

Information on preliminary and unaudited consolidated financial results of the ING Bank Śląski S.A. Group for the fourth quarter of 2017

- **The most important financial and business data of the ING Bank Śląski S.A. Group in the fourth quarter of 2017**

During the four quarters of 2017 the consolidated net profit of the ING Bank Śląski S.A. amounted to PLN 1,403 million and increased by 12 % in comparison to the same period last year. In the same period, the Bank's stand-alone net profit amounted to PLN 1,349 million and it increased by 12% y/y. The ING Bank Śląski S.A. Group recorded the increase of basic commercial volumes – loans by 12% and deposits by 9%.

Key financial data of the ING Bank Śląski Group for 4 quarters of 2017 in comparison to the corresponding period of the previous year:

- result on basic activities increased by 10% to PLN 4,756 million, including the net interest income, which increased by 17% to PLN 3,453 million,
- general and administrative expenses increased by 1% to PLN 2,123 million,
- result before the risk costs increased by 18% to PLN 2,633 million,
- gross profit increased by 14% to PLN 1,882 million,
- net profit increased by 12% to PLN 1,403 million,
- return on equity (ROE) reached 12.6% compared to 11.7% last year,
- cost to income ratio (C/I) reached 44.6% compared to 48.5% in the previous year,
- net interest margin reached 2.94% compared to 2.67% in the previous year,
- total capital ratio was 16.7% compared to 14.7% last year.

Key business results of the ING Bank Śląski Group for 4 quarters of 2017 in comparison to the corresponding period of the previous year:

- increase in the value of loans by 12% to PLN 89.0 billion,
- loans for retail clients – increase by 19% to PLN 37.5 billion,
- loans for corporate clients - increase by 8% to PLN 51.5 billion,
- increase in deposits value by 9% to PLN 102.9 billion.

• Selected financial data and key effectiveness ratios

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|---|-----------------|-------------|-----------------|-------------|-----------------|---------------|
| Net interest income | 904.5 | 3 452.8 | 809.5 | 2 953.4 | 11.7% | 16.9% |
| Net commission income | 297.1 | 1 182.8 | 283.5 | 1 064.8 | 4.8% | 11.1% |
| Result on basic activities | 1 222.2 | 4 755.9 | 1 122.0 | 4 324.5 | 8.9% | 10.0% |
| Result before tax | 500.0 | 1 882.0 | 348.6 | 1 644.5 | 43.4% | 14.4% |
| Net profit attributable to shareholders of ING Bank Śląski S.A. | 366.8 | 1 403.1 | 254.9 | 1 253.0 | 43.9% | 12.0% |
| Earnings per ordinary share (PLN) | 2.82 | 10.78 | 1.96 | 9.63 | 43.9% | 12.0% |

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|--|----------------------|----------------------|----------------------|-----------------|---------------|
| Loans and other receivables to customers (net) excluding Eurobonds | 87 523.5 | 86 412.9 | 78 068.8 | 1.3% | 12.1% |
| Liabilities to customers | 104 503.3 | 98 459.8 | 95 825.4 | 6.1% | 9.1% |
| Total assets | 126 013.9 | 122 290.0 | 117 477.7 | 3.0% | 7.3% |
| Equity attributable to shareholders of ING Bank Śląski S.A. | 11 794.8 | 11 486.2 | 10 474.9 | 2.7% | 12.6% |

| | | | |
|--|------|------|------|
| C/I - Cost/Income ratio (%) | 44.6 | 45.2 | 48.5 |
| ROA - Return on assets (%) | 1.2 | 1.1 | 1.1 |
| ROE - Return on equity (%) | 12.6 | 11.8 | 11.7 |
| NIM - Net interest margin (%) | 2.94 | 2.89 | 2.67 |
| L/D - Loans-to-deposits ratio (%) | 83.8 | 87.8 | 81.5 |
| Total Group's capital ratio (%) | 16.7 | 15.1 | 14.7 |
| Total Bank's capital ratio (%) | 18.4 | 16.5 | 16.6 |

Explanations:

C/I - Cost to Income ratio – total costs to income from operating activity per type.

ROA - Return on assets – net profit attributable to shareholders of ING Bank Śląski S.A. for 4 subsequent quarters to average assets for 5 subsequent quarters.

ROE - Return on equity - net profit attributable to shareholders of ING Bank Śląski S.A. for 4 subsequent quarters to average equity for 5 subsequent quarters.

NIM – total net interest income for 4 consecutive quarters to average interest assets for 5 consecutive quarters.

L/D - Loans-to-deposits ratio – loans and receivables to customers (net) excluding Eurobonds to liabilities due to customers.

Total capital ratio – equity to risk weighted assets and off-balance sheet liabilities.

• Interim condensed consolidated income statement

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|--|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| Interest income | 1 120.7 | 4 302.5 | 1 016.2 | 3 922.9 | 10.3% | 9.7% |
| Interest expenses | 216.2 | 849.7 | 206.7 | 969.5 | 4.6% | -12.4% |
| Net interest income (note 1) | 904.5 | 3 452.8 | 809.5 | 2 953.4 | 11.7% | 16.9% |
| Commission income | 345.0 | 1 338.4 | 320.2 | 1 201.3 | 7.7% | 11.4% |
| Commission expenses | 47.9 | 155.6 | 36.7 | 136.5 | 30.5% | 14.0% |
| Net commission income (note 2) | 297.1 | 1 182.8 | 283.5 | 1 064.8 | 4.8% | 11.1% |
| Net income on financial instruments at fair value through profit or loss and FX result | 26.3 | 79.9 | 12.7 | 57.2 | 107.1% | 39.7% |
| Net income on investments | 0.0 | 46.6 | 3.0 | 232.3 | -100.0% | -79.9% |
| Net income on hedge accounting | -8.7 | -9.2 | -0.7 | -2.6 | 1142.9% | 253.8% |
| Net income on other basic activities | 3.0 | 3.0 | 14.0 | 19.4 | -78.6% | -84.5% |
| Net income on basic activities | 1 222.2 | 4 755.9 | 1 122.0 | 4 324.5 | 8.9% | 10.0% |
| General and administrative expenses (note 3) | 523.4 | 2 122.6 | 557.7 | 2 099.2 | -6.2% | 1.1% |
| Impairment losses and provisions for off-balance sheet liabilities (note 5) | 112.6 | 421.2 | 138.5 | 300.6 | -18.7% | 40.1% |
| Tax on certain financial institutions | 86.2 | 330.1 | 77.2 | 280.2 | 11.7% | 17.8% |
| Gross profit (loss) (note 10) | 500.0 | 1 882.0 | 348.6 | 1 644.5 | 43.4% | 14.4% |
| Income tax | 133.2 | 478.9 | 93.6 | 391.4 | 42.3% | 22.4% |
| Net profit (loss) | 366.8 | 1 403.1 | 255.0 | 1 253.1 | 43.8% | 12.0% |
| - attributable to shareholders of ING Bank Śląski S.A. | 366.8 | 1 403.1 | 254.9 | 1 253.0 | 43.9% | 12.0% |

• Interim condensed consolidated statement of comprehensive income

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|--|--------------------|----------------|--------------------|----------------|-----------------|----------------|
| Net profit for the period | 366.8 | 1 403.1 | 255.0 | 1 253.1 | 43.8% | 12.0% |
| Total other comprehensive income, including: | -58.3 | -84.0 | -756.9 | -898.1 | -92.3% | -90.7% |
| Items which can be reclassified to income statement: | -51.5 | -77.2 | -759.3 | -898.0 | -93.2% | -91.4% |
| gains/losses on revaluation of available-for-sale financial assets carried through equity | 53.4 | 192.8 | -100.2 | -76.1 | -153.3% | -353.4% |
| reclassification to the financial result due to sale of available-for-sale financial assets | 0.1 | -31.7 | -2.4 | -183.7 | -104.2% | -82.7% |
| settlement of the valuation of securities reclassified from the portfolio available for sale to the portfolio of loans and receivables | -0.2 | -0.2 | 0.0 | 0.0 | - | - |
| settlement of the valuation of securities reclassified from the portfolio available for sale to the portfolio of financial assets held to maturity | -8.0 | -32.1 | -8.1 | -32.2 | -1.2% | -0.3% |
| effective part of cash flow hedging relationship | -96.8 | -206.0 | -648.6 | -606.0 | -85.1% | -66.0% |
| Items which will not be reclassified to income statement: | -6.8 | -6.8 | 2.4 | -0.1 | -375.0% | 6500.0% |
| revaluation of fixed assets | 0.0 | 0.0 | 1.6 | -1.6 | -100.0% | -100.0% |
| disposal of fixed assets | 0.0 | 0.0 | -0.9 | -0.2 | -111.1% | -150.0% |
| actuarial gains / losses | -6.8 | -6.8 | 1.7 | 1.7 | -494.1% | -494.1% |
| Net comprehensive income for the reporting period | 308.5 | 1 319.1 | -501.9 | 355.0 | -161.8% | 272.1% |
| - attributable to shareholders of ING Bank Śląski S.A. | 308.5 | 1 319.1 | -502.0 | 354.9 | - | - |
| - attributable to non-controlling shareholders | 0.0 | 0.0 | 0.1 | 0.1 | - | - |

• Interim condensed consolidated statement of financial position

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|--|----------------------|----------------------|----------------------|-----------------|---------------|
| Assets | | | | | |
| Cash in hand and balances with the Central Bank | 2 815.2 | 1 638.2 | 1 825.0 | 71.8% | 54.3% |
| Loans and other receivables to other banks | 2 234.5 | 1 174.7 | 1 113.4 | 90.2% | 100.7% |
| Financial assets at fair value through profit or loss | 530.1 | 1 415.2 | 2 826.8 | -62.5% | -81.2% |
| Valuation of derivatives | 784.7 | 828.5 | 1 117.1 | -5.3% | -29.8% |
| Investments | 25 907.4 | 24 446.1 | 25 721.3 | 6.0% | 0.7% |
| Derivative hedge instruments | 967.2 | 1 050.1 | 1 338.6 | -7.9% | -27.7% |
| Loans and other receivables to customers (note 6) | 91 088.3 | 90 087.3 | 81 979.5 | 1.1% | 11.1% |
| Receivables from customers under repo transactions | 19.8 | 19.7 | 0.0 | 0.5% | 100% |
| Investments in associates valued using the equity method | 1.3 | 0.0 | 0.0 | 100% | 100% |
| Non-financial assets (note 7) | 980.0 | 979.3 | 1 004.5 | 0.1% | -2.4% |
| Assets held for sale | 11.1 | 15.3 | 31.8 | -27.5% | -65.1% |
| Tax assets | 257.1 | 250.4 | 237.5 | 1.8% | 7.3% |
| Other assets | 417.2 | 385.2 | 282.2 | 8.3% | 47.8% |
| Total assets | 126 013.9 | 122 290.0 | 117 477.7 | 3.0% | 7.3% |
| Liabilities | | | | | |
| Liabilities to other banks | 4 109.0 | 5 637.8 | 5 043.0 | -27.1% | -18.5% |
| Financial liabilities at fair value through profit or loss | 735.1 | 1 663.6 | 474.8 | -55.8% | 54.8% |
| Valuation of derivatives | 979.2 | 957.8 | 1 116.0 | 2.2% | -12.3% |
| Derivative hedge instruments | 699.2 | 799.9 | 1 468.1 | -12.6% | -52.4% |
| Liabilities to customers (note 8) | 104 503.3 | 98 459.8 | 95 825.4 | 6.1% | 9.1% |
| Liabilities under issue of debt securities | 300.3 | 872.1 | 866.4 | -65.6% | -65.3% |
| Subordinated liabilities | 626.9 | 647.7 | 664.9 | -3.2% | -5.7% |
| Provisions | 100.0 | 90.8 | 73.8 | 7.0% | 31.7% |
| Tax liabilities | 232.9 | 181.1 | 121.3 | 27.5% | 90.4% |
| Other liabilities | 1 933.2 | 1 493.2 | 1 346.8 | 29.5% | 43.5% |
| Total liabilities | 114 219.1 | 110 803.8 | 107 000.5 | 3.1% | 6.7% |
| Equity | | | | | |
| Share capital | 130.1 | 130.1 | 130.1 | 0.0% | 0.0% |
| Supplementary capital - issuance of shares over nominal value | 956.3 | 956.3 | 956.3 | 0.0% | 0.0% |
| Revaluation reserve | 493.2 | 551.8 | 577.5 | -10.6% | -14.6% |
| Retained earnings | 10 215.2 | 9 848.0 | 8 811.0 | 3.7% | 16.0% |
| Equity attributable to shareholders of ING Bank Śląski S.A. | 11 794.8 | 11 486.2 | 10 474.9 | 2.7% | 12.6% |
| Non-controlling interests | 0.0 | 0.0 | 2.3 | 0.0% | -100.0% |
| Total equity | 11 794.8 | 11 486.2 | 10 477.2 | 2.7% | 12.6% |
| Total equity and liabilities | 126 013.9 | 122 290.0 | 117 477.7 | 3.0% | 7.3% |

• Additional information

1. Net interest income

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|--|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| Interest income | | | | | | |
| Interest on loans and receivables to other banks | 16.1 | 56.2 | 12.3 | 51.2 | 30.9% | 9.8% |
| Interest on loans and receivables to customers | 946.4 | 3 553.0 | 819.8 | 3 125.3 | 15.4% | 13.7% |
| Interest on repo transactions made with customers | 0.2 | 2.4 | 1.3 | 9.6 | -100.0% | -77.1% |
| Interest on financial assets held for trading | 0.8 | 18.2 | 5.1 | 17.5 | -84.6% | -75.0% |
| Interest on available-for-sale financial assets | 105.3 | 442.9 | 127.1 | 510.4 | -17.2% | -13.2% |
| Interest on financial assets held to maturity | 55.4 | 207.5 | 38.3 | 133.3 | 44.6% | 55.7% |
| Net interest income on derivatives | -3.5 | 22.3 | 12.3 | 75.6 | -128.5% | -70.5% |
| Total interest income | 1 120.7 | 4 302.5 | 1 016.2 | 3 922.9 | 10.3% | 9.7% |
| Interest expense | | | | | | |
| Interest on deposits from other banks | 12.2 | 60.9 | 13.0 | 44.6 | -6.2% | 36.5% |
| Interest on deposits from customers | 195.3 | 752.1 | 184.4 | 889.8 | 5.9% | -15.5% |
| Interest on repo transactions made with customers | 0.4 | 0.7 | 0.0 | 0.2 | 0.0% | 250.0% |
| Interest on issue of debt securities | 4.7 | 21.9 | 5.8 | 22.7 | -19.0% | -3.5% |
| Interest on financial liabilities held for trading | 0.4 | 1.6 | 0.3 | 1.0 | 33.3% | 60.0% |
| Interest on subordinated liabilities | 3.2 | 12.5 | 3.2 | 11.2 | 0.0% | 11.6% |
| Total interest expense | 216.2 | 849.7 | 206.7 | 969.5 | 4.6% | -12.4% |
| Net interest income | 904.5 | 3 452.8 | 809.5 | 2 953.4 | 11.7% | 16.9% |
| NIM -net interest margin- cumulative (annualized) * | 2.94% | | 2.67% | | | |
| NIM -net interest margin- quarterly ** | 3.01% | | 2.84% | | | |

*) NIM -net interest margin - cumulative (annualized) was calculated as the quotient of the total net interest income of 4 consecutive quarters to average interest assets of 5 consecutive quarters.

**) NIM -net interest margin - quarterly was calculated as the quotient of the quarterly net interest income x4 to average interest earning assets of a quarter.

Interest assets used for the calculations include the total of assets under the consolidated statement of financial position less cash in hand and balances with the central bank, non-financial assets, held-for-sale assets, tax assets, and other assets.

2. Net commission income

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|---|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| Commission income | | | | | | |
| transaction margin on currency exchange transactions | 90.6 | 343.1 | 77.9 | 281.5 | 16.3% | 21.9% |
| account maintenance fees | 68.1 | 273.2 | 64.3 | 252.0 | 5.9% | 8.4% |
| lending commissions | 66.4 | 263.4 | 67.2 | 250.4 | -1.2% | 5.2% |
| payment and credit cards fees | 25.2 | 113.3 | 27.1 | 115.6 | -7.0% | -2.0% |
| participation units distribution fees | 27.1 | 101.4 | 23.1 | 88.9 | 17.3% | 14.1% |
| insurance product offering commissions | 17.8 | 67.7 | 18.6 | 49.9 | -4.3% | 35.7% |
| factoring and lease agreements commissions | 13.2 | 49.1 | 12.3 | 43.4 | 7.3% | 13.1% |
| foreign commercial business | 8.1 | 29.7 | 6.5 | 24.0 | 24.6% | 23.8% |
| fiduciary and custodian fees | 7.0 | 28.5 | 6.1 | 24.6 | 14.8% | 15.9% |
| brokerage activity fees | 5.0 | 24.0 | 4.7 | 29.1 | 6.4% | -17.5% |
| other | 16.5 | 45.0 | 12.4 | 41.9 | 33.1% | 7.4% |
| Total commission income | 345.0 | 1 338.4 | 320.2 | 1 201.3 | 7.7% | 11.4% |
| Total commission expenses | 47.9 | 155.6 | 36.7 | 136.5 | 30.5% | 14.0% |
| Net commission income | 297.1 | 1 182.8 | 283.5 | 1 064.8 | 4.8% | 11.1% |
| Share of the net commission income in Group revenue* | 24.3% | 24.9% | 25.3% | 24.6% | -3.8% | 1.0% |

*) Net income on core operations is treated as the Group's income.

3. General and administrative expenses

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|---|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| Personnel expenses | 263.5 | 1 035.7 | 276.7 | 1 039.3 | -4.8% | -0.3% |
| Other general and administrative expenses, including: | 259.9 | 1 086.9 | 281.0 | 1 059.9 | -7.5% | 2.5% |
| cost of marketing and promotion | 24.2 | 93.7 | 25.6 | 95.0 | -5.5% | -1.4% |
| depreciation and amortisation | 46.9 | 182.4 | 76.7 | 210.6 | -38.9% | -13.4% |
| Bank Guarantee Fund payments | 19.0 | 145.7 | 46.0 | 143.9 | -58.7% | 1.3% |
| Total | 523.4 | 2 122.6 | 557.7 | 2 099.2 | -6.2% | 1.1% |

4. Headcount

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 |
|-------------|----------------------|----------------------|----------------------|
| FTEs | 7 979.3 | 7 970.3 | 7 969.6 |
| Individuals | 8 032 | 8 016 | 8 025 |

5. Impairment losses and provisions for off-balance sheet liabilities

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|---|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| Impairment losses on loans and other receivables | 225.0 | 955.2 | 268.8 | 990.1 | -16.3% | -3.5% |
| Reversed impairment losses on loans and other receivables | -112.4 | -534.0 | -130.3 | -689.5 | -13.7% | -22.6% |
| Net impairment losses and provisions for off-balance sheet liabilities | 112.6 | 421.2 | 138.5 | 300.6 | -18.7% | 40.1% |
| Including: | | | | | | |
| corporate banking | 79.5 | 263.0 | 63.4 | 163.1 | 25.4% | 61.3% |
| retail banking | 33.1 | 158.2 | 75.1 | 137.5 | -55.9% | 15.1% |

On 21 December 2017 the Bank concluded an agreement on the sale of corporate receivables from the portfolio with recognized impairment. As a result of the transaction, the portfolio of irregular receivables decreased by PLN 51.3 million. The positive impact of the transaction on the Bank's gross result amounted to PLN 25.4 million (total risk costs).

6. Loans and other receivables to customers

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|---|----------------------|----------------------|----------------------|-----------------|---------------|
| Customer loan portfolio, including: | 89 043.6 | 87 895.9 | 79 447.9 | 1.3% | 12.1% |
| Household | 39 755.5 | 38 046.5 | 33 450.0 | 4.5% | 18.9% |
| Business entities | 46 439.6 | 46 782.7 | 42 580.7 | -0.7% | 9.1% |
| Government and self-government institutions' sector | 2 848.5 | 3 066.7 | 3 417.2 | -7.1% | -16.6% |
| Total (gross), including: | 89 043.6 | 87 895.9 | 79 447.9 | 1.3% | 12.1% |
| Retail banking: | 37 509.0 | 35 795.3 | 31 640.6 | 4.8% | 18.5% |
| loans in the current account | 1 315.8 | 1 368.2 | 1 218.9 | -3.8% | 7.9% |
| mortgages | 27 959.4 | 26 650.1 | 23 887.1 | 4.9% | 17.0% |
| other loans and advances | 7 542.5 | 7 145.1 | 6 032.2 | 5.6% | 25.0% |
| leasing receivables | 690.7 | 631.1 | 502.4 | 9.4% | 37.5% |
| factoring receivables | 0.6 | 0.8 | 0.0 | -25.0% | 100% |
| Corporate banking: | 51 534.6 | 52 100.7 | 47 807.3 | -1.1% | 7.8% |
| loans in the current account | 9 784.9 | 10 443.9 | 7 891.6 | -6.3% | 24.0% |
| term loans | 28 679.3 | 28 932.8 | 27 754.0 | -0.9% | 3.3% |
| leasing receivables | 5 902.3 | 5 725.0 | 5 258.2 | 3.1% | 12.2% |
| factoring receivables | 4 619.8 | 4 742.6 | 4 373.6 | -2.6% | 5.6% |
| debt securities (commercial and municipal) | 2 548.3 | 2 256.4 | 2 529.9 | 12.9% | 0.7% |
| Other receivables, including: | 3 712.3 | 3 784.1 | 3 999.3 | -1.9% | -7.2% |
| Eurobonds (T-bonds) | 3 564.8 | 3 674.4 | 3 910.7 | -3.0% | -8.8% |
| Other | 147.5 | 109.7 | 88.6 | 34.5% | 66.5% |
| Total (gross) | 92 755.9 | 91 680.0 | 83 447.2 | 1.2% | 11.2% |
| Impairment losses (with IBNR), including: | -1 667.6 | -1 592.7 | -1 467.7 | 4.7% | 13.6% |
| concerning customer loan portfolio | -1 666.9 | -1 592.0 | -1 467.0 | 4.7% | 13.7% |
| concerning other receivables | -0.7 | -0.7 | -0.7 | 0.0% | 0.0% |
| Total (net) | 91 088.3 | 90 087.3 | 81 979.5 | 1.1% | 11.1% |

6.1. Quality of customer loan portfolio

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|---|----------------------|----------------------|----------------------|-----------------|---------------|
| Corporate banking segment | | | | | |
| Gross value, including: | 51 534.6 | 52 100.7 | 47 807.3 | -1.1% | 7.8% |
| unimpaired | 49 737.7 | 50 371.8 | 46 269.2 | -1.3% | 7.5% |
| impaired | 1 796.9 | 1 728.9 | 1 538.1 | 3.9% | 16.8% |
| Impairment losses and provisions, including: | 1 079.7 | 1 026.5 | 962.3 | 4.9% | 12.0% |
| unimpaired | 78.4 | 76.1 | 70.2 | 3.0% | 11.7% |
| impaired | 960.7 | 913.9 | 869.6 | 5.2% | 10.5% |
| provisions for off-balance sheet liabilities | 40.6 | 36.5 | 22.5 | 3.6% | 68.0% |
| Share of impaired portfolio | 3.5% | 3.3% | 3.2% | | |
| Impaired portfolio coverage ratio | 53.5% | 52.9% | 56.5% | | |
| Retail banking segment | | | | | |
| Gross value, including: | 37 509.0 | 35 795.3 | 31 640.6 | 4.8% | 18.5% |
| unimpaired | 36 809.0 | 35 152.1 | 31 101.9 | 4.7% | 18.3% |
| impaired | 700.0 | 643.2 | 538.7 | 8.8% | 29.9% |
| Impairment losses and provisions, including: | 633.1 | 606.9 | 531.5 | 4.3% | 19.1% |
| unimpaired | 163.8 | 157.0 | 141.9 | 4.3% | 15.4% |
| impaired | 464.0 | 445.0 | 385.3 | 4.3% | 20.4% |
| provisions for off-balance sheet liabilities | 5.3 | 4.9 | 4.3 | 8.2% | 23.3% |
| Share of impaired portfolio | 1.9% | 1.8% | 1.7% | | |
| Impaired portfolio coverage ratio | 66.3% | 69.2% | 71.5% | | |
| Total gross value | 89 043.6 | 87 896.0 | 79 447.9 | 1.3% | 12.1% |
| Total impairment losses and provisions, including: | 1 712.8 | 1 633.4 | 1 493.8 | 4.7% | 14.5% |
| unimpaired | 242.2 | 233.1 | 212.1 | 3.9% | 14.2% |
| impaired | 1 424.7 | 1 358.9 | 1 254.9 | 4.9% | 13.6% |
| provisions for off-balance sheet liabilities | 45.9 | 41.4 | 26.8 | 4.1% | 60.8% |
| Total coverage ratio | 1.9% | 1.9% | 1.9% | | |
| Share of impaired portfolio | 2.8% | 2.7% | 2.6% | | |
| Impaired portfolio coverage ratio | 57.1% | 57.3% | 60.4% | | |

7. Non-financial assets

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|-------------------------------|----------------------|----------------------|----------------------|-----------------|---------------|
| Investment properties | 0.0 | 0.3 | 0.3 | -100.0% | -100.0% |
| Property, plant and equipment | 549.0 | 557.0 | 578.0 | -1.4% | -5.0% |
| Intangible assets | 431.0 | 422.0 | 426.2 | 2.1% | 1.1% |
| Total | 980.0 | 979.3 | 1 004.5 | 0.1% | -2.4% |

8. Liabilities to customers

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|---|----------------------|----------------------|----------------------|-----------------|---------------|
| Deposits, including: | 102 850.6 | 96 965.0 | 94 113.4 | 6.1% | 9.3% |
| Household | 67 918.7 | 65 488.6 | 63 548.0 | 3.7% | 6.9% |
| Business entities | 33 158.0 | 29 175.1 | 28 824.6 | 13.7% | 15.0% |
| Government and self-government institutions' sector | 1 773.9 | 2 301.3 | 1 740.8 | -22.9% | 1.9% |
| Total (gross), including: | 102 850.6 | 96 965.0 | 94 113.4 | 6.1% | 9.3% |
| Retail banking: | 68 049.6 | 65 653.1 | 63 609.6 | 3.7% | 7.0% |
| current accounts | 14 792.0 | 13 570.9 | 11 920.7 | 9.0% | 24.1% |
| saving accounts | 49 935.0 | 49 551.5 | 47 872.3 | 0.8% | 4.3% |
| term deposit | 3 322.6 | 2 530.7 | 3 816.6 | 31.3% | -12.9% |
| Corporate banking: | 34 801.0 | 31 311.9 | 30 503.8 | 11.1% | 14.1% |
| current accounts | 23 606.5 | 20 699.3 | 20 179.0 | 14.0% | 17.0% |
| saving accounts | 8 553.8 | 8 357.7 | 8 589.0 | 2.3% | -0.4% |
| term deposit | 2 640.7 | 2 254.9 | 1 735.8 | 17.1% | 52.1% |
| Other liabilities | 1 652.7 | 1 494.8 | 1 712.0 | 10.6% | -3.5% |
| Total | 104 503.3 | 98 459.8 | 95 825.4 | 6.1% | 9.1% |

9. Total capital ratio

| | as of 31 Dec 2017 | as of 30 Sep 2017 | as of 31 Dec 2016 | change 4Q/4Q | change y/y |
|---|----------------------|----------------------|----------------------|-----------------|---------------|
| Own funds | | | | | |
| A. Own equity in the statement of financial position, including: | 11 794.8 | 11 486.2 | 10 477.2 | 2.7% | 12.6% |
| A.I. Own equity included in the own funds calculation, including: | 10 843.4 | 10 146.1 | 9 069.9 | 6.9% | 19.6% |
| share capital and agio | 1 086.4 | 1 086.4 | 1 086.4 | 0.0% | 0.0% |
| retained earnings | 9 482.3 | 8 816.5 | 7 874.8 | 7.6% | 20.4% |
| - including net financial result in approval | 665.4 | - | 308.5 | 100% | 115.7% |
| revaluation reserve (unrealised losses) | -3.7 | -8.3 | -62.0 | -55.4% | -94.0% |
| revaluation reserve (unrealised gains) | 278.4 | 251.5 | 170.7 | 10.7% | 63.1% |
| A.II. Own equity excluded from own funds calculation, including: | 951.4 | 1 340.1 | 1 407.3 | -29.0% | -32.4% |
| revaluation reserve | 218.5 | 308.6 | 468.8 | -29.2% | -53.4% |
| retained earnings | 732.9 | 1 031.5 | 936.2 | -28.9% | -21.7% |
| other | 0.0 | 0.0 | 2.3 | 0% | -100.0% |
| B. Other elements of own funds (decreases and increases), including: | 67.8 | 71.7 | 123.7 | -5.4% | -45.2% |
| subordinated debt | 625.6 | 646.4 | 663.6 | -3.2% | -5.7% |
| goodwill and other intangible assets | -422.8 | -415.1 | -423.6 | 1.9% | -0.2% |
| AIRB shortfall/surplus of credit risk adjustments to expected losses | -134.9 | -158.4 | -115.7 | -14.8% | 16.6% |
| value adjustments due to the requirements for prudent valuation | -0.1 | -1.2 | -0.6 | -91.7% | -83.3% |
| Own funds taken into account in total capital ratio calculation (A.I. + B), including: | 10 911.2 | 10 217.8 | 9 193.6 | 6.8% | 18.7% |
| Core Tier I capital | 10 299.1 | 9 587.3 | 8 553.1 | 7.4% | 20.4% |
| Tier II capital | 612.1 | 630.5 | 640.5 | -2.9% | -4.4% |
| Capital requirements | | | | | |
| capital requirements for credit risk | 4 552.8 | 4 775.8 | 4 121.5 | -4.7% | 10.5% |
| other capital requirements | 670.1 | 656.7 | 598.6 | 2.0% | 11.9% |
| supplement to the overall level of capital requirements | 0.0 | 0.0 | 273.5 | 0% | -100.0% |
| Total capital requirements | 5 222.9 | 5 432.5 | 4 993.6 | -3.9% | 4.6% |
| Total capital ratio | 16.7% | 15.1% | 14.7% | | |
| Tier I ratio | 15.8% | 14.1% | 13.7% | | |

10. Financial result divided into operating segments

| | IV quarter 2017 | 4Q 2017 YTD | IV quarter 2016 | 4Q 2016 YTD | change 4Q/4Q | change y/y |
|--|--------------------|----------------|--------------------|----------------|-----------------|---------------|
| Retail banking segment: | | | | | | |
| Income total | 680.3 | 2 663.4 | 621.2 | 2 472.1 | 9.6% | 7.7% |
| net interest income | 560.2 | 2 143.8 | 523.3 | 1 862.6 | 7.1% | 15.1% |
| net commission income | 98.3 | 413.9 | 100.0 | 380.7 | -1.7% | 8.7% |
| other income/expenses | 21.8 | 105.7 | -2.1 | 228.8 | -1 138.0% | 46.2% |
| Expenses total | 303.2 | 1 265.4 | 311.7 | 1 235.6 | -2.7% | 2.4% |
| Segment result | 377.1 | 1 398.0 | 309.5 | 1 236.5 | 21.8% | 13.1% |
| Impairment losses | 33.1 | 158.2 | 75.1 | 137.5 | -55.9% | 15.1% |
| Tax on certain financial institutions | 33.8 | 126.5 | 28.7 | 101.7 | 17.8% | 24.4% |
| The gross financial result of the retail banking segment | 310.2 | 1 113.3 | 205.7 | 997.3 | 50.7% | 11.6% |
| Corporate banking segment: | | | | | | |
| Income total | 541.9 | 2 092.5 | 500.8 | 1 852.4 | 8.2% | 13.0% |
| net interest income | 344.3 | 1 309.0 | 286.2 | 1 090.8 | 20.3% | 20.0% |
| net commission income | 198.8 | 768.9 | 183.5 | 684.1 | 8.3% | 12.4% |
| other income/expenses | -1.2 | 14.6 | 31.1 | 77.5 | -104% | 18.8% |
| Expenses total | 220.2 | 857.2 | 246.0 | 863.6 | -10.5% | -0.7% |
| Segment result | 321.7 | 1 235.3 | 254.8 | 988.8 | 26.3% | 24.9% |
| Impairment losses | 79.5 | 263.0 | 63.4 | 163.1 | 25.4% | 61.3% |
| Tax on certain financial institutions | 52.4 | 203.6 | 48.5 | 178.5 | 8.0% | 14.1% |
| The gross financial result of the corporate banking segment | 189.8 | 768.7 | 142.9 | 647.2 | 32.8% | 18.8% |