

BANKING MARKET IN POLAND 2020-2022

CEE BANKING SERIES



by Inteliace Research
June 2020

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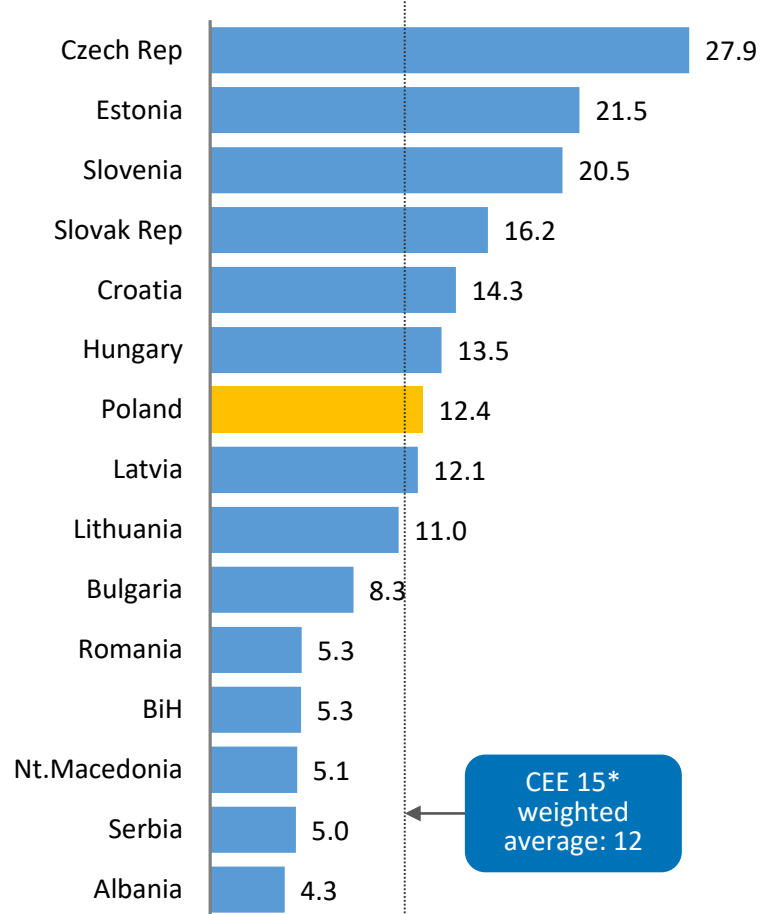
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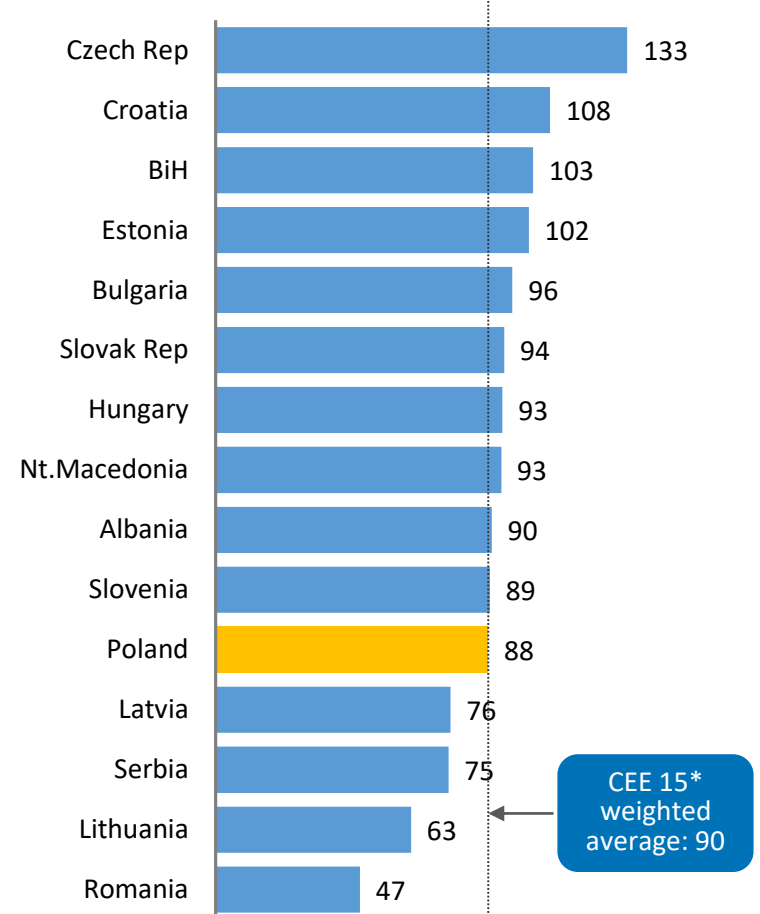
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Banking asset penetration in Poland is close to CEE14 averages

Banking assets/capita, 2019
EUR `000



Banking assets/GDP, 2019
percent



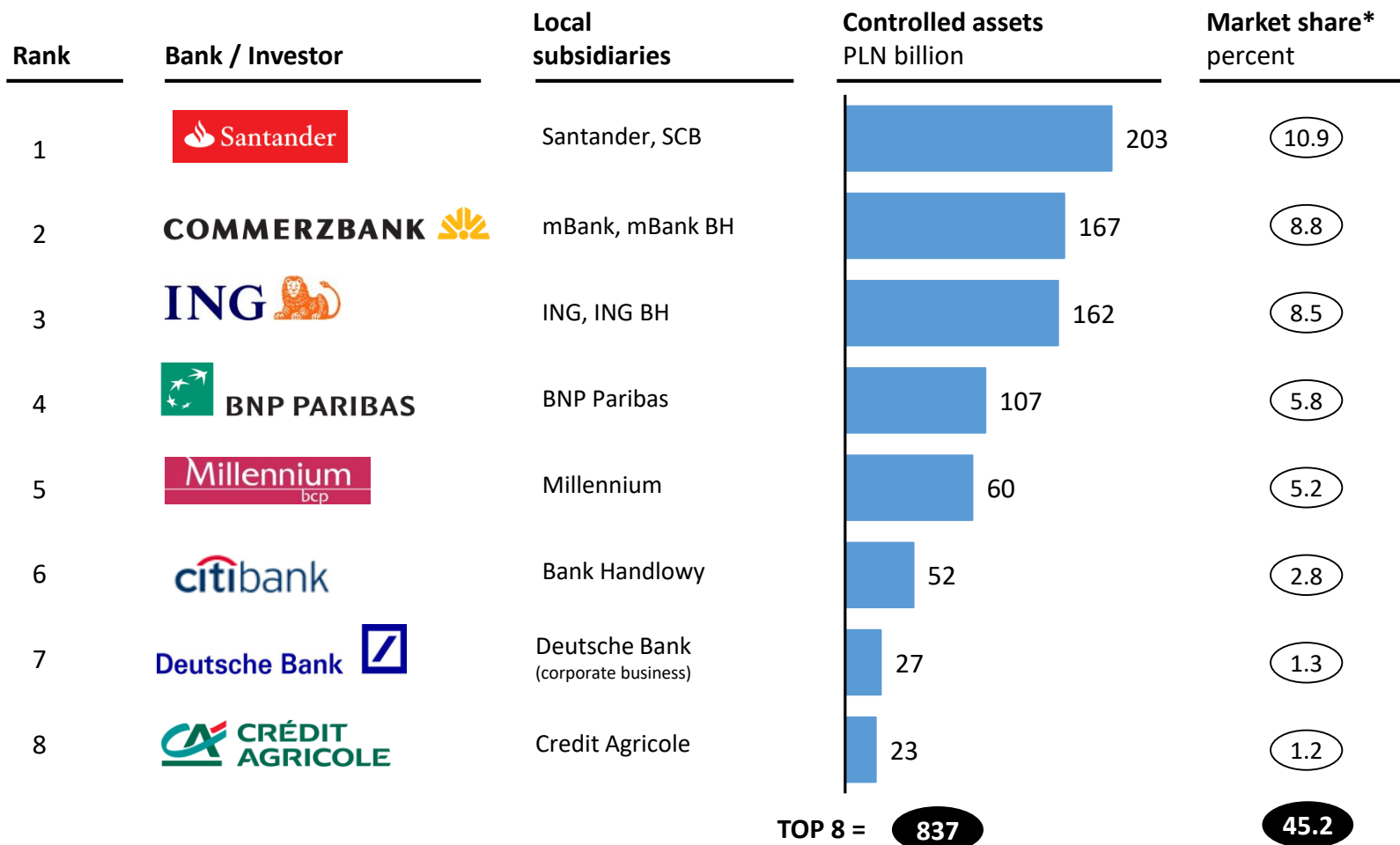
* Major 15 CEE countries. Russia, Ukraine and Belarus not included
Source: Central banks, Eurostat, Inteliace Research

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Santander, Commerzbank and ING are the largest foreign players in Poland's banking sector

Top foreign investors in Poland's banking sector, 2019

As of Dec. 2019



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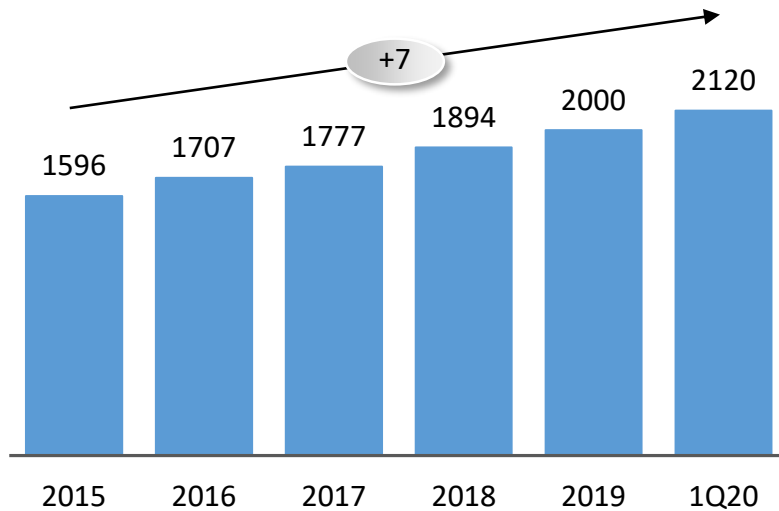
* Market share in commercial banks sector (domestic commercial banks & foreign banks branches), cooperative banks excluded
Source: Banks, NBP, Rzeczpospolita, Inteliace Research

Banking assets remain in a growing trend

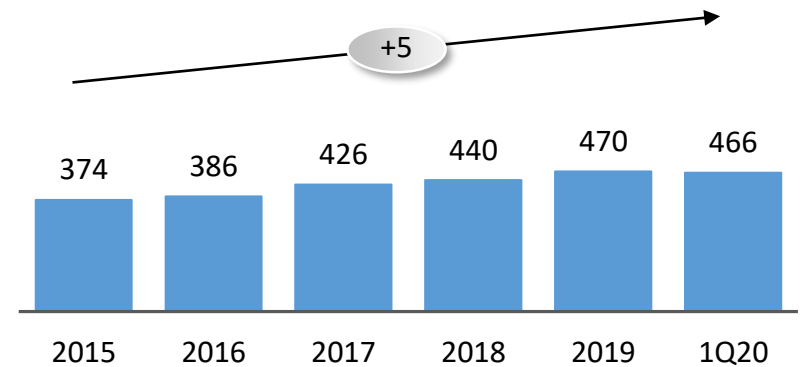
Total banking assets evolution*, 2015-1Q2020

CAGR**

Total Assets (in local currency) Billion PLN, eoy



Total Assets (in EUR) Billion EUR, eoy



GDP penetration in %



Jump due to contraction in GDP expected in 2020

* Including commercial banks, cooperative banks and foreign bank branches; End of year outstanding values

** Compound Annual Growth Rate

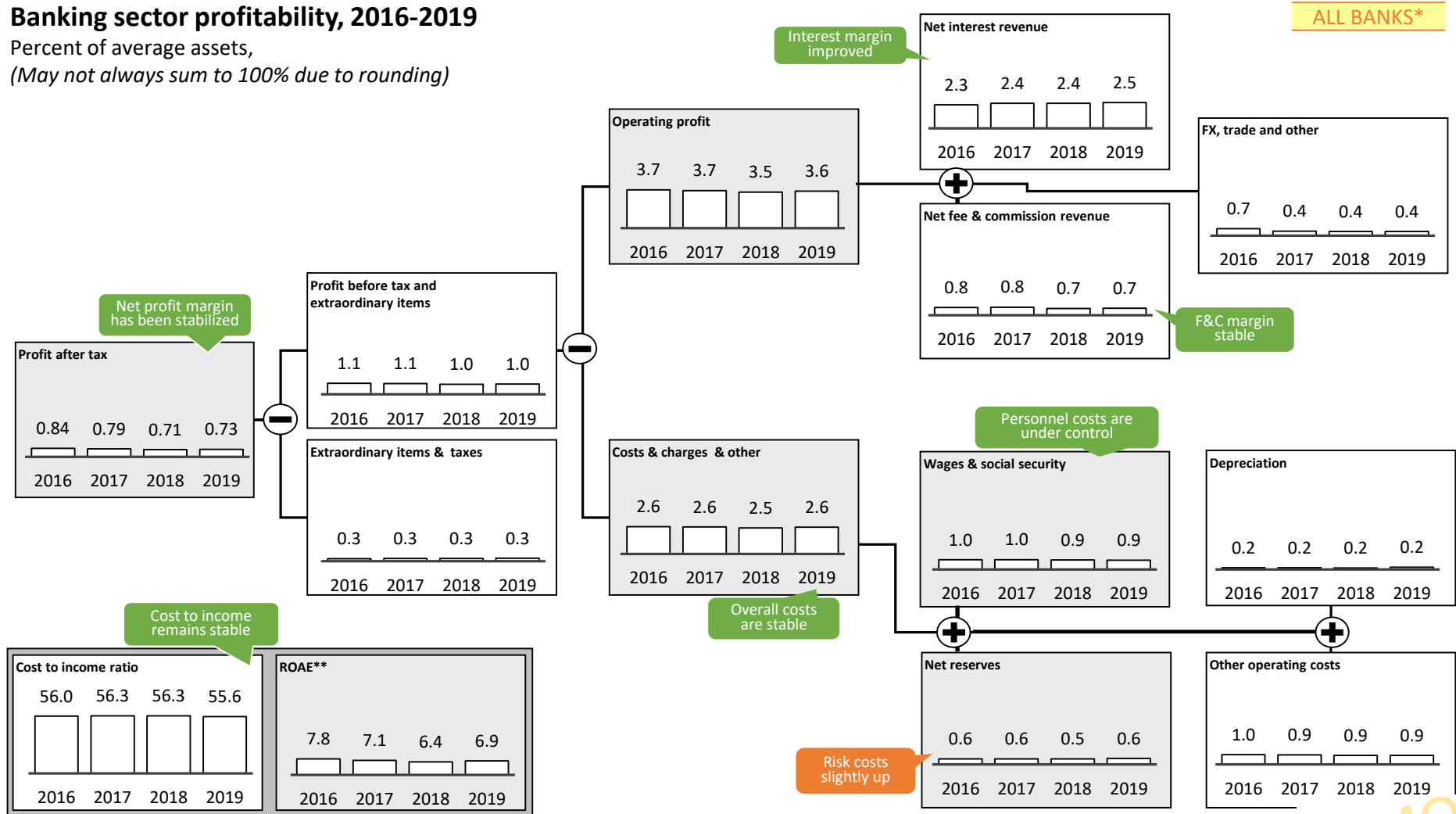
Source: KNF, NBP, GUS

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Profitability of banks has been stable between 2017 and 2019

Banking sector profitability, 2016-2019

Percent of average assets,
(May not always sum to 100% due to rounding)



* Including cooperative sector and foreign bank branches operating in Poland

** Based on average equity

Source: KNF, NBP, Inteliace Research

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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	2012	2013	2014	2015	2016	2017	2018	2019
Average	4.19	4.20	4.19	4.18	4.36	4.26	4.26	4.30
End of year	4.09	4.15	4.26	4.26	4.42	4.17	4.30	4.26

Source: NBP

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 “F” 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 a good understanding on the methodology of data collection by contacting the 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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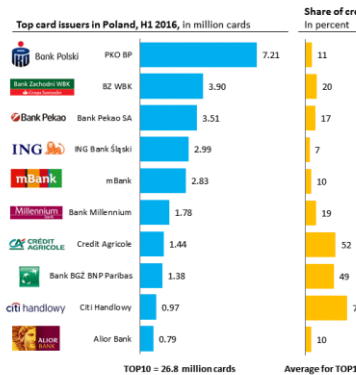


Since no leading market standard has been set yet, banks bet on partnerships and develop own solutions at the same time

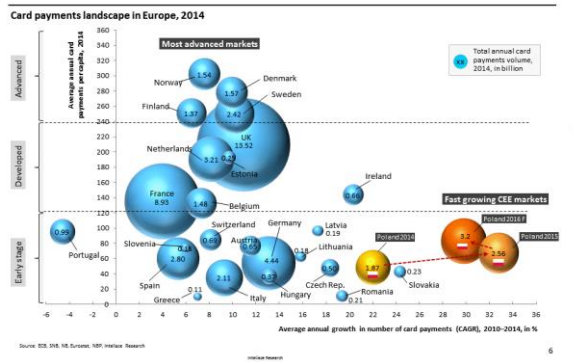
Key players in payment applications/wallets, 2016

Bank	Number of retail accounts (ROA) As of Q3 2016 in million	Key payment applications (mobile, wallets, etc.)					
		HCE	blisk	pay	MasterPass	Visa Checkout	
Bank Pekao / Intergo	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:

2019

- February - Mortgage Lending in Poland '19
- May - Bank outlets database '19
- September - Top 200 CEE banks '19
- October - Investment Funds and Asset Mgmt. '19
- June - Insurance Market in Poland '19
- November - Payments in Poland '19

2020

- February - Mortgage Lending in Poland '20
- May - Bank outlets database '20
- July - Insurance Market in Poland '20 /upcoming/

and many other ...

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