



# ALIOR BANK S.A. **2017 RESULTS PRESENTATION**

*8 March 2018*



# AGENDA

2017 Summary

2017 Key financial issues

SME update

Innovations update

Operational performance

Appendix



## KEY FINANCIAL HIGHLIGHTS

- 2017 net profit of PLN 515 M in line with market consensus and 15% above market consensus from Jun'17
- ROE at 8.0%; with BPH Core target synergies fully loaded and excluding integration costs 12m'17 ROE would amount to 11.1%
- Strong gross loan book growth acceleration in Q4'17 (PLN 1.9 B) led to significantly exceeding the annual growth target of PLN 5-6 B and previously communicated guidance, resulting in 12m'17 gross loan book growth of PLN 6.9 B
- Successful retail deposit campaign based among others on „Konto Lokacyjne” (new type of savings account), aimed at strategic client segments, resulted in Q4'17 retail deposit base growth of PLN 2.9 B
- Significant improvement of capital and liquidity position accompanied by CoR decrease to 1.7%. NIM of 4.6% at the top of the market range



## 2017 SELECTED HIGHLIGHTS (1/2)

- **BPH merger successfully completed, with both integration costs and synergies significantly better than originally planned**

Operational merger completed in March 2017.

Integration costs significantly below original plan (PLN 105 M actual vs. PLN 195M plan).

Merger synergies of PLN 195 M in 2017 exceed original plan by PLN 28 M.

Target synergies of PLN 381 M to be achieved a year ahead of schedule - already in 2018.

- **„Digital disruptor“ Strategy 2017-2020**

Strategy announcement in Mar'17 followed by strategy implementation plan presented in Oct'17.

- **T-Mobile partnership in Romania**

Operations abroad went live.

- **Changes in loan portfolio structure reflecting successful strategy implementation**

In line with the strategy, both MICRO lending and leasing share in loan portfolio increased yoy to 9% and 3%, respectively (from 8% and 1%, respectively).



## 2017 SELECTED HIGHLIGHTS (2/2)

- **Innovation as a key Alior competence**

New management models for IT projects (Agilor) and innovations to position Alior among the most innovative financial institutions in Europe.

- **2017 recognition of Alior achievements – selected examples**

„Company of the year” title at XXVII Economic Forum in Krynica;

„Bank of the Year in Poland” title in contest organized by British „The Banker” magazine;

„Retail Banker International” in „Best innovation in service” category for implementing HAIZ application;

„Banking Technology Award” for the first place in „Best Use of IT for Lending” category for „M-installments” project – mobile application in consumer finance.

- **Signing of the Letter of Intent with Bank Pekao on commencement of preliminary discussions on cooperation**

On 23 October 2017, Alior Bank S.A. and Bank Polska Kasa Opieki S.A. signed a letter of intent regarding their wish to enter into preliminary discussions concerning potential cooperation strategies that they could develop in order to bring additional value to their shareholders and clients.



## 2018 GUIDANCE

	2017 Guidance*	2017 ACTUAL	2018 Guidance
<b>NIM</b> net interest margin	4.5% - 4.7%	4.6%	4.6%
<b>C/I</b> costs / income	54% - 60%	49.7%	44%
<b>C/I</b> costs / income excl. integration costs	45% - 49%	46.9%	44%
<b>CoR</b> cost of risk	1.8% - 1.9%	1.7%	1.9%
<b>Gross loan book growth** (12m)</b>	PLN 5.0 - 6.5 B	PLN 6.9 B	PLN 5.0 – 6.0 B

\* March – November 2017 range

\*\* excluding loan loss provisions, sale of NPLs, Buy-Sell-Back transactions and securitization, but including portfolio amortization





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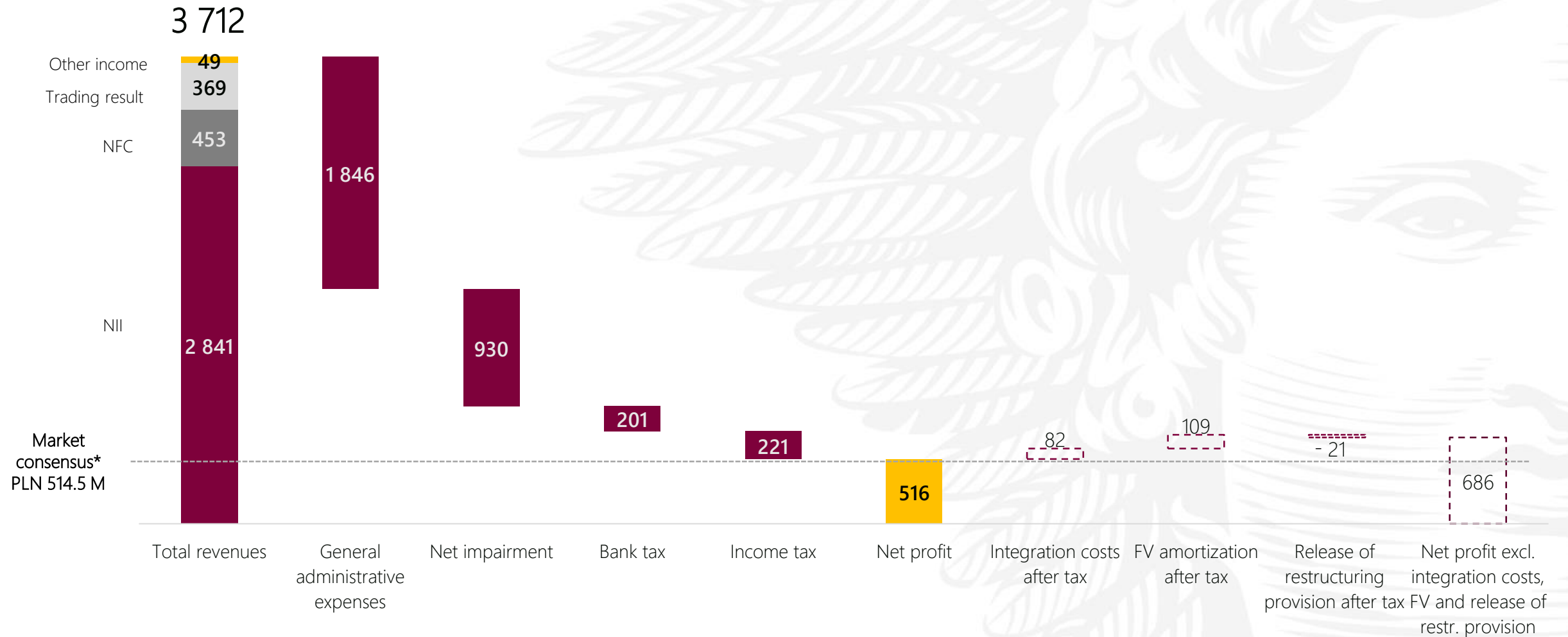
Operational performance

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## 2017 BOTTOM LINE DECOMPOSITION (IN PLN M)

YTD in PLN M



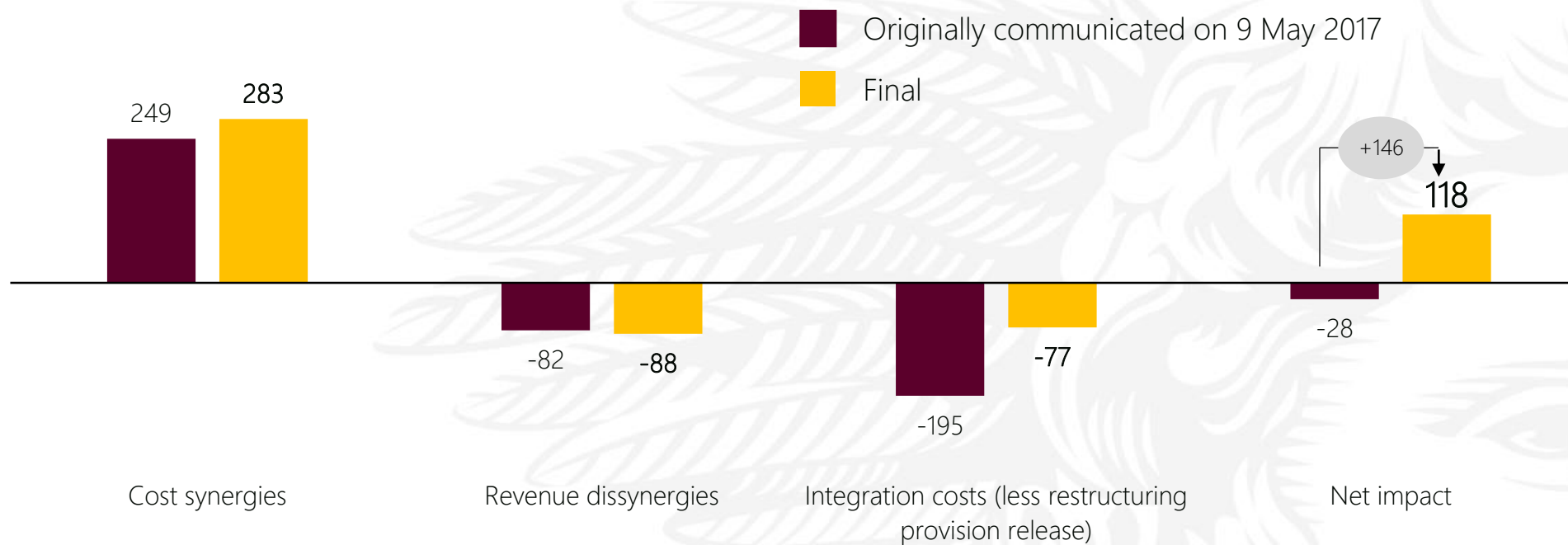
\* PAP consensus



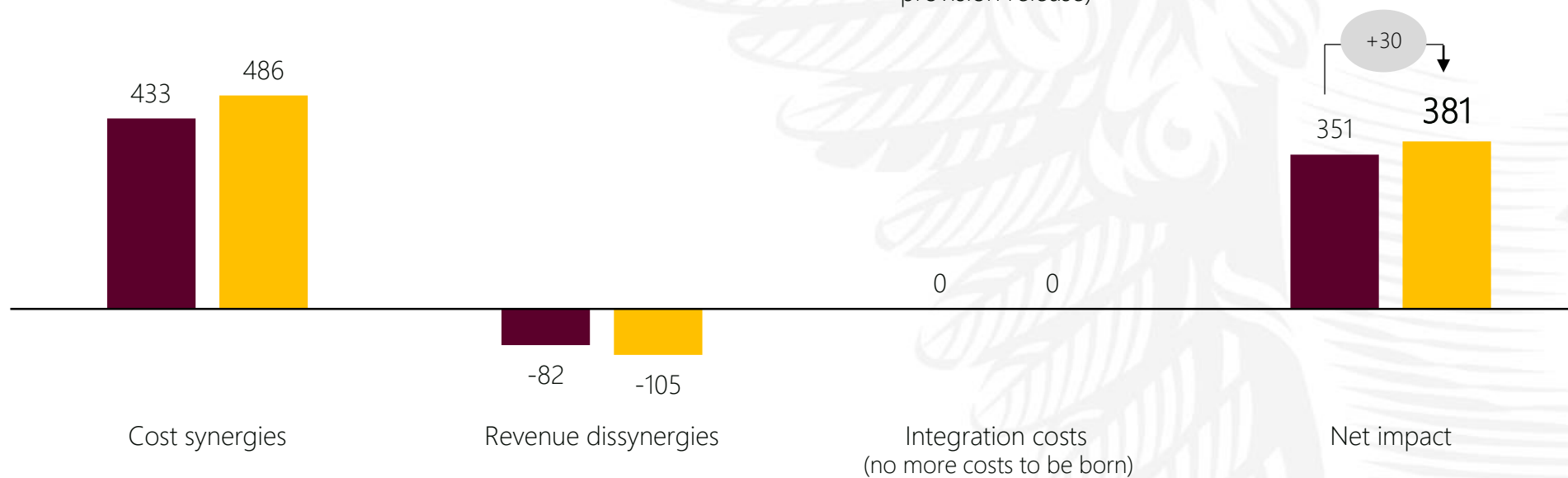


## BPH CORE MERGER SUMMARY\*

2017  
[PLN M]



2018  
[PLN M]

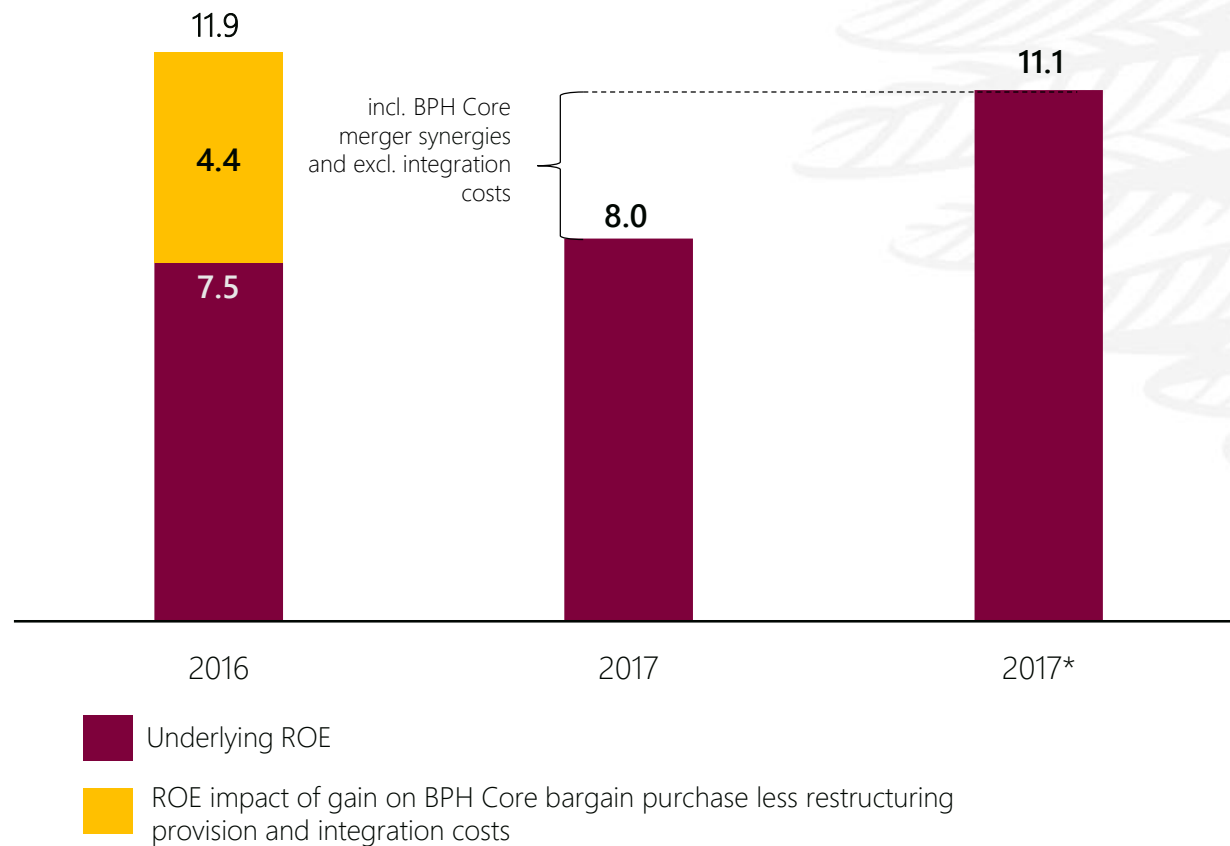


\*All amounts gross of tax



# ALIOR ON TRACK TO ACHIEVE BEST-IN-CLASS ROE

## ILLUSTRATIVE ANNUALIZED ROE (%)



## Factors affecting net result due to merger with Core BPH\* (all amounts net of tax)

PLN M	2016	2017	2018
Gain on bargain purchase	465	-	-
Restructuring provision	-221	21	-
Integration costs	-30	-82	-
Cost synergies less revenue dissynergies	-	153	299
<b>Total impact on net result</b>	<b>214</b>	<b>92</b>	<b>299</b>

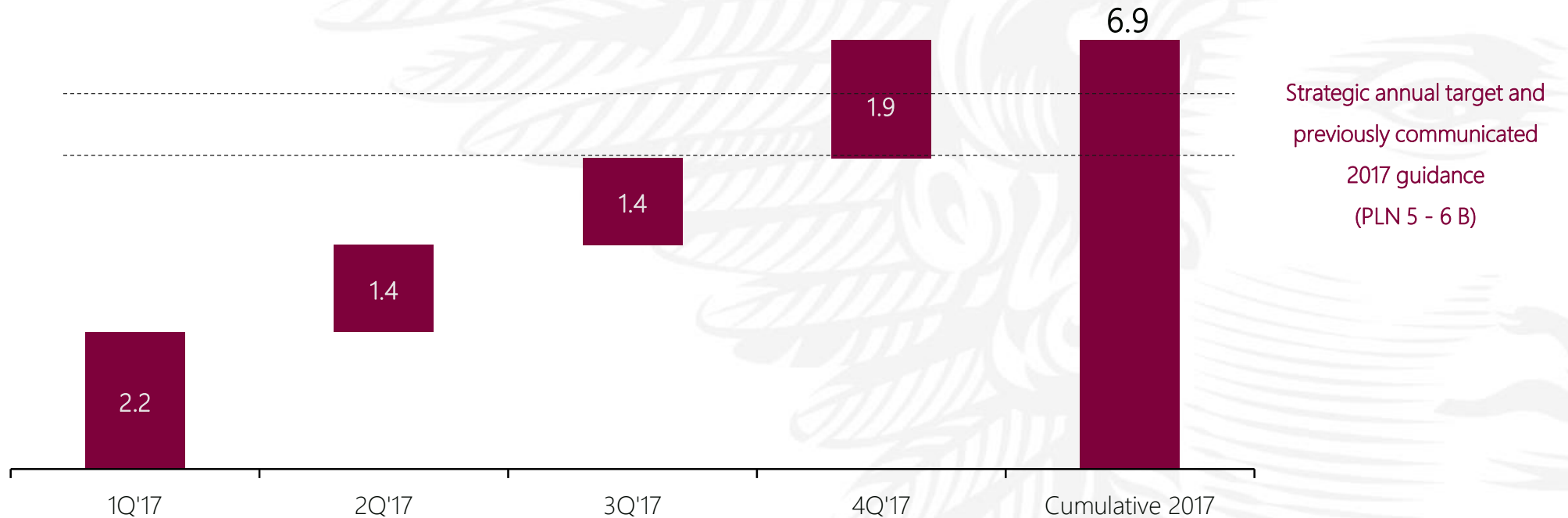
\* Excluding fair value amortization impact

\* Hypothetic ROE excluding integration costs and assuming that target synergies (PLN 381 M annually gross of tax) are included in the 2017 profit, average equity calculated on the basis of end-2016 and end-2017 balances



# IMPROVED CAPITAL POSITION ALLOWED ACCELERATION OF GROWTH IN Q4'2017, WHICH SIGNIFICANTLY EXCEEDED THE STRATEGIC TARGET AND THE PREVIOUSLY COMMUNICATED GUIDANCE

2017 quarterly gross loan book growth\* evolution (PLN B)



\* Definition: excluding loan loss provisions, sale of NPLs, Buy-Sell-Back transactions and securitization, but including portfolio amortization



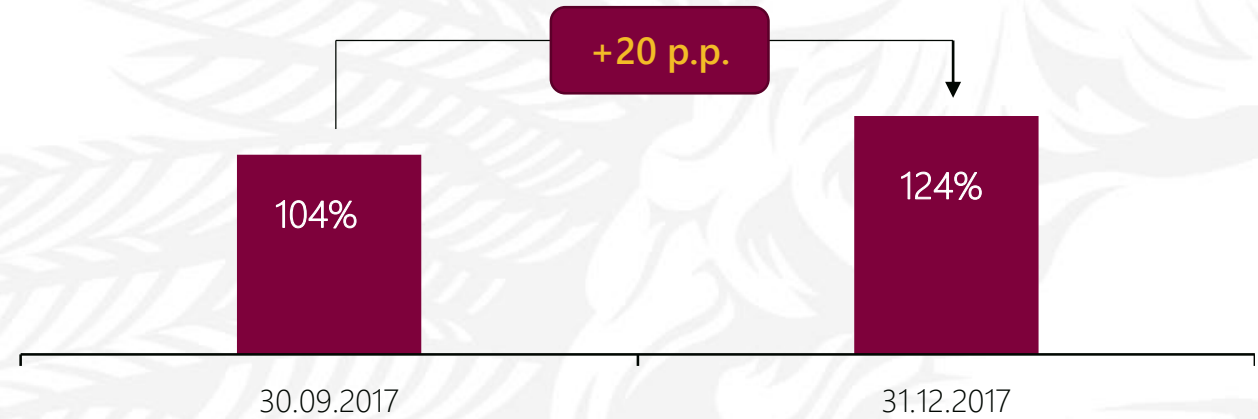
## SIGNIFICANT LIQUIDITY POSITION ENHANCEMENT IN Q4 2017

The Bank managed to significantly increase liquidity in spite of the very strong gross loan book growth of PLN 1.9 B recorded in Q4'2017...

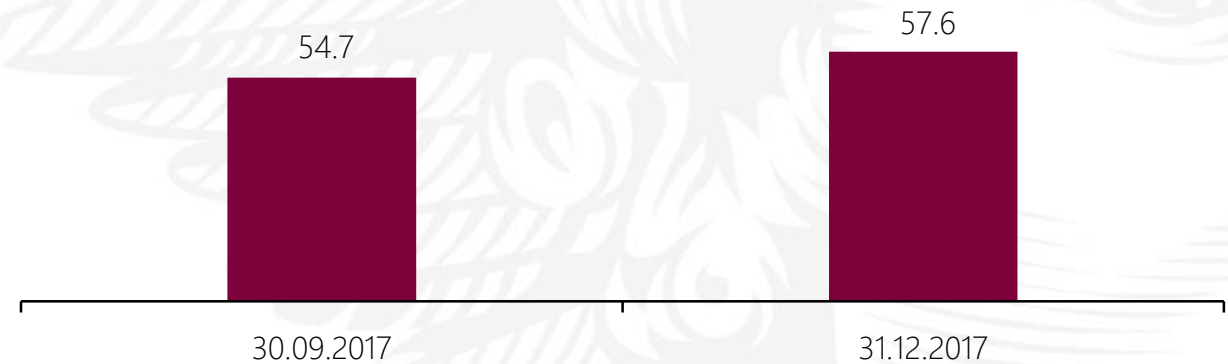
...due to a very successful retail deposit campaign aimed at strategically important client segments, leading to a retail deposit growth of PLN 2.9 B in Q4'2017...

...which led to a significant increase in the trading securities balance (available-for-sale financial assets).

LCR



Retail deposits [PLN B]

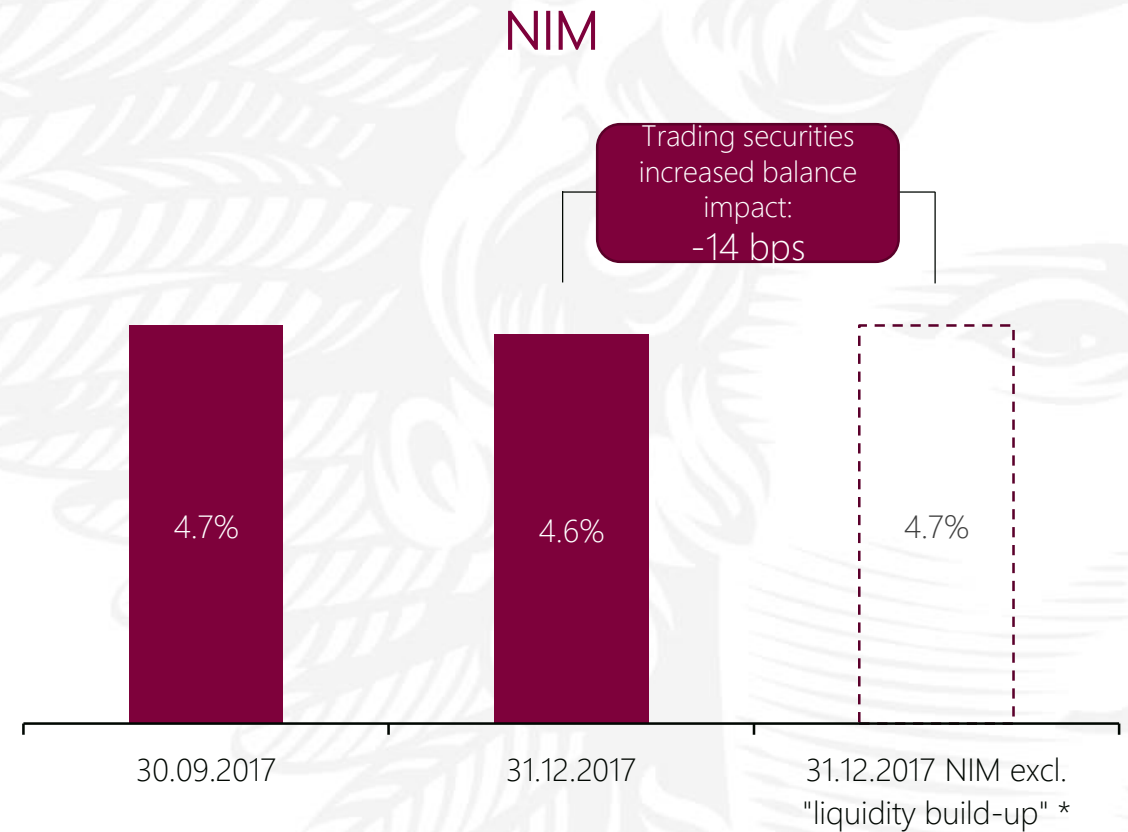
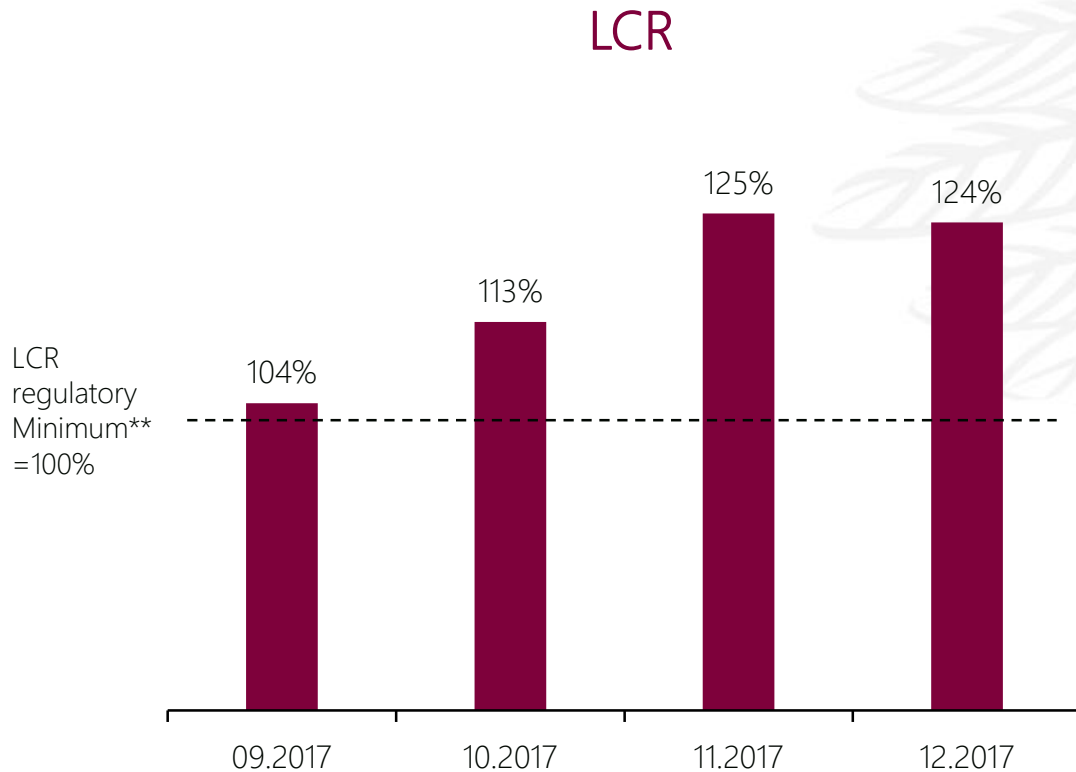


Trading securities [PLN B]





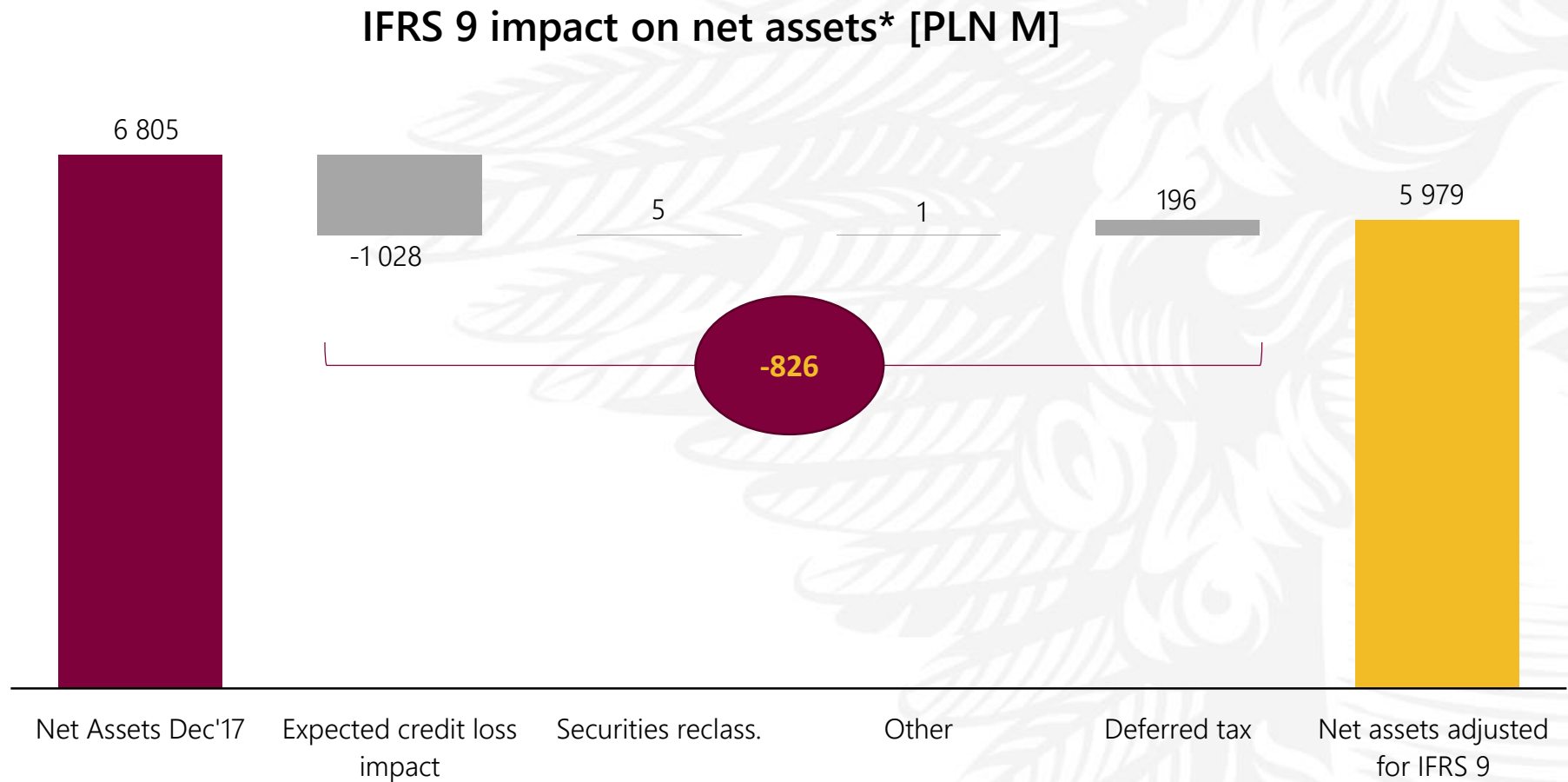
# NIM AFFECTED BY THE SIGNIFICANT LIQUIDITY INCREASE. CONSISTENT POSITIVE DYNAMIC ON "CORE" NIM. INCREASE IN LIQUIDITY NEUTRAL FROM AN ROE PERSPECTIVE



- NIM assuming Q4 growth of trading securities portfolio at the pace of Q4 loan growth (i.e. assuming no build-up of additional liquidity buffer in Q4'17)
- \*\* Regulatory minimum starting from 2018 is 100%; regulatory minimum in 2017 was 80%



## IMPLEMENTATION OF IFRS 9



**IFRS 9 reduces net assets by PLN 826 M (net of tax). The key driver of the impact are expected losses.**





## IMPLEMENTATION OF IFRS 9 – CAPITAL CHARGE\*

The bank adopted the “phase-in” option according to Regulation (EU) No 2017/2395 as regards transitional arrangements for mitigating the impact of the introduction of IFRS 9

### Tier 1 charge from IFRS9 implementation (cumulative)

2018 Day 1	2019	2020	2021	2022	2023
20 bps**	26 bps	45 bps	67 bps	93 bps	115 bps

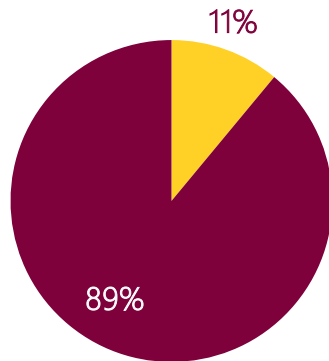
\* For consolidated data

\*\* Including negative impact of DTA buffer



# IMPLEMENTATION OF IFRS 9 EXPECTED CREDIT LOSS (ECL) FOR NON-DEFAULTED PORTFOLIO\*

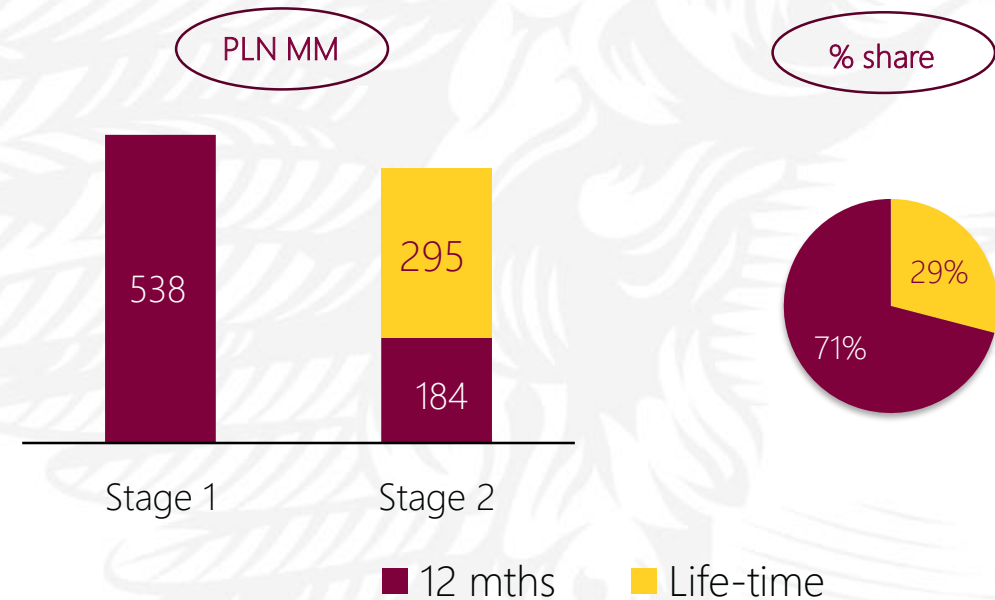
Split of non-defaulted portfolio  
by Stages (gross book value)



■ Stage 2 ■ Stage 1

- Stage 2 constitutes 11% of total non-defaulted portfolio

ECL impact by timing horizon



- ECL level driven by Alior's portfolio structure – predominantly oriented on high return/high risk products
- Vast majority (71%) of ECL impact covers the nearest 12 months horizon (under IAS-39 Alior's short LIP driven by efficiency of monitoring processes)
- Stage 2 life-time effect strengthened by long maturity of core products (cash loans) vs. the market average



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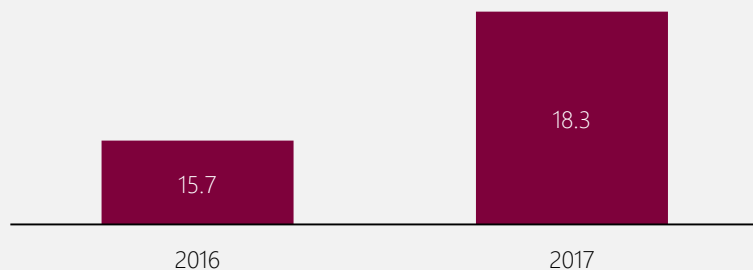
Appendix



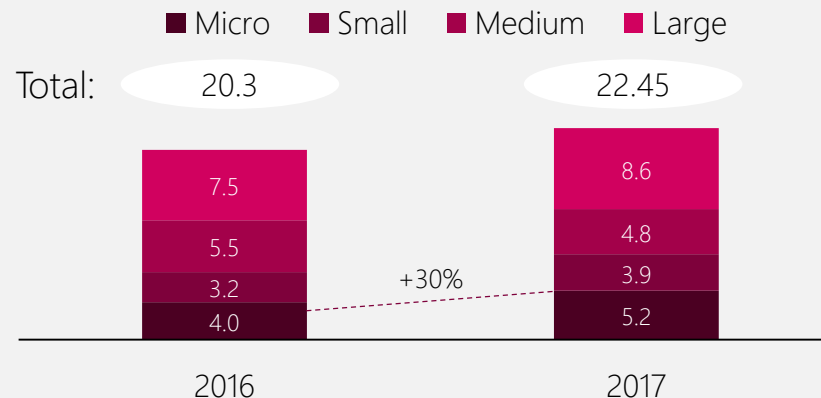
# MICRO/SME 2017 INCREASING PERFORMANCE

17% y/y growth of new clients acquisition [thousand]

New Micro/SME clients

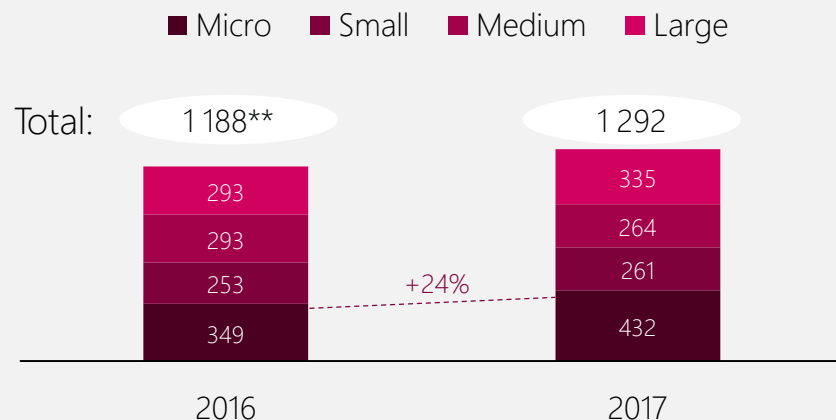


11% y/y lending growth\* with focus on high margin Micro and Small



2016 - exBPH portfolio as of estimated AB segmentation key  
\* principal only

9% y/y revenues\* growth due to focus on Micro and Small [PLN M]

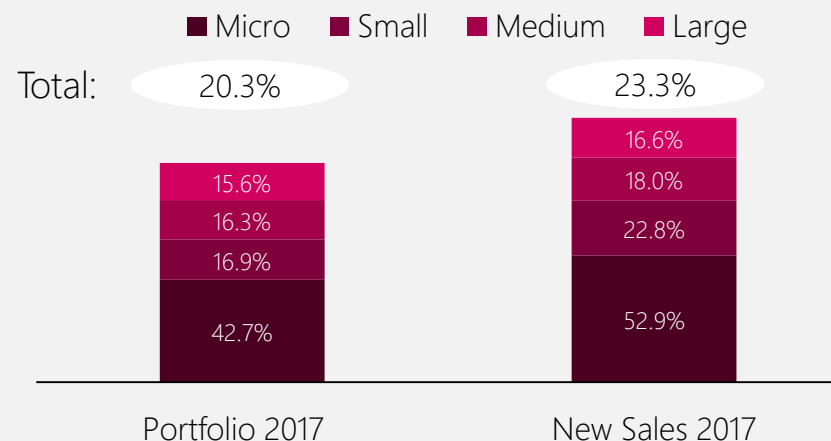


2016 - exBPH portfolio as of estimated AB segmentation key

\*Revenues excl. fee cost allocation

\*\* Pro-forma data including estimated full 2016 revenues of exBPH clients

New sales 2017 with 15% higher ROE than existing portfolio





# STRATEGIC INITIATIVES AND NEW DEVELOPMENTS FOR MICRO/SME

2017

2018

## MARKETING

- New marketing concept



- Regular multichannel campaigns agenda



## MULTICHANNEL DISTRIBUTION

- Branches, Selective Brokers, Franchise
- Call center

- Wing to wing online
- Mobile devices for branches

## AUTOMATED UNDERWRITING FOR MICRO/SME

- Multiproduct credit decisions
- CRM pre-approved

- Unified Tax File as financial data input
- Online and one-click lending process

## NEW CLIENT ACQUISITION

- Online process integrated with CEIDG
- Onboarding

- DRONN automatic voice message to each new start-up



# STRATEGIC INITIATIVES AND NEW DEVELOPMENTS FOR MICRO/SME

2017

2018

## VAS AND NON-LEADING PRODUCTS

- Zafirmowani.pl marketing events
- Unified Tax File generator
- Cashback debit cards
- Android Pay for Sodexo
- Linked POS with current account



- Zafirmowani.pl – one-stop-shop
- Accountancy module development
- New partnerships for non-banking services

## EU AND PUBLIC AID PROGRAMS TO GROW MARKET

- Implementing COSME for Micro (PLN 250 M new sales)
- Leading sales with adequate quality



- Further automatization and linking lending product offer with portfolio guarantees





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# ALOR INNOVATION MANAGEMENT MODEL IMPLEMENTATION STATUS

Implementation of Alor's Innovation Management Model announced in October 2017 is well under way

- Key team is in place
- Key projects are being kicked-off already, others expected during 1H 2018
- Necessary funding is budgeted

			Status
1	New leaders for innovations functions hired, with extensive international experience	Done	✓
2	Innovation model is ready and is under implementation. A cornerstone of the model is a new customer centric iLab focused on CX	Pilot / training	✓
3	Focus on FinTechs <ul style="list-style-type: none"><li>• New accelerator starting 1H 2018</li><li>• New Open API platform almost installed</li></ul>	1H 2018 / 1Q 2018	✓
4	Key FinTech internal projects being launched, having Alor as investor	1 <sup>st</sup> done / more in pipeline	✓
5	IT resources management model - Agilor under implementation with 4 tribes deployed (150 FTEs)	Started	✓



1

## NEW LEADERS FOR INNOVATIONS FUNCTIONS HIRED

### INNOVATION CENTER DEPARTMENT

ANDRZEJ DOMINIAK



**EMEA Regional Development Head- Citi**

Delivering solutions for retails businesses across Europe and Middle East

**Technology Director – Nordea**

Delivering IT transformation programs, enabling full scale Agile and DevOps, transforming organizational culture to support rapid, customer centric delivery

**Citi Innovation Lab Head – Citi**

Creating and running R&D / innovation operation model, managing balanced innovation portfolio in collaboration with global Citi partners and EMEA technology partners

**CISO – Citi**

Running information / cyber full scale security programs



### FINTECH DEPARTMENT

DANIEL DASZKIEWICZ



**FinTech and Corporate Innovation Global Lead – Citi**

Leadership of the cross organization global innovation program for Transaction Services, Lead strategy, investment recommendations, built internal startups, advised key clients and national governments on emerging financial technologies

**Global Head of Mobile Products – Citi**

Global management of mobile products portfolio for Citi corporate clients across 96 countries. Leading product development and commercialization across the globe.

**Global Product Manager- Citi**

Product Management of global mobile solutions and leadership of digital innovations

**Startup founder – YouThink/Visuality**

Built digital business from the ground up



## 2 INNOVATION MODEL IS READY

### MODEL IS BEING DEPLOYED ACROSS THE ORGANIZATION, WITH KEY ADVANTAGES IDENTIFIED

#### Fosters innovation

- Delivers a framework for employees working in innovation to develop themselves
- Places innovation at the core of Alior's strategy implementation

#### Provides flexibility to strategy implementation

- Provides a mechanism for constant monitoring of results and steering strategy implementation
- Allows a straightforward way for regular steering of projects by Alior's Board

#### Leverages cooperation and internal crowdsourcing

- Provides tools to all Alior employees to innovate in a decentralized and straightforward way
- Allows for Alior employees in direct contact with clients to develop new ideas and solutions
- New customer research iLab will allow to better understand clients' expectations

#### Standardizes comparison between projects

- Facilitates internal project evaluation based on pre-defined strategic KPIs
- Simplifies project preparation by easy-to-use standard tools deployed across Alior



# 2

## NEW CUSTOMER CENTRIC iLAB FOCUSED ON CX

### Co-create with iLAB

- New state-of-the-art iLab in Warsaw Spire (opens 1H 2018)
- Customer is central part of our product and is with us through whole product creation and delivery journey

CLIENT ENGAGEMENT

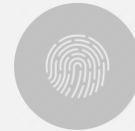
### Diagnosing Trends and Customer Experience

- NPS testing
- Deep dive research



### Product Discovery

- Co-create with customers
- Discover customer needs



### Proof of Concept

- Testing concepts with clients
- Shaping first MVP

### Product Creation

- Quick and fast MVP shaping in iterations
- Quick prototyping and testing
- Learning journey with clients

### Product support

- Diagnosing customer experience delta
- Looking for improvements







### 3 NEW ACCELERATOR STARTING 1H 2018

#### PROGRAM OVERVIEW

Budget until 2020: PLN 30 M

First Edition Focus: Open Banking

Start: June 2018

Participants of the 1<sup>st</sup> edition: 6-8 FinTechs

#### Support:

- Financing
- Mentoring and workshops
- Co-working space
- Proof of Concept with Alior Bank
- FinTech LAB API
- Other benefits: i.e. partnerships with technology companies

#### Location:

Located in Alior's new Accelerator and Innovation Lab being built in Warsaw Spire



#### Timeline

APRIL - MAY

Startup Selection

JUNE

HELLO DAY  
Official start of  
Accelerator

JULY - OCTOBER

ACCELERATOR  
Workshops, mentoring,  
PoC w/ Alior Bank,  
Networking events

NOVEMBER

DEMO DAY  
Official end of the acceleration  
program



**3**

## OPEN API PLATFORM SCHEDULED FOR DEPLOYMENT

ALIOR'S FINTECH STRATEGY KEY ELEMENT IS OUR NEW OPEN API PLATFORM

### STANDARD OPEN API



#### AIS:

- Account information
- Account Balance
- Transactions history



#### PIS:

- Available funds
- Balance
- Transaction initiation

### ADDITIONAL BUSINESS MODELS



#### Data:

- Identity verification / credit score
- External customer data imported into banking applications



#### Data analytics

- To analyze other bank's data for new offerings, sharing recommendations to partners



#### Bank as TPP:

- "Cash Collect" other banks' data aggregation
- Virtual wallet, different banks, different account in one place



#### Partnership with FinTech:

- Value added services based on B2B partnership, third party services to Bank clients

*PSD2 ready*

*Different pricing strategies and business models based on B2B and B2C relationships*



# 4

## FINTECH INTERNAL PROJECTS LAUNCHED



BANCOVO. REALIZES THE BANK'S STRATEGY IN THE FINTECH AREA - "PARTNER / INVEST / BUILD"

### ALIOR BANK INVESTED IN BANCOVO.

- BANCOVO. is the first financial marketplace in Poland offering a wide range of financial products
- end-2-end online sales process
- Cash loans available as a first product on the platform
- Planned extension of the offer with micro financing, mortgage loans and insurance
- Independent brand - since March 2018 marketing campaign (Internet), ATL in H2'2018
- Simplicity and convenience for the customer - thanks to advanced technology and modern UX
- Transparency of choice: the customer chooses the best available offer
- PSD2 ready solution

### BANCOVO. 2020 GOALS

- 2-3 Billion PLN in loan sales in 2020
- #1 in online brokerage segment
- It will significantly increase commission income for the AB Group

The screenshot displays the BANCOVO website interface. At the top, the logo 'BANCOVO. BETA' is visible alongside navigation links: 'JAK TO DZIAŁA?', 'O NAS', 'PORADY', and 'KONTAKT'. A phone number '+48 22 100 43 44' is in the top right corner. The main heading reads 'KREDYTY I POŻYCZKI' followed by 'Po raz pierwszy w Polsce'. Below this, a subtext says 'Wybierz, porównaj rzeczywiste oferty i podpisz umowę online!'. On the right, a white overlay box titled 'Ile chcesz pożyczyć?' shows a slider set to '4000 zł' (range: min 500 zł to max 50 000 zł) and another slider for 'na 36 mies.' (range: min 2 m-cy to max 84 m-cy). Below the sliders, it states 'RATA już od 125 zł' and 'RRSO 9.19%'. A button at the bottom of the overlay says 'ZOBACZ OFERTY'.



5

## IT RESOURCES MANAGEMENT MODEL – AGILOR UNDER IMPLEMENTATION



### NEW WAYS OF WORKING

- Fixed delivery team (SQUAD) linked to business areas (TRIBES)
- Decision making and priority autonomy on the TRIBE level
- Day to day collaboration (colocation and video channels)
- Working in Agile – short sprints, frequent delivery, continuous backlog prioritization
- New tools to support automation and DevOps

### BENEFIT OF USING NEW MODEL

- Increase of efficiency (more releases, less errors, better resource utilization)
- Better Time2Market for business ideas
- Better team and employees engagement (reflected in NPS)

### STATUS OF IMPLEMENTATION

- Pilot phase completed for 4 TRIBES (150 FTEs)
- Measurable, positive results on all factors (NPS, Time2Market, efficiency)
- Full model rollout started – implementation planned till the end of 2019
- Target plan is to leverage hybrid model
  - AGILOR for rapid development
  - “traditional approach” for complex, multi system implementation



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## KEY FINANCIALS – P&L

PLN M (annual)	2016	2017	ch. yoy (%)	ch. yoy (PLN M)
Total revenue	2 681	3 712	38	1 032
Profit from bargain purchase of Bank BPH	465	0	-100	-465
General administrative expenses	-1 567	-1 846	18	-279
Impairment losses & provisions	-800	-930	16	-130
Bank tax	-131	-201	53	-70
Profit before tax	648	737	14	88
Income tax	-73	-221	201	-148
Net profit	575	516	-10	-59
Net profit attributable to equity holders of the parent	575	515	-10	-60



## KEY FINANCIALS – VOLUMES AND RATIOS

PLN M	2016	2017	ch. yoy (%)	ch. yoy (PLN M)
Loans	46 247	51 267	10.9	5 019
Deposits	51 369	57 614	12.2	6 246
Total equity	6 160	6 762	9.8	602
Total assets	61 160	69 494	13.6	8 333

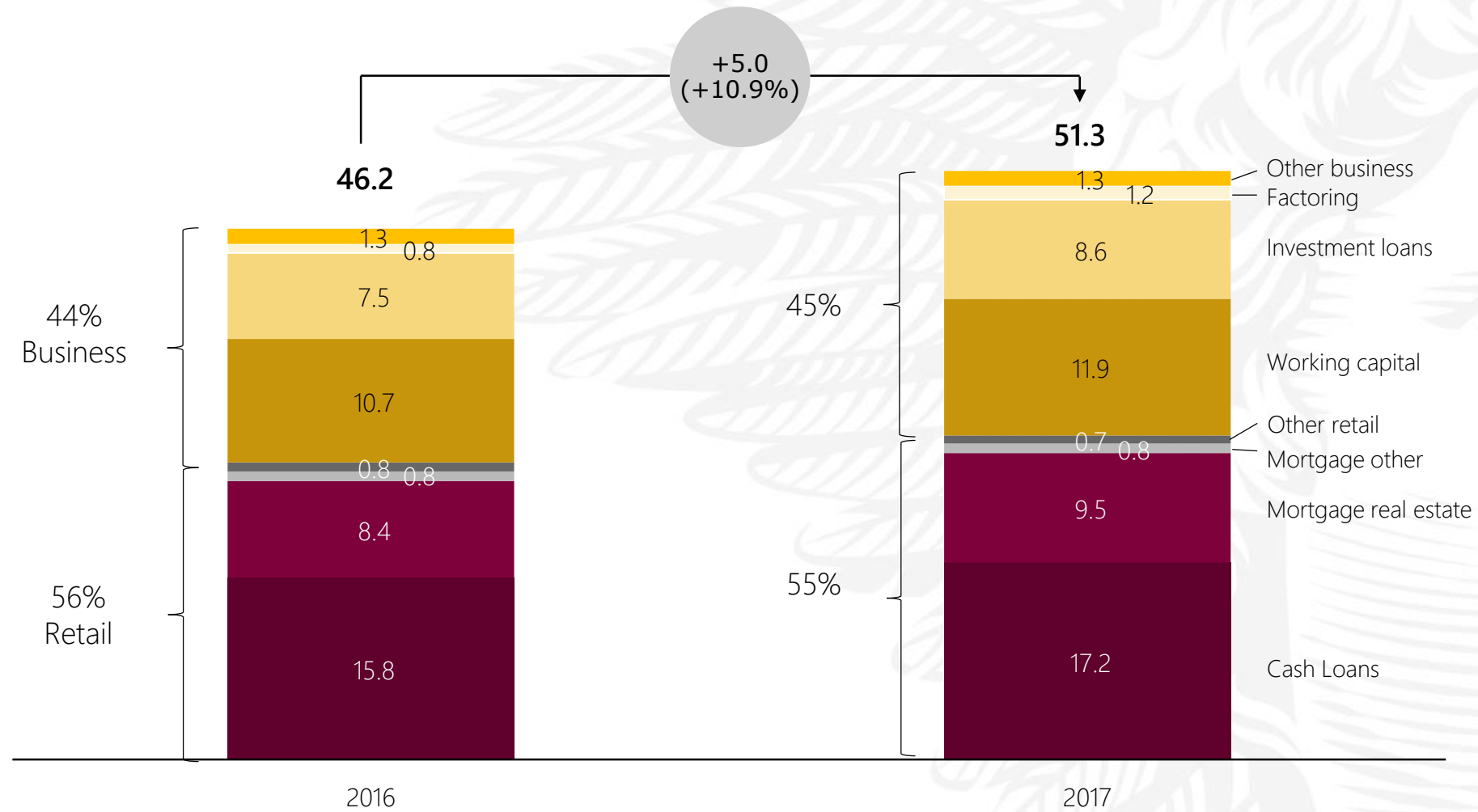
% (yearly)	2016	2017	ch. yoy (%)	ch. yoy (pp)
ROE	11.9	8.0	-32.9	-3.9
ROA	1.1	0.8	-30.6	-0.3
C/I	58.4	49.7	-14.9	-8.7
CoR	-1.9	-1.7	-8.1	0.2
L/D	90.0	89.0	-1.2	-1.0
NPL ratio	9.8	10.8	10.7	1.0
NPL coverage ratio	57.2	52.0	-9.9	-5.2
TCR	13.6	15.2	11.7	1.6
Tier 1	11.3	12.1	7.5	0.8





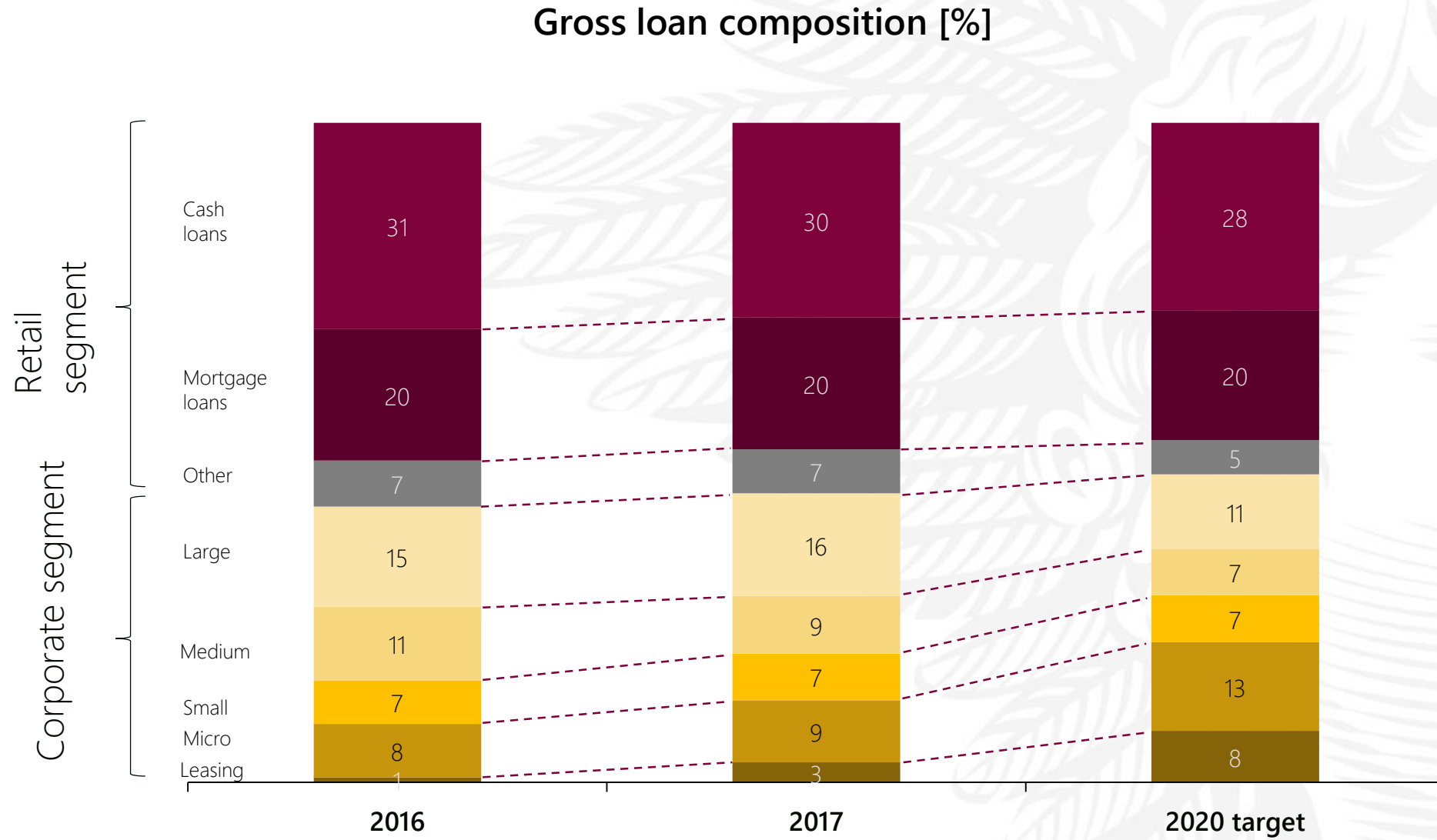
# LOAN BOOK SPLIT

## LOAN BOOK (PLN B)





# LOAN PORTFOLIO STRUCTURE DEVELOPMENT ON TRACK TO ACHIEVE STRATEGIC TARGETS

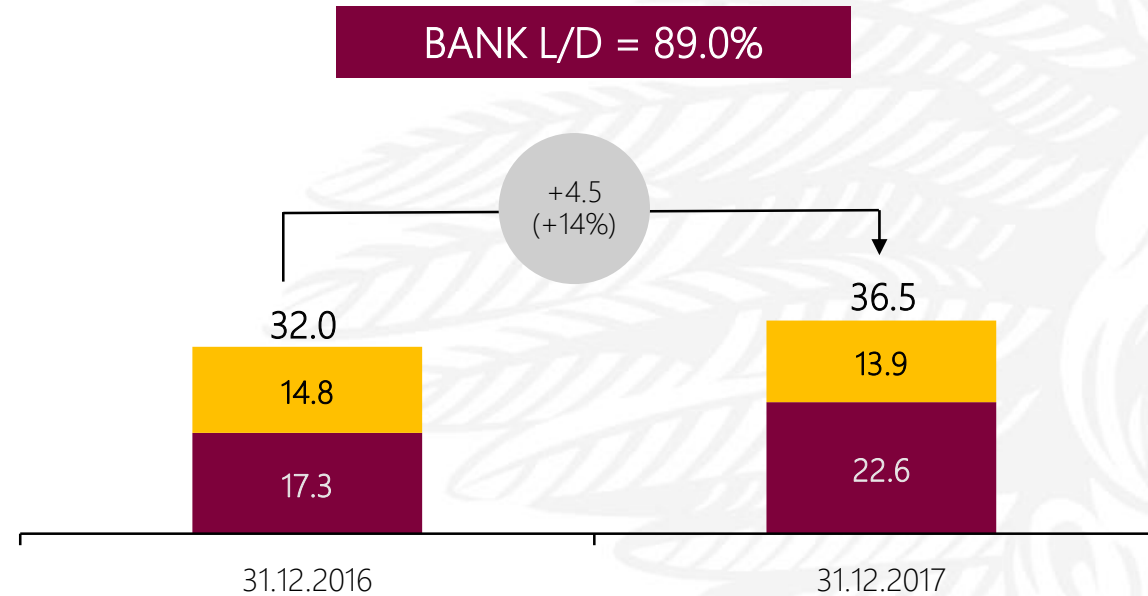




# DEPOSIT BOOK – IMPROVED MIX OF CURRENT ACCOUNTS AND TERM DEPOSITS (IN PLN B)

## Retail

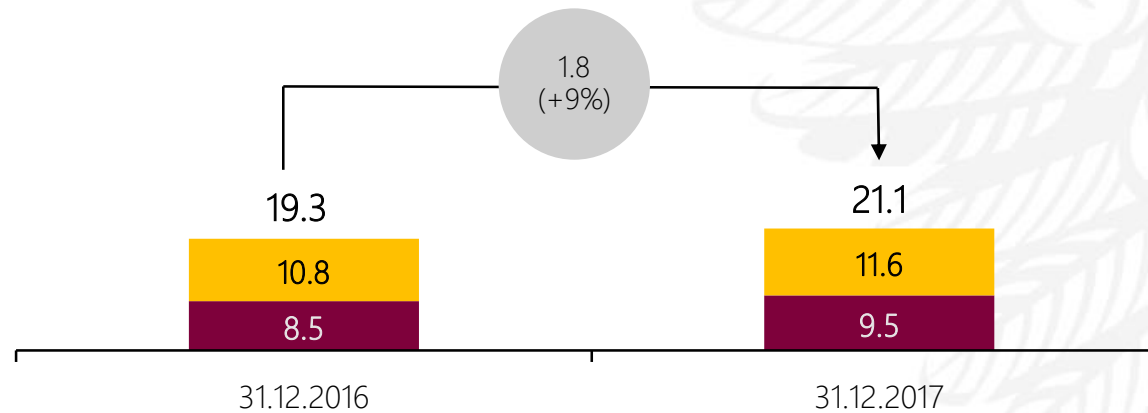
L/D = 77.3%



Successful retail deposit campaign based among others on „Konto Lokacyjne” (new type of savings account) resulted in Q4'17 retail deposit base increase of PLN 2.9 B and PLN 4.5 B in 2017

## Corporate

L/D = 109.2%



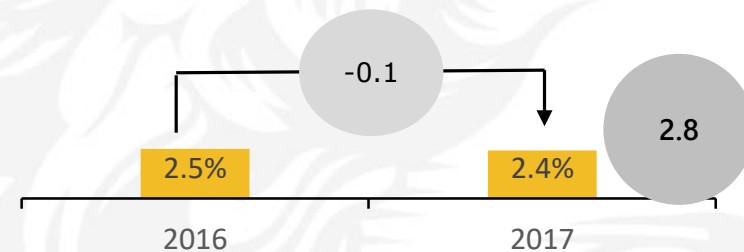
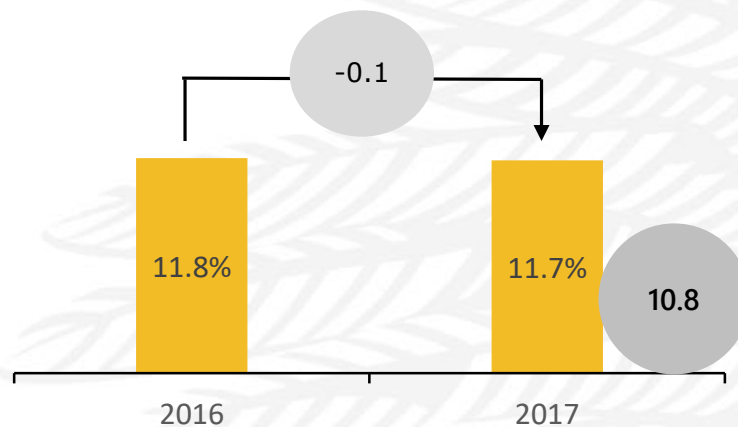
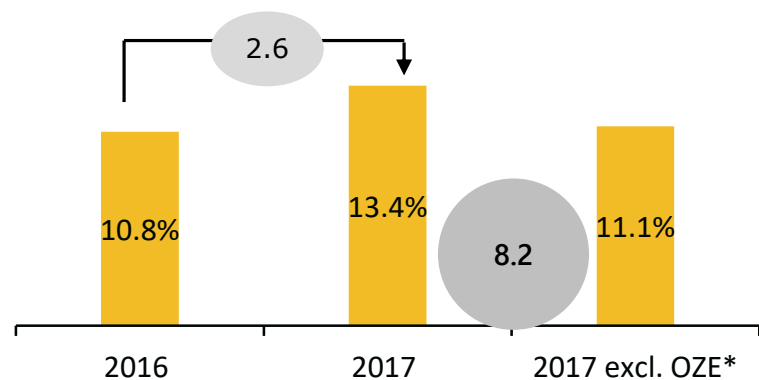
Business clients: the Bank was able to grow the deposit balance, especially in small and medium segments

%		
	EoY 2016	EoY 2017
Current accounts/total deposits	50	56



# KEY CREDIT RISK RATIOS

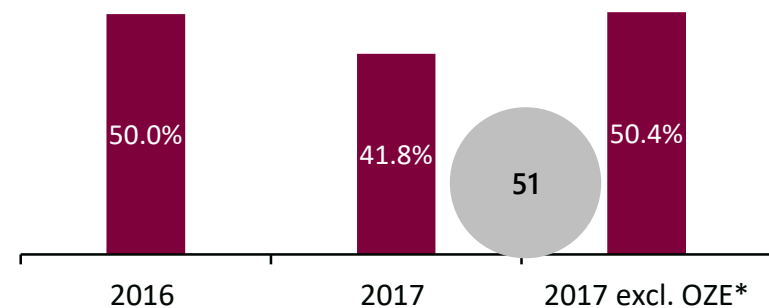
## NPL total



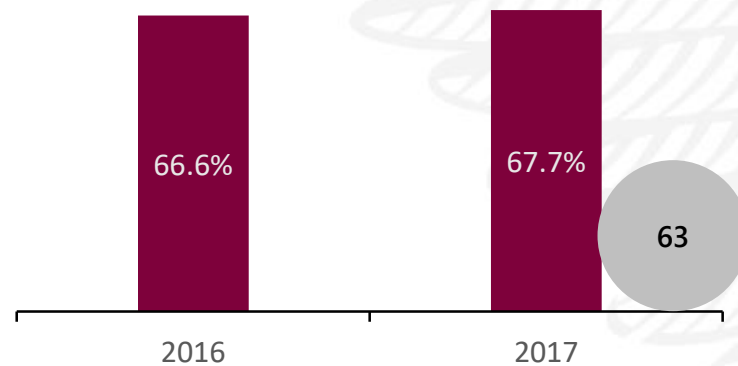
Market avg.\*

## CORPORATE

## COVERAGE RATIO



## RETAIL



## MORTGAGE



Loan portfolio structure (%)	Corporate	Retail	Mortgage
Alor Bank	44.9	37.5	17.6
Banking sector**	35.4	26.8	37.8

\* OZE (Pol. – Odnawialne Źródła Energii) – Renewable Energy Sources

\*\* Ratios (as of the end of December 2017) calculated on the basis of data on loans receivables published monthly by the National Bank of Poland. Corporate loans sector line excluding government sector entities. Retail comprises the total retail portfolio less mortgages for real estates portfolio



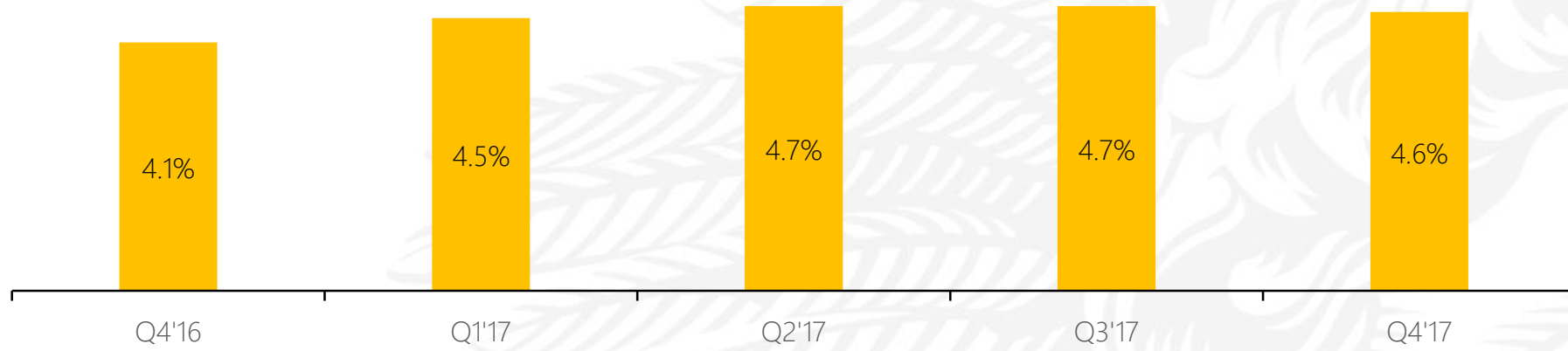
## ALIOR OZE UPDATE

- Total Alior Bank wind farm exposure:
  - 19 wind farms
  - ~ 2% of total loan book (PLN 1.1 B)
- Provisioning of PLN 62 M (9% coverage of NPL), total provisioning including collective IBNR for OZE of PLN 84.5 M
- All exposures serviced on time, all farms are in full capacity production
- Limited risk of further provisioning thanks to the rise in price of green certificates and higher farm productivity than expected in the financial models
- Possible positive legislation changes (RE tax decrease to original level) which would improve future profitability of wind farms

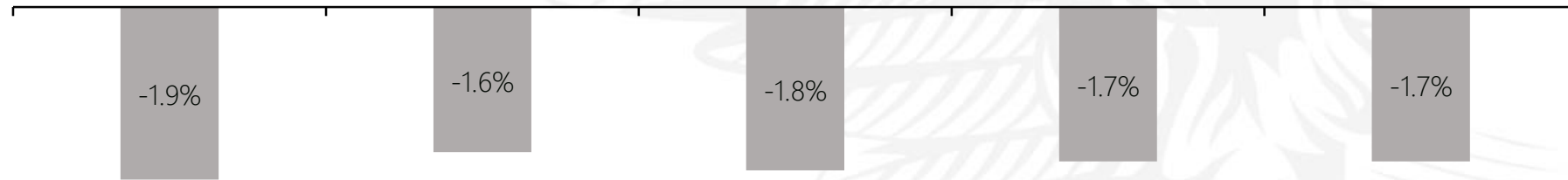


## ALIOR NIM DEVELOPMENT (%)

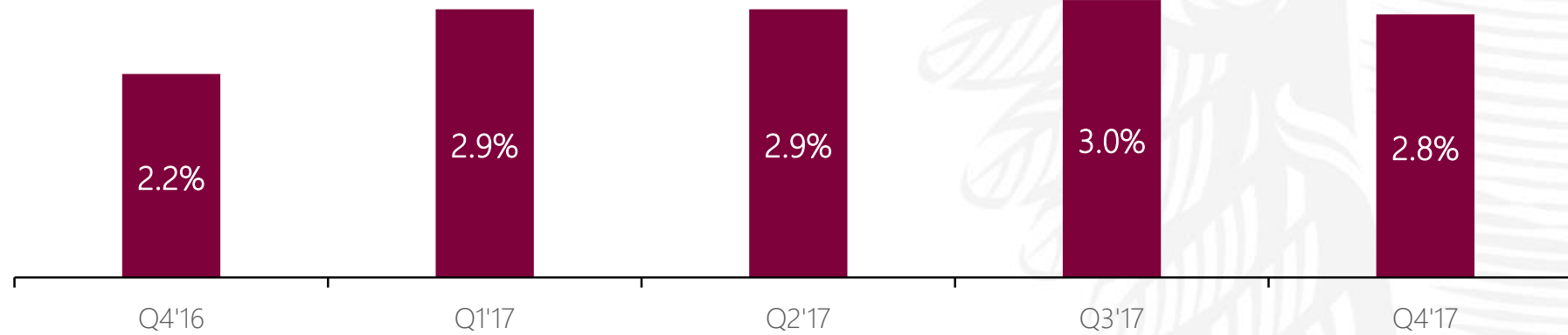
NIM



CoR



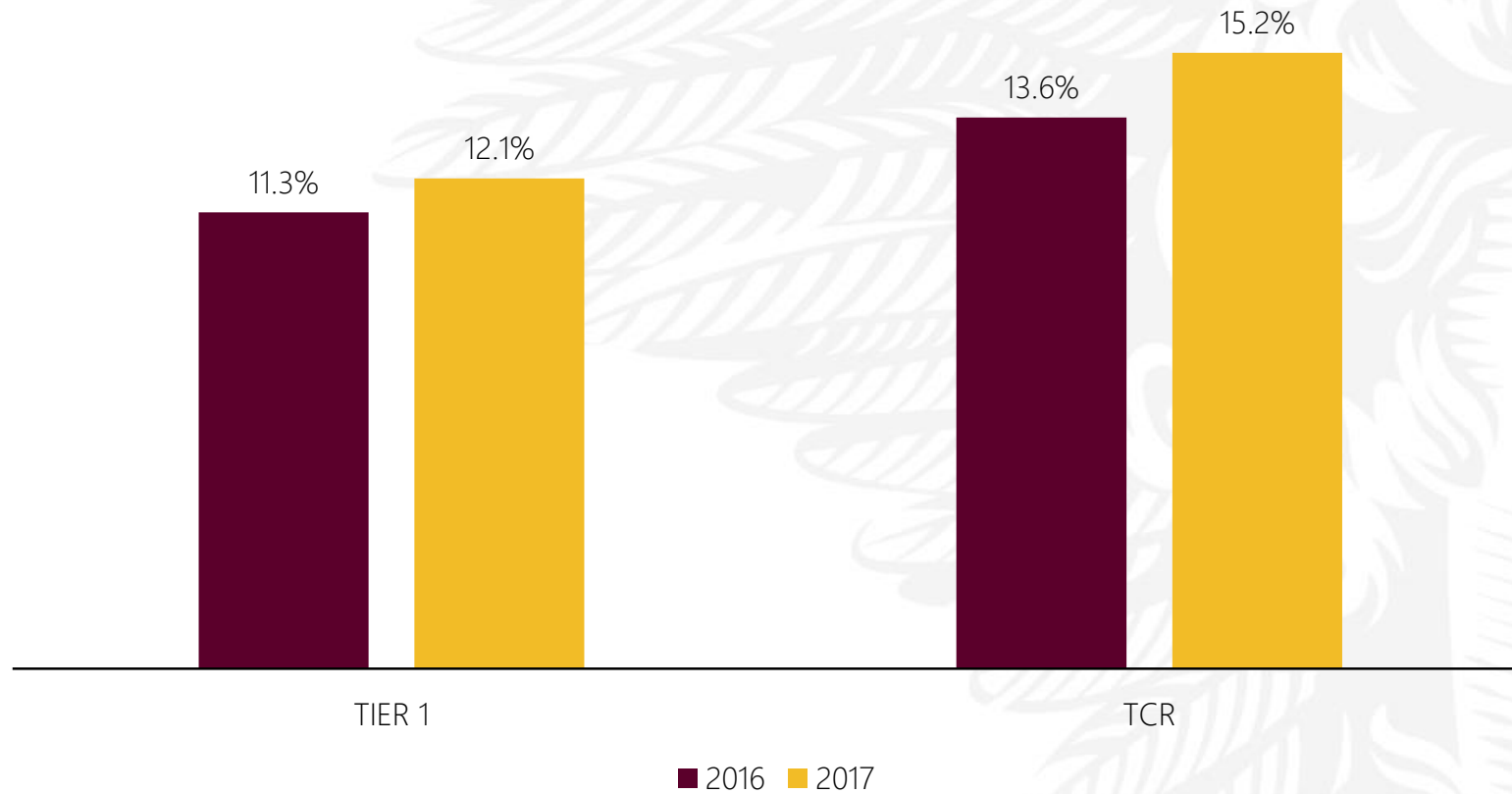
NIM - CoR







## CAPITAL POSITION SUPPORTS FUTURE LOAN ORIGINATION OBJECTIVES





## AGENDA

2017 Summary

2017 Key financial issues

SME update

Innovations update

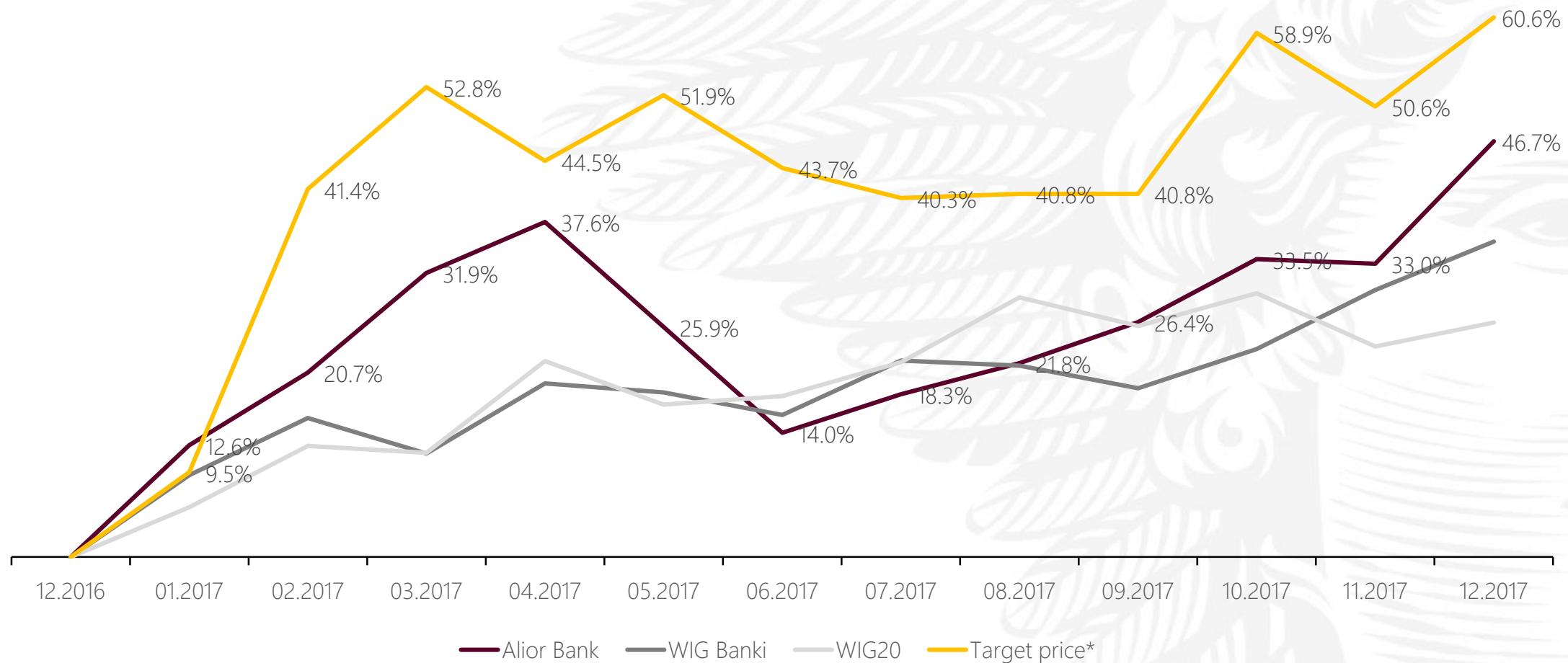
Operational performance

Appendix



# ALIOR STOCK PRICE PERFORMANCE

## CHANGE OF THE PRICE (VS. END OF 2016)



Source:

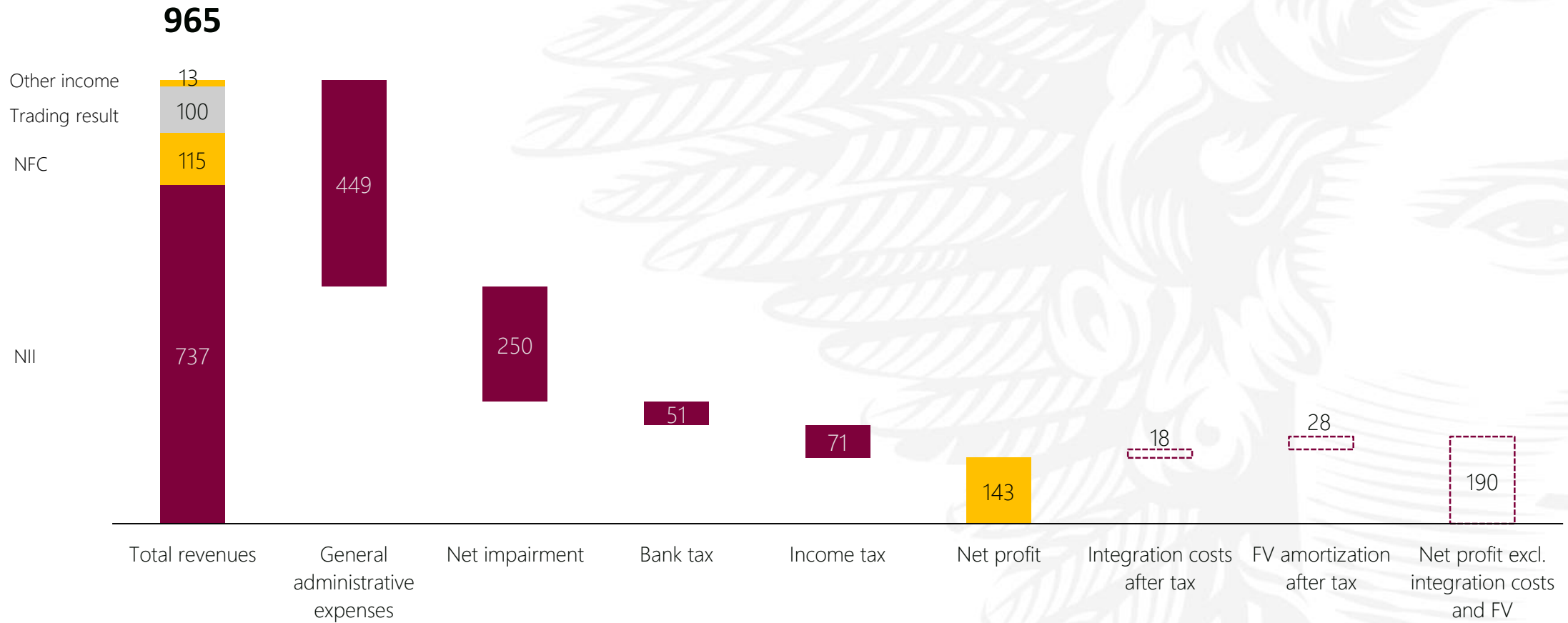
stooq.pl (Alior price listing, WIG BANKI, WIG 20)

\* sell side analysts' reports (JPM, MS, BZWBK, VTB, PKO, mBank, SocGen, PEKAO, VTB, Ipopema, BOŚ, Wood, Erste, Trigon, Deutsche Bank) for Target price



## Q4 BOTTOM LINE DECOMPOSITION (IN PLN M)

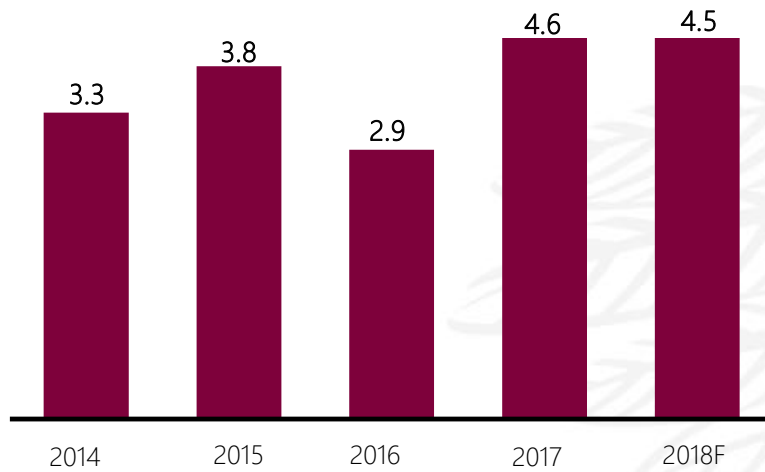
QTD in PLN M



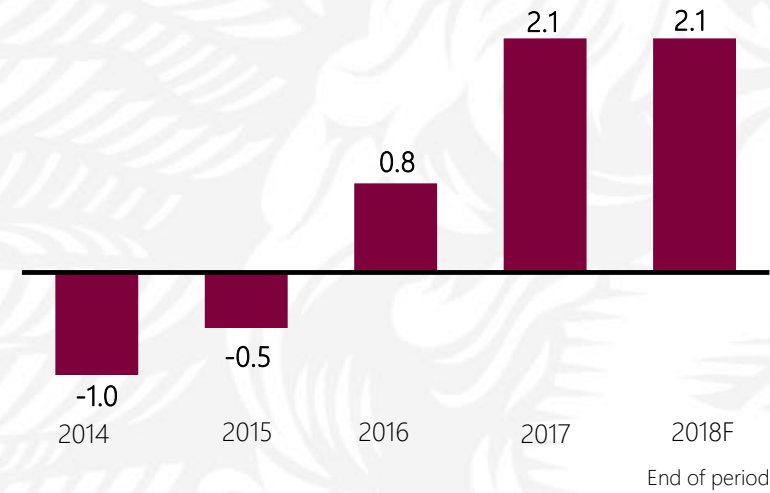


# POLISH MACRO OUTLOOK

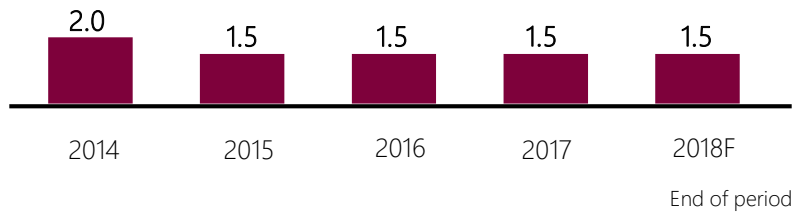
GDP growth (% yoy)



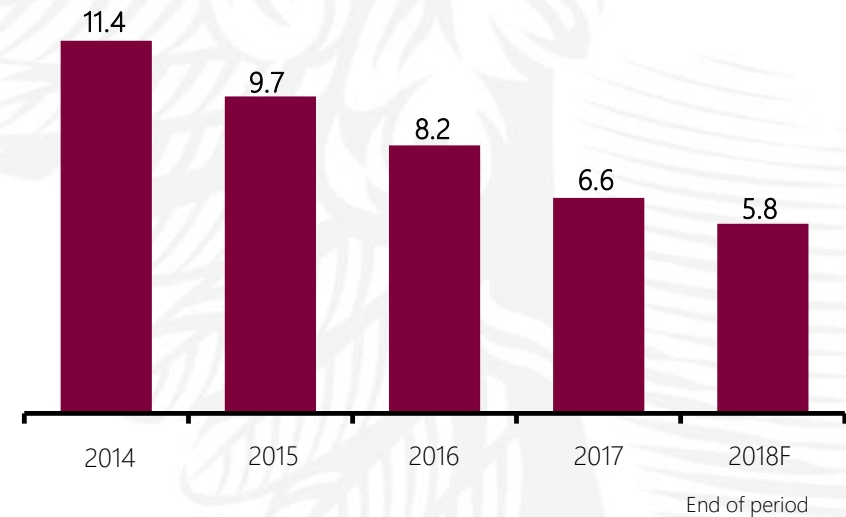
Inflation (CPI % yoy)



NBP reference rate (%)



Unemployment rate (%)





## ALIOR BANK INCOME STATEMENT SNAPSHOT

in PLN M	2016	2017
Interest income	2 644	3 601
Interest expense	-698	-760
<b>Net interest income</b>	<b>1 946</b>	<b>2 841</b>
Fee and commission income	591	828
Fee and commission expense	-260	-375
<b>Net fee and commission income</b>	<b>331</b>	<b>453</b>
Trading result	321	369
<b>Net gain (realized) on other financial instruments</b>	<b>22</b>	<b>7</b>
Other operating income	113	127
Other operating costs	-52	-85
<b>Net other operating income</b>	<b>61</b>	<b>42</b>
Profit from bargain purchase of Bank BPH demerged business	465	0
General administrative expenses	-1 567	-1 846
Net impairment charges and write-downs	-800	-930
Banking tax	-131	-201
Profit before tax	648	737
Income tax	-73	-221
<b>Net profit</b>	<b>575</b>	<b>516</b>
<b>Net profit attributable to equity holders of the parent</b>	<b>575</b>	<b>515</b>



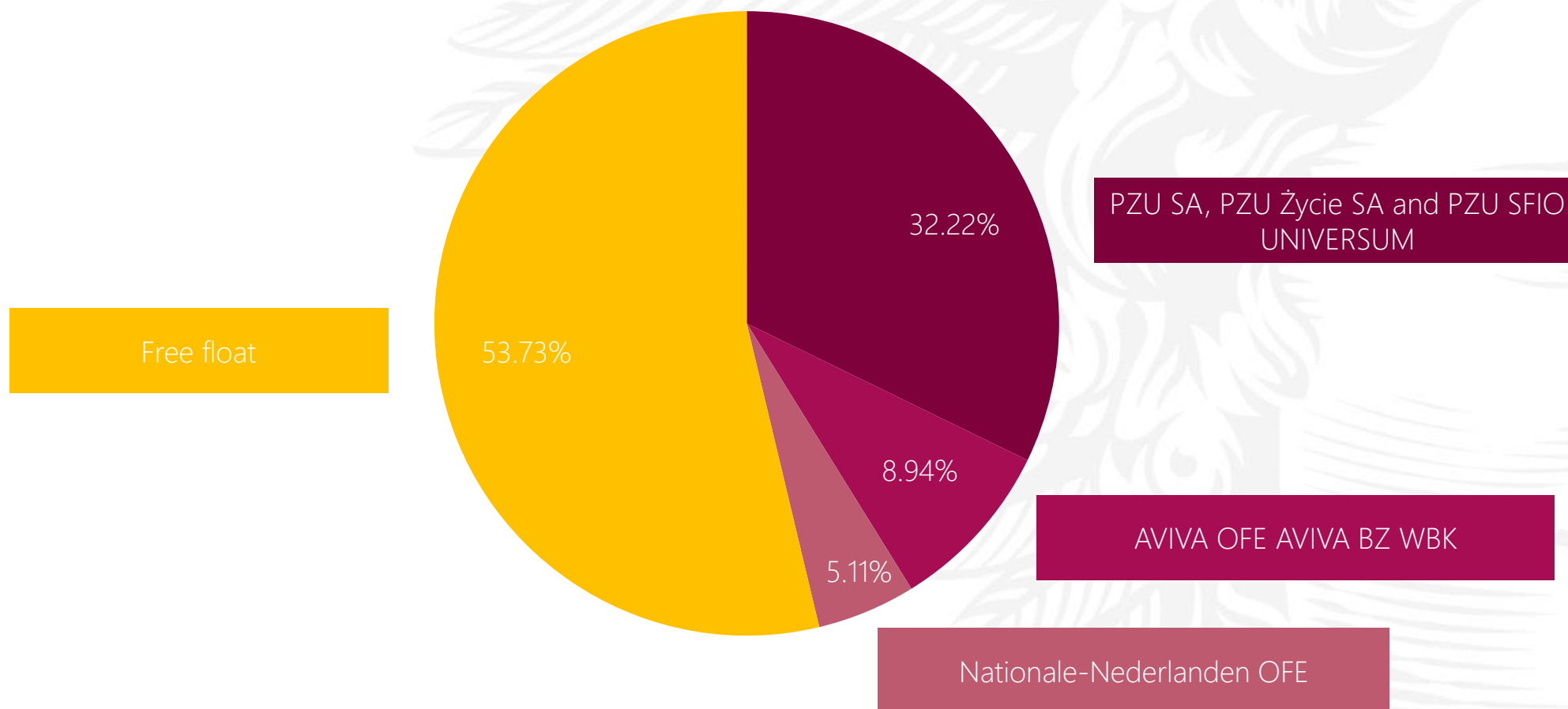


## ALIOR BANK BALANCE SHEET SNAPSHOT

in PLN M	31 Dec'16	31 Dec'17
Cash and balances with the Central Bank	1 083	965
Financial assets held for trading	420	453
Available-for-sale financial assets	9 375	12 072
Investment securities held to maturity	2	1 118
Derivative hedging instruments	72	88
Amounts due from banks	1 366	902
Loans and advances to customers	46 247	51 267
Assets pledged as collateral	367	409
Property, plant and equipment	486	476
Intangible assets	516	549
Income tax asset	540	570
Other assets	686	626
<b>Total assets</b>	<b>61 160</b>	<b>69 494</b>
Financial liabilities held for trading	298	436
Amounts due to banks	429	892
Amounts due to customers	51 369	57 614
Derivative hedging instruments	6	5
Provisions	287	90
Other liabilities	1 433	1 675
Income tax liabilities	14	104
Subordinated loans	1 165	1 915
<b>Total liabilities</b>	<b>55 007</b>	<b>62 732</b>
Equity	6 160	6 762
Equity attributable to equity holders of the parent	6 159	6 761
Share capital	1 293	1 293
Supplementary capital	4 186	4 820
Revaluation reserve	-72	14
Other reserves	184	184
Retained earnings (accumulated losses)	-7	-66
Profit for the year	575	515
<b>Total liabilities and equity</b>	<b>61 160</b>	<b>69 494</b>



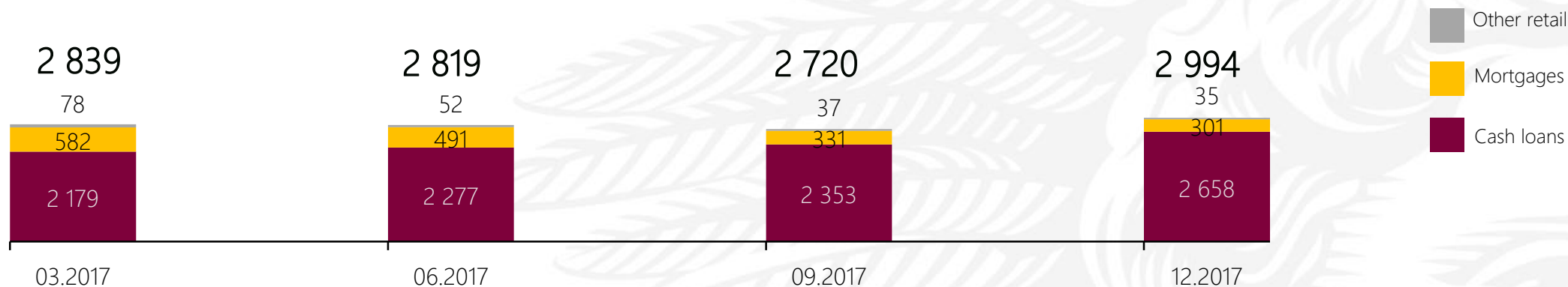
## LARGEST FREE FLOAT AMONG POLISH FINANCIAL INSTITUTIONS



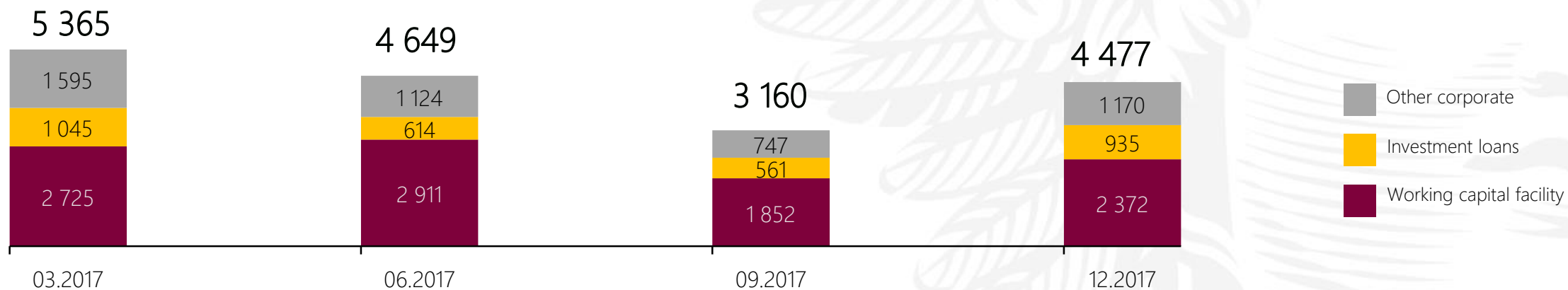


# ALIOR BANK NEW LOANS SALES IN RETAIL & CORPORATE

## RETAIL LOANS (NEW PRODUCTION PER QUARTER)



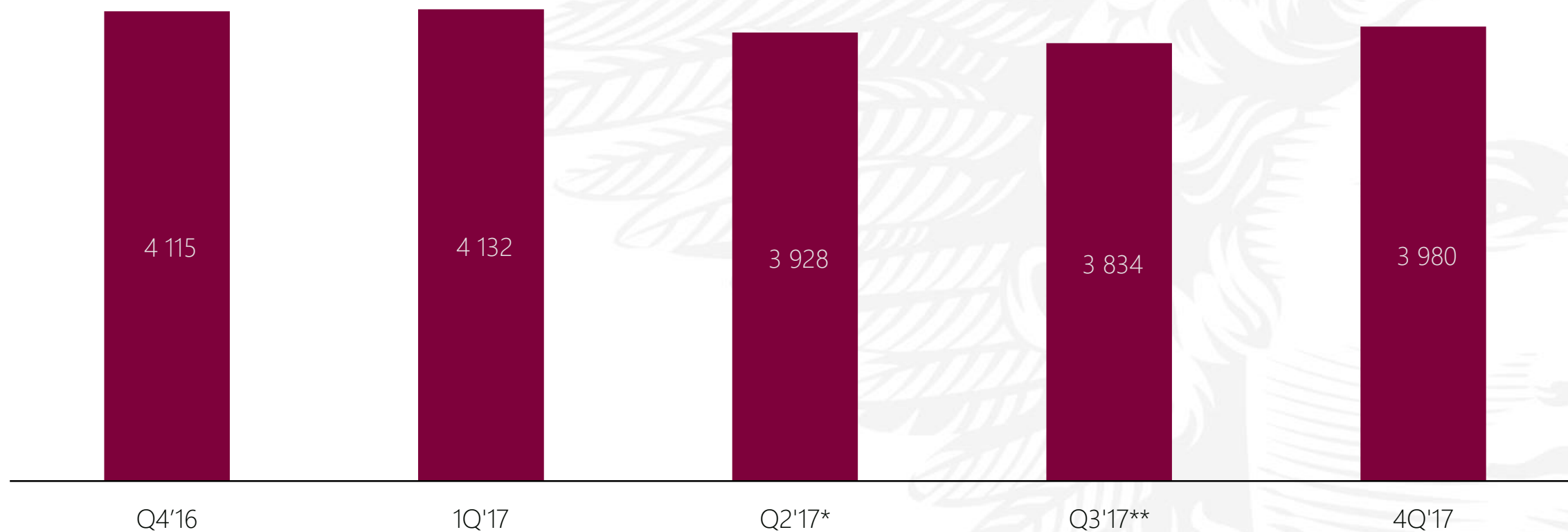
## CORPORATE LOANS (NEW PRODUCTION PER QUARTER)



New production defined as any opening of a new credit account / credit line. Renewals are included in corporate loans new production  
Other retail includes: loans for purchase of securities, credit card borrowings loans, other mortgage loans  
Other corporate includes: credit card, car loans, other receivables, factoring



## ALIOR BANK CUSTOMER BASE (IN PLN T)

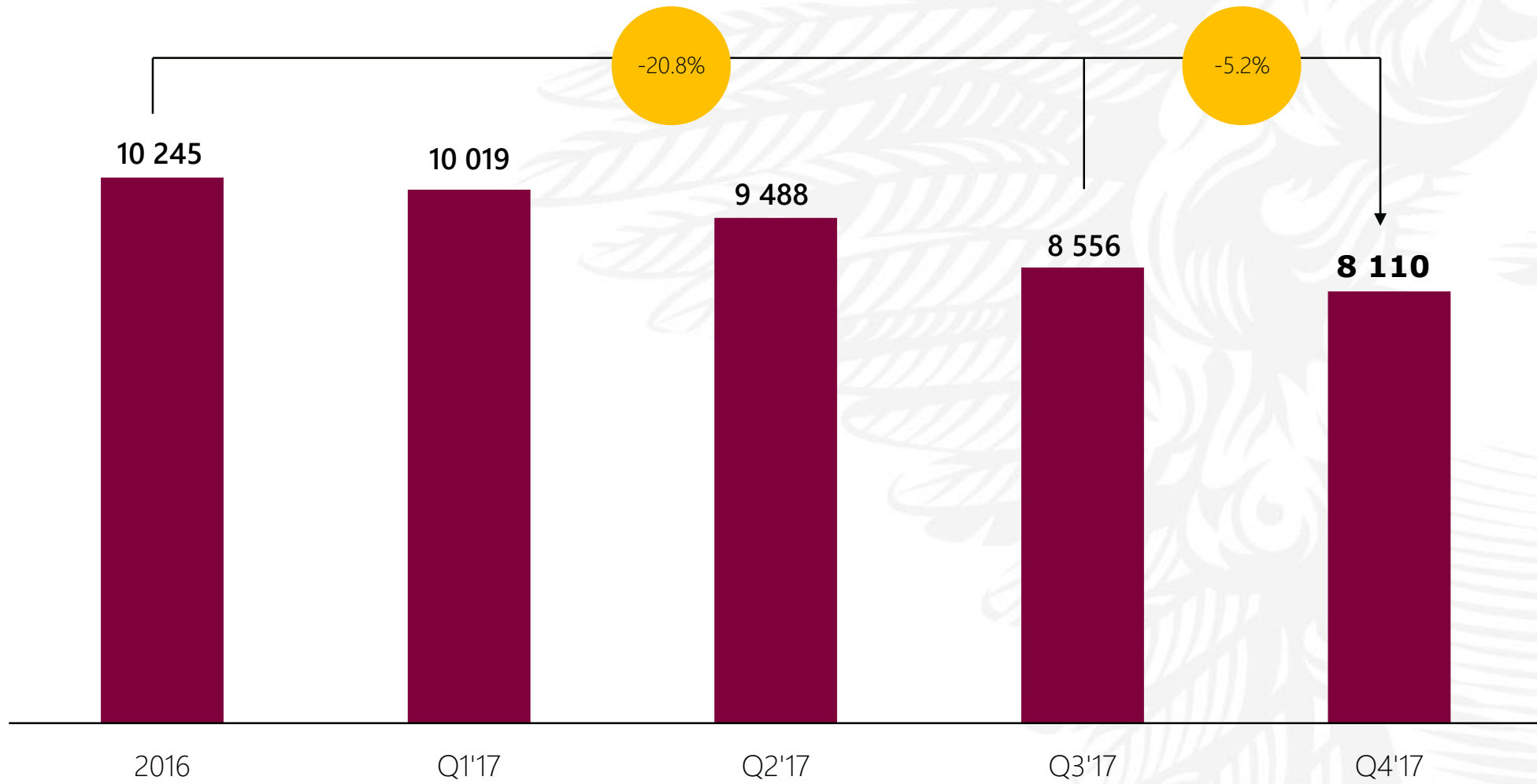


\* slight decrease in number of clients in Q2'17 is of technical nature as a result of new definition of active client

\*\* in Q3'17 Alior Bank terminated 156 thousand inactive accounts

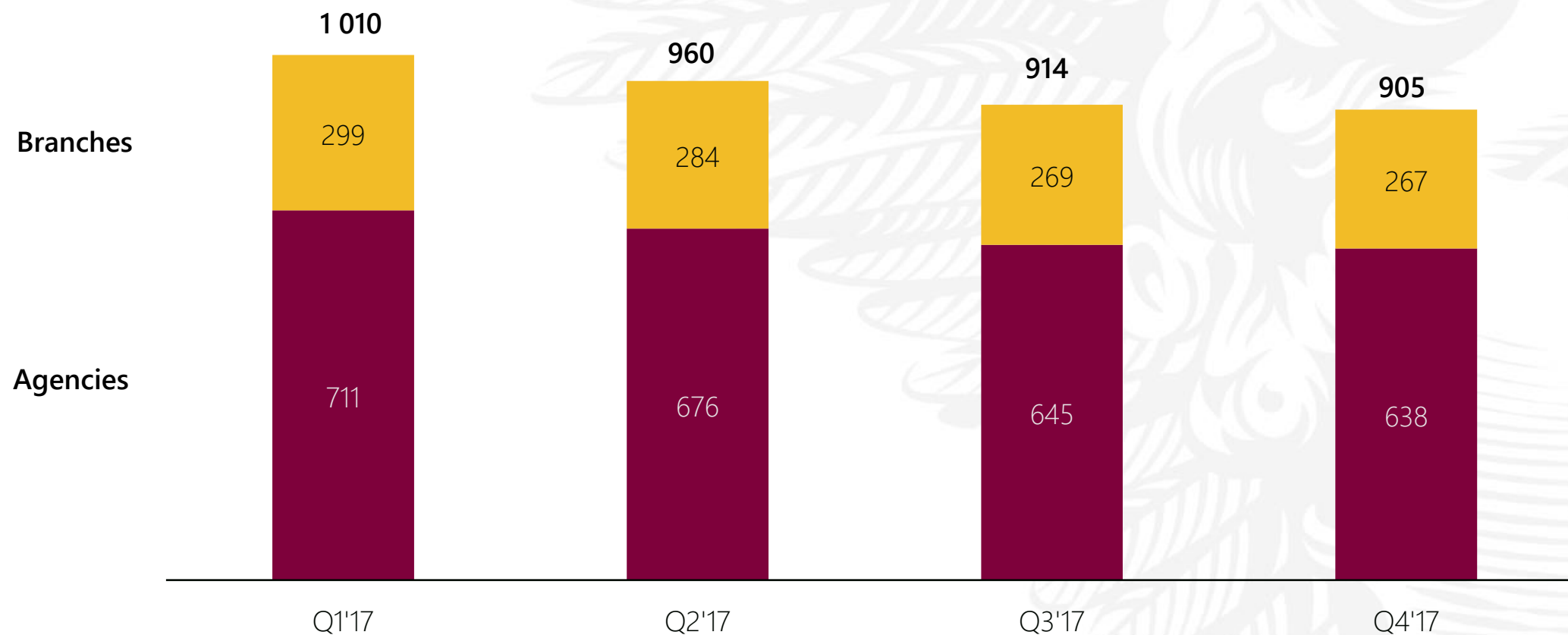


## FTE EVOLUTION





## NUMBER OF BRANCHES







## CONTACT DETAILS

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