

Table of contents

- 1. <u>Introduction to financial results and the Bank's market position</u>
- 2. Q4 2024 financial results
- 3. <u>Appendices</u>



Key facts - Q4 2024

Client base

- 74 thousand new retail clients in Q4 2024
- 14 thousand new corporate clients in Q4 2024
- The number of active users of the Moje ING app increased by 55 thousand in the guarter
- The number of outgoing electronic transfers of individual clients in Moje ING amounted to 168 million in Q4 2024 (+8% y/y)



MCFH-adjusted ROE = total net profit for 4 consecutive quarters / average equity for 5 subsequent quarters excluding MCFH; * according to NBP data.

Client volumes

- Corporate receivables portfolio did not change q/q and amounted to PLN 96.2 billion (+ PLN 2.7 billion y/y)
- Retail receivables portfolio increased by PLN 1.8 billion q/q to the level of PLN 71.3 billion (+ PLN 6.4 billion y/y)
- Clients' deposits increased by PLN 8.0 billion q/q to the level of PLN 218.1 billion (+ PLN 15.9 billion y/y)
- L/D ratio was 75.8% vs. 67.8% in banking sector*
- Commercial balance increased by PLN 9.7 billion q/q to the level of PLN 385.6 billion (+ PLN 25.1 billion y/y)

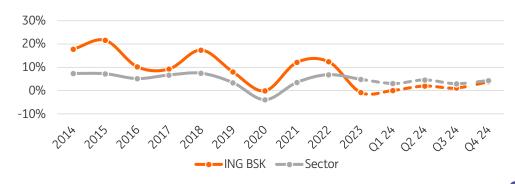
Financial results

- NII amounted to PLN 2,261 million in Q4 2024 (without change q/q, +4% y/y) and in 2024 it amounted to PLN 8,725 million (+7% y/y)
- Net fee and commission income of PLN 565 million in Q4 2024 (-3% q/q, +2% y/y) and in 2024 it amounted to PLN 2,294 million (+6% y/y)
- Risk costs in Q4 2024 amounted to PLN 173 million (-50% q/q, -3% y/y) and in 2024 it amounted to PLN 1,036 million (+69% y/y)
- Gross profit of PLN 1,601 million in Q4 2024 (+12% q/q, without change y/y) and in 2024 it amounted to PLN 5,545 million (-3% y/y)
- Net profit of PLN 1,309 million in Q4 2024 (+19% q/q, +3% y/y) and in 2024 it amounted to PLN 4,369 million (-2% y/y)
- Cumulative ROE adjusted for MCFH is 20.4% (22.9% a year earlier)



Market shares

Corporate loans* (change y/y)



Market share (%) 7.7 8.7 9.1 9.3 10.2 10.7 11.1 12.0 12.6 12.0 11.9 12.1 12.0 11.9

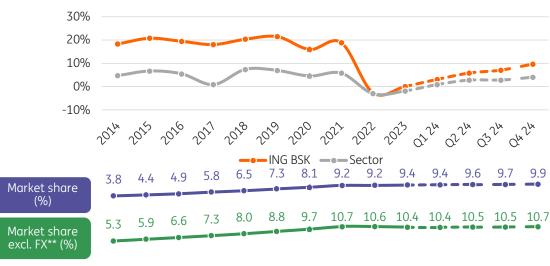
Corporate deposits* (change y/y)



Market share (%)



Individuals' loans (change y/y)



Individuals' deposits (change y/y)



Market share (%)

8.2 8.7 8.6 8.8 9.2 9.4 10.0 10.4 10.4 10.0 10.5 10.1 10.0 10.1

Business volumes

								V				
PLN million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	% change q/q	% change y/y	change q/q	change y/y
Total deposits	190,317	186,849	199,621	202,209	211,340	209,157	210,156	218,148	+ 4%	+ 8%	7,992	15,939
Corporate deposits	79,836	80,998	86,575	90,123	88,865	89,626	89,579	92,474	+ 3%	+ 3%	2,895	2,351
Retail deposits	110,481	105,851	113,046	112,086	122,475	119,531	120,577	125,674	+ 4%	+ 12%	5,097	13,588
Total funds entrusted by retail clients	128,238	124,464	132,464	132,961	145,326	143,547	145,585	150,506	+ 3%	+ 13%	4,921	17,54
Mutual funds assets (TFI) + other off- BS products distributed by the Bank		18,613	19,418	20,875	22,851	24,016	25,008	24,832	- 1%	+ 19%	-176	3,957
Total loans	158,029	158,142	160,313	158,295	160,278	163,840	165,723	167,419	+ 1%	+ 6%	1,696	9,124
Loans to corporate clients incl. leasing and factoring		94,214	95,591	93,403	94,205	95,819	96,226	96,152	0%	+ 3%	-74	2,749
Loans to retail clients	63,362	63,928	64,722	64,892	66,073	68,021	69,497	71,267	+ 3%	+ 10%	1,770	6,375
Mortgage loans	54,698	54,998	55,567	55,719	56,715	58,292	59,689	61,295	+ 3%	+ 10%	1,606	5,576
Cash loans	7,348	7,553	7,751	7,757	7,968	8,309	8,387	8,552	+ 2%	+ 10%	165	795

Financial highlights

PLN million	Q4 2023	Q3 2024	Q4 2024	% change y/y
Total income	2,916	2,917	2,900	- 1%
Total expenses	-987	-957	-934	- 5%
Result before risk costs	1,929	1,960	1,966	+2%
Risk costs including cost of risk for FX mortgage loans	-178	-348	-173	- 3%
Bank levy	-156	-182	-192	+23%
Gross profit	1,595	1,430	1,601	0%
Income tax	-324	-328	-292	- 10%
Net profit	1,271	1,102	1,309	+3%
Total capital ratio	17.41%	14.98%	14.85%	- 2.56 p.p
Tier 1	16.02%	13.81%	13.76%	- 2.26 p.p
ROE (%)	33.9%	27.1%	26.7%	-7.2 p.p
ROE adjusted for MCFH (%)*	22.9%	20.5%	20.4%	-2.6 p.p
Total expenses incl. bank levy / total income (%)	39.2%	39.0%	38.8%	-0.4 p.r

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2023	2024	% change y/y
10,678	11,279	+ 6%
-3,700	-3,958	+ 7%
6,978	7,321	+ 5%
-614	-1,036	+ 69%
-644	-740	+ 15%
5,720	5,545	- 3%
-1,279	-1,176	- 8%
4,441	4,369	- 2%
17.41%	14.85%	-2.56 p.p.
16.02%	13.76%	-2.26 p.p.
33.9%	26.7%	-7.2 p.p.
22.9%	20.4%	-2.6 p.p.
40.7%	41.7%	+1.0 p.p.
	/	



Meeting strategic goals in Q4 2024

Aktywność klientów i digitalizacja

- In Q4 we acquired 74,000 new retail clients and 14,000 new corporate clients.
- We have 2.28 million primary clients in the retail segment and 224,000 thousand primary clients in the corporate segment.
- The number of mobile only clients in retail banking increased to 2.3 million (+15% y/y).
- In Q4 2024, the number of electronic outgoing transfers of retail clients in Moje ING was 168 million (+8% y/y) and the total number of bank card transactions was 315 million (+5% y/y), of which the number of ATM transactions decreased by 8% y/y, with POS and online transactions increasing by 5% y/y, in comparison, the number of retail car transactions in branches was 200 thousand (-6% y/y).
- In Q4 we processed 15.3 million transactions in our payment terminals (+4% y/y).
- Our clients made a total of 61 million BLIK transactions (+22% u/u).

Efektywność operacyjna, sztuczna inteligencja i zarządzanie danymi

- Digilndex is 87.2% (target for 2024 is 86.4%).
- We have implemented successive steps of after-sales loan handling using Low-Code design technology (process automation).
- We are continuously implementing process changes that have enabled us to increase STP (straight through processing) for key client journeys.

Motywacja i wzmocnienie pozycji pracowników

- We have developed assumptions for pay policy and practice for 2025 based on the Korn Ferry pay survey.
- Health in Focus Energy Days: we have conducted a series of meetings to promote mental health and promote healthy lifestyles Run Warsaw and I's marching-cheering, a campaign to test genes and diseases of old age for employees.

Stabilność, dostępność i bezpieczeństwo systemów informatycznych

- The availability of Moje ING and ING Business was 99.94% and 99.89%, respectively, at the end of Q4 2024.
- We organised a series of events and trainings for employees with more than 5,000 participants the so-called Cyber Security Month.
- We continue to migrate applications and their modules to the cloud at the end of Q4, we have 31% of applications planned for migration running in he cloud. We have also implemented a new observability tool to allow DevOps teams extended monitoring of applications migrated and already in the cloud environment.

Pełna zgodność regulacyjna

• We met all regulator recommendations with a deadline in Q4 2024 on time.

Zrównoważony rozwój

- We are continuing our efforts to reduce greenhouse emissions more about this on slide 40.
- The Sustainable Fitch rating was maintained at "2", with a score 3 points higher than that of the previous assessment.
- In Q4, we held a further 4 roundtables with corporate clients on sustainability, climate competitiveness, Energy efficiency and how the banking sector cansupport companies in their transformation.
- We assessed the long-term impact of climate risk on the bank's loan portfolios by performing climate stress tests based on selected NGFS scenarios over a horizon to 2050.
- ING has announced he winners of the sixth edition of its Grant Programme aimed at start-ups and young scientists. This time, the bank allocated PLN 1 million for innovative solutions that address sustainable food production.
- During the Run Warsaw and I'm marching-cheering, the Orange Team numbered as many as 6,000 people. In 2024, ING employees ran and marched for a record amount for the ING Children Foundation PLN 166,300 which the Foundation will use to organise the Orange Power programme in 2025.
- We continued our pension promotion by encouraging people to save for the future under the slogan: "10 years after high school graduation? Think about an extra pension".
- In December, we paid a second donation to the WWF Poland Foundation for the Błota Rakutowskie project worth PLN 500,000. The donation is our own contribution to the grant obtained by the ALAUDA Nature Society for PLN 3.7 million under the European Funds for Infrastructure, Climate and Environment 2021-2027 Programme. The TP ALAUDA project benefits from the support of WWF Poland.
- In December we also paid a donation of PLN 250,000 to UNEP/GRID-Warszawa for the project Wetland Ecosystems of the Upper Biebrza River.

The society is moving towards a low-carbon economy. Our clients are doing it, we are also doing it at ING. We finance a lot of sustainable activities, but still more of those that are not. Find out how we are doing - go to esg.ing.pl

*ING DIGI Index – digitalisation index is the percentage of the client journeys that are handled without any manual intervention. Digilndex covers selected 33 client journeys common to the ING Group.

Selected initiatives

ING and the Export Credit Insurance Corporation (KUKE) support companies in their transformation

By taking advantage of the KUKE's latest guarantees, ING will be able to increase the scale of financing for companies for projects related to, among other things, renewable energy sources and energy efficiency. The guarantees cover up to 80% of the value of the loan granted, allowing the company to take on additional debt for other purposes.

More information

ING offers environmental loans for companies with BGK subsidy

At ING, entrepreneurs can obtain a promise or a conditional contract for an ecological loan, which are necessary to submit an application for co-financing to BGK. In this call, entrepreneurs can obtain subsidies for investments related to energy efficiency in the broad sense of the term, including thermal modernisation of buildings, replacement of the sources of energy used or modernisation of existing infrastructure.

More information

Free grant search engine for companies on the ING ESG website

The search engine is operated by the National Centre for Climate Change, which is part of the structures of the Institute of Environmental Protection - National Research Institute. The search engine includes national and local programmes offering grants and technical support for companies.

More information

ING has extended its offer for entrepreneurs with a multi-currency card for PLN accounts – the cards are available at MING

From now on, entrepreneurs can link a card to an account held in PLN to a company currency account in EUR, USD, GBP. This means that abroad, the entrepreneur will pay with their company card in those currencies without having to convert and without paying a commission. The possibility to link cards applies to: Visa business contactless, Mastercard Business contactless.

More information

Plastic-free cards for ING business clients

ING business clients can now use plastic-free cards. These are a digital version of traditional payment cards and work without the need for a physical card. They can be used as soon as the online banking application is executed, without having to wait for the physical version.

More information





Financial results

	,			
% change y/y	Q4 2024	Q3 2024	Q4 2023	PLN million
+4%	2,261	2,260	2,167	Net interest income
+2%	565	582	556	Net commission income
-62%	74	75	193	Other income
-1%	2,900	2,917	2,916	Total income
-5%	-934	-957	-987	Total expenses
+2%	1,966	1,960	1,929	Result before risk costs
-3%	-173	-348	-178	Risk costs including legal costs of risk for FX mortgage loans
+23%	-192	-182	-156	Bank levy
0%	1,601	1,430	1,595	Profit before tax
-10%	-292	-328	-324	Income tax
+3%	1,309	1,102	1,271	Net profit
-2.56 p.p.	14.85%	14.98%	17.41%	Total capital ratio
-2.26 p.p.	13.76%	13.81%	16.02%	Tier 1
-7.2 p.p.	26.7%	27.1%	33.9%	ROE (%)
-2.6 p.p.	20.4%	20.5%	22.9%	ROE adjusted for MCFH (%)*
-0.4 p.p.	38.8%	39.0%	39.2%	Total expenses incl. bank levy/total income (%)

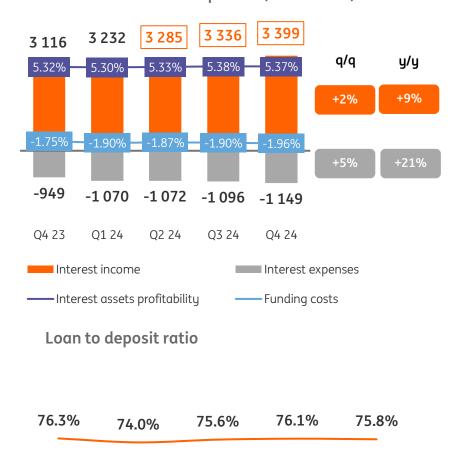
% change y/y	2024	2023
+7%	8,725 	8,171
+6%	2,294	2,164
-24%	260	343
+6%	11,279	10,678
+7%	-3,958	-3,700
+5%	7,321	6,978
+69%	-1,036	-614
+15%	-740	-644
-3%	5,545	5,720
-8%	-1,176	-1,279
-2%	4,369	4,441
-2.56 p.p.	14.85%	17.41%
-2.26 p.p.	13.76%	16.02%
-7.2 p.p.	26.7%	33.9%
-2.6 p.p.	20.4%	22.9%
+1.0 p.p.	41.7%	40.7%

Net interest income

Net interest income (PLN million) and interest margin (adjusted for credit moratoria)



Interest income and expenses (PLN million)



Q2 24

Q3 24

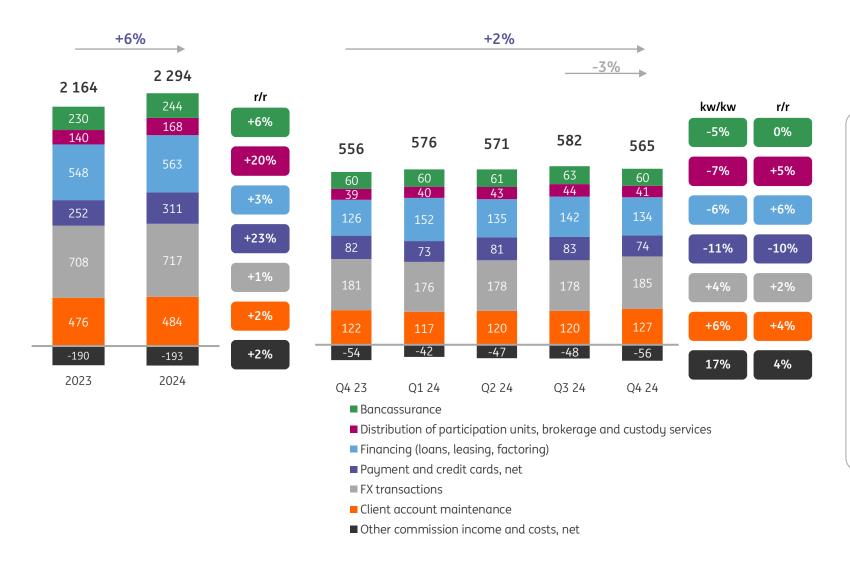
Q4 23

Q1 24

Q4 24

Fee and commission income

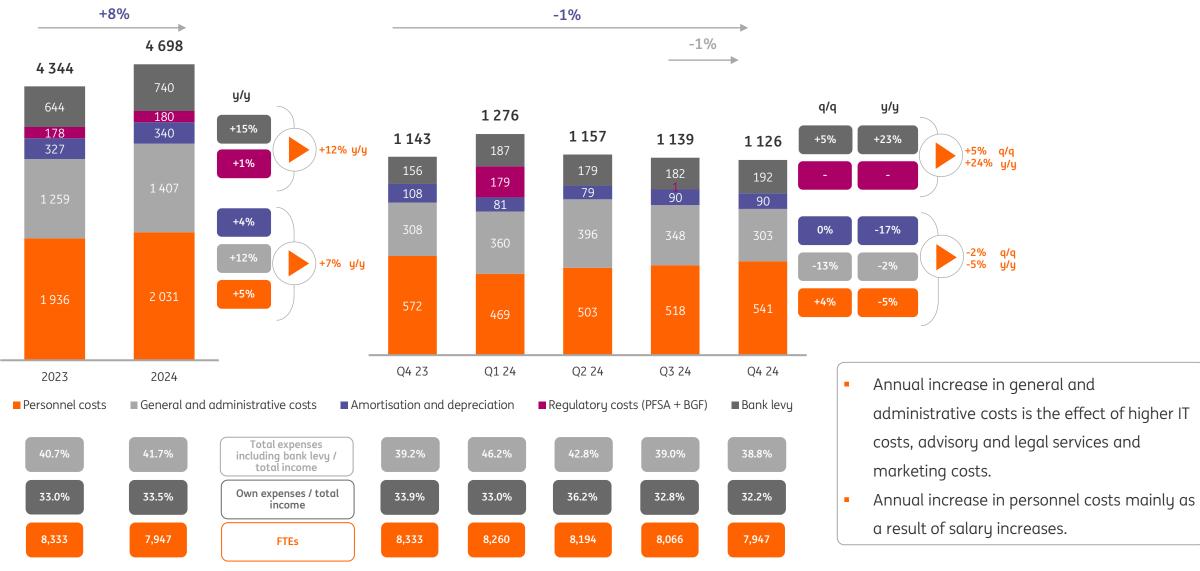
Fee and commission income per category (PLN million)



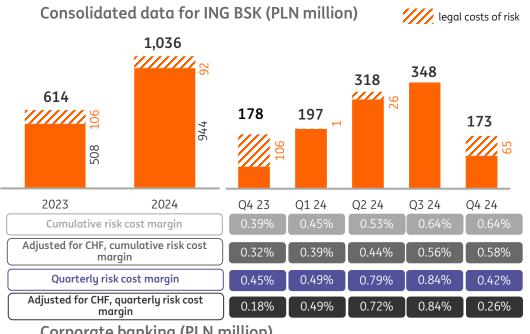
- Annual improvement in payment and credit cards result is the effect of higher transaction activity of our clients.
- Annual increase in the distribution of participation units by 50% reflects the positive trends in the fund market investment.
- Decrease in the annual result from custody services by 18% due to the bank's withdrawal from offering this service.
- Higher bancassurance result is related to the increase in mortgage loan sales.

Total expenses including bank levy

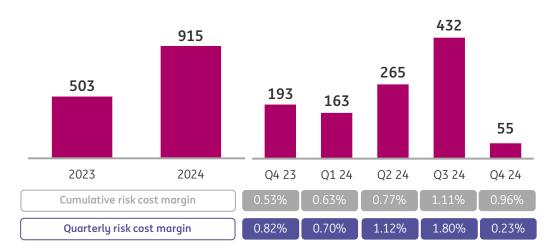
Total expenses including bank levy (PLN million)



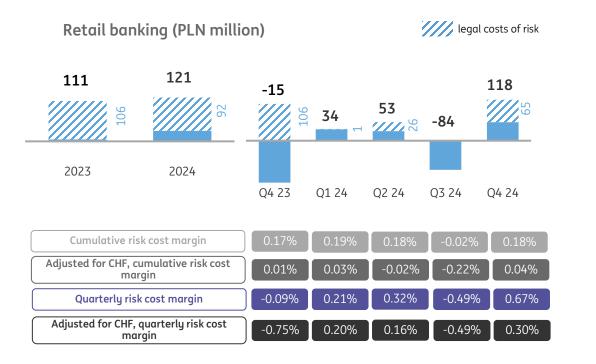
Cost of risk, including legal risk costs







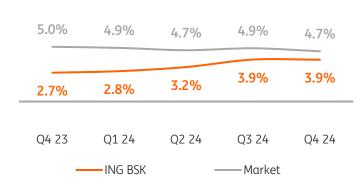
PLN million	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24						
Ir	mpact of macroeco	nomic paramet	ers on net provis	ions*							
Retail banking	-17	-4	-5	-1	-11						
Corporate banking	+26	-57	+13	-21	+5						
Total	+9	-61	+7	-22	-6						
Impact of the sale of the Stage 3 and POCI receivables portfolios*											
Retail banking	-22	0	0	-57	0						
Corporate banking	-2	0	0	-2	-21						
Total	-24	0	0	-59	-21						



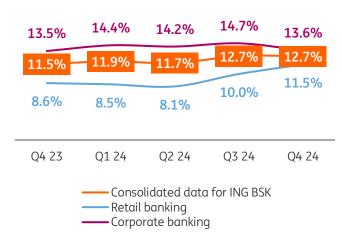
Portfolio quality and provisioning

Share of non-performing portfolio in the total loan portfolio

Consolidated data for ING BSK



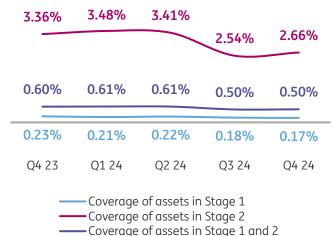
Share of Stage 2 in gross portfolio



Corporate banking



Provisioning ratio – Stages 1 and 2



Retail banking



—— ING BSK (retail segment - total)

—— ING BSK (retail segment - mortgage loans)

---- Market (total)

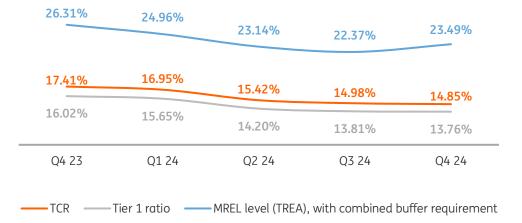
Provisioning ratio – Stage 3



Consolidated data for ING BSKRetail bankingCorporate banking

Capital adequacy

Capital ratios (consolidated) and MREL ratio (standalone)

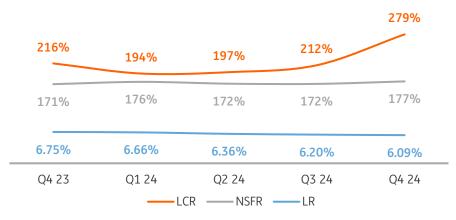


Consolidated total capital ratio – decomposition of change on a q/q basis



- Total capital ratio and Tier 1 ratio are respectively 3.34 p.p. and 4.25 p.p. above the minimum capital requirements for ING BSK, which are respectively 11.51% and 9.51%.
- The total capital ratio and Tier 1 ratio would have been 14.65% and 13.56%, respectively, if ING BSK did not apply a transition period for the implementation of IFRS 9 and provisional treatment of unrealised gains and losses measured at fair value through other comprehensive income in accordance with Art. 468 of the CRR Regulation.
- The MREL level at the end of 4Q 2024 was 3.54 p.p. above its minimum target of 19.95% of total risk exposure amount ("TREA") at the standalone level (taking into account the combined buffer requirement of 3.51%).

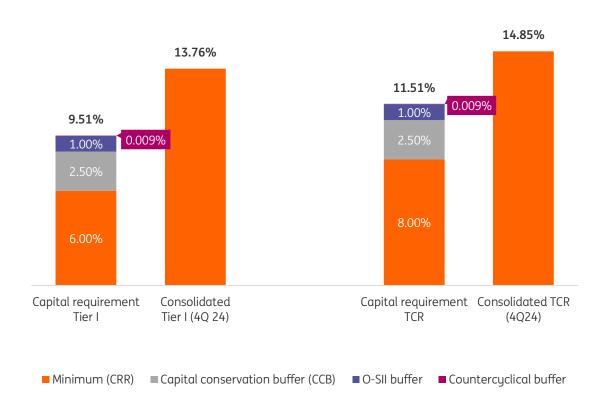
Other capital and liquidity ratios



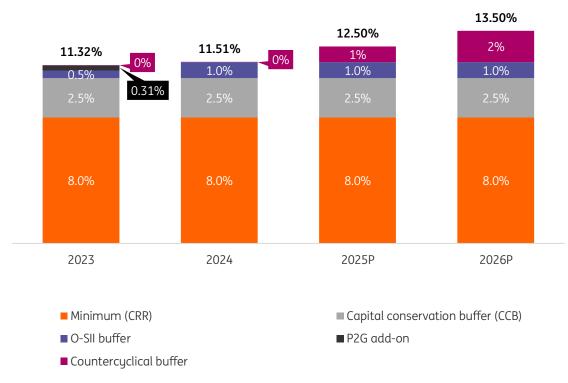
Intention of the Management Board to pay a dividend in 2025

The Management Board's intention is to pay out approximately 75% of the net profit for 2024 in the form of a dividend

In the opinion of the Management Board, the bank meets all the requirements of the PFSA to pay a dividend of 75% of the profit for 2024.



Capital buffers for the total capital ratio in 2023-2026





Retail banking

Retail banking

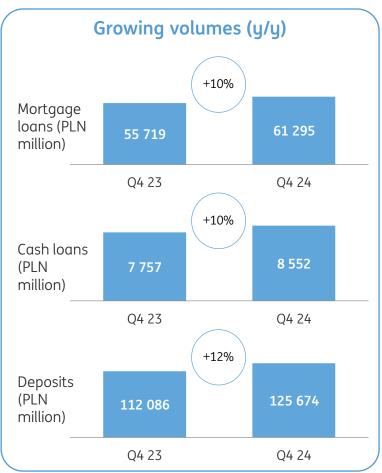
Clients and ordered transactions

- We operate 3.9 million current accounts for individual clients
- In Q4 2024, our individual clients performed:
 - 8% y/y more outgoing electronic transfers in Moje ING (168 million)
 - 23% y/y more BLIK transactions (total 57.0 million)
 - 5% y/y more debit card transactions (total 288.1 million)
 - 6% y/y fewer transactions in branches (200 thousand)

Financing

- We granted PLN 3,761 million in mortgage loans in Q4 2024 (+84% y/y)
- We granted PLN 1,469 million in cash loans in Q4 2024 (+20% y/y) ...
- ... of which 95% were sold via online channels



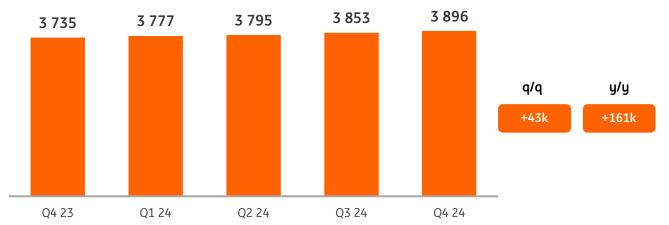


Retail client base 4.6 million individual clients

Number of individual clients (thousand)



Number of individual clients' current accounts (thousand)

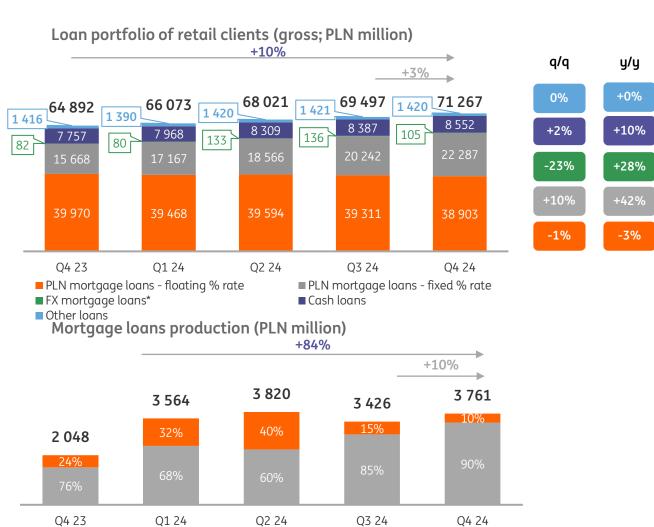




- 88% of current accounts are Direct Accounts
- In Q4 2024 clients using the National Hub, i.e. the standard for the circulation of electronic identity used for administrative purposes and government services, confirmed their identity 4.2 million times, including 33% of confirmations were made via the mobile application
- Our clients submitted via our bank 13 thousand 300+ applications in Q4 2024 (+2% y/y)

Note: current accounts in PLN.

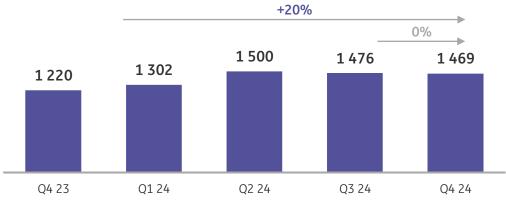
Retail lending



■ Fixed rate ■ Floating rate

- **PLN 1.5 billion worth of cash loans** granted to retail clients in Q4 2024 (+20% y/y)
- PLN 3.8 billion worth of mortgage loans granted in Q4 2024 (+84% y/y), which translates into a 19.3% market share
 - including PLN 3,395 million worth of fixed interest rate mortgage loans (+119% y/y)
 - including PLN 309 million worth of loans for energy-efficient houses** (+481% y/y)
- A 13.5% market share in terms of PLN mortgage loans; 12.0% in total mortgage loans (Q4 2024)

Cash loans production (PLN million)

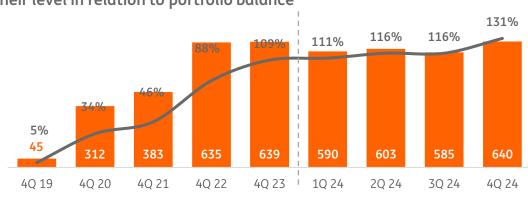


^{*}FX mortgage loans after adjusting the gross carrying amount for legal risk provisions, which amounted to PLN 510.2 million in Q4 2023, PLN 456.9 million in Q1 2024, PLN 389.6 million in Q2 2024, PLN 369.7 million in Q3 2024 and PLN 387,2 million in Q4 2024;

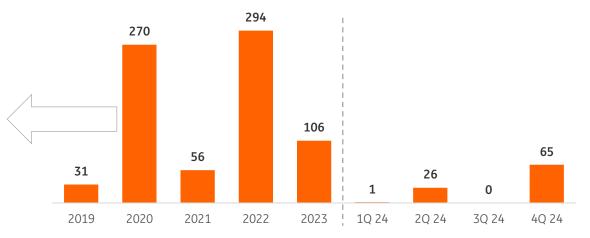
^{**}We do not charge a commission and offer a lower margin for a house or residential premises whose annual demand for non-renewable primary energy for heating, ventilation and hot water preparation does not exceed respectively: 62 kWh/m2/year in the case of a house or 76 kWh/m2/year in the case of a house after renovation and 58 kWh/m2/year in the case of residential premises in a multi-family building or 62 kWh/m2/year in the case of a residential premises in a single-family building.

Legal risk relating to FX mortgage loans

Total value of provisions for CHF mortgage loan portfolio (PLN million) and their level in relation to portfolio balance



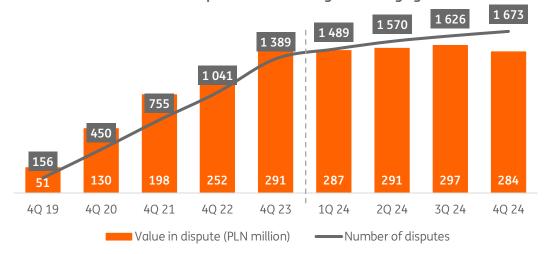
The costs of legal risk of FX mortgage loans (in PLN million)



—The coverage ratio of the active mortgage loans in CHF portfolio to the total value of provisions*

The number and value of disputes concerning FX mortgage loans

The value of provisions for active and repaid portfolio





Mediation with clients

On 25 October 2021, we launched a settlement programme based on the assumptions of the Chairman of the Polish Financial Supervision Authority.

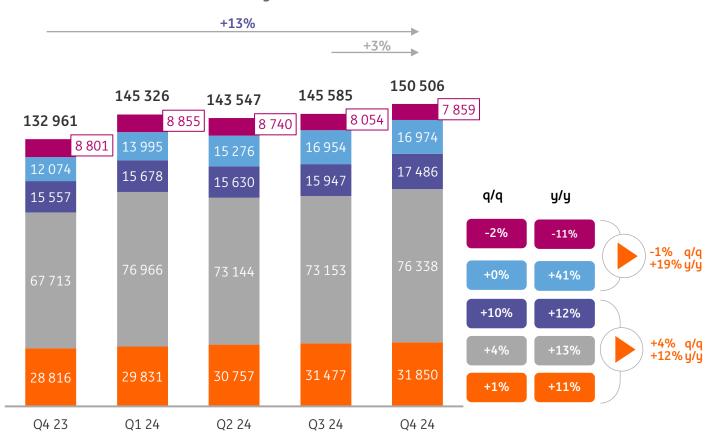
By the end of 2024, we concluded **808 agreements** under the programme.

As at the end of 4Q 2024 we had 2.4 thousand active mortgage loans indexed to CHF.

^{*}The portfolio provisioning ratio is calculated as: Total provisions (active and repaid portfolio) / (gross portfolio + provisions for active portfolio).

Savings and investments

Portfolio of funds entrusted by retail clients (PLN million)



- Financial instruments accumulated in brokerage accounts
- Mutual funds
- Term deposits and structured products
- Savings accounts
- Current accounts

- 159.7 thousand bank clients invest on a regular basis
 (+21% y/y, +4% q/q) and 176.1 thousand clients had a
 dedicated pension product at ING (+29% y/y, +8% q/q)
- In Q4 2024, about 67% of open investment fund units were purchased via mobile banking
- At the end of Q4 2024, we serviced **192.4 thousand** brokerage accounts (+5% y/y)
- The turnover of our brokerage office on the stock market in Q4 2024 amounted to PLN 2.4 billion (-22% y/y, -10% q/q), which translates into a market share of 1.45% (-0.5 p.p. y/y, -0.3 p.p. q/q)
- The assets representing investments in funds compliant with Articles 8 and 9 of SFRD* amounted to PLN 6.3
 billion (+16x y/y, +5% q/q)

^{*}Funds promoting sustainable development (Article 8) and having an impact (Article 9).

Progressive evolution of banking

ING is becoming more and more digital





Average rating of Moje ING mobile app in the app stores

Google Play \star \star \star \star 4.8

App Store $\star \star \star \star \star \star 4.9$

Electronic banking

We have a total of 1,597 thousand mobile cards (+3% q/q, +15% y/y)

57.0 million BLIK transactions in Q4 2024 (+9% q/q, +23% y/y) made by individual clients, of which **42.4 million transactions were made in the Internet** (+15% q/q, +24% y/y)

4 376 thousand clients with access to online banking (+1% q/q, +4% y/y), including 77% of them actively using this access

2,939 thousand active users of the mobile application (+2% q/q, +8% y/y)

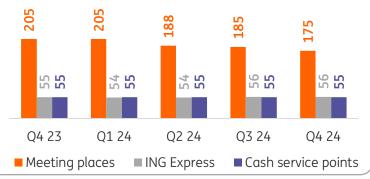
2,302 thousand "mobile only" users (+5% q/q, +15% y/y)

In Q4 2024, we sold **95% of cash loans** for individual clients via internet channels

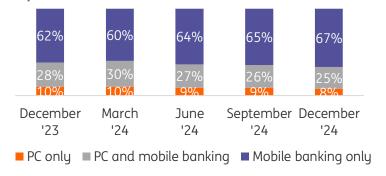
Physical distribution network

175 meeting places (-30 vs the end of 2023)

838 recyclers (devices with deposit-withdrawal function), all of them are contactless



How our clients use internet banking (as per number of users)



Corporate banking

Corporate banking

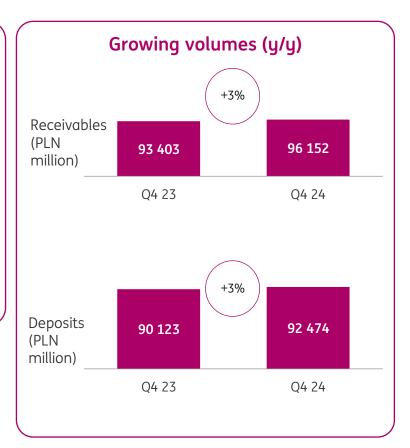
Clients and ordered transactions

- We service 572.4 thousand corporate clients, of which 450.7 thousand are entrepreneurs, 118.4 thousand are SMEs and mid-corporates and 3.3 thousand are strategic clients
- In Q4 2024, our corporate clients using ING
 Business made 49.0 million transfers (+2% y/y), of
 which 4.5 million were made in mobile banking
 (+21% y/y)
- We have 45.4 thousand payment terminals in total; we processed 15.3 million transactions in Q4 2024 (+4% y/y)
- 10,168 stores with an active imoje payment gateway (+17% y/y)

Financing

- The portfolio of receivables from entrepreneurs increased by PLN 645 million y/y (+8% y/y) to the level of PLN 8.9 billion
- The portfolio of receivables from SMEs and midcorporates decreased by PLN 520 million y/y (-1% y/y) to the level of PLN 49.8 billion
- The portfolio of receivables from strategic clients increased by PLN 2.6 billion y/y (+8% y/y) to the level of PLN 37.4 billion

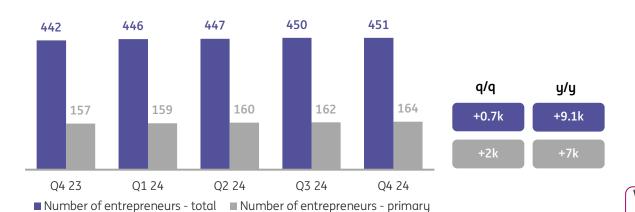




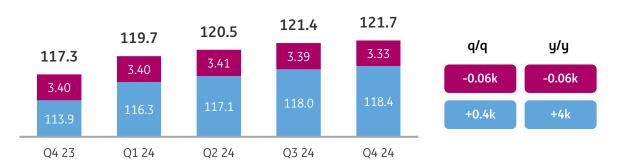
Corporate client base 572 thousand companies

Number of entrepreneurs (thousand)

■ Number of SME and mid-corporates



Number of SME, mid-corporates and strategic clients (thousand)



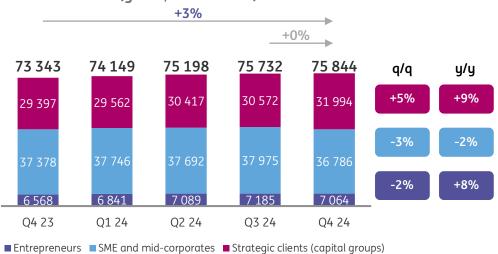
■ Number of strategic clients

We maintain 459 thousand current accounts for 451 thousand entrepreneurs, of which 99% are Direct accounts

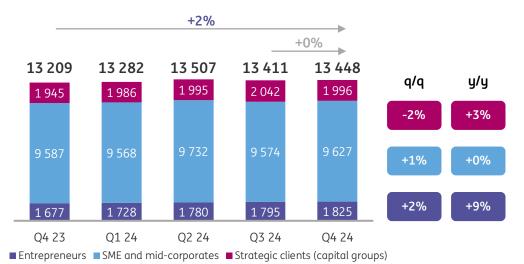


Corporate receivables

Loans volume (gross; PLN million)

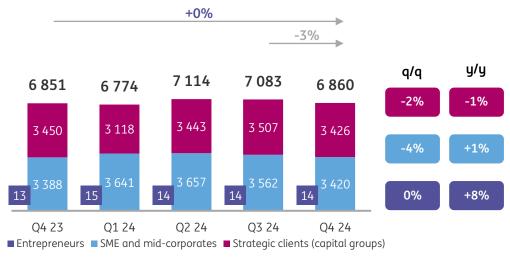


Leasing receivables volume* (gross; PLN million)



30

Factoring receivables volume (gross; PLN million)



*Leasing loans excluded.

Leasing auta

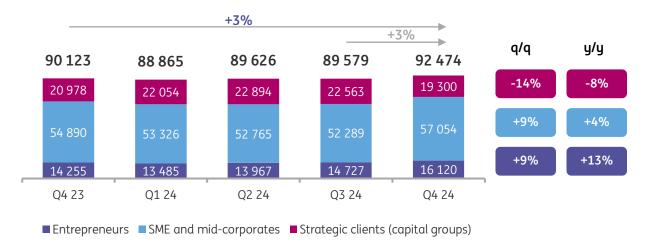
na start firmy

+1000 zł bonusu

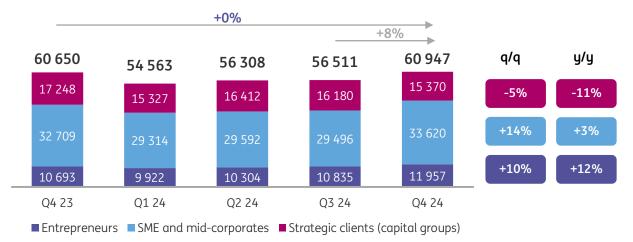
Otwórz konto w aplikacji

Cash management

Corporate deposit volume (PLN million)



Corporate current accounts volume (PLN million)





Number of mobile transfers in ING Business increased by +21% y/y to 4.5 million

+14.3 thousand

new corporate clients attracted in Q4 2024

Financial results

and other information

Income statement

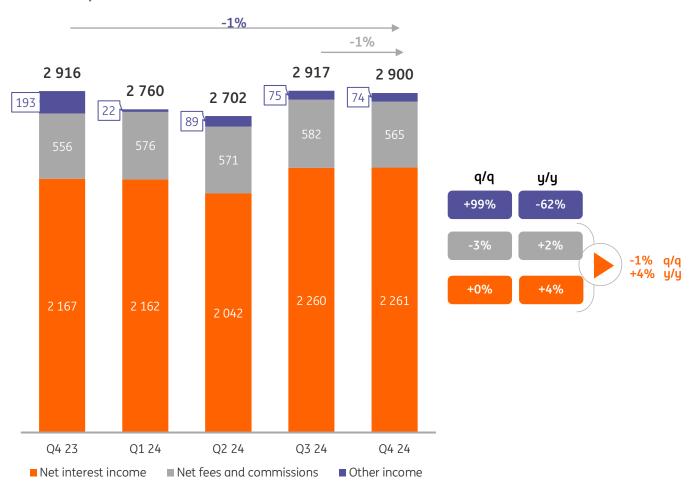
Consolidated income statement									q/q		y/y	
(PLN million)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Δ		Δ	
Net interest income, of which:	1,860	2,054	2,090	2,167	2,162	2,042	2,260	2,261	1	0.0%	94	4.3%
Interest income	2,982	3,134	3,177	3,116	3,232	3,114	3,356	3,410	54	1.6%	294	9.4%
Interest expense	-1,122	-1,080	-1,087	-949	-1,070	-1,072	-1,096	-1,149	-53	4.8%	-200	21.1%
Net fee and commission income	522	533	553	556	576	571	582	565	-17	-2.9%	9	1.6%
Result on trade operations and revaluation	70	43	18	197	12	81	67	39	-28	-41.8%	-158	-80.2%
Net income on instruments measured at fair value through profit or loss and FX result	74	37	109	112	19	67	52	60	8	15.4%	-52	-46.4%
The result on the sale of securities measured at amortised cost	0	0	0	0	-6	1	-2	1	3	-	1	-
Net income on the sale of securities measured at fair value through other comprehensive income and dividend income	1	9	3	-12	2	11	2	-18	-20	-	-6	50.0%
Net income on hedge accounting	-5	-3	-94	97	-3	2	15	-4	-19	-	-101	-
Net income on other core activities	0	1	0	-16	3	0	0	25	25	-	41	-
Share in net profit (loss) of associated entities recognised under the equity method	6	6	6	12	7	8	8	10	2	25.0%	-2	-16.7%
Income	2,458	2,637	2,667	2,916	2,760	2,702	2,917	2,900	-17	-0.6%	-16	-0.5%
Expenses	-1,002	-851	-860	-987	-1,089	-978	-957	-934	23	-2.4%	53	-5.4%
Personnel expenses	-423	-466	-475	-572	-469	-503	-518	-541	-23	4.4%	31	-5.4%
Depreciation and amortisation	-73	-73	-73	-108	-81	-79	-90	-90	0	0.0%	18	-16.7%
Regulatory expenses	-179	0	0	1	-179	0	-1	0	1	-100.0%	-1	-100.0%
Other expenses	-327	-312	-312	-308	-360	-396	-348	-303	45	-12.9%	5	-1.6%
Profit before risk costs	1,456	1,786	1,807	1,929	1,671	1,724	1,960	1,966	6	0.3%	37	1.9%
Risk costs including legal cost of risk for FX mortgage loans	-88	-197	-151	-178	-197	-318	-348	-173	175	-50.3%	5	-2.8%
Retail	-20	-60	-46	15	-34	-53	84	-118	-202	-	-133	-
Corporate	-68	-137	-105	-193	-163	-265	-432	-55	377	-87.3%	138	-71.5%
Tax on certain financial institutions	-159	-165	-164	-156	-187	-179	-182	-192	-10	5.5%	-36	23.1%
Profit (loss) before tax	1,209	1,424	1,492	1,595	1,287	1,227	1,430	1,601	171	12.0%	6	0.4%
Income tax	-300	-325	-330	-324	-294	-262	-328	-292	36	-11.0%	32	-9.9%
Net profit (loss), of which:	909	1,099	1,162	1,271	993	965	1,102	1,309	207	18.8%	38	3.0%
Net profit (loss) attributable to the shareholders of ING BSK	909	1,099	1,162	1,271	993	965	1,102	1,309	207	18.8%	38	3.0%
Number of shares issued (m)	130.1	130.1	130.1	130.1	130.1	130.1	130.1	130.1	0.0	0.0%	0.0	0.0%
Earnings per share (PLN) - annualised	27.95	33.79	35.73	39.08	30.53	29.67	33.88	40.25	6.36	18.8%	1.17	3.0%

Statement of financial position

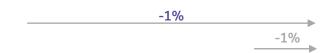
									/\				
Consolidated statement										q/q		y/y	
of financial position (PLN million)	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Δ	%	Δ	%
ASSETS													
Cash in hand and balances with the Central Bank	3,050	7,311	2,848	4,499	7,041	4,508	3,338	8,965	8,361	-604	-6.7%	1,320	18.7%
Loans and receivables to other banks	4,449	8.558	10,708	10,574	19,620	20,231	19,646	18,150	1	3.485	19.2%	2.015	10.39
Financial assets measured at fair value through profit or loss	1,898	1,534	2,298	1,844	2,235	1,983	1,290	1,378	1 i	549	39.8%	-308	-13.8%
Derivative hedge instruments	139	243	196	361	208	327	103	92	1 1	-31	-33.7%	-147	-70.7%
Investment securities	48,433	40,977	41,151	54,003	56,614	64,439	58,931	54,231	58,992	4,761	8.8%	2,378	4.2%
Assets securing liabilities	164	9,417	11,308	465	165	0	1,996	4,495	179	-4,316	-96.0%	14	8.5%
Loans and receivables to customers	155,030	156,101	156,255	158,127	156,560	158,453	161,411	164,641	166,698	2,057	1.2%	10,138	6.5%
Non-financial assets	1,365	1,421	1,392	1,410	1,495	1,483	1,509	1,466	1,468	2	0.1%	-27	-1.8%
Tax assets	2,401	1,717	1,202	1,185	1,098	898	686	648	704	56	8.6%	-394	-35.9%
Other assets	337	378	378	372	325	399	368	354	334	-20	-5.6%	9	2.8%
Total assets	217,266	227,657	227,736	232,840	245,361	252,721	249,278	254,420	260,359	5,939	2.3%	14,998	6.1%
EQUITY AND LIABILITIES													
LIABILITIES													
Liabilities due to other banks	5,640	7,145	7,382	7,253	13,655	13,590	13,877	13,354	15,468	2,114	15.8%	1,813	13.3%
Financial liabilities measured at fair value through profit or loss	2,204	1,702	1,589	1,467	1,822	1,314	974	1,248	1,400	152	12.2%	-422	-23.2%
Derivative hedge instruments	370	419	329	390	280	411	149	137	83	-54	-39.4%	-197	-70.4%
Liabilities due to customers	192,731	201,652	199,740	202,417	205,290	214,126	213,541	216,293	219,996	3,703	1.7%	14,706	7.29
Liabilities under issue of debt securities	405	413	405	413	404	411	405	914	509	-405	-44.3%	105	26.0%
Subordinated liabilities	1,644	1,640	1,561	1,627	1,526	1,510	1,514	1,501	1,499	-2	-0.1%	-27	-1.89
Provisions	359	347	367	371	542	523	645	640	636	-4	-0.6%	94	17.39
Income tax liability	20	17	125	211	115	17	70	156	17	-139	-89.1%	-98	-85.2%
Other liabilities	4,550	3,083	3,276	3,509	4,991	3,379	3,930	3,947	3,581	-366	-9.3%	-1,410	-28.3%
Total liabilities	207,923	216,418	214,774	217,658	228,625	235,281	235,105	238,190	243,189	4,999	2.1%	14,564	6.4%
EQUITY													
Share Capital	130	130	130	130	130	130	130	130	130	0	0.0%	0	0.0%
Supplementary capital - share premium account	956	956	956	956	956	956	956	956	956	0	0.0%	0	0.0%
Revaluation reserve	-8,040	-7,055	-6,432	-5,377	-5,095	-5,379	-5,274	-4,325	-4,699	-374	8.6%	396	-7.8%
Retained earnings	16,297	17,208	18,312	19,473	20,750	21,744	18,372	19,469	20,783	1,314	6.7%	33	0.2%
Own shares for the purposes of the incentive programme			-4	0	-5	-11	-11	0	0	0	-	5	-100.0%
Equity attributable to shareholders of ING BSK	9,343	11,239	12,962	15,182	16,736	17,440	14,173	16,230	17,170	940	5.8%	434	2.6%
Non-controlling interests	0	0	0	0	0	0	0	0	0	0	-	0	
Total equity	9,343	11,239	12,962	15,182	16,736	17,440	14,173	16,230	17,170	940	5.8%	434	2.6%
Total equity and liabilities	217,266	227,657	227,736	232,840	245,361	252,721	249,278	254,420	260,359	5,939	2.3%	14,998	6.1%
Number of shares issued (m)	130.1	130.1	130.1	130.1	130.1	130.1	130.1	130.1	130.1	0.0	0.0%	0.0	0.0%
Book value per share (PLN)	71.81	86.39	99.63	116.69	128.64	134.05	108.94	124.75	4			3.34	2.6%

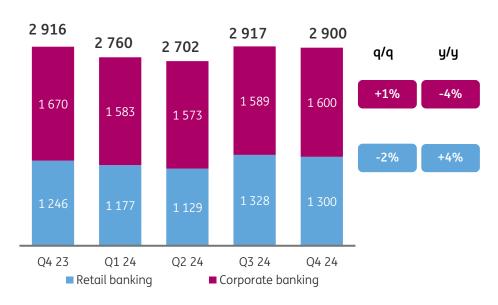
Income per category

Income per P&L line (PLN million)



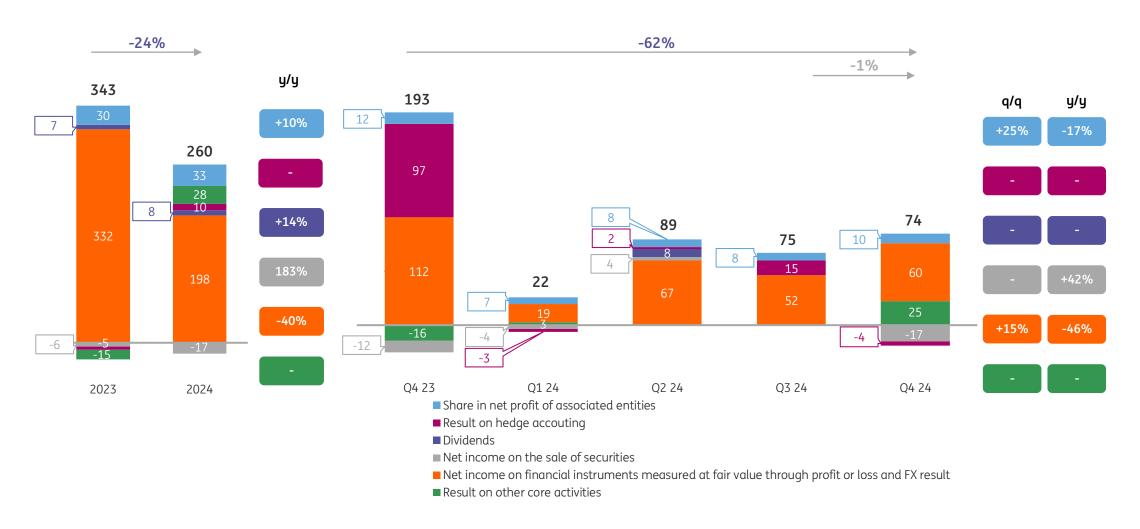
Income per business line (PLN million)





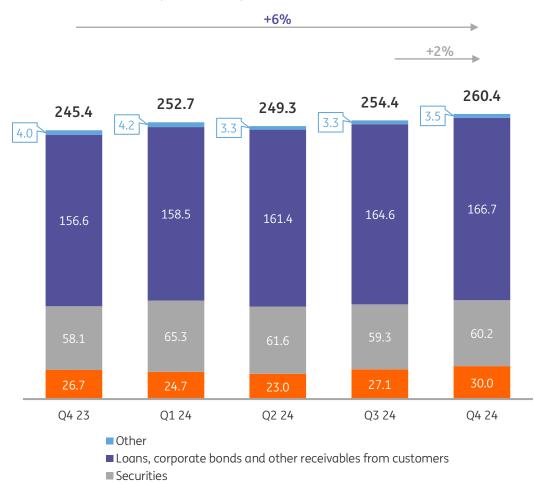
Other income

Other income (PLN million)



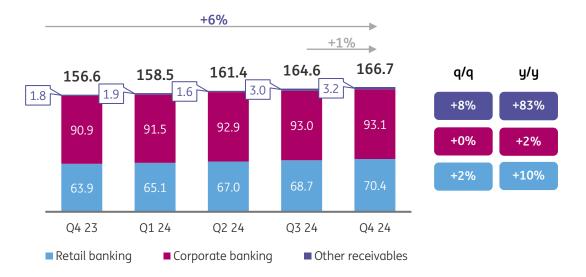
Bank assets

Asset structure (PLN billion)



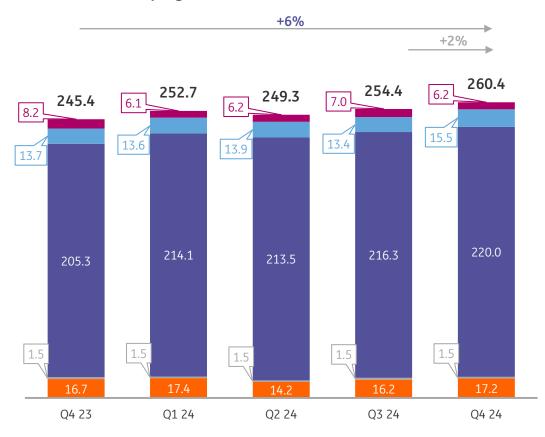
■ Loans and other receivables from banks + cash with NBP

Loans and other receivables from customers (net; PLN billion)



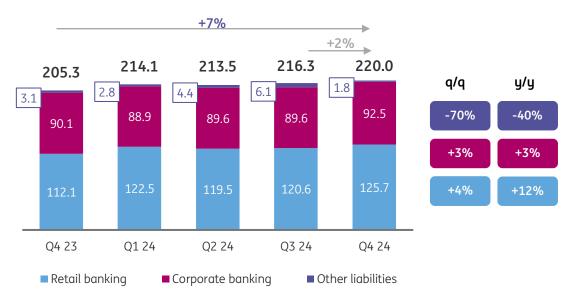
Bank equity and liabilities

Structure of equity and liabilities (PLN billion)



■ Equity ■ Subordinated debt ■ Deposits and other liabilities to clients ■ Liabilities to banks ■ Other

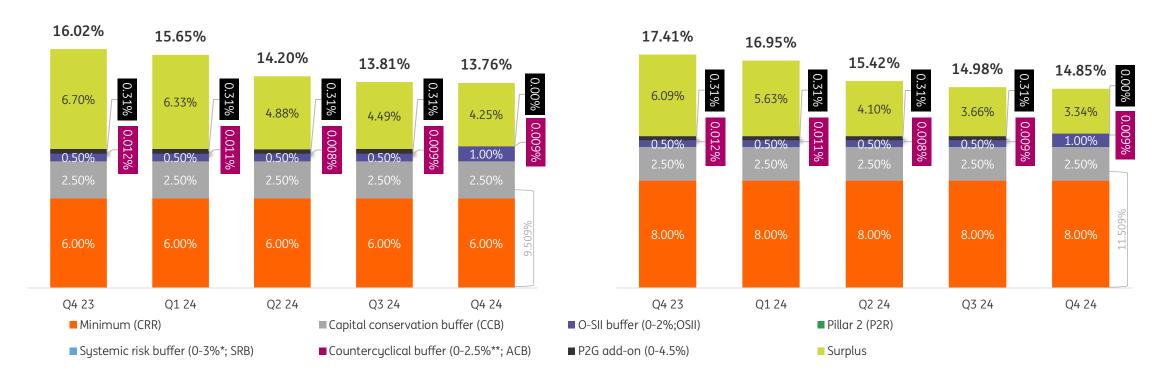
Deposits and other liabilities to customers (PLN billion)



Capital requirement structure

Consolidated capital requirement structure – Tier 1

Consolidated capital requirement structure – TCR



On 9 October 2024 the Bank concluded a non-preferred senior loan agreement with ING Bank N.V. with the registered office in Amsterdam. The loan amount is EUR 350 million. The loan was granted for 4 years. The Bank recognised the funds obtained from the loan under the eligible liabilities for the purpose of the minimum requirement for own funds and eligible liabilities ("MREL") on the transaction processing date being 10 October 2024.

On 11 December 2024 the Bank received the decision of the Polish Financial Supervision Authority to change the other systemically important institution buffer established for the bank, the amount of which was set at an amount equivalent to 1.0% of the total risk exposure amount.

On 19 December 2024 the Bank received a letter from the Polish Financial Supervision Authority regarding the non-appointment of an additional capital charge ("P2G") to absorb potential losses resulting from stress conditions.

^{*}It may reach the level of 3%-5% after the decisions of i) the European Commission, ii) the European Commission and the European Systemic Risk Board and iii) the European Banking Authority; the 5% level may be exceeded subject to the consent of the European Commission; **In justified cases, it may exceed 2.5%.

Continuation of ING BSK Group's decarbonisation efforts

- In Q4 2023, we developed "ING BSK's Carbon Reduction Roadmap", which set out ambitions to reduce emissions in our own business and in selected loan portfolios, while in Q4 2024 we developed "ING BSK Group's Carbon Reduction Roadmap. Part 2", introducing a cross-sector transformation plan that aims to:
 - support large and medium-sized companies to transition to more sustainable business models,
 - open a dialogue with companies operating in the most carbo-intensive sectors of the economy.
- The plan assumes that by 2030, 80% of the clients covered by the plan will have decarbonisation strategies with short-term and medium-term targets approved by the companies' management (the so-called portfolio coverage target).

26 sectors and subsectors identified for analysis

NZBA and EBA guidelines

17 sectors and subsectors

Qualitative and quantitative analysis

Stage 1

Transformation plans based on the decarbonisation paths chosen, or volumes of financing provided in the following sectors:

- 1. Commercial real estate
- 2. Retail real estate
- 3. Energy generation sector

Stage 2

A cross-sectoral approach with a set portfolio coverage target and supporting actions on:

- the provision of financing linked to sustainability factors
- direct interaction with clients

Lending exposure by industry

Non-banking portfolio of corporate banking clients – balance sheet exposure (PLN m)

Consolidated approach

No	Industry	Exposure as at 31.12.2024	%
1	Wholesale trade	10,208	10.6%
2	Real estate service	8,648	9.0%
3	Financial intermediation	7,484	7.8%
4	Other activity related to business running	6,506	6.8%
5	Land transport and transport via pipelines	5,060	5.3%
6	Retail trade	4,097	4.3%
7	Construction	3,843	4.0%
8	Manufacture of fabricated metal products	3,738	3.9%
9	Chemicals and chemical goods production	3,497	3.6%
10	Foodstuff and beverage production	3,488	3.6%
11	Renting of equipment	3,285	3.4%
12	Rubber industry	3,154	3.3%
13	Agriculture, forestry, fishery	1,879	2.0%
14	Post office and telecommunications	2,829	2.9%
15	Public administration and national defence	2,633	2.7%
16	Sale, repair and maintenance of motor vehicles	2,421	2.5%
17	Wood and paper industry	2,347	2.4%
18	Auxiliary service connected with financial intermediation	2,034	2.1%
19	Power industry	1,932	2.0%
20	Other	17,048	17.7%
	Total exposure	96,131	100.0%

Lending exposure by industry

Non-banking portfolio of corporate banking clients — balance sheet and off-balance sheet exposure (PLN m)

Consolidated approach

No	Industry	Exposure as at 31.12.2024	%
1	Wholesale trade	17,176	11.9%
2	Construction	10,235	7.1%
3	Financial intermediation	9,661	6.7%
4	Real estate service	9,428	6.5%
5	Other activity related to business running	9,178	6.3%
6	Retail trade	7,557	5.2%
7	Land transport and transport via pipelines	6,081	4.2%
8	Foodstuff and beverage production	5,828	4.0%
9	Manufacture of fabricated metal products	5,805	4.0%
10	Rubber industry	4,837	3.3%
11	Chemicals and chemical goods production	4,652	3.2%
12	Renting of equipment	4,154	2.9%
13	Sale, repair and maintenance of motor vehicles	3,640	2.5%
14	Agriculture, forestry, fishery	2,336	1.6%
15	Post office and telecommunications	3,510	2.4%
16	Wood and paper industry	3,471	2.4%
17	Power industry	3,209	2.2%
18	Public administration and national defence	2,634	1.8%
19	Engineering industry	2,391	1.7%
20	Other	28,787	19.9%
	Total exposure	144,568	100.0%

About us

ING Bank Śląski - who we are 4th largest bank in Poland

Key facts

- We are a universal bank established in 1989
- We provide comprehensive financial services to individual and corporate clients in all segments
- We serve clients through remote channels (including internet and mobile banking) and a network of branches fully equipped with self-service zones
- We have 4.6 million individual clients and 572 thousand corporate clients
- We employ 8 thousand people
- We are number four in Poland in terms of the total assets as at the end of O4 2024

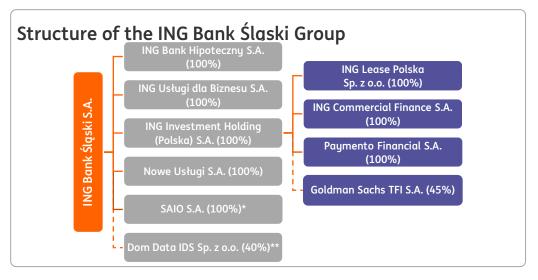
Credit ratings of ING Bank Śląski

Fitch

- Entity Rating / Outlook: A+ / Stable
- Short-term rating: F1+
- Viability rating: bbb
- Shareholder Support Rating: a+
- Long-term rating on a national scale / outlook: AAA (pol) / Stable
- Short-term rating on a national scale: F1+ (pol)

Moody's

- Long / short term deposit rating: A2 / P-1; outlook: Stable
- Individual BCA Assessment: baa2
- Adjusted BCA Score: baa1
- Counterparty risk assessment long / short term: A1 (cr) / P-1 (cr)



^{*} On 27 May, 2024, i.e. on the date of entry in the shareholders' register, the ownership of 100% of the shares of SAIO S.A. was transferred from ING Investment Holding (Polska) S.A. to ING Bank Śląski S.A. (in accordance with the provisions of the sales agreement of 20 May, 2024 concluded between ING Investment Holding (Polska) S.A. and the Bank).

^{**} On 19 January, 2024, ING Bank Śląski S.A. obtained consent from the President of the Office of Competition and Consumer Protection (UOKiK) for concentration related to the acquisition of 40% of shares in Dom Data Services Sp. z o. o. in the 4th quarter of 2023 (the consent of the President of the Office of Competition and Consumer Protection was a condition for finalising the acquisition transaction). In April 2024, the company's name was changed to Dom Data IDS Sp. z o. o.

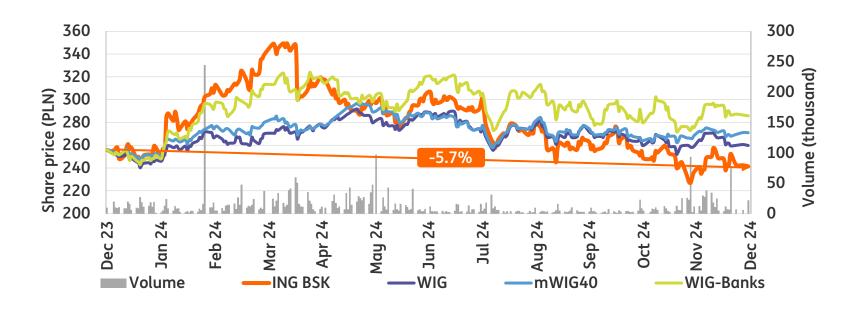
ING Bank Śląski S.A. shares

ING BSK share price: PLN 241.5 (30 December 2024)

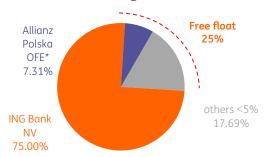
Capitalisation: PLN 31.4 billion (EUR 7.4 billion)
Free float: PLN 7.9 billion (EUR 1.8 billion)

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.

Our dividend policy

The key assumptions of the **ING Bank Śląski S.A. Dividend Policy**:

ING Bank Śląski S.A. endorses in the foreseeable future a stable process of dividend payout up to 50% of a yearly net profit of the Bank, in adherence to the rules of prudent management and any and all regulatory requirements which the Bank shall comply with and taking into account the adopted Best Practice for WSE Listed Companies 2021.

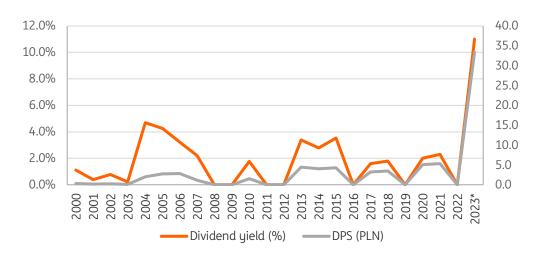
A proposal to pay a dividend in the amount higher than the dividend ratio referred to above is possible when it is justified by the financial standing of the Bank (e.g. from undivided profit from previous years) and provided that all other requirements set out in the law and the Policy are met. The Dividend Policy endorses the option to pay dividend from the capital surplus over the minimum capital adequacy ratios and over the minimum capital ratios set for the Bank by the PFSA for dividend payout purposes:

- minimum common equity Tier 1 (CET1) at the level of 4.5% + combined buffer requirement^[1]
- minimum Tier 1 (T1) at the level of 6.0% + combined buffer requirement^[1],
- minimum total capital ratios (TCR) at the level of 8.0% + combined buffer requirement^[1], where the footnote [1] means the combined buffer requirement binding in the year of dividend payment.

When deciding on the proposed amount of dividend payout, the Bank Management Board considers Polish Financial Supervision Authority's stance on the banks' dividend policy, which is subject to official announcement, as well as the following terms and conditions:

- the current financial standing of the Bank and the Bank Group, including limitations in the case of sustaining a financial loss or low profitability (low ROA/ROE),
- Bank's and Bank Group's assumptions of the management strategy and risk management strategy,
- limitations under Article 56 of the Act on macroprudential supervision over the financial system and crisis management in the financial system of 5 August 2015,
- the need to adjust profit of the present period or unapproved annual profit recognised as own funds with foreseeable dividends, according to Article 26 of the EU Regulation No. 575/2013,
- macroeconomic environment.

History of ING BSK dividends



Data prior to the November 2011 stock split (1:10) adjusted accordingly; dividend yield as at the dividend date.

*Including: PLN 3,330.5 million from the profit earned by the Bank in 2023, which constitutes 75% of the standalone and consolidated profit of ING Bank Śląski S.A. for 2023, and PLN 1,008.3 million from the reserve capital intended for dividend payment. The amount of PLN 1,008.3 million consists of: PLN 494.4 million of profit for 2019 and PLN 513.9 million of profit for 2022.

Glossary

Simplified definitions of terms used in the presentation:

- LCR Liquidity Coverage Ratio. Computed as a ratio of high-liquid assets to short-term liabilities. It is introduced in stages. The minimum value is 100% starting from 2018.
- Retail clients individuals.
- Corporate clients entrepreneurs, SME, mid-corporates and strategic clients (holdings).
 - Entrepreneurs with an annual turnover not exceeding PLN 10 million.
 - SME corporates with an annual turnover between PLN 10 million and PLN 80 million.
 - Mid-corporates corporates with an annual turnover between PLN 80 million and PLN 1 billion.
 - Strategic clients holdings with an annual turnover over PLN 1 billion.
- NIM Net Interest Margin the ratio of net interest income to the average value of interest earning assets (incl. loans, bonds) as at the end of the quarters in a given period (five quarters for cumulative margin and two quarters for quarterly margin).
- Minimum Requirement for own funds and Eligible Liabilities (MREL) minimum level of own funds and liabilities subject to write down or conversion. The institution transposed into Polish law under the Act on the Bank Guarantee Fund, Deposit Guarantee Scheme and Resolution of 10 June 2016.
- NSFR Net Stable Funding Ratio. It is computed as the ratio of available stable funding to required stable funding. The minimum value (effective from the end of June 2021) is 100%.
- **C/I ratio** ratio of the indicated cost category to the bank's income (including the share in the net profit of associated entities).
- Cost of risk the balance of provisions created and released due to the impairment on the value/quality of the bank's financial assets (e.g. loans) including legal cost of risk for FX mortgage loans to the average value of gross loans.
- **Provisioning ratio** the ratio of provisions established to impaired loans as part of Stage 3 loans.
- Bank levy tax from certain financial institutions; in the case of banks it is paid monthly on the surplus of assets over own funds, treasury bonds and fixed level of PLN 4 billion; the tax rate is 0.0366% monthly (0.44% annually).
- ROA Return on Assets the ratio of net profit to the average assets in a given period.
- ROE Return on Equity the ratio of net profit to the average equity in a given period.
- L/D ratio loan to deposit ratio; the ratio describing what portion of deposits was used to fund lending.
- MCFH Macro Cash Flow Hedge; revaluation reserve from measurement of cash flow hedging instruments.
- **RWA Risk weighted assets** the sum of assets multiplied by the risk weights of a given asset category.
- Tier 1 ratio the ratio of Tier 1 capital (the capital of the highest quality) to the bank's risk weighted assets.
- TCR Total capital ratio the ratio of total own funds (including subordinated debt (so-called Tier 2)) to the bank's risk weighted assets.



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Calendar for 2025

Date	Event
6 February 2025	Report for Q4 2024 (preliminary data)
7 March 2025	Annual report for 2024
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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