

PRESS RELEASE

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Record-breaking net profit of ING Bank Śląski of PLN 961 million

After four quarters of 2013, the consolidated net profit of ING Bank Śląski Group went up to PLN 961.5 million or by 16% when compared to 2012. This is the highest result in the bank's track record. In 2013, ING Bank Śląski recorded solid commercial results – a growth in the deposit and lending markets and in the number of clients.

Basic financial figures of ING Bank Śląski Group in 2013:

- total income up by 3% to PLN 3,283.2 million,
- total costs at the unchanged level of PLN 1,823.1 million,
- result before risk costs up by 6% to PLN 1,460.1 million,
- gross profit up by 17% to PLN 1,192.9 million,
- net profit up by 16% to PLN 961.5 million,
- return on equity (ROE) at 11.6%,
- cost to income (C/I) ratio at 55.5%,
- share of non-performing loans totalled 4.6% compared to 7.5% market average for banks,
- solvency ratio at 17.6%.

- Deposits went up by PLN 9.7 billion, or 17% and totalled PLN 67.5 billion as at the yearend. This in turn, contributed to an increase of the share in the household deposits market up to 8% and to 7.4% for corporate clients. This success will be a footing to boost lending in the upcoming years.

Despite the uneasy market, we observed a high growth in value of loans, which went up by PLN 4.2 billion, or up by 9% from previous year. As at the yearend, the entire bank's lending portfolio totalled PLN 50.5 billion. This enabled us to increase the market share to over 3.4% in the retail area. In corporate, we arrived nearly at 8.3%. One may say that in terms of both deposits and loans we were growing 3 times faster than the market. Additionally, we acquired 350 thousand new clients – said **Małgorzata Kołakowska, President of ING Bank Śląski**.

- Last year also brought landmark solutions that set the trends in the market. They include: B2B Aleo commerce platform, ING Accounting, mobile applications for tablets and phones, and new solutions such as ING V.me Digital Wallet.

These changes are investment in our future, which will enable us to enhance satisfaction, service quality and attract new clients. Solid commercial results in our core business coupled with the launch of new solutions allow us to build the position of a reliable and stable bank, which is modern and innovative at the same time - added **M. Kołakowska**.

Basic business results of ING Bank Śląski Group generated in 2013:

- loans up by 9% to PLN 50,478 million,
- deposits up by 17% to PLN 67,485 million,
- number of new retail clients up by 160 thousand – total number of clients reached 3.4 million,
- number of current accounts up by 179.9 thousand to 2,361 thousand.

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ING Bank Śląski is one of the biggest banks in Poland providing services both to individual clients and business entities. A wide network of almost 420 branches, over 770 ATMs and nearly 770 CDMs, a vast range of payment cards and internet access to personal and business accounts constitute a modern offer and a cooperation platform with other entities of ING Group.

ING Group is a Dutch, global financial institution providing services in banking, insurance and asset management for retail and corporate clients in over 40 countries. It employs over 100,000 individuals in many excellent companies which provide services to their clients under the ING brand.