

# Financial results of Santander Bank Polska Group for 1H 2024



# 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 1H 2024

# Our activities and our people

01

## Our communication

For many years, Santander Bank Polska has been close to its customers, helping them prosper. In our campaigns, we communicate our purpose in a consistent way – Santander helps in many ways both in finance and in life.

### ATL, digital and social media campaigns

We ran campaigns targeting the Mass, Young and SME segments.

#### Campaigns targeting the Mass segment:

- **"Helping has many faces"** campaign. The campaign shows our social engagement, the impact of our work (goals delivered by the Bank and the Foundation) and our outstanding initiatives: Santander Universidades, Finansiaki (financial education for children) and Obsługa Bez Barrier (barrier-free banking).
- Campaign for a mobile app with a personalisation option: **"New app helps you manage your daily affairs"**.
- **"We help teenagers manage money"** - an account for teenager campaign with PLN 150 bonus when opening the account. In our campaign addressed to parents, we show the moments in the lives of teenagers when the time comes for their first financial decisions, the first account of their own and their first purchases by card.
- **"Santander Application comes in handy when you travel"** - in our summer holiday campaign we advertise FX currency exchange at Kantor (currency exchange) and one card for multiple currencies.
- Deposit campaign **"Santander helps save money"** - with an interest rate of 6% on up to PLN 100k for new money.
- Cash loan campaign: **"Santander will help you make your dreams come true"**, conducted on the radio and in digital channels.

#### Campaigns targeting the Young segment:

- **A teenager's account campaign** addressed to a younger audience, showing how good savings habits can be automated thanks to the Santander mobile app.

#### Campaigns targeting SME segment:

- **"Zielone pojęcie"** ("Green idea") campaign for SME customers. We help to run a business with our business account and our green financing offer, i.e. leasing of PV systems, charging stations and electric cars.



### Digital & Social media initiatives

Our actions focused on:

- **Building reach, brand image, and relationships with our audience in SoMe (through engaging content).**
- Building Select segment image in the **Give yourself a bonus for your life** campaign. We want to inspire affluent customers with our offer and show them opportunities for growth when it comes to finance and their passions.
- **Boosting the image** of a socially engaged bank in the **#SantanderJęzykiMniejObce** campaign, in which we promoted foreign language training in cooperation with the British Council and eTutor. The campaign was conducted in digital and social media channels with the support from DOOH. We have prepared a glossary of linguistic inclusion - Barrier free language, graphics for the campaign were created by Justyna Kieruzalska a member of the deaf community.
- Our social media now include **15 profiles on 6 platforms**. They have a total of **650 thousand followers** and reach **10 million users per month**.
- Sponsorship activities with Ferrari and League of Legends; promoting the Santander "Letnie Brzmienia" summer music festival.
- Promoting products and services: online banking app features, Blik, currency exchange platform and flower delivery via Santander app, offer for SME segment - Business Week (Tydzień Przedsiębiorcy).
- Promoting Santander Open Academy's educational offer including training, scholarships and educational materials.





# Our people

## Improving employee experience

- We completed the **first round of the employee satisfaction survey in 2024**, achieving the best result in Europe among companies from Banco Santander Group.
- We also performed a base measurement for the "TX Barometer" tests the implementation of the new Total Experience strategic direction using quantitative and qualitative metrics.
- We have implemented „**EX Health Check**” – a system solution that aims to improve the employee experience and monitors the employee perspective from the moment of designing the initiative to its implementation and evaluation.

## Occupational Health & Safety and Wellbeing

- **BeHealthy Week** – during the 5 days, we prepared 24 initiatives for employees, including online and onsite ones, webinars and articles under the strapline: "Healthy lifestyle is your best choice". 5,573 participants enrolled for all the events.
- **Santander Helps** – we organised a charity campaign. 2005 employees participated in the initiative, forming 134 teams. In total, we covered 76,577 kilometers on foot and raised funds for the Marek Kamiński Foundation.



## Corporate culture

- We organised a **Family Day** – we invited children and grandchildren of employees to our offices in Warsaw, Wrocław, Poznań and Lublin, as well as to the bank's branches and partner outlets. In total 1320 children took part in the event.
- We were awarded the **special prize in World's Best Workplace 2024** ; Great Place to Work 2023, recognised us in **Diversity IN Check** and the Business Centre Club awarded us **the Equal Pay Certificate**.

## Diversity and inclusion

- We organised **initiatives supporting Diversity, Equality and Inclusion (DE&I)**: articles and webinars prepared by employee networks (May Diversity Month, Pride Month).
- Podcasts in cooperation with the Share the Care Foundation **promoting parental equality and the Work Life Balance directive** (Mother's Day, Children's Day and Father's Day).

## Development and training

- We have delivered the first edition of the development programme for top management – **Power of Emotions**. The program will continue, the next edition will be launched after summer.
- We launched **foreign language classes for our employees** – we have 2,674 users in the e-Tutor application; individual courses: 226 people; group courses: 445 people.
- We have started working on a **development ecosystem** – one friendly place for our employees to improve their skills.

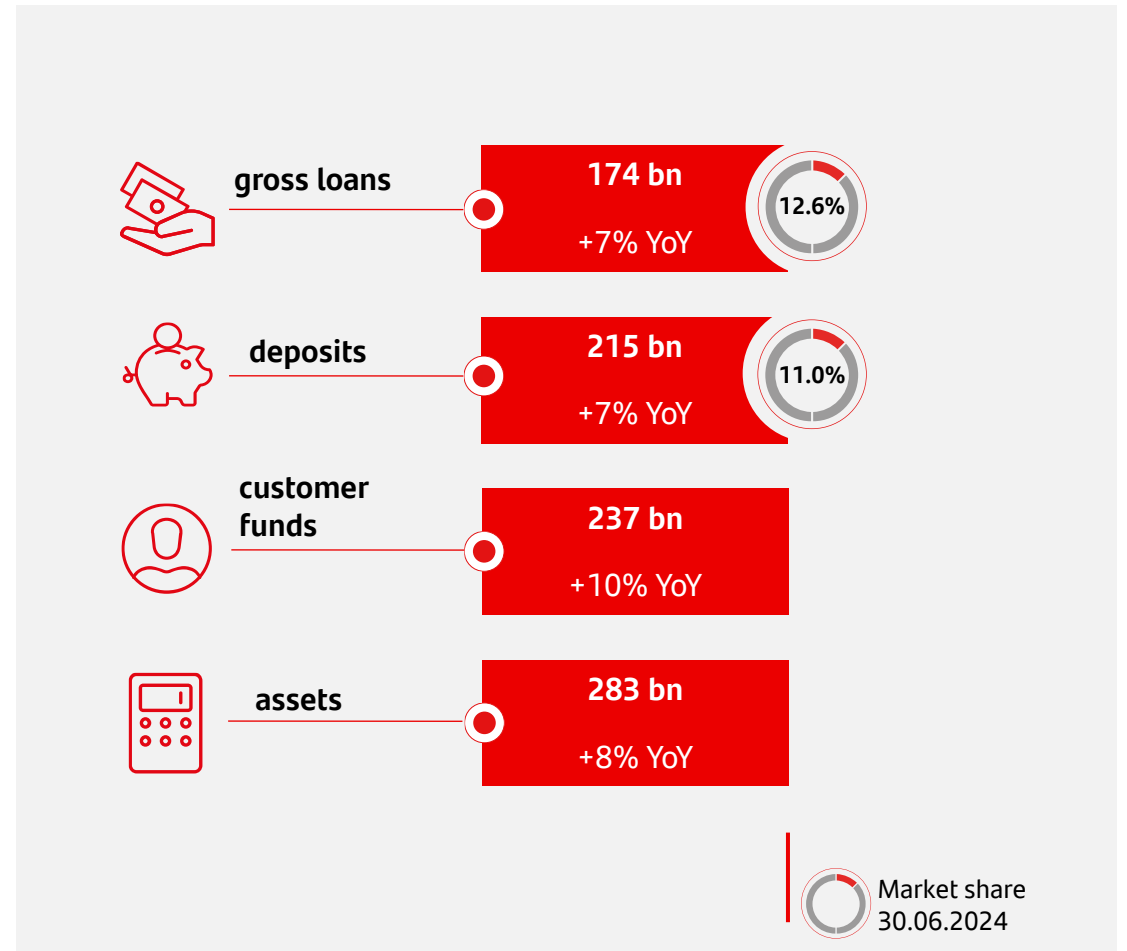
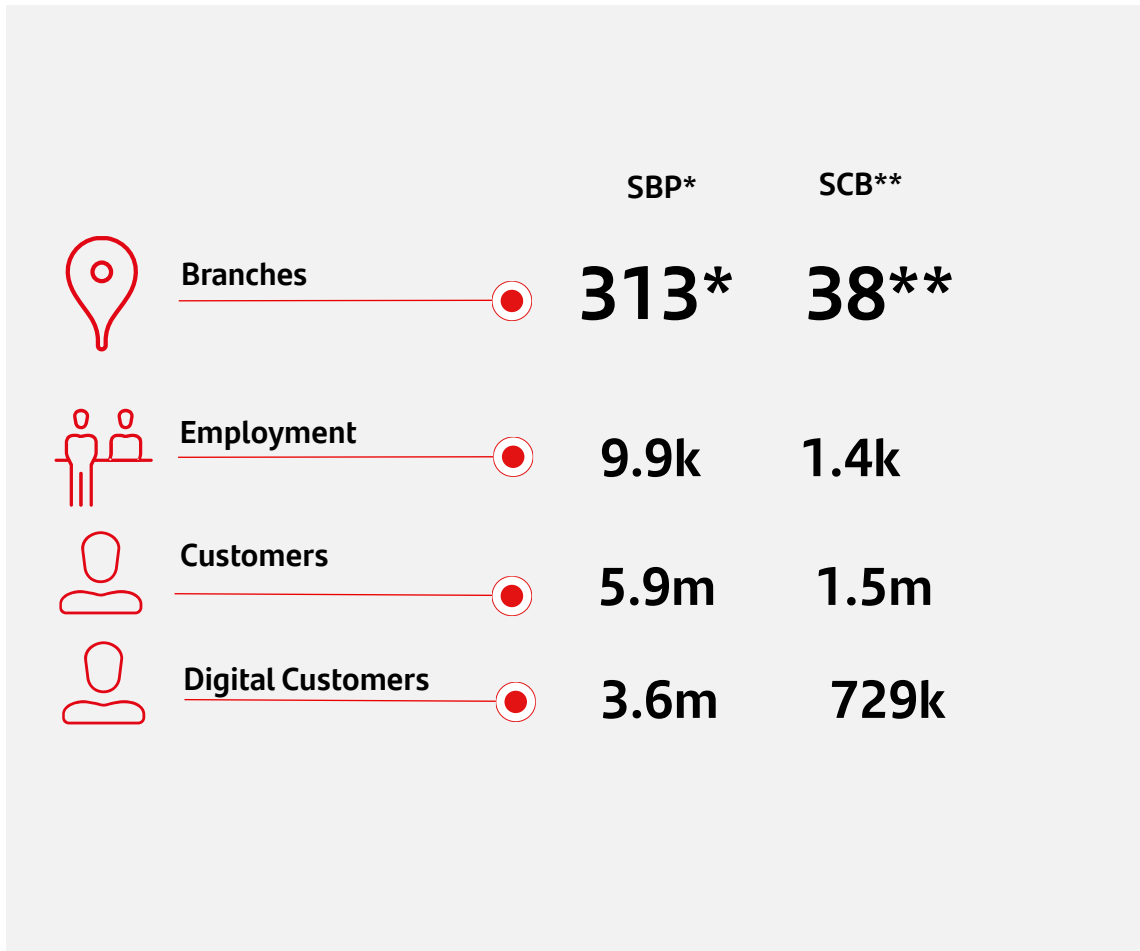
1H 2024 Results

# Our business development

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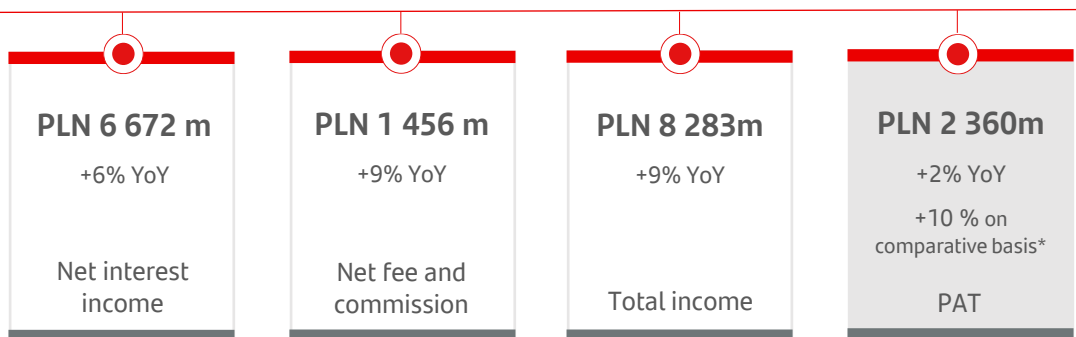
## General operational data

## Key volumes



## Key financial results for 2024

### Key results

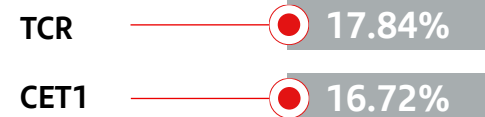


- \* On a comparable basis, i.e. after excluding the following items from 2024 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 1,547m
  - BFG contributions (resolution fund) - PLN 250m
  - Negative impact of changes in the criteria of a significant increase in credit risk - PLN 125m
  - Negative adjustment of interest income due to so-called payment holidays scheme applicable to mortgage loans – PLN 135m
  - Costs of settlements regarding mortgage loans in foreign currencies - PLN 35m
- and from 2023 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 1,150m
  - BFG contributions (resolution fund) - PLN 175m.
  - Negative adjustment of interest income due to so-called payment holidays scheme applicable to mortgage loans – PLN 44m
  - Costs of settlements regarding mortgage loans in foreign currencies - PLN 268m

## Financial ratios For 2024

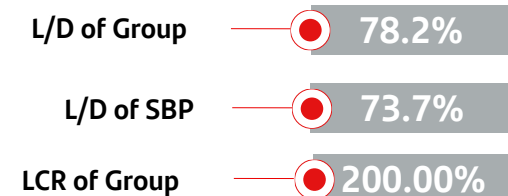
### Capital position

Strong capital position, well above the KNF requirements

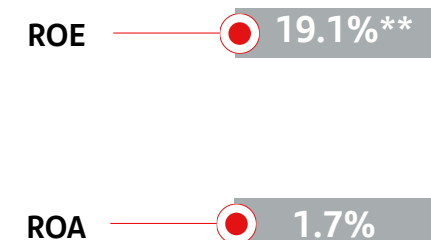


### Liquidity position

Safe liquidity position



### ROE, ROA





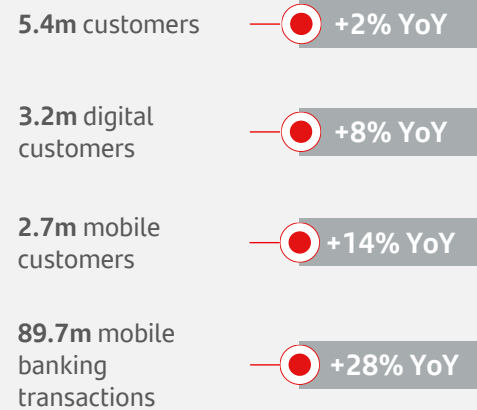
Results for 1H 2024

# Our customers

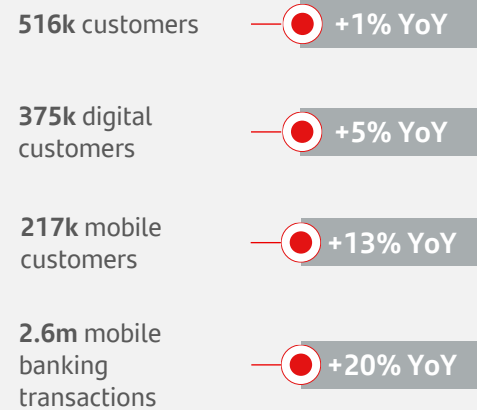
03

# Our customers in numbers\*

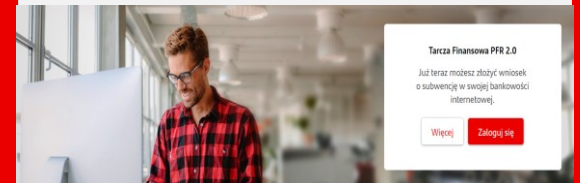
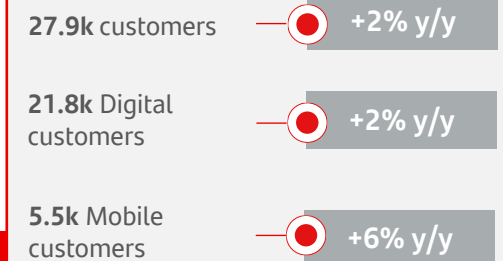
## Retail customers



## SME customers



## Corporate customers



## New products and services

### Retail customers

- We expanded our list of FX accounts to include accounts in CZK, NOK, SEK, DKK, JPY, HUF, CAD and AUD: customers can now open accounts and exchange funds via our Kantor Santander platform in 12 currencies.
- We expanded our multi-currency function to include CHF, CZK, NOK, SEK and DKK: customers can now pay in eight currencies directly from their accounts without conversion.
- We launched Deposits for You (personalised term deposits for various customer groups) and the Holiday Deposit.
- We prepared the launch of the Visa Bonus credit card (available as of 1 July).



### SME customers

- We introduced new solutions, including:
  - the Business New Energy investment loan to support green transformation;
  - eLoan: a simplified version of the eLeasing service which enables financing of a new group (start-ups existing for up to 24 months);
  - Smart Loans: a new pricing decision process for credit products.
- We provided a variety of promotions and special offers for our customers, including:
  - Spring with a business loan;
  - Plenty of benefits with Online Business Account;
  - an Online Business Account special offer in which customers could win an e-voucher for Biedronka discount shops worth PLN 300;
  - a new edition of Santander Leasing's Account with an instalment special offer;
  - special offers of POS and softPOS terminals;
  - special offers as part of the Entrepreneurs Week.



### Corporate customers

- For iBiznes24 electronic banking users, we implemented a new module – Cash Management. The new solution has simplified the handling of cash orders for the client.
- In our CLP lending platform, we introduced the functionality of processing customers with exposures up to PLN 50m and a number of simplifications that speed up the lending process.
- For our clients who have the status of a Public Benefit Organisation, we implemented a BLIK phone transfer, which enables simple, fast and cheap donation processing.



## Education and support for customers

### Retail Customers

- We improved our mobile app, for example:
  - we launched the Financial Coach function;
  - we made it possible to open FX accounts via the app;
  - we expanded the Price Advisor to cover credit cards;
  - we introduced a new account conversion process.
- We help customers use our mobile app efficiently: we communicate changes and run educational activities.
- We made it possible to buy car insurance at our branches.
- We implemented new solutions to increase customer security: we use the PESEL register in our processes.



### SME Customers

- We finished the “EmPOWERed in business” (“MOCni w biznesie”) project: a series of ten educational webinars and a grant programme. From January to June, nearly nine thousand people took part in webinars and almost 700 grant applications were submitted.
- We organised the Entrepreneurs Week: we prepared special offers and discounts for our services, digital campaigns, educational podcasts and gadgets in branches; based on first reports, 15,800 customers availed of our fuel cashback benefit.
- New Energy on Tour: we organised a series of meetings with SME and Select customers (in eight cities over ten days), during which we outlined ESG-related opportunities.



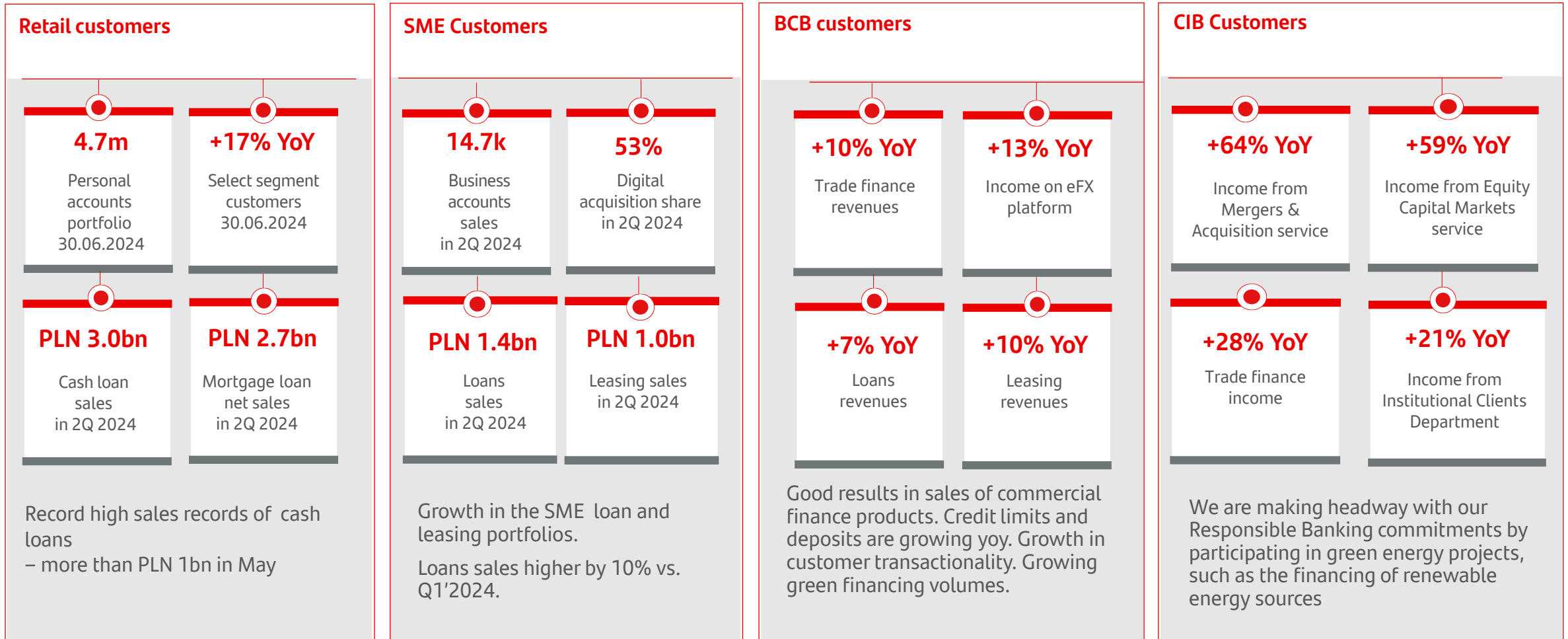
### BCB customers

- We have provided our clients with a pilot carbon footprint calculator that allows them to calculate CO2 emissions related to the company's activities.
- We have started another series of meetings with our clients, where we share our expert knowledge and ideas on how to develop business during dynamic market changes and how to build competitive advantage.
- We build customer awareness in the ESG area - we organise events for customers with bank experts and cooperate with the Scandinavian-Polish Chamber of Commerce
- We provide our clients with creative solutions in the area of pre-financing of investment projects combined with non-recourse discounting of receivables.

### CIB Customers

- Organisation of a conference dedicated to institutional investors with the participation of many companies listed on the WSE.
- 154 stock exchange recommendations issued in the CEE Region (in H1 2024)

## Selected business data





Results for 1H 2024

# Our financial performance

04

## Gross loans

### Comment

#### Santander Bank Polska S.A.

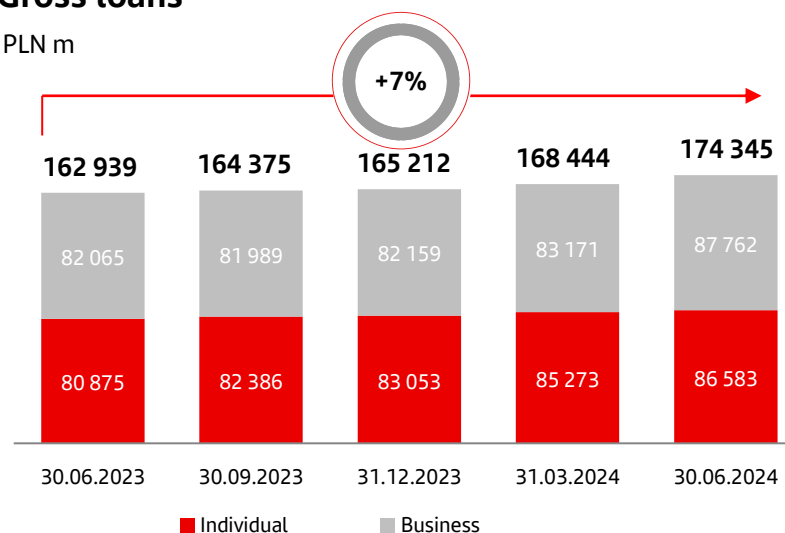
- The loan portfolio increased by 10% YoY and by 4% QoQ.
- Mortgage loan sales: +68% YoY; -38% QoQ
- Cash loan sales: +19% YoY; +17% QoQ
- CHF mortgage loans: -70% YoY\* (-70% YoY in PLN)
- SME loans (including leasing and factoring): +7% YoY and +2% QoQ and BCB loans: +5% YoY and +4% QoQ
- CIB loans (including leasing and factoring): +8% YoY and +11% QoQ.

#### Santander Consumer Bank

- SCB gross loans: PLN 19.7bn (+6%YoY and +7% QoQ)
- Mortgage portfolio: -46% YoY (CHF mortgage portfolio: -70% YoY\*)
- SCB loans (excluding mortgage loans): +11% YoY and +10% QoQ.

### Gross loans

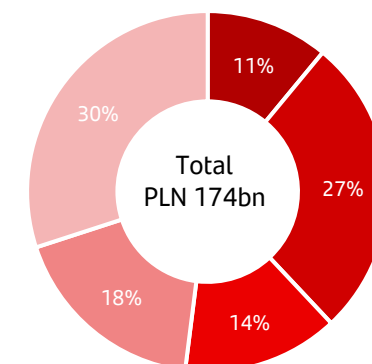
PLN m



PLN m

	30.06.2024	30.06.2023	YoY (%)	QoQ (%)
<b>Retail customers</b>	<b>86 582</b>	<b>80 875</b>	<b>7%</b>	<b>2%</b>
Mortgage loans	55 042	51 547	7%	0%
Other – retail customers	31 540	29 328	8%	3%
<b>Business loans</b>	<b>87 762</b>	<b>82 065</b>	<b>7%</b>	<b>6%</b>
<b>Total gross loans</b>	<b>174 345</b>	<b>162 939</b>	<b>7%</b>	<b>4%</b>

### Structure of loans



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

# Customer funds

## Comment

### Santander Bank Polska Group

- Customer funds +10% YoY and +3% QoQ.

### Deposits SBP Group

- Retail deposits +11% YoY and +4% QoQ
- Business deposits + 2% YoY and +1% QoQ
- Share of term deposits in total deposits stable at 32%

### Investment funds SBP Group

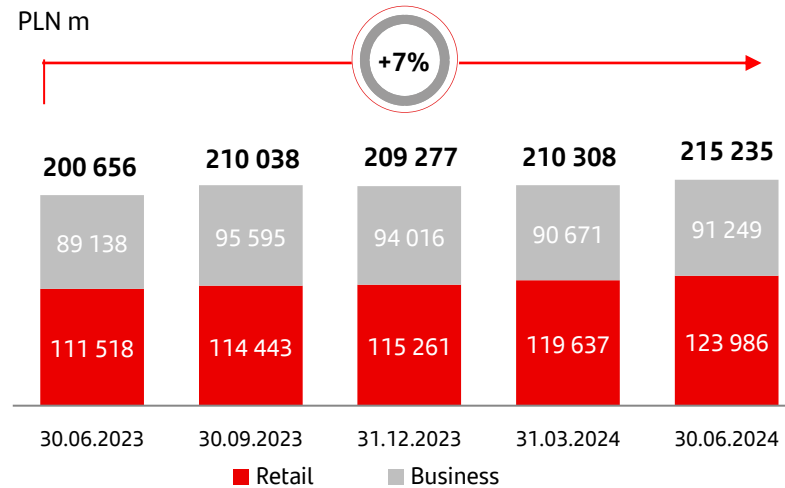
- Investment funds +42% YoY and +5% QoQ

### Santander Consumer Bank

- Deposits: PLN 15.0bn (+24% YoY and +10% QoQ)

## Deposits

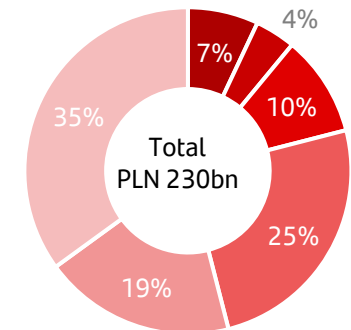
PLN m



PLN m

	30.06.2024	30.06.2023	YoY (%)	QoQ (%)
Current deposits	98 966	98 317	1%	2%
Savings accounts	48 366	39 392	23%	12%
Term deposits	67 902	62 947	8%	-3%
<b>Total deposits</b>	<b>215 235</b>	<b>200 656</b>	<b>7%</b>	<b>2%</b>
Investment funds	22 059	15 483	42%	5%
<b>Total customer funds</b>	<b>237 293</b>	<b>216 139</b>	<b>10%</b>	<b>3%</b>

## 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

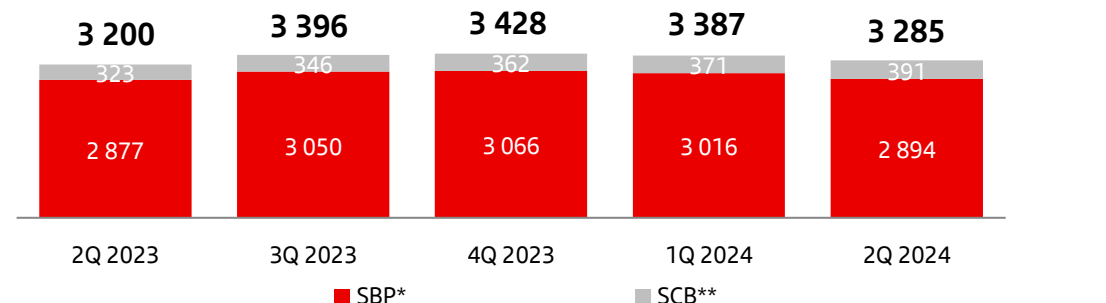
### Comment

- In H1 2024, net interest income totalled PLN 6.8bn and increased by 6% YoY. In Q2 2024 alone, net interest income reached PLN 3.3bn and decreased by 3% compared to the previous quarter as the negative adjustment to interest income on housing loans related to so-called payment holidays of PLN 134.5m was posted. Having excluded this amount, net interest income increased by 1% vs. Q1 2024.
- On an annual basis, interest income increased by 4% and interest costs decreased by 2% YoY. On a quarterly basis, these dynamics were -2% and +2%, respectively.
- Net interest margin for Q2 2024 (annualised quarterly) was 5.07%, excluding above mentioned impact, it was 5.28%.

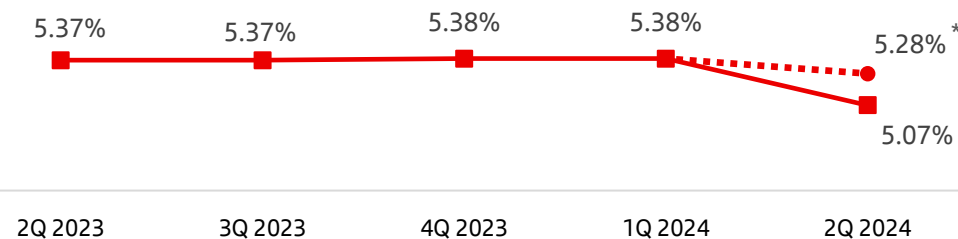
Net interest income of SCB Group\*

**PLN 762m (H1 2024)**  
**PLN 633m (H1 2023)**

### Net interest income



### Net interest margin



1) Net interest margin in consecutive quarters, annualised on a quarterly and year-to-date basis.

2) The calculation of the net interest margin of Santander Bank Polska S.A. includes the allocation of swap points from derivative instruments used for liquidity management but excludes interest income from the portfolio of debt securities held for trading and other trading exposures.

\*Excluding negative adjustment of interest income due to so-called payment holidays: PLN 134.5m for SBP Group in 2Q 2024 and PLN 44m in 2Q 2023.

## Net fee and commission income

### Comment

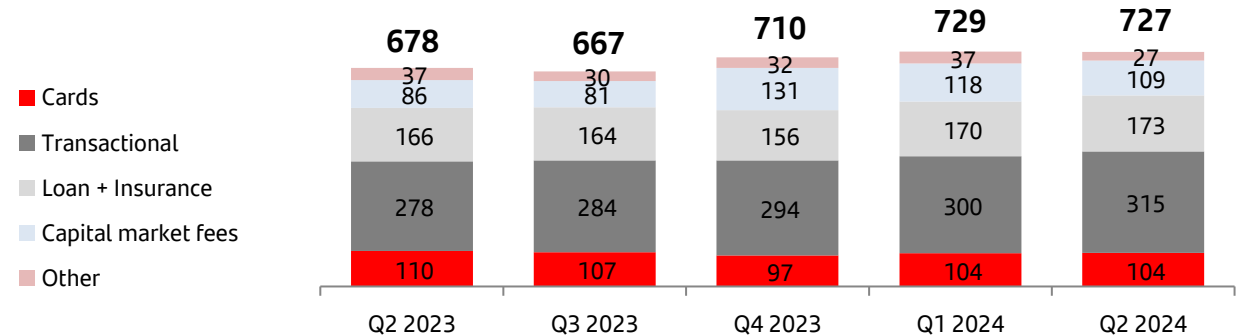
- In H1 2024, net fee and commission income increased by 9% YoY and was stable QoQ.
- On an annual basis, good results in asset management fees (+41% YoY), insurance fees (+25% YoY), FX fees (+15%) and account fees (+6% YoY).
- On a quarterly basis, good results in FX fees (+7% QoQ), insurance (+8% QoQ), and asset management fees (+3% QoQ).
- In SCB, net fee and commission income +24% YoY and +13% compared to Q4 2023.

Net fee and commission income of SCB Group\*

PLN 70m (H1 2024)  
PLN 53m (H1 2023)

### Net fee and commission income

PLN m



### Net fee and commission income

	H1 2024	H1 2023	YoY (%)	QoQ (%)
PLN m				
Cards	208	229	-9%	0%
Transactional	615	549	12%	5%
Loans + insurance	343	320	7%	2%
Capital markets*	226	173	31%	-8%
Other	64	69	-8%	-28%
<b>Total</b>	<b>1 456</b>	<b>1 340</b>	<b>9%</b>	<b>0%</b>



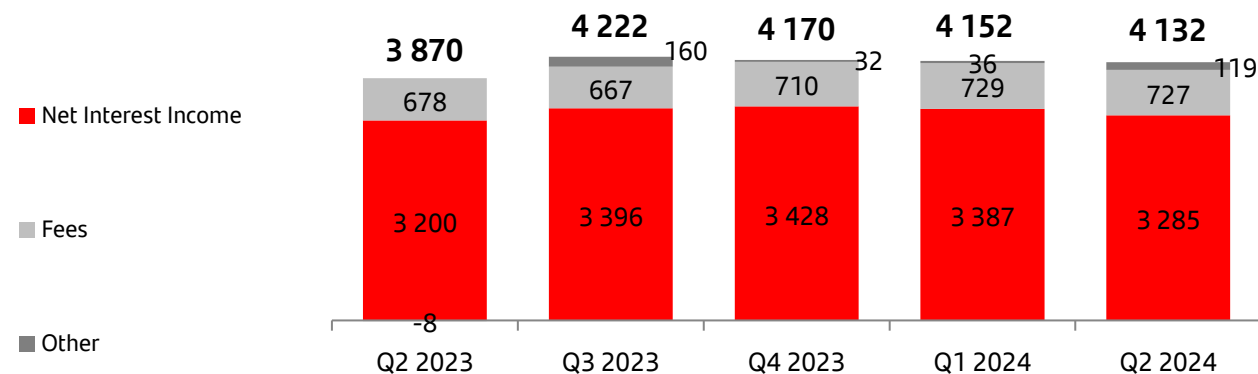
## Income

### Comment

- The Group's total income in the H1 2024 amounted to PLN 8.3bn and increased by 9% YoY.
- Interest income higher by 6% due to changes in interest rates and higher net fee and commission income by 9% YoY.
- Income from other activities under the influence of actions taken by the bank aimed at making settlements with holders of foreign currency mortgage loans: PLN 35m in H1 2024 (PLN 9m in Q1 and PLN26m in Q2) and PLN266 in H1 2023 (PLN 186m and PLN 80m respectively) posted under the item "Result from derecognition financial instruments measured at amortised cost.
- Excluding the above item, other income amounted to PLN 188m in H1 2024 and PLN 231m in H1 2023. On a quarterly basis, other income increased by 230% compared to the previous quarter, mainly due to growth in net trading income and revaluation in Q2 2024.

### Income

PLN m



PLN m

	H1 2024	H1 2023	YoY (%)	QoQ (%)
Net interest income	6 672	6 292	6%	-3%
Net fee and commission income	1 456	1 340	9%	0%
<b>Total</b>	<b>8 128</b>	<b>7 632</b>	<b>6%</b>	<b>-3%</b>
Gains/ losses on financing activities	88	149	-41%	1347%
Dividends	12	10	22%	42 986%
Other income items	55	(190)	-129%	-17%
<b>Total income</b>	<b>8 283</b>	<b>7 601</b>	<b>9%</b>	<b>0%</b>

## Operating expenses

### Comment

- Total costs H1 2024 amounted to PLN 2.6bn and increased by 11% YoY. This is, among others, the result of a higher BFG burden - PLN 253m in 2024 compared to PLN175m in H1 2023.
- Having excluded BFG costs, total costs increased by 9% YoY mainly due to inflation, salary increases, IT costs and more intensive marketing activities.
- Staff costs increased by 7% YoY, which reflects the regulation of remuneration in September 2023 and the costs of the long-term share-based incentive programme launched in the Group (Incentive Program VII).
- In Q2 alone, total costs decreased by 9% - having excluded BFG costs, they increased by 3% compared to Q1 2024.
- In SCB, operating costs H1 2024 amounted to PLN 293m and increased by 11% YoY due to higher inflation, regulatory and marketing costs. SCB staff costs +6% YoY. Administrative costs +13% YoY. On a quarterly basis, total costs -30%, staff costs -1% QoQ. and administrative costs -47% QoQ (having excluded regulatory costs -+3%).

The Group's C/I ratio is 31.1% in the H1 2024 compared to 30.4% in H1 2023.

### Operating expenses

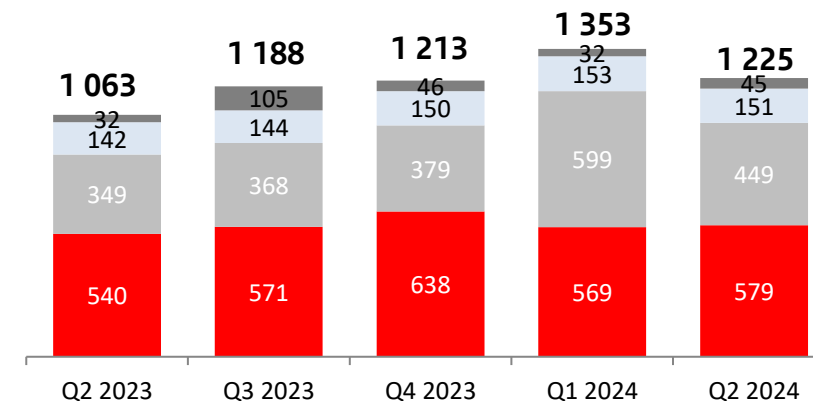
PLN m

■ Staff Costs

■ Administrative Expenses

■ Amortisation

■ Other Costs

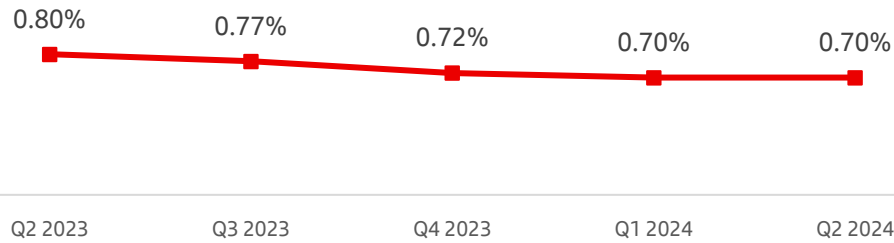


PLN m

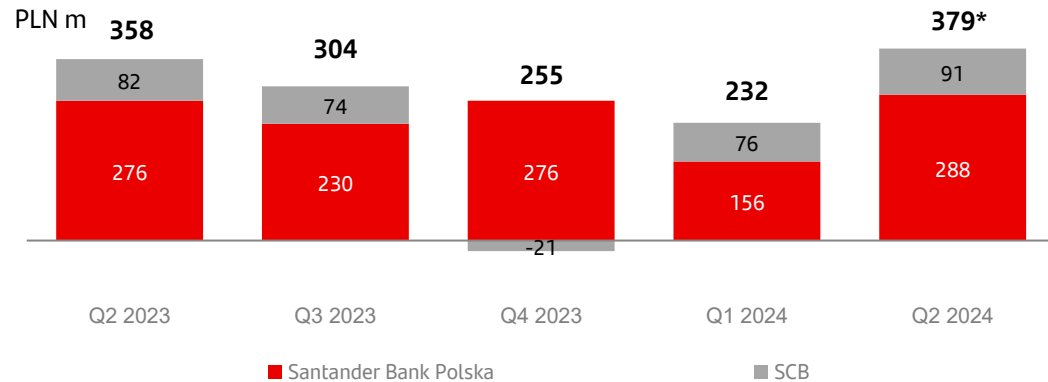
	H1 2024	H1 2023	YoY (%)	QoQ (%)
Administrative and staff expenses	(2 196)	(1 978)	11%	-12%
Staff expenses	(1 148)	(1 075)	7%	2%
Administrative expenses	(1 048)	(903)	16%	-25%
Amortisation/depreciation + other	(382)	(335)	14%	6%
<b>Total costs</b>	<b>(2 578)</b>	<b>(2 313)</b>	<b>11%</b>	<b>-9%</b>

## Provisions and credit portfolio quality

### Cost of credit

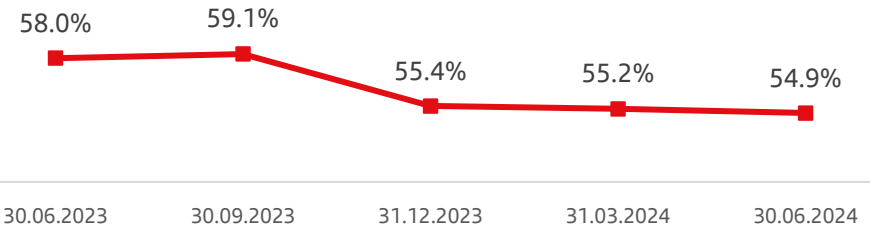
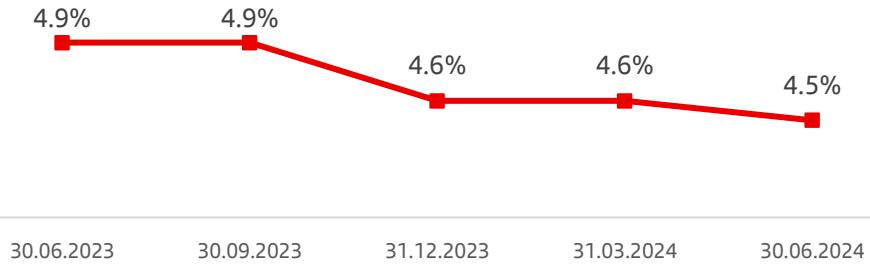


### Net provisions



\* SBP – a rise in expected credit loss allowances resulting from the extension of quantitative criteria for identifying a significant increase in credit risk and determining the classification of exposures to Stage 2 in amount of PLN 124.5m.

### NPL and NPL coverage ratio



Including POCI – purchased or originated credit-impaired asset.

## Banking tax and regulatory costs

Amounts payable to the BGF, PFSA, KDPW, IPS and BSF PLN m



### Resolution fund\*:

- 2024 SBP Group PLN 250m: SBP PLN 233m, SCB PLN 27m
- 2023 SBP Group PLN 175m: SBP PLN 156m, SCB PLN 19m

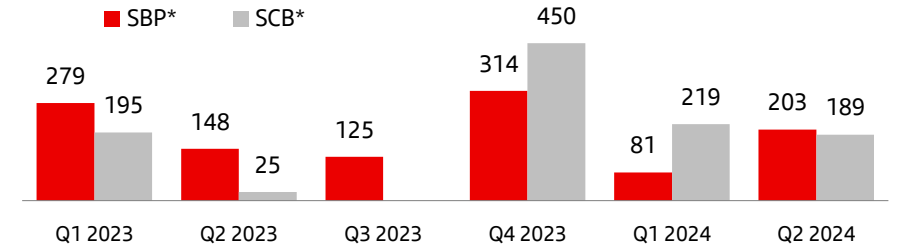
### Banking tax

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.

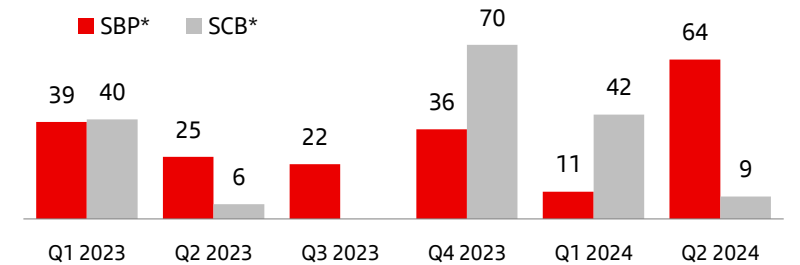
In 2024, the total tax charged to Santander Bank Polska S.A. and SCB S.A. in this respect was PLN 395m (PLN 378 m and PLN 17m, respectively).

## NPL sales

NPL sales PLN m



Impact of NPL sales on PBT PLN m



SBP H1 2024: NPL sales: PLN 284m, impact on PBT: PLN 75m

SCB H1 2024: NPL sales: PLN 408m, impact on PBT: PLN 50m

## Results for 2024

### Comment

- Net profit in H1 2024 totalled PLN 2.4bn. On comparable basis, it increased by 10% YoY.
- Quarterly, net profit decreased by 49% due to the costs of legal risk attached to FX loans.
- In H1 2024, net interest and commission income increased by 6% YoY. On a quarterly basis, it decreased by 3% due to the recognising the costs of so-called payment holidays - compared to an increase of 1%.
- In H1 2024, income grew by 9% YoY. On a quarterly basis, it stayed flat.
- Cost to income ratio 30%.
- Cost of credit risk 0.7%.
- Effective tax rate influenced by regulatory costs and the cost of legal risk attached to fx mortgage loans.

### Results for 2024

PLN m

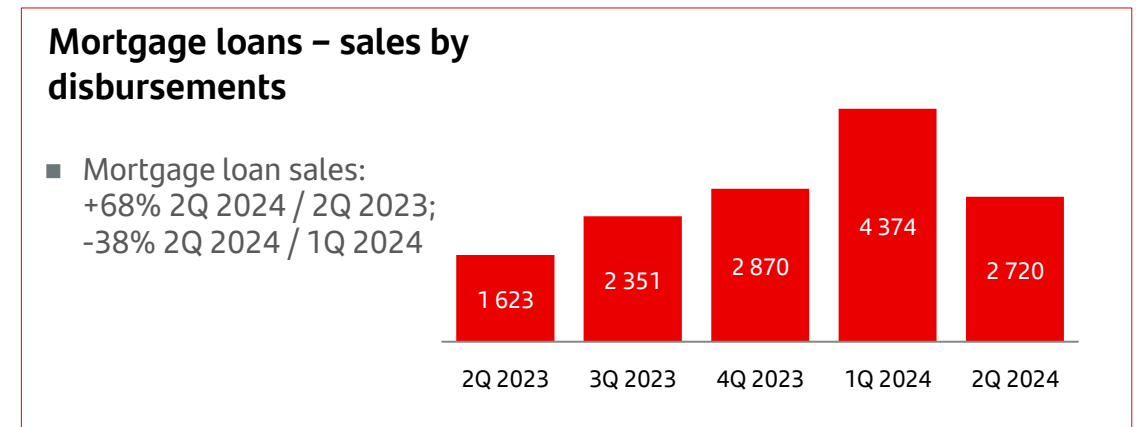
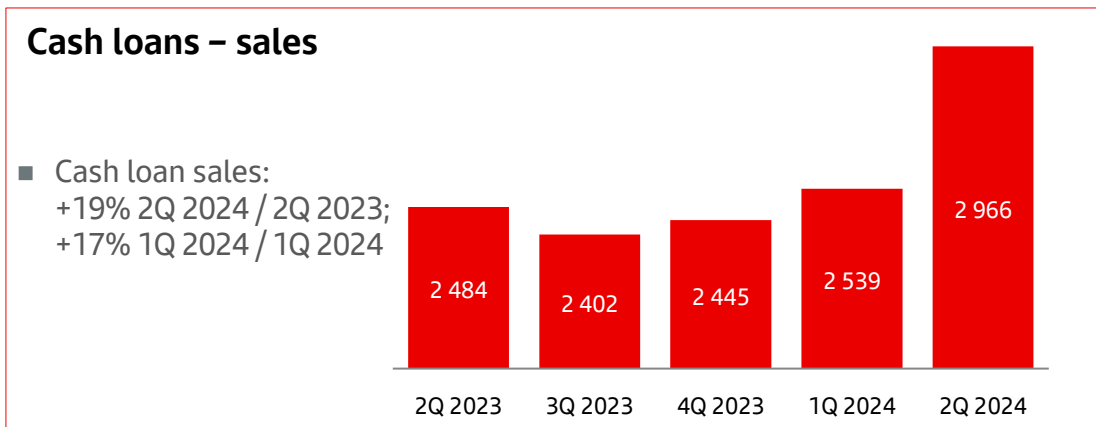
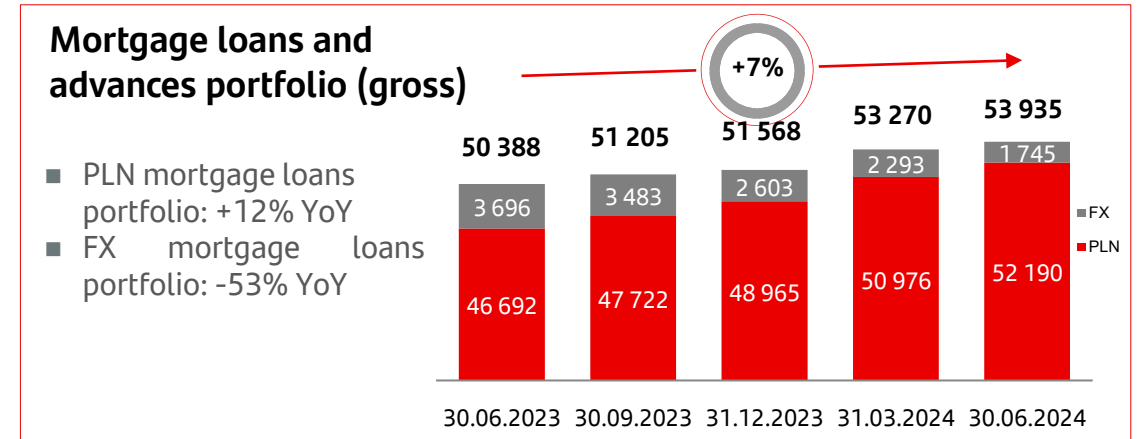
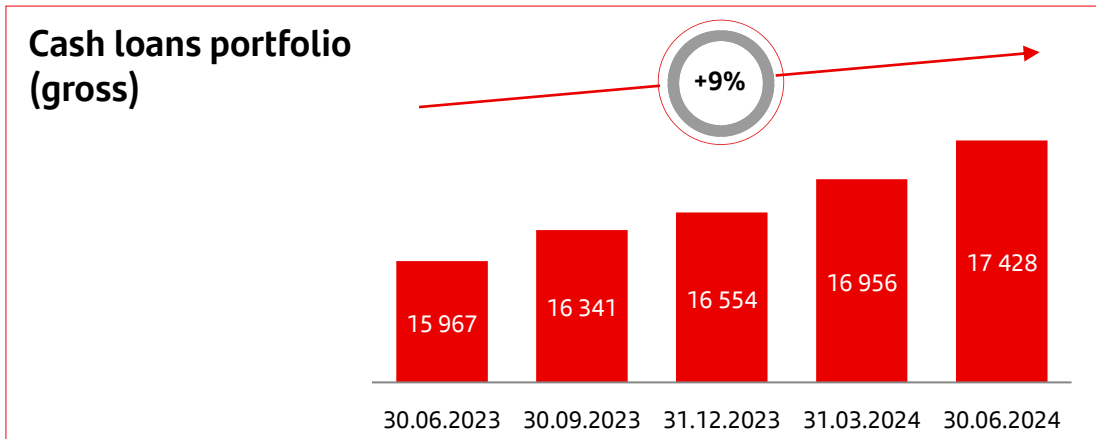
	H1 2024	H1 2023	YoY (%)
Net interest and fee income	8 128	7 632	6%
Gross income	8 283	7 601	9%
Total costs	-2 578	-2 313	11%
Credit impairment allowances	-611	-590	4%
Cost of legal risk associated with foreign currency mortgage loans	-1 547	-1 149	35%
Tax on financial institutions	-395	-388	2%
<b>PBT</b>	<b>3 206</b>	<b>3 212</b>	<b>0%</b>
Income tax	-872	-849	3%
<b>Profit attributable to shareholders of Santander Bank Polska S.A.</b>	<b>2 360</b>	<b>2 322</b>	<b>2%</b>
Effective tax rate	27.2%	26.4%	



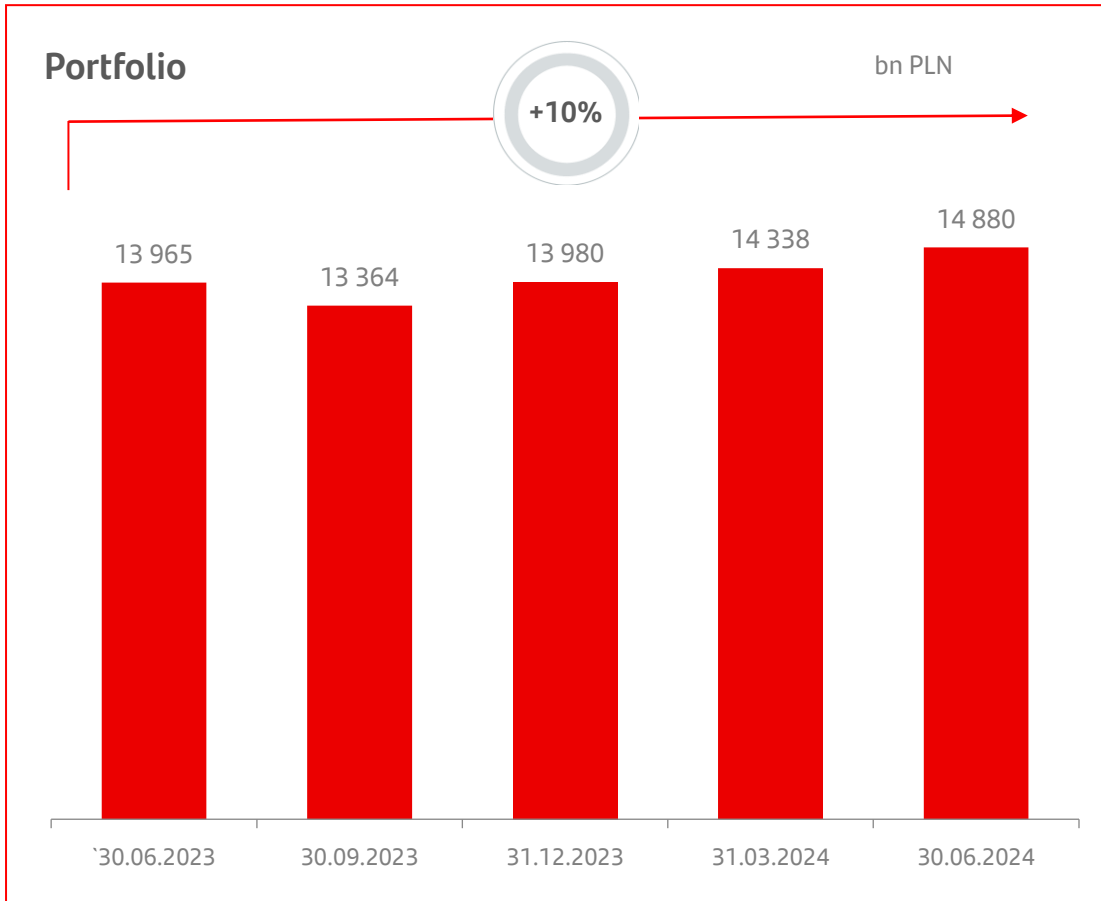
Attachments

05

# Retail Banking - growth in lending activity

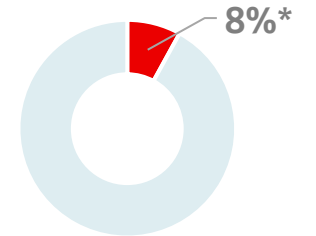


# Santander Leasing



- Leasing portfolio of PLN **14.8bn** , +10% YoY
- Great result in the **road transport segment**: PLN 2.7bn, +31% YoY
- Financing dynamics for the **SME segment** customers +12 YoY, **Corpo** + 24% YoY

### Market share

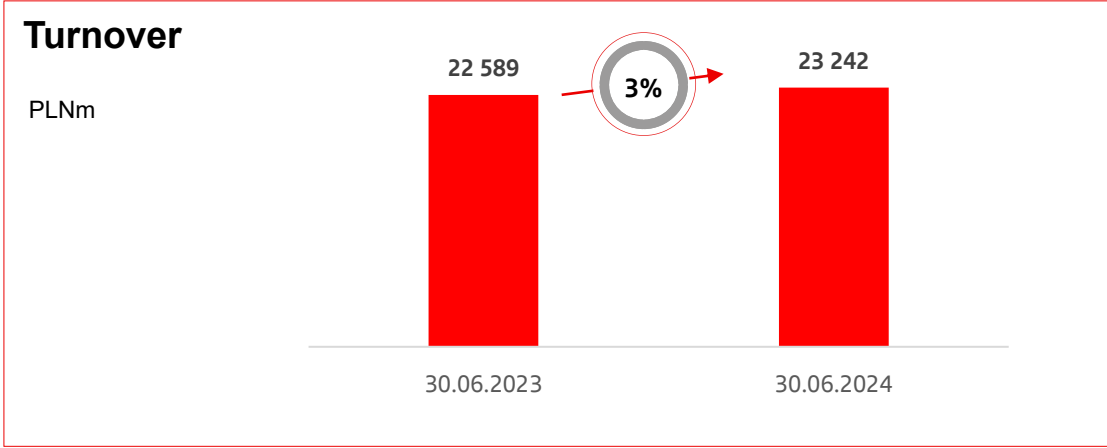
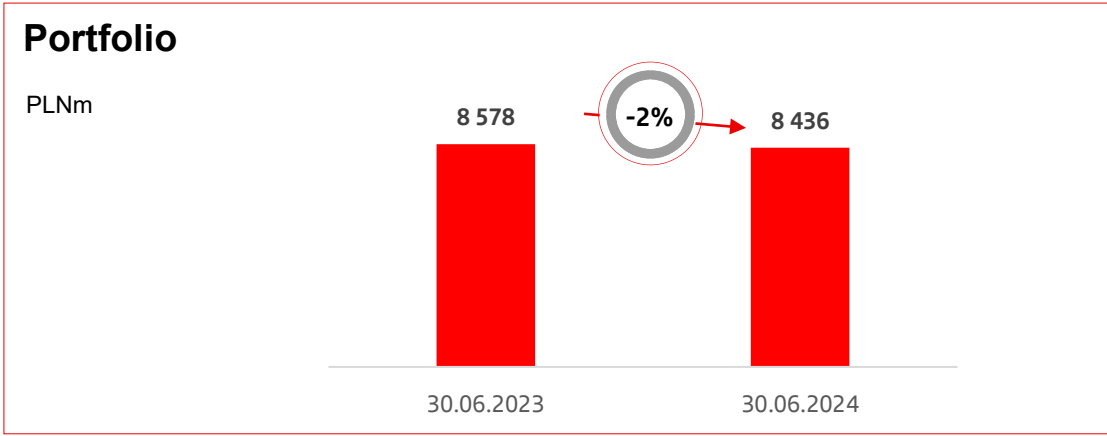


\* Data on 31/03/2024

Santander Leasing received a **distinction** for the LeasyEasy application in the **Technobiznes Lider 2023 competition** organised by **Gazeta Bankowa**. This is an innovative tool created for stores which want to enable their customers to get financing for their products quickly and conveniently through a leasing loan, available 24/7 and to conclude a contract via an SMS Code .



# Santander Factoring

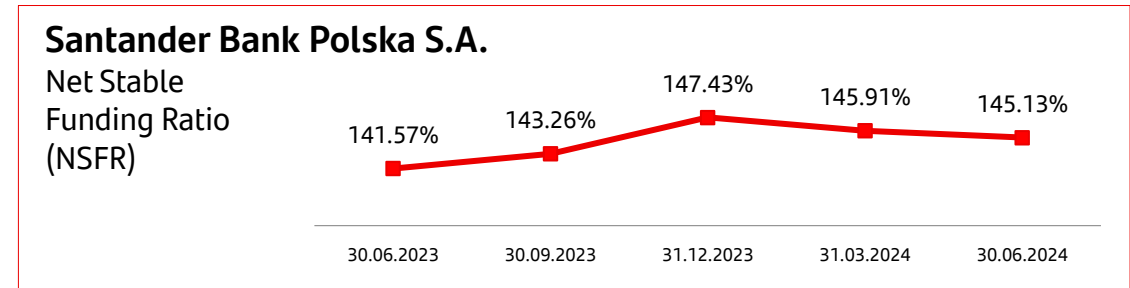
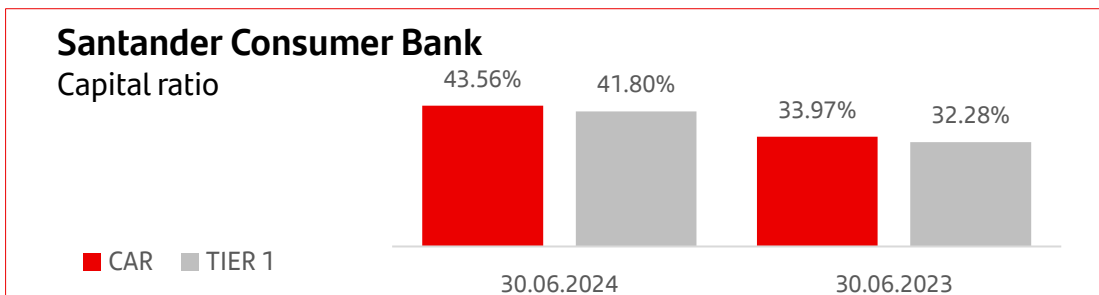
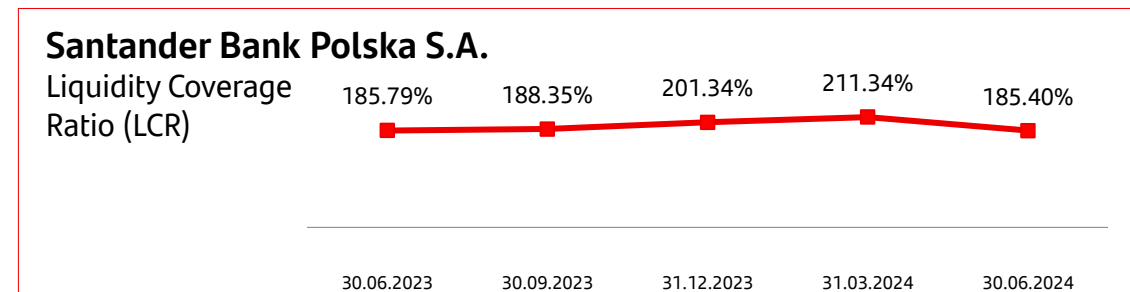
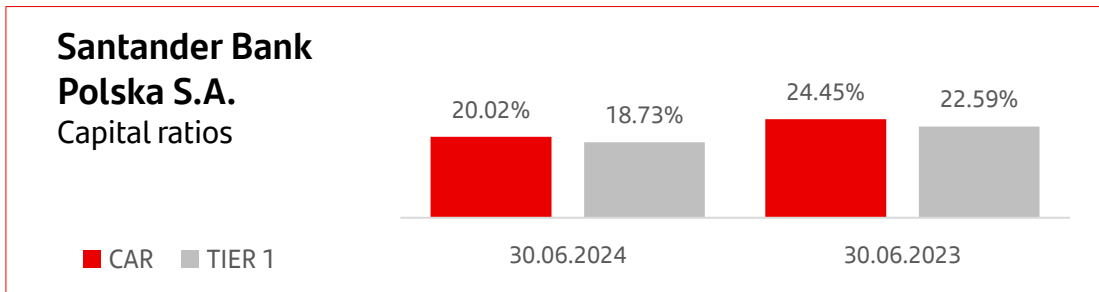
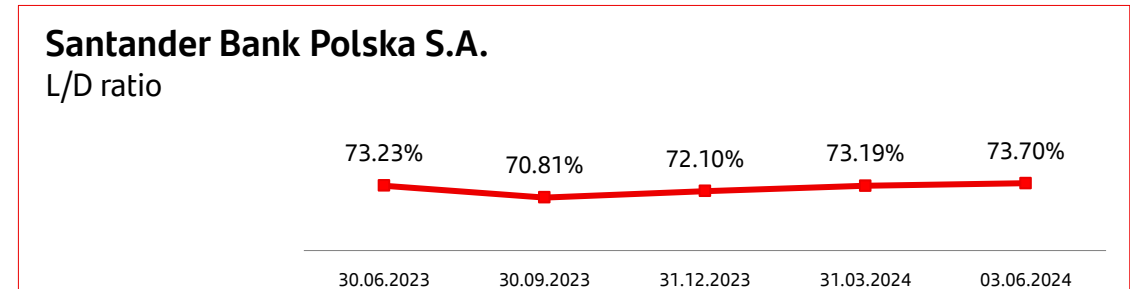
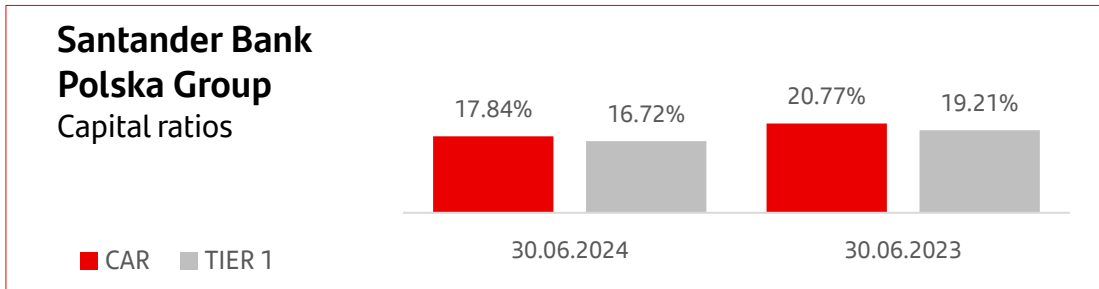


### Market Share

The donut chart shows a 10% market share, with a red wedge representing the 10% segment.

- In Q2 2024, Santander Factoring held the first position on the market in terms of the balance sheet, reporting a slight decline of 2% YoY in balances.
- Santander Factoring also maintains its first position in payables financing (up 3% YoY and 19% market share).
- After Q2 2024, the Polish factoring market slightly increased by 1% YoY.

# Capital and liquidity position



# Regulatory requirements regarding own funds and eligible liabilities – TLAC/MREL

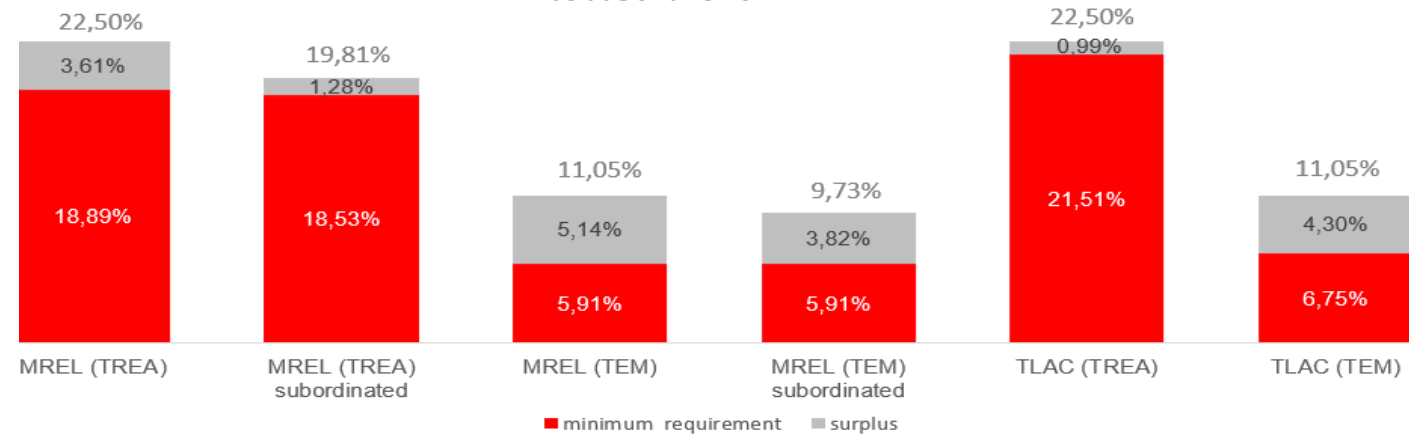
## MREL

- On 9 May 2024, the Bank was notified by the Bank Guarantee Fund of the target MREL. Final MREL requirement is 15.38% in relation to the total risk exposure amount (TREA) and 5.91% in relation to the total exposure measure (TEM). The MREL requirement was defined at the consolidated level.
- The Bank is also required to meet the minimum MREL subordination requirement of 15.02% of TREA and 5.91% of TEM.
- The MREL (TREA) requirement must be met in addition to the combined buffer requirement (i.e. the total systemic risk requirement, Institution specific countercyclical capital buffer, conservation buffer and the O-SII buffer, now at 3.51%).
- As at 30 June 2024, the regulatory MREL requirements including combined buffer are: MREL (TREA) 18.89%, subordinated MREL (TREA) 18.53%, MREL (TEM) 5.91%, subordinated MREL (TEM) 5.91%.

## TLAC

- In accordance with Article 92a of the CRR, the minimum TLAC requirement is 18% of the total risk exposure amount (TREA) and 6.75% of the total exposure measure (TEM).
- The TLAC (TREA) requirement must be met in addition to the combined buffer requirement, now at 3.51% for SBP.
- In relation to the minimum requirements specified in Article 92a of the CRR, the Bank obtained the approval from resolution authorities, in accordance with the conditions laid down in Article 72b(3) of the CRR, to use the liabilities that do not meet the subordination requirement defined in Article 72b(2)(d) of the CRR in the amount not exceeding 3.5% of TREA.
- As at 30 June 2024, the regulatory TLAC requirement for SBP Group is 21.51% TREA and 6.75% TEM.
- TLAC is the minimum regulatory requirement for own funds and eligible liabilities for global systemically important institutions. MREL is determined for individual banks that must comply with it.
- As an EU-based bank and part of G-SII (Banco Santander), Santander Bank Polska must meet both the TLAC and MREL requirements at the consolidated level.

Compliance with the regulatory requirements regarding own funds and eligible liabilities – TLAC/MREL as at 30 June 2024



## Key financial ratios

### 2024 - Santander Bank Polska Group

Selected financial ratios of Santander Bank Polska Group	H1 2024	H1 2023
Cost/ income	31.1%	30.4%
Net interest income/ total income	80.5%	82.8%
Net interest margin <sup>1)</sup>	5.23%	5.38%
Net fee and commission income/ total income	17.6%	17.6%
Net loans and advances to customers/ deposits from customers	78.2%	78.2%
NPL ratio <sup>2)</sup>	4.5%	4.9%
NPL provision coverage ratio <sup>3)</sup>	54.9%	58.0%
Costs of credit <sup>4)</sup>	0.7%	0.8%
ROE <sup>5)</sup>	19.1%	15.1%
ROTE <sup>6)</sup>	20.9%	15.4%
ROA <sup>7)</sup>	1.7%	1.3%
Total capital ratio <sup>8)</sup>	17.84%	19.9%
Tier 1 capital ratio <sup>9)</sup>	16.72%	18.34%
Book value per share (PLN)	305.26	316.23
Earnings per ordinary share (PLN) <sup>10)</sup>	23.09	22.72

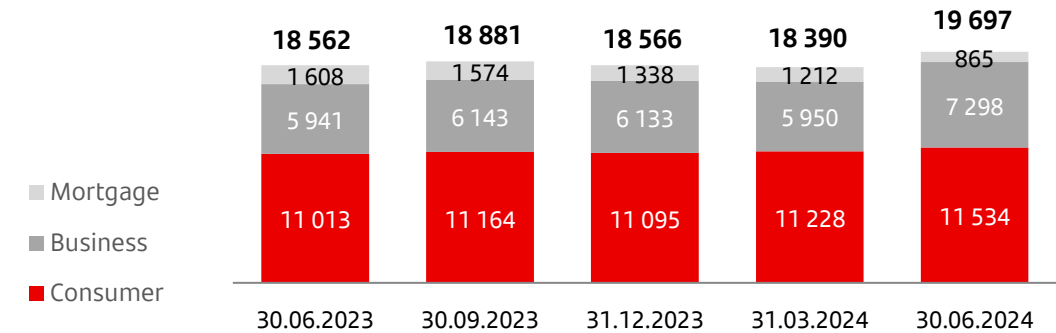


## Key financial ratios

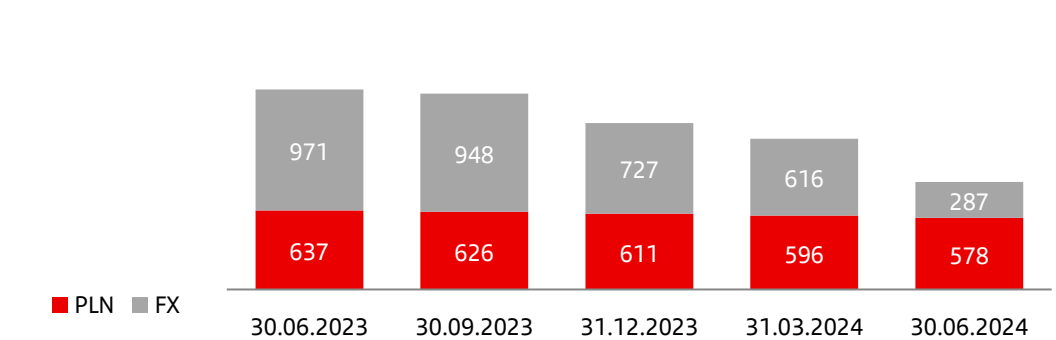
1. *Net interest income annualised on a year-to-date basis (excluding interest income from the portfolio of debt securities held for trading and other exposures related to trading) to average net earning assets as at the end of consecutive quarters after the end of the year preceding a given accounting year (excluding financial assets held for trading, hedging derivatives, other exposures related to trading and other loans and advances to customers).*
2. *Lease receivables and gross loans and advances to customers measured at amortised cost and classified to stage 3 and POCI exposures to the total gross portfolio of such loans and advances and lease receivables as at the end of the reporting period.*
3. *Impairment allowances for loans and advances to customers measured at amortised cost and lease receivables classified to stage 3 and POCI exposures to gross value of such loans and advances and lease receivables as at the end of the reporting period.*
4. *Net expected credit loss allowances (for four consecutive quarters) to average gross loans and advances to customers measured at amortised cost and lease receivables (as at the end of the current reporting period and the end of the previous 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 previous year), excluding non-controlling interests, current period profit, dividend reserve.*
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 previous year) defined as common equity attributable to the parent's shareholders less revaluation reserve, current year profit, recommended dividend, dividend reserve, 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 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. The comparative period includes profits allocated to own funds pursuant to applicable EBA guidelines.*
9. *Tier 1 capital ratio calculated as a quotient of Tier 1 capital and risk-weighted assets for credit, market and operational risk. The comparative period includes profits allocated to own funds pursuant to applicable EBA guidelines.*
10. *Net profit for the period attributable to shareholders of the parent entity to the average weighted number of ordinary shares.*

# Santander Consumer Bank Group Loans

## Gross loans



## Gross mortgage loans and advances



PLN m

	30.06.2024	30.06.2023	YoY (%)	QoQ (%)
<b>Retail customers</b>	<b>12 399</b>	<b>12 621</b>	<b>-2%</b>	<b>0%</b>
Mortgage loans	865	1 608	-46%	-29%
Consumer finance	11 534	11 013	5%	3%
<b>SME/ Leasing</b>	<b>7 298</b>	<b>5 941</b>	<b>23%</b>	<b>23%</b>
<b>Total gross loans</b>	<b>19 697</b>	<b>18 562</b>	<b>6%</b>	<b>7%</b>

- Total loans: +6%YoY:
- Mortgage loans: -46% YoY
- CHF mortgage loans: -70% YoY (approx. – CHF 149m)
- Consumer finance: +5%YoY
- Business loans: +23% YoY

# Santander Consumer Bank Group

## Key financial results for 2024

	H1 2024	H1 2023
Assets	24 704	22 132
Net Loans***	18 315	16 951
Deposits	15 029	12 148
Total equity	4 253	4 273
Net profit	-147	43
L/D (%)	121.9%	139.5%
C/I (%)*	98.7%	72.6%
ROE (%)	-6.8%	2.0%
ROA (%)	-1.2%	0.4%
CAR (%)**	43.6%	34.0%
<i>CHF impact (gross)</i>	<i>-538</i>	<i>-242</i>
<i>Net profit adjusted</i>	<i>370</i>	<i>277</i>
<i>C/I adjusted</i>	<i>36.0%</i>	<i>38.8%</i>
<i>ROE adjusted</i>	<i>17.1%</i>	<i>13.0%</i>
<i>ROA adjusted</i>	<i>3.1%</i>	<i>2.6%</i>



\*C/I excluding tax on financial institutions.

\*\* Preliminary data for SCB

In comparable terms, i.e. after excluding the costs of legal risk of mortgage loans in foreign currencies, including the costs of additional provisions, costs of settlements, costs of redemptions and legal costs.

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and business prosper.

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that everything we do should be:

**Simple Personal Fair**



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