

ING Bank Śląski S.A.

4Q/FY 2012 Financial Results

Warsaw – 13 February 2013

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
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Strategic targets of ING Bank Śląski

accomplishments in 2012

Acquisition of new clients and increase of volumes:

- **PLN 57.8 bn** of deposits → +PLN 5.0 bn (+9%) y/y
- **PLN 38.4 bn** of retail clients deposits → +PLN 4.2 bn (+12%) y/y
- **3.24 m** retail clients → **342 th** of new clients acquired in a year (net increase by **162 th** y/y)
- **29.4 th** corporate clients

Increase in lending products sales:

- **PLN 46.3 bn** of loans to customers → **+PLN 7.0 bn** (+18%) y/y
- **PLN 29.7 bn** of corporate lending (incl. leasing & factoring) → **+PLN 5.4 bn** (+22%) y/y
- **PLN 16.6 bn** of retail lending → +PLN 1.6 bn (+11%) y/y
- **PLN 12.5 bn** of retail mortgage loans → **+PLN 1.2 bn** (+11%) y/y; 6.7% market share in PLN retail mortgage loans sales in 2012

Maintaining high quality of customer service:

- 772 own ATMs and 696 CDMs, including **345** dual-function machines installed
- 426 branches, 424 self-banking areas
- 80% of self-service depositing transactions (via CDMs)
- ING BankMobile – 137 th downloads

Development of simple and honest product offer:

- **2.18 million** of Current Accounts, **62%** are **Direct Current Account**
- „**Package PLN 5000**”: consumer loans' campaign
- Savings offers: „**Welcome rate**” and „**OKO Bonus**”
- **Finansometr** (Personal Finance Management) – launch on 19 March 2012

Translation of business activities into Bank's financial results:

- **PLN 3,201 m** of total income in 2012 → +8% y/y
- **PLN 1,379 m** of result before risk costs in 2012 → +7% y/y
- **PLN 832 m** of net profit in 2012 → -5% y/y
- **L/D ratio** at the level of **75%** → +2 p.p. y/y
- Own debt securities issue → PLN 565 m; **0.9%** above WIBOR 6M



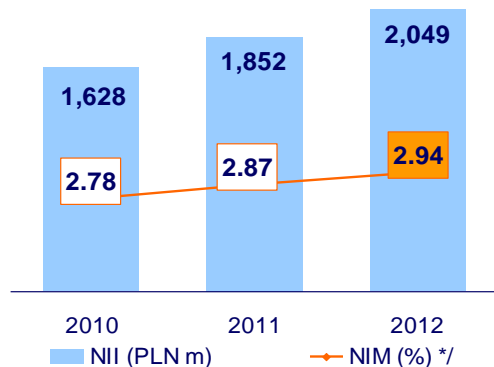
Major business results of the Bank

Bank's business volumes

<i>in PLN million</i>	31.12.11	31.03.12	30.06.12	30.09.12	31.12.12	Change QoQ	Change YoY	Diff QoQ	Diff YoY
Total deposits	52,771	52,291	53,813	54,517	57,783	6%	9%	3,266	5,012
Retail clients deposits	34,213	34,587	36,128	36,537	38,378	5%	12%	1,841	4,165
Corporate clients deposits	18,558	17,704	17,685	17,980	19,405	8%	5%	1,425	847
Total funds entrusted by retail clients	39,686	40,149	40,971	41,346	43,517	5%	10%	2,171	3,831
Mutual funds assets (TFI) + other off-BS products distributed by the Bank	5,473	5,562	4,843	4,809	5,139	7%	-6%	330	-334
Total loans	39,331	44,729	45,727	46,704	46,307	-1%	18%	-397	6,976
Loans to retail clients	14,964	15,258	15,806	16,309	16,565	2%	11%	256	1,601
Mortgage loans volume	11,334	11,535	11,916	12,272	12,539	2%	11%	267	1,205
Loans to corporate clients incl. leasing and factoring	24,367	29,471	29,921	30,395	29,742	-2%	22%	-653	5,375

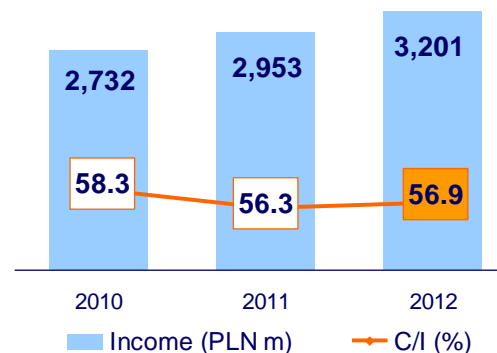
Growing efficiency

Net interest margin

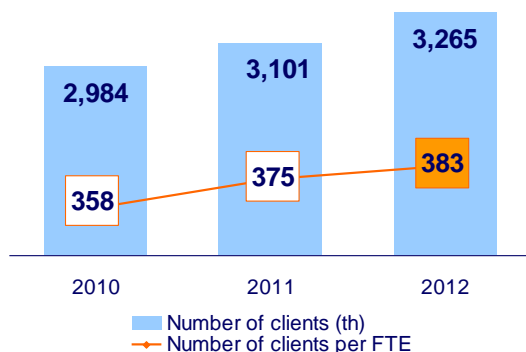


*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

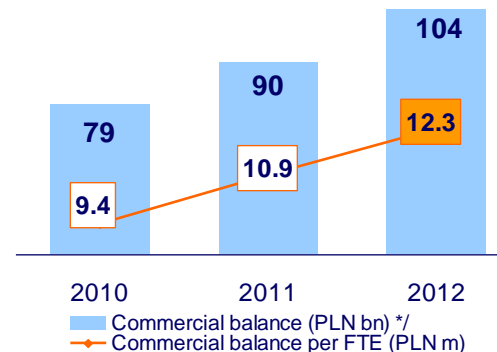
Income and cost effectiveness



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	2011	2012	change
Total income	2,953.6	3,201.1	+ 8%
Total expenses	1,663.6	1,822.2	+ 10%
Result before risk costs	1,290.0	1,378.9	+ 7%
Risk costs	172.4	362.8	+ 110%
Profit before tax	1,117.6	1,016.1	- 9%
Net profit	880.1	832.3	- 5%
CAR */	11.9%	14.6%	+ 2.7 p.p.
ROA (%)	1.3%	1.1%	- 0.2 p.p.
ROE (%)	14.7%	11.7%	- 3.0 p.p.
C/I Ratio (%)	56.3%	56.9%	+ 0.6 p.p.

	4Q 2011	4Q 2012	change
Total income	745.0	772.3	+ 4%
Total expenses	410.6	449.1	+ 9%
Result before risk costs	334.4	323.2	- 3%
Risk costs	50.5	84.7	+ 68%
Profit before tax	283.9	238.5	- 16%
Net profit	213.6	190.0	- 11%
C/I Ratio (%)	55.1%	58.1%	+ 3.0 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

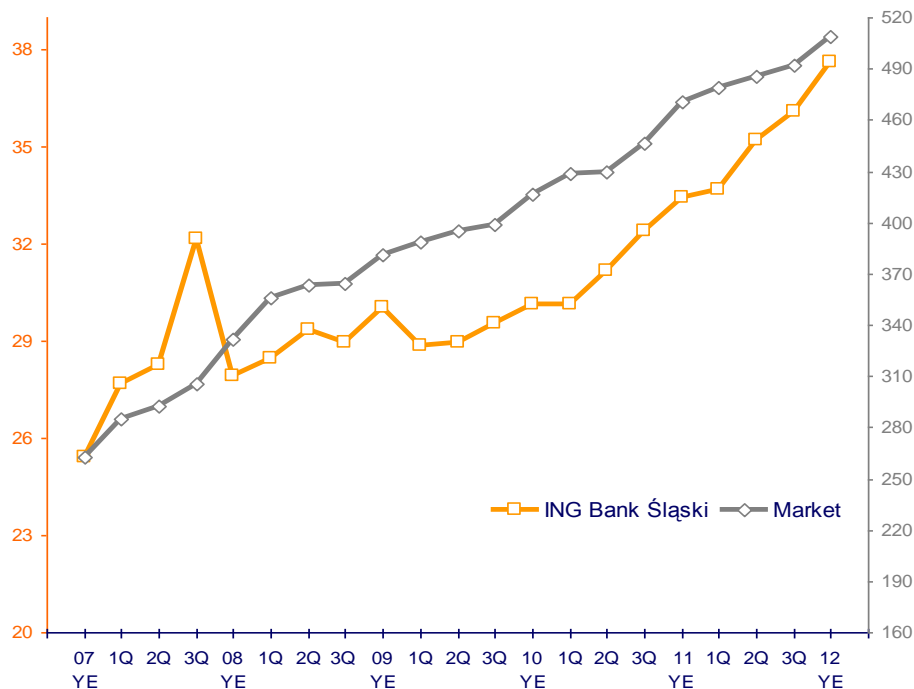


Market position of ING Bank Śląski

households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

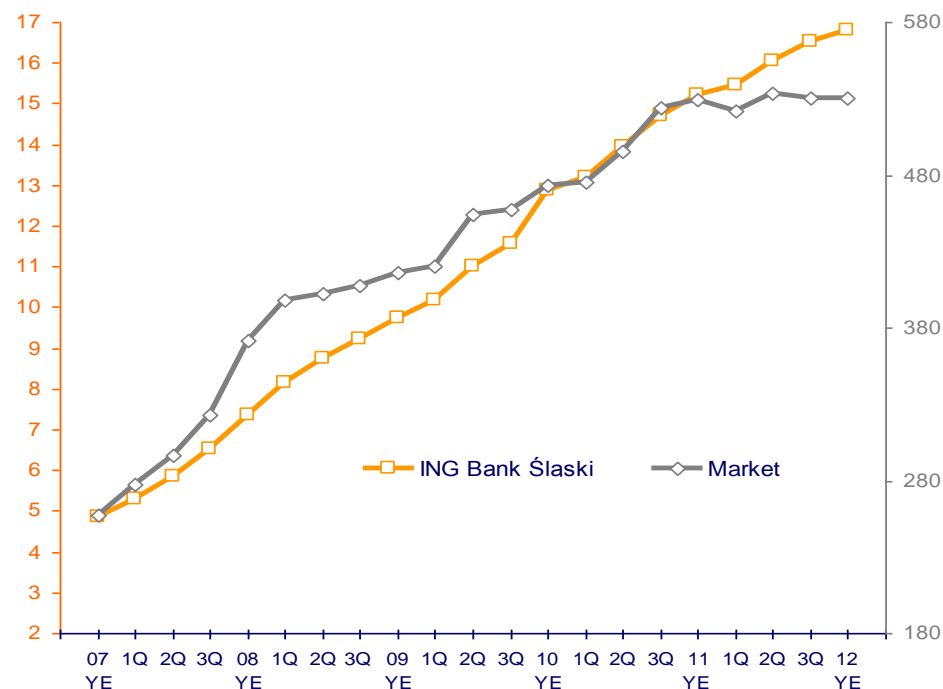


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE
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	7.33	7.40

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	12YE
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	3.14	3.19

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)

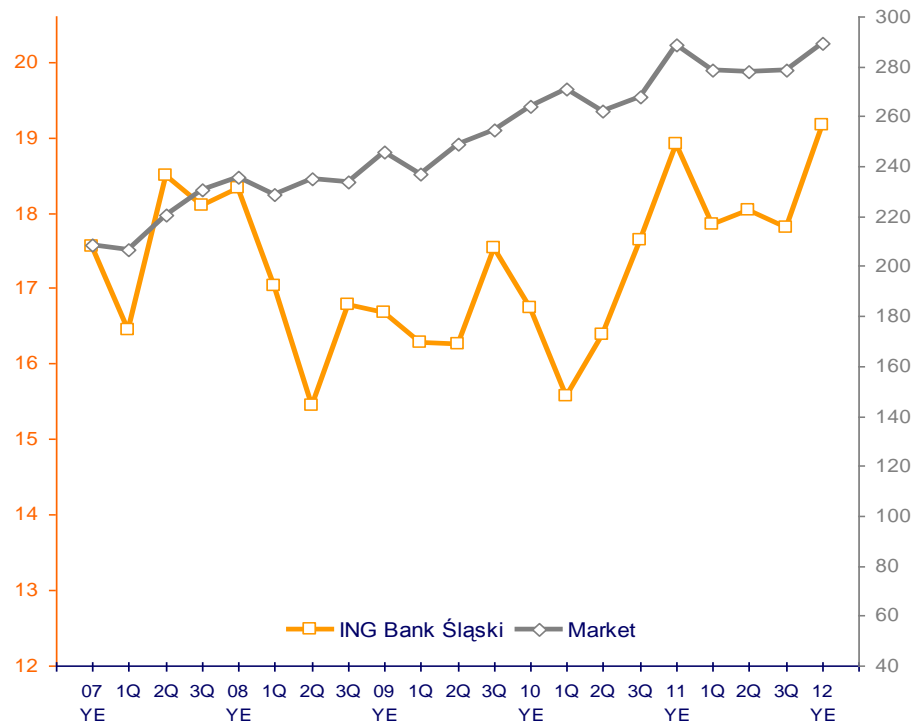


Market position of ING Bank Śląski

corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

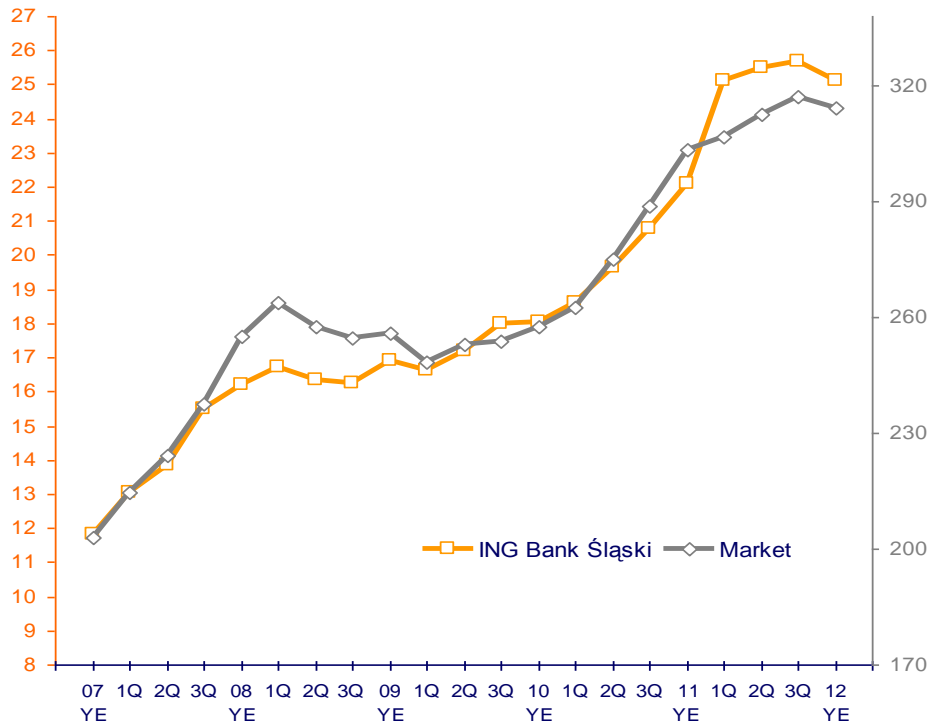


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE
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	6.63

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	12YE
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	7.99

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

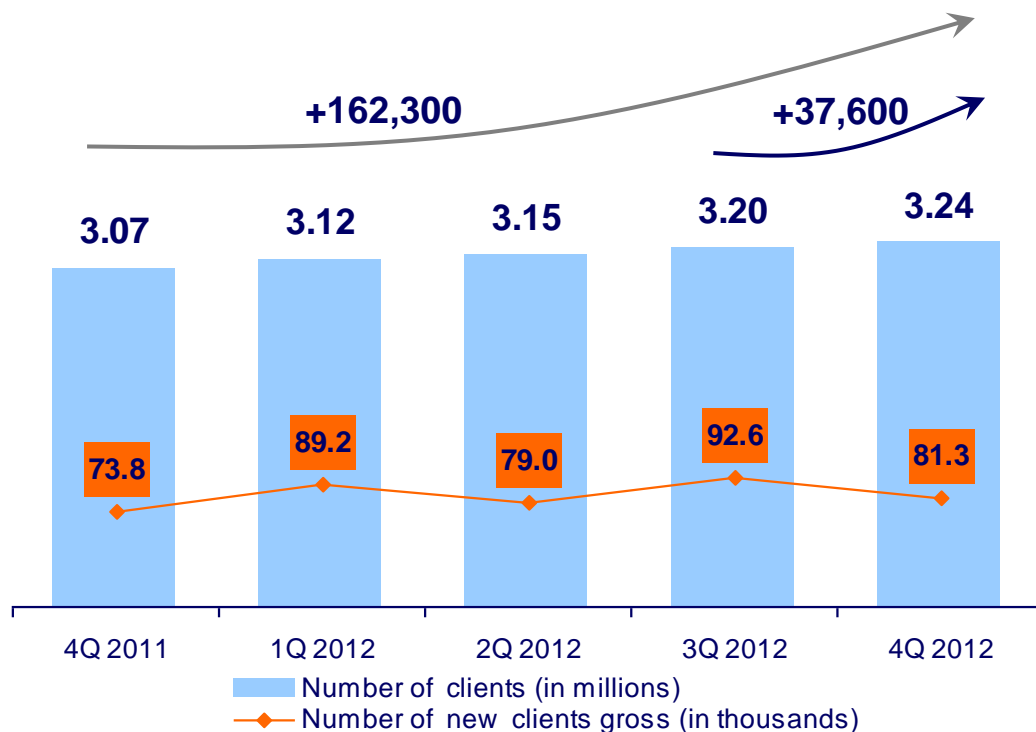
Increase in core products' sales

- **3.24 m** of retail clients number → 81.3 th of new clients acquired in 4Q 2012
- **PLN 16.6 bn** of retail lending → **+PLN 1.6 bn (+11%) y/y** and +PLN 260 m (+2%) q/q
- **PLN 12.5 bn** of mortgage loans portfolio → **+PLN 1.2 bn (+11%) y/y** and +PLN 270 m (+2%) q/q
- **6.7%** market share in new production of PLN mortgage loans in 2012
- Cash loans sales → PLN 1.5 bn of cash loans sold to retail clients in 2012 (+25% y/y)
- **PLN 38.4 bn** of retail clients deposits → +PLN 4.2 bn (+12%) y/y and +PLN 1.8 bn (+5%) q/q
- 2.18 m of retail current accounts; 62% of Direct Current Accounts
- Savings offers:
 - „**Welcome rate**” (*promotional interests for 4 months on OKO saving account*)
 - „**OKO Bonus II**” (*promotional interests for new funds on a new OKO Bonus II saving account until 28 May 2013*)
- 80% of self-service cash depositing transactions
- ING BankMobile – 137 th downloads

Client base

Over 3.2 million of retail clients

Number of retail clients



Net growth of retail clients' number in 2012 by

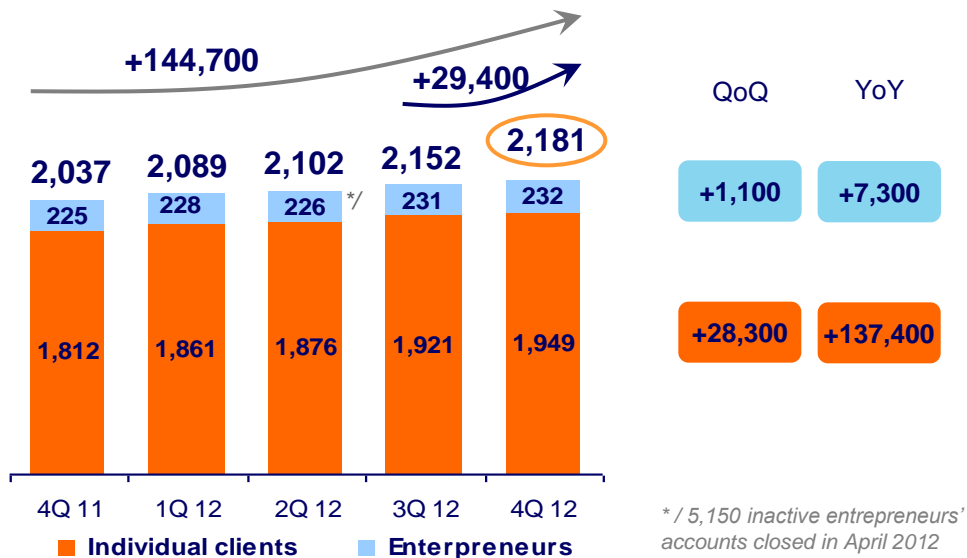
60% higher

than in 2011

Current accounts

2.18 million of Current Accounts, 62% of Direct Accounts

Number of retail clients current accounts (in thousands)



Direct Account

➔ PLN 0 for:

- maintaining a bank account
- Internet money transfers in PLN
- withdrawals from all ATMs in Poland
- a debit card (with min. PLN 200 of monthly expenses)

➔ Attractive offer:

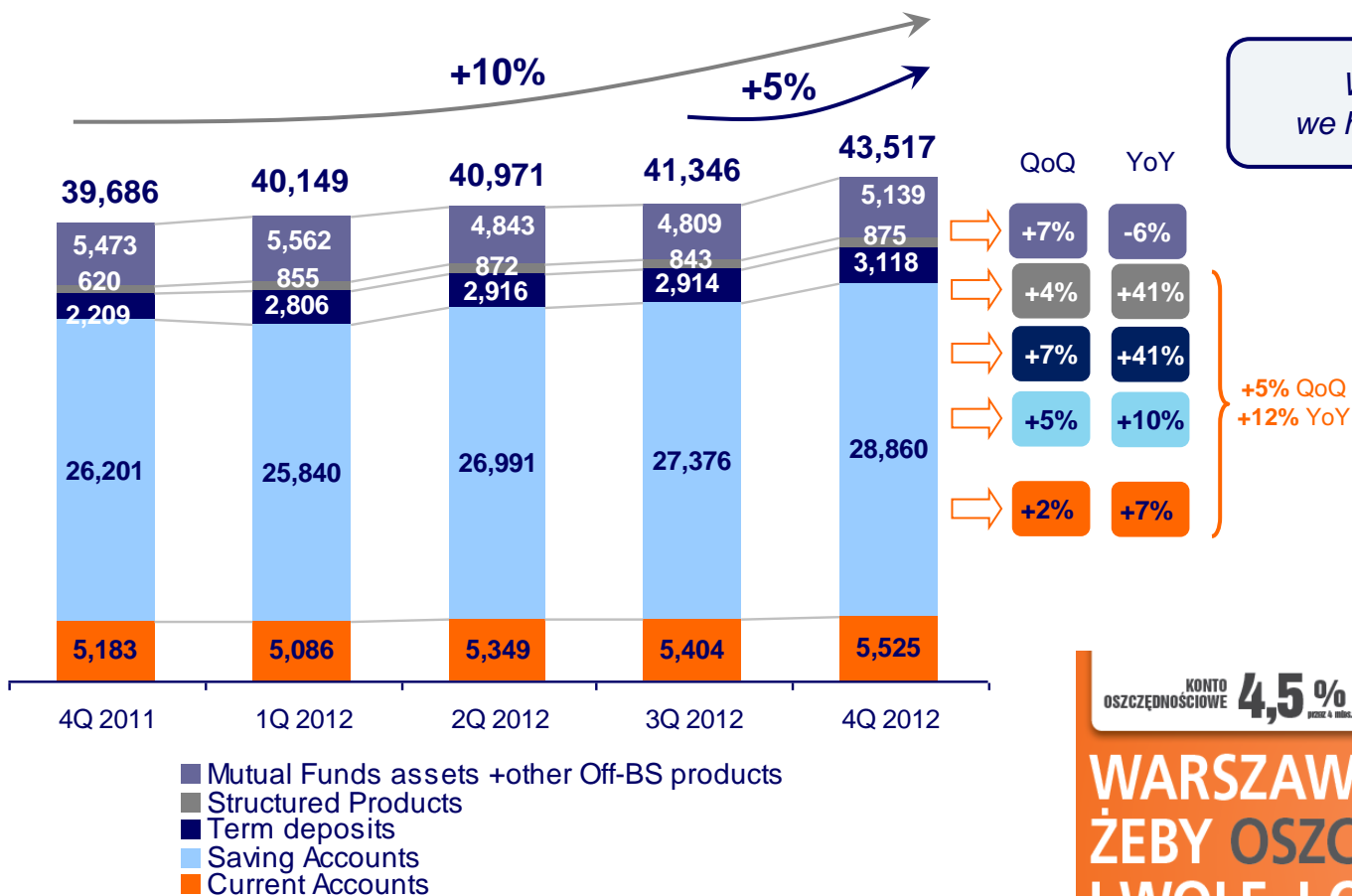
- First (2012) and second (2013) place in the Money.pl ranking in the categories: Students Account and Youth Account (Direct <26 Accounts: 13-18 and 18-26 years)



Funds entrusted

stable funding base

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



We have as much savings as we have money in our bank account



KONTO OSZCZĘDNOŚCIOWE 4,5% ROK A DOK.

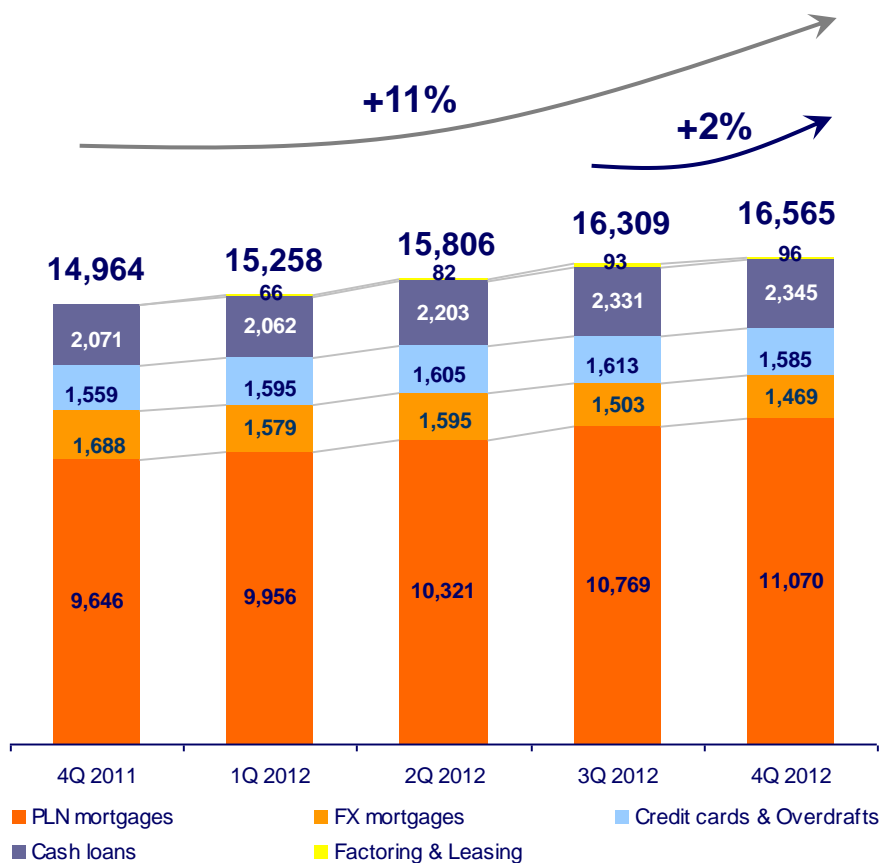
WARSZAWA MA WSZYSTKO, ŻEBY OSZCZĘDZAĆ. I WOLEĆ, I OCHOTĘ.



Loan portfolio of retail segment clients

constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m)



Cash loans

It's better to borrow from a bank and to realize the New Year's resolutions

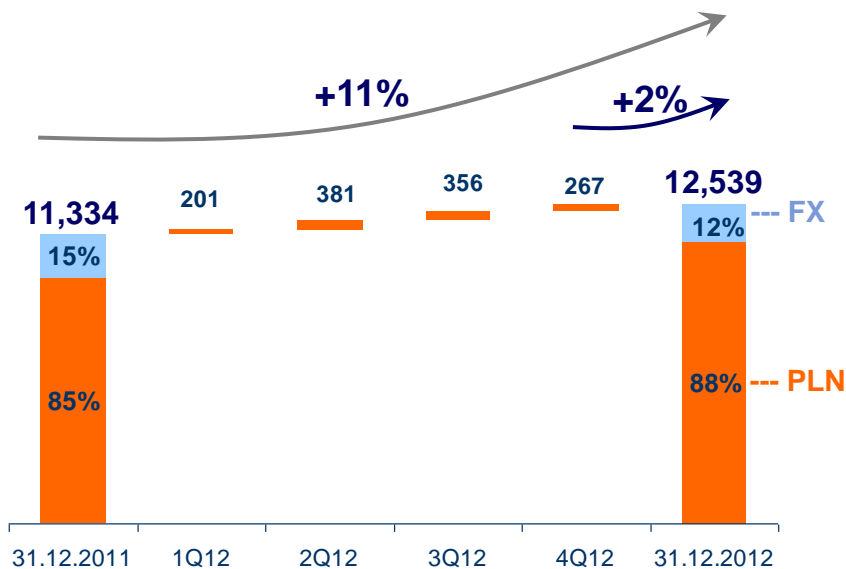
- **PLN 5,000** amount of the loan
- **PLN 112** monthly loan instalment
- **84 months** loan's term
- **PLN 0** commission for granting the loan

PLN 1.5 bn of cash loans sold to retail clients in 2012 (+25% y/y)

Mortgage loans

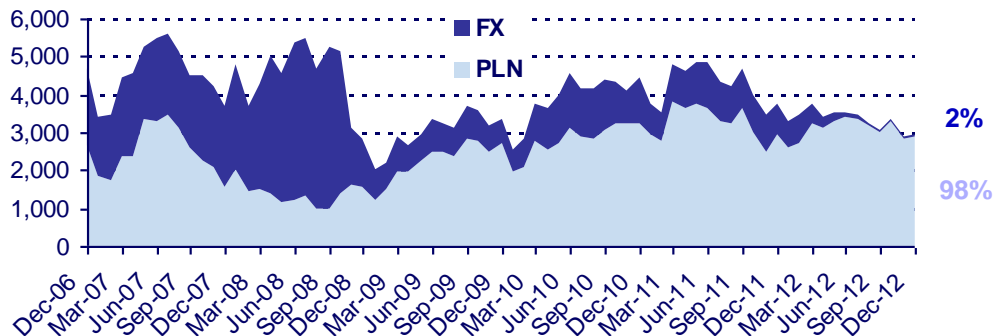
PLN 12.5 billion of mortgage loans

Retail mortgage loans (PLN m)



- **6.7%** market share in PLN mortgage loans' sales in 2012, 4th position on the market. The market share in total mortgage sales is **6.2%**, 5th on the market. The amount of 2012 mortgage production is PLN 2.5 bn (over PLN 500 m in 4Q12).
- **6.0%** share in PLN market housing loans volume, **3.2%** in total housing loans market (as of 2012YE)
- 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

137 th downloads

- 31 th downloads since 9 January 2012 - iPhone
- 106 th downloads since 8 May 2012 – Android

⇒ **98 th users**

⇒ **3.4 million operations**, including

⇒ **0.8 million transfers**



- **426** branches, 424 self-banking areas
- **772** own ATMs and **696** CDMs including:
345 dual-function machines, 126 installed in 2012,
150 in 2011 (cash-in and cash-out functions)
- **80%** of cash-in transactions are executed automatically
- All ATMs in Poland (18 thousand ATMs) available free of charge for ING Direct Current Account customers
- **113** branches in a new format



Contactless ATMs

Available since November 2012:

- 2 locations: Katowice, ul. Sokolska 34
Warsaw, Pl. Trzech Krzyży 10/14
- NFC (Near Field Communication) technology
- 'Fast cash' withdrawals: PLN 50/100/200



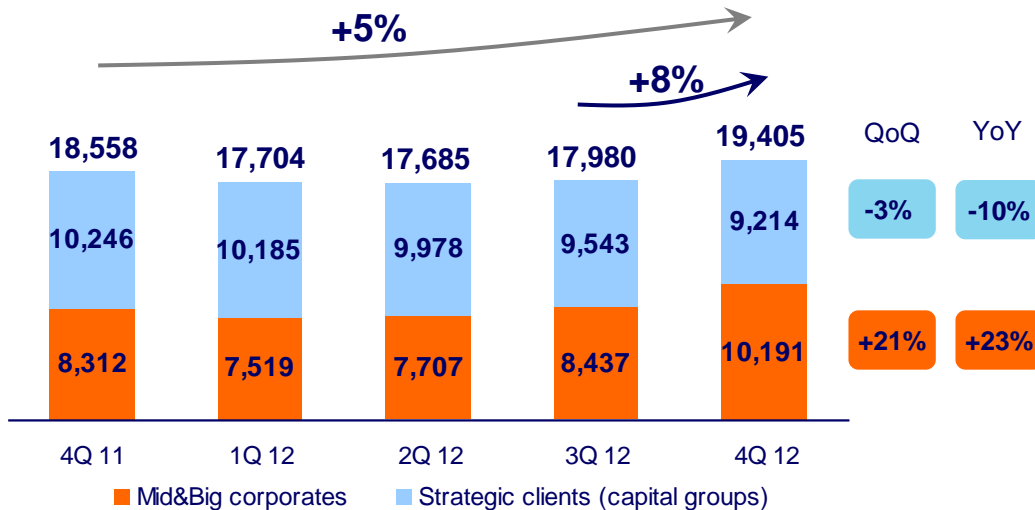
Corporate Banking

Growth in volumes

- **29.4 th** of corporate clients
- **PLN 29.7 bn** of corporate lending → **+PLN 5.4 bn (+22%) y/y** and -PLN 0.7 bn (-2%) q/q
- PLN 4.5 bn worth of leasing agreements, PLN 1.5 bn – factoring financing of the customers
- **PLN 19.4 bn** of corporate deposits → +PLN 0.8 bn (+5%) y/y and +PLN 1.4 bn (+8%) q/q
- The largest deals of 2012:
 - bond issuance for PKN Orlen (PLN 1 bn) and PGNiG (PLN 2.5 bn)
 - bond issuance program for PGNiG Termika (PLN 1.5 bn)
 - bond issuance program increase for Tauron (up to PLN 7.05 bn)
- **89%** of loan applications submitted electronically in December 2012
- Modern service channels: introduction of *ING BusinessMobile*

Cash Management

Volume of corporate deposits (in PLN m)

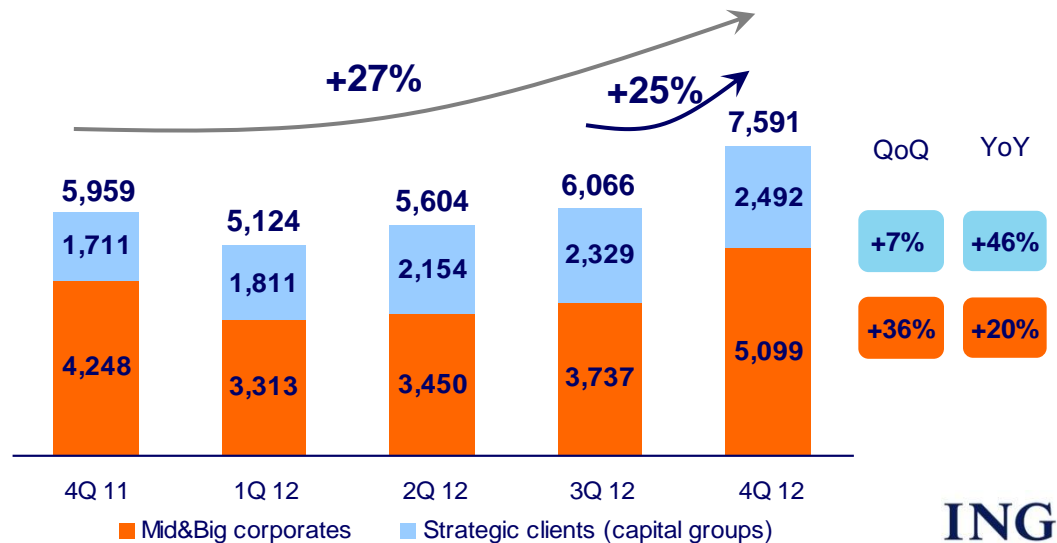


Volume of corporate clients' current accounts (in PLN m)

Special offer

5.5%

- From 28 May to 31 December 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 had an OKO account (for new funds paid from 28 May)
- The maximum amount for the higher interest rate: **PLN 5 m**
- Automatically – no need to subscribe to the offer



ING BusinessMobile

Mobile application for corporate clients





ING BusinessMobile

since 21 January 2013

1,000 downloads in first 10 days (iOS + Android)
375 companies using the application as of 31 Jan 2013



ING BusinessMobile allows you to:

-  Control account balances and view history of operations,
-  Manage orders and transfers (internal and to defined recipients),
-  Sign orders previously entered in the ING BusinessOnLine system,
-  Check the current exchange rates and locate branches and ATMs on the map.

Lending

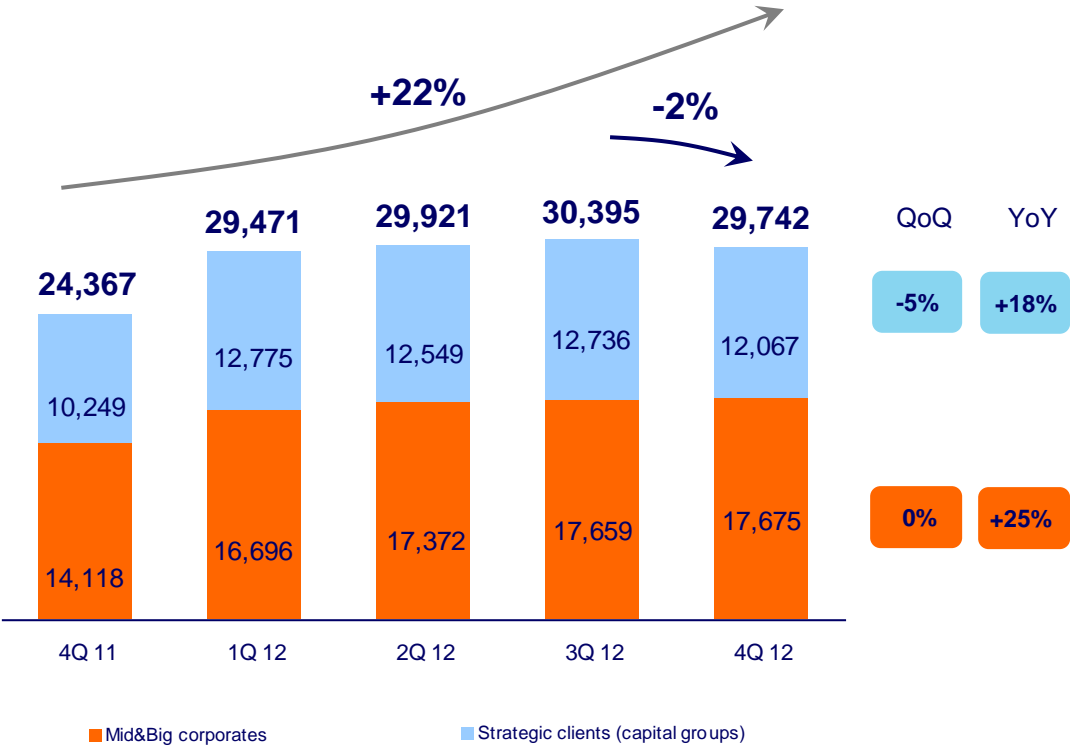


May 2011▶ December 2012

0% **89%**

of non-paper credit applications

Volume of loans to corporate clients (in PLN million)



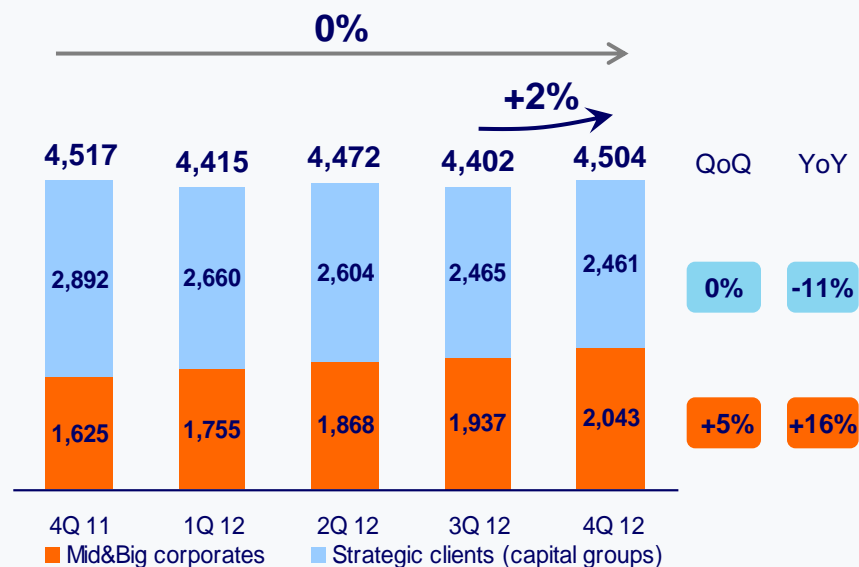
Asset Based Lending

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 Polska S.A.

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

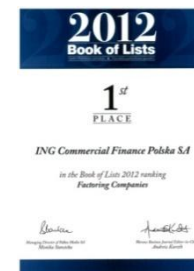
- **#2** on the market in terms of the whole portfolio value (market share of 7.3 %)
- **4.8%** market share in terms of the new sales
- **7** regional offices
- Market leader in real-estate and railway rolling stock leasing, expanding other financing to small, medium and big companies

Value of leasing agreements (in PLN million)

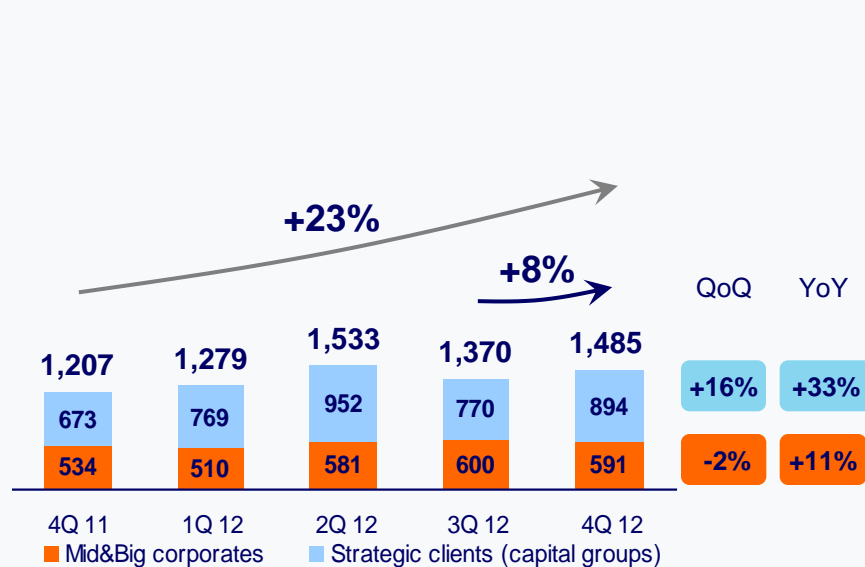


ING Commercial Finance Polska S.A. (factoring)

- **#3** on the market (market share of 13.9%)
- **9** 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)

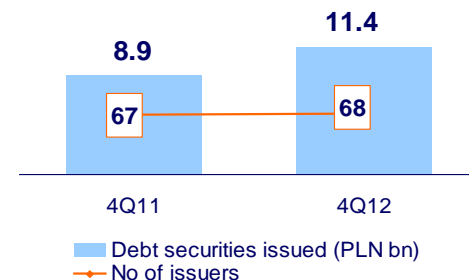


Debt capital and investment banking

Debt capital – the largest deals of 2012



Value of debt securities issued (PLN bn) and the number of issuers



ING Securities – major transactions in 2012:



#6

Market position

Market share of **5.8%**

(the share in the value of shares traded on WSE in 2012)



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ING Bank Śląski financial performance in 2012

PLN million	2011	2012			2012	change
		ING BS Group prior ABL company consolidation <small>(data comparable with 2011)</small>	change	Net impact of ABL company consolidation		
Net interest income	1,851.5	1,945.6	+ 5%	103.3	2,048.9	+ 11%
Net commission income	1,021.2	980.4	- 4%	23.9	1,004.3	- 2%
Trading & other income	80.9	141.8	+ 75%	6.1	147.9	+ 83%
Total income	2,953.6	3,067.8	+ 4%	133.3	3,201.1	+ 8%
Total expenses	1,663.6	1,756.9	+ 6%	65.3	1,822.2	+ 10%
Result before risk costs	1,290.0	1,310.9	+ 2%	68.0	1,378.9	+ 7%
Risk costs	172.4	350.1	+ 103%	12.7	362.8	+ 110%
Profit before tax	1,117.6	960.8	- 14%	55.3	1,016.1	- 9%
Income tax	237.5	187.4	- 21%	-3.6	183.8	- 23%
Net profit	880.1	773.4	- 12%	58.9	832.3	- 5%
CAR */	11.9%				14.6%	+ 2.7 p.p.
ROA (%)	1.3%				1.1%	- 0.2 p.p.
ROE (%)	14.7%				11.7%	- 3.0 p.p.
C/I Ratio (%)	56.3%				56.9%	+ 0.6 p.p.

*/ CAR According to Financial Supervisory Authority definition



ING Bank Śląski financial performance in 4Q 2012

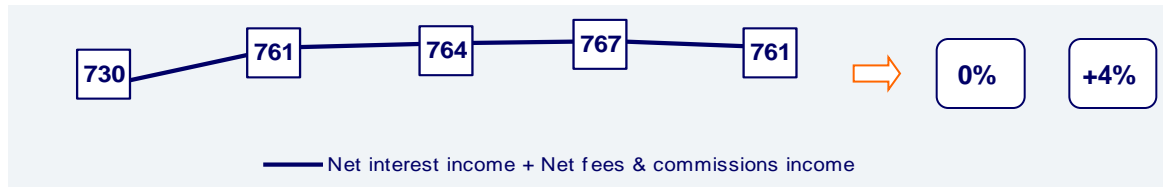
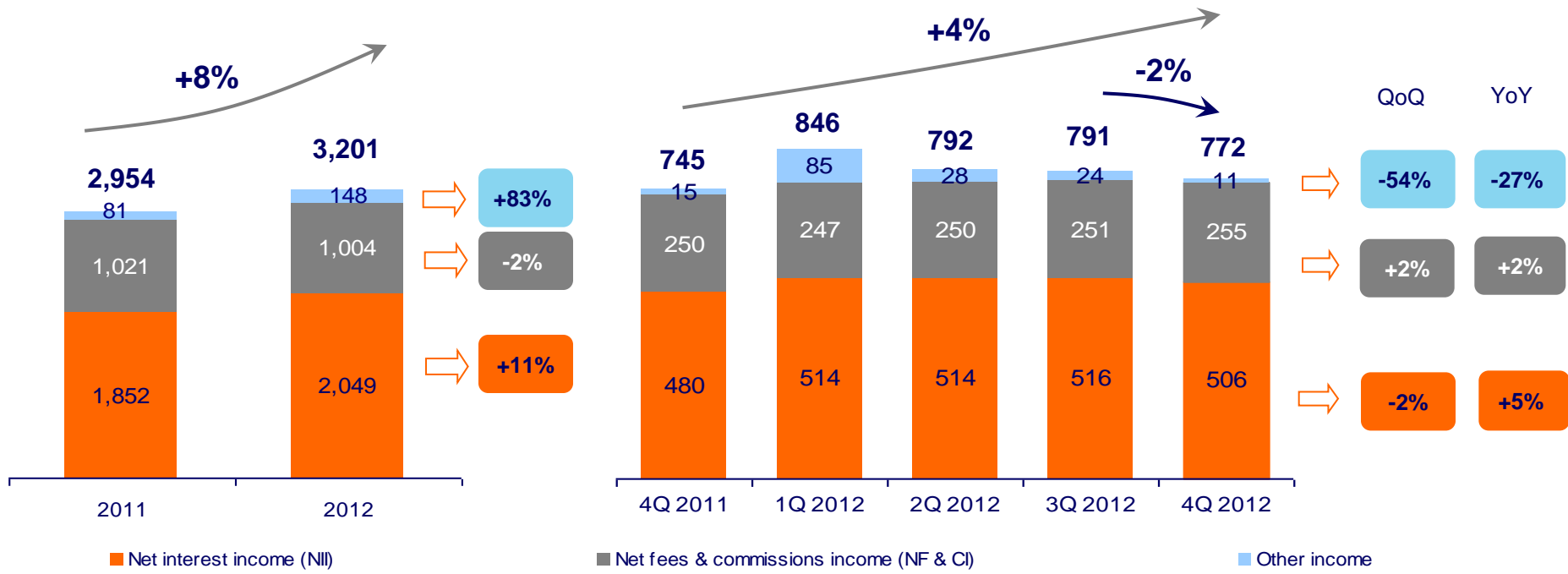
PLN million	4Q 2011	4Q 2012			4Q 2012	change
		ING BS Group prior ABL company consolidation <small>(data comparable with 4Q2011)</small>	change	Net impact of ABL company consolidation		
Net interest income	479.7	480.0	0%	25.8	505.8	+ 5%
Net commission income	250.0	249.7	0%	6.0	255.7	+ 2%
Trading & other income	15.3	8.9	- 42%	1.9	10.8	- 29%
Total income	745.0	738.6	- 1%	33.7	772.3	+ 4%
Total expenses	410.6	434.7	+ 6%	14.4	449.1	+ 9%
Result before risk costs	334.4	303.9	- 9%	19.3	323.2	- 3%
Risk costs	50.5	76.3	+ 51%	8.4	84.7	+ 68%
Profit before tax	283.9	227.6	- 20%	10.9	238.5	- 16%
Income tax	70.3	44.7	- 36%	3.8	48.5	- 31%
Net profit	213.6	182.9	- 14%	7.1	190.0	- 11%
CAR */	11.9%				14.6%	+ 2.7 p.p.
ROA (%)	1.3%				1.1%	- 0.2 p.p.
ROE (%)	14.7%				11.7%	- 3.0 p.p.
C/I Ratio (%)	55.1%				58.1%	+ 3.0 p.p.

*/ CAR According to Financial Supervisory Authority definition



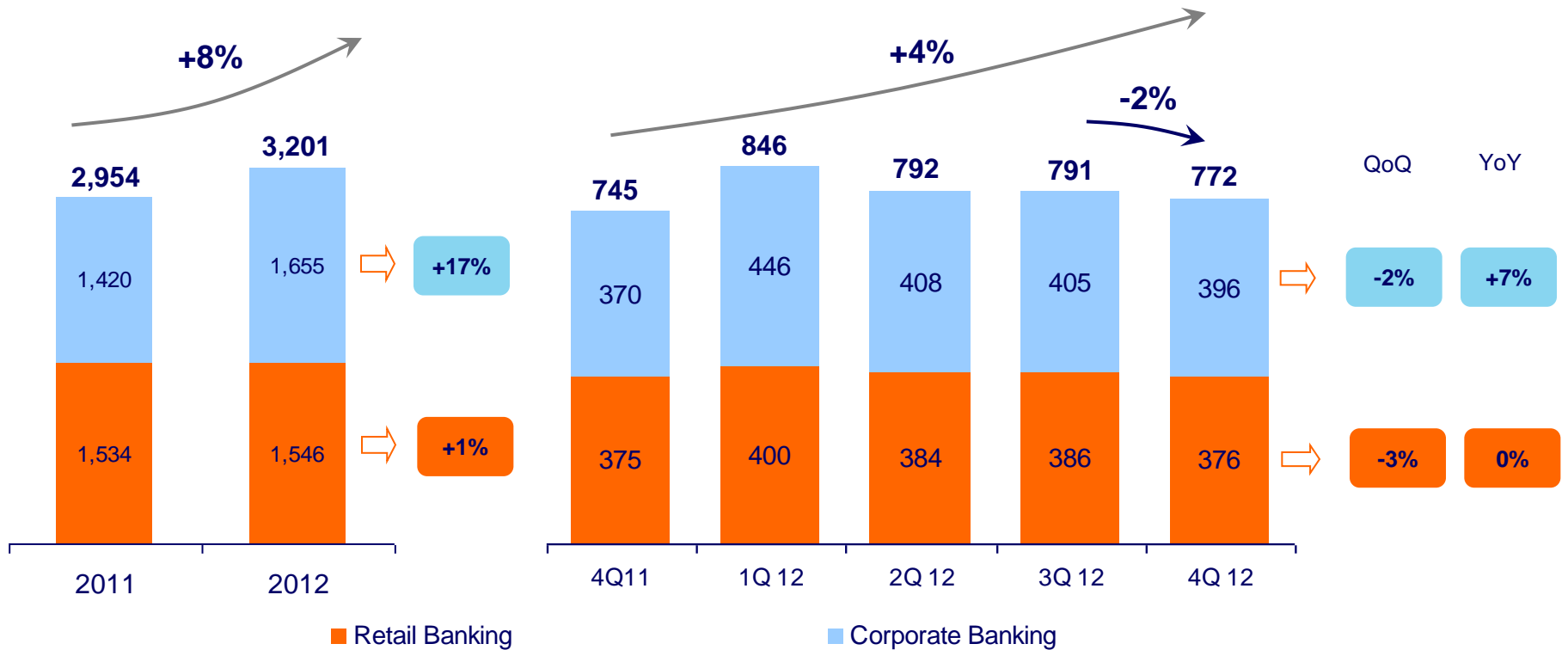
Revenue per category

Revenues per P&L category (PLN m)



Revenue per business line

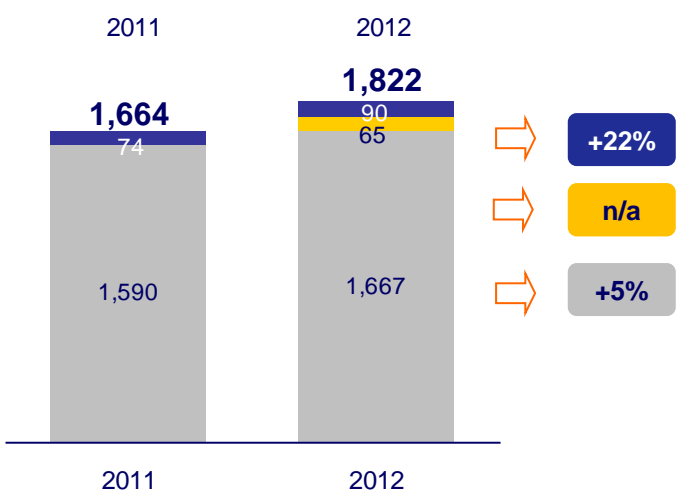
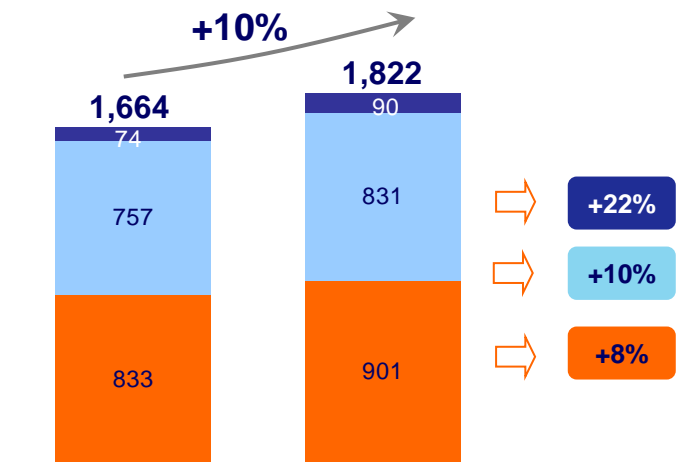
Revenues by business lines (PLN m)



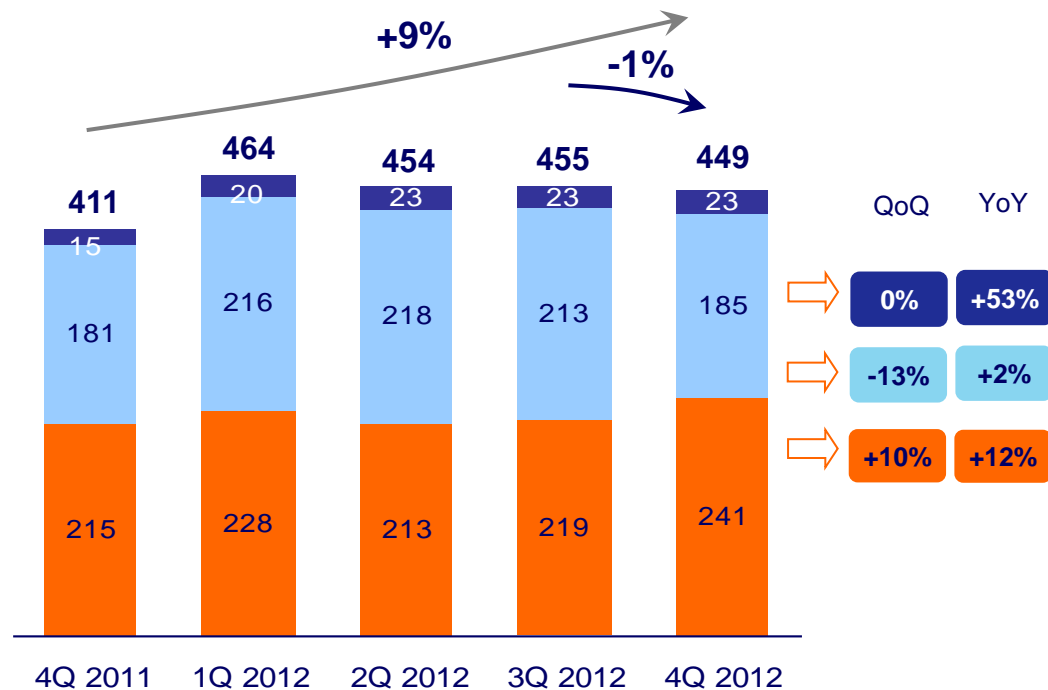
Total expenses

(PLN m)

Annually



Quarterly



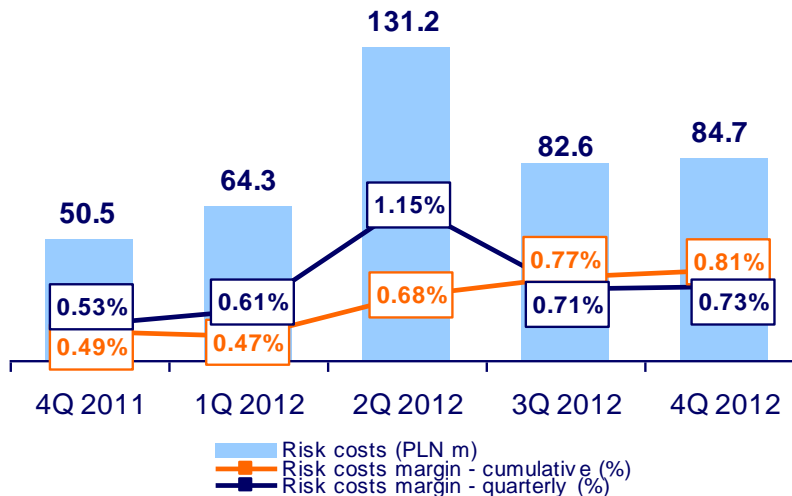
Note: Costs including result on other operating income and expenses

- ING Lease + ING CF
- Bank (personnel + general & administrative expenses)
- Marketing and promotion expenses
- General and administrative expenses
- Personnel expenses

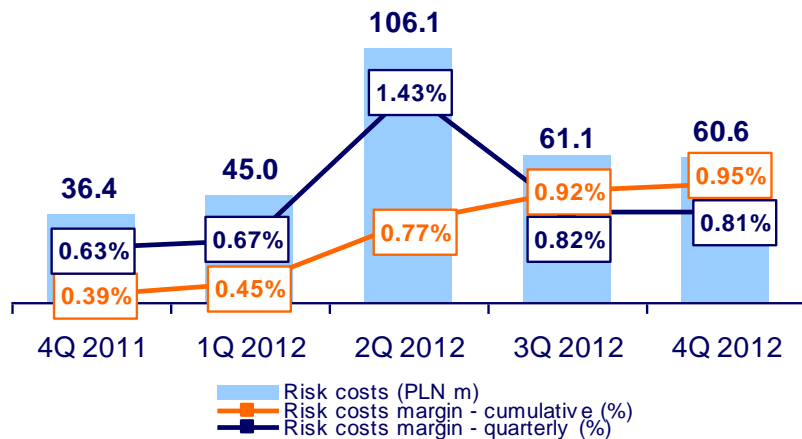


Risk costs

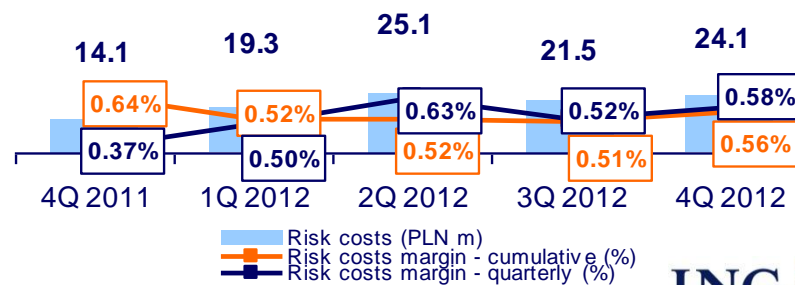
Bank



Corporate



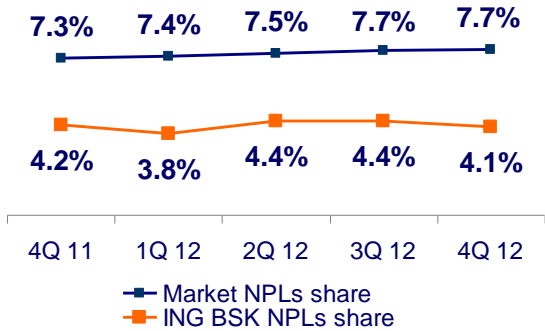
Retail



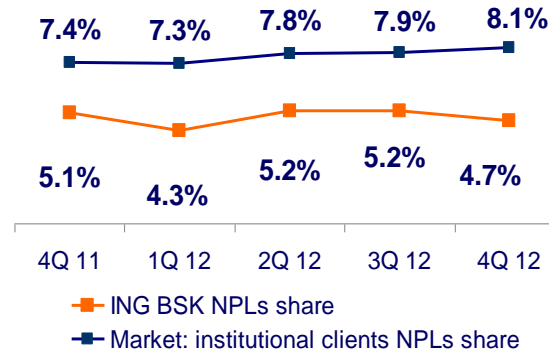
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

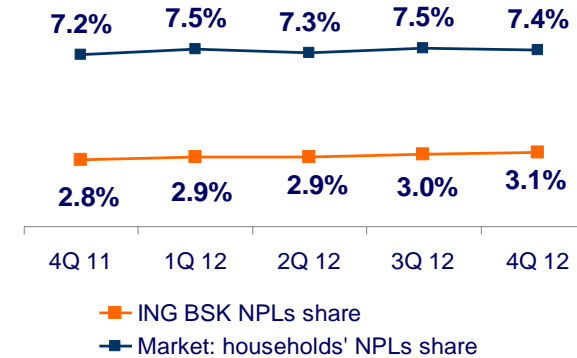
Bank



Corporate



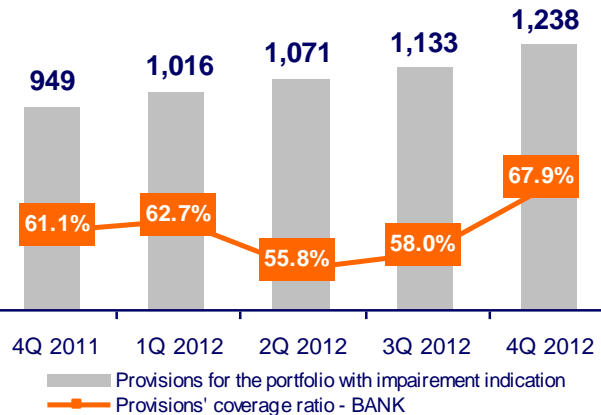
Retail



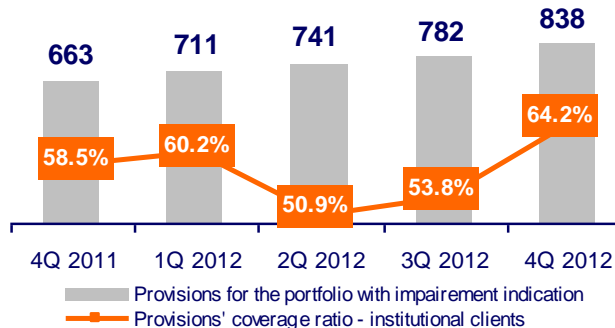
Note: market ratio estimated based on NBP data

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

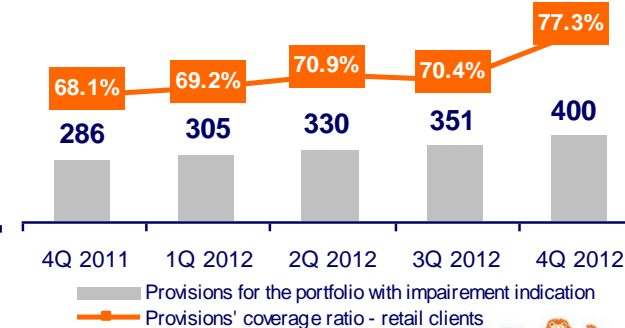
Bank



Corporate

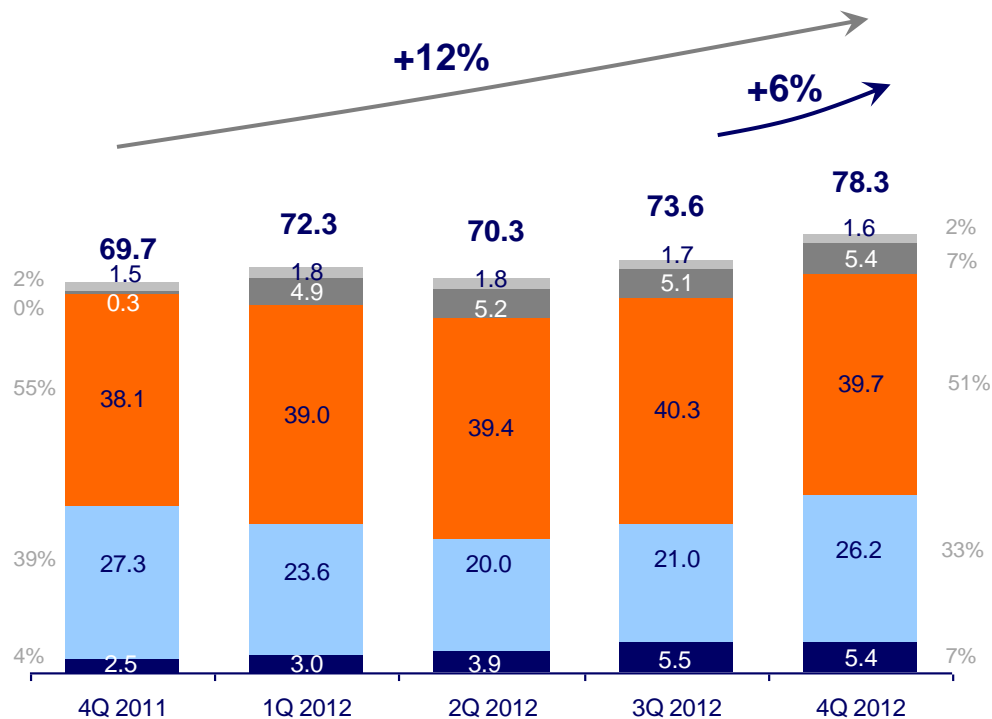


Retail



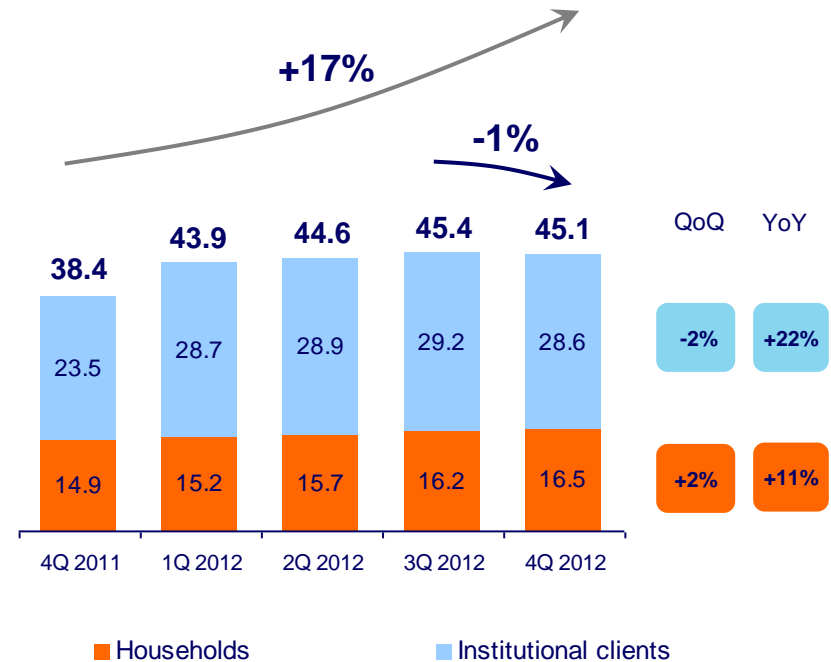
Bank assets

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)



QoQ YoY

-2% +22%

+2% +11%

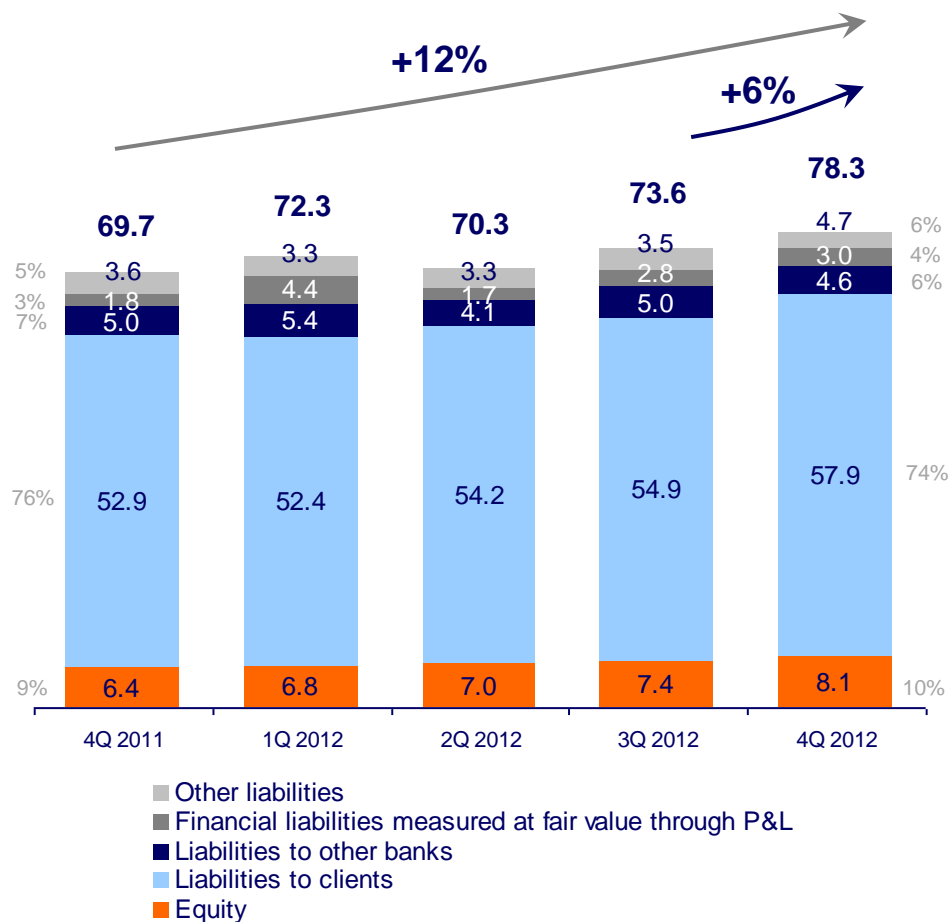
Note: loans to clients do not include debt securities included in the consolidated statement of financial position (an equivalent of a former balance sheet statement) in the loans category. Such receivables have been included in securities portfolio.



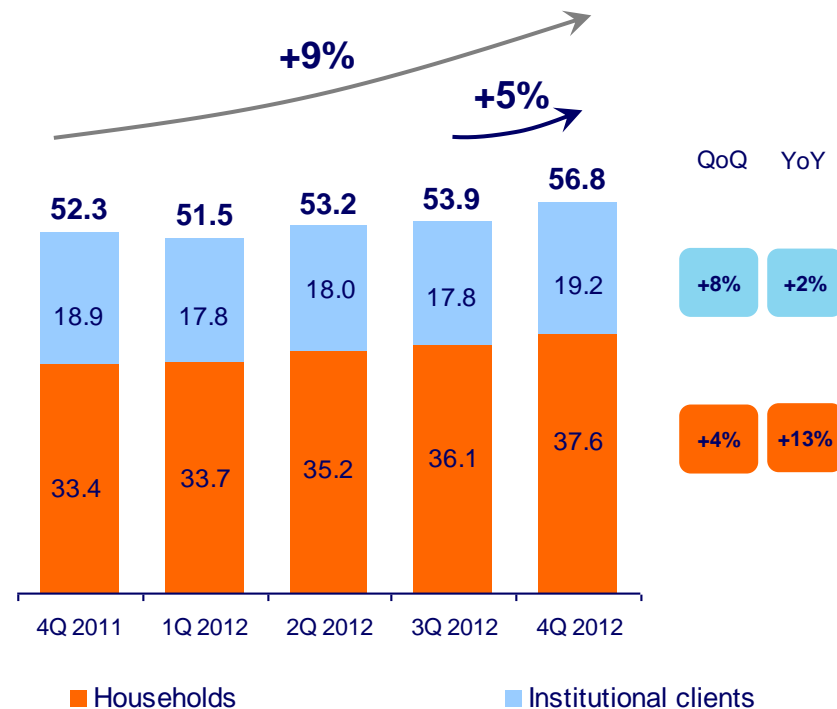
Bank liabilities

stable deposit base

Structure of liabilities (PLN bn / %)

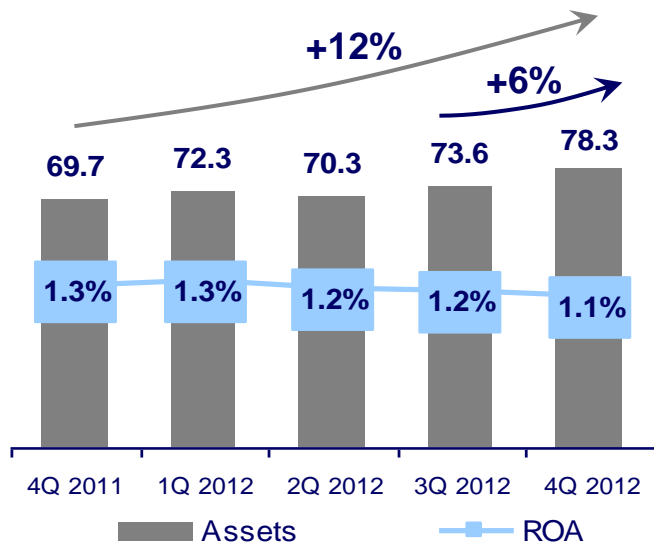


Non-bank sector deposits (PLN bn)

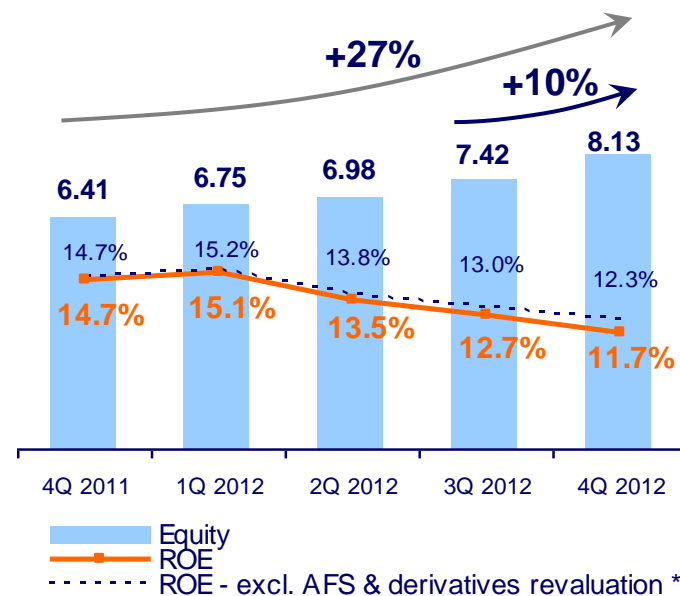


Assets, equity and profitability ratios

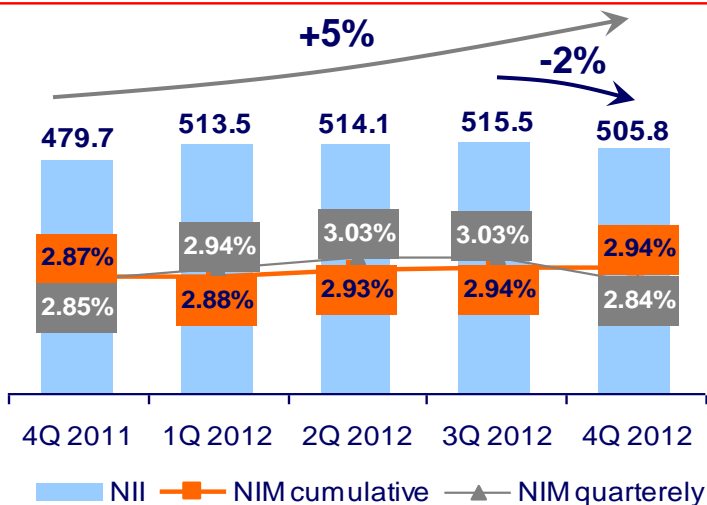
Assets (PLN bn) / ROA



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

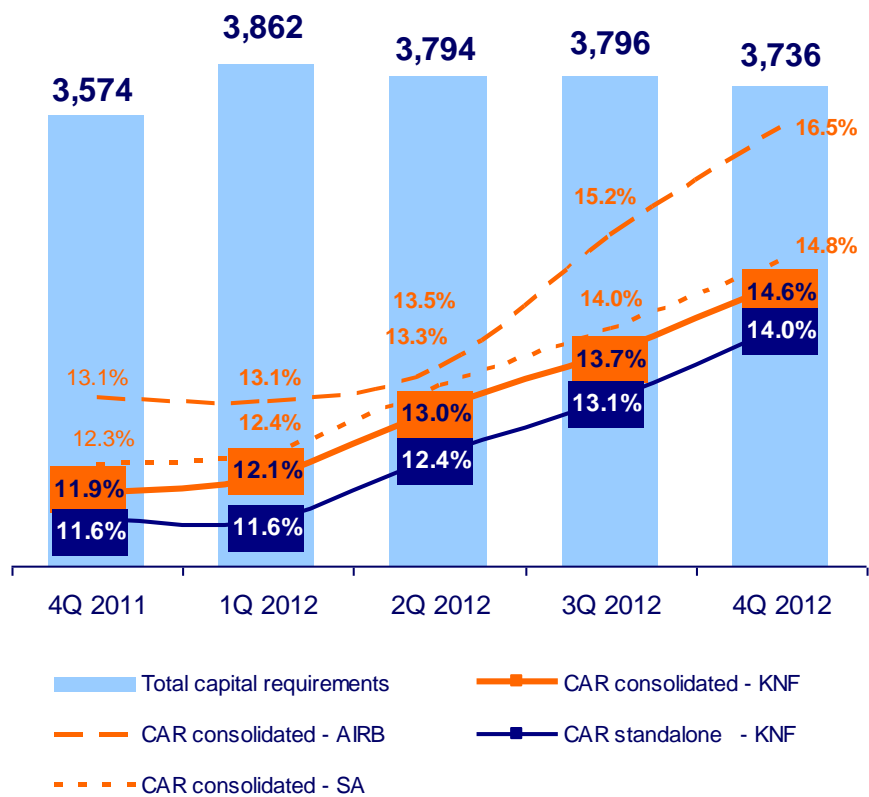
NIM quarterly = quarterly NII x4 / average interest earning assets of a quarter

* ROE calculated with the value of equity excluding revaluation reserve from measurement of AFS portfolio & cash flow hedging instruments

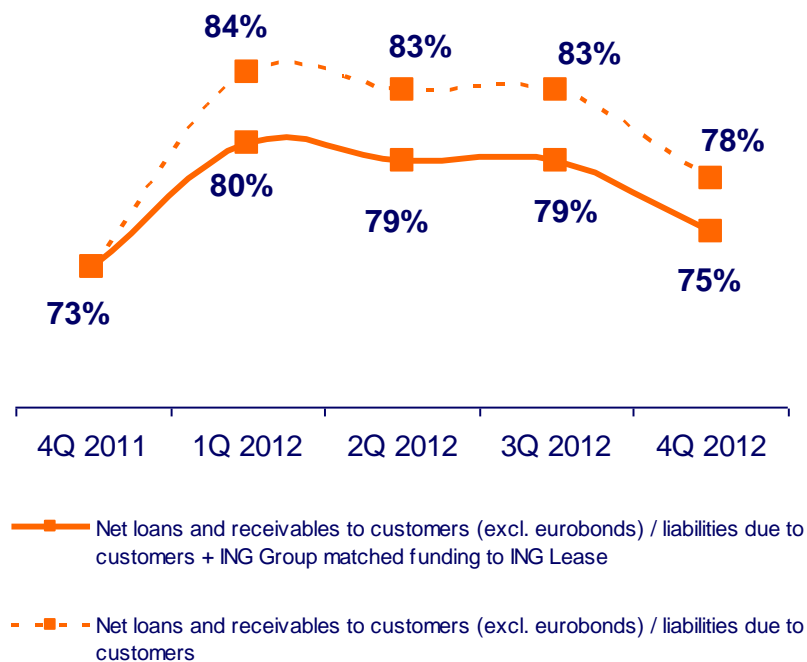


Capital Adequacy

Capital adequacy ratio and the total capital requirements



Loans-to-deposits ratio



First issuance of bonds

✓ 19 April 2012:

Establishment of the Own Debt Securities Issuance Program of ING Bank Śląski S.A.

- Program amount: PLN 5 bn,
- Maximum maturity of debt securities to be issued under the Program: 10 years.



✓ 6 December 2012: ***First issuance of bonds***

- Total nominal value of bonds: **PLN 565 m**,
- The bonds were issued as bearer bonds, with a **5-year maturity**,
- The bonds are denominated in PLN and they were offered under non-public issue,
- Bonds will bear variable interest, based on **WIBOR 6M plus 0.9% margin p.a.**, with half-year interest period.



Appendix

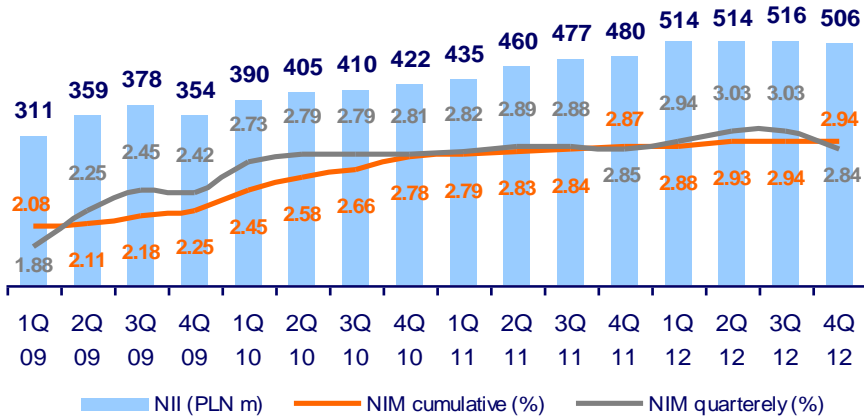
Quarterly P&L

Interim condensed consolidated financial statements

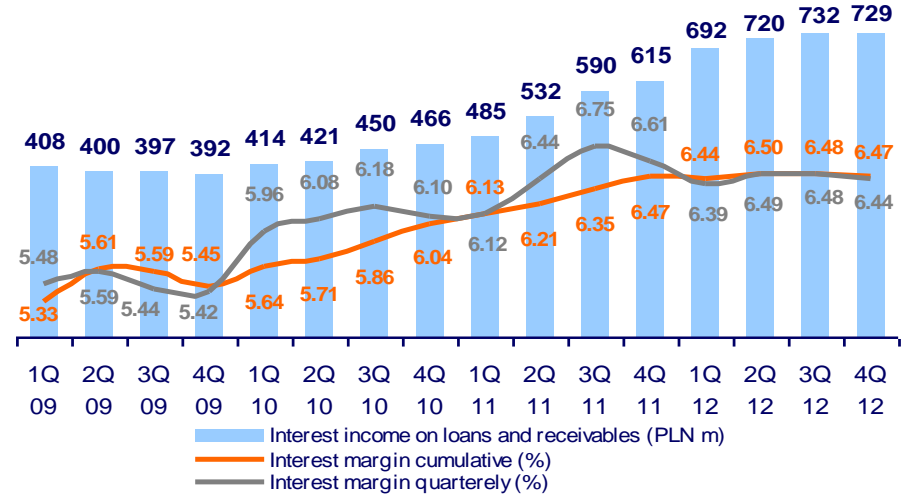
	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	QoQ		YoY	
									Δ	%	Δ	%
I. 5.1. Net interest income, of which:	434.9	459.5	477.4	479.7	513.5	514.1	515.5	505.8	-9.7	-2%	26.1	5%
Interest income, of which:	772.6	833.6	882.3	897.0	945.2	945.2	963.2	977.9	14.7	2%	80.9	9%
- from loans and receivables to banks	26.3	29.8	30.2	41.9	26.9	31.0	37.4	40.5	3.1	8%	-1.4	-3%
- from loans and receivables to customers	495.3	544.3	605.0	631.3	641.7	664.4	672.0	669.9	-2.1	0%	38.6	6%
- from leasing	0.0	0.0	0.0	0.0	42.1	42.8	44.0	39.2	-4.8	-11%	39.2	n/a
- from factoring	1.8	2.3	3.3	3.8	23.9	25.8	26.2	27.1	0.9	3%	23.3	613%
- from debt securities	265.8	270.6	245.7	204.8	199.3	179.0	164.9	183.6	18.7	11%	-21.2	-10%
- interest result on derivatives	-16.6	-13.4	-1.9	15.2	11.3	2.2	18.7	17.6	-1.1	-6%	2.4	16%
Interest expenses, of which:	337.7	374.1	404.9	417.3	431.7	431.1	447.7	472.1	24.4	5%	54.8	13%
- interest on deposits from banks	42.0	48.9	44.3	27.7	39.8	31.4	24.2	32.3	8.1	33%	4.6	17%
- interest on deposits from customers	295.7	325.2	360.6	389.6	391.9	399.7	423.5	437.8	14.3	3%	48.2	12%
- interest on debt securities in issue	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.0	2.0	n/a	2.0	n/a
II. Net fees & commission income	251.4	258.4	261.4	250.0	247.0	250.4	251.2	255.7	4.5	2%	5.7	2%
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	-3.9	-16.4	n/a	-7.7	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	0.6	-18.3	-97%	12.4	n/a
Net income on investments	18.2	6.2	7.7	5.9	19.1	6.6	-0.9	-0.2	0.7	n/a	-6.1	n/a
Net income on hedge accounting	-16.3	-3.2	-23.6	9.7	1.7	-5.2	-5.5	-4.3	1.2	n/a	-14.0	n/a
IV. Net income on other basic activities	7.8	4.9	2.7	1.4	4.0	3.1	3.7	4.6	0.9	24%	3.2	229%
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	10.1	2.5	33%	0.0	0%
Income	732.5	750.4	725.7	745.0	845.8	792.5	790.5	772.3	-18.2	-2%	27.3	4%
Expenses	408.3	422.7	422.0	410.6	463.9	454.0	455.2	449.1	-6.1	-1%	38.5	9%
I. General and administrative expenses	408.7	419.8	421.9	414.0	464.9	456.3	454.2	442.3	-11.9	-3%	28.3	7%
- personnel expenses	199.3	208.9	210.8	214.3	228.0	213.1	219.1	240.6	21.5	10%	26.3	12%
- other expenses	209.4	210.9	211.1	199.7	236.9	243.2	235.1	201.7	-33.4	-14%	2.0	1%
II. Result on other operating income and expenses	0.4	-2.9	-0.1	3.4	1.0	2.3	-1.0	-6.8	-5.8	n/a	-10.2	n/a
Cost of risk	57.1	37.7	27.1	50.5	64.3	131.2	82.6	84.7	2.1	3%	34.2	68%
- retail	33.9	21.2	21.0	14.1	19.3	25.2	21.5	24.1	2.6	12%	10.0	71%
- corporate	23.2	16.5	6.1	36.4	45.0	106.0	61.1	60.6	-0.5	-1%	24.2	66%
Profit (loss) before tax	267.1	290.0	276.6	283.9	317.6	207.3	252.7	238.5	-14.2	-6%	-45.4	-16%
Income tax	54.6	56.1	56.5	70.3	46.1	39.7	49.5	48.5	-1.0	-2%	-21.8	-31%
Net profit (loss), of which:	212.5	233.9	220.1	213.6	271.5	167.6	203.2	190.0	-13.2	-6%	-23.6	-11%
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	203.2	190.0	-13.2	-6%	-23.6	-11%
Net profit(loss) assigned to minority shareholders	0.0	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

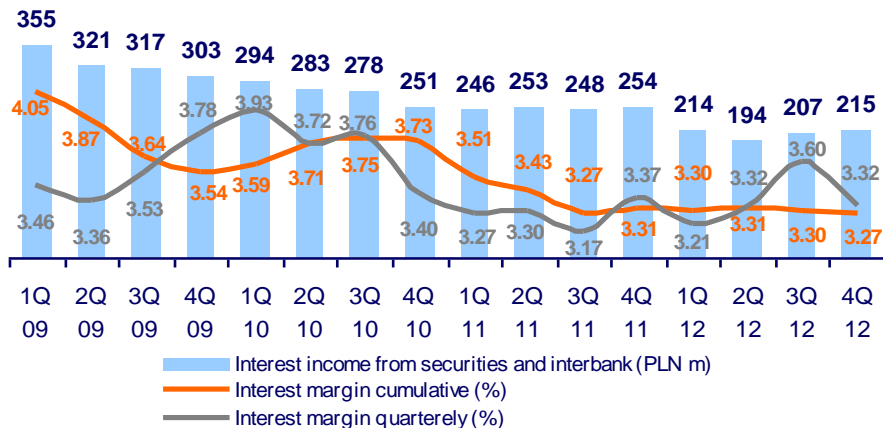
NII (PLN m) / NIM (%)



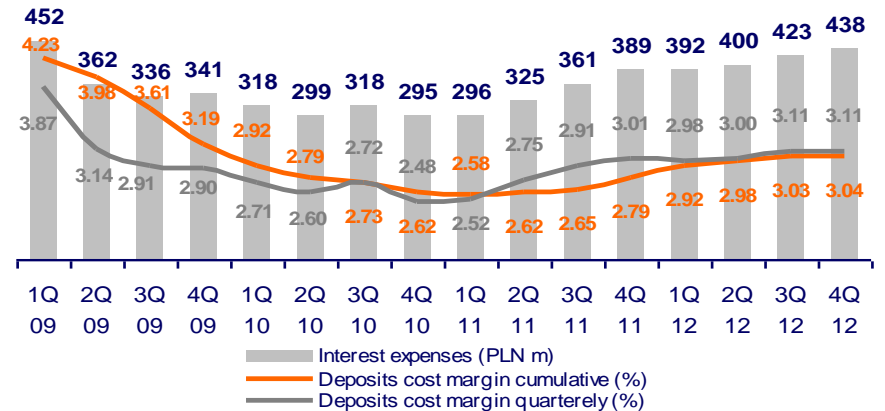
Interest income on customer loans&receivables (PLN m) / margin (%)



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



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

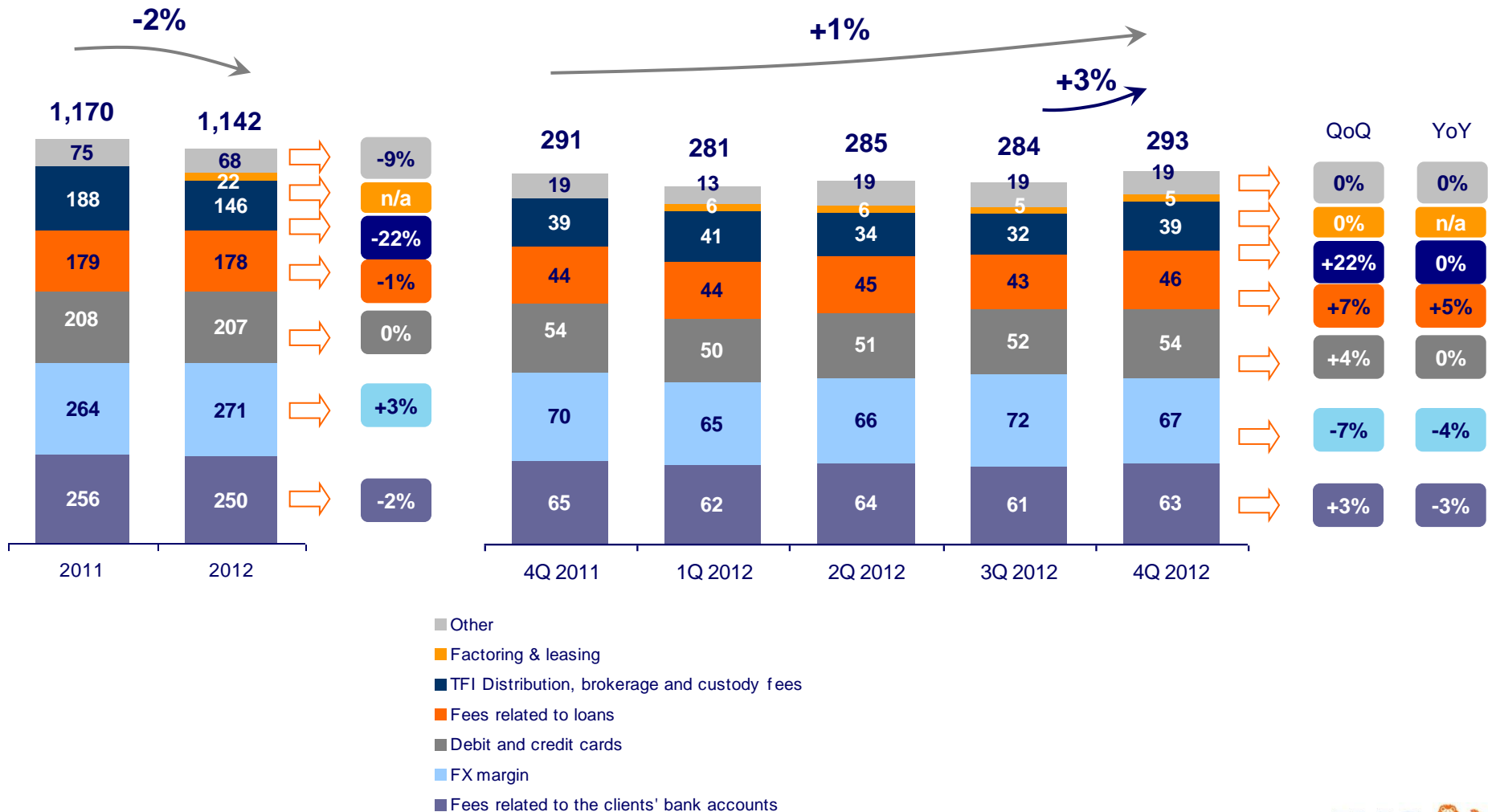


Definitions: NII – adjusted (including swap points and interests from derivatives)
 NIM annualized = sum of NII adjusted of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters
 NIM quarterly = quarterly NII adjusted x4 / average interest earning assets of a quarter



Fees and commissions income

Fees and commissions income by categories (PLN m)



Lending exposure by industries

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

Consolidated approach

No	Industry	Exposure as of 31.12.2012	%
1	WHOLESALE TRADE	4,354	14.7%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,752	12.7%
3	REAL-ESTATE SERVICES	2,788	9.4%
4	POWER INDUSTRY	1,687	5.7%
5	RETAIL TRADE	1,534	5.2%
6	FOODSTAFF AND BEVERAGES PRODUCTION	1,478	5.0%
7	CONSTRUCTION INDUSTRY	1,226	4.1%
8	EQUIPMENT RENTAL	1,054	3.6%
9	LAND AND PIPELINE TRANSPORTATION	1,008	3.4%
10	REMAINING SERVICES RELATED TO RUNNING BUSINESS	972	3.3%
11	FINANCIAL INTERMEDIATION	921	3.1%
12	READYMADE METAL GOODS PRODUCTION	868	2.9%
13	METALS PRODUCTION	774	2.6%
14	FUEL INDUSTRY	743	2.5%
15	RUBBER INDUSTRY	733	2.5%
16	POST AND TELECOMMUNICATION	636	2.1%
17	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	513	1.7%
18	ENGINEERING INDUSTRY	503	1.7%
19	AGRICULTURE, FORESTRY AND FISHING	500	1.7%
20	Other	3,556	12.0%
Total exposure		29,600	100.0%

Note: breakdown of gross lending exposure including loans, corporate bonds and leasing & factoring receivables



Lending exposure by industries

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

Consolidated approach

No	Industry	Exposure as of 31.12.2012	%
1	WHOLESALE TRADE	7,395	16.8%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,027	9.1%
3	REAL-ESTATE SERVICES	3,029	6.9%
4	CONSTRUCTION INDUSTRY	2,697	6.1%
5	RETAIL TRADE	2,593	5.9%
6	POWER INDUSTRY	2,356	5.3%
7	FOODSTAFF AND BEVERAGES PRODUCTION	2,067	4.7%
8	FINANCIAL INTERMEDIATION	1,532	3.5%
9	REMAINING SERVICES RELATED TO RUNNING BUSINESS	1,398	3.2%
10	EQUIPMENT RENTAL	1,314	3.0%
11	READYMADE METAL GOODS PRODUCTION	1,195	2.7%
12	METALS PRODUCTION	1,160	2.6%
13	LAND AND PIPELINE TRANSPORTATION	1,153	2.6%
14	RUBBER INDUSTRY	1,096	2.5%
15	FUEL INDUSTRY	1,096	2.5%
16	ENGINEERING INDUSTRY	1,019	2.3%
17	POST AND TELECOMMUNICATION	838	1.9%
18	MECHANICAL VEHICLES TRADE, SERVICE AND MAINTENANCE	838	1.9%
19	CHEMICALS AND CHEMICAL GOODS PRODUCTION	821	1.9%
20	Other	6,503	14.7%
Total exposure		44,126	100.0%

Note: breakdown of gross lending exposure including loans, corporate bonds and leasing & factoring receivables + off-BS exposure

