

Idea Bank S.A. Group Results

4Q 2015 r.

Another quarter with good performance of Idea Bank S.A. Group despite additional charges imposed by regulator to banking sector



Presentation of the Management Board for Investors
March 4, 2016

Dynamic growth of Idea Bank Group SA expressed by growth of net income by 29% y/y

- ❖ Idea Bank Group completed 4Q 2015 with net income higher by **59%** compared to 3Q 2015 (excluding negative impact from extra expenses related to Banking Guarantee Fund, obligatory contribution to Fund for Distressed Residential Borrowers and restructuring provision in a total amount of **33,7m**)
- ❖ Idea Bank Group in 4Q 2015 introduced a change in estimates with respect to recognition of commission income for one of the product which resulted a negative impact of PLN 39.5m on P&L (net impact), i.e. the Bank decreased commission income from 524,9m to 466,0m respectively. These income will be recognized in next periods.
- ❖ NPL ratio (DPD 90+) of loan portfolio remained at relatively stable level of **8,9%** in 4Q 2015, with NPL coverage ratio of **56,6%** at the end of 4Q 2015.
- ❖ Total assets of the Group as at 31 December 2015 increased by **25,2%** in comparison to 31 December 2014.
- ❖ Sales of loan products achieved **1,7b** in 4Q 2015 compared with **1,8b** in 3Q 2015.
- ❖ In 4Q 2015 Bank acquired over **2,9ths** new credit customers, **9ths** new deposit customers and sold more than **12,7ths** current accounts.
- ❖ In 2015 Idea Bank has been awarded for its innovative solutions in domestic and foreign rankings and competitions (the Bank won in Stevie Awards, Best Bank in 2015, Forbes, The Mobile Innovations Awards, Golden Arrow, B2B Awards, Global Business Excellence Awards 2015 and European Business Awards competitions)

Summary of Idea Bank Group 4Q 2015 results

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

Analysis of 4Q 2015 financial results

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

Attachments

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

Summary of Income statement and key ratios

Stable level of Idea Bank S.A. Group results despite additional charges levied on banking sector

| PLN million *) | 4Q 2015 YTD | 4Q 2014 YTD | Change % | 4Q 2015 | 3Q 2015 Adjusted | Change q/q % |
|--|-----------------|--------------|--------------|-----------------|------------------|--------------|
| Net interest income | 371,9 | 332,1 | 12,0% | 120,6 | 101,6 | 18,7% |
| Net fee and commission income | 466,0 | 331,4 | 40,6% | 137,0 | 114,1 | 20,0% |
| Result on investments in purchased debt | 115,1 | 37,3 | 208,6% | 40,9 | 29,5 | 38,6% |
| Impairment losses | -163,0 | -109,8 | 48,4% | -53,1 | -47,6 | 11,6% |
| General administrative costs, including: - additional obligatory contributions *) | -611,7 -33,7 | -482,2 - | 26,9% - | -196,6 -33,7 | -151,9 - | 29,4% - |
| Net income | 312,2 | 241,3 | 29,4% | 81,9 | 68,5 | 19,5% |
| Net income excluding additional obligatory contributions*) | 339,5 | 241,3 | 40,7% | 109,2 | 68,5 | 59,3% |

| PLN million | 31.12.2015 | 31.12.2014 | Change % |
|--------------------------|-----------------|-----------------|--------------|
| Receivables from clients | 12 469,2 | 9 845,9 | 26,6% |
| Liabilities to clients | 13 017,4 | 10 880,7 | 19,6% |
| Equity | 2 054,9 | 1 476,2 | 39,2% |
| Total assets | 18 857,5 | 15 064,0 | 25,2% |

* data includes financial data of GetBack S.A. Group in financial statement presented as assets held for and discontinued operations

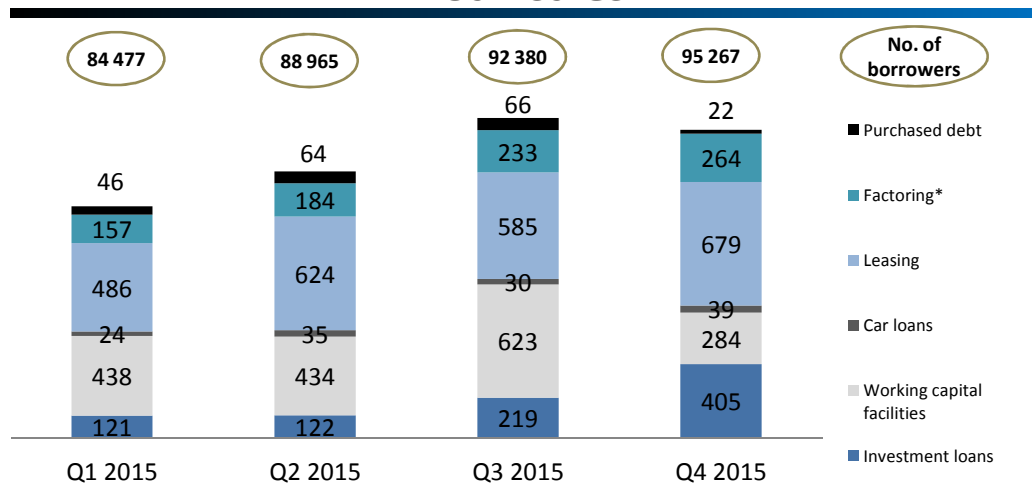
** additional obligatory contributions to the fund for the protection of guaranteed sums of PLN 24,5m due to bankruptcy of Spółdzielczy Bank Rzemiosła i Rolnictwa z Wolomina and to the fund for distressed residential borrowers of PLN 3.2 mln.

| | 4Q 2015 YTD | 4Q 2014 YTD | Zmiana % | 4Q 2015 Adjusted | 3Q 2015 Adjusted | Change q/q % |
|---|-------------|-------------|-----------|------------------|------------------|--------------|
| NIM | 2,8% | 3,8% | -0,9 p.p. | 3,5% | 3,2% | 0,1 p.p. |
| % share of Net F&C income in Total operating income | 47,8% | 40,5% | 7,2 p.p. | 54,2% | 51,5% | 2,7 p.p. |
| C/I Group | 62,7% | 59,0% | 3,7 p.p. | 67,0% | 55,5% | 11,5 p.p. |
| adjusted C/I Group*) | 59,3% | 59,0% | 0,3 p.p. | 55,5% | 55,5% | 0 p.p. |
| CoR (excluding purchased receivables) | 1,6% | 1,5% | 0,1 p.p. | 1,9% | 1,9% | 0 p.p. |
| ROAA | 1,8% | 2,1% | -0,3 p.p. | 1,2% | 1,7% | -0,4 p.p. |
| adjusted ROAA *) | 2,0% | 2,1% | -0,1 p.p. | 2,0% | 1,7% | 0,3 p.p. |
| ROAE | 17,7% | 21,5% | -3,8 p.p. | 11,0% | 14,2% | -3,2 p.p. |
| adjusted ROAE *) | 19,6% | 21,5% | -1,9 p.p. | 17,7% | 14,2% | 3,5 p.p. |
| L/D ratio (Group) | 84,0% | 86,7% | -2,7 p.p. | 84,0% | 87,7% | -3,7 p.p. |
| NPL (90+ DPD) | 8,9% | 6,6% | 2,3 p.p. | 8,9% | 8,8% | 0,1 p.p. |
| NPL coverage | 56,6% | 57,5% | -0,9 p.p. | 56,6% | 54,7% | 1,9 p.p. |
| CAR (Bank) | 16,5% | 13,5% | 3,1 p.p. | 16,5% | 15,5% | 1 p.p. |
| Tier 1 (Bank) | 14,1% | 13,5% | 0,6 p.p. | 14,1% | 14,7% | -0,6 p.p. |

* excluding additional obligatory contributions to the fund for the protection of guaranteed sums of PLN 24,5m due to bankruptcy of Spółdzielczy Bank Rzemiosła i Rolnictwa z Wolomina and to the fund for distressed residential borrowers of PLN 3.2 mln.

Next quarter with a high level of credit sale

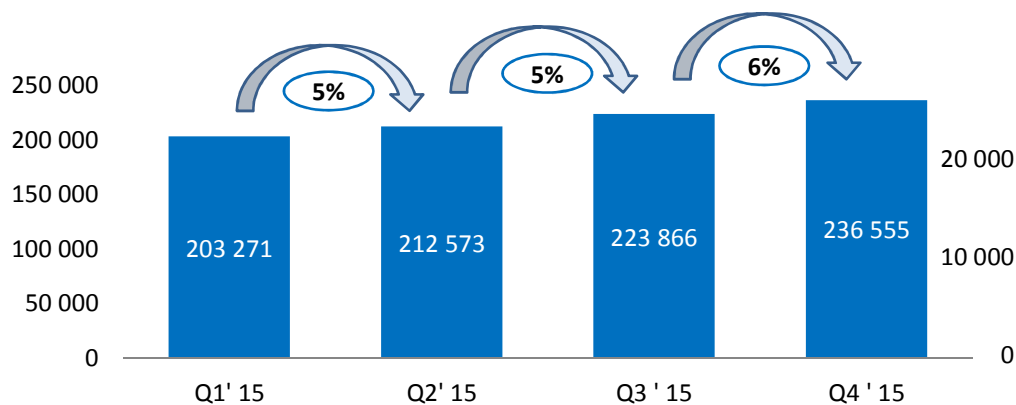
Loan sales



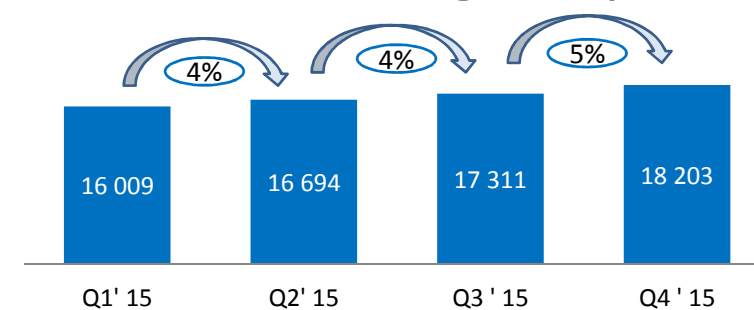
* Based on value of financed invoices

- 4Q 2015 shows a high level in credit sales volumes, i.e. credit product sale at the level of 1,7b
- The highest growth was noted in sale of investment loans by 85% q/q. Abovementioned growth reflects a current Bank's strategy which assumes focus on granting loans with investment purpose mainly.
- Increase in factoring products by 13% q/q reflects the growing popularity of these products among customers.
- Continued growth of number of current accounts holders by 30% w 2015 y/y.
- Number of clients holding the accounting subscription increased by 14% in 2015 y/y.

Current account holders in Idea Bank



Clients with accounting subscription



Change in estimates referring to recognition of commission income for intermediation services provided by the Bank has a negative impact on 2015 P&L in the amount of 39,5m

| PLN million *) | 4Q 2015 YTD | | | 3Q 2015 | | | 2Q 2015 YTD | | |
|--------------------------------------|--------------|------------------------------|---------------|-------------|----------------------|---------------|-------------|--------------------------|---------------|
| | restated | 4Q 2015 YTD before change | Change % | restated | 3Q 2015 published | Change % | restated | 2Q 2015 YTD published | Change % |
| Net result on interest income | 371,9 | 361,8 | 2,8% | 101,6 | 98,1 | 3,6% | 75,2 | 72,9 | 3,2% |
| Net result fee and commission income | 466,0 | 524,9 | -11,2% | 114,1 | 138,8 | -17,8% | 101,6 | 127,7 | -20,4% |
| Gross income | 212,0 | 260,8 | -18,7% | 55,0 | 76,2 | -27,8% | 47,5 | 71,3 | -33,3% |
| Net income | 312,2 | 351,7 | -11,2% | 68,5 | 85,7 | -20,0% | 98,7 | 118,0 | -16,3% |

- ⌘ During 2015 Bank as an agent implemented sale of a new product being a package of factoring and debt collection services. In order to calculate fair value of these agent services, Bank used data and assumptions available at the time when the products were implemented, i.e. assumed, that remuneration for intermediation services is 13,6% of loan linked to a sold product.
- ⌘ During Q4 2015 on the basis of new data Bank has updated its analysis and estimations referring to average market rates related to fees paid to sales agents for similar products and based on the history of product's behaviour.
- ⌘ As a result, the Bank has implemented appropriate change of previous ratio referring to allocation of agent's remuneration between intermediation services and financial instrument, i.e. the remuneration for intermediation services is 13,6% of loan linked to a sold product. The change has been implemented for 2015 production which had a negative impact on 2015 P&L in the amount of 39,5m PLN (net).
- ⌘ Abovementioned value of adjustment will have a positive impact on the Bank's results in following years as the remaining part of remuneration received by the Bank will be amortized to the Bank's P&L during the life of a loan related to the remuneration.

2015 – prizes and awards received by Idea Bank S.A.

| | | | | | | |
|--|--|---|--|---|---|---|
| <p>Wprost, s Portfolios</p> <p>Best Bank for Micro entrepreneurs in 2015 y. plebiscite organized by Editorial of weekly newspaper „Wprost”</p> | <p>B2B Awards</p> <p>Mobile cash deposits as The Best Existing Consumer Program; marketing competition</p> | <p>Golden Arrow</p> <p>Idea Bank has been awarded in direct marketing competition "Golden Arrow" for the mobile cash deposit machine application. The jury was impressed by this innovative service, which is the first solution in the world of this type.</p> | <p>European Business Awards</p> <p>Idea Bank has been awarded 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.</p> | <p>BIG Awards for Business</p> <p>Idea Bank as Company of the Year in Finance categories; competition awarding best business initiatives in the World</p> | <p>The Mobile Innovations Awards</p> <p>Mobile Cash deposit as number one in Best Use of Mobile for Customer Loyalty</p> | <p>Good example</p> <p>Mobile Cash deposit as best service</p> |
| <p>Forbes</p> | | | | | | |
| <p>The best Bank for entrepreneurs in 2015</p> <p>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.</p> | <p>BAI-Infosys Finacle Global Banking Innovation Awards</p> <p>Mobile cash deposits as „Innovation in Payments" in 2015, Idea Cloud with title „Disruptive Innovation in Banking" in 2014. BAI-Finacle Global Banking Innovation Awards is worldwide competition awarding best innovative projects in banking sector.</p> | <p>Efma</p> <p>Idea Cloud winner in categorie „Digital Distribution"; award „The Most Disruptive Innovation" for business concept dedicated to medium size entrepreneurs (Mobile cash deposits, Idea Hub, Idea Cloud) in 2015. Efma is prestigious organization grouping banking specialists from marketing and distribution services in financial sector.</p> | <p>Stevie Awards</p> <p>International Business Awards awarded a gold medal for Idea Bank as „The most innovative company of the year" in Europe. The Bank received also 3 prizes in financial services categories and 2 silver medals for the mobile cash deposit application and Idea Hub</p> | <p>Global Business Excellence Awards 2015</p> <p>Dominik Fajbusiewicz as Outstanding Executive, a Idea Cloud as Outstanding Innovation; one of the most important World Awards in Business</p> | <p>bba/ifs Financial Innovation Awards</p> <p>Mobile Cash deposit as Innovation in cash management or treasury services. Award for Idea Hub as Innovation in supporting business or enterprise</p> | <p>Best in Biz</p> <p>gold - Dominik Fajbusiewicz Innovator of the Year, silver - Idea Bank most innovative company of the year in medium size companies, silver-Idea Hub „The best new services of the Year";</p> |

Summary of Idea Bank Group 4Q 2015 results

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

Analysis of 4Q 2015 financial results

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

Attachments

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

Increase in net results of the Group by 29% y/y reflects growth in all business segments

| in mln PLN *) | 4Q 2015 YTD | 4Q 2014 YTD | Change % | 4Q 2015 | 3Q 2015 Adjusted | Change q/q % |
|---|-----------------|----------------|-------------|-----------------|---------------------|-----------------|
| Interest income | 803,3 | 689,6 | 16% | 224,3 | 207,8 | 8% |
| Interest expenses | -431,4 | -357,5 | 21% | -103,7 | -106,2 | -2% |
| Net interest income | 371,9 | 332,1 | 12% | 120,6 | 101,6 | 19% |
| Net fee and commission income | 466,0 | 331,4 | 41% | 137,0 | 114,1 | 20% |
| Net other operating income | 33,8 | 153,8 | -78% | -3,0 | 9,2 | -133% |
| Result on investment in purchased debt | 115,1 | 37,3 | 209% | 40,9 | 29,5 | 39% |
| Impairment losses | -163,0 | -109,8 | 48% | -53,1 | -47,6 | 12% |
| General administrative costs, including: - additional obligatory contributions*) | -611,7 -33,7 | -482,2 - | 27% - | -196,6 -33,7 | -151,9 - | 29% - |
| Pre-tax profit | 212,0 | 262,5 | -19% | 45,6 | 55,0 | -17% |
| Pre-tax profit excluding additional obligatory contributions**) | 245,7 | 262,5 | -6% | 79,3 | 55,0 | 44% |
| Income tax | 100,2 | -21,2 | -573% | 36,3 | 13,5 | 169% |
| Net profit | 312,2 | 241,3 | 29% | 81,9 | 68,5 | 20% |
| Pre-tax profit excluding additional obligatory contributions**) | 339,5 | 241,3 | 41% | 109,2 | 68,5 | 59% |

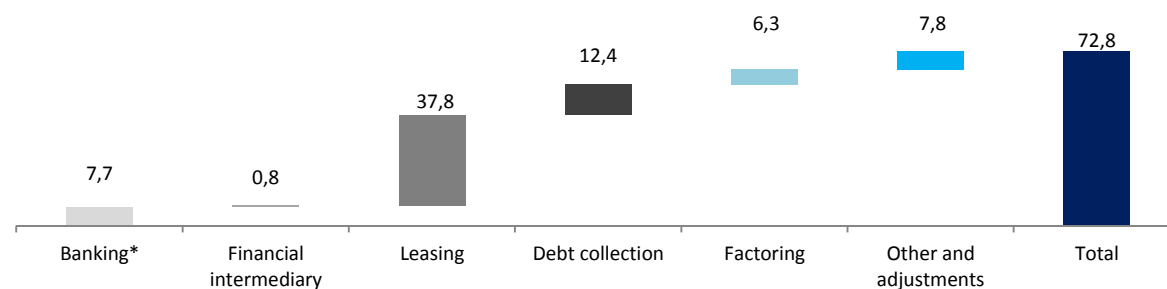
* data includes financial data of GetBack S.A. Grup

** additional obligatory contributions to the fund for the protection of guaranteed sums of PLN 24,5m due to bankruptcy of Spółdzielczy Bank Rzemiosła i Rolnictwa z Wolomina and to the fund for distressed residential borrowers of PLN 3.2m.

- The Group results for 4Q 2015 is distorted by additional charges, i.e. fee for FOSP (Fund for Guaranteed Deposits) 24,5m, and FWK (Fund supporting credit loans) 3.2m, cost of reorganisation provision 6m. Excluding the above mentioned charges the net income of the Group for 2015 would be 339,5m, i.e. increase by 41% in comparison to 2014. Adjusted 4Q 2015 net profit would be 109,2 m compared to 68,5 m for 3Q 2015 (i.e. increase by 59%)

- In 4Q 2015 the Group noted another quarter with an increase in Net interest income which results from a growing loan portfolio, leasing and factoring portfolios as well as from a significant decrease in finance costs of the Group.

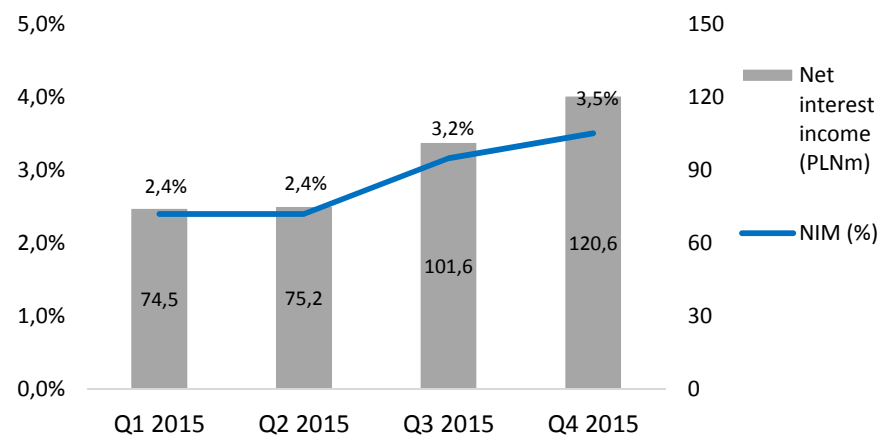
Decomposition of the Group's net results for 4Q 2015r.



* excluding additional obligatory contributions to the fund for the protection of guaranteed sums of PLN 24,5m due to bankruptcy of Spółdzielczy Bank Rzemiosła i Rolnictwa z Wolomina and to the fund for distressed residential borrowers of PLN 3.2m.

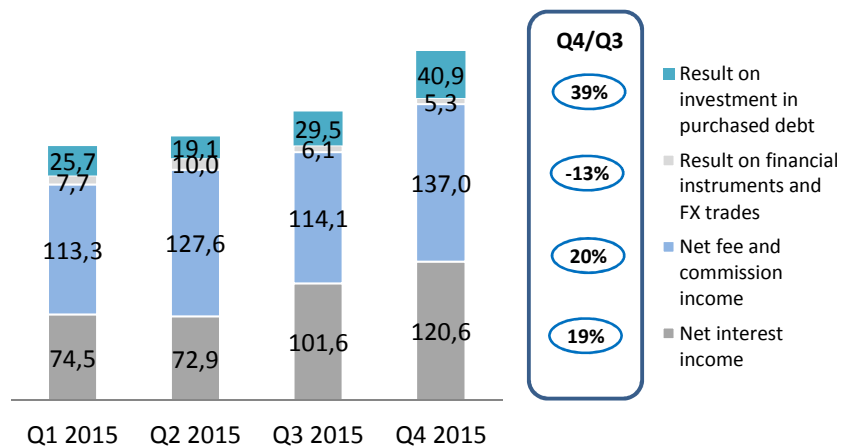
Stable growth of net interest income as a main driver of increasing Group's net income for 2015

Net interest income and NIM

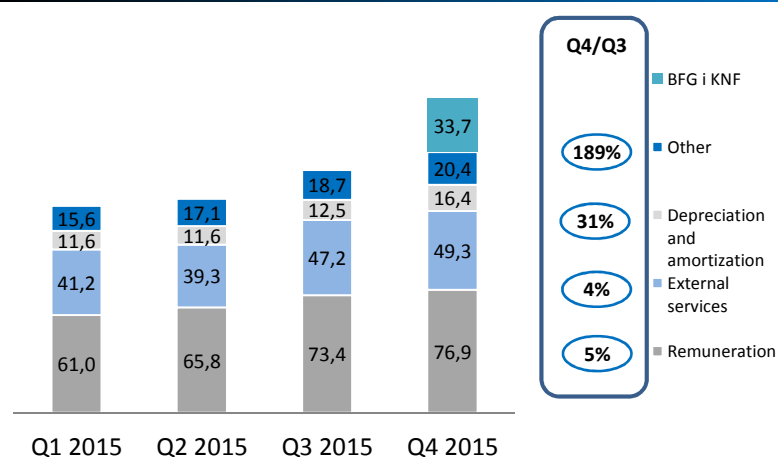


- In Q4 2015 the Group has maintained the positive, increasing trend of net interest income and NIM. This growth reflects effective efforts of the Group in reducing finance costs as well as an increase of profitability of loan, leasing and factoring portfolio.
- Increase in general administrative costs in Q4 2015 by 44,7m (22%) comparing to Q3 2015 resulted mainly from additional charges imposed by Banking Guarantee Fund (BFG) – 24,5 m Fund for Distressed Residential Borrowers – 3,2m and restructuring provision for Idea Expert reorganisation - 6m. Excluding abovementioned additional costs the level of general administrative costs would be at the level of Q3 2015.

Structure of the Group's Total Income



Structure of the Group's general administrative costs



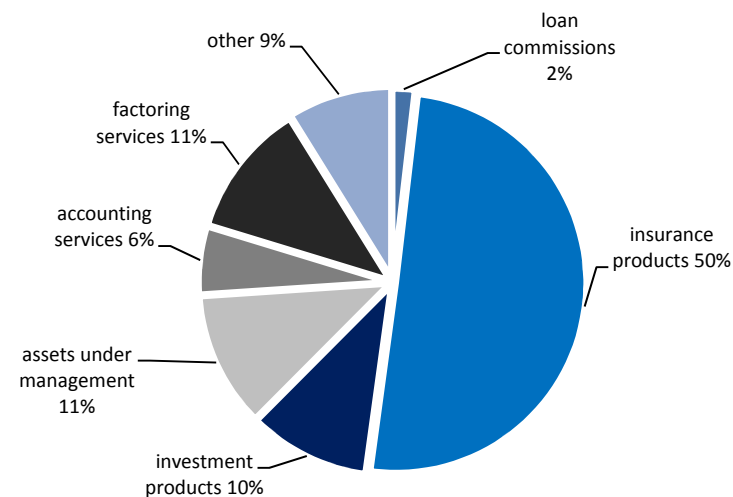
Growth of diversified commission income by 33,8% y/y reflects development of Group in 2015

| Fee and commission income | 4Q 2015 YTD | 4Q 2014 YTD | Change % | Q4 2015 | Q3 2015 | Change q/q % |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| loan commissions | 20,4 | 16,2 | 25,5% | 3,2 | 5,5 | -42,4% |
| intermediation in sale of: | 354,8 | 330,2 | 7,4% | 114,8 | 92,1 | 24,6% |
| - insurance products | 263,9 | 194,0 | 36,0% | 87,0 | 71,7 | 21,4% |
| - investment products | 67,0 | 79,1 | -15,3% | 17,8 | 17,0 | 4,7% |
| - loans and other | 24,0 | 57,1 | -58,1% | 9,9 | 3,4 | 191,0% |
| assets under management | 83,8 | 7,4 | 1026,6% | 19,9 | 20,4 | -2,4% |
| accounting services | 34,6 | 28,4 | 21,5% | 9,9 | 8,3 | 19,5% |
| factoring services | 72,1 | 23,9 | 201,2% | 19,8 | 22,5 | -11,7% |
| other | 26,2 | 36,0 | -27,3% | 5,4 | 2,5 | 114,2% |
| TOTAL | 591,8 | 442,3 | 33,8% | 172,9 | 151,3 | 14,3% |

Comment :

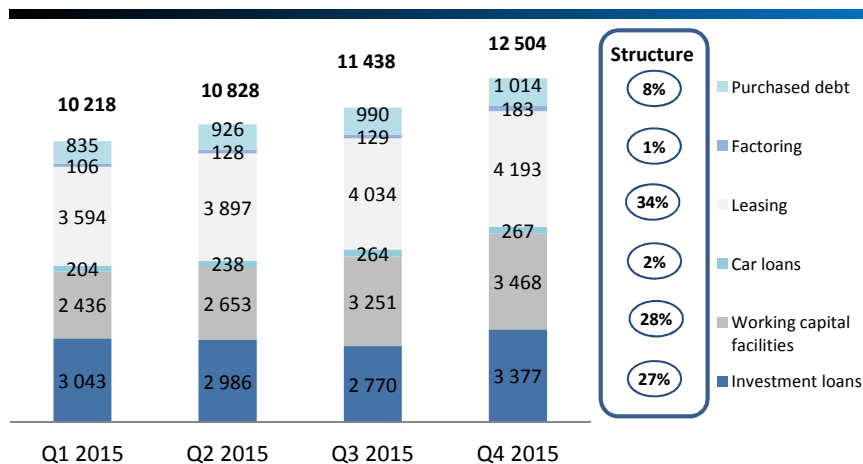
- ❖ In 2015 Group has undertaken number of actions focus on a growth of the Group's business in each segment of activities. Those actions resulted in increase in the level of commission income as well as gave opportunity for diversification of sources of commission income
- ❖ In the structure of commission income the most significant contribution has the following: asset management, factoring,

Structure of the Net fee and commission income



Stable level of NPL level and continuous building of loan and leasing portfolio

Loan and lease portfolio

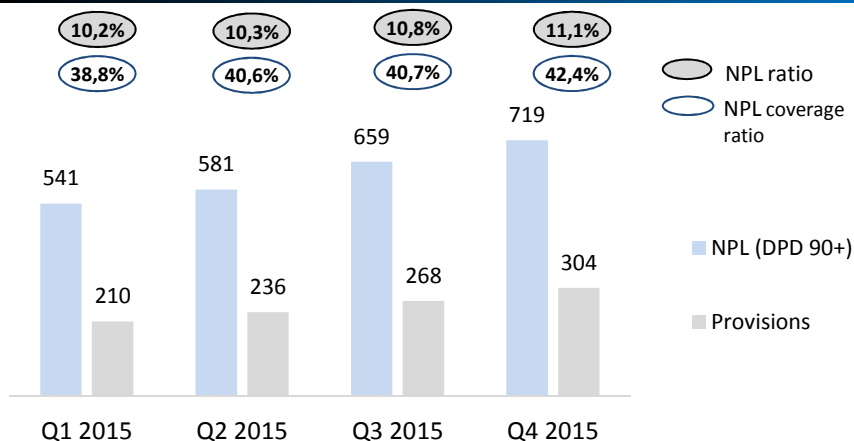


Loan portfolio quality

| Bilans | 4Q 2015 | | | | 3Q 2015 | | |
|----------------------------------|---------------------------|---------------------------|---------------------------|----------------------------|-------------------------------------|----------------------------|-------------------------------------|
| | % share in loan portfolio | Avg. LTV (%) ⁴ | Avg. maturity (in months) | NPL ¹ ratio (%) | NPL ¹ coverage ratio (%) | NPL ¹ ratio (%) | NPL ¹ coverage ratio (%) |
| investment loans | 27% | 59% | 129 | 10,5% | 14,2% | 11,0% | 11,7% |
| working capital facilities | 28% | n/a ³ | 63 | 11,9% | 67,4% | 10,6% | 69,7% |
| car loans | 2% | 87% | 59 | 10,8% | 71,9% | 10,8% | 69,0% |
| leasing receivables ² | 34% | 93% | 48 | 5,7% | 81,3% | 6,0% | 75,5% |
| factoring receivables | 1% | 40% | 2 | 5,6% | 28,3% | 6,4% | 27,7% |
| Purchased debt | 8% | n/a | n/a | n/a | n/a | n/a | n/a |
| Total | 100,0% | 77,5% | 76 | 8,9% | 56,6% | 8,8% | 54,7% |

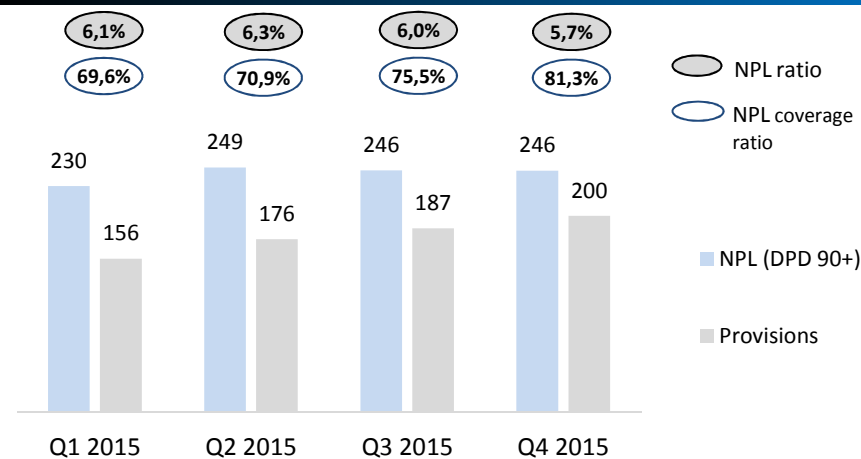
1) according to DPD 90+, 2) including lease loans, 3) 44,5% of working capital facilities are secured by PLD guarantee (PLD guarantee covers up to 60% of loan exposure), 4) refers to secured loans only

NPL Loans*



*DPD90+ according to outstanding debt balance

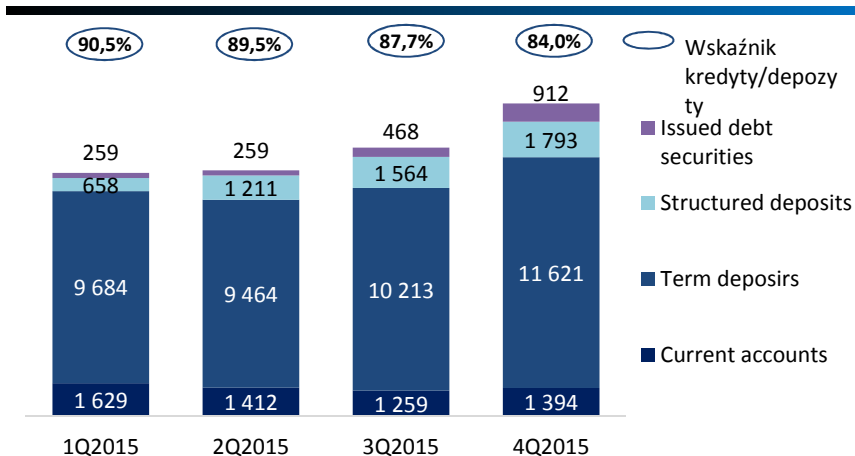
NPL Leasing*



*DPD90+ according to outstanding debt balance

Strong liquidity position and stable capital adequacy ratio

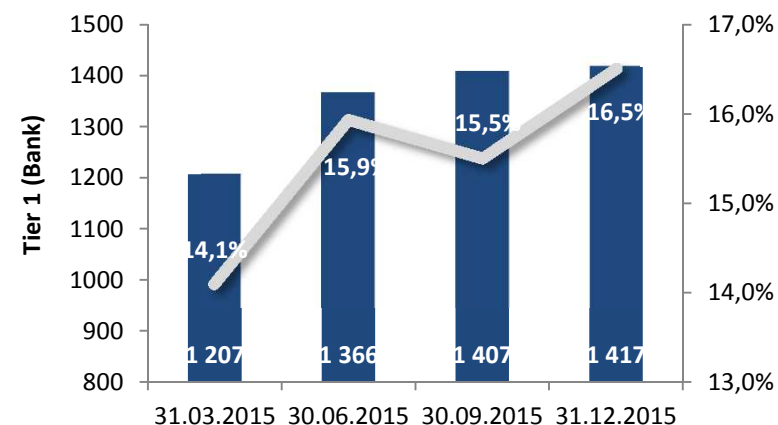
Financing structure



| Deposits structure by duration | 31.12.2015 | 30.09.2015 | 31.12.2014 |
|--------------------------------|------------|------------|------------|
| under 3 months | 10,3% | 6,2% | 4,7% |
| 3-6 months | 37,3% | 45,4% | 62,3% |
| 6-12 months | 28,5% | 25,4% | 8,5% |
| Over 1 year | 23,9% | 23,0% | 24,5% |

- In December 2015 the Bank received approval of Financial Supervision Commission to include Debt Securities amounting to 165m in calculation of capital adequacy ratio which results in strengthening of capital position.
- The Bank constantly lowers its financing costs. Average cost of financing decreased from to 1.47 % over WIBOR in 2014 to 0,8 % at the end of 2015.
- The policy of lengthening the deposits' tenors continues. On 31 December 2015 the result of the policy was that over 52% of deposit balance had the maturity of over 1 year (that is 19 p.p. more than on 31.12.2014).

Bank: Tier 1 capital ratio



| | 31.03.2015 | 30.06.2015 | 30.09.2015 | 31.12.2015 |
|-----|------------|------------|------------|------------|
| RWA | 9 226 | 9 900 | 10 393 | 9 436 |

Bank's and Group's ratios comparison

| Capital adequacy | | 31.12.2015 | 31.12.2014 |
|------------------|--------|------------|------------|
| | CAR | 16,5% | 13,5% |
| | TIER 1 | 14,1% | 13,5% |
| Idea Bank Group | CAR | 14,9% | n/a * |
| | TIER 1 | 11,1% | |

* Consolidated ratios are calculated from March 2015

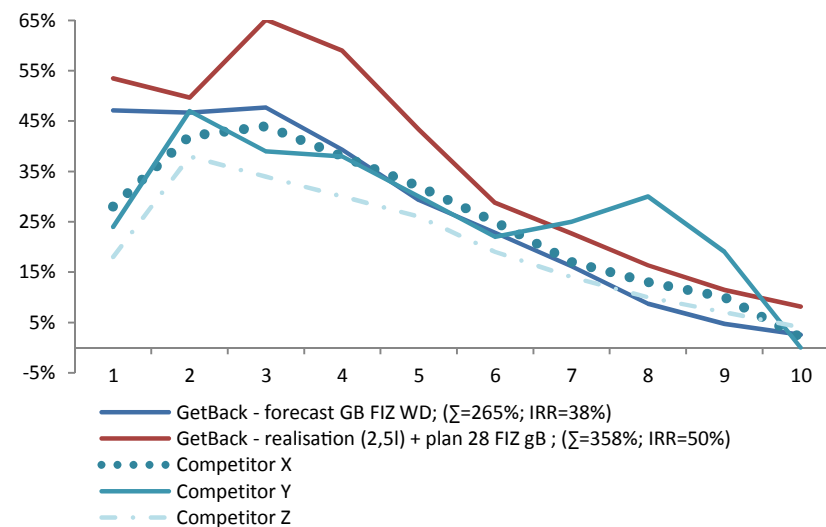
Another quarter of a good results and increase in managed portfolios by over 3 bn

| Income statement | 4Q 2015 | 3Q 2015 | change % | 4Q YTD |
|---|-------------|-------------|-----------|--------------|
| Net interest income | -3,0 | -2,7 | 15% | -10,8 |
| Net fee and commission income | 16,8 | 19,4 | -13% | 79,4 |
| Net other operating results | -0,3 | 1,0 | -127% | 1,9 |
| Recoveries from purchased debt, including: | 53,1 | 28,8 | 84% | 123,6 |
| General administrative costs | -41,4 | -22,6 | 83% | -95,9 |
| Associate profit accounted with equity method | 2,0 | 3,4 | -42% | 11,7 |
| Income Tax | 6,0 | 5,4 | 11% | 10,4 |
| Net profit | 33,1 | 32,7 | 1% | 120,3 |

| Balance sheet | 31.12.2015 | 31.12.2014 | Zmiana % |
|---|--------------|--------------|---------------|
| Purchased debt | 422,3 | 217,7 | 93,9% |
| Receivables from banks and financial institutions | 51,3 | 16,9 | 204,4% |
| Investment in associates | 77,2 | 65,5 | 17,9% |
| Other assets | 82,6 | 12,6 | 555,9% |
| TOTAL ASSETS | 655,4 | 319,1 | 105,4% |
| Amounts due to banks and financial institutions | 0,0 | 5,1 | -100,0% |
| Liabilities from issuance of debt securities | 253,5 | 127,7 | 98,6% |
| Other liabilities | 215,4 | 120,5 | 78,8% |
| Equity | 469,6 | 253,4 | 85,3% |
| TOTAL EQUITY AND LIABILITIES | 185,8 | 65,7 | 182,7% |

| Debt portfolio (w m PLN) | Nominal value | Purchase value | Debt recovery planned since purchase on 31.12.2015 | Debt recovery since purchase on 30.09.2015 | Plan completion |
|--------------------------|-------------------|------------------|--|--|-----------------|
| Own portfolios | 5 534 815 | 430 589 | 154 613 | 189 680 | 123% |
| Serviced portfolios | 7 790 694 | 1 237 264 | 210 761 | 243 979 | 116% |
| Total | 13 325 509 | 1 667 853 | 365 374 | 433 658 | 119% |

GetBack recovery curve

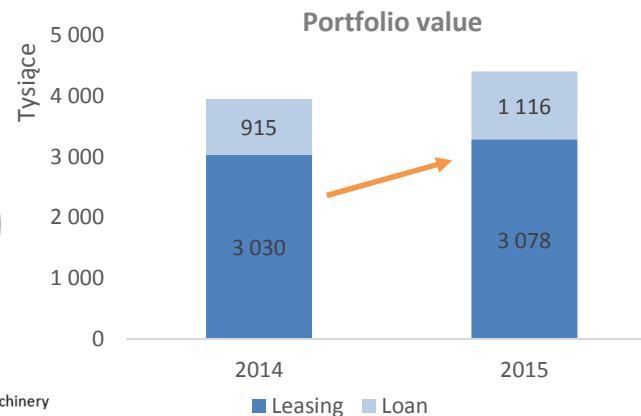
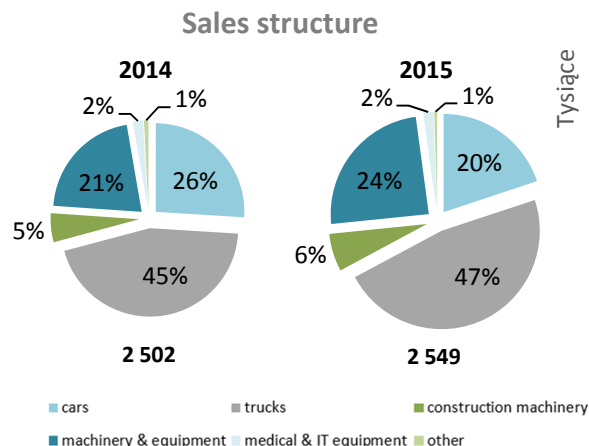


Leasing and factoring segment

Significant contribution to Group results with constant growth in both segments

IdeaLeasing

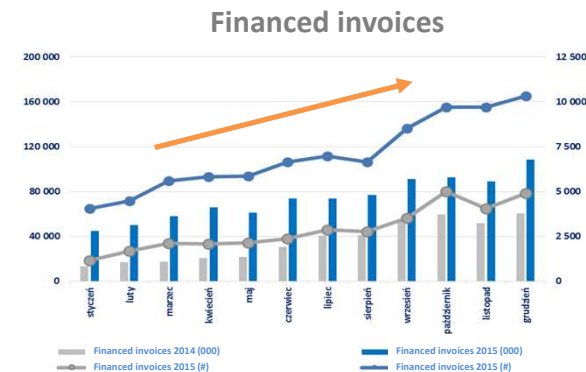
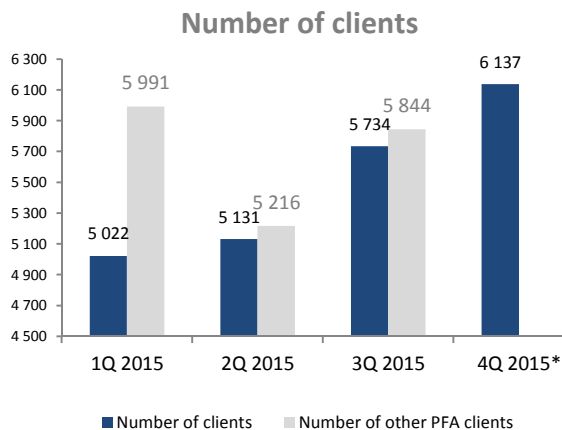
| | |
|------------------------------------|--------------------------|
| ROE = 90,0% | C/I = 53,9% |
| ROA = 3,5% | |
| NII: PLN 59m (+117% vs 2014) | NPL ratio = 5,7% |
| Portfolio value: PLN 4 194m | Net profit: PLN 150m* |



*) including tax benefit of PLN 113,7m from conducting leasing activities through limited partnerships

IdeaMoney

| | |
|-------------------------------------|------------------------|
| ROE = 230,3% | C/I = 35,5% |
| ROA = 8,7% | |
| NF&C: PLN 69m (+116% vs 2014) | NPL ratio = 5,6% |
| Credit line granted: PLN 379m | Net profit: PLN 32m |



*no applicable data for other Polish Factors Association („PFA”) clients for 4Q 2015

Summary of Idea Bank Group 4Q 2015 results

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

Analysis of 4Q 2015 financial results

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

Attachments

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

On September 2015 Idea Bank S.A. Group decided upon selling the GetBack S.A. Group. Taking into account the fact that GetBack S.A. Group was a part of the Idea Bank S.A. Group and in order to ensure better comparability regarding the performance of the Idea Bank S.A. Group in years 2014-2015, the tables presented on pages 17 and 18 of this presentation were prepared on the assumption of full consolidation of the GetBack S.A. Group's results. However the audited consolidated financial report of the Idea Bank S.A. Group presented the performance of GetBack S.A. Group in the discontinued operations line of Profit and Loss Account and in current assets held for sale and as liabilities directly associated with assets classified as held for sale on the Balance Sheet.

| | 01.10.2015 - 31.12.2015 | 01.01.2015 - 31.12.2015 | 01.10.2014 - 31.12.2014 | 01.01.2014 - 31.12.2014 |
|---|----------------------------|----------------------------|----------------------------|----------------------------|
| | PLN thousand | PLN thousand | PLN thousand | PLN thousand |
| I. Interest income | 224 325 | 803 328 | 222 149 | 689 619 |
| II. Interest expenses | -103 734 | -431 442 | -123 192 | -357 472 |
| III. Net interest income | 120 591 | 371 886 | 98 957 | 332 147 |
| IV. Fee and commission income | 173 021 | 591 848 | 133 479 | 442 338 |
| V. Fee and commission expenses | -36 097 | -125 869 | -20 855 | -110 962 |
| VI. Net fee and commission income | 136 924 | 465 979 | 112 624 | 331 376 |
| VII. Result on financial assets at fair value | 4 368 | 23 846 | 4 010 | 17 546 |
| VIII. Result on financial assets | 4 | 4 | 10 | 10 |
| IX. Foreign exchange result | 949 | 5 135 | 1 136 | 4 417 |
| X. Other operating income | 13 458 | 41 977 | 37 082 | 160 825 |
| XI. Other operating expenses | -23 732 | -48 858 | -6 921 | -29 016 |
| XII. Net other operating income | -4 953 | 22 104 | 35 317 | 153 782 |
| XIII. Result on investments in purchased debt | 40 892 | 115 092 | 1 346 | 30 223 |
| XIV. Impairment losses | -53 224 | -163 031 | -34 600 | -102 772 |
| XV. General administrative costs | -196 605 | -611 689 | -150 539 | -482 208 |
| XVI. Result from operating activity | 43 625 | 200 341 | 63 105 | 262 548 |
| XVII. Share in profits (losses) of associates | 1 930 | 11 690 | -12 | -12 |
| XVIII. Profit (loss) before income tax | 45 555 | 212 031 | 63 093 | 262 536 |
| XIX. Income tax | 36 334 | 100 186 | -8 461 | -21 192 |
| XX. Net profit (loss) | 81 889 | 312 217 | 54 632 | 241 344 |
| 1. Attributable to shareholders of parent company | 81 788 | 312 116 | 54 616 | 241 255 |
| 2. Attributable to non-controlling shareholders | 101 | 101 | 16 | 89 |

Balance Sheet - Idea Bank Group



| | 31.12.2015 | 31.12.2014 |
|--|-------------------|-------------------|
| | PLN thousand | PLN thousand |
| ASSETS | | |
| Cash and balances with Central Bank | 600 274 | 436 456 |
| Receivables from banks and financial institutions | 313 239 | 510 983 |
| Financial assets held for trading | 505 | 684 |
| Derivative hedging instruments | 38 923 | 24 995 |
| Derivative financial instrument at fair value through profit or loss | 0 | 358 095 |
| Amounts due from clients: | 9 394 524 | 6 844 760 |
| Finance lease receivables | 3 074 658 | 2 643 067 |
| Other loans and receivables | 59 340 | 57 580 |
| Available-for-sale financial assets | 2 894 763 | 2 138 017 |
| Intangible assets | 163 673 | 65 469 |
| Property, plant and equipment | 889 547 | 906 770 |
| Investment property | 139 130 | 138 800 |
| Investments in associates | 100 780 | 170 557 |
| Fixed assets held for sale | 653 | 589 |
| Income tax assets | 495 550 | 309 893 |
| - Current tax assets | 32 080 | 3 668 |
| - Deferred tax assets | 463 470 | 306 225 |
| Other assets | 691 963 | 457 313 |
| TOTAL ASSETS | 18 857 522 | 15 064 028 |
| LIABILITIES AND EQUITY | | |
| Liabilities | | |
| Amounts due to other banks and financial institutions | 528 807 | 660 257 |
| Derivative hedging instruments | 21 094 | 23 731 |
| Financial liabilities measured at fair value through profit or loss | 1 793 358 | 478 159 |
| Amounts due to clients | 13 017 391 | 10 880 677 |
| Debt securities in issue | 912 400 | 1 055 424 |
| Corporate income tax liabilities | 12 980 | 17 094 |
| Other liabilities | 507 217 | 455 550 |
| Deferred tax liabilities | 0 | 13 039 |
| Provisions | 9 369 | 3 849 |
| TOTAL LIABILITIES | 16 802 616 | 13 587 780 |
| Equity (attributable to shareholders of parent company) | | |
| Share capital | 156 804 | 135 622 |
| Retained earnings | -38 720 | -110 794 |
| Net profit (loss) | 312 145 | 241 255 |
| Other capital | 1 624 640 | 1 210 127 |
| Non-controlling interests | 37 | 38 |
| Total equity | 2 054 906 | 1 476 248 |
| TOTAL LIABILITIES AND EQUITY | 18 857 522 | 15 064 028 |

This presentation (hereinafter referred to as the „Presentation”) was prepared by Idea Bank S.A. (hereinafter referred to as the “Company”) solely for information purposes, and is intended for clients, investors, Company’s shareholders and financial analysts. This Presentation shall not be, in any event, considered as an offer or recommendation to execute any transaction in any case. In particular this Presentation shall not be considered as a proposal to acquire securities, an offer, invitation or solicitation to make any offer to buy or subscribe for, to invest or to execute transaction regarding these securities or as a recommendation or advice to conclude any transaction, in particular involving the securities of the Company or any of its subsidiaries or any other securities in the United States of America or in any other jurisdiction. The information contained in this Presentation is based on publicly available and reliable sources, however the Company cannot guarantee that this information is full and complete.. The Company cannot be held liable for the consequences of any decisions based on any information included in this Presentation. The information contained in this Presentation have not been subject to independent verification and may at any time be a subject to change or modification. As a rule, the Company is not required to publicly update or modify information, data or statements contained in this Presentation in the event of change in the strategy or intentions of the Company or occurrence of unforeseen facts or circumstances which will have an impact on the strategy or intentions of the Company, unless such an obligation is stipulated by law.

The information contained in this Presentation may not be, in any case, interpreted as a forecast or as an express or implied statement or assurance made by the Company or persons acting on its behalf. Furthermore, neither the Company nor persons acting on its behalf may be held liable, in any way whatsoever, for any loss or damage that may arise in connection with use of this Presentation or any content of this Presentation or that may arise in any other way in connection with the information contained in this Presentation or on any other basis related to this Presentation.

The publication by the Company of the figures contained in this Presentation is not a breach of the regulations applicable to companies which shares are traded on a regulated market, in particular on a regulated market maintained by the Warsaw Stock Exchange in Warsaw. The information provided in this Presentation has already been disclosed in current or periodic reports published by the Company, or constitutes an addition to those reports, and its publication does not require the Company to fulfill the obligation to provide information as imposed on the Company as a public company. Please note that the only reliable source of information on the situation of the Company, its forecasts, events regarding the Company, its financial results and indicators is the current and periodic reports published by the Company as part of its obligation to provide information.

The Company is solely entitled to the rights regarding the entire Presentation. The Presentation is subject to protection resulting from the provisions of law.

The financial and sales data provided in this Presentation have been rounded to PLN million and have been presented with an accuracy to one decimal place. This Presentation is not directed to, or intended for distribution to or on the territory of any country where such publication or distribution of the information contained in this Presentation is subject to restrictions or is forbidden by law.



Adam Wiśniewski

IR Manager

adam.wisniewski@ideabank.pl

+48 663 020 928