

ING Bank Śląski S.A.

3Q 2012 Financial Results

Warsaw – 7 November 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** 3Q 2012 financial results

Strategic targets of ING Bank Śląski

accomplishments in 3Q 2012

Acquisition of new clients and increase of volumes:

- **PLN 55.2 bn** of deposits → +PLN 3.7 bn (+7%) y/y
- **PLN 37.2 bn** of retail clients deposits → +PLN 3.2 bn (+9%) y/y
- **3.2 m** retail clients → net increase by **152.3 th.** y/y
- **29.1 th** corporate clients

Increase in lending products sales:

- **PLN 46.7 bn** of loans to customers → **+PLN 9.5 bn** (+25%) y/y
- **PLN 30.4 bn** of corporate lending (incl. leasing & factoring) → **+PLN 7.7 bn** (+34%) y/y
- **PLN 16.3 bn** of retail lending → +PLN 1.8 bn (+12%) y/y
- **PLN 11.9 bn** of retail mortgage loans → **+PLN 1.5 bn** (+14%) y/y; 7.1% market share in PLN retail mortgage loans sales in 1-3Q 2012

Maintaining high quality of customer service:

- 774 own ATMs and 653 CDMs, including **303** dual-function machines installed
- 432 branches, 422 self-banking areas
- 78% of self-service depositing transactions (via CDMs)
- ING BankMobile – over 100 th downloads

Development of simple and honest product offer:

- **2.15 million** of Current Accounts, **61%** are **Direct Current Account**
- „**Package PLN 5000**”: consumer loans' campaign
- Savings offers: „**Welcome rate**” and „**OKO Bonus**”

Translation of business activities into Bank's financial results:

- **PLN 791 m** of total income in 3Q 2012 → +9% y/y
- **PLN 335 m** of result before risk costs in 3Q 2012 → +10% y/y
- **PLN 203 m** of net profit in 3Q 2012 → -8% y/y
- **L/D ratio** at the level of **80%** → +9 p.p. y/y



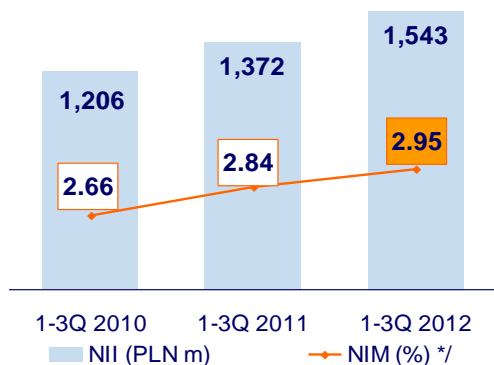
Major business results of the Bank

Bank's business volumes

<i>in PLN million</i>	30.09.11	31.12.11	31.03.12	30.06.12	30.09.12	Change QoQ	Change YtD	Change YoY	Diff QoQ	Diff YtD	Diff YoY
Total deposits	51,502	53,793	52,901	54,427	55,163	1%	3%	7%	736	1,370	3,661
Retail clients deposits	34,033	35,235	35,197	36,742	37,183	1%	6%	9%	441	1,948	3,150
Corporate clients deposits	17,469	18,558	17,704	17,685	17,980	2%	-3%	3%	295	-578	511
Total funds entrusted by retail clients	38,871	39,686	40,149	40,971	41,346	1%	4%	6%	375	1,660	2,475
TFI assets distributed by ING Bank Śląski S.A.	4,838	4,451	4,952	4,228	4,162	-2%	-6%	-14%	-66	-289	-676
Total loans	37,236	39,331	44,729	45,727	46,704	2%	19%	25%	977	7,373	9,468
Loans to retail clients	14,498	14,964	15,258	15,806	16,309	3%	9%	12%	503	1,345	1,811
Mortgage loans volume	10,479	11,020	11,223	11,593	11,946	3%	8%	14%	353	926	1,467
Loans to corporate clients incl. leasing and factoring	22,738	24,367	29,471	29,921	30,395	2%	25%	34%	474	6,028	7,657

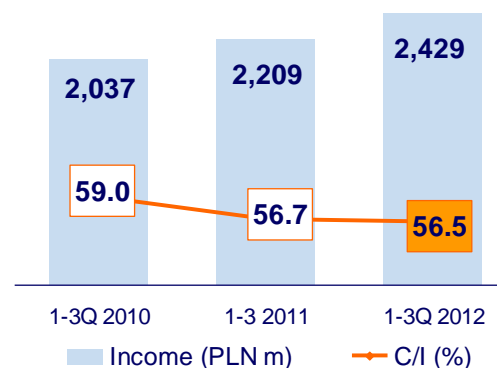
Growing efficiency

Net interest margin

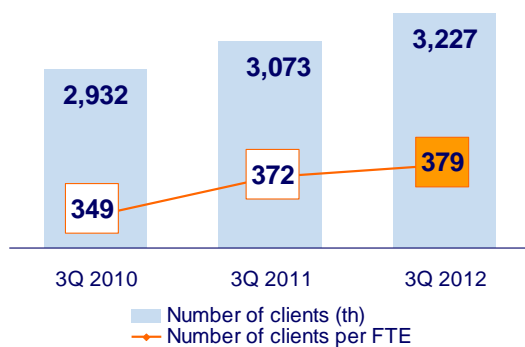


* / NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

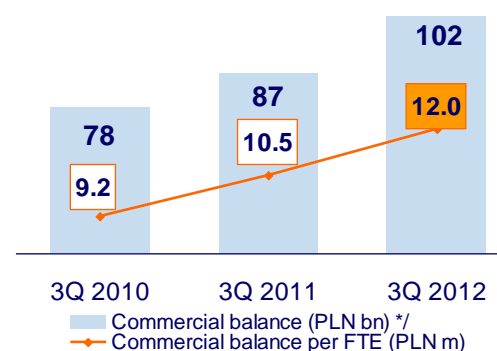
Income and cost effectiveness



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

	3Q 2011	3Q 2012	change
Total income	725.7	790.5	+ 9%
Total expenses	422.0	455.2	+ 8%
Result before risk costs	303.7	335.3	+ 10%
Risk costs	27.1	82.6	+ 205%
Profit before tax	276.6	252.7	- 9%
Net profit	220.1	203.2	- 8%
CAR */	12.6%	13.7%	+ 1.1 p.p.
ROA (%)	1.3%	1.2%	- 0.1 p.p.
ROE (%)	14.7%	12.7%	- 2.0 p.p.
C/I Ratio (%)	58.2%	57.6%	- 0.6 p.p.

PLN million	1-3Q 2011	1-3Q 2012	change
Total income	2,208.6	2,428.8	+ 10%
Total expenses	1,253.0	1,373.1	+ 10%
Result before risk costs	955.6	1,055.7	+ 10%
Risk costs	121.9	278.1	+ 128%
Profit before tax	833.7	777.6	- 7%
Net profit	666.5	642.3	- 4%
C/I Ratio (%)	56.7%	56.5%	- 0.2 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

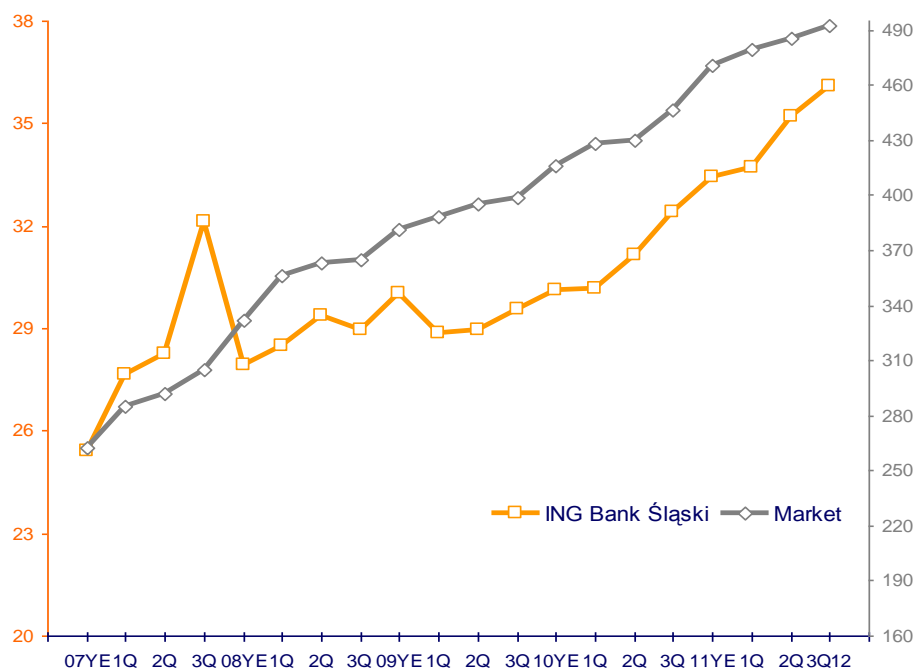


Market position of ING Bank Śląski

households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

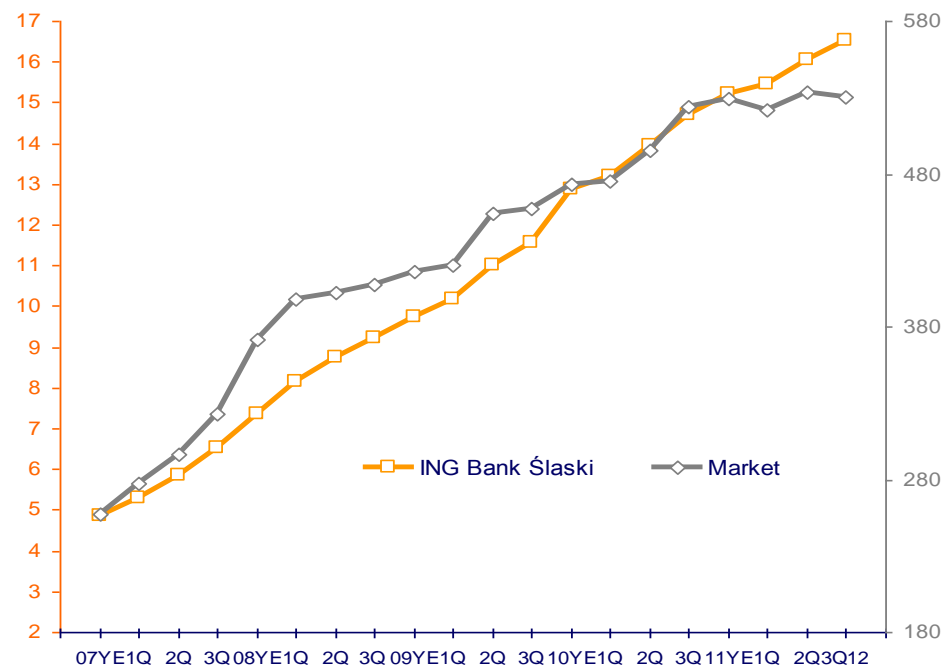


market share (%)

Period	Market share (%)
07YE1Q	9.66
07YE1Q	9.71
07YE2Q	9.68
07YE3Q	10.56
08YE1Q	8.42
08YE2Q	8.00
08YE3Q	8.09
09YE1Q	7.94
09YE2Q	7.88
09YE3Q	7.43
10YE1Q	7.33
10YE2Q	7.42
10YE3Q	7.24
11YE1Q	7.04
11YE2Q	7.25
11YE3Q	7.26
12Q1	7.10
12Q2	7.03
12Q3	7.25
12Q3	7.33

Volumes and share in the households loans market

Households loans - volumes (in PLN billion)



market share (%)

Period	Market share (%)
07YE1Q	1.92
07YE1Q	1.94
07YE2Q	2.00
07YE3Q	2.04
08YE1Q	2.00
08YE2Q	2.08
08YE3Q	2.20
09YE1Q	2.29
09YE2Q	2.36
09YE3Q	2.45
10YE1Q	2.45
10YE2Q	2.55
10YE3Q	2.67
11YE1Q	2.79
11YE2Q	2.83
11YE3Q	2.83
12Q1	2.89
12Q2	2.99
12Q3	3.03
12Q3	3.14

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)

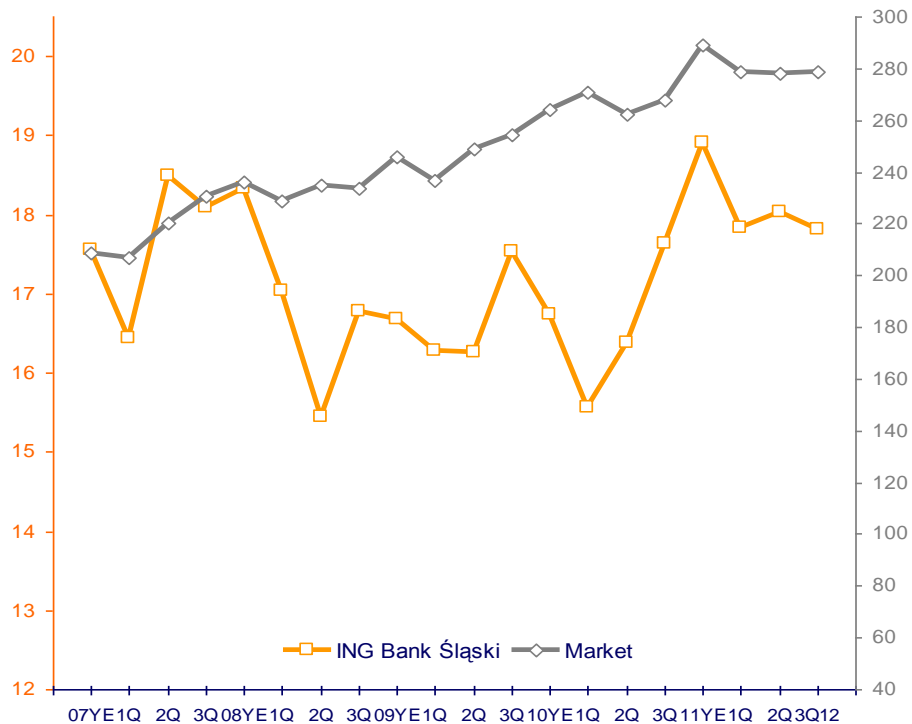


Market position of ING Bank Śląski

corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

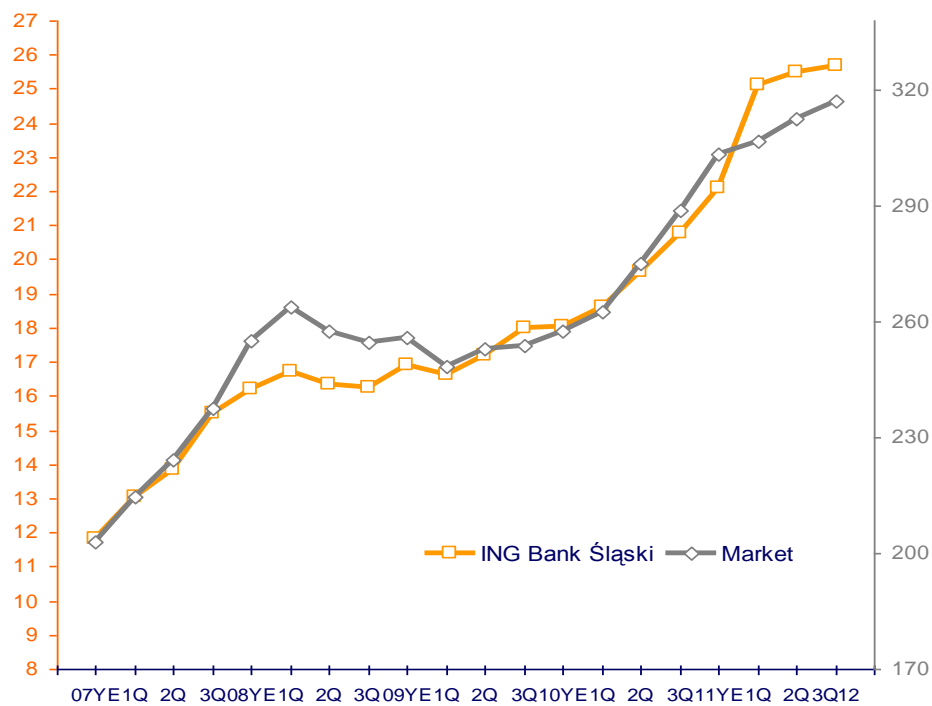


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	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	6.40	

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	3Q	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	7.15	7.18	7.28	8.19	8.16	8.09	

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

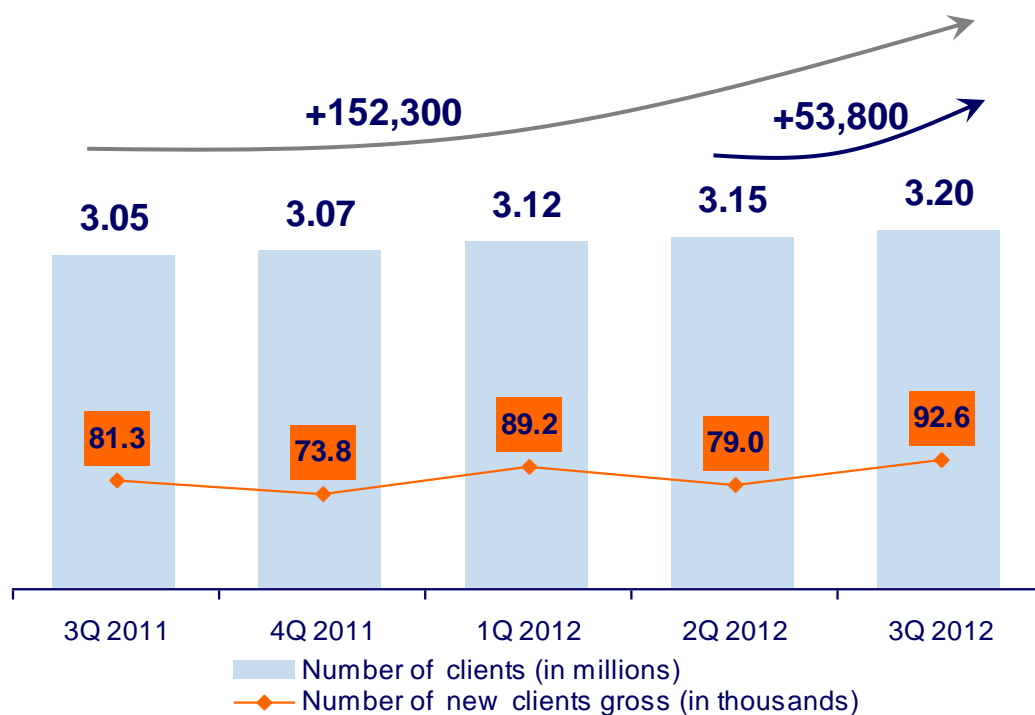
Increase in core products' sales

- **3.2 m** of retail clients number → 92.6 th of new clients acquired in 3Q 2012
- **PLN 16.3 bn** of retail lending → **+PLN 1.8 bn (+12%) y/y** and +PLN 500 m (+3%) q/q
- **PLN 11.9 bn** of mortgage loans portfolio → **+PLN 1.5 bn (+14%) y/y** and +PLN 350 m (+3%) q/q
- **7.1%** market share in new production of PLN mortgage loans in 1-3Q 2012
- Cash loans sales → PLN 890 m of cash loans sold to individual clients in 1-3Q 2012 (+27% y/y)
- **PLN 37.2 bn** of retail clients deposits → +PLN 3.2 bn (+9%) y/y and +PLN 440 m (+1%) q/q
- 2.15 m of retail current accounts; 61% of Direct Current Accounts
- Savings offers:
 - „**Welcome rate**” (*promotional interests for 4 months on OKO and OKO Direct saving accounts*)
 - „**OKO Bonus**” (*promotional interests for new funds on a new OKO Bonus saving account until 23 January 2013*)
- 78% of self-service cash depositing transactions
- ING BankMobile – over 100 th downloads

Client base

3.2 million of retail clients

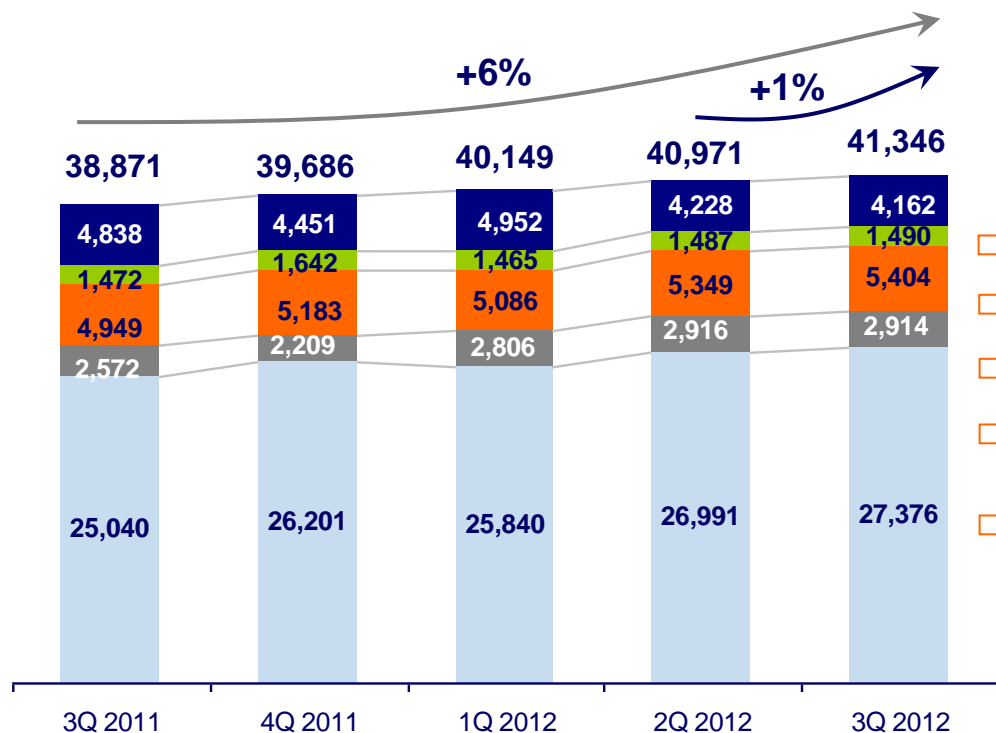
Number of retail clients



Funds entrusted

stable funding base

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



	QoQ	YtD	YoY
→	-2%	-6%	-14%
→	0%	-9%	+1%
→	+1%	+4%	+9%
→	0%	+32%	+13%
→	+1%	+4%	+9%

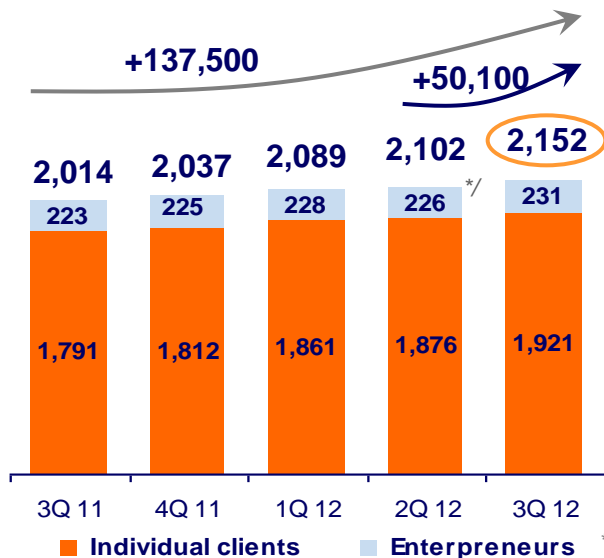
+1% QoQ
+9% YoY



Current accounts

2.15 million of Current Accounts, 61% of Direct Accounts

Number of retail clients current accounts (in thousands)



QoQ	YtD	YoY
+4,600	+6,200	+8,200
+45,500	+109,000	+129,300



Direct Account benefits

➔ PLN 0 for:

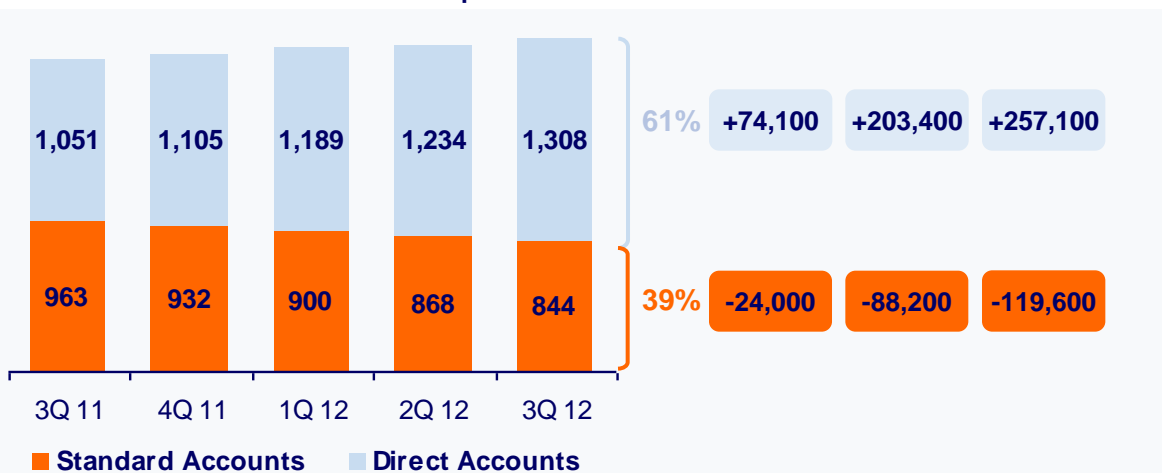
- maintaining a bank account
- Internet money transfers in PLN
- withdrawals from all ATMs in Poland
- a debit card (with min. PLN 100 of monthly expenses)

➔ Finansometr:

Personal Finance Management



- #### ➔ „WiFi Beaches” (during summer):
- Hot-spots with free Internet access in 6 Polish coastal cities (40 th users)



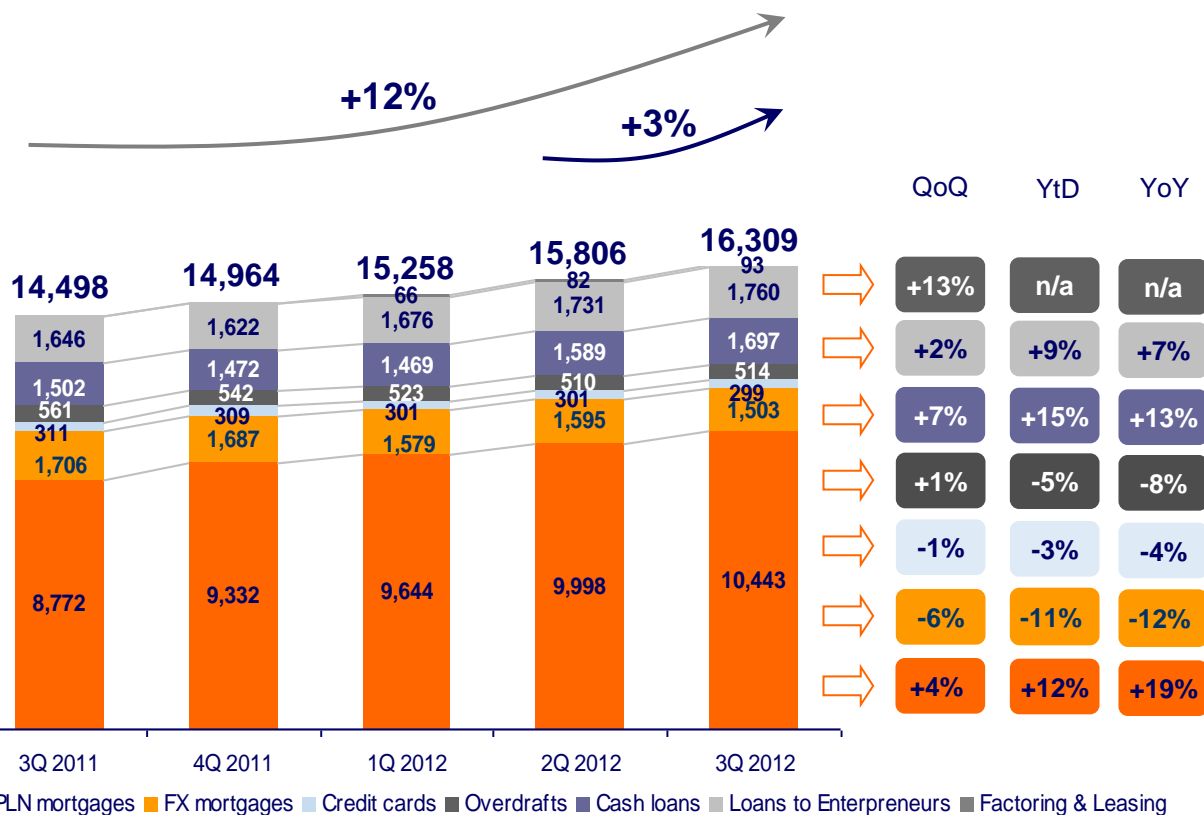
Note: PLN denominated current accounts



Loan portfolio of retail segment clients

constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m)

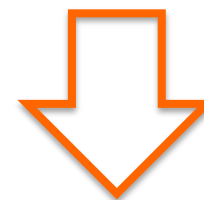
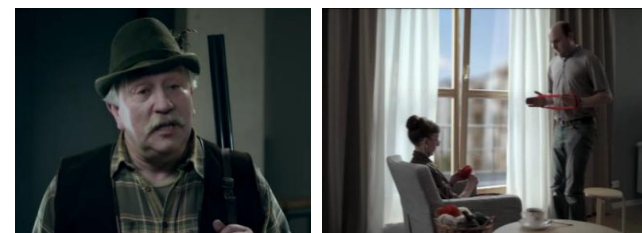


Package PLN 5000

Consumer loans' campaign

18 March – 28 September 2012

It's better to borrow from a bank than from your family but the best is to take „Package PLN 5000”



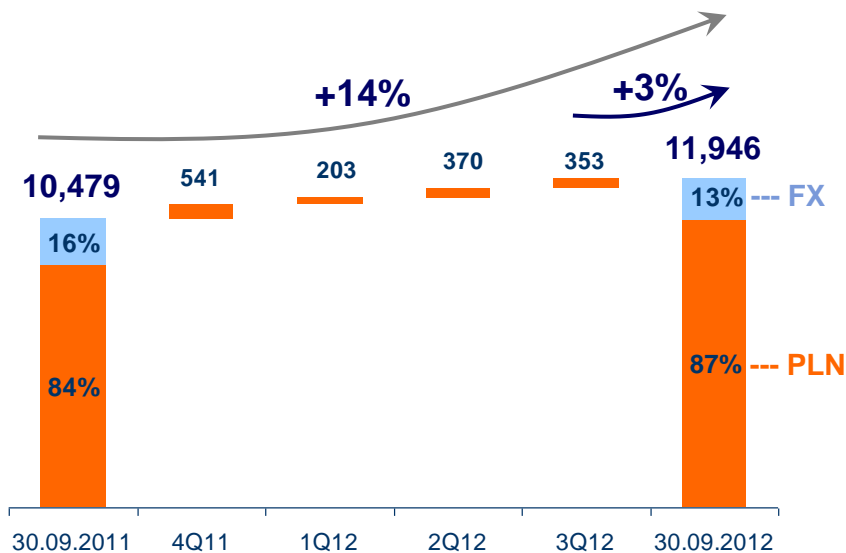
PLN 890 m of cash loans sold to individual clients in 1-3Q 2012 (+27% y/y)



Mortgage loans

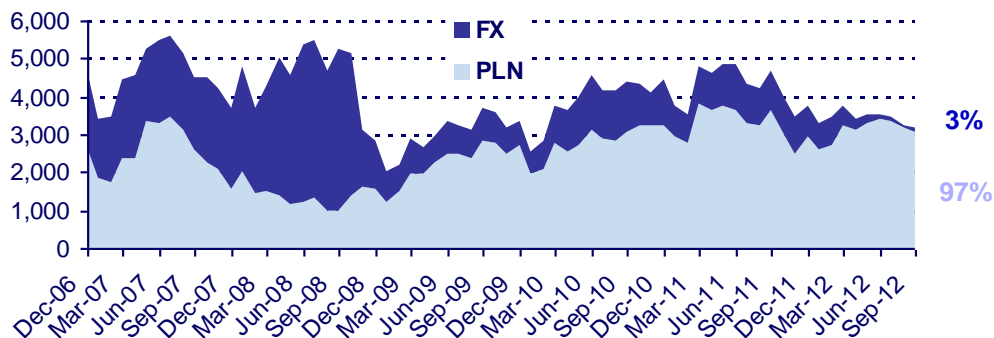
PLN 11.9 billion of mortgage loans

Retail mortgage loans (PLN m)



- 7.1% market share in PLN mortgage loans' sales in 1-3Q 2012, 4th position on the market. The market share in total mortgage sales is 6.4%, 5th on the market. The amount of 1-3Q 2012 mortgage production is PLN 2.0 bn (PLN 745 m in 3Q12).
- 6.1% share in PLN market housing loans volume, 3.1% in total housing loans market (as of September-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 BankMobile application
over 100 th downloads

designed for iPhone users:

➔ 26 th downloads since 9 January 2012

designed for Android:

➔ over 74 th downloads since 8 May 2012

- 432 branches, 422 self-banking areas
- 303 dual-function machines, 84 installed in 1-3Q 2012, 150 in 2011 (cash-in and cash-out functions)
- 78% of cash-in transactions are executed automatically
- All ATMs in Poland (18 thousand ATMs) available free of charge for ING Direct Current Account customers
- Over 100 branches in a new format



New version of ING BankMobile

since 17 September 2012

Main changes:

- external payments up to the total sum of PLN 500 per day
- possibility of recharging mobile phone
- transactions' history extended to 3 months and enriched with the operations details

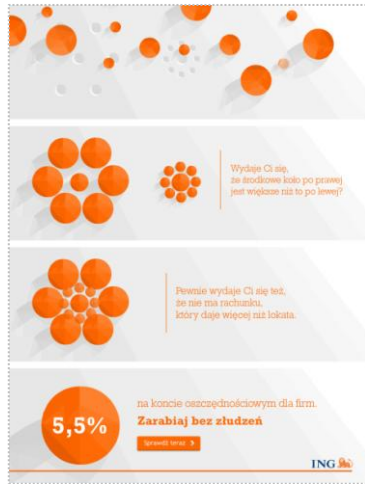


Corporate Banking

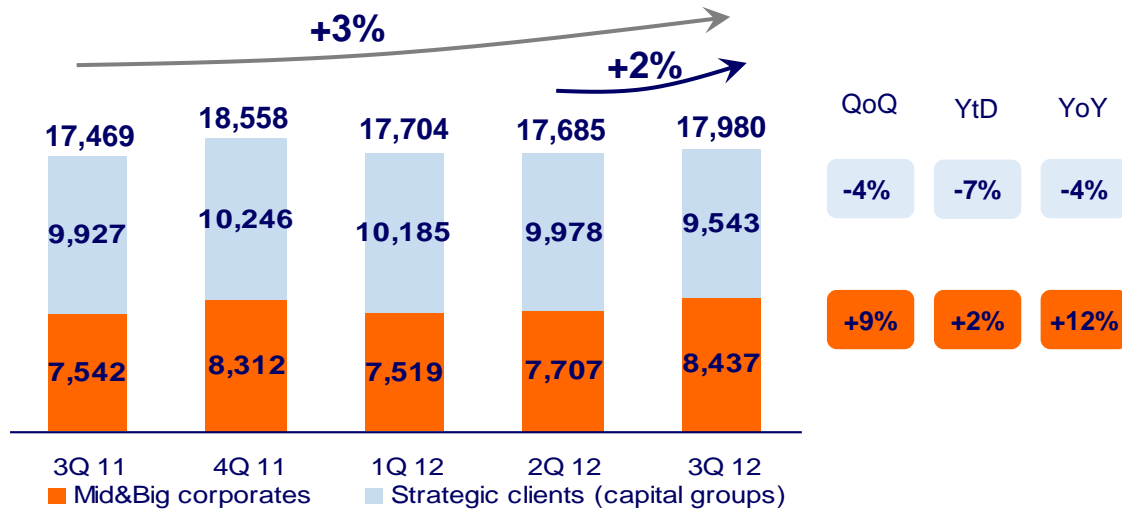
Growth in volumes

- **29.1 th** of corporate clients
- **PLN 30.4 bn** of corporate lending → **+PLN 7.7 bn (+34%) y/y** and +PLN 470 m (+2%) q/q
- PLN 4.4 bn worth of leasing agreements, PLN 1.4 bn – factoring, financing of the customers
- **PLN 18.0 bn** of corporate deposits → +PLN 510 m (+3%) y/y and +PLN 300 m (+2%) q/q
- The largest deals of 2012:
 - bond issuance for PKN Orlen (PLN 1 bn), PGNiG (PLN 2.5 bn) and PGNiG Termika (PLN 1.5 bn)
 - bond issuance program increase for Tauron (up to PLN 7.05 bn)
- **67%** of loan applications submitted electronically in September 2012

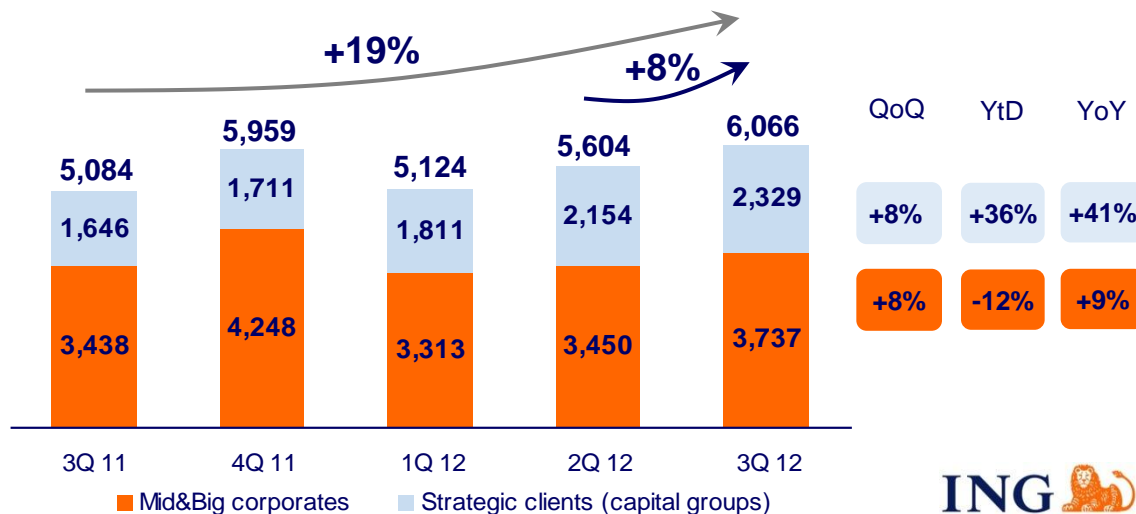
Cash Management



Volume of corporate deposits (in PLN m)



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



Special offer

5.5%

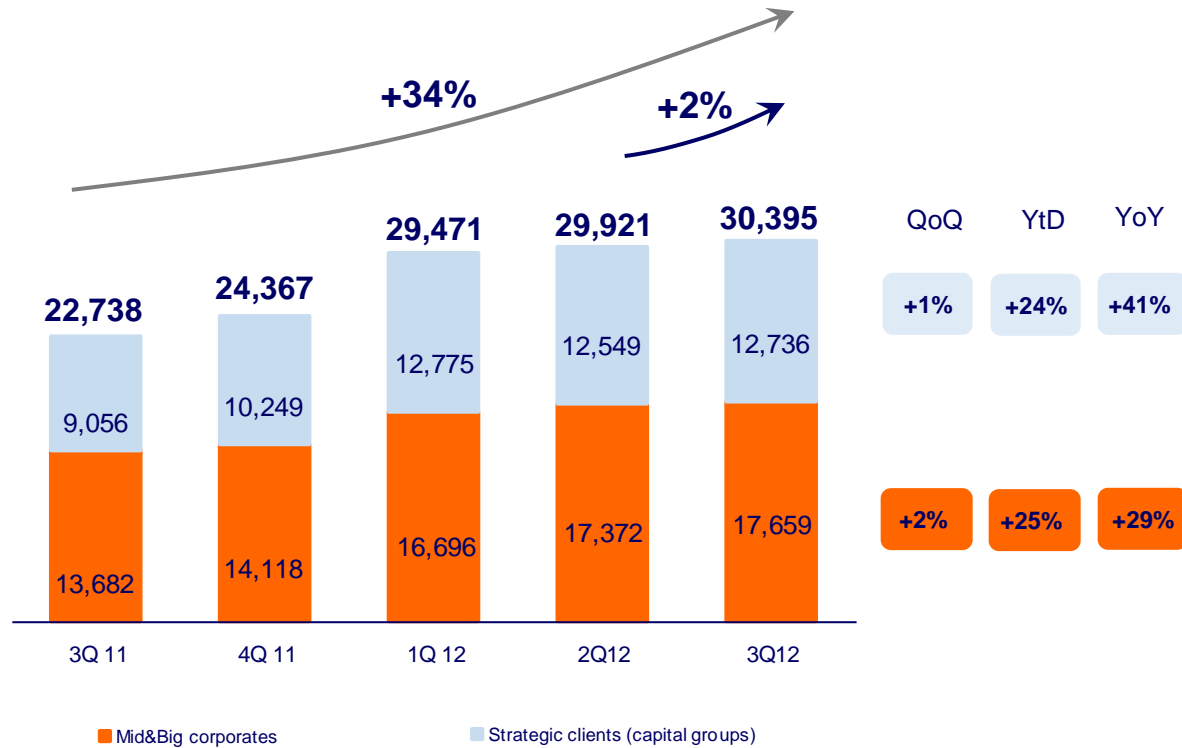
- Since 28 May 2012
- Promotional interests **5.5%** on OKO Business and OKO Direct Business saving accounts:
 - for 6 months – on new OKO accounts
 - until 30 November – for clients who already have an OKO account (for new funds paid from 28 May)
- The maximum amount for the higher interest rate is **PLN 5 m**
- Automatically – no need to subscribe to the offer



Lending



Volume of loans to corporate clients (in PLN million)



May 2011▶ September 2012

0%

67%

of non-paper credit applications

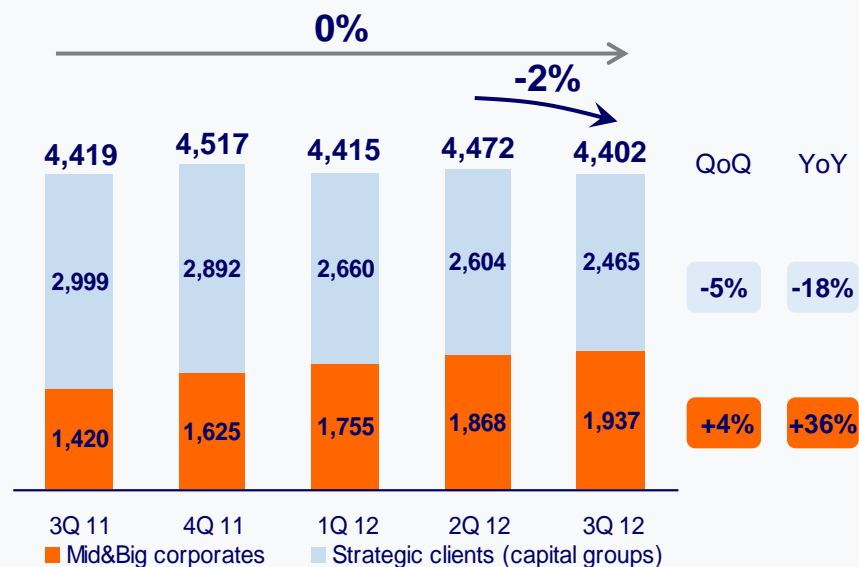
Asset Based Lending

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 %)
- **4.8%** 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)

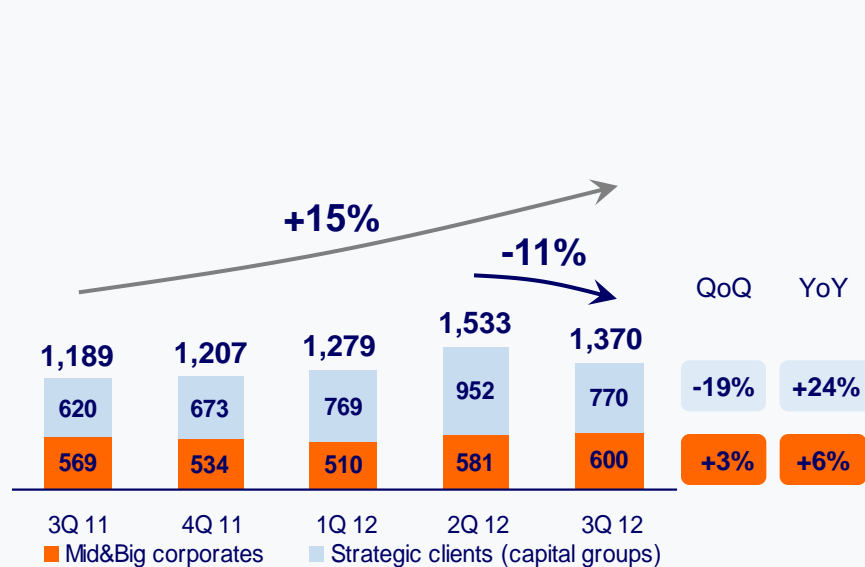


ING Commercial Finance S.A. (factoring)

- **#3** on the market (market share of **14.1%**)
- **10** regional offices
- 1st place in the Book of Lists 2012 ranking Factoring Companies organised by Warsaw Business Journal

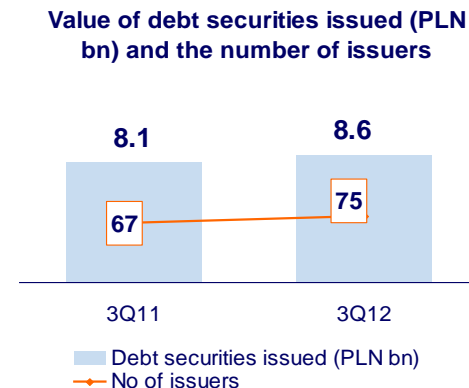


Factoring – financing of the customers (in PLN million)



Debt capital and investment banking

Debt capital – the largest deals of 2012



ING Securities – major transactions in 2012:



#6

Market position

Market share of **6.3%**

(the share in the value of shares traded on WSE in the period of Jan-Sep 2012)



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ING Bank Śląski financial performance in 3Q 2012

PLN million	3Q 2011	3Q 2012			3Q 2012	change
		ING BS Group prior ABL company consolidation <small>(data comparable with 3Q2011)</small>	change	Net impact of ABL company consolidation		
Net interest income	477.4	490.2	+ 3%	25.3	515.5	+ 8%
Net commission income	261.4	245.2	- 6%	6.0	251.2	- 4%
Trading & other income	-13.1	21.5	n/a	2.8	23.8	n/a
Total income	725.7	756.9	+ 4%	34.1	790.5	+ 9%
Total expenses	422.0	438.8	+ 4%	16.9	455.2	+ 8%
Result before risk costs	303.7	318.1	+ 5%	17.2	335.3	+ 10%
Risk costs	27.1	80.1	+ 196%	2.5	82.6	+ 205%
Profit before tax	276.6	238.0	- 14%	14.7	252.7	- 9%
Income tax	56.5	46.2	- 18%	3.3	49.5	- 12%
Net profit	220.1	191.8	- 13%	11.4	203.2	- 8%
CAR */	12.6%				13.7%	+ 1.1 p.p.
ROA (%)	1.3%				1.2%	- 0.1 p.p.
ROE (%)	14.7%				12.7%	- 2.0 p.p.
C/I Ratio (%)	58.2%				57.6%	- 0.6 p.p.

*/ CAR According to Financial Supervisory Authority definition



ING Bank Śląski financial performance in 1-3Q 2012

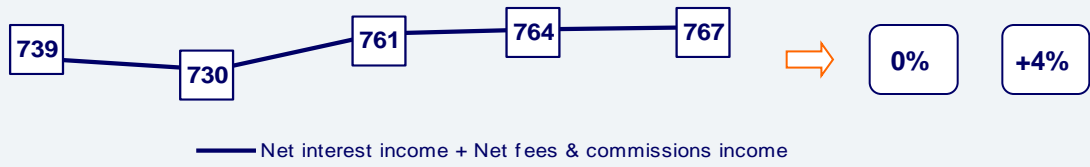
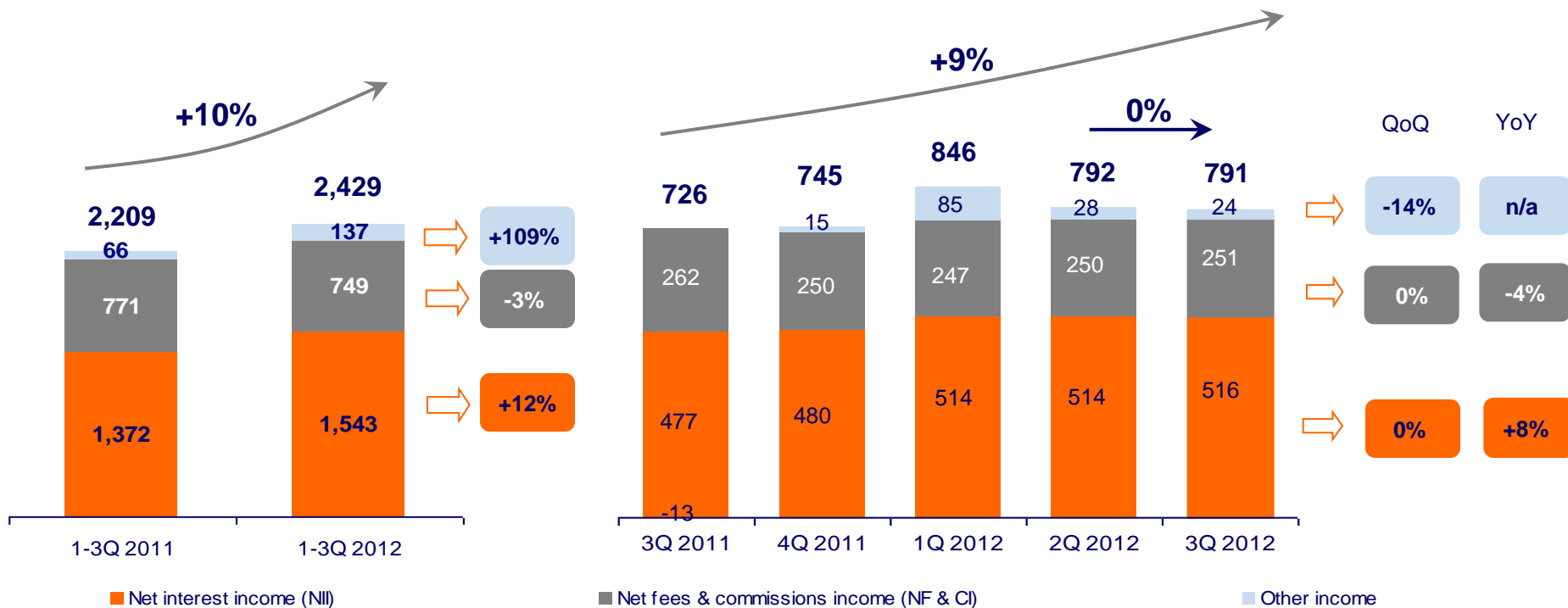
PLN million	1-3Q 2012					
	1-3Q 2011	ING BS Group prior ABL company consolidation <small>(data comparable with 1-3Q 2011)</small>	change	Net impact of ABL company consolidation	1-3Q 2012	change
Net interest income	1,371.8	1,465.6	+ 7%	77.5	1,543.1	+ 12%
Net commission income	771.2	730.8	- 5%	17.8	748.6	- 3%
Trading & other income	65.6	132.9	+ 103%	4.7	137.1	+ 109%
Total income	2,208.6	2,329.3	+ 5%	100.0	2,428.8	+ 10%
Total expenses	1,253.0	1,322.2	+ 6%	51.4	1,373.1	+ 10%
Result before risk costs	955.6	1,007.1	+ 5%	48.6	1,055.7	+ 10%
Risk costs	121.9	273.8	+ 125%	4.3	278.1	+ 128%
Profit before tax	833.7	733.3	- 12%	44.3	777.6	- 7%
Income tax	167.2	142.7	- 15%	-7.4	135.3	- 19%
Net profit	666.5	590.6	- 11%	51.7	642.3	- 4%
CAR */	12.6%				13.7%	+ 1.1 p.p.
ROA (%)	1.3%				1.2%	- 0.1 p.p.
ROE (%)	14.7%				12.7%	- 2.0 p.p.
C/I Ratio (%)	56.7%				56.5%	- 0.2 p.p.

*/ CAR According to Financial Supervisory Authority definition



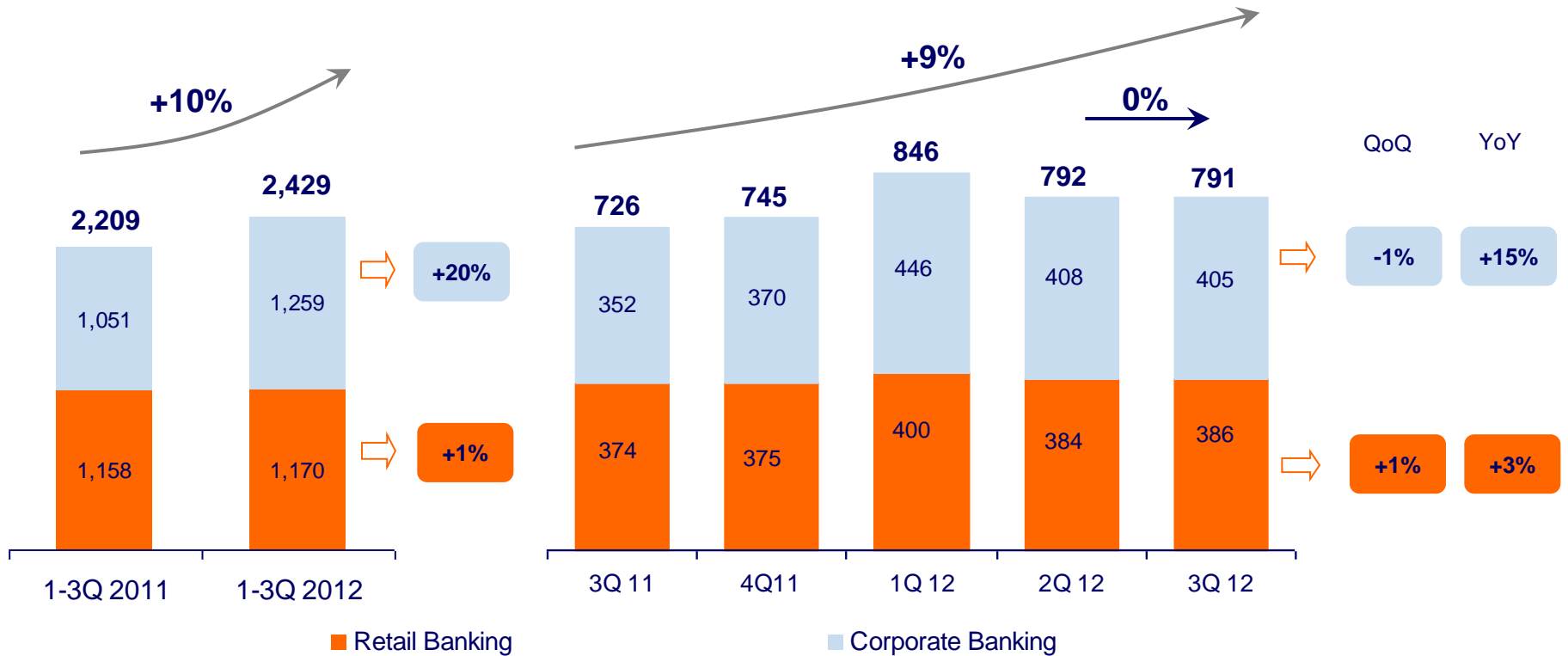
Revenue per category

Revenues per P&L category (PLN m)



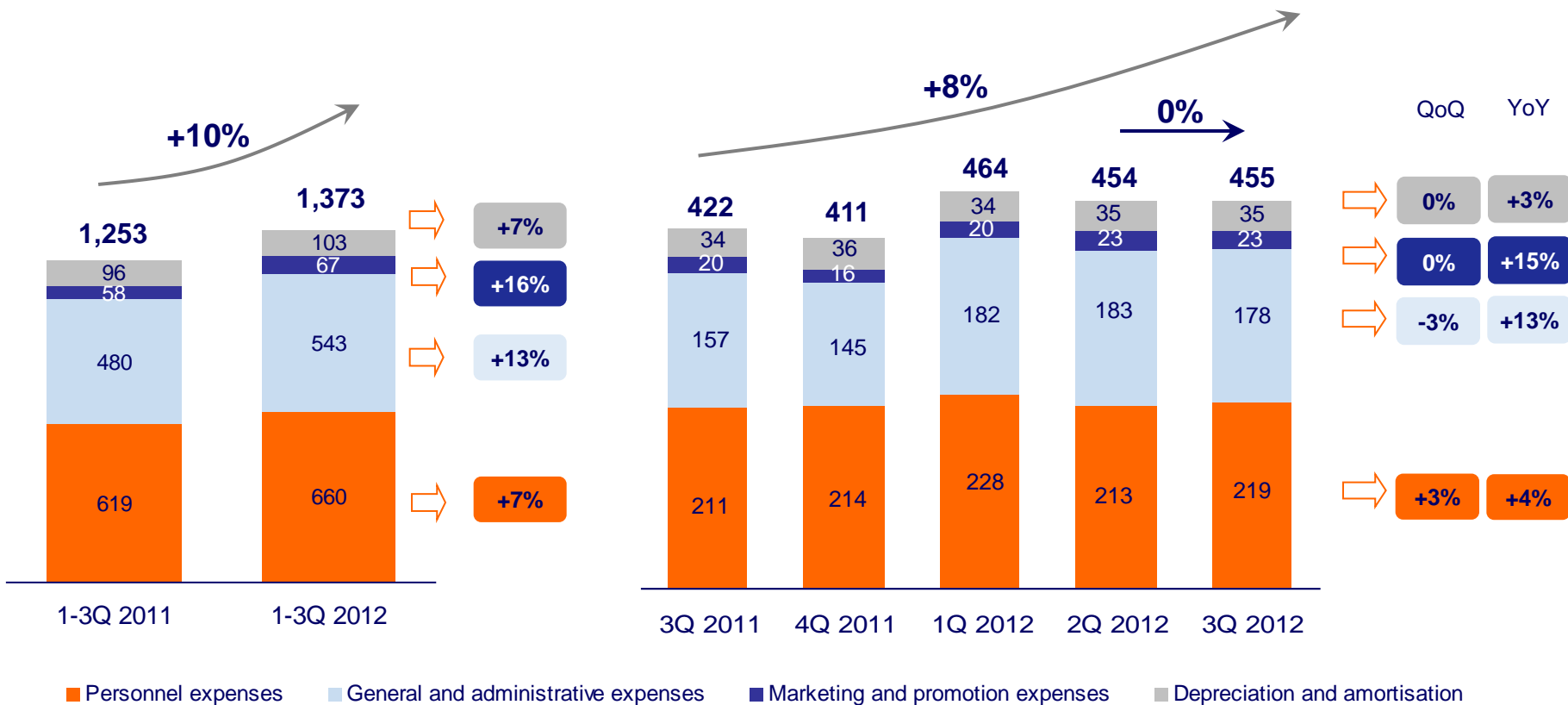
Revenue per business line

Revenues by business lines (PLN m)



Total expenses

Total costs (PLN m)



Note: Costs including result on other operating income and expenses

Risk costs

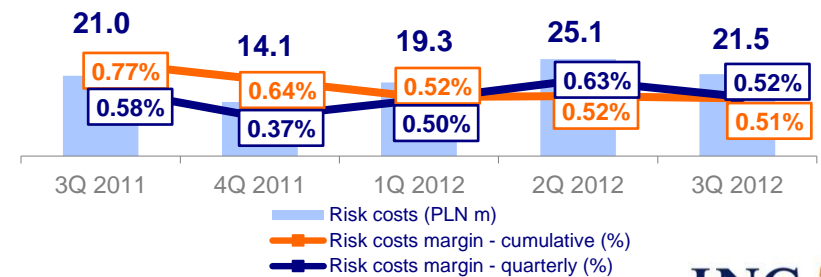
Bank



Corporate



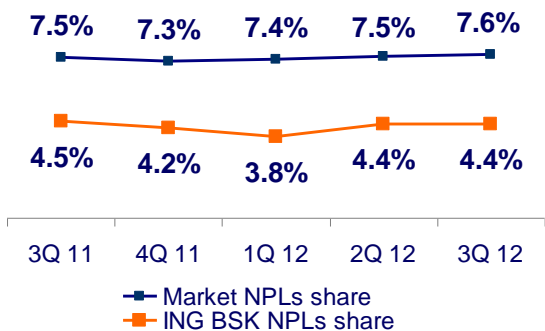
Retail



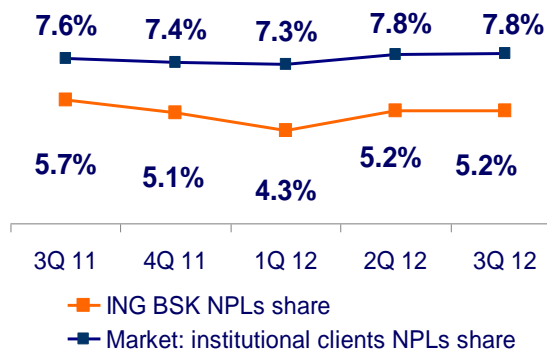
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

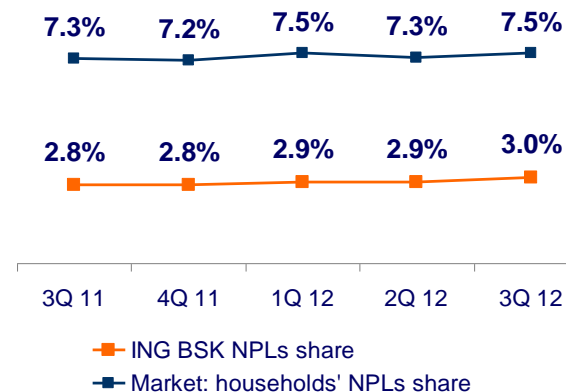
Bank



Corporate



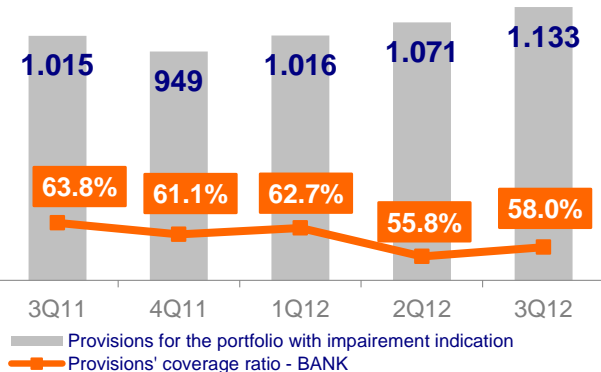
Retail



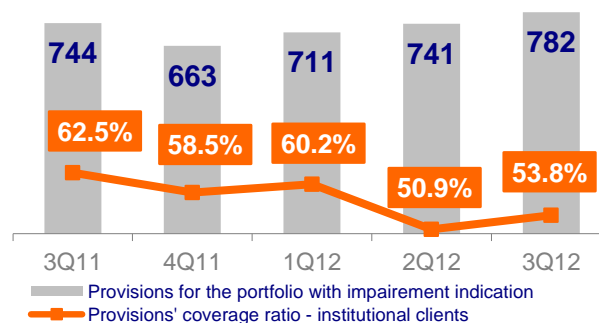
Note: market ratio estimated based on NBP data

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

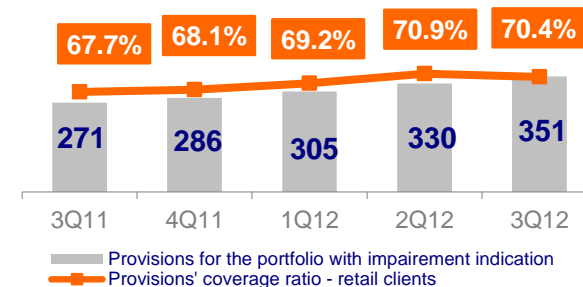
Bank



Corporate

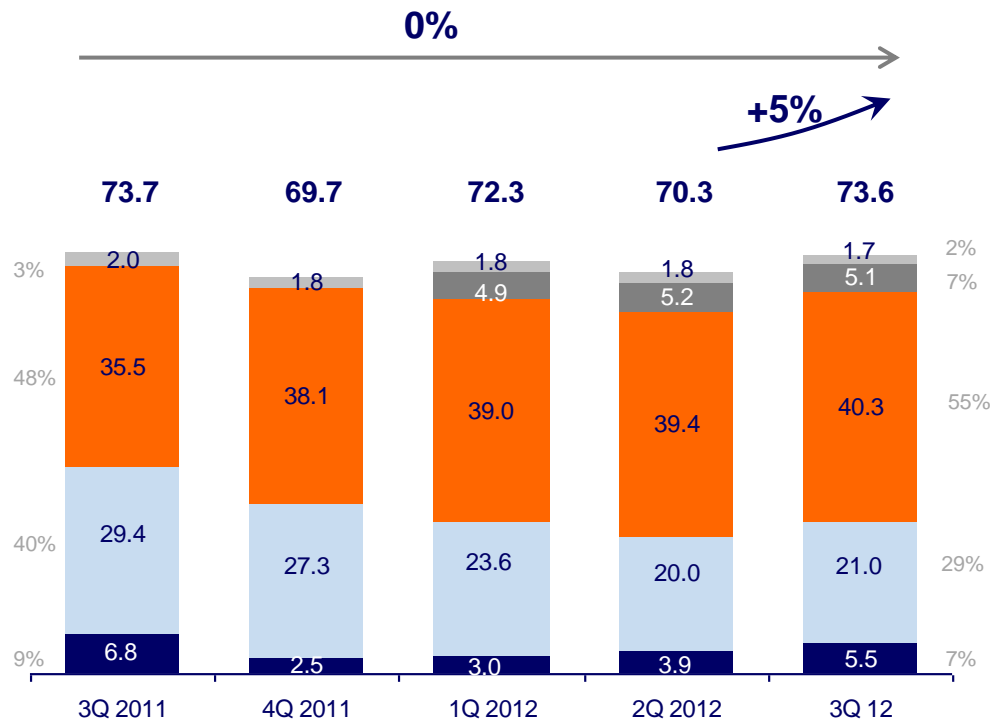


Retail



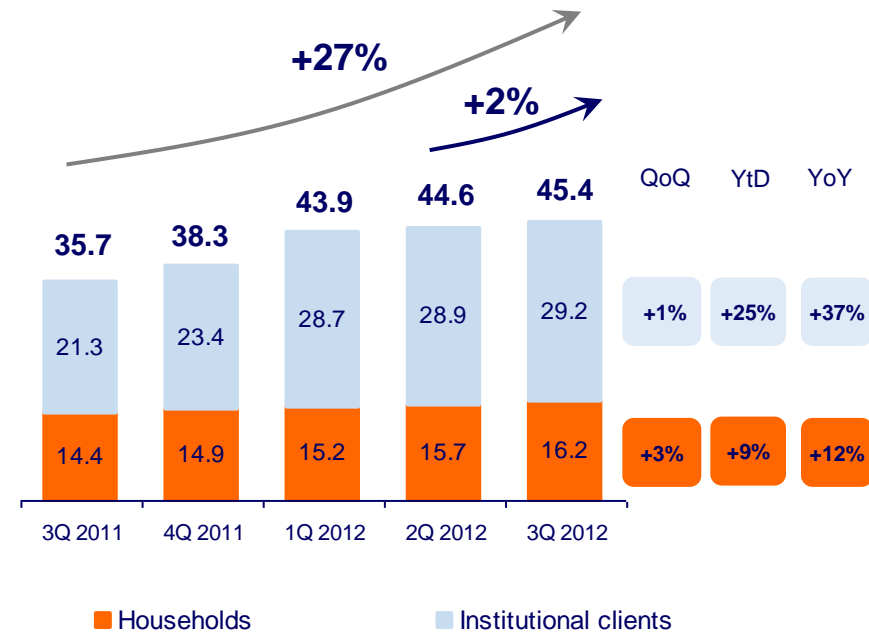
Bank assets

Assets structure (PLN bn / %)



- Other
- Leasing and factoring receivables
- Loans to clients and corporate bonds
- Securities
- Loans and receivables from other banks + cash within the Central Bank

Net loans, leasing and factoring receivables and corporate bonds - non-bank sector (PLN bn)



- Households
- Institutional clients

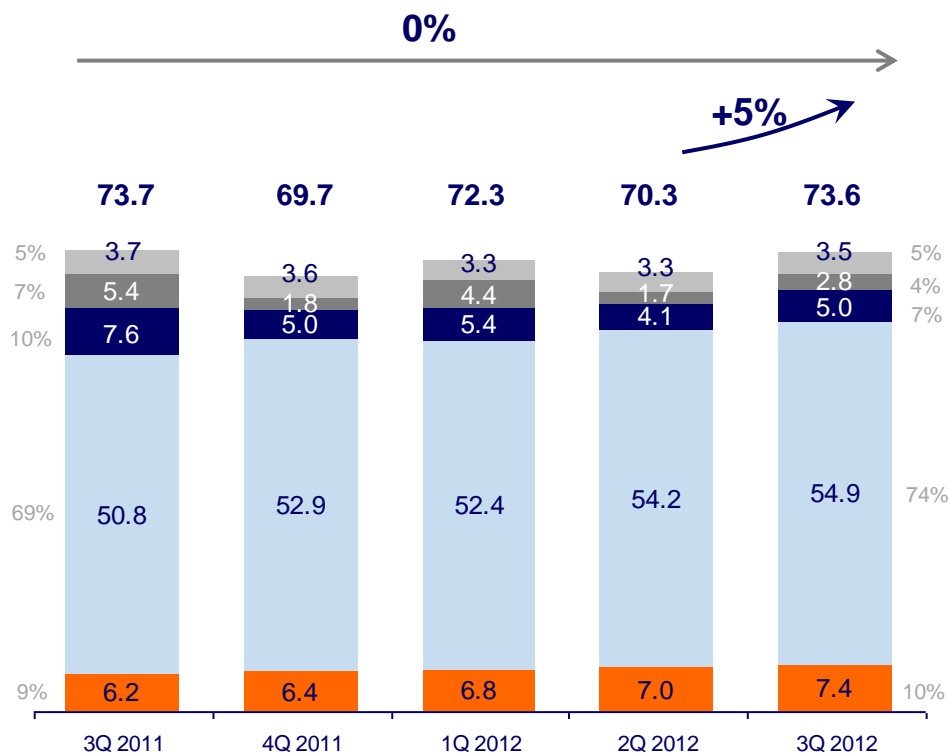
Note: loans to clients do not include debt securities included in the consolidated statement of financial position (an equivalent of a former balance sheet statement) in the loans category. Such receivables have been included in securities portfolio.



Bank liabilities

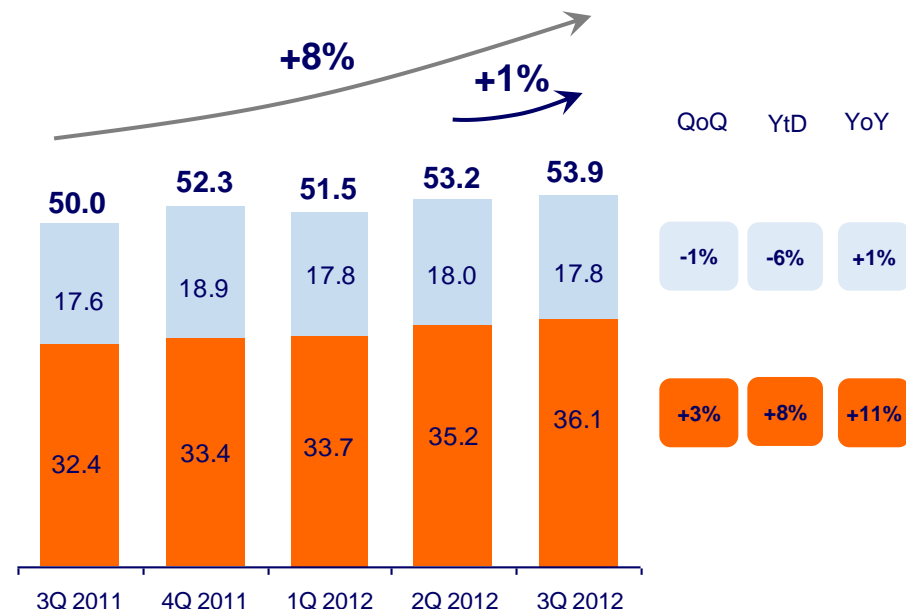
stable deposit base

Structure of liabilities (PLN bn / %)



- Other liabilities
- Financial liabilities measured at fair value through P&L
- Liabilities to other banks
- Liabilities to clients
- Equity

Non-bank sector deposits (PLN bn)

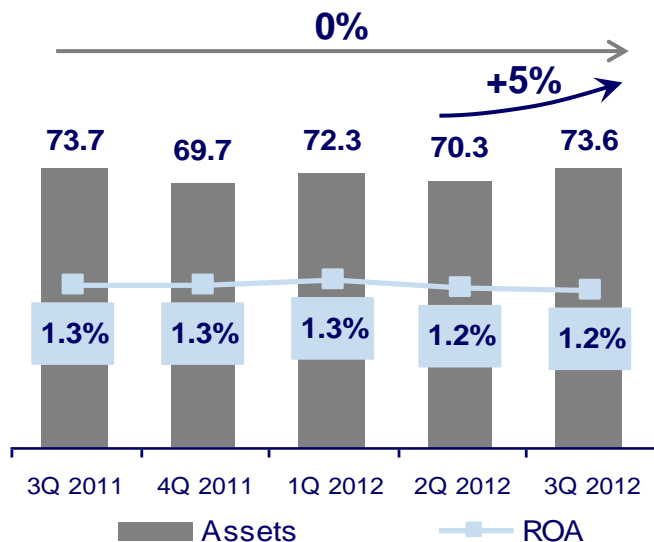


	QoQ	YtD	YoY
Households	+3%	+8%	+11%
Institutional clients	-1%	-6%	+1%

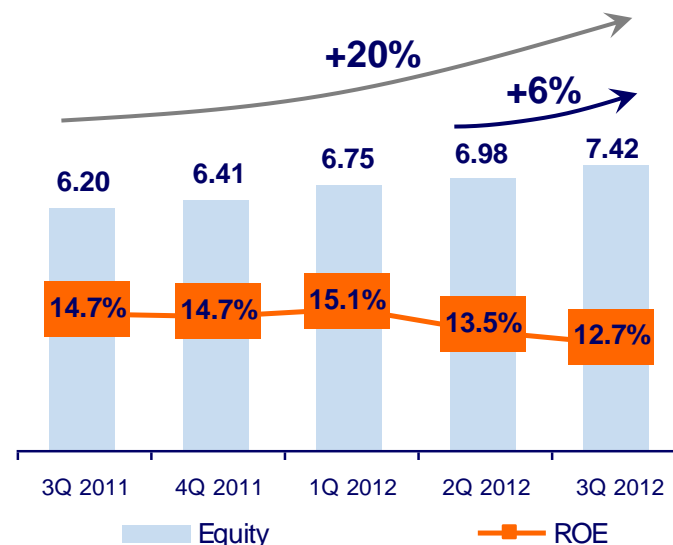


Assets, equity and profitability ratios

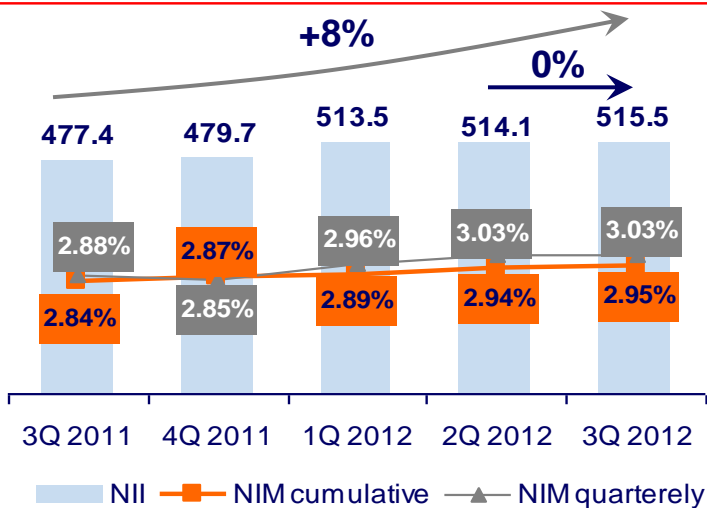
Assets (PLN bn) / ROA



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

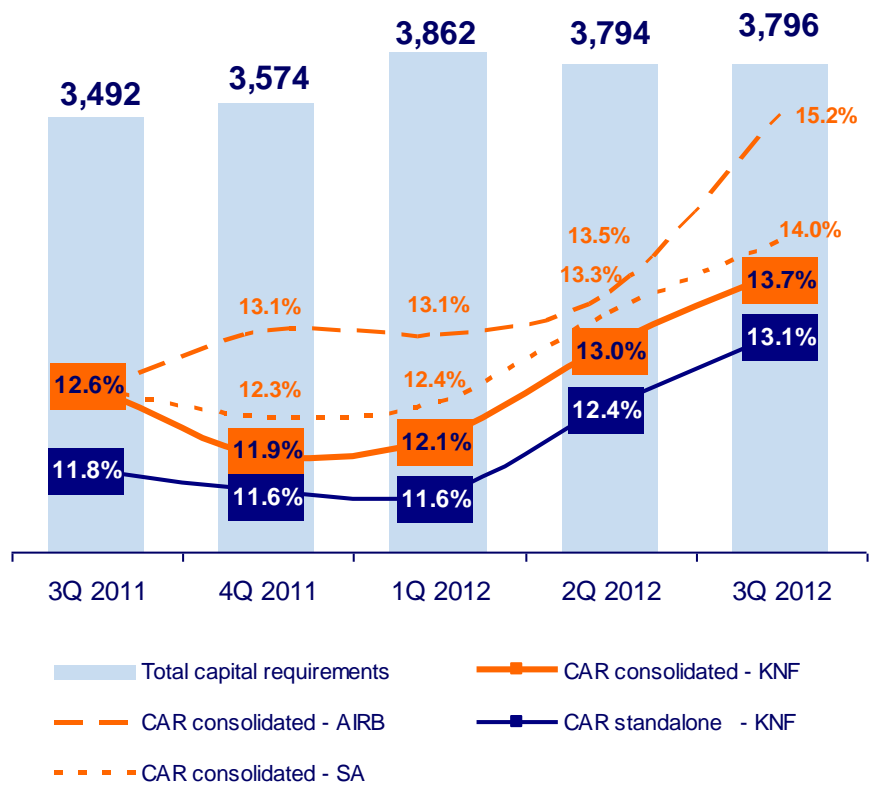
NIM annualized = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

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

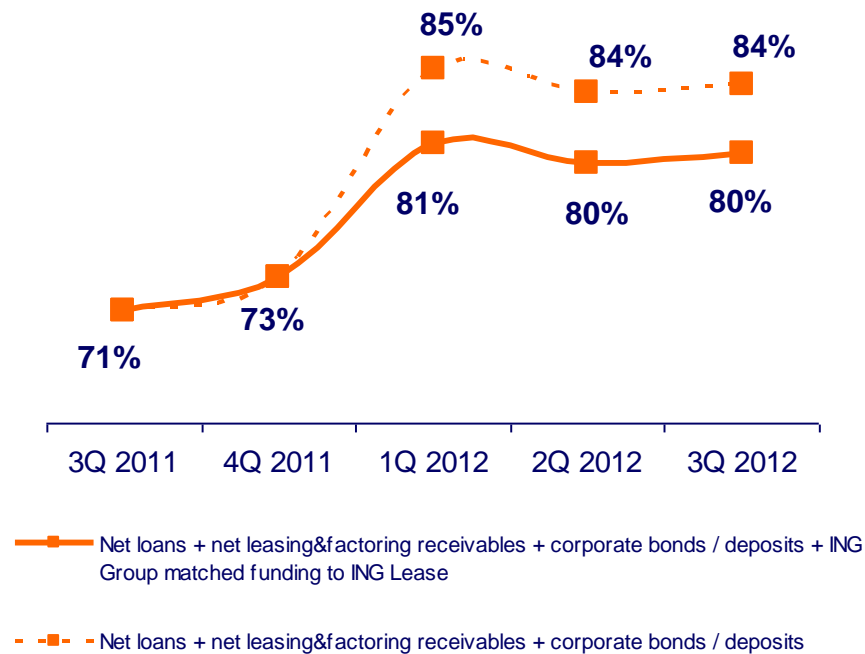


Capital Adequacy

Capital adequacy ratio and the total capital requirements



Loans-to-deposits ratio



Appendix

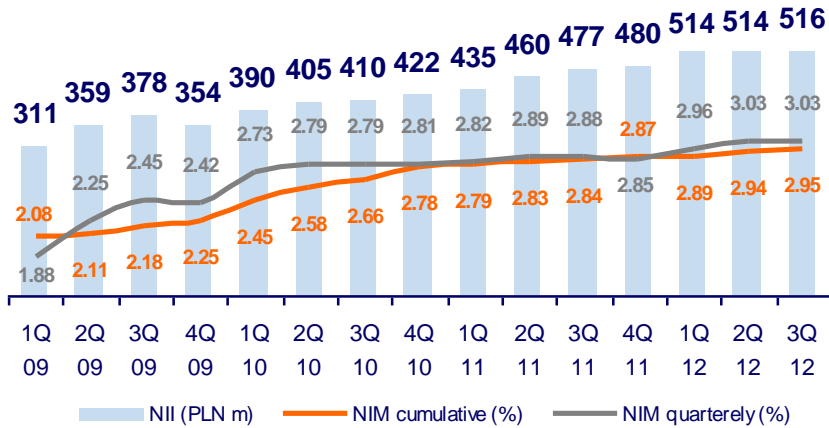
Quarterly P&L

Interim condensed consolidated financial statements

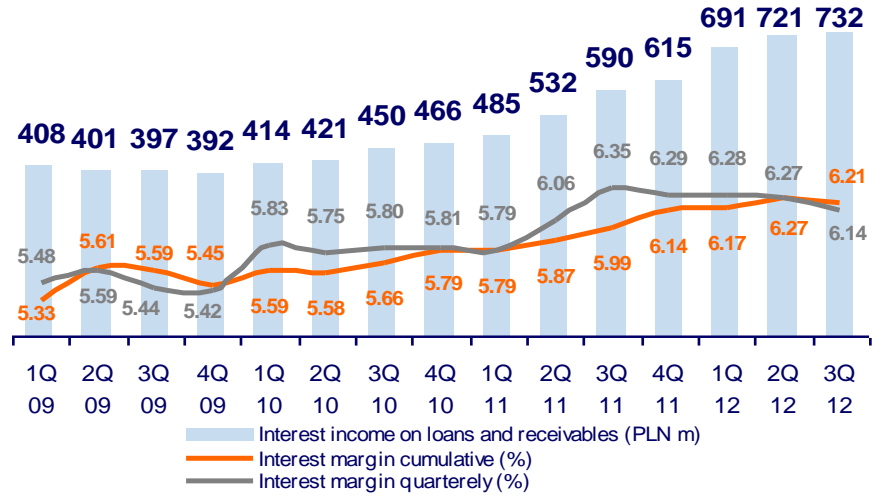
	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	QoQ		YoY	
								Δ	%	Δ	%
I. 5.1. Net interest income, of which:	434.9	459.5	477.4	479.7	513.5	514.1	515.5	1.4	0%	38.1	8%
Interest income, of which:	772.6	833.6	882.3	897.0	945.2	945.2	963.2	18.0	2%	80.9	9%
- from loans and receivables to banks	26.3	29.8	30.2	41.9	26.8	30.4	37.4	7.0	23%	7.2	24%
- from loans and receivables to customers	495.1	544.2	604.9	631.2	643.5	666.3	674.6	8.3	1%	69.7	12%
- from leasing	0.0	0.0	0.0	0.0	41.9	42.2	43.6	1.4	3%	43.6	n/a
- from factoring	1.8	2.3	3.3	3.8	22.0	24.0	24.0	0.0	0%	20.7	627%
- from debt securities	265.8	270.6	245.7	204.8	199.3	179.0	164.9	-14.1	-8%	-80.8	-33%
- Interest result on derivatives	-16.6	-13.4	-1.9	15.2	11.3	2.2	18.7	16.5	750%	20.6	n/a
- other	0.2	0.1	0.1	0.1	0.4	1.1	0.0	-1.1	-100%	-0.1	-100%
Interest expenses, of which:	337.7	374.1	404.9	417.3	431.7	431.1	447.7	16.6	4%	42.8	11%
- interest on deposits from banks	42.0	48.9	44.3	27.7	39.8	31.4	24.2	-7.2	-23%	-20.1	-45%
- interest on deposits from customers	295.7	325.2	360.6	389.6	391.9	399.7	423.5	23.8	6%	62.9	17%
II. Net fees & commission income	251.4	258.4	261.4	250.0	247.0	250.4	251.2	0.8	0%	-10.2	-4%
III. Result on trade operations and revaluation (incl investments and HA)	28.7	14.4	-24.0	3.8	74.5	13.7	12.5	-1.2	-9%	36.5	n/a
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	18.9	6.6	54%	27.0	n/a
Net income on investments	18.2	6.2	7.7	5.9	19.1	6.6	-0.9	-7.5	n/a	-8.6	n/a
Net income on hedge accounting	-16.3	-3.2	-23.6	9.7	1.7	-5.2	-5.5	-0.3	n/a	18.1	n/a
IV. Net income on other basic activities	7.8	4.9	2.7	1.4	4.0	3.1	3.7	0.6	19%	1.0	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	7.6	-3.6	-32%	-0.6	-7%
Income	732.5	750.4	725.7	745.0	845.8	792.5	790.5	-2.0	0%	64.8	9%
Expenses	408.3	422.7	422.0	410.6	463.9	454.0	455.2	1.2	0%	33.2	8%
I. General and administrative expenses	408.7	419.8	421.9	414.0	464.9	456.3	454.2	-2.1	0%	32.3	8%
- personnel expenses	199.3	208.9	210.8	214.3	228.0	213.1	219.1	6.0	3%	8.3	4%
- other expenses	209.4	210.9	211.1	199.7	236.9	243.2	235.1	-8.1	-3%	24.0	11%
II. Result on other operating income and expenses	0.4	-2.9	-0.1	3.4	1.0	2.3	-1.0	-3.3	n/a	-0.9	n/a
Cost of risk	57.1	37.7	27.1	50.5	64.3	131.2	82.6	-48.6	-37%	55.5	205%
- retail	33.9	21.2	21.0	14.1	19.3	25.1	21.5	-3.6	-14%	0.5	2%
- corporate	23.2	16.5	6.1	36.4	45.0	106.1	61.1	-45.0	-42%	55.0	902%
Profit (loss) before tax	267.1	290.0	276.6	283.9	317.6	207.3	252.7	45.4	22%	-23.9	-9%
Income tax	54.6	56.1	56.5	70.3	46.1	39.7	49.5	9.8	25%	-7.0	-12%
Net profit (loss), of which:	212.5	233.9	220.1	213.6	271.5	167.6	203.2	35.6	21%	-16.9	-8%
Net profit (loss) attributable to the shareholders of ING Bank Słaski S.A.	212.5	233.9	220.1	213.6	271.5	167.6	203.2	35.6	21%	-16.9	-8%
Net profit(loss) assigned to minority shareholders	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0	n/a

Net interest income and margins development

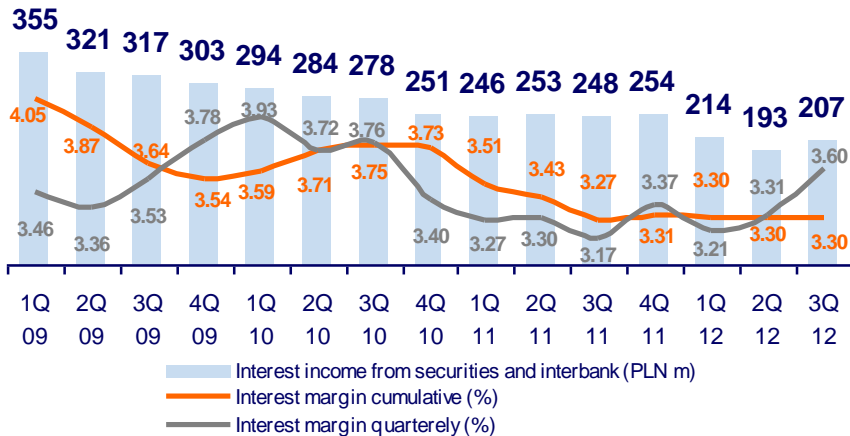
NII (PLN m) / NIM (%)



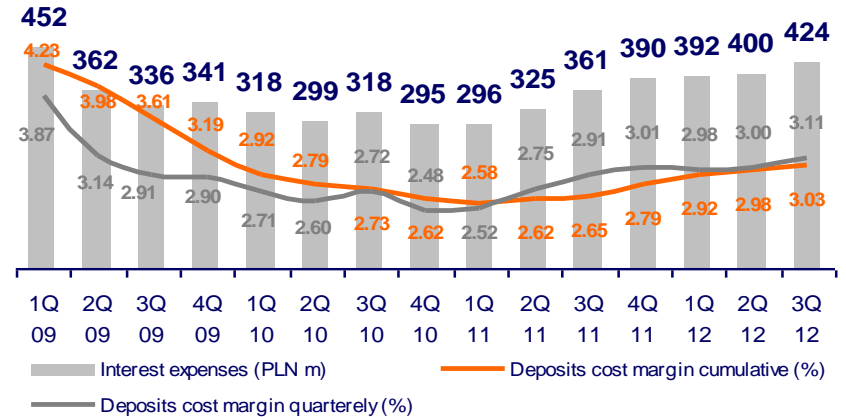
Interest income on customer loans & receivables (PLN m) / margin (%)



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



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

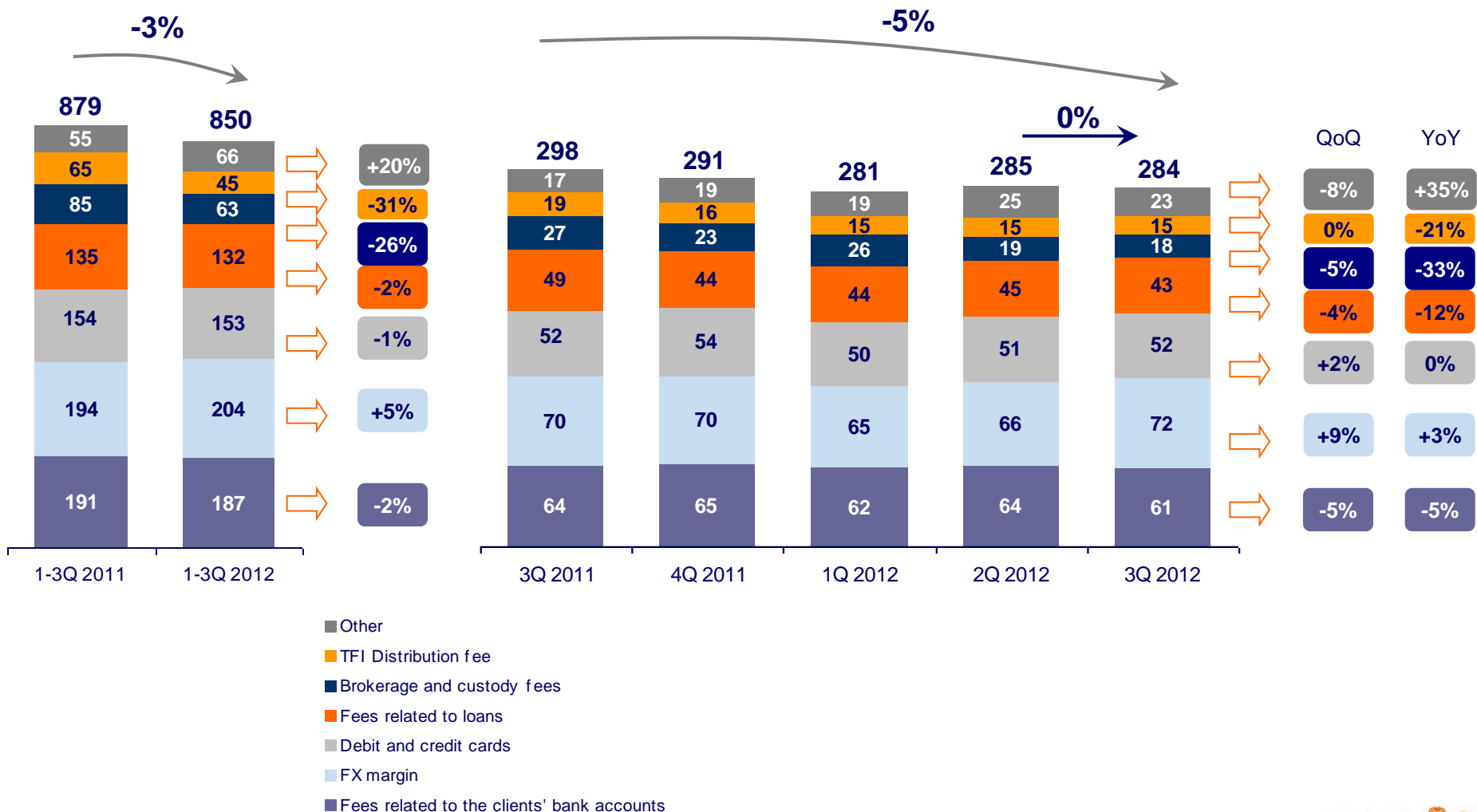


Definitions: NII – adjusted (including swap points and interests from derivatives)
 NIM annualized = sum of NII adjusted of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters
 NIM quarterly = quarterly NII adjusted x4 / average interest earning assets of a quarter



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	
		30.09.2012	%
1	WHOLESALE TRADE	6,945	15.9%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,241	9.7%
3	REAL-ESTATE SERVICES	3,457	7.9%
4	POWER INDUSTRY	2,699	6.2%
5	CONSTRUCTION INDUSTRY	2,653	6.1%
6	FOODSTAFF AND BEVERAGES PRODUCTION	2,131	4.9%
7	RETAIL TRADE	2,078	4.7%
8	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	1,527	3.5%
9	FINANCIAL INTERMEDIATION	1,325	3.0%
10	METALS PRODUCTION	1,212	2.8%
11	REMAINING SERVICES RELATED TO RUNNING BUSINESS	1,167	2.7%
12	READYMADE METAL GOODS PRODUCTION	1,156	2.6%
13	LAND AND PIPELINE TRANSPORTATION	1,054	2.4%
14	POST AND TELECOMMUNICATION	1,020	2.3%
15	EQUIPMENT RENTAL	992	2.3%
16	RUBBER INDUSTRY	858	2.0%
17	CHEMICALS AND CHEMICAL GOODS PRODUCTION	846	1.9%
18	OTHER NON-METAL RAW GOODS PRODUCTION	794	1.8%
19	FUEL INDUSTRY	767	1.8%
20	Other	6,838	15.6%
Total exposure		43,762	100.0%

Lending exposure by industries

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

Consolidated approach

No	Industry	Exposure as of	
		30.09.2012	%
1	WHOLESALE TRADE	4,507	15.0%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,690	12.3%
3	REAL-ESTATE SERVICES	3,101	10.3%
4	POWER INDUSTRY	1,840	6.1%
5	FOODSTAFF AND BEVERAGES PRODUCTION	1,503	5.0%
6	CONSTRUCTION INDUSTRY	1,402	4.7%
7	RETAIL TRADE	1,224	4.1%
8	EQUIPMENT RENTAL	971	3.2%
9	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	944	3.1%
10	FINANCIAL INTERMEDIATION	929	3.1%
11	REMAINING SERVICES RELATED TO RUNNING BUSINESS	920	3.1%
12	LAND AND PIPELINE TRANSPORTATION	894	3.0%
13	POST AND TELECOMMUNICATION	840	2.8%
14	READYMADE METAL GOODS PRODUCTION	839	2.8%
15	METALS PRODUCTION	803	2.7%
16	RUBBER INDUSTRY	581	1.9%
17	CHEMICALS AND CHEMICAL GOODS PRODUCTION	499	1.7%
18	ENGINEERING INDUSTRY	474	1.6%
19	AGRICULTURE, FORESTRY AND FISHING	457	1.5%
20	Other	3,695	12.3%
Total exposure		30,112	100.0%