

## **FINANCIAL RESULTS 2022**

Solid results, significant burden of extraordinary events



Warsaw, 10th of March, 2023

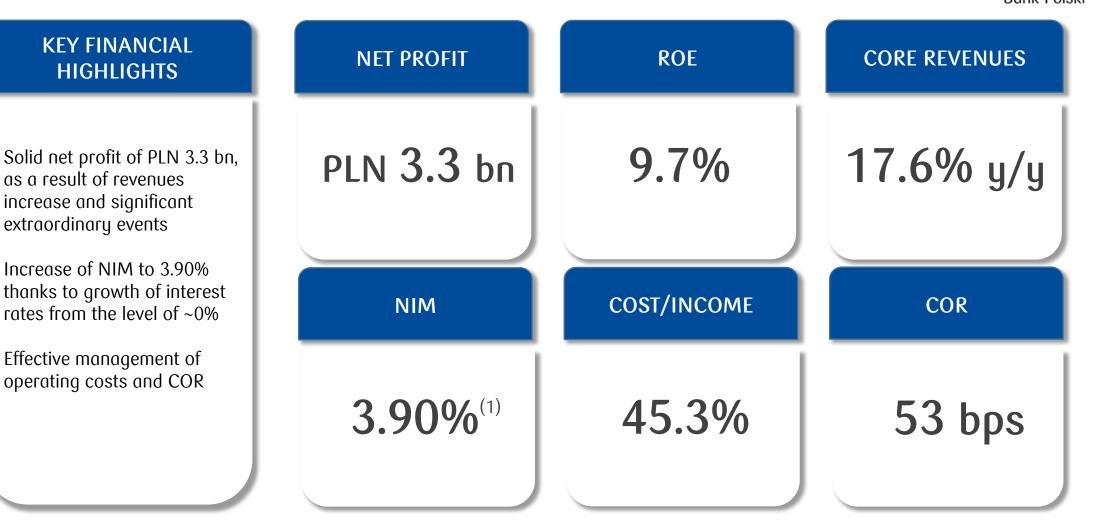




## Key achievements

### KEY ACHIEVEMENTS Key financial highlights 2022

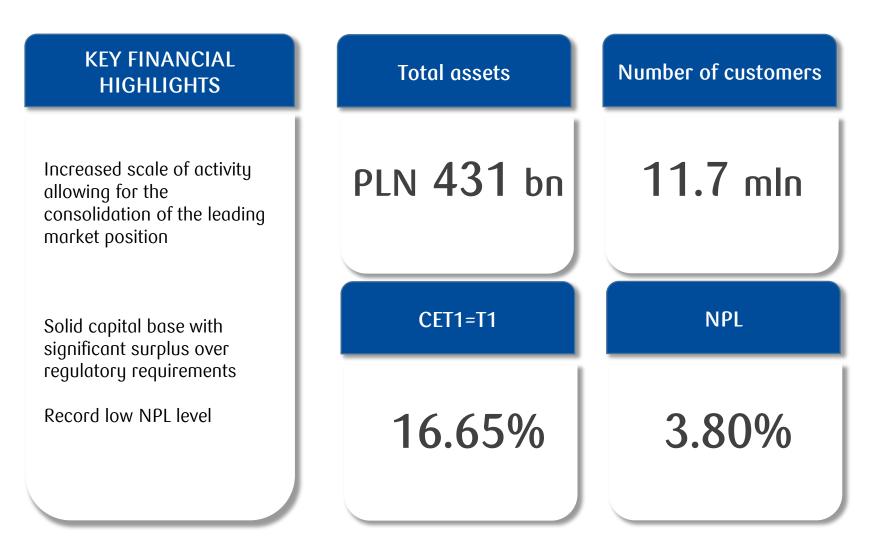




(1) - the interest margin in 2022 was calculated excluding the impact of the recognition in the third quarter of 2022 of the effects of credit holidays of PLN 3 111 mln

### KEY ACHIEVEMENTS Key financial highlights 2022





#### KEY ACHIEVEMENTS Business development - key achievements





(1) – excluding FX mortgage loans

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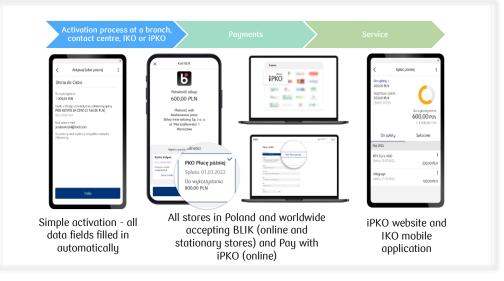
#### KEY ACHIEVEMENTS Leader in mobile banking

# Bank Polski

#### **MOBILE APPLICATION IKO**



#### PKO PAY LATER- BNPL FIRST BANKING SERVICE IN POLAND



## DIGITAL MORTGAGE (IN PREPARATION)

- Redefinition of the credit process to take full advantage of the opportunities created by digital solutions
- Fully digital process (except contract signing)
- The solution can also be used in other credit processes

### **KEY ACHIEVEMENTS** Increased use of AI in customers service and sales



#### We have already 16 bots

Launching of new bots in 4 quarter:

- for IKO activation
- for confirm the activation of the "PKO pay later" service
- for post-service NPS survey

## Growing number of tasks carried out by AI

- Contact centre >9 mln calls
- Reminder of late payments >2.5 mln calls
- Voice assistant in IKO >2.5 mln calls
- Sales lead management>1.5 mln calls
- NPS related >1 mln questionnaires

Calls with customers completed by bots 772-800876-883-853-896-857772-800303-366-405

I.21 III.21 V.21 VII.21 IX.21 XI.21 I.22 III.22 V.22 VII.22 IX.22 XII.22

#### New processes implemented by AI:

- advanced analytics of expenses in the Voice assistant in IKO (card transactions divided into categories)
- improvements and changes in several dozen of topics supported by various bots

#### >18 mln number of calls made via all voicebots

#### ~115 of FTEs released thanks to utilization of AI

**Robotic Process Automation** 

>176 mln tasks completed by robots

230 processes run by bots

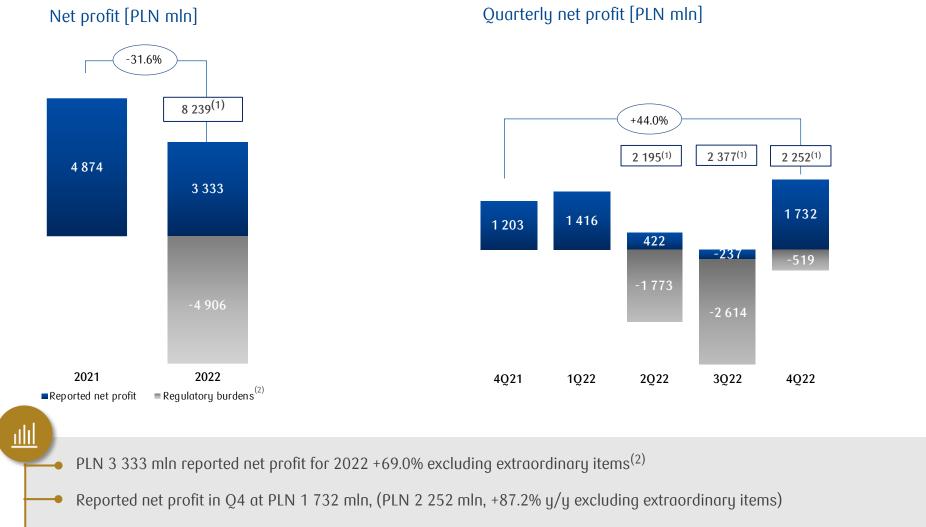




## Financial results

#### FINANCIAL RESULTS Net profit





Reported ROE at 9.7%, ROE adjusted for extraordinary items at 22.6%

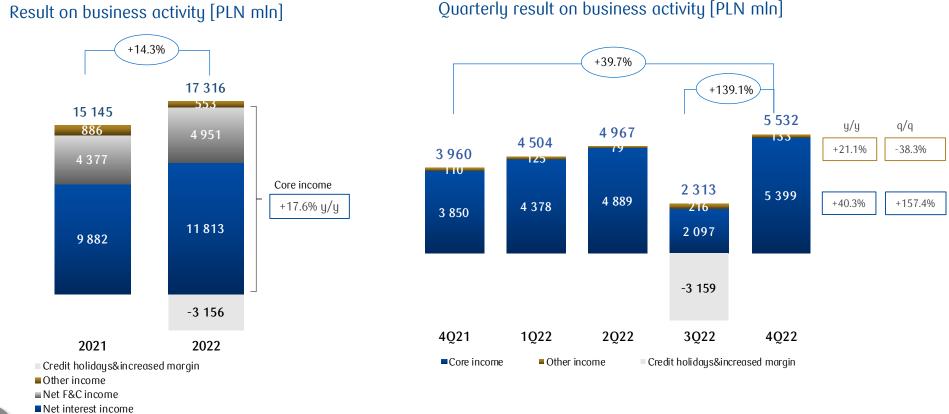
(1) - Net profit excl. extraordinary items (2) - Extraordinary items (gross) including costs credit holidays (+3 111 mln), costs of legal risk related to CHF-denominated and indexed mortgage loans (+1 914 mln), Protection System Fund (+956 mln), Borrowers' Support Fund (+314 mln), provision recognized for the reimbursement of increased margin until the mortgage is established (+46 mln), BGF (-348 mln), extraordinary event tax (-1 086 mln)



Regulatory burdens	Impact on financial results in FY2022			
CREDIT HOLIDAYS	PLN 3 111 mln	<ul> <li>63% - assumed participation</li> <li>286 ths customers applied for a suspension of their mortgage as of 31/12/</li> <li>1 831 ths suspended instalments, representing 42% of the max. number of instalments to be suspended for all eligible customers</li> </ul>		
LEGAL RISK RELATED TO CHF MORTGAGE LOANS	<b>PLN 1 914 mln</b> (PLN 738 mln in Q4 2022)	- The decision is dictated by a significant change in the market environment, affecting the estimated number of lawsuits and the estimated number of settlements		
PROTECTION SYSTEM FUND (IPS)	PLN 956 mln	- The fund was created from the contributions of 8 Participant Banks amounting to 0.4% of their guaranteed deposits		
BORROWERS' SUPPORT FUND	<b>PLN 314 mln</b> (PLN 14 mln in Q4 2022)	- Contribution to the fund supporting borrowers (mortgage loans) in a difficult life situation		
PROVISION RECOGNIZED FOR REIMBURSEMENT OF INCREASED MARGIN <sup>(1)</sup>	<b>PLN 46 mln</b> (PLN -2 mln in Q4 2022)	- The result of the amendment to the mortgage loan act forcing the resignation from increasing the loan margin during the period until the mortgage is registered by the court		

## FINANCIAL RESULTS Income growth driven by strong increase of core income despite credit holidays impact





Quarterly result on business activity [PLN mln]

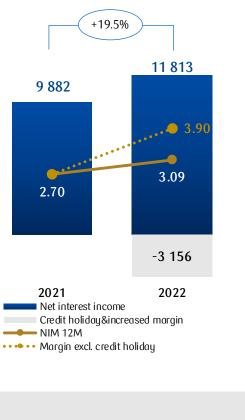
 $(\mathbf{\bar{o}})$ 

- Results on banking activity for FY2022 +14.3% y/y thanks to high growth both of NII and F&C and significantly impacted by credit holiday burdens (-3 111 mln) and provisions recognized for the reimbursement of margins increased until the mortgage is registered (-46 mln)

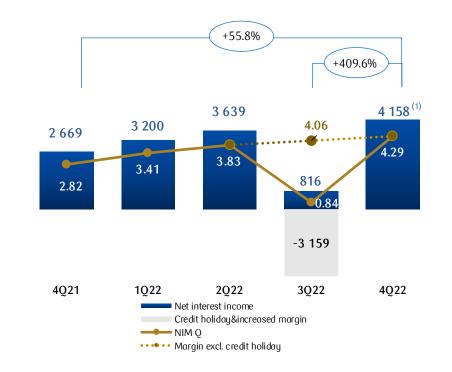
#### FINANCIAL RESULTS Net interest income

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Net interest income [PLN mln] & NIM [%]



Quarterly Net interest income [PLN mln] Quarterly NIM [%]



• Interest income driven by the process of interest rates normalisation and strong impact of extraordinary events - credit holidays burdens (-3 111 mln) and provision for the reimbursement of increased margins until the mortgage is registered (-46 mln)

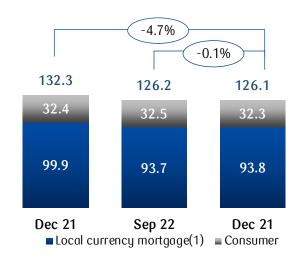
• Reported NIM including the effect of credit holidays at the level of 3.09%

(1) - incl. PLN 2 mln due to partial reversal of provision for the reimbursement of increased margins until the mortgage is registered

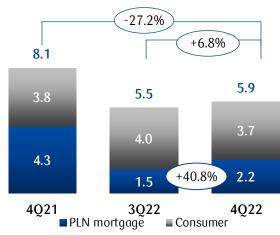
## FINANCIAL RESULTS Retail banking: solid growth of deposits, number of accounts and IKO, visible improvement in Q4



Loans volume outstanding [PLN bn]

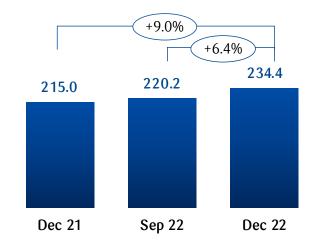


New loan sales [PLN bn]

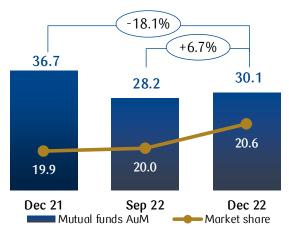


(1) - The position incl. UAH loans., (2) - Retail deposits, (3) - Retail funds

Deposits<sup>(2)</sup> [PLN bn]

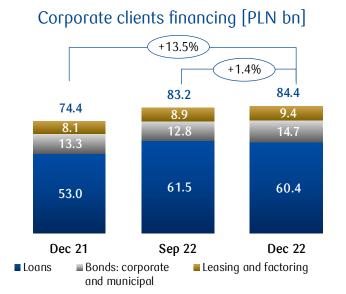


Mutual funds' AuM [PLN bn]<sup>(3)</sup> Market share [%]

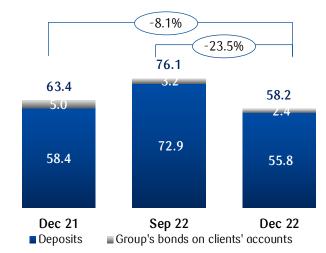


#### FINANCIAL RESULTS Corporate and investment banking – double digit volume growth y/y





#### Corporate clients savings [PLN bn]



FINANCING ESG	FINANCING ESG	PUBLIC ENTITIES	PUBLIC ENTITIES		
Corporate bonds issue worth PLN 2.67 bn PKO was a co-organiser of the issue and co-founder of the order book. The funds obtained as part of the issue will support the objective of installing 1,000 MW of clean energy production capacity		Agreements for comprehensive banking services for the budgets of the Lubelskie, Pomorskie, Kujawsko- Pomorskie provinces and their organizational units	160 municipal bond issue agreements totalling more than PLN 2.9 bn		
PUBLIC ENTITIES	CORPORATE CUSTOMERS	CORPORATE CUSTOMERS	CORPORATE CUSTOMERS		
An agreement to open and maintain consolidated accounts for the Social Insurance Fund, the Bridging Pension Fund and the Social Insurance Institution, as well as to process bulk payments	4 corporate bond issue agreements with a total value of nearly PLN 9.7 bn, under which the Bank's share totalled nearly PLN 1.7 bn	27 syndicated loan agreements totalling more than PLN 10.1 billion and more than EUR 3.2 billion, under which the Bank's share totalled more than PLN 3.0 billion and more than EUR 0.4 bn	3 bank guarantee agreements totalling more than PLN 0.6 bn under which the Bank's share totalled more than PLN 0.3 bn		

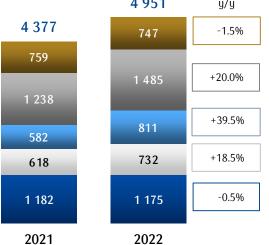
Strong increase of corporate clients' financing +13.5% y/y

- Active management of corporate clients' savings portfolio price/volume trade off

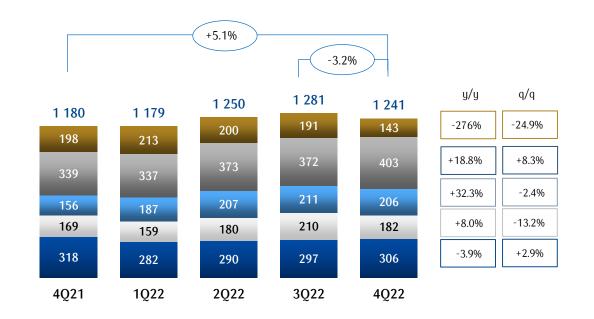
#### FINANCIAL RESULTS Strong growth of fees and commissions



Fees and commissions income [PLN mln]



Quarterly fees and commissions income [PLN mln]



Mutual funds & brokerage

Loans, insurance and operational leasing

Currency exchange

Cards and digital payments

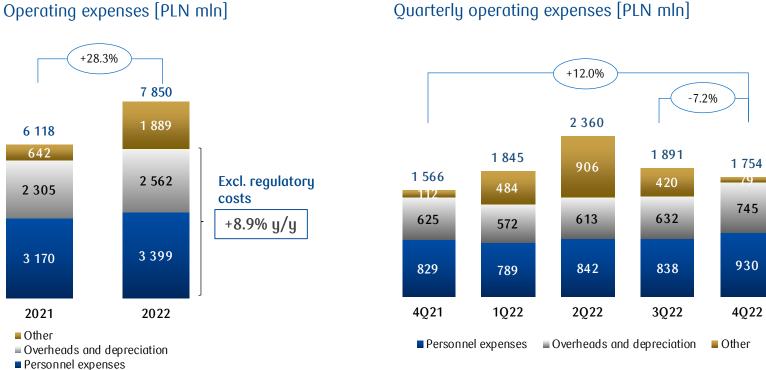
Customer accounts & other

- Increase of fees and commission in 2022 by 13.1% y/y mainly thanks to income from banking activity

• The Q4 impacted by the difficult capital market

### FINANCIAL RESULTS Operating costs excluding regulatory ones under control, +8.9% y/y





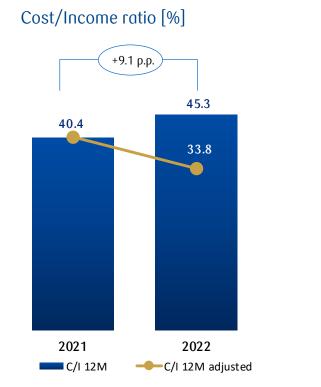
Quarterly operating expenses [PLN mln]

Increase of operating costs by +8.9% y/y in 2022 - excluding regulatory expenses, definitely below inflation

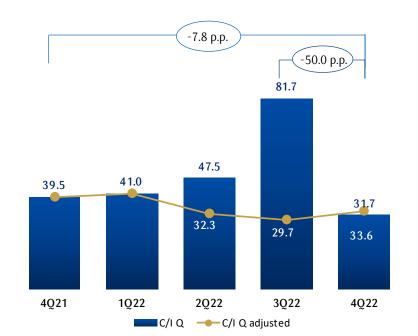
Decrease of reported costs by 7.2% q/q in O4 thanks to decrease of regulatory burdens

#### FINANCIAL RESULTS High level of cost efficiency





Quarterly Cost/Income ratio [%]



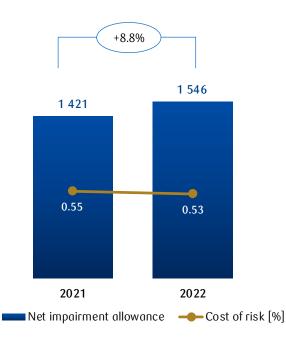
C/I ratio, including regulatory costs, reached level of 45.3% in 2022, while adjusted by extraordinary items, at the level of 33.8%

Cost/Income ratio adjusted by extraordinary items including costs credit holidays (+3 111 mln), Protection System Fund (+956 mln), Borrowers' Support Fund (+314 mln), provision recognized for the reimbursement of increased margin until the mortgage is established (+46 mln), BGF (-348 mln)

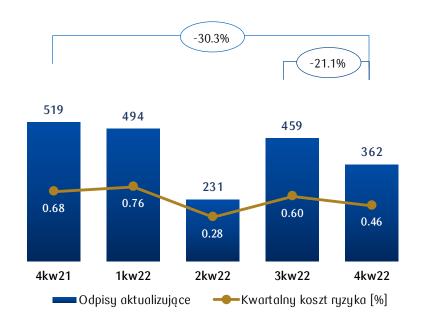
#### FINANCIAL RESULTS Cost of risk



Net impairment allowance [PLN mln]



Quarterly net impairment allowance [PLN mln]

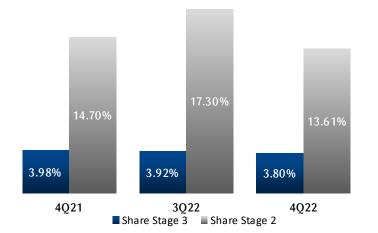


Cost of risk for 2022 at 53 pbs Cost of risk in 4 quarter at 46 pbs

### FINANCIAL RESULTS High quality of customer financing

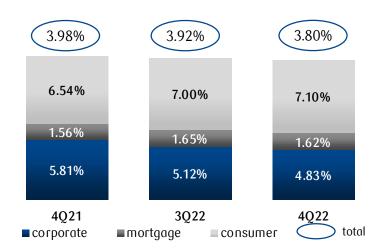


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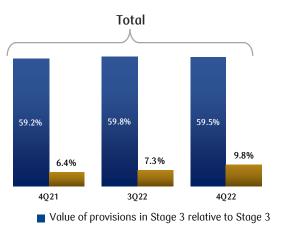


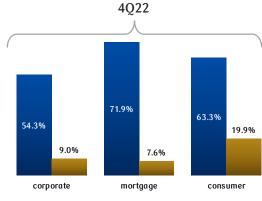
Share of receivables in stage 2 and 3 [%]

#### Share of receivables in stage 3 [%]



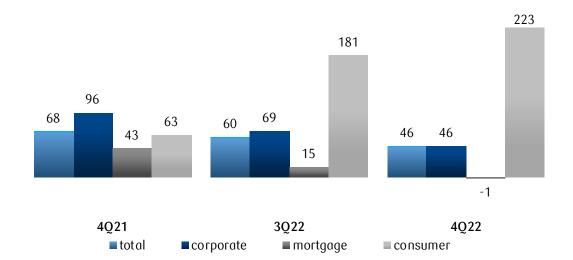
#### Provision coverage of receivables in stage 2 and 3 [%]





Value of provisions in Stage 2 relative to Stage 2

#### Quarterly cost of credit risk [bps.]



#### FINANCIAL RESULTS CHF mortgage settlement program



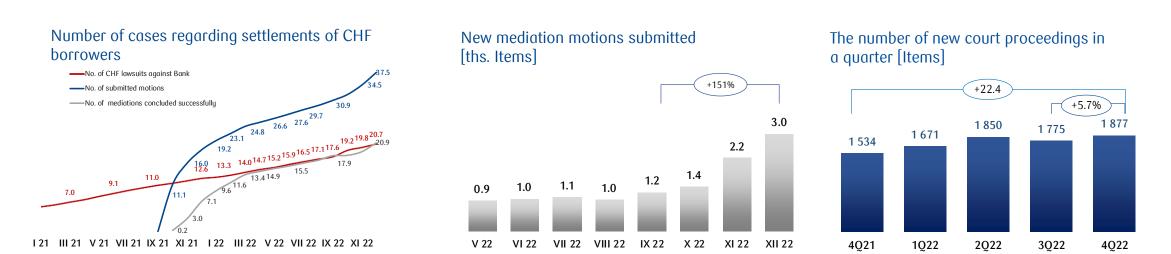
More than 37 ths motions submitted for mediation Almost 21 ths mediations concluded successfully More than 20 ths settlements concluded

Process mostly performed in remote channels (78%)

Avg. 49 days since the submission of the motion to settlement signing

In June, the scope of products for which settlements were available was extended to include MIX mortgage loans granted in CHF for housing needs (purchase of real estate or repayment of other liabilities)

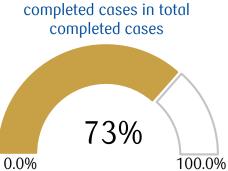
31st of December, 2022.



0.0%



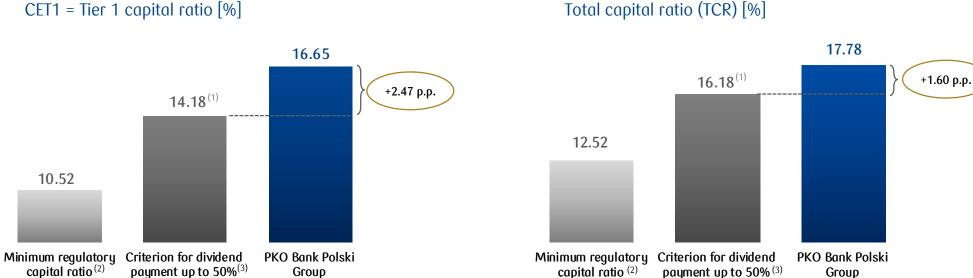
100.0%



Data starting from the moment when program of settlements for Swiss franc borrowers was launched

#### FINANCIAL RESULTS Solid capital position





CET1 = Tier 1 capital ratio [%]

- (1) PFSA's buffer for Group's sensitivity to an adverse macroeconomic scenario recommended in Pillar II is 0.66% (Bank: 0.72%)
- (2) Tier 1: CRR 6% + conservation buffer 2.5% + OSII buffer 2% + countercyclical buffer 0.02% TCR: CRR 8% + conservation buffer 2.5% + OSII buffer 2% + countercyclical buffer 0.02%
- (3) Good credit quality of the portfolio of receivables from the non-financial sector, both in the Group and the Bank level (NPL share <5%) Dividend payment minimums after adjusting the dividend payout ratio by the following criteria:

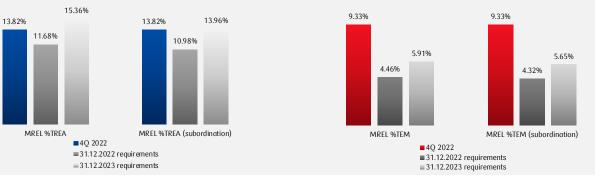
K1 - share of the foreign currency mortgages for households in total receivables of PKO from the non-financial sector (4Q'22: Bank: 6.1%; Group: 5.0%); adjustment by - 20 p.p., when 5%<K1<10%.

K2 - share of the foreign currency mortgages granted in 2007/08 in PKO's total portfolio of foreign currency mortgages (4Q'22: Bank: 33.8%; Group 32.9%); adjustment by -30 p.p., when 20%<K2<50%.

### FINANCIAL RESULTS Issuance of senior preferred bonds related to MREL



- Sank Guarantee Fund determined the target MREL TREA requirement for the bank on a consolidated data at the level of 15.36% of TREA, which should be met by own funds and eligible liabilities meeting the subordination requirement at the level of 13.96% of TREA by 31 December 2023
- MREL TEM requirement for the bank on a consolidated basis has been set at 5.91% of TEM and should be met by own funds and eligible liabilities meeting the subordination requirement of 5.65% of TEM by 31 December 2023
- Sank Guarantee Fund exempted PKO Bank Hipoteczny S.A. from the requirement to maintain a minimum level of its own and eligible liabilities



#### DESTINATION PATH TO TARGETED MREL LEVELS

#### IN THE 1ST QUARTER OF 2023, BANK ISSUED senior preferred BONDS related to MREL REQUIREMENTS

TYPE OF BONDS	NOMINAL VALUE	COUPON	MATURITY
Senior preferred bonds	EUR 750 mln	5.625 %	Three years senior preferred bonds with the option of early redemption after 2 years from the issue





## Outlook 2023

## OUTLOOK 2023 Ambitious ESG goals 2023-2025





- **Highest** volume of new financing for sustainable and transformation projects
- Top 3 Bank ESG financing in each business segment
- Scope 1 and 2 climate neutrality by 2030
  - >90% energy purchased certified as greensourced
  - **Green bonds** preparation for the issue of the bank's own green bonds



- **1** Financial education of young people
- Support the digital transformation of various social groups including seniors
- **3** Counteracting social exclusion
- Support for the population of Ukraine and for the country reconstruction process



	>40%	women in managerial positions
al	>30%	women in material risk taker positions
	~0%	gender pay gap
	>2%	participation of people with disabilities in job applications, recruitment interviews, and among employees
	<7%	voluntary leavers rate
	<14%	ratio of total staff turnover
	eduction emission	preparation and publication of a trajectory of $CO_2$ emissions reduction
	Expanding isclosures	systematic expansion of the scope of disclosures in the scope of CO <sub>2</sub> emissions of the bank

## OUTLOOK 2023 Aspirations 2023



## Revenues

Growth of comparable NII due to base effect and volume growth

F&C level consolidation after dynamic growth of the last year Costs

Improvement of C/I ratio due to lower burden of extraordinary items

Costs, excluding regulatory costs, increasing mainly due to inflation

## CoR

CoR within the range specified in Bank's Strategy



## Conclusions

CONCLUSION Solid result driven by strong revenue growth, cost and risk control despite significant impact of extraordinary events





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Reported net profit at the level of PLN 3.3 bn with ROE 9.7% in 2022

Double digit growth in NII and fee and commission income



High level of cost effectiveness with dynamic of non-regulator costs other than regulatory one, up by 8.9% y/y, well below inflation



Balance sheet strength – cost of risk at 53 pbs, high level of coverage ratio and solid capital base with Tier 1 at 16.65%

**READY TO IMPLEMENT STRATEGY OBJECTIVES 2023-2025** 



## Supplementary information

#### MACROECONOMIC BACKDROP Macroeconomic and banking sector forecasts



#### 2021 2023F 2019 2020 2022 GDP 4.5 6.8 4.9 % y/y -2 0.1 Consumption % /y 3.5 -3.6 6.3 3.0 -2.3 Investments % y/y 6.2 -2.3 2.1 4.5 1.4 Fiscal balance<sup>1)</sup> -0.7 % GDP -6.9 -1.8 -2.6 -6.0 Public debt<sup>1)</sup> % GDP 45.6 57.1 53.8 51.5 53.6 Inflation CPI 2.3 3.4 5.1 14.3 % 11.9 LFS unemployment rate % 3.3 3.2 3.4 2.9 3.2 NBP reference rate 1.50 0.10 1.75 6.75 6.25 % eop WIBOR 3M 1.71 0.21 2.54 7.02 % eop 6.45 EUR/PLN 4.26 4.61 4.60 PLN eop 4.69 4.62 CHF/PLN 3.92 4.25 4.45 4.77 4.36 PLN eop

		2019	2020	2021	2022	2023F
Loans total	% y/y	4.7	-0.8	4.7	1.7	2.7
Mortgage loans PLN	% y/y	12.2	10.1	12.5	-1.6	-0.7
Consumer loans	% y/y	8.2	-2.2	1.6	-3.3	3.2
Nonfinancial economic entities loans	% y/y	2.2	-6.0	3.2	4.8	4.2
Deposits total	% y/y	8.2	13.1	10.8	5.6	3.3
Deposits for private individuals	% y/y	9.3	7.6	6.0	4.1	3.1
Net assets of private individuals (TFI)	% y/y	5.7	2.5	5.7	-23.7	12.6
Nonfinancial economic entities deposits	% y/y	10.1	20.6	10.5	8.0	3.0

Source: Statistics Poland, Ministry of Finance, National Bank of Poland, PKO Bank Polski forecasts

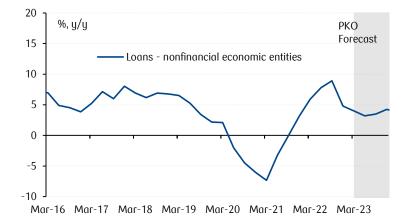
#### MACROECONOMIC BACKDROP Loan and deposit market (FX adjusted)



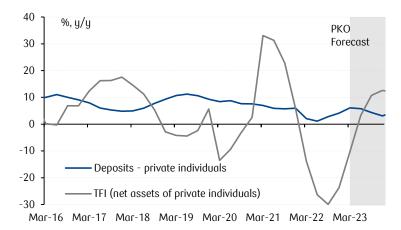
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#### Mar-16 Mar-17 Mar-18 Mar-19 Mar-20 Mar-21 Mar-22 Mar-23

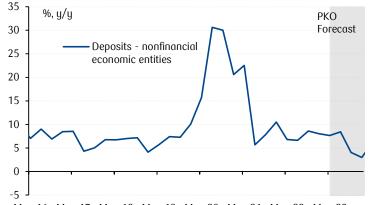
#### Loans for nonfinancial economic entities



#### Private individuals deposits and net assets (TFI)



#### Deposits of nonfinancial economic entities

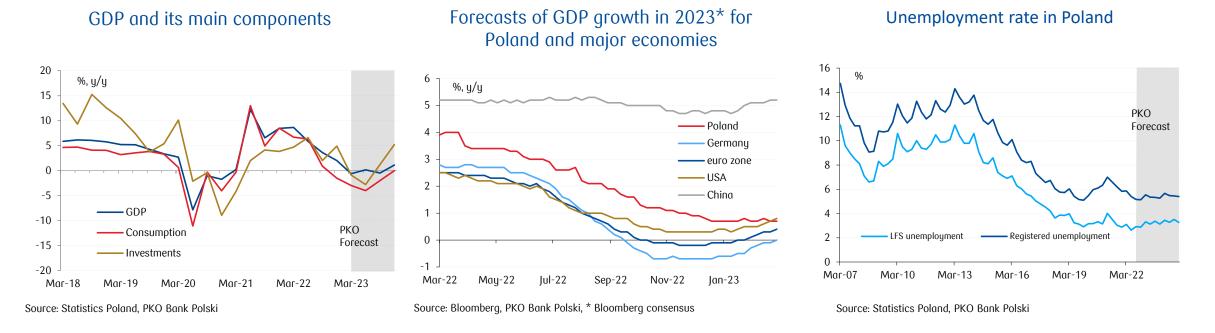


Mar-16 Mar-17 Mar-18 Mar-19 Mar-20 Mar-21 Mar-22 Mar-23

## Mortgage and consumer loans

### MACROECONOMIC BACKDROP 2022 better than feared, brighter outlook for 2023

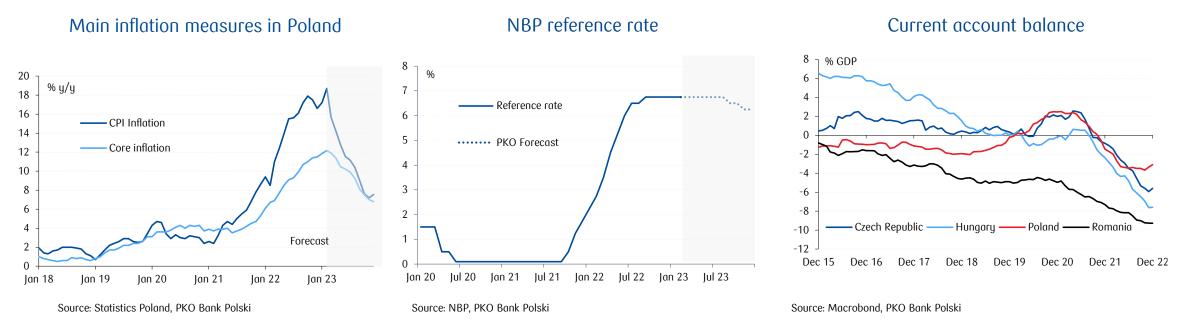




- GDP growth in 2022 was nearly 5%, but there has been clear slowdown in the course of the year, to a mere 2% y/y in 4q22. The main drag on overall economic growth was a weakening of consumption demand amid real decline in households income and negative impact of interest rate hikes. Investment activity has been relatively stronger. Exports have been surprisingly resilient, despite a notable deterioration in global trade flows.
- The labour market has not been harmed much by the economic downturn. The unemployment rate keeps declining amid nearly record high number of vacancies, declining working-age population, high number of temporary migrant workers and labor hoarding.
- 2023 should see a gradual economic recovery driven by an improvement in external environment and positive impact of disinflation on real incomes and consumption. Investment activity will be boosted by the public sector.

### MACROECONOMIC BACKDROP Inflation and interest rates have peaked

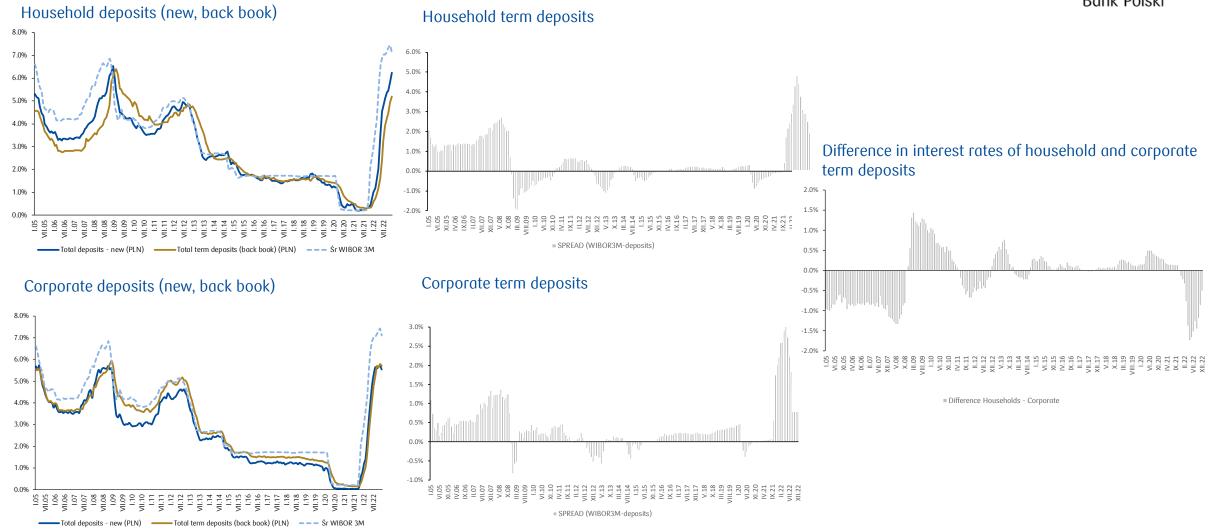




- Strong inflation increase seen last year has weakened in late 2022. It is expected that 2023 will bring disinflation as energy shock will be fading away, annual growth rate of food prices will be declining and underlying inflationary pressure will be weakening amid drop in consumption demand.
- The MPC has paused monetary policy tightening, awaiting lagged effects of the largest interest rate hikes in over 20 years. A start of rate cuts is possible before the end of 2023, if CPI inflation goes down to single-digit level and the PLN is not negatively affected by policy actions of major central banks.
- Poland's public finances and balance of payments look relatively well against the background of regional peers. The Polish economy is going through the negative terms-of-trade shock in a relatively good shape and current account balance has started to improve. FDIs inflow remains large and Poland may be an important beneficiary of the intensifying nearshoring.

## BANKING SECTOR Interest rate on deposits in the banking sector





#### SUPPLEMENTARY INFORMATION We increase the share of remote channels in customers service and sales

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#### >26.4 mln transactions +52% q/q

conducted using contactless BLIK solution in the IKO application

3x more payments using BLIK or BLIK contactless code y/y 2x more transfers to the phone via BLIK over the year

>7.2 mln active IKO applications >1.7 bn transactions in total in IKO

PLN 457 bn total value of transactions in IKO 190 mln transaction in IKO in 4Q + 38% y/y

#### SUPPLEMENTARY INFORMATION Digital channels in corporate and investment banking



#### New digital banking opportunities for corporate clients



Increasing transaction security by introducing additional confirmation for all transfers ordered to accounts outside the contractor base

Launching of credit and debit card applications and making prepaid cards available through API in iPKO biznes Integra

Providing developers with a new module for Residential Escrow Accounts

Streamlining the authorization tool activation process

Making the iPKO dealer's online currency exchange service available on the iPKO business mobile app

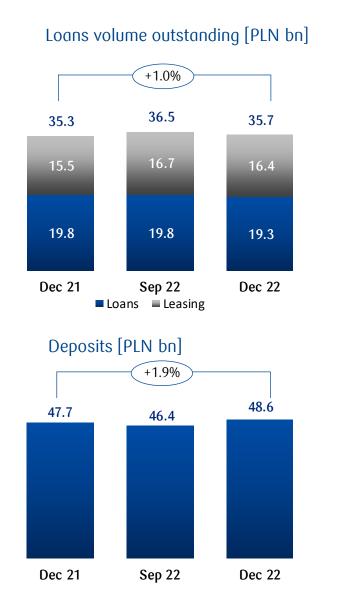
Enabling authorization of applications submitted in the iPKO business mobile app

17.7 ths corporate customers

15 ths customers with access to e-banking 30% y/y increase of volume of transactions in iPKO Biznes

71 ths active users of iPKO Biznes

### SUPPLEMENTARY INFORMATION Companies and entrepreneurs banking : growth of loans and deposits y/y



#### New products and support

Re-introduction of standard and negotiated deposits offer and introduction of a progressive deposit for a period of 12 months

Cancelation of fees for granting ecological loans

Enabling customers in the SMEs segment to apply for a credit/loan with collateral in the form of a BGK de minimis guarantee to repay a credit/loan from another bank

Broadening base of customers with access to digital loan application

Implementation of a new credit risk assessment mechanism to improve the functionality and ergonomics of credit processes

PowerB@nk na start service, supporting entrepreneurs starting their business activity

Launching a free Google Pay service for retail and SME customers

Providing the LikePOS mobile application – a smartphone payment terminal for SME customers to accept contactless payments on devices with the Android operating system and NFC communication.

Online currency exchange service iPKO dealer for companies

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## SUPPLEMENTARY INFORMATION Development of services and offer for our Clients



#### **PKO Pay Later**

Launching a gradual rollout of the "PKO Pay Later" service to customers, which allows them to make purchases within a limit set by the bank and repay the liability after 30 days



#### New deposit offer

New deposit offer addressed to the existing and new customers of the bank. Proposition of new products and increase of existing deposits' interest rats



Google Pay is a solution that allows paying with Android devices in all places in Poland and around the world using PKO credit and debit cards



Agreement with BGK as part of the "Apartment without own contribution" program In cooperation with Bank Gospodarstwa Krajowego, as part of the "Apartment without own contribution" program, a mortgage loan offer without own contribution - part of the loan amount will be covered by the BGK guarantee

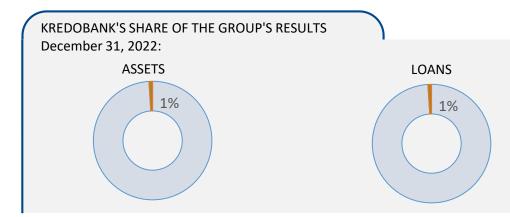
**LikePOS mobile application – a smartphone payment terminal for corporate customers** Acceptance of contactless payments on devices with the Android operating system and NFC communication

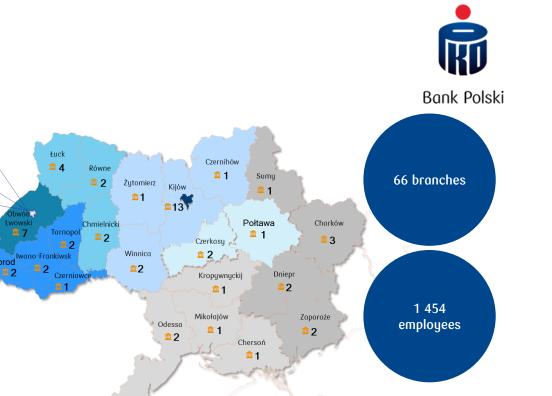
### **Support for innovative solutions in the area of green technologies - Poland ClimAccelerator** Launching the Poland ClimTech Accelerator project aimed at searching for start-ups, scale-ups and innovative companies operating in the area of green technologies which could be implemented in Group companies

## SUPPLEMENTARY INFORMATION KREDOBANK S.A.

KREDOBANK S.A. is an universal bank servicing both retail and SME clients, operating mainly in western part of Ukraine and Kiev region

- Continuation of activities in regions not affected by active hostilities.
   13 branches were located in the regions most affected by the war
- ~16% of the company's loan portfolio is located directly in or close to the war zones, of which less than 3% is located in areas under temporary occupation or active military action
- The company's management board estimates potential losses at a level which has no impact on KREDOBANK S.A.'s ability to continue its operations
- In 2022, KREDOBANK S.A. recognized credit risk allowances of about UAH 1.7 billion (i.e., PLN 213.9 miln)





KREDOBANK S.A. (mln PLN)	Dec 31, 2022	Dec 31, 2021	Δ
Gross loans	1 881	2 196	-14%
Gross deposits	4 139	3 068	35%
Total assets	4 862	4 151	17%
Equity	496	486	2%
	2022	2021	Δ
Net income	17	101	-83%

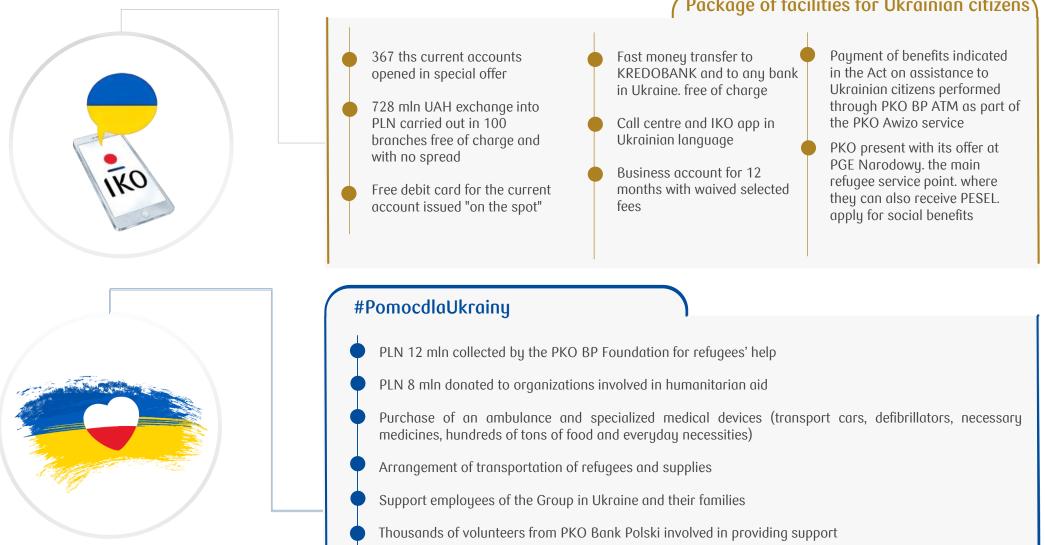
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Consolidated data according to IFRS – the principles in force in the Bank's Group . Average NBP exchange rate for the day 31/12/.2022

### SUPPLEMENTARY INFORMATION **#PomocdlaUkrainy**





#### (Package of facilities for Ukrainian citizens

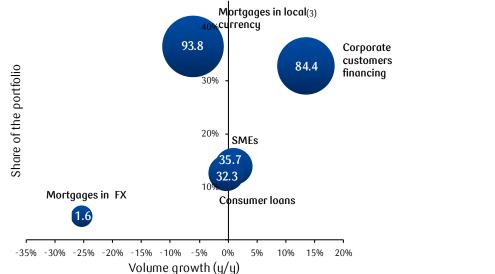
## SUPPLEMENTARY INFORMATION The increase in customers' financing and savings

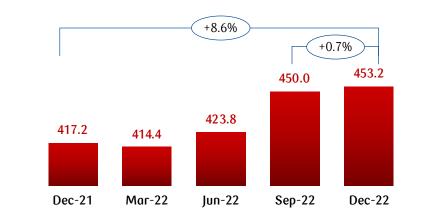


Gross customer financing [PLN bn] <sup>(1)</sup>



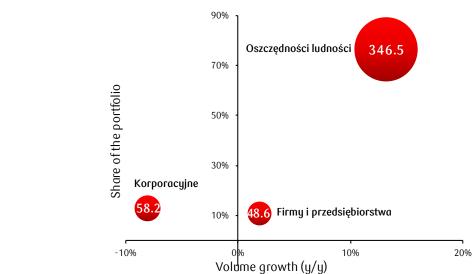
#### Gross customer financing [PLN bn]<sup>(1)</sup>





#### Customer savings [PLN bn]<sup>(2)</sup>

Customer savings [PLN bn]<sup>(2)</sup>



(1) - Includes loans (excluding FX mortgage loans), corporate and municipal bonds (excluding PFR, BGK, EIB corporate bonds), leasing and factoring (but excludes repo transactions).

(2) - Includes deposits, TFI (mutual funds) assets and treasury savings bonds of the bank and other entities of the bank's Group accumulated on the clients' bank accounts.

(3) - The position covers UAH loans.

## SUPPLEMENTARY INFORMATION Structure of loans and deposits and liquidity

21.2

78.8

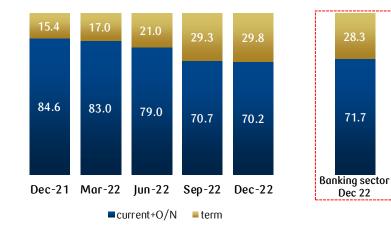
Dec 22



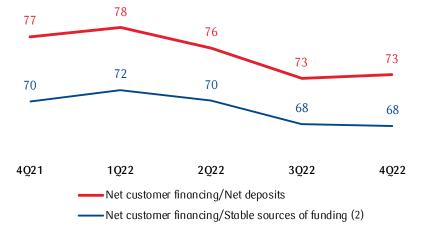
Currency structure of gross loans portfolio [%]



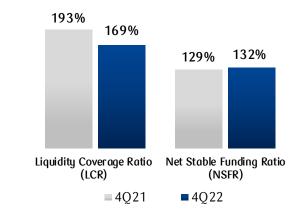
#### Term structure of total deposits <sup>(1)</sup> [%]



Structure of funding [%]



LCR and NSFR ratio [%]

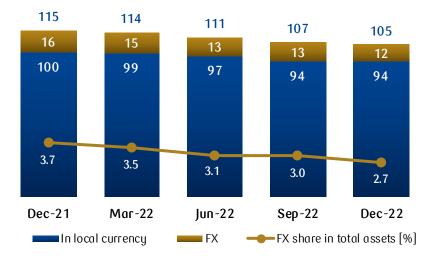


Amounts due to customers. (1)

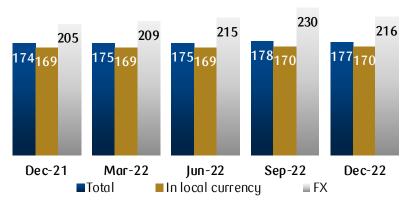
(2) Amounts due to customers and long-term sources of external funding: issuance of covered bonds, securitization, unsecured obligations, subordinated liabilities, loans from financial institutions.

# SUPPLEMENTARY INFORMATION Gross mortgage loans

Volume of mortgage loans [PLN bn] <sup>(1)</sup>



## Average carrying value of mortgage loan to be repaid [PLN ths]

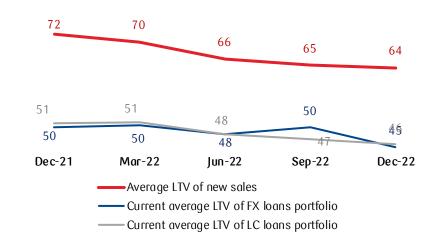


(1) - Includes data for PKO Bank Polski, PKO Bank Hipoteczny and KredoBank.

#### Volume of CHF mortgage loans [PLN bn]



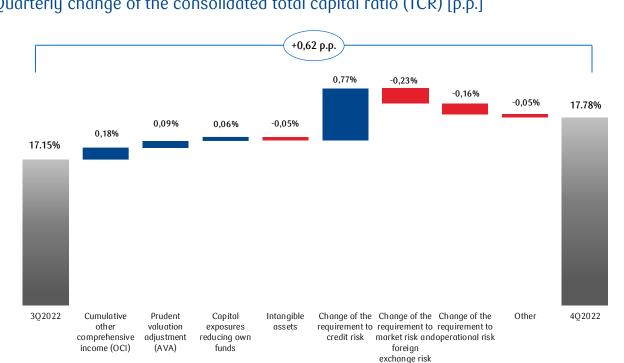
#### Average LTV [%]





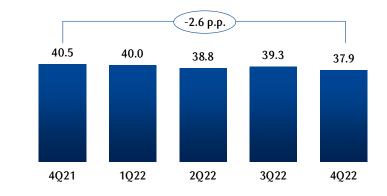
## SUPPLEMENTARY INFORMATION Capital adequacy



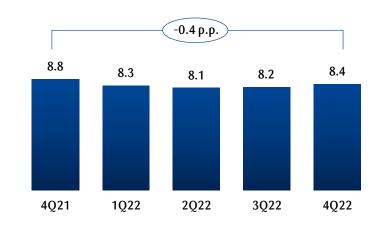


#### Quarterly change of the consolidated total capital ratio (TCR) [p.p.]

#### Effective risk weight [%] <sup>(1)</sup>



#### Leverage ratio[%]



## SUPPLEMENTARY INFORMATION The balance sheet of PKO Bank Polski Group



Assets (PLN billion)	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	y/y	q/q
Cash and balances with the Central Bank	11.6	6.2	10.6	13.7	15.9	+37.4%	+16.3%
Amounts due from other banks	9.0	12.2	16.4	22.0	16.1	+78.7%	-26.7%
Reverse repo transactions	-	0.02	0.04	0.02	0.01	-	-68.8%
Net customer financing	247.6	249.8	246.8	247.3	246.4	-0.5%	-0.4%
Securities	122.2	120.4	117.4	117.0	121.0	-1.0%	+3.4%
Other assets	27.7	32.9	37.6	38.5	31.3	+12.8%	-18.7%
TOTAL ASSETS	418.1	421.6	428.8	438.5	430.7	+3.0%	-1.8%

Liabilities and equity (PLN billion)	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	y/y	q/q
Total equity	37.7	35.7	30.9	31.7	35.4	-6.0%	+11.8%
Amounts due to the central bank and due to banks	6.3	6.1	7.5	7.3	5.3	-15.5%	-26.8%
Subordinated liabilities and debt securities in issue	26.6	25.0	21.3	19.8	18.3	-31.2%	-7.8%
Amounts due to customers	322.3	321.9	326.3	340.4	339.6	+5.4%	-0.2%
Loans and advances received	2.5	2.3	2.5	2.4	2.3	-6.8%	-6.2%
Liabilities of insurance activities	2.0	1.9	1.8	1.8	1.7	-13.7%	-2.5%
Other liabilities	23.2	31.0	41.0	37.5	30.3	+30.7%	-19.2%
TOTAL EQUITY AND LIABILITIES	418.1	421.6	428.8	438.5	430.7	+3.0%	-1.8%

## SUPPLEMENTARY INFORMATION The Profit and loss account of PKO Bank Polski Group



Bank Polski

Profit and loss account (PLN million)	4Q 21	1Q22	2Q22	3Q22	4Q 22	y/y	q/q	2021	2022	y/y
Net interest income	2 669	3 200	3 639	816	4 158	+55.8%	>100%	9 882	11 813	+19.5%
Net fee and commission income	1 180	1 179	1 250	1 281	1 241	+5.1%	-3.2%	4 377	4 951	+13.1%
Other income	110	125	79	216	133	+21.1%	-38.3%	886	553	-37.6%
Dividend income	0	0	11	1	39	>100%	>100%	12	51	>100%
Trading income	94	68	107	194	34	-63.4%	-82.4%	175	403	>100%
Net foreign exchange gains	12	1	(67)	(22)	15	+21.2%	-	436	(73)	-
Gains/(losses) on derecognition on finacial assets and liabilities	31	7	(25)	(11)	4	-87.1%	-	206	(26)	-
Net other operating income and expense	(27)	49	53	55	41	-	-24.9%	56	198	>100%
Total income items	3 960	4 504	4 967	2 313	5 532	+39.7%	>100%	15 145	17 316	+14.3%
Total operating expenses	(1 566)	(1 845)	(2 360)	(1 891)	(1 754)	12.0%	-7.2%	(6 118)	(7 850)	+28.3%
result on regulatory charges	(112)	(484)	(906)	(420)	(79)	-29.5%	-81.3%	(642)	(1 889)	>100%
Allowances for expected credit losses	(519)	(494)	(231)	(459)	(362)	-30.3%	-21.1%	(1 420)	(1 546)	+8.8%
Net impairment allowances on non-financial assets	(10)	(5)	(8)	(11)	(39)	>100%	>100%	(46)	(63)	+38.1%
Cost of risk on FX mortgages	(0)	-	(1 176)	0	(738)	>100%	-	(0)	(1 914)	>100%
Tax on certain financial institutions	(294)	(307)	(319)	(328)	(312)	6.0%	-4.9%	(1 079)	(1 266)	+17.3%
Share in net profit (losses) of associates and jointly controlled entities	10	14	14	33	10	3.6%	-69.6%	31	71	>100%
Profit before income tax	1 580	1 866	888	(343)	2 337	+48.0%	-	6 513	4 748	-27.1%
Income tax expense	(377)	(451)	(466)	105	(604)	+60.3%	-	(1 640)	(1 416)	-13.7%
Net profit attributable to non-controlling shareholders	(0)	(1)	0	(1)	1	-	-	(1)	(0)	-21.7%
Net result attributable to the parent company	1 203	1 416	422	(237)	1 732	+44.0%	-	4 874	3 333	-31.6%
Adjsuted net result attributable to the parent $company^{(1)}$	1 203	1 416	422	(237)	-	-100.0%	-100.0%	4 710	1 601	-66.0%

# SUPPLEMENTARY INFORMATION Key ratios



Key ratios (%)	4Q21	1Q22	2Q22	3Q22	4Q 22	y/y	q/q
ROE net	12.1	13.0	11.5	7.9	9.7	-2.4 р.р.	+1.8 р.р.
ROTE net	13.2	14.2	12.6	8.7	10.8	-2.4 р.р.	+2.1 р.р.
ROA net	1.2	1.3	1.0	0.7	0.8	-0.5 p.p.	+0.1 p.p.
C/I	40.4	39.4	42.1	48.7	45.3	+4.9 p.p.	-3.3 р.р.
NIM	2.70	2.89	3.19	3.53	3.9	+1.2 p.p.	+0.4 p.p.
NPL ratio	3.98	3.93	3.86	3.92	3.8	-0.2 р.р.	-0.1 р.р.
Coverage ratio	91.0	95.4	98.5	101.3	105.0	+14.0 p.p.	+3.7 р.р.
Cost of risk	0.55	0.63	0.58	0.58	0.5	-0.0 p.p.	-0.0 p.p.
TCR	18.23	17.53	17.30	17.15	17.78	-0.4 р.р.	+0.6 p.p.
Tier 1 capital ratio	17.03	16.32	16.11	16.01	16.65	-0.4 p.p.	+0.6 p.p.

# SUPPLEMENTARY INFORMATION Key operational data



PKO Bank Polski operating data (eop)	Dec 21	Mar 22	Jun 22	Sep 22	Dec 22	y/y	q/q
Current accounts ('000)	8 490	8 694	8 860	8 969	9 049	+6.6%	+0.9%
Banking cards ('000)	9 815	10 026	10 235	10 349	10 404	+6.0%	+0.5%
of which: credit cards	972	964	955	960	953	-1.9%	-0.8%
Active mobile banking applications IKO ('000)	6 124	6 420	6 785	7 039	7 211	+17.7%	+2.4%
Active mobile banking users ('000) <sup>(1)</sup>	4 663	4 873	5 102	5 253	5 359	+14.9%	+2.0%
Number of corporate customers with access to e-banking (000)	14.3	14.5	14.6	14.7	15.0	+4.7%	+2.0%
Number of SME customers with access to e-banking (000)	67.2	68.6	70.0	71.1	72.5	+7.9%	+1.8%
Branches:	975	972	970	970	967	-0.8%	-0.3%
- retail	942	939	937	937	934	-0.8%	-0.3%
- corporate	33	33	33	33	33	0.0%	0.0%
Agencies	447	420	400	378	349	-21.9%	-7.7%
ATMs	2 976	2 961	2 995	2 998	3 011	+1.2%	+0.4%
Number of customers ('000)	11 120	11 313	11 488	11 565	11 666	+4.3%	+1.6%
- retail	10 541	10 726	10 897	10 978	11 071	+4.2%	+1.6%
- corporate	17	17	17	17	18	+3.5%	+1.0%
- SME	563	570	575	570	578	+6.4%	+0.9%
Employment eop (FTEs '000) Group	25.7	25.6	25.5	25.2	25.1	-2.3%	-0.4%
Number of operations performed by robots (in '000)	18 613	20 102	18 572	19 753	18 675	+0.3%	-5.5%

(1) - The number of mobile banking users who log into the bank from their mobile device at least once a month

## SUPPLEMENTARY INFORMATION Customer financing



PLN billion	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	y/y	q/q
Financing	244.4	247.4	245.5	246.4	243.2	-0.5%	-1.3%
mortgages	115.5	114.1	110.7	107.0	105.5	-8.7%	-1.4%
mortgages in local currency	99.9	99.3	97.5	93.7	93.8	-6.1%	+0.1%
FX mortgages	15.6	14.7	13.2	13.3	11.6	-25.5%	-12.4%
consumer loans	32.4	32.2	32.2	32.5	32.3	-0.4%	-0.6%
SME	35.3	35.9	36.1	36.5	35.7	+1.0%	-2.2%
corporate	61.1	65.2	66.5	70.4	69.8	+14.2%	-0.9%
Debt securities	13.3	13.2	12.4	12.8	14.7	+10.5%	+14.3%
municipal bonds <sup>(1)</sup>	9.2	9.2	9.1	9.3	11.2	+22.7%	+20.6%
corporate bonds	4.1	4.0	3.3	3.5	3.4	-16.7%	-2.4%
Gross customer financing	257.6	260.5	257.9	259.3	257.9	+0.1%	-0.5%
Net customer financing	247.6	249.8	246.8	247.3	246.4	-0.5%	-0.4%

## SUPPLEMENTARY INFORMATION Customer savings



PLN billion	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	y/y	q/q
Retail and private banking <sup>(1)</sup>	306.1	302.0	308.8	327.5	346.5	+13.2%	+5.8%
deposits	215.0	211.9	213.5	220.2	234.4	+9.0%	+6.4%
retail mutual funds	36.7	33.4	29.5	28.2	30.1	-18.1%	+6.7%
saving treasury bonds	54.4	56.7	65.8	79.1	82.0	+50.7%	+3.7%
Own bonds on clients' accounts	5.0	3.6	3.2	3.2	2.4	-51.4%	-23.3%
Corporate	58.4	65.2	67.4	72.9	55.8	-4.4%	-23.5%
SME	47.7	43.7	44.4	46.4	48.6	+1.9%	+4.7%
Customer savings	417.2	414.4	423.8	450.0	453.2	+8.6%	+0.7%

(1) - Volume of bonds accumulated by retail customers has been included in the Retail and private banking savings presented in the first line.

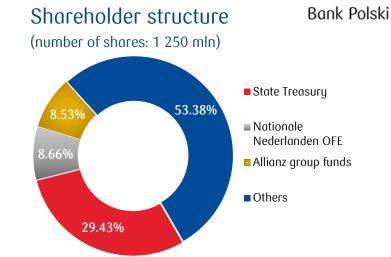
## SUPPLEMENTARY INFORMATION Credit / ESG ratings and ownership

#### Credit Ratings

ESG Ratings

	Long-term rating	
	Deposits	A2
	Liabilities	A3
	Counterparty risk	A2
Moody's	Outlook	Stable
nvestors Service	Short-term rating	
	Deposits	P-1
	Liabilities	(P)P-2
	Counterparty risk	P-1
	Baseline Credit Assessment	baa2





- The Bank's shares have been listed on the Warsaw Stock Exchange since November 10, 2004.
- Largest domestic bank on the WSE in terms of capitalization PLN 38 billion (as at 30/12/2022)
- Bank PKO BP is included in the following indices: WIG, WIG20, WIG30, WIG Banki, WIG-ESG, FTSE Russell, Stoxx 600
- ISIN: PLPKO0000016; Bloomberg: PKO PW; Reuters: PKOB WA \_





## Investor Relations Office. Contact and Calendar



#### Contact

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### Calendar

10th of March,2023Annual report for FY202218th of May, 2023Quarterly report for Q1 202324th of August, 2023Semi-annual report for 1H 20239th of November, 2023Quarterly report for Q3 2023

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Any differences in total balances, percentages and growth rates result from rounding the amounts to PLN million and rounding percentages to one decimal place.