



Strong growth across all business lines

BZWBK Group performance for 1H 2007
August 2007



Agenda

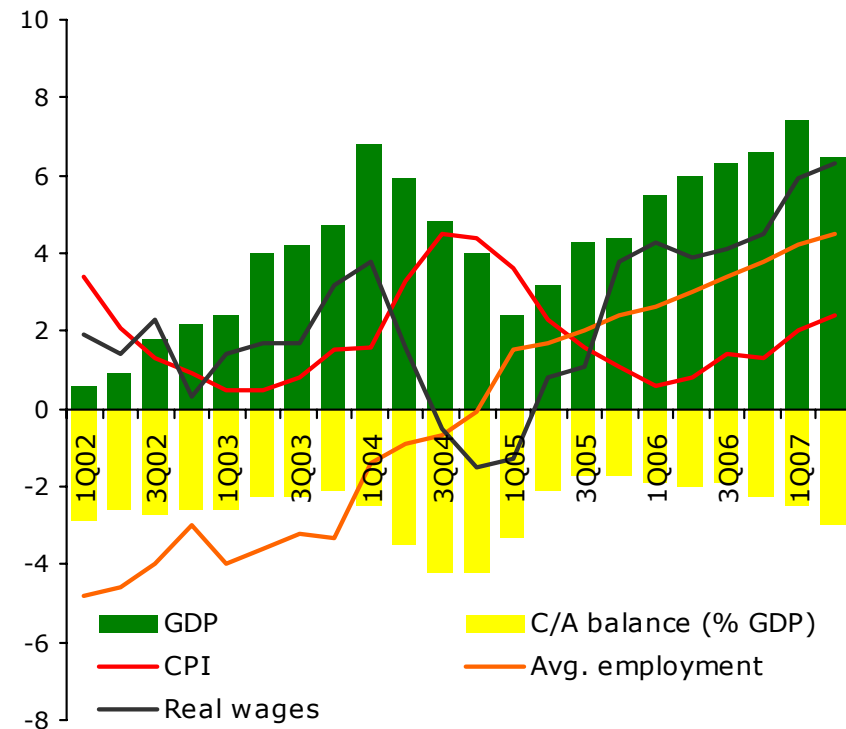
1. Macroeconomic environment
2. Introduction
3. Most important business achievements
4. Financial results



Strong domestic demand, higher interest rates

- Sharp increase in consumption and investment demand, as well as good export results mean a continuation of economic expansion
- Substantial improvement in the labour market leads to higher income
- ... and creates some risks for inflation
- Though inflation remains close to the target, the MPC has started the cycle of monetary policy tightening

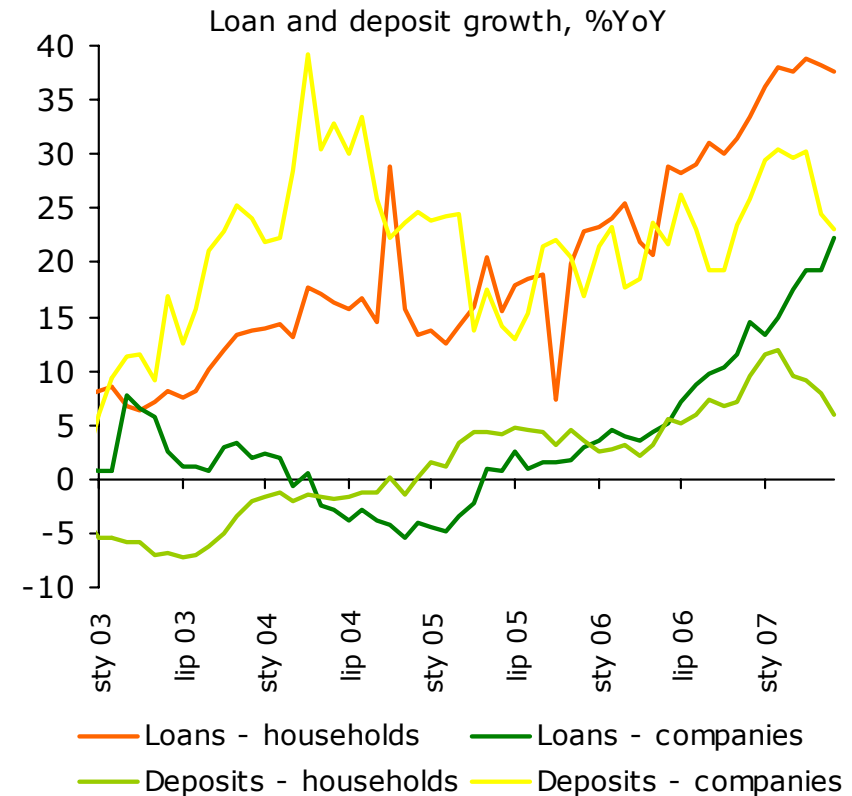
Quarterly economic indicators, %YoY





Further credit expansion

- Moderate rate hikes are not limiting fast credit growth
- In the first half of the year substantial acceleration in firms' demand for credit was observed, while strong growth was maintained as regards households
- This was driven by continuation of high domestic demand
- The annual rate of growth of deposits moderately decelerated, but it is still solid amid good financial results of companies and high increase in employment and wages.





Agenda

1. Macroeconomic environment
- 2. Introduction**
3. Most important business achievements
4. Financial results



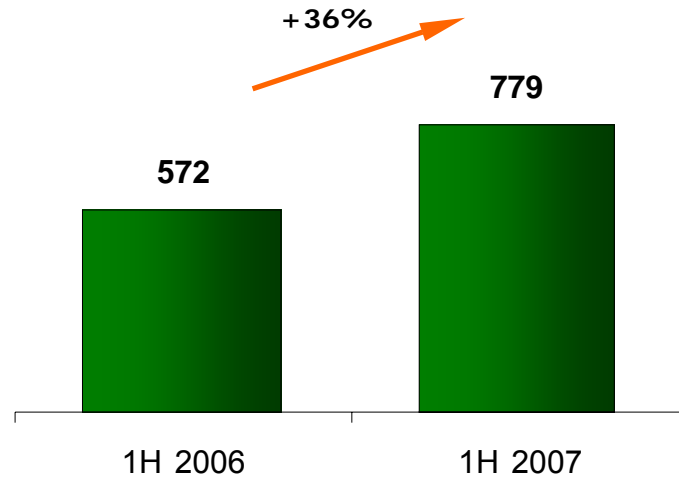
1H 2007 summary

PLNm	1H 2007	1H 2006	Change
Profit before tax	779	572	+36%
Net profit	632	464	+36%
Profit attrib. to shareholders	559	424	+32%
Income	1,472	1,211	+22%
Costs	717	624	+15%
C/I ratio	48.7%	51.5%	-2.8p.p.



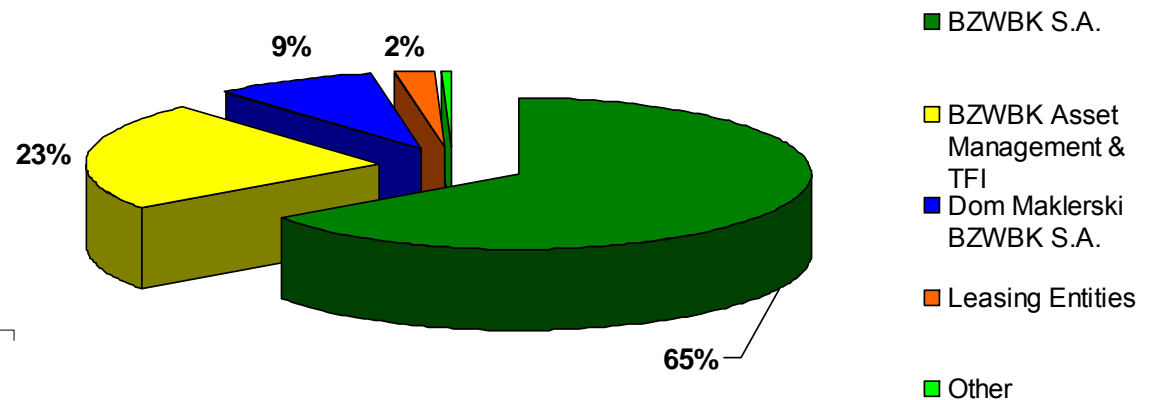
PBT of BZWBK S.A. Group

PBT Dynamics



PBT structure - BZWBK Group Companies – 1H 2007

(Net of intragroup payments)



- Excellent performance of strategic business lines
- Growing contribution of subsidiaries



Agenda

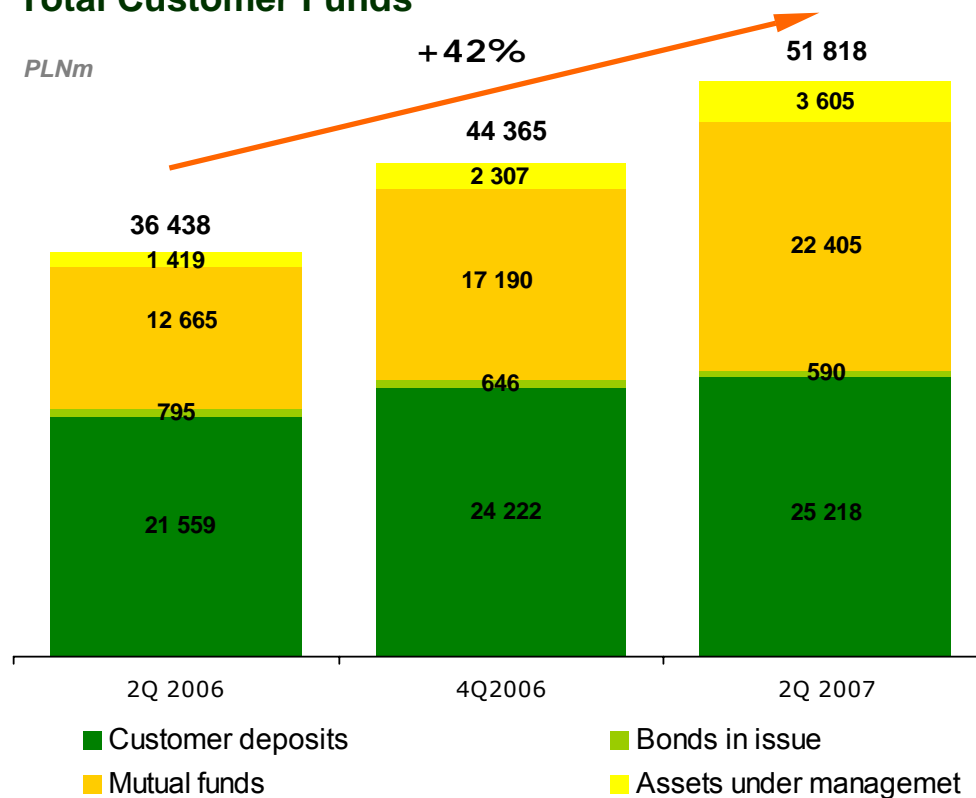
1. Macroeconomic environment
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Total Customer Funds +42% y/y

Total Customer Funds

PLNm



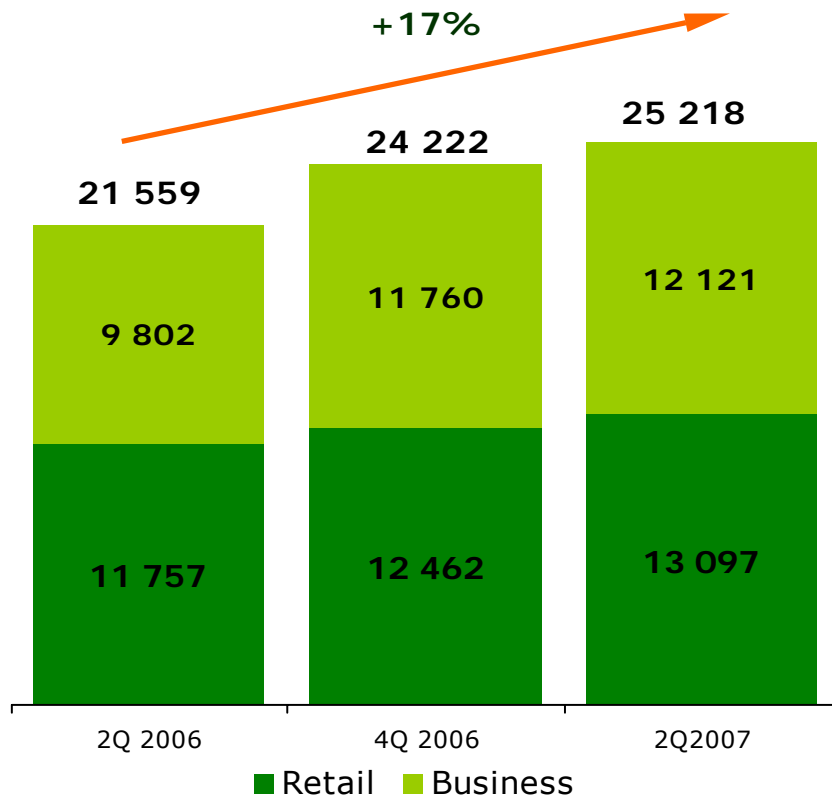
- Total Customer Funds of BZWBK Group increased by 42% y/y driven by:
 - Mutual funds and individual asset portfolios (+85%)
 - Banking deposits (+17%)
- Total customer funds increase of 17% since Dec 06.



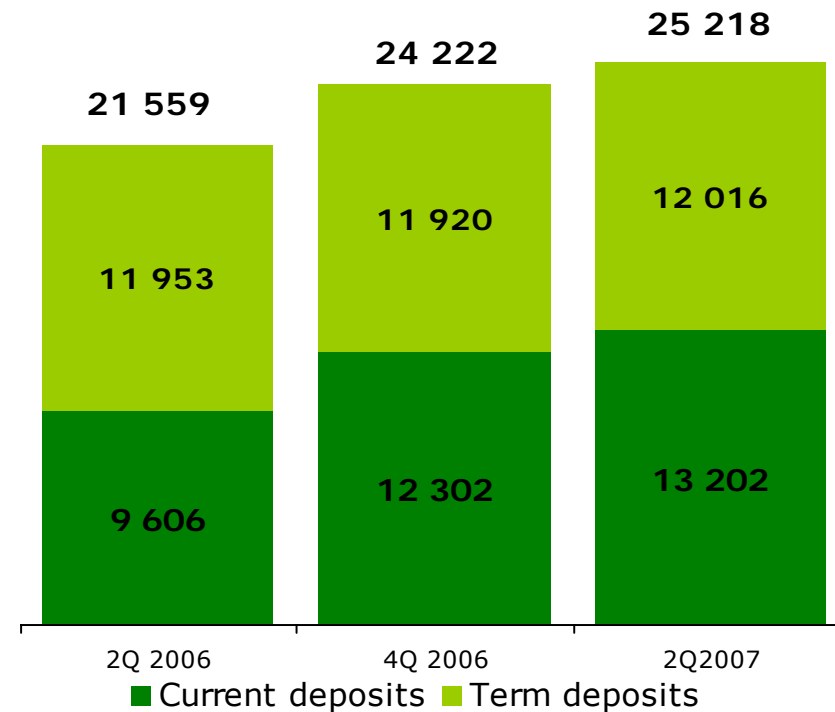
Customer deposits +17% y/y

Customer deposits

PLNm

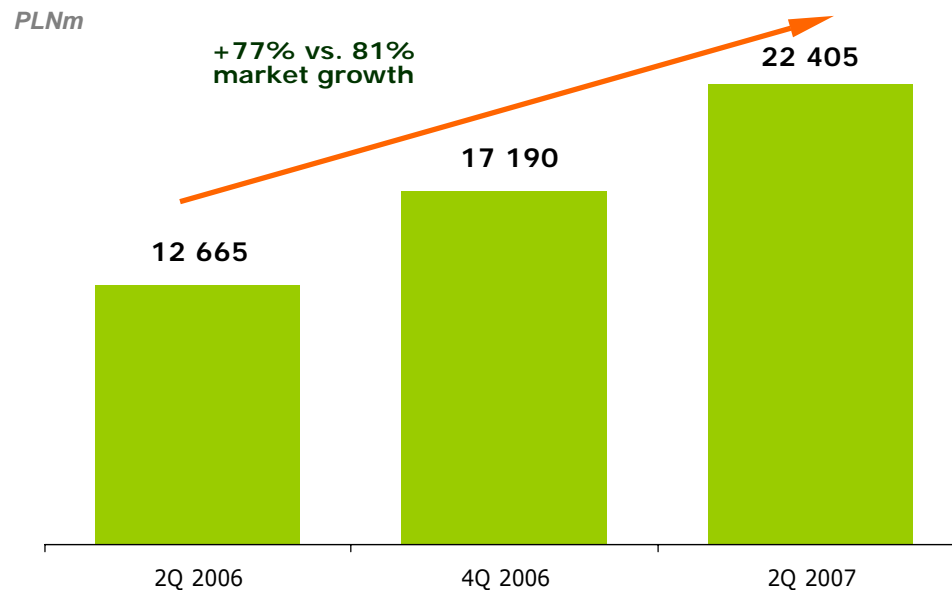


- High growth in business deposits (+24%)
- Good growth of retail deposits (+11%) mainly in current accounts
- During 1H 2007 total deposits increased by 4%



Mutual Funds 77% y/y

Net Assets of BZWBK AIB TFI Mutual Funds



Awarded by Gazeta Giełdy Parkiet with „Bull & Bear” statuette for being the best Polish mutual fund in 2005 and 2006

The best mutual fund in the prestigious ranking of Rzeczpospolita Daily for four consecutive years

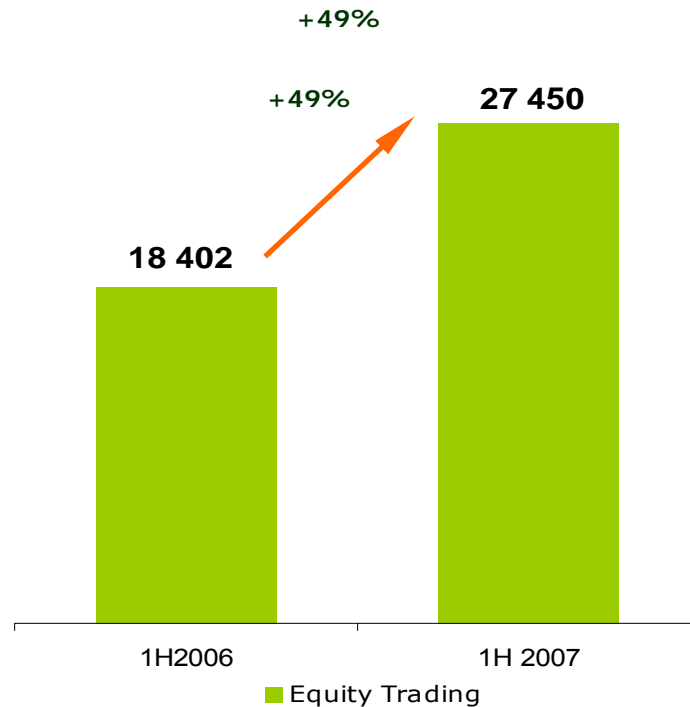
- The growth of net assets from June 2006 +PLN 9.7bn and in the 6 months of 2007 + 5.2bn
- Strong 2nd position in the market with the market share of 16.0%
- Favourable structure of funds
- Excellent results of advertising campaign in 1Q 2007
- New products launched in 1H 2007:
 - Arka BZWBK Akcji Środkowej i Wschodniej Europy
 - New distribution channels



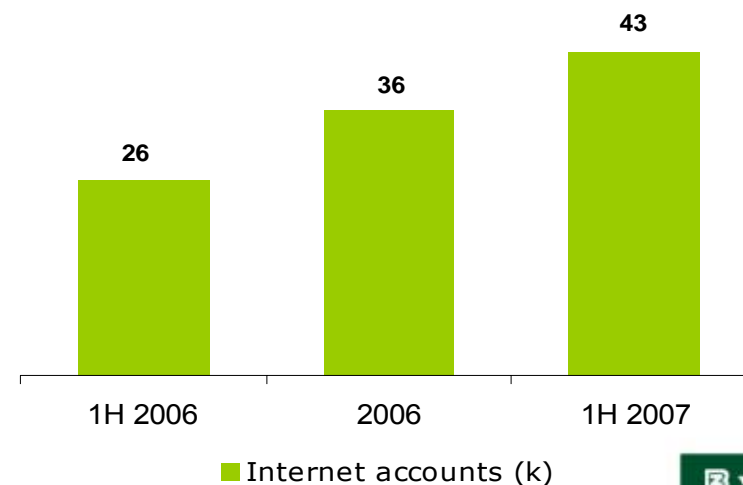
Dom Maklerski performance +71% y/y

Equity Trading

PLNm



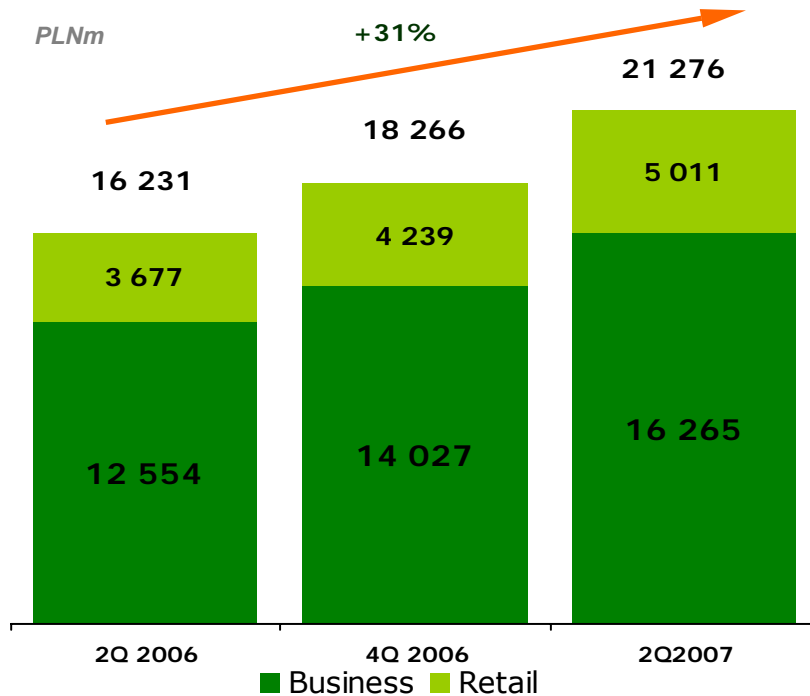
- Dynamic PBT growth +71.1%/y/y
- Leader in the equity market in 1H 2007 with 11,25% market share
- Higher efficiency of internet channels „Investor on-line” +65%.
- Four POs with a value of PLN 625m: PBG S.A., Koelner S.A., BBI Development NFI, BBI Capital NFI.
- 1st place for the Best Brokerage House in „Parkiet” ranking
- WSE award for the 1st place according to equity turnover in 2006 excluding market maker activity



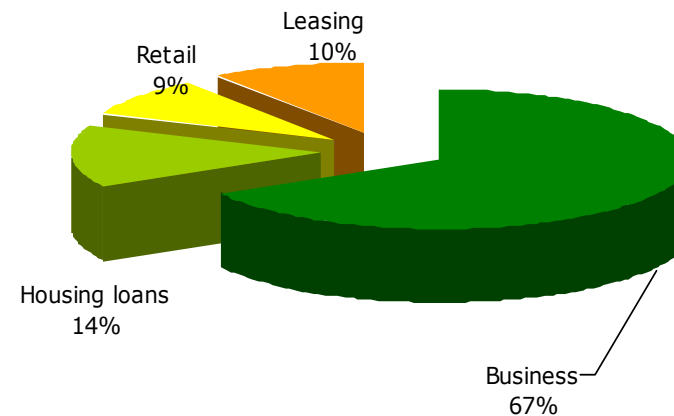


Total gross loans +31% y/y

Total Gross Loans y/y



Loan Portfolio Structure 1H 2007



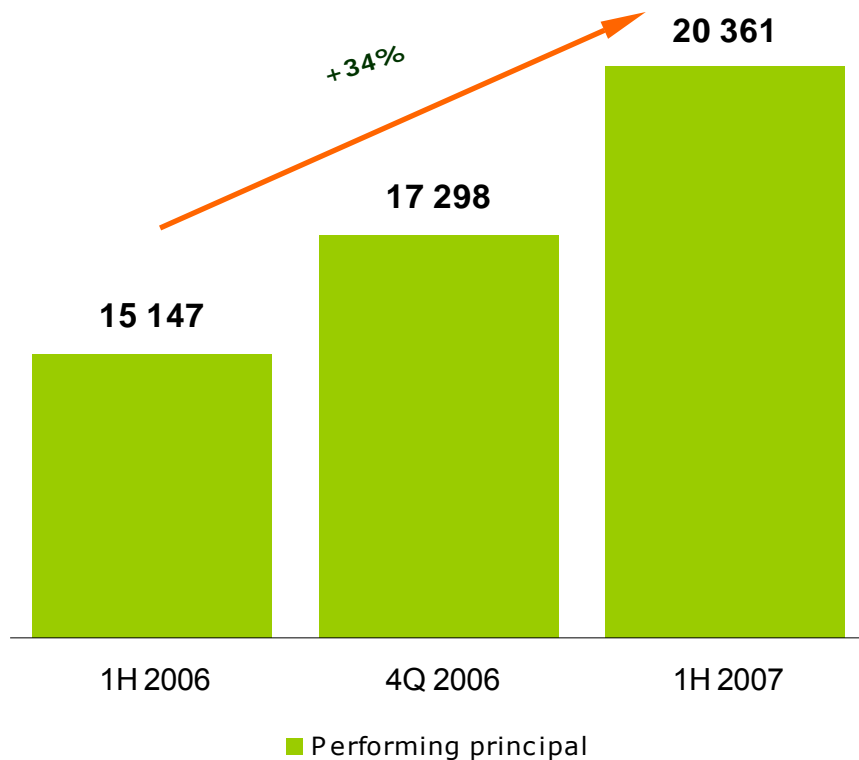
- Net Loans grew by 33% while gross loans were higher by 31% y/y
- This growth driven by business sector (+PLN3.7 bn) and retail (+PLN 1.3 bn)

- Accelerated commercial real estate lending (+53%) confirms the Group's strong presence in the property market
- Housing loans make up 14% of the gross loan-book

Performing loans +34% y/y

Performing loans by quarters

PLNm

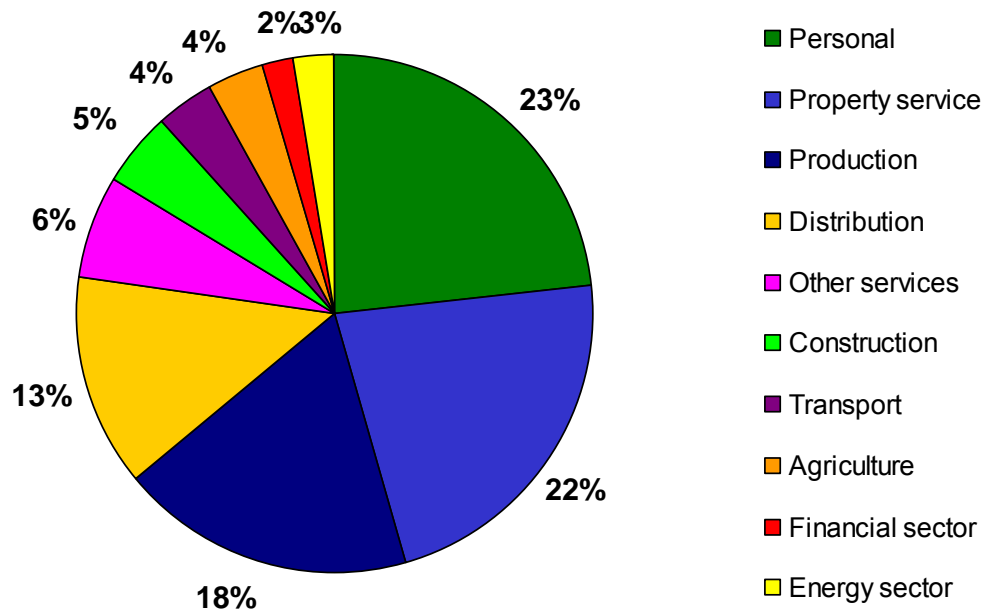


- Performing loans increased by 34%, of which:
 - Business +35%
 - Leasing +25%
 - Retail +36%
- Accelerated growth of performing loans + PLN 2 bn in 2nd Q 2007



Loan portfolio by sectors

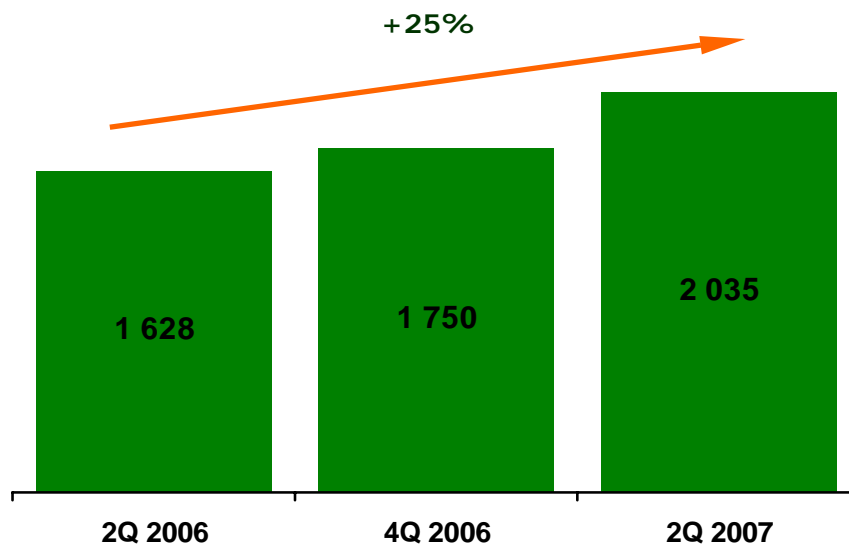
As at 30.06.2007



- Good diversification of lending portfolio
- Personal loans share remains at 23%
- Growing share of property related lendings now 22% vs 17% June 06

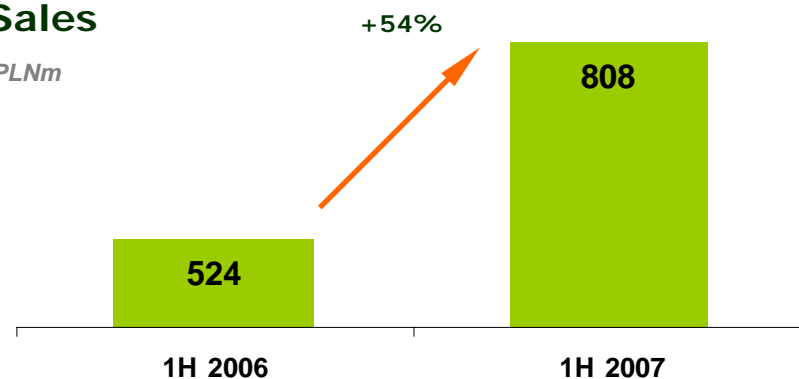
Leasing exceeds PLN 2 bn

PLNm



Sales

PLNm



- Leasing advances increased by + 25% y/y due to:
 - economic expansion, incl. growth in investments
 - extensive distribution network
- Total net assets leased in 2007 grew by 54% to PLN 808m
- Break down of sales:
 - vehicle (67%) +72%
 - equipment (33%) +25%
- Total leasing portfolio as at end of 2Q 2007 includes PLN 56m of „pożyczka samochodowa”

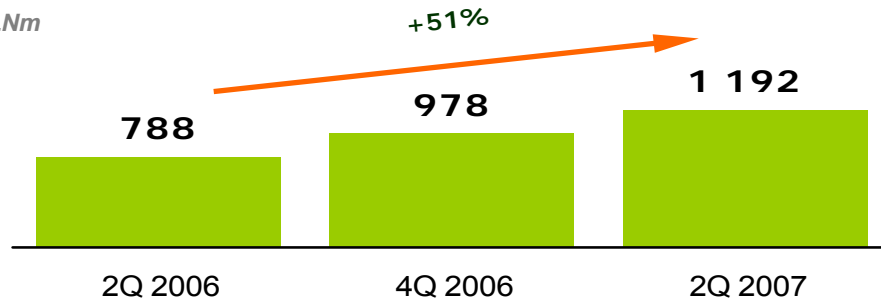
Balance as at 30 June 06 excludes balance of PLN 142 m related to terminated activities of BZWBK Komandytowa



Retail Loans +36% y/y

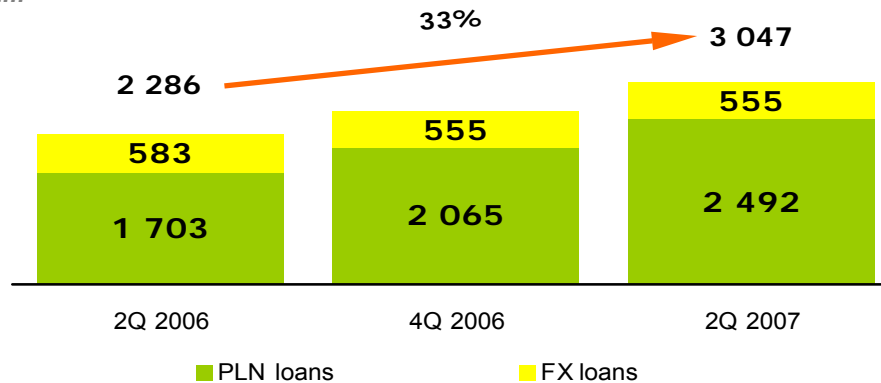
Cash Loans

PLNm



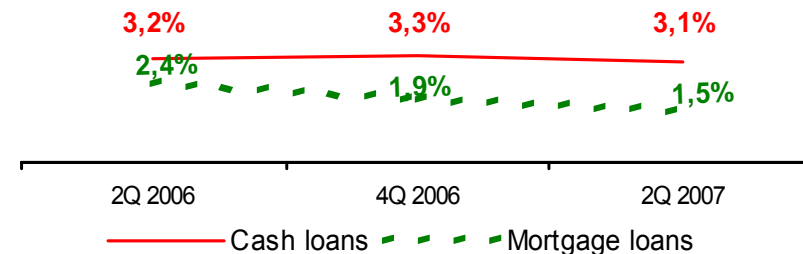
Mortgage Loans

PLNm



- Higher cash loans (+51%) driven by:
 - intensive marketing campaigns
 - competitive proposition: 15-times monthly income available; quick turnaround time
 - accessible via phone and internet
 - new channels: mobile sales and agency sales
- Mortgage loan-book increased (+33%):
 - PLN mortgage loans increased by 46%
 - attractive product proposition
 - promotional pricing for PLN loans
 - Over 80% of sales with LTV lower than 90%

NPL Ratios





BZWBK SA Distribution Power



- **377 branches nationwide:**
 - next 50 BZWBK branches by the end of 2007
 - over 200 branches until 2011
- **5 corporate centres:**
 - Poznan, Warszawa, Wrocław; Kraków, Gdańsk
- **628 multifunctional ATMs**
- **e-banking services BZWBK24:**
 - 863k individual customers
 - 180k business clients
- **Minibank:**
 - 10 outlets opened
 - 100 outlets planned until the end of 2007





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Financial highlights - P&L

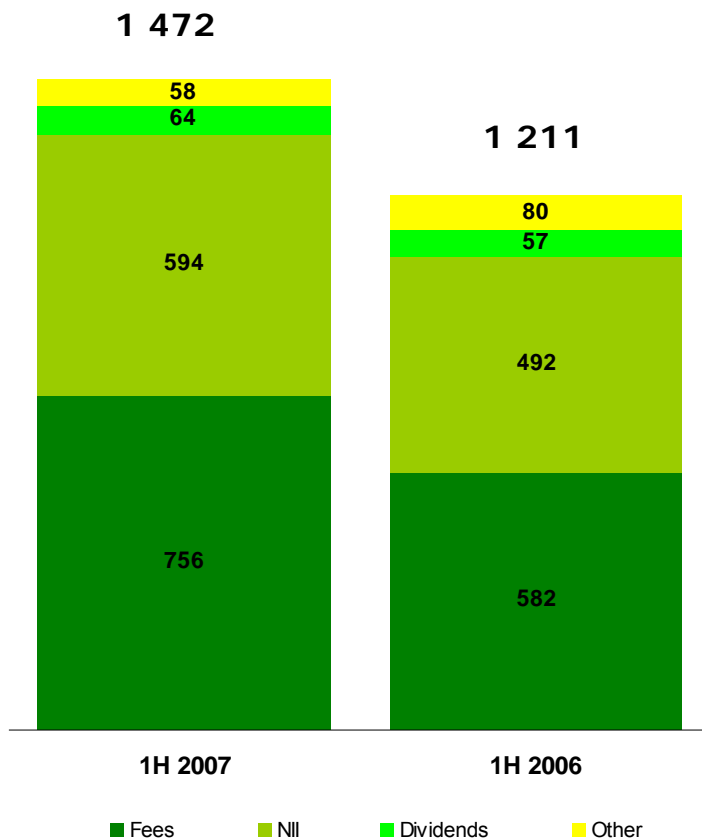


PLN m	1H 2007	1H 2006	YoY
Total income	1,472	1,211	+22%
Net interest income	594	492	+21%
Net fee & commission income	756	582	+30%
Other income	122	137	-11%
Total costs	(717)	(624)	+15%
Operating surplus	755	587	+29%
Provisions	24	(16)	-249%
Share in net profit of associates	-	1	-
PBT	779	571	+36%
Taxation	(147)	(108)	+36%
Minority interests	73	39	+84%
Net Profit	559	424	+32%



Total Income PLN 1,472m +22% y/y

PLNm

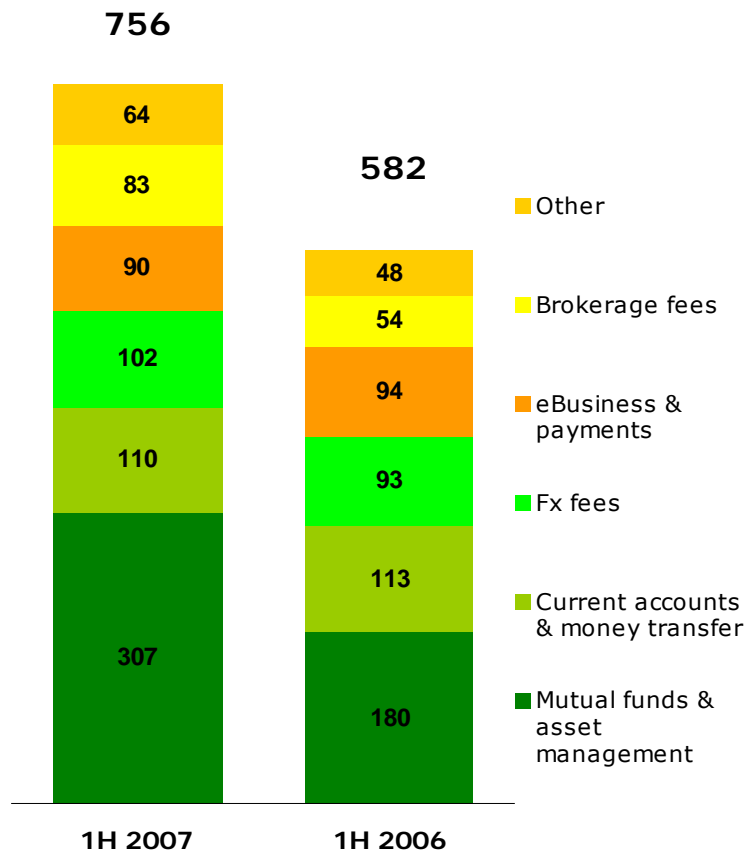


- Net interest income +21%
 - Strong average volume growth
 - Business mix
 - Margins
- Net fee and commission income +30%
- Dividend received +13%
- Other income decreased by 28% due to lower gains on investment securities portfolio



Net Fee and Commission income + 30% y/y

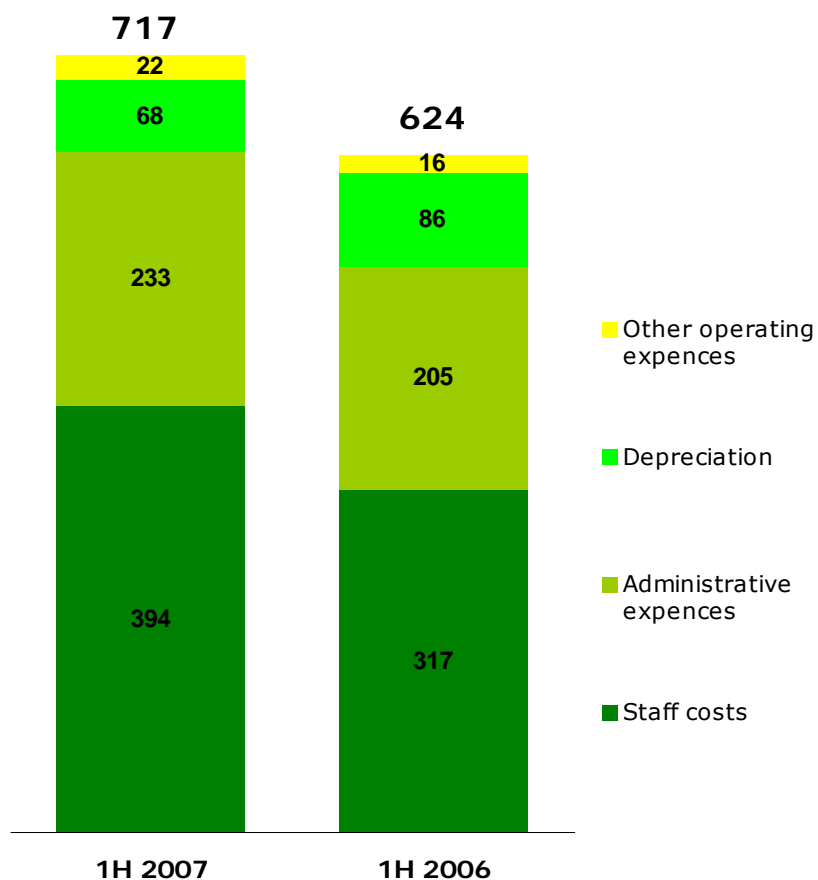
PLNm



- Total net fees and commissions increased by 30%
- Key driver – management fees +101% to PLN 297m
- Brokerage commission + 54%
- Insurance business fees + 96 %
- Fx fees increased by +10%
- Underlying (excl. impact of international payments price reduction) increase in eBusiness & payments +16%
 - Nominal decrease of 4%
- Account fees lower by 3%:
 - Promotional pricing
 - Customer migration to internet channels

Total Costs PLN 717 m +15 % y/y

PLNm



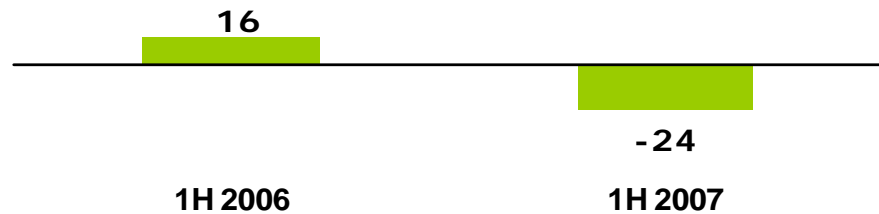
- Staff costs +24%
 - Higher staff number, +474 FTE's, supporting business development
 - Salary increase and higher performance bonuses accruals
 - Staff training and development
- Controlled increase in Administrative expenses (+14%):
 - Marketing & promotion +40%
 - IT system cost +22%
 - Efficient cost base management
- Depreciation decreased by 21%



Consistent improvement of loan quality

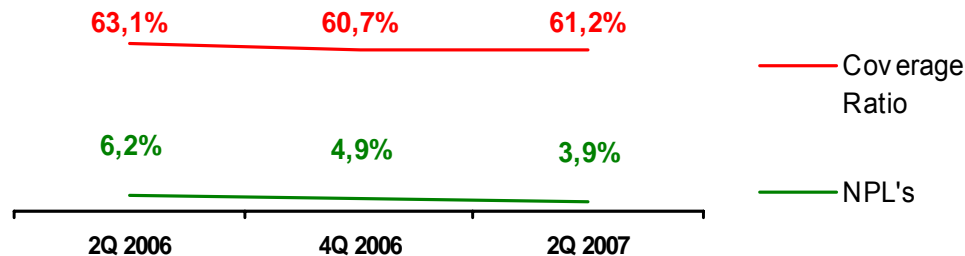
Impairment charges

PLN m



NPLs, Coverage ratio

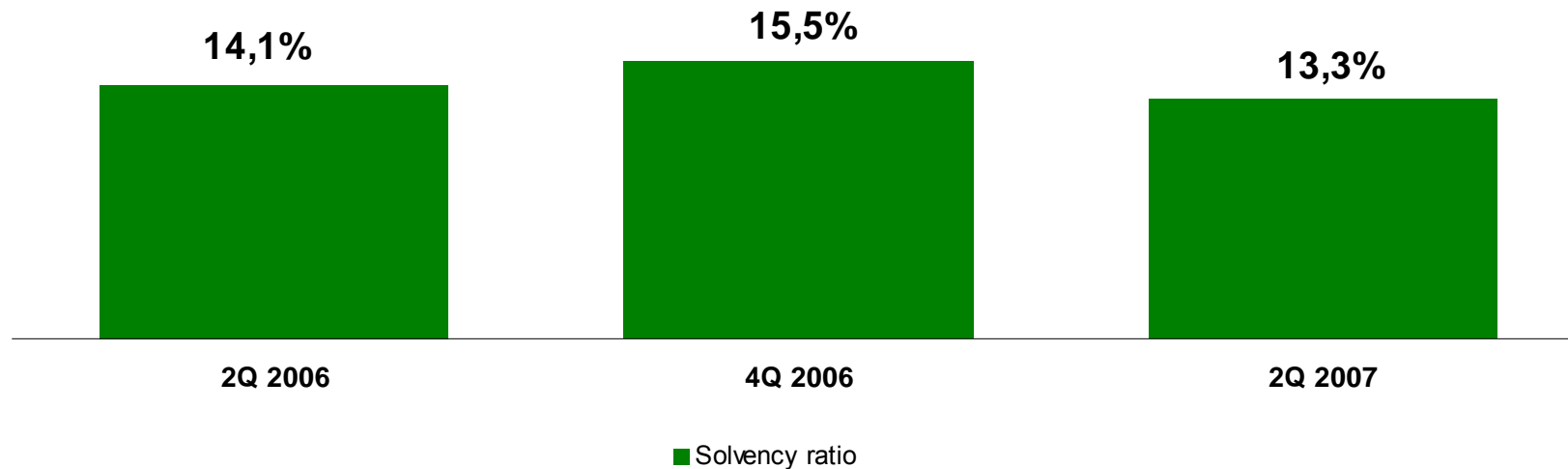
PLN m



- Strong flow of cash repayment and recoveries resulting in a Net Credit of PLN 24m
- NPL ratio significantly improved from 6.2% in June 2006 to 3.9% in June 2007 (-2.3p.p.) due to:
 - Quality asset growth
 - Better economic climate continuation
 - Reduced level of NPLs
- Impaired loans provision cover is consistent - 61.2% vs. 63.1%



BZWBK Group Solvency ratio



- Solvency ratio lower by 2.2%. Main drivers:
 - change in regulations /additional financial investment
 - increase of RWA
 - strong capital generation



1H 2007 summary

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Income	1,472	1,211	+22%
Costs	717	624	+15%
C/I ratio	48.7%	51.5%	-2.8p.p.
NPL's ratio	3.9%	6.2%	-2.3p.p.
Annualised total credit loss ratio	-0.25%	0.17%	-0.42p.p.
ROE	26.0%	23.1%	+2.9p.p.
Solvency ratio	13.3%	15.5%	-2.2p.p.

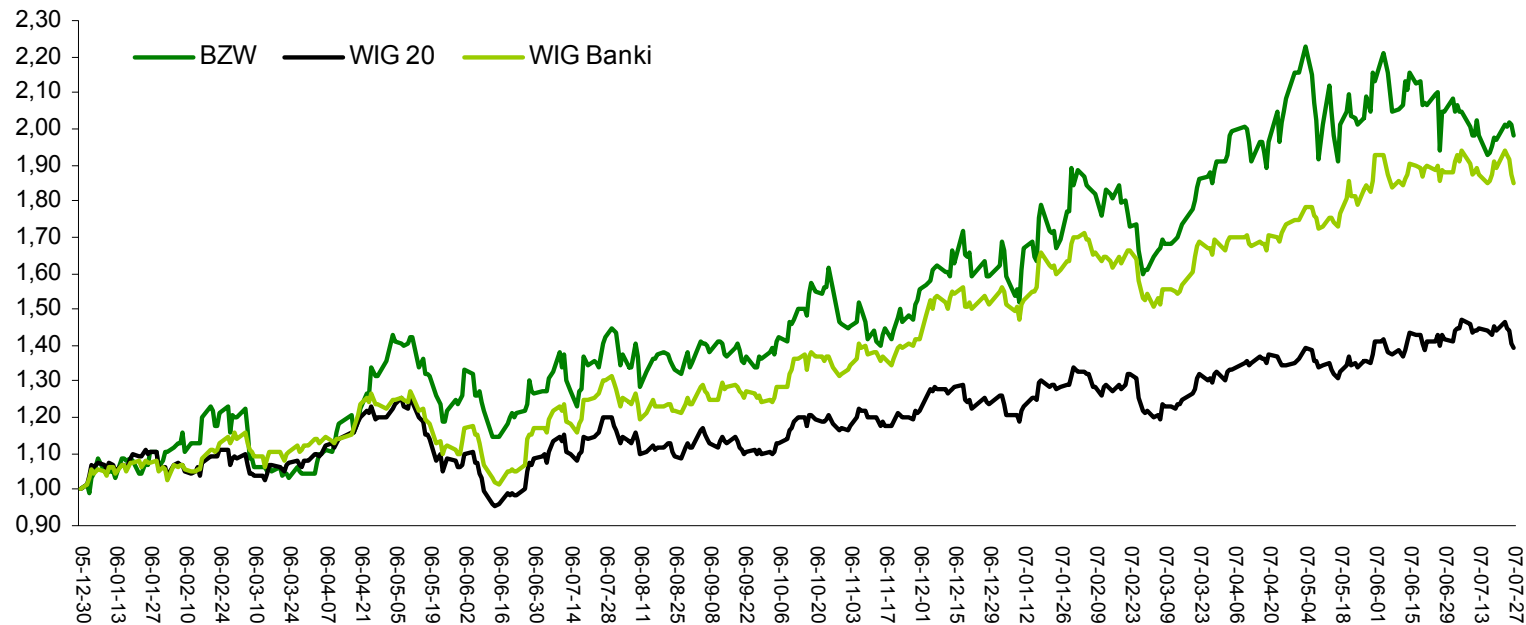


- Sustained momentum in profitability, operating surplus +29% y/y
- Cost/Income Ratio below 50 %, lower by 2.8 p.p. y/y
- ROE up by 2.9 p.p. y/y
- Strong capital generation supporting future asset growth. Solvency Ratio remains comfortable at 13.3%

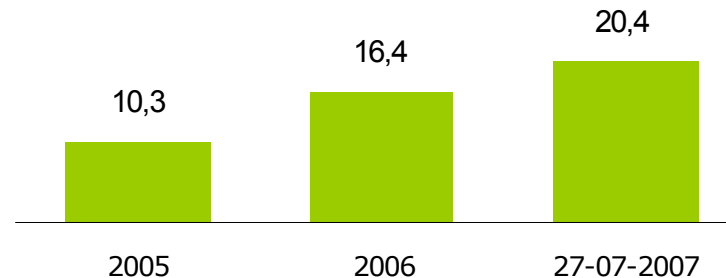


Share Price of BZWBK S.A., Market Capitalisation

Changes in BZ WBK share price vs. WIG20 (%), and WIG Banki (%)



Market capitalisation of BZ WBK S.A. PLNm





Appendix

1. Profit and loss account
2. Balance sheet
3. Income by segments of activity



P&L of BZWBK S.A. Group

for the reporting periods ending on:	1 H 2007	1 Q 2007	4 Q 2006	1 H 2006	1 Q 2006
Interest and similar income	944 665	455 458	1 652 184	799 408	393 302
Interest expense and similar charges	(350 589)	(165 396)	(620 473)	(306 991)	(153 788)
Net interest income	594 076	290 062	1 031 711	492 417	239 514
Fee and commission income	868 907	406 069	1 361 663	662 948	301 717
Fee and commission expense	(113 233)	(54 714)	(170 304)	(80 563)	(35 527)
Net fee and commission income	755 674	351 355	1 191 359	582 385	266 190
Dividend income	64 446	10	57 276	57 130	-
Net trading and revaluation income	32 691	32 325	43 424	29 004	28 778
Gains (losses) from other financial securities	3 470	4 692	31 962	25 698	3 020
Gains (losses) from investment in subsidiaries and associates	-	-	9 500	6 243	7 812
Other operating income	21 249	10 206	49 771	18 180	9 635
Impairment losses on loans and advances	24 359	20 645	(28 336)	(16 347)	(12 131)
Operating expenses incl.:	(717 257)	(342 805)	(1 330 895)	(623 993)	(304 612)
Bank's staff, operating expenses and management costs	(627 649)	(295 423)	(1 130 860)	(521 093)	(254 383)
Depreciation/amortisation	(68 098)	(33 610)	(158 817)	(86 424)	(45 854)
Other operating expenses	(21 510)	(13 772)	(41 218)	(16 476)	(4 375)
Operating profit	778 708	366 490	1 055 772	570 717	238 206
Share in net profit (losses) of associates accounted for by the equity method	36	(77)	9 726	743	893
Profit before tax	778 744	366 413	1 065 498	571 460	239 099
Corporate income tax	(147 221)	(73 179)	(221 252)	(107 887)	(47 677)
Profit for the period	631 523	293 234	844 246	463 573	191 422
of which:					
attributable to the Company's equity holders	558 596	260 612	758 222	423 904	175 389
attributable to the Minority equity holders	72 927	32 622	86 024	39 669	16 033

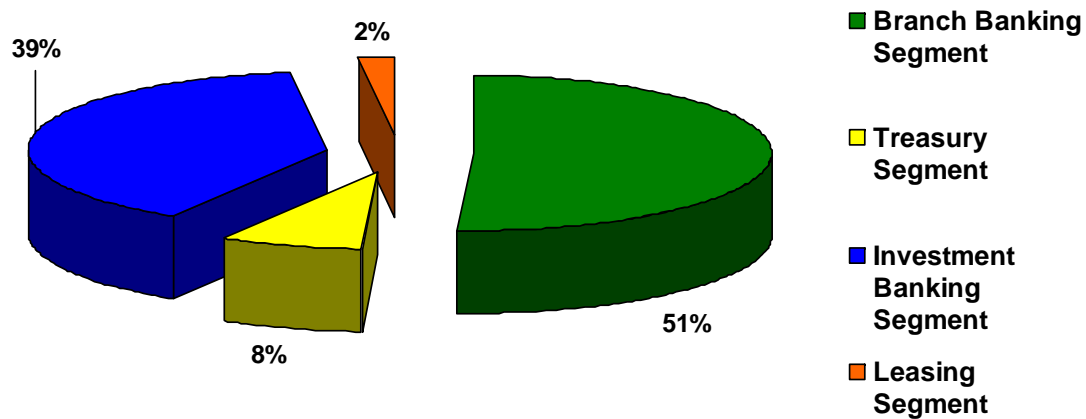


Balance sheet of BZWBK S.A. Group

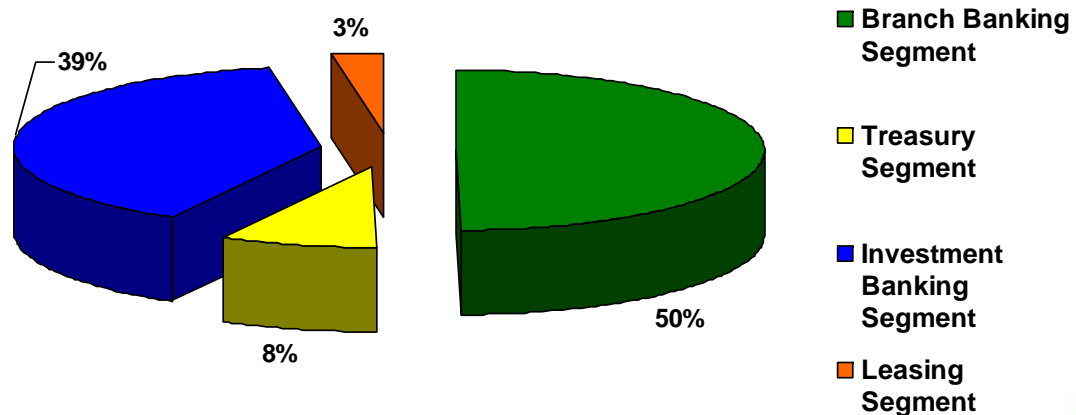
	1 H 2007	1 Q 2007	4 Q 2006	1 H 2006	1 Q 2006
ASSETS					
Cash and balances with central bank	762 897	1 092 607	1 534 480	984 152	980 540
Loans and advances to banks	2 736 901	4 424 736	3 154 546	3 584 742	4 005 893
Financial assets held for trading & hedging	456 287	755 389	1 124 560	2 181 145	1 523 979
Loans and advances to customers	20 650 181	18 722 961	17 620 066	15 498 630	14 548 522
Investment securities	8 996 182	8 569 739	8 021 289	6 834 466	6 938 448
Investments in associates	35 936	35 824	36 201	68 858	69 009
Intangible assets	111 515	123 560	135 032	139 495	156 291
Property, plant & equipment	479 189	484 781	493 657	486 419	500 093
Deferred tax assets	464 758	444 631	392 467	451 398	444 466
Other assets	535 430	614 219	479 885	389 738	383 920
Total assets	35 229 276	35 268 447	32 992 183	30 619 043	29 551 161
LIABILITIES					
Deposits from banks	3 555 187	3 703 476	2 608 377	3 375 774	3 084 584
Financial liabilities held for trading & hedging	287 522	278 956	241 327	304 005	272 720
Deposits from customers	25 218 044	24 777 960	24 222 051	21 558 833	20 552 118
Debt securities in issue	589 675	613 795	646 342	795 252	794 742
Current income tax liabilities	60 056	32 672	7 643	57 120	15 747
Deferred tax liabilities	334 677	348 287	293 529	254 785	311 552
Other liabilities	1 035 514	1 186 332	896 172	925 299	904 940
Total liabilities	31 080 675	30 941 478	28 915 441	27 271 068	25 936 403
Equity					
Capital and reserves attributable to the Company's equity holders	3 996 275	4 214 920	3 960 001	3 279 076	3 567 927
Share capital	729 603	729 603	729 603	729 603	729 603
Other reserve funds	2 054 612	1 884 076	1 857 147	1 853 650	2 033 920
Revaluation reserve	420 775	501 437	508 548	163 978	264 048
Retained earnings	232 689	839 192	106 481	107 941	364 967
Profit of the current period	558 596	260 612	758 222	423 904	175 389
Minority interest	152 326	112 049	116 741	68 899	46 831
Total equity	4 148 601	4 326 969	4 076 742	3 347 975	3 614 758
Total equity and liabilities	35 229 276	35 268 447	32 992 183	30 619 043	29 551 161

BZWBK S.A. Group segments of activity

Performance by segments of activity 1 H 2007



Performance by segments of activity 1 H 2006







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