

ING Bank Śląski S.A.

General Meeting

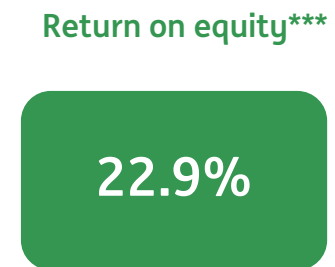
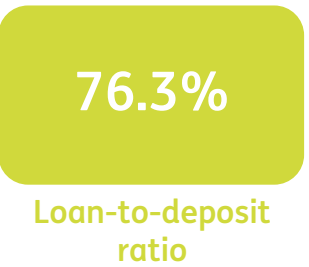
Katowice, 11 April 2024



Summary of strategy accomplishment in 2023



Objective	Implementation in 2023
Increase in client activity and digitization	<ul style="list-style-type: none"> 2.2 million primary clients in the retail segment and 213,000 primary clients in the corporate segment (2.1 million and 205 thousand, respectively, a year earlier) NPS results: 28 for retail clients, 42 for entrepreneurs, 39 for SME, 52 for mid-corporates and 90 for strategic clients (a year earlier: 25, 42, 42, 49 and 81 respectively) The process of transferring clients to ING Business was completed in January 2023
Operating effectiveness, AI and data management	<ul style="list-style-type: none"> 205 meeting points (228 a year earlier) and 55 cash service outlets (no change y/y) The number of clients per FTE of the Operations Division – 2,900 (2,800 a year earlier)
Motivation and commitment, strong teams	<ul style="list-style-type: none"> Employee NPS score is 48 points (53 years earlier) OHI score of 84 points (result for 2022, the survey is conducted every other year) Percentage of internal recruitments for management positions – 77% (65% a year earlier) Recruitment time – 41 days (50 days a year earlier)
Stability, accessibility, modernness	<ul style="list-style-type: none"> Moje ING availability is 99.95% and ING Business is 99.91% (99.98% and 99.86% a year earlier, respectively) Percentage of applications migrated to the cloud – 27% (6% a year earlier) Control automation – 65% (35% a year earlier)
Compliance with regulatory requirements	<ul style="list-style-type: none"> Non-financial risk level – 2.1 (2.2 years earlier) Compliance Risk level – 2.2 (2.5 years earlier) No delays in the area of implementation of audit recommendations (just like last year)
Sustainable development	<ul style="list-style-type: none"> Gender pay gap is 5 p.p. (4 p.p. a year earlier) In the years 2015-2023, we allocated PLN 13.2 billion in the corporate area to finance: Renewable Energy Sources (PLN 4.1 billion) and pro-ecological projects (PLN 9.1 billion)



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



Summary of the implementation of the Environmental Declaration in 2023

PLN 13.2 billion

for financing renewable energy and pro-ecological projects in 2015-2023

PLN 524 million

for the financing of pro-environmental projects for local authorities in 2019-2023

PLN 400 million

in investment funds complying with Articles 8 and 9 of the SFDR at the end of 2023

PLN 337 million

for the support and promotion of electromobility in 2021-2023

4 editions

Grant Programme completed by 2023 (2 in 2022 and 2 in 2023)

-30%

lower carbon footprint in scope I and II relative to the baseline year (2019)*

PLN 51 million gross
(-84% y/y)

balance sheet exposure to "coal" clients at the end of 2023**

PLN 4 million gross
(-56% vs 2019)

balance sheet exposure to the fossil fuel mining industry*** at the end of 2023

10.1k books and 14k audiobooks

"You too can save the world. Eco-tales from Pietruszkowa Wola" handed over to children by 2023

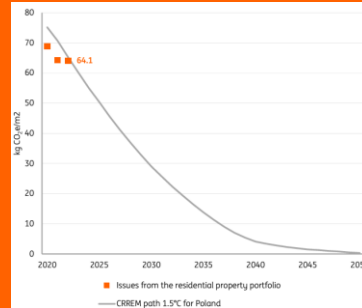
*in the market-based approach; **clients whose business is directly dependent on thermal coal to the extent of more than 5%; ***other than coal

Roadmap for reducing GHG emissions

- In the fourth quarter of 2023, we developed the "ING BSK Action Directions in the field of emission reduction", which define our ambitions regarding emission reduction in our business and loan portfolio. ING Bank Śląski presents decarbonisation initiatives and progress to date on reducing greenhouse gas emissions. It also specifies a plan to support clients in their sustainable transformation.
- The actions we take are consistent with frameworks and guidelines promoted by organisations such as the Net Zero Banking Alliance (NZBA).
- ING Bank Śląski, as part of the ING N.V. Group, a member of NZBA, also joins the implementation of the goals promoted by it.

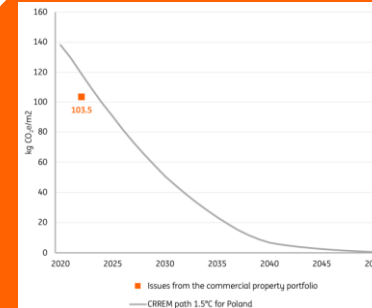
[More information](#)

The first three areas covered by our emission reduction plan:



Residential properties

A reduction in the average intensity of our financed emissions in the residential property sector. We take the CRREM 1.5°C path for Poland as the benchmark.



Commercial properties

A reduction in the average intensity of our financed emissions in the commercial property sector. We take the CRREM 1.5°C path for Poland as the benchmark.

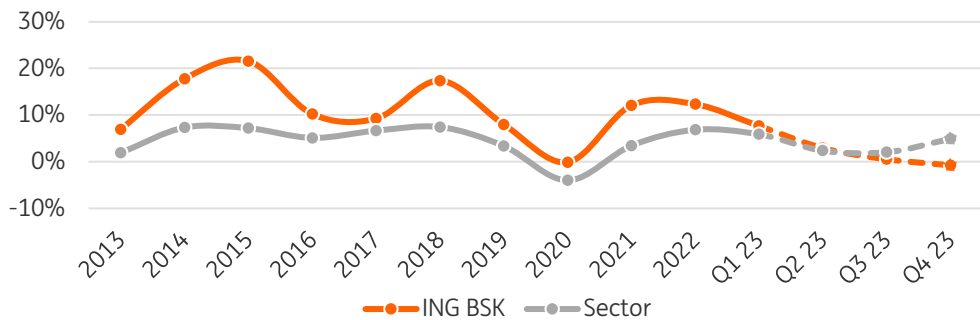


Power generation

PLN 5 billion in financing for renewable energy projects between 2024 and 2030 for corporate clients.

Market shares

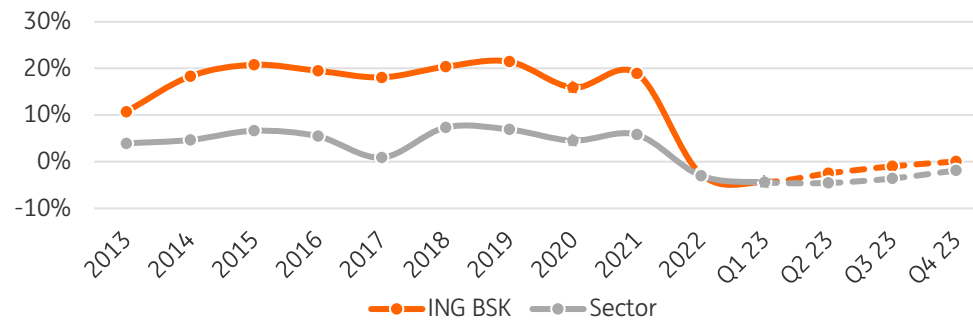
Corporate loans* (change y/y)



Market share (%)



Individuals' loans (change y/y)



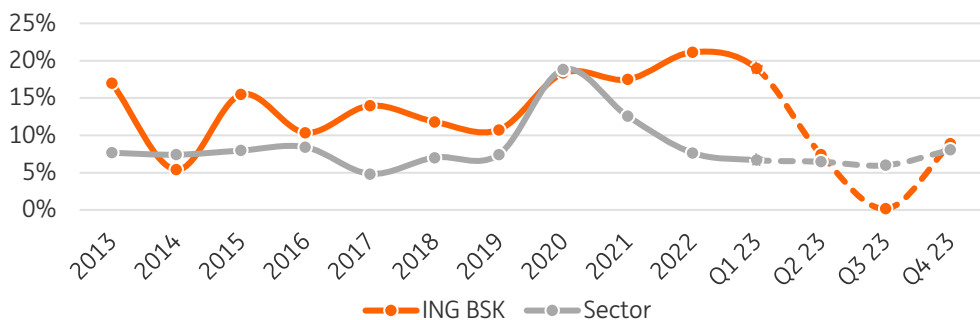
Market share (%)



Market share excl. FX*** (%)



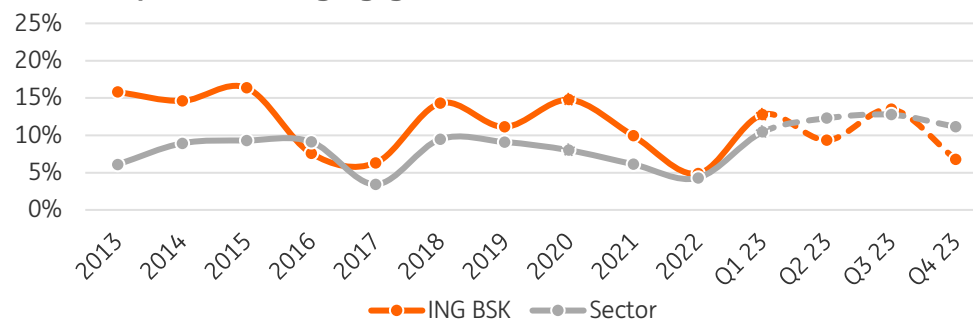
Corporate deposits* (change y/y)



Market share (%)



Individuals' deposits (change y/y)



Market share (%)



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 individual entrepreneurs and individual farmers; **Excluding FX mortgage loans.

Core business achievements

Business volumes

<i>PLN million</i>	2019	2020	2021	2022	2023	2023/2022 %change	2023/2022 change	2023/2019 %change	2023/2019 change
Total client deposits	128,800	149,270	168,459	189,538	202,209	+ 7%	12,670	+ 57%	73,408
Corporate client deposits	49,848	58,755	69,030	84,739	90,123	+ 6%	5,384	+ 81%	40,275
Retail client deposits	78,952	90,515	99,429	104,799	112,086	+ 7%	7,287	+ 42%	33,134
Total funds deposited by retail clients	93,254	106,757	116,736	121,330	132,961	+ 10%	11,631	+ 43%	39,708
Investment funds and other off-balance sheet products distributed by the Bank	14,302	16,243	17,307	16,531	20,875	+ 26%	4,344	+ 46%	6,574
Total client loans	118,437	126,099	146,478	156,415	158,294	+ 1%	1,880	+ 34%	39,857
Loans to corporate banking clients including leasing and factoring	70,077	70,266	79,992	92,532	93,403	+ 1%	870	+ 33%	23,326
Loans to retail banking clients	48,360	55,833	66,486	63,882	64,892	+ 2%	1,009	+ 34%	16,531
Mortgages	40,772	47,901	57,410	55,156	55,719	+ 1%	563	+ 37%	14,947

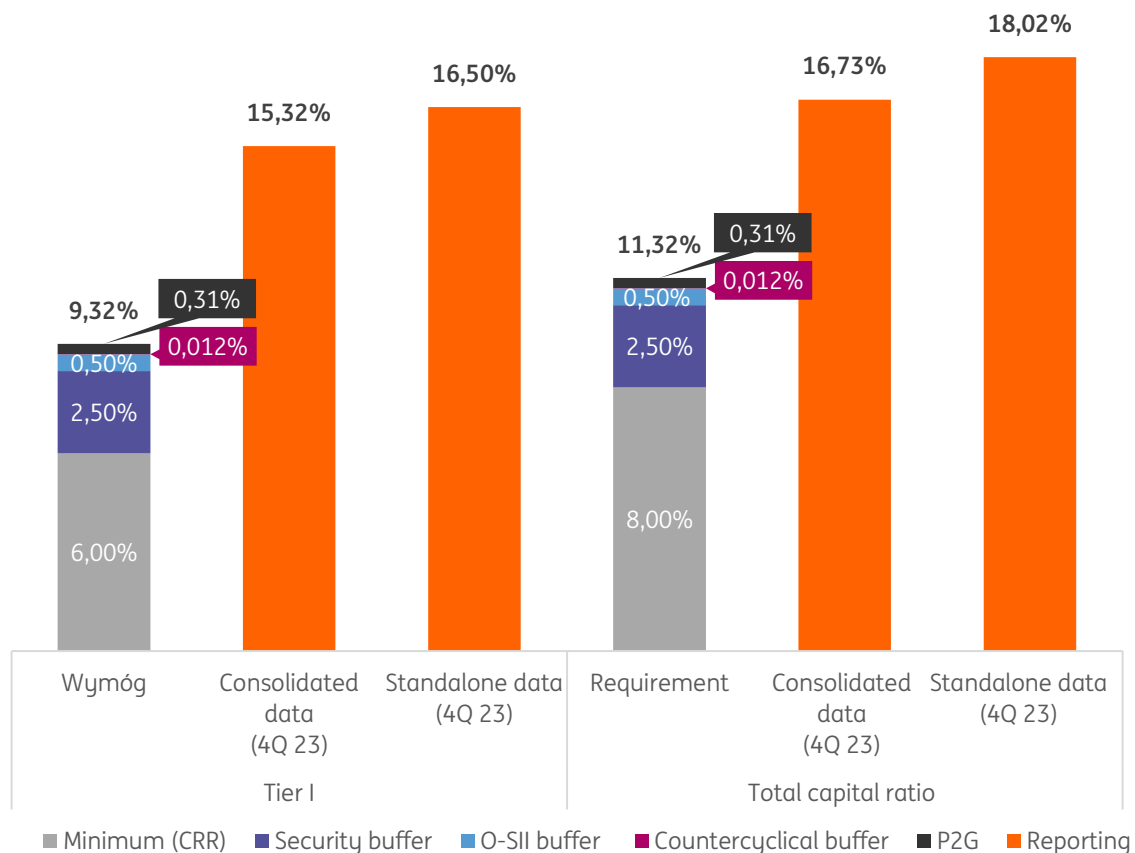
Financial results of the ING Bank Śląski S.A. Capital Group

PLN million	2019	2020	2021	2022	2023	2023/2022 % change	2023/2022 change	2023/2019 % change	2023/2019 change
Net interest income	4,325.1	4,541.8	4,969.7	5,614.0	8,170.5	+46%	2,556.5	+89%	3,845.4
Net fee and commission income	1,340.5	1,528.4	1,844.8	2,094.8	2,164.5	+3%	69.7	+61%	824.0
Other revenues	130.8	160.5	82.4	13.4	342.6	+2457%	329.2	+162%	211.8
Total income	5,796.4	6,230.7	6,896.9	7,722.2	10,677.6	+38%	2,955.4	+84%	4,881.2
Total expenses	-2,497.4	-2,762.5	-2,964.5	-3,642.1	-3,700.1	+2%	-58.0	+48%	-1,202.7
Income before risk costs	3,299.0	3,468.2	3,932.4	4,080.1	6,977.5	+71%	2,897.4	+112%	3,678.5
Costs of risk including costs of legal risk of FX mortgages	-605.5	-1,074.9	-372.4	-1,030.1	-613.2	-40%	+416.9	+1%	-7.7
Bank levy	-435.7	-481.6	-544.7	-646.9	-644.3	-0%	+2.6	+48%	-208.6
Gross profit	2,257.8	1,911.7	3,015.3	2,403.1	5,720.0	+138%	3,316.9	+153%	3,462.2
Income tax	-599.1	-574.1	-707.0	-688.7	-1,279.1	+86%	-590.4	+114%	-680.0
Net profit	1,658.7	1,337.6	2,308.3	1,714.4	4,440.9	+159%	2,726.5	+168%	2,782.2
Total capital ratio	16.87%	19.52%	16.05%	16.22%	16.73%	-	+0.51 p.p.	-	-0.15 p.p.
Tier 1 capital ratio	14.41%	16.91%	14.41%	14.72%	15.32%	-	+0.60 p.p.	-	+0.90 p.p.
ROE (%)*	11.6%	7.6%	13.6%	17.4%	33.9%	-	+16.5 p.p.	-	+22.3 p.p.
ROE after adjustment for MCFH (%)*	12.8%	9.4%	14.4%	10.2%	22.9%	-	+12.7 p.p.	-	+10.1 p.p.
Total costs including bank levy / total revenues (%)	50.6%	52.1%	50.9%	55.5%	40.7%	-	-14.9 p.p.	-	-9.9 p.p.

*ROE = sum of net profit from 4 consecutive quarters/average capital from 5 consecutive quarters

Proposed distribution of net profit for 2023

Capital requirement for ING BSK



The Management Board of ING Bank Śląski S.A. proposes to distribute the Bank's net profit for 2023 (PLN 4,440.9 million) as follows:

- To be allocated for dividend payment: PLN 3,330.6 milion,
- To be allocated to the general reserve: PLN 1,110.3 milion.

Additionally, undistributed profit from previous years in the amount of PLN 8.1 million the Management Board of ING Bank Śląski S.A. proposes to be allocated to the general reserve capital.

The bank meets the criteria and requirements of the Polish Financial Supervision Authority enabling the payment of dividend from the profit for 2023 up to 75%, which was confirmed by the individual dividend recommendation of the Polish Financial Supervision Authority received on February 21, 2024. The amount of the proposed dividend takes into account both the current financial and capital situation of the Bank and the Bank's Capital Group, as well as its development plans.

The Management Board of ING Bank Śląski S.A. also proposes to use the reserve capital allocated for this purpose, in the amount of PLN 1,008.3 million, to pay dividends.

The proposed total value of dividend to be paid in 2024 is PLN 4,338.8 million, i.e. PLN 33.35 per share.

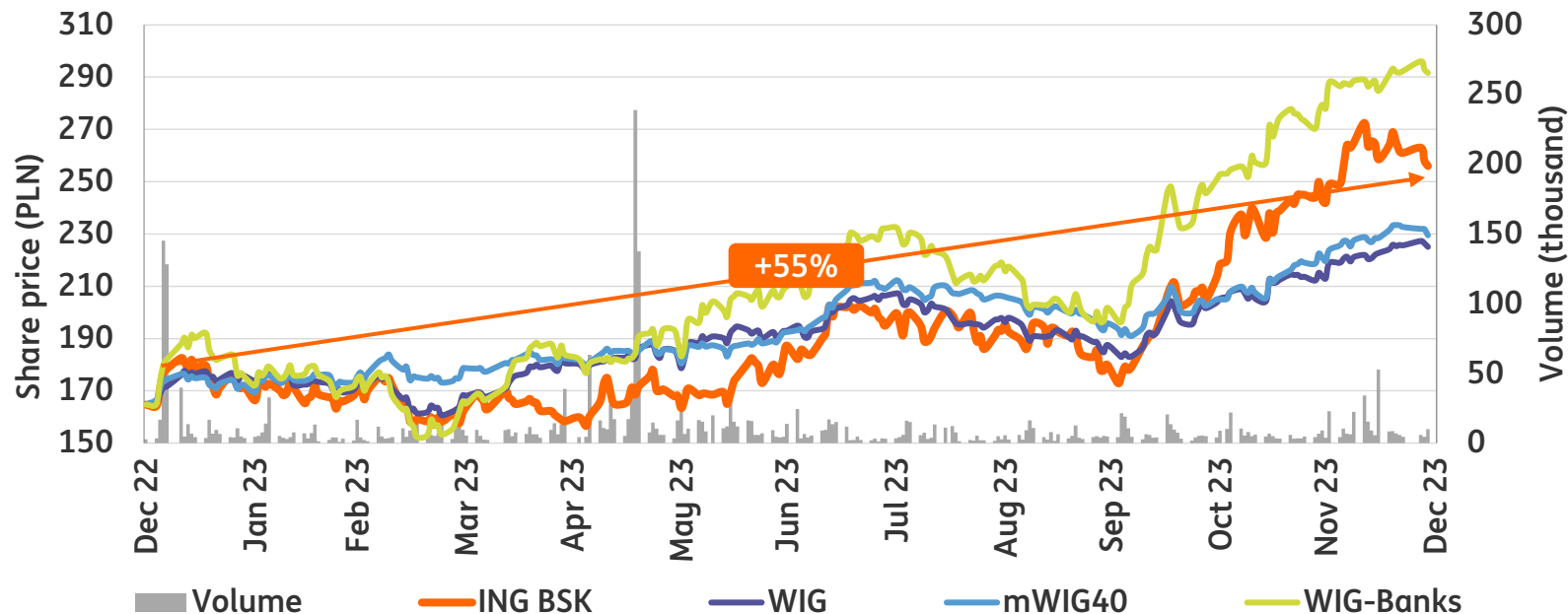
ING Bank Śląski S.A. shares

ING BSK share price:
PLN 256.0 (29 December 2023)

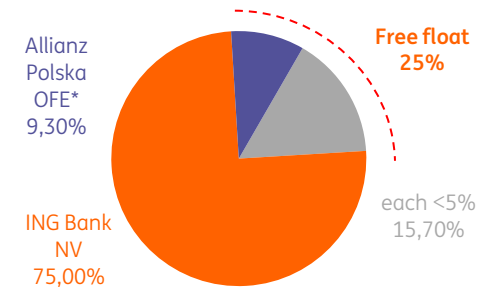
Capitalisation: **PLN 33.3 billion** (EUR 7.7 billion)
Free float: **PLN 8.3 billion** (EUR 1.9 billion)

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 December 29, 2023.*

Market ratios (Q4 2023)

P/E 7.5x

P/BV 2.0x

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.

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Calendar for 2024

Date	Event
01 February 2024	Report for Q4 2023 (preliminary data)
8 March 2024	Annual report for 2023
11 April 2024	Annual General Meeting
6 May 2024	Report for Q1 2024
01 August 2024	Report for Q2 2024
31 October 2024	Report for Q3 2024

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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