



BANK ZACHODNI WBK GROUP 2017 RESULTS

13 FEBRUARY 2018

Bank Zachodni WBK

 Grupa Santander

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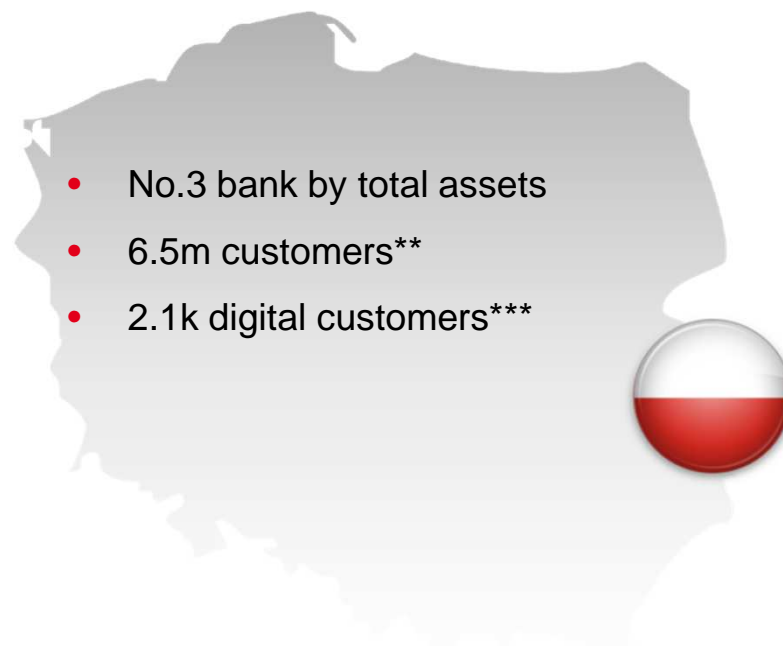
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Overview

Poland's 3rd largest Bank

	31.12.2017	YoY
Business and Results		
<i>PLN</i>		
Gross Loans	112.7bn.	4%
Deposits	111.5bn.	-1%
Total customer funds	127.9bn.	1%
Assets	152.7bn.	2%
Market Share*		
Loans	10.1%	
Deposits	10.01%	
Network and Employees		
	BZ WBK	SCB
Branches	576	159
Employees	11.5k	2.7k



* Market share for BZ WBK Group as of end of September 2017.

** Including SCB.

***Excluding SCB. Digital customers: clients who have logged in at least once in a given month.

BZ WBK Strategy

To become the leading customer-centric digital bank

A customer-centric bank cares for its customers to achieve sustainable long-term relationships

We believe that a customer wants:

- A **simple** set of products, **fairly priced** and **right for me**, that are easily explained and understood
- Quick and error-free service through the channel of my choice
- Recognition that I'm an individual, with my own needs, whose relationship you value

BZ WBK as a customer-centric bank wants to be:

Simple
Personal
Fair

Our strategy encompasses both elements critical to customer-centricity

Business and operational improvement

Cultural change

Market leading business and financial performance

Creating a bank that is **Simple | Personal | Fair**

Mission, vision and objectives of BZ WBK

1 People

...to be **TOP 1 employer**

...have strong internal culture
SIMPLE | PERSONAL | FAIR

2 Customers

...significantly **outperform the banking sector**

...**simplify and transform our channel(s) proposition**

...develop **best modern bank** proposition and customer experience

...grow our market **share to 11%**

...immaterially **increase activity per loyal customer**

... a bank that strives to be **SIMPLE | PERSONAL | FAIR** helping individuals and business prosper

...be renowned as a **local Community Bank**

...develop cooperation within **Santander Universidades**

...be the **best governed and stable bank**

...earn sustainable **superior returns for our shareholders**

3 Communities

4 Shareholders

We have been the first to implement “*Account As I Want It*” (Konto Jakie Chcę)



335 ths
opened
KJC
in 2017

**Higher NPS
among KJC
customers**

Customers may select:

- what services to take out and pay for
- when and where to switch on or off a specific service

The account of first choice

- for existing customers (intuitive and quick conversion into a new account) and new ones
- available in two options - for customers up to 26 years of age and over

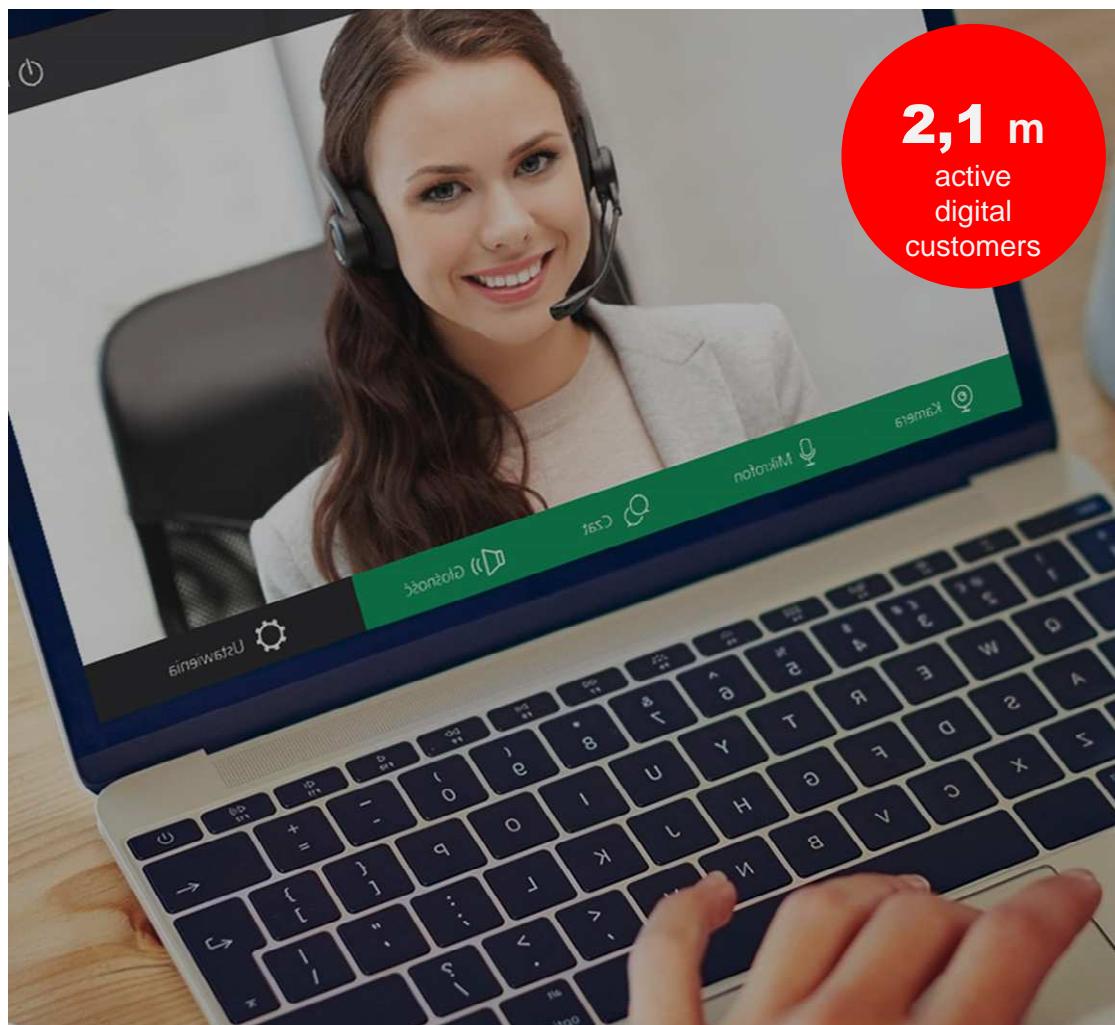
New products linked to the “*Account As I Want It*” (KJC)

- Customised card – debit card, to choose between Visa or Mastercard
- Regular Saving Account (Konto Systematyczne) - an account promoting regular saving

Additional benefits

- reimbursement of gas, electricity, internet or telephone bills from your “*Account As I want It*” (KJC) (up to PLN 300 per year)
- cashback on shopping paid by with 1|2|3 credit card (up to PLN 760 per year)

We rapidly expand multichannel banking



More and more customers active use remote channels

3,38 m (+5% YoY) customers with access to internet and mobile banking

- **1.1 m (+27% YoY) mobile users**
- **23.5 m (+76% YoY) mobile transactions**
- **200 ths** customers use BLIK, mobile cards and Android Pay
- **100 ths** monthly Kantor BZWBK24 (currency exchange platform) users (**+34%** in 2017)

Business banking

SME Banking

- Loan to PLN 50 k in BZWBK24 Mini Firma (Buy-by-Click)
- Videoverification in online account opening
- Voice biometrics for SME2 customers
- „Profil Zaufany” for sole traders and partnership owners in BZWBK24 Mini Firma
- „Academy of Entrepreneur” – free of charge conferences for entrepreneurs (10 in 2017)
- Local business workshops and trainings.

Corporate Banking

- 5th and 6th edition of Export Development Programme concluded – customer events focused on selected sectors, including publication of two sector report
- Launch of International Business Corridors – leveraging on international footprint of the Group to facilitate business opportunities between UK, Germany and Spain.
- As first Bank in Poland introduction of voice biometry and phone identification for corporate clients
- Half of post-sale processes is digital
- Launch of B2B/Host to host for corporate clients



Awards

- Eurobiuld CEE Awards 2017 - Financing Provide of the Year
- CIJ Awards Poland 2017, for Best Bank
- Bank Zachodni WBK, for the third time in a row received award from BGK for its outstanding sales results in the sale of the de minimis guarantee (award shared with SME).



2017 Financial Highlights

■ Attributable profit of PLN 2,213 million

vs. 2016

16%
*Underlying**

■ Reinforced capital position

TCR

16.69%

CET1

15.28%

■ ROE – leading position in Peer Group Banks

ROE

12.2%

■ Secure funding position (L/D ratio):

BZ WBK Group

96.7%

Bank Zachodni WBK SA

88.7%

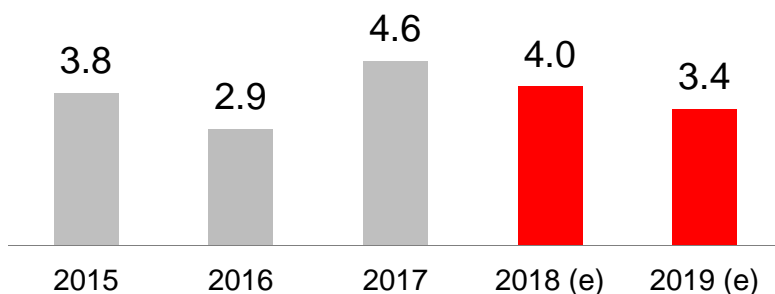
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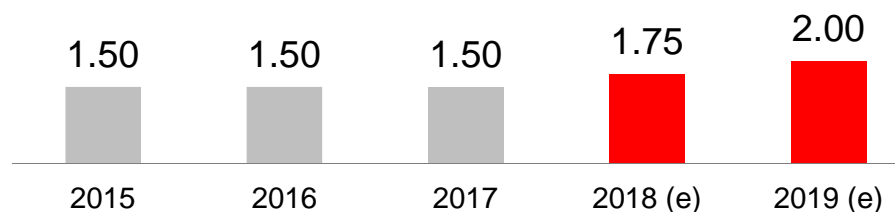
Macroeconomic environment

GDP growth above 4%, inflation near to target

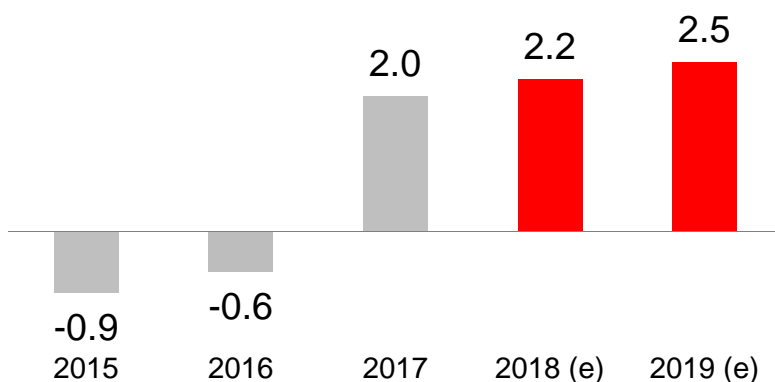
Annual GDP Growth (real. %)



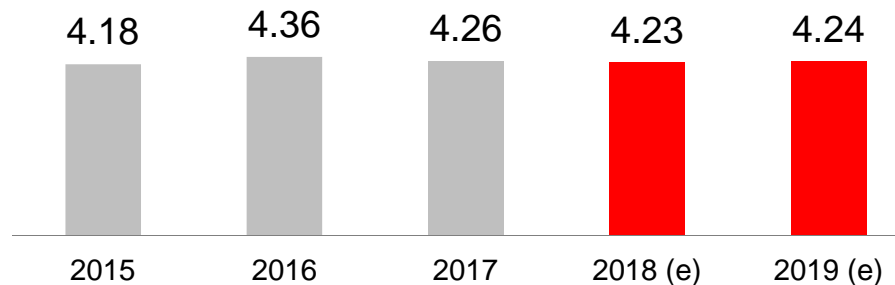
Central Bank monetary policy (%)



Inflation (annual change. %)



Average exchange rate (EUR/PLN)

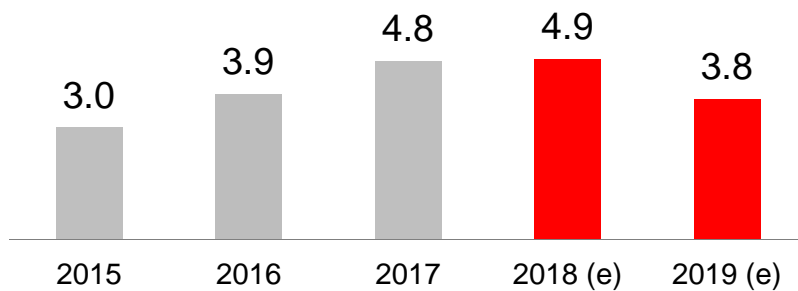


Source: GUS, NBP, BZ WBK

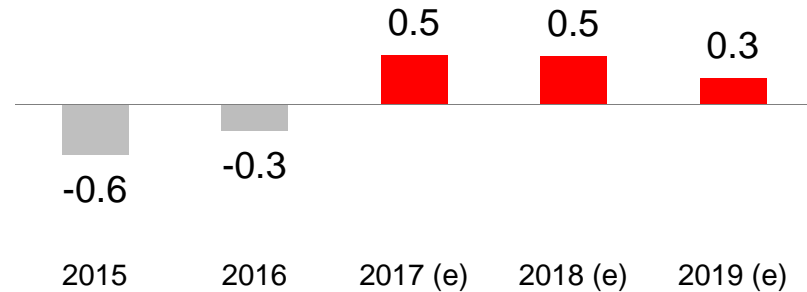
Macroeconomic environment

Strong consumption, record low unemployment, upcoming investment recovery

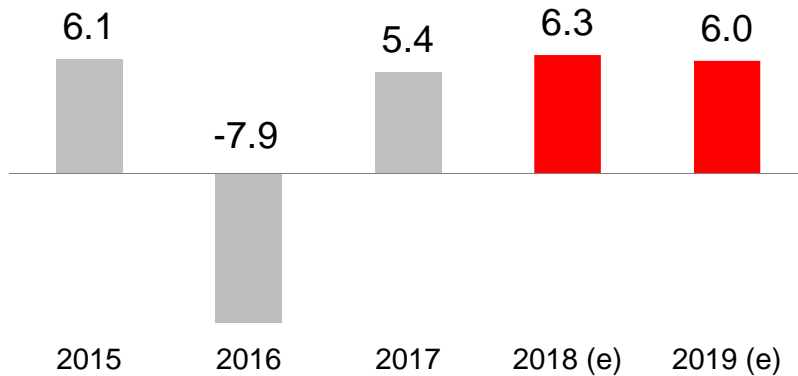
Private consumption (YoY growth. %)



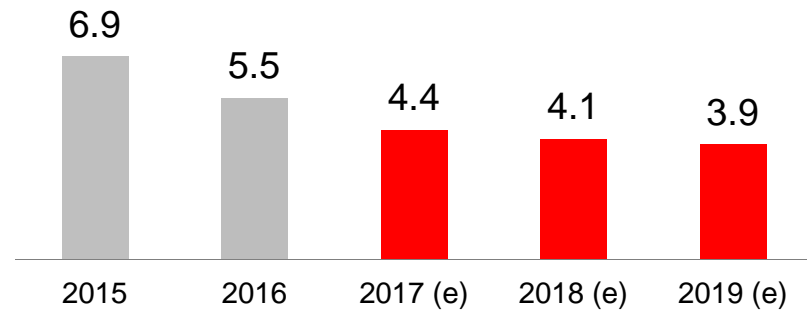
Current account balance (% GDP)



Investment (YoY growth. %)



Unemployment (year-end. %)

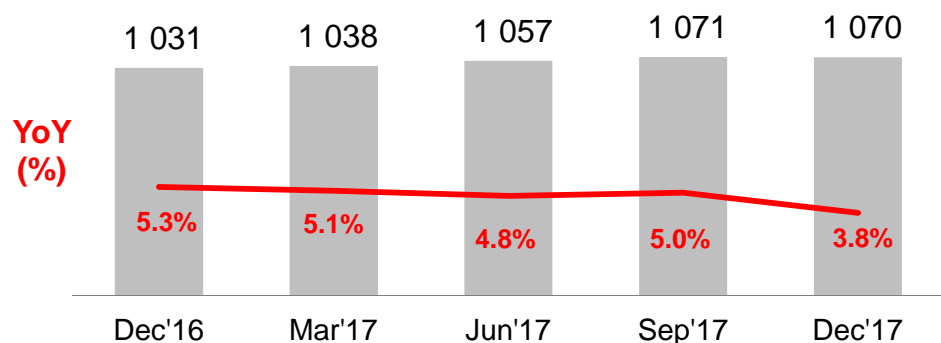


Source: GUS, NBP, BZ WBK

Macroeconomic environment

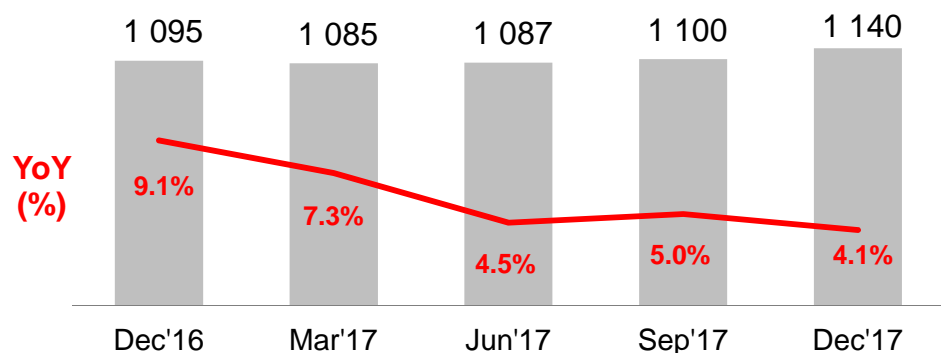
Stable growth in loans, deceleration of deposits

Total loans (PLNbn)



- Total market loans are rising by about 4% y/y. FX-corrected growth is at c6% y/y, more or less unchanged versus previous months.
- Consumer loans are growing at a solid 7-7.5% y/y while PLN-denominated mortgage loan growth rate is slightly above 10% y/y.
- In corporate sector, investment loans rose by about (from above 16% y/y to 12% y/y) and current loans accelerated from 4.4% y/y in June to 8.4% y/y.

Total customer deposits (PLNbn)



- Deposit growth decelerated in y/y terms, partially due to outflow of deposits to alternative investments, e.g. the stock market or real estate market, and due to slow credit action.
- Demand deposits still grow really fast, by c12% y/y, while term deposits fall by more than c7% y/y.

Source: NBP, BZ WBK

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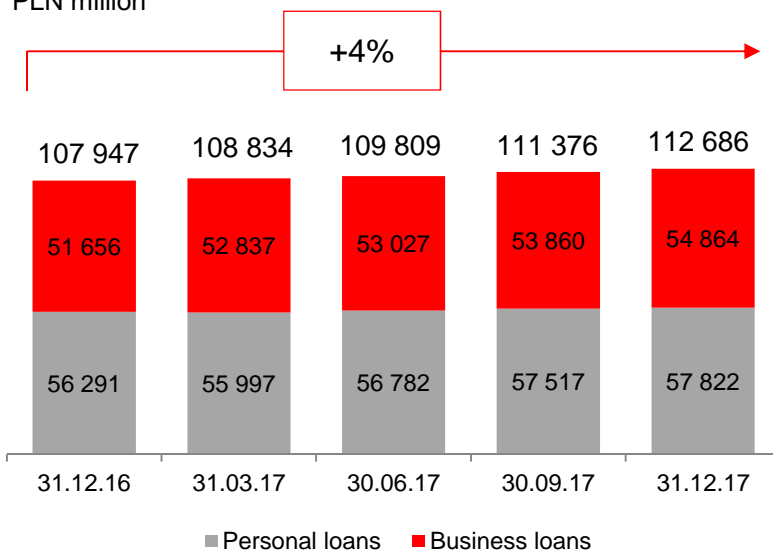
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Loan Performance

Gross Loans +4% YoY

Total gross loans

PLN million



SCB gross loans PLN 16.2bn(+3% YoY)

CHF mortgage loans -8% YoY (in PLN -21% YoY)

	Dec'17	Dec'16	YoY (%)	QoQ (%)
Individuals	57 822	56 291	3%	1%
Mortgage	37 293	37 008	1%	0%
Other Personal	20 529	19 283	6%	2%
Business	54 864	51 656	6%	2%
Total gross loans	112 686	107 947	4%	1%

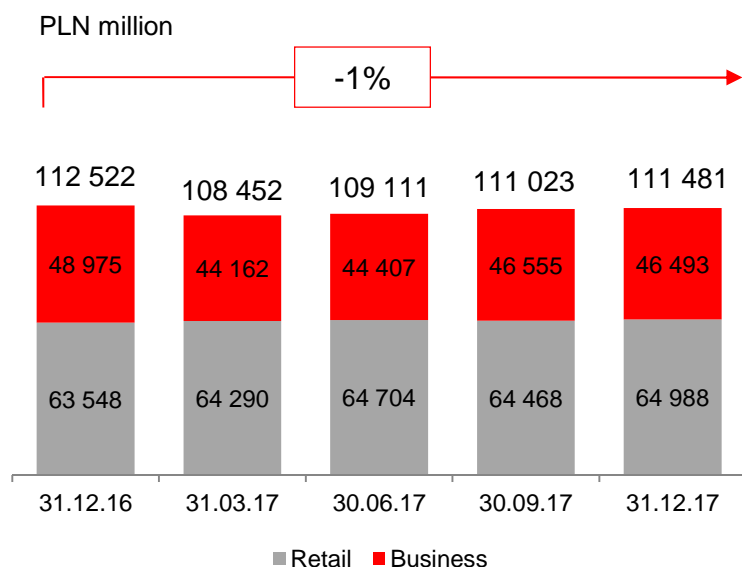
Comment

- **BZ WBK gross loans: +5% YoY:**
 - Mortgage Loans +3% YoY, in PLN +16% YoY
 - CHF mortgage loans -7% YoY (in PLN -20% YoY)
 - Cash Loans / Credit Cards / Overdraft +4% YoY
 - SME (Including leasing and factoring) +11% YoY
 - Corporate (excl. Property, incl. leasing and factoring) +8% YoY
 - Property -12% YoY
- **Retail SCB Loans (excl. Mortgages) +11% YoY**

Total Customer Funds

Total Customer Funds +1% YoY

Total Deposits



SCB deposits PLN 8.2bn
(-1% YoY / +2% QoQ)

	Dec'17	Dec'16	YoY (%)	QoQ (%)
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Demand	41 403	37 196	11%	9%
Savings	25 042	23 426	7%	4%
Time	45 036	51 901	-13%	-8%

Total	111 481	112 522	-1%	0%
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Funds under mgmt	16 447	13 754	20%	3%
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Total customer funds	127 928	126 276	1%	1%
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Comment

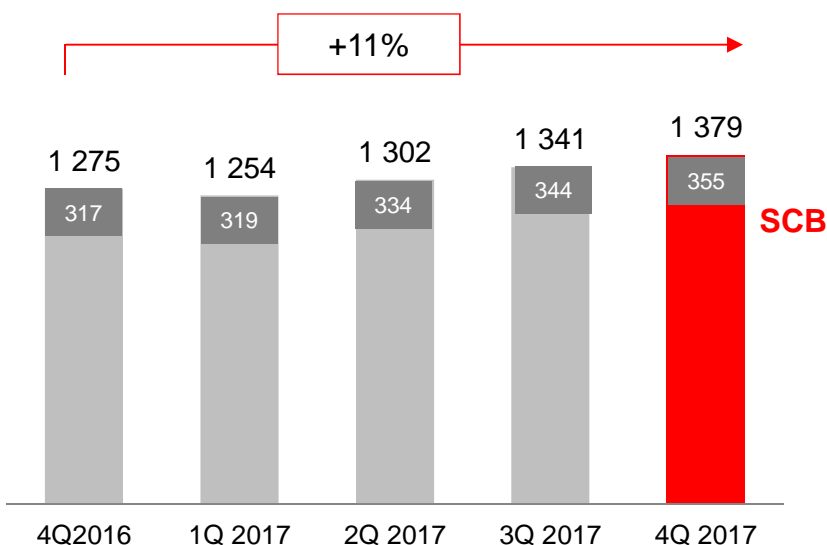
- **BZ WBK Group deposits:**
 - Retail +1% YoY
 - Business stable YoY
- **Mutual Funds +20% YoY**

Net Interest Income and Net Interest Margin

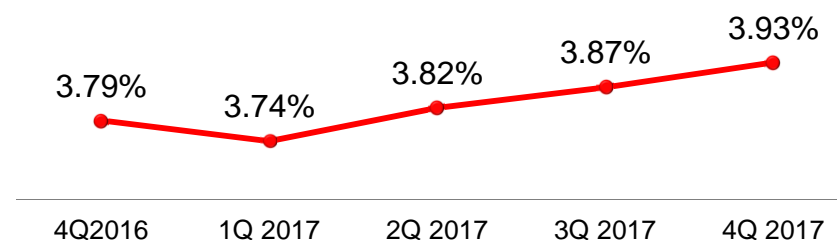
Net Interest Income +% YoY

Net Interest Income

PLN million



Net Interest Margin (%)*



SCB Group accounted for PLN 1 352m of NII in 2017 and for PLN 1 156 m in 2016

Comment

- Net Interest Income +11% YoY / +3% QoQ
- Quarterly NIM higher in 4Q +14bps YoY / +6bps QoQ

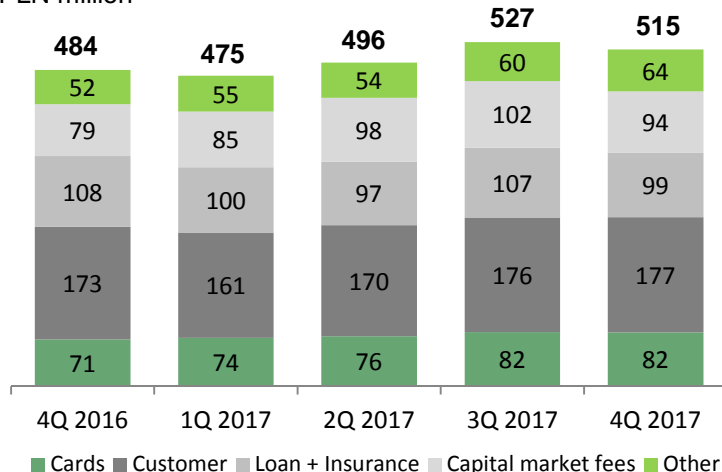
* Including SWAP income on hedged FX funding.

Net Fees

Net Fees +5% YoY

Net Fees

PLN million



Main items

	2017	2016	YoY (%)	QoQ (%)
Cards	314	280	12%	0%
Customer + Other	684	656	4%	1%
Loan + Insurance	403	444	-9%	-8%
Capital market fees*	379	310	22%	-8%
Other	233	225	3%	7%
Total	2 013	1 915	5%	-2%

SCB Group accounted for PLN 128m of net fees in 2017 and for PLN 177m in 2016

Comment

- Fee income +5% YoY / -2% QoQ
- Good performance especially in brokerage fees (+26%YoY), asset management (+20% YoY), credit cards (+12% YoY) and FX fees (+8% YoY), .
- BZ WBK and SCB insurance fees impacted by changes to the regulation of the bancassurance market (from April 2016).
- SCB fee income in 2017 impacted by lower insurance income due to regulatory changes and one-off fees paid for retail sales network expansion and contracts extension.

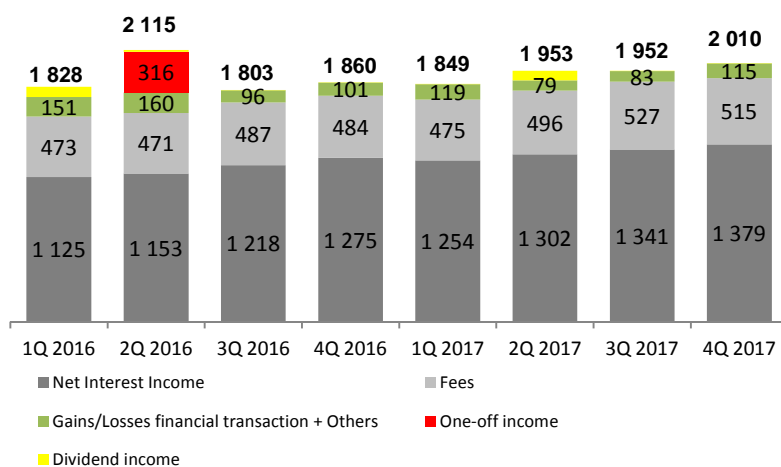
* Include Investment Fund fees (distribution & management), Brokerage Fees and Issue Arrangement fees.

Gross Income

Underlying* gross income +6% YoY and +3% QoQ

Gross income

PLN million



	2017	2016	YoY (%)	QoQ (%)
Net Interest Income	5 277	4 770	11%	3%
Net Fees	2 013	1 915	5%	-2%
Subtotal	7 290	6 685	9%	1%
Gains/losses on financial transactions	242	684	-65%	6%
Net gains/(losses) on subordinated entities	4	0	-	-
Dividends	77	97	-20%	-75%
Other operating income	151	141	7%	121%
Gross Income	7 764	7 606	2%	3%

Underlying* Gross Income 7 764 7 290 6% 3%

SCB Group accounted for PLN 1 517 m of gross income in 2017 and for PLN 1 343m in 2016

Comment

- Gross Underlying Income +6%YoY and +3% QoQ.
- Strong growth in NII +11% YoY and commission income +5% YoY.
- Lower level of gains on financial transactions, (sales of bonds by PLN 72m, VISA income in 2016 PLN 316m).

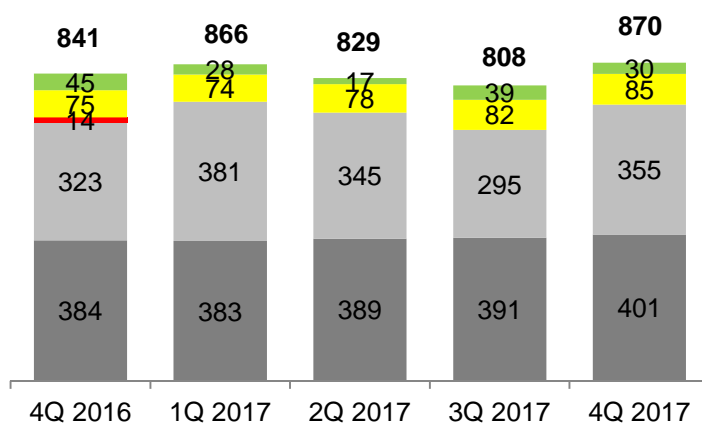
*Underlying – excluding income from VISA received in 2Q 2016 of PLN 316m.

Operating Expenses

Operating expenses under tight control: stable YoY

Operating expenses

PLN million



■ Staff Costs ■ Administrative Expenses
■ One off costs ■ Amortisation
■ Other Costs

	2017	2016	YoY (%)	QoQ (%)
General and administrative expenses	(2 939)	(2 935)	0%	10%
<i>Staff costs</i>	(1 563)	(1 510)	4%	2%
<i>Administration costs</i>	(1 376)	(1 425)	-3%	20%
Depreciation + Other	(433)	(432)	0%	-5%
Total expenses	(3 372)	(3 368)	0%	8%

SCB Group accounted for PLN 550m of operating costs in 2017 and for PLN 517m in 2016

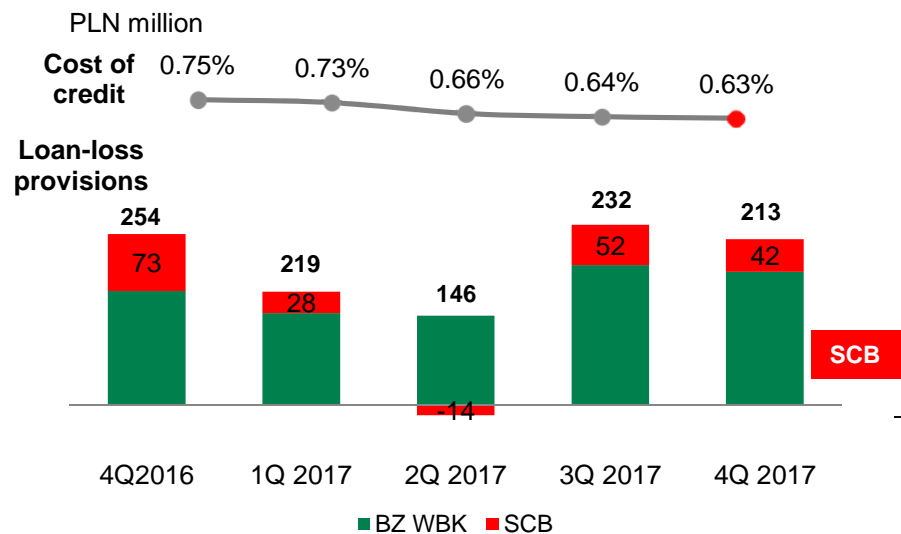
Comment

- Total expenses stable YoY.
- Staff costs +4% YoY administration costs -3% YoY.
- Lower marketing spending -9% YoY and property (buildings) related costs -2% YoY.
- C/I 43.4% (46.0% in 2016 adjusted by VISA).
- In SCB higher costs due to acquisition of PSA and higher IT investments.

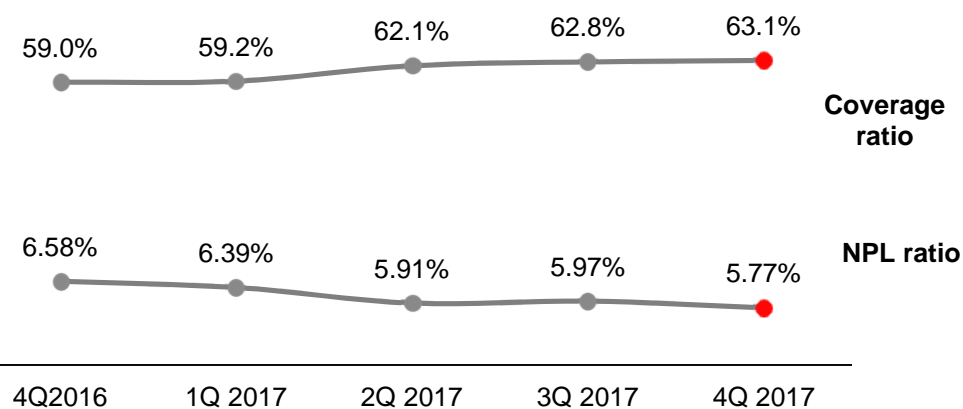
Loan-loss provisions (LLPs) and Credit Quality

Lower Cost of Credit YoY and NPL Ratio improvement YoY

LLPs and Cost of credit



NPL and Coverage ratio



SCB Group accounted for PLN -108m of loan-loss provisions in 2017 and for PLN -180m in 2016

Comment

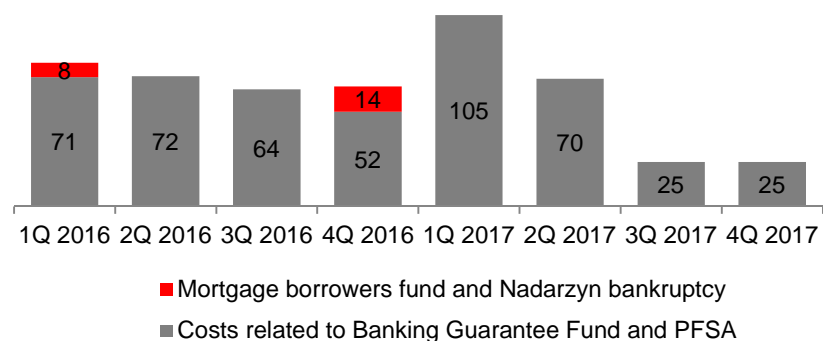
- The portfolio is performing within expectations.
- Lower NPL ratio by 81bp YoY.
- Lower cost of credit risk under influence of NPL sale.

Bank Tax, Regulatory Costs and NPL Sales

Banking Tax

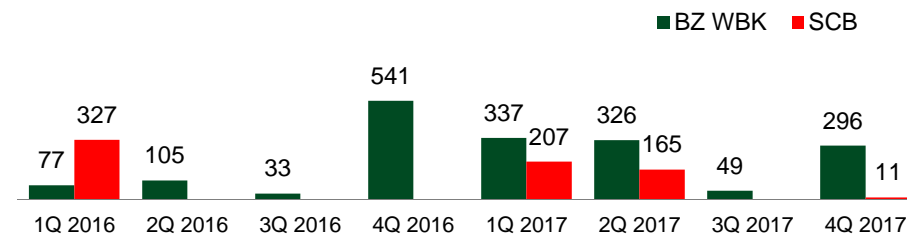
Pursuant to the Act on tax imposed on certain financial institutions, bank assets are subject to tax of 0.0366% per month, effective from 1 February 2016. In 2017, the total tax charged to BZ WBK and SCB in this respect was PLN 424m (PLN 388m and PLN 36m respectively).

Costs related to BGF and PFSA

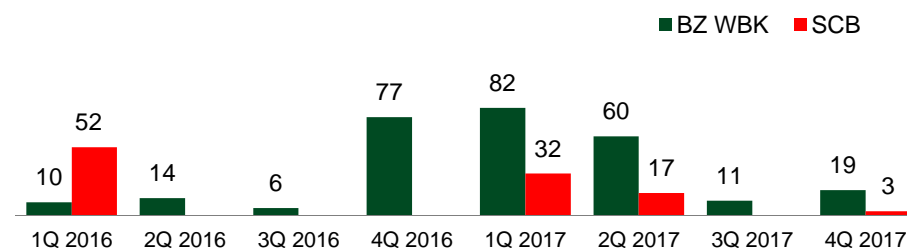


NPL Sales

- **BZ WBK** 2017 NPL sales of PLN 1,008m, PBT gain in 2017 of PLN 173m
- **SCB** 2017 NPL sales of PLN 383m, PBT gain in 2017 of PLN 52m.



P&L impact (PBT) of sale of NPL



2017: Very good commercial results.

Underlying* PBT +19% YoY and underlying* attributable profit +16% YoY

<i>PLN million</i>	2017	2016	2016%	<i>Underlying 2016 %</i>
NII + Fee income	7 290	6 685	9%	9%
Gross income	7 822	7 662	2%	6%
Operating expenses	-3 372	-3 368	0%	0%
Net operating income	4 450	4 294	4%	12%
Loan-loss provisions	-690	-785	-12%	-12%
Tax on financial institutions	-424	-387	9%	9%
PBT	3 335	3 122	7%	19%
Tax	-817	-738	11%	11%
Attributable profit	2 213	2 167	2%	16%
Effective tax rate	24.5%	23.6%		

Significant growth in net interest and commission income.

Strong focus on efficiency and development

Significant improvement in credit quality and lower cost of credit

Solid profit in very demanding conditions, focusing on generating shareholder value

Increase of effective tax rate (among others regulatory changes impact)

Conclusions

Market Environment & Financial System

- GDP growth accelerated to around 4.5% in 2017 and it may remain close to 4% in 2018. Private consumption remains the main growth driver, but a rebound in investment is also expected in the coming quarters. Labour market will be the main bottleneck.
- CPI inflation at 2.0% y/y in December 2017. In the months to come, CPI is expected to oscillate in 2.0-2.5% y/y with changing breakdown (core inflation up to 2% at the year-end).
- Main interest rates remained flat at 1.5% and this level is expected until 4Q18.
- Loans increased by 4% y/y in December 2017 (excluding fx impact 6%), slightly slower than in the preceding months (FX effect). Gradual acceleration of loan growth is expected in the coming quarters.

Strategy & Business

- The strategy for years 2017-2019 is focused on the bank's transformation, in particular: commercial transformation, digital transformation, CRM content management and centralised data management. Most importantly, the new strategy is a continuation of the previous course of action, based on the same values and behaviours.
- Strategy promotes customer-centric culture in business management, excellent customer service and product range, operational effectiveness, simple, clear and innovative solutions, and corporate culture that reinforces employees' engagement and motivation.

Results

- Increase in core income (interest income and fee income) +9% YoY
 - Active management of interest Income +11% YoY.
 - Fee income +5% YoY.
- Total expenses under tight control flat YoY despite investments and group development.
- Significant improvement in credit quality and lower cost of credit risk.
- Underlying* attributable profit up 16% y/y.

Impact of IFRS 9 implementation on financial position of BZ WBK Group

Impact on BZ WBK Group equity

	Item	Value in PLNm
1	Net impact due to changes in impairment, of which :	-192
	- impairment impact	-256
	- release of writ-offs related to instruments classification and measurement	64
2	Impact due to classification and measurement	-121
3	Impact of differed net tax asset	59
Net impact of IFRS 9 recognised in retained earnings		-254

The above table data do not include possible change of the credit cards valuation method, which are still valued using amortised cost, however due to interpretation discrepancies and discussions the BZ WBK Group approach may be different in the future.

Impact of IFRS 9 on capital adequacy assessment

BZ WBK Group intends, for capital adequacy assessment, to take into account the phase-in impact of the introduction of IFRS 9. As a result of the adjustment of the regulatory capital requirements calculation, which include transitional arrangements for mitigating the impact of the introduction of IFRS 9 referred in the Regulation (EU) 2017/2395 of the European Parliament and of the Council of 12 December 2017, the Tier 1 capital ratio and total capital ratio on BZ WBK Group (and for BZ WBK SA) level decreased by 2 bps.

In the case of nonapplication of the transitional arrangements related to IFRS 9 specified in this regulation and taking into account the full impact of the implementation of IFRS 9, the above-mentioned ratios would decrease by 20 bps for BZ WBK Group and by 24 bps for Bank Zachodni WBK SA.

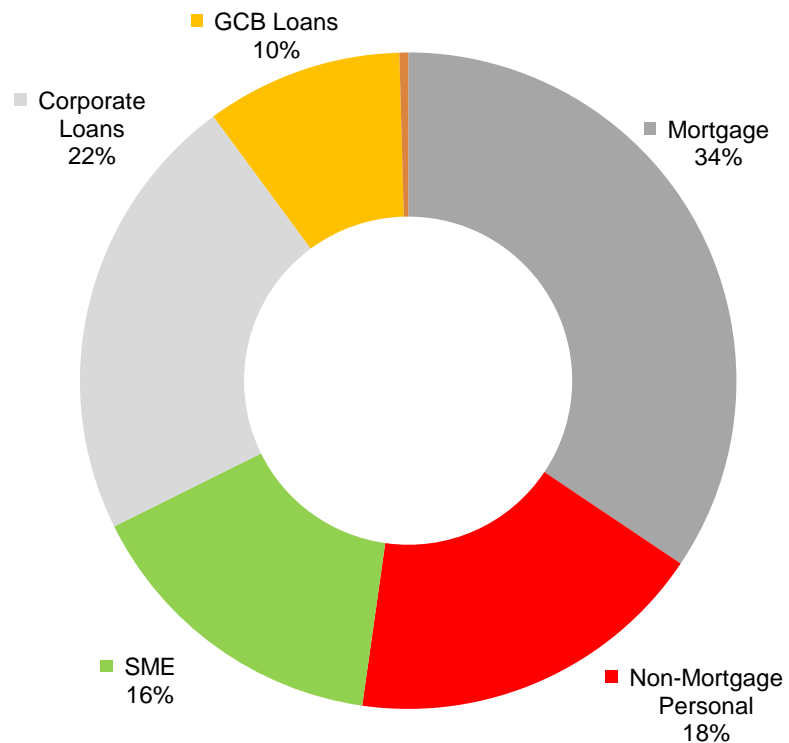
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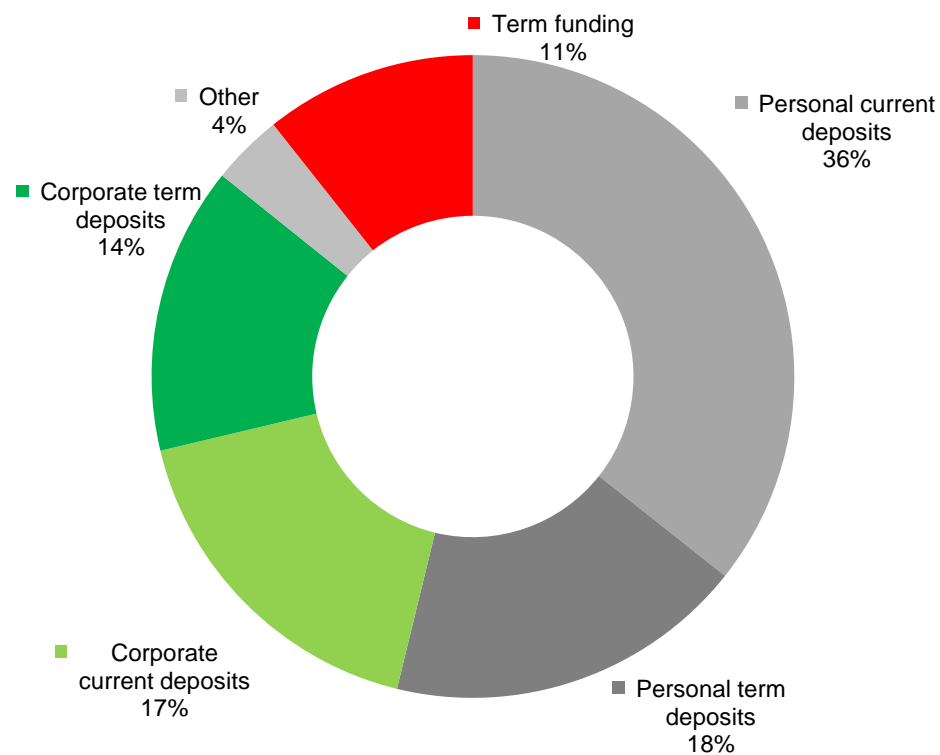
Structure of Loans and Deposits / Term Funding

Gross loans as of 31 December 2017



Total 113bn PLN

Deposits & term funding* as of 31 December 2017

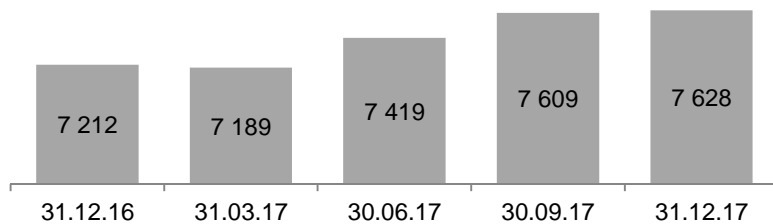


Total 123bn PLN

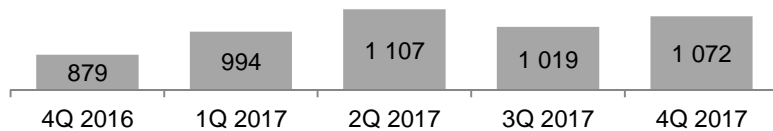
Credit action increase

m PLN

Cash loans portfolio (gross)

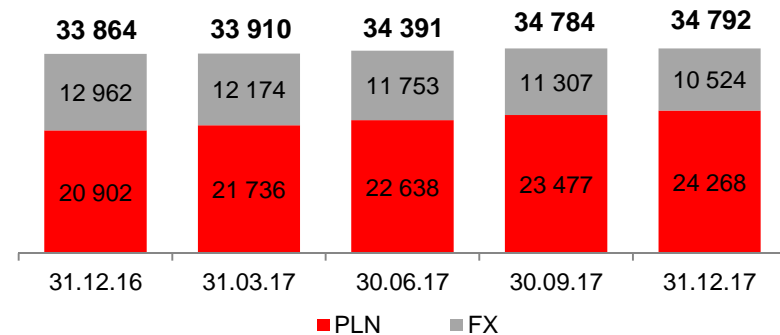


Cash loans - sales

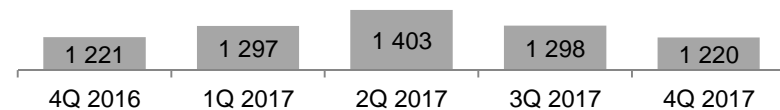


- Cash loans portfolio **+6%** YoY,
- Cash loans sales in 2017 **+6%** YoY, **+22%** 4Q 2017 / 4Q 2016
- In March and October the highest sales over **400 m**

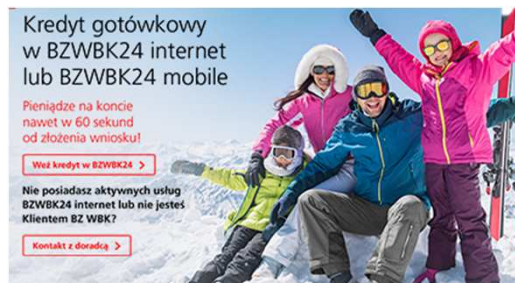
Mortgage loans portfolio (gross)



Mortgage loans - sales



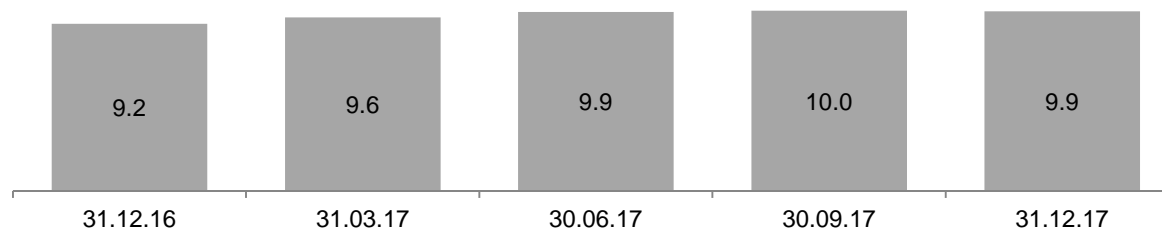
- PLN mortgage loans portfolio **+16%** YoY
- FX mortgage: portfolio **-19%** YoY
- Significant market share in mortgage sales: **12%***
- **17.5%** share in MdM Program (government support for young people)



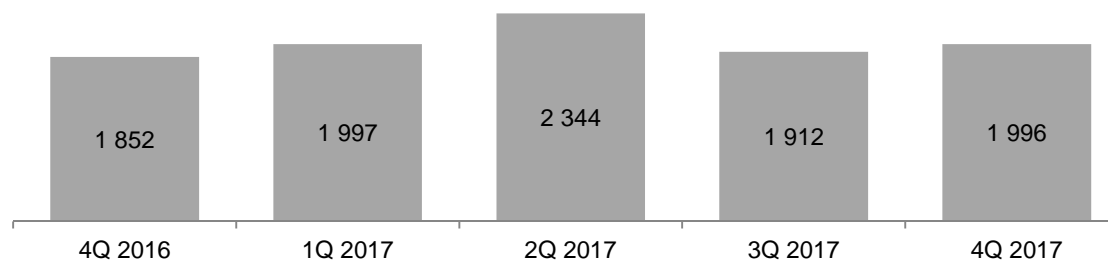
SME (excluding SCB)

SME Loans (gross)

PLN m



SME Loan Sales (by disbursement)



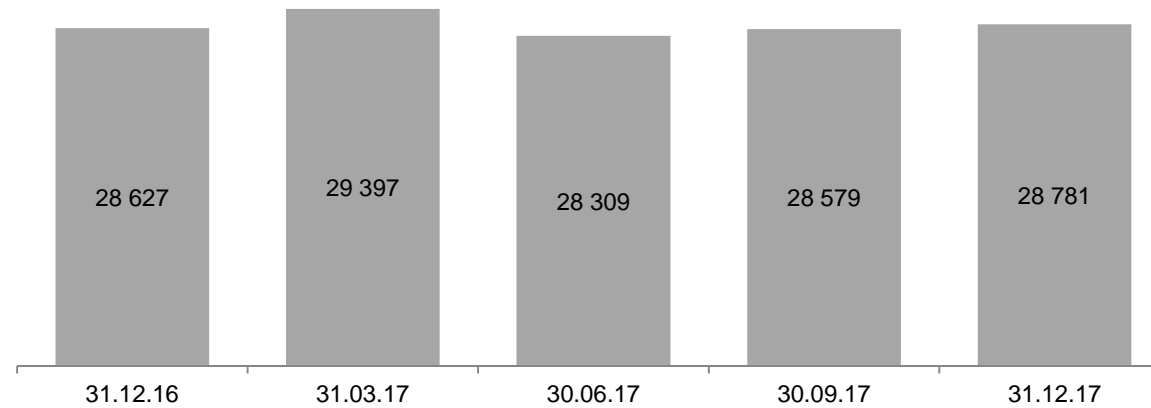
Comment

- SME portfolio (excl. SCB) +7% YoY and stable QoQ.
- SME sales +5% YoY and in 4Q 2017 +4% YoY.
- SME loyal customers +10% YoY.

Corporate & GCB

Corporate, GCB, Property Loans (gross)

PLN m



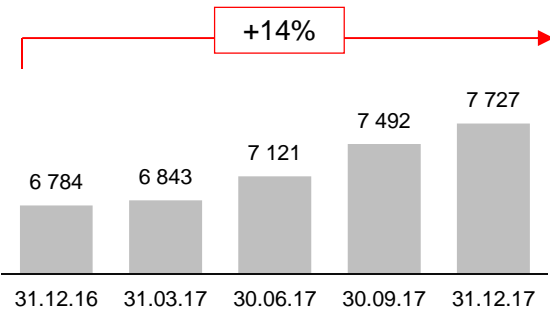
Comment

- Corporate and GCB gross loan portfolio (excl property and including leasing and factoring) +8% YoY: Corporate loans +7% YoY and GCB +11% YoY.
- Property loans (PLN 7bn) -12% YoY.

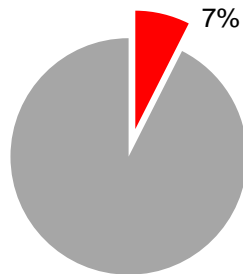
Leasing & Factoring (excluding SCB)

Leasing – 5th* position on the market

Leasing Portfolio (PLNm)



Market Share* (%)

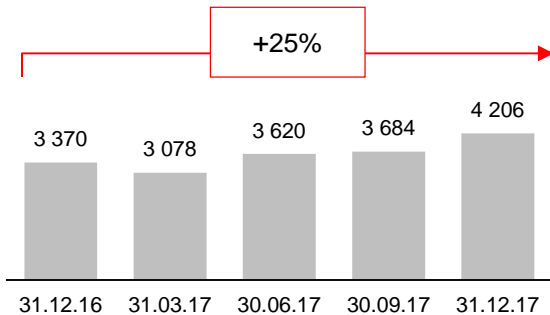


Comment

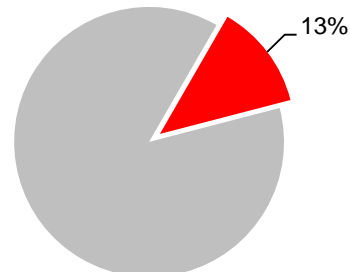
- Leasing portfolio PLN 7.7bn, +14% YoY
- Leader in financing machinery and equipment*, 12% market share
- Growth of amount of active clients +14% r/r
- Operating Surplus growth +16% YoY
- Excellent C/I ratio – below 38%

Factoring – 2nd position on the market*

Portfolio (PLNm)



Market Share (%)

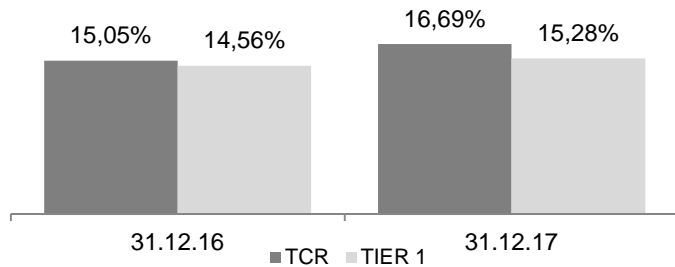


Comment

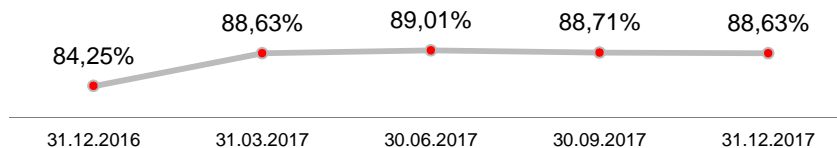
- Portfolio +25% YoY
- Turnover +23% YoY
- Factoring – 2nd position on the market; with 13% market share
- Market leader in reversed factoring with 36% share

Capital Position & Liquidity

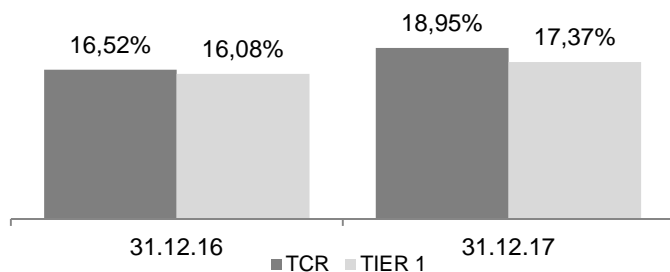
BZ WBK Group Capital Ratio



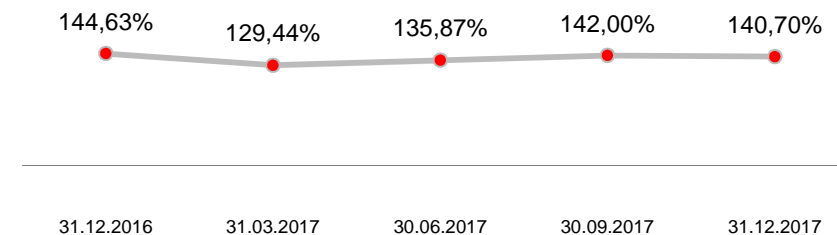
BZ WBK Group (excl. SCB) Loan to Deposits Ratio (L/D)



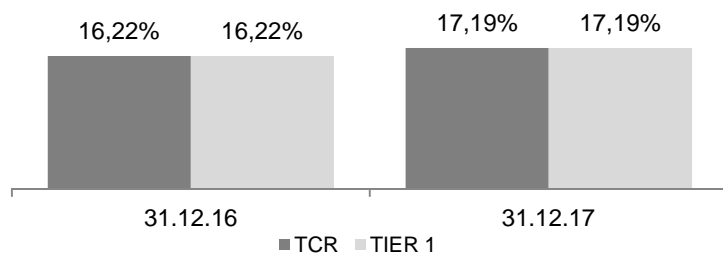
BZ WBK Bank Capital Ratio



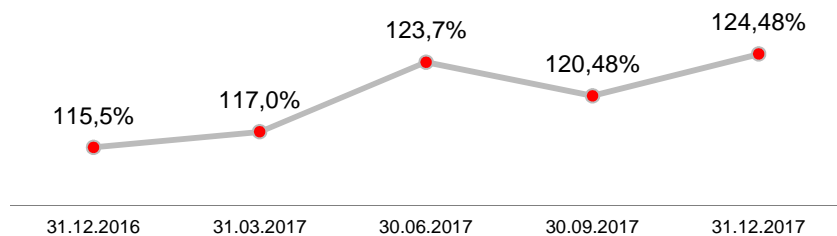
BZ WBK Liquidity Coverage Ratio (LCR)



SCB Capital Ratio



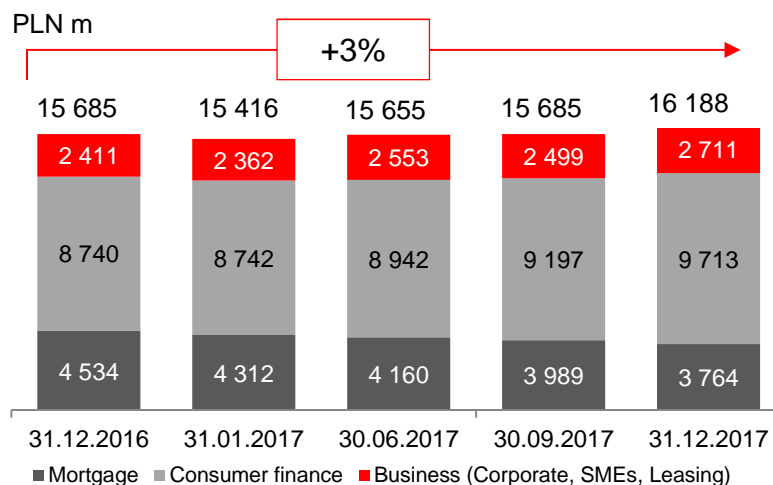
BZ WBK Net Stable Funding Ratio (NSFR)



Santander Consumer Group - Loan Performance

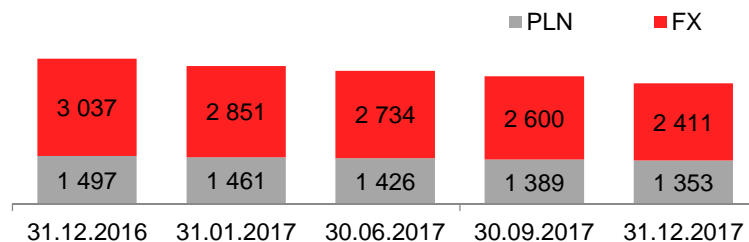
Gross Loans +3% YoY

Total gross loans



	Dec'17	Dec'16	YoY (%)	QoQ (%)
Individuals	13 477	13 274	2%	2%
Mortgage	3 764	4 534	-17%	-6%
Consumer finance	9 713	8 740	11%	6%
Business	2 711	2 411	12%	8%
Total gross loans	16 188	15 685	3%	3%

Gross mortgage portfolio



Comment

- **Total gross loans: +3% YoY:**
 - Mortgage portfolio -17% YoY
 - CHF mortgage loans -8% YoY (ca. CHF 62m)
 - Consumer loans +11% YoY
 - Business loans +12% YoY.*

Santander Consumer Group

Key Financial Results 2017

<i>PLN m</i>	2016	2017
Assets	18 100	18 448
Net Loans	14 032	14 550
Deposits	8 227	8 155
Total equity	2 866	3 330
Net profit	477	645
L/D (%)	170.6%	178.4%
C/I (%)*	39.5%	37.5%
ROE (%)	17.0%	20.8%
ROA (%)	2.8%	3.5%
TCR (%)**	16.2%	17.2%

BZ WBK Group Profit & Loss Account

for the period (in PLN k):	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017	4Q 2017
Interest income	1 461 977	1 479 026	1 527 630	1 592 287	1 559 802	1 620 968	1 663 808	1 684 729
Interest expense	(337 311)	(326 500)	(309 250)	(317 487)	(305 806)	(318 481)	(322 842)	(305 281)
Net interest income	1 124 666	1 152 526	1 218 380	1 274 800	1 253 996	1 302 487	1 340 966	1 379 448
Fee and commission income	577 347	575 852	613 910	621 355	582 576	620 824	667 457	655 957
Fee and commission expense	(104 619)	(105 020)	(126 687)	(137 418)	(107 383)	(125 182)	(140 552)	(140 571)
Net fee and commission income	472 728	470 832	487 223	483 937	475 193	495 642	526 905	515 386
Dividend income	79 569	15 225	1 730	58	345	75 579	712	180
Net trading income and revaluation	82 793	90 066	56 023	51 938	55 858	36 228	55 567	47 321
Gains (losses) from other financial securities	38 986	348 678	7 449	7 661	17 177	10 770	3 962	15 593
Net gains/(losses) on subordinated entities	100	-	-	-	3 757	-	-	-
Other operating income	29 121	37 606	32 181	41 856	42 340	32 204	23 671	52 372
Impairment losses on loans and advances	(134 144)	(176 989)	(254 119)	(219 338)	(145 512)	(100 366)	(231 653)	(212 942)
Operating expenses incl.:	(864 653)	(840 633)	(822 124)	(840 311)	(865 972)	(828 582)	(807 694)	(870 166)
<i>Bank's staff, operating expenses and management costs</i>	<i>(739 825)</i>	<i>(732 887)</i>	<i>(742 316)</i>	<i>(720 201)</i>	<i>(763 710)</i>	<i>(734 087)</i>	<i>(686 366)</i>	<i>(755 269)</i>
<i>Depreciation/amortisation</i>	<i>(65 313)</i>	<i>(68 847)</i>	<i>(68 350)</i>	<i>(74 710)</i>	<i>(74 269)</i>	<i>(77 840)</i>	<i>(82 167)</i>	<i>(84 657)</i>
<i>Other operating expenses</i>	<i>(59 515)</i>	<i>(38 899)</i>	<i>(11 458)</i>	<i>(45 400)</i>	<i>(27 993)</i>	<i>(16 655)</i>	<i>(39 161)</i>	<i>(30 240)</i>
Operating profit	829 166	1 097 311	726 743	800 601	837 182	1 023 962	912 436	927 192
Share in net profits (loss) of entities accounted for by the equity method	7 638	13 058	15 443	19 300	8 655	15 157	14 734	19 718
Tax on financial institutions	(67 579)	(105 665)	(105 097)	(108 865)	(105 809)	(105 123)	(105 892)	(106 991)
Profit before tax	769 225	1 004 704	637 089	711 036	740 028	933 996	821 278	839 919
Corporate income tax	(147 823)	(231 378)	(156 985)	(201 776)	(212 812)	(199 737)	(188 610)	(215 548)
Consolidated profit for the period	621 402	773 326	480 104	509 260	527 216	734 259	632 668	624 371
of which:								
attributable to owners of BZ WBK S.A.	556 473	723 492	425 933	460 949	453 044	651 111	559 908	548 991
attributable to non-controlling interests	64 929	49 834	54 171	48 311	74 172	83 148	72 760	75 380

BZ WBK Group Balance Sheet

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017	4Q 2017
ASSETS								
Cash and balances with central banks	2 064 088	3 139 261	3 259 318	4 775 660	4 150 507	4 112 997	5 117 186	4 146 222
Loans and advances to banks	2 758 247	4 593 417	2 836 355	3 513 278	2 618 114	1 870 753	2 179 043	2 136 474
Financial assets held for trading & hedging	4 141 910	5 018 522	3 375 699	3 248 630	2 660 852	5 715 915	2 474 945	3 634 169
Loans and advances to customers	97 467 955	100 480 379	101 154 367	103 068 538	104 018 178	105 053 727	106 475 429	107 839 897
Buy-sell-back transactions	94 883	34 925	-	-	189 656	8 248	-	-
Financial assets available for sale	25 529 462	22 956 613	25 479 557	29 307 878	26 500 766	26 735 273	27 586 847	28 415 812
Investments in associates and joint ventures	838 780	841 011	856 454	871 491	880 163	853 327	868 482	889 372
Intangible assets	444 700	431 833	433 359	486 762	452 759	436 761	430 607	490 327
Goodwill	1 688 516	1 688 516	1 688 516	1 688 516	1 688 516	1 688 516	1 712 056	1 712 056
Property, plant & equipment	811 052	804 667	813 694	878 298	858 934	858 046	857 240	930 717
Current income tax assets	2 979	-	-	-	24 228	-	-	-
Net deferred tax assets	1 223 576	1 430 536	1 412 828	1 534 322	1 383 737	1 425 284	1 430 858	1 414 227
Assets classified as held for sale	704	648	782	629	637	608	733	103
Investment property	-	-	-	-	-	-	-	-
Other assets	718 983	828 490	727 990	725 714	951 248	1 007 263	1 290 942	1 065 068
Total assets	137 785 835	142 248 818	142 038 919	150 099 716	146 378 295	149 766 718	150 424 368	152 674 444
LIABILITIES								
Deposits from banks	2 280 822	2 403 002	1 574 087	2 561 281	2 635 608	2 591 607	2 730 481	2 783 083
Financial liabilities held for trading & hedging	4 056 696	4 869 426	4 041 084	3 832 404	3 127 371	2 696 300	2 479 711	1 816 502
Deposits from customers	102 198 247	105 757 908	106 650 707	112 522 457	108 452 441	109 111 159	111 022 779	111 481 135
Sell-buy-back transactions	990 276	1 786 499	1 238 351	1 632 613	1 529 209	4 168 296	1 861 557	2 650 846
Debt securities in issue	4 348 075	4 378 949	5 234 569	5 529 187	5 384 435	5 961 983	5 895 475	5 895 814
Subordinated liabilities	527 838	542 725	529 976	440 457	931 147	929 221	951 054	1 488 602
Current income tax liabilities	-	199 195	83 485	84 151	-	87 089	143 726	192 925
Provisions	143 562	123 483	120 124	130 128	134 224	138 787	160 755	153 134
Other liabilities	1 946 548	1 908 317	1 792 569	2 348 562	2 492 471	2 181 770	2 522 888	2 868 774
Total liabilities	116 492 064	121 969 504	121 264 952	129 081 240	124 686 906	127 866 212	127 768 426	129 330 815
Equity								
Equity attributable to owners of BZ WBK S.A.	20 072 679	19 217 715	19 658 004	19 780 827	20 358 513	20 615 108	21 294 117	21 907 220
Share capital	992 345	992 345	992 345	992 345	992 345	992 345	993 335	993 335
Other reserve funds	14 705 263	15 783 745	15 787 457	15 791 555	15 799 143	16 916 409	16 920 093	16 920 129
Revaluation reserve	896 642	604 220	614 864	276 093	392 443	531 471	645 109	714 466
Retained earnings	2 921 956	557 440	557 440	553 987	2 721 538	1 070 728	1 071 517	1 066 236
Profit of the current period	556 473	1 279 965	1 705 898	2 166 847	453 044	1 104 155	1 664 063	2 213 054
Non-controlling interest in equity	1 221 092	1 061 599	1 115 963	1 237 649	1 332 876	1 285 398	1 361 825	1 436 409
Total equity	21 293 771	20 279 314	20 773 967	21 018 476	21 691 389	21 900 506	22 655 942	23 343 629
Total equity and liabilities	137 785 835	142 248 818	142 038 919	150 099 716	146 378 295	149 766 718	150 424 368	152 674 444



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