

BANKING MARKET IN POLAND 2013-2015

CEE BANKING SERIES

SAMPLE



by Inteliace Research
May 2013

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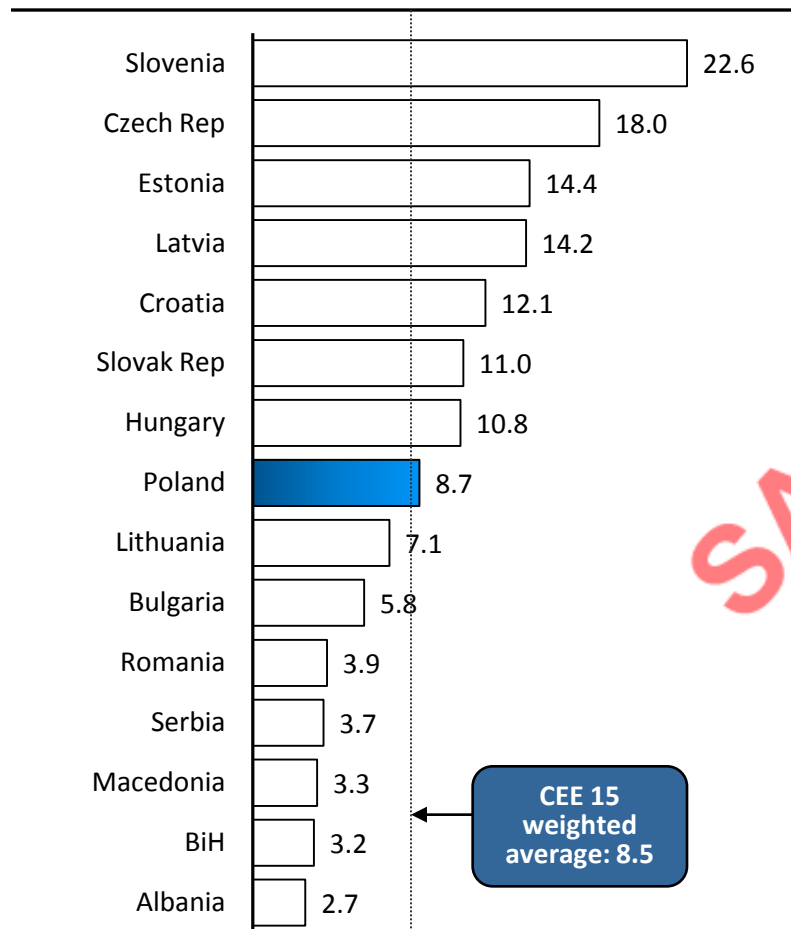
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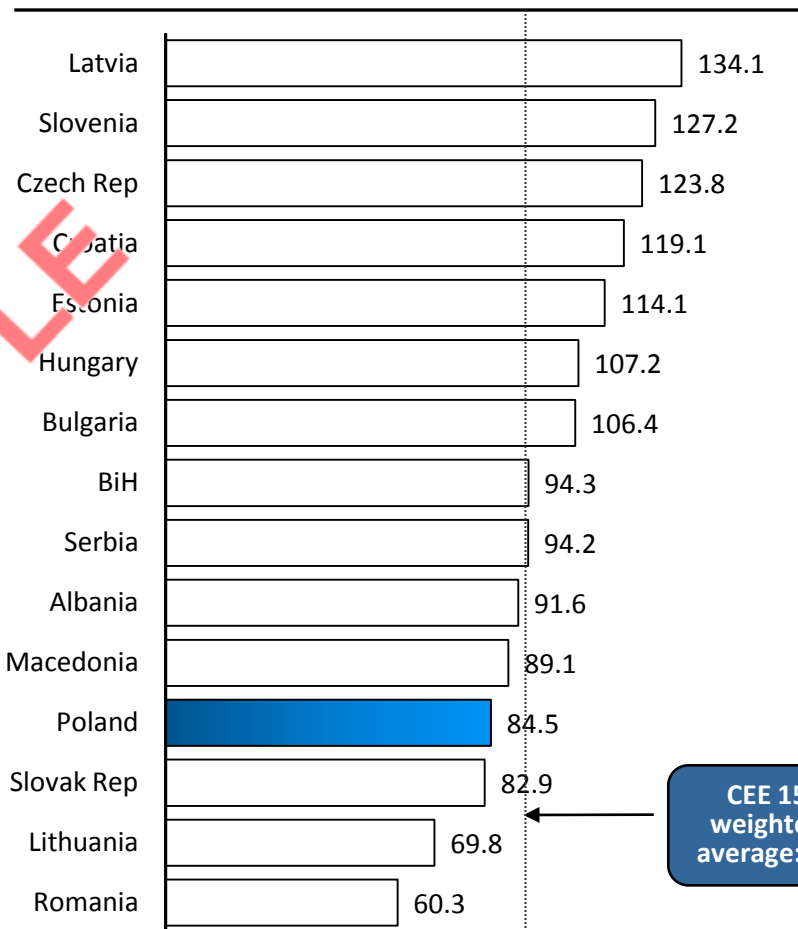
ASSET PENETRATION IN POLAND IS STILL LOW IF COMPARED TO OTHER CEE COUNTRIES

Banking assets/capita, 2012
EUR `000



Banking assets/GDP, 2012
percent

BASED ON PRELIMINARY
2012 DATA

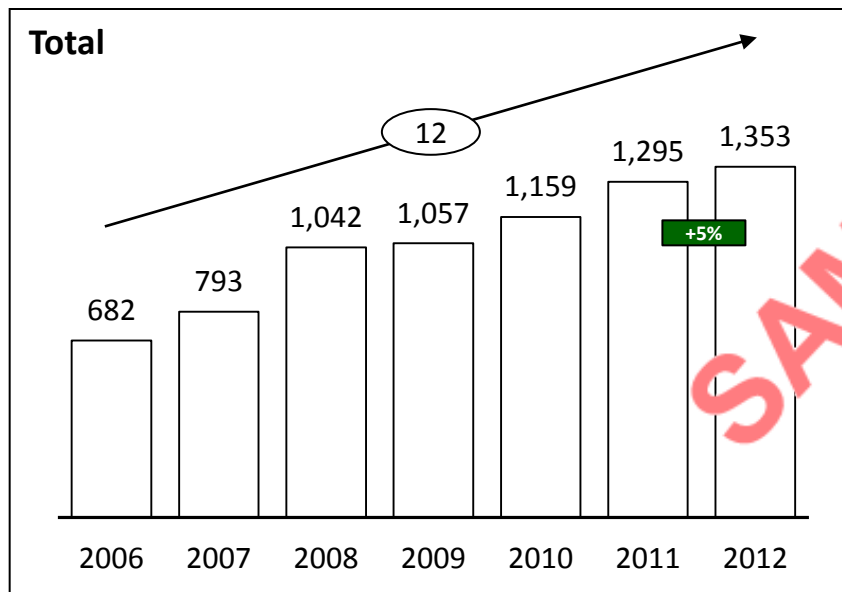


Banking Market in Poland 2013-2015

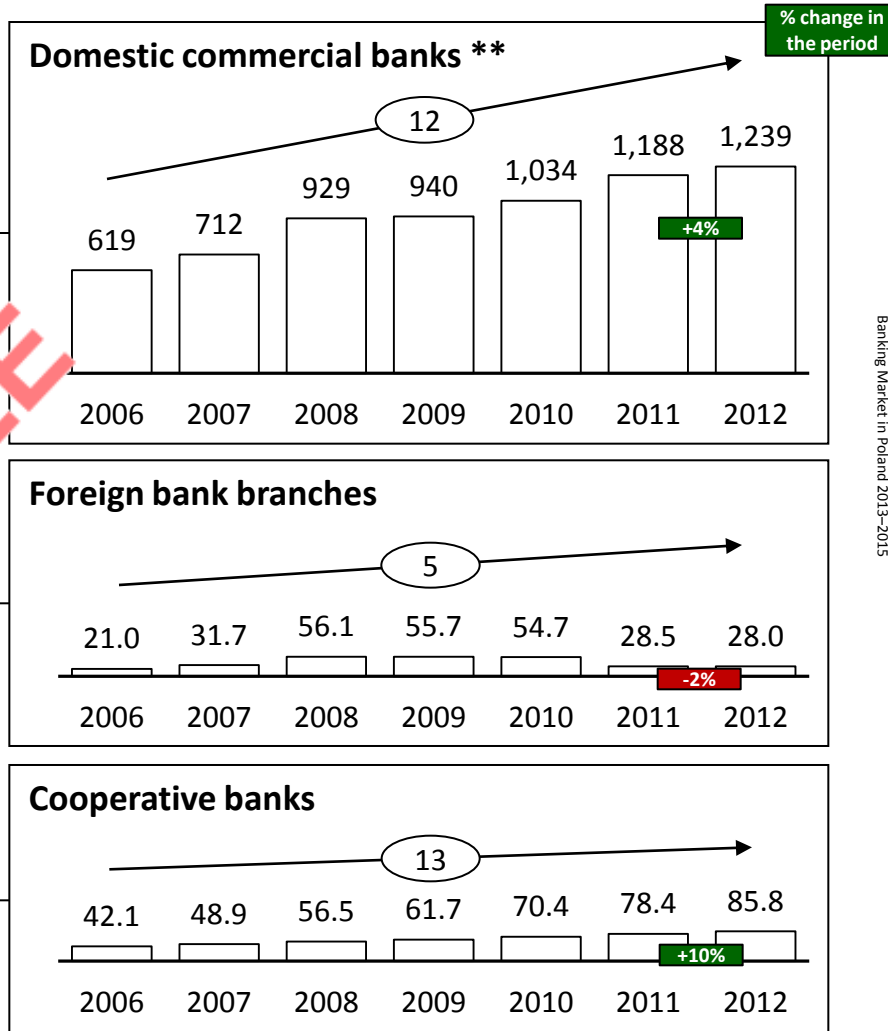
BANKING ASSETS KEEP GROWING WITH EXCEPTION OF ASSETS OF FOREIGN BANK BRANCHES PRESENT IN POLAND

CAGR*

Banking assets by group of banks, 2006-2012
in PLN billion



IN PLN



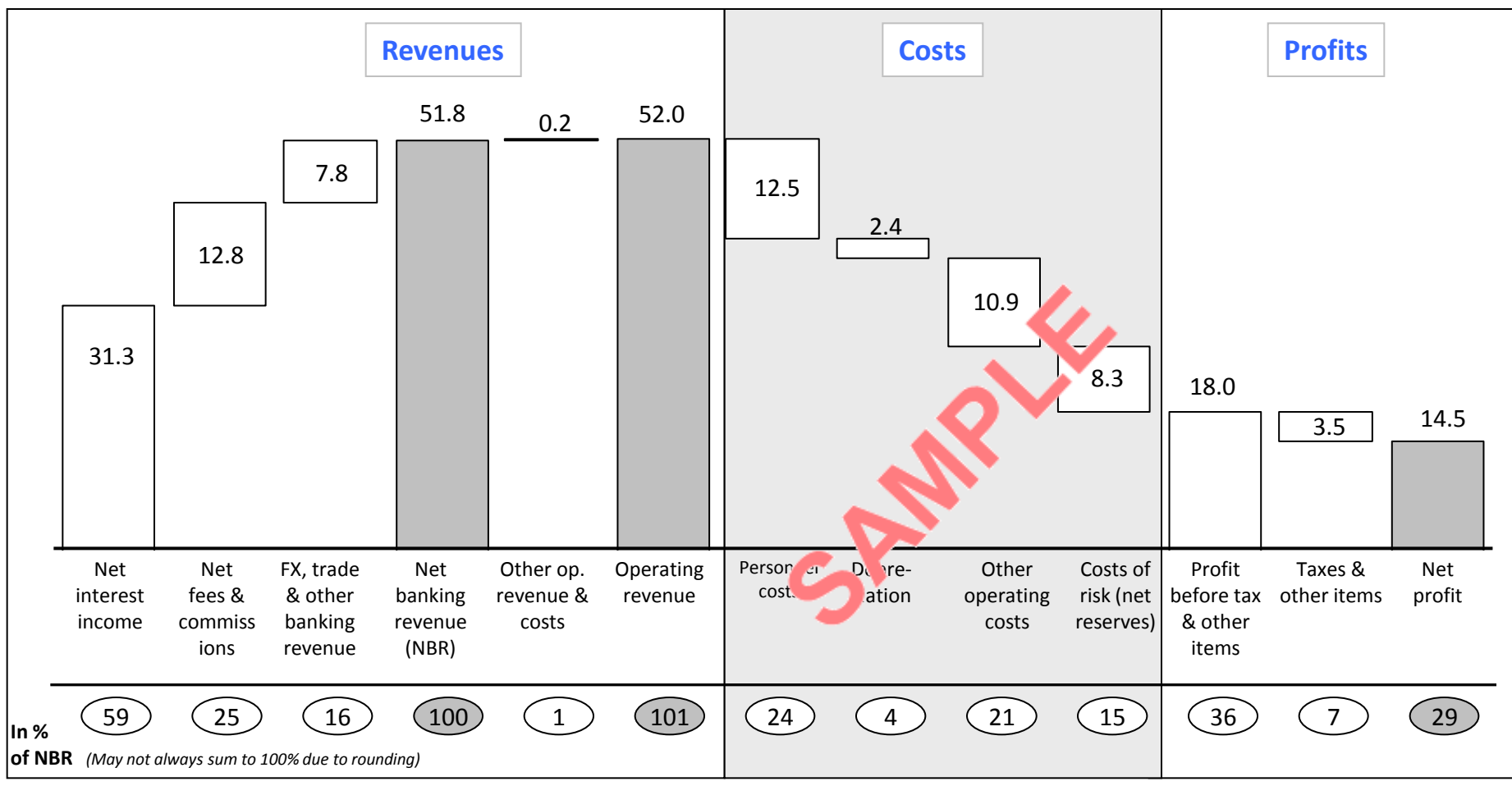
Banking Market in Poland 2013-2015

* Compound Annual Growth Rate
** Bank registered in Poland
Source: NBP, Inteliace Research

IN 2011, BANKS RECORDED 52 BILLION PLN IN TOTAL REVENUES AND EARNED 14.5 BILLION PLN (3.5 BILLION EUR) IN NET PROFITS

Commercial banks - Profit and loss accounts, 2011
 PLN billion

2011 **COMMERCIAL BANKS***

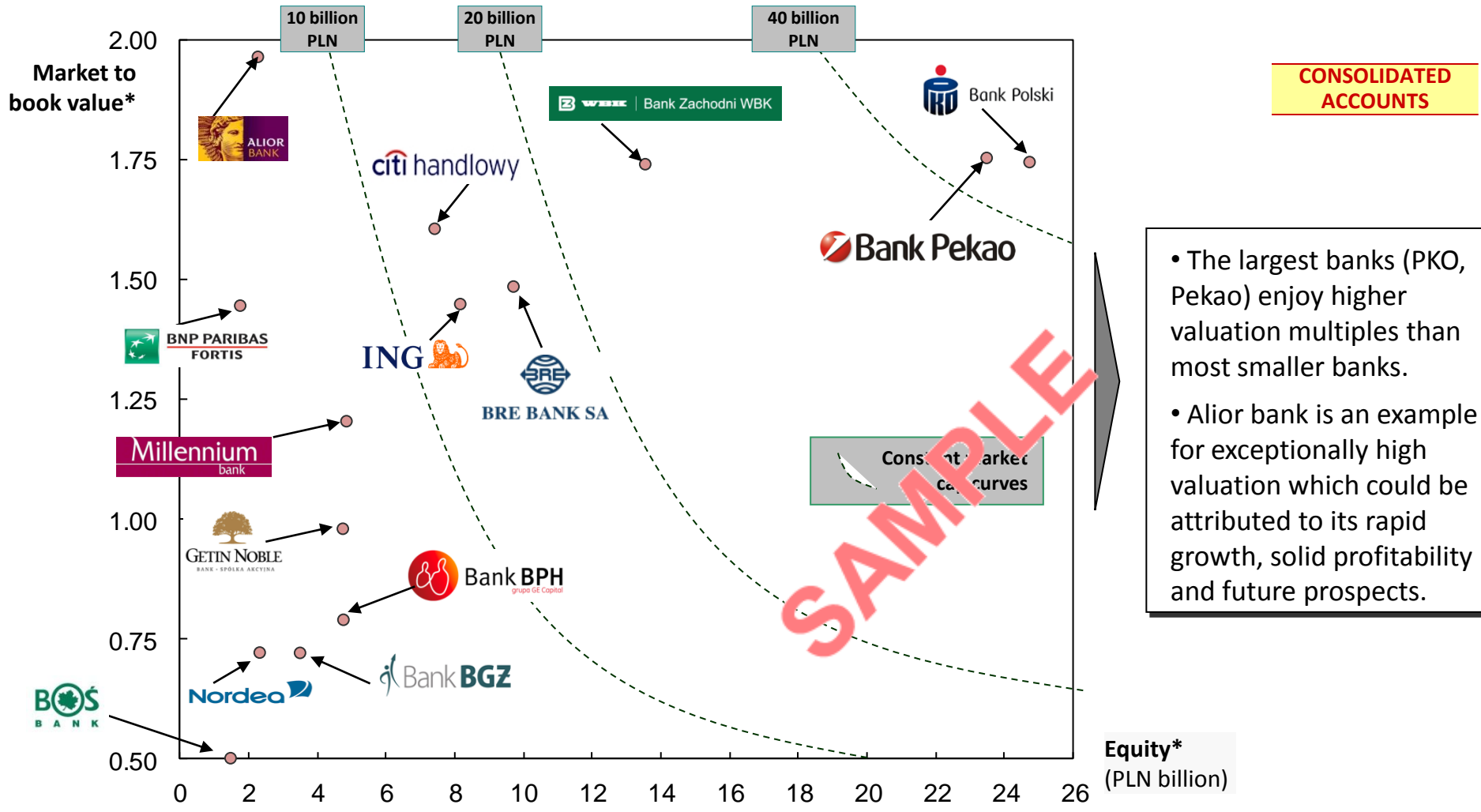


Banking Market in Poland 2013-2015

* Excluding foreign bank branches operating in Poland

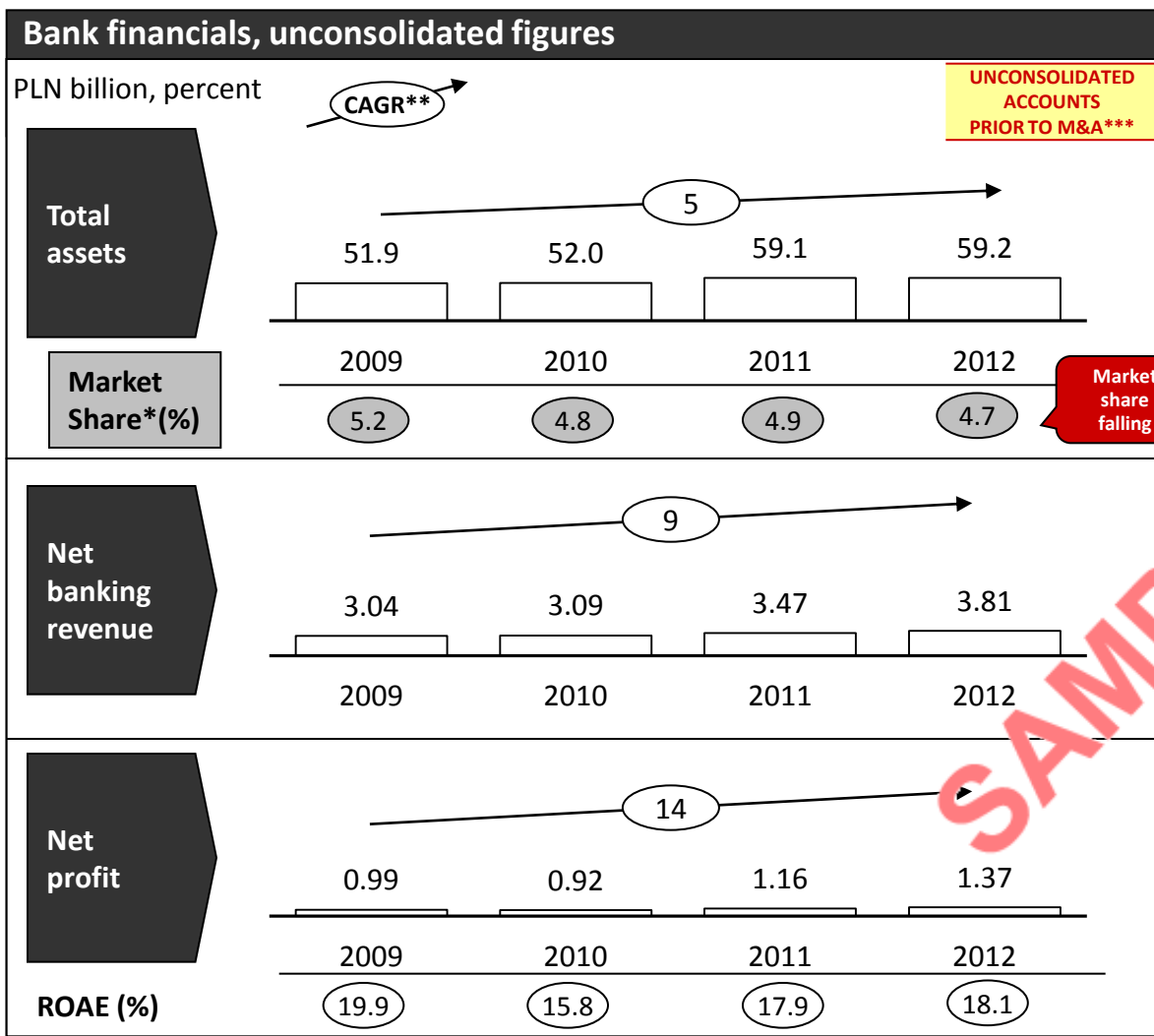
MAJOR BANKS ARE VALUED AT A PREMIUM TO SMALLER BANKS. ALIOR IS AN EXCEPTION, AS IT IS REWARDED FOR RAPID EXPANSION

Strategic control map (March 28, 2013)



Banking Market in Poland 2013-2015

* Based on consolidated results for 2012, ratios as of March 2013
Source: banks, press, Inteliace Research



Recent facts/events

- In 2012, Santander announced reaching an agreement with KBC bank on acquiring Kredyt Bank. BZ WBK merged legally with KB in early 2013. Thanks to this move, BZ WBK will become #3 player in the banking sector in Poland with total assets of almost 100 billion PLN as of Dec. 2012.
- In 2012 BZ WBK announced a biznes plan for the merged bank for the years 2012-2014. Among other, bank wants to retain its number-three position in the market and increase substantially its profitability by 15-20% p.a. over the next four years. Bank assumes significant synergies both on cost and revenue side.
- Since Q4 2012, BZ WBK has been participating in a mobile payments system development in a joint venture with JMD Biedronka – the largest discount stores chain in Poland. For the moment only bank PKO has launched its own mobile payments scheme: IKO, while other banks are closely watching the developments. It is expected that the first viable and large scale mobile payments system will set the standards in the Polish market.

* Share in term of assets
 ** Compound Annual Growth Rate
 *** All financials for BZ WBK only - prior to the merger with Kredyt Bank

About this report

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Our company specializes in value-added research services and tailored business intelligence solutions.

Through our customized research services we help our clients to better understand their customers, competitors and overall market dynamics.

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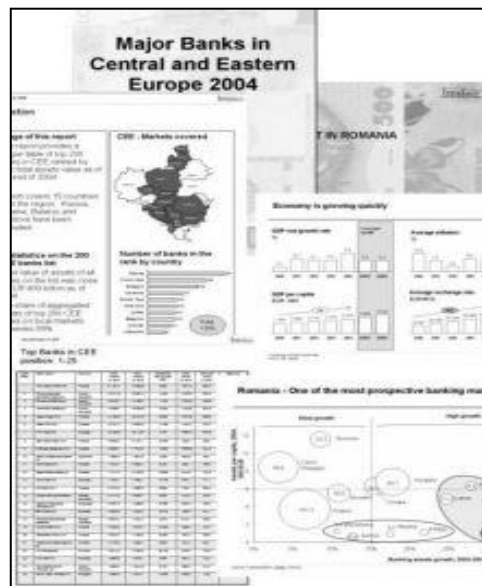
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