

## ING keeps its fast rate in financing the economy

In the three quarters of 2019, the consolidated net profit of ING Bank Śląski was PLN 1,208.4 million which is a growth by 13% versus the equivalent period last year. The last three quarters was a period when the bank's share in the lending market was further increased. ING continues its digitisation process which results in a growing number of electronic transactions executed by our customers.

The basic financial data of the ING Bank Śląski Group after three quarters of 2019 versus the equivalent period last year:

- total revenues grew by 11% up to PLN 4,309.6 million,
- total expenses grew by 8% up to PLN 1,906.6 million,
- profit before risk costs grew by 14% up to PLN 2,403 million,
- profit before tax grew by 14% up to PLN 1,639.8 million,
- net profit grew by 13% up to PLN 1,208.4 million,
- return on equity (ROE) reached 12.1% – the same level as a year ago,
- cost-to-income ratio was 44.2% versus 45.5% last year,
- total capital ratio was 15.46% versus 15.24% last year.

- In the third quarter, the amount of loans at the bank exceeded PLN 116 billion. This means that over the last 5 years we have doubled our loan portfolio. In that respect, ING Bank Śląski has been growing faster than other market players. At the end of September, our market share of loans to households was 6.89% and of corporate loans – 11.65%. Only in one year, our share in mortgage loans grew by 1 pp. “The dynamic financing of Poland's economy by ING Bank Śląski is accompanied by a good diversification of the loan portfolio and an adequate quality – twice as good as the market”, said Brunon Bartkiewicz, CEO of ING Bank Śląski.

- ING supports the digitisation of Poland's economy and follows a strategy focusing on customers' needs and modern products. The number of transactions has been growing dynamically. Now the proportion of electronic transfers executed by retail customers is as high as 99.6% of all transfers. The number of electronic transfers grew by 31% up to 313.5 million in the year. The proportion of mobile transfers in overall transfers is now as high as 20% and the number grew by 42%. Year on year, the number of active BLIK users grew by 76% and the number of transactions grew almost by 250% reaching almost 21 million. Changes to behaviour and preferences of customers are also reflected in the fact that the growth of electronic transactions was accompanied by a drop of transactions at branches by 29%. We support cashless transactions and modern payment methods in corporate banking. Over the year we installed almost 20 thousand payment terminals

and the number of stores with payment gateways is now almost one thousand. “The deferred payment service Twisto now operates in 238 stores”, adds Brunon Bartkiewicz.

**The financial highlights of the ING Bank Śląski Group after three quarters of 2019 versus the equivalent period last year:**

- growth of loans by 16% up to PLN 116.4 billion,
- loans to retail customers – growth by 21% up to PLN 52.7 billion,
- loans to corporate customers – growth by 11% up to PLN 63.6 billion,
- growth of deposits by 14% up to 123.7 billion.

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