

MORTGAGE LENDING IN POLAND, 2018-2020



by Inteliace Research
February 2018

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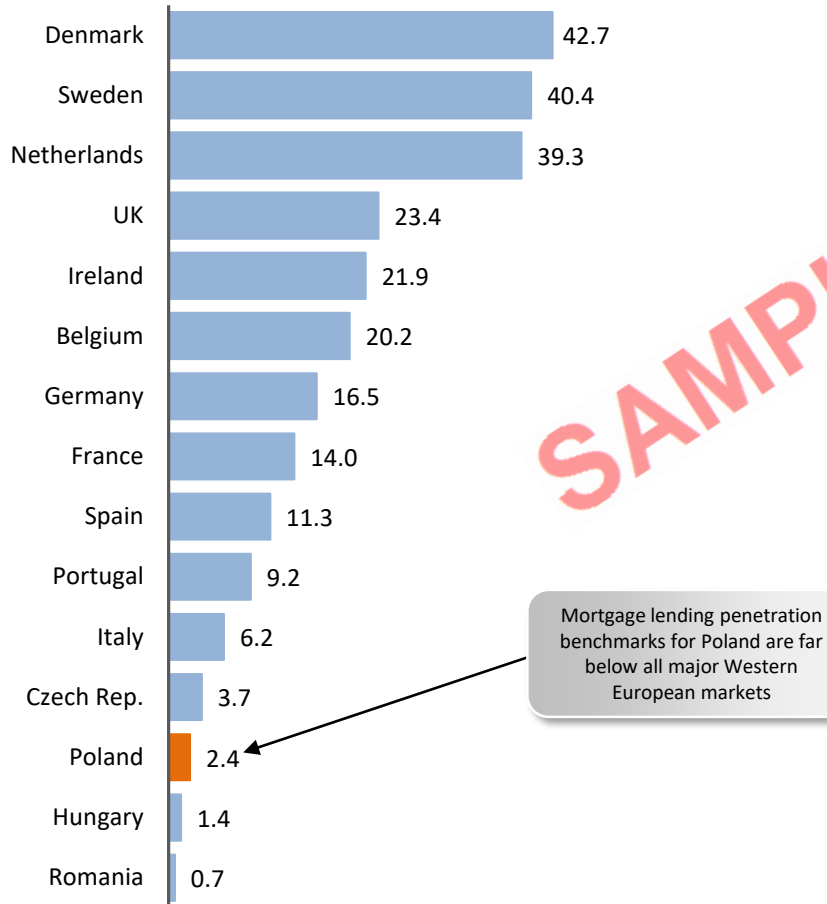
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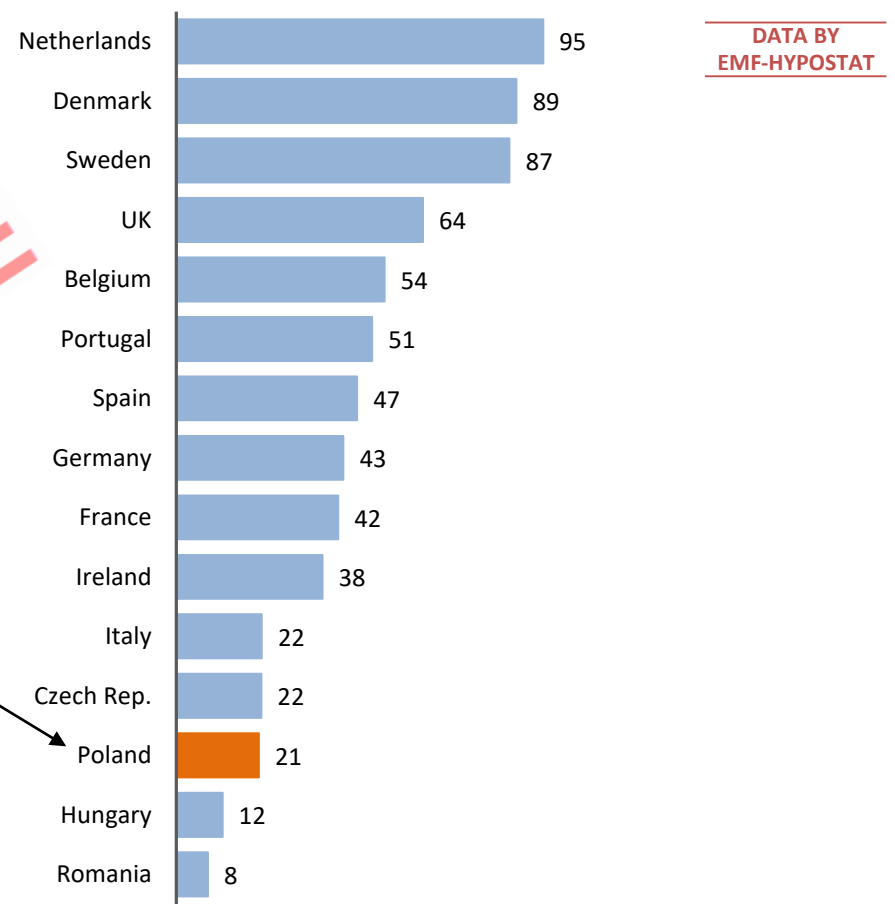
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Compared to other European countries, mortgage lending penetration benchmarks for Poland are still extremely low

Residential mortgage debt per capita, 2017 Q3
In thousand EUR



Residential mortgage debt to GDP ratio, 2017 Q3
In percent



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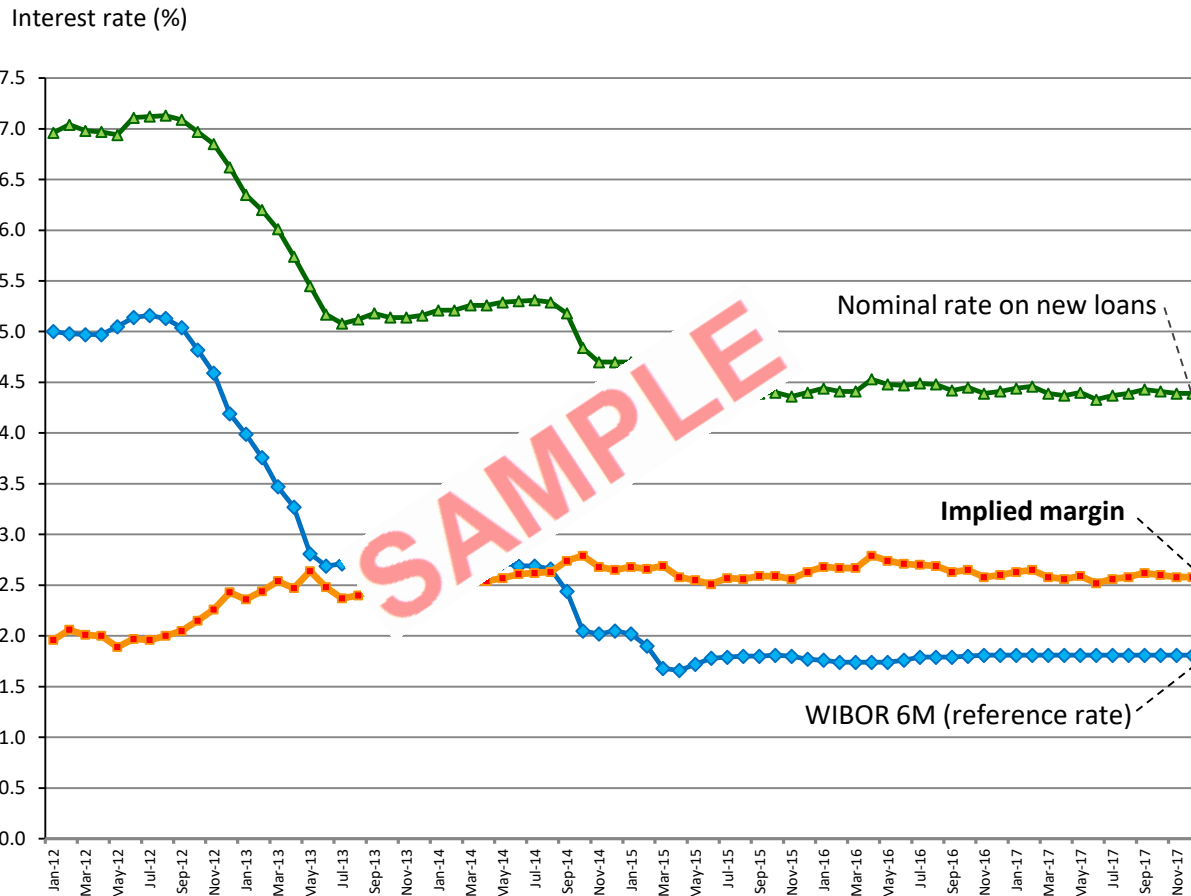
Mortgage lending penetration benchmarks for Poland are far below all major Western European markets

Mortgage lending in Poland, 2018-2020

Since 2014, margins on new mortgage loans have been pretty stable and they stood slightly above 2.5%

LOANS
IN PLN

Average margins* – New mortgage loans (loans in PLN), 2012-2017



- Margins on PLN mortgage loans have been stable recently
- Slow demand for loans prevents further margin increases while new taxes and growing regulatory burdens on banks makes it hard for banks to compete with margins

* Average margin calculated as difference between interest rate charged on new mortgage contracts and the underlying interbank rate (WIBOR 6M)
Source: NBP, stooq.pl, Inteliace Research

About the report and its authors

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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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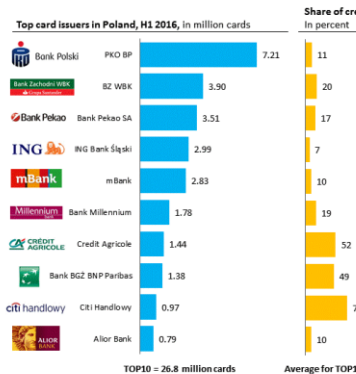


Since no leading market standard has been set yet, banks bet on partnerships and develop own solutions at the same time

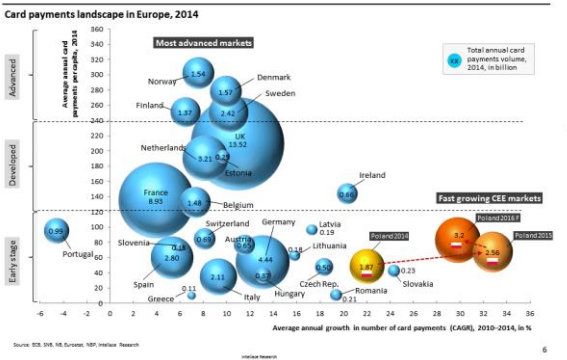
Key players in payment applications/wallets, 2016

Bank	Number of retail accounts (ROA) As of Q3 2016 in million	Key payment applications (mobile, wallets, etc.)					
		HCE	BLIK	Android Pay	MasterPass	Visa Checkout	Other
Bank Pekao / Integro	5.8	✓	✓	✗	✗	✓**	○
Bank Pekao	3.5	✗	✗	✗	✗	✓***	○
mBank	3.2	✗	✓	✓	✗	✓**	○
BZ WBK	3.1	✓	✓	✓	✓	✓**	○
ING Bank Śląski	2.6	✗	✓	✗	✗	✓**	○

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



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