

# Financial results of Santander Bank Polska Group for Q1-Q3 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 Q1-Q3 2024

# Our activities and our people

01

## Our communication

For many years Santander Bank Polska has been close to their customers. In our campaigns we present how the bank helps in important matters and everyday challenges. Thanks to this, our customers can focus on what really matters for them.

### 360 campaign - ATL, digital and social media

This year we ran the campaigns aimed at the Mass, Young and SME segment.

#### Campaigns targeting the Mass segment:

- "We help in daily banking" mobile app campaign.
- "Santander helps save money" deposit campaign - 6% up to PLN 100,000 for the new money.
- "Santander mobile app comes in handy when you travel" campaign – in our summer holiday campaign we advertise our FX currency exchange and one card for multiple currencies.
- "We help teenagers get financially literate" campaign - promoting the account with a starting allowance of PLN 150. In this campaign addressed to parents, we show how teenagers are becoming more and more independent.

#### Campaigns targeting the Young segment:

- "A teenager's account campaign" addressed to the younger group of customers in which we show how good saving habits can be automatized thanks to the Santander mobile app.

#### Campaigns targeting SME segment:

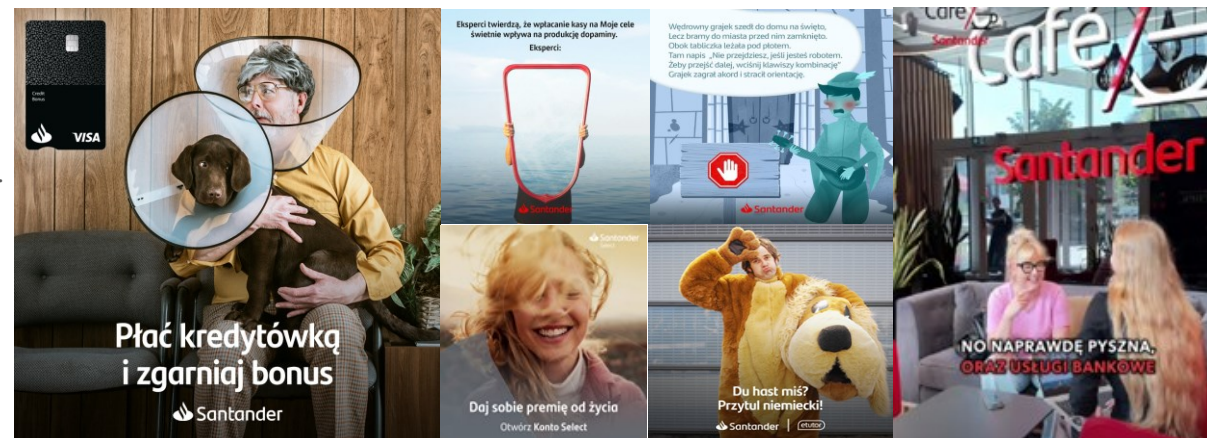
- "Zielone pojęcie" ("Green idea") campaign for SME customers. We help to run a business with our business account and our green financing offer, i.e. leasing of PV systems, charging stations and electric cars.



## Digital & Social Media activities

In our activities we focus on:

- Our social media currently include **15 profiles on 6 platforms**. Gathering over **650,000** followers and reaching 10 million users per month. We focus on **increasing our reach, building the brand image and relationship with the audience**.
- **We support education and self-development at any age** thanks to the Santander Universidades courses (foreign languages, soft skills and new technologies), educational platform for children – Finansiaki and webinars for entrepreneurs.
- **We help our customers bank in an informed and safe manner**: we grow awareness of our brand and relevant social issues. **We place a strong emphasis on cybersecurity education**, for 3 years we have run the "Don't Believe in Fairy Tales for Adults" campaign.
- **Every month, we run dedicated campaigns on our profiles under specific image targets (reach, engagement, displays)**. These activities allow us to build communities on the bank's profiles and develop them over time.
- **We promote products and services**: application functionalities, Blik, FX currency exchange platform, Finance Assistant, My Goals, Flowers in the app, offer for the SME segment (for Entrepreneur Week) and campaigns with the value for customers, i.e. Back to school or the upcoming Black week, promoting Work Café outlets.
- **We were building the image of Select segment in "Get more out of life!"**. We wanted to inspire our wealthy customers with our offer and show them opportunities in finance and their passions
- **We ran promotional activities for the new credit card Visa Bonus with the 1% cashback**.



## Our people

### Improving employee experience

- We implemented support measures for employees affected by the flood – we designed flexible work time solutions and provided non-refundable financial support.

### Digital experience of our people

- We are introducing a mobile version of the service whereby employees can deal with nearly all HR issues – digitally, quickly and conveniently. In the mobile service, employees will gain better control of their personal matters, without any need to contact HR.

### Development and training

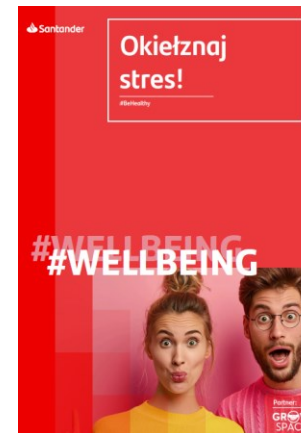
- We keep executing the Global Mobility strategy for our employees. They can develop by participating in projects in other geographies of the Group. In Q3, another group of our employees joined several-month initiatives in Spain.
- To foster healthy relationships in the workplace, we conducted a series of workshops on conflict management and mediation in organisations. The workshops developed HR skills in responding to first signals of distress in employee relations.

### Corporate culture

- For the second year in a row, Santander Bank Polska obtained the Great Place to Work certificate. This is a prestigious award on the labour market, a token of employee appreciation for the corporate culture of our bank, confirming that our people feel well at the bank and like working here.
- Santander Bank Polska supports the development of the report on inclusive employers and is one of the covered organisations – "A YES employer. Reasonable workplace accommodations for people with disabilities".

### Occupational Health & Safety and Wellbeing

- Given the flood in the south of Poland, we organised psychological support for our employees. We launched a psychological support helpline and organised a webinar on emergency assistance with a psychologist.
- We recognize socially responsible employees. We awarded them in the competition – "Wellbeing Heroes".
- On the occasion of the Wellbeing Day, we prepared, e.g. a guide for employees on how to deal with stress, entitled "Tame stress". Thanks to actions taken by the employee network – Santander Parents, our employees were able to take part in the webinar – "September challenges – settling in the nursery, kindergarten, school".



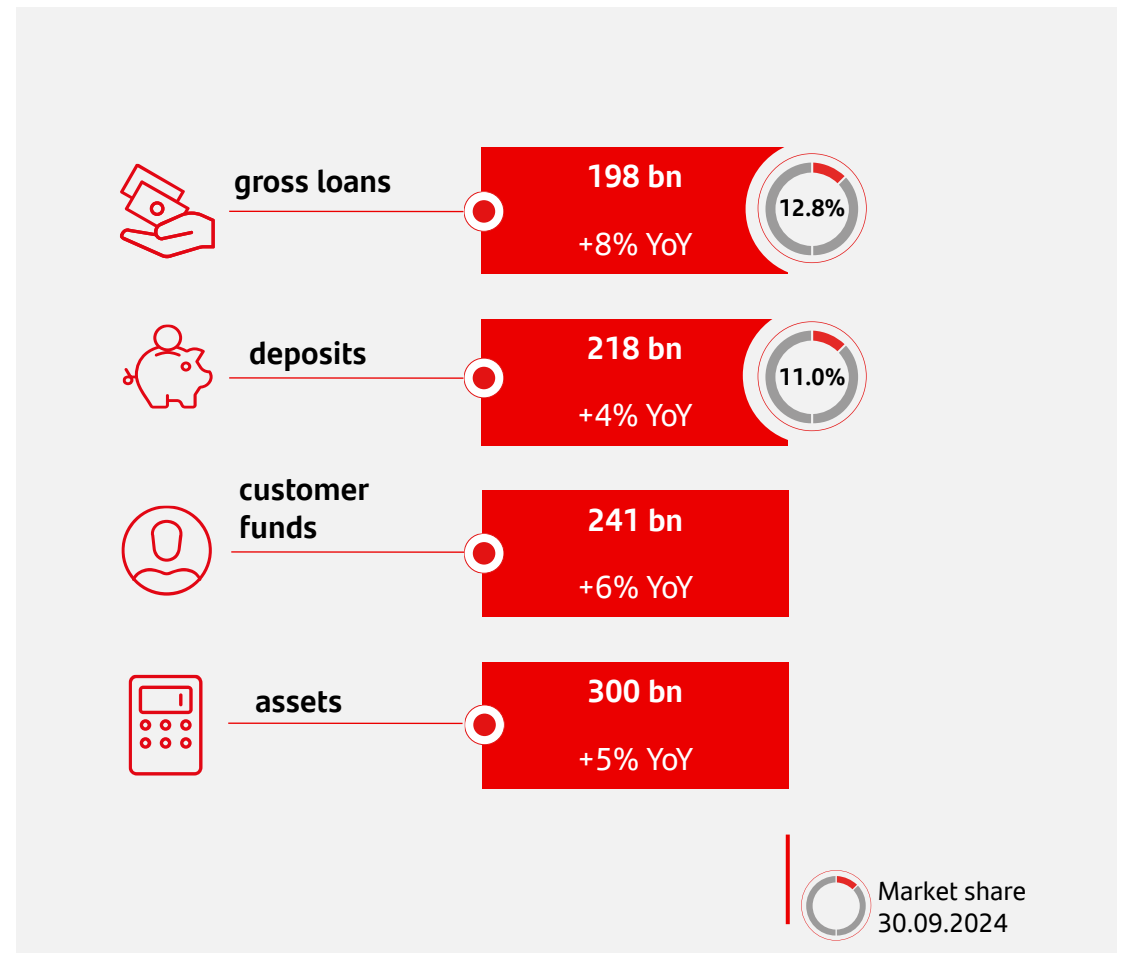
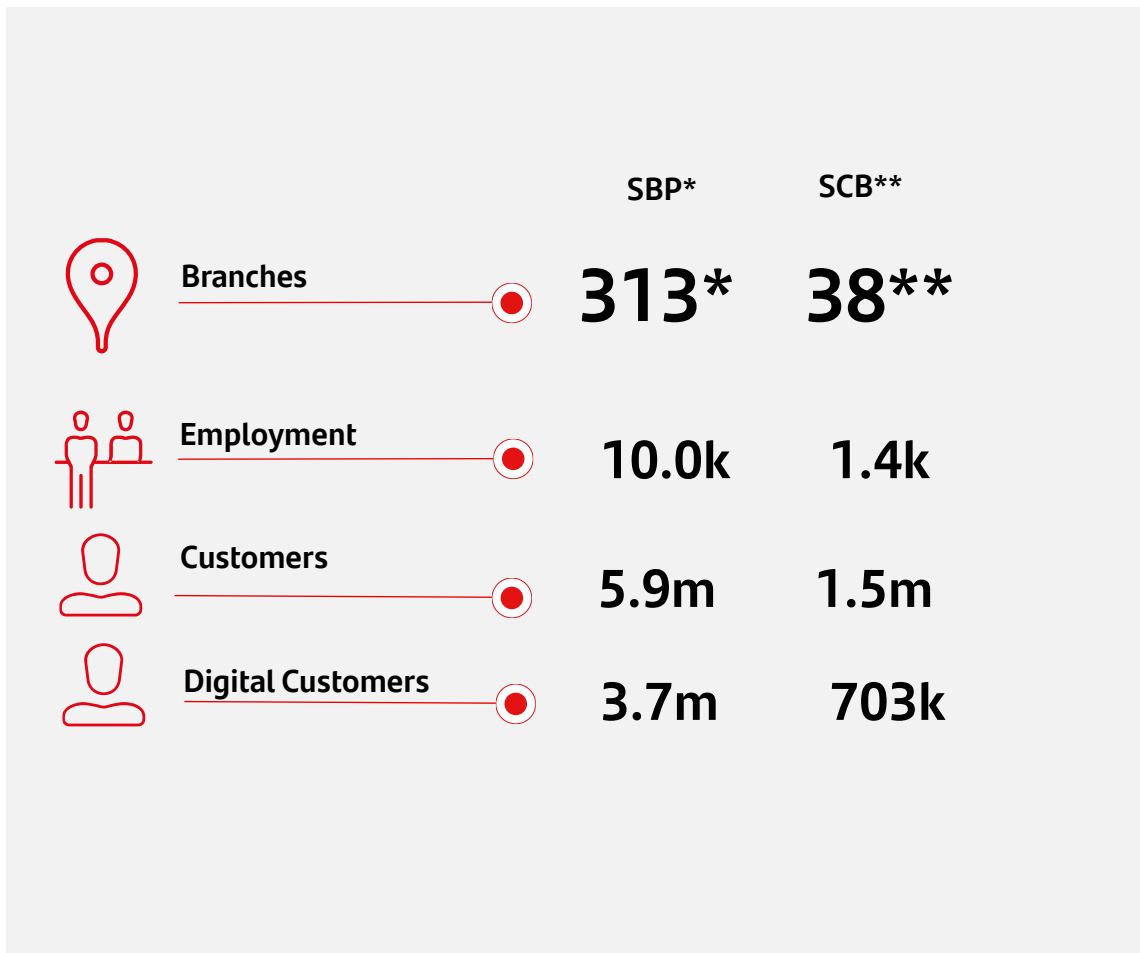
Q1-Q3 2024 Results

# Our business development

02

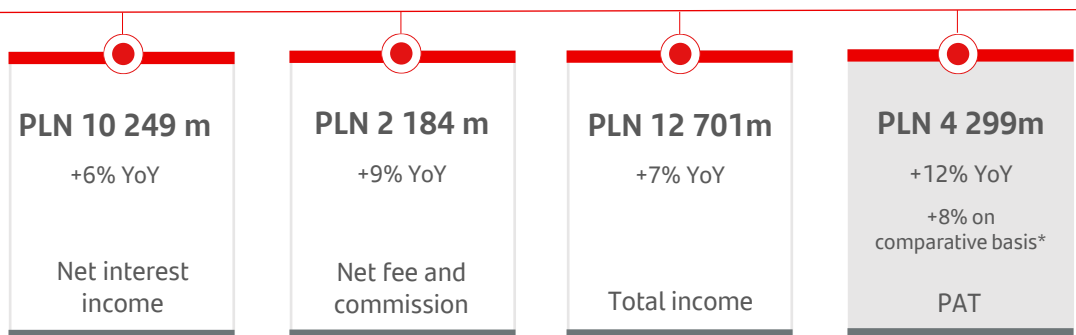
## General operational data

## Key volumes



## Key financial results

### Key results

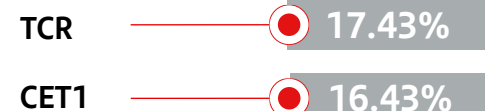


- \* On a comparable basis, i.e. after excluding the following items from 2024 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 1,657m
  - BFG contributions (resolution fund) - PLN 250m
  - Negative impact of the changed criteria for a significant increase in credit risk - PLN 125m
  - Negative adjustment of interest income due to the so-called payment holidays scheme applicable to mortgage loans – PLN 135m
  - Costs of settlements regarding mortgage loans in foreign currencies - PLN 48m
- and from 2023 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 1,580m
  - BFG contributions (resolution fund) - PLN 175m.
  - Negative adjustment of interest income due to the so-called payment holidays scheme applicable to mortgage loans – PLN 44m
  - Costs of settlements regarding mortgage loans in foreign currencies - PLN 302m

## Financial ratios

### Capital position

Strong capital position, well above the KNF requirements

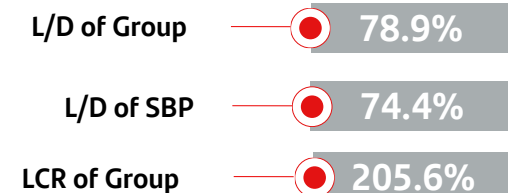


### ROE, ROA



### Liquidity position

Safe liquidity position





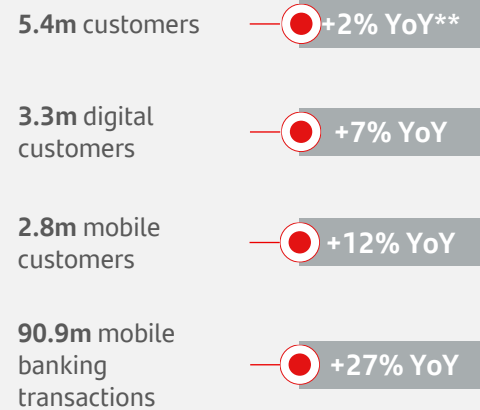
Results for Q1-Q3 2024

# Our customers

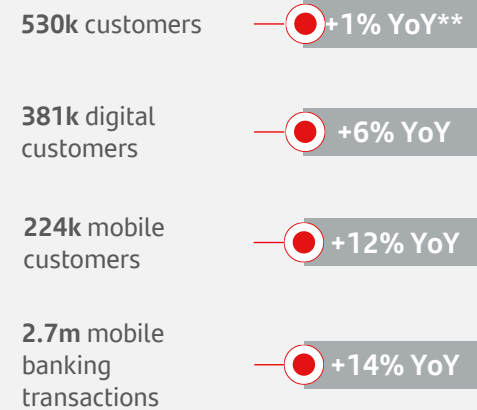
03

# Our customers in numbers\*

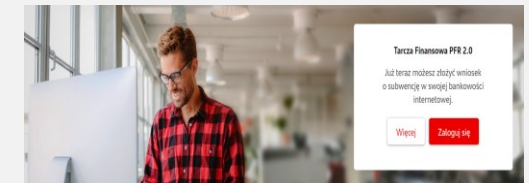
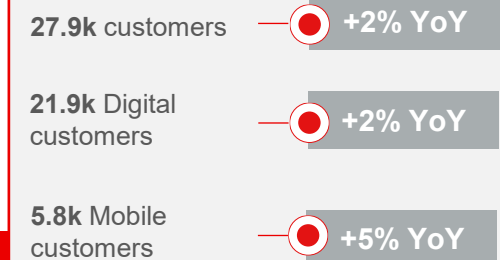
## Retail customers



## SME customers



## Corporate customers



## New products and services

### Retail customers

- We introduced a new Visa Bonus credit card.
- We implemented new Podróż bez obaw (Worry-free Travel) insurance. Customers can buy the insurance in Santander internet or our mobile application.
- We launched a new investment fund - Santander Obligacji Uniwersalny (Santander Universal Bonds), created by merging Santander Obligacji Korporacyjnych (Santander Corporate Bonds) and Santander Obligacji Skarbowych (Santander Government Bonds) funds.
- We enabled Santander Brokerage Poland customers to make stock exchange investments in Poland and abroad using the IKZE individual pension security account.
- We made the three-month Lokata Jesienna (Autumn Deposit) available in Santander internet and our mobile application.



### SME customers

- We introduced new solutions, including:
  - a free account forever (available as of 1 October)
  - the Biznes Nowa Energia (Business New Energy) investment loan
  - new Moja Firma (My Business) insurance
  - the ScanPay service (jointly with Elavon) to enable fast service for restaurant customers
- We prepared the Santander New Energy platform to support customers in the green transformation of their businesses. The platform will be presented to customers during our first Santander New Energy on Tour meeting



### Corporate customers

- New BGK guarantee - InvestEU - this is a programme with a loan repayment guarantee covered by a counter-guarantee provided by the European Investment Fund which constitutes state aid.
- Launch of One App Lite - implementation of a simplified, passive version of the application, which allows customers to use basic functions, even during maintenance breaks.
- Implementation of changes in the Trade Finance product such as:
  - simplification of the process and the introduction of clearer rules for the assignment of guarantee rights,
  - clarification of the process of counter-guarantees and financing of foreign letters of credit.



## Education and support for customers

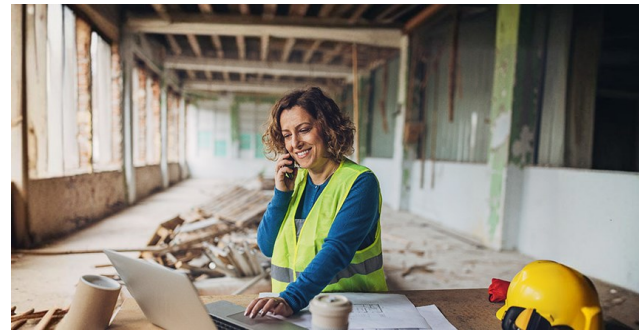
### Retail Customers

- We implemented a new version of our mobile application which provides access to the user's account even during maintenance breaks.
- We introduced a new version of the Inwestor online system and the Inwestor mobile application, featuring advanced and improved analytical tools, more user-friendly navigation and a simplified process of placing brokerage orders.
- In cooperation with Google, our Santander Open Academy offered a free training course in the use of AI tools in everyday work.
- We support our customers affected by recent floods: for example, we defer the repayment of the principal and/or interest instalments of their cash and mortgage loans.



### SME Customers

- We changed the omnichannel Smart Loans process: we introduced an option for the customer to change the product they apply for.
- We support our customers affected by recent floods: for example, we waived the fees for withdrawals from non-Santander ATMs and for payments to charity foundations helping flood victims;; we also offered customers assistance in respect of their credit products.



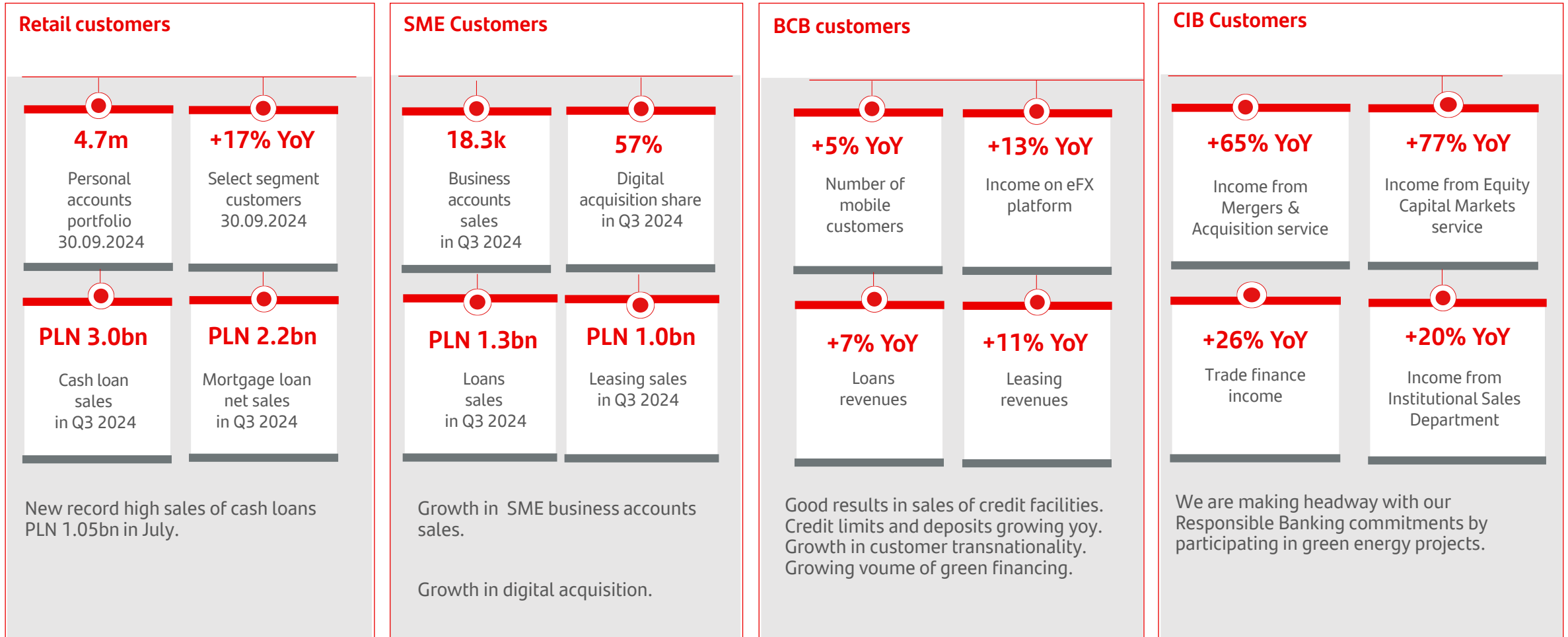
### BCB customers

- Implementation of the Credit Desk - a new info line on disbursed loans in the post-sales process.
- Introduction of the possibility of signing documents accepted in the process of covering a loan with BGK guarantees using a qualified electronic signature (KPE).
- Continuation of digitalization and development projects aimed at providing the highest quality of service to customers.

### CIB Customers

- 199 stock exchange recommendations issued in the CEE Region (in Q3 2024 YTD)

## Selected business data



Results for Q1-Q3 2024

# Our financial performance

04

## Gross loans

### Comment

#### Santander Bank Polska S.A.

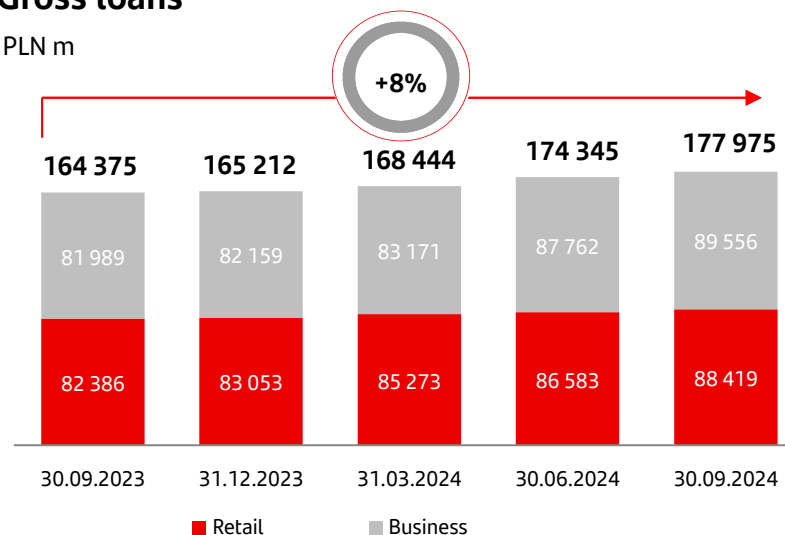
- The loan portfolio increased by 10% YoY and by 2% QoQ.
  - Mortgage loan sales: -6% YoY; -19% QoQ
  - Cash loan sales: +27% YoY; +2.5% QoQ
- CHF mortgage loans: -67% YoY\* (-69% YoY in PLN)
- SME loans (including leasing and factoring): +3% YoY and +1% QoQ and BCB loans: +8% YoY and +4% QoQ
- CIB loans (including leasing and factoring): +16% YoY and +3% QoQ.

#### Santander Consumer Bank

- SCB gross loans: PLN20.2bn (+7% YoY and +2% QoQ)
- Mortgage portfolio: -45% YoY (CHF mortgage portfolio: -67% YoY\*)
- SCB loans (excluding mortgage loans): +12% YoY and +12% QoQ.

### Gross loans

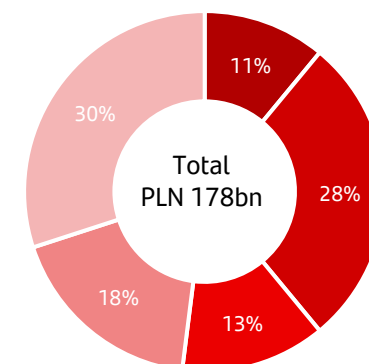
PLN m



PLN m

	30.09.2024	30.09.2023	YoY (%)	QoQ (%)
<b>Retail customers</b>	<b>88 419</b>	<b>82 386</b>	<b>7%</b>	<b>2%</b>
Mortgage loans	56 059	52 546	7%	2%
Other – retail customers	32 360	29 840	8%	3%
<b>Business loans</b>	<b>89 556</b>	<b>81 989</b>	<b>9%</b>	<b>2%</b>
<b>Total gross loans</b>	<b>177 975</b>	<b>164 375</b>	<b>8%</b>	<b>2%</b>

### Structure of loans



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

# Customer funds

## Comment

### Santander Bank Polska Group

- Customer funds +6% YoY and +2% QoQ.

### Deposits SBP Group

- Retail deposits +9% YoY and stable QoQ
- Business deposits -2% YoY and +2% QoQ
- Share of term deposits in total deposits stable at 33%

### Investment funds SBP Group

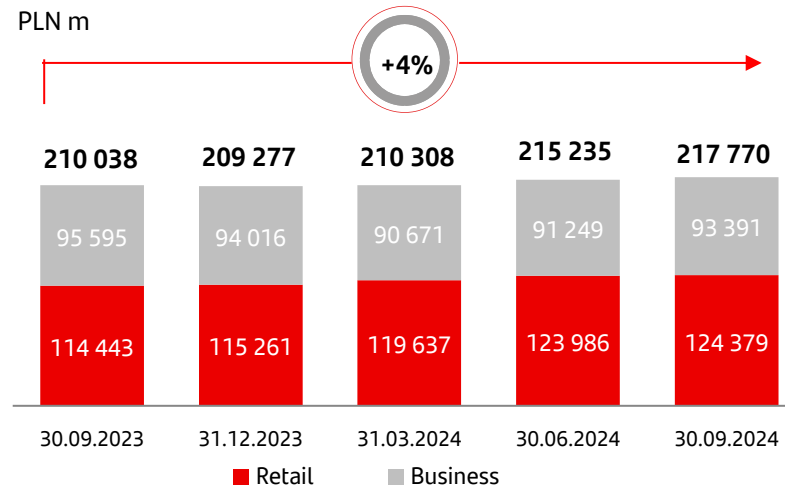
- Investment funds +39% YoY and +2% QoQ

### Santander Consumer Bank

- Deposits: PLN 15.6bn (+22% YoY and +4% QoQ)

## Deposits

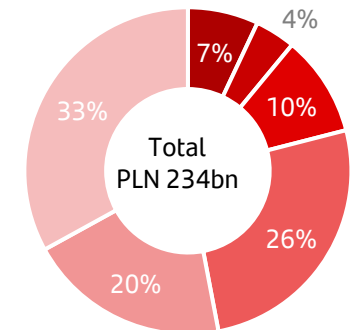
PLN m



PLN m

	30.09.2024	30.09.2023	YoY (%)	QoQ (%)
Current deposits	101 132	98 995	2%	2%
Savings accounts	45 487	39 499	15%	-6%
Term deposits	71 150	71 544	-1%	5%
<b>Total deposits</b>	<b>217 770</b>	<b>210 038</b>	<b>4%</b>	<b>1%</b>
Investment funds	23 241	16 751	39%	5%
<b>Total customer funds</b>	<b>241 010</b>	<b>226 790</b>	<b>6%</b>	<b>2%</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

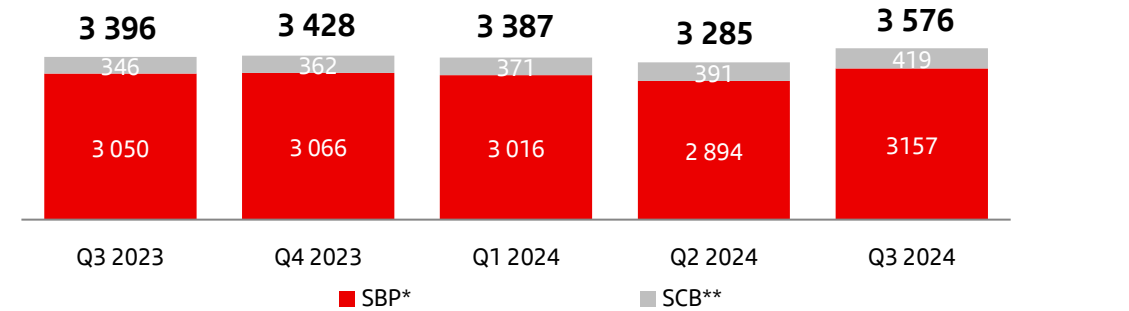
### Comment

- In Q1-Q3 2024, net interest income totalled PLN 10.2bn and increased by 6% YoY. In Q3 2024 alone, net interest income reached PLN 3.6bn and increased by 9% compared to the previous quarter as the negative adjustment to interest income on housing loans related to the so-called payment holidays of PLN 134.5m was posted in Q2 2024. Having excluded this amount, net interest income increased by 5% vs. Q2 2024.
- On the annual basis, interest income increased by 3% and interest costs decreased by 3% YoY. On a quarterly basis, these dynamics were +7% and +4%, respectively.
- Net interest margin in Q3 2024 (annualised quarterly) was 5.37%, staying stable for several quarters.

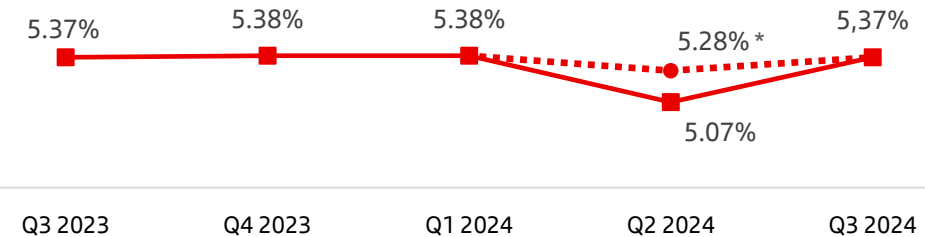
Net interest income of SCB Group\*

**PLN 1 181m** (Q1-Q3 2024)  
**PLN 979m** (Q1-Q3 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 the so-called payment holidays: PLN 134.5m for SBP Group in 2Q 2024.

## Net fee and commission income

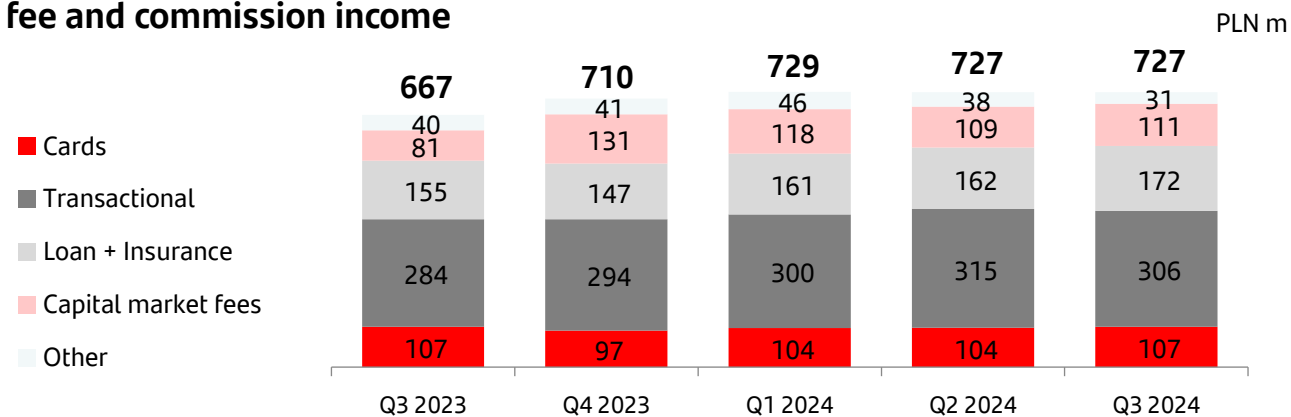
### Comment

- In Q1-Q3 2024, net fee and commission income was PLN 2.2bn, i.e. it increased by 9% YoY and was stable QoQ.
- On the annual basis, good results in asset management fees (+41% YoY), insurance fees (+22% YoY), FX fees (+15% YoY) and brokerage fees (+20% YoY).
- On the quarterly basis, good results in credit fees (+9% QoQ), card fees (+3% QoQ), insurance (+4% QoQ), asset management fees (+2% QoQ) and brokerage fees (+8% QoQ).
- In SCB, net fee and commission income +12% YoY and -30% compared to Q2 2024 due to securitisation costs.

● Net fee and commission income of SCB Group\*

PLN 97m (Q1-Q3 2024)  
PLN 86m (Q1-Q3 2023)

### Net fee and commission income



### Net fee and commission income

	Q1-Q3 2024	Q1-Q3 2023	YoY (%)	QoQ (%)
PLN m				
Cards	315	336	-6%	3%
Transactional	921	834	10%	-3%
Loans + insurance	495	474	4%	6%
Capital markets*	338	254	33%	2%
Other	115	109	6%	-19%
<b>Total</b>	<b>2 184</b>	<b>2 007</b>	<b>9%</b>	<b>0%</b>

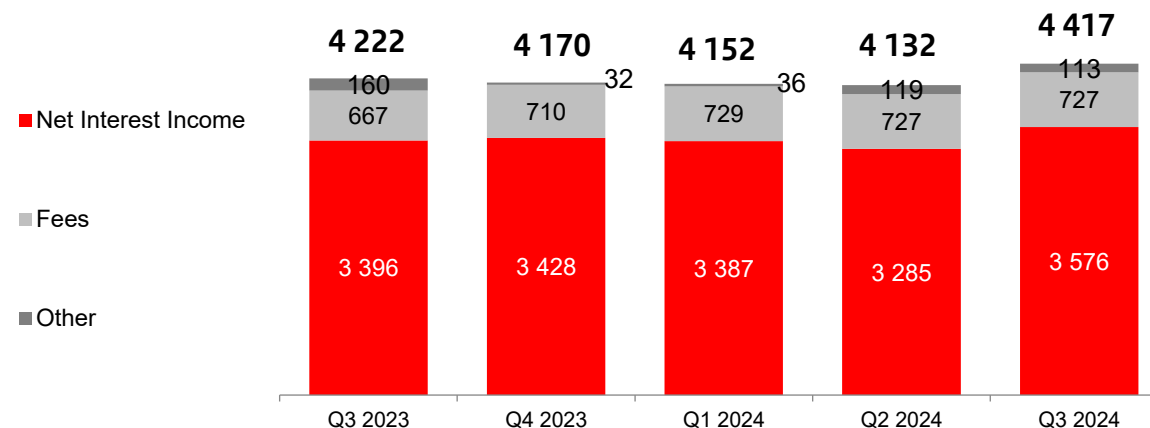
## Income

### Comment

- The Group's total income in Q1-Q3 2024 amounted to PLN 12.7bn and increased by 7% YoY. Excluding the negative adjustment to interest income on housing loans related to the so-called payment holidays of PLN 134.5m booked in Q2, total income increased by 8% YoY and by 4% QoQ.
- 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 48m in Q1-Q3 2024 (PLN 9m in Q1, PLN26m in Q2 and PLN 13m in Q3) and PLN302m in Q1-Q3 2023 (PLN 186m, PLN 80m and PLN 36m respectively) posted under the item "Result from derecognition of financial instruments measured at amortised cost".
- Excluding the above item, other income amounted to PLN 313m in Q1-Q3 2024 and PLN 424m in Q1-Q3 2023. On a quarterly basis, other income decreased by 13% compared to the previous quarter, mainly due to growth in net trading income and revaluation in Q3 2024.

### Income

PLN m



PLN m

	Q1-Q3 2024	Q1-Q3 2023	YoY (%)	QoQ (%)
Net interest income	10 249	9 688	6%	9%
Net fee and commission income	2 184	2 007	9%	0%
<b>Total</b>	<b>12 432</b>	<b>11 695</b>	<b>6%</b>	<b>7%</b>
Gains/ losses on financing activities	170	285	-40%	-1%
Dividends	12	11	9%	-97%
Other income items	87	(168)	-152%	27%
<b>Total income</b>	<b>12 701</b>	<b>11 823</b>	<b>7%</b>	<b>7%</b>

## Operating expenses

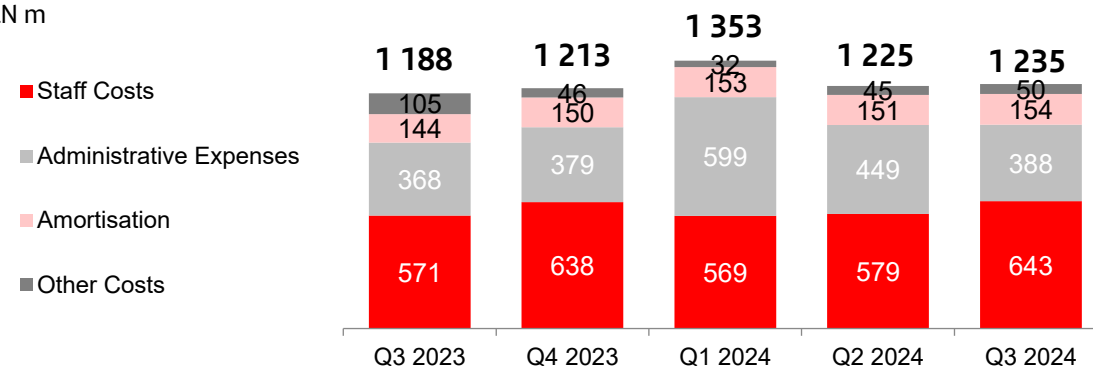
### Comment

- Total costs Q1-Q3 2024 amounted to PLN 3.8bn and increased by 9% YoY. This is, among others, the result of a higher BGF burden - PLN 250m in 2024 compared to PLN175m in 2023.
- Having excluded BFG costs, total costs increased by 8% YoY, mainly due to inflation, salary increases, IT costs and more intensive marketing activities.
- Staff costs increased by 9% YoY. Salaries, bonuses and payroll taxes went up by 8.0% YoY on account of the salary reviews in line with market rates conducted in Q4 2023.
- Excluding regulatory costs, administration costs increased by 8% YoY and decreased by 5% in Q3 2024 compared to Q2 2024.
- In SCB, operating costs in Q1-Q3 2024 amounted to PLN 415 million and increased by 7% y/y due to higher inflation and business costs. On a quarterly basis, total costs +6%, employee costs -3% q/q following the optimisation of the distribution network and processes; administrative costs +30% QoQ due to the release of provisions for BGF costs in Q2; after excluding BFG costs, administrative costs -8% QoQ, due to renegotiation of contracts with business partners.

The Group's C/I ratio is 30.0% in the Q1-Q3 2024 compared to 29.6% in Q1-Q3 2023. Comparable C/I ratio is 27.7%

### Operating expenses

PLN m

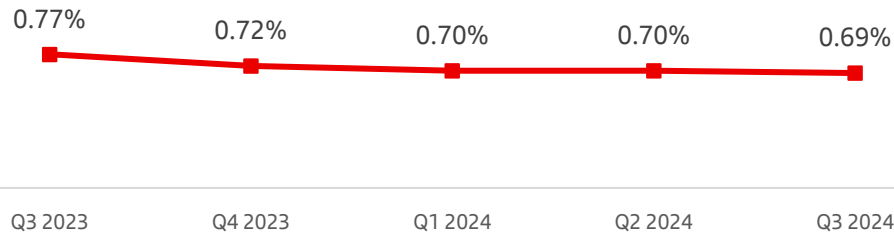


PLN m

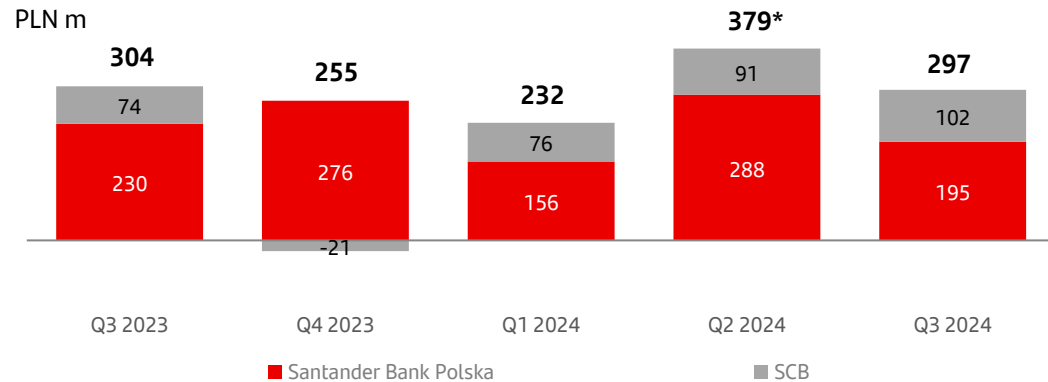
	Q1-Q3 2024	Q1-Q3 2023	YoY (%)	QoQ (%)
Administrative and staff expenses	(3 226)	(2 918)	11%	0%
Staff expenses	(1 791)	(1 646)	9%	11%
Administrative expenses	(1 436)	(1 271)	13%	-14%
Amortisation/depreciation + other	(586)	(584)	0%	4%
<b>Total costs</b>	<b>(3 812)</b>	<b>(3 502)</b>	<b>9%</b>	<b>1%</b>

## Provisions and credit portfolio quality

### Cost of credit

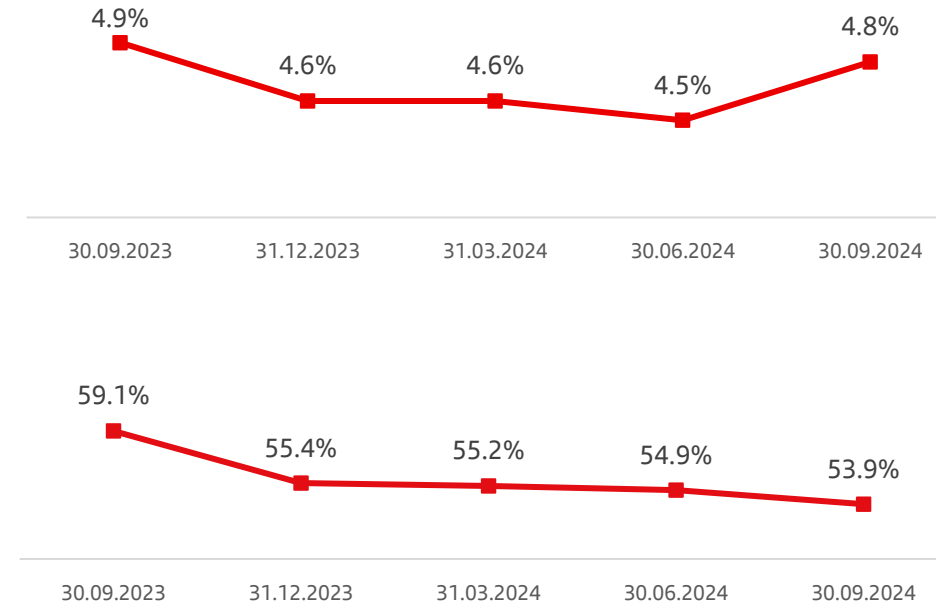


### Net provisions



\* SBP –expected growth in credit loss allowances due to 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.

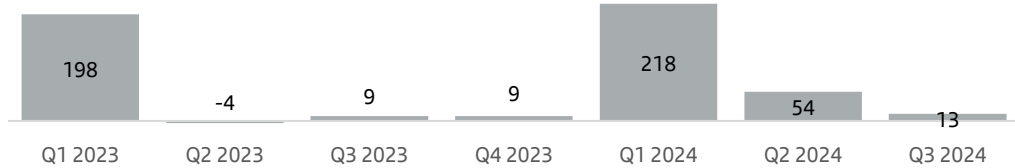
### NPL and NPL coverage ratio



Including POCl – purchased or originated credit-impaired assets

## 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

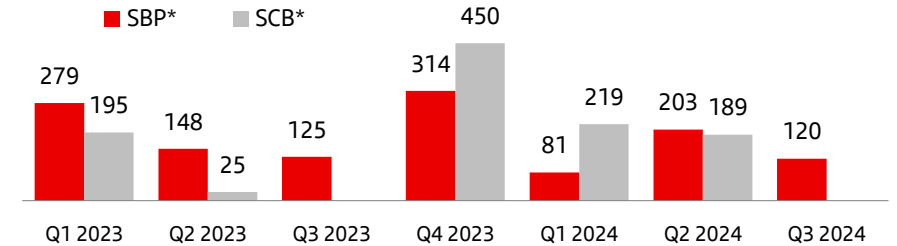
## Banking tax

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.

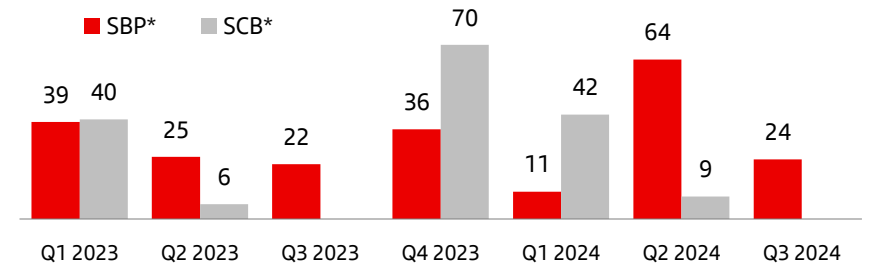
In 2024, the total tax charged to Santander Bank Polska S.A. and SCB S.A. in this respect was PLN 604m (PLN 576m and PLN 28m, respectively).

## NPL sales

NPL sales PLN m



Impact of NPL sales on PBT PLN m



SBP Q1-Q3 2024: NPL sales: PLN 404m, impact on PBT: PLN 99m

SCB Q1-Q3 2024: NPL sales: PLN 408m, impact on PBT: PLN 50m

## Results for 2024

### Comment

- Net profit in Q1-Q3 2024 totalled PLN 4.3bn. On comparable basis, it increased by 8% YoY.
- In Q1-Q3 2024, net interest and commission income increased by 6% YoY. On a quarterly basis, it increased by 7% due to the recognising the costs of the so-called payment holidays. On comparable basis increase in net interest and commission income by 7% YoY.
- In Q1-Q3 2024, income grew by 7% YoY. Excluding impact of the so-called credit holidays, total income increased by 8% YoY and by 4% QoQ.
- Cost to income ratio at 30%.
- Cost of credit risk at 0.69%.
- Effective tax rate influenced by regulatory costs and the cost of legal risk attached to fx mortgage loans.

### Results for 2024

PLN m

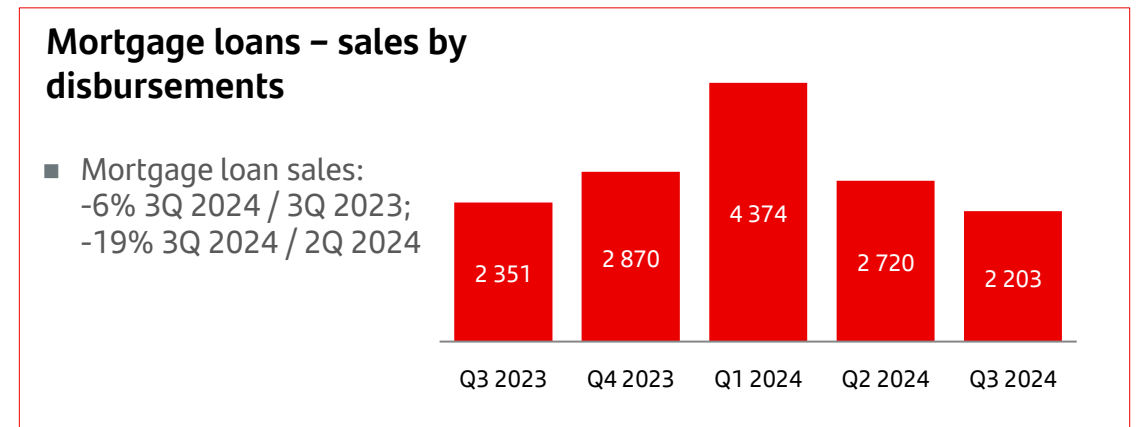
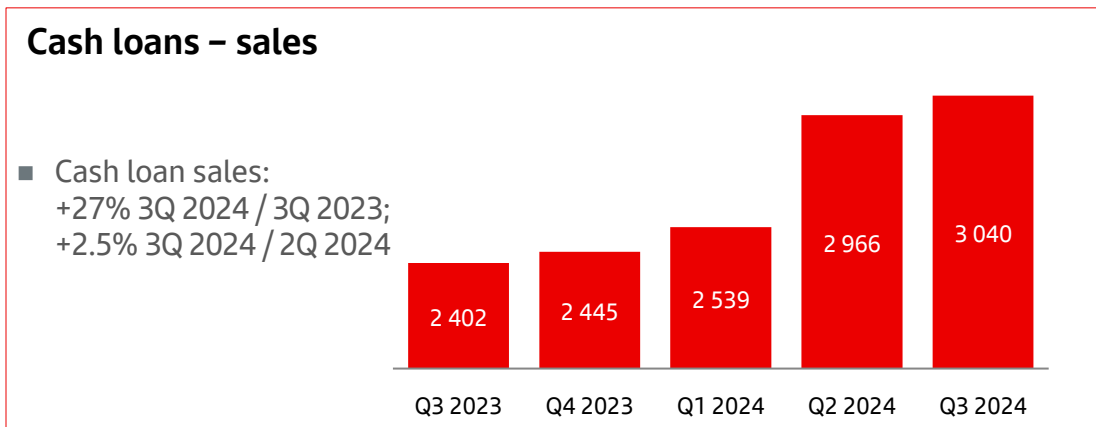
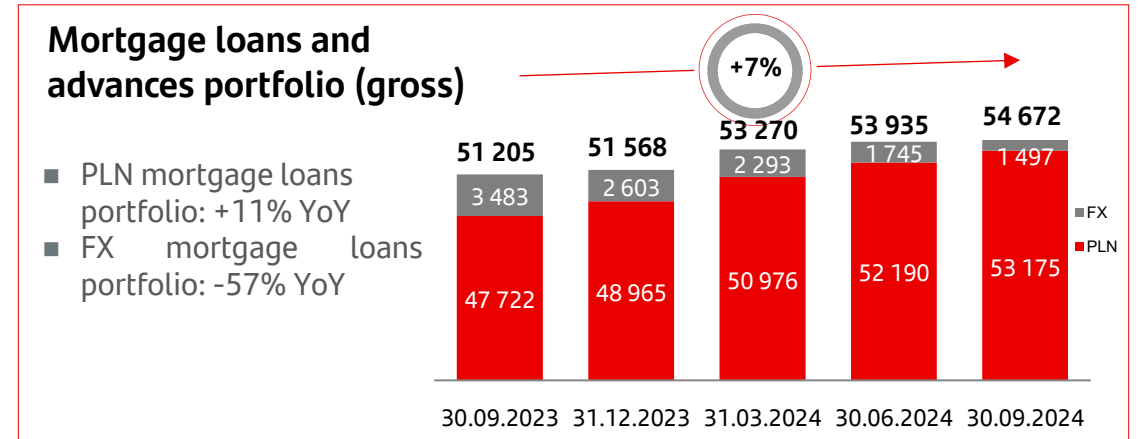
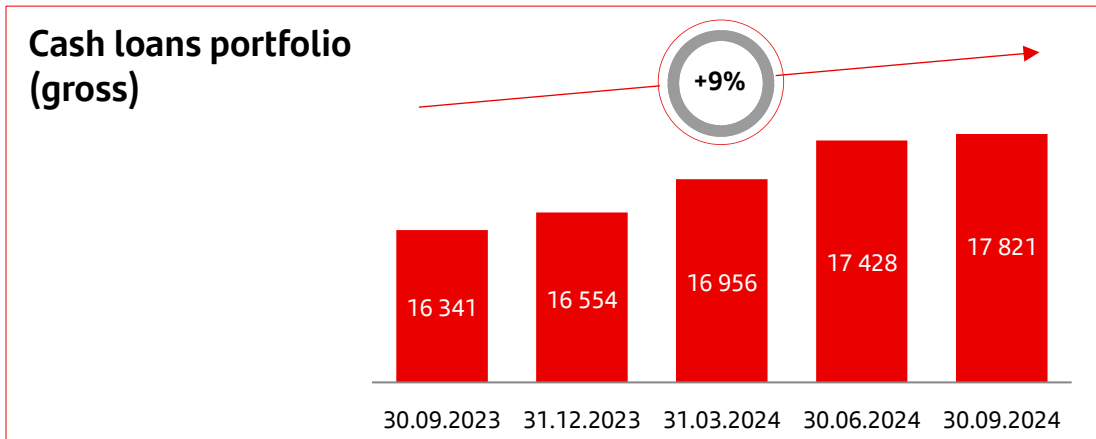
	Q1-Q3 2024	Q1-Q3 2023	YoY (%)
Net interest and fee income	12 432	11 695	6%
Gross income	12 701	11 823	7%
Total costs	-3 812	-3 502	9%
Credit impairment allowances	-908	-894	2%
Cost of legal risk associated with foreign currency mortgage loans	-1 657	-1 580	5%
Tax on financial institutions	-604	-587	3%
<b>PBT</b>	<b>5 791</b>	<b>5 337</b>	<b>9%</b>
Income tax	-1 460	-1 396	5%
<b>Profit attributable to shareholders of Santander Bank Polska S.A.</b>	<b>4 299</b>	<b>3 851</b>	<b>12%</b>
Effective tax rate	25.2%	26.2%	

Attachments

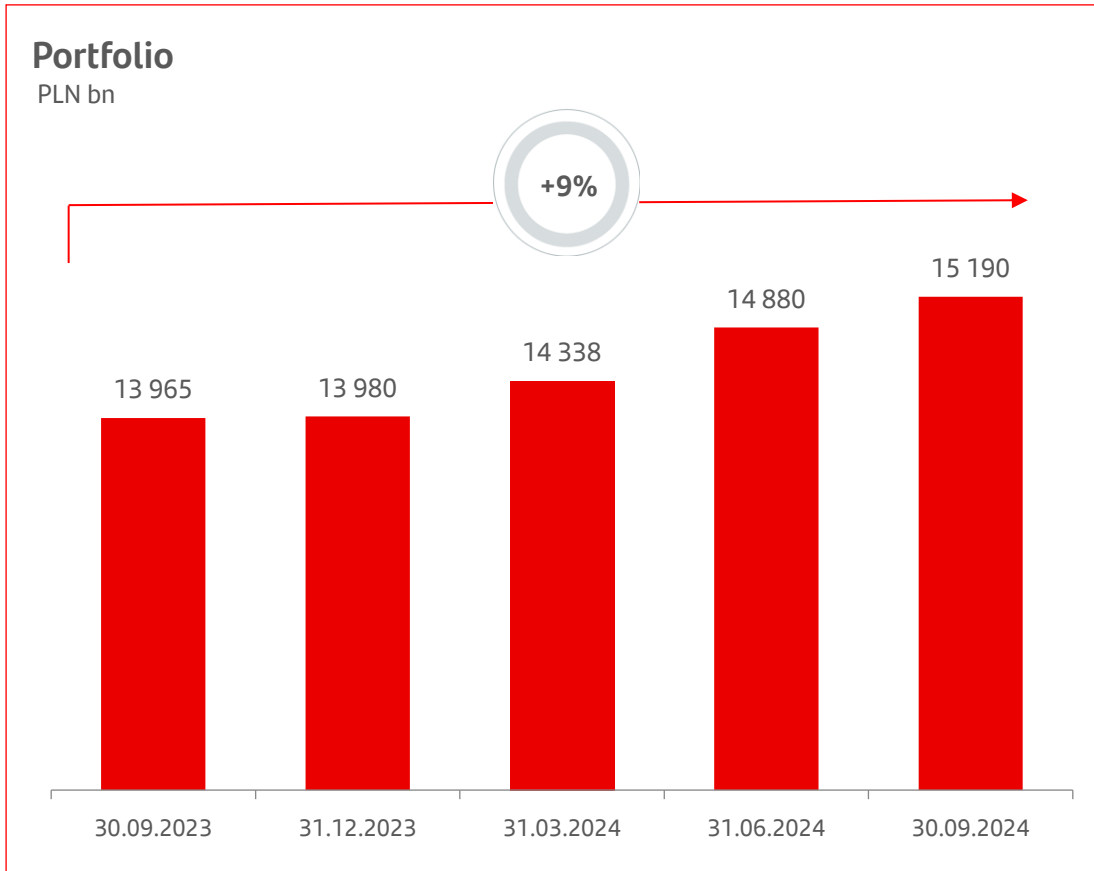
05



# Retail Banking - growth in lending activity

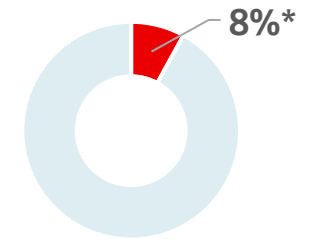


# Santander Leasing



- Leasing portfolio: PLN 15.1bn , +9% YoY
- Great result in the road transport segment: PLN 3.9bn, +21% YoY
- Growth in financing dynamics for clients from the SME and Corporate segments: +15% YoY and + 10% YoY, respectively

**Market share**

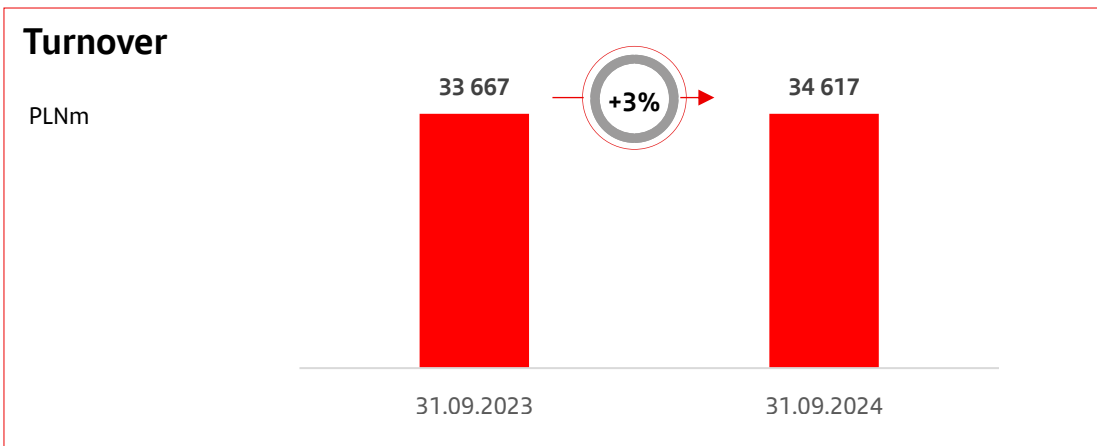
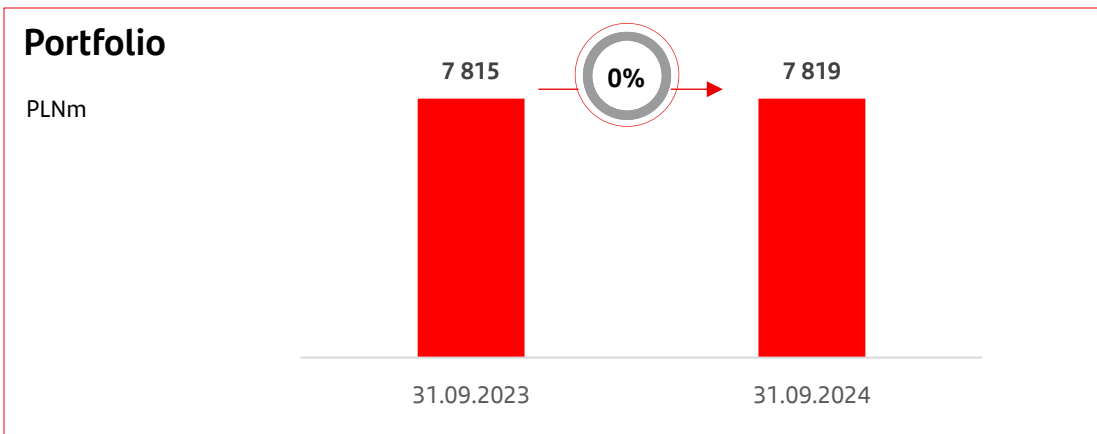


\* Data as at 31/03/2024

For the fourth time, the honorary title of a **Trustworthy Brand** in the leasing and rental categories went to Santander Leasing. The decisions are made by the owners and management staff of small and medium-sized companies. In the survey, more than 1,200 participating entrepreneurs spontaneously indicated their most valued brands in 25 categories.



# Santander Factoring

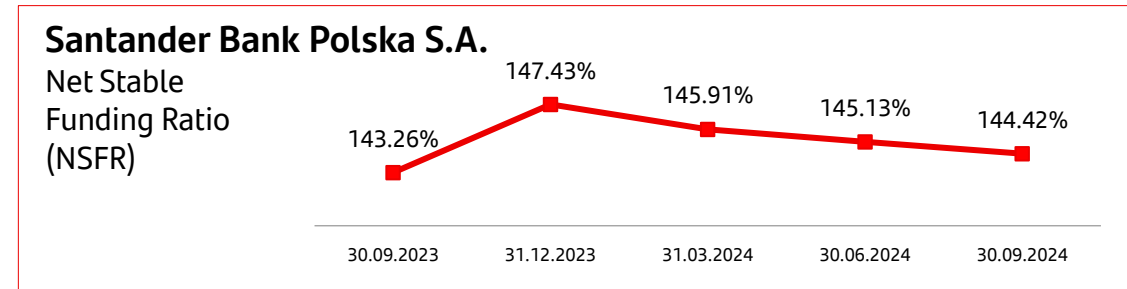
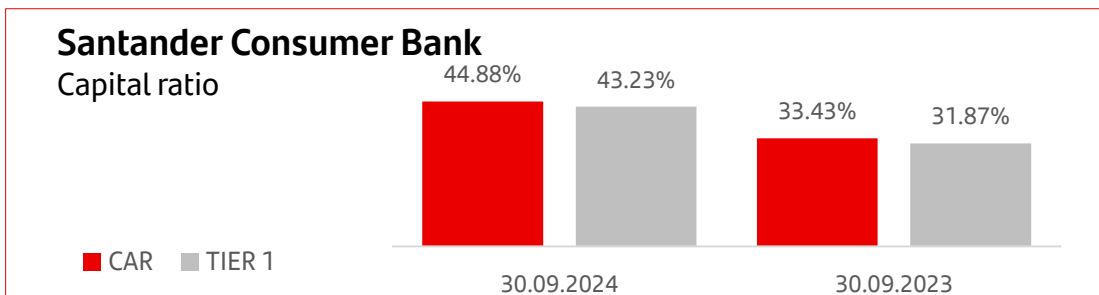
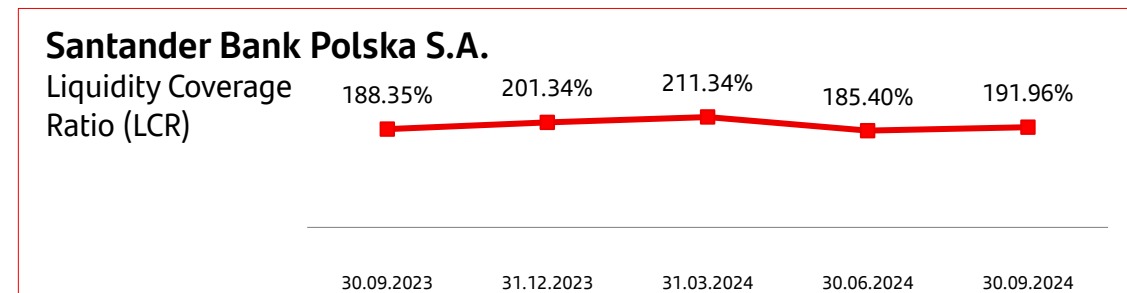
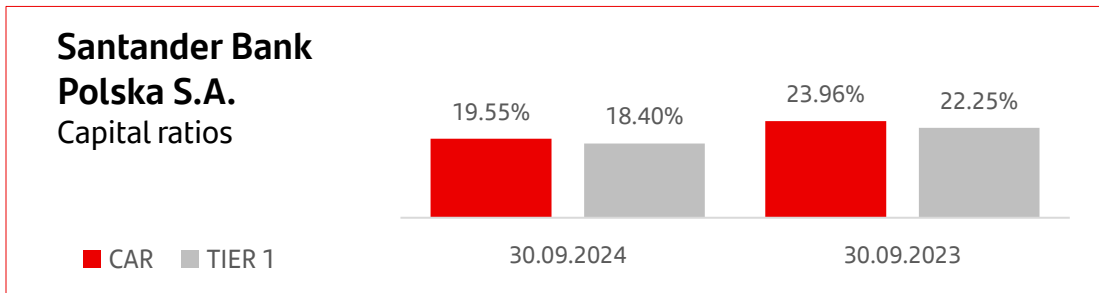
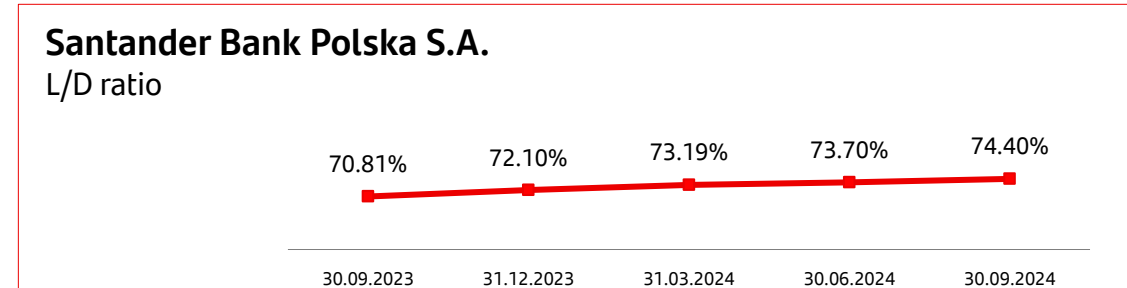
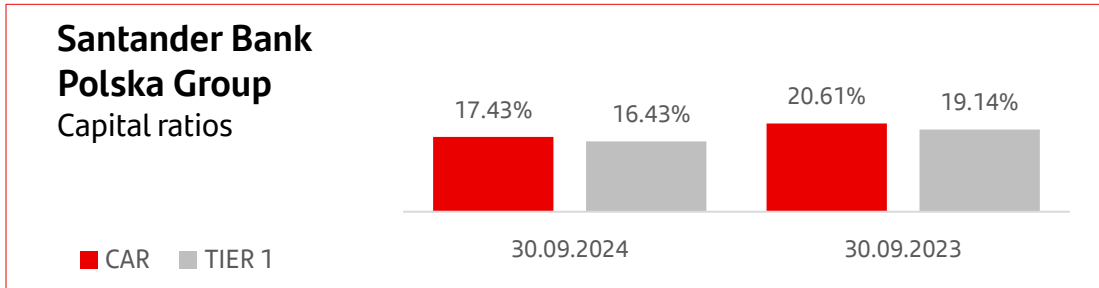


### Market share

\* Data as at 30/09/2024

- In Q3 2024, Santander Factoring held the second position on the market in terms of the balance sheet, with balances at the same level YoY.
- Santander Factoring maintains its first position in payables financing (up 3% YoY and 22% market share).
- After Q3 2024, the Polish factoring market slightly increased by 3% YoY.

# Capital and liquidity position



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

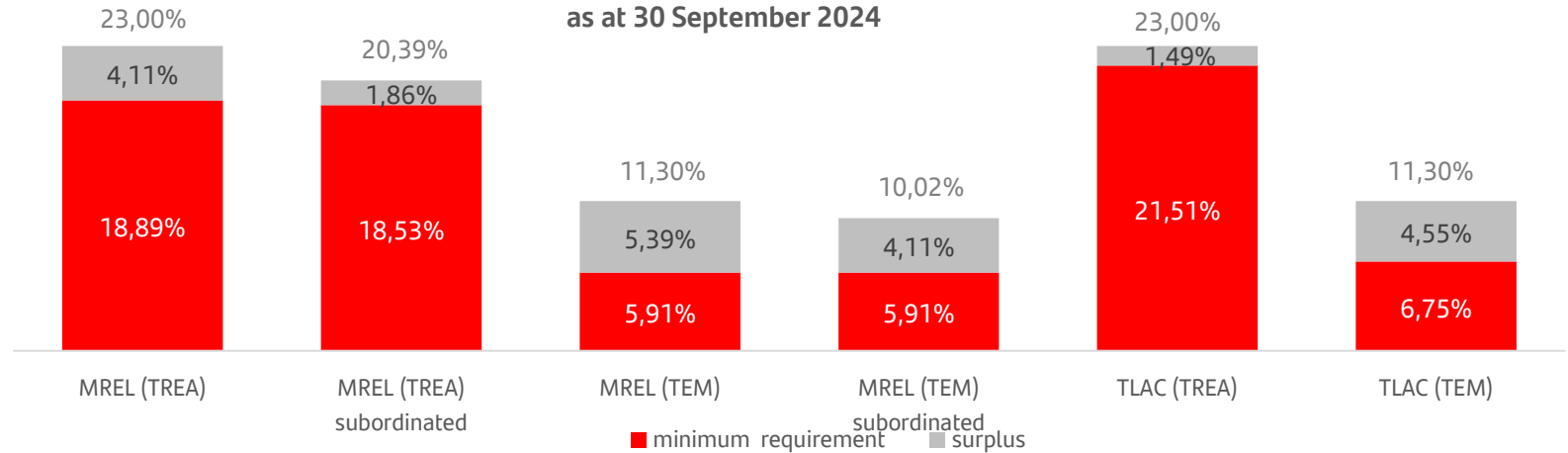
## MREL

- On 9 May 2024, the Bank was notified by the Bank Guarantee Fund of the target MREL. The 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 September 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 September 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 September 2024



## Key financial ratios

### Santander Bank Polska Group

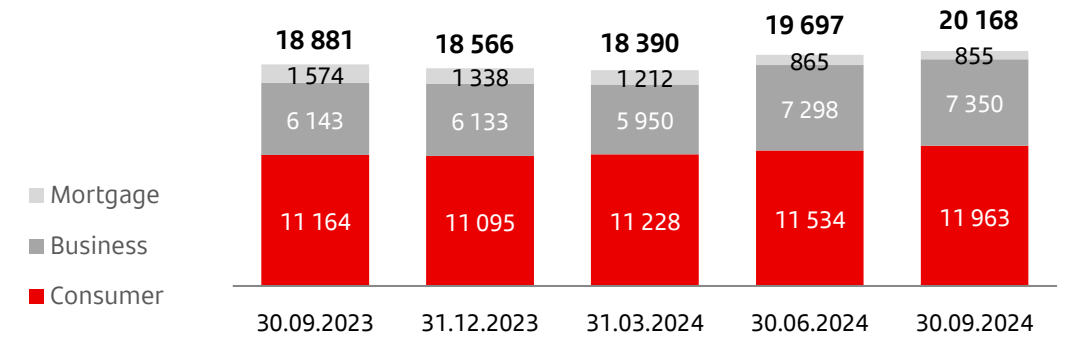
Selected financial ratios of Santander Bank Polska Group	Q1-Q3 2024	Q1-Q3 2023
Cost/ income	-30.0%	-29.6%
Net interest income/ total income	80.7%	81.9%
Net interest margin <sup>1)</sup>	5.28%	5.37%
Net fee and commission income/ total income	17.2%	17.0%
Net loans and advances to customers/ deposits from customers	78.9%	75.3%
NPL ratio <sup>2)</sup>	4.8%	4.9%
NPL provision coverage ratio <sup>3)</sup>	53.9%	59.1%
Costs of credit <sup>4)</sup>	0.69%	0.77%
ROE <sup>5)</sup>	20.5%	20.3%
ROTE <sup>6)</sup>	22.7%	20.8%
ROA <sup>7)</sup>	1.9%	1.8%
Total capital ratio <sup>8)</sup>	17.43%	20.61%
Tier 1 capital ratio <sup>9)</sup>	16.43%	19.14%
Book value per share (PLN)	332.00	336.68
Earnings per ordinary share (PLN) <sup>10)</sup>	42.07	37.68

## Key financial ratios

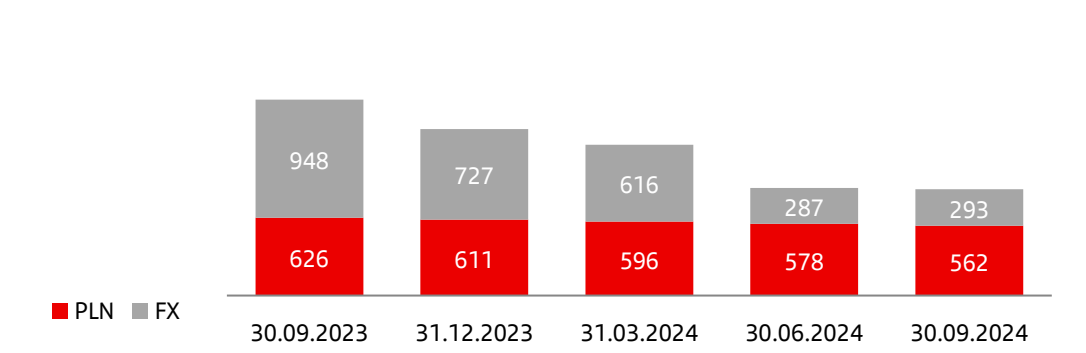
1. *Net interest income annualised on a year-to-date basis (excluding interest income from the portfolio of debt securities held for trading and other exposures related to trading) to average net earning assets as at the end of consecutive quarters after the end of the year preceding a given accounting 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

	30.09.2024	30.09.2023	r/r (%)	kw./kw. (%)
<b>Retail customers</b>	<b>12 818</b>	<b>12 737</b>	<b>1%</b>	<b>3%</b>
Mortgage loans	855	1 574	-46%	-1%
Consumer finance	11 963	11 164	7%	4%
<b>SME/ Leasing</b>	<b>7 350</b>	<b>6 143</b>	<b>20%</b>	<b>1%</b>
<b>Total gross loans</b>	<b>20 168</b>	<b>18 881</b>	<b>7%</b>	<b>2%</b>

- Total loans: +7%YoY:
- Mortgage loans: -46% YoY
- CHF mortgage loans: -67% YoY (approx. – CHF 133m)
- Consumer finance: +7%YoY
- Business loans: +20% YoY



# Santander Consumer Bank Group

## Key financial results

	Q1-Q3 2024	Q1-Q3 2023
Assets	25 029	22 710
Net Loans***	18 645	17 237
Deposits	15 620	12 860
Total equity	4 390	4 414
Net profit	-46	134
L/D (%)	119.4%	134.0%
C/I (%)*	76.7%	72.6%
ROE (%)	-1.4%	4.1%
ROA (%)	-0.3%	0.8%
CAR (%)**	44.9%	33.4%
<i>CHF impact (gross)</i>	<i>-565</i>	<i>-278</i>
<i>Net profit adjusted</i>	<i>449</i>	<i>387</i>
<i>C/I adjusted</i>	<i>33.8%</i>	<i>37.0%</i>
<i>ROE adjusted</i>	<i>13.6%</i>	<i>11.9%</i>
<i>ROA adjusted</i>	<i>2.5%</i>	<i>2.4%</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.

# 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  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RobecoSAM



# Disclaimer

1. This presentation may contain forward-looking statements including, without limitation, statements concerning future business development and financial performance. These forward-looking statements:
  - represent our judgment and future expectations concerning the development of our business;
  - a number of risks and other important factors could cause actual results to differ materially from our expectations;
  - speak only as of the date of this document and are based on the knowledge, information available and views taken on such date; such knowledge, information and views may change at any time;
  - the Bank does not update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.
2. The information contained in this presentation must be read in conjunction with other publicly available information, including current and periodic reports published by the Bank, and interpreted accordingly.
3. This presentation gives no recommendation to buy, sell or otherwise deal in shares of Santander Bank Polska S.A. or in other securities or investments.
4. Neither this document nor any of the information contained herein constitutes an offer to sell or the solicitation of an offer to buy any securities.
5. Any person acquiring securities must do so:
  - on the basis of such person's own judgement as to the merits or the suitability of the securities for their purpose;
  - only on the basis of publicly available information;
  - having taken all such professional or other advice as considers necessary or appropriate in the circumstances;
  - and not in reliance on the information contained in this presentation.
6. Nothing in this presentation shall be construed as a profit forecast. Statements as to historical performance or financial accretion are not intended to mean that future performance, share price or future earnings (including earnings per share) for any period will necessarily match or exceed those of any prior period.