

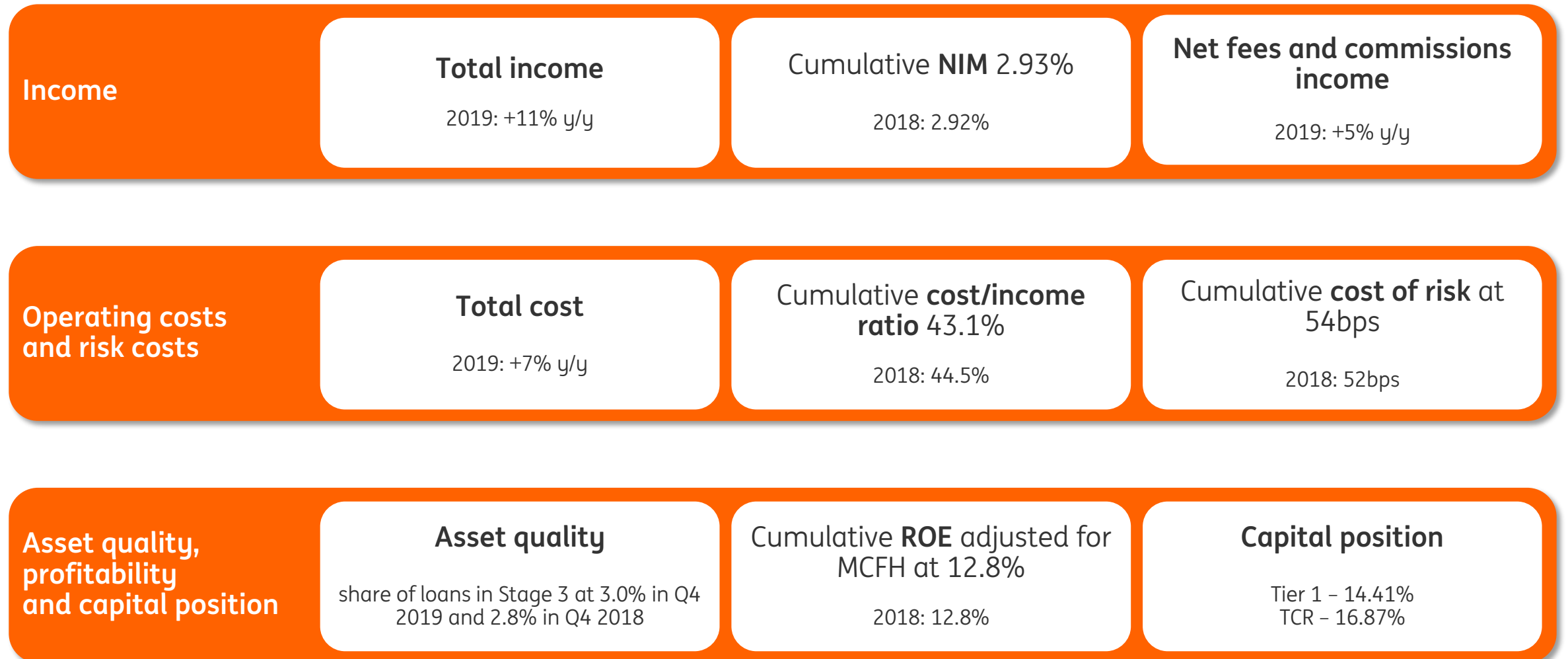


ING Bank Śląski S.A.

Ordinary General Meeting

Katowice, 2 April 2020

Elements shaping income statement



New solutions for our clients since the beginning of 2019

- ✓ Apple Pay for individual customers for debit cards
- ✓ Providing access to the test environment under PSD 2
- ✓ BLIK recurring payments



- ✓ View accounts from other banks - 4 banks
- ✓ My Services website
- ✓ Garmin Pay for credit cards
- ✓ A simplified loan process for individual clients

- ✓ Voice control of the Moje ING application
- ✓ Setting up a company and company account at one time
- ✓ Apple Pay for individual customers for credit cards
- ✓ Google Pay for credit cards
- ✓ myID available at ING



- ✓ Combining accounting services with invoice financing
- ✓ Apple Pay for businesses
- ✓ Request for data transfer (eID)
- ✓ RoboPlatform
- ✓ Providing production API
- ✓ Garmin Pay for debit cards



Q1 2019

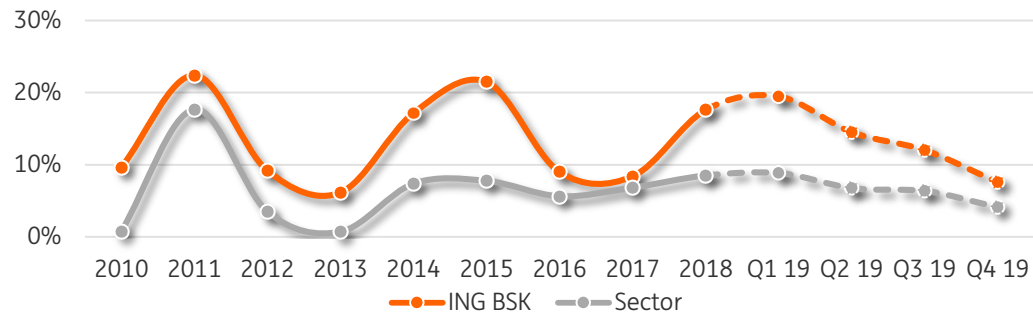
Q2 2019

Q3 2019

Q4 2019

Market shares of ING Bank Śląski S.A.

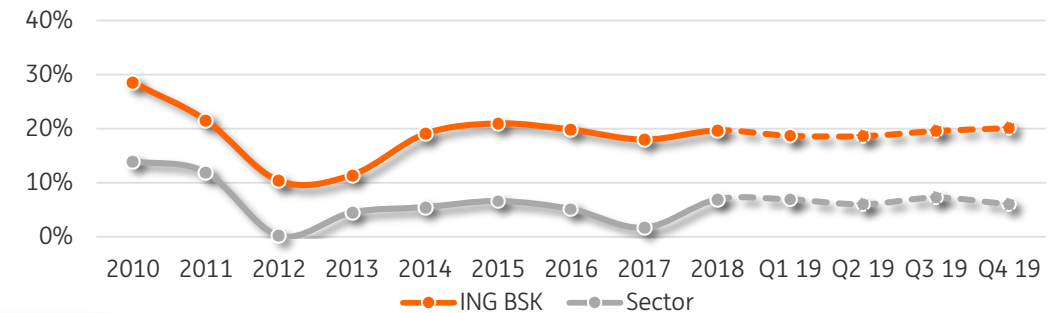
Corporate loans (change y/y)



Market share (%)



Household loans (change y/y)



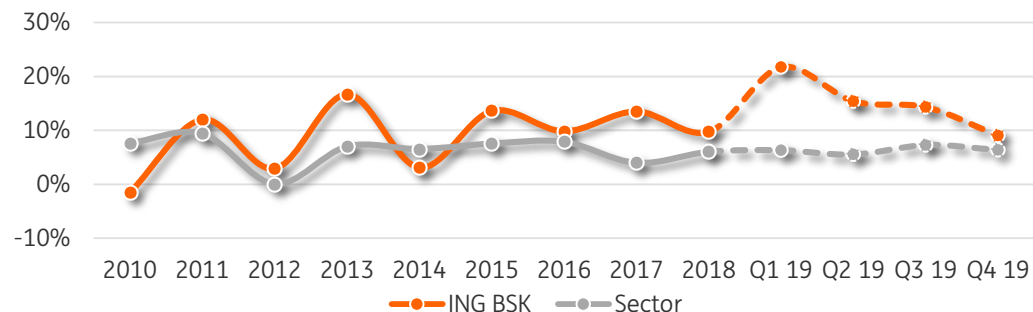
Market share (%)



Market share excl. FX* (%)



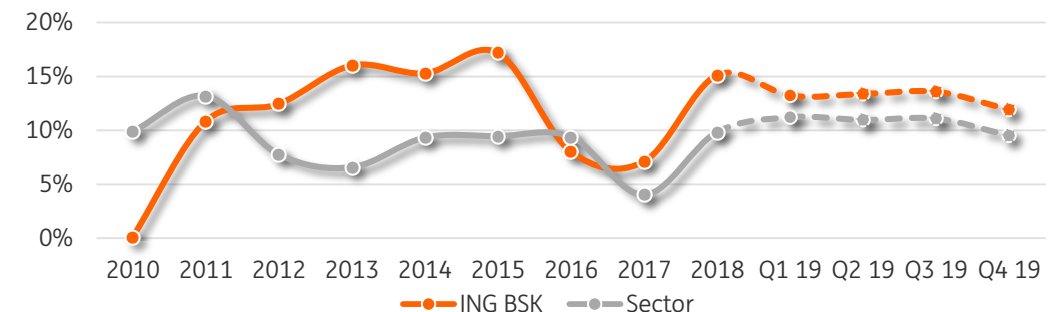
Corporate deposits (change y/y)



Market share (%)



Household deposits (change y/y)



Market share (%)



4 Note: Market data - monetary financial institutions data of the National Bank of Poland (Monrep, WEBIS); ING BSK data - separate data, as in the segmentation of the NBP (Monrep, WEBIS). *Excluding FX mortgage loans.

Major business accomplishments

Bank's business volumes

<i>PLN million</i>	2015	2016	2017	2018	2019	Change % 2019 / 2018	Change 2019 / 2018	Change % 2019 / 2015	Change 2019 / 2015
Total deposits	87,819	95,825	102,849	115,908	128,800	+ 11%	12,892	+ 47%	40,982
Corporate clients' deposits	28,842	32,210	34,800	37,590	40,889	+ 9%	3,299	+ 42%	12,047
Retail clients' deposits	58,976	63,616	68,050	78,318	87,911	+ 12%	9,593	+ 49%	28,934
Total funds entrusted by retail clients	66,722	73,631	80,315	90,032	102,212	+ 14%	12,180	+ 53%	35,490
Mutual funds assets (TFI) + other off-balance sheet products distributed by the Bank	7,746	10,015	12,266	11,714	14,302	+ 22%	2,588	+ 85%	6,556
Total loans	70,228	79,101	88,223	104,445	118,473	+ 13%	14,027	+ 69%	48,245
Loans to corporate clients incl. leasing and factoring	43,404	47,460	50,714	59,082	63,461	+ 7%	4,379	+ 46%	20,056
Loans to retail clients	26,454	31,641	37,509	45,363	55,012	+ 21%	9,649	+ 108%	28,558
Mortgage loans	18,188	23,469	27,540	33,372	40,807	+ 22%	7,435	+ 124%	22,619

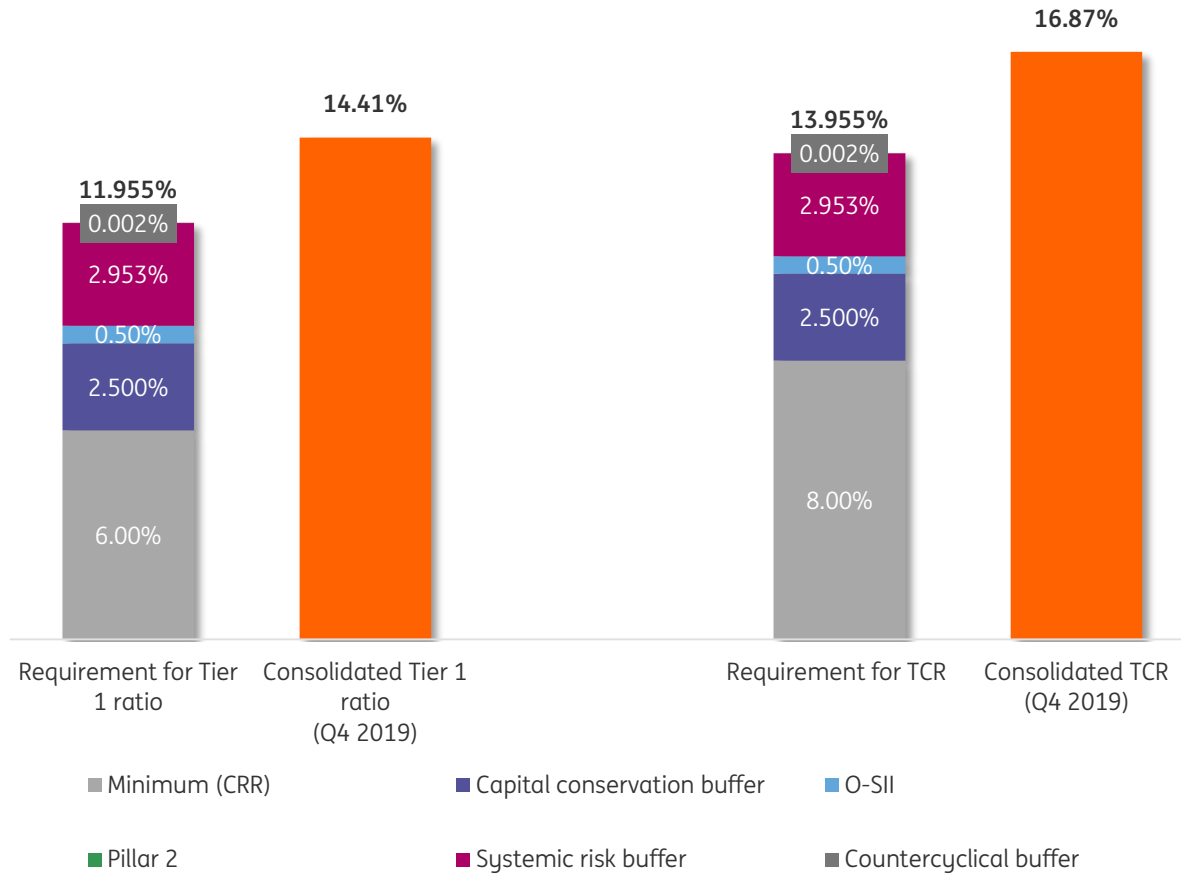
Financial results of the ING Bank Śląski S.A. Capital Group

PLN million	2015	2016	2017	2018	2019	Change % 2019 / 2018	Change 2019 / 2018	Change % 2019 / 2015	Change 2019 / 2015
Net interest income	2,467.1	2,953.4	3,389.4	3,759.3	4,293.9	+ 14%	534.6	+ 74%	1,826.8
Net commission income	1,017.2	1,064.8	1,196.0	1,304.9	1,371.7	+ 5%	66.8	+ 35%	354.5
Other income	293.8	306.3	183.7	168.2	130.8	- 22%	-37.4	- 55%	-163.0
Total income	3,778.1	4,324.5	4,769.1	5,232.4	5,796.4	+ 11%	564.0	+ 53%	2,018.3
Total expenses	2,155.7	2,099.2	2,135.8	2,326.8	2,497.4	+ 7%	170.6	+ 16%	341.7
Result before risk costs	1,622.4	2,225.3	2,633.3	2,905.6	3,299.0	+ 14%	393.4	+ 103%	1,676.6
Risk costs	232.1	300.6	421.2	500.9	605.5	+ 21%	104.6	+ 161%	373.4
Bank levy	0.0	280.2	330.1	373.8	435.7	+ 17%	61.9	-	435.7
Profit before tax	1,390.3	1,644.5	1,882.0	2,030.9	2,257.8	+ 11%	226.9	+ 62%	867.5
Income tax	263.2	391.4	478.9	507.1	599.1	+ 18%	92.0	+ 128%	335.9
Net profit	1,127.0	1,253.0	1,403.1	1,523.8	1,658.7	+ 9%	134.9	+ 47%	531.7
Total capital ratio	13.74%	14.73%	16.71%	15.58%	16.87%		+ 1.29 p.p.		+ 3.13 p.p.
Tier 1	13.74%	13.70%	15.77%	14.74%	14.41%		- 0.33 p.p.		+ 0.67 p.p.
ROE (%)	11.0%	11.7%	12.7%	12.5%	11.6%		- 0.9 p.p.		+ 0.6 p.p.
C/I ratio (%)	57.1%	48.5%	44.8%	44.5%	43.1%		- 1.4 p.p.		- 14.0 p.p.
Adjusted data									
Total income*	3,677.6	4,134.9	4,757.2	5,232.4	5,796.4	+ 11%	564.0	+ 58%	2,118.8
Total expenses*	1,991.9	2,087.0	2,135.8	2,326.8	2,497.4	+ 7%	170.6	+ 25%	505.5
Profit before tax*	1,453.6	1,467.1	1,870.1	2,030.9	2,257.8	+ 11%	226.9	+ 55%	804.2
Net profit*	1,162.7	1,109.3	1,393.5	1,523.8	1,658.7	+ 9%	134.9	+ 43%	496.0
ROE (%)*	11.3%	10.3%	12.6%	12.5%	11.6%		- 0.9 p.p.		+ 0.3 p.p.
C/I ratio (%)*	54.2%	50.5%	44.9%	44.5%	43.1%		- 1.4 p.p.		- 11.1 p.p.

6 ROE = total net profit for 4 subsequent quarters / average equity for 5 subsequent quarters
 *Adjusted for: a dividend from ING PTE in Q2'15, sale of ING PTE in Q3'15, contribution to MSF and BGF (SK Wołomin) in Q4'15, Visa Europe transaction in Q2'16, contribution to BGF (BS Nadarzyń) in Q4'16, Visa Inc. transaction in Q2'17

Proposed distribution of 2019 net profit

Capital requirement of PFSA towards ING BSK to pay out 50% of net profit as a dividend



The Management Board of ING Bank Śląski S.A. proposes to allocate the Bank's net profit for 2019 (PLN 1,658.7m) in the following manner:

- Past-year loss coverage: PLN 14.1m,
 - Reserve capital: PLN 1,150.2m.
- Retained and non-divided: PLN 494.4m.

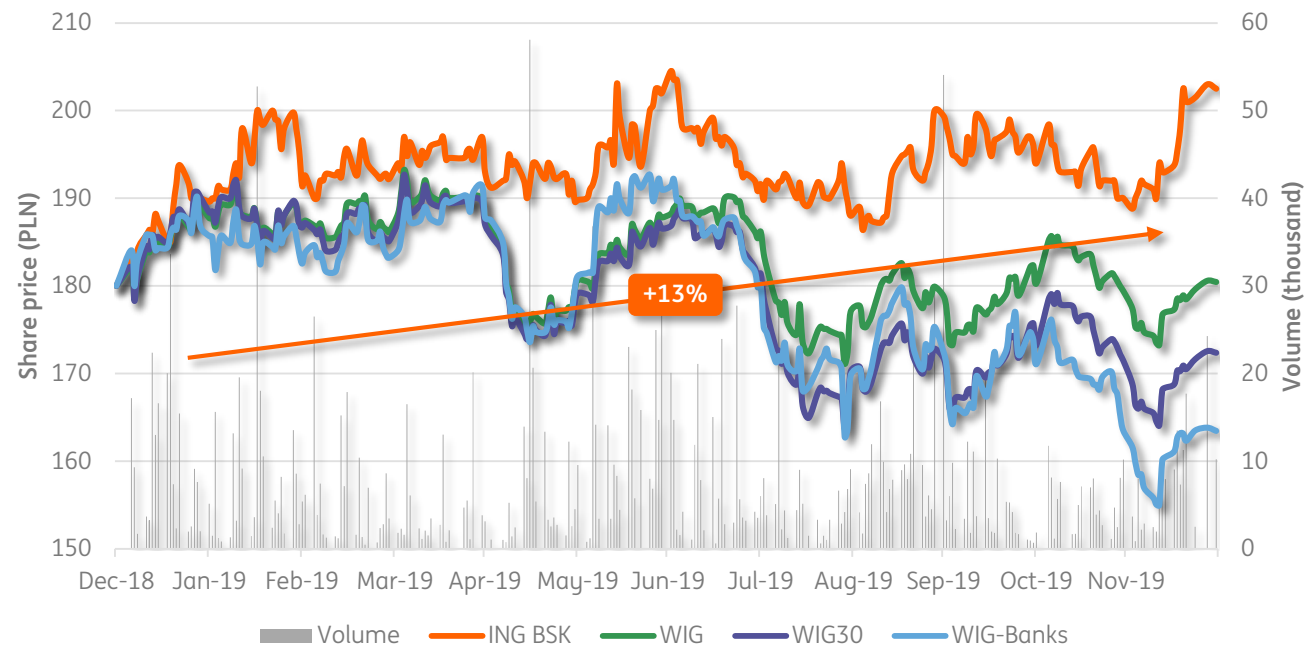
ING Bank Śląski S.A. shares

ING BSK share price:
PLN 202.5 (30 December 2019)

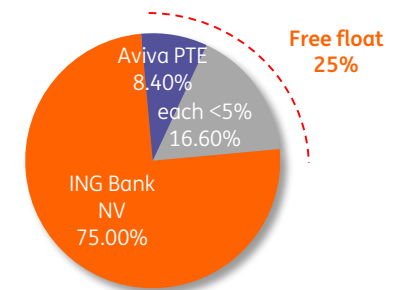
Capitalisation: PLN **26.3bn zł** (EUR 6.2bn)
 Free float: PLN **6.6bn** (EUR 1.5bn)

ISIN: PLBSK0000017
 Bloomberg: ING PW
 Reuters: INGP.WA

ING BSK shares vs. WSE indices recalculated for comparability



ING Bank Śląski S.A. shares



Market ratios (Q4 2019)

P/E 15.9x

P/BV 1.7x

Investor Information

ING Bank Śląski S.A. develops the annual financial statements under the International Financial Reporting Standards adopted by the European Union (EU IFRS).

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. Small 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 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 in general, including changes in borrower and counterparty creditworthiness, (4) changes affecting interest rate levels, (5) changes affecting currency exchange 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 purchase 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.

www.ing.pl

IR contact details

ING Bank Śląski S.A.
Puławska 2,
02-566 Warsaw
Investor Relations Bureau
E investor@ing.pl
F +48 32 602 09 97

Iza Rokicka
Head of IR
P +48 22 820 44 16
E iza.rokicka@ing.pl

Maciej Kałowski
IR Senior Specialist
P +48 22 820 44 43
E maciej.kalowski@ing.pl