

A woman with short dark hair, wearing a brown jacket, is smiling while driving a car. The car's interior, including the steering wheel and dashboard, is visible. The background shows a blurred city street.

ING Bank Śląski S.A.

4Q/FY 2015

Business and Financial Results

Warsaw, 4 February 2016

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.

www.ingbank.pl

Content

- 1** Introduction to financial results and market position of the Bank
- 2** Business development
- 3** 4Q/FY 2015 financial results

Strategic targets of ING Bank Śląski

Accomplishments in 2015

Acquisition of new clients and increase of volumes:

- **PLN 87.3 bn** deposits → **+PLN 11.9 bn** (+16%) y/y
- **PLN 58.7 bn** retail clients deposits → **+PLN 8.5 bn** (+17%) y/y
- **Over 4 m** retail clients → **450 th** of new clients acquired in a year (net increase by **290 th** y/y)
- **42.6 th** corporate clients

Increase in lending products sales:

- **PLN 69.6 bn** loans to customers → **+PLN 11.0 bn** (+19%) y/y
- **PLN 43.3 bn** corporate lending (incl. leasing & factoring) → **+PLN 6.6 bn** (+18%) y/y
- **PLN 26.3 bn** retail lending → **+PLN 4.5 bn** (+20%) y/y
- **PLN 19.7 bn** retail mortgage loans → **+PLN 3.6 bn** (+22%) y/y;
13.0% market share in retail mortgage loans sales in 2015

Maintaining high quality of customer service:

- 805 own ATMs and 808 CDMs (including **799** dual-function and over **780** contactless machines) installed
- 395 branches, all with self-banking areas
- Mobile banking: **1.2 million** downloads of applications: *ING BankMobile* (smartphones) and *ING BankMobile HD* (tablets); almost **45 th** downloads of application *ING Business*

Development of simple and honest product offer:

- **2.8 million** Current Accounts, **78%** are **Direct Current Account**
- Direct account campaign '**Bank as you like**'
- Savings advertising campaign with the slogan '**Saving smarties reap benefits**'
- Brand campaign '**It's good to know what you want, but it's even better to do it**'

Translation of business activities into Bank's financial results:

- **PLN 3,778 m** of total income in 2015 → +7% y/y
- **PLN 1,622 m** of result before risk costs in 2015 (PLN 1,615 m in 2014)
- **PLN 1,127 m** of net profit in 2015 → +8% y/y
- **L/D ratio** at the level of **76%** → +3 p.p. y/y



Major business results of the Bank

Bank business volumes

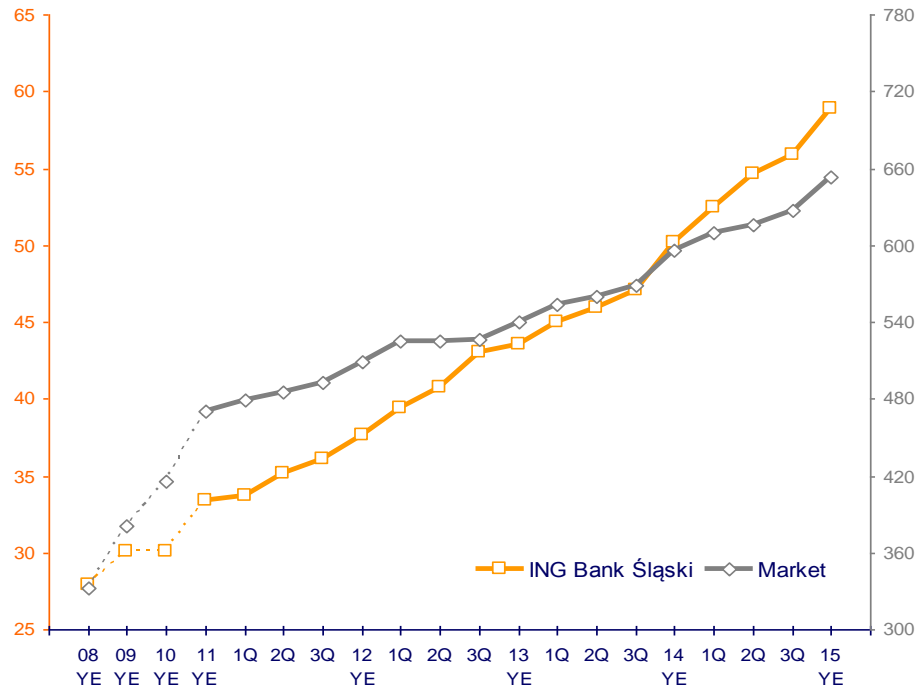
<i>in PLN million</i>	31.12.14	31.03.15	30.06.15	30.09.15	31.12.15	Change QoQ	Change YoY	Diff QoQ	Diff YoY
Total deposits	75,371	77,341	80,229	83,852	87,250	4%	16%	3,398	11,879
Retail clients deposits	50,141	52,319	54,596	55,800	58,690	5%	17%	2,890	8,549
Corporate clients deposits	25,230	25,022	25,633	28,052	28,560	2%	13%	508	3,330
Total funds entrusted by retail clients	57,309	60,302	62,712	63,489	66,436	5%	16%	2,947	9,127
Mutual funds assets (TFI) + other off-BS products distributed by the Bank	7,168	7,983	8,116	7,689	7,746	1%	8%	57	578
Total loans	58,531	61,646	66,386	69,173	69,565	1%	19%	392	11,034
Loans to retail clients	21,844	23,111	24,498	25,406	26,295	3%	20%	889	4,451
Mortgage loans volume	16,167	17,214	18,288	19,019	19,721	4%	22%	702	3,554
Loans to corporate clients incl. leasing and factoring	36,687	38,535	41,888	43,767	43,270	-1%	18%	-497	6,583

Market position of ING Bank Śląski

Households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

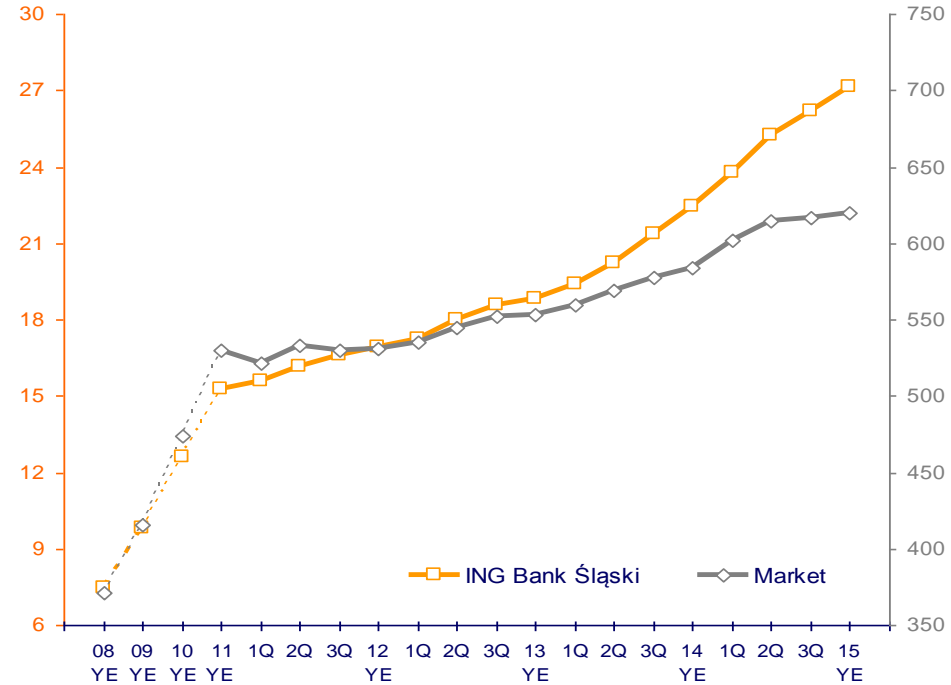


market share (%)

08YE	09YE	10YE	11YE	1Q	2Q	3Q	12YE	1Q	2Q	3Q	13YE	1Q	2Q	3Q	14YE	1Q	2Q	3Q	15YE
8.42	7.88	7.24	7.10	7.03	7.25	7.33	7.40	7.50	7.76	8.18	8.07	8.13	8.20	8.29	8.42	8.60	8.89	8.92	9.01

Volumes and share in the households loans market

Households loans - volumes (in PLN billion)



market share (%)

08YE	09YE	10YE	11YE	1Q	2Q	3Q	12YE	1Q	2Q	3Q	13YE	1Q	2Q	3Q	14YE	1Q	2Q	3Q	15YE
2.00	2.36	2.67	2.89	2.99	3.03	3.14	3.19	3.22	3.30	3.37	3.41	3.47	3.56	3.70	3.84	3.95	4.11	4.26	4.39

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

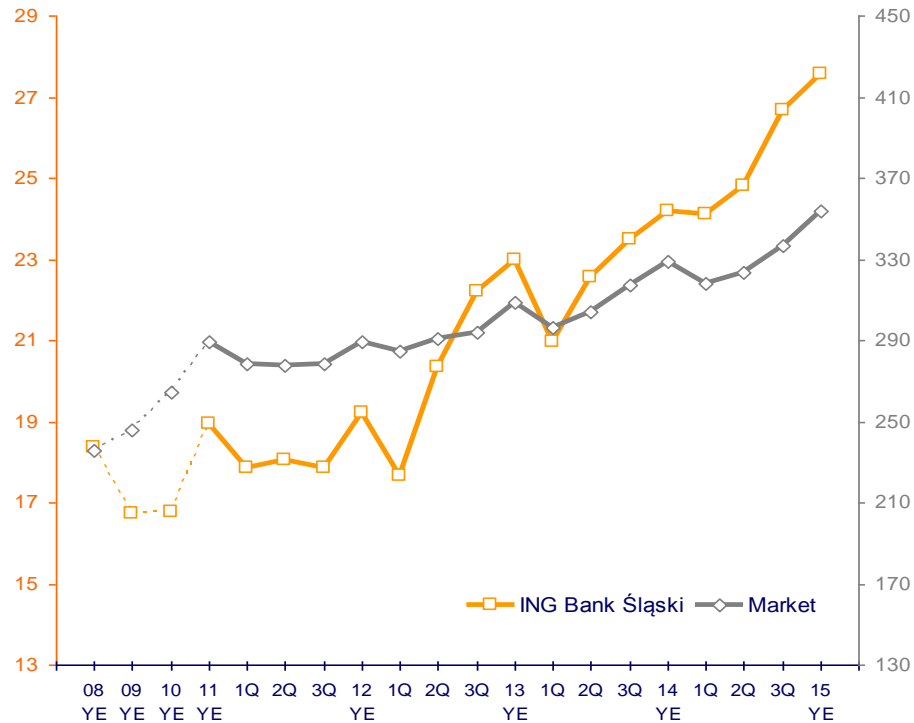


Market position of ING Bank Śląski

Corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

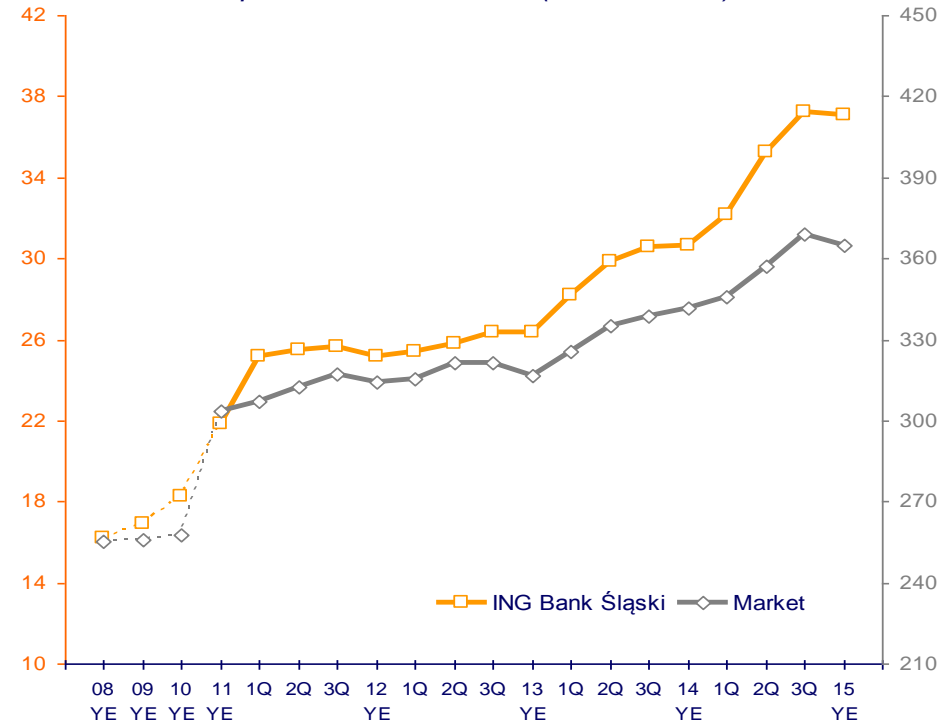


market share (%)

08YE	09YE	10YE	11YE	12 1Q	12 2Q	12 3Q	12 4Q	13 1Q	13 2Q	13 3Q	13 4Q	14 1Q	14 2Q	14 3Q	14 4Q	15 1Q	15 2Q	15 3Q	15 4Q
7.79	6.82	6.35	6.56	6.41	6.50	6.41	6.64	6.20	7.00	7.57	7.44	7.08	7.43	7.39	7.36	7.57	7.68	7.92	7.79

Volumes and share in the corporate loans market

Corporate loans - volumes (in PLN billion)



market share (%)

08YE	09YE	10YE	11YE	12 1Q	12 2Q	12 3Q	12 4Q	13 1Q	13 2Q	13 3Q	13 4Q	14 1Q	14 2Q	14 3Q	14 4Q	15 1Q	15 2Q	15 3Q	15 4Q
6.34	6.60	7.09	7.19	8.19	8.16	8.09	7.99	8.07	8.03	8.20	8.32	8.66	8.92	9.03	8.97	9.30	9.89	10.08	10.17

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



ING Bank Śląski financial performance

PLN million	2014	2015	change
Total income	3,544.8	3,778.1	+ 7%
Total expenses	1,929.7	2,155.7	+ 12%
Expenses (excl. costs of bankruptcy of SK Bank) */	1,929.7	1,998.3	+ 4%
Result before risk costs	1,615.1	1,622.4	+ 0%
Risk costs	267.7	232.1	- 13%
Profit before tax	1,347.4	1,390.3	+ 3%
Net profit	1,040.7	1,127.0	+ 8%
Total capital ratio	14.2%	13.7%	- 0.5 p.p.
ROA (%)	1.10%	1.07%	- 0.03 p.p.
ROE (%)	11.1%	11.0%	-0.1 p.p.
C/I Ratio (%)	54.4%	57.1%	+ 2.7 p.p.
C/I Ratio (%) - adjusted */	54.4%	52.9%	- 1.5 p.p.

PLN million	4Q 2014	4Q 2015	change
Total income	866.0	953.6	+ 10%
Total expenses	488.5	648.0	+ 33%
Expenses (excl. costs of bankruptcy of SK Bank) */	488.5	490.6	+ 0%
Result before risk costs	377.5	305.6	- 19%
Risk costs	85.1	51.5	- 39%
Profit before tax	292.4	254.1	- 13%
Net profit	230.8	205.7	- 11%
C/I Ratio (%)	56.4%	68.0%	+ 11.6 p.p.
C/I Ratio (%) - adjusted */	56.4%	51.4%	- 5.0 p.p.

ROA = sum of net profit of 4 consecutive quarters / average assets of 5 consecutive quarters

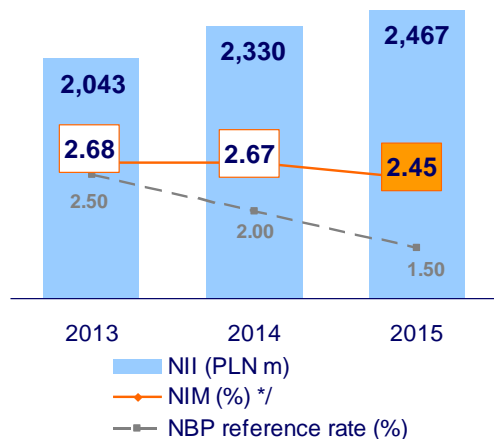
ROE = sum of net profit of 4 consecutive quarters / average equity of 5 consecutive quarters

*/ Excluding costs of bankruptcy of Bank Rzemiosła i Rolnictwa in Wołomin (SK Bank) of PLN 157.4 million



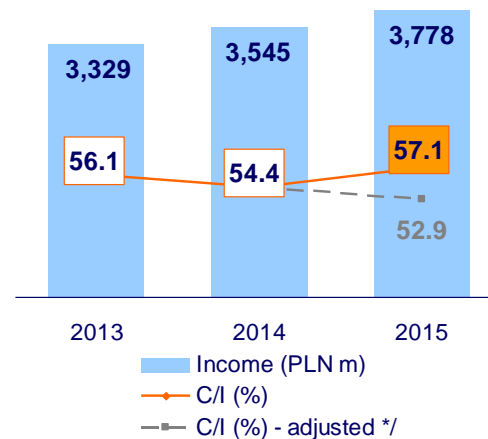
Efficiency

Net interest margin



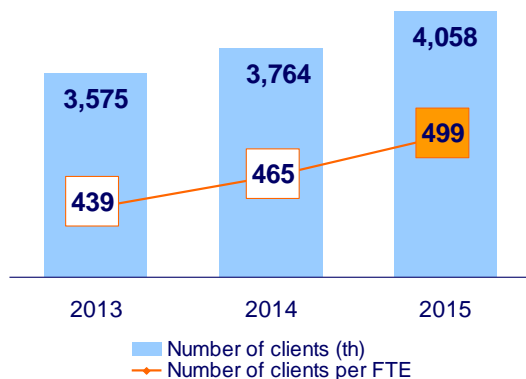
*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

Income and cost effectiveness

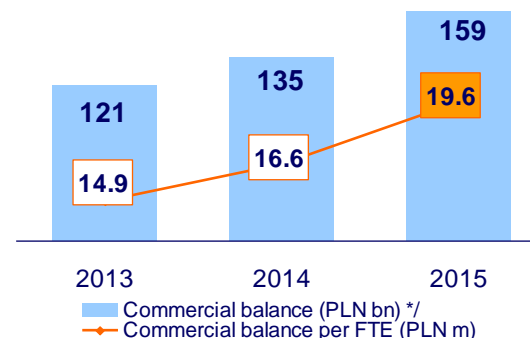


*/ Costs excluding the costs of bankruptcy of SK Bank in Wołomin

No. of clients per employee



Commercial balances per employee



*/ Commercial balance = gross clients' loans & receivables excl. bonds incl. leasing and factoring + clients' liabilities



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Retail Banking

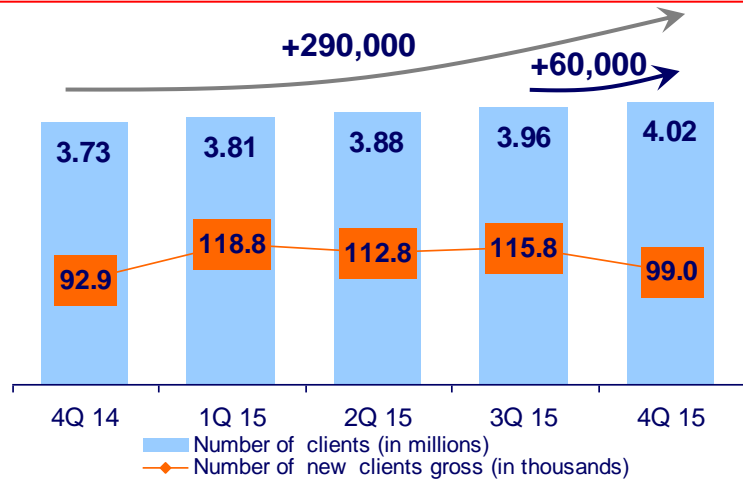
Increase in core products' sales

- **Over 4 m** retail clients → **450 th** new clients acquired over 2015 (net increase by 290 th y/y)
- **PLN 26.3 bn** retail lending → **+ PLN 4.5 bn (+20%) y/y** and + PLN 0.9 bn (+3%) q/q
- **PLN 19.7 bn** mortgage loans portfolio → **+ PLN 3.6 bn (+22%) y/y** and + PLN 0.7 bn (+4%) q/q
- **13.0%** market share in retail mortgage loans sales in 2015
- Cash loans sales → **Over PLN 3 bn** cash loans sold to retail clients in 2015 (+13% y/y); **PLN 792 m** sales in 4Q 2015 (+25% y/y)
- **PLN 58.7 bn** retail clients deposits → **+ PLN 8.5 bn (+17%) y/y** and + PLN 2.9 bn (+5%) q/q
- 2.8 m retail current accounts, **78% of Direct Current Accounts**
- 85% of self-service cash depositing transactions
- *ING BankMobile* and *ING BankMobile HD* – **1.2 million** downloads of mobile banking applications

Client base

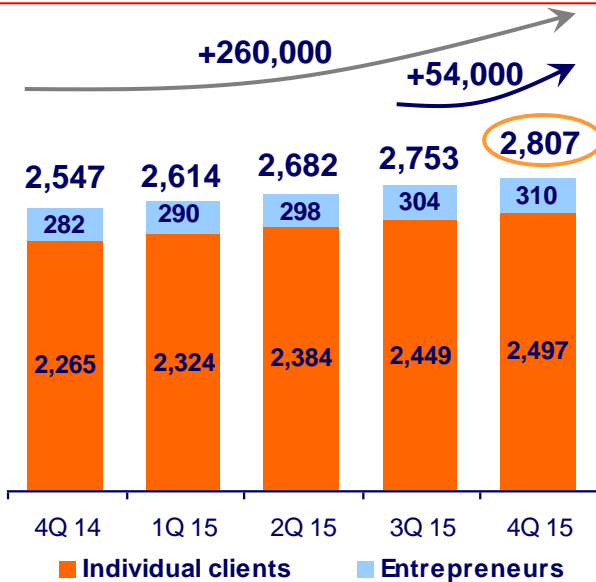
Over 4 million retail clients

Number of retail clients



450th
 (+22% y/y)
new retail clients
 acquired over 2015

Number of retail clients' current accounts (in thousands)



	QoQ	YoY
Individual clients	+6,000	+28,000
Entrepreneurs	+48,000	+232,000

Direct Accounts
 represent
78% of all
 current accounts

DIRECT ACCOUNT Mobile banking for PLN 0

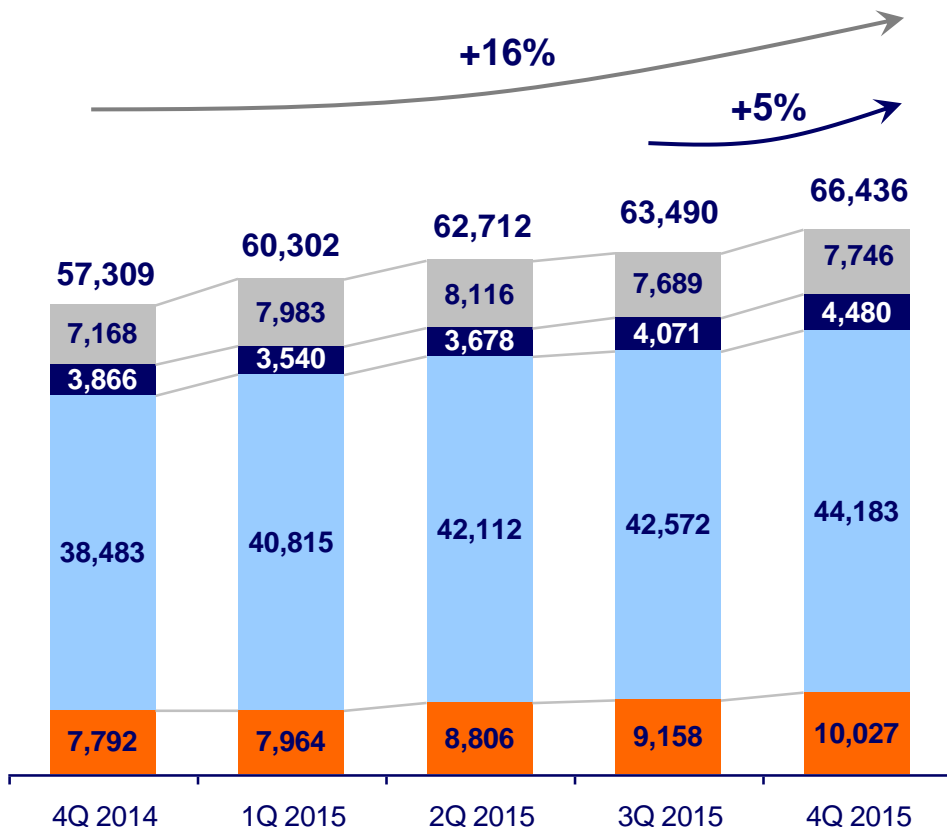


Note: PLN denominated current accounts

Funds entrusted

Permanent growth of stable funding base

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



- Mutual Funds assets +other Off-BS products
- Term deposits and structured products
- Saving Accounts
- Current Accounts



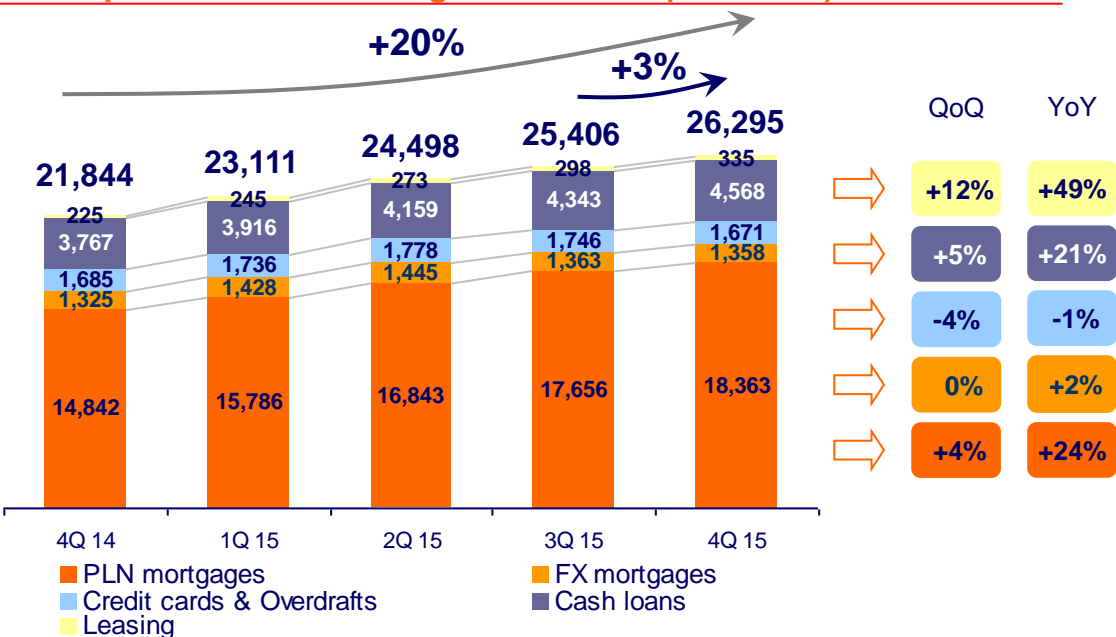
	QoQ	YoY
→	+1%	+8%
→	+10%	+16%
→	+4%	+15%
→	+9%	+29%

} +5% QoQ
+17% YoY

Loan portfolio of retail segment clients

Constant growth in retail lending

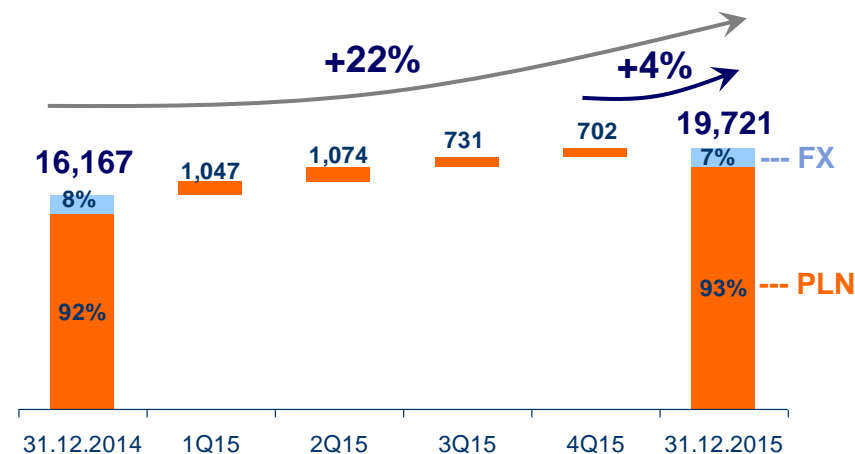
Loan portfolio of retail segment clients (in PLN m)



Over PLN 3 bn
of cash loans sold to retail clients in 2015 (+13% y/y)

PLN 792 m sales in 4Q 2015 (+25% y/y)

Retail mortgage loans (PLN m)



- **13.0%** market share in mortgage loans' sales in 2015, **#3rd position** on the market
The amount of 2015 mortgage production is **PLN 5.2 bn (+23% y/y)**
- **7.6%** share in PLN market housing loans volume; **4.6%** in total housing loans market (as of 2015 YE)



Distribution and service network

Enhanced access to banking services

Mobile banking (ING BankMobile / ING BankMobile HD)

- ~ **700 th** active clients
- ~ **6.3 m** transactions in 4Q 2015 (transfers + phone top-ups)
- ~ **300 th** average daily number of logins
- ~ **170 th** average daily number of unique users logins

1.2 million
downloads



My ING



- **395** branches, all with self-banking areas
- **805** own ATMs and **808** CDMs (including **799** dual-function machines)
- **Over 780** contactless machines
- **64** ING Express points at shopping malls
- **85%** of cash-in transactions are processed automatically



ING BSK Index Funds SFIO

New approach to investing

ING BSK Index Funds SFIO

3 stock indexes to choose from



ING BSK Indeks WIG 20

This subfund replicates the performance of top 20 joint-stock companies listed on the Warsaw Stock Exchange.

✓ **Simple rules**

Clients choose the market they want to invest on. Bank offers a ready-for-investing bundle of shares from a given market.

✓ **Money in control**

Clients use our online banking system to make their payments and withdrawals.



ING BSK Indeks MSCI EMU

This subfund replicates the performance of 240 large- and mid-cap European companies across 10 most developed Eurozone countries.

✓ **Low costs**

Index fund management does not necessitate analysis of specific companies, whereby management fees and charges are low.

✓ **Investment from PLN 100**

This is the amount clients need to start investing on the biggest Polish, European and US stock exchanges.



ING BSK Indeks S&P 500

This subfund replicates the performance of 500 companies from the key sectors in the USA.



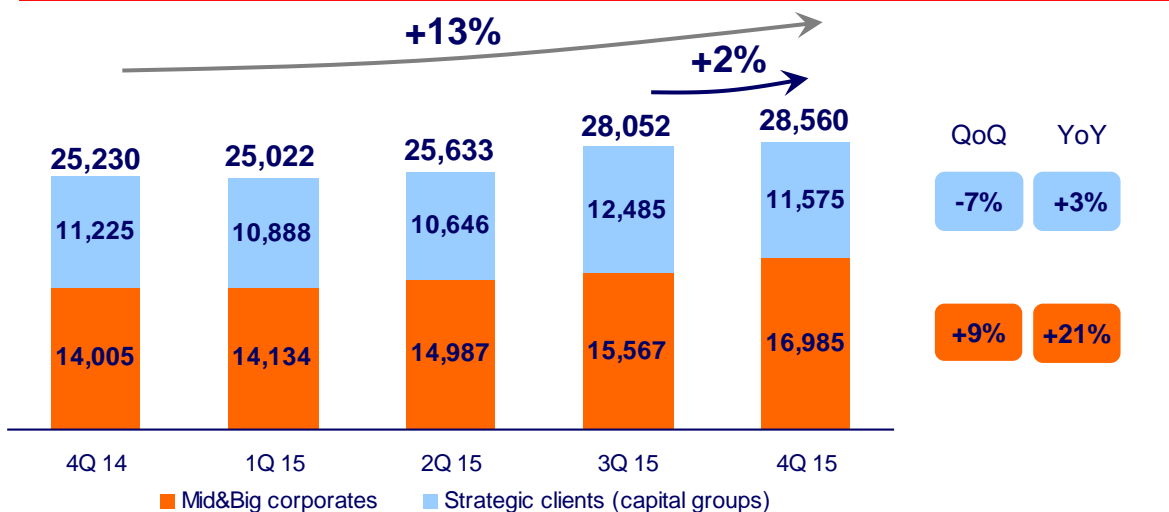
Corporate Banking

Growth in volumes

- **42.6 th** corporate clients
- **PLN 43.3 bn** corporate lending → **+ PLN 6.6 bn (+18%) y/y** and - PLN 0.5 bn (-1%) q/q
- PLN 5.5 bn – leasing financing; PLN 2.5 bn – factoring volume
- **PLN 28.6 bn** corporate deposits → **+ PLN 3.3 bn (+17%) y/y** and + PLN 2.9 bn (+5%) q/q
- The biggest transactions in 2015:
 - PLN 12.5 bn → syndicated term loan and revolving credit facilities to Cyfrowy Polsat S.A. and Polkomtel sp. z o.o. (ING BSK share: PLN 1.0 bn)
 - PLN 6.3 bn → bonds issue programme for Tauron Polska Energia S.A., underwritten by a syndicate of 8 banks
 - PLN 1.5 bn → syndicated loan (granted together with a group of 3 other banks) to Grupa Azoty S.A.
 - PLN 1.0 bn → issue of 5Y bonds of Enea S.A.
- **Almost 45 thousand downloads** of the *ING Business* mobile application
 - the app was launched in January 2013, its new version has been available since June 2015

Cash Management

Volume of corporate deposits (in PLN m)



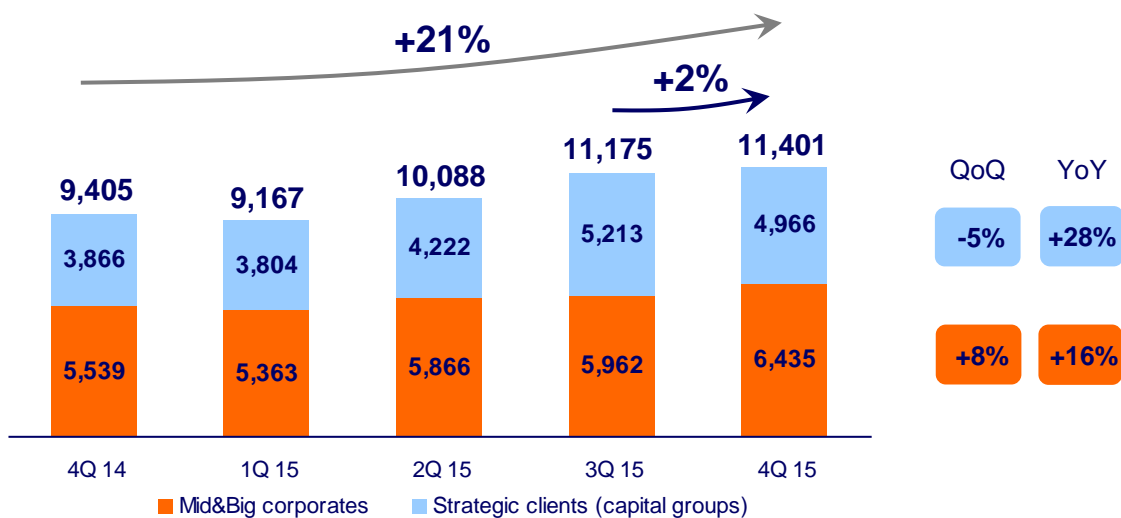


9.6 th

(+31% y/y)

new corporate clients
acquired over 2015

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



Lending

ING Direct Business Credit

First such an offer on the Polish market - selecting funding type, making credit capacity simulation and submitting credit application without visiting the branch.



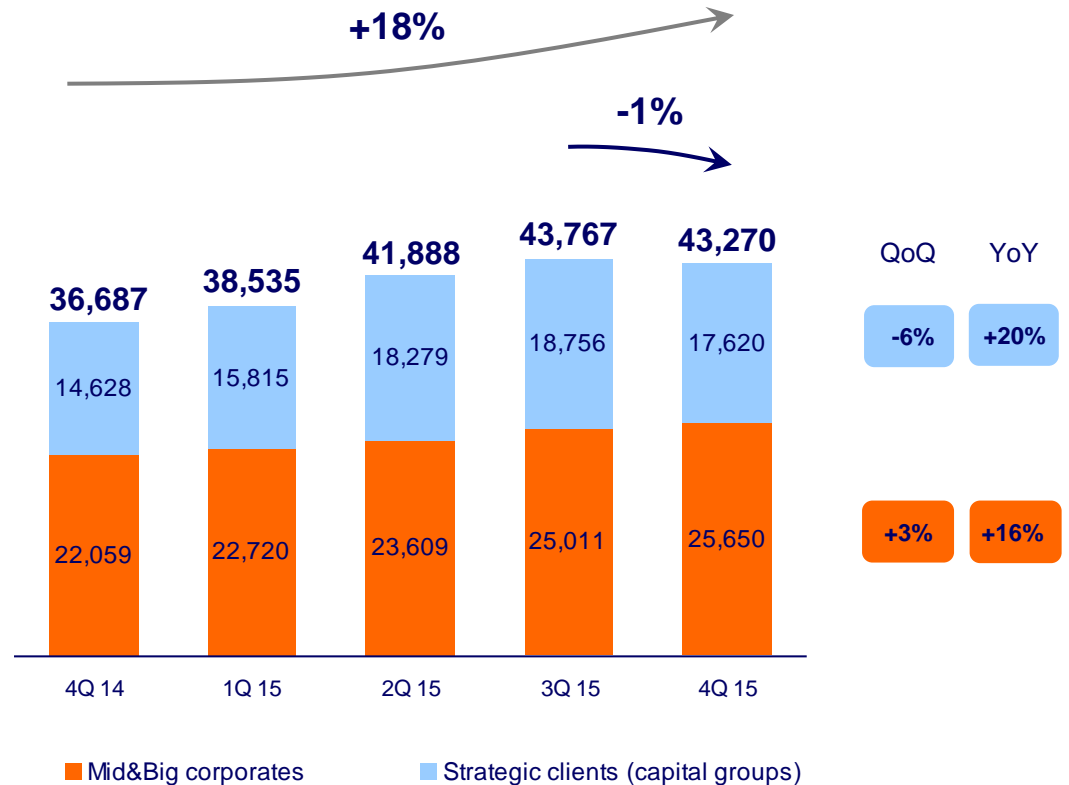
Use financing over the internet

Select credit product >

Check credit capacity >

Submit credit application >

Volume of loans to corporate clients (in PLN million)

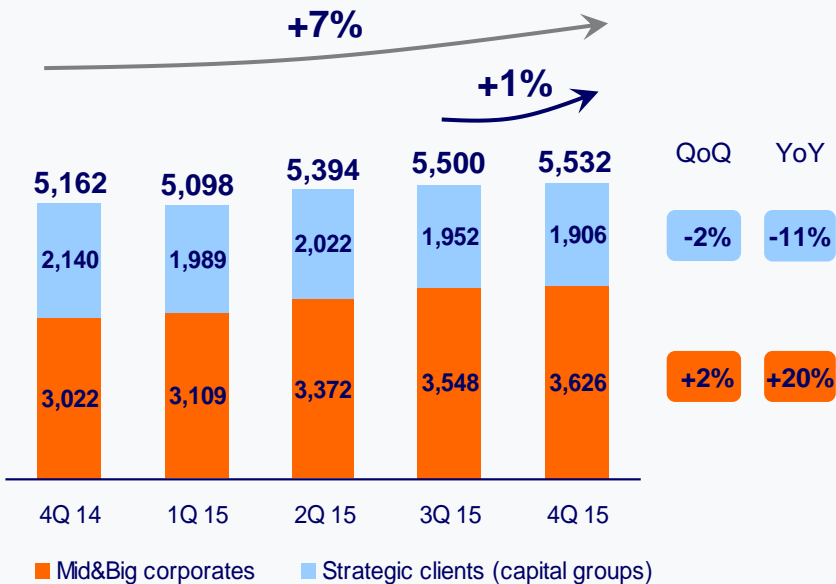


Asset Based Lending

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

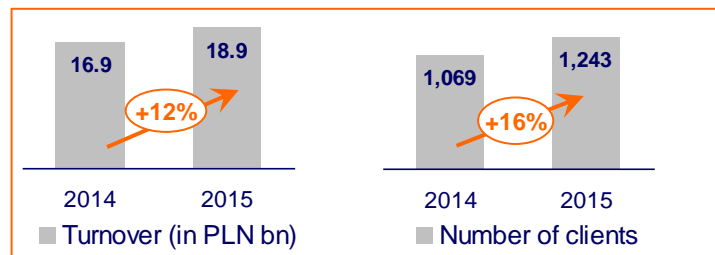
- **#3** on the market in terms of the whole portfolio value (end of 2015)
- **5.1%** market share in terms of the new sales
- Market share in terms of the leasing of machinery (new sales): **6.3%** (**#6** position)
- **10.1 thousand** clients using leasing services (+41% y/y)

Leasing – financing of the customers (in PLN m)

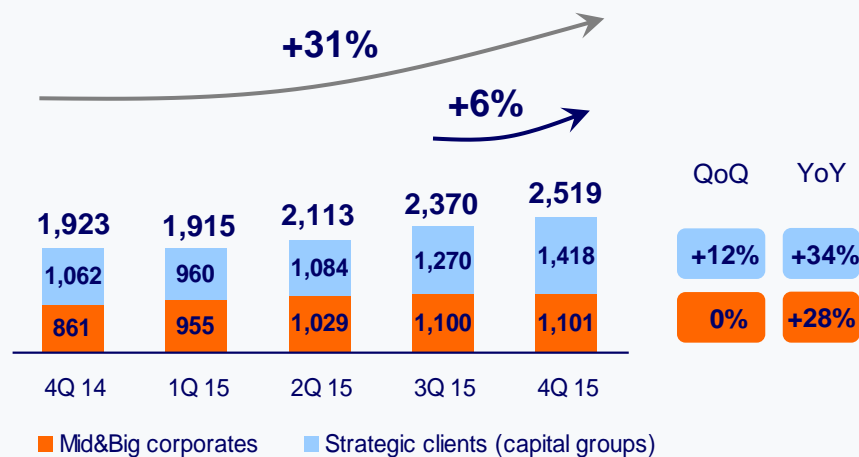


ING Commercial Finance Polska S.A. (factoring)

#1 **#1 position** on the market with market share of **14.1%**



Factoring – financing of the customers (in PLN m)



Business financing and investment banking

Major transactions in 2015

TRIGRANIT

**TriGranit
Development
Corporation**

Refinancing loan
Bonarka City Center

EUR 193 m

*Sole Arranger,
Lender, Agent*

February 2015



Long-term loan
Revolving loan

PLN 116 m

Sole Arranger

April 2015



Syndicated loan

PLN 1.5 bn

Arranger, Original Lender

April 2015



5Y syndicated loan

EUR 25 m

Arranger, Lender

May 2015



Refinancing loan
Blue City Shopping

EUR 185 m

*Lead Arranger,
Hedging Provider,
Account Bank*

May 2015



**Neptune Property
Venture**

Revolving loan
EUR 81 m

Long-term loan
PLN 120 m

*Sole Arranger,
Sole Underwriter*

June 2015



**Ogrody
Shopping Centre**

Long-term loan

EUR 65 m

Sole Lender

June 2015



5Y syndicated loan

Financing of the acquisition
of Grupa Agros Nova
assets package

June 2015



**Cyfrowy Polsat S.A.
Polkomtel sp. z o.o.**

Syndicated term loan
and revolving credit
facilities

PLN 12.5 bn
[ING share: PLN 1.0 bn]

Global Banking Coordinator

September 2015



ERG Renew

Orneta wind farm
funding

PLN 178 m


*Joint Mandated Lead Arranger,
Agent*

November 2015



Debt capital, money market and investment banking

Major transactions in 2015




Issue of 5Y Bonds
(under the program up to PLN 5 bn)

PLN 1 bn

*Consortium Leader,
Paying Agent, Depository, Dealer,
Calculation Agent*

February 2015

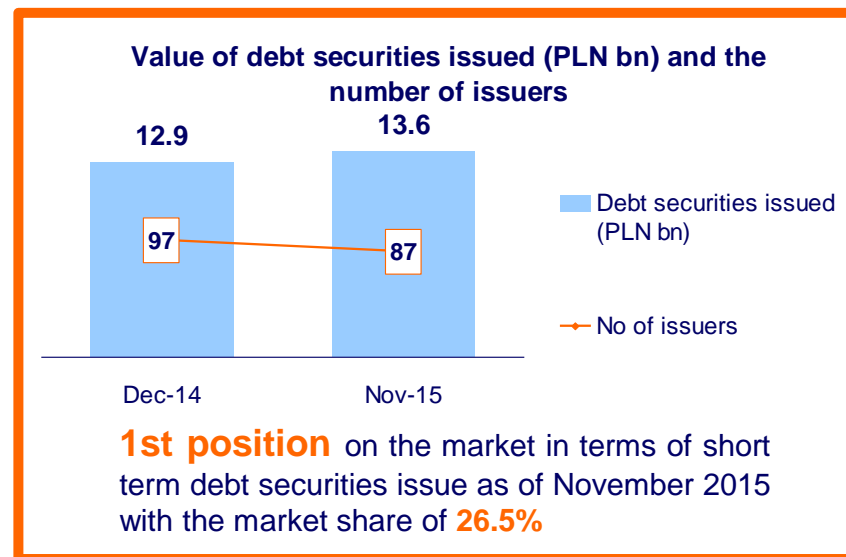


Bonds Issue Programme

PLN 6.3 bn

*Lead Arranger, Security Agent,
Paying Sub-Agent,
Sub-Depository*

November 2015



ING Securities



Prime Car Management S.A.

Accelerated Bookbuild

EUR 75 m

*Joint Global Coordinator,
Joint Book Runner*

April 2015



home.pl Group

Sale of home.pl Group to United Internet

EUR 155 m

Sole Financial Advisor

July 2015



Wittchen

IPO

PLN 55 m

*Sole Coordinator,
Bookrunner*

October 2015



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ING Bank Śląski financial performance

2015

PLN million	2014	2015	change
Net interest income	2,330.2	2,467.1	+ 6%
Net commission income	1,062.9	1,017.2	- 4%
Trading & other income	151.7	293.8	+ 94%
Total income	3,544.8	3,778.1	+ 7%
Total expenses	1,929.7	2,155.7	+ 12%
Expenses (excl. costs of bankruptcy of SK Bank) */	1,929.7	1,998.3	+ 4%
Result before risk costs	1,615.1	1,622.4	+ 0%
Risk costs	267.7	232.1	- 13%
Profit before tax	1,347.4	1,390.3	+ 3%
Net profit	1,040.7	1,127.0	+ 8%
Total capital ratio	14.2%	13.7%	- 0.5 p.p.
ROA (%)	1.10%	1.07%	- 0.03 p.p.
ROE (%)	11.1%	11.0%	-0.1 p.p.
C/I Ratio (%)	54.4%	57.1%	+ 2.7 p.p.
C/I Ratio (%) - adjusted */	54.4%	52.9%	- 1.5 p.p.

*/ Excluding costs of bankruptcy of Bank Rzemiosła i Rolnictwa in Wołomin (SK Bank) of PLN 157.4 million



ING Bank Śląski financial performance

4Q 2015

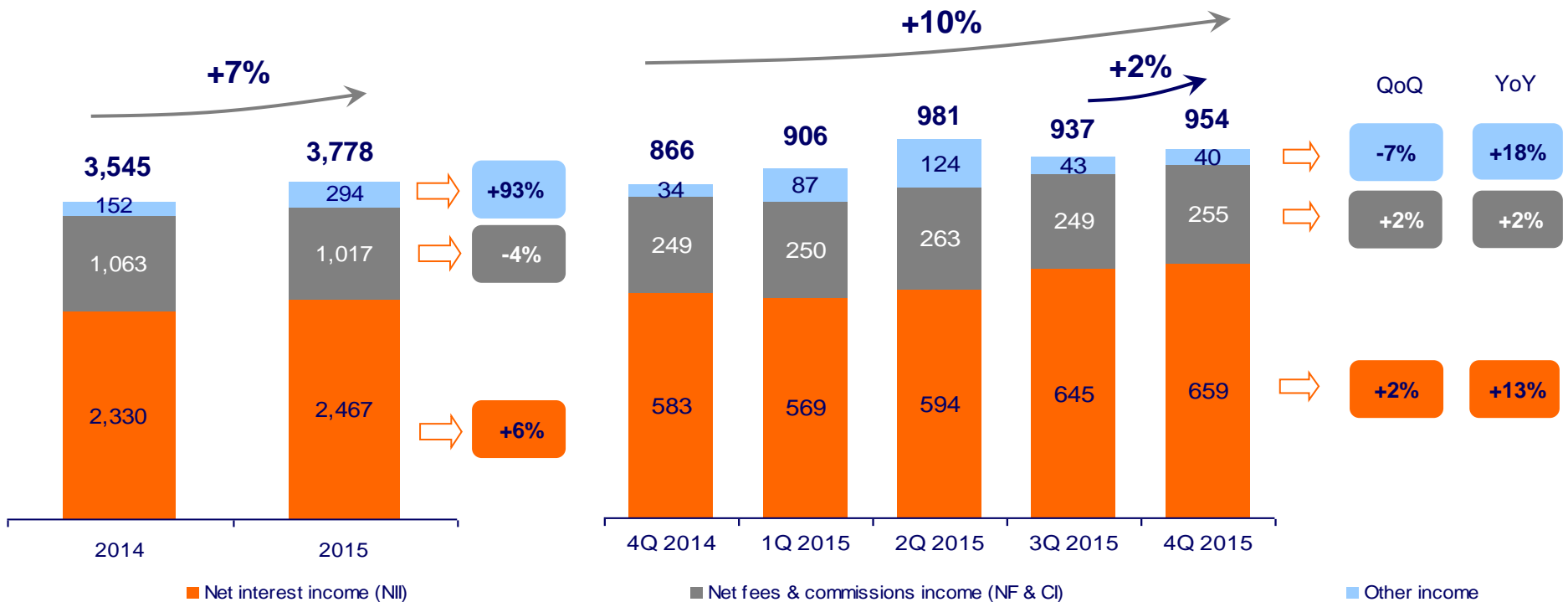
<i>PLN million</i>	4Q 2014	4Q 2015	change
Net interest income	583.2	659.4	+ 13%
Net commission income	248.9	254.8	+ 2%
Trading & other income	33.9	39.4	+ 16%
Total income	866.0	953.6	+ 10%
Total expenses	488.5	648.0	+ 33%
Expenses (excl. costs of bankruptcy of SK Bank) */	488.5	490.6	+ 0%
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ROE (%)	11.1%	11.0%	-0.1 p.p.
C/I Ratio (%)	56.4%	68.0%	+ 11.6 p.p.
C/I Ratio (%) - adjusted */	56.4%	51.4%	- 5.0 p.p.

*/ Excluding costs of bankruptcy of Bank Rzemiosła i Rolnictwa in Wołomin (SK Bank) of PLN 157.4 million

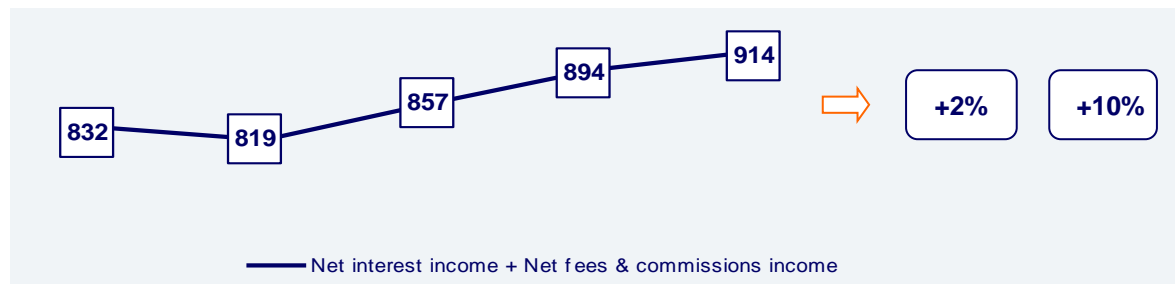
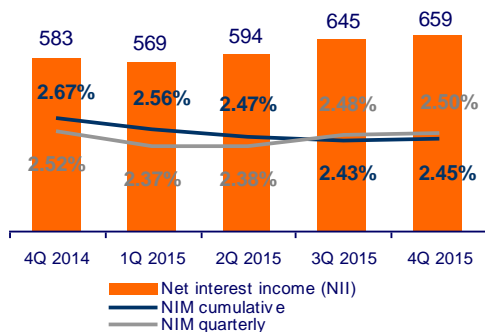


Revenue per category

Revenues per P&L category (PLN m)

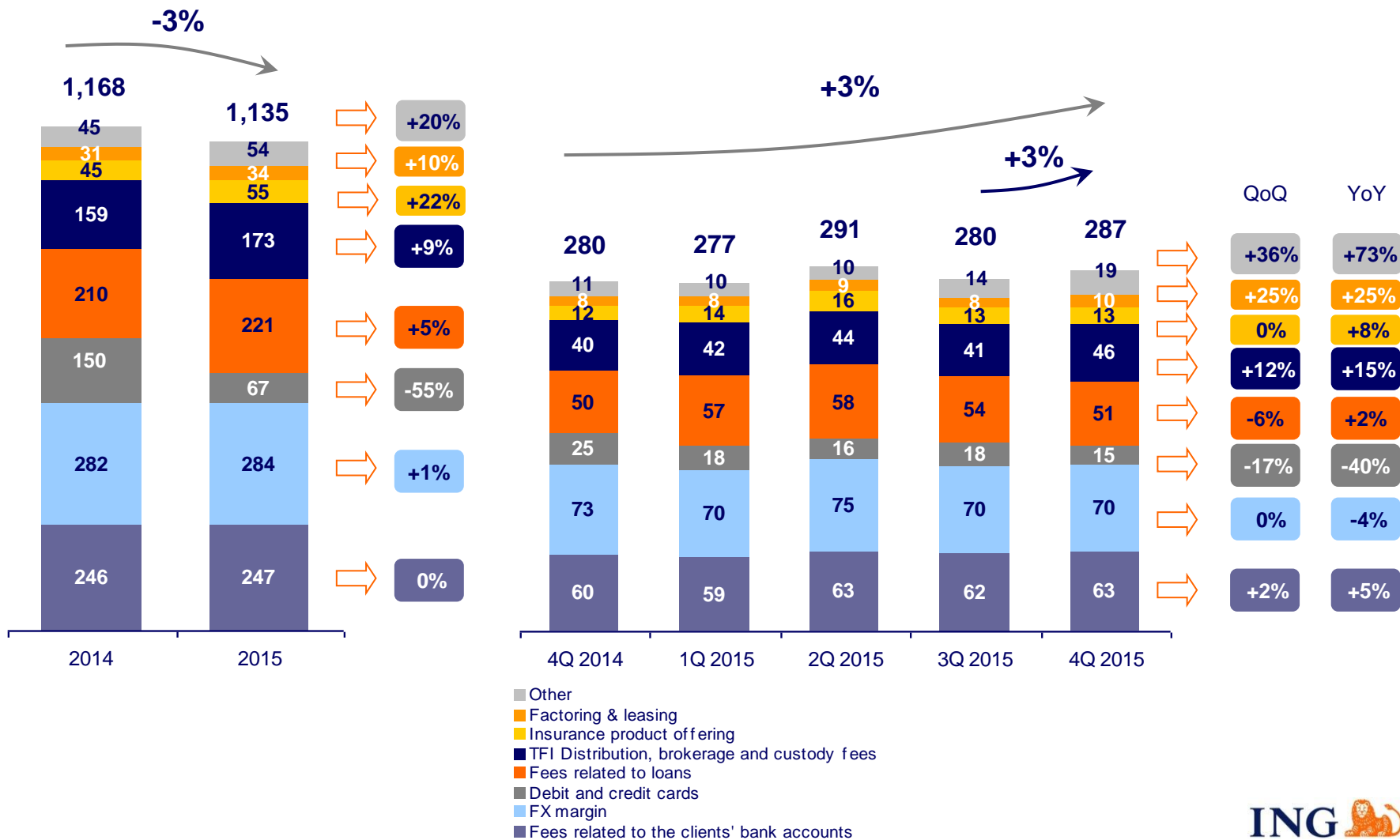


NIM:



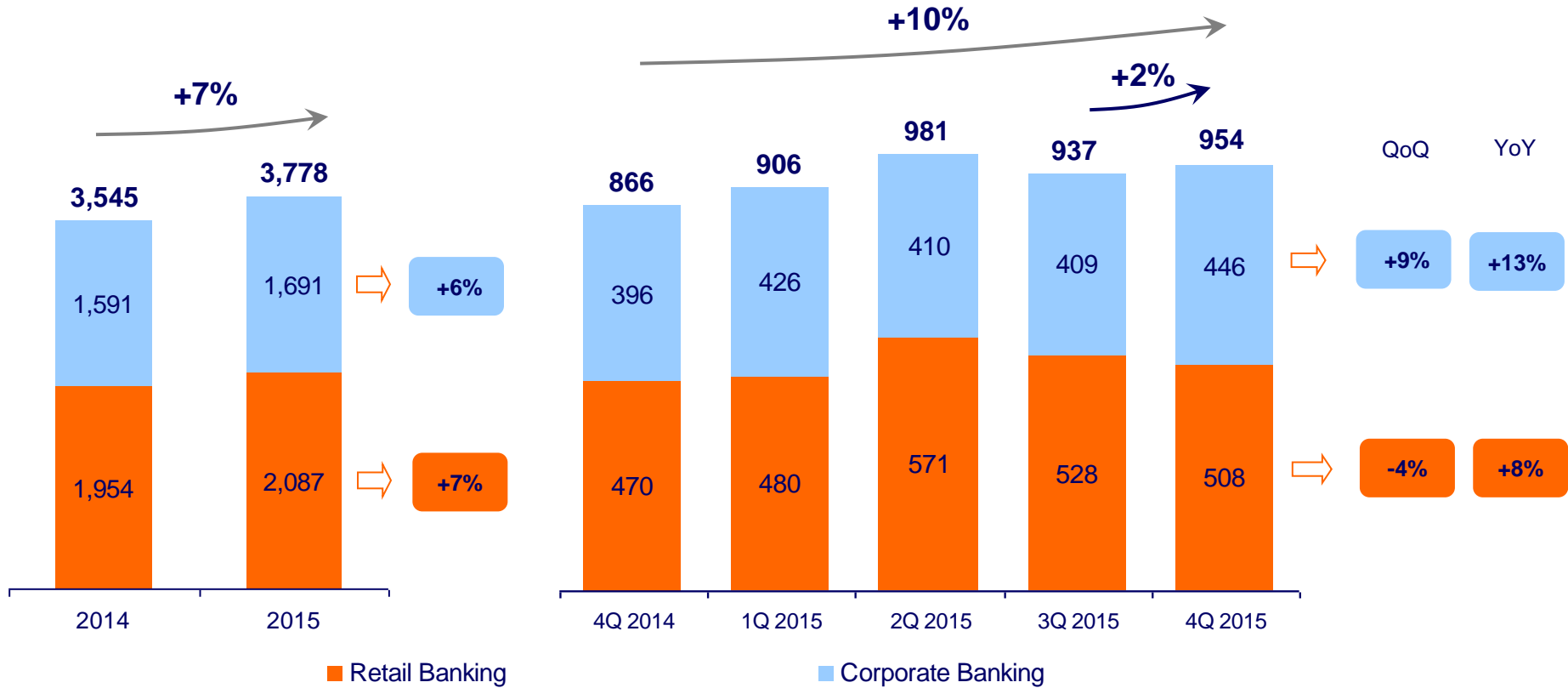
Fees and commissions income

Fees and commissions income by category (PLN m)



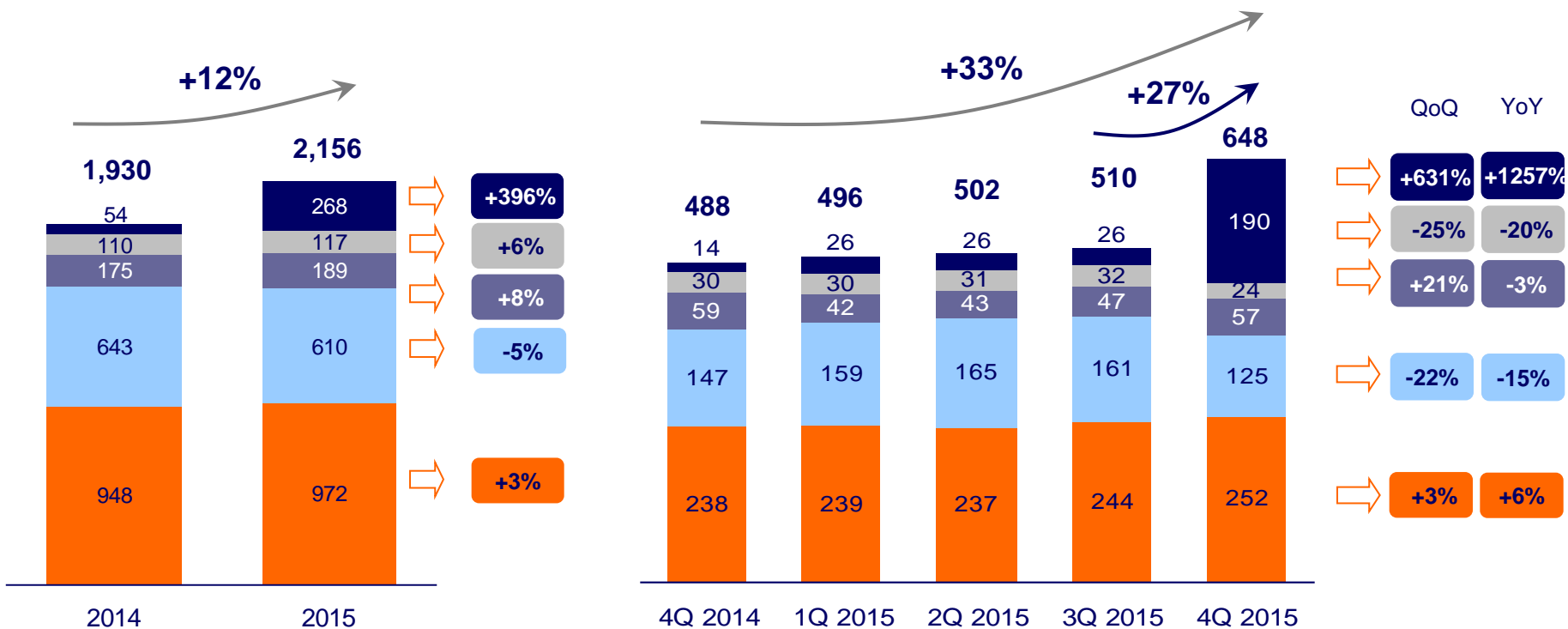
Revenue per business line

Revenues by business line (PLN m)



Total expenses

Total costs (PLN m)

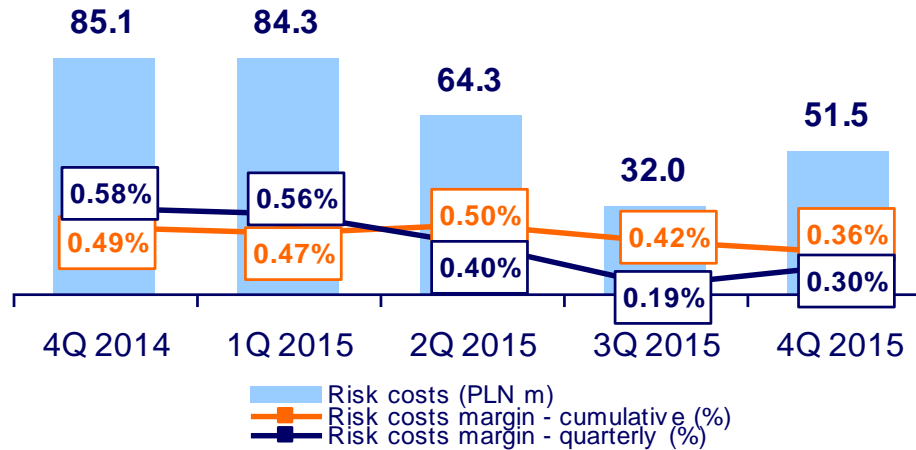


- Bank Guarantee Fund and Borrowers Support Fund expenses
- Marketing and promotion expenses
- Depreciation and amortisation
- General and administrative expenses
- Personnel expenses

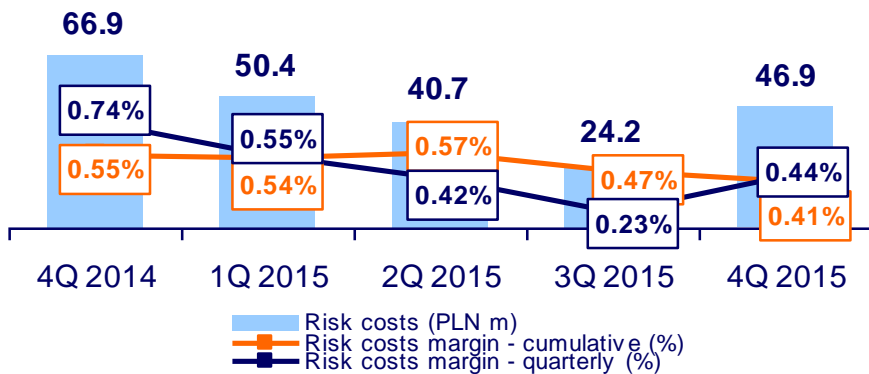


Risk costs

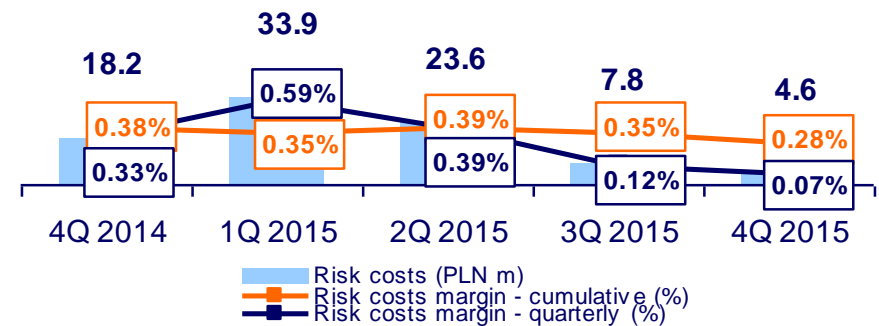
Bank



Corporate



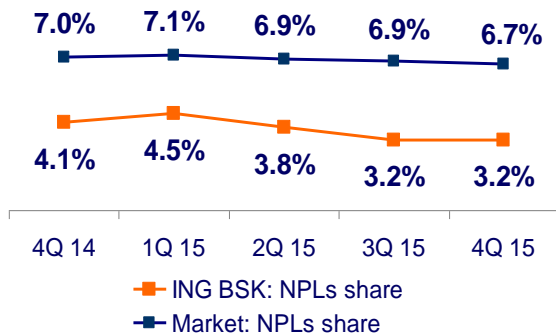
Retail



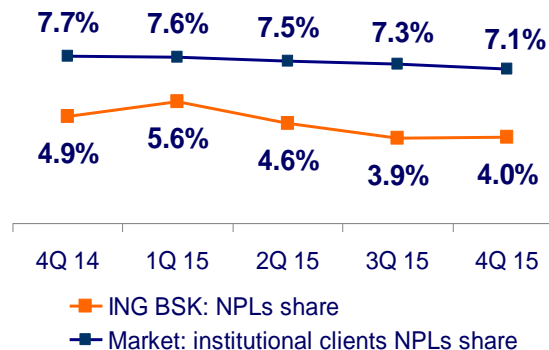
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio

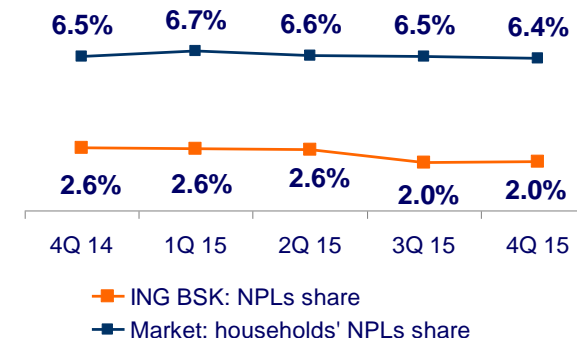
Bank



Corporate



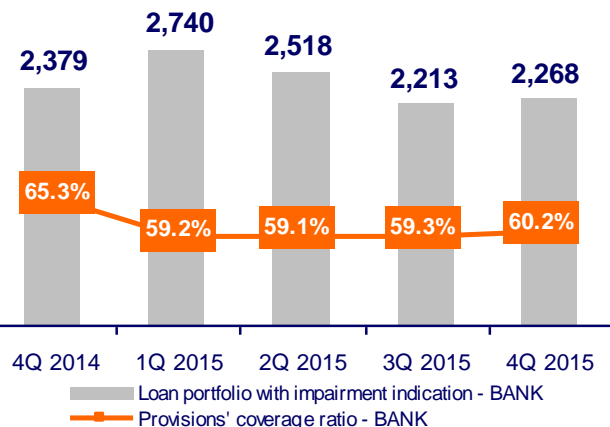
Retail



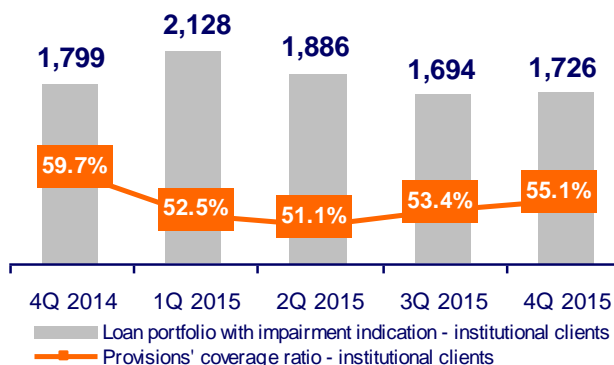
Note: market ratio estimated based on NBP data, as of November 2015

Loan portfolio with impairment indication (PLN m) and impaired portfolio coverage ratio (%)

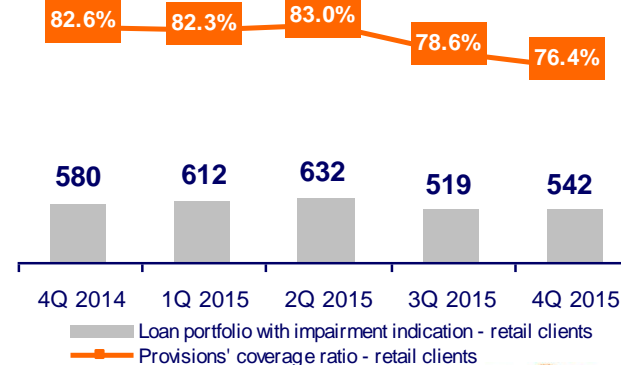
Bank



Corporate

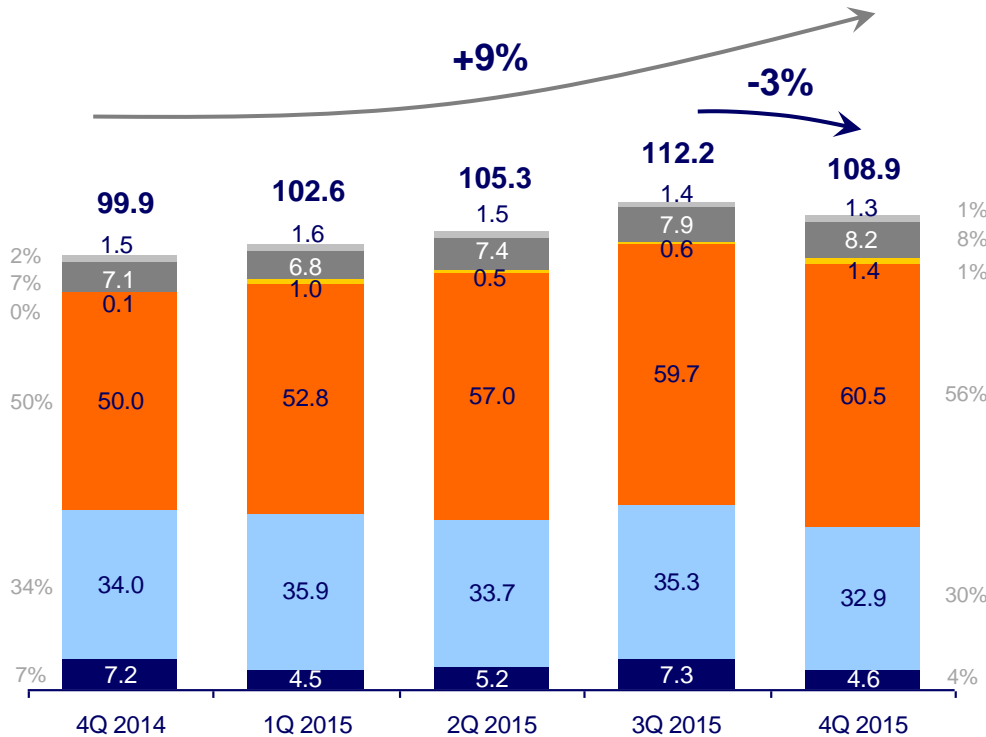


Retail



Bank assets

Assets structure (PLN bn / %)

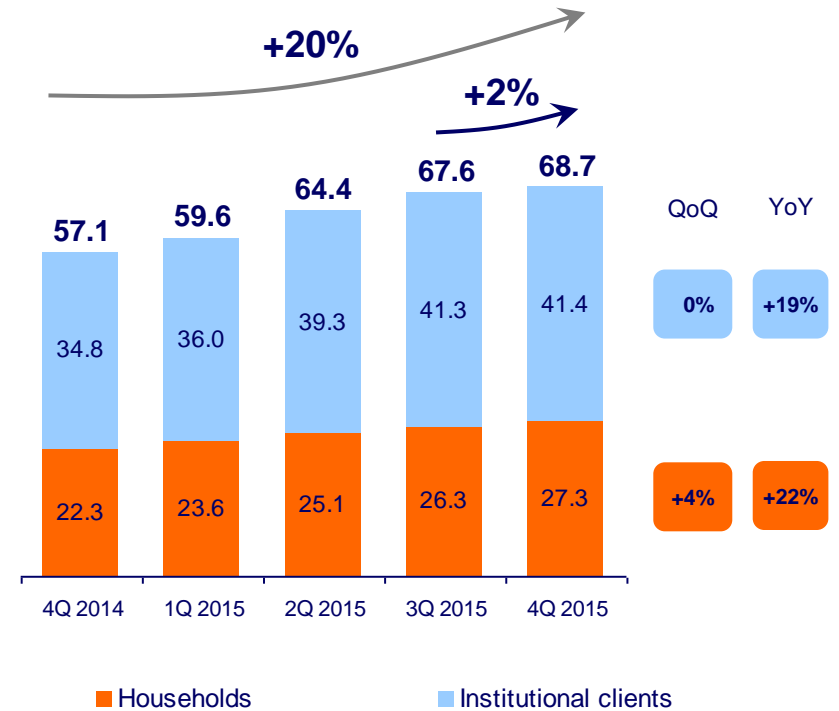


- Other
- Leasing and factoring receivables
- Receivables from customers - BSB transactions
- Loans, corpo bonds and other receivables from customers
- Securities & derivatives
- Loans and receivables from other banks + cash within the Central Bank

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

0% +19%

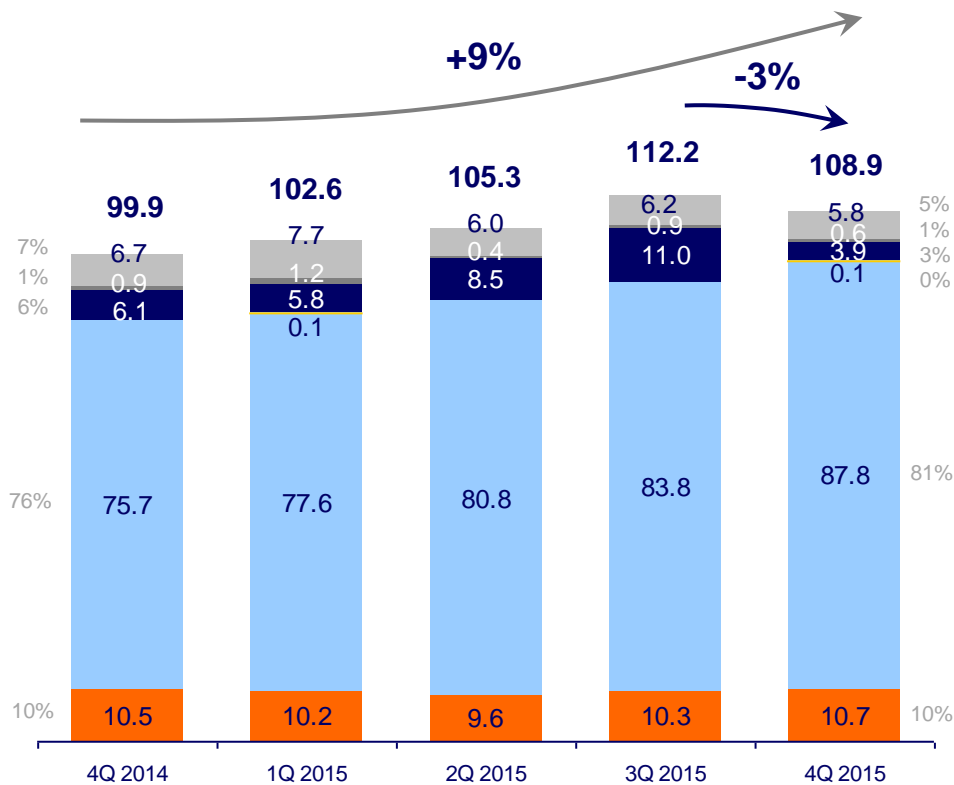
+4% +22%



Bank liabilities

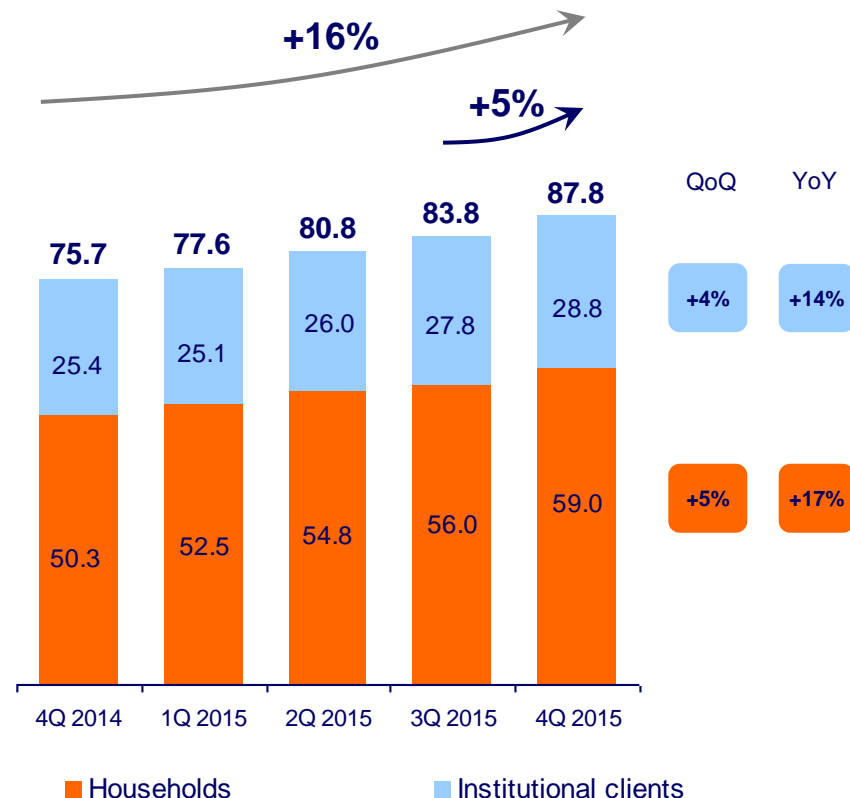
Stable deposit base

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)

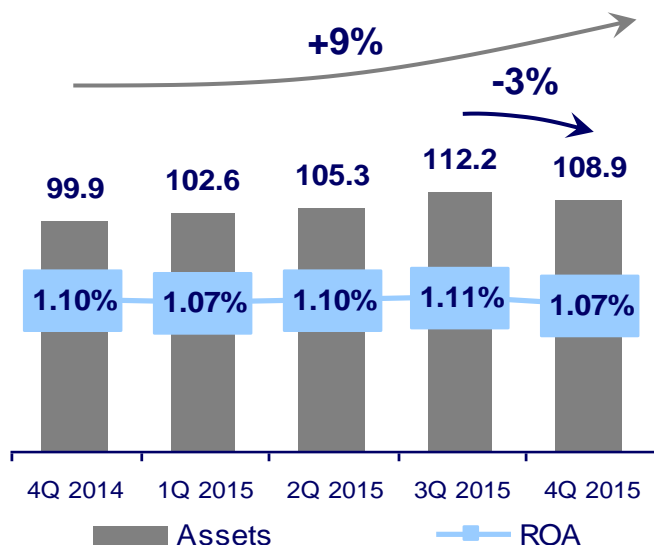


Note: deposits and other liabilities to clients do not include sell-buy-back transactions

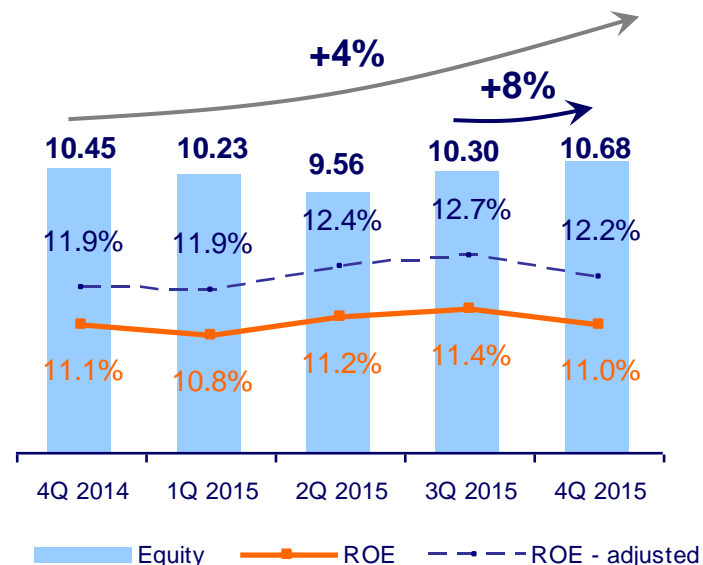


Assets, equity and profitability ratios

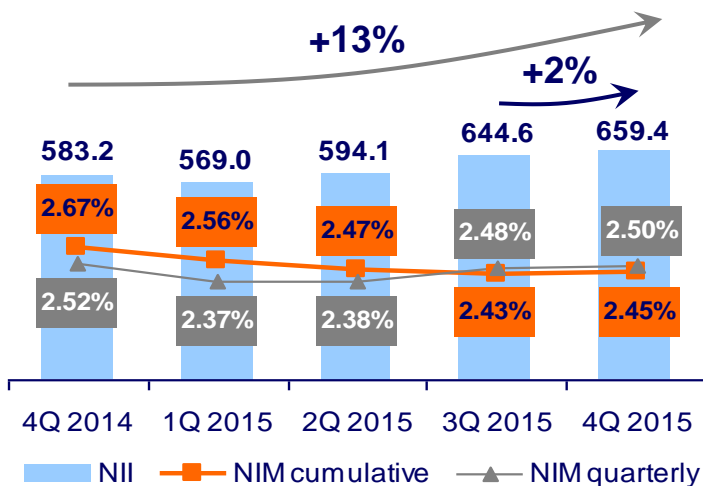
Assets (PLN bn) / ROA



Equity (PLN bn) / ROE



NII (PLN m) / NIM (%)



Definitions:

ROA = sum of net income of 4 consecutive quarters / average assets of 5 consecutive quarters

ROE = sum of net income of 4 consecutive quarters / average equity of 5 consecutive quarters

ROE - adjusted – return on equity excluding the revaluation reserve for the cash-flow hedging instruments = sum of net income of 4 consecutive quarters / average equity of 5 consecutive quarters (excluding the revaluation reserve for the cash-flow hedging instruments)

NII – including swap points and interest from derivatives

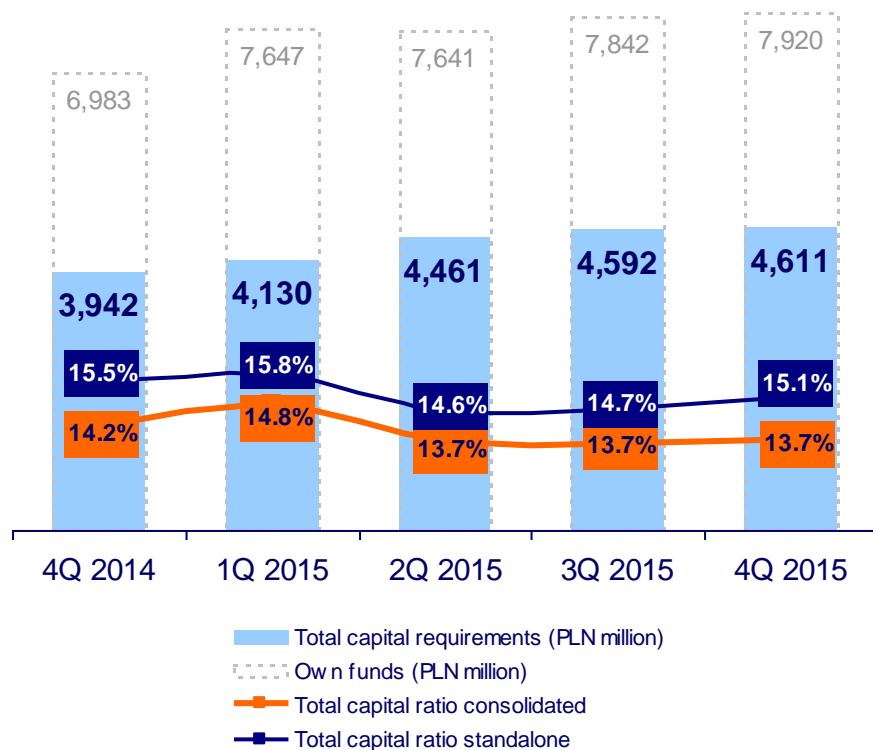
NIM annualized = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

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

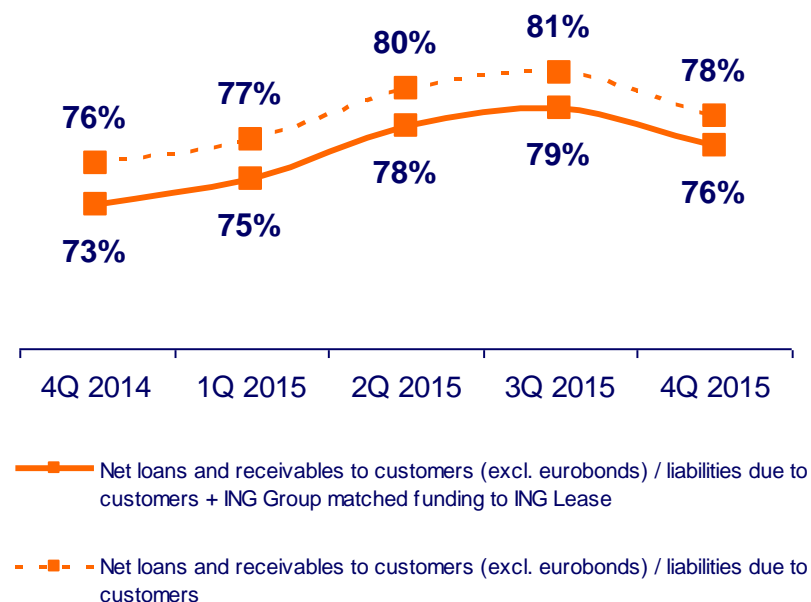


Capital Adequacy

Total capital ratio and the total capital requirements



Loans-to-deposits ratio



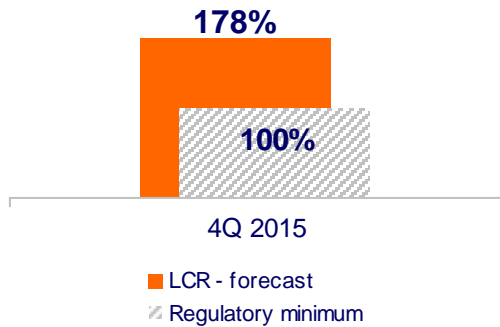
Since January 2015, the Bank has recognised in the calculation of own funds 40% of unrealised profits and 100% of unrealised losses on valuation of available-for-sale financial assets carried through revaluation reserve (as per the guidelines of the Polish Financial Supervision Authority delivered with the letter BRB/DRB_II/0735/29/17/2015 of 26 March 2015). In 2014, the Bank recognised 0% of unrealised profits and 80% of unrealised valuation losses in the calculation of own funds, respectively.



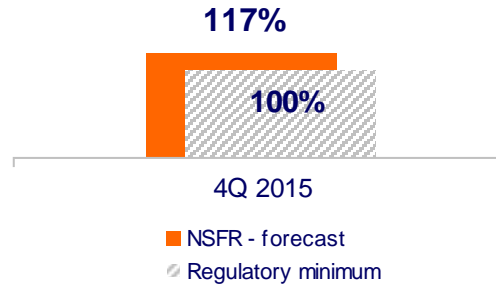
New liquidity and leverage ratios – CRD IV

Estimates on the basis of available assumptions - as at 31 December 2015

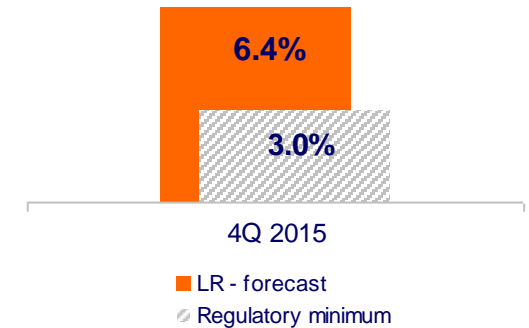
Liquidity Coverage Ratio (LCR)



Net Stable Funding Ratio (NSFR)



Leverage Ratio (LR)



$$\text{LCR} = \frac{\text{Stock of high liquid assets}}{\sum \left(\frac{\text{Market value}}{\text{Asset factor}} \right) - \sum \left(\frac{\text{Cash outflows} \times \text{Run-off factor}}{\text{Cash inflows} \times \text{Run-in factor}} \right)}$$

$$\text{NSFR} = \frac{\sum \left(\frac{\text{Available stable funding (ASF)}}{\text{ASF factor}} \right)}{\sum \left(\frac{\text{Required stable funding (RSF)}}{\text{RSF factor}} \right)}$$

$$\text{LR} = \frac{\text{Tier 1}}{\text{Total Asset Exposure}} = \frac{\text{Tier 1}}{\text{Balance exposure} + \text{OBS equivalent exposure}}$$

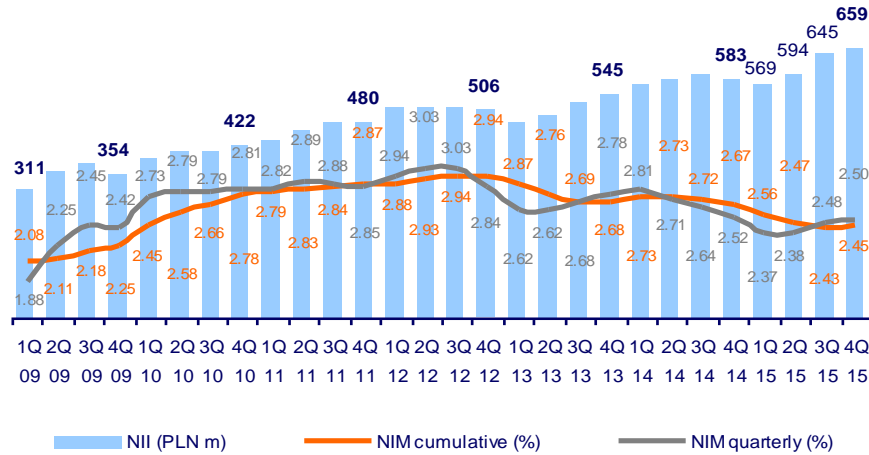
Appendix

Quarterly P&L

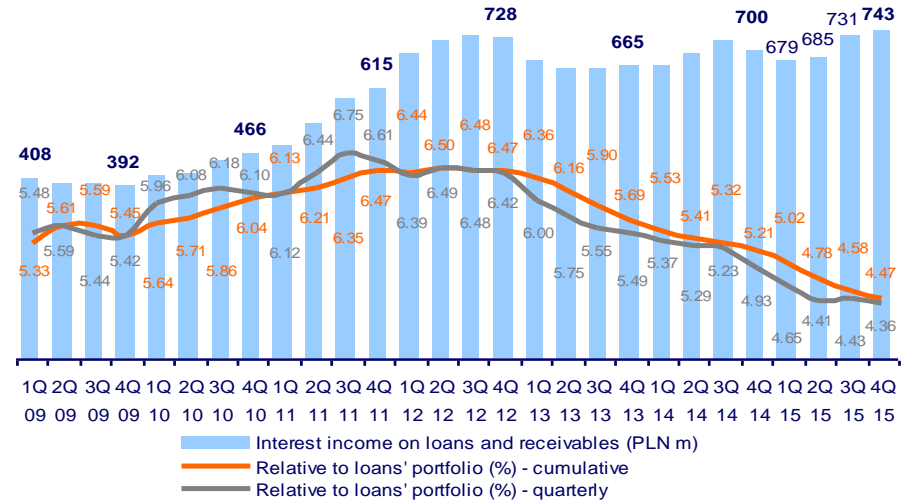
Interim condensed consolidated financial statements	1Q 2014	2Q 2014	3Q 2014	4Q 2014	1Q 2015	2Q 2015	3Q 2015	4Q 2015	QoQ		YoY		2,014	2015	YoY	
									Δ	%	Δ	%			Δ	%
I. Net interest income, of which:	567.9	582.2	596.9	583.2	569.0	594.1	644.6	659.4	14.8	2.3%	76.2	13.1%	2,330.2	2,467.1	136.9	5.9%
Interest income, of which:	903.8	932.6	962.2	925.9	887.0	878.0	928.5	935.1	6.6	0.7%	9.2	1.0%	3,724.5	3,628.6	-95.9	-2.6%
- from loans and receivables to banks	28.7	23.8	22.3	17.8	15.9	15.4	17.1	14.4	-2.7	-15.8%	-3.4	-19.1%	92.6	62.8	-29.8	-32.2%
- from loans and receivables to customers	613.8	633.2	659.3	642.6	625.5	634.2	676.7	683.6	6.9	1.0%	41.0	6.4%	2,548.9	2,620.0	71.1	2.8%
- from leasing	39.3	42.1	44.5	42.4	40.9	38.4	41.6	44.7	3.1	7.5%	2.3	5.4%	168.3	165.6	-2.7	-1.6%
- from factoring	21.3	23.2	23.6	21.9	17.7	17.5	18.5	19.9	1.4	7.6%	-2.0	-9.1%	90.0	73.6	-16.4	-18.2%
- from debt securities	187.4	196.5	196.9	191.1	175.4	168.5	166.1	156.3	-9.8	-5.9%	-34.8	-18.2%	771.9	666.3	-105.6	-13.7%
- from BSB transactions (non trading)	3.7	4.8	4.4	2.2	3.6	1.0	1.2	2.2	1.0	83.3%	0.0	0.0%	15.1	8.0	-7.1	-47.0%
- interest result on derivatives	9.6	9.0	11.2	7.9	8.0	3.0	7.3	14.0	6.7	91.8%	6.1	77.2%	37.7	32.3	-5.4	-14.3%
Interest expenses, of which:	335.9	350.4	365.3	342.7	318.0	283.9	283.9	275.7	-8.2	-2.9%	-67.0	-19.6%	1,394.3	1,161.5	-232.8	-16.7%
- interest on deposits from banks	24.2	28.8	19.4	17.9	14.9	16.5	19.5	14.3	-5.2	-26.7%	-3.6	-20.1%	90.3	65.2	-25.1	-27.8%
- interest on deposits from customers	305.4	315.4	338.3	319.1	296.5	260.5	258.4	255.5	-2.9	-1.1%	-63.6	-19.9%	1,278.2	1,070.9	-207.3	-16.2%
- on SBB transactions (non trading)	0.4	0.7	2.0	0.1	0.1	0.1	0.1	0.1	0.0	0.0%	0.0	0.0%	3.2	0.4	-2.8	-87.5%
- interest on debt securities in issue	5.0	5.1	5.1	5.3	6.1	6.2	5.7	5.7	0.0	0.0%	0.4	7.5%	20.5	23.7	3.2	15.6%
- on trading financial instruments	0.9	0.4	0.5	0.3	0.4	0.6	0.2	0.1	-0.1	-50.0%	-0.2	-66.7%	2.1	1.3	-0.8	-38.1%
II. Net fees & commission income	276.1	279.6	258.3	248.9	250.0	263.5	248.9	254.8	5.9	2.4%	5.9	2.4%	1,062.9	1,017.2	-45.7	-4.3%
III. Result on trade operations and revaluation (incl investments and HA)	26.0	30.7	36.0	26.4	77.5	121.4	45.3	28.8	-16.5	-36.4%	2.4	9.1%	119.1	273.0	153.9	129.2%
Net income on instruments measured at fair value through profit or loss and FX result	24.9	22.8	23.6	23.1	15.2	27.5	19.5	22.9	3.4	17.4%	-0.2	-0.9%	94.4	85.1	-9.3	-9.9%
Net income on investments	0.3	4.9	5.2	5.4	50.9	90.6	23.2	0.3	-22.9	-98.7%	-5.1	-94.4%	15.8	165.0	149.2	944.3%
Net income on hedge accounting	0.8	3.0	7.2	-2.1	11.4	3.3	2.6	5.6	3.0	115.4%	7.7	n/a	8.9	22.9	14.0	157.3%
IV. Net income on other basic activities	2.6	4.1	6.1	7.5	9.5	2.4	-1.7	10.6	12.3	n/a	3.1	41.3%	20.3	20.8	0.5	2.5%
√ Share in net profit (loss) of associated entities recognised under the equity method	11.2	1.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0	n/a	12.3	0.0	-12.3	-100.0%
Income	883.8	897.7	897.3	866.0	906.0	981.4	937.1	953.6	16.5	1.8%	87.6	10.1%	3,544.8	3,778.1	233.3	6.6%
Expenses	471.2	480.5	489.5	488.5	495.6	502.3	509.8	648.0	138.2	27.1%	159.5	32.7%	1,929.7	2,155.7	226.0	11.7%
- personnel expenses	230.5	241.3	237.3	238.3	238.9	237.0	243.8	252.4	8.5	3.5%	14.0	5.9%	947.5	972.1	24.6	2.6%
- other expenses	240.7	239.2	252.2	250.1	256.7	265.4	265.9	395.6	129.6	48.7%	145.5	58.2%	982.2	1,183.6	201.4	20.5%
Result on other operating income and expenses	38.0	38.5	39.6	59.0	41.8	43.5	46.8	57.1	10.4	22.1%	-1.8	-3.1%	175.0	189.2	14.1	8.1%
Profit before risk costs	412.6	417.2	407.8	377.5	410.4	479.1	427.3	305.6	-121.7	-28.5%	-71.9	-19.0%	1,615.1	1,622.4	7.3	0.5%
Cost of risk	84.1	33.3	65.2	85.1	84.3	64.3	32.0	51.5	19.5	60.9%	-33.6	-39.5%	267.7	232.1	-35.6	-13.3%
- retail	36.7	10.6	13.2	18.2	33.9	23.6	7.8	4.6	-3.2	-41.0%	-13.6	-74.7%	78.7	69.9	-8.8	-11.2%
- corporate	47.4	22.7	52.0	66.9	50.4	40.7	24.2	46.9	22.7	93.8%	-20.0	-29.9%	189.0	162.2	-26.8	-14.2%
Profit (loss) before tax	328.5	383.9	342.6	292.4	326.1	414.8	395.3	254.1	-141.2	-35.7%	-38.3	-13.1%	1,347.4	1,390.3	42.9	3.2%
Income tax	73.9	101.5	69.5	61.7	65.1	70.1	79.6	48.4	-31.2	-39.2%	-13.3	-21.6%	306.6	263.2	-43.4	-14.2%
Net profit (loss), of which:	254.6	282.4	273.1	230.7	261.0	344.7	315.7	205.7	-110.0	-34.8%	-25.0	-10.8%	1,040.8	1,127.1	86.3	8.3%
Net profit (loss) attributable to the shareholders of ING Bank Śląski S.A.	254.6	282.3	273.0	230.8	261.0	344.6	315.7	205.7	-110.0	-34.8%	-25.1	-10.9%	1,040.7	1,127.0	86.3	8.3%
CI (%)	53.3%	53.5%	54.6%	56.4%	54.7%	51.2%	54.4%	68.0%					54.4%	57.1%		

Net interest income and margins development

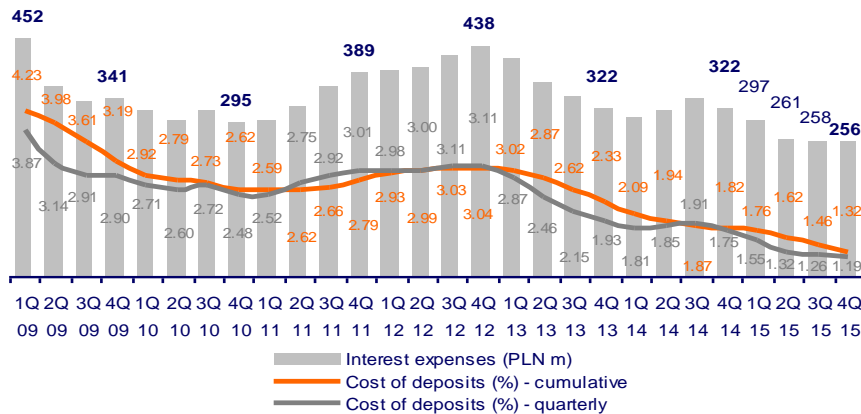
NII (PLN m) / NIM (%)



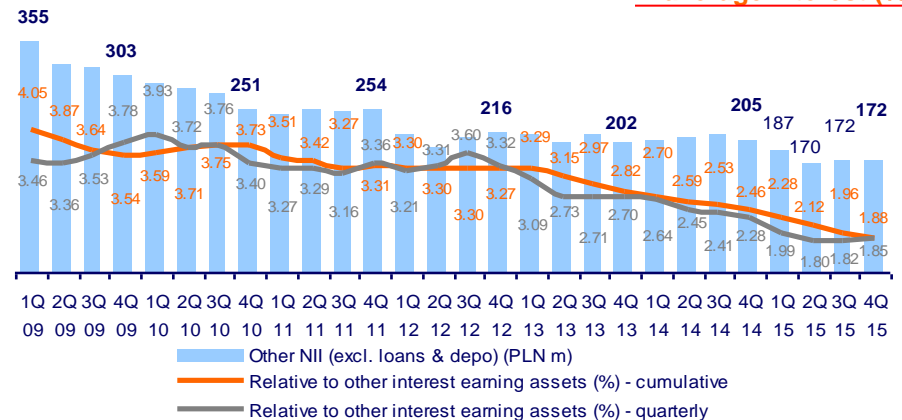
Interest income on customer loans & receivables (PLN m) / average interest (%)



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	
		31.12.2015	%
1	WHOLESALE TRADE	6,296	14.4%
2	REAL ESTATE SERVICE	5,948	13.6%
3	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,819	8.8%
4	FINANCIAL INTERMEDIATION	2,866	6.6%
5	FOODSTUFF AND BEVERAGE PRODUCTION	2,281	5.2%
6	RETAIL TRADE	2,063	4.7%
7	POWER INDUSTRY	1,623	3.7%
8	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,438	3.3%
9	READY-MADE METAL GOODS PRODUCTIONS	1,359	3.1%
10	AGRICULTURE, FORESTY, FISHERY	1,340	3.1%
11	LAND AND PIPELINE TRANSPORTATION	1,265	2.9%
12	RUBBER INDUSTRY	1,202	2.8%
13	WOOD AND PAPER INDUSTRY	1,041	2.4%
14	CONSTRUCTIONS INDUSTRY	1,011	2.3%
15	POST OFFICE AND TELECOMMUNICATIONS	807	1.9%
16	MECHANICAL VEHICLES SALE, REPAIR AND SERVICE	753	1.7%
17	CHEMICALS AND CHEMICAL GOODS PRODUCTION	596	1.4%
18	EQUIPMENT RENT	575	1.3%
19	AUXILIARY SERVICE FOR TRANSPORTATION	563	1.3%
20	Other	6,746	15.5%
Total exposure		43,593	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	
		31.12.2015	%
1	WHOLESALE TRADE	9,937	15.5%
2	REAL ESTATE SERVICE	6,256	9.8%
3	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,113	6.4%
4	FOODSTUFF AND BEVERAGE PRODUCTION	3,532	5.5%
5	FINANCIAL INTERMEDIATION	3,529	5.5%
6	RETAIL TRADE	3,146	4.9%
7	CONSTRUCTIONS INDUSTRY	3,050	4.8%
8	POWER INDUSTRY	2,837	4.4%
9	READY-MADE METAL GOODS PRODUCTIONS	1,987	3.1%
10	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,969	3.1%
11	RUBBER INDUSTRY	1,742	2.7%
12	AGRICULTURE, FORESTY, FISHERY	1,554	2.4%
13	LAND AND PIPELINE TRANSPORTATION	1,546	2.4%
14	WOOD AND PAPER INDUSTRY	1,530	2.4%
15	AUXILIARY SERVICE FOR TRANSPORTATION	1,285	2.0%
16	MECHANICAL VEHICLES SALE, REPAIR AND SERVICE	1,148	1.8%
17	POST OFFICE AND TELECOMMUNICATIONS	1,041	1.6%
18	REMAINING NON-METAL RAW MATERIALS INDUSTRIES	1,036	1.6%
19	ENGINEERING INDUSTRY	1,021	1.6%
20	Other	11,711	18.3%
Total exposure		63,970	100.0%

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

