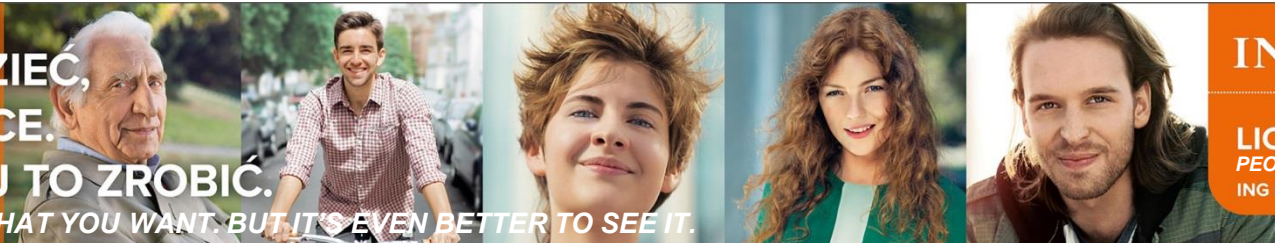


DOBRZE WIEDZIEĆ,
CZEGO SIĘ CHCE.
JESZCZE LEPIEJ TO ZROBIĆ.
IT'S GOOD TO KNOW WHAT YOU WANT. BUT IT'S EVEN BETTER TO SEE IT.



ING 

LICZĄ SIĘ LUDZIE
PEOPLE ARE WHAT MATTER
ING BANK ŚLĄSKI

ING Bank Śląski S.A.

3Q 2014 Business and Financial Results

Warsaw – 5 November 2014

www.ingbank.pl

ING BANK ŚLĄSKI

ING 

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 2014 financial results

Strategic targets of ING Bank Śląski

Accomplishments in 3Q 2014

Acquisition of new clients and increase of volumes:

- **PLN 71.3 bn** deposits → **+PLN 5.3 bn** (+8%) y/y
- **PLN 47.3 bn** retail clients deposits → **+PLN 3.6 bn** (+8%) y/y
- **3.67 m** retail clients → net increase by **173 th** y/y
- **35.7 th** corporate clients

Increase in lending products sales:

- **PLN 57.6 bn** loans to customers → **+ PLN 7.2 bn** (+14%) y/y
- **PLN 36.7 bn** corporate lending (incl. leasing & factoring) → **+ PLN 4.4 bn** (+14%) y/y
- **PLN 20.9 bn** retail lending → **+ PLN 2.7 bn** (+15%) y/y
- **PLN 15.3 bn** retail mortgage loans → **+ PLN 1.9 bn** (+14%) y/y
10.1% market share in retail mortgage loans sales in 1-3Q 2014

Maintaining high quality of customer service:

- 868 own ATMs and 755 CDMs, including **554** dual-function and **270** contactless machines installed
- 407 branches, all with self-banking areas
- Mobile banking: **690 th** downloads of applications: *ING BankMobile* (smartphones) and *ING BankMobile HD* (tablets); **32 th** downloads of application *ING BusinessMobile*

Development of simple and honest product offer:

- **2.5 million** Current Accounts, **72%** are **Direct Current Account**
- Mortgage loans offer '**Live without compromise**'
- Savings offers: '**Welcome rate**' and '**OKO Bonus**'
- **Aleo** – **37.5 th** registered companies

Translation of business activities into Bank's financial results:

- **PLN 897.3 m** of total income in 3Q 2014 → +11% y/y
- **PLN 407.8 m** of result before risk costs in 3Q 2014 → +16% y/y
- **PLN 273.0 m** of net profit in 3Q 2014 → +16% y/y
- **L/D ratio** at the level of **76%** → +6 p.p. y/y



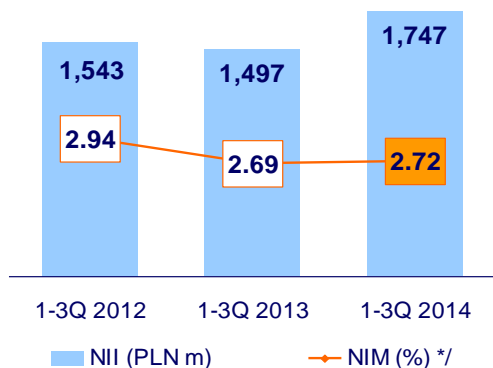
Major business results of the Bank

Bank business volumes

<i>in PLN million</i>	30.09.13	31.12.13	31.03.14	30.06.14	30.09.14	Change QoQ	Change YtD	Change YoY
Total deposits	66,011	67,485	66,787	69,473	71,298	3%	6%	8%
Retail clients deposits	43,727	44,111	45,359	46,149	47,329	3%	7%	8%
Corporate clients deposits	22,284	23,374	21,428	23,324	23,969	3%	3%	8%
Total funds entrusted by retail clients	49,339	50,223	51,383	52,489	54,030	3%	8%	10%
Mutual funds assets (TFI) + other off-BS products distributed by the Bank	5,612	6,112	6,024	6,340	6,701	6%	10%	19%
Total loans	50,377	50,478	52,476	55,225	57,559	4%	14%	14%
Loans to retail clients	18,165	18,416	18,950	19,791	20,905	6%	14%	15%
Mortgage loans volume	13,422	13,615	13,930	14,448	15,278	6%	12%	14%
Loans to corporate clients incl. leasing and factoring	32,212	32,062	33,526	35,434	36,654	3%	14%	14%

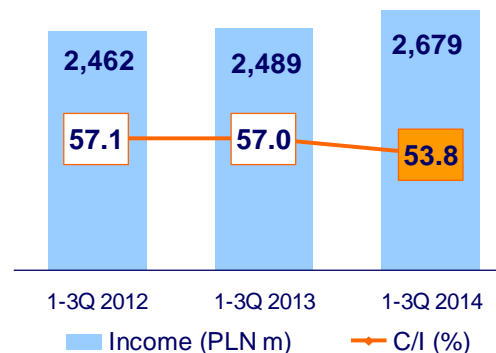
Efficiency

Net interest margin

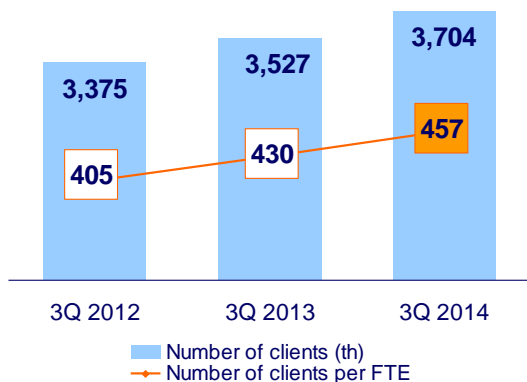


*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

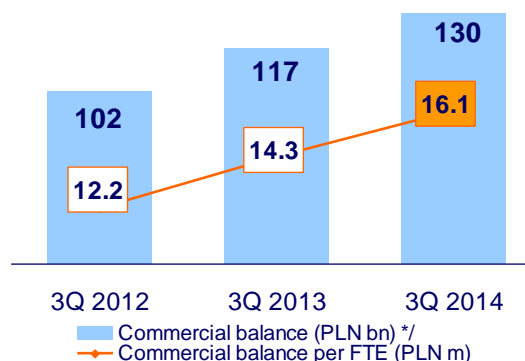
Income and cost effectiveness



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 2013	3Q 2014	change
Total income	811.1	897.3	+ 11%
Total expenses	458.8	489.5	+ 7%
Result before risk costs	352.3	407.8	+ 16%
Risk costs	63.7	65.2	+ 2%
Profit before tax	288.6	342.6	+ 19%
Net profit	234.4	273.0	+ 16%
Total capital ratio */	17.4%	14.2%	- 3.2 p.p.
ROA (%)	1.14%	1.16%	+0.02 p.p.
ROE (%)	11.2%	11.8%	+ 0.6 p.p.
C/I Ratio (%)	56.6%	54.6%	- 2.0 p.p.

PLN million	1-3Q 2013	1-3Q 2014	change
Total income	2,489.4	2,678.8	+ 8%
Total expenses	1,418.0	1,441.2	+ 2%
Result before risk costs	1,071.4	1,237.6	+ 16%
Risk costs	190.8	182.6	- 4%
Profit before tax	880.6	1,055.0	+ 20%
Net profit	711.0	809.9	+ 14%
C/I Ratio (%)	57.0%	53.8%	- 3.2 p.p.

*/ Total Capital Ratio (former solvency ratio) for 3Q 2014 calculated in line with Basel III requirements, taking account of the so-called national discretions as at the current status (e.g. risk weights for mortgage loans). The ratio for 3Q 2013 calculated in line with Basel II requirements.

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

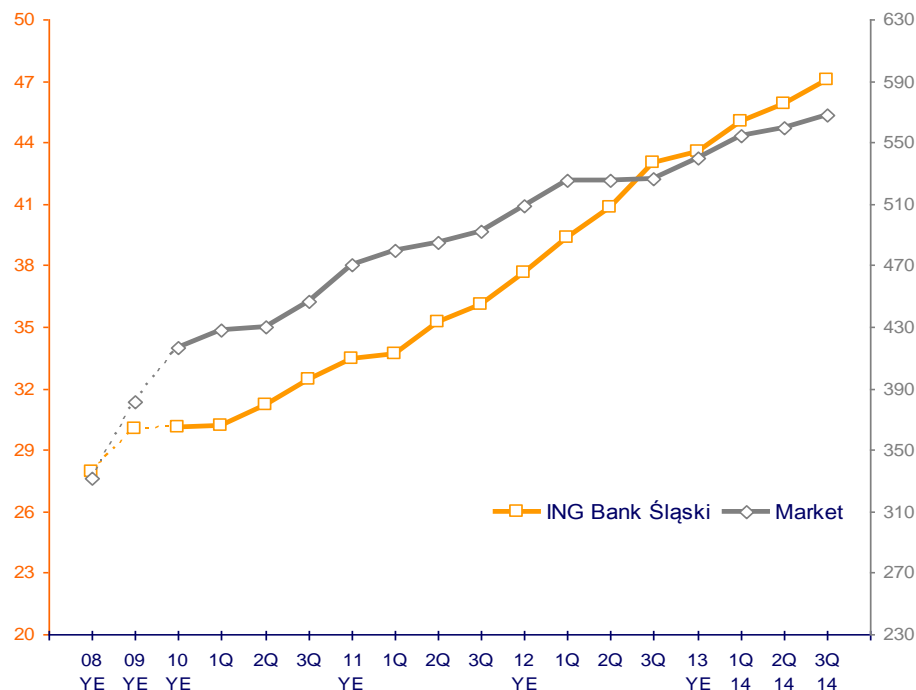


Market position of ING Bank Śląski

Households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

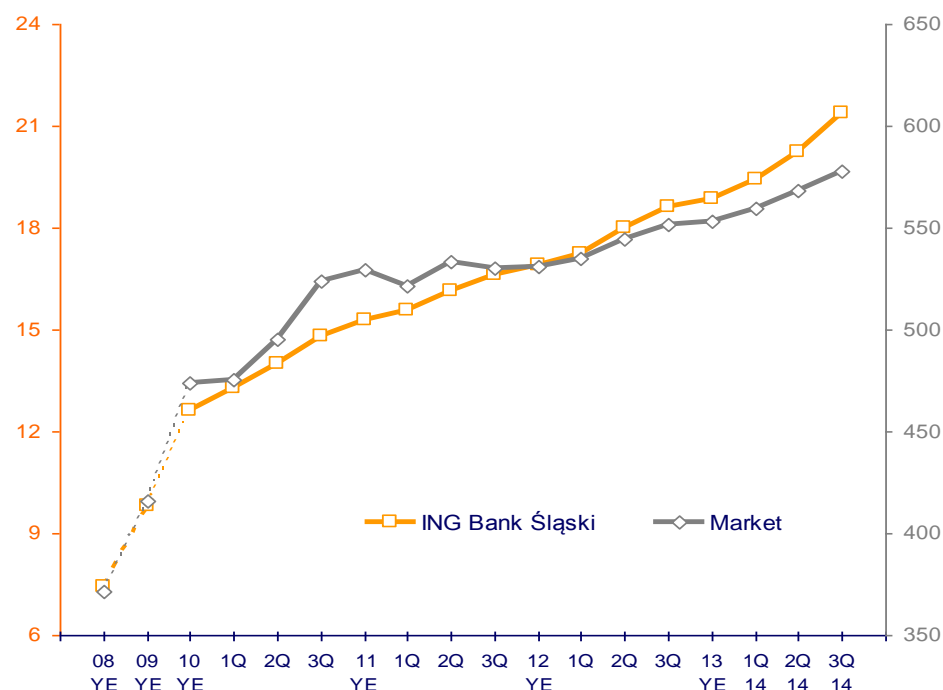


market share (%)

08YE	09YE	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE	1Q	2Q	3Q	13YE	1Q14	2Q14	3Q14
8.42	7.88	7.24	7.04	7.25	7.26	7.10	7.03	7.25	7.33	7.40	7.50	7.76	8.18	8.07	8.13	8.20	8.29

Volumes and share in the households loans market

Households loans - volumes (in PLN billion)



market share (%)

08YE	09YE	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE	1Q	2Q	3Q	13YE	1Q14	2Q14	3Q14
2.00	2.36	2.67	2.79	2.83	2.83	2.89	2.99	3.03	3.14	3.19	3.22	3.30	3.37	3.41	3.47	3.56	3.70

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

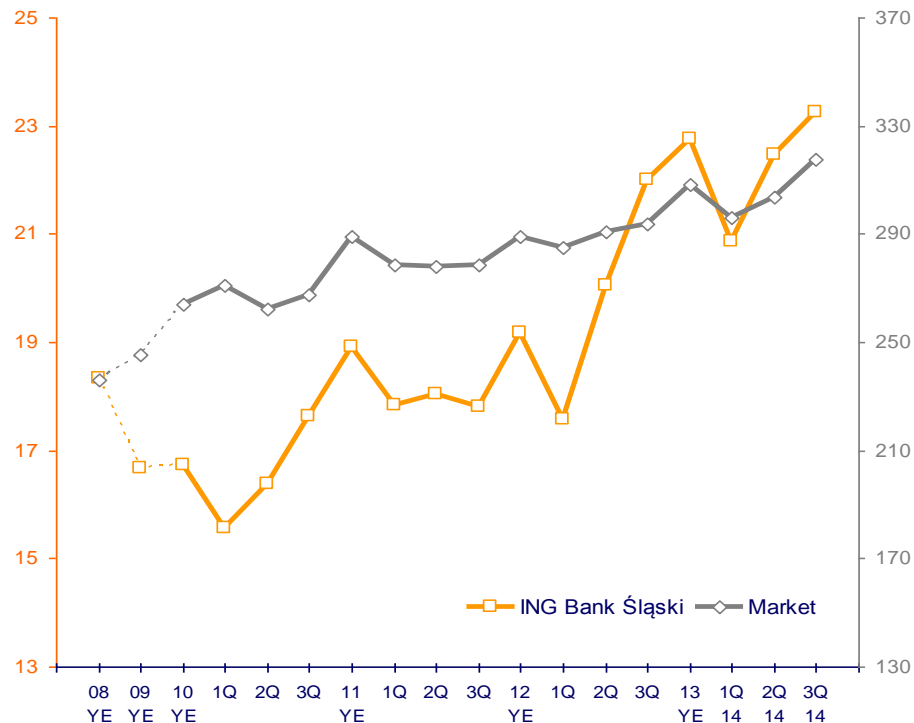


Market position of ING Bank Śląski

Corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

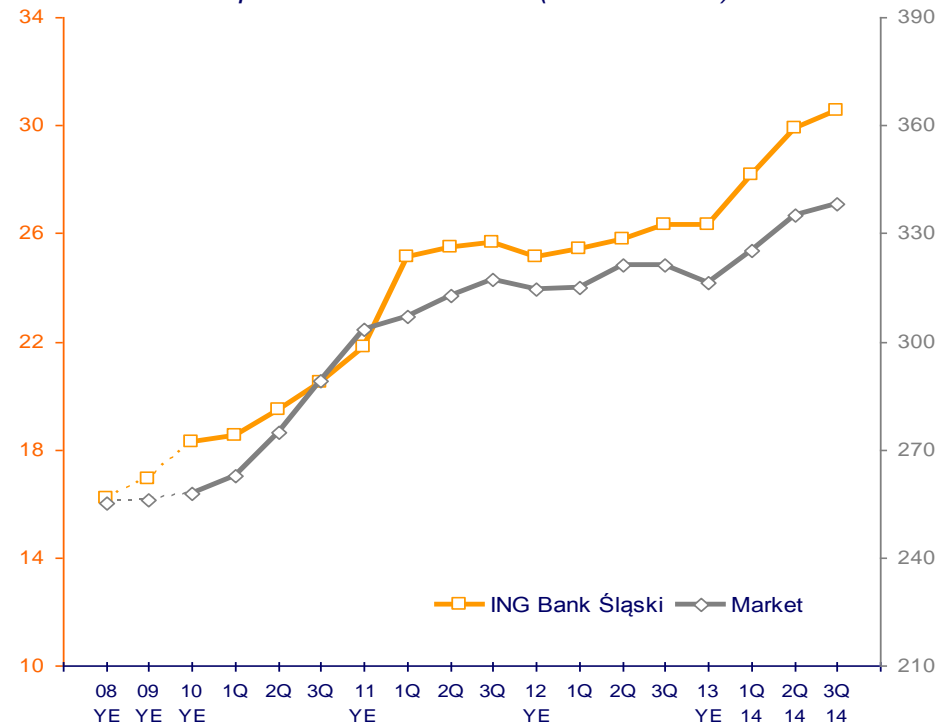


market share (%)

08YE	09YE	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE	1Q	2Q	3Q	13YE	1Q14	2Q14	3Q14
7.77	6.80	6.33	5.75	6.24	6.59	6.54	6.41	6.49	6.40	6.63	6.17	6.90	7.50	7.37	7.04	7.39	7.33

Volumes and share in the corporate loans market

Corporate loans - volumes (in PLN billion)



market share (%)

08YE	09YE	10YE	1Q	2Q	3Q	11YE	1Q	2Q	3Q	12YE	1Q	2Q	3Q	13YE	1Q14	2Q14	3Q14
6.34	6.60	7.09	7.04	7.08	7.08	7.19	8.19	8.16	8.09	7.99	8.07	8.03	8.20	8.32	8.66	8.92	9.03

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



-
- 1 Introduction to financial results and market position of the Bank
 - 2 **Business development**
 - 3 3Q 2014 financial results

Retail Banking

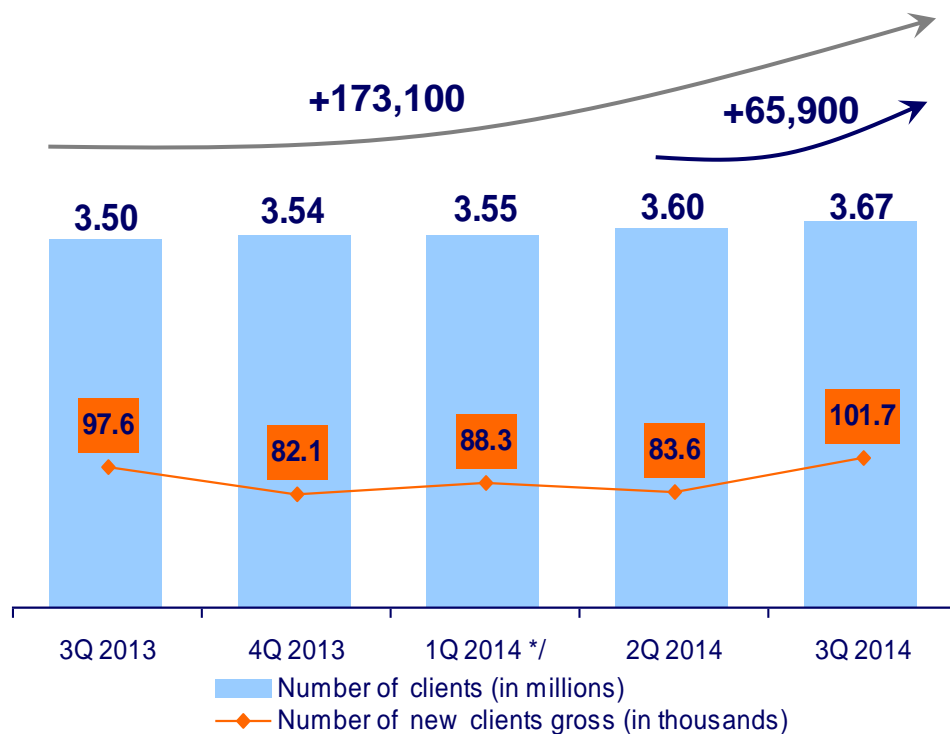
Increase in core products' sales

- **3.67 m** retail clients → **101.7 th** new clients acquired in 3Q 2014
- **PLN 20.9 bn** retail lending → **+ PLN 2.7 bn (+15%) y/y** and + PLN 1.1 bn zł (+6%) q/q
- **PLN 15.3 bn** mortgage loans portfolio → **+ PLN 1.9 bn (+14%) y/y** and + PLN 0.8 bn (+6%) q/q
- **10.1%** market share in retail mortgage loans sales in 1-3Q 2014; **13.4%** market share in sales in 3Q 2014
- Cash loans sales → **PLN 2.05 bn** cash loans sold to retail clients in 1-3Q 2014 (+32% y/y); **PLN 730 m** sales in 3Q 2014 (+27% y/y)
- **PLN 47.3 bn** retail clients deposits → **+ PLN 3.6 bn (+8%) y/y** and + PLN 1.2 bn (+3%) q/q
- 2.5 m retail current accounts, **72% of Direct Current Accounts**
- Savings offers:
 - **'Welcome rate'** (promotional interest on funds deposited in the first 4 months after OKO has been opened)
 - **'OKO Bonus'** (promotional interest on new funds deposited into OKO Bonus opened between 3 October 2014 and 2 January 2015)
- 84% of self-service cash depositing transactions
- **ING BankMobile & ING BankMobile HD** – **690 th** downloads of mobile banking applications
- **Silver Effie statuette** for the Open Savings Account campaign 'What you actually saved is what your account tells' in the 'Long Term Marketing Excellence' category

Client base

3.67 million retail clients

Number of retail clients



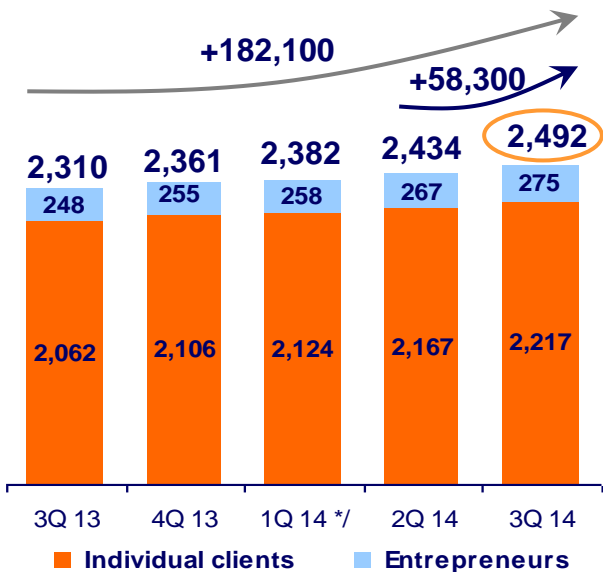
*/ In Q1 2014 51 th non-active clients' accounts were closed



Current accounts

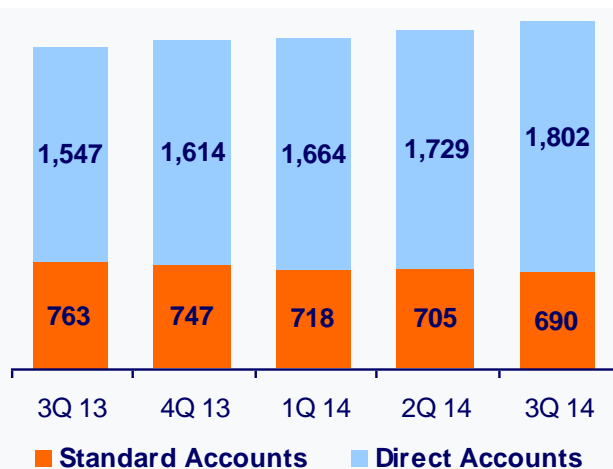
2.5 million Current Accounts, 72% of Direct Accounts

Number of retail clients' current accounts (in thousands)



QoQ	YtD	YoY
+8,400	+19,400	+26,800
+49,900	+111,500	+155,300

* / 46.7 th non-active current accounts closed in Q1 2014



72%	+73,500	+188,500	+255,400
28%	-15,200	-57,600	-73,300

Note: PLN denominated current accounts

Direct Account

PLN 0 for:

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

DIRECT ACCOUNT

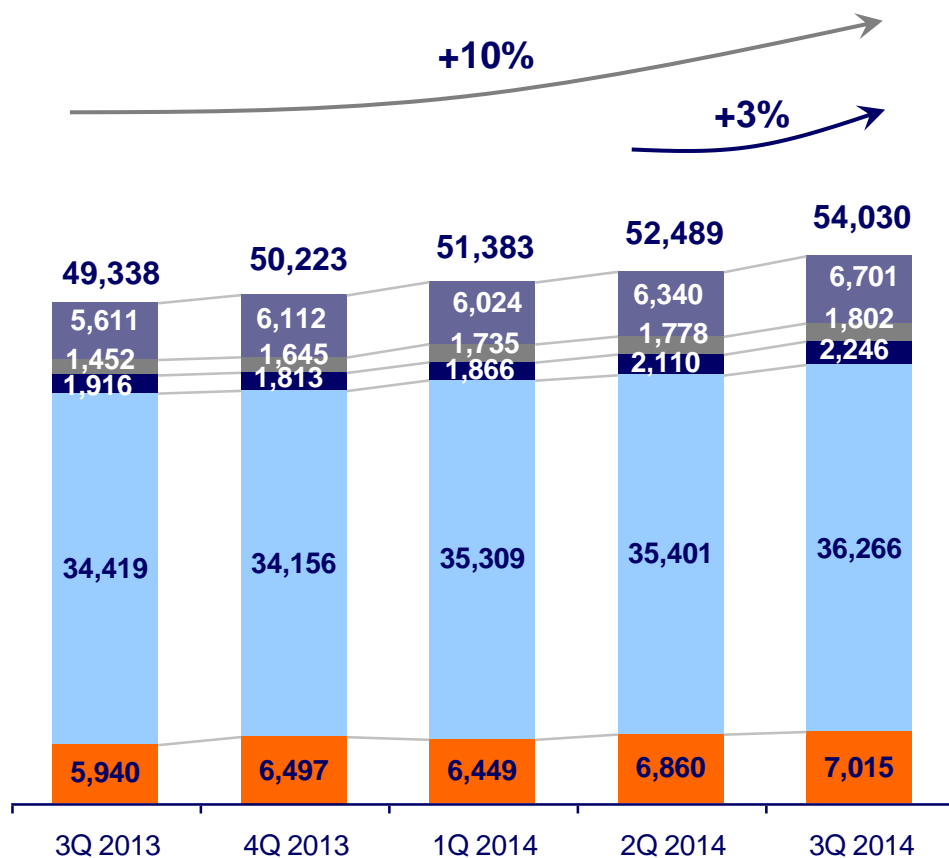
MAKE TRANSFERS
VIA PHONE FOR
PLN 0



Funds entrusted

Permanent growth of stable funding base

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



	QoQ	YtD	YoY
⇒	+6%	+10%	+19%
⇒	+1%	+10%	+24%
⇒	+6%	+24%	+17%
⇒	+2%	+6%	+5%
⇒	+2%	+8%	+18%

+3% QoQ
 +7% YtD
 +8% YoY

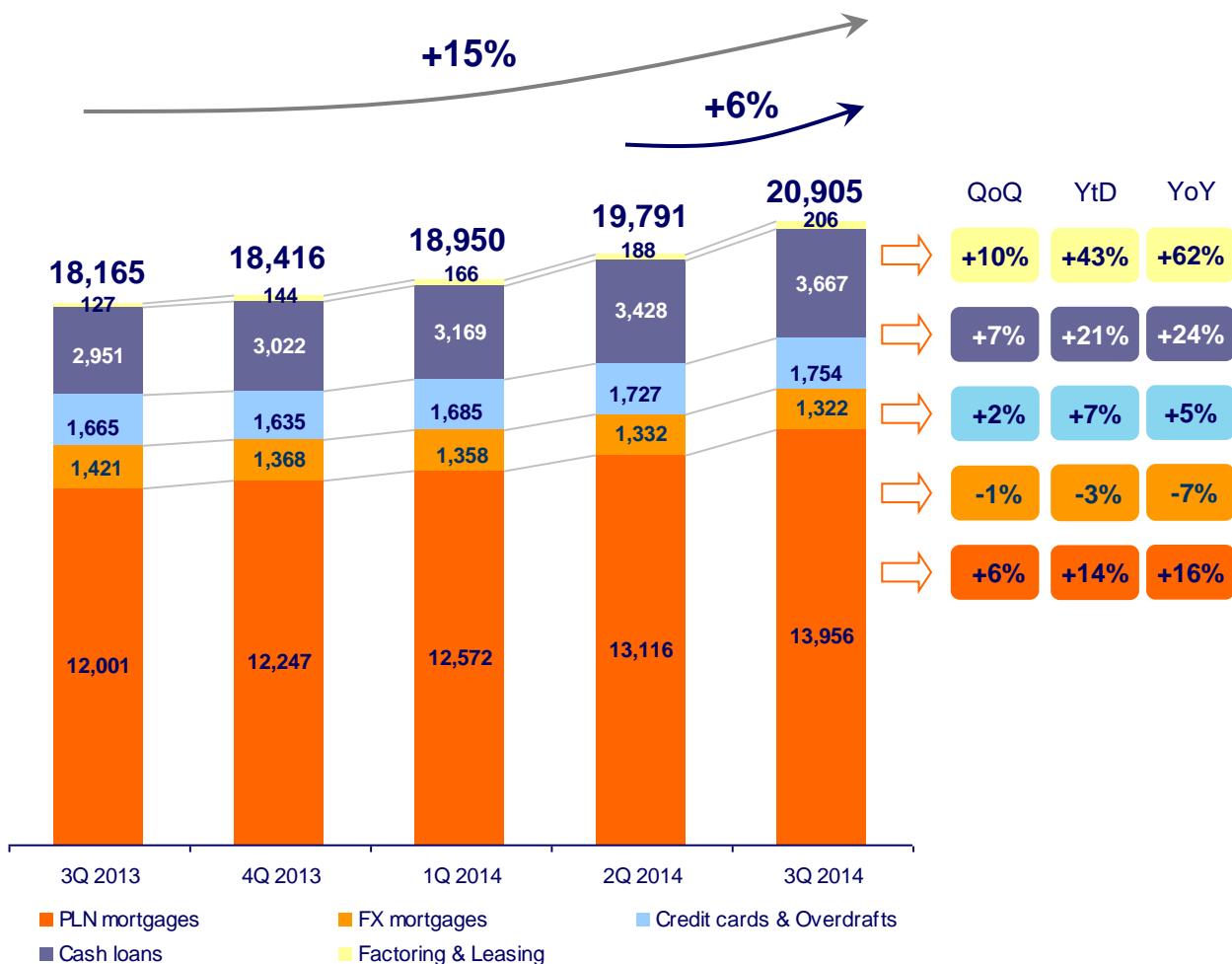


- Mutual Funds assets + other Off-BS products
- Structured Products
- Term deposits
- Saving Accounts
- Current Accounts

Loan portfolio of retail segment clients

Constant growth in retail lending

Loan portfolio of retail segment clients (in PLN m)



PLN 2.05 bn
cash loans sold to
retail clients in 1-3Q 2014
(+32% y/y)

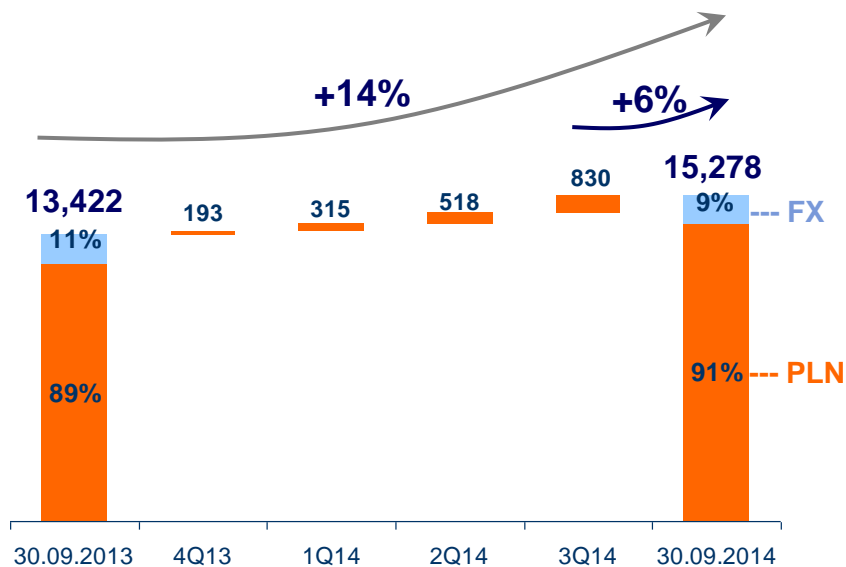
PLN 730 m sales in 3Q 2014
(+27% y/y)



Mortgage loans

PLN 15.3 billion mortgage loans

Retail mortgage loans (PLN m)

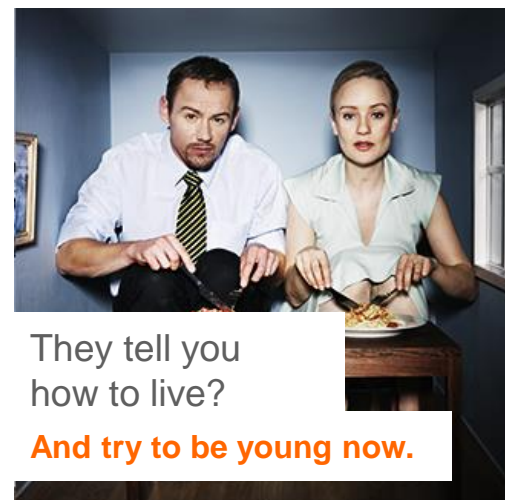
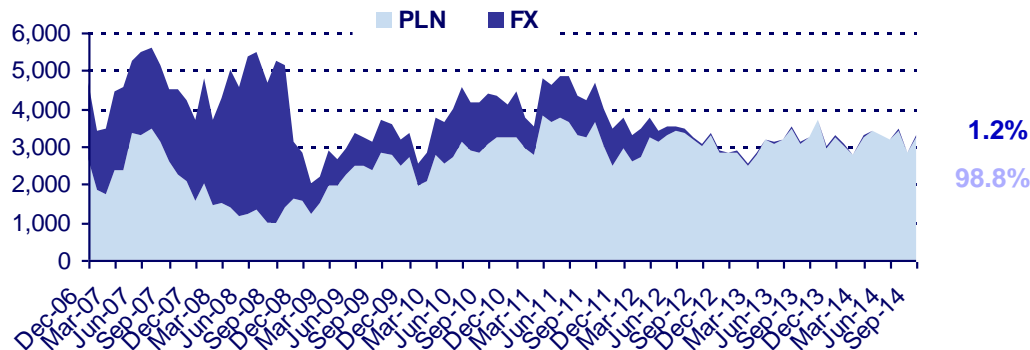


- **10.1% market share (#3 position)** in mortgage loans' sales in 1-3Q 2014, value of signed contracts: **PLN 2.9 bn**

The amount of 3Q 2014 mortgage production is **PLN 1.3 bn** (13.4 % market share).

- **6.3%** share in PLN market housing loans volume
3.7% in total housing loans market (as of 3Q 2014 EOP)

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



They tell you
how to live?

And try to be young now.

LIVE without compromise

and save on the mortgage loan for the young.



Distribution and service network

Enhanced access to banking services

Mobile banking (ING BankMobile / ING BankMobile HD - since 26 August 2013)

690 th
downloads

- ~ **1.1 m transactions** in October 2014 (transfers + phone top-ups)
- ~ **160 th** average daily number of logins
- ~ **95 th** average daily number of unique users logins

1st place in the “**Mobile Banking**” category
in the **Newsweek Friendly Bank** ranking

- **407** branches, all with self-banking areas
- **868** own ATMs and **755** CDMs including **554** dual-function machines
- **270** contactless machines
- **84%** of cash-in transactions are processed automatically
- **142** branches in a new format



ING 

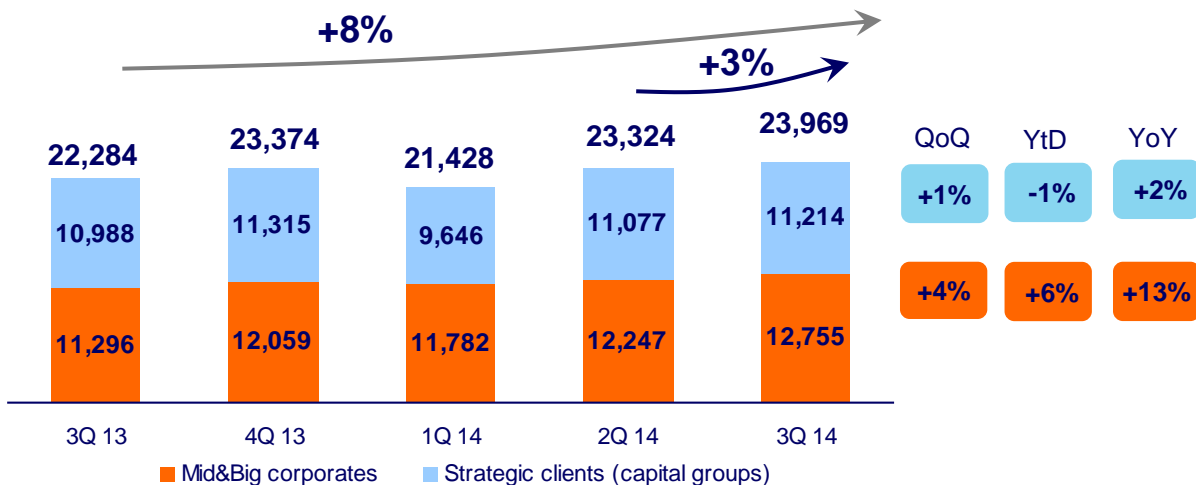
Corporate Banking

Growth in volumes

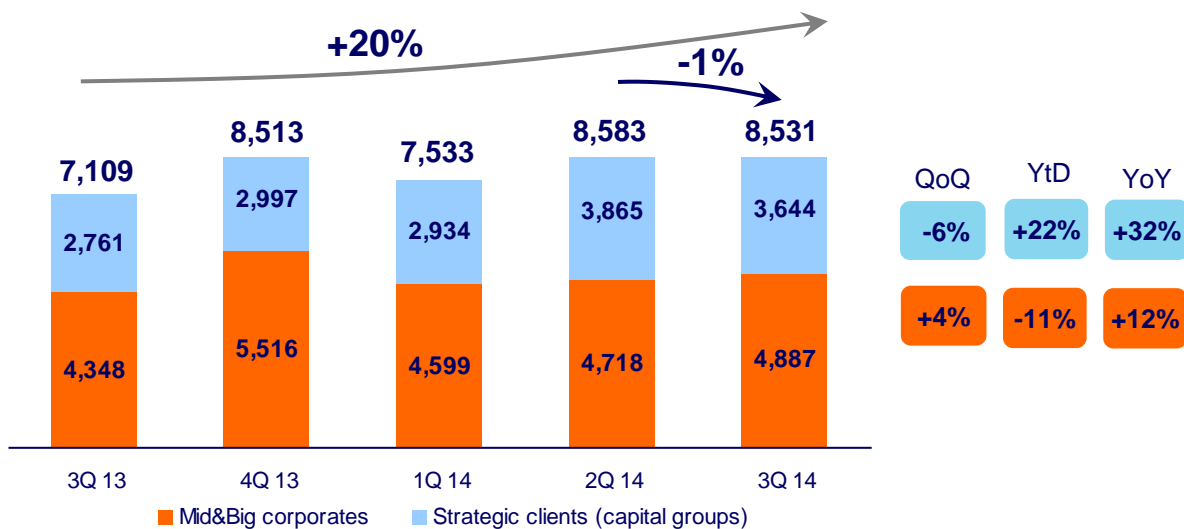
- **35.7 th** corporate clients
- **PLN 36.7 bn** corporate lending → **+ PLN 4.4 bn (+14%) y/y** and + PLN 1.2 bn (+3%) q/q
- PLN 5.2 bn – leasing financing; PLN 2.0 bn – factoring volume
- **PLN 24.0 bn** corporate deposits → **+ PLN 1.7 bn (+8%) y/y** and + PLN 0.6 bn (+3%) q/q
- The largest deals of 1-3Q 2014 :
 - USD 2.50 bn → syndicated credit facility for KGHM Polska Miedź S.A.
 - PLN 5.00 bn → bond issue program for Enea S.A.
 - PLN 3.00 bn → financing package for the acquisition of Polkomtel Sp. z o.o.
 - PLN 1.65 bn → bond issue program for Zarządca Rozliczeń S.A. (company in the energy sector)
 - PLN 1.45 bn → financing package for the acquisition of Emitel
 - PLN 1.20 bn → bond issue program for Jastrzębska Spółka Węglowa S.A.
- **Nearly 32 th downloads** of *ING BusinessMobile* (the application available since January 2013)
- **Aleo** – commerce and auction platform for companies: **37.5 th** registered companies

Cash Management

Volume of corporate deposits (in PLN m)

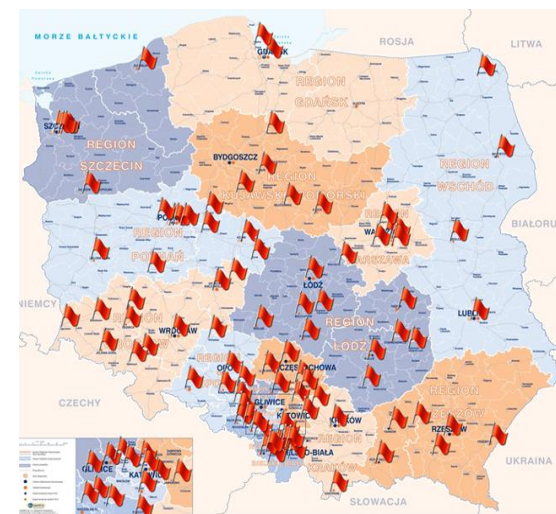


Volume of corporate clients' current accounts (in PLN m)



Comfort and safety of transactions

- ✓ Electronic signing of agreements
- ✓ Mini-CDMs,
- ✓ 100 electronic depositories (map)
- ✓ Light depositories



Lending

PORTFOLIO GUARANTEE LINE DE MINIMIS

EASY. FAST. GUARANTEED



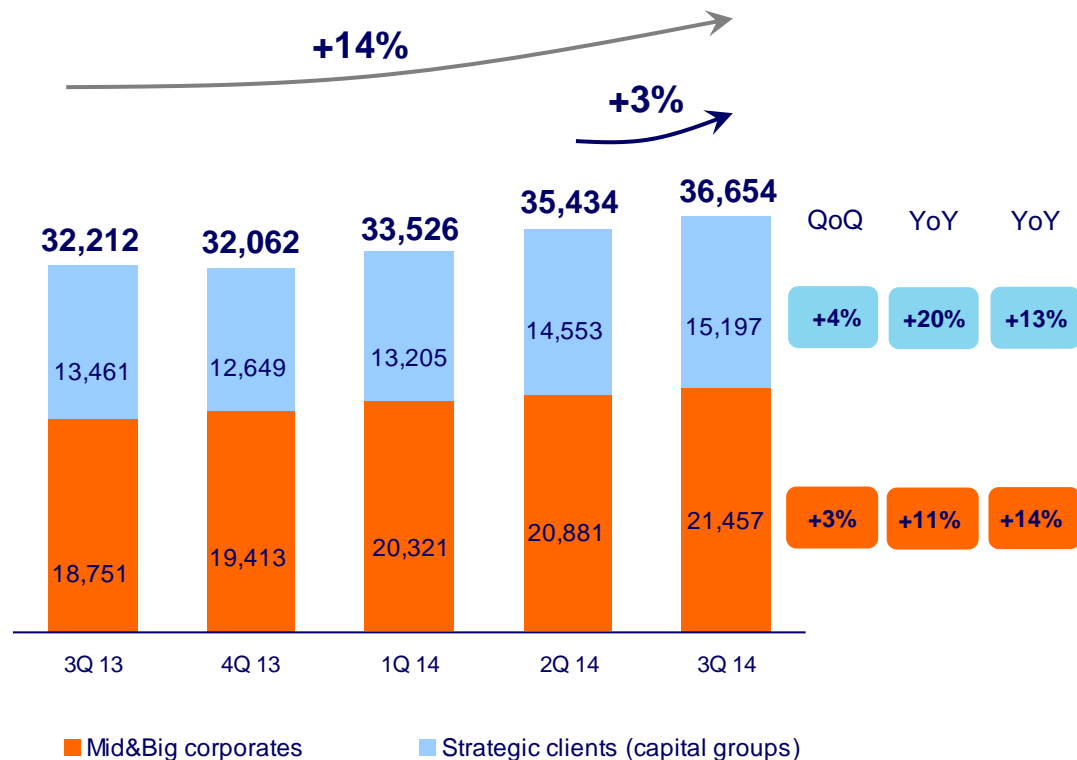
➤ **15 March 2013:** Product launch

➤ **By 30 June 2014 there were granted:**

under the Portfolio Guarantee Line de minimis (PLD)
1,300 guarantees totalling **PLN 820 million** and loans covered thereby of over PLN 1.5 billion

under the Portfolio Guarantee Line (PLP)
20 guarantees totalling **PLN 30 million** and loans covered thereby of over PLN 50 million

Volume of loans to corporate clients (in PLN million)

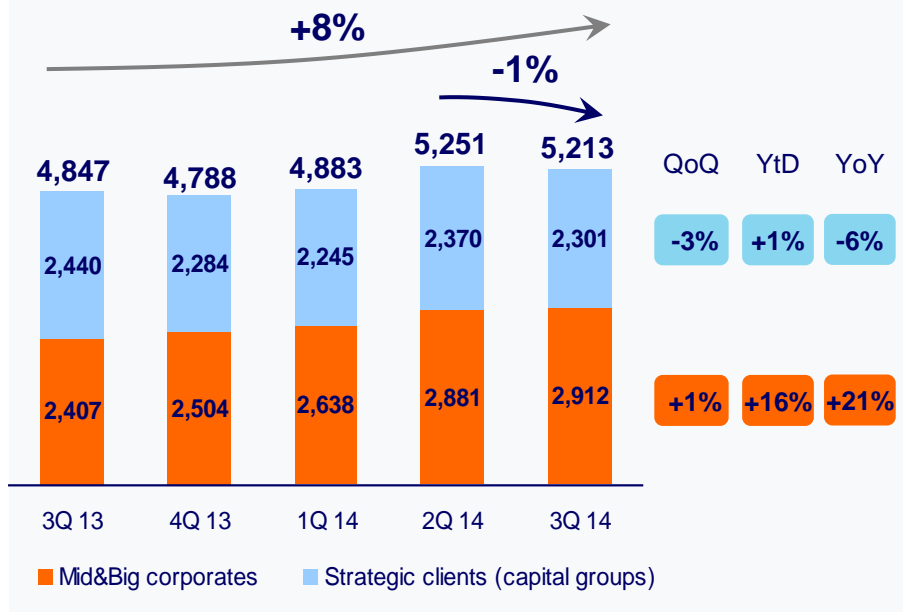


Asset Based Lending

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

- #1 on the market in terms of the whole portfolio value (end of 1H 2014)
- 5.9 % market share in terms of the new sales
- Increase in market share in terms of the leasing of machinery (new sales): 7.4% (#4 position) in 3Q 2014
- Over 6.6 thousand clients using leasing services (up by 57.0% from the end of 3Q 2013)

Leasing – financing of the customers (in PLN m)

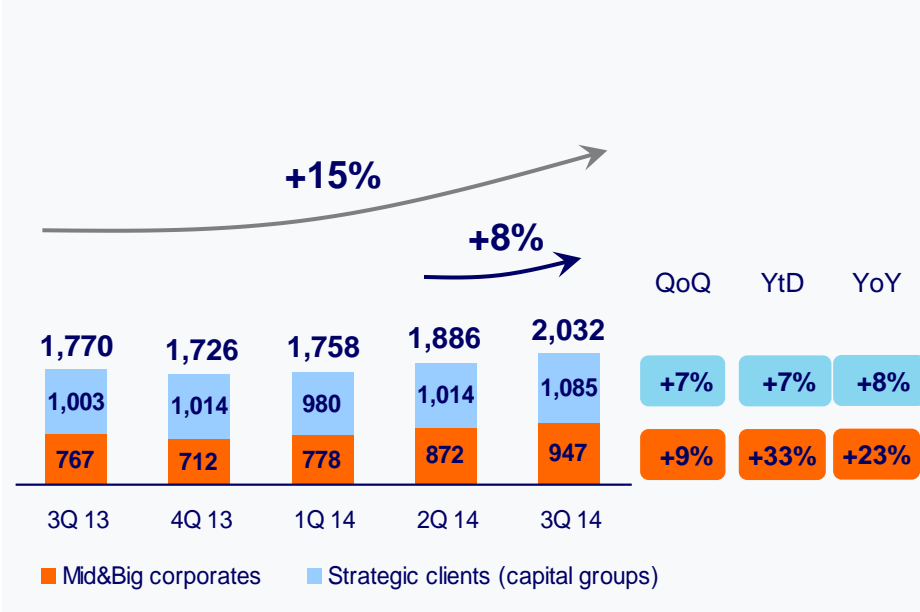


ING Commercial Finance Polska S.A. (faktoring)

#1 #1 position on the market with market share of 14.9%



Factoring – financing of the customers (in PLN m)



Debt capital and money market



Zarządca Rozliczeń S.A.

Bond Issuance Program

PLN 1.65 bn

*Arranger,
Issue and Paying Agent, Depository*

March 2014



Eurocash S.A.

Short Term Bonds
Issuance Program

PLN 500 m

*Arranger,
Issue and Paying Agent,
Depository, Dealer*

March 2014



Enea S.A.

Bond Issuance Program

PLN 5 bn

*Arranger, Paying Agent, Depository,
Dealer, Calculation Agent*

June 2014



Jastrzębska Spółka Węglowa S.A.

Bond Issuance Program

PLN 1.2 bn

*Arranger, Issue Program Underwriter,
Paying Sub-Agent, Sub-Custodian,
Security Agent*

July 2014

Municipal bonds issue program

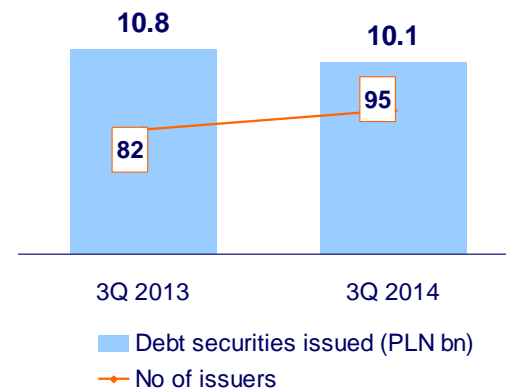


City of Tychy

PLN 86 m

March 2014

**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 2014 with the market share of **36.3%**



Business financing and investment banking

Major transactions in 1-3Q 2014

ING Securities

VATTENFALL 

Vattenfall AB

Sale of entire stake in Enea S.A.
via ABB

PLN 1 bn

Joint Bookrunner

January 2014

VALAD

Valad Europe

Refinancing of existing indebtedness

EUR 169 m

Investment financing

EUR 66 m

*Mandated Lead Arranger,
Lender, Agent, Account Bank,
Hedging Provider*

January 2014

emitel

Emitel

Financing of the acquisition
of the company

PLN 1.45 bn

*Mandated Lead Arranger,
Security Agent*

February 2014



Cyfrowy Polsat

Financing of the acquisition
of Polkomtel Sp. z o.

PLN 3 bn

*Global Banking
Coordinator*

Kwiecień 2014 r.



Apsys Polska

Investment financing

EUR 290 m

Co-funding Bank

May 2014

Blackstone

Blackstone Real Estate

Investment financing

EUR 92 m

Investment financing

EUR 82 m

*Mandated Lead Arranger, Lender,
Agent, Account Bank*

May – June 2014

KGHM Polska Miedź S.A.

Syndicated credit facility

USD 2.5 bn

*Mandated Lead Arranger,
Bookrunner*

July 2014



Prime Car Management S.A.

Syndicated credit facility

PLN 693.5 m
(increase by PLN 150.0 m)

Lender

August 2014



-
- 1 Introduction to financial results and market position of the Bank
 - 2 Business development
 - 3 3Q 2014 financial results**

ING Bank Śląski financial performance

3Q 2014

<i>PLN million</i>	3Q 2013	3Q 2014	change
Net interest income	526.1	596.9	+ 13%
Net commission income	245.0	258.3	+ 5%
Trading & other income	40.0	42.1	+ 5%
Total income	811.1	897.3	+ 11%
Total expenses	458.8	489.5	+ 7%
Result before risk costs	352.3	407.8	+ 16%
Risk costs	63.7	65.2	+ 2%
Profit before tax	288.6	342.6	+ 19%
Income tax	54.2	69.5	+ 28%
Net profit	234.4	273.0	+ 16%
Total capital ratio */	17.4%	14.2%	- 3.2 p.p.
ROA (%)	1.14%	1.16%	+0.02 p.p.
ROE (%)	11.2%	11.8%	+ 0.6 p.p.
C/I Ratio (%)	56.6%	54.6%	- 2.0 p.p.

**/ Total Capital Ratio (former solvency ratio) for 3Q 2014 calculated in line with Basel III requirements, taking account of the so-called national discretions as at the current status (e.g. risk weights for mortgage loans). The ratio for 3Q 2013 calculated in line with Basel II requirements.*



ING Bank Śląski financial performance

1-3Q 2014

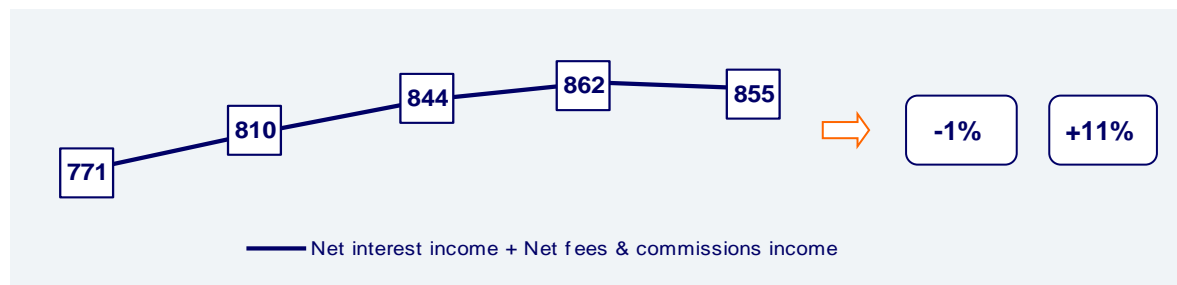
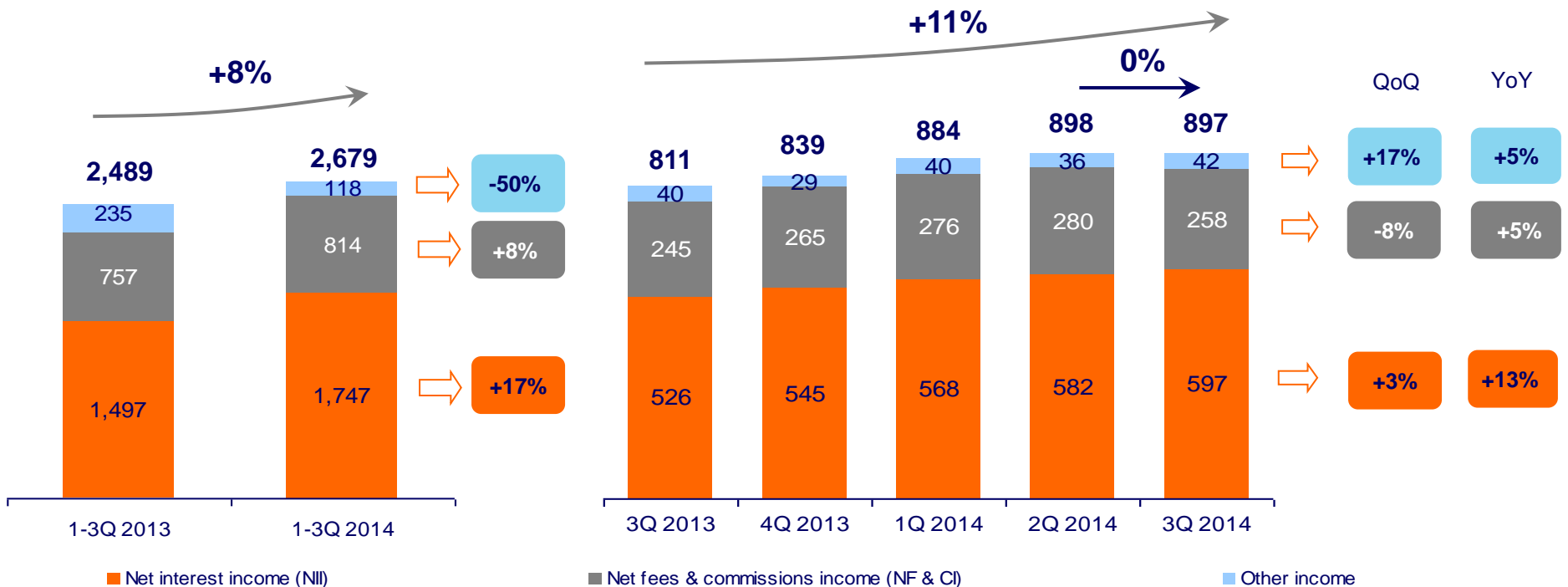
PLN million	1-3Q 2013	1-3Q 2014	change
Net interest income	1,497.2	1,747.0	+ 17%
Net commission income	757.1	814.0	+ 8%
Trading & other income	235.1	117.8	- 50%
Total income	2,489.4	2,678.8	+ 8%
Total expenses	1,418.0	1,441.2	+ 2%
Result before risk costs	1,071.4	1,237.6	+ 16%
Risk costs	190.8	182.6	- 4%
Profit before tax	880.6	1,055.0	+ 20%
Income tax	169.6	244.9	+ 44%
Net profit	711.0	809.9	+ 14%
Total capital ratio */	17.4%	14.2%	- 3.2 p.p.
ROA (%)	1.14%	1.16%	+0.02 p.p.
ROE (%)	11.2%	11.8%	+ 0.6 p.p.
C/I Ratio (%)	57.0%	53.8%	- 3.2 p.p.

*/ Total Capital Ratio (former solvency ratio) for 3Q 2014 calculated in line with Basel III requirements, taking account of the so-called national discretions as at the current status (e.g. risk weights for mortgage loans). The ratio for 3Q 2013 calculated in line with Basel II requirements.



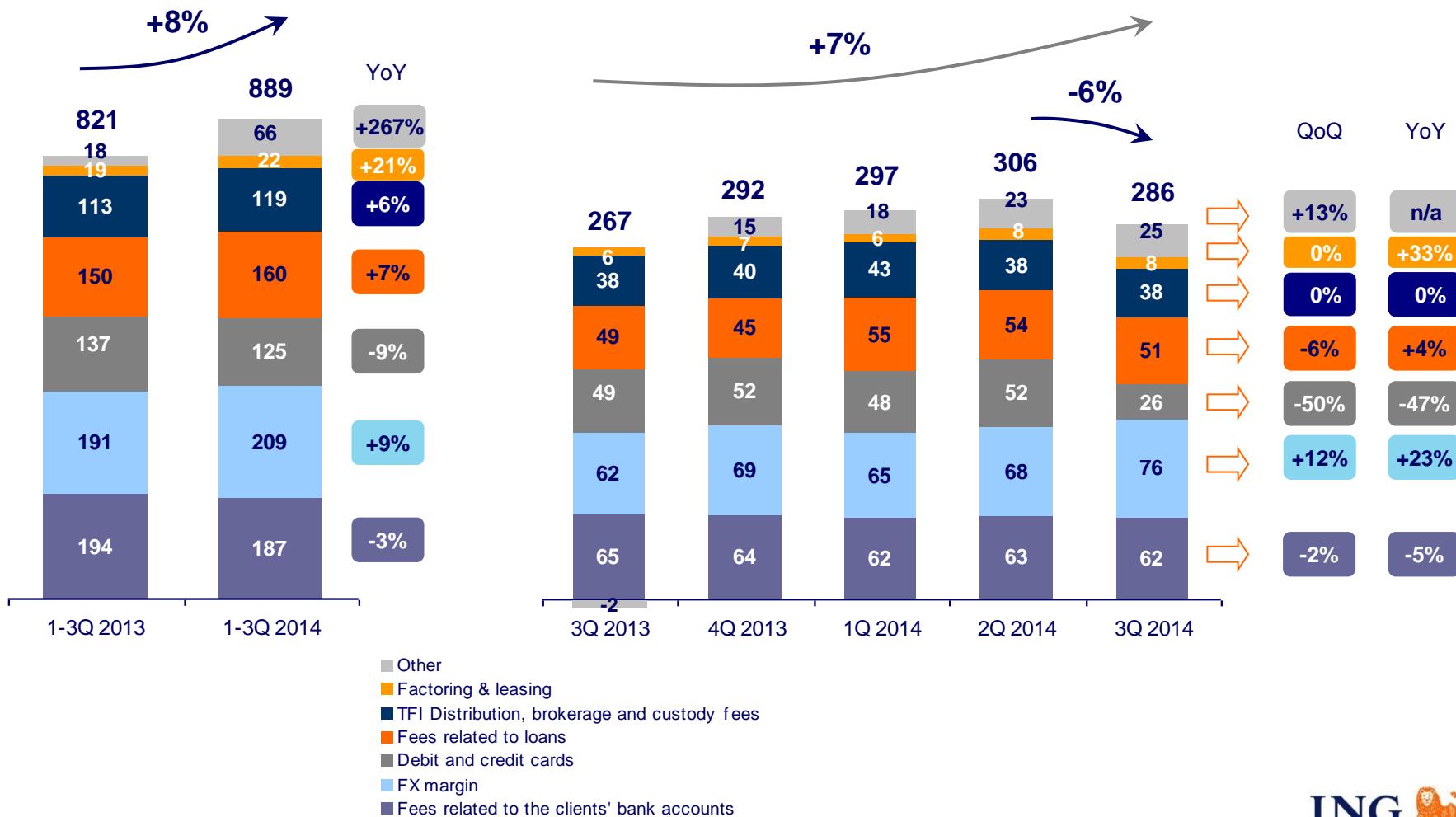
Revenue per category

Revenues per P&L category (PLN m)



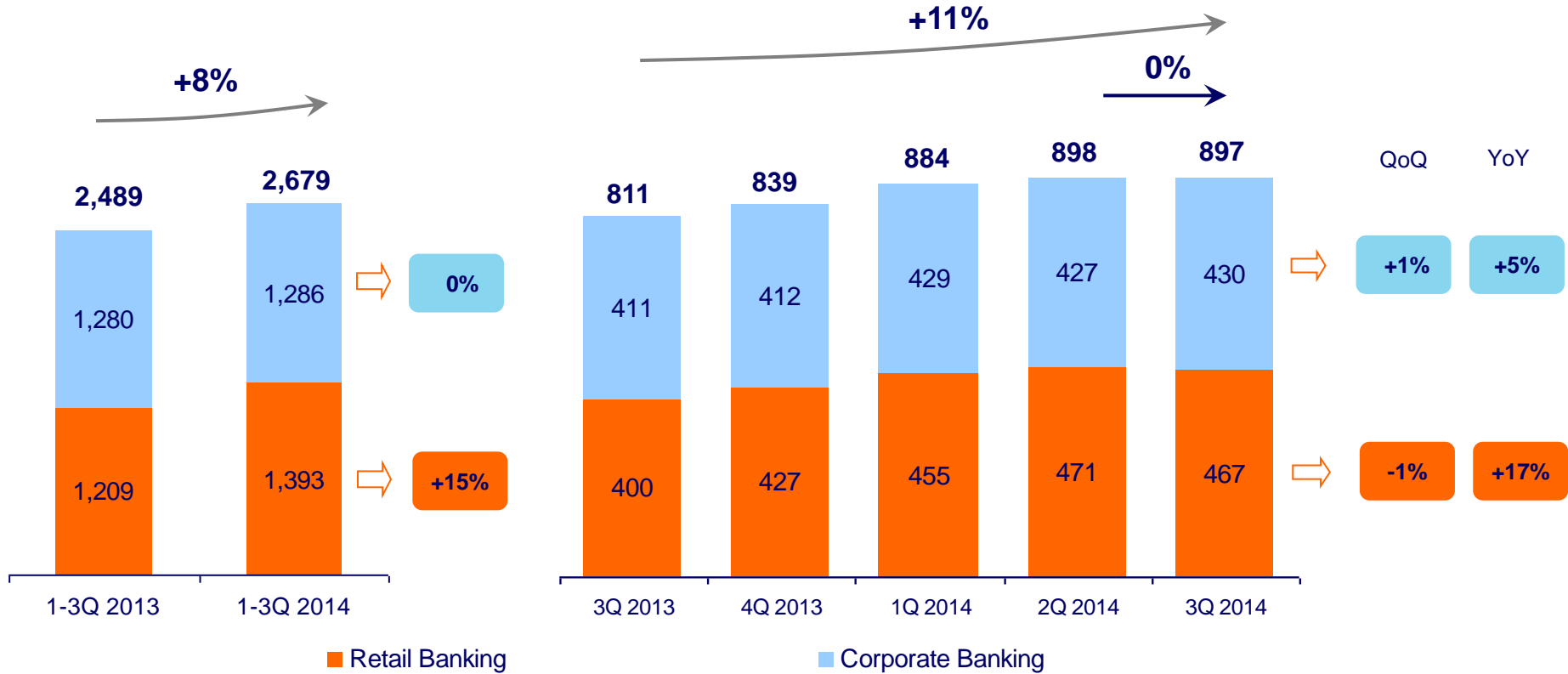
Fees and commissions income

Fees and commissions income by category (PLN m)



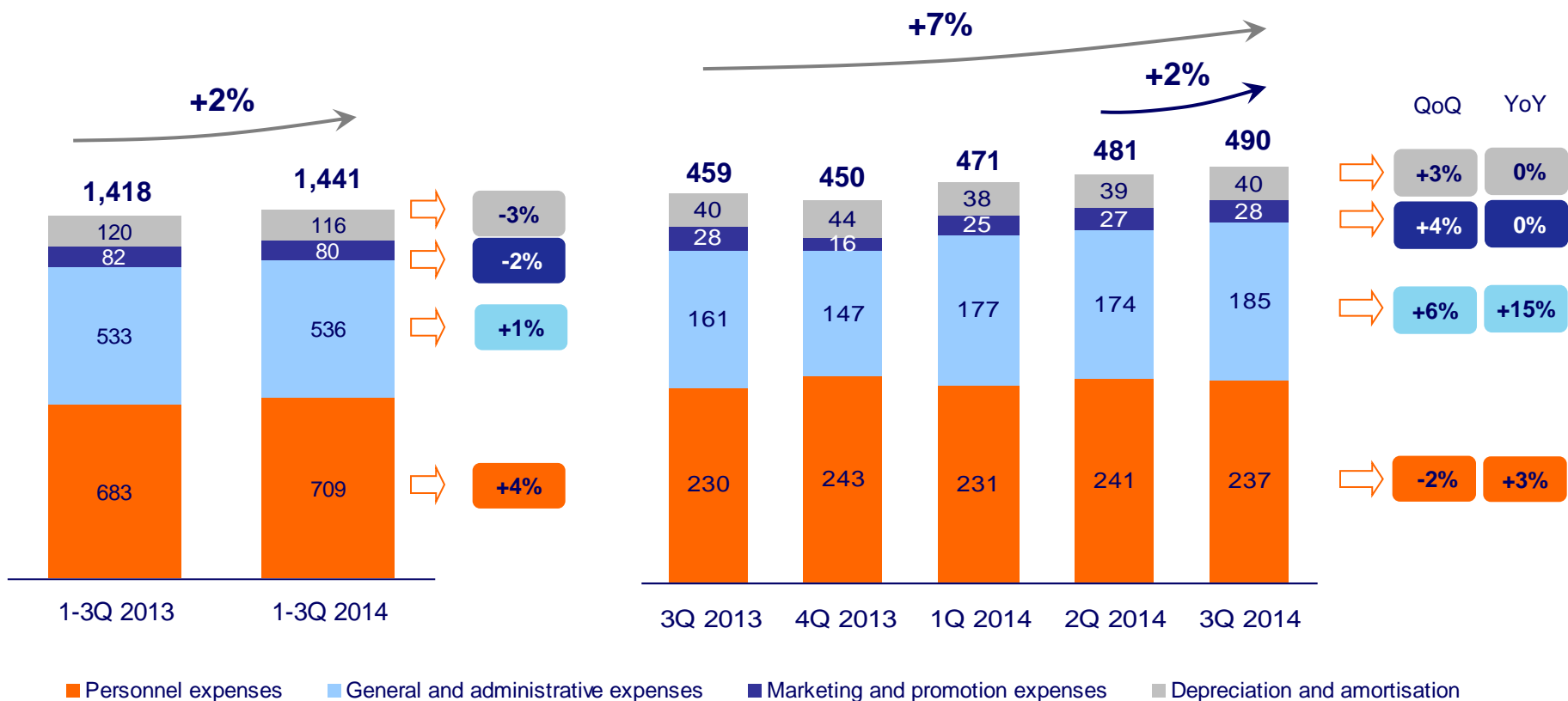
Revenue per business line

Revenues by business line (PLN m)



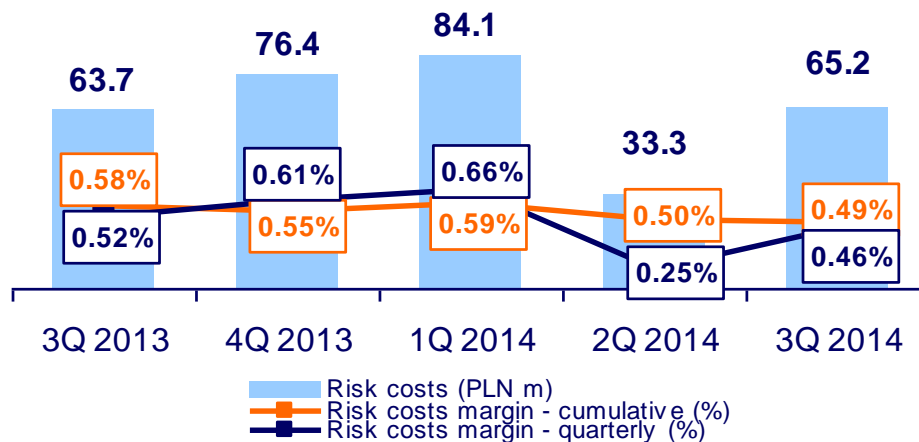
Total expenses

Total costs (PLN m)

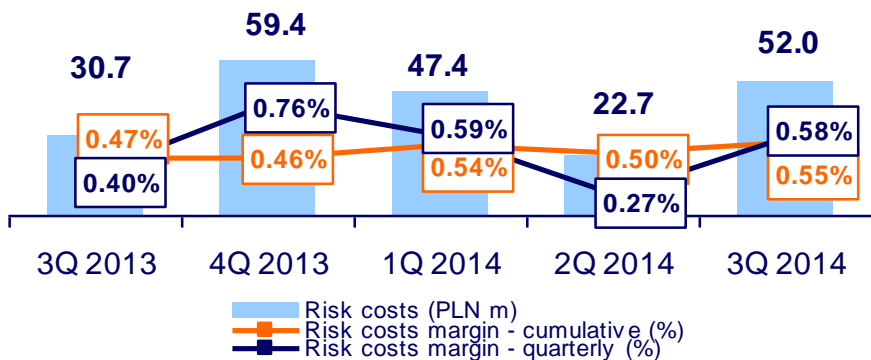


Risk costs

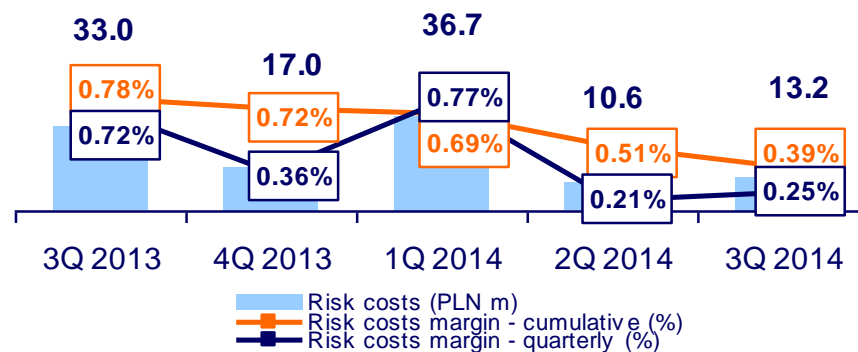
Bank



Corporate



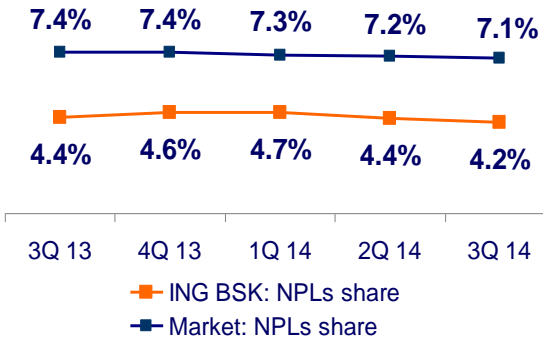
Retail



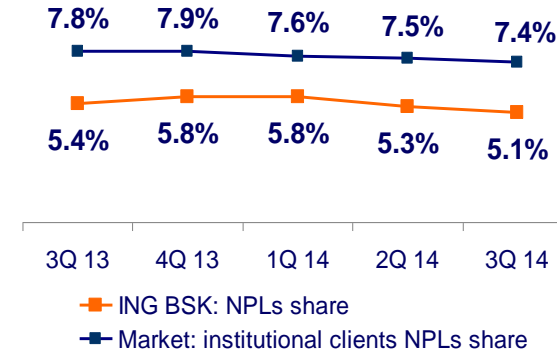
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

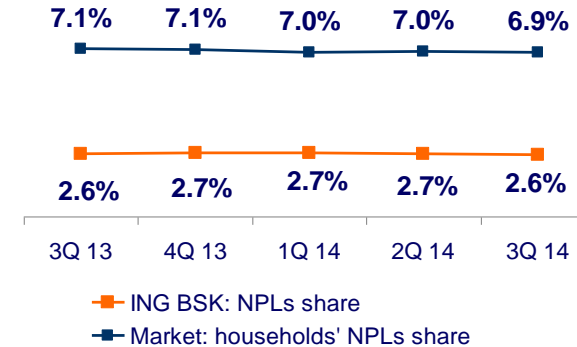
Bank



Corporate



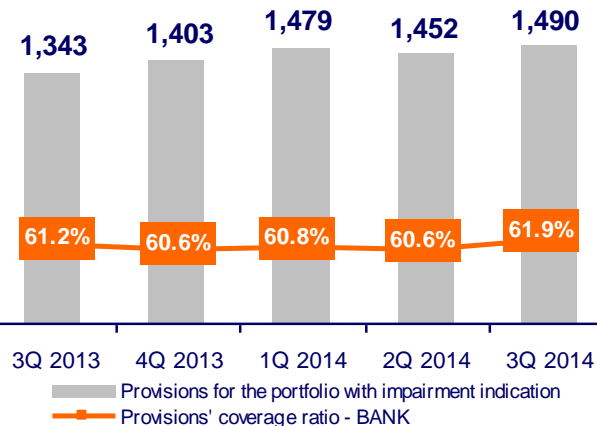
Retail



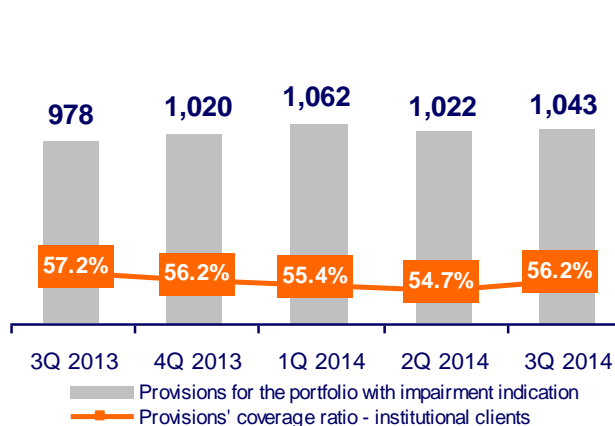
Note: market ratio estimated based on NBP data

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

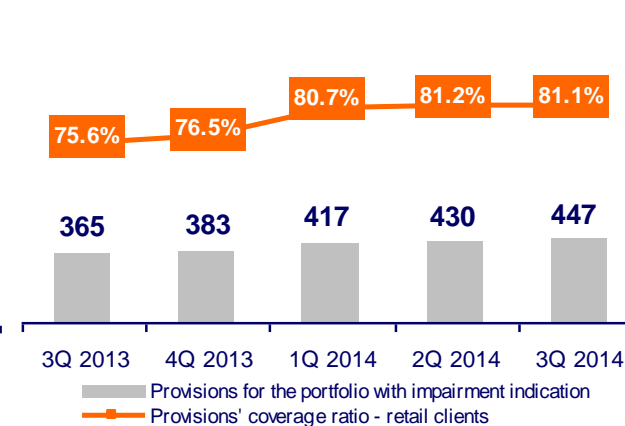
Bank



Corporate

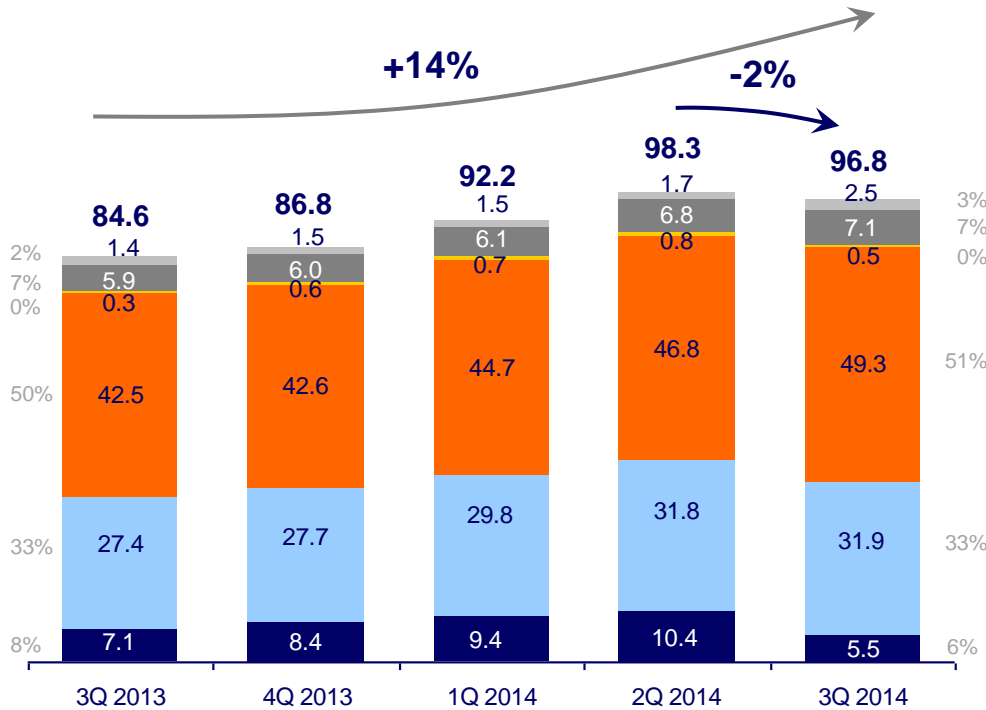


Retail



Bank assets

Assets structure (PLN bn / %)

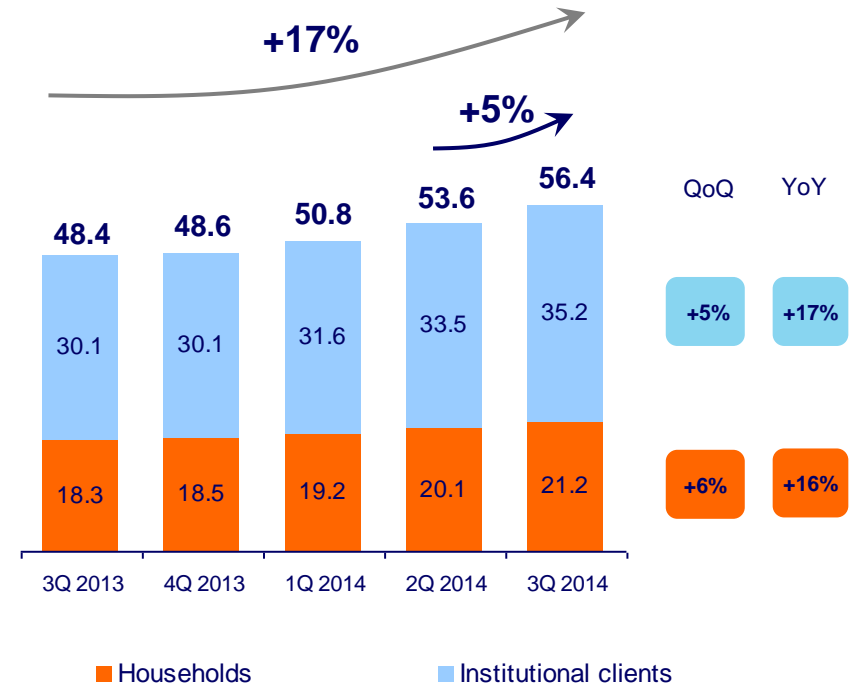


- Other
- Leasing and factoring receivables
- Receivables from customers - BSB transactions
- Loans, corpo bonds and other receivables from customers
- Securities & derivatives
- Loans and receivables from other banks + cash within the Central Bank

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.

Loans and receivables to customers

- non-bank sector (PLN bn)



QoQ YoY

+5% +17%

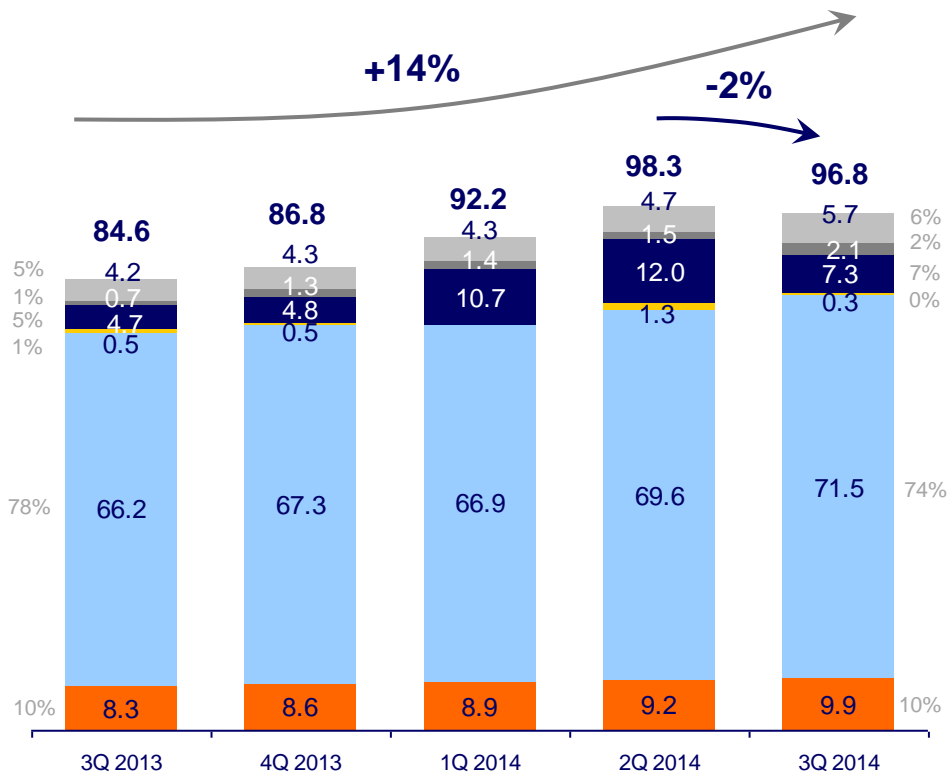
+6% +16%



Bank liabilities

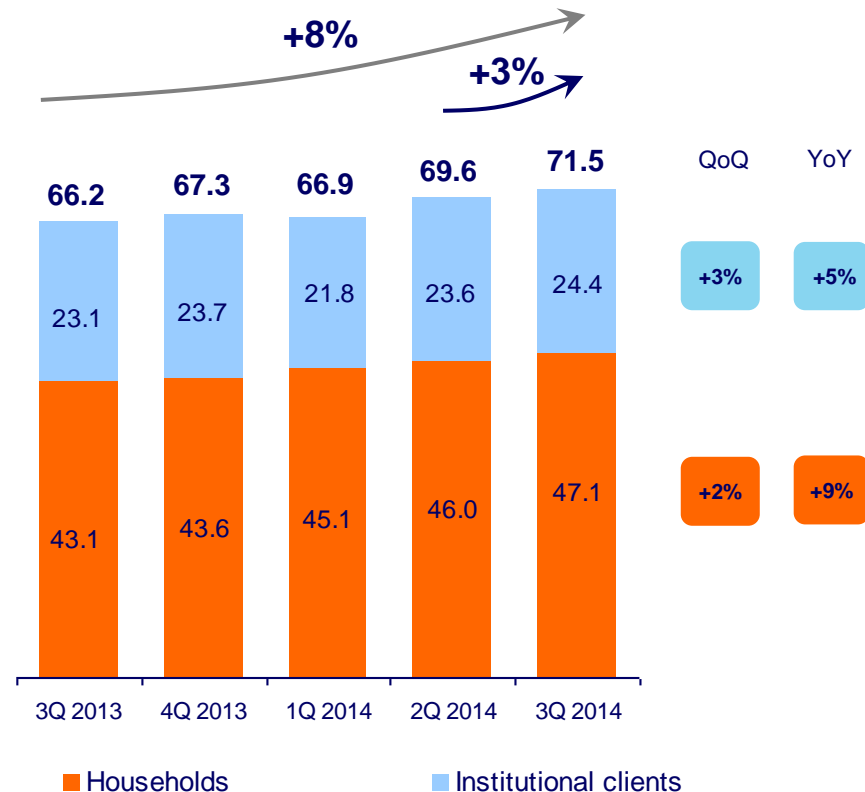
Stable deposit base

Structure of liabilities (PLN bn / %)



- Other liabilities
- Financial liabilities measured at fair value through P&L
- Liabilities to other banks
- Liabilities to clients related to SBB transactions
- Deposits and other liabilities to clients
- Equity

Deposits and other liabilities to clients (PLN bn)

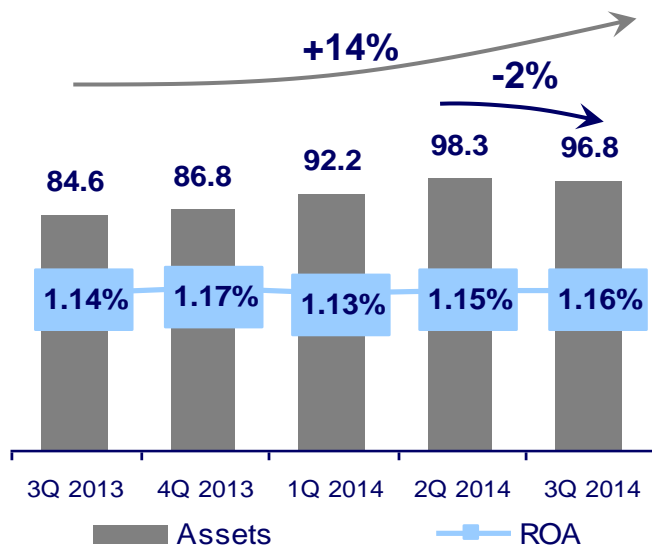


Note: deposits and other liabilities to clients do not include sell-buy-back transactions

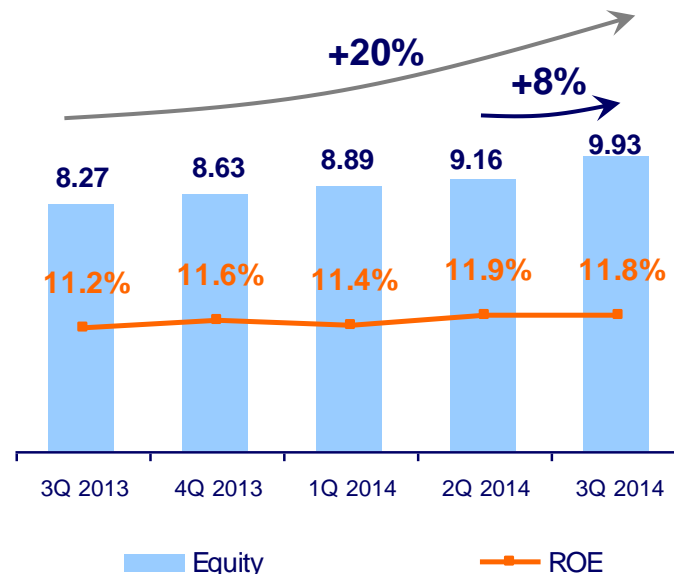


Assets, equity and profitability ratios

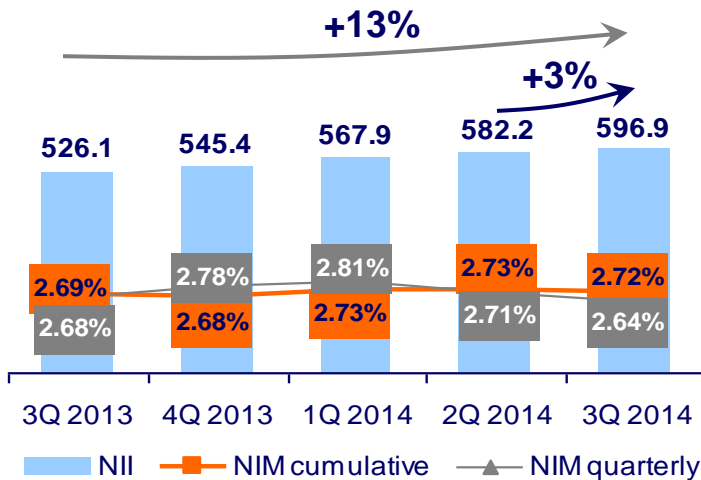
Assets (PLN bn) / ROA



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

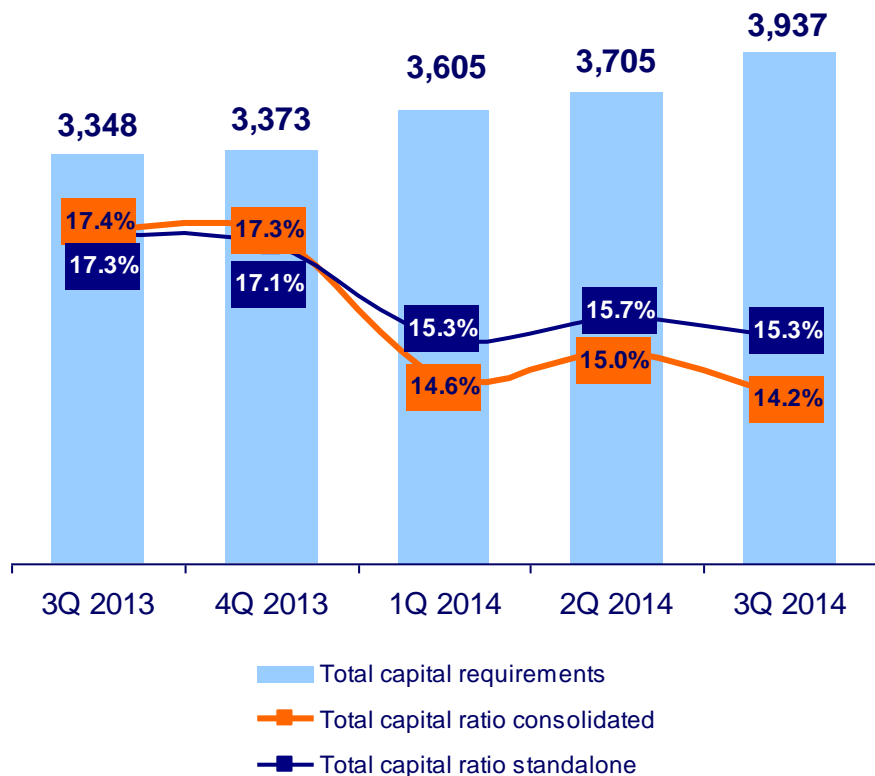
NII – including swap points and interest from derivatives

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

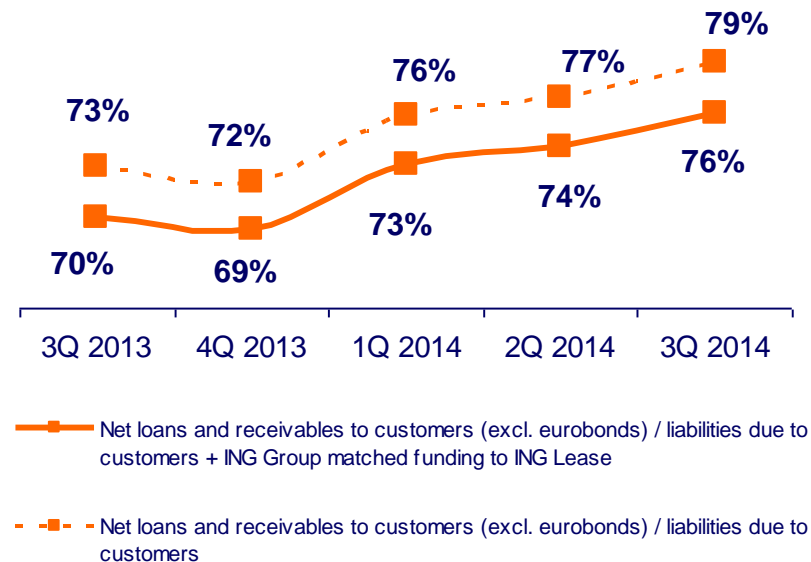
NIM quarterly = quarterly NII x4 / average interest earning assets of a quarter

Capital Adequacy

Total capital ratio and the total capital requirements



Loans-to-deposits ratio



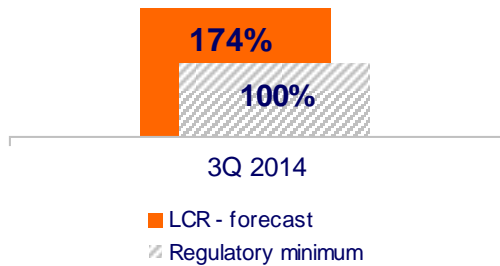
Total capital ratio (former capital adequacy ratio) as at the end of Q1 2014 , Q2 2014 and Q3 2014 calculated in line with Basel III requirements, taking account of the so-called national options to-date (e.g. risk weights for mortgage loans).
The ratio as at the end of Q3 2013 and Q4 2013, calculated in line with Basel II requirements.



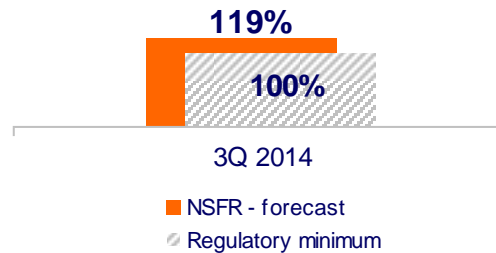
New liquidity and leverage ratios – CRD IV

Estimates on the basis of available assumptions - as at 30 September 2014

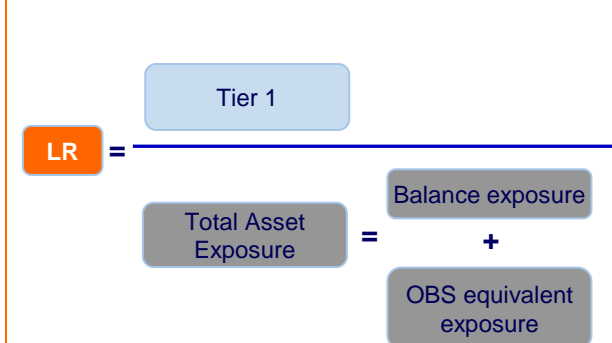
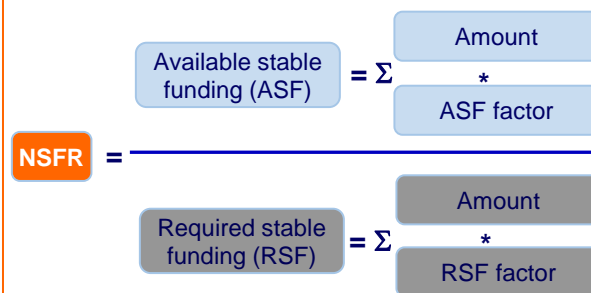
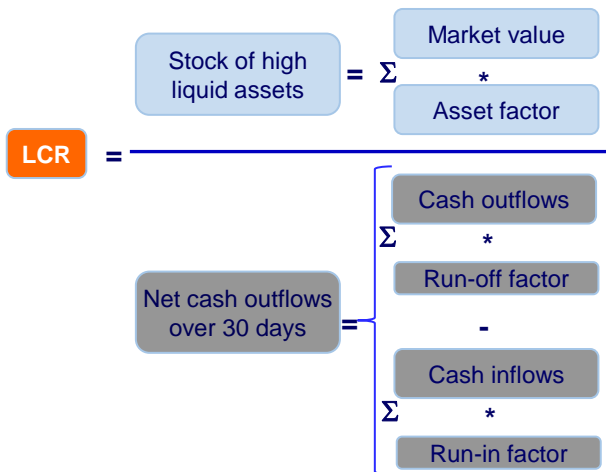
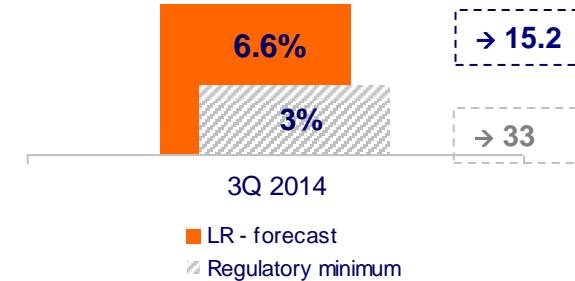
Liquidity Coverage Ratio (LCR)



Net Stable Funding Ratio (NSFR)



Leverage Ratio (LR)



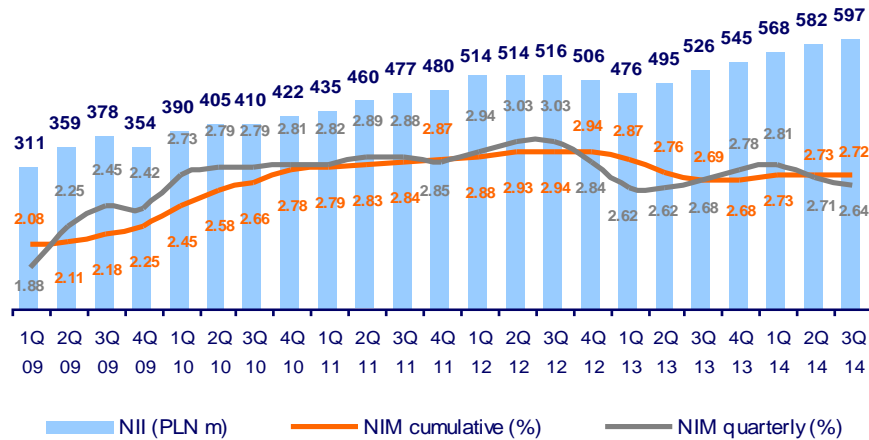
Appendix

Quarterly P&L

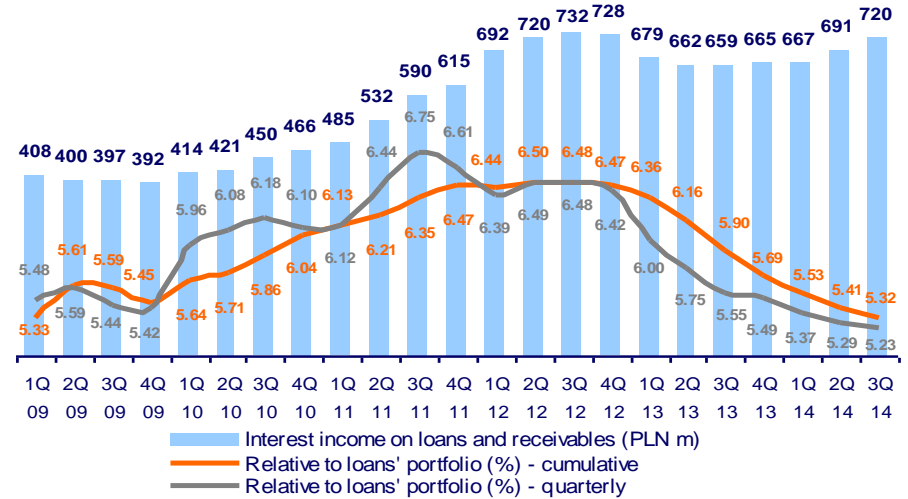
Interim condensed consolidated financial statements	1Q 2013	2Q 2013	3Q 2013	4Q 2013	1Q 2014	2Q 2014	3Q 2014	QoQ		YoY		YTD 2013	YTD 2014	YoY	
								Δ	%	Δ	%			Δ	%
I. Net interest income, of which:	475.8	495.3	526.1	545.4	567.9	582.2	596.9	14.7	2.5%	70.8	13.5%	1,497.2	1,747.0	249.8	16.7%
Interest income, of which:	925.1	902.8	895.4	891.4	903.8	932.6	962.2	29.6	3.2%	66.8	7.5%	2,723.3	2,798.6	75.3	2.8%
- from loans and receivables to banks	27.8	25.3	23.8	28.5	28.7	23.8	22.3	-1.5	-6.3%	-1.5	-6.3%	76.9	74.8	-2.1	-2.7%
- from loans and receivables to customers	623.1	610.7	608.8	610.5	613.8	633.2	659.3	26.1	4.1%	50.5	8.3%	1,842.6	1,906.3	63.7	3.5%
- from leasing	40.2	37.8	37.2	39.5	39.3	42.1	44.5	2.4	5.7%	7.3	19.6%	115.2	125.9	10.7	9.3%
- from factoring	22.0	20.3	20.8	22.7	21.3	23.2	23.6	0.4	1.7%	2.8	13.5%	63.1	68.1	5.0	7.9%
- from debt securities	196.4	197.6	190.7	178.3	187.4	196.5	196.9	0.4	0.2%	6.2	3.3%	584.7	580.8	-3.9	-0.7%
- from BSB transactions (non trading)		8.7	1.3	1.6	3.7	4.8	4.4	-0.4	-8.3%	3.1	238.5%	10.0	12.9	2.9	29.0%
- interest result on derivatives	15.6	2.4	12.8	10.3	9.6	9.0	11.2	2.2	24.4%	-1.6	-12.5%	30.8	29.8	-1.0	-3.2%
Interest expenses, of which:	449.3	407.5	369.3	346.0	335.9	350.4	365.3	14.9	4.3%	-4.0	-1.1%	1,226.1	1,051.6	-174.5	-14.2%
- interest on deposits from banks	26.3	24.5	17.3	16.9	25.2	28.4	21.2	-7.2	-25.4%	3.9	22.5%	68.1	74.8	6.7	9.8%
- interest on deposits from customers	415.6	368.7	343.8	321.5	304.4	315.8	336.5	20.7	6.6%	-7.3	-2.1%	1,128.1	956.7	-171.4	-15.2%
- on SBB transactions (non trading)		7.0	1.8	1.2	0.4	0.7	2.0	1.3	185.7%	0.2	11.1%	8.8	3.1	-5.7	-64.8%
- interest on debt securities in issue	7.4	6.8	5.1	5.1	5.0	5.1	5.1	0.0	0.0%	0.0	0.0%	19.3	15.2	-4.1	-21.2%
- on trading financial instruments	0.0	0.5	1.3	1.3	0.9	0.4	0.5	0.1	25.0%	-0.8	-61.5%	1.8	1.8	0.0	0.0%
II. Net fees & commission income	251.1	261.0	245.0	264.8	276.1	279.6	258.3	-21.3	-7.6%	13.3	5.4%	757.1	814.0	56.9	7.5%
III. Result on trade operations and revaluation (incl investments and HA)	118.5	45.5	27.0	14.2	26.0	30.7	36.0	5.3	17.3%	9.0	n/a	191.0	92.7	-98.3	-51.5%
<i>Net income on instruments measured at fair value through profit or loss and FX result</i>	17.1	34.3	36.4	10.1	25.3	22.8	23.6	0.8	3.5%	-12.8	-35.2%	87.8	71.7	-16.1	-18.3%
<i>Net income on investments</i>	120.4	-0.3	-11.7	0.4	0.1	4.9	5.2	0.3	6.1%	16.9	n/a	108.4	10.2	-98.2	-90.6%
<i>Net income on hedge accounting</i>	-19.0	11.5	2.3	3.7	0.6	3.0	7.2	4.2	140.0%	4.9	213.0%	-5.2	10.8	16.0	-307.7%
IV. Net income on other basic activities	9.8	4.5	3.7	2.7	2.6	4.1	6.1	2.0	48.8%	2.4	64.9%	18.0	12.8	-5.2	-28.9%
V. Share in net profit (loss) of associated entities recognised under the equity method	9.0	7.8	9.3	12.0	11.2	1.1	0.0	-1.1	-100.0%	-9.3	-100.0%	26.1	12.3	-13.8	-52.9%
Income	864.2	814.1	811.1	839.1	883.8	897.7	897.3	-0.4	0.0%	86.2	10.6%	2,489.4	2,678.8	189.4	7.6%
Expenses	482.2	477.0	458.8	450.4	471.2	480.5	489.5	9.0	1.9%	30.7	6.7%	1,418.0	1,441.2	23.2	1.6%
- personnel expenses	226.7	226.3	230.1	243.5	230.5	241.3	237.3	-4.0	-1.7%	7.2	3.1%	683.2	709.2	26.0	3.8%
- other expenses	255.5	250.7	228.7	206.9	240.7	239.2	252.2	13.0	5.4%	23.5	10.3%	734.9	732.1	-2.8	-0.4%
Result on other operating income and expenses	39.9	40.7	39.4	44.0	38.0	38.5	39.6	1.1	2.8%	0.2	0.5%	119.9	116.1	-3.9	-3.2%
Profit before risk costs	382.0	337.1	352.3	388.7	412.6	417.2	407.8	-9.4	-2.3%	55.5	15.8%	1,071.4	1,237.6	166.2	15.5%
Cost of risk	58.0	69.1	63.7	76.4	84.1	33.3	65.2	31.9	95.8%	1.5	2.4%	190.8	182.6	-8.2	-4.3%
- retail	38.0	40.4	33.0	17.0	36.7	10.6	13.2	2.6	24.5%	-19.8	-60.0%	111.4	60.5	-50.9	-45.7%
- corporate	20.0	28.7	30.7	59.4	47.4	22.7	52.0	29.3	129.1%	21.3	69.4%	79.4	122.1	42.7	53.8%
Profit (loss) before tax	324.0	268.0	288.6	312.3	328.5	383.9	342.6	-41.3	-10.8%	54.0	18.7%	880.6	1,055.0	174.4	19.8%
Income tax	64.3	51.1	54.2	61.8	73.9	101.5	69.5	-32.0	-31.5%	15.3	28.2%	169.6	244.9	75.3	44.4%
Net profit (loss), of which:	259.7	216.9	234.4	250.5	254.6	282.4	273.1	-9.3	-3.3%	38.7	16.5%	711.0	810.1	99.1	13.9%
Net profit (loss) attributable to the shareholders of ING Bank Śląski S.A.	259.7	216.9	234.4	250.5	254.6	282.3	273.0	-9.3	-3.3%	38.6	16.5%	711.0	809.9	98.9	13.9%
Net profit (loss) attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.0%	0.1	n/a	0.0	0.2	0.2	n/a
	55.8%	58.6%	56.6%	53.7%	53.3%	53.5%	54.6%					57.0%	53.8%		

Net interest income and margins development

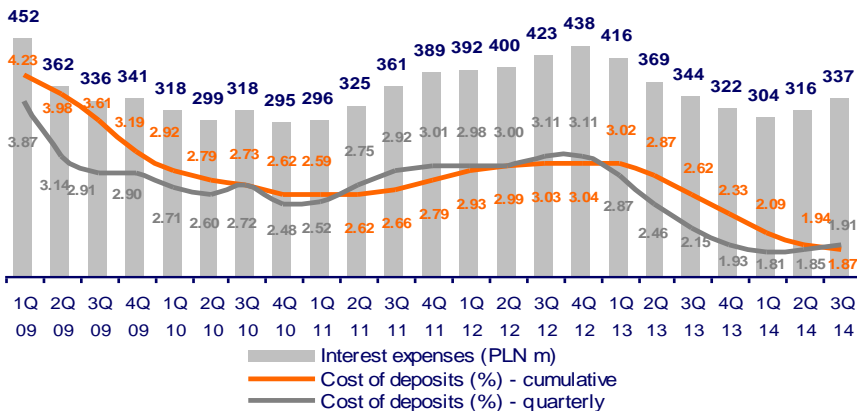
NII (PLN m) / NIM (%)



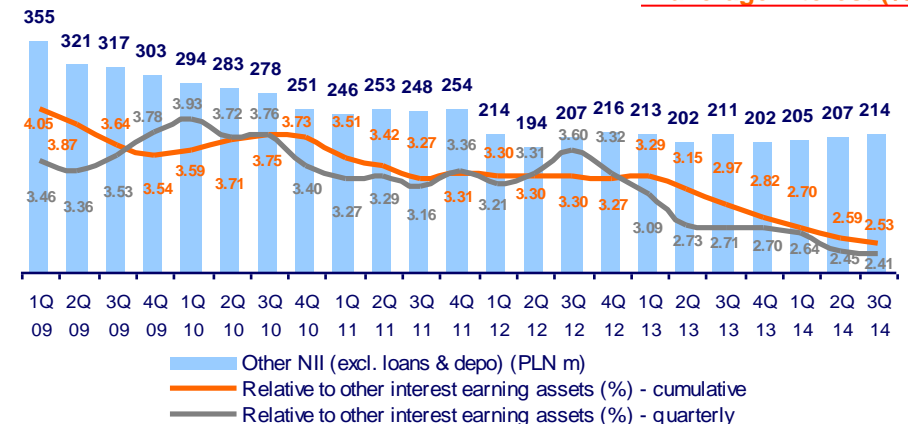
Interest income on customer loans & receivables (PLN m) / average interest (%)



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 interest 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



Lending exposure by industry

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

Consolidated approach

No	Industry	Exposure as of	
		30.09.2014	%
1	WHOLESALE TRADE	5,365	14.6%
2	REAL ESTATE SERVICE	4,052	11.0%
3	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,526	9.6%
4	FOODSTUFF AND BEVERAGE PRODUCTION	2,056	5.6%
5	RETAIL TRADE	2,031	5.5%
6	POWER INDUSTRY	2,017	5.5%
7	FINANCIAL INTERMEDIATION	1,555	4.2%
8	LAND AND PIPELINE TRANSPORTATION	1,366	3.7%
9	CONSTRUCTIONS INDUSTRY	1,238	3.4%
10	EQUIPMENT RENT	1,129	3.1%
11	READY-MADE METAL GOODS PRODUCTIONS	1,113	3.0%
12	RUBBER INDUSTRY	976	2.7%
13	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	895	2.4%
14	AGRICULTURE, FORESTY, FISHERY	725	2.0%
15	POST OFFICE AND TELECOMMUNICATIONS	722	2.0%
16	FUEL INDUSTRY	658	1.8%
17	COMPUTER INDUSTRY AND ASSOCIATED SERVICE	621	1.7%
18	MEANS OF TRANSPORT INDUSTRY	555	1.5%
19	MECHANICAL VEHICLES SALE, REPAIR AND SERVICE	555	1.5%
20	Other	5,573	15.2%
Total exposure		36,729	100.0%

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

Lending exposure by industry

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

Consolidated approach

No	Industry	Exposure as of	
		30.09.2014	%
1	WHOLESALE TRADE	8,043	14.8%
2	REAL ESTATE SERVICE	4,542	8.4%
3	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,350	8.0%
4	POWER INDUSTRY	3,761	6.9%
5	FOODSTUFF AND BEVERAGE PRODUCTION	3,178	5.9%
6	RETAIL TRADE	3,145	5.8%
7	CONSTRUCTIONS INDUSTRY	2,837	5.2%
8	FINANCIAL INTERMEDIATION	1,967	3.6%
9	LAND AND PIPELINE TRANSPORTATION	1,596	2.9%
10	READY-MADE METAL GOODS PRODUCTIONS	1,577	2.9%
11	EQUIPMENT RENT	1,524	2.8%
12	RUBBER INDUSTRY	1,440	2.7%
13	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,257	2.3%
14	COMPUTER INDUSTRY AND ASSOCIATED SERVICE	1,146	2.1%
15	METALS PRODUCTIONS	962	1.8%
16	FUEL INDUSTRY	924	1.7%
17	MECHANICAL VEHICLES SALE, REPAIR AND SERVICE	889	1.6%
18	ENGINEERING INDUSTRY	881	1.6%
19	REMAINING NON-METAL RAW MATERIALS INDUSTRIES	868	1.6%
20	Other	9,350	17.2%
Total exposure		54,237	100.0%

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

