

## MORTGAGE LENDING IN POLAND, 2016-2018







Version: I/2016

## TABLE OF CONTENTS

### Executive summary

1. Residential real estate stock & prices Slide 1: New dwellings completed , starts, permits, 2006-2015 Slide 2: New dwellings completed by regions, Q1-Q3 2015 Slide 3: Residential real estate prices in key cities, 2010-2015 Q3

#### 2. Mortgage lending

Slide 4: Total lending to households by type of loan, 2008-2015 Slide 5: Mortgage loans to households, local vs. foreign currency, 2010-2015 Slide 6: Number of new mortgage loans, average loan size, value of new loans, 2010-2015 Slide 7: Distribution of new mortgage lending by top cities Slide 8: Mortgage lending penetration benchmarks - International comparison, 2015 H1 Slide 9: New mortgage loans by size and LTV, 2011 Q1 - 2015 Q3 Slide 10: New mortgage loans by currency, 2011 Q1 - 2015 Q3 Slide 11: Top players (market share>5%) on the mortgage loans market, 2015 Q3 AMPLE Slide 12: The role of financial intermediaries in mortgage loans distribution, 2010-2014 Slide 13: Reference rates: WIBOR3M & LIBOR CHF 6M, 2009-Dec.2015 Slide 14: Average lending margins evolution – PLN loans, 2010-2015

3. Regulatory issues, risk

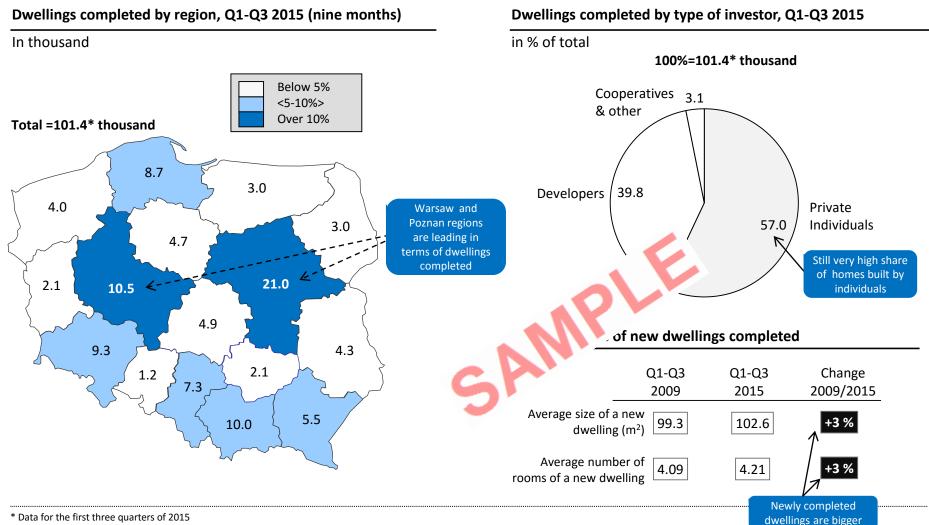
Slide 15: The evolution of mortgage loan NPLs, Mar.2009-Sept.2015 Slide 16: Regulatory environment with regards to mortgage loans Slide 17: CHF/PLN exchange rate, 2000-Dec.2015

### 4. Forecast

Slide 18: Mortgage loans - outstanding value forecast and GDP penetration, 2L

Methodological notes

## NEWLY COMPLETED DWELLINGS ARE HIGHLY CONCENTRATED AROUND MOST PROSPEROUS CITIES/REGIONS



### Source: GUS, Inteliace Research

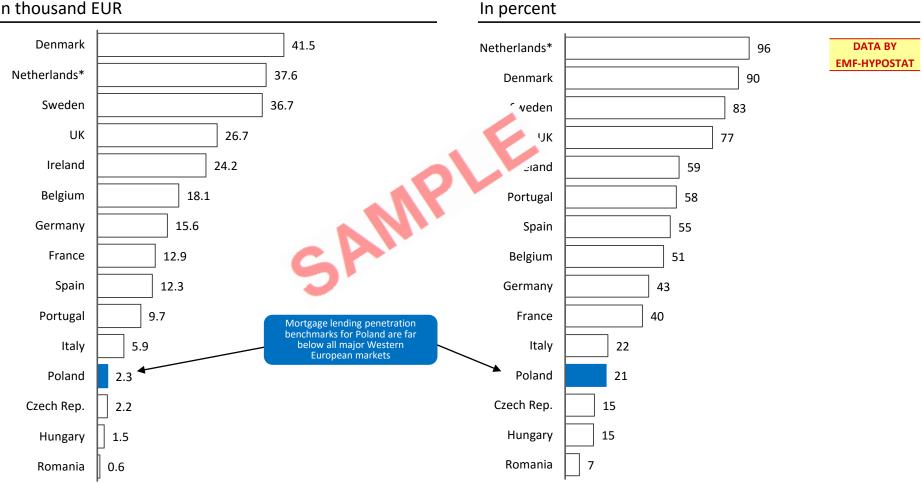
3

Mortgage Lending in Poland, 2016-2018

## COMPARED TO OTHER EUROPEAN COUNTRIES, MORTGAGE LENDING PENETRATION BENCHMARKS FOR POLAND ARE STILL EXTREMELY LOW

### **Residential mortgage debt per capita, Q3 2015** In thousand EUR

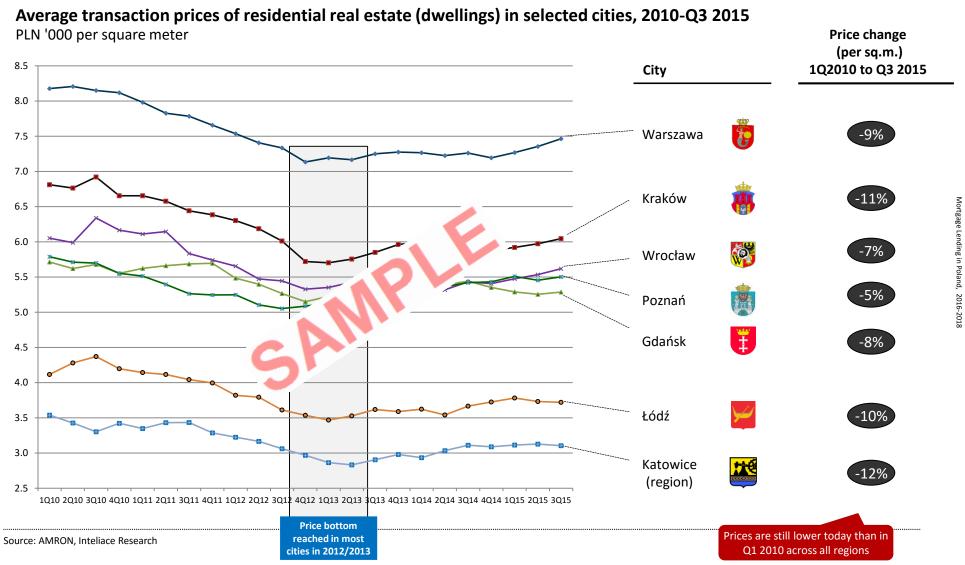
Residential mortgage debt to GDP ratio, Q3 2015



\* Figure as of Q2 2015

Source: EMF- HYPOSTAT, Eurostat, Inteliace Research

# HOME PRICES BOTTOMED OUT IN H1 2013 AND SINCE THEN THEY HAVE REMAINED IN A SLOWLY ADVANCING TREND



## **REPORT ORDER FORM / ZAMÓWIENIE**



We order following report: MORTGAGE LENDING IN POLAND, 2016-2018		
Report features and delivery optic Publication date: February 2016 Number of pages: 28 Language: English Delivery: pdf file delivered by email	ons: Price: - 400 EUR + VAT tax* (if applic	able)
Customer details: (Will be used for issuing of invoice)		Our contact details:
Full company nameName of the authorized personAddress /street/City & Zip/Postal Area CodeCountryPhone/FaxEmail address /for delivery/EU – VAT ID* /tax identification/		Inteliace Research Foksal 17b / 31 00-372 Warszawa, POLAND Tel. +48502512178, Fax. +48224086620 email: info@inteliace.com website: www.inteliace.com EU VAT ID: PL-1230807095 Local company registry (REGON) ID: 140235909 Bank: mBank, Mickiewicza 10, 90-050 Lodz, Poland Account: IBAN: PL 94 1140 2004 0000 3102 3953 4011 BIC/SWIFT: BREXPLPWMBK
<sup>*</sup> In most cases VAT tax is charged to our customers from Poland o	nly. Customers from the EU area need to provide us with their valid EU VAT Id number. This is a mandatory Signature of authorized person confirming the order	condition for VAT exemption

### **About this report**

This report has been prepared using publicly available sources including: financial reports, press publications, industry magazines, directories, financial databases and expert opinions.

Views presented in this report reflect solely independent and unbiased opinion of Inteliace Research and the author.

All due care has been taken in the production of this report, however Inteliace Research does not accept any responsibility or liability for any omissions or inaccuracies of the information contained in this publication.

This report is copyrighted. Any distribution, storage, replication and usage is restricted. In case of any doubt please contact us at: info@Inteliace.com

### **About Inteliace Research**

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.

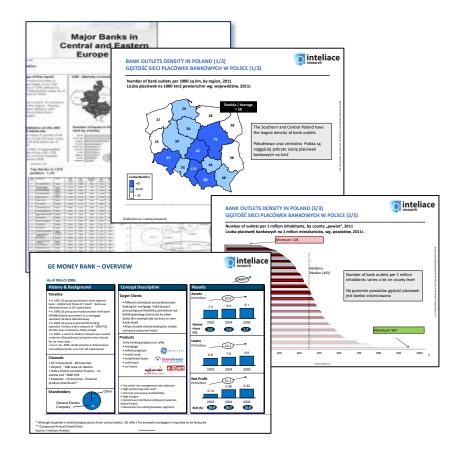
The lead researcher and founder of Inteliace Research is Marcin Mazurek.

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: <u>info@Inteliace.com</u> url: <u>www.Inteliace.com</u>



## **RECENT PUBLICATIONS BY INTELIACE RESEARCH**



### **Recent Reports:**

### <u>2014</u>

- February Mortgage Lending in Poland '14
- May Bank outlets database '14
- May Insurance agent commission survey '14
- May Banking Market in Poland '14
- June Insurance Market in Poland '14
- September Top 200 CEE banks '14
- October Investment Funds and Asset Mgmt. '14
- November Banking Market in Turkey '14

### <u>2015</u>

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

and many other ...