

# Idea Bank S.A. Group Results

Q3 2015

Continuation of good performance of Idea Bank S.A. Group



Presentation of the Management Board for Investors  
October 28, 2015

## Idea Bank Group achieved PLN 85.7m net profit in Q3 2015 and PLN 266.8m for 9M 2015

- ❖ Net profit of Idea Bank Group amounted to PLN **266.8m** for 9M 2015.
- ❖ NIM of Idea Bank Group increased by **0.8** p.p. to **3.2%** comparing to Q2 2015.
- ❖ NII of Idea Bank Group increased by **34.6%** to PLN **98.1m** comparing to Q2 2015.
- ❖ NF&C of Idea Bank Group increased by **8.7%** to PLN **138.8m** comparing to Q2 2015.
- ❖ NPL ratio (DPD 90+) at the stable level of **8.8%** with NPL coverage ratio of **54.7%** at the end of Q3 2015.
- ❖ Sales of credit products achieved record level of PLN **1.8b** in Q3 2015 comparing to PLN **1.4b** in Q2 2015.
- ❖ In Q3 2015 the Bank acquired over **3.4k** new credit customers, **3k** new deposit customers and sold more than **11.3k** current accounts.
- ❖ Total assets of the Group increased by **13%** in comparison to 31 December 2014.
- ❖ Idea Bank has been awarded for its innovative solutions in domestic and foreign rankings and competitions (the Bank won in Stevie Awards, Forbes and European Business Awards competitions)

## Summary of Idea Bank Group 3Q 2015 results

- Summary of financial data and key ratios
- Sales and customers volumes
- Key initiatives

## Analysis of 3Q 2015 financial results

- Structure of net income
- Structure of loans together with impairment losses and CoR
- Key regulatory indicators
- Key financial information relating to subsidiaries

## Attachments

- Income statement - Idea Bank Group
- Balance sheet – Idea Bank Group

## Another quarter of good financial performance of Idea Bank Group

PLN million	3Q YTD 2015	3Q 2014 YTD	Change %	3Q 2015	2Q 2015	Change q/q %
Net interest income	245,5	253,7	5,3%	98,1	72,9	34,6%
Net fee and commission income	379,8	198,2	73,6%	138,8	127,7	8,7%
Result on investments in purchased debt	74,3	28,9	157,1%	29,5	19,1	54,6%
Impairment losses	-109,9	-68,2	61,2%	-47,6	-33,3	43,2%
General administrative costs	-415,1	-334,0	24,3%	-151,9	-133,9	13,4%
<b>Net income</b>	<b>266,8</b>	<b>186,7</b>	<b>42,9%</b>	<b>85,7</b>	<b>118,0 *</b>	<b>-27,4%</b>

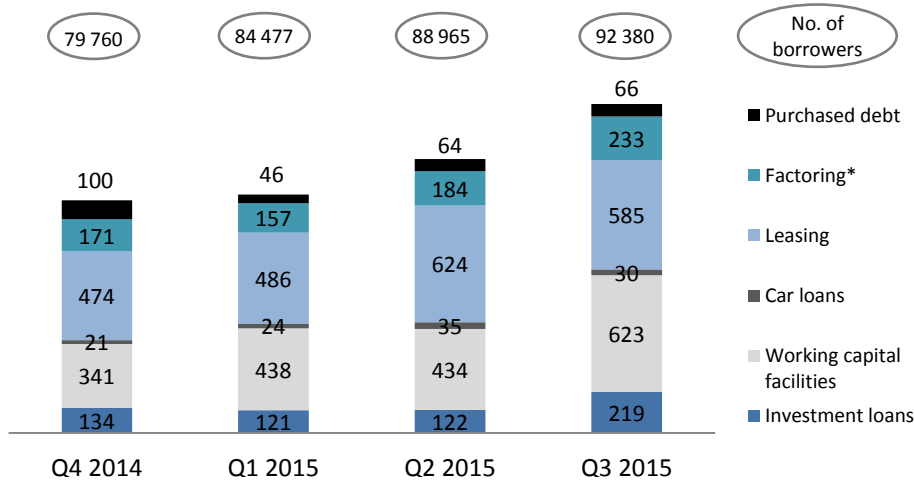
PLN million	30.09.2015	31.12.2014	Change %
Receivables from clients	11 437,8	9 845,9	16,2%
Liabilities to clients	11 471,7	10 880,7	5,4%
Equity	1 968,8	1 476,2	33,4%
<b>Total assets</b>	<b>17 034,2</b>	<b>15 064,0</b>	<b>13,1%</b>

\* Including PLN 39,2m one-off

NIM	2,6%	3,9%	-1,3 p.p.	3,2%	2,4%	0,8 p.p.
% share of Net F&C income in Total operating income	64,3%	50,0%	14,3 p.p.	62,5%	59,6%	2,9 p.p.
C/I Group	57,1%	55,5%	1,6 p.p.	55,8%	57,4%	-1,7 p.p.
CoR (excluding purchased receivables)	1,4%	1,4%	0,1 p.p.	1,9%	1,3%	0,6 p.p.
ROAA	2,2%	2,4%	-0,2 p.p.	2,1%	3,0%	-0,9 p.p.
ROAE	20,6%	22,4%	-1,8 p.p.	19,9%	27,0%	-7,1 p.p.
L/D ratio (Group)	87,7%	96,2%	-8,5 p.p.	87,7%	89,5%	-1,8 p.p.
NPL (90+ DPD)	8,8%	7,3%	1,5 p.p.	8,8%	8,7%	0,1 p.p.
NPL coverage	54,7%	53,8%	0,9 p.p.	54,7%	52,6%	2,1 p.p.
CAR (Bank)	15,5%	16,2%	-0,7 p.p.	15,5%	15,9%	-0,4 p.p.
Tier 1 (Bank)	1 407,2	1 078,5	30,5%	1 407,2	1 365,6	3,0%

## Record level of loan sales in Q3 2015 (increase by 20% comparing to Q2 2015)

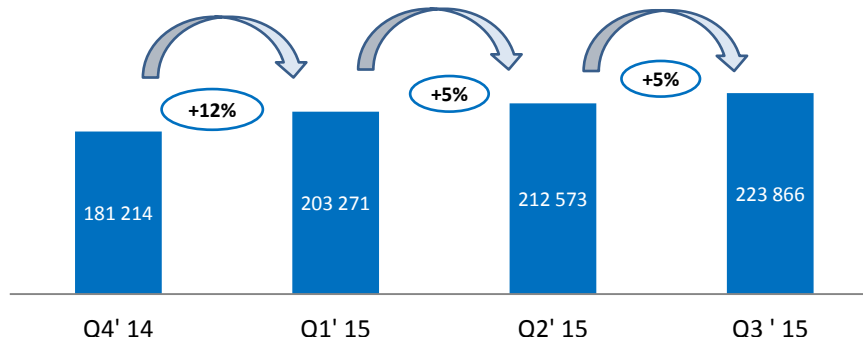
### Loan sales



\*Based on value of financed invoices

- The loan sale amounted to PLN 1.8b in Q3 2015. That means another quarter of rising credit sales in a row.
- The highest growth was noted in sale of working capital facilities (44%) and investment loans (80%).
- Sales of factoring products increased by 27% q/q, what is a good indicator of growing popularity of these products among customers.
- The number of current account holders in Idea Bank increased by 23% in 9M 2015.

### Current accounts holders in Idea Bank



In Q3 2015 Bank has been intensively developing innovative projects, for which it has been rewarded in domestic and foreign competitions

● **European Business Awards™**

## Idea Bank – Polish winner of European Business Awards

Idea Bank has been rewarded in this year's European Business Awards competition and gained the „National Champion” title, outclassing all opponents from Poland. The jury appreciated Idea Bank in „customer focus” category for creating innovative solutions for entrepreneurs.

## Forbes: Idea - the best bank for companies in 2015

Idea Bank was the winner in this year's Forbes ranking of the best banks for entrepreneurs. mBank won the second place, and Alior Bank – the third. Jury appreciated cheap current accounts, favorable credit conditions and service. The research was performed by Millward Brown, with the usage of mystery shopper method.



## Idea Bank - the winner of 5 Stevie Awards' prizes

International Business Awards rewarded a gold medal for Idea Bank as „The most innovative company of the year” in Europe. The Bank got also 3 prizes in financial services categories and 2 silver medals for the mobile cash deposit application and Idea Hub.

## Idea Bank triple rewarded in "Best in Biz Awards 2015" competition

Idea Bank has received 2 silver prizes, being found as "The most Innovative Company of the Year" in medium size companies category. Moreover, Idea Hub has been recognized as "The best New Service of the Year".



**THE STEVIE® AWARDS**  
The World's Premier Business Award Competitions



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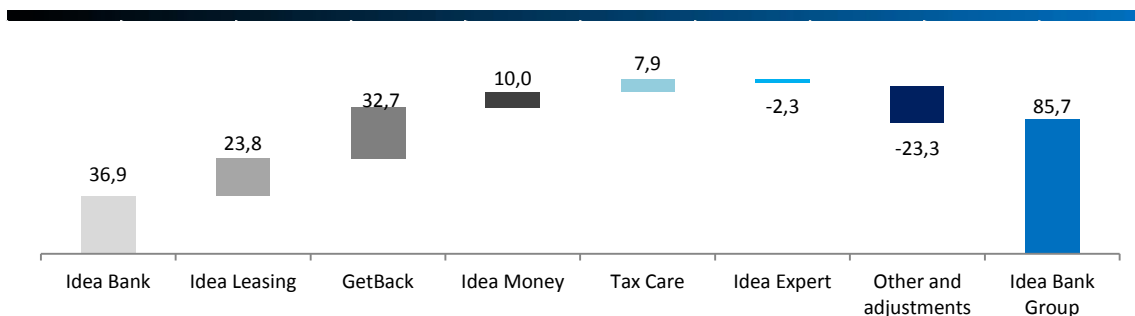
- Income statement - Idea Bank Group
- Balance sheet – Idea Bank Group

## Over 20% ROE with high contribution of subsidiaries into the Group's net profit

(in PLNm)	3Q 2015 YTD	3Q 2014 YTD	change %	3Q 2015	2Q 2015	change %
Interest income	573,2	488,0	23%	204,3	177,4	15%
Interest expenses	-327,7	-234,3	40%	-106,2	-104,5	2%
Net interest income	245,5	253,7	5%	98,1	72,9	35%
Net fee and commission income	379,8	198,2	74%	138,8	127,6	9%
Net other operating income	36,8	120,8	-70%	9,2	18,9	-51%
Result on investment in purchased debt	74,3	28,9	157%	29,5	19,1	55%
Impairment losses	-109,9	-68,2	61%	-47,6	-33,3	43%
General administrative costs	-415,1	-334,0	24%	-151,9	-133,9	13%
<b>Pre-tax profit</b>	<b>211,4</b>	<b>199,4</b>	<b>6%</b>	<b>76,2</b>	<b>71,3</b>	<b>7%</b>
Income tax	55,3	-12,7	-5,3	9,5	46,7	-80%
<b>Net profit</b>	<b>266,8</b>	<b>186,7</b>	<b>43%</b>	<b>85,7</b>	<b>118,0</b>	<b>-27%</b>

- ❖ The Group noted growth in interest income in 3Q 2015, that is the result of growing loan portfolio and continuation of activities leading to reduction of financing cost.
- ❖ 2Q result includes a one-off profit amounted to PLN 39.2m, resulting from reorganisation in Idea Leasing Group (2Q 2015 result excluding this item amounted to PLN 78.8m).
- ❖ The Bank's subsidiaries continue growth of their contribution to the Group net profit in comparison to 2Q 2015 (57% compared to 44% excluding aforementioned one-off).
- ❖ Increase in general administrative costs by 13% in 3Q 2015 comparing to Q2 2015 resulted from a larger scale of marketing campaigns and promotion and advertisement costs.

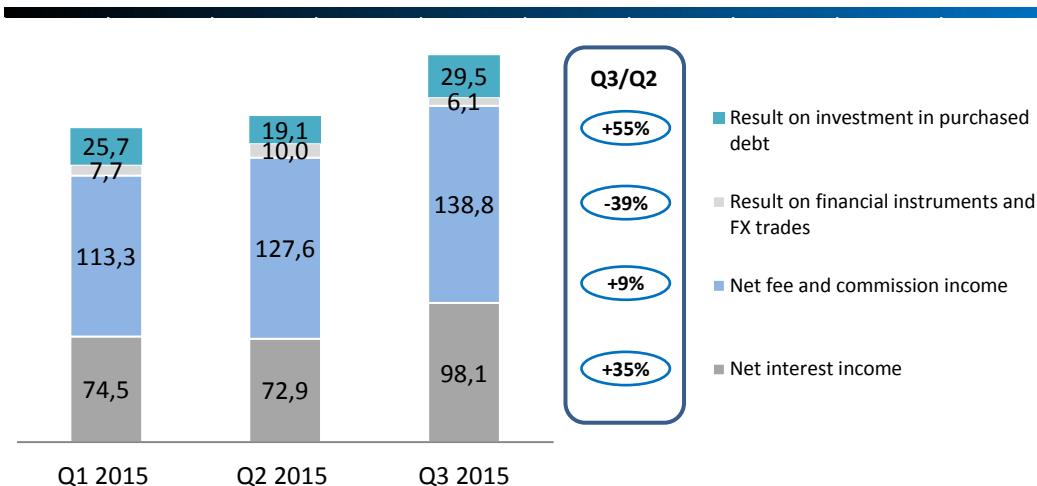
### Decomposition of the the Group's net results for Q3 2015



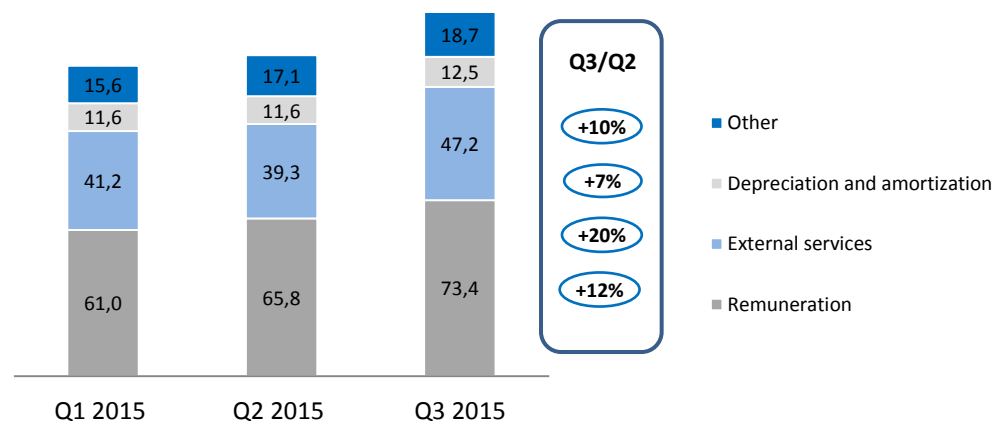


## Significant growth of net fee and commission income as well as result on investment in purchased debt

### Structure of the Group's Total Income



### Structure of the Group's general administrative costs



- An increase in the Group income in 9M 2015 in comparison to 9M 2014 resulted from a higher business scale, including e.g. investments in purchased debt portfolios and efficient cross-selling.
- In spite of unfavorable trend in the level of market interest rates, the Group achieved higher interest income for 9M 2015 in comparison to 9M 2014. That is the result of growing sale of credit and leasing products and continuation of activities leading to reduction of financing cost.
- Group's operating expenses in 9M 2015 increased by 50% in comparison to 9M 2014. That is caused by dynamic development of the Group structure (in 3Q 2014 Idea Bank Group acquired: VB Leasing, GetBack, Idea Money, which fully participate in operating expenses in 2015).
- The Group continues its strategy of simplification of its organizational structure in order to achieve the further decrease in operating expenses.

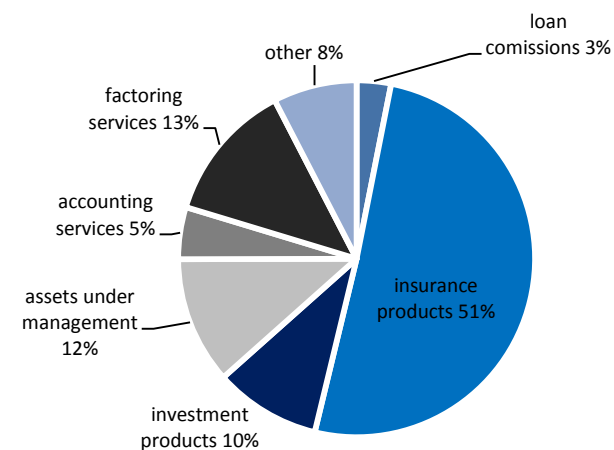
## Stable fee and commission income generated by diversified business activities

Fee and commission income	3Q 2015 YTD	3Q 2014 YTD	change %	Q3 2015	Q2 2015	change q/q %
loan commissions	17,2	53,4	-67,8%	5,5	6,3	-13,1%
intermediation in sale of:	290,7	187,5	55,1%	116,8	94,5	23,6%
<i>insurance products</i>	227,5	115,8	96,4%	96,4	74,3	29,6%
<i>investment products</i>	49,1	60,4	-18,6%	17,0	15,6	8,9%
<i>loans and other</i>	14,0	11,2	24,7%	3,4	4,5	-24,6%
assets under management	63,9	1,5	4255,8%	20,4	30,0	-32,1%
accounting services	24,6	21,8	12,7%	8,3	8,4	-0,6%
factoring services	52,3	10,4	403,8%	22,5	17,2	30,6%
other	20,8	9,1	128,0%	2,5	2,4	5,1%
<b>TOTAL</b>	<b>469,6</b>	<b>283,7</b>	<b>65,5%</b>	<b>176,0</b>	<b>158,8</b>	<b>10,8%</b>

### Comments

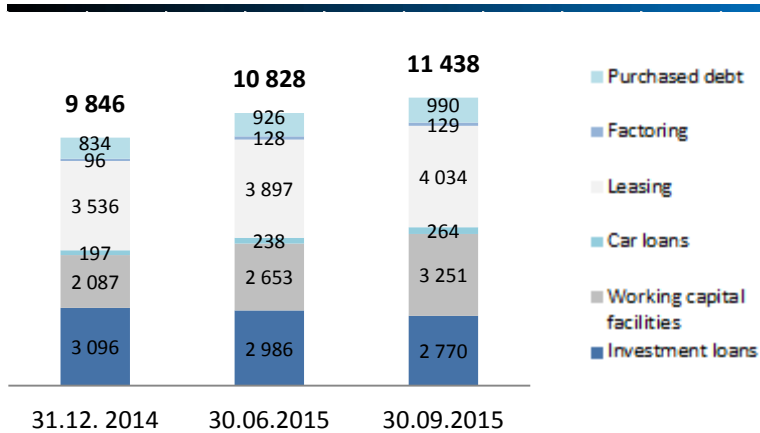
- The Group with its broad range of products diversifies revenue structure, what implies that the final result is less dependent on the Bank's commission income.
- The main components of NF&C are intermediation in sale of insurance products, assets management, factoring and accounting services.

### Q3'15 structure of net fee and commission income



## Slight increase in NPLs ratios together with building the loan portfolio

### Loan and lease portfolio

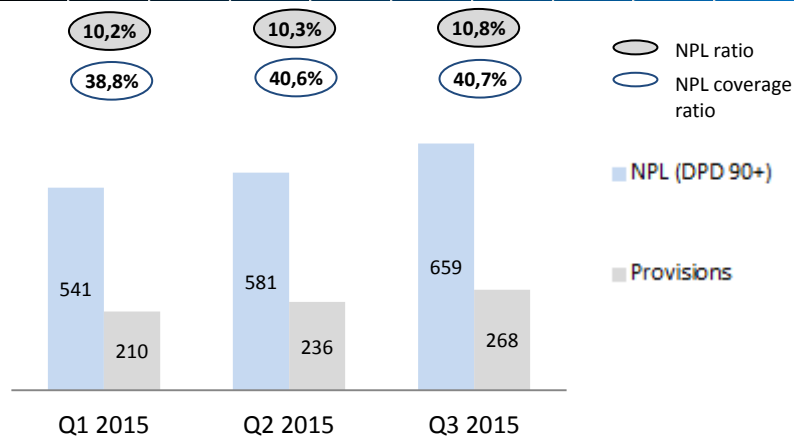


### Loan portfolio quality

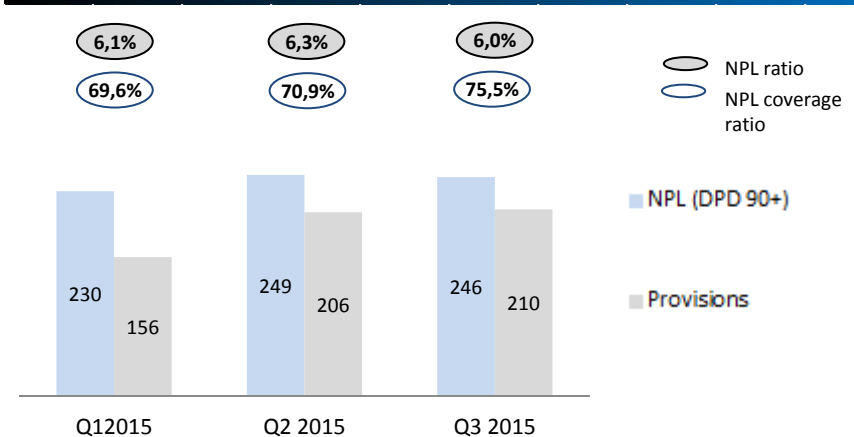
	3Q2015					1H 2015	
	% share in loan portfolio	Avg.LTV (%)	Avg. Maturity (in months)	NPL1 ratio (%)	NPL1 coverage ratio (%)	NPL1 ratio (%)	NPL1 coverage ratio (%)
investment loans	27%	57%	130	11,0%	11,7%	10,2%	12,6%
working capital facilities	28%	n/a	64	10,6%	69,7%	10,5%	70,3%
car loans	2%	97%	59	10,8%	69,0%	10,8%	68,6%
leasing receivables <sup>2</sup>	37%	102%	50	6,0%	75,5%	6,3%	70,9%
factoring receivables	1%	37%	2	6,4%	27,7%	6,1%	32,3%
purchased debts	4%	n/a	n/a	n/a	n/a	n/a	n/a
<b>Total</b>	<b>100,0%</b>	<b>82,5%</b>	<b>77</b>	<b>8,8%</b>	<b>54,7%</b>	<b>8,7%</b>	<b>52,6%</b>

1) according to DPD 90+, 2) including lease loans

### NPL Loans\*



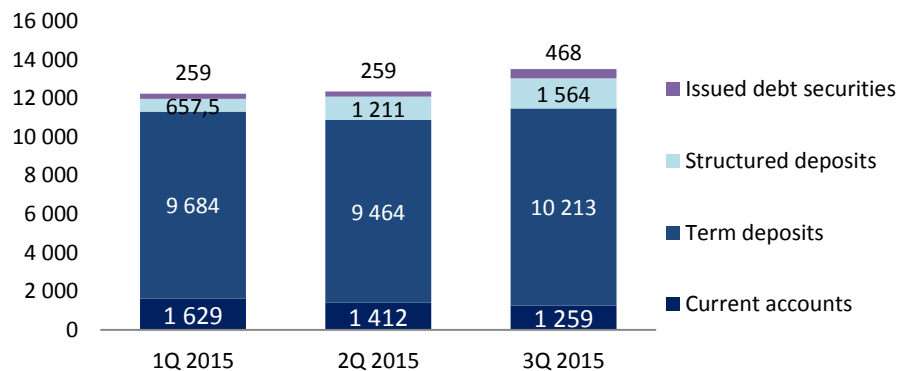
### NPL Leasing\*



\*DPD90+ according to outstanding debt balance

\*DPD90+ according to outstanding debt balance

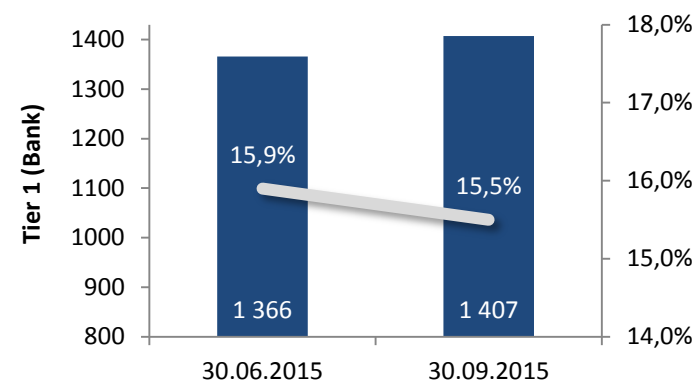
## Financing structure



Deposits structure by duration	30.09.2015	30.06.2015	31.12.2014
under 3 months	6,2%	2,5%	4,7%
3-6 months	45,4%	48,2%	62,3%
6-12 months	25,4%	26,6%	8,5%
over a year	23,0%	22,7%	25,5%

- ❖ The Fourth Bonds Issuance Program in amount of PLN 209m has been completed. After acquiring the acceptance of Financial Supervision Commission the aforementioned bonds will strengthen the Group's capital position.
- ❖ The Bank constantly pursues the lowering of financing costs. In 3Q'15 the average cost of financing amounted to 0.87 p.p. over WIBOR, compared to 1.6 p.p. at the end of 2014.
- ❖ The policy of lengthening the deposits' tenors continues. On 30.09.2015 the result of the policy was that 48.4% of deposit balance had the maturity of over 6 months (that is 14.4 p.p. more than on 31.12.2014).

## Idea Bank: Tier 1 ratio



RWA	30.06.2015	30.09.2015
	9 900	10 393

## Bank and Group's ratio comparison

Capital adequacy		30.09.2015	31.12.2014
Idea Bank	CAR	15,5%	13,5%
	TIER 1	14,7%	13,5%
Idea Bank Group	CAR	12,5%	n/a *
	TIER 1	10,1%	

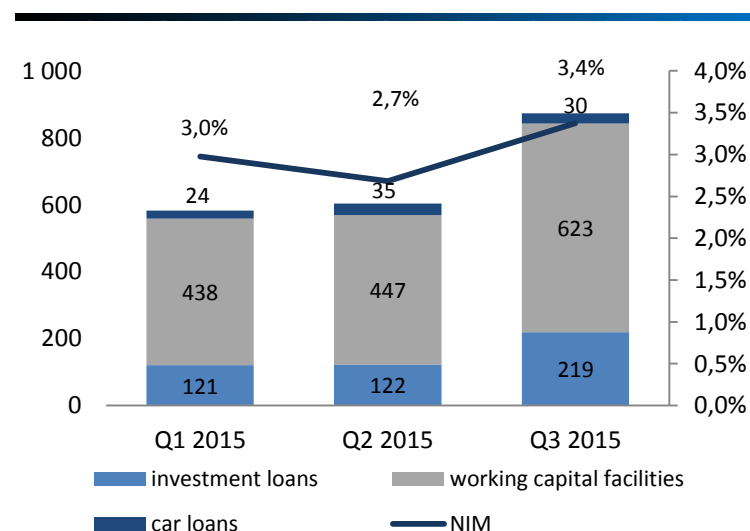
\*Consolidated ratios are calculated from March 2015

## The result on interest level restoration is a direct effect of lower financing costs and increase in portfolio profitability

Income statement	3Q 2015	2Q 2015	Change %	3Q 2015 YTD
Net interest income	81,6	59,6	36,7%	196,9
Net fee and commission income	75,9	71,3	6,5%	216,2
Results on financial instruments	1,7	12,8	-86,9%	13,8
Net other operating income	4,1	9,2	-55,4%	21,7
Impairment losses	-41,5	-28,9	43,7%	-96,3
General administrative costs	-70,5	-62,9	11,9%	-193,9
<b>Pre-tax profit</b>	<b>47,2</b>	<b>44,0</b>	<b>7,3%</b>	<b>134,5</b>
Income tax	-10,3	-8,9	14,6%	-27,7
<b>Net profit</b>	<b>36,9</b>	<b>35,0</b>	<b>5,4%</b>	<b>106,7</b>

Balance sheet	30.09.2015	31.12.2014	Change %
Receivables from banks and financial institutions	469,9	471,6	-0,3%
Loans and advances to clients	11 011,3	9 443,1	16,6%
Financial instruments	2 206,2	2 163,0	2,0%
Investments in associates	911,7	876,0	4,1%
Intangible assets	70,5	80,2	-12,1%
Other assets	871,4	371,8	134,4%
<b>TOTAL ASSETS</b>	<b>16 173,6</b>	<b>14 060,8</b>	<b>15,0%</b>
Amounts due to banks and financial institutions	486,0	700,9	-30,7%
Liabilities due to clients	11 437,7	10 866,7	5,3%
Liabilities from issuance of debt securities	467,5	259,4	80,3%
Other liabilities	328,1	178,3	84,0%
Equity	1 867,7	1 534,7	21,7%
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>16 173,6</b>	<b>14 060,8</b>	<b>15,0%</b>

### Credit action and NIM



## High cash recoveries accompanied with a growing share of income from debt servicing

Income statement	3Q 2015	2Q 2015	change %	3Q YTD
Net interest income	-2,7	-2,4	12,2%	-7,7
Net fee and commission income	19,4	29,7	-34,7%	62,5
Net other operating results	1,0	5,9	-83,0%	2,2
Recoveries from purchased debt	24,2	13,9	74,1%	57,1
Revaluation of purchased debt	28,8	2,5	1053,0%	70,5
General administrative costs	-22,6	-19,0	18,8%	-54,5
<b>Net profit</b>	<b>32,7</b>	<b>34,1</b>	<b>-4,0%</b>	<b>87,2</b>

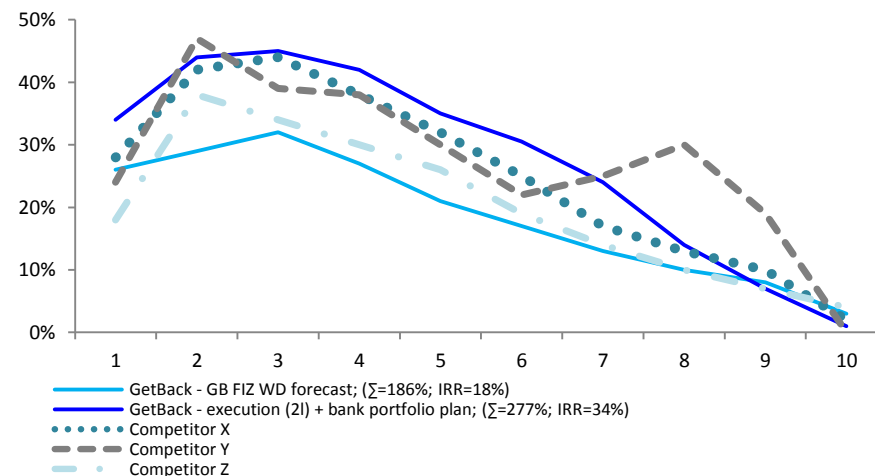
Balance sheet	30.09.2015	31.12.2014	change %
Purchased debt	245,4	217,7	12,7%
Receivables from banks and financial institutions	11,2	16,9	-33,7%
Investment in associates	75,2	65,5	14,9%
Other assets	101,3	12,6	704,3%
<b>TOTAL ASSETS</b>	<b>448,3</b>	<b>319,1</b>	<b>40,5%</b>
Amounts due to banks and financial institutions	2,3	5,1	-54,6%
Liabilities from issuance of debt securities	147,5	127,7	15,6%
Other liabilities	145,5	120,5	20,8%
<b>TOTAL LIABILITIES</b>	<b>295,5</b>	<b>253,4</b>	<b>16,6%</b>
<b>EQUITY</b>	<b>152,8</b>	<b>65,7</b>	<b>132,6%</b>

### Key data and events

- ⚡ In 3Q'15 GetBack has achieved exceptionally high level of cash recovery at PLN 28.8m from own vindication portfolio.
- ⚡ In 3Q'15 Company acquired debt servicing portfolio of the nominal value of PLN 2.4bn, which cumulates to total value of debt serviced of PLN 10bn.

Debt portfolios [mPLN]	Nominal Value	Purchase Value	Debt recovery since purchase on 30.09.2015	Debt recovery since purchase on 30.06.2015
Own portfolios	2 091,7	167,5	138,1	109,3
Serviced Portfolios	7 878,2	968,4	204,4	132,5
<b>Total</b>	<b>9 969,9</b>	<b>1 135,9</b>	<b>342,5</b>	<b>241,8</b>

### GetBack repayments curves



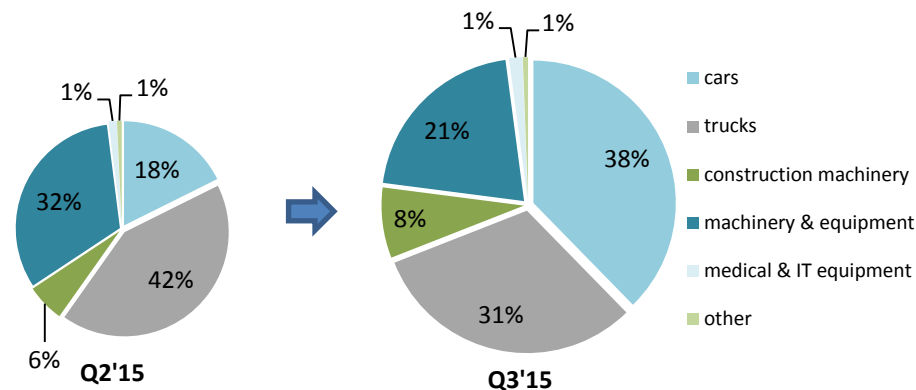
## Full operational integration of the business and maintaining sales growth after the acquisition of VB Leasing

Income statement	3Q 2015	2Q 2015	Change %	3Q YTD
Net interest income	14,6	11,1	31,9%	46,4
Net fee and commission income	9,3	13,6	-31,5%	28,1
Net other operating results	3,1	9,3	-67,0%	14,9
Impairment losses	-5,3	-0,5	954,6%	-8,0
General administrative costs	-15,3	-15,8	-2,8%	-46,8
<b>Pre-tax profit</b>	<b>6,3</b>	<b>17,8</b>	<b>-64,3%</b>	<b>34,7</b>
Income tax	17,5	49,9	-65,0%	77,6
<b>Net profit</b>	<b>23,8</b>	<b>67,7 *</b>	<b>-64,8%</b>	<b>112,3</b>

\* includes non-recurring items amounted PLN 39,2 m.

Balance sheet	30.09.2015	31.12.2014	Change %
Receivables from banks and financial institutions	25,3	50,1	-49,4%
Loans and advances to clients	1 082,1	892,5	21,2%
Finance lease receivables	2 950,4	2 654,6	11,1%
Other assets	174,7	284,5	-38,6%
<b>TOTAL ASSETS</b>	<b>4 433,6</b>	<b>3 881,7</b>	<b>14,2%</b>
Amounts due to banks and financial institutions	4 066,3	3 519,9	15,5%
Liabilities from issuance of debt securities	86,1	211,1	-59,2%
Other liabilities	91,4	81,3	12,3%
Equity	186,0	69,4	167,9%
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4 433,6</b>	<b>3 881,7</b>	<b>14,2%</b>

## Sales structure



## Key data

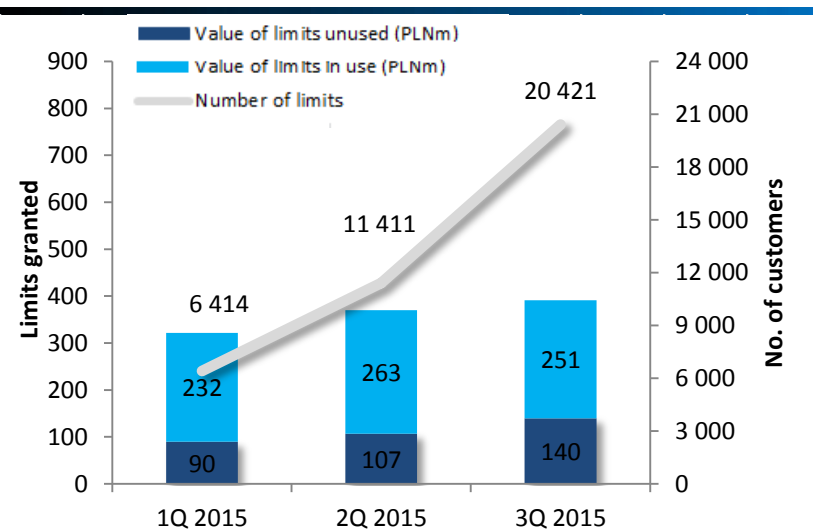
- In 3Q Idea leasing sold lease contracts worth PLN 657m compared to PLN 661m in 2Q, while the financing was respectively PLN 585m and PLN 624m.
- The Group's integration process generated a difference between the book value of the Idea Leasing & Fleet shares and their tax value. On this account the Group recognized tax loss with a positive impact on the financial result in the amount of PLN 19.6m and a deferred tax concerning the remaining shares in the same amount.
- The Group's lease companies will benefit from the tax optimization till October 2015.

## Rapidly growing factoring customer base secures the stability of income levels

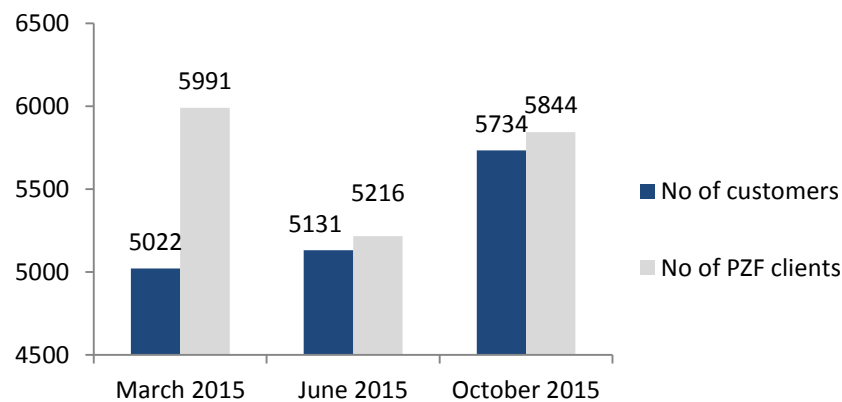
Income statement	3Q 2015	2Q 2015	Change %	3Q YTD
Net interest income	0,3	0,4	-15,5%	0,8
Net fee and commission income	19,0	17,0	12,0%	50,0
Impairment losses	0,0	0,3	-110,2%	0,3
General administrative costs	-1,1	-0,7	69,2%	-2,8
<b>Net profit</b>	-5,9	-6,2	-4,1%	-17,6
NPL ratio	<b>10,0</b>	<b>8,9</b>	<b>11,8%</b>	<b>25,0</b>

Balance sheet	30.09.2015	31.12.2014	Change %
Intangible assets	15,6	12,7	23,1%
Tangible assets	2,5	3,6	-31,0%
Loans and advances to clients	378,6	243,5	55,5%
Receivables from banks and financial institutions	21,6	14,1	52,9%
Other assets	50,8	55,4	-8,3%
<b>TOTAL ASSETS</b>	<b>478,0</b>	<b>329,3</b>	<b>45,2%</b>
Amounts due to banks and financial institutions	304,4	255,2	19,3%
Liabilities from issuance of debt securities	32,5	33,9	-4,2%
Other liabilities	96,7	20,8	365,0%
<b>TOTAL LIABILITIES</b>	<b>433,6</b>	<b>309,9</b>	<b>39,9%</b>
<b>EQUITY</b>	<b>44,4</b>	<b>19,4</b>	<b>128,9%</b>

### Limits granted and used



### Number of factoring customers



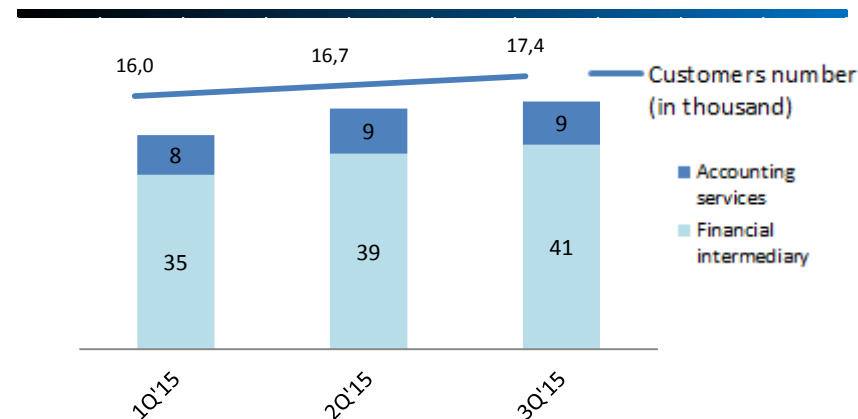


## Tax Care & Idea Expert are the Banks's main intermediaries, together with acquiring 0.7k new accounting contracts

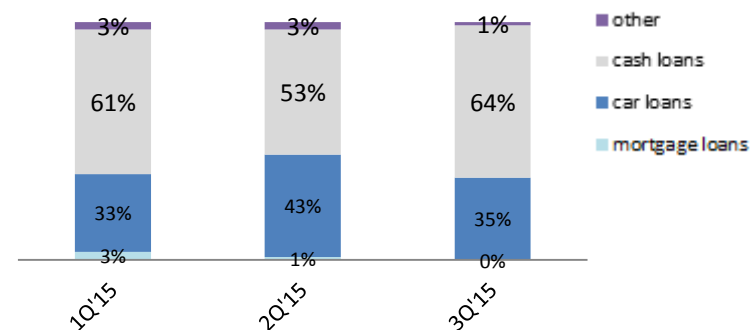
	Tax Care			
Income statement	3Q 2015	2Q 2015	change %	3Q YTD
Net interest income	-0,1	-0,1	0,0%	-0,3
Net fee and commission income	34,1	32,1	6,3%	95,9
Net other operating results	-2,8	-3,1	-11,4%	-6,9
General administrative costs	-21,4	-20,8	2,7%	-63,3
<b>EBITDA</b>	<b>13,4</b>	<b>11,4</b>	<b>17,8%</b>	<b>35,4</b>
Income tax	-2,0	-1,7	18,8%	-5,2
<b>Net profit</b>	<b>7,9</b>	<b>6,5</b>	<b>22,2%</b>	<b>20,1</b>

	Idea Expert			
Income statement	3Q 2015	Q2 2015	change %	3Q YTD
Net interest income	-6,6	-6,8	-3,8%	-20,4
Net fee and commission income	20,4	16,4	24,2%	54,9
Net other operating results	1,3	0,5	149,8%	2,3
General administrative costs	-12,5	-10,5	18,6%	-35,1
<b>EBITDA</b>	<b>3,9</b>	<b>7,7</b>	<b>-49,0%</b>	<b>5,7</b>
Income tax	-1,1	-1,9	-42,0%	-4,0
<b>Net profit</b>	<b>1,5</b>	<b>-2,4</b>	<b>-162,5%</b>	<b>-2,3</b>

Tax Care fee and commission income



Idea Expert fee and commission income



## Summary of Idea Bank Group 3Q 2015 results

- Summary of financial data and key ratios
- Sales and customers volumes
- Key initiatives

## Analysis of 3Q 2015 financial results

- Structure of net income
- Structure of loans together with impairment losses and CoR
- Key regulatory indicators
- Key financial information relating to subsidiaries

## Attachments

- Income statement - Idea Bank Group
- Balance sheet – Idea Bank Group

	01.07.2015- 30.09.2015	01.01.2015- 30.09.2015	01.07.2014- 30.09.2014	01.01.2014- 30.09.2014
	(unaudited) PLN thousand	(unaudited) PLN thousand	(unaudited) PLN thousand	(unaudited) PLN thousand
<b>Continued operations</b>				
I. Interest income	204 325	573 175	207 175	487 988
II. Interest expenses	-106 208	-327 707	-100 794	-234 280
<b>III. Net interest income</b>	<b>98 117</b>	<b>245 468</b>	<b>106 381</b>	<b>253 708</b>
IV. Fee and commission income	176 392	469 600	95 689	283 743
V. Fee and commission expenses	-37 543	-89 772	-34 118	-85 509
<b>VI. Net fee and commission income</b>	<b>138 849</b>	<b>379 828</b>	<b>61 571</b>	<b>198 234</b>
VIII. Result on financial assets at fair value	4 104	19 478	4 039	13 536
IX. Foreign exchange result	1 947	4 186	1 877	3 281
X. Other operating income	7 881	28 538	93 025	123 743
XI. Other operating expenses	-8 009	-25 126	-9 560	-19 725
<b>XII. Net other operating income</b>	<b>5 923</b>	<b>27 076</b>	<b>89 381</b>	<b>120 835</b>
XIII. Result on investments in purchased debt	29 524	74 256	18 836	28 877
XIV. Impairment losses	-47 607	-109 863	-17 068	-68 172
XV. General administrative costs	-151 890	-415 084	-134 539	-334 039
<b>XVI. Result from operating activity</b>	<b>72 916</b>	<b>201 681</b>	<b>124 562</b>	<b>199 443</b>
<b>XVII. Share in profits (losses) of associates</b>	<b>3 297</b>	<b>9 760</b>	<b>0</b>	<b>0</b>
<b>XVIII. Profit (loss) before income tax</b>	<b>76 213</b>	<b>211 441</b>	<b>124 562</b>	<b>199 443</b>
XIX. Income tax	9 450	55 312	-2 858	-12 731
<b>XX. Net profit (loss)</b>	<b>85 663</b>	<b>266 753</b>	<b>121 704</b>	<b>186 712</b>
1. Attributable to shareholders of parent company	85 652	266 592	121 631	186 639
2. Attributable to non-controlling shareholders	11	161	73	73

	30.09.2015 (unaudited) PLN thousand	31.12.2014 PLN thousand
<b>ASSETS</b>		
Cash and balances with Central Bank	283 505	436 456
Receivables from banks and financial institutions	509 778	510 983
Financial assets held for trading	495	684
Derivative hedging instruments	71	4 885
Derivative financial instrument at fair value through profit or loss	15 948	20 110
Amounts due from clients:	8 498 478	7 202 855
- Loans and advances to clients	8 076 808	6 844 760
- Financial assets at fair value through profit or loss	421 670	358 095
Finance lease receivables	2 939 342	2 643 067
Other loans and receivables	66 825	57 580
Available-for-sale financial assets	2 190 210	2 138 017
Intangible assets	869 911	906 770
Property, plant and equipment	137 490	138 800
Investment property	127 155	170 557
Investments in associates	75 229	65 469
Fixed assets held for sale	781	589
Income tax assets	458 243	309 893
- Current tax assets	29 374	3 668
- Deferred tax assets	428 869	306 225
Other assets	860 785	457 313
<b>TOTAL ASSETS</b>	<b>17 034 246</b>	<b>15 064 028</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
Amounts due to other banks and financial institutions	461 776	660 257
Derivative hedging instruments	14 508	19 219
Derivative financial instrument at fair value through profit or loss	1 918	4 512
Financial liabilities measured at fair value through profit or loss	1 563 939	478 159
Amounts due to clients	11 471 732	10 880 677
Debt securities in issue	1 071 072	1 055 424
Corporate income tax liabilities	9 977	17 094
Other liabilities	450 619	455 550
Deferred tax liabilities	14 477	13 039
Provisions	5 473	3 849
		0
<b>TOTAL LIABILITIES</b>	<b>15 065 491</b>	<b>13 587 780</b>
<b>Equity (attributable to shareholders of parent company)</b>		
Share capital	156 804	135 622
Retained earnings	-38 720	-110 794
Net profit (loss)	266 592	241 255
Other capital	1 584 046	1 210 127
<b>Non-controlling interests</b>	<b>33</b>	<b>38</b>
<b>Total equity</b>	<b>1 968 755</b>	<b>1 476 248</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>17 034 246</b>	<b>15 064 028</b>

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