

ING Bank Śląski S.A.

1Q 2016
Business and Financial Results

Warsaw, 10 May 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

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Introduction to financial results and market position of the Bank

Strategic goals of ING Bank Śląski S.A.

Review of 1Q 2016 accomplishments

▶ New clients acquisition and volume growth

- **PLN 89.7 billion** deposits → + **PLN 12.4 billion** (+16%) y/y
- **PLN 61.5 billion** retail clients deposits → + **PLN 9.2 billion** (+18%) y/y
- **4.1 million** retail clients → up by **275 thousand** in net terms y/y (including 311 thousand entrepreneurs → up by **25 thousand** in net terms y/y)
- **44.2 thousand** corporate clients → up by **6.1 thousand** in net terms y/y

▶ Increase in lending products sales volume

- **PLN 72.4 billion** loans extended to clients → + **PLN 10.8 billion** (+17%) y/y
- **PLN 44.8 billion** corporate loans (factoring and leasing included) → + **PLN 6.3 billion** (+16%) y/y
- **PLN 27.6 billion** retail loans → + **PLN 4.5 billion** (+19%) y/y
- **PLN 20.6 billion** retail mortgage loans → + **PLN 3.4 billion** (+20%) y/y; **16.4%** market share in the sales of retail mortgage loans in 1Q 2016

▶ Top-notch customer service maintenance

- **1,137** ATMs and **935** CDMs
- 394 branches with self-banking areas
- Mobile banking: **1.4 million** downloads of the *ING BankMobile* and *ING BankMobile HD* applications (onto smartphones and tablets, respectively); **46 thousand** downloads of the *ING Business* application
- A new online banking system for individual clients – *Moje ING* – almost **1.2 million** users
- **Golden Bank** title in the competition surveying service quality and safety at banks

▶ Translation of business actions into Bank's financial results

- **PLN 976 million** income in 1Q 2016 → +8% y/y
- **PLN 467 million** result before risk costs in 1Q 2016 → +14% y/y
- Net profit of **PLN 259 million** in 1Q 2016 → -1% y/y
- **L/D ratio** of **77%** → +2 p.p. y/y

Major business results of the Bank

Bank business volumes

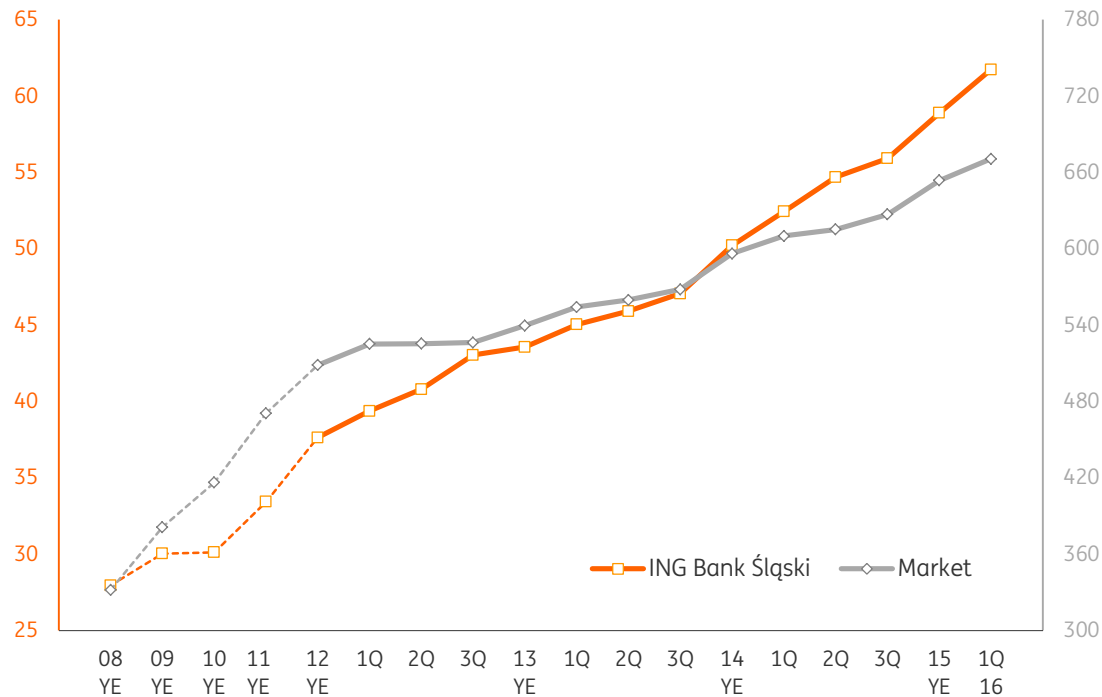
<i>in PLN million</i>	31.12.14	31.03.15	30.06.15	30.09.15	31.12.15	31.03.16	Change QoQ	Change YoY	Diff QoQ	Diff YoY
Total deposits	75,371	77,341	80,229	83,852	87,250	89,692	+ 3%	+ 16%	2,442	12,351
Retail clients deposits	50,141	52,319	54,596	55,800	58,690	61,503	+ 5%	+ 18%	2,813	9,184
Corporate clients deposits	25,230	25,022	25,633	28,052	28,560	28,189	- 1%	+ 13%	-371	3,167
Total funds entrusted by retail clients	57,309	60,302	62,712	63,489	66,436	68,907	+ 4%	+ 14%	2,471	8,605
Mutual funds assets (TFI) + other off-BS products distributed by the Bank	7,168	7,983	8,116	7,689	7,746	7,404	- 4%	- 7%	-342	-579
Total loans	58,531	61,646	66,386	69,173	69,565	72,404	+ 4%	+ 17%	2,839	10,758
Loans to retail clients	21,844	23,111	24,498	25,406	26,295	27,599	+ 5%	+ 19%	1,304	4,488
Mortgage loans volume	16,167	17,214	18,288	19,019	19,721	20,572	+ 4%	+ 20%	851	3,358
Loans to corporate clients incl. leasing and factoring	36,687	38,535	41,888	43,767	43,270	44,805	+ 4%	+ 16%	1,535	6,270

Market position of ING Bank Śląski

Households market

Volumes and share in the households deposits market

Households deposits - volumes (in PLN billion)

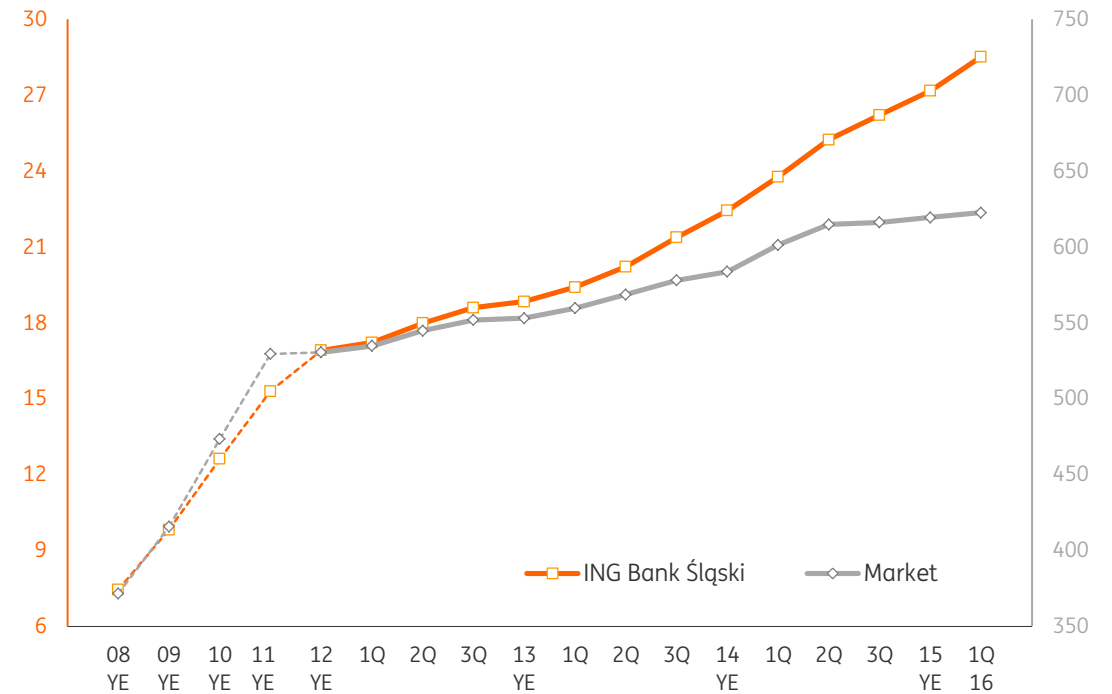


market share (%)

08YE	09YE	10YE	11YE	12YE	1Q	2Q	3Q	13YE	1Q	2Q	3Q	14YE	1Q	2Q	3Q	15YE	1Q16
8,42	7,88	7,24	7,10	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	9,21

Volumes and share in the households loans market

Households loans - volumes (in PLN billion)



market share (%)

08YE	09YE	10YE	11YE	12YE	1Q	2Q	3Q	13YE	1Q	2Q	3Q	14YE	1Q	2Q	3Q	15YE	1Q16
2,00	2,36	2,67	2,89	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	4,58

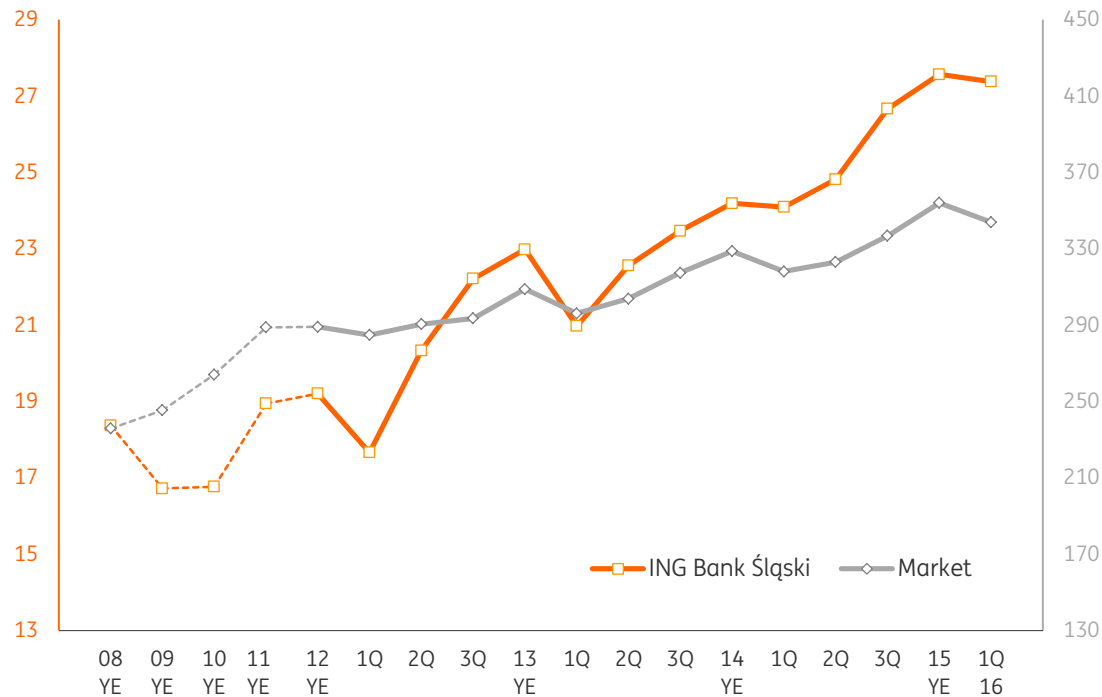
Note: Market data according to NBP file for banking sector (credit unions excluded), including interest accrued
ING BS data - consolidated, gross deposits and loans (excluding other liabilities and receivables)

Market position of ING Bank Śląski

Corporate market

Volumes and share in the corporate deposits market

Corporate deposits - volumes (in PLN billion)

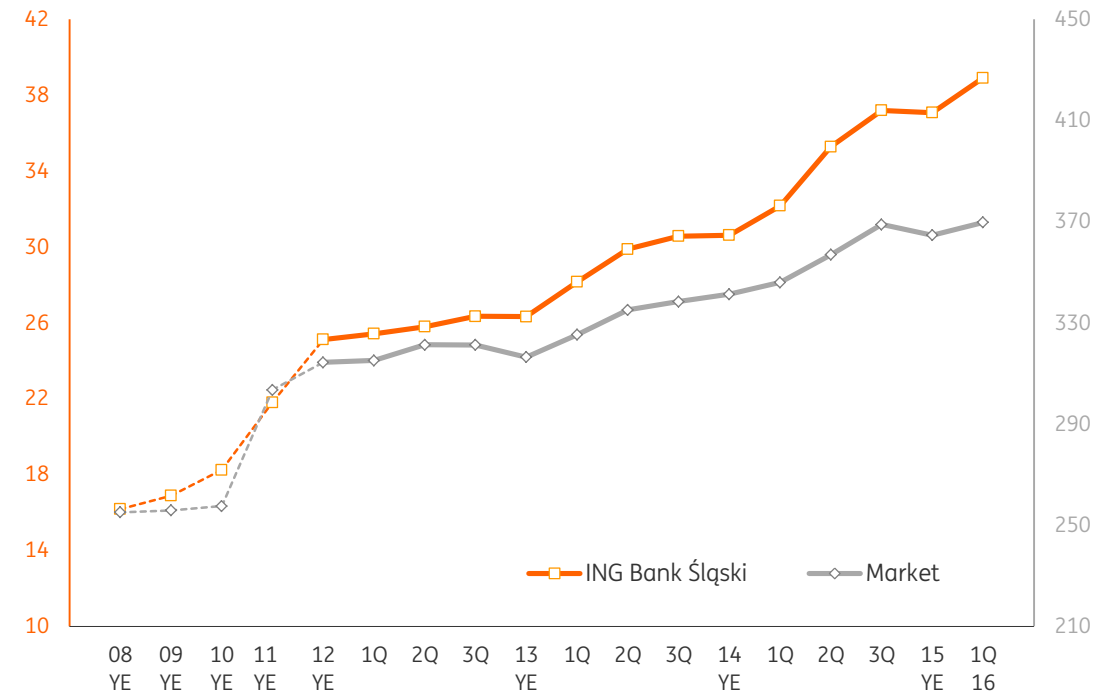


market share (%)

08YE	09YE	10YE	11YE	12YE	1Q	2Q	3Q	13YE	1Q	2Q	3Q	14YE	1Q	2Q	3Q	15YE	1Q16
7,79	6,82	6,35	6,56	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	7,96

Volumes and share in the corporate loans market

Corporate loans - volumes (in PLN billion)



market share (%)

08YE	09YE	10YE	11YE	12YE	1Q	2Q	3Q	13YE	1Q	2Q	3Q	14YE	1Q	2Q	3Q	15YE	1Q16
6,34	6,60	7,09	7,19	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	10,53

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

ING Bank Śląski financial performance

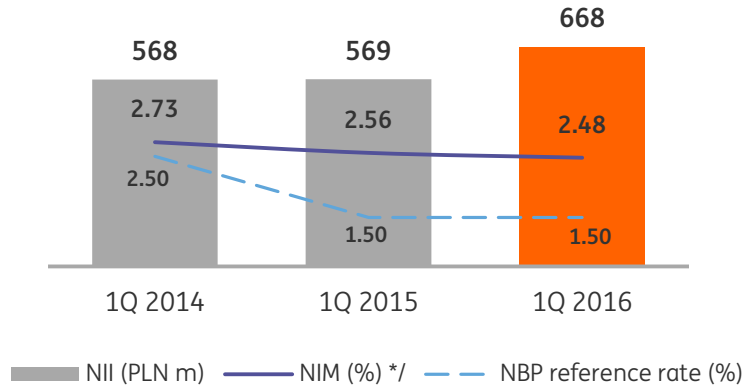
<i>PLN million</i>	1Q 2015	4Q 2015	1Q 2016	change q/q	change y/y
Total income	906.0	953.6	975.6	+ 2%	+ 8%
Total expenses	495.6	648.0	508.8	- 21%	+ 3%
Result before risk costs	410.4	305.6	466.8	+ 53%	+ 14%
Risk costs	84.3	51.5	78.9	+ 53%	- 6%
Bank levy	0.0	0.0	50.5	-	-
Profit before tax	326.1	254.1	337.4	+ 33%	+ 3%
Net profit	261.0	205.7	259.2	+ 26%	- 1%
Total capital ratio	14.8%	13.7%	14.1%	+0.4 p.p.	- 0.7 p.p.
ROA (%)	1.07%	1.07%	1.04%	- 0.03 p.p.	- 0.03 p.p.
ROE (%)	10.8%	11.0%	10.9%	-0.1 p.p.	+0.1 p.p.
C/I Ratio (%)	54.7%	68.0%	52.2%	-15.8 p.p.	-2.5 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

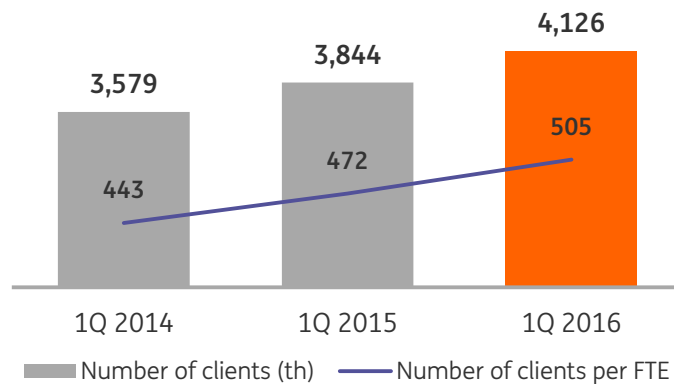
Efficiency growth

Net interest margin

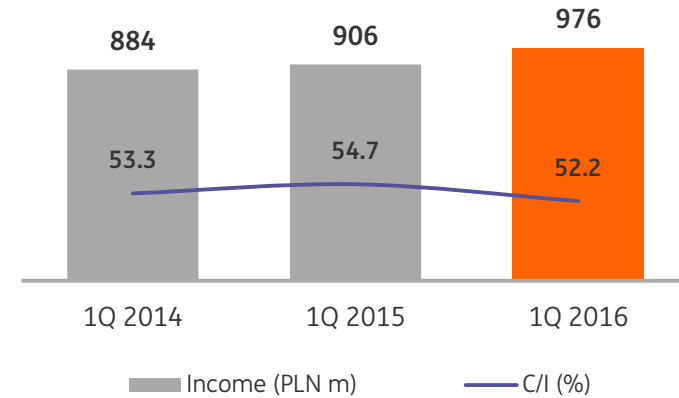


*/ NIM = sum of NII of 4 consecutive quarters / average interest earning assets of 5 consecutive quarters

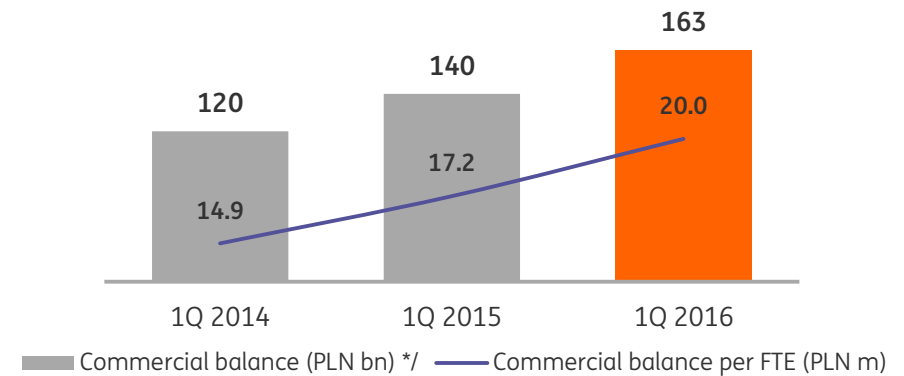
No. of clients per employee



Income and cost effectiveness



Commercial balances per employee



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

Business development

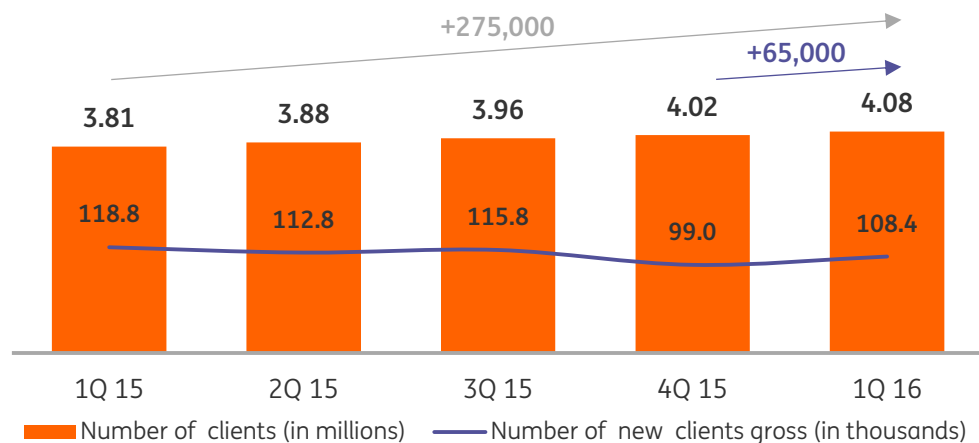
Increase in core products' sales

- 4.1 million retail clients → 108.4 thousand new clients acquired in 1Q 2016
- PLN 27.6 billion retail loans → + PLN 4.5 billion (+19%) y/y and + PLN 1.3 billion (+5%) q/q
- PLN 20.6 billion mortgage loans → + PLN 3.4 billion (+20%) y/y and + PLN 0.9 billion (+4%) q/q
- 16.4% market share in the sales of new mortgage loans in 1Q 2016
- PLN 952 million cash loans granted to retail clients in 1Q 2016 (+43% y/y and +20% q/q)
- PLN 61.5 billion retail deposits → + PLN 9.2 billion (+18%) y/y and + PLN 2.8 billion (+5%) q/q
- 2.9 million retail current accounts, including 78% of Direct Accounts
- 86% of self-banking deposits made through CDMs
- *ING BankMobile* and *ING BankMobile HD* – 1.4 million downloads of mobile banking applications
- A new online banking system for individual clients – *Moje ING* – almost 1.2 million users

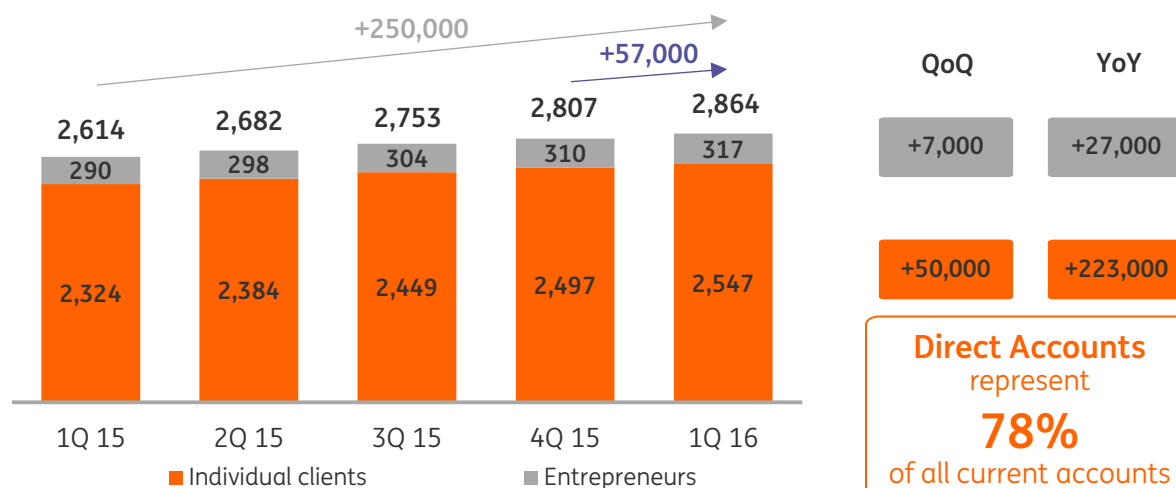
Client base

4.1 million retail clients

Number of retail clients



Number of retail clients' current accounts (in thousand)



Direct Accounts represent **78%** of all current accounts

DIRECT ACCOUNT

Bank mobile for PLN 0



ING BANK ŚLĄSKI S.A. AS GOLDEN BANK

- Top-notch service quality
- Best bank in the social media
- Best safety practices

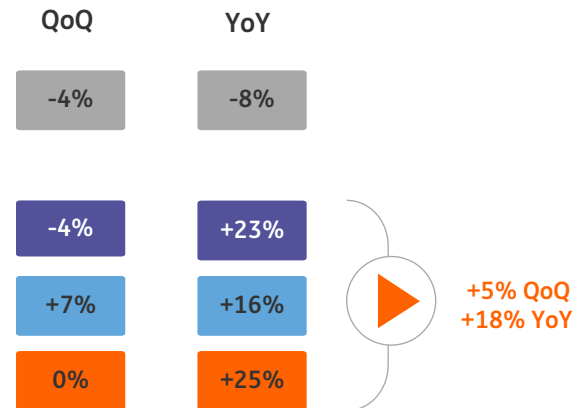
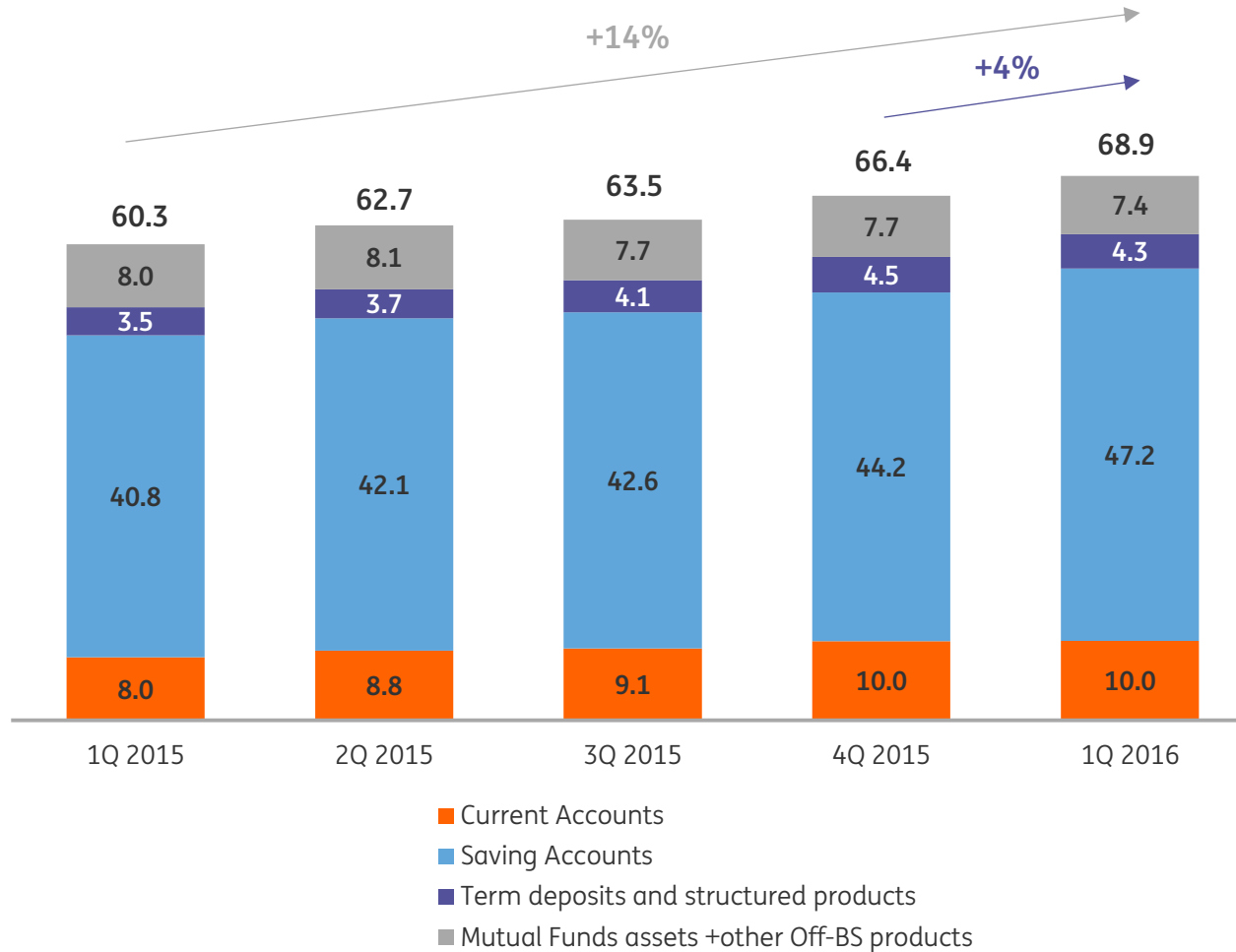
The omnichannel customer quality survey was made by a group of 200 mystery clients.

Note: PLN denominated current accounts

Funds entrusted

Permanent growth of stable funding base

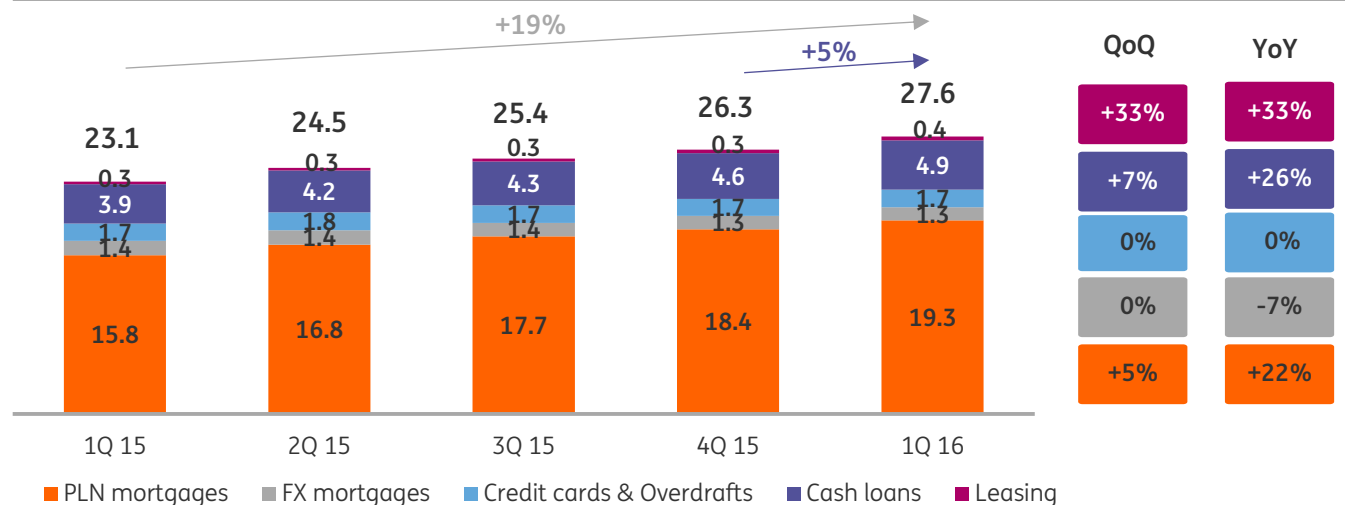
Portfolio of funds entrusted by retail clients (in PLN billion)



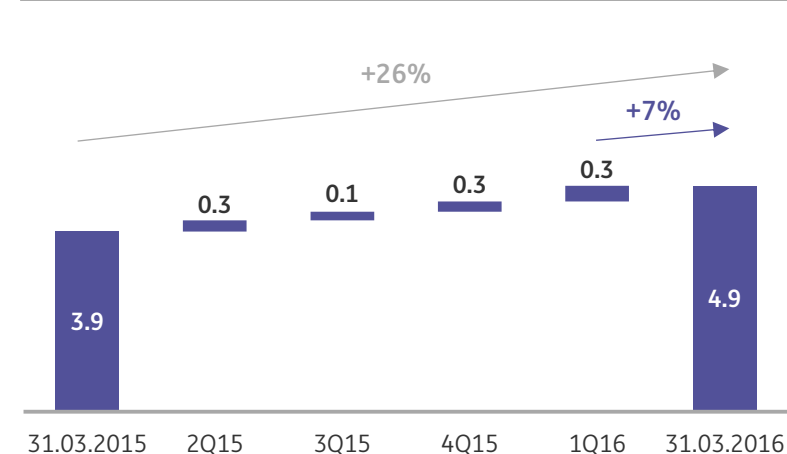
Loan portfolio of retail segment clients

Constant growth in retail lending

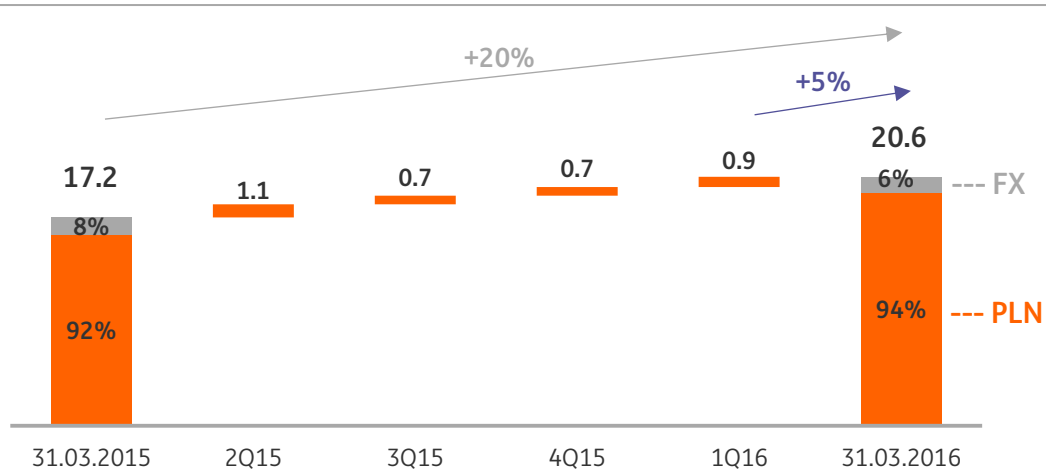
Loan portfolio of retail segment clients (in PLN billion)



Retail cash loans (in PLN billion)



Retail mortgage loans (in PLN billion)



- **PLN 952 million** cash loans granted to retail clients in 1Q 2016 (+43% y/y and +20% q/q)
- **16.4%** market share in the sales of mortgage loans in 1Q 2016, 2nd market place.
Signed agreements worth: PLN 1.6 billion (+6% y/y)
- **7.9%** market share in PLN housing loans; **4.8%** in housing loans in total (as at the end of 1Q 2016)

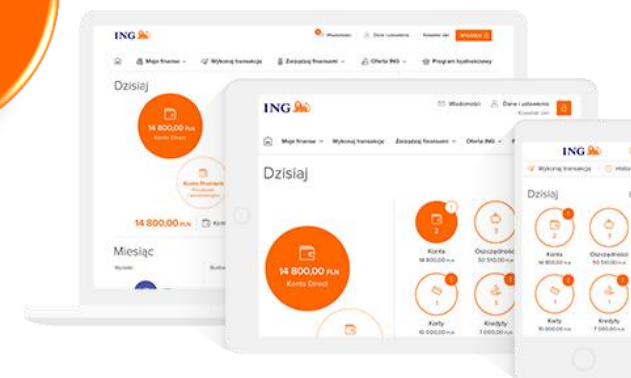
Distribution and service network

Enhanced access to banking services

Mobile banking (ING BankMobile / ING BankMobile HD)

- ~ **765 th** active clients
- ~ **6.8 m** transactions in 1Q 2016 (transfers + phone top-ups)
- ~ **345 th** average daily number of logins
- ~ **190 th** average daily number of unique users logins

1.4 million
application
downloads



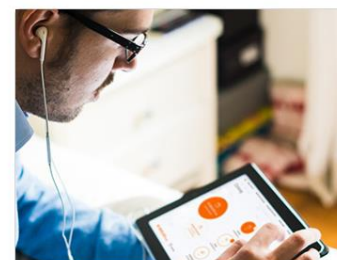
- **394** branches, all with self-banking areas
- **1,137** ATMs and **935** CDMs
- **Over 800** contactless machines
- **66** ING Express points at shopping malls
- **86%** of cash-in transactions are processed automatically

Since 12 April 2016 **Moje ING** has been the primary online banking system for individual clients



Comfort

Each action can be done fast



Transparency

Clear finance picture already after login



Intuitiveness

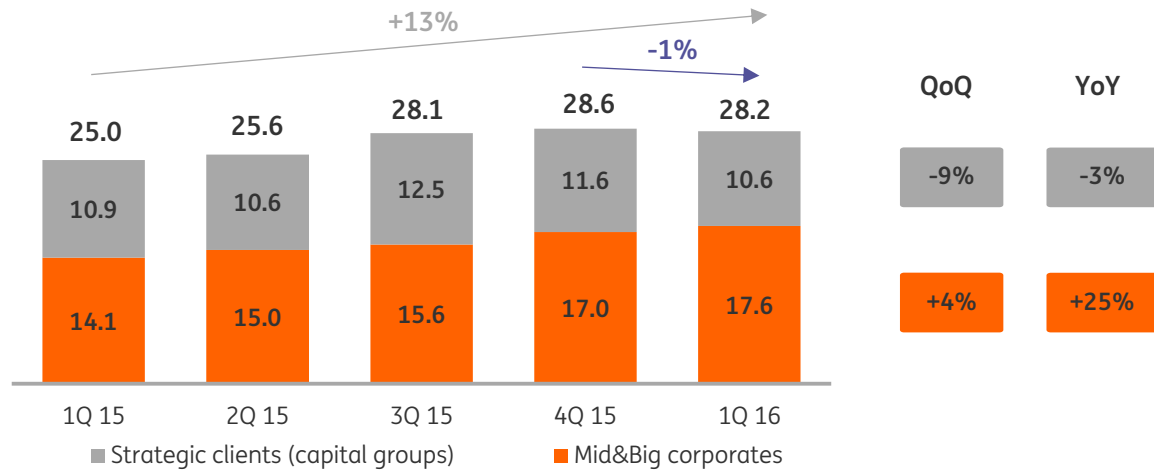
System built for people by people


Volumes growth

- 44.2 thousand corporate clients → 3.0 thousand new clients acquired in 1Q 2016 (14% of them are clients acquired through direct channels)
- PLN 44.8 billion corporate loans → + PLN 6.3 billion (+16%) y/y and + PLN 1.5 billion (+4%) q/q
- PLN 5.6 billion – leasing receivables; PLN 2.6 billion – factoring receivables
- PLN 28.2 billion corporate deposits → + PLN 3.2 billion (+13%) y/y and - PLN 0.4 billion (-1%) q/q
- 46 thousand downloads of *ING Business* mobile application
 - the application was launched in January 2013, its new release was offered in June 2015

Cash Management

Volume of corporate deposits (in PLN billion)



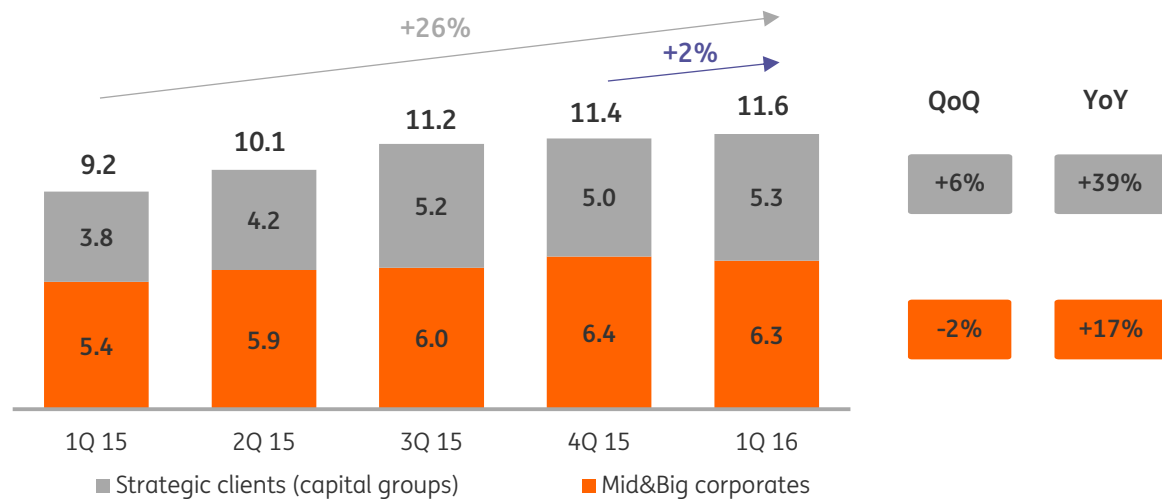


3.0 th

(+33% y/y)

new corporate clients
acquired in 1Q 2016
(including **14%** of clients
acquired through direct channels)

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



ING Business Premiere

During the international conference FinovateEurope 2016 in London, we presented **for the first time** the **brand-new online banking system for businesses**.

The system will be available through our website on PCs and tablets as well as through smartphone and smartwatch applications.



LONDON • FEB 9 & 10, 2016

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.



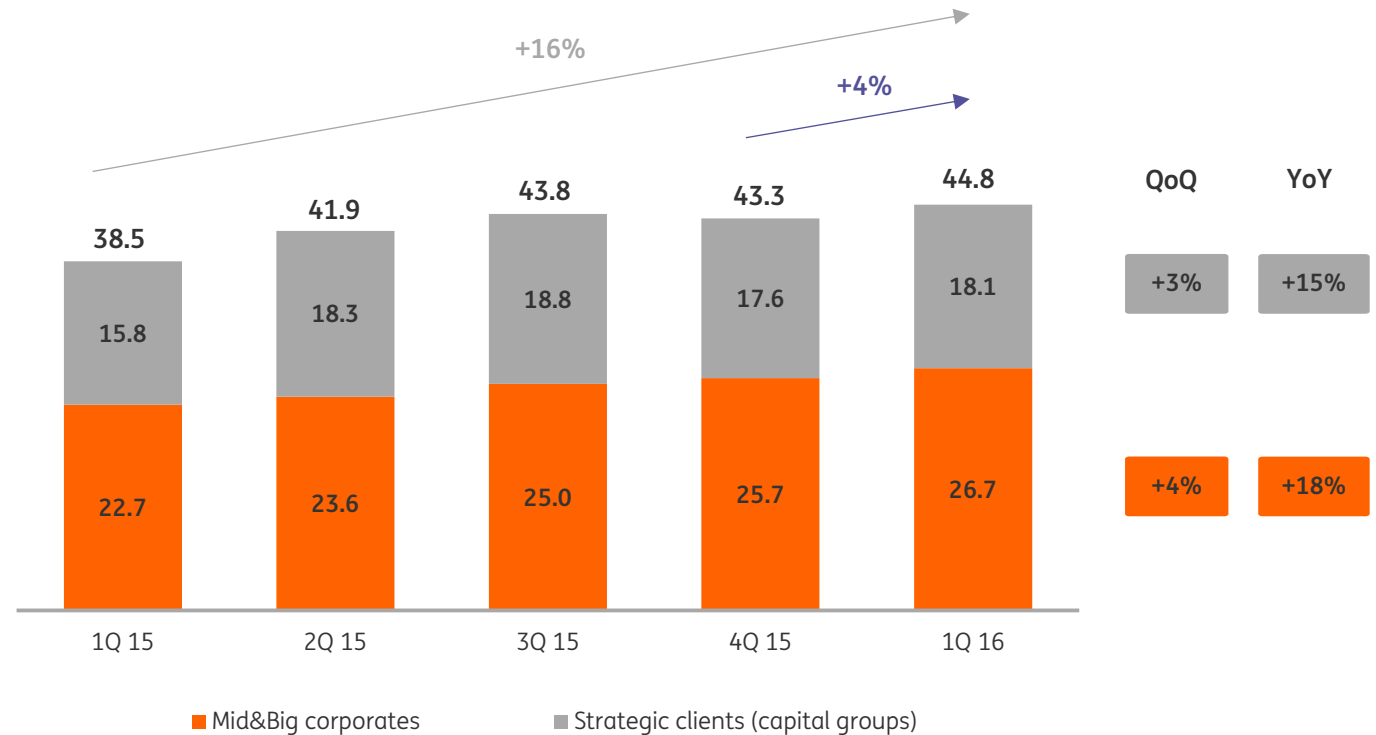
Use financing over the internet

Select credit product >

Check credit capacity >

Submit credit application >

Volume of loans to corporate clients (in PLN billion)

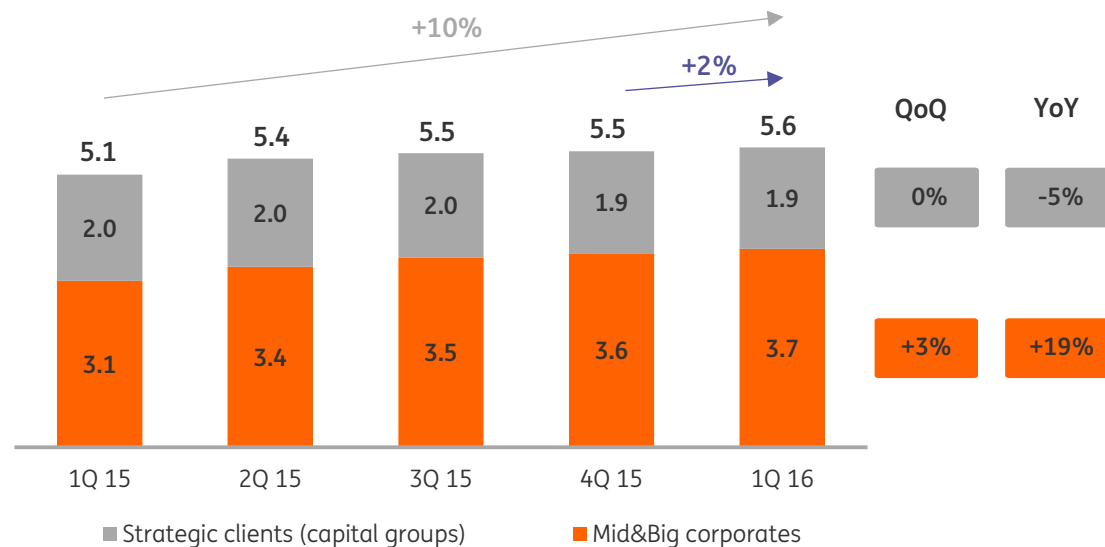


Asset Based Lending

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

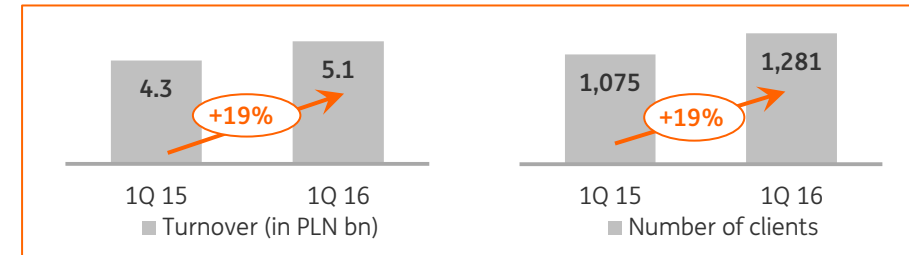
- **#3** on the market in terms of the whole portfolio value (end of 2015)
- **4.5%** market share in terms of the new sales
- Market share in terms of the leasing of machinery (new sales): **5.8%** (**#8** position)
- **11.0 thousand** clients using leasing services (+40% y/y)

Leasing – financing of the customers (in PLN billion)

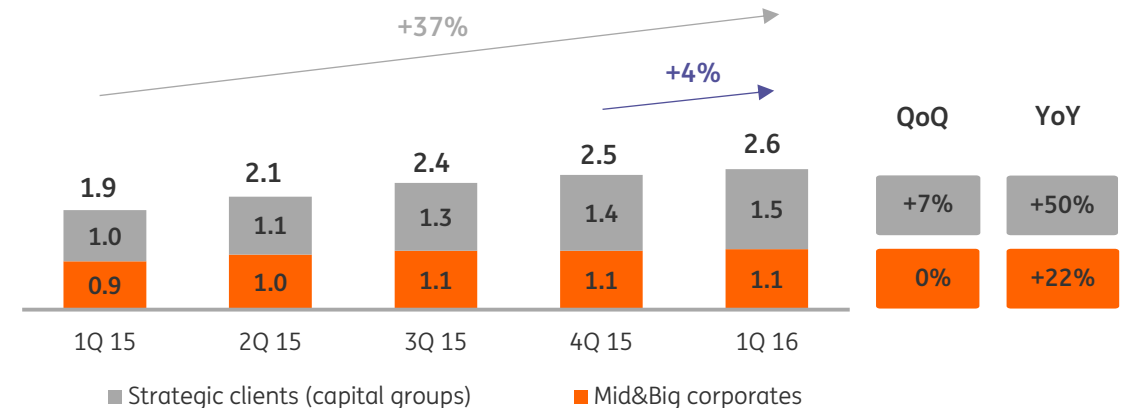


ING Commercial Finance Polska S.A. (factoring)

#1 #1 position on the market with market share of **14.7%**



Factoring – financing of the customers (in PLN billion)



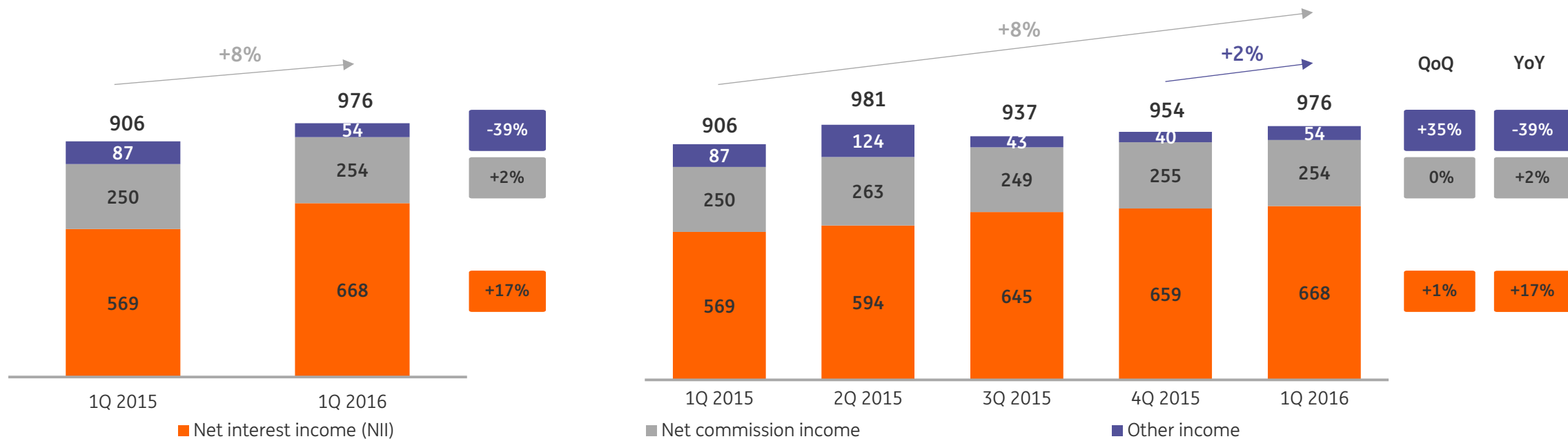
1Q 2016 financial results

ING Bank Śląski financial performance

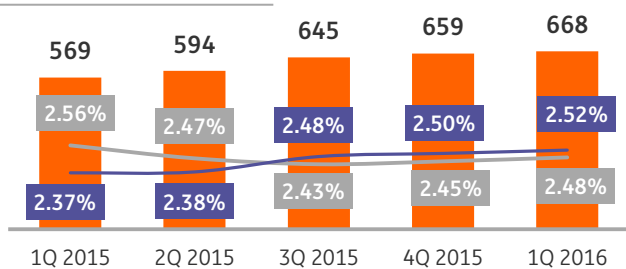
<i>PLN million</i>	1Q 2015	4Q 2015	1Q 2016	change q/q	change y/y
Net interest income	569.0	659.4	668.1	+ 1%	+ 17%
Net commission income	250.0	254.8	253.9	- 0%	+ 2%
Trading & other income	87.0	39.4	53.6	+ 36%	- 38%
Total income	906.0	953.6	975.6	+ 2%	+ 8%
Total expenses	495.6	648.0	508.8	- 21%	+ 3%
Result before risk costs	410.4	305.6	466.8	+ 53%	+ 14%
Risk costs	84.3	51.5	78.9	+ 53%	- 6%
Bank levy	0.0	0.0	50.5	-	-
Profit before tax	326.1	254.1	337.4	+ 33%	+ 3%
Net profit	261.0	205.7	259.2	+ 26%	- 1%
Total capital ratio	14.8%	13.7%	14.1%	+0.4 p.p.	- 0.7 p.p.
ROA (%)	1.07%	1.07%	1.04%	- 0.03 p.p.	- 0.03 p.p.
ROE (%)	10.8%	11.0%	10.9%	-0.1 p.p.	+0.1 p.p.
C/I Ratio (%)	54.7%	68.0%	52.2%	-15.8 p.p.	-2.5 p.p.

Revenue per category

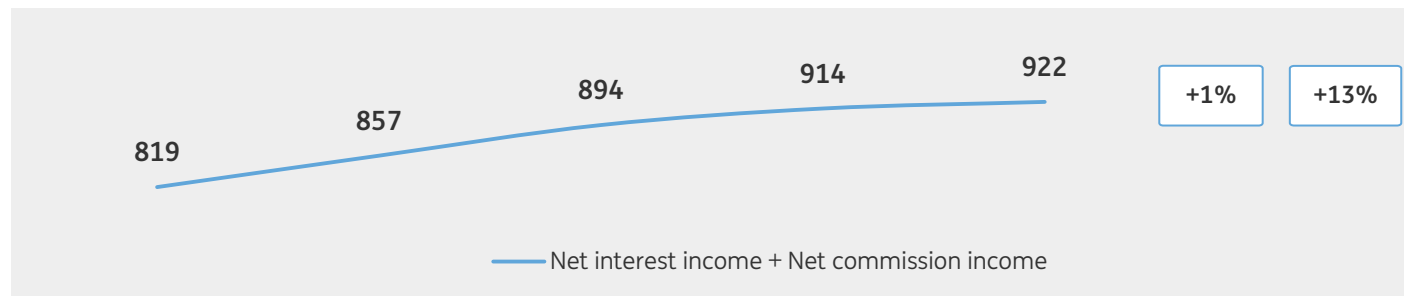
Revenues per P&L category (PLN m)



NIM

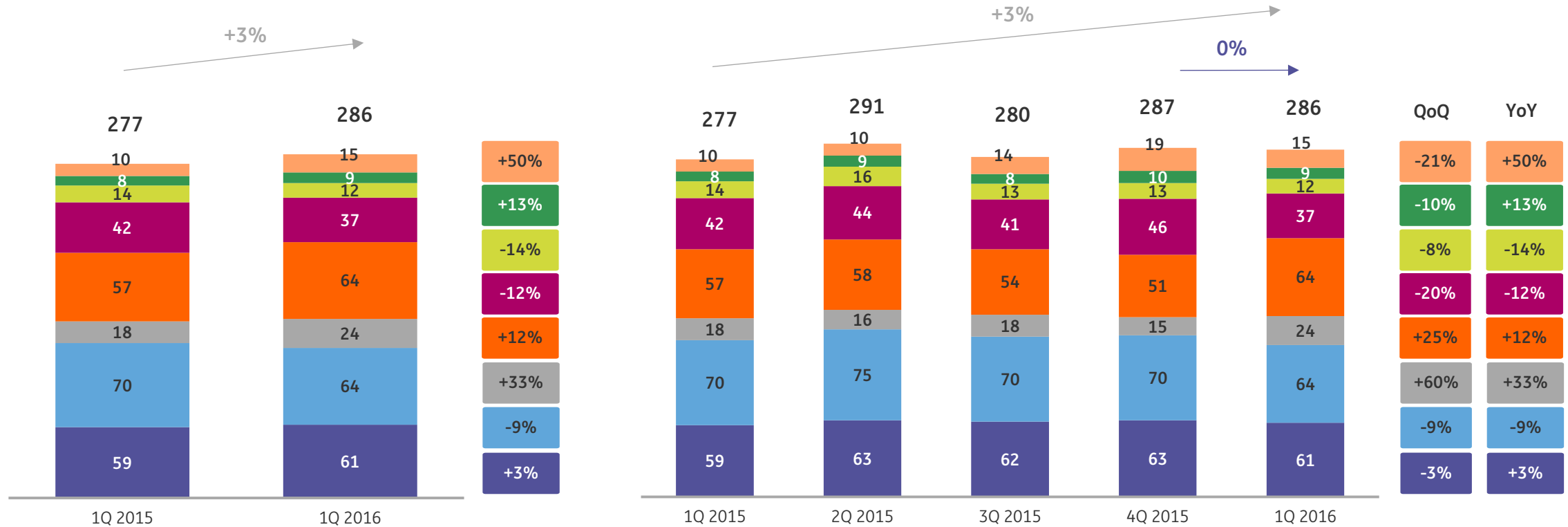


Net interest income (NII) — NIM cumulative — NIM quarterly



Commission income

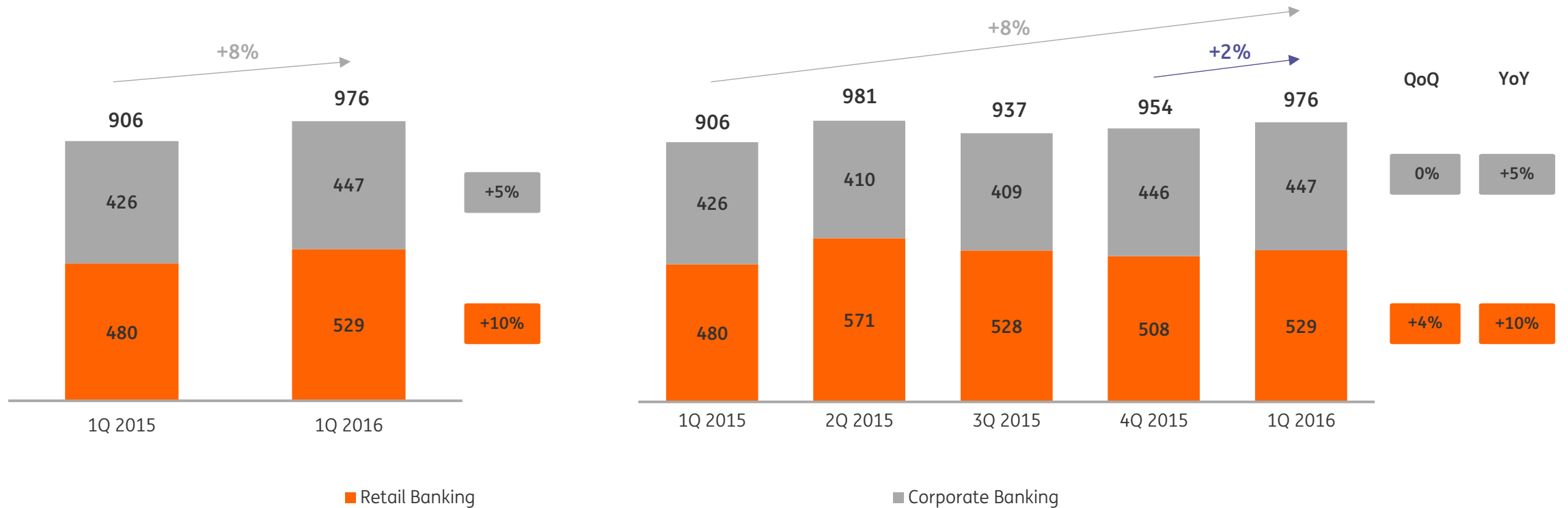
Commission income by category (PLN m)



- Fees related to the clients' bank accounts
- FX margin
- Debit and credit cards
- Fees related to loans
- TFI Distribution, brokerage and custody fees
- Insurance product offering
- Factoring & leasing
- Other

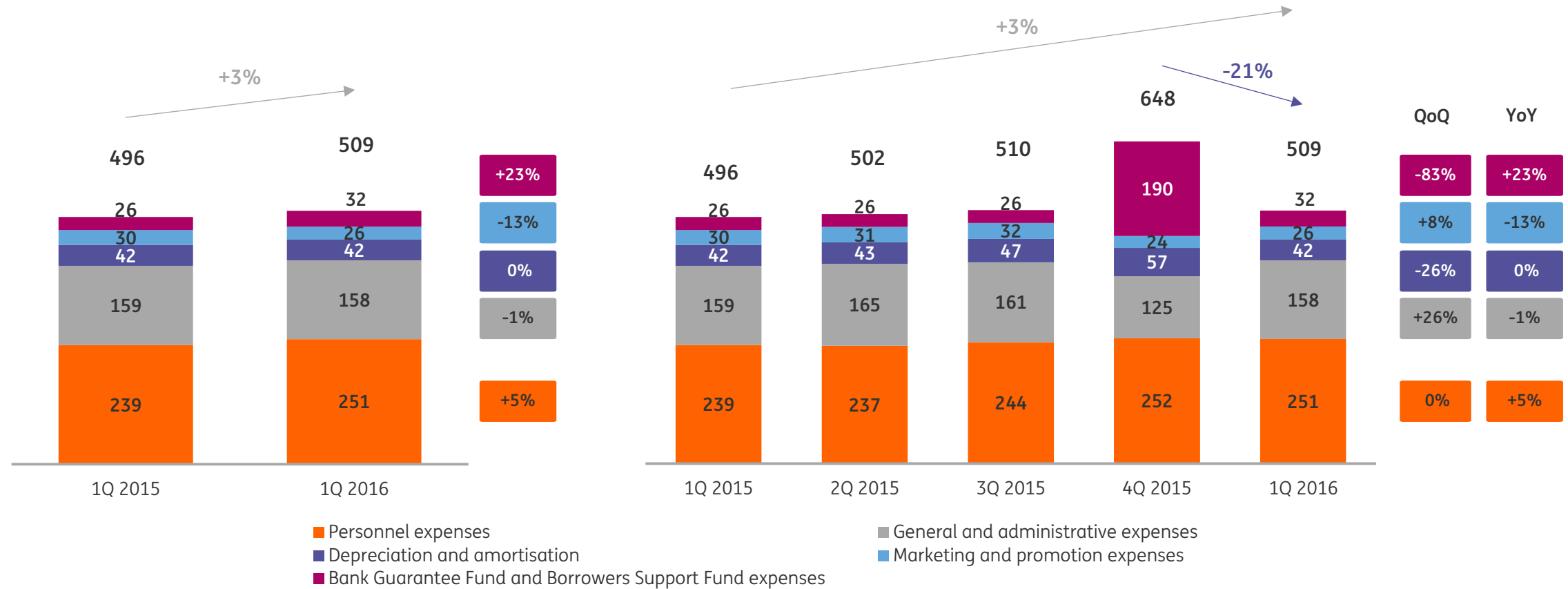
Revenue per business line

Revenues by business line (PLN m)



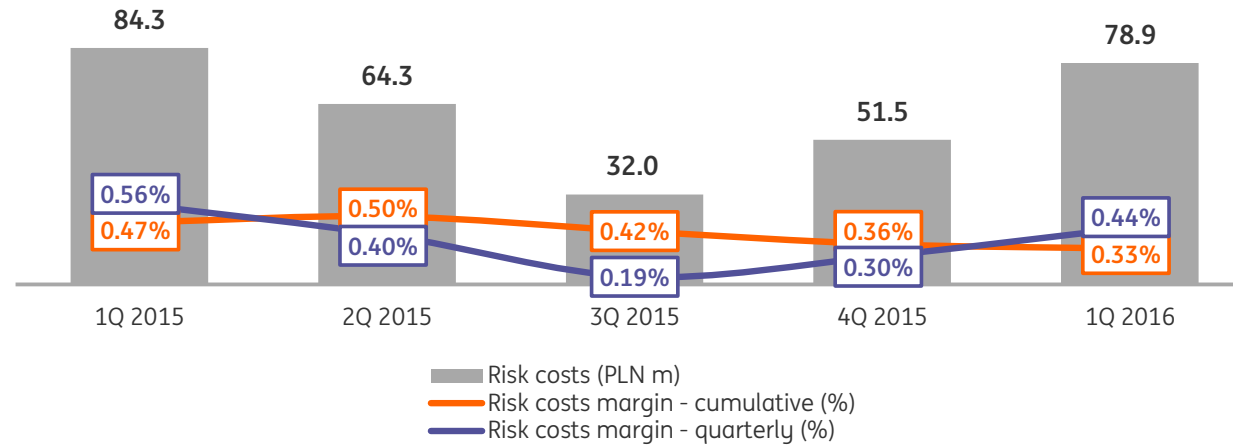
Total expenses

Total costs (PLN m)

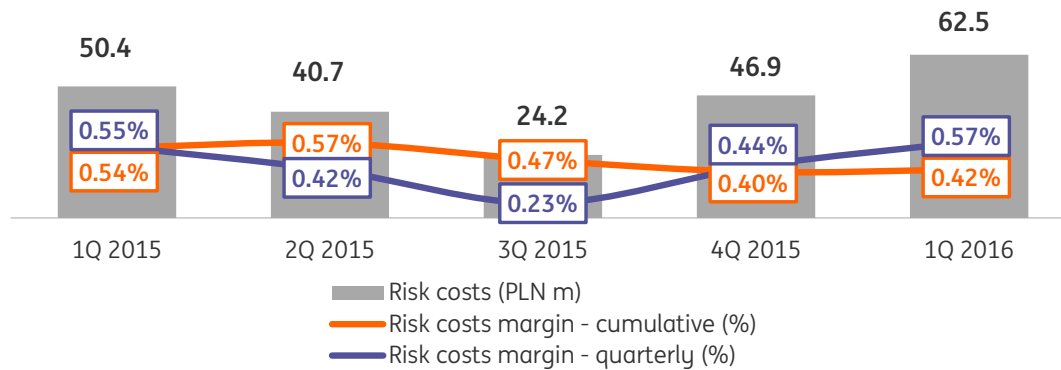


Risk costs

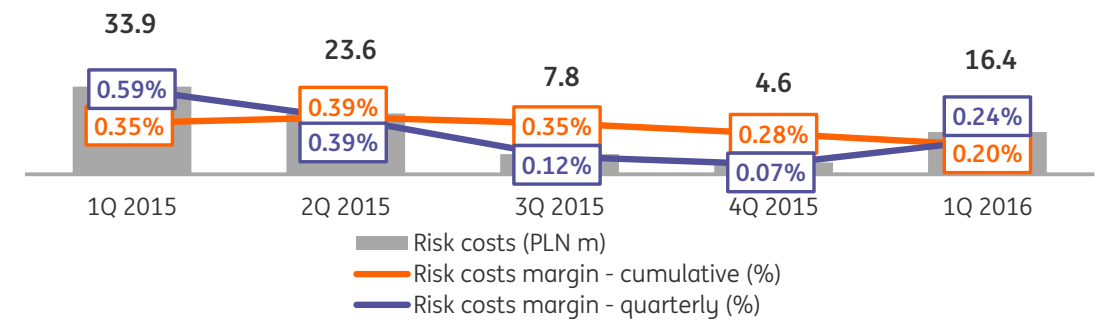
Bank



Corporate

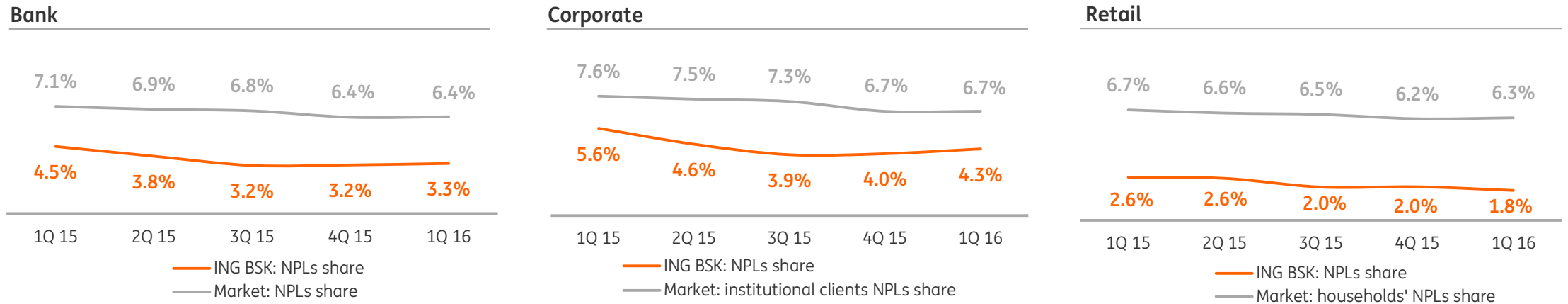


Retail



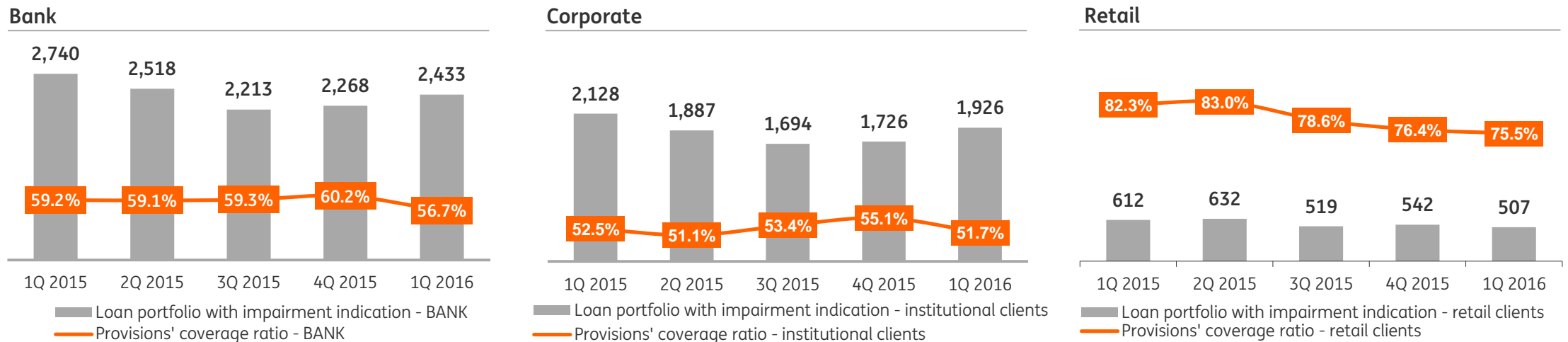
Loan portfolio quality and provisioning

Share of impaired portfolio in the total loan portfolio



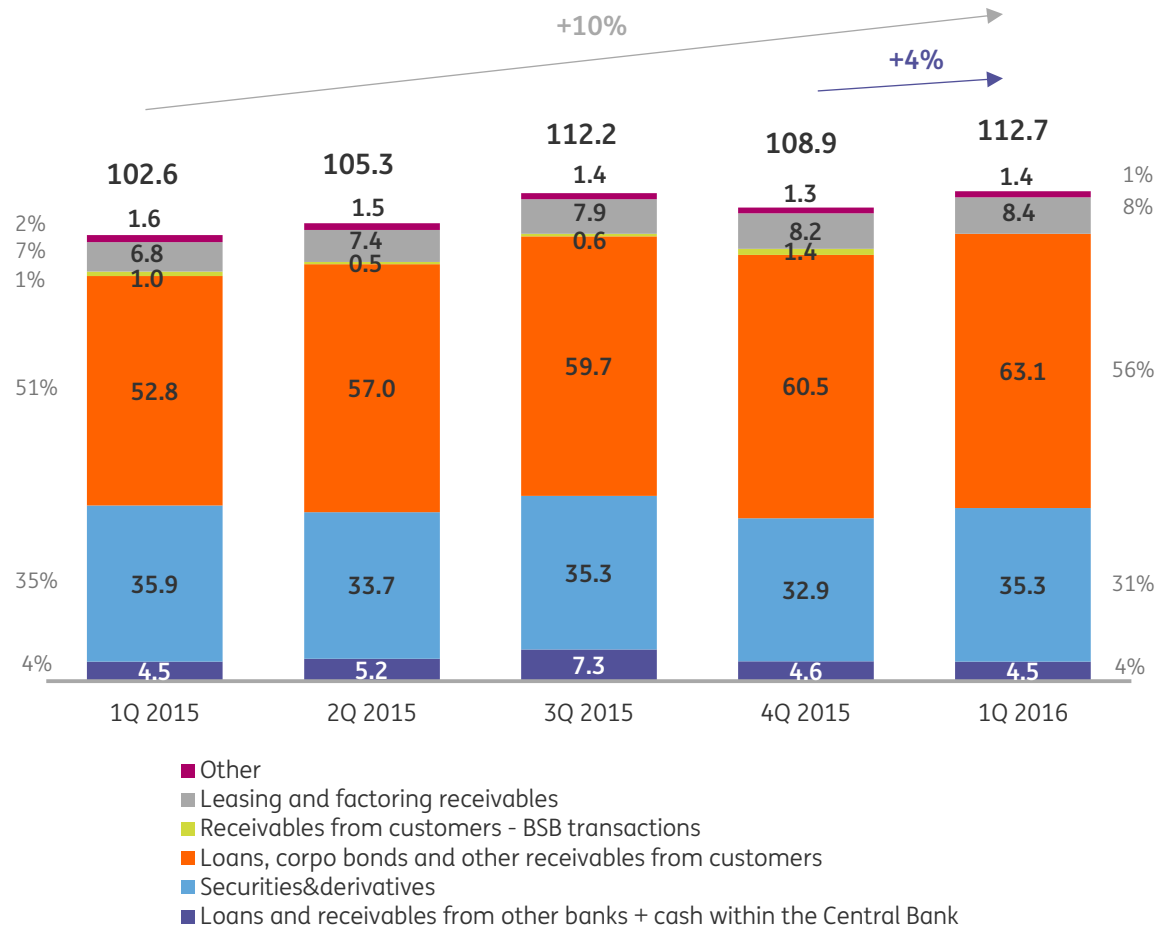
Note: market ratio estimated based on NBP data, as of February 2016

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

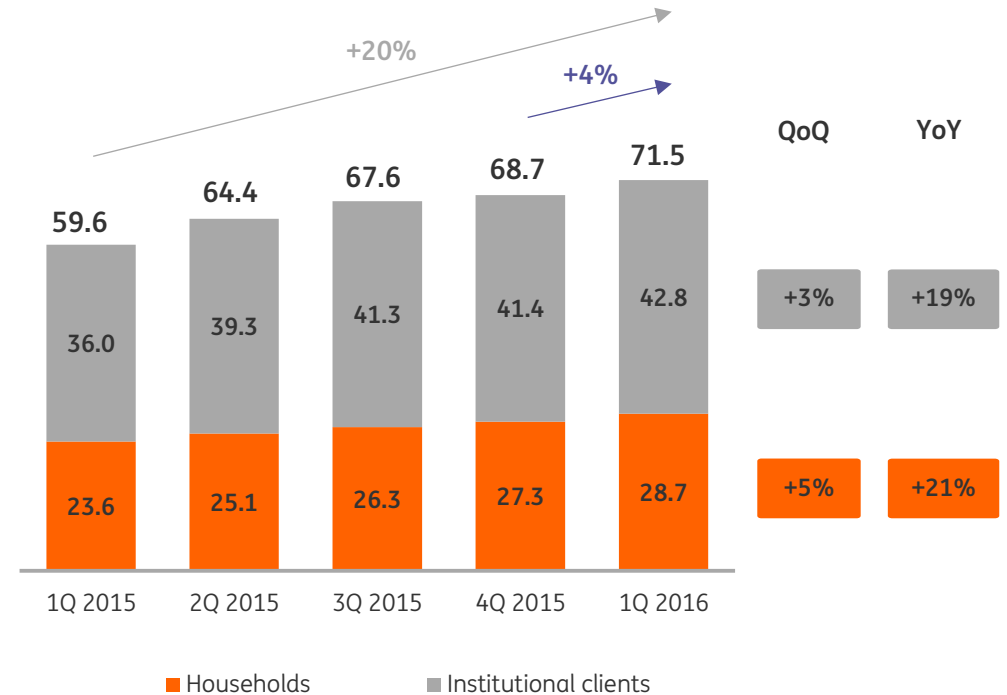


Bank assets

Assets structure (PLN bn / %)



Loans and receivables to customers - non-bank sector (PLN bn)

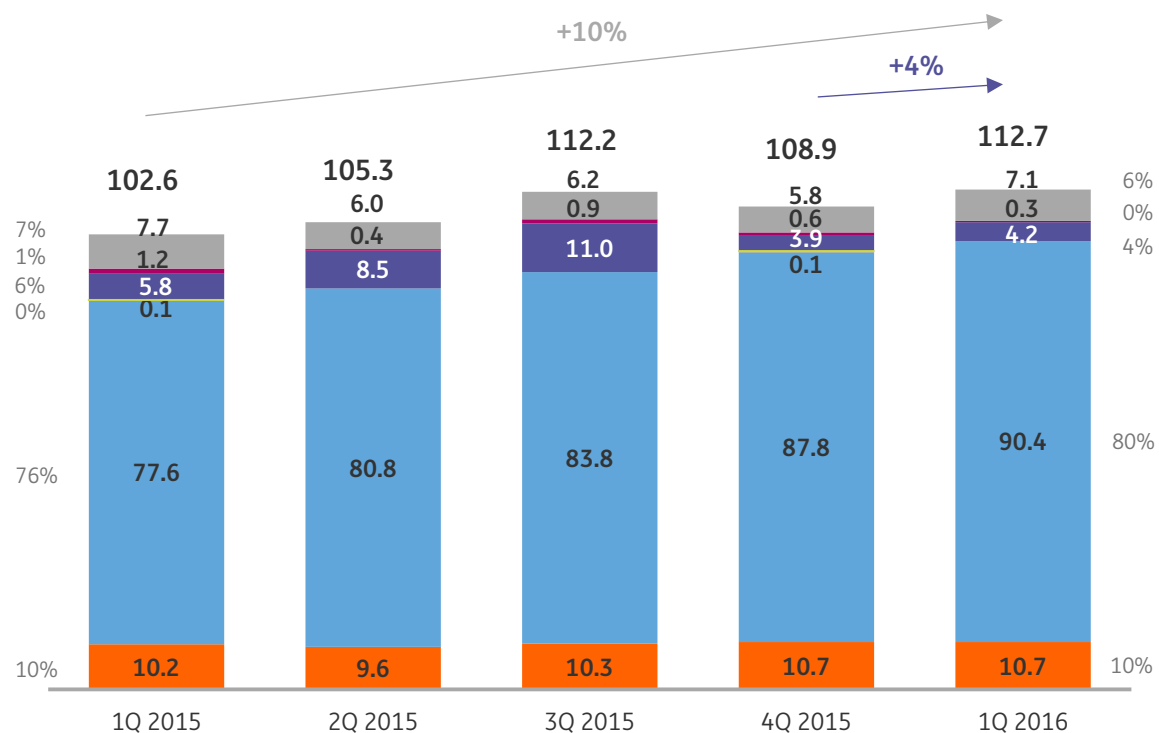


Note: Loans, corpo bonds and other receivables from customers do not include clients related buy-sell-back transactions as well as debt securities included in the consolidated statement of financial position in the loans category (Eurobonds). Eurobonds are included in the securities & derivatives portfolio.

Bank liabilities

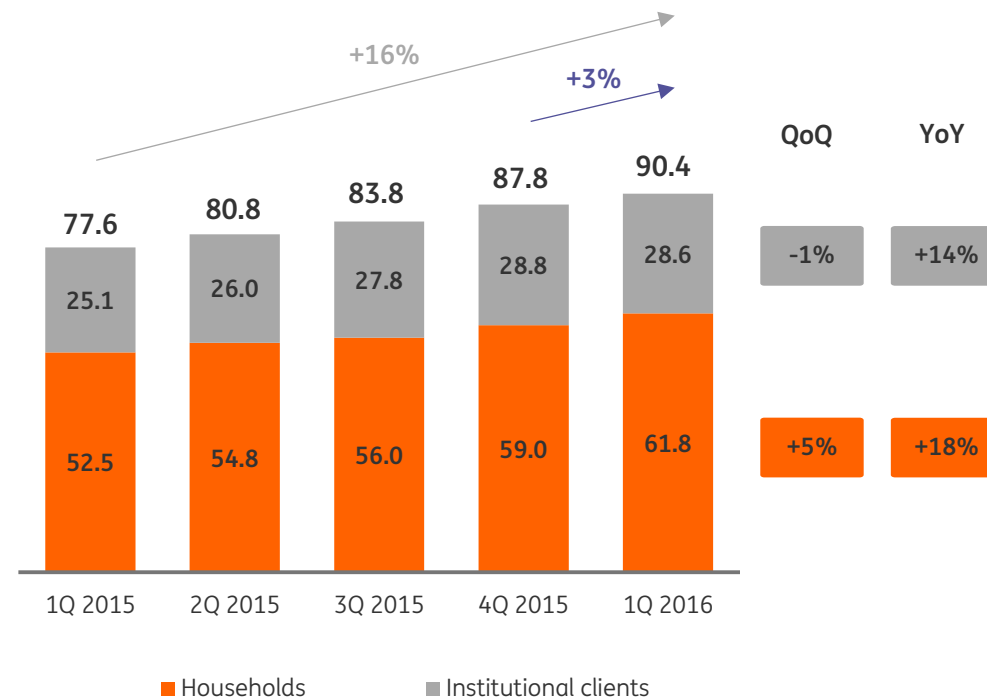
Stable deposit base

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

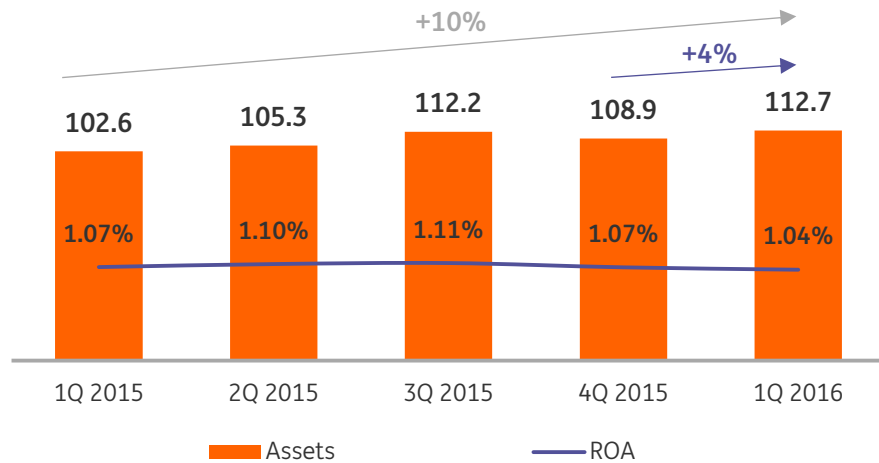
Deposits and other liabilities to clients (PLN bn)



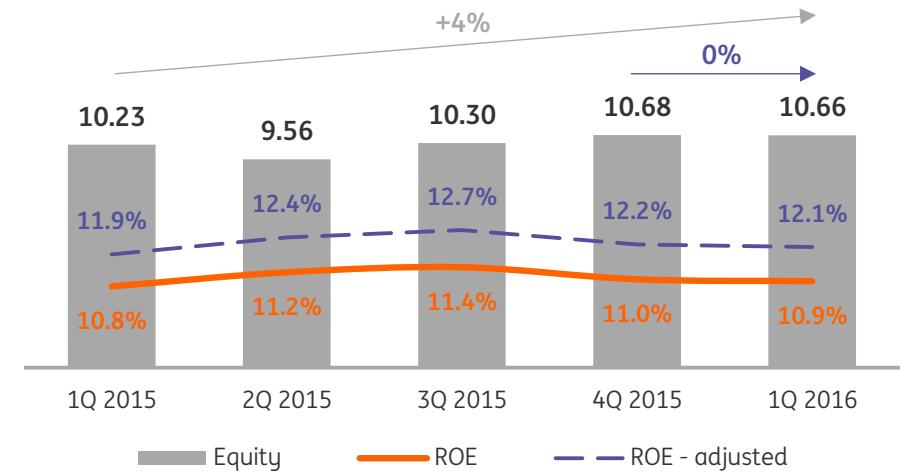
Note: deposits and other liabilities to clients do not include sell-buy-back transactions

Assets, equity and profitability ratios

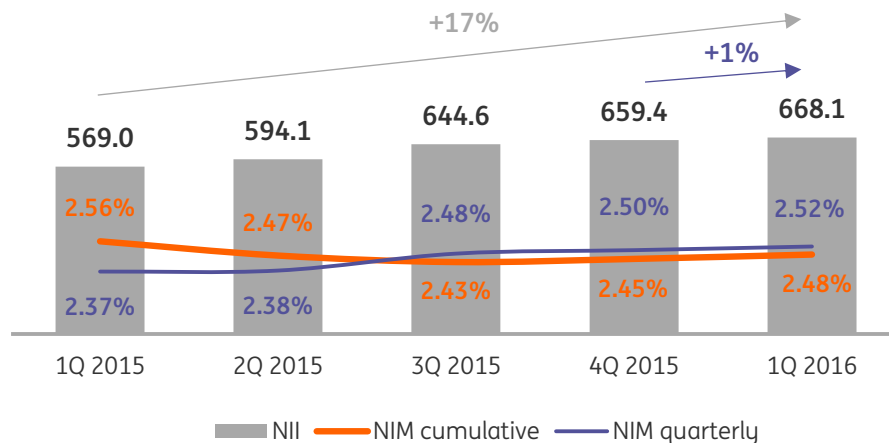
Assets (PLN bn) / ROA



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)

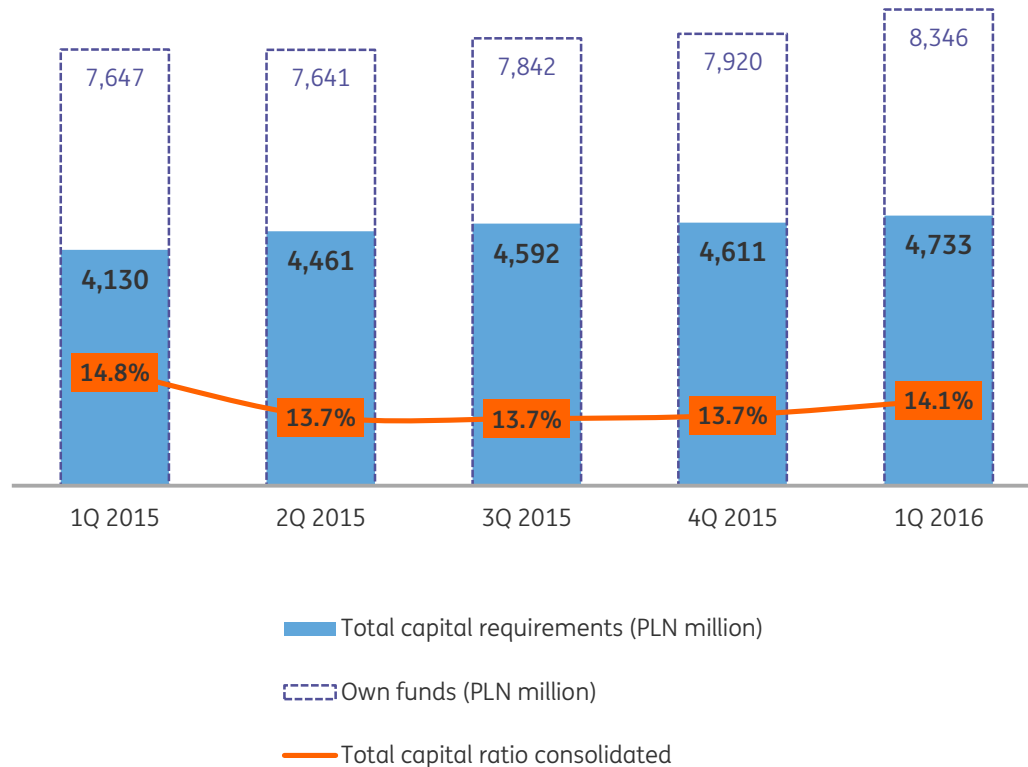
NII - including swap points and interest from derivatives

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

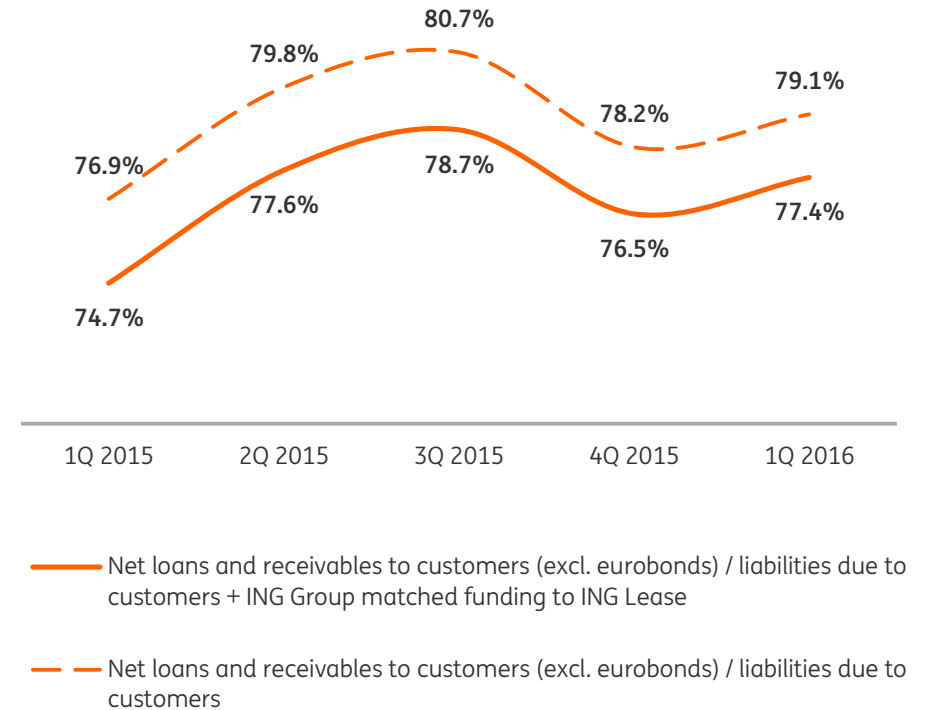
NIM **quarterly** = quarterly NII x4 / average interest earning assets of a quarter

Capital Adequacy

Total capital ratio and the total capital requirements



Loan-to-deposit ratio

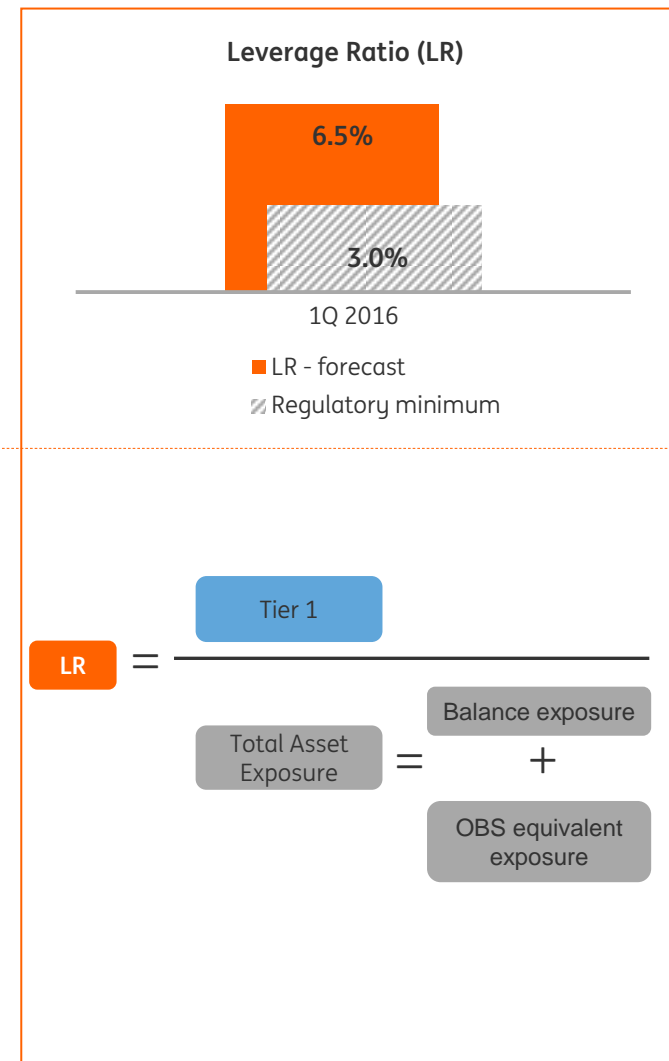
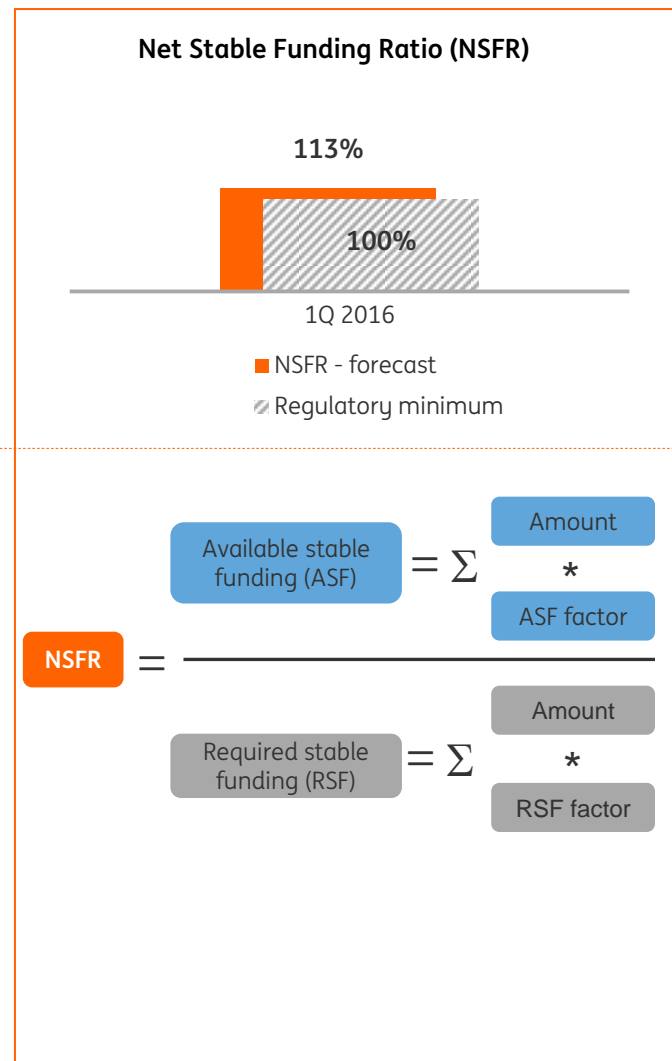
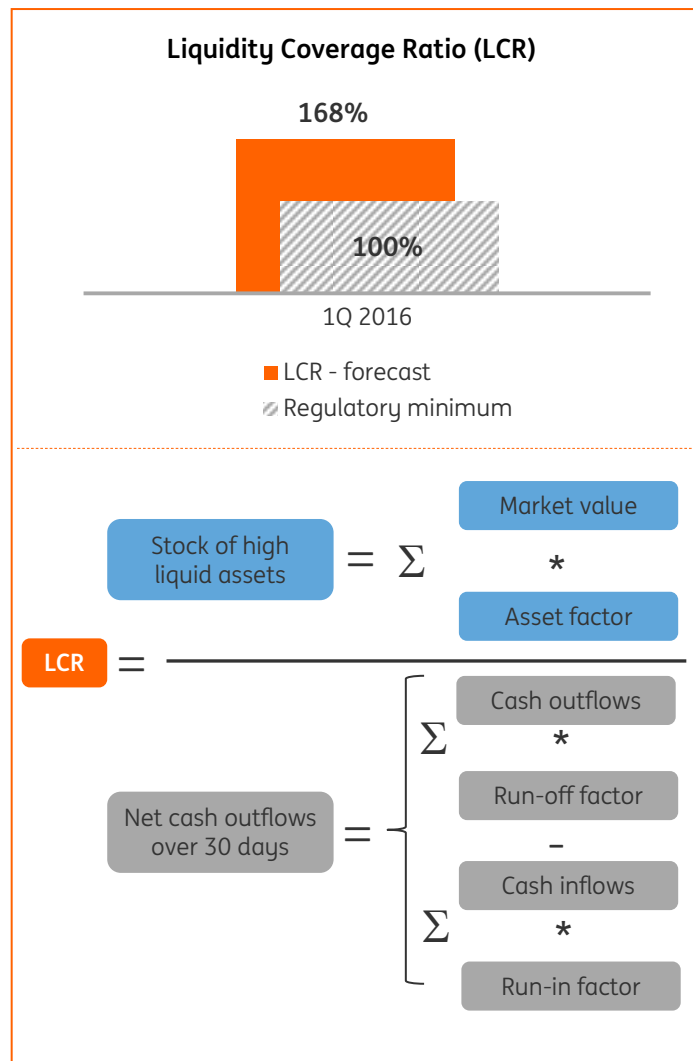


On 23 February 2016, ING Bank Śląski S.A. concluded with ING Bank N.V. a subordinated loan agreement worth EUR 150.0 million (or PLN 654.8 million at the average PLN/EUR rate of the National Bank of Poland of 23 February 2016). With the decision of the Polish Financial Supervision Authority of 19 April 2016, the Bank was granted consent to recognise the loan in Tier II capital.

Should the Bank have recognised the subordinated loan in Tier II capital already as at 31 March 2016, the total consolidated capital ratio would be 15.2%.

New liquidity and leverage ratios – CRD IV

Estimates on the basis of available assumptions - as at 31 March 2016



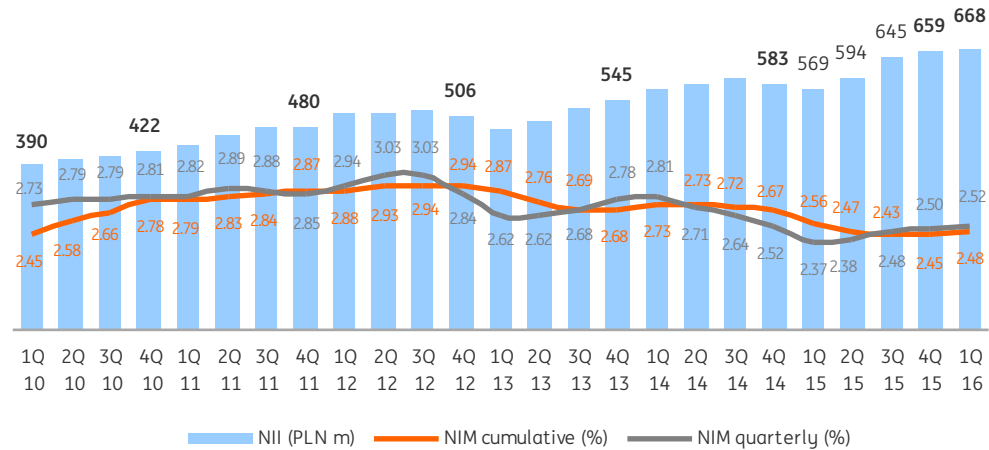
Appendix

Quarterly P&L

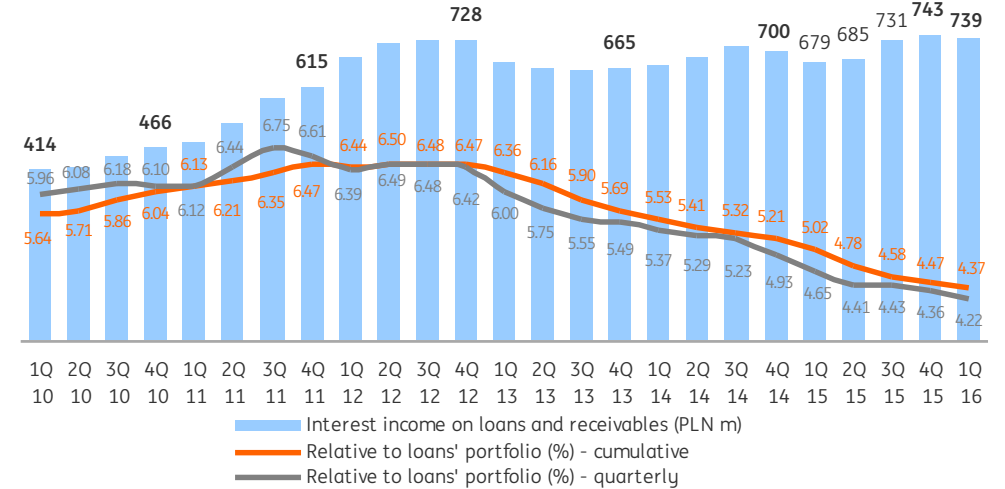
Interim condensed consolidated financial statements	1Q 2014	2Q 2014	3Q 2014	4Q 2014	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016	QoQ		YoY	
										Δ	%	Δ	%
I. Net interest income, of which:	567.9	582.2	596.9	583.2	569.0	594.1	644.6	659.4	668.1	8.7	1.3%	99.1	17.4%
Interest income, of which:	903.8	932.6	962.2	925.9	887.0	878.0	928.5	935.1	935.0	-0.1	0.0%	48.0	5.4%
- from loans and receivables to banks	28.7	23.8	22.3	17.8	15.9	15.4	17.1	14.4	12.3	-2.1	-14.6%	-3.6	-22.6%
- from loans and receivables to customers	613.8	633.2	659.3	642.6	625.5	634.2	676.7	683.6	683.6	0.0	0.0%	58.1	9.3%
- from leasing	39.3	42.1	44.5	42.4	40.9	38.4	41.6	44.7	40.5	-4.2	-9.4%	-0.4	-1.0%
- from factoring	21.3	23.2	23.6	21.9	17.7	17.5	18.5	19.9	19.2	-0.7	-3.5%	1.5	8.5%
- from debt securities	187.4	196.5	196.9	191.1	175.4	168.5	166.1	156.3	156.0	-0.3	-0.2%	-19.4	-11.1%
- from BSB transactions (non trading)	3.7	4.8	4.4	2.2	3.6	1.0	1.2	2.2	3.3	1.1	50.0%	-0.3	-8.3%
- interest result on derivatives	9.6	9.0	11.2	7.9	8.0	3.0	7.3	14.0	20.1	6.1	43.6%	12.1	151.3%
Interest expenses, of which:	335.9	350.4	365.3	342.7	318.0	283.9	283.9	275.7	266.9	-8.8	-3.2%	-51.1	-16.1%
- interest on deposits from banks	24.2	28.8	19.4	17.9	14.9	16.5	19.5	14.3	8.6	-5.7	-39.9%	-6.3	-42.3%
- interest on deposits from customers	305.4	315.4	338.3	319.1	296.5	260.5	258.4	255.5	251.0	-4.5	-1.8%	-45.5	-15.3%
- on SBB transactions (non trading)	0.4	0.7	2.0	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0%	0.0	0.0%
- interest on debt securities in issue	5.0	5.1	5.1	5.3	6.1	6.2	5.7	5.7	5.7	0.0	0.0%	-0.4	-6.6%
- on trading financial instruments	0.9	0.4	0.5	0.3	0.4	0.6	0.2	0.1	0.2	0.1	100.0%	-0.2	-50.0%
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3	1.3	n/a	1.3	n/a
II. Net commission income	276.1	279.6	258.3	248.9	250.0	263.5	248.9	254.8	253.9	-0.9	-0.4%	3.9	1.6%
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	49.1	20.3	70.5%	-28.4	-36.6%
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	23.0	0.1	0.4%	7.8	51.3%
Net income on investments	0.3	4.9	5.2	5.4	50.9	90.6	23.2	0.3	28.7	28.4	9466.7%	-22.2	-43.6%
Net income on hedge accounting	0.8	3.0	7.2	-2.1	11.4	3.3	2.6	5.6	-2.6	-8.2	-146.4%	-14.0	-122.8%
IV. Net income on other basic activities	2.6	4.1	6.1	7.5	9.5	2.4	-1.7	10.6	4.5	-6.1	-57.5%	-5.0	-52.6%
V. 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	0.0	n/a	0.0	n/a
Income	883.8	897.7	897.3	866.0	906.0	981.4	937.1	953.6	975.6	22.0	2.3%	69.6	7.7%
Expenses	471.2	480.5	489.5	488.5	495.6	502.3	509.8	648.0	508.8	-139.2	-21.5%	13.2	2.7%
- personnel expenses	230.5	241.3	237.3	238.3	238.9	237.0	243.8	252.4	251.5	-0.9	-0.3%	12.6	5.3%
- other expenses	240.7	239.2	252.2	250.1	256.7	265.4	265.9	395.6	257.2	-138.4	-35.0%	0.5	0.2%
- of which depreciation and amortisation	38.0	38.5	39.6	59.0	41.8	43.5	46.8	57.1	42.2	-14.9	-26.1%	0.5	1.1%
Profit before risk costs	412.6	417.2	407.8	377.5	410.4	479.1	427.3	305.6	466.8	161.2	52.7%	56.4	13.7%
Cost of risk	84.1	33.3	65.2	85.1	84.3	64.3	32.0	51.5	78.9	27.4	53.2%	-5.4	-6.4%
- retail	36.7	10.6	13.2	18.2	33.9	23.6	7.8	4.6	16.4	11.8	256.5%	-17.5	-51.6%
- corporate	47.4	22.7	52.0	66.9	50.4	40.7	24.2	46.9	62.5	15.6	33.3%	12.1	24.0%
Tax on certain financial institutions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	50.5	50.5	n/a	50.5	n/a
Profit (loss) before tax	328.5	383.9	342.6	292.4	326.1	414.8	395.3	254.1	337.4	83.3	32.8%	11.3	3.5%
Income tax	73.9	101.5	69.5	61.7	65.1	70.1	79.6	48.4	78.2	29.8	61.6%	13.1	20.1%
Net profit (loss), of which:	254.6	282.4	273.1	230.7	261.0	344.7	315.7	205.7	259.2	53.5	26.0%	-1.8	-0.7%
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	259.2	53.5	26.0%	-1.8	-0.7%
C/I (%)	53.3%	53.5%	54.6%	56.4%	54.7%	51.2%	54.4%	68.0%	52.2%				

Net interest income and margins development

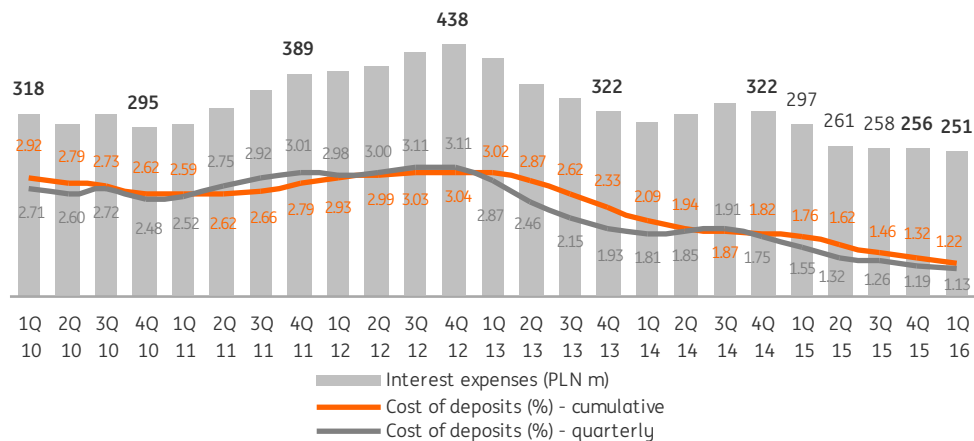
NII (PLN m) / NIM (%)



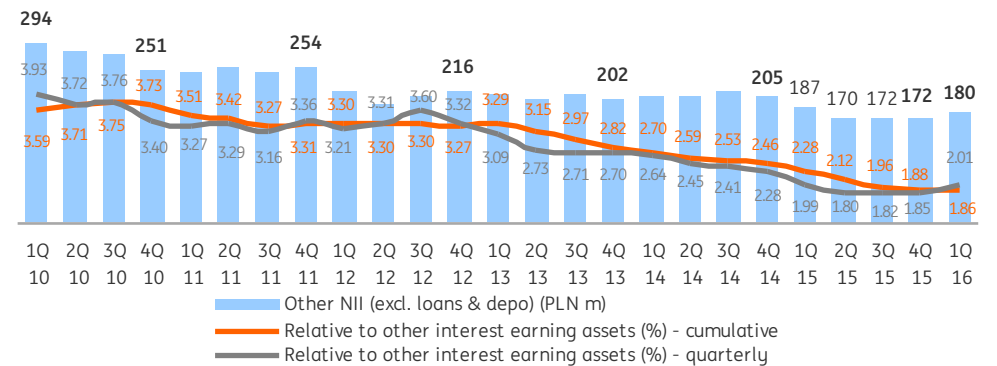
Interest income on customer loans & receivables (PLN m) / average interest (%)



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 31.03.2016	%
1	WHOLESALE TRADE	6,324	14.0%
2	REAL ESTATE SERVICE	5,962	13.2%
3	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	3,790	8.4%
4	RETAIL TRADE	2,456	5.4%
5	FINANCIAL INTERMEDIATION	2,430	5.4%
6	FOODSTUFF AND BEVERAGE PRODUCTION	2,317	5.1%
7	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	1,674	3.7%
8	AGRICULTURE, FORESTRY, FISHERY	1,551	3.4%
9	POWER INDUSTRY	1,469	3.3%
10	CONSTRUCTIONS INDUSTRY	1,375	3.0%
11	READY-MADE METAL GOODS PRODUCTIONS	1,320	2.9%
12	LAND AND PIPELINE TRANSPORTATION	1,299	2.9%
13	POST OFFICE AND TELECOMMUNICATIONS	1,162	2.6%
14	RUBBER INDUSTRY	1,107	2.5%
15	WOOD AND PAPER INDUSTRY	1,020	2.3%
16	CHEMICALS AND CHEMICAL GOODS PRODUCTION	689	1.5%
17	MOTOR VEHICLE SALE, REPAIR AND SERVICE	669	1.5%
18	ENGINEERING INDUSTRY	582	1.3%
19	AUXILIARY SERVICE FOR TRANSPORTATION	572	1.3%
20	Other	7,377	16.3%
Total exposure		45,146	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 31.03.2016	%
1	WHOLESALE TRADE	9,746	14.7%
2	REAL ESTATE SERVICE	6,301	9.5%
3	PUBLIC ADMINISTRATION AND NATIONAL DEFENSE	4,179	6.3%
4	RETAIL TRADE	3,784	5.7%
5	FOODSTUFF AND BEVERAGE PRODUCTION	3,522	5.3%
6	CONSTRUCTIONS INDUSTRY	3,407	5.2%
7	POWER INDUSTRY	3,077	4.7%
8	FINANCIAL INTERMEDIATION	2,946	4.5%
9	REMAINING SERVICES CONNECTED WITH RUNNING BUSINESS	2,321	3.5%
10	READY-MADE METAL GOODS PRODUCTIONS	1,934	2.9%
11	AGRICULTURE, FORESTRY, FISHERY	1,793	2.7%
12	RUBBER INDUSTRY	1,628	2.5%
13	LAND AND PIPELINE TRANSPORTATION	1,619	2.4%
14	WOOD AND PAPER INDUSTRY	1,450	2.2%
15	AUXILIARY SERVICE FOR TRANSPORTATION	1,363	2.1%
16	POST OFFICE AND TELECOMMUNICATIONS	1,250	1.9%
17	REMAINING NON-METAL RAW MATERIALS INDUSTRIES	1,147	1.7%
18	ENGINEERING INDUSTRY	1,129	1.7%
19	COMPUTER INDUSTRY AND ASSOCIATED SERVICE	1,042	1.6%
20	Other	12,471	18.9%
	Total exposure	66,110	100.0%

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