

MORTGAGE LENDING IN POLAND 2010-2012



SAMPLE

by Intelace Research
March 2010

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SAMPLE

SMALL DWELLINGS DOMINATE ON THE MARKET

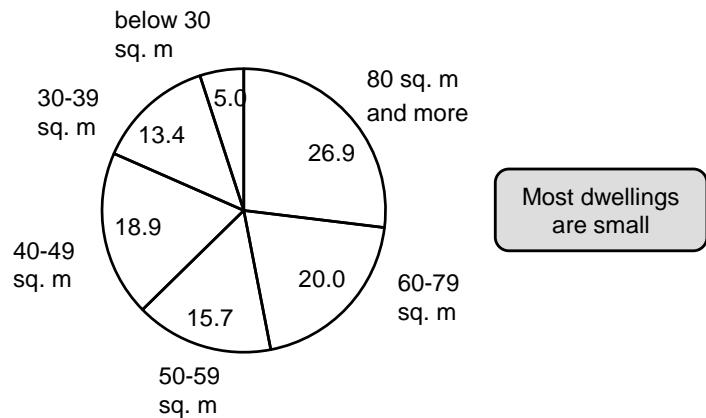
2002 CENSUS

Inhabited dwellings structure*

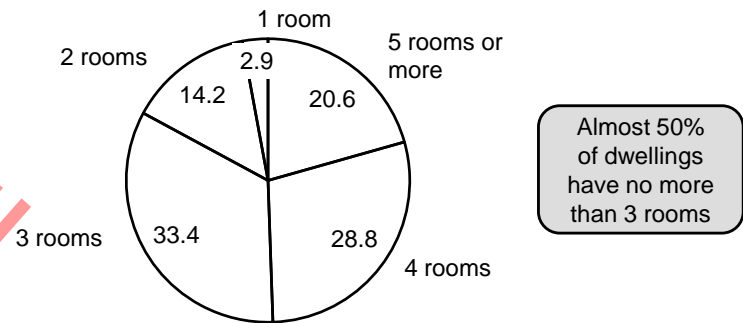
in percent, 100% = 11.6 million

By floor space

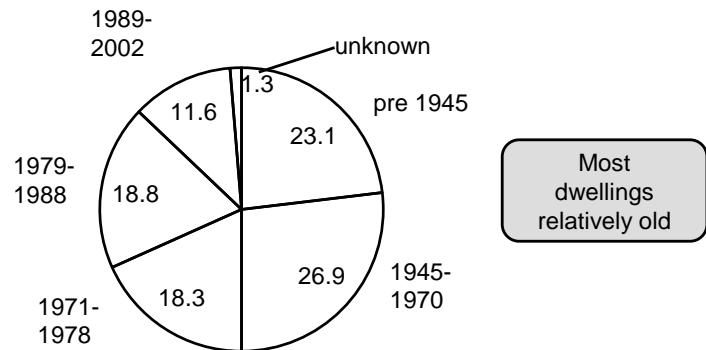
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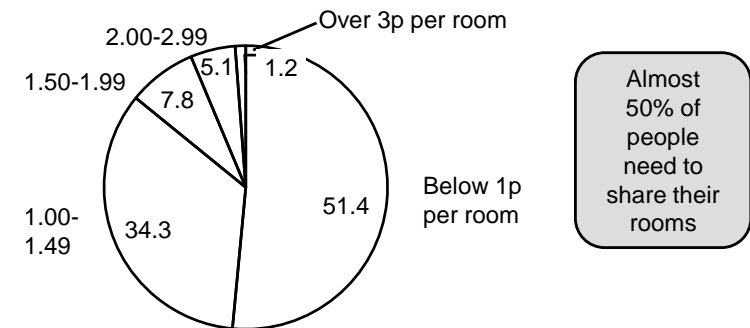
By the average number of rooms



By the year of construction



By the average number of people per one room

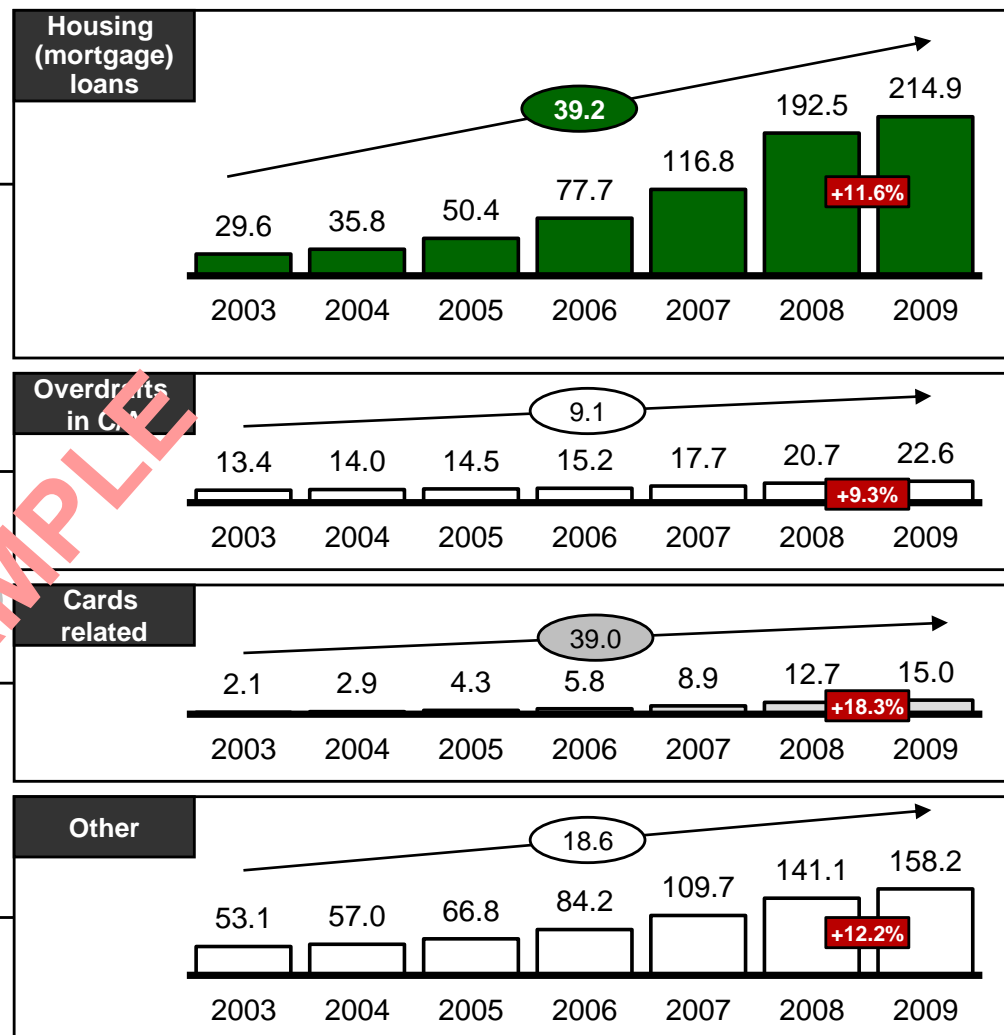
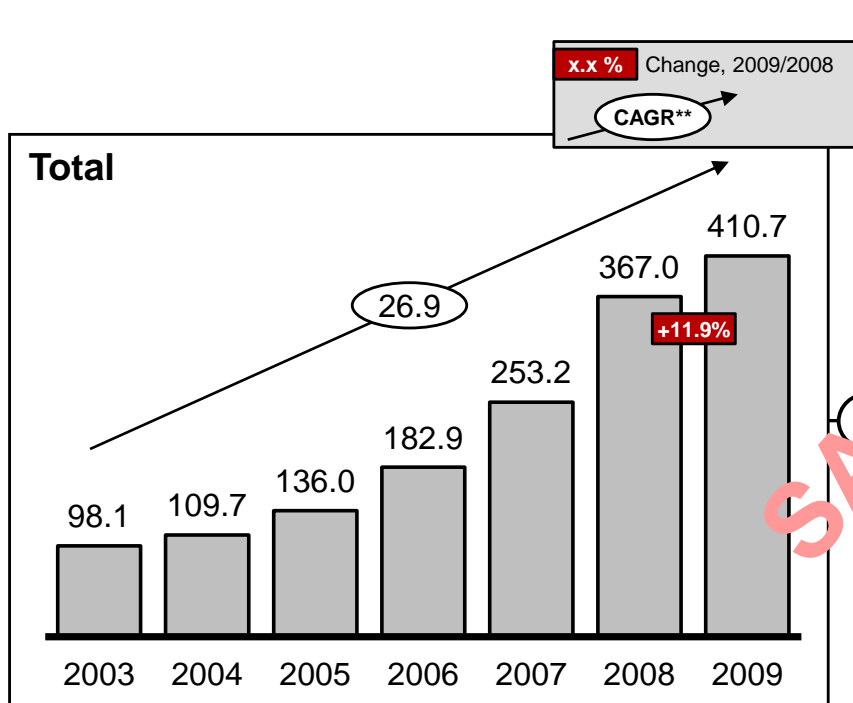


* Data based on the 2002 Census

Source: GUS, Intelace Research

MORTGAGE AND CARD RELATED DEBT KEEP GROWING QUICKLY

Total lending to households* by loan type, (outstanding value), 2003-2009
 PLN billion



Mortgage Lending in Poland, 2010-2012

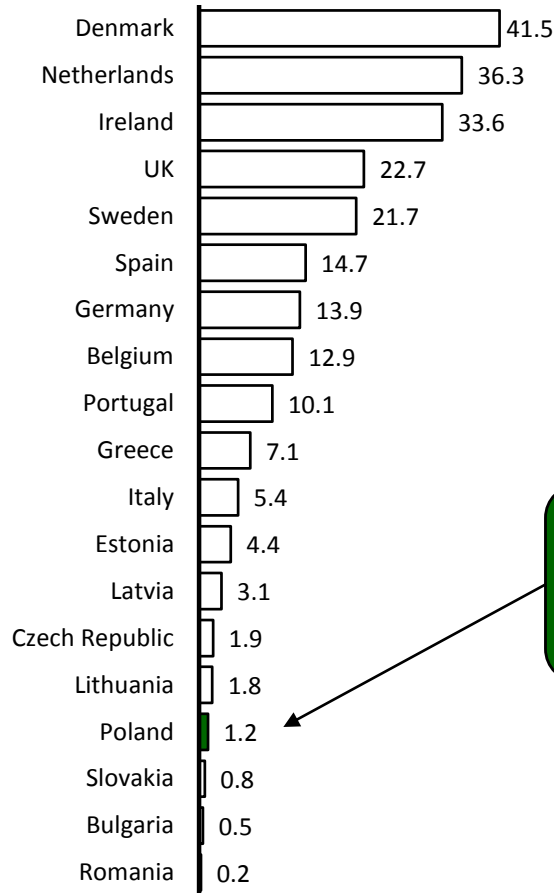
* Including individual entrepreneurs and farmers

** Compound Annual Growth Rate (in percent)

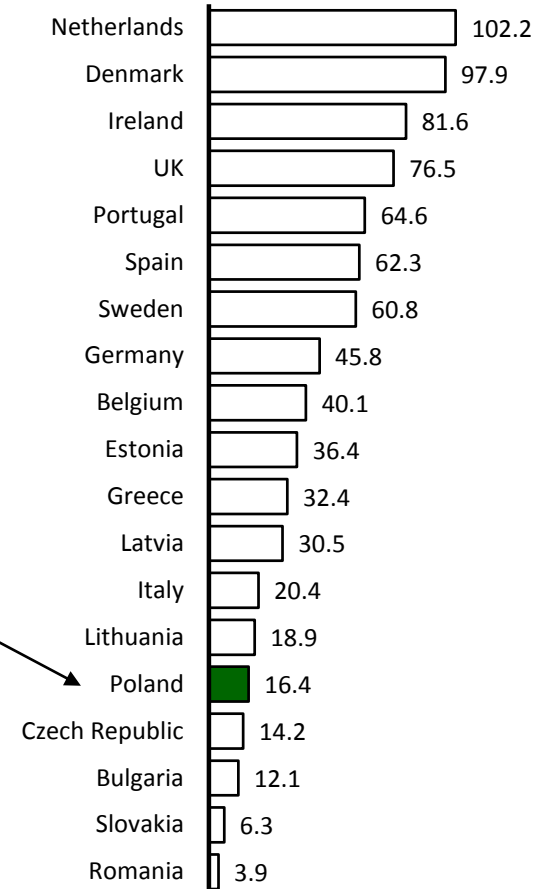
Source: NBP, Intelace Research

IF COMPARED TO MOST OF OTHER EU COUNTRIES, MORTGAGE PENETRATION BENCHMARKS IN POLAND ARE STILL LOW

Residential mortgage debt per capita, 1H2009
In thousand EUR



Residential mortgage debt/GDP ratio, 1H2009
In percent



Despite quick growth during past years, mortgage penetration benchmarks are still quite low in Poland

NOTE ON METHODOLOGY

FX rates:

- As a general rule all “end of year” balances like: assets, deposits, loans and similar volumes have been converted from the local currency into Euro using **end of year** exchange rate
- All results achieved during a period of time like: profits, revenues, new sales etc. have been converted from the local currency into Euro using **average** exchange rate
- Exchange rates used in the report:

EUR / PLN	2003	2004	2005	2006	2007	2008	2009
End of year	4.72	4.08	3.86	3.83	3.58	4.17	4.11
Average	4.40	4.53	4.03	3.90	3.78	3.52	4.33

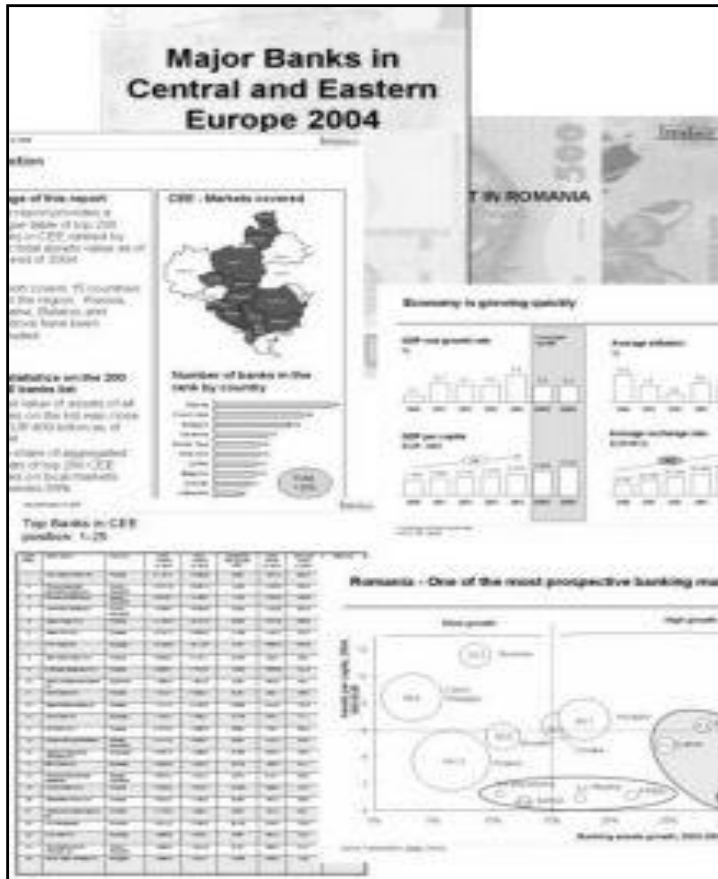
Estimates and Forecasts:

- In some cases, recent or verified data was not available. Therefore, necessary short-term estimations have been done to fill the gaps. Estimates are always indicated with the letter “E”
- When preparing forecasts/estimates we have built models using latest observed trends, available forecasts of main economic indicators, seasonal changes observed in the past and other specific factors considered important

Multiple sources:

- In some cases multiple sources of similar data exist. In this situation we always try to select the most appropriate one /in our view/. The source is indicated in the footer area of each slide. Nevertheless in specific cases, before interpreting the data it is recommended to get understanding of the methodology

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- September 2009 - Banking Market in the Baltics'09
- September 2009 - Banking Market in Ukraine '09

2010

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and many other ...

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