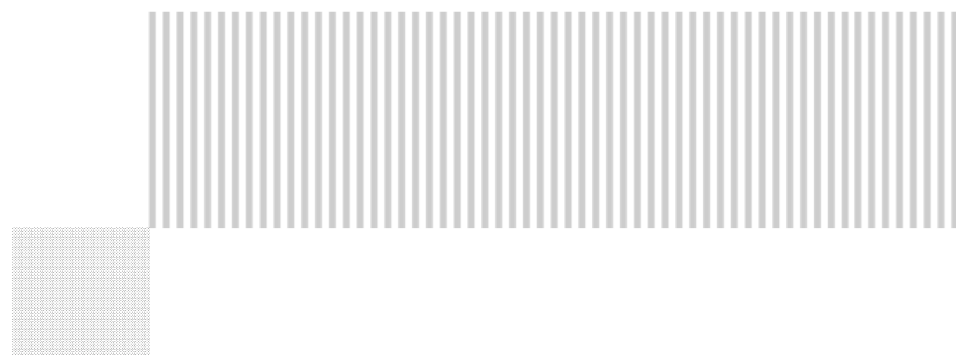




# Bank Zachodni WBK Group 1Q 2017 Results

26<sup>th</sup> April 2017



Bank Zachodni WBK

 Grupa Santander

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Note: Statements as to historical performance or financial accretion are not intended to mean that future performance, share price or future earnings (including earnings per share) for any period will necessarily match or exceed those of any prior year. Nothing in this presentation should be construed as a profit forecast.

# Table of Contents

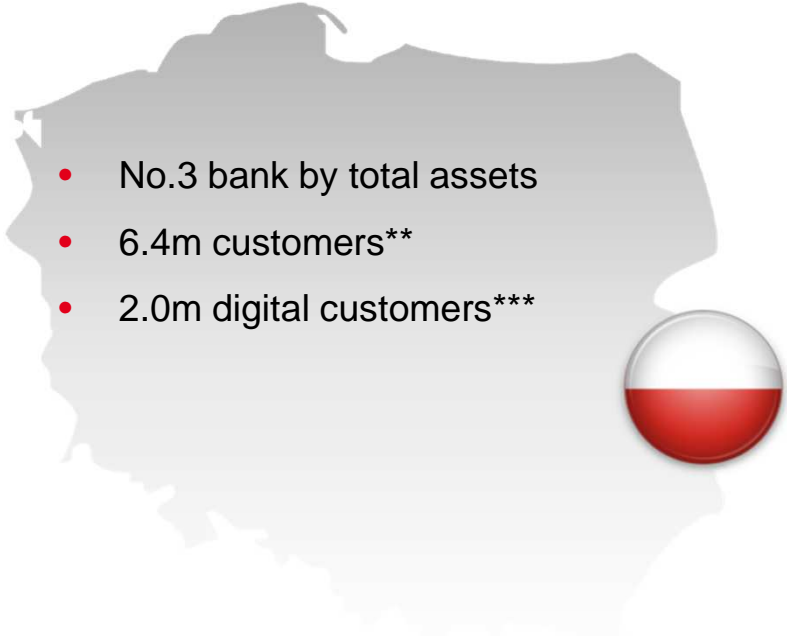
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- **Strategy and business**
  - Macroeconomic environment
  - BZ WBK Group Results
  - Appendix

# Overview

## Poland's Number 3 Bank

	31.03.2017	YoY
<b>Business and Results</b>		
<i>PLN</i>		
Gross Loans	109bn.	6%
Deposits	108bn.	6%
Total customer funds	123bn.	7%
<b>Market Share*</b>		
Loans	10.1%	
Deposits	10.3%	
<b>Network and Employees</b>		
	<b>BZ WBK</b>	<b>SCB</b>
Branches	631	161
Employees	11.9k	2.6k

- 
- No.3 bank by total assets
  - 6.4m customers\*\*
  - 2.0m digital customers\*\*\*

# 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

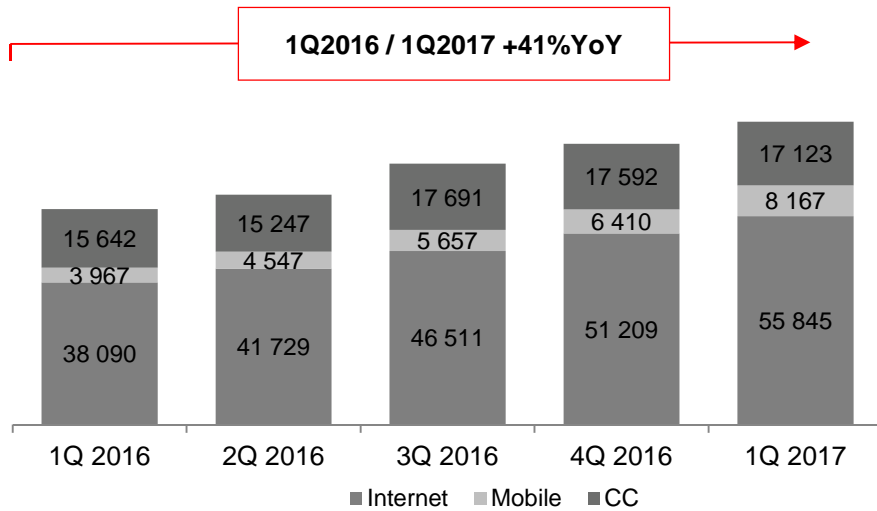
Cultural change

Market leading business and financial performance

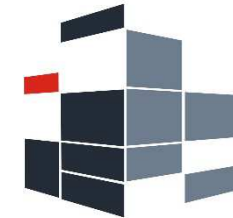
Creating a bank that is **Simple | Personal | Fair**

# Multichannel Transformation

## No. of credit products sold via Internet / Mobile / Contact Center



**1st place**  
**BZWBK24 mobile**  
awarded  
in internet voting for  
the best mobile app



INSTYTUCJA ROKU  
**2016**

**Company of the Year**  
award given for  
„Customer service  
quality in remote  
channels”  
by MojeBankowanie.pl  
portal

## Increasing number of customers and their activity in digital channels

**3,2 mln (+0,3% r/r)**  
Customers  
with digital access

**2,0 mln (+4% r/r)**  
Active  
digital customers

**908 tys. (+26% r/r)**  
Mobile customers

**4,7 mln (+84% r/r)**  
Mobile transactions

# 1Q 2017 Business Highlights

Change YoY

## ■ Selective growth (YoY):

- Lending to individuals (+7%) and business (+5%)
- Demand deposits (+20%), Saving accounts (+12%)

**Loans (gross)**

**+6%**

**Deposits**

**+6%**

## ■ Active customers\* (YoY):

**Individuals**

**3.3m +2%**

**Companies**

**231k +6%**

## ■ Digital customers\* (YoY):

**Digital Customers**

**3.2m +0.3%**

**Mobile banking users**

**908k +26%**

# 1Q 2017 Financial Highlights

■ Attributable profit of PLN 453 million

vs. 1Q 2016

**-19%**  
+3%  
*Underlying\**

■ Core revenue +8% YoY

Net interest income

**11%**

Fee income

**+1%**

■ Further improvement in balance sheet quality and cost of credit

NPL ratio

**6.39%**

Cost of credit

**0.73%**

■ Reinforced capital position

TCR

**15.67%**

CET1

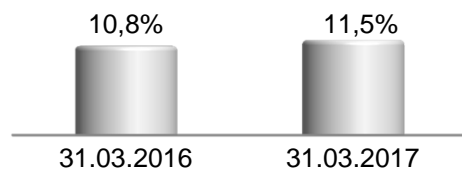
**14.70%**



# Key Ratios

High returns

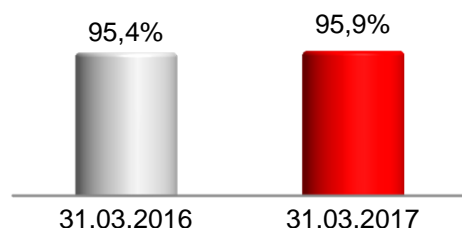
ROE



Leading ROE position in Peer Group

Strong liquidity position

L/D ratio

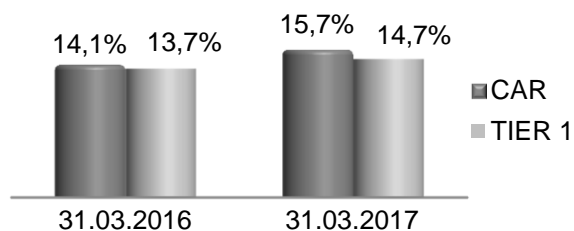


Secure funding position with access to deposit market

BZ WBK standalone L/D at 88.6%

Strong capitalisation

Capital ratios\*



Improved capital position, in line with the requirements of the Polish Financial Supervision Authority

# Table of Contents

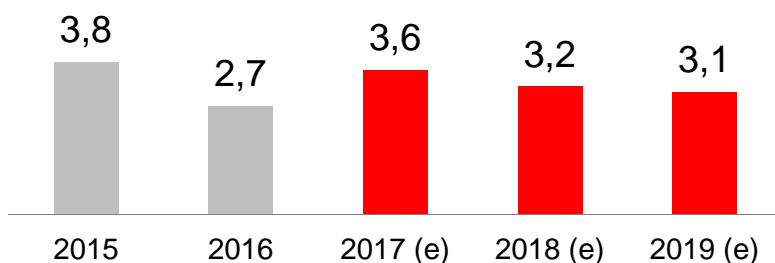
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- BZ WBK Group Strategy and business
- **Macroeconomic environment**
- BZ WBK Group Results
- Appendix

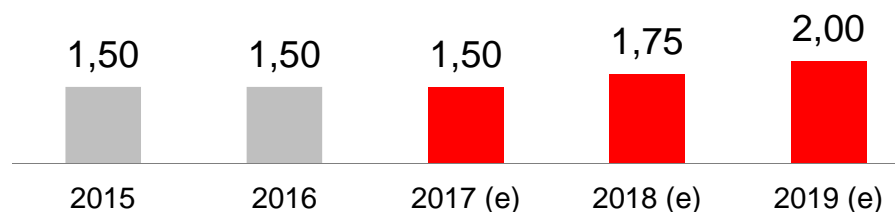
# Macroeconomic environment

## GDP above 3% again, inflation still below the target

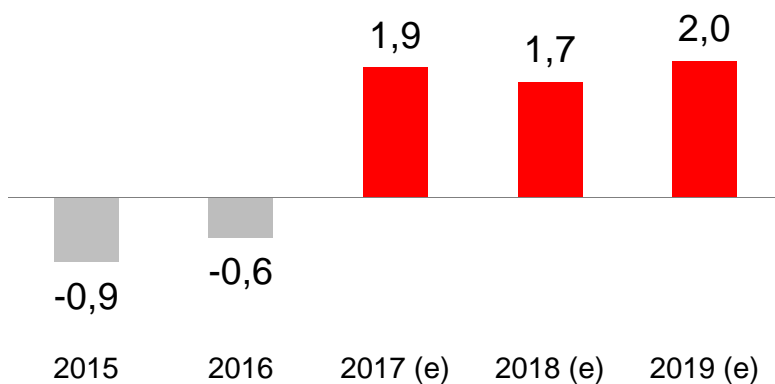
Annual GDP Growth (real. %)



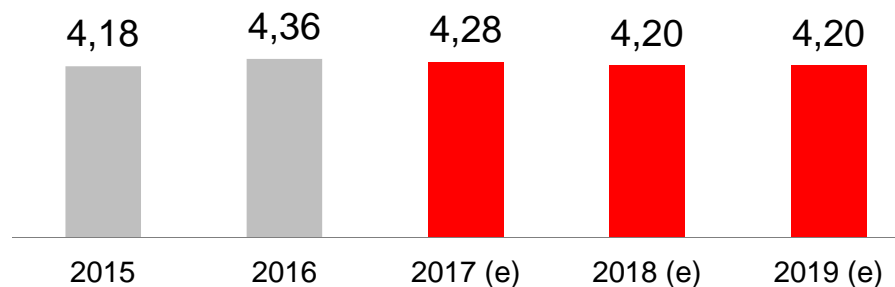
Central Bank monetary policy (%)



Inflation (annual change. %)



Average exchange rate (EUR/PLN)

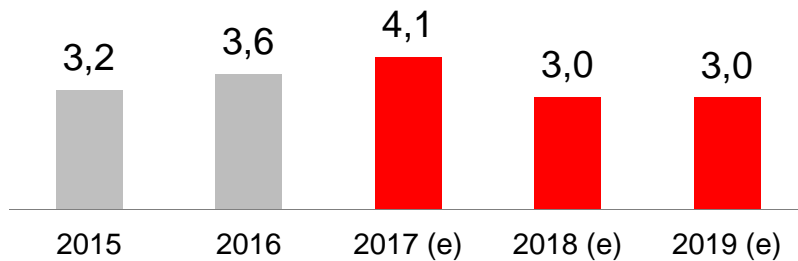


Source: GUS, NBP, BZ WBK

# Macroeconomic environment

## Investments recovery, strong consumption, record low unemployment

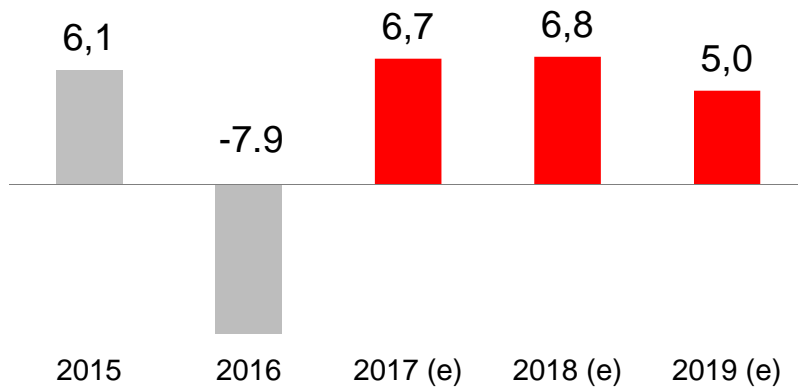
Private consumption (YoY growth. %)



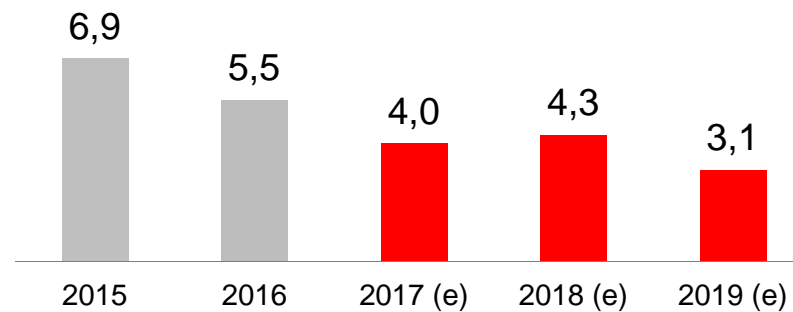
Current account balance (% GDP)



Investment (YoY growth. %)



Unemployment (year-end. %)

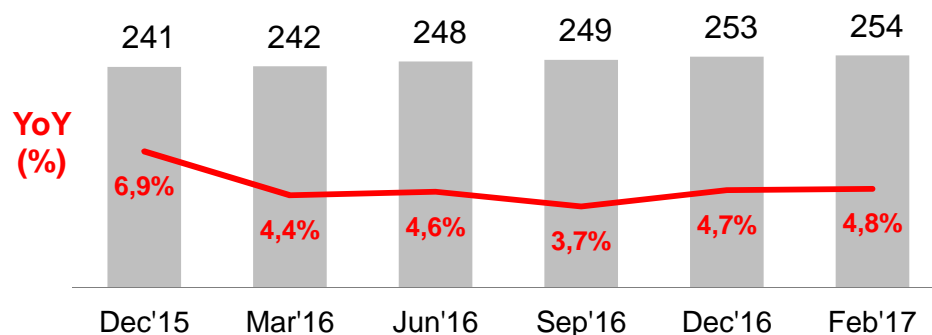


Source: GUS, NBP, BZ WBK

# Macroeconomic environment

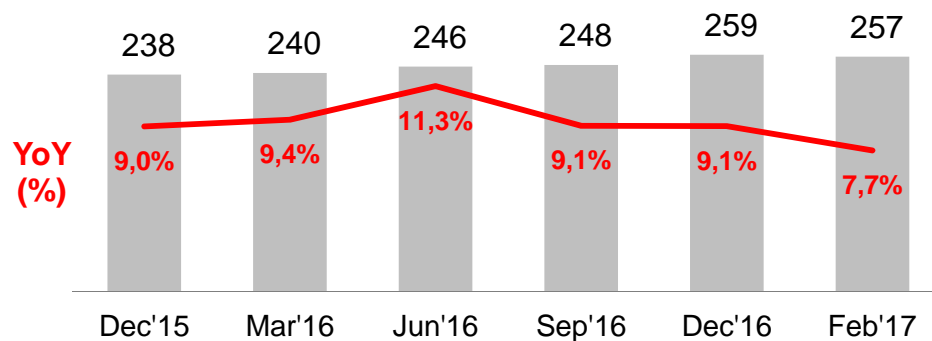
## Slow revival in loans, deceleration of deposits

Total loans (Constant euros €bn)<sup>1</sup>



- At the start of 2017, tendencies on the loan market are more or less the same as in 2016, with total market rising by about 5% y/y.
- Consumer loans are still growing at a solid 7-8% y/y while PLN-denominated mortgage loan growth rate is slightly above 10% y/y.
- A slow revival of corporate loans

Total customer deposits (Constant euros €bn)<sup>1</sup>



- Deposit growth decelerated versus end of 2016 due to outflow of deposits to alternative investments, e.g. the stock market.
- Demand deposits grow really fast, by 15-16% y/y, while term deposits fall by about 2% y/y.

Source: NBP, BZ WBK

# Table of Contents

---

- BZ WBK Group Strategy and business
- Macroeconomic environment
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- Appendix

# 1Q'17: Profit under regulatory pressure offset by good performance in core revenue.

**Underlying\* PBT +13% YoY and underlying\* attributable profit +3% YoY**

	1Q'17	1Q'16	YoY %	Underlying*
<i>PLN million</i>				
NII + Fee income	1 729	1 597	8%	8%
Gross income	1 857	1 836	1%	6%
Operating expenses	-866	-865	0%	-4%
Net operating income	991	971	2%	16%
Loan-loss provisions	-146	-134	8%	8%
Tax on financial institutions	-106	-68	57%	57%
<b>PBT</b>	<b>740</b>	<b>769</b>	<b>-4%</b>	<b>13%</b>
Tax	-213	-148	44%	44%
<b>Attributable profit</b>	<b>453</b>	<b>556</b>	<b>-19%</b>	<b>3%</b>

**Gross income growth backed by commercial transformation**

**Operational excellence with strong focus on efficiency**

**Improved credit quality and lower cost of credit**

**External change impact**

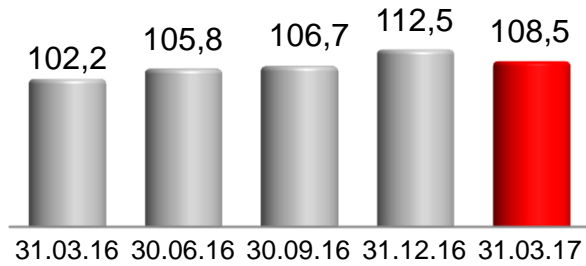
**Delivering satisfactory profits in very demanding conditions, focusing on generating shareholder value**

# Loans/Deposits

PLNbn

**Total Deposits**

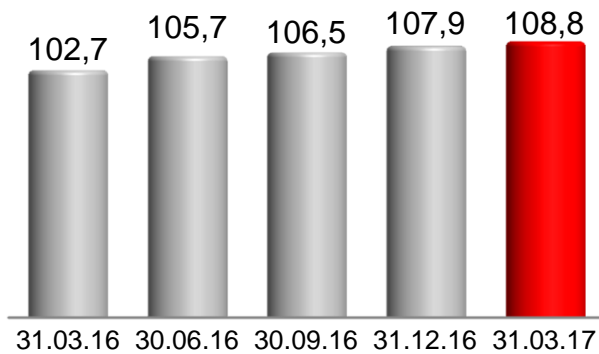
Total deposits



Retail deposits +5% YoY  
Business deposits +2% YoY

**Gross Loans**

Gross loans



Retail loans +7% YoY  
Business loans +5% YoY

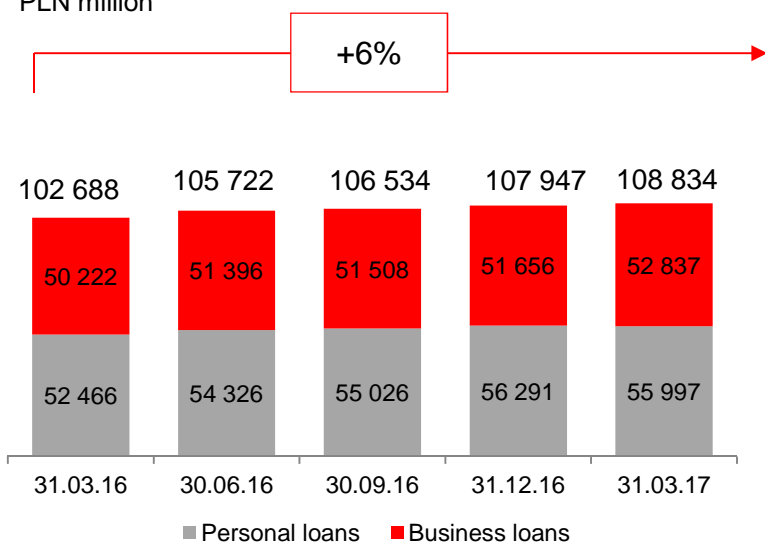


# Loan Performance

## Gross Loans +6% YoY

### Total gross loans

PLN million



**SCB gross loans PLN 15.4bn  
(+8% YoY)**

**CHF mortgage loans -8% YoY (CHF 60m)**

	Mar'17	Mar'16	YoY (%)	QoQ (%)
--	--------	--------	---------	---------

<b>Individuals</b>	<b>55 997</b>	<b>52 466</b>	<b>7%</b>	<b>-1%</b>
Mortgage	36 865	34 167	8%	0%
Other Personal	19 132	18 299	5%	-1%
<b>Business</b>	<b>52 837</b>	<b>50 222</b>	<b>5%</b>	<b>2%</b>

<b>Total gross loans</b>	<b>108 834</b>	<b>102 688</b>	<b>6%</b>	<b>1%</b>
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### Comment

- **BZ WBK gross loans: +6% YoY:**
  - Mortgage Loans **+10% YoY**
  - CHF mortgage loans **-7% YoY** (Portfolio PLN 2.9bn)
  - Cash Loans / Credit Cards / Overdraft **+6% YoY**
  - SME / Leasing / Factoring **+9% YoY**
  - Corporate / GCB / Property **stable YoY**
- **SCB Loans (excl. Mortgages) +15% YoY**

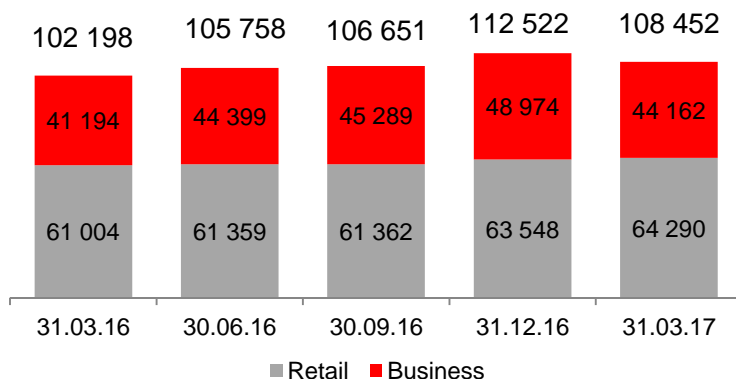
# Total Customer Funds

## Total Customer Funds +7% YoY

### Total Deposits

PLN million

+6%



**SCB deposits PLN 8bln**  
(-0.3% YoY / -4.8% QoQ)

	Mar'17	Mar'16	YoY (%)	QoQ (%)
--	--------	--------	---------	---------

Demand	35 716	29 788	20%	-4%
Savings	23 126	20 645	12%	-1%
Time	49 610	51 765	-4%	-4%

<b>Total</b>	<b>108 452</b>	<b>102 198</b>	<b>6%</b>	<b>-4%</b>
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Funds under mgmt	14 374	13 118	10%	5%
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<b>Total customer funds</b>	<b>122 827</b>	<b>115 317</b>	<b>7%</b>	<b>-3%</b>
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### Comment

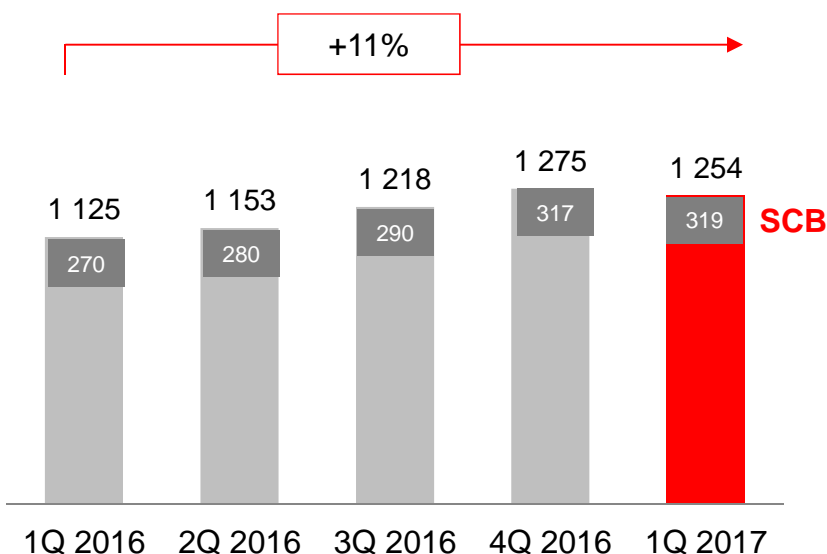
- **BZ WBK Group deposits:**
  - Retail +5% YoY
  - Business +7% YoY
- **Mutual Funds +10% YoY**

# Net Interest Income and Net Interest Margin

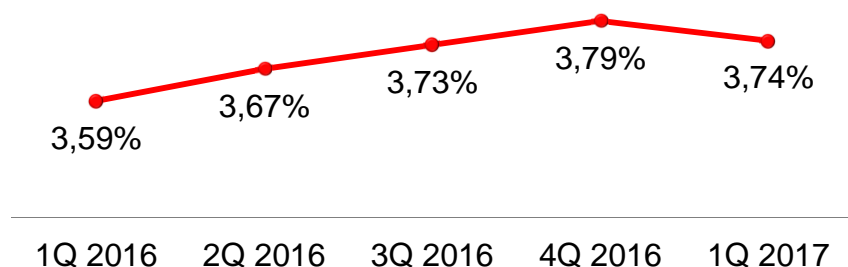
**Net Interest Income +11% YoY**

**Net Interest Income**

PLN million



**Net Interest Margin (%)\***



SCB Group accounted for PLN 319m of NII in 1Q 2017 and for PLN 270m in 1Q 2016

## Comment

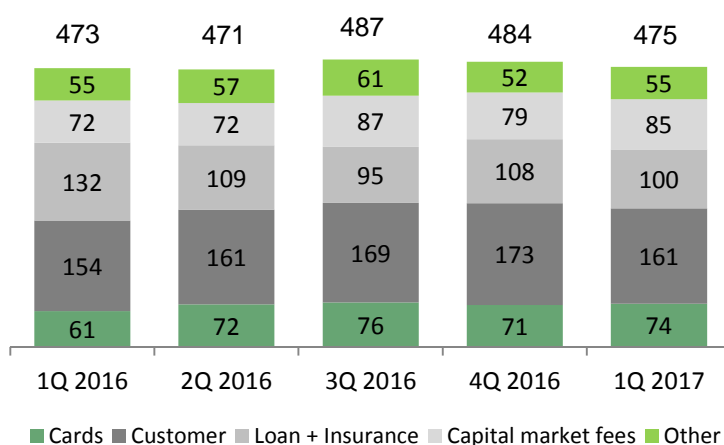
- Net Interest Income +11% YoY / -2% QoQ
- Quarterly NIM higher +15bps YoY / -5bps QoQ

# Net Fees

## Net Fees +1% YoY

### Net Fees

PLN million



### Main items

	1Q 2017	1Q 2016	YoY (%)	QoQ (%)
Cards	74	61	21%	3%
Customer + Other	161	154	5%	-7%
Loan + Insurance	100	132	-24%	-7%
Capital market fees*	85	72	19%	8%
Other	55	55	0%	4%
<b>Total</b>	<b>475</b>	<b>473</b>	<b>1%</b>	<b>-2%</b>

**SCB Group accounted for PLN 37m of net fees in 1Q 2017 and for PLN 58m in 1Q 2016**

### Comment

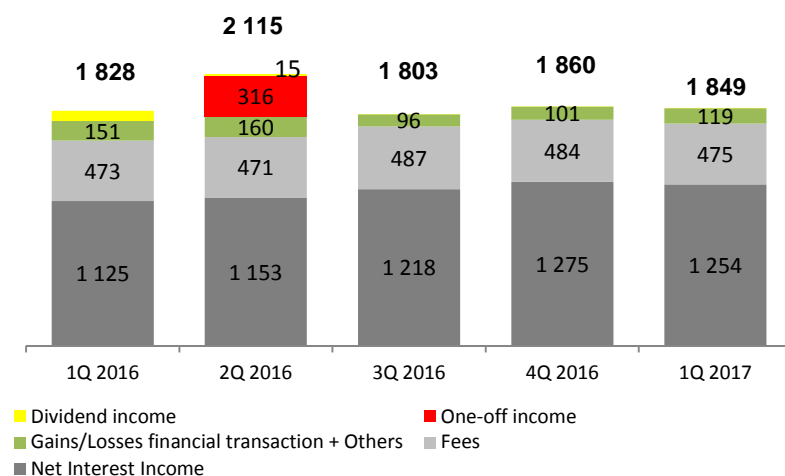
- Fee income +1% YoY / +1.8% QoQ
- Good performance in Credit cards (+20% YoY), Asset management (+13% YoY), brokerage fees (+30% YoY), FX fees (+6% YoY).
- BZ WBK and SCB insurance fees impacted by changes to the regulation of the bancassurance market.

# Gross Income

**Gross Income +1% YoY, Underlying gross income +6% YoY.**

## Gross income

PLN million



	1Q 2017	1Q 2016	YoY (%)	QoQ (%)
Net Interest Income	1 254	1 125	11%	-2%
Net Fees	475	473	1%	-2%
<b>Subtotal</b>	<b>1 729</b>	<b>1 597</b>	<b>8%</b>	<b>-2%</b>
Gains/losses on financial transactions	73	122	-40%	23%
Net gains/(losses) on subordinated entities	4	0	-	-
Dividends	0	80	-	-
Other operating income	42	29	45%	1%
<b>Gross Income</b>	<b>1 849</b>	<b>1 828</b>	<b>1%</b>	<b>-1%</b>

**Underlying\* Gross Income** 1 848 1 748 6%

**SCB Group accounted for PLN 351m of gross income in 1Q 2017 and for PLN 321m in 1Q 2016**

## Comment

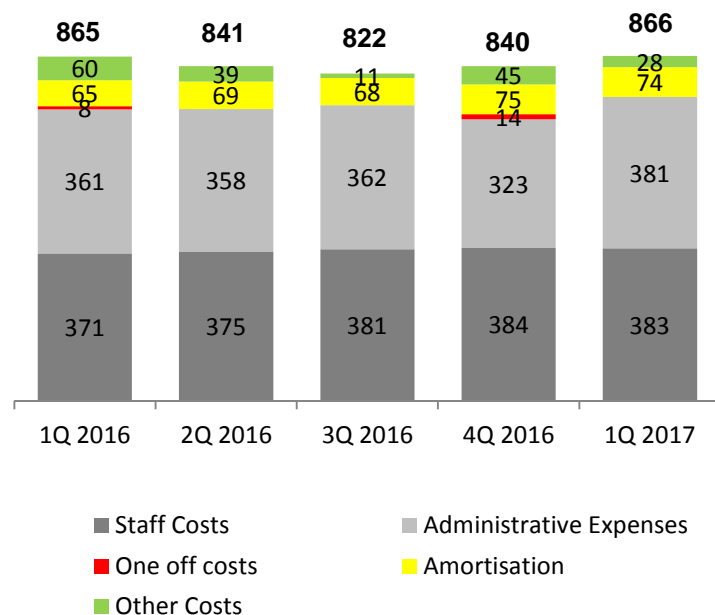
- Gross Income +1%YoY and -1% QoQ.
- Strong growth in NII +11% YoY.
- Lower level of gains on financial transactions, in 1Q 2016 sales of bonds of cPLN40m.

# Operating Expenses

## Operating expenses under tight control: stable YoY

### Operating expenses

PLN million



	1Q 2017	1Q 2016	YoY (%)	QoQ (%)
--	---------	---------	---------	---------

General and administrative expenses	(764)	(740)	3%	6%
<i>Staff costs</i>	(383)	(371)	3%	0%
<i>Administration costs</i>	(381)	(369)	3%	13%
Depreciation + Other	(102)	(125)	-18%	-15%
<b>Total expenses</b>	<b>(866)</b>	<b>(865)</b>	<b>0%</b>	<b>3%</b>

**SCB Group accounted for PLN 132m of operating costs in 1Q 2017 and for PLN 128 m in 1Q 2016**

### Comment

- Total expenses stable % YoY. Underlying -3.5 % YoY (excl. BFG increase vs. 1Q 2016, Nadarzyn and Mortgage Borrowers Fund).
- Staff costs +3% YoY and stable QoQ.
- Administration costs +3% YoY, excluding one off costs -5% YoY (lower costs related to marketing, consultancy, and third party services).
- Depreciation & Other -18%.

22

Q1 2016 includes PLN 8m for borrowers fund.  
 Q4 2016 includes one off expenses related to BS in Nadarzyn PLN 13.5m (PLN12.5m for BZWBK and PLN1m for SCB).  
 Q1 2017 includes higher costs related to BFG vs. in 1Q 2016 of PLN 39m.

Bank Zachodni WBK

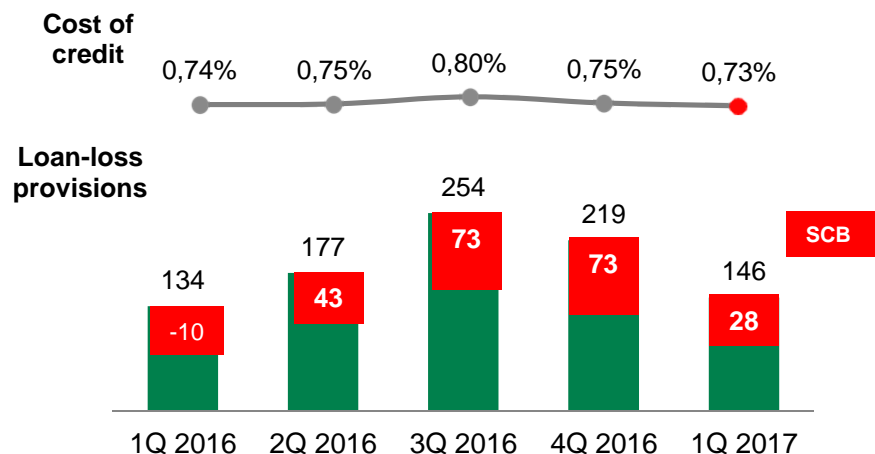
Grupa Santander

# Loan-loss provisions (LLPs) and Credit Quality

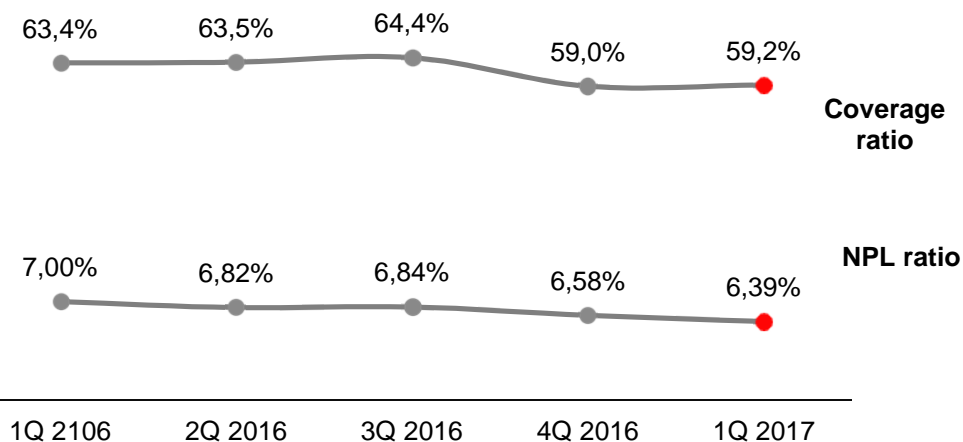
## Lower Cost of Credit YoY and NPL Ratio YoY

PLN million

### LLPs and Cost of credit



### NPL and Coverage ratio



SCB Group accounted for PLN -28m of loan-loss provisions in 1Q 2017 and for PLN +10m in 1Q 2016

### Comment

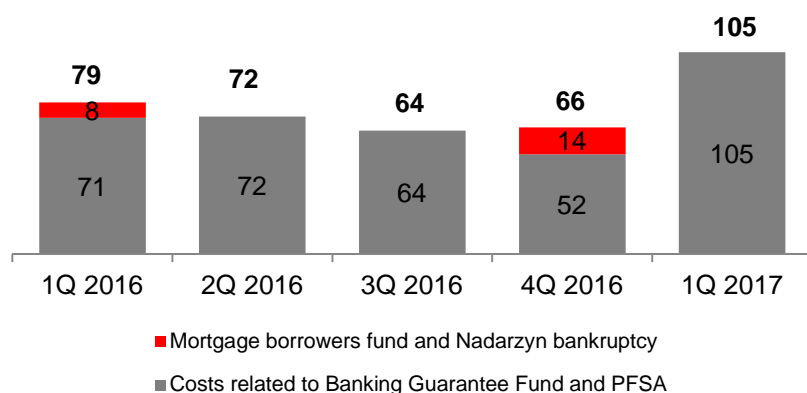
- The portfolio is performing well and within expectations.
- SCB provision in line with assumptions.
- Lower NPL ratio by 0.61% YoY.

# Bank Tax, Regulatory Costs and NPL Sales

## Banking Tax

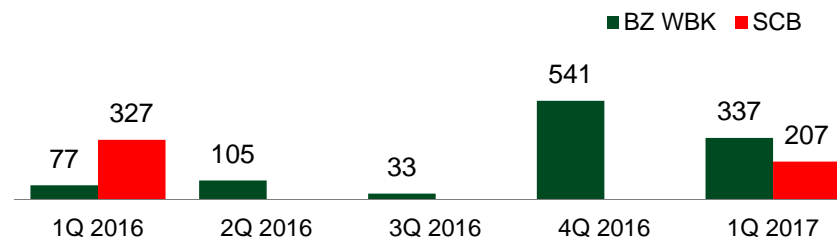
Pursuant to the Act on tax imposed on certain financial institutions, bank assets are subject to tax of 0.0366% per month, effective from 1 February 2016. In 1Q 2017, the total tax charged to BZ WBK and SCB in this respect was PLN 106m (PLN 97m and PLN 9m respectively).

## Costs related to BGF and PFSA

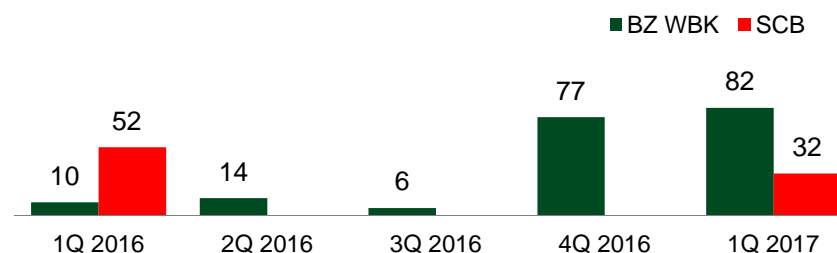


## NPL Sales

- **BZ WBK** 1Q 2017 NPL sales of PLN 337m, PBT gain in 1Q 2017 of PLN 82m
- **SCB** 1Q 2017 NPL sales of PLN 207m, PBT gain in 1Q 2017 of PLN 32m.



## P&L impact (PBT) of sale of NPL



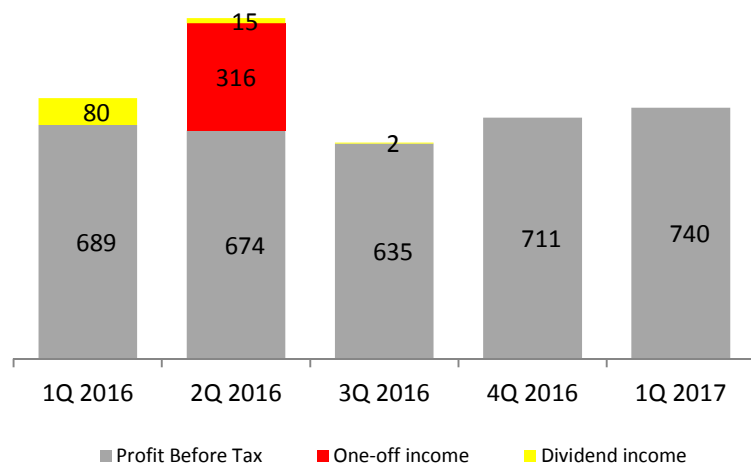


# Attributable Profit

**Underlying\* attributable profit +3% YoY**

PLN million

## Profit Before Tax



	1Q 2017	1Q 2016	YoY (%)	QoQ (%)
<b>Net Operating Income</b>	<b>983</b>	<b>963</b>	<b>2%</b>	<b>-4%</b>
LLPs	(146)	(134)	8%	-34%
<b>Profit before taxes</b>	<b>740</b>	<b>837</b>	<b>-12%</b>	<b>4%</b>
Tax on profit	(213)	(148)	44%	5%
<b>Net income</b>	<b>527</b>	<b>689</b>	<b>-23%</b>	<b>4%</b>
<b>Attributable profit</b>	<b>453</b>	<b>556</b>	<b>-19%</b>	<b>-2%</b>
<b>Underlying* attributable profit</b>	<b>492</b>	<b>477</b>	<b>3%</b>	

Effective tax rate	29%	19%
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\* Underlying – excluding increase in BFG costs in 1Q 2017 vs. 1Q 2016 in amount PLN 39m and dividend from Aviva in 1Q 2016 of PLN 80m.

# Conclusions

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## Market Environment & Financial System

- The pace of annual GDP growth slowed in 2016 to 2.8%. However, the first signs of economic recovery in 2017 are already visible. GDP growth for 2017 is forecasted at 3.6% and will be supported by growth in private consumption, investment and exports.
- Deflation ended in November 2016 and rose above 2% at the start of 2017. The annual CPI inflation should stabilise slightly below 2% later in 2017, after the exogenous price drivers ease.
- Main interest rates remained flat at 1.5% in 2016 and will probably be maintained at this level in 2017.
- Sector loan growth slowed down last year due to deterioration of business climate. Moderate improvement in credit demand expected in 2017.

## Strategy & Business

- Business strategy continues to be focused on deepening our relationship with our customers and gathering new customers through the development of our multi-channel approach and increasing loans and related fee income from the Consumer, SME, Leasing, Factoring, Business & Corporate and GCB segments.
- Increasing level of loyal and digital customers through more activity and related income.
- Strategy focused on end to end digital transformation.

## Results

- Active management of Interest Income (+11% y/y) in low interest rate environment.
- Total expenses flat year-on-year as a result of strict cost control and optimisation.
- Continuation of improvement in credit quality.
- Underlying\* attributable profit up 3% y/y.

# Table of Contents

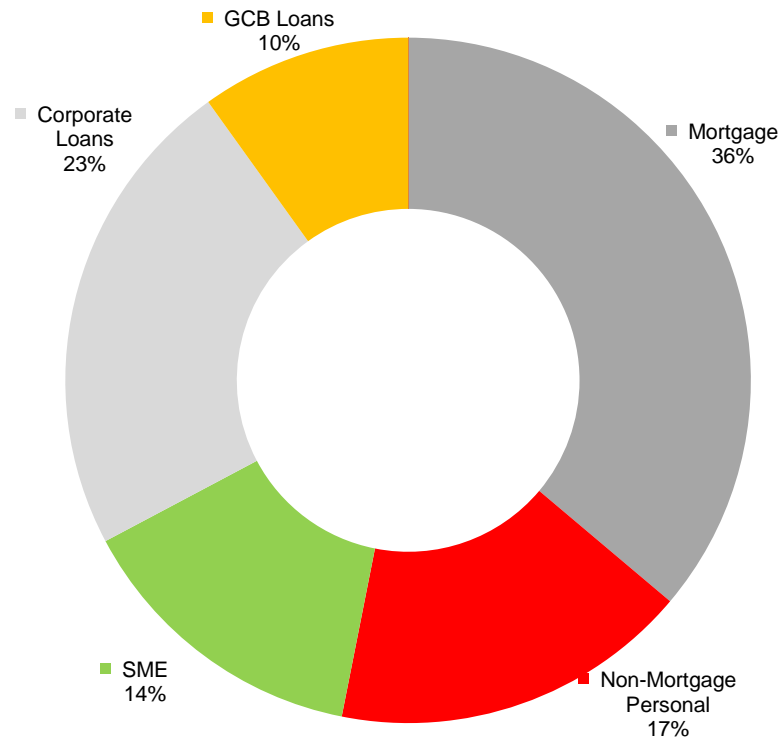
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- BZ WBK Group Strategy and business
- Macroeconomic environment
- BZ WBK Group Results

- **Appendix**

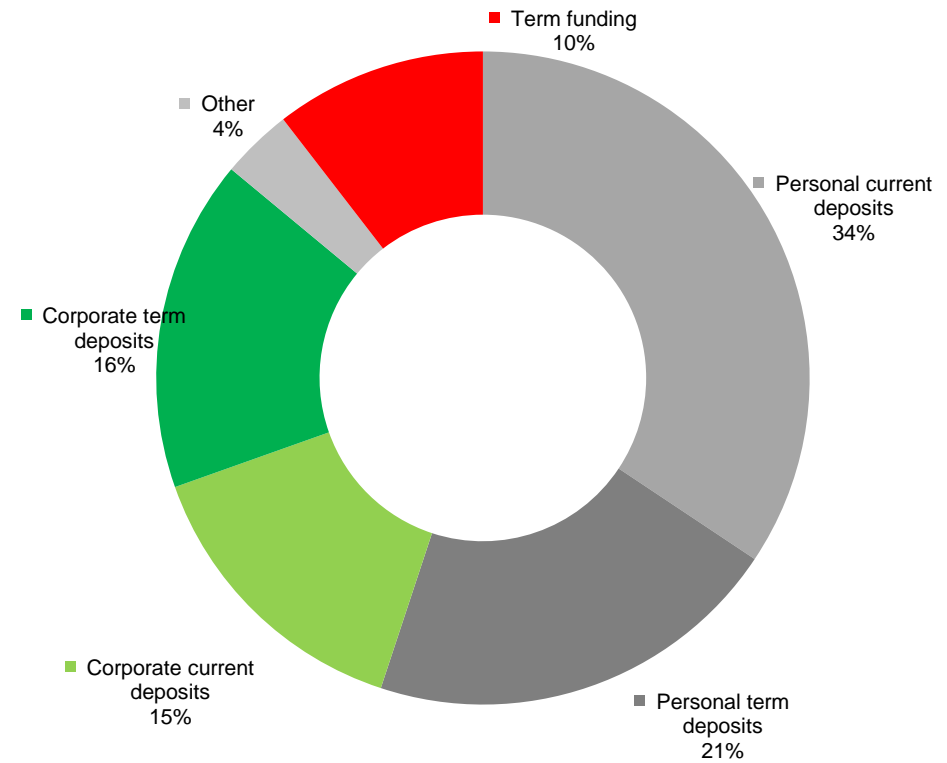
# Structure of Loans and Deposits / Term Funding

Gross loans as of 31 March 2017



Total 109 bn PLN

Deposits & term funding\* as of 31 March 2017

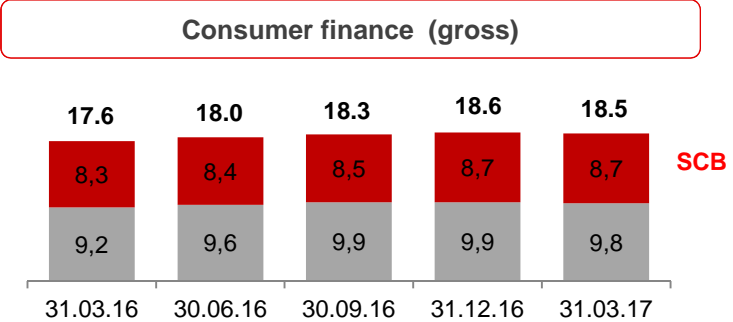


Total 117 bn PLN

# Loans to Individuals and SME

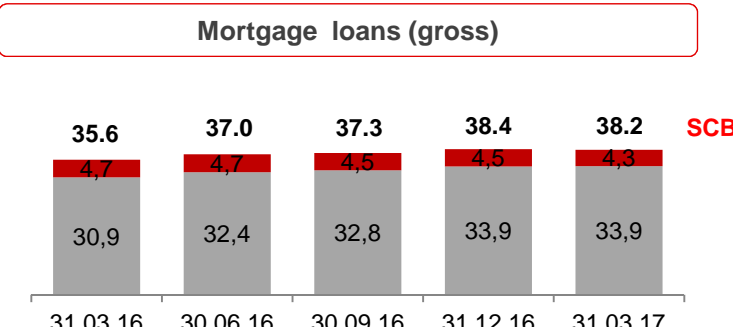
PLN bn

## Consumer Finance



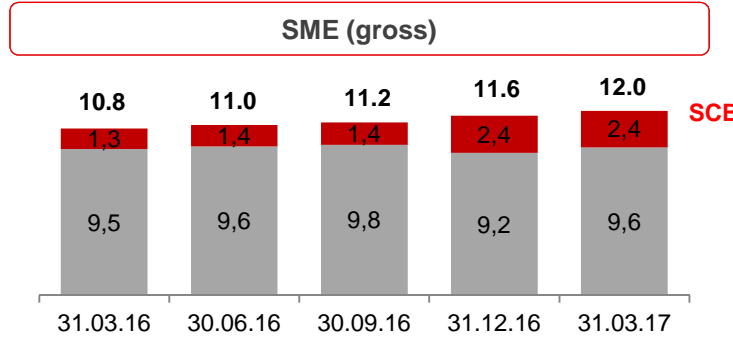
BZ WBK Consumer Finance +6% YoY  
SCB Consumer Finance +5% YoY

## Mortgage loans



BZ WBK PLN Mortgages +21% YoY  
BZ WBK CHF Mortgages -7% YoY\*  
Closed SCB Mortgage Book  
CHF Mortgages -8% YoY\*

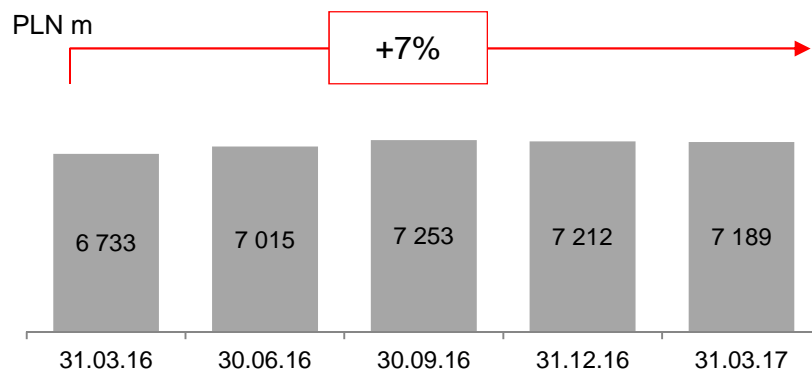
## SME loans



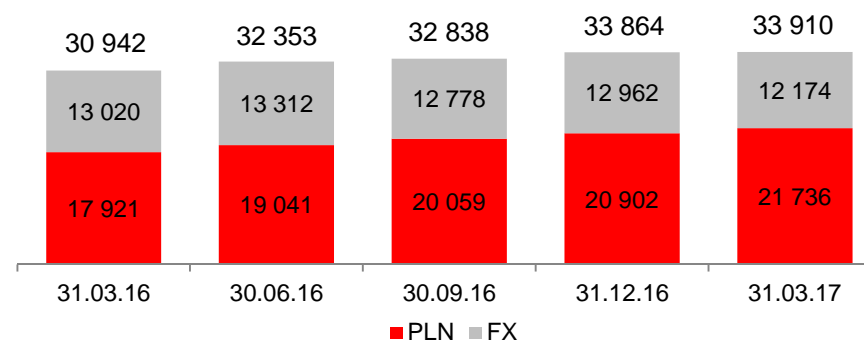
SME portfolio +1% YoY (excl. SCB)  
SME new sales +8% QoQ.  
SME loyal customers +12% YoY

# Personal Lending (excluding SCB)

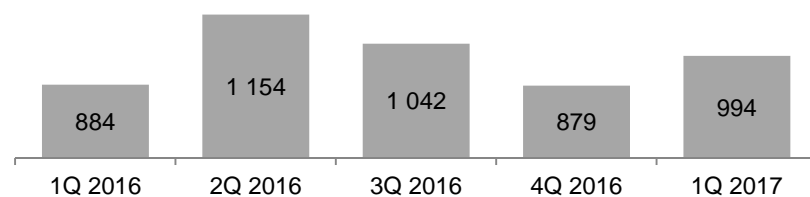
## Cash Loans (gross)



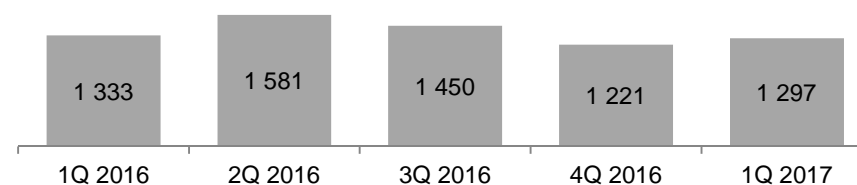
## Mortgage Loans (gross)



## Cash Loan Sales



## Mortgage Loan Sales (by disbursement)



## Comment

- Cash loan portfolio +7% YoY
- Cash loan sales +13% YoY

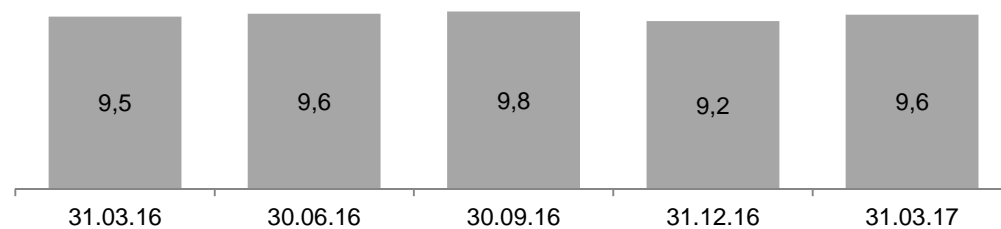
## Comment

- PLN mortgage portfolio +21% YoY / Sales +6% QoQ
- CHF mortgage portfolio -7% YoY (ca. CHF 190m)
- Market share gain\*: 12% of sales (February 2017)

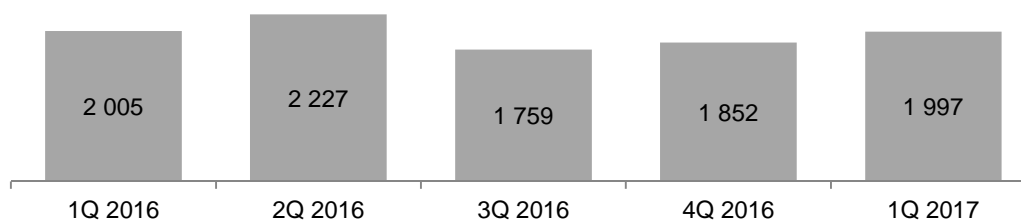
# SME (excluding SCB)

## SME Loans (gross)

PLN m



## SME Loan Sales (by disbursement)



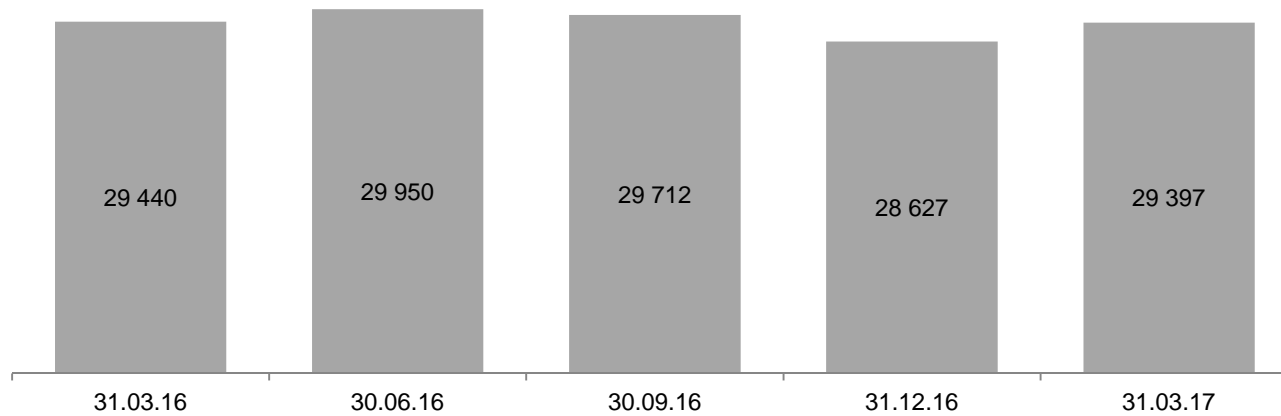
## Comment

- SME portfolio (excl. SCB) +1% YoY with performing loans +4% YoY.
- SME sales +8% QoQ.
- SME loyal customers +12% YoY.

# Corporate & GCB

## Corporate, GCB, Property Loans (gross)

PLN m



## Comment

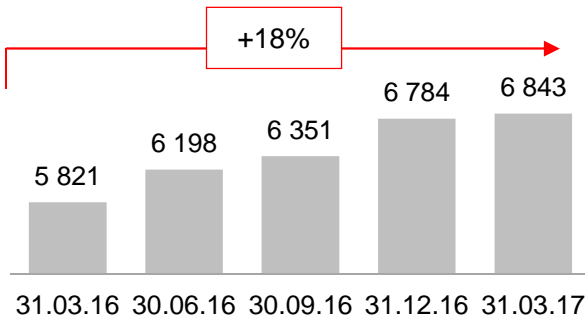
- GCB, Property and Corporate gross loan portfolio growth stable YoY and +3% QoQ
- Corporate loans +3% YoY and stable QoQ.
- Property loans (PLN 7.8bn) -10% YoY and -2% QoQ



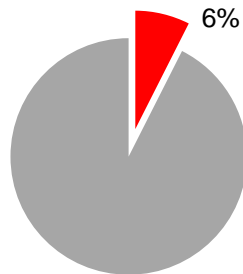
# Leasing & Factoring (excluding SCB)

## Leasing

### Leasing Portfolio (PLNm)



### Market Share (%)

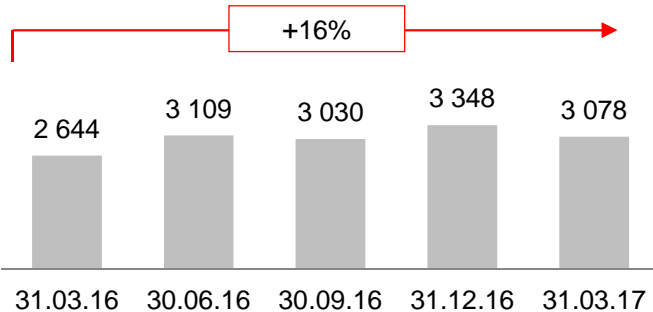


### Comment

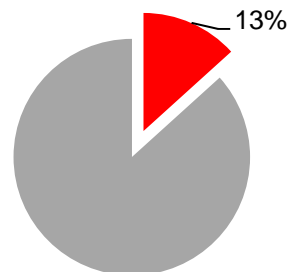
- Leasing portfolio PLN 6.8bn, 18% YoY
- No.1 in machinery and equipment with 11% market share
- No. 2 in agri with 19% market share

## Factoring – 2nd position on the market\*

### Portfolio (PLNm)



### Market Share (%)

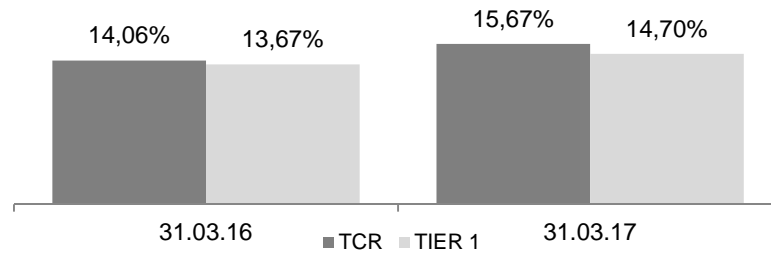


### Comment

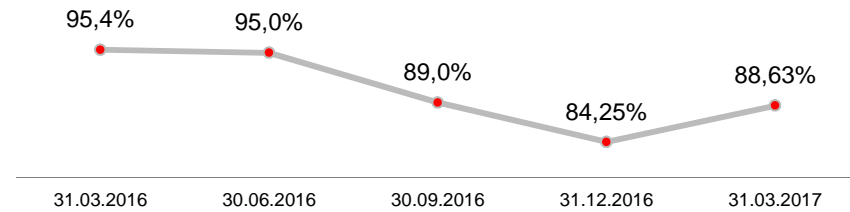
- Portfolio + 16% YoY
- Turnover + 31% YoY
- Factoring – 2nd position on the market; 1st position in confirming

# Capital Position & Liquidity

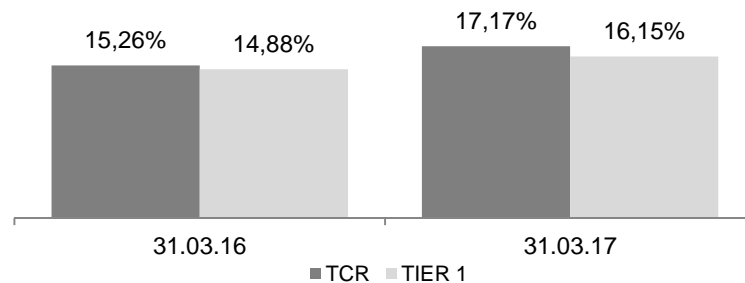
**BZ WBK Group Capital Ratio**



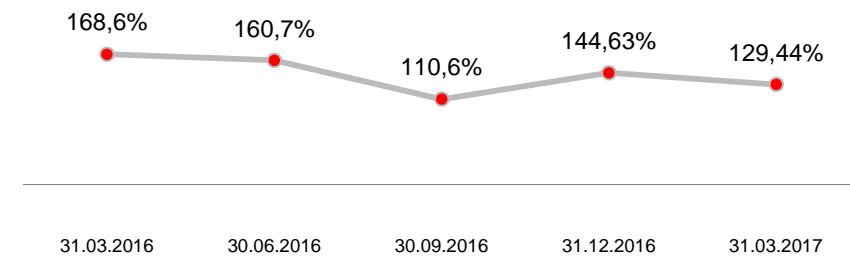
**BZ WBK Group (excl. SCB) Loan to Deposits Ratio (L/D)**



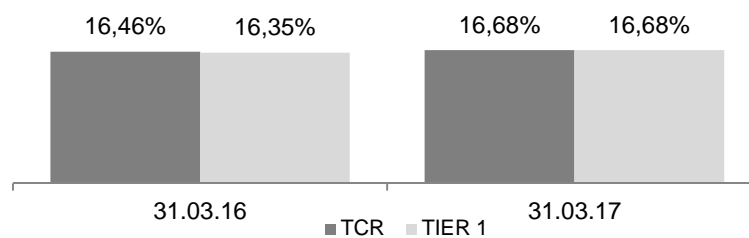
**BZ WBK Bank Capital Ratio**



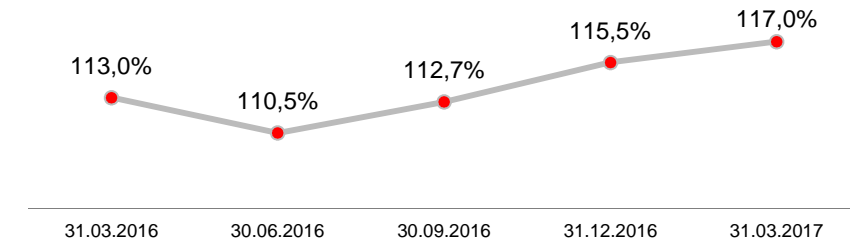
**BZ WBK Group Liquidity Coverage Ratio (LCR)**



**SCB Capital Ratio**



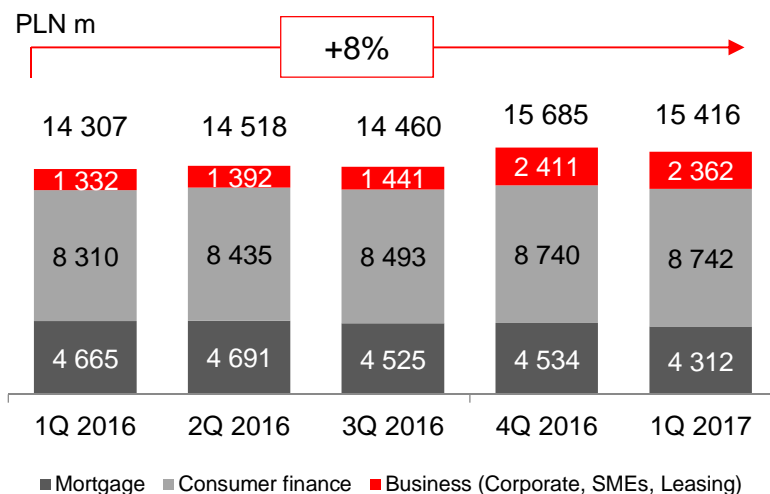
**BZ WBK Net Stable Funding Ratio (NSFR)**



# Santander Consumer Group - Loan Performance

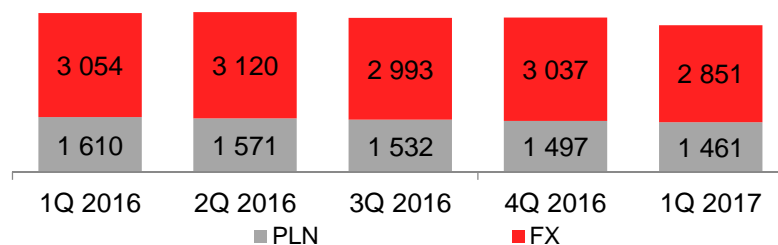
## Gross Loans +8% YoY

### Total gross loans



	Mar'17	Mar'16	YoY (%)	QoQ (%)
<b>Individuals</b>	<b>13 054</b>	<b>12 975</b>	<b>1%</b>	<b>-2%</b>
Mortgage	4 312	4 665	-8%	-5%
Consumer finance	8 742	8 310	5%	0%
<b>Business</b>	<b>2 362</b>	<b>1 332</b>	<b>77%</b>	<b>-2%</b>
<b>Total gross loans</b>	<b>15 416</b>	<b>14 307</b>	<b>8%</b>	<b>-2%</b>

### Gross mortgage portfolio



### Comment

- **Total gross loans: +8% YoY:**
  - Mortgage portfolio -8% YoY
  - CHF mortgage loans -8% YoY (ca. CHF 60m)
  - Consumer loans +5% YoY
  - Business loans +77% YoY due to inclusion of PSA Finance Polska S.A.\*

# Santander Consumer Group

## Key Financial Results 1Q 2017

<i>PLN m</i>	1Q 2016	1Q 2017
Assets	15 692	17 590
Net Loans	12 728	13 743
Deposits	7 856	7 835
Total equity	2 912	3 013
Net profit	148	137
L/D (%)	162,0%	175,4%
C/I (%)*	44,2%	42,3%
ROE (%)	20,8%	18,6%
ROA (%)	3,7%	3,1%
TCR (%)**	16,5%	16,7%

# BZ WBK Group Profit & Loss Account

for the period ( in PLN k):	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017
Interest income	1 461 977	1 479 026	1 527 630	1 592 287	1 559 802
Interest expense	(337 311)	(326 500)	(309 250)	(317 487)	(305 806)
<b>Net interest income</b>	<b>1 124 666</b>	<b>1 152 526</b>	<b>1 218 380</b>	<b>1 274 800</b>	<b>1 253 996</b>
Fee and commission income	577 347	575 852	613 910	621 355	589 294
Fee and commission expense	(104 619)	(105 020)	(126 687)	(137 418)	(114 101)
<b>Net fee and commission income</b>	<b>472 728</b>	<b>470 832</b>	<b>487 223</b>	<b>483 937</b>	<b>475 193</b>
Dividend income	79 569	15 225	1 730	58	345
Net trading income and revaluation	82 793	90 066	56 023	51 938	55 858
Gains (losses) from other financial securities	38 986	348 678	7 449	7 661	17 177
Net gains/(losses) on subordinated entities	100	-	-	-	3 757
Other operating income	29 121	37 606	32 181	41 856	42 340
Impairment losses on loans and advances	(134 144)	(176 989)	(254 119)	(219 338)	(145 512)
Operating expenses incl.:	(864 653)	(840 633)	(822 124)	(840 311)	(865 972)
<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>Depreciation/amortisation</i>	<i>(65 313)</i>	<i>(68 847)</i>	<i>(68 350)</i>	<i>(74 710)</i>	<i>(74 269)</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>
<b>Operating profit</b>	<b>829 166</b>	<b>1 097 311</b>	<b>726 743</b>	<b>800 601</b>	<b>837 182</b>
Share in net profits (loss) of entities accounted for by the equity method	7 638	13 058	15 443	19 300	8 655
Tax on financial institutions	(67 579)	(105 665)	(105 097)	(108 865)	(105 809)
<b>Profit before tax</b>	<b>769 225</b>	<b>1 004 704</b>	<b>637 089</b>	<b>711 036</b>	<b>740 028</b>
Corporate income tax	(147 823)	(231 378)	(156 985)	(201 776)	(212 812)
<b>Consolidated profit for the period</b>	<b>621 402</b>	<b>773 326</b>	<b>480 104</b>	<b>509 260</b>	<b>527 216</b>
of which:					
attributable to owners of BZ WBK S.A.	556 473	723 492	425 933	460 949	453 044
attributable to non-controlling interests	64 929	49 834	54 171	48 311	74 172

# BZ WBK Group Balance Sheet

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017
<b>ASSETS</b>					
Cash and balances with central banks	2 064 088	3 139 261	3 259 318	4 775 660	4 150 507
Loans and advances to banks	2 758 247	4 593 417	2 836 355	3 513 278	2 618 114
Financial assets held for trading & hedging	4 141 910	5 018 522	3 375 699	3 248 630	2 660 852
Loans and advances to customers	97 467 955	100 480 379	101 154 367	103 068 538	104 018 178
Buy-sell-back transactions	94 883	34 925	-	-	189 656
Financial assets available for sale	25 529 462	22 956 613	25 479 557	29 307 878	26 500 766
Investments in associates and joint ventures	838 780	841 011	856 454	871 491	880 163
Intangible assets	444 700	431 833	433 359	486 762	452 759
Goodwill	1 688 516	1 688 516	1 688 516	1 688 516	1 688 516
Property, plant & equipment	811 052	804 667	813 694	878 298	858 934
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
Assets classified as held for sale	704	648	782	629	637
Investment property	-	-	-	-	-
Other assets	718 983	828 490	727 990	725 714	951 248
<b>Total assets</b>	<b>137 785 835</b>	<b>142 248 818</b>	<b>142 038 919</b>	<b>150 099 716</b>	<b>146 378 295</b>
<b>LIABILITIES</b>					
Deposits from banks	2 280 822	2 403 002	1 574 087	2 561 281	2 635 608
Financial liabilities held for trading & hedging	4 056 696	4 869 426	4 041 084	3 832 404	3 127 371
Deposits from customers	102 198 247	105 757 908	106 650 707	112 522 457	108 452 441
Sell-buy-back transactions	990 276	1 786 499	1 238 351	1 632 613	1 529 209
Debt securities in issue	4 348 075	4 378 949	5 234 569	5 529 187	5 384 435
Subordinated liabilities	527 838	542 725	529 976	440 457	931 147
Current income tax liabilities	-	199 195	83 485	84 151	-
Provisions	143 562	123 483	120 124	130 128	134 224
Other liabilities	1 946 548	1 908 317	1 792 569	2 348 562	2 492 471
<b>Total liabilities</b>	<b>116 492 064</b>	<b>121 969 504</b>	<b>121 264 952</b>	<b>129 081 240</b>	<b>124 686 906</b>
<b>Equity</b>					
Equity attributable to owners of BZ WBK S.A.	<b>20 072 679</b>	<b>19 217 715</b>	<b>19 658 004</b>	<b>19 780 827</b>	<b>20 358 513</b>
Share capital	992 345	992 345	992 345	992 345	992 345
Other reserve funds	14 705 263	15 783 745	15 787 457	15 791 555	15 799 143
Revaluation reserve	896 642	604 220	614 864	276 093	392 443
Retained earnings	2 921 956	557 440	557 440	553 987	2 721 538
Profit of the current period	556 473	1 279 965	1 705 898	2 166 847	453 044
<b>Non-controlling interest in equity</b>	<b>1 221 092</b>	<b>1 061 599</b>	<b>1 115 963</b>	<b>1 237 649</b>	<b>1 332 876</b>
<b>Total equity</b>	<b>21 293 771</b>	<b>20 279 314</b>	<b>20 773 967</b>	<b>21 018 476</b>	<b>21 691 389</b>
<b>Total equity and liabilities</b>	<b>137 785 835</b>	<b>142 248 818</b>	<b>142 038 919</b>	<b>150 099 716</b>	<b>146 378 295</b>



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