Financial Results of PKO Bank Polski SA Group for 2011

Record net profit as a result of consequent execution of the Strategy and cost discipline

Warsaw, 5th March 2012

Executive summary

Bank Polski

- **Strategy for 2010-2012 implemented successfully**
  - ⇨ Bank is implementing main goals and parameters of the Strategy according to plan
  - ⇨ In years 2010-2011 cumulative growth of net profit of PKO Bank Polski Group was 65.1% and assets 21.9%
- **Record net profit, highest in the history of the Polish banking sector**
  - ⇨ Consolidated net profit of the PKO Bank Polski Group for 2011 at PLN 3.8 bn (+18.4% y/y) and for Q4 2011 at PLN 952 mn (+9.7% y/y)
  - ⇨ Stabilization of cost of risk
- **Significant improvement of efficiency**
  - ⇨ Decrease in cost to income ratio (C/I) by 2.1 pp. y/y to 39.6%
  - ⇨ In 2011 growth of administrative expense by 1.9% (excl. payment to BFG) along with growth of income by 9.3%
- **Further growth of return on equity and assets**
  - ⇨ ROE increased to 17.5% (+2.6 pp. y/y)
  - ⇨ ROA increased to 2.1% (+0.1 pp. y/y)
- **Secure and effective structure of the balance sheet**
  - ⇨ Growth of balance sheet total by PLN 21.1 bn y/y to PLN 190.7 bn due to dynamic growth of net loans (PLN +11.0 bn y/y) , financed by customer deposit increase (PLN+13.5 bn y/y) and bond issue (PLN 2,950 mn and CHF 250 mn)
  - ⇨ Loans to stable sources of financing ratio on a safe level of 88.4% , which indicates improvement by 3.6 pp. y/y (loan/deposit ratio 96.7%)

Bank Polski

Basic financial data

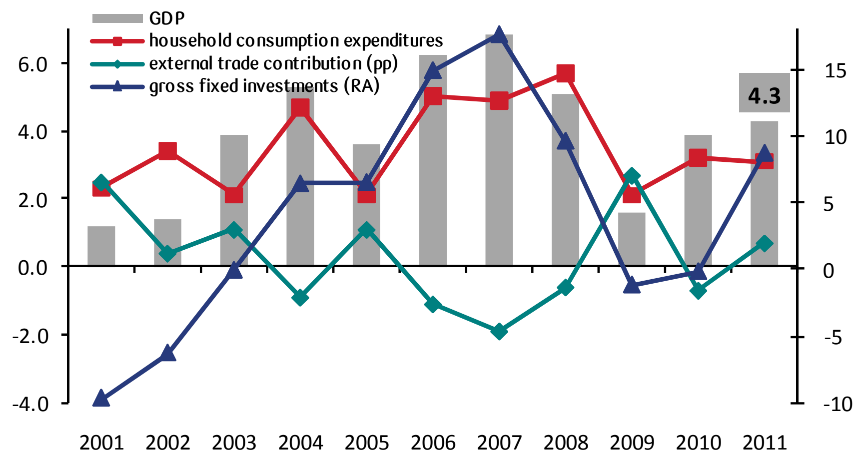
		2010	2011	Change
Net profit	*PLN mn*	3 217	3 807	+18.4%
Result on business activity	*PLN mn*	10 198	11 142	+9.3%
ROE - net	*%*	14.9	17.5	+2.6 pp.
ROA - net	*%*	2.0	2.1	+0.1 pp.
C/I	*%*	41.7	39.6	-2.1 pp.
Gross loans(1)	*PLN mn*	135 525	147 293	+8.7%
Deposits(2)	*PLN mn*	132 981	146 474	+10.1%
Assets	*PLN mn*	169 661	190 748	+12.4%

(1) Gross loans and advances to customers
(2) Amounts due to customers

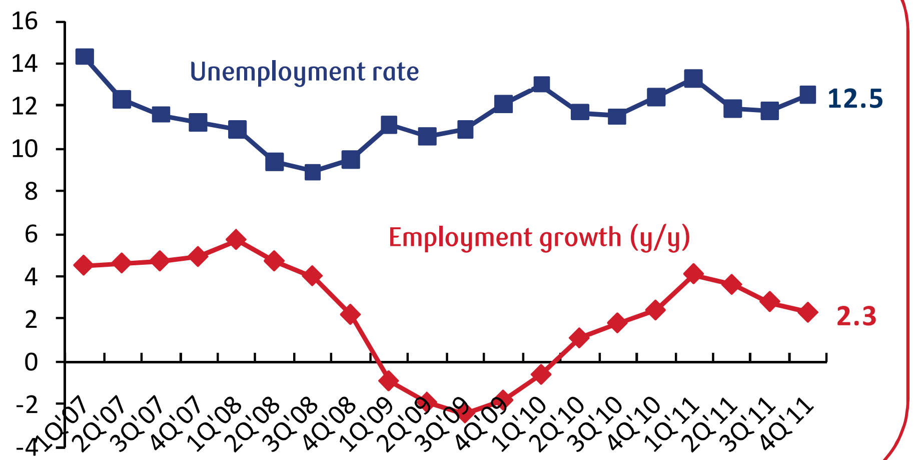
Macroeconomic environment

Stronger economic activity in 2011

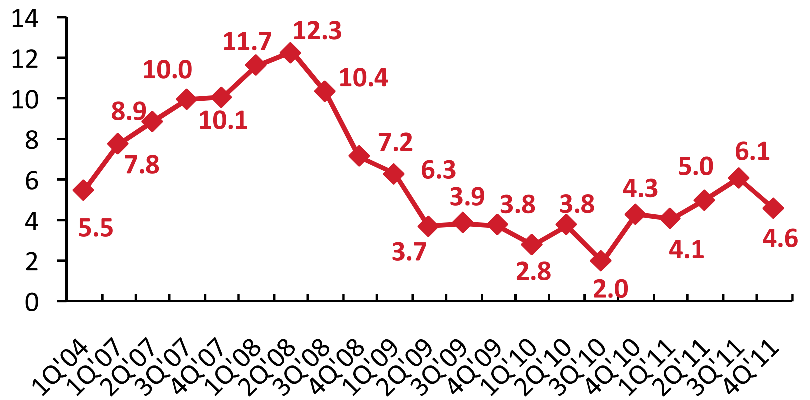
GDP and decomposition of growth rate (% y/y)



Labour market (%)



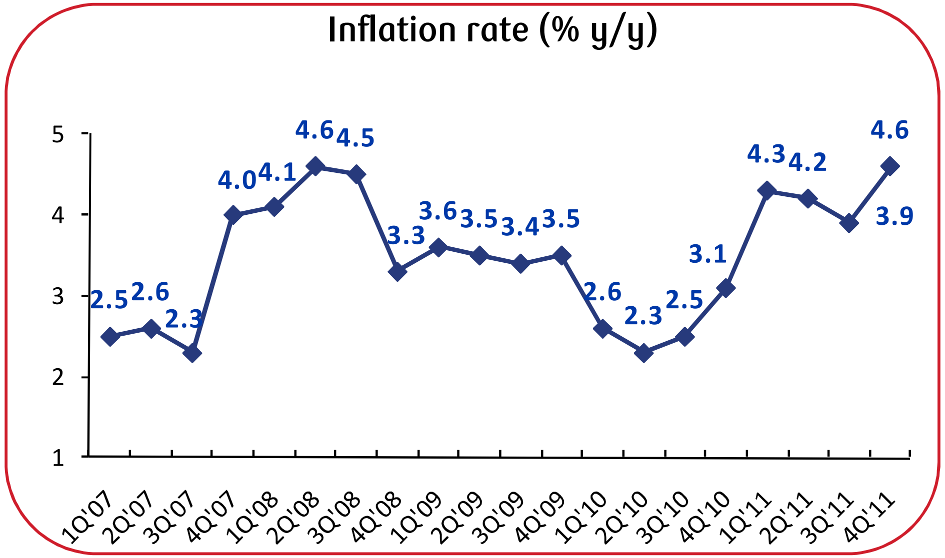
Wages growth in enterprises (% y/y)

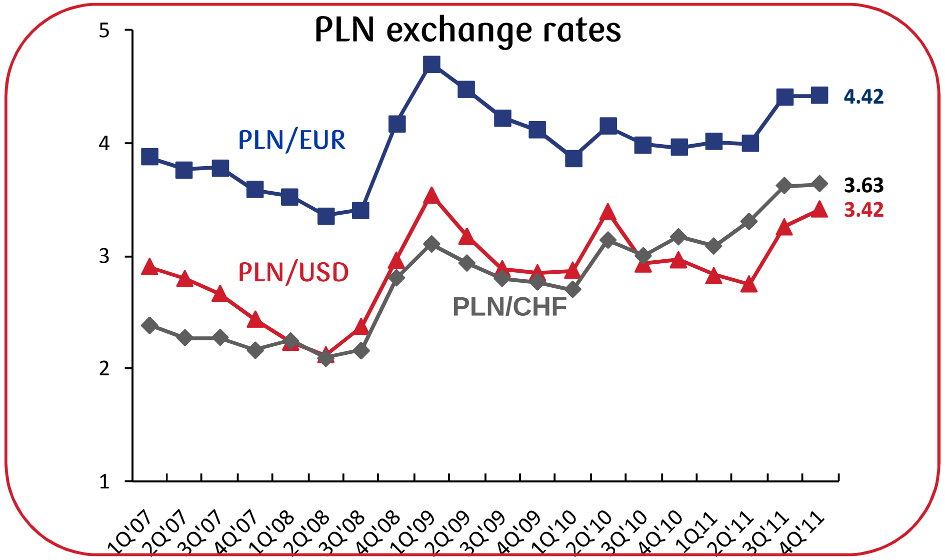


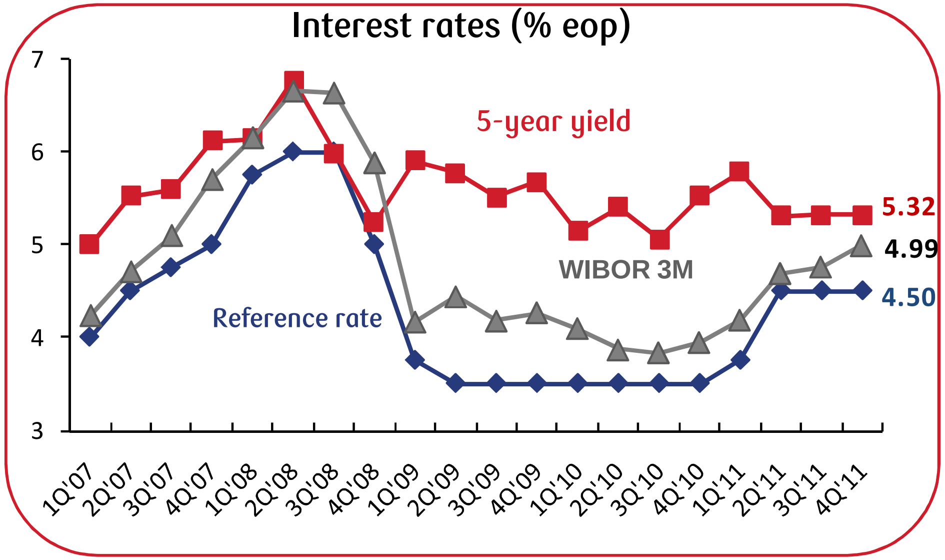
- Stronger economic activity in 2011: GDP growth accelerated to 4.3%, from 3.9% in 2010, as a result acceleration in investments (mostly infrastructure projects co-financed by the state and the EU), with stable private consumption and exports
- In 2011 stabilization of the unemployment rate trend with acceleration in wage and employment growth
- Growth of risk on international financial markets and lower economic growth in eurozone

Macroeconomic environment

Higher interest rates, weaker PLN



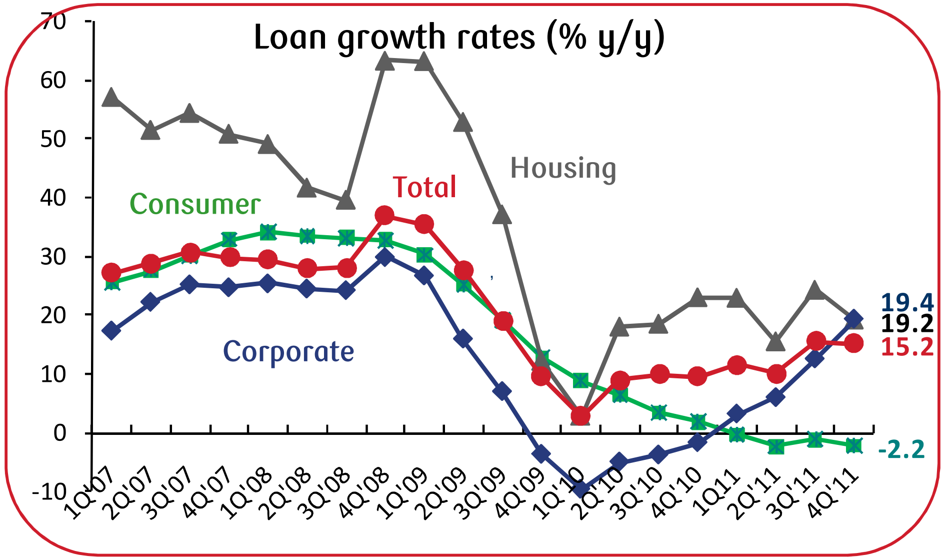


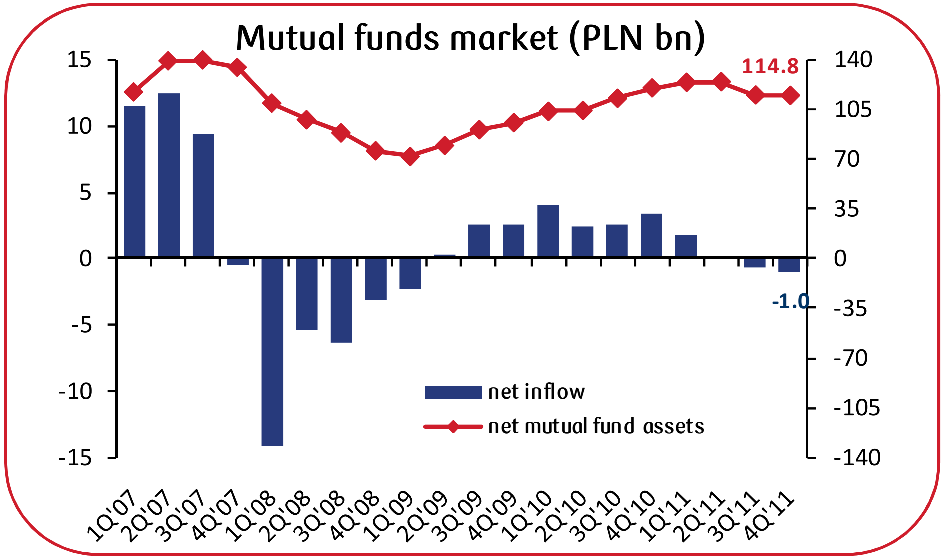


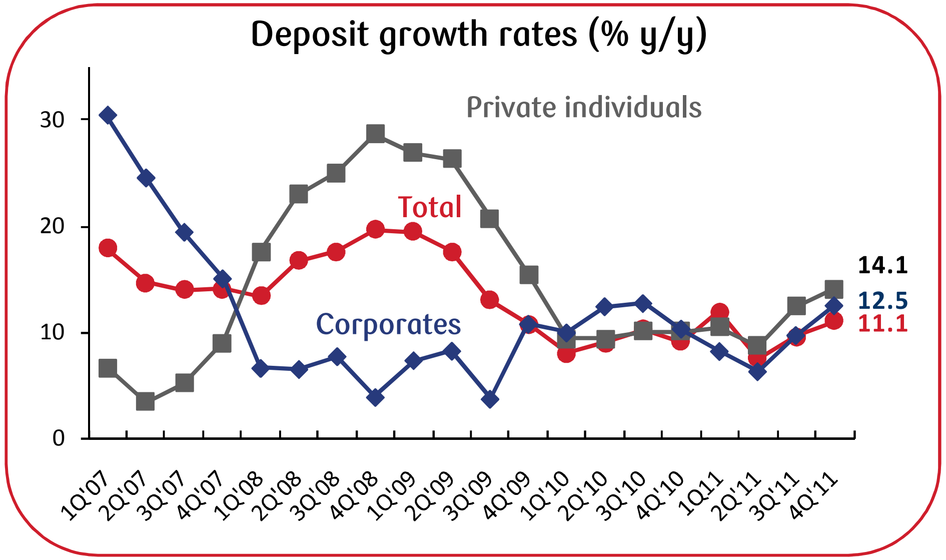
- CPI inflation accelerated to 4.3% in 2011 (from 2.6% in 2010) driven by higher y/y inflation dynamics in most categories of the CPI basket – to a large extent due to: (i) rise in VAT in early-2011, (ii) higher commodity prices globally, and (iii) weaker PLN
- Zloty depreciation – a result of uncertainty about the outlook for the global economy, escalation of the debt crisis in the euro area, and a rise in risk premium
- Following 100bps rate hikes (to 4.5%) in H1'11, NBP interest rates stabilized in H2'11 amid elevated headline CPI inflation rate

Financial Market

Stable growth of loans and deposits



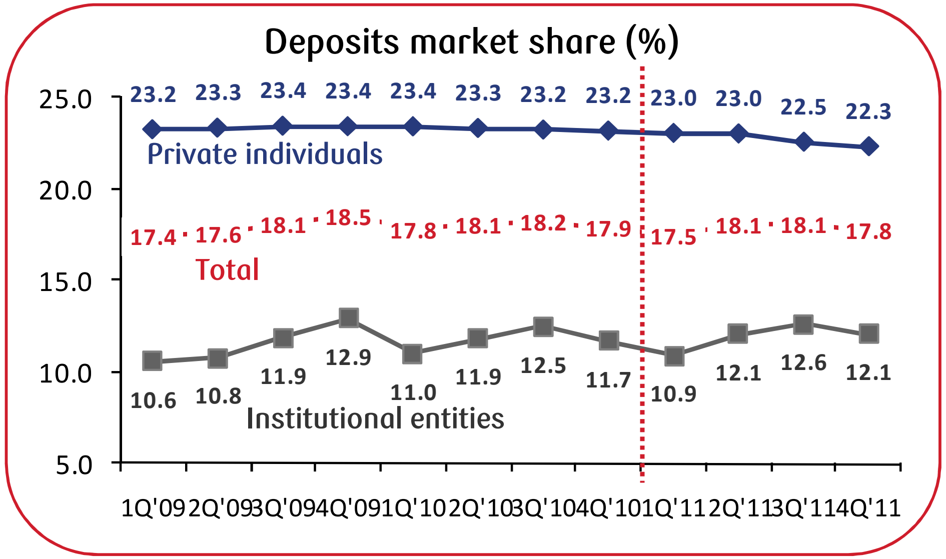


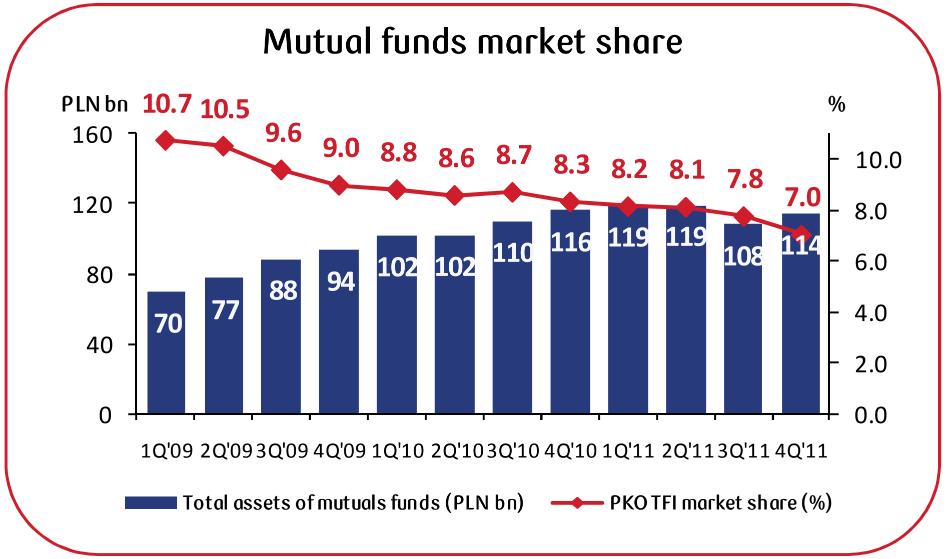


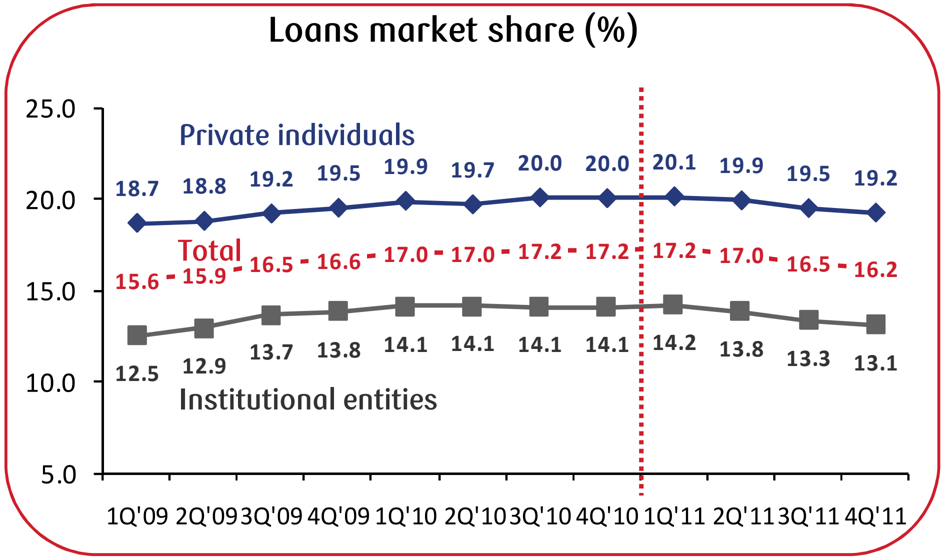
- Credit trends in 2011: (i) acceleration in corporate credit growth (as a result of credit standards easing), (ii) slightly slower growth in mortgage loans segment, and (iii) decline in consumer loans
- Higher retail deposits growth due to an increase in interest rates on bank deposits and stable growth of salaries. Gradual increase in corporate deposits
- Decrease in investment funds assets as a result of declines on the equity market in H2’11.

Market share

Growth of Bank's share in corporate deposits market







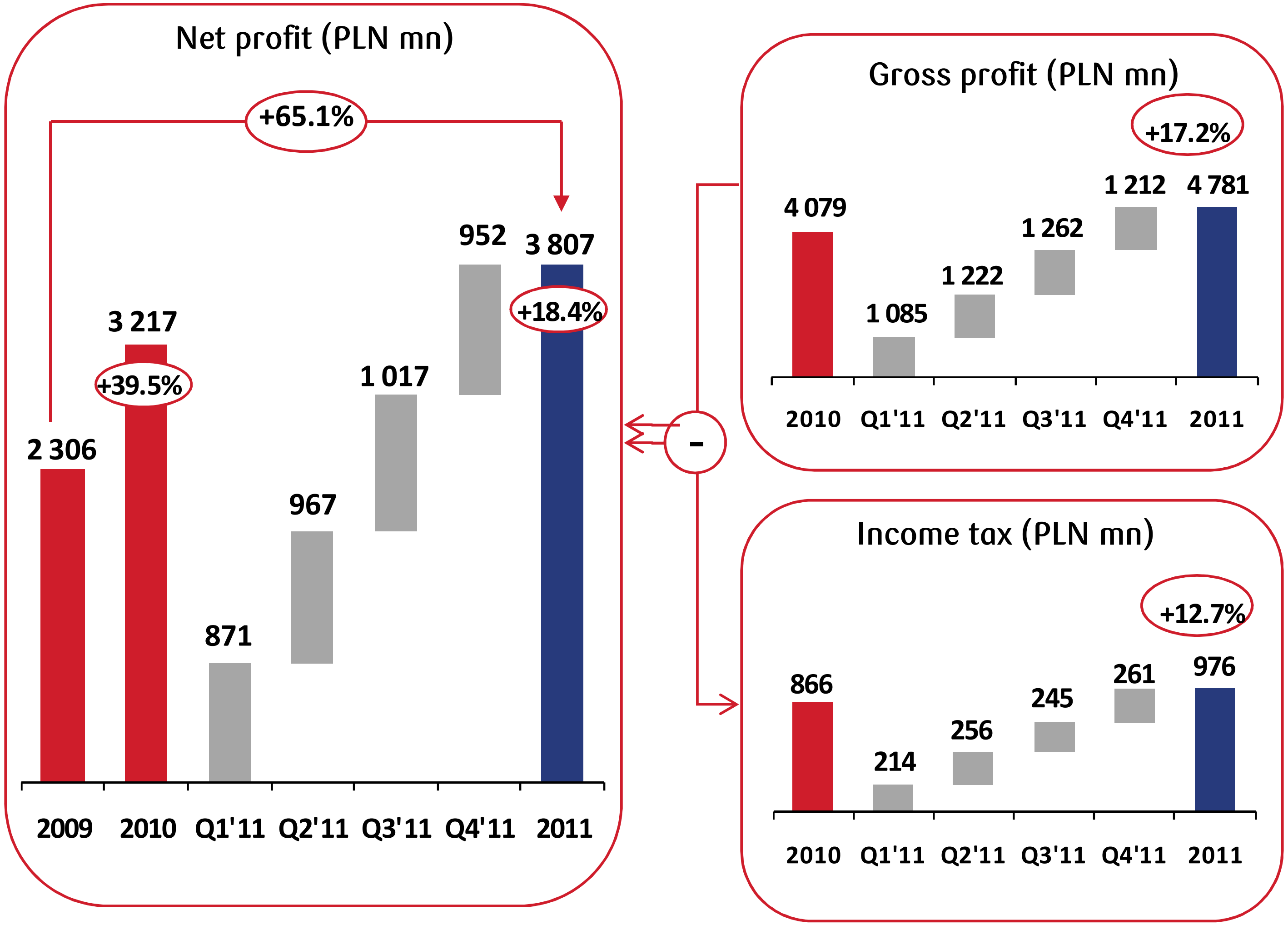
- In 2011 PKO Bank Polski market share:
  - in loans decreased by 1.0 pp. y/y, of which market share in private individuals loans dropped by 0.8 pp. y/y and in loans to institutional entities decreased by 1.0 pp. y/y
  - in deposits was stable, however market share in deposits of institutional entities increased by 0.4 pp. y/y and in deposits of private individuals decreased by 0.9 pp. y/y
- In 2011 PKO TFI moved from 5th to 3rd market position. Decrease in share in total assets of mutual funds caused partly by including by IZFiA[1)] assets of TFI Forum (not reported earlier) in the total market. In comparable conditions PKO TFI market share amounted to 7.5% as at end-2011

(1) Chamber of Fund and Asset Management

Bank Polski

Financial results - profit

Record net profit of PKO Bank Polski Group



- In 2011 consolidated net profit at highest level in the Group's history PLN 3 807 mn, higher by 18.4% than in 2010
- In Q4 2011 Group net profit at level PLN 952 mn, which means an increase by 9.7% y/y

... Change y/y

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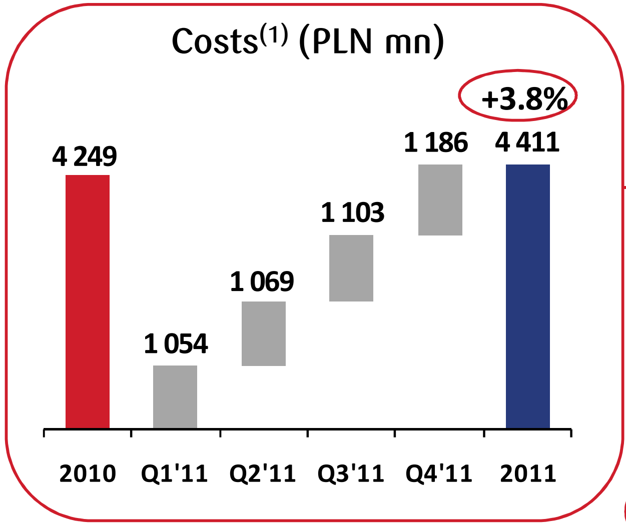
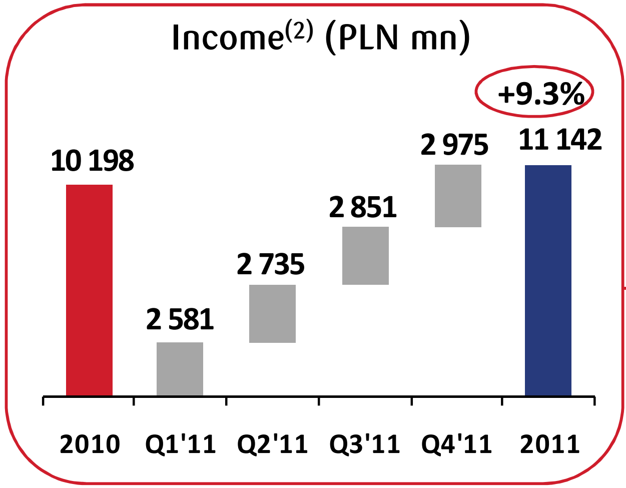
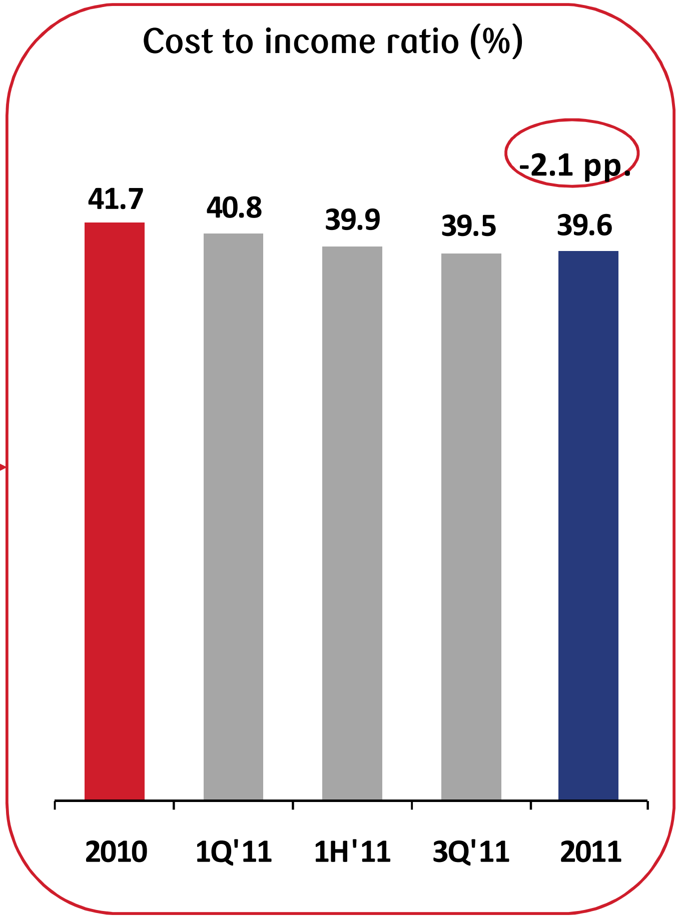
Financial results – revenues and costs

C/I ratio below 40%







In 2011 C/I ratio at 39.6%, 2.1 pp. lower than year ago thanks to:

- increase in result on business activity by 9.3% y/y
- Lower growth rate of administrative expenses (+3.8% y/y) , maintained below inflation rate on annual basis (4.3%)

... Change y/y

(1) Administrative expenses
(2) Result on business activity defined as operating profit before administrative expenses and net impairment allowances

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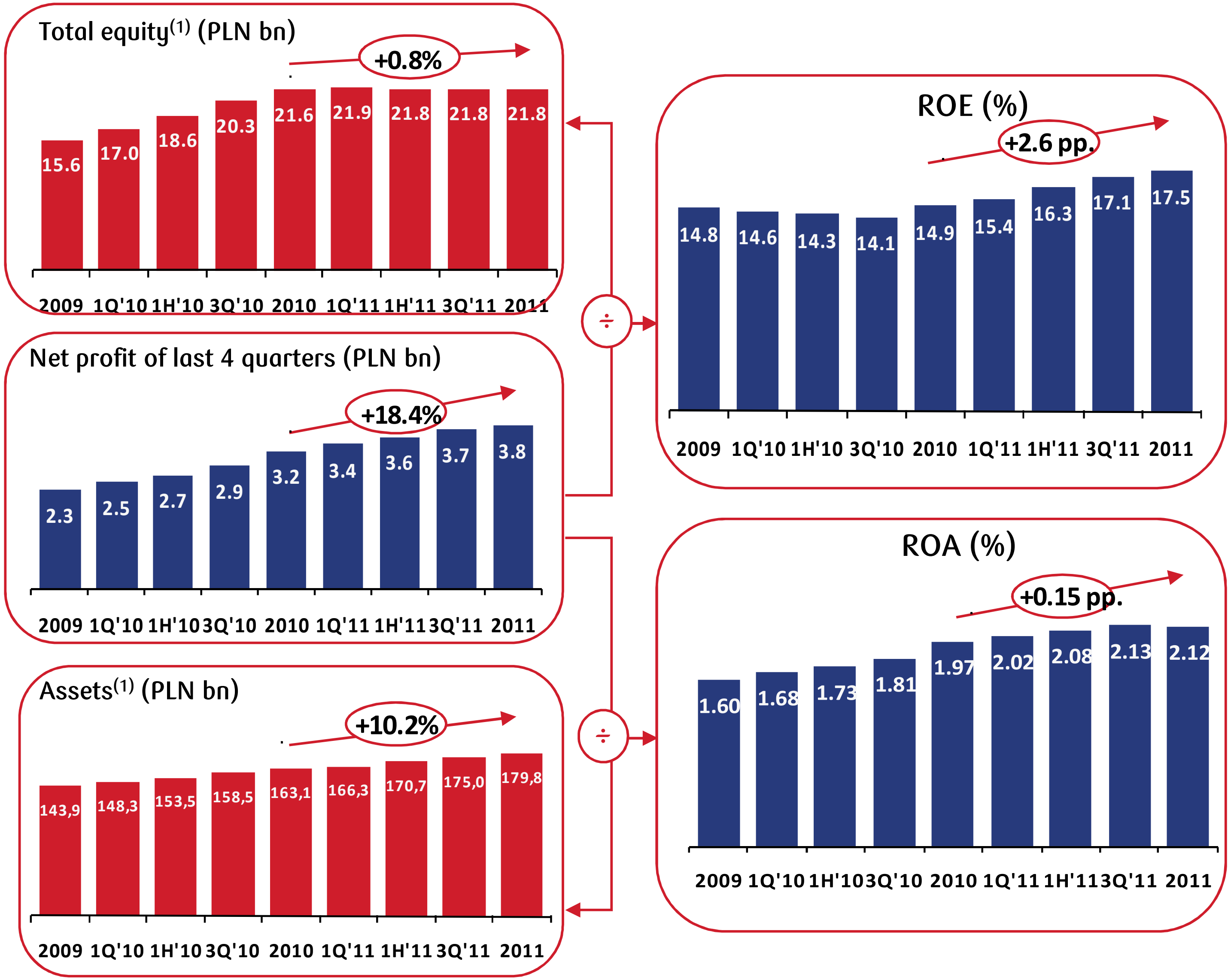
Profitability

Growing return on equity and assets



As at the end of 2011:

- ROE ratio higher than year ago by 2.6 pp. y/y due to high growth rate of net profit
- ROA ratio higher by 0.15 pp. y/y thanks to high growth rate of net profit

... Change y/y

(1) Arithmetical mean of levels at the beginning of period of last 4 quarters and the levels at the end of each quarter in this period

Net profit of Group Entities

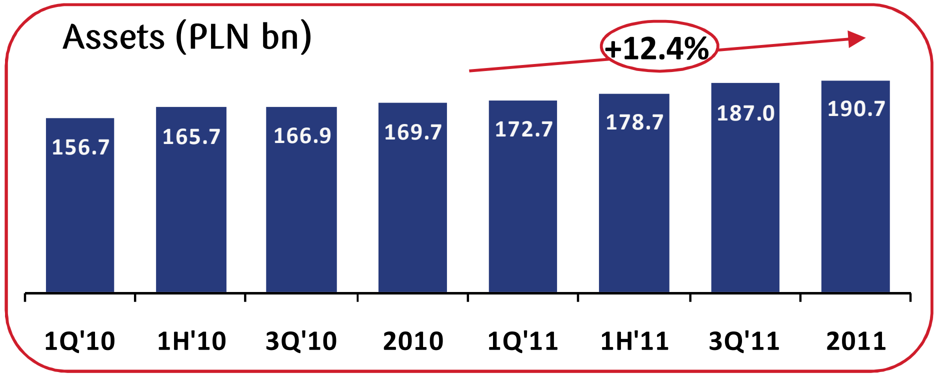
Subsidiaries' as effectiv e product centres

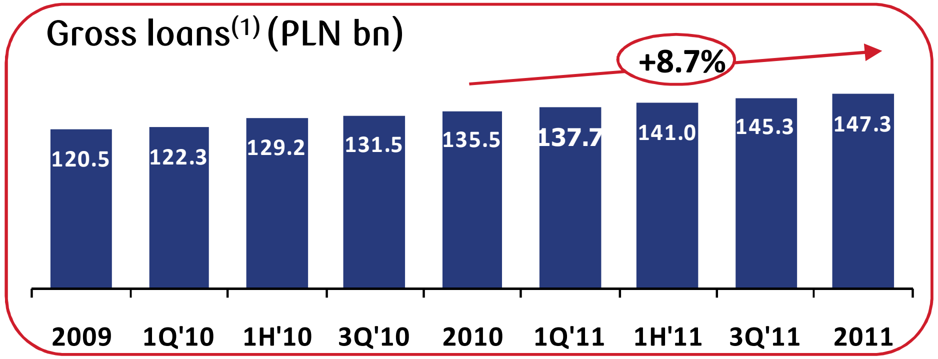
	PLN mn	2010	2011	Change
	Consolidated net profit	3 216.9	3 807.2	+18.4%
Bank Polski	Banking	3 311.2	3 953.6	+19.4%
TFI	Mutual funds	48.5	37.8 (1)	-22.0%
Bankowy OFE	Pension fund	12.1	4.7	-61.1%
Leasing	Leasing	10.5	8.4	-20.1%
platforma inteligo	Internet banking support	17.1	19.9	+16.3%
eService S.A.	Payments	24.2	23.7	-2.1%
КРЕДОБАНК GRUPA PKO BP	Banking in Ukraine	-40.3	-74.5 (2)	-84.9%
QUALIA DEVELOPMENT	Real estate development	-6.3	-2.5	+60.8%

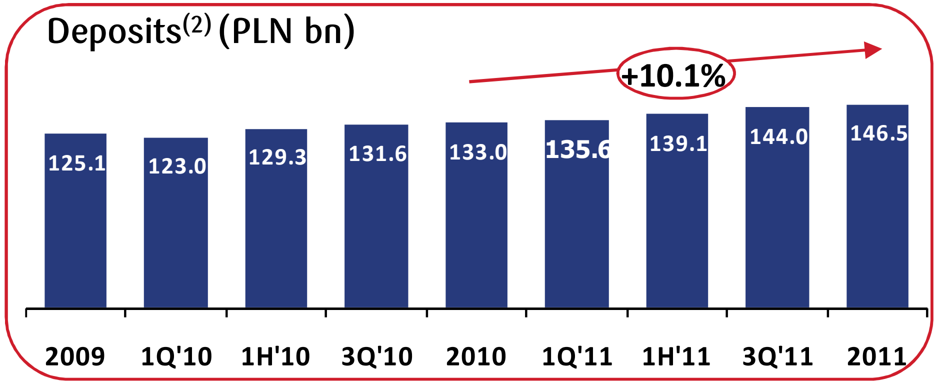
(1) In 2010 distribution fee for PKO Bank Polski increased, which caused drop of net profit od PKO Bank TFI
(2) One-off result of transfer of historical „bad debts" portfolio to SPV from Kredobank amounting to PLN (-)57 mn

Consolidated balance sheet

Stable growth of Group's assets







In 2011 increase in volume of:

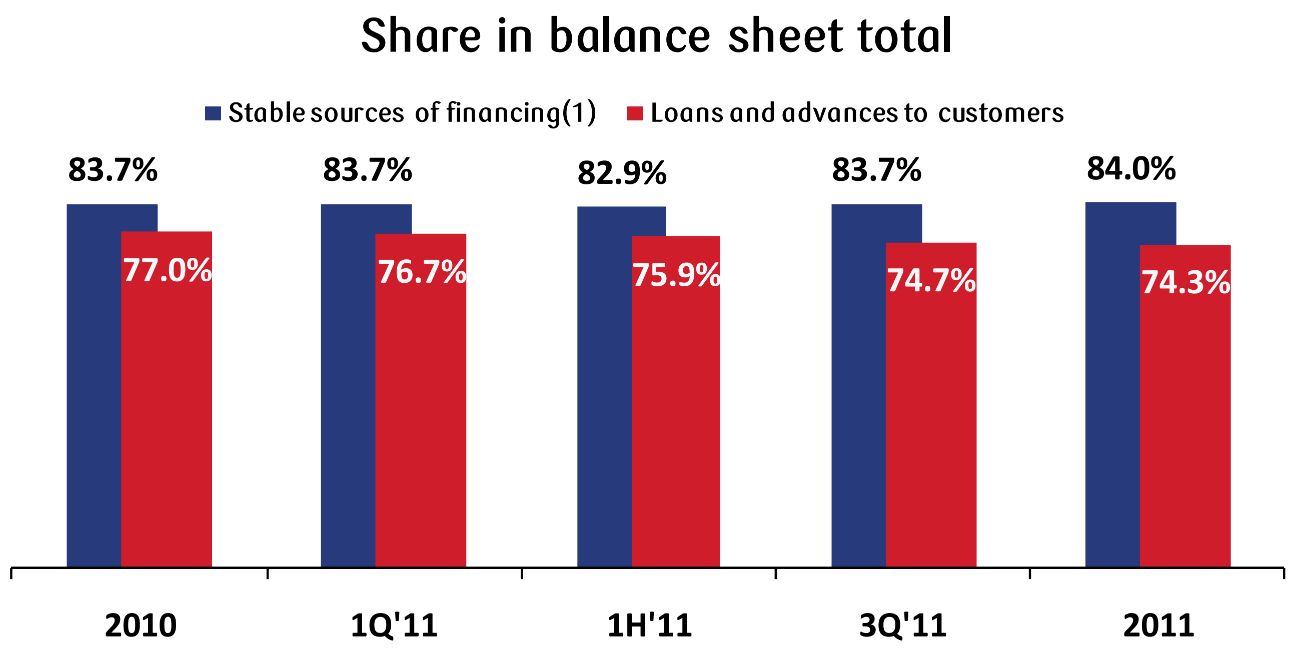
- assets by PLN 21.1 bn y/y, of which PLN 11.0 bn due to increase in net loans and advances to customers
- gross loans up by PLN 11.8 bn y/y, thanks to increase in volume of mortgage loans (PLN +8.4 bn y/y), partly due to increase of FX rates
- deposit up by PLN 13.5 bn y/y, mainly due to growth of term deposits of private individuals (PLN+7.1 bn y/y)

... Change y/y (1) Gross loans and advances to customers (2) Amounts due to customers

Bank Polski

Balance sheet structure

Secure and effective balance sheet structure



2010	1Q'11	1H'11	3Q'11	2011
92.0%	91.7%	91.6%	89.3%	88.4%

Net loans/stable sources of financing(1)

- As at the end of 2011 Net loans to stable sources of financing(1) ratio at 88.4%, 3.6 pp. lower than a year ago due to increase in customer deposits and financing gained from issues of securities
- Net loans/deposits ratio at level of 96.7%, 1.6 pp. higher when compared to the level a year earlier

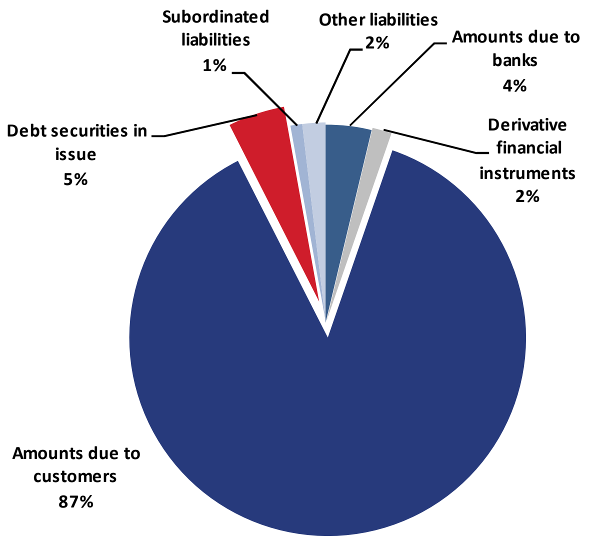
(1) Amounts due to customers and long-term external financing in the form of: issue of securities (incl. funds from the issuance of EMTN carried out by PKO Finance AB), subordinated liabilities and amounts due to financial institutions

Bank Polski

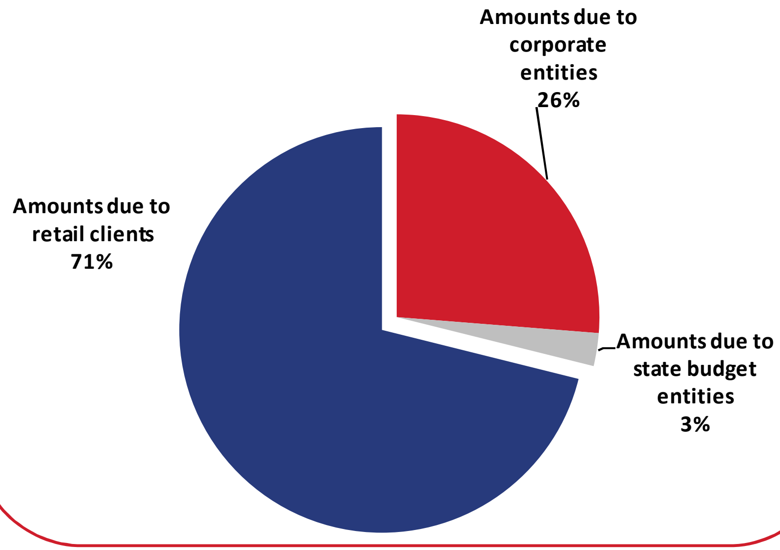
Funding sources

Deposits are the primary source of funding

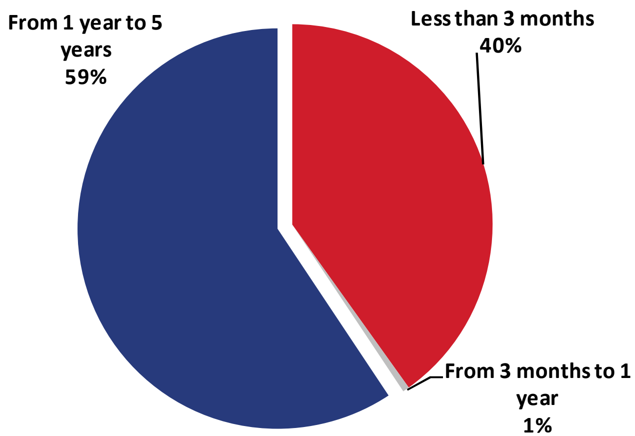
Liabilities structure
(total as at 31 Dec 11: PLN 167.9 bn)



Deposit structure
(total as at 31 Dec 11: PLN 146.5 bn)



Debt securities structure
(total as at 31 Dec 11: PLN 7.8 bn)



- Retail and corporate deposits are the primary source of funding
- Financing agreements as at end-2011 included:
  - 27 July 2007 CHF 950 mn 5-year credit facility maturing 2012
  - EUR 800 mn 5Y Eurobonds raised in October 2010
  - CHF 250 mn 5Y bonds issuance in July 2011
  - PLN 2,950 mn domestic issue (short term)

Structure of loans and deposits

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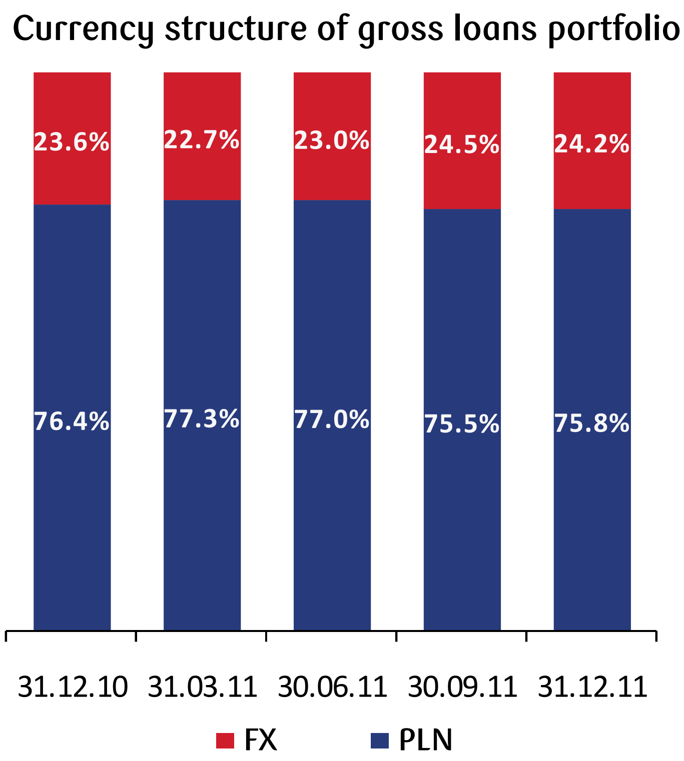
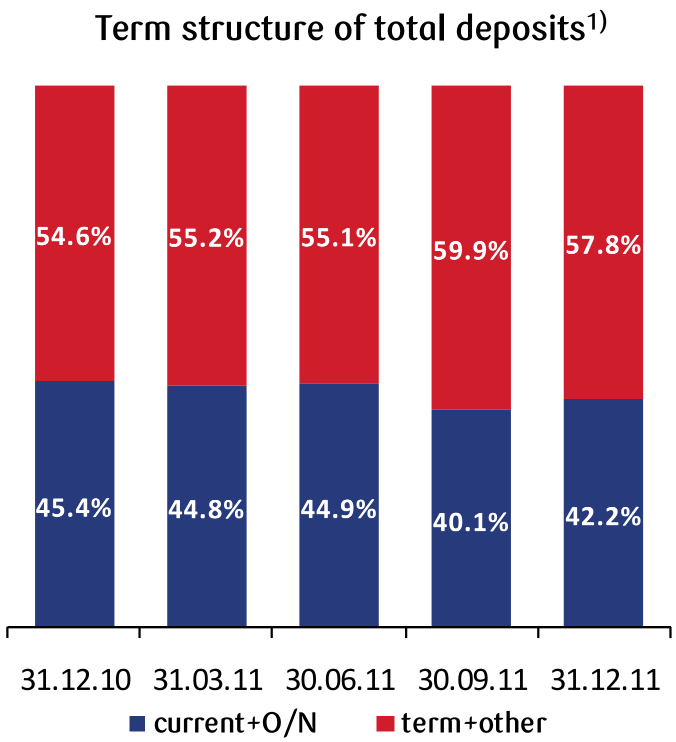
High share of term deposits thanks to attractive offer for retail customers



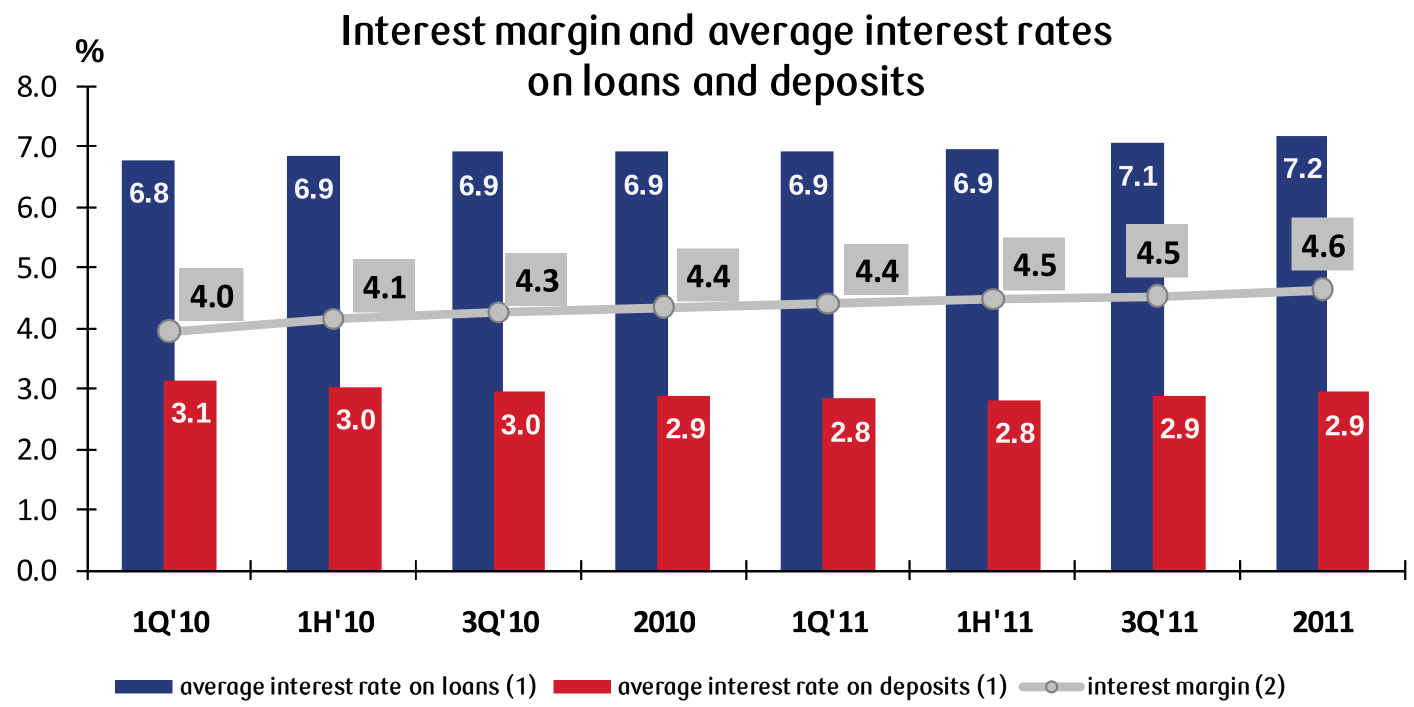


- As at the end of 2011 share of:
  - FX loans in total gross loans higher by 0.6 pp. y/y due to increase of FX rates
  - term and other deposit in total deposits higher by 3.2 pp. y/y, in significant degree due to new attractive deposit offer for retail clients (increase in term deposits of private individuals by PLN 7.1 bn (+14.7% y/y)

(1) Amounts due to customers

Net interest margin

Stable growth of net interest margin

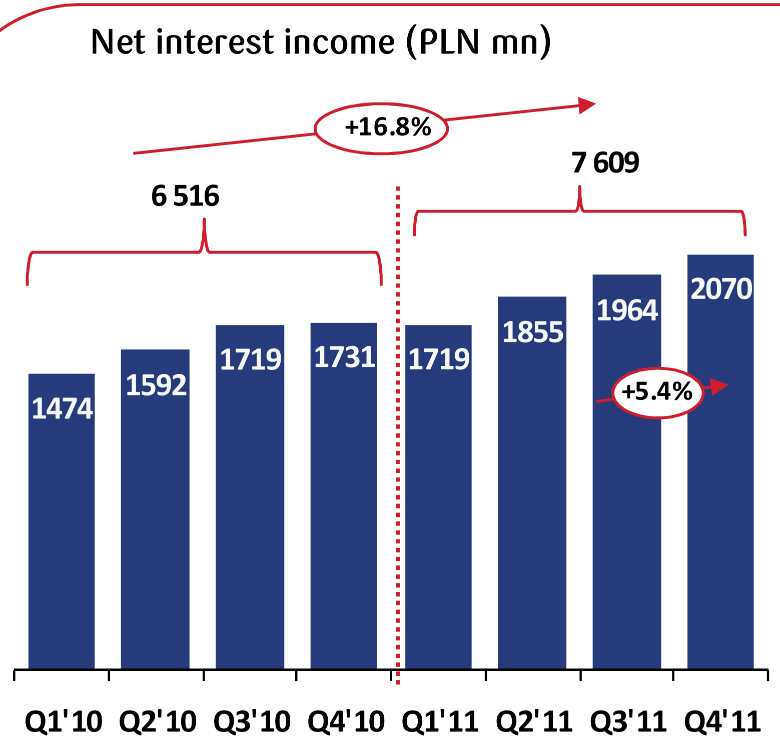


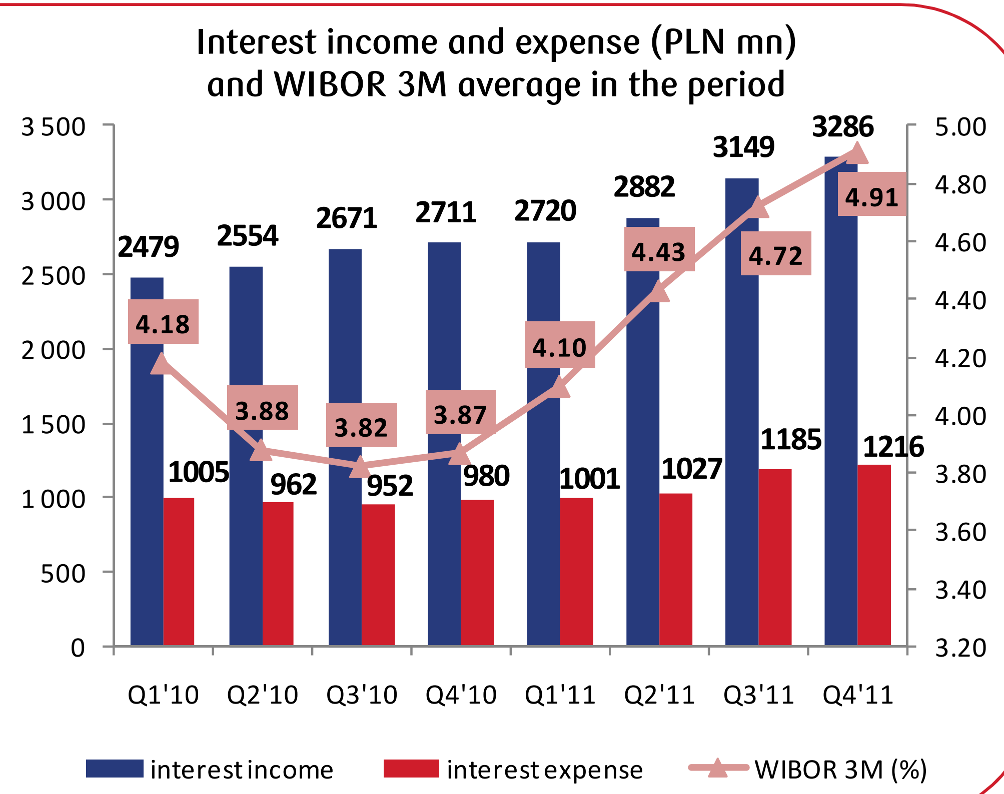
- In 2011 increase in interest margin by 0.2 pp. y/y up to 4.6%, thanks to growth of net interest income by 16.8% y/y with growth of average interest bearing assets by 9.5 y/y
- In Q4 2011 growth of interest margin by 11 bp. q/q

(1) Interest income (expenses) for last 4 quarters / average net loans (deposits) at the beginning and the end of the period of last 4 quarters
(2) Net Interest income for last 4 quarters / average interest bearing assets at the beginning and the end of the period of last 4 quarters (formula consistent with that applied in the PKO Bank Polski Group Directors' Report)

Net interest income

Significant growth of net interest income

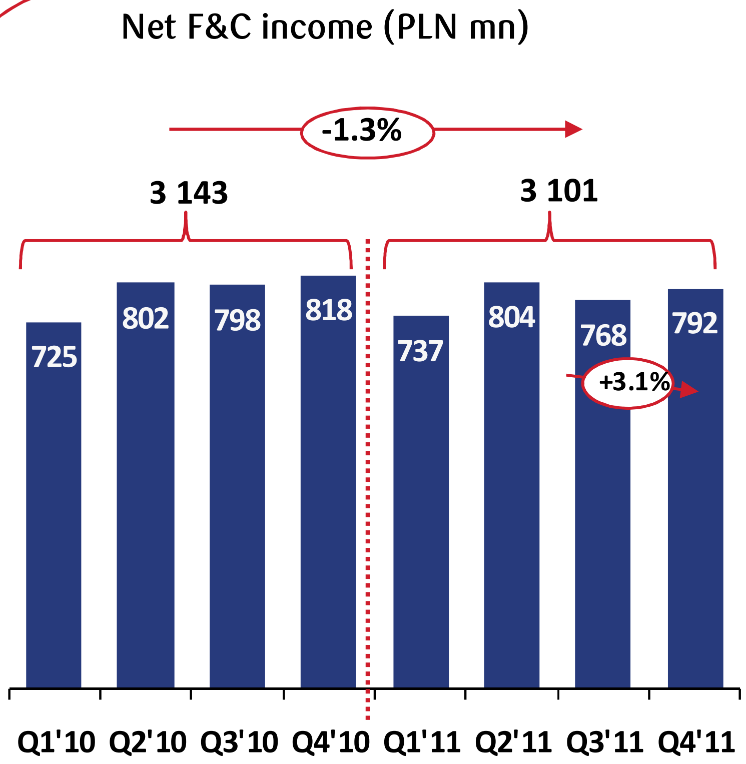


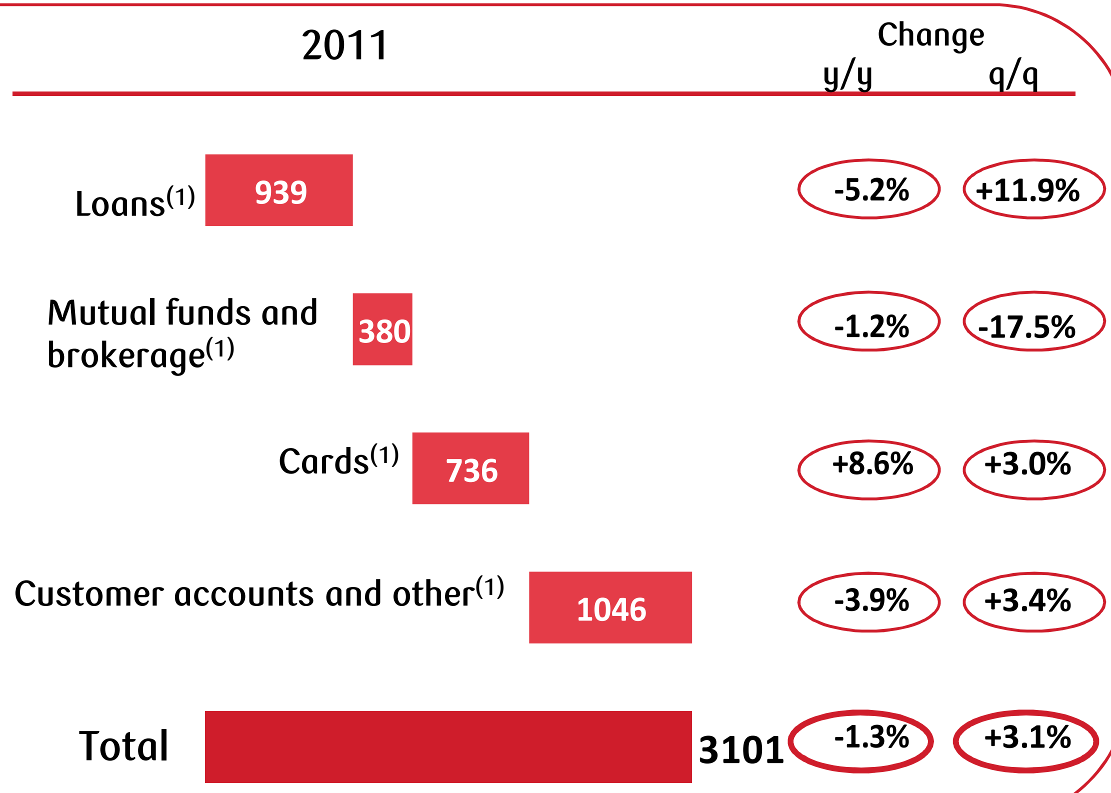


- In 2011 increase in net interest income by PLN 1 093 mn, i.e. 16.8% y/y mainly due to of increase in interest income (+15.6% y/y) thanks to growth of:
  - revenue in respect of loans and advances to customers (+14.7% y/y) resulting from the fast loan portfolio growth (+8.4% y/y), along with growing interest rates
  - income in respect of derivative hedging instruments (+25.4% y/y) resulting from an increase in the CIRS transactions volume and CIRS net coupons (increase in average 3M WIBOR rate on an annual basis)
  - income from investment securities available for sale (+26.0% y/y) resulting from an increase in the volume (+40.8% y/y)

F&C income

F&C result on stable level





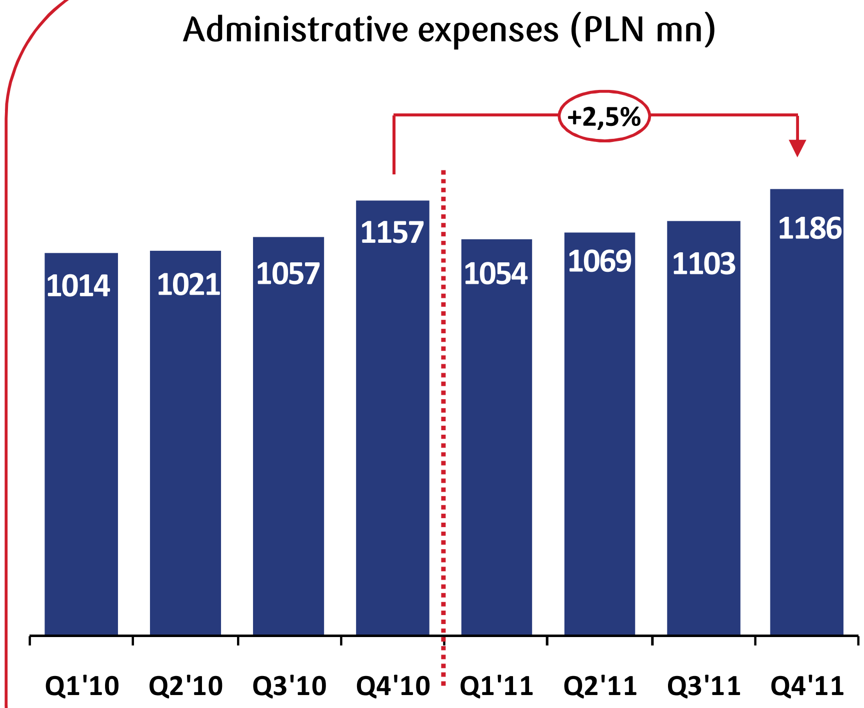
- In 2011 F&C result at level close to result achieved in 2010 (-1.3% y/y) due to:
  - decrease in commission income in respect of loan insurance (-21.1% y/y), in effect of the decrease in sale of consumer loans with insurance,
  - decrease in commission income in respect of cash transactions (-9.7% y/y) connected with the dynamic growth in electronic banking in the Group,
  - increase in result on payment cards (+8.6% y/y), mainly as a result of an increase in card transactionability
- Growth of F&C result in Q4 2011 by 3.1% q/q due to increase in commission on loans
- In 2011 result on interchange fee constituted less than 10% of total F&C result

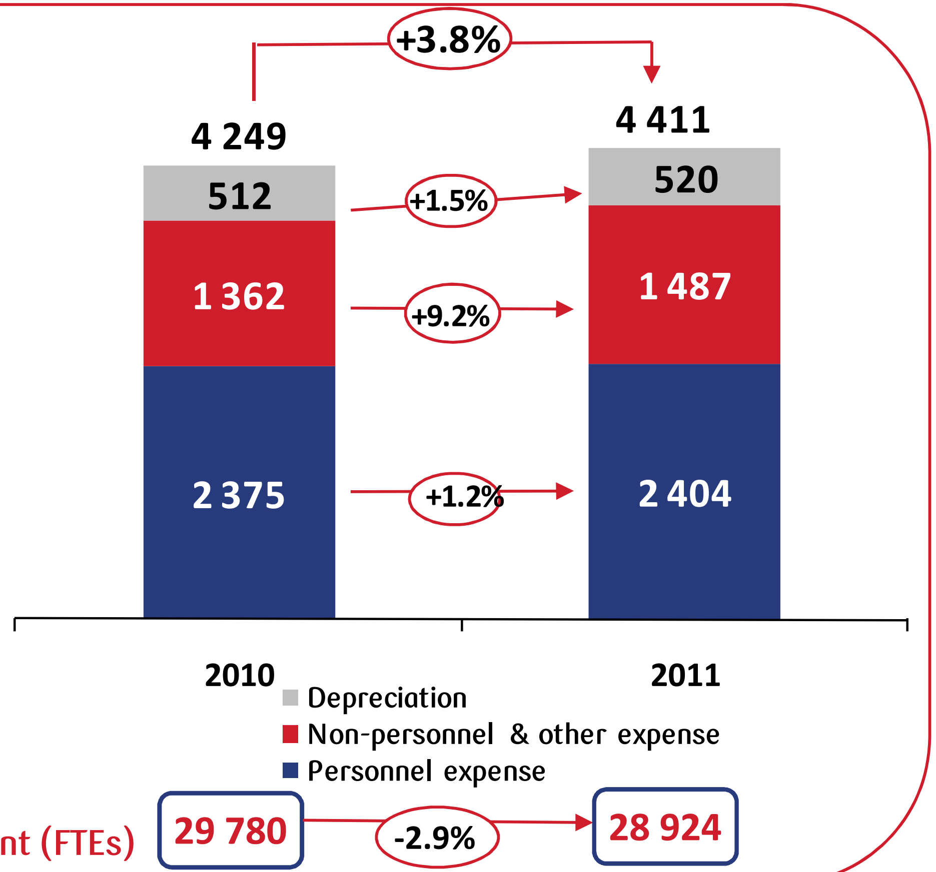
(1) Bank's management data

Costs

Bank Polski

Administrative expenses under control

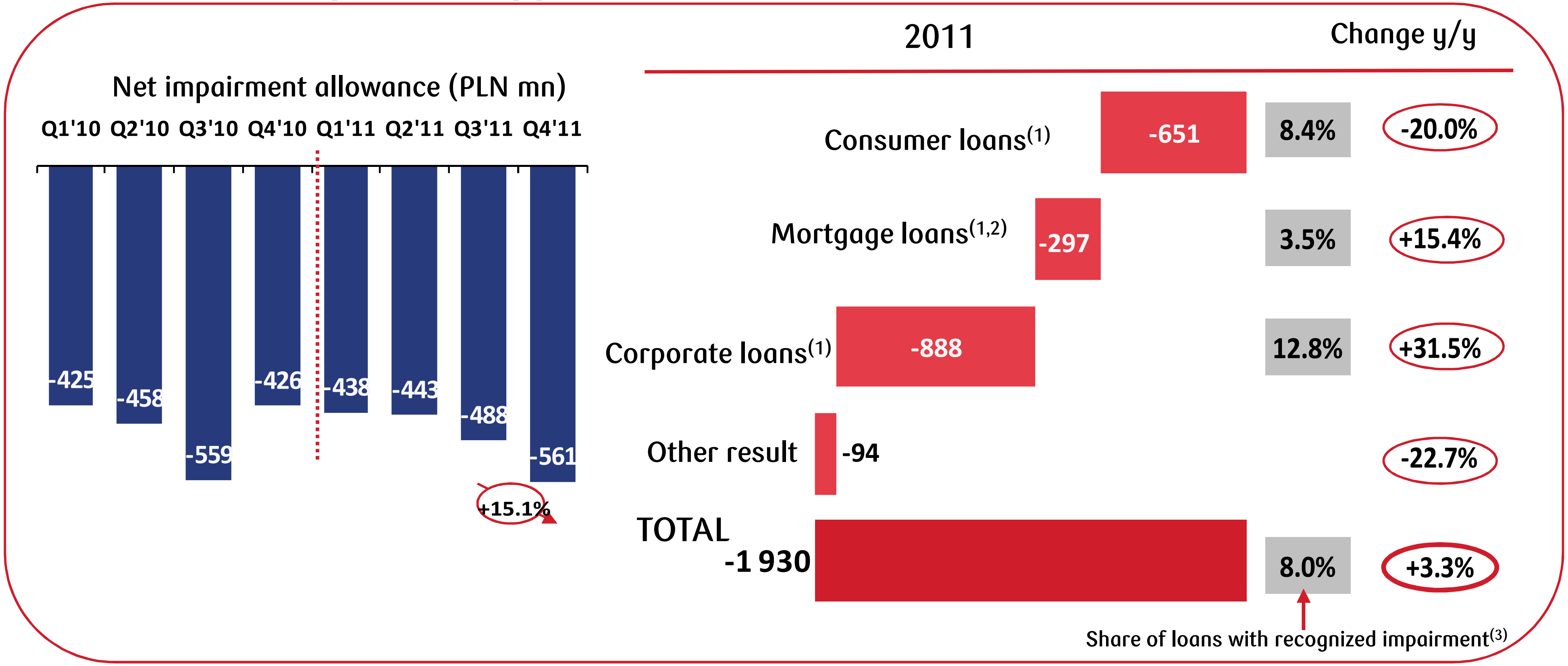




- Growth rate of administrative expenses below inflation rate on annual basis at 3.8% vs. 4.3%
- In 2011 increase in administrative expenses by PLN 162 mn y/y determined by increase in:
  - non-personnel and other expense of PLN 126 mn y/y mainly due to higher contribution to the BGF of PLN 83 mn y/y
  - personnel expense by PLN 29 mn y/y affected mainly by the increase in wages and salaries of PLN 21 mn y/y
- Drop of employment in the Group by 856 FTEs in 2011

Net impairment allowance

Maintenance of prudent approach to the credit risk



- Net impairment allowance is an effect of maintaining a Bank's conservative approach to recognition and measurement of credit risk and the growth of credit portfolio and in 2011 decreased by PLN 62 mn due to deterioration in the quality of the corporate loans portfolio, along with the improvement in the result on consumer loans
- Transfer of „bad debts" to SPV by Kredobank in Q4 2011 caused decrease in Group's net impairment allowance by PLN 45 mn in corporate and retail portfolio
- In Q4 2011 net impairment allowance in respect of other items decreased by PLN 43 mn mainly due to increase in net impairment on investments in entities measured using the equity method (PLN -27mn, mainly in respect of Bank Pocztowy) and growth of provision for legal claims and off-balance sheet (PLN -8 mn)
- As at the end of 2011 share of loans with recognized impairment in mortgage loans amounted to 3.6% for PLN loans and 3.5% for FX loans

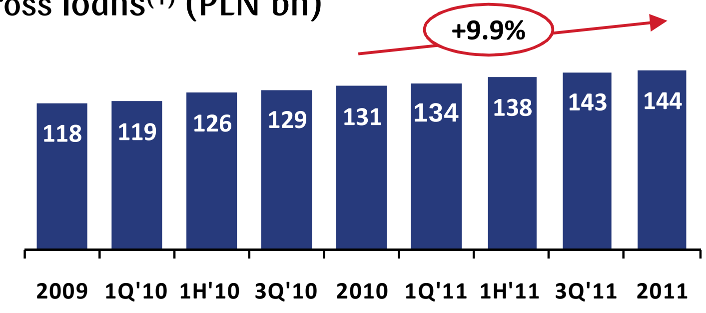
(1) Management data (2)Housing loans for individuals
(3) Calculated by dividing the gross carrying amount of impaired loans and advances to customers by the gross carrying amount of loans and advances to customers

Bank Polski

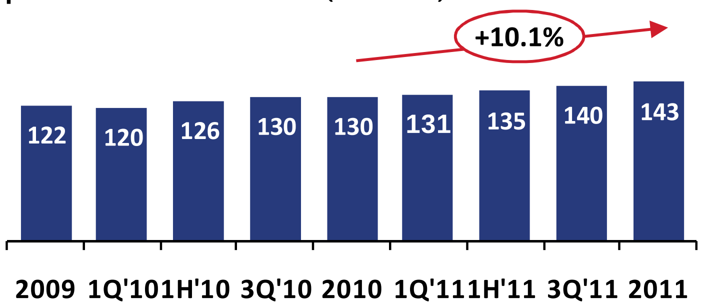
Total volumes

Growth of Bank's deposits and loans volume

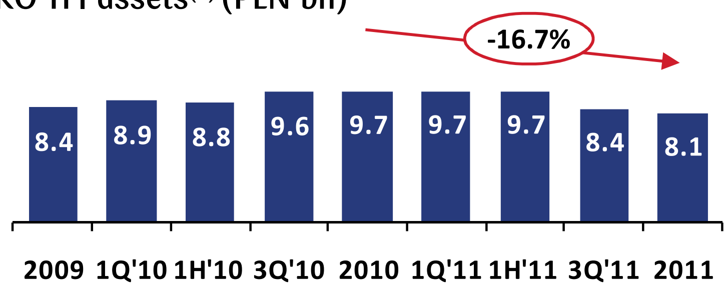
Gross loans(1) (PLN bn)



Deposits of customers(1) (PLN bn)



PKO TFI assets(2) (PLN bn)



In 2011:

- increase in loan portfolio by PLN 12.9 bn y/y and customer deposits by PLN 13.2 bn y/y
- in retail segment gross loans increased by 7.8% y/y and 1deposits by 9.0% y/y thanks to providing attractive and competitive banking products along with flexible response in unstable market conditions
- In corporate segment gross loans and deposits grew by 17.2% y/y and 14.8% respectively thanks to strengthening the customers' relationships with the Bank by means of, amongst others, a loyalty programme and the flexible adaptation of the current product offer to client needs
- PKO TFI moved from 5th to 3rd market position despite of decrease in assets under management by PLN 1.6 bn y/y, mainly due to slump on financial markets

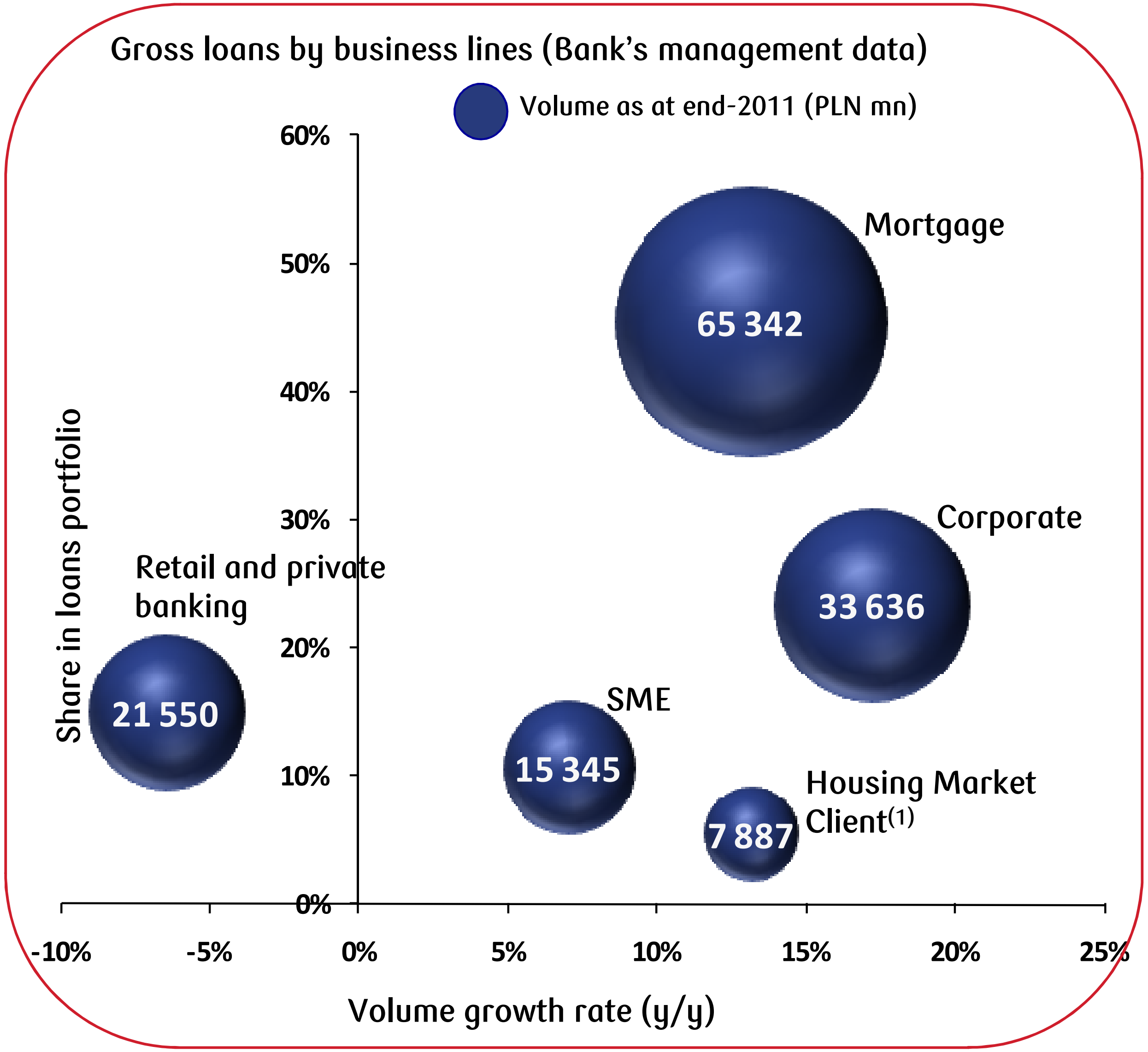
... Change y/y

(1) Bank's management data (2) Assets under management - PKO TFI data

Bank Polski

Volumes - loans

Balanced growth of loan portfolio



In 2011:

- mortgage loans volume, which represent 45.5% of the whole lending portfolio, grew by 13% y/y
- corporate loans, second in terms of size (23% share in lending portfolio), increased by 17% y/y
- retail and private banking loans, with 15% share in total loans, decreased by 6% y/y
- SME loans (11% of whole portfolio) growth rate was at level +7 y/y
- housing market client loans (5.5% share in portfolio) increased by 13% y/y

(1) Includes housing loans supported by State Treasury , loans granted to developers and housing cooperatives

Volumes - deposits

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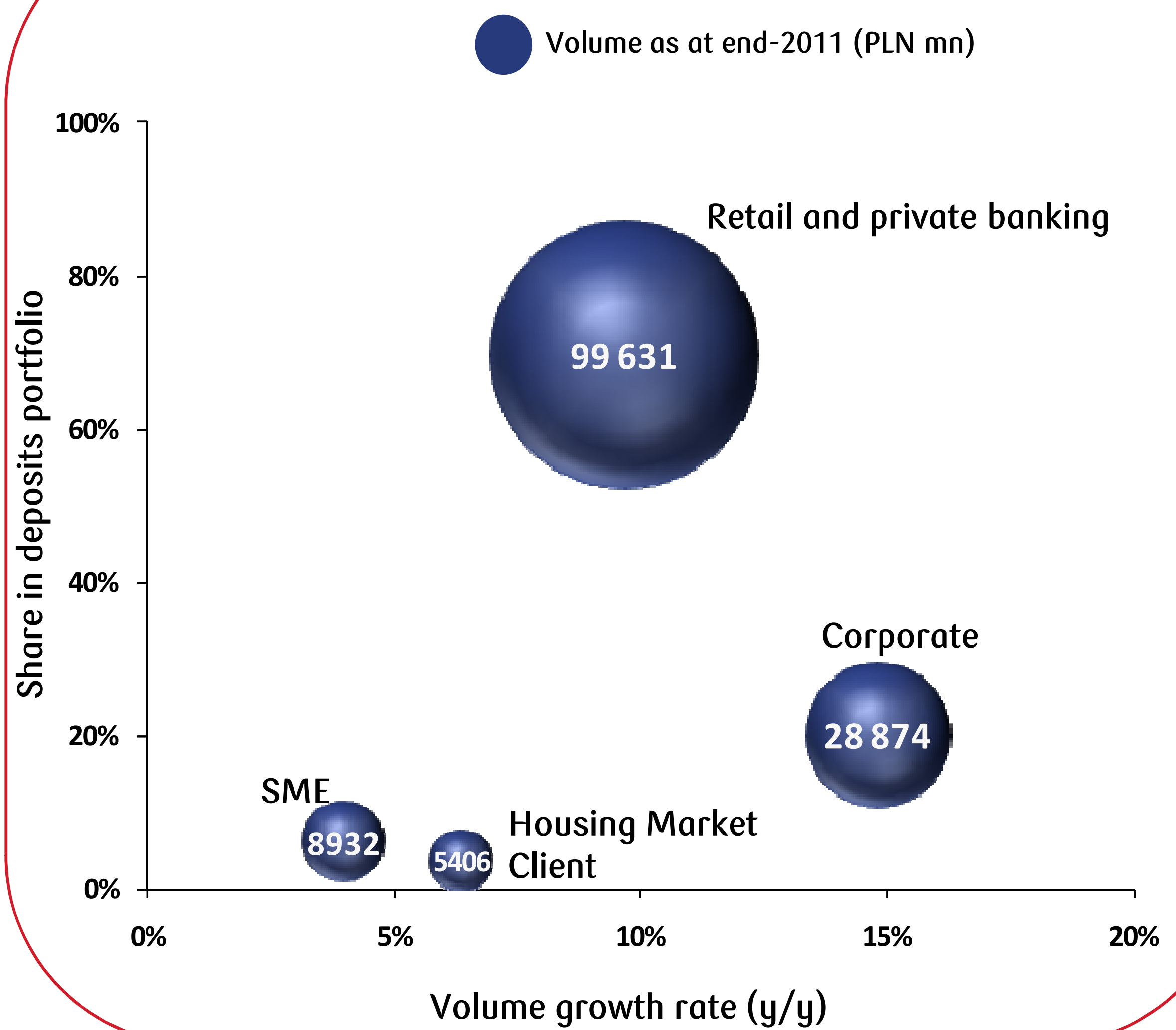
Retail deposits fundamental for Bank's deposit basis

Deposits by business lines (Bank's management data)



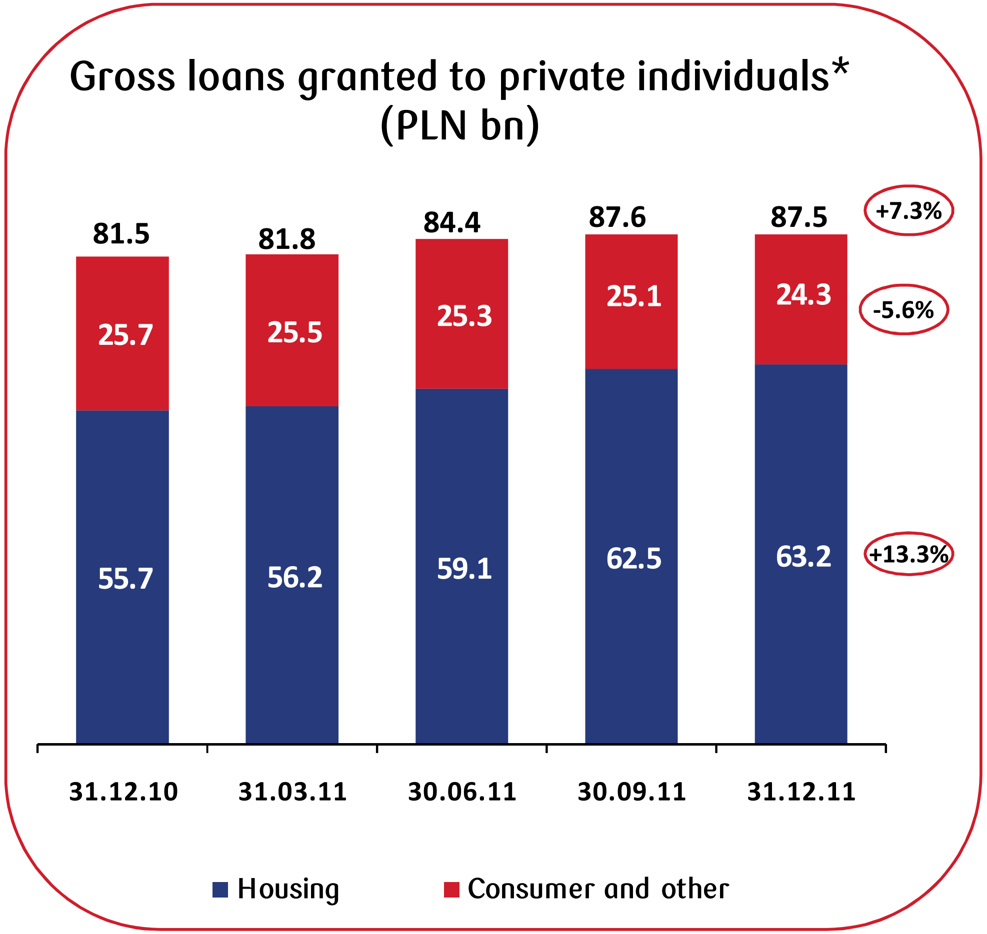
In 2011:

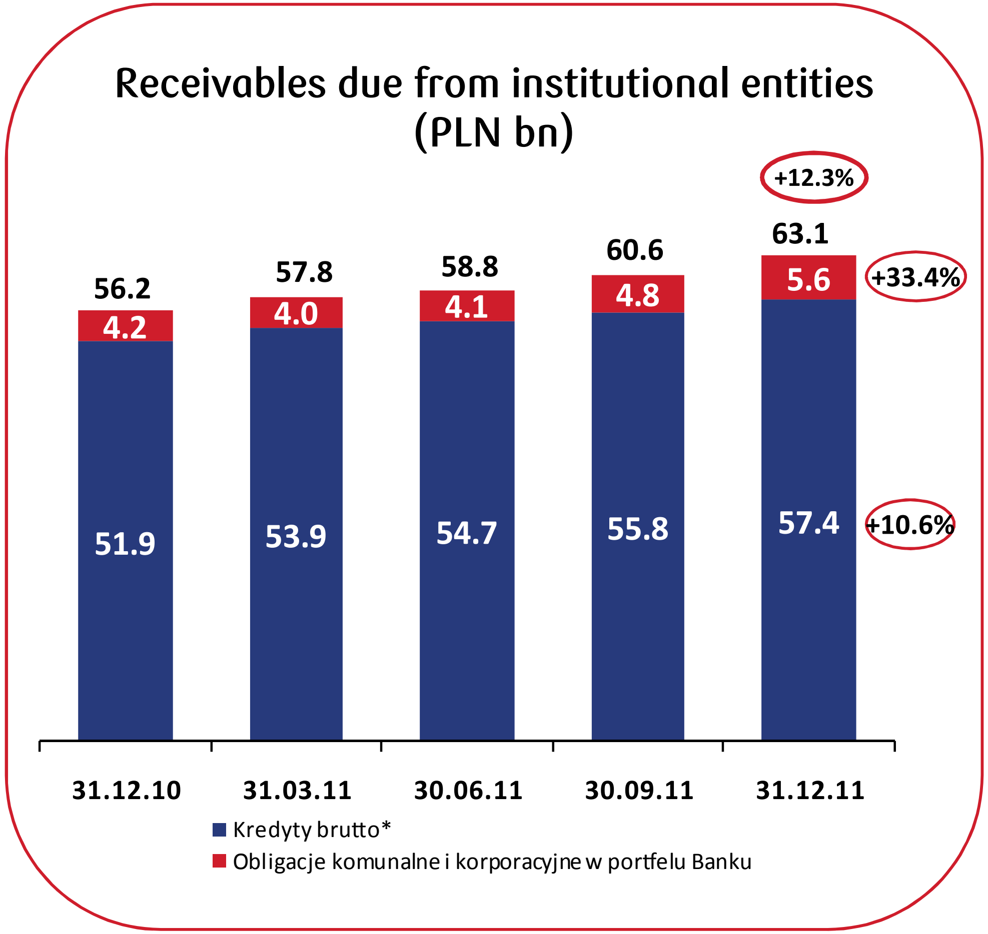
- retail and private banking deposits representing 70% of the total deposit base, increased by 10% y/y
- volume of corporate deposits, with share in total deposits at a level of 20%, increased by 15% y/y
- SME deposits (6% share in portfolio) were 4% higher than a year ago
- volume of housing market client deposits (4% share in total deposits) increased by 6% y/y

Lending volumes

Bank Polski

The highest in sector volume of retail loans and corporate receivables





- In 2011 gross loans granted to private individuals and receivables due from institutional entities grew by PLN 6.0 bn y/y and PLN 6.9 bn y/y respectively

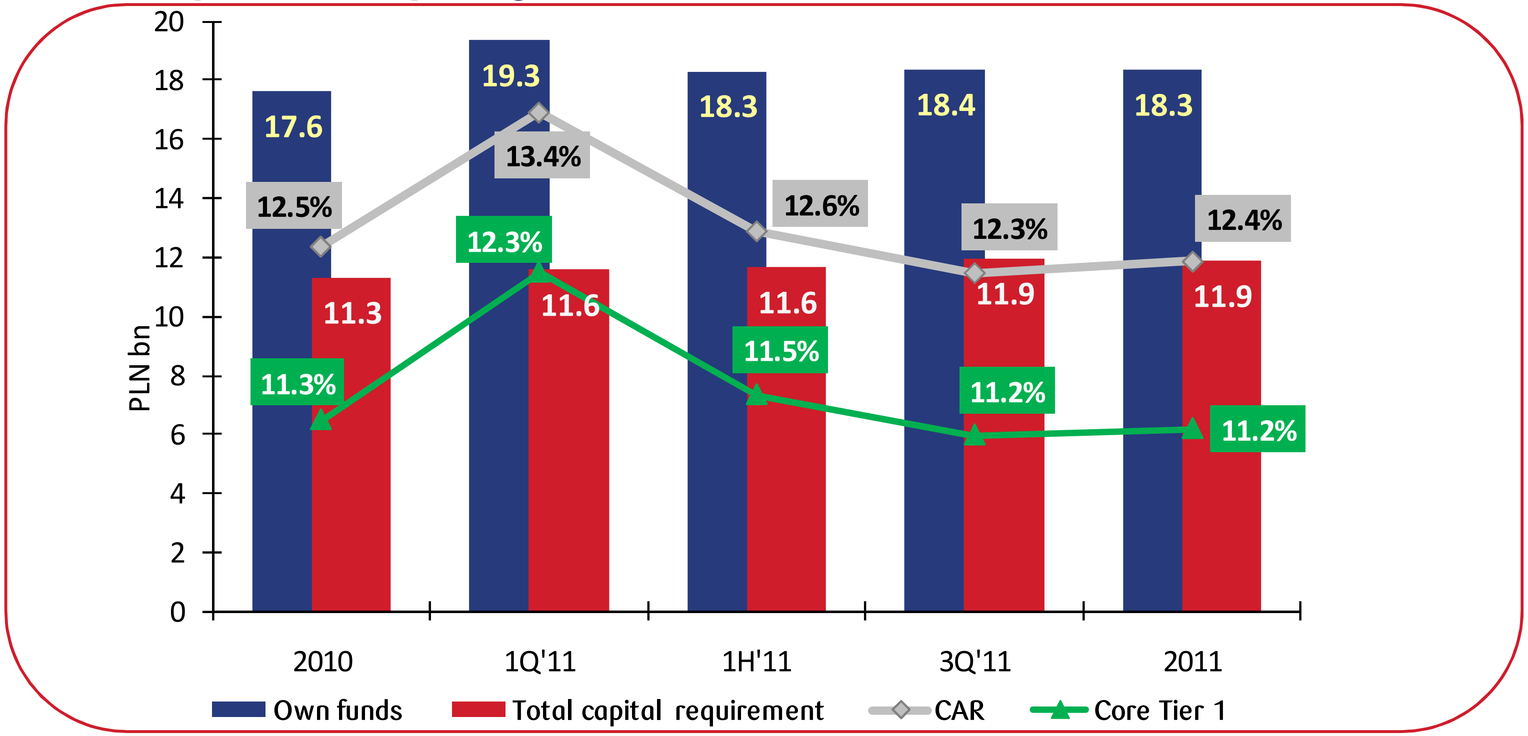
Change y/y

* Data from reports to Polish Central Bank (NBP) and own analyses on basis of banks' financial data (officially available)

Capital adequacy

Bank Polski

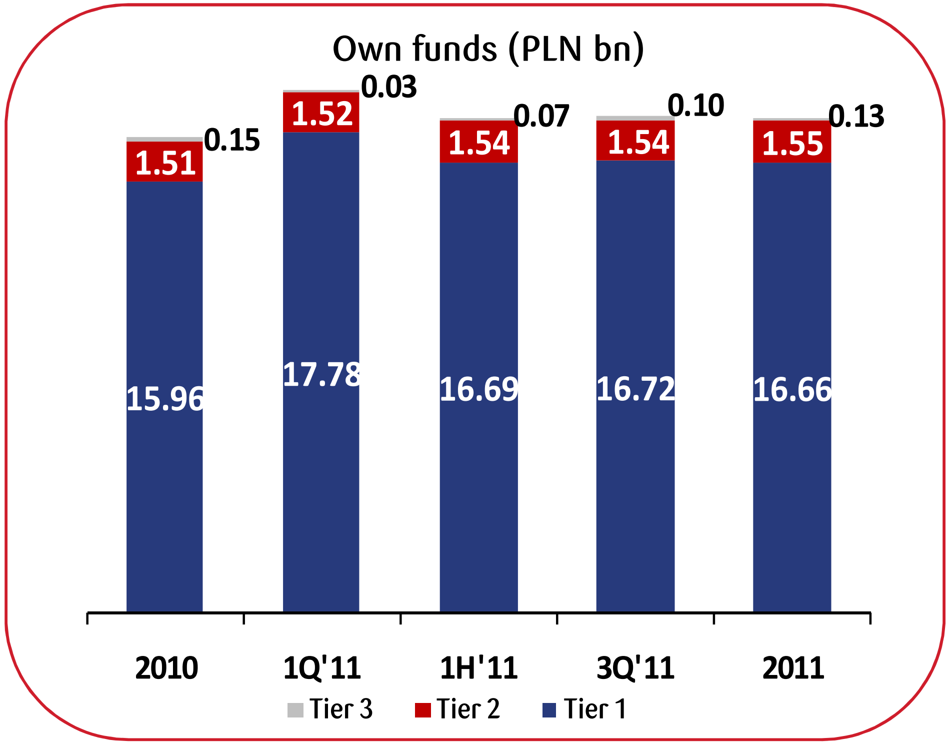
Secure level of capital adequacy ratio

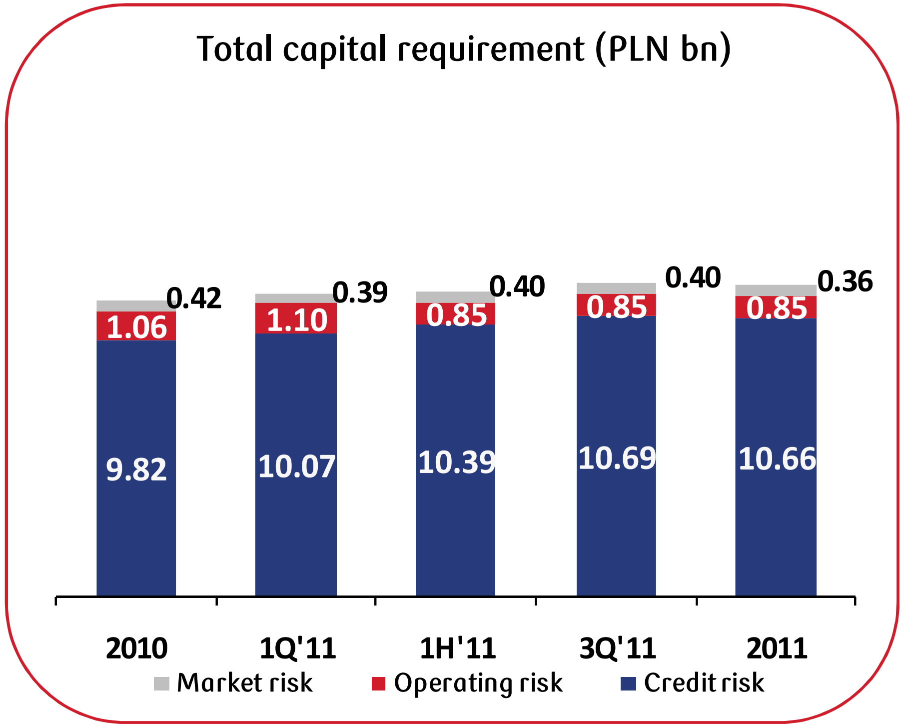


- In 2011 capital adequacy ratio decreased by 0.1 pp. y/y due to growth of total capital requirement
- In 2011 EBA confirmed twice high capital security of PKO Bank Polski comparing to biggest European banks, of which:
  - results of stress tests (announced in July 2011) proved that in case of adverse scenario, the capital adequacy ratio Core Tier 1 would be at level 12.2% as at end of year 2012, significantly above minimum of 5%
  - according to review of European banks' capital positions and sovereign exposures (published in December 2011) the Core Tier 1 capital ratio as at the end of September 2011 – based on the EBA methodology – amounted to 11.16%, well above the accepted 9% minimum

Capital adequacy

Higher of total capital requirements due to growth of loan portfolio





In 2011 increase in:

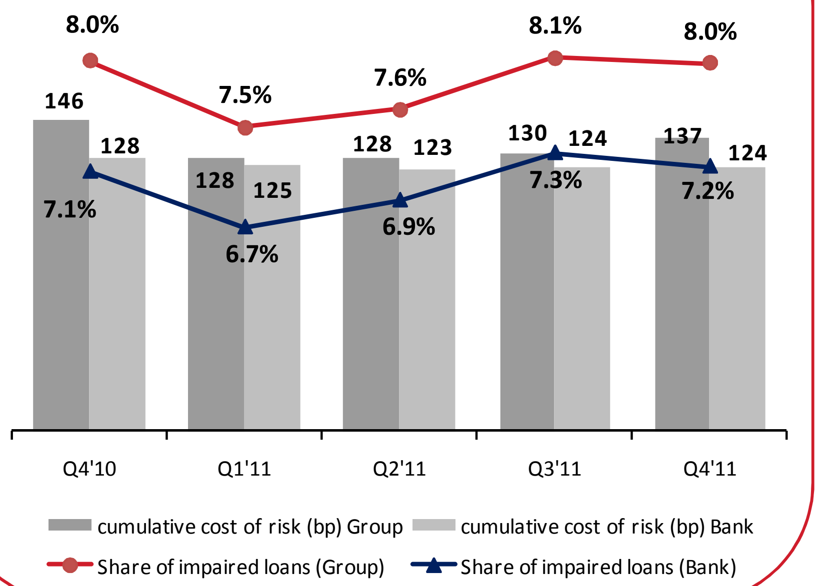
- own funds calculated for capital adequacy purposes by PLN 724 mln (+4.1% y/y) mainly as a result of increase in Tier 1 funds due to growth of reserve capital
- total capital requirement by PLN 563 mn (+5.0% y/y) due to higher credit risk requirement as an effect of growth of Group loan portfolio

Quality of loan portfolio

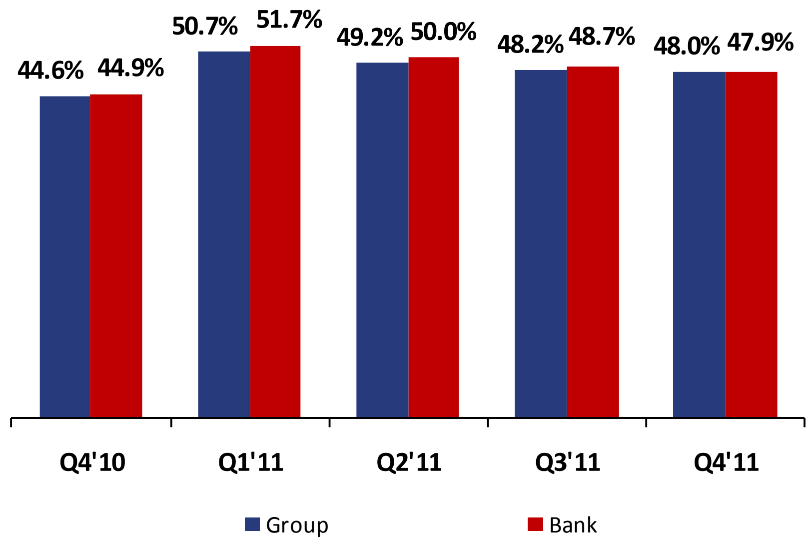
Bank Polski

Impaired loans ratio maintained at level like a year earlier

Share of loans with recognized impairment and cost of risk



Coverage of loans with recognized impairment by impairment allowances



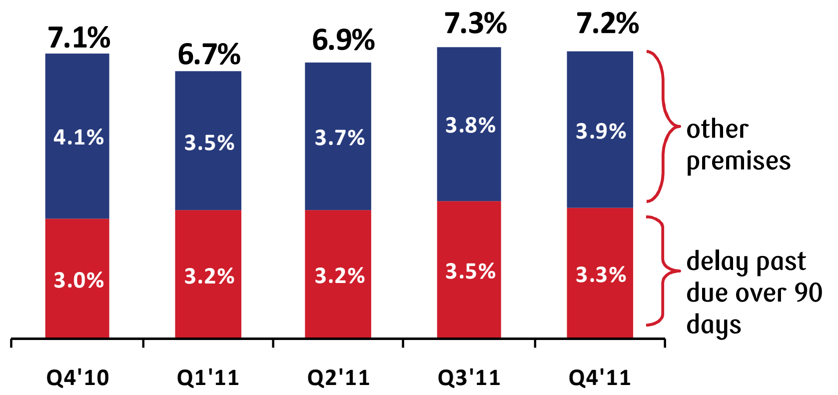
- As at end of 2011 share of loans with recognized impairment for the PKO Bank Polski Group was at the same level as compared to end-2010 and coverage ratio higher by 3.4 pp. y/y
- In Q4 2011 for the PKO Bank Polski Group:
  - share of loans with recognized impairment decreased by 0.1 pp. q/q mainly due to sale of impaired loans (amounting above PLN 600 mn) along with deterioration of quality of corporate loans
  - coverage ratio of loans with recognized impairment decreased by 0.2 pp. q/q and was at 48.0%
  - cumulative cost of risk was at 1.37%, higher by 0.07 pp. comparing to previous quarter due to increase of net impairment allowance in subsidiaries

Quality of loan portfolio

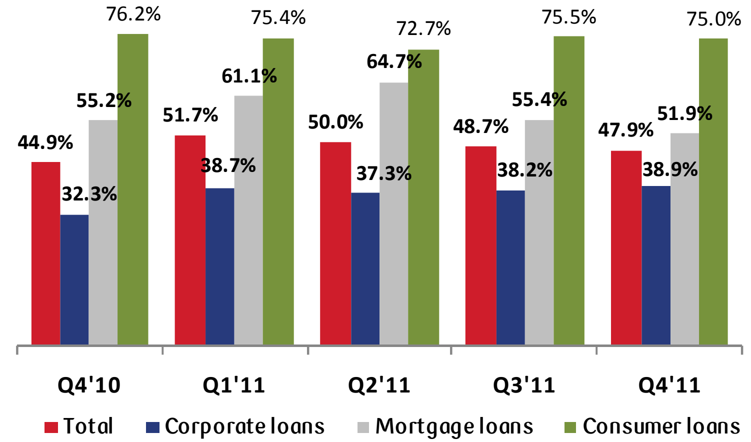
Bank Polski

Stable cost of risk in 2011

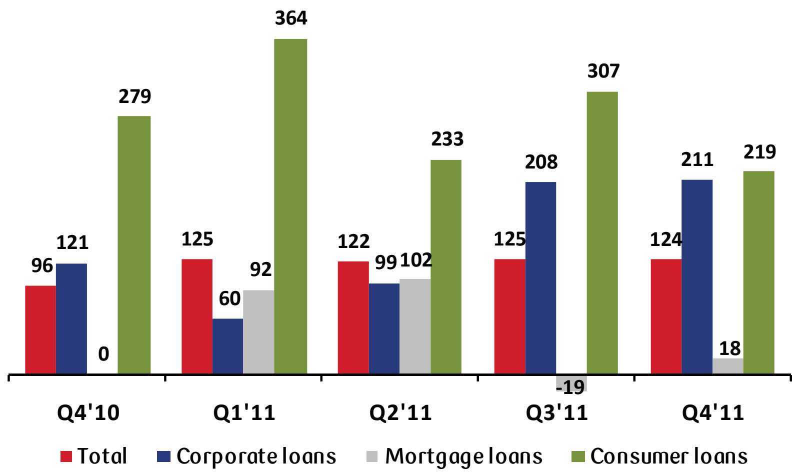
Share of loans with recognized impairment



Coverage of loans with recognized impairment by impairment allowance



Cost of risk in period (bp.)



- Share of loans with recognized impairment for PKO Bank Polski increased by 0.1 pp. y/y
- In Q4 2011 share of loans delayed past due over 90 days decreased by 0.2 pp. q/q due to sale of impaired loans
- In 2011 coverage of loans with recognized impairment by impairment allowance on stable level for consumer and corporate loans
- In Q4 2011 decrease in coverage ratio for mortgage loans due to low net impairment allowance in respect of this portfolio
- In Q4 2011 cost of risk at level close to previous quarter

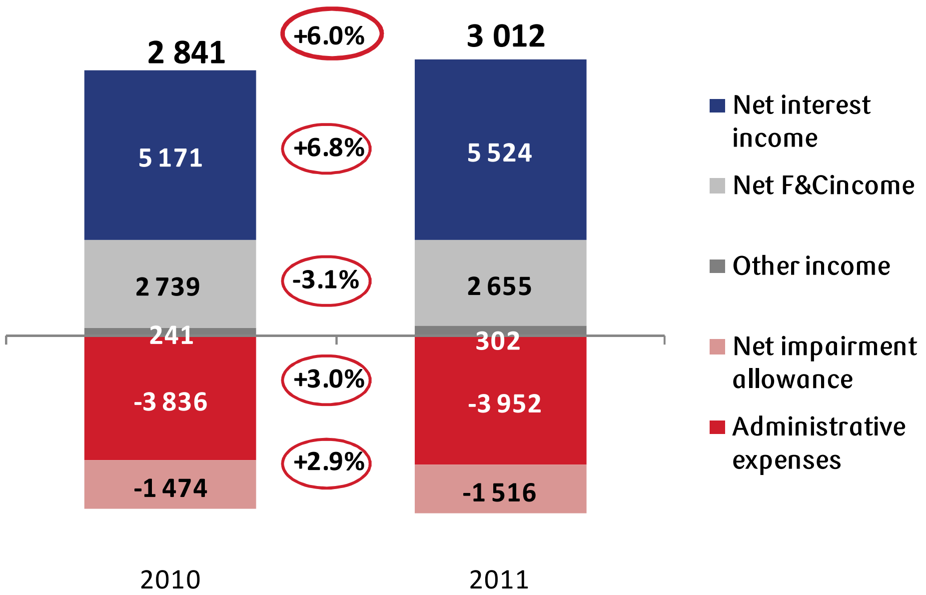
Bank Polski

BACK UP

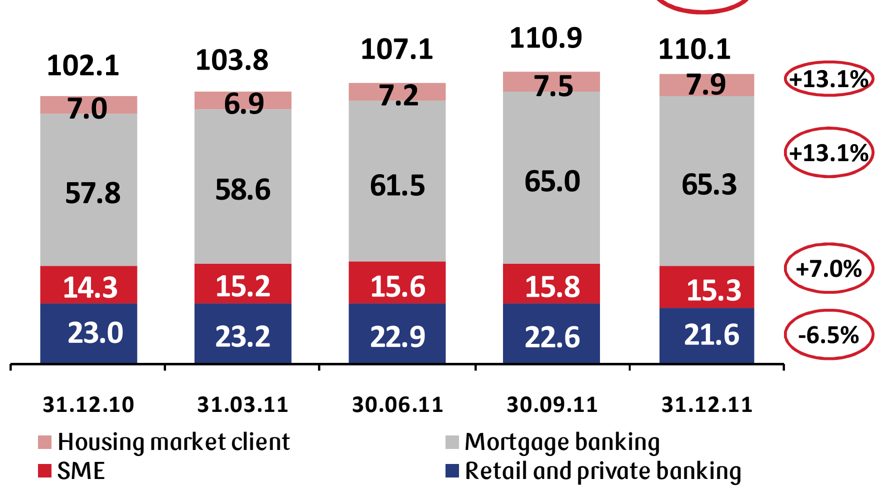
Retail segment

Bank Polski

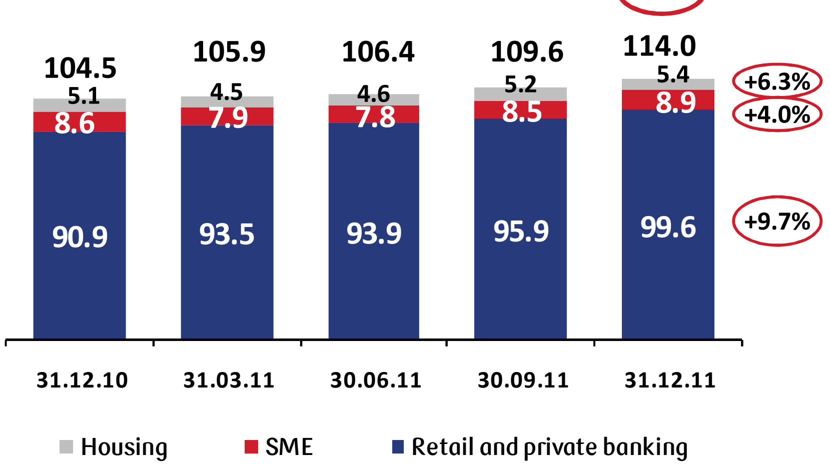
Gross financial result of retail segment (PLN mn)



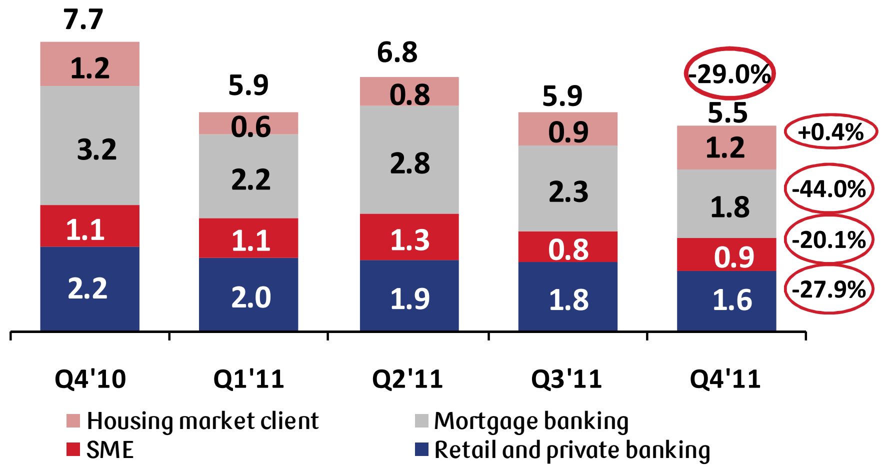
Gross loans* (PLN bn)



Deposits* (PLN bn)



New sales of loans* (PLN bn)



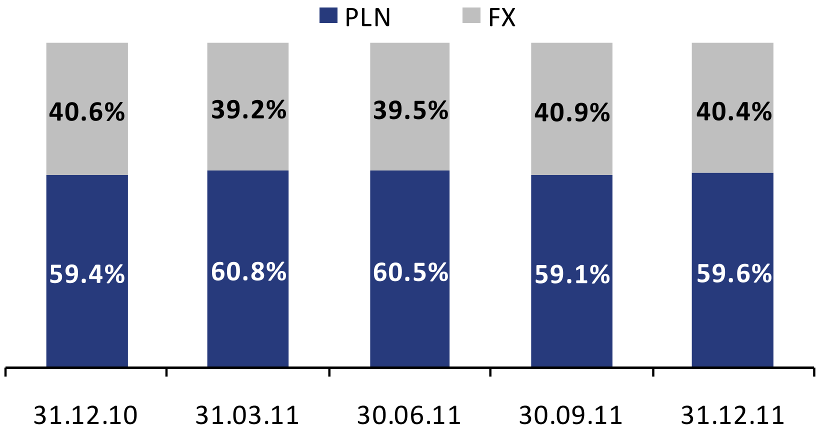
Change y/y

* Bank's management data

Retail segment- mortgage loans

Bank Polski

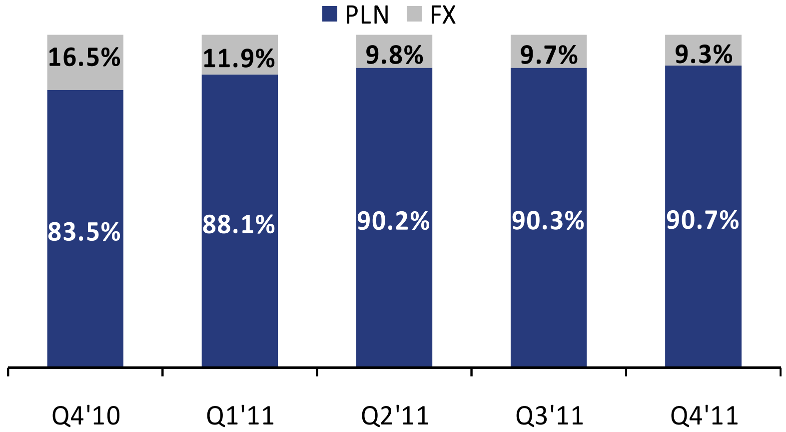
Structure of mortgage loans porfolio



82%	81%	81%	81%	81%

Average LTV of loans portfolio

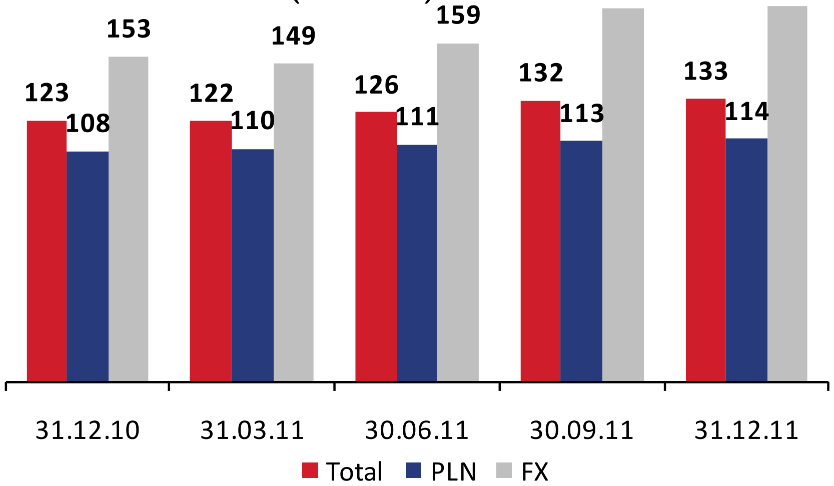
Structure of new sales of mortgage loans



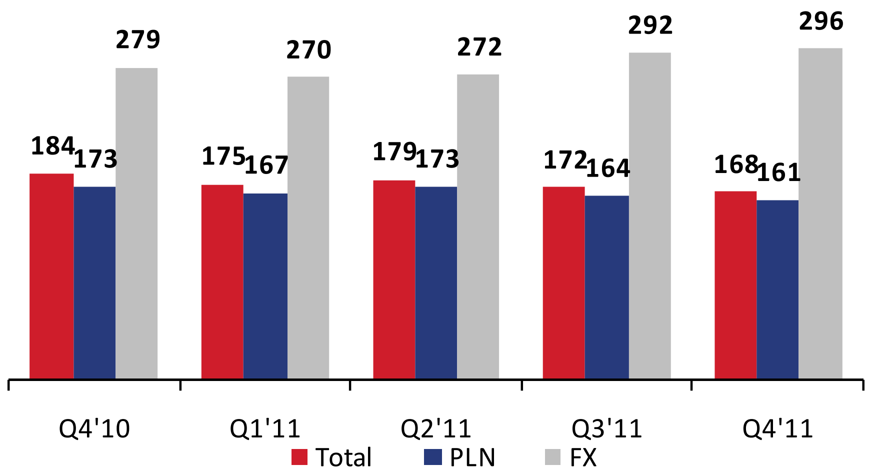
73%	72%	70%	69%	69%

Average LTV of new sales

Average carrying value of mortgage loan (PLN '000)

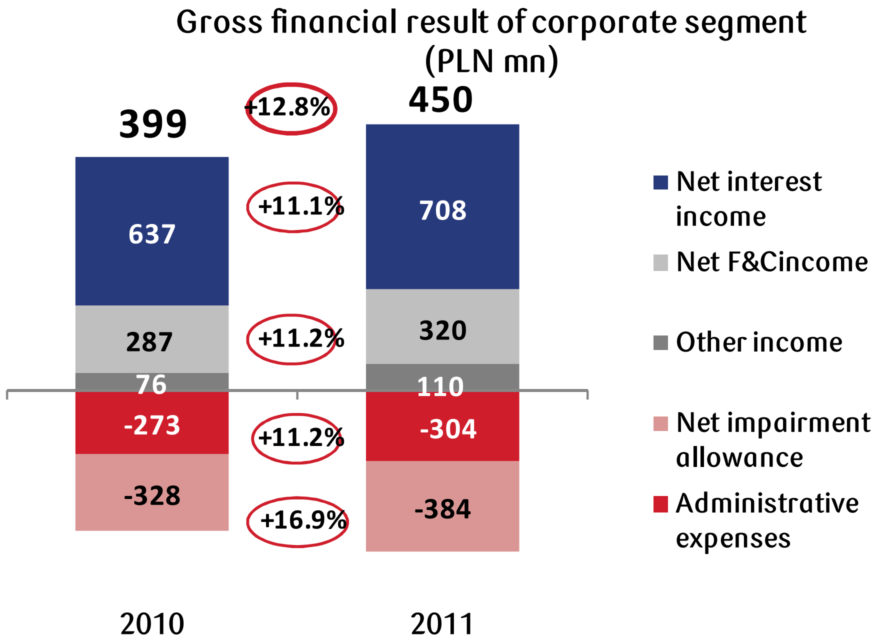


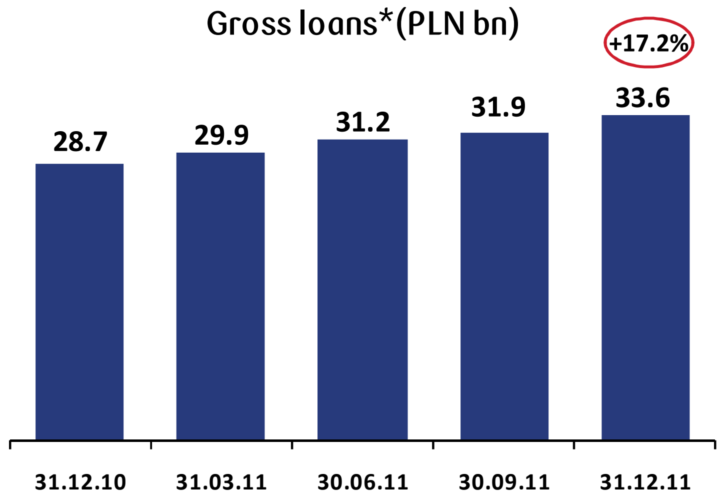
Average value of mortgage loan in new slaes (PLN '000)

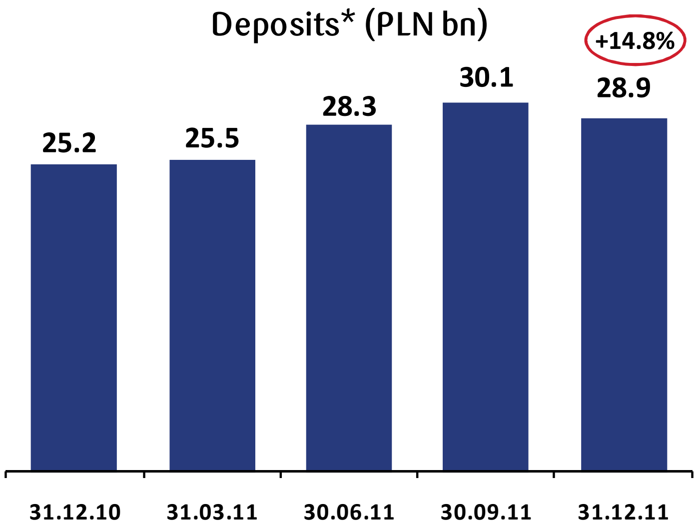


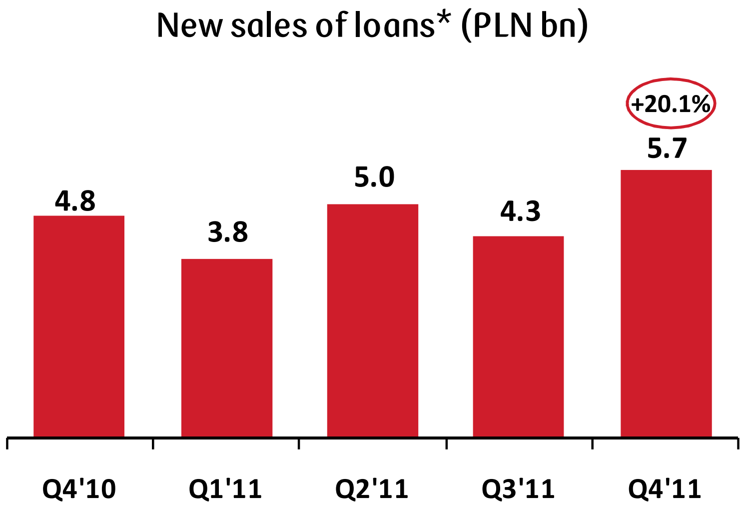
Corporate segment

Bank Polski







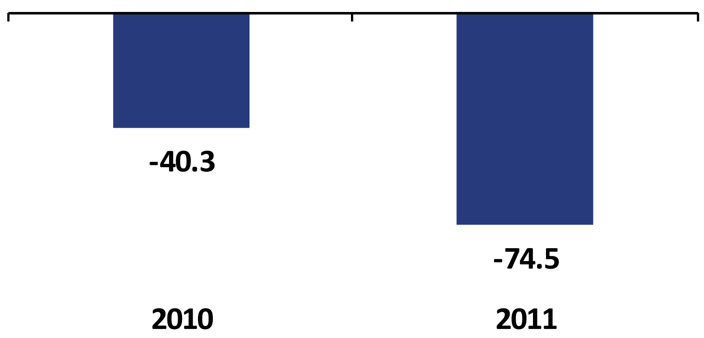


Change y/y

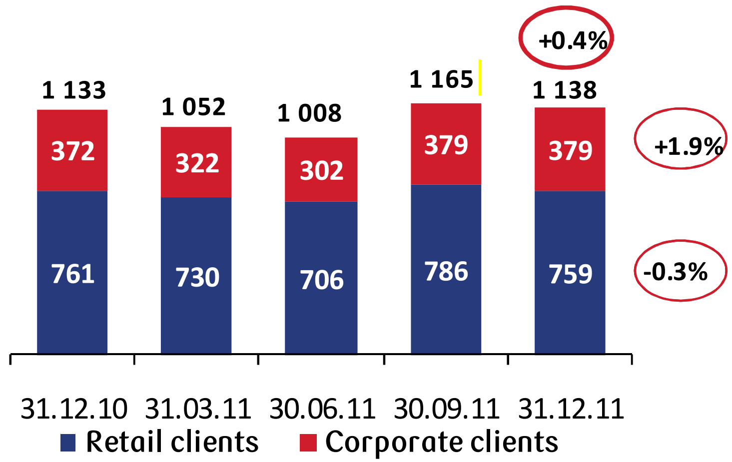
* Bank's management data

Ukraine operations - Kredobank

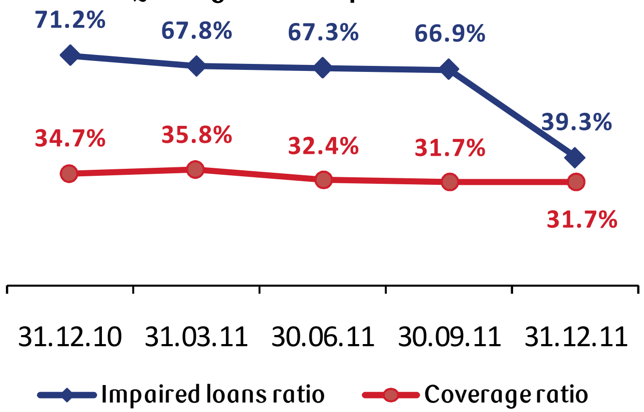
Net financial result of Kredobank (PLN mn)



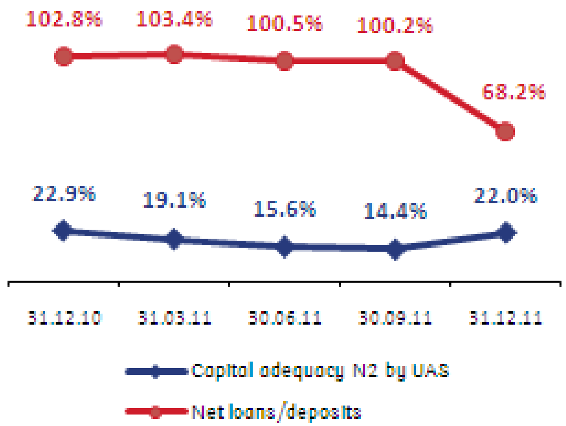
Total deposits (PLN mn)



Quality of loans portfolio



Adequacy ratios



- In Q4 2011 Kredobank has completed its Ist stage of restructuring according to new strategy of Kredobank approved in 2011. The bank has transferred the historical portfolio of „bad debts" to SPV and in result the financial position of Kredobank has significantly improved
- The drop in the result and the decrease in the gross loan portfolio is mainly an effect of extraction „bad debts" portfolio with a total value of PLN 700 mn to SPV in December 2011, which resulted in one-off cost of additional provision amounting to PLN 57 mn. In Q4 2011 there was a revaluation of Kredobank's real etates

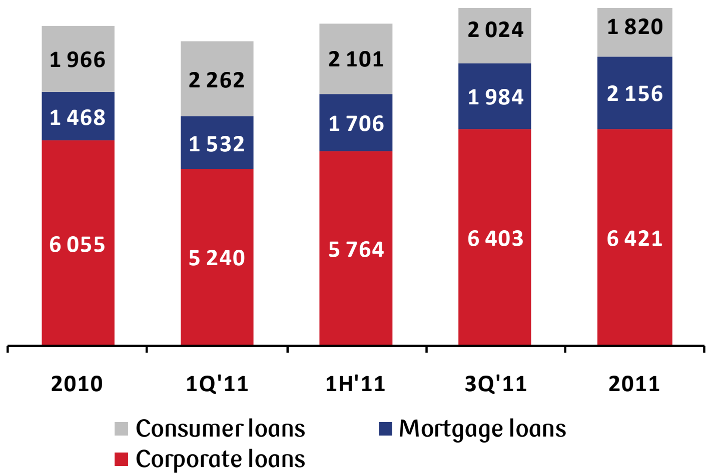
Change y/y

Structure of loan portfolio

Bank Polski

PLN mn (eop)	2010	1Q'11	1H'11	3Q'11	2011	Change y/y	Change q/q
Loans loans with recognized impairment	9 490	9 034	9 572	10 412	10 396	9.5%	-0.2%
Loans loans without recognized impairment	123 709	126 442	129 381	132 647	134 646	8.8%	1.5%
TOTAL	133 199	135 476	138 953	143 058	145 041	8.9%	1.4%

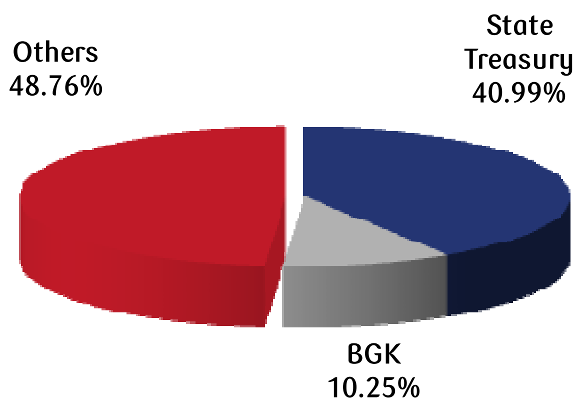
Structure of loans with recognized impairment



- Decrease in volume of loans with recognized impairment in Q4 2011 mainly due to sale of impaired loans, first of all from consumer loans portfolio
- Corporate loans constituted around 60% of total loans with recognized impairment and this proportion was stable during whole year 2011

Shareholders structure of PKO Bank Polski

	As at 31.12.2011		As at 31.12.2010		Change	
	number of shares (mn)	share in votes at GM	number of shares (mn)	share in votes at GM	number of shares (mn)	share in votes at GM (pp.)
State Treasury	512.41	40.99%	512.41	40.99%	0.00	0.00
Bank Gospodarstwa Krajowego (BGK)	128.10	10.25%	128.10	10.25%	0.00	0.00
State Treasury and BGK together	640.51	51.24%	640.51	51.24%	0.00	0.00
Other shareholders	609.49	48.76%	609.49	48.76%	0.00	0.00
TOTAL	1 250.00	100.00%	1 250.00	100.00%	0.00	0.00



- On 18 July 2011 an application was filed with the Polish Financial Supervision Authority for approval of the Bank's prospectus prepared in connection with the public offering of the sale by State Treasury and BGK of up to 190,602,731 of the Bank's shares (i.e. up to 15% of the Bank's share capital) and the request for admission and introduction of 197,500,000 series A shares of the Bank to trading on the main market operated by the Warsaw Stock Exchange
- On 23 August 2011 Bank received a letter from the State Treasury and BGK informing of the suspension of the preparation and of the conducting of the sale of shares in PKO Bank Polski SA by way of a public offering
- On 16 December 2011, the Management Board of PKO Bank Polski SA received letters from the State Treasury and BGK in which they informed about the decision to resign from carrying out the joint sale of the Bank's shares through a secondary public offering and discontinuing work on the offering

Rating of PKO Bank Polski

Rating Agency / Category	Fitch	Moody's Investors Service	Standard & Poor's
Long-term (foreign/local)		A2/A2 with stable outlook	/A-pi
Short-term (foreign/local)		Prime-1/Prime-1 with stable outlook	
Support	2		
Financial strength		C- with negative outlook	

Ratings awarded to Bank were confirmed in 2011 by agencies: on 5 September 2011 by Fitch, on 26 September 2011 by Moody's and on 13 December 2011 by Standard&Poor's

Basic operational data

Bank Polski

Item (eop)	1Q'11	1H'11	3Q'11	2011
Total number of accounts ('000):	6 126	6 148	6 171	6 182
- current accounts	5 462	5 482	5 503	5 511
- Inteligo current accounts	664	665	669	671
Number of banking cards ('000)	7 094	7 086	7 097	7 166
of which: credit cards	*1 001*	*997*	*1 010*	*1 009*
Number of branches:	1 205	1 201	1 201	1 198
- retail	1 138	1 134	1 134	1 131
- corporate	67	67	67	67
Number of agencies	1 848	1 709	1 560	1 400
Number of ATMs	2 419	2 426	2 425	2 457

Profit and loss account of PKO Bank Polski Group

Bank Polski

Profit and loss account (PLN '000)	2010	2011	2011/2010
Net interest income	6 516 166	7 609 116	+16.8%
Net fee and commission income	3 142 829	3 101 444	-1.3%
Other income	538 556	431 756	-19.8%
Dividend income	5 663	6 800	+20.1%
Net income from financial instruments designated at fair value	(62 577)	(75 056)	+19.9%
Gains less losses from investment securities	73 056	20 179	-72.4%
Net foreign exchange gains	346 762	337 296	-2.7%
Net other operating income and expense	175 652	142 537	-18.9%
Total income items	10 197 551	11 142 316	+9.3%
Net impairment allowance and write-offs	(1 868 364)	(1 930 447)	+3.3%
Administrative expenses	(4 249 136)	(4 411 357)	+3.8%
Share in net profit (losses) of associates and jointly controlled entities	(815)	(19 652)	24x
Profit before income tax	4 079 236	4 780 860	+17.2%
Income tax expense	(866 430)	(976 115)	+12.7%
Net profit attributable to non-controlling shareholders	(4 077)	(2 450)	-39.9%
Net profit attributable to the parent company	3 216 883	3 807 195	+18.4%

Profit and loss account of PKO Bank Polski Group

Bank Polski

Profit and loss account (PLN '000)	Q4'10	Q1'11	Q2'11	Q3'11	Q4'11	Q4'11/ Q4'10	Q4'11/ Q3'11
Net interest income	1 730 830	1 719 469	1 855 077	1 964 135	2 070 435	+19.6%	+5.4%
Net fee and commission income	818 027	737 194	804 209	768 302	791 739	-3.2%	+3.1%
Other income	103 349	124 197	75 453	119 021	113 085	+9.4%	-5.0%
Dividend income	68	17	6 520	263	-	n.m.	n.m.
Net income from financial instruments designated at fair value	(24 169)	(474)	(34 802)	(28 592)	(11 188)	-53.7%	-60.9%
Gains less losses from investment securities	36 443	3 532	12 405	670	3 572	-90.2%	+433.1%
Net foreign exchange gains	54 948	74 869	57 516	115 102	89 809	+63.4%	-22.0%
Net other operating income and expense	36 059	46 253	33 814	31 578	30 892	-14.3%	-2.2%
Total income items	2 652 206	2 580 860	2 734 739	2 851 458	2 975 259	+12.2%	+4.3%
Net impairment allowance and write-offs	(426 427)	(438 408)	(442 992)	(487 736)	(561 311)	+31.6%	+15.1%
Administrative expenses	(1 156 653)	(1 054 117)	(1 069 054)	(1 102 542)	(1 185 644)	+2.5%	+7.5%
Share in net profit (losses) of associates and jointly controlled entities	3 820	(3 338)	(459)	679	(16 534)	-532.8%	n.m.
Profit before income tax	1 072 946	1 084 997	1 222 234	1 261 859	1 211 770	+12.9%	-4.0%
Income tax expense	(207 224)	(214 366)	(255 718)	(245 165)	(260 866)	+25.9%	+6.4%
Net profit attributable to non-controlling shareholders	(1 974)	(385)	(782)	(331)	(952)	-51.8%	+187.6%
Net profit attributable to the parent company	867 696	871 016	967 298	1 017 025	951 856	+9.7%	-6.4%

Consolidated statement of financial position of PKO Bank Polski Group

Bank Polski

Assets (PLN '000)	End - 2010	End - 1Q'11	End - 1H'11	End - 3Q'11	End - 2011	Change y/y	Change q/q
Cash and balances with the Central Bank	6 182 412	4 713 254	7 643 539	7 743 480	9 142 168	+47.9%	+18.1%
Amounts due from other banks	2 307 032	2 819 437	2 225 799	3 483 529	2 396 227	+3.9%	-31.2%
Trading assets	1 503 649	3 329 249	1 618 339	813 848	1 311 089	-12.8%	+61.1%
Derivative financial instruments	1 719 085	1 838 911	1 695 315	3 019 277	3 064 733	+78.3%	+1.5%
Financial assets designated at fair value through P&L	10 758 331	11 016 581	12 331 438	13 496 683	12 467 201	+15.9%	-7.6%
Loans and advances to customers	130 668 119	132 419 804	135 680 439	139 695 281	141 634 494	+8.4%	+1.4%
Investment securities available for sale and securities held to maturity	10 219 400	10 068 039	10 967 850	12 195 237	14 393 276	+40.8%	+18.0%
Tangible fixed assets	2 576 445	2 552 022	2 517 981	2 521 661	2 541 317	-1.4%	+0.8%
Other assets	3 726 028	3 936 282	4 021 160	4 027 944	3 797 532	+1.9%	-5.7%
TOTAL ASSETS	169 660 501	172 693 579	178 701 860	186 996 940	190 748 037	+12.4%	+2.0%

Liabilities and eqiuty (PLN '000)	End - 2010	End - 1Q'11	End - 1H'11	End - 3Q'11	End - 2011	Change y/y	Change q/q
Amounts due to the central bank	3 370	2 517	2 368	3 689	3 454	+2.5%	-6.4%
Amounts due to banks	5 233 875	5 524 082	6 220 068	6 517 940	6 239 164	+19.2%	-4.3%
Derivative financial instruments	2 404 795	1 645 249	2 258 812	3 009 468	2 645 281	+10.0%	-12.1%
Amounts due to customers	132 981 215	135 565 289	139 093 383	143 952 056	146 473 897	+10.1%	+1.8%
Debt securities in issue	3 298 867	3 397 017	3 457 057	6 758 821	7 771 779	+135.6%	+15.0%
Subordinated liabilities	1 611 779	1 631 871	1 612 902	1 635 314	1 614 377	+0.2%	-1.3%
Other liabilities	2 767 032	2 868 251	5 415 335	3 172 032	3 178 101	+14.9%	+0.2%
Total equity	21 359 568	22 059 303	20 641 935	21 947 620	22 821 984	+6.8%	+4.0%
TOTAL EQUITY AND LIABILITIES	169 660 501	172 693 579	178 701 860	186 996 940	190 748 037	+12.4%	+2.0%

Profit and loss account of PKO Bank Polski

Profit and loss account (PLN '000)	2010	2011	2011/2010
Net interest income	6 383 776	7 504 969	+17.6%
Net fees and commission income	2 937 559	2 872 801	-2.2%
Other income	470 740	406 773	-13.6%
Dividend income	109 895	94 028	-14.4%
Net income from financial instruments designated at fair value	(56 489)	(78 538)	+39.0%
Gains less losses from investment securities	71 282	16 303	-77.1%
Net foreign exchange gains	341 348	331 367	-2.9%
Net other operating income and expense	4 704	43 613	9x
Total income items	9 792 075	10 784 543	+10.1%
Net impairment allowance and write-offs	(1 767 046)	(1 812 122)	+2.6%
Administrative expenses	(3 902 112)	(4 058 490)	+4.0%
Profit before income tax	4 122 917	4 913 931	+19.2%
Income tax expense	(811 708)	(960 309)	+18.3%
Net profit	3 311 209	3 953 622	+19.4%

Profit and loss account of PKO Bank Polski

Bank Polski

Profit and loss account (PLN '000)	Q4'10	Q1'11	Q2'11	Q3'11	Q4'11	Q4'11/ Q4'10	Q4'11/ Q3'11
Net interest income	1 689 114	1 687 029	1 832 431	1 952 719	2 032 790	+20.3%	+4.1%
Net fees and commission income	759 610	693 142	739 365	704 224	736 070	-3.1%	+4.5%
Other income	67 383	82 837	132 164	88 385	103 387	+53.4%	+17.0%
Dividend income	68	17	93 748	263	-	n.m.	n.m.
Net income from financial instruments designated at fair value	(23 495)	(709)	(34 669)	(28 403)	(14 757)	-37.2%	-48.0%
Gains less losses from investment securities	34 360	3 761	11 349	930	263	-99.2%	-71.7%
Net foreign exchange gains	52 235	73 986	56 273	114 590	86 518	+65.6%	-24.5%
Net other operating income and expense	4 215	5 782	5 463	1 005	31 363	+644.1%	31x
Total income items	2 516 107	2 463 008	2 703 960	2 745 328	2 872 247	+14.2%	+4.6%
Net impairment allowances	(407 452)	(432 124)	(425 611)	(473 134)	(481 253)	+18.1%	+1.7%
General administrative expenses	(1 061 419)	(977 147)	(983 073)	(1 026 596)	(1 071 674)	+1.0%	+4.4%
Profit before income tax	1 047 236	1 053 737	1 295 276	1 245 598	1 319 320	+26.0%	+5.9%
Income tax expense	(205 499)	(202 393)	(251 456)	(244 022)	(262 438)	+27.7%	+7.5%
Net profit	841 737	851 344	1 043 820	1 001 576	1 056 882	+25.6%	+5.5%

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