

MORTGAGE LENDING IN POLAND, 2020-2022



by Inteliace Research
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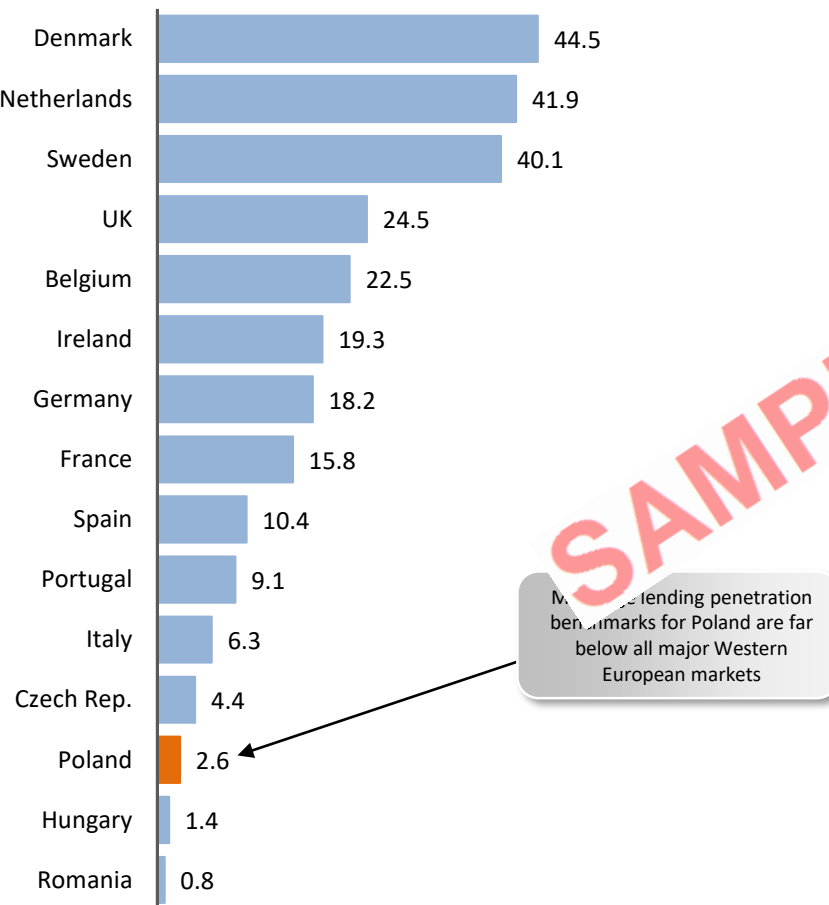
Methodological notes

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Mortgage lending penetration benchmarks in Poland are still extremely low if compared with other European countries

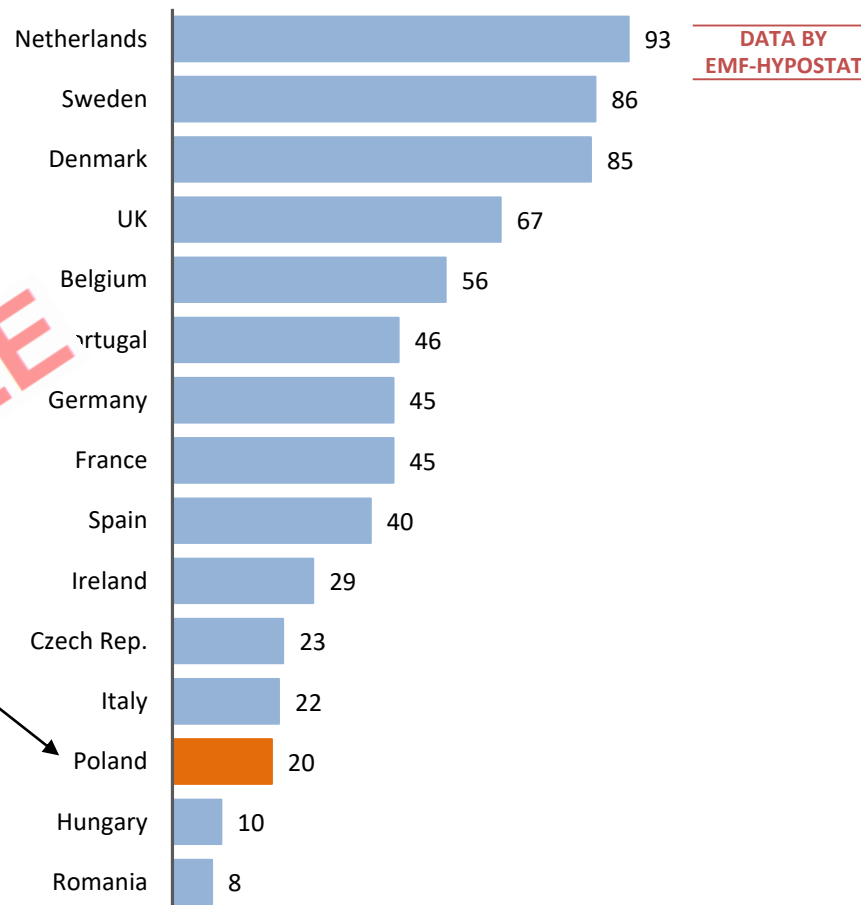
Residential mortgage debt per capita, 2019 Q3

In thousand EUR



Residential mortgage debt to GDP ratio, 2019 Q3

In percent



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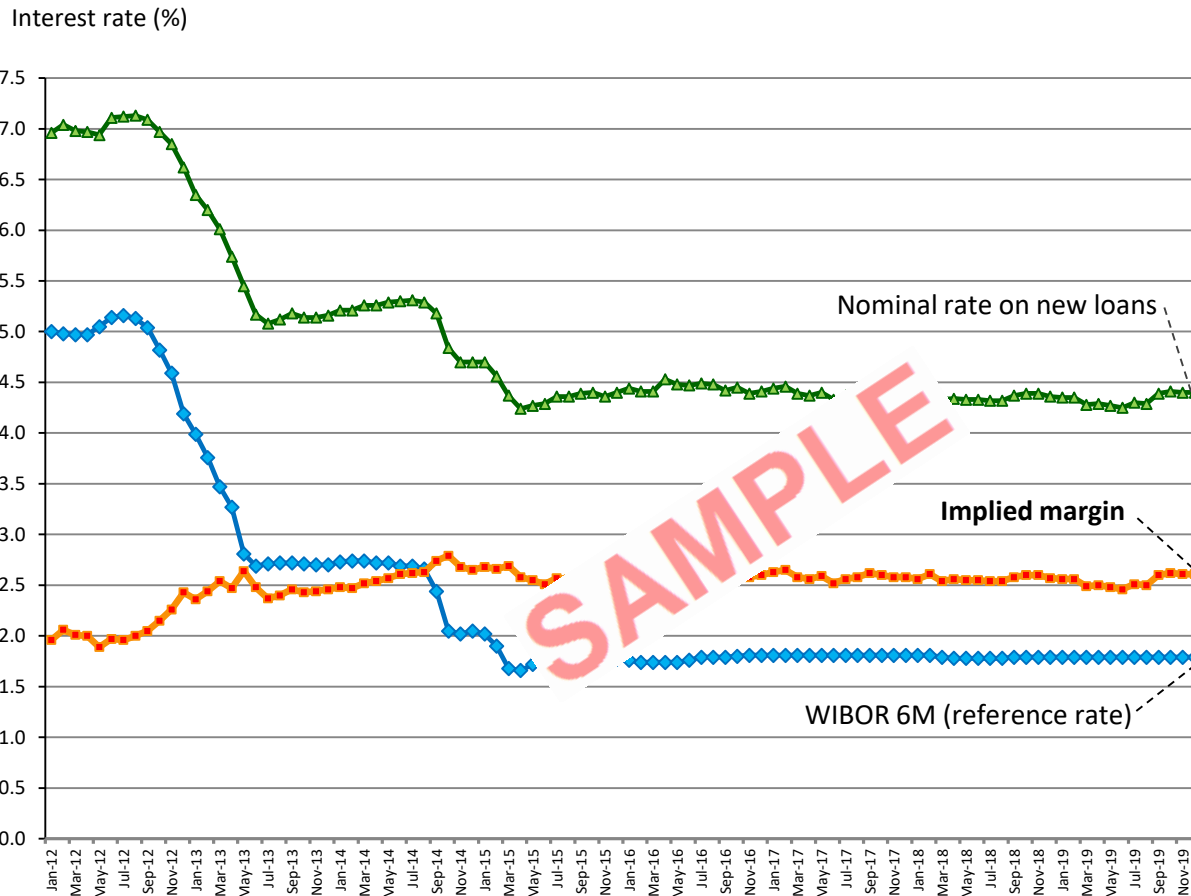
Mortgage lending penetration benchmarks for Poland are far below all major Western European markets

Mortgage lending in Poland, 2020-2022

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

LOANS
IN PLN

Average margins* – New mortgage loans (loans in PLN), 2012-2019



- Margins on PLN mortgage loans have been stable recently
- Taxation and growing regulatory burdens on banks make 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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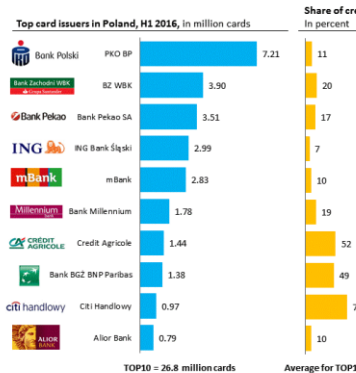


Since no leading market standard has been set yet, banks bet on partnerships and develop own solutions at the same time

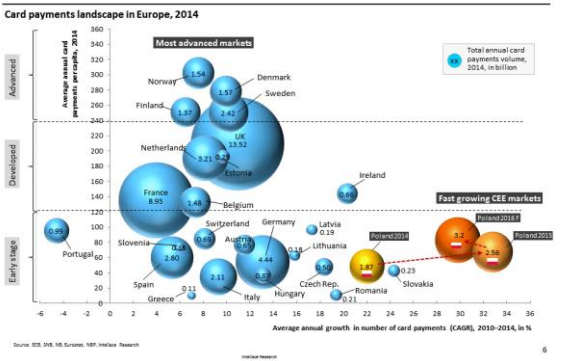
Key players in payment applications/wallets, 2016

| Bank | Number of retail accounts (ROA) As of Q3 2016 in million | HCE | BLIK | Android Pay | MasterPass | Visa Checkout |
|----------------------|--|-----|------|-------------|------------|---------------|
| 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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