



# Results of BRE Bank Group Q1 2009

*Management Board of BRE Bank*

*Presentation for journalists*

*28 April 2009*



## ***BRE Bank Group Results Q1 2009***



BRE Bank Group: Quarter in Brief

Analysis of the Consolidated Financial Results

***Risk Management & Funding  
Appendix***

*Unless indicated otherwise, the presented financial data refer to the BRE Bank Group*



**1**

***BRE passed the exam on crisis:  
PLN 103 M of pre-tax profit in Q1 2009***

---

**2**

***The tap with loans turned on:  
8% loans increase – we are growing faster  
than the market***

---

**3**

***BREnova:  
costs down by 24%  
New revenue enhancement initiatives implemented***





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# Summary of Q1 2009 in the BRE Bank Group

## Profitability of Business



*Continued and discontinued operations*

<b>Profit before tax</b>		<b>PLN 103.3 M</b>
<b>ROE before tax</b>		<b>10.4%</b>
<b>Cost/Income (C/I)</b>		<b>53.4%</b>
<b>Capital adequacy ratio (CAR)</b>		<b>10.26%</b>

# Summary of Q1 2009 in the BRE Bank Group

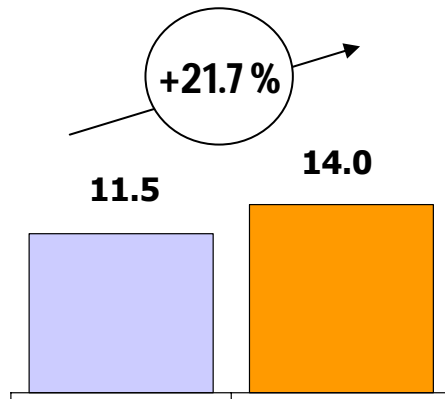
## Results of the Business Lines



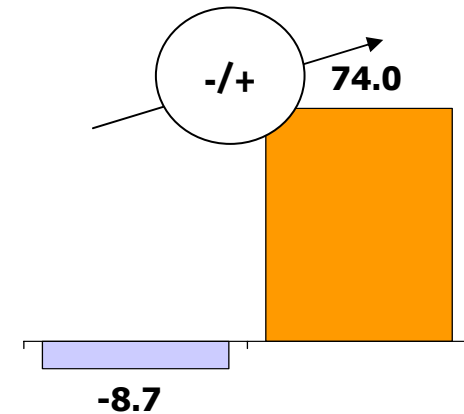
### *Profitability of the Business Lines*

Pre-tax profit by Business Lines Q1 2009 v. Q4 2008 (PLN M)

#### Corporates & Financial Markets



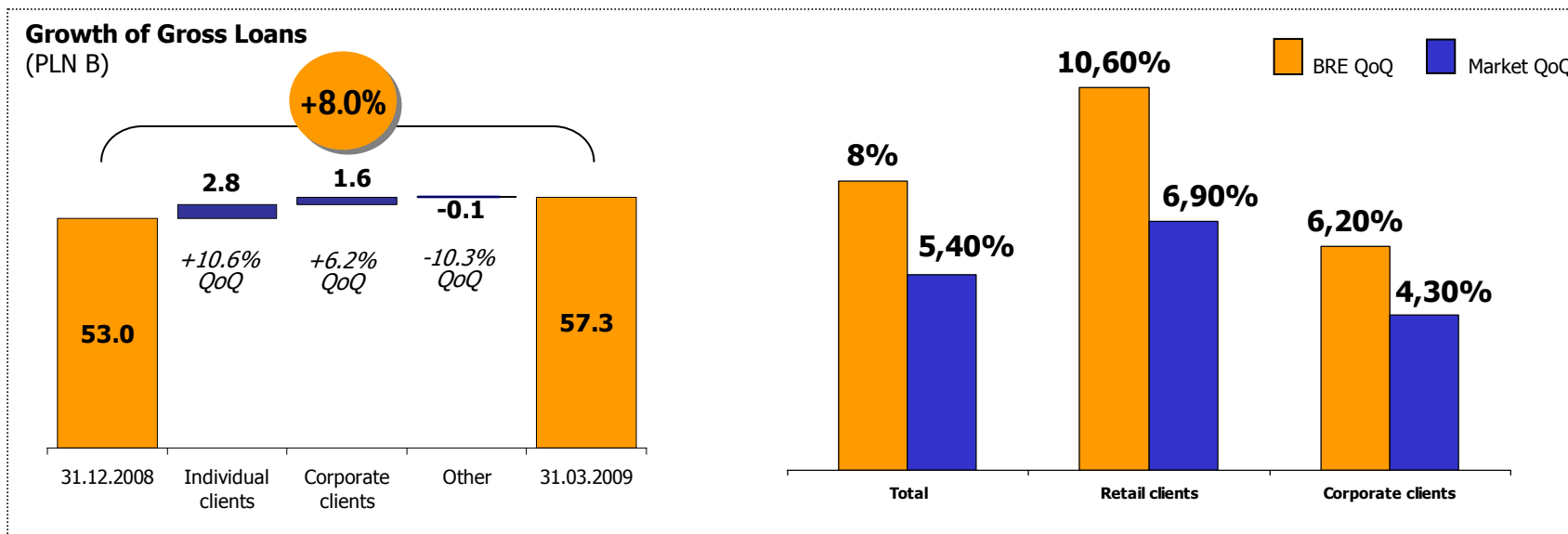
#### Retail Banking (+PB)



■ Q4 2008 ■ Q1 2009 ○ Growth Q1 2009/Q4 2008

# Summary of Q1 2009 in the BRE Bank Group

## Development of Loans to Clients

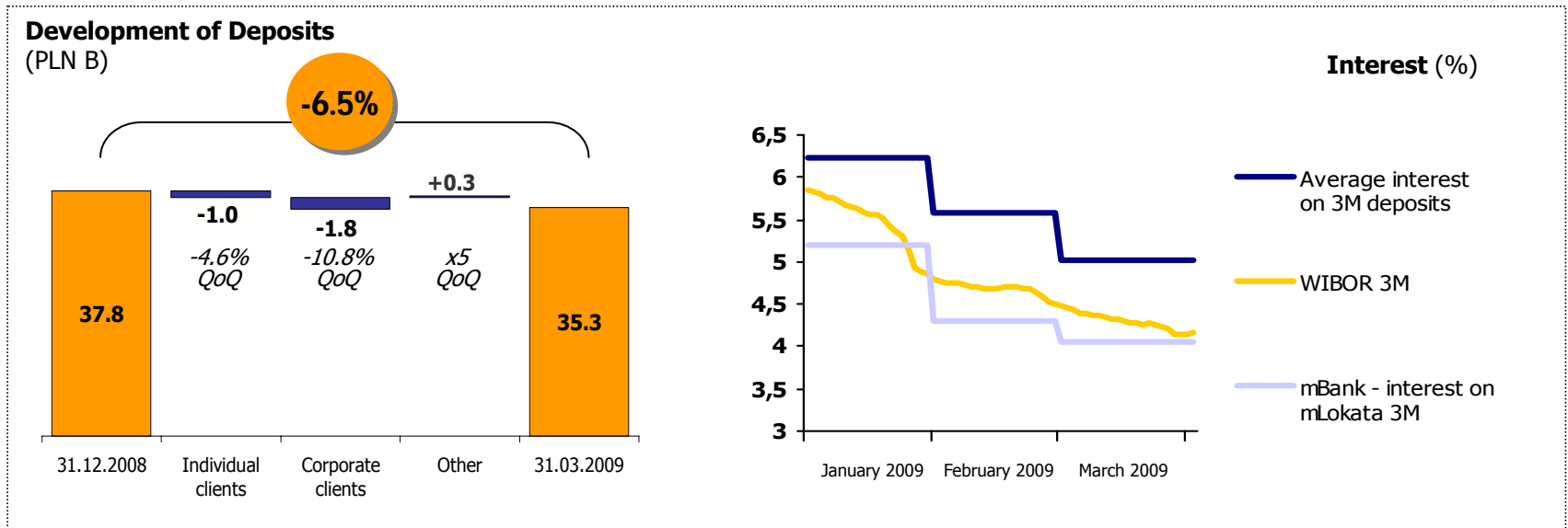


**Total lending up by 8% QoQ**

**Focus on profitability  
doesn't mean resigning from  
active lending**

- Total lending up by 8% QoQ and 51.1% YoY (market: +5.4% QoQ and +34.4% YoY)
- Loans granted to retail clients up by 10.6% QoQ and 93.9% YoY (market: +6.9% QoQ and +43.7% YoY)
- Loans to corporate clients up by 6.2% QoQ and 22.2% YoY (market: +4.3% QoQ and +25.3% YoY)

# 'Measured' approach to aggressive term deposit pricing



**Total deposits down by 6.5% QoQ**

**Balances on current accounts remain stable**

**'Measured' approach towards aggressive term deposit pricing**

- Total deposits: -6.5% QoQ and +5.1% YoY (market: +3.2% QoQ and +19.4% YoY)
- Decrease of deposits of corporate clients by 12.0% QoQ and 18.3% YoY
- Deposits of retail clients: down by 3.5% QoQ and up by 31.9% YoY
- Total share of deposits of retail clients in term deposits (Bank and subsidiaries) up to 56.9% as at the end of March 2009 (from 55.1% as at the end of December 2008)

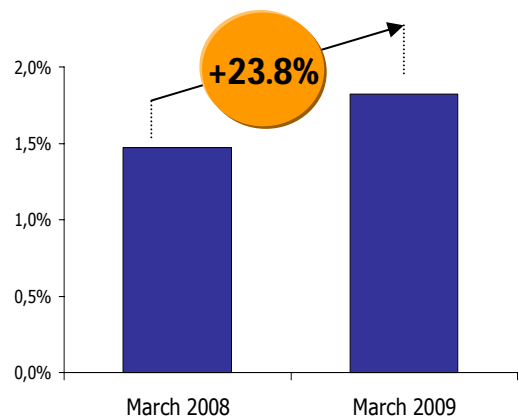
\* Factoring companies: Polfactor, Intermarket Bank, Transfinance, Magyar Factor

# BREnova: margin increase by 24% on the credit portfolio



## ***Development of credit margin in corporate clients segment***

### **Margin on total loan portfolio**



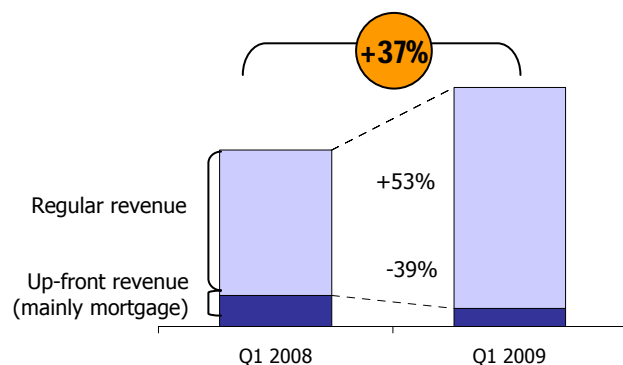
## ***Major achievements to date***

- *New pricing policy has already brought significant increase in credit margin in all corporate client segments*
- *New customer relations management system (CRM drive): (modules: files, contacts, deals, wallets and alerts)*
- *Product innovations in cash management and electronic banking:*
  - *Servicing and settling transactions performed by international clients thanks to integration of banking systems of CoBa and BRE Bank*
  - *Dedicated real cash pooling solution for subsidiaries making up client's capital group*
- *New MIS system allowing for closer cooperation between production units and sales units*

## Retail Banking

### **Improvement in non-mortgage product penetration & sales**

#### Total revenue



### **Major achievements to date**

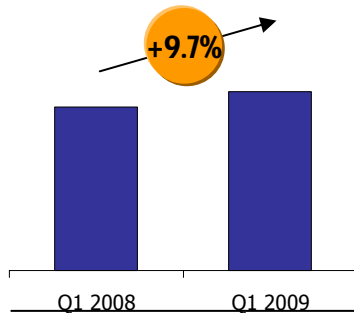
#### Poland

- **Increased cross selling: over 50% of credit cards, cash and car borrowings sold to an existing client base**
- **Closer cooperation with the Corporates Business Line**
- **Record-breaking sales of structured products:**
  - *mBank- record-breaking sales of such products in Q1 2009*
  - *MultiBank- every tenth one-złoty invested in structured products*

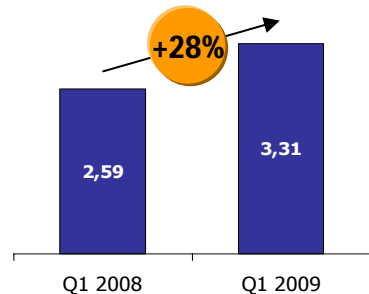
# Dynamic growth of retail client base



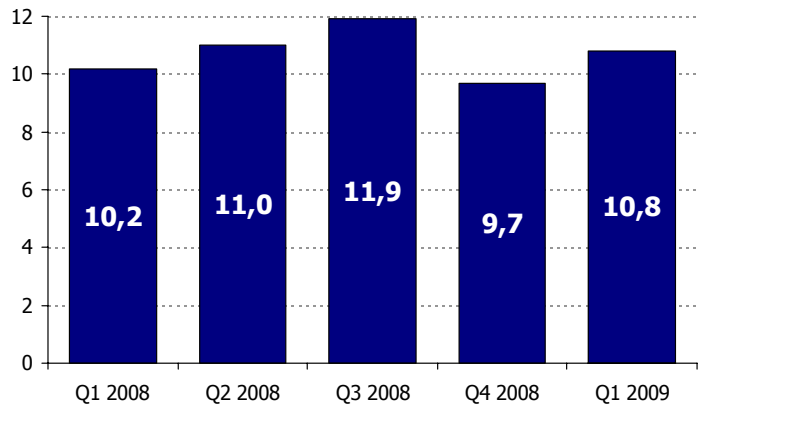
**Income per client**



**The accounts number (M)**



**Funds on current accounts – retail clients**



## Poland

- *Continuing dynamic growth of client base*
- *New deposit products and innovative non-mortgage offer allowed to acquire new clients and resulted in increased product penetration*
- *Maintained level of funds on current accounts of BRE Retail Banking clients*

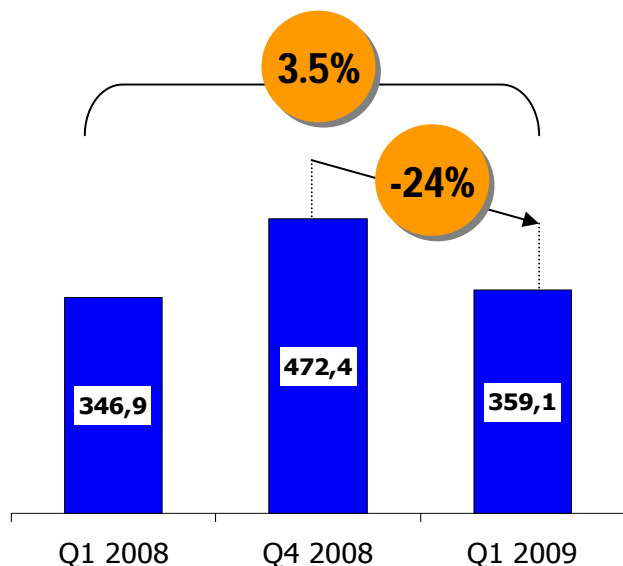
## The Czech Republic and Slovakia

- *mBank as the first bank converted into EUR in Slovakia*



## All the planned cost reductions are under way

Change of Total Overhead Costs YoY and QoQ  
(PLN M)



## Major achievements to date

- *Investment and Resource Allocation Committee was established – to monitor the process and decisions relating to costs*
- *Close ongoing monitoring of financial and operating indicators*
- **HR**  
*The initiative is carried out according to plan: staff reduction by 405 FTE*
- **Logistics & IT**  
*Downsizing of investment portfolio (IT, Logistics, etc.) by 30%*  
*rent optimisation in selected outlets (Łódź)*  
*Reductions in costs:*  
*post expenses, mobile phones and company cars*



## ***BRE Bank Group Results Q1 2009***

BRE Bank Group: Quarter in Brief



Analysis of the Consolidated Financial Results







***Risk Management & Funding  
Appendix***

*Unless indicated otherwise, the presented financial data refer to the BRE Bank Group*

# Analysis of the Q1 2009 Results

## P&L of Continued Operations



(PLN M)	Q1 2009	Q4 2008	Change QoQ	
<b>Total income*</b>	<b>672.5</b>	593.7	<b>+13.3%</b>	
<b>Total cost</b>	<b>(359.1)</b>	(472.4)	<b>-24.0%</b>	
<b>Operating profit**</b>	<b>313.3</b>	121.3	<b>+158.3%</b>	
<b>Net provisions</b>	<b>(210.0)</b>	(130.5)	<b>+61.0%</b>	
<b>Profit before tax</b>	<b>103.3</b>	(9.1)	<b>-/+</b>	
<b>Net profit***</b>	<b>77.2</b>	(16.6)	<b>-/+</b>	

\* Including net other operating income and cost

\*\* Before provisions

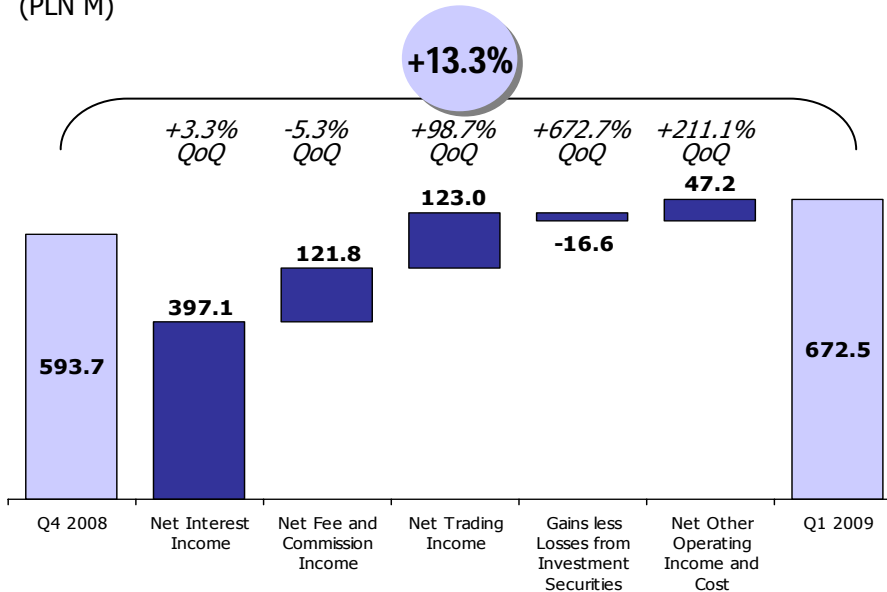
\*\*\* Net profit attributable to owners of the parent

# Analysis of the Q1 2009 Results

## Income of BRE Bank Group up by 13%



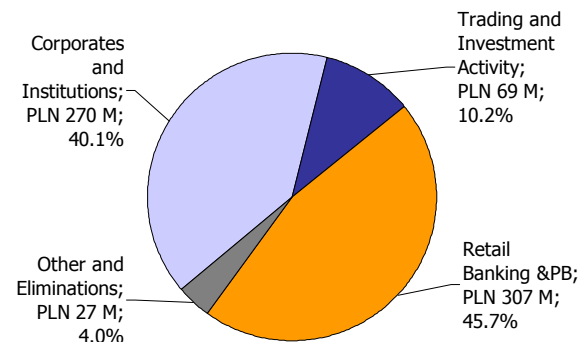
**BRE Bank Group Income Q1 2009 v. Q4 2008**  
(PLN M)



**Double digit increase of Group income QoQ driven by:**

- **Steady increase of net interest income**
- **Sound trading income thanks to high volatility in FX markets and steady turnover in FX spot markets**
- **Income of BRE.locum on the sale of apartments**

**Structure of BRE Bank Group Income by Business Lines, Q1 2009**

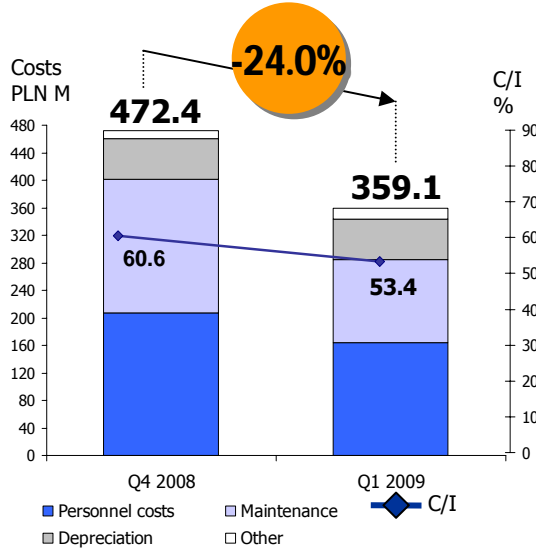


# Analysis of the Q1 2009 Results

## Costs: Tight Management Shows First Effects



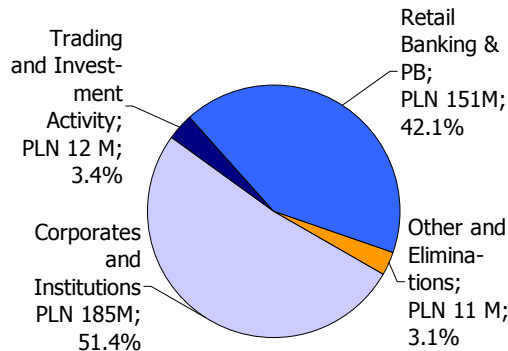
**Overhead Costs (+Depreciation) of BRE Bank Group**  
Q1 2009 v. Q4 2008



## ***C/I ratio\**** ***of regular operations*** ***down to 53.4% in Q1 2009***

- *Total overhead costs (incl. depreciation) in Q1 2009 amounted to PLN 359 M, down by 24.0% QoQ and up by 3.5% YoY*
- ***On a quarterly basis the decrease is related to:***
  - *decrease of material costs by 37.3%*
  - *reduction of personnel costs by 21.3%*
  - *effects of implementation of BREnova initiatives*

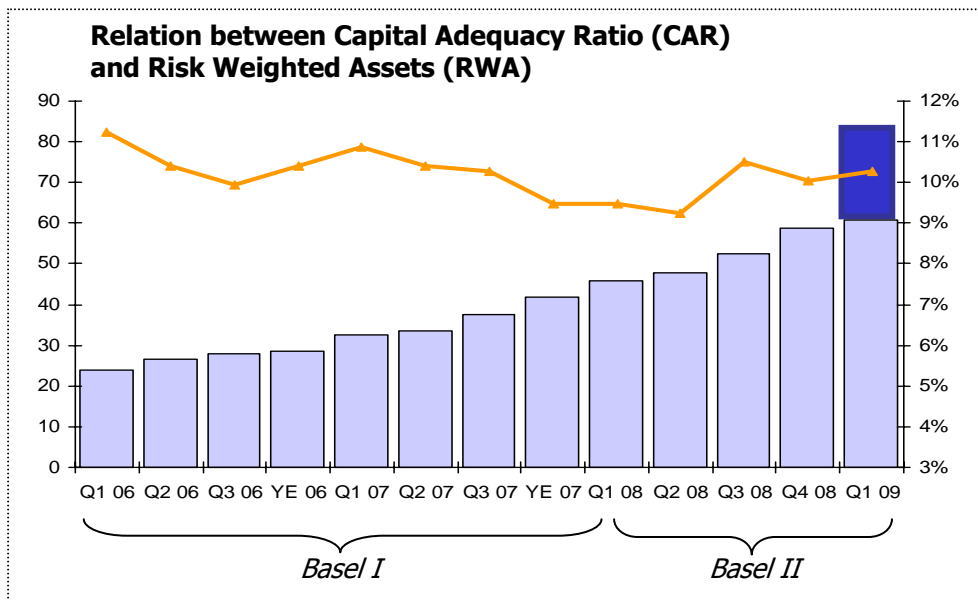
**Cost Structure by Business Line**  
at 31.03.2009



*\* Calculated for continued and discontinued operations net of one-offs. Incl. one-offs the ratio was: 55.1% in Q4 2008; no one-offs and discontinued operations in Q1 2009*

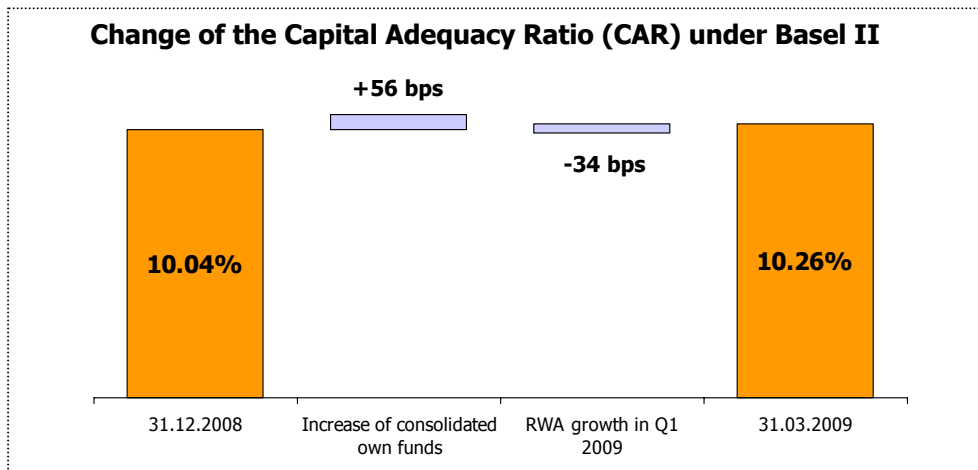
# Analysis of the Q1 2009 Results

BRE Bank Group's Capital Adequacy Ratio **stable in the long-term**



- Available growth in RWA as at 31.03.2009 (PLN B; LHS)
- RWA (PLN B; LHS)
- ▲ CAR (%; RHS)

***CAR at the safe level of 10.26% at the end of March 2009***



- Consolidated risk-weighted assets (RWA) up by PLN 2.0 B to PLN 60.9 B (+3.4% QoQ) in Q1 2009
- Consolidated CAR (under NCA) at 10.26% as of 31.03.2009 vs. 10.04% as of 31.12.2008 and 9.48% as of 31.03.2008



## ***BRE Bank Group Q1 2009 Results***

BRE Bank Group: q1 2009 in Brief

Analysis of the Consolidated Financial Results



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## ***Risk Management & Funding***

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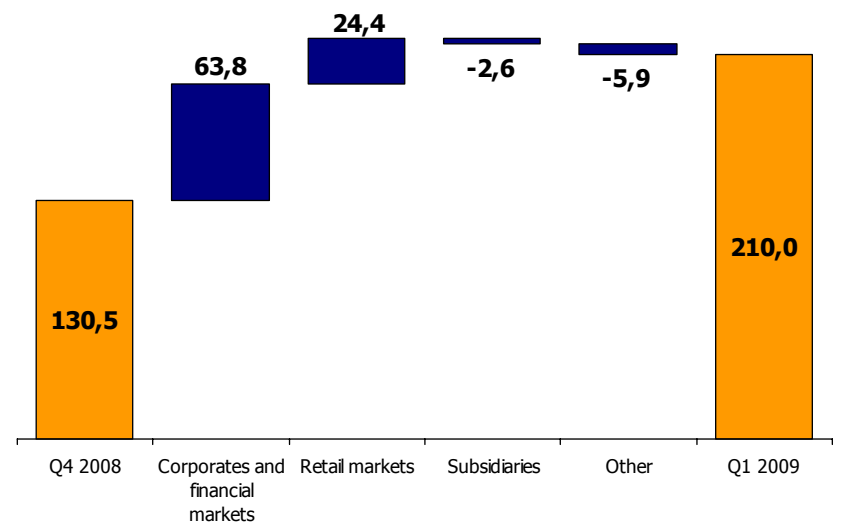
### ***Appendix***

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### ***Provisions reflect the overall economic situation downfall and difficulties in derivative market***

**Structure of LLP in BRE Bank's Group in Q1 2009 vs. Q4 2008**  
(PLN M)



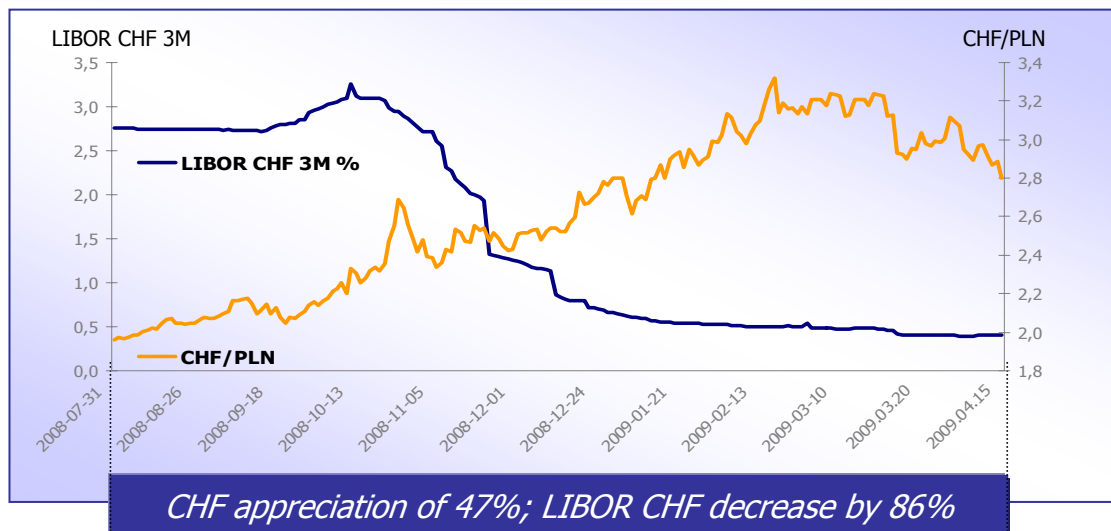
- *Growth of LLP in Corporates and Financial Markets driven mainly by the impairment of customers with derivative exposures:*
  - *Total negative impact at PLN 70.2 M*
  - *Only 19 customers subject to restructuring process*
- *Higher provisions of Retail Banking caused predominantly by the non-mortgage portfolio*
- *Measures taken to significantly improve the quality of the non-mortgage portfolio*
- *The quality of the mortgage portfolio is significantly better than for the peer group and only moderate deterioration is expected, without significant impact on LLPs*

# Risk Management & Funding

## FX Mortgage Loans: Development of Loan Instalment

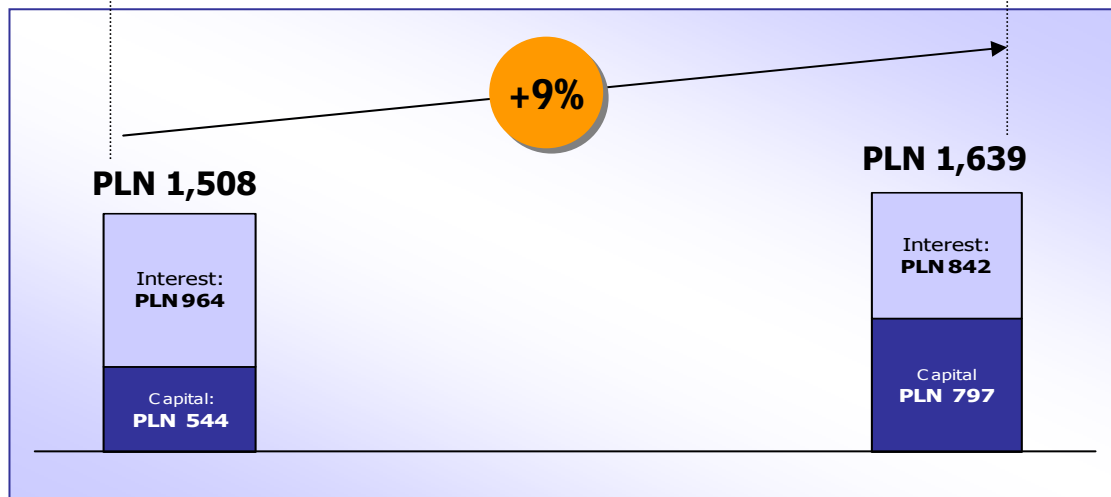


**Significant depreciation of PLN in the period August 2008 – April 2009 was amortized by decrease in CHF interest rates**



- Consequently, the typical loan instalment\* of CHF mortgage loan **increased by ca. 9%**

The most negative influence of FX rate observed in February cost a growth of instalment by 28 %



\* Assumption: loan amount 100 000 CHF; decreasing instalment system; loan term 30 years

# Risk Management & Funding

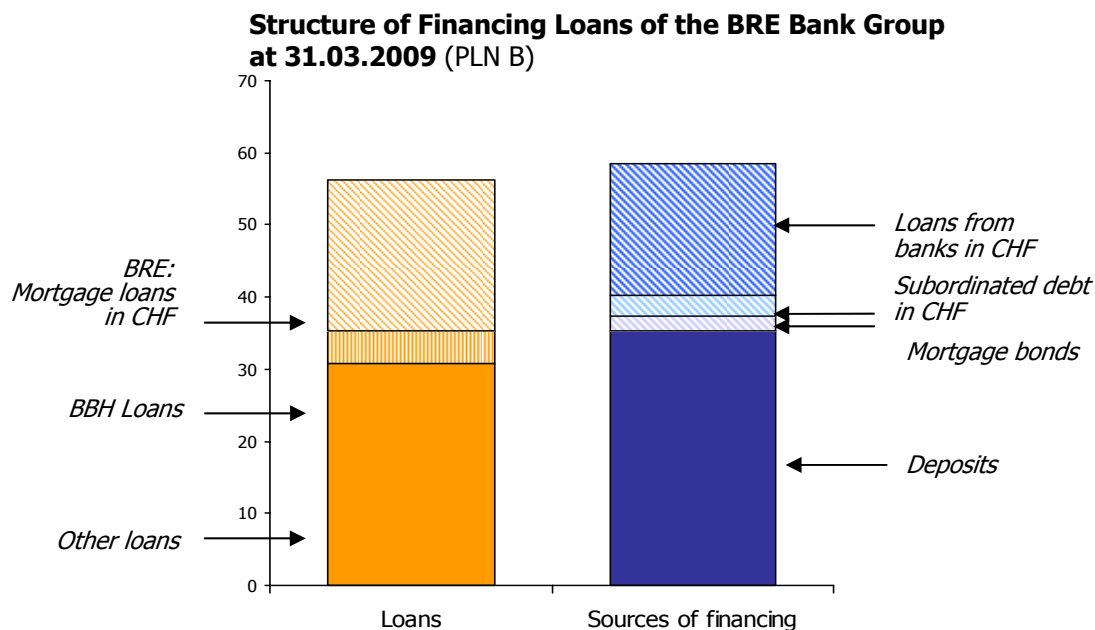
## Loan to Deposit Ratio

*The ratio of loans to deposits stands at 159.1%.*

*However, funding policy for FX risk mitigation is implemented.*

*BRE mid-term loans in CHF fund CHF-denominated mortgages, therefore...*

***...the actual ratio of loans funded from deposits is 93.2%***



# Risk Management & Funding

Is the date of higher repayment getting closer?



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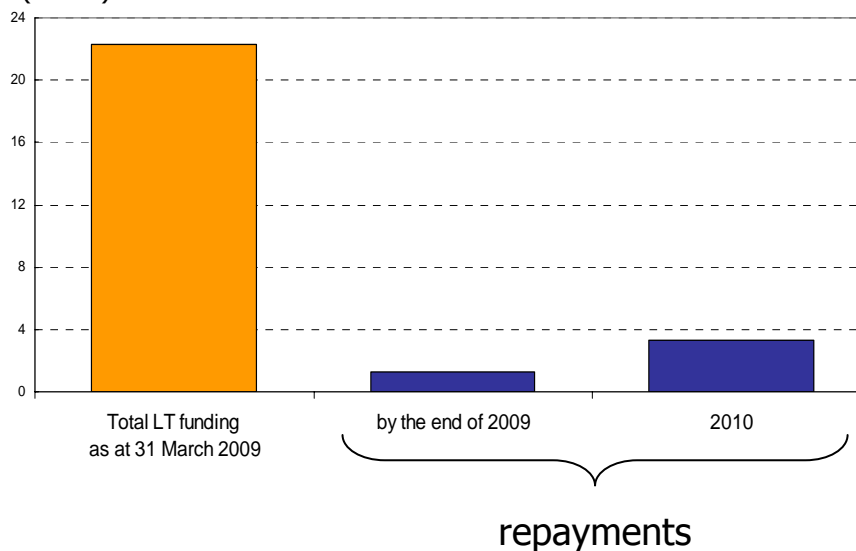
*By the end of 2010 BRE Bank will need to refinance PLN 4.6 B of long- and mid-term loans drawn in the past to fund FX lending.*

*This means that...*

***... mid-term we will need to refinance ca. 20% of the outstanding balance of long- and mid-term loans***

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**Maturity of Long- and Mid-term FX Loans by 2010**  
(PLN B)





**1**

***BRE passed the exam on crisis:  
PLN 103 M of pre-tax profit in Q1 2009***

---

**2**

***The tap with loans turned on:  
8% loans increase – we are growing faster  
than the market***

---

**3**

***BREnova:  
costs down by 24%  
New revenue enhancement initiatives implemented***

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## ***BRE Bank Group Results Q1 2009***

BRE Bank Group: Year in Brief

Analysis of the Consolidated Financial Results

## ***Capital base & Risk Management***



## ***Appendix***

Detailed Results of Business Lines, Q1 2009

Additional Information: Selected Financial Data

Macroeconomics

*Unless indicated otherwise, the presented financial data refer to the BRE Bank Group*



<b>Detailed Results of the Business Lines – slides No. 26-41</b>	<i>Slide No.</i>	<b>Additional Information: Selected Financial Data – slides No. 42-55</b>	<i>Slide No.</i>
<b>BRE Bank Retail Banking</b>	<i>26-32</i>	<i>P&amp;L acc. to IFRS</i>	<i>43</i>
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<i>Customer Acquisition &amp; Volume Trends</i>	<i>28</i>	<i>Interest Income</i>	<i>45</i>
<i>Retail Deposits and Loans: Market Share</i>	<i>30</i>	<i>Commission Income</i>	<i>46</i>
<i>Mortgage Loans: Portfolio Structure &amp; Quality</i>	<i>31</i>	<i>Trading Income</i>	<i>47</i>
<i>Growth of Sales</i>	<i>32</i>	<i>Overhead Costs Structure</i>	<i>48</i>
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<i>Summary of Q1 2009</i>	<i>34</i>	<i>Balance Sheet Analysis - Assets</i>	<i>50</i>
<i>Corporates &amp; Institutions: Clients, Loans and Deposits</i>	<i>35</i>	<i>Balance Sheet Analysis - Liabilities</i>	<i>51</i>
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<i>BRE Bank Hipoteczny (mortgage bank)</i>	<i>38</i>	<i>Structure of BRE Bank's Risk Portfolio</i>	<i>54</i>
<i>Dom Inwestycyjny BRE Banku (BRE Securities)</i>	<i>39</i>	<i>Change of PD vs. portfolio provisions</i>	<i>55</i>
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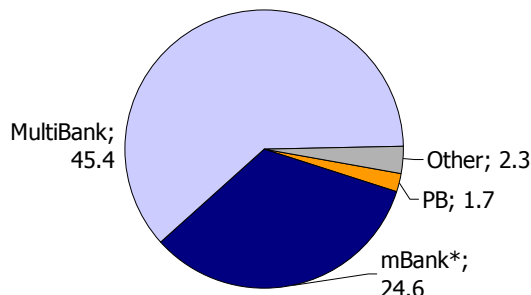
## **Detailed Results of the Business Lines, Q1 2009**

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*Retail Banking*

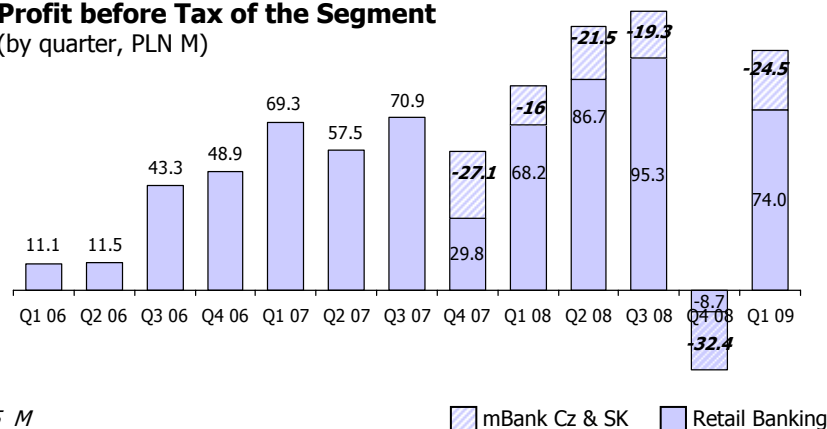
## BRE Bank Retail Banking (+PB): Summary of Q1 2009: Financial Results

**Structure of the Profit before Tax of Retail Banking in Q1 2009**  
(PLN M)



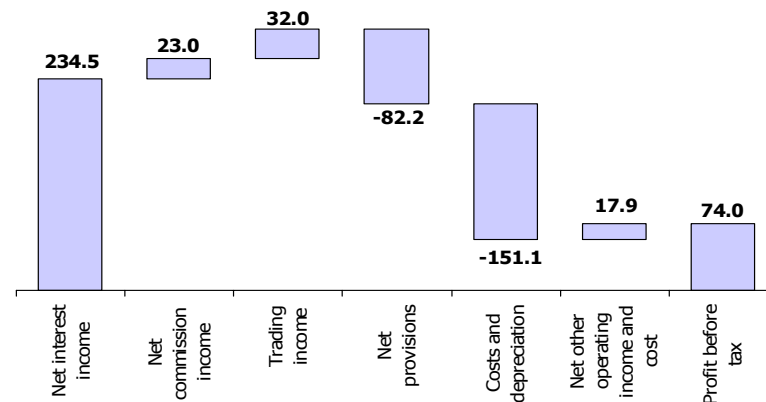
\*mBank's profit before tax including mBank's loss in Czech Rep. and Slovakia at PLN -24,5 M

**Profit before Tax of the Segment**  
(by quarter, PLN M)



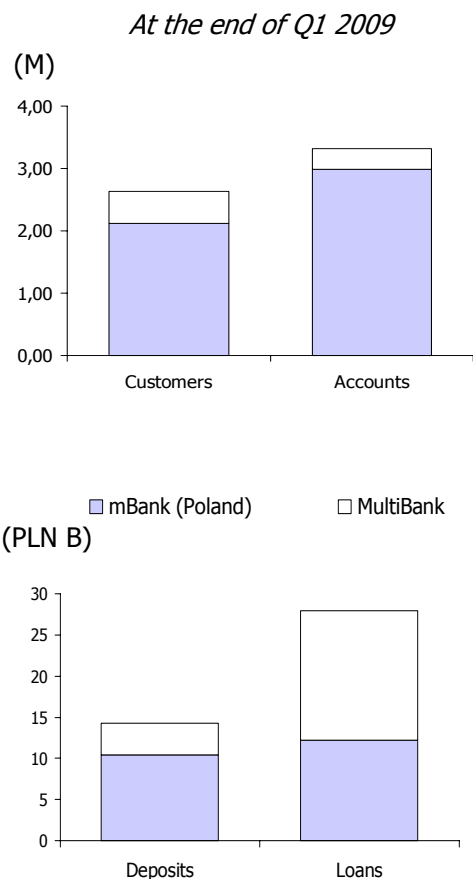
- **In Q1 2009 Retail Banking achieved a pre-tax profit of PLN 74.0 million**
- *Line's contribution to the BRE Bank Group results: 71.6% to the pre-tax profit (v. 16.3% in Q1 2008) 61.6% to the net interest income 18.9% to the total net commission income*
- *The strong growth of the Line's income (+37% YoY) coupled with a lower growth in administrative costs (by only 7.5% YoY)*
- *High growth of net interest income (+28.7% QoQ), slight decline of net commission income (-6.1% QoQ)*

**Structure of the Profit before Tax of the Segment in Q1 2009**  
(PLN M)



# Appendix

## BRE Bank Retail Banking (Poland): Customer Acquisition and Volume Trends



*End of Q4 2008*

*Change*

*End of Q1 2009*

2.5 M

**clients**

**+4.1%**

**2.6 M**

3.2 M

**accounts**

**+4.7%**

**3.3 M**

15.3 B

**deposits (PLN)**

**-6.9%**

**14.3 B**

25.0 B

**loans (PLN)**

**+11.7%**

**28.0 B**

20.7 B

Incl.:  
**mortgage (PLN)**

**+10.7%**

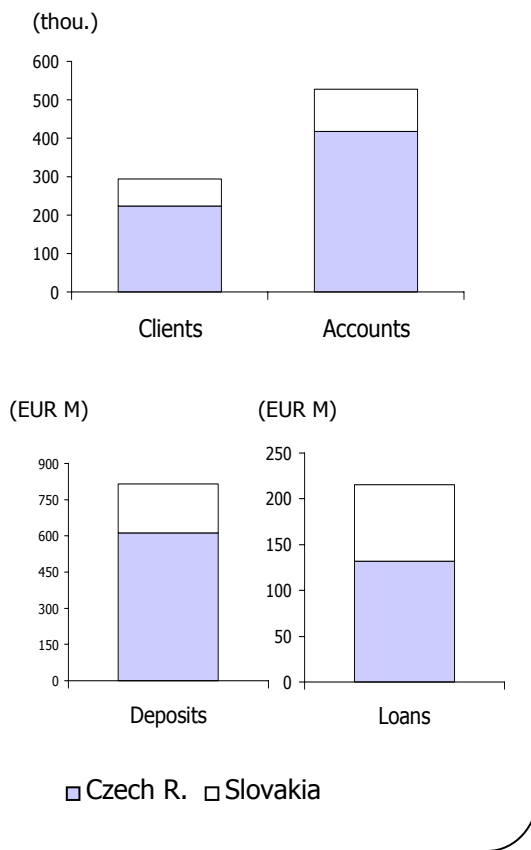
**23.2 B**

# Appendix

## BRE Bank Retail Banking (CZ/SK): Customer Acquisition and Volume Trends



Data as at the end of Q1 2009



End of Q4 2008

244.1 thou.

**clients**

**+20.4%**

**293.9 thou.**

389.3 thou.

**accounts**

**+35.3%**

**526.5 thou.**

796.0 M

**deposits (EUR)**

**+2.5%**

**815.7 M**

180.9 M

**loans (EUR)**

**+19.1%**

**215.6 M**

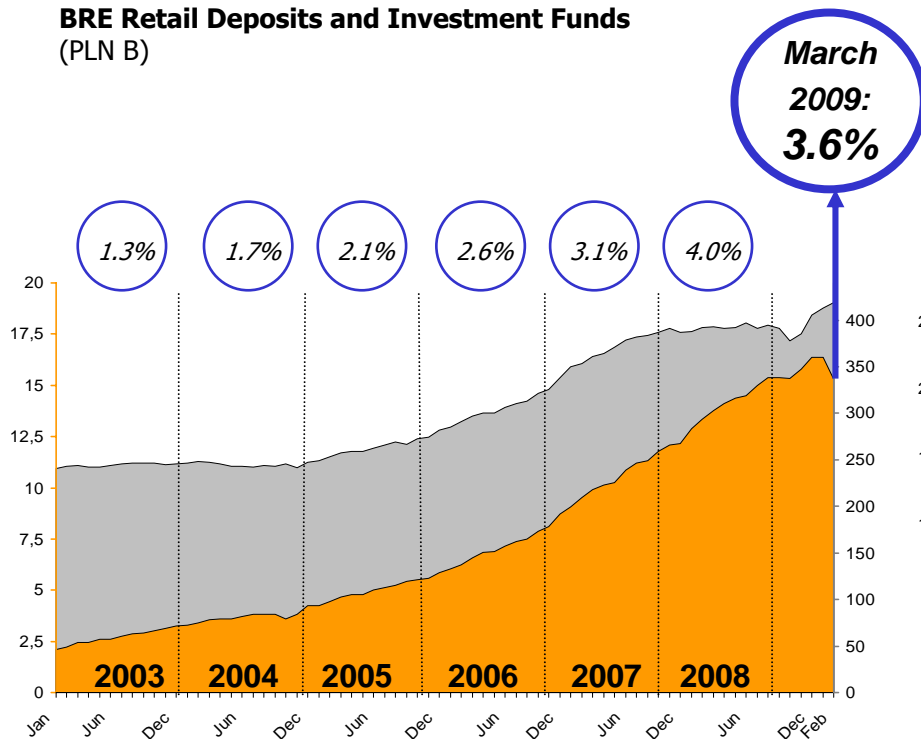
Change

End of Q1 2008

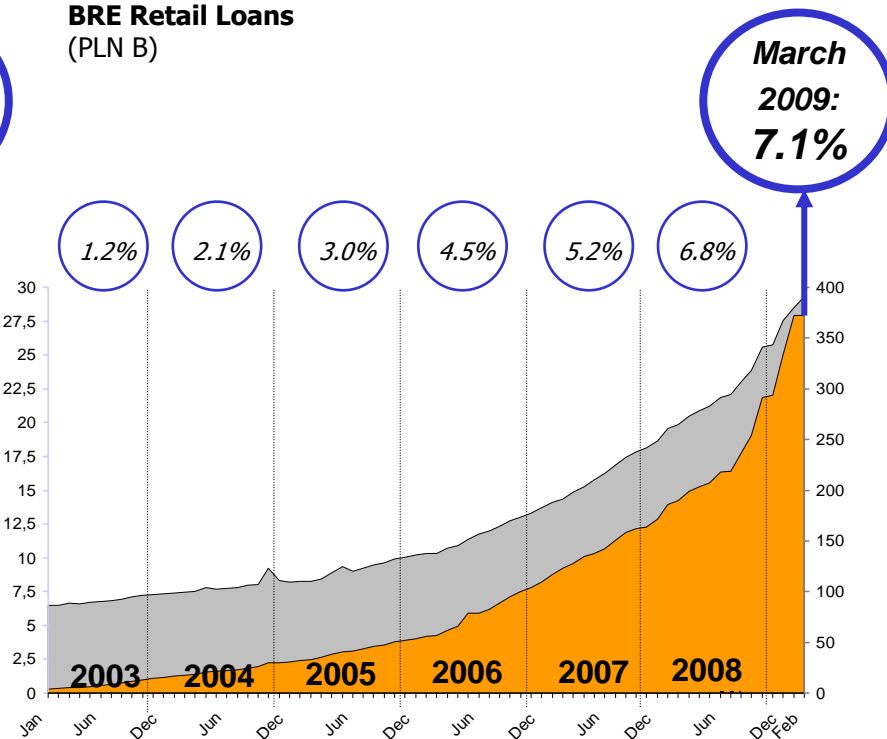
# Appendix

## BRE Bank Retail Banking: Deposits & Loans: Market Share

**BRE Retail Deposits and Investment Funds**  
(PLN B)



**BRE Retail Loans**  
(PLN B)



■ BRE Bank (LHS)   
 ■ Market (RHS)   
 ○ Market share (as at the end of period)

# Appendix

## BRE Bank Retail Banking: Mortgage Loans: Portfolio Structure and Quality

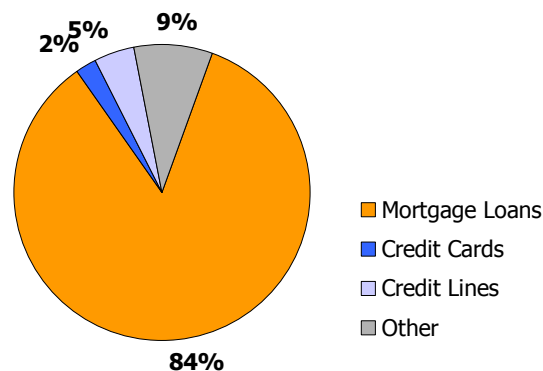


### BRE Bank's Mortgage Loans Portfolio (Retail Banking loans to individuals)

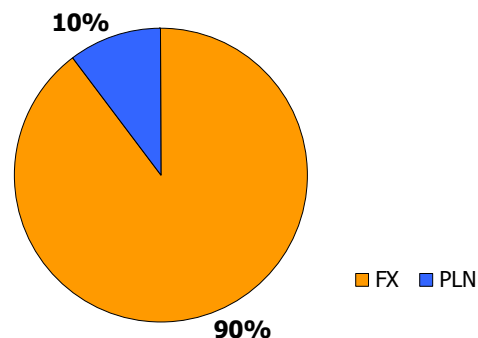
	<b>Total</b>	<b>PLN</b>	<b>FX</b>
<i>Balance-sheet value (PLN B)</i>	23.16	2.36	20.80
<i>Average maturity (years)</i>	23.49	20.70	23.93
<i>Average value (PLN thou.)</i>	278.96	208.01	290.21
<i>Average LTV (%)</i>	87.70	55.73	92.74
<i>NPL (%)</i>	0.37	1.46	0.25

As at 31.03.2009

### Structure of the Retail Banking Loans Portfolio (Household Loans) at 31.03.2009



### Currency Structure of the Retail Banking Mortgage Loans Portfolio (Household Loans) at 31.03.2009



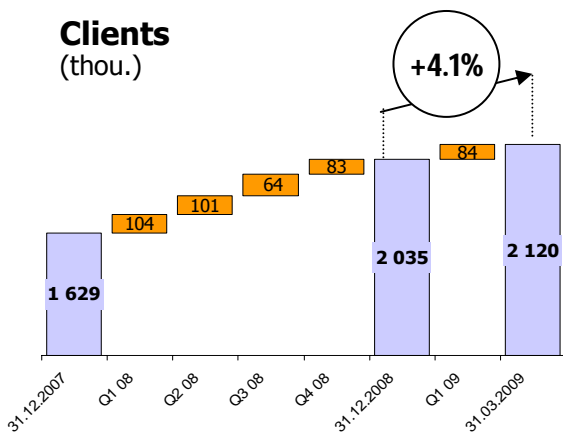
# Appendix

## BRE Bank Retail Banking: Net Sales by Quarters

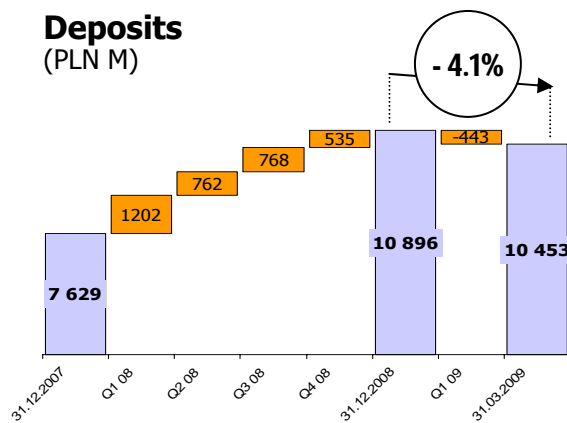


### mBank

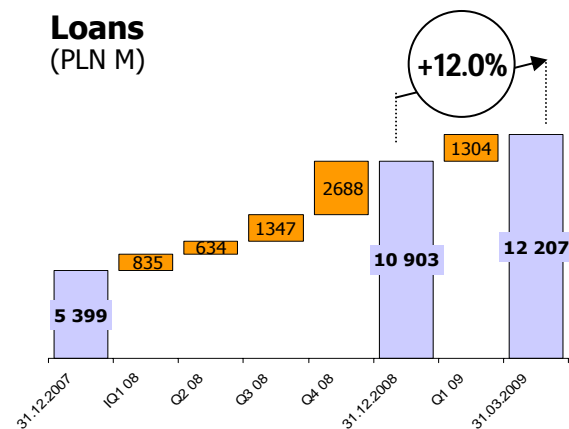
**Clients**  
(thou.)



**Deposits**  
(PLN M)

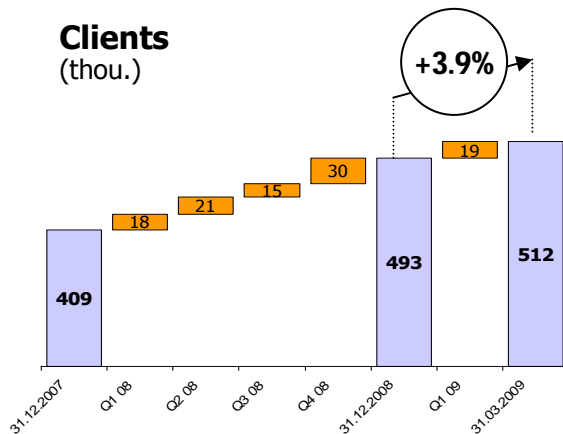


**Loans**  
(PLN M)

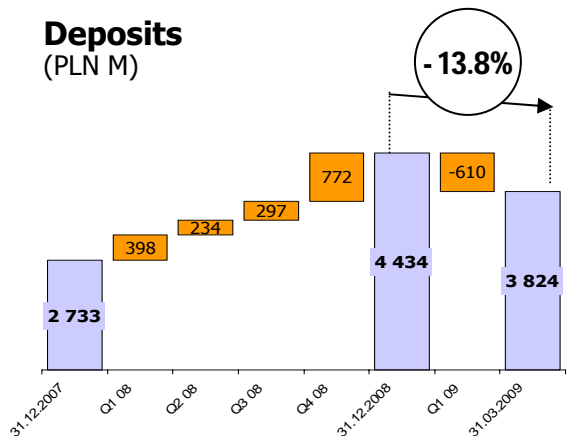


### MultiBank

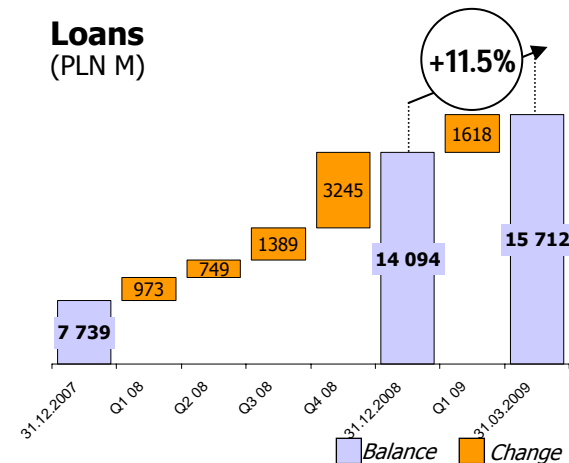
**Clients**  
(thou.)



**Deposits**  
(PLN M)



**Loans**  
(PLN M)



Balance Change



## **Detailed Results of the Business Lines, Q1 2009**

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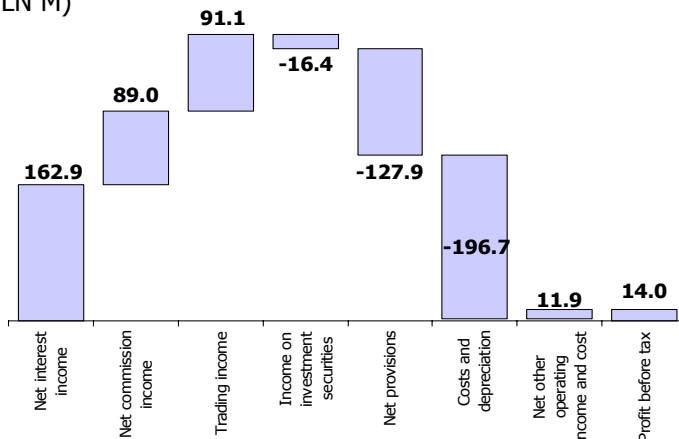
*Corporates & Financial Markets*

## Corporates and Financial Markets: Summary of Q1 2009: Financial Results



### Financial Results of the Segment, Q1 2009

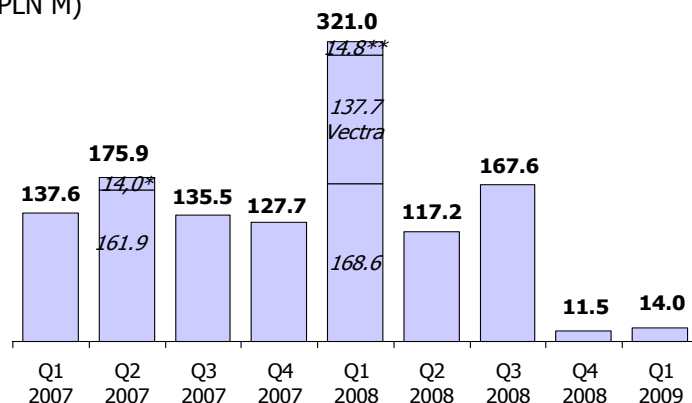
(PLN M)



- Segment's profit before tax at PLN 14.0 million in Q1 2009
- Segment's contribution to the profit before tax of the BRE Bank Group at 13.6%
- Significant impact of provisions (PLN 127.9 M) on Segment's profit, particularly provisions related to derivative transactions (PLN 70.2 M)
- Modest QoQ increase of total income of the Segment, mainly in trading income
- Increased contribution of subsidiaries to the Segment's profit (44%) due to lower profit generated by the Bank

### Profit before Tax by Quarter

(PLN M)



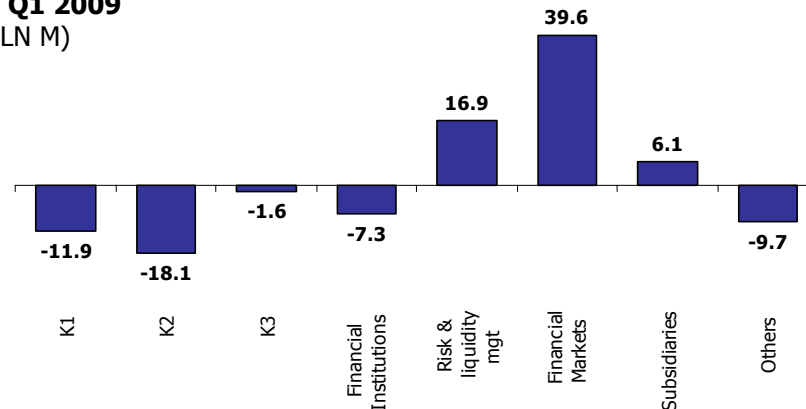
\* Sale of shares of Mostostal Zabrze

\*\* Repayment of default loan

### Structure of Profit before Tax

in Q1 2009

(PLN M)

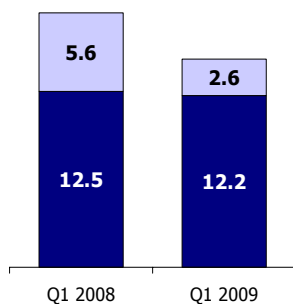


# Appendix

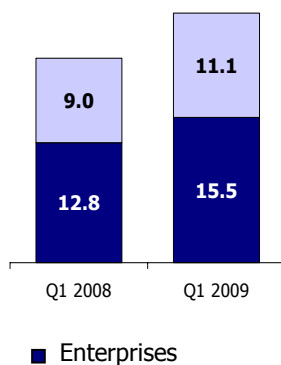
## Corporates and Institutions: Customer Acquisition and Volume Trends



**Corporate Deposits**  
(PLN B)



**Corporate Loans**  
(PLN B)



Q1 2008

Change

Q1 2009

12 435

**corporate clients**

**+5.2%**

**13 081**

21.8 B

**corporate loans** (PLN)

**+22.2%**

**26.6 B**

12.8 B

thereof **loans for enterprises** (PLN)

**+21.1%**

**15.5 B**

18.1 B

**corporate deposits** (PLN)

**-18.2%**

**14.8 B**

12.45 B

thereof **deposits of enterprises** (PLN)

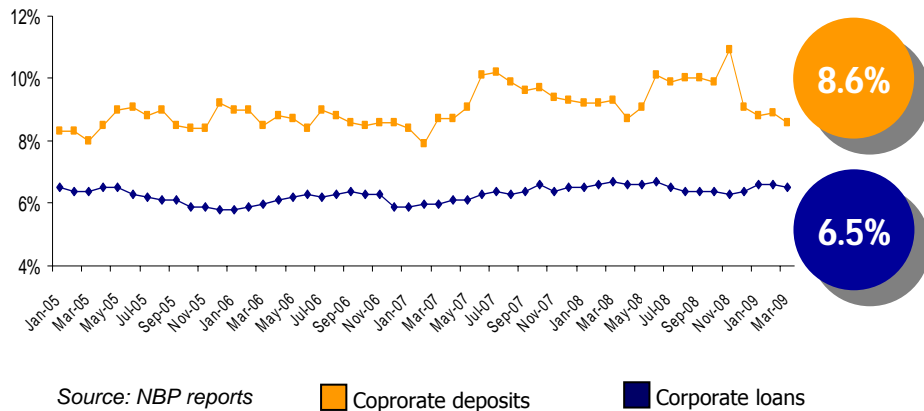
**-1.8%**

**12.23 B**

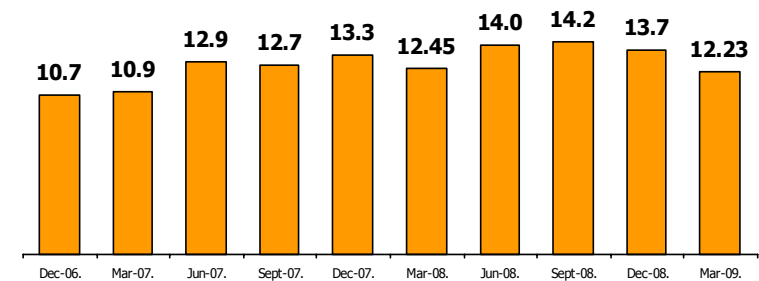
# Appendix

## Corporates and Institutions: Loans and Deposits – Market Share

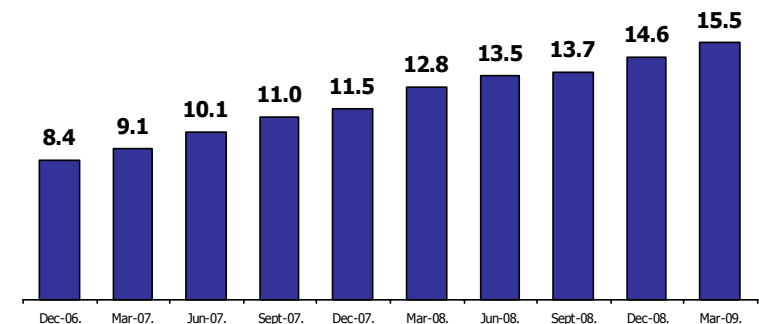
### BRE Bank's Market Share in Corporate\* Loans and Deposits January 2005 – March 2008



### Corporate\* Deposits Volume (BRE Bank only, PLN B)



### Corporate\* Loans Volume (BRE Bank only, PLN B)



- **PLN 12.23 B of corporate\* deposits** in BRE Bank at the end of Q1 2009 (down by 1.8% YoY)
- A fall of deposits in Q1 2009 (QoQ) resulted mainly from one-off transaction - allocation of deposit for the redemption of own bonds for the amount of PLN 0.9 B by a BRE Bank customer
- **PLN 15.5 B of corporate\* loans** in BRE Bank at the end of Q1 2009 (up by 21.1% YoY)

\* Enterprises (according to WEBIS – reporting system to the NBP) include only state, private and co-operative companies

# Appendix

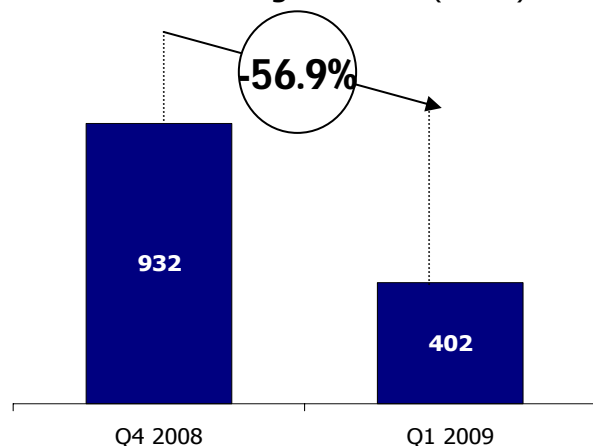
## Corporates and Institutions: Leasing and Factoring



### **BRE Leasing**

- PLN 4.8 M of pre-tax profit in Q1 2009
- Q1 2009 pre-tax profit was 54.2% lower than in Q1 2008 (due to lower sales and necessity to create impairment provisions related to economic slowdown)
- Leasing contracts written in Q1 2009 at a total of PLN 402 M, down by 56.9% QoQ and 49.0% YoY
- Drop of sales in Q1 results from lower demand for leasing services

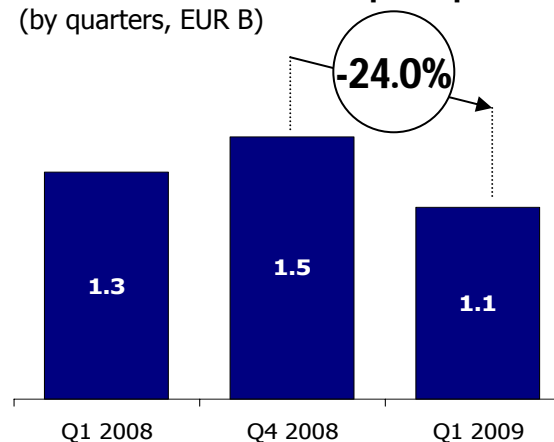
Value of BRE Leasing Contracts (PLN M)



### **Intermarket Group**

- Intermarket Group companies\* reported pre-tax loss of PLN -13.1 M in Q1 2009 related to net impairment of EUR 3.7 M for its Romanian subsidiary (Compania de Factoring IFN)
- Pre-tax profit of Polfactor at PLN 2.5 M (-18.0% YoY) under influence of higher impairment losses in connection with economic slowdown
- Intermarket Group companies sales at EUR 1.1 B in Q1 2009, down by 17.0% YoY. A decrease in the amount of purchased invoices is due to lower activity of customers of factoring companies
- Polfactor sales at PLN 782 M in Q1 2009 (+0.9% YoY)

Sales of Intermarket Group Companies  
(by quarters, EUR B)

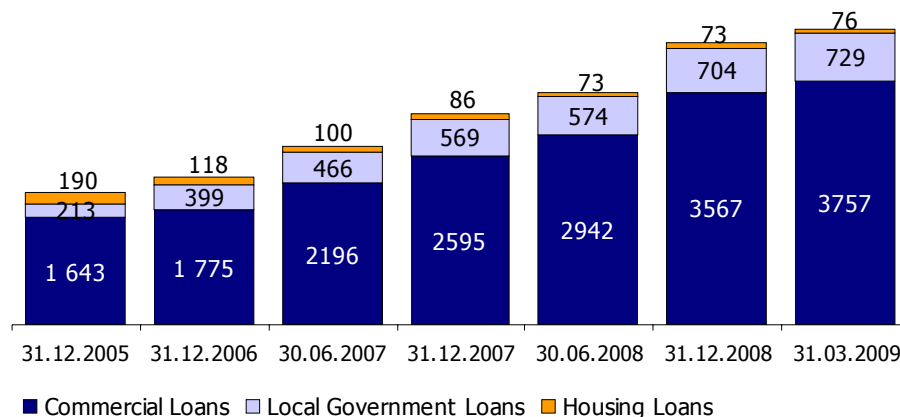


\*companies consolidated by BRE Bank: Intermarket Bank AG, Transfinance a.s., Polfactor S.A. and Magyar Factor zRt.

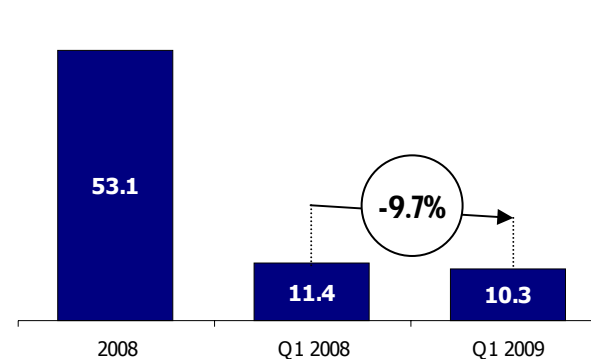
# Appendix

## Corporates and Institutions: BRE Bank Hipoteczny (BBH)

**Loans Portfolio (PLN M)**  
Balance-sheet Exposure



**Profit before Tax (PLN M)**



- *BBH's total balance-sheet and off-balance-sheet loans portfolio reached PLN 5.2 B at the end of Q1 2009, up by 20.1% YoY*
- *Without the impact of PLN depreciation the portfolio would have decreased by 2% QoQ*
- *BBH's profit before tax reached PLN 10.3 M at the end of Q1 2009, compared to PLN 11.4 M in Q1 2008*
- *ROE ratio equaled to 13.2% in Q1 2009 in comparison to 16.9% in Q1 2008*
- *C/I ratio decreased from 45.3% in Q1 2008 to 44.1% in Q1 2009*
- *Provisions for the end of Q1 2009 amounted to PLN 12.05 M in comparison to PLN 9.04 M at the end of Q1 2008; at the end of March 2009 the value of LLP increased by PLN 0.83 M or 7.4% in comparison to the end of 2008*

*\*As of July 2004 Bank Hipoteczny stopped granting loans to retail customers. The volume of housing loans represents the existing portfolio still managed by the Bank*

# Appendix

## Corporates and Institutions: Dom Inwestycyjny BRE Banku (DI BRE)

- Profit before tax at PLN 5.1 M in Q1 2009 compared to PLN 10.5 M in Q1 2008 (annualised ROE in Q1 2009: 57%)
- Strengthening of the market position in all segments of capital market
- Continuous growth of the number of clients: 165.7 thou. accounts at the end of Q1 2009 compared to 155.3 thou. in 2008
- DI BRE Research Team was ranked No.1 by Financial Daily „Parkiet” in the Stock Analysts Ranking 2008
- AQ research recognized DI BRE Research Team the best in Poland in 2008



### Number of Accounts with DI BRE - End of Q1 2009 (thousand)

DI BRE accounts	22.1
eBroker (mBank)	124.9
Brokerage Service (MultiBank)	18.7
<b>TOTAL</b>	<b>165.7</b>

### DI BRE Market Share

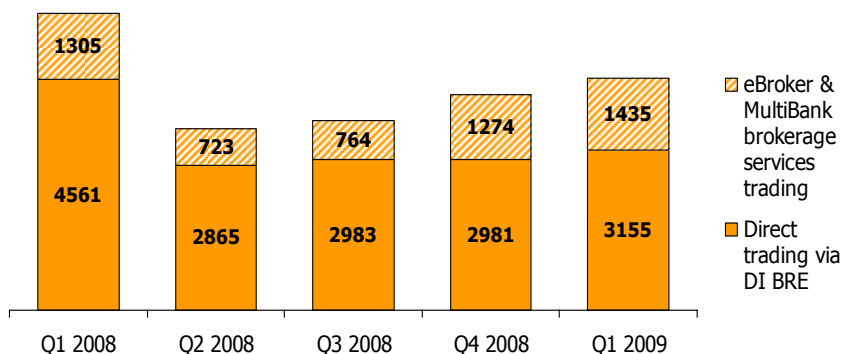
Q1 2009, by volume\*

Equities	7.0%	#6
Bonds	5.6%	#4
Futures	14.7%	#2
Options	32.2%	#1

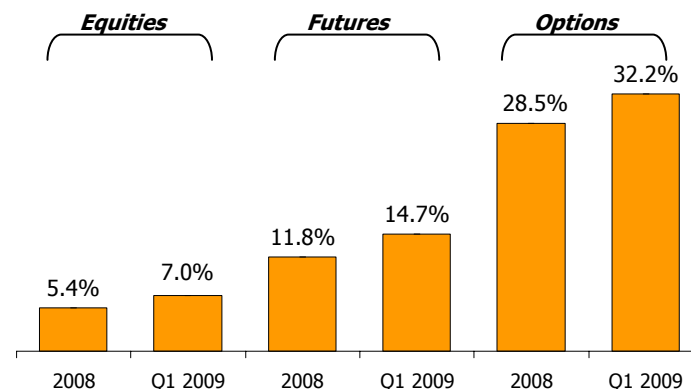
\* Calculations based on WSE, DI data

### DI BRE Equities Trading

PLN M



### DI BRE Market Share in WSE Trading



# Appendix

## Corporates and Institutions: Proprietary Investments Portfolio



Major Equity Investments  
at 31.03.2009

Equity Stake

PZU SA

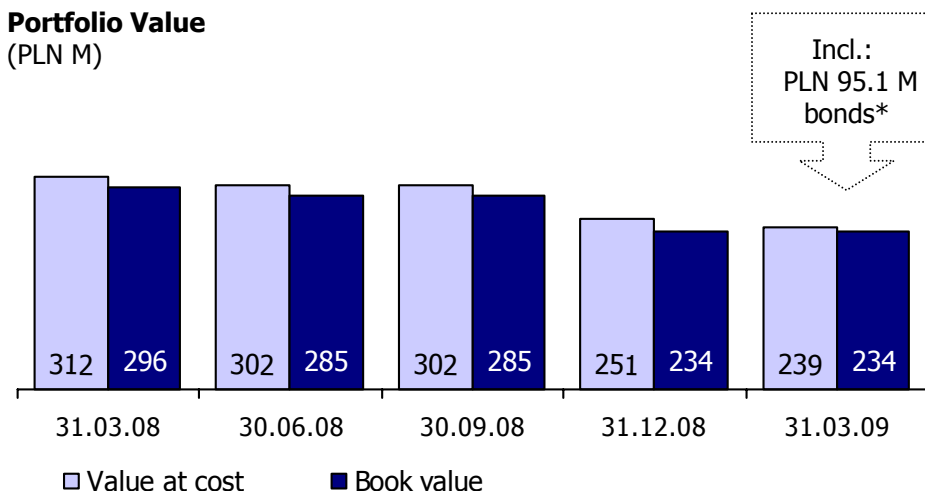
0.76%

Garbary Sp. z o.o.

100.00%

- At the end of Q1 2009, value at cost of **proprietary investments and mezzanine** reached **PLN 239 M**
- A decrease of the portfolio value by PLN 11.7 M compared to year-end 2008 is due to the sale of the Xtrade S.A. stake

Portfolio Value  
(PLN M)

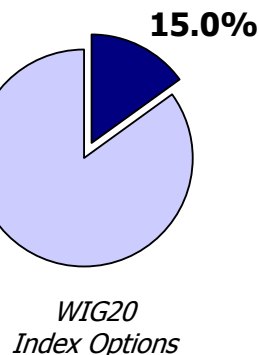
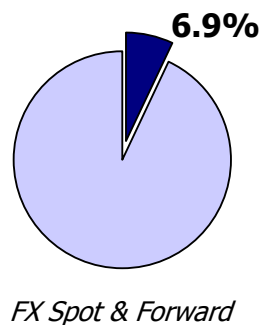
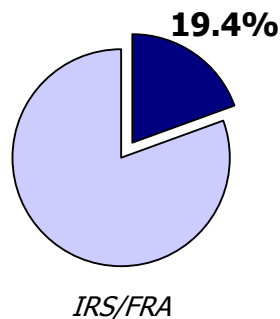
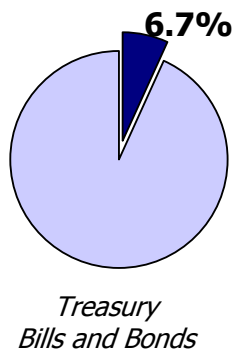


\*Bonds issued due to mezzanine finance transactions

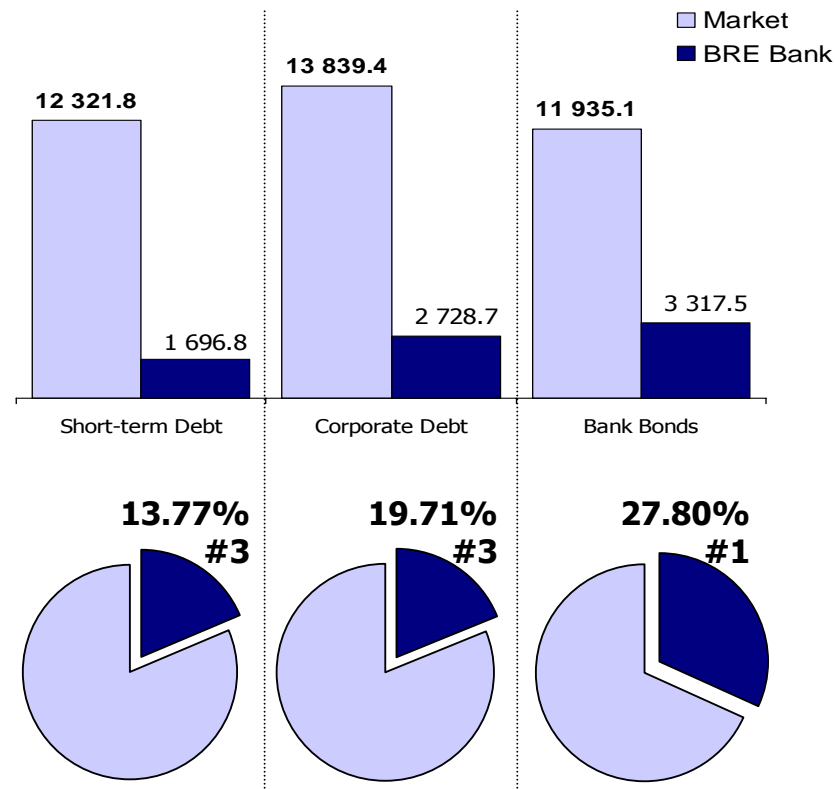
# Appendix

## Trading and Investment Activity: Market Share

**BRE Bank's Market Share\*  
in Investment Banking Services**  
(BRE – in navy blue)



**BRE Bank in the Market  
of Non-Treasury Debt\*\***  
at 31.03.2009 (PLN M)



\* As at 28.02.2009; own calculations based on NBP and WSE figures

\*\* After Fitch Polska S.A., Rating & Rynek, 31.03.2009 and own calculations



## **Additional Information: Selected Financial Data**

---

# Appendix

## Additional Information: Selected Financial Data Consolidated Profit and Loss Account under IFRS



<i>PLN'000</i> <i>By quarter</i>	<i>Q1 2008*</i>	<i>Q2 2008*</i>	<i>Q3 2008*</i>	<i>Q4 2008*</i>	<i>Q1 2009</i>
<i>Net interest income</i>	<i>315 880</i>	<i>327 305</i>	<i>364 846</i>	<i>384 421</i>	<i>397 103</i>
<i>Net commission income</i>	<i>142 381</i>	<i>145 359</i>	<i>135 026</i>	<i>128 700</i>	<i>121 842</i>
<i>Dividend income</i>	<i>-</i>	<i>3 733</i>	<i>10</i>	<i>5 686</i>	<i>-</i>
<i>Trading profit</i>	<i>135 075</i>	<i>119 115</i>	<i>167 758</i>	<i>61 907</i>	<i>122 991</i>
<i>Income from investment securities</i>	<i>137 487</i>	<i>330</i>	<i>97</i>	<i>(2 149)</i>	<i>(16 606)</i>
<i>Other operating income</i>	<i>130 621</i>	<i>50 074</i>	<i>37 529</i>	<i>48 281</i>	<i>90 158</i>
<i>Net credit and loans impairment provisions</i>	<i>(22 242)</i>	<i>(45 626)</i>	<i>(70 808)</i>	<i>(130 468)</i>	<i>(210 028)</i>
<i>Overhead costs</i>	<i>(301 406)</i>	<i>(318 503)</i>	<i>(312 512)</i>	<i>(414 180)</i>	<i>(300 600)</i>
<i>Depreciation/Amortisation</i>	<i>(45 496)</i>	<i>(48 456)</i>	<i>(51 299)</i>	<i>(58 224)</i>	<i>(58 526)</i>
<i>Other operating cost</i>	<i>(77 888)</i>	<i>(25 554)</i>	<i>(16 542)</i>	<i>(33 122)</i>	<i>(43 003)</i>
<i>Operating profit</i>	<i>414 412</i>	<i>207 777</i>	<i>254 105</i>	<i>(9 148)</i>	<i>103 321</i>
<i>Share in profits (losses) of associated companies</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
<i>Profit before tax</i>	<i>414 412</i>	<i>207 777</i>	<i>254 105</i>	<i>(9 148)</i>	<i>103 321</i>
<b><i>Net profit attributable to owners of the parent</i></b>	<b><i>340 433</i></b>	<b><i>206 804</i></b>	<b><i>198 460</i></b>	<b><i>(18 871)</i></b>	<b><i>77 221</i></b>

\* Quarterly data for continued operations, Q1-Q4 2008 incl. impact of consolidation of BRE Ubezpieczenia (BRE Insurance)

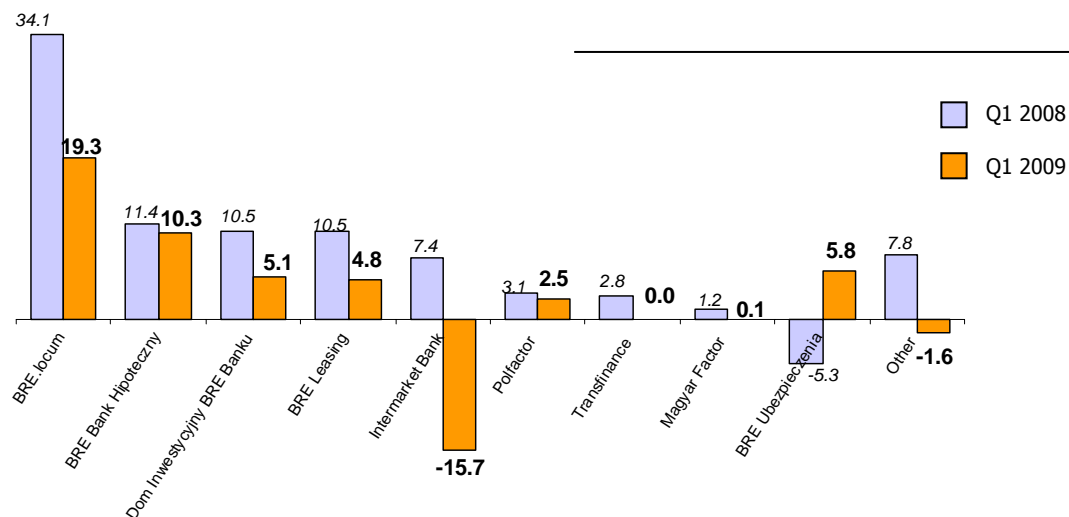
# Appendix

## Additional Information: Selected Financial Data Results of the Strategic Subsidiaries

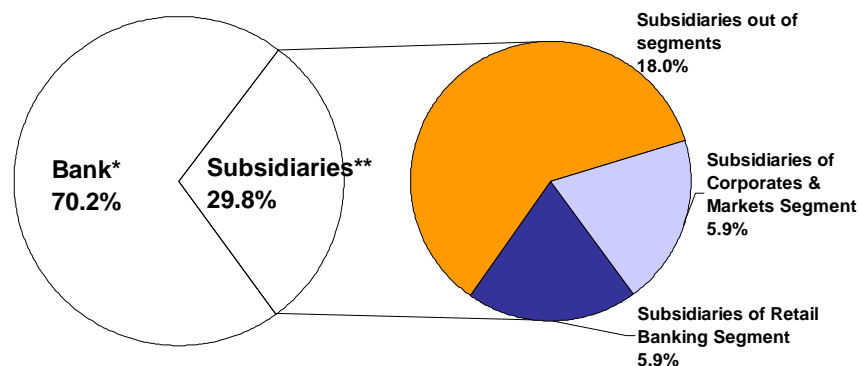


**Q1 2009 profit  
before tax  
of strategic  
subsidiaries  
at PLN 30.8 M  
v. PLN 83.4 M  
in Q1 2008**

**Profit before Tax of Consolidated Subsidiaries  
(PLN M)**



**Contribution of BRE Bank Group Subsidiaries\*\*  
to Profit before Tax in Q1 2009**



\* Bank's profit before tax net of consolidation adjustments

\*\* Corporates and Financial Markets segment embraces: BRE Bank Hipoteczny, Dom Inwestycyjny BRE Banku, BRE Leasing, Intermarket Bank, Polfactor, Transfinance, Magyar Factor, BRE Corporate Finance, BRE Holding, Garbary, Tele-Tech Investment, BRE Finance France

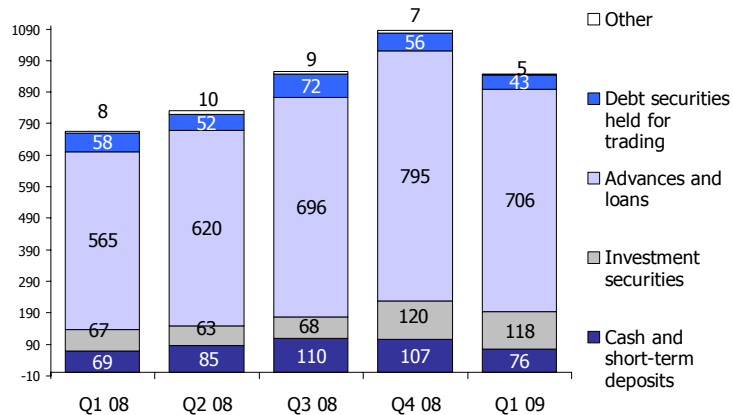
Retail Banking embraces: BRE Ubezpieczenia, BRE Wealth Management, emFinanse

Companies out of the segment: BRE.locum, CERl

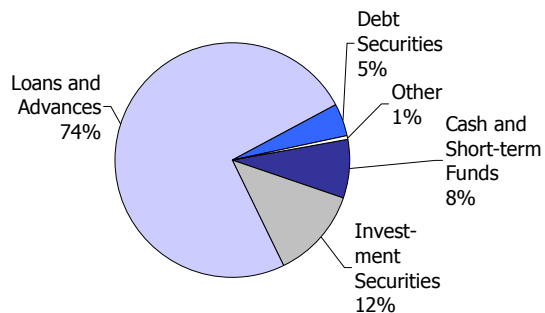
## Additional Information: Selected Financial Data Net Interest Income & Margin



**Interest Income Structure**  
(by quarter, consolidated data, PLN M)

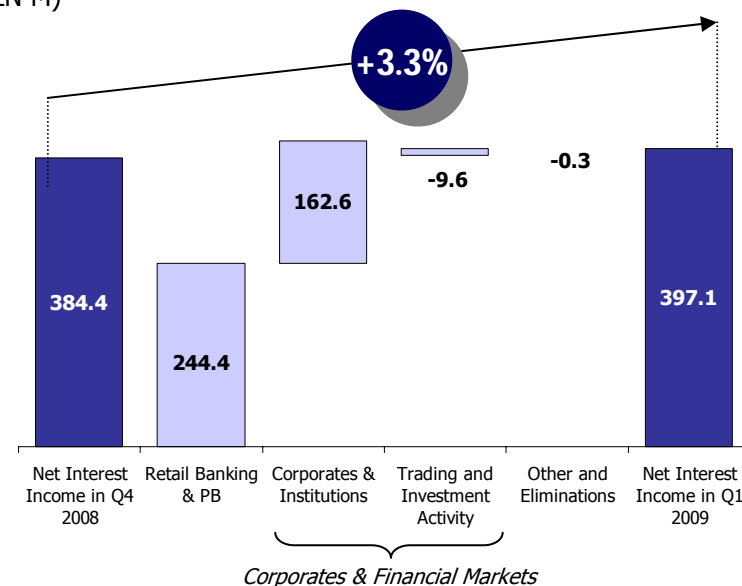


**Structure of Interest Income Q1 2009**  
(%)



\*Margin in the BRE Bank Group calculated as net interest income to average income-earning assets

**Net Interest Income, Q1 2009 by Business Line**  
(PLN M)



**Net Interest Margin (NIM, %)\***

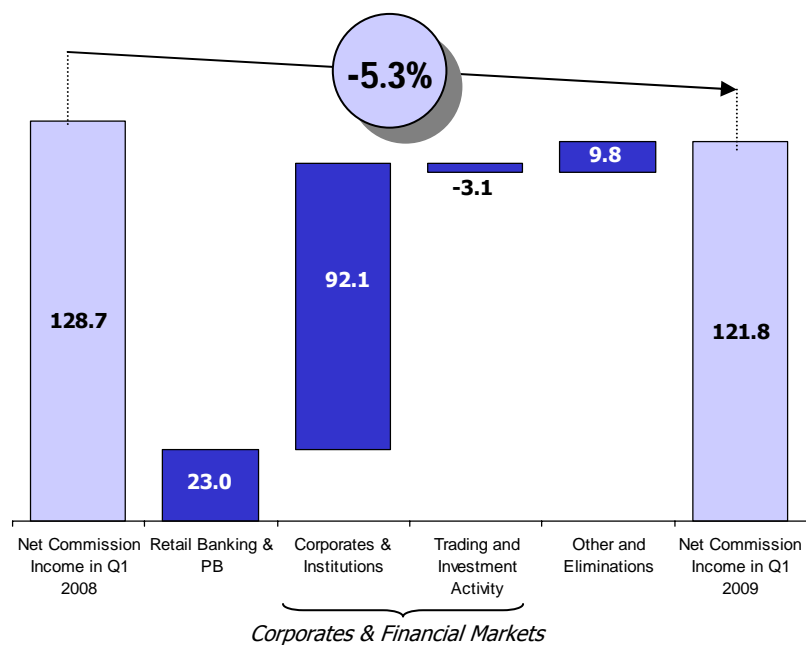
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
<b>2007</b>				<b>2008</b>				<b>2009</b>
2.3	2.3	2.3	2.3	2.4	2.3	2.4	2.3	2.2

***Increase of net interest income mainly due to Retail Banking***

## Additional Information: Selected Financial Data Commission Income

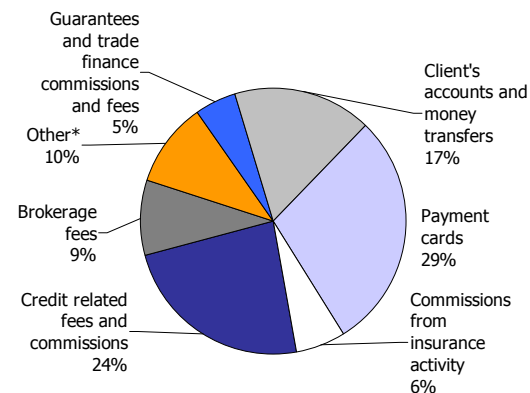


**Net Commission Income, Q1 2009 by Business Line (PLN M)**

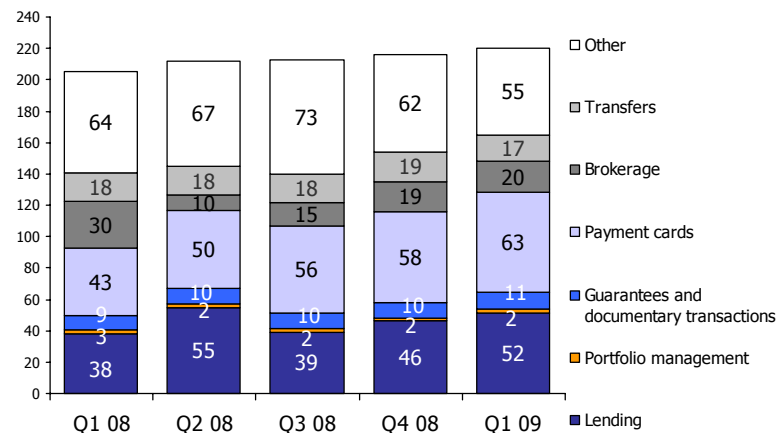


***Decline of net commission income mainly due to lower origination of Retail FX-mortgage loans***

**Structure of Net Commission Income Q1 2009 (%)**



**Commission Income Structure (consolidated data, PLN M)**



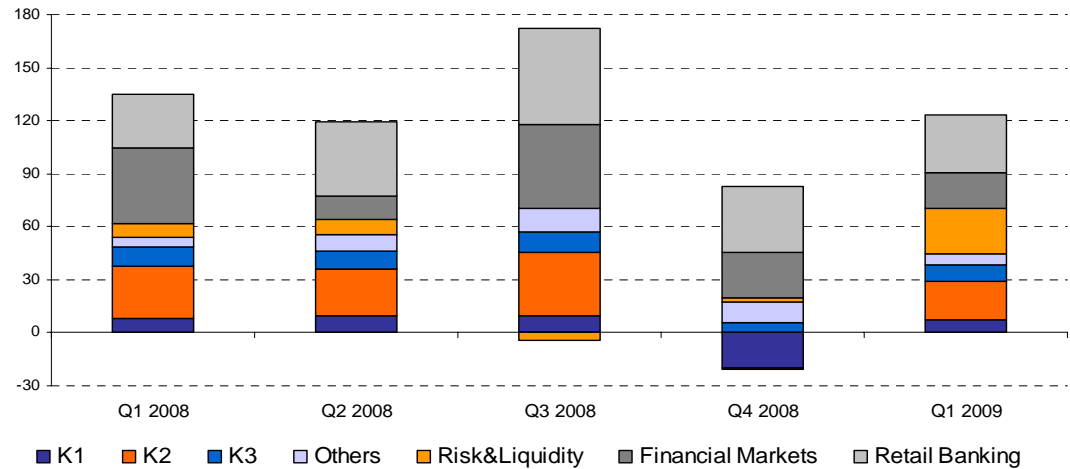
# Appendix

## Additional Information: Selected Financial Data Trading Income



### Net Trading Income

(by quarters, consolidated data, PLN M)

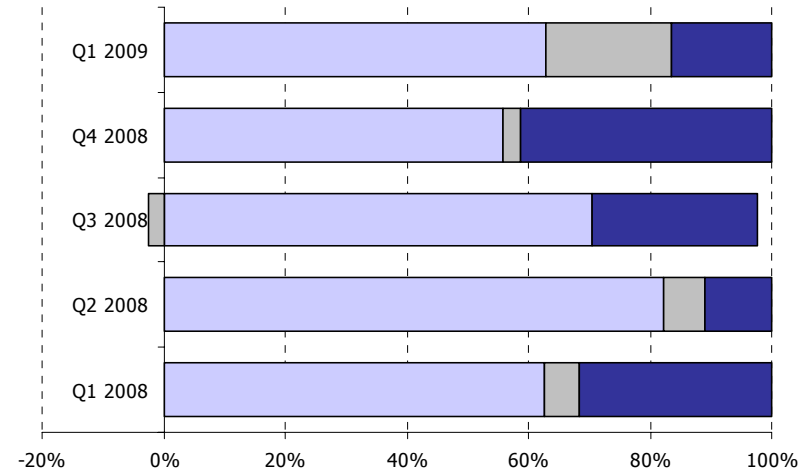


***Trading Income  
generated predominantly  
by customer-driven  
transactions***

### Trading Income Structure

(%)

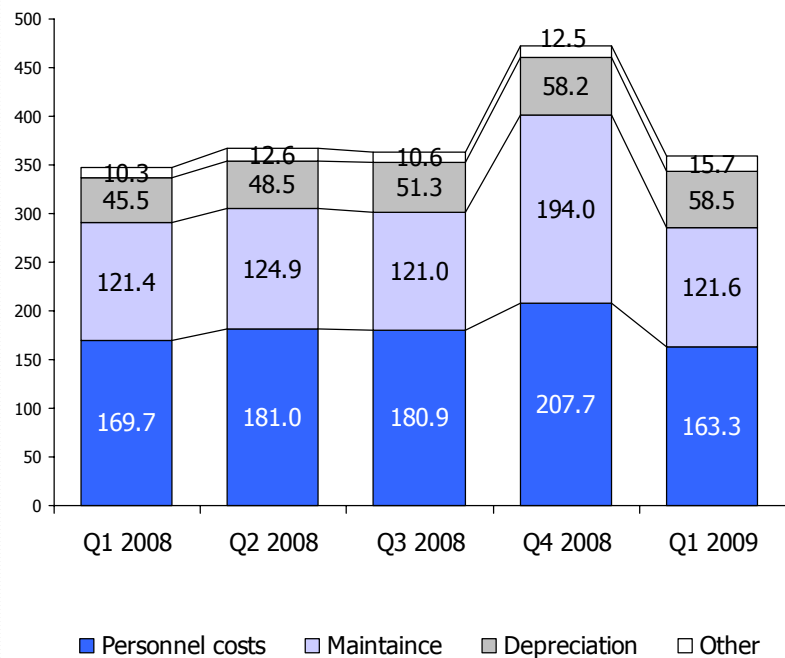
- Transactions with customers
- Risk & Liquidity
- Financial Markets



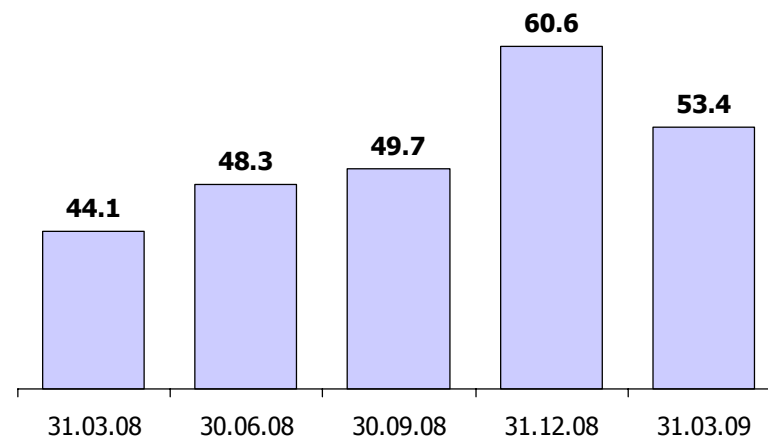
## Additional Information: Selected Financial Data Administrative Expenses Structure



**Structure of Administrative Expenses (+Depreciation)**  
(by quarter, PLN M, consolidated data)



**C/I Ratio of BRE Bank Group\***  
(%)

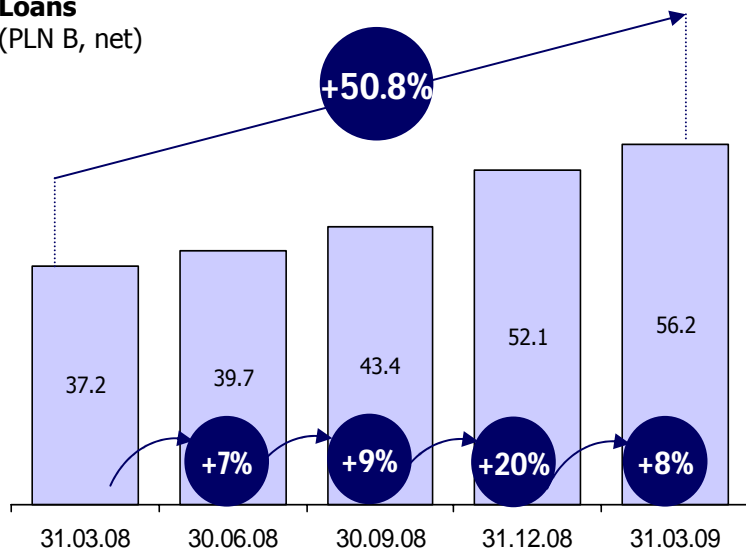


\* Calculated for continued and discontinued operations net of one-offs.  
Incl. one-offs the ratio was:  
49% in Q1 2007, 53.4% in Q2 2007, 53.7% in Q3 2007, 55.5% in Q4 2007,  
44.1% in Q1 2008, 48.3% in Q2 2008, 49.7% in Q3 2008 and 55.1% in Q4 2008;  
No one-offs and discontinued operations in Q1 2009

## Additional Information: Selected Financial Data Loans and Deposits in Q1 2009

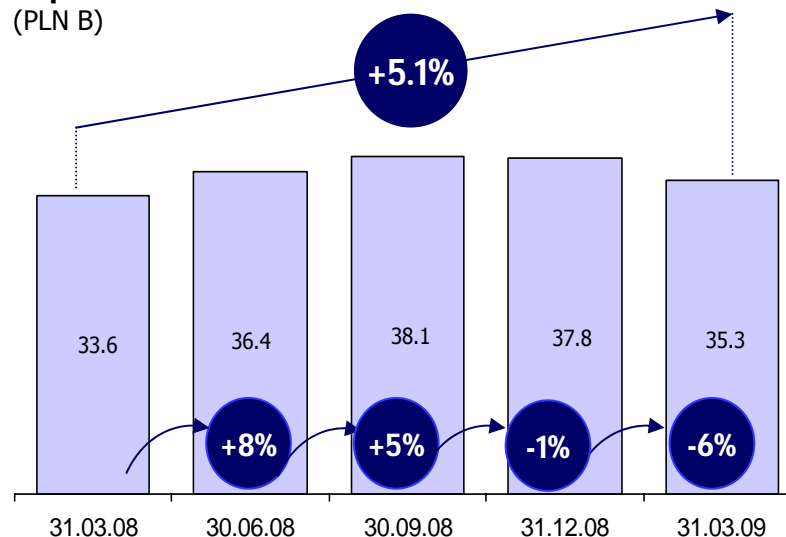


**Loans**  
(PLN B, net)



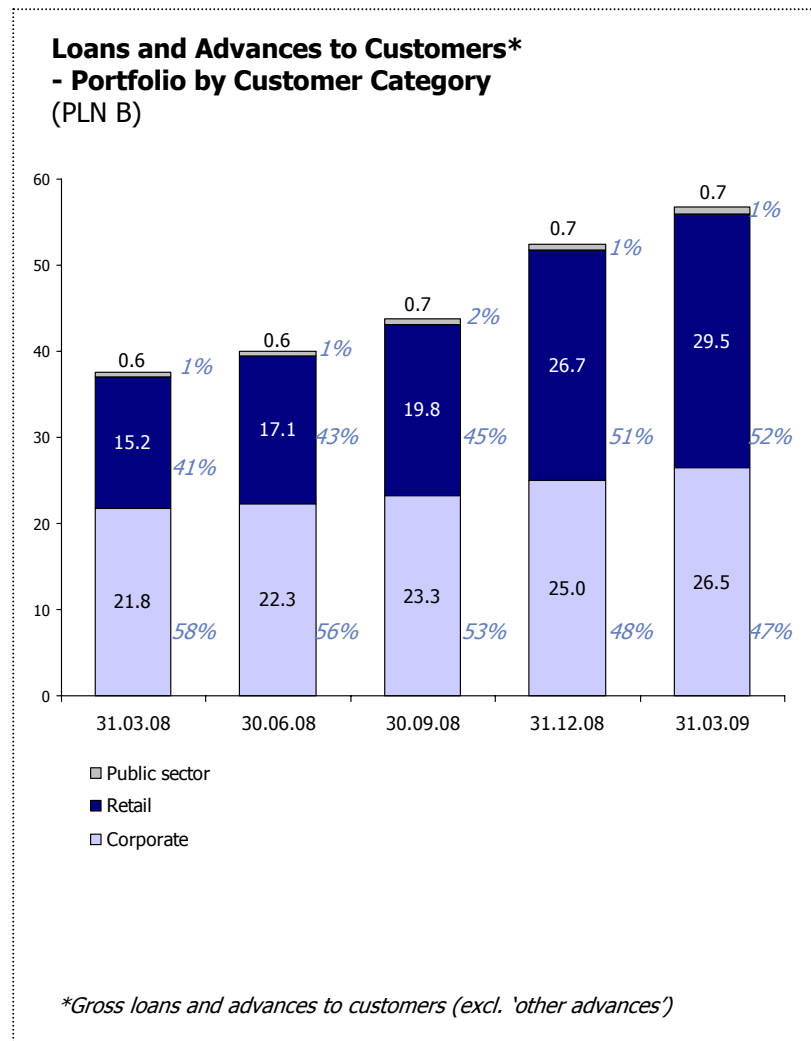
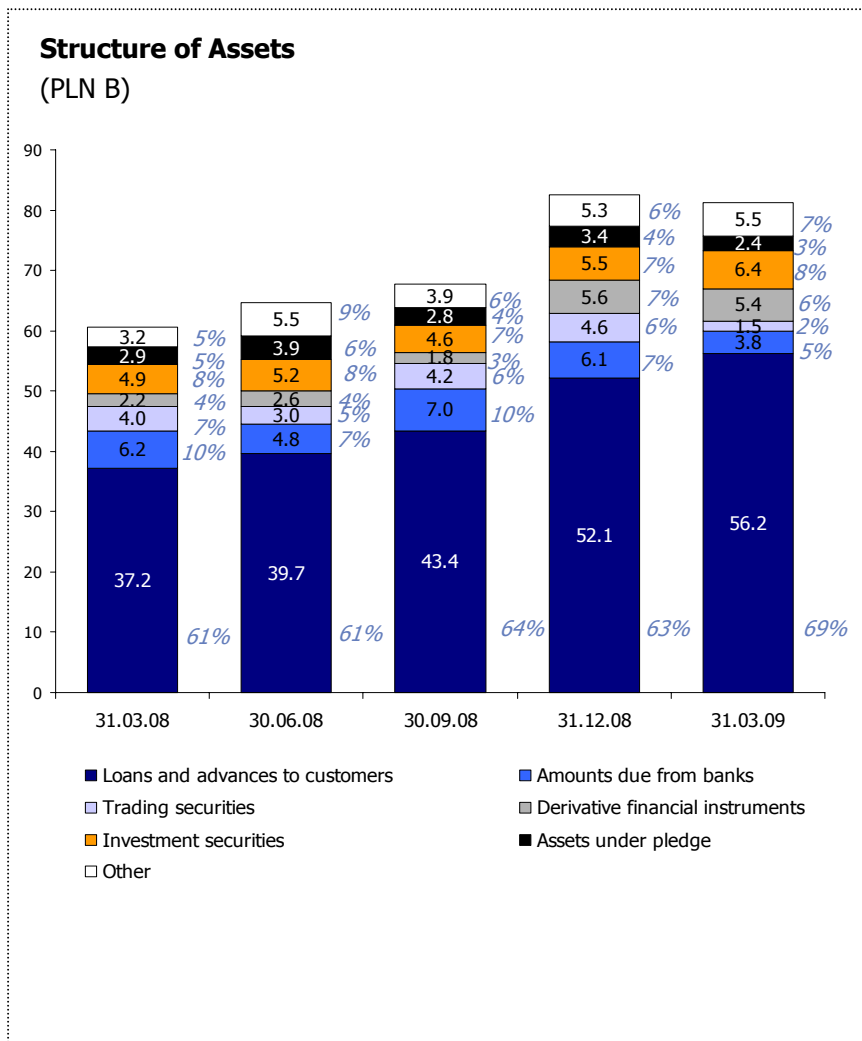
- Credit portfolio growth much above the market average YoY**  
 (+50.8% YoY, market: +34.4% YoY),  
 driven by retail (+93.9% YoY)  
 and corporate loans (+22.2% YoY)
- QoQ growth of credit portfolio also above the market average**  
 (+7.7% QoQ, market: +5.4% QoQ),  
 mainly driven by retail loans  
 (+10.6% QoQ and influenced by PLN depreciation)

**Deposits**  
(PLN B)

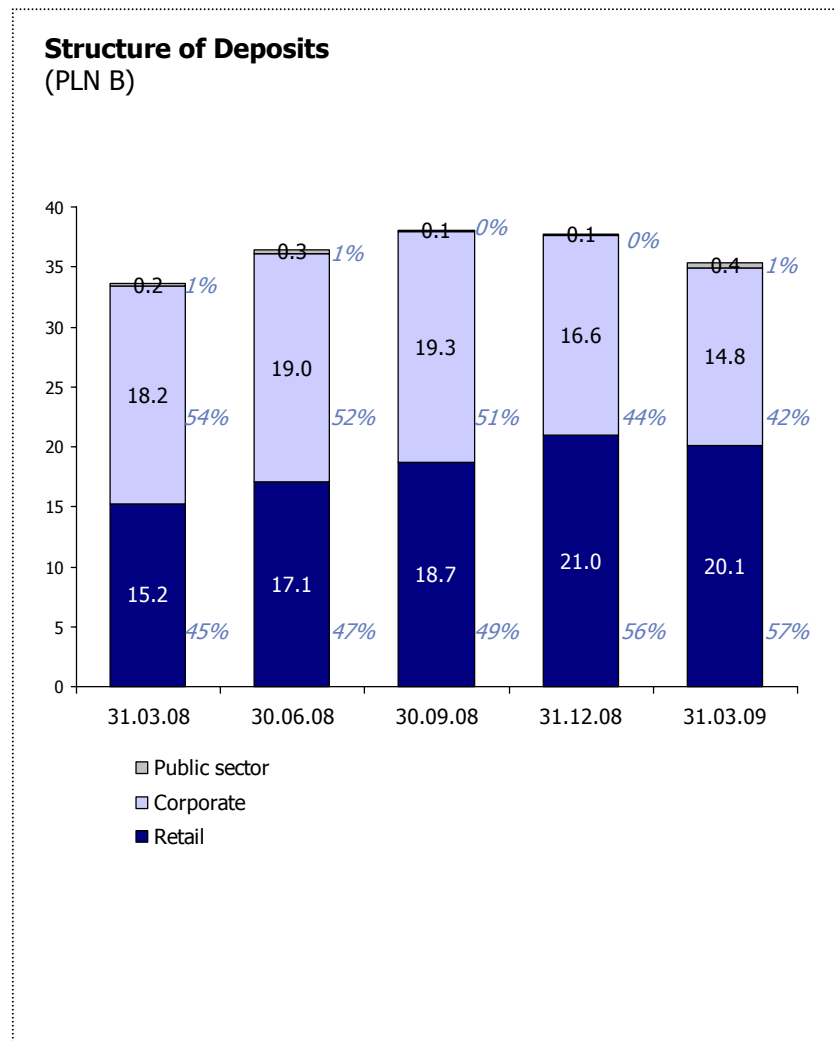
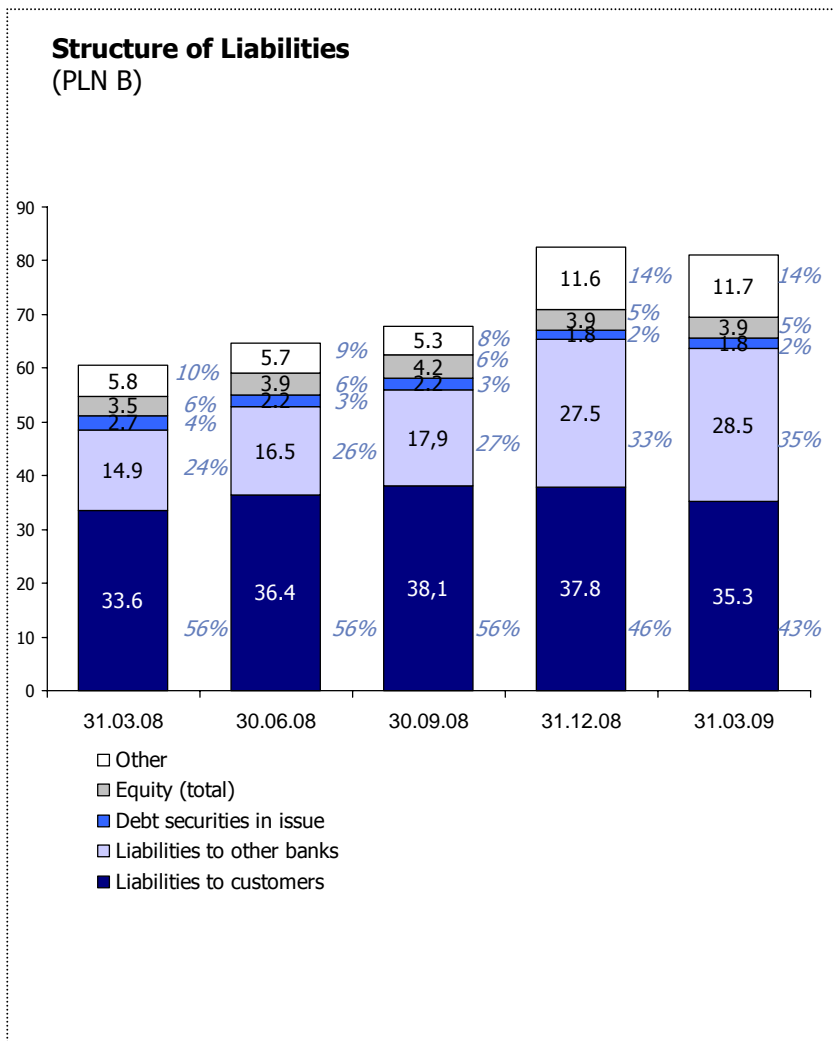


- Deposits growth below the market average YoY**  
 (BRE Bank: +5.1% YoY vs. market: +19.4% YoY),  
 due to falling corporate deposits (-18.2% YoY)  
 and increasing retail deposits (+31.9% YoY)
- QoQ drop of deposits in BRE Bank Group**  
 (-6.5% QoQ vs. market: +3.2% QoQ)  
 as a result of drop in both corporate (-10.8% QoQ)  
 and retail (-4.6% QoQ) deposits in Q1 2009

## Additional Information: Selected Financial Data Balance Sheet Analysis: Assets



## Additional Information: Selected Financial Data Balance Sheet Analysis: Liabilities



## Additional Information: Selected Financial Data Capital Adequacy Ratio



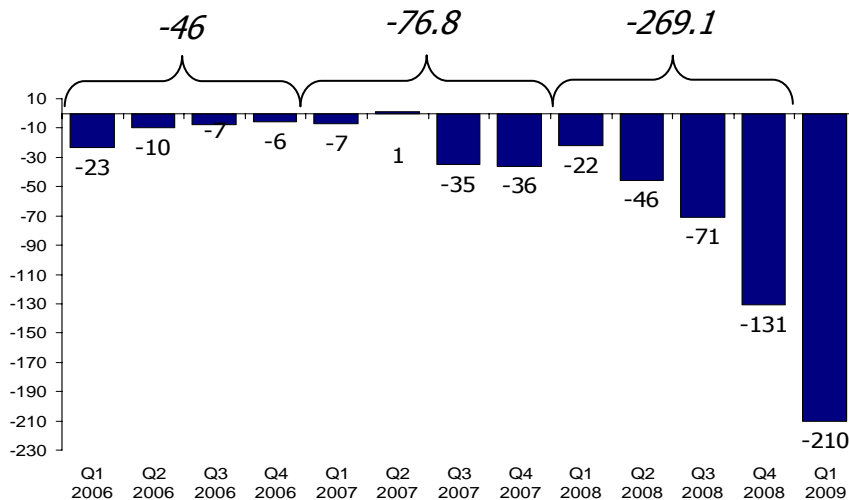
### ***Capital Adequacy Ratio under NCA***

<i>Capital Requirement (PLN M)</i>	<i>31.12.2007 Basel I</i>	<i>31.12.2007 Basel II</i>	<i>Q4 2008 Basel II</i>	<i>Q1 2009 Basel II</i>
<i>Credit risk</i>	<i>2 998</i>	<i>2 896</i>	<i>4 177</i>	<i>4 369</i>
<i>Market risk</i>	<i>93</i>	<i>123</i>	<i>89</i>	<i>66</i>
<i>Operational risk</i>	<i>-</i>	<i>280</i>	<i>326</i>	<i>326</i>
<i>Other risks</i>	<i>24</i>	<i>47</i>	<i>120</i>	<i>113</i>
<b><i>Total capital requirement</i></b>	<b><i>3 114</i></b>	<b><i>3 347</i></b>	<b><i>4 712</i></b>	<b><i>4 874</i></b>
<i>CAR (%)</i>	<i>10.16</i>	<i>9.49</i>	<i>10.04</i>	<i>10.26</i>

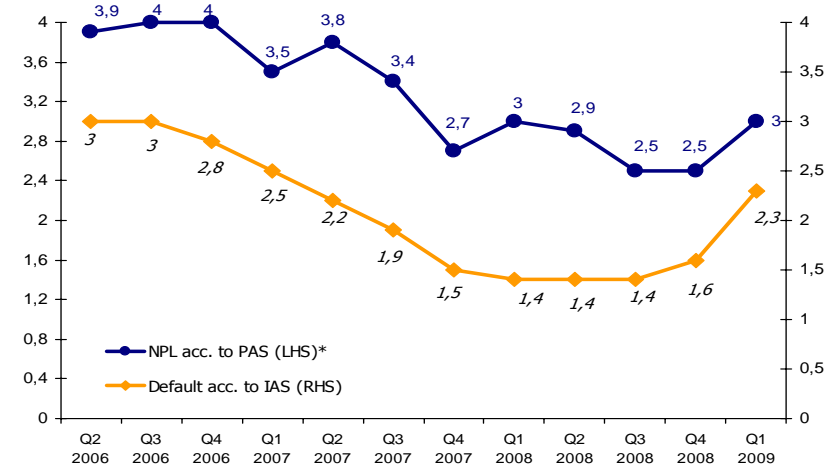
## Additional Information: Selected Financial Data Credit Provisions



**Net Credit and Loans Impairment Provisions**  
(consolidated data, PLN M)

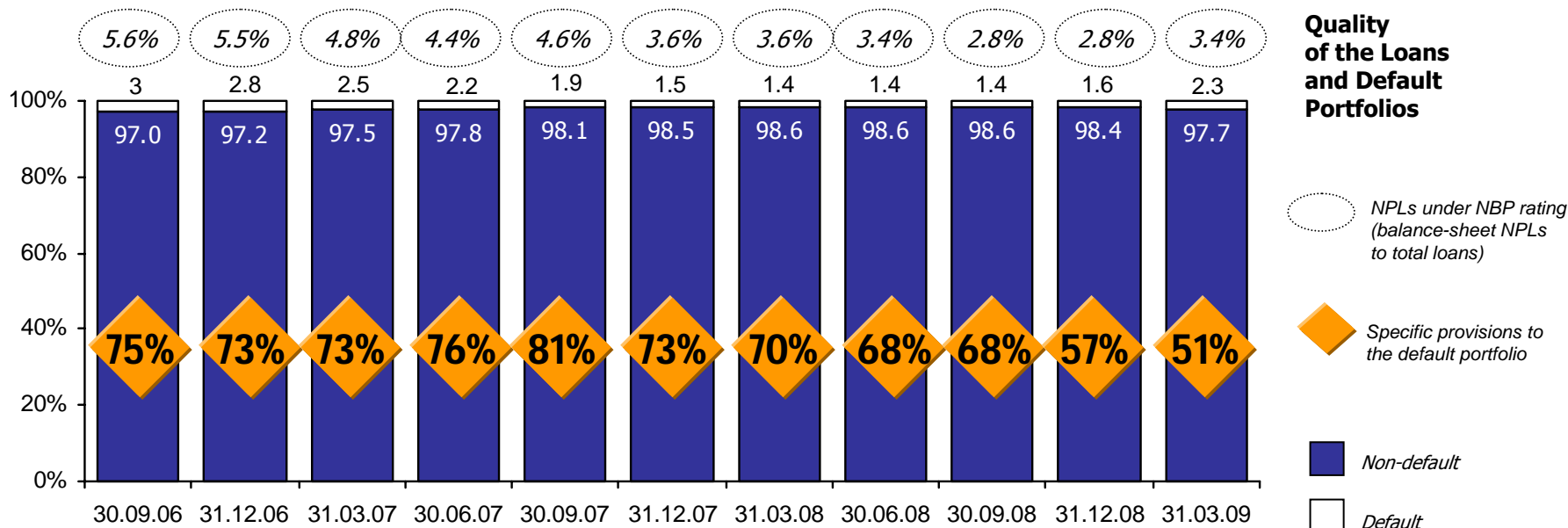


**BRE Bank Portfolio Quality**  
(%)



\*For comparability – calculated on the balance-sheet and off-balance sheet portfolio

## Additional Information: Selected Financial Data Structure of BRE Bank's Risk Portfolio



PLN M	31.03.2009	% share	31.12.2008	% share	31.12.2007	% share
Default	<b>1 449</b>	<b>2.3</b>	<b>992</b>	<b>1.6</b>	<b>632</b>	<b>1.5</b>
Non-default	<b>62 787</b>	<b>97.7</b>	<b>60 481</b>	<b>98.4</b>	<b>41 761</b>	<b>98.5</b>
TOTAL	<b>64 236</b>	<b>100.0</b>	<b>61 473</b>	<b>100.0</b>	<b>42 393</b>	<b>100.0</b>

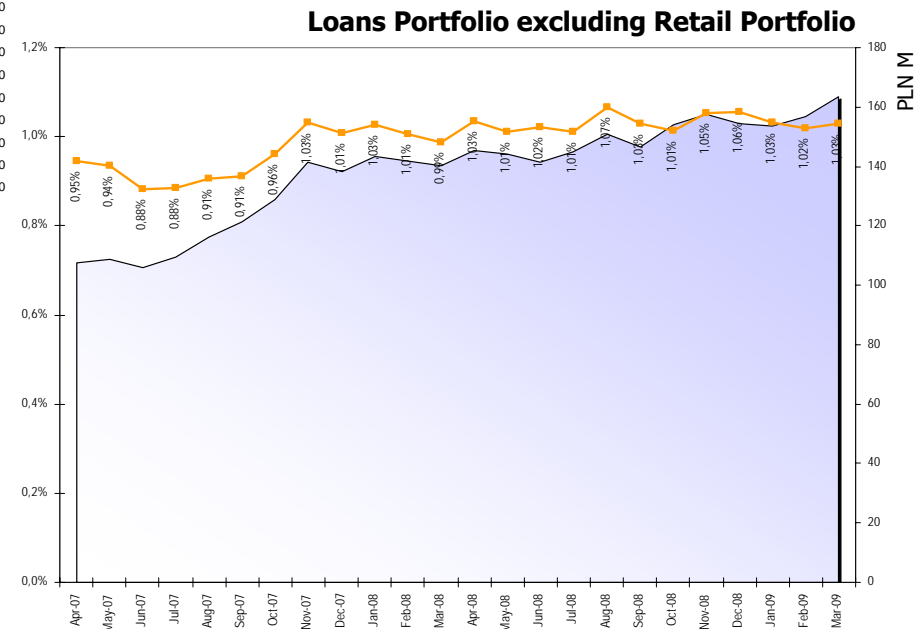
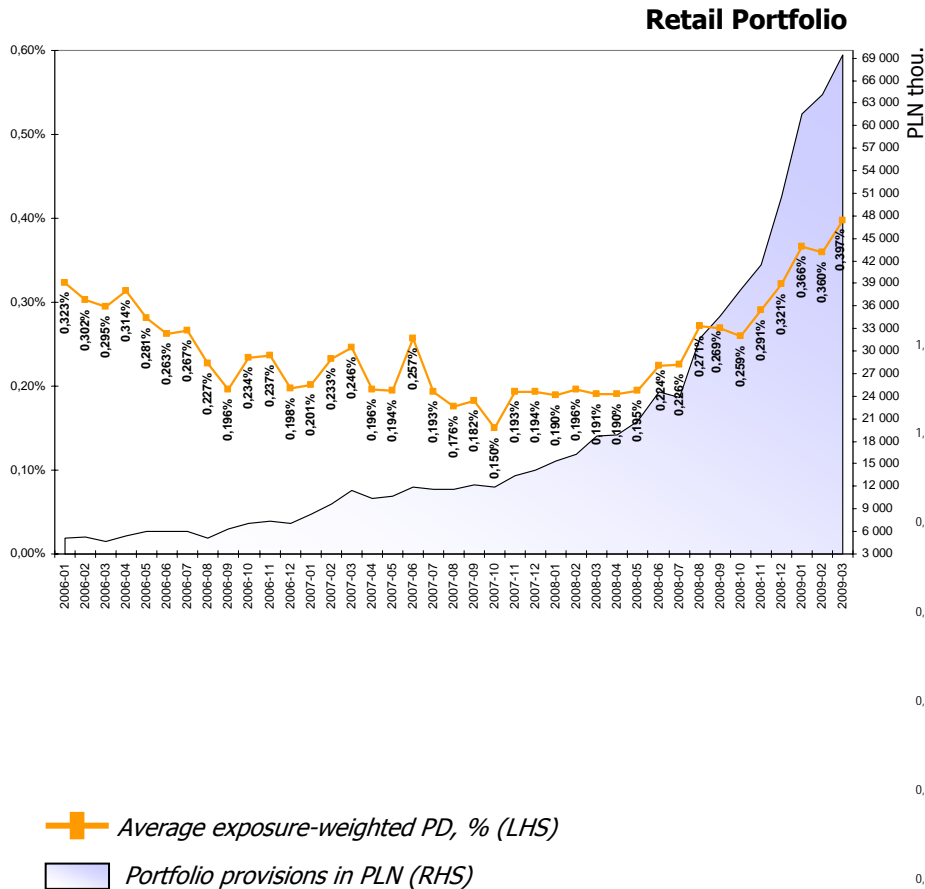
### Structure of the Default Portfolio

# Appendix

## Additional Information: Average PD and Portfolio Provisions



### Change of average PD in the credit portfolio v. portfolio provisions





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