

# MORTGAGE LENDING IN POLAND, 2017-2019



by Inteliace Research  
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SAMPLE

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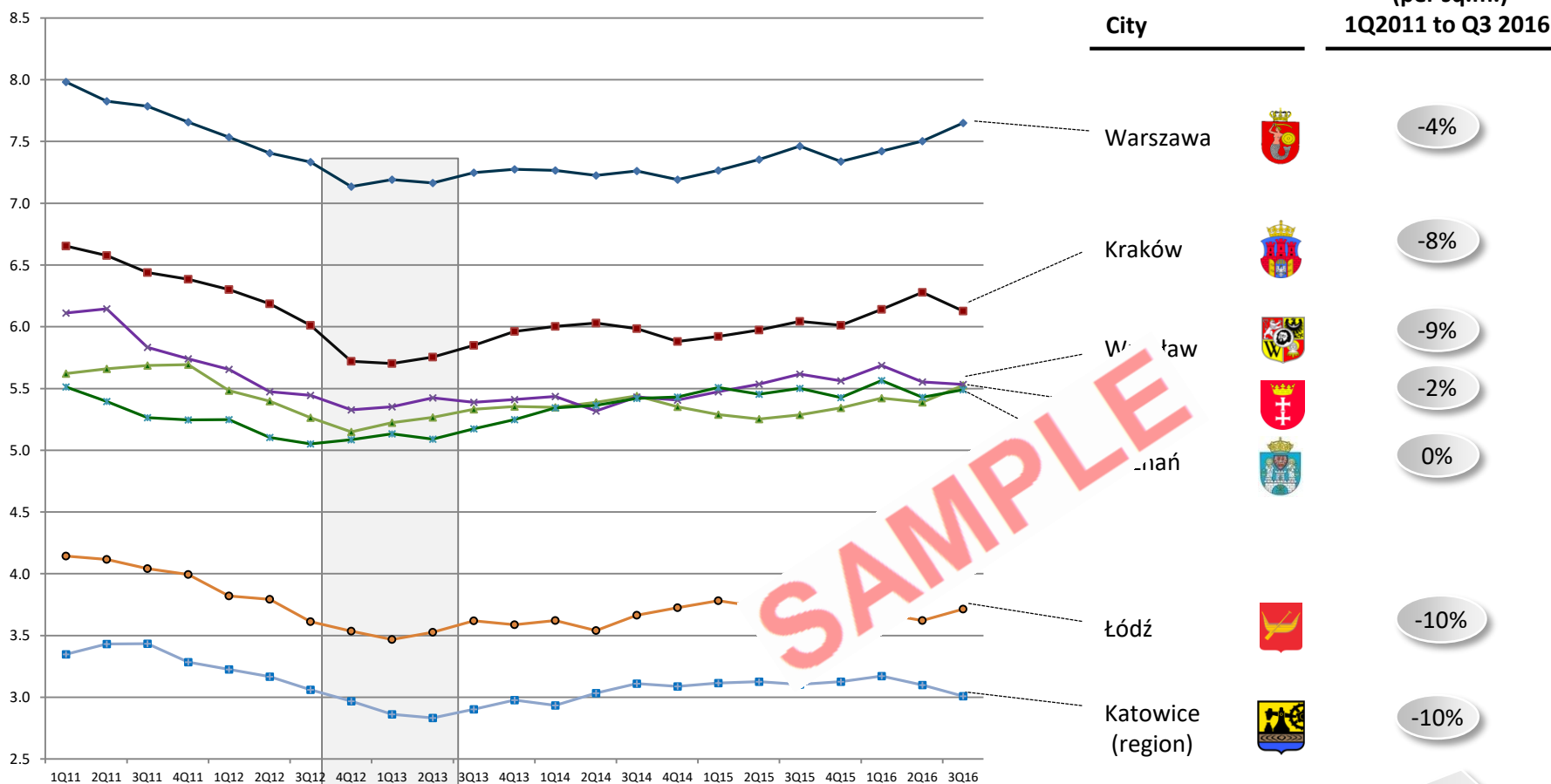
## Methodological notes

## Mortgage Lending in Poland, 2011-2015

# Home prices remain in a slowly advancing trend since 2013

## Average transaction prices of residential real estate (dwellings) in selected cities, 2011-Q3 2016

PLN '000 per square meter



Source: AMRON, Inteliace Research

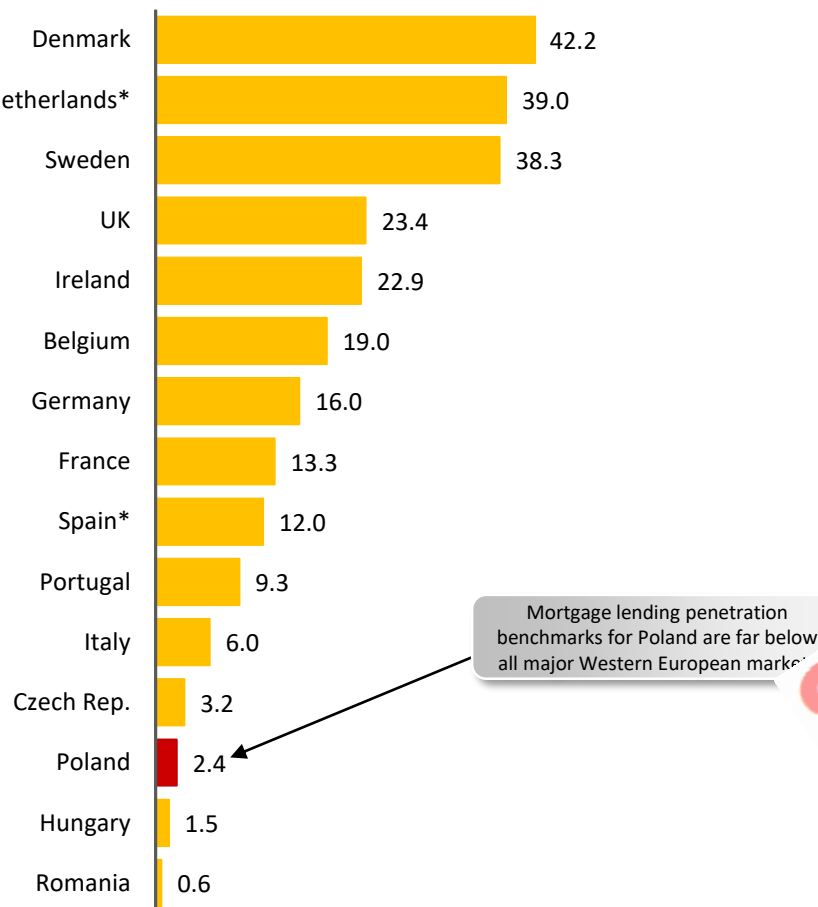
Price bottom reached in most cities in 2012/2013

Prices are still lower today than in Q1 2011 across all regions except Poznań

## Compared to other European countries, mortgage lending penetration benchmarks for Poland are still extremely low

### Residential mortgage debt per capita, Q3 2016

In thousand EUR



### Residential mortgage debt to GDP ratio, Q3 2016

In percent



DATA BY  
EMF-HYPOSTAT

Mortgage lending penetration benchmarks for Poland are far below all major Western European markets

\* Figure as of Q2 2015

Source: EMF- HYPOSTAT, Eurostat, Inteliace Research

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**Our contact details:**

Inteliace Research  
Foksal 17b / 31  
00-372 Warszawa, POLAND

Tel. +48502512178, Fax. +48224086620

email: [info@inteliace.com](mailto:info@inteliace.com)  
website: [www.inteliace.com](http://www.inteliace.com)

EU VAT ID: PL-1230807095  
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## About Inteliace Research

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Inteliace Research is an independent and privately owned research firm based in the heart of Eastern Europe in Warsaw / Poland.

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

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

The lead researcher and founder of Inteliace Research is Marcin Mazurek.

Our contact details:  
Inteliace Research  
Foksal 17b / 31, 00-372 Warszawa, Poland

Tel. +48 50 251 21 78, Fax. +48 22 408 66 20  
mail: [info@inteliace.com](mailto:info@inteliace.com)  
url: [www.inteliace.com](http://www.inteliace.com)

# Notes 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	2008	2009	2010	2011	2012	2013	2014	2015	2016
End of year	4.17	4.11	3.96	4.42	4.09	4.15	4.26	4.26	4.42
Average	3.52	4.33	3.99	4.12	4.19	4.20	4.19	4.18	4.36

## Estimates and Forecasts:

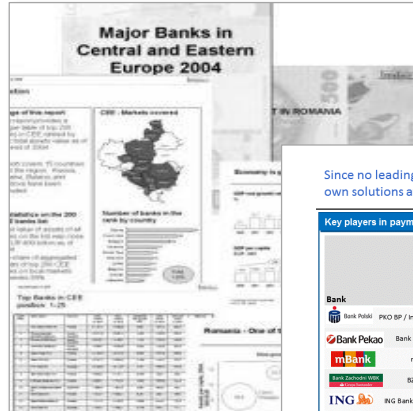
- In some cases, recent or verified data was not available. Therefore, necessary short-term estimations have been done to fill the gaps. Estimates are always indicated with the letter “E”
- When preparing forecasts/estimates we have built models using latest observed trends, available forecasts of main 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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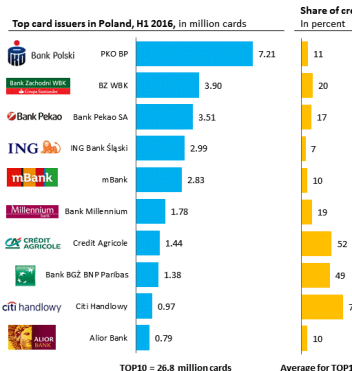
Since no leading market standard has been set yet, banks bet on partnerships and develop own solutions at the same time

**Key players in payment applications/wallets, 2016**

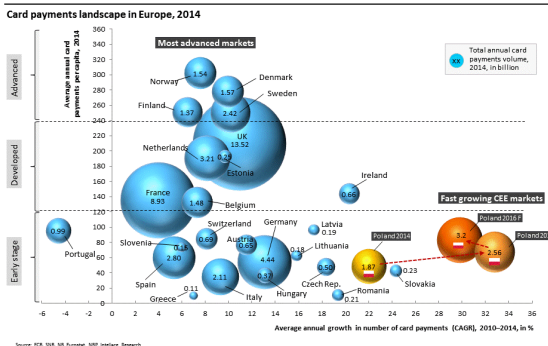
Legend:   
 ✓ available   
 ✗ not available   
 - unavailable but no research in Poland

Bank	Number of retail accounts (ROA) As of Q3 2016 in million	Key payment applications (mobile, wallets, etc.)
Bank Pekao	6.6	Proprietary HCE*, BLIK, Android Pay, MasterPass, Visa Checkout
Bank Pekao	3.8	Proprietary HCE*, BLIK, Android Pay, MasterPass, Visa Checkout
mBank	3.2	Proprietary HCE*, BLIK, Android Pay, MasterPass, Visa Checkout
BZ WBK	3.1	Proprietary HCE*, BLIK, Android Pay, MasterPass, Visa Checkout
ING Bank Śląski	2.6	Proprietary HCE*, BLIK, Android Pay, MasterPass, Visa Checkout

PKO Bank Polski is by far the largest card issuer in Poland



The volume of card payments in Poland is expected to exceed 3 billion in 2016



## Recent Reports:

### 2016

- February - Mortgage Lending in Poland '16
- May - Bank outlets database '16
- May - Banking Market in Poland '16
- June - Insurance Market in Poland '16
- September - Top 200 CEE banks '16
- October - Investment Funds and Asset Mgmt. '15
- November – Payments in Poland '16

and many other ...

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