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# PKO Bank Polski SA Group Report for three quarters of 2011

# SELECTED FINANCIAL DATA

|  | PLN the                                    | ousand                                     | EUR thousand                               |  |  |
|--|--|--|--|--|--|
| SELECTED CONSOLIDATED FINANCIAL DATA                     | period from<br>01.01.2011<br>to 30.09.2011 | period from<br>01.01.2010<br>to 30.09.2010 | period from<br>01.01.2011<br>to 30.09.2011 | period from<br>01.01.2010<br>to 30.09.2010 |  |
| Net interest income                                      | 5 538 681                                  | 4 785 336                                  | 1 370 520                                  | 1 195 527                                  |  |
| Net fee and commission income                            | 2 309 705                                  | 2 324 802                                  | 571 525                                    | 580 808                                    |  |
| Operating profit   | 3 572 208                                  | 3 010 925                                  | 883 925                                    | 752 223                                    |  |
| Profit before income tax                                 | 3 569 090                                  | 3 006 290                                  | 883 154                                    | 751 066                                    |  |
| Net profit (including non-controlling shareholders)      | 2 853 841                                  | 2 347 084                                  | 706 169                                    | 586 375                                    |  |
| Net profit attributable to the parent company            | 2 855 339                                  | 2 349 187                                  | 706 540                                    | 586 901                                    |  |
| Earnings per share for the period - basic (in PLN/EUR)   | 2.28                                       | 1.88                                       | 0.57                                       | 0.47                                       |  |
| Earnings per share for the period - diluted (in PLN/EUR) | 2.28                                       | 1.88                                       | 0.57                                       | 0.47                                       |  |
| Net comprehensive income                                 | 3 063 052                                  | 2 394 481                                  | 757 937                                    | 598 216                                    |  |
| Net cash flow from / used in operating activities        | 3 944 314                                  | (2 938 950)                                | 976 001                                    | (734 242)                                  |  |
| Net cash flow from / used in investing activities        | (1 505 893)                                | (847 504)                                  | (372 626)                                  | (211 733)                                  |  |
| Net cash flow from / used in financing activities        | 32 197                                     | 62 545                                     | 7 967                                      | 15 626                                     |  |
| Total net cash flows                                     | 2 470 618                                  | (3 723 909)                                | 611 342                                    | (930 349)                                  |  |

|   | PLN the                   | ousand                    | EUR thousand              |                           |  |
|---|---------------------------|---------------------------|---------------------------|---------------------------|--|
| SELECTED CONSOLIDATED FINANCIAL DATA  | as at<br>30.09.2011       | as at<br>31.12.2010       | as at<br>30.09.2011       | as at<br>31.12.2010       |  |
| Total assets  | 186 996 940               | 169 660 501               | 42 391 399                | 42 840 315                |  |
| Total equity  | 21 947 620                | 21 359 568                | 4 975 431                 | 5 393 422                 |  |
| Total equity attributable to equity holders of the parent company                   | 21 947 648                | 21 357 578                | 4 975 437                 | 5 392 919                 |  |
| Share capital   | 1 250 000                 | 1 250 000                 | 283 370                   | 315 633                   |  |
| Number of shares (in thousand)  | 1 250 000                 | 1 250 000                 | 1 250 000                 | 1 250 000                 |  |
| Book value per share (in PLN/EUR)   | 17.56                     | 17.09                     | 3.98                      | 4.31                      |  |
| Diluted number of shares (in thousand)  | 1 250 000                 | 1 250 000                 | 1 250 000                 | 1 250 000                 |  |
| Diluted book value per share (in PLN/EUR)   | 17.56                     | 17.09                     | 3.98                      | 4.31                      |  |
| Capital adequacy ratio  | 12.29%                    | 12.47%                    | 12.29%                    | 12.47%                    |  |
| Tier 1 capital  | 16 716 301                | 15 960 255                | 3 789 513                 | 4 030 062                 |  |
| Tier 2 capital  | 1 541 380                 | 1 512 546                 | 349 424                   | 381 927                   |  |
| Tier 3 capital  | 98 799                    | 145 928                   | 22 397                    | 36 848                    |  |
|   | PLN tho                   | usand                     | EUR tho                   | ousand                    |  |
| SELECTED STAND-ALONE FINANCIAL DATA   | period from<br>01.01.2011 | period from<br>01.01.2010 | period from<br>01.01.2011 | period from<br>01.01.2010 |  |
|   | to 30.09.2011             | to 30.09.2010             | to 30.09.2011             | to 30.09.2010             |  |
| Net interest income   | 5 472 179                 | 4 694 662                 | 1 354 064                 | 1 172 874                 |  |
| Net fee and commission income   | 2 136 731                 | 2 177 949                 | 528 724                   | 544 120                   |  |
| Operating profit  | 3 594 611                 | 3 075 681                 | 889 469                   | 768 402                   |  |
| Profit before income tax  | 3 594 611                 | 3 075 681                 | 889 469                   | 768 402                   |  |
| Net profit  | 2 896 740                 | 2 469 472                 | 716 784                   | 616 952                   |  |
| Earnings per share for the period - basic (in PLN/EUR)                              | 2.32                      | 1.98                      | 0.57                      | 0.49                      |  |
| Earnings per share for the period – diluted (in PLN/EUR)                            | 2.32                      | 1.98                      | 0.57                      | 0.49                      |  |
| Net comprehensive income  | 3 073 270                 | 2 520 706                 | 760 466                   | 629 751                   |  |
| Net cash flow from / used in operating activities                                   | 3 771 178                 | (3 030 352)               | 933 160                   | (757 077)                 |  |
| Net cash flow from / used in investing activities                                   | (1 776 501)               | (560 128)                 | (439 587)                 | (139 938)                 |  |
| Net cash flow from / used in financing activities                                   | 413 588                   | (72 421)                  | 102 340                   | (18 093)                  |  |
| Total net cash flows  | 2 408 265                 | (3 662 901)               | 595 913                   | (915 108)                 |  |
| SELECTED STAND-ALONE FINANCIAL DATA   | PLN tho                   |                           | EUR the                   |                           |  |
| SELECTED STAIND ALONE THRANGIAL DATA  | as at<br>30.09.2011       | as at<br>31.12.2010       | as at<br>30.09.2011       | as at<br>31.12.2010       |  |
| Total assets  | 184 879 317               | 167 238 919               | 41 911 343                | 42 228 851                |  |
| Total equity  | 21 800 118                | 21 201 848                | 4 941 993                 | 5 353 596                 |  |
| Share capital   | 1 250 000                 | 1 250 000                 | 283 370                   | 315 633                   |  |
| Number of shares (in thousand)  | 1 250 000                 | 1 250 000                 | 1 250 000                 | 1 250 000                 |  |
| Book value per share (in PLN/EUR)   | 17.44                     | 16.96                     | 3.95                      | 4.28                      |  |
| Diluted number of shares (in thousand)  | 1 250 000                 | 1 250 000                 | 1 250 000                 | 1 250 000                 |  |
| Diluted homber of shares (in thousand)<br>Diluted book value per share (in PLN/EUR) | 17.44                     | 16.96                     | 3.95                      | 4.28                      |  |
| Capital adequacy ratio  | 11.81%                    | 11.99%                    | 11.81%                    | 4.28                      |  |
| Tier 1 capital  | 16 262 622                | 15 449 743                | 3 686 666                 | 3 901 155                 |  |
| Tier 2 capital  | 992 960                   | 967 418                   | 225 100                   | 3 901 155<br>244 279      |  |
| Tier 3 capital  | 992 960                   | 907 418<br>175 928        | 225 100                   | 244 219                   |  |

98 799

145 928

22 397

36 848

Tier 3 capital

The selected financial statements positions were translated into EUR according to the following exchange rates:

- the income statement, statement of comprehensive income and cash flow statement items the rate is calculated as the average of NBP exchange rates prevailing as at the last day of each month of the nine-month period ended 30 September 2011 and 30 September 2010, respectively: EUR 1 = PLN 4.4112 and EUR 1 = PLN 4.0027,
- the statement of financial position items average NBP exchange rate as at 30 September 2011:
   EUR 1 = PLN 4.0413 and as at 31 December 2010: EUR 1 = PLN 3.9603.



Directors' Commentary to the financial results of the PKO Bank Polski SA Group for the third quarter of 2011

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# 1. Summary and selected financial data

|                                | 3 quarter | rs of 2011  | 3 quart  | ers of 2010 | (     | Change<br>y/y |
|--------------------------------|-----------|-------------|----------|-------------|-------|---------------|
| NET PROFIT                     | 2 855.3   | PLN million | 2 349.2  | PLN million | 21.5% | (y/y)         |
| RESULT ON BUSINESS ACTIVITIES* | 8 167.1   | PLN million | 7 545.3  | PLN million | 8.2%  | (y/y)         |
| ADMINISTRATIVE EXPENSES        | -3 225.7  | PLN million | -3 092.5 | PLN million | 4.3%  | (y/y)         |
| NET IMPAIRMENT ALLOWANCE       | -1 369.1  | PLN million | -1 441.9 | PLN million | -5.0% | (y/y)         |
| C/I                            | 39.5%     |             | 41.0%    |             | -1.5  | рр.           |
| ROE NET                        | 17.1%     |             | 14.1%    |             | 3.0   | рр.           |
| ROA NET                        | 2.1%      |             | 1.8%     |             | 0.3   | рр.           |

\* Result on business activities defined as operating profit before administrative expenses and net impairment allowances.

In the third quarter of 2011 the situation of the banking sector further improved. The banking sector recorded lower impairment allowances as a result of the slowdown of deteriorating quality of the loan portfolio and high increase of net interest income (as a result of increase in interest income and relatively low interest expense growth). The growth rate of administrative expenses was limited and amounted on average to 5% y/y in the banking sector.

During this period PKO Bank Polski SA continued efforts to maintain a strong deposit and capital base underlying the stable development of business activity, while maintaining the priorities of efficiency and effective cost control.

The net profit of the PKO Bank Polski SA Group generated in the three quarters of this year amounted to PLN 2 855.3 million, which represents an increase of PLN 506.2 million (+21.5%) in relation to the corresponding period of the previous year. The profit was determined by:

- $\Rightarrow$  the high level of result on business activities of the PKO Bank Polski SA Group - PLN 8 167.1 million, mainly due to increase in net interest income by PLN 753.3 million compared to the same period of the previous year,
- $\Rightarrow$  improvement of the level of net impairment allowance,
- $\Rightarrow$  increase in administrative expenses by 4.3% y/y, which with dynamic growth in business activity has provided a decrease by 1.5 pp. of C/I ratio on an annual basis to the level of 39.5%,
- $\Rightarrow$  increase in total assets by PLN 20.1 billion y/y to the level of PLN 187.0 billion resulting from an intensive growth of the loan activity (portfolio of loans and advances to customers has increased by PLN 13.0 billion y/y) financed by the increase in amounts due to customers as well as the issue of own securities,
- $\Rightarrow$  an effective structure of the statement of financial position an increase in the deposits of the PKO Bank Polski SA Group by PLN 12.3 billion y/y and the issuance of securities enabled a dynamic increase in business activities. As at the end of the third quarter of 2011 the loan to deposit ratio amounted to 97.0%, and considering the long-term financing was 89.3%.

# 2. External environment

# Macroeconomic environment

In the third quarter of 2011:

- compared with the first half of 2011, a further slowing was noted in the national economy, which was accompanied by a slightly slower growth in foreign demand and export production, slightly lower dynamics of private consumption and slowdown of re-building stocks by enterprises,
- the average annual increase in salaries and wages in the enterprise sector stabilized at ca. 5.3% p.a., the growth in employee pensions and disability benefits reached in July – August around 4.8% p.a.; the graduall annual growth of employment recorded in enterprises decreased to 2.8% in September; according to preliminary data from the Ministry of Labour and Social Policy, the registered unemployment rate decreased in September to 11.7% from 11.8% in June,
- inflation measured with CPI ratio decreased to 3.9% y/y in September, compared with 4.2% y/y in June as a result of strong decrease in food prices (primarily fruits and vegetables) while an increase in the annual growth rate of prices in most other categories of the inflation basket,
- the Monetary Policy Council (RPP Rada Polityki Pieniężnej) left interest rates unchanged in conditions of continuing elevated level of the current inflation rate and deceleration of activity in the national economy.

# Situation on the financial market

Due to the continuing disturbances in international financial markets, in September the profitability of Polish Treasury bonds with longer maturities have increased dramatically. Consequently, in spite of the downward trend at the beginning of the quarter - at the end of September the profitability of Polish Treasury Securities (PTS) with 5-year maturity remained unchanged compared with the end of June, and that of 10-year bonds increased slightly. This volatility of the Polish bonds prices was due to changes in the profitability of bonds on the base markets and in the risk premium measured in the profitabilities of the Polish bonds. In the first months of the third quarter of this year, the increase in the risk premium only partly offset the decrease in the profitability of German bonds related to the growing expectations for loosening of monetary policy in the euro zone.

In September, the risk free interest rate slowed down the drops, which with further increase in risk aversion caused a decrease in prices of PTS. In these circumstances, the drop in profitability of bonds at the shorter end of the yield curve - due to lower market expectations as to interest rate increases in Poland - again resulted in enhancing the steepness of the curve. The difference between the profitability of 10-year and 2-year bonds increased in the third quarter from 96 to 146 b.p.

In the third quarter, the main interbank money market rates remained stable with a slight tendency to increase. 1-12 month WIBOR rates increased by ca. 2-11 b.p. Similarly to other rates on the monetary market, the POLONIA rate remained stable in the third quarter and was at a level of ca. 20 b.p. below the NBP reference rate. This means a decrease in the difference between POLONIA rate and the basic rate of the central bank compared with ca. -50 b.p. in the second quarter and -45 b.p. in the first quarter of 2011. The reduction of the *spread* between POLONIA rate and the NBP reference rate was a result of continuing to issue short-term NBP bills (with a maturity of less than 7 days).

The third quarter of 2011 was a period of the Polish zloty's weakening against the main currencies. The continued doubts of the investors as to the way of resolving the debt-related crisis of some peripheral countries of the euro zone, and the uncertainty related to the economic growth perspectives in the world, stimulated increased risk aversion, which in turn reduced the demand for assets denominated in the Polish currency. The strongest drop in demand for the Polish zloty was recorded in September. Throughout the quarter, the Polish zloty weakened against the euro by ca. 11%. The drop in the valuation of the Polish



PLN/EUR

- PLN/USD

2,5

1Q06 4Q06 3Q07 2Q08 1Q09 4Q09 3Q10 2Q11

zloty against the US dollar was stronger and amounted to 18%, which resulted from the ongoing drop in the rate of the euro against the US dollar in the third quarter. As at the end of the third quarter, the Polish zloty exchange rate was PLN 4.41 to EUR 1 and PLN 3.26 to USD 1 compared with PLN 3.99 to EUR 1 and PLN 2.75 to USD 1 as at the end of June.

# Situation on the stock exchange

In the third quarter of 2011 the situation on the primary market of Warsaw Stock Exchange (WSE) remained under the strong influence of the situation on foreign stock exchanges and investors' evaluation of the fiscal situation of euro zone countries. This resulted, together with high volatility, in a strong downward trend in the market shares listed on the WSE. WIG and WIG20 indices fell by 21% q/q and respectively 22% with a stronger decrease in the German index DAX30 (-25%) and a weaker decrease of American indices S&P500 Comp. and Nasdaq Comp. (-14% and respectively -13%). The situation in the third quarter of this year influenced the level of annual rates of return of the main indices of the WSE, which fell in the double digit pace, compared to increases in the previous quarters; the main WIG index fell 15% y/y. Stronger decrease was recorded in WIG20 (-16%), WIG Banks and index grouping medium entities - mWIG40 (by -18%). The strongest decrease was recorded in the small entities' index sWIG80 (-27%). At the end of the third quarter of 2011 WIG index reached the level of 38 269 points and the WIG Banks 5 456 points.

In the third quarter of 2011 on the WSE primary market 424 companies were listed, including 37 foreign companies (compared with 416 and respectively 35 at the end of the second quarter of 2011).



A strong downturn on the stock exchange, despite an increase in the number of companies listed on the primary market, resulted in the decreased capitalization of the companies listed on the WSE, which decreased by 21% in the third quarter of 2011 (compared with a drop of 3% in the previous quarter). A greater decrease was recorded by the capitalization of foreign companies (-26%). The capitalization of companies listed on the WSE fell to PLN 653 billion.

The conditions on WSE had impact on the situation of the banking and non-banking financial market, including impact on: a decrease in capitalization of banks listed on the WSE, a decrease in the value of investment fund and pension fund assets compared with the end of the second quarter of 2011, changes in the structure of savings (including: a strong decrease in the share of equity instruments, a decrease in the share of investment funds in the savings of the population and an increase in the share of bank deposits).

# Situation in the Polish banking sector

In the third quarter of 2011, the situation of the banking sector further improved. As at the end of August of this year, the net income of the banking sector amounted to PLN 10.5 billion and was about 39.4% higher than in the corresponding period of the previous year. This was mainly due to a lower net impairment allowance (of about 31.8% y/y) which was a result of a slower rate in the deterioration of the loan portfolio quality, a high increase of net interest income by about 14.3% y/y caused by an increase of interest income (12.5% y/y) and a relatively low interest expenses growth rate (10.4% y/y). The growth rate of administrative expenses was limited and amounted on average to 5% y/y in the banking sector. The banking sector's capital adequacy ratio was 13.5%.

Non-performing loans increased decidedly more slowly than in the previous year and as at the end of August of this year they grew by ca. 8% y/y compared with ca. 21% y/y as at the end of 2010. Their increase related mainly to the household sector and was the result of a growing balance of non-performing mortgage loans. Consumer non-performing loans grew at a decidedly slower pace. The value

of non-performing loans in the corporate sector dropped. As at the end of August of this year, the share of non-performing loans in total receivables was 8.4% and it was 0.4 pp. lower than as at the end of the previous year.

The situation on the loan and deposit market was affected by: further improvement of loan activity on the market of corporate loans, a decrease of mortgage loans growth rate, still limited lending activity on the consumer loan market and an accelerating increase in deposits. The changes in the volumes, mainly mortgage loans in foreign currencies, were affected by changes in exchange rates, including in particular depreciation of Polish currency to the Swiss franc (exchange rate has increased by 11.8% since the beginning of this year) increasing their value in PLN.

The growth of the total loan portfolio in the three quarters of this year was higher than in the whole previous year. Loans increased by ca. PLN 92 billion and their growth rate was 15.5% y/y compared with 9.5% as at the end of 2010. More than 38% of an increase was a result of depreciation of Polish currency. After adjustment for changes in exchange rates, the increase in loans would amount to ca. PLN 57 billion and would be more than 70% higher than in the previous year.

An improvement in the situation on the corporate loans market had a significant effect on the increase in loans. The amount of corporate loans increased by ca. PLN 30.4 billion in the three quarters of this year compared with a decrease by PLN 3.7 billion as at the end of 2010. The growth rate of loans was 12.6% y/y compared with a decrease by 1.7% y/y as at the end of previous year. Loans for small and medium entities amounted to about 66% of the increase in loans. According to a survey conducted by the NBP, the banks continued their gradual liberalization of the loan granting criteria and conditions, which was due to the competitive pressure and an increase in demand for all types of corporate loans.

The growth of mortgage loans portfolio slowed down. In the three quarters of this year the mortgage loans growth amounted to ca. PLN 44.2 billion. More than a half of the increase of loans was a result of depreciation of Polish currency to the Swiss franc. After eliminating the changes in exchange rates, the actual increase in loans in the three quarters period of this year would be more than 10% lower compared with the corresponding period of the previous year and would amount to PLN 19.9 billion. The negative influence on sale of loans had a lower demand, which was a result of limiting of 'Rodzina na swoim' programme, as well as a stricter credit policy of banks caused by the deterioration of the mortgage loans portfolio quality.

The banks' lending activities in the area of consumer loans were still being limited. In the three quarters of this year the amount of such loans decreased by ca. PLN 1.2 billion compared with a growth of PLN 2.6 billion in the corresponding period of the previous year. Banks continued to apply more severe criteria and terms of granting loans, due to the quality of the loan portfolio deteriorating.

The increase in total deposits was higher in the three quarters of this year than in the corresponding period of the previous year. Their amount increased by ca. PLN 49.6 billion compared with ca. PLN 43 billion in the previous year, and their growth rate increased to 9.6% y/y from 9.1% y/y as at the end of the previous year. The main source of this growth were deposits of households, which increased by ca. PLN 31 billion, i.e. 12.2%, y/y due to savings outflow from the capital market and an increase of interest rates on bank deposits. Government bodies deposits increased significantly (by PLN 14 billion), whereas corporate deposits by PLN 0.7 billion.

# **Regulatory factors**

The new regulatory solutions influenced the financial and organizational situation of the PKO Bank Polski SA Group in the third quarter of 2011, of which:

- Resolution No. 18/2011 of the Polish Financial Supervision Authority dated 25 January 2011 (PFSA's Journal of Laws No. 3, item 6) on Recommendation S concerning good practices related to credit exposures secured by mortgage, affecting the creditability of customers intending to draw loans, including foreign currency loans; the resolution put banks under an obligation to comply from 25 July 2011 with the quality requirements and to introduce by 31 December 2011 quantity requirements related to exposures secured by mortgage,
- the Act of 15 July 2011 amending the Act on financial support to families purchasing their own homes (Journal of Laws of 2011, No. 168, item 1006), which envisages gradually extinguishing by 31 December 2012, the 'Rodzina na Swoim' programme. The Act specified the changes in the criteria for granting preferential loans, thus affecting the level of lending activity in banks; the Act came into force on 30 August 2011,

- the Act of 29 July 2011 called the *Anti-spread* Act (Journal of Laws No. 165, item 984) under which banks are obliged to accept, in the case of mortgage loans denominated in foreign currencies, the repayment of principal and interest in the loan's currency and which forbids restricting the consumers' right to obtain this currency from any source; the Act came into force on 26 August 2011,
- the Recommendation of the Polish Bank Association dated 22 December 2010 on good practices in financial insurance linked to banking products secured by mortgage, which regulates the principles of conduct to be followed by a bank which concluded an insurance policy under which the insurance company is obliged to cover material losses of the bank, caused by events covered by the insurance protection and related to the loan secured by mortgage; the Recommendation should be implemented by banks by 1 July 2011.

The situation of the PKO Bank Polski SA Group affected also:

- the previously announced introduction of amendments to the Tax Ordinance Act concerning the rules of calculating taxes on income from deposits, which determined the activity of banks in building a product offer for customers,
- new legal solutions related to the banking sector implemented in the Ukraine where KREDOBANK SA a subsidiary of PKO Bank Polski SA, operates; this includes Resolution No. 278 of the Board of NBU dated 11 August 2011 introducing amendments related to the execution of currency transactions by banks (increasing the maximum sum of currency sale transactions, identifying persons who execute foreign currency cash transactions, eliminating the maximum level of margins on cash transactions on the currency market).

# Ukrainian market

The activities and results of the PKO BP SA Group in the third quarter of 2011 were affected by the macroeconomic factors in Ukraine, where PKO Bank Polski SA's subsidiary - KREDOBANK SA - operates. These factors include:

- the continuation of the economic growth, supported by a very good harvest in agriculture, while
  maintaining the high dynamics of retail sales and industrial production and a further decrease in the
  unemployment rate together with the decrease in the number of people seeking employment; at the
  same time a slowdown of wage growth in nominal and real terms against the previous quarters was
  reported,
- drop in prices measured by the CPI index together with the strong slowdown of the annual indices, primarily due to a decrease in food prices,
- the delay in implementing the reform programme (primarily the lack of increases in energy prices), leading to the postponement of payment of the subsequent tranche of financial support by the IMF under the *Stand-by-Arrangement (SBA)* programme; the end of the next IMF mission in Ukraine is expected in the end of October,
- further increase of the current turnover deficit resulting from continued high import demand and a growth of the negative trade balance, which means in this context, the increase in risks to Ukraine's external stability in the coming quarters (with the possible disturbances in international financial markets and low demand for assets denominated in UAH and high financial needs for the repayment of foreign liabilities),
- stabilization of the hryvnia exchange rate (at around UAH 7.97 to USD 1) on further NBU interventions on the foreign exchange market.





According to the National Bank of Ukraine data, as at the end of the third quarter of 2011, 177 banks operated in Ukraine. The share of foreign capital in the Ukrainian banking sector increased to 42%.

In January-August 2011, the banking sector's assets increased by 8.9% y/y, which was due to an upturn on the loan market. The increase in loans during this period amounted to UAH 49.8 billion, compared with a decrease of growth by UAH 6.3 billion in the corresponding period of 2010, and the growth rate was 6.7% compared with a decrease of 0.8% a year before. The total increase in loans was due to an increase in the volume of corporate loans (11.5% compared with a growth of 3.4% in the previous year), accompanied by a downward trend in loans for households noted since March 2009. The scale of the drop in the volume of loans granted to households was lower than in the previous quarters and amounted to -0.3% compared with -9.2% a year before Despite the decline since the beginning of 2011 by 3.5 pp. the share of foreign currency loans in total loans, the share was still high (43.6%).

The increase in deposits in January-August 2011 was stronger than the increase in loans and amounted to UAH 63 billion (an increase of 14.2%), which resulted in improved loan to deposits ratio which amounted to 158% compared with 179% a year before. Household savings increased by ca. 11.5% y/y, compared with 18.7% a year before, and corporate deposits increased by 18.1% y/y compared with 11.5% a year before.

In January-August 2011 the equity of the banking sector increased by 8% y/y, which resulted from capital injection to the banks and implemented regulatory solutions allowing the increase in the basic funds by 100% of subordinated loans obtained.

Despite the decrease in the third quarter of 2011 the level of non-performing loans (-4% q/q), the low loan portfolio quality remains a challenge for the Ukrainian banking sector. According to the National Bank of Ukraine, since the beginning of the year, the amount of non-performing loans decreased by 2.5%.

As of the end of the third quarter of 2011, the banking sector incurred a loss, and return on equity and return on assets remained negative. ROA ratio amounted to -0.75%, and ROE amounted to -5.25%.

# 3. Activities of the PKO Bank Polski SA Group and PKO Bank Polski SA

# 3.1. Commentary to the financial results of the PKO Bank Polski SA Group

# Factors influencing results of the Group

In the three quarters of 2011, the situation of the Polish banking sector has continued to improve. Actions undertaken by the PKO Bank Polski SA Group in the three quarters of 2011 allowed generating the net profit amounting to PLN 2 855.3 million.

The efficiency of the PKO Bank Polski SA Group shaped up on high level – as at the end of the third quarter of 2011, the ROE ratio amounted to 17.1%.

The growth of the deposit base, high level of the equity and the issue of securities of the PKO Bank Polski SA Group covered the increasing funding needs, arising from the growth of the loan activity, and enabled the further stable and secure growth of business activities. At the end of the third quarter of 2011, the capital adequacy ratio amounted to 12.29%, while its minimum level, determined by the Banking Law, amounted to 8%.

# Key financial indicators

The summary of results, achieved by the PKO Bank Polski SA Group, is represented by the following key financial efficiency indicators, which are shown in the table below.

| Table 1.         Key financial indicators of the PKO Bank Pol | lski SA Group |
|---|---------------|
|---|---------------|

|   | 30.09.2011 | 30.09.2010 | Change   |
|---|------------|------------|----------|
| ROA net (net profit/average total assets)                             | 2.1%       | 1.8%       | 0.3 рр.  |
| <b>ROE net</b> (net profit/average total equity)                      | 17.1%      | 14.1%      | 3 рр.    |
| C/I (cost to income ratio)  | 39.5%      | 41.0%      | -1.5 рр. |
| Interest margin (net interest income/average interest-earning assets) | 4.5%       | 4.3%       | 0.2 pp.  |
| The share of impaired loans*  | 8.1%       | 8.0%       | 0.1 pp.  |
| The coverage ratio of impaired loans**                                | 48.2%      | 45.6%      | 2.6 рр.  |

\* 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.

\*\* Calculated by dividing the balance of impairment allowances on loans and advances to customers by the gross carrying amount of impaired loans and advances to customers.

# Financial results

In the three quarters of 2011, the PKO Bank Polski SA Group achieved net profit in the amount of PLN 2 855.3 million, which was PLN 506.2 million higher than in the corresponding period of 2010 (+21.5% y/y).

Chart 1.

Movements in income statement items of the PKO Bank Polski SA Group (in PLN million)



# The main consolidated income statement items were as follows:

Table 2. Movements in the income statement items of the PKO Bank Polski SA Group (in PLN million)

|  | 3rd quarter<br>period from<br>01.07-<br>30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01-30.09.2011 | 3rd quarter<br>period from<br>01.07-<br>30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01-<br>30.09.2010 | Change<br>Q3 2011/<br>Q3 2010<br>(in PLN<br>million) | Change<br>Q3 2011/<br>Q3 2010<br>(in %) |
|--|--|---|--|---|--|---|
| Interest and similar income  | 3 149.4  | 8 751.7   | 2 671.4  | 7 704.5   | 1 047.1  | 13.6%                                   |
| Interest expense and similar charges                                 | (1 185.2)  | (3 213.0)   | (952.2)  | (2 919.2)   | (293.8)  | 10.1%                                   |
| Net interest income  | 1 964.1  | 5 538.7   | 1 719.2  | 4 785.3   | 753.3  | 15.7%                                   |
| Fee and commission income  | 953.5  | 2 853.4   | 976.9  | 2 887.7   | (34.3)   | -1.2%                                   |
| Fee and commission expense   | (185.2)  | (543.7)   | (179.3)  | (562.9)   | 19.2   | -3.4%                                   |
| Net fee and commission income  | 768.3  | 2 309.7   | 797.6  | 2 324.8   | (15.1)   | -0.6%                                   |
| Dividend income  | 0.3  | 6.8   | 0.1  | 5.6   | 1.2  | 21.5%                                   |
| Net income from financial instruments at fair value                  | (28.6)   | (63.9)  | (15.8)   | (38.4)  | (25.5)   | 66.3%                                   |
| Gains less losses from investment securities                         | 0.7  | 16.6  | 0.5  | 36.6  | (20.0)   | -54.6%                                  |
| Net foreign exchange gains   | 115.1  | 247.5   | 125.9  | 291.8   | (44.3)   | -15.2%                                  |
| Other operating income   | 100.9  | 331.0   | 149.1  | 338.5   | (7.5)  | -2.2%                                   |
| Other operating expense  | (69.3)   | (219.3)   | (86.3)   | (198.9)   | (20.5)   | 10.3%                                   |
| Net other operating income and expense                               | 31.6   | 111.6   | 62.9   | 139.6   | (27.9)   | -20.0%                                  |
| Net impairment allowance   | (487.7)  | (1 369.1)   | (558.7)  | (1 441.9)   | 72.8   | -5.0%                                   |
| Administrative expenses  | (1 102.5)  | (3 225.7)   | (1 057.5)  | (3 092.5)   | (133.2)  | 4.3%                                    |
| Operating profit   | 1 261.2  | 3 572.2   | 1 074.1  | 3 010.9   | 561.3  | 18.6%                                   |
| Share of profit (loss) of associates and jointly controlled entities | 0.7  | (3.1)   | 0.4  | (4.6)   | 1.5  | -32.7%                                  |
| Profit (loss) before income tax                                      | 1 261.9  | 3 569.1   | 1 074.5  | 3 006.3   | 562.8  | 18.7%                                   |
| Income tax expense   | (245.2)  | (715.2)   | (228.1)  | (659.2)   | (56.0)   | 8.5%                                    |
| Net profit (including non-controlling interest)                      | 1 016.7  | 2 853.8   | 846.3  | 2 347.1   | 506.8  | 21.6%                                   |
| Net profit (loss) attributable to non-controlling shareholders       | (0.3)  | (1.5)   | (0.5)  | (2.1)   | 0.6  | -28.8%                                  |
| Net profit (loss)  | 1 017.0  | 2 855.3   | 846.9  | 2 349.2   | 506.2  | 21.5%                                   |

In the income statement of the PKO Bank Polski SA Group for the three quarters of 2011, the sum of revenue positions amounted to PLN 8 167.1 million and was PLN 621.7 million, i.e. 8.2%, higher than in the corresponding period of 2010.

# Net interest income

After the third quarter of 2011, net interest income was PLN 753.3 million (i.e. 15.7%) higher than in the corresponding period of the previous year, mainly due to interest income growth by PLN 1 047.1 million.

After three quarters of 2011, interest income amounted to PLN 8 751.7 million and in comparison with the corresponding period of 2010 was higher by 13.6%, mainly as a result of an increase in revenue in respect of loans and advances to customers (+)13.8% y/y – which was associated with the fast loan portfolio growth ((+)10.2% y/y) as well as the interest rates growth.

Growth of interest expenses amounted to (+)10.1% y/y, which was mainly due to an increase in the costs of amounts due to customers ((+)8.6% y/y) and an increase in the costs of issue of own securities (+2.3x y/y).

The interest margin increased by 0.2 pp. y/y to 4.5% in the third quarter of 2011 as a result of an increase in net interest income which was accompanied by an increase in average interest-bearing assets of 10.5% y/y.

# Net fee and commission income

After three quarters of 2011, net fee and commission income was PLN 15.1 million lower than in the corresponding period of the previous year, mainly due to decrease in commission income by PLN 34.3 million. This situation was determined by lower commission income in respect of loan insurance ((-)PLN 122.4 million y/y), partly offset by an increase in income in respect of payment cards ((+)PLN 52.2 million y/y). A decrease in commission expense was determined by lower loan insurance cost. A decrease in net commission income in respect of loan insurance was related mainly to consumer loans and is associated with a decrease in sale of such loans in the whole banking sector.

# Administrative expenses

After three quarters of 2011, total administrative expenses increased by PLN 133.2 million as compared to the corresponding period of the previous year (+4.3% y/y). They were mainly determined by:

- the increase in the costs of contributions and payments to the Bank Guarantee Fund by PLN 62.5 million (+2.6x y/y) - a result of the increase in the annual fee payable to the BGF,

 an increase in overheads of PLN 21.9 million (+4.7% y/y), mainly due to increased promotion and advertising costs.

An increase in administrative expenses, accompanied by a significant increase in the income of the PKO Bank Polski SA Group by 8.2% y/y, resulted in maintaining high operating efficiency of the PKO Bank Polski SA Group measured with the C/I ratio, which amounted to 39.5% (-1.5 pp. y/y) as at the end of the third quarter of 2011.

# Net impairment allowance and write-downs

Net impairment allowance and write-downs reflect the PKO Bank Polski SA Group's conservative approach to recognition and measurement of credit risk in the previous periods. Favourable result in net impairment allowance in the three quarters of 2011 compared with the corresponding period of the previous year (-5.0% y/y), is mainly a result of the decrease in the level of net impairment allowance on the consumer loans portfolio.

The share of impaired loans remained stable and at the end of the third quarter of 2011 amounted to 8.1% (increase by 0.1 pp. y/y), which is the consequence of consistent use of stricter credit quality assessment criteria by the Group.

# Statement of financial position

Table 3. Movements in the statement of financial position items of the PKO Bank Polski SA Group (in PLN million)

|  | 30.09.2011 | Structure<br>30.09.2011 | 31.12.2010 | Structure<br>31.12.2010 | Change<br>(%) |
|--|------------|-------------------------|------------|-------------------------|---------------|
| Cash and balances with the central bank                  | 7 743.5    | 4.1%                    | 6 182.4    | 3.6%                    | 25.3%         |
| Amounts due from banks                                   | 3 483.5    | 1.9%                    | 2 307.0    | 1.4%                    | 51.0%         |
| Loans and advances to customers                          | 139 695.3  | 74.7%                   | 130 668.1  | 77.0%                   | 6.9%          |
| Securities   | 26 505.8   | 14.2%                   | 22 481.4   | 13.3%                   | 17.9%         |
| Other assets   | 9 568.9    | 5.1%                    | 8 021.6    | 4.7%                    | 19.3%         |
| Total assets   | 186 996.9  | 100.0%                  | 169 660.5  | 100.0%                  | 10.2%         |
| Amounts due to banks                                     | 6 521.6    | 3.5%                    | 5 237.2    | 3.1%                    | 24.5%         |
| Amounts due to customers                                 | 143 952.1  | 77.0%                   | 132 981.2  | 78.4%                   | 8.2%          |
| Debt securities in issue<br>and subordinated liabilities | 8 394.1    | 4.5%                    | 4 910.6    | 2.9%                    | 70.9%         |
| Other liabilities  | 6 181.5    | 3.3%                    | 5 171.8    | 3.0%                    | 19.5%         |
| Total liabilities  | 165 049.3  | 88.3%                   | 148 300.9  | 87.4%                   | 11.3%         |
| Total equity   | 21 947.6   | 11.7%                   | 21 359.6   | 12.6%                   | 2.8%          |
| Total liabilities and equity                             | 186 996.9  | 100.0%                  | 169 660.5  | 100.0%                  | 10.2%         |
| Loans/Amounts due to customers                           | 97.0%      | х                       | 98.3%      | х                       | -1.2 рр.      |
| Loans/Stable sources of financing*                       | 89.3%      | х                       | 92.0%      | х                       | -2.8 рр.      |
| Interest bearing assets/Assets                           | 90.7%      | х                       | 91.6%      | х                       | -0.9 рр.      |
| Interest paying liabilities/Liabilities                  | 85.0%      | х                       | 84.4%      | х                       | 0.6 pp.       |
| Capital adequacy ratio                                   | 12.3%      | х                       | 12.5%      | х                       | -0.2 pp.      |

\* Stable sources of financing include amounts due to customers and long-term external financing in the form of issue of securities, subordinated liabilities and amounts due to financial institutions.

The statement of financial position of the PKO Bank Polski SA Group is strongly influenced by the statement of financial position of the parent entity. It determines both the size of total assets and the structure of assets and liabilities.

The total assets of PKO Bank Polski SA Group amounted to PLN 187.0 billion as at the end of the third quarter of 2011, which means increase of 10.2% compared to the end of 2010. As a result, the PKO Bank Polski SA Group maintained the position of the largest institution in the Polish banking sector.

The increase in assets of the PKO Bank Polski SA Group in the three quarters of 2011 was mainly due to an increase in the volume of loans and advances to customers of 6.9% compared with the end of 2010 as well as an increase in the securities portfolio (PLN (+)4.0 billion compared with the end of 2010). The increase in total assets was financed mainly by an increase in amounts due to customers (+8.2% compared with the end of 2010) and an increase in liabilities arising from debt securities in issue (+70.9% compared with the end of 2010), which reflects the diversification of sources of financing.

# Loans and advances to customers

In the type structure of the gross loan portfolio, the main items are housing loans of PLN 69.7 billion (+11.6% compared with the end of 2010), the share of which in the structure of the gross loan portfolio increased by 1.9 pp. compared with the end of the previous year. The volume of consumer loans decreased by PLN 0.6 billion compared with the end of 2010, the share of which in the structure of the gross loan portfolio decreased by 1.7 pp. in the presented period. An increase by 6.3% y/y was recorded in corporate loans, the share of which in the structure of the gross loan portfolio simultaneously went down by 0.3 pp.

# Amounts due to customers

In the structure of amounts due to customers by types, the main items were amounts due to retail clients which recorded an increase by 5.0% compared with the end of 2010 and amounted to PLN 99.8 billion. The share of these in the structure of the liabilities portfolio compared to the end of 2010 decreased by 2.2 pp. along with an increase of amounts due to companies by 3.7 pp. in the total amounts due to customers portfolio.

# Equity and capital adequacy ratio

Equity increased by 2.8% compared with the end of 2010 and at the end of the third quarter of 2011 accounted for 11.7% of total liabilities and equity of the PKO Bank Polski SA Group (the decrease in share by 0.9 pp. as compared with the end of 2010).

The solvency ratio of the PKO Bank Polski SA Group was at a level of 12.29% as at the end of the third quarter of 2011. Despite a decrease by 0.2 pp. compared with the end of 2010, this level significantly exceeds the minimum value for the ratio required by the Banking Law. Capital adequacy measured with the capital adequacy ratio remained at a safe level with simultaneous increase of the loan portfolio.

In the third quarter of 2011, efficiency ratios improved: the return on assets (ROA) and the return on equity (ROE), by 0.3 pp. and 3.0 pp. respectively p.a., due to a high growth rate of the annualized net profit (+29.9% y/y) combined with an increase in average assets of 10.4% y/y and in average equity of 7.4% y/y.

# 3.2. Commentary to the financial results of PKO Bank Polski SA

# Key financial indicators

The summary of results, achieved by PKO Bank Polski SA, is represented by the following key financial efficiency indicators, which are shown in the table below.

|   | 30.09.2011 | 30.09.2010 | Change   |
|---|------------|------------|----------|
| ROA net (net profit/average total assets)                             | 2.2%       | 2.0%       | 0.2 рр.  |
| <b>ROE net</b> (net profit/average total equity)                      | 17.3%      | 15.2%      | 2.1 рр.  |
| C/I (cost to income ratio)  | 37.7%      | 39.0%      | -1.3 рр. |
| Interest margin (net interest income/average interest-earning assets) | 4.5%       | 4.2%       | 0.3 рр.  |
| The share of impaired loans*  | 7.3%       | 7.0%       | 0.3 рр.  |
| The coverage ratio of impaired loans**                                | 48.7%      | 46.8%      | 1.9 рр.  |

Table 4.Key financial indicators of PKO Bank Polski SA

\* 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.

<sup>\*\*</sup> Calculated by dividing the balance of impairment allowances on loans and advances to customers by the gross carrying amount of impaired loans and advances to customers.

# Financial results

In the three quarters of 2011, PKO Bank Polski SA achieved net profit in the amount of PLN 2 896.7 million, and was PLN 427.3 million higher than in the corresponding period of 2010 (+17.3% y/y).





# The Bank's income statement items were as follows:

|   | 3rd quarter<br>period from<br>01.07-<br>30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01-<br>30.09.2011 | 3rd quarter<br>period from<br>01.07-<br>30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01-<br>30.09.2010 | Change<br>Q3 2011/<br>Q3 2010<br>(in PLN<br>million) | Change<br>Q3 2011/<br>Q3 2010<br>(in %) |
|---|--|---|--|---|--|---|
| Interest and similar income                         | 3 102.4  | 8 591.6   | 2 595.2  | 7 465.3   | 1 126.4  | 15.1%                                   |
| Interest expense and similar charges                | (1 149.7)  | (3 119.5)   | (907.9)  | (2 770.6)   | (348.9)  | 12.6%                                   |
| Net interest income                                 | 1 952.7  | 5 472.2   | 1 687.3  | 4 694.7   | 777.5  | 16.6%                                   |
| Fee and commission income                           | 902.0  | 2 691.0   | 928.6  | 2 737.1   | (46.2)   | -1.7%                                   |
| Fee and commission expense                          | (197.7)  | (554.2)   | (176.5)  | (559.2)   | 4.9  | -0.9%                                   |
| Net fee and commission income                       | 704.2  | 2 136.7   | 752.1  | 2 177.9   | (41.2)   | -1.9%                                   |
| Dividend income                                     | 0.3  | 94.0  | 0.1  | 109.8   | (15.8)   | -14.4%                                  |
| Net income from financial instruments at fair value | (28.4)   | (63.8)  | (15.2)   | (33.0)  | (30.8)   | 93.3%                                   |
| Gains less losses from investment securities        | 0.9  | 16.0  | 1.0  | 36.9  | (20.9)   | -56.6%                                  |
| Net foreign exchange gains                          | 114.6  | 244.8   | 124.4  | 289.1   | (44.3)   | -15.3%                                  |
| Other operating income                              | 17.4   | 56.6  | 11.8   | 35.4  | 21.2   | 59.8%                                   |
| Other operating expense                             | (16.4)   | (44.4)  | (10.4)   | (34.9)  | (9.4)  | 27.0%                                   |
| Net other operating income and expense              | 1.0  | 12.3  | 1.5  | 0.5   | 11.8   | 25.1x                                   |
| Net impairment allowance                            | (473.1)  | (1 330.9)   | (517.7)  | (1 359.6)   | 28.7   | -2.1%                                   |
| Administrative expenses                             | (1 026.6)  | (2 986.8)   | (964.1)  | (2 840.7)   | (146.1)  | 5.1%                                    |
| Operating profit                                    | 1 245.6  | 3 594.6   | 1 069.3  | 3 075.7   | 518.9  | 16.9%                                   |
| Profit (loss) before income tax                     | 1 245.6  | 3 594.6   | 1 069.3  | 3 075.7   | 518.9  | 16.9%                                   |
| Income tax expense                                  | (244.0)  | (697.9)   | (212.3)  | (606.2)   | (91.7)   | 15.1%                                   |
| Net profit (loss)                                   | 1 001.6  | 2 896.7   | 856.9  | 2 469.5   | 427.3  | 17.3%                                   |

# 3.3. Business development<sup>1</sup>

# 3.3.1. Market shares of PKO Bank Polski SA

After three quarters of 2011, the Bank maintained its leading position in the banking sector in respect of its share in the loan market, which amounted to 16.5 pp. As regards deposits, market shares have increased by 0.2 pp. compared with the end of 2010 which was determined by an increase in shares in respect of corporate customers (+0.9 pp.).

<sup>&</sup>lt;sup>1</sup> In this document, any differences in total balances, percentages and growth rates result from rounding the amounts to PLN million and rounding percentages to one decimal place.

| Table 6. | Market shares of PKO Bank Polski SA (in %)* |
|----------|---|
|----------|---|

|                    | 30.09.2011 | 31.12.2010 | 30.09.2010<br>** | Change<br>30.09.2011/<br>31.12.2010 | Change<br>30.09.2011/<br>30.09.2010 |
|--------------------|------------|------------|------------------|-------------------------------------|-------------------------------------|
| Loans              | 16.5       | 17.2       | 17.2             | -0.7 рр.                            | -0.7 рр.                            |
| retail clients     | 19.5       | 20.0       | 20.0             | -0.5 рр.                            | -0.5 рр.                            |
| housing            | 20.1       | 20.9       | 21.1             | -0.8 рр.                            | -1 рр.                              |
| PLN                | 31.3       | 33.1       | 33.6             | -1.8 рр.                            | -2.3 рр.                            |
| FX                 | 13.4       | 13.7       | 13.7             | -0.3 рр.                            | -0.3 рр.                            |
| consumer and other | 18.0       | 18.2       | 18.2             | -0.2 рр.                            | -0.2 рр.                            |
| corporate clients  | 13.3       | 14.1       | 14.1             | -0.8 рр.                            | -0.8 рр.                            |
| Deposits           | 18.1       | 17.9       | 18.2             | 0.2 рр.                             | -0.1 рр.                            |
| retail clients     | 22.5       | 23.2       | 23.2             | -0.7 рр.                            | -0.7 рр.                            |
| corporate clients  | 12.6       | 11.7       | 12.5             | 0.9 pp.                             | 0.1 pp.                             |

\* Data source: NBP reporting system - Webis.

\*\* The change compared to previously published data results from the changed methodology. Data as at 30 September 2010 brought to comparability.

# 3.3.2. Retail segment of PKO Bank Polski SA

In the three quarters of 2011, activities undertaken by the Bank within the retail segment were focused on increasing attractiveness and competitiveness of offered products, as well as on reacting in a flexible way to changing market conditions.

In the retail segment, PKO Bank Polski SA focused on providing comprehensive banking services which, on the one hand satisfy the credit needs, and on the other – the deposit and settlements needs. Efforts to improve the quality of the service, i.e. by improving the standard of providing services to the clients and enhancing the skills of employees (product training courses) were performed.

As at 30 September 2011, deposits of the retail segment of PKO Bank Polski SA portfolio amounted to PLN 109.6 billion and since the beginning of the year, their volume has increased by PLN 5.2 billion (i.e. by 5.0%). An increase in retail and private banking deposit portfolio (+5.8% since the beginning of the year) contributed to this, mainly due to the dynamic increase in volume of time deposits.

|                              | 20.00.2011 |            |            | Change since: |            |
|------------------------------|------------|------------|------------|---------------|------------|
|                              | 30.09.2011 | 31.12.2010 | 30.09.2010 | 31.12.2010    | 30.09.2010 |
| Clients deposits, of which:  |            |            |            |               |            |
| - retail and private banking | 95 908     | 90 674     | 88 079     | 5.8%          | 8.9%       |
| - small and medium entitie   | s 8 511    | 8 592      | 7 780      | -0.9%         | 9.4%       |
| - housing market             | 5 157      | 5 088      | 4 899      | 1.4%          | 5.2%       |
| Total deposits               | 109 575    | 104 354    | 100 758    | 5.0%          | 8.8%       |

# Table 7. Deposits of PKO Bank Polski SA (in PLN million)

source: Bank's Management data

As at the end of the third quarter of 2011, the gross value of loans and advances to the retail segment of PKO Bank Polski SA amounted to PLN 110.9 billion, which constituted an increase of PLN 7.9 billion (i.e. by 7.7%) since the beginning of the year. Primarly, the mortgage loan portfolio growth (+11.9% since the beginning of the year) contributed to this. The Bank maintained its leading position in the market of the mortgage loans sale. The significant actions regarding mortgage loans include promotional campaign of 'WŁASNY KĄT hipoteczny' loan and housing loan with preferential interest rate subsidies by BGK.

Table 8. Gross loans and advances\* of PKO Bank Polski SA (in PLN million)

|   | 30.09.2011 | 31.12.2010 | 30.09.2010 | Chang<br>31.12.2010 | e since:<br>30.09.2010 |
|---|------------|------------|------------|---------------------|------------------------|
| Gross loans and advances, of which:   |            |            |            |                     |                        |
| - retail and private banking  | 22 645     | 23 410     | 23 526     | -3.3%               | -3.7%                  |
| - small and medium entities   | 15 750     | 14 537     | 14 011     | 8.3%                | 12.4%                  |
| - mortgage banking  | 64 960     | 58 067     | 54 875     | 11.9%               | 18.4%                  |
| <ul> <li>housing market<br/>(including refinanced by the state budget)</li> </ul> | 7 533      | 6 972      | 6 902      | 8.0%                | 9.1%                   |
| Total loans and advances  | 110 888    | 102 987    | 99 315     | 7.7%                | 11.7%                  |

source: Bank's Management data

\* loans without interest due and interest not due

# The main activities aimed at specified groups of products are detailed below.

| Table 9.  | Activities and achievements of PKO Bank Polski SA in the retail segment in the third quarter of 2011  |
|---|---|
| New products<br>and services  | Activities  |
| Current<br>account<br>in the 'Superkonto'<br>Group  | On 14 March, a new, innovative offer of current (ROR) accounts, diversified in terms of customer preferences, was added to the Bank's offer: SUPERKONTO Oszczędne, PKO Konto za Zero, PKO Konto dla Młodych, PKO Konto Pogodne, PKO Konto Pierwsze. From 16 May of this year, 3 new types of accounts have been introduced, in which two of them dedicated to private banking clients: PKO Konto bez Granic, PKO Konto Aurum, PKO Konto Platinium II. The sale of new accounts was supported by an intensive advertising campaign aimed to gain new clients as well as to stop the outflow process of current customers from the Bank. As at the end of September, 444 thousand of accounts from the new offer were opened in the Bank.   |
|   | Actions resulting from the concept of the new current accounts offer (ROR) which are aimed at improving the profitability of new and old packages were executed in the third quarter of this year.  |
| Savings<br>Account  | Due to the introduction of new accounts to the offer, the product procedures for the Savings Account were changed. Under the new procedure, the process of opening a Savings Account has been simplified for the holders of new packages, i.e. there is no need to conclude a separate agreement. In the period from 17 June to 3 August 2011, the Bank offered promotional interest rates on new savings accounts in PLN opened in that period.  |
| 'PLUS'<br>Savings<br>Account  | On 18 August the Bank implemented a new attractive product - 'PLUS' Savings Account with progressive interest rate (9 quota intervals). The product is offered:<br>- in the standard option - with monthly capitalization, available to all interested customers,<br>- in the promotional option - with daily capitalization (up to 29 December 2011 with possibility of prolongation for another period).  |
| Housing Savings Book<br>(Oszczędnościowa<br>Książeczka<br>Mieszkaniowa)                                   | In July the savings account 'Oszczędnościowa Książeczka Mieszkaniowa' was modified (two additional saving thresholds were added).<br>The characteristic of the product is:<br>1) an attractive interest rate on the deposit portion,<br>2) preferences in drawing the housing loan 'Własny Kqt' in PKO BP SA,<br>3) possibility of additional gains on the investment portion linked to PKO TFI funds,<br>4) exemption from personal income tax of interest obtained from the deposit portion.<br>The 'Oszczędnościowa Książeczka Mieszkaniowa' (Housing Savings Book) with a fixed interest rate where the interest is 4.25%   |
| Deposit linked<br>to investment funds<br>(Lokata Inwestycyjna<br>Akcji Plus / Stabilnego<br>Wzrostu Plus) | was introduced in August. The book's account is opened for a period of 12 months (with the possibility of prolonging the contractual period). The minimum first payment is PLN 50 000. Offered in the period from 16 March to 31 December 2011. The third edition of a product popular among the customers of the Bank, which is the deposit linked to investment funds. The product combines guaranteed profit from a high interest rate deposit with an investment portion in the form of investment fund participation units. Clients can choose from 2 subfunds in PKO TFI offer: Akcji PLUS or Stabilnego Wzrostu PLUS. The deposit is a product characterised by high interest on the deposit portion, a low minimum amount of investment – PLN 2 000, no fees for redemption of participation units after 12 months. |
| Deposit linked<br>to Fund for private<br>banking clients  | The deposit with a fund introduced in the Bank's offer for the period from 12 September to 31 December 2011 is addressed to private banking clients. The deposit's account is opened for a contractual period of 12 months. The recommended investment horizon for the investment component for PKO Zrównoważony Plus subfund is 4 years, profit is dependent on the results of PKO Zrównoważony Plus subfund. The interest rate of the deposit component is fixed and is 7% per annum. The minimum deposit payment is PLN 50 000.  |
| Fixed-term deposit<br>with daily<br>capitalization<br>of interest   | From 18 August of this year a very attractive 1-, 2- and 3-month fixed-term deposit with daily capitalization of interest<br>and a 1-, 2- and 3-month fixed-term deposit with daily capitalization of interest for new funds were introduced. The interest on 1-, 2-<br>and 3-month deposit amounted to 4.05% and corresponds to the interest of 5.0% on the standard deposit subject to the income tax.<br>The interest for new funds amounted to 4.50% and corresponds to the interest of 5.56% on the deposit subject to the 'Belka' tax. The<br>minimum deposit payment is PLN 1 000.   |
| Insurance<br>Policy<br>with PZU Życie   | Offered to the Bank's customers from 11 July to 5 August 2011. The insurance policy is a group life and endowment insurance in PZU Życie SA with an attractive level of profit per annum of 4.05%, which corresponds to the profit of a deposit with an interest rate of 5.0% per annum. The term of the savings policy is 12 months.   |
| SKO' circulating<br>savings books<br>(Obiegowe książeczki<br>oszczędnościowe SKO)                         | On 1 September, product interest rate was increased from 3.5% to 5%. This change results from promoting by the Bank<br>a positive image of School Savings Accounts (Szkolna Kasa Oszczędności), whose activity is based on the education of pupils in saving<br>and entrepreneurship.   |
| SME Business<br>Deposit   | Another edition of SME Business Deposits with progressive interest rates for periods of 6 or 12 months. The main purpose of introducing this deposit was to achieve the following business benefits on the small and medium entities market:<br>- maintaining the own existing term deposit portfolio,<br>- obtaining an additional deposit portfolio from the market,<br>- extending the period for which fixed-term deposits are placed.  |
| Pakiet Biznes<br>Debiut 18  | Pakiet Biznes Debiut 18, an attractive package for companies from the SME segment was introduced into the Bank's offer (19 September 2011).<br>The package is addressed to customers interested in a cheap offer of daily services who have conducted business activities for no more than 12 months. The main advantages of the offer are its attractive pricing terms.  |
| Structured Bank<br>Securities (BS) based<br>on the price<br>of copper                                     | In the Bank's offer from 29 August to 23 September 2011. BS based on the price of copper (listed on the London Metal Exchange (LME)) is a 2-year investment product with 100% guarantee of principal on the redemption date. An investor obtains a profit equal to a percentage change in the value of copper regardless of the direction of the change, provided that the price never reaches or exceeds the specified barriers. If the barrier is reached or exceeded the premium will be 3% for the investment term. The minimum investment amount is PLN 5 000.   |

| New products<br>and services   | Activities  |
|--|---|
| Structured 6-month<br>deposit based on the<br>EUR/PLN exchange<br>rate | In the Bank's offer from 11 July to 16 December of this year. The structured 6-month deposit based on the EUR/PLN exchange rate is a short-term investment product addressed to investors who wish to achieve higher profits than those of a deposit, while having a limited investment risk. The amount of interest is dependent on the EUR/PLN exchange rate. The minimum deposit payment is PLN 10 000.  |
| INTELIGO<br>Account  | Since July, the interest rate of the deposit with daily capitalization of interest and a fixed interest rate was increased accordingly to 3.70% for 1-month deposit, 4.20% for 3-month deposit and 4.45% for 6-month deposit. From September, the offer of a fixed-term deposit with daily payment of interest as part of the Inteligo account was extended for two new terms of 9- and 12 months, with nominal interest rates of 5.24% and 5.59% respectively. Also from September of this year, a new attractive product – IGO deposit with daily capitalization of interest was introduced. The deposit is available both for customers with an Inteligo account and also those without the account.     |
| Cash<br>Ioan   | In order to make the cash loan offer more attractive, in the period from 14 March 2011 to 14 September of this year a special offer for cash loans was implemented for customers opening current acconts from the Bank's new offer while concluding a loan agreement and at the same time arrange for their salary/pension to be transferred to the newly opened current account and arrange for the loan to be repaid from that account.   |
| SME Loans  | The SME credit offer for current and potential clients of PKO BP SA, with loans in other banks, the Bank assumes the possibility to benefit from special loan pricing conditions in PKO BP SA to repay debt in other banks. Promotion valid from 1 June 2011 to 1 August 2011.  |
| Mortgage   | In the third quarter of 2011 PKO Bank Polski SA remained the market leader in sales of mortgage loans - share of PKO BP SA in the sale of mortgage loans was 17.7% (data for the eight months of 2011). In order to support sales promotional activities (PR activities, promotional materials in Bank branches) of Ioan 'WŁASNY KĄT hipoteczny' were taken. Moreover, a special offer was launched for clients who purchase real estate as part of investments realized by selected developers (comprising a list of ca. 110 developers) and for employees of selected corporations (comprising 6 firms), as well as a special offer for clients of industry fairs – in respect of ca. 20 fairs organized. |
| loan   | In July, the product regulations introducing the provisions of the S recommendation and the ZBP recommendation. At the same time, modifications were applied to i.a. the provisions concerning loan purposes and types of real estate accepted as collateral (expanding the range) and introducing a developers' database. Changes introduced in August comprised i.a. guaranteeing customers the possibility of repayment of foreign currency loans both in Polish and foreign currency. Changes were introduced in connection with the amendment to the Act on financial support for families purchasing their own homes.   |
| Credit cards   | In August and September of this year, took place a promotion campaign supporting the sale of blue, silver and gold credit cards and it consisted in ceasing to charge an annual fee (a fee for the 12-month term of validity of the card) for newly issued credit cards. An element supporting the sale was the additional payment of funds to the silver and gold card accounts of the customers who complied with the requirement of making at least one payment transaction or cash withdrawal using the newly issued card. The promotion has been extended until the end of November.   |

PKO Bank Polski SA remains a market leader in terms of the number of current accounts, which was 6.2 million as at the end of the third quarter of 2011. In the nine-month period of this year, the activities were focused on the execution of the strategic programme 'Nowa oferta ROR' (New Current Account Offer) in PKO Bank Polski SA.

 Table 10.
 Accounts and banking cards in PKO Bank Polski SA (in thousands of units)

|                                       | 30.09.2011 | 31.12.2010 | 30.09.2010 | Change<br>31.12.2010 |      |
|---------------------------------------|------------|------------|------------|----------------------|------|
| Number of current accounts, of which: | 6 171      | 6 150      | 6 155      | 22                   | 16   |
| - Inteligo current accounts           | 669        | 655        | 646        | 14                   | 23   |
| Number of banking cards, of which:    | 7 097      | 7 171      | 7 192      | (73)                 | (94) |
| - credit cards                        | 1 010      | 1 063      | 1 062      | (54)                 | (52) |

As at the end of the third quarter of 2011, PKO Bank Polski SA had 7.6 million customers in the retail segment and 0.6 million Inteligo customers.

The Bank's own ATM network as at the end of the third quarter of 2011 reached 2 425 machines (compared with the end of 2010, the number of ATMs increased by 6), which allowed a further reduction in costs of cash service and expansion of services availability to customers. Additionally, based on the contracts signed between the Bank and external entities, the Bank's customers can use free of charge an additional network of ATMs belonging to other entities, i.e.: BZWBK (1 044 ATMs), eService (124 ATMs).

In the retail segment, the sales network had 1 134 branches. The network of agencies retained an important role in the distribution network – as at the end of September of this year, 1 560 agencies collaborated with the Bank.

| Table 11.      | Branches and ATM | s of PKO Bank Polski SA |            |            |                      |       |
|----------------|------------------|-------------------------|------------|------------|----------------------|-------|
|                |                  | 30.09.2011              | 31.12.2010 | 30.09.2010 | Change<br>31.12.2010 |       |
| Total number   | r of branches    | 1 201                   | 1 208      | 1 211      | (7)                  | (10)  |
| - in the retai | l segment        | 1 134                   | 1 140      | 1 143      | (6)                  | (9)   |
| Number of A    | TM's             | 2 425                   | 2 419      | 2 388      | 6                    | 37    |
| Number of a    | gencies          | 1 560                   | 1 942      | 1 983      | (382)                | (423) |

# 3.3.3. Corporate segment of PKO Bank Polski SA

Corporate banking in PKO Bank Polski SA comprises business customers with a turnover of over PLN 5 million per annum and local government and public administration entities (state budget entities). The structure of corporate segment is based on 13 regional corporate branches and 54 corporate centres.

The third quarter of 2011 was, for PKO Bank Polski SA corporate banking, a period where the key activities were focused on maintaining the high market position and further development. Through its flexible credit policy adapted to customers' needs and the current market situation, the Bank consistently supported enterprises and local government entities. This resulted in a dynamic development of volume of loans of corporate customers and strengthening of the Bank's role as a leader in the banking sector in financing business entities. As at the end of the third quarter, the corporate loans portfolio reached PLN 31.9 billion. This represents an increase of 8.6% y/y and an almost 10% increase compared with the end of the previous year. The increase in the corporate loans base of the Bank in the third guarter of 2011 reflects market tendencies and at the same time means that the Bank is an active market participant.

The development of corporate banking in the third guarter of 2011 is also visible in the growth of the deposit base. Funds obtained from corporate customers as at the end of September 2011 exceeded PLN 30.1 billion, which helped to achieve 4.5% growth y/y and 18.1% growth compared with the end of 2010.

| Table 12. | Gross loans and advances* | and deposits of PKO Bank Polski SA ( | (in PLN million) |
|-----------|---------------------------|--------------------------------------|------------------|
| 10010 12. |                           |                                      |                  |

|                       | 30.09.2011 | 31.12.2010 | 30.09.2010 | Change since: |            |
|-----------------------|------------|------------|------------|---------------|------------|
|                       |            | 31.12.2010 |            | 31.12.2010    | 30.09.2010 |
| Gross corporate loans | 31 895     | 29 112     | 29 367     | 9.6%          | 8.6%       |
| Corporate deposits    | 30 120     | 25 500     | 28 825     | 18.1%         | 4.5%       |

Source: Bank's Management data

\* loans without interest due and interest not due

PKO Bank Polski SA is continually developing its internet banking addressed to corporate customers. In the third auarter of 2011, efforts were continued to implement new functionalities and improvements in 'iPKO biznes'. In this time, the range of services available via 'iPKO biznes' was extended to: cash management service which comprises functions enabling the parameterization and handling of cash payment declarations, mass payments (as part of the service the Bank executes the customer's cash payments orders in a situation where the customer makes a number of one-off cash payments and wishes to outsource this process outside the network of its branches) and an automatic deposit - a function which enables presentation of details and management of automatic deposit sessions in 'iPKO biznes'.

Additionally, PKO Bank Polski SA is systematically increasing its products offer in response to the customers' needs. In the third quarter of 2011, another type of a payment card was included in the package offer - a charge PKO MasterCard Corporate card.

PKO Bank Polski SA develops transaction banking for corporate customers by adopting a comprehensive approach to customer needs. A flexible transaction offer applied by the Bank leads to a growth in the results on these operations. In the three quarters of 2011, the amount of trade finance products sold exceeded PLN 6.1 billion (more than a twofold increase compared with the corresponding period of 2010). There was also a more than 22% increase in the sale of letters of credit and foreign guarantees. The share of transactions handled through *TradeService* (an internet module operating as part of iPKO) is also growing - more than 60% of orders to open a letter of credit are submitted via this channel.

| Table 13.            | Branches of PKO Bank Po   | olski SA           |                      |                    |                  |                        |
|----------------------|---|--------------------|----------------------|--------------------|------------------|------------------------|
|                      |   | 30.09.2011         | 31.12.2010           | 30.09.2010         |                  | e since:<br>30.09.2010 |
| Total number o       | f branches  | 1 201              | 1 208                | 1 211              | (7)              | (10)                   |
| - in the corpore     | ate segment:  | 67                 | 68                   | 68                 | (1)              | (1)                    |
| regional cor         | porate branches   | 13                 | 13                   | 13                 | -                | -                      |
| corporate ce         | nters   | 54                 | 55                   | 55                 | (1)              | (1)                    |
| Table 14.            | Activities and achieveme  | nts of PKO Bank Po | lski SA in the corpo | orate segment in t | he third quarter | of 2011                |
| Scope<br>of activity | Activity  |                    |                      |                    |                  |                        |
| Loan<br>activity     | <ul> <li>In the third quarter of 2011 the following events took place:</li> <li>1) a framework agreement for providing bank guarantees and letters of credit in EUR 57.4 million was concluded with a company in the shipbuilding industry,</li> <li>2) granted an investment loan of PLN 200 million to a construction company,</li> <li>3) setting a guarantee limit of PLN 200 million to a customer from the petroleum industry,</li> <li>4) increasing the working capital financing (a loan in the form of a Multi-purpose Loan Limit) from PLN 150 million to PLN 250 million to a company in the food industry,</li> <li>5) increasing the amount of the framework agreement for granting a guarantee from PLN 150 million to PLN 200 million the energy industry,</li> <li>6) increasing the working capital financing (a loan in the form of a Multi-purpose Loan Limit) from PLN 60 million to PLN 120 million to a company operating in the agriculture and food industry.</li> </ul> |                    |                      |                    |                  |                        |
| Deposit<br>activity  | In the third quarter of 2011, the corporate segment increased its deposit portfolio by PLN 4.6 billi  |                    |                      |                    |                  |                        |

PKO Bank Polski SA undertakes actions in order to i.a. increase the customer base and activate and strengthen sales of corporate banking products.

# 3.3.4. Investment segment of PKO Bank Polski SA

In the third quarter of this year, there was another wave of growing risk aversion on the financial markets in connection with the debt crisis. The uncertainty was mainly related to the possibility of Greece's uncontrolled insolvency and the unpredictable effects of such an event on other peripheral countries, financial institutions from the euro zone and even the euro zone itself.

The above-mentioned factors resulted in an increase of credit risk margins for practically all countries in Europe and also for financial institutions. This was noticeable i.a. through an increase in the profitability of Treasury bonds, quotations of CDS contracts (in the case of Poland – a twofold increase to 300 b.p.) and activeness of rating agencies which reduced ratings of a number of countries and banks. Ratings were reduced not only for European countries – the Standard & Poor's United States *rating* reduction to 'AA+' from 'AAA' in August had the most serious effect on the market.

A more important factor for the Polish interest rate market in July and August was a change in the monetary policy perspectives in the world, which led to a sudden decrease in profitability of PTS of 15-40 b.p. Further escalation of the crisis in September clearly weakened the quotations of Treasury bonds with longer maturity terms, which led to an increase in their profitability of 30 b.p. (in sectors above 5 years).

On the currency market, the Polish zloty was systematically losing its value. Throughout the period, a strong downward trend on WSE remained, and the largest offer of shares for sale took place at the beginning of August.

|  | Scope<br>activity    | Activity  |
|--|----------------------|---|
|  | Treasury<br>products | A period of increased volatility, in particular a considerable weakening of the Polish zloty against the EUR and USD, resulted in the increased activity of customers who wished to hedge against currency risk. The Bank recorded an increased turnover in foreign currency transactions and derivative transactions, where the exchange rate is an underlying instrument. In the third quarter compared with the second quarter of this year, the turnover of SPOT transactions increased by 13% and by 18% compared with the third quarter of 2010, the turnover of FORWARD transactions increased by 3% and 40% respectively and the turnover of options transactions increased by 145% and 42% respectively. Product offer and the method of distribution of the Bank Treasury products are tailored to individual customer needs. Transactions on treasury and non-treasury securities, currencies exchange and derivatives can be concluded with consultants at the Bank's branches, with dedicated corporate dealers and, from 2010, through the internet platform (SPOT operations). |
|  | inter-bank<br>market | The Bank is the Treasury Securities Dealer and the Money Market Dealer, and it acts as the market maker on the domestic interest rate and currency markets. The result of the Bank's intensive activity on the inter-bank market is to maintain, after three periods of competition, second place in the ranking of Treasury Securities Dealers for the year 2012. The Bank's high activity on the interest rate market was reflected, i.a. by achieving in the third quarter of this year a 24% share in the primary market of Treasury Securities and (according to the data for July and August of this year) a 26% share in the FRA market. On the currency market, the Bank is one of the main <i>market makers</i> for the Polish zloty. The share of PKO BP SA in the FX spot market and futures market (FORWARD and FX swap transactions) was 9.4% (according to the data for July and August 2011). The Bank actively managed financial risk (the liquidity, interest rate and currency risk), focusing  |
|  |                      | on minimizing exposure. Cash surpluses in PLN not used for the purposes of the Bank's lending activities were mainly invested in NBP and Treasury bills and Treasury bonds. In terms of activities on the wholesale market, the issuance of short-term debt securities, under which nearly PLN 2 billion were placed in 3-month bonds, was a considerable success in the third quarter. The main group of investors were financial institutions outside the banking sector.   |
| Table 16.                                      |                      | e activities in the third quarter of 2011   |
|  | Scope<br>activity    | Activity  |
| Brokerage<br>activities<br>secondary<br>market |                      | In the third quarter of this year, Dom Maklerski PKO BP SA (the Brokerage House of PKO BP SA, DM) prepared and introduced on the WSE as part of an IPO, the shares of Jastrzębska Spółka Węglowa S.A. Moreover, it carried out a public offer of shares, as part of performing the function of an offering party and manager of the offer for Zakłady Azotowe w Tarnowie-Mościcach SA and participated in handling the summons to Zakłady Chemiczne Police SA. As a member of the sales consortium, it managed the subscriptions for the shares of companies TOYA SA and AC SA. The Brokerage House participated also in the introduction of the bonds of Multimedia Polska to the Catalyst market and the launch of the operations of incentive programme of Selena S.A. and further work on the execution of TIM SA's incentive programme. As at the end of September of this year, the Brokerage House offered 157 investment funds managed by 11 Investment Funds and continued the distribution of four types of retail Treasury bonds with fixed and floating interest rates.           |
|  |                      | In the third quarter of this year, the share of the Brokerage House in transactions on the secondary market of shares was 6.4%, which accompanied by the transaction value of PLN 9.3 billion (73% higher than in the third quarter of 2010) placed it in 6th position in the market.<br>In the third quarter of this year, the Brokerage House, with a share of 3.3%, ranked 12th position in the ranking of brokerage houses office executing transactions on contracts and with a share of 12.6% held 2nd position on the options market.<br>The third quarter was another period in which the turnover on the market of bonds went down.<br>Compared with the third quarter of 2010 the value of the market's transactions dropped by more than half, similarly to the turnover of the Brokerage House. The Brokerage House ranked 1st position in the ranking with the share of 43.6% in this market segment.<br>As at the end of September, DM acted as the market for 38 companies and as the issue underwriter for 27 companies, which places DM on 3rd position on the market.       |
|  |                      | The Brokerage House is one of the leading brokerage houses operating in the domestic capital market.<br>As at the end of September of this year, the Brokerage House maintained nearly 135 thousand<br>investment accounts, i.e. 20% more than in the corresponding period of the previous year. Together<br>with active registration accounts, the number of accounts maintained by DM was nearly 295 thousand   |

| Table 17. | Struct                | ured finance in the third quarter of 2011   |
|-----------|-----------------------|---|
|           | Scope<br>of activity  | Activity  |
|           | Structured<br>finance | In the third quarter of this year, as part of financing of large investment with loans, the Bank signed<br>one annex to a consortium loan agreement and granted two loans designated for syndication<br>to banks. The total share of the Bank in the financing was PLN 855.5 million. Moreover, the Bank<br>concluded two agreements for granting a bank guarantee to an entity related to the Bank, operating<br>in the financial sector with a total value of PLN 435.2 million - the transactions were concluded<br>on arm's length.<br>The Bank is a market leader in terms of arranging issues of municipal bonds and occupies<br>an important position on the market of arranging issues of corporate bonds. In the third quarter<br>of this year, the Bank participated, among other things, in arranging the issue of municipal bonds<br>for the Municipality of Włocławek City, with the value of the programme amounted to PLN 40 million,<br>and the Municipality of Świnoujście City, with the value of the programme amounted<br>to PLN 37 million. In total, in the third quarter the Bank concluded 43 contracts for issuing municipal<br>bonds with a total value of PLN 371.2 million. Additionally, the Bank concluded one annex<br>to a contract for issuing corporate bonds with guarantee of its closing, which increased the value<br>of the programme by PLN 2 billion – the Bank's share in this consortium financing was<br>PLN 320 million. The Bank also concluded two contracts for the programme of issuing corporate<br>bonds without the guarantee of closing the issue with a total value of PLN 450 million. |

| Table 18. | Fiduciaru activities in the third auarter of 2011 |
|-----------|---|
|           |   |

| Scope<br>of activity    | Activity  |
|-------------------------|---|
| Fiduciary<br>activities | The Bank is a direct participant in the National Depository for Securities and the Securities Register (NBP) and a member of the Council of Depositary Banks and the Non-Treasury Debt Securities Council of the Polish Banks Association. The Bank maintains securities accounts and handles transactions on the domestic and the foreign markets. It also provides fiduciary services and acts as a depositary for pension and investment funds and actively participates in creating market regulations and standards. As at the end of September of this year, the Bank maintained nearly 1.8 thousand securities accounts as part of its fiduciary function. The amount of assets held by clients on fiduciary accounts amounted to PLN 50 billion compared with PLN 30.5 billion at the end of September of the previous year, which represents an increase of 64%. |

# 3.3.5. Activities of the PKO Bank Polski SA Group entities

| able 19. Au<br>SUBSIDIARY                                       | ctivities of the Group's entities in the third quarter of 2011<br>SIGNIFICANT EVENTS IN THE 3RD QUARTER OF 2011   |
|---|---|
| KREDOBANK SA  | <ol> <li>In the third quarter, total assets of KREDOBANK SA increased by PLN 262 million, i.e. by 14.4% (total assets denominated in UAH decreased by UAH 59 million, i.e. by 1.3%) and amounted to PLN 1 824 million (UAH 4 474 million) as at 30 September 2011.</li> <li>The Company's gross loan portfolio increased by PLN 188 million i.e. by 12.7% (the gross loan portfolio as denominated in UAH decreased by UAH 121 million, i.e. by 3.3%) in the third quarter of 2011 and amounted to PLN 1 483 million (UAH 3 638 million) as at the end of September 2011.</li> <li>In the third quarter of 2011, clients' term deposits of KREDOBANK SA increased by PLN 76 million, i.e. by 9.7% (the value of term deposits as denominated in UAH decreased by UAH 132 million, i.e. by 6.9%). As at 30 September 2011, the term deposits amounted to PLN 785 million (UAH 1 925 million).</li> <li>As at 30 September 2011, the network of KREDOBANK SA branches consisted of 1 branch and 130 subordinated branches in 22 out of 24 Ukrainian districts and in the Autonomous Republic of the Crimea (i.e. by 1 subordinated branch less than as at the end of the first half of 2011).</li> </ol>  |
|   | recalculated using the average NBP rates prevailing at the last day of the month – as at the end of September 2011 UAH 1 = PLN 0.4076 and as at the end of June 2011 UAH 1 = PLN 0.3444.  |
| PKO Towarzystwo<br>Funduszy<br>Inwestycyjnych SA                | <ol> <li>The asset value of the funds managed by the Company amounted to PLN 8.4 billion as at the end<br/>of September 2011, which is a decrease of the assets value by 13.2% comparing with the end<br/>of June 2011. A decrease of the asset value was primarily related with the deterioration in the situation<br/>on the stock market and negative net sales result.</li> <li>The net asset value of the PKO TFI SA estimates to 7.8%* share in the investment fund market holding<br/>the 3rd place among the funds.</li> <li>In total as at 30 September 2011 PKO TFI SA managed 28 investment funds and subfunds.</li> </ol> * Source: Chamber of Fund and Asset Management  |
| PKO BP BANKOWY<br>Powszechne<br>Towarzystwo<br>Emerytalne<br>SA | <ol> <li>As at the end of the third quarter of 2011, the net assets value of PKO BP Bankowy OFE managed<br/>by PKO BP BANKOWY PTE SA, amounted to PLN 7.3 billion, which is a decrease of PLN 257 million<br/>in comparison to the end of the second quarter of 2011. A decrease in the net assets value<br/>of PKO BP Bankowy OFE results from negative trends at the Warsaw Stock Exchange.</li> <li>As at 30 September of this year, the number of participants of PKO BP Bankowy OFE amounted<br/>to 528 215.</li> <li>PKO BP Bankowy OFE holds the 9th place regarding the net assets value among OPF and the 10th<br/>place regarding the number of OPF's members*.</li> <li>According to the ranking of the Polish Financial Supervision Authority PKO BP Bankowy OFE for the<br/>period from 30 September 2008 to 30 September 2011 reached a rate of return of 16.138%<br/>(the weighted average rate of return of 14.735%) occupying the same 1st place in the ranking of OPF<br/>for that period.</li> </ol>   |
|   | * Source: www.knf.gov.pl  |
| Inteligo Financial<br>Services SA                               | <ol> <li>At the end of the third quarter of 2011, the Company provided electronic banking services to more<br/>than 3 458 thousand of PKO Bank Polski SA's customers using iPKO services.</li> <li>The Company provided services to over 640 thousand Inteligo account customers.</li> </ol>  |
| PKO BP Finat<br>Sp. z o.o.                                      | <ol> <li>The Company provides transfer agent services for PKO TFI SA and PKO BP BANKOWY PTE SA,<br/>as well as transfer agent or bookkeeping services of investment funds for 5 other companies.</li> <li>As a result of Bank's acquisition of Company's shares from existing shareholders, as at the end of the<br/>third quarter of 2011, PKO Bank Polski SA became the sole shareholder of the Company.</li> </ol>   |
| Centrum<br>Elektronicznych<br>Usług Płatniczych<br>eService SA  | <ol> <li>The number of terminals as at the end of the third quarter of 2011 (including terminals enabling to withdraw cash) amounted to 51 441 units, which represents a decrease of 230 units compared to the end of June of this year. A decrease of number of terminals is a result of actions undertaken in order to increase the efficiency of the terminals network.</li> <li>In terms of the number of installed terminals (including terminal used to cash withdrawal), the Company's estimated market share amounted to 20.2% as at the end of September of this year.</li> <li>Transactions (payment transactions and cash withdrawals) with a total value of PLN 5.9 billion were performed by means of CEUP eService SA terminals during the third quarter of 2011 (PLN 5.4 billion in the corresponding period of 2010).</li> <li>The Company estimated that its market share reached 23.2% as measured by number of card transactions (including cash withdrawals) as the end of September of this year.</li> <li>In the third quarter of 2011, the Company expanded its own ATM network to 136 units (an increase of 19 units compared to the end of the first half of 2011).</li> </ol> |

| SUBSIDIARY  | SIGNIFICANT EVENTS IN THE 3RD QUARTER OF 2011   |
|---|---|
| Qualia<br>Development<br>Sp. z o.o.<br>(previously: PKO BP<br>Inwestycje<br>Sp. z o.o.) | In the third quarter of 2011, the Group's activities were focused on:<br>- continuing its projects: Nowy Wilanów in Warsaw, Neptun Park in Gdańsk Jelitkowo<br>and Rezydencja Flotylla in Międzyzdroje,<br>- conducting activities related to the commencement of new projects: a residential building with<br>an office function in Sopot, an apart hotel in Gdańsk Jelitkowo,<br>- extinguishing activity of Fort Mokotów Sp. z o.o. in liquidation,<br>- restructuring of the remaining projects.  |
| Fort Mokotów<br>Inwestycje<br>Sp. z o.o.  | In the third quarter of 2011, the Company continued working on the organization of a development investment project on the plot of land located at 107 Racławicka Street in Warsaw.   |
| Bankowy Fundusz<br>Leasingowy SA  | <ol> <li>In the third quarter of 2011, the BFL SA Group Companies leased out assets with a total value of PLN 373.5 million, i.e. an increase of 15% compared with the third quarter of 2010.</li> <li>As at the end of September 2011, in terms of the value of assets leased, the BFL Group ranked 5th position with 6.9% market share*.</li> <li>The total carrying amount of the lease investments of the BFL SA Group's entities amounted to PLN 2 958 million as at the end of September 2011.</li> <li>In September of this year the process of merger of BFL SA subsidiaries i.e. Companies: Bankowy Leasing Sp. z o.o. and BFL Nieruchomości Sp. z o.o. has been initiated - on 30 September 2011 Companies Merger Plan was submitted to the Court Registry.</li> <li>* Source: Rzeczpospolita of 13 October 2011</li> </ol> |
| Bankowe<br>Towarzystwo<br>Kapitałowe SA   | <ol> <li>In the third quarter of 2011, PKO BP Faktoring SA - the subsidiary of BTK SA - providing domestic and export factoring services, both with and without the acceptance of risk (with recourse) and reverse factoring.</li> <li>In the third quarter of 2011, the volume of factoring turnover amounted to PLN 411 million and client volume increased to 102.</li> <li>At the end of September of this year, PKO BP Faktoring SA ranked 9th place among factoring companies associated in the Polish Factors' Association, with a market share of 2.5%.</li> </ol>  |
| PKO Finance AB  | The Company's core activity is to raise funds for PKO Bank Polski SA deriving from issue of bonds.<br>On 7 July 2011, the Company issued bonds for a total amount of CHF 250 million with a maturity<br>of 7 July 2016.   |
| Centrum<br>Finansowe<br>Puławska Sp. z o.o.<br>- in liquidation                         | As at 30 September 2011, the Company rented 98.1% of the office and commercial space in the managed by itself Centrum Finansowe Puławska building, of which 91.9% was rented to the entities of the PKO Bank Polski SA Group.   |

# 3.3.6. Activities taken by PKO Bank Polski SA towards KREDOBANK SA

In the third quarter of 2011, the Management Board of PKO Bank Polski SA undertook a series of measures activities which directly contributed to securing the operations of KREDOBANK SA and strengthening corporate supervision over its investment in Ukraine.

The key activities included:

1. Developing a new strategy of PKO Bank Polski SA towards KREDOBANK SA, which assumes restructuring and reorganizing the business and implementing the best market practices, while focusing on selected areas of the Ukrainian market.

Currently, work related to development of a detailed business plan for implementing the strategy is performed. Implementing a new development strategy for KREDOBANK SA should impact the capital adequacy improvement, revenues reconstruction, better risk management and focusing on strategic directions, i.a. creating a regional bank for Western Ukraine, which would also operate in the largest selected cities of other regions of the country and take advantage of market niches, mainly in the area of services to retail customers and SME.

2. Strengthening the supervision over KREDOBANK SA by appointing a Vice President of the Management Board of KREDOBANK SA responsible for supervising the IT and telecommunications area, and entrusting the position of the first Vice President of the

Management Board of KREDOBANK SA to the former Vice President responsible for supervising the corporate and retail business.

In the third quarter of 2011, PKO Bank Polski SA continued its cooperation with the National Bank of Ukraine and the Government of Ukraine as part of which a meeting with representatives of the Ukrainian party took place in Kiev, and cooperation with the Polish-Ukrainian Chamber of Commerce and the *Amicus Europae* Foundation.

# 3.3.7. Awards and honours

In the third quarter of 2011, PKO Bank Polski SA and other entities of the PKO Bank Polski SA Group were granted the following awards:

# 1. The 'Studencki Produkt Roku' (Students' Product of the Year) poll

PKO Bank Polski SA is a favourite brand of students. As part of the voting which lasted several months, students selected their favourite brands, thus deciding which of them obtains the title of the Students' Product of the Year.

# 2. 'Najwyższa Jakość Quality International 2011'

The chapter of the competition appreciated two products of PKO Bank Polski SA addressed to corporate customers: highest quality service – electronic banking system iPKO biznes, and highest quality product - payroll account.

# 3. 'Przyjazny Bank Newsweeka' (Nesweek's Friendly Bank) ranking

Inteligo won the first prize in the 'Mobile bank' category. The ranking was organized for the seventh time but the prize in this category was awarded for the first time. Researchers from *MillwardBrown* SMG/KRC conducted 91 audits in 13 financial institutions to evaluate i.a. the availability of communication channels, quality of services and ability to gain and keep customers. The auditors played the role of customers who wished to obtain access to the basic bank functionalities in every situation and in any place. The Bank has been appreciated i.a. for availability to customers and a wide package of additional services.

This document is a translation of a document originally issued in Polish. The only binding version is the original Polish version.



Condensed interim consolidated financial statements of the PKO Bank Polski SA Group for three quarters of 2011



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(in PLN thousand)

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# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS OF THE PKO BANK POLSKI SA GROUP

## CONSOLIDATED INCOME STATEMENT

for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|   | Note   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|--------|---|--|---|--|
| Continuing operations:  |        |   |  |   |  |
| Interest and similar income   | 4      | 3 149 367   | 8 751 681  | 2 671 362   | 7 704 538  |
| Interest expense and similar charges  | 4      | (1 185 232)   | (3 213 000)  | (952 205)   | (2 919 202)  |
| Net interest income   |        | 1 964 135   | 5 538 681  | 1 719 157   | 4 785 336  |
| Fee and commission income   | 5      | 953 530   | 2 853 384  | 976 913   | 2 887 665  |
| Fee and commission expense  | 5      | (185 228)   | (543 679)  | (179 333)   | (562 863)  |
| Net fee and commission income   |        | 768 302   | 2 309 705  | 797 580   | 2 324 802  |
| Dividend income   |        | 263   | 6 800  | 83  | 5 595  |
| Net income from financial instruments at fair value<br>Gains less losses from investment securities | 6      | (28 592)  | (63 868)   | (15 803)  | (38 408)<br>36 613   |
| Net foreign exchange gains  | 7      | 670<br>115 102  | 16 607<br>247 487  | 481<br>125 860  | 291 814  |
| Other operating income  | 8      | 100 858   | 330 967  | 149 124   | 338 462  |
| Other operating expense   | 8      | (69 280)  | (219 322)  | (86 266)  | (198 869)  |
| Net other operating income and expense  |        | 31 578  | 111 645  | 62 858  | 139 593  |
| Net impairment allowance and write-downs  | 9      | (487 736)   | (1 369 136)  | (558 653)   | (1 441 937)  |
| Administrative expenses   | 10     | (1 102 542)   | (3 225 713)  | (1 057 470)   | (3 092 483)  |
| Operating profit  |        | 1 261 180   | 3 572 208  | 1 074 093   | 3 010 925  |
| Share of profit (loss) of associates and jointly controlled entities                                |        | 679   | (3 118)  | 359   | (4 635)  |
| Profit before income tax  |        | 1 261 859   | 3 569 090  | 1 074 452   | 3 006 290  |
| Income tax expense  | 11     | (245 165)   | (715 249)  | (228 109)   | (659 206)  |
| Net profit (including non-controlling shareholders)   |        | 1 016 694   | 2 853 841  | 846 343   | 2 347 084  |
| Profit (loss) attributable to non-controlling shareholders  |        | (331)   | (1 498)  | (507)   | (2 103)  |
| Net profit attributable to equity holders of the parent company                                     |        | 1 017 025   | 2 855 339  | 846 850   | 2 349 187  |
| Earnings per share  | 12     |   |  |   |  |
| - basic earnings per share for the period (in PLN)  |        | 0.81  | 2.28   | 0.68  | 1.88   |
| - diluted earnings per share for the period (in PLN)  |        | 0.81  | 2.28   | 0.68  | 1.88   |
| Weighted average number of ordinary shares during the period (in thousand)                          |        | 1 250 000   | 1 250 000  | 1 250 000   | 1 250 000  |
| Weighted average diluted number of ordinary shares during the period (in those                      | ısand) | 1 250 000   | 1 250 000  | 1 250 000   | 1 250 000  |

### Discontinued operations:

In the nine-month period ended 30 September 2011 and 30 September 2010, the PKO Bank Polski SA Group did not carry out discontinued operations.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|   | Note | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|------|---|--|---|--|
| Net profit (including non-controlling shareholders)                         |      | 1 016 694   | 2 853 841  | 846 343   | 2 347 084  |
| Other comprehensive income  |      | 288 991   | 209 211  | (164 411)   | 47 397   |
| Currency translation differences from foreign operations                    |      | 59 417  | 33 099   | (43 409)  | (3 504)  |
| Share in other comprehensive income of an associate                         |      | (661)   | (1 028)  | -   | 728  |
| Unrealised net gains on financial assets available for sale (gross)         |      | (37 895)  | (9 039)  | (19 242)  | (4 213)  |
| Deferred tax on unrealised net gains on financial assets available for sale | 11   | 7 153   | 1 671  | 4 234   | 1 379  |
| Cash flow hedges (gross)  | 16   | 322 194   | 227 788  | (130 857)   | 65 441   |
| Deferred tax on cash flow hedges  | 11   | (61 217)  | (43 280)   | 24 863  | (12 434)   |
| Total net comprehensive income  |      | 1 305 685   | 3 063 052  | 681 932   | 2 394 481  |
| Total net comprehensive income, of which attributable to:                   |      | 1 305 685   | 3 063 052  | 681 932   | 2 394 481  |
| equity holders of PKO Bank Polski SA  |      | 1 306 809   | 3 065 070  | 682 316   | 2 396 843  |
| non-controlling shareholders  |      | (1 124)   | (2 018)  | (384)   | (2 362)  |



(in PLN thousand)

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION as at 30 September 2011 and as at 31 December 2010

| •   |          |                                 |                                 |
|---|----------|---------------------------------|---------------------------------|
|   | Note     | 30.09.2011                      | 31.12.2010                      |
| ASSETS  |          |                                 |                                 |
| Cash and balances with the central bank                                   |          | 7 743 480                       | 6 182 412                       |
| Amounts due from banks  | 13       | 3 483 529                       | 2 307 032                       |
| Trading assets  | 14       | 813 848                         | 1 503 649                       |
| Derivative financial instruments  | 15       | 3 019 277                       | 1 719 085                       |
| Financial assets designated at fair value through profit and loss         | 17       | 13 496 683                      | 10 758 331                      |
| Loans and advances to customers   | 18       | 139 695 281                     | 130 668 119                     |
| Investment securities available for sale                                  | 19       | 12 195 237                      | 10 219 400                      |
| Investments in associates and jointly controlled entities                 | 20       | 167 279                         | 172 931                         |
| Non-current assets held for sale  |          | 17 969                          | 19 784                          |
| Inventories   |          | 546 567                         | 530 275                         |
| Intangible assets   | 21       | 1 779 845                       | 1 802 037                       |
| Tangible fixed assets, of which:  | 21       | 2 521 661                       | 2 576 445                       |
| investment properties   |          | 251                             | 259                             |
| Current income tax receivables  |          | 6 115                           | 4 318                           |
| Deferred income tax asset   |          | 644 275                         | 582 802                         |
| Other assets  |          | 865 894                         | 613 881                         |
| TOTAL ASSETS  |          | 186 996 940                     | 169 660 501                     |
|   |          |                                 |                                 |
| LIABILITIES AND EQUITY<br>Liabilities                                     |          |                                 |                                 |
| Amounts due to the central bank   |          | 3 689                           | 3 370                           |
| Amounts due to banks  | 22       | 6 517 940                       | 5 233 875                       |
| Derivative financial instruments  | 15       | 3 009 468                       | 2 404 795                       |
| Amounts due to customers  | 23       | 143 952 056                     | 132 981 215                     |
| Debt securities in issue  | 23       | 6 758 821                       | 3 298 867                       |
|   |          |                                 |                                 |
| Subordinated liabilities  | 24       | 1 635 314                       | 1 611 779                       |
| Other liabilities   | 24       | 2 354 432                       | 2 092 834                       |
| Current income tax liabilities  |          | 230 391                         | 67 744                          |
| Deferred income tax liability   | 05       | 29 661                          | 22 764                          |
| Provisions TOTAL LIABILITIES  | 25       | 557 548<br><b>165 049 320</b>   | 583 690<br><b>148 300 933</b>   |
| Equity  |          | 103 049 320                     | 148 300 933                     |
| Share capital   |          | 1 250 000                       | 1 250 000                       |
| Other capital   |          | 17 941 599                      | 16 888 145                      |
|   |          | (76 128)                        | (109 747)                       |
| Currency translation differences from foreign operations                  |          | (23 162)                        | 112 297                         |
| Unappropriated profits  |          | 2 855 339                       |                                 |
| Net profit for the period   |          |                                 | 3 216 883                       |
| Capital and reserves attributable to equity holders of the parent company |          | <b>21 947 648</b><br>(28)       | 21 357 578                      |
| Non-controlling interest  |          |                                 | 21 250 569                      |
| TOTAL LARILITIES AND FOURTY   |          | 21 947 620<br>186 996 940       | 21 359 568<br>169 660 501       |
| TOTAL LIABILITIES AND EQUITY  | <u> </u> | 180 990 940                     | 105 000 201                     |
| Capital adequacy ratio  | 34.1.2   | 12.29%                          | 12.47%                          |
|   |          | 21 947 620                      | 21 359 568                      |
| Book value (in PLN thousand)  |          |                                 |                                 |
| Book value (in PLN thousand)<br>Number of shares (in thousand)            | 1        | 1 250 000                       | 1 250 000                       |
| Number of shares (in thousand)  | 1        | 1 250 000<br>17.56              | 1 250 000<br>17.09              |
|   | 1        | 1 250 000<br>17.56<br>1 250 000 | 1 250 000<br>17.09<br>1 250 000 |



# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|  |                  |                 | Other capital     |                                 |  |  |                        |                           | Currency   |                           |                              | Total equity  |                                 |                 |
|--|------------------|-----------------|-------------------|---------------------------------|--|--|------------------------|---------------------------|--|---------------------------|------------------------------|---|---------------------------------|-----------------|
| for the nine-month period ended<br>30 September 2011 | Share<br>capital | Reserve capital | Other<br>reserves | General<br>banking risk<br>fund | Share in other<br>comprehensive<br>income of an<br>associate | Financial<br>assets<br>available for<br>sale | Cash<br>flow<br>hedges | Total<br>other<br>capital | translation<br>differences<br>from foreign<br>operations | Unappropriated<br>profits | Net profit for<br>the period | attributable to<br>equity holders<br>of the parent<br>company | Non-<br>controlling<br>interest | Total<br>equity |
| As at 1 January 2011                                 | 1 250 000        | 12 212 177      | 3 412 239         | 1 070 000                       | 976  | (25 171)                                     | 217 924                | 16 888 145                | (109 747)  | 112 297                   | 3 216 883                    | 21 357 578  | 1 990                           | 21 359 568      |
| Transfer of net profit from previous years           | -                | -               | -                 | -                               | -  | -  | -                      | -                         | -  | 3 216 883                 | (3 216 883)                  | -   | -                               | -               |
| Total comprehensive income                           | -                | -               | -                 | -                               | (1 028)  | (7 368)                                      | 184 508                | 176 112                   | 33 619   | -                         | 2 855 339                    | 3 065 070   | (2 018)                         | 3 063 052       |
| Transfer from unappropriated profits                 | -                | 829 213         | 48 129            | -                               | -  | -  | -                      | 877 342                   | -  | (877 342)                 | -                            | -   | -                               | -               |
| Dividends paid                                       | -                | -               | -                 | -                               | -  | -  | -                      | -                         | -  | (2 475 000)               | -                            | (2 475 000)   | -                               | (2 475 000)     |
| As at 30 September 2011                              | 1 250 000        | 13 041 390      | 3 460 368         | 1 070 000                       | (52)   | (32 539)                                     | 402 432                | 17 941 599                | (76 128)   | (23 162)                  | 2 855 339                    | 21 947 648  | (28)                            | 21 947 620      |

|  |                  |                 | Other capital     |                                 |  |  |                        |                           | Currency   |                           |                              | Total equity  | Non-                    |                 |
|--|------------------|-----------------|-------------------|---------------------------------|--|--|------------------------|---------------------------|--|---------------------------|------------------------------|---|-------------------------|-----------------|
| for the nine-month period ended<br>30 September 2010                                   | Share<br>capital | Reserve capital | Other<br>reserves | General<br>banking risk<br>fund | Share in other<br>comprehensive<br>income of an<br>associate | Financial<br>assets<br>available for<br>sale | Cash<br>flow<br>hedges | Total<br>other<br>capital | translation<br>differences<br>from foreign<br>operations | Unappropriated<br>profits | Net profit for<br>the period | attributable to<br>equity holders<br>of the parent<br>company | controlling<br>interest | Total<br>equity |
| As at 1 January 2010   | 1 250 000        | 12 149 682      | 3 405 087         | 1 070 000                       | 705  | (11 762)                                     | 119 276                | 16 732 988                | (108 791)  | 248 806                   | 2 305 538                    | 20 428 541  | 7 329                   | 20 435 870      |
| Transfer of net profit from previous years   | -                | -               | -                 | -                               | -  | -  | -                      | -                         | -  | 2 305 538                 | (2 305 538)                  | -   | -                       | -               |
| Total comprehensive income   | -                | -               | -                 | -                               | 728  | (2 834)                                      | 53 007                 | 50 901                    | (3 245)  | -                         | 2 349 187                    | 2 396 843   | (2 362)                 | 2 394 481       |
| Transfer from unappropriated profits   | -                | 12 495          | -                 | -                               | -  | -  | -                      | 12 495                    | -  | (12 495)                  | -                            | -   | -                       | -               |
| Additional payment to equity for non-<br>controlling shareholders                      | -                | -               | -                 | -                               | -  | -  | -                      | -                         | -  | -                         | -                            | -   | 352                     | 352             |
| Acquisition of shares issue of a subsidiary<br>by non-controlling shareholders         | -                | -               | -                 | -                               | -  | -  | -                      | -                         | -  | -                         | -                            | -   | 204                     | 204             |
| Increase of non-controlling interest by<br>acquisition of shares issue of a subsidiary | -                | -               | -                 | -                               | -  | -  | -                      | -                         | -  | 1 493                     | -                            | 1 493   | (1 493)                 | -               |
| Disposal of a subsidiary   | -                | -               | -                 | -                               | -  | =  | -                      | -                         | -  | 761                       | -                            | 761   | (722)                   | 39              |
| As at 30 September 2010  | 1 250 000        | 12 162 177      | 3 405 087         | 1 070 000                       | 1 433  | (14 596)                                     | 172 283                | 16 796 384                | (112 036)  | 2 544 103                 | 2 349 187                    | 22 827 638  | 3 308                   | 22 830 946      |

Bank Polski (in PLN thousand)

CONSOLIDATED STATEMENT OF CASH FLOWS for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|  | Note | 01.01-<br>30.09.2011       | 01.01-<br>30.09.2010    |
|--|------|----------------------------|-------------------------|
| Net cash flow from operating activities                                |      |                            |                         |
| Net profit   |      | 2 855 339                  | 2 349 187               |
| Adjustments:   |      | 1 088 975                  | (5 288 137)             |
| Profit (loss) of non-controlling shareholders                          |      | (1 498)                    | (2 103)                 |
| Amortisation and depreciation  |      | 385 079                    | 361 026                 |
| (Gains) losses from investing activities                               |      | (11 893)                   | (3 0 3 3)               |
| Interest and dividends   |      | (321 552)                  | (323 796)               |
| Change in amounts due from banks                                       |      | (269 893)                  | (62 096)                |
| Change in trading assets and financial assets designated at fair value |      | (2 048 551)                | (2 257 478)             |
| Change in derivative financial instruments (asset)                     |      | (1 300 192)                | (390 696)               |
| Change in loans and advances to customers                              |      | (9 814 737)                | (11 021 695)            |
| Change in deferred income tax asset and in income tax receivables      |      | (63 270)                   | (108 502)               |
| Change in other assets   |      | (266 490)                  | 58 536                  |
| Change in amounts due to banks   |      | 1 700 592                  | 427 660                 |
| Change in derivative financial instruments (liability)                 |      | 604 673                    | 395 287                 |
| Change in amounts due to customers                                     |      | 10 972 867                 | 6 558 888               |
| Change in debt securities in issue                                     |      | 512 190                    | (110 205)               |
| Change in impairment allowances and provisions                         |      | 729 667                    | 790 508                 |
| Change in other liabilities  |      | 273 919                    | 756 826                 |
| Income tax paid  |      | (656 253)                  | (848 922)               |
| Current income tax expense   |      | 818 900                    | 781 243                 |
| Other adjustments  |      | (154 583)                  | (289 585)               |
| Net cash from / used in operating activities                           |      | 3 944 314                  | (2 938 950)             |
| Net cash flow from investing activities                                |      |                            |                         |
| Inflows from investing activities                                      |      | 6 455 782                  | 7 200 903               |
| Proceeds from sale of investment securities                            |      | 6 433 959                  | 7 187 870               |
| Proceeds from sale of intangible assets and tangible fixed assets      |      | 15 407                     | 7 672                   |
| Other investing inflows  |      | 6 416                      | 5 361                   |
| Outflows from investing activities                                     |      | (7 961 675)                | (8 048 407)             |
| Purchase of investment securities                                      |      | (7 665 918)                | (7 767 238)             |
| Purchase of intangible assets and tangible fixed assets                |      | (295 757)                  | (281 169)               |
| Net cash from / used in investing activities                           | _    | (1 505 893)                | (847 504)               |
| Net cash flow from financing activities<br>Dividends paid              |      | (2 475 000)                | -                       |
| Proceeds from debt securities in issue                                 |      | 2 964 738                  | -                       |
| Redemption of debt securities in issue                                 |      | (648)                      | -                       |
| Repayment of interest from issued debt securities                      |      | (40 307)                   | (42 302)                |
| Long-term borrowings   |      | 483 866                    | 699 947                 |
| Repayment of long-term borrowings                                      |      | (900 452)                  | (595 100)               |
| Net cash generated from financing activities                           | _    | (900 432)<br><b>32 197</b> | 62 545                  |
| Net cash inflow/(outflow)  | -    | 2 470 618                  | (3 723 909)             |
| of which currency translation differences on cash and cash equivalents |      | 314 944                    | <b>(3723909)</b><br>495 |
| Cash and cash equivalents at the beginning of the period               |      | 8 438 681                  | 8 992 393               |
| Cash and cash equivalents at the end of the period                     | 29   | 10 909 299                 | 5 268 484               |
| of which restricted  |      | 6 434                      | 9 061                   |



# NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

# 1. General information

The condensed interim consolidated financial statements of the Powszechna Kasa Oszczędności Bank Polski SA Group ('the PKO Bank Polski SA Group', 'the Group') have been prepared for the nine-month period ended 30 September 2011 and include comparative data for the nine-month period ended 30 September 2010 (as regards consolidated income statement, consolidated statement of comprehensive income, consolidated statement of cash flows) and include comparative data as at 31 December 2010 (as regards consolidated statement of financial position). Data has been presented in PLN thousand, unless indicated otherwise.

The parent company of the Powszechna Kasa Oszczędności Bank Polski Spółka Akcyjna Group is Powszechna Kasa Oszczędności Bank Polski Spółka Akcyjna ('PKO Bank Polski SA', 'the parent company', 'the Bank').

The parent company was established in 1919 as the Pocztowa Kasa Oszczędnościowa. Since 1950 the parent company operated as the Powszechna Kasa Oszczędności State-owned bank. Pursuant to the Decree of the Council of Ministers dated 18 January 2000 (Journal of Laws No. 5, item 55 with subsequent amendments) Powszechna Kasa Oszczędności (a state-owned bank) was transformed into a state-owned joint-stock company, Powszechna Kasa Oszczędności Bank Polski Spółka Akcyjna with its head office in Warsaw, Puławska 15, 02-515 Warsaw, Poland.

On 12 April 2000, Powszechna Kasa Oszczędności Bank Polski Spółka Akcyjna was registered and the Company was entered in the Register of Companies by the District Court for the capital city of Warsaw, Commercial Court XVI Registration Department. At present, the appropriate Court of Registration is the District Court for the capital city of Warsaw, XIII Economic Department of the National Court Register. The Bank was registered under entry No. KRS 0000026438 and was granted a statistical REGON No. 016298263. The Bank's paid share capital amounts to PLN 1 250 000 thousand.

| Name of entity              | Number of shares | Number of votes % | Nominal value<br>of 1 share | Share in equity % |
|-----------------------------|------------------|-------------------|-----------------------------|-------------------|
| As at 30 September 2011     |                  |                   |                             |                   |
| The State Treasury          | 512 406 277      | 40.99             | PLN 1                       | 40.99             |
| Bank Gospodarstwa Krajowego | 128 102 731      | 10.25             | PLN 1                       | 10.25             |
| Other shareholders          | 609 490 992      | 48.76             | PLN 1                       | 48.76             |
| Total                       | 1 250 000 000    | 100.00            |                             | 100.00            |
| As at 31 December 2010      |                  |                   |                             |                   |
| The State Treasury          | 512 406 277      | 40.99             | PLN 1                       | 40.99             |
| Bank Gospodarstwa Krajowego | 128 102 731      | 10.25             | PLN 1                       | 10.25             |
| Other shareholders          | 609 490 992      | 48.76             | PLN 1                       | 48.76             |
| Total                       | 1 250 000 000    | 100.00            |                             | 100.00            |

The Bank's shareholding structure is as follows:

The Bank is listed on the Warsaw Stock Exchange. According to the Warsaw Stock Exchange Bulletin (Ceduła Giełdowa), the Bank is classified under the macro-sector 'Finance', sector 'Banks'.

# Business activities of the Group

PKO Bank Polski SA is a universal commercial bank offering services to both domestic and foreign retail, corporate and other clients. PKO Bank Polski SA is licensed to hold foreign exchange and currencies and sell/buy them, as well as perform a full range of foreign exchange services; open and hold bank accounts abroad and to deposit foreign exchange in these accounts.



In addition, through its subsidiaries, the Group conducts activities relating to leasing, factoring, investment funds, pension funds, Internet banking as well as servicing and settlement of card transactions and real estate development. The scope of activities of each of the Group entities is set out in this note, in the table 'Structure of the PKO Bank Polski SA Group'.

The Group operates in the Republic of Poland and through its subsidiaries, KREDOBANK SA and UKRPOLINWESTYCJE Sp. z o.o. – in Ukraine and through its subsidiary PKO Finance AB in Sweden.

# Structure of the PKO Bank Polski SA Group

The PKO Bank Polski SA Group consists of the following entities:

| No.  | Entity name   | Registered office | Activity  | Share capital (%) |            |
|------|---|-------------------|---|-------------------|------------|
| 140. |   | Registered enfect | , caving  | 30.09.2011        | 31.12.2010 |
|      |   | Desset company    |   |                   |            |
| 1    | Powszechna Kasa Oszczędności Bank Polski Spółka Akc                                 | Parent compan     | y   |                   |            |
|      |   | Direct subsidiari | 29  |                   |            |
| 2    | Bankowe Towarzystwo Kapitałowe SA   | Warsaw            | Services, including financial services  | 100.00            | 100.00     |
| 3    | Bankowy Fundusz Leasingowy SA   | Łódź              | Leasing services  | 100.00            | 100.00     |
| 4    | Centrum Elektronicznych Usług Płatniczych 'eService'<br>SA                          | Warsaw            | Servicing and settlement of card<br>transactions  | 100.00            | 100.00     |
| 5    | Centrum Finansowe Puławska Sp. z o.o. – in liquidation                              | Warsaw            | Management and use of Centrum<br>Finansowe Puławska   | 100.00            | 100.00     |
| 6    | Fort Mokotów Inwestycje Sp. z o.o. <sup>1</sup>                                     | Warsaw            | Real estate development   | 99.9885           | 99.9885    |
| 7    | Inteligo Financial Services SA  | Warsaw            | Technical servicing of Internet banking   | 100.00            | 100.00     |
| 8    | KREDOBANK SA  | Lviv, Ukraine     | Financial services  | 99.5655           | 99.5655    |
| 9    | PKO BP BANKOWY Powszechne Towarzystwo<br>Emerytalne SA                              | Warsaw            | Pension fund management   | 100.00            | 100.00     |
| 10   | PKO Finance AB  | Stockholm, Sweden | Financial services  | 100.00            | 100.00     |
| 11   | PKO Towarzystwo Funduszy Inwestycyjnych SA  | Warsaw            | Investment fund management  | 100.00            | 100.00     |
| 12   | Qualia Development Sp. z o.o.   | Warsaw            | Real estate development   | 100.00            | 100.00     |
| 13   | PKO BP Finat Sp. z o.o. <sup>2</sup>  | Warsaw            | Real estate development   | 100.00            | -          |
|      |   | Indirect subsidia | ies   |                   |            |
| 9    | Subsidiaries of Qualia Development Sp. z o.o. <sup>3</sup>                          |                   |   |                   |            |
| 14   | Qualia Sp. z o.o.   | Warsaw            | Act as the general partner in limited<br>partnerships of the Qualia Development<br>Group entities | 100.00            | -          |
| 15   | Qualia spółka z ograniczoną odpowiedzialnością<br>- Neptun Park Sp.k. <sup>4</sup>  | Warsaw            | Real estate development   | 99.9975           | 99.9975    |
| 16   | Qualia spółka z ograniczoną odpowiedzialnością<br>- Nowy Wilanów Sp.k. <sup>5</sup> | Warsaw            | Real estate development   | 99.9750           | 99.9750    |
| 17   | Qualia spółka z o.o Sopot Sp.k.   | Warsaw            | Real estate development   | 99.9787           | -          |
| 18   | Qualia spółka z ograniczoną odpowiedzialnością<br>- Pomeranka Sp.k.                 | Warsaw            | Real estate development   | 50.00             | -          |
| 19   | Qualia spółka z ograniczoną odpowiedzialnością<br>- Projekt 1 Sp.k.                 | Warsaw            | Real estate development   | 50.00             | -          |
| 20   | Qualia - Rezydencja Flotylla Sp. z. o.o.  | Warsaw            | Real estate development   | 100.00            | 100.00     |
| 21   | Sarnia Dolina Sp. z o.o.  | Warsaw            | Real estate development   | 56.00             | 56.00      |
| 22   | Fort Mokotów Sp. z o.o. – in liquidation  | Warsaw            | Real estate development   | 51.00             | 51.00      |
| 23   | UKRPOLINWESTYCJE Sp. z o.o.   | Kiev, Ukraine     | Real estate development   | 55.00             | 55.00      |
| 5    | Subsidiaries of Bankowy Fundusz Leasingowy SA                                       |                   |   |                   |            |
| 24   | Bankowy Leasing Sp. z o.o.  | Łódź              | Leasing services  | 100.00            | 99.9978    |
| 25   | BFL Nieruchomości Sp. z o.o.  | Łódź              | Leasing services  | 100.00            | 99.9952    |
| \$   | Subsidiary of Bankowe Towarzystwo Kapitałowe SA                                     |                   |   |                   |            |
| 26   | PKO BP Faktoring SA <sup>6</sup>  | Warsaw            | Factoring   | 99.9889           | 99.9867    |

1. the second shareholder of the Entity is Qualia Development Sp. z o.o.

2. formerly the subsidiary of Inteligo Financial Services SA

3. in limited partnerships of the Qualia Development Group, the limited partner is Qualia Development Sp. z o.o.; and the general partner is Qualia

Sp. z o.o., in the position of share capital, the total contributions made by the limited partner is presented

4. the Company was established as a result of transformation of the company PKO BP Inwestycje - Neptun Park Sp. z o.o.

5. the Company was established as a result of transformation of the company PKO BP Inwestycje - Nowy Wilanów Sp. z o.o.

6. PKO Bank Polski SA holds 1 share in the Entity



# Jointly controlled entities and associates included in the consolidated financial statements: Jointly controlled entities

| No. | Name of Entity                               | Registered office                | Activity                                | Share capital (%) |            |
|-----|--|----------------------------------|---|-------------------|------------|
|     |  | Registered office                |   | 30.09.2011        | 31.12.2010 |
|     |  | Direct jointly contr             | rolled entities                         |                   |            |
| 1   | CENTRUM HAFFNERA Sp. z o.o.                  | Sopot                            | Real estate development                 | 49.43             | 49.43      |
| 2   | Centrum Obsługi Biznesu Sp. z o.o.           | Poznań                           | Construction and maintenance of a hotel | 41.44             | 41.44      |
|     |  | Indirect jointly cont            | trolled entities                        |                   |            |
| Sub | sidiaries of CENTRUM HAFFNERA Sp. z o.o. (ir | direct jointly controlled by PKC | ) Bank Polski SA)                       |                   |            |
| 3   | Centrum Majkowskiego Sp. z o.o.              | Sopot                            | Real estate development                 | 100.00            | 100.00     |
| 4   | Kamienica Morska Sp. z o.o.                  | Sopot                            | Real estate development                 | 100.00            | 100.00     |
|     | Sopot Zdrój Sp. z o.o.                       | Sopot                            | Real estate development                 | 100.00            | 100.00     |
| 5   | 30pot 2010j 3p. 2 0.0.                       |                                  |   |                   |            |

| No.               | Name of Entity   | Registered office | Activity                                    | Share capital (%) |            |  |  |  |  |
|-------------------|--|-------------------|---|-------------------|------------|--|--|--|--|
|                   |  |                   |   | 30.09.2011        | 31.12.2010 |  |  |  |  |
| Direct associates |  |                   |   |                   |            |  |  |  |  |
| 1                 | Bank Pocztowy SA   | Bydgoszcz         | Financial services                          | 25.0001           | 25.0001    |  |  |  |  |
| 2                 | Kolej Gondolowa Jaworzyna Krynicka SA <sup>1</sup>                           | Krynica Górska    | Construction and operation of cable railway | 37.53             | 37.53      |  |  |  |  |
| 3                 | Poznański Fundusz Poręczeń<br>Kredytowych Sp. z o.o.                         | Poznań            | Provision of sureties and guarantees        | 33.33             | 33.33      |  |  |  |  |
| 4                 | Agencja Inwestycyjna CORP SA   | Warsaw            | Office real estate management               | 22.31             | 22.31      |  |  |  |  |
|                   |  | Indirect a        | ssociates                                   |                   |            |  |  |  |  |
| Subs              | Subsidiaries of Bank Pocztowy SA (indirect associates of PKO Bank Polski SA) |                   |   |                   |            |  |  |  |  |
| 5                 | Centrum Operacyjne Sp. z o.o.  | Bydgoszcz         | Financial services supporting               | 100.00            | 100.00     |  |  |  |  |
| 6                 | Spółka Dystrybucyjna Banku Pocztowego Sp. z o.o.                             | Warsaw            | Intermediary financial services             | 100.00            | 100.00     |  |  |  |  |

1) shares of the Entity in the nine-month period of 2011 and in 2010 are recognised in non-current assets held for sale.

Information on changes in the parent's participation in the share capital of the subsidiaries is set out in Note 31 'Changes to the entities of the Group'.

# 2. Summary of significant accounting policies and critical estimates and judgements

These condensed interim consolidated financial statements of the PKO Bank Polski SA Group have been prepared in accordance with the requirements of the International Accounting Standard 34 'Interim Financial Reporting' as approved by the European Union.

The accounting policies and calculations applied in these condensed interim financial statements are consistent to those, which were applied in the six-month period ended 30 June 2011. These policies were described in detail in the condensed interim consolidated financial statements of the Group for the six-month period ended 30 June 2011, including policies applied by preparation of consolidated financial statements for the year ended 31 December 2010.

These condensed interim consolidated financial statements for the third quarter of 2011 should be read together with condensed interim consolidated financial statements of the PKO Bank Polski SA Group for the six-month period ended 30 June 2011 and together with consolidated financial statements of the PKO Bank Polski SA Group for 2010 prepared in accordance with International Financial Reporting Standards as approved by the European Union.


### 3. Information on the segments of activities

The PKO Bank Polski SA Group's segment reporting scheme is primarily based on the criteria of the groups of clients – recipients of the products and services offered by the parent company and the PKO Bank Polski SA Group entities. Every operating business segment comprises activities of providing products and services that are characterized by the similar risk and rewards – different from other business segments. The segment note below is recognised in an internal reporting system, i.e. information presented to the Management Board of PKO Bank Polski SA, used to assess achieved results and to allocate resources.

The segment results summary below presents an internal organisational structure of the PKO Bank Polski SA Group. At present, the PKO Bank Polski SA Group comprises three basic segments: retail, corporate and investment segment:

 The retail segment comprises transactions of the parent company with retail clients, clients of small and medium entities and housing market clients, as well as activities of the following subsidiaries: KREDOBANK SA, PKO BP BANKOWY Powszechne Towarzystwo Emerytalne SA, PKO Towarzystwo Funduszy Inwestycyjnych SA, the Inteligo Financial Services SA, PKO BP Finat Sp. z o.o. Centrum Elektronicznych Usług Płatniczych 'eService' SA, the Qualia Development Sp. z o.o. Group and Fort Mokotów Inwestycje Sp. z o.o.

This segment comprises, among others, the following products and services: current and saving accounts, deposits, private banking services, investment products, credit and debit cards, consumer and mortgage loans, corporate loans for small and medium entities and housing market customers.

2. The corporate segment includes transactions of the parent company with large corporate clients, as well as activities of the Bankowy Fundusz Leasingowy SA Group and of the Bankowe Towarzystwo Kapitałowe SA Group.

This segment comprises, among others, the following products and services: current accounts, deposits, securities depositary services, currency and derivative products, sell buy back and buy sell back transactions, investment loans, leases and factoring. Within the segment, PKO Bank Polski SA also enters, individually or in consortium with other banks, into loan agreements financing large investment projects.

3. The investment segment comprises own activity i.e. investing and brokerage activities, interbank transactions, derivative instruments and debt securities transactions and activities of PKO Finance AB and Centrum Finansowe Puławska Sp. z .o.o. (own activities). In the net result of the segment, the net result of internal settlements related to funds transfer pricing, the result on long-term sources of financing and the result on positions classified for hedge accounting is presented. Internal funds transfer is based on transfer pricing dependant on interest rates. The transactions between business segments are conducted on arm's length. Long-term external financing includes the issuance of bonds, subordinated liabilities and funds due to EMTN issuance as well as amounts due to financial institutions.

The PKO Bank Polski SA Group typically settles inter-segment transactions as if they were concluded between unrelated parties, using internal settlement rates. The transactions between business segments are conducted on arm's length.

Accounting policies applied in the segment report are consistent with accounting policies described in Note 2 of these statements.

Disclosed values of assets and liabilities are operating assets and liabilities applied by operating activities segment. Values of assets, liabilities, income and expenses of a particular segment are based on internal management information. To particular segments there have been assigned assets and liabilities as well as income and expense related to these assets and liabilities.



(in PLN thousand)

The current income tax expense was presented only on the Group level.

The tables below present data relating to income and results of individual operational segments of the PKO Bank Polski SA Group for the nine-month period ended 30 September 2011 and 30 September 2010 and assets and liabilities as at 30 September 2011 and 31 December 2010.

|  |                   | c                    | ontinuing operation | IS                          |                             |  |
|--|-------------------|----------------------|---------------------|-----------------------------|-----------------------------|--|
| For the nine-month period ended                                      |                   |                      | Investment          | segment                     |                             |  |
| 30 September 2011  | Retail<br>segment | Corporate<br>segment | Own activities      | Transfer<br>centre<br>(ALM) | Total activity of the Group |  |
| Net interest income  | 4 063 492         | 548 485              | 125 799             | 800 905                     | 5 538 681                   |  |
| Net fee and commission income  | 2 037 373         | 194 143              | 78 189              | -                           | 2 309 705                   |  |
| Other net income   | 222 186           | 84 733               | 146 405             | (134 653)                   | 318 671                     |  |
| Net result from financial operations                                 | 590               | 113                  | (1 322)             | (46 642)                    | (47 261)                    |  |
| Net foreign exchange gains   | 136 355           | 63 714               | 135 429             | (88 011)                    | 247 487                     |  |
| Dividend income  | -                 | -                    | 6 800               | -                           | 6 800                       |  |
| Net other operating income and expense                               | 65 717            | 40 430               | 5 498               | -                           | 111 645                     |  |
| Income/expenses relating to internal customers                       | 19 524            | (19 524)             | -                   | -                           | -                           |  |
| Net impairment allowance and write-downs                             | (1 088 539)       | (276 051)            | (4 546)             | -                           | (1 369 136)                 |  |
| Administrative expenses, of which:                                   | (2 892 616)       | (220 160)            | (112 937)           | -                           | (3 225 713)                 |  |
| amortisation and depreciation  | (344 298)         | (26 822)             | (13 959)            | -                           | (385 079)                   |  |
| Share of profit (loss) of associates and jointly controlled entities | -                 | -                    | -                   | -                           | (3 118)                     |  |
| Segment gross profit   | 2 341 896         | 331 150              | 232 910             | 666 252                     | 3 569 090                   |  |
| Income tax expense (tax burden)                                      | -                 | -                    | -                   | -                           | (715 249)                   |  |
| Profit (loss) attributable to non-controlling shareholders           | -                 | -                    | -                   | -                           | (1 498)                     |  |
| Net profit attributable to equity holders of the<br>parent company   | 2 341 896         | 331 150              | 232 910             | 666 252                     | 2 855 339                   |  |

|                         |                            | Continuing operations    |                          |                             |                             |  |  |
|-------------------------|----------------------------|--------------------------|--------------------------|-----------------------------|-----------------------------|--|--|
| As at 30 September 2011 |                            |                          | Investment               |                             |                             |  |  |
|                         | Retail<br>segment          | Corporate<br>segment     | Own activities           | Transfer<br>centre<br>(ALM) | Total activity of the Group |  |  |
| Assets<br>Liabilities   | 121 592 976<br>115 505 826 | 38 098 674<br>32 446 901 | 27 305 290<br>17 096 593 | -                           | 186 996 940<br>165 049 320  |  |  |

|  |                   | C                    | Continuing operatio | ns*                         |                             |
|--|-------------------|----------------------|---------------------|-----------------------------|-----------------------------|
| For the nine-month period ended                                      |                   |                      | Investment          | segment                     |                             |
| 30 September 2010  | Retail<br>segment | Corporate<br>segment | Own activities      | Transfer<br>centre<br>(ALM) | Total activity of the Group |
| Net interest income  | 3 827 211         | 470 489              | 208 440             | 279 196                     | 4 785 336                   |
| Net fee and commission income  | 2 052 642         | 191 241              | 80 919              | -                           | 2 324 802                   |
| Other net income   | 202 596           | 58 584               | 142 688             | 31 339                      | 435 207                     |
| Net result from financial operations                                 | (4 328)           | (650)                | 30 006              | (26 823)                    | (1 795)                     |
| Net foreign exchange gains   | 84 139            | 48 282               | 101 231             | 58 162                      | 291 814                     |
| Dividend income  | -                 | -                    | 5 595               | -                           | 5 595                       |
| Net other operating income and expense                               | 103 270           | 30 467               | 5 856               | -                           | 139 593                     |
| Income/expenses relating to internal customers                       | 19 515            | (19 515)             | -                   | -                           | -                           |
| Net impairment allowance and write-downs                             | (1 179 473)       | (205 131)            | (57 333)            | -                           | (1 441 937)                 |
| Administrative expenses, of which:                                   | (2 796 334)       | (192 564)            | (103 585)           | -                           | (3 092 483)                 |
| amortization and depreciation  | (323 056)         | (24 126)             | (13 844)            |                             | (361 026)                   |
| Share of profit (loss) of associates and jointly controlled entities | -                 | -                    | -                   | -                           | (4 635)                     |
| Segment gross profit   | 2 106 642         | 322 619              | 271 129             | 310 535                     | 3 006 290                   |
| Income tax expense (tax burden)                                      | -                 | -                    | -                   | -                           | (659 206)                   |
| Profit (loss) attributable to non-controlling shareholders           | -                 | -                    | -                   | -                           | (2 103)                     |
| Net profit attributable to equity holders of the<br>parent company   | 2 106 642         | 322 619              | 271 129             | 310 535                     | 2 349 187                   |



(in PLN thousand)

|                        |                   | Continuing operations* |                |                             |                                |  |  |
|------------------------|-------------------|------------------------|----------------|-----------------------------|--------------------------------|--|--|
| As at 31 December 2010 |                   |                        | Investment     |                             |                                |  |  |
|                        | Retail<br>segment | Corporate<br>segment   | Own activities | Transfer<br>centre<br>(ALM) | Total activity of<br>the Group |  |  |
| Assets                 | 112 010 210       | 34 963 122             | 22 687 169     | -                           | 169 660 501                    |  |  |
| Liabilities            | 109 307 500       | 27 721 094             | 11 272 339     | -                           | 148 300 933                    |  |  |

As an additional reporting scheme, the PKO Bank Polski SA Group uses geographical areas. The PKO Bank Polski SA Group conducts its activities in Ukraine – through KREDOBANK SA and through UKRPOLINWESTYCJE Sp. z o.o.

| For the nine-month period ended 30 September 2011                    | Poland      | Ukraine  | Total       |
|--|-------------|----------|-------------|
| Net interest income  | 5 505 720   | 32 961   | 5 538 681   |
| Net fee and commission income  | 2 282 246   | 27 459   | 2 309 705   |
| Other net income   | 315 141     | 3 530    | 318 671     |
| Administrative expenses  | (3 153 464) | (72 249) | (3 225 713) |
| Net impairment allowance and write-downs                             | (1 381 162) | 12 026   | (1 369 136) |
| Share of profit (loss) of associates and jointly controlled entities | -           | -        | (3 118)     |
| Segment gross profit   | 3 568 481   | 3 727    | 3 569 090   |
| Income tax expense (tax burden)                                      | -           | -        | (715 249)   |
| Profit (loss) attributable to non-controlling shareholders           | -           | -        | (1 498)     |
| Net profit attributable to equity holders of the<br>parent company   | 3 568 481   | 3 727    | 2 855 339   |

| As at 30 September 2011    | Poland      | Ukraine   | Total       |
|----------------------------|-------------|-----------|-------------|
| Assets of the segment      | 185 325 123 | 1 671 817 | 186 996 940 |
| Liabilities of the segment | 164 010 613 | 1 038 707 | 165 049 320 |

| For the nine-month period ended 30 September 2010                         | Poland      | Ukraine  | Total       |
|---|-------------|----------|-------------|
| Net interest income   | 4 732 940   | 52 396   | 4 785 336   |
| Net fee and commission income   | 2 294 343   | 30 459   | 2 324 802   |
| Other net income  | 445 048     | (9 841)  | 435 207     |
| Administrative expenses   | (3 009 947) | (82 536) | (3 092 483) |
| Net impairment allowance and write-downs                                  | (1 421 190) | (20 747) | (1 441 937) |
| Share of profit (loss) of associates and jointly controlled entities      | -           | -        | (4 635)     |
| Segment gross profit  | 3 041 194   | (30 269) | 3 006 290   |
| Income tax expense (tax burden)   | -           | -        | (659 206)   |
| Profit (loss) attributable to non-controlling shareholders                | -           | -        | (2 103)     |
| Net profit (loss) attributable to equity holders of the<br>parent company | 3 041 194   | (30 269) | 2 349 187   |

| As at 31 December 2010     | Poland      | Ukraine   | Total       |
|----------------------------|-------------|-----------|-------------|
| Assets of the segment      | 168 030 912 | 1 629 589 | 169 660 501 |
| Liabilities of the segment | 147 264 946 | 1 035 987 | 148 300 933 |



### 4. Interest income and expense

#### Interest and similar income

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Income from loans and advances to customers                             | 2 555 647   | 7 157 384  | 2 182 952   | 6 287 403  |
| Income from derivative hedging instruments                              | 207 965   | 559 110  | 185 199   | 493 610  |
| Income from securities designated at fair value through profit and loss | 151 512   | 407 828  | 119 981   | 362 869  |
| Income from investment securities available for sale                    | 154 032   | 401 770  | 115 051   | 344 406  |
| Income from placements with banks                                       | 59 149  | 156 107  | 36 896  | 109 501  |
| Income from trading securities  | 18 763  | 64 067   | 29 052  | 101 536  |
| Other   | 2 299   | 5 415  | 2 231   | 5 213  |
| Total   | 3 149 367   | 8 751 681  | 2 671 362   | 7 704 538  |

In the 'Income from derivative hedging instruments' the Group presents interest income from derivative instruments designated for hedge accounting that are effective hedging instruments in respect of cash flow hedges. Details of hedging relationships applied by the Group are included in Note 16 'Derivative hedging instruments'.

In the nine-month period ended 30 September 2011, the value of interest income from loans for which evidence of impairment has been identified amounted to PLN 279 492 thousand. This income has been included in the position 'Income from loans and advances to customers'.

## Interest expense and similar charges

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Interest expense on amounts due to customers<br>Interest expense on debt securities in issue | (1 097 945)<br>(74 166)                                   | (3 000 389)<br>(178 181)   | (903 695)<br>(25 202)                                     | (2 763 057)<br>(78 805)  |
| Interest expense on deposits from banks  | (12 709)  | (32 108)   | (7 231)   | (24 466)   |
| Other  | (412)   | (2 322)  | (16 077)  | (52 874)   |
| Total  | (1 185 232)   | (3 213 000)  | (952 205)   | (2 919 202)  |



### 5. Fee and commission income and expense

### Fee and commission income

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Income from financial assets, which are not valued at fair value through<br>profit and loss, of which: | 143 193   | 421 488  | 138 463   | 384 603  |
| Income from loans and advances   | 143 193   | 421 488  | 138 463   | 384 603  |
| Other commissions  | 809 638   | 2 429 990  | 838 074   | 2 501 920  |
| Income from payment cards  | 265 693   | 767 119  | 239 687   | 714 908  |
| Income from maintenance of bank accounts   | 226 784   | 689 414  | 229 487   | 690 888  |
| Income from loan insurance   | 120 531   | 382 688  | 167 037   | 505 121  |
| Income from maintenance of investment and pension funds (including management fees)                    | 81 214  | 268 013  | 85 428  | 243 550  |
| Income from cash transactions  | 39 772  | 122 148  | 44 669  | 133 434  |
| Income from securities transactions  | 19 901  | 52 553   | 20 288  | 53 584   |
| Income from servicing foreign mass transactions  | 12 037  | 35 430   | 11 390  | 32 905   |
| Income from sale and distribution of court fee stamps  | 3 603   | 14 221   | 5 248   | 18 913   |
| Other*   | 40 103  | 98 404   | 34 840  | 108 617  |
| Income from fiduciary activities   | 699   | 1 906  | 376   | 1 142  |
| Total  | 953 530   | 2 853 384  | 976 913   | 2 887 665  |

\* Included in 'Other' are i.a.: commissions received for servicing bond sale transactions, commissions of Dom Maklerski (the brokerage house of PKO Bank Polski SA) for servicing Initial Public Offering issue and commissions for servicing indebtedness of borrowers against the State budget.

#### Fee and commission expense

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Expenses on payment cards  | (82 618)  | (227 849)  | (67 145)  | (225 826)  |
| Expenses on loan insurance   | (38 697)  | (107 161)  | (39 926)  | (113 902)  |
| Expenses on acquisition services   | (33 686)  | (103 475)  | (36 004)  | (109 118)  |
| Expenses on asset management fees  | (2 744)   | (21 160)   | (8 145)   | (21 006)   |
| Expenses on settlement services  | (4 300)   | (16 175)   | (4 637)   | (16 460)   |
| Expenses on fee and commissions for operating services rendered by banks | (2 800)   | (8 276)  | (2 626)   | (7 814)  |
| Other*   | (20 383)  | (59 583)   | (20 850)  | (68 737)   |
| Total  | (185 228)   | (543 679)  | (179 333)   | (562 863)  |

\* Included in 'Other' are i.a.: fee and expenses paid by Dom Maklerski to Warsaw Stock Exchange (GPW) and the National Depository for Securities (KDPW).

#### 6. Net income from financial instruments designated at fair value

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Derivative instruments <sup>1)</sup>  | (33 852)  | (68 150)   | (29 909)  | (78 832)   |
| Debt securities   | 5 017   | 1 698  | 13 320  | 38 937   |
| Equity instruments  | (2 212)   | (822)  | 777   | 1 460  |
| Structured bank securities valued at fair value through profit and loss <sup>1)</sup> | 2 455   | 3 407  | -   | -  |
| Other <sup>1)</sup>   | -   | (1)  | 9   | 27   |
| Total   | (28 592)  | (63 868)   | (15 803)  | (38 408)   |

In the net income from financial instruments designated at fair value, position 'Derivative instruments', in the period ended 30 September 2011, an ineffective portion related to cash flow hedges was recognized and it amounted to PLN (48 343) thousand (in the period ended 30 September 2010, an ineffective portion related to cash flow hedges was recognized and it amounted to PLN (48 772) thousand).



(in PLN thousand)

| 3rd quarter period from 01.07.2011 to 30.09.2011   | Gains     | Losses      | Net result |
|--|-----------|-------------|------------|
| Trading assets   | 2 483 501 | (2 521 826) | (38 325)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 8 327     | 1 406       | 9 733      |
| Total  | 2 491 828 | (2 520 420) | (28 592)   |
| 3 quarters cumulatively period from 01.01.2011 to 30.09.2011                               | Gains     | Losses      | Net result |
| Trading assets   | 8 834 238 | (8 903 615) | (69 377)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 57 188    | (51 679)    | 5 509      |
| Total  | 8 891 426 | (8 955 294) | (63 868)   |
| 3rd quarter period from 01.07.2010 to 30.09.2010   | Gains     | Losses      | Net result |
| Trading assets   | 1 641 280 | (1 670 006) | (28 726)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 10 918    | 2 005       | 12 923     |
| Total  | 1 652 198 | (1 668 001) | (15 803)   |
| 3 quarters cumulatively period from 01.01.2010 to 30.09.2010                               | Gains     | Losses      | Net result |
| Trading assets   | 7 283 891 | (7 359 481) | (75 590)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 50 076    | (12 894)    | 37 182     |
| Total  | 7 333 967 | (7 372 375) | (38 408)   |

The total change in fair values of financial instruments designated at fair value through profit and loss determined with use of valuation models (where no quotations from active market are available) in the period ended 30 September 2011 amounted to PLN  $(64\ 744)^{*}$  thousand (in the period ended 30 September 2010 PLN  $(78\ 805)^{*}$ ) thousand).

# 7. Net foreign exchange gains

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Currency translation differences resulting from financial instruments designated at fair value through profit and loss | 54 929  | 162 798  | 2 010 458   | 74 980   |
| Currency translation differences from foreign operations   | 60 173  | 84 689   | (1 884 598)   | 216 834  |
| Total  | 115 102   | 247 487  | 125 860   | 291 814  |

<sup>\*)</sup> The total amount of the items marked with 1) in Note 6 'Net income from financial instruments designated at fair value'.



(in PLN thousand)

# 8. Other operating income and expense

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Other operating income  |   |  |   |  |
| Net income from sale of products and services   | 52 421  | 185 440  | 119 434   | 235 181  |
| Sales and disposal of tangible fixed assets, intangible assets and assets held for sale | 18 117  | 60 035   | 12 429  | 38 042   |
| Damages, penalties and fines received   | 4 754   | 15 844   | 4 197   | 18 515   |
| Sundry income   | 6 815   | 15 345   | 7 101   | 16 484   |
| Recovery of expired and written-off receivables   | 777   | 1 226  | 1 802   | 3 340  |
| Sale of shares in jointly controlled entities and associates                            | -   | -  | -   | 577  |
| Other   | 17 974  | 53 077   | 4 161   | 26 323   |
| Total   | 100 858   | 330 967  | 149 124   | 338 462  |

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Other operating expenses  |   |  |   |  |
| Costs of sale of products and services  | (39 840)  | (135 480)  | (69 814)  | (123 906)  |
| Costs of sale and disposal of tangible fixed assets, intangible assets and assets held for sale | (18 039)  | (48 548)   | (10 854)  | (36 226)   |
| Donations   | (1 713)   | (8 002)  | (1 250)   | (3 210)  |
| Sundry expenses   | (1 148)   | (3 407)  | (1 067)   | (3 249)  |
| Other   | (8 540)   | (23 885)   | (3 281)   | (32 278)   |
| Total   | (69 280)  | (219 322)  | (86 266)  | (198 869)  |



# 9. Net impairment allowance and write-downs

|   | Impairment                                      | Increases   |  |        |   | Decreases   |  |       | Impairment                                | Net impairment                                      |
|---|---|---|--|--------|---|---|--|-------|---|---|
| or the nine-month period allowanc<br>nded 30 September 2011 at the begin              | allowances<br>at the beginning<br>of the period | Impairment<br>allowances<br>recognised during<br>the period | Currency<br>translation<br>differences | Other  | Decrease in<br>impairment allowances<br>due to derecognition<br>of assets | Impairment<br>allowances<br>reversed during<br>the period | Currency<br>translation<br>differences | Other | allowances<br>at the end<br>of the period | allowance –<br>impact on the<br>income<br>statement |
| Investment securities available for sale  | 21 909  | 2 342   | 791                                    | -      | 16  | 358   | -                                      | -     | 24 668                                    | (1 984)   |
| Loans and advances to customers and amounts due from banks measured at amortised cost | 4 885 595                                       | 4 937 842   | 23 585                                 | 63 313 | 615 041   | 3 619 178   |  |       | 5 676 116                                 | (1 318 664)   |
| Tangible fixed assets   | 18 434  | 36  | -                                      | -      | 17 254  | -   | -                                      | -     | 1 216                                     | (36)  |
| Intangible assets   | 132 972   | 2 479   | -                                      | -      | -   | -   | -                                      | -     | 135 451                                   | (2 479)   |
| Investments in entities measured using equity method                                  | 60 138  | 1 394   | -                                      | -      | -   | -   | -                                      | -     | 61 532                                    | (1 394)   |
| Non-current assets held for sale  | 2 961   | -   | -                                      | -      | 3   | -   | -                                      | -     | 2 958                                     | -   |
| Other, of which:  | 314 214   | 179 240   | 749                                    | 250    | 13 522  | 134 661   | -                                      | -     | 346 270                                   | (44 579)  |
| provisions for legal claims and off-balance sheet liabilities                         | 89 799  | 122 473   | 48                                     | 244    | 113   | 104 906   | -                                      | -     | 107 545                                   | (17 567)  |
| Total   | 5 436 223                                       | 5 123 333   | 25 125                                 | 63 563 | 645 836   | 3 754 197   | -                                      | -     | 6 248 211                                 | (1 369 136)   |

|   | Impairment                                      | Increases   |  |        | Increases Decreases   |   |  | Decreases |   |   |  |  | Net impairment |
|---|---|---|--|--------|---|---|--|-----------|---|---|--|--|----------------|
| For the nine-month period<br>ended 30 September 2010                                  | allowances<br>at the beginning<br>of the period | Impairment<br>allowances<br>recognised during<br>the period | Currency<br>translation<br>differences | Other  | Decrease in<br>impairment allowances<br>due to derecognition<br>of assets | Impairment<br>allowances<br>reversed during<br>the period | Currency<br>translation<br>differences | Other     | Impairment<br>allowances<br>at the end<br>of the period | allowance –<br>impact on the<br>income<br>statement |  |  |                |
| Investment securities available for sale  | 21 572  | 4 607   | 149                                    | -      | 1 061   | 3 750   | -                                      | 137       | 21 380  | (857)   |  |  |                |
| Loans and advances to customers and amounts due from banks measured at amortised cost | 3 964 233                                       | 3 638 704   | 11 935                                 | 16 233 | 529 283   | 2 256 988   | -                                      | -         | 4 844 834   | (1 381 716)   |  |  |                |
| Tangible fixed assets   | 1 856   | 16 222  | -                                      | -      | 1   | 28  | -                                      | 23        | 18 026  | (16 194)  |  |  |                |
| Intangible assets   | 95 135  | -   | -                                      | -      | -   | -   | -                                      | -         | 95 135  | -   |  |  |                |
| Investments in entities measured using equity method                                  | 5 028   | 48 668  | -                                      | -      | -   | 26  | -                                      | -         | 53 670  | (48 642)  |  |  |                |
| Non-current assets held for sale  | 1 680   | -   | -                                      | -      | -   | -   | -                                      | -         | 1 680   | -   |  |  |                |
| Other, of which:  | 359 043   | 187 276   | 281                                    |        | 42 192  | 192 748   | -                                      | 49        | 311 611   | 5 472   |  |  |                |
| provisions for legal claims and off-balance sheet liabilities                         | 119 849   | 118 581   | 73                                     | -      | 743   | 137 071   | -                                      | 45        | 100 644   | 18 490  |  |  |                |
| Total   | 4 448 547                                       | 3 895 477   | 12 365                                 | 16 233 | 572 537   | 2 453 540   | -                                      | 209       | 5 346 336   | (1 441 937)   |  |  |                |



## 10. Administrative expenses

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Staff costs  | (613 944)   | (1 759 128)  | (598 105)   | (1 736 541)  |
| Overheads  | (300 877)   | (923 680)  | (304 432)   | (901 780)  |
| Depreciation and amortisation                        | (133 698)   | (385 079)  | (122 806)   | (361 026)  |
| Taxes and other charges                              | (19 838)  | (55 273)   | (18 781)  | (53 098)   |
| Contribution and payments to the Bank Guarantee Fund | (34 185)  | (102 553)  | (13 346)  | (40 038)   |
| Total  | (1 102 542)   | (3 225 713)  | (1 057 470)   | (3 092 483)  |

#### Wages and salaries / Employee benefits

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Wages and salaries                                       | (519 250)   | (1 476 058)  | (505 545)   | (1 454 992)  |
| Social Security, of which:                               | (78 844)  | (234 616)  | (77 794)  | (235 185)  |
| contributions for retirement pay and pensions $^{\star}$ | (57 832)  | (175 192)  | (57 535)  | (178 744)  |
| Other employee benefits                                  | (15 850)  | (48 454)   | (14 766)  | (46 364)   |
| Total  | (613 944)   | (1 759 128)  | (598 105)   | (1 736 541)  |

\*Total expense incurred by the Group related to contributions for retirement pay and pensions.

### 11. Income tax expense

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Consolidated income statement  |   |  |   |  |
| Current income tax expense   | (299 511)   | (818 900)  | (302 629)   | (781 243)  |
| Deferred income tax related to temporary differences                       | 54 346  | 103 651  | 74 520  | 122 037  |
| Tax expense in the consolidated income statement                           | (245 165)   | (715 249)  | (228 109)   | (659 206)  |
| Tax expense in other comprehensive income related to temporary differences | (54 064)  | (41 609)   | 29 097  | (11 055)   |
| Total  | (299 229)   | (756 858)  | (199 012)   | (670 261)  |

# 12. Earnings per share

# Basic earnings per share

The basic earnings per share ratio is calculated on the basis of profit attributable to ordinary shareholders of the Bank, by dividing the respective profit by the weighted average number of ordinary shares outstanding during a given period.

# Earnings per share

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Profit per ordinary shareholder (in PLN thousand)                          | 1 017 025   | 2 855 339  | 846 850   | 2 349 187  |
| Weighted average number of ordinary shares during the period (in thousand) | 1 250 000   | 1 250 000  | 1 250 000   | 1 250 000  |
| Earnings per share (in PLN per share)                                      | 0.81  | 2.28   | 0.68  | 1.88   |



# Earnings per share from discontinued operations

In the periods ended respectively 30 September 2011 and 30 September 2010, there were no any material income or expenses from discontinued operations.

# Diluted earnings per share

The diluted earnings per share ratio is calculated on the basis of profit attributable to ordinary shareholders, by dividing the respective profit by the weighted average number of ordinary shares outstanding during a given period, adjusted for the effect of all potential dilutive ordinary shares.

In the periods ended 30 September 2011 and 30 September 2010, there were no dilutive instruments.

# Diluted earnings per share from discontinued operations

In the periods ended 30 September 2011 and 30 September 2010, the Group did not report any material income or expenses from discontinued operations.

# 13. Amounts due from banks

|   | 30.09.2011 | 31.12.2010 |
|---|------------|------------|
| Deposits with banks                                 | 2 602 954  | 1 493 827  |
| Current accounts                                    | 480 441    | 722 717    |
| Receivables due from repurchase agreements          | 337 955    | -          |
| Loans and advances granted                          | 70 982     | 112 551    |
| Cash in transit                                     | 23 068     | 6 862      |
| Total   | 3 515 400  | 2 335 957  |
| Impairment allowances on receivables, of which:     | (31 871)   | (28 925)   |
| impairment allowances on exposure to a foreign bank | (30 868)   | (28 089)   |
| Net total   | 3 483 529  | 2 307 032  |

### 14. Trading assets

|   | 30.09.2011 | 31.12.2010 |
|---|------------|------------|
| Debt securities                                     | 807 446    | 1 491 053  |
| issued by the State Treasury, of which:             | 769 754    | 1 483 144  |
| Treasury bonds                                      | 706 011    | 1 483 144  |
| Treasury bills                                      | 63 743     | -          |
| issued by local government bodies, of which:        | 16 293     | 7 390      |
| municipal bonds                                     | 16 293     | 7 390      |
| issued by non-financial institutions, of which:     | 14 794     | 509        |
| corporate bonds                                     | 14 794     | 509        |
| issued by banks, of which:                          | 6 570      | -          |
| BGK bonds   | 6 570      | -          |
| issued by other financial institutions, of which:   | 35         | 10         |
| corporate bonds                                     | 35         | 10         |
| Shares in other entities - listed on stock exchange | 6 402      | 12 596     |
| Total   | 813 848    | 1 503 649  |



### 15. Derivative financial instruments

| Tupo of postract | 30.09.2011 |             | 31.12.2010 |             |  |
|------------------|------------|-------------|------------|-------------|--|
| Type of contract | Assets     | Liabilities | Assets     | Liabilities |  |
| IRS              | 1 759 280  | 1 710 989   | 1 447 237  | 1 553 029   |  |
| FX Swap          | 489 274    | 408 018     | 62 204     | 83 613      |  |
| CIRS             | 379 876    | 691 286     | 126 219    | 687 977     |  |
| Forward          | 217 242    | 56 016      | 18 356     | 42 972      |  |
| Options          | 119 325    | 99 886      | 46 397     | 25 382      |  |
| FRA              | 51 183     | 39 818      | 12 157     | 11 107      |  |
| Other            | 3 097      | 3 455       | 6 515      | 715         |  |
| Total            | 3 019 277  | 3 009 468   | 1 719 085  | 2 404 795   |  |

### 16. Derivative hedging instruments

As at 30 September 2011, the Group applies the following hedging strategies:

- hedges against fluctuations in cash flows from mortgage loans in CHF and negotiated term deposits in PLN, resulting from the risk of fluctuations in interest rates and foreign exchange rates, using CIRS transactions,
- 2) hedges against fluctuations in cash flows from floating interest rate loans in PLN, resulting from the risk of fluctuations in interest rates, using IRS transactions,
- 3) hedges against fluctuations in cash flows from floating interest rate loans in EUR, resulting from the risk of fluctuations in interest rates, using IRS transactions,
- 4) hedges against fluctuations in cash flows from floating interest rate loans in CHF, resulting from the risk of fluctuations in interest rates, using IRS transactions.

The characteristics of the cash flow hedges applied by the Group are presented in the table below:

| Hedging strategy:   | Hedges against fluctuations in cash flows from mortgage loans in CHF<br>and negotiated term deposits in PLN, resulting from the risk of<br>fluctuations in interest rates and in foreign exchange rates, using CIRS<br>transactions  |
|---|--|
| Description of hedge relationship   | Elimination of the risk of cash flow fluctuations generated by mortgage<br>loans denominated in CHF and negotiated term deposits in PLN<br>resulting from fluctuations in reference interest rates in CHF and PLN,<br>and changes in foreign exchange rates CHF/PLN during the hedged<br>period.   |
| Hedged risk   | Currency risk and interes rate risk.   |
| Hedging instrument  | CIRS transactions where the Bank pays coupons based on 3M CHF<br>LIBOR, and receives coupons based on 3M WIBOR on the nominal<br>amount defined in CHF and PLN respectively.   |
| Hedged position   | <ol> <li>The portfolio of floating rate mortgage loans denominated in CHF.</li> <li>The portfolio of short-term negotiable term deposits, including renewals in the future (high probability of occurrence).</li> <li>The Bank designated the hedged position according to the regulations of IAS 39.AG.99C as adopted by the EU.</li> </ol> |
| Periods in which cash flows are<br>expected and in which they should<br>have an impact on the financial<br>result | October 2011 to January 2017   |



| Hedging strategy:   | Hedges against fluctuations from loans in PLN at float rate, resulting from the risk of fluctuations in interest rates, using IRS transactions  |
|---|---|
| Description of hedge relationship   | Elimination of the risk of cash flow fluctuations generated by floating rate PLN loans resulting from the interest rate risk in the period covered by the hedge.  |
| Hedged risk   | Interest rate risk.   |
| Hedging instrument  | IRS transactions where the Bank pays coupons based on variable 3M WIBOR, and receives coupons based on a fixed rate on the nominal amount for which they were concluded.  |
| Hedged position   | The portfolio of loans in PLN at float rate.  |
| Periods in which cash flows are<br>expected and in which they should<br>have an impact on the financial<br>result | October 2011 to October 2013  |
|   |   |
|   |   |
| Hedging strategy:   | Hedges against fluctuations from loans in EUR at float rate, resulting from the risk of fluctuations in interest rates, using IRS transactions  |
| Hedging strategy:<br>Description of hedge relationship  |   |
|   | from the risk of fluctuations in interest rates, using IRS transactions<br>Elimination of the risk of cash flow fluctuations generated by floating<br>rate EUR loans resulting from the interest rate risk in the period covered  |
| Description of hedge relationship   | from the risk of fluctuations in interest rates, using IRS transactions<br>Elimination of the risk of cash flow fluctuations generated by floating<br>rate EUR loans resulting from the interest rate risk in the period covered<br>by the hedge.   |
| Description of hedge relationship<br>Hedged risk  | from the risk of fluctuations in interest rates, using IRS transactions Elimination of the risk of cash flow fluctuations generated by floating rate EUR loans resulting from the interest rate risk in the period covered by the hedge. Interest rate risk. IRS transactions where the Bank pays coupons based on variable 3M EURIBOR, and receives coupons based on a fixed rate on the nominal |



| Hedging strategy:   | Hedges against fluctuations from loans in CHF at float rate, resulting from the risk of fluctuations in interest rates, using IRS transactions                               |
|---|--|
| Description of hedge relationship   | Elimination of the risk of cash flow fluctuations generated by floating rate CHF loan portfolio resulting from the interest rate risk in the period covered by the hedge.    |
| Hedged risk   | Interest rate risk.  |
| Hedging instrument  | IRS transactions where the Bank pays coupons based on variable 3M CHF LIBOR, and receives coupons based on a fixed rate on the nominal amount for which they were concluded. |
| Hedged position   | The portfolio of loans in CHF at float rate.   |
| Periods in which cash flows are<br>expected and in which they should<br>have an impact on the financial<br>result | October 2011 to July 2016  |

# Cash flow hedges

The fair value of derivative instruments constituting cash flow hedges related to the interest rate and / or foreign exchange rate as at 30 September 2011 and as at 31 December 2010:

|                     | Carrying amount/fair value |                           |                        |                          |                           |                        |
|---------------------|----------------------------|---------------------------|------------------------|--------------------------|---------------------------|------------------------|
| Type of instrument: | iment: 30.09.2011 31.12    |                           | 31.12.2010             | .12.2010                 |                           |                        |
| - <b>3</b> F        | Assets                     | Liabilities               | Total                  | Assets                   | Liabilities               | Total                  |
| IRS                 | 136 091                    | 217                       | 135 874                | 103 219                  | 18 755                    | 84 464                 |
| CIRS<br>Total       | 272 618<br><b>408 709</b>  | 556 078<br><b>556 295</b> | (283 460)<br>(147 586) | 50 702<br><b>153 921</b> | 537 228<br><b>555 983</b> | (486 526)<br>(402 062) |



The nominal value of the hedging instruments by maturity as at 30 September 2011 and as at 31 December 2010

|            | _                   |                | Nom           | inal value as at 30 | September 201 | 1            |            |
|------------|---------------------|----------------|---------------|---------------------|---------------|--------------|------------|
|            | Type of instrument: | Up to 6 months | 6 - 12 months | 1 – 2 years         | 2 – 5 years   | Over 5 years | Total      |
| IRS<br>IRS | in PLN thousand     | 500 000        | 1 500 000     | 394 000             | 37 000        | -            | 2 431 000  |
|            | in PLN thousand     | -              | -             | -                   | 1 923 283     | -            | 1 923 283  |
|            | in EUR thousand     | -              | -             | -                   | 436 000       | -            | 436 000    |
| IRS        |                     |                |               |                     |               |              |            |
|            | in PLN thousand     | -              | -             | -                   | 904 125       | -            | 904 125    |
|            | in CHF thousand     | -              | -             | -                   | 250 000       | -            | 250 000    |
| CIRS       | 5                   |                |               |                     |               |              |            |
|            | in PLN thousand     | 361 650        | 1 627 425     | 6 871 350           | 8 589 188     | 1 627 425    | 19 077 038 |
|            | in CHF thousand     | 100 000        | 450 000       | 1 900 000           | 2 375 000     | 450 000      | 5 275 000  |

|            | _                   |                | Nominal value as at 31 December 2010 |             |             |              |            |
|------------|---------------------|----------------|--------------------------------------|-------------|-------------|--------------|------------|
|            | Type of instrument: | Up to 6 months | 6 – 12 months                        | 1 – 2 years | 2 – 5 years | Over 5 years | Total      |
| IRS<br>IRS | in PLN thousand     | 3 375 000      | 1 700 000                            | 780 000     | 125 000     | -            | 5 980 000  |
|            | in PLN thousand     | -              | -                                    | -           | 1 128 686   | -            | 1 128 686  |
|            | in EUR thousand     | -              | -                                    | -           | 285 000     | -            | 285 000    |
| CIRS       |                     |                |                                      |             |             |              |            |
|            | in PLN thousand     | 632 780        | 1 265 560                            | 1 740 145   | 12 418 308  | 1 423 755    | 17 480 548 |
|            | in CHF thousand     | 200 000        | 400 000                              | 550 000     | 3 925 000   | 450 000      | 5 525 000  |

| Other comprehensive income as regards cash flow hedges   | 01.01-<br>30.09.2011 | 01.01-<br>30.09.2010 |
|--|----------------------|----------------------|
| Other comprehensive income at the beginning of the period (gross)<br>Gains or losses transferred to other comprehensive income in the period | 269 042<br>755 677   | 147 254<br>654 246   |
| Amount transferred from other comprehensive income to profit and loss, of which  | (527 889)            | (588 805)            |
| - interest income  | (559 109)            | (493 610)            |
| - net foreign exchange gains   | 31 220               | (95 195)             |
| Accumulated other comprehensive income at the end of the period (gross)  | 496 830              | 212 695              |
| Tax effect   | (94 398)             | (40 412)             |
| Accumulated other comprehensive income at the end of the period (net)  | 402 432              | 172 283              |
| Ineffective part of cash flow hedges recognized through profit and loss  | (48 343)             | (48 772)             |
| Effect on other comprehensive income in the period (gross)   | 227 788              | 65 441               |
| Deferred tax on cash flow hedges   | (43 280)             | (12 434)             |
| Effect on other comprehensive income in the period (net)   | 184 508              | 53 007               |



# 17. Financial assets designated at fair value through profit and loss

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities                              | 13 496 683 | 10 758 331 |
| issued by central banks, of which:           | 8 492 503  | 3 997 780  |
| NBP money market bills                       | 8 492 503  | 3 997 780  |
| issued by the State Treasury, of which:      | 4 754 456  | 6 631 702  |
| Treasury bills                               | 2 935 940  | 1 893 058  |
| Treasury bonds                               | 1 818 516  | 4 738 644  |
| issued by local government bodies, of which: | 249 724    | 128 849    |
| municipal bonds EUR                          | 142 431    | 128 849    |
| municipal bonds PLN                          | 107 293    | -          |
| Total  | 13 496 683 | 10 758 331 |

### 18. Loans and advances to customers

|   | 30.09.2011  | 31.12.2010  |
|---|-------------|-------------|
| Gross loans and advances to customers, of which:                    | 145 339 526 | 135 524 789 |
| housing   | 69 709 868  | 62 441 248  |
| corporate   | 49 884 733  | 46 912 413  |
| consumer  | 24 836 356  | 25 446 265  |
| Interest  | 908 569     | 724 863     |
| Impairment allowances on loans and advances to customers            | (5 644 245) | (4 856 670) |
| Net loans and advances to customers                                 | 139 695 281 | 130 668 119 |
|   | 30.09.2011  | 31.12.2010  |
| Loans and advances to customers                                     |             |             |
| Valued with the individual method                                   | 6 321 772   | 6 562 353   |
| Impaired, of which:   | 5 637 299   | 5 899 231   |
| receivables from finance leases                                     | 145 918     | 125 556     |
| Not impaired, of which:   | 684 473     | 663 122     |
| receivables from finance leases                                     | 129 154     | 155 373     |
| Valued with the portfolio method, of which:                         | 6 075 473   | 4 987 943   |
| receivables from finance leases                                     | 106 657     | 102 133     |
| Valued with the group method (IBNR), of which:                      | 132 942 281 | 123 974 493 |
| receivables from finance leases                                     | 2 473 134   | 2 177 602   |
| Loans and advances to customers – gross                             | 145 339 526 | 135 524 789 |
| Allowances on exposures valued with the individual method           | (1 943 952) | (1 765 956) |
| Impaired, of which:   | (1 943 952) | (1 765 956) |
| allowances on lease receivables                                     | (39 584)    | (29 509)    |
| Allowances on exposures valued with the portfolio method, of which: | (2 965 101) | (2 593 103) |
| allowances on lease receivables                                     | (58 263)    | (48 013)    |
| Allowances on exposures valued with group method (IBNR), of which:  | (735 192)   | (497 611)   |
| allowances on lease receivables                                     | (13 171)    | (12 383)    |
| Allowances total  | (5 644 245) | (4 856 670) |
| Loans and advances to customers - net                               | 139 695 281 | 130 668 119 |

As at 30 September 2011, the share of impaired loans amounted to 8.1% (as at 31 December 2010: 8.0%), whereas the coverage ratio for impaired loans (calculated as total impairment allowances on loans and advances to customers divided by gross carrying amount of impaired loans) amounted to 48.2% (as at 31 December 2010: 44.6%).

As at 30 September 2011, the share of loans overdue by more than 90 days in the gross amount of loans and advances to customers amounted to 4.85% (as at 31 December 2010: 4.3%).



The increase in the volume of loans valued with the portfolio method in the nine-month period of 2011 by PLN 1 087 530 thousand resulted mainly from the increase in delays in repayment in the portfolio of consumer loans and housing loans.

## 19. Investment securities available for sale

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities available for sale (gross)                     | 12 132 546 | 10 144 678 |
| issued by the State Treasury                                   | 7 405 518  | 5 813 314  |
| Treasury bonds in PLN  | 7 294 866  | 5 636 357  |
| Treasury bonds in UAH  | 109 674    | 153 323    |
| Treasury bills   | 978        | 23 634     |
| issued by local government bodies                              | 2 997 280  | 2 824 173  |
| municipal bonds  | 2 997 280  | 2 824 173  |
| issued by non-financial institutions                           | 1 677 982  | 1 456 333  |
| corporate bonds in PLN   | 1 666 211  | 1 445 357  |
| corporate bonds in UAH   | 9 009      | 8 214      |
| bills of exchange  | 2 762      | 2 762      |
| issued by banks  | 51 766     | 50 858     |
| corporate bonds  | 51 766     | 50 858     |
| Impairment of debt securities available for sale               | (22 054)   | (21 259)   |
| corporate bonds in PLN   | (10 283)   | (10 283)   |
| corporate bonds in UAH   | (9 009)    | (8 214)    |
| bills of exchange  | (2 762)    | (2 762)    |
| Total net debt securities available for sale                   | 12 110 492 | 10 123 419 |
| Equity securities available for sale (gross)                   | 87 359     | 96 631     |
| Equity securities admitted to public trading                   | 68 468     | 85 491     |
| Equity securities not admitted to public trading               | 18 891     | 11 140     |
| Impairment of equity securities available for sale             | (2 614)    | (650)      |
| Impairment of equity securities not admitted to public trading | (2 614)    | (650)      |
| Total net equity securities available for sale                 | 84 745     | 95 981     |
| Total net investment securities available for sale             | 12 195 237 | 10 219 400 |

# 20. Investments in associates and jointly controlled entities

a) the value of the Group's investments in jointly controlled entities (i.e. the acquisition cost adjusted to share in the change in the entity's net assets after acquisition date and impairment allowances)

| Entity name                        | 30.09.2011 | 31.12.2010 |
|------------------------------------|------------|------------|
| Centrum Obsługi Biznesu Sp. z o.o. | 7 732      | 9 298      |
| Centrum Haffnera Sp. z o.o. Group  | 27 766     | 31 981     |
| Total                              | 35 498     | 41 279     |

b) the value of the Group's investments in associates (i.e. the acquisition cost adjusted to share in the change in the entity's net assets and impairment allowances)

| Entity name                                      | 30.09.2011     | 31.12.2010     |
|--|----------------|----------------|
| Bank Pocztowy SA<br>Agencja Inwestycyjna CORP SA | 131 427<br>354 | 131 427<br>225 |
| Total  | 131 781        | 131 652        |



(in PLN thousand)

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Investments in associates at the beginning of the period | -   | 131 652  | -   | 179 452  |
| Share in profit and loss                                 | 1 457   | 2 663  | (15)  | 210  |
| Share in other comprehensive income                      | (661)   | (1 028)  | -   | 728  |
| Dividends paid   | -   | (112)  | -   | (107)  |
| Change in impairment allowances of investment            | (751)   | (1 394)  | (48 686)  | (48 642)   |
| Investments in associates at the end of the period       | 45  | 131 781  | (48 701)  | 131 641  |

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Investments in jointly controlled entities at the beginning of the period | -   | 41 279   | -   | 49 240   |
| Share in profit and loss  | (778)   | (5 781)  | 374   | (4 845)  |
| Investments in jointly controlled entities at the end of the period       | (778)   | 35 498   | 374   | 44 395   |

# 21. Intangible assets and tangible fixed assets

| Intangible assets                    | 30.09.2011 | 31.12.2010 |
|--------------------------------------|------------|------------|
| Software                             | 1 444 662  | 1 279 303  |
| Goodwill                             | 227 499    | 229 740    |
| Development costs                    | 3 486      | 3 486      |
| Other, including capital expenditure | 104 198    | 289 508    |
| Total                                | 1 779 845  | 1 802 037  |

| Tangible fixed assets     | 30.09.2011 | 31.12.2010 |
|---------------------------|------------|------------|
| Land and buildings        | 1 698 852  | 1 722 797  |
| Machinery and equipment   | 580 814    | 603 388    |
| Assets under construction | 95 947     | 96 022     |
| Means of transport        | 52 488     | 47 703     |
| Investment properties     | 251        | 259        |
| Other                     | 93 309     | 106 276    |
| Total                     | 2 521 661  | 2 576 445  |

# 22. Amounts due to banks

|                                       | 30.09.2011 | 31.12.2010 |
|---------------------------------------|------------|------------|
| Loans and advances received           | 4 099 854  | 4 068 332  |
| Banks deposits                        | 2 208 359  | 973 072    |
| Current accounts                      | 36 091     | 44 379     |
| Amounts due from repurchase agreement | 24 994     | 54 446     |
| Other money market deposits           | 148 642    | 93 646     |
| Total                                 | 6 517 940  | 5 233 875  |



#### 23. Amounts due to customers

|   | 30.09.2011  | 31.12.2010  |
|---|-------------|-------------|
| Amounts due to retail clients           | 99 821 807  | 95 107 854  |
| Current accounts and overnight deposits | 45 778 321  | 46 416 011  |
| Term deposits                           | 53 729 206  | 48 398 185  |
| Other money market deposits             | 314 280     | 293 658     |
| Amounts due to corporate entities       | 39 732 899  | 31 826 551  |
| Current accounts and overnight deposits | 9 532 867   | 11 264 473  |
| Term deposits                           | 27 472 669  | 18 259 084  |
| Loans and advances received             | 2 047 946   | 1 856 819   |
| Amounts due from repurchase agreement   | 679 417     | 446 175     |
| Amounts due to state budget entities    | 4 397 350   | 6 046 810   |
| Current accounts and overnight deposits | 2 437 657   | 2 689 369   |
| Term deposits                           | 1 946 456   | 3 349 821   |
| Other money market deposits             | 13 237      | 7 620       |
| Total                                   | 143 952 056 | 132 981 215 |

#### 24. Debt securities in issue

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities in issue   |            |            |
| Financial instruments designated at fair value through profit and loss | 107 230    | -          |
| bank securities issued by PKO Bank Polski SA                           | 107 230    | -          |
| Financial instruments measured at amortised cost                       | 6 651 591  | 3 298 867  |
| bonds issued by PKO Bank Polski SA                                     | 1 936 409  | -          |
| bonds issued by PKO Finance AB   | 4 558 676  | 3 187 766  |
| bonds issued by BFL SA   | 156 506    | 111 101    |
| Total  | 6 758 821  | 3 298 867  |

|                                       | 30.09.2011 | 31.12.2010 |
|---------------------------------------|------------|------------|
| Debt securities in issue by maturity: |            |            |
| up to 1 month                         | 156 506    | 24 901     |
| from 1 month to 3 months              | 1 936 409  | 86 200     |
| from 3 months to 1 year               | -          | 23 389     |
| from 1 year to 5 years                | 4 665 906  | 3 164 377  |
| Total                                 | 6 758 821  | 3 298 867  |

In the nine-month period of 2011 the Bank issued bank securities and bank bonds with nominal value of PLN 2 060 613 thousand classified respectively as liabilities designated to be measured at fair value through profit and loss, in accordance with IAS 39.9. and measured at amortised cost. In the nine-month period of 2011, bank securities in the amount of PLN 648 thousand were redeemed (at nominal value).

In the nine-month period of 2011 BFL SA issued bonds with a nominal value of PLN 825 000 thousand and redeemed bonds with a nominal value of PLN 530 000 thousand. As at 30 September 2011, the Company's debt in respect of the bonds issued amounted to PLN 415 000 thousand (at nominal value) of which the debt due to the Bank amounted to PLN 257 740 thousand (at nominal value).

In the third quarter of 2011 PKO Finance AB issued bonds with a nominal value of CHF 250 000 thousand.



# 25. Other liabilities

|                   | 30.09.2011 | 31.12.2010 |
|-------------------|------------|------------|
| Accounts payable  | 395 421    | 304 515    |
| Deferred income   | 320 821    | 345 302    |
| Other liabilities | 1 638 190  | 1 443 017  |
| Total             | 2 354 432  | 2 092 834  |

# 26. Provisions

| For the nine-month period ended<br>30 September 2011 | Provision for legal<br>claims | Provisions for<br>anniversary<br>bonuses and<br>retirement<br>benefits | Provisions for<br>liabilities and<br>guarantees<br>granted | Other provisions* | Total     |
|--|-------------------------------|--|--|-------------------|-----------|
| As at 1 January 2011, of which:                      | 7 479                         | 411 792  | 82 320   | 82 099            | 583 690   |
| Short term provision                                 | 7 479                         | 29 628   | 82 320   | 82 023            | 201 450   |
| Long term provision                                  | -                             | 382 164  | -  | 76                | 382 240   |
| Increase of provision                                | 385                           | -  | 122 088  | 4 901             | 127 374   |
| Release of provision                                 | (69)                          | -  | (104 837)  | -                 | (104 906) |
| Use of provision                                     | (113)                         | -  | -  | (48 789)          | (48 902)  |
| Currency translation differences                     | -                             | -  | 48   | -                 | 48        |
| Other changes  | -                             | -  | 244  | -                 | 244       |
| As at 30 September 2011, of which:                   | 7 682                         | 411 792  | 99 863   | 38 211            | 557 548   |
| Short term provision                                 | 7 682                         | 29 628   | 99 863   | 38 211            | 175 384   |
| Long term provision                                  | -                             | 382 164  | -  | -                 | 382 164   |
|  |                               |  |  |                   |           |

\* Included in 'Other provisions' is i.a.: restructuring provision of PLN 21 490 thousand and provision of PLN 10 858 thousand for potential claims on impaired loans portfolios sold.

| For the nine-month period ended<br>30 September 2010 | Provision for legal<br>claims | Provisions for<br>anniversary<br>bonuses and<br>retirement<br>benefits | Provisions for<br>liabilities and<br>guarantees<br>granted | Other provisions* | Total     |
|--|-------------------------------|--|--|-------------------|-----------|
| As at 1 January 2010, of which:                      | 8 128                         | 368 295  | 111 721  | 114 150           | 602 294   |
| Short term provision                                 | 8 128                         | 27 418   | 111 721  | 114 150           | 261 417   |
| Long term provision                                  | -                             | 340 877  | -  | -                 | 340 877   |
| Increase of provision                                | 678                           | -  | 117 903  | 4 113             | 122 694   |
| Release of provision                                 | (743)                         | -  | (137 071)  | (95)              | (137 909) |
| Use of provision                                     | -                             | -  | -  | (67 680)          | (67 680)  |
| Currency translation differences                     | -                             | -  | 73   | -                 | 73        |
| Other changes and reclassifications                  | (47)                          | -  | 2  | 520               | 475       |
| As at 30 September 2010, of which:                   | 8 016                         | 368 295  | 92 628   | 51 008            | 519 947   |
| Short term provision                                 | 8 016                         | 27 418   | 92 628   | 50 932            | 178 994   |
| Long term provision                                  | -                             | 340 877  | -  | 76                | 340 953   |

\* Included in 'Other provisions' is i.a: restructuring provision of PLN 36 292 thousand and provision of PLN 10 660 thousand for potential claims on impaired loans portfolios sold.

Provisions for legal claims were recognized in the amount of expected outflow of economic benefits.

#### 27. Off-balance sheet liabilities

### **Contingent liabilities**

## Underwriting programs

As at 30 September 2011, the Group's underwriting agreements covered the following securities (maximum liability of the Group to acquire securities):

This document is a translation of a document originally issued in Polish. The only binding version is the original Polish version.

#### Condensed Interim Consolidated Financial Statements of the Powszechna Kasa Oszczędności Bank Polski Spółka Akcyjna Group for the nine-month period ended 30 September 2011



| Issuer of securities<br>underwritten | Type of underwritten securities | Off-balance sheet<br>liabilities resulting<br>from underwriting<br>agreement | Contract<br>period | Sub-issue type         |
|--------------------------------------|---------------------------------|--|--------------------|------------------------|
| Company A                            | corporate bonds                 | 520 000  | 31.07.2013         | Bonds Issue Agreement* |
| Company B                            | corporate bonds                 | 144 774  | 31.12.2024         | Bonds Issue Agreement* |
| Company C                            | corporate bonds                 | 102 700  | 31.10.2013         | Bonds Issue Agreement* |
| Company D                            | corporate bonds                 | 74 900   | 30.12.2015         | Bonds Issue Agreement* |
| Company E                            | corporate bonds                 | 20 000   | 02.01.2012         | Bonds Issue Agreement* |
| <b>Fotal</b>                         |                                 | 862 374  |                    |                        |

\* Relates to the Agreement for Organization, Conducting and Servicing of the Bond Issuance Programme.

As at 31 December 2010, the Group's underwriting agreements covered the following securities (maximum liabilities of the Group to acquire securities):

| Issuer of securities<br>underwritten | Type of underwritten securities | Off-balance sheet<br>liabilities resulting<br>from underwriting<br>agreement | Contract<br>period | Sub-issue type         |
|--------------------------------------|---------------------------------|--|--------------------|------------------------|
| Company A                            | corporate bonds                 | 304 000  | 31.07.2013         | Bonds Issue Agreement* |
| Company B                            | corporate bonds                 | 200 000  | 02.01.2012         | Bonds Issue Agreement* |
| Company C                            | corporate bonds                 | 155 000  | 31.12.2024         | Bonds Issue Agreement* |
| Company D                            | corporate bonds                 | 74 900   | 30.12.2015         | Bonds Issue Agreement* |
| Company E                            | corporate bonds                 | 13 000   | 31.12.2018         | Bonds Issue Agreement* |
| Entity A                             | municipal bonds                 | 4 000  | 31.12.2025         | Bonds Issue Agreement* |
| Total                                |                                 | 750 900  |                    |                        |

\* Relates to the Agreement for Organization, Conducting and Servicing of the Bond Issuance Programme.

All securities under the sub-issue (underwriting) program have an unlimited transferability, are not listed on the stock exchange and are not traded on a regulated OTC market.

#### **Contractual commitments**

As at 30 September 2011, the value of contractual commitments concerning intangible assets amounted to PLN 52 548 thousand (as at 31 December 2010, the value of commitments amounted to PLN 1 100 thousand).

### Granted loan commitments

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Financial sector                       | 1 150 316  | 752 074    |
| Non-financial sector                   | 28 600 261 | 27 747 336 |
| Public sector                          | 1 624 770  | 1 005 614  |
| Total                                  | 31 375 347 | 29 505 024 |
| of which: irrevocable loan commitments | 5 775 973  | 7 001 338  |

Granted loan commitments have been presented in nominal values.

#### Guarantees issued

| Guarantees and sureties | 30.09.2011 | 31.12.2010 |
|-------------------------|------------|------------|
| Financial sector        | 879 769    | 2 234 228  |
| Non-financial sector    | 7 430 880  | 4 792 355  |
| Public sector           | 526 725    | 253 771    |
| Total                   | 8 837 374  | 7 280 354  |



#### Off-balance sheet liabilities received

| 30.09.2011 | 31.12.2010             |
|------------|------------------------|
| 1 352 887  | 403 874                |
| 3 721 436  | 3 726 067              |
| 5 074 323  | 4 129 941              |
|            | 1 352 887<br>3 721 436 |

#### Assets pledged as collateral for contingent liabilities

As at 30 September 2011 and 31 December 2010 the Group had no assets pledged as collateral for contingent liabilities.

#### 28. Legal claims

As at 30 September 2011, the total value of court proceedings in which the Bank is a defendant was PLN 311 785 thousand (as at 31 December 2010: PLN 308 304 thousand), while the total value of court proceedings in which the Bank is the plaintiff was PLN 89 153 thousand (as at 31 December 2010: PLN 60 207 thousand).

The most significant disputes of PKO Bank Polski SA Group are described below:

# 1) Unfair competition proceedings

The Bank is a party to proceedings initiated on the basis of a decision dated 23 April 2001 of the President of the Competition and Consumer Protection Office (Urząd Ochrony Konkurencji i Konsumentów - UOKiK) upon request of the Polish Trade and Distribution Organization (Polska Organizacja Handlu i Dystrybucji - Związek Pracodawców) against the operators of the Visa and Europay payment systems and the banks issuing Visa and Europay/Eurocard/Mastercard banking cards. The claims under these proceedings relate to the use of practices limiting competition on the market of banking card payments in Poland, consisting of applying preagreed 'interchange' fees for transactions made using Visa and Europay/Eurocard/Mastercard cards as well as limiting access to this market by external entities. On 29 December 2006, UOKiK decided that the practices, consisting of joint establishment of interchange fee, did limit market competition and ordered that any such practices should be discontinued, and imposed a fine on, among others, PKO Bank Polski SA, in the amount of PLN 16 597 thousand. In detail this case was presented in the PKO Bank Polski Groups' consolidated financial statements for the year 2010. In the period from 1 January to 30 September 2011 the date of the trial had not been set. As at 30 September 2011, the Bank recognised a liability in the amount stated above.

# 2) Re-privatisation claims relating to properties held by the Group

As at the date of these financial statements, four administrative proceedings are pending to invalidate decisions issued by public administration authorities with respect to properties held by the Bank and one administrative proceeding with respect to property held by Centrum Finansowe Puławska Sp. z o.o. These proceedings, in the event of an unfavourable outcome for the Bank and this Company, may result in reprivatization claims. Given the current status of these proceedings as regards stating the invalidity of decisions and verdicts of public administration bodies, it is not possible to assess their potential negative financial effects for the Group. Moreover, with respect to two properties of the Bank claims were submitted by their former owners (court proceedings are pending).

In the opinion of the Management Board of PKO Bank Polski SA, the probability of significant claims arising against the Bank and the Company in relation to the above mentioned proceedings is remote.

### 29. Supplementary information to the statement of cash flows

### Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, cash on nostro account with the National Bank of Poland, current amounts due from banks, as well as other cash equivalents with maturities up to three months from the date of acquisition.



|   | 30.09.2011 | 31.12.2010 | 30.09.2010 |
|---|------------|------------|------------|
| Cash and balances with the central bank         | 7 743 480  | 6 182 412  | 3 943 312  |
| Current receivables from financial institutions | 3 165 819  | 2 256 269  | 1 325 172  |
| Total   | 10 909 299 | 8 438 681  | 5 268 484  |

# 30. Related party transactions

All transactions presented below with entities related by capital relationships were arm's length transactions. Repayment terms are within a range from one month to ten years.

#### 30 September 2011

| Entity   | Receivables | including<br>Ioans | Liabilities | Total<br>income | including<br>interest and<br>fee and<br>commission<br>income | Total<br>expense | including<br>interest and<br>fee and<br>commission<br>expense | Contingent<br>liabilities<br>and commitments |
|--|-------------|--------------------|-------------|-----------------|--|------------------|---|--|
| Agencja Inwestycyjna CORP SA                         | 63          | -                  | 159         | 573             | 112  | 1 918            | -   | -  |
| Bank Pocztowy SA                                     | 85 017      | 85 011             | 52          | 302             | 285  | 994              | 337   | 3 148  |
| CENTRUM HAFFNERA Sp. z o.o.                          | -           | -                  | 2 158       | 7               | 7  | -                | -   | -  |
| Centrum Majkowskiego Sp. z o.o.                      | -           | -                  | 4 540       | 5               | 5  | 90               | 90  | -  |
| Centrum Operacyjne Sp. z o.o.                        | -           | -                  | 27          | 2               | 2  | -                | -   | -  |
| Centrum Obsługi Biznesu Sp. z o.o.                   | 64 449      | 64 449             | 43 244      | 714             | 714  | 464              | 464   | -  |
| Kamienica Morska Sp. z o.o.                          | -           | -                  | 8           | 5               | 5  | -                | -   | -  |
| Kolej Gondolowa Jaworzyna Krynicka SA                | 8 599       | 8 599              | 1 685       | 344             | 344  | 32               | 32  | 2 976  |
| Poznański Fundusz Poręczeń Kredytowych<br>Sp. z o.o. | -           | -                  | 6 940       | 1               | 1  | 290              | 290   | -  |
| Promenada Sopocka Sp. z o.o.                         | 48 701      | 48 701             | 1 0 3 0     | 1 095           | 1 095  | 8                | 8   | -  |
| Sopot Zdrój Sp. z o.o.                               | 233 230     | 233 230            | 2 519       | 5 363           | 5 365  | 49               | 49  | -  |
| Total  | 440 059     | 439 990            | 62 362      | 8 411           | 7 935  | 3 845            | 1 270   | 6 124  |

#### 31 December 2010

| Entity   | Receivables | including<br>Ioans | Liabilities | Total<br>income | including<br>interest and<br>fee and<br>commission<br>income | Total<br>expense | including<br>interest and<br>fee and<br>commission<br>expense | Contingent<br>liabilities<br>and commitments |
|--|-------------|--------------------|-------------|-----------------|--|------------------|---|--|
| Agencja Inwestycyjna CORP SA                         | 61          | -                  | 87          | 628             | -  | 2 425            | -   | -  |
| Bank Pocztowy SA                                     | -           | -                  | 105         | 146             | 131  | 1 962            | 419   | 1 330  |
| CENTRUM HAFFNERA Sp. z o.o.                          | -           | -                  | 2 478       | 9               | 9  | 59               | 59  | -  |
| Centrum Majkowskiego Sp. z o.o.                      | -           | -                  | 4 765       | 6               | 6  | 93               | 93  | -  |
| Centrum Obsługi Biznesu Sp. z o.o.                   | 30 799      | 30 799             | 22 285      | 753             | 752  | 558              | 557   | -  |
| Kamienica Morska Sp. z o.o.                          | -           | -                  | 66          | 6               | 6  | -                | -   | -  |
| Kolej Gondolowa Jaworzyna Krynicka SA                | 5 824       | 5 824              | 538         | 74              | 74   | 9                | 9   | 8 375  |
| Poznański Fundusz Poręczeń Kredytowych<br>Sp. z o.o. | -           | -                  | 16 178      | 1               | 1  | 152              | 141   | -  |
| Promenada Sopocka Sp. z o.o.                         | 43 805      | 43 805             | 691         | 1 165           | 1 165  | -                | -   | -  |
| Sopot Zdrój Sp. z o.o.                               | 209 785     | 209 785            | 4 049       | 5 617           | 5 617  | 60               | 60  | -  |
| Total  | 290 274     | 290 213            | 51 242      | 8 405           | 7 761  | 5 318            | 1 338   | 9 705  |

# 31. Changes to the entities of the Group, jointly controlled entities and associates

In the third quarter of 2011 the following events affecting the structure of the PKO Bank Polski SA Group took place:

### 1. Start of the liquidation of the company Centrum Finansowe Puławska Sp. z o.o.

On 1 July 2011, PKO Bank Polski SA, as the sole shareholder of Centrum Finansowe Puławska Sp. z o.o., passed a resolution on the Company's winding up and opening its liquidation as of 1 July 2011. The relevant motion was filed with the National Court Register on 4 July of this year. The winding up of the Company will not result in any changes to the scope of activities of the PKO Bank Polski SA Group – it is expected that the main activities conducted by the Company, i.e. managing the building Centrum Finansowe Puławska in Warsaw together with the property, will be taken over by the Bank.

# 2. Takeover of direct control of PKO BP Finat Sp. z o.o. by PKO Bank Polski SA.

In the third quarter of 2011 PKO Bank Polski SA bought from its subsidiaries all shares of PKO BP Finat Sp. z o.o., of which:



- on 24 August 2011 bought from Inteligo Financial Services SA 75 999 shares of PKO BP Finat Sp. z o.o. with a total nominal value of PLN 7 599.9 thousand; purchase price of the above-mentioned shares amounted to PLN 9 392.7 thousand.
- on 13 September 2011 bought from PKO BP BANKOWY Powszechne Towarzystwo Emerytalne SA 18 610 shares of PKO BP Finat Sp. z o.o. with a total nominal value of PLN 1 861 thousand; purchase price amounted to PLN 2 300 thousand.

As a result of the above-mentioned transaction, PKO Bank Polski SA holds shares of PKO BP Finat Sp. z o.o. which represent 100% interest in the share capital of the Company and entitle to 100% of the votes at the General Shareholders' Meeting.

# 3. Changes in the Bankowy Fundusz Leasingowy SA Group

On 28 September 2011 Bankowy Fundusz Leasingowy SA - the Bank's subsidiary - bought from PKO Bank Polski SA, 1 share in BFL Nieruchomości Sp. z o.o. and 1 share in Bankowy Leasing Sp. z o.o. The purchase price in both cases was PLN 0.8 thousand.

As a result of the above transactions Bankowy Fundusz Leasingowy SA became the sole shareholder in the company BFL Nieruchomości Sp. z o.o. and in the company Bankowy Leasing Sp. z o.o.

# 4. Changes in the Qualia Development Sp. z o.o. Group

In in the third quarter of 2011, as part of the activities of Qualia Development Sp. z o.o. related to the execution of the new concept for conducting development activities within the structure of a holding, including the use of limited partnerships:

> PKO BP Inwestycje – Nowy Wilanów Sp. z o.o. was transformed into a limited partnership

On 1 July 2011, the National Court Register registered the transformation into a limited partnership and changing the name of PKO BP Inwestycje Nowy Wilanów Sp. z o.o. to Qualia spółka z ograniczoną odpowiedzialnością – Nowy Wilanów Spółka komandytowa.

The Company's shareholders are: Qualia Development Sp. z o.o. (the limited partner, amount of contribution: PLN 3 999 thousand) and Qualia Sp. z o.o. (the general partner, amount of contribution: PLN 1 thousand).

> PKO BP Inwestycje - Neptun Park Sp. z o.o. was transformed into a limited partnership

On 1 July 2011, the National Court Register registered the transformation into a limited partnership and changing the name of PKO BP Inwestycje Neptun Park Sp. z o.o. to Qualia spółka z ograniczoną odpowiedzialnością – Neptun Park Spółka komandytowa.

The Company's shareholders are: Qualia Development Sp. z o.o. (the limited partner, amount of contribution: PLN 3 999.9 thousand) and Qualia Sp. z o.o. (the general partner, amount of contribution: PLN 0.1 thousand).

Qualia spółka z ograniczoną odpowiedzialnością - Pomeranka Spółka komandytowa was formed

The Company's shareholders are: Qualia Development Sp. z o.o. (the limited partner, amount of contribution: PLN 1 thousand) and Qualia Sp. z o.o. (the general partner, amount of contribution: PLN 1 thousand).

The company was registered in the National Court Register on 21 July 2011.

> Qualia spółka z ograniczoną odpowiedzialnością – Projekt 1 Sp. komandytowa was formed

The Company's shareholders are: Qualia Development Sp. z o.o. (the limited partner, amount of contribution: PLN 1 thousand) and Qualia Sp. z o.o. (the general partner, amount of contribution: PLN 1 thousand).

The company was registered in the National Court Register on 29 July 2011.

> liquidation of Fort Mokotów Sp. z o.o. was commenced

On 28 July 2011, the Extraordinary Shareholders' Meeting of Fort Mokotów Sp. z o.o. - a subsidiary of Qualia Development Sp. z o.o. - passed a resolution to dissolve the Company and open its



liquidation as of 28 July 2011. The liquidation is carried out in connection with completing the execution of a development project.

By the date of publishing the report, the following events had taken place which will result in changes in the structure of the PKO Bank Polski SA Group in the fourth quarter of 2011:

On 6 October 2011, a new company Qualia – Residence Sp. z o.o. belonging to the Qualia Development Group was registered in the National Court Register. The Company's share capital amounts to PLN 5 thousand and consists of 100 shares of PLN 50 nominal value each. Shares with a nominal value of PLN 4.95 thousand were taken up by Qualia Development Sp. z o.o., and 1 share with a nominal value of PLN 50 was taken up by Qualia Sp. z o.o. – a subsidiary of Qualia Development Sp. z o.o.

On 13 October 2011, Qualia Development Sp. z o.o. repurchased the 1 share from Qualia – Residence Sp. z o.o. and thus became the sole shareholder of Qualia – Residence Sp. z o.o.

The following events took place in the third quarter of 2011 in jointly controlled entities and associates of the Bank:

- On 28 September 2011, a decrease in the share capital of Centrum Majkowskiego Sp. z o.o. was registered in the National Court Register. The company is a subsidiary of Centrum Haffnera Sp. z o.o. (a jointly controlled entity of PKO Bank Polski SA). The share capital was reduced from PLN 6 609 thousand to PLN 3 833.2 thousand by reducing the nominal value of each share.
- On 30 September 2011, the Extraordinary Shareholders' Meeting of Spółka Dystrybucyjna Banku Pocztowego Sp. z o.o. – a subsidiary of Bank Pocztowy SA (an associate of PKO Bank Polski SA) took the decision to increase the Company's share capital from PLN 2 000 thousand to PLN 2 679.8 thousand by increasing the nominal value of the shares. The above-mentioned increase in the share capital has not yet been registered with the Registration Court.

# 32. Differences between previously published financial statements and these financial statements

In the third quarter of 2011, there were no significant changes as compared to the previously published financial statements.

# 33. Objectives and principles of risk management in the PKO Bank Polski SA Group

Objectives and principles of risk management in the PKO Bank Polski SA Group were in details presented in the PKO Bank Polski Group's consolidated financial statements for 2010.

Relevant information for risk monitoring and changes in methods of risk measurement in the period from 1 January to 30 September 2011 are presented below.

# 33.1. Credit risk

### Credit risk measurement methods

In the third quarter of 2011, when determining the impairment allowances on the portfolio of mortgage loans of individuals, the portfolio parameters estimated on the basis of the assumptions of the methodology for estimating parameters for the purpose of calculating capital requirement under the IRB method. The new methodology takes into account intensive restructuring processes carried out in respect of this portfolio and allows a more precise assessment of the related credit risk.



# 33.1.1. Monitoring of credit risk

The Group's exposure to credit risk

| Amounts due from banks                     | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Amounts due from banks impaired            | 31 319     | 28 559     |
| of which valued with the individual method | 30 868     | 28 089     |
| Amounts due from banks not impaired        | 3 484 081  | 2 307 398  |
| neither past due nor impaired              | 3 484 081  | 2 307 047  |
| past due but not impaired                  | -          | 351        |
| past due up to 4 days                      | -          | 351        |
| Gross total                                | 3 515 400  | 2 335 957  |
| Impairment allowances                      | (31 871)   | (28 925)   |
| Net total by carrying amount               | 3 483 529  | 2 307 032  |

| Loans and advances to customers            | 30.09.2011  | 31.12.2010  |
|--|-------------|-------------|
| Loans and advances impaired                | 11 712 772  | 10 887 174  |
| of which valued with the individual method | 5 637 299   | 5 899 231   |
| Loans and advances not impaired            | 133 626 754 | 124 637 615 |
| neither past due nor impaired              | 127 677 253 | 120 260 937 |
| past due but not impaired                  | 5 949 501   | 4 376 678   |
| past due up to 4 days                      | 2 958 292   | 2 027 160   |
| past due over 4 days                       | 2 991 209   | 2 349 518   |
| Gross total                                | 145 339 526 | 135 524 789 |
| Impairment allowances                      | (5 644 245) | (4 856 670) |
| Net total by carrying amount               | 139 695 281 | 130 668 119 |

| Investment securities – debt securities    | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities impaired                   | 22 054     | 21 259     |
| of which valued with the individual method | 22 054     | 21 259     |
| Debt securities not impaired               | 12 110 492 | 10 123 419 |
| neither past due nor impaired              | 12 110 492 | 10 123 419 |
| Gross total                                | 12 132 546 | 10 144 678 |
| Impairment allowances                      | (22 054)   | (21 259)   |
| Net total by carrying amount               | 12 110 492 | 10 123 419 |

# Maximum exposure to credit risk

The table below presents maximum exposure to credit risk of the Group as at 30 September 2011 and as at 31 December 2010.

| Items of the statement of financial position   | 30.09.2011  | 31.12.2010  |
|--|-------------|-------------|
| Current account in the central bank  | 5 282 745   | 3 782 717   |
| Amounts due from banks   | 3 483 529   | 2 307 032   |
| Trading assets – debt securities   | 807 446     | 1 491 053   |
| Derivative financial instruments   | 3 019 277   | 1 719 085   |
| Other financial instruments designated at fair value through profit and loss - debt securities | 13 496 683  | 10 758 331  |
| Loans and advances to customers  | 139 695 281 | 130 668 119 |
| Investment securities - debt securities  | 12 110 492  | 10 123 419  |
| Other assets - other financial assets  | 439 619     | 352 473     |
| Total  | 178 335 072 | 161 202 229 |



| Off-balance sheet items            | 30.09.2011 | 31.12.2010 |
|------------------------------------|------------|------------|
| Irrevocable loan commitments       | 5 775 973  | 7 001 338  |
| Guarantees granted                 | 3 886 025  | 4 554 377  |
| Letters of credit granted          | 2 718 034  | 229 946    |
| Guarantees of issue (underwriting) | 2 233 315  | 2 496 031  |
| Total                              | 14 613 347 | 14 281 692 |

Financial assets individually determined to be impaired for which individual impairment allowance has been recognised by carrying amount gross

|   | 30.09.2011          | 31.12.2010          |
|---|---------------------|---------------------|
| Amounts due from banks<br>Loans and advances to customers | 30 868<br>5 637 299 | 28 089<br>5 899 231 |
| Financial entities  | 42 823              | 41 188              |
| corporate loans   | 42 823              | 41 188              |
| Non-financial entities                                    | 5 586 941           | 5 850 521           |
| consumer loans  | 76 997              | 91 982              |
| housing loans   | 1 187 758           | 903 038             |
| corporate loans   | 4 322 186           | 4 855 501           |
| State budget entities                                     | 7 535               | 7 522               |
| corporate loans   | 7 535               | 7 522               |
| Financial assets available for sale                       | 22 164              | 21 376              |
| issued by financial entities                              | 9                   | 8                   |
| issued by non-financial entities                          | 22 155              | 21 368              |
| Total   | 5 690 331           | 5 948 696           |

### Concentration by the largest business entities

As at 30 September 2011 and 31 December 2010, concentration limits were not exceeded.

As at 30 September 2011, the level of the PKO Bank Polski SA Group risk concentration with respect to individual exposures was low – the biggest exposure to a single entity was equal to  $18.3\%^*$  and 4.6% of the consolidated own funds.

Among the 20 largest borrowers of the Group there are exclusively clients of PKO Bank Polski SA.

### Concentration by the largest groups

The greatest exposure of the PKO Bank Polski SA Group towards a group of borrowers amounted to 2.59% of the PKO Bank Polski SA Group's loan portfolio. The 5 biggest groups include only clients of PKO Bank Polski SA.

As at 30 September 2011, the level of concentration of credit risk by the largest groups was low – the greatest exposure of the Group to a single entity was equal to  $20,5\%^*$  of the Group's consolidated own funds, with the concentration ratio at 8.0%.

## Concentration by industry

The Group applies industry limits in order to mitigate credit risk related to corporate clients operating in selected industries characterized by a high level of credit risk, as well as to avoid excessive concentration of exposure to individual industries.

<sup>\*</sup> Concentration partly exempt from the concentration limits, concentration ratio at 6.0% of consolidated own funds.



The Group's exposure increased compared with 31 December 2010 with respect to all sectors by ca. PLN 4.9 billion. The total exposure in the four largest industry sectors: 'Industrial processing', 'Wholesale and retail trade, repair of cars, motorcycles...', 'Business activity connected with maintenance and rental of real estate' and 'Construction' amounted to ca. 66% of the total loan portfolio covered by an analysis of the sector.

Significant concentration risk by industry was identified in the BFL SA Group (resulting from the character of activities limited to the corporate clients).

# Concentration by geographical regions

The Group's loan portfolio is diversified in terms of geographical location.

As at 30 September 2011, the largest concentration of the Group's loan portfolio was in the mazowiecki region. More than half of the Bank's loan portfolio is concentrated in four regions: mazowiecki, śląsko-opolski, wielkopolski and małopolsko-świętokrzyski, which is consistent with the regions' domination both in terms of population and economy in Poland.

# Concentration of credit risk by currency

As at 30 September 2011, the share of exposure in convertible currencies, other than PLN, in the total loan portfolio of the Group amounted to 24.5%. The greatest part of the Group's currency exposures are those in CHF, which constitute 69.3% of the Group's currency portfolio, and they relate mainly to the currency loan portfolio of the Bank. In case of particular Group entities, the situation is different, i.e. for the BFL SA Group, the greatest currency exposures are those in EUR (83.7% of currency loan portfolio), similarly for the BTK SA Group – factoring receivables granted in EUR (64.2% of currency loan portfolio) and for KREDOBANK SA – USD denominated loans (81.0% of the currency loan portfolio and 36.0% of the company's total loan portfolio).

Significant concentration risk was identified in KREDOBANK SA, and resulted from the character of the Ukrainian market, where due to weak local currency the majority of loans are granted in a foreign currency.

### Other types of concentration

In accordance with the Recommendation S and T of the Polish Financial Supervision Authority, the Bank has implemented internal limits with regard to:

- 1) portfolio of exposures with established mortgage collateral,
- 2) portfolio of loans granted to individual clients.

As at 30 September 2011, these limits have not been exceeded.

### 33.2. Interest rate risk

The PKO Bank Polski SA Group's exposure to interest rate risk as at 30 September 2011 and 31 December 2010 consisted mainly of the Bank's exposure. The interest rate risk for such currencies as PLN, EUR and CHF, generated by the Group entities, did not have a material influence on the interest rate risk of the Group and, as a result, did not change significantly its risk profile. Interest rate risk for USD was changed significantly by the exposure of the entities of the Group, where the most significant exposure concerned KREDOBANK SA.

VaR (for a 10-day time horizon, 99%) of the Bank and stress-testing analysis of the Group's exposure to the interest rate risk are presented in the following table:

| Name of sensitivity measure  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| VaR for a 10-day time horizon (in PLN thousand)*   | 111 556    | 39 004     |
| Parallel movement of interest rate curves by 200 b.p. (in PLN thousand)<br>(stress-test) | 523 532    | 522 641    |

\*Due to the nature of the activities carried out by the other Group entities generating significant interest rate risk as well as the specific nature of the market in which they operate, the Group does not calculate consolidated VaR. These entities apply their own risk measures in the interest rate risk management. KREDOBANK SA uses the 10-day interest rate VaR for the main currencies, which amounted to PLN 25 613 thousand as at 30 September 2011 and to PLN 30 150 thousand as at 31 December 2010.



As at 30 September 2011, the Bank's interest rate VaR for a 10-day time horizon (10-day VAR, 99%) amounted to PLN 111 556 thousand, which accounted for approximately 0.64% of the value of the Bank's own funds. As at 31 December 2010, VaR for the Bank amounted to PLN 39 004 thousand, which accounted for approximately 0.24% of the Bank's own funds\*.

# 33.3. Currency risk

VaR (for a 10-day time horizon, 99%) of the Bank and stress-testing of the Group exposure to currency risk are stated cumulatively for all currencies in the table below:

| Name of sensitivity measure                              | 30.09.2011 | 31.12.2010 |  |
|--|------------|------------|--|
| VaR for a 10-day time horizon (in PLN thousand)*         | 3 863      | 3 171      |  |
| Chanae of CUR/PLN bu 20% stress-test (in PLN thousand)** | 1 365      | 8 109      |  |

\* Due to the nature of the activities carried out by the other Group entities generating significant currency risk as well as the specific nature of the market in which they operate, the Bank does not calculate consolidated VaR. These entities apply their own risk measures in the currency risk management. KREDOBANK SA uses the 10-day VaR, which amounted to ca. PLN 221 thousand as at 30 September 2011 and to ca. PLN 182 thousand as at 31 December 2010.

\*\*The table presents the value of the most adverse stress-test of the scenarios: PLN appreciation by 20% and PLN depreciation by 20%. On 29 August 2011, decision of the managing director in charge of the Banking Risk Division introduced the revised foreign exchange risk management methods, which changed in particular the way of conducting stress-tests of currency risk. The value of stress-test of currency risk as at 31 December 2010 was brought to comparability.

The level of currency risk was low both as at 30 September 2011 and as at 31 December 2010.

The Group's currency positions are presented in the table below:

| Currency position  | 30.09.2011 | 31.12.2010 |
|--------------------|------------|------------|
| USD                | (20 096)   | (78 916)   |
| GBP                | 3 534      | 48 073     |
| CHF                | (29 954)   | (18 820)   |
| EUR                | 168        | (4 035)    |
| Other (Global Net) | 10 003     | 11 257     |

The volume of currency positions is a key factor determining the level of currency risk to which the Group is exposed (except for volatility of foreign exchange rates). The level of currency positions is determined by all foreign currency transactions, which are concluded by the Group, both in the statement of financial position and off-balance sheet. Exposure of the Bank to currency risk is low (with reference to own funds, VaR for a 10-day time horizon at 99% confidence level for the Bank's currency position as at 30 September 2011 amounted to ca. 0.02%).

# 33.4. Liquidity risk

Liquidity gaps presented below include i.a. the Bank's items of the statement of financial position in real terms concerning the following: permanent balances on deposits of non-financial sector and their maturity, permanent balances on loans in current accounts for non-financial entities and their maturity and liquid securities and their maturity.

<sup>\*</sup> Own funds calculated in accordance with regulations governing calculation of the capital adequacy ratio.



|  | a'vista   | 0 – 1<br>month | 1 - 3<br>months | 3 - 6<br>months | 6 - 12<br>months | 12 - 24<br>months | 24 - 60<br>months | over 60<br>months |
|--|-----------|----------------|-----------------|-----------------|------------------|-------------------|-------------------|-------------------|
|  |           |                |                 |                 |                  |                   |                   | 30.09.2011        |
| The Group<br>- adjusted gap in<br>real terms               | 7 952 479 | 8 311 793      | (2 535 915)     | (774 894)       | 370 531          | 9 808 634         | 15 149 759        | (38 282 387)      |
| The Group<br>- cumulative<br>adjusted gap in<br>real terms | 7 952 479 | 16 264 272     | 13 728 357      | 12 953 463      | 13 323 994       | 23 132 628        | 38 282 387        | -                 |
|  |           |                |                 |                 |                  |                   |                   | 31.12.2010        |
| The Group<br>- adjusted gap in<br>real terms               | 3 207 473 | 14 102 549     | (949 842)       | (106 638)       | 3 800 570        | 5 160 414         | (1 014 208)       | (24 200 318)      |
| The Group<br>- cumulative<br>adjusted gap in<br>real terms | 3 207 473 | 17 310 022     | 16 360 180      | 16 253 542      | 20 054 112       | 25 214 526        | 24 200 318        | -                 |

In all time horizons, the PKO Bank Polski SA Group's cumulative liquidity gap in real terms<sup>\*</sup> as at 30 September 2011 and 31 December 2010 was positive. This means a surplus of assets receivable over liabilities payable.

| Name of sensitivity measure  | 30.09.2011                         | 31.12.2010 |
|--|------------------------------------|------------|
| Liquidity reserve to 1 month* (in PLN million)   | 12 488                             | 10 151     |
| *Liquidity reserve equals the gap between the most liquid assets and expected and potential ligibilities | s which mature in a given period o | f time.    |

As at 30 September 2011, the level of permanent balances on deposits constituted ca. 94.8% of all deposits of the Bank (excluding interbank market), which is ca. 0.4 pp. lower as compared to the level as at the end of 2010.

# 34. Capital adequacy

Objectives and principles of capital adequacy management were in details presented in the PKO Bank Polski SA Group's consolidated financial statements for the year 2010. In these statements there was also included the information concerning components of the Group's own funds calculated for capital adequacy purposes as well as the methods of capital requirements calculation for particular risk purposes.

The level of capital adequacy of the Group as at 30 September 2011 remained on the safe level significantly above the statutory limits.

The capital adequacy ratio of the Group, one of the main capital adequacy measures, as compared to 31 December 2010, decreased by 0.18 pp., which has been mainly caused by increase in Group's loan portfolio, while increasing the total Group's own funds calculated for the purpose of capital adequacy at the same time.

# 34.1.1. Own funds calculated for capital adequacy purposes

As at 30 September 2011, own funds of the Group calculated for capital adequacy purposes increased by PLN 737 751 thousand, which was mainly due to the recognition of profit earned by the Bank in 2010 after charges deduction (PLN 836 209 thousand) to the Bank's own funds.

The PKO Bank Polski SA Group's liquidity gap in real terms has been determined as the sum of PKO Bank Polski SA's liquidity gap in real terms and contractual liquidity gaps of the remaining entities of the PKO Bank Polski SA Group.



The structure of the Group's own funds determined for the purpose of the capital adequacy is presented in the table below:

| GROUP'S OWN FUNDS   | 30.09.2011  | 31.12.2010  |
|---|-------------|-------------|
| Basic funds (Tier 1)  | 16 716 301  | 15 960 255  |
| Share capital   | 1 250 000   | 1 250 000   |
| Reserve capital   | 13 041 390  | 12 212 177  |
| Other reserves  | 3 460 368   | 3 412 239   |
| General banking risk fund for unidentified banking activities risk  | 1 070 000   | 1 070 000   |
| Profit/loss from previous years   | (23 162)    | 112 297     |
| Unrealised losses on debt and equity instruments and other receivables classified as available for sale                   | (110 552)   | (67 406)    |
| Intangible assets   | (1 779 845) | (1 802 037) |
| of which goodwill of subsidiaries   | (227 499)   | (229 740)   |
| Equity exposures  | (113 863)   | (118 285)   |
| Negative currency translation differences from foreign operations   | (78 007)    | (110 720)   |
| Non-controlling interest  | (28)        | 1 990       |
| Supplementary funds (Tier 2)  | 1 541 380   | 1 512 546   |
| Subordinated liabilities classified as supplementary funds  | 1 600 700   | 1 600 700   |
| Unrealised profits on debt and equity instruments classified as available for sale (up to 80% of their values before tax) | 52 664      | 29 158      |
| Positive currency translation differences from foreign operations   | 1 879       | 973         |
| Equity exposures  | (113 863)   | (118 285)   |
| Short-term equity (Tier 3)  | 98 799      | 145 928     |
| TOTAL OWN FUNDS   | 18 356 480  | 17 618 729  |

# 34.1.2. Capital requirements (Pillar 1)

The table below presents the Group's capital requirements as regards particular types of risk.

| Capital requirements              | 30.09.2011 | 31.12.2010 |  |
|-----------------------------------|------------|------------|--|
| Credit risk                       | 10 690 714 | 9 821 710  |  |
| credit risk (banking book)        | 10 585 204 | 9 756 757  |  |
| counterparty risk (trading book)  | 105 510    | 64 953     |  |
| Market risk                       | 403 370    | 422 154    |  |
| equity securities risk            | 655        | 767        |  |
| specific risk of debt instruments | 310 240    | 341 058    |  |
| general risk of interest rates    | 92 472     | 80 329     |  |
| price of goods                    | 3          | -          |  |
| Operational risk                  | 852 099    | 1 057 922  |  |
| Total capital requirements        | 11 946 183 | 11 301 786 |  |
| Capital adequacy ratio            | 12.29%     | 12.47%     |  |

In 2011, an increase in the capital requirement in respect of credit risk resulted mainly from an increase of ca. 6.91% in the Group's loans portfolio.

The decrease of market risk capital requirement was mainly due to the decrease of liabilities due to securities underwriting agreements by ca. 10.53%.

## 34.1.3. Internal capital (Pillar 2)

Principles of the calculation of internal capital in the Group were in details presented in the PKO Bank Polski SA Group's consolidated financial statements for the year 2010.



# 34.1.4. Disclosures (Pillar 3)

In accordance with § 6 of Resolution 385/2008 of the Polish Financial Supervision Authority dated 17 December 2008, on the detailed principles and methods for banks to disclose qualitative and quantitative information concerning capital adequacy and the scope of the information to be announced (Polish Financial Supervision Authority Journal of Laws 2008, No. 8, item 39, with subsequent amendments), Powszechna Kasa Oszczędności Bank Polski SA, which is the parent company within the meaning of § 3 of the resolution, publishes information about capital adequacy in a separate document on an annual basis, not later than within 30 days from the date of approval of the annual financial statements by the Ordinary General Shareholders' Meeting.

The report 'Capital Adequacy and Risk Management (Pillar 3) of the PKO Bank Polski SA Group as at 31 December 2010' was published on the Bank's official website on 27 July 2011.

Details of the scope of capital adequacy information disclosed, the method of its verification and publication are presented in the PKO Bank Polski SA Capital Adequacy Information Policies, which are available on the Bank's website (www.pkobp.pl).



## STAND-ALONE FINANCIAL DATA

#### **INCOME STATEMENT**

for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|   | Note          | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---------------|---|--|---|--|
| Continuing operations:  |               |   |  |   |  |
| Interest and similar income   | 1             | 3 102 373   | 8 591 647  | 2 595 172   | 7 465 280  |
| Interest expense and similar charges                                      | 1             | (1 149 654)   | (3 119 468)  | (907 922)   | (2 770 618)  |
| Net interest income   |               | 1 952 719   | 5 472 179  | 1 687 250   | 4 694 662  |
| Fee and commission income   | 2             | 901 969   | 2 690 962  | 928 578   | 2 737 112  |
| Fee and commission expense  | 2             | (197 745)   | (554 231)  | (176 500)   | (559 163)  |
| Net fee and commission income   | -             | 704 224   | 2 136 731  | 752 078   | 2 177 949  |
| Dividend income   | •             | 263   | 94 028   | 83  | 109 827  |
| Net income from financial instruments designated at fair value            | 3             | (28 403)  | (63 781)   | (15 194)  | (32 994)   |
| Gains less losses from investment securities                              |               | 930   | 16 040   | 975   | 36 922   |
| Net foreign exchange gains  | 4             | 114 590   | 244 849  | 124 442   | 289 113  |
| Other operating income  | 5             | 17 442  | 56 621   | 11 821  | 35 435   |
| Other operating expense   | 5             | (16 437)  | (44 371)   | (10 359)  | (34 946)   |
| Net other operating income and expense                                    |               | 1 005   | 12 250   | 1 462   | 489  |
| Net impairment allowance and write-downs                                  | 6             | (473 134)   | (1 330 869)  | (517 699)   | (1 359 594)  |
| Administrative expenses   | 7             | (1 026 596)   | (2 986 816)  | (964 141)   | (2 840 693)  |
| Operating profit  |               | 1 245 598   | 3 594 611  | 1 069 256   | 3 075 681  |
| Profit before income tax  |               | 1 245 598   | 3 594 611  | 1 069 256   | 3 075 681  |
| Income tax expense  | 8             | (244 022)   | (697 871)  | (212 324)   | (606 209)  |
| Net profit  |               | 1 001 576   | 2 896 740  | 856 932   | 2 469 472  |
| Earnings per share  | 9             |   |  |   |  |
| <ul> <li>basic earnings per share for the period (in PLN)</li> </ul>      | ,             | 0.80  | 2.32   | 0.69  | 1.98   |
| <ul> <li>diluted earnings per share for the period (in PLN)</li> </ul>    |               | 0.80  | 2.32   | 0.69  | 1.98   |
| Weighted average number of ordinary shares during the period (in thousand | I)            | 1 250 000   | 1 250 000  | 1 250 000   | 1 250 000  |
| 5 5 5 5 1   | ,<br>iousand) |   |  |   |  |

#### Discontinued operations:

In the nine-month period ended 30 September 2011 and 30 September 2010 PKO Bank Polski SA did not carry out discontinued operations.

#### STATEMENT OF COMPREHENSIVE INCOME

for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|   | Note | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|------|---|--|---|--|
| Net profit  |      | 1 001 576   | 2 896 740  | 856 932   | 2 469 472  |
| Other comprehensive income  |      | 229 094   | 176 530  | (121 090)   | 51 234   |
| Unrealised net gains on financial assets available for sale (gross)         |      | (39 362)  | (9 850)  | (18 637)  | (2 189)  |
| Deferred tax on unrealised net gains on financial assets available for sale | 8    | 7 479   | 1 872  | 3 541   | 416  |
| Cash flow hedges (gross)  |      | 322 194   | 227 788  | (130 857)   | 65 441   |
| Deferred tax on cash flow hedges  | 8    | (61 217)  | (43 280)   | 24 863  | (12 434)   |
| Total net comprehensive income  |      | 1 230 670   | 3 073 270  | 735 842   | 2 520 706  |



### STATEMENT OF FINANCIAL POSITION as at 30 September 2011 and 31 December 2010

|   | Note   | 30.09.2011  | 31.12.2010  |
|---|--------|-------------|-------------|
| ASSETS  |        |             |             |
| Cash and balances with the central bank                                 |        | 7 658 405   | 6 112 562   |
| Amounts due from banks  | 10     | 3 502 571   | 2 379 239   |
| Trading assets  | 11     | 813 848     | 1 503 649   |
| Derivative financial instruments  | 12     | 3 019 724   | 1 719 764   |
| Financial assets designated at fair value through profit and loss       | 13     | 13 496 683  | 10 758 331  |
| Loans and advances to customers   | 14     | 137 984 599 | 128 933 129 |
| Investment securities available for sale                                | 15     | 12 198 118  | 9 876 252   |
| Investments in subsidiaries, jointly controlled entities and associates | 16     | 1 521 200   | 1 467 507   |
| Non-current assets held for sale  |        | 17 969      | 19 784      |
| Intangible assets   | 17     | 1 508 220   | 1 528 267   |
| Tangible fixed assets, of which:  | 17     | 2 007 226   | 2 077 140   |
| investment properties   |        | 251         | 259         |
| Deferred income tax asset   |        | 508 366     | 462 923     |
| Other assets  |        | 642 388     | 400 372     |
| TOTAL ASSETS  |        | 184 879 317 | 167 238 919 |
| LIABILITIES AND EQUITY<br>Liabilities                                   |        |             |             |
| Amounts due to the central bank   |        | 3 689       | 3 370       |
| Amounts due to banks  | 18     | 5 844 642   | 4 164 181   |
| Derivative financial instruments  | 12     | 3 009 468   | 2 404 795   |
| Amounts due to customers  | 19     | 147 504 771 | 135 289 055 |
| Debt securities in issue  | 20     | 2 043 639   | -           |
| Subordinated liabilities  |        | 1 635 314   | 1 611 779   |
| Other liabilities   | 21     | 2 112 412   | 1 787 599   |
| Current income tax liabilities  |        | 225 886     | 61 854      |
| Provisions  | 22     | 699 378     | 714 438     |
| TOTAL LIABILITIES   |        | 163 079 199 | 146 037 071 |
| Equity<br>Share capital   |        | 1 250 000   | 1 250 000   |
| Other capital   |        | 17 653 378  | 16 640 639  |
| Net profit for the period   |        | 2 896 740   | 3 311 209   |
| TOTAL EQUITY  |        | 21 800 118  | 21 201 848  |
| TOTAL LIABILITIES AND EQUITY  |        | 184 879 317 | 167 238 919 |
| Capital adequacy ratio  | 28.1.2 | 11.81%      | 11.99%      |
| Capital adequacy ratio  | 20.1.2 |             |             |
| Book value (in PLN thousand)  |        | 21 800 118  | 21 201 848  |
| Number of shares (in thousand)  |        | 1 250 000   | 1 250 000   |
| Book value per share (in PLN)   |        | 17.44       | 16.96       |
| Diluted number of shares (in thousand)                                  |        | 1 250 000   | 1 250 000   |
| Diluted book value per share (in PLN)                                   |        | 17.44       | 16.96       |



# STATEMENT OF CHANGES IN EQUITY

for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|  |           | Other capital      |                                 |                   |  |                     |                        |                           |                           |              |
|--|-----------|--------------------|---------------------------------|-------------------|--|---------------------|------------------------|---------------------------|---------------------------|--------------|
| for the nine-month period ended Share<br>30 September 2011 capital |           | Reserve<br>capital | General<br>banking<br>risk fund | Other<br>reserves | Financial<br>assets<br>available for<br>sale | Cash flow<br>hedges | Total other<br>capital | Unappropriated<br>profits | Net profit for the period | Total equity |
| As at 1 January 2011   | 1 250 000 | 12 098 111         | 1 070 000                       | 3 283 412         | (28 808)                                     | 217 924             | 16 640 639             | -                         | 3 311 209                 | 21 201 848   |
| Transfer of net profit from previous years                         | -         | -                  | -                               | -                 | -  | -                   | -                      | 3 311 209                 | (3 311 209)               | -            |
| Total comprehensive income   | -         | -                  | -                               | -                 | (7 978)                                      | 184 508             | 176 530                | -                         | 2 896 740                 | 3 073 270    |
| Transfer from unappropriated profits                               | -         | 800 000            | -                               | 36 209            | -  | -                   | 836 209                | (836 209)                 | -                         | -            |
| Dividends paid   | -         | -                  | -                               | -                 | -  | -                   | -                      | (2 475 000)               | -                         | (2 475 000)  |
| As at 30 September 2011  | 1 250 000 | 12 898 111         | 1 070 000                       | 3 319 621         | (36 786)                                     | 402 432             | 17 653 378             | -                         | 2 896 740                 | 21 800 118   |

| for the nine-month period ended Share<br>30 September 2010 capital |           | Other capital      |                                 |                   |  |                     |                        |                           |                              |              |
|--|-----------|--------------------|---------------------------------|-------------------|--|---------------------|------------------------|---------------------------|------------------------------|--------------|
|  |           | Reserve<br>capital | General<br>banking<br>risk fund | Other<br>reserves | Financial<br>assets<br>available for<br>sale | Cash flow<br>hedges | Total other<br>capital | Unappropriated<br>profits | Net profit for<br>the period | Total equity |
| As at 1 January 2010   | 1 250 000 | 12 048 111         | 1 070 000                       | 3 276 260         | (16 282)                                     | 119 276             | 16 497 365             | -                         | 2 432 152                    | 20 179 517   |
| Transfer of net profit from previous years                         | -         | -                  | -                               | -                 | -  | -                   | -                      | 2 432 152                 | (2 432 152)                  | -            |
| Total comprehensive income   | -         | -                  | -                               | -                 | (1 773)                                      | 53 007              | 51 234                 | -                         | 2 469 472                    | 2 520 706    |
| As at 30 September 2010  | 1 250 000 | 12 048 111         | 1 070 000                       | 3 276 260         | (18 055)                                     | 172 283             | 16 548 599             | 2 432 152                 | 2 469 472                    | 22 700 223   |



# STATEMENT OF CASH FLOWS

for the nine-month periods ended 30 September 2011 and 30 September 2010 respectively

|  | Note | 01.01 -<br>30.09.2011  | 01.01 -<br>30.09.2010  |
|--|------|--|--|
| Net cash flow from operating activities  |      |  |  |
| Net profit   |      | 2 896 740  | 2 469 472  |
| Adjustments:   |      | 874 438  | (5 499 824)  |
| Amortisation and depreciation  |      | 335 179  | 311 915  |
| (Gains) losses from investing activities   |      | (11 893)   | (3 033)  |
| Interest and dividends   |      | (442 327)  | (448 605)  |
| Change in amounts due from banks   |      | (262 830)  | (10 174)   |
| Change in trading assets and financial assets designated at fair value   |      | (2 048 551)  | (2 260 747)  |
| Change in derivative financial instruments (asset)   |      | (1 299 960)  | (390 926)  |
| Change in loans and advances to customers  |      | (9 859 633)  | (11 202 326)   |
| Change in deferred income tax asset and in income tax receivables  |      | (45 443)   | (128 670)  |
| Change in other assets   |      | (240 201)  | (24 091)   |
| Change in amounts due to banks   |      | 1 680 780  | 495 433  |
| Change in derivative financial instruments (liability)   |      | 604 673  | 395 287  |
| Change in amounts due to customers   |      | 11 311 591   | 6 591 094  |
| Change in impairment allowances and provisions   |      | 753 615  | 763 374  |
|  |      | 423 850  | 750 704  |
| Change in other liabilities<br>Income tax paid   |      | (620 689)  | (816 049)  |
| Current income tax expense   |      | 784 721  | 746 897  |
| Other adjustments  |      | (188 444)  | (269 907   |
| Net cash from / used in operating activities   | _    | 3 771 178  | (3 030 352)  |
| I <b>nflows from investing activities</b><br>Proceeds from sale of investment securities   |      | <b>6 731 977</b><br>6 623 825  | <b>6 962 002</b><br>6 846 722  |
|  |      |  |  |
| Proceeds from sale of intangible assets and tangible fixed assets  |      | 14 508<br>93 644   | 5 686<br>109 594   |
| Other investing inflows<br>Outflows from investing activities  |      | (8 508 478)  | (7 522 130   |
| Increase in equity of subsidiaries   |      | (42 000)   | (7 522 130   |
| Purchase of a subsidiary   |      | (42 000)   | (148 873   |
| Purchase of investment securities  |      | (8 205 359)  | (7 141 502   |
| Purchase of intergible assets and tangible fixed assets  |      | (249 426)  | (7 141 302)  |
| Net cash from / used in investing activities   |      | (1 776 501)  | (560 128   |
| Net cash flow from financing activities  |      | (1110301)  | (300 120   |
| Dividends paid   |      | (2 475 000)  |  |
| Proceeds from debt securities in issue   |      | 2 060 613  |  |
| Redemption of debt securities in issue   |      |  |  |
| Repayment of interest from issued debt securities  |      | (648)  |  |
| Long-term borrowings   |      | (648)<br>(40 307)  | (42 302  |
| о о  |      | (40 307)   | (42 302)   |
| Repayment of long-term borrowings  |      | (40 307)<br>904 125  |  |
|  | _    | (40 307)   | (30 119  |
| Net cash generated from financing activities   | =    | (40 307)<br>904 125<br>(35 195)<br><b>413 588</b>                                | (30 119<br><b>(72 421</b>  |
| Net cash generated from financing activities<br>Net cash inflow/(outflow)  | =    | (40 307)<br>904 125<br>(35 195)  | (30 119)<br>(72 421)<br>(3 662 901)  |
| Repayment of long-term borrowings<br>Net cash generated from financing activities<br>Net cash inflow/(outflow)<br>of which currency translation differences on cash and cash equivalents<br>Cash and cash equivalents at the beginning of the period | _    | (40 307)<br>904 125<br>(35 195)<br><b>413 588</b><br><b>2 408 265</b>            | (30 119)<br>(72 421)<br>(3 662 901)<br>(427)                                       |
| Net cash generated from financing activities<br>Net cash inflow/(outflow)<br>of which currency translation differences on cash and cash equivalents  | 24   | (40 307)<br>904 125<br>(35 195)<br><b>413 588</b><br><b>2 408 265</b><br>292 903 | (42 302)<br>(30 119)<br>(72 421)<br>(3 662 901)<br>(427)<br>8 617 962<br>4 955 061 |



# NOTES TO THE FINANCIAL STATEMENTS

# 1. Interest income and expense

#### Interest and similar income

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Income from loans and advances to customers                             | 2 510 292   | 7 009 716  | 2 116 528   | 6 066 528  |
| Income from derivative hedging instruments                              | 207 965   | 559 110  | 185 199   | 493 610  |
| Income from securities designated at fair value through profit and loss | 151 512   | 407 828  | 119 981   | 362 869  |
| Income from investment securities available for sale                    | 150 237   | 387 268  | 107 070   | 329 321  |
| Income from placements with banks                                       | 59 062  | 156 123  | 36 507  | 108 817  |
| Income from trading securities  | 18 763  | 64 067   | 29 052  | 101 536  |
| Other   | 4 542   | 7 535  | 835   | 2 599  |
| Total   | 3 102 373   | 8 591 647  | 2 595 172   | 7 465 280  |

In the 'Income from derivative hedging instruments' the Bank presents interest income from derivative instruments designated for hedge accounting that are effective hedging instruments in respect of cash flow hedges. Details of hedging relationships applied by the Bank are included in Note 16 of the condensed interim consolidated financial statements of the Group 'Derivative hedging instruments'.

In the nine-month period ended 30 September 2011 the value of interest income from loans for which evidence of impairment has been identified amounted to PLN 279 492 thousand. This income has been included in the position 'Income from loans and advances to customers'.

#### Interest expense and similar charges

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Interest expense on amounts due to customers | (1 102 972)   | (3 010 614)  | (873 470)   | (2 662 585)  |
| Interest expense on debt securities in issue | (33 053)  | (74 484)   | (20 415)  | (61 878)   |
| Interest expense on deposits from banks      | (12 709)  | (32 108)   | (7 241)   | (24 466)   |
| Other  | (920)   | (2 262)  | (6 796)   | (21 689)   |
| Total  | (1 149 654)   | (3 119 468)  | (907 922)   | (2 770 618)  |

# 2. Fee and commission income and expense

#### Fee and commission income

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Income from financial assets, which are not valued at fair value through<br>profit and loss, of which: | 141 061   | 416 085  | 137 404   | 381 899  |
| Income from loans and advances   | 141 061   | 416 085  | 137 404   | 381 899  |
| Other commissions  | 760 209   | 2 272 971  | 790 798   | 2 354 071  |
| Income from payment cards  | 259 709   | 746 541  | 239 736   | 714 777  |
| Income from maintenance of bank accounts   | 223 502   | 680 423  | 225 653   | 680 161  |
| Income from loan insurance   | 120 531   | 382 688  | 167 037   | 505 121  |
| Income from maintenance of investment funds (including management fees)                                | 44 114  | 148 864  | 46 195  | 119 184  |
| Income from cash transactions  | 36 604  | 113 514  | 41 341  | 124 518  |
| Income from securities transactions  | 19 899  | 52 506   | 20 260  | 53 554   |
| Income from servicing foreign mass transactions  | 12 037  | 35 430   | 11 390  | 32 905   |
| Income from sale and distribution of court fee stamps  | 3 603   | 14 221   | 5 248   | 18 913   |
| Other*   | 40 210  | 98 784   | 33 938  | 104 938  |
| Income from fiduciary activities   | 699   | 1 906  | 376   | 1 142  |
| Total  | 901 969   | 2 690 962  | 928 578   | 2 737 112  |

\* Included in 'Other' are i.a.: commissions received for servicing bond sale transactions, commissions of the Brokerage House (Dom Maklerski) for servicing Initial Public Offering issue, commissions for servicing indebtedness of borrowers against the State budget.


#### Fee and commission expense

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Expenses on payment cards  | (97 942)  | (267 244)  | (74 723)  | (250 312)  |
| Expenses on loan insurance   | (31 900)  | (100 364)  | (39 926)  | (113 902)  |
| Expenses on acquisition services   | (28 384)  | (90 456)   | (32 441)  | (101 309)  |
| Expenses on settlement services  | (4 303)   | (16 178)   | (4 227)   | (16 050)   |
| Expenses on fee and commissions for operating services rendered by banks | (2 832)   | (8 268)  | (2 622)   | (7 809)  |
| Other*   | (32 384)  | (71 721)   | (22 561)  | (69 781)   |
| Total  | (197 745)   | (554 231)  | (176 500)   | (559 163)  |

\* Included in 'Other' are i.a.: fee and expenses paid by the Brokerage House (Dom Maklerski) to Warsaw Stock Exchange (GPW) and the National Depository for Securities (KDPW).

#### 3. Net income from financial instruments designated at fair value

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Derivative instruments <sup>1)</sup>  | (33 664)  | (68 057)   | (29 609)  | (77 493)   |
| Debt securities   | 5 018   | 1 692  | 13 629  | 43 012   |
| Structured bank securities valued at fair value through profit and loss <sup>1)</sup> | 2 455   | 3 407  | -   | -  |
| Equity instruments  | (2 212)   | (822)  | 777   | 1 460  |
| Other <sup>1)</sup>   | -   | (1)  | 9   | 27   |
| Total   | (28 403)  | (63 781)   | (15 194)  | (32 994)   |

In the net income from financial instruments designated at fair value, position 'Derivative instruments', in the period ended 30 September 2011, an ineffective portion related to cash flow hedges was recognized and it amounted to PLN (48 345) thousand (in the period ended 30 September 2010, an ineffective portion related to cash flow hedges was recognized and it amounted to PLN (48 772) thousand).

| 3rd quarter period from 01.07.2011 to 30.09.2011   | Gains     | Losses      | Net result |
|--|-----------|-------------|------------|
| Trading assets   | 2 484 238 | (2 522 375) | (38 137)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 8 328     | 1 406       | 9 734      |
| Total  | 2 492 566 | (2 520 969) | (28 403)   |
| 3 quarters cumulatively period from 01.01.2011 to 30.09.2011                               | Gains     | Losses      | Net result |
| Trading assets   | 8 836 231 | (8 905 515) | (69 284)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 57 182    | (51 679)    | 5 503      |
| Total  | 8 893 413 | (8 957 194) | (63 781)   |
| 3rd quarter period from 01.07.2010 to 30.09.2010   | Gains     | Losses      | Net result |
| Trading assets   | 1 641 664 | (1 670 091) | (28 427)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 10 904    | 2 329       | 13 233     |
| Total  | 1 652 568 | (1 667 762) | (15 194)   |
| 3 quarters cumulatively period from 01.01.2010 to 30.09.2010                               | Gains     | Losses      | Net result |
| Trading assets   | 7 285 398 | (7 359 649) | (74 251)   |
| Financial assets designated upon initial recognition at fair value through profit and loss | 49 976    | (8 719)     | 41 257     |
| Total  | 7 335 374 | (7 368 368) | (32 994)   |



The total change in fair values of financial instruments designated at fair value through profit and loss determined with use of valuation models (where no quotations from active market are available) in the period ended 30 September 2011 amounted to PLN (64 651)<sup>\*</sup>) thousand (in the period ended 30 September 2010: PLN (77 466)<sup>\*</sup>) thousand).

# 4. Net foreign exchange gains

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Currency translation differences resulting from financial instruments designated at fair value through profit and loss | 54 929  | 162 798  | 2 010 458   | 74 980   |
| Other currency translation differences   | 59 661  | 82 051   | (1 886 016)   | 214 133  |
| Total  | 114 590   | 244 849  | 124 442   | 289 113  |

## 5. Other operating income and expense

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Other operating income   |   |  |   |  |
| Sundry income  | 6 709   | 15 107   | 6 979   | 16 158   |
| Sales and disposal of tangible fixed assets and intangible assets          | 2 134   | 14 508   | 2 478   | 5 687  |
| Recovery of expired and written-off receivables                            | 765   | 1 176  | 1 319   | 2 857  |
| Sale of shares in subsidiaries, jointly controlled entities and associates | -   | -  | -   | 545  |
| Other  | 7 834   | 25 830   | 1 045   | 10 188   |
| Total  | 17 442  | 56 621   | 11 821  | 35 435   |

|   | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|---|---|--|---|--|
| Other operating expenses  |   |  |   |  |
| Donations   | (1 706)   | (7 789)  | (1 237)   | (3 136)  |
| Costs of sale and disposal of tangible fixed assets, intangible assets and assets held for sale | (3 079)   | (6 212)  | (1 543)   | (4 065)  |
| Sundry expenses   | (1 148)   | (3 407)  | (1 067)   | (3 249)  |
| Other   | (10 504)  | (26 963)   | (6 512)   | (24 496)   |
| Total   | (16 437)  | (44 371)   | (10 359)  | (34 946)   |

<sup>\*</sup> The total amount of the items marked with<sup>1)</sup> in Note 3 'Net income from financial instruments designated at fair value'.



# 6. Net impairment allowance and write-downs

|   |   | Increases   |        |  | Decreases  |       |   |  |
|---|---|---|--------|--|--|-------|---|--|
| For the nine-month period ended<br>30 September 2011                                  | Impairment<br>allowances at<br>the beginning<br>of the period | Impairment<br>allowances<br>recognised during<br>the period | Other  | Decrease in<br>impairment<br>allowances due to<br>derecognition<br>of assets | Impairment<br>allowances<br>reversed<br>during the<br>period | Other | Impairment<br>allowances<br>at the end of<br>the period | Net impairment<br>allowance – impact<br>on the income<br>statement |
| Investment securities available for sale  | 13 578  | 1 971   | -      | -  | -  | -     | 15 549  | (1 971)  |
| Loans and advances to customers and amounts due from banks measured at amortised cost | 4 298 054   | 4 827 098   | 63 313 | 535 591  | 3 544 766  | -     | 5 108 108   | (1 282 332)  |
| Non-current assets held for sale  | 1 281   | -   | -      | 3  | -  | -     | 1 278   | -  |
| Tangible fixed assets   | 18 381  | -   | -      | 17 254   | -  | -     | 1 127   | -  |
| Intangible assets   | 18 017  | -   | -      | -  | -  | -     | 18 017  | -  |
| Investments in subsidiaries, jointly-controlled entities and associates               | 450 962   | -   | -      | -  | -  | -     | 450 962   | -  |
| Other, of which:  | 404 246   | 178 671   | 244    | 5 364  | 132 105  | -     | 445 692   | (46 566)   |
| provision for legal claims and off-balance sheet liabilities                          | 222 448   | 132 830   | 244    | -  | 104 261  | -     | 251 261   | (28 569)   |
| Total   | 5 204 519   | 5 007 740   | 63 557 | 558 212  | 3 676 871  | -     | 6 040 733   | (1 330 869)  |

|   |   | Increases   |        |  | Decreases  |       | _   |  |
|---|---|---|--------|--|--|-------|---|--|
| For the nine-month period ended<br>30 September 2010                                  | Impairment<br>allowances at<br>the beginning<br>of the period | Impairment<br>allowances<br>recognised during<br>the period | Other  | Decrease in<br>impairment<br>allowances due to<br>derecognition<br>of assets | Impairment<br>allowances<br>reversed<br>during the<br>period | Other | Impairment<br>allowances<br>at the end of<br>the period | Net impairment<br>allowance – impact<br>on the income<br>statement |
| Investment securities available for sale  | 15 576  | -   | -      | 1 061  | 800  | 137   | 13 578  | 800  |
| Loans and advances to customers and amounts due from banks measured at amortised cost | 3 442 054   | 2 960 360   | 16 233 | 501 112  | 1 674 950  | -     | 4 242 585   | (1 285 410)  |
| Tangible fixed assets   | 1 166   | 16 222  | -      | -  | -  | 23    | 17 365  | (16 222)   |
| Intangible assets   | 15 373  | -   | -      | -  | -  | -     | 15 373  | -  |
| Investments in subsidiaries, jointly-controlled<br>entities and associates            | 435 889   | 15 073  | -      | -  | -  | -     | 450 962   | (15 073)   |
| Other, of which:  | 315 840   | 230 183   | 2      | 26 790   | 186 494  | 970   | 331 771   | (43 689)   |
| provision for legal claims and off-balance sheet liabilities                          | 117 483   | 173 205   | 2      | -  | 134 670  | -     | 156 020   | (38 535)   |
| Total   | 4 225 898   | 3 221 838   | 16 235 | 528 963  | 1 862 244  | 1 130 | 5 071 634   | (1 359 594)  |



## 7. Administrative expenses

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Staff costs  | (571 050)   | (1 627 279)  | (554 722)   | (1 607 955)  |
| Overheads  | (288 101)   | (876 551)  | (274 624)   | (836 936)  |
| Depreciation and amortisation                        | (116 935)   | (335 179)  | (105 647)   | (311 915)  |
| Taxes and other charges                              | (16 325)  | (45 254)   | (15 802)  | (43 849)   |
| Contribution and payments to the Bank Guarantee Fund | (34 185)  | (102 553)  | (13 346)  | (40 038)   |
| Total  | (1 026 596)   | (2 986 816)  | (964 141)   | (2 840 693)  |

#### Wages and salaries / Employee benefits

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Wages and salaries                             | (483 390)   | (1 367 332)  | (469 140)   | (1 348 276)  |
| Social Security, of which:                     | (72 865)  | (214 964)  | (71 532)  | (215 507)  |
| contributions for retirement pay and pensions* | (55 169)  | (166 403)  | (50 319)  | (162 428)  |
| Other employee benefits                        | (14 795)  | (44 983)   | (14 050)  | (44 172)   |
| Total  | (571 050)   | (1 627 279)  | (554 722)   | (1 607 955)  |

\*Total expense incurred by the Bank related to contributions for retirement pay and pensions.

#### 8. Income tax expense

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Income statement   |   |  |   |  |
| Current income tax expense   | (286 997)   | (784 721)  | (289 852)   | (746 897)  |
| Deferred income tax related to temporary differences                       | 42 975  | 86 850   | 77 528  | 140 688  |
| Tax expense in the income statement  | (244 022)   | (697 871)  | (212 324)   | (606 209)  |
| Tax expense in other comprehensive income related to temporary differences | (53 738)  | (41 408)   | 28 404  | (12 018)   |
| Total  | (297 760)   | (739 279)  | (183 920)   | (618 227)  |

#### 9. Earnings per share

#### Basic earnings per share

The basic earnings per share ratio is calculated on the basis of profit attributable to ordinary shareholders of the Bank, by dividing the respective profit by the weighted average number of ordinary shares outstanding during a given period.

## Earnings per share

|  | 3rd quarter<br>period from<br>01.07.2011<br>to 30.09.2011 | 3 quarters<br>cumulatively<br>period from<br>01.01.2011<br>to 30.09.2011 | 3rd quarter<br>period from<br>01.07.2010<br>to 30.09.2010 | 3 quarters<br>cumulatively<br>period from<br>01.01.2010<br>to 30.09.2010 |
|--|---|--|---|--|
| Profit per ordinary shareholders (in PLN thousand)                         | 1 001 576   | 2 896 740  | 856 932   | 2 469 472  |
| Weighted average number of ordinary shares during the period (in thousand) | 1 250 000   | 1 250 000  | 1 250 000   | 1 250 000  |
| Earnings per share (in PLN per share)                                      | 0.80  | 2.32   | 0.69  | 1.98   |

#### Earnings per share from discontinued operations

In the periods ended respectively 30 September 2011 and 30 September 2010, there were no material income or expenses from discontinued operations.



#### Diluted earnings per share

The diluted earnings per share ratio is calculated on the basis of profit attributable to ordinary shareholders, by dividing the respective profit by the weighted average number of ordinary shares outstanding during a given period, adjusted for the effect of all potential dilutive ordinary shares.

In the periods ended 30 September 2011 and 30 September 2010, there were no dilutive instruments.

## Diluted earnings per share from discontinued operations

In the periods ended 30 September 2011 and 30 September 2010, the Bank did not report any material income or expenses from discontinued operations.

## 10. Amounts due from banks

|   | 30.09.2011 | 31.12.2010 |
|---|------------|------------|
| Deposits with banks                                 | 2 600 172  | 1 501 919  |
| Loans and advances granted                          | 310 920    | 345 620    |
| Receivables due from repurchase agreements          | 337 955    | -          |
| Current accounts                                    | 264 946    | 557 408    |
| Cash in transit                                     | 23 068     | 6 862      |
| Total   | 3 537 061  | 2 411 809  |
| Impairment allowances on receivables, of which:     | (34 490)   | (32 570)   |
| impairment allowances on exposure to a foreign bank | (33 487)   | (31 734)   |
| Net total   | 3 502 571  | 2 379 239  |

## 11. Trading assets

|   | 30.09.2011 | 31.12.2010 |
|---|------------|------------|
| Debt securities                                     | 807 446    | 1 491 053  |
| issued by the State Treasury, of which:             | 769 754    | 1 483 144  |
| Treasury bonds                                      | 706 011    | 1 483 144  |
| Treasury bills                                      | 63 743     | -          |
| issued by local government bodies, of which:        | 16 293     | 7 390      |
| municipal bonds                                     | 16 293     | 7 390      |
| issued by banks, of which:                          | 6 570      | -          |
| BGK bonds   | 6 570      | -          |
| issued by non-financial institutions, of which:     | 14 794     | 509        |
| corporate bonds                                     | 14 794     | 509        |
| issued by other financial institutions, of which:   | 35         | 10         |
| corporate bonds                                     | 35         | 10         |
| Shares in other entities - listed on stock exchange | 6 402      | 12 596     |
| Total   | 813 848    | 1 503 649  |

## 12. Derivative financial instruments

| Type of contract | 30.09.2   | 30.09.2011  |           | 30.09.2011 31.12.2010 |  |
|------------------|-----------|-------------|-----------|-----------------------|--|
| igpe of contract | Assets    | Liabilities | Assets    | Liabilities           |  |
| IRS              | 1 759 727 | 1 710 989   | 1 447 916 | 1 553 029             |  |
| FX Swap          | 489 274   | 408 018     | 62 204    | 83 613                |  |
| CIRS             | 379 876   | 691 286     | 126 219   | 687 977               |  |
| Forward          | 217 242   | 56 016      | 18 356    | 42 972                |  |
| Options          | 119 325   | 99 886      | 46 397    | 25 382                |  |
| FRA              | 51 183    | 39 818      | 12 157    | 11 107                |  |
| Other            | 3 097     | 3 455       | 6 515     | 715                   |  |
| Total            | 3 019 724 | 3 009 468   | 1 719 764 | 2 404 795             |  |



## 13. Financial assets designated at fair value through profit and loss

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities                              | 13 496 683 | 10 758 331 |
| issued by central banks, of which:           | 8 492 503  | 3 997 780  |
| NBP money market bills                       | 8 492 503  | 3 997 780  |
| issued by the State Treasury, of which:      | 4 754 456  | 6 631 702  |
| Treasury bills                               | 2 935 940  | 1 893 058  |
| Treasury bonds                               | 1 818 516  | 4 738 644  |
| issued by local government bodies, of which: | 249 724    | 128 849    |
| municipal bonds PLN                          | 107 293    | -          |
| municipal bonds EUR                          | 142 431    | 128 849    |
| Total  | 13 496 683 | 10 758 331 |

#### 14. Loans and advances to customers

|   | 30.09.2011                       | 31.12.2010                       |
|---|----------------------------------|----------------------------------|
| Gross loans and advances to customers, of which:<br>housing | <b>143 058 217</b><br>69 477 899 | <b>133 198 613</b><br>62 183 520 |
| corporate   | 48 031 914                       | 45 046 772                       |
| consumer  | 24 761 168                       | 25 367 184                       |
| Interest  | 787 236                          | 601 137                          |
| Impairment allowances on loans and advances to customers    | (5 073 618)                      | (4 265 484)                      |
| Net loans and advances to customers                         | 137 984 599                      | 128 933 129                      |

|  | 30.09.2011  | 31.12.2010  |
|--|-------------|-------------|
| Loans and advances to customers                                      |             |             |
| Valued with the individual method, of which:                         | 4 937 192   | 5 059 607   |
| impaired   | 4 523 325   | 4 686 388   |
| not impaired   | 413 867     | 373 219     |
| Valued with the portfolio method                                     | 5 888 226   | 4 803 630   |
| Valued with the group method (IBNR)                                  | 132 232 799 | 123 335 376 |
| Loans and advances to customers - gross                              | 143 058 217 | 133 198 613 |
| Allowances on exposures valued with the individual method, of which: | (1 480 521) | (1 276 776) |
| impaired   | (1 480 521) | (1 276 776) |
| Allowances on exposures valued with the portfolio method             | (2 874 364) | (2 508 826) |
| Allowances on exposures valued with the group method (IBNR)          | (718 733)   | (479 882)   |
| Allowances - total   | (5 073 618) | (4 265 484) |
| Loans and advances to customers – net                                | 137 984 599 | 128 933 129 |

As at 30 September 2011, the share of impaired loans amounted to 7.3% (as at 31 December 2010: 7.1%); whereas the coverage ratio for impaired loans (calculated as total impairment allowances on loans and advances divided by gross carrying amount of impaired loans) amounted to 48.7% (as at 31 December 2010: 44.9%).

As at 30 September 2011, the share of loans overdue by more than 90 days in the gross amount of loans and advances to customers amounted to 4.24% (as at 31 December 2010: 3.6%).

The increase in the volume of loans valued with the portfolio method in the nine-month period of 2011 by PLN 1 084 596 thousand resulted mainly from the increase in delays in repayment in the portfolio of consumer loans and mortgage loans, as well as loans for small and medium entities.



# 15. Investment securities available for sale

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities available for sale (gross)                     | 12 150 283 | 9 817 952  |
| issued by the State Treasury                                   | 7 176 386  | 5 486 623  |
| Treasury bonds   | 7 176 386  | 5 486 623  |
| issued by local government bodies                              | 2 997 280  | 2 824 173  |
| municipal bonds  | 2 997 280  | 2 824 173  |
| issued by non-financial institutions                           | 1 668 973  | 1 448 119  |
| corporate bonds  | 1 666 211  | 1 445 357  |
| bills of exchange  | 2 762      | 2 762      |
| issued by other financial institutions                         | 255 878    | 8 179      |
| corporate bonds  | 255 878    | 8 179      |
| issued by banks  | 51 766     | 50 858     |
| corporate bonds  | 51 766     | 50 858     |
| Impairment of debt securities available for sale               | (13 045)   | (13 045)   |
| corporate bonds  | (10 283)   | (10 283)   |
| bills of exchange  | (2 762)    | (2 762)    |
| Total net debt securities available for sale                   | 12 137 238 | 9 804 907  |
| Equity securities available for sale (gross)                   | 63 384     | 71 878     |
| Equity securities admitted to public trading                   | 44 615     | 60 866     |
| Equity securities not admitted to public trading               | 18 769     | 11 012     |
| Impairment of equity securities available for sale             | (2 504)    | (533)      |
| Impairment of equity securities not admitted to public trading | (2 504)    | (533)      |
| Total net equity securities available for sale                 | 60 880     | 71 345     |
| Total net investment securities available for sale             | 12 198 118 | 9 876 252  |



## 16. Investments in subsidiaries, jointly controlled entities and associates

As at 30 September 2011, the Bank's investments in subsidiaries, jointly controlled entities and associates have been recognised at acquisition cost adjusted by impairment allowances.

The Bank's individual shares in subsidiaries, jointly controlled entities and associates are presented below.

| Subsidiaries<br>KREDOBANK SA<br>PKO BP BANKOWY PTE SA<br>PKO Towarzystwo Funduszy Inwestycyjnych SA<br>Centrum Finansowe Puławska Sp. z o.o.<br>Bankowy Fundusz Leasingowy SA<br>Inteligo Financial Services SA<br>Centrum Elektronicznych Usług Płatniczych 'eService' SA<br>Fort Mokotów Inwestycje Sp. z o.o. <sup>1</sup> | 935 619<br>205 786<br>186 989<br>167 288<br>70 000<br>59 602<br>55 500 | (423 723)<br>-<br>-<br>-<br>- | 511 8<br>205 7<br>186 9<br>167 2<br>70 00 |
|---|--|-------------------------------|---|
| PKO BP BANKOWY PTE SA<br>PKO Towarzystwo Funduszy Inwestycyjnych SA<br>Centrum Finansowe Puławska Sp. z o.o.<br>Bankowy Fundusz Leasingowy SA<br>Inteligo Financial Services SA<br>Centrum Elektronicznych Usług Płatniczych 'eService' SA  | 205 786<br>186 989<br>167 288<br>70 000<br>59 602                      | (423 723)<br>-<br>-<br>-<br>- | 205 78<br>186 98<br>167 28                |
| PKO Towarzystwo Funduszy Inwestycyjnych SA<br>Centrum Finansowe Puławska Sp. z o.o.<br>Bankowy Fundusz Leasingowy SA<br>Inteligo Financial Services SA<br>Centrum Elektronicznych Usług Płatniczych 'eService' SA   | 186 989<br>167 288<br>70 000<br>59 602                                 | -<br>-<br>-                   | 186 98<br>167 28                          |
| Centrum Finansowe Puławska Sp. z o.o.<br>Bankowy Fundusz Leasingowy SA<br>Inteligo Financial Services SA<br>Centrum Elektronicznych Usług Płatniczych 'eService' SA   | 167 288<br>70 000<br>59 602  |                               | 167 2                                     |
| Bankowy Fundusz Leasingowy SA<br>Inteligo Financial Services SA<br>Centrum Elektronicznych Usług Płatniczych 'eService' SA  | 70 000<br>59 602   | -                             |   |
| Inteligo Financial Services SA<br>Centrum Elektronicznych Usług Płatniczych 'eService' SA   | 59 602   | -                             | 70 0                                      |
| Centrum Elektronicznych Usług Płatniczych 'eService' SA   |  | -                             |   |
|   | 55 500   |                               | 59 6                                      |
| Fort Mokotów Inwestycje Sp. z o.o. <sup>1</sup>   | 33 300   | -                             | 55 5                                      |
|   | 43 546   | -                             | 43 5                                      |
| Bankowe Towarzystwo Kapitałowe SA   | 21 566   | (10 666)                      | 10 9                                      |
| PKO BP Finat Sp. z o.o.   | 11 693   |                               | 11 6                                      |
| Qualia Development Sp. z o.o. <sup>2</sup> (previous name PKO BP Inwestycje Sp. z o.o.)   | 4 503  | -                             | 4 5                                       |
| PKO Finance AB  | 172  | -                             | 1   |
| Jointly controlled entities   |  |                               |   |
| Centrum Haffnera Sp. z o.o.   | 44 371   | -                             | 44 3                                      |
| Centrum Obsługi Biznesu Sp. z o.o.  | 17 498   | -                             | 17 4                                      |
| Associates  |  |                               |   |
| Bank Pocztowy SA  | 146 500  | (15 073)                      | 131 4                                     |
| Poznański Fundusz Poręczeń Kredytowych Sp. z o.o.   | 1 500  | (1 500)                       |   |
| Agencja Inwestycyjna CORP SA  | 29   | -                             |   |
| Total 1   | 972 162  | (450 962)                     | 1 521 2                                   |
| of PLN 118 650 thousand. As at 31 December 2010 Gros  | ss value   | Impairment                    | Carrying amou                             |
| Subsidiaries  |  | •                             |   |
| KREDOBANK SA  | 935 619  | (423 723)                     | 511 8                                     |
| PKO BP BANKOWY PTE SA   | 205 786  | (120 1 20)                    | 205 7                                     |
| PKO Towarzystwo Funduszy Inwestycyjnych SA  | 186 989  | -                             | 186 9                                     |
| Centrum Finansowe Puławska Sp. z o.o.   | 128 288  | -                             | 128 2                                     |
| Bankowy Fundusz Leasingowy SA   | 70 000   | -                             | 70 0                                      |
| Inteligo Financial Services SA  | 59 602   | -                             | 59 6                                      |
| Centrum Elektronicznych Usług Płatniczych 'eService' SA   | 55 500   | -                             | 55 5                                      |
|   | 43 546   | -                             | 43 5                                      |
| FOR MORATOW IDWESTUCIE SD 7 0 0 12  | 45 540   | $(10 \ (10)$                  | 79  |
|   | 18 566   | 110.6661                      | 12  |
| Bankowe Towarzystwo Kapitałowe SA   | 18 566<br>4 503  | (10 666)                      | 4 5                                       |
| Bankowe Towarzystwo Kapitałowe SA<br>PKO BP Inwestycje Sp. z o.o. <sup>2)</sup>   | 4 503  | ( IU 666)<br>-<br>-           |   |
| Bankowe Towarzystwo Kapitałowe SA<br>PKO BP Inwestycje Sp. z o.o. <sup>2)</sup><br>PKO Finance AB   |  | ( IU 666)<br>-<br>-           |   |
| 57 1  | 4 503  | (10.666)<br>-<br>-            | 1   |
| Bankowe Towarzystwo Kapitałowe SA<br>PKO BP Inwestycje Sp. z o.o. <sup>2)</sup><br>PKO Finance AB<br><b>Jointly controlled entities</b>   | 4 503<br>172   | -                             | 4 5<br>1<br>44 3<br>17 4                  |
| Bankowe Towarzystwo Kapitałowe SA<br>PKO BP Inwestycje Sp. z o.o. <sup>2)</sup><br>PKO Finance AB<br><b>Jointly controlled entities</b><br>Centrum Haffnera Sp. z o.o.  | 4 503<br>172<br>44 371   | -                             | 1<br>44 3                                 |
| Bankowe Towarzystwo Kapitałowe SA<br>PKO BP Inwestycje Sp. z o.o. <sup>2)</sup><br>PKO Finance AB<br><b>Jointly controlled entities</b><br>Centrum Haffnera Sp. z o.o.<br>Centrum Obsługi Biznesu Sp. z o.o.  | 4 503<br>172<br>44 371   | -                             | 1<br>44 3                                 |

29

1 918 469

(450 962)

Agencja Inwestycyjna CORP SA

Total

a) For a state of PLN 8 053 thousand.
 2) Value does not include capital contribution of PKO Bank Polski SA, presented in the statement of financial position as 'Loans and advances to customers' in the amount of PLN 113 310 thousand.

29

1 467 507



# 17. Intangible assets and tangible fixed assets

| Intangible assets                    | 30.09.2011 | 31.12.2010 |
|--------------------------------------|------------|------------|
| Software                             | 1 410 504  | 1 248 339  |
| Other, including capital expenditure | 97 716     | 279 928    |
| Total                                | 1 508 220  | 1 528 267  |

| Tangible fixed assets     | 30.09.2011 | 31.12.2010 |
|---------------------------|------------|------------|
| Land and buildings        | 1 394 537  | 1 422 122  |
| Machinery and equipment   | 469 049    | 502 731    |
| Assets under construction | 70 578     | 65 592     |
| Means of transport        | 870        | 1 036      |
| Investment properties     | 251        | 259        |
| Other                     | 71 941     | 85 400     |
| Total                     | 2 007 226  | 2 077 140  |

## 18. Amounts due to banks

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Loans and advances received            | 3 427 925  | 2 999 116  |
| Banks deposits                         | 2 208 359  | 973 056    |
| Current accounts                       | 34 722     | 43 901     |
| Amounts due from repurchase agreements | 24 994     | 54 446     |
| Other money market deposits            | 148 642    | 93 662     |
| Total                                  | 5 844 642  | 4 164 181  |

# 19. Amounts due to customers

|   | 30.09.2011  | 31.12.2010  |
|---|-------------|-------------|
| Amounts due to retail clients           | 99 035 679  | 94 347 108  |
| Current accounts and overnight deposits | 45 647 599  | 46 308 729  |
| Term deposits                           | 53 073 800  | 47 744 721  |
| Other money market deposits             | 314 280     | 293 658     |
| Amounts due to corporate entities       | 44 071 746  | 34 895 145  |
| Current accounts and overnight deposits | 9 308 028   | 11 139 468  |
| Term deposits                           | 27 498 666  | 18 289 102  |
| Loans and advances received*            | 6 585 635   | 5 020 400   |
| Amounts due from repurchase agreements  | 679 417     | 446 175     |
| Amounts due to state budget entities    | 4 397 346   | 6 046 802   |
| Current accounts and overnight deposits | 2 437 653   | 2 689 361   |
| Term deposits                           | 1 946 456   | 3 349 821   |
| Other money market deposits             | 13 237      | 7 620       |
| Total                                   | 147 504 771 | 135 289 055 |

\*In 'Loans and advances received' there is included a loan of EUR 800 000 thousand and CHF 250 000 thousand from PKO Finance AB, the Bank's subsidiary, as funds gathered through Eurobonds issue.



#### 20. Debt securities in issue

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Debt securities in issue   |            |            |
| Financial instruments designated at fair value through profit and loss | 107 230    | -          |
| Bank securities issued by PKO Bank Polski SA                           | 107 230    | -          |
| Financial instruments measured at amortised cost                       | 1 936 409  | -          |
| Bonds issued by PKO Bank Polski SA                                     | 1 936 409  | -          |
| Total  | 2 043 639  | -          |
|  | 30.09.2011 | 31.12.2010 |
| Debt securities in issue by maturity:                                  |            |            |
| from 1 month to 3 months   | 1 936 409  | -          |
| from 1 year to 5 years   | 107 230    | -          |
| Total  | 2 043 639  | -          |

In the nine-month period of 2011 the Bank issued bank securities and bank bonds with nominal value of PLN 2 060 613 thousand classified respectively as liabilities designated to be measured at fair value through profit and loss, in accordance with IAS 39.9. and measured at amortised cost. In the nine-month period of 2011, bank securities with nominal value of PLN 648 thousand were redeemed.

#### 21. Other liabilities

|                   | 30.09.2011 | 31.12.2010 |
|-------------------|------------|------------|
| Accounts payable  | 343 393    | 236 504    |
| Deferred income   | 289 521    | 312 480    |
| Other liabilities | 1 479 498  | 1 238 615  |
| Total             | 2 112 412  | 1 787 599  |

## 22. Provisions

| For the nine-month period ended<br>30 September 2011 | Provision for<br>legal claims | Provisions for<br>anniversary<br>bonuses and<br>retirement<br>benefits | Provisions for<br>liabilities and<br>guarantees<br>granted | Other<br>provisions* | Total     |  |
|--|-------------------------------|--|--|----------------------|-----------|--|
| As at 1 January 2011, of which:                      | 6 311                         | 410 723  | 216 137  | 81 267               | 714 438   |  |
| Short term provision                                 | 6 311                         | 29 537   | 81 965   | 81 267               | 199 080   |  |
| Long term provision                                  | -                             | 381 186  | 134 172  | -                    | 515 358   |  |
| Increase of provision                                | -                             | -  | 132 830  | 4 901                | 137 731   |  |
| Use of provision                                     | -                             | -  | -  | (48 774)             | (48 774)  |  |
| Release of provision                                 | -                             | -  | (104 261)  | -                    | (104 261) |  |
| Other changes and reclassifications                  | -                             | -  | 244  | -                    | 244       |  |
| As at 30 September 2011, of which:                   | 6 311                         | 410 723  | 244 950  | 37 394               | 699 378   |  |
| Short term provision                                 | 6 311                         | 29 537   | 244 950  | 37 394               | 318 192   |  |
| Long term provision                                  | -                             | 381 186  | -  | -                    | 381 186   |  |

\*Included in 'Other provisions' is i.a.: restructuring provision of PLN 21 490 thousand and provision of PLN 10 858 thousand for potential claims on impaired loans portfolios sold.



| For the nine-month period ended<br>30 September 2010 | Provision for<br>legal claims | Provisions for<br>retirement<br>benefits and<br>anniversary<br>bonuses | Provisions for<br>liabilities and<br>guarantees<br>granted | Other<br>provisions* | Total     |
|--|-------------------------------|--|--|----------------------|-----------|
| As at 1 January 2010, of which:                      | 6 841                         | 367 291  | 110 642  | 113 852              | 598 626   |
| Short term provision                                 | 6 841                         | 27 277   | 110 642  | 113 852              | 258 612   |
| Long term provision                                  | -                             | 340 014  | -  | -                    | 340 014   |
| Increase of provision                                | -                             | -  | 173 205  | 4 004                | 177 209   |
| Use of provision                                     | -                             | -  | -  | (67 680)             | (67 680)  |
| Release of provision                                 | -                             | -  | (134 670)  | -                    | (134 670) |
| Other changes and reclassifications                  | -                             | -  | 2  | -                    | 2         |
| As at 30 September 2010, of which:                   | 6 841                         | 367 291  | 149 179  | 50 176               | 573 487   |
| Short term provision                                 | 6 841                         | 27 277   | 92 279   | 50 176               | 176 573   |
| Long term provision                                  | -                             | 340 014  | 56 900   | -                    | 396 914   |

\*Included in 'Other provisions' is: restructuring provision of PLN 36 292 thousand and provision of PLN 10 660 thousand for potential claims on impaired loans portfolios sold.

Provisions for legal claims were recognized in the amount of expected outflow of economic benefits.

#### 23. Off-balance sheet liabilities

#### **Contingent liabilities**

#### Underwriting programs

As at 30 September 2011, the Bank's underwriting agreements covered the following securities:

| Issuer of securities<br>underwritten | Type of underwritten securities | Off-balance sheet<br>liabilities resulting from<br>underwriting agreement | Contract<br>period | Sub-issue type         |  |
|--------------------------------------|---------------------------------|---|--------------------|------------------------|--|
| Company A                            | corporate bonds                 | 520 000   | 31.07.2013         | Bonds Issue Agreement* |  |
| Company B                            | corporate bonds                 | 144 774   | 31.12.2024         | Bonds Issue Agreement* |  |
| Company C                            | corporate bonds                 | 102 700   | 31.10.2013         | Bonds Issue Agreement* |  |
| Company D                            | corporate bonds                 | 74 900  | 30.12.2015         | Bonds Issue Agreement* |  |
| Company E                            | corporate bonds                 | 20 000  | 02.01.2012         | Bonds Issue Agreement* |  |
| Total                                |                                 | 862 374   |                    |                        |  |

\* Relates to the Agreement for Organization, Conducting and Servicing of the Bond Issuance Program.

As at 31 December 2010, the Bank's underwriting agreements covered the following securities:

| Issuer of securities<br>underwritten | Type of underwritten<br>securities | Off-balance sheet<br>liabilities resulting from<br>underwriting agreement | Contract<br>period | Sub-issue type         |  |  |
|--------------------------------------|------------------------------------|---|--------------------|------------------------|--|--|
| Company A                            | corporate bonds                    | 304 000   | 31.07.2013         | Bonds Issue Agreement* |  |  |
| Company B                            | corporate bonds                    | 200 000   | 02.01.2012         | Bonds Issue Agreement* |  |  |
| Company C                            | corporate bonds                    | 155 000   | 31.12.2024         | Bonds Issue Agreement* |  |  |
| Company D                            | corporate bonds                    | 74 900  | 30.12.2015         | Bonds Issue Agreement* |  |  |
| Company E                            | corporate bonds                    | 13 000  | 31.12.2018         | Bonds Issue Agreement* |  |  |
| Entity A                             | municipal bonds                    | 4 000   | 31.12.2025         | Bonds Issue Agreement* |  |  |
| Total                                |                                    | 750 900   |                    |                        |  |  |

\* Relates to the Agreement for Organization, Conducting and Servicing of the Bond Issuance Program.

All securities under the sub-issue (underwriting) program have an unlimited transferability, are not listed on the stock exchange and are not traded on a regulated OTC market.

## **Contractual commitments**

As at 30 September 2011, the value of contractual commitments concerning intangible assets amounted to PLN 52 548 thousand (as at 31 December 2010, the value of commitments amounted to PLN 1 100 thousand).



## Granted loan commitments

|  | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| Financial sector                       | 1 593 837  | 1 139 573  |
| Non-financial sector                   | 28 742 361 | 27 790 351 |
| Public sector                          | 1 624 770  | 1 005 614  |
| Total                                  | 31 960 968 | 29 935 538 |
| of which: irrevocable loan commitments | 6 642 034  | 7 001 338  |

Granted loan commitments have been presented in nominal values.

#### Guarantees issued

|                      | 30.09.2011 | 31.12.2010 |
|----------------------|------------|------------|
| Financial sector     | 1 824 515  | 2 504 479  |
| Non-financial sector | 7 418 996  | 5 494 578  |
| Public sector        | 526 725    | 253 771    |
| Total                | 9 770 236  | 8 252 828  |

## Off-balance sheet liabilities received

|            | 30.09.2011 | 31.12.2010 |
|------------|------------|------------|
| Financial  | 574 952    | 395 625    |
| Guarantees | 1 964 228  | 2 231 427  |
| Total      | 2 539 180  | 2 627 052  |

## Assets pledged as collateral for contingent liabilities

As at 30 September 2011 and as at 31 December 2010, the Bank had no assets pledged as collateral for contingent liabilities.

## 24. Supplementary information to the statement of cash flows

#### Cash and cash equivalents

Cash and cash equivalents consist of cash on hand, cash on nostro account with the National Bank of Poland, current amounts due from banks, as well as other cash equivalents with maturities up to three months from the date of acquisition.

|   | 30.09.2011 | 31.12.2010 | 30.09.2010 |
|---|------------|------------|------------|
| Cash and balances with the central bank         | 7 658 405  | 6 112 562  | 3 847 048  |
| Current receivables from financial institutions | 2 949 857  | 2 087 435  | 1 108 013  |
| Total   | 10 608 262 | 8 199 997  | 4 955 061  |



## 25. Related party transactions

All transactions presented below with entities related by capital relationships were arm's length transactions. Repayment terms are within a range from 1 month to 10 years.

#### 30 September 2011

#### Direct and indirect subsidiaries

| Entity   | Capital relation    | Receivables | including<br>Ioans | Liabilities | Total<br>income | including<br>interest<br>and fee and<br>commission<br>income | Total expense | including<br>interest and<br>fee and commission<br>expense | Contingent liabilities<br>and commitments |
|--|---------------------|-------------|--------------------|-------------|-----------------|--|---------------|--|---|
| Bankowe Towarzystwo Kapitałowe SA  | Direct subsidiary   | -           | -                  | 501         | 17              | 3  | 12            | 12   | 7 000                                     |
| Bankowy Fundusz Leasingowy SA  | Direct subsidiary   | 284 581     | 28 261             | 7 217       | 6 678           | 5 612  | 9 925         | 1 642  | 758 589                                   |
| Centrum Elektronicznych Usług Płatniczych 'eService' SA                            | Direct subsidiary   | 1 005       | -                  | 15 147      | 11 158          | 10 794   | 40 273        | 39 951   | 23 500                                    |
| Centrum Finansowe Puławska Sp. z o.o. – in liquidation                             | Direct subsidiary   | -           | -                  | 13 551      | 1 146           | 1 146  | 31 850        | 442  | -   |
| Fort Mokotów Inwestycje Sp. z.o.o.   | Direct subsidiary   | 8 053       | -                  | 1 765       | 2               | 2  | 71            | 71   | -   |
| Inteligo Financial Services SA   | Direct subsidiary   | 12 505      | -                  | 130 018     | 1 302           | 1 250  | 38 969        | 3 607  | -   |
| KREDOBANK SA   | Direct subsidiary   | 261 735     | 247 680            | 1 004       | 5 598           | 5 598  | -             | -  | 395 747                                   |
| PKO BP BANKOWY Powszechne Towarzystwo Emerytalne SA                                | Direct subsidiary   | 13          | -                  | 2 2 5 4     | 2 021           | 1 887  | 112           | 112  | -   |
| PKO BP Finat Sp. z o.o 1)  | Direct subsidiary   | -           | -                  | 3 293       | 5               | 5  | 177           | 142  | -   |
| PKO Finance AB   | Direct subsidiary   | =           | -                  | 4 557 902   | -               | -  | 97 942        | 97 942   | =   |
| PKO Towarzystwo Funduszy Inwestycyjnych SA   | Direct subsidiary   | 13 101      | -                  | 3 059       | 137 105         | 136 871  | 253           | 253  | 467                                       |
| Qualia Development Sp. z o.o. <sup>2)</sup>  | Direct subsidiary   | 124 450     | -                  | 1 943       | 35              | 29   | 23            | 23   | 56 883                                    |
| Bankowy Leasing Sp. z o.o.   | Indirect subsidiary | 1 237 649   | 1 237 336          | 210         | 47 411          | 47 369   | 34            | 1  | 294 351                                   |
| BFL Nieruchomości Sp. z o.o.   | Indirect subsidiary | 355 666     | 355 291            | 787         | 13 813          | 13 813   | 24            | 24   | 9 827                                     |
| Fort Mokotów Sp. z o.o in liquidation  | Indirect subsidiary | -           | -                  | 5 424       | 2               | 2  | 173           | 173  | -   |
| PKO BP Faktoring SA  | Indirect subsidiary | 143 839     | 143 840            | 853         | 5 106           | 4 931  | -             | -  | 106 161                                   |
| Qualia - Rezydencja Flotylla Sp. z o.o. <sup>3)</sup>                              | Indirect subsidiary | 26 604      | 26 604             | 645         | 1 365           | 1 365  | -             | -  | 110 731                                   |
| Qualia Sp. z o.o. <sup>4)</sup>  | Indirect subsidiary | -           | -                  | 1           | 1               | 1  | -             | -  | -   |
| Qualia spółka z ograniczoną odpowiedzialnością – Neptun Park Sp. k. <sup>5)</sup>  | Indirect subsidiary | 124 000     | 124 000            | 11 009      | 6 366           | 6 366  | 156           | 156  | 820                                       |
| Oualia spółka z ograniczona odpowiedzialnością – Nowy Wilanów Sp. k. <sup>6)</sup> | Indirect subsidiary | 132 088     | 132 088            | 27 312      | 6 773           | 6 773  | 480           | 480  | 67 912                                    |
| Qualia spółka z ograniczoną odpowiedzialnością – Pomeranka Sp. k. <sup>7)</sup>    | Indirect subsidiary | -           | -                  | 2           | -               | -  | -             | -  | -   |
| Qualia spółka z ograniczoną odpowiedzialnością – Projekt 1 Sp. k. <sup>8)</sup>    | Indirect subsidiary | -           | -                  | 2           | -               | -  | -             | -  | -   |
| Qualia spółka z ograniczoną odpowiedzialnością - Sopot Sp.k. <sup>9)</sup>         | Indirect subsidiary | 159         | 159                | 11          | 77              | 77   | -             | -  | 4 296                                     |
| Sarnia Dolina Sp. z o. o. <sup>10)</sup>   | Indirect subsidiary | 15 872      | 15 872             | -           | 684             | 684  | -             | -  | 50 000                                    |
| TOTAL  |                     | 2 741 320   | 2 311 131          | 4 783 910   | 246 665         | 244 578  | 220 474       | 145 031  | 1 886 284                                 |

1) The Bank bought shares of PKO BP Finat Sp. z o.o. from Inteligo Financial Services SA and PKO BP Bankowy Powszechne Towarzystwo Emergtalne SA obtaining 100% of the votes at the General Shareholders' Meeting.

4) Registered in National Court Register (KRS) on 25 February 2011

Previous name - PKO BP Inwestycje - Neptun Park Sp. z o.o.
 Previous name - PKO BP Inwestycje - Noptun Park Sp. z o.o.
 Previous name - PKO BP Inwestycje - Nowy Wilanów Sp. z o.o.
 Registered in National Court Register (KRS) on 21 July 2011

8) Registered in National Court Register (KRS) on 29 July 2011 9) Registered in National Court Register (KRS) on 11 March 2011

10) Previous name - PKO BP Inwestycje - Sarnia Dolina Sp. z o.o.

<sup>2)</sup> Previous name - PKO BP Inwestycje Sp. z o.o.

<sup>3)</sup> Previous name - PKO BP Inwestycje - Rezydencja Flotylla Sp. z o.o.



## 30 September 2011

| Other entities                                    |                                    |             |                    |             |                 |  |               |  |   |
|---|------------------------------------|-------------|--------------------|-------------|-----------------|--|---------------|--|---|
| Entity  | Capital relation                   | Receivables | including<br>Ioans | Liabilities | Total<br>income | including<br>interest<br>and fee and<br>commission<br>income | Total expense | including<br>interest and<br>fee and commission<br>expense | Contingent liabilities<br>and commitments |
| CENTRUM HAFFNERA Sp. z o.o.                       | Direct jointly controlled entity   | -           | -                  | 2 158       | 7               | 7  | -             | -  | -   |
| Centrum Obsługi Biznesu Sp. z o.o.                | Direct jointly controlled entity   | 64 449      | 64 449             | 43 244      | 714             | 714  | 464           | 464  | -   |
| Centrum Majkowskiego Sp. z o.o.                   | Indirect jointly controlled entity | -           | -                  | 4 540       | 5               | 5  | 90            | 90   | -   |
| Kamienica Morska Sp. z o.o.                       | Indirect jointly controlled entity | -           | -                  | 8           | 5               | 5  | -             | -  | -   |
| Promenada Sopocka Sp. z o.o.                      | Indirect jointly controlled entity | 48 701      | 48 701             | 1 0 3 0     | 1 095           | 1 095  | 8             | 8  | -   |
| Sopot Zdrój Sp. z o.o.                            | Indirect jointly controlled entity | 233 230     | 233 230            | 2 519       | 5 365           | 5 365  | 49            | 49   | -   |
| Agencja Inwestycyjna CORP SA                      | Associate                          | 63          | -                  | 159         | 573             | 112  | 1 918         | -  | =   |
| Bank Pocztowy SA                                  | Associate                          | 85 017      | 85 011             | 52          | 302             | 285  | 994           | 337  | 3 148                                     |
| Centrum Operacyjne Sp. z o.o.                     | Indirect associate                 | -           | -                  | 27          | 2               | 2  | -             | -  | -   |
| Kolej Gondolowa Jaworzyna Krynicka SA             | Associate available for sale       | 8 599       | 8 599              | 1 685       | 344             | 344  | 32            | 32   | 2 976                                     |
| Poznański Fundusz Poręczeń Kredytowych Sp. z o.o. | Associate                          | -           | -                  | 6 940       | 1               | 1  | 290           | 290  | =   |
| TOTAL   |                                    | 440 059     | 439 990            | 62 362      | 8 413           | 7 935  | 3 845         | 1 270  | 6 124                                     |



#### 31 December 2010

#### Direct and indirect subsidiaries

| Entity  | Capital relation    | Receivables | including<br>Ioans | Liabilities | Total<br>income | including<br>interest and<br>fee and<br>commission<br>income | Total expense | including<br>interest and<br>fee and<br>commission<br>expense | Contingent liabilities<br>and commitments |
|---|---------------------|-------------|--------------------|-------------|-----------------|--|---------------|---|---|
| Bankowe Towarzystwo Kapitałowe SA                       | Direct subsidiary   | 3 000       | -                  | 4 175       | 4               | 4  | 108           | 108   | 7 000                                     |
| Bankowy Fundusz Leasingowy SA                           | Direct subsidiary   | 50 467      | 41 652             | 26 882      | 8 496           | 5 855  | 10 799        | 272   | 807 665                                   |
| Centrum Elektronicznych Usług Płatniczych 'eService' SA | Direct subsidiary   | 864         | -                  | 27 342      | 5 110           | 5 110  | 37 908        | 37 907  | 2 500                                     |
| Centrum Finansowe Puławska Sp. z o.o.                   | Direct subsidiary   | 64 940      | 64 810             | 28 744      | 2 935           | 2 935  | 43 802        | 891   | -   |
| Fort Mokotów Inwestycje Sp. z.o.o.                      | Direct subsidiary   | 8 053       | -                  | 3 591       | 1               | 1  | 108           | 108   | -   |
| Inteligo Financial Services SA                          | Direct subsidiary   | 7 822       | -                  | 120 044     | 1 741           | 22   | 50 838        | 4 512   | -   |
| KREDOBANK SA  | Direct subsidiary   | 247 819     | 130 096            | 25          | 9 827           | 9 827  | -             | -   | 489 427                                   |
| PKO BP BANKOWY Powszechne Towarzystwo Emerytalne SA     | Direct subsidiary   | 121         | -                  | 234         | 3 317           | 3 195  | 400           | 400   | -   |
| PKO Finanse AB  | Direct subsidiary   |             | -                  | 3 188 019   | -               | -  | 22 892        | 22 664  | -   |
| PKO Towarzystwo Funduszy Inwestycyjnych SA              | Direct subsidiary   | 15 557      | -                  | 3 686       | 162 142         | 161 752  | 248           | 248   | 467                                       |
| Qualia Development Sp. z o.o. 1)                        | Direct subsidiary   | 113 310     | -                  | 1 509       | 9               | 9  | 638           | 203   | 1 500                                     |
| Bankowy Leasing Sp. z o.o.                              | Indirect subsidiary | 946 242     | 946 169            | 230         | 35 654          | 35 442   | 6             | 6   | 126 889                                   |
| BFL Nieruchomości Sp. z o.o.                            | Indirect subsidiary | 307 305     | 307 305            | 1 501       | 13 210          | 13 210   | 15            | 15  | 5 071                                     |
| Fort Mokotów Sp. z o.o.                                 | Indirect subsidiary |             | -                  | 6 293       | 1               | 1  | 211           | 211   | -   |
| PKO BP Faktoring SA                                     | Indirect subsidiary | 92 542      | 92 542             | 1 196       | 3 911           | 3 911  | -             | -   | 157 476                                   |
| PKO BP Finat Sp. z o.o.                                 | Indirect subsidiary |             | -                  | 5 856       | 7               | 7  | 168           | 168   | -   |
| PKO BP Inwestycje - Neptun Park Sp. z o.o.              | Indirect subsidiary | 132 016     | 131 500            | 14 802      | 8 090           | 8 090  | 298           | 298   | -   |
| PKO BP Inwestycje - Nowy Wilanów Sp. z o.o.             | Indirect subsidiary | 132 088     | 132 088            | 20 020      | 9 168           | 9 168  | 120           | 120   | 67 912                                    |
| Qualia - Rezydencja Flotylla Sp. z o.o. <sup>2)</sup>   | Indirect subsidiary | 13 909      | 13 909             | 89          | 1 461           | 1 461  | -             | -   | 54 759                                    |
| Sarnia Dolina Sp. z o. o. <sup>3)</sup>                 | Indirect subsidiary | 15 260      | 15 260             | 149         | 828             | 828  | -             | -   | 50 000                                    |
| WISŁOK Inwestycje Sp. z o.o <sup>4)</sup>               | Indirect subsidiary | -           | -                  | -           | 337             | 337  | -             | -   | -   |
| TOTAL   |                     | 2 151 315   | 1 875 331          | 3 454 387   | 266 249         | 261 165  | 168 559       | 68 131  | 1 770 666                                 |

Previous name - PKO BP Inwestycje Sp. z o.o.
 Previous name - PKO BP Inwestycje - Rezydencja Flotylla Sp. z o.o.
 Previous name - PKO BP Inwestycje - Sarnia Dolina Sp. z o.o.
 Shares in the entity disposed on 26 February 2010

#### Other entities

| Entity  | Capital relation                   | Receivables | including<br>Ioans | Liabilities | Total<br>income | including<br>interest and<br>fee and<br>commission<br>income | Total expense | including<br>interest and<br>fee and<br>commission<br>expense | Contingent liabilities<br>and commitments |
|---|------------------------------------|-------------|--------------------|-------------|-----------------|--|---------------|---|---|
| CENTRUM HAFFNERA Sp. z o.o.                       | Direct jointly controlled entity   | -           | -                  | 2 478       | 9               | 9  | 59            | 59  | -   |
| Centrum Obsługi Biznesu Sp. z o.o.                | Direct jointly controlled entity   | 30 799      | 30 799             | 22 285      | 753             | 752  | 558           | 557   | -   |
| Centrum Majkowskiego Sp. z o.o.                   | Indirect jointly controlled entity | -           | -                  | 4 765       | 6               | 6  | 93            | 93  | -   |
| Kamienica Morska Sp. z o.o.                       | Indirect jointly controlled entity | -           | -                  | 66          | 6               | 6  | -             | -   | -   |
| Promenada Sopocka Sp. z o.o.                      | Indirect jointly controlled entity | 43 805      | 43 805             | 691         | 1 165           | 1 165  | -             | -   | -   |
| Sopot Zdrój Sp. z o.o.                            | Indirect jointly controlled entity | 209 785     | 209 785            | 4 049       | 5 617           | 5 617  | 60            | 60  | -   |
| Agencja Inwestycyjna CORP SA                      | Associate                          | 61          | -                  | 87          | 628             | -  | 2 425         | -   | -   |
| Bank Pocztowy SA                                  | Associate                          | -           | -                  | 105         | 146             | 131  | 1 962         | 419   | 1 330                                     |
| Kolej Gondolowa Jaworzyna Krynicka SA             | Associate available for sale       | 5 824       | 5 824              | 538         | 74              | 74   | 9             | 9   | 8 375                                     |
| Poznański Fundusz Poręczeń Kredytowych Sp. z o.o. | Associate                          | -           | -                  | 16 178      | 1               | 1  | 152           | 141   | -   |
| TOTAL   |                                    | 290 274     | 290 213            | 51 242      | 8 405           | 7 761  | 5 318         | 1 338   | 9 705                                     |



#### 26. Differences between previously published financial statements and these financial statements

In the third quarter of 2011, there were no significant changes as compared to the previously published financial statements.

#### 27. Objectives and principles of risk management in PKO Bank Polski SA

Objectives and principles of risk management applied in PKO Bank Polski SA are consistent with these applied in the PKO Bank Polski SA Group.

Relevant information for risk monitoring and changes in methods of risk measurement in the period from 1 January to 30 September 2011 are presented below.

### Credit risk

In the third quarter of 2011, when determining the impairment allowances on the portfolio of mortgage loans of individuals, the portfolio parameters estimated on the basis of the assumptions of the methodology for estimating parameters for the purpose of calculating capital requirement under the IRB method. The new methodology takes into account intensive restructuring processes carried out in respect of this portfolio and allows a more precise assessment of the related credit risk.

The Bank's exposure to credit risk

| Amounts due from banks                     | Εχροςι     | ne         |
|--|------------|------------|
| Amounts que from danks                     | 30.09.2011 | 31.12.2010 |
| Amounts due from banks impaired            | 41 576     | 42 720     |
| of which valued with the individual method | 41 125     | 42 250     |
| Amounts due from banks not impaired        | 3 495 485  | 2 369 089  |
| neither past due nor impaired              | 3 495 485  | 2 368 738  |
| past due but not impaired                  | -          | 351        |
| past due up to 4 days                      | -          | 351        |
| Gross total                                | 3 537 061  | 2 411 809  |
| Impairment allowances                      | (34 490)   | (32 570)   |
| Net total by carrying amount               | 3 502 571  | 2 379 239  |

| Loans and advances to customers            | Εχροsι      | Exposure    |  |  |
|--|-------------|-------------|--|--|
|  | 30.09.2011  | 31.12.2010  |  |  |
| Loans and advances impaired                | 10 411 551  | 9 490 018   |  |  |
| of which valued with the individual method | 4 523 325   | 4 686 388   |  |  |
| Loans and advances not impaired            | 132 646 666 | 123 708 595 |  |  |
| neither past due nor impaired              | 127 245 394 | 119 904 124 |  |  |
| past due but not impaired                  | 5 401 272   | 3 804 471   |  |  |
| past due up to 4 days                      | 2 955 834   | 2 025 979   |  |  |
| past due over 4 days                       | 2 445 438   | 1 778 492   |  |  |
| Gross total                                | 143 058 217 | 133 198 613 |  |  |
| Impairment allowances                      | (5 073 618) | (4 265 484) |  |  |
| Net total by carrying amount               | 137 984 599 | 128 933 129 |  |  |

| Investment securities available for sale – debt securities             | Εχροει                   | ne                     |
|--|--------------------------|------------------------|
|  | 30.09.2011               | 31.12.2010             |
| Debt securities impaired<br>of which valued with the individual method | 13 045<br>13 045         | 13 045<br>13 045       |
| Debt securities not impaired<br>neither past due nor impaired          | 12 137 238<br>12 137 238 | 9 804 907<br>9 804 907 |
| Gross total  | 12 150 283               | 9 817 952              |
| Impairment allowances  | (13 045)                 | (13 045)               |
| Net total by carrying amount   | 12 137 238               | 9 804 907              |



#### Maximum exposure to credit risk

The table below presents maximum exposure to credit risk of the Bank as at 30 September 2011 and as at 31 December 2010, excluding collaterals and related improvement of credit situation, by net carrying amount.

| Items of the statement of financial position                                  | 30.09.2011  | 31.12.2010  |
|---|-------------|-------------|
| Current account in the central bank   | 5 282 745   | 3 782 717   |
| Amounts due from banks  | 3 502 571   | 2 379 239   |
| Trading assets – debt securities  | 807 446     | 1 491 053   |
| Derivative financial instruments  | 3 019 724   | 1 719 764   |
| Financial instruments at fair value through profit and loss - debt securities | 13 496 683  | 10 758 331  |
| Loans and advances to customers   | 137 984 599 | 128 933 129 |
| Investment securities available for sale - debt securities                    | 12 137 238  | 9 804 907   |
| Other assets - other financial assets   | 380 868     | 289 587     |
| Total   | 176 611 874 | 159 158 727 |
| Off-balance sheet items   | 30.09.2011  | 31.12.2010  |
| Irrevocable loan commitments  | 6 642 034   | 7 001 338   |
| Guarantees granted  | 4 633 887   | 5 048 902   |
| Letters of credit granted   | 2 718 034   | 229 946     |
| Guarantees of issue (underwriting)  | 2 418 315   | 2 973 980   |
| Total   | 16 412 270  | 15 254 166  |

Financial assets individually determined to be impaired for which individual impairment allowance has been recognised by carrying amount gross.

|   | 30.09.2011          | 31.12.2010          |
|---|---------------------|---------------------|
| Amounts due from banks<br>Loans and advances to customers | 41 125<br>4 523 325 | 42 250<br>4 686 388 |
| non-financial entities                                    | 4 515 790           | 4 678 866           |
| consumer loans  | 72 616              | 88 303              |
| housing loans   | 1 051 150           | 764 065             |
| corporate loans   | 3 392 024           | 3 826 498           |
| State budget entities                                     | 7 535               | 7 522               |
| corporate loans   | 7 535               | 7 522               |
| Investment debt securities available for sale             | 13 045              | 13 045              |
| issued by non-financial entities                          | 13 045              | 13 045              |
| Total   | 4 577 495           | 4 741 683           |

#### Interest rate risk

The Bank was mainly exposed to PLN interest rate risk, which represented about 78% of the Bank's value at risk (VaR) as at 30 September 2011 and about 63% as at 31 December 2010.

VaR (for a 10-day time horizon, 99%) of the Bank and stress-testing analysis of the Bank's exposure to the interest rate risk are presented in the following table:

| Name of sensitivity measure   | 30.09.2011 | 31.12.2010 |
|---|------------|------------|
| VaR for a 10-day time horizon (in PLN thousand)   | 111 556    | 39 004     |
| Parallel movement of interest rate curves by 200 b.p. (in PLN thousand)<br>(stress-tests) | 491 154    | 475 091    |



## Currency risk

VaR (for a 10-day time horizon, 99%) of the Bank and stress-testing of the Bank's financial assets exposed to currency risk are stated cumulatively for all currencies in the table below:

| Name of sensitivity measure                              | 30.09.2011 | 31.12.2010 |
|--|------------|------------|
| VaR for a 10-day time horizon (in PLN thousand)          | 3 863      | 3 171      |
| Change of CUR/PLN by 20% stress-tests (in PLN thousand)* | 2 500      | 3 954      |

\* The table presents the value of the most adverse stress-test of the scenarios: PLN appreciation by 20% and PLN depreciation by 20%. On 29 August 2011, decision of the managing director in charge of the Banking Risk Division introduced the revised foreign exchange risk management methods, which changed in particular the way of conducting stress-tests of currency risk. The value of stress-test of currency risk as at 31 December 2010 was brought to the comparability.

The level of the currency risk was low both as at 30 September 2011 and as at 31 December 2010.

#### PKO Bank Polski SA's currency positions are presented in the table below:

|                    | Currency position | 30.09.2011 | 31.12.2010 |
|--------------------|-------------------|------------|------------|
| USD                |                   | (1 526)    | (60 735)   |
| GBP                |                   | 3 513      | 48 110     |
| CHF                |                   | (30 683)   | (19 038)   |
| EUR                |                   | (11 047)   | (13 120)   |
| Other (Global Net) |                   | 9 088      | 18 424     |

## Liquidity risk

The adjusted liquidity gap of the Bank is presented in the table below:

|   | a'vista   | 0 - 1<br>month | 1 - 3<br>months | 3 - 6<br>months | 6 - 12 months | 12 - 24<br>months | 24 - 60<br>months | over 60<br>months |
|---|-----------|----------------|-----------------|-----------------|---------------|-------------------|-------------------|-------------------|
|   |           |                |                 |                 |               |                   |                   | 30.09.2011        |
| Adjusted gap in real terms                  | 7 985 191 | 8 638 506      | (2 405 495)     | (721 283)       | 436 429       | 9 752 893         | 14 860 261        | (38 546 502)      |
| Cumulative<br>adjusted gap in<br>real terms | 7 985 191 | 16 623 697     | 14 218 202      | 13 496 919      | 13 933 348    | 23 686 241        | 38 546 502        | -                 |
|   |           |                |                 |                 |               |                   |                   | 31.12.2010        |
| Adjusted gap in<br>real terms               | 3 220 646 | 14 309 944     | (711 294)       | (65 793)        | 3 965 229     | 5 019 030         | (1 317 240)       | (24 420 522)      |
| Cumulative<br>adjusted gap in<br>real terms | 3 220 646 | 17 530 590     | 16 819 296      | 16 753 503      | 20 718 732    | 25 737 762        | 24 420 522        | -                 |

In all time horizons, the Bank's cumulative liquidity gap in real terms as at 30 September 2011 and as at 31 December 2010 was positive. This means a surplus of assets receivable over liabilities payable.



## 28. Capital adequacy

The level of capital adequacy of the Bank as at 30 September 2011 remained on a safe level significantly above the statutory limits.

Compared with 31 December 2010, the Bank's capital adequacy ratio decreased by 0.18 pp., which has been mainly caused by the increase in the Bank's loans portfolio, with a simultaneous increase of the Bank's own funds calculated for capital adequacy purposes as a consequence of the recognition of profit earned in 2010.

## 28.1.1. Own funds calculated for capital adequacy purposes

As at 30 September 2011, own funds of the Bank calculated for capital adequacy purposes increased by PLN 791 292 thousand, which was mainly due to the recognition of profit earned by the Bank in 2010 after charges deduction (in amount PLN 836 209 thousand) to the Bank's own funds.

The structure of the Bank's own funds determined for the purpose of the capital adequacy is presented in the table below:

| BANK'S OWN FUNDS  | 30.09.2011  | 31.12.2010  |
|---|-------------|-------------|
| Basic funds (Tier 1)  | 16 262 622  | 15 449 743  |
| Share capital   | 1 250 000   | 1 250 000   |
| Reserve capital   | 12 898 111  | 12 098 111  |
| Other reserves  | 3 319 621   | 3 283 412   |
| General banking risk fund for unidentified banking activities risk  | 1 070 000   | 1 070 000   |
| Unrealised losses on debt and equity instruments and other receivables classified as available for sale                   | (108 601)   | (65 935)    |
| Intangible assets   | (1 508 220) | (1 528 267) |
| Equity exposures  | (658 289)   | (657 578)   |
| Supplementary funds (Tier 2)  | 992 960     | 967 418     |
| Subordinated liabilities classified as supplementary funds  | 1 600 700   | 1 600 700   |
| Unrealised profits on debt and equity instruments classified as available for sale (up to 80% of their values before tax) | 50 549      | 24 296      |
| Equity exposures  | (658 289)   | (657 578)   |
| Short-term equity (Tier 3)  | 98 799      | 145 928     |
| TOTAL OWN FUNDS   | 17 354 381  | 16 563 089  |

## 28.1.2. Capital requirements (Pillar 1)

The table below presents the Bank's capital requirements as regards particular types of risk:

| Capital requirements              | 30.09.2011 | 31.12.2010 |
|-----------------------------------|------------|------------|
| Credit risk                       | 10 563 433 | 9 625 972  |
| credit risk (banking book)        | 10 457 864 | 9 560 923  |
| counterparty risk (trading book)  | 105 569    | 65 049     |
| Market risk                       | 437 959    | 465 911    |
| equity securities risk            | 655        | 767        |
| specific risk of debt instruments | 345 141    | 379 948    |
| general interest rates risk       | 92 160     | 85 196     |
| price of goods                    | 3          | -          |
| Operational risk                  | 757 943    | 957 564    |
| Total capital requirements        | 11 759 335 | 11 049 447 |
| Capital adequacy ratio            | 11.81%     | 11.99%     |



## FURTHER EXPLANATORY DATA

#### Identification data

PKO Bank Polski SA, with its registered Head Office at 15 Puławska Street, Warsaw, has been entered in the register of entrepreneurs of the National Court Register in Warsaw under entry No. KRS 0000026438. The Company was granted a statistical REGON No. 016298263 and tax identification number (NIP) 525-000-77-38.

#### The Authorities of PKO Bank Polski SA in the reporting period

The Management Board of PKO Bank Polski SA as at 30 September 2011

| No. | Name                 | Function   | Date of appointment  |
|-----|----------------------|--|--|
| 1.  | Zbigniew Jagiełło*   | President of the Bank's<br>Management Board      | appointed on 2 March 2011 to the position of President of the Management Board of PKO Bank<br>Polski SA, for the joint term of the Board, which began on 30 June 2011.   |
| 2.  | Piotr Alicki*        | Vice-President of the Bank's<br>Management Board | appointed on 1 April 2011 to the position of Vice-President of the Management Board of PKO Bank Polski SA for the joint term of the Board, which began on 30 June 2011.  |
| 3.  | Bartosz Drabikowski* | Vice-President of the Bank's<br>Management Board | appointed on 1 April 2011 to the position of Vice-President of the Management Board of PKO Bank<br>Polski SA for the joint term of the Board, which began on 30 June 2011.   |
| 4.  | Andrzej Kołatkowski  | Vice-President of the Bank's<br>Management Board | appointed on 16 May 2011 to the position of Vice-President of the Management Board responsible<br>for Risk and Debt Collection Area, for a joint term of the Management Board which began on<br>30 June 2011, provided that he obtains the approval of the PFSA for performing this function.<br>On 9 August 2011, the PFSA has approved Mr. Andrzej Kołatkowski as Vice-President of the<br>Management Board of PKO Bank Polski SA. |
| 5.  | Jarosław Myjak*      | Vice-President of the Bank's<br>Management Board | appointed on 1 April 2011 to the position of Vice-President of the Management Board of PKO Bank<br>Polski SA for the joint term of the Board, which began on 30 June 2011  |
| 6.  | Jacek Obłękowski     | Vice-President of the Bank's<br>Management Board | appointed on 1 April 2011 to the position of Vice-President of the Management Board of PKO Bank<br>Polski SA for the joint term of the Board, which began on 30 June 2011. Vice-President of the<br>Management Board Mr. Jacek Obłękowski assumed function on 30 June 2011.  |
| 7.  | Jakub Papierski*     | Vice-President of the Bank's<br>Management Board | appointed on 1 April 2011 to the position of Vice-President of the Management Board of PKO Bank<br>Polski SA for the joint term of the Board, which began on 30 June 2011.   |

\* Management Board members who performed their functions during the term of the Management Board ended on 19 May 2011.

#### The Supervisory Board of PKO Bank Polski SA as at 30 September 2011

| No. | Name               | Function   | Date of appointment / recalling  |
|-----|--------------------|--|--|
| 1.  | Cezary Banasiński* | Chairman of the Bank's<br>Supervisory Board        | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.<br>On 30 June 2011 the Minister of State Treasury appointed Mr. Cezary Banasiński, a member of the<br>Bank's Supervisory Board, as a Chairman of the Supervisory Board. |
| 2.  | Tomasz Zganiacz*   | Deputy-Chairman of the<br>Bank's Supervisory Board | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.<br>On 30 June 2011 the Minister of State Treasury appointed Mr. Tomasz Zganiacz, a member of the<br>Supervisory Board, as a Deputy-Chairman of the Supervisory Board.   |
| 3.  | Mirosław Czekaj*   | Secretary of the Bank's<br>Supervisory Board       | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.<br>On 6 July 2011 the Supervisory Board chose Mr. Mirosław Czekaj as Secretary of the Supervisory<br>Board.   |
| 4.  | Jan Bossak*        | Member of the Bank's<br>Supervisory Board          | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.   |
| 5.  | Krzysztof Kilian   | Member of the Bank's<br>Supervisory Board          | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.   |
| 6.  | Piotr Marczak*     | Member of the Bank's<br>Supervisory Board          | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.   |
| 7.  | Ewa Miklaszewska   | Member of the Bank's<br>Supervisory Board          | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.   |
| 8.  | Marek Mroczkowski  | Member of the Bank's<br>Supervisory Board          | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.   |
| 9.  | Ryszard Wierzba    | Member of the Bank's<br>Supervisory Board          | appointed on 30 June 2011 for the joint term of the Supervisory Board, which began that day.   |

\* The Members of the Supervisory Board who performed their functions during the term of the Supervisory Board, which ended on 19 May 2011.



#### Seasonality or cyclicality of activities in the reporting period

PKO Bank Polski SA is a universal bank, which provides services on the territory of Poland, and thus its activities are exposed to similar cyclical fluctuations to those affecting the entire Polish economy. The activities of other companies of the PKO Bank Polski SA Group also do not show any particular seasonality or cyclicality characteristics.

#### Information on the issue, redemption and repayment of debt and equity instruments

On 12 August 2011 and 9 September 2011, as part of the programme for issuing bonds on the domestic market with a value of PLN 5 billion, the Bank carried out an issue of short-term bonds with a total value of PLN 1.95 billion.

In the third quarter of 2011, Bankowy Fundusz Leasingowy SA issued 50 500 bonds with a total nominal value of PLN 505 million and redeemed 26 000 bonds with a total nominal value of PLN 260 million. At the end of September of the current year, the Company's debt due to the bonds issue amounted to PLN 415 million.

As at 30 September 2011, 25 774 BFL SA bonds with a nominal value of PLN 257.7 million were included in PKO Bank Polski SA portfolio and the remaining 15 726 bonds with a nominal value of PLN 157.3 million were sold on a secondary market.

# Shareholders holding, directly or indirectly through subsidiaries, at least 5% of votes at the General Shareholders' Meeting

To the best knowledge of PKO Bank Polski SA, the shareholders holding, directly or indirectly, at least 5% of total votes at the General Shareholders' Meeting of the Bank are two entities: the State Treasury and Bank Gospodarstwa Krajowego. As at the date of submission of this Report, the State Treasury and Bank Gospodarstwa Krajowego hold 512 406 277 and 128 102 731 shares of PKO Bank Polski SA respectively.

The percentage shares of the State Treasury and of Bank Gospodarstwa Krajowego in the share capital of PKO Bank Polski SA amount to respectively 40.99% and 10.25% and match the percentage share in the total number of votes at the General Shareholders' Meeting of PKO Bank Polski SA.

|                             | As at the date of submission of the report for the 3rd quarter of 2011 |   | As at the date o<br>report for the | Change of the share<br>in the number of                                   |  |
|-----------------------------|--|---|------------------------------------|---|--|
| Shareholders                | Numbers of<br>shares   | Share in the<br>number of votes<br>on General<br>Shareholders'<br>Meeting | Numbers of<br>shares               | Share in the<br>number of votes<br>on General<br>Shareholders'<br>Meeting | on General<br>Shareholders'<br>Meeting (pp.) |
| State Treasury              | 512 406 277  | 40.99%  | 512 406 277                        | 40.99%  | 0.00   |
| Bank Gospodarstwa Krajowego | 128 102 731  | 10.25%  | 128 102 731                        | 10.25%  | 0.00   |
| Other shareholders          | 609 490 992  | 48.76%  | 609 490 992                        | 48.76%  | 0.00   |
| Total                       | 1 250 000 000  | 100.00%   | 1 250 000 000                      | 100.00%   | 0.00   |

#### Shareholdina structure in PKO Bank Polski SA as at the date of submission of this report

Bank Polski (in PLN thousand)

# Changes in the number and rights to PKO Bank Polski SA shares held by Management and Supervisory Board Members

#### PKO Bank Polski SA shares held by the Management and Supervisory Board Members

| No. | Name   | Number of shares as<br>at the date of<br>submission of the<br>Report for the<br>3rd quarter of 2011 | Purchase | Disposal | Number of shares as<br>at the date of<br>submission of the<br>Report for the<br>1st half of 2011 |
|-----|--|---|----------|----------|--|
| I.  | Management   | Board of the Bank   |          |          |  |
| 1.  | Zbigniew Jagiełło, President of the Bank's Management Board      | 9 000   | 3 000    | 0        | 6 000  |
| 2.  | Piotr Alicki, Vice-President of the Bank's Management Board      | 2 627   | 0        | 0        | 2 627  |
| 3.  | Bartosz Drabikowski, Vice-President of the Bank's Management Boa | 0 b1  | 0        | 0        | 0  |
| 4.  | Andrzej Kołatkowski, Vice-President of the Bank's Management Boa | 0 b   | 0        | 0        | 0  |
| 5.  | Jarosław Myjak, Vice-President of the Bank's Management Board    | 0   | 0        | 0        | 0  |
| 6.  | Jacek Obłękowski, Vice-President of the Bank's Management Board  | 512   | 0        | 0        | 512  |
| 7.  | Jakub Papierski, Vice-President of the Bank's Management Board   | 3 000   | 3 000    | 0        | 0  |
| II. | Supervisory  | Board of the Bank   |          |          |  |
| 1.  | Cezary Banasiński, Chairman of the Bank's Supervisory Board      | 0   | 0        | 0        | 0  |
| 2.  | Tomasz Zganiacz, Deputy-Chairman of the Bank's Supervisory Board | 0   | 0        | 0        | 0  |
| 3.  | Jan Bossak, Member of the Bank's Supervisory Board               | 0   | 0        | 0        | 0  |
| 4.  | Mirosław Czekaj, Secretary of the Bank's Supervisory Board       | 0   | 0        | 0        | 0  |
| 5.  | Krzysztof Kilian, Member of the Bank's Supervisory Board         | 0   | 0        | 0        | 0  |
| 6.  | Piotr Marczak, Member of the Bank's Supervisory Board            | 0   | 0        | 0        | 0  |
| 7.  | Ewa Miklaszewska, Member of the Bank's Supervisory Board         |   | 0        | 0        | 0  |
| 8.  | Marek Mroczkowski, Member of the Bank's Supervisory Board        | 0   | 0        | 0        | 0  |
| 9.  | Ryszard Wierzba $^{*}$ , Member of the Bank's Supervisory Board  | NA  | NA       | NA       | NA   |

\*) As at the date of assuming the position of the Supervisory Board member, i.e. as at 30 June 2011, Professor Ryszard Wierzba held 2 570 shares in PKO Bank Polski SA. On 7 July 2011, he transferred all of these shares to a 'blind portfolio' managed by DM PKO Banku Polskiego SA. A 'blind portfolio' means that the owner is not informed of the portfolio composition and transactions. Therefore, after 7 July 2011, and consequently also as at the date of submission of this report, Professor R. Wierzba was unable to provide information on the number of the Bank's shares held by him.

# Information on any transaction or a number of transactions concluded by the issuer or its subsidiary with related parties, if they are essential and were concluded not on arms' length

In the third quarter of 2011 the subsidiaries of PKO Bank Polski SA did not conclude any transaction with related parties not on arms' length.

# Results of changes in the entity's structure, including the effects of merger, takeover or disposal of the Group entities, long-term investments, division, restructuring and discontinuation of activities

The results of changes in the entity's structure, including the results of merger, takeover or sale of the Group entities have been described in Note 31 'Changes to the entities of the Group, jointly controlled entities and associates'.

## Factors which may affect future financial performance within at least the next quarter

In subsequent quarters, the results of PKO Bank Polski SA and the PKO Bank Polski SA Group will be affected by economic processes which will take place in the Polish and global economies, as well as by a response of the financial markets to those processes. The interest rate policy applied by the Monetary Policy Council and by other largest central banks will also have a great impact on the future performance.



(in PLN thousand)

Information on guarantees or warranties on loans and advances granted by the issuer or by the issuer's subsidiary – cumulatively to a single entity or its subsidiary, if the total value of outstanding warranties and guaranties constitutes at least 10% of the Issuer's equity

In the third quarter of 2011, PKO Bank Polski SA or subsidiaries of PKO Bank Polski SA did not grant any guarantees or warranties on loans on advances to a single entity or its subsidiary that would constitute at least 10% of the Bank's equity.

#### Proceedings pending before the court, arbitration tribunal or public administrative authority

As at 30 September 2011, the total value of court proceedings against the Bank was approximately PLN 311 785 thousand, while the total value of court proceedings initiated by the Bank was approximately PLN 89 153 thousand. No proceedings with the participation of the Bank are in progress, the value of which amounts to at least 10% of the equity.

No other Group's entities have conducted any proceedings before court, arbitration tribunal or public administration authorities concerning receivables or liabilities, the value of which amounts to at least 10% of the equity of PKO Bank Polski SA.

# Position of the PKO Bank Polski SA Management Board in regards to possibility of achieving previously published forecasts for the given year

PKO Bank Polski SA did not publish any financial result forecasts for the year 2011.

## Information on dividend paid or declared

On 30 June 2011, the General Shareholders Meeting of PKO Bank Polski SA passed a resolution on the payment of the dividend from profit earned in the year 2010, amounting to PLN 1.98 per share. The list of shareholders entitled to dividend for 2010 was determined as at 31 August 2011, and dividend was paid out on 15 September 2011.

# Other information of particular importance to the assessment of the human resources, proprietary and financial situation of the issuer, its financial results and changes thereto

1. On 18 July 2011, an application for approval of the Bank's Prospectus prepared in connection with the public offering of sale of up to 190 602 731 of the Bank's shares (i.e. up to 15.25% of the Bank's share capital) by Bank Gospodarstwa Krajowego and the State Treasury and the application for admitting and introducing 197 500 000 A-series shares of the Bank for trading on the basic market of the Warsaw Stock Exchange (Giełda Papierów Wartościowych w Warszawie SA) was filed with the Polish Financial Supervision Authority.

On 23 August 2011, the Bank received a letter from the State Treasury and Bank Gospodarstwa Krajowego acting as the Bank's shareholders, informing of suspending the work on preparing and carrying out the sale of the Bank's shares through a public offering. The shareholders asked PKO Bank Polski SA to suspend its activities in preparation for this sale and asked the Bank to submit an application for suspending the administrative proceedings before the Polish Financial Supervision Authority related to the approval of the prospectus prepared in connection with the sale of the Bank's shares.

On receiving the above-mentioned letter, on 23 August 2011 the Management Board of the Bank decided to suspend the activities related to preparing and carrying out the sale of the Bank's shares through a public offering and a decision to agree to sign on behalf of the Bank and submit an application to suspend the administrative proceedings before the PFSA related to approval of the prospectus.

- 2. On 4 August 2011 the rating agency Fitch Ratings informed in a press note that the Fitch had maintained the *rating* given to PKO Bank Polski SA at level 2. Agency analysts emphasized that the assessment of support acquired by the Bank reflects a high probability of support from national authorities due to high importance of the Bank for the national banking system.
- 3. The District Court for the Capital City of Warsaw, XIII Business Department of the National Court Register registered in the National Court Register changes to the Memorandum of Association of PKO Bank Polski SA introduced by Resolution No. 26/2011 passed by the Ordinary General Shareholders' Meeting of PKO Bank Polski SA on 30 June 2011. The resolution concerns changing 197 500 000 Aseries registered shares into bearer shares.



(in PLN thousand)

- 4. On 26 September 2011, the rating agency Moody's Investor Services announced in its credit opinion that all ratings previously granted to the Bank would be maintained. According to agency analysts, *ratings* acquired by PKO Bank Polski SA, reflect the Bank's current dominant position in the Polish retail banking sector and its historically strong profitability, which is mainly due to the extensive and strong distribution network and retail funding base.
- 5. On 29 September 2011 the Polish Financial Supervision Authority did not allow changes in the Bank's Memorandum of Association consisting of the addition of § 3a. clause 2 and 3, and discontinued the proceedings on changing the wording of clause 1 of the added § 3a as in the AGM Resolution No. 27/2011 on the amendment of the Memorandum of Association of PKO Bank Polski SA. Entry into force of the above amendments to the Bank's Memorandum of Association (concerning clarification of competencies associated with cooperation of the Bank with the Group's entities), made by the AGM of 30 June 2011 was dependent on the permission of PFSA.

## Loans and advances taken, guarantee and warranties agreements not related to operating activity

In the third quarter of 2011, PKO Bank Polski SA and the subsidiaries of PKO Bank Polski SA did not take out any loans or advances or receive any guarantees or warranties that were not related to its operating activity.

#### Significant contracts and important agreements with the central bank or supervisory authorities

In the third quarter of 2011, PKO Bank Polski SA and the subsidiaries of PKO Bank Polski SA did not conclude any significant agreements with the central bank or supervisory authorities.

## Subsequent events occurring after the reporting date which may have an impact on future financial results

As at the date of preparation of these financial statements there were no significant events that could affect future financial results of the Bank.

## Approval of financial statements

These condensed interim consolidated financial statements, reviewed by the Supervisory Board's Audit Committee on 2 November 2011, have been approved for issue by the Bank's Management Board on 28 October 2011.



## Signatures of all Members of the Management Board of the Bank

| 28.10.2011 | Zbigniew Jagiełło   | President of the<br>Management Board      |             |
|------------|---------------------|---|-------------|
|            |                     |   | (signature) |
| 28.10.2011 | Piotr Alicki        | Vice-President of the<br>Management Board |             |
|            |                     |   | (signature) |
| 28.10.2011 | Bartosz Drabikowski | Vice-President of the<br>Management Board |             |
|            |                     |   | (signature) |
| 28.10.2011 | Andrzej Kołatkowski | Vice-President of the<br>Management Board |             |
|            |                     |   | (signature) |
| 28.10.2011 | Jarosław Myjak      | Vice-President of the<br>Management Board |             |
|            |                     | -   | (signature) |
| 28.10.2011 | Jacek Obłękowski    | Vice-President of the<br>Management Board |             |
|            |                     |   | (signature) |
| 28.10.2011 | Jakub Papierski     | Vice-President of the<br>Management Board |             |
|            |                     | 5   | (signature) |

Signature of person responsible for maintaining the books of account

> 28.10.2011 Danuta Szymańska Director of the Bank

> > (signature)