

MORTGAGE LENDING IN POLAND, 2019-2021



by Inteliace Research
February 2019

Version: c19

SAMPLE

REPORT ORDER FORM / ZAMÓWIENIE



We order following report:

MORTGAGE LENDING IN POLAND, 2019-2021

Report features and delivery options:

Publication date: February 2019

Number of pages: 29

Language: English

Delivery: pdf file delivered by email

Price:

- 400 EUR + VAT tax* (if applicable)

Customer details: (Will be used for issuing of invoice)

Full company name	
Name of the authorized person	
Address /street/	
City & Zip/Postal Area Code	
Country	
Phone/Fax	
Email address /for delivery/	
EU – VAT ID* /tax identification/	

Our contact details:

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

REGON ID: 140235909

* In most cases VAT tax is charged to our customers from Poland only. Customers from the EU area need to provide us with their valid EU VAT Id number. This is a mandatory condition for VAT exemption

Place and Date

Signature of authorized person confirming the order

PLEASE RETURN THIS FORM SIGNED to our email : info@inteliace.com or Fax it to: +48 22 349 2140

Table of contents

Executive summary

1. Residential real estate stock & prices

Slide 1: New dwellings completed, starts, permits, 2013-2018

Slide 2: New dwellings completed by regions, 2018 Q1-Q3

Slide 3: Residential real estate prices in key cities, 2012-2018 Q3

2. Mortgage lending

Slide 4: Total outstanding lending to households by type of loan, 2013-2018

Slide 5: Mortgage loans to households outstanding, local vs. foreign currency, 2013-2018

Slide 6: Number of new mortgage loans, value of new loans, average new loan size, 2013-2018F

Slide 7: Distribution of new mortgage lending by top cities, 2018 Q3

Slide 8: Mortgage lending penetration benchmarks - International comparison, 2018 Q3

Slide 9: Mortgage lending in Poland vs. Europe- market size vs. growth, 2016 Q3-2018 Q3

Slide 10: New mortgage loans by size and LTV, 2014 Q4 - 2018 Q3

Slide 11: New mortgage loans by currency, 2012 Q4 - 2018 Q3

Slide 12: Top banks by outstanding mortgage loans (market share>5%) , 2016Q3, 2017 Q3, 2018 Q3

Slide 13: The role of financial intermediaries in mortgage loans distribution, 2013-2017

Slide 14: Reference rates: WIBOR3M & LIBOR CHF 6M, 2012-2018

Slide 15: Average lending margins evolution – PLN loans, 2012-2018

3. Regulatory issues, risk

Slide 16: The evolution of mortgage loan NPLs, 2009 Q1 - 2018 Q3

Slide 17: Regulatory environment with regards to mortgage loans

Slide 18: CHF/PLN exchange rate, 2005-2018, CHF-denominated loans outstanding.

4. Forecast

Slide 19: Mortgage loans – outstanding value forecast (PLN, FX loans), GDP penetration, 2019-2021

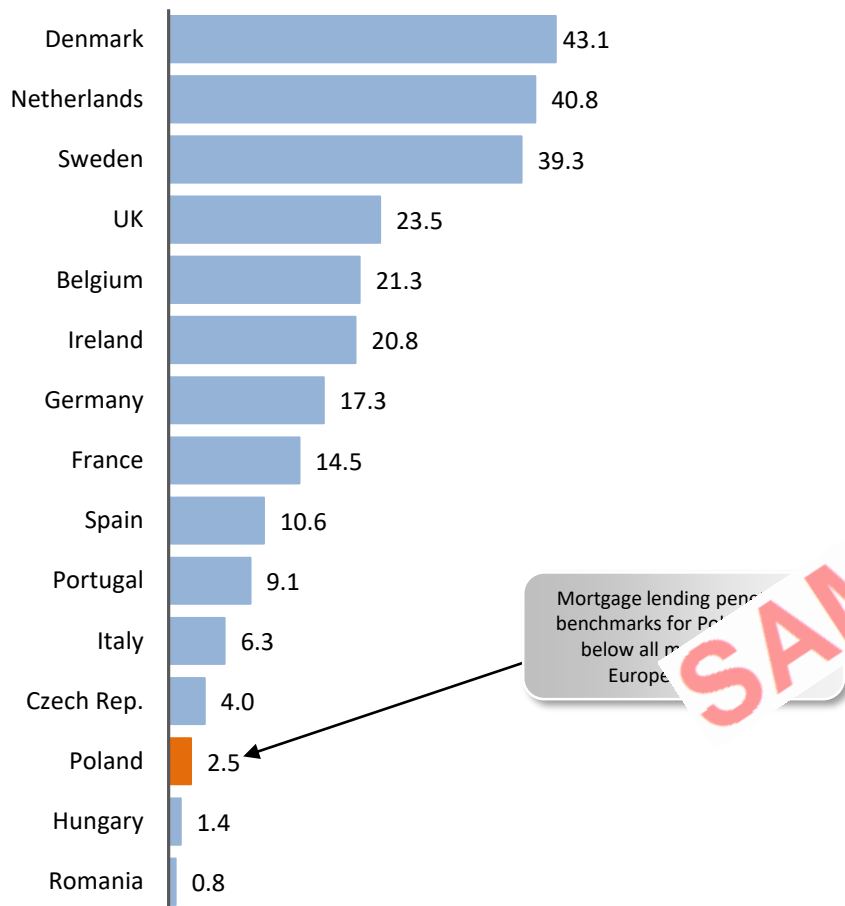
Methodological notes

SAMPLE

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

Residential mortgage debt per capita, 2018 Q3

In thousand EUR



Residential mortgage debt to GDP ratio, 2018 Q3

In percent



DATA BY
EMF-HYPOSTAT

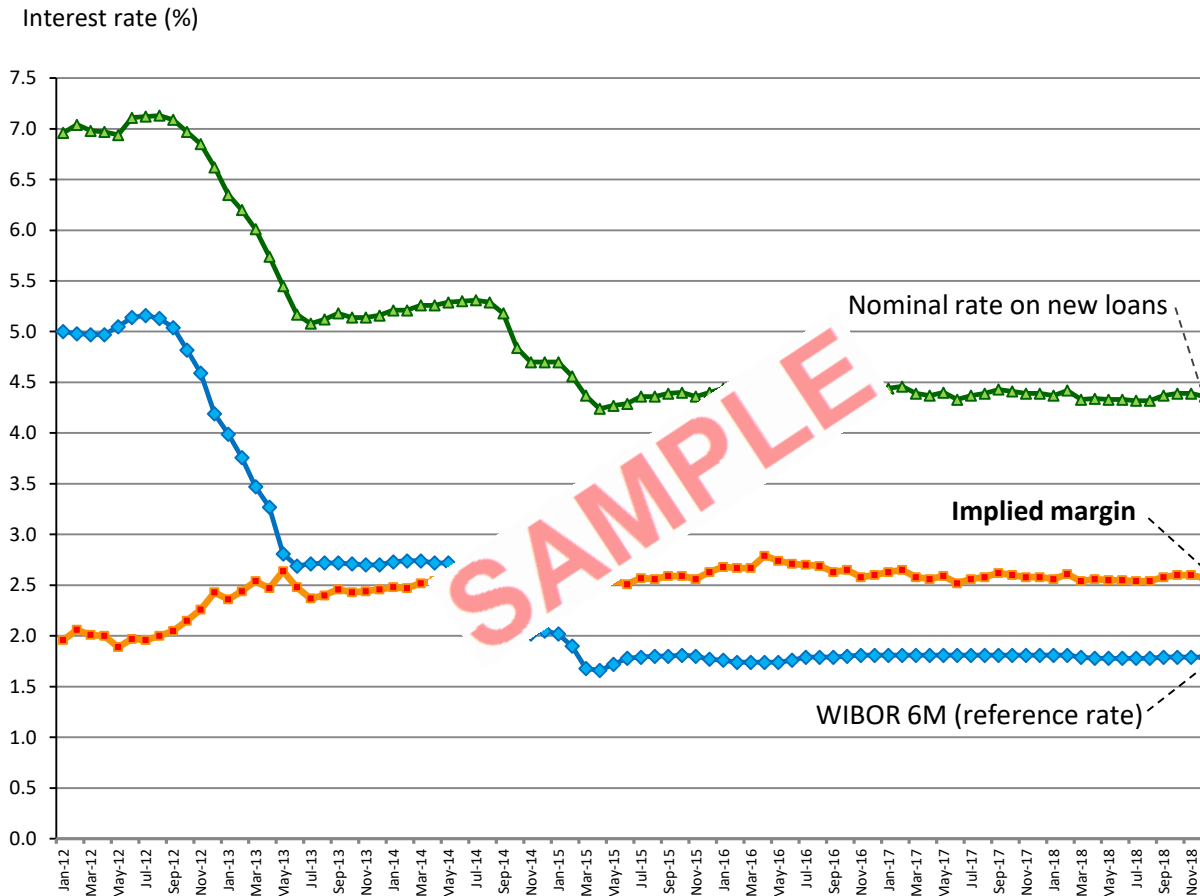
Mortgage lending penetration benchmarks for Poland are still extremely low compared with other European countries, being below all major European countries.

Mortgage lending in Poland, 2019-2021

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), 2012-2018



- 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

About this report

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

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

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 to Inteliace Research clients only. In case of any doubt please contact us at: [info @ inteliace.com](mailto: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 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.

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 22 408 66 20, Tel. +48 502 512 178

Fax. +48 22 349 21 40

mail: [info @ inteliace.com](mailto:info@inteliace.com)

www: <http://www.inteliace.com/en/publications.html>

Recent publications by Inteliace Research

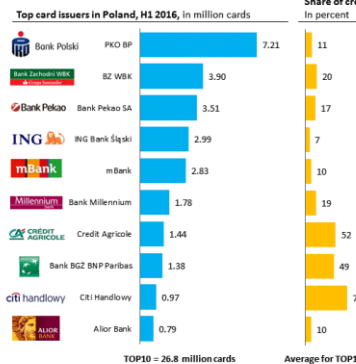


Since no leading market standard has been set yet, banks bet on partnerships and develop own solutions at the same time

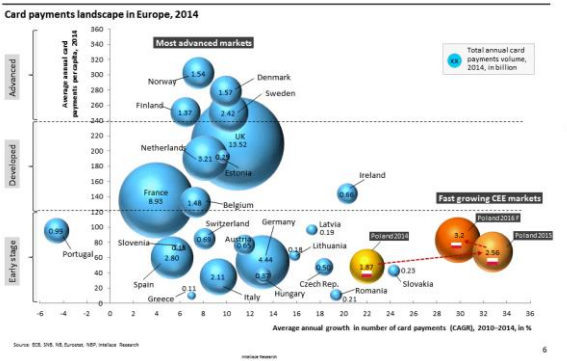
Key players in payment applications/wallets, 2016

Bank	Number of retail accounts (ROA) As of Q3 2016 in million	Key payment applications (mobile, wallets, etc.)					
		HCE	Proprietary 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



Recent Reports:

2018

- February - Mortgage Lending in Poland '18
- May - Bank outlets database '18
- May - Banking Market in Poland '18
- June - Insurance Market in Poland '18
- August - Top 200 CEE banks '18
- September- Investment Funds & Asset Mgmt. '18
- October – Payments in Poland '18

and many other ...

Visit <http://www.inteliace.com> for more details