

Good year

Bank Zachodni WBK Group performance for 2009

Warszawa, 2nd March 2010

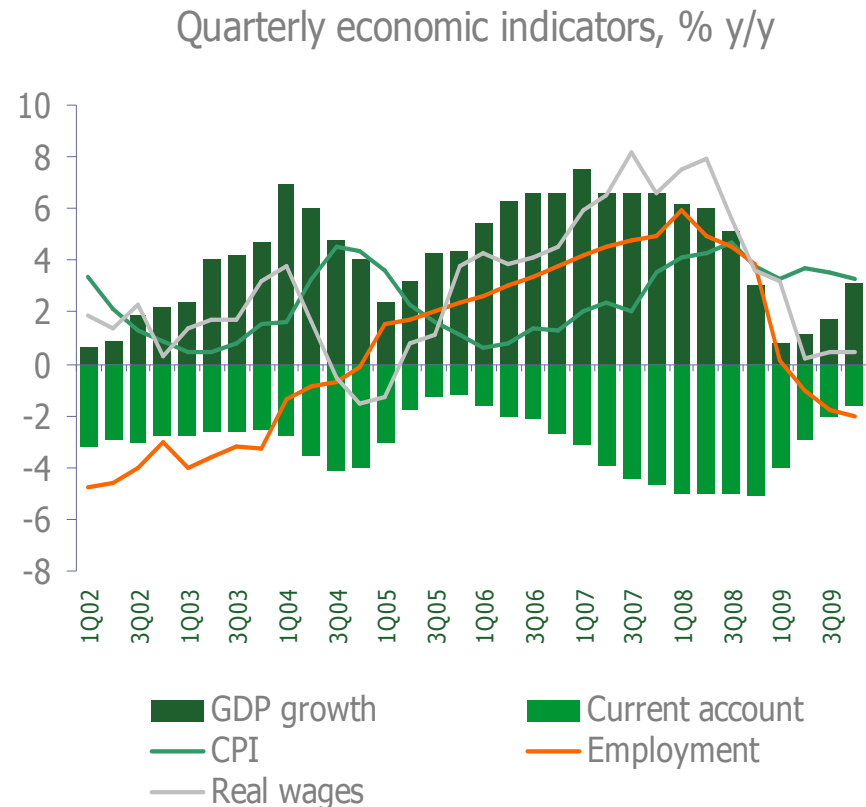


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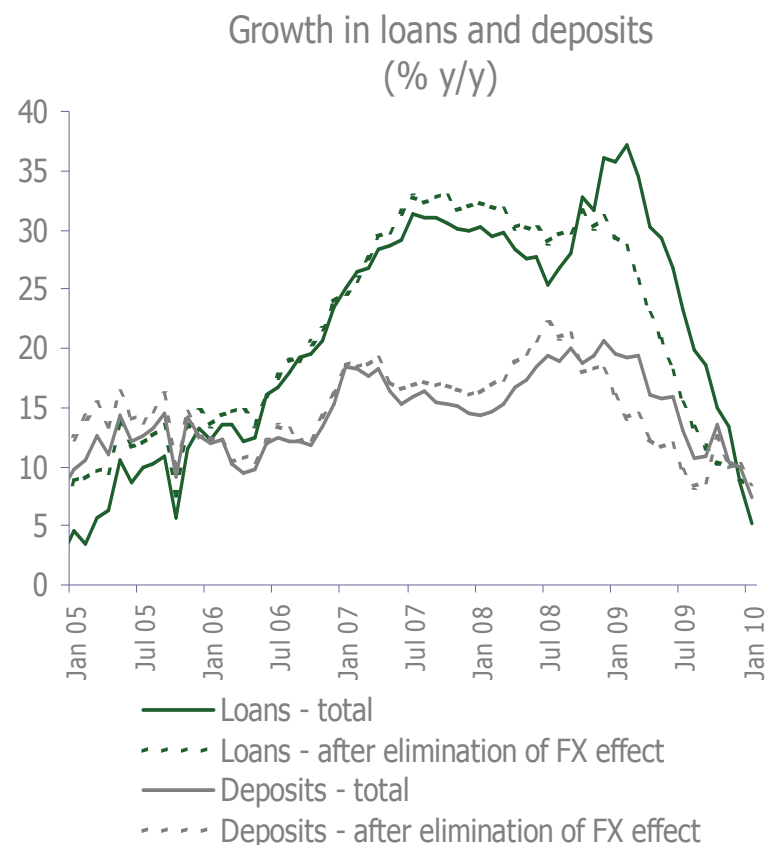
Moderate optimism for 2010

- Economic growth reached 3% in 4Q09. We expect similar GDP growth rate for 2010 as a whole
- We forecast increase in investments, which will be driven by use of EU funds, which supports the construction sector. This trend was observed already in 2009.
- The deceleration of consumer demand in 2009. Disposable income under pressure and high uncertainty regarding consumption in 2010.
- Exports recovery – more orders and zloty rate assuring competitiveness
- Low inflation but start of rate hikes in 2010, high fiscal deficit



... also in the credit market

- In 2009 significant deceleration of credit growth for households and challenging credit market for enterprises
- Improvement of economic situation and lower macroeconomic risk will allow for this trend to reverse
- Our forecast of credit growth for 2010 for enterprises is at ca. 5% and for households at 2009 level (12%)
- Annual growth rate in deposits is still in downward trend, and this may be continued in 2010 in case of households (effect of consumption smoothing)
- Good financial results of enterprises and slow investments acceleration support the growth in corporate deposits

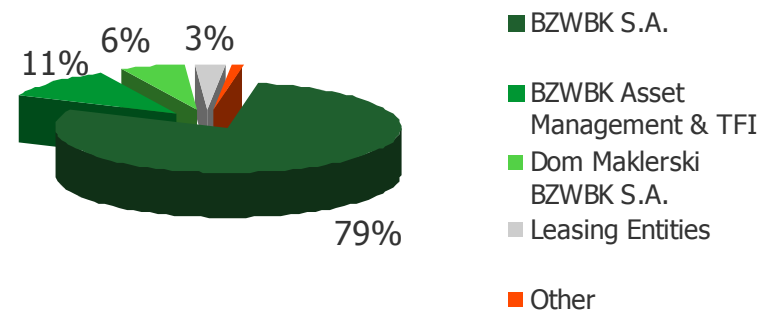


2009 summary

<i>PLN m</i>	2008	2009	Change
Operating surplus	1 576	1 644	+4,3%
Provision charge	-365	-481	+32%
PBT	1 211	1 163	-4%
PAT to Company's equity holders	855	886	+4%
C/I ratio	51,6%	50,0%	-1.6%
NPL's ratio	2,9%	5,5%	+2.6%
Annualised total credit loss ratio	1,23%	1,31%	+0.08%
ROE	20,8%	17,5%	-3.3%
Solvency ratio	10,74%	12,97%	+2.23%
Loan / Deposit ratio	82%	84%	+2%

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

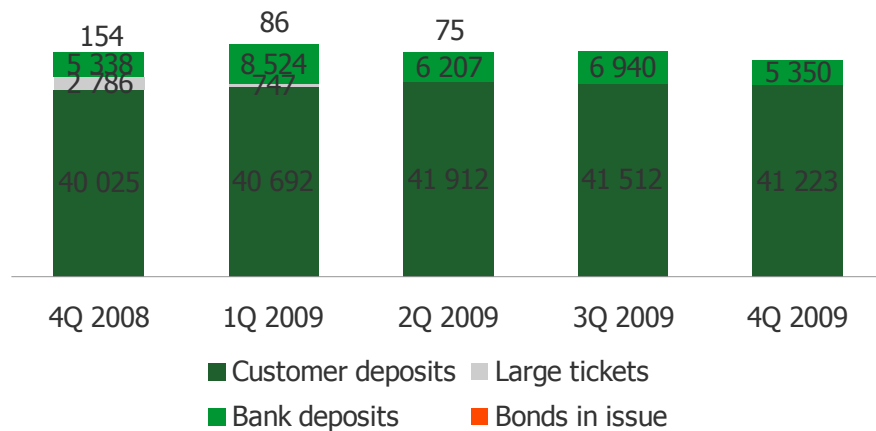
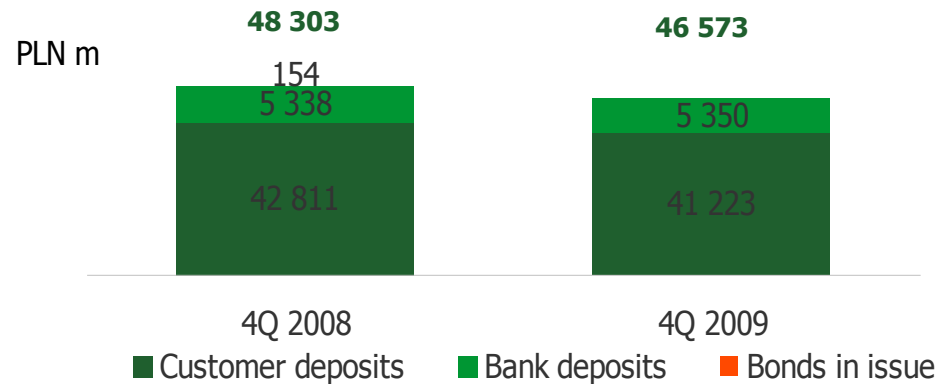
- Contribution of bank entity increases to 79% - was 69% in 2008
- Contribution of AM&TFI and Dom Maklerski combined reduces to 17% from 26% in 2008
- At entity level BZWBK and Leasing Business profitability is impacted by higher provision charge and higher funding costs



PLNm	BZ WBK S.A.	BZ WBK Asset Management & TFI	Dom Maklerski	Leasing Entities	Other
NII	1 416	12	27	88	9
Other income	1 428	174	121	13	12
Provision charge	(450)	-	-	(30)	(1)
Operating Costs	(1 480)	(51)	(82)	(30)	(13)
PBT 2009	914	135	66	41	7
PBT 2008	836	248	75	44	8

Total Deposits -4% y/y

- Total Deposits entrusted to BZWBK Group y/y driven by:
 - Customer deposits -4%
 - Bank deposits stable
- Excl. large tickets Total deposits +2% r/r
- In the 4th quarter 2009 level of Total Deposits was stable
 - Customer deposits -1%
 - Bank deposits -23%
 - Bonds in issue redeemed



Customer Deposits -4% y/y

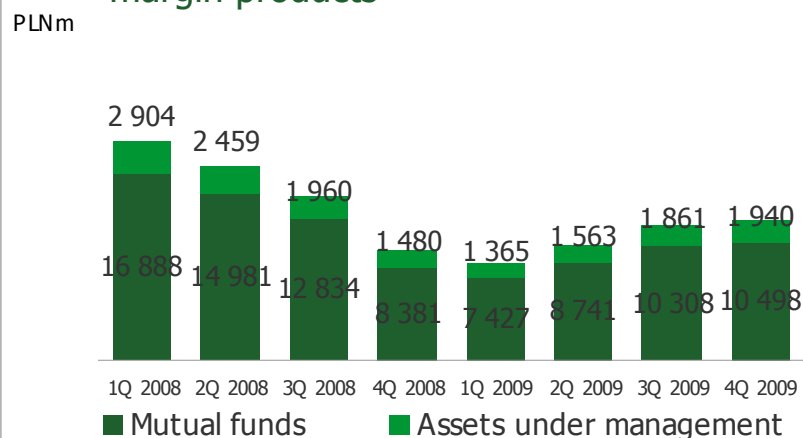
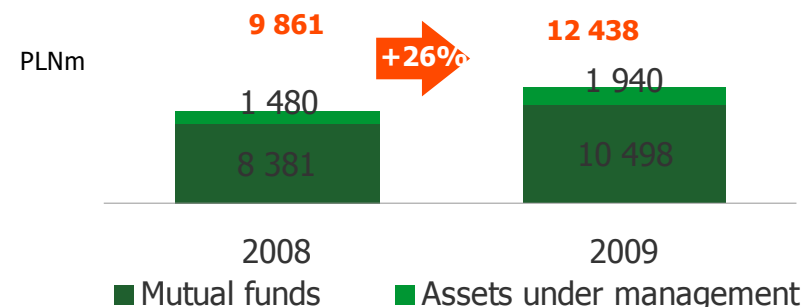
- Decline by -4% on constant currency basis
- Excluding large tickets customer deposits +3%
- Growth of retail deposits y/y +6% and decline in business deposits -1%
- Market share of personal deposits is 6.84%
- Market in 2009 characterized by substantial negative margins on both standard & negotiated deposits



Mutual Funds and Assets Under Management

2nd position in the market

- Increase in assets +26% y/y but in terms of average balances lower by 28%
- Challenging market conditions
- 2nd position on the market in December with share of 11.22%
- In recent months some increase in risk appetite observed
- In Q2 – Q4 Mutual Funds and Assets Under Management increased by 41%
- Change in assets structure towards higher margin products

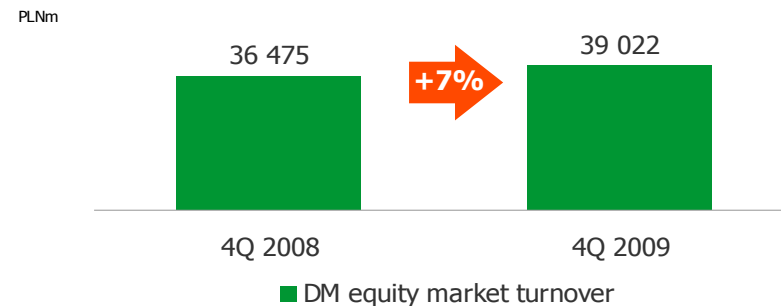


Assets of BZ WBK AIB TFI Funds – structure by type

	4Q 2008	4Q 2009
Closed	11,1%	9,2%
Equity	23,4%	36,7%
Mixed	47,5%	44,6%
Bonds	6,6%	4,4%
Money market	11,4%	5,0%

Brokerage House: maintaining market share

- Improving but highly competitive market:
 - Total turnover on the equities market in 2009 - PLN 333 bn, increased by 3% vs. 2008
- 2nd position in the equity market in 2009 with 11.1% market share vs. 3rd position in 2008 with 11.1% market share
- 3rd position on futures market in 2009 with 12.5% market share vs. 11.8% in 2008
- Strong competition especially in institutional clients segment
- DM business remains strongly profitable – PLN 66m PBT



Market position- as at end of December 2009

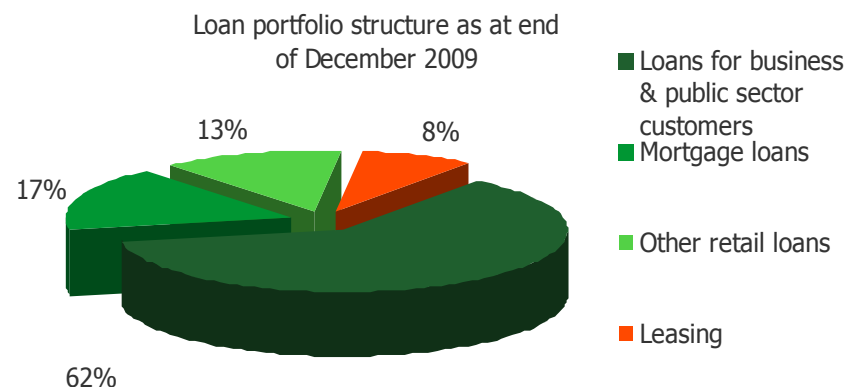
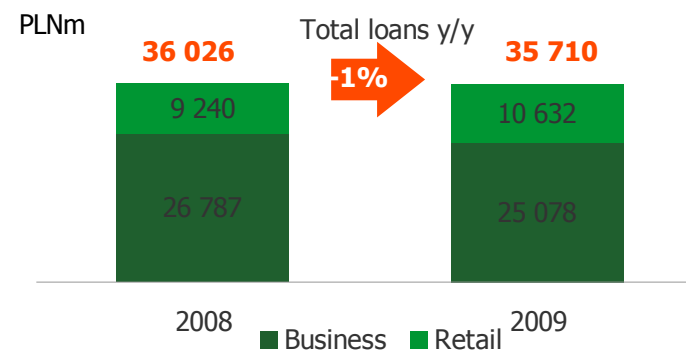
Shares			Bonds		
	PLNm	(%)		PLNm	(%)
1 DM BH	45 325	12,9	1 PKO BP	1 320	44,7
2 DM BZ WBK	39 011	11,1	2 CDM PEKAO	560	18,9
3 ING SECUR	38 710	11,0	3 DM BZ WBK	162	5,5
4 IPOPEMA	38 710	8,6	4 DI BRE Banku	142	4,8
5 DIBRE	25 028	7,1	5 ING SECUR	103	3,5

Futures			Options		
	no.	(%)		no.	(%)
1 DM BOŚ SA	6 145 622	22,9	1 DI BRE	281 605	33,4
2 DI BRE	4 201 253	15,7	2 DM BZ WBK	121 493	14,4
3 DM BZ WBK	3 354 992	12,5	3 PKO BP	107 634	12,8
4 ING SECUR	1 497 042	5,6	4 DM BOŚ SA	90 603	10,7
5 CDM Pekao	1 121 819	4,2	5 UNICREDIT	48 590	5,8

Total Gross Loans -1% bn y/y

Market share 4.59% -0.32 bp y/y

- Decline by 0.4% on constant currency basis
- Growth in retail +15% (constant currency increase + 15%)
- Business sector -6% (constant currency decrease -6%)
- Mortgage loans comprise 17% of total gross loan portfolio (Dec 2008: 15%)
- Strategic balancing of portfolio in favor of retail

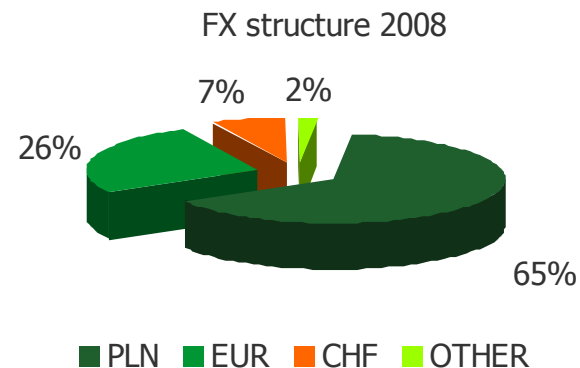
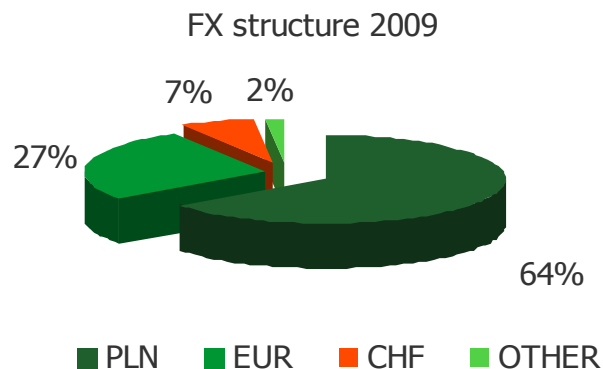


Total Loans

- EUR loans relate mainly to commercial investment & development portfolios (Dec 2009 - 73 %); rental income also in EUR
- CHF exposure predominantly relates to residential mortgage
- Bank ceased FX lending in 1Q 2009

PLNm

FX Structure	2008	2009	y/y
PLN	22 835	22 439	-2%
EUR	9 087	9 245	2%
CHF	2 425	2 282	-6%
OTHER	790	605	-23%
Total net loans	35 137	34 571	-2%

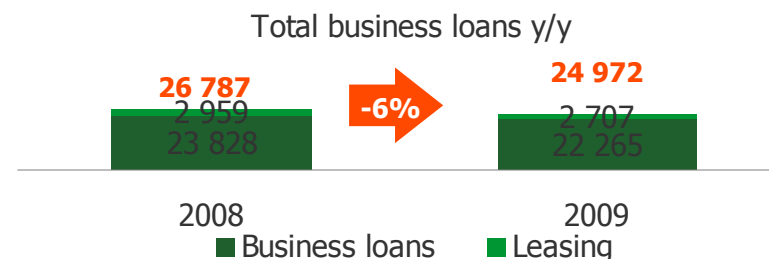
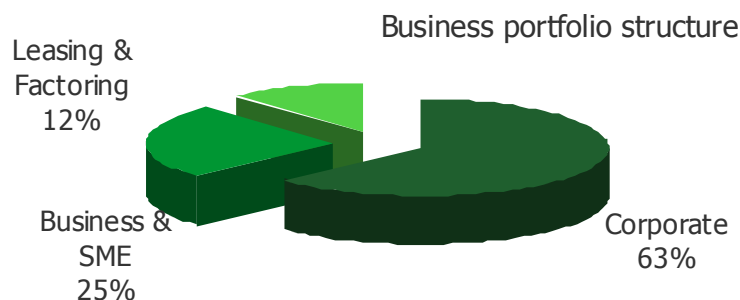


Business Lending -6% y/y

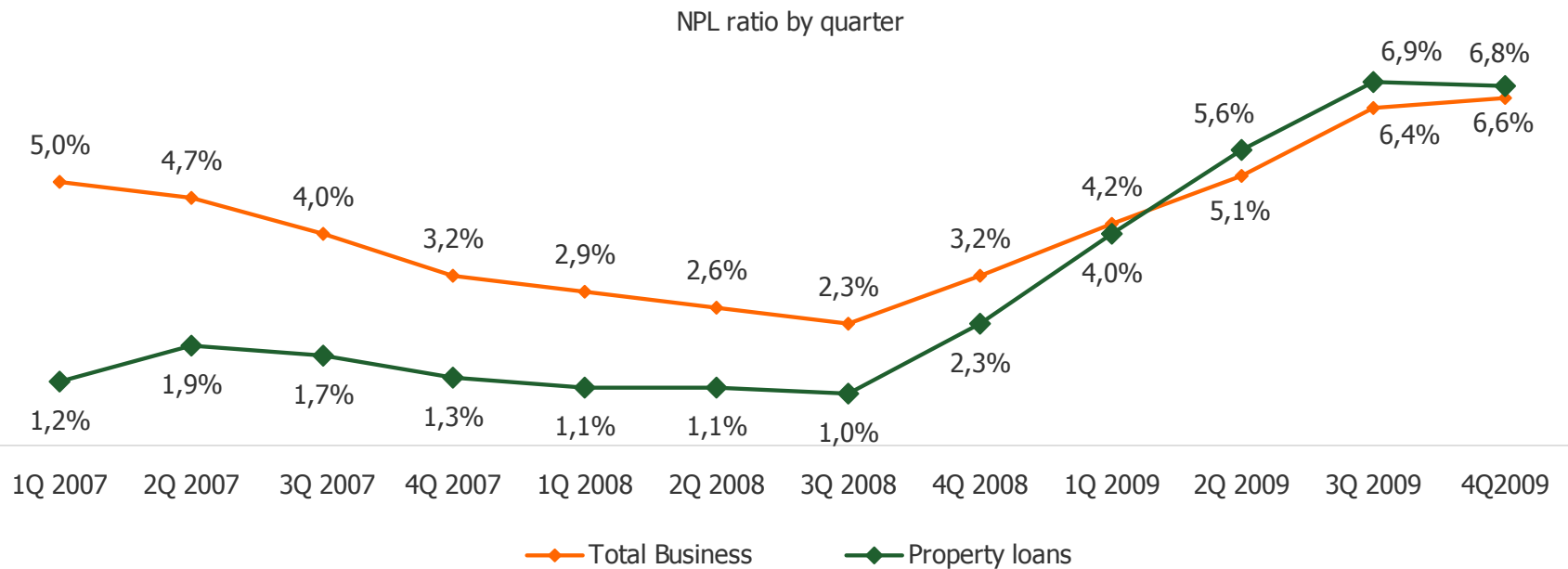
Market share 6.31%, -0.65 bp y/y

- Business lending -6% y/y vs market growth +7% y/y
- Deleveraging of property portfolio impacting more significantly in H2 2009
- In 2009 business lending was subject to reorganization which resulted in a new segmental structure
- Leasing advances decreased by -8.5% y/y vs market -19% y/y

PLNm



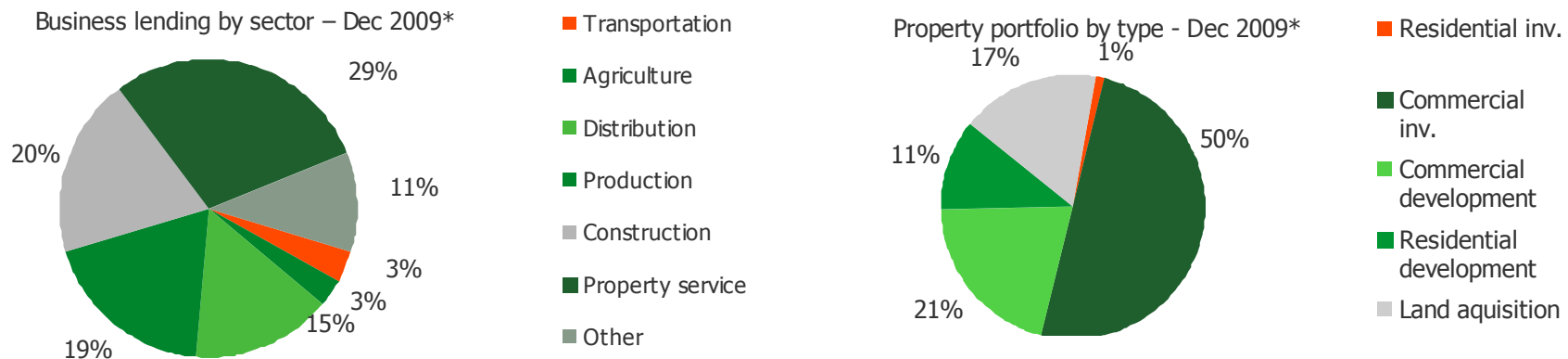
Business Lending



Increase in NPL ratio for property in 2009 is mainly due to land bank exposure and some residential development cases

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 51%, office 35%, warehouse 14%
- Commercial investment - good sectoral spread – office 50%, retail 35%, warehouse 15%
- Commercial investment and development are mainly denominated in EUR
- Property portfolio total exposure (incl. off-balance sheet) down by 19% y/y



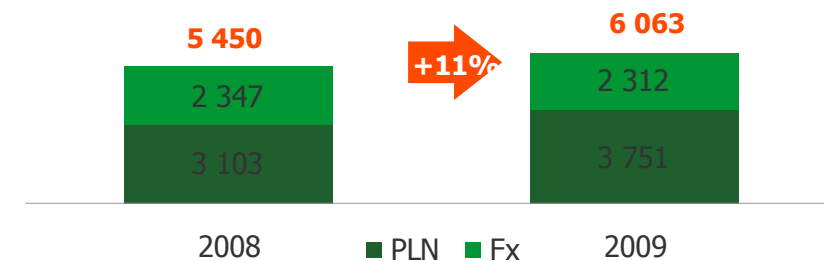
**% of balance sheet exposures. Sectoral analysis is based on PKD codes.
Property portfolio analysis is based on internal management information*

Total Retail Loans +15% y/y

- Mortgage loans increased +11%:
 - PLN mortgage loans increased by 21% y/y
 - Decrease in FX -2% y/y
 - FX mortgages represent 38% of portfolio vs 65% for market (December 2008: 43%)
 - Market share 2.66%
 - NPL: 0.83% vs. 0.81% in Dec 2008
- Higher cash loans +20%:
 - Market share 3.83%
 - NPL: 7% vs. 4.3% in Dec 2008
- Credit card loans increased by 20%:
 - cross-selling packages
 - motivation system for branches
 - NPL: 10.4% vs. 5.4% in Dec 2008
- Other retail loans totaled PLN 816m:
 - Overdrafts + 37%
 - Installment loans+50%

Mortgage loans

mln zł



Cash loans



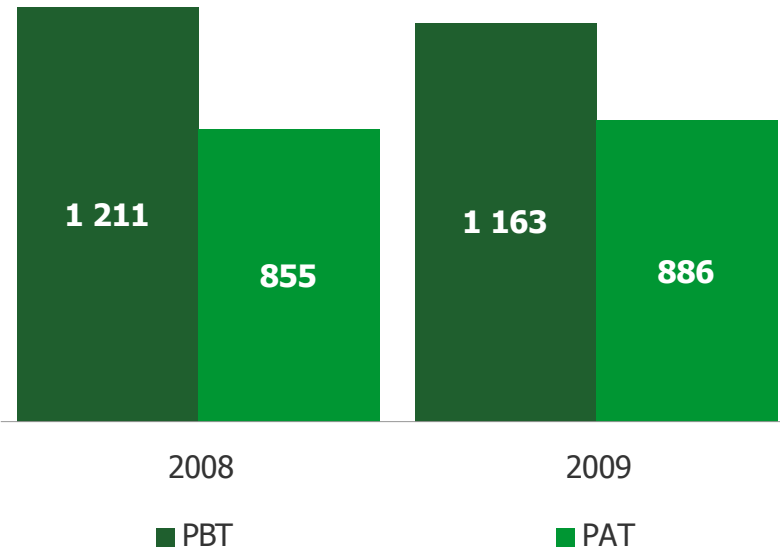
Credit card loans



Financial highlights

P&L

PLNm



PLN m	2008	2009	y/y
Total income	3 258	3 312	2%
Net interest income	1 635	1 563	-4%
<i>Net interest income (incl. swap points)</i>	<i>1 726</i>	<i>1 779</i>	<i>3%</i>
Net fee & commission income	1 374	1 315	-4%
Other income	250	411	64%
<i>Other income (excl. swap points)</i>	<i>159</i>	<i>195</i>	<i>23%</i>
Total costs	-1 682	-1 645	-2%
Operating surplus	1 576	1 644	4%
Provisions	-365	-481	32%
Share in net profit of associates	-1	0	-57%
PBT	1 211	1 163	-4%
Taxation	-256	-223	-13%

Financial highlights

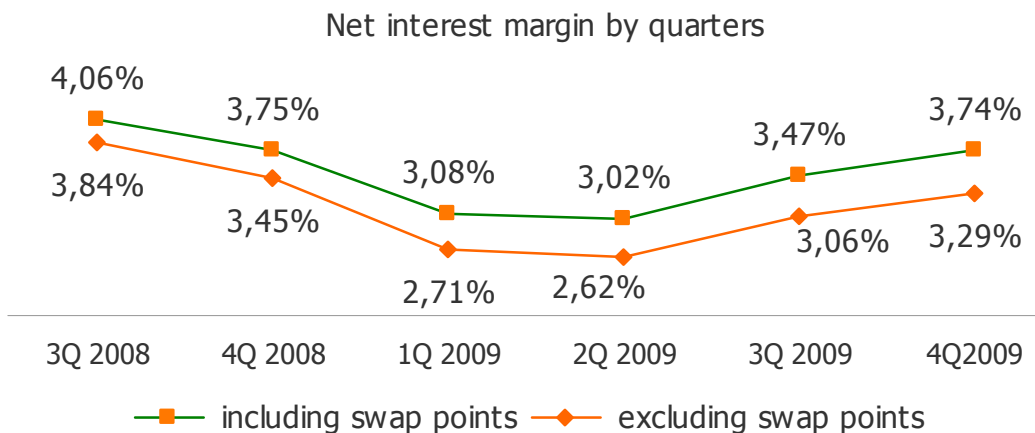
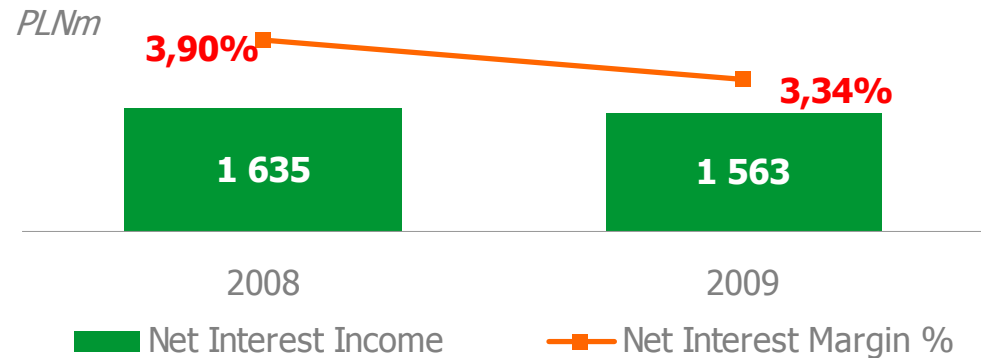
P&L by quarters

4Q 2008	PLN m	1Q 2009	2Q 2009	3Q 2009	4Q 2009
786	Total income	740	851	827	871
428	Net interest income	362	354	413	434
465	<i>Net interest income (incl. swap points)</i>	412	404	469	494
330	Net fee & commission income	314	335	345	321
28	Other income	64	162	69	116
-9	<i>Other income (excl. swap points)</i>	14	112	13	56
-405	Total costs	-414	-403	-389	-439
381	Operating surplus	326	448	438	432
-301	Provisions	-161	-122	-97	-101
-	Share in net profit of associates	-3	-	3	-
80	PBT	162	326	344	331
-23	Taxation	-32	-56	-65	-70
-16	Minority interests	-11	-12	-15	-16
41	Profit after tax	119	258	264	245

Net Interest Income -4% y/y

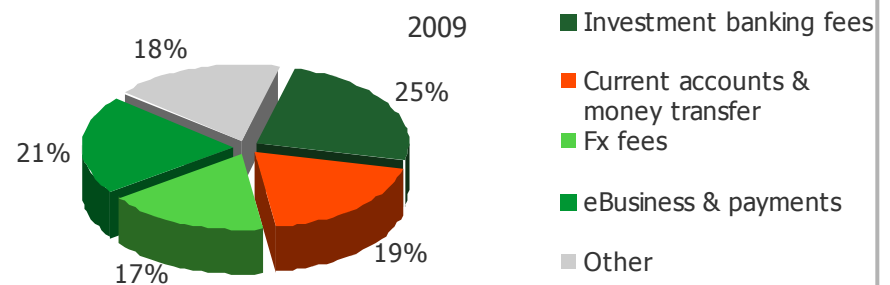
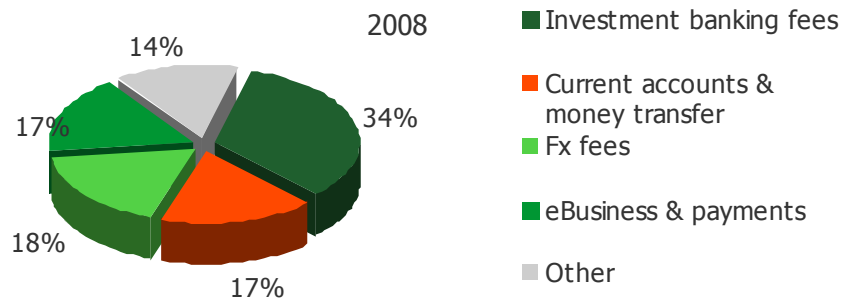
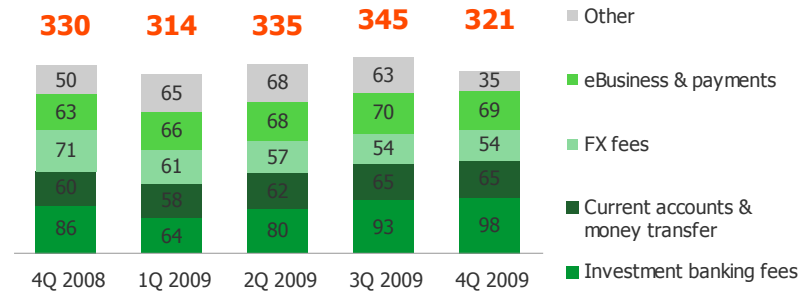
- Significant volume increase:
 - average customer loans +7.0bn, +24%
 - average customer deposit +6.8bn, +20%
- 2009 funding costs impacted by:
 - Deposit war / negative margin products
 - Higher costs of FX funding
 - Lowering of wholesale market rates
- Partially offset by repricing up new / existing loans

Calculation of Net Interest Margin includes interest-related income on FX derivatives (swap points) of PLN 215.3m presented in "Net trading income and revaluation" (1-4Q 2008 PLN 91.2m)



Net Fee and Commissions -4% y/y

- Reduction in income earned from investment banking has largely been replaced by other income streams y/y
- Significant improvement in investment banking since Q1 2009
- Structure in 2009 indicates increasing diversity of income streams
- „Other“ in Q4 2009 includes provision of PLN 23 m for estimated, future reimbursements of bankassurance income to customers

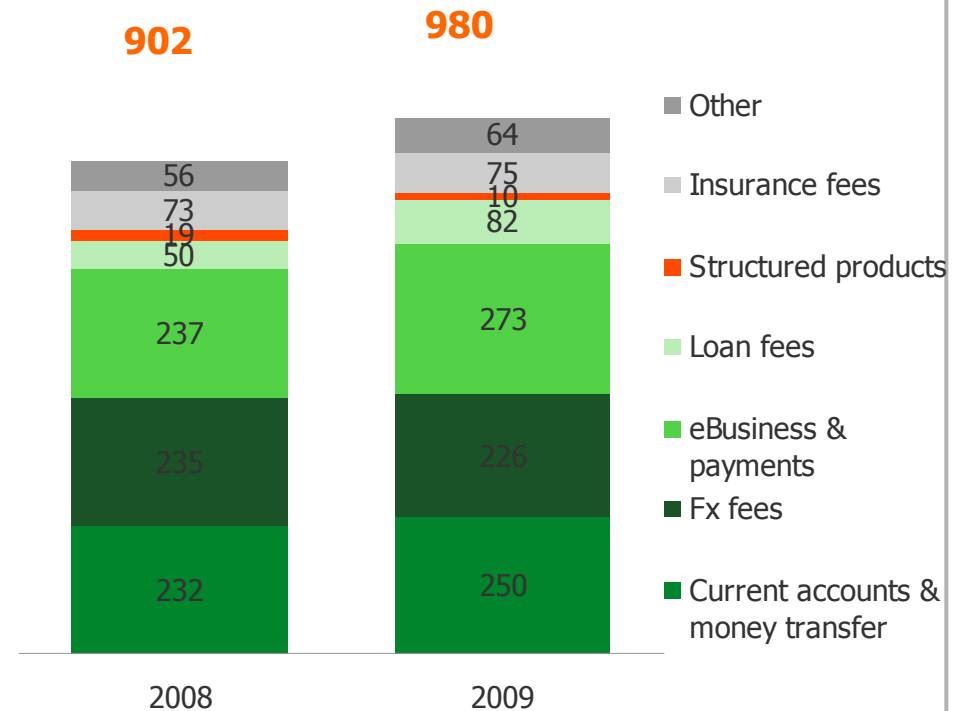


Net Fee and Commissions continued

Banking and other components + 9% y/y

- Account fees +8%
- FX fees decreased by -4%
 - Lower Branch & Corporate activity in recent quarters due to economic environment
- eBusiness & payments +15%
 - debit cards +13%
 - third party services +16%
- Insurance fees +3%
 - cash loans
 - home mortgages
- Credit cards commissions: PLN 61.2m in 2009 vs. PLN 46.7m in 2008

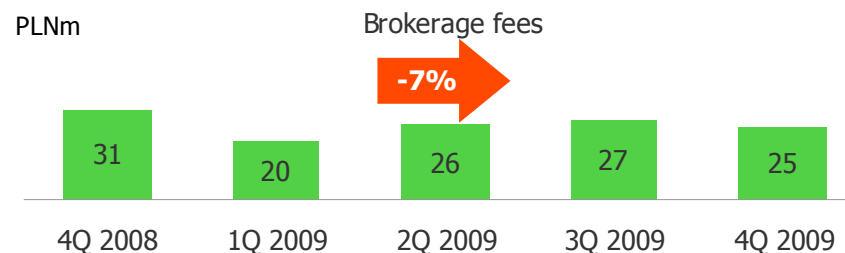
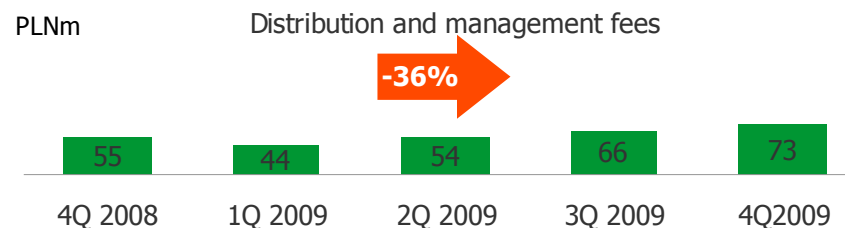
PLNm



Fees and Commissions continued

Asset Management and Brokerage House -29% y/y

- Improvement in customer risk aversion from Q2 2009
- Gross Distribution Fee lower
 - Sales of PLN 1.522 m (-23% y/y)
- Average Arka volumes at PLN 10.4bn, -38% y/y
- Average AUM PLN 1.7bn, -29% y/y



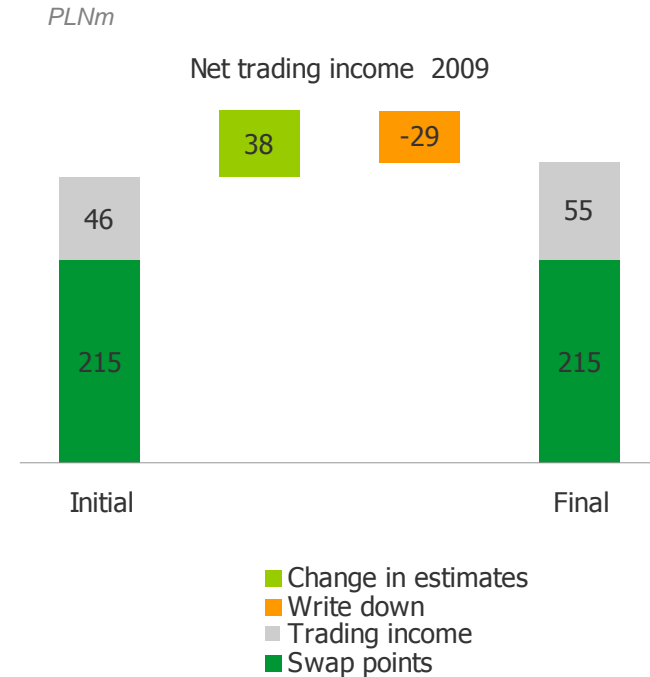
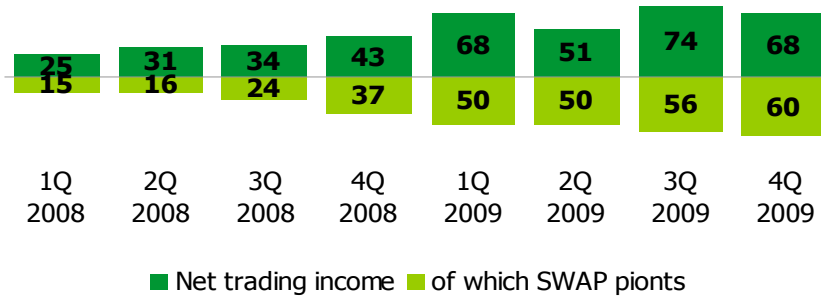
- Secondary Market Fees +8% y/y
- Low Primary Market activities
- Several new issues of structured bonds and certificates launched

Net Trading Income higher by 411% y/y

- Net trading income decreased by write down of customer FX hedging derivatives PLN -29m
- Impact of change in accounting estimates regarding valuation of derivatives as at the end of 2009 totaled PLN 38m

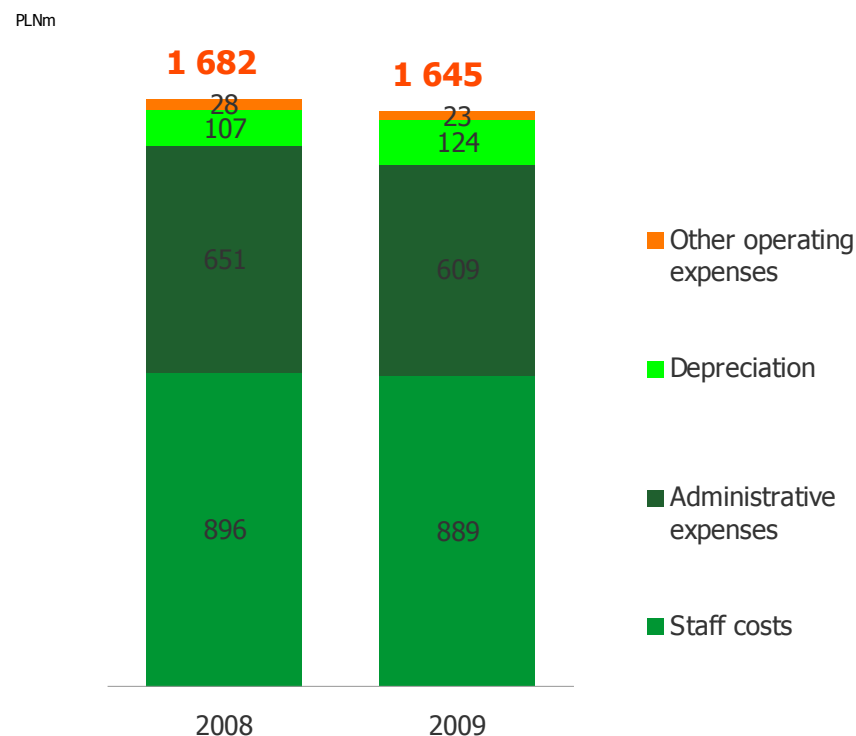
Underlying Net Trading Income excludes FX losses and changes in accounting estimates

Underlying trading income



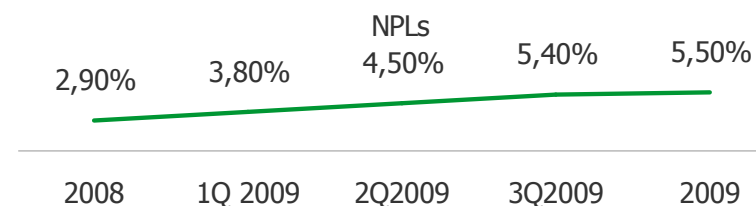
Total Costs PLN 1 645m -2% y/y

- Staff costs -0.8% y/y
 - Lower staff number -768 FTE's y/y (total number of FTE's – end of 2009: 9 453, end of 2008: 10 221)
 - Lower staff training and development cost
 - Partially offset by higher level of bonuses
- Decrease in administrative expenses - 6.4% y/y
 - Marketing - 30%
 - Consulting and advisory -50%
 - IT cost -2%
 - Property +25%
- Depreciation increased by 16%
 - Higher depreciation charge due to branch network expansion



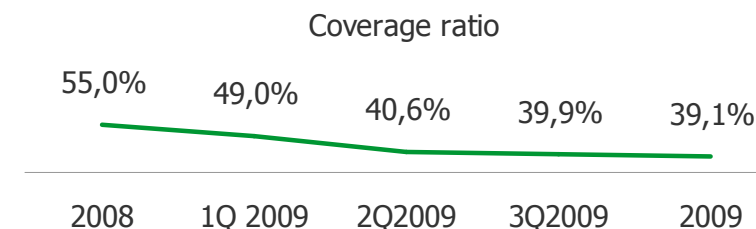
Loan Portfolio Quality

- Net Impairment charges represented 1.31% of average credit principal
- Property cases well secured resulting in lower coverage ratio
- NPL ratio increased due to:
 - Material increase in NPL's in property are mainly driven by land bank exposures
 - Increase in NPL's across most products and sectors



Impairment Charges

<i>PLNm</i>	2008	2009
Collective and individual	(192)	(439)
IBNR	(176)	(56)
Recoveries	10	17
Off balance sheet credit related items	(7)	(3)
Total	(365)	(481)



Capital Management

- BASEL II solvency ratio 12.97% calculated using standardised approach (Bank ratio at 12.34%)
- Relevant Tier I ratio 12.30%
- Decrease in credit RWA in 2009 due to lower unutilised customer limits and a reduction in Treasury assets
- No dividend payout for 2008, 30% dividend payout assumed for 2009
- Management actions for 2009 included:
 - Continued focus on internal capital generation – profitability (cost containment, margin and risk management)
 - Tight management over growth in assets (loan book & capital expenditure & financial investments)
 - Assess desirability of various opportunities to enhance capital

2009 summary

- More diversified income streams and effective cost management
- Recovery in net interest margin since Q2 2009
- Increasing capital and solvency ratios
- Strong liquidity & funding position

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Profit before tax	1 211	1 163	-4%
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ROE	20,80%	17,50%	-3.3%
Loan / Deposit ratio	82%	84%	+2%
Solvency ratio	10,74%	12,97%	+2.23%

Appendix

Balance Sheet by Quarters

	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009	4 Q 2008
ASSETS					
Cash and balances with central bank	2 660 658	1 864 723	2 304 520	2 994 920	3 178 107
Loans and advances to banks	663 027	1 480 301	1 036 165	1 934 057	1 364 543
Financial assets held for trading & hedging	1 353 421	2 010 395	1 802 831	3 636 109	3 225 214
Loans and advances to customers	34 570 697	35 405 268	36 222 576	36 710 743	35 137 202
Investment securities	13 292 572	14 066 638	13 491 880	12 663 124	12 916 041
Investments in associates and joint ventures	81 887	81 711	78 873	79 294	72 221
Intangible assets	181 620	171 217	172 328	173 553	173 934
Property, plant & equipment	596 154	593 784	610 588	628 702	637 486
Current income tax due	43 373	-	3 534	-	-
Deferred tax assets	273 751	285 380	231 213	250 893	210 495
Other assets	341 200	412 736	532 108	409 110	517 826
Total assets	54 058 360	56 372 153	56 486 616	59 480 505	57 433 069
LIABILITIES					
Deposits from central bank	1 519 208	908 175	1 381 739	2 479 021	1 242 574
Deposits from banks	3 830 776	6 032 476	4 825 535	6 044 650	4 095 477
Financial liabilities held for trading & hedging	766 794	1 096 731	1 795 797	3 209 305	3 222 494
Deposits from customers	41 222 871	41 512 085	41 912 301	41 439 137	42 810 727
Debt securities in issue	-	-	75 481	85 862	153 918
Current income tax liabilities	-	58 122	-	19 428	13 638
Deferred tax liabilities	-	-	-	-	-
Other liabilities	663 157	973 738	1 007 053	976 022	681 800
Total liabilities	48 002 806	50 581 327	50 997 906	54 253 425	52 220 628
Equity					
Capital and reserves attributable to the Company's equity holders	5 947 216	5 698 567	5 411 871	5 123 178	4 972 569
Share capital	730 760	730 760	729 603	729 603	729 603
Other reserve funds	3 566 999	3 567 000	3 567 000	2 718 239	2 716 687
Revaluation reserve	422 005	418 923	397 038	366 311	335 507
Retained earnings	341 260	341 260	341 260	1 190 021	335 326
Profit of the current period	886 192	640 624	376 970	119 004	855 446
Minority interest	108 338	92 259	76 839	103 902	239 872
Total equity	6 055 554	5 790 826	5 488 710	5 227 080	5 212 441
Total equity and liabilities	54 058 360	56 372 153	56 486 616	59 480 505	57 433 069

P&L by Quarters

for the period:	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009	4 Q 2008
Interest and similar income	788 809	795 991	785 811	855 477	929 729
Interest expense and similar charges	(354 972)	(383 084)	(430 872)	(493 969)	(501 275)
Net interest income	433 837	412 907	354 939	361 508	428 454
Fee and commission income	380 730	405 147	387 099	362 589	385 898
Fee and commission expense	(59 795)	(59 968)	(52 225)	(48 113)	(56 309)
Net fee and commission income	320 935	345 179	334 874	314 476	329 589
Dividend income	20 286	316	75 964	26	20
Net trading income and revaluation	78 233	62 969	85 028	44 026	(37 617)
Gains (losses) from other financial securities	(1 880)	(2 454)	(7 131)	5 380	44 782
Gains (losses) from investment in subsidiaries and associates	-	-	-	-	-
Other operating income	19 058	7 821	9 390	13 433	21 010
Impairment losses on loans and advances	(100 410)	(97 238)	(122 674)	(160 712)	(300 895)
Operating expenses incl.:	(438 839)	(388 566)	(403 786)	(413 573)	(405 301)
<i>Bank's staff, operating expenses and management costs</i>	<i>(401 521)</i>	<i>(351 164)</i>	<i>(368 801)</i>	<i>(376 830)</i>	<i>(363 252)</i>
<i>Depreciation/amortisation</i>	<i>(31 960)</i>	<i>(31 062)</i>	<i>(30 328)</i>	<i>(30 123)</i>	<i>(28 721)</i>
<i>Other operating expenses</i>	<i>(5 358)</i>	<i>(6 340)</i>	<i>(4 657)</i>	<i>(6 620)</i>	<i>(13 328)</i>
Operating profit	331 220	340 934	326 604	164 564	80 042
Share in net profits (losses) of associates accounted for by the equity method	176	2 838	(422)	(2 926)	354
Profit before tax	331 396	343 772	326 182	161 638	80 396
Corporate income tax	(69 774)	(65 509)	(56 142)	(31 407)	(23 330)
Profit for the period	261 622	278 263	270 040	130 231	57 066
incl.:					
attributable to the Company's equity holders	245 568	263 654	257 966	119 004	40 846
attributable to the Minority equity holders	16 054	14 609	12 074	11 227	16 220

Commission Income by Quarters

Net fee and commission income	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009	4 Q 2008
Investment Banking Fees					
Fund management fees	80	72	59	49	61
Distribution fees	(7)	(6)	(5)	(5)	(6)
Brokerage fees	25	27	26	20	31
Other fees and commissions					
Current accounts & money transfer	65	65	62	58	60
Fx fees	54	54	57	61	71
eBusiness & payments	69	70	68	66	63
Loan fees	19	22	21	20	15
Other distribution fees	3	1	2	4	2
Insurance fees	-4	24	28	27	20
Other	17	16	17	14	13
Total	321	345	335	314	330

Costs by Quarters

Costs	4 Q 2009	3 Q 2009	2 Q 2009	1 Q 2009	4 Q 2008
Staff costs	239,5	213,2	208,2	228,5	177,7
Administration costs	162,0	138,0	160,6	148,3	185,6
Depreciation	32,0	31,1	30,3	30,1	28,7
Other operating costs	5,4	6,3	4,7	6,6	13,3
Total	438,9	388,6	403,8	413,5	405,3

Property Portfolio

PLN bn

31.12.2009	Total exposure	%	BS exposure	%	NPLs	%	Current LTV	Provisions (excl IBNR)	Provision Cover
Residential Investment	0,1	0,8%	0,1	0,9%	-	0,0%	50%	-	-
Commercial Investment	5,8	46,0%	5,7	50,0%	0,03	0,5%	60%	0,001	2,0%
Residential Development	1,7	13,5%	1,3	11,4%	0,19	14,6%	81%	0,040	22,5%
Commercial Development	2,9	23,0%	2,3	20,2%	0,04	1,7%	67%	0,004	10,0%
Land Acquisition	2,1	16,7%	2,0	17,5%	0,52	26,0%	69%	0,132	26,5%
Total Exp & BS	12,6	100,0%	11,4	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	1,5%	0,2	1,7%	0,01	5,0%	59%	0,003	25,8%
Commercial Investment	5,8	43,6%	5,7	48,7%	0,01	0,2%	59%	0,000	2,2%
Residential Development	1,8	13,5%	1,3	11,1%	0,19	14,6%	69%	0,040	22,5%
Commercial Development	3,3	24,8%	2,4	20,5%	0,05	2,1%	69%	0,002	4,3%
Land Acquisition	2,2	16,5%	2,1	17,9%	0,55	26,2%	71%	0,126	23,9%
Total Exp & BS	13,3	100,0%	11,7	100,0%	0,81	6,9%	65%	0,171	22,1%
30.06.2009	Total exposure	%	BS exposure	%	NPLs	%	Current LTV	Provisions (excl IBNR)	Provision Cover
Residential Investment	0,2	1,4%	0,2	1,6%	0,01	5,0%	59%	0,003	27,8%
Commercial Investment	5,8	40,0%	5,7	46,3%	0,01	0,2%	58%	0,000	4,6%
Residential Development	2,2	15,2%	1,3	10,6%	0,18	13,8%	69%	0,036	20,5%
Commercial Development	3,9	26,9%	2,8	22,8%	0,06	2,1%	57%	0,002	3,9%
Land Acquisition	2,4	16,6%	2,3	18,7%	0,43	18,7%	56%	0,120	27,9%
Total Exp & BS	14,5	100,0%	12,3	100,0%	0,69	5,6%	60%	0,161	23,8%

Contacts



Agnieszka Dowżycka

agnieszka.dowzycka@bzwbk.pl

+48 (61)856 4521

Jędrzej Marciniak

Jedrzej.marciniak@bzwbk.pl

+48 (61)856 5400



WBK

| Bank Zachodni WBK