

PRESS RELEASE

Warsaw, 11 February 2015

In 2014 the consolidated net profit of ING Bank Śląski went up by 8%

After four quarters of 2014, the consolidated net profit of ING Bank Śląski Group went up to PLN 1,041 million, or by 8% when compared with 2013. The Bank Management Board will recommend a dividend payout in the amount of about 50% of the consolidated net result. In 2014, ING Bank Śląski while continuing organic growth strengthened its share in the deposit and lending markets and increased the number of clients.

Basic financial figures of ING Bank Śląski Group in 2014:

- total income up by 6% to PLN 3,545 million,
- total costs up by 3% to PLN 1,930 million,
- result before risk costs up by 11% to PLN 1,615 million,
- gross profit up by 13% to PLN 1,347 million,
- net profit up by 8% to PLN 1,041 million,
- return on equity (ROE) settled at 11.1%,
- cost to income (C/I) ratio settled at 54.4%,
- share of non-performing loans totalled 4.1% compared with 7% market average for banks,
- total capital ratio was at 14.2%.

- In 2014, we have been consistently building our market position while retaining high profitability and a strong capital position. In view of the above, the Management Board will recommend to the Company shareholders a dividend payout of about 50% of the ING Bank Śląski Capital Group net profit generated in 2014 – said **Małgorzata Kołakowska, President of ING Bank Śląski**.

- Last year the bank further strengthened its position on the deposit and lending markets. Over this period, the value of deposits of ING Bank Śląski went up by PLN 7.9 billion, or by 12% and totalled PLN 75.4 billion as at the yearend. It translated into a share of 8.4% in the household deposits market and a share of 7.4% in the corporate market. We also recorded a high growth in loans – by PLN 8.1 billion or 16% when compared with the 2013 yearend. As at the yearend, the entire bank's lending portfolio totalled PLN 58.5 billion. The share in the household loans market reached 3.8% and almost 9% in the corporate loans market. A modern and innovative offer for clients ensured our good competitive position on the market. As a result, we acquired 380 thousand new clients, whose number as at the 2014 yearend totalled 3.7 million – added **Małgorzata Kołakowska**.

- Last year we further improved our services and products for both individual clients and businesses. In the retail area, we offered V.me Digital Wallet, NFC payments, we developed the ING BankMobile application which has been downloaded over 800 thousand times. We also increased the number of NFC-enabled ATMs to 450 machines, i.e. over 50% of the Bank's network. In 2014, we started working on development of the "My ING" new internet banking system. We are gradually increasing the number of state-of-the-art cash deposit machines for corporate clients – online vaults, light vaults, mini-CDMs and fee collection machines. We have also been streamlining the Aleo platform. ING BusinessMobile application for businesses has been downloaded already 35 thousand times. In 2014, we started working on development of the new internet banking system for businesses - **M. Kołakowska** said.

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.

- As far as the strategic clients segment is concerned, we participated in the biggest market deals. Our leasing and factoring companies posted good results. ING Commercial Finance was number one in the market as at the 2014 yearend with the turnover of PLN 16.9 billion and increased its market share to almost 15%. ING Lease recorded an 8% growth in the value of corporate funding and increased the number of clients by 52% – added **M. Kolakowska**.

Key business results of ING Bank Śląski Group generated in 2014:

- loans up by 16% to PLN 58,531 million,
- deposits up by 12% to PLN 75,371 million,
- number of new retail clients up by 380 thousand – total number of clients reached 3.7 million,
- number of current accounts up by 185.8 thousand to 2,547 thousand.

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