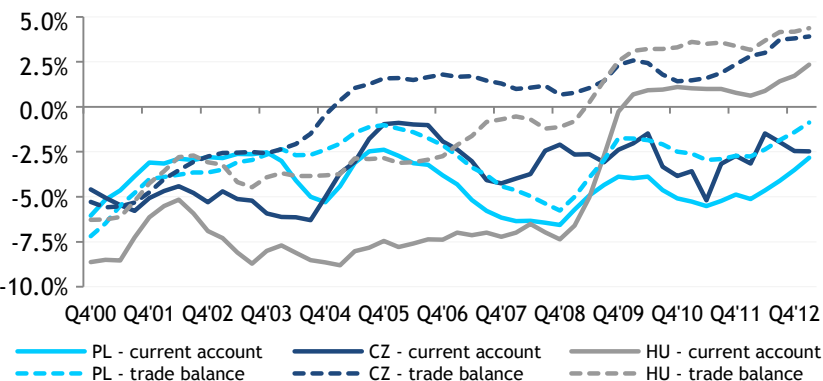
Rotation of household assets supports consumption



- Low interest rates sparked a rotation in household assets. Funds are shifted from term deposits into O/N deposits and then into riskier assets and consumer goods.

Source: GUS

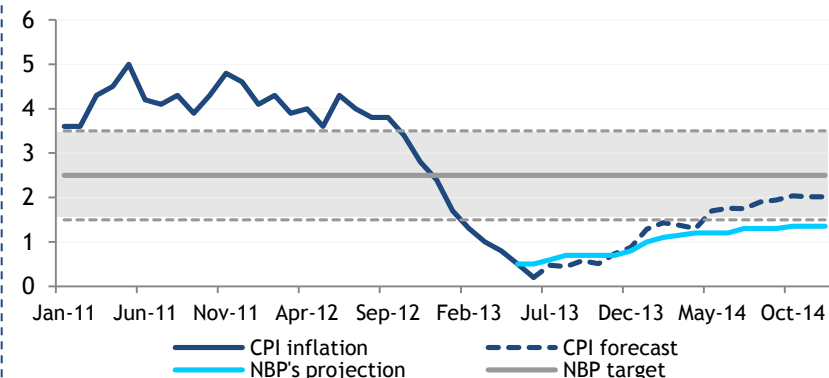
Rebalancing of the Polish economy - CA (% GDP)



- Current account deficit drops as Polish economy is rebalancing. Trend is observed for entire CEE region, portraying Poland as a safer bet among emerging markets.

Source: GUS, NBP

As inflation increases, rate cut expectations fade away



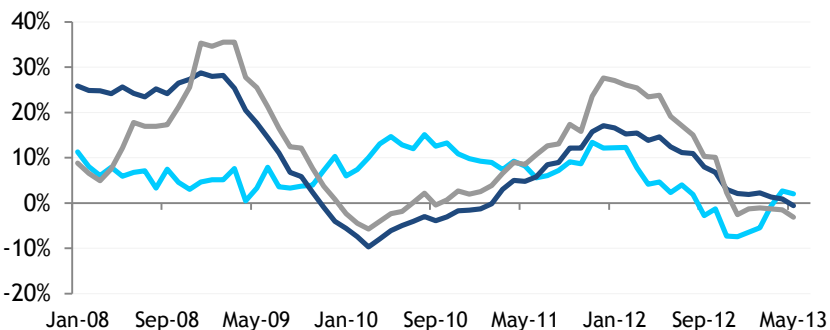
- Inflation hit bottom in June 2013 and should increase in the coming months amid stronger economy. This will confirm that the easing cycle has ended.

Source: GUS

Macroeconomic Update (2/2)

➔ Subdued credit action; reconstruction of savings is over

Corporate loans and deposits (% YoY)

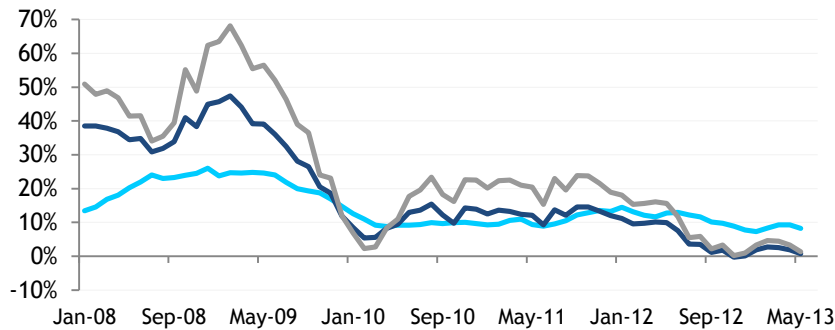


— Corporate deposits — Corporate loans — Corporate investment loans

- Corporate deposits have rebounded amid better cash flows but corporate spending is probably subdued, as reflected in very weak growth of loans to enterprises.

Source: NBP

Household loans and deposits (% YoY)

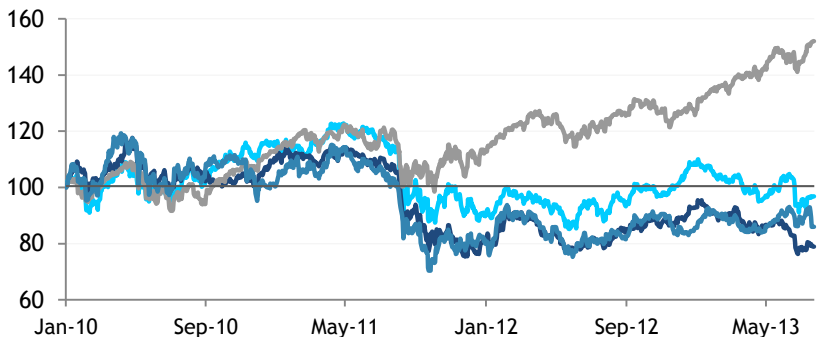


— Household deposits — Household loans — Mortgage

- Households no longer rebuild their savings and seek new opportunities. Mortgage lending without government support. Loosened KNF recommendations impact only consumer loans.

Source: NBP

Stock indices, index 01.01.2010=100

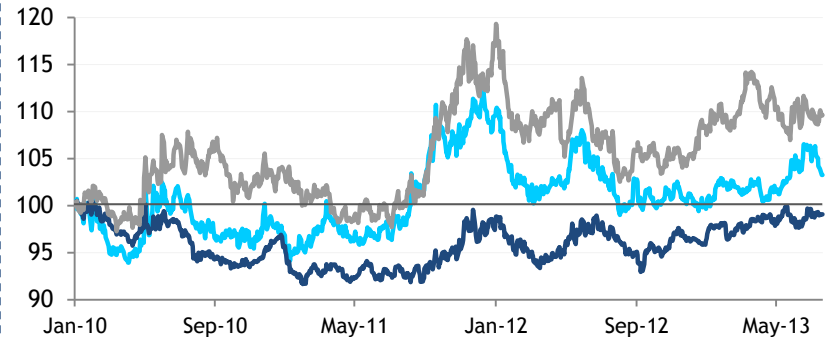


— WIG20 (Poland) — PX (Czech Rep.) — S&P500 (USA) — BUX (Hungary)

- Historically highest level of S&P500 supported by QEs. Stocks in Europe and CEE grow slower due to economic slowdown.

Source: Bloomberg

CEE currencies v. EUR, index 01.01.2010=100



— EUR/PLN — EUR/CZK — EUR/HUF

- Fears of tapering US QE forced a marked depreciation of the zloty. We expect the currency to regain its cyclical properties and gradually appreciate as economy recovers.

Source: Bloomberg

2013 Outlook - BRE Bank Group beyond Q2/13

1

Implementation of the „One Bank” strategy to ensure sustainable outperformance in an evolving client and regulatory environment

2

Strong capital and ample liquidity underpinning the balance sheet and supporting strategic initiatives

3

Revenue generation to remain in critical managerial focus through:

- **Continued development of innovative products**
- **Further dynamic client acquisitions across all business segments**

4

Uncertain market environment to require continued focus on cost management

Agenda

Summary of Q2/13

Analysis of Q2/13 Results

Macroeconomic Update & Outlook

» Appendix

Additional Information: Selected Financial Data

Detailed Results of Business Lines

Summary of 2012-2016 Strategy

Appendix

Additional Information: Selected Financial Data & Historical Performance	Page No.
Consolidated Profit and Loss Account under IFRS	26
Consolidated Statement of Financial Position	27
BRE Bank Group's Ratios	28
BRE Bank Group's Historical Performance	29-31
Net Interest Income & Margin	32
Fee and Commission Income	33
Trading Income	34
Balance Sheet Analysis: Assets & Liabilities	35
Balance Sheet Analysis: Currency structure	36
Balance Sheet Analysis: Structure of loans and deposits	37
Balance Sheet Analysis: Loan portfolio structure	38
Balance Sheet Analysis: Development of Core Tier 1 and CAR	39
Results of Subsidiaries	40

Detailed Results of the Business Lines & Update on Strategy	Page No.
Retail Banking	41-46
Summary of Q2/13: Financial Results	42
Sales of New Retail Loans	43
Mortgage Loans: Portfolio Structure & Quality	44
BRE Bank Hipoteczny (BBH)	45
BRE Ubezpieczenia (BRE Insurance)	46
Corporates & Financial Markets	47-51
Summary of Q2/13: Financial Results	48
Leasing and Factoring	49
Trading and Investment Activity: Market Shares	50
Dom Inwestycyjny BRE Banku (DI BRE)	51
Summary of 2012-2016 Strategy	52-57
BRE Analyzer	58
Contact Details	59

Appendix

Additional Information: Selected Financial Data

Appendix

Additional Information: Selected Financial Data Consolidated Profit and Loss Account under IFRS

Summary
Historical outlook
Profit & Loss
Balance Sheet
Subsidiaries
Business Lines
2012-2016 Strategy

PLN thou. By quarter	Q2/12	Q3/12	Q4/12	Q1/13	Q2/13
Net interest income	565,764	573,085	555,479	503,626	535,162
Net fee and commission income	218,213	204,052	195,347	197,536	221,463
Dividend income	2,642	11,191	49	26	2,283
Net trading income	83,304	99,478	76,079	75,798	102,460
<i>incl. FX result</i>	73,822	90,376	80,928	68,978	74,482
Gains less losses from investment securities	20,468	5,390	3,082	774	36,160
Net other operating income	30,844	24,515	(7,098)	51,455	28,752
Total operating costs	(406,829)	(428,429)	(434,040)	(401,702)	(417,876)
<i>Overhead costs</i>	(356,231)	(383,126)	(382,665)	(356,928)	(372,216)
<i>Depreciation & Amortisation</i>	(50,598)	(45,303)	(51,375)	(44,774)	(45,660)
Loan loss provisions	(108,967)	(134,870)	(88,987)	(27,654)	(159,459)
Profit before tax	405,439	354,412	299,911	399,859	348,945
Net profit attributable to owners of BRE Bank	319,517	280,064	272,577	323,946	272,504

Appendix

Additional Information: Selected Financial Data Consolidated Statement of Financial Position

Summary
Historical outlook
Profit & Loss
Balance Sheet
Subsidiaries
Business Lines
2012-2016 Strategy

Assets (PLN thousand)	Q2/12	Q3/12	Q4/12	Q1/13	Q2/13
Cash and balances with Central Bank	928 732	1 476 061	4 819 203	2 493 404	2 039 840
Loans and advances to banks	2 499 765	4 397 325	3 944 578	3 778 497	4 828 511
Trading securities	1 159 196	2 115 535	1 150 886	1 429 069	1 741 743
Derivative financial instruments	1 302 062	1 942 500	2 802 695	2 726 519	2 544 434
Loans and advances to customers	67 889 397	69 196 618	67 059 254	66 683 562	71 904 305
Investment securities	18 663 552	17 857 832	19 993 388	23 544 201	22 681 955
Intangible assets	409 753	407 959	436 123	419 014	415 428
Tangible fixed assets	796 474	788 153	773 904	746 056	736 680
Other assets	1 395 844	1 623 544	1 256 015	1 319 080	1 338 627
Total assets	95 044 775	99 805 527	102 236 046	103 139 402	108 231 523
Liabilities (PLN thousand)	Q2/12	Q3/12	Q4/12	Q1/13	Q2/13
Amounts due to other banks	23 900 747	22 701 039	21 110 939	21 688 068	23 427 634
Derivative financial instruments	1 920 410	2 504 368	3 476 684	3 291 664	3 087 827
Amounts due to customers	52 189 951	57 228 772	57 983 600	58 531 953	62 195 198
Debt securities in issue	3 162 332	3 038 175	4 892 275	4 807 377	4 904 909
Subordinated liabilities	3 375 356	3 235 502	3 222 295	3 265 470	3 347 965
Other liabilities	1 671 664	1 911 852	1 840 269	1 576 569	1 579 951
Total liabilities	86 220 460	90 619 708	92 526 062	93 161 101	98 543 484
Total equity	8 824 315	9 185 819	9 709 984	9 978 301	9 688 039
Total equity and liabilities	95 044 775	99 805 527	102 236 046	103 139 402	108 231 523



Appendix

Additional Information: Selected Financial Data BRE Bank Group's Ratios

Summary
Historical outlook
Profit & Loss
Balance Sheet
Subsidiaries
Business Lines
2012-2016 Strategy

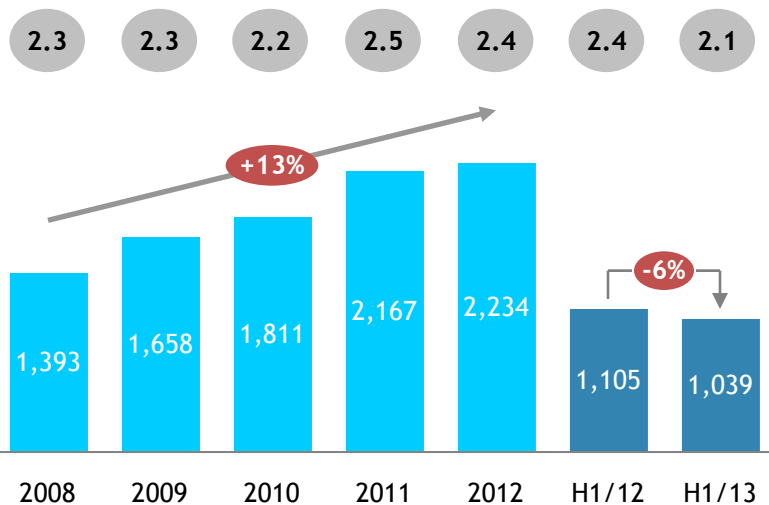
Financial Ratios	Q2/12	Q3/12	Q4/12	Q1/13	Q2/13
Net Interest Margin YtD	2.43%	2.43%	2.39%	2.08%	2.08%
Cost to Income Ratio (<i>quarterly</i>)	44.2%	46.7%	52.7%	48.4%	45.1%
Cost to Income Ratio YtD	43.5%	44.5%	46.4%	48.4%	46.7%
Cost of Risk (<i>quarterly</i>)	0.65%	0.79%	0.52%	0.17%	0.92%
Cost of Risk YtD	0.66%	0.70%	0.66%	0.17%	0.55%
ROE net YtD	16.05%	15.18%	14.60%	13.65%	12.79%
ROA net YtD	1.38%	1.30%	1.23%	1.27%	1.14%
Loans to Deposits	130.1%	120.9%	115.7%	113.9%	115.6%
Adjusted Loans to Deposits	87.3%	85.8%	80.9%	79.4%	82.1%
Capital Adequacy Ratio	14.84%	15.44%	18.73%	18.87%	18.18%
Core Tier 1 ratio	10.10%	10.92%	13.00%	13.51%	13.10%
Equity / Assets	9.3%	9.2%	9.5%	9.7%	9.0%
RWA / Assets	78.4%	73.7%	60.4%	58.8%	57.9%
NPL ratio	4.9%	5.2%	5.2%	5.3%	4.9%
NPL coverage ratio	67.5%	64.5%	64.1%	62.8%	66.4%
NPL coverage ratio incl. general provisions	73.9%	70.0%	69.6%	68.3%	72.1%

Appendix

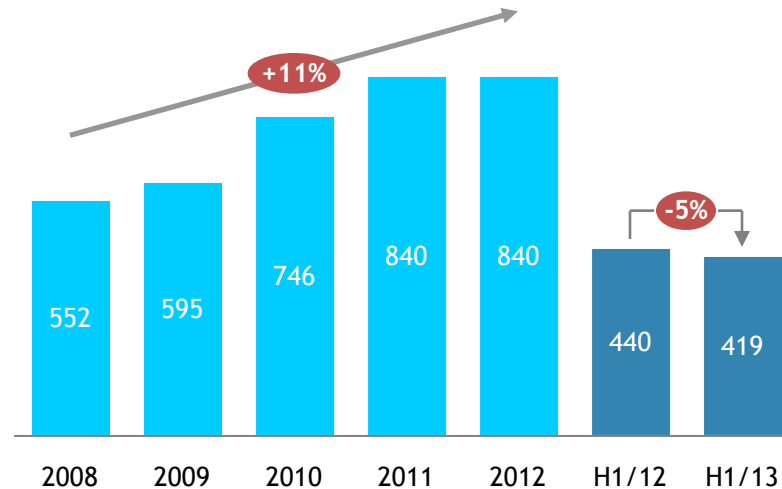
BRE Bank Group's historical performance (1/3)

Net interest income (PLN M)

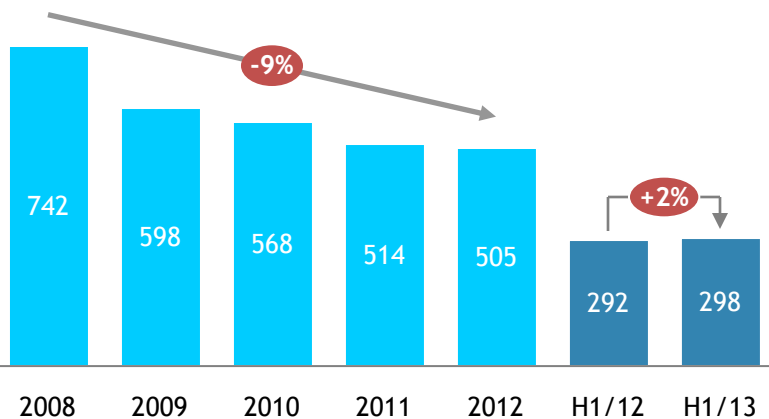
NIM



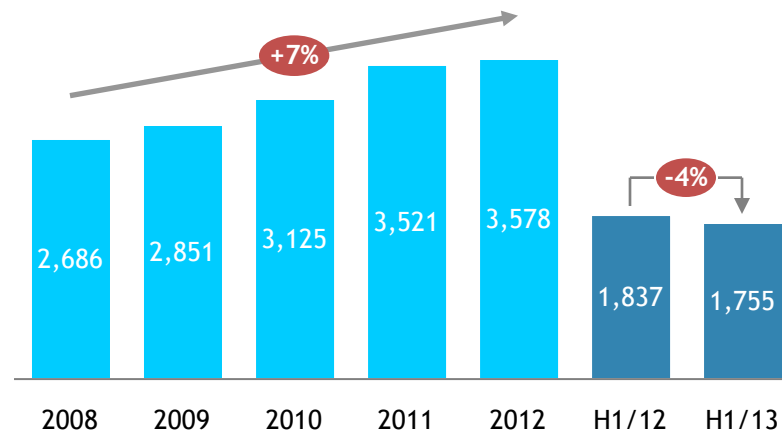
Net fee and commission income (PLN M)



Trading and other income (PLN M)



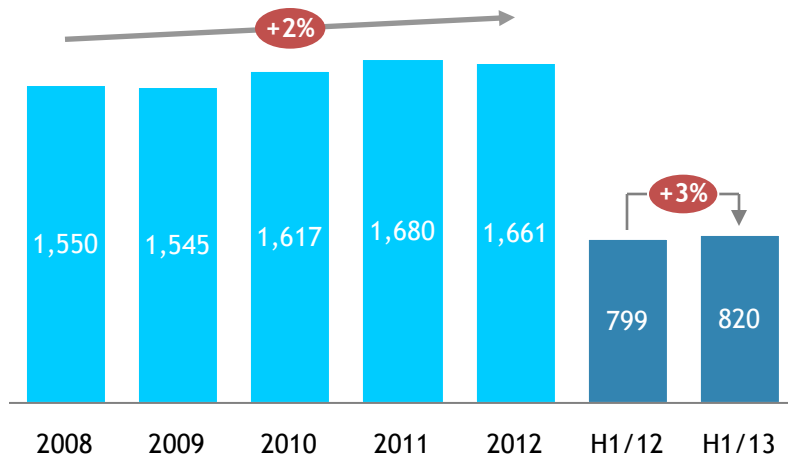
Total income (PLN M)



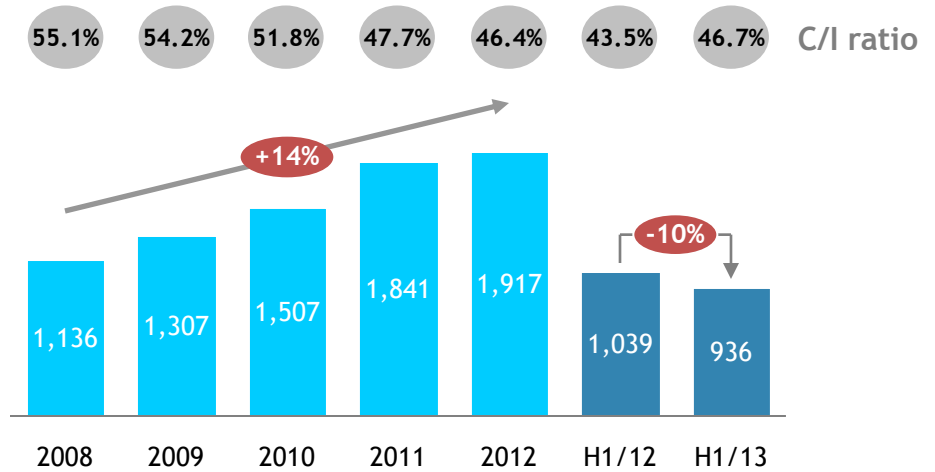
Appendix

BRE Bank Group's historical performance (2/3)

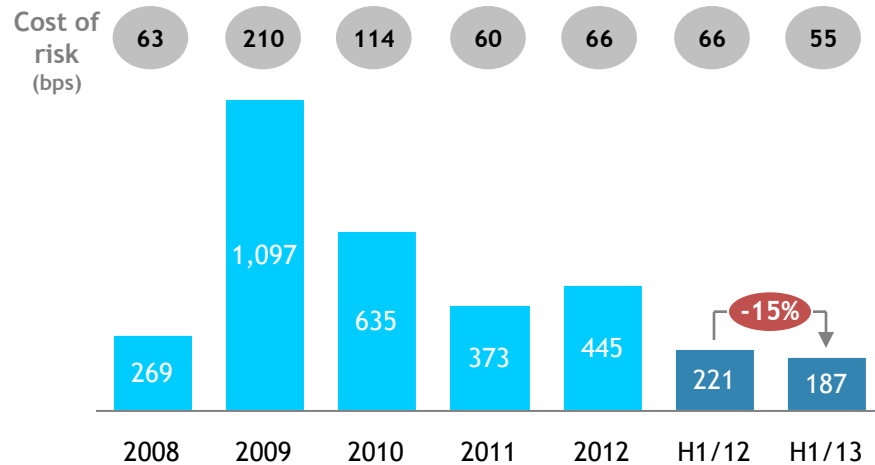
Operating costs (PLN M)



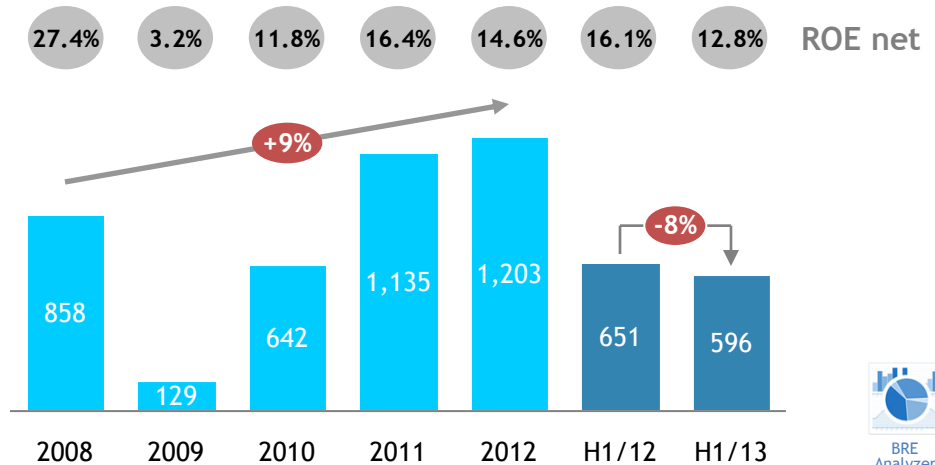
Pre-provision income (PLN M)



Loan Loss Provisions (PLN M)



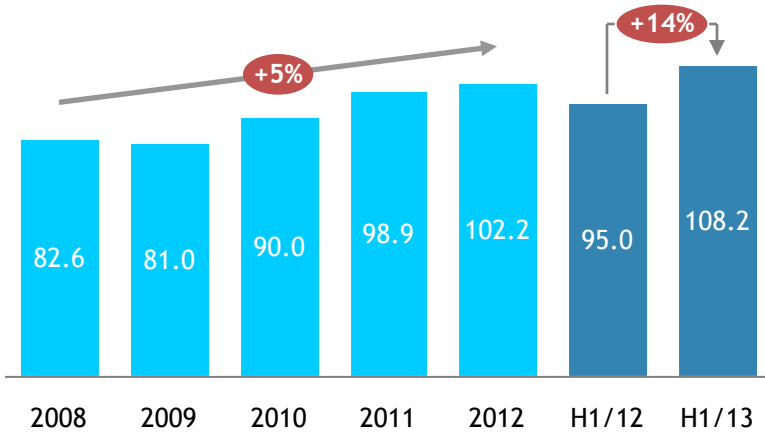
Net profit (PLN M)



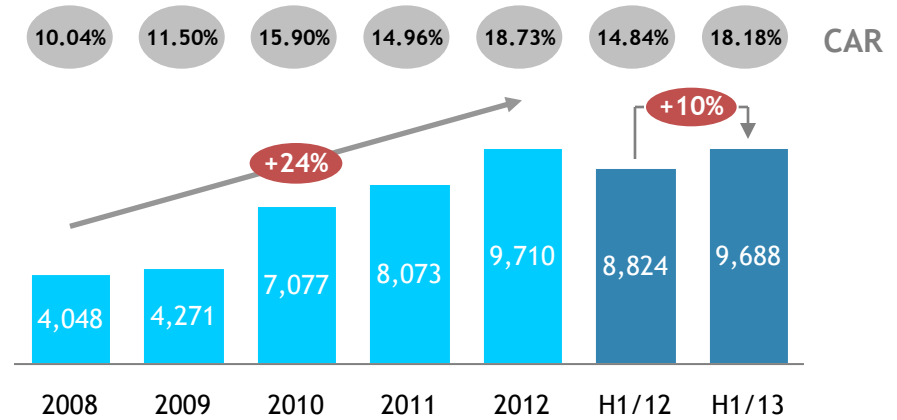
Appendix

BRE Bank Group's historical performance (3/3)

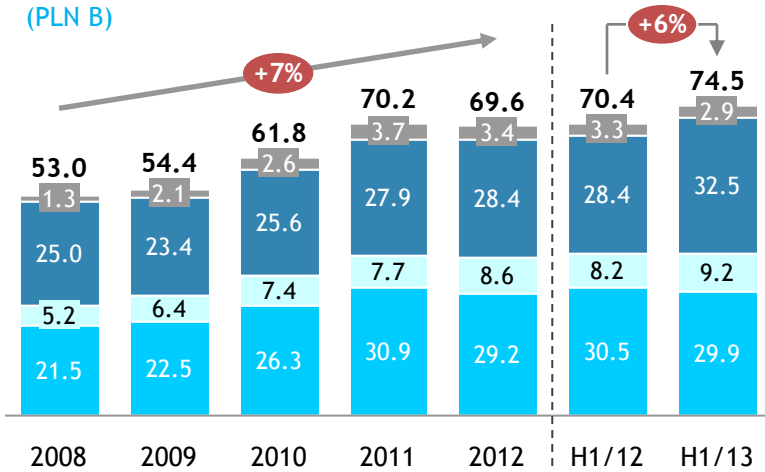
Total assets (PLN B)



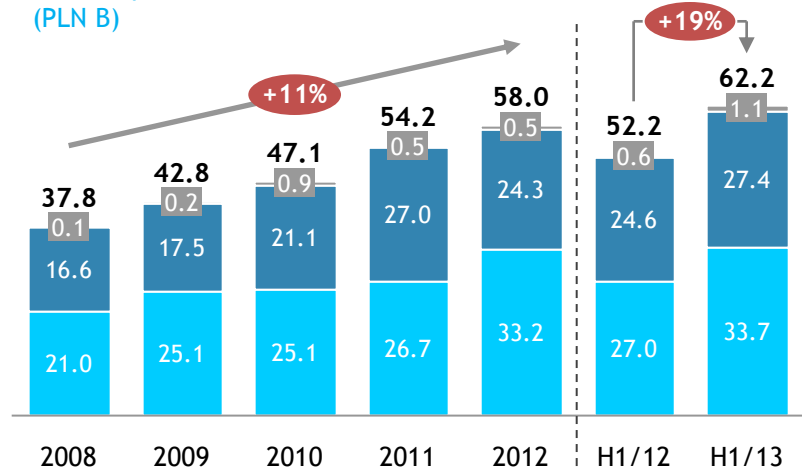
Equity and CAR (PLN M)



Total gross loans (PLN B)



Total deposits (PLN B)



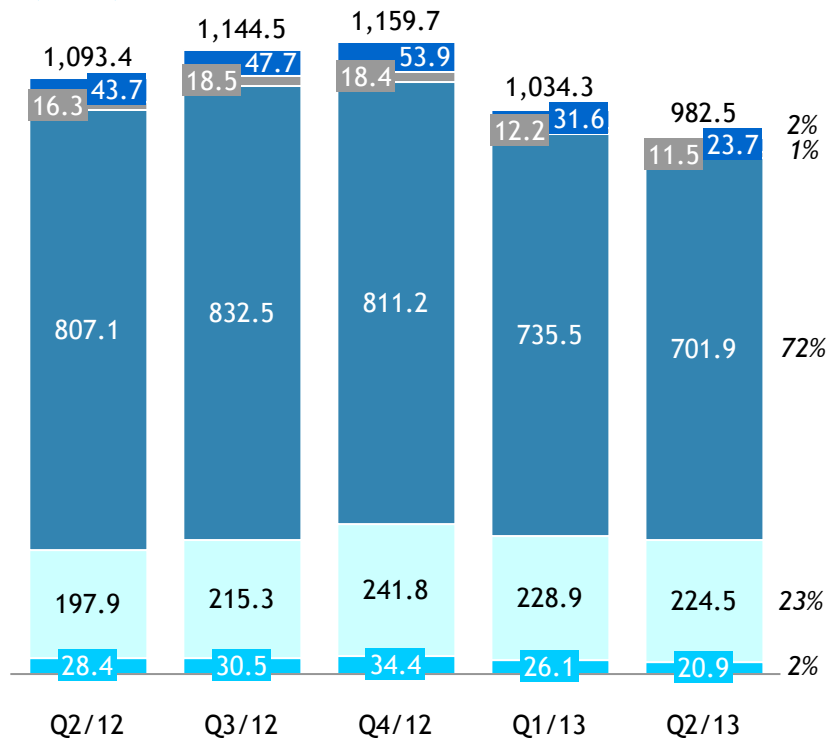
■ Mortgage loans
■ Corporate loans
■ Non-mortgage loans
■ Public sector and other

■ Individual clients
■ Corporate clients
■ Public sector

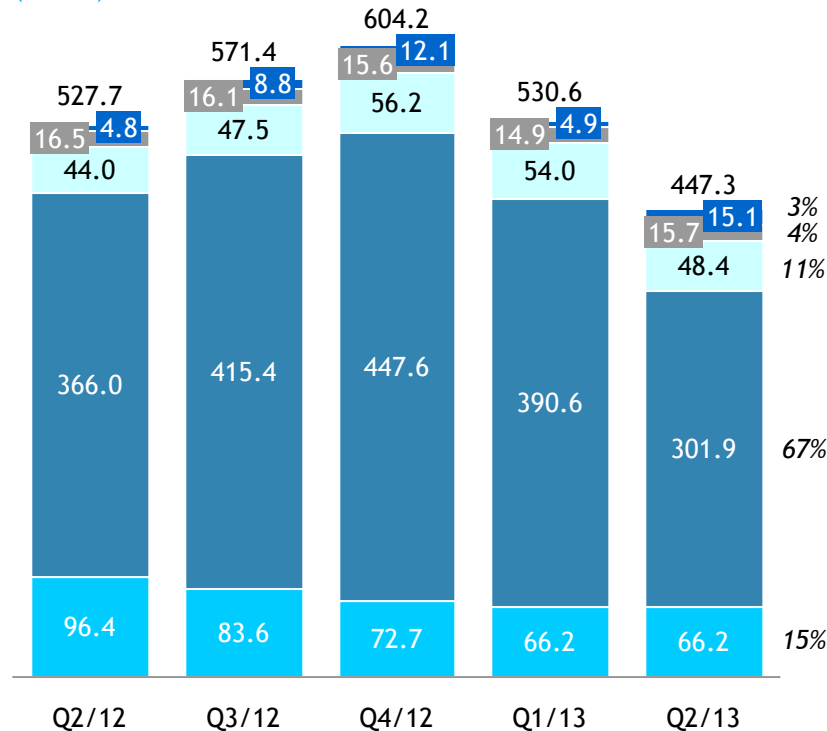
Appendix

Additional Information: Selected Financial Data Net Interest Income & Margin

Interest Income Structure (PLN M)



Interest Expense Structure (PLN M)



NIM*



- Cash and short-term deposits
- Investment securities
- Loans and advances
- Debt securities held for trading
- Other

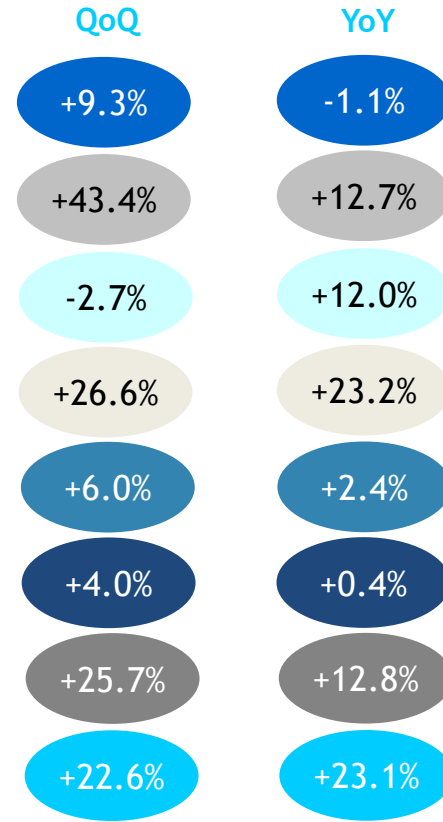
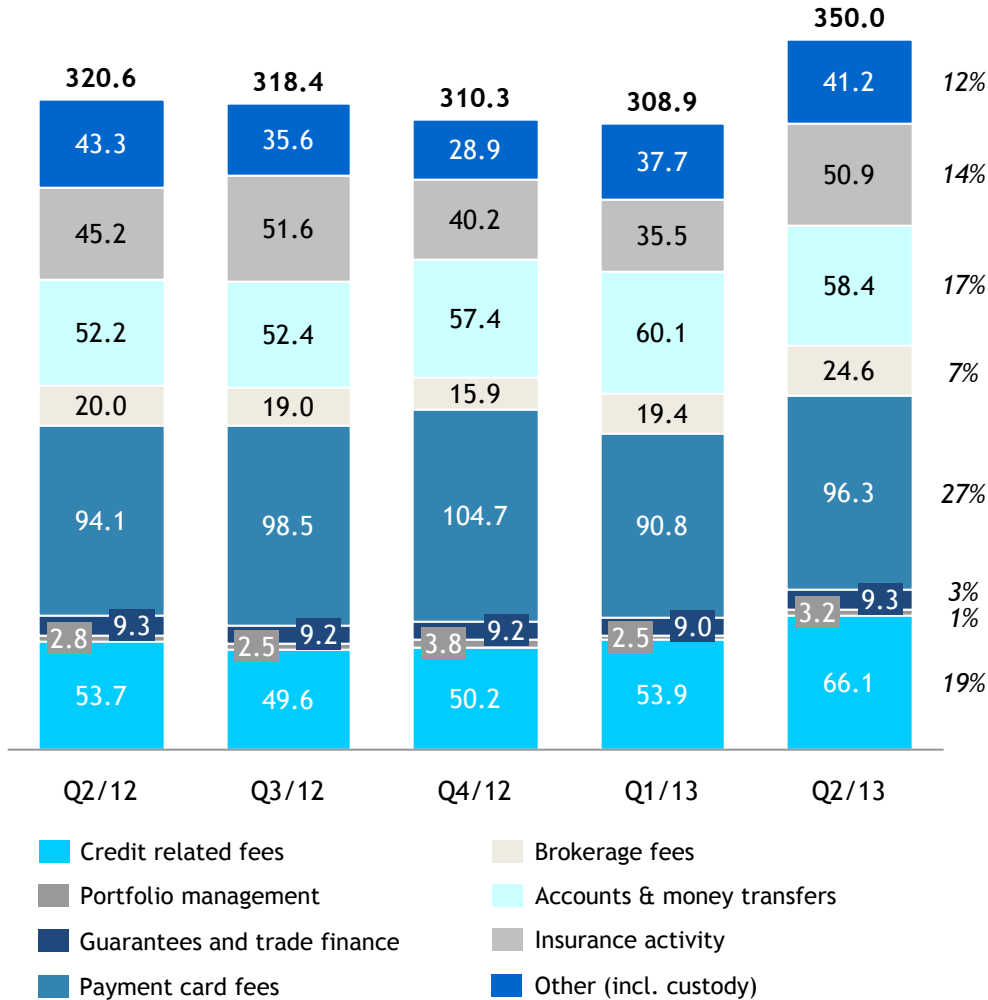
- Amounts due to banks
- Issue of debt securities
- Amounts due to customers
- Other borrowed funds
- Other

* Margin calculated as net interest income to average income-earning assets

Appendix

Additional Information: Selected Financial Data Fee and Commission Income

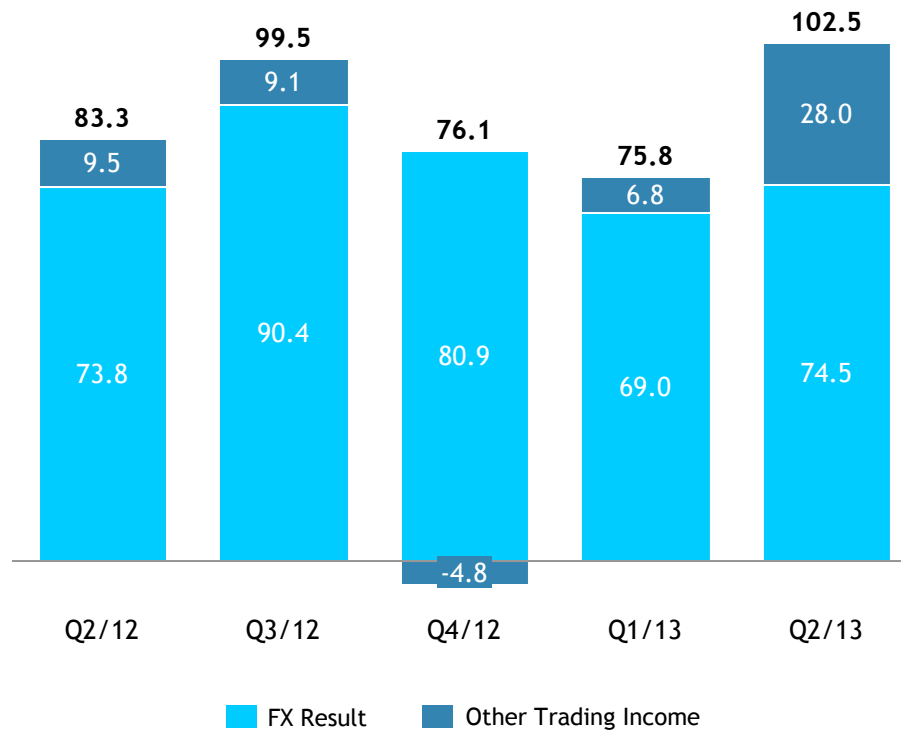
Commission Income Structure
(PLN M)



Appendix

Additional Information: Selected Financial Data Trading Income

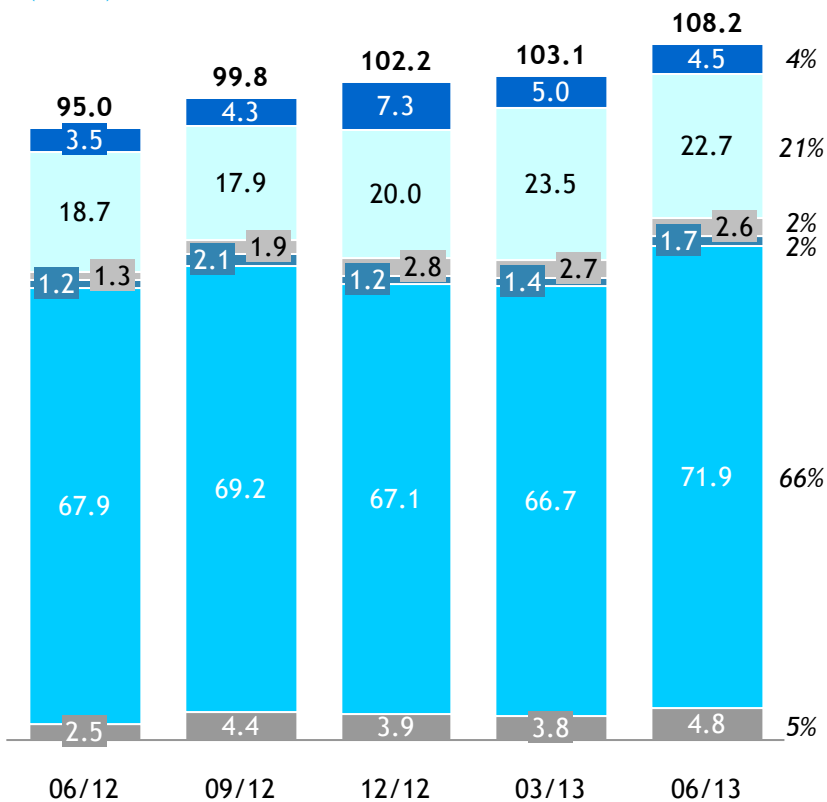
Net Trading Income Structure
(PLN M)



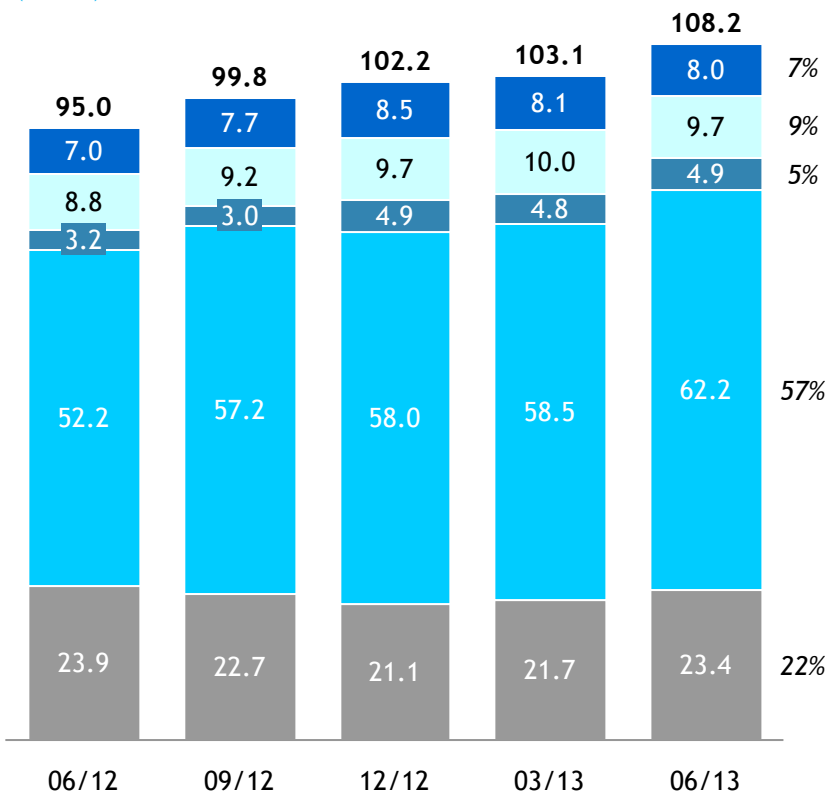
Appendix

Additional Information: Selected Financial Data Balance Sheet Analysis: Assets & Liabilities

Structure of Assets
(PLN B)



Structure of Liabilities
(PLN B)



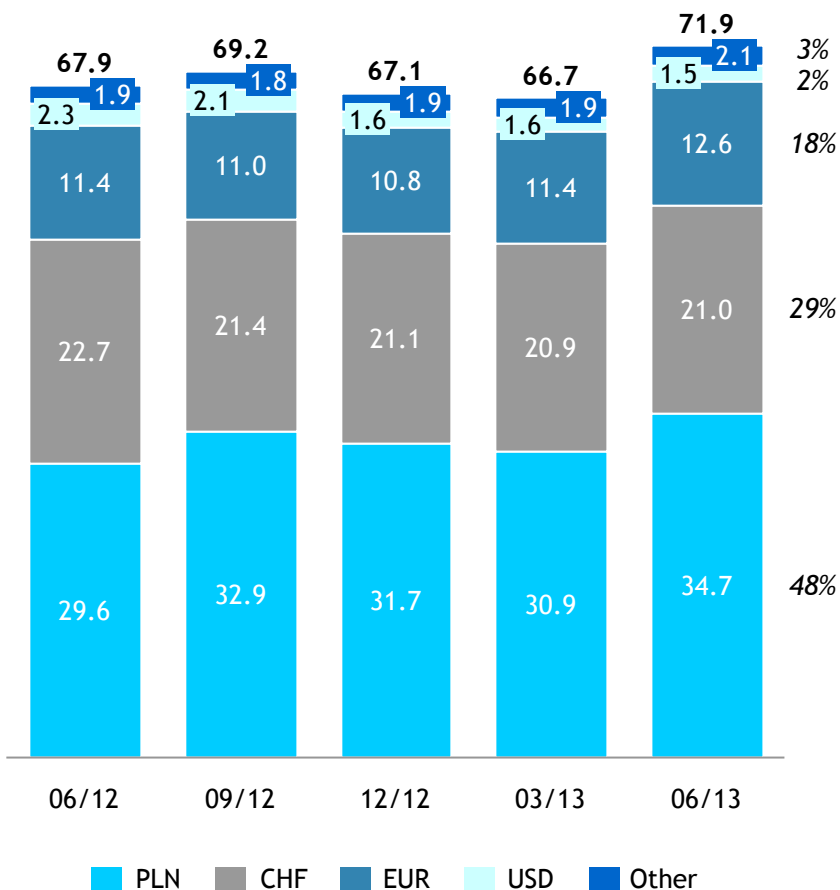
- Amounts due from banks
- Loans and advances to customers
- Trading securities
- Derivative financial instruments
- Investment securities
- Other

- Liabilities to other banks
- Liabilities to customers
- Debt securities in issue
- Equity
- Other

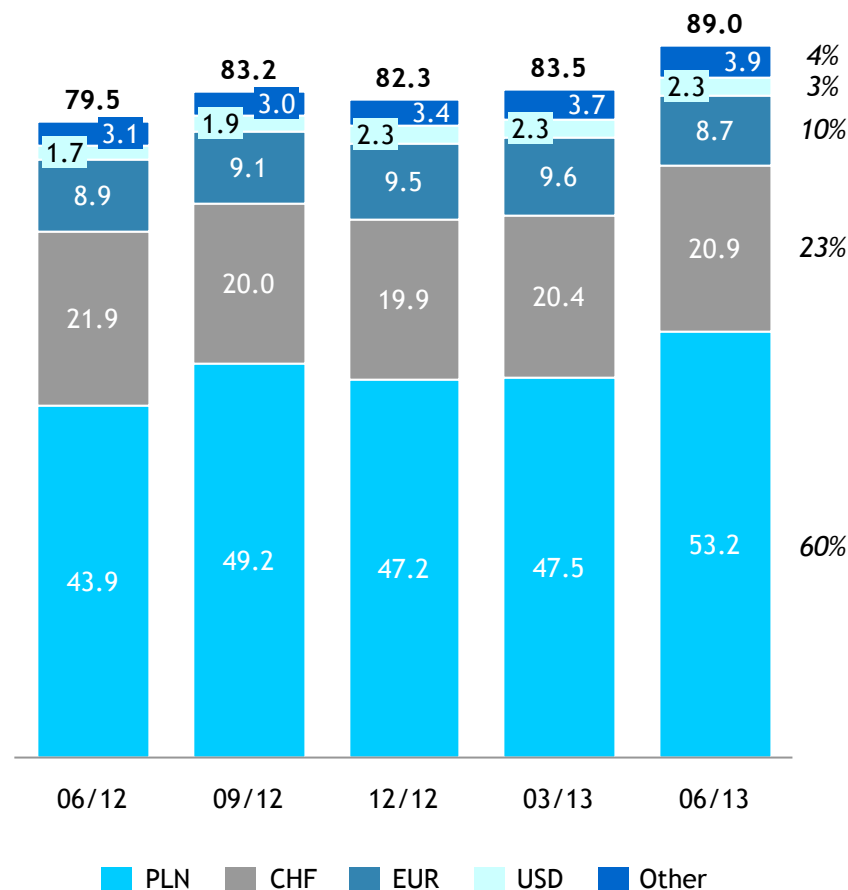
Appendix

Additional Information: Selected Financial Data Balance Sheet Analysis: Currency Structure

Currency Structure of Loans (net)
(PLN B)



Currency Structure of Amounts due to banks and customers¹⁾
(PLN B)

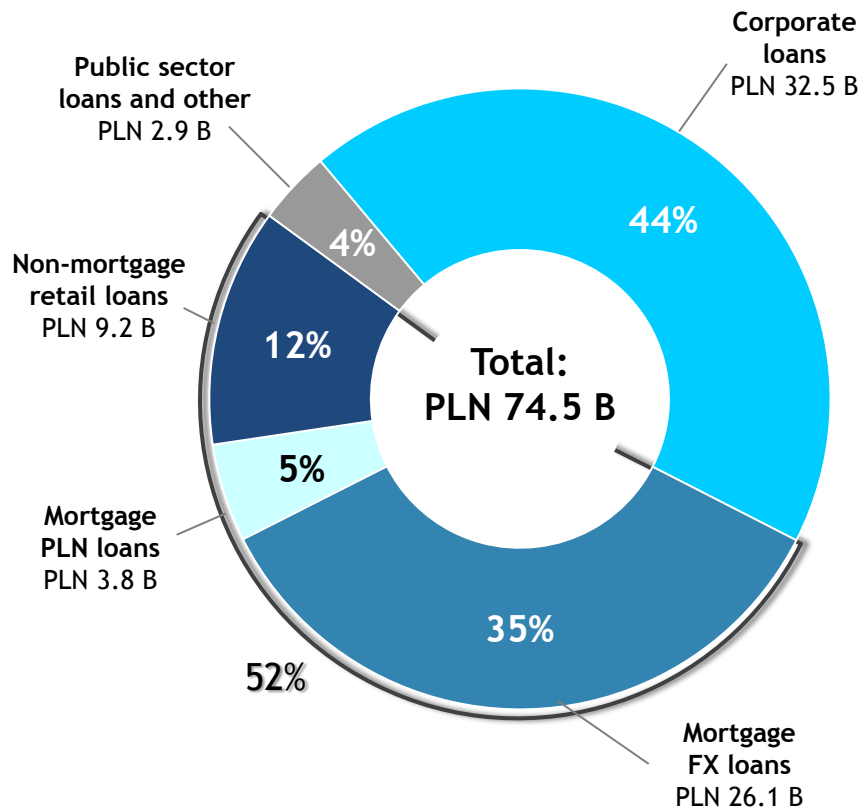


¹⁾ incl. amounts due to other banks and customers and subordinated liabilities

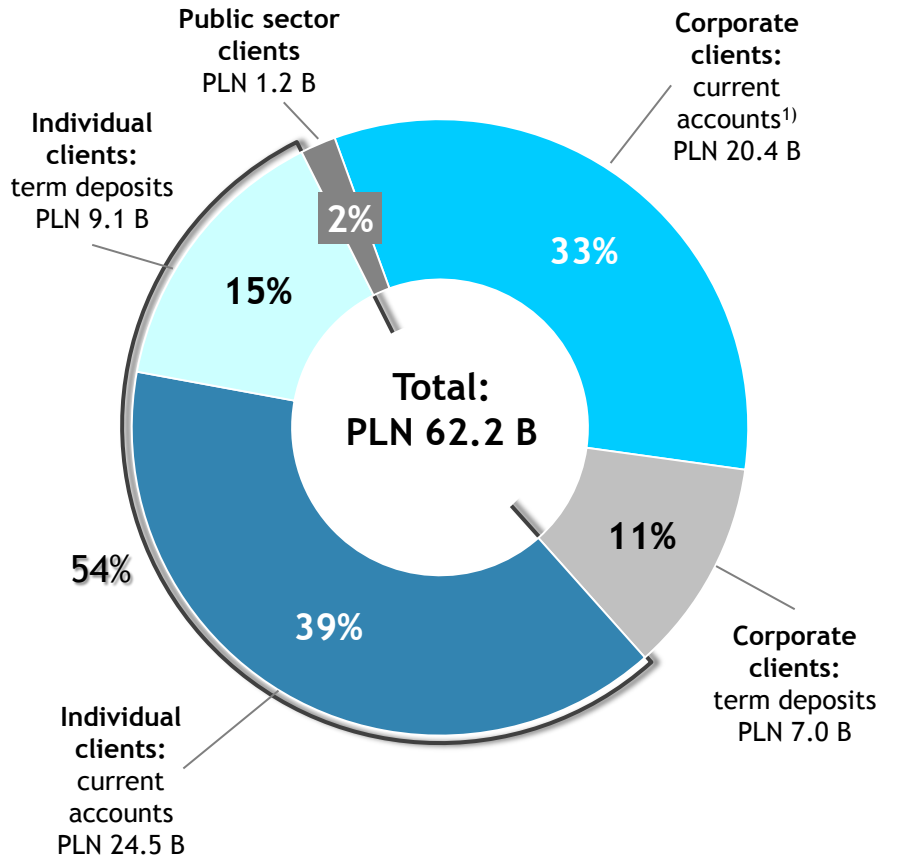
Appendix

Additional Information: Selected Financial Data Balance Sheet Analysis: Structure of Loans and Deposits

BRE Bank Group's Loan Structure
as of June 30, 2013



BRE Bank Group's Deposit Structure
as of June 30, 2013

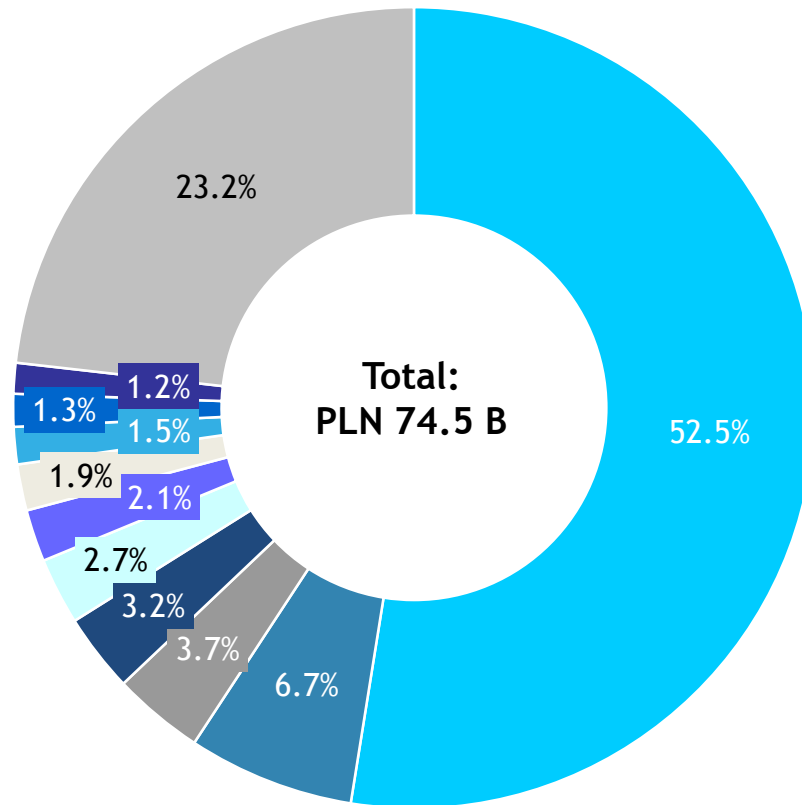


¹⁾ incl. repo transactions, loans and advances received, other liabilities

Appendix

Additional Information: Selected Financial Data Balance Sheet Analysis: Loan Portfolio Structure

BRE Bank Group's Sector Exposure by Industry
as of June 30, 2013



- Households
- Real estate management
- Construction industry and building materials
- Transport and travel agencies
- Public administration
- Power industry and heat engineering
- Metals
- Liquid fuels and natural gas
- Autos
- Chemistry and plastic processing
- Other (below 1.2%)

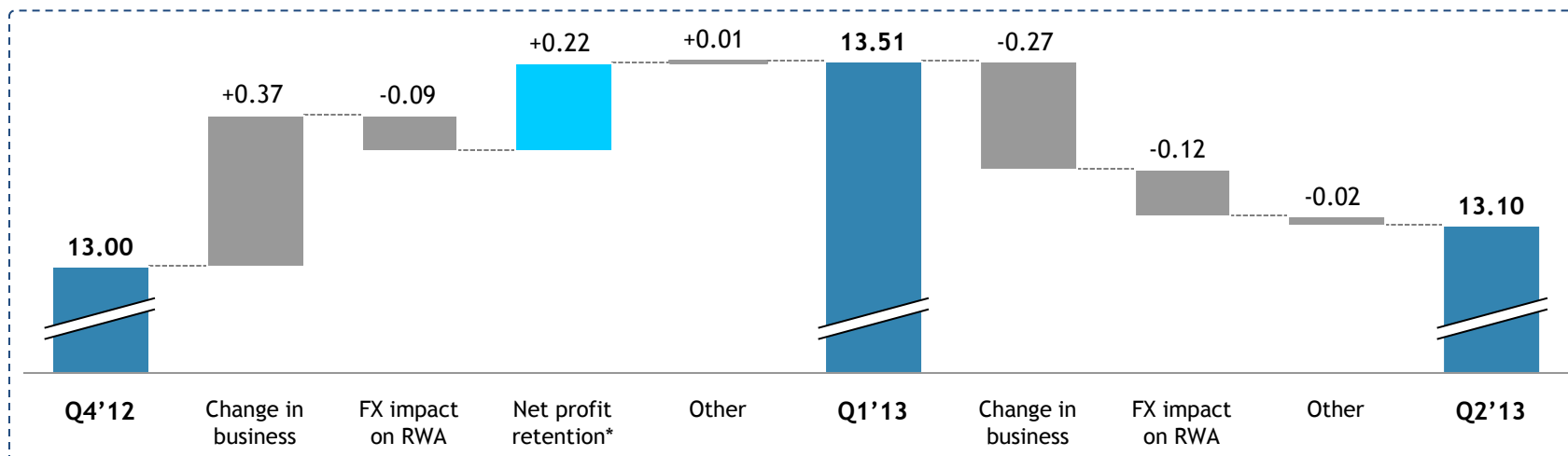
➔ A well diversified loan portfolio with granular structure

Appendix

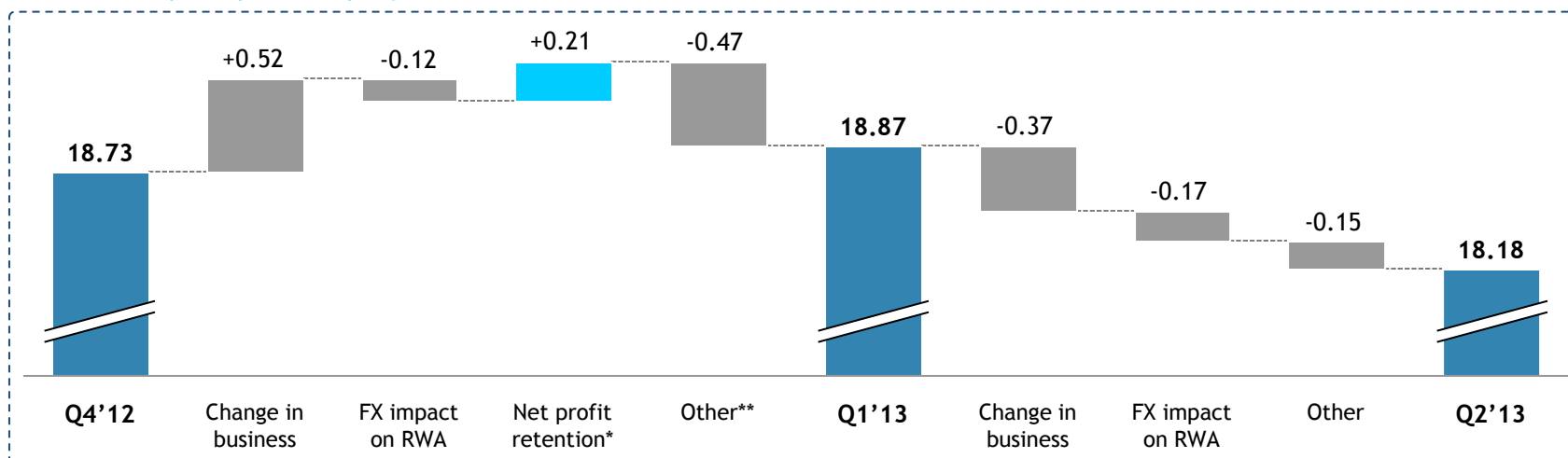
Additional Information: Selected Financial Data

Balance Sheet Analysis: Detailed Development of Core Tier 1 ratio and CAR

BRE Bank Group's Core Tier 1 Ratio (%)



BRE Bank Group's Capital Adequacy Ratio (%)

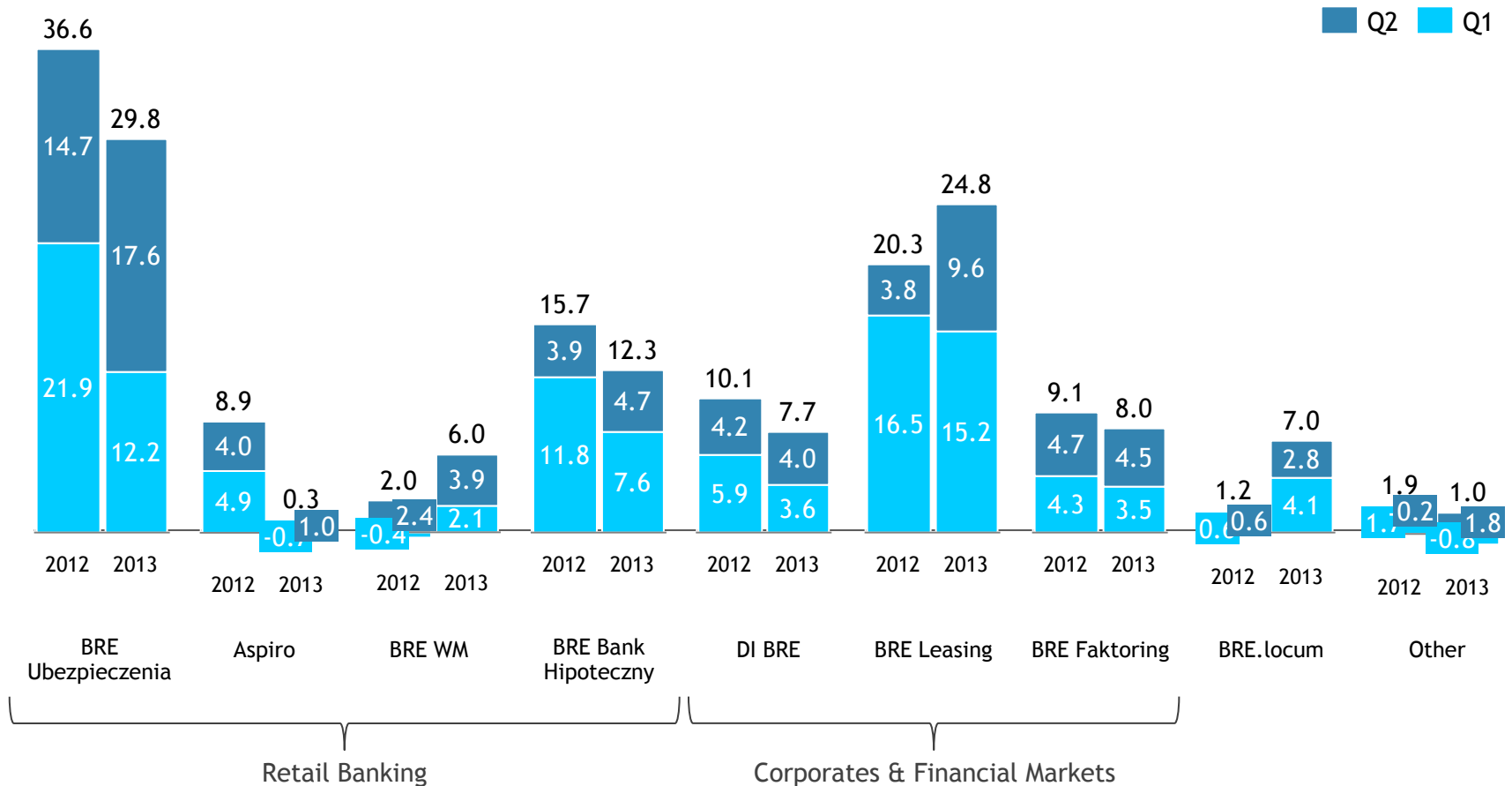


* PLN 131 M of H2 2012 net profit deducting dividend payment; ** incl. mainly regulatory amortisation of subordinated debt

Appendix

Additional Information: Selected Financial Data Results of Subsidiaries

Profit before Tax of Consolidated Subsidiaries
(PLN M)



➔ Profit before tax of consolidated subsidiaries at PLN 50.0 M in Q2'13 v. PLN 38.6 M in Q2'12 (+29.6% YoY)

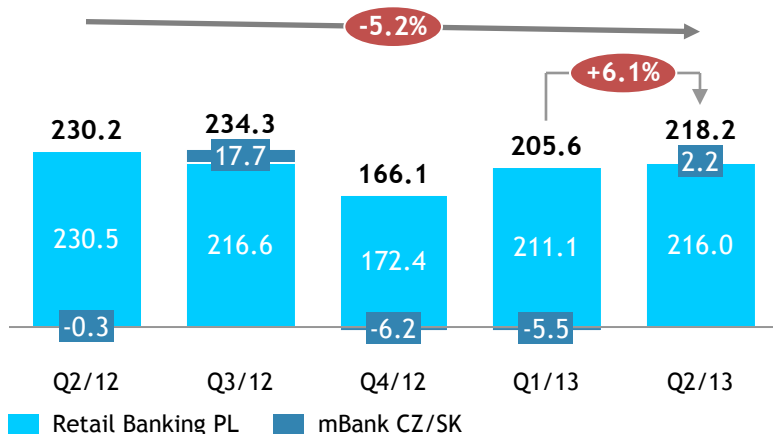
Detailed Results of the Business Lines Q2/13

Retail Banking

Appendix

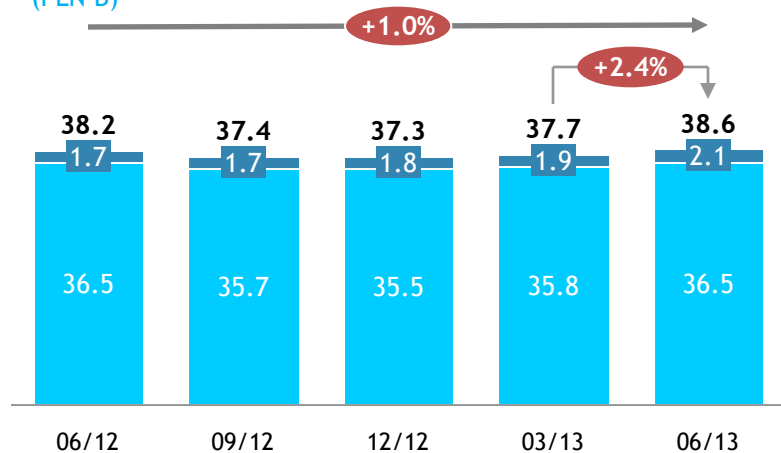
BRE Bank Retail Banking Summary of Q2/13: Financial Results

Profit before Tax of Retail Banking Segment¹⁾
(by quarter, PLN M)



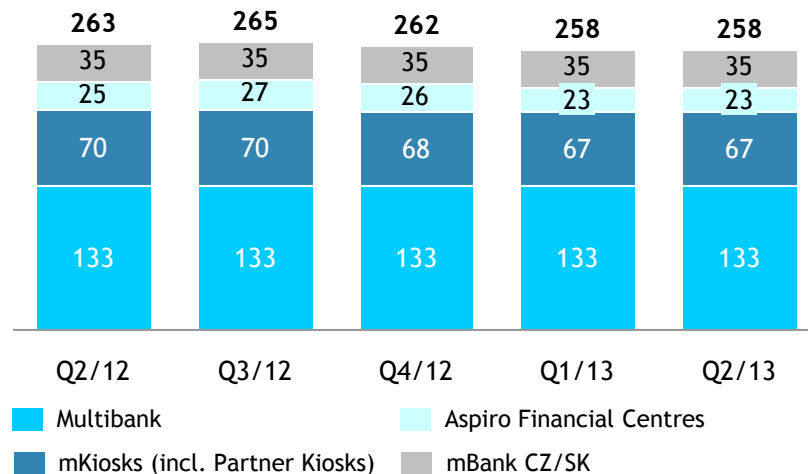
¹⁾ Incl. BRE WM, Aspiro, BRE Bank Hipoteczny, BRE Ubezpieczenia and cons. adj.

Total Retail Loans²⁾
(PLN B)

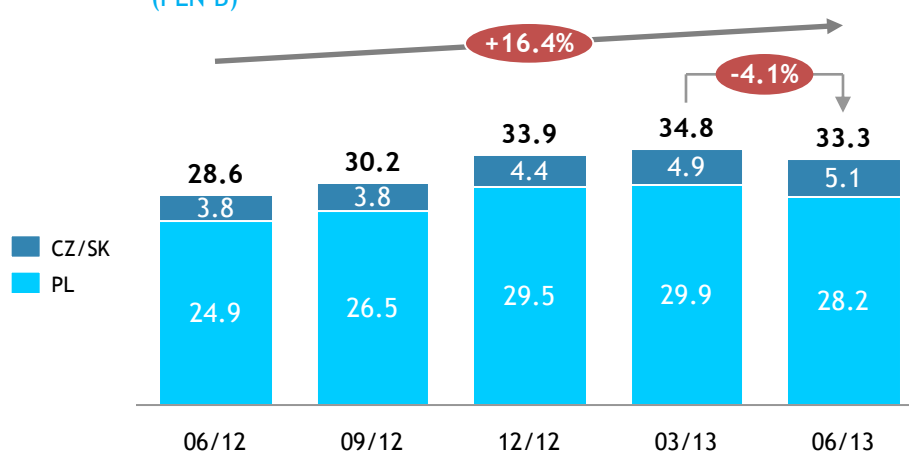


²⁾ Based on management information (BRE Bank only)

Number of Retail Outlets



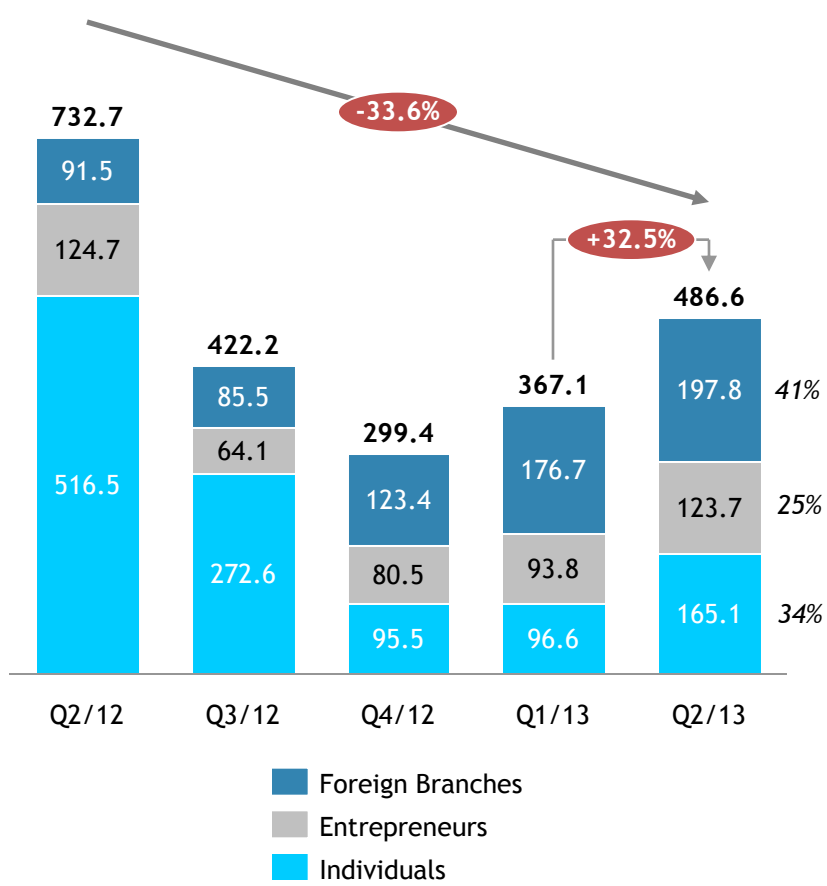
Total Retail Deposits²⁾
(PLN B)



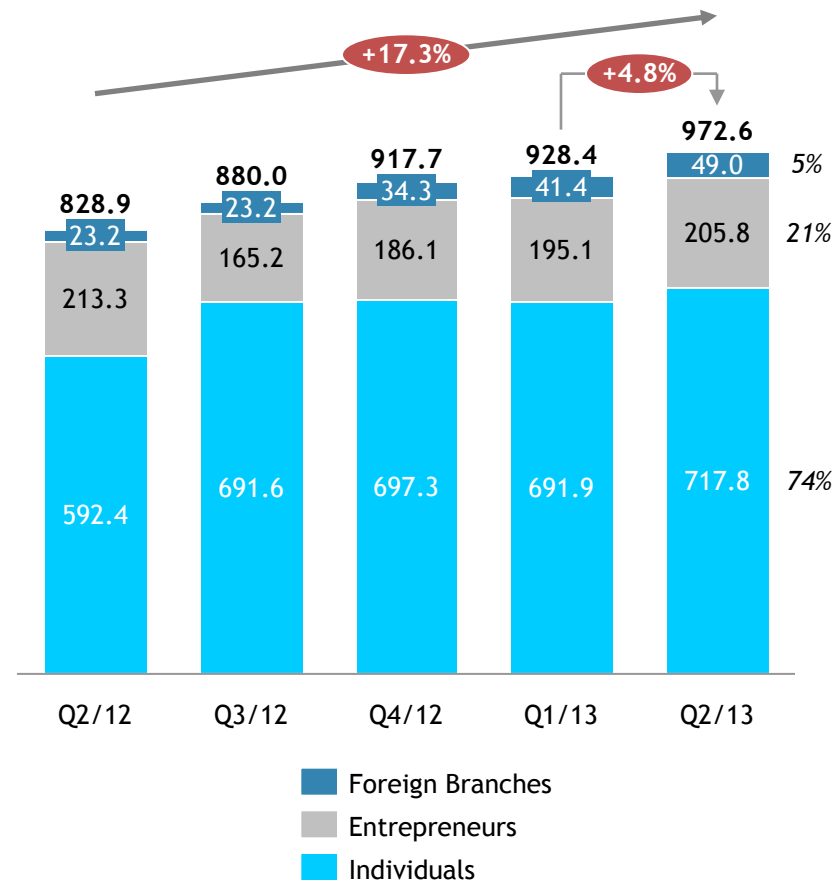
Appendix

BRE Bank Retail Banking Sales of New Retail Loans

Quarterly Sales of Mortgage Loans
(PLN M)



Quarterly Sales of Non-Mortgage Loans
(PLN M)



Appendix

BRE Bank Retail Banking Mortgage Loans: Portfolio Structure and Quality

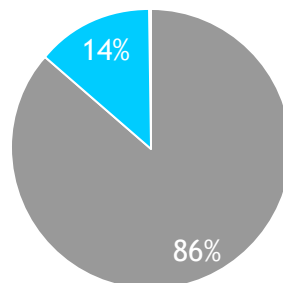
BRE Bank's Mortgage Loan Portfolio
(Retail Banking¹⁾ loans to individuals)

Balance-sheet value (PLN B)	27.6
Average contractual maturity (years)	21.2
Average value per loan (PLN thou.)	286.5
Average LTV (%)	81.9
NPL (%)	1.9

As of 30.06.2013

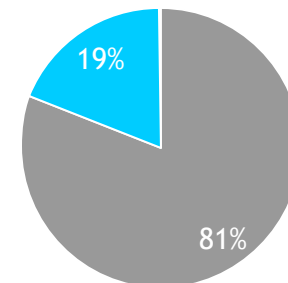
Currency Structure of Retail Banking Mortgage Loan Portfolio
(Household Loans) at 30.06.2013

in Poland



■ FX ■ PLN

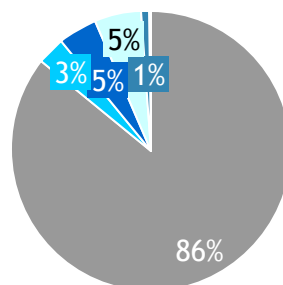
in Poland Czech Republic & Slovakia



■ FX ■ Local currency

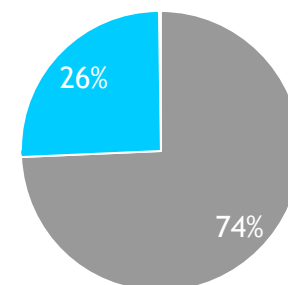
Structure of the Retail Banking¹⁾ Loan Portfolio
(Household Loans) at 30.06.2013

By loan type



■ Mortgage Loans ■ Cash Loans
■ Credit Cards ■ Other
■ Credit Lines

By currency



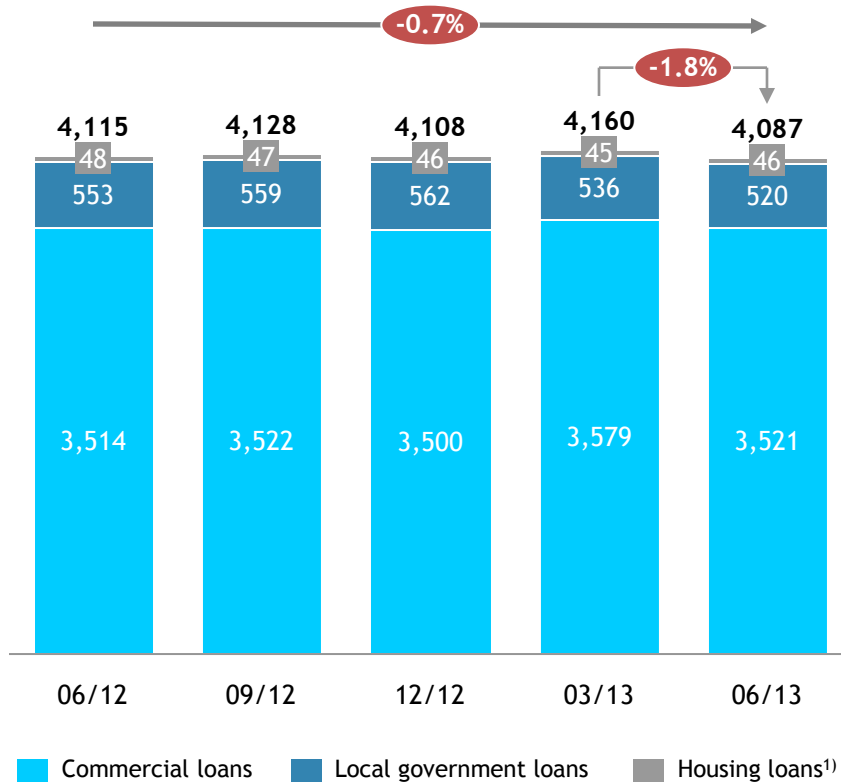
■ FX ■ Local currency

¹⁾ mBank PL and MultiBank

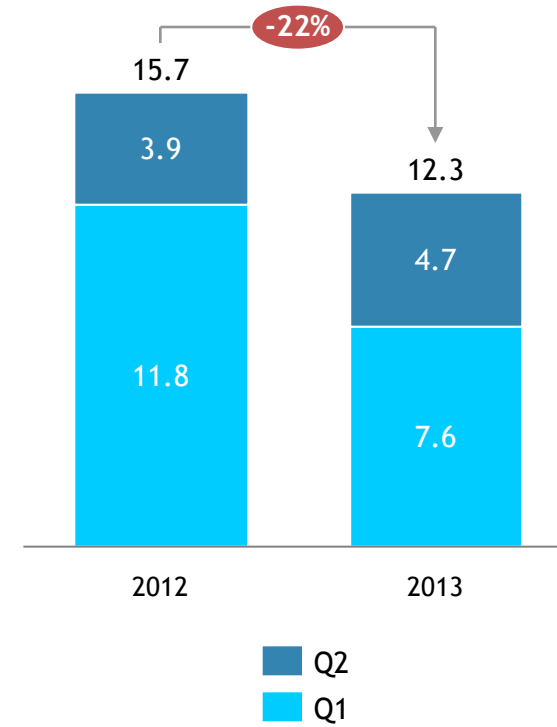
Appendix

BRE Bank Retail Banking BRE Bank Hipoteczny (BBH)

Loan Portfolio (PLN M)
Balance-sheet Exposure (net value)



Profit before Tax
(PLN M)

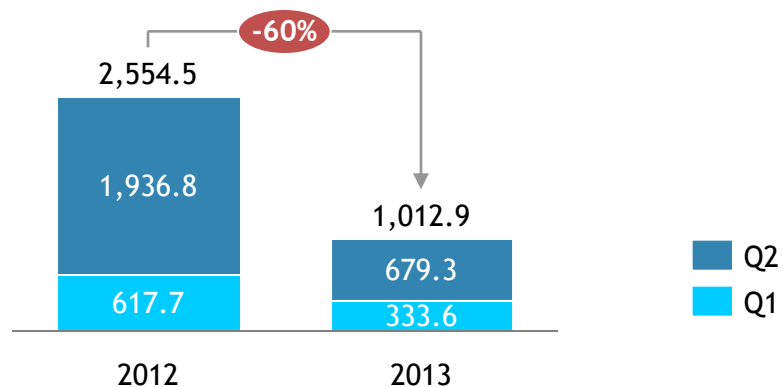


¹⁾ In July 2004 BRE Bank Hipoteczny stopped granting loans to retail customers. The volume of housing loans represents the existing portfolio still managed by the Bank

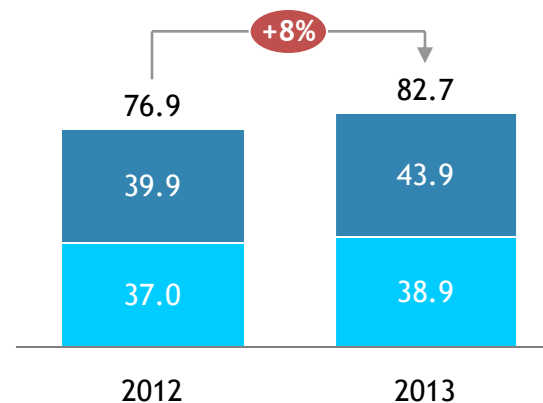
Appendix

BRE Bank Retail Banking BRE Ubezpieczenia (BRE Insurance)

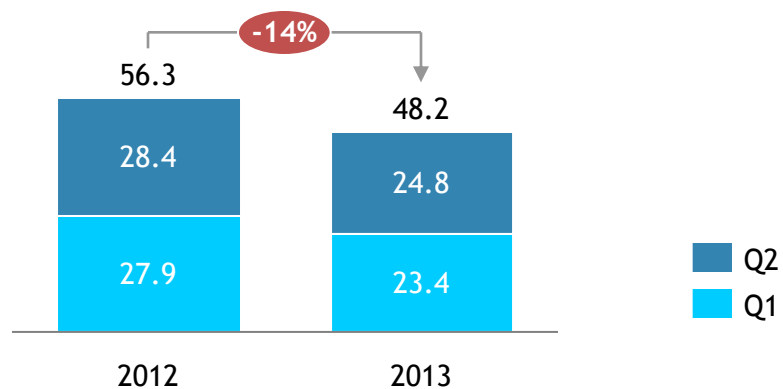
Bancassurance Retail
Gross Written Premiums (PLN M)



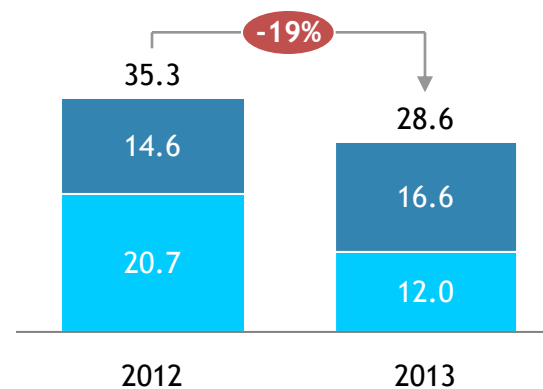
Direct Insurance (Internet platform)
Gross Written Premiums (PLN M)



Co-operation with BRE Leasing
Gross Written Premiums (PLN M)



Profit before Tax¹⁾ (PLN M)



¹⁾ Gross profit of BRE Ubezpieczenia according to its statutory financial statements (including deferred acquisition costs)

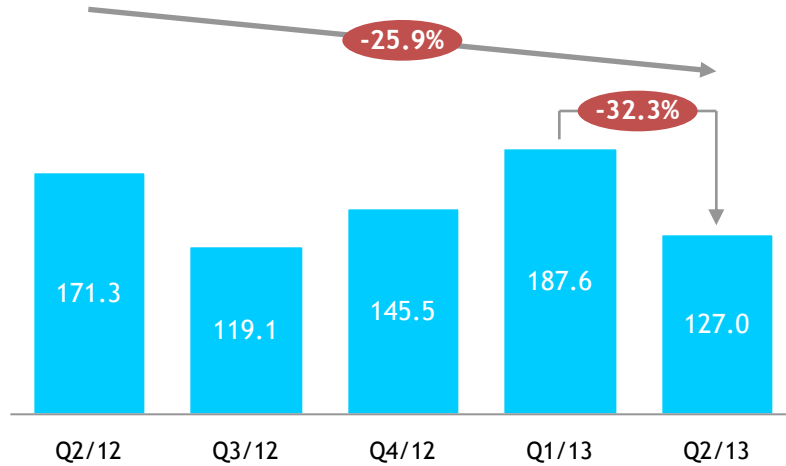
Detailed Results of the Business Lines Q2/13

Corporates & Financial Markets

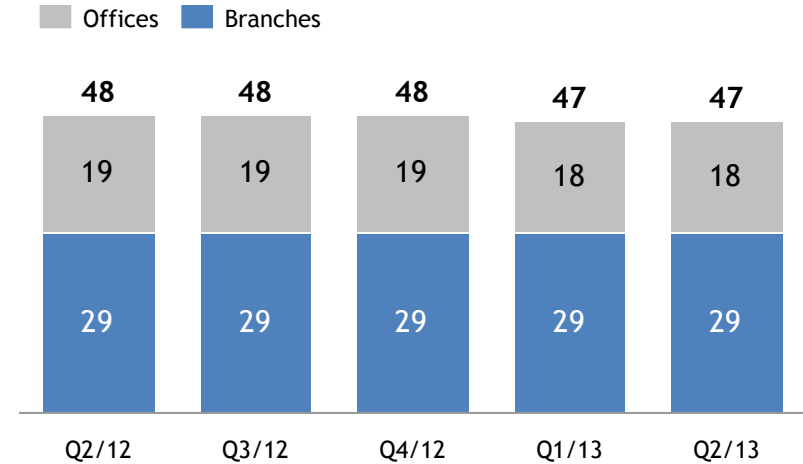
Appendix

Corporates and Financial Markets Summary of Q2/13: Financial Results

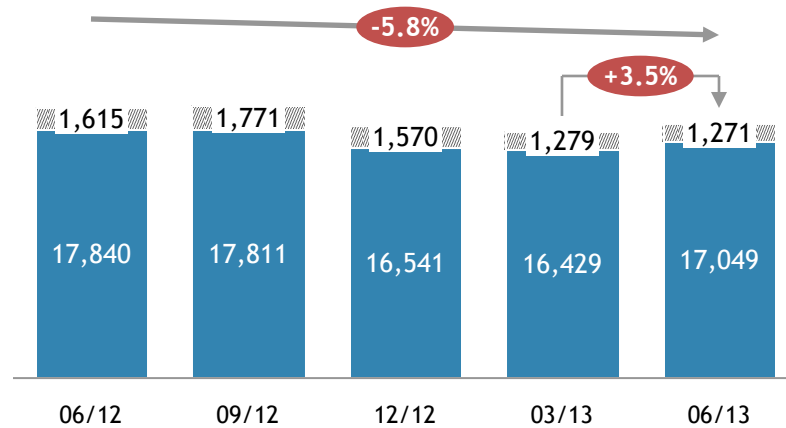
Result before Tax of the Segment
(by quarter, PLN M)



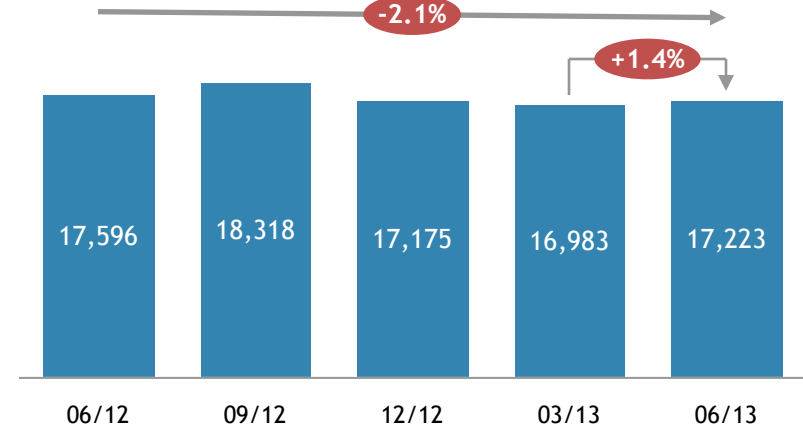
Corporate Branch Network



Loans to enterprises ¹⁾
(PLN M)



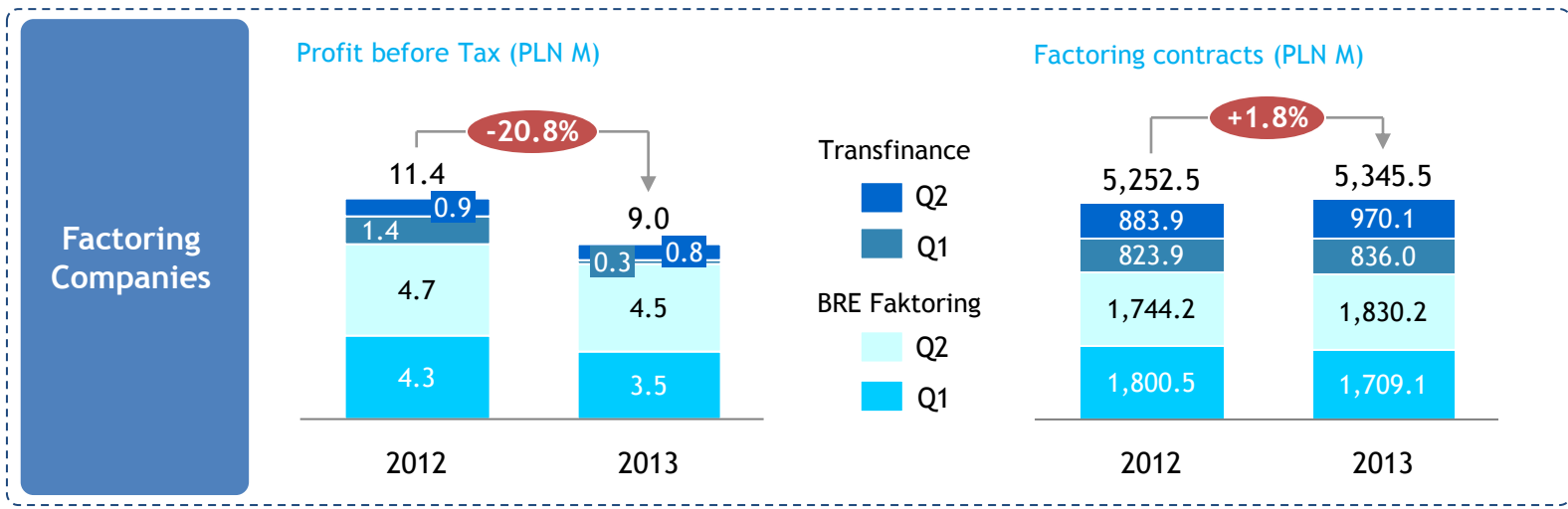
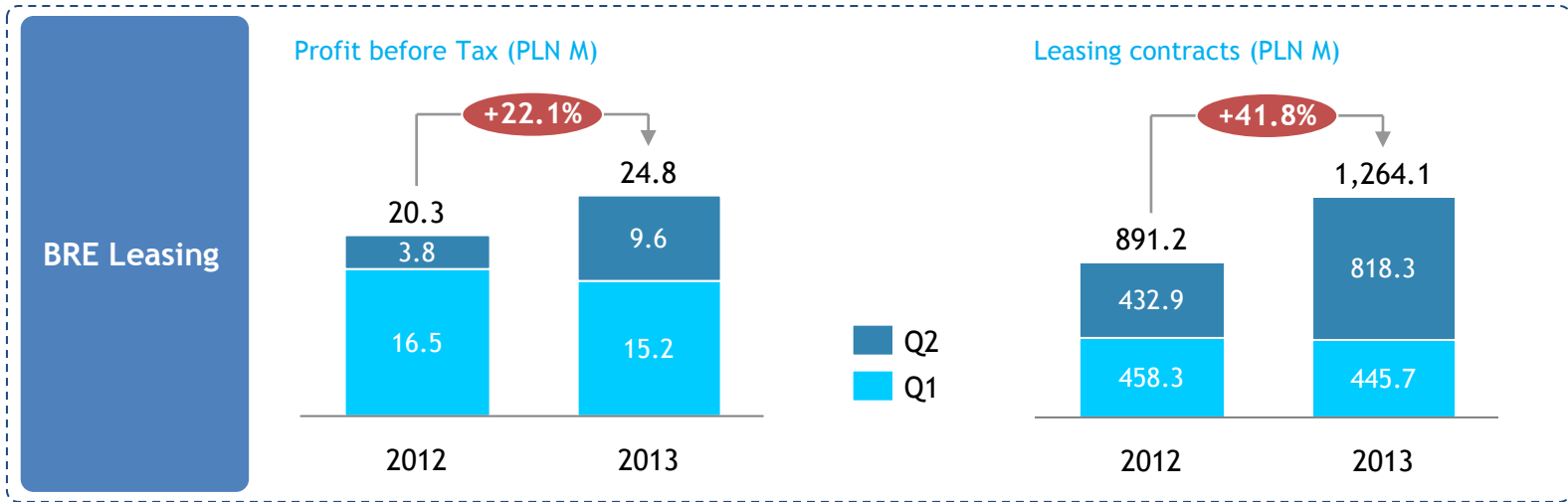
Deposits of enterprises ¹⁾
(PLN M)



¹⁾ Corporate loan and deposit volume according to current NBP rules ▨ loans classified as 'securities'

Appendix

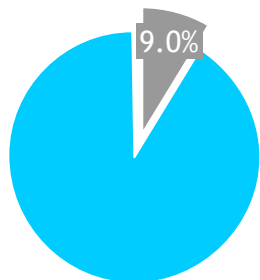
Corporates and Institutions Leasing and Factoring



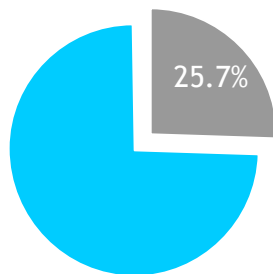
Appendix

Trading and Investment Activity Market Shares

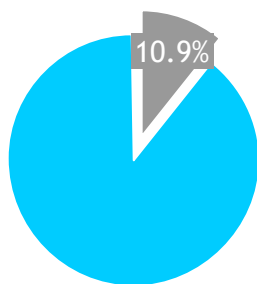
BRE Bank's Market Share¹⁾
in Investment Banking Services



Treasury Bills and Bonds

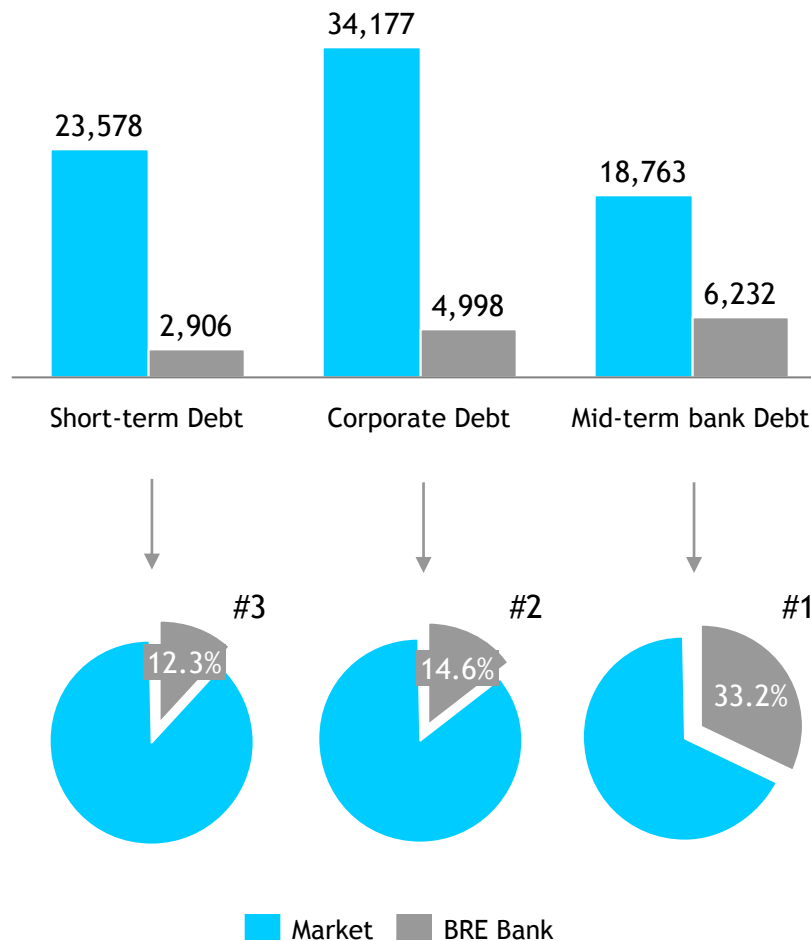


IRS/FRA



FX Spot & Forward

BRE Bank in the Market for Non-Treasury Debt²⁾
for Q2/13 (PLN M)



¹⁾ As of 31.05.2013; calculations based on own and NBP data

²⁾ Based on Fitch Polska S.A., Rating & Rynek, 30.06.2013 and own calculations (excluding BGK road bonds)

Appendix

Trading and Investment Activity Dom Inwestycyjny BRE Banku (DI BRE)

Number of Accounts with DI BRE
Q2/13 (thou.)

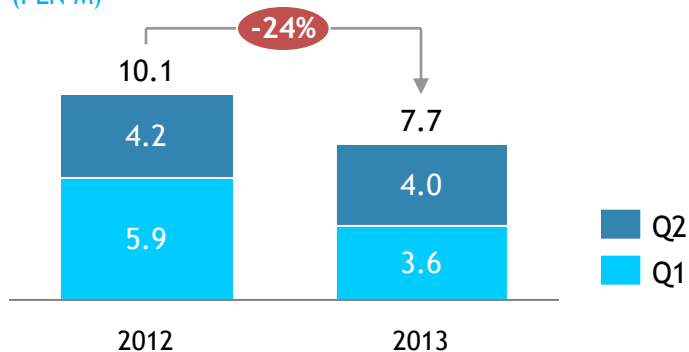
DI BRE accounts	50.2
eBroker (mBank)	204.0
Brokerage Service (MultiBank)	32.7
TOTAL	286.9

DI BRE Market Shares
in Q2/13, by volume¹⁾

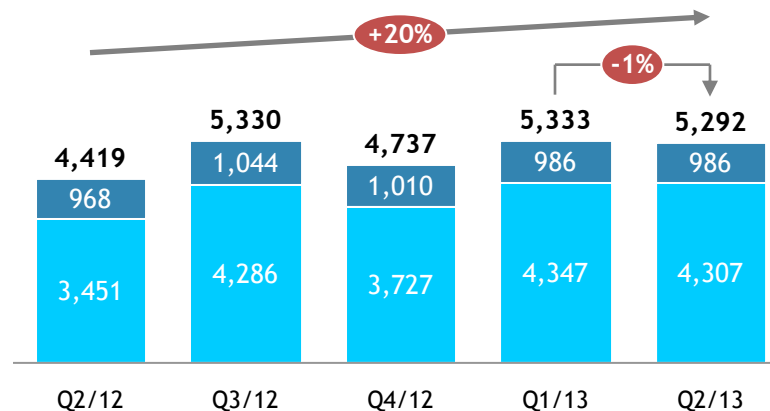
	incl. block transactions		Session transactions	
Equities	4.31%	#8	4.46%	#7
Bonds	2.10%	#9	2.20%	#8
Futures	18.46%	#2	18.79%	#2
Options	20.06%	#1	19.51%	#2

¹⁾ Calculations based on WSE, DI BRE data

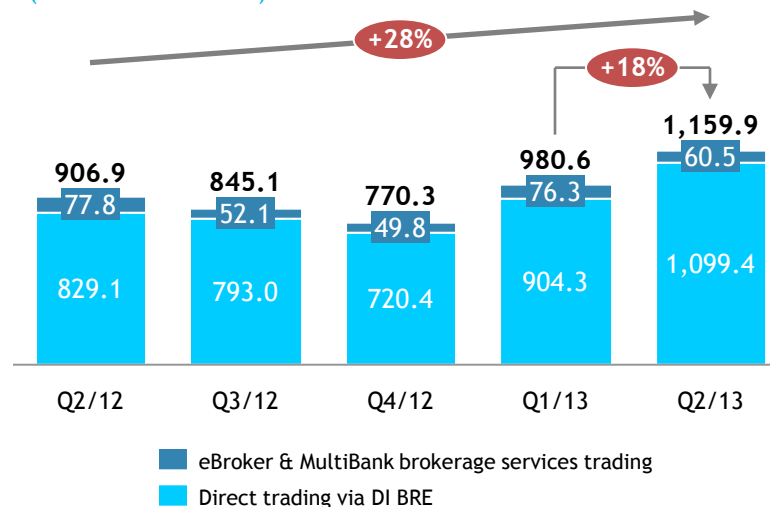
Profit before Tax
(PLN M)



DI BRE Equities Trading WSE
(PLN M)



DI BRE Futures Trading WSE
(Thou. of contracts)



BRE Bank Group's 2012-2016 Strategy Summary

One Bank for Customers and Employees

BRE Bank Group's 2012-2016 Strategy Summary

Vision of BRE Bank Group

One Bank for Customers and Employees

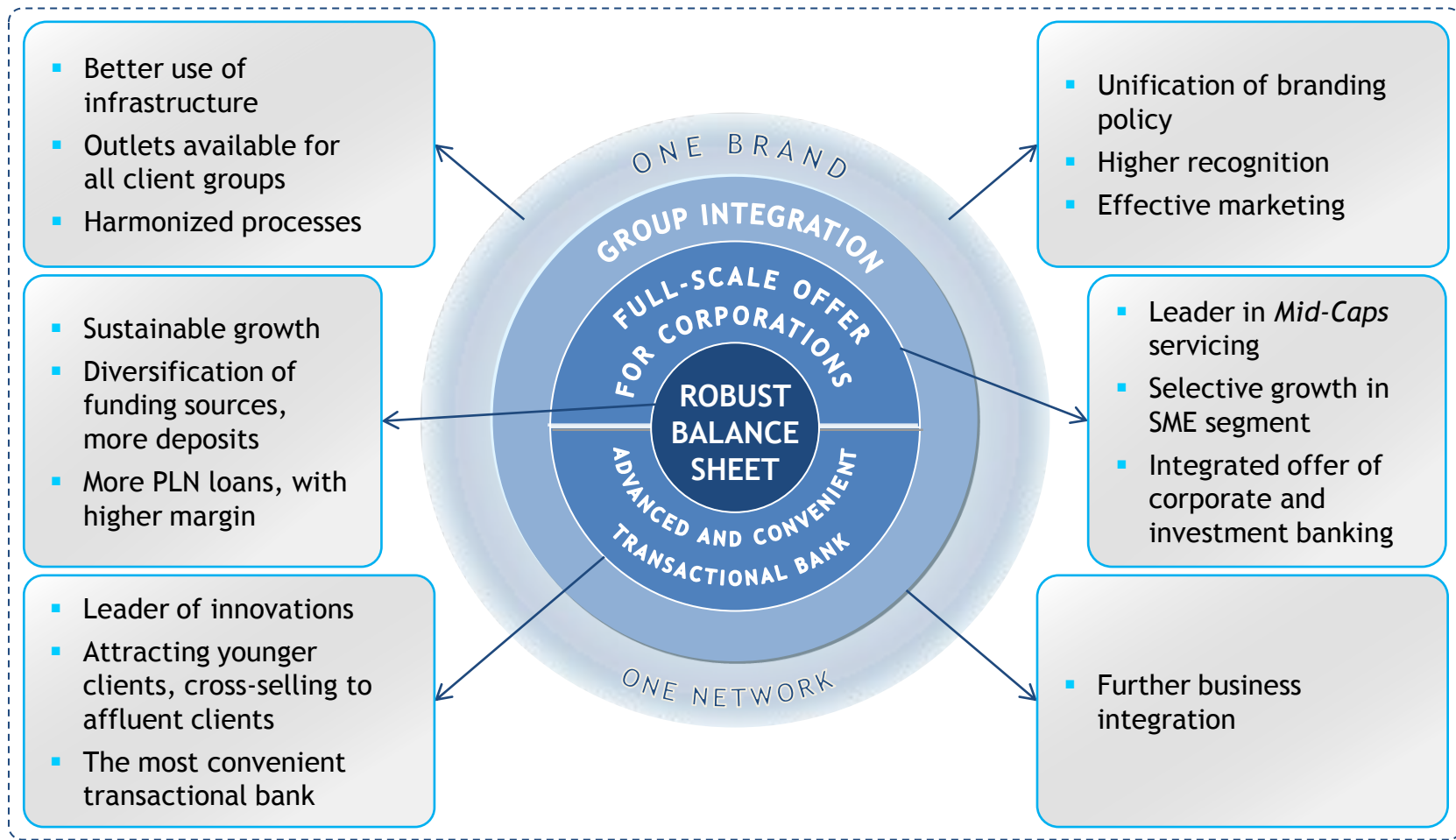
Organic growth supported by cutting-edge technology, anchored on a healthy balance sheet structure, culture of cooperation between people, enhanced by one network and a unified brand leading to improvement of long-term revenue generation capability and profitability, maximizing long term value for shareholders, customers and employees.



BRE Bank Group's 2012-2016 Strategy Summary

Highlights of BRE Bank Group's Strategy

Key initiatives of the Strategy



BRE Bank Group's 2012-2016 Strategy Summary

One brand

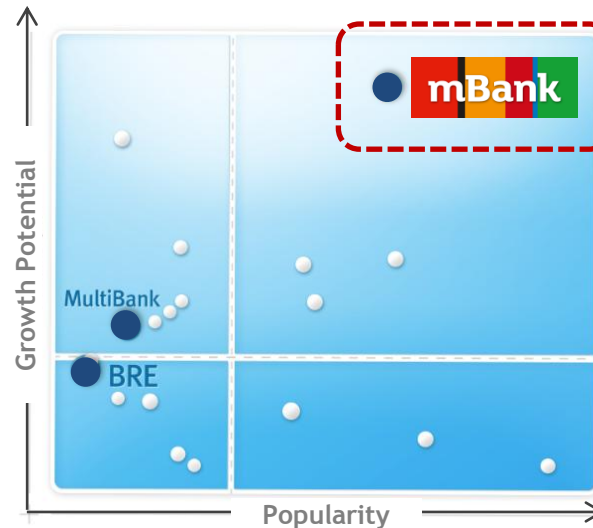
Delivery: November 2013

Summary
Historical outlook
Profit & Loss
Balance Sheet
Subsidiaries
Business Lines
2012-2016 Strategy

The Bank will strengthen its market image under mBank brand

Current situation

- 3 main brands of BRE Bank Group: mBank, MultiBank, BRE Bank
- mBank serves 2.9 M of clients out of 3.6 M of BRE Bank's clients in Poland
- mBank users are among the most satisfied bank clients
- mBank is one of the most willingly recommended banks in Poland based on NPS indicator



Future benefits

- BRE Bank will take advantage of the potential of the strongest and the most recognisable brand in the Group
- One brand will increase media and image efficiency of the Bank
- Strengthening of internal integration of the organisation

The 3 main brands operated by BRE Bank will be replaced by the strongest mBank brand

Source: Own estimates, external surveys, including BrandZ MB SMG/KRC analysis, Audyt BD TNS

BRE Bank Group's 2012-2016 Strategy Summary

One Network

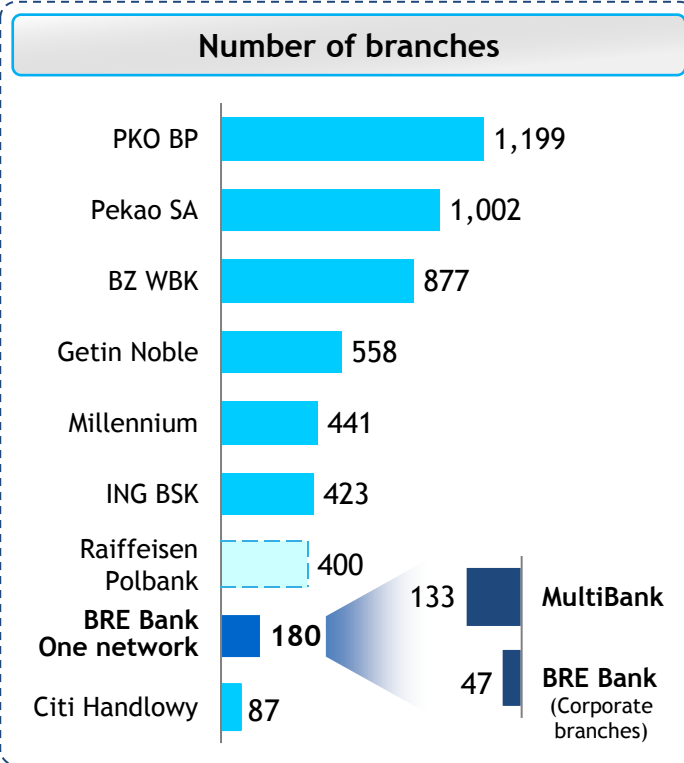
Delivery: 2014 - 2016

Summary
Historical outlook
Profit & Loss
Balance Sheet
Subsidiaries
Business Lines
2012-2016 Strategy

Integrated distribution network available to all clients

Current situation

- Limited access to the outlets for 3 M of mBank clients
- More complex and profitable products are still sold mainly in the outlets
- Current 'share-of-wallet' in retail banking and SME segment below aspiration



Future benefits

- Wider availability of branches supporting affluent retail and SME segment growth
- Increased sales of financial products
- Enhanced client loyalty

Better use of our existing infrastructure without further expansion of the distribution network

Source: Banks' consolidated financial reports (data as of 31.03.2013, for Millennium as of 30.06.2013); information available on the bank's website for Raiffeisen Polabank

BRE Bank Group's 2012-2016 Strategy Summary

Financial Performance Targets

An efficient business platform supported by a strong balance sheet



Focus maintained on profitability accompanied by a more robust balance sheet

* Growth adjusted for FX effect

Further enhancing our reporting standards

BRE Analyzer

➔ An innovative and convenient tool to analyse BRE Bank Group's financial and business data


- Analyse, customise, export and print selected data on BRE Bank Group, covering all periods since Q1/06 in quarterly and annual series

The screenshot shows the BRE Analyzer interface with the following elements:

- Header: BRE BANK SA BRE Analyzer, with navigation links for Polski, Contact, BRE Bank branches, and Electronic banking.
- Navigation tabs: Home page, Profit and loss account, Balance sheet, Business data, Solvency, Investor relations.
- Period selection table:

Period												Currency			
Q1'06	Q3'06	Q1'07	Q3'07	Q1'08	Q3'08	Q1'09	Q3'09	Q1'10	Q3'10	Q1'11	Q3'11	Q1'12	EUR	PLN	USD
Q2'06	Q4'06	Q2'07	Q4'07	Q2'08	Q4'08	Q2'09	Q4'09	Q2'10	Q4'10	Q2'11	Q4'11				

- Switch to Years button with a right arrow.
- Five callout boxes with dashed borders pointing to specific features:
 - Summary of key financials and ratios (points to the Home page tab)
 - Details on each P&L item (points to the Profit and loss account tab)
 - Includes FX structure and portfolio quality data (points to the Business data tab)
 - Data covering all business segments (points to the Business data table)
 - Comprehensive report on regulatory capital (points to the Investor relations tab)

➔ Clicking on  icon where available in the presentation provides direct access to specific data in BRE Analyzer

Visit BRE Analyzer: www.breanalyzer.brebank.pl

Contact details

BRE Bank's Investor Relations at your service:

Relacje.inwestorskie@brebank.pl

Wojciech Chmielewski

Head of Investor Relations

Direct dial: +48 22 829 14 34
Fax: +48 22 829 15 19
E-mail: wojciech.chmielewski@brebank.pl

Paweł Lipiński

Investor Relations Officer

Direct dial: +48 22 829 15 33
Fax: +48 22 829 15 19
E-mail: pawel.lipinski@brebank.pl

Visit our Investor Relations website: www.brebank.pl/en/investor_relations

See our BRE Analyzer: www.breanalyzer.brebank.pl