# ING Bank Śląski S.A.

**General Meeting** 

Katowice, 29 April 2025

# Summary of strategy accomplishment in 2024

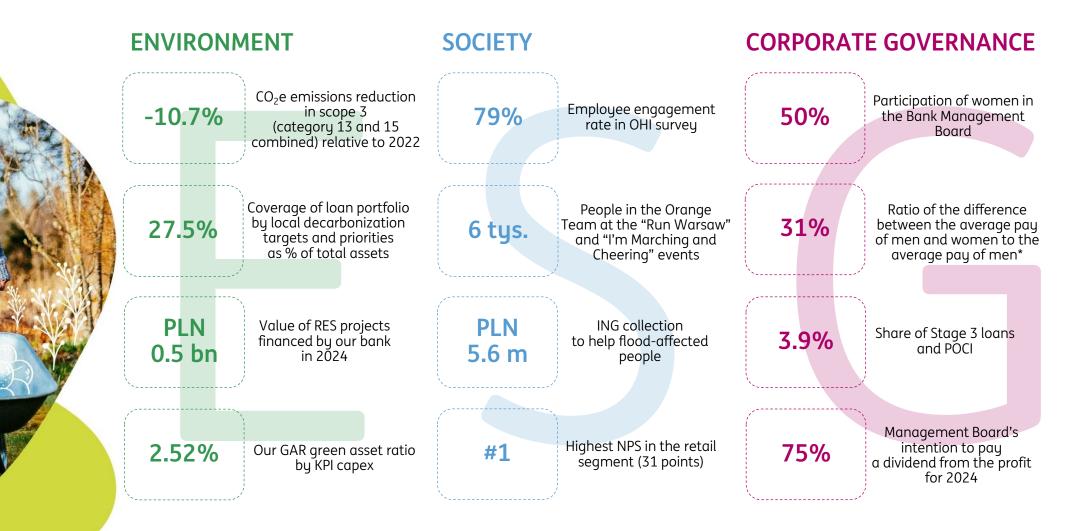
| Objective  | Implementation in 2024  |
|--|---|
| Increase in client<br>activity and<br>digitization       | <ul> <li>2.3 million primary clients in the retail segment and 224,000 primary clients in the corporate segment (2.2 million and 213 thousand, respectively, a year earlier)</li> <li>NPS results: 31 for retail clients, 42 for entrepreneurs, 46 for SME, 44 for mid-corporates and 85 for strategic clients (a year earlier: 28, 42, 39, 52 and 90 respectively)</li> <li>The process of transferring clients to ING Business was completed in January 2023</li> </ul> |
| Operating<br>effectiveness, AI<br>and data<br>management | <ul> <li>175 meeting points (205 a year earlier) and 55 cash service outlets (no change y/y)</li> <li>The number of clients per FTE of the Operations Division – 3,115 (2,900 a year earlier)</li> </ul>  |
| Motivation and commitment, strong teams                  | <ul> <li>Employee NPS score is 48 points (48 years earlier)</li> <li>OHI score of 84 points (84 points for 2022, the survey is conducted every other year)</li> <li>Percentage of internal recruitments for management positions – 77% (no change y/y)</li> <li>Recruitment time – 37 days (41 days a year earlier)</li> </ul>  |
| Stability,<br>accessibility,<br>modernness               | <ul> <li>Moje ING availability is 99.94% and ING Business is 99.89% (99.95% and 99.91% a year earlier, respectively)</li> <li>Percentage of applications migrated to the cloud – 31% (27% a year earlier)</li> <li>Control automation – 73% (65% a year earlier)</li> </ul>   |
| Compliance with<br>regulatory<br>requirements            | <ul> <li>Non-financial risk level – 1.6 (2.1 years earlier)</li> <li>Compliance Risk level – 1.8 (2.2 years earlier)</li> <li>No delays in the area of implementation of audit recommendations (just like last year)</li> </ul>   |
| Sustainable<br>development                               | <ul> <li>Gender pay gap is 6 p.p. (5 p.p. a year earlier)</li> <li>100% of leaders and 97% of staff had an ESG objective</li> <li>We have earmarked PLN 0.5 billion in the corporate area for RES financing in 2024</li> </ul>  |





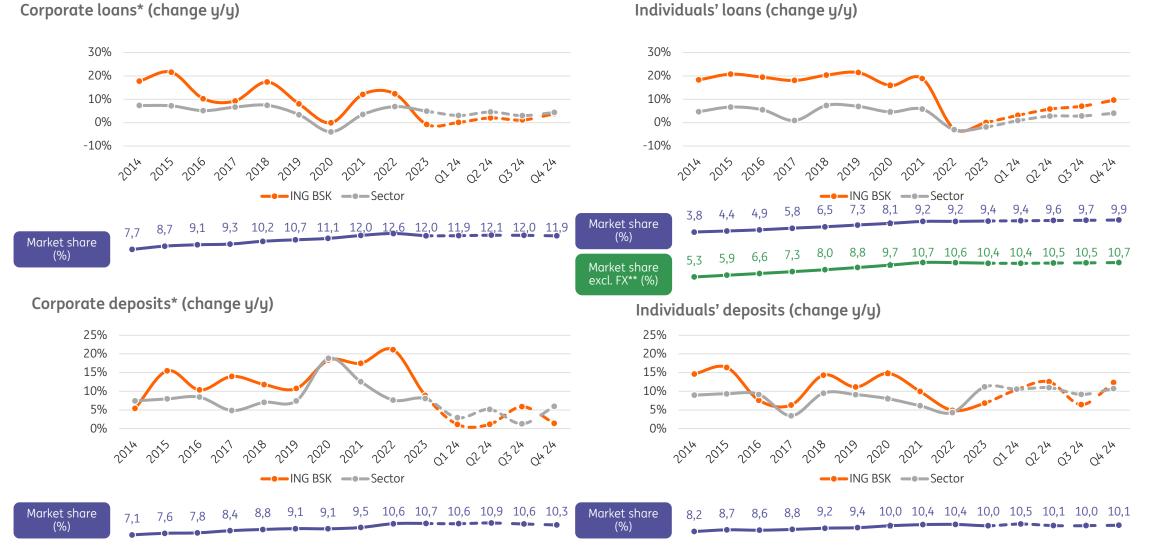
\*without bank levy; \*\*without legal risk costs of FX mortgage portfolio; \*\*\*adjusted for MCFH

# ESG in numbers – 2024



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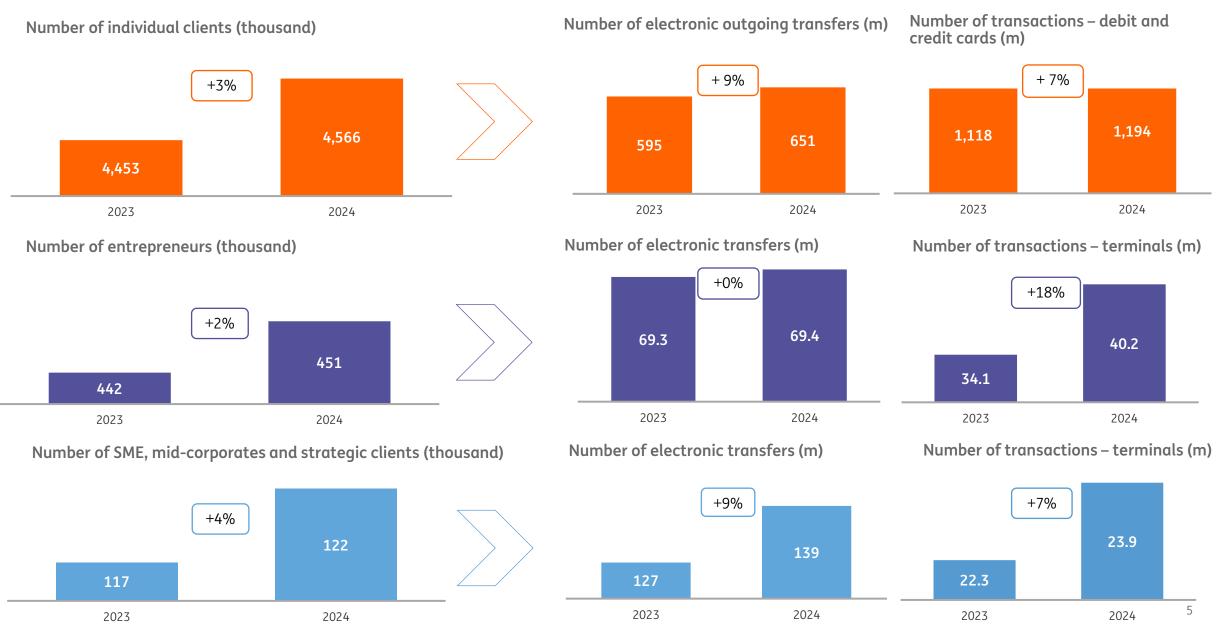
#### **Market shares**



Corporate loans\* (change y/y)

Note: Market data - NBP data on monetary financial institutions (Monrep, WEBIS); ING BSK - total standalone data of ING BSK and ING Bank Hipoteczny, as per NBP segmentation (Monrep, WEBIS). \*Including 4 individual entrepreneurs and individual farmers; \*\*Excluding FX mortgage loans.

# Number of clients and transactivity



# **Core business achievements**

#### Business volumes

|  |         |         |         |         | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~ | <b>x</b>             |                     |                      |                     |
|--|---------|---------|---------|---------|--|----------------------|---------------------|----------------------|---------------------|
| PLN million  | 2020    | 2021    | 2022    | 2023    | 2024                                   | 2024/2023<br>%change | 2024/2023<br>change | 2024/2020<br>%change | 2024/2020<br>change |
| Total client deposits  | 149,270 | 168,459 | 189,538 | 202,209 | 218,148                                | + 8%                 | 15 939              | +46%                 | 68 878              |
| Corporate client deposits  | 58,755  | 69,030  | 84,739  | 90,123  | 92,474                                 | + 3%                 | 2,351               | + 57%                | 33,719              |
| Retail client deposits   | 90,515  | 99,429  | 104,799 | 112,086 | 125,674                                | + 12%                | 13,588              | + 39%                | 35,159              |
| Total funds deposited by<br>retail clients                                       | 106,757 | 116,736 | 121,330 | 132,961 | 150,507                                | + 13%                | 17,545              | + 41%                | 43,750              |
| Investment funds and other off-balance sheet products<br>distributed by the Bank | 16,243  | 17,307  | 16,531  | 20,875  | 24,832                                 | + 19%                | 3,957               | + 53%                | 8,589               |
| Total client loans   | 126,099 | 146,478 | 156,415 | 158,294 | 167,415                                | + 6%                 | 9,120               | + 33%                | 41,316              |
| Loans to corporate banking clients<br>including leasing and factoring            | 70,266  | 79,992  | 92,532  | 93,403  | 96,152                                 | +3%                  | 2,749               | + 37%                | 25,886              |
| Loans to retail banking clients  | 55,833  | 66,486  | 63,882  | 64,892  | 71,267                                 | + 10%                | 6,375               | + 28%                | 15,434              |
| Mortgages  | 47,901  | 57,410  | 55,156  | 55,719  | 61,295                                 | + 10%                | 5,576               | + 28%                | 13,394              |
|  |         |         |         | 1       | ×/                                     | ,                    |                     |                      |                     |

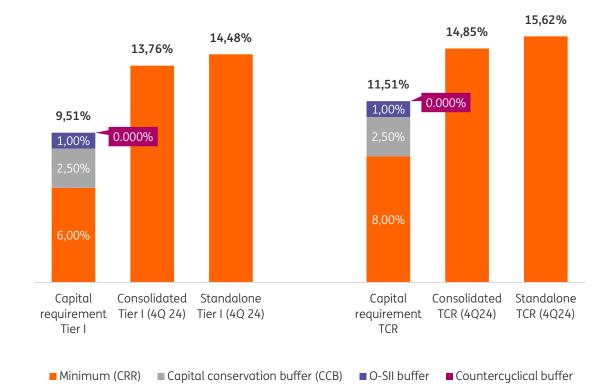
# Financial results of the ING Bank Śląski S.A. Capital Group

| _  |          |          |          |          |        |                       |                     |                       |                     |
|--|----------|----------|----------|----------|--------|-----------------------|---------------------|-----------------------|---------------------|
| PLN million  | 2020     | 2021     | 2022     | 2023     | 2024   | 2024/2023 %<br>change | 2024/2023<br>change | 2024/2020 %<br>change | 2024/2020<br>change |
| Net interest income  | 4,541.8  | 4,969.7  | 5,614.0  | 8,170.5  | 8,725  | +7%                   | 554                 | +92%                  | 4,183               |
| Net fee and commission income                                  | 1,528.4  | 1,844.8  | 2,094.8  | 2,164.5  | 2,294  | +6%                   | 130                 | +50%                  | 765                 |
| Other revenues   | 160.5    | 82.4     | 13.4     | 342.6    | 260    | -24%                  | -83                 | +61%                  | 99                  |
| Total income   | 6,230.7  | 6,896.9  | 7,722.2  | 10,677.6 | 11,279 | +6%                   | 601                 | +81%                  | 5,047               |
| Total expenses   | -2,762.5 | -2,964.5 | -3,642.1 | -3,700.1 | -3,958 | +7%                   | -258,0              | +43%                  | -1,195              |
| Income before risk costs                                       | 3,468.2  | 3,932.4  | 4,080.1  | 6,977.5  | 7,321  | +5%                   | 343                 | +111%                 | 3,853               |
| Costs of risk including costs of legal risk of FX<br>mortgages | -1,074.9 | -372.4   | -1,030.1 | -613.2   | -1,036 | +69%                  | -422                | -4%                   | 39                  |
| Bank levy  | -481.6   | -544.7   | -646.9   | -644.3   | -740   | +15%                  | -96                 | +54%                  | -258                |
| Gross profit   | 1,911.7  | 3,015.3  | 2,403.1  | 5,720.0  | 5,545  | -3%                   | -175                | +190%                 | 3,633               |
| Income tax   | -574.1   | -707.0   | -688.7   | -1,279.1 | -1,176 | -8%                   | 103                 | +105%                 | -602                |
| Net profit   | 1,337.6  | 2,308.3  | 1,714.4  | 4,440.9  | 4,369  | -2%                   | -72                 | +227%                 | 3 031               |
| Total capital ratio  | 19.52%   | 16.05%   | 16.22%   | 16.73%   | 14.85% | -                     | -2.56 p.p.          | -                     | -4.67 p.p.          |
| Tier 1 capital ratio   | 16.91%   | 14.41%   | 14.72%   | 15.32%   | 13.76% | -                     | -2.26 p.p.          | -                     | -3.15 p.p.          |
| ROE (%)*   | 7.6%     | 13.6%    | 17.4%    | 33.9%    | 26.7%  | -                     | -7.2 p.p.           | -                     | +19.10 p.p.         |
| ROE after adjustment for MCFH (%)*                             | 9.4%     | 14.4%    | 10.2%    | 22.9%    | 20.4%  | -                     | -2.6 p.p.           | -                     | +11.00 p.p.         |
| Total costs including bank levy / total revenues (%)           | 52.1%    | 50.9%    | 55.5%    | 40.7%    | 38.8%  | -                     | +1.0 p.p.           | -                     | -13.30 p.p.         |

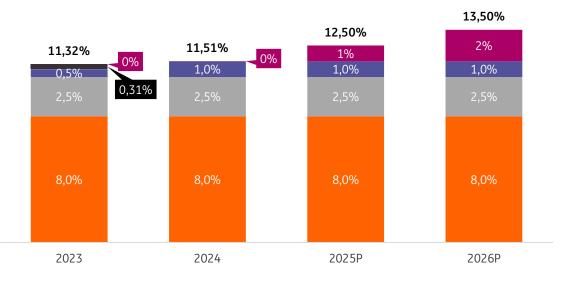
# Intention of the Management Board to pay a dividend in 2025

In accordance with Current Report No. 3/2025, the Management Board of ING Bank Śląski S.A. will submit to the General Meeting a draft resolution on allocating PLN 3,275.9 million from the Bank's 2024 profit, i.e. 75% of ING Bank Śląski S.A. separate and consolidated 2024 profit, for the dividend payout

The proposed dividend is PLN 25.18 gross per share.



Capital buffers for the total capital ratio in 2023-2026



Minimum (CRR)

O-SII buffer

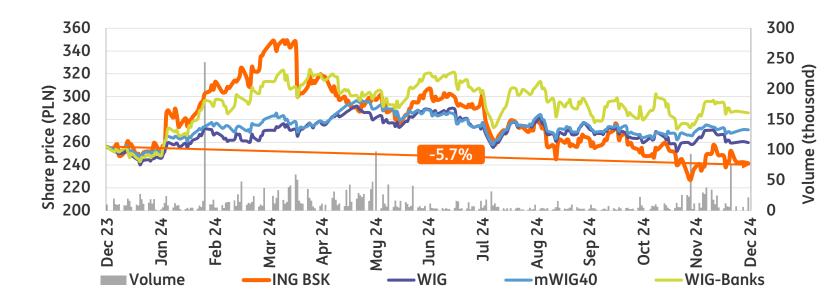
Countercyclical buffer

Capital conservation buffer (CCB)P2G add-on

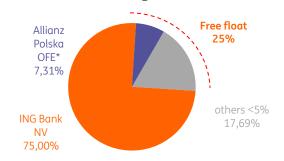
# ING Bank Śląski S.A. shares

ING BSK share price: PLN 241.5 (30 December 2024) Capitalisation: **PLN 31.4 billion** (EUR 7.4 billion) Free float: **PLN 7.9 billion** (EUR 1.8 billion) ISIN: PLBSK0000017 Bloomberg: ING PW Reuters: INGP.WA

ING BSK shares vs. WSE indices recalculated for comparability



Shareholding structure



\*Based on annually reported assets structure of Allianz Polska Otwarty Fundusz Emerytalny as at 31 December, 2024.

Market ratios (Q4 2024)

| P/E 7.2x P/BV 1.8x |  |
|--------------------|--|
|--------------------|--|

Share capital of ING Bank Śląski S.A. is divided into 130,100,000 shares with a nominal value of PLN 1 each. The Bank's shares are ordinary bearer shares.

## **Contact to the Investor Relations Bureau**

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# **Calendar for 2025**

| Date             | Event                                 |
|------------------|---------------------------------------|
| 06 February 2025 | Report for Q4 2024 (preliminary data) |
| 7 March 2025     | Annual report for 2024                |
| 29 April 2025    | Annual General Meeting                |
| 8 May 2025       | Report for Q1 2025                    |
| 31 July 2025     | Report for Q2 2025                    |
| 30 October 2025  | Report for Q3 2025                    |



## **Investor Information**

ING Bank Śląski S.A. prepares the financial statements under the International Accounting Standards (IAS) adopted by the European Union (IFRS-EU).

The financial information presented in this document has been prepared based on the same accounting principles as applied in the ING Bank Śląski S.A. Annual Report. All figures in this document are unaudited. Minor differences in figures are possible.

Certain statements contained herein are not historical facts; some of them in particular are forecasts and future expectations that are based on current views and assumptions of the Bank Management Board and that involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from data contained or implied in such statements due to the following: (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 FX rates, (6) changes in general competitive factors, (7) changes in laws and regulations, (8) changes in the policies of governments and/or regulatory authorities, and (9) conclusions with regard to acquisition 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.

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