

## PRESS RELEASE

Warsaw, 05 November 2014

### Record-breaking net profit of ING Bank Śląski after three quarters of 2014.

After three quarters of 2014, the consolidated net profit of ING Bank Śląski totalled the record-breaking PLN 809.9 million, an increase by 14% over the same period last year. The Bank recorded growth of basic commercial figures – deposits went up by 8% or PLN 5.3 billion, loans up by 14% or PLN 7.2 billion while the number of retail clients went up by 173 thousand.

Basic financial figures of ING Bank Śląski Group after three quarters of 2014 compared to the same period last year:

- total income up by 8% to PLN 2,678.8 million,
- total costs up by 2% to PLN 1,441.2 million,
- result before risk costs up by 16% to PLN 1,237.6 million,
- gross profit up by 20% to PLN 1,055 million,
- net profit up by 14% to PLN 809.9 million,
- return on equity (ROE) at 11.8%,
- cost to income (C/I) ratio at 53.8% as compared to 57% a year ago,
- share of non-performing loans as at the end of September 2014 totalled 4.2% compared to 7.2% market average for commercial banks,
- total capital ratio at 14.2%.

- We recorded strong commercial results over the first three quarters of this year - deposits were up by 8% to PLN 71.3 billion and loans were up by 14% to PLN 57.6 billion. Those results show that for yet another consecutive quarter we have been growing faster than the market. Innovative products and high quality of services for retail and corporate clients contributed to the growth in the number of persons using bank services. As at the end of September 2014, the number of retail clients reached 3.67 million while of corporate clients – 35.7 thousand – said **Małgorzata Kołakowska, President of ING Bank Śląski**.

- In past quarter, we promoted the Direct Account for individual clients and a new account for Entrepreneurs; we also encouraged clients to use ING BankMobile application which was downloaded over 675 thousand times. Our “Live without compromise” mortgage loan perfectly matched the clients’ needs. As regards production of mortgage loans, we ranked 3rd in the market with the share of over 10% – the President of ING Bank Śląski added.

- We offered cash handling solutions to our corporate clients and we continued development of the Aleo.pl platform. As far as the strategic clients segment is concerned, we co-arranged the biggest market deals. ING Commercial Finance was ranked first in terms of turnover among factoring companies. In turn, the market share of ING Lease in terms of machinery and equipment went up further to 7.4% in new sales, which makes it fourth on the market - said Małgorzata Kołakowska.

**Basic business results of ING Bank Śląski Group after three quarters of 2014 compared to the same period last year:**

- loans up by 14% to PLN 57,559 million,
- deposits up by 8% to PLN 71,298 million,
- number of clients up by 173 thousand to 3.67 million,
- number of current accounts up by 182 thousand to 2,492 thousand (including 1,802 thousand Direct Accounts).

---

#### ING Bank Śląski Press Office

Piotr Utrata

T 22 820 4022

M 601 308 378

E piotr.utrata@ingbank.pl

ING Bank Śląski is one of the largest banks in Poland. It offers a full scope of financial services and products to individual clients and business entities. ING ensures multi-channel access to personal and business accounts and has a nationwide network of cutting-edge bank branches. ING Bank Śląski Capital Group comprises the companies rendering lease, factoring, investment banking and brokerage services. ING Group is a Dutch, global financial institution providing services in banking, insurance and assets management for retail and corporate clients.