

ING Bank Śląski S.A.

3Q 2011 Financial Results

Warsaw – 3 November 2011
www.ingbank.pl

ING BANK ŚLĄSKI



Disclaimer

ING Bank Śląski S.A. Annual Accounts are prepared in accordance with International Financial Reporting Standards as adopted by the European Union ('IFRS-EU').

In preparing the financial information in this document, the same accounting principles are applied as in the ING Bank Śląski S.A. Group Annual Accounts. All figures in this document are unaudited. Small differences are possible in the tables due to rounding.

Certain of the statements contained herein are not historical facts, including, without limitation, certain statements made of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation: (1) changes in general economic conditions, (2) changes in performance of financial markets, (3) changes in the availability of, and costs associated with, sources of liquidity such as interbank funding, as well as conditions in the credit markets generally, including changes in borrower and counterparty creditworthiness, (4) changes affecting interest rate levels, (5) changes affecting currency exchange rates, (6) changes in general competitive factors, (7) changes in laws and regulations, (8) changes in the policies of governments and/or regulatory authorities, (9) conclusions with regard to purchase accounting assumptions and methodologies. ING Bank Śląski S.A. assumes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information or for any other reason.

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Content

- **Introduction to financial results and market position of the Bank**
- Business development
- 3Q 2011 financial results

Strategic targets of ING Bank Śląski

accomplishments in 3Q 2011

Acquisition of new clients and increase of volumes:

- **3.05 m** of retail clients → **335 th** of new clients acquired in a year
- **PLN 38.9 bn** of retail funds entrusted → +PLN 0.7 (+2%) bn y/y
- **PLN 17.4 bn** of corporate deposits → +1.6 bn (+10%) y/y

Intensification of lending products sales:

- **PLN 37.2 bn** of loans to customers → +PLN **6.2 bn** (+20%) y/y
- **PLN 14.5 bn** of retail lending → +PLN 2.9 bn (+25%) y/y
- **PLN 22.7 bn** of corporate lending → +PLN 3.3 bn (+17%) y/y
- **PLN 10.4 bn** of retail mortgage loans → +PLN **2.9 bn** (39%) y/y; **8.8%** market share in PLN retail mortgage loans sales in 2011

Maintaining high quality of customer service:

- 772 own ATMs and 541 CDMs, including **177** dual-function machines installed
- 441 branches, 418 self-banking areas
- **77%** of self-service depositing transactions (via CDMs)

Development of simple and honest product offer:

- **2 million of Current Accounts, 52% are Direct Current Account**
- Comprehensive banking services to **12** biggest Polish cities (out of 50)
- ING Direct Business and ING Direct Business Credit - development of the direct offer for corporate clients

Translation of business activities into Bank's financial results:

- **PLN 726 m** of total income in 3Q2011 → **+4% y/y**
- **PLN 277 m** of result before tax → **+16% y/y**
- **PLN 220 m** of net profit → **+14% y/y**
- **ROE** at the level of **14.7%** → **+1.4 p.p.** y/y

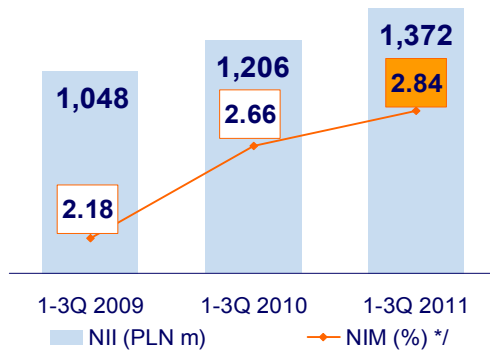


Major business results of the Bank

<i>in PLN million</i>	30.09.10	31.12.10	30.06.11	30.09.11	Change QoQ	Change YtD	Change YoY
Total deposits	48,404	48,455	49,119	51,475	5%	6%	6%
Retail clients deposits	32,588	33,014	32,751	34,033	4%	3%	4%
Corporate clients deposits	15,816	15,441	16,368	17,443	7%	13%	10%
Total funds entrusted by retail clients	38,208	38,878	38,739	38,871	0%	0%	2%
TFI assets distributed by ING Bank Śląski S.A.	5,620	5,864	5,988	4,838	-19%	-17%	-14%
Total loans	31,002	32,348	34,943	37,208	6%	15%	20%
Loans to retail clients	11,556	12,515	13,722	14,467	5%	16%	25%
Mortgage loans volume	7,536	8,485	9,728	10,448	7%	23%	39%
Loans to corporate clients	19,446	19,833	21,221	22,741	7%	15%	17%
Loans to Mid-corporates	11,072	11,669	12,795	13,682	7%	17%	24%

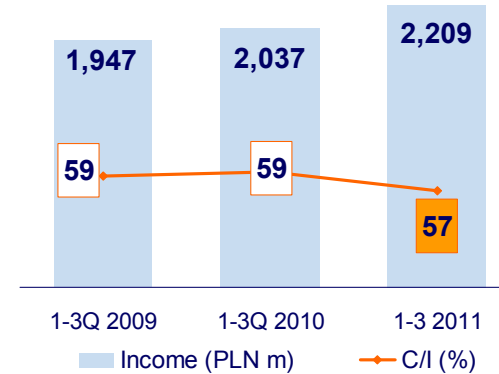
Growing efficiency

Net interest margin:

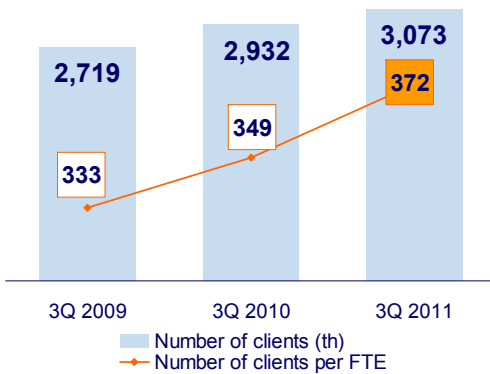


*/ NIM = sum of NII of 4 consecutive quarters / average interest bearing assets of 5 consecutive quarters

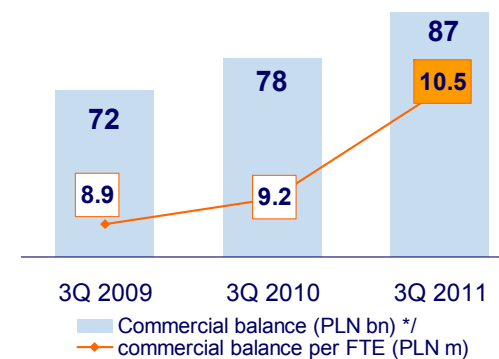
Income and cost effectiveness:



No. of clients per employee:



Commercial balances per employee *:/



*/ Commercial balance = gross clients' loans & receivables excl. bonds + clients' liabilities



ING Bank Śląski financial performance

PLN million	3Q 2010	3Q 2011	change
Total income *	700.2	725.6	+ 4%
Total expenses	407.7	422.0	+ 4%
Result before risk costs	292.5	303.6	+ 4%
Risk costs	55.1	27.1	- 51%
Profit before tax	237.4	276.5	+ 16%
Net profit**	192.4	220.1	+ 14%
C/I Ratio (%)	58.2%	58.2%	-

	1-3Q 2010	1-3Q 2011	zmiana
Total income *	2,037.0	2,208.6	+ 8%
Total expenses	1,201.4	1,253.1	+ 4%
Result before risk costs	835.6	955.5	+ 14%
Risk costs	142.5	121.9	- 14%
Gross profit	693.1	833.6	+ 20%
Net profit**	561.4	666.5	+ 19%
CAR	13.3%	12.6%	-0.7 p.p.
ROA (%)	1.1%	1.3%	+ 0.2 p.p.
ROE (%)	13.3%	14.7%	+ 1.4 p.p.
C/I Ratio (%)	59.0%	56.7%	- 2.3 p.p.

* Including share in net profits of affiliates recognized by equity method

** Net profit attributable to the shareholders of ING Bank Śląski S.A.

ROA = sum of net profit of 4 consecutive quarters / average assets of 5 consecutive quarters

ROE = sum of net profit of 4 consecutive quarters / average equity of 5 consecutive quarters

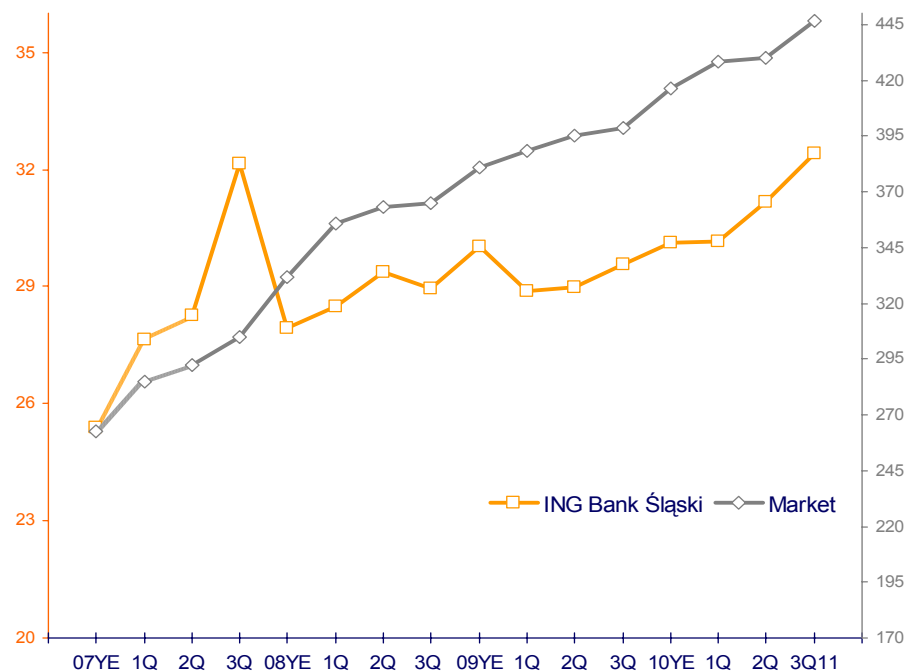


Market position of ING Bank Śląski

households market

Volumes and share in the households deposits market:

Households deposits - volumes (in PLN billion)

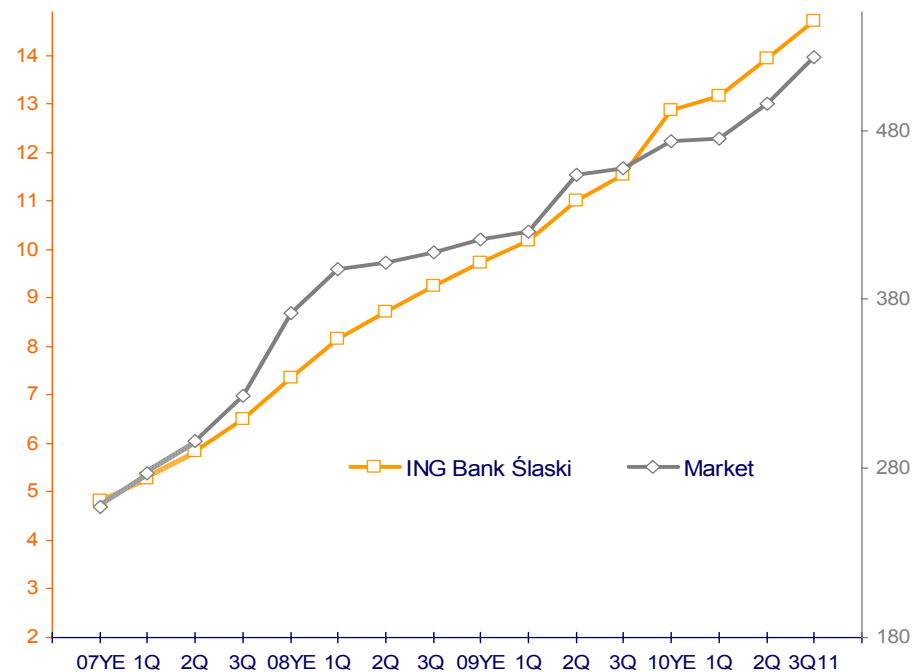


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q
9.66	9.71	9.68	10.56	8.42	8.00	8.09	7.94	7.88	7.43	7.33	7.42	7.24	7.04	7.25	7.26				

Volumes and share in the households loans market:

Households loans - volumes (in PLN billion)



market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q
1.92	1.94	2.00	2.04	2.00	2.08	2.20	2.29	2.36	2.45	2.45	2.55	2.67	2.79	2.83	2.83				

* Market data according to NBP file for banking sector, including interests; ING BSK data – consolidated data, only gross deposits and loans (excluding other liabilities and receivables)

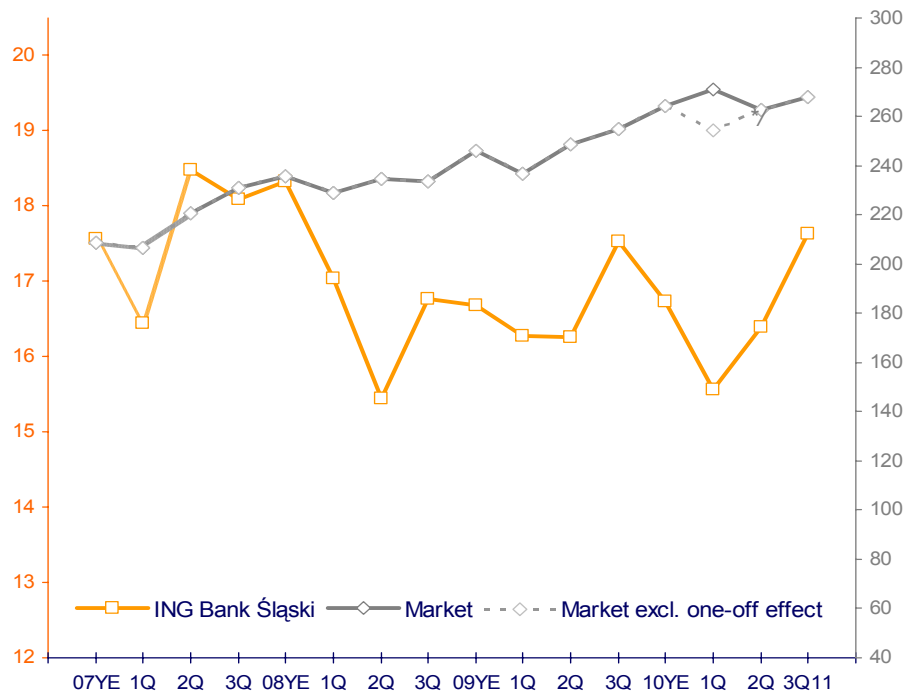


Market position of ING Bank Śląski

corporate market

Volumes and share in the corporate deposits market:

Corporate deposits - volumes (in PLN billion)

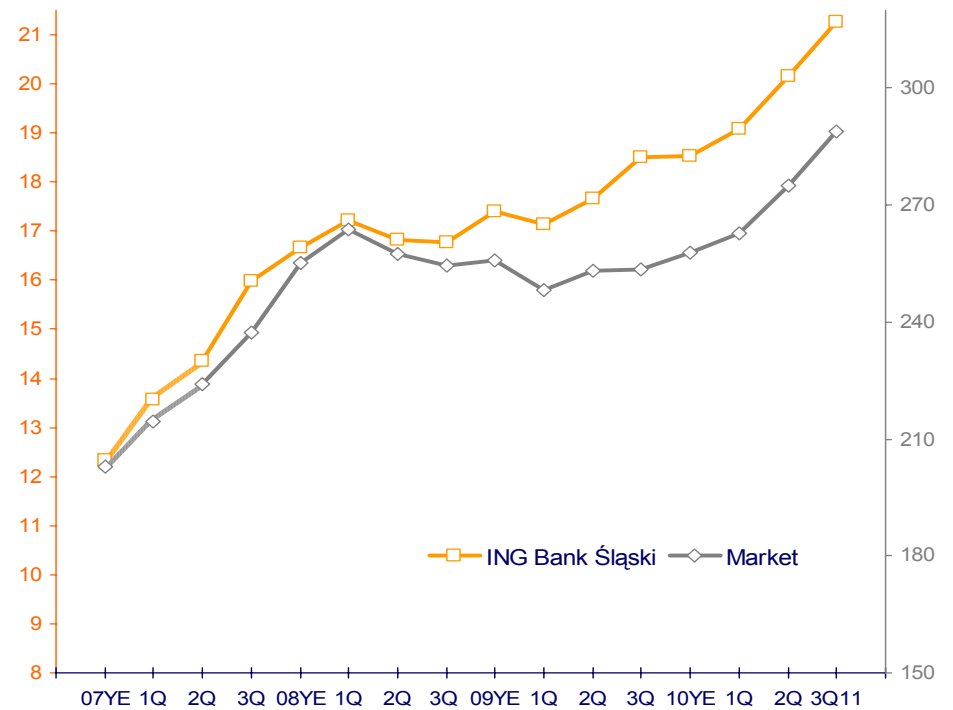


market share (%)

Period	ING Bank Śląski (%)	Market (%)	Market excl. one-off effect (%)
07YE 1Q	8.43	7.96	7.96
07YE 2Q	8.39	7.85	7.85
07YE 3Q	7.77	7.44	7.44
07YE 4Q	7.44	6.58	6.58
08YE 1Q	7.18	6.80	6.80
08YE 2Q	6.88	6.53	6.53
08YE 3Q	6.89	6.33	6.33
08YE 4Q	5.75	6.24	6.24
09YE 1Q	6.59		

Volumes and share in the corporate loans market:

Corporate loans - volumes (in PLN billion)



market share (%)

Period	ING Bank Śląski (%)	Market (%)
07YE 1Q	5.84	6.09
07YE 2Q	6.19	6.52
07YE 3Q	6.34	6.34
07YE 4Q	6.34	6.39
08YE 1Q	6.60	6.70
08YE 2Q	6.79	7.10
08YE 3Q	7.13	7.08
08YE 4Q	7.15	7.15
09YE 1Q	7.18	

* / Market excluding one-off effect of ~PLN16bn of BZWBK buy out by Santander (temporary transfer of funds from capital market to brokerage houses accounts)
 Note: Market data according to NBP file for banking sector, including interests; ING BSK data – consolidated data, only gross deposits and loans (excluding other liabilities and receivables)



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 - **Business development**
 - 3Q 2011 financial results

Retail banking

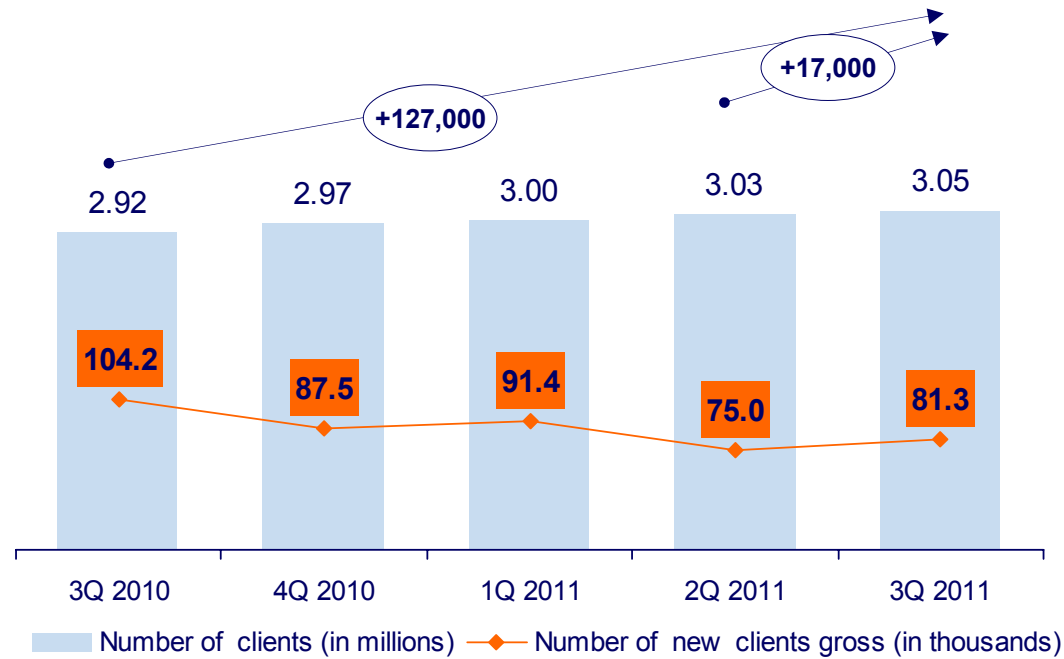
Increase in core products' sales

- PLN **14.5 bn** of retail lending → **+25% y/y** and **+5% q/q**
- PLN **10.5 bn** of mortgage loans portfolio → **+39% y/y** and **+7% q/q**
- PLN **38.9 bn** of funds entrusted → **+2% y/y** and no change q/q
- **8.8%** market share in new production of PLN mortgage loans in 2011
- **3.05 m** of retail clients number → **335 th** of new customers acquired in 12 months
- Over **2m** of retail current accounts; **52%** of Direct Current Accounts
- **77%** of self-service cash depositing transactions

Client base

3.05 million of retail clients; 335 th of new clients acquired in a year

Number of retail clients:



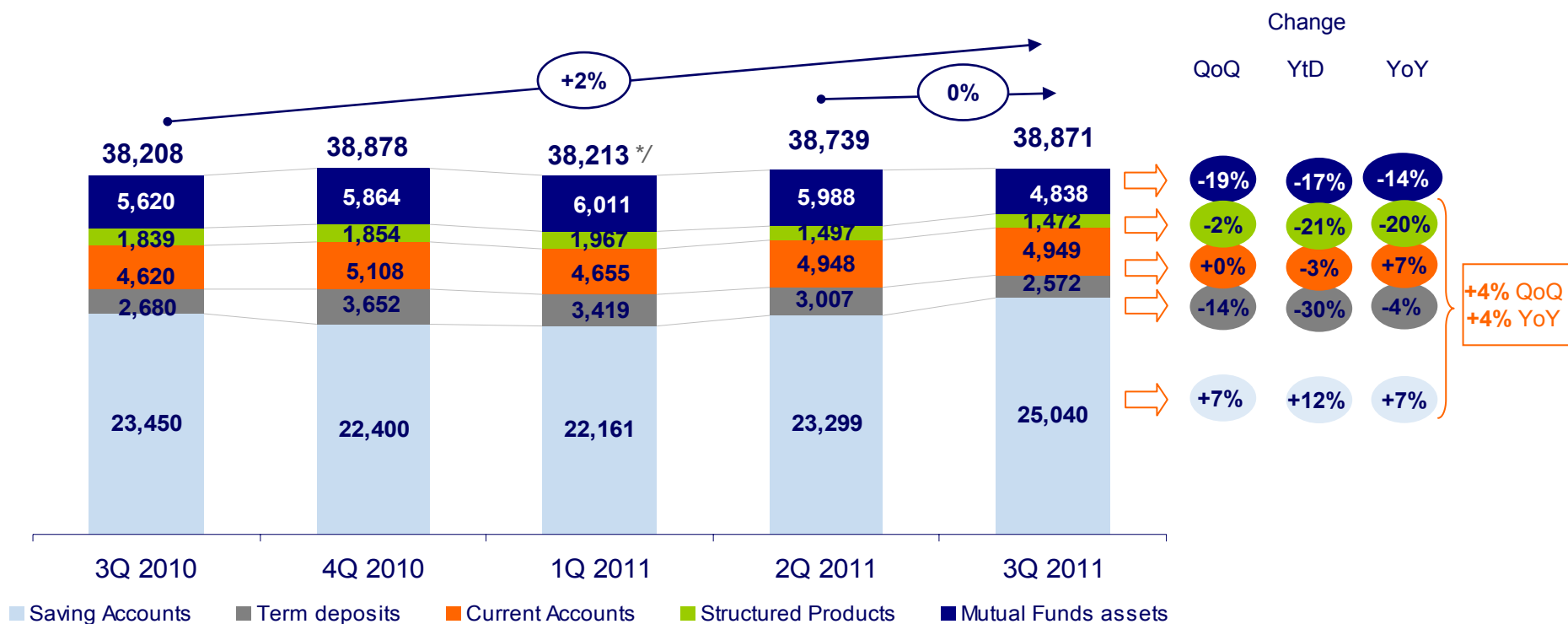
Note: in 3Q 2011 over 22th of inactive current accounts were closed which impacted the total number of retail customers serviced by the bank



Funds entrusted

stable funding base

Portfolio of funds entrusted by retail clients (in PLN million):



^{*/} The decrease of funds entrusted in 1Q 2011 as a result of clients' re-segmentation

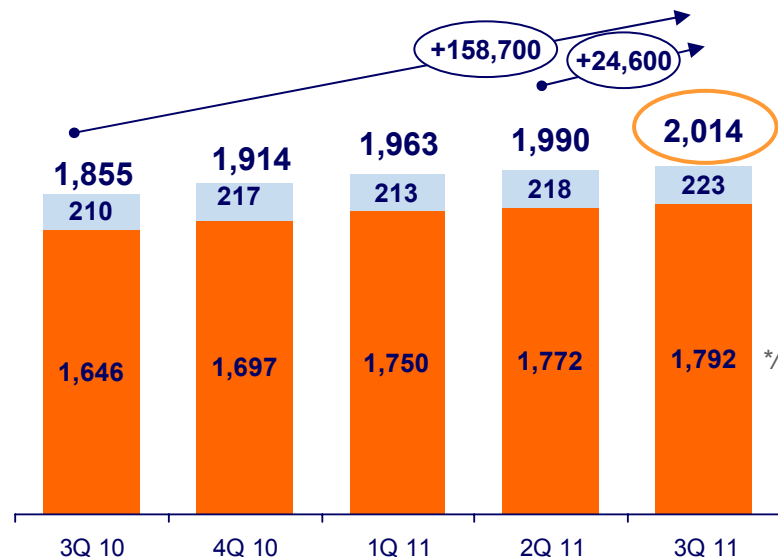


Current accounts

Over 2 million of Current Accounts, over 50% of Direct Accounts

Number of retail clients current accounts (in thousands):

- Entrepreneurs
- Individual clients

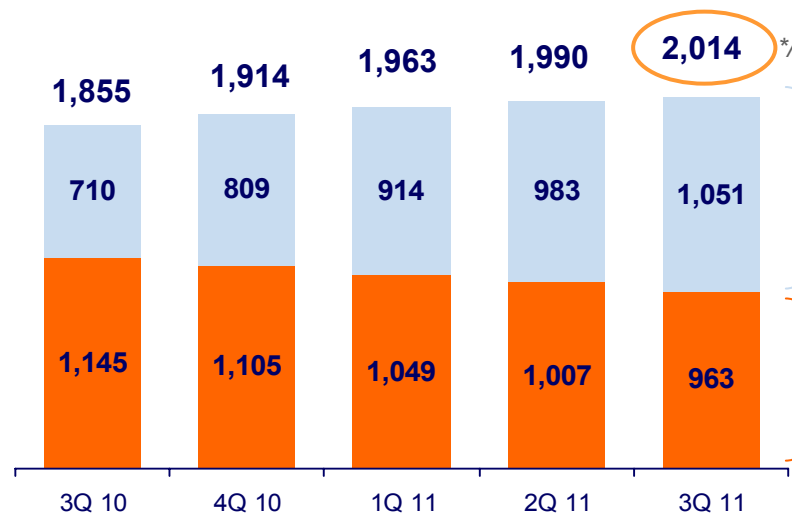


Change		
QoQ	YtD	YoY
+4,200	+5,600	+12,900
+20,400	+94,500	+145,800



*/ 22th of inactive current accounts of individual clients closed in 3Q 2011

- Direct Accounts
- Standard Accounts



52%	+68,600	+241,900	+340,500
48%	-44,000	-141,800	-181,800

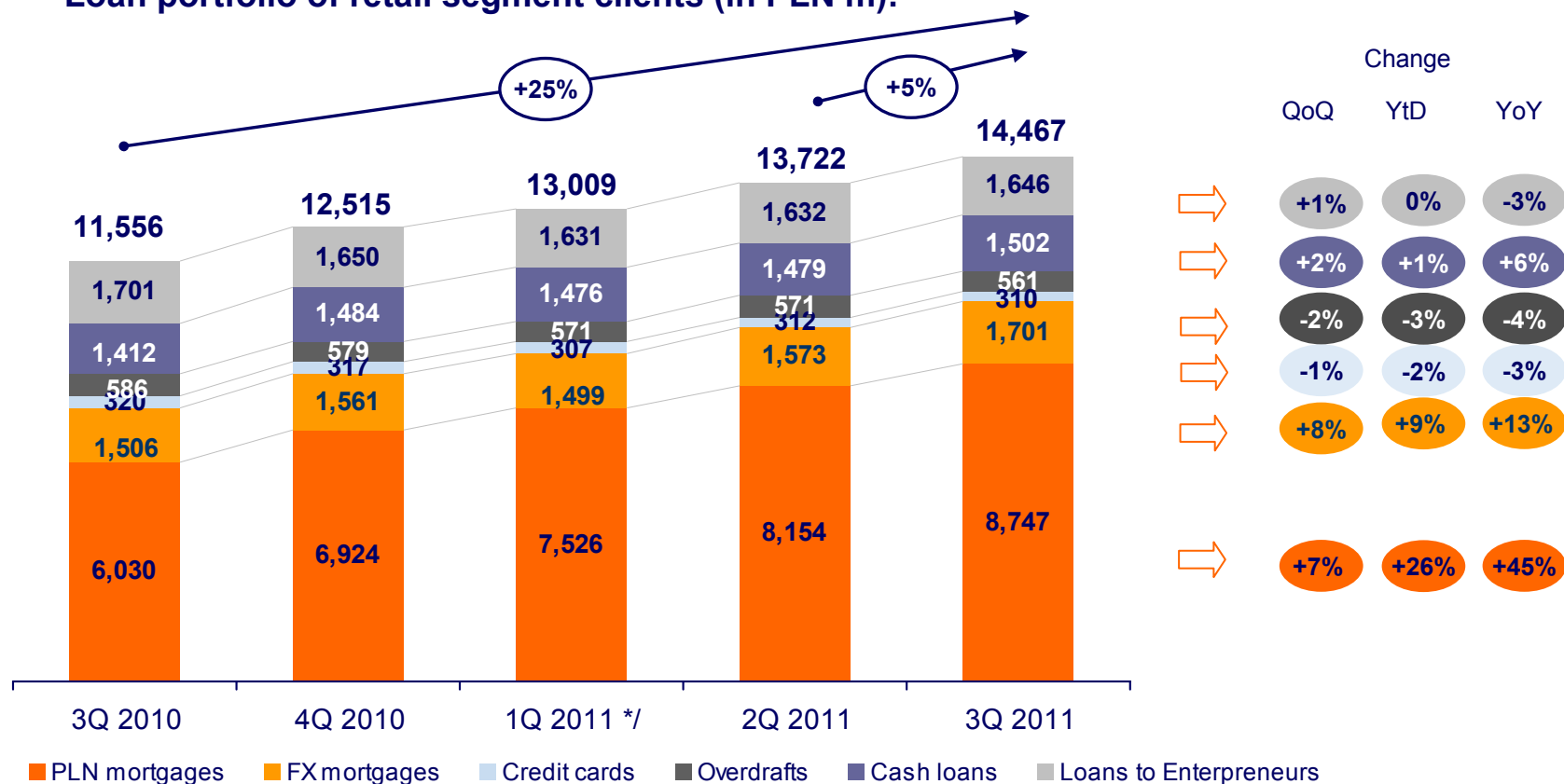
Note: PLN denominated current accounts



Loan portfolio of retail segment clients

constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m):



* / Re-segmentation effect

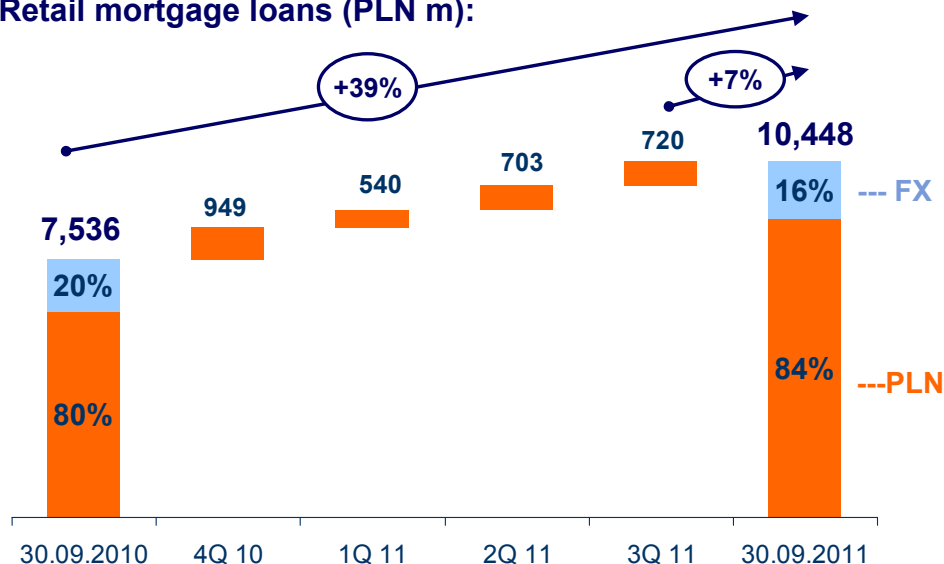
excluding ING Mortgage Bank.



Mortgage loans

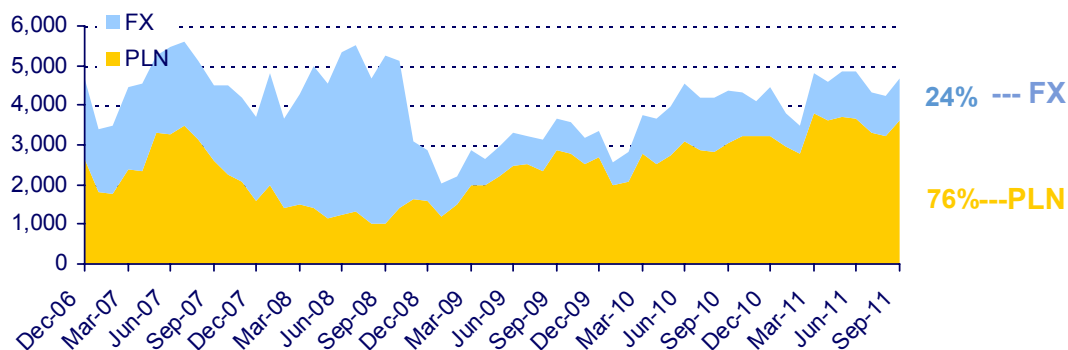
Over PLN 10 billion of mortgage loans

Retail mortgage loans (PLN m):



Excluding ING Bank Hipoteczny (ING Mortgage Bank). Including loans collateralised by mortgage.

Banking sector: monthly sales of retail mortgages (PLN m):



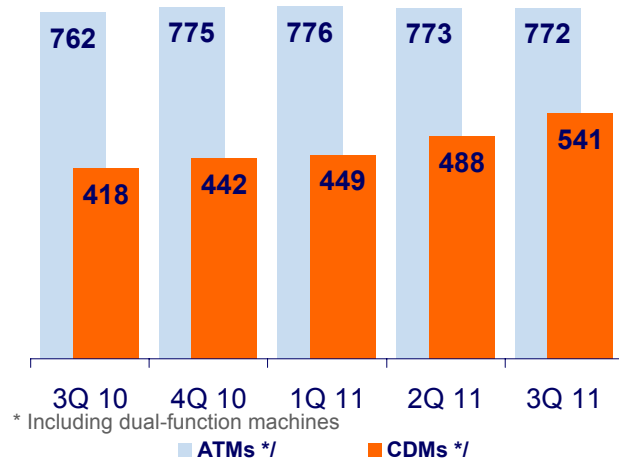
- **PLN 2.9 bn** y/y of volume growth in retail mortgage product
- **8.8%** market share in PLN mortgage loans' sales in 2011, 4th position on the market. The market share in total mortgage sales is 6.8%, 5th on the market. The amount of 2011 mortgage production is PLN 2.7 bn, 3Q11 PLN 893 m.
- **6.0%** share in PLN market housing loans volume, 2.8% in total housing loans market (as of Sept-end 2011)
- The Bank continues its policy of not selling FX denominated mortgage loans.



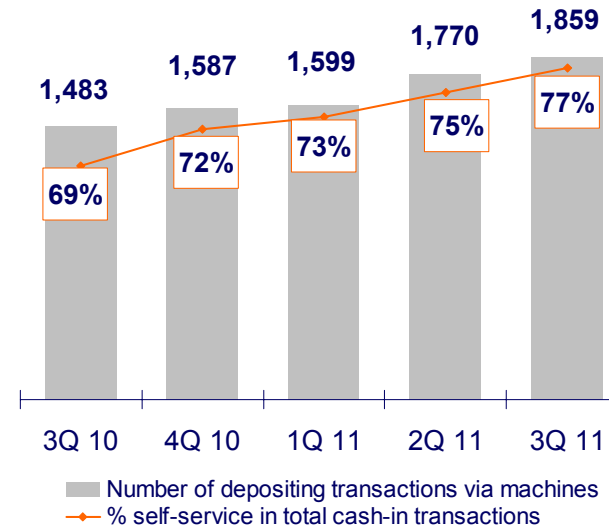
Distribution and service network

enhanced access to banking services

Number of own ATMs and CDMs:



Number of self-service cash-in transactions (th):



- **441 branches and 418 self-banking areas**
- **177 dual-function machines**, 59 installed in 3Q2011, 100 in 2011 (cash-in and cash-out functions)
- **77%** of cash-in transactions are executed automatically
- All ATMs in Poland (**16 thousand ATMs**) available free of charge for ING Direct Current Account customers since 29 April 2010 (since November 2010 also for Small Business clients)
- 26 branches in the new outfit
- Mobile banking



Corporate Banking

Corporate Banking

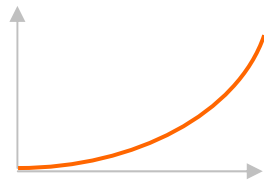
Growth in volumes

- **PLN 22.7 bn** of corporate lending → **+17% y/y** and **+7% q/q**
- **PLN 17.4 bn** of corporate deposits → **10% growth y/y** and **+7% q/q**
- **27.1 th** of corporate clients
- ING Business Direct and ING Direct Business Credit: new internet-based products well adopted by corporate clients
- Financing municipalities: **96 tenders won** value of agreements **PLN 680 m**
- **JST** biggest transactions in 3Q 2011: loan to Łódź (PLN 107.3 m), loan to śląskie voivodship (PLN 57.2 m), loan to lubuskie voivodship (PLN 35.2 m) and bond issue program for Chorzów (PLN 30 m)
- Comprehensive banking services to **12** biggest Polish cities (out of 50)
- **1st** position on the market in terms of short term debt securities issue in 2011, **25%** market share

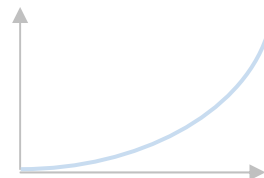
Cash Management

ING Business Direct

Launched in mid-2010



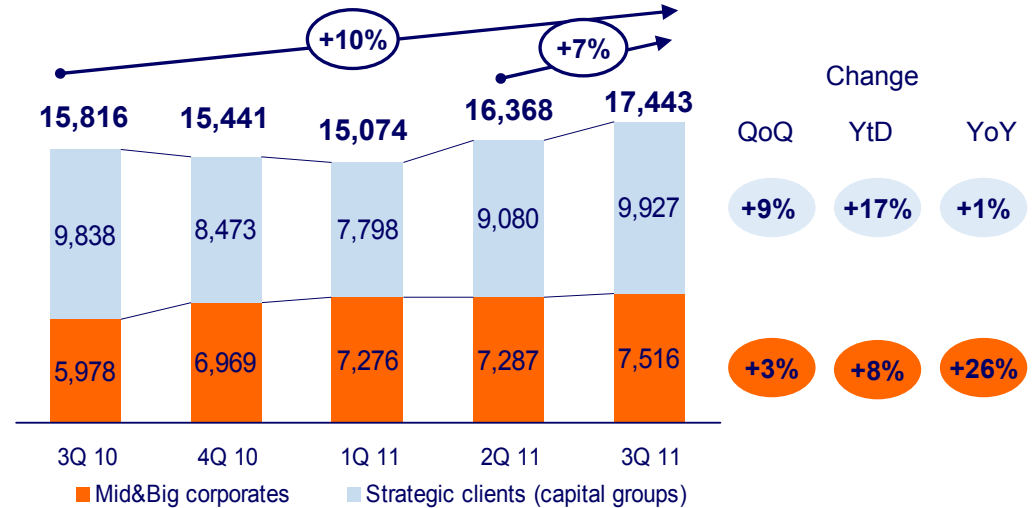
14 th customers



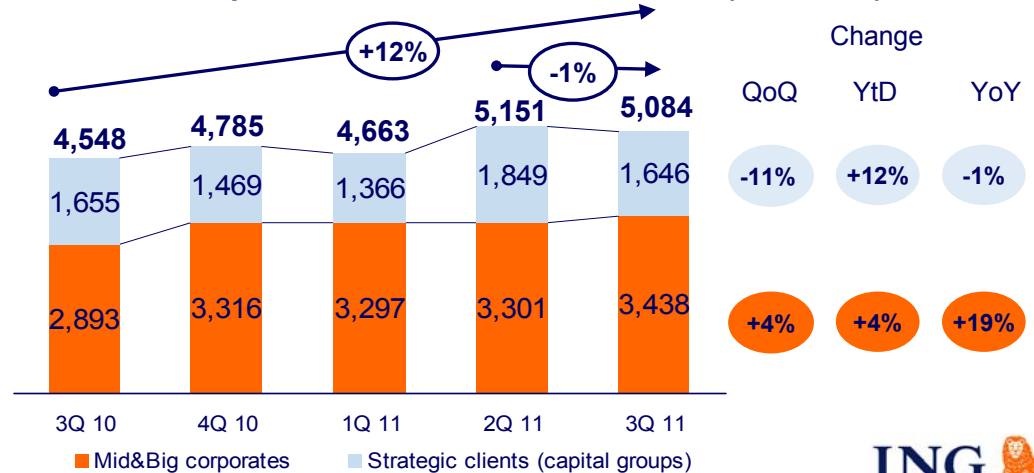
19 th accounts



Volume of corporate deposits (in PLN m)



Volume of corporate clients' current accounts (in PLN m)



Lending



Lunched in March 2011

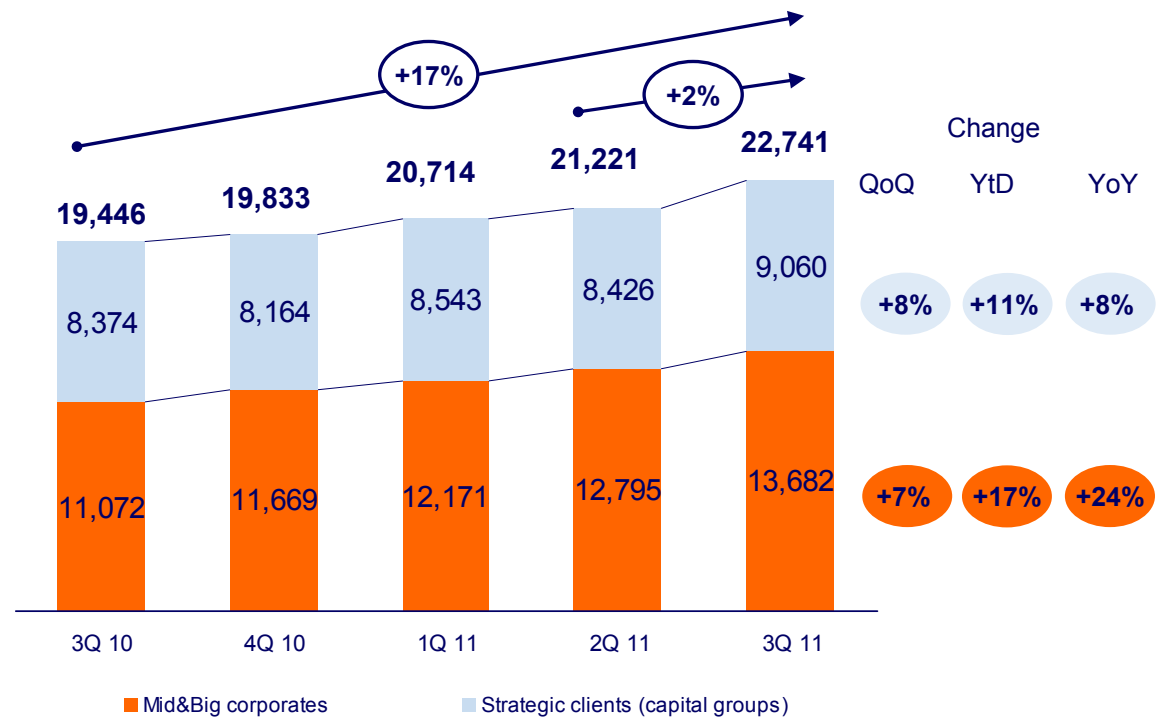
May 2011

Sept. 2011

0% → 33%

of non-paper credit applications
(including ING Business OnLine)

Volume of loans to corporate clients (in PLN million)

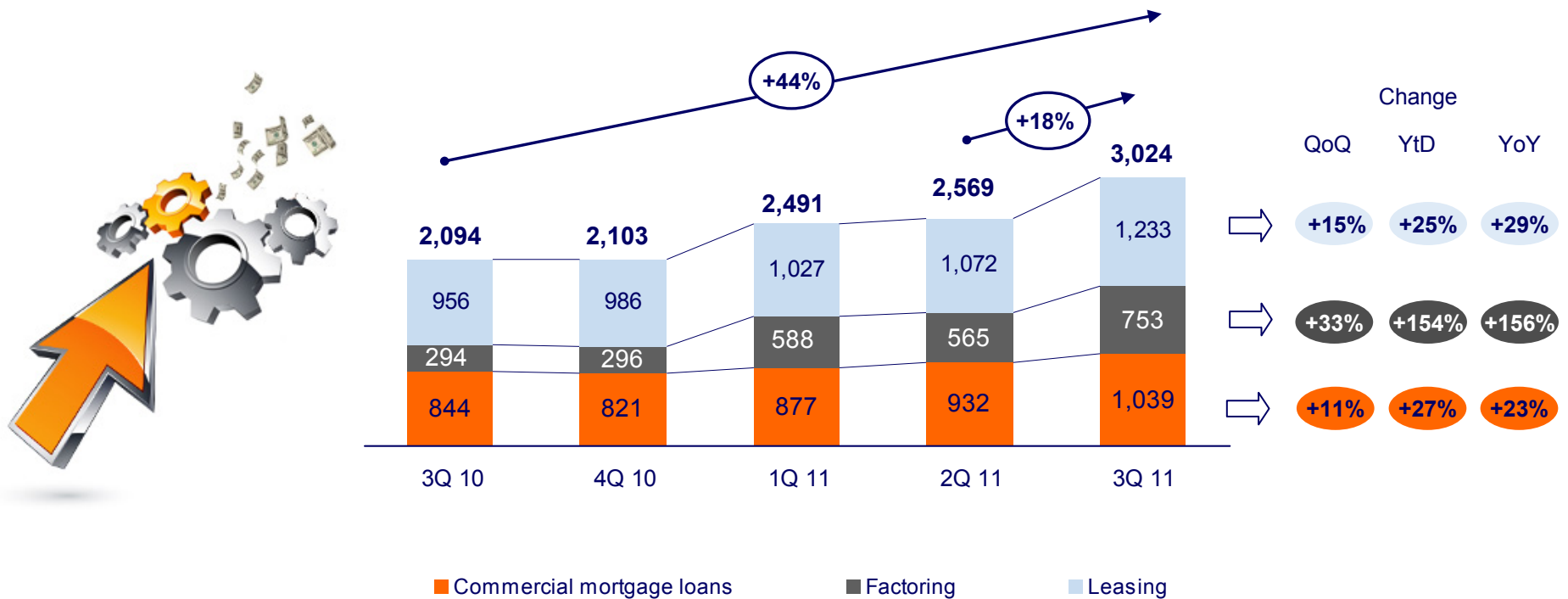


Including ABL lending



Asset Based Lending

Value of ABL agreement (in PLN million)



The largest deals of 2011



**OPERATOR GAZOCIĄGÓW
PRZESYŁOWYCH
GAZ-SYSTEM S.A.**

**Bond Issuance
Program**

PLN 1.7 bn

*Syndicated agreement
Arranger, Guarantor, Sub-Paying
Agent and Sub-Depository*

March 2011

[ING stake: PLN 300 m]

PKN ORLEN S.A.


**Multicurrency Revolving
Credit Facility**

EUR 2.6 bn

*Senior Mandated Lead
Arranger*

April 2011

[ING stake: EUR 250 m]




EUROCASH S.A.

**Long Term Facility
Working Capital facility**

PLN 1.1 bn

June 2011

[ING stake: PLN 550 m]



PGNiG S.A.

**Bond Issuance
Program Increase**

**Up to PLN 5 bn
From PLN 3 bn**

*Syndicated agreement
Arranger, Issue and Paying
Agent and Depository*

July 2011

[ING stake: up to PLN 917 m]



**PGE polska Grupa
Energetyczna S.A.**

**Bond Issuance
Program**

PLN 5 bn

*Syndicated agreement
Arranger, Dealer, Sub-Agent,
Sub-Paying Agent and Sub-Depository*

August 2011



Crédit Agricole Bank Polska

**Bond Issuance
Program**

PLN 2 bn

*Syndicated agreement
Arranger, Dealer and
Paying Agent*

August 2011



ING Securities

Major transactions of 2011:

 <p>Accelerated Global Tender</p> <p>PLN 430 m</p> <p>March 2011</p>	 <p>Accelerated Global Tender</p> <p>PLN 1.3 bn</p> <p>March 2011</p>	 <p>Right issue and dual-listing on WSE</p> <p>PLN 450 m</p> <p>April 2011</p>	 <p>IPO (on 4 May 2011)</p> <p>PLN 81 m</p> <p>April 2011</p>	 <p>Listed in London, Prague and Warsaw</p> <p>Share swap (NWR N.V./NWR Plc.)</p> <p>Market cap: PLN 11.7 bn</p> <p>Listing Agent in Poland</p> <p>April 2011</p>
 <p>Accelerated Global Tender</p> <p>PLN 3.2 bn</p> <p>June 2011</p>	 <p>Acquisition by Spartan Capital Holdings</p> <p>PLN 18.1 bn</p> <p><i>Advisor to PGE (~PLN 3.3 bn)</i></p> <p>June 2011</p>	<div style="background-color: orange; color: white; padding: 20px; text-align: center;"> <h1>#3</h1> </div> <div style="border: 2px solid orange; padding: 10px;"> <h2 style="color: orange;">Market position</h2> <p>Market share of 9.3%</p> <p>(the share in the value of shares traded on WSE in the period of Jan-Sept 2011)</p> </div>		
 <p>Accelerated Global Tender of rights' issues</p> <p>PLN 62 m</p> <p><i>On behalf of the Ministry of State Treasury</i></p> <p>July 2011</p>	 <p>Sale of Polish assets</p> <p>PLN 7.2 bn</p> <p>August 2011</p>			 <p>ING selected as one of book runners in the offering of PKO BP's shares</p> <p>July 2011</p>



-
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ING Bank Śląski financial performance in 3Q 2011

<i>PLN million</i>	3Q 2010	3Q 2011	change
Net interest income	410.2	477.4	+ 16.4%
Net commission income	255.6	261.4	+ 2.3%
Trading & other income	34.4	-13.2	n/a
Total income	700.2	725.6	+ 3.6%
Total expenses	407.7	422.0	+ 3.5%
Result before risk costs	292.5	303.6	+ 3.8%
Risk costs	55.1	27.1	- 50.8%
Profit before tax	237.4	276.5	+ 16.5%
Net profit	192.4	220.1	+ 14.4%
CAR	13.3%	12.6%	-0.7 p.p.
ROA (%)	1.1%	1.3%	+ 0.2 p.p.
ROE (%)	13.3%	14.7%	+ 1.4 p.p.
C/I Ratio (%)	58.2%	58.2%	-

Note:

- Net interest income – result on all interests' related items, including derivatives and hedging instruments
- Total income - including share in net profit (loss) of associated entities recognized under the equity method
- Net profit - net profit attributable to the shareholders of ING Bank Śląski S.A.
- ROA = sum of net profit of 4 consecutive quarters / average assets of 5 consecutive quarters
- ROE = sum of net profit of 4 consecutive quarters / average equity of 5 consecutive quarters
- Trading & other income comprises of: net income on instruments measured at fair value and revaluation, net income on investments, net income on hedge accounting and share in net profit (loss) of associated entities recognized under the equity method



ING Bank Śląski financial performance in 1-3Q 2011

<i>PLN million</i>	1-3Q 2010	1-3Q 2011	change
Net interest income	1,205.9	1,371.8	+ 13.8%
Net commission income	731.0	771.1	+ 5.5%
Trading & other income	100.1	65.6	- 34.5%
Total income	2,037.0	2,208.6	+ 8.4%
Total expenses	1,201.4	1,253.1	+ 4.3%
Result before risk costs	835.6	955.5	+ 14.3%
Risk costs	142.5	121.9	- 14.5%
Profit before tax	693.1	833.6	+ 20.3%
Net profit	561.4	666.5	+ 18.7%
CAR	13.3%	12.6%	-0.7 p.p.
ROA (%)	1.1%	1.3%	+ 0.2 p.p.
ROE (%)	13.3%	14.7%	+ 1.4 p.p.
C/I Ratio (%)	59.0%	56.7%	- 2.3 p.p.

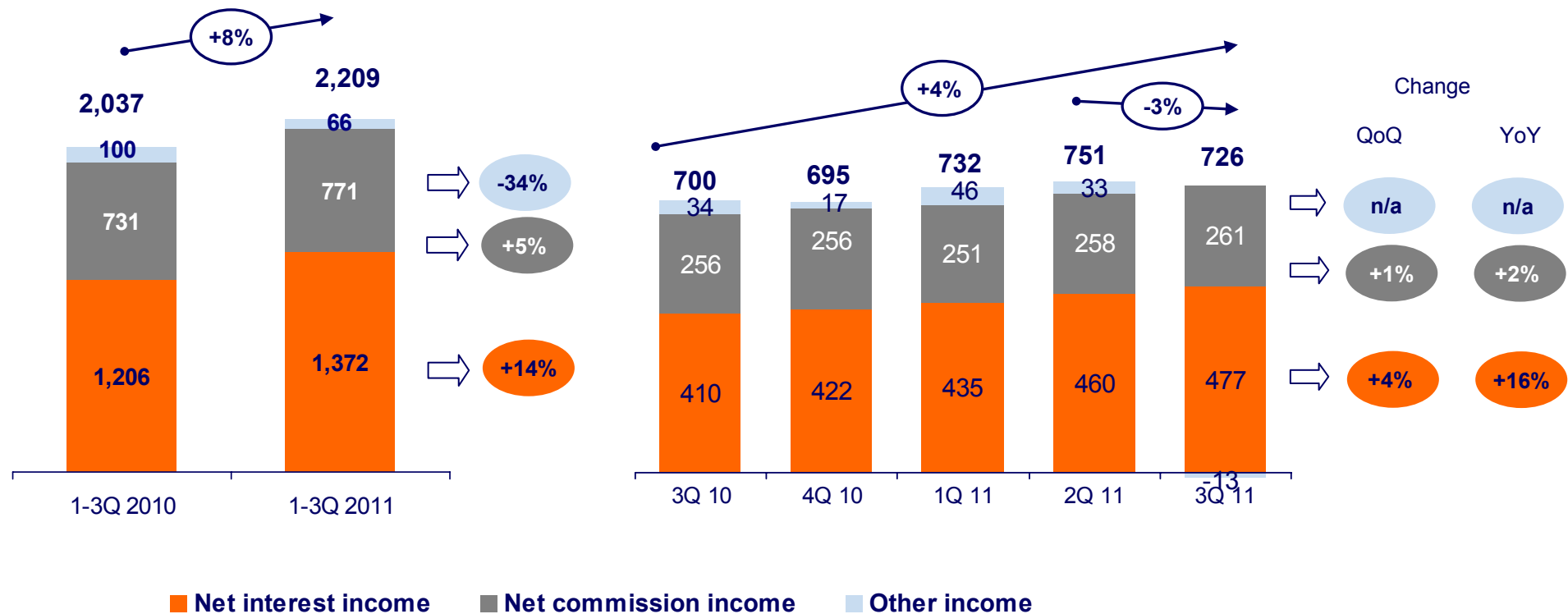
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- Trading & other income comprises of: net income on instruments measured at fair value and revaluation, net income on investments, net income on hedge accounting and share in net profit (loss) of associated entities recognized under the equity method



Revenue per category

Revenues per P&L category (PLN m)

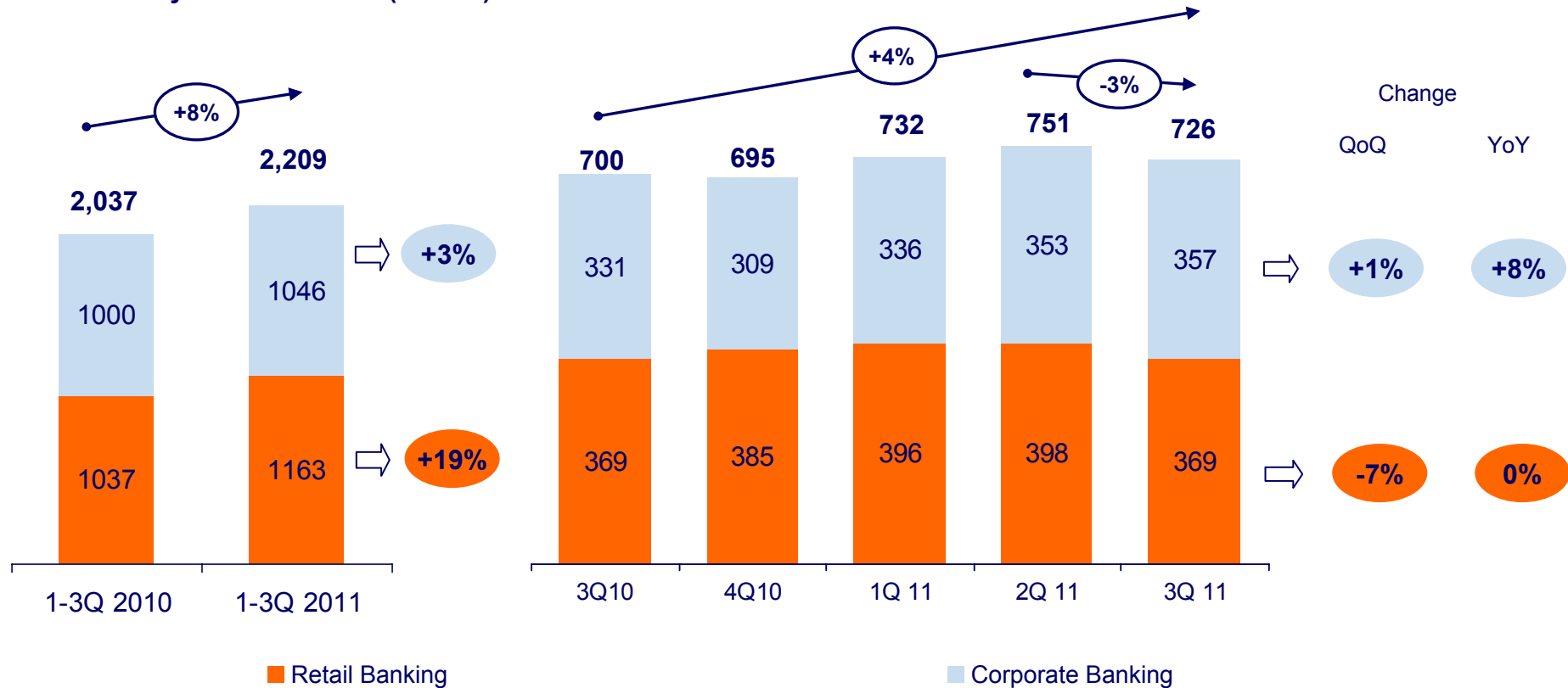


Note: Result on other income in 3Q 2011 includes PLN 26 m of charges due to the counterparty risk related to the clients' derivative products
 Other income includes share in net profit (loss) of associated entities recognized under the equity method



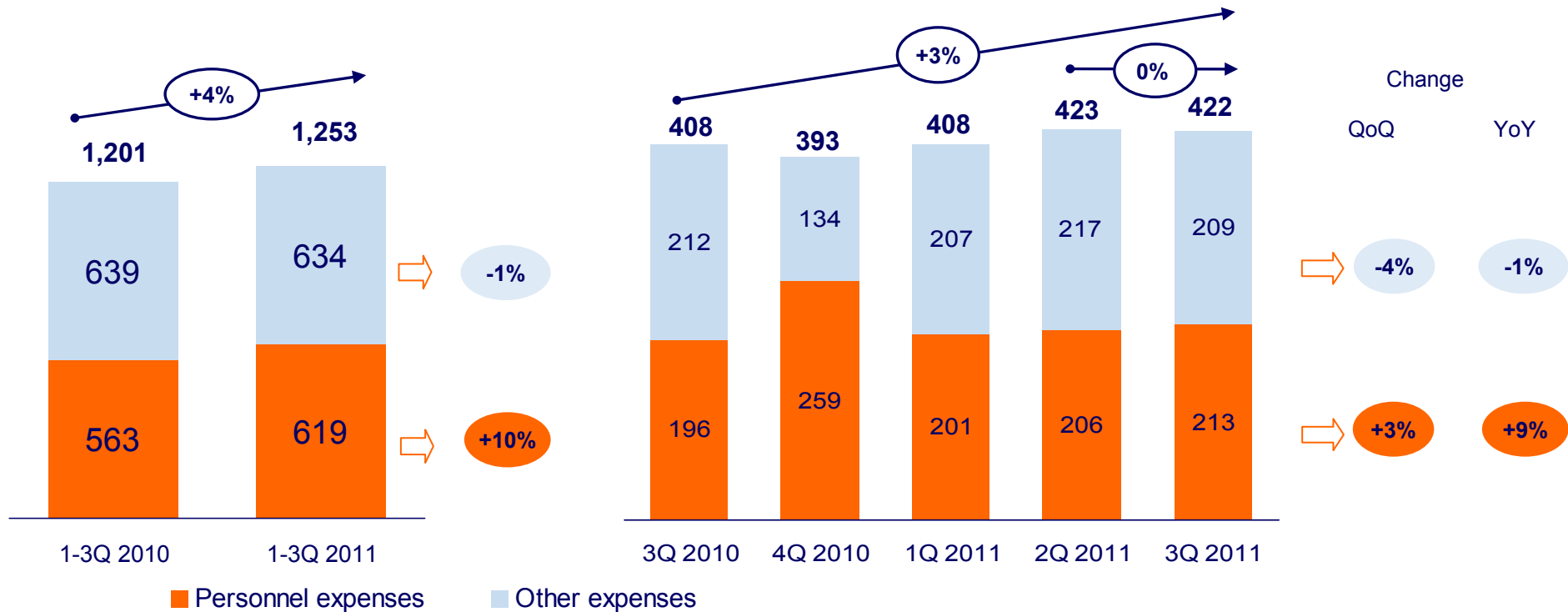
Revenue per business line

Revenues by business lines (PLN m)



Total expenses

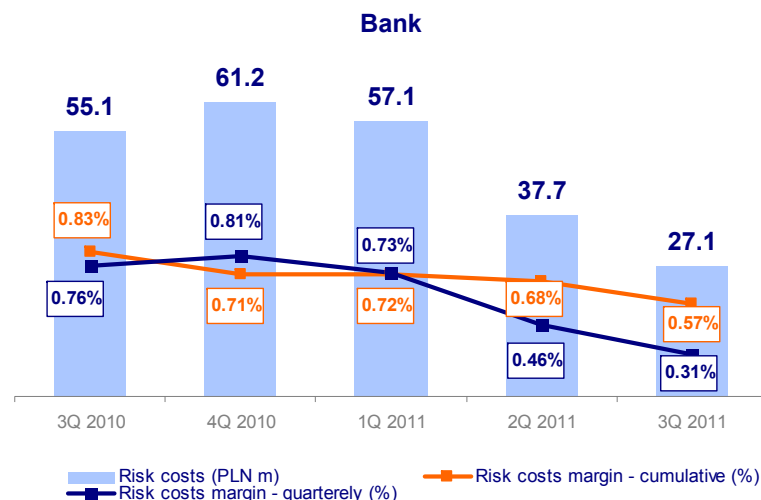
Total costs (PLN m)



Note: Costs including result on other operating income and expenses



Risk costs

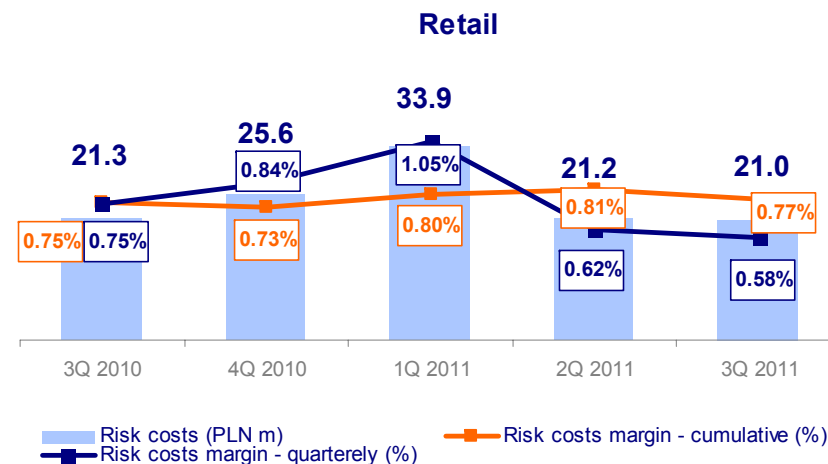
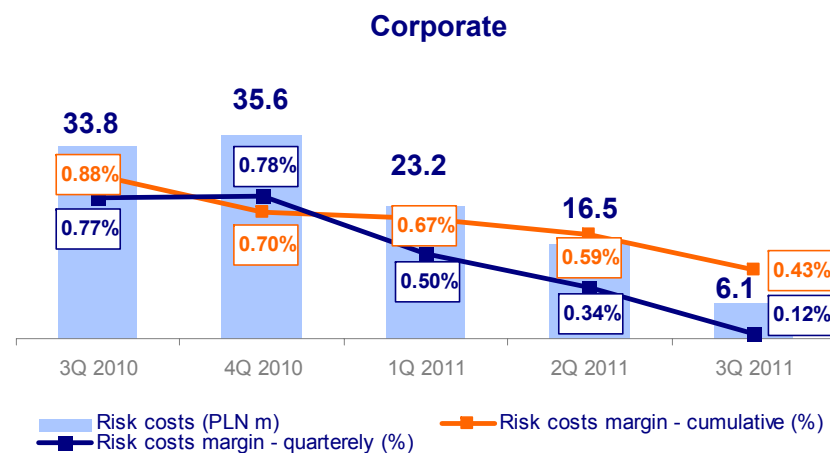


Definitions:

Risk costs margin:

- Cumulative = sum of risk costs of 4 consecutive quarters / average gross loans to customers of 5 consecutive quarters

- Quarterly = quarterly risk costs annualised (x4) / average gross loans to customers of a quarter

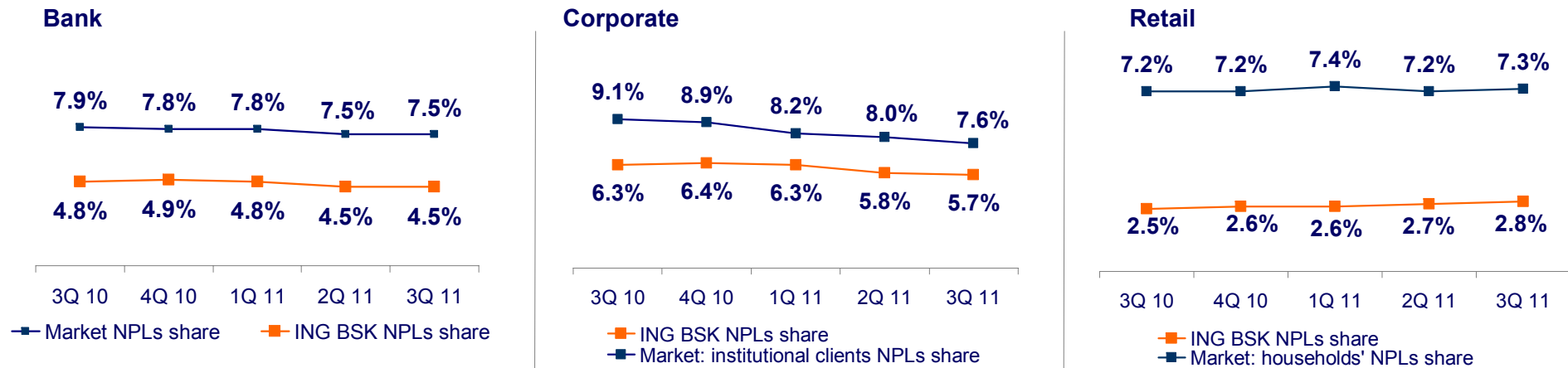


Note: In 3Q 2011 there was a release of the credit risk provision related to one of the corporate clients at the amount of PLN 26m;
 in 2Q 2011 there was a release on other corporate client at the amount of PLN 11.5 m



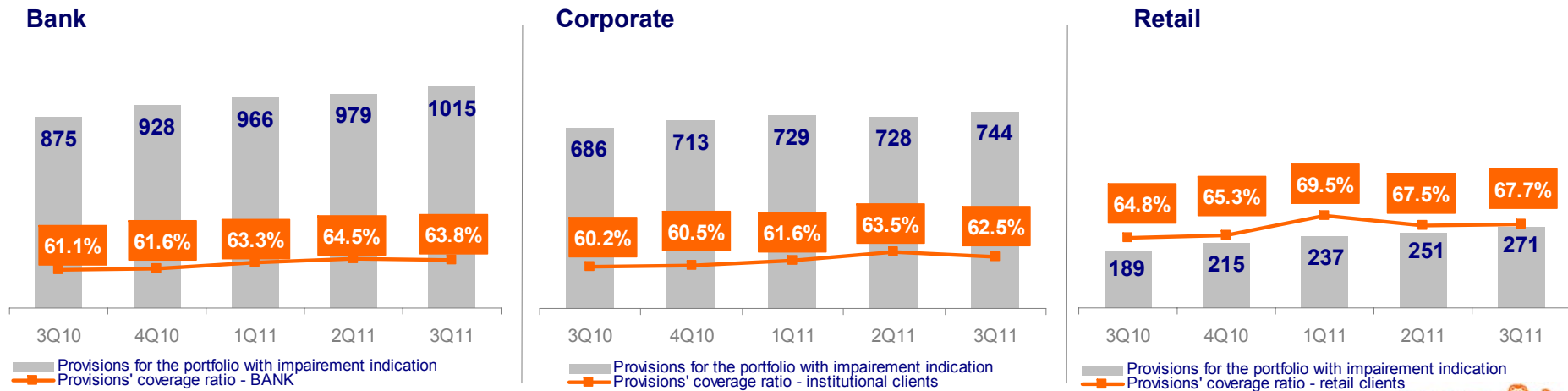
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio



Note: market ratio estimated based on NBP data

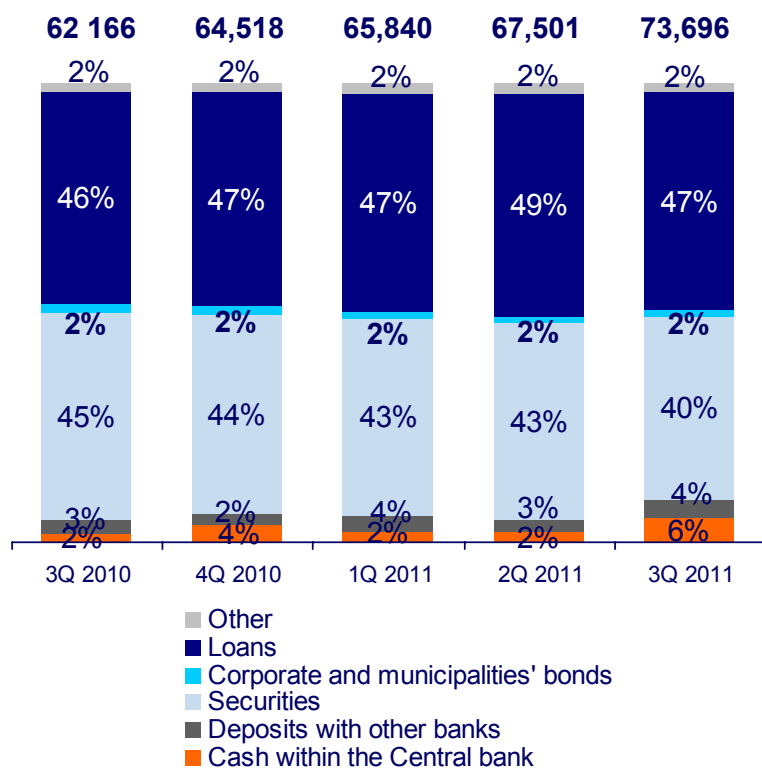
Impairment losses and provisions related to impaired portfolio (PLN m) and impaired portfolio coverage ratio (%)



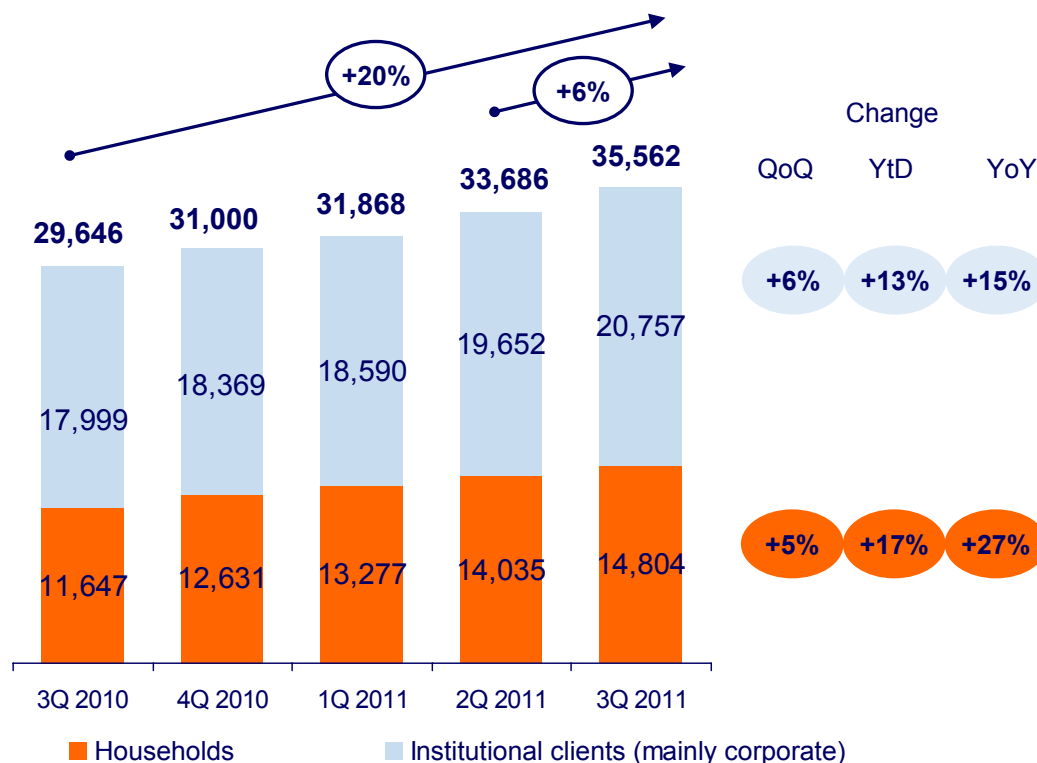
Bank assets

growing share of loans in assets total

Assets structure (PLN m)



Gross loans to non-bank sector (PLN m)



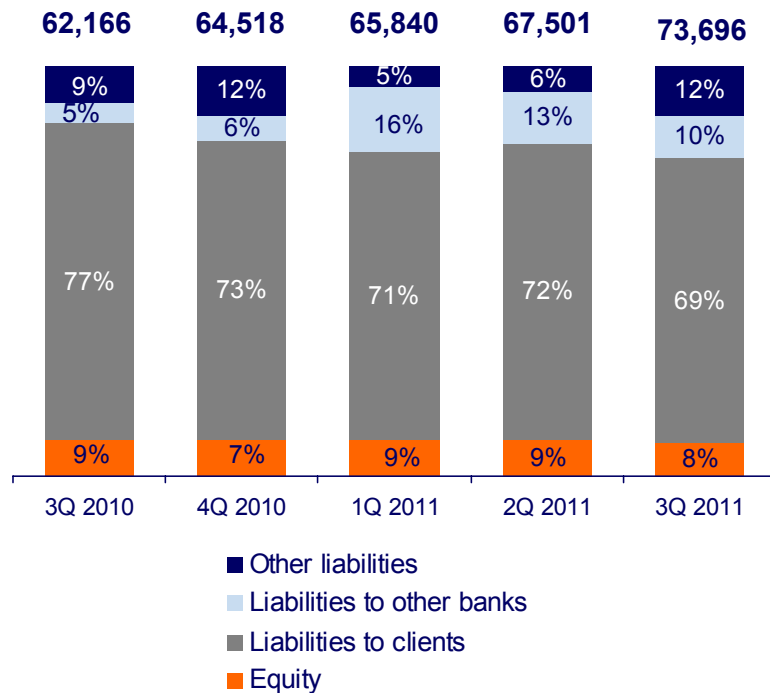
Note: loans and advances to customers do not include debt securities included in the consolidated statement of financial position (an equivalent of a former balance sheet statement) in the loans category. Such receivables have been included in securities portfolio.



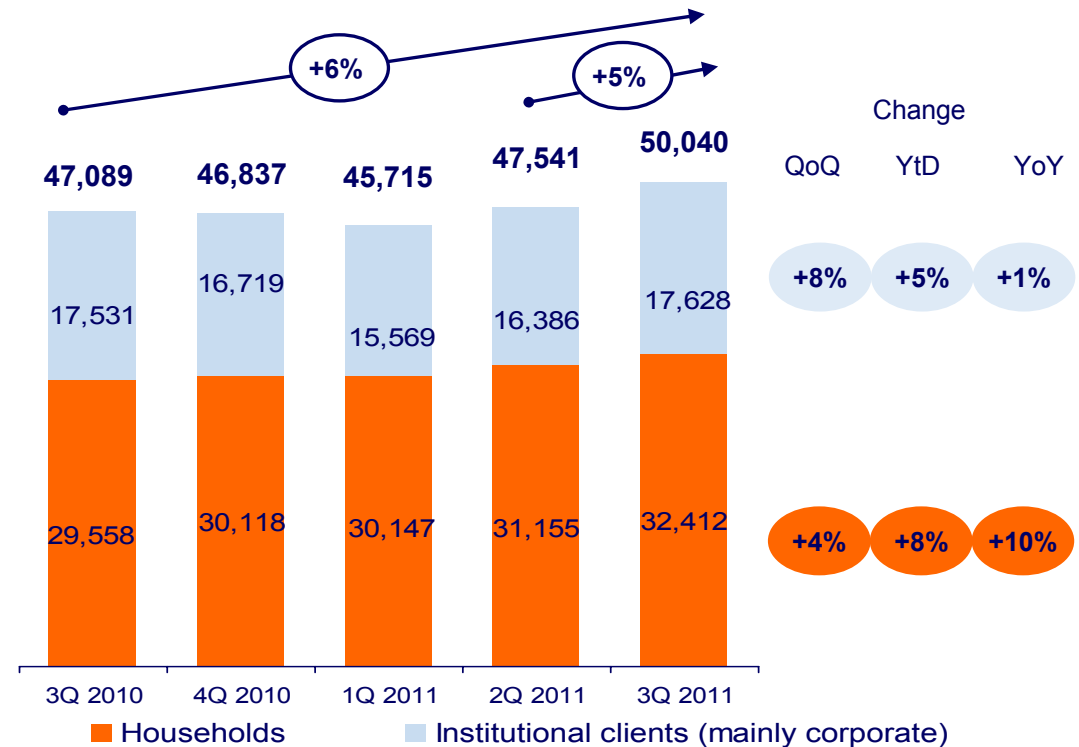
Bank liabilities

stable deposit base

Structure of liabilities

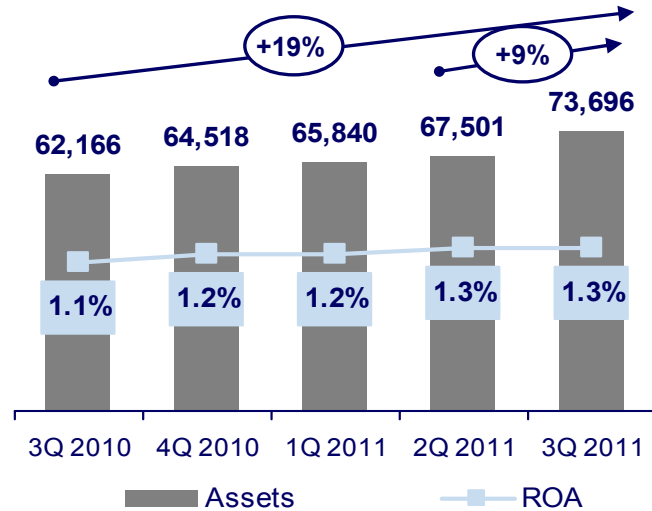


Non-bank sector deposits (PLN m)

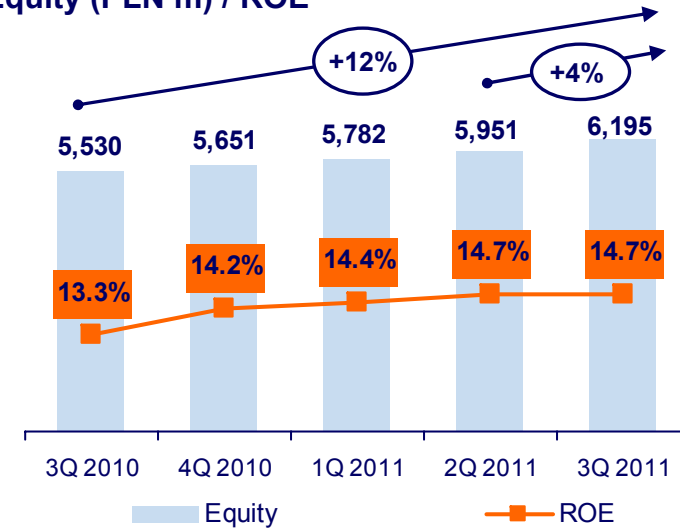


Assets, equity and profitability ratios

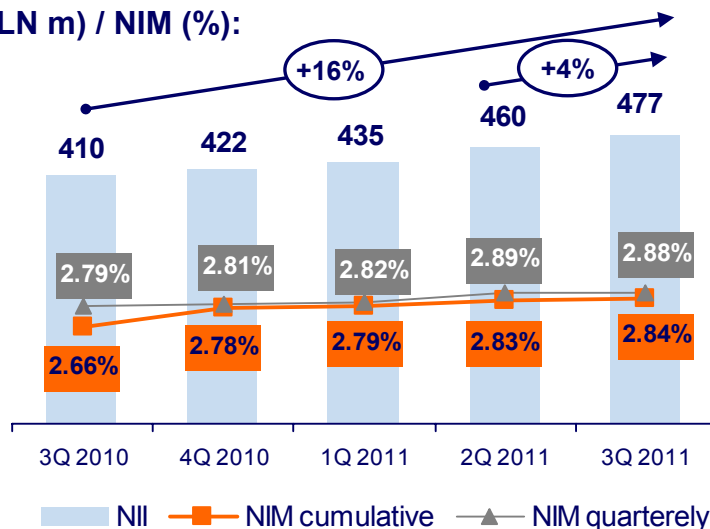
Assets (PLN m) / ROA



Equity (PLN m) / ROE



NII (PLN m) / NIM (%):



Definitions:

ROE = sum of net income of 4 consecutive quarters / average equity of 5 consecutive quarters

ROA = sum of net income of 4 consecutive quarters / average assets of 5 consecutive quarters

NII – adjusted (including swap points and interests from derivatives)

NIM annualized = sum of NII adjusted of 4 consecutive quarters / average interest bearing assets of 5 consecutive quarters

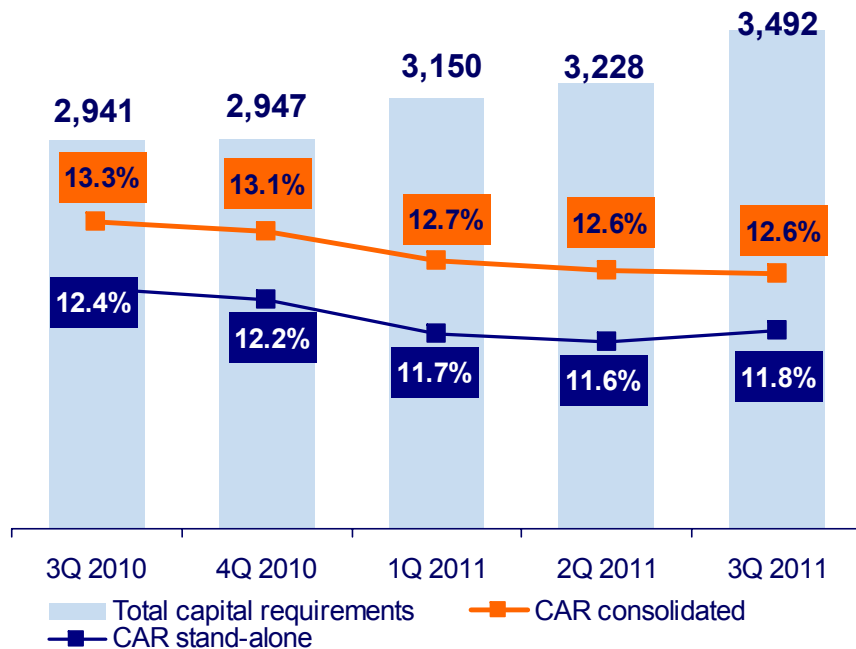
NIM quarterly = quarterly NII adjusted x4 / average interest bearing assets of a quarter



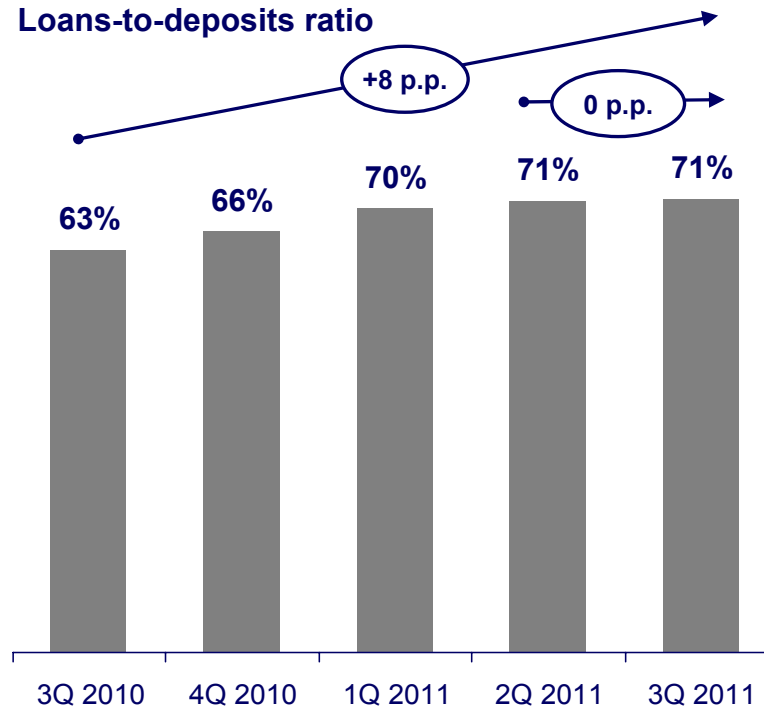
Capital Adequacy

- Good capital position for further lending growth
- L/D ratio at 71% → a 8 p.p. growth y/y due expanded lending
- As a result of merger with ING Bank Hipoteczny S.A. (mortgage bank), the stand-alone Capital Adequacy Ratio will be elevated and more equal to the consolidated ratio.

Capital adequacy ratio and the total capital requirements



Loans-to-deposits ratio



Appendix

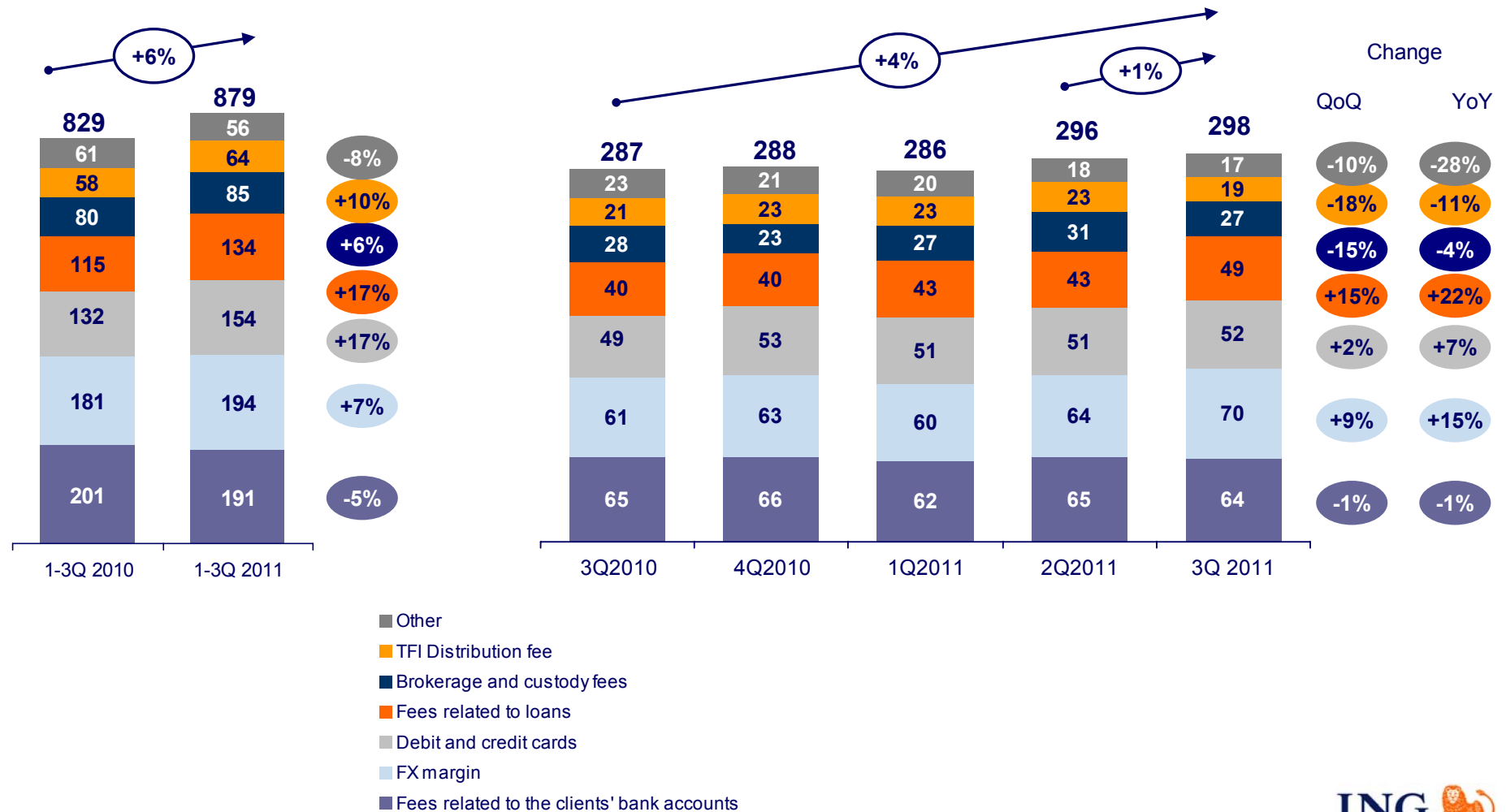
Quarterly P&L on comparative basis

Interim condensed consolidated financial statements	I quarter 2009	II quarter 2009	III quarter 2009	IV quarter 2009	I quarter 2010	II quarter 2010	III quarter 2010	IV quarter 2010	I quarter 2011	II quarter 2011	III quarter 2011
I. 5.1. Net interest income, of which:	310,955	359,031	378,022	354,486	390,427	405,248	410,221	421,691	434,901	459,541	477,395
Interest income, of which:	860,721	773,306	732,102	711,589	726,806	723,058	747,371	751,486	772,557	833,618	882,317
-Interest on loans and receivables to banks	66,629	38,979	31,167	32,192	24,219	29,924	21,663	23,460	26,340	29,825	30,210
-Interest on loans and receivables to customers	423,262	419,243	411,934	404,721	424,077	431,259	461,720	479,123	496,887	546,470	608,171
-Interest on debt securities	351,099	316,513	274,311	259,848	255,403	249,943	245,163	254,224	265,773	270,592	245,731
- Interest result on derivatives	19,665	-1,506	14,630	14,784	23,045	11,862	18,764	-5,399	-16,620	-13,410	-1,934
- other	66	77	60	44	62	70	61	78	177	141	139
Interest expenses, of which:	549,766	414,275	354,080	357,103	336,379	317,810	337,150	329,795	337,656	374,077	404,922
- interest on deposits from banks	97,712	52,298	18,371	16,629	18,564	18,647	19,357	34,684	41,972	48,928	44,265
- interest on deposits from customers	452,054	361,977	335,709	340,474	317,815	299,163	317,793	295,111	295,684	325,149	360,657
II. Net commission income	234,017	249,914	253,041	227,435	228,468	246,952	255,592	256,319	251,352	258,358	261,426
III. Result on trade operations and revaluation (incl investments and HA)	-5,699	57,866	57,529	11,686	25,625	10,571	17,261	14,168	28,724	14,514	-24,130
Net income on instruments measured at fair value through profit or loss and FX result	-23,910	43,571	58,799	19,521	28,482	22,814	24,399	1,808	26,756	11,532	-8,229
Net income on investments	296	8,307	5,461	-10,728	4,037	3,023	718	-5,604	18,227	6,143	7,754
Net income on hedge accounting	17,915	5,988	-6,731	2,893	-6,894	-15,266	-7,856	17,964	-16,259	-3,161	-23,655
IV. Net income on other basic activities	7,951	2,740	5,361	-24,133	6,330	4,990	6,467	-9,877	7,782	4,911	2,702
V. Share in net profit (loss) of associated entities recognised under the equity method	10,100	15,530	10,394	16,058	7,280	10,916	10,652	12,384	9,720	13,182	8,222
Income	557,324	685,081	704,347	585,532	658,130	678,677	700,193	694,685	732,479	750,506	725,615
Expenses	362,696	382,515	393,245	351,031	390,552	403,160	407,663	392,534	408,287	422,800	421,989
I. General and administrative expenses	361,659	383,799	393,037	349,261	394,104	403,450	395,339	390,027	408,748	419,781	421,904
II. Result on other operating income and expenses	-1,037	1,284	-208	-1,770	3,552	290	-12,324	-2,507	461	-3,019	-85
Risc costs	91,714	73,839	54,140	84,761	48,099	39,277	55,101	61,150	57,068	37,703	27,126
Profit (loss) before tax	102,914	228,727	256,962	149,740	219,479	236,240	237,429	241,001	267,124	290,003	276,500
Income tax	22,119	46,005	46,217	28,936	41,966	44,709	44,982	49,353	54,594	56,178	56,382
Net profit (loss), of which:	80,795	182,722	210,745	120,804	177,513	191,531	192,447	191,648	212,530	233,825	220,118
Net profit (loss) attributable to the shareholders of ING Bank Śląski S.A.	80,821	182,703	210,726	120,802	177,520	191,530	192,370	191,680	212,543	233,849	220,100
Net profit(loss) assigned to minority shareholders	-26	19	19	2	-7	1	77	-32	-13	-24	18
C/I (%)	65.1%	55.8%	55.8%	60.0%	59.3%	59.4%	58.2%	56.5%	55.7%	56.3%	58.2%



Fees and commissions income

Fees and commissions income by categories (PLN m)



Lending exposure by industries

Non-bank corporate banking portfolio - BS and Off-BS exposure (PLN th)

No	Industry	Exposure as of	
		30.09.2011	%
1	WHOLESALE TRADE	5,518,693	15.9%
2	FINANCIAL INTERMEDIATION	3,774,649	10.9%
3	PUBLIC ADMINISTRATION ADN NATIONAL DEFENSE	3,393,449	9.8%
4	CONSTRUCTION INDUSTRY	2,286,122	6.6%
5	POWER INDUSTRY	1,797,788	5.2%
6	RETAIL TRADE	1,776,034	5.1%
7	FOODSTAFF AND BEVERAGES PRODUCTION	1,493,876	4.3%
8	REMAINING SERVICES RELATED TO RUNNING BUSINESS	1,473,203	4.2%
9	REAL-ESTATE SERVICES	1,437,778	4.1%
10	READYMADE METAL GOODS PRODUCTION	857,420	2.5%
11	FUEL INDUSTRY	768,786	2.2%
12	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	733,492	2.1%
13	OTHER NON-METAL RAW GOODS PRODUCTION	718,124	2.1%
14	CHEMICALS AND CHEMICAL GOODS PRODUCTION	690,903	2.0%
15	ENGINEERING INDUSTRY	664,639	1.9%
16	RUBBER INDUSTRY	630,478	1.8%
17	METALS PRODUCTION	621,052	1.8%
18	POST AND TELECOMMUNICATION	542,696	1.6%
19	MEANS OF TRANSPORT PRODUCTION	485,118	1.4%
20	other	5,000,043	14.4%
Total		34,664,343	100.0%