

## Dynamic growth of mortgage loans at ING Bank Śląski S.A.

In Q1 2018, the consolidated net profit of ING Bank Śląski S.A. Group totalled over PLN 322 million, up by 7% over the same period last year. The Bank recorded further growth in the number of clients and reinforced its market share in loans. The value of mortgage loans grew dynamically.

**Core financial figures of ING Bank Śląski S.A. Group for Q1 2018 compared with the same period last year:**

- total income up by 11% to PLN 1,257 million,
- total costs up by 11% to PLN 628 million,
- result before risk costs up by 10% to PLN 629 million,
- profit before tax up by 8% to PLN 446.3 million,
- net profit up by 7% to PLN 322 million,
- cost to income (C/I) ratio at 50% compared with 49.8% last year,
- total capital ratio at 16.1% compared with 14.3% last year, and
- return on equity (ROE) at 12.4% compared with 12% last year.

*- It was yet another quarter of dynamic growth in the number of clients, best in several years. Over this period, we welcomed 117 thousand retail clients net whose total number reached 4.61 million. In corporate banking, the number of clients went up by 3.1 thousand totalling 57 thousand. Along with the growth in the number of clients, commercial balances, in particular credit ones, also augmented. As at the end of March 2017, the loans awarded totalled PLN 91.4 billion (up by 6% and 20% from last year for the corporate and retail segments respectively). The Bank recorded particularly high volumes in new mortgage production. In Q1 2018, it amounted to PLN 2.2 billion, up by almost 70% from the same period last year. As a result, the market share reached over 17%. Overall, the mortgage portfolio went up by 20% to PLN 28.9 billion year on year. In the corporate segment, the value of loans to mid and big companies grew by 9% – **Brunon Bartkiewicz, CEO of ING Bank Śląski S.A.** said.*

*- The number of cashless transactions and payments surged. Year on year, this shows an almost 50% increase in mobile banking transfers and over one million active BLIK users wherefor the number of transactions grew fourfold. Digitalisation of the offer and processes translates into sales – we sold 72% of cash loans to individual clients and 74% to entrepreneurs. In the corporate banking, 94% of credit applications were filed via electronic channel – **CEO of ING Bank Śląski S.A.** added.*

**Key business results of ING Bank Śląski S.A. Group generated in Q1 2018 compared with the same period last year:**

- loans up by 12% to PLN 91.4 billion:
- loans to retail clients up by 20% to PLN 39.4 billion,
- loans to corporate clients up by 6% to PLN 51.9 billion,



- deposits up by 8% to PLN 102.8 billion,
- number of retail clients – 4.61 million (117 thousand clients welcomed in Q1),
- number of corporate clients – 57 thousand (3.1 thousand companies welcomed in Q1).

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**ING Bank Śląski** jest jednym z największych banków w Polsce. Bank świadczy pełen zakres usług i produktów finansowych dla klientów indywidualnych oraz podmiotów gospodarczych. ING oferuje wielokanałowy dostęp do kont osobistych i firmowych oraz posiada ogólnopolską sieć nowoczesnych placówek bankowych. W skład grupy kapitałowej ING Banku Śląskiego wchodzi spółki świadczące usługi leasingowe oraz faktoringowe.

**Grupa ING** jest wywodzącą się z Holandii, globalną instytucją finansową świadczącą usługi z zakresu bankowości i zarządzania aktywami dla klientów detalicznych i korporacyjnych.