

Steady progress

1Q 2010

BZ WBK Group performance

Warszawa, 30 April 2010

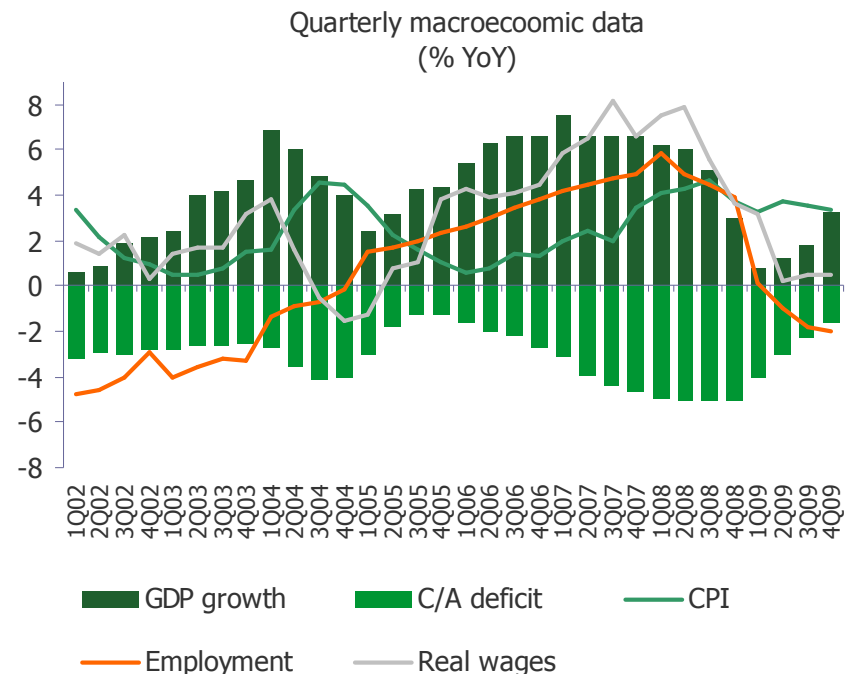


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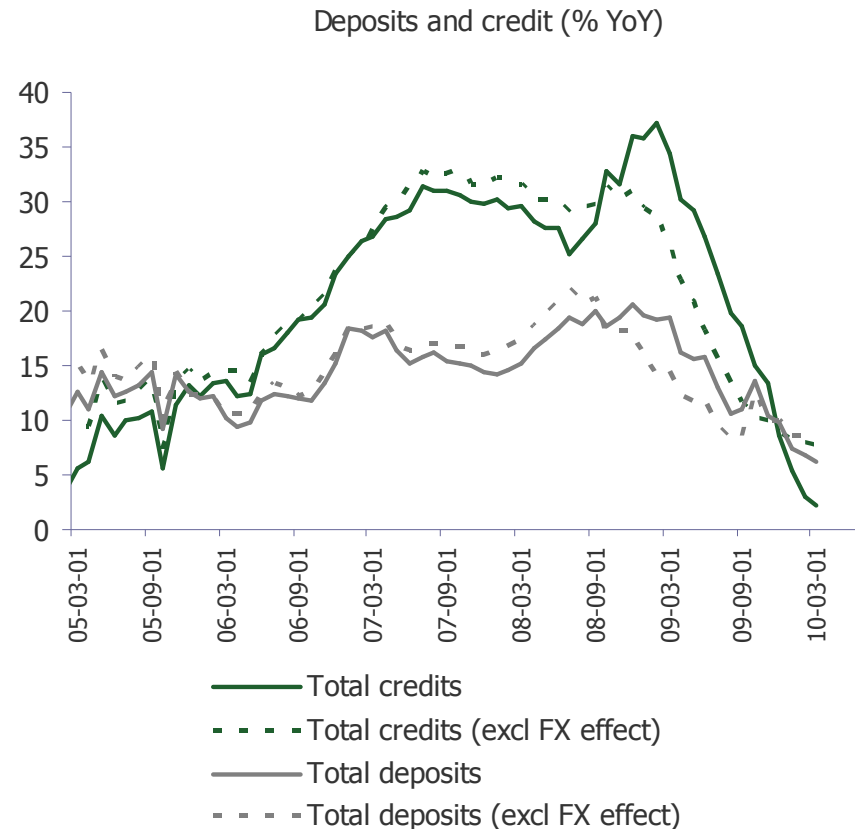
Recovery continues, despite bad weather

- We still expect GDP growth at ca. 3% in 2010 as a whole
- We forecast rise in fixed investments, which will be supported by EU funds. Poor results in construction at the start of 2010 (due to bad weather conditions) will be made up for in upcoming quarters
- Still, private consumption is a big question mark, but we remain cautiously optimistic
- Clear revival in exports and production is observed – more orders and favourable exchange rate
- Inflation started the downward trend, first rate hike in 4Q 2010 (if any)



Still stagnation in credit market

- Credit for households continued slowdown in 1Q 2010. We expect some improvement mostly due to mortgage market
- Credits for firms still in negative territory, but economic recovery should support reversal of this trend
- The annual dynamics still in downward trend, and this may be continued in the case of households (consumption smoothing effect)
- Good financial results of companies and slow recovery in investment (relatively low capacity utilisation) support increase in deposit of firms



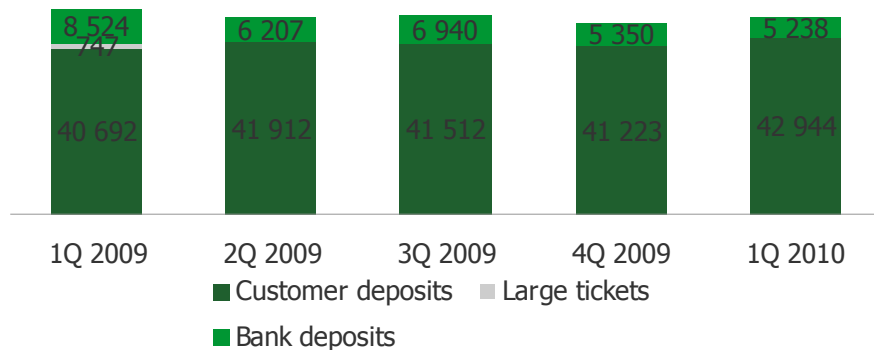
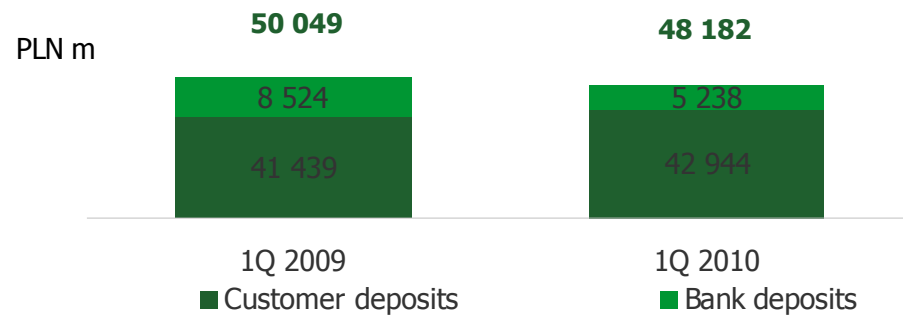
2010 summary

<i>PLNm</i>	1Q 2009	1Q 2010	Change
Operating surplus	326	418	+28,2%
Provision charge	-161	-70	-57%
PBT	162	348	+115%
PAT to Company's equity holders	119	233	+96%
C/I ratio	56.0%	50.2%	-5.8%
NPL's ratio	3.8%	5.8%	+2.0%
Annualised total credit loss ratio	1.72%	0.80%	-0.92%
ROE	14.6%	16.7%	+2.1%
Solvency ratio	10.37%	13.55%	+3.18%
Loan / Deposit ratio	89%*	78%	-11%

* Excluding large ticket business deposits

Total Deposits -4% y/y

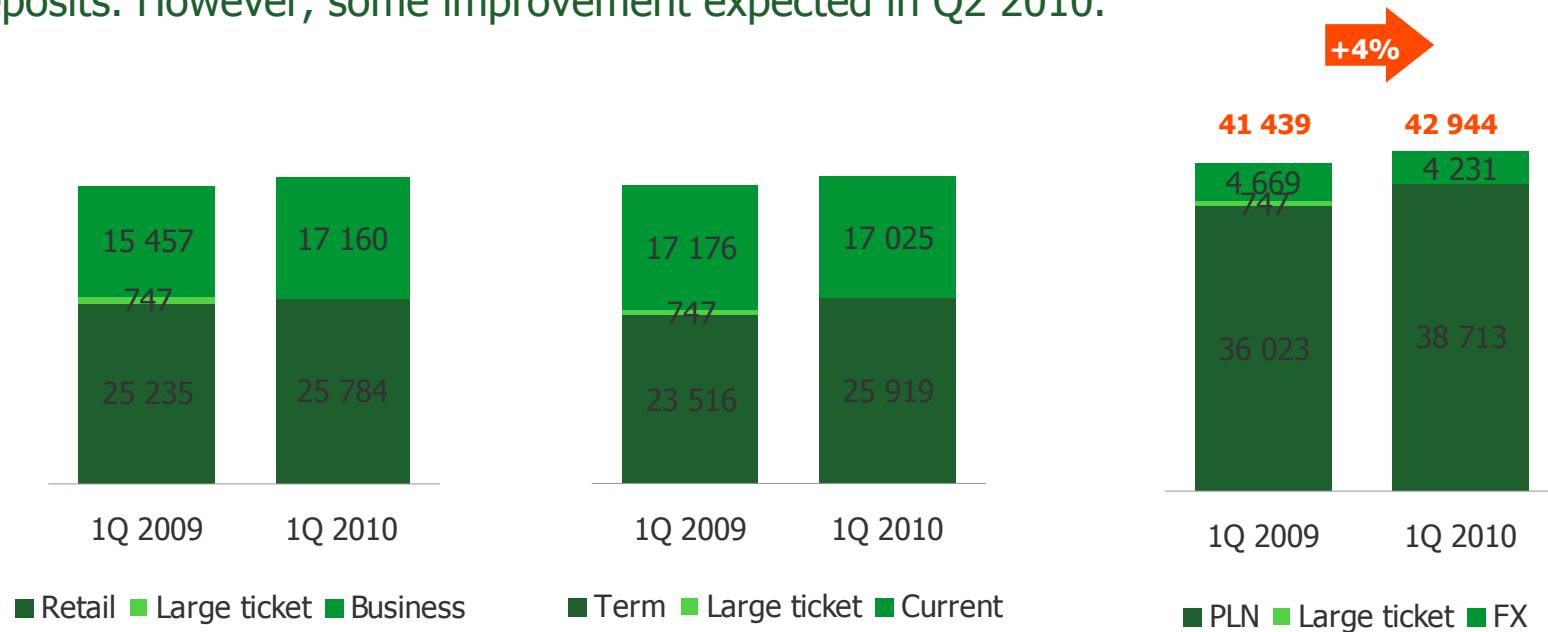
- Total Deposits entrusted to BZWBK Group y/y driven by:
 - Customer deposits +4%
 - Bank deposits – 39%
- Excl. large tickets Total deposits +6% y/y
- In the 1st quarter 2010 level of Total Deposits increased by 3%
 - Customer deposits +4%
 - Bank deposits -2%
 - Bonds in issue redeemed



Customer Deposits +4% y/y

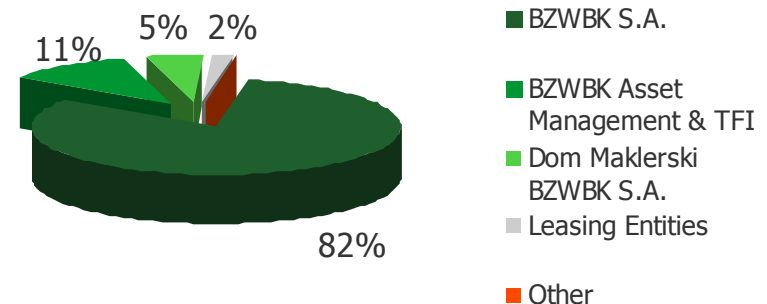
- Growth by +6% on constant currency basis
- Excluding large tickets customer deposits +6%
- Growth of retail deposits y/y +2% and increase in business deposits +11%
- Substantial growth of term deposits +10% y/y
- Market share of personal deposits is 6.66%
- Market is characterized by substantial negative margins on both standard & negotiated deposits. However, some improvement expected in Q2 2010.

PLNm



PBT of Bank Zachodni WBK S.A. Group by legal entity

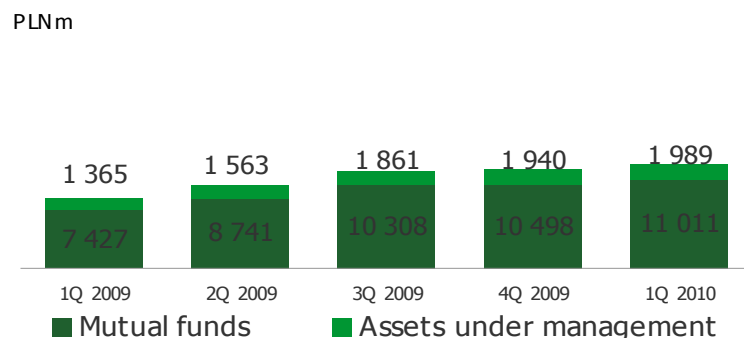
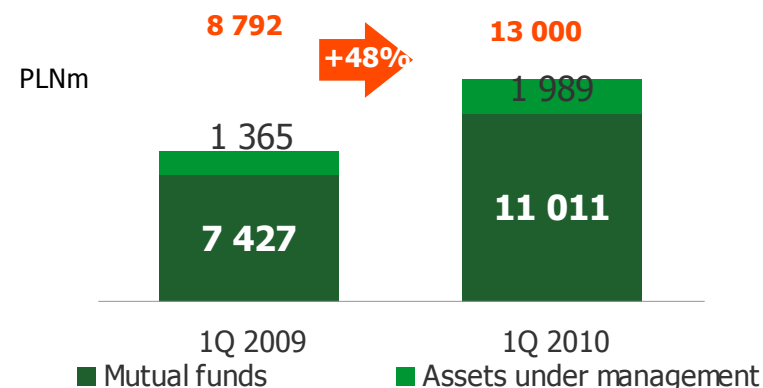
- Contribution of bank entity increases to 81% - was 70% in 1Q 2009
- Contribution of AM&TFI and Dom Maklerski combined reduces to 16% from 23% in 1Q 2009 (despite improvement y/y)
- At entity level BZWBK and Leasing Business profitability is still impacted by provision charge and high funding costs



PLNm	BZ WBK S.A.	BZ WBK Asset Management & TFI	Dom Maklerski	Leasing Entities	Other
NII	386	2	7	22	2
Other income	335	52	31	2	2
Provision charge	(60)	-	-	(10)	-
Operating Costs	(379)	(14)	(19)	(8)	(3)
PBT 1Q 2010	282	40	19	6	1
PBT 1Q 2009	114	28	10	9	1

Mutual Funds and Assets Under Management

- Increase in assets +48% y/y
- Challenging market conditions however some reduction in risk aversion observed
- 3rd position on the market in March with share of 10.97%
- In Q1 Mutual Funds and Assets Under Management increased by 5%
- Change in assets structure towards higher margin products
- Transfer agent now managed within the Group

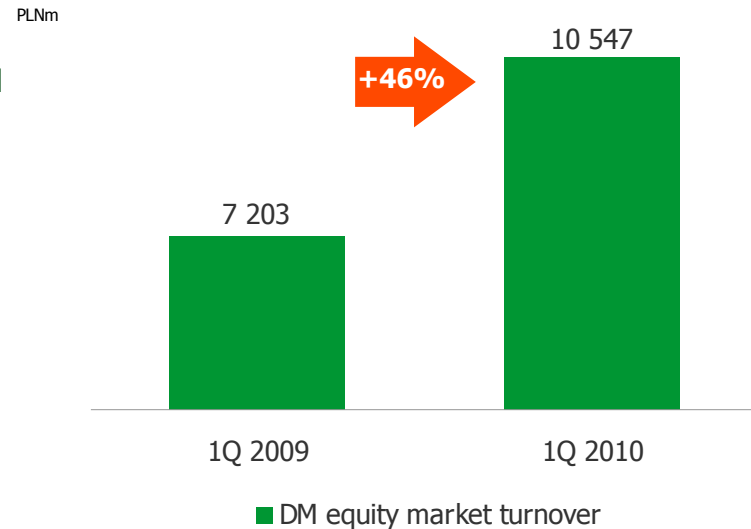


Assets of BZ WBK AIB TFI Funds – structure by type

	1Q 2009	1Q 2010
Closed	12,2%	8,2%
Equity	24,4%	37,4%
Mixed	47,4%	43,8%
Bonds	6,8%	5,5%
Money market	9,3%	5,1%

Brokerage House:

- Improving but highly competitive market:
 - Total turnover on the equities market in 1Q 2010 - PLN 106.6bn, increased by 59% vs. 1Q 2009
- 3rd position in the equity market in 1Q 2010 with 10.1% market share
- 3rd position on futures market in 1Q 2010 with 13.5% market share
- 2nd position on options market with 11.3% market share
- Strong competition especially in institutional clients segment
- DM business remains strongly profitable – PLN 19m PBT (+90% y/y)



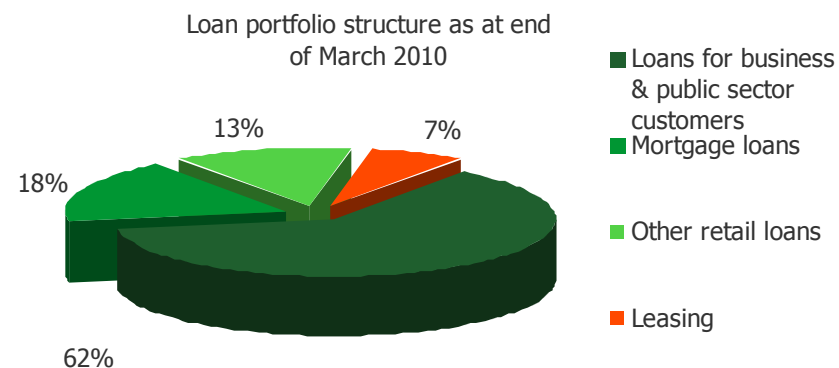
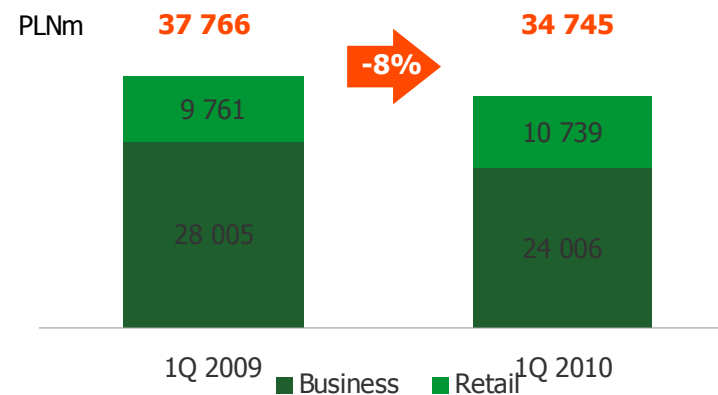
Market position- as at end of March 2010

Shares			Futures			Options		
	PLNm	(%)		no.	(%)		no.	(%)
1 DM BH	16 113	15,4	1 DM BOŚ SA	1 640 731	21,1	1 DI BRE Banku	135 821	38,4
2 ING SECUR	12 835	12,3	2 DI BRE Banku	1 083 961	14,0	2 DM BZ WBK	39 873	11,3
3 DM BZ WBK	10 547	10,1	3 DM BZ WBK	1 047 354	13,5	3 PKO BP	36 991	10,5
4 IPOPEMA	8 919	8,5	4 PKO BP	415 227	5,3	4 DM BOŚ SA	35 600	10,1
5 DI BRE Banku	7 070	6,8	5 ING SECUR	368 381	4,7	5 UNICREDIT	28 746	8,1

Total Gross Loans -8% bn y/y

Market share 4.56% -0.41 bp y/y

- Decline by 2% on constant currency basis
- Growth in retail +10%
(constant currency increase + 14%)
- Business sector -14%
(constant currency decrease -8%)
- Mortgage loans comprise 18% of total gross loan portfolio (Mar 2009: 15%)
- Strategic balancing of portfolio in favor of retail

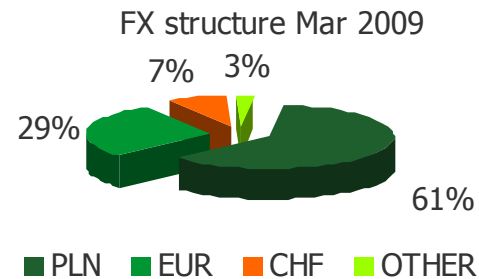
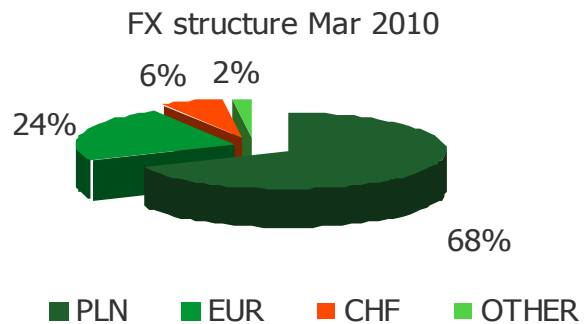


Total Loans

- EUR loans relate mainly to commercial investment & development portfolios (Mar 2010 - 71 %); rental income also in EUR
- CHF exposure predominantly relates to residential mortgage
- Bank restored FX lending offer in 1Q 2010

PLNm

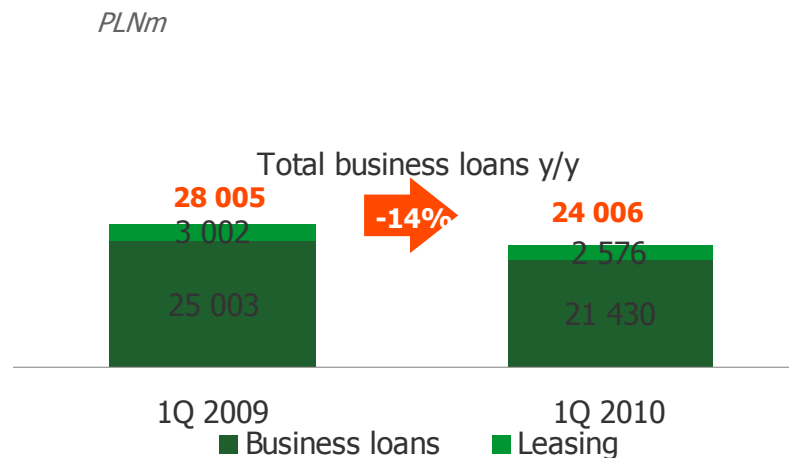
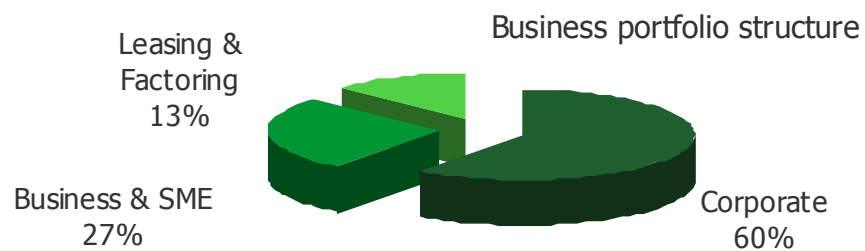
FX Structure	1Q 2010	1Q 2009	y/y
PLN	22 740	22 564	1%
EUR	8 027	10 486	-23%
CHF	2 164	2 733	-21%
OTHER	625	927	-33%
Total net loans	33 556	36 711	-9%



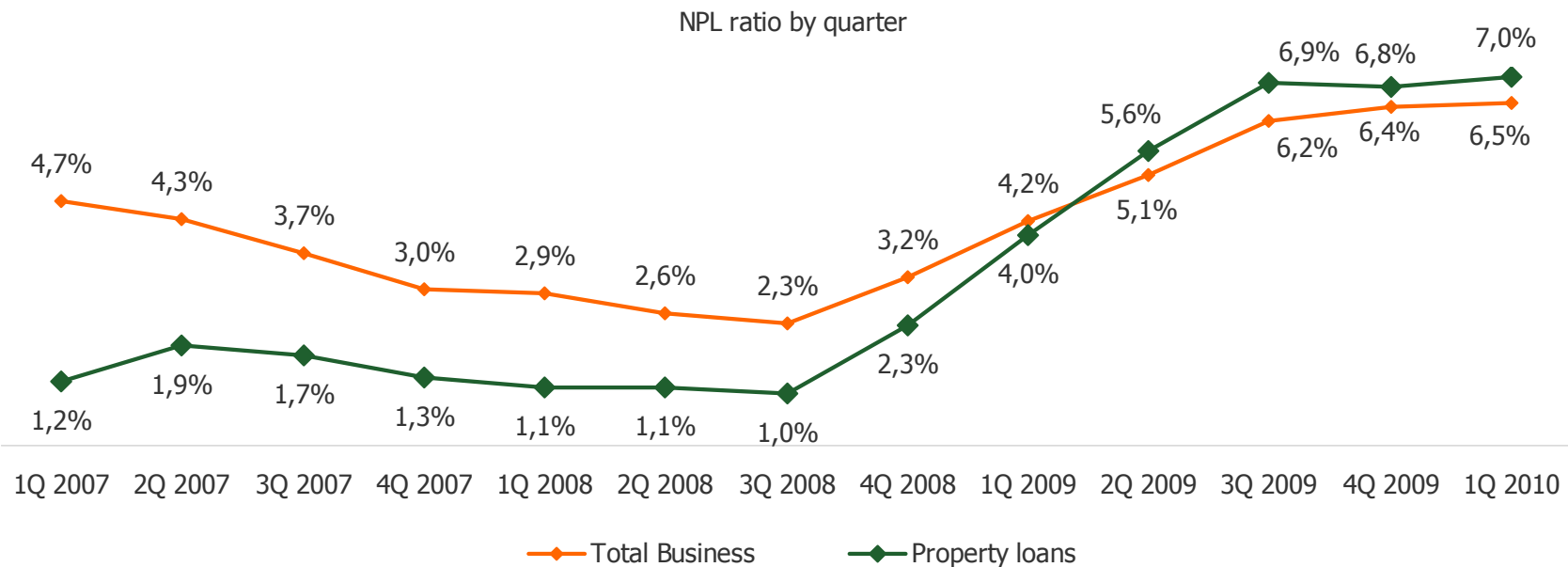
Business Lending -14% y/y

Market share 6.26%, -0.94 bp y/y

- Business lending -14% y/y vs market growth +6% y/y
- Constant currency decrease -8%
- Deleveraging of property portfolio impacting more significantly since 2Q 2009
- Leasing advances decreased by -14% y/y



Business Lending

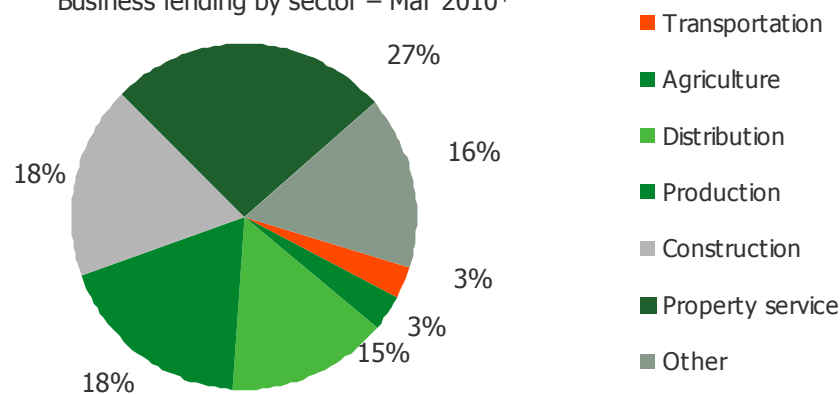


- Increase in NPL ratio for property in 2009 is mainly relates to land bank exposure and some residential development cases
- Increase in percentage NPL's for property in Q1 2010 is due to reduction of total property portfolio
- NPL's for property reduced by 8% to PLN 721 m

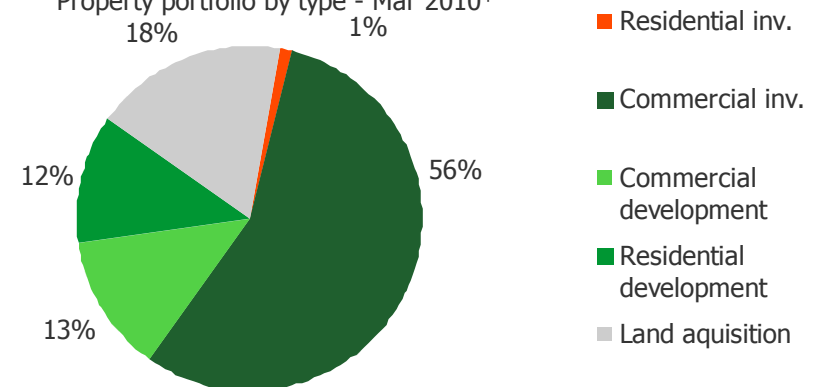
Business Lending

- Property portfolio is concentrated on large cities (particularly Warsaw), in well located sites
- Land portfolio - mainly comprises zoned residential and commercial
- Commercial development - good sectoral spread – retail 48%, office 44%, warehouse 8%
- Commercial investment - good sectoral spread – office 46%, retail 37%, warehouse 17%
- Commercial investment and development are mainly denominated in EUR
- Property portfolio total exposure (incl. off-balance sheet) down by 11% y/y

Business lending by sector – Mar 2010*



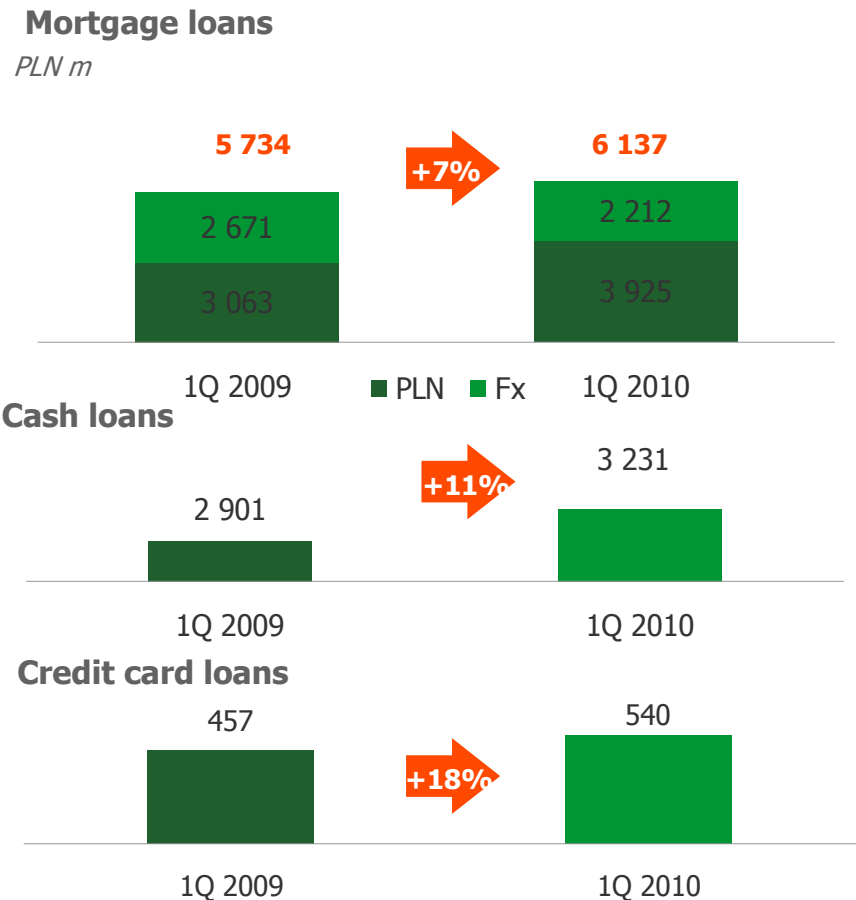
Property portfolio by type - Mar 2010*



**% of balance sheet exposures. Sectoral analysis is based on PKD codes.
Property portfolio analysis is based on internal management information*

Total Retail Loans +10% y/y

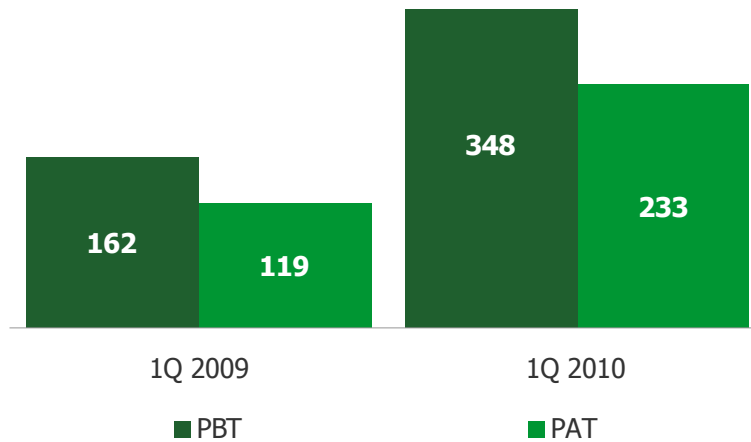
- Mortgage loans increased +7%:
 - PLN mortgage loans increased by 28% y/y
 - Decrease in FX -17% y/y
 - FX mortgages represent 36% of portfolio
 - Market share 2.69%
 - NPL: 0.9% vs. 0.8% in Mar 2009
- Higher cash loans +11%:
 - NPL: 8.8% vs. 5.1% in mar 2009
- Credit card loans increased by 18%:
 - cross-selling packages
 - motivation system for branches
 - NPL: 12.6% vs. 7.4% in Mar 2009
- Other retail loans totaled PLN 831 m:
 - Overdrafts + 37% y/y



Financial highlights

P&L

PLNm



<i>PLN m</i>	1Q 2009	1Q 2010	y/y
Total income	740	839	13%
Net interest income	362	424	17%
<i>Net interest income (incl. swap points)</i>	<i>412</i>	<i>479</i>	<i>16%</i>
Net fee & commission income	314	331	5%
Other income	64	84	31%
<i>Other income (excl. swap points)</i>	<i>14</i>	<i>29</i>	<i>107%</i>
Total costs	-414	-421	2%
Operating surplus	326	418	28%
Provisions	-161	-70	-57%
Share in net profit of associates	-3	-	-100%
PBT	162	348	115%
Taxation	-32	-99	209%
Minority interests	-11	-16	45%
Profit after tax	119	233	96%

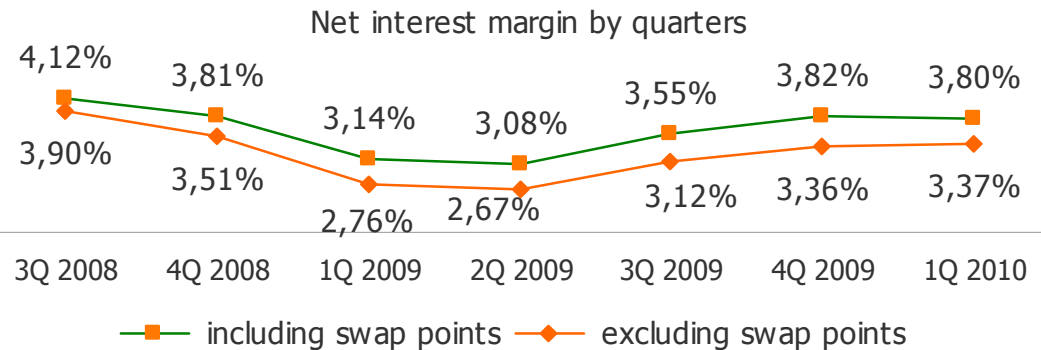
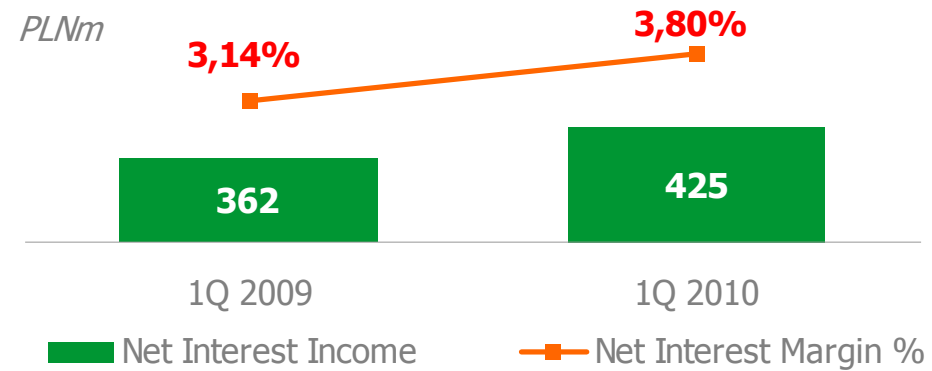
Financial highlights

P&L by quarters

1Q 2009	PLN m	2Q 2009	3Q 2009	4Q 2009	1Q 2010
740	Total income	851	827	871	839
362	Net interest income	354	413	434	424
412	<i>Net interest income (incl. swap points)</i>	404	469	494	479
314	Net fee & commission income	335	345	321	331
64	Other income	162	69	116	84
14	<i>Other income (excl. swap points)</i>	112	13	56	29
-414	Total costs	-403	-389	-439	-421
326	Operating surplus	448	438	432	418
-161	Provisions	-122	-97	-101	-70
-3	Share in net profit of associates	-	3	-	-
162	PBT	326	344	331	348
-32	Taxation	-56	-65	-70	-99
-11	Minority interests	-12	-15	-16	-16
119	Profit after tax	258	264	245	233

Net Interest Income +17% y/y

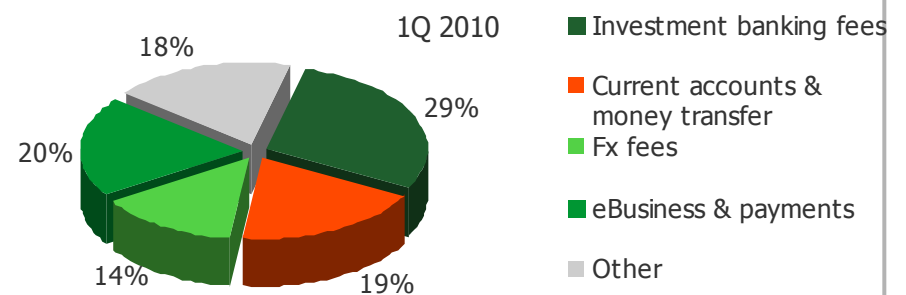
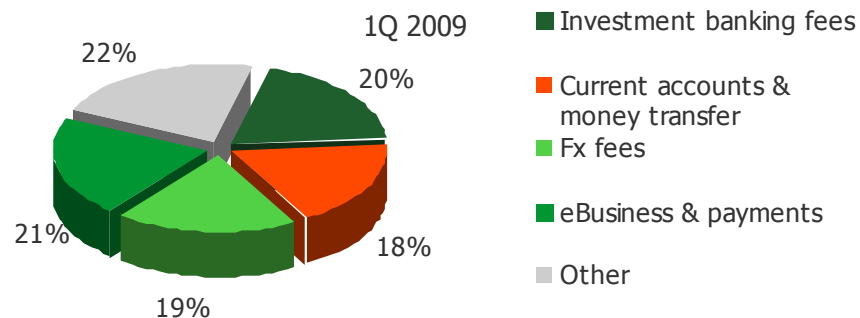
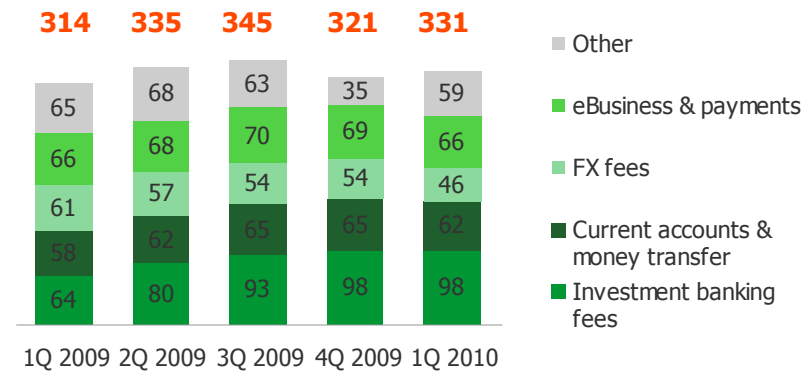
- Funding costs impacted by:
 - negative margins on deposit products
 - high costs of FX funding
 - lowering of wholesale market rates
- Offset by repricing up new / existing loans
- Slight reduction of NIM in Q1 2010 due to increase of deposits



Calculation of Net Interest Margin includes interest-related income on FX derivatives (swap points) of PLN 54.7m presented in "Net trading income and revaluation" (1Q 2009 PLN 50.2m)

Net Fee and Commissions +5% y/y

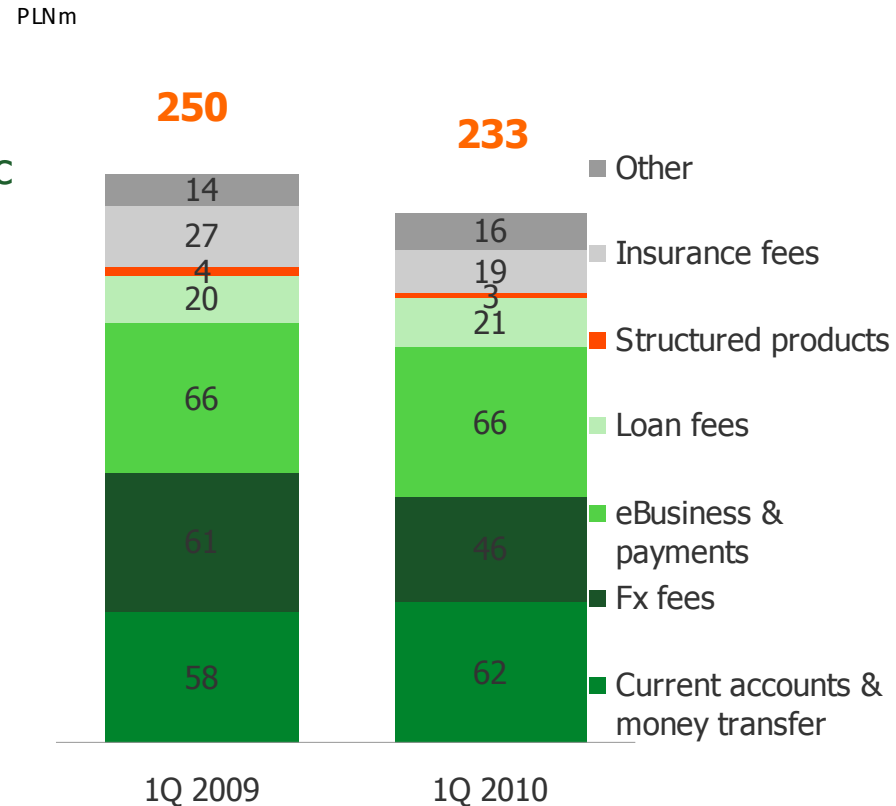
- Significant improvement in investment banking since Q1 2009
- FX and insurance fees impacted by market conditions
- Structure in 2010 continues to indicate increasing diversity of income streams



Net Fee and Commissions continued

Banking and other components -7% y/y

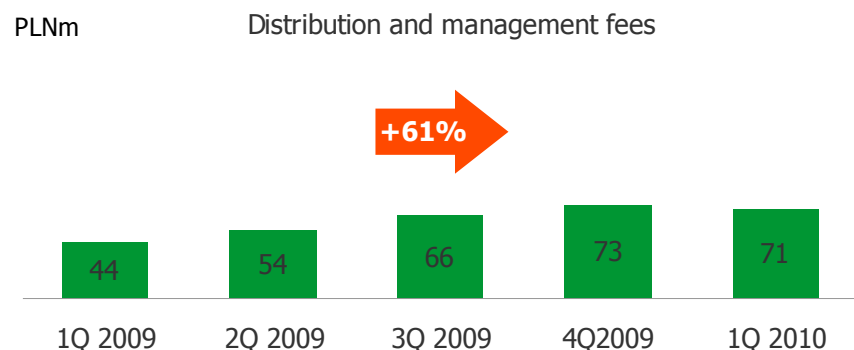
- Account fees +7%
- FX fees decreased by -25%
 - Lower Branch & Corporate activity in recent quarters due to economic environment
- eBusiness & payments stable y/y
 - debit cards +18%
 - third party services -4%
- Insurance fees -30%
 - lower sales cash loans
- Investment banking fees +10% y/y



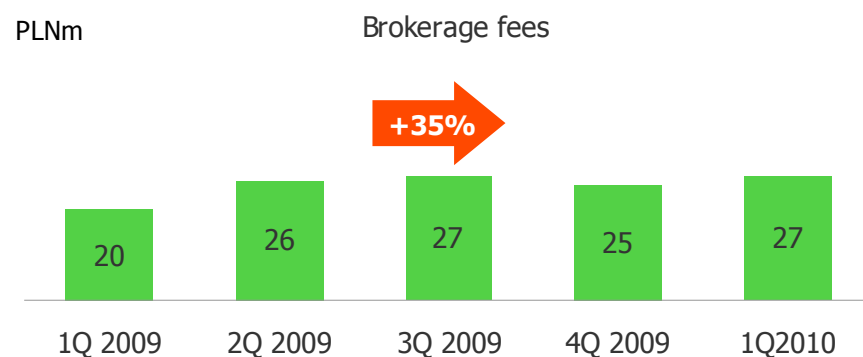
Fees and Commissions continued

Asset Management and Brokerage House +53% y/y

- Reduced customer risk aversion from Q2 2009
- Average Arka volumes at PLN 10.65 bn, +39% y/y
- Average AUM PLN 1.95 bn, +40% y/y



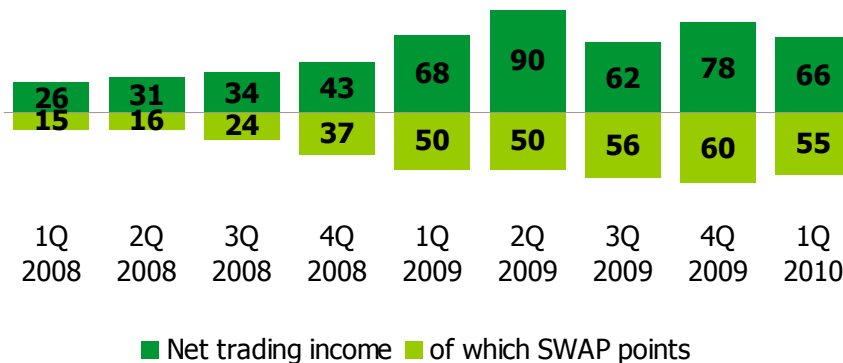
- Secondary Market Fees +24% y/y
- Primary Market activities income PLN 1m in 1Q 2010
- Several new issues of structured bonds and certificates launched



Net Trading Income higher by 53% y/y

- Q1 2010 net trading income increased by write back of customer FX hedging derivatives PLN 0.5m vs write down of PLN -24m in 1Q 2009
- Swap points included in interbank FX transactions
- Increase in confidence on interbank market in recent weeks

Net trading income by quarters
– excl. customer write downs

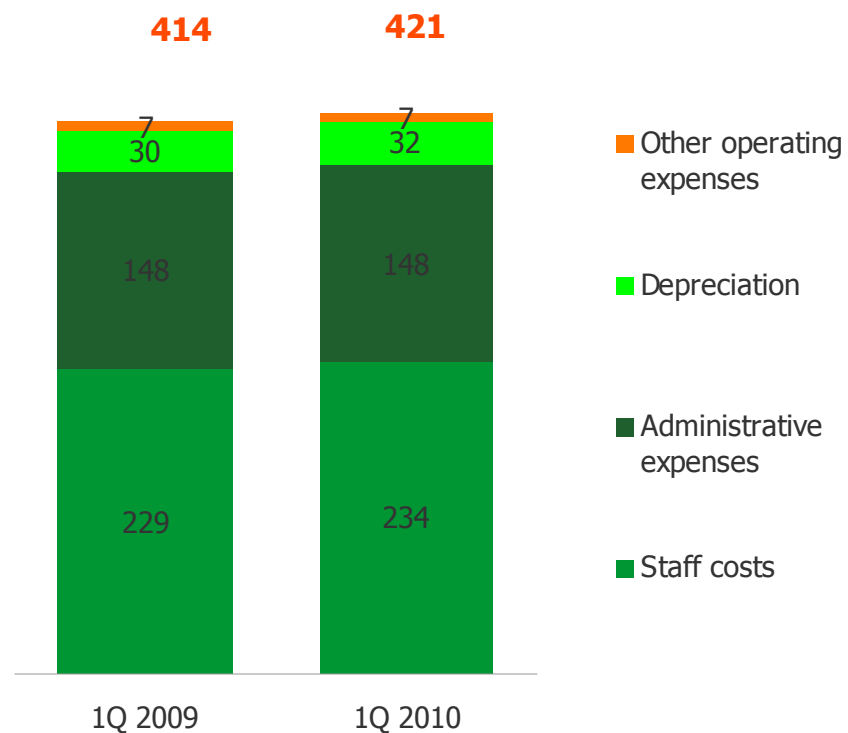


<i>PLNm</i>	1Q 2010	1Q 2009
Interbank FX transactions	32	43
Derivative instruments	25	(8)
FX related income	6	5
Other	4	4
Total	67	44

Total Costs PLN 421m +2% y/y

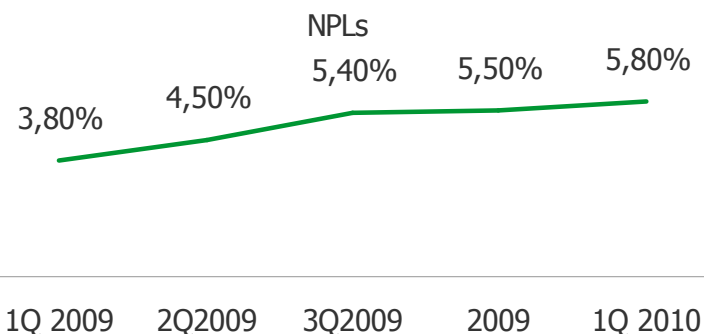
- Staff costs +2% y/y
 - Lower staff number by 482 FTE's y/y (total number of FTE's – end of 1Q 2010: 9 488, end of 1Q 2009: 9 970)
 - Higher level of bonuses
- Administrative expenses
 - Marketing + 42%
 - Property +6%
 - Maintenance -36%
 - IT cost -14%
- Depreciation increased by 7%
 - Higher depreciation charge due to implemented capital expenditure projects

PLNm



Loan Portfolio Quality

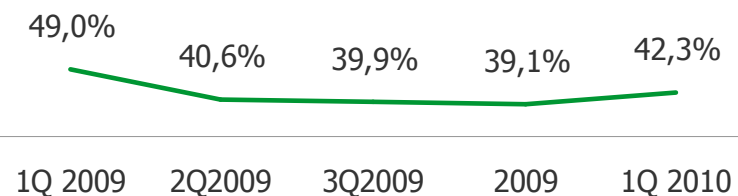
- Net Impairment charges represented 0.8% of average credit principal
- Property cases well secured resulting in lower coverage ratio
- NPL ratio increased due to:
 - Increase in NPL's in property to Sep 2009
 - Since Sep 09 increase in NPL's relates to consumer lending and SME
- Release of 35m IBNR re Property portfolio



Impairment Charges

<i>PLNm</i>	1Q 2009	1Q 2010
Collective and individual	(124)	(107)
IBNR	(34)	29
Recoveries	2	6
Off balance sheet credit related items	(5)	2
Total	(161)	(70)

Coverage ratio



Capital Management

- BASEL II solvency ratio 13.55% calculated using standardised approach (Bank ratio at 12.87%)
- Relevant Tier I ratio 12.70%
- Decrease in credit RWA in Q1 2010 due to reduction of balance sheet exposures
- Increase in total qualified own funds +14% y/y
- For 2009 30% dividend payout

- Continuation of Management actions in 2010:
 - Focus on internal capital generation – profitability (cost containment, margin and risk management)
 - Tight management over growth in assets (loan book & capital expenditure & financial investments)
 - Assessment of desirability of various opportunities to enhance capital

2010 summary

- Rebalancing of exposure – reduction of commercial property in favor of personal and SME
- Recovery in net interest margin sustained in Q1 2010
- Increasing capital and solvency ratios
- Strong liquidity & funding position

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Provision charge	-161	-70	-57%
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PAT to Company equity holders	119	233	+96%
ROE	14.6%	16.7%	+2.1%
Loan / Deposit ratio	89%	78%	-11%
Solvency ratio	10.37%	13.55%	+3.18%

Appendix

Balance Sheet by Quarters

	1 Q 2010	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009
ASSETS					
Cash and balances with central bank	2 552 144	2 660 658	1 864 723	2 304 520	2 994 920
Loans and advances to banks	1 021 303	663 027	1 480 301	1 036 165	1 934 057
Financial assets held for trading & hedging	5 222 404	1 353 421	2 010 395	1 802 831	3 636 109
Loans and advances to customers	33 556 395	34 570 697	35 405 268	36 222 576	36 710 743
Investment securities	12 364 652	13 292 572	14 066 638	13 491 880	12 663 124
Investments in associates and joint ventures	81 676	81 887	81 711	78 873	79 294
Intangible assets	176 009	181 620	171 217	172 328	173 553
Property, plant & equipment	575 171	596 154	593 784	610 588	628 702
Current income tax due	-	43 373	-	3 534	-
Net deferred tax assets	294 334	273 751	285 380	231 213	250 893
Other assets	428 746	341 200	412 736	532 108	409 110
Total assets	56 272 834	54 058 360	56 372 153	56 486 616	59 480 505
LIABILITIES					
Deposits from central bank	1 023 474	1 519 208	908 175	1 381 739	2 479 021
Deposits from banks	4 214 725	3 830 776	6 032 476	4 825 535	6 044 650
Financial liabilities held for trading & hedging	672 740	766 794	1 096 731	1 795 797	3 209 305
Deposits from customers	42 944 022	41 222 871	41 512 085	41 912 301	41 439 137
Debt securities in issue	-	-	-	75 481	85 862
Current income tax liabilities	66 006	-	58 122	-	19 428
Other liabilities	1 011 920	663 157	973 738	1 007 053	976 022
Total liabilities	49 932 887	48 002 806	50 581 327	50 997 906	54 253 425
Equity					
Capital and reserves attributable to the Company's equity holders	6 215 251	5 947 216	5 698 567	5 411 871	5 123 178
Share capital	730 760	730 760	730 760	729 603	729 603
Other reserve funds	3 567 001	3 566 999	3 567 000	3 567 000	2 718 239
Revaluation reserve	456 994	422 005	418 923	397 038	366 311
Retained earnings	1 227 450	341 260	341 260	341 260	1 190 021
Profit of the current period	233 046	886 192	640 624	376 970	119 004
Minority interest	124 696	108 338	92 259	76 839	103 902
Total equity	6 339 947	6 055 554	5 790 826	5 488 710	5 227 080
Total equity and liabilities	56 272 834	54 058 360	56 372 153	56 486 616	59 480 505

P&L by Quarters

for the period:	1 Q 2010	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009
Interest and similar income	788 453	788 809	795 991	785 811	855 477
Interest expense and similar charges	(363 984)	(354 972)	(383 084)	(430 872)	(493 969)
Net interest income	424 469	433 837	412 907	354 939	361 508
Fee and commission income	385 490	380 730	405 147	387 099	362 589
Fee and commission expense	(54 086)	(59 795)	(59 968)	(52 225)	(48 113)
Net fee and commission income	331 404	320 935	345 179	334 874	314 476
Dividend income	354	20 286	316	75 964	26
Net trading income and revaluation	67 398	78 233	62 969	85 028	44 026
Gains (losses) from other financial securities	8 764	(1 880)	(2 454)	(7 131)	5 380
Gains (losses) from investment in subsidiaries and associates	-	-	-	-	-
Other operating income	7 793	19 058	7 821	9 390	13 433
Impairment losses on loans and advances	(70 362)	(100 410)	(97 238)	(122 674)	(160 712)
Operating expenses incl.:	(421 484)	(438 839)	(388 566)	(403 786)	(413 573)
<i>Bank's staff, operating expenses and management costs</i>	<i>(382 284)</i>	<i>(401 521)</i>	<i>(351 164)</i>	<i>(368 801)</i>	<i>(376 830)</i>
<i>Depreciation/amortisation</i>	<i>(31 838)</i>	<i>(31 960)</i>	<i>(31 062)</i>	<i>(30 328)</i>	<i>(30 123)</i>
<i>Other operating expenses</i>	<i>(7 362)</i>	<i>(5 358)</i>	<i>(6 340)</i>	<i>(4 657)</i>	<i>(6 620)</i>
Operating profit	348 336	331 220	340 934	326 604	164 564
Share in net profits (losses) of associates accounted for by the equity method	(211)	176	2 838	(422)	(2 926)
Profit before tax	348 125	331 396	343 772	326 182	161 638
Corporate income tax	(98 902)	(69 774)	(65 509)	(56 142)	(31 407)
Profit for the period	249 223	261 622	278 263	270 040	130 231
incl.:					
attributable to the Company's equity holders	233 046	245 568	263 654	257 966	119 004
attributable to the Minority equity holders	16 177	16 054	14 609	12 074	11 227

Commission Income by Quarters

Net fee and commission income	1 Q 2010	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009
Investment Banking Fees					
Fund management fees	80	80	72	59	49
Distribution fees	(9)	(7)	(6)	(5)	(5)
Brokerage fees	27	25	27	26	20
Other fees and commissions					
Current accounts & money transfer	62	65	65	62	58
Fx fees	46	54	54	57	61
eBusiness & payments	66	69	70	68	66
Loan fees	21	19	22	21	20
Other distribution fees	3	3	1	2	4
Insurance fees	19	(4)	24	28	27
Other	16	17	16	17	14
Total	331	321	345	335	314

Costs by Quarters

Costs	1 Q 2010	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009
Staff costs	234,3	239,5	213,2	208,2	228,5
Administration costs	147,9	162,0	138,0	160,6	148,3
Depreciation	31,8	32,0	31,1	30,3	30,1
Other operating costs	7,4	5,4	6,3	4,7	6,6
Total	421,4	438,9	388,6	403,8	413,5

Property Portfolio

PLN bn

31.03.2010	Total exposure	%	BS exposure	%	NPLs	%	Current LTV	Provisions (excl IBNR)	Provision Cover
Residential Investment	0,1	1,2%	0,1	1,3%	0,00	0,0%	52%	-	0,0%
Commercial Investment	5,9	52,5%	5,9	56,2%	0,03	0,5%	59%	0,001	1,6%
Residential Development	1,5	13,2%	1,2	11,9%	0,16	13,2%	81%	0,041	25,1%
Commercial Development	1,8	15,8%	1,3	12,6%	0,03	2,0%	68%	0,002	7,1%
Land Acquisition	1,9	17,3%	1,9	18,1%	0,50	26,6%	70%	0,142	28,3%
Total Exp & BS	11,2	100,0%	10,4	100,0%	0,72	6,9%	65%	0,185	25,7%
31.12.2009	Total exposure	%	BS exposure	%	NPLs	%	Current LTV	Provisions (excl IBNR)	Provision Cover
Residential Investment	0,1	1,2%	0,1	1,2%	-	0,0%	50%	-	-
Commercial Investment	5,8	45,8%	5,7	49,9%	0,03	0,6%	60%	0,001	2,0%
Residential Development	1,7	13,6%	1,3	11,5%	0,19	14,3%	81%	0,040	22,5%
Commercial Development	2,9	23,1%	2,3	20,0%	0,04	1,8%	67%	0,004	9,1%
Land Acquisition	2,1	16,4%	2,0	17,4%	0,52	25,7%	69%	0,132	26,5%
Total Exp & BS	12,6	100,0%	11,5	100,0%	0,78	6,8%	66%	0,177	23,6%
30.09.2009	Total exposure	%	BS exposure	%	NPLs	%	Current LTV	Provisions (excl IBNR)	Provision Cover
Residential Investment	0,2	1,4%	0,2	1,4%	0,01	5,9%	59%	0,003	25,8%
Commercial Investment	5,8	43,8%	5,7	48,6%	0,01	0,2%	59%	0,000	2,2%
Residential Development	1,8	13,7%	1,3	11,2%	0,19	14,4%	69%	0,040	22,5%
Commercial Development	3,3	24,5%	2,4	20,7%	0,05	2,0%	69%	0,002	4,3%
Land Acquisition	2,2	16,7%	2,1	18,0%	0,55	25,9%	71%	0,126	23,9%
Total Exp & BS	13,3	100,0%	11,8	100,0%	0,81	6,9%	65%	0,171	22,1%

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