

PRESS RELEASE

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ING Bank Śląski growth in core areas of operation

In Q1 2013, the consolidated net profit of ING Bank Śląski totalled PLN 259.7 million as compared to PLN 271.5 million a year ago. The Bank recorded growth of basic commercial figures – deposits went up by 11%, loans by 6% and the number of retail clients by 337 thousand.

Basic financial figures of ING Bank Śląski Group for Q1 2013 compared to the same period last year:

- total income of PLN 852.9 million compared to PLN 845.8 million in 2012,
- total costs of PLN 470.9 million compared to PLN 463.9 million in 2012,
- result before risk costs of PLN 382 million compared to PLN 381.9 million in 2012,
- gross profit of PLN 324 million compared to PLN 317.6 million in 2012,
- net profit of PLN 259.7 million compared to PLN 271.5 million in 2012,
- cost to income (C/I) ratio at 55.2% as compared to 54.8% in 2012,
- consolidated solvency ratio at 15.2% as compared to 12.1% in 2012,
- return on equity (ROE) at 10.9% as compared to 15.1% in 2012,

- Yet another quarter of market position consolidation and offer development in the key areas of our Bank's strategy has come to an end. Bank's deposits went up by 11% to PLN 58 billion over the past period. The Retail area grew by 15%, whereby our deposit market share increased to 7.5%. We recorded a high growth in deposits in the mid-sized and mid-corporates segment, up by 30%. We were faster in lending development than other banks. In Q1, the value of loans went up by 6% to PLN 47.4 billion, which translated into a higher market share as regards loans for individual and corporate clients (3.2% and 8.1% respectively). In Retail, the growth stemmed from mortgage and cash loans; in Corporate it was driven by the mid-sized and mid-corporates segment – said **Małgorzata Kołakowska, President of ING Bank Śląski**.

- As a result of the promotions, in Q1 we increased the number of new retail clients by 83.5 thousand to 3.27 million and of corporate clients by 1 thousand to 30.4 thousand. Our commercial achievements translated into higher Bank's revenue which was PLN 852.9 million while the Bank's net profit totalled PLN 259.7 million – the **President of ING Bank Śląski** added.

- In the past quarter we offered our clients new business solutions as well. We were the first bank on the market to offer accounting services for mid-sized and mid-corporate companies. ING Accounting is fully integrated with the internet banking system for businesses. New internet banking system functionalities were yet another facility launched for retail clients. At present, as part of the "Offer upon click", its users find it easy to file a cash loan application online, for example. The importance of mobile banking is growing and ING apps for individual and corporate clients are very favourably assessed by the market – said **Małgorzata Kołakowska**.

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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 over 420 branches, almost 770 ATMs and nearly 700 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 50 countries.

It employs over 114 thousand individuals in many excellent companies which provide services to their clients under the ING brand.

Key business results of ING Bank Śląski Group generated in Q1 2013 compared to the same period last year:

- loans up by 6% to PLN 47.4 billion,
 - loans to retail clients up by 11% to PLN 16.9 billion,
 - loans to corporate clients up by 3% to PLN 30.5 billion,
- deposits up by 11% to PLN 58.1 billion,
- number of retail clients up by 337 thousand gross to 3.27 million,
- number of corporate clients up by 1 thousand to 30.4 thousand.

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