

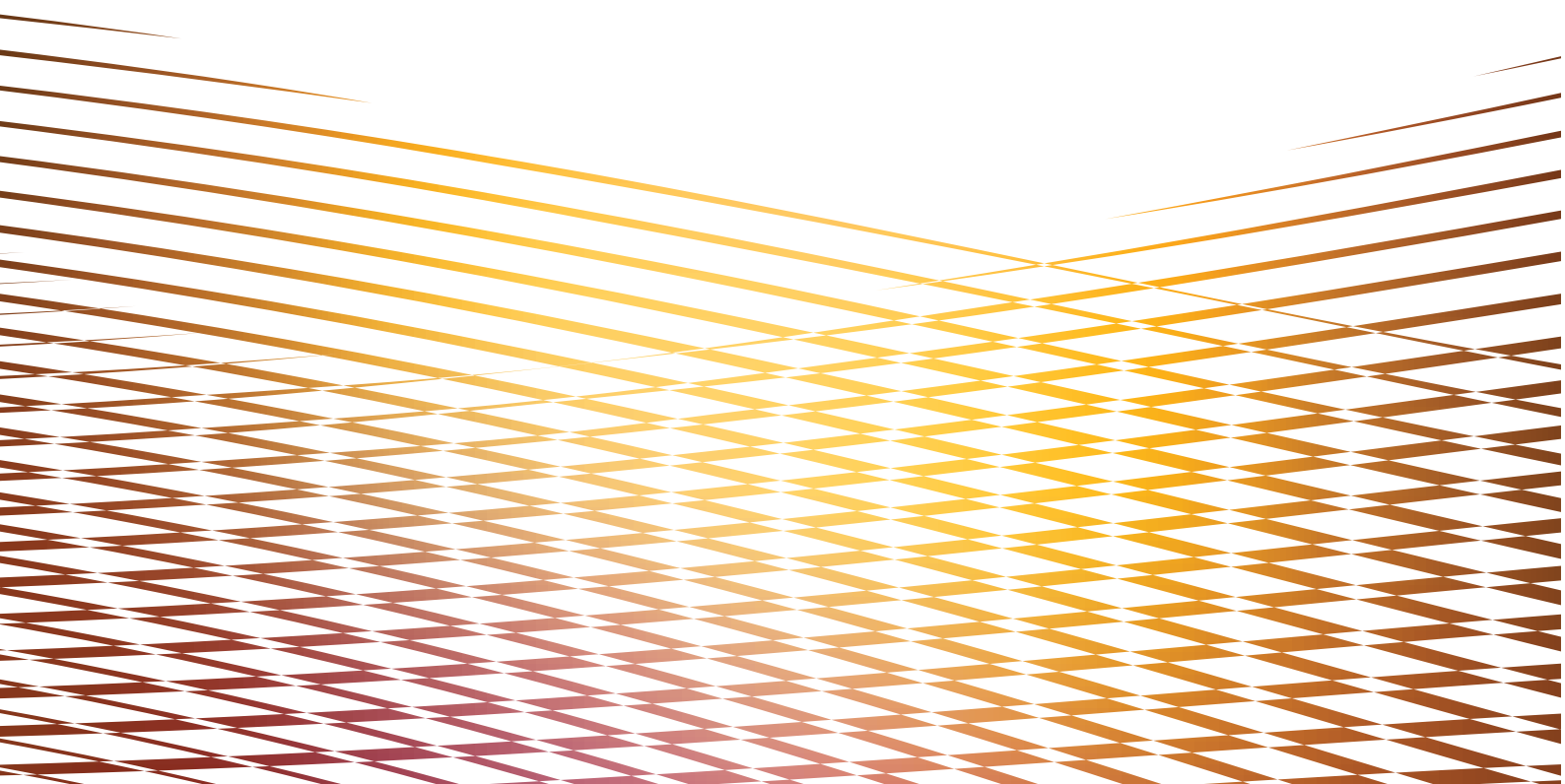


WYŻSZA KULTURA. BANK NOWOŚCI.

REPORT

Report of the Management Board on representation expenses as well as legal services, marketing services, public relations and social communication services and management consultancy services spending.

For the year ended 31 December 2018.



I. INTRODUCTION

The Report was prepared based on § 17 item 1.1a) of the Articles of Association of Alior Bank S.A. ("Bank"). The obligation to prepare it arises from Article 17(6) of the Act of 16 December 2016 on rules of state property management (JoL RP of 2016, item 2259, as amended).

The Report is prepared in zlotys ("PLN") and all amounts are given in PLN in thousands.

II. PUBLIC RELATIONS AND SOCIAL COMMUNICATION SERVICES SPENDING

	The year ended 31 December 2018 [PLN thousand]	Consolidated revenue share
Public relations and social communication services spending	8 267	0,21%

Public relations and social communication activities aimed at creating a positive image among customers and other stakeholders of Alior Bank S.A. Group. The spending was connected primarily with cooperation with the Polish Football Association (PZPN) and the title of the Sponsor (Jan.-July 2018) and Partner (Aug.-Dec.) of the Poland National Football Team, image-building activities contributing to Alior Bank positioning in the fields of culture (Wyższa Kultura - Higher Culture) and innovation (Bank Nowości - The Bank of Innovation), and also as a first-choice institution for companies (Bank Przedsiębiorczości - The Bank of Entrepreneurship).

III. MARKETING SERVICES SPENDING

	The year ended 31 December 2018 [PLN thousand]	Consolidated revenue share
Marketing services spending	67 960	1,72%

Marketing services spending was related to supporting the sale of products and services. It also simultaneously supported Alior Bank brand image and recognition. External communication was directed mainly towards individual customers. Alior Bank ran multimedia campaigns of cash and consolidation loans, personal accounts, new internet and mobile banking, savings accounts and products and services of its Kantor Walutowy (Exchange Office), Broker Office and Private Banking. The Bank advertised also products dedicated to business - mainly loans and current accounts for micro-enterprises. Marketing expenses comprised media buying for campaign purposes, advertising services (cooperation with an advertising agency and interactive agencies), production of marketing materials and application of window decals at the Bank's branches and agencies.

IV. MANAGEMENT CONSULTANCY SERVICES SPENDING

	The year ended 31 December 2018 [PLN thousand]	Consolidated revenue share
Management consultancy services spending	13 434	0,34%

Management consultancy services spending comprises business consulting services, including by due diligence projects, consulting related to implementation of regulatory changes and changes regarding IT software development. Also, they include spending on analytical research comparing sales effectiveness, service quality and the effectiveness of marketing activities.

V. LEGAL SERVICES SPENDING

	The year ended 31 December 2018 [PLN thousand]	Consolidated revenue share
Legal services spending	11 371	0,29%

The legal services spending presented above covers expenses connected with current legal services, preparation of additional legal analyses and opinions, representing and relevant litigation support of Alior Bank and companies of Alior Bank S.A. Group as well as expenses related to supporting the creation of the Bank's internal regulations.

VI. REPRESENTATION EXPENSES

	The year ended 31 December 2018 [PLN thousand]	Consolidated revenue share
Representation expenses	2 504	0,06%

Representation expenses were connected with creating and strengthening the Bank's positive image and relationships with its partners, including purchase of gifts and organising meetings with clients.

This Report of the Management Board on representation expenses as well as legal services, marketing services, public relations and social communication services and management consultancy services spending for the financial year ended 31 December 2018 was adopted and signed by the Management Board of Alior Bank S.A. on 5 March 2019.

Krzysztof Bachta
*President
of the Management Board*

Tomasz Biłous
*Deputy President
of the Management Board*

Marcin Jaszczuk
*Deputy President
of the Management Board*

Seweryn Kowalczyk
*Deputy President
of the Management Board*

Mateusz Poznański
*Deputy President
of the Management Board*

Agata Strzelecka
*Deputy President
of the Management Board*

Maciej Surdyk
*Deputy President
of the Management Board*

Marek Szcześniak
*Deputy President
of the Management Board*

Dariusz Szwed
*Deputy President
of the Management Board*