

Selected Financial Information on Santander Bank Polska Group for 2021



Agenda

Results

1. Our activities and our people
2. Our business development
3. Our customers
4. Our financial results

More information

5. Attachments

Results for 2021

Our activities and our people

01

Our people

We care about employees during the pandemic and day-to-day work

Tests for employees

- We offer COVID-19 tests to our employees.

Changes in the work model

- We designed the hybrid work model and reorganised our offices. We made it possible to partially return to the offices, depending on the current epidemiological situation. We respond on an ongoing basis.

Better employee experience

- In order to ensure that the experience of our employees suits their needs best, we regularly listen to the employees' voice in quarterly eNPS surveys. We work out solutions together with leaders and employees using the service design method.
- In Q4 2021, we held the first HR Hackathon in the Bank's history. All actions taken in 2021 to improve employee experience were summarised in a dedicated communication campaign "We change for you".

Diversity and inclusion

- We have active groups of employees who bring people together to support diversity and inclusion. Embrace Poland supports diversity, tolerance and respect at workplace. It conducts meetings and webinars for employees. Santander Women organises meetings and webinars that inspire women.
- We publish Job Stories podcasts about the labour market, employee experience, employees' needs, and methods to reach job candidates and ensure the best recruitment experience. Moreover, in Santander Women podcasts, we talk about diversity and inclusion.

Modern work tools

- In October 2021, we launched a global OneHR (Workday) system that has been made available to all Santander geographies. As this change involves new processes and solutions, it was preceded by a special training programme, informational campaign and involvement of leaders.

Our work has been recognised

- We were awarded with the Top Employer 2021 certificate for our commitment to creating a better work environment and for implementing top HR management standards.
- We were included in the list of employers that are the most advanced in terms of diversity and inclusion management in Poland according to a Diversity IN Check survey.
- We were recognised for the best remuneration report in "The Best Annual Report 2020" competition.
- We received Forbes Women's "Equal company 2021" (*Równa firma 2021*) certificate for supporting diversity at workplace.

Our communication



Brand Ambassador

This year, we continue our cooperation with the brand ambassador – **Marcin Dorociński**. As the surveys had shown, he was the most recommended candidate to represent our Bank. Marcin Dorociński is a popular actor who also actively supports social responsibility initiatives.



Golden Banker award for advertising spot promoting convenient mobile application during the lockdown.

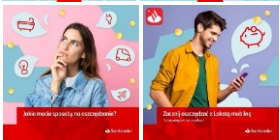


Złote Spinacze award, II award in Finance category for Cyberprzysłowia (Cyber proverbs), implemented in social media.

Social Media

In 2021, we focused our social media communications on products and services that help our customers in daily banking. In addition, we put a strong emphasis on their safety in the internet by communicating cyber threats and advice on how to avoid them.

- **Don't believe in fairy tales for adults** – we used real internet scam themes and popular authors (Janina Bąk, Wojciech Chmielarz and Jakub Szamałek), based on these topics, wrote their fables; they were then used to make short videos.
- **Ways to save** (My Goals, mobile deposit, cashback on household bills, Black Friday offers).
- **Shine bright this Christmas (Zabłyśnij w te święta)** – we offered hints on how not to go crazy during holiday rush (Bank with discounts, safe online shopping)



ATL / TV Campaigns

Campaigns promoting Account As I Want It with the mobile app which makes everyday life easier for our customers.

Spring campaign– We emphasized even more the convenience of having the application and the possibility of contactless payments as well as BLIK transfers to a phone number, both by adults and teenagers.

Summer campaign– in the TV commercial we show the joy derived from supporting talents and passions of your loved ones. Santander mobile application provides the option to view all your accounts at different banks in just one place.

In August the spring TV spot was released again with the account for young people as an element of the "back to school" campaign.

Autumn campaign– in the campaign we show that instead of putting off your dreams, it is always worth to put some money aside to make those dreams come true. Although we often have many more important expenses in life, saving now will be much easier and will allow you to execute plans that may have seemed unachievable until now.

The advertising campaign covers, among others, TV and Internet (including YT, VOD, content marketing and social media).



Other Campaigns

Insurance

In Q1 2021, we launched a campaign promoting the new Locum insurance that can be tailor-made to your personal needs: it protects your home, apartment, garage, and even windows and a bicycle. We communicated with our customers via the Internet and branches. Marcin Dorociński is the star of the campaign.

Business Account Worth Recommending with e-services

In March 2021, we launched a campaign for SME customers, promoting the **Business Account Worth Recommending complete with a package of e-services** for easy and convenient business management. The e-services can be used to issue invoices, collect payments or sign contracts online. Communication was run in branches, the radio and the internet.

"We will double your impact" ("Podwójna moc pomagania") charity event

We will double your impact campaign supports child and adolescent psychiatry wards in hospitals in Poland. Santander Group allocated PLN 1m to start the fundraiser. Start on June 1 – video, social media, display, posters in branches, LCD, ATMs.

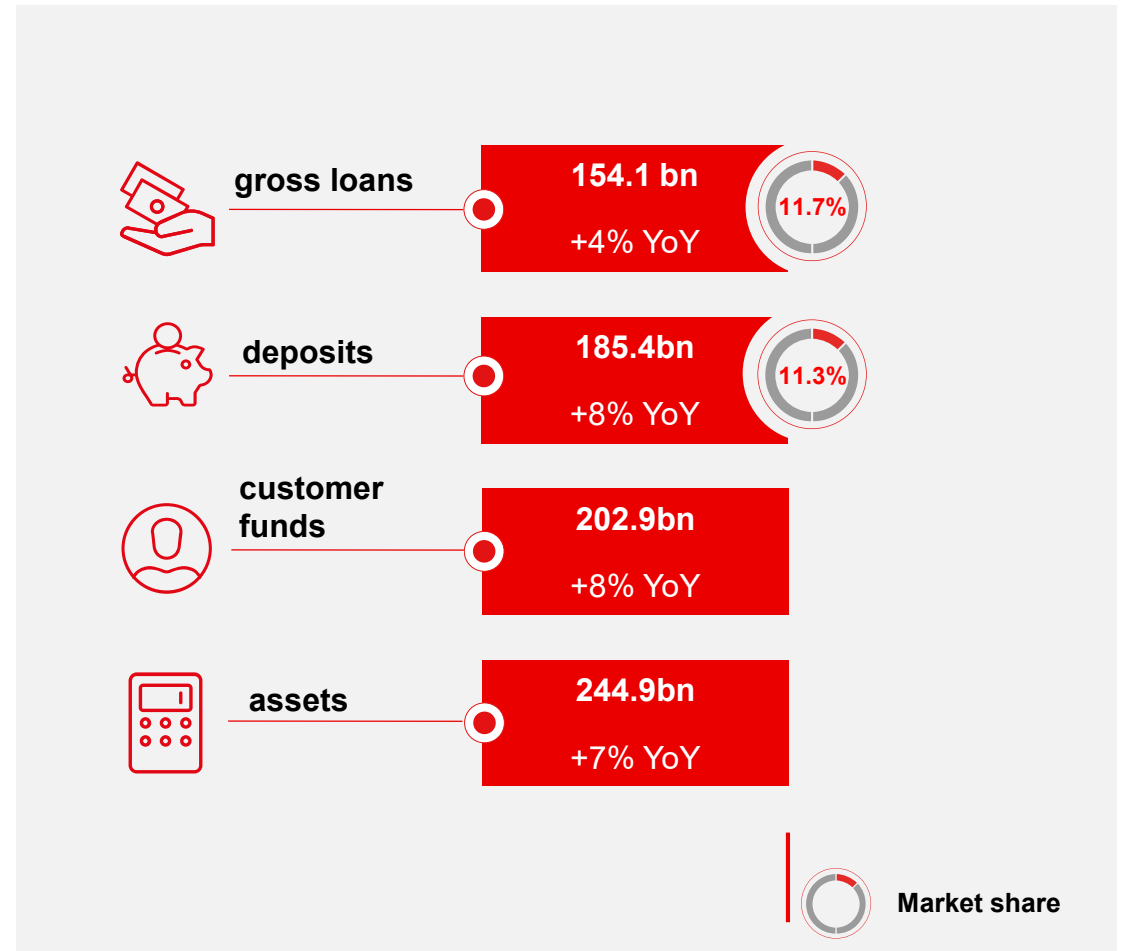
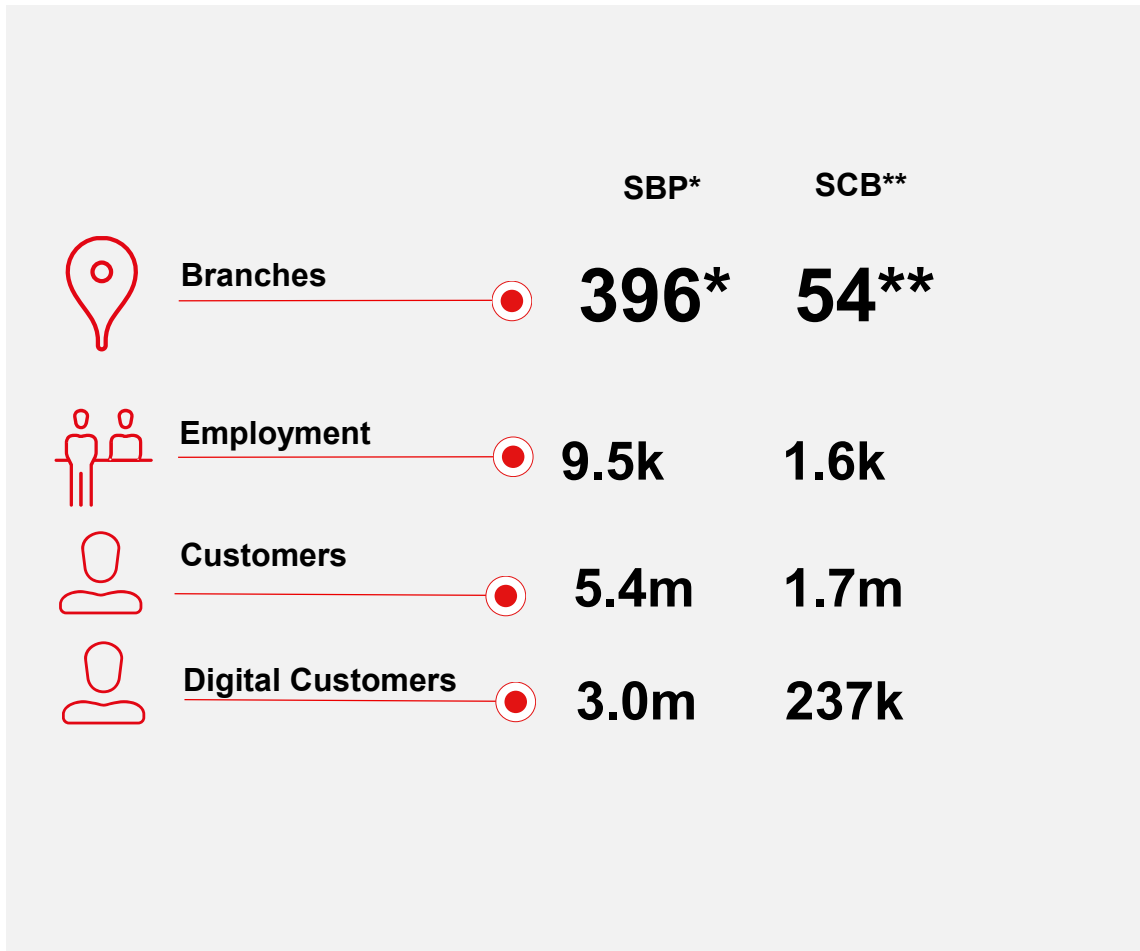
2021 Results

Our business development

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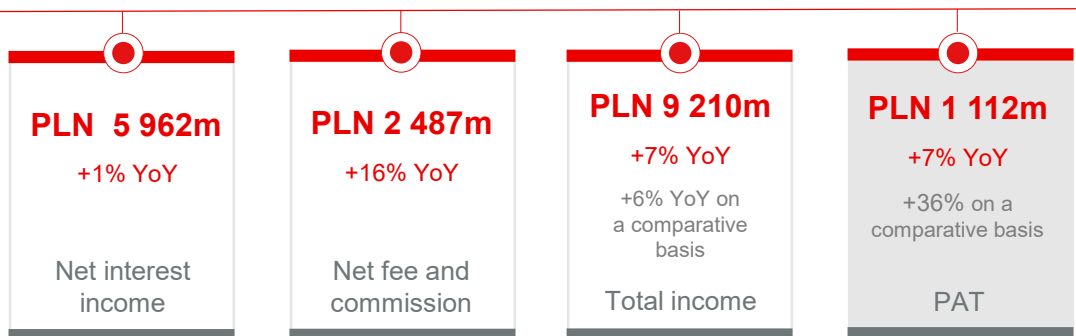
General operational data

Key volumes



Key financial results for 2021

Key results

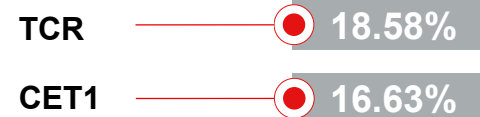


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Financial ratios For 2021

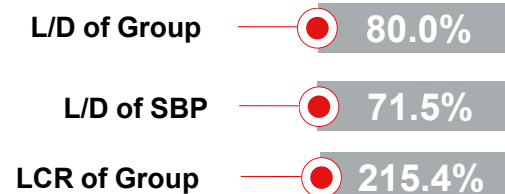
Capital position

Strong capital position well above the KNF requirements

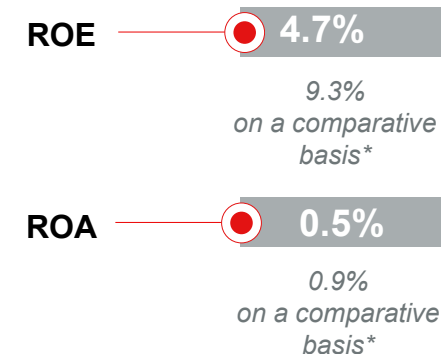


Liquidity position

Safe liquidity position



ROE, ROA



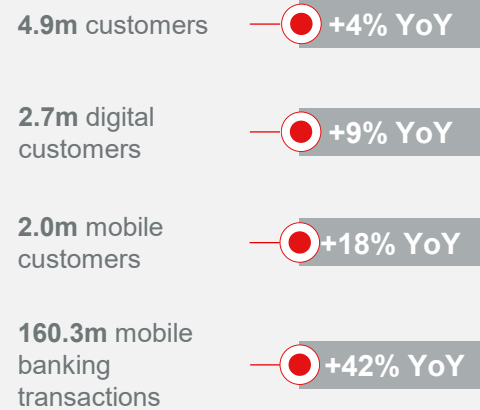
Results for 2021

Our customers

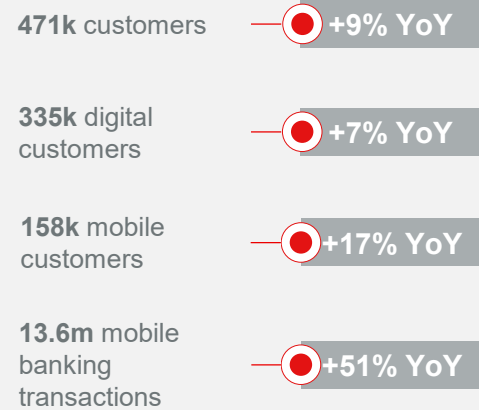
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Our customers in numbers*

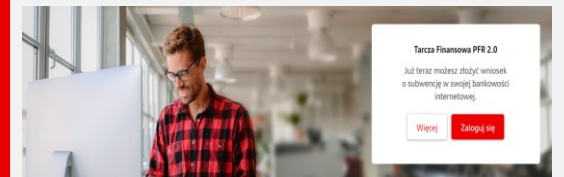
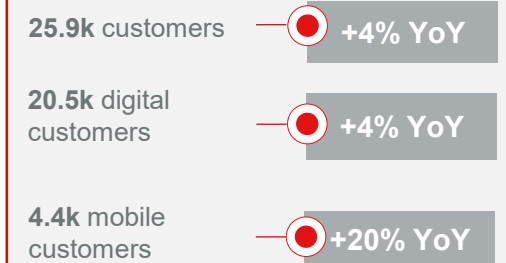
Retail customers



SME customers



Corporate customers



Q4 2021 New products and services

Retail customers

- We enabled BLIK contactless payments.
- We implemented ECO cash loan (with arrangement fee reimbursed to customers who provide us with an invoice for the purchase/assembly of a green product).
- We launched a promotional mobile deposit.
- Locum Comfort (household insurance) is now available in the mobile app which makes the product fully omni-channel.



SME customers

- We launched a number of special offers for businesses:
 - eSklep (online shop) with SBP where customers may win discounts or vouchers for services related to running an online shop
 - Special Offer Worth Recommending: waiver of selected fees (such as account maintenance fee, a bonus of up to PLN 900 for card payments)



Corporate customers

- We have implemented credit workflow for corporate clients - quick credit decisions up to PLN 2 million based on automatically granted pre-limits, without a Credit Partner engagement.
- We have introduced new functionalities in iBiznes24 electronic banking - biometrics in mobile signature, processing orders and e-application for redemption of the PFR 2.0 financial shield.



Education and support for customers

Retail Customers

- In collaboration with the University of Economics in Krakow we launched the 2021 online Santander Universities Academy which offered a series of webinars with SBP leaders for students and graduates of Polish universities.



#InvestInYou

 Santander
All Together. Now.

SME Customers

- Together with Google we organised a webinar for businesses on winning customers online.
- We launched a cybersecurity education campaign for our customers.



BCB Customers

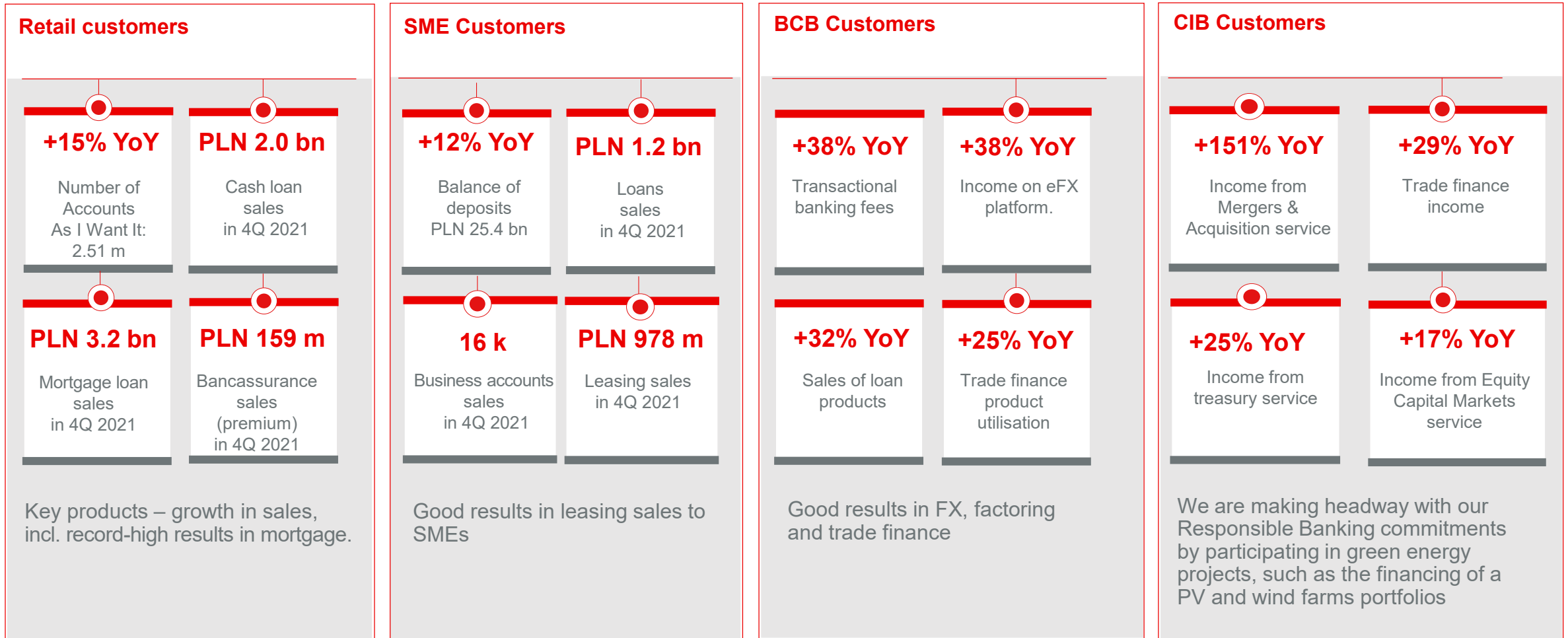


- We organized webinars dedicated to Polish exporters: "Poland and Wielkopolska perceived by foreign investors", a conference on the automotive market "Automotive - what next?" and Christmas Business Mixer in cooperation with the Polish-German Chamber of Commerce.
- Our industry experts supported clients with their sector knowledge during 23 different webinars and face-to-face conferences throughout the year, including in sectors such as food and agriculture, packaging, furniture, automotive, TSL (transport, storage, logistics), cosmetics / cosmetics and e-commerce.

CIB Customers

We issued more than 280 stock exchange recommendations in 2021 in the CEE Region and facilitated participation in conferences for institutional investors.

Selected business data



Results for 2021

Our financial performance

04

Gross loans

Comment

Santander Bank Polska S.A.

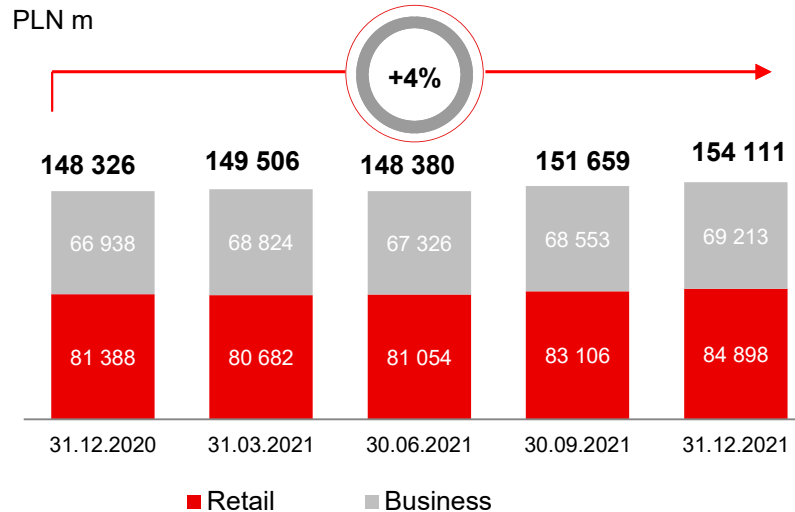
- The loan portfolio in 2021 increased by 6% YoY.
- An increase in sales of mortgage loans in 4Q 2021 by 152% vs. 4Q 2020 and cash loans by 49%. Sales in 4Q 2021 vs. 3Q2021 increased by 13% for mortgage loans and by 3% for cash loans.
- CHF mortgage loans: -10% YoY (-6% YoY in PLN)
- Including leasing and factoring, SME loans: +6% YoY and stable QoQ and BCB loans: +2% YoY and QoQ
- CIB loans (including leasing and factoring): +10% YoY and +10% QoQ.

Santander Consumer Bank

- SCB gross loans: PLN 17bn (-3% YoY and +1% QoQ)
- Mortgage portfolio: -8% YoY (CHF mortgage portfolio: -10% YoY)
- SCB loans (excluding mortgage loans): -2% YoY and +2% QoQ.

Gross loans

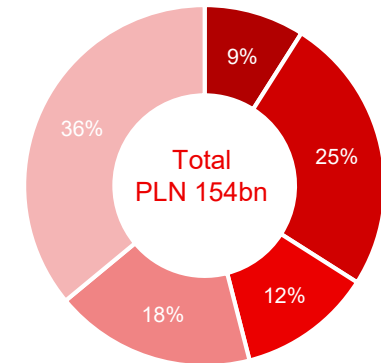
PLN m



PLN m

	31/12/2021	31/12/2020	YoY (%)	QoQ (%)
Retail customers	84 898	81 388	4%	2%
Mortgage loans	56 600	52 758	7%	4%
Other – retail customers	28 298	28 630	-1%	-1%
Business loans	69 213	66 938	3%	1%
Total gross loans	154 111	148 326	4%	2%

Structure of loans*



- CIB
- BCB
- SME
- Non-mortgage personal loans
- Mortgage loans

Customer funds

Comment

Santander Bank Polska Group

- An increase in customer funds by 8% YoY and by 3% QoQ.

Deposits

- An increase in retail deposits by 8% YoY and by 4% QoQ
- Business deposits increased by 8% YoY and by 5% QoQ

Investment funds

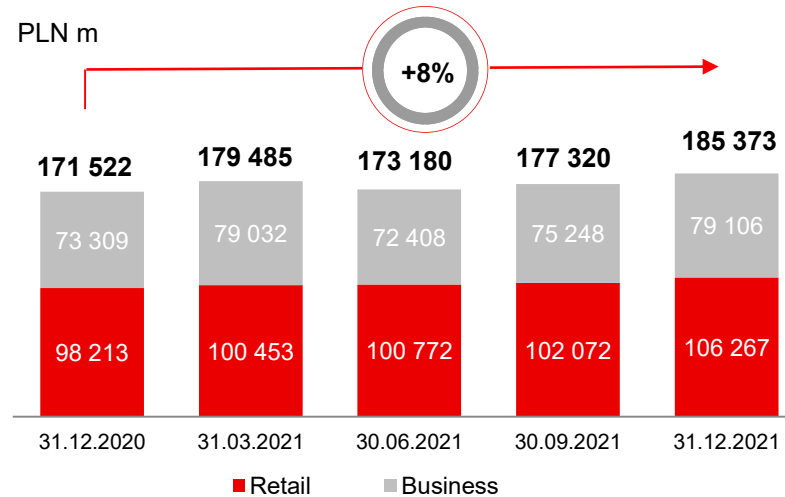
- Investment funds increased by 39% YoY (low base in 2020) and down by 9% on Q3 2021

Santander Consumer Bank

- Deposits: PLN 9bn (-3% YoY)

Deposits

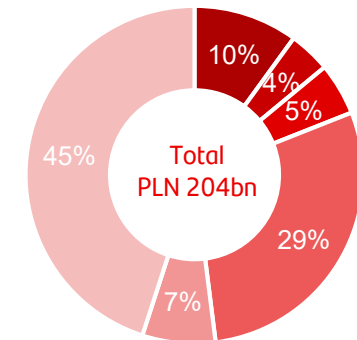
PLN m



PLN m

	31/12/2021	31/12/2020	YoY (%)	QoQ (%)
Current deposits	104 077	93 475	11%	3%
Savings accounts	55 304	48 915	13%	2%
Term deposits	25 992	29 132	-11%	17%
Total deposits	185 373	171 522	8%	5%
Investment funds	17 561	16 169	9%	-9%
Total customer funds	202 934	187 691	8%	3%

Deposits and term funding*



- Term funding
- Other
- Business term deposits
- Business current deposits
- Personal term deposits
- Personal current deposits

Net interest income and net interest margin

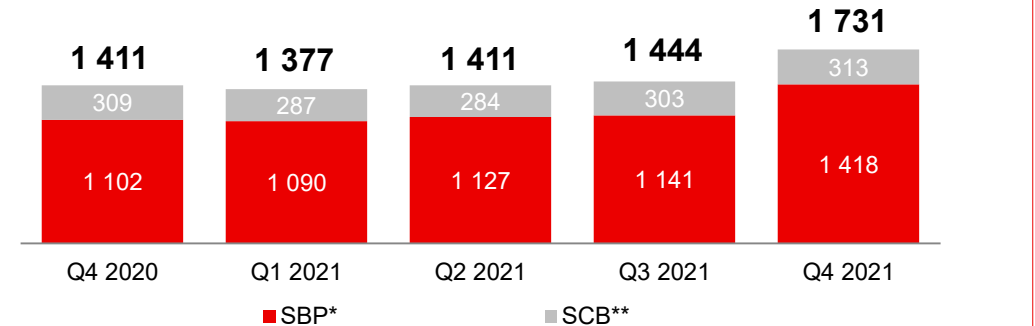
Comment

- In 2021, net interest income increased by 1% YoY.
- In Q4 2021 increase of 20% QoQ and by 23% YoY.
- Net interest margin for Q4 2021 (annualised on a quarterly basis) totalled 3.07% and increased by 43bp QoQ.
- In Q1-Q3 2021, net interest income was influenced by interest rate cuts in 2020. In Q4, it was affected by the interest rate hike cycle started on October 8, 2021.

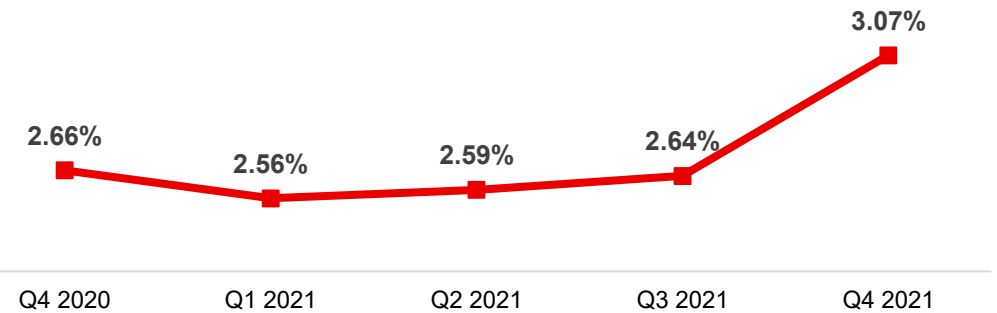
Net interest income of SCB Group**

1 187 PLN m (2021)
1 305 PLN m (2020)

Net interest income



Net interest margin



Net fee and commission income

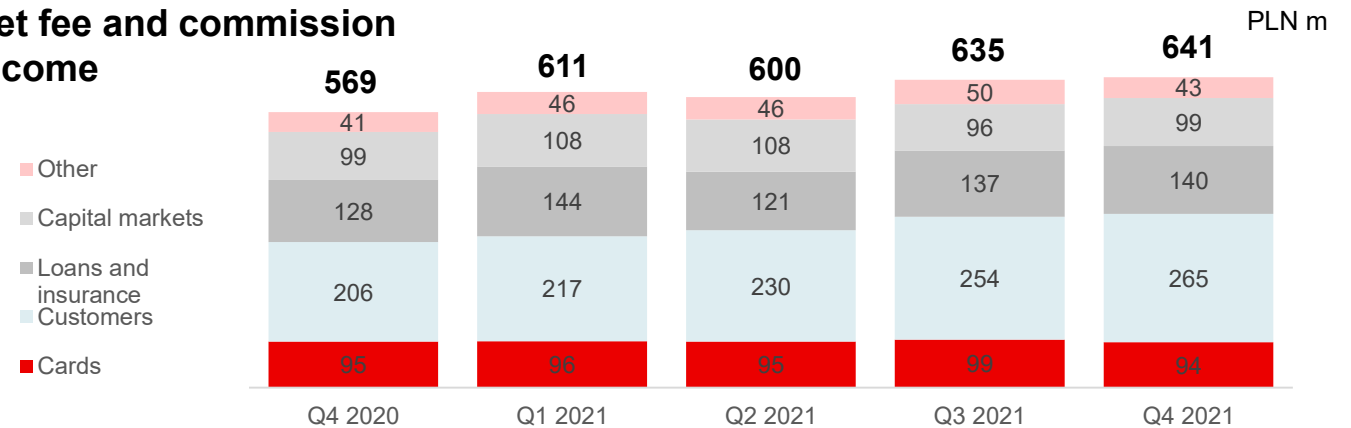
Comment

- Net commission income increased by 16% YoY and by 1% QoQ.
- Good results in accounts and transfer fees (+27% YoY) and distribution fees (+39% YoY), asset management commissions (+19% YoY) and card commissions (+18% YoY).
- The increase in commission income as part of account maintenance and money turnover (+27% YoY) results from the increase in the number of *Accounts as I Want* and the introduction of a conditional fee on account activity.
- SCB commission result lower by 24% YoY compared to 2020 due to lower customer activity and lower insurance commissions.

Net fee and commission income of SCB Group*

132 PLN m (2021)
160 PLN m (2020)

Net fee and commission income



Net fee and commission income

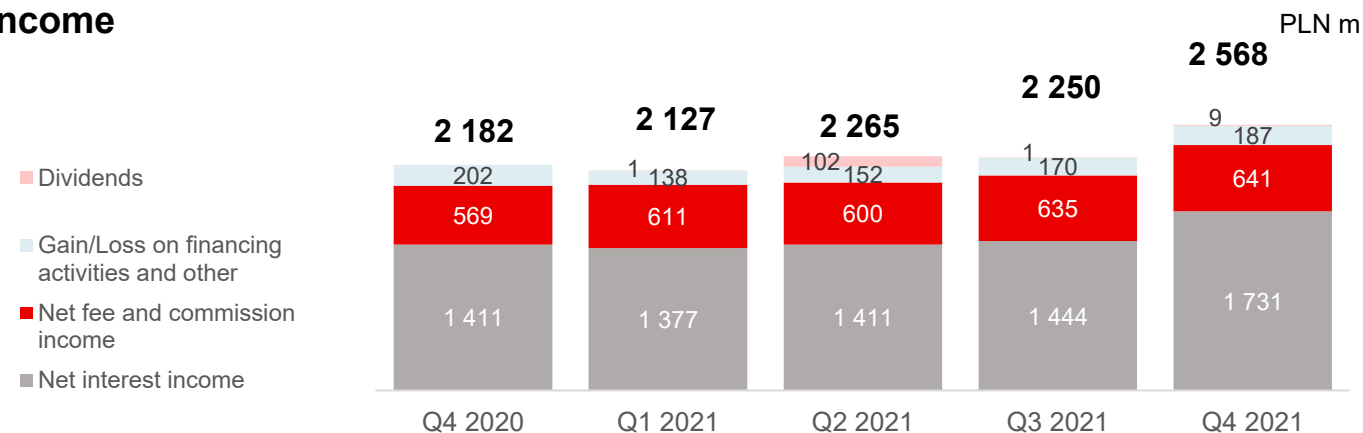
	2021	2020	YoY (%)	QoQ (%)
PLN m				
Cards	384	345	11%	-4%
Transactional	965	778	24%	4%
Loans + insurance	542	525	3%	2%
Capital markets*	411	354	16%	4%
Other	185	150	23%	-13%
Total	2 487	2 152	16%	1%

Income

Comment

- The Group's total income in 2021 amounted to PLN 9,210 million and increased by 7% compared to 2020. In Q4 increased by 14% vs. Q3 2021.
- In 2021, the group posted dividend income of PLN 113m vs. PLN 23m in 2020.
- Higher non-interest and non-commission income in 2021 compared to 2020, influenced by an increase in the trading result and revaluation - resulting from the situation on financial markets.
- Profit on the sale of bonds in 2021 was PLN 92m compared to PLN 229m in 2020.
- Change in the fair value of VISA Inc. shares in the amount of PLN 2m in 2021 (in 2020 PLN 33m) recognized in the result on other financial instruments. In 4Q 2021 alone, the change in the fair value of VISA Inc. shares was PLN -3m. In 2021 bank recorded profit of PLN 8m from five transactions involving conversion and sale of series A convertible preference shares of Visa Inc.

Income



PLN m	2021	2020	YoY (%)	QoQ (%)
Net interest income	5 962	5 888	1%	20%
Net fee and commission income	2 487	2 152	16%	1%
Total	8 450	8 040	5%	14%
Gains/ losses on financing activities	363	408	-11%	-31%
Dividends	113	23	393%	520%
Other operating income	284	176	62%	70%
Total income	9 210	8 647	7%	14%
One-off items	247	170		
Total income excluding one-off items	8 963	8 477	5.7%	

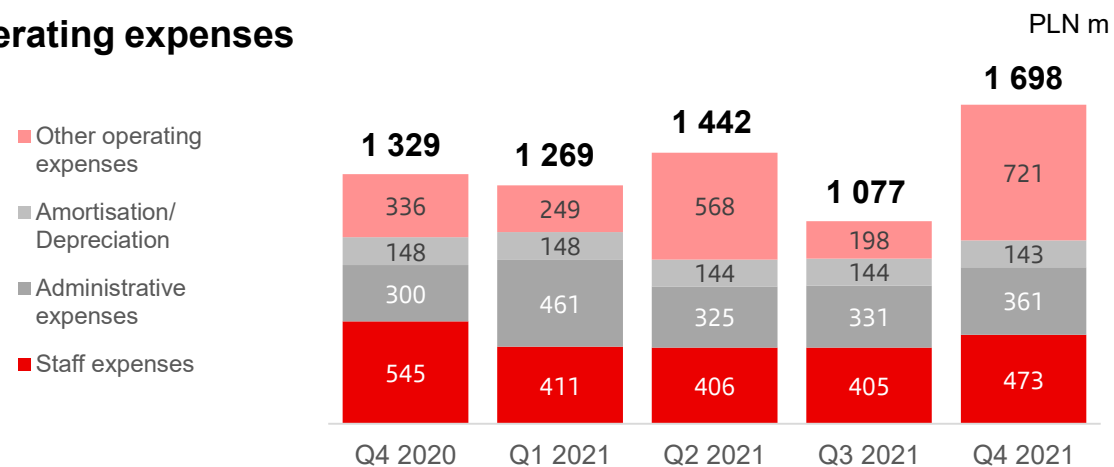
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Operating expenses

Comment

- Total costs in 2021 under the influence of regulatory costs and the creation of provisions for legal risk related to the FX mortgage loan portfolio.
 - Administrative costs drop by 3% YoY and increased by 9% compared to Q3 2021 due to the increase in prices and services as well as more intensive marketing activities.
 - Staff costs decreased by 3% YoY due to the previously announced optimization and increased by 17% compared to Q3 2021 due to the adjustment of the level of remuneration and bonus for the achieved results.
 - In SCB, operating expenses in 2021 amounted to PLN 504 million and decreased by 10% YoY and increased by 11% in Q4 compared to Q3 2021. SCB employee costs -4% YoY and +11% YoY in comparison to the previous quarter. Administrative costs -15% YoY and +14% vs. Q3 2021.
-
- Group C/I ratio at 59.6% in 2021 compared to 51.9% in 2020. The comparable C/I ratio was 45.0% in 2021 and vs. 44.1% in 2020.

Operating expenses

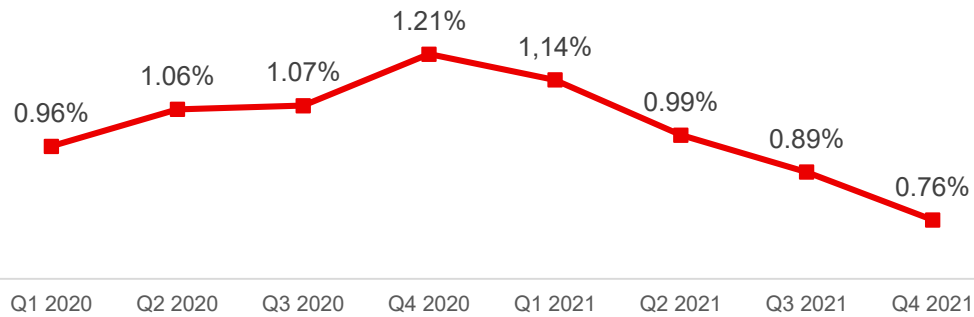


PLN m	2021	2020	YoY (%)	QoQ (%)
Administrative and staff expenses	(3 172)	(3 263)	-3%	13%
<i>Staff expenses</i>	(1 694)	(1 744)	-3%	17%
<i>Administrative expenses</i>	(1 478)	(1 518)	-3%	9%
Amortisation/depreciation + other	(2 315)	(1 225)	89%	153%
Total costs	(5 487)	(4 488)	22%	58%
One-off items	(1 419)	(677)		
Underlying total costs*	(4 068)	(3 811)	6.7%	

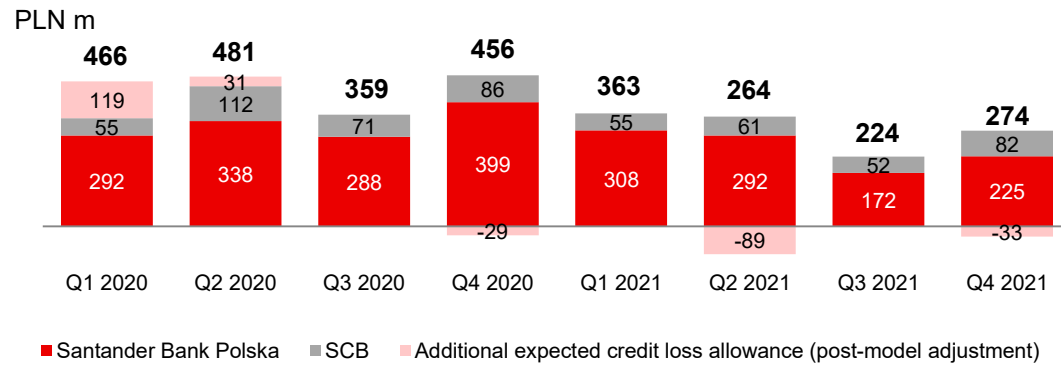
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Provisions and credit portfolio quality

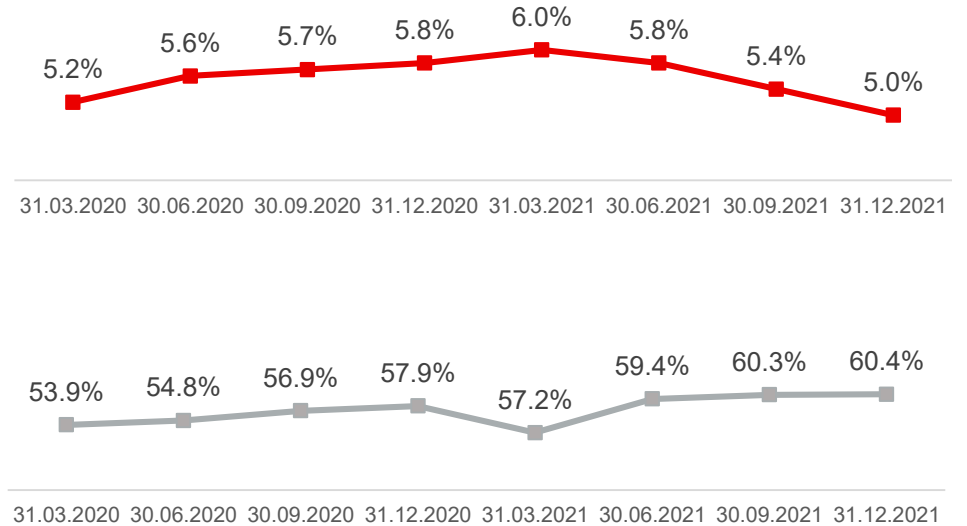
Cost of credit



Balance of provisions



NPL and NPL coverage ratio*

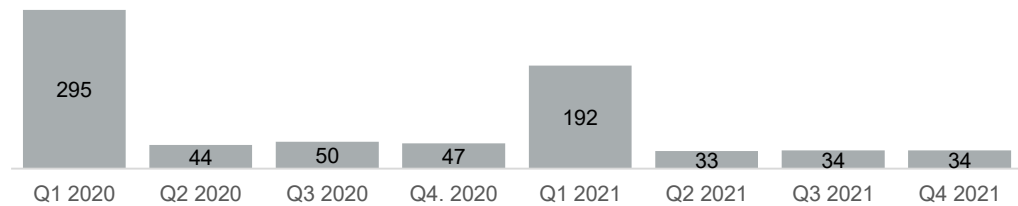


*Including POCI – purchased or originated credit-impaired asset.

Banking tax and regulatory costs

Amounts payable to the BFG, KNF and KDPW

PLN m



Resolution fund*:

- 2020: SBP PLN 227m SCB PLN 21m
- 2021: SBP PLN 135m SCB PLN 19m

Banking tax

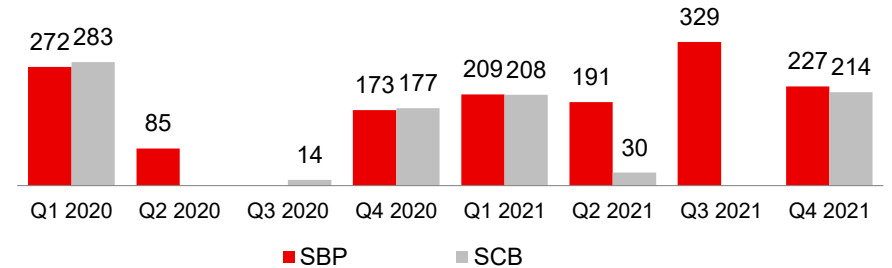
Pursuant to the Act of 1 February 2016 on tax imposed on certain financial institutions, bank assets are subject to a tax of 0.0366% per month.

In 2021, the total tax charged to Santander Bank Polska S.A. and SCB S.A. in this respect was PLN 614m (PLN 584m and PLN 30m, respectively).

NPL sales

NPL sales*

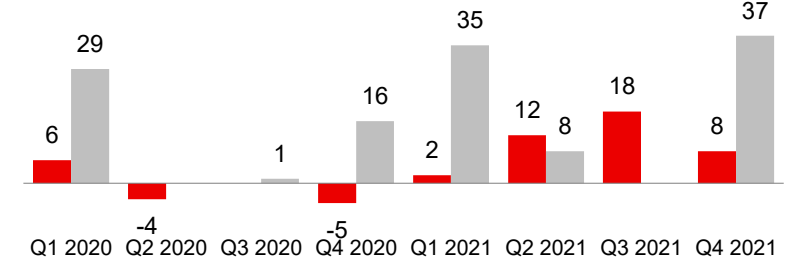
PLN m



Impact of NPL sales on PBT*

■ SBP* ■ SCB*

PLN m



SBP 2021: NPL sales: PLN 956m, impact on PBT PLN 39m

SCB 2021: NPL sales: PLN 451m, impact on PBT PLN 79m

Results for 2021

Comment

- In Q4, further increase in net interest income (20% QoQ and 23% vs.Q4 2020) and commission (1% QoQ and 13% vs.Q4 2020)
- Total costs influenced by provisions for legal risk, inflation and adjustment of staff costs. Further emphasis on cost-effectiveness.
- Increase in net profit by 7% compared to 2020 and on comparative basis +36%.
- Effective tax rate influenced by regulatory costs and provisions for legal risk.

Results for 2021 impacted by regulatory payments and extraordinary factors

PLN m	2021	2020	% YoY	On a comparative basis*
Net interest and fee income	8 450	8 040	5%	5%
Gross income	9 210	8 647	7%	6%
Operating expenses	-5 487	-4 488	22%	7%
Credit impairment allowances	-1 124	-1 763	-36%	-36%
Tax on financial institutions	-614	-602	2%	2%
PBT	2 058	1 881	9%	24%
Income tax	-805	-644	25%	25%
Profit attributable to shareholders of Santander Bank Polska S.A.	1 112	1 037	7%	36%
Effective tax rate	39.1%	34.2%		

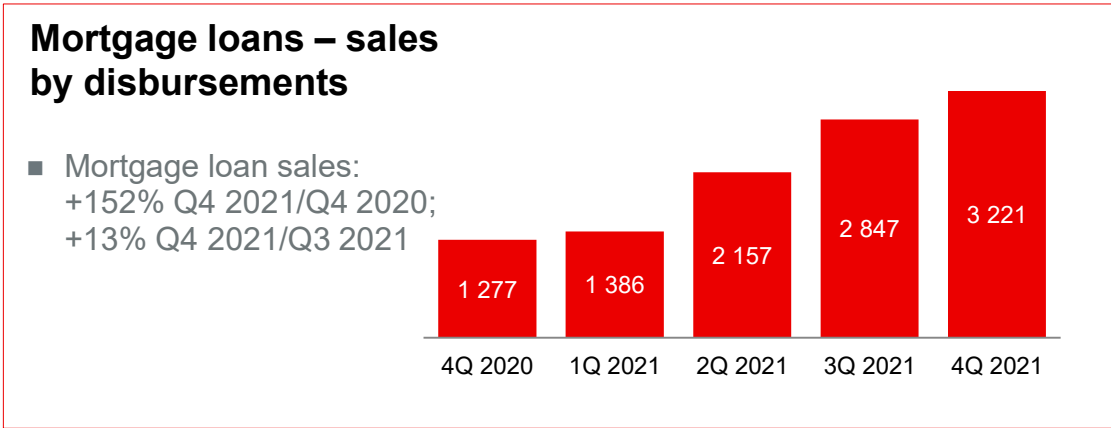
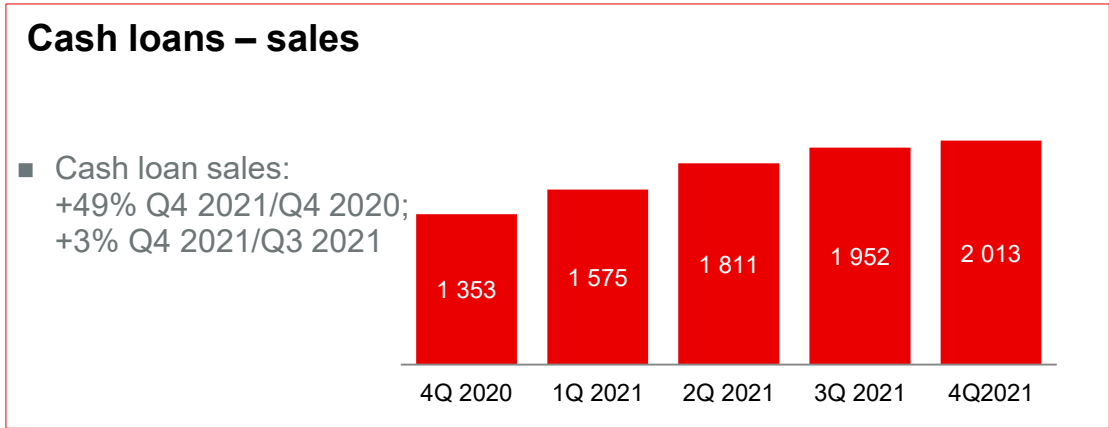
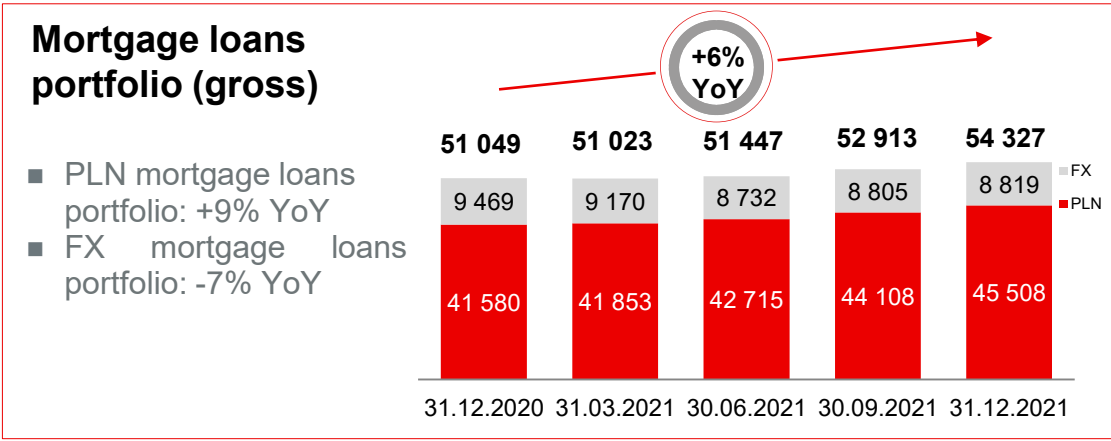
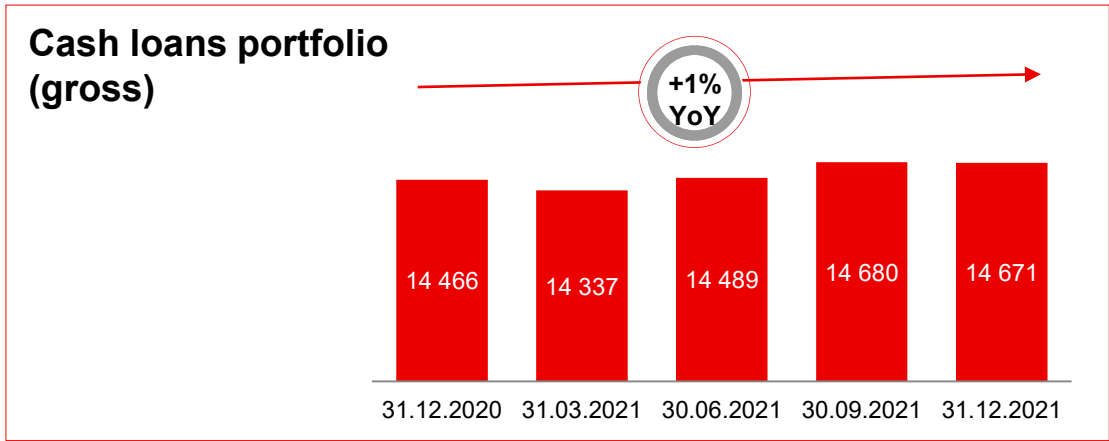
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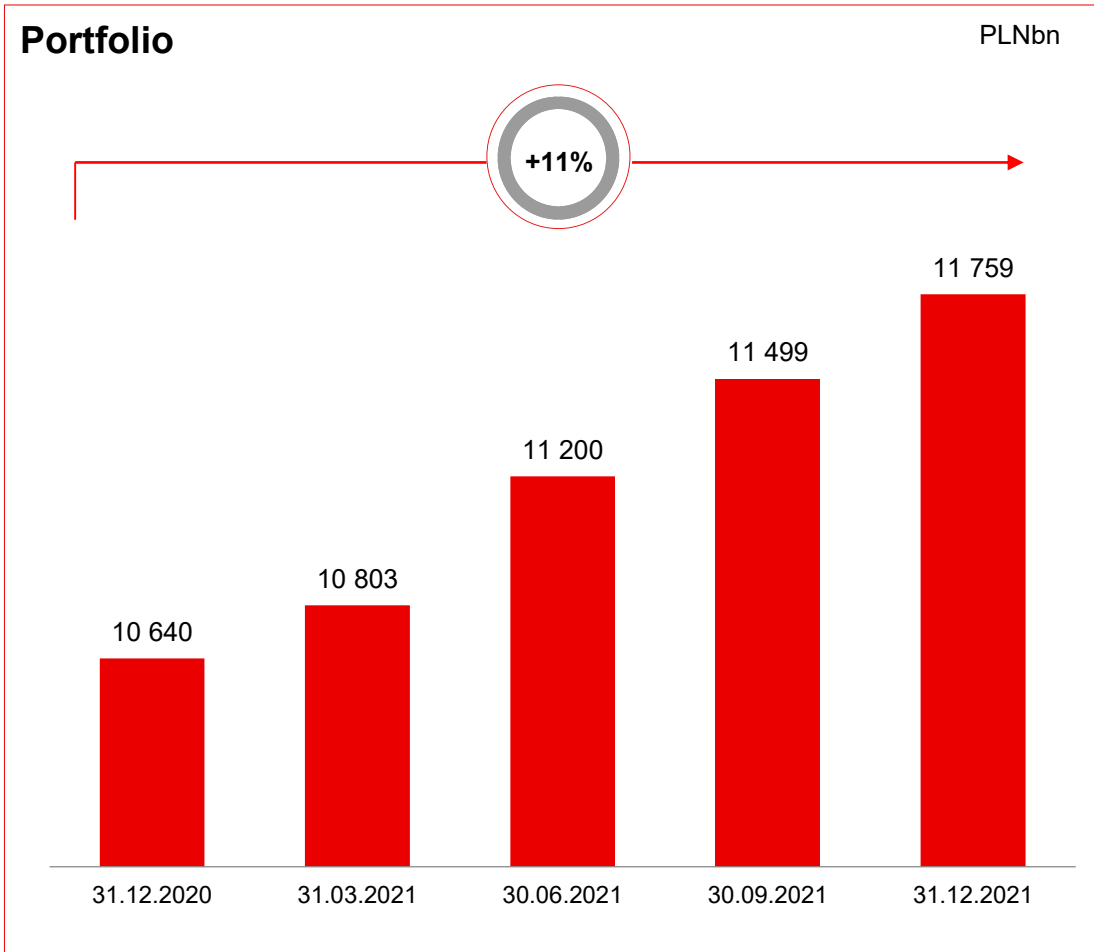
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Retail Banking - growth in lending activity

PLN m

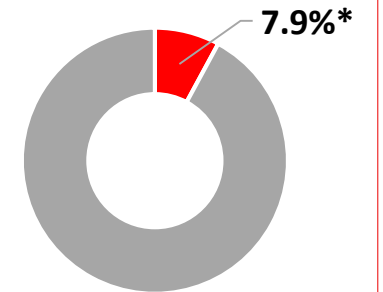


Santander Leasing



- Leasing portfolio at PLN 11.8 bn, +11% YoY,
- Net sales value at PLN 6.9 bn, +28% YoY,
- 17% YoY growth in income
- Excellent cost effectiveness C/I at 31.3%

Market share

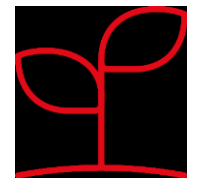


* Data as of 30/11/2021

For the second year in a row, Santander Leasing has received the honorable title of Trustworthy Brand 2021 in the leasing category. According to the votes of the owners and managers of small and medium-sized enterprises, our leasing subsidiary was ahead of other competitors on the market by more than 4-fold of the votes.



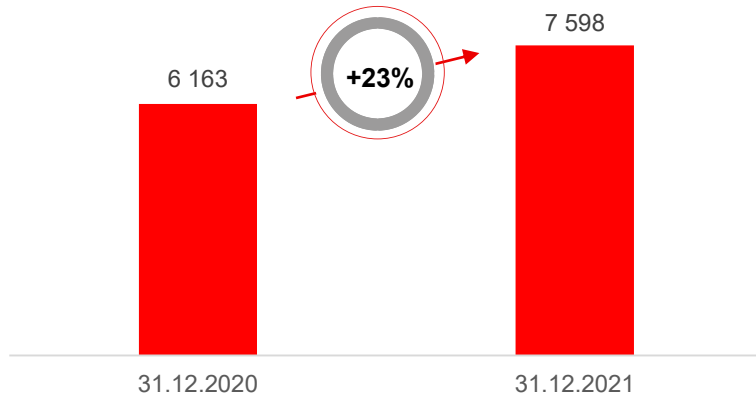
We support clients in investments that contribute to the energy transformation and are environmentally friendly. The dynamics of financing green investments in 2021 amounted to 66%, and the value of financed assets exceeded 693 milion.



Santander Factoring

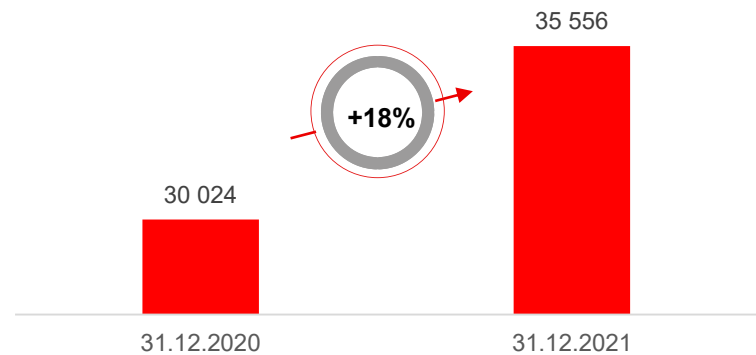
Portfolio

PLN m

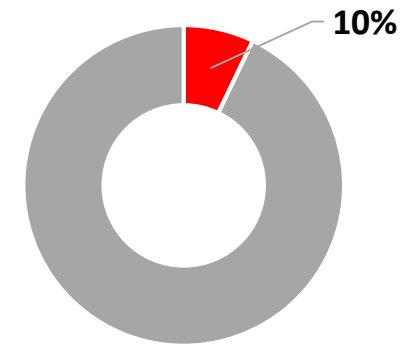


Turnover

PLN m



Market Share



- In Q4 2021, Santander Factoring maintained its first position on the market in terms of the balance sheet, reporting 23.3% YoY growth in balances and increase in the respective market share to 18.6%.
- Santander Factoring also maintains its first position in payables financing (up 24.1% YoY and 25% market share).
- After four quarters of 2021, the Polish factoring market recorded growth by 26% YoY.
- Santander Factoring continues its cooperation with BGK and is the market leader in terms of the value of guarantees granted to businesses under the Liquidity Guarantee Fund.

SBP and Aviva transaction

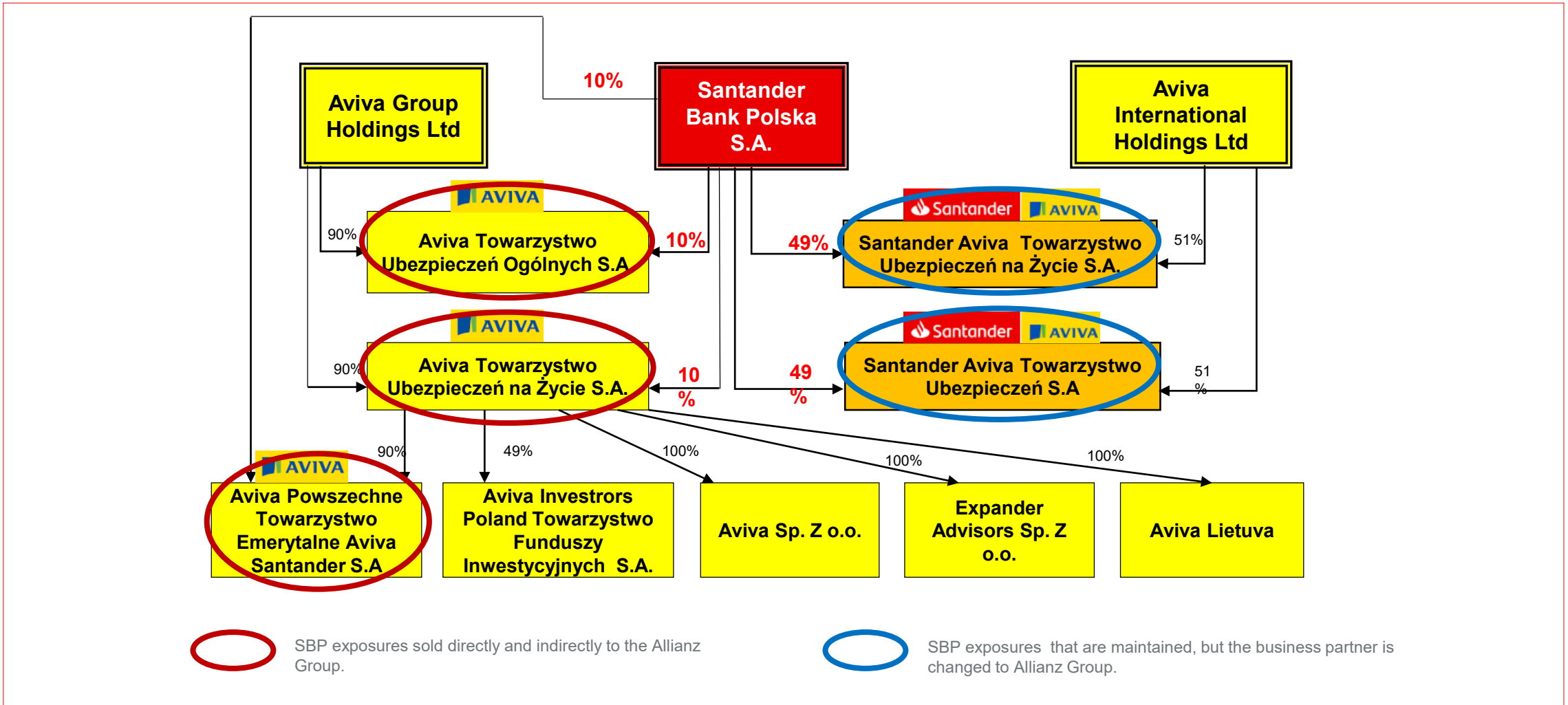
In relation to Aviva Group's decision to exit the Polish market through the sale of its companies to Allianz Holding eins GmbH (Allianz), on 26 March 2021 Santander Bank Polska S.A. took steps to complete the transaction concerning Aviva Group companies. The transaction was finalised on 29 and 30 November 2021 following the receipt of all consents from the relevant bodies as required by law, including the decisions of the Polish Financial Supervision Authority (KNF) and the European Commission, and fulfillment of other terms and conditions agreed by the parties to the transaction.

The transaction involved the following measures taken by the bank:

- 1) Sale (29 November 2021) of 1,370 shares in Aviva Powszechne Towarzystwo Emerytalne Aviva Santander S.A. representing approx. 10% of the company's share capital to Aviva Towarzystwo Ubezpieczeń na Życie S.A. for EUR 14.2m.
- 2) Sale (30 November 2021) of the following shareholdings to Allianz:
 - 4,125 shares in Aviva Towarzystwo Ubezpieczeń na Życie S.A. representing approx. 10% of the company's share capital;
 - 2,968 shares in Aviva Towarzystwo Ubezpieczeń Ogólnych S.A. representing approx. 10% of the company's share capitalfor the total sale price of EUR 223.3m.
- 3) Termination of the cooperation agreements with Aviva International Holdings Limited relating to Santander Aviva Towarzystwo Ubezpieczeń na Życie S.A. and Santander Aviva Towarzystwo Ubezpieczeń S.A. (including shareholder agreements), effective as of the completion of the transaction.
- 4) Execution of shareholder agreements with Allianz, i.e. a new partner of the bank in Santander Aviva Towarzystwo Ubezpieczeń na Życie S.A. and Santander Aviva Towarzystwo Ubezpieczeń S.A. holding approx. 51% of the share capital of each of the companies.
- 5) Execution of new bancassurance agreements with Santander Aviva Towarzystwo Ubezpieczeń na Życie S.A. and Santander Aviva Towarzystwo Ubezpieczeń S.A.

Notwithstanding the above transaction and payments, between June and November 2021 Santander Bank Polska S.A. was paid PLN 95.6m worth of dividends by Aviva Powszechne Towarzystwo Emerytalne Aviva Santander S.A., Aviva Towarzystwo Ubezpieczeń na Życie S.A. and Aviva Towarzystwo Ubezpieczeń Ogólnych S.A. The bank was also entitled to a payment of EUR 10m from Aviva Group, which after conversion to PLN totalled PLN 46.8m and was recognised under other operating income.

SBP and Aviva transaction: structure of capital ties between SBP and Aviva



Our response to COVID-19

Support for personal and business customers

- We provided customers with an option to apply for three-month or six-month deferral of principal repayments or principal and interest repayments on cash loans and mortgage loans; to business customers, we offered deferral of repayments under loan, factoring and lease agreements.
- We offered a possibility to suspend* the enforcement of agreements on the following credit facilities:
 - cash loans
 - mortgage loans
 - personal overdrafts
 - credit card limits (for one, two or three months)
 - SME overdrafts with a decreasing limit (for three or six months).
- Our customers could also apply for:
 - automatic renewal of personal overdrafts and credit card limits;
 - automatic free-of-charge two-month extension of SME overdrafts; in the case of large companies: extension of overdrafts with no additional fees and charges as part of a fast-track procedure.

The assistance tools provided by the Group as part of initiatives aimed at mitigating the negative effects of the COVID-19 pandemic

The range of tools included:

- debt moratoria resulting from the banks' position regarding the unification of the rules for offering aid tools to customers of the banking sector i.e. non-legislative moratorium within the meaning of the guidelines of the European Banking Authority (EBA),
- Anti-Crisis Shield 4.0,
- financing to stabilize the liquidity situation, under which BGK collaterals were used

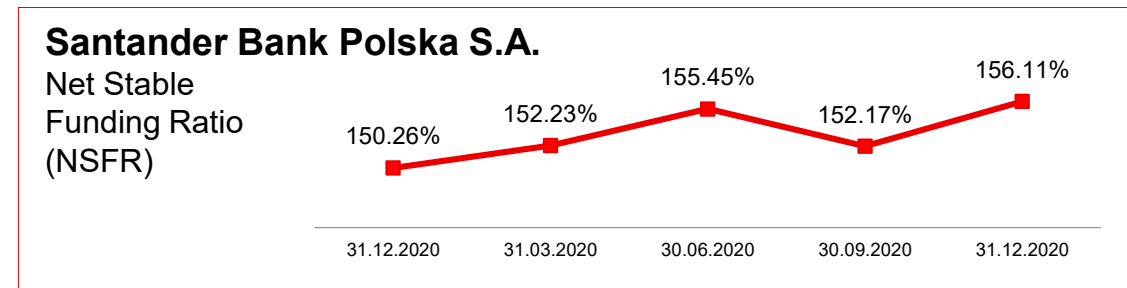
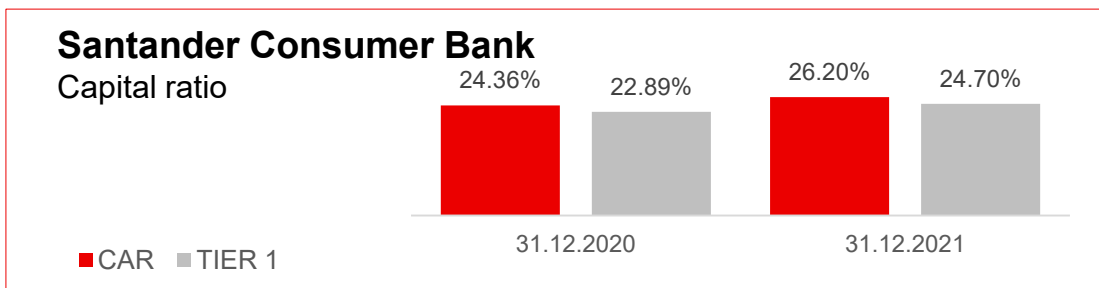
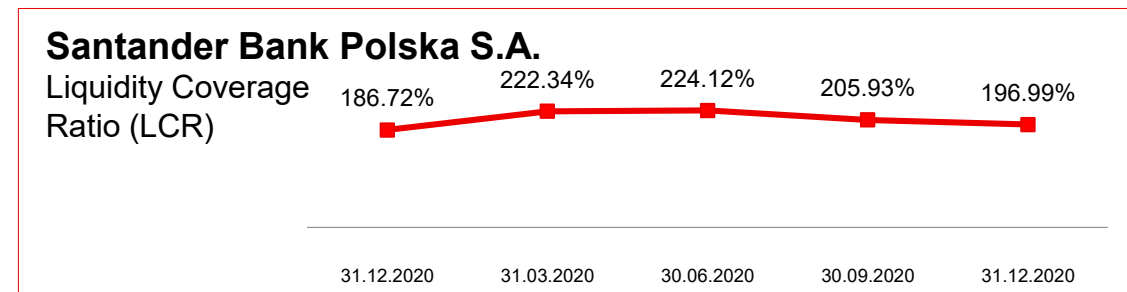
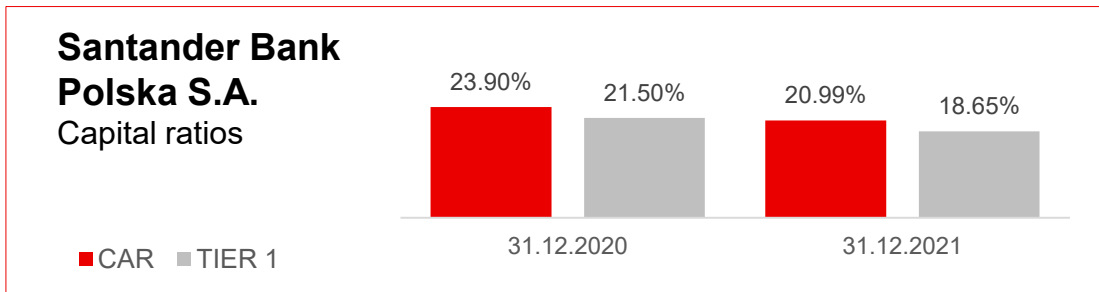
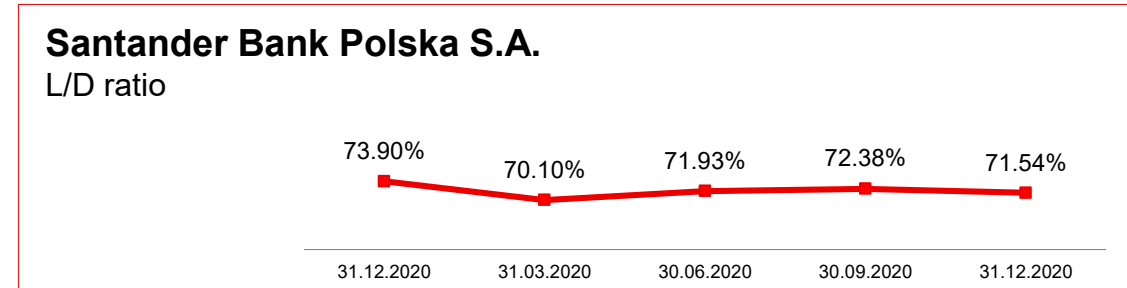
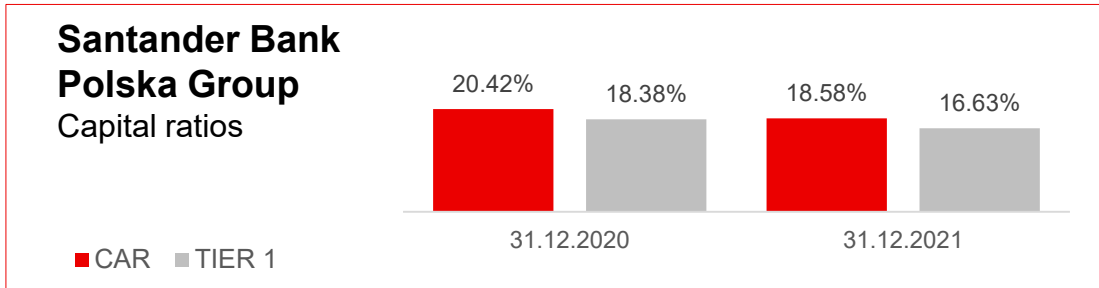
Type of assistance tool	Number of customers with granted assistance tools	Gross carrying amount of granted assistance tools PLNk
Non-legislative moratoria	146 809	16 110 055
Legislative moratoria	3 681	250 187
Total moratoria	150 490	16 360 242
Liquidity BGK	20 670	5 103 184
All assistance tools	171 160	21 463 426

Assistance tools for individual customers and companies during the COVID-19 pandemic - moratoria (in PLN thousand)

Gross carrying amount

	Granted	Expired	Active	Performing			Non performing		
				Of which: exposures with forbearance measures	Of which: Instruments with significant increase in credit risk since initial recognition but not credit impaired (Stage 2)		Of which: exposures with forbearance measures	Of which: Unlikely to pay that are not past-due or past-due <= 90 days	
Loans and advances subject to moratorium	16 360 242	16 360 240	2	15 151 134	1 225 689	2 407 265	1 209 108	576 487	688 955
Of which: Households	7 150 734	7 150 732	2	6 402 190	168 711	483 166	748 544	368 709	420 210
Collateralised by mortgage	5 368 497	5 368 497	-	5 065 225	123 915	309 739	303 272	224 539	258 512
Consumer loans	1 782 237	1 782 235	2	1 336 965	44 796	173 427	445 272	144 170	161 698
of which: Non- financial corporations	9 209 508	9 209 508	-	8 748 944	1 056 977	1 924 099	460 564	207 778	268 745
SME loans	2 065 106	2 065 106	-	1 803 814	83 099	256 835	261 292	95 651	119 251
Corporate loans	7 144 402	7 144 402	-	6 945 130	973 878	1 667 264	199 272	112 127	149 494

Capital and liquidity position



Key financial ratios

2021 - Santander Bank Polska Group

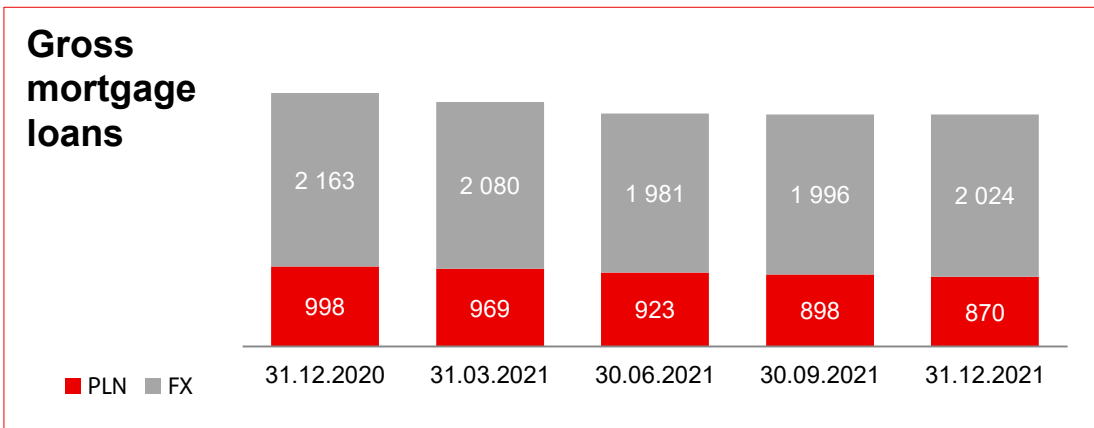
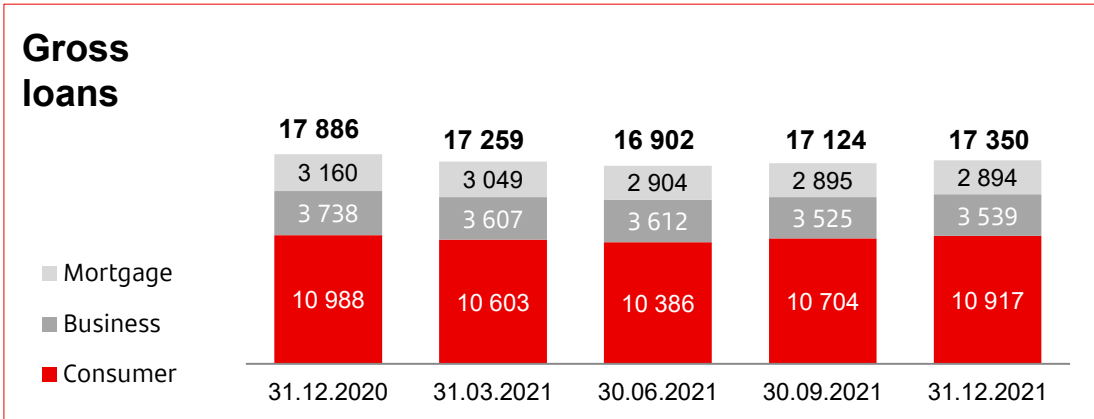
Selected financial ratios of Santander Bank Polska Group	2021	2020
Cost/ income	59.6%	51.9%
Net interest income/ total income	64.7%	68.1%
Net interest margin ¹⁾	2.71%	2.87%
Net fee and commission income/ total income	27.0%	24.9%
Net loans and advances to customers/ deposits from customers	80.0%	82.8%
NPL ratio ²⁾	5.0%	5.8%
NPL provision coverage ratio ³⁾	60.4%	57.9%
Costs of credit ⁴⁾	0.76%	1.21%
ROE ⁵⁾	4.7%	4.4%
ROTE ⁶⁾	5.3%	5.3%
ROA ⁷⁾	0.5%	0.5%
Total capital ratio ⁸⁾	18.58%	20.04%
Tier 1 capital ratio ⁹⁾	16.63%	18.01%
Book value per share (PLN)	266.31	280.44
Earnings per ordinary share (PLN) ¹⁰⁾	10.88	10.16

Key financial ratios

1-3Q 2021 - Santander Bank Polska Group

- 1) *Net interest income annualised on a year-to-date basis (excluding interest income from the portfolio of debt securities held for trading and other exposures related to trading) to average net earning assets as at the end of consecutive quarters after the end of the year preceding a given accounting year (excluding financial assets held for trading, hedging derivatives, other exposures related to trading and other loans and advances to customers).*
- 2) *Gross loans and advances to customers classified to stage 3 and POCI exposures to the portfolio of gross loans and advances to customers measured at amortised cost at the end of the reporting period.*
- 3) *Impairment allowances for loans and advances to customers classified to stage 3 and POCI exposures and measured at amortised cost to gross value of such loans and advances at the end of the reporting period.*
- 4) *Net expected credit loss allowance (for four consecutive quarters) to average gross loans and advances to customers measured at amortised cost (as at the end of the current reporting period and the end of the last year).*
- 5) *Profit attributable to the parent's shareholders (for four consecutive quarters) to average equity (as at the end of the current reporting period and the end of the last year), net of non-controlling interests, current period profit and the undistributed portion of the profit.*
- 6) *Profit attributable to the parent's shareholders (for four consecutive quarters) to average tangible equity (as at the end of the current reporting period and the end of the last year) defined as common equity attributable to the parent's shareholders less revaluation reserve, current year profit, dividend, undistributed portion of the profit, intangible assets and goodwill.*
- 7) *Profit attributable to the parent's shareholders (for four consecutive quarters) to average total assets (as at the end of the current reporting period and the end of the last year).*
- 8) *The capital adequacy ratio was calculated on the basis of own funds and total capital requirements established for the individual risk types by means of the standardised approach, in line with the CRD IV/CRR package.*
- 9) *Tier 1 capital ratio calculated as a quotient of Tier 1 capital and risk-weighted assets for credit, market and operational risk.*
- 10) *Net profit for the period attributable to shareholders of the parent entity divided by the average weighted number of ordinary shares.*

Santander Consumer Bank Group Loans



PLN m

	31.12.2021	31.12.2020	YoY (%)	QoQ (%)
Retail customers	13 811	14 148	-2%	2%
Mortgage loans	2 894	3 160	-8%	-
Consumer finance	10 917	10 988	-1%	2%
SME/ Leasing	3 539	3 738	-5%	-
Total gross loans	17 350	17 886	-3%	1%

- Total loans: -3% YoY:
- Mortgage loans: -8% YoY
- CHF mortgage loans: -10% YoY (approx. – CHF 52m)
- Consumer finance: -1% YoY
- Business loans: -5% YoY

Santander Consumer Bank Group

Key financial results for 2021

PLN m	2021	2020
Assets	20 488	20 382
Net loans	15 515	15 907
Deposits	9 283	9 533
Total equity	3 822	3 773
PAT	183	334
L/D (%)	167.1%	166.9%
C/I (%)*	60.3%	48.6%
ROE (%)	4.8%	9.3%
ROA (%)	0.9%	1.6%
TCR (%)**	26.2%	24.4%

Thank You.

Our purpose is to help people
and business prosper.

Our culture is based on believing
that everything we do should be:

Simple Personal Fair



MEMBER OF
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Sustainability Indices**
In Collaboration with RobecoSAM



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