

ING Bank Śląski S.A.

1H/2Q 2012 Financial Results

Warsaw – 8 August 2012

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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- 2** Business development
- 3** 1H/2Q 2012 financial results

Strategic targets of ING Bank Śląski

accomplishments in 1H/2Q 2012

Acquisition of new clients and increase of volumes:

- **PLN 54.4 bn** of deposits → +PLN 5.3 bn (+11%) y/y
- **PLN 36.7 bn** of retail clients deposits → +PLN 4 bn (+12%) y/y and +PLN 1.5 bn (+4%) q/q
- **3.14 m** retail clients → net increase by **115.5 th.** y/y
- **29.3 th** corporate clients

Increase in lending products sales:

- **PLN 45.7 bn** of loans to customers → **+PLN 10.7 bn** (+31%) y/y
- **PLN 29.9 bn** of corporate lending (incl. leasing & factoring) → **+PLN 8.6 bn** (+41%) y/y
- **PLN 15.8 bn** of retail lending → +PLN 2.1 bn (+15%) y/y
- **PLN 11.6 bn** of retail mortgage loans → **+PLN 1.8 bn** (+19%) y/y; 7% market share in PLN retail mortgage loans sales in 1H 2012

Maintaining high quality of customer service:

- 780 own ATMs and 626 CDMs, including **269** dual-function machines installed
- 437 branches, all with self-banking areas
- 78% of self-service depositing transactions (via CDMs)
- ING Mobile Banking – 64 th downloads

Development of simple and honest product offer:

- **Over 2.1 million** of Current Accounts, **59%** are **Direct Current Account**
- Savings offers: „**Welcome rate**” and „**Bonus for new funds**”
- „**Package PLN 5000**” – consumer loans’ campaign (18 March – 31 May 2012) → +24% growth in sales (1H12 vs. 1H11)
- **Finansometr** (Personal Finance Management) – launch on 19 March 2012

Translation of business activities into Bank's financial results:

- **PLN 1,638 m** of total income in 1H2012 → +10% y/y
- **PLN 720 m** of result before risk costs in 1H2012 → +10% y/y
- **PLN 439 m** of net profit in 1H2012 → -2% y/y
- **L/D ratio** at the level of **80%** → +9 p.p. y/y

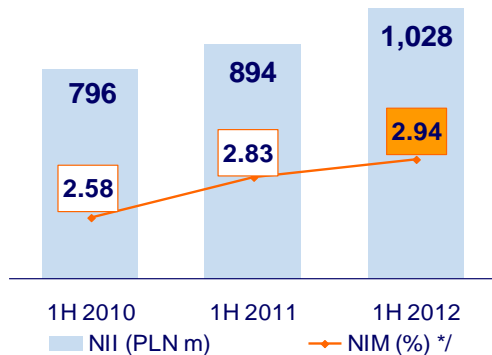
Major business results of the Bank

Bank's business volumes

<i>in PLN million</i>	30.06.11	30.09.11	31.12.11	31.03.12	30.06.12	Change QoQ	Change YtD	Change YoY	Diff QoQ	Diff YtD	Diff YoY
Total deposits	49,151	51,502	53,792	52,901	54,428	3%	1%	11%	1,526	635	5,276
Retail clients deposits	32,751	34,033	35,235	35,197	36,742	4%	4%	12%	1,545	1,508	3,991
Corporate clients deposits	16,400	17,469	18,558	17,704	17,685	0%	-5%	8%	-19	-873	1,285
Total funds entrusted by retail clients	38,739	38,871	39,686	40,149	40,971	2%	3%	6%	821	1,285	2,232
TFI assets distributed by ING Bank Śląski S.A.	5,988	4,838	4,451	4,952	4,228	-15%	-5%	-29%	-724	-223	-1,759
Total loans	34,975	37,239	39,331	44,662	45,677	2%	16%	31%	1,015	6,346	10,702
Loans to retail clients	13,754	14,498	14,964	15,258	15,806	4%	6%	15%	548	842	2,052
Mortgage loans volume	9,759	10,479	11,020	11,223	11,593	3%	5%	19%	370	574	1,834
Loans to corporate clients incl. leasing and factoring	21,221	22,741	24,367	29,404	29,871	2%	23%	41%	466	5,503	8,650

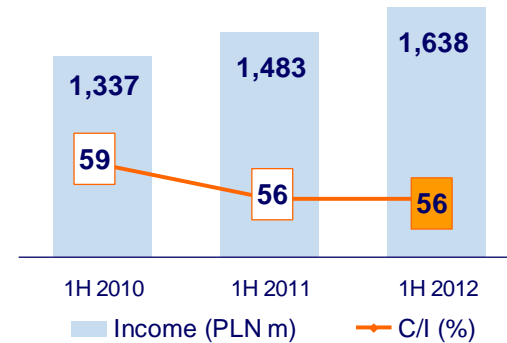
Growing efficiency

Net interest margin

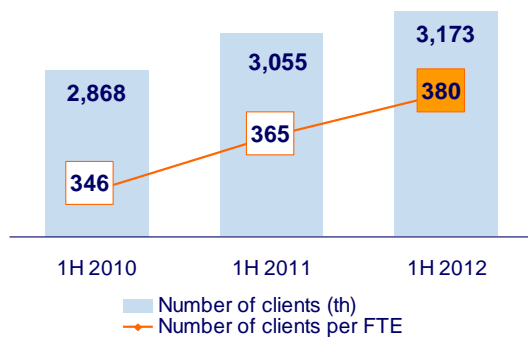


*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

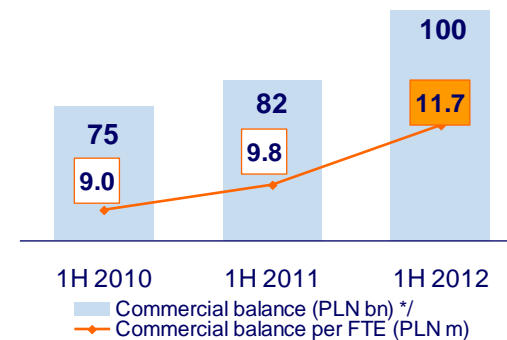
Income and cost effectiveness



No. of clients per employee



Commercial balances per employee */



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



ING Bank Śląski financial performance

PLN million	1H 2011	1H 2012	change
Total income	1,483.0	1,638.2	+ 10%
Total expenses	831.1	917.8	+ 10%
Result before risk costs	651.9	720.4	+ 11%
Risk costs	94.8	195.5	+ 106%
Profit before tax	557.1	524.9	- 6%
Net profit	446.4	439.1	- 2%
CAR */	12.6%	13.0%	+ 0.4 p.p.
ROA (%)	1.3%	1.2%	- 0.1 p.p.
ROE (%)	14.7%	13.5%	- 1.2 p.p.
C/I Ratio (%)	56.0%	56.0%	0 p.p.

	2Q 2011	2Q 2012	change
Total income	750.4	792.5	+ 6%
Total expenses	422.7	454.0	+ 7%
Result before risk costs	327.7	338.5	+ 3%
Risk costs	37.7	131.2	+ 248%
Profit before tax	290.0	207.3	- 29%
Net profit	233.9	167.6	- 28%
C/I Ratio (%)	56.3%	57.3%	+ 1.0 p.p.

*/ CAR According to Financial Supervision Authority definition

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

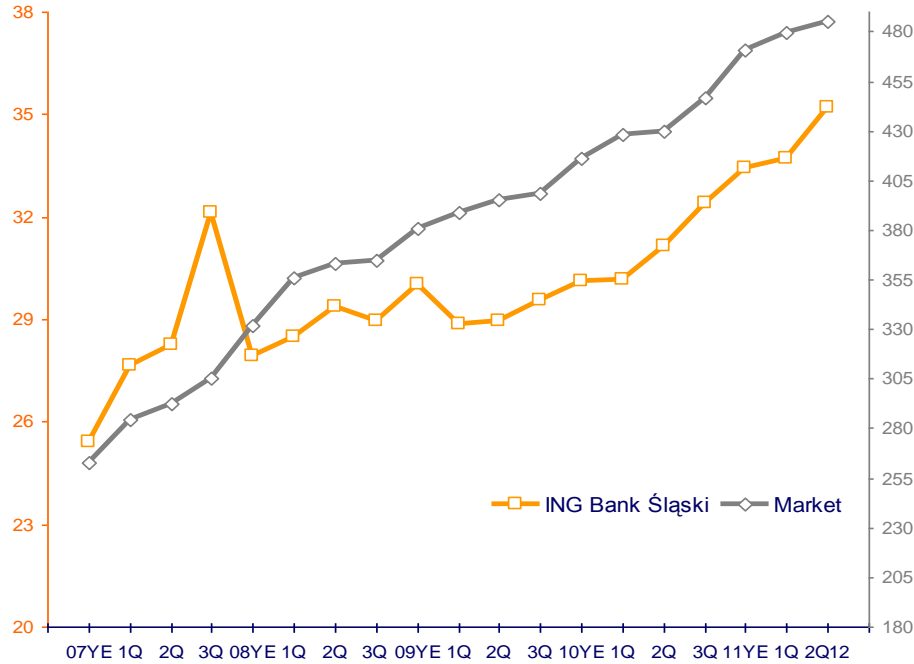


Market position of ING Bank Śląski

households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

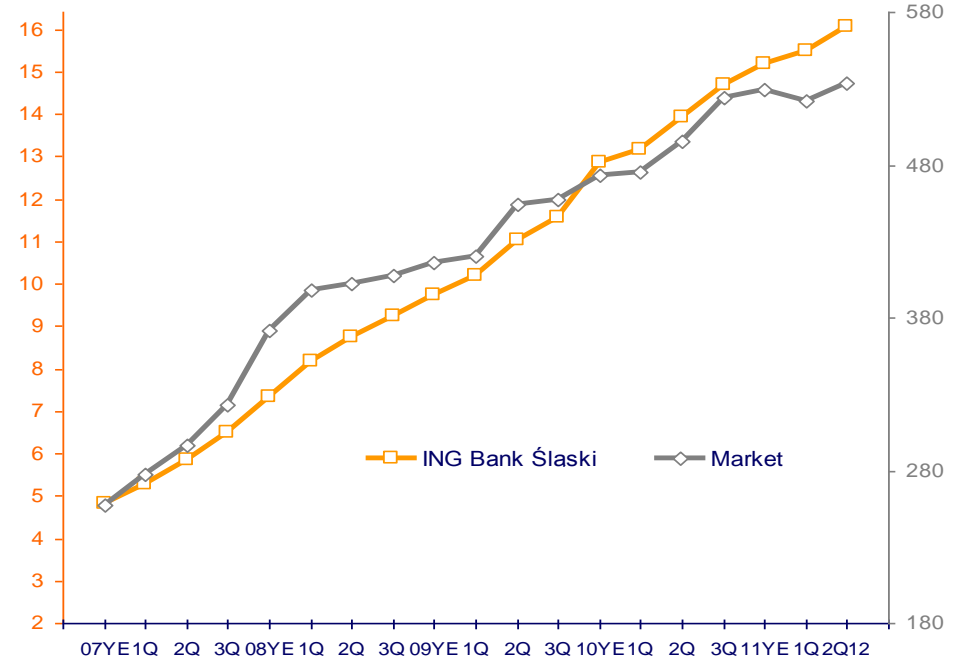


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q12
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	7.10	7.03	7.25

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	2Q12
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	2.89	2.99	3.03

Note: Market data according to NBP file for banking sector, including interests
ING BS data – consolidated, deposits and gross loans (excluding other liabilities and receivables)

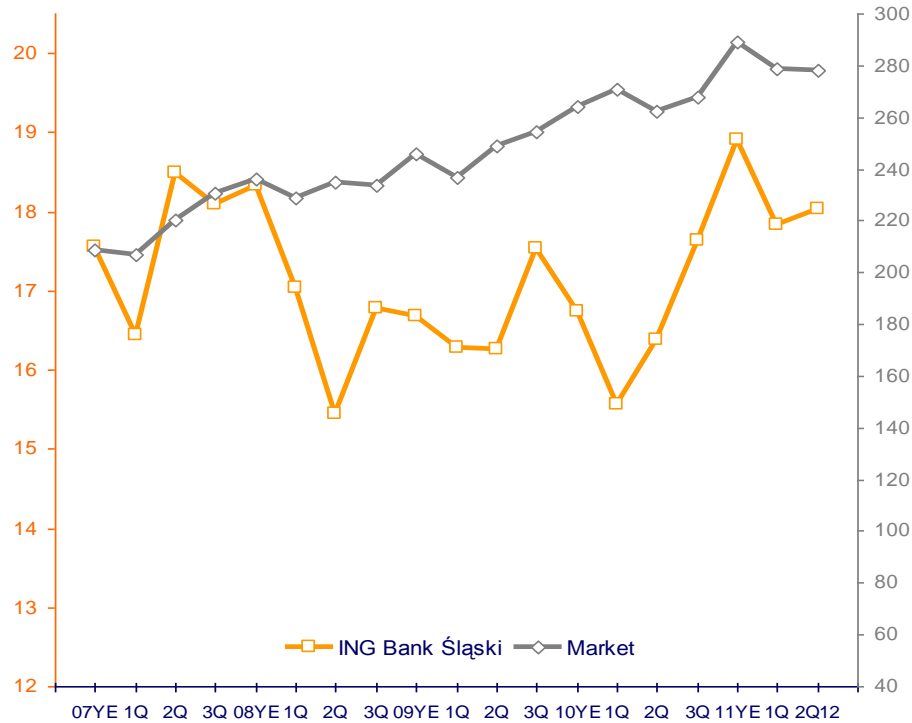


Market position of ING Bank Śląski

corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

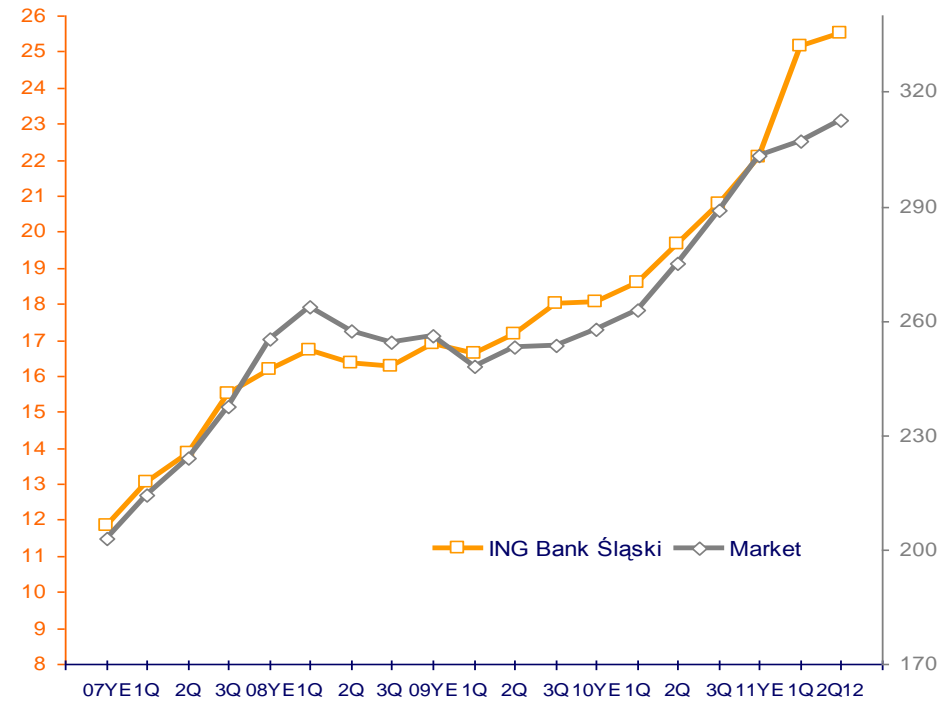


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	12
8.43	7.96	8.39	7.85	7.77	7.44	6.58	7.18	6.80	6.88	6.53	6.89	6.33	5.75	6.24	6.59	6.54	6.41	6.49	

Volumes and share in the corporate loans market

Corporate 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	12
5.84	6.09	6.19	6.52	6.34	6.34	6.34	6.39	6.60	6.70	6.79	7.10	7.13	7.08	7.22	7.18	7.28	8.19	8.16	

Note: Market data according to NBP file for banking sector, including interests

ING BS data – consolidated, deposits and gross loans + internal financing of leasing & factoring companies (for comparability purposes)



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Retail Banking

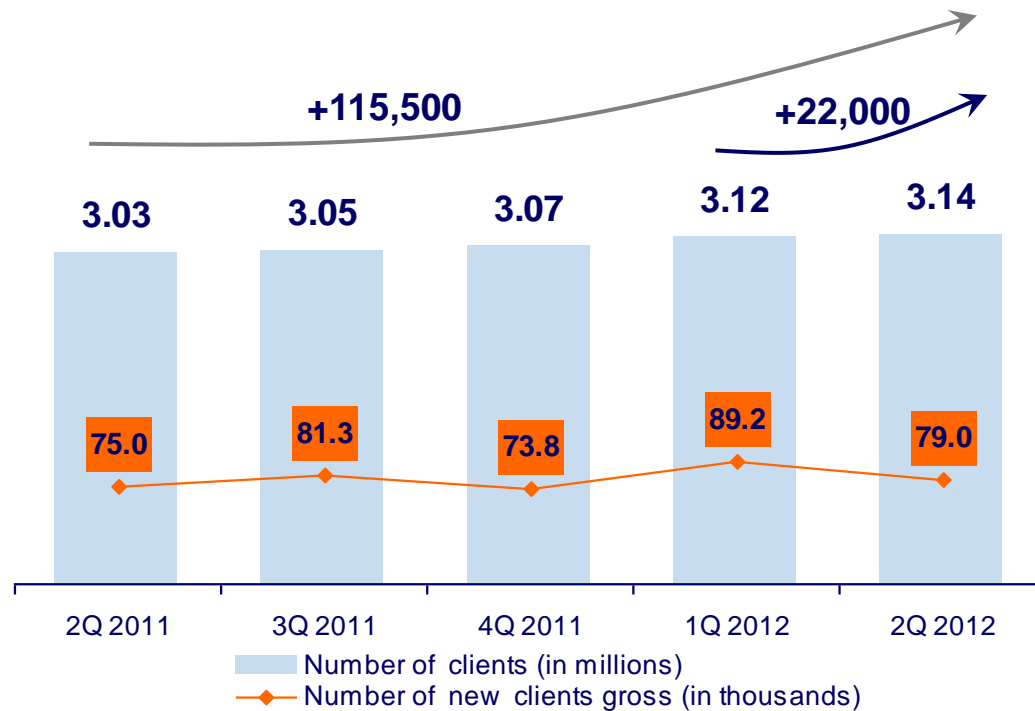
Increase in core products' sales

- **3.14 m** of retail clients number → 168 th of new clients acquired in 1H 2012
- **PLN 15.8 bn** of retail lending → **+PLN 2.1 bn (+15%) y/y** and +PLN 550 m (+4%) q/q
- **PLN 11.6 bn** of mortgage loans portfolio → **+PLN 1.8 bn (+19%) y/y** and +PLN 370 m (+3%) q/q
- **7%** market share in new production of PLN mortgage loans in 1H 2012
- Cash loans sales → PLN 555 m of cash loans sold to individual clients in 1H 2012, +62% growth in sales in 2Q vs. 1Q 2012 („Package PLN 5000” campaign)
- **PLN 36.7 bn** of retail clients deposits → +PLN 4 bn (+12%) y/y and +PLN 1.5 bn (+4%) q/q
- Over 2.1m of retail current accounts; 59% of Direct Current Accounts
- 78% of self-service cash depositing transactions
- ING Mobile Banking – 64 th downloads

Client base

3.14 million of retail clients

Number of retail clients



Funds entrusted

stable funding base

"Welcome rate"

- Since 28 May 2012
- Promotional interests for 6 months on OKO and OKO Direct saving accounts

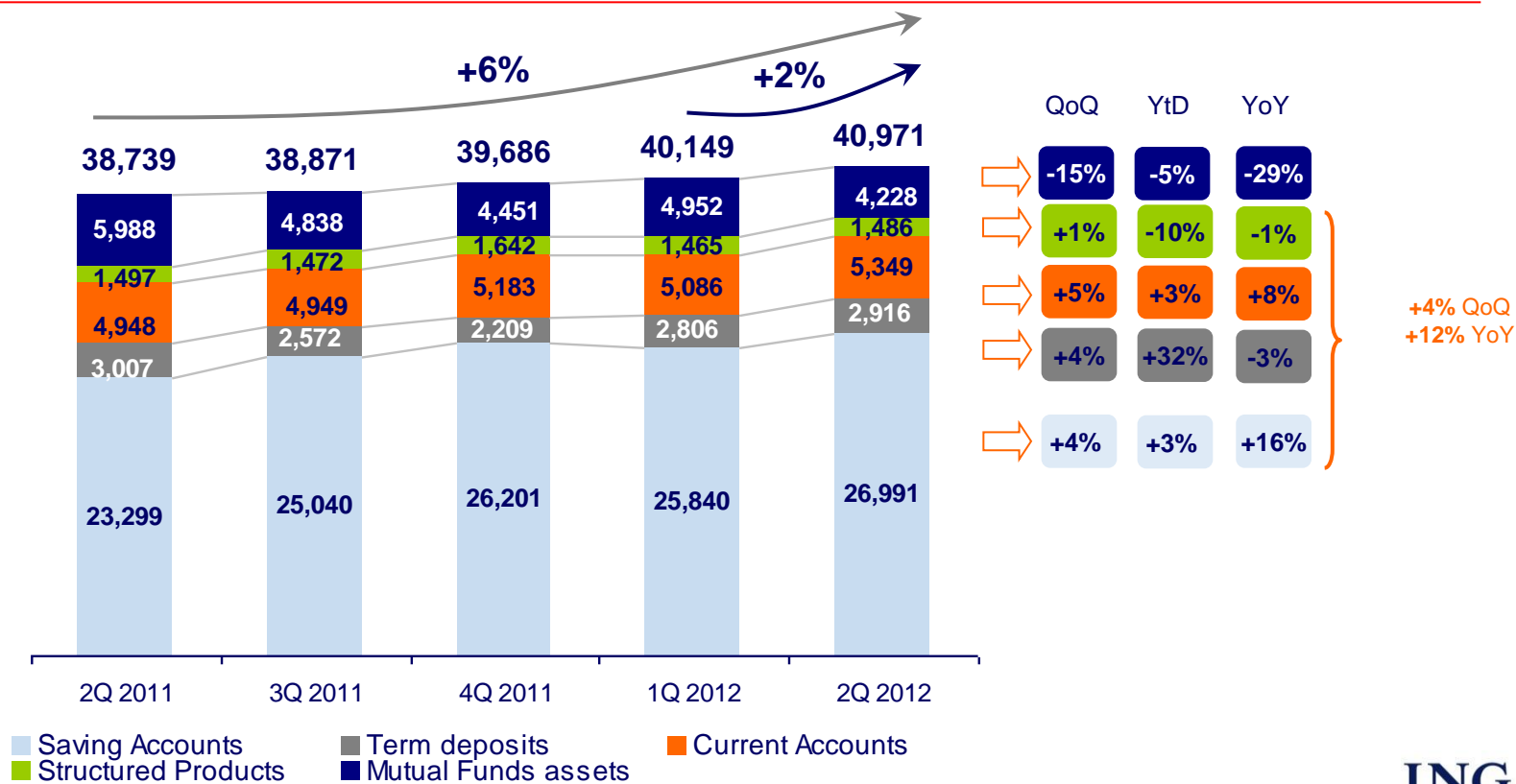
5,5%



"Bonus for new funds"

- Promotional interests for new funds on OKO and OKO Direct saving accounts until 14 September 2012

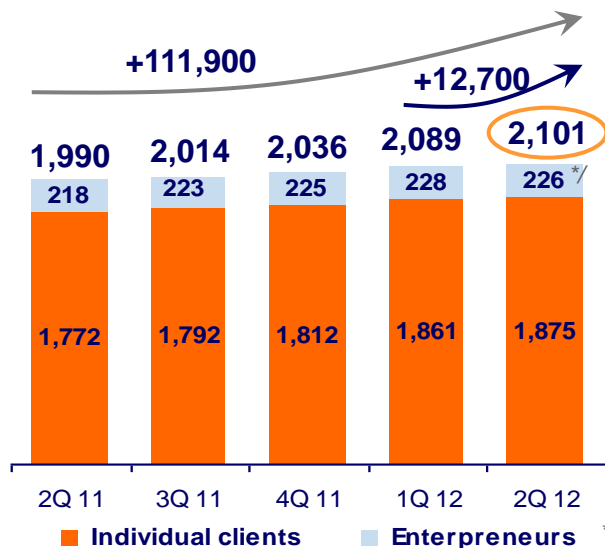
Portfolio of funds entrusted by retail clients (in PLN million)



Current accounts

over 2.1 million of Current Accounts, 59% of Direct Accounts

Number of retail clients current accounts (in thousands)



* / 5,150 inactive entrepreneurs' accounts closed in April 2012

QoQ YtD YoY

-2,100 +1,600 +7,800

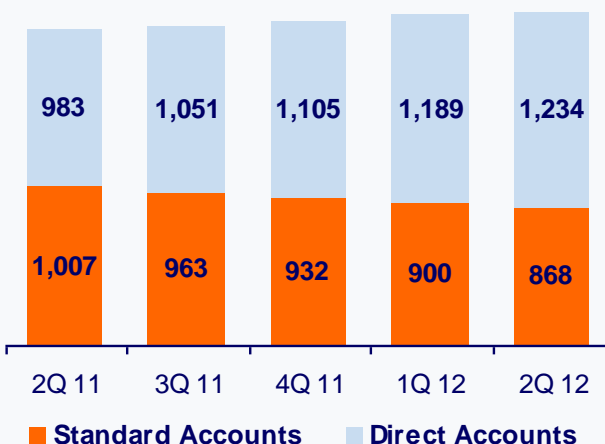
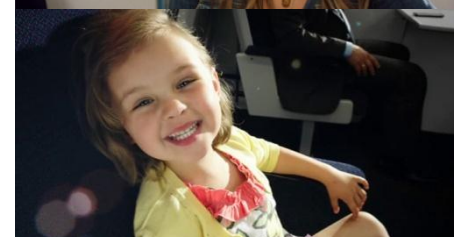
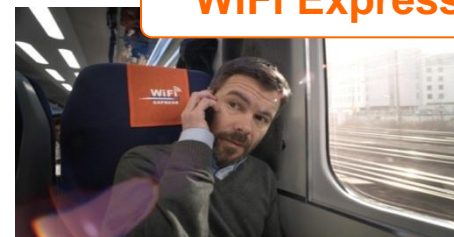
+14,800 +63,500 +104,100

Finansometr

Personal Finance Management



WiFi Express



59% +45,100 +129,300 +251,500

41% -32,400 -64,200 -139,600

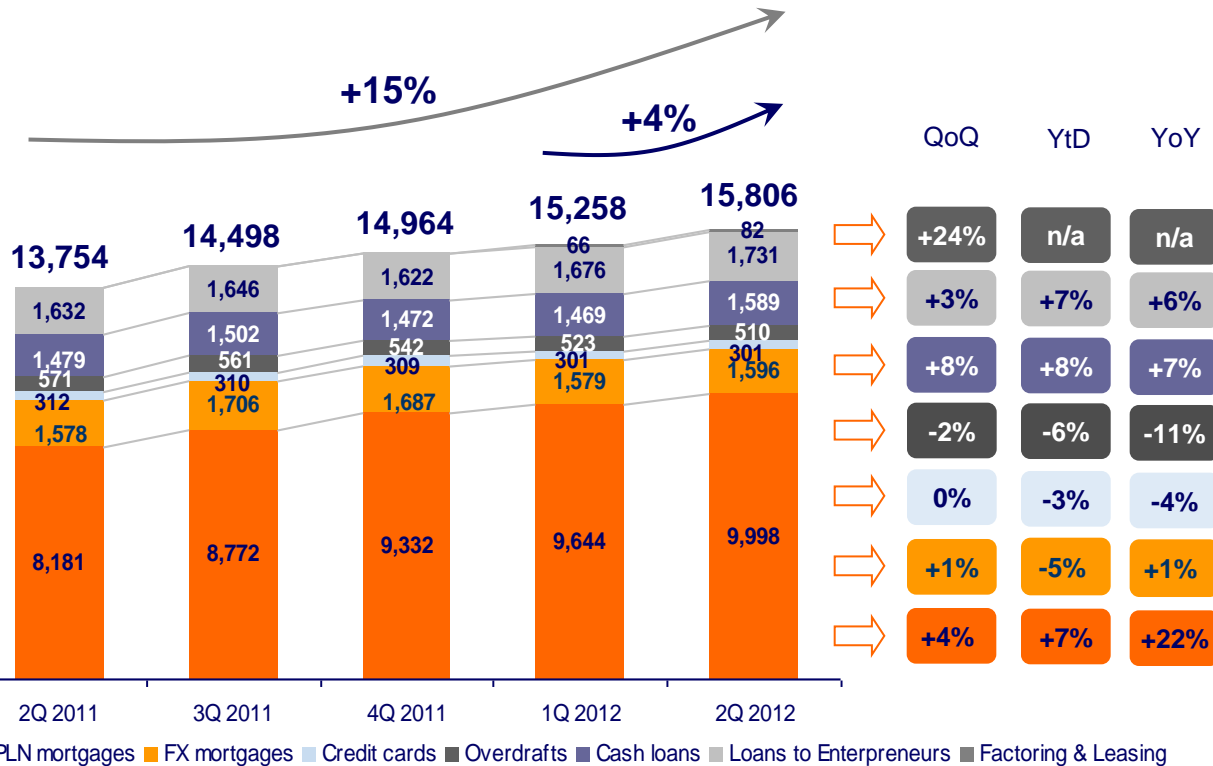
Note: PLN denominated current accounts



Loan portfolio of retail segment clients

constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m)



Package PLN 5000

Consumer loans' campaign

18 March – 31 May 2012



NEW products

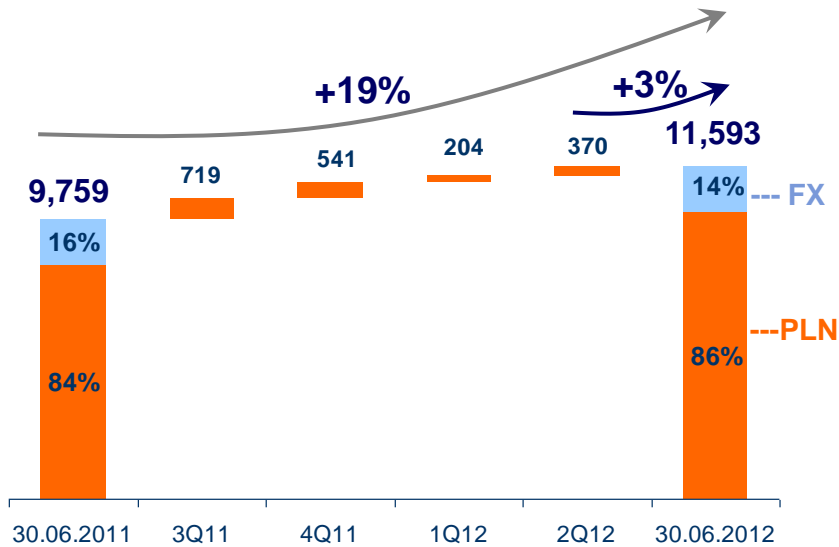
[Loan PLN 5000 SuperLight](#)

[Loan PLN 5000 SuperShort](#)

Mortgage loans

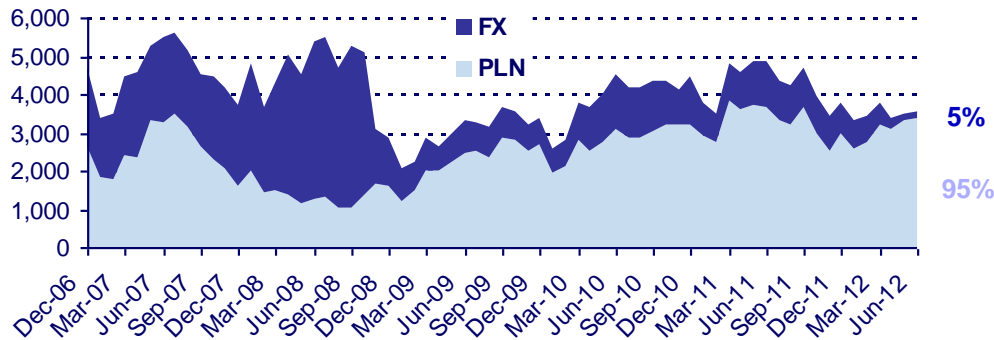
PLN 11.6 billion of mortgage loans

Retail mortgage loans (PLN m)



- **6.7%** market share in PLN mortgage loans' sales in 1H2012, 4th position on the market. The market share in total mortgage sales is **5.9%**, 5th on the market. The amount of 1H2012 mortgage production is PLN 1.2 bn.
- **6.1%** share in PLN market housing loans volume, **3.0%** in total housing loans market (as of June-end 2012)
- The Bank continues its policy of not selling FX denominated mortgage loans.

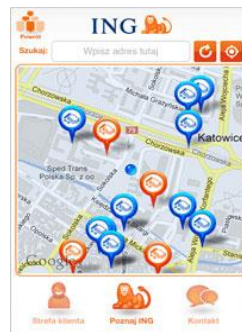
Banking sector: monthly sales of retail mortgages (PLN m)



Distribution and service network

enhanced access to banking services

Mobile Banking



ING Mobile Banking application

designed for iPhone users:

➔ **over 20 th** downloads since 9 January 2012

designed for Android:

➔ **44 th** downloads since 8 May 2012



NFC (Near Field Communication)

- Launch of a NFC mobile payment pilot – contactless payments made via mobile phone
- Employees of the Bank invited to participate in the project
- The pilot will last 12 months – testers can make payments at merchants accepting Visa contactless payments

- **437** branches, all with self-banking areas
- **269** dual-function machines, 50 installed in 1H2012, 150 in 2011 (cash-in and cash-out functions)
- **78%** of cash-in transactions are executed automatically
- All ATMs in Poland (over 17.5 thousand ATMs) available free of charge for ING Direct Current Account customers
- **90** branches in a new format

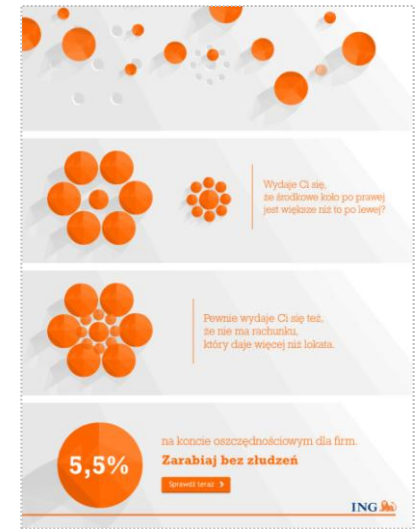
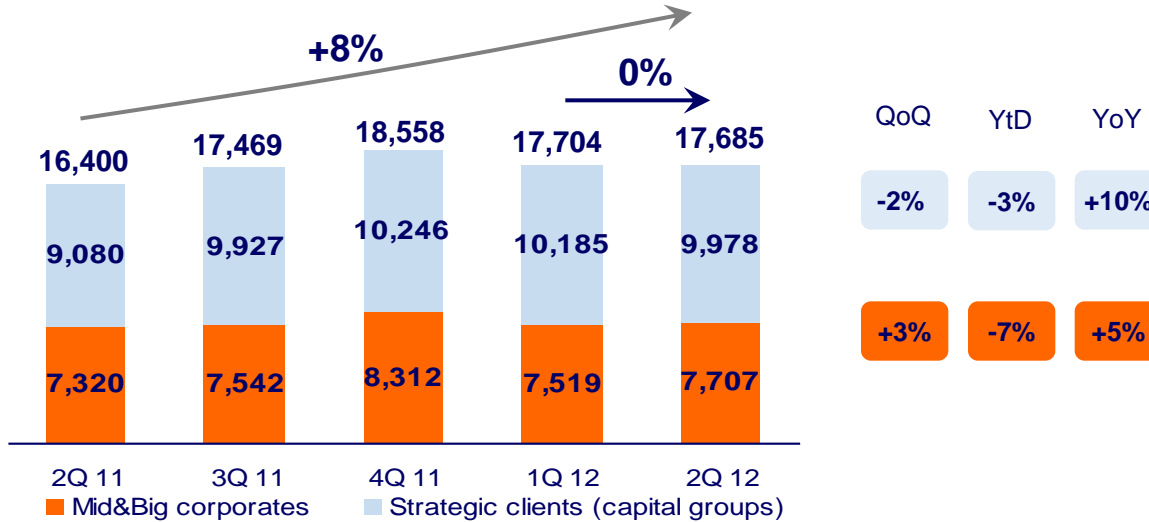
Corporate Banking

Growth in volumes

- **29.3 th** of corporate clients
- **PLN 29.9 bn** of corporate lending → **+PLN 8.6 bn (+41%) y/y** and +PLN 470 m (+2%) q/q
- PLN 4.5 bn worth of leasing agreements, PLN 1.5 bn worth of factoring agreements
- **PLN 17.7 bn** of corporate deposits → **+PLN 1.3 bn (+8%) y/y** and no change q/q
- The largest deals of 1H 2012: bond issuance for PKN Orlen (PLN 1 bn) and PGNiG (PLN 2.5 bn), bond issuance program increase for Tauron (up to PLN 7.05 bn)
- **64%** of loan applications processed electronically in June 2012

Cash Management

Volume of corporate deposits (in PLN m)

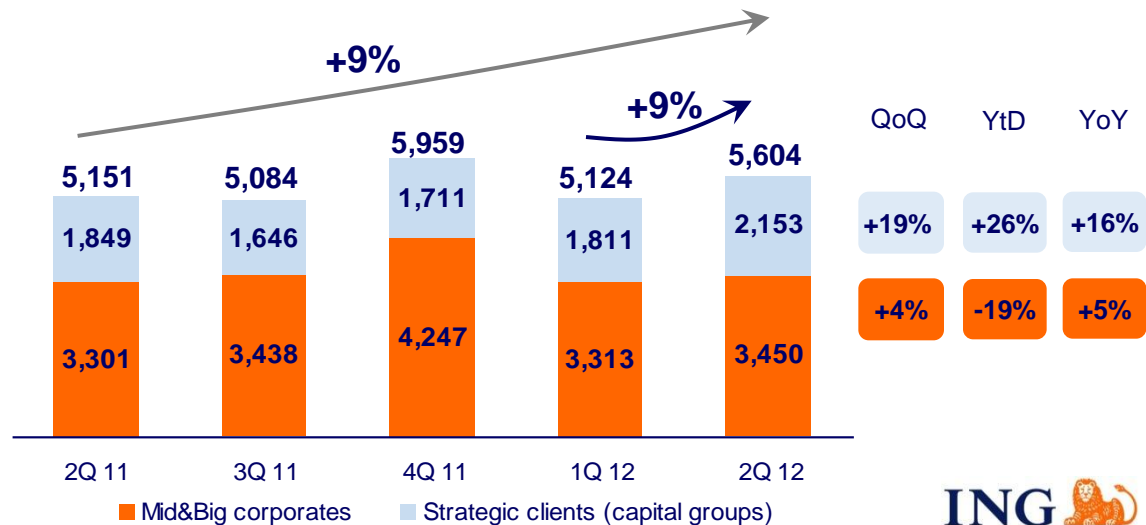


Volume of corporate clients' current accounts (in PLN m)

Special offer

- Since 28 May 2012
- Promotional interests **5.5%** on OKO Business and OKO Direct Business saving accounts:
 - for 6 months – on new OKO accounts
 - until 31 November – for clients who already have an OKO account (for new funds paid from 28 May)
- The maximum amount for the higher interest rate is **PLN 5 m**
- Automatically – no need to subscribe to the offer

5,5%



Lending

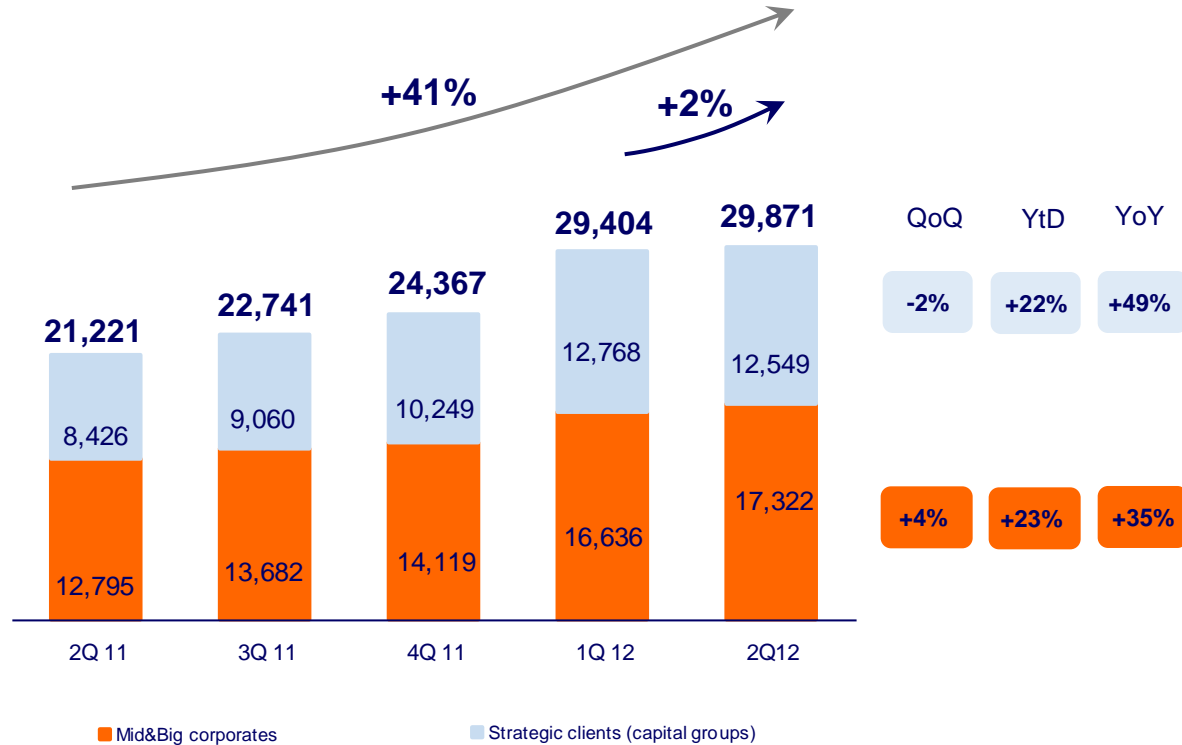


May 2011 June 2012

0% **64%**

of non-paper credit applications

Volume of loans to corporate clients (in PLN million)



ABL companies impact on lending

	1Q 12	2Q 12
Mid&Big corporates	2,265	2,449
Strategic clients	3,430	3,556



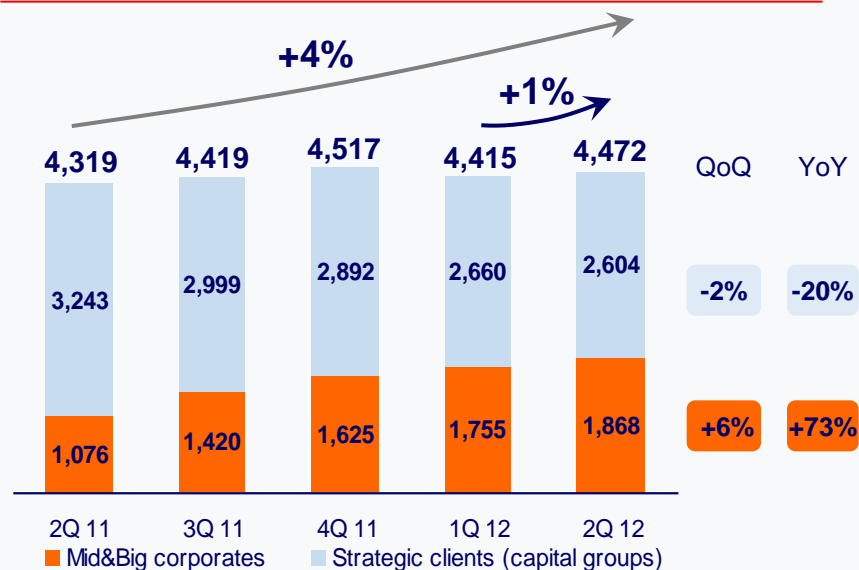
Asset Based Lending

Since 1 January 2012 ING Bank Śląski SA owns the company ABL Polska SA, which is a 100% stakeholder of ING Lease Polska Sp. z o.o. and ING Commercial Finance S.A.

ING Lease Polska Sp. z o.o. (leasing)

- **#3** on the market in terms of the whole portfolio value (market share of 7.8 %)
- **4.1%** market share in terms of the new sales
- **7** regional offices
- Market leader in real-estate leasing, expanding other financing mostly to small and medium companies

Value of leasing agreements (in PLN million)

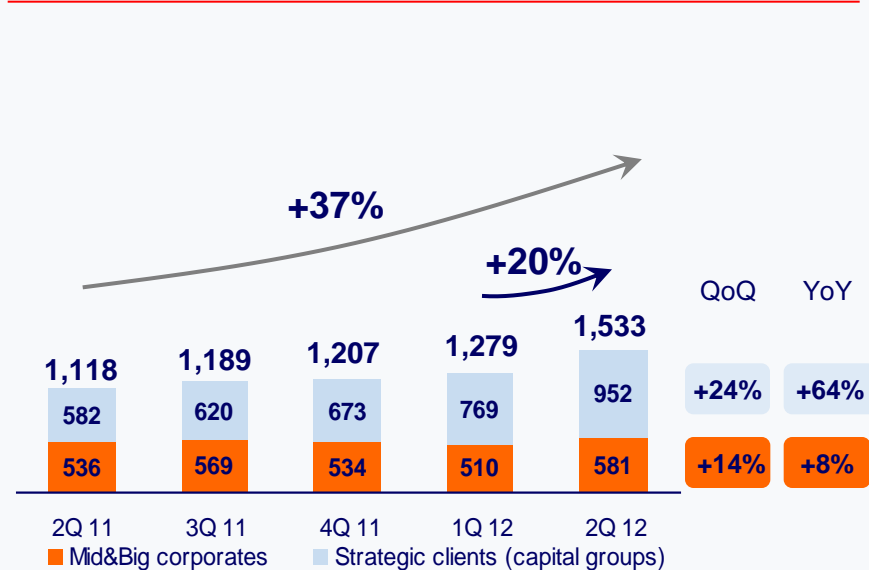


ING Commercial Finance S.A. (factoring)

- **#3** on the market (market share of **14.2%**)
- **10** regional offices
- 1st place in the Book of Lists 2012 ranking Factoring Companies organised by Warsaw Business Journal




Value of factoring agreements (in PLN million)



Debt capital and investment banking

Debt capital




ORLEN
PKN ORLEN S.A.

Bond Issuance
PLN 1 bn
Under the program
up to PLN 2 bn

Co-Arranger, Dealer, Issue
and Paying Sub-Agent

February 2012




PGNiG
PGNiG S.A.

Bond Issuance
PLN 2.5 bn
Under the program
up to PLN 4.5 bn

Co-Arranger, Dealer, Issue
and Paying Agent

June 2012



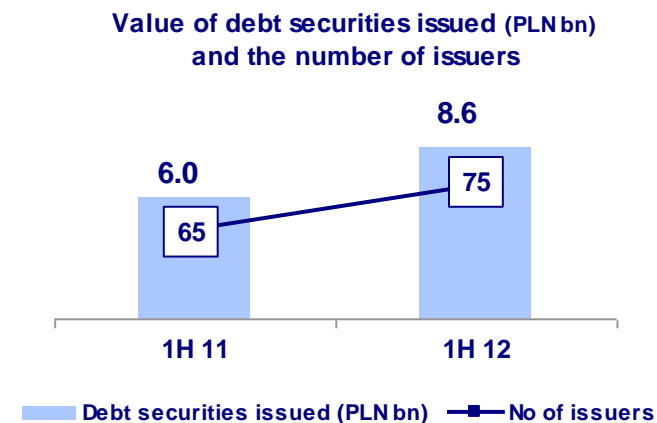
TAURON
POLSKA ENERGIA

Tauron S.A.

Bond Issuance
Program Increase
Up to PLN 7.05 bn

Lead Arranger, Guarantor,
Paying Sub-Agent and
Sub-Depository

June 2012



ING Securities – major transactions in 1H 2012:



Polska Grupa Energetyczna

Accelerated Global Tender

~ PLN 2.5 bn

February 2012



SPO

PLN 227 m

March/April 2012

#6

Market position
Market share of **6.4%**
(the share in the value of shares traded on WSE in 1H12)

-
- 1 Introduction to financial results and market position of the Bank
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ING Bank Śląski financial performance in 1H 2012

PLN million	1H 2011	1H 2012			1H 2012	change
		ING BS Group prior ABL company consolidation (data comparable with 1H2011)	change	Net impact of ABL company consolidation		
Net interest income	894.4	975.5	+ 9%	52.1	1,027.6	+ 15%
Net commission income	509.8	485.5	- 5%	11.9	497.4	- 2%
Trading & other income	78.7	111.3	+ 41%	2.0	113.3	+ 44%
Total income	1,482.9	1,572.3	+ 6%	66.0	1,638.3	+ 10%
Total expenses	831.0	883.4	+ 6%	34.6	917.9	+ 10%
Result before risk costs	651.9	688.9	+ 6%	31.4	720.4	+ 11%
Risk costs	94.8	193.7	+ 104%	1.8	195.5	+ 106%
Profit before tax	557.1	495.3	- 11%	29.6	524.9	- 6%
Income tax	110.7	96.5	- 13%	-10.7	85.8	- 23%
Net profit	446.4	398.8	- 11%	40.3	439.1	- 2%
CAR */	12.6%				13.0%	+ 0.4 p.p.
ROA (%)	1.3%				1.2%	- 0.1 p.p.
ROE (%)	14.7%				13.5%	- 1.2 p.p.
C/I Ratio (%)	56.0%				56.0%	0 p.p.

*/ CAR According to Financial Supervisory Authority definition



ING Bank Śląski financial performance in 2Q 2012

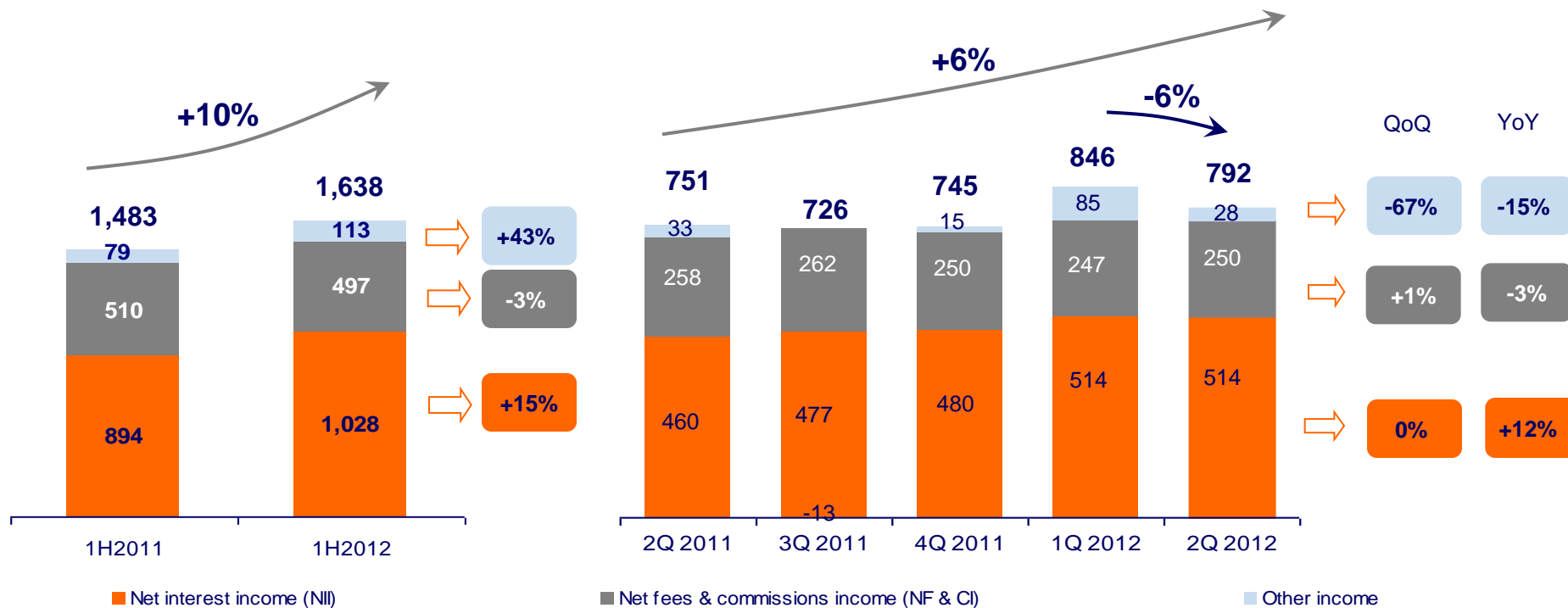
PLN million	2Q 2012					
	2Q 2011	ING BS Group prior ABL company consolidation (data comparable with 2Q2011)	change	Net impact of ABL company consolidation	2Q 2012	change
Net interest income	459.5	487.8	+ 6%	26.3	514.1	+ 12%
Net commission income	258.4	244.5	- 5%	5.8	250.4	- 3%
Trading & other income	32.5	27.1	- 16%	0.9	28.0	- 14%
Total income	750.4	759.4	+ 1%	33.1	792.5	+ 6%
Total expenses	422.7	436.3	+ 3%	17.7	454.0	+ 7%
Result before risk costs	327.7	323.1	- 1%	15.4	338.5	+ 3%
Risk costs	37.7	125.4	+ 233%	5.8	131.2	+ 248%
Profit before tax	290.0	197.7	- 32%	9.6	207.3	- 29%
Income tax	56.1	37.5	- 33%	2.2	39.7	- 29%
Net profit	233.9	160.2	- 32%	7.4	167.6	- 28%
CAR */	12.6%				13.0%	+ 0.4 p.p.
ROA (%)	1.3%				1.2%	- 0.1 p.p.
ROE (%)	14.7%				13.5%	- 1.2 p.p.
C/I Ratio (%)	56.3%				57.3%	+ 1.0 p.p.

*/ CAR According to Financial Supervisory Authority definition



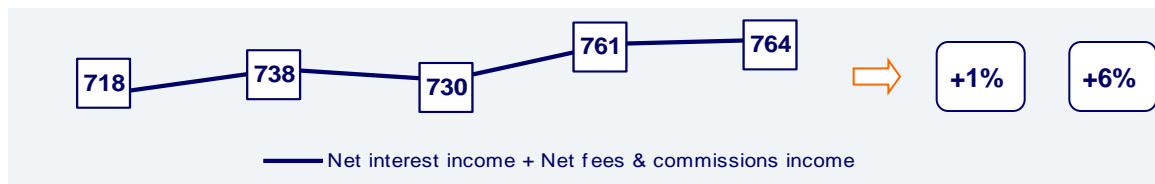
Revenue per category

Revenues per P&L category (PLN m)



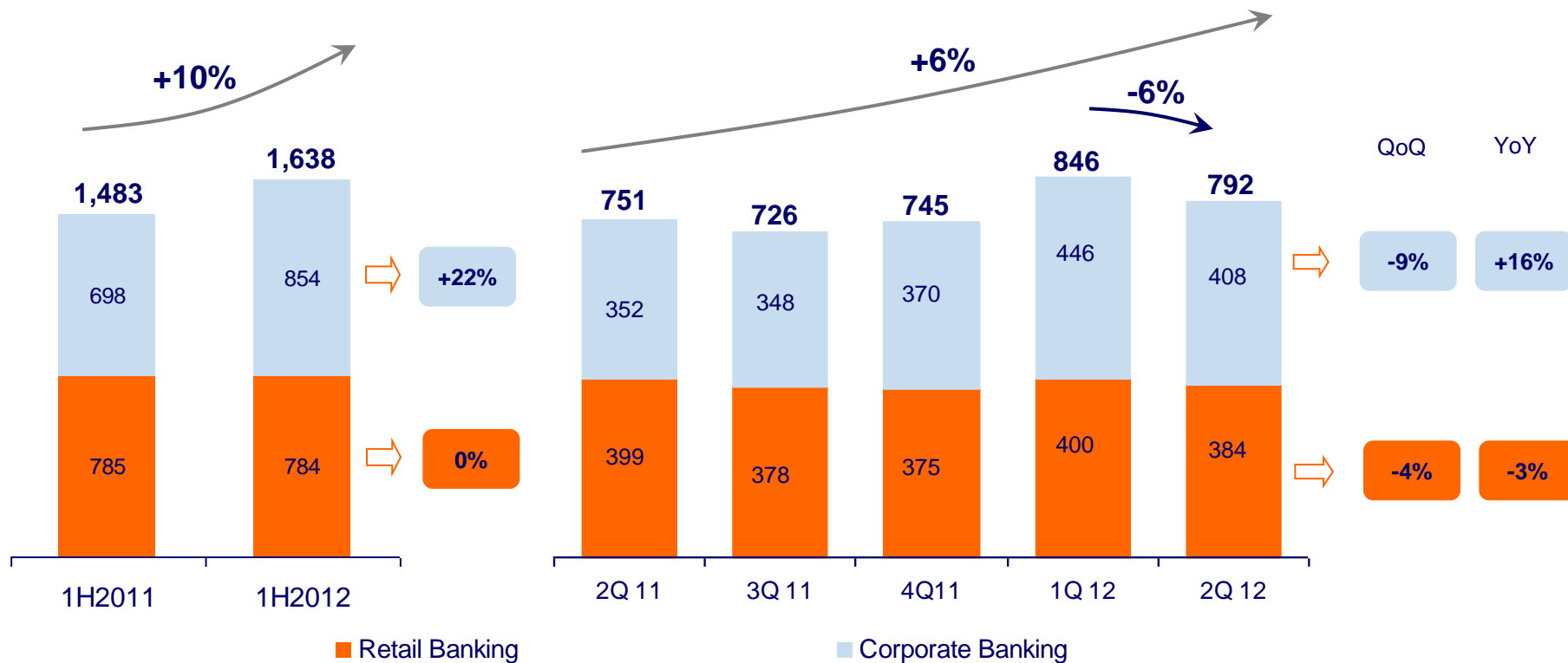
ABL companies impact on revenues

	1H 12	1Q 12	2Q 12
NII	52.1	25.8	26.3
NF & CI	11.9	6.0	5.9
Other income	2.0	1.0	1.0



Revenue per business line

Revenues by business lines (PLN m)

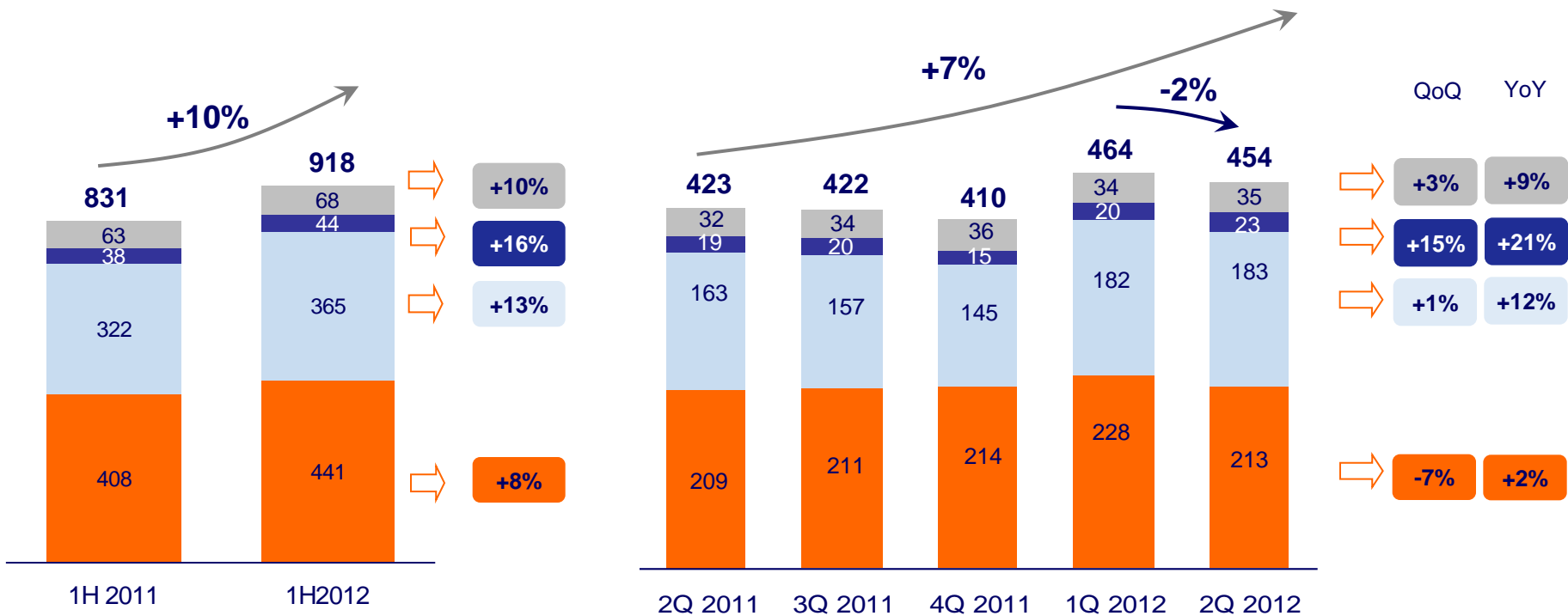


ABL companies impact on revenues

	1H 12	1Q 12	2Q 12
Corporate Banking	64.5	32.1	32.4
Retail Banking	1.4	0.7	0.7

Total expenses

Total costs (PLN m)



■ Personnel expenses
 ■ General and administrative expenses
 ■ Marketing and promotion expenses
 ■ Depreciation and amortisation

Note: Costs including result on other operating income and expenses

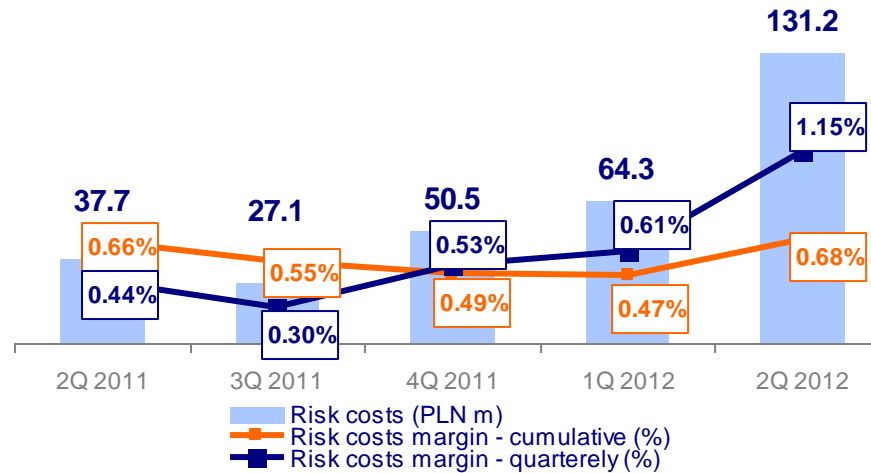
ABL companies impact on costs

	1H 12	1Q 12	2Q 12
Personnel expenses	18.7	9.5	9.2
General and administrative expenses	14.6	7.2	7.4
Marketing and promotion expenses	0.5	0.2	0.3
Depreciation and amortisation	0.7	0.3	0.4

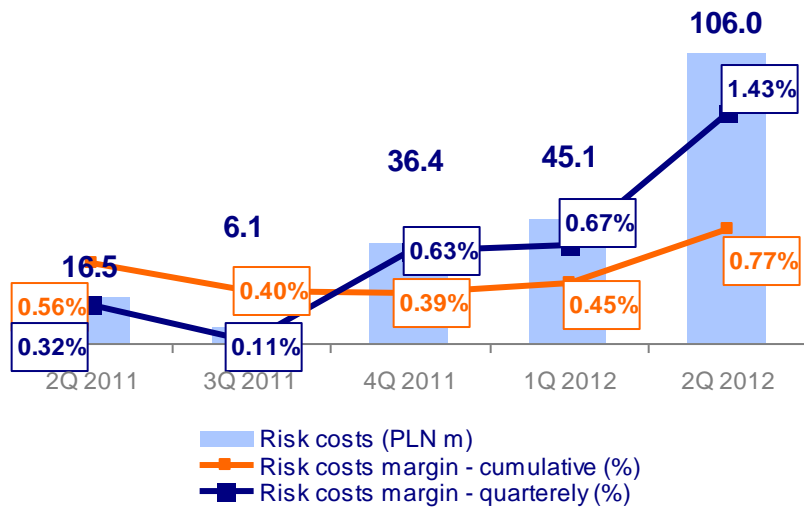


Risk costs

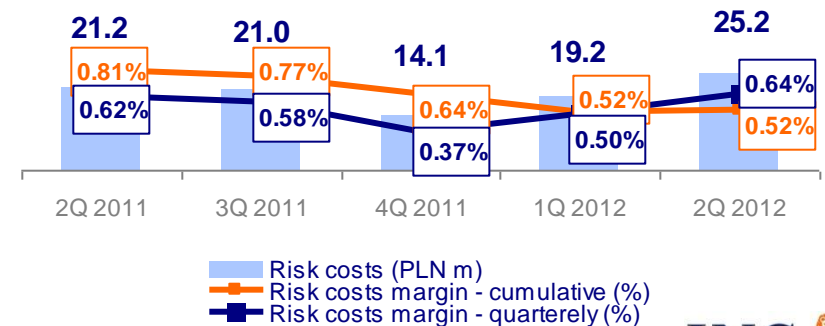
Bank



Corporate



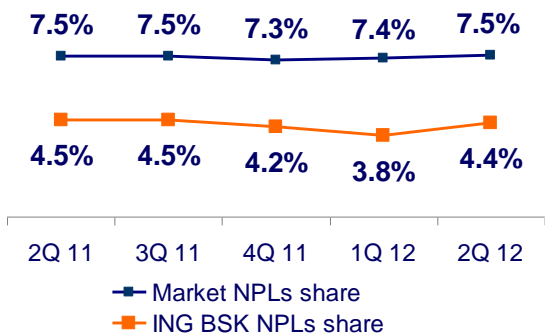
Retail



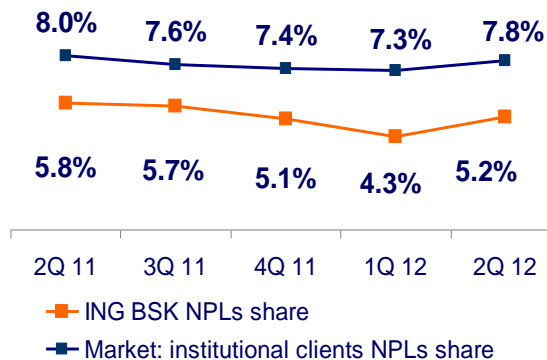
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

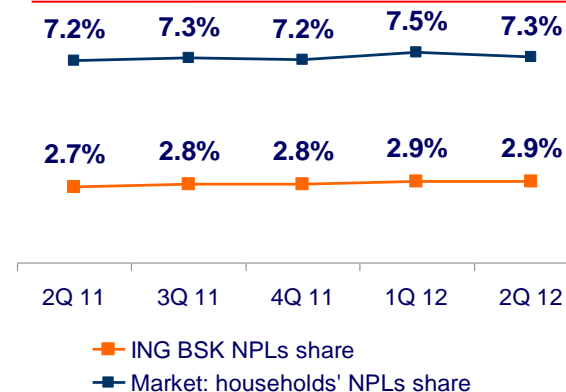
Bank



Corporate



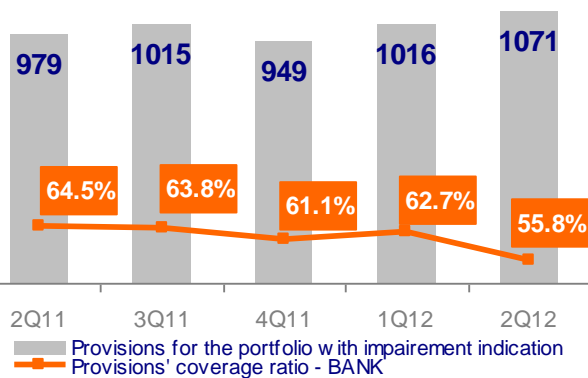
Retail



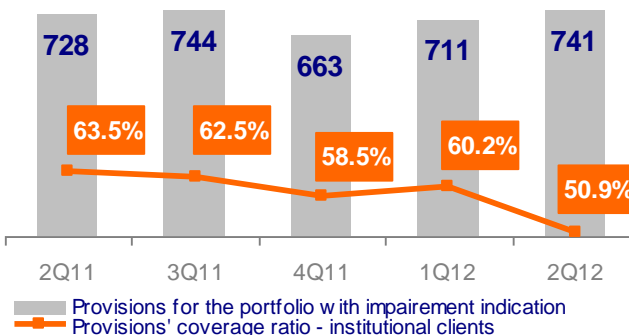
Note: market ratio estimated based on NBP data

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

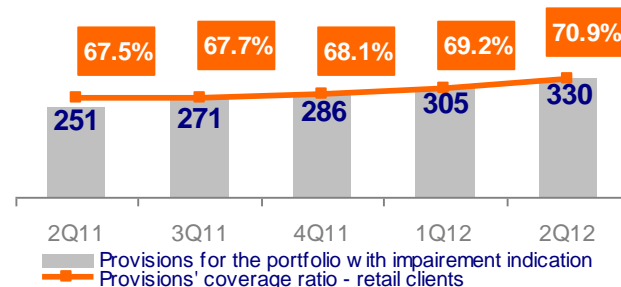
Bank



Corporate

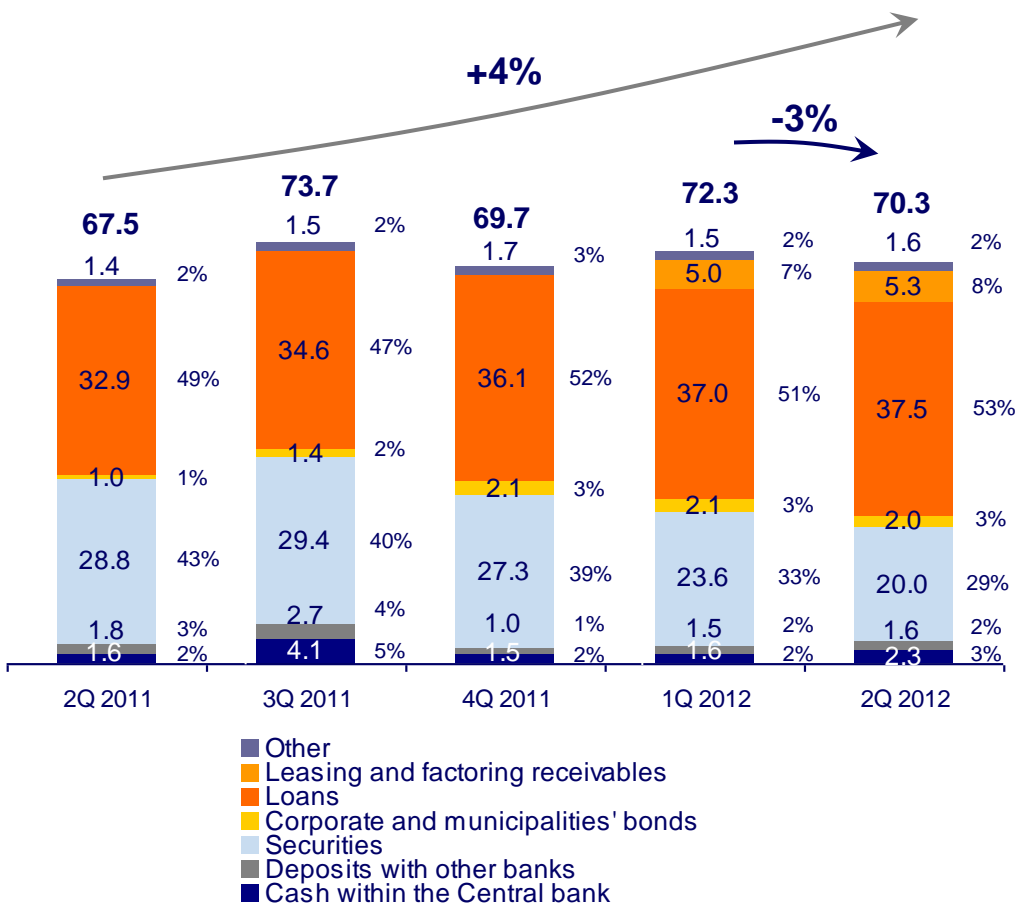


Retail

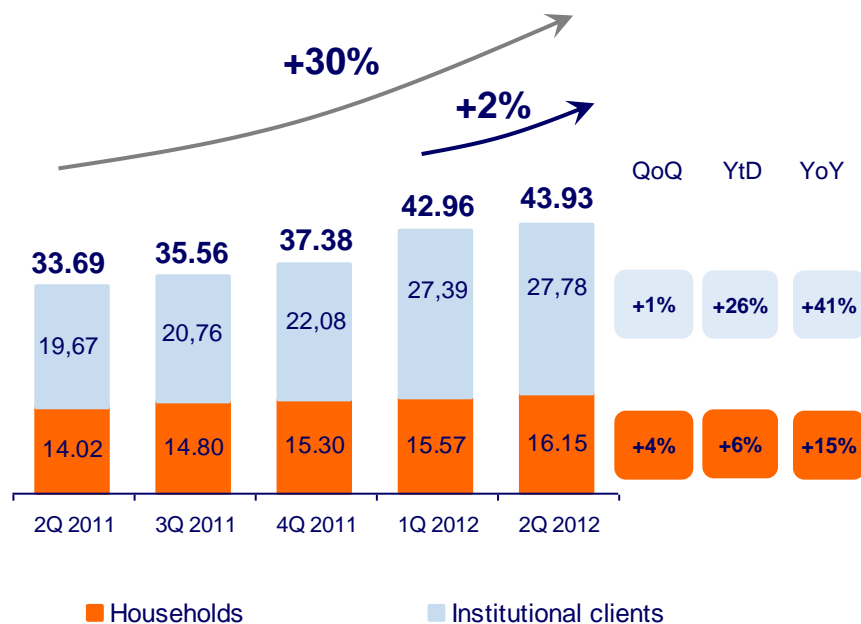


Bank assets

Assets structure (PLN bn / %)



Gross loans, leasing and factoring receivables - non-bank sector (PLN bn)



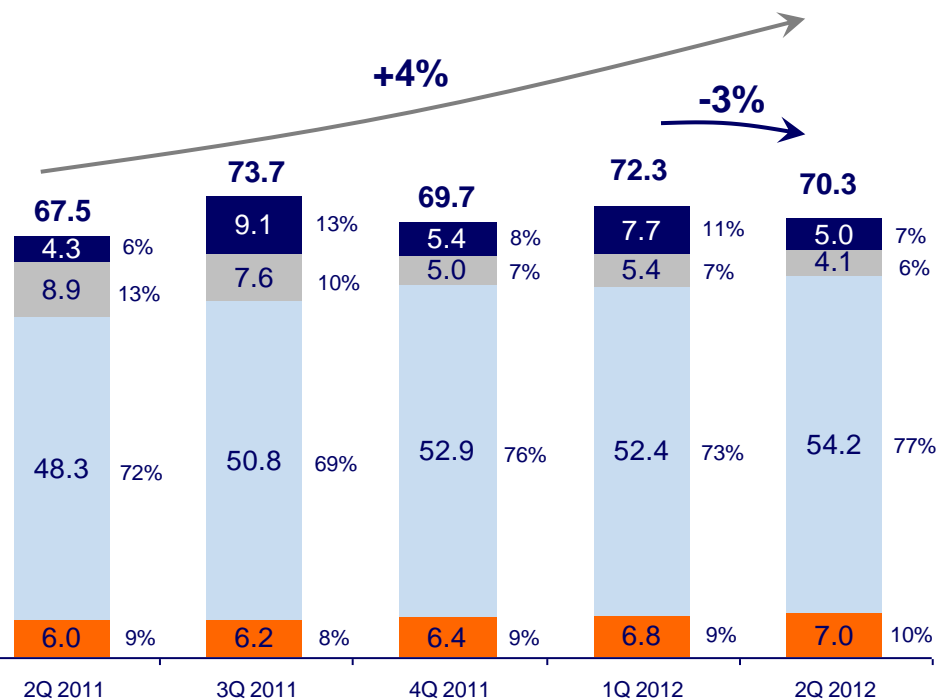
Note: loans and advances to customers do not include debt securities included in the consolidated statement of financial position (an equivalent of a former balance sheet statement) in the loans category. Such receivables have been included in securities portfolio.



Bank liabilities

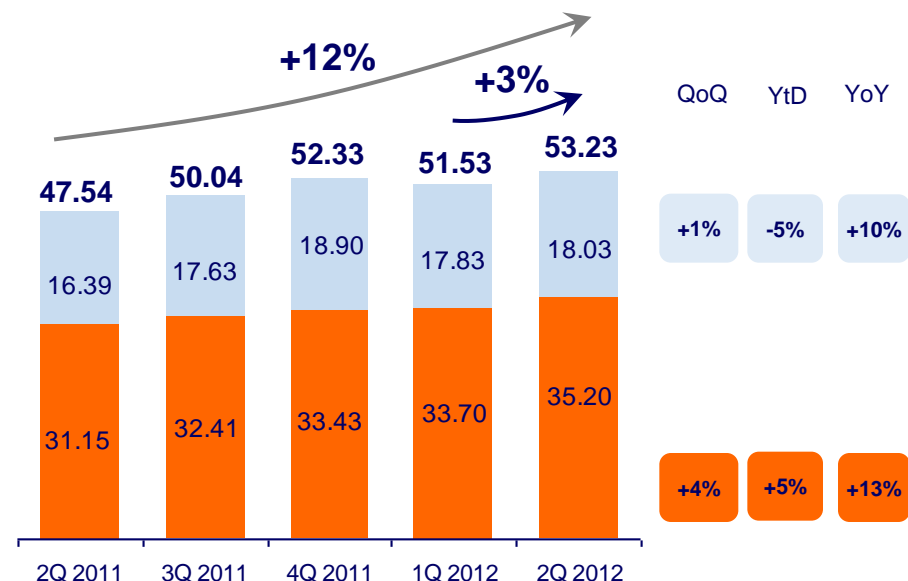
stable deposit base

Structure of liabilities (PLN bn / %)



- Other liabilities
- Liabilities to other banks
- Liabilities to clients
- Equity

Non-bank sector deposits (PLN bn)

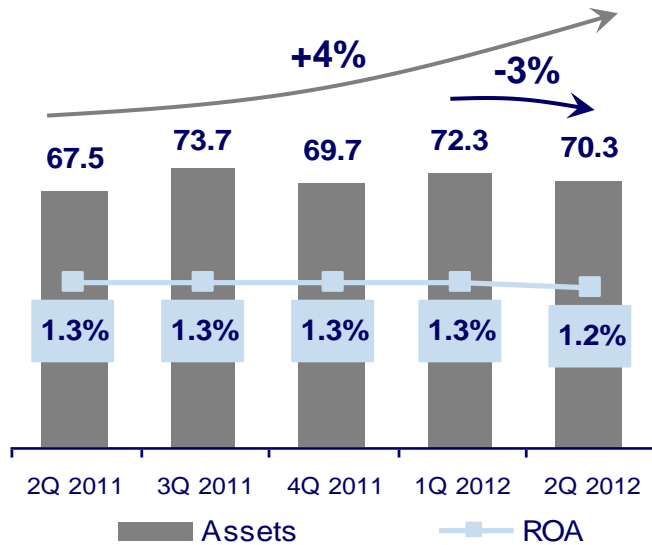


- Households
- Institutional clients

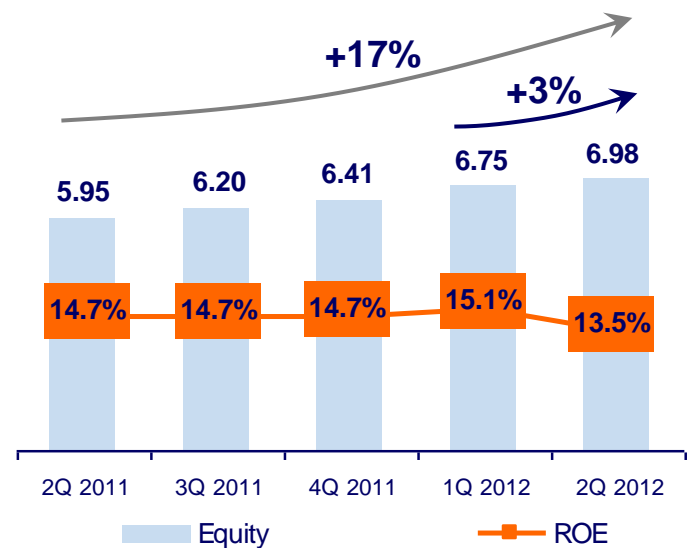


Assets, equity and profitability ratios

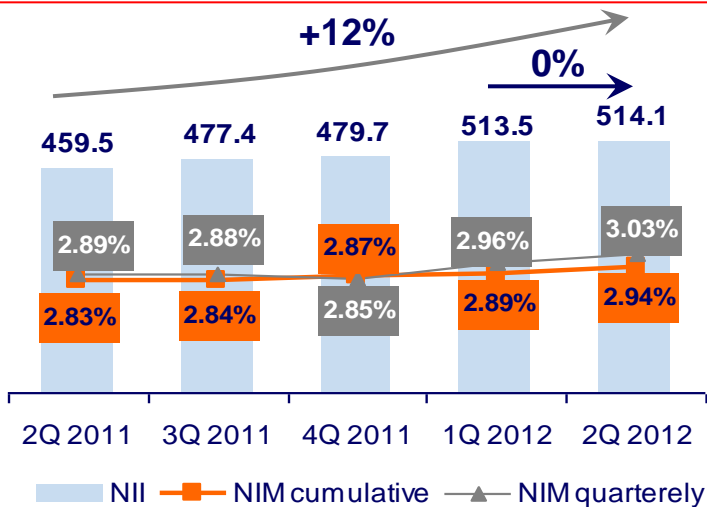
Assets (PLN bn) / ROA



Equity (PLN bn) / 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 – including swap points and interests from derivatives

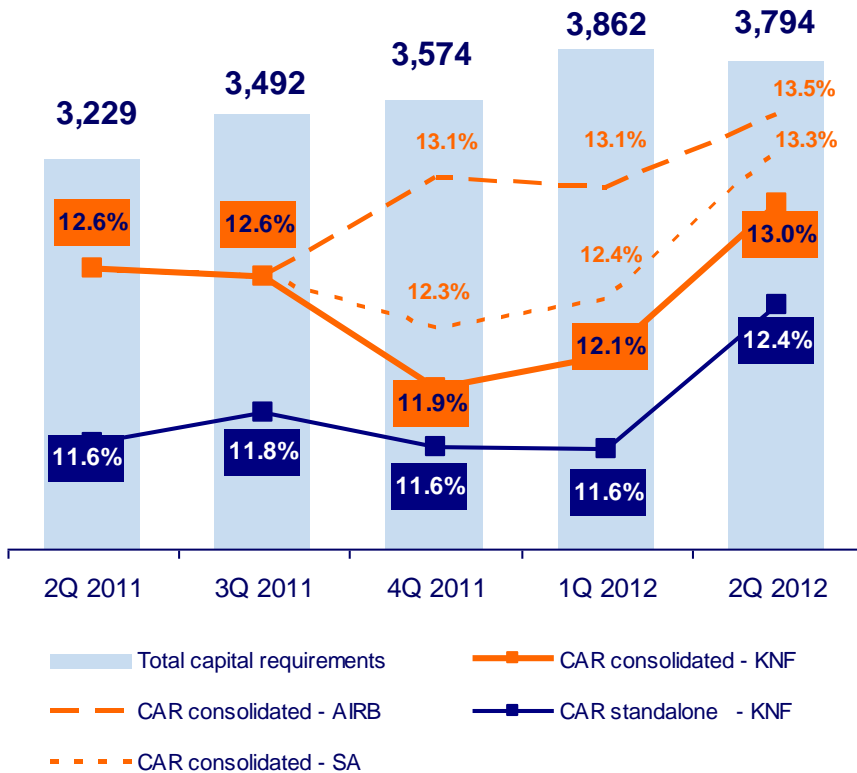
NIM annualized = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

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

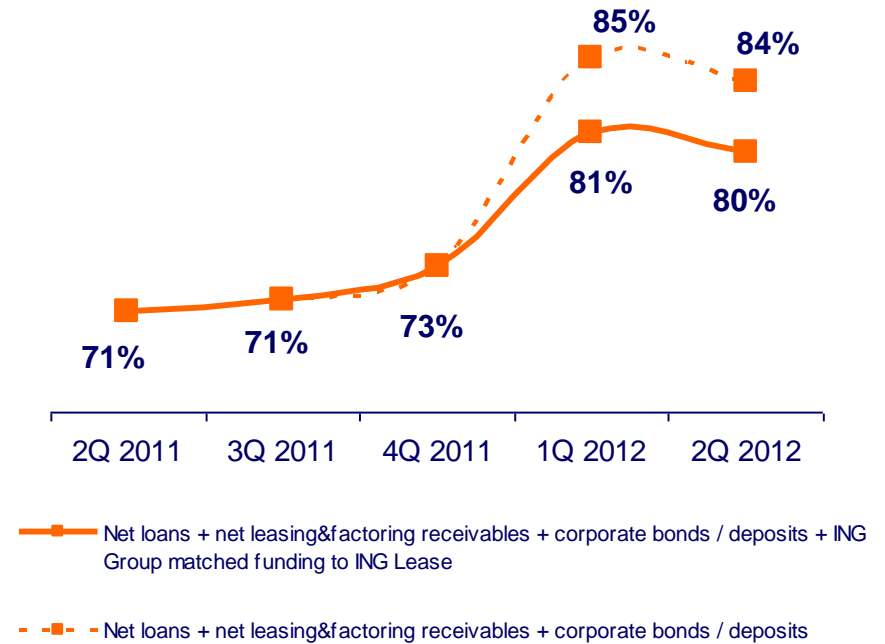


Capital Adequacy

Capital adequacy ratio and the total capital requirements



Loans-to-deposits ratio



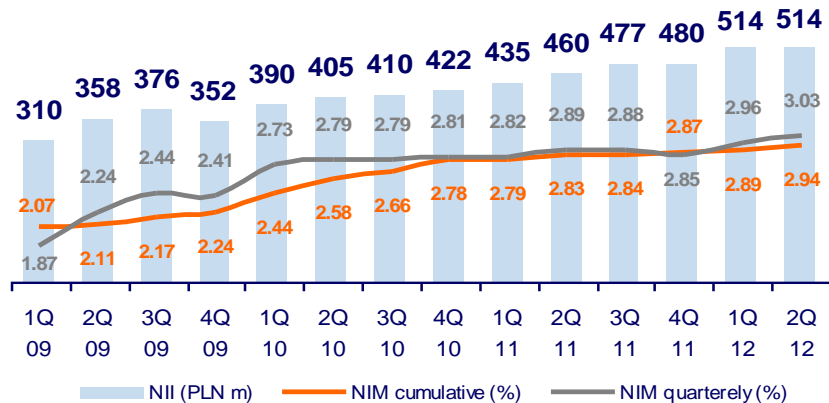
Appendix

Quarterly P&L on comparative basis

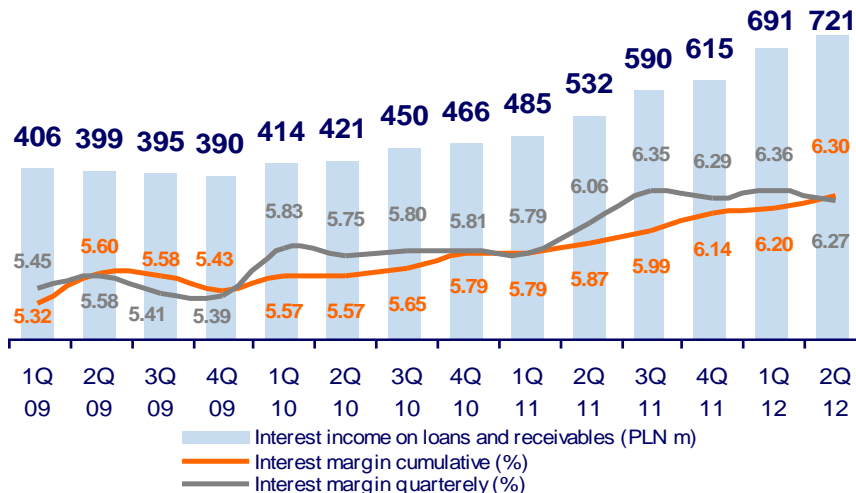
Interim condensed consolidated financial statements	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	QoQ		YoY	
							Δ	%	Δ	%
I. 5.1. Net interest income, of which:	434.9	459.5	477.4	479.7	513.5	514.1	0.6	0%	54.5	12%
Interest income, of which:	772.6	833.6	882.3	897.0	945.2	945.2	0.0	0%	111.6	13%
- from loans and receivables to banks	26.3	29.8	30.2	41.9	26.8	30.4	3.5	13%	0.6	2%
- from loans and receivables to customers	495.1	544.2	604.8	631.2	643.5	666.3	22.8	4%	122.0	22%
- from leasing	0.0	0.0	0.0	0.0	41.9	42.2	0.3	n/a	42.2	n/a
- from factoring	1.8	2.3	3.3	3.8	22.0	24.0	1.9	9%	21.6	925%
- from debt securities	265.8	270.6	245.7	204.8	199.3	179.0	-20.3	-10%	-91.6	0%
- Interest result on derivatives	-16.6	-13.4	-1.9	15.2	11.3	2.2	-9.1	-80%	15.6	-116%
- other	0.2	0.1	0.1	0.1	0.4	1.1	0.7	174%	0.9	662%
Interest expenses, of which:	337.7	374.1	404.9	417.3	431.7	431.1	-0.6	0%	57.1	15%
- interest on deposits from banks	42.0	48.9	44.3	27.7	39.8	31.4	-8.5	-21%	-17.6	-36%
- interest on deposits from customers	295.7	325.2	360.7	389.6	391.9	399.7	7.8	2%	74.4	23%
II. Net fees & commission income	251.4	258.4	261.4	250.0	247.0	250.4	3.4	1%	-7.9	-3%
III. Result on trade operations and revaluation (incl investments and HA)	28.7	14.4	-24.0	3.7	74.5	13.7	-60.8	-82%	-0.7	-5%
Net income on instruments measured at fair value through profit or loss and FX result	26.8	11.4	-8.1	-11.8	53.7	12.3	-41.3	-77%	0.9	8%
Net income on investments	18.2	6.2	7.7	5.9	19.1	6.6	-12.4	-65%	0.4	6%
Net income on hedge accounting	-16.3	-3.2	-23.6	9.7	1.7	-5.2	-6.9	-410%	-2.1	65%
IV. Net income on other basic activities	7.8	4.9	2.7	1.4	4.0	3.1	-0.9	-22%	-1.8	-37%
V. Share in net profit (loss) of associated entities recognised under the equity method	9.7	13.2	8.2	10.1	6.8	11.2	4.4	65%	-1.9	-15%
Income	732.5	750.4	725.7	745.0	845.8	792.5	-53.3	-6%	42.1	6%
Expenses	408.3	422.7	422.0	410.6	463.9	454.0	-9.9	-2%	31.3	7%
I. General and administrative expenses	408.7	419.8	421.9	414.0	464.9	456.3	-8.6	-2%	36.5	9%
- personnel expenses	199.3	208.9	210.8	214.3	228.0	213.1	-14.9	-7%	4.2	2%
- other expenses	209.4	210.9	211.1	199.7	236.9	243.2	6.4	3%	32.3	15%
II. Result on other operating income and expenses	0.5	-2.9	-0.1	3.4	1.0	2.3	1.3	140%	5.2	-178%
Cost of risk	57.1	37.7	27.1	50.5	64.3	131.2	67.0	104%	93.5	248%
- retail	33.9	21.2	21.0	14.1	19.2	25.2	6.0	31%	4.0	19%
- corporate	23.2	16.5	6.1	36.4	45.1	106.0	61.0	135%	89.6	544%
Profit (loss) before tax	267.1	290.0	276.6	283.9	317.6	207.3	-110.3	-35%	-82.7	-29%
Income tax	54.6	56.1	56.5	70.3	46.1	39.7	-6.4	-14%	-16.4	-29%
Net profit (loss), of which:	212.5	233.9	220.1	213.6	271.5	167.6	-103.9	-38%	-66.3	-28%
Net profit (loss) attributable to the shareholders of ING Bank Śląski S.A.	212.5	233.9	220.1	213.6	271.5	167.6	-104.0	-38%	-66.4	-28%
Net profit(loss) assigned to minority shareholders	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-33%	0.0	-50%

Net interest income and margins development

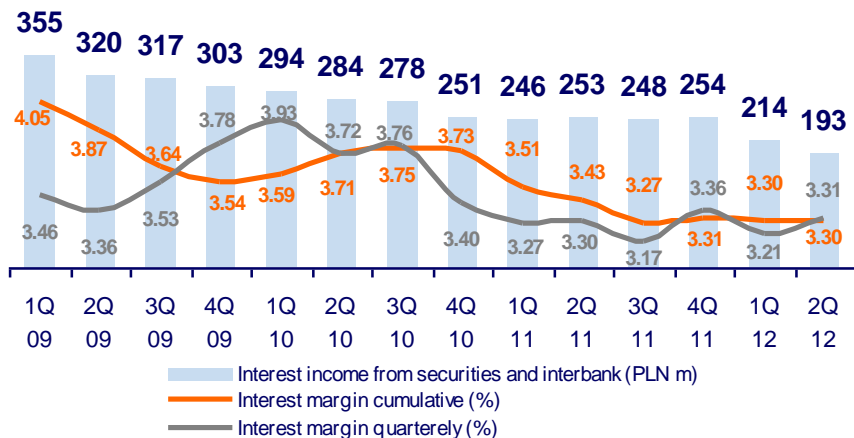
NII (PLN m) / NIM (%)



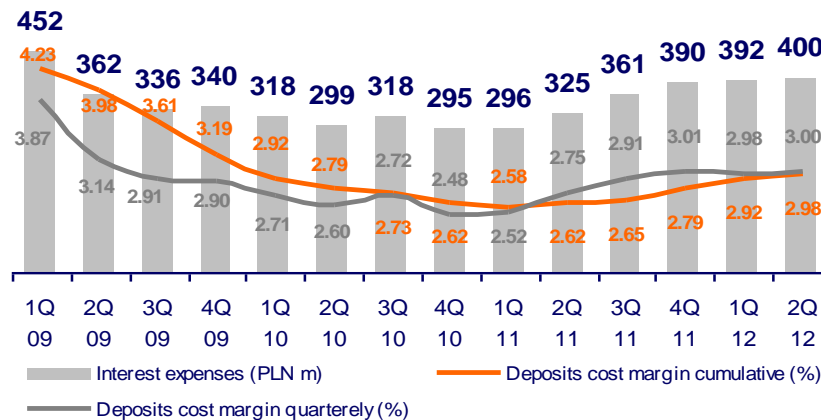
Interest income on customer loans&receivables (PLN m) / margin (%)



Interest income on securities and interbank (PLN m) / margin (%)



Cost of customer deposits (PLN m) / margin (%)

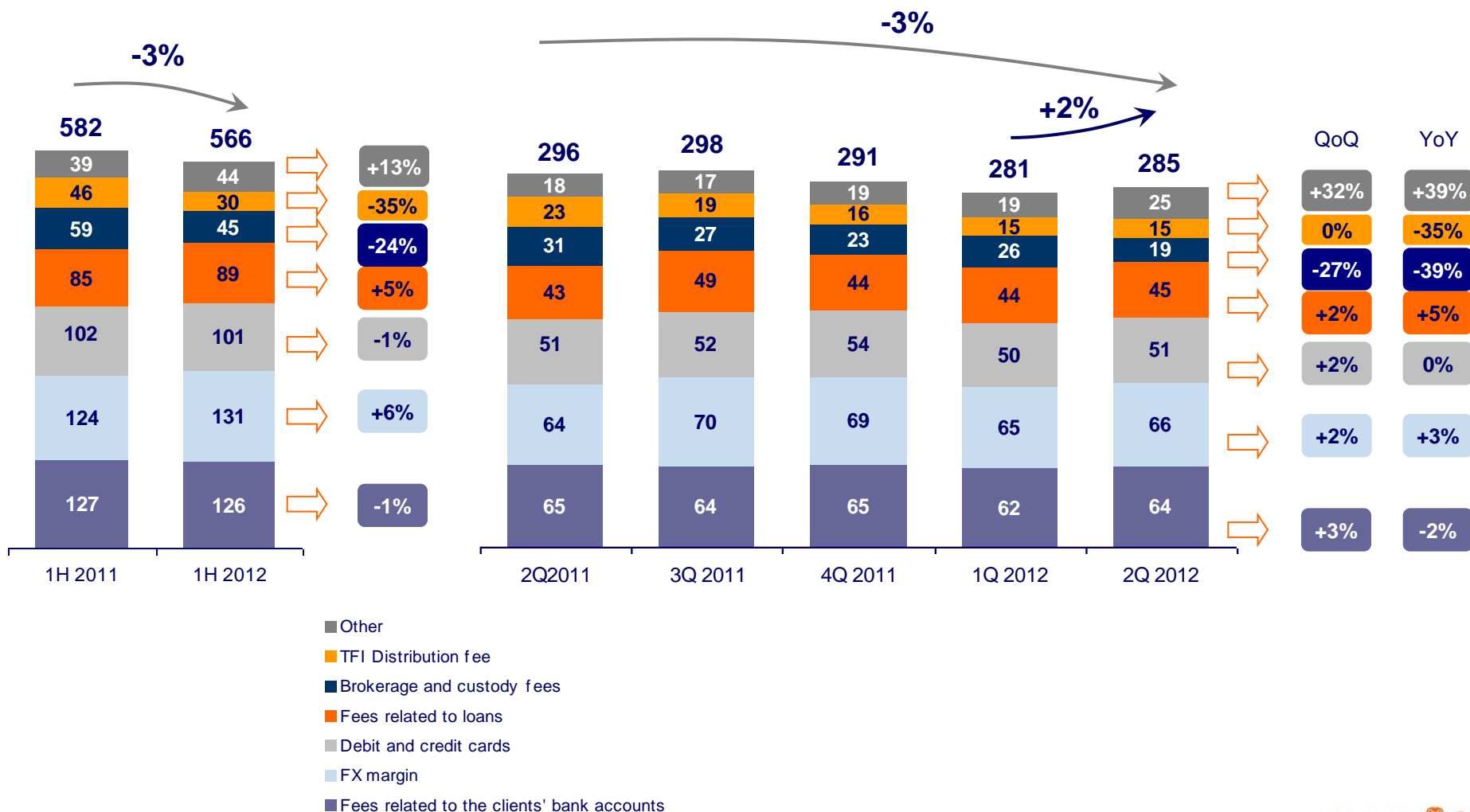


Definitions: NII – adjusted (including swap points and interests from derivatives)
 NIM annualized = sum of NII adjusted of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters
 NIM quarterly = quarterly NII adjusted x4 / average interest earning assets of a quarter



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 m)

Consolidated approach

No	Industry	Exposure as of 30.06.2012	%
1	WHOLESALE TRADE	7,425	17.0%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,055	9.3%
3	REAL-ESTATE SERVICES	3,544	8.1%
4	CONSTRUCTION INDUSTRY	2,630	6.0%
5	RETAIL TRADE	2,415	5.5%
6	POWER INDUSTRY	2,383	5.4%
7	FOODSTAFF AND BEVERAGES PRODUCTION	2,131	4.9%
8	FINANCIAL INTERMEDIATION	1,530	3.5%
9	REMAINING SERVICES RELATED TO RUNNING BUSINESS	1,355	3.1%
10	METALS PRODUCTION	1,210	2.8%
11	READYMADE METAL GOODS PRODUCTION	1,183	2.7%
12	POST AND TELECOMMUNICATION	1,042	2.4%
13	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	983	2.2%
14	LAND AND PIPELINE TRANSPORTATION	963	2.2%
15	RUBBER INDUSTRY	910	2.1%
16	CHEMICALS AND CHEMICAL GOODS PRODUCTION	889	2.0%
17	FUEL INDUSTRY	872	2.0%
18	OTHER NON-METAL RAW GOODS PRODUCTION	827	1.9%
19	AUXILIARY TRANSPORT ACTIVITIES	706	1.6%
20	Other	6,674	15.3%
Total exposure		43,724	100.0%

Lending exposure by industries

Non-bank corporate banking portfolio - BS exposure (PLN m)

Consolidated approach

No	Industry	Exposure as of 30.06.2012	%
1	WHOLESALE TRADE	4,334	14.6%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,621	12.2%
3	REAL-ESTATE SERVICES	3,162	10.6%
4	RETAIL TRADE	1,640	5.5%
5	POWER INDUSTRY	1,540	5.2%
6	FOODSTAFF AND BEVERAGES PRODUCTION	1,470	4.9%
7	CONSTRUCTION INDUSTRY	1,328	4.5%
8	FINANCIAL INTERMEDIATION	1,100	3.7%
9	REMAINING SERVICES RELATED TO RUNNING BUSINESS	1,048	3.5%
10	METALS PRODUCTION	911	3.1%
11	READYMADE METAL GOODS PRODUCTION	874	2.9%
12	LAND AND PIPELINE TRANSPORTATION	846	2.8%
13	POST AND TELECOMMUNICATION	761	2.6%
14	EQUIPMENT RENTAL	650	2.2%
15	RUBBER INDUSTRY	639	2.1%
16	CHEMICALS AND CHEMICAL GOODS PRODUCTION	551	1.9%
17	FUEL INDUSTRY	539	1.8%
18	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	534	1.8%
19	AUXILIARY TRANSPORT ACTIVITIES	529	1.8%
20	Other	3,681	12.4%
Total exposure		29,759	100.0%