



**ALIOR
BANK**

PRESENTATION OF RESULTS FOR 1H 25



ALIOR BANK SA | AUGUST 6, 2025

AGENDA

1 **Operating activities**

2 **Credit risk**

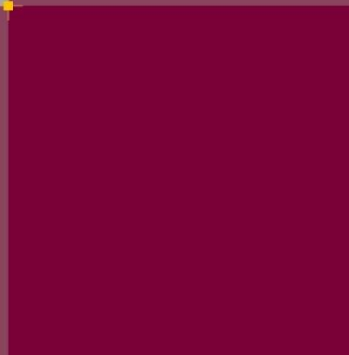
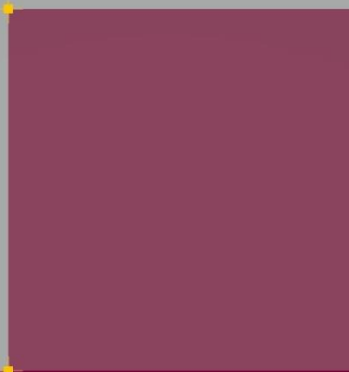
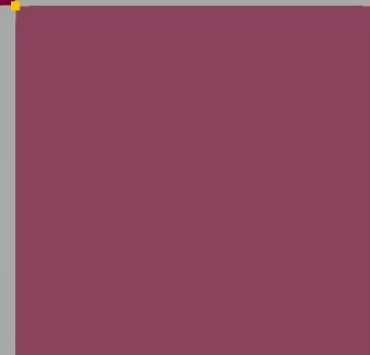
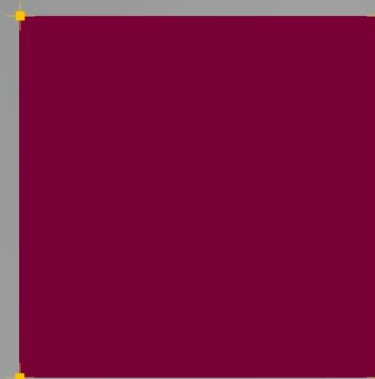
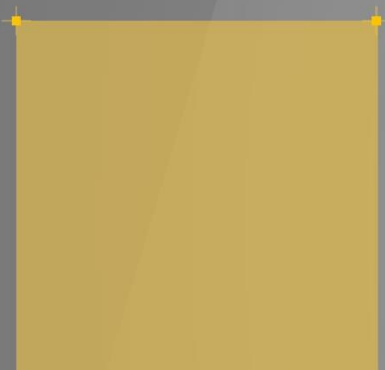
3 **Financial results**

4 **Other issues**



**ALIOR
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1 OPERATING ACTIVITIES



IN 2Q 25 ALIOR BANK IMPROVED ITS FINANCIAL RESULTS

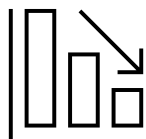


In 2Q 25, revenues amounted to PLN bn 1.52 (+6% y/y)

- net interest income amounted to PLN bn 1.29 (+4% y/y)
- net commission income amounted to PLN mn 222 (+3% y/y)

Alior Bank Group's net profit in 2Q 25 amounted to PLN mn 640 and was higher by PLN mn 54 (+9%) compared to the result in 2Q 24

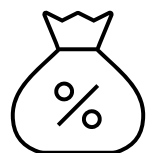
ROE in 2Q 25 reached 22%



Decrease in the cost of risk due to the recognition of profit on the sale of the NPL portfolio

Cost of risk in 2Q 25 amounted to PLN mn 34 and the CoR ratio reached 0.2%

NPL continues to decline to 6.18% - a decrease of 0.60 pp. in the last 12 months



Very strong and safe capital position

Tier 1 and TCR at 16.97%

High surplus over regulatory minimums:

- for Tier 1 it's 8.46 pp. (PLN bn 4.9)
- for TCR it's 6.46 pp. (PLN bn 3.8)



The number of customers with a main relationship was 1.64 mn (81 k more than at the end of 2Q 24)

The number of mobile app users was 1.52 mn (13% more than at the end of 2Q 24)



Growth of the deposit portfolio

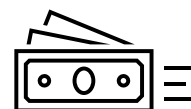
At the end of 2Q 25, the liabilities to customers were PLN bn 79.6, an increase of 8% y/y



Increase in sales of mortgage loans

In 2Q 25, sales of real estate loans to retail customers amounted to over PLN bn 1.3 and increased by 93% y/y

At the end of 2Q 25, the portfolio of real estate loans reached PLN bn 21.6, and their share in the Bank's portfolio reached 32.3% (gross)

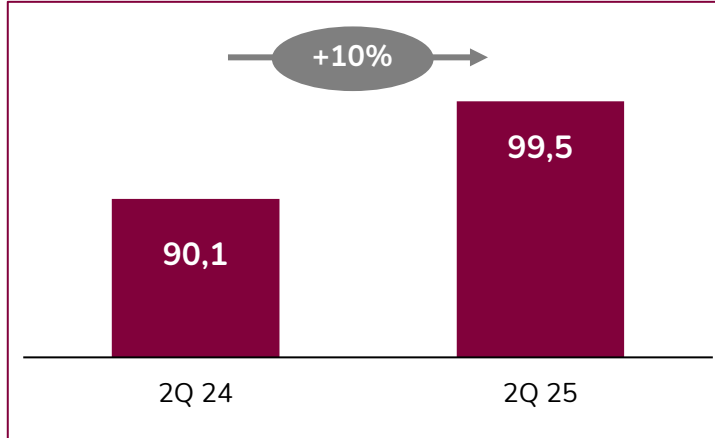


Dividend payment

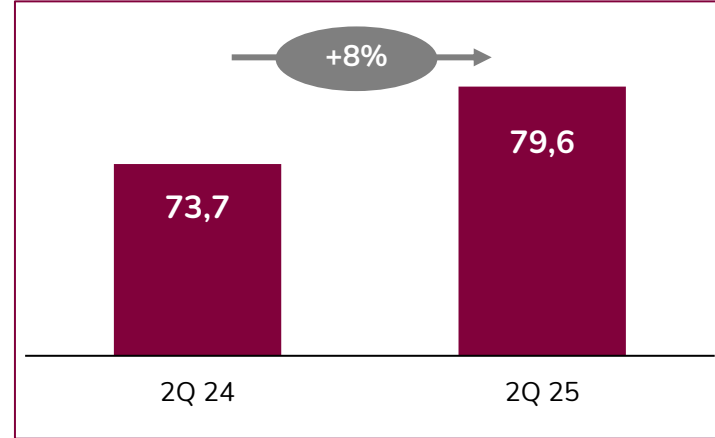
In 2Q 25, the Bank's shareholders decided to pay a dividend from the profit for 2024 in the amount of PLN 9.19 per share. The dividend was paid on July 14, 2025

ALIOR BANK ON A PATH OF DYNAMIC GROWTH

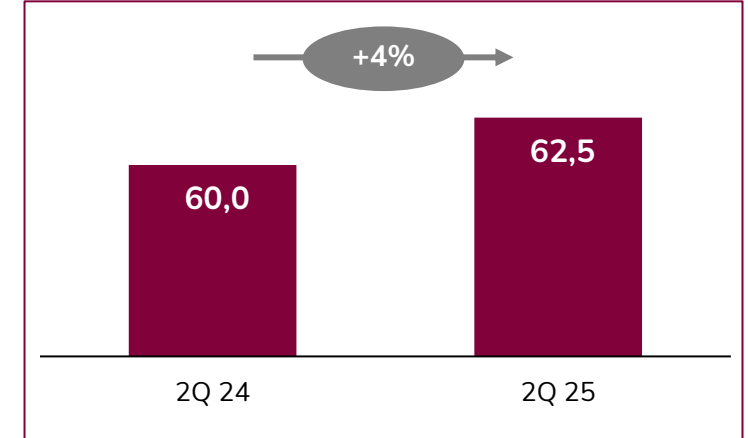
Assets (PLN bn)



Deposits* (PLN bn)



Gross Performing Loans** (PLN bn)



C/I 2Q 25

36.1%

+0.4 pp. y/y

NIM 2Q 25

5.74%

-0.08 pp. y/y

ROE 2Q 25

22.0%

-1.9 pp. y/y

COR 2Q 25

0.20%

-0.03 pp. y/y

TCR 2Q 25

16.97%

-0.56 pp. y/y

C/I 1H 25

39.0%

+2.9 pp. y/y

NIM 1H 25

5.77%

-0.17 pp. y/y

ROE 1H 25

19.84%

-4.65 pp. y/y

COR 1H 25

0.47%

+0.01 pp. y/y

NPL 2Q 25

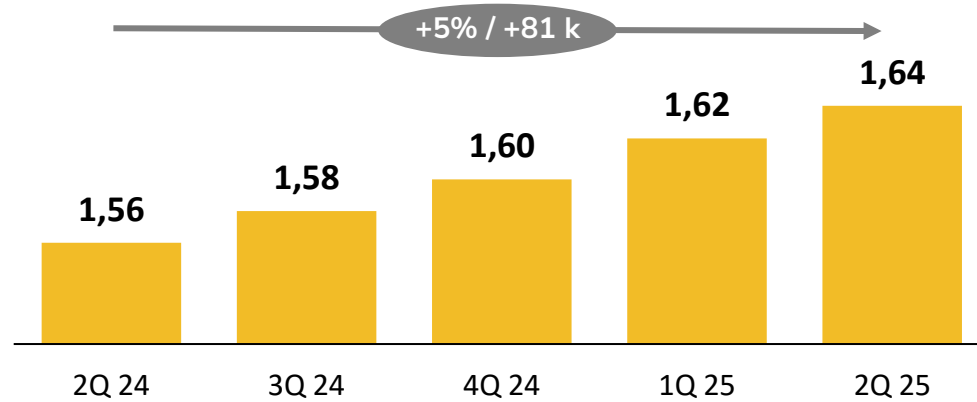
6.18%

-0.60 pp. y/y

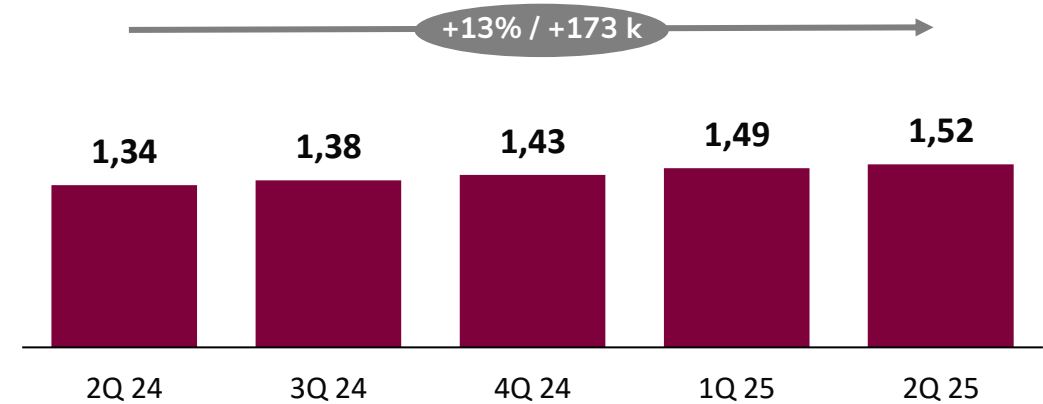
STRONG GROWTH IN THE NUMBER OF RELATIONSHIP CUSTOMERS

RETAIL CUSTOMERS

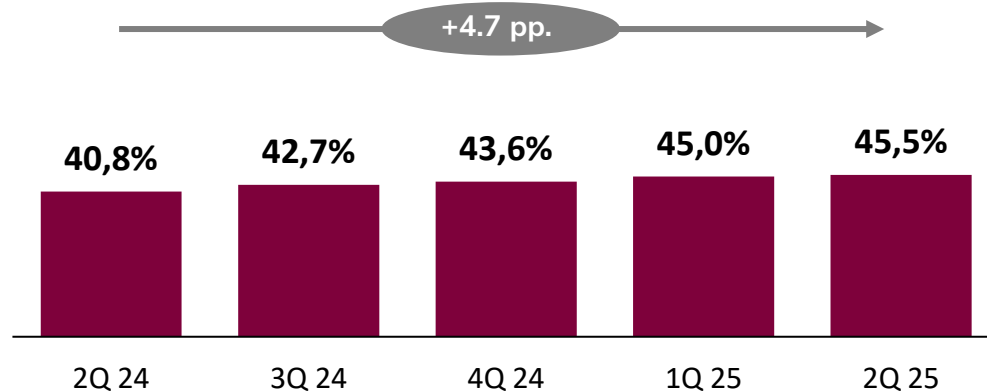
Number of relationship customers (mn)



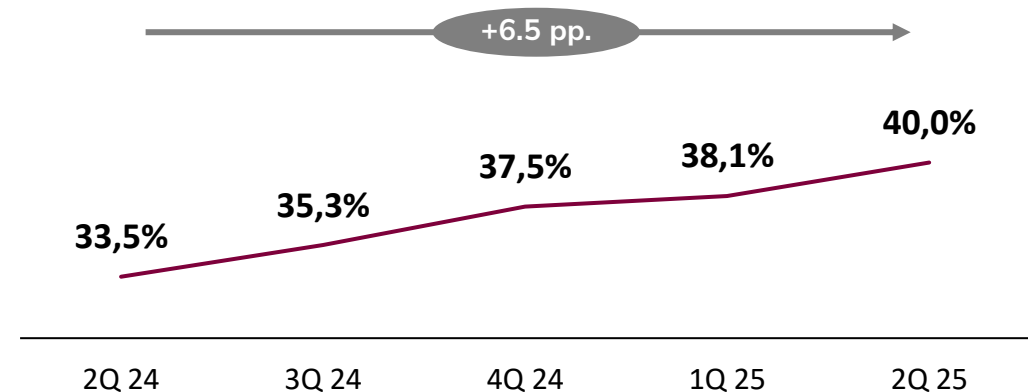
Users of Alior Bank mobile app (mn)



Share of mobile app users among relationship and installment customers (%)



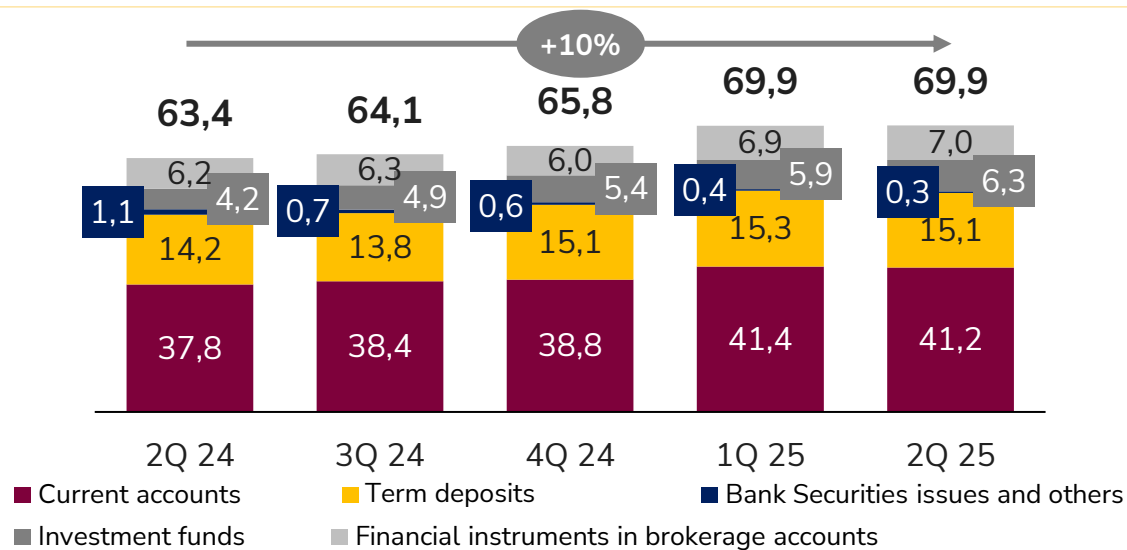
% of e2E sales initiated in the mobile channel (%)



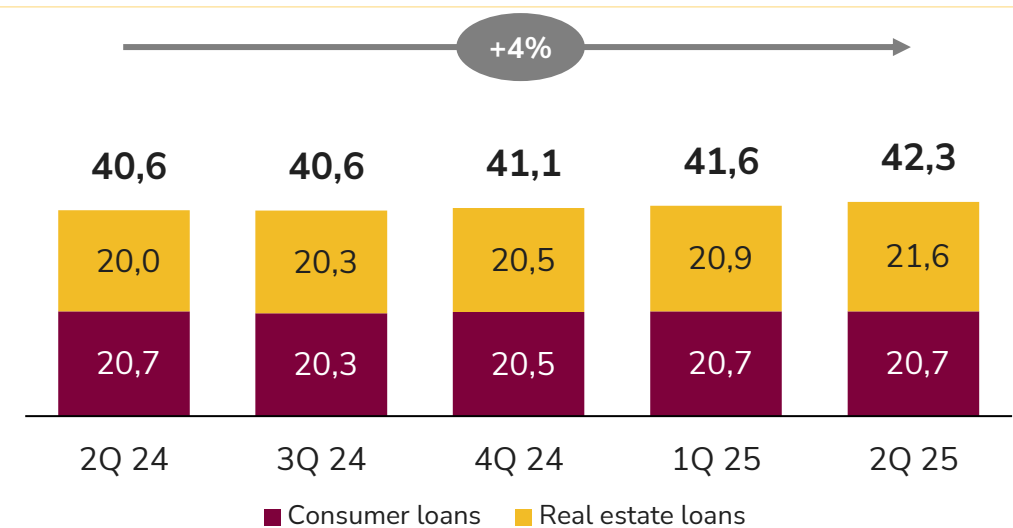
SIGNIFICANT INCREASE IN MORTGAGE SALES

RETAIL CUSTOMERS

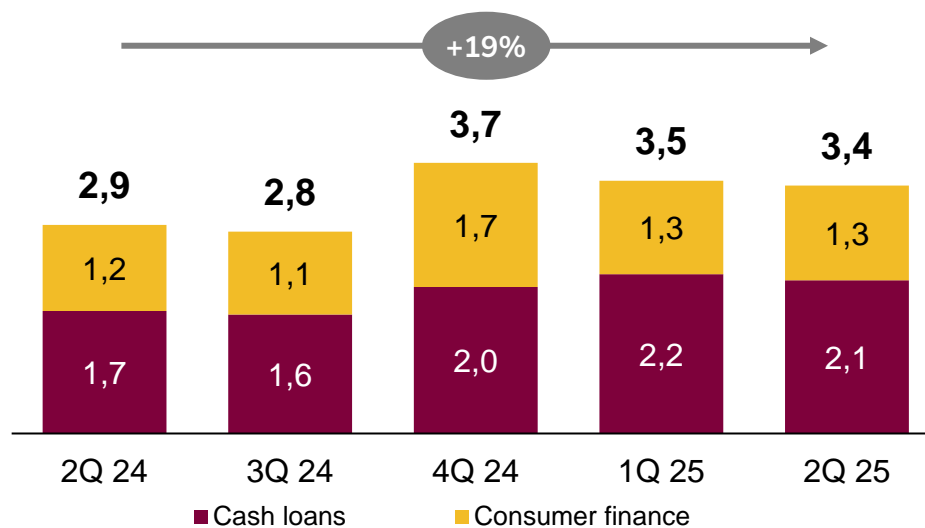
Balance of assets of retail customers (PLN bn)



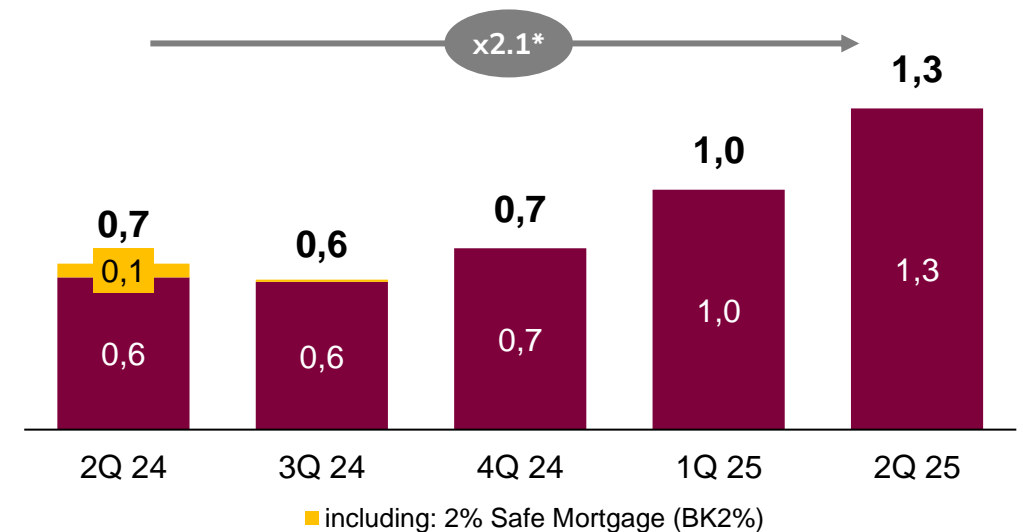
Gross loans to retail customers (PLN bn)



Sale of non-mortgage loans to retail customers (PLN bn)



Sale of mortgage loans to retail customers (PLN bn)

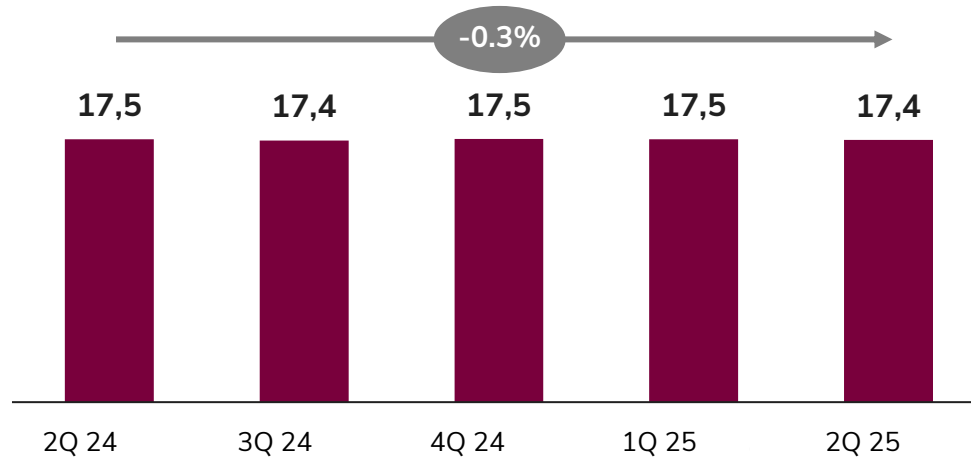


* excluding BK2% program

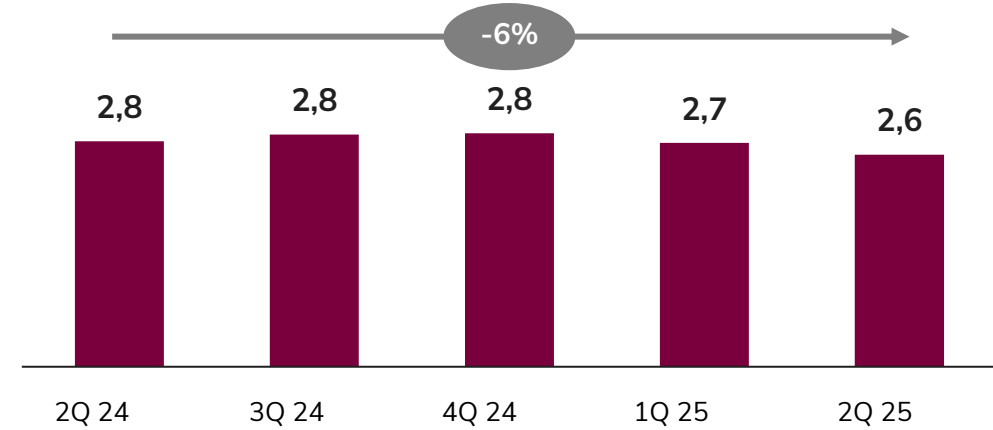
IMPROVEMENT IN THE STRUCTURE OF THE LOAN PORTFOLIO IN THE BUSINESS CUSTOMER SEGMENT*

BUSINESS CUSTOMER

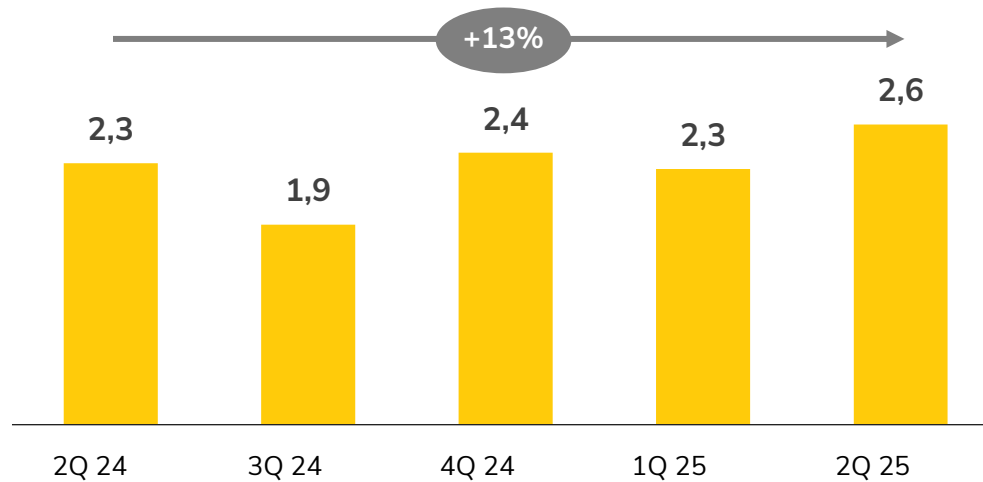
Loan volume of Business Customers (PLN bn)



Loan volume of Business Customers (PLN bn) non-performing portfolio



Total credit limit granted (PLN bn)



Over the last four quarters, the Bank maintained a stable level of the loan portfolio in the business customer segment.

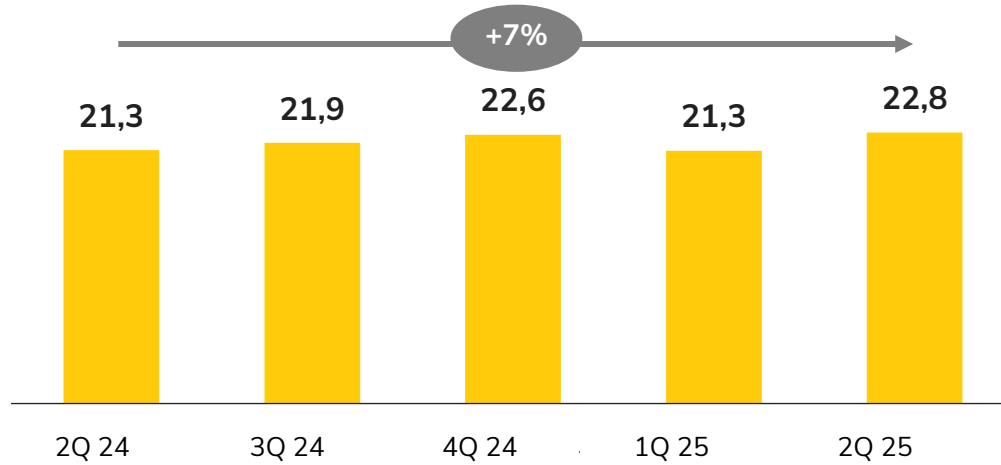
Loan sales in the second quarter were PLN bn 2.6 (+13% y/y) – the second-best sales quarter in the last 2 years.

* subsegments Micro/Small/Medium/Large

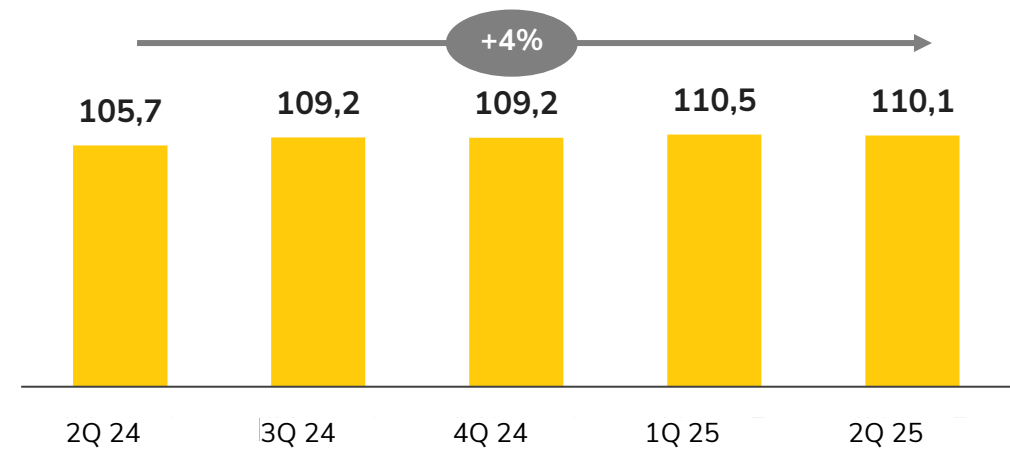
AN INCREASE IN DEPOSIT VOLUMES

BUSINESS CUSTOMER

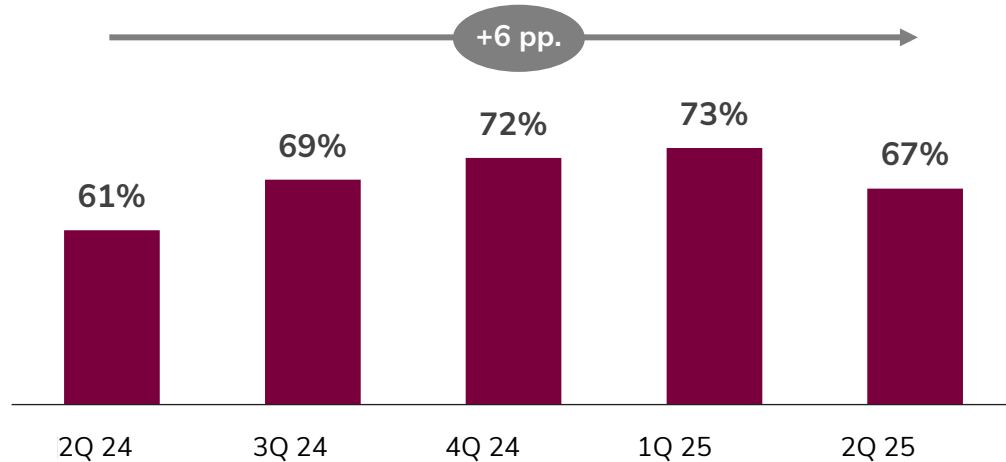
Deposit volume of Business Customers (PLN bn)



Active debit cards



% share of online account sales in the Micro segment



We maintain stable y/y growth in the volume of deposits and debit cards

We are increasing the number of customers with an active debit card

Continued high share of online sales in the Micro segment (+6 pp. y/y)

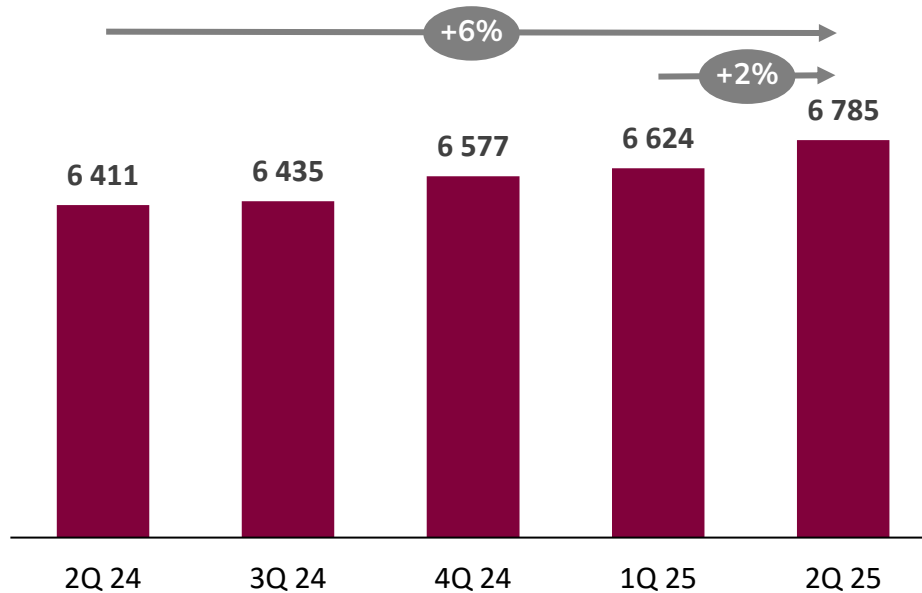
ALIOR LEASING'S PORTFOLIO REACHED ALMOST PLN BN 6.8 AND GREW BY 6% Y/Y



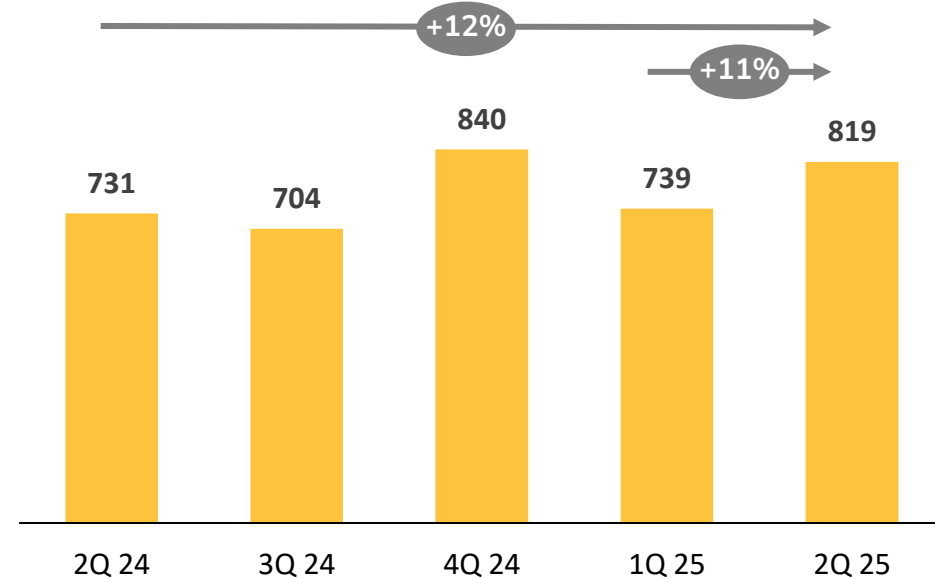
ALIOR

LEASING

Lease and loans portfolio (PLN mn)



Sale of leases and loans (PLN mn)



- Alior Leasing's sales in 2Q 25 amounted to PLN mn 819 and was 12% higher than in the previous year
- The share of individual asset classes remains stable. In 2Q 25, 43% of sales were vehicles up to 3.5t, 35% vehicles over 3.5t, and 22% were machinery and equipment
- In 2Q 25, Alior Leasing registered over 1.3 thousand vehicles over 3.5t in the used vehicle group. As a result, it took second place among leasing companies in this market segment, with a market share of 17%*

Financing energy transformation



We have introduced a complex offer of loans for businesses generating **energy from renewable sources: wind, sun, water, biogas**

We finance investments in various formulas - **energy storage and hybrid installations**

Public support instruments

In cooperation with BGK, we have introduced for:

- businesses
- housing communities and cooperatives
- local governments

an offer for low-interest loans co-financed from EU funds for the following voivodships: Wielkopolskie, Podlaskie, Małopolskie, Zachodnio-Pomorskie, and Łódzkie

- for the construction and expansion of installations related to the production of renewable energy, or
- to improve energy efficiency in multi-family buildings



SOCIAL RESPONSIBILITY, AWARDS RECEIVED, AND DEVELOPING ALIOR BANK'S IMAGE

We build customer engagement - a new sponsorship strategy

Completed or planned events with the Alior Bank Music Spot zone: ● Jimek Subklasyka Tour (Wrocław/Gdańsk/Szczecin) ● Kortowiada (Olsztyn) and Enea Edison (near Poznań) festivals ● Salt Wave (August, Jastarnia) and Inside Seaside (November, Gdańsk) festivals



We have been awarded and distinguished 55 times

Alior Bank was awarded a total of 55 times in nationwide competitions and industry rankings in the first half of 2025. The most important awards included: Top Employer 2025, 2nd place in the Banking Star ranking, the Golden Grand Prix in the Polish Contact Center Awards and 5 individual distinctions in the Polish National Sales Awards. The bank was also recognized in the Institution of the Year competition (6 categories), the Golden Banker plebiscite, Invest Cuffs 2025 and by the Polish Association of Developers.



Cleaning up the world together

On Earth Day and out of concern for the environment, the Bank's employees from Kraków and Warsaw took part in an employee volunteering event called "The Road to Clean Up the World". These activities are part of the 32. Clean Up the World – Poland campaign, coordinated by the Our Earth Foundation. Together, Alior employees collected over 3 tons of trash and had an opportunity to integrated with their colleagues.



We support those in need

Blood buses arrived at our headquarters in Kraków and Warsaw. As part of the next Alior Blood Donation Campaign, 39 employees of the bank donated a total of over 17.5 liters of the precious fluid.



We remove barriers

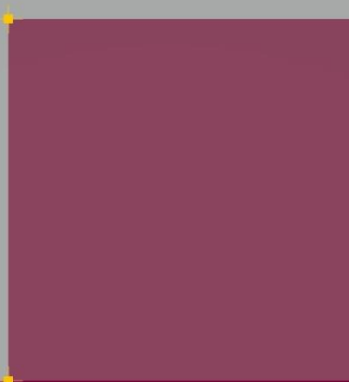
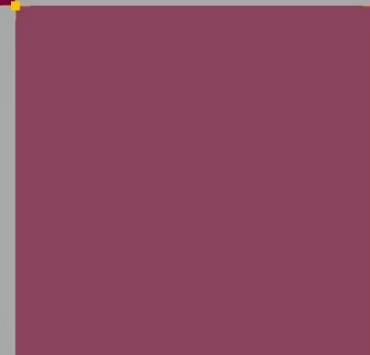
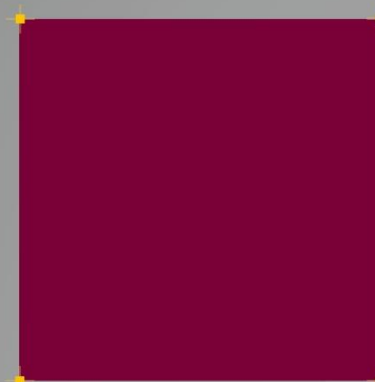
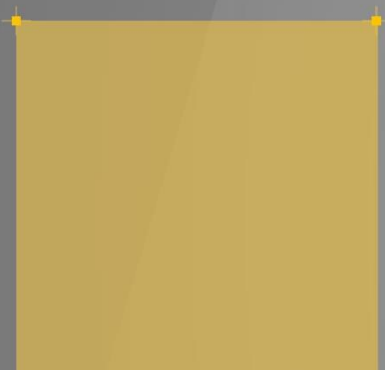
Alior Bank has introduced the Polish Sign Language (PJM) translation service to facilitate access to its services for deaf and hard of hearing people. The solution enables connection with a PJM interpreter both on the hotline and in the bank's brick-and-mortar branches.





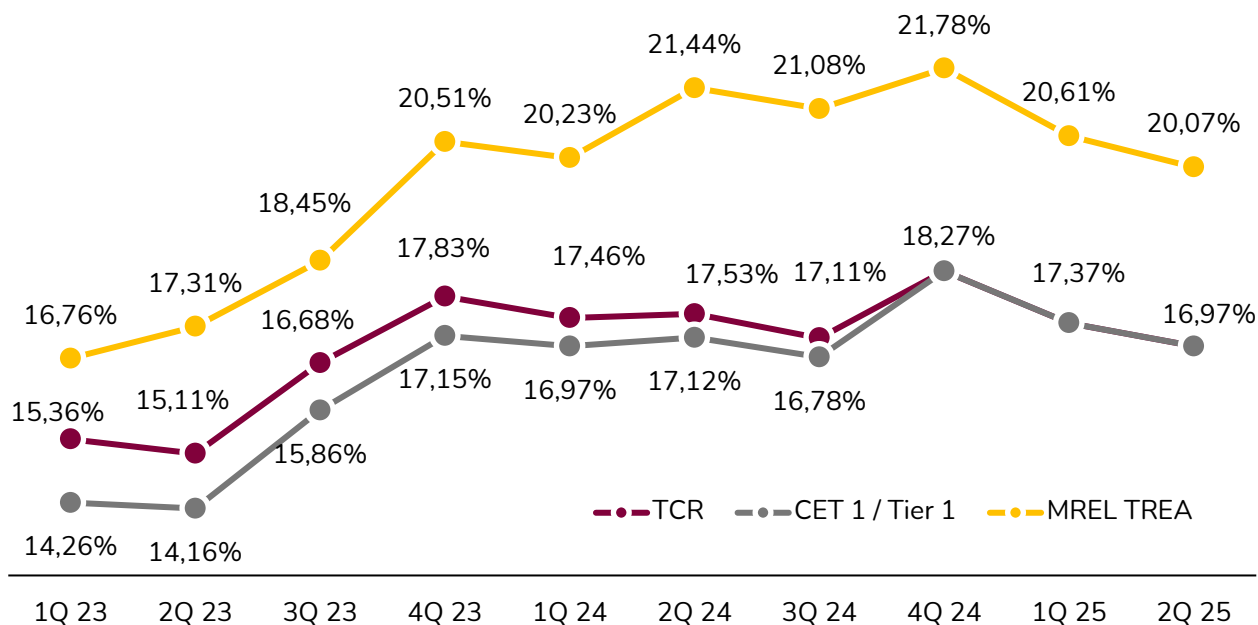
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2 CREDIT RISK

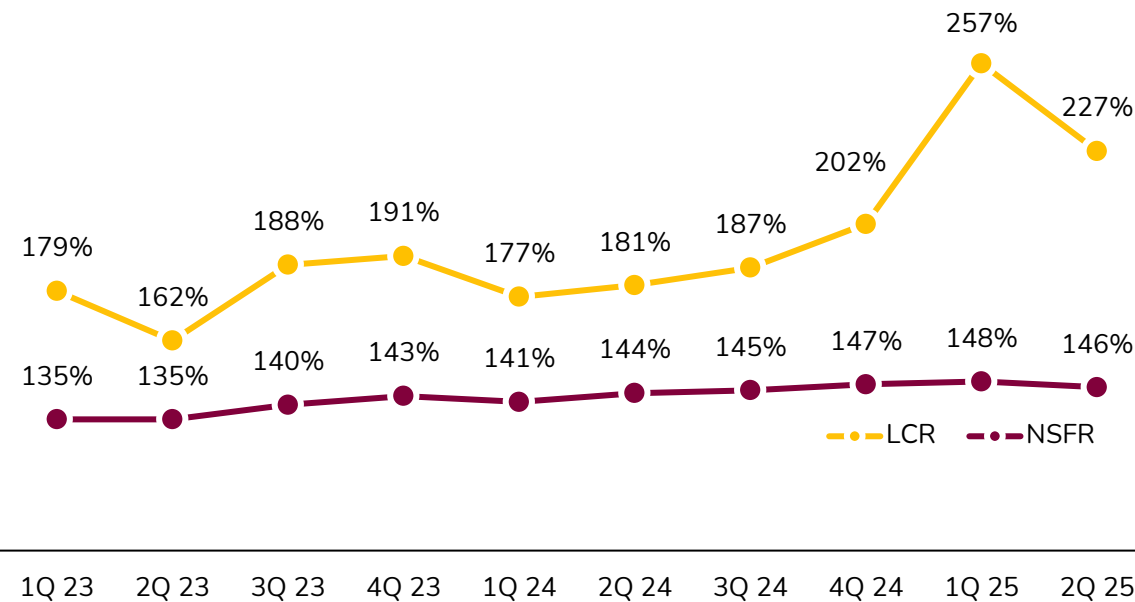


STABLE AND SAFE POSITION OF THE BANK: CAPITAL AND LIQUIDITY SURPLUS WELL ABOVE REGULATORY MINIMUMS

Regulatory ratios of Alior Bank Group



Liquidity ratios: LCR, NSFR



Tier 1 and TCR ratios at the end of June 2025 significantly exceed the regulatory minimums* respectively by 846 bps. (PLN bn 4.9) and 646 bps. (PLN bn 3.8).

The consolidated MREL TREA ratio of the Alior Bank Group at the end of June 2025 was 20.07% (220 bps above the requirement**).

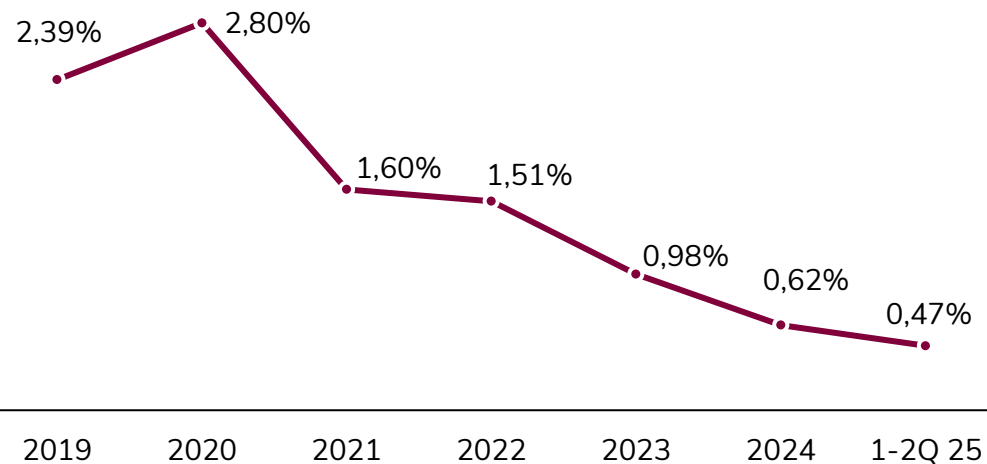
In 2Q 25 the Bank performed an early redemption of series M bonds (PLN mn 400, WIBOR6M +3.10% margin) and issued series R bonds (PLN mn 400, WIBOR6M +1.95% margin). In the second half of 2025 the Bank is considering issuing bonds classified as MREL with a value of approx. PLN mn 500.

* Current regulatory minimum (Tier 1 / TCR): CRR minimum (6% / 8%) + conservation buffer (2.5%) + countercyclical buffer (0.01%)

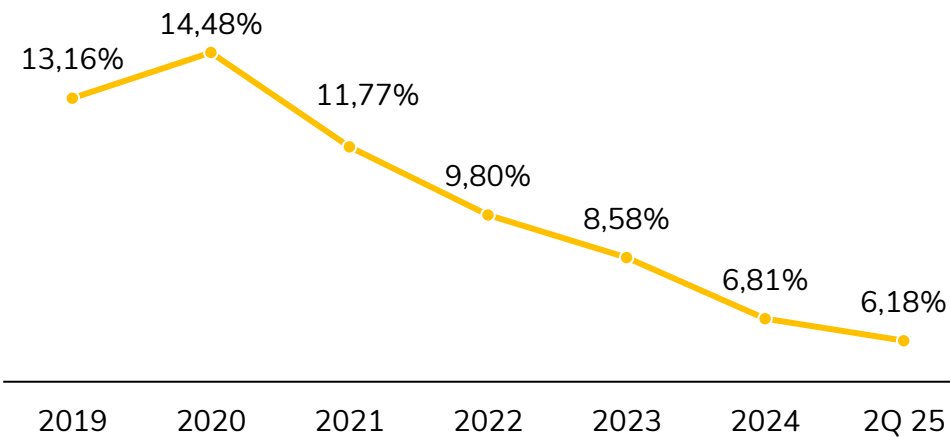
** The current MREL TREA ratio for the Alior Bank Group determined by the Bank Guarantee Fund (BFG) (consolidated, including the combined buffer requirement) is: 17.87%

COST OF RISK IS IN A TREND OF CONSISTENT IMPROVEMENT

Alior Bank Group – cost of risk (CoR%)



Alior Bank Group – NPL ratio



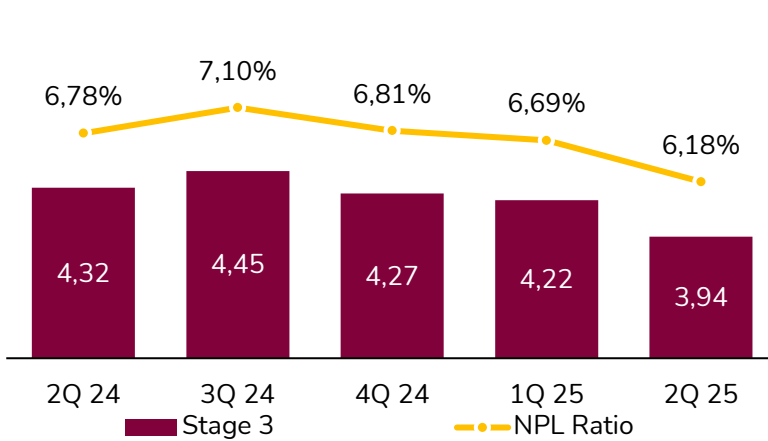
The Bank successfully continues to transform its credit risk management strategy, which translates into significant resilience of the loan portfolio to the demanding macroeconomic environment. The cost of risk ratio (CoR%) for the first half of 2025 amounted to 0.47%, this was significantly impacted by the settlement of the NPL portfolio sale transaction for which the Bank recognized a substantial profit. The CoR% excluding profit on the NPL portfolio sale would be 0.75%.

Currently, we do not identify risks that could materially adversely affect the level of CoR%. Assuming no significant macroeconomic changes in the coming years, we expect the Alior Bank Group's cost of risk at a level not exceeding 0.8%.

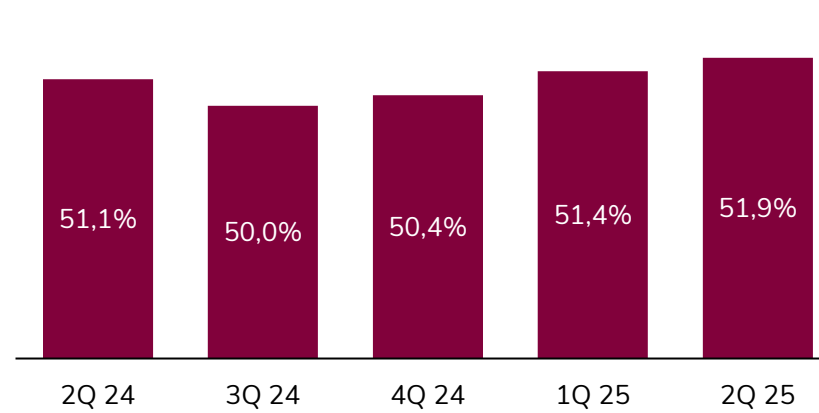
The Bank is consistently reducing the share of NPL loans in its portfolio, reaching a ratio of 6.18% at the end of June 2025, which is in line with the strategy of reducing the NPL ratio below 5% by the end of 2026.

GRADUAL IMPROVEMENT OF THE QUALITY OF THE LOAN PORTFOLIO

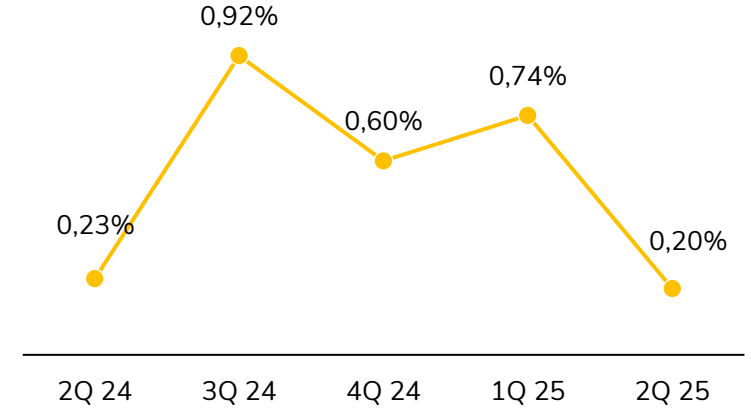
Impaired loans (PLN bn)



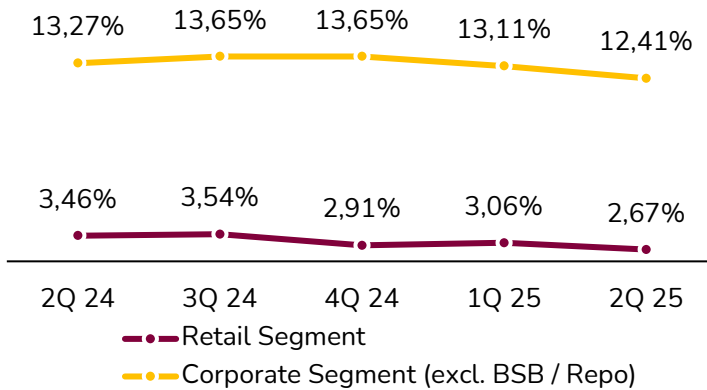
NPL reserve coverage ratio*



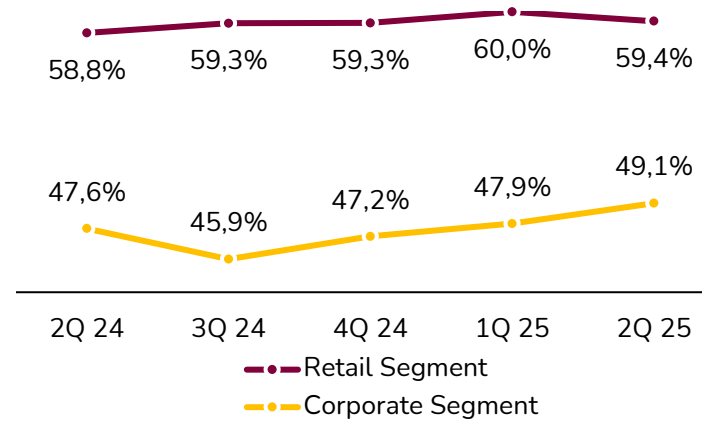
Cost of Risk – CoR%**



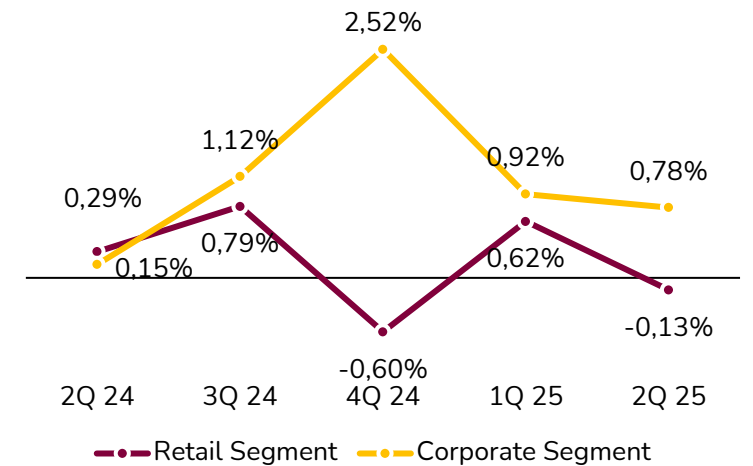
Impaired loans – segments



NPL provision coverage* – segments



CoR% – segments**

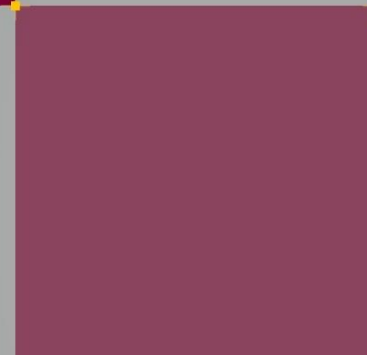
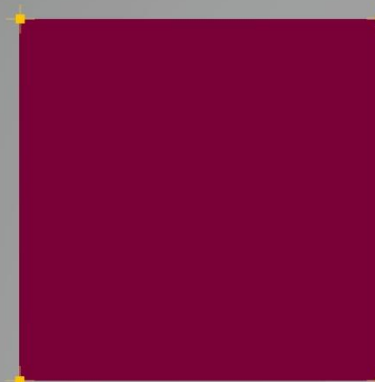
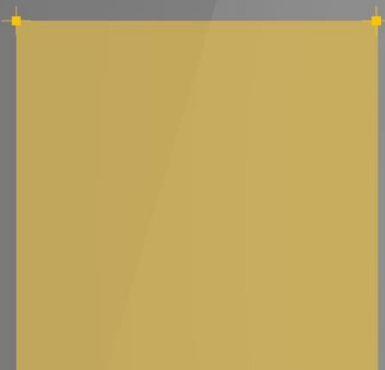


*Managerial presentation
**QTD presentation



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3 FINANCIAL **RESULTS**



INCREASE IN TOTAL REVENUE DUE TO IMPROVED NET INTEREST AND COMMISSION INCOME

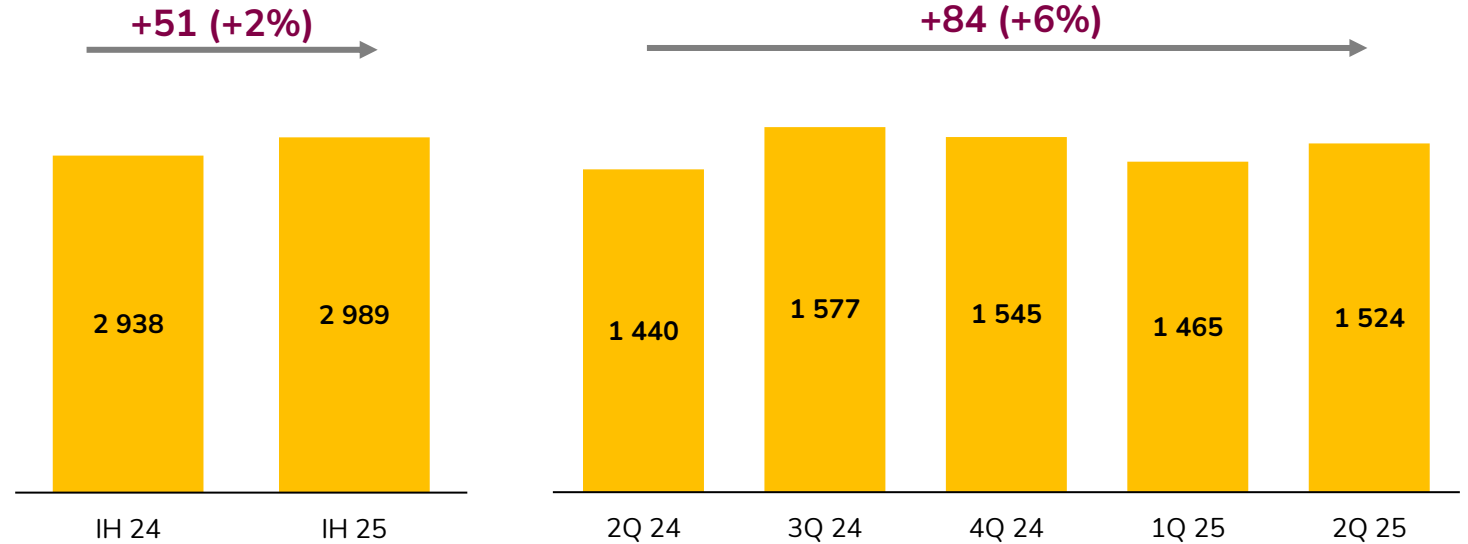
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- net interest income of PLN bn 1.29 (+4% y/y)
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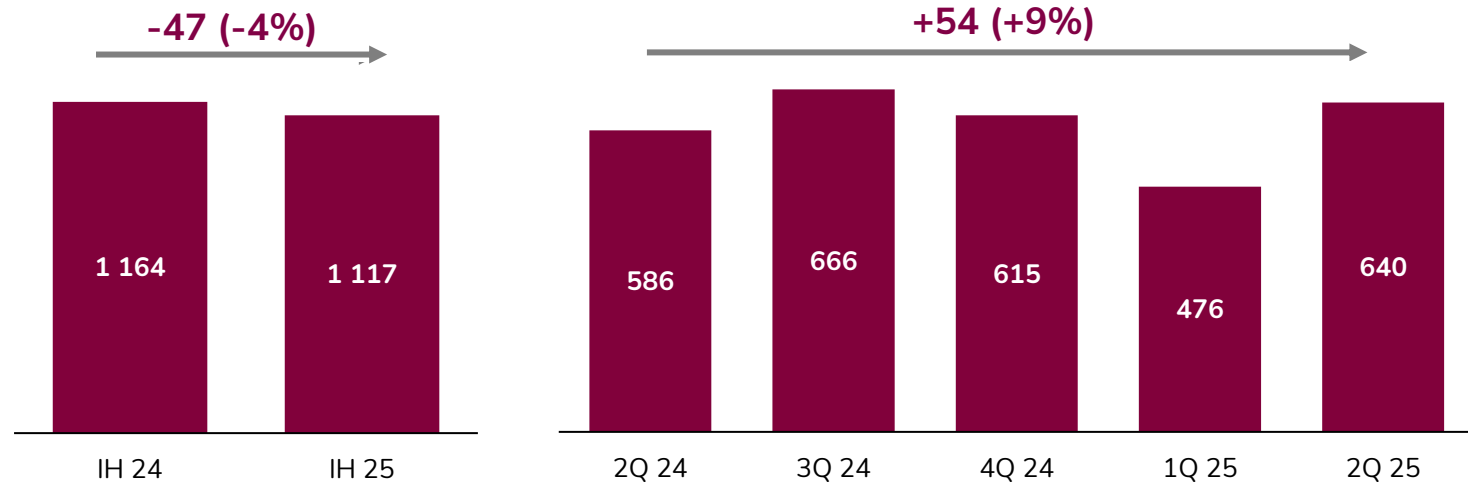
In the first half of 2025, revenues amounted to PLN bn 2.99

- net interest income PLN bn 2.57 (+2% y/y)
- net commission income PLN mn 432 (0% y/y)

Total revenue (PLN mn)



Net profit (PLN mn)



Alior Bank Group's net profit in 2Q 25 amounted to PLN mn 640 and increased by PLN mn 54 compared to the result in 2Q 24

Alior Bank Group's net profit in the first half of 2025 amounted to PLN bn 1.12 and was lower by PLN mn 47 compared to the result in the first half of 2024. The decrease in the net result resulted, among others from PLN mn 45 higher costs of BFG contributions.

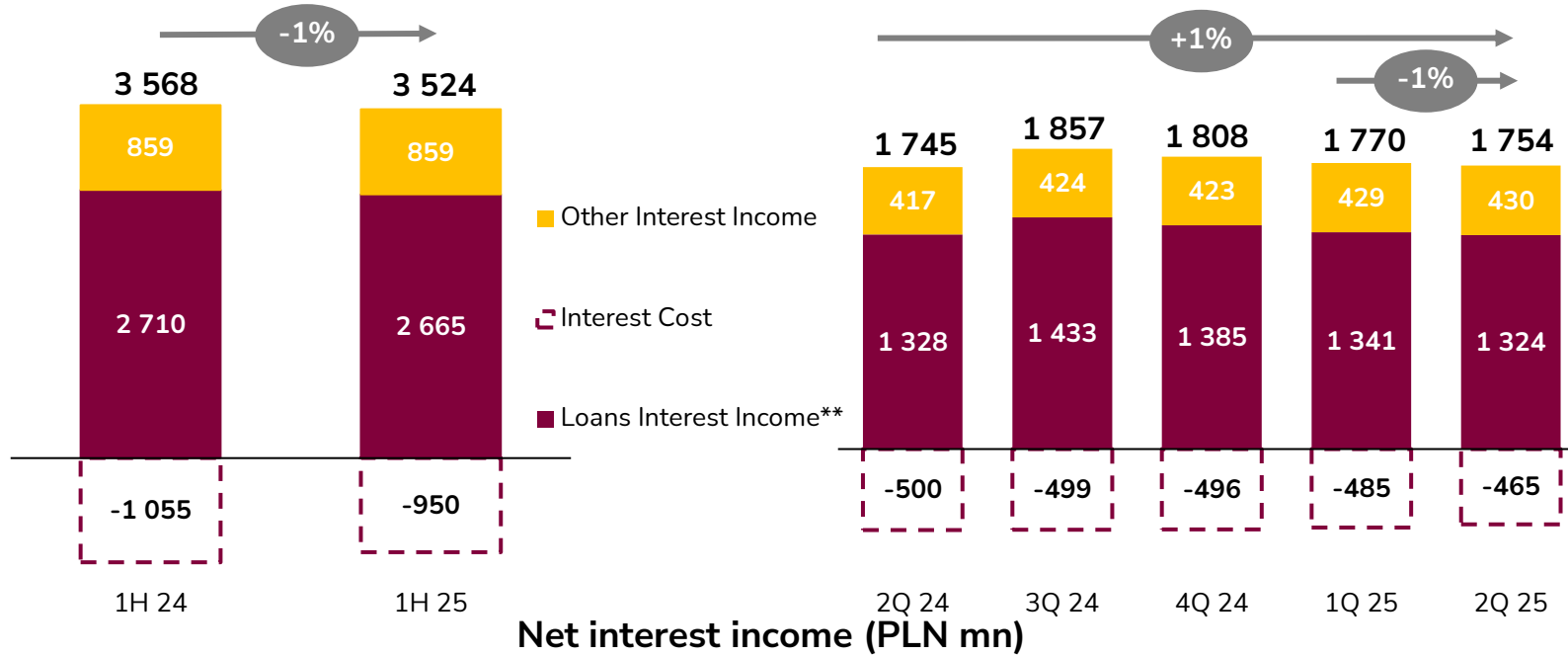
INCOME STATEMENT

PLN mn	2Q 24	1Q 25	2Q 25	% y/y	y/y	% q/q	q/q	IH 24	IH 25	% y/y	y/y
Total income	1 440,0	1 465,5	1 523,8	6%	83,8	4%	58,3	2 938,4	2 989,3	2%	50,9
Net interest income	1 244,3	1 284,8	1 289,1	4%	44,9	0%	4,4	2 513,7	2 573,9	2%	60,3
Net fee and commission income	216,6	209,3	222,3	3%	5,7	6%	13,0	432,6	431,6	0%	-1,1
Other income	-20,9	-28,6	12,4	-	33,3	-143%	41,0	-7,9	-16,2	105%	-8,3
Total costs	-648,4	-823,3	-695,8	7%	-47,4	-15%	127,4	-1 378,1	-1 519,1	10%	-141,0
General administrative expenses	-513,9	-615,8	-549,6	7%	-35,7	-11%	66,2	-1 059,2	-1 165,4	10%	-106,2
Impairment of non-financial assets	-1,2	-0,1	-0,6	-48%	0,6	395%	-0,5	-1,3	-0,8	-42%	0,6
Net expected credit losses	-38,9	-119,9	-33,9	-13%	5,1	-72%	86,1	-150,2	-153,8	2%	-3,6
Cost of fx mortgage legal risk	-25,9	-15,9	-43,7	69%	-17,8	175%	-27,8	-27,7	-59,6	115%	-31,9
Banking tax	-68,5	-71,5	-68,1	-1%	0,5	-5%	3,4	-139,7	-139,6	0%	0,2
Gross profit	791,5	642,2	827,9	5%	36,4	29%	185,7	1 560,3	1 470,2	-6%	-90,1
Income tax	-205,6	-165,9	-187,7	-9%	17,9	13%	-21,8	-396,3	-353,6	-11%	42,6
Net profit	585,9	476,3	640,2	9%	54,3	34%	163,9	1 164,0	1 116,5	-4%	-47,5
Net interest margin (NIM)	5,82%	5,88%	5,74%	-	-0,08 p.p.	-	-0,14 p.p.	5,94%	5,77%	-	-0,17 p.p.
Cost of funding (CoF)	1,91%	1,87%	1,74%	-	-0,16 p.p.	-	-0,13 p.p.	2,04%	1,81%	-	-0,24 p.p.
Cost of risk (CoR)	0,23%	0,74%	0,20%	-	-0,03 p.p.	-	-0,53 p.p.	0,46%	0,47%	-	+0,01 p.p.
Cost / Income ratio (C/I)	35,7%	42,0%	36,1%	-	+0,4 p.p.	-	-6 p.p.	36,0%	39,0%	-	+2,9 p.p.
Loan / Deposit ratio (L/D)	84,6%	78,5%	78,5%	-	-6,2 p.p.	-	-0,1 p.p.	84,6%	78,5%	-	-6,2 p.p.
Return on equity (ROE)	23,9%	16,8%	22,0%	-	-1,9 p.p.	-	+5,3 p.p.	24,5%	19,8%	-	-4,7 p.p.
Total Capital Ratio (TCR)	17,53%	17,37%	16,97%	-	-0,56 p.p.	-	-0,4 p.p.	17,53%	16,97%	-	-0,56 p.p.

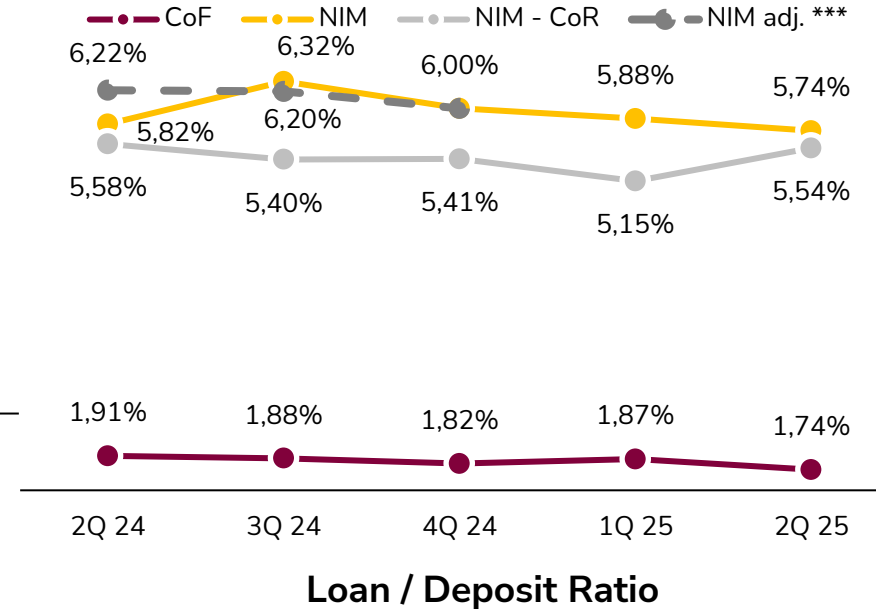
- **In 2Q 25, net profit amounted to PLN mn 640, which allowed the company to achieve a return on equity (ROE) of 22%**
- Net interest margin (NIM) in 2Q 25 amounted to 5.74%, down 8 bps. y/y - mainly due to the growing share of loans granted at a fixed interest rate, in particular residential real estate loans
- Transactions on derivatives are less and less burdensome for the Bank's net interest income. Their impact in 2Q 25 amounted to PLN mn -83, for comparison in 2Q 24, this impact amounted to PLN mn -100 and PLN mn -92 in 1Q 25
- In 2Q 25 the Bank recognized PLN mn 44 of legal risk costs of mortgage loans in foreign currencies. The additional provision is related to the increase in the number of contentious cases and to changes in model assumptions, in particular a change in the assumptions regarding the target level of contentious cases
- In 2Q 25 the Bank had additionally established PLN mn 18 of provisions related to disputes arising from the so-called "Free Credit Sanctions"

NET INTEREST INCOME SUPPORTED BY LOWER FINANCING COSTS

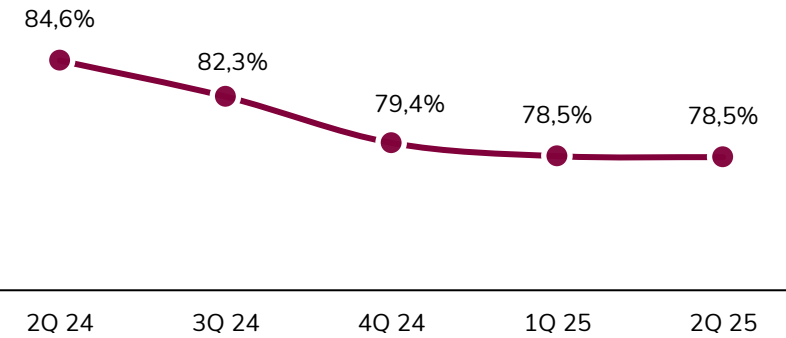
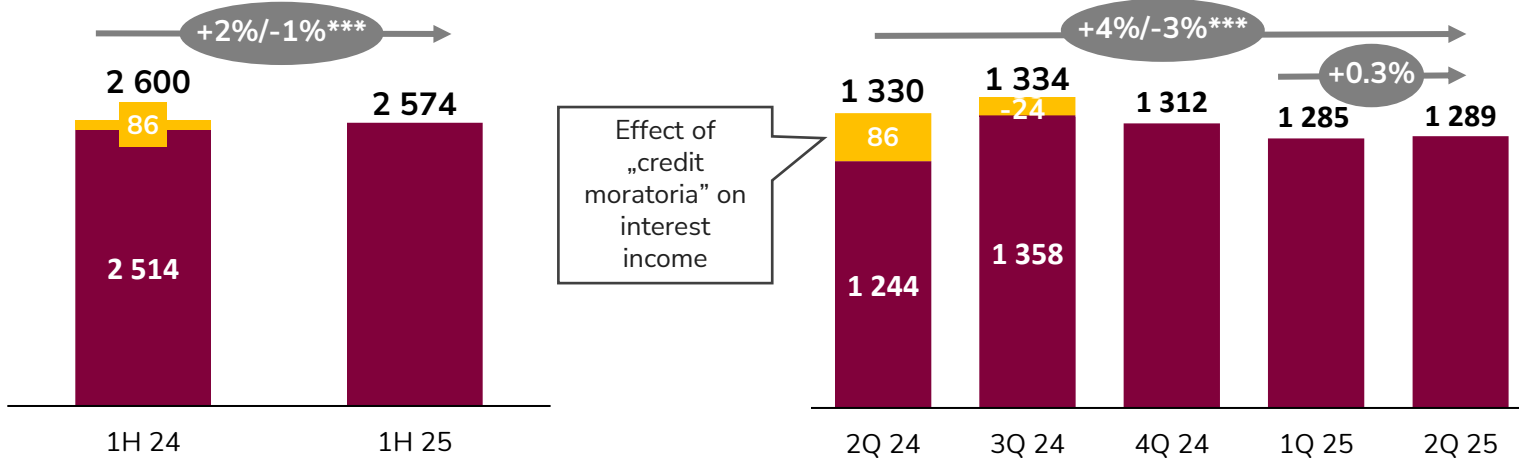
Interest income and expenses (PLN mn)



Interest margin and financing cost*



Net interest income (PLN mn)



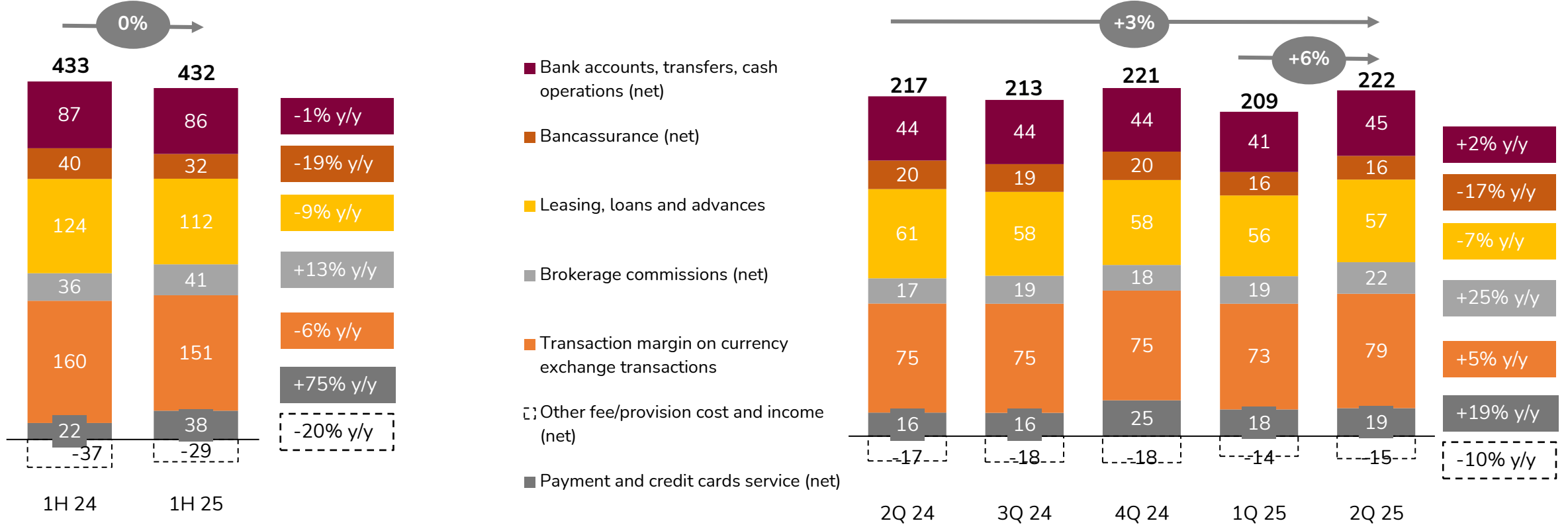
* Managerial presentation, QTD

** Interest income from loans, debt purchased, and leasing

*** NIM and interest income growth adjusted for „credit moratoria” provisions in 2Q 24 of 86 mn PLN and a 24 mn PLN release of „credit moratoria” provisions in 3Q 24

NET FEES AND COMMISSIONS INCOME

Net Fees and Commissions Income (PLN mn)*

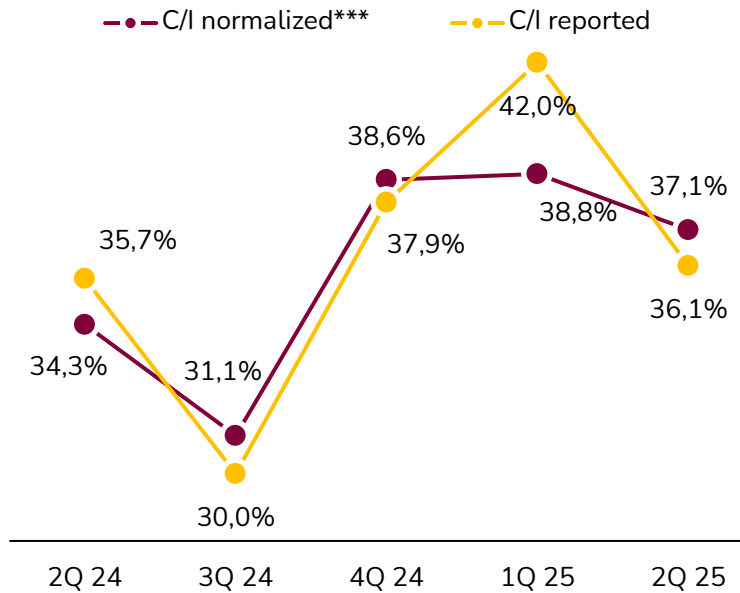
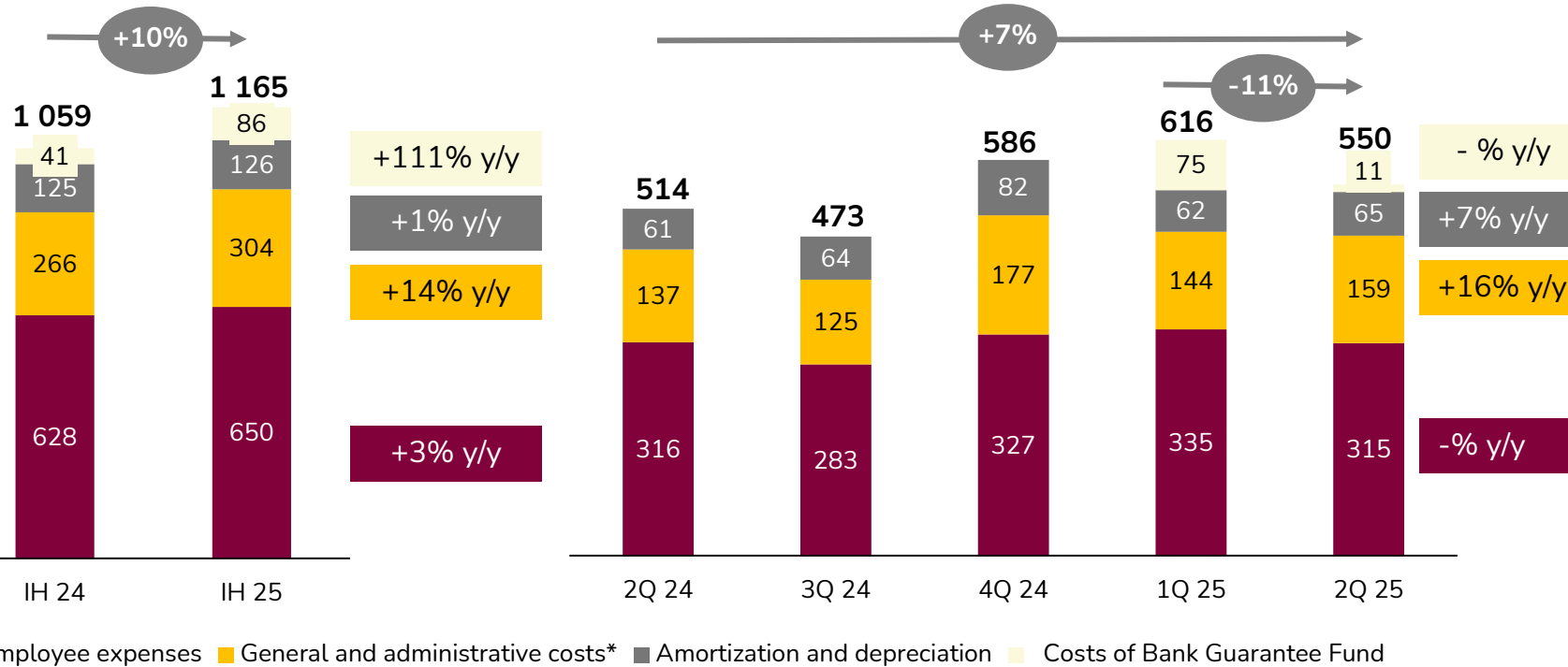


- The decrease in net commission income on insurance sales by PLN 4 million y/y resulted from a higher level of early repayments of cash loans and, as a result, a higher level of provisions for future reimbursements of insurance costs
- A decrease in net commission income in Q2 25 due to loans, advances and leases by PLN 4 million y/y resulted mainly from lower activity of corporate clients and lower revenues from the collection of overdue lease receivables
- The increase in net brokerage fees by PLN 4 million y/y is mainly due to an increase in Alior TFI's revenues caused by an increase in the value of assets under management +63% y/y to PLN 3.8 billion
- The increase in net income on FX transactions by PLN 4 million y/y was mainly due to increased client activity caused by increased volatility of foreign exchange rates

LOWER GROWTH OF OPERATING EXPENSES INFLUENCED BY REDUCED INFLATIONARY PRESSURE

Operating costs (PLN mn)

C/I ratio**



- In 2Q 25, operating expenses amounted to PLN mn 550 and increased by 7% (by PLN mn 36) compared to operating expenses in 2Q 24, mainly due to an increase in general and administrative expenses by PLN mn 22 y/y and BFG costs by PLN mn 11 y/y
- In 2Q 25, operating expenses adjusted for the cost of the BFG premium amounted to PLN mn 539 and increased by 5% y/y, while decreasing by 0.5% q/q.
- General and administrative expenses* increased in 2Q 25 (y/y) mainly due to: higher IT costs by PLN mn 10, higher costs of building maintenance by PLN mn 6 and higher marketing costs by PLN mn 5
- Stabilization of employee costs in 2Q 25 (y/y) was the result of a lower level of employment balanced by an increase in the average level of remuneration

* General management expenses include taxes and charges

** By quarter (QTD)

*** The ratio is calculated assuming a linear quarterly distribution of the contribution to the BFG compulsory restructuring fund and lack of impact on revenues in 2Q 24 due to "credit moratoria", provisions amounting to PLN mn 86 and in 3Q 24 the release of PLN mn 24 provisions for "credit moratoria"

WHY ALIOR BANK?

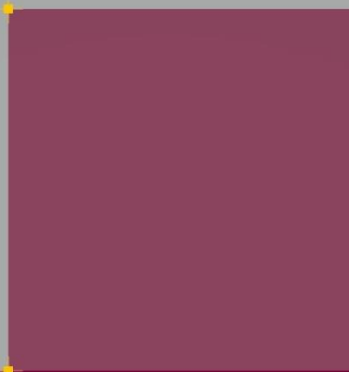
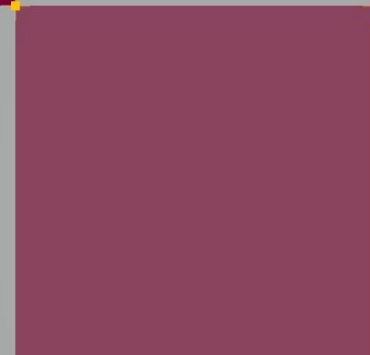
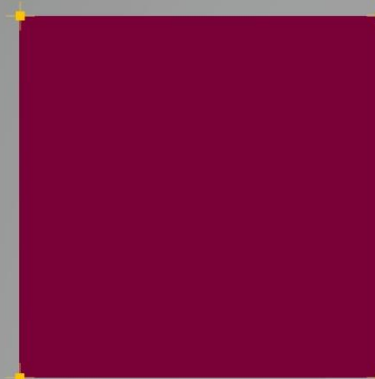


- Consistent implementation of an ambitious strategy
- Market leader in Consumer Finance
- A distinctive, refreshed brand
- An agile business model built on modern technologies and a variety of distribution channels
- Stable and predictable costs of risk due to highly competent management
- High return on equity (ROE)
- Stable capital position, high surplus over regulatory requirements
- Part of the PZU Group, leader in the insurance market
- Dividend payment



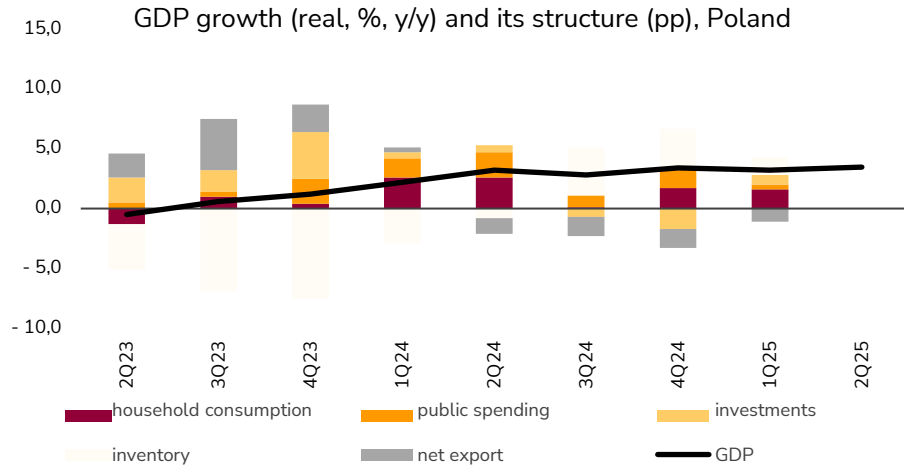
**ALIOR
BANK**

4 OTHER ISSUES



THE POLISH CENTRAL BANK FLIPS ITS POLICY UNDER FAVORABLE INFLATION PROSPECTS

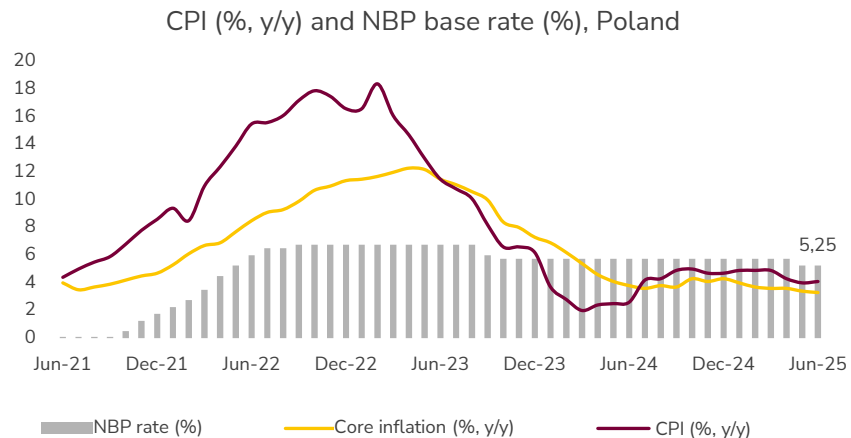
Moderate recovery is underway...



... it is accompanied by diminishing wage pressure...



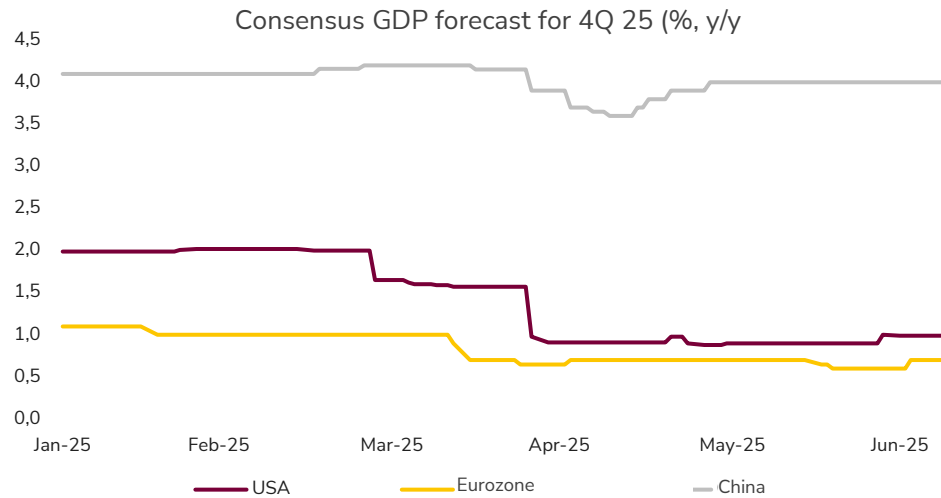
... which, alongside lower inflation, allows for interest rate cuts



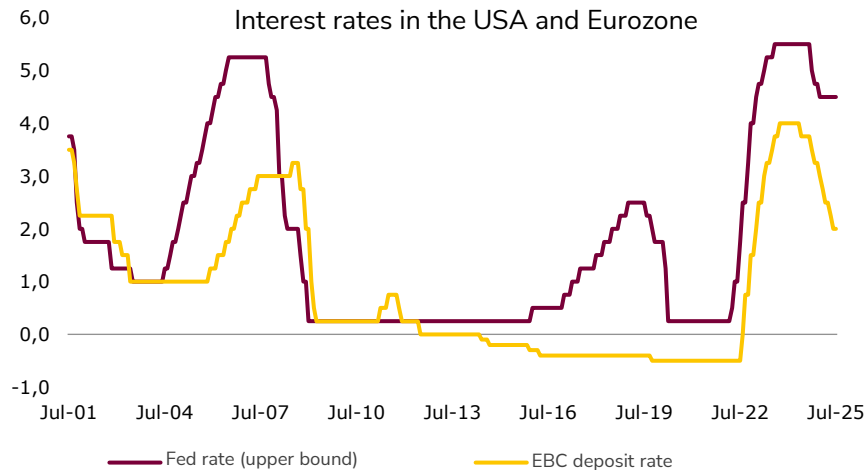
- In the first half of 2025, the economic recovery in Poland slightly accelerated. According to our estimates, the average GDP growth rate in the first half of 2025 was 3.3% y/y vs. 3.1% y/y in the second half of 2024.
- The economic landscape is driven by domestic consumption, among others. In addition, in 2025 there was a recovery in investment demand, which, however, is somewhat disappointing in terms of pace and structure, as it is largely supported by public investments, including military spending. The utilization of EU funds is slowly accelerating. Exports are still the weaker link.
- Slowly, the domestic industry is coming out of a calmer period, driven by broader demand and reacting to signals of German industry coming out of crisis.
- In 2Q 25 positive inflationary surprises continued, which paved the way for the first NBP interest rate cut since autumn 2023. The MPC decided in May this year that rates could be reduced by 50 bps. In July, the rates were further reduced (by 25 bps).
- In the labor market, we are observing a slight easing and simultaneous slowdown in wage growth, which is already clearly in the single-digit range, after three years of double-digit growth.

NO MATERIALIZATION OF EXTREME SCENARIOS IN INTERNATIONAL TRADE

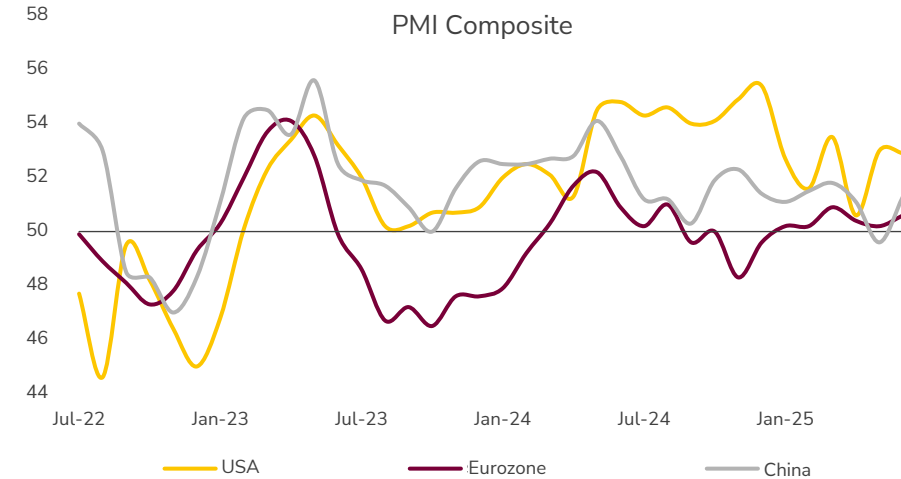
Tariff wars have worsened the economic outlook



In an uncertain environment the Fed ceased rate cuts



However, the de-escalation of trade tensions has diminished recessionary threats

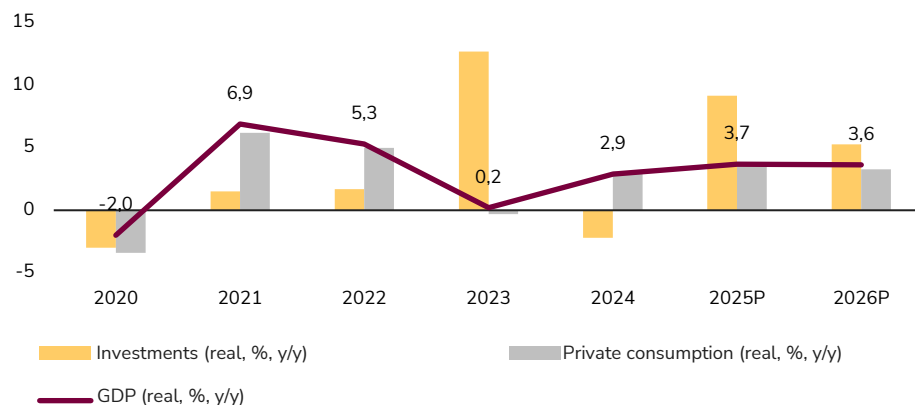


- During 2Q 25, the U.S. customs disputes with its trading partners first escalated and then deescalate.
- Particularly important for the outlook for the global economy was the significant easing of tensions between Washington and Beijing and the signing of trade agreements, which removed the risk of significant supply disruption.
- Extremely negative scenarios, including the risk of a recession in the US, have recede.
- Nevertheless, the U.S. trade policy is still in the process of being restructured and its final form is uncertain. Negotiations with many partners, including the EU, are still ongoing. This creates increased uncertainty about the economic outlook, indirectly also for Poland.
- So far, there are many indications that the US economy will bear the greatest costs of the wars.
- At the same time, the risk of inflation growth resulting from higher tariffs in the U.S. prevents the Fed from deciding to support the economy with interest rate cuts. The ECB has already cut rates by 200 bps in the current cycle, and the Fed by only 100 bps.

PROSPECTS FOR ACCELERATION OF RECOVERY

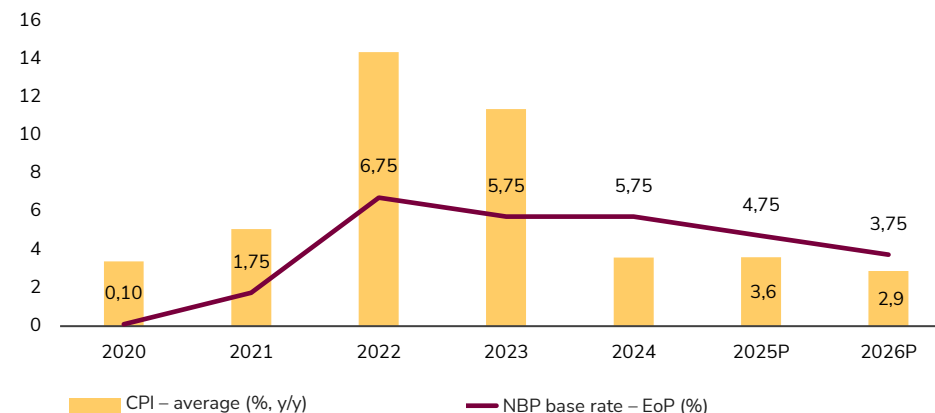
Investments in the foreground

GDP growth with main components, Poland



Further cautious monetary easing awaits us

CPI and interest rates, Poland



	2023	2024	2025P	2026P
Economic indicators				
GDP (real, %, y/y)	0.2	2.9	3.7	3.6
Investments (real, %, y/y)	12.7	-2.2	9.2	5.3
Private consumption (real, %, y/y)	-0.3	3.1	3.8	3.3
CPI (average, %, y/y)	11.4	3.6	3.6	2.9
Unemployment rate (average, %)	5.2	5.1	5.1	5.0
NBP base rate (EoP, %)	5.75	5.75	4.75	3.75
Banking sector (volumes, %, y/y)				
Total loans	-1.1	3.5	5.1	6.1
Residential mortgages (PLN)	2.2	8.4	6.5	7.2
Consumer	2.1	5.7	7.5	6.8
Corporate	-0.7	4.9	7.1	7.7
Total deposits	10.5	7.9	8.2	7.4

- The economic recovery in Poland will accelerate in the second half of 2025. Throughout 2025, we expect GDP to grow by 3.7% y/y, and in the second half of 2025 by nearly 4% y/y compared to approx. 3.3% y/y in the first half of 2025.
- Private consumption growth will be stronger (3.8% YoY in 2025 as a whole vs. 3.1% YoY in 2024), supported in the second half of the year by the expected improvement in household sentiment in an environment of clearly cooled inflation and with a still relatively good situation on the labor market
- In the second half of the year, investments should also clearly accelerate. Those financed from EU funds have been developing slowly so far, but will eventually accelerate. For the whole of 2025, we expect an increase of 9.2% y/y
- The labor market will remain 'tight', with the unemployment rate remaining close to historical lows. Nevertheless, nominal wage growth will normalize, although it will remain at slightly elevated levels in historical terms (8.6% YoY)
- Inflation in the second half of the year will be within the NBP inflation target (2.5% +/- 1 pp). The MPC will continue to reduce interest rates due to the slowdown in price pressure, but rather cautiously, in the face of a tight labor market and an accelerating recovery in demand. We expect rate cuts by an additional 25-50 bps. by the end of 2025.
- Interest rate cuts and economic recovery should support the recovery in lending. We expect a CAGR of 2025-2026 for loans of 5.6% and deposits of 7.8%

ALIOR BANK'S INVESTMENT SERVICES

Alior Bank's Brokerage House

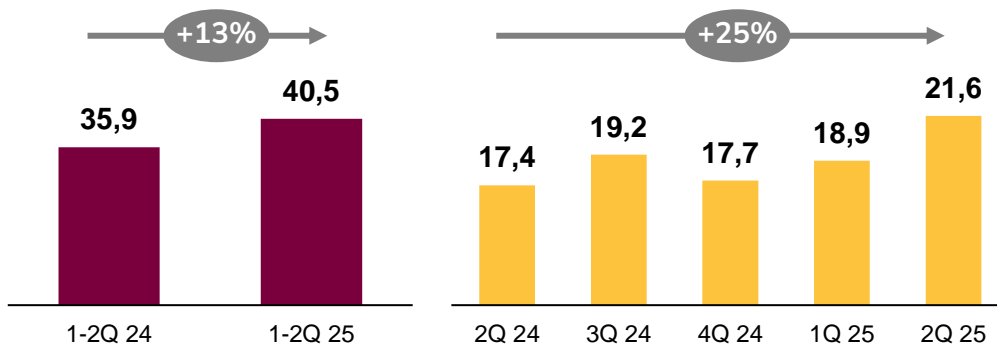


In 2Q 25, the Brokerage House's net commission income was significantly higher (+25%) than in the previous year and reached nearly PLN mn 22. Particularly high growth was achieved in FIO assets, Individual Advisory, and the number of new IKE/IKZE accounts.

Basic operating information:

- The number of brokerage accounts amounted to **95.0 k** (+3.1% y/y)
- The number of IKE/IKZE accounts increased to **11.5 k** (+28% y/y)
- The number of Alior Trader accounts exceeded **8.4 k** (+4.7% y/y)
- Assets in Individual Advisory **PLN bn 2.3** (+40% y/y)
- Sales of Investment Funds YTD (gross) **PLN bn 6.3** (+53% y/y)
- Sales of Structured Products YTD (gross) **PLN mn 170** (-58% y/y)

Brokerage House Net Fees and Commissions (PLN mn)



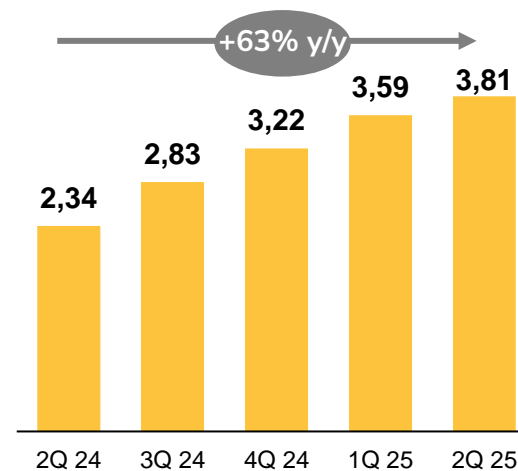
Alior TFI



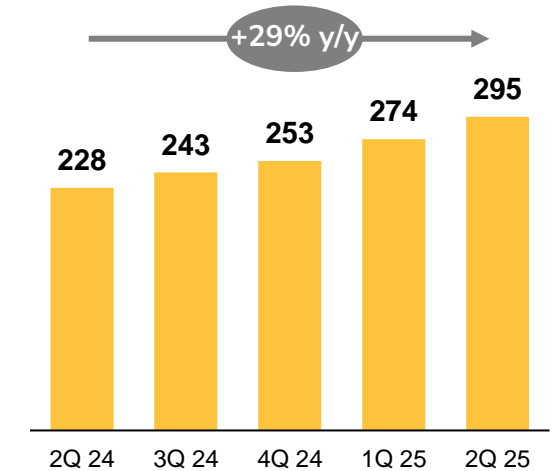
In 2Q 25 Alior TFI maintained positive inflows to funds under its management. At the end of June 2025, TFI had assets of PLN bn 3.81. In 2Q 25, net inflows to funds amounted to PLN mn 163. The largest inflows were recorded in funds with a relatively low risk profile, especially the *Ostrożny Obligacji Uniwersalnych* fund.

Over the last 12 months, the growth rate of Alior TFI's AuM has been more than twice the market growth. In Q2 25 alone Alior TFI's assets grew 6%, similar to the market, which grew 8% during this time.

Assets under management in Alior TFI open funds (PLN bn)



Assets under management in non-dedicated funds* in Poland (PLN bn)



AN OFFER CLOSE TO OUR CUSTOMERS

Alior Bank offers a **payment ring** – a functional gadget in the form of elegant jewelry that works like a payment card – all you must do is hold it up to the terminal. The ring is waterproof, does not require charging or internet connection. It can be used by Alior Bank personal account holders who order a Mastercard card for their account. Ordering a band is done online, and it can be activated and managed via the mobile app.



Alior Bank offers up to PLN 60 k gross of support for entrepreneurs opening **new partner outlets** – the funds can be used for arranging and equipping the premises. The program is aimed at new and existing partners, especially in cities with a population of 15 000–30 000. The bank also provides comprehensive operational support, modern tools, and a proven business model.

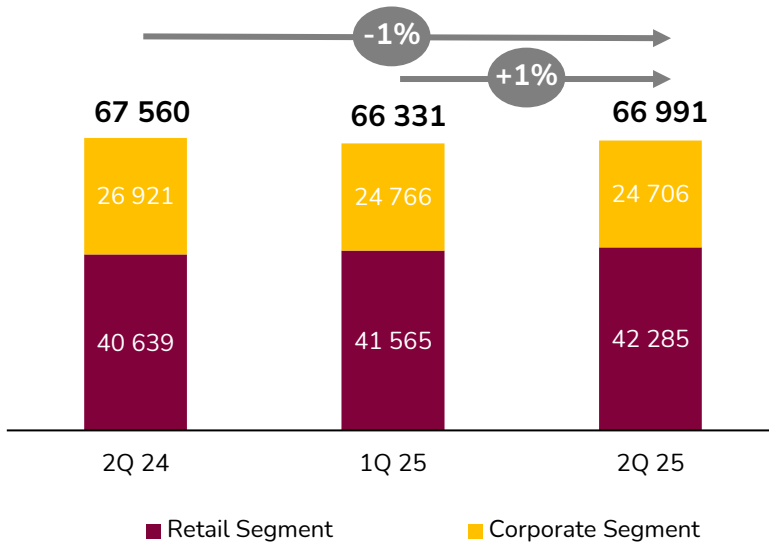
This summer, new customers of Alior Bank can gain up to PLN 800 in cash and up to PLN 400 in prizes as part of the **"Bank with Alior Konto account"** or **"Bank with Konto Jakże Osobowe account"** promotion, combined with the "Priceless Start" offer. To take advantage of it, all you need to do is open an account with a card by October 31, 2025, register for the promotion in the mobile app and meet easy activity conditions – like pay by card, log in to the app, and top up your account. In addition, new customers can open a „Starting Deposit” with an interest rate of 7% per annum.



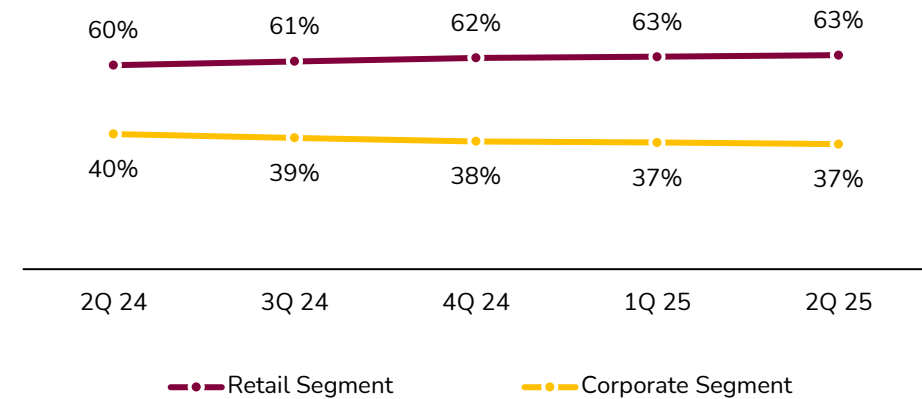
In the **"Join and Take What's Yours"** promotion, new participants of the Mastercard Priceless Moments program could earn 8 000 welcome points. All you had to do was register your Alior Bank debit or credit card in the program and pay with it at least 100 PLN. The collected points could be exchanged for prizes, such as vouchers to Circle K.

GROSS STRUCTURE OF THE LOAN PORTFOLIO

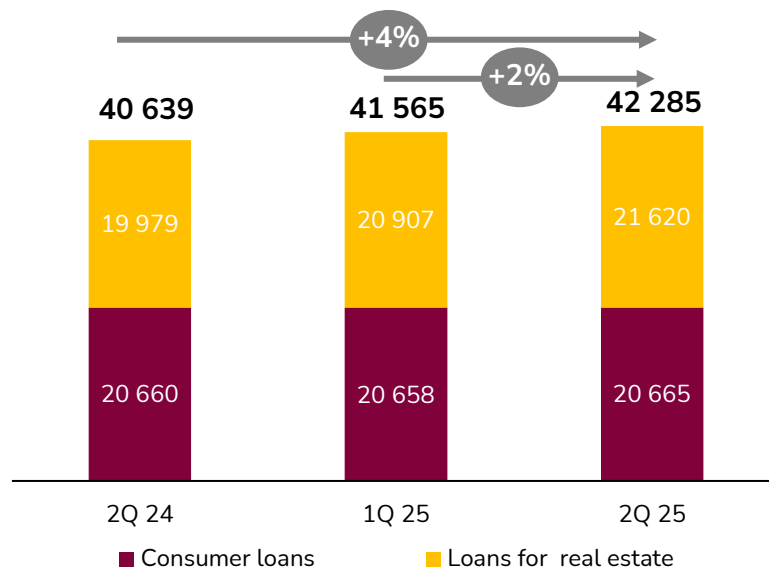
Loan portfolio in total (PLN mn)



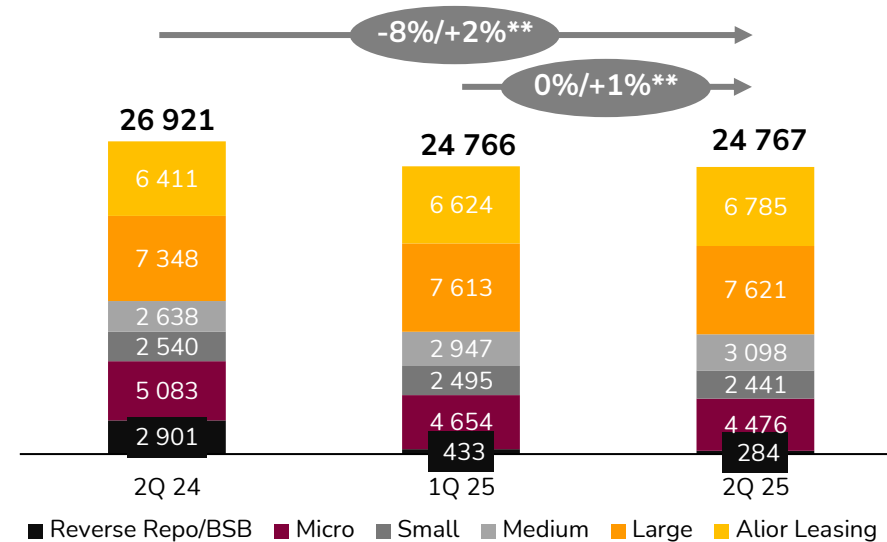
Loan portfolio structure in total



Retail Customer Segment (PLN mn)



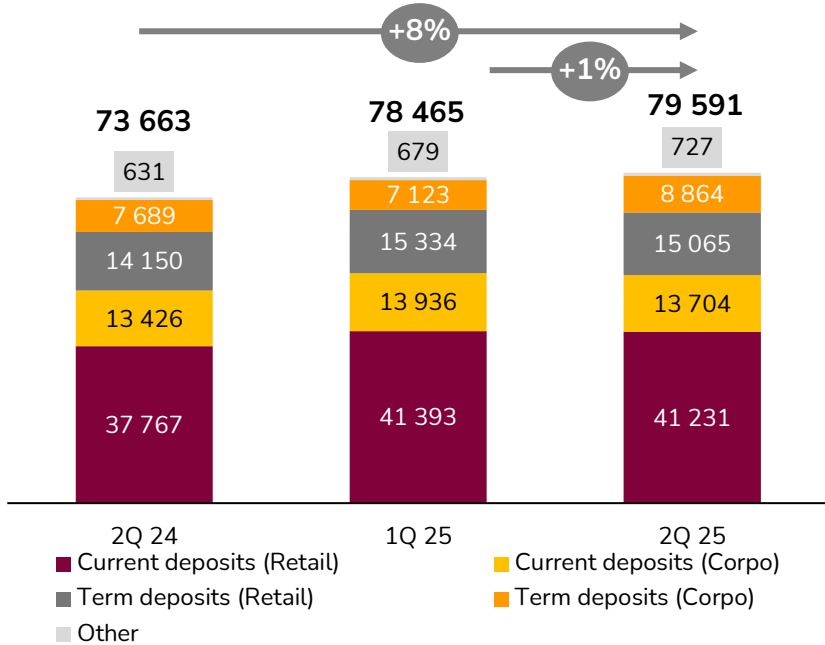
Business Customer Segment* (PLN mn)



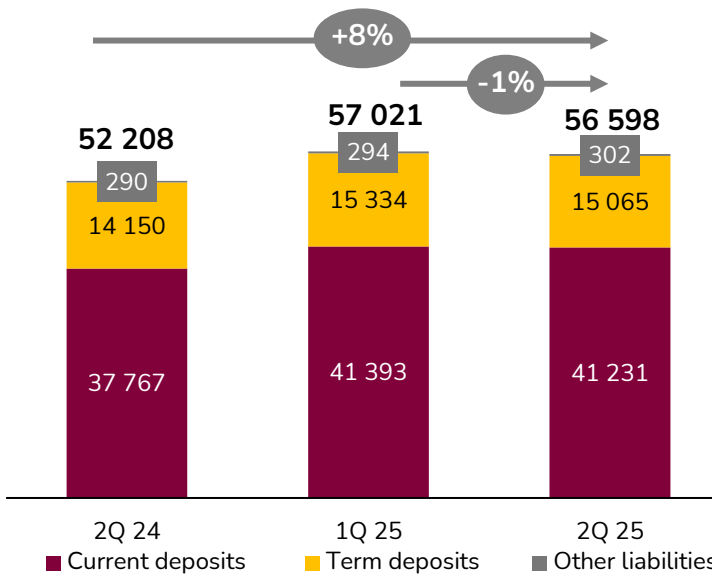
* Managerial presentation ** without Reverse Repo / BSB transactions

THE BANK MANAGES THE DEPOSIT PORTFOLIO IN ORDER TO OPTIMIZE THE COST OF FINANCING (DATA IN PLN MN)*

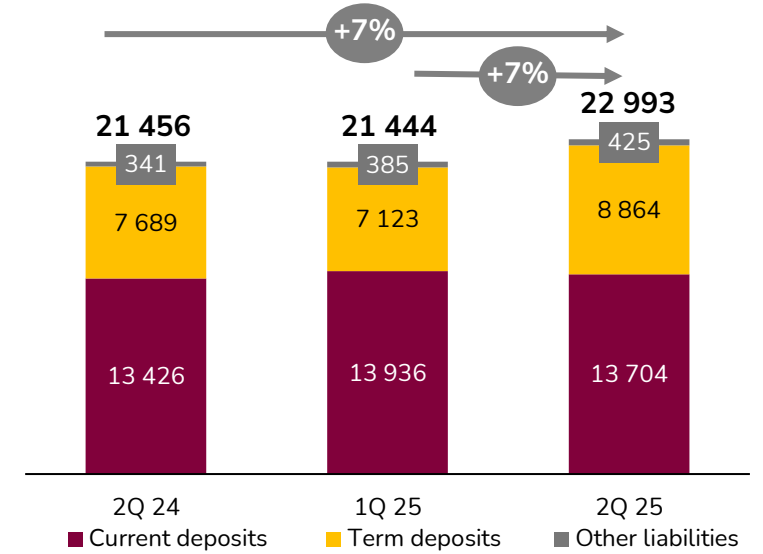
Structure of net liabilities to Customers



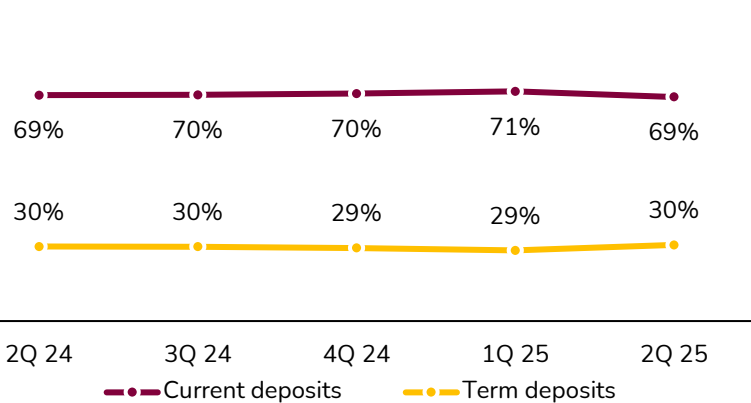
Net liabilities structure - Retail Segment



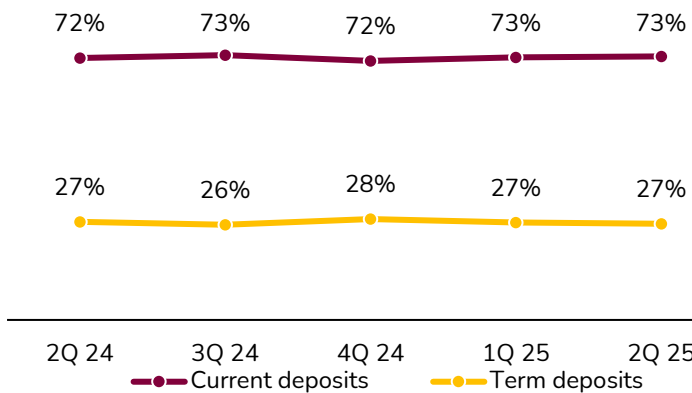
Net liabilities structure - Business Segment



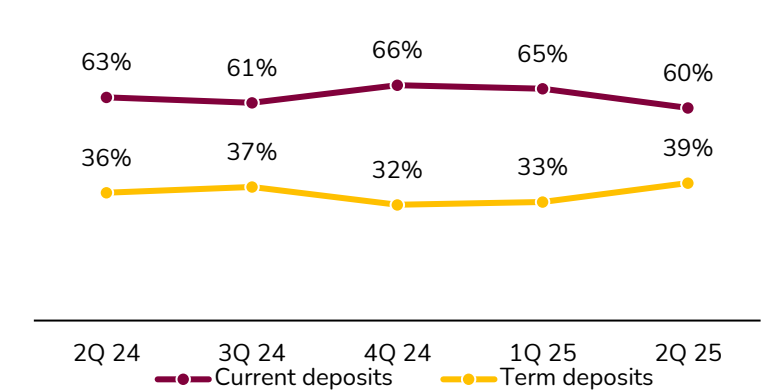
Structure of main liabilities



Structure of main liabilities - Retail Segment



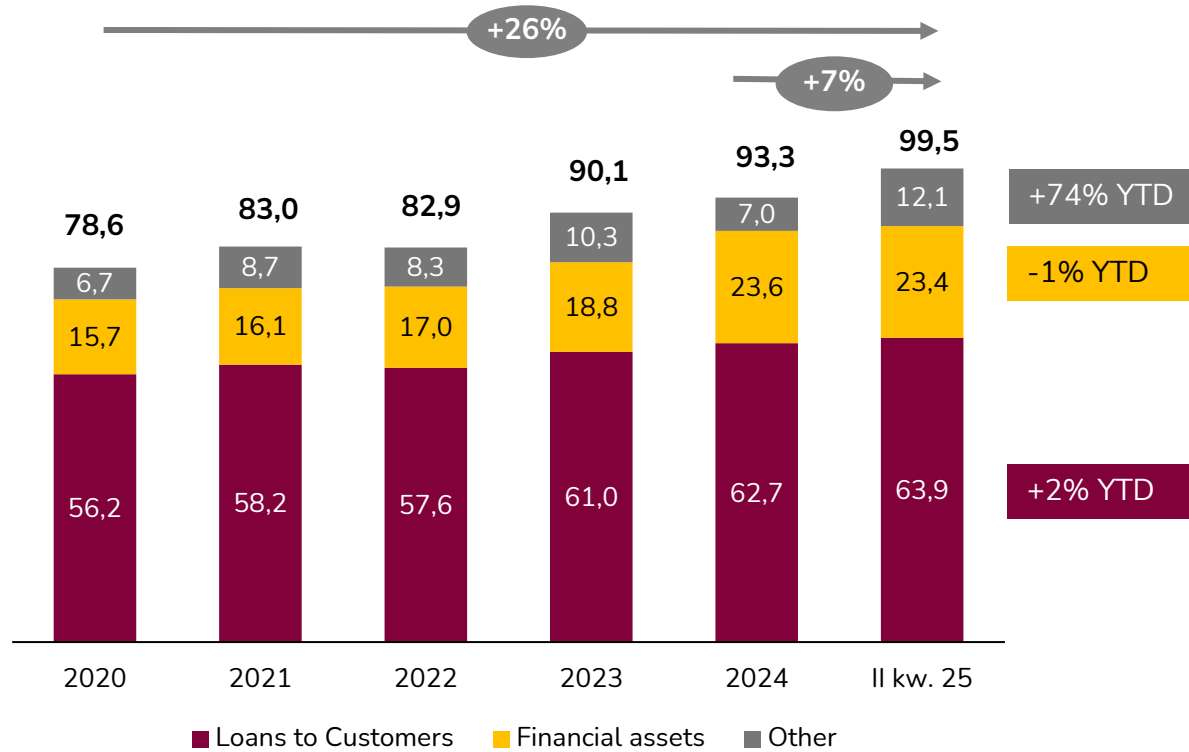
Structure of main liabilities - Business Segment



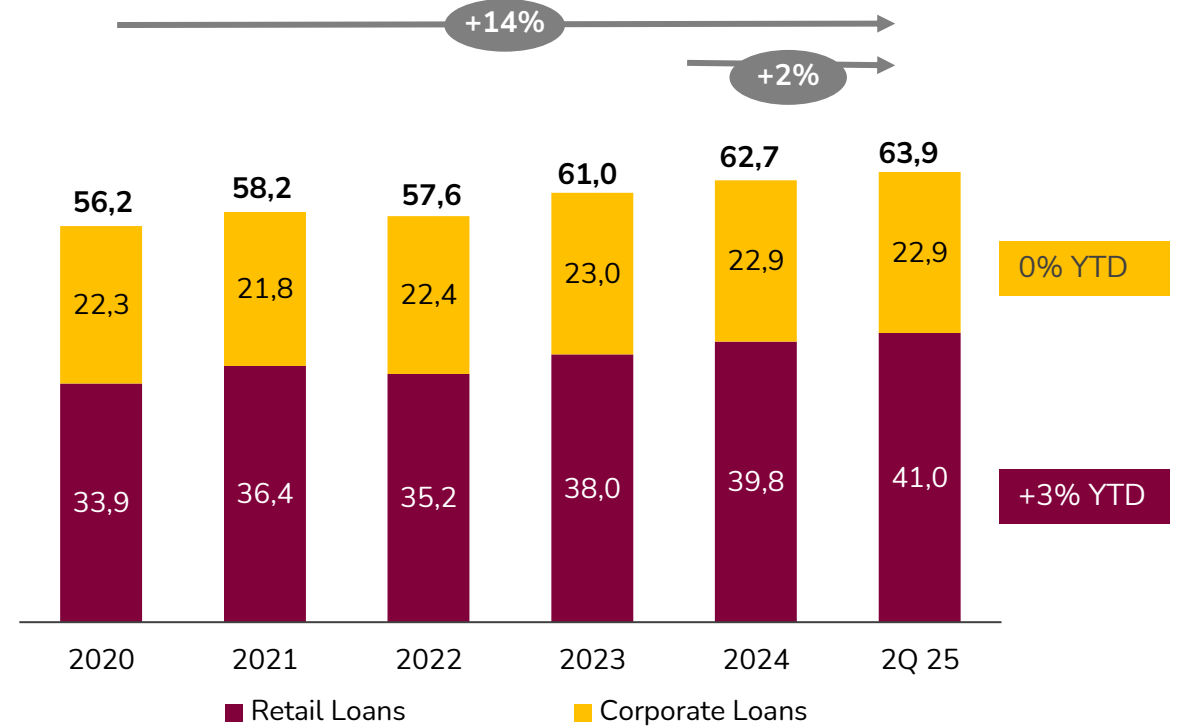
* Starting from the 2024 report, amounts due to customers are presented excluding Bank Securities („Bankowy Papier Wartościowy”) and liabilities from debt securities issues. Historical data has been adjusted accordingly.

ASSET STRUCTURE OF ALIOR BANK GROUP (PLN BN)

Alior Bank Group assets

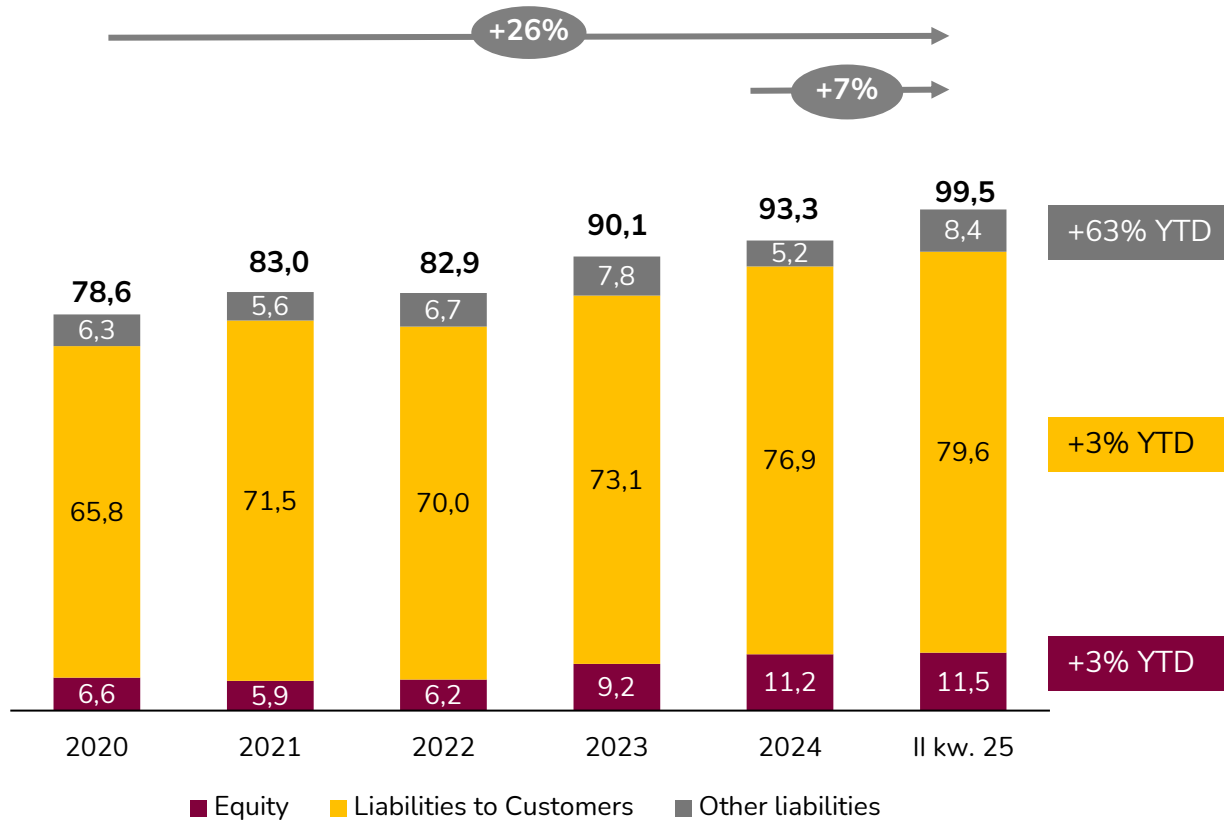


Receivables from Customers (net)

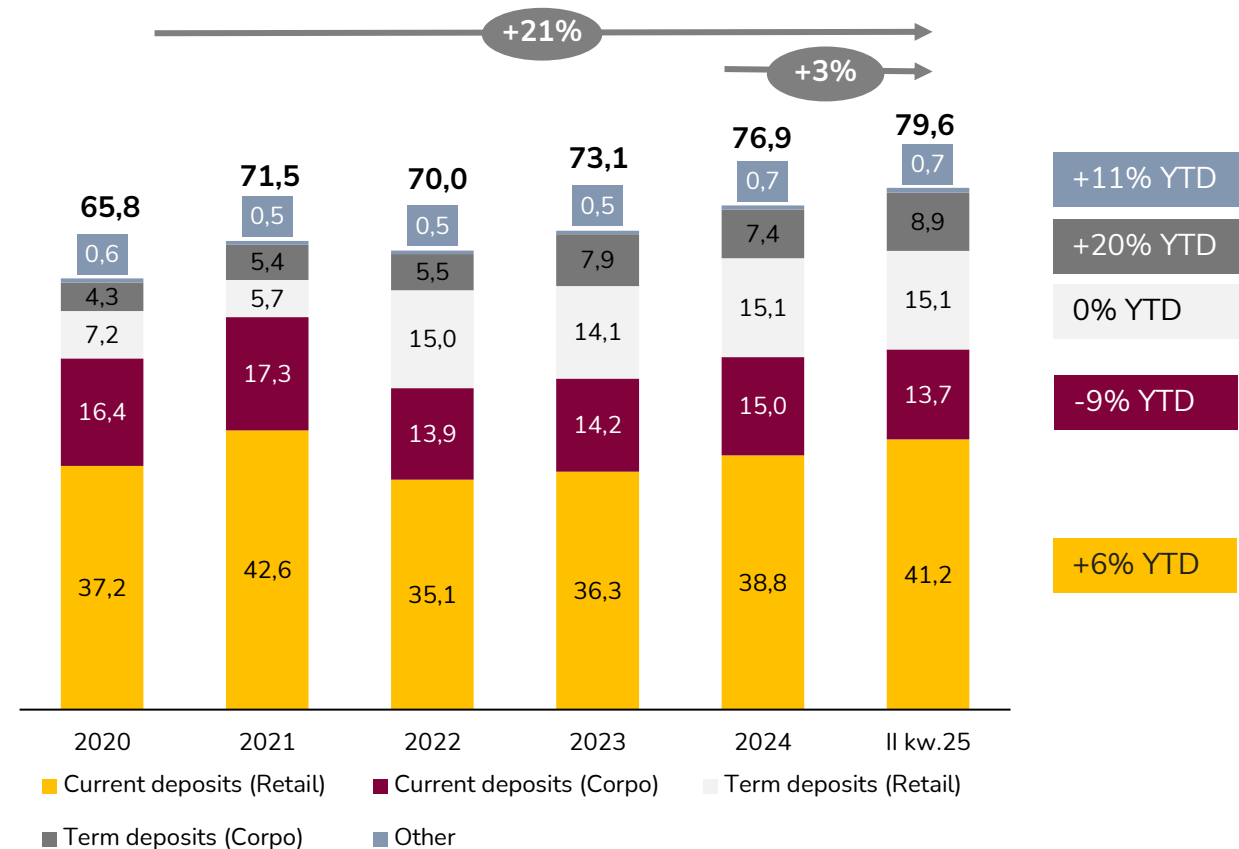


LIABILITY STRUCTURE OF ALIOR BANK GROUP (PLN BN)

Alior Bank Group liabilities



Liabilities to Customers*

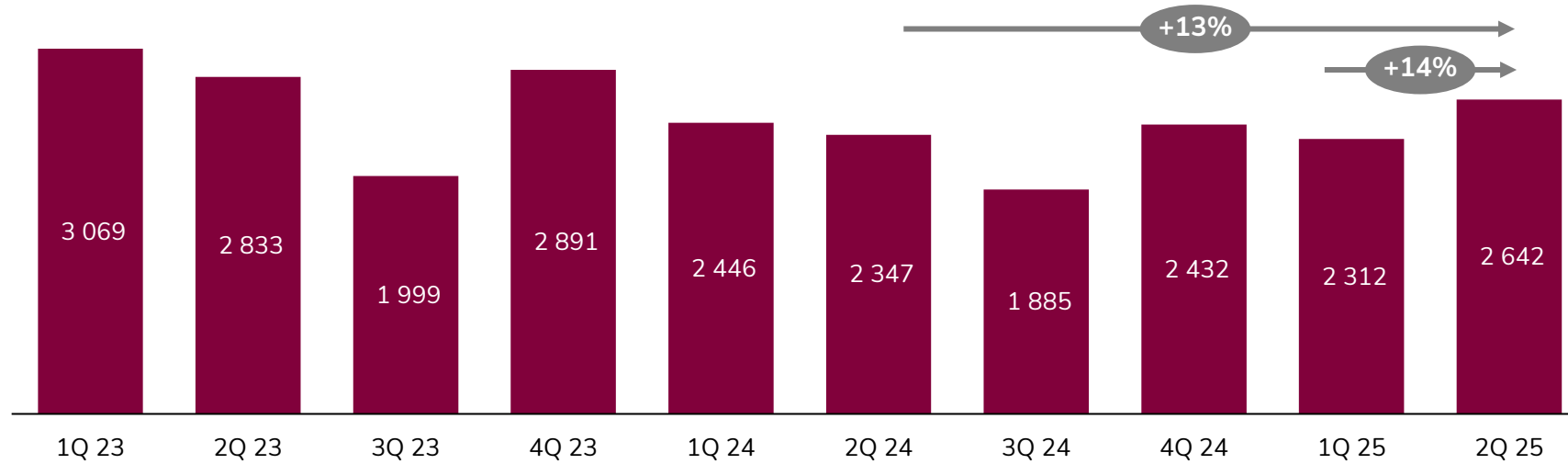


CONSOLIDATED STATEMENT OF THE FINANCIAL STANDING OF THE ALIOR BANK GROUP (PLN MN)

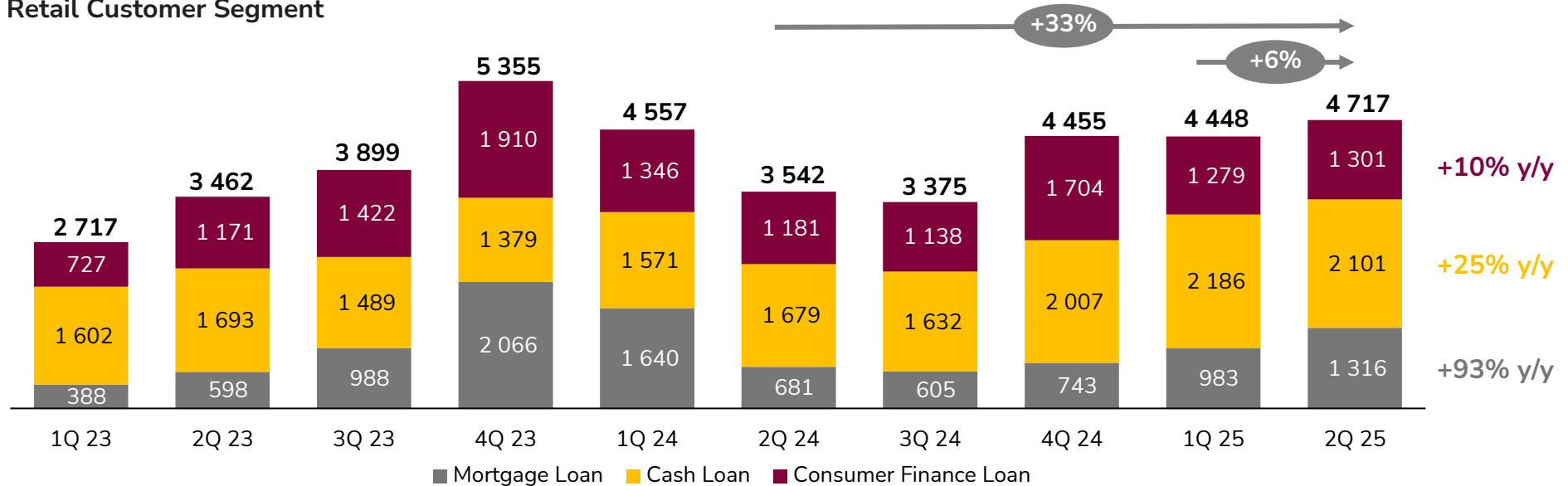
	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25	% q/q	q/q	% y/y	y/y
Total assets	90 146,8	91 183,3	93 293,5	96 589,4	99 467,6	3%	2 878,2	10%	9 320,8
Cash and cash equivalents	2 077,9	3 265,3	2 123,4	5 357,5	5 530,4	3%	172,9	166%	3 452,5
Amounts due from banks	1 855,0	795,6	1 821,6	2 028,6	1 429,4	-30%	-599,3	-23%	-425,6
Investment financial assets	19 186,6	21 357,4	23 602,9	22 190,9	23 419,4	6%	1 228,5	22%	4 232,8
Derivative hedging instruments	212,5	317,7	274,7	393,2	491,3	25%	98,1	131%	278,7
Loans and advances to customers	64 180,6	62 945,8	62 736,0	63 138,4	63 913,1	1%	774,7	0%	-267,5
Assets pledged as collateral	77,0	18,3	18,0	972,6	2 196,6	126%	1 224,1	2753%	2 119,6
Property, plant and equipment	739,6	721,2	697,8	672,8	641,9	-5%	-30,8	-13%	-97,7
Intangible assets	427,8	439,0	471,9	474,2	487,8	3%	13,6	14%	60,0
Income tax asset	901,3	793,2	823,2	736,5	687,3	-7%	-49,2	-24%	-214,0
Other assets	488,5	529,7	724,1	624,8	670,4	7%	45,7	37%	182,0
Total liabilities and equity	80 283,1	80 413,6	82 086,8	84 746,1	87 977,8	4%	3 231,7	10%	7 694,7
Amounts due to banks	339,4	247,8	160,1	1 179,7	2 337,0	98%	1 157,4	589%	1 997,7
Amounts due to customers	73 665,9	74 599,0	76 936,6	78 464,6	79 590,6	1%	1 126,0	8%	5 924,6
Financial liabilities	184,6	157,8	196,5	240,5	314,5	31%	74,0	70%	129,9
Derivative hedging instruments	566,1	469,7	450,4	315,8	217,3	-31%	-98,5	-62%	-348,8
Fair value changes of the hedged items in portfolio hedge	-1,1	25,3	-53,0	32,7	105,8	224%	73,1	-	106,9
Provisions	334,3	291,4	321,8	324,2	354,9	9%	30,6	6%	20,5
Other liabilities	2 089,5	1 770,9	1 708,4	2 227,5	3 105,3	39%	877,8	49%	1 015,8
Income tax liabilities	171,9	227,4	279,0	40,0	106,6	166%	66,5	-38%	-65,3
Liabilities from the issuance of debt securities	2 165,8	1 847,9	2 087,0	1 921,0	1 846,0	-4%	-75,0	-15%	-319,8
Subordinated loans	766,6	776,4	0,0	0,0	0,0	-	0,0	-100%	-766,6
Equity	9 863,7	10 769,7	11 206,7	11 843,3	11 489,8	-3%	-353,5	16%	1 626,1
Share capital	1 305,5	1 305,5	1 305,5	1 305,5	1 305,5	0%	0,0	0%	0,0
Supplementary capital	7 438,1	7 438,1	7 438,1	7 438,1	8 655,3	16%	1 217,2	16%	1 217,2
Revaluation reserve	-259,0	-19,0	-197,2	-37,0	169,1	-	206,1	-	428,1
Other reserves	161,8	161,8	161,8	161,8	161,8	0%	0,0	0%	0,0
Foreign currency translation differences	0,0	0,2	0,3	0,0	0,0	-	0,0	-100%	0,0
Accumulated losses	53,3	53,3	53,2	2 498,6	81,6	-97%	-2 416,9	53%	28,4
Profit for the period	1164,0	1829,9	2445,0	476,3	1 116,5	134%	640,2	-4%	-47,5
Total liabilities and equity	90 146,8	91 183,3	93 293,5	96 589,4	99 467,6	3%	2 878,2	10%	9 320,8

NEW SALE OF LOANS (PLN MN)

Sales in the Business Customer Segment*



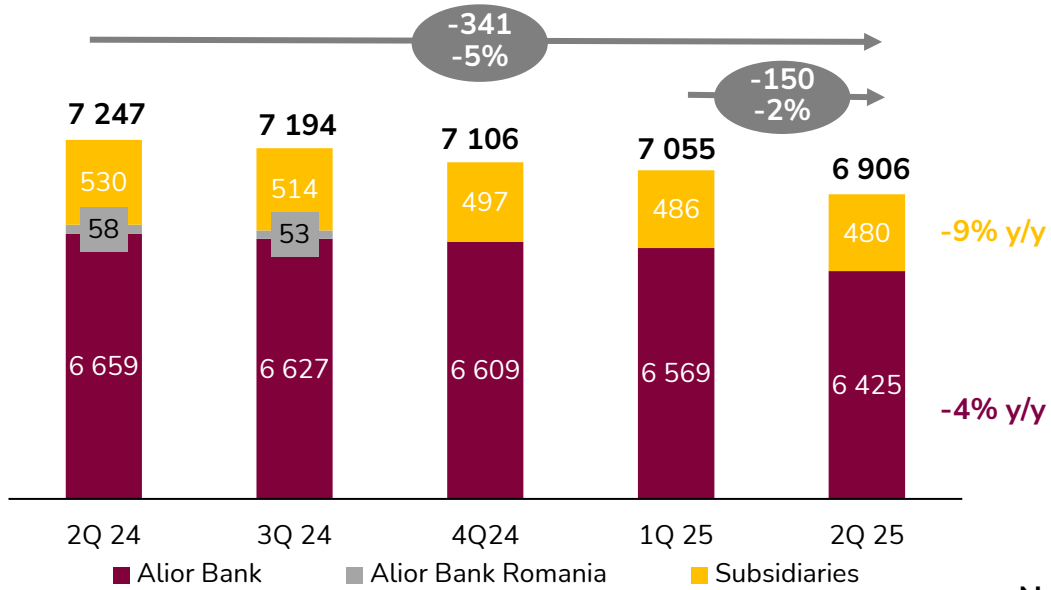
Sales in the Retail Customer Segment



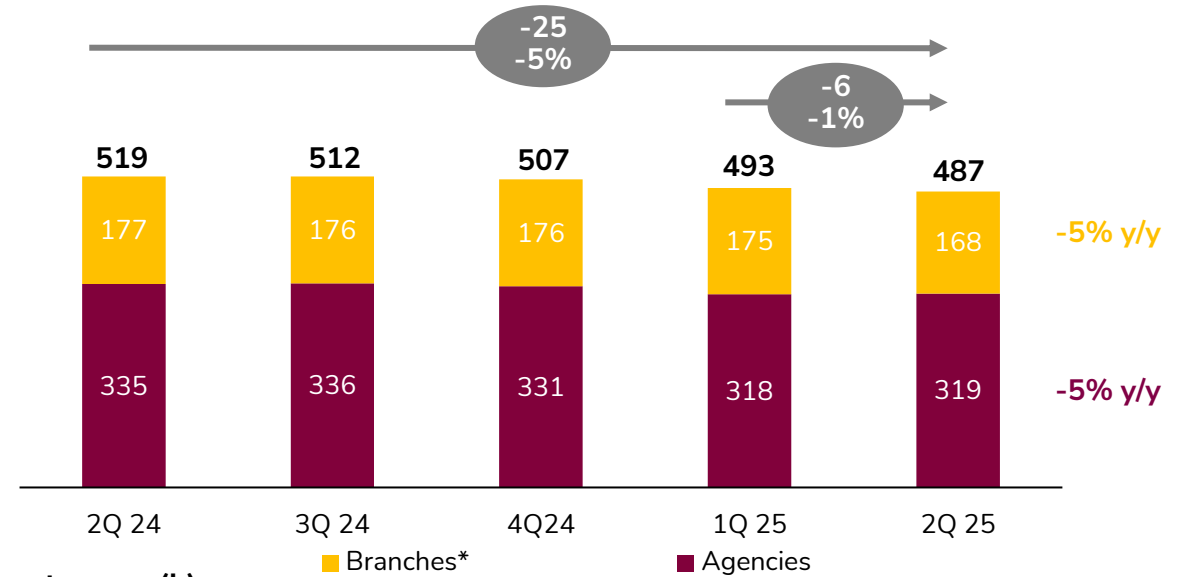
* New sales limit (new sales + increases) for Customers in the Micro- / Small- / Medium- / Large-Sized categories

ADDITIONAL INFORMATION

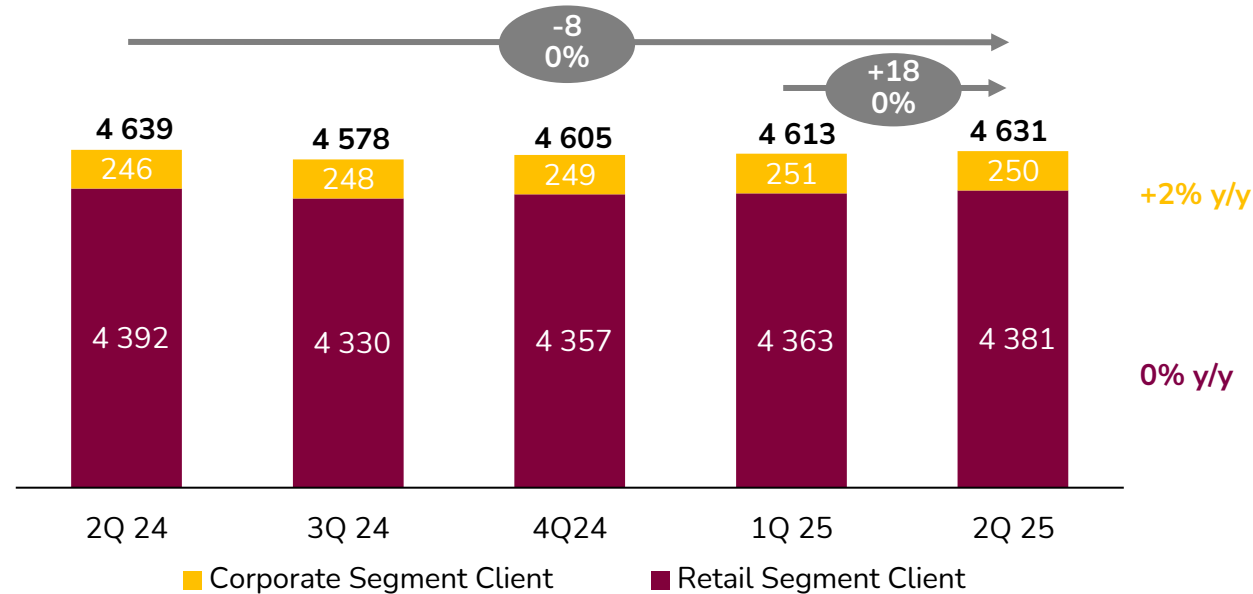
Employment (FTEs)



Alior Bank's branches



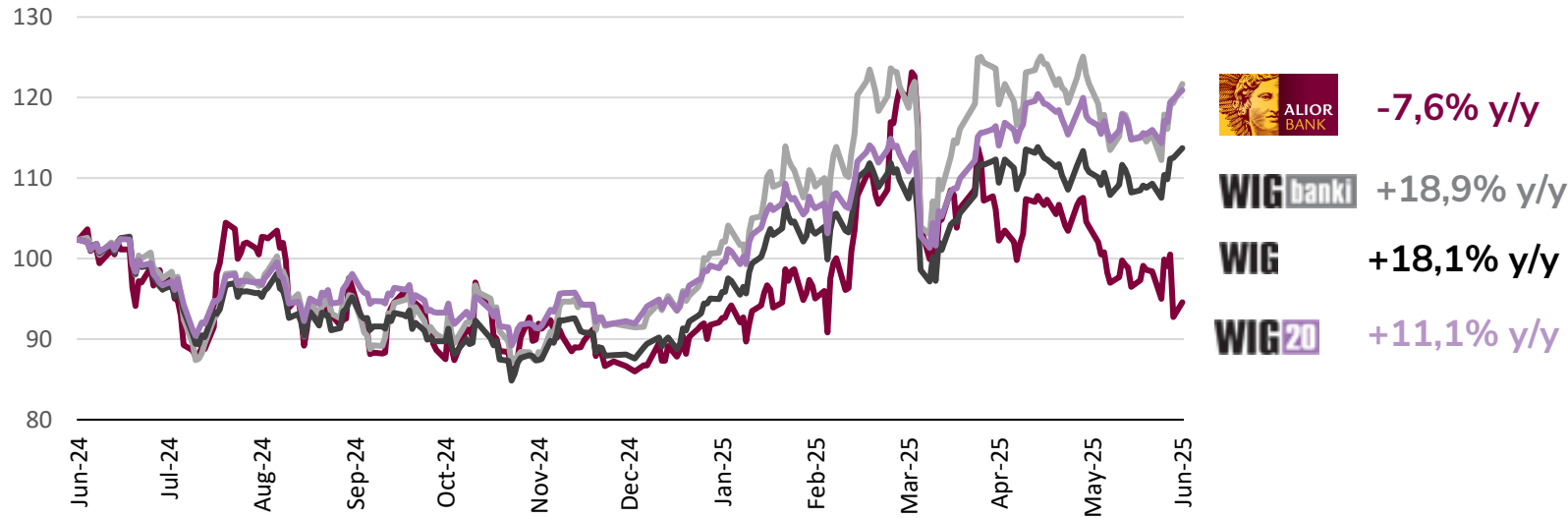
Number of customers (k)



* Alior Bank's branches include: traditional branches, Private Banking branches, Corporate Banking Centers, and Microenterprise Centers.

ALIOR BANK S.A. – STOCK PERFORMANCE, SHAREHOLDING STRUCTURE, RATINGS

Alior Bank's share price compared to WSE indices (comparable data for 12 months)



Alior Bank share price : **PLN 94.60**
 (data as of June 30, 2025)
 Capitalization: **PLN bn 12.4**
 Value of shares in free float: **PLN bn 5.5**
 P/BV**: **1.1x**
 P/E***: **5.2x**

ISIN code: PLALIOR00045
 GPW: ALR
 Bloomberg: ALR PW
 Reuters: ALRR.WA

Rating S&P:
 long-term: BB+
 short-term: B
 outlook: positive

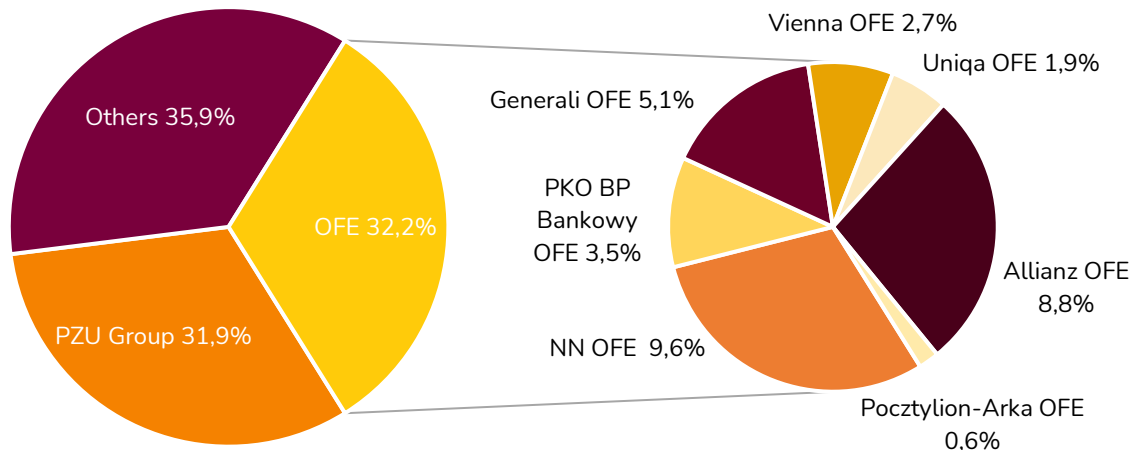
Rating Fitch:
 long-term: BB+
 short-term: B
 outlook: stable

Rating Sustainalytics:
 ESG Risk Rating: 21.6
 Medium Risk

Alior Bank's shares are part of the following stock indices:

- WIG
- WIG-BANKI
- WIG20
- WIG20TR
- WIG.MS-FIN
- WIG-Poland
- WIG-ESG
- CEEplus
- WIG140
- WIGFIN

Shareholding structure*



* Based on public announcements and the annual structure of OFE [Open Pension Fund] and DFE [Voluntary Pension Fund] assets as on 30.06.2025 and 31.12.2024

** based on the equity of the Alior Bank Group as of 30.06.2025

*** based on the reported net profit of the Alior Bank Group for 3Q 24 – 2Q 25

Contact data

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More information



[Website](#)



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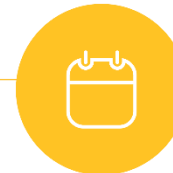
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Next events:

- Results for 3Q 25 – October 28, 2025

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