

ING Bank Śląski S.A.

3Q 2013 Financial Results

Warsaw – 6 November 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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Content

- 1** Introduction to financial results and market position of the Bank
- 2** Business development
- 3** 3Q 2013 financial results

Strategic targets of ING Bank Śląski

accomplishments in 3Q 2013

Acquisition of new clients and increase of volumes:

- **PLN 66.0 bn** of deposits → **+PLN 11.5 bn** (+21%) y/y
- **PLN 43.7 bn** of retail clients deposits → **+PLN 7.2 bn** (+20%) y/y
- **3.35 m** retail clients → net increase by **147.6 th** y/y
- **31.8 th** corporate clients

Increase in lending products sales:

- **PLN 50.4 bn** of loans to customers → **+PLN 3.7 bn** (+8%) y/y
- **PLN 32.2 bn** of corporate lending (incl. leasing & factoring) → **+PLN 1.8 bn** (+6%) y/y
- **PLN 18.2 bn** of retail lending → **+PLN 1.9 bn** (+11%) y/y
- **PLN 13.4 bn** of retail mortgage loans → **+PLN 1.5 bn** (+12%) y/y; **8.2%** market share in retail mortgage loans sales in 1-3Q 2013

Maintaining high quality of customer service:

- 772 own ATMs and 732 CDMs, including **394** dual-function machines installed
- 421 branches, all with self-banking areas
- 83% of cash deposits transactions via self-service zones
- Mobile banking – 300 th downloads of applications: *ING BankMobile* (smartphones) and *ING BankMobile HD* (tablets)

Development of simple and honest product offer:

- **2.3 million** of Current Accounts, **67%** are **Direct Current Account**
- **Dream Saver** – new product assisting target-oriented saving
- **Aleo** – commerce and auction platform for companies

Translation of business activities into Bank's financial results:

- **PLN 800 m** of total income in 3Q 2013 → +1% y/y
- **PLN 352 m** of result before risk costs in 3Q 2013 → +5% y/y
- **PLN 234 m** of net profit in 3Q 2013 → +15% y/y
- **L/D ratio** at the level of **70%** → -9 p.p. y/y



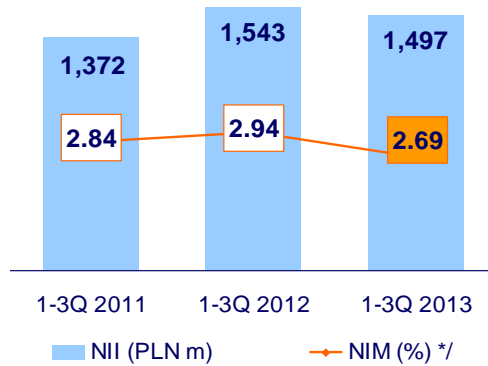
Major business results of the Bank

Bank's business volumes

<i>in PLN million</i>	30.09.12	31.12.12	30.06.13	30.09.13	Change QoQ	Change YtD	Change YoY	Diff QoQ	Diff YtD	Diff YoY
Total deposits	54,517	57,783	62,100	66,011	6%	14%	21%	3,911	8,228	11,494
Retail clients deposits	36,537	38,378	41,372	43,727	6%	14%	20%	2,355	5,349	7,190
Corporate clients deposits	17,980	19,405	20,728	22,284	8%	15%	24%	1,556	2,879	4,304
Total funds entrusted by retail clients	41,346	43,517	46,877	49,339	5%	13%	19%	2,462	5,822	7,993
Mutual funds assets (TFI) + other off-BS products distributed by the Bank	4,809	5,139	5,505	5,612	2%	9%	17%	107	473	803
Total loans	46,704	46,307	48,816	50,377	3%	9%	8%	1,561	4,070	3,673
Loans to retail clients	16,309	16,565	17,619	18,165	3%	10%	11%	546	1,600	1,856
Mortgage loans volume	11,965	12,227	12,965	13,422	4%	10%	12%	457	1,195	1,457
Loans to corporate clients incl. leasing and factoring	30,395	29,742	31,197	32,212	3%	8%	6%	1,015	2,470	1,817

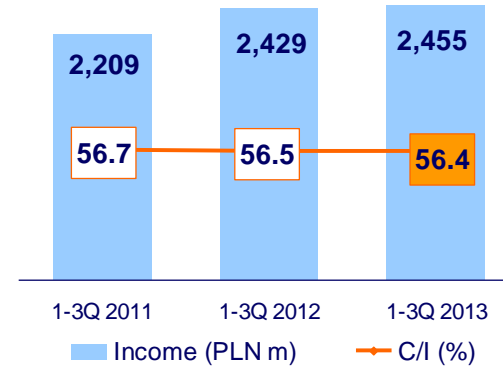
Efficiency

Net interest margin

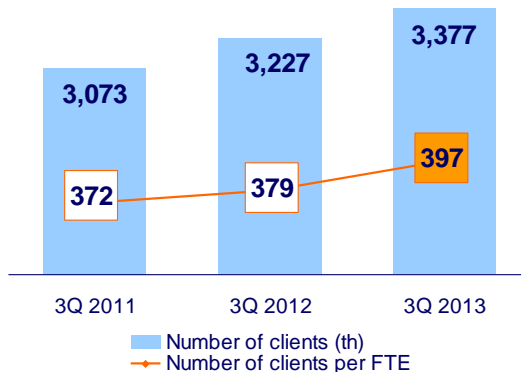


*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

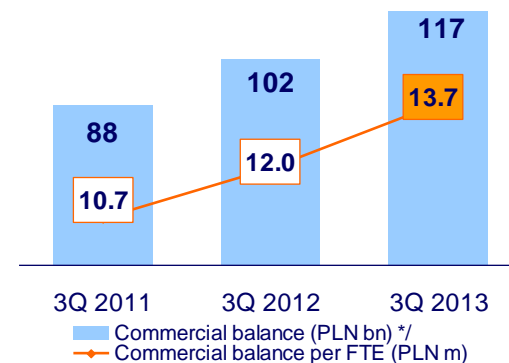
Income and cost effectiveness



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	3Q 2012	3Q 2013	change
Total income	790.5	799.8	+ 1%
Total expenses	455.2	447.5	- 2%
Result before risk costs	335.3	352.3	+ 5%
Risk costs	82.6	63.7	- 23%
Profit before tax	252.7	288.6	+ 14%
Net profit	203.2	234.4	+ 15%
CAR */	13.7%	17.4%	+ 3.7 p.p.
ROA (%)	1.19%	1.14%	- 0.05 p.p.
ROE (%)	12.7%	11.2%	- 1.5 p.p.
C/I Ratio (%)	57.6%	56.0%	- 1.6 p.p.

PLN million	1-3Q 2012	1-3Q 2013	change
Total income	2,428.8	2,455.4	+ 1%
Total expenses	1,373.1	1,384.0	+ 1%
Result before risk costs	1,055.7	1,071.4	+ 1%
Risk costs	278.1	190.8	- 31%
Profit before tax	777.6	880.6	+ 13%
Net profit	642.3	711.0	+ 11%
C/I Ratio (%)	56.5%	56.4%	-0.1 p.p.

*/ CAR for 3Q 2013 according to AIRB for corporate portfolio, for 3Q 2012 according to Financial Supervision Authority definition effective in 2012 (mixed methodology)

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

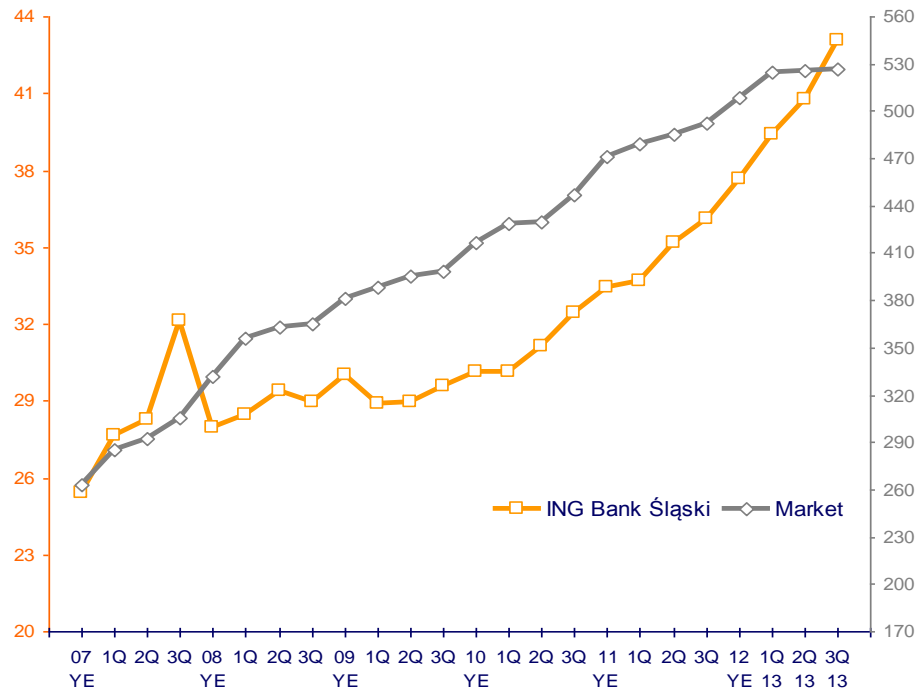


Market position of ING Bank Śląski

households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

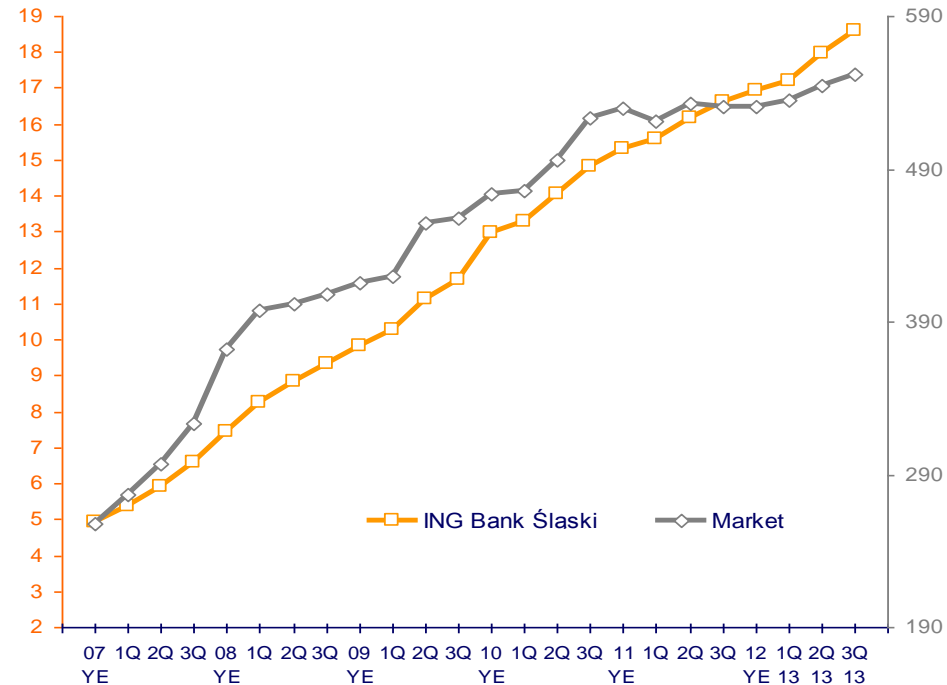


market share (%)

07YE 1Q	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	7.76	8.18
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Volumes and share in the households loans market

Households loans - volumes (in PLN billion)



market share (%)

07YE 1Q	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	3.30	3.37
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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)

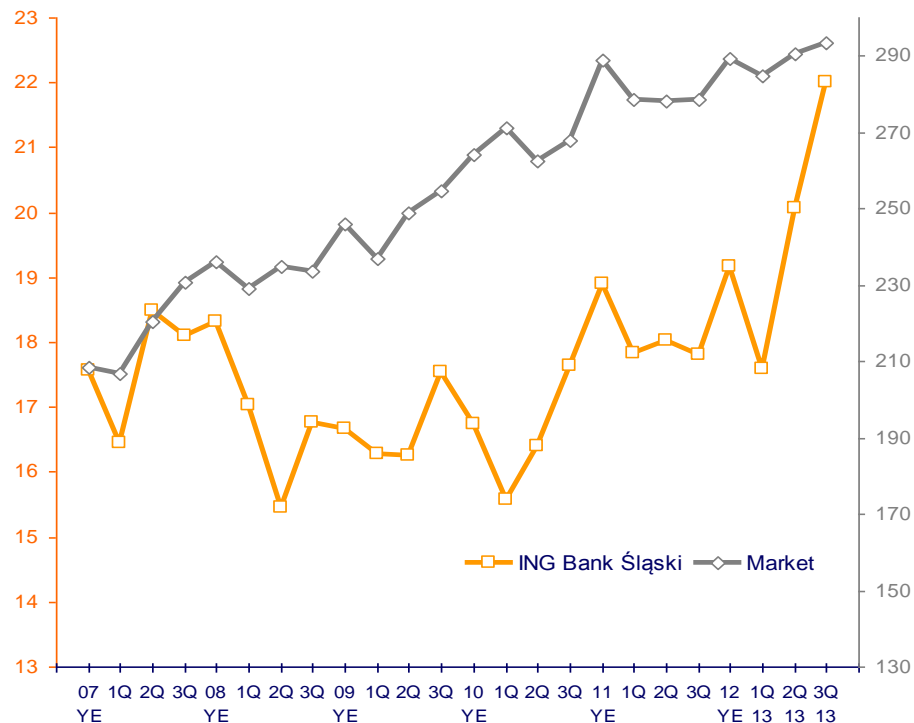


Market position of ING Bank Śląski

corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

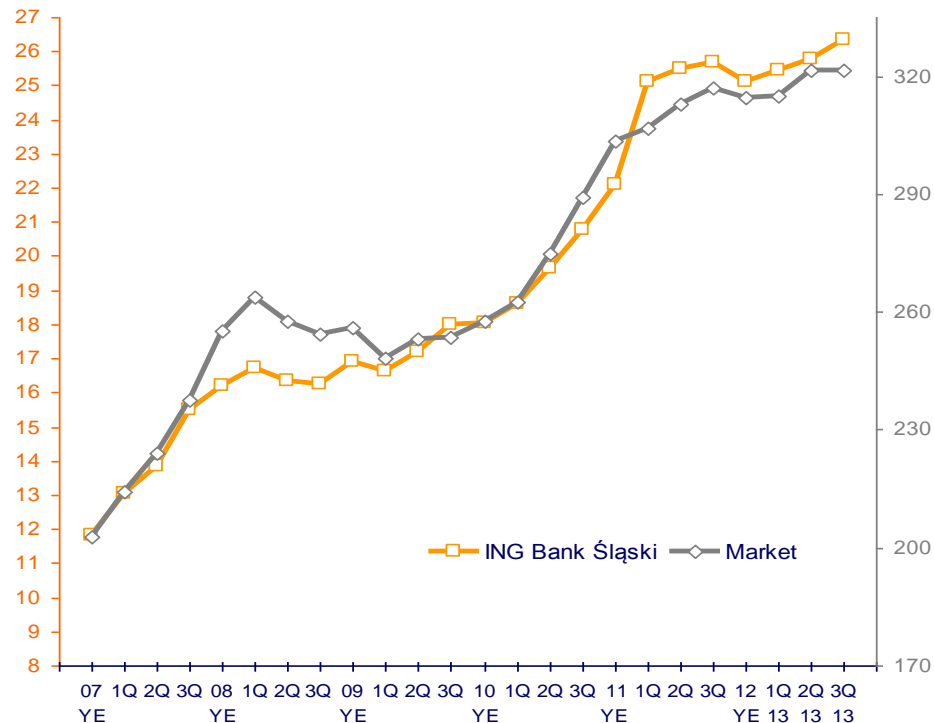


market share (%)

07YE	1Q	2Q	3Q	08YE	1Q	2Q	3Q	09YE	1Q	2Q	3Q	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE	1Q	1Q13	2Q13	3Q13
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	6.90	7.50	

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	1Q	1Q13	2Q13	3Q13
5.84	6.09	6.19	6.52	6.34	6.34	6.34	6.39	6.60	6.70	6.79	7.10	7.09	7.04	7.08	7.08	7.19	8.19	8.16	8.09	7.99	8.07	8.03	8.20	

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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 - 2 **Business development**
 - 3 3Q 2013 financial results

Retail Banking

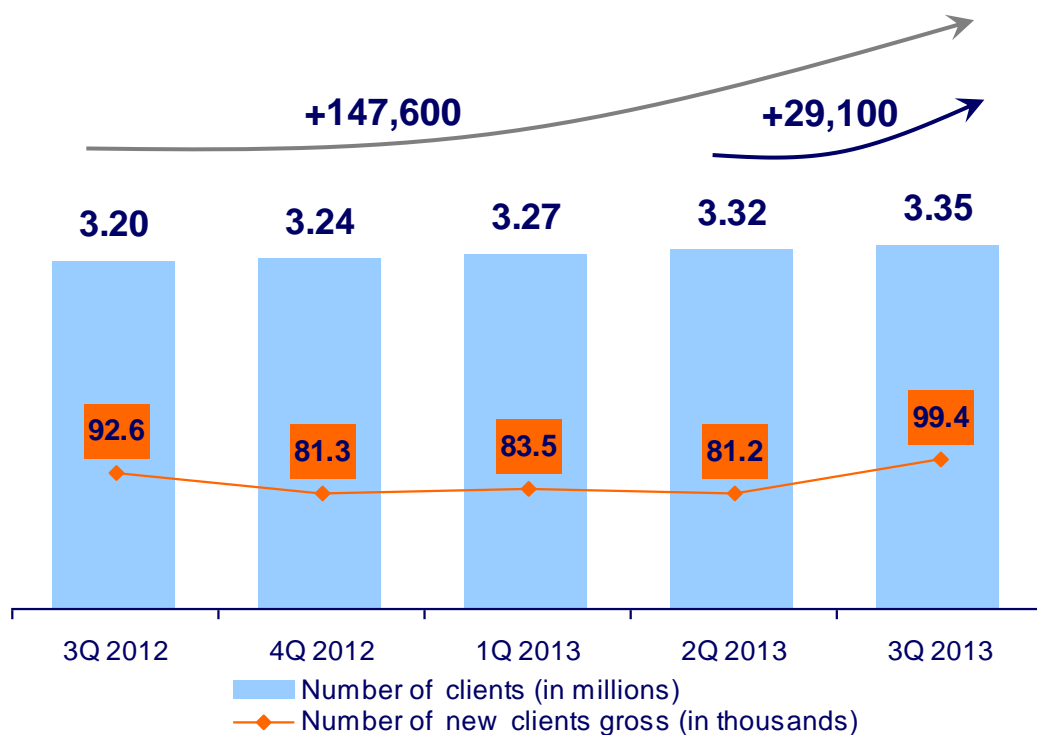
Increase in core products' sales

- **3.35 m** retail clients → 99.4 th of new clients acquired in 3Q 2013
- **PLN 18.2 bn** of retail lending → **+PLN 1.9 bn (+11%) y/y** and +PLN 550 m (+3%) q/q
- **PLN 13.4 bn** of mortgage loans portfolio → **+PLN 1.5 bn (+12%) y/y** and +PLN 460 m (+4%) q/q
- **8.2%** market share in new production of mortgage loans in 1-3Q 2013; 7.9% share in 3Q 2013 market sales
- Cash loans sales → **over PLN 1.5 bn** of cash loans sold to retail clients in 1-3Q 2013 (+35% y/y);
PLN 576 m sales in 3Q2013 (+36% y/y and +4% q/q)
- **PLN 43.7 bn** of retail clients deposits → **+PLN 7.2 bn (+20%) y/y** and +PLN 2.4 bn (+6%) q/q
- 2.3 m of retail current accounts; **67% of Direct Current Accounts**
- Savings offers :
 - „ **Welcome rate**” (promotional interests for 4 months on OKO saving account)
 - „ **OKO Bonus**” (promotional interests for new funds on OKO Bonus saving account until 6 February 2014)
- *Dream Saver* – new product assisting target-oriented saving
- 83% of self-service cash depositing transactions
- *ING BankMobile* and *ING BankMobile HD* – 300 th downloads of mobile banking applications

Client base

3.35 million of retail clients

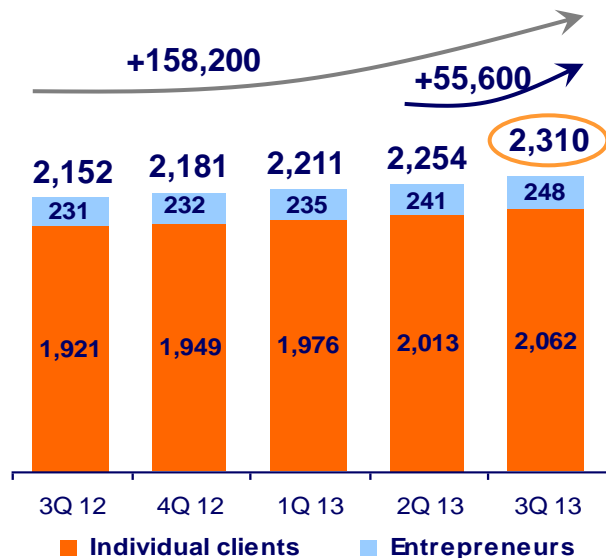
Number of retail clients



Current accounts

2.3 million of Current Accounts, 67% of Direct Accounts

Number of retail clients current accounts (in thousands)



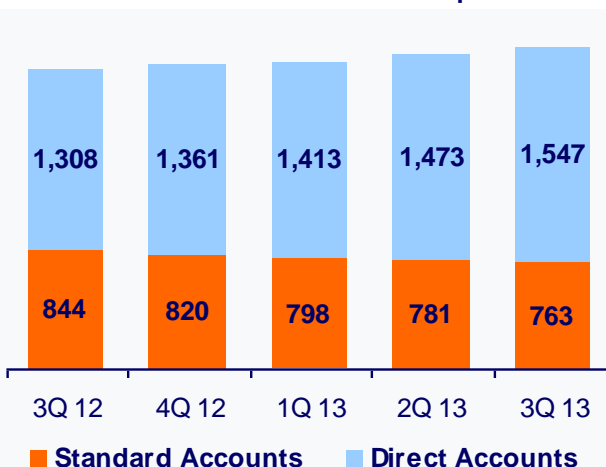
QoQ	YtD	YoY
+6,500	+16,100	+17,200
+49,100	+112,700	+141,000



Direct Account

➔ PLN 0 for:

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



67%	+73,700	+185,900	+238,800
33%	-18,100	-57,100	-80,600

➔ „Pay with your card and win”:

- Encouraging clients to make frequent and regular card payments
- Each card payment to the amount of at least PLN 10 stands for 1 ticket (credit card – 2 tickets)
- Cash awards of from PLN 1,000 to PLN 50,000 can be won

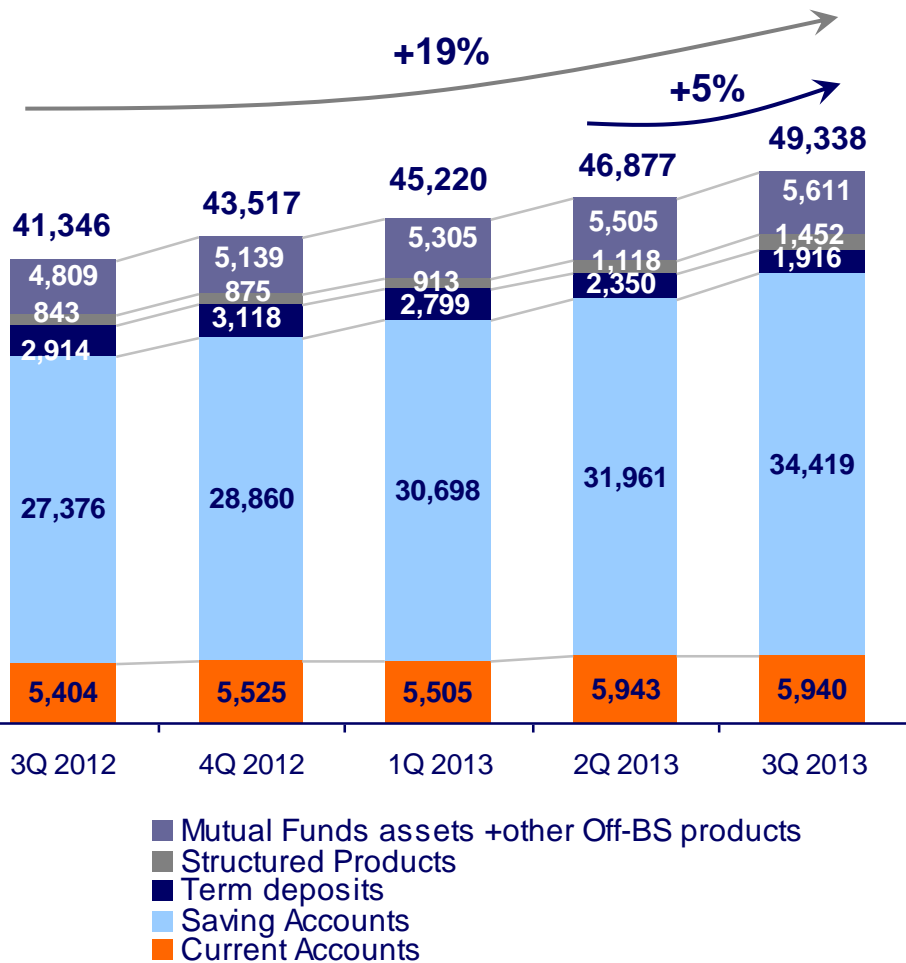
Note: PLN denominated current accounts



Funds entrusted

permanent growth of stable funding base

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



Dream Saver

- A new product assisting **target-oriented saving**
- Client sets the target and period of saving and the programme automatically suggest an **individual savings plan**

	QoQ	YtD	YoY
➤	+2%	+9%	+17%
➤	+30%	+66%	+72%
➤	-18%	-39%	-34%
➤	+8%	+19%	+26%
➤	0%	+8%	+10%

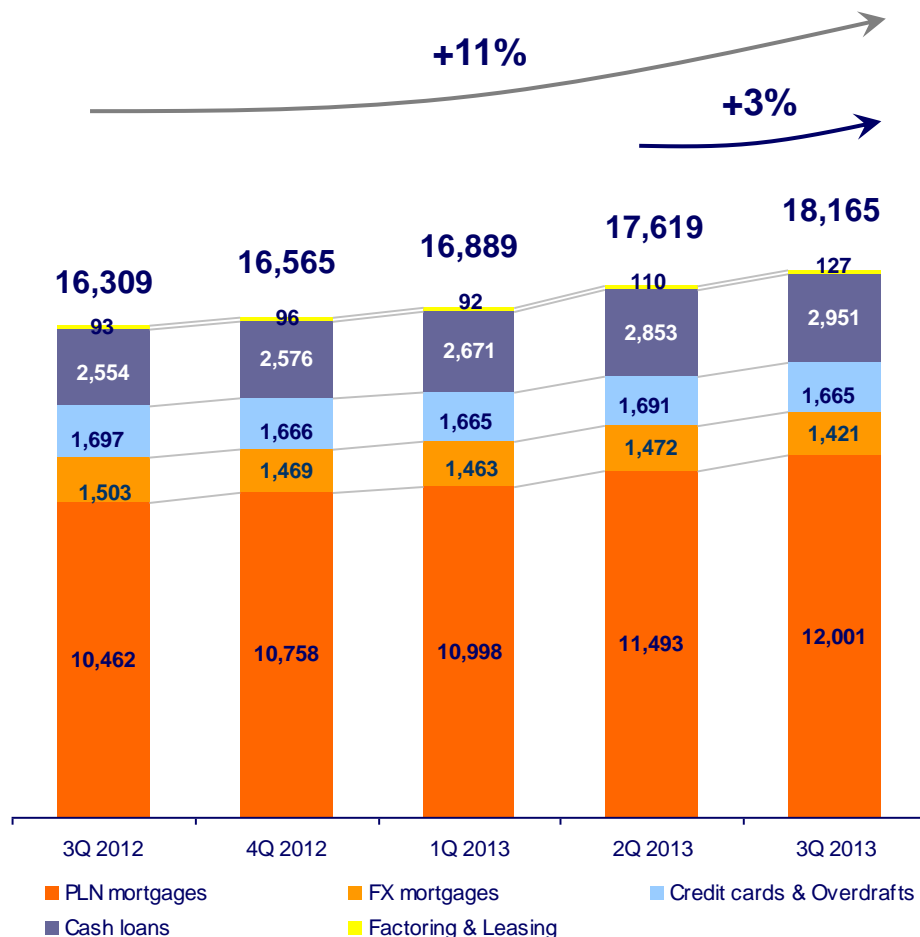
+6% QoQ
+14% YtD
+20% YoY



Loan portfolio of retail segment clients

constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m)



PLN 1.56 bn
of cash loans sold to retail clients
in 1-3Q 2013
(+35% y/y)

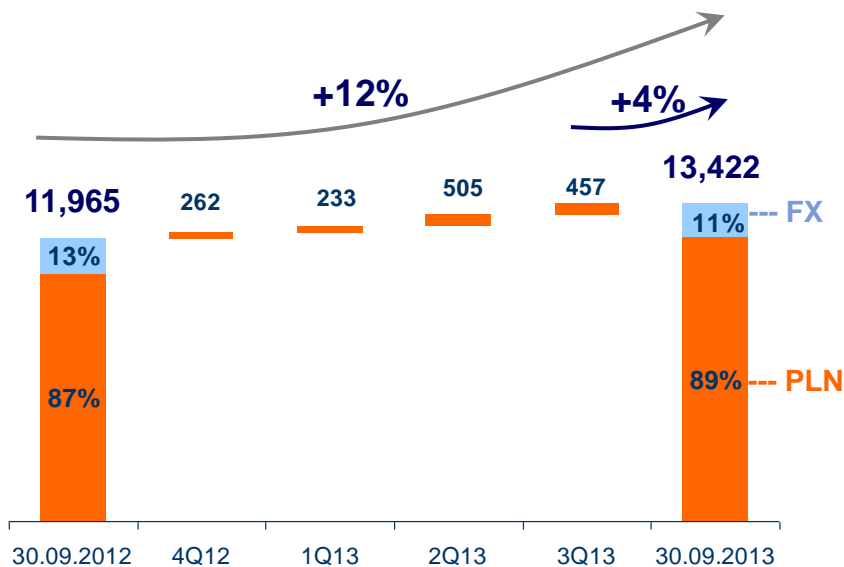
Sales of **PLN 576 m** in 3Q 2013
(+36% y/y, +4% q/q)

	QoQ	YtD	YoY
→	+15%	+33%	+37%
→	+3%	+15%	+16%
→	-2%	0%	-2%
→	-3%	-3%	-5%
→	+4%	+12%	+15%

Mortgage loans

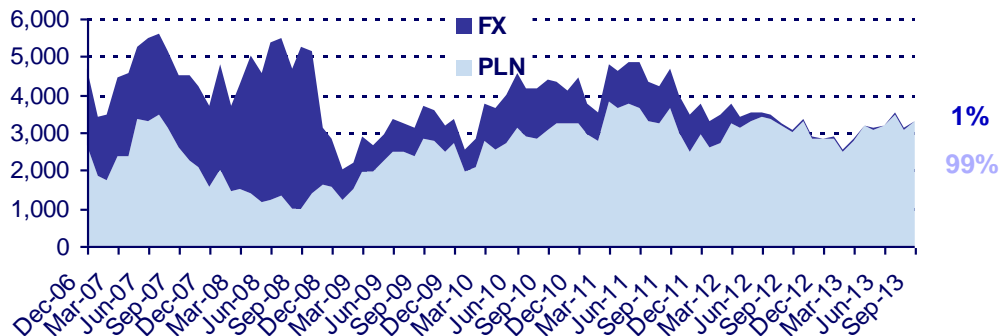
PLN 13.4 billion of mortgage loans

Retail mortgage loans (PLN m)



- **8.2%** market share in mortgage loans' sales in 1-3Q 2013, 4th position on the market. The amount of 3Q 2013 mortgage production is PLN 789 m (7.9% in quarterly market sales).
- **6.0%** share in PLN market housing loans volume as of 3Q 2013 EOP; **3.3%** in total housing loans market.

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



Distribution and service network

enhanced access to banking services

Mobile Banking

Points of sale

at selected commercial centres in Poland

**Availability and comfort of use
of banking services**



Applications for smartphones and tablets

ING BankMobile

ING BankMobileHD (since 26 August 2013)

- **58 th** downloads – iPhone
- **242 th** downloads – Android

300 th
downloads



- **421** branches, all with self-banking areas
- **772** own ATMs and **732** CDMs including **394** dual-function machines
- **32** contactless ATMs
- **83%** of cash-in transactions are executed automatically
- **122** branches in a new format



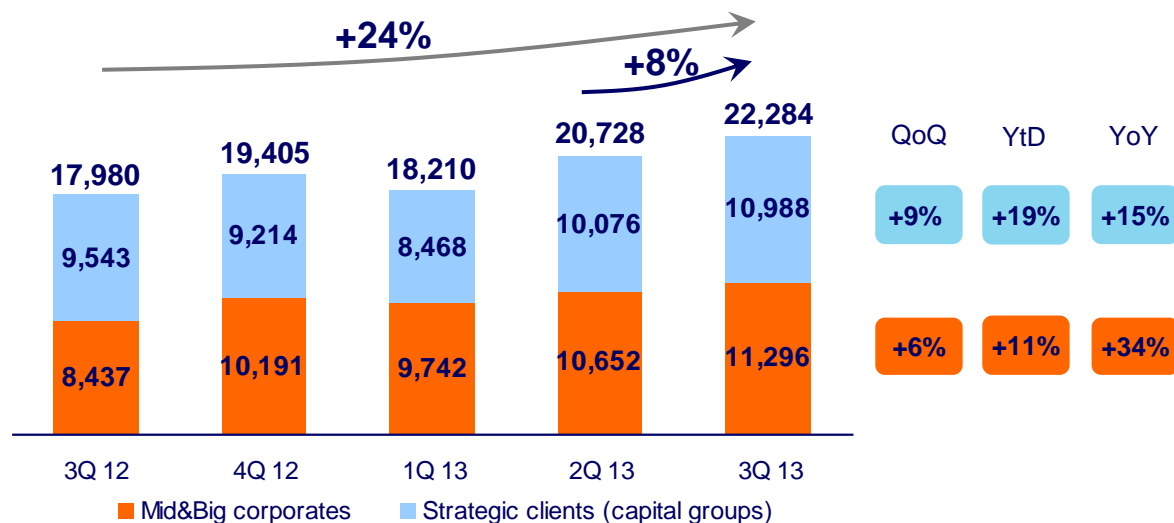
Corporate Banking

Growth in volumes

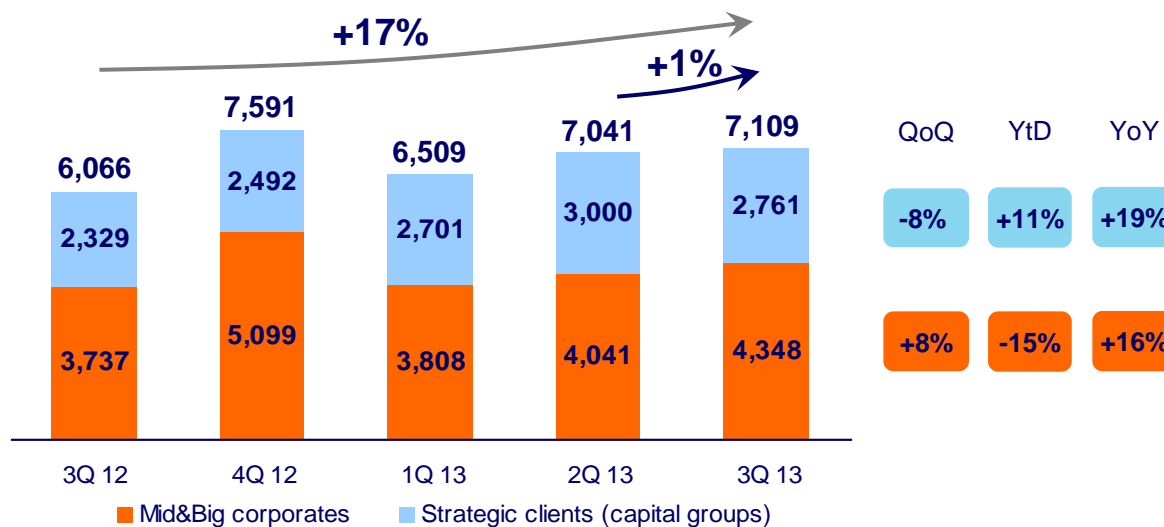
- **31.8 th** of corporate clients
- **PLN 32.2 bn** of corporate lending → +PLN 1.8 bn (+6%) y/y and +PLN 1.0 bn (+3%) q/q
- PLN 4.8 bn – leasing financing, PLN 1.8 bn – factoring volume
- **PLN 22.3 bn** of corporate deposits → +PLN 4.3 bn (+24%) y/y and +PLN 1.5 bn (+8%) q/q
- The largest deals of 1-3Q 2013:
 - bond issuance program for Bank Gospodarki Żywnościowej S.A. (PLN 3.5 bn)
 - bond issuance for PGE S.A. (PLN 1 bn)
 - long term facility for Energa S.A. (PLN 800 m) – mandated lead arranger
 - debt refinancing agreement for Polkomtel Sp. z o.o. (PLN 7.95 bn) – mandated lead arranger
 - bond issuance program for Tauron S.A. (PLN 5 bn)
- The largest municipal bonds issue program organised by the Bank: Wielkopolskie province (PLN 228 m)
- Modern service channels: introduction of *ING BusinessMobile* in January 2013
(over 15.5 th downloads in 10 months)
- *Aleo* – commerce and auction platform for companies
- Portfolio Guarantee Line De Minimis

Cash Management

Volume of corporate deposits (in PLN m)



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



Lending

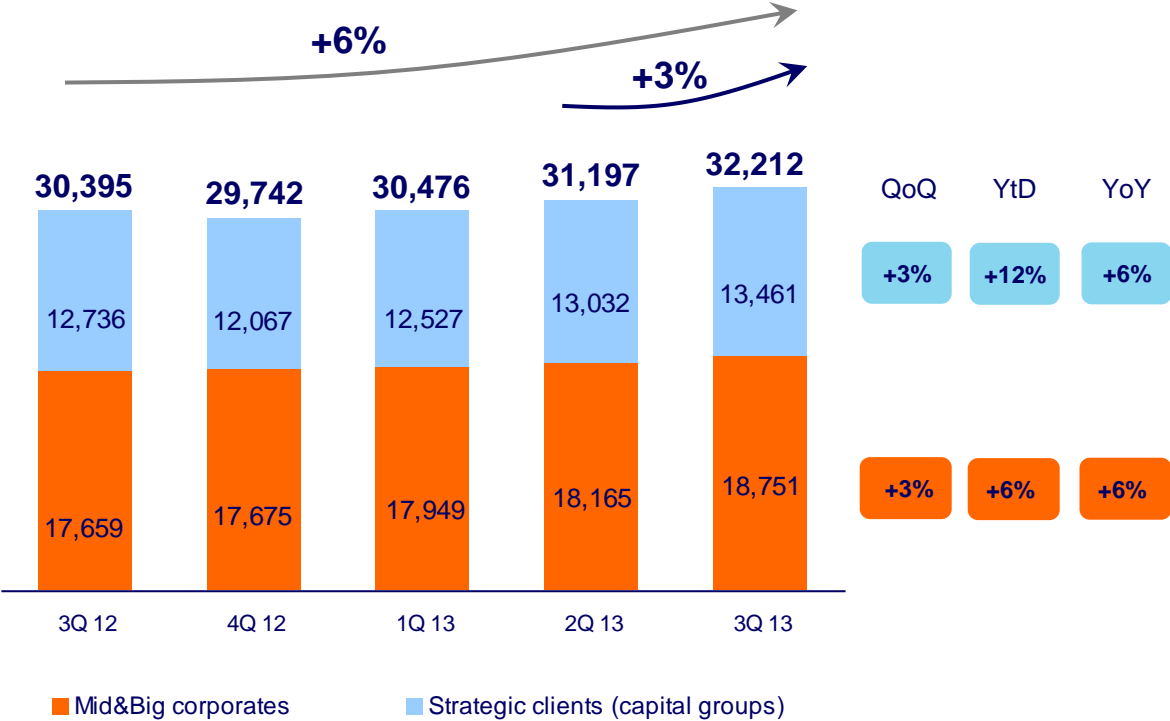


May 2011▶ September 2013

0% **76%**

of non-paper credit applications

Volume of loans to corporate clients (in PLN million)



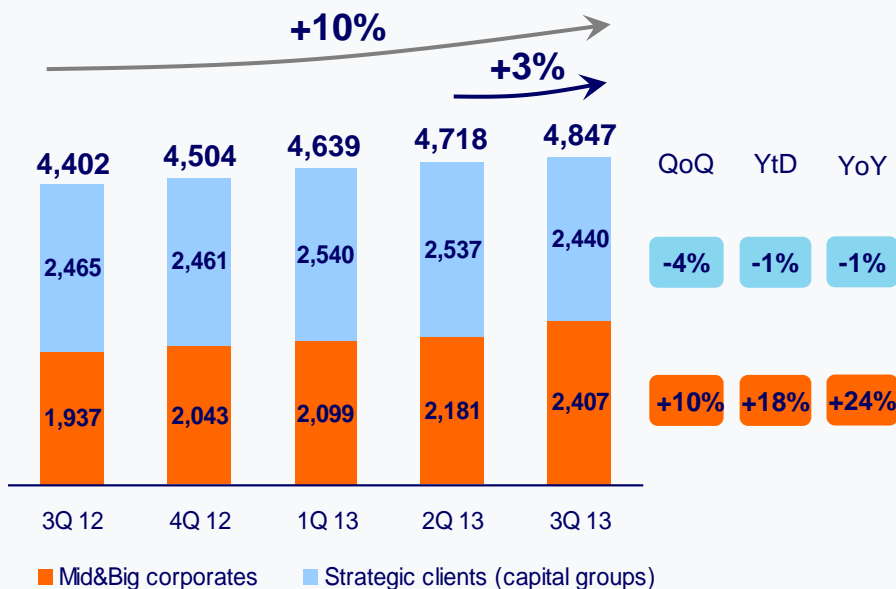
Asset Based Lending

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



- **#2** on the market in terms of the whole portfolio value
- **5.4%** market share in terms of the new sales
- Increase in market share in terms of the leasing of machinery (**6.3%** - **#8** position in 3Q 2013 vs. 4.3% - **#12** position in 3Q 2012)
- Distinction for ING Auto Leasing (product introduced in March 2013) in „The best products for SMEs in 2013” ranking prepared by *Gazeta Finansowa*

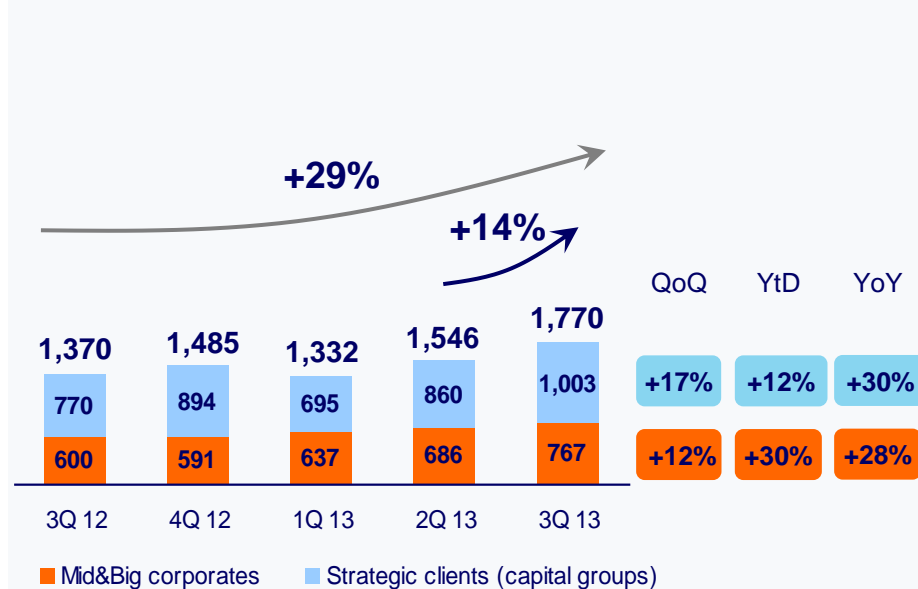
Leasing – financing of the customers (in PLN m)



ING Commercial Finance Polska S.A. (factoring)

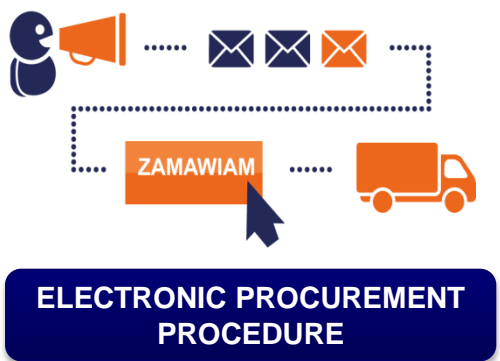
- **#3** on the market (market share of **13.0%**)
- In September 2013, ING Commercial Finance was found among top five world factors with the most efficient (in response terms) foreign factor-inquiry handling process in the ranking of the *Factors Chain International* organisation.

Factoring – financing of the customers (in PLN m)



Aleo - commerce and auction platform for companies

- **Aleo.pl** is the place where you may sell and buy various products and services.
- This platform **supports companies in doing business** by providing them with fully-fledged technological solutions whereby they may accelerate obtaining tangible results; for example, they may:
 - run the procurement process end-to-end,
 - reduce procurement costs and save time,
 - expand their base of potential off-takers and suppliers with reliable entities, and
 - consolidate their own brand.
- Launch of beta version: **19 August 2013**
Official platform premiere: **16 October 2013**



PLN 0
for using
all
service
functionalities

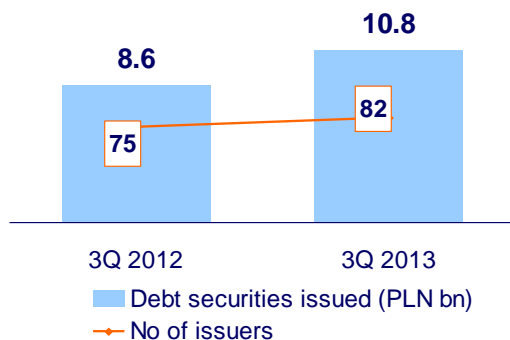
Over
3,000
registered
companies



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 1-3Q 2013 with the market share of **30.6%**

ING Securities – major transactions in 2013

Bank Zachodni
WBK S.A.

Secondary sell down

PLN 4.9 bn

Co-Lead Manager

March 2013

Grupa Azoty

Accelerated Bookbuild

PLN 626 m

Joint Global Coordinator

April 2013



AviaAM Leasing

IPO

PLN 112 m

Sole Lead Manager

June 2013

The largest deals of 1-3Q 2013



PKP Energetyka S.A.

Bond Issuance Programs

PLN 20 m
PLN 50 m

Arranger, Guarantor,
Issue and Paying Agent, Depository

February 2013, May 2013

Bank Gospodarki
Żywnościowej S.A.

Bond Issuance Program

PLN 3.5 bn

Co-Arranger, Agent,
Dealer, Depository

March 2013



PGE S.A.

Bond Issuance

PLN 1 bn
Under the program
up to PLN 5 bn

Co-Arranger

June 2013

Energia S.A.

Long Term Facility

PLN 800 m

Organised by EBRD

June 2013



Polkomtel Sp. z o.o.

Debt Refinancing

PLN 7.95 bn

Mandated Lead Arranger

June 2013



Tauron S.A.

Bond Issuance Program

PLN 5 bn

Paying Agent, Depository, Dealer,
Calculation and Technical Agent

July 2013

The largest municipal bonds issue
program organised by the Bank



Wielkopolskie province

PLN 228 m

September 2013



-
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ING Bank Śląski financial performance

3Q 2013

PLN million	3Q 2012	3Q 2013	change
Net interest income	515.5	526.1	+ 2%
Net commission income	251.2	233.7	- 7%
Trading & other income	23.8	40.0	+ 68%
Total income	790.5	799.8	+ 1%
Total expenses	455.2	447.5	- 2%
Result before risk costs	335.3	352.3	+ 5%
Risk costs	82.6	63.7	- 23%
Profit before tax	252.7	288.6	+ 14%
Income tax	49.5	54.2	+ 9%
Net profit	203.2	234.4	+ 15%
CAR */	13.7%	17.4%	+ 3.7 p.p.
ROA (%)	1.19%	1.14%	- 0.05 p.p.
ROE (%)	12.7%	11.2%	- 1.5 p.p.
C/I Ratio (%)	57.6%	56.0%	- 1.6 p.p.

*/ CAR for 3Q 2013 according to AIRB for corporate portfolio, for 3Q 2012 according to Financial Supervision Authority definition effective in 2012 (mixed methodology)

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

ING Bank Śląski financial performance

1-3Q 2013

PLN million	1-3Q 2012	1-3Q 2013	change
Net interest income	1,543.1	1,497.2	- 3%
Net commission income	748.6	723.1	- 3%
Trading & other income	137.1	235.1	+ 71%
Total income	2,428.8	2,455.4	+ 1%
Total expenses	1,373.1	1,384.0	+ 1%
Result before risk costs	1,055.7	1,071.4	+ 1%
Risk costs	278.1	190.8	- 31%
Profit before tax	777.6	880.6	+ 13%
Income tax	135.3	169.6	+ 25%
Net profit	642.3	711.0	+ 11%
CAR */	13.7%	17.4%	+ 3.7 p.p.
ROA (%)	1.19%	1.14%	- 0.05 p.p.
ROE (%)	12.7%	11.2%	- 1.5 p.p.
C/I Ratio (%)	56.5%	56.4%	- 0.1 p.p.

Note: In comparison to the data presented on the basis of the semi-annual report for 1H 2013, the data were adjusted – PLN 10.3 m was transferred from "Net fees and commission income" (transaction margin on currency exchange transactions) to "Net income on instruments measured at fair value through P&L and FX result" (FX result). The reason for the adjustment is the identification of operational error related to 2Q 2013 data.

**/ CAR for 3Q 2013 according to AIRB for corporate portfolio, for 3Q 2012 according to Financial Supervision Authority definition effective in 2012 (mixed methodology)*

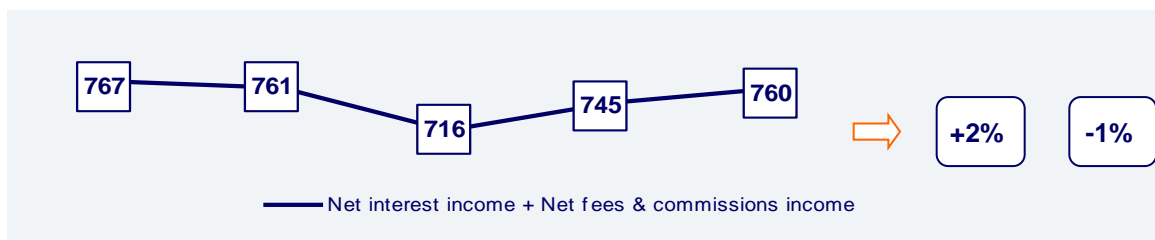
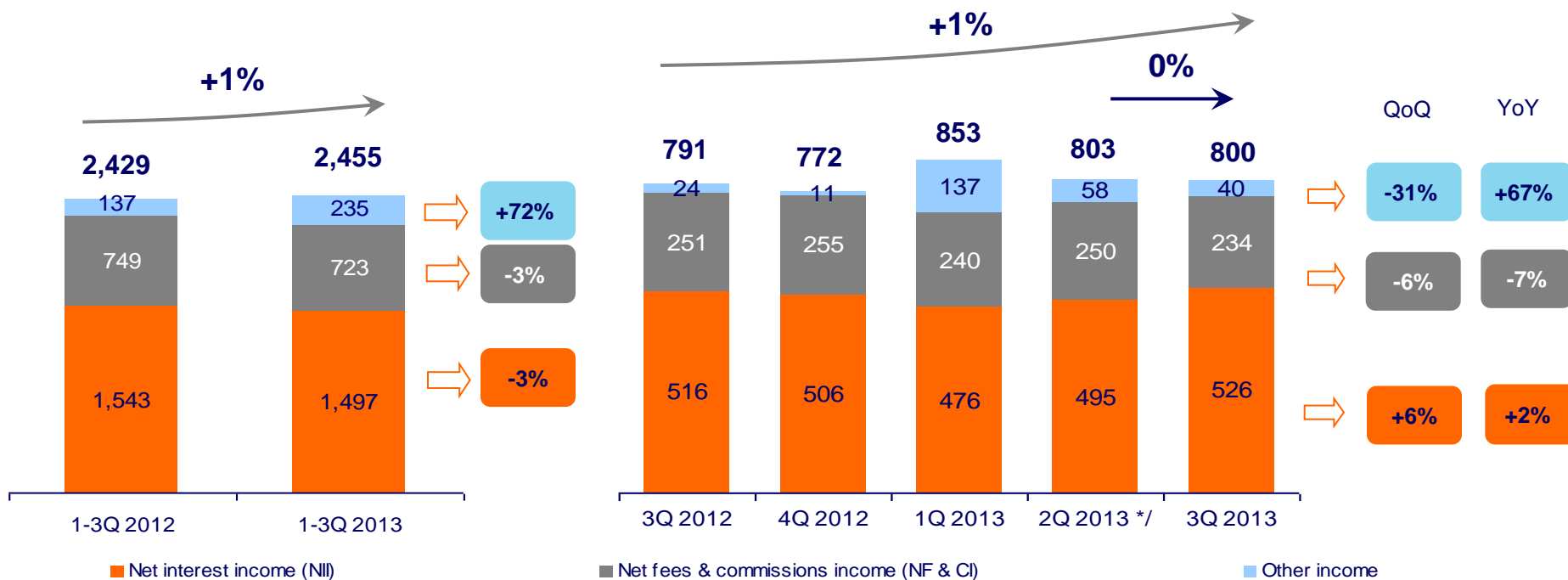
ROA = sum of net profit of 4 consecutive quarters / average assets of 5 consecutive quarters

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)



*/2Q 2013 data adjustment – PLN 10.3 m transferred from net fees & commissions income to other income



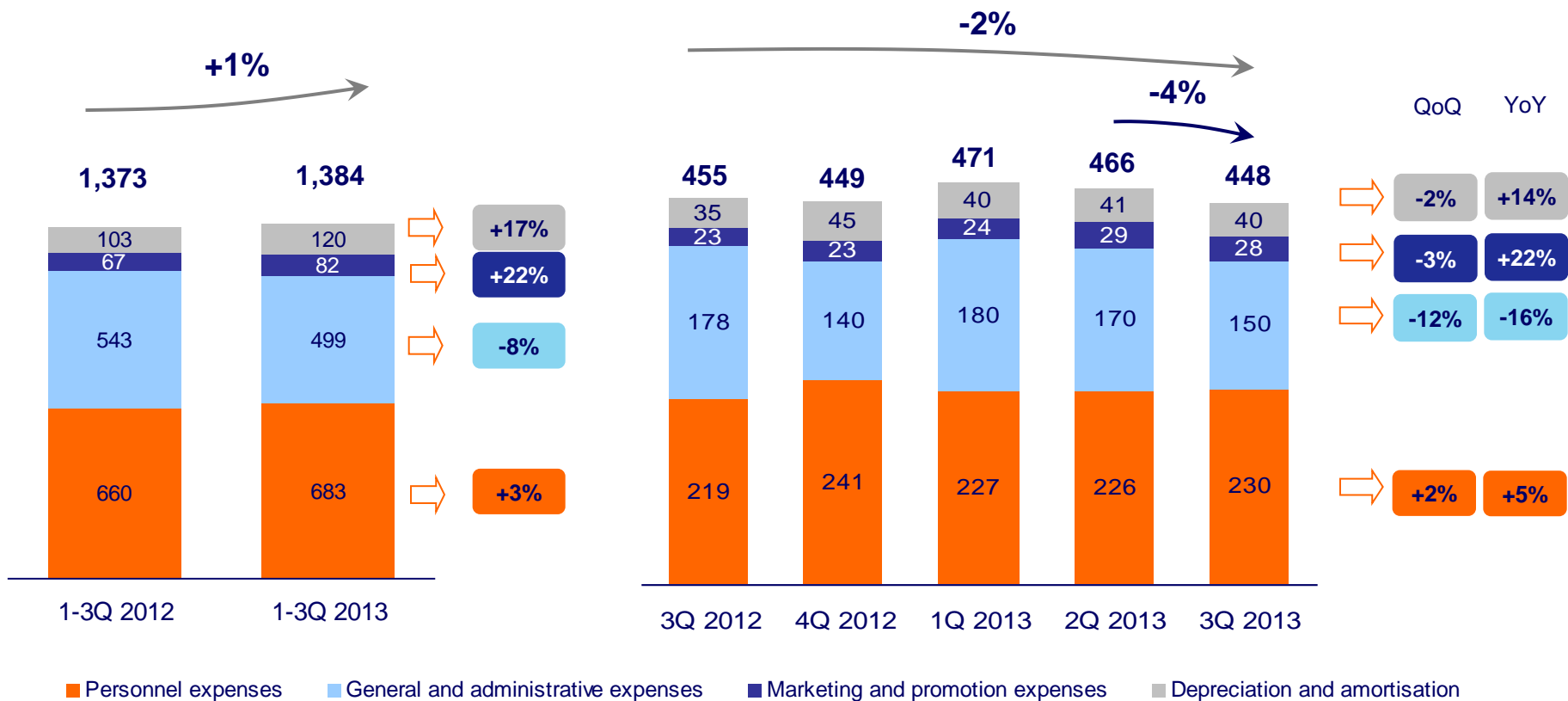
Revenue per business line

Revenues by business lines (PLN m)



Total expenses

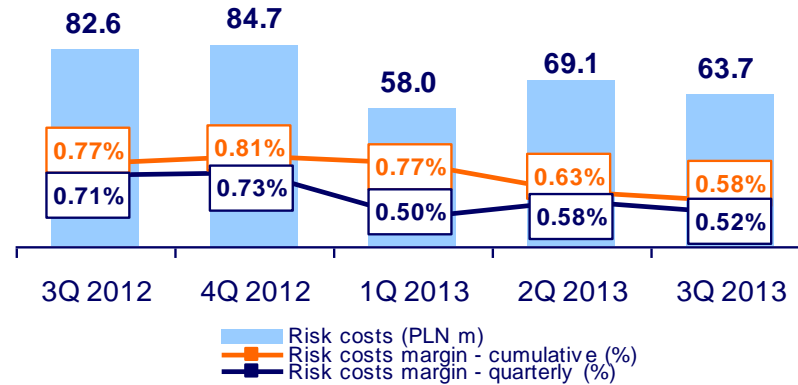
Total costs (PLN m)



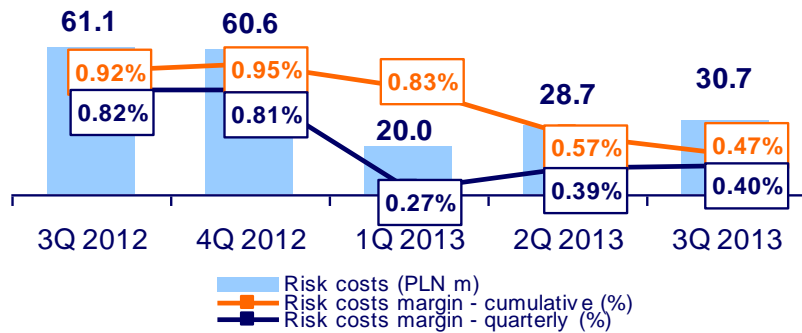
Note: Costs including result on other operating income and expenses

Risk costs

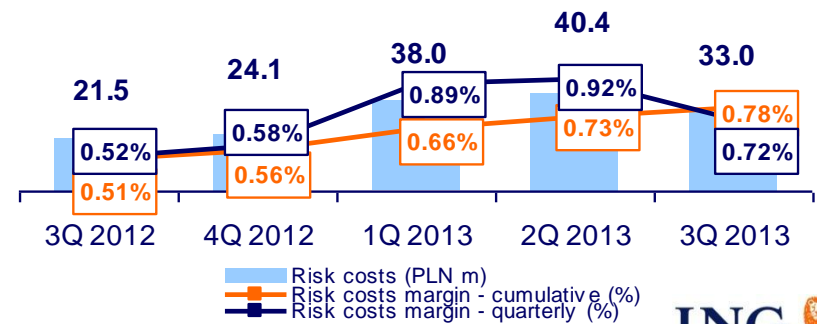
Bank



Corporate



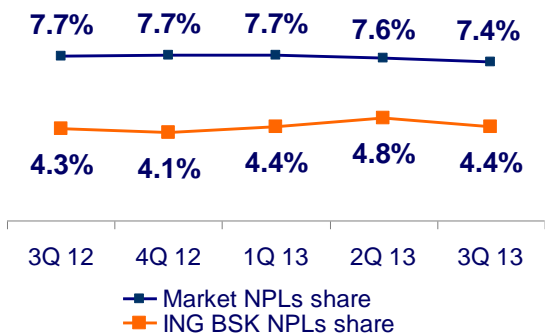
Retail



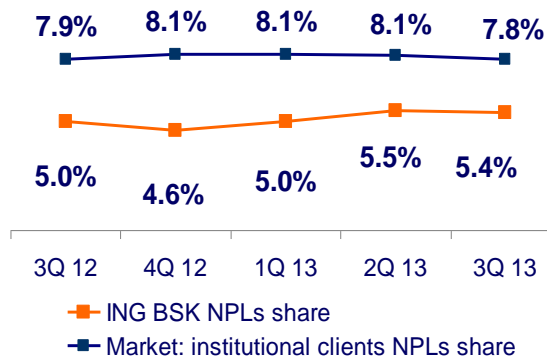
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

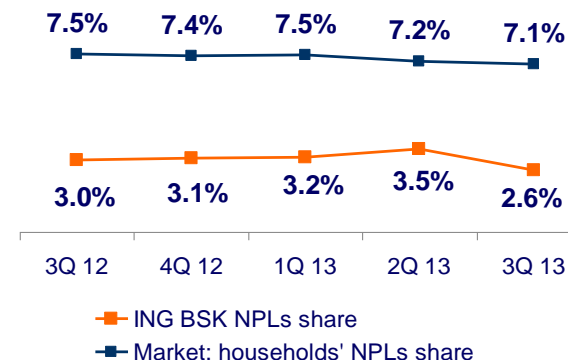
Bank



Corporate



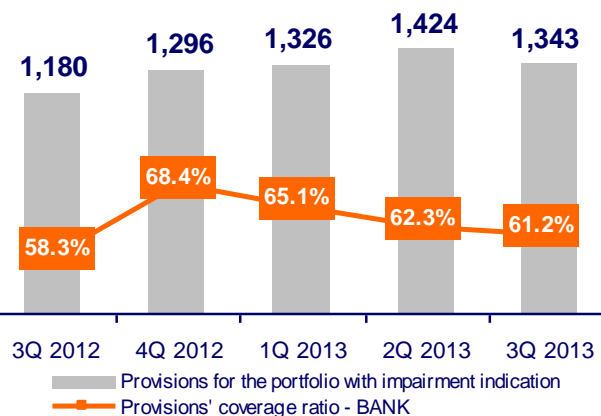
Retail



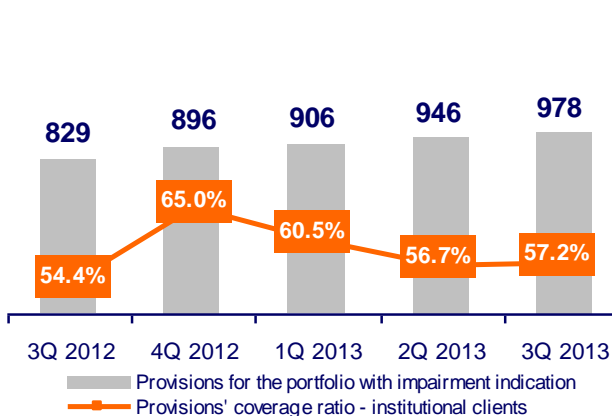
Note: market ratio estimated based on NBP data

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

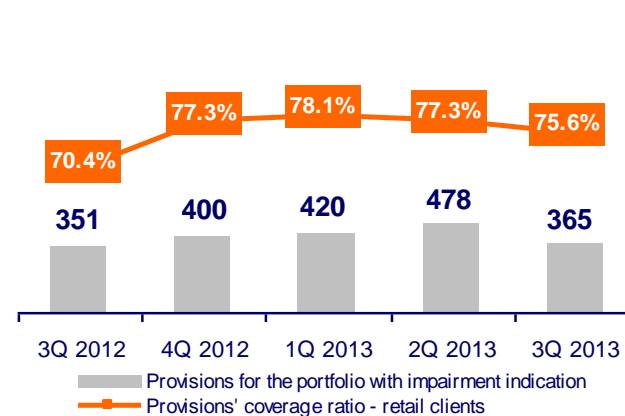
Bank



Corporate

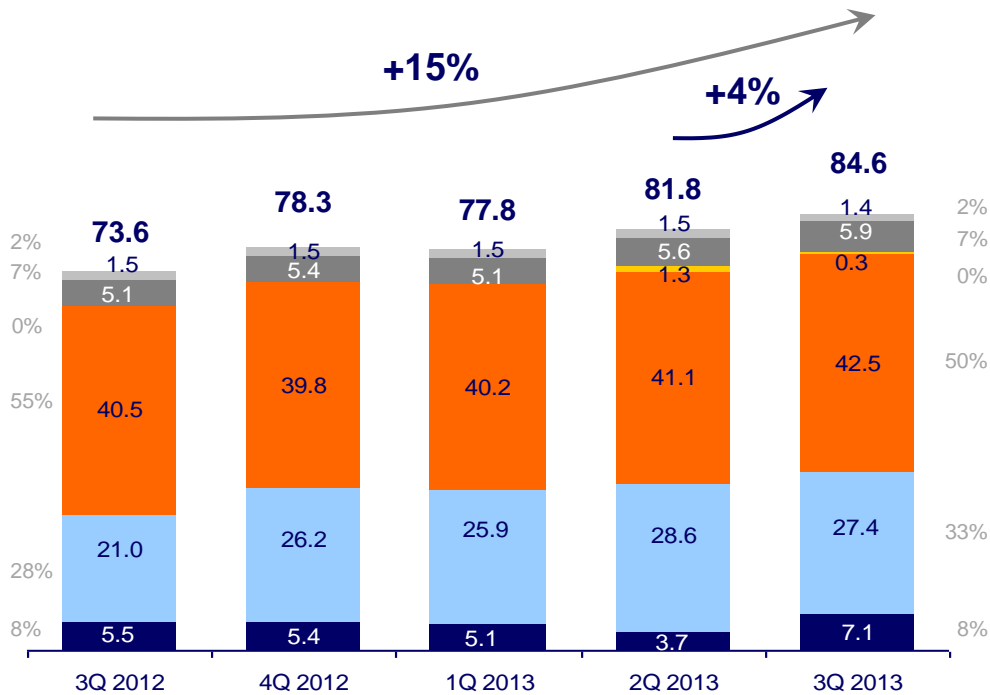


Retail



Bank assets

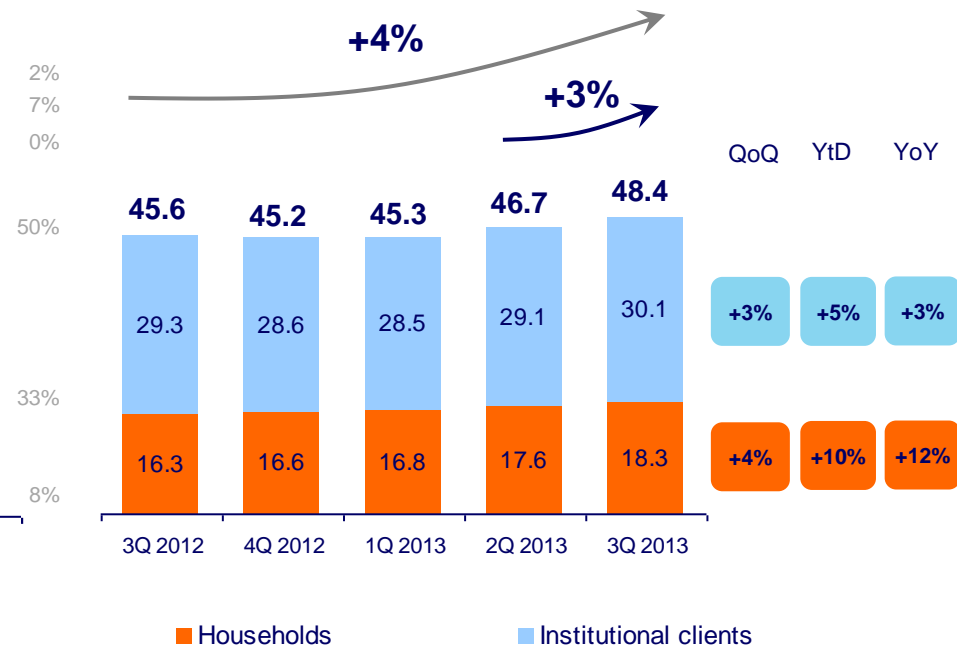
Assets structure (PLN bn / %)



- Other
- Leasing and factoring receivables
- Receivables from customers - BSB transactions
- Loans, corpo bonds and other receivables from customers
- Securities & derivatives
- Loans and receivables from other banks + cash within the Central Bank

Loans and receivables to customers

- non-bank sector (PLN bn)



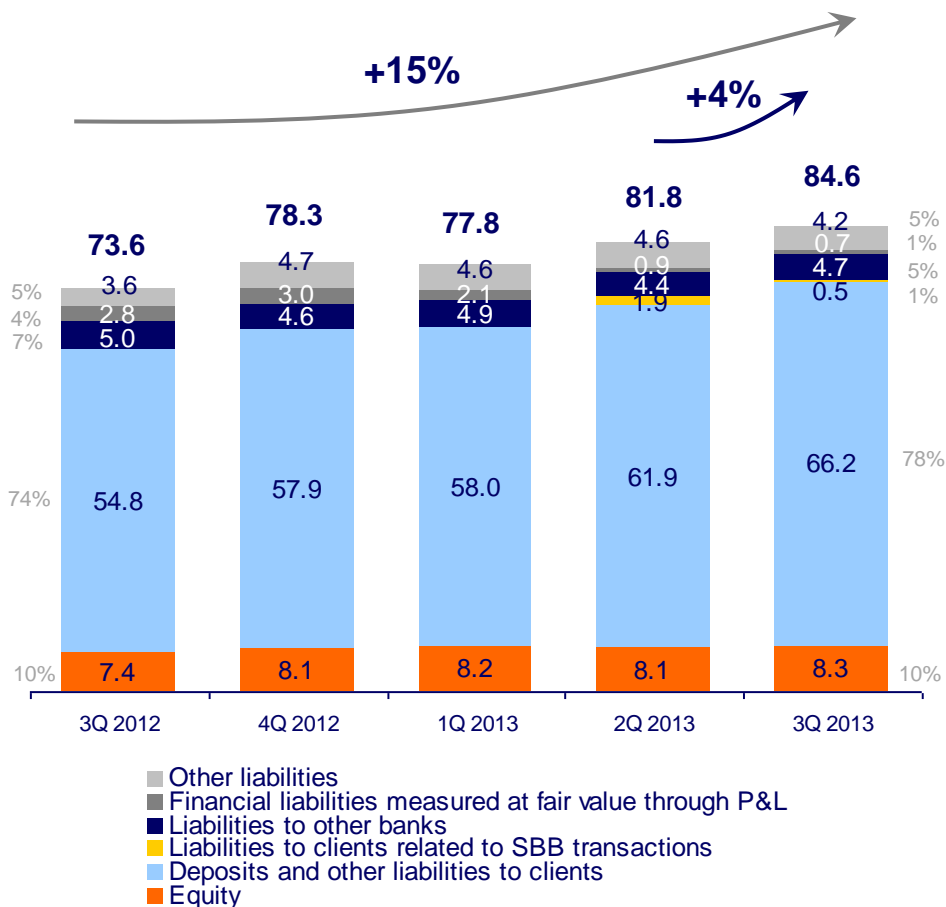
Note: Loans, corpo bonds and other receivables from customers do not include clients related buy-sell-back transactions as well as debt securities included in the consolidated statement of financial position (an equivalent of a former balance sheet statement) in the loans category (*Eurobonds*). Eurobonds are included in the securities & derivatives portfolio.



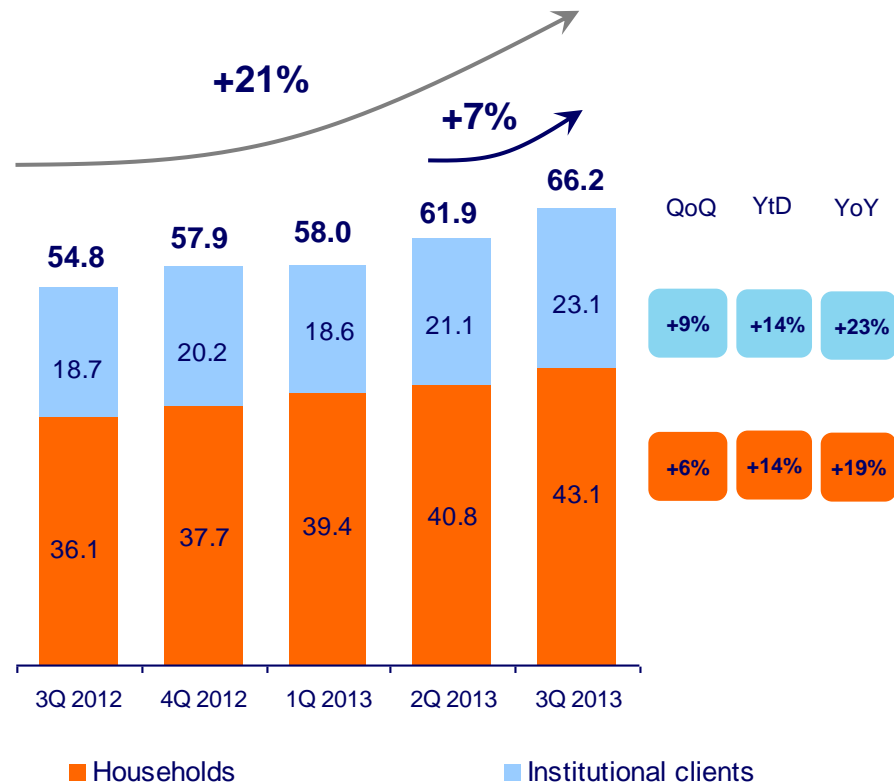
Bank liabilities

stable deposit base

Structure of liabilities (PLN bn / %)



Deposits and other liabilities to clients (PLN bn)

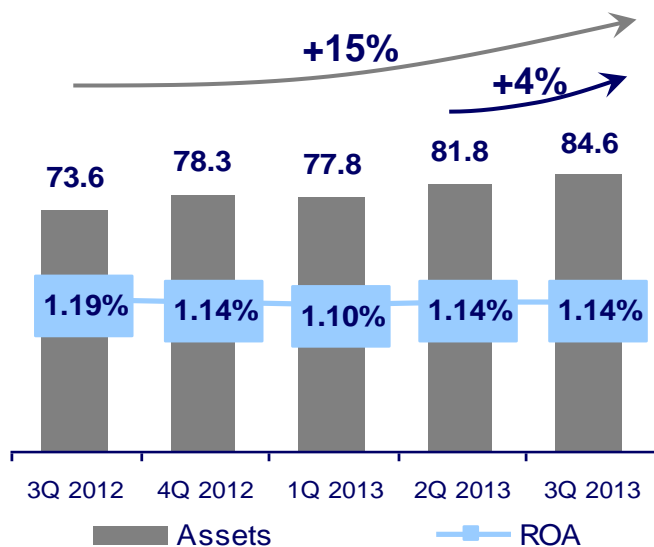


Note: deposits and other liabilities to clients do not include sell-buy-back transactions

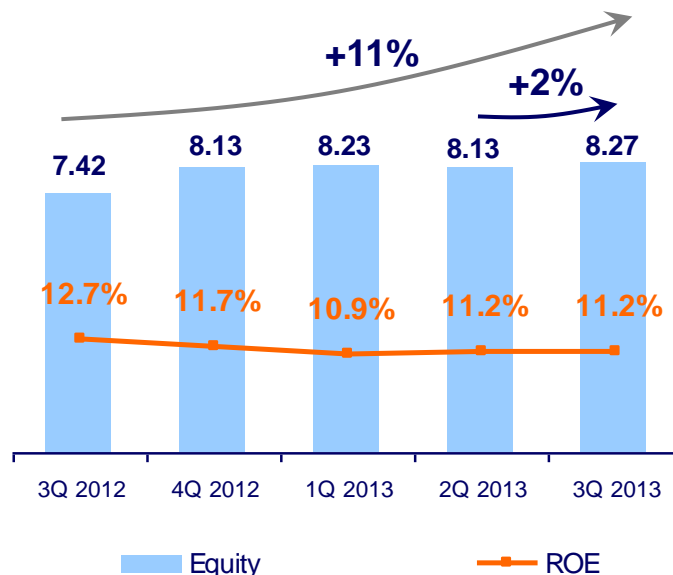


Assets, equity and profitability ratios

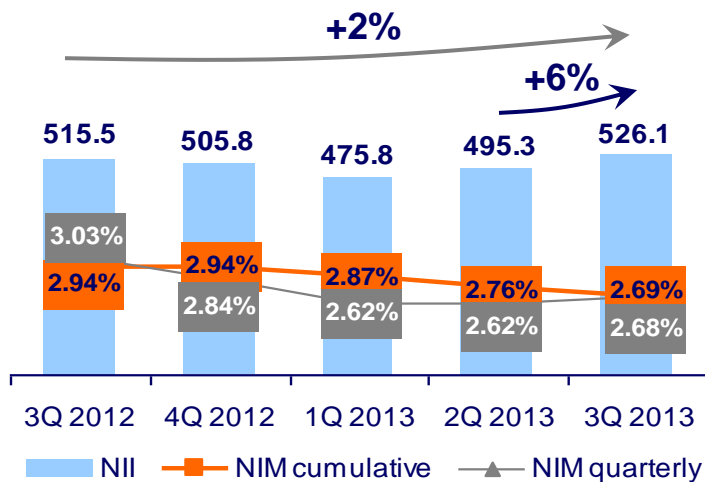
Assets (PLN bn) / ROA



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

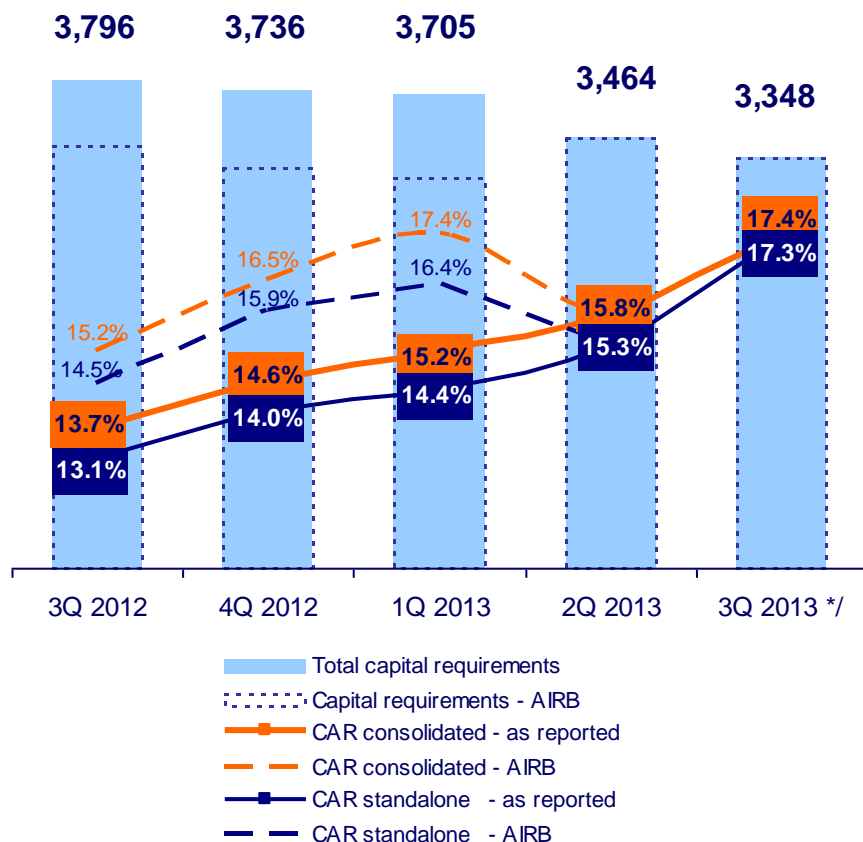
NIM annualized = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

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

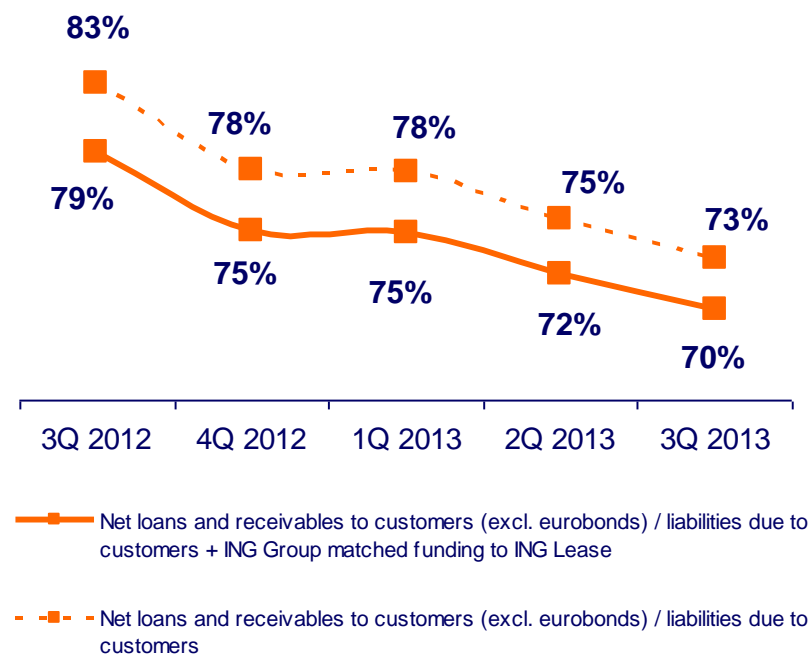


Capital Adequacy

Capital adequacy ratio and the total capital requirements



Loans-to-deposits ratio



*/ According to the DNB and KNF consent ING BS is eligible to report CAR according to the AIRB methodology for corporate portfolio starting from 30 June 2013 under the condition that the capital requirements calculated based on AIRB are equal or higher than 80% of capital requirements calculated based on SA. If the condition is not met ING BS would have to report according to the SA.



Appendix

Quarterly P&L

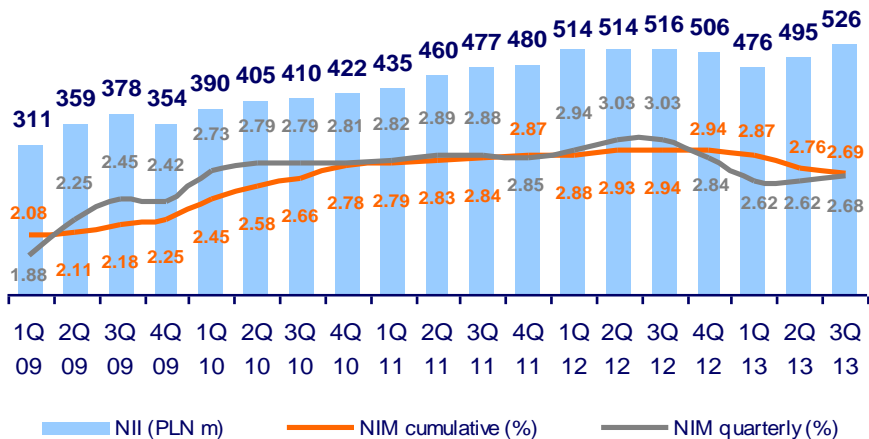
Interim condensed consolidated financial statements	1Q 2012	2Q 2012	3Q 2012	4Q 2012	1Q 2013	2Q 2013	3Q 2013	QoQ		YoY	
								Δ	%	Δ	%
I. Net interest income, of which:	513.5	514.1	515.5	505.8	475.8	495.3	526.1	30.8	6%	10.6	2%
Interest income, of which:	945.2	945.2	963.2	977.9	925.1	902.8	895.4	-7.4	-1%	-67.8	-7%
- from loans and receivables to banks	26.9	31.0	37.4	40.5	27.8	25.3	23.8	-1.5	-6%	-13.6	-36%
- from loans and receivables to customers	641.7	664.4	672.0	669.9	623.1	610.7	608.8	-1.9	0%	-63.2	-9%
- from leasing	42.1	42.8	44.0	39.2	40.2	37.8	37.2	-0.6	-2%	-6.8	-15%
- from factoring	23.9	25.8	26.2	27.1	22.0	20.3	20.8	0.5	2%	-5.4	-21%
- from debt securities	199.3	179.0	164.9	183.6	196.4	197.6	190.7	-6.9	-3%	25.8	16%
- from BSB transactions (non trading)						8.7	1.3	-7.4	n/a	1.3	n/a
- interest result on derivatives	11.3	2.2	18.7	17.6	15.6	2.4	12.8	10.4	433%	-5.9	-32%
Interest expenses, of which:	431.7	431.1	447.7	472.1	449.3	407.5	369.3	-38.2	-9%	-78.4	-18%
- interest on deposits from banks	39.6	31.4	24.2	32.3	26.3	24.5	17.3	-7.2	-29%	-6.9	-29%
- interest on deposits from customers	391.9	399.7	423.5	437.8	415.6	368.7	343.8	-24.9	-7%	-79.7	-19%
- on SBB transactions (non trading)						7.0	1.8	-5.2	n/a	1.8	n/a
- interest on debt securities in issue	0.0	0.0	0.0	2.0	7.4	6.8	5.1	-1.7	-25%	5.1	n/a
- on trading financial instruments	0.0	0.0	0.0	0.0	0.0	0.5	1.3	0.8	n/a	1.3	n/a
II. Net fees & commission income	247.0	250.4	251.2	255.7	239.8	249.6	233.7	-15.9	-6%	-17.5	-7%
III. Result on trade operations and revaluation (incl investments and HA)	74.5	13.7	12.5	-3.9	118.5	45.5	27.0	-18.5	n/a	14.5	116%
Net income on instruments measured at fair value through profit or loss and FX result	53.7	12.3	18.9	0.6	17.1	34.3	36.4	2.1	6%	17.5	93%
Net income on investments	19.1	6.6	-0.9	-0.2	120.4	-0.3	-11.7	-11.4	3800%	-10.8	1200%
Net income on hedge accounting	1.7	-5.2	-5.5	-4.3	-19.0	11.5	2.3	-9.2	-80%	7.8	-142%
IV. Net income on other basic activities	4.0	3.1	3.7	4.6	9.8	4.5	3.7	-0.8	-18%	0.0	0%
V. Share in net profit (loss) of associated entities recognised under the equity method	6.8	11.2	7.6	10.1	9.0	7.8	9.3	1.5	19%	1.7	22%
Income	845.8	792.5	790.5	772.3	852.9	802.7	799.8	-2.9	0%	9.3	1%
Expenses	463.9	454.0	455.2	449.1	470.9	465.6	447.5	-18.1	-4%	-7.7	-2%
I. General and administrative expenses	464.9	456.3	454.2	442.3	470.1	464.9	447.1	-17.8	-4%	-7.1	-2%
- personnel expenses	228.0	213.1	219.1	240.6	226.7	226.3	230.1	3.8	2%	11.0	5%
- other expenses	236.9	243.2	235.1	201.7	243.4	238.6	217.0	-21.6	-9%	-18.1	-8%
II. Result on other operating income and expenses	1.0	2.3	-1.0	-6.8	-0.8	-0.7	-0.4	0.3	-43%	0.6	n/a
Profit before risk costs	381.9	338.5	335.3	323.2	382.0	337.1	352.3	15.2	5%	17.0	5%
Cost of risk	64.3	131.2	82.6	84.7	58.0	69.1	63.7	-5.4	-8%	-18.9	-23%
- retail	19.3	25.1	21.5	24.1	38.0	40.4	33.0	-7.4	-18%	11.5	53%
- corporate	45.0	106.1	61.1	60.6	20.0	28.7	30.7	2.0	7%	-30.4	-50%
Profit (loss) before tax	317.6	207.3	252.7	238.5	324.0	268.0	288.6	20.6	8%	35.9	14%
Income tax	46.1	39.7	49.5	48.5	64.3	51.1	54.2	3.1	6%	4.7	9%
Net profit (loss), of which:	271.5	167.6	203.2	190.0	259.7	216.9	234.4	17.5	8%	31.2	15%
Net profit (loss) attributable to the shareholders of ING Bank Śląski S.A.	271.5	167.6	203.2	190.0	259.7	216.9	234.4	17.5	8%	31.2	15%
Net profit (loss) attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0	n/a
C/I (%)	54.8%	57.3%	57.6%	58.2%	55.2%	58.0%	56.0%				

Note: In relation to the data reported in semi-annual report for 1H 2013, 2Q 2013 data were adjusted – PLN 10.3 m was transferred from net fees and commission income to net income on instruments at fair value through P&L and FX result.

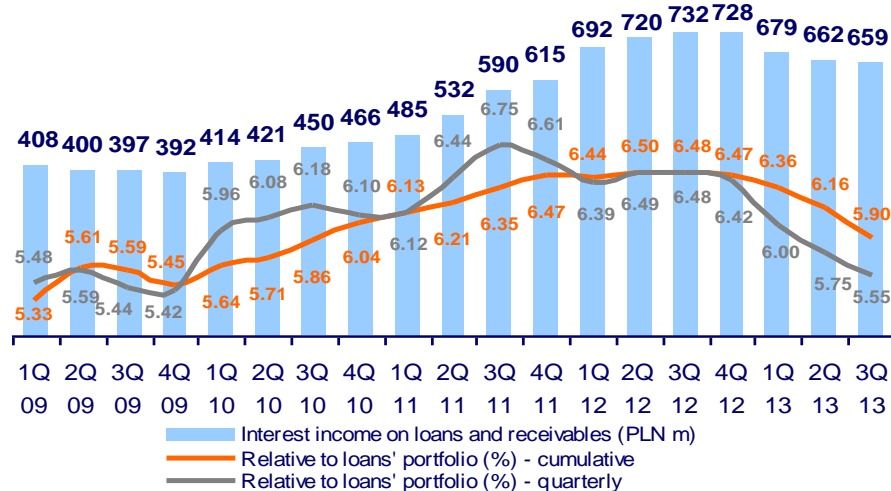


Net interest income and margins development

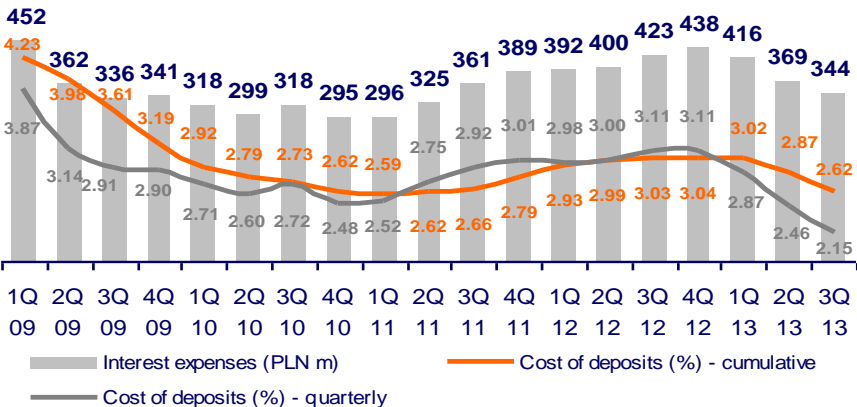
NII (PLN m) / NIM (%)



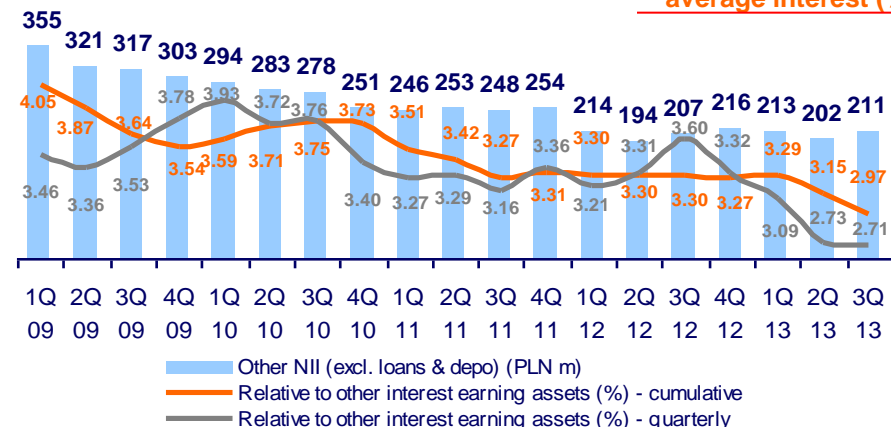
Interest income on customer loans & receivables (PLN m) / average interest (%)



Cost of customer deposits (PLN m) / average interest (%)



NII (excl. loans & depo) relative to other interest earning assets (PLN m) / average interest (%)

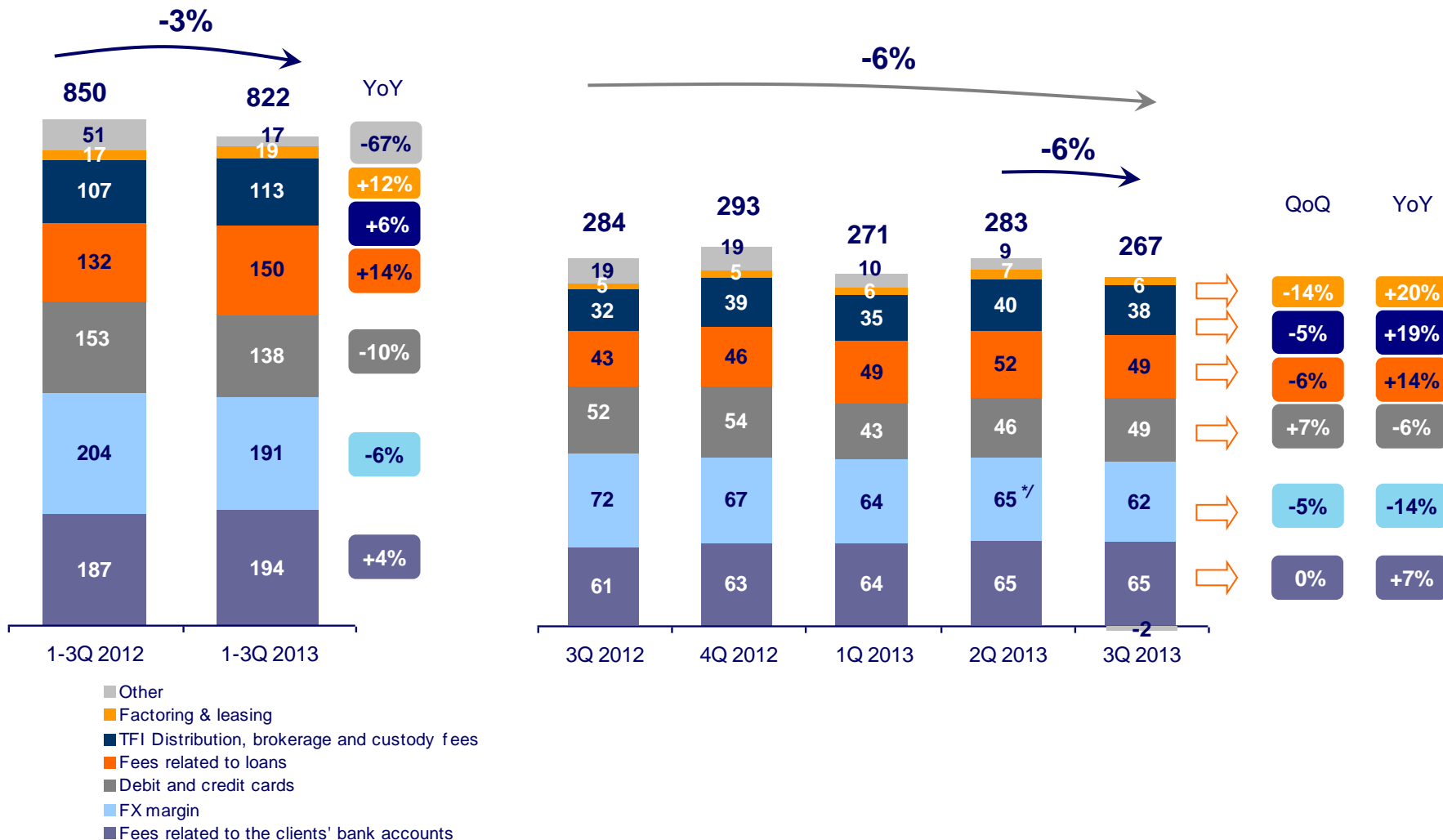


Definitions: NII – adjusted (including swap points and interests from derivatives)
 NIM annualized = sum of NII adjusted of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters
 NIM quarterly = quarterly NII adjusted x4 / average interest earning assets of a quarter



Fees and commissions income

Fees and commissions income by categories (PLN m)



^{*/}2Q 2013 data adjustment – PLN 10.3 m transferred from FX margin to FX result

Lending exposure by industries

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

Consolidated approach

No	Industry	Exposure as of 30.09.2013	%
1	WHOLESALE TRADE	4,465	14.2%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,520	11.2%
3	REAL ESTATE SERVICE	2,968	9.4%
4	FOODSTUFF AND BEVERAGE PRODUCTION	2,122	6.7%
5	POWER INDUSTRY	1,738	5.5%
6	RETAIL TRADE	1,709	5.4%
7	CONSTRUCTIONS INDUSTRY	1,360	4.3%
8	EQUIPMENT RENT	1,130	3.6%
9	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,078	3.4%
10	LAND AND PIPELINE TRANSPORTATION	1,033	3.3%
11	READY-MADE METAL GOODS PRODUCTIONS	969	3.1%
12	FINANCIAL INTERMEDIATION	923	2.9%
13	RUBBER INDUSTRY	834	2.6%
14	METALS PRODUCTIONS	732	2.3%
15	POST OFFICE AND TELECOMMUNICATIONS	651	2.1%
16	AGRICULTURE , FORESTY , FISHERY	619	2.0%
17	FUEL INDUSTRY	591	1.9%
18	MECHANIKAL VEHICLES SALE , REPAIR AND SERVICE	497	1.6%
19	ENGINEERING INDUSTRY	468	1.5%
20	Other	4,094	13.0%
Total exposure		31,503	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 30.09.2013	%
1	WHOLESALE TRADE	7,475	15.7%
2	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,201	8.8%
3	POWER INDUSTRY	3,250	6.8%
4	REAL ESTATE SERVICE	3,089	6.5%
5	FOODSTUFF AND BEVERAGE PRODUCTION	3,085	6.5%
6	CONSTRUCTIONS INDUSTRY	2,754	5.8%
7	RETAIL TRADE	2,511	5.3%
8	EQUIPMENT RENT	1,507	3.2%
9	READY-MADE METAL GOODS PRODUCTIONS	1,380	2.9%
10	RUBBER INDUSTRY	1,364	2.9%
11	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,356	2.9%
12	FINANCIAL INTERMEDIATION	1,260	2.7%
13	LAND AND PIPELINE TRANSPORTATION	1,248	2.6%
14	METALS PRODUCTIONS	1,093	2.3%
15	FUEL INDUSTRY	1,042	2.2%
16	CHEMICALS AND CHEMICAL GOODS PRODUCTION	966	2.0%
17	MECHANIKAL VEHICLES SALE , REPAIR AND SERVICE	965	2.0%
18	ENGINEERING INDUSTRY	965	2.0%
19	REMAINING NON-METAL RAW MATERIALS INDUSTRIES	779	1.6%
20	Other	7,194	15.2%
Total exposure		47,483	100.0%

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

