

ING Bank Śląski S.A.

1Q 2013 Financial Results

Warsaw – 8 May 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
- 3** 1Q 2013 financial results

Strategic targets of ING Bank Śląski

accomplishments in 1Q 2013

Acquisition of new clients and increase of volumes:

- **PLN 58.1 bn** of deposits → **+PLN 5.8 bn** (+11%) y/y
- **PLN 39.9 bn** of retail clients deposits → **+PLN 5.3 bn** (+15%) y/y
- **3.27 m** retail clients → net increase by **146 th** y/y
- **30.4 th** corporate clients

Increase in lending products sales:

- **PLN 47.4 bn** of loans to customers → **+PLN 2.6 bn** (+6%) y/y
- **PLN 30.5 bn** of corporate lending (incl. leasing & factoring) → **+PLN 1.0 bn** (+3%) y/y
- **PLN 16.9 bn** of retail lending → **+PLN 1.6 bn** (+11%) y/y
- **PLN 12.8 bn** of retail mortgage loans → **+PLN 1.2 bn** (+11%) y/y; 7.2% market share in PLN retail mortgage loans sales in 1Q2013

Maintaining high quality of customer service:

- 767 own ATMs and 698 CDMs, including **351** dual-function machines installed
- 423 branches, 422 self-banking areas
- 79% of self-service depositing transactions (via CDMs)
- ING BankMobile – over 170 th downloads

Development of simple and honest product offer:

- **2.2 million** of Current Accounts, **64%** are **Direct Current Account**
- „**Loan Superfast**”: consumer loans' campaign
- Savings offers: „**Welcome rate**” and „**OKO Bonus II**”

Translation of business activities into Bank's financial results:

- **PLN 853 m** of total income in 1Q2013 → +1% y/y
- **PLN 382 m** of result before risk costs in 1Q2013 → 0% y/y
- **PLN 260 m** of net profit in 1Q2013 → -4% y/y
- **L/D ratio** at the level of **75%** → -5 p.p. y/y



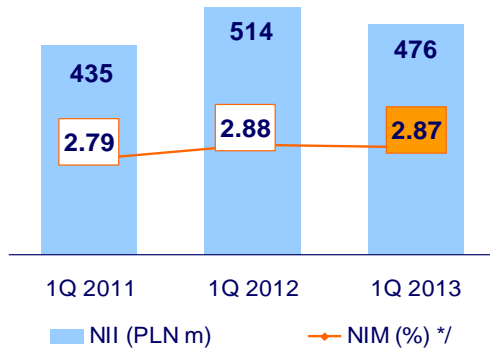
Major business results of the Bank

Bank's business volumes

<i>in PLN million</i>	31.12.11	31.03.12	31.12.12	31.03.13	Change QoQ	Change YoY	Diff QoQ	Diff YoY
Total deposits	52,771	52,291	57,783	58,125	1%	11%	342	5,834
Retail clients deposits	34,213	34,587	38,378	39,915	4%	15%	1,537	5,328
Corporate clients deposits	18,558	17,704	19,405	18,210	-6%	3%	-1,195	506
Total funds entrusted by retail clients	39,686	40,149	43,517	45,220	4%	13%	1,703	5,071
Mutual funds assets (TFI) + other off-BS products distributed by the Bank	5,473	5,562	5,139	5,305	3%	-5%	166	-257
Total loans	39,331	44,729	46,307	47,365	2%	6%	1,058	2,636
Loans to retail clients	14,964	15,258	16,565	16,889	2%	11%	324	1,631
Mortgage loans volume	11,334	11,535	12,539	12,782	2%	11%	243	1,247
Loans to corporate clients incl. leasing and factoring	24,367	29,471	29,742	30,476	2%	3%	734	1,005

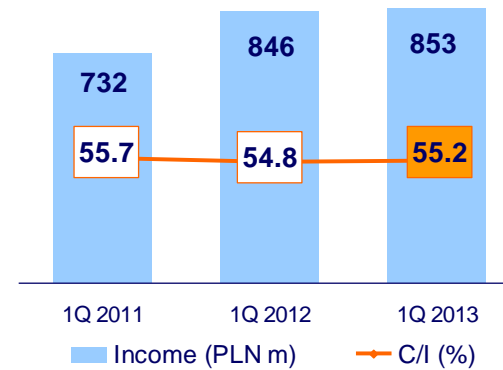
Efficiency

Net interest margin

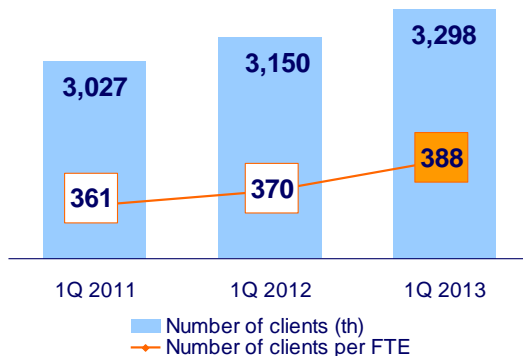


*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

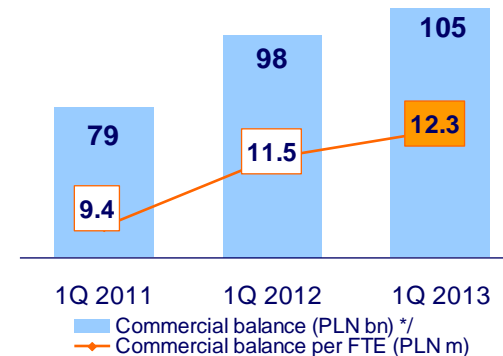
Income and cost effectiveness



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

<i>PLN million</i>	1Q 2012	1Q 2013	change
Total income	845.8	852.9	+ 1%
Total expenses	463.9	470.9	+ 2%
Result before risk costs	381.9	382.0	+ 0%
Risk costs	64.3	58.0	- 10%
Profit before tax	317.6	324.0	+ 2%
Net profit	271.5	259.7	- 4%
CAR */	12.1%	15.2%	+ 3.1 p.p.
ROA (%)	1.3%	1.1%	- 0.2 p.p.
ROE (%)	15.1%	10.9%	- 4.2 p.p.
C/I Ratio (%)	54.8%	55.2%	+ 0.4 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

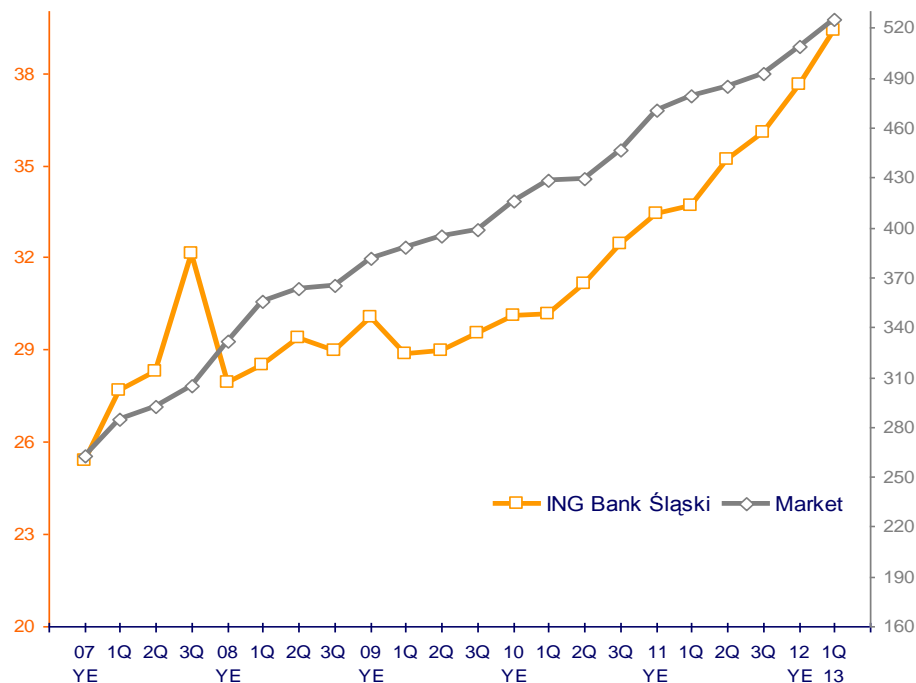


Market position of ING Bank Śląski

households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

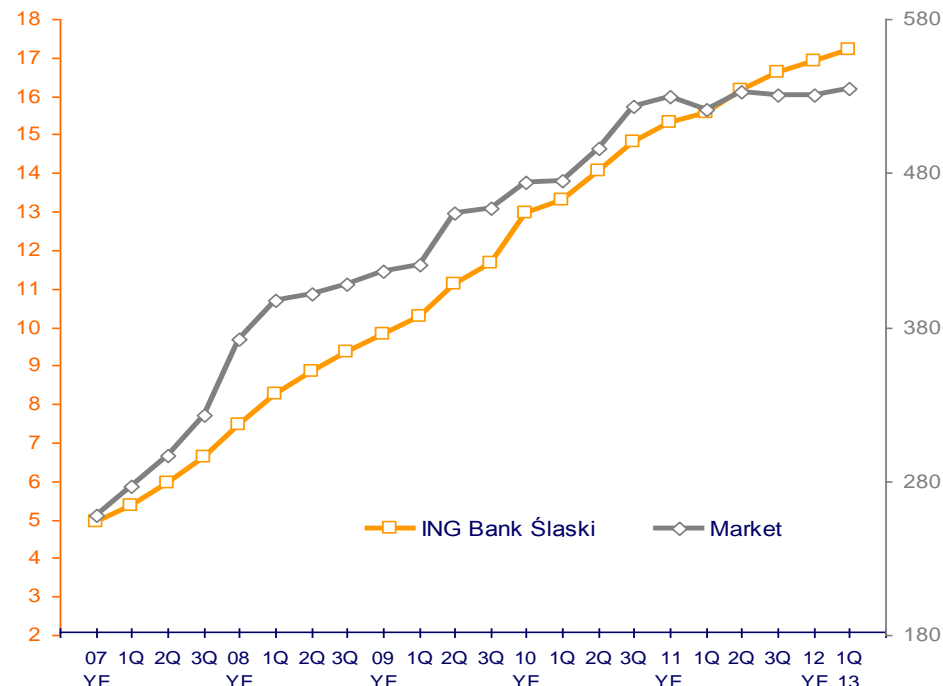


market share (%)

07YE	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	7.50
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Volumes and share in the households loans market

Households loans - volumes (in PLN billion)



market share (%)

07YE	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	3.22
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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)

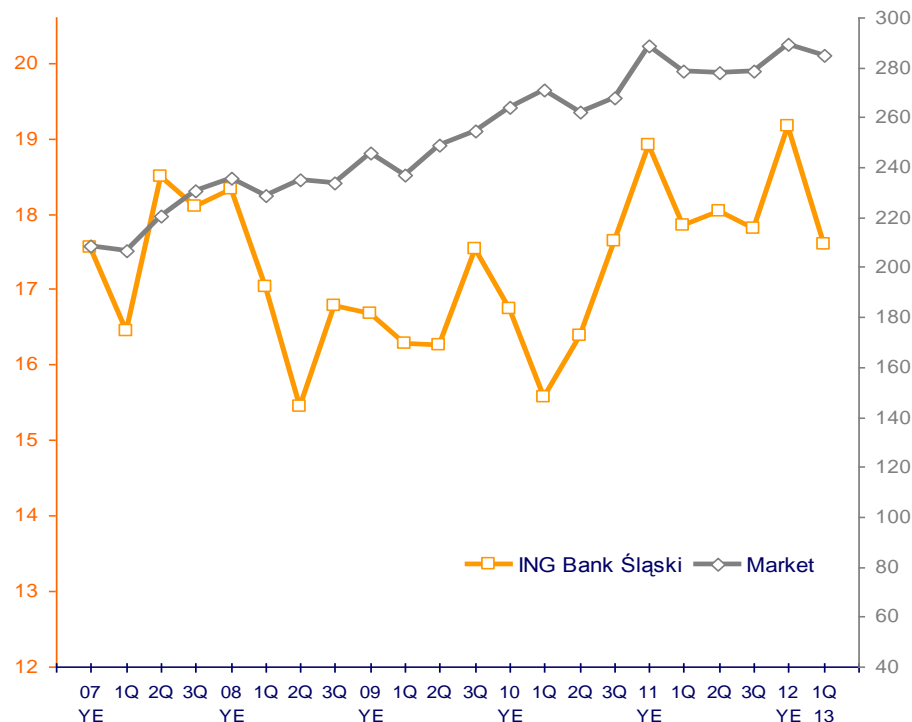


Market position of ING Bank Śląski

corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

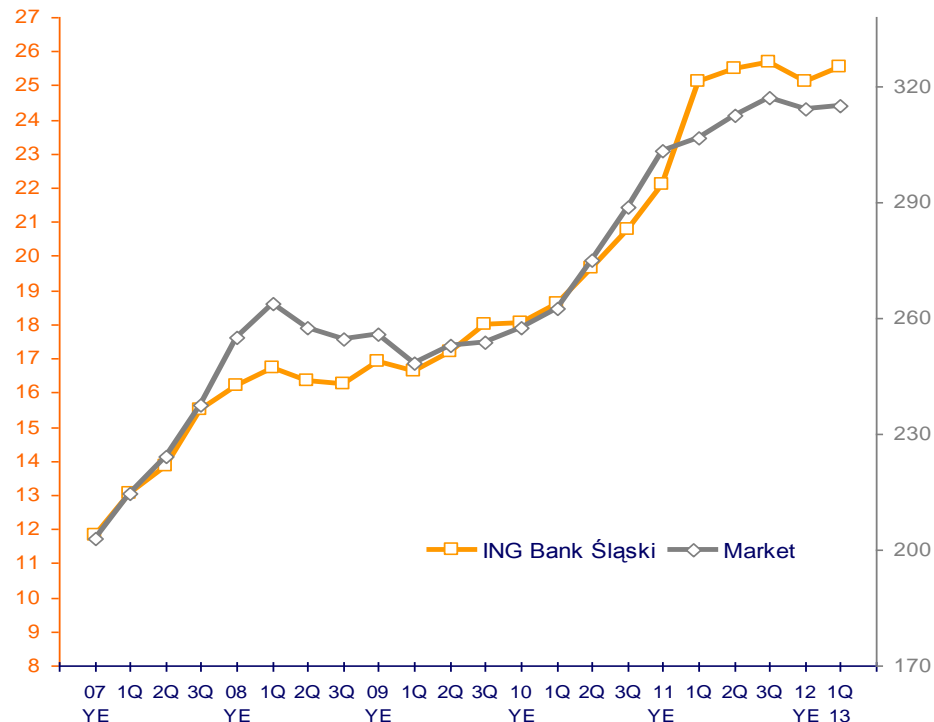


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE	1Q13
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	6.17

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	1Q13
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	8.10

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

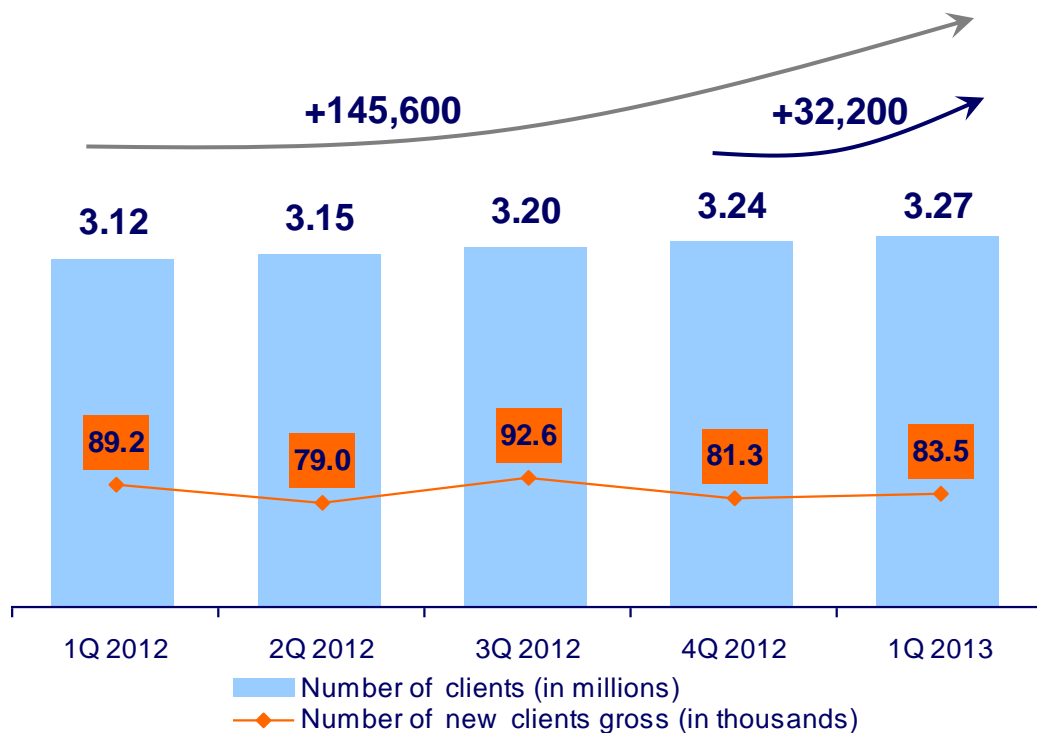
Increase in core products' sales

- **3.27 m** of retail clients number → 83.5 th of new clients acquired in 1Q 2013
- **PLN 16.9 bn** of retail lending → **+PLN 1.6 bn (+11%) y/y** and +PLN 320 m (+2%) q/q
- **PLN 12.8 bn** of mortgage loans portfolio → **+PLN 1.2 bn (+11%) y/y** and +PLN 240 m (+2%) q/q
- **7.2%** market share in new production of PLN mortgage loans in 1Q 2013
- Cash loans sales → PLN 430 m of cash loans sold to retail clients in 1Q 2013 (+54% y/y and +21% q/q)
- **PLN 39.9 bn** of retail clients deposits → **+PLN 5.3 bn (+15%) y/y** and +PLN 1.5 bn (+4%) q/q
- 2.2 m of retail current accounts; 64% 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*)
- 79% of self-service cash depositing transactions
- ING BankMobile – over 170 th downloads

Client base

3.27 million of retail clients

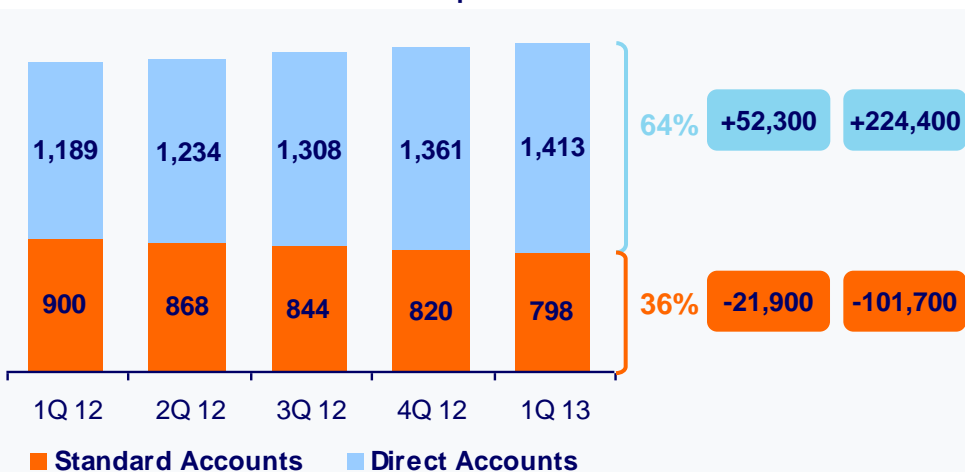
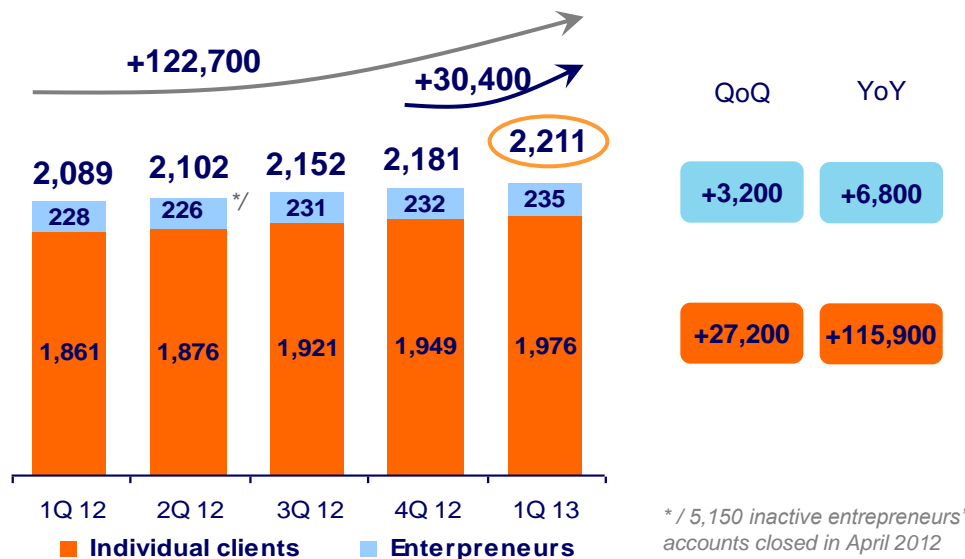
Number of retail clients



Current accounts

2.2 million of Current Accounts, 64% of Direct Accounts

Number of retail clients current accounts (in thousands)



Note: PLN denominated current accounts

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)



⇒ Opening of an account - now 100% online:

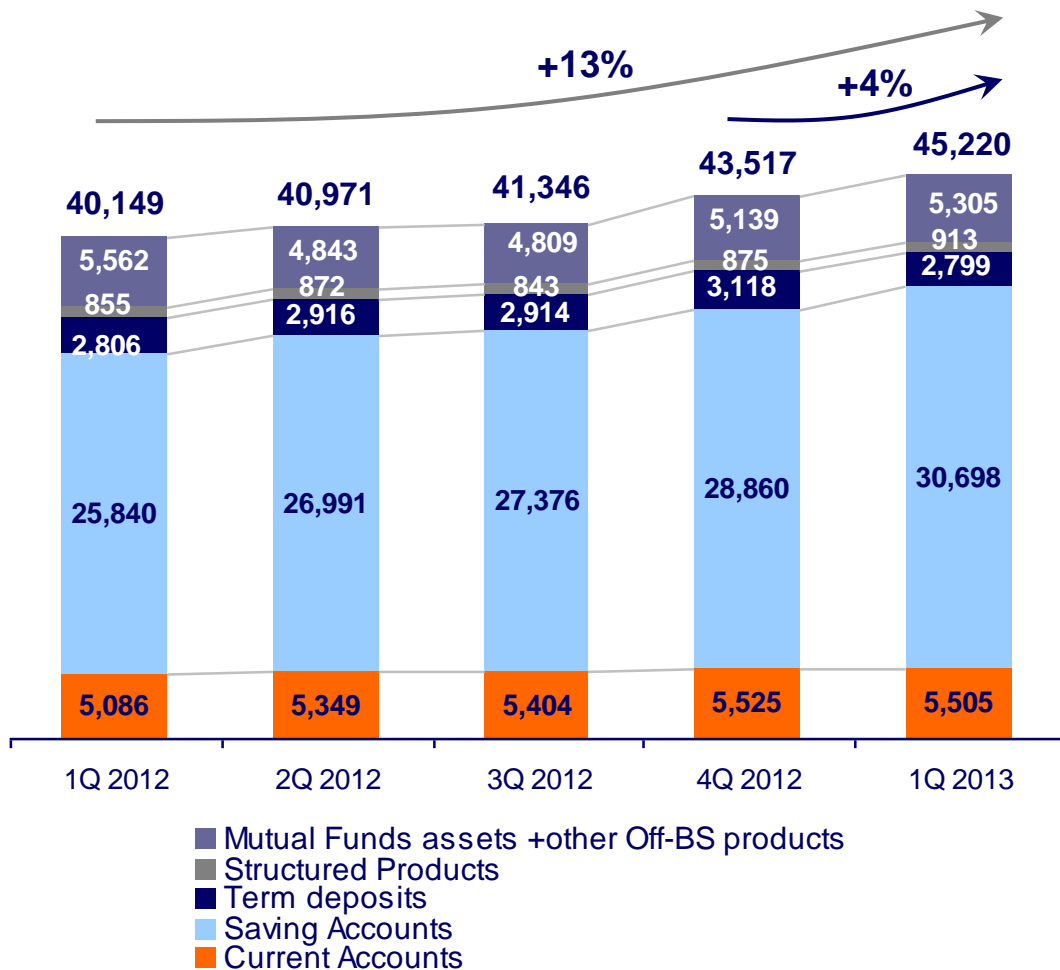
- filling out the online application
- transfer from another bank being verified
- personalized agreement (pdf) sent by e-mail
- no need to wait for the courier or visit the branch



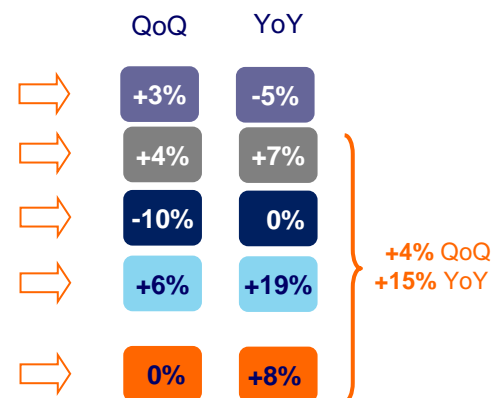
Funds entrusted

stable funding base

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



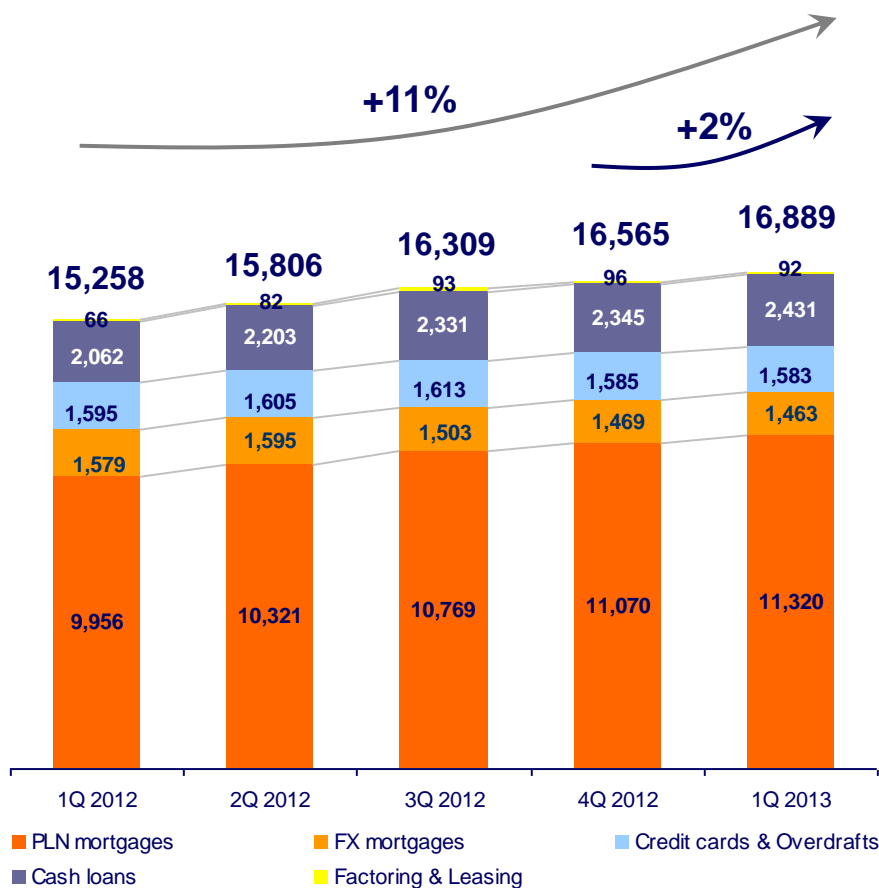
Permanent growth
of stable funding



Loan portfolio of retail segment clients

constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m)



	QoQ	YoY
⇒	-4%	+39%
⇒	+4%	+18%
⇒	0%	-1%
⇒	0%	-7%
⇒	+2%	+14%

Cash loans „Loan superfast”



- PLN 5,000 - 15,000 amount of the loan
- Up to 84 months loan's term
- PLN 0 commission for granting the loan
- provided during a single visit (if no additional credit analysis is needed)

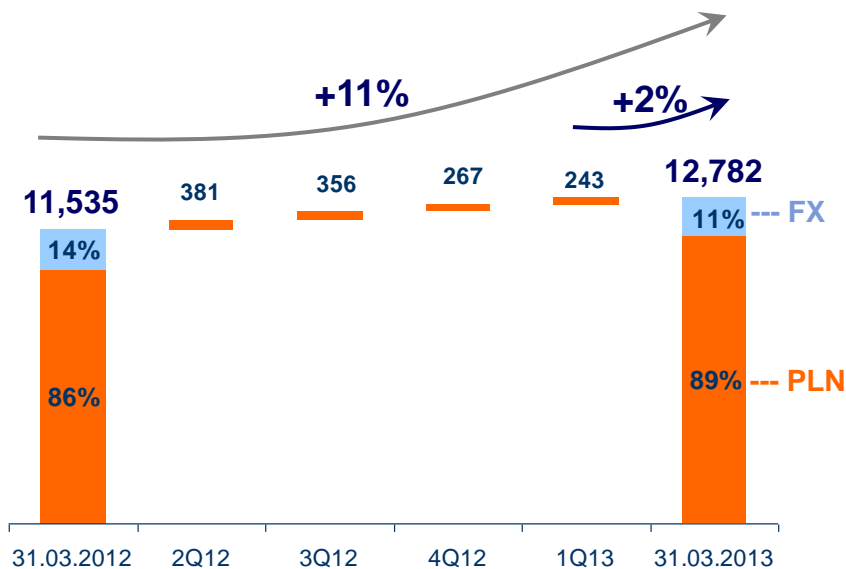
PLN 430 m of cash loans sold to retail clients in 1Q 2013 (+54% y/y and +21% q/q)



Mortgage loans

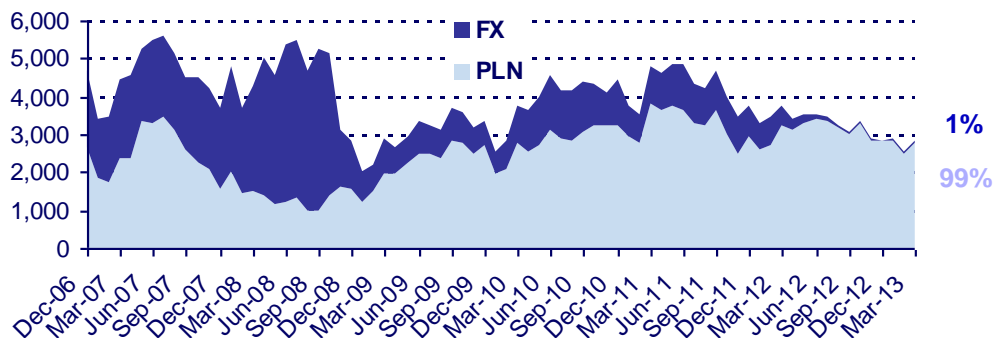
PLN 12.8 billion of mortgage loans

Retail mortgage loans (PLN m)



- **7.2%** market share in PLN mortgage loans' sales in 1Q2013, 5th position on the market. The market share in total mortgage sales is **7.2%**, 5th on the market. The amount of 1Q2013 mortgage production is PLN 590 m.
- **6.0%** share in PLN market housing loans volume as of 1Q2013; **3.2%** in total housing loans market.

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



Zagwarantuj sobie
3 KLUCZOWE KORZYŚCI
kredytu hipotecznego

3 KOBZARCI
KŁUCZOWE



Distribution and service network

enhanced access to banking services

Mobile Banking



ING BankMobile application

- **35 th** downloads since 9 January 2012 – iPhone
- **136 th** downloads since 8 May 2012 – Android
- ⇒ **4.8 million operations**, including
 - ⇒ **1.0 million transfers**

over
170 th
downloads



- **423** branches, 422 self-banking areas
- **767** own ATMs and **698** CDMs including:
351 dual-function machines, 126 installed in 2012, 150 in 2011 (cash-in and cash-out functions)
- **79%** of cash-in transactions are executed automatically
- **117** branches in a new format

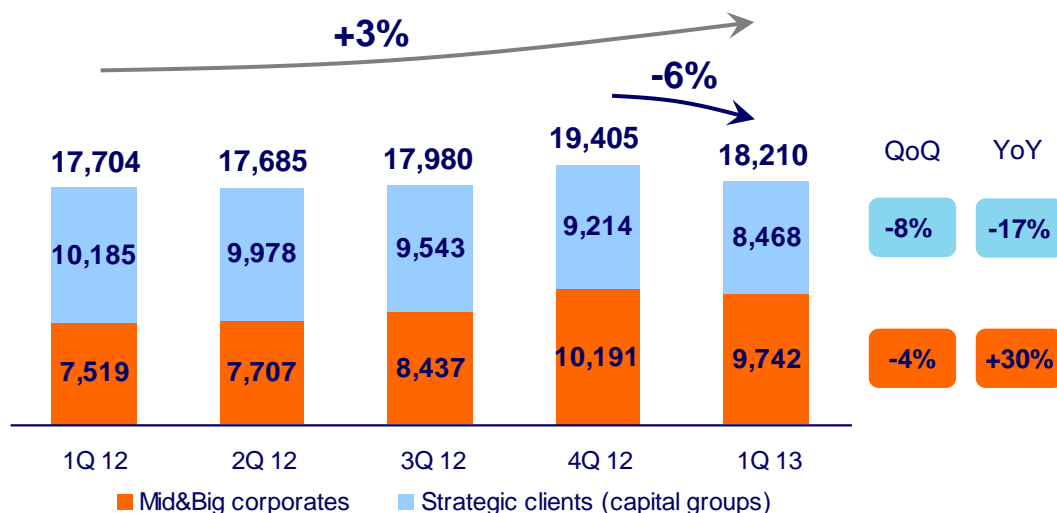
Corporate Banking

Growth in volumes

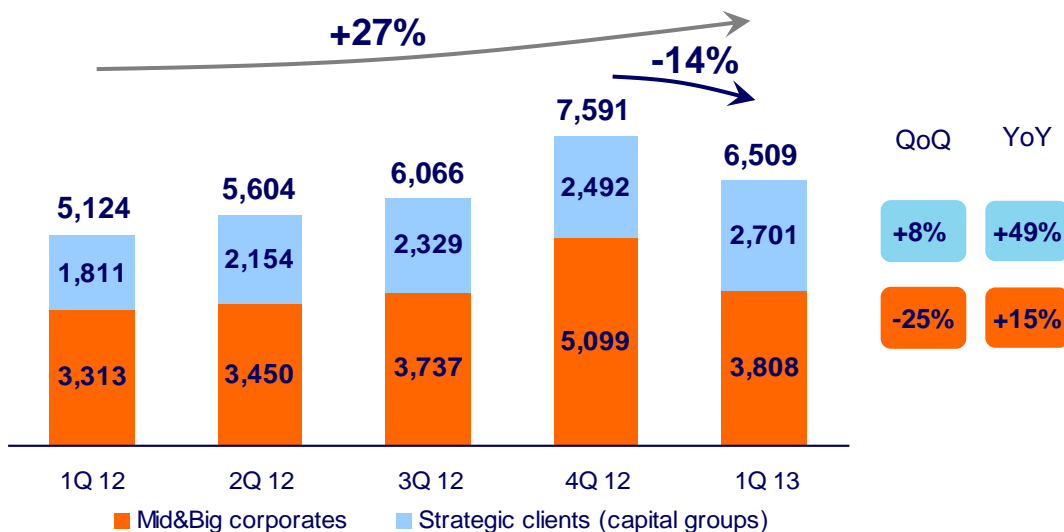
- **30.4 th** of corporate clients
- **PLN 30.5 bn** of corporate lending → +PLN 1.0 bn (+3%) y/y and +PLN 0.7 bn (+2%) q/q
- PLN 4.6 bn – leasing financing, PLN 1.3 bn – factoring volume
- **PLN 18.2 bn** of corporate deposits → +PLN 0.5 bn (+3%) y/y and -PLN 1.2 bn (-6%) q/q
- The largest deals of 1Q 2013:
 - bond issuance program for Bank Gospodarki Żywnościowej S.A. (PLN 3.5 bn)
 - bond issuance program for PKP Energetyka S.A. (PLN 20 m)
- Modern service channels: introduction of *ING BusinessMobile* in January 2013 (almost 1,000 users 3 months after the launch)
- ING Księgowość – accounting and personnel & payroll services for mid & big companies
- Portfolio Guarantee Line De Minimis

Cash Management

Volume of corporate deposits (in PLN m)



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



Pieniądze nie muszą siedzieć na lokacie, jeśli na koncie możesz mieć 4%.

4%

Special offer
OKO

- Since 11 March 2013
- Promotional interests 4%
- No minimum amount
- Maximum amount for the higher interest rate: **PLN 5 m**

ING Accounting

Accounting and personnel & payroll services for mid & big companies,
fully integrated with online banking

Benefits for customers:

- **Greater convenience and accessibility**
accountant + team appointed to serve the particular customer; easy and fast payments; a variety of communication channels – including a dedicated portal **ING KsięgowośćOnLine**, integrated with ING BusinessOnLine
- **Better information**
constant access to the books and HR data; information about the accounts; reports and analyses online
- **Lower cost of accounting services**
- **Easier access to bank products**



**Mały krok dla człowieka,
wielki dla księgowości.**

www.ingksiegowosc.pl

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Lending

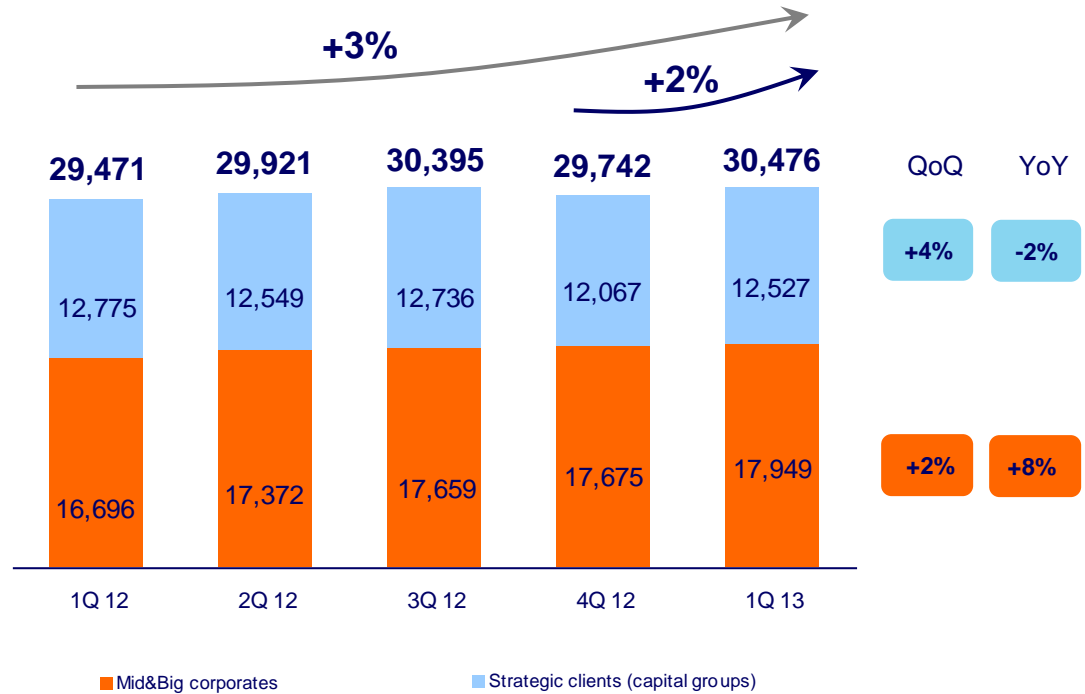


May 2011> March 2013

0% **74%**

of non-paper credit applications

Volume of loans to corporate clients (in PLN million)



Portfolio Guarantee Line De Minimis

- ING Bank Śląski S.A. as one of the **first 5 banks** offering loans under the government program of loan guarantees granted by Bank Gospodarstwa Krajowego
- Offer designed for companies representing the **SME sector**
- Guaranteeing loans for current funding

- Amount of individual guarantee: **up to 60% of the loan amount** (max. PLN 3.5 m; max. 27 months)
- **0% margin fee** (in the 1st year of the guarantee – granted by 31 Dec 2013; 0.5% afterwards)
- Security for BGK - blank promissory note and statement of execution

- Credit application can be submitted **online**; the decision about granting a loan up to PLN 4 m **in 24 hours**

Product launched on 15 March 2013



**Prosto.
Szybko.
Z gwarancją.**

**Kredyt dla firm jeszcze
łatwiej niż dotychczas.**



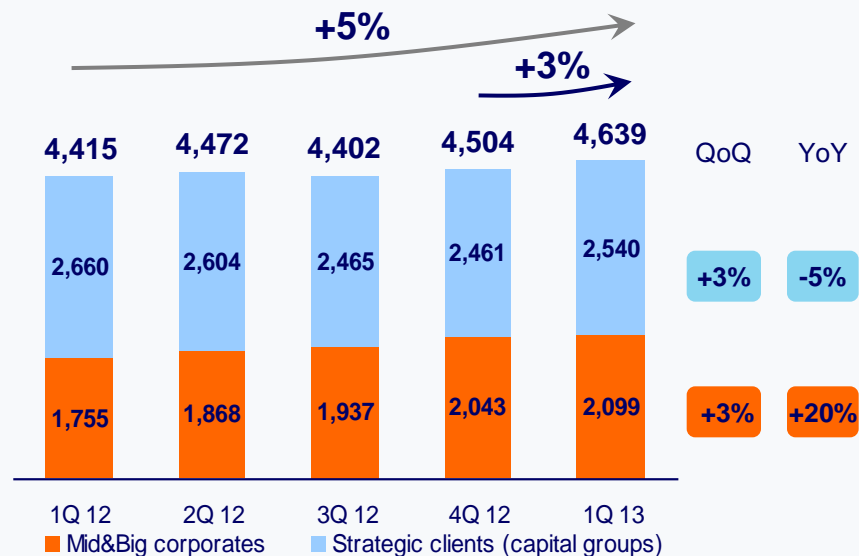
Asset Based Lending

Since 1 January 2012 ING Bank Śląski S.A. owns the company ABL Polska S.A., 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 ~7%)
- **5.8%** 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

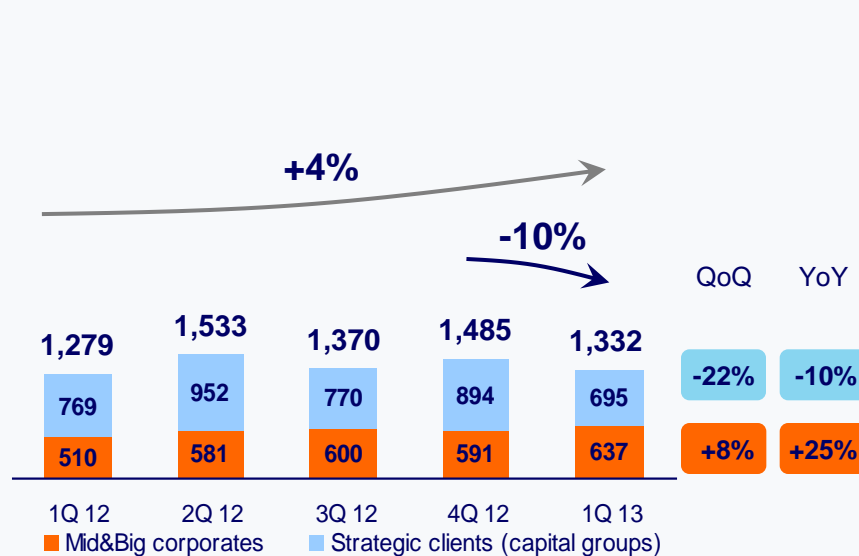
Leasing – financing of the customers (in PLN m)



ING Commercial Finance Polska S.A. (factoring)

- **#3** on the market (market share of 12.7%)
- **9** regional offices

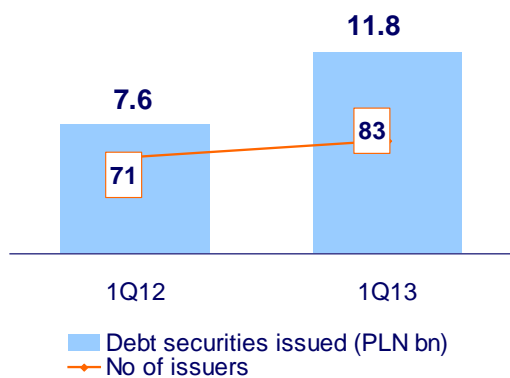
Factoring – financing of the customers (in PLN m)



Debt capital and investment banking

Debt capital

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



1st position on the market in terms of short term debt securities issue in 1Q 2013 with the market share of **30%**

The largest deals of 1Q 2013

PKP Energetyka S.A.

Bond Issuance Program

PLN 20 m

Arranger, Guarantor, Issue and Paying Agent, Depository

February 2013

Bank Gospodarki Żywnościowej S.A.

Bond Issuance Program

PLN 3.5 bn

Co-Arranger, Agent, Dealer, Depository

March 2013

ING Securities – major transaction in 1Q 2013

Bank Zachodni WBK S.A.

Secondary sell down

PLN 4.9 bn

Co-Lead Manager

March 2013

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ING Bank Śląski financial performance in 1Q 2013

<i>PLN million</i>	1Q 2012	1Q 2013	change
Net interest income	513.5	475.8	- 7%
Net commission income	247.0	239.8	- 3%
Trading & other income	85.3	137.3	+ 61%
Total income	845.8	852.9	+ 1%
Total expenses	463.9	470.9	+ 2%
Result before risk costs	381.9	382.0	+ 0%
Risk costs	64.3	58.0	- 10%
Profit before tax	317.6	324.0	+ 2%
Income tax	46.1	64.3	+ 39%
Net profit	271.5	259.7	- 4%
CAR */	12.1%	15.2%	+ 3.1 p.p.
ROA (%)	1.3%	1.1%	- 0.2 p.p.
ROE (%)	15.1%	10.9%	- 4.2 p.p.
C/I Ratio (%)	54.8%	55.2%	+ 0.4 p.p.

**/ CAR According to Financial Supervision Authority definition*

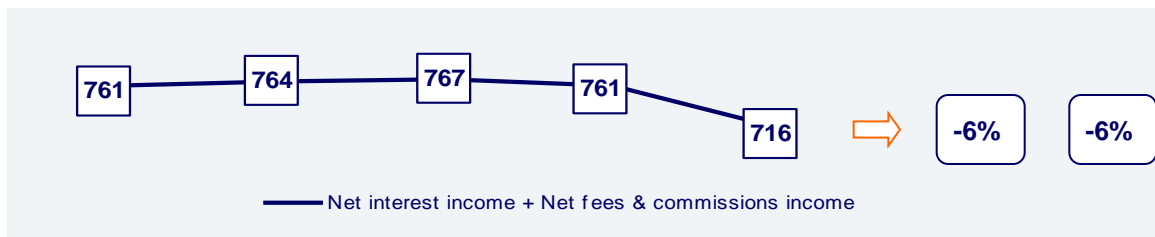
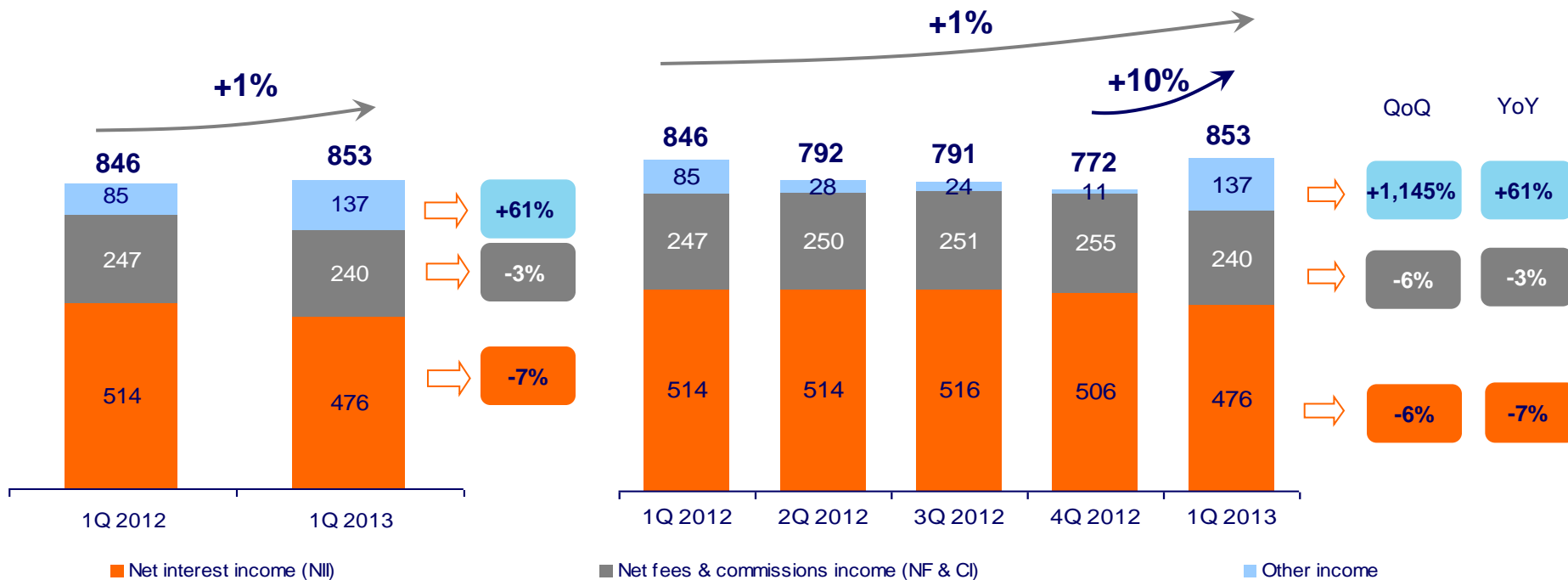
ROA = sum of net profit of 4 consecutive quarters / average assets of 5 consecutive quarters

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



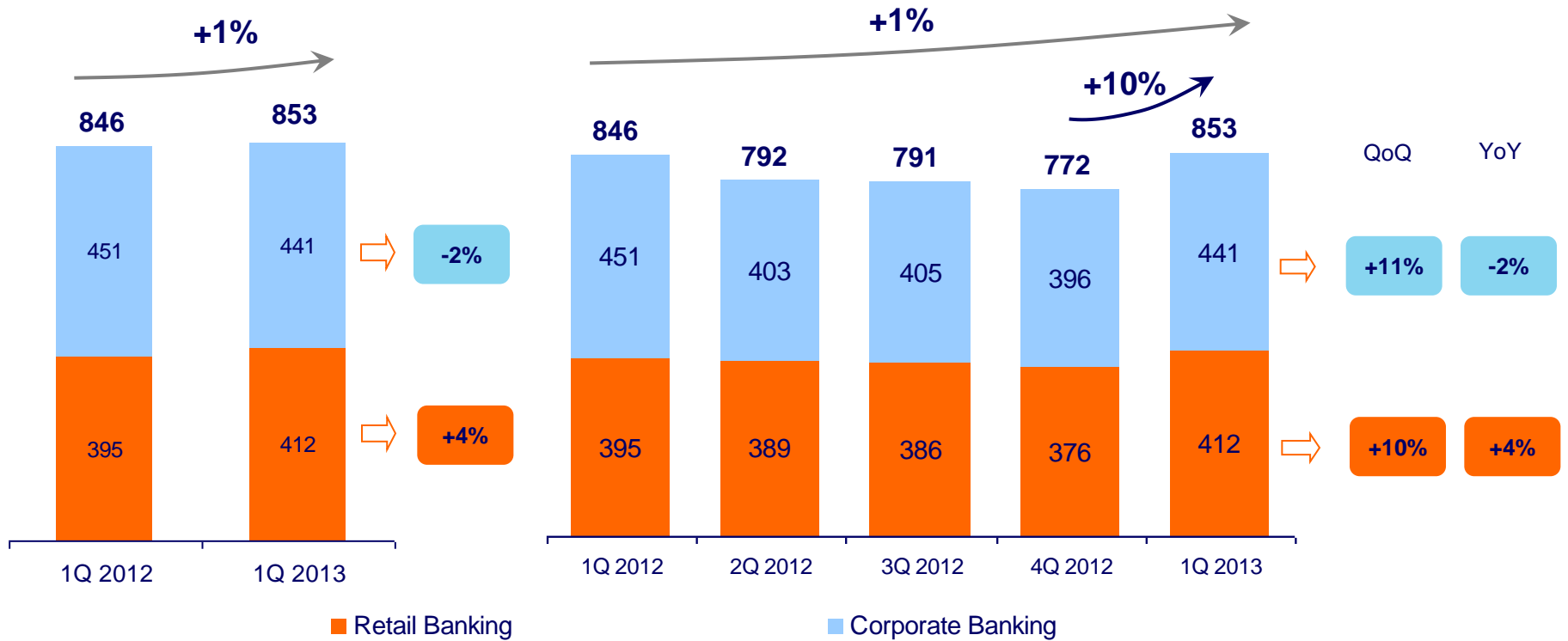
Revenue per category

Revenues per P&L category (PLN m)



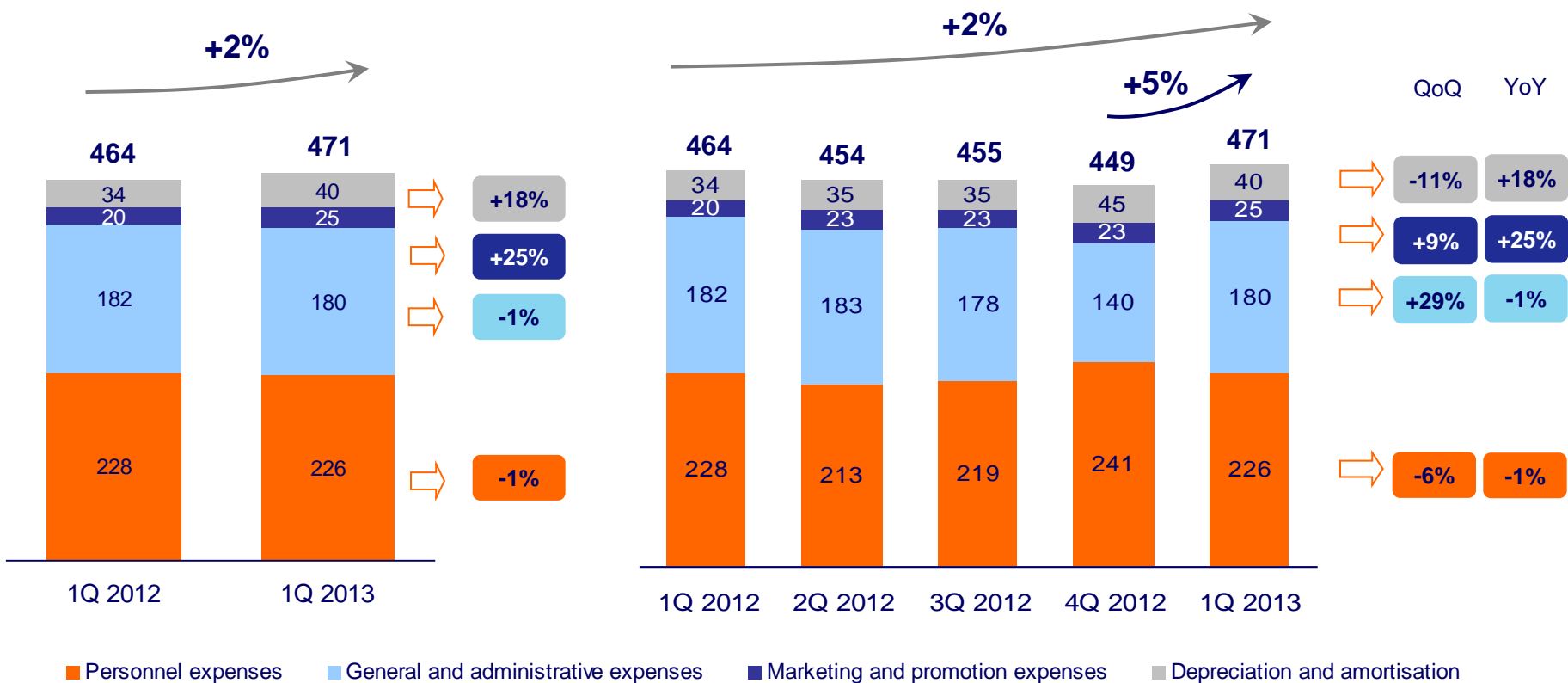
Revenue per business line

Revenues by business lines (PLN m)



Total expenses

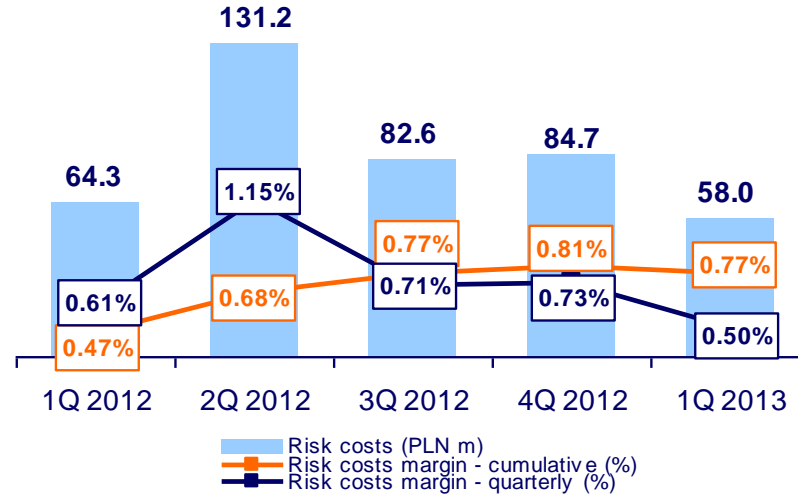
Total costs (PLN m)



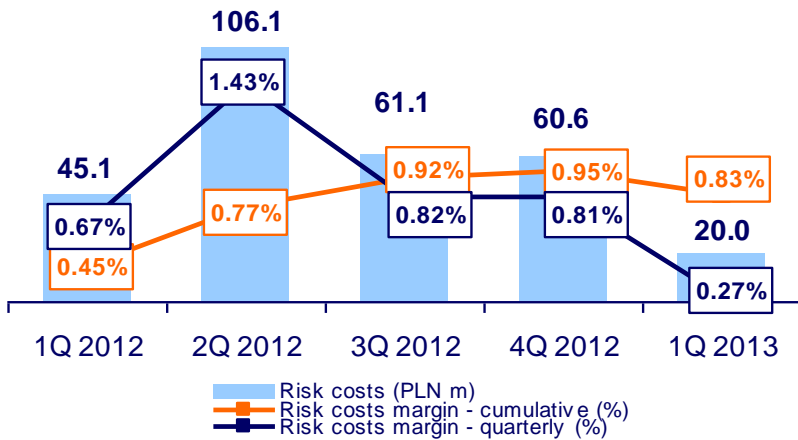
Note: Costs including result on other operating income and expenses

Risk costs

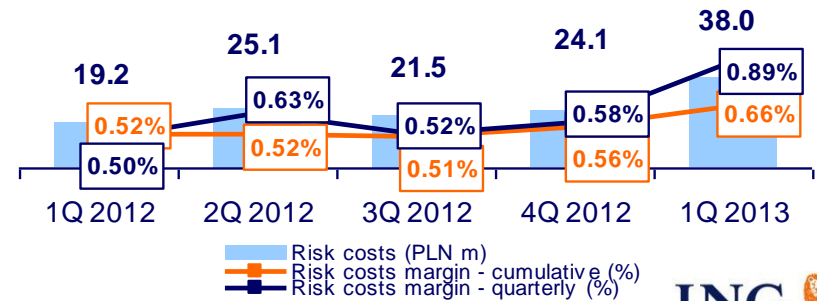
Bank



Corporate



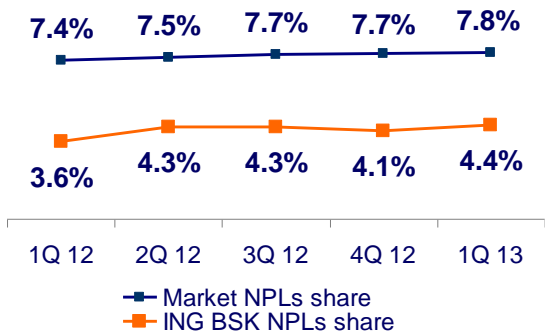
Retail



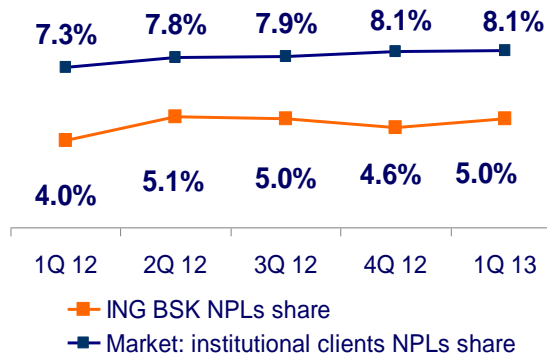
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

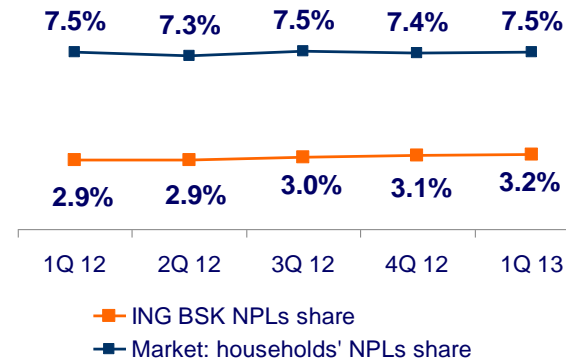
Bank



Corporate



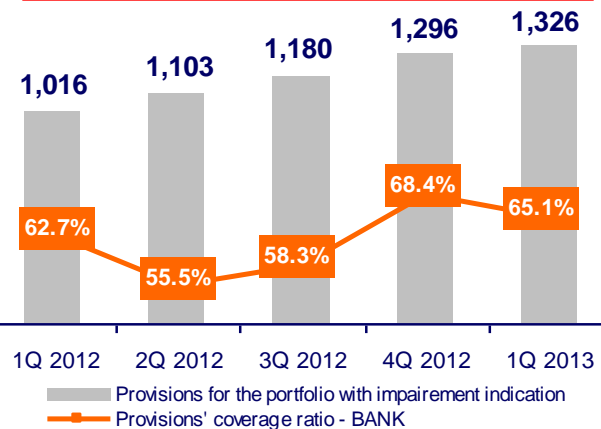
Retail



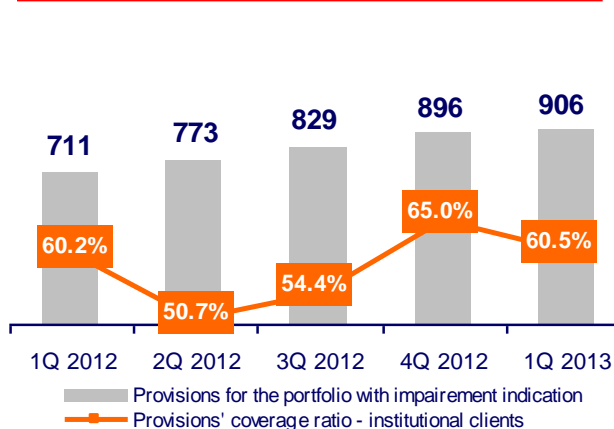
Note: market ratio estimated based on NBP data

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

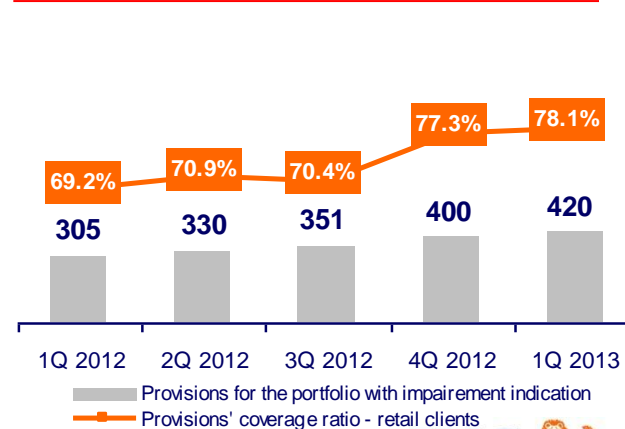
Bank



Corporate

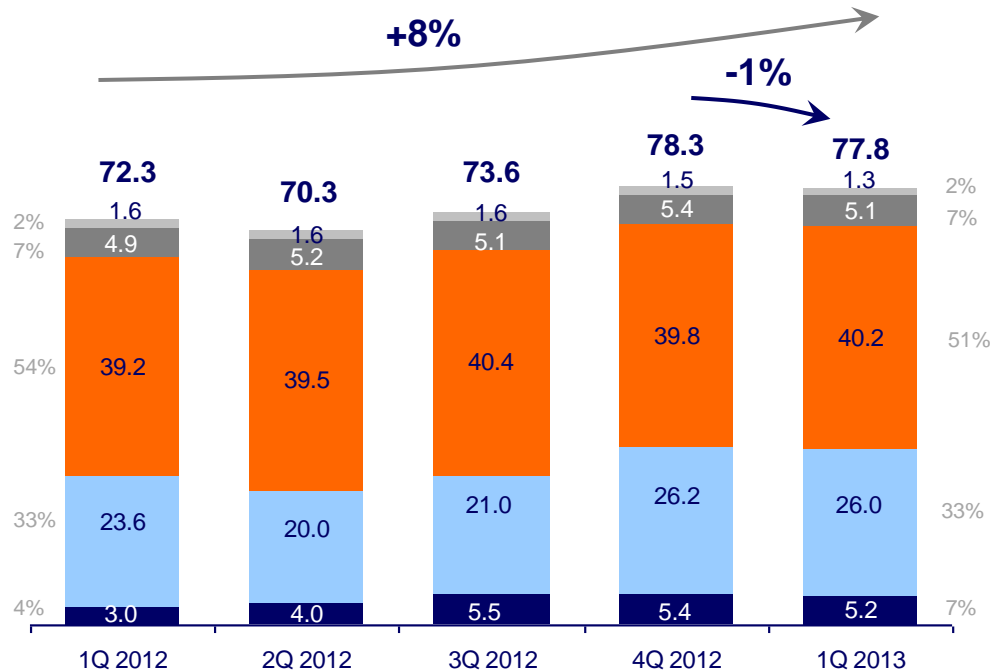


Retail



Bank assets

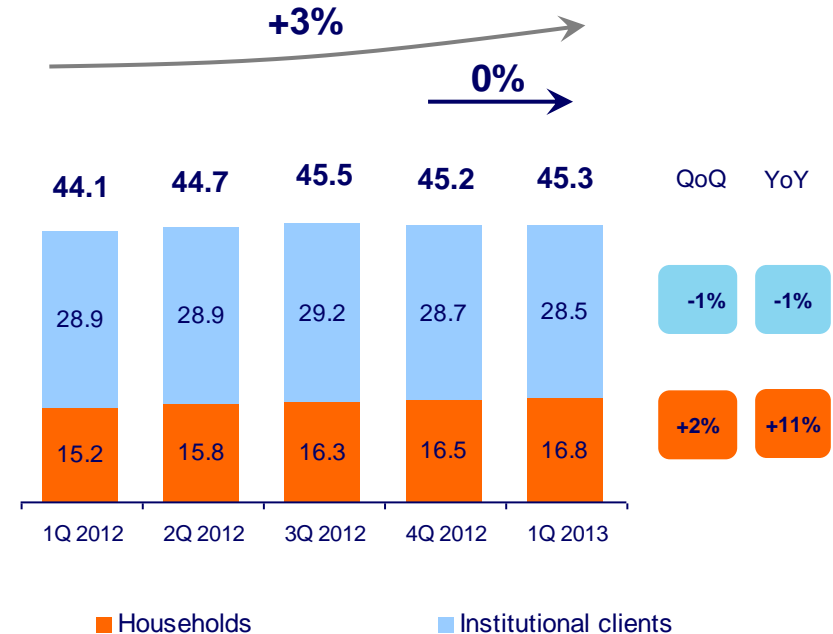
Assets structure (PLN bn / %)



- Other
- Leasing and factoring receivables
- Receivables to customers
- Securities & derivatives
- Loans and receivables from other banks + cash within the Central Bank

Loans and receivables to customers

- non-bank sector (PLN bn)



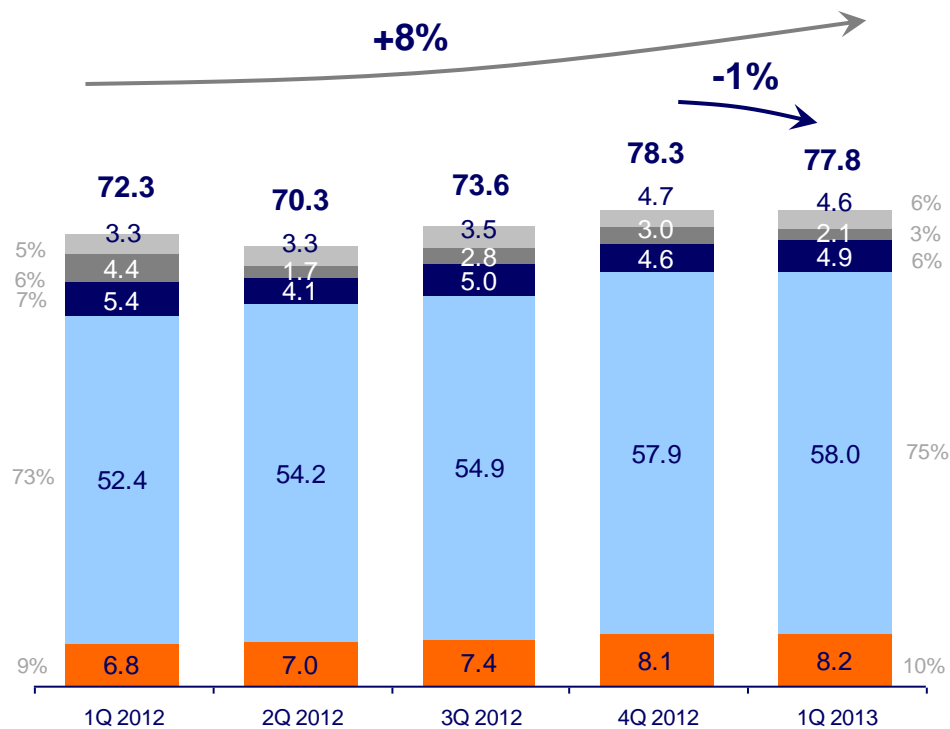
Note: receivables to customers do not include debt securities included in the consolidated statement of financial position (an equivalent of a former balance sheet statement) in the loans category (*Eurobonds*). Those bonds are presented on the graph within the securities & derivatives portfolio.



Bank liabilities

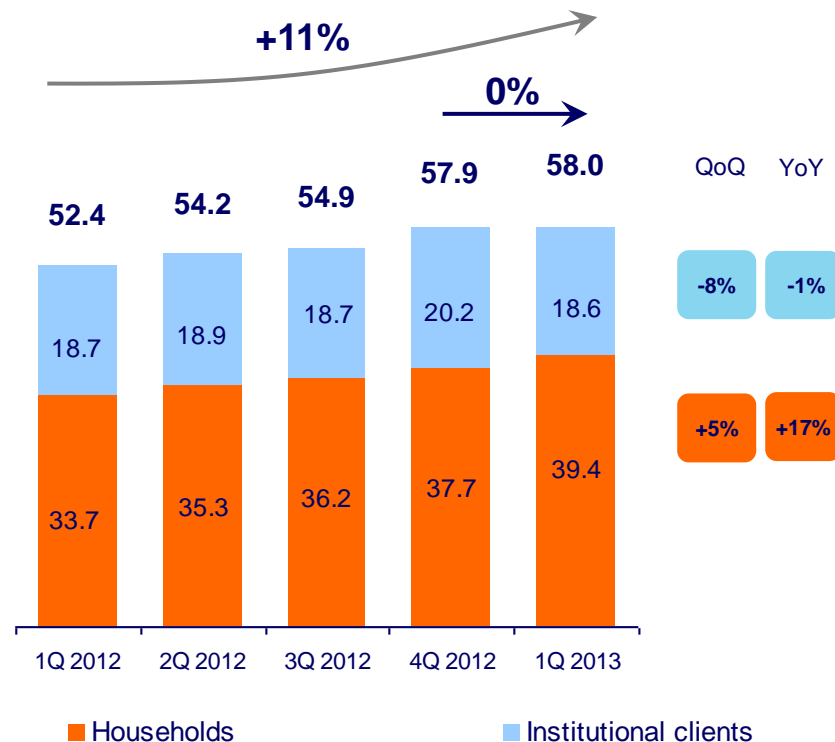
stable deposit base

Structure of liabilities (PLN bn / %)



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

Liabilities to clients (PLN bn)

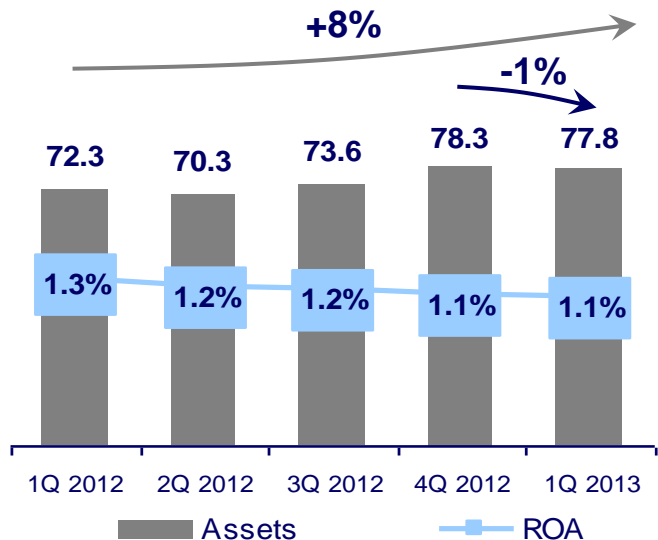


- QoQ YoY
- 8% -1%
- +5% +17%

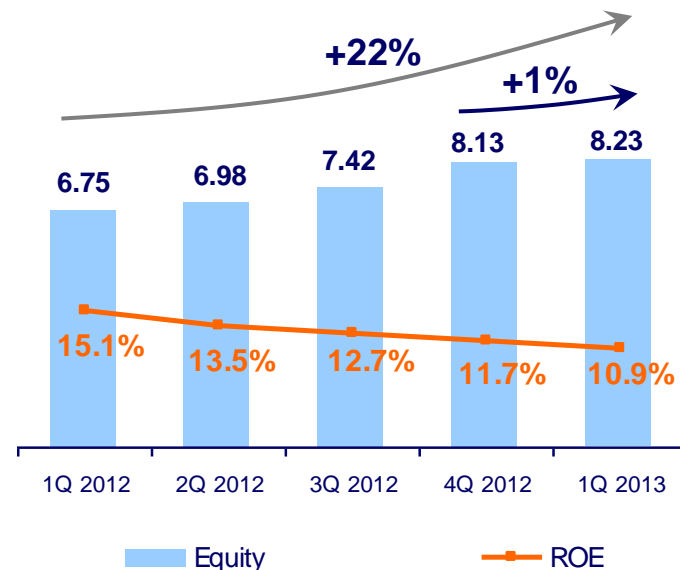


Assets, equity and profitability ratios

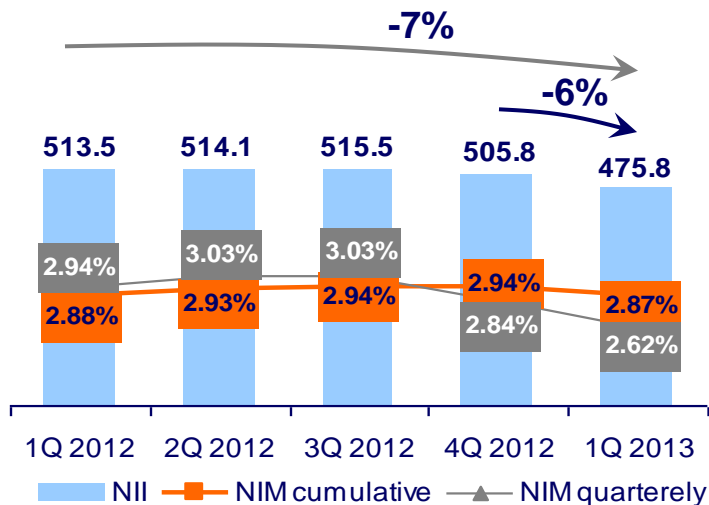
Assets (PLN bn) / ROA



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

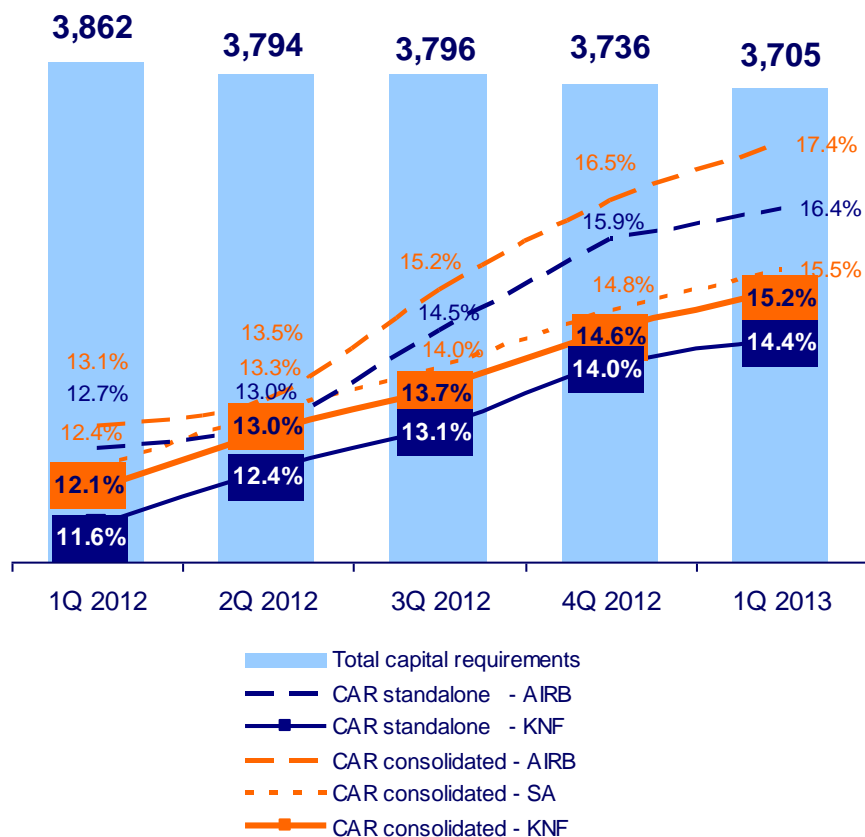
NIM annualized = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

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

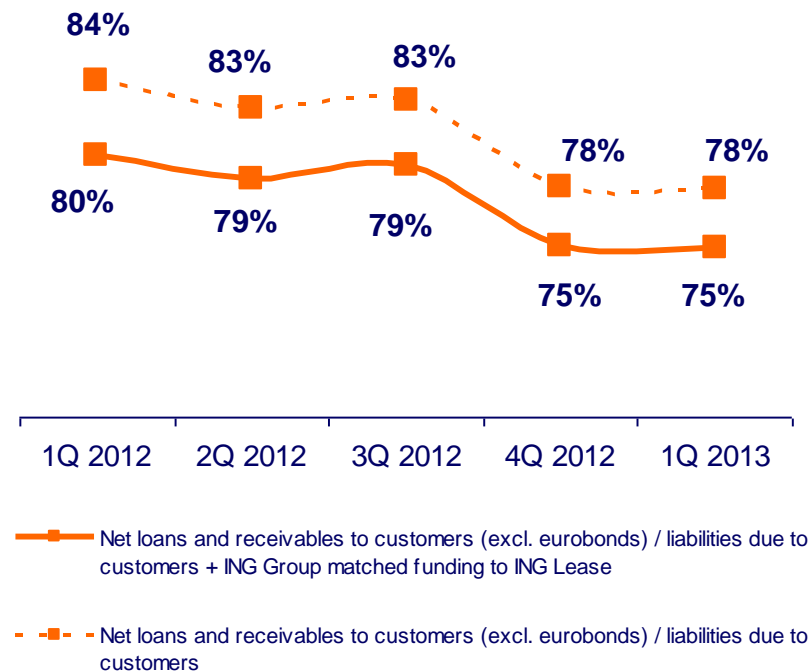


Capital Adequacy

Capital adequacy ratio and the total capital requirements



Loans-to-deposits ratio



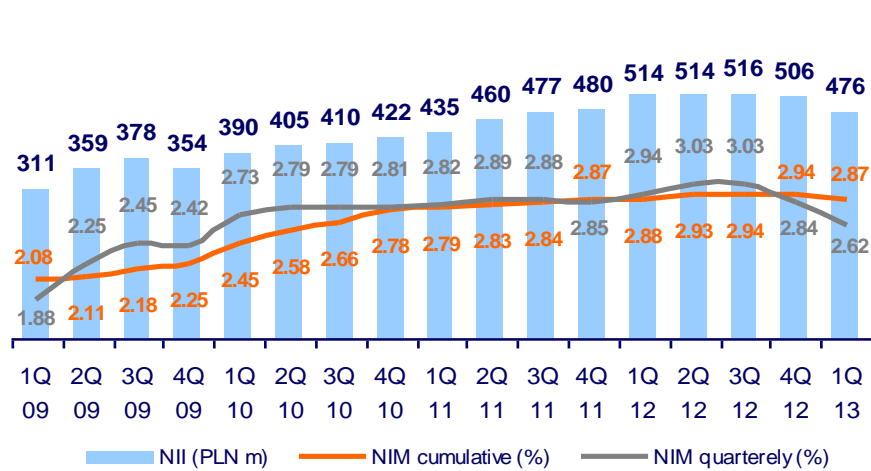
Appendix

Quarterly P&L

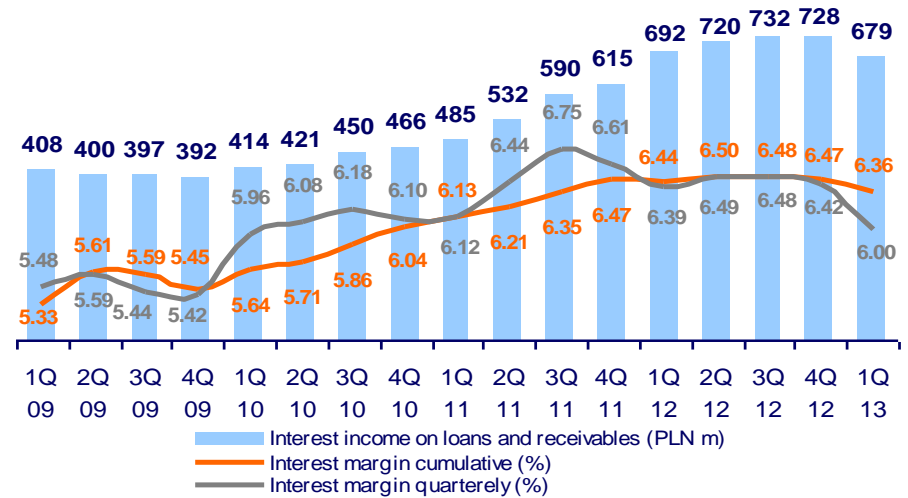
Interim condensed consolidated financial statements	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	QoQ		YoY	
										Δ	%	Δ	%
I. 5.1. Net interest income, of which:	434.9	459.5	477.4	479.7	513.5	514.1	515.5	505.8	475.8	-30.0	-6%	-37.7	-7%
Interest income, of which:	772.6	833.6	882.3	897.0	945.2	945.2	963.2	977.9	925.1	-52.8	-5%	-20.1	-2%
- from loans and receivables to banks	26.3	29.8	30.2	41.9	26.9	31.0	37.4	40.5	27.8	-12.7	-31%	0.9	3%
- from loans and receivables to customers	495.3	544.3	605.0	631.3	641.7	664.4	672.0	669.9	623.1	-46.8	-7%	-18.6	-3%
- from leasing	0.0	0.0	0.0	0.0	42.1	42.8	44.0	39.2	40.2	1.0	3%	-1.9	-5%
- from factoring	1.8	2.3	3.3	3.8	23.9	25.8	26.2	27.1	22.0	-5.1	-19%	-2.9	-8%
- from debt securities	265.8	270.6	245.7	204.8	199.3	179.0	164.9	183.6	196.4	12.8	7%	-2.9	-1%
- interest result on derivatives	-16.6	-13.4	-1.9	15.2	11.3	2.2	18.7	17.6	15.6	-2.0	-11%	4.3	38%
Interest expenses, of which:	337.7	374.1	404.9	417.3	431.7	431.1	447.7	472.1	449.3	-22.8	-5%	17.6	4%
- interest on deposits from banks	42.0	48.9	44.3	27.7	39.8	31.4	24.2	32.3	26.3	-6.0	-19%	-13.5	-34%
- interest on deposits from customers	295.7	325.2	360.6	389.6	391.9	399.7	423.5	437.8	415.6	-22.2	-5%	23.7	6%
- interest on debt securities in issue	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.0	7.4	5.4	270%	7.4	n/a
II. Net fees & commission income	251.4	258.4	261.4	250.0	247.0	250.4	251.2	255.7	239.8	-15.9	-6%	-7.2	-3%
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	118.5	122.4	n/a	44.0	59%
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	17.1	16.5	2750%	-36.6	-68%
Net income on investments	18.2	6.2	7.7	5.9	19.1	6.6	-0.9	-0.2	120.4	120.6	n/a	101.3	530%
Net income on hedge accounting	-16.3	-3.2	-23.6	9.7	1.7	-5.2	-5.5	-4.3	-19.0	-14.7	342%	-20.7	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	9.8	5.2	113%	5.8	145%
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	9.0	-1.1	-11%	2.2	32%
Income	732.5	750.4	725.7	745.0	845.8	792.5	790.5	772.3	852.9	80.6	10%	7.1	1%
Expenses	408.3	422.7	422.0	410.6	463.9	454.0	455.2	449.1	470.9	21.8	5%	7.0	2%
I. General and administrative expenses	408.7	419.8	421.9	414.0	464.9	456.3	454.2	442.3	470.1	27.8	6%	5.2	1%
- personnel expenses	199.3	208.9	210.8	214.3	228.0	213.1	219.1	240.6	226.7	-13.9	-6%	-1.3	-1%
- other expenses	209.4	210.9	211.1	199.7	236.9	243.2	235.1	201.7	243.4	41.7	21%	6.5	3%
II. Result on other operating income and expenses	0.4	-2.9	-0.1	3.4	1.0	2.3	-1.0	-6.8	-0.8	6.0	-88%	-1.8	n/a
Profit before risk costs	324.2	327.7	303.7	334.4	381.9	338.5	335.3	323.2	382.0	58.8	18%	0.1	0%
Cost of risk	57.1	37.7	27.1	50.5	64.3	131.2	82.6	84.7	58.0	-26.7	-32%	-6.3	-10%
- retail	33.9	21.2	21.0	14.1	19.2	25.1	21.5	24.1	38.0	13.9	58%	18.8	98%
- corporate	23.2	16.5	6.1	36.4	45.1	106.1	61.1	60.6	20.0	-40.6	-67%	-25.1	-56%
Profit (loss) before tax	267.1	290.0	276.6	283.9	317.6	207.3	252.7	238.5	324.0	85.5	36%	6.4	2%
Income tax	54.6	56.1	56.5	70.3	46.1	39.7	49.5	48.5	64.3	15.8	33%	18.2	39%
Net profit (loss), of which:	212.5	233.9	220.1	213.6	271.5	167.6	203.2	190.0	259.7	69.7	37%	-11.8	-4%
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	259.7	69.7	37%	-11.8	-4%
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	0.0	n/a	0.0	n/a

Net interest income and margins development

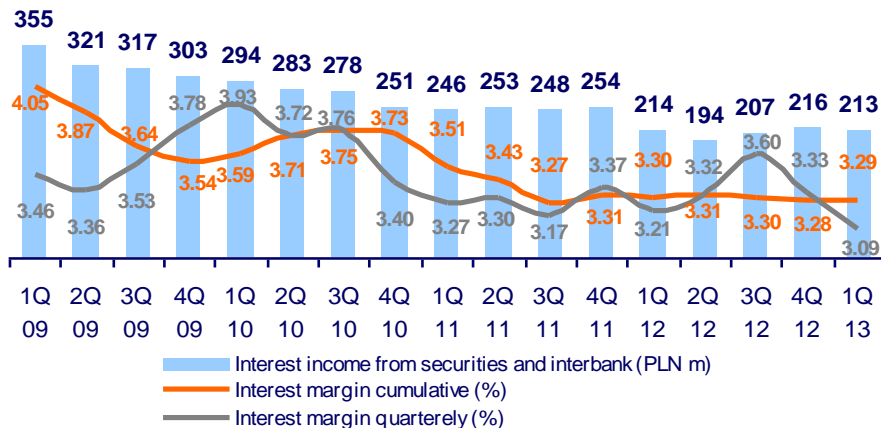
NII (PLN m) / NIM (%)



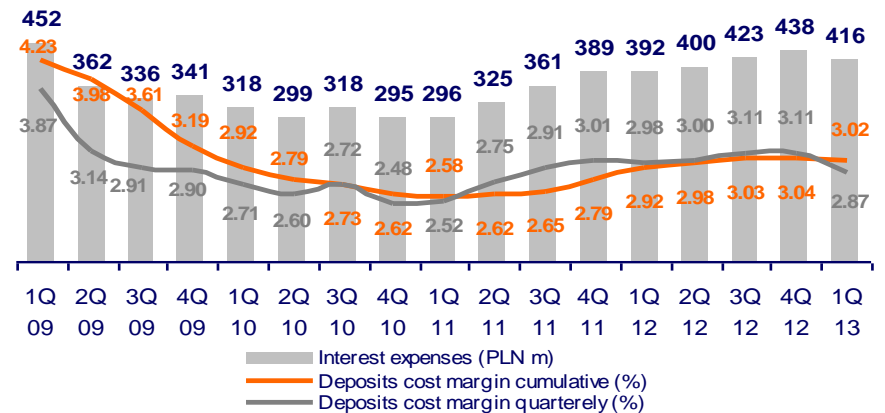
Interest income on customer loans & receivables (PLN m) / margin (%)



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



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

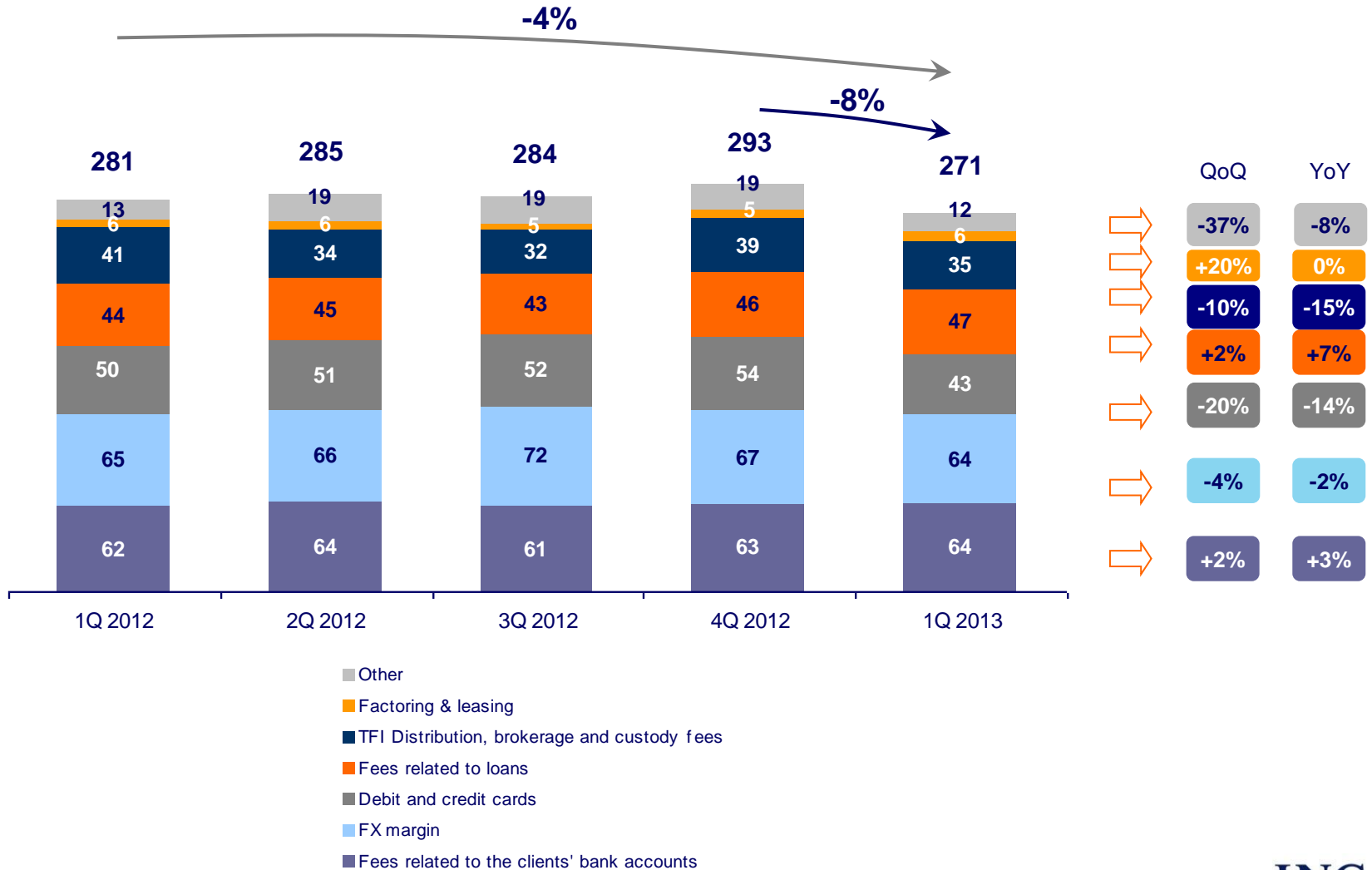


Definitions: NII – adjusted (including swap points and interests from derivatives)
 NIM annualized = sum of NII adjusted of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters
 NIM quarterly = quarterly NII adjusted x4 / average interest earning assets of a quarter



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 31.03.2013	%
1	WHOLESALE TRADE	3,816	12.8%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,764	12.7%
3	REAL ESTATE SERVICE	2,918	9.8%
4	FOODSTUFF AND BEVERAGE PRODUCTION	1,992	6.7%
5	RETAIL TRADE	1,472	5.0%
6	POWER INDUSTRY	1,381	4.6%
7	CONSTRUCTIONS INDUSTRY	1,223	4.1%
8	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,147	3.9%
9	FINANCIAL INTERMEDIATION	1,012	3.4%
10	LAND AND PIPELINE TRANSPORTATION	1,008	3.4%
11	EQUIPMENT RENT	912	3.1%
12	READY-MADE METAL GOODS PRODUCTIONS	861	2.9%
13	RUBBER INDUSTRY	750	2.5%
14	METALS PRODUCTIONS	717	2.4%
15	FUEL INDUSTRY	650	2.2%
16	POST OFFICE AND TELECOMMUNICATIONS	614	2.1%
17	AGRICULTURE , FORESTY , FISHERY	521	1.8%
18	ENGINEERING INDUSTRY	519	1.7%
19	CHEMICALS AND CHEMICAL GOODS PRODUCTION	469	1.6%
20	Other	3,965	13.3%
Total exposure		29,710	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 31.03.2013	%
1	WHOLESALE TRADE	6,630	14.8%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,186	9.3%
3	REAL ESTATE SERVICE	3,098	6.9%
4	FOODSTUFF AND BEVERAGE PRODUCTION	2,947	6.6%
5	CONSTRUCTIONS INDUSTRY	2,646	5.9%
6	RETAIL TRADE	2,572	5.7%
7	POWER INDUSTRY	2,268	5.1%
8	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,633	3.6%
9	EQUIPMENT RENT	1,367	3.0%
10	FINANCIAL INTERMEDIATION	1,279	2.9%
11	READY-MADE METAL GOODS PRODUCTIONS	1,233	2.8%
12	LAND AND PIPELINE TRANSPORTATION	1,186	2.6%
13	RUBBER INDUSTRY	1,176	2.6%
14	FUEL INDUSTRY	1,114	2.5%
15	METALS PRODUCTIONS	1,056	2.4%
16	ENGINEERING INDUSTRY	982	2.2%
17	CHEMICALS AND CHEMICAL GOODS PRODUCTION	901	2.0%
18	MECHANICAL VEHICLES SALE , REPAIR AND SERVICE	884	2.0%
19	REMAINING NON-METAL RAW MATERIALS INDUSTRIES	815	1.8%
20	Other	6,838	15.3%
Total exposure		44,811	100.0%

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

