



WITAMY

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ALIOR BANK

Alior Bank S.A.

Presentation of results for 1Q 2022



1. Operating activities

2. Financial results

3. Credit risk

4. Other issues



Operating activities

Another quarter of very good financial results – a record-breaking level of revenues

In 1Q 22, the revenues of Alior Bank Group was at **PLN 1,093 m**. This is the record-breaking level in Alior Bank's history. Compared with 1Q 21 the revenues increased by PLN 202 m (+23%).

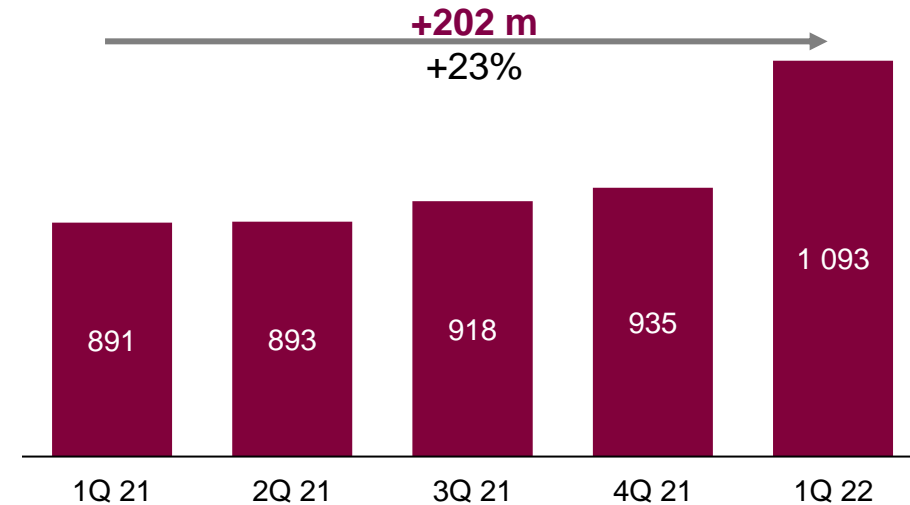
- interest income amounted to PLN 862 m (+29% y/y)
- fee income amounted to PLN 191 m (+7% y/y)

Net profit in 1Q 22 amounted to PLN 169 m and was 57% higher than in 1Q 21.

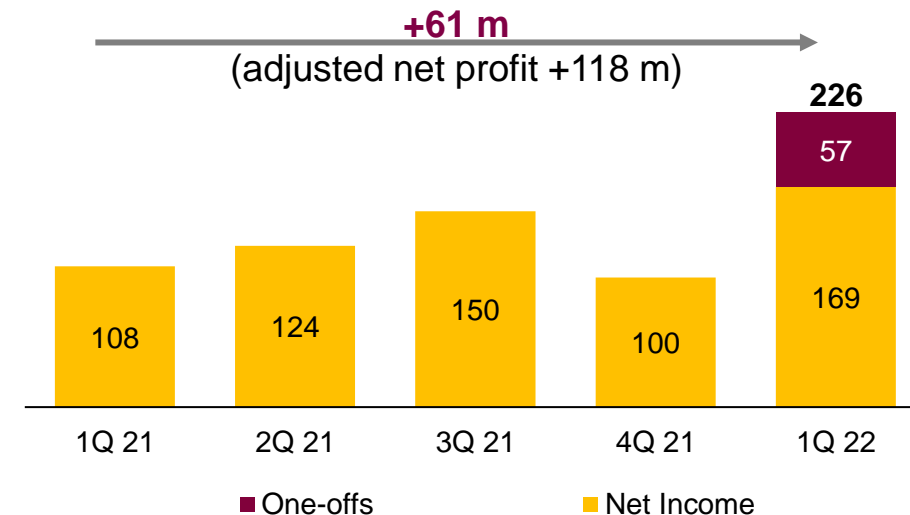
Non-recurring events that in 1Q 22 reduced the Bank's net result amounted in total to ca. PLN 57 m (PLN 23 m in provisions for legal risk related to fx mortgage loans, PLN 27 m write-off of non-financial assets related to the operations of the Bank's Romanian branch and PLN 7 m in provisions for fee refunds resulting from early loan repayments - "small CJEU").

Adjusted net income in 1Q 22 amounted to ca. PLN 226 m.

Total revenues (PLN m)

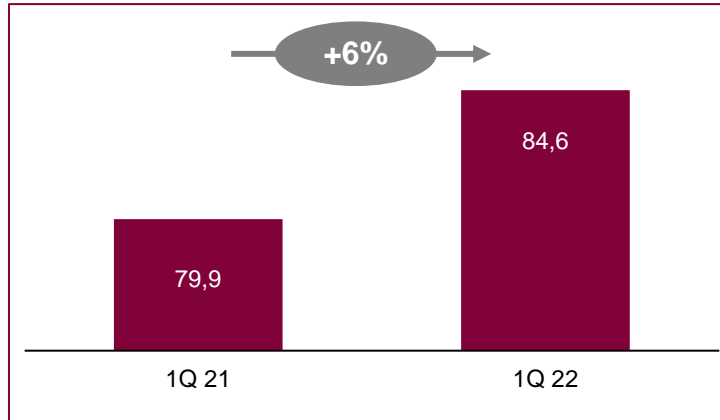


Net profit (PLN m)

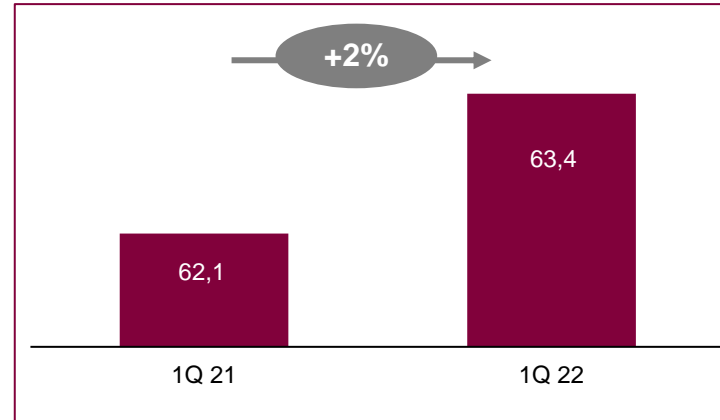


Stable growth of the Bank, consistent improvement in efficiency

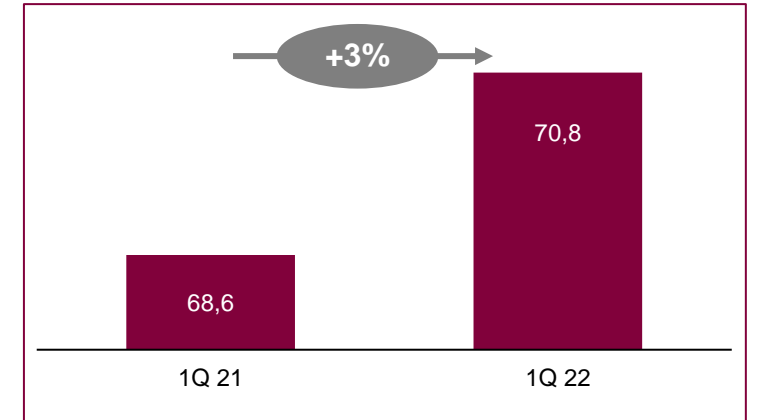
Assets (PLN billion)



Gross loan volume (PLN billion)



Deposits volume* (PLN billion)



ROE 1Q 22

11,9%
+5,2 p.p. r/r

C/I 1Q 22

45,1%
-1,8 p.p. r/r

NIM 1Q 22

4,58%
+0,91 p.p. r/r

CoR 1Q 22

1,33%
-0,25 p.p. r/r

TCR 1Q 22

14,56%
-0,71 p.p. r/r

NPL 1Q 22

11,31%
-2,50 p.p. r/r

PERSONALISATION



- Screen personalisation like icons in iOS smartphones – option to freely manage the layout of icons in the payment and services screen
- Introducing Dark Mode for iOS. Currently, customers of all Alior Mobile and Alior Online platforms can use the “dark theme”.
- Building a consent repository for PZU. Achieve sales synergies – obtaining marketing consents for PZU to increase sales opportunities for insurance products.

AUTOMATION



The share of automated decisions in the Small segment in 1Q 22 was at 37%

INTERACTIVE SMS

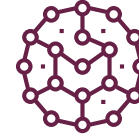


A new contact channel. An option to conduct a dialogue with the customer and plan further actions by the Bank to improve customer service depending on the answer provided.

FAMILY BENEFITS



Applications for the following benefits available in Alior Online: Family Guardianship Capital, Family 500+ and subsidy to a child’s stay in a nursery.



AI TOOLS

Development and implementation of AI tools improving Clients’ service and increasing users’ experience in digital channels:

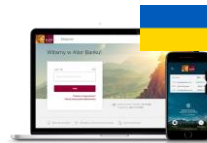
- Voicebot InfoNina
- Speech Analytics Platform

ACCOUNT FOR THE YOUNG WITHOUT LEAVING HOME



Implementation of the process of remote account opening for minors (Junior Account) aged 13-17 in Alior Mobile and Alior Online – includes facial biometrics in the application

APPLICATIONS IN UKRAINIAN LANGUAGE



Since early March 2022 Alior Mobile and Alior Online is available in the Ukrainian language version



IDENTITY VERIFICATION CENTRE

First release of a new identity verification system for retail customers, such as the online installment process. The functionality is to allow the customer to choose the most convenient method of identity confirmation – e.g. via SMS code.

In connection with the war in Ukraine, we focused our ESG activities mainly in the area of social responsibility



Social responsibility



▶ **Dialogue and cooperation** Help for Ukrainians

- Dedicated product offering, banking application in Ukrainian, and adaptation of banking processes
- Use of Bank-owned space for refugee assistance purposes
- Employee volunteering and the “Bank of Equal Opportunities” campaign (activities towards employees from Ukraine)
- involvement of employees from the Przemysł branch in helping Ukrainian citizens at border crossings in Medyka and Korczowa



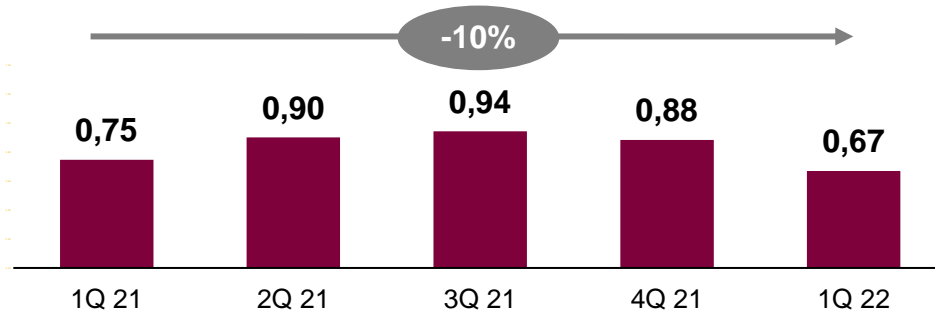
▶ **Dialogue and Cooperation** Alior Bank Foundation

- Help to refugees, students, individual support
- Activities in the field of education, including creating educational institutions, scholarships, training sessions, conferences
- Support in the area of recreation and development, including: organisation of recreation for children and youth, support of innovative businesses

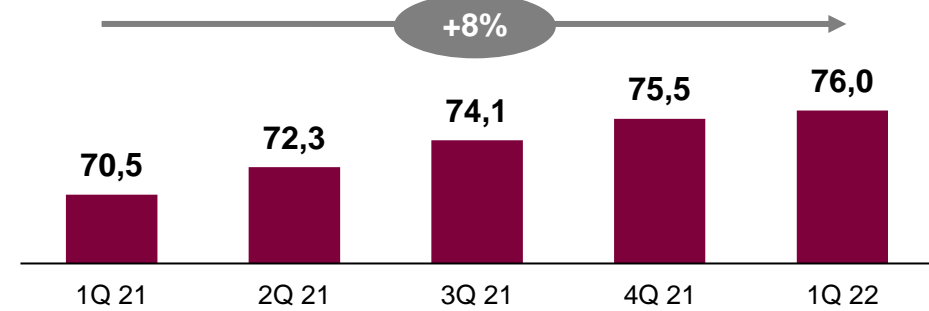
Growth of the Bank's key products – mortgage loans*



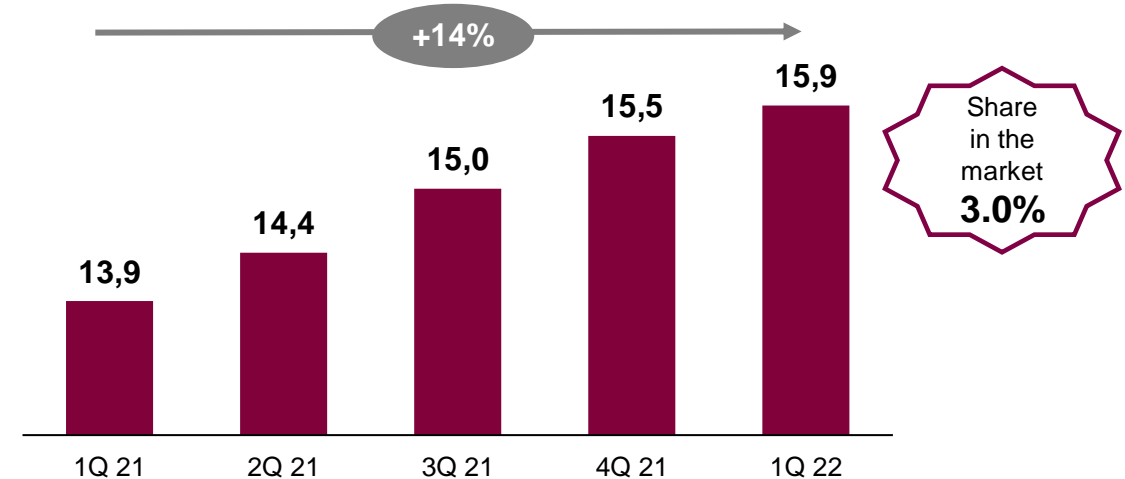
Sale of mortgage loans (PLN bn)



Number of Customers with a mortgage loan (K)



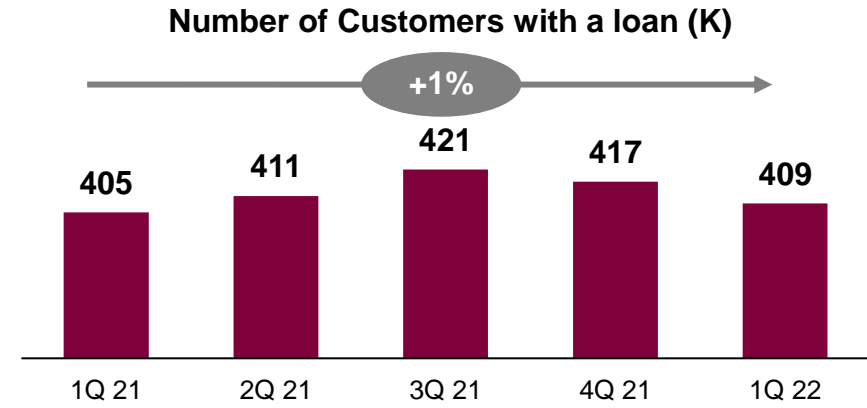
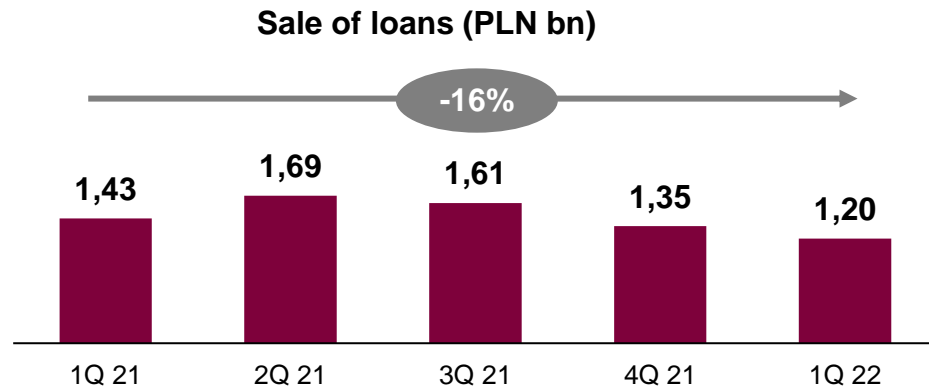
Gross mortgage loan portfolio (PLN bn)



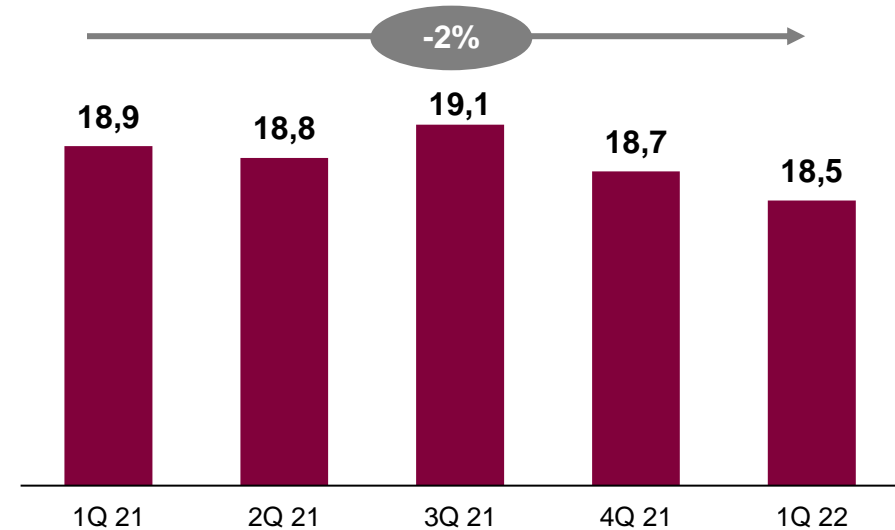
- The Bank has been consistently building a portfolio of mortgage loans. Market share of mortgage sales in 1Q 22 was at 3.9%
- Alior Bank focuses its activities around large Polish cities – A very attractive mortgage loan offer for **Warsaw and Cracow** has been introduced (lower margin, no commission, no need to purchase a life insurance)
- Due to rising interest rates and declining repayment capacity, the Bank actively communicates various possible forms of support to Customers
- Despite the deterioration in the mortgage market, Alior Bank increased its market share to 3% (up from 2.9% at the end of 2021).



Growth of the Bank's key products – cash loans*



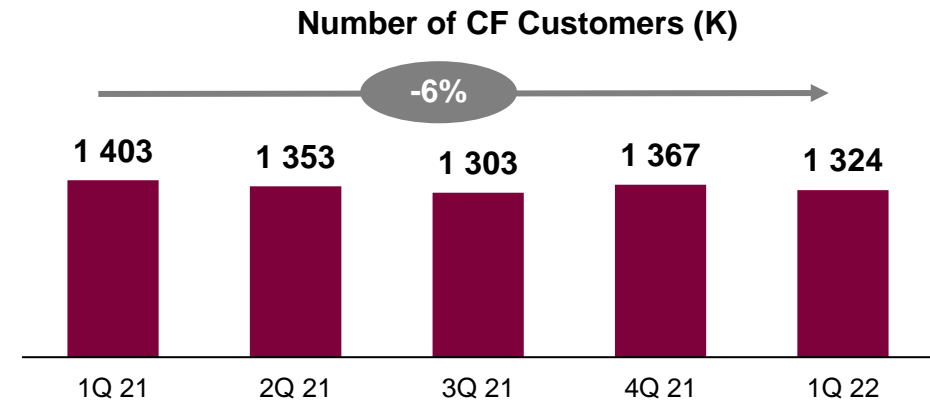
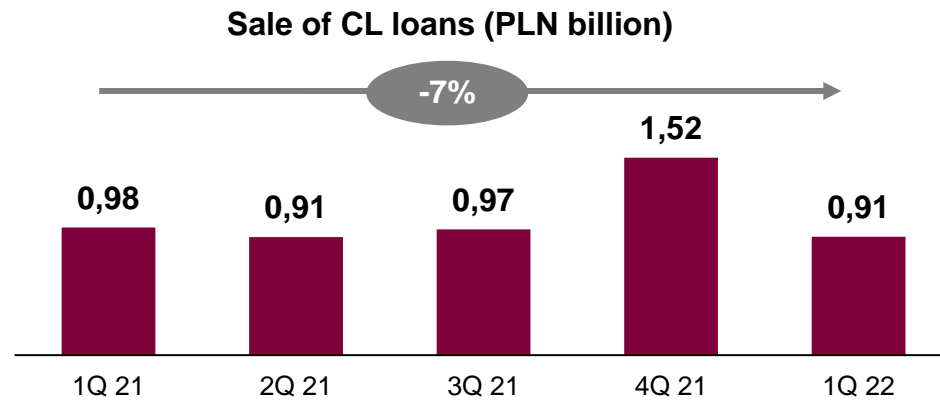
Gross consumer loan portfolio (PLN bn)



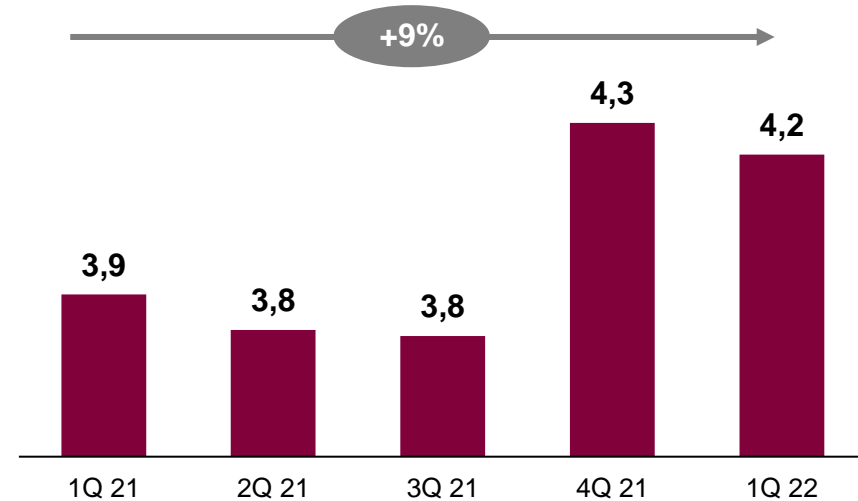
Share in the market **11.4%**

- In the area of unsecured loans, we are developing a line of products whose pricing takes into account in the Bank's knowledge about the relationship with the customer to date, their products and transactions
- We continue our strategy of expanding loan sales via remote channels by implementing innovative processes (including the digital signature to access loan documents in the cloud)
- Due to changing interest rates, the offering of fixed-rate loans has been extended
- We continue to sell EKO products implemented in 2021, i.e. a cash loan based on a subsidy from the Clean Air Programme and a loan for the purchase of electric cars on preferential financial terms

Development of the Bank's key products - Consumer Finance (CF) loans



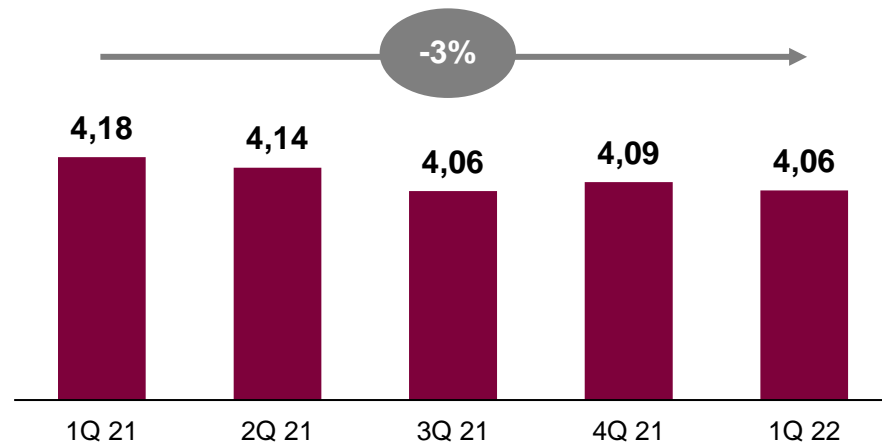
Gross loan portfolio (PLN billion)



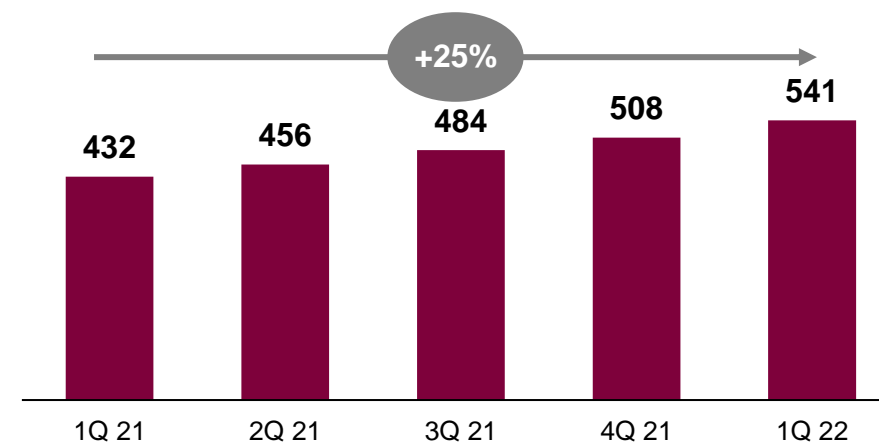
Share in the market
17.3%

- In the Consumer Finance loan segment, the Bank continues to improve and simplify the purchase process, in 1Q 22 e-commerce Clients were given the option to confirm identity via SMS code. The new method has been received very well by the customers and immediately became the most popular way to confirm identity in the online channel
- Portfolio growth y/y is partly due to growing shopping baskets of CF Customers
- Slightly lower sales in 1Q 22 y/y is mainly due to the deterioration of consumer sentiment in March caused by the war in Ukraine

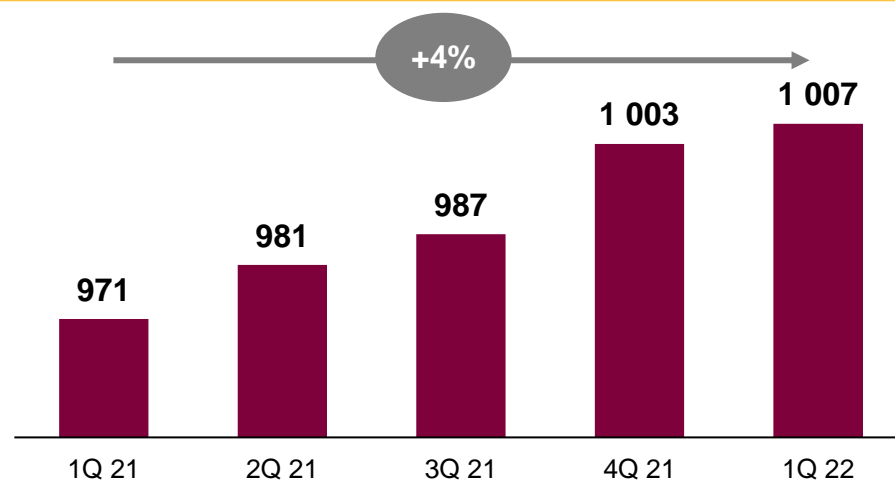
Number of Individual Customers* (million)



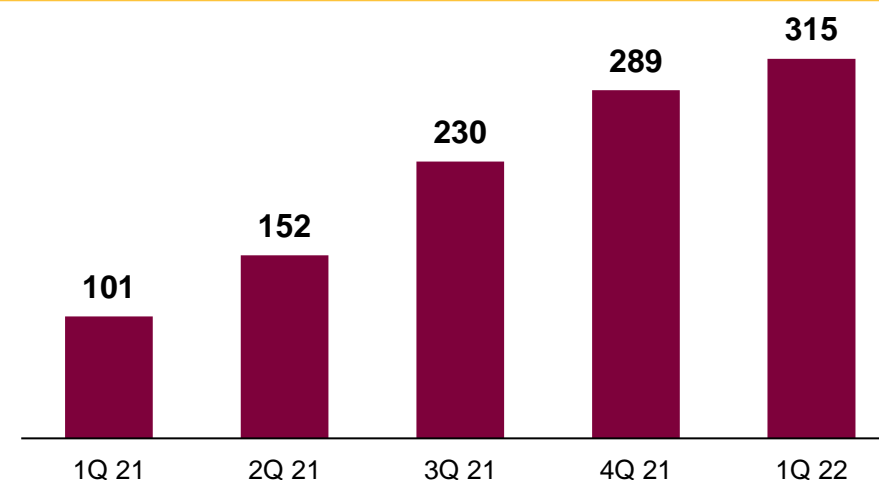
Number of accounts "Konto Jakže Osobiste" (thousand)



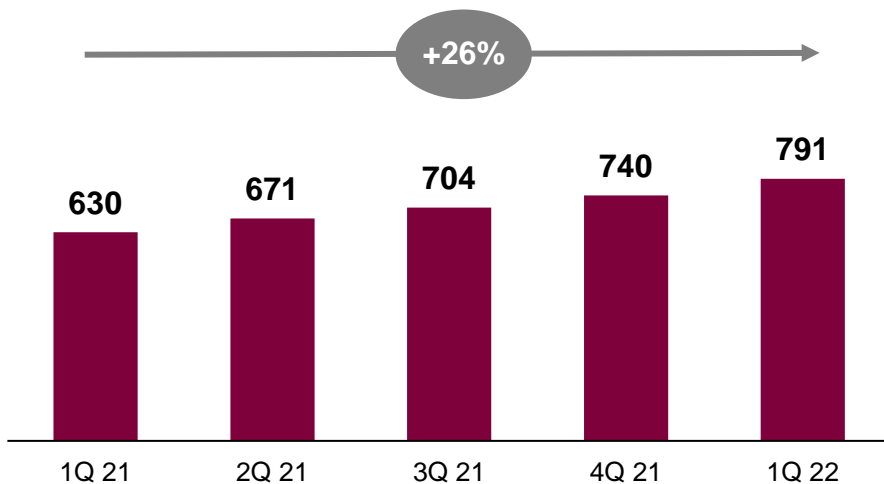
Number of Customers with systematic incomes (thousand)



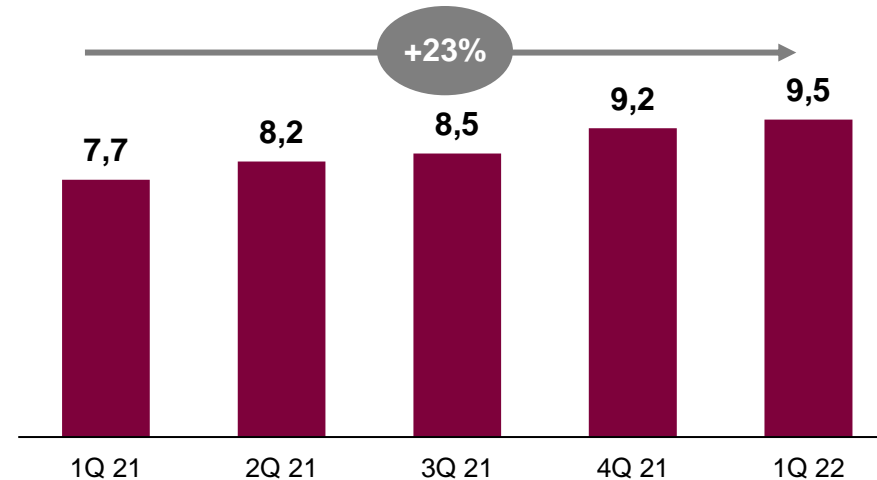
Number of motorway journeys and tickets paid in the Alior Mobile application (thousand)



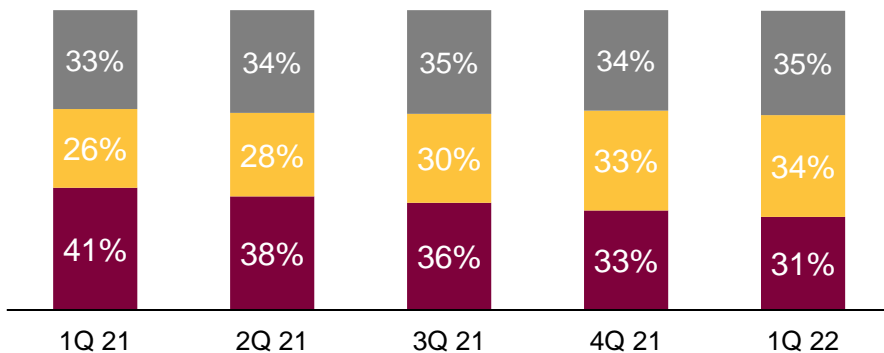
Users of Alior Bank mobile applications (thousand)



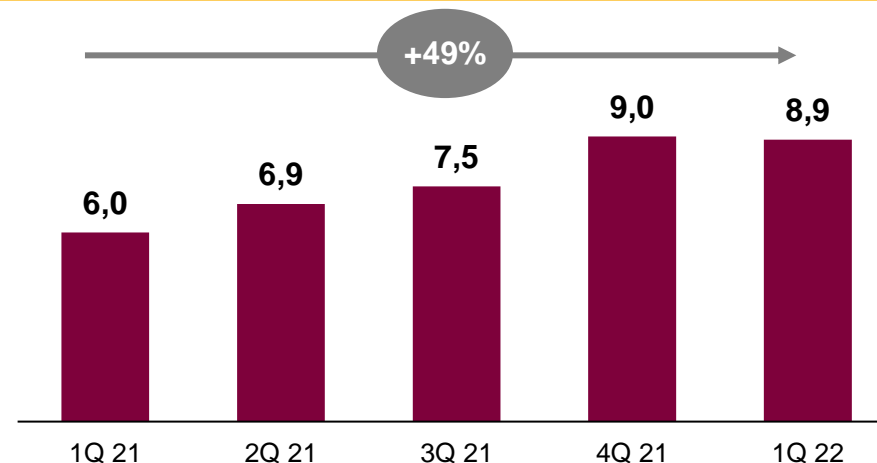
Number of transfers ordered in the Alior Mobile application (million)



Struktura korzystania z Alior Online i Alior Mobile



Number of BLIK transactions (million)



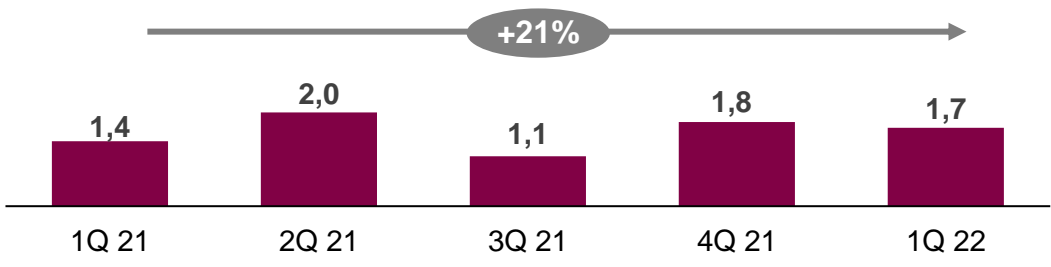
- Alior Online only
- Alior Mobile only
- Alior Mobile and Alior Online

Noticeable effects of improved sales and efficiency of the loan portfolio...

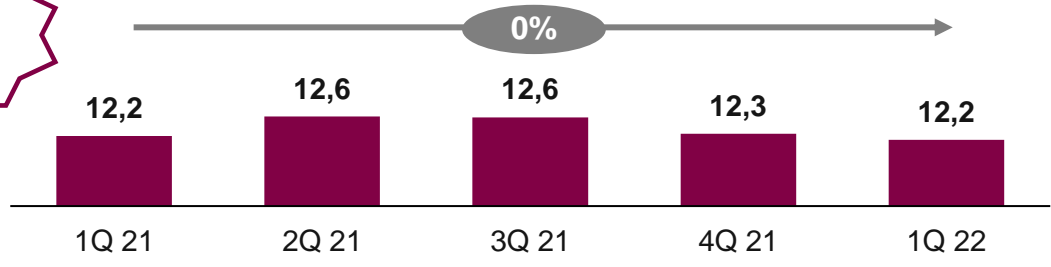


Segment: Small / Medium / Large

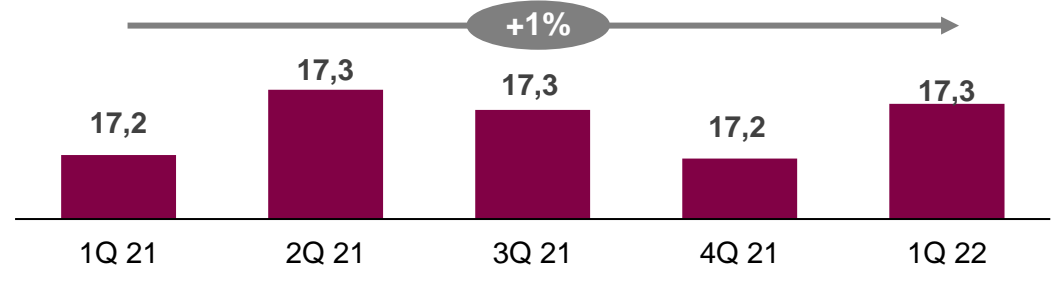
Total overdraft facility granted (PLN billion)



Asset balance (PLN billion)



Number of Customers with an account (thousand)

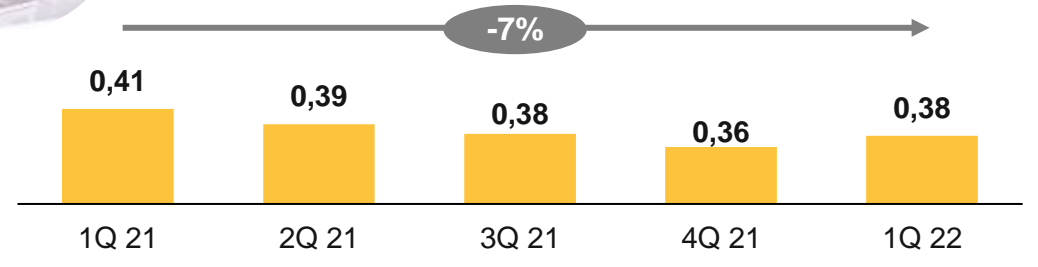


-3,6 p.p.
NPL y/y*

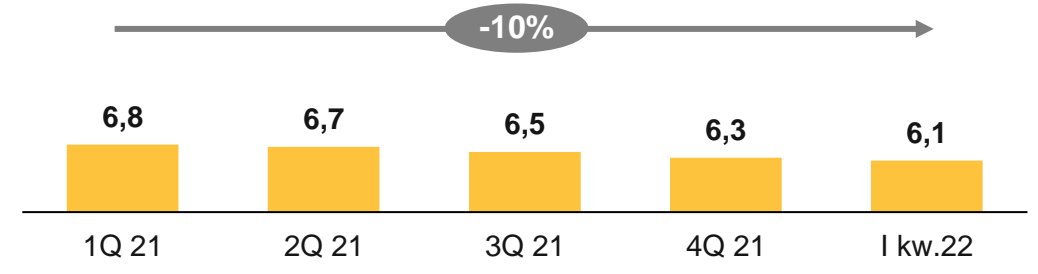


Micro segment

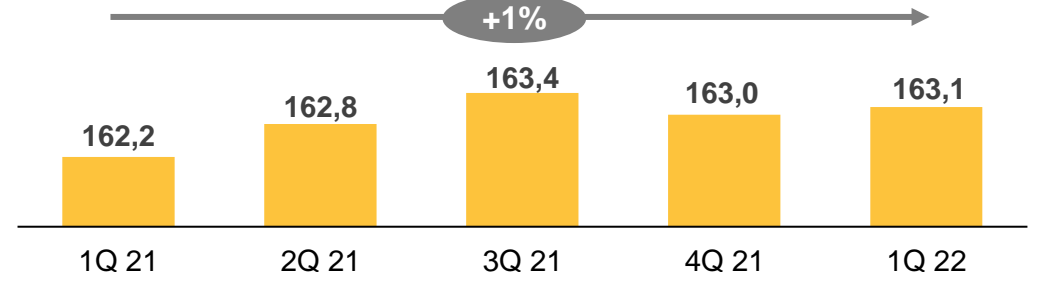
Total overdraft facility granted (PLN billion)



Asset balance (PLN billion)



Number of Customers with an account (thousand)

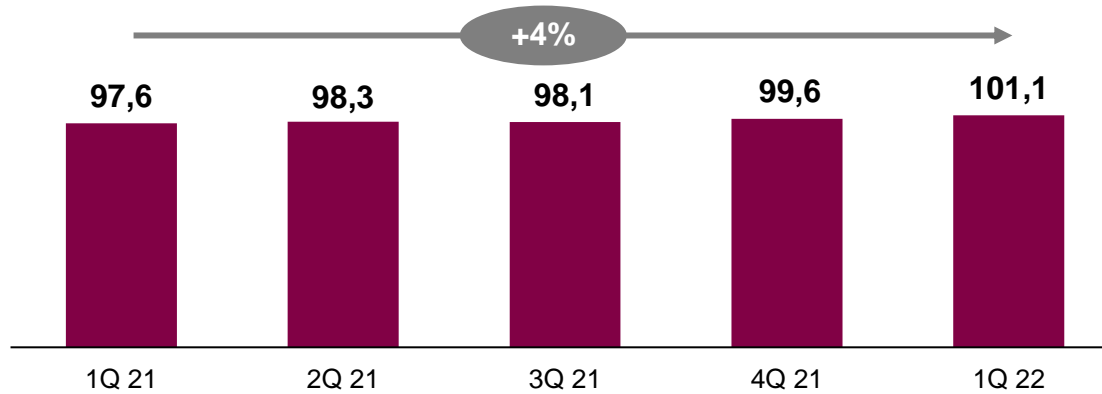


The strategy to enhance the quality of the loan portfolio has a positive impact on the increase in revenues of the business Customer segment, as well as a decrease in risk costs, however, it causes a decrease in the number of Customers and the value of the loan portfolio.

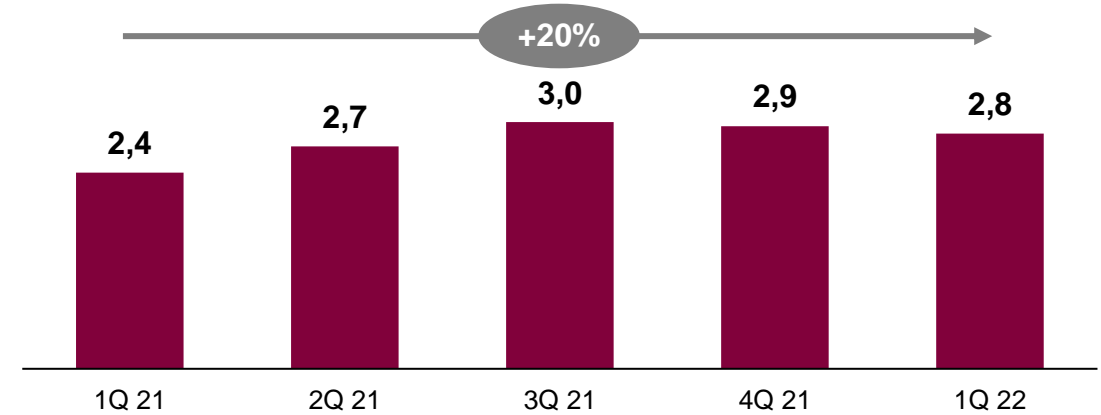
*NPL ratio of the business customer segment's loan portfolio decreased from 23.05% at the end of 1Q 21 to 19.49% at the end of 1Q 22.

... supplemented by improved x-sell and increase in Customer transactionality

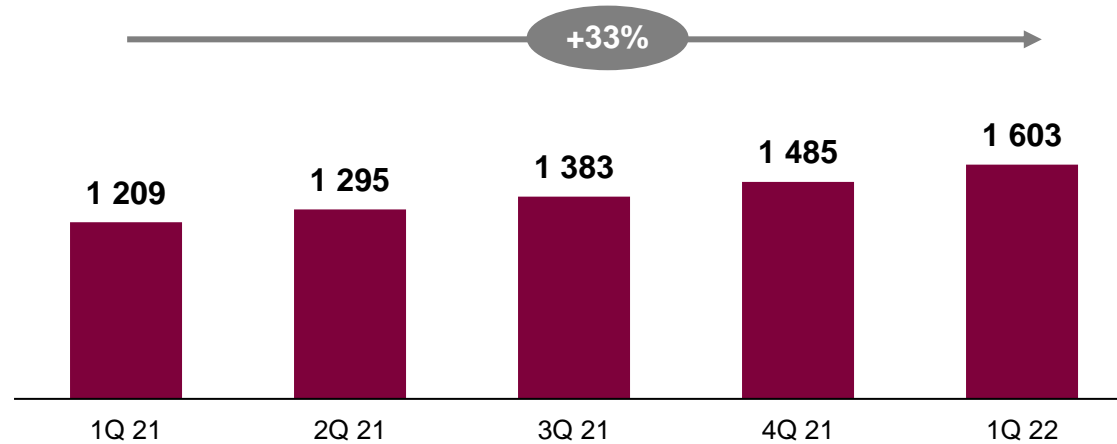
Number of actively used cards (thousand)



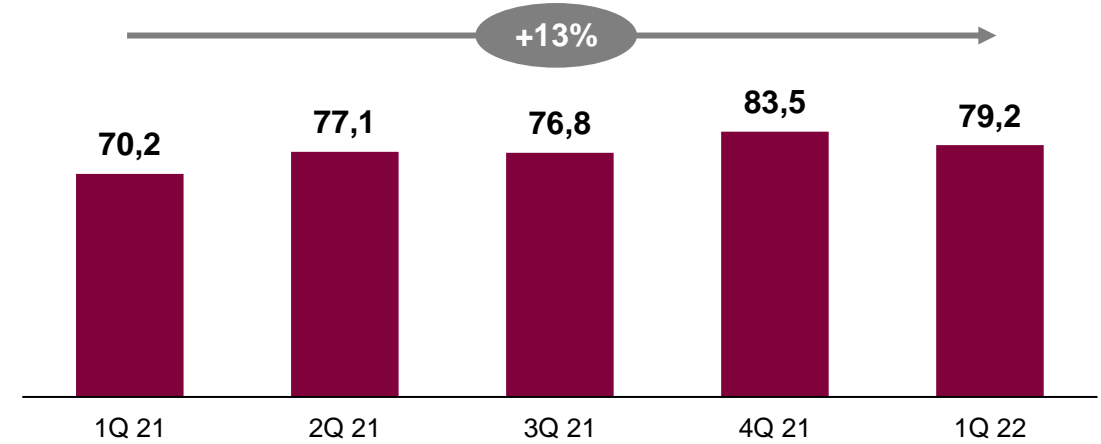
Number of cashless transactions with payment cards (million)



Number of Customers with BankConnect



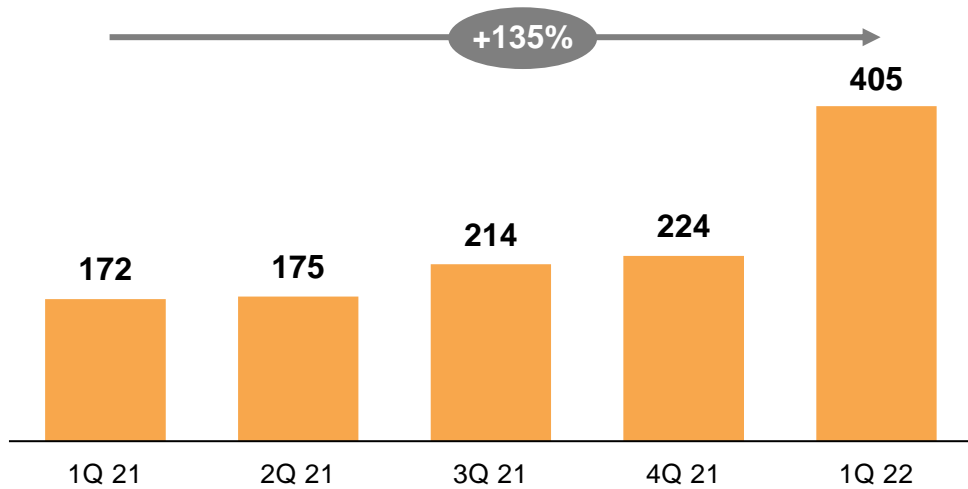
Volume of non-cash transactions (PLN million)



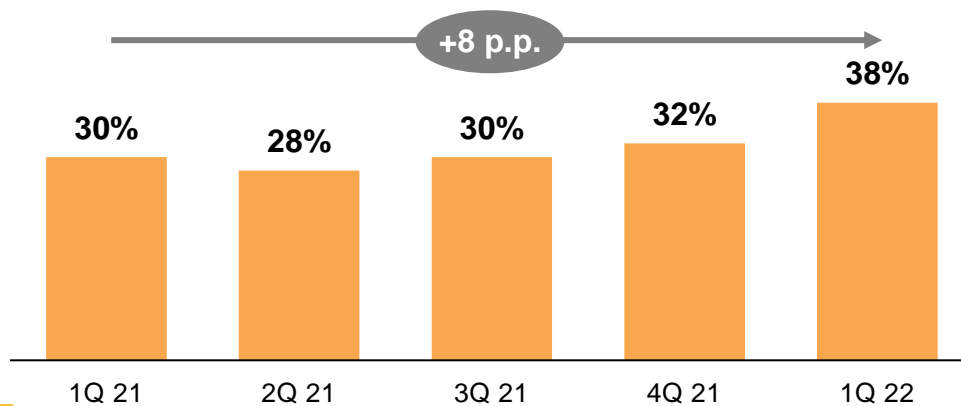
The increase in sales of key transactional products has a positive effect on the result of the business customer segment. Thanks to the consistent policy of building and consolidating relationships with Customers, Alior Bank is often treated as a bank with a main relationship.

Remote support (Segment: Micro / Small / Medium / Large)

Sale of cards and auxiliary accounts in Online Banking

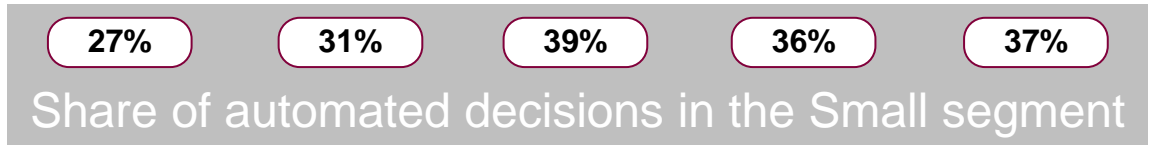
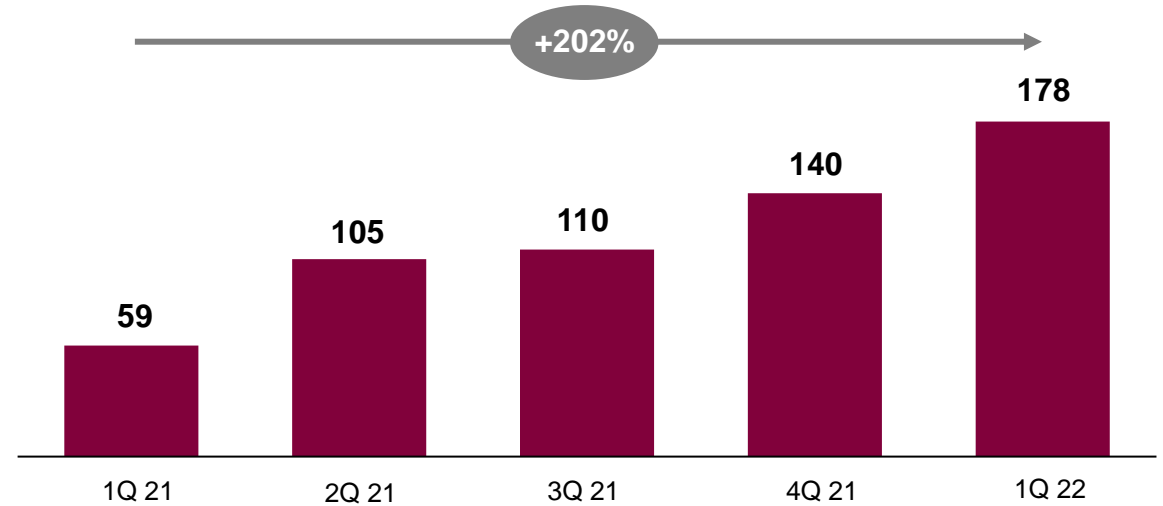


% of instructions received remotely



Automated decisions (Segment: Small / Medium / Large)

New sales in automated decisions (PLN m)



Planned implementations in Q2 22:

- Online application for pre-approved loan
- Extension of an overdraft facility to 36 months



Financial results

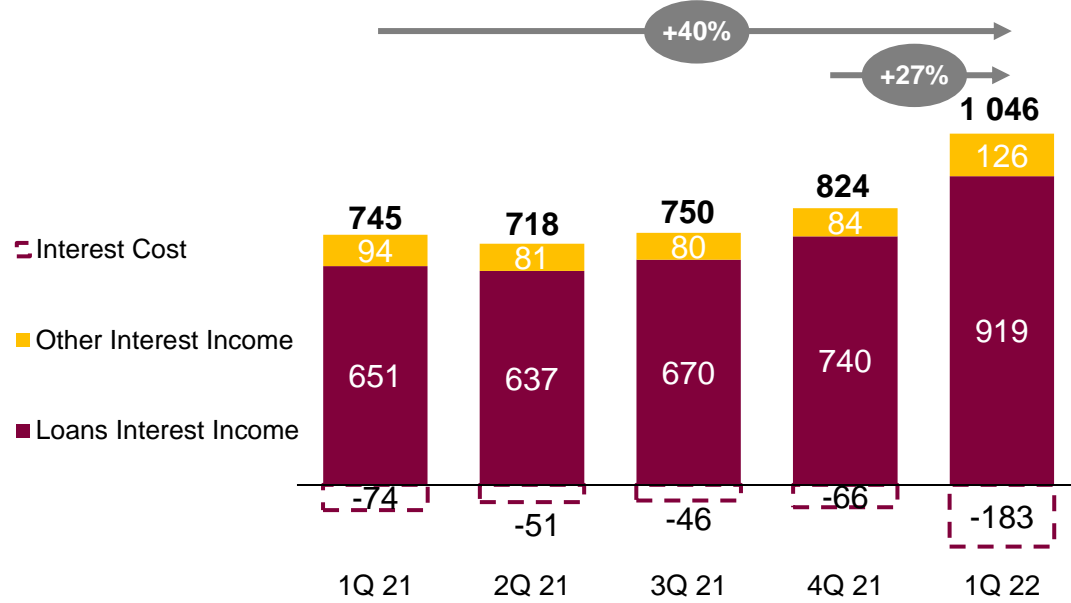
Profit and loss account

PLN m	1Q 21	4Q 21	1Q 22	% y/y	y/y	% q/q	q/q
Total Income	891,4	934,8	1 093,2	23%	201,8	17%	158,4
Net interest income	670,2	757,9	862,4	29%	192,2	14%	104,5
Net fee and commission income	177,7	216,1	190,7	7%	13,0	-12%	-25,4
Other income	43,5	-39,1	40,1	-8%	-3,3	-	79,3
Total costs	-720,5	-729,1	-819,8	14%	-99,3	12%	-90,7
General administrative expenses	-417,9	-391,4	-493,0	18%	-75,1	26%	-101,6
Impairment of non-financial assets	-0,5	-7,3	-30,9	-	-30,4	325%	-23,6
Net expected credit losses	-243,5	-246,5	-208,6	-14%	34,9	-15%	37,9
Cost of fx mortgage legal risk	0,0	-21,4	-23,2	-	-23,2	8%	-1,8
Banking tax	-58,6	-62,5	-64,1	9%	-5,5	3%	-1,6
Gross profit	170,8	205,7	273,4	60%	102,5	33%	67,6
Income tax	-62,8	-106,1	-104,2	66%	-41,5	-2%	1,9
Net profit	108,1	99,6	169,2	57%	61,1	70%	69,5
Net interest margin	3,67%	4,01%	4,58%	-	+0,91 p.p.	-	+0,57 p.p.
Cost of finance	0,22%	0,26%	0,51%	-	+0,29 p.p.	-	+0,26 p.p.
Cost of risk	1,59%	1,54%	1,33%	-	-0,25 p.p.	-	-0,21 p.p.
Cost / Income ratio	46,9%	41,9%	45,1%	-	-1,8 p.p.	-	+3,2 p.p.
Loan / Deposit ratio	82,0%	80,9%	82,2%	-	+0,2 p.p.	-	+1,3 p.p.
Return on equity (ROE)	6,7%	6,3%	11,9%	-	+5,2 p.p.	-	+5,6 p.p.
Total Capital Ratio	15,27%	14,16%	14,56%	-	-0,71 p.p.	-	+0,40 p.p.

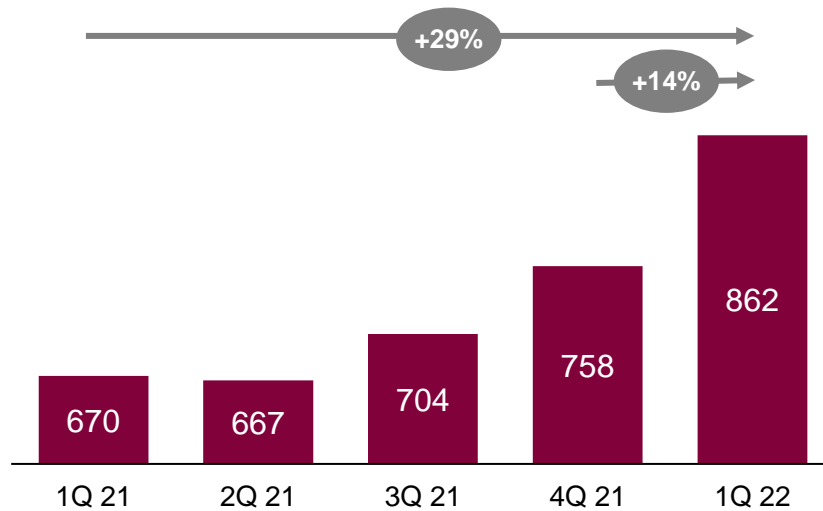
- Non-recurring events that in 1Q 22 reduced the Bank's result included: (I) PLN 23 m provision for legal risk related to fx mortgage loans (impact on the net result of PLN 23 m), (II) PLN 31 m write-off of non-financial assets related to the operations of the Bank's Romanian branch (impact on the net result of PLN 27 m) and (III) PLN 9 m provision for fee refunds resulting from early loan repayments (so called "small CJEU" recognised as other operating costs, impact on the net result of PLN 7 m). The total value of non-recurring events that occurred in 1Q 22 amounted to ca. PLN 63 m and their effect on the Bank's net result totaled about PLN 57 m.
- **Alior Bank's net profit adjusted for non-recurring events in 1Q 22 amounted to ca. PLN 226 m, while adjusted ROE was at 15.9%.**
- The results for 1Q 22 were additionally reduced by the additional contribution to the Banking Guarantee Fund (BFG) forced restructuring fund in the amount of PLN 66.5 m.

The increase in market interest rates has a positive effect on the net interest income

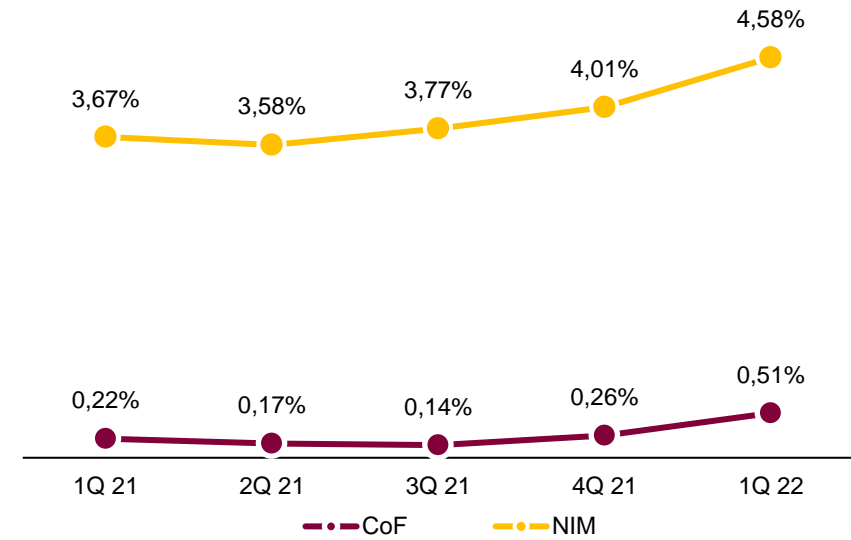
Interest income and expenses (PLN million)



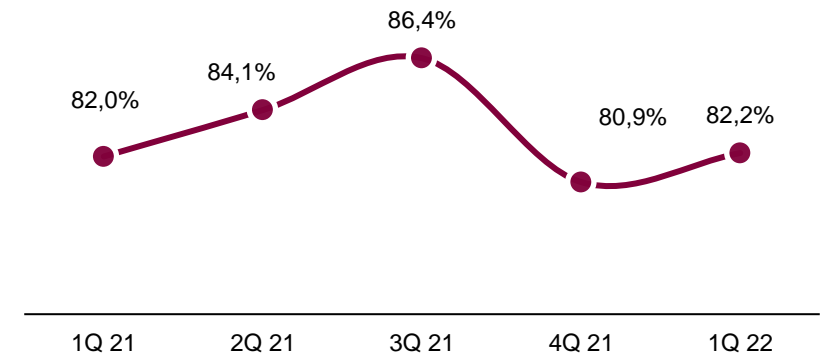
Interest income (PLN million)



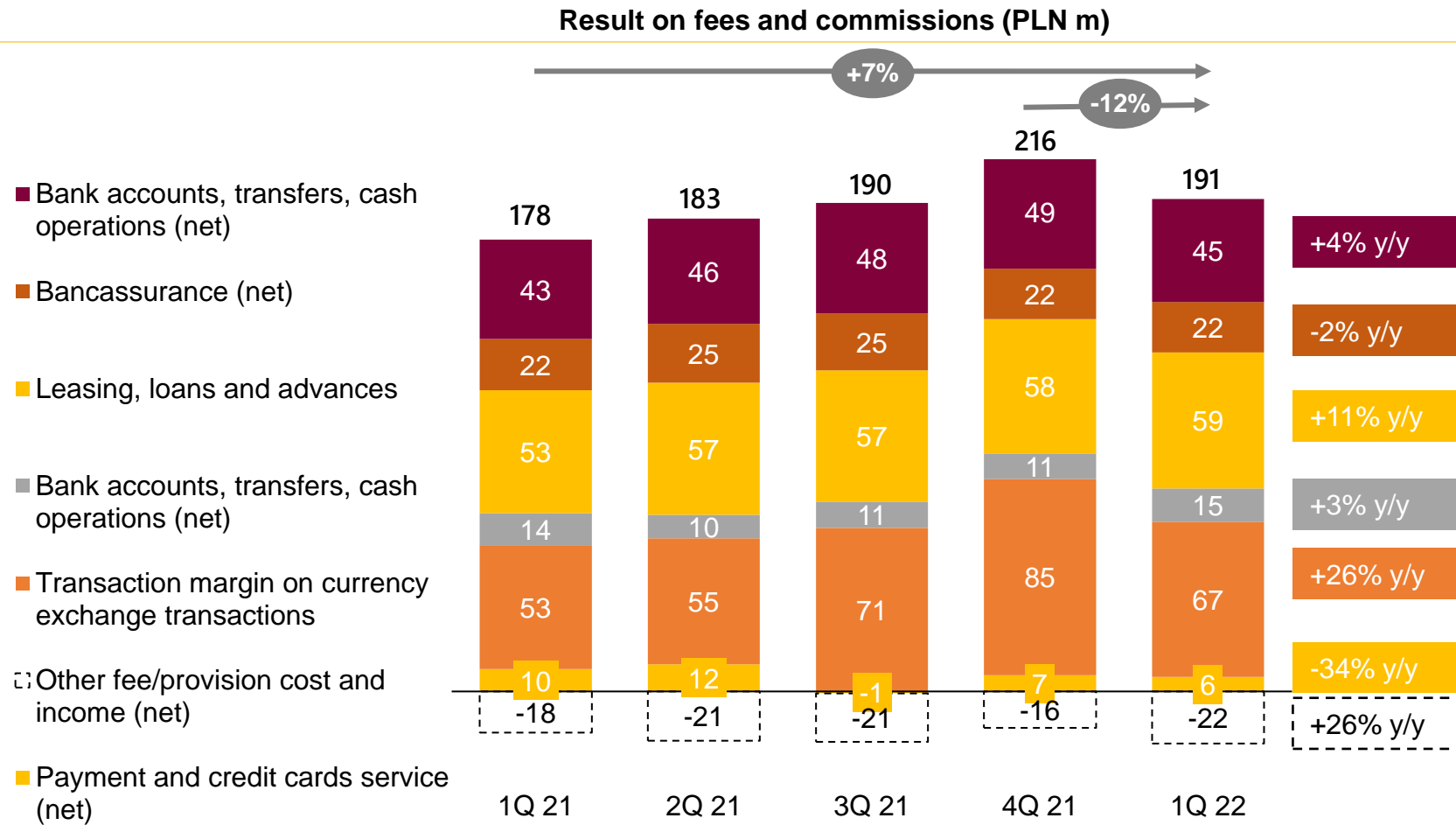
Interest margin and financing cost*



Loan / Deposit Ratio



Thanks to the growth in Customer transactions, the Bank maintains a very high level of fee income



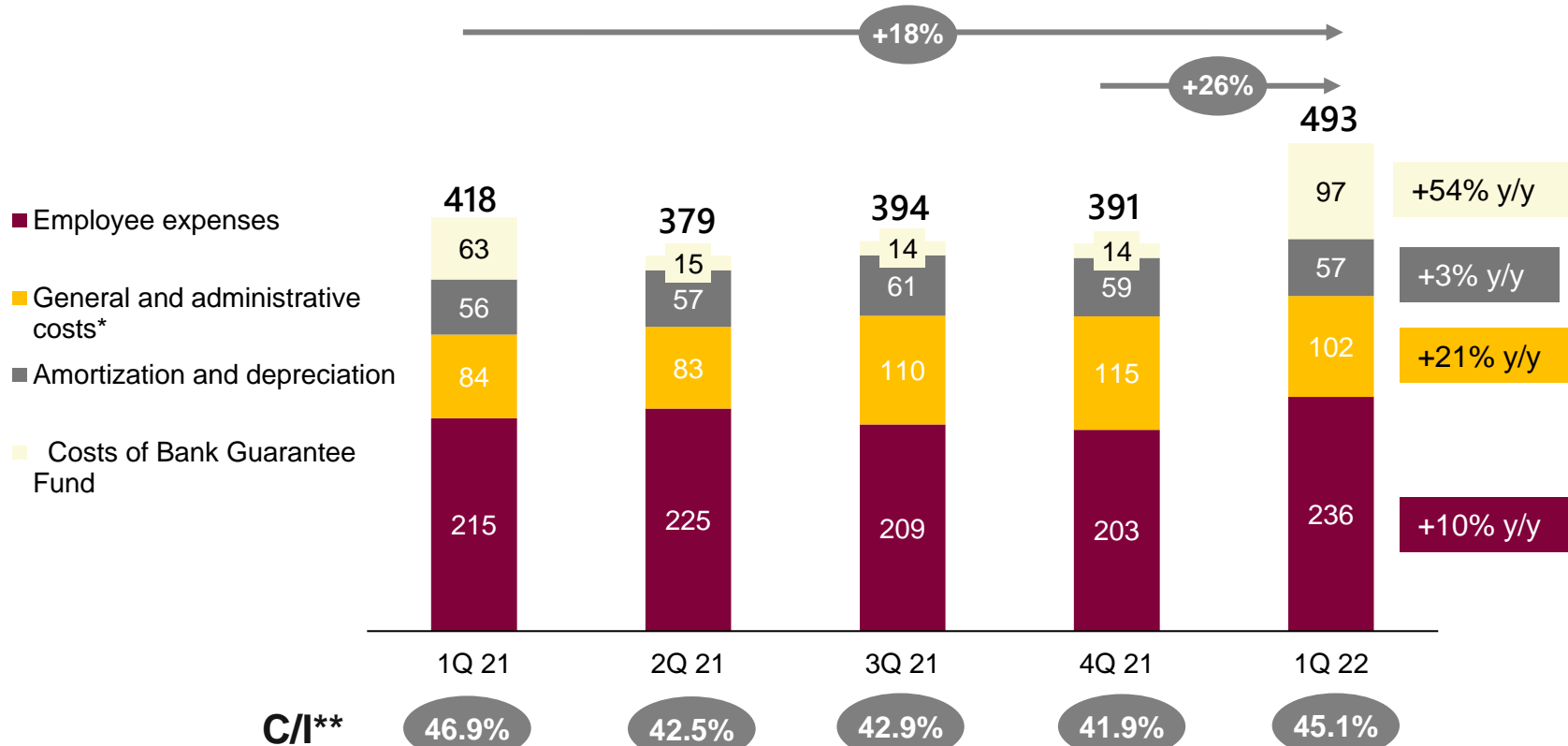
In 1Q 22 the fee income amounted to PLN 191 m and increased by PLN 13 m (+7%) versus 1Q 21 mainly due to higher f/x fee transactions, which increased by PLN 14m y/y (+26%), and fees on loans and leases, which increased by PLN 6m y/y (+11%).

The decrease in fee income in 1Q 22 versus 4Q 21 by 12% is primarily due to the fact that in 4Q 21, the Bank had an above-average fx result, which was partly of a one-off nature.

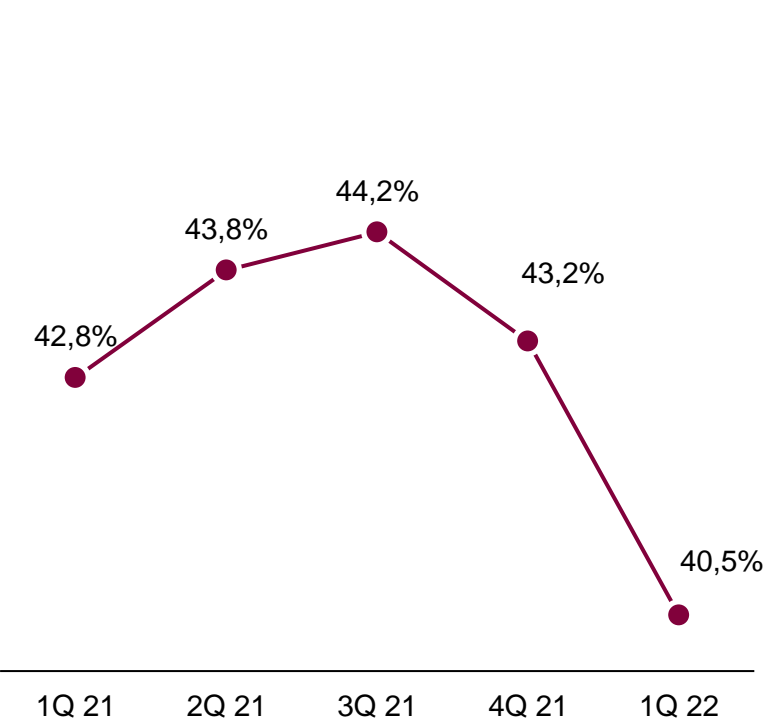
In future quarters, we expect the fee income to improve in line with the balance sheet growth.

Despite the growing pressure of increasing operating costs, the Bank is improving its efficiency

Operating costs by quarter (PLN m)



Normalised C/I ratio***



- Operating costs excluding BGF costs in 1Q 22 amounted to PLN 396m and grew by 12% y/y (up 5% q/q)
- Increase y/y in employee costs in 1Q 22 amounted to PLN 21.4 m (+10%) and resulted mainly from salary increases and higher vacation provision
- The main reason for the increase in general and administrative costs in 1Q 22 was an increase in marketing costs by PLN 7 m y/y
- In future quarters, the level of operating costs will be impacted by additional business development costs, the implementation of certain projects postponed during the Covid-19 pandemic, and the general inflationary increase of costs
- For the full year 2022, the Group's operating costs should not increase by more than PLN 250 m y/y compared to the cost level in 2021, with the final cost level determined mainly by the inflation level later in the year

Pursuit of the updated “More than a Bank” strategy 2021 – 2022

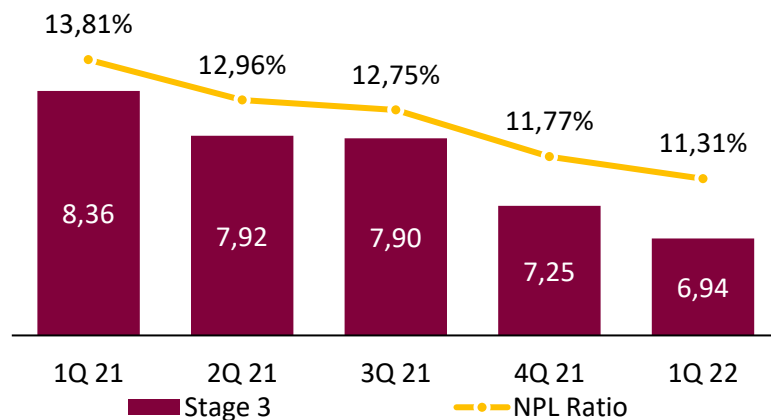
		2020	2021	1Q 2022	Goal 2022
Business volumes	Assets	PLN 78.6 billion	PLN 83.0 billion	PLN 84.6 billion	PLN 89 billion
	Number of Individual Customers	4.2 million	4.1 million	4,1 million	4.5 million
	Number of Business Customers	239K	258K	259K	278K
Profitability	ROE	-4.7%	7.7%	11.9%	>5%
	NIM	3.9%	3.7%	4.58%	4%
	C/I	46.9%	43.5%	45.1%	<46%
Risk and capital	COR	2.8%	1.6%	1.3%	1.9%
	Tier 1 surplus	505 bps.	405 bps.	309 bps.	>280 bps.
	NPL	14.5%	11.8%	11.3%	11.8%
	COF	0.6%	0.2%	0.5%	0.3%



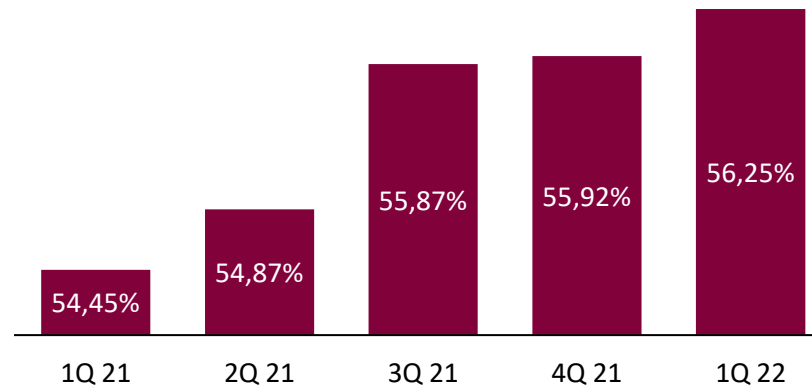
Credit risk

Decreasing level of the Bank's risk costs and a noticeable improvement in the quality of the loan portfolio

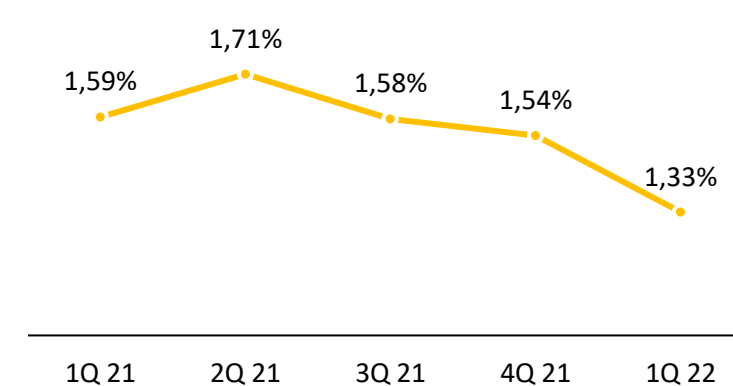
Impaired loans (PLN billion)



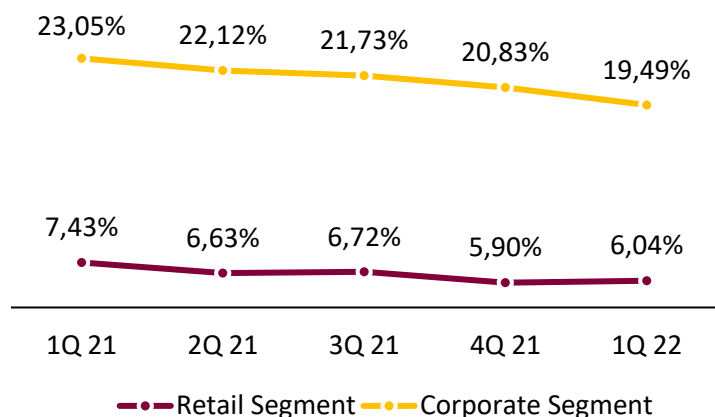
NPL reserve coverage ratio*



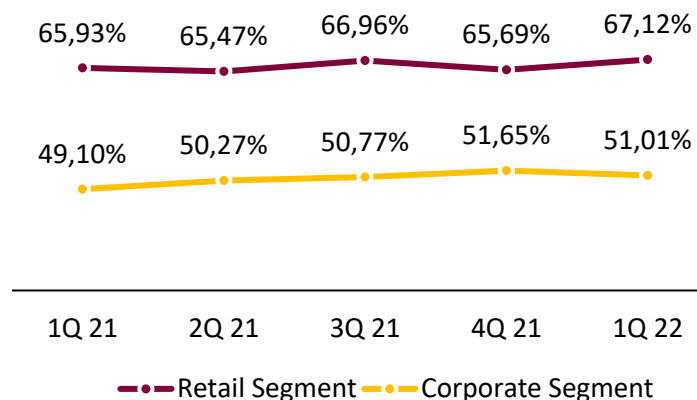
Cost of Risk - CoR**



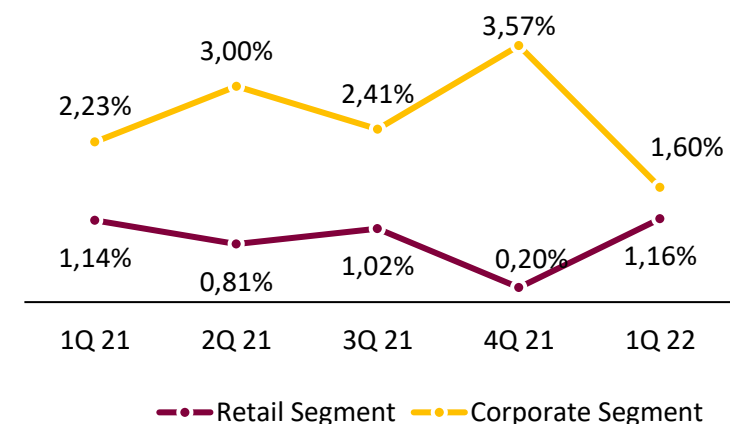
Impaired loans – segments



NPL provision coverage* – segments

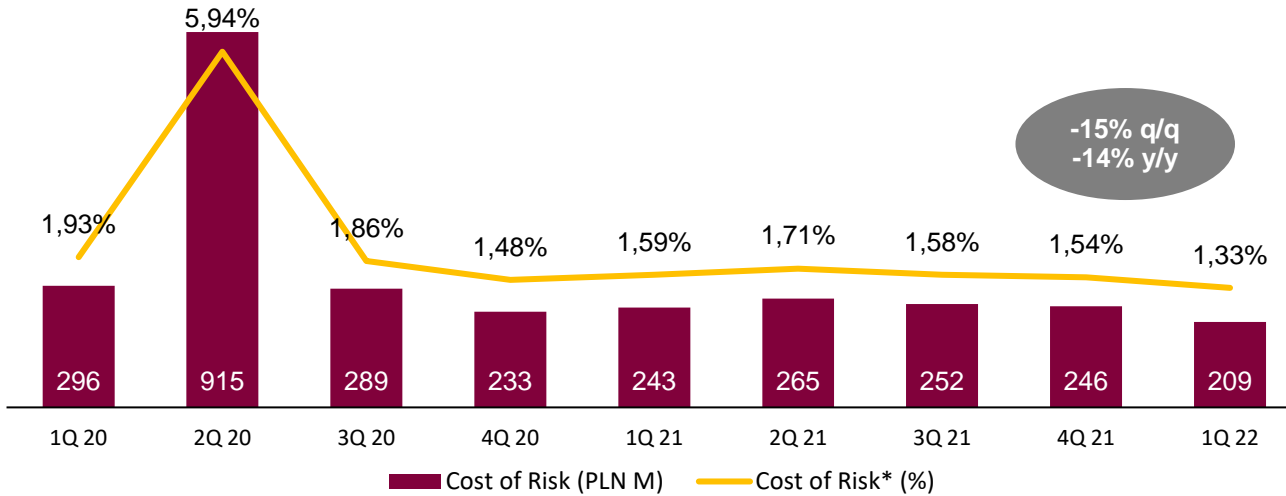


CoR – segments**



The change in lending policy has enabled a reduction in the cost of risk

Alior Bank Group – Cost of Risk

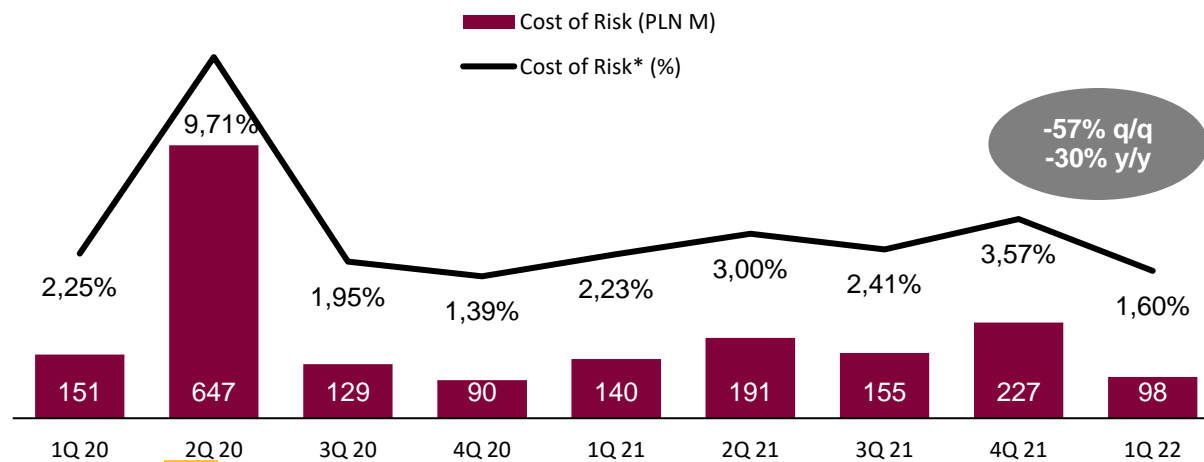


As a result of actions taken in 2020 and 2021 to manage the risk of the loan portfolio and due to the current customer behaviour, the level of Cost of Risk (CoR) in 1Q 22 was well below the Bank's medium-term strategic objective (1.9%).

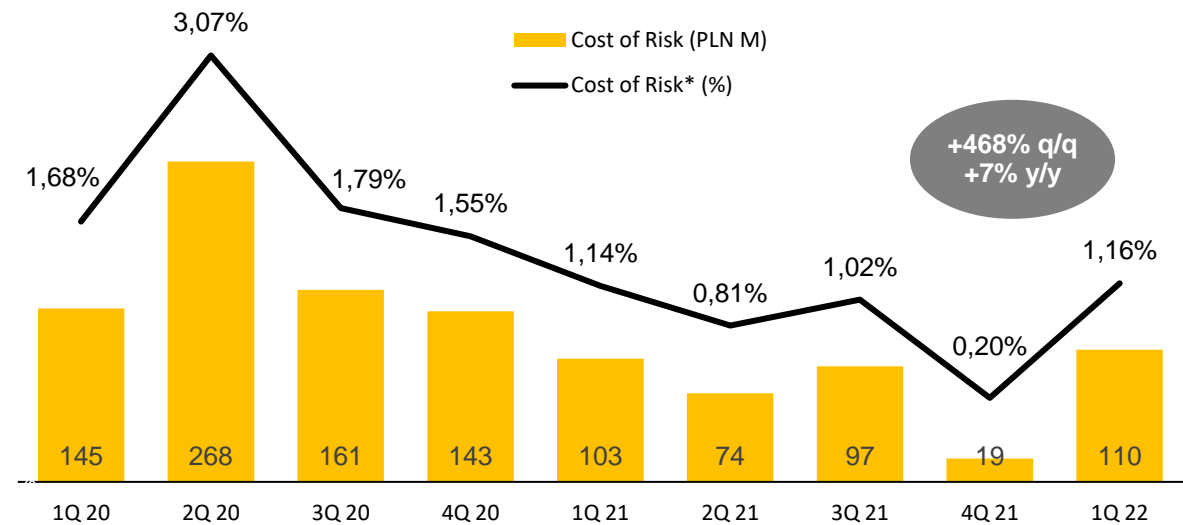
If a moderately positive macroeconomic scenario is maintained (taking into account the expected path of interest rate increases), Alior Bank Group's cost of risk in 2022 and 2023 should not significantly deviate from the level achieved in 2021, i.e. 1.6%.

Currently, we do not see a negative impact of past interest rate hikes on the CoR level.

Business Client Segment – Cost of Risk

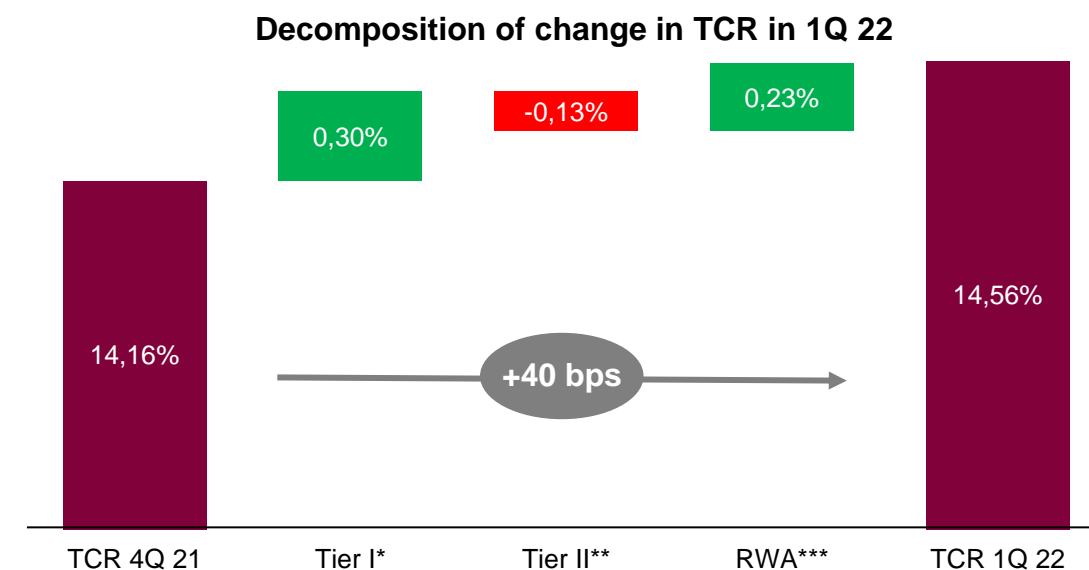
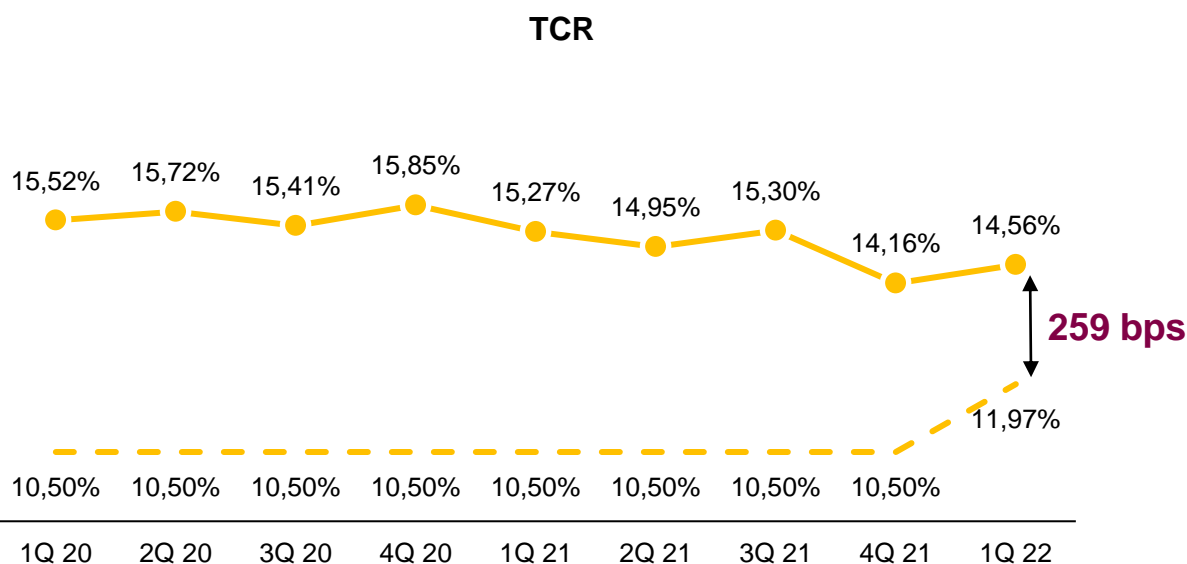
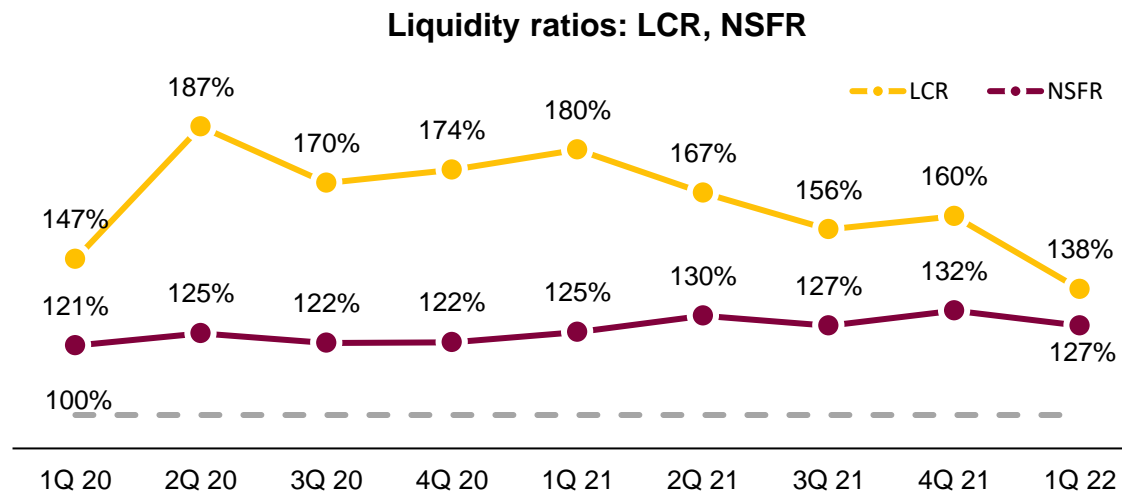
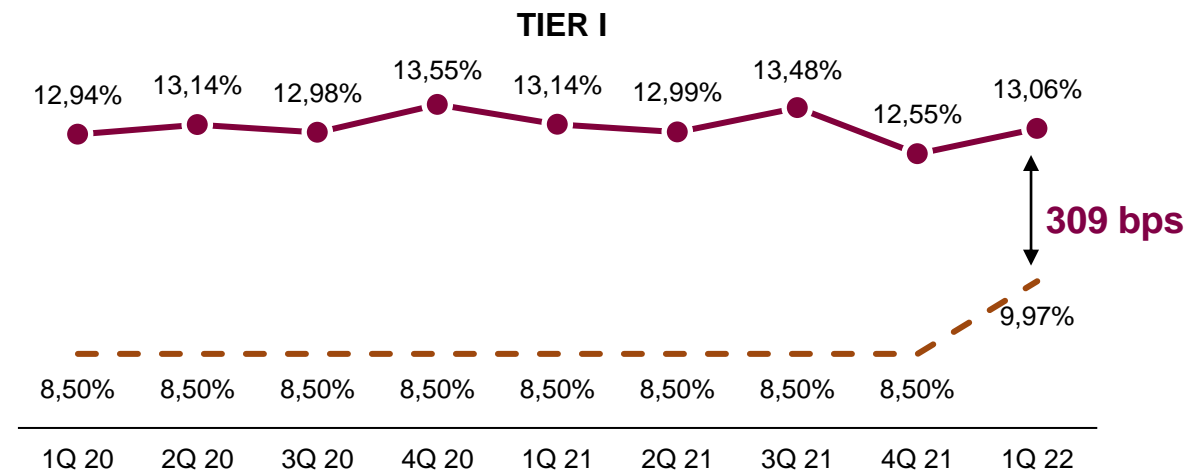


Retail Client Segment – Cost of Risk



Stable and secure position of the Bank: capital and liquidity surplus significantly above the regulatory minimum

The levels of TIER I and TCR capital adequacy ratios as at the end of 1Q 22 significantly exceed the regulatory minimum by: 309 bps (PLN 1.5 billion) and 259 bps (PLN 1.3 billion), respectively



*Change caused, for instance, by recognising a profit for the second-half of 2021 in equity

**Change due to depreciation of subordinated bonds

***The change in RWA (Risk Weighted Assets) results from changes in the structure of the Bank's assets



- Innovation, digitisation, high quality of services for Customers
- Improvement of performance by increasing revenue and reducing costs
- Improvement in the loan portfolio quality
- Growing share of housing loans in the portfolio
- Negligible share of CHF housing loans in the portfolio

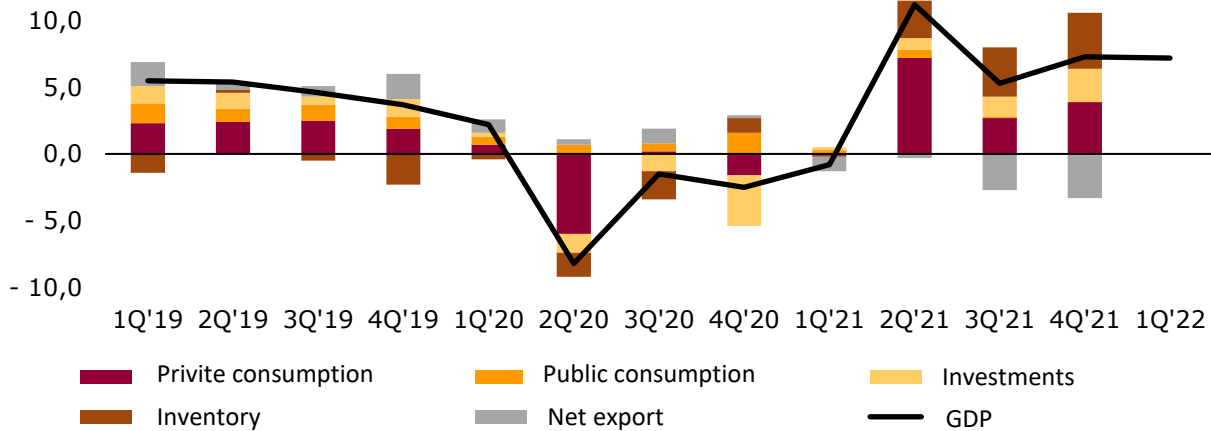


Other issues

A strong start to the year in the shadow of the war in Ukraine

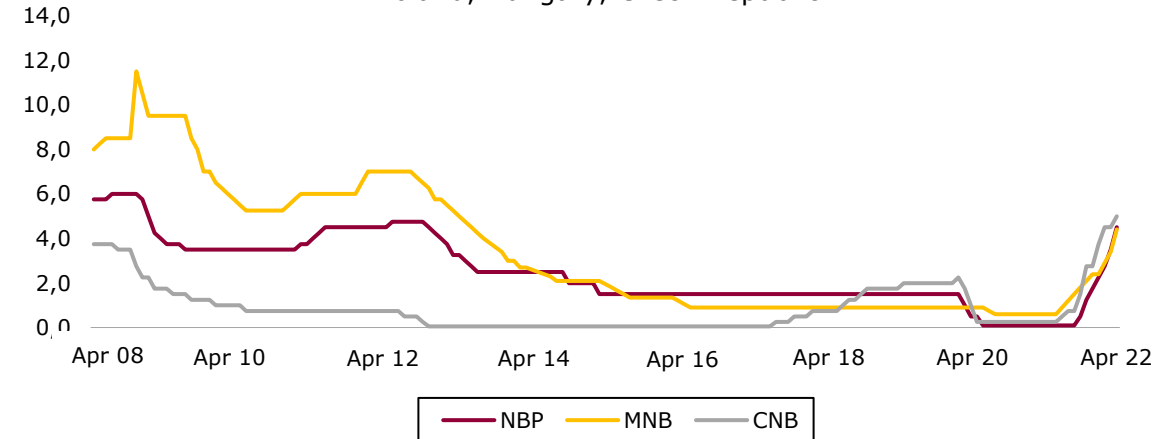
End of 2021 supported by inventories

GDP growth (viable, %, y/y) and its structure (p.p.)



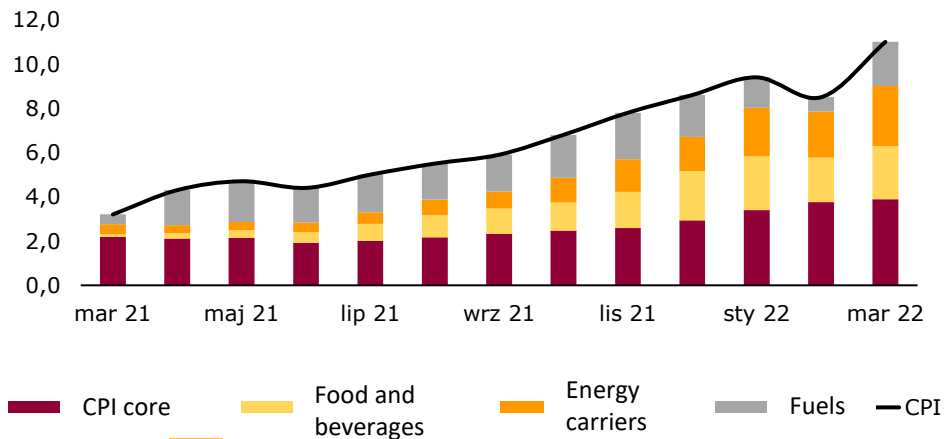
NBP continues monetary tightening...

Interest rates (%)
Poland, Hungary, Czech Republic



... amid the highest inflation in two decades

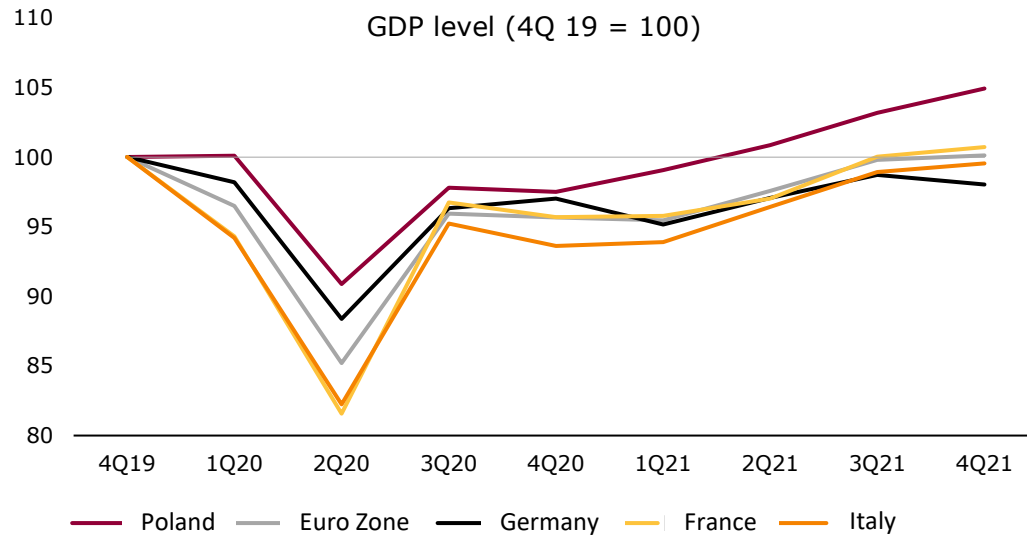
CPI Inflation (% y/y) and its composition (p.p.)



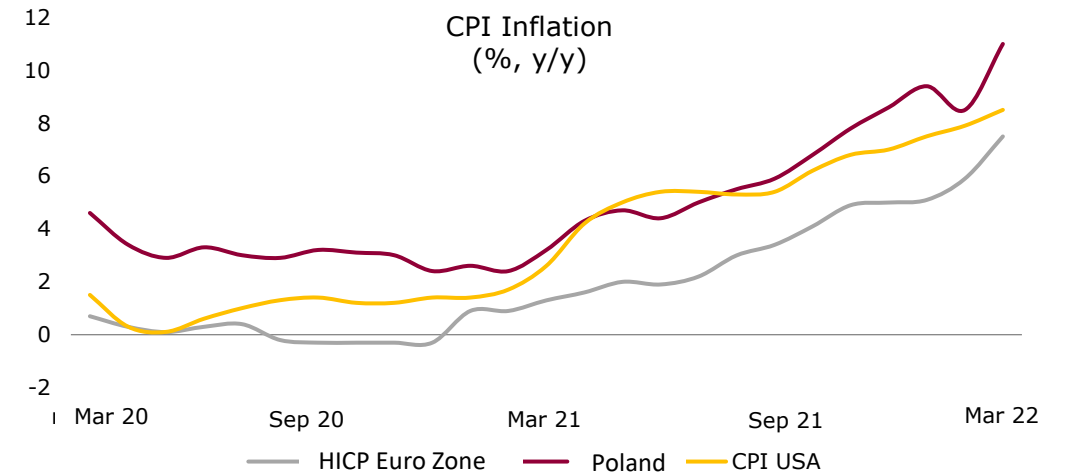
- In 2022, the Polish economy starts with a high “C”. GDP dynamics in 4Q 21 amounted to 7.3% y/y, giving a strong full-year growth of 5.7% y/y, but partial data for 1Q this year show a continuation of current trends and a view on repeating the result from the end of last year in 1Q 22.
- The recovery is being sustained by private consumption and the realisation of deferred demand, but also by a rebound in investment with a significant impact from inventory build-up due to persistent shortages of production components.
- In February, Russia’s military aggression against Ukraine worsened the outlook for economic growth in Poland primarily due to the trade channel, but also through accelerating inflation, which was an aftermath of rising commodity prices in financial markets, but the larger effects of these changes will only show in subsequent quarters.
- The marked increase in consumer inflation in March, reaching 11% y/y, continued to be largely driven by supply-side factors such as commodity and energy prices, which translated into other components of the inflation basket, but also by an acceleration in core inflation amid a continued strong labour market situation.
- Countering the further rise in inflation over the longer term, the MPC continued to tighten monetary policy. The reference rate rose from 1.75% in December 2021 to 3.5% in March 2022, and rose by another 1 bp to 4.5% in April. The monetary policy tightening by the MPC is in line with the trends observed in the CEE region. Czechs, Hungarians and Romanians are raising rates.

Domestic economic growth at the forefront of Europe – risk of accelerating inflation

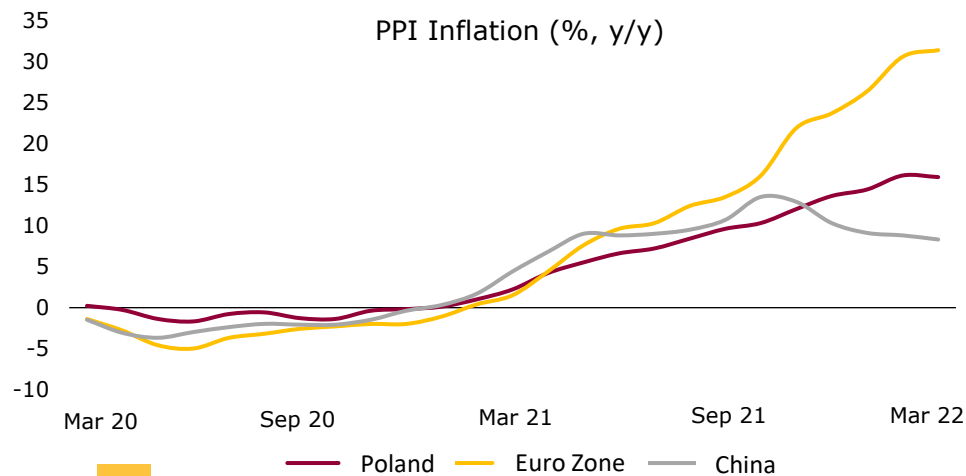
Poland has returned to pre-crisis trends



Post-crisis recovery intensifies inflationary pressures..



...and the impact of the war is evident particularly in Europe

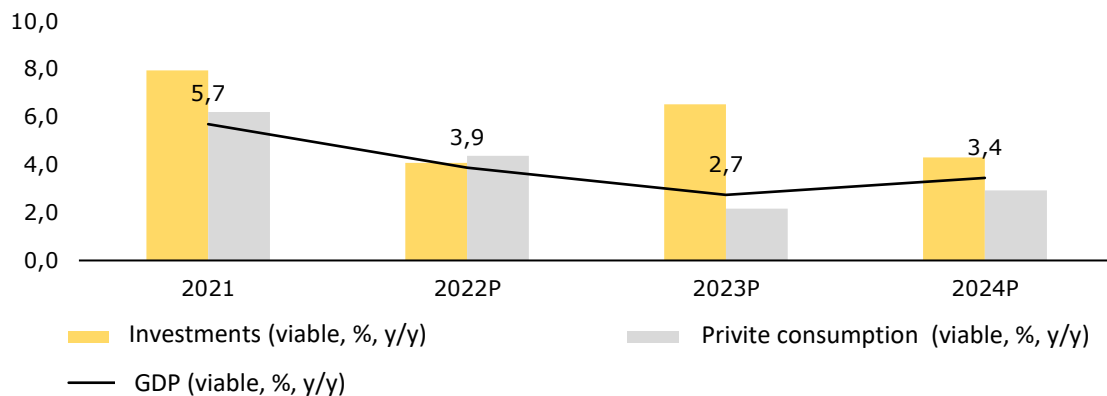


- The end of last year confirmed the relatively good situation of the domestic economy, which stood out positively compared to the EU. In 4Q 21 GDP was approaching its pre-crisis trend while eurozone's largest economies were barely recovering from 2019 levels.
- In the Eurozone, the outlook for recovery remains good, although prolonged global trade imbalances and an energy crisis caused by high prices and hydrocarbon shortages compounded by the war in Ukraine may limit the potential for faster growth.
- HICP inflation in the euro area accelerated to 7.5% y/y, the highest level in the history of the single currency, so far mainly driven by supply-side factors (energy, food) and international trade imbalances
- As a result, the ECB announced an end to asset purchases (probably in 3Q 22) and the start of a slow cycle of interest rate hikes. With stronger demand inflation in the US, the Fed is acting faster – ending QE in March and starting to raise interest rates

Inflation and higher interest rates will slow down the economy

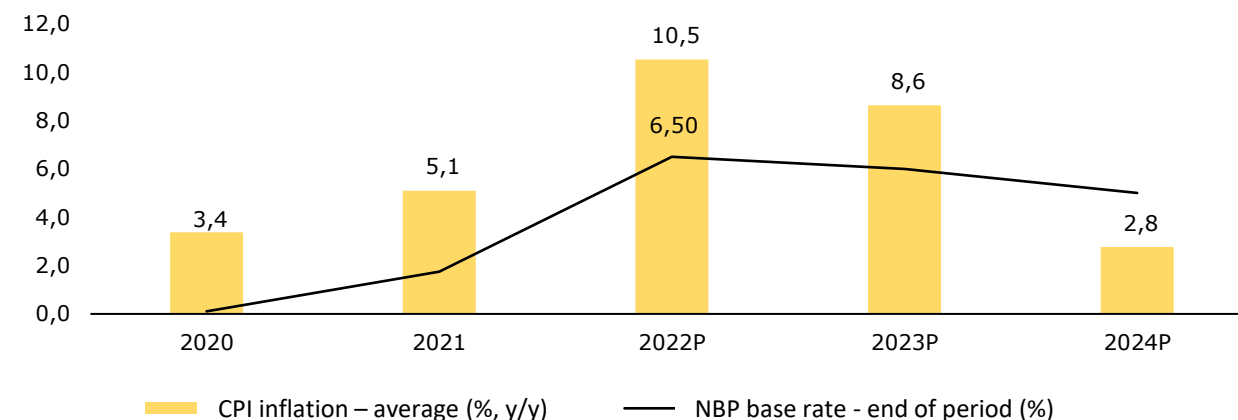
Consumption is the engine of economic rebound

GDP y/y growth along with its main components



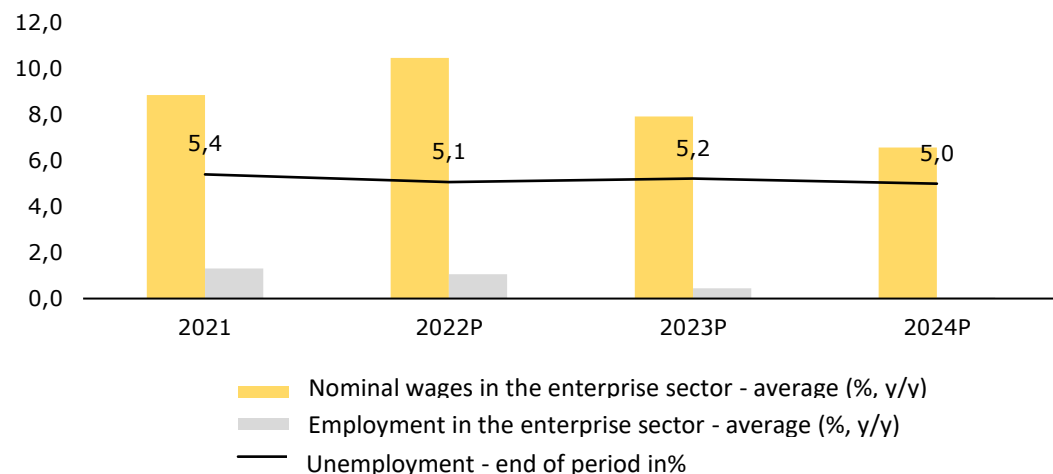
Inflation will slow down in 2024

CPI y/y and the NBP base rate



Labor market remains strong

Labour market in the enterprise sector and the unemployment rate



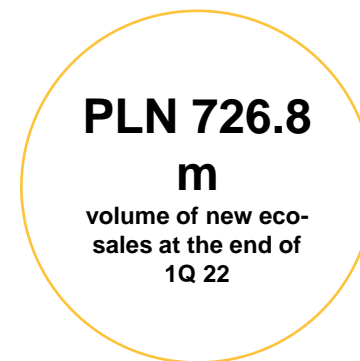
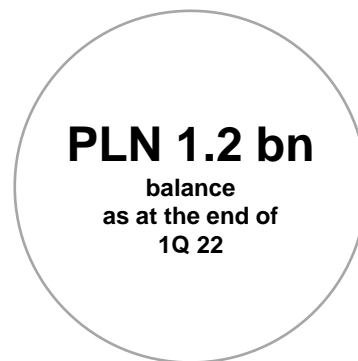
Source: Alior Bank (forecast as of 25.04.2022)

- The post-crisis recovery seen in 2021 should continue in subsequent years, although the scale of growth will clearly be limited by high inflation, higher interest rates and the impact of the war in Ukraine.
- The basis for the continuation of the recovery is the good situation of enterprises, which in most industries made through the crisis 2020 relatively unscathed (e.g. thanks to government support), and in 2021 began to achieve high profitability in many cases.
- In addition, there is a good situation in the household sector, amid the return of labour demand and the wage dynamics returning to pre-crisis levels. Consumption and the labour market should also be supported by the influx of emigrants from Ukraine. Uncertainty about the effects of the armed conflict across the eastern border and lower household disposable income in the face of high inflation and higher debt service costs will have a limiting effect.
- Assuming that the anti-inflationary shield is maintained until the end of the year and that financial markets, including commodity prices, gradually rebalance, elevated inflation may persist for another two years, and a return to the inflation target will not be possible until 2024 at the earliest.
- In such a scenario and assuming the highest CPI levels this year, we assume a continuation of interest rate increases by the MPC and possible corrective cuts at the end of 2023.

We have been successfully addressing climate-related challenges



We cooperate with:



Ministerstwo
Klimatu i Środowiska



KIR.



WORLD BANK GROUP

ECO OFFER in 1Q 22

Eco Loan

#EKO category
in the loyalty programme

Eco-benefits to a credit
card

Clean Air Cash Loan

Eco Instalments

Eco-Purchasing
Business Loan

Thermal-insulation loan

Clean Air Instalment Loan

Financing renewable energy sources (RES) projects for
professional energy producers

Key awards and promoted Bank's products in 1Q 2022



Alior Bank is the winner of **Celent Model Bank Awards 2022** in the category **"Customer Service"**. The jury recognised the organisation for the implementation of the InfoNina voicebot and speech analysis platform.



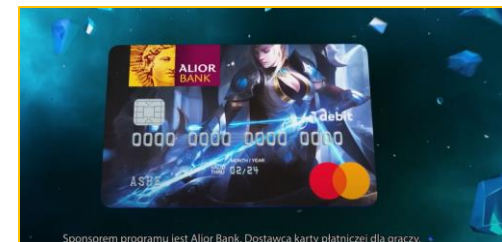
Alior Bank again won the competition called **"Institution of the Year"**. During the seventh edition, the jury awarded the bank in as many as **six** categories:

- **"Best service in remote channels"**,
- **"Best service in branches"**,
- **"Best Online Banking"**,
- **"Best Mobile App"**,
- **"Best Bank for Business"**,
- **"Best remote account opening process"**.

Moreover, as many as 23 branches of the bank were awarded the title: **"Best Bank Branch in Poland"**.

Alior Bank successively implements promotions and novelties for retail and business Customers and conducts marketing campaigns:

- 0% commission on working capital, investment and environmental loans for micro and small businesses:
 - high financing amounts – up to PLN 1 m for micro enterprises and up to PLN 3 m for small companies,
 - credit decision time – 20 minutes from submitting the application,
 - no need to provide an equity contribution or collateral,
- mortgage offer "Own Home in the Capital City and its Surroundings":
- a 10 percent discount for holders of Mastercard with Plus company debit card on new electronics rentals using the RentUp platform.
- free business account with a bonus of up to PLN 1500 per year for active banking
- accident and health care insurance for entrepreneurs, their families and employees.



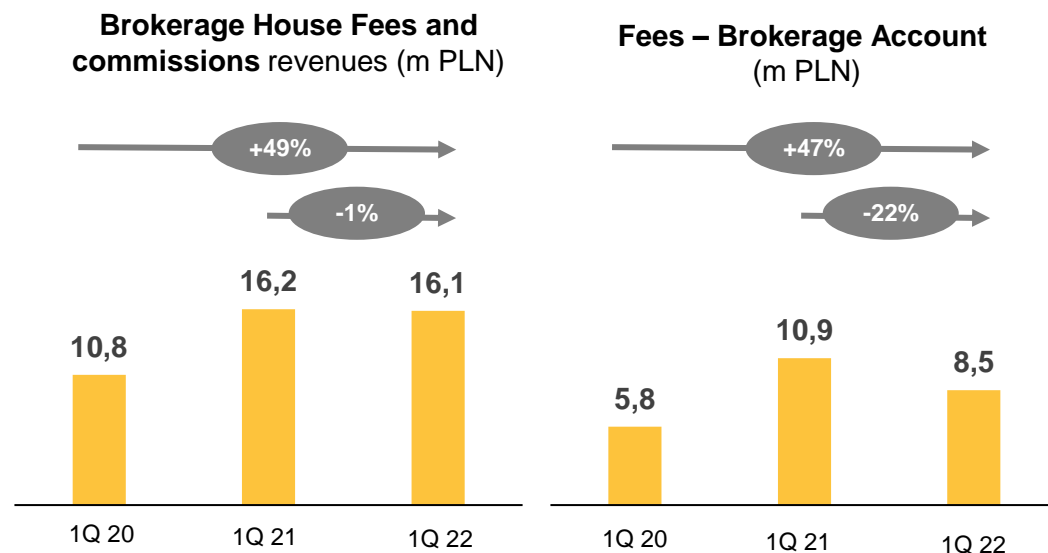
Sponsorem programu jest Alior Bank. Dostawca karty płatniczej dla graczy.

Alior Bank's Brokerage House



In 1Q 22, among other alia as a result of the war in Ukraine, we observed increased turnover on the WSE and high volatility in currencies, which translated positively into the results of Alior Bank Brokerage House.

- The number of brokerage accounts exceeded **87 k** (+2% y/y)
- Assets in Individual Advisory at **PLN 1bn** (+55% y/y)
- Sales of Structured Products in 1Q 22 (gross) **PLN 221 221 m** (+255% y/y)
- Investment Funds Sales in 1Q 22 (gross) **PLN 144 m** (-75% y/y)
- BH's fee income in 1Q 22 amounted to over **PLN 16 m** (-1% y/y)

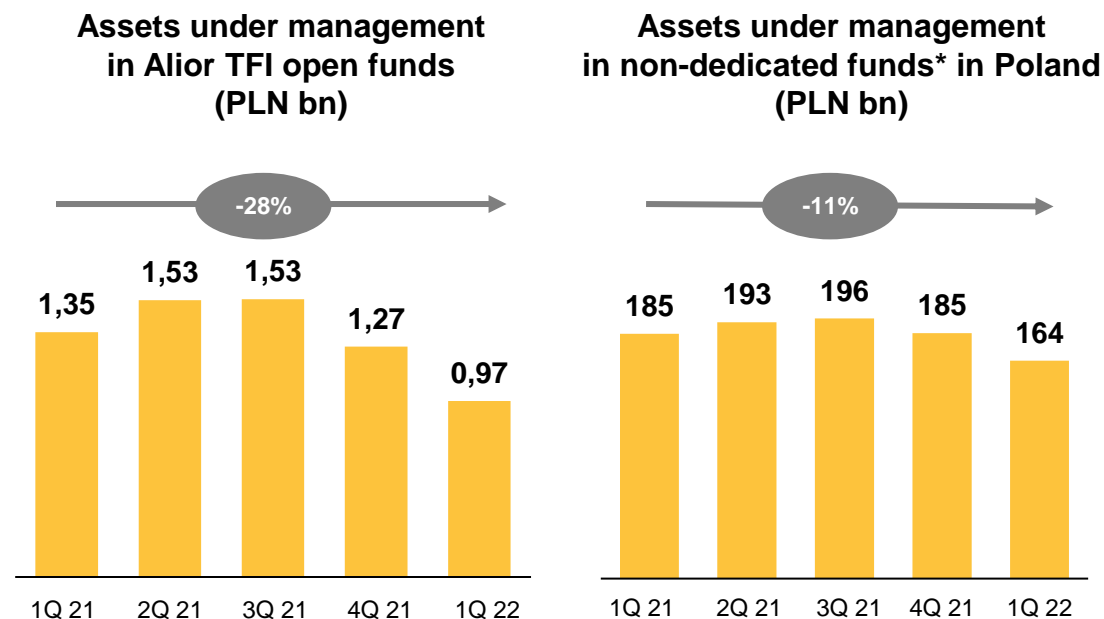


Alior TFI

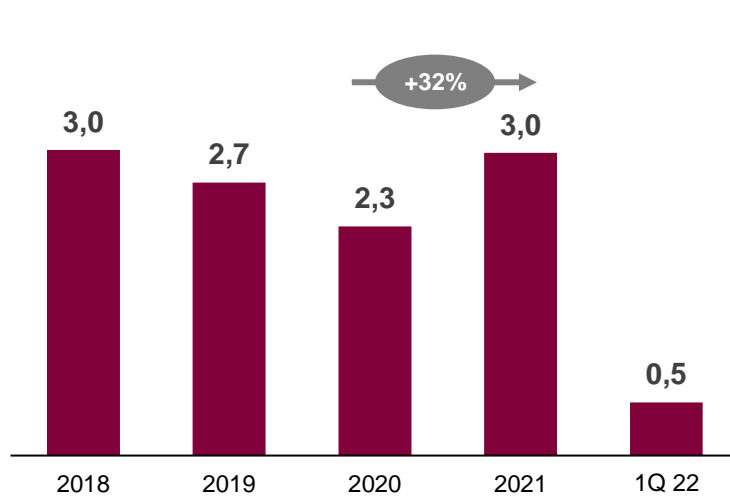


In 4Q 21 and 1Q 22, as a consequence of rising interest rates, the market saw significant outflows from debt funds. This was also reflected in the flows into Alior TFI funds.

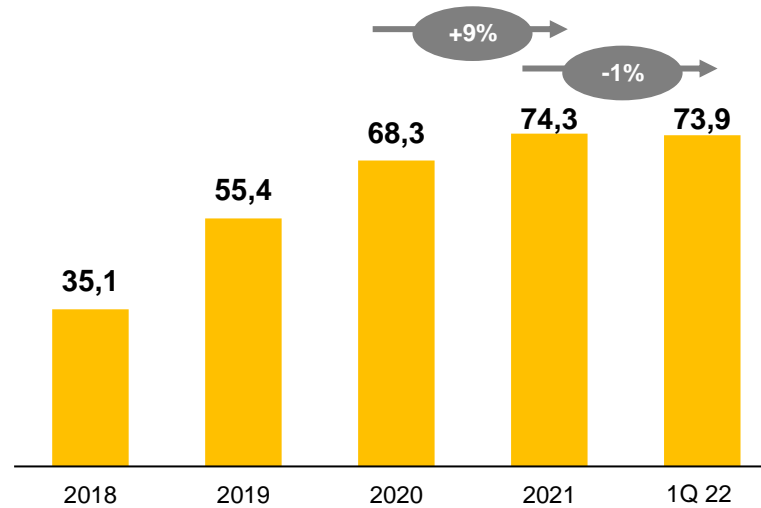
Due to the dominant share of debt funds in the assets under management, the outflows recorded by Alior TFI in the last 12 months were higher than in the entire TFI market. However, they were similar to outflows recorded in the debt funds market (-28% y/y).



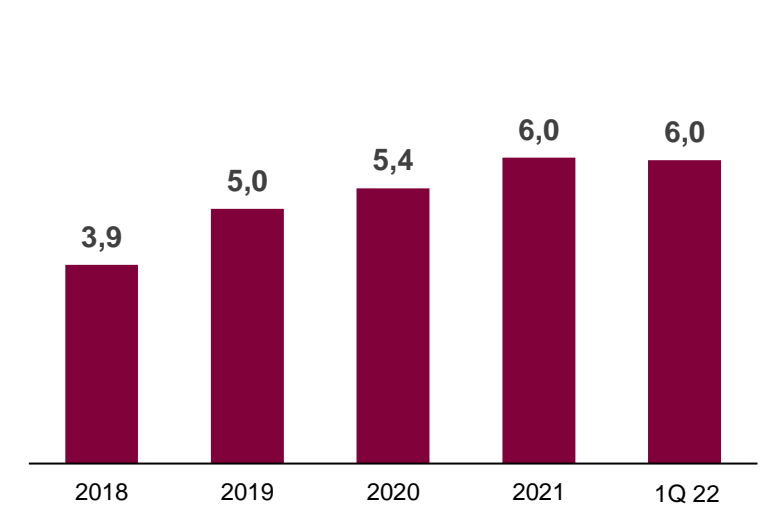
Sale of lease and loans (PLN billion)



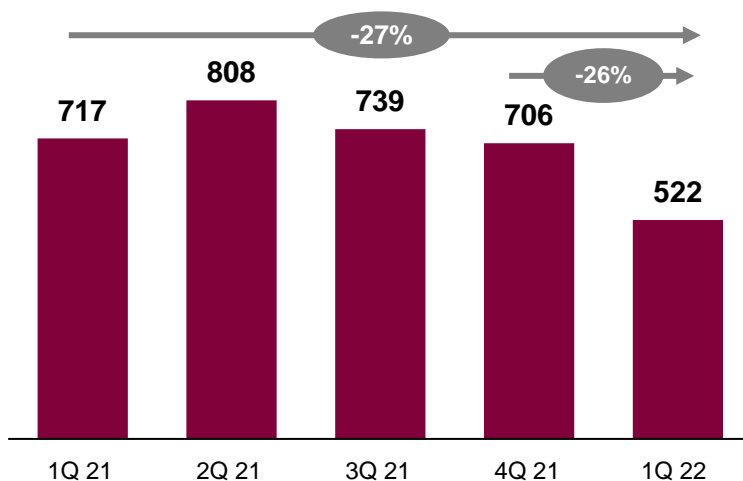
Number of customers (in thousand)



Lease portfolio and loans (PLN billion)



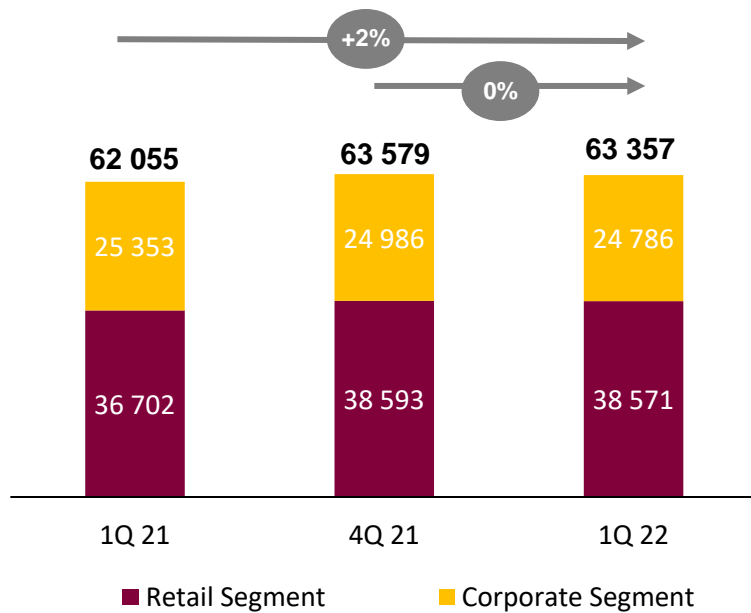
Quarterly sale of leases and loans (PLN m)



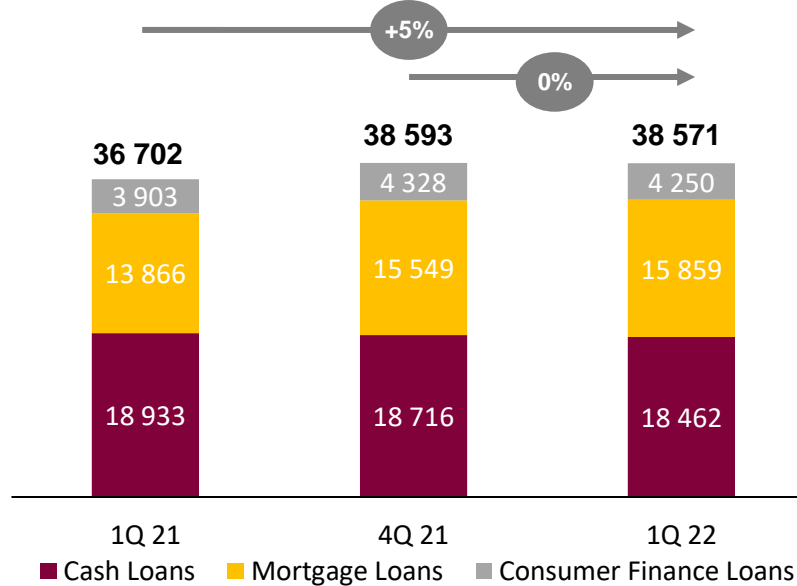
- **Portfolio of leases and loans granted by Alior Leasing after 1Q remains at PLN 6 bn**
- Number of agreements concluded by Alior Leasing at the end of 1Q 2022 amounted to **104 k (+6% y/y)**
- In the first two months of 2022, Alior Leasing achieved a 2.7% share of the movable asset financing market. The structure of financing granted was dominated by light vehicles (51%) and heavy vehicles (36%), the share of machinery and equipment was at 13%
- The company in 1Q 22 continued to implement the adopted strategic initiatives, such as automatic credit decisioning (based on the decision engine) and optimised sales processes (e.g. implementation of electronic signature) and post-sales processes
- In 1Q 22 Alior Leasing sales amounted to **PLN 522 m**

Gross structure of the loan portfolio – noticeable increase in the share of housing loans

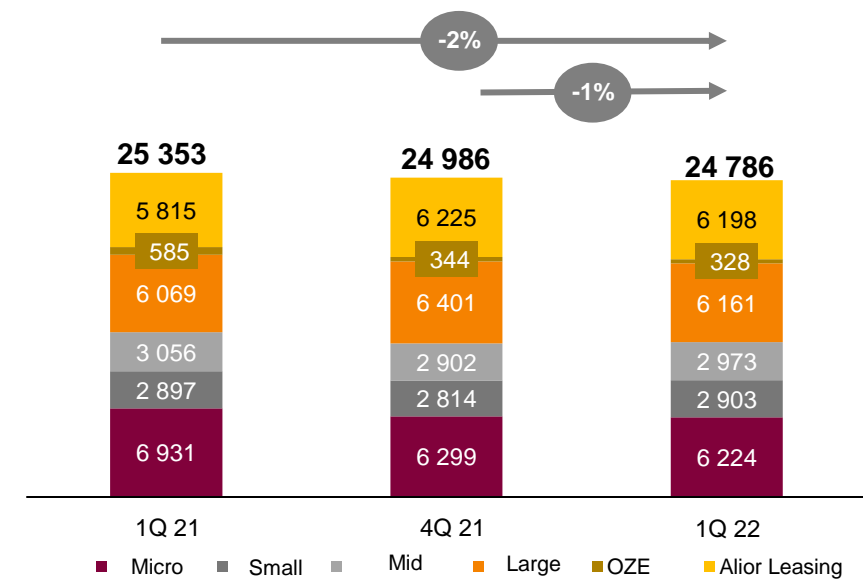
Loan portfolio in total (PLN million)



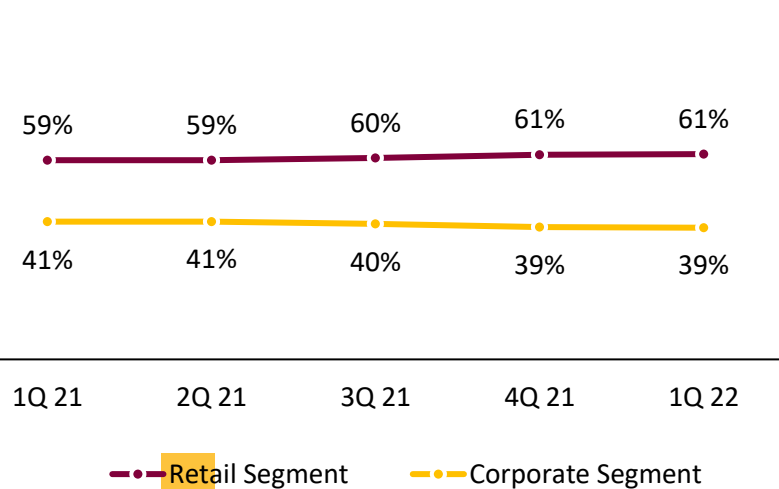
Retail Customer Segment (PLN million)



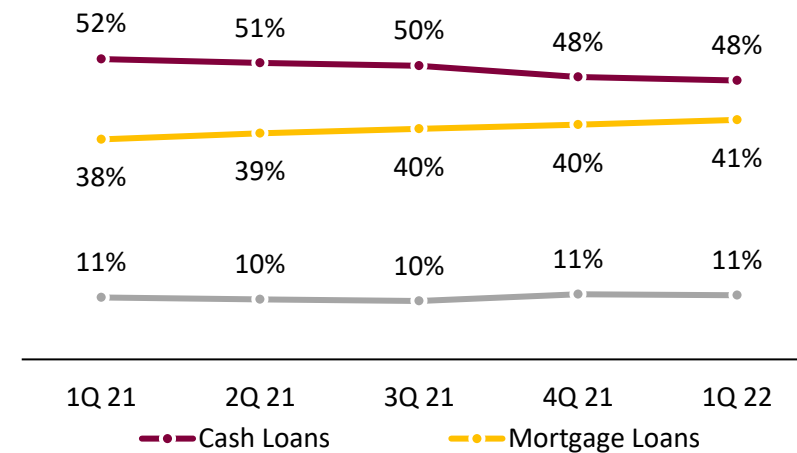
Business Customer Segment* (PLN million)



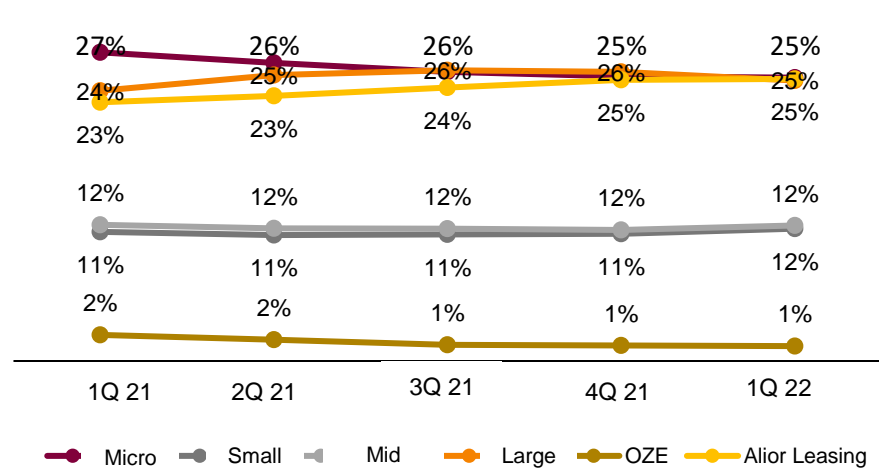
Loan portfolio structure in total



Structure of the Retail Customer segment



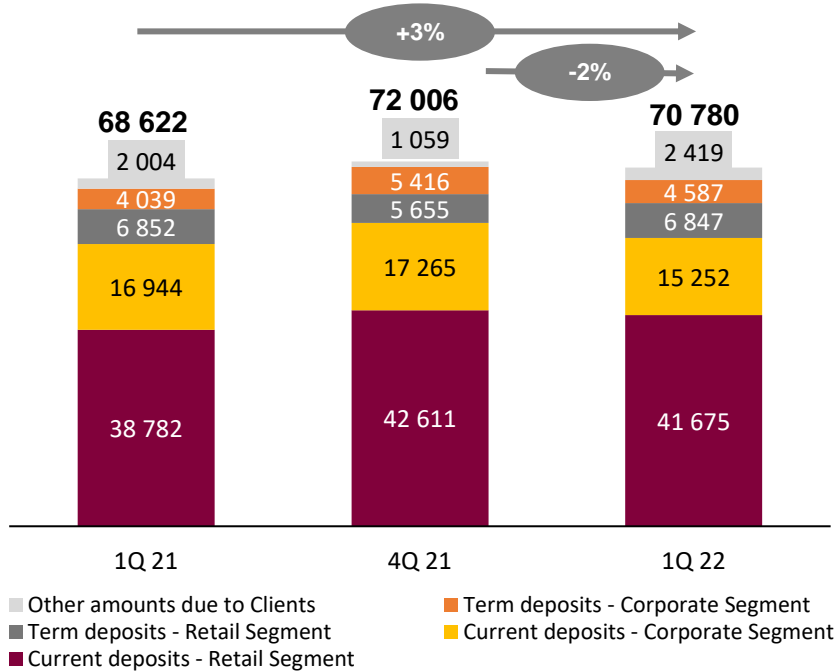
Structure of the Business Customer segment*



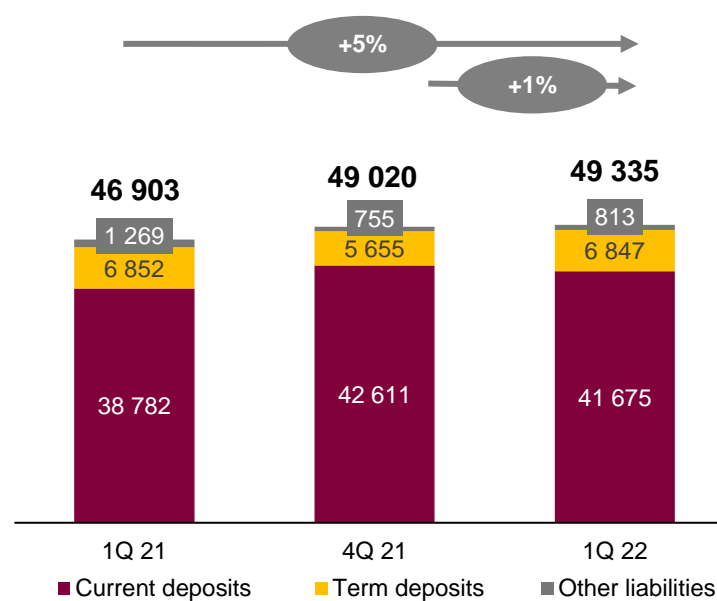
*Managerial pattern.

Bank adjusts its deposit portfolio to the current market situation (PLN million)

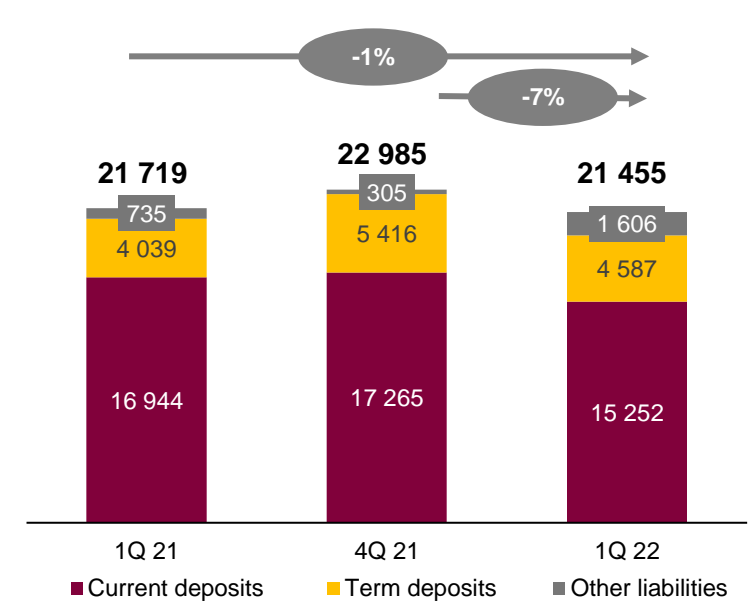
Structure of net liabilities to Customers (PLN billion)



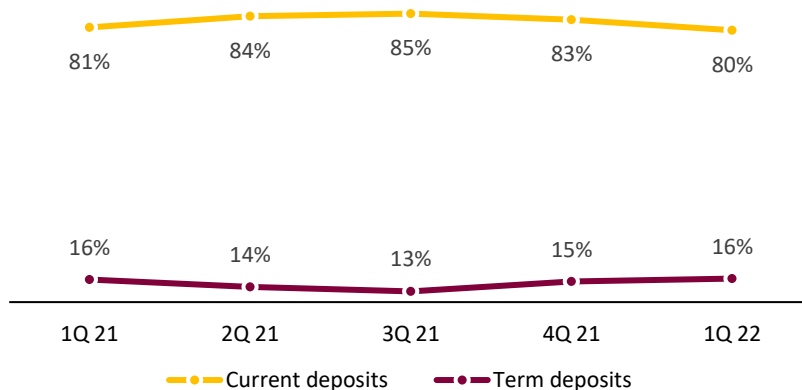
Net liabilities structure - Retail Segment



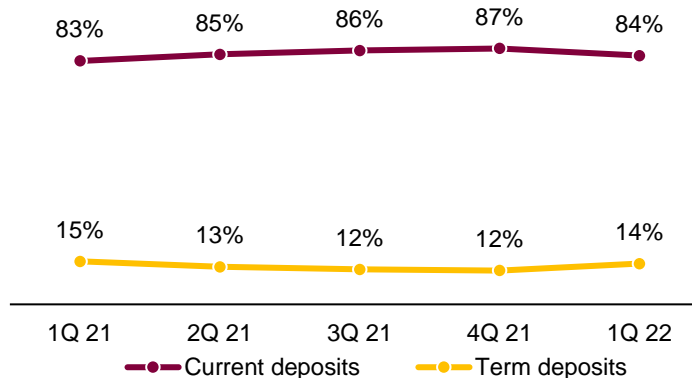
Net liabilities structure - Business Segment



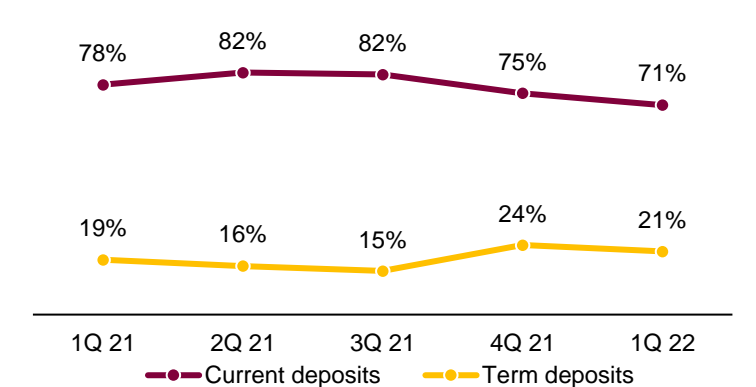
Main liabilities structure



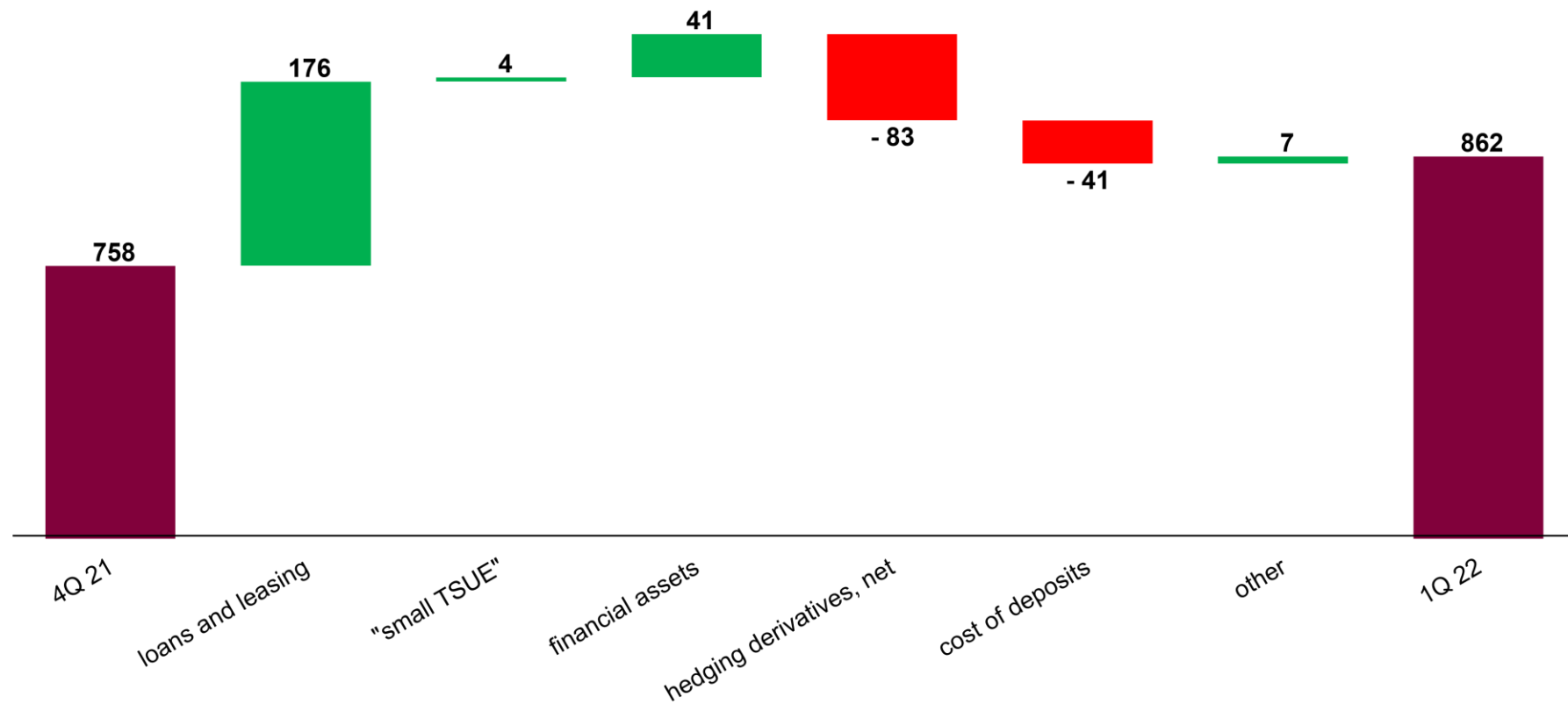
Structure of main liabilities - Retail Segment



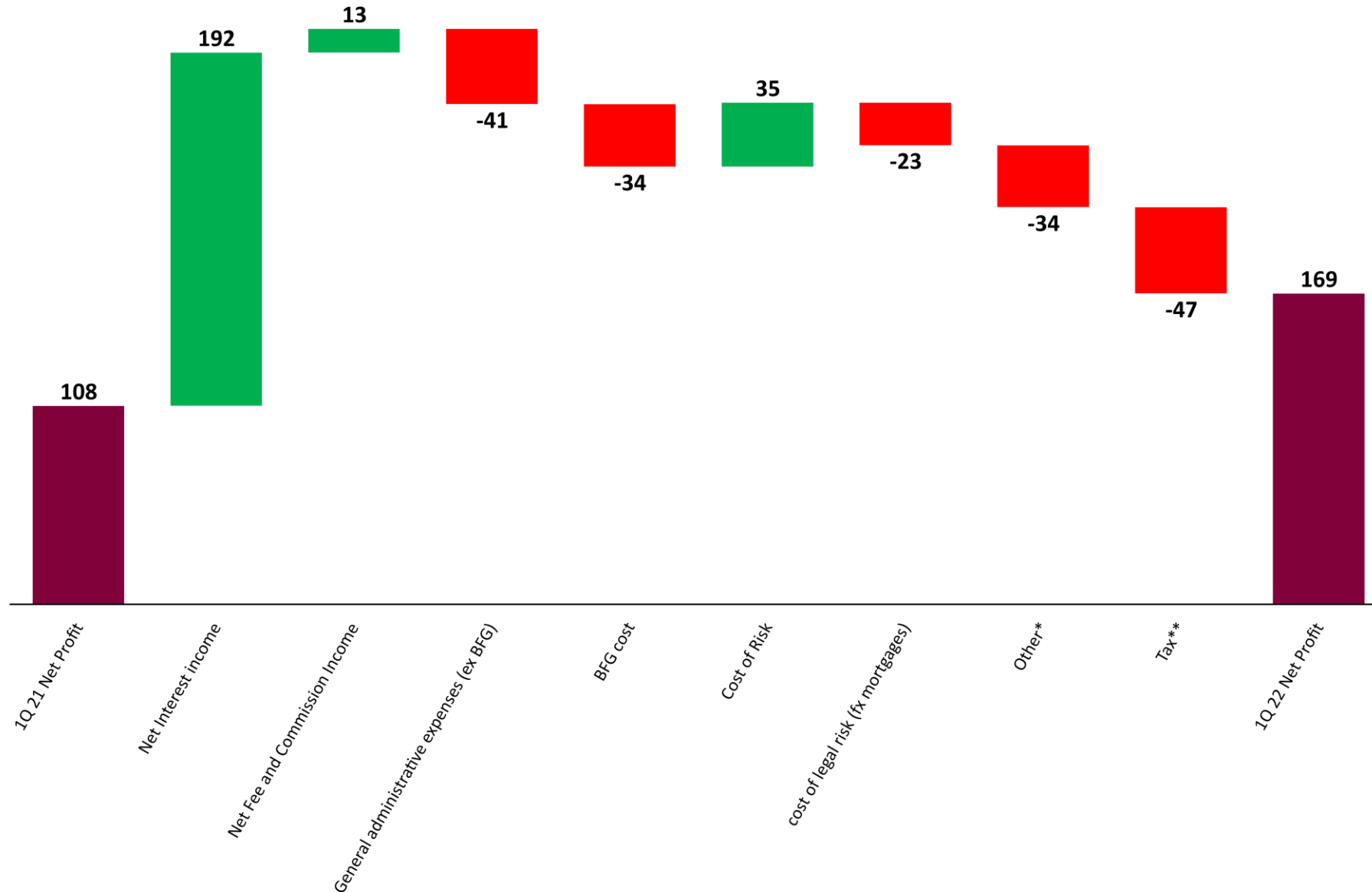
Structure of main liabilities - Business Segment



Factors affecting changes in the Net Interest Income in 1Q 22 vs. 4Q 21 (PLN million)



Factors affecting changes in net profit in 1Q 22 vs 1Q 21 (PLN million)

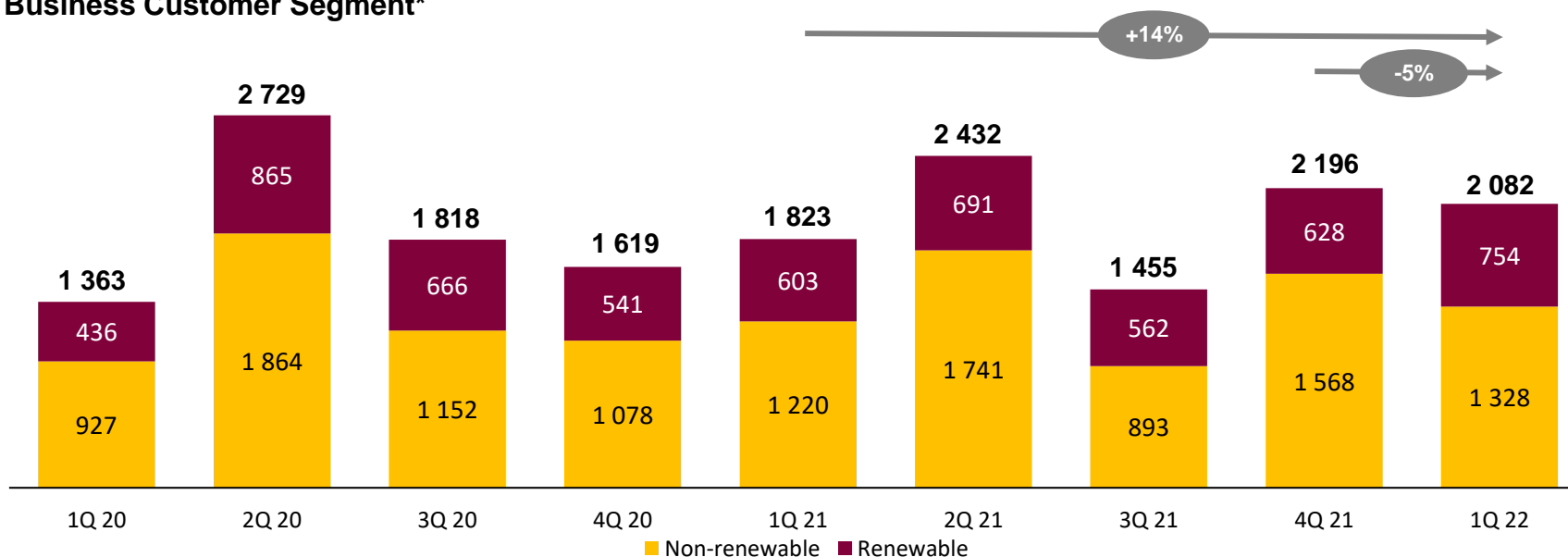


*Dividend revenue, income on instruments measured at fair value through profit or loss and net gain/(loss) and foreign exchange income, income on de-recognition of financial instruments not measured at fair value through the profit and loss account, other operating revenue and costs, income on impairment of non-financial assets

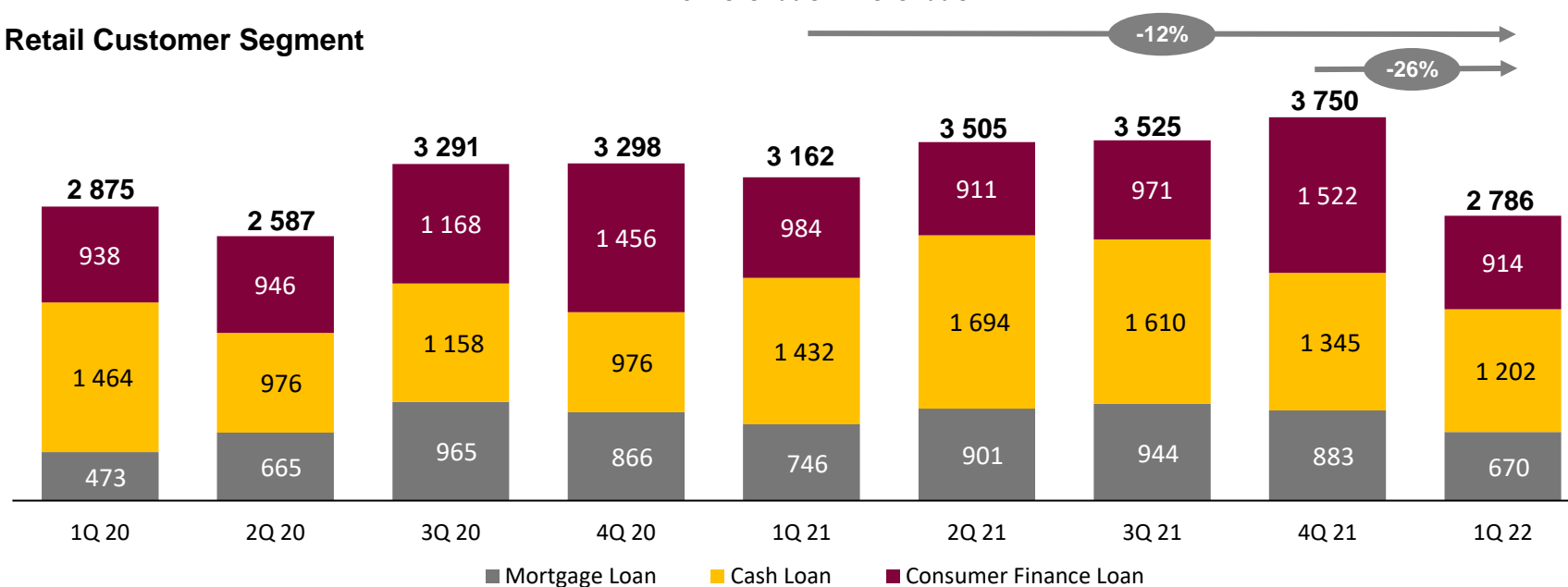
**Bank tax, income tax

New sale of loans (PLN million)

Sales in the Business Customer Segment*



Sales in the Retail Customer Segment



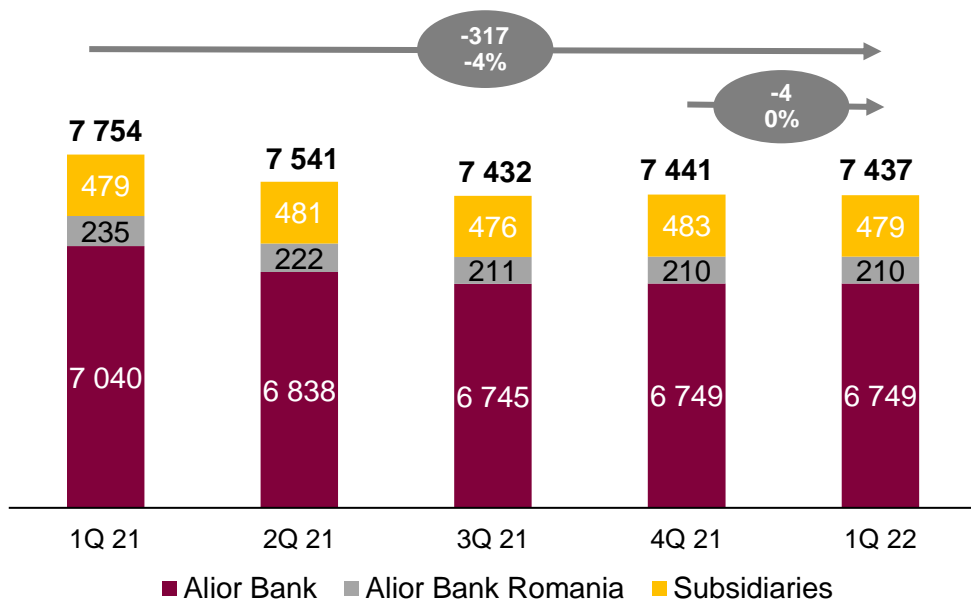
*New sales limit (new sales + increases) for Customers in the Micro- / Small- / Medium- / Large-Sized categories

Consolidated statement of the financial standing of the Alior Bank Group (PLN million)

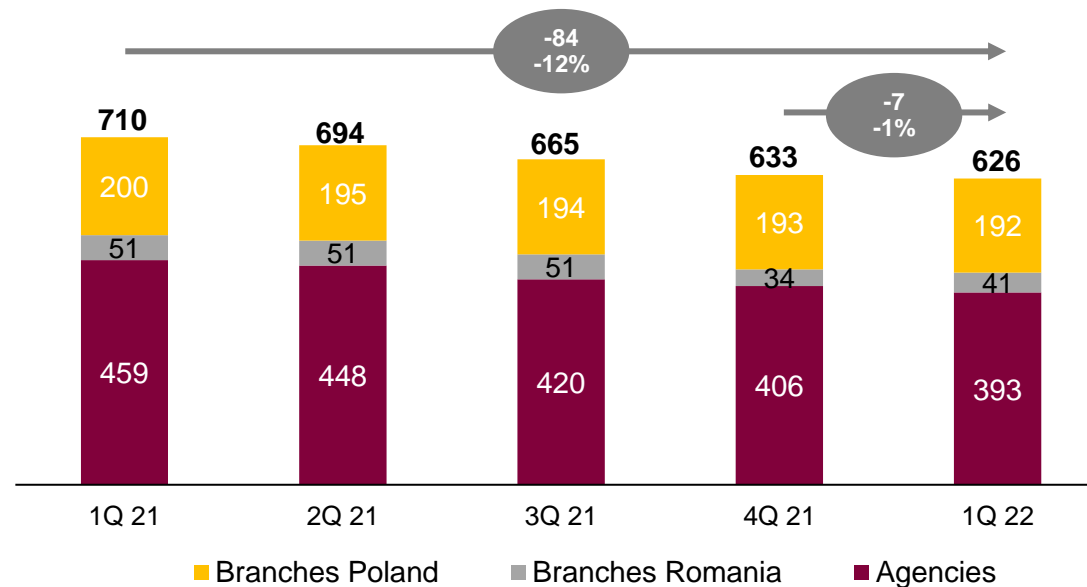
	1Q 21	2Q 21	3Q 21	4Q 21	1Q 22	% q/q	q/q	% y/y	y/y
Total assets	79 880,6	79 035,1	78 201,9	83 048,4	84 649,7	1,9%	1 601,4	6,0%	4 769,1
Cash and cash equivalents	2 163,6	1 566,4	1 645,3	3 763,4	4 989,9	32,6%	1 226,5	130,6%	2 826,3
Amounts due from banks	400,5	607,3	629,0	1 689,8	2 244,6	32,8%	554,8	460,5%	1 844,2
Investment financial assets	17 367,3	16 507,8	14 472,5	16 099,7	12 325,1	-23,4%	-3 774,6	-29,0%	-5 042,2
Derivative hedging instruments	217,7	175,1	131,9	38,8	76,2	96,3%	37,4	-65,0%	-141,5
Loans and advances to customers	56 272,6	57 028,4	57 833,3	58 228,2	58 150,6	-0,1%	-77,5	3,3%	1 878,0
Assets pledged as collateral	558,9	130,9	602,1	130,9	3 752,9	-	3 622,0	571,5%	3 194,0
Property, plant and equipment	693,7	709,3	734,0	755,2	746,9	-1,1%	-8,3	7,7%	53,2
Intangible assets	420,6	418,0	422,6	426,6	395,7	-7,2%	-30,9	-5,9%	-24,8
Asset held for sale	0,0	0,0	1,7	0,0	0,0	-	0,0	-	0,0
Income tax asset	1 232,3	1 241,6	1 176,3	1 302,3	1 411,0	8,3%	108,7	14,5%	178,7
Other assets	553,6	650,3	553,3	613,5	556,8	-9,2%	-56,6	0,6%	3,2
Total liabilities and equity	73 334,5	72 452,9	71 601,3	77 129,2	79 070,0	2,5%	1 940,9	7,8%	5 735,5
Amounts due to banks	827,3	717,9	617,6	529,6	2 687,4	407,4%	2 157,8	224,8%	1 860,1
Amounts due to customers	68 621,7	67 832,8	66 953,9	72 005,7	70 779,7	-1,7%	-1 226,0	3,1%	2 158,0
Financial liabilities	256,6	183,8	132,6	188,1	374,1	98,9%	186,1	45,8%	117,5
Derivative hedging instruments	137,7	169,3	256,8	1 082,0	1 674,2	54,7%	592,2	-	1 536,5
Provisions	310,8	283,6	285,5	290,2	288,6	-0,5%	-1,6	-7,1%	-22,2
Other liabilities	1 572,2	1 732,8	1 801,4	1 649,5	1 886,5	14,4%	237,0	20,0%	314,3
Income tax liabilities	3,1	3,5	17,6	36,6	71,8	96,3%	35,2	-	68,7
Subordinated loans	1 605,1	1 529,2	1 536,1	1 347,4	1 307,7	-2,9%	-39,7	-18,5%	-297,4
Equity	6 546,1	6 582,2	6 600,7	5 919,2	5 579,7	-5,7%	-339,5	-14,8%	-966,4
Share capital	1 305,5	1 305,5	1 305,5	1 305,5	1 305,5	0,0%	0,0	0,0%	0,0
Supplementary capital	5 399,6	5 403,7	5 403,7	5 403,8	5 403,8	0,0%	0,0	0,1%	4,2
Revaluation reserve	93,9	6,0	-125,2	-906,7	-1 415,4	56,1%	-508,8	-	-1 509,3
Other reserves	161,8	161,8	161,8	161,8	161,8	0,0%	0,0	0,0%	0,0
Foreign currency translation differences	-0,2	0,3	-0,4	0,0	0,0	-	0,1	-112,8%	0,2
Accumulated losses	-522,7	-527,0	-527,0	-527,2	-45,3	-91,4%	481,9	-91,3%	477,4
Profit for the period	108,1	231,9	382,3	481,9	169,2	-64,9%	-312,8	56,5%	61,1
Total liabilities and equity	79 880,6	79 035,1	78 201,9	83 048,4	84 649,7	1,9%	1 601,4	6,0%	4 769,1

Additional information

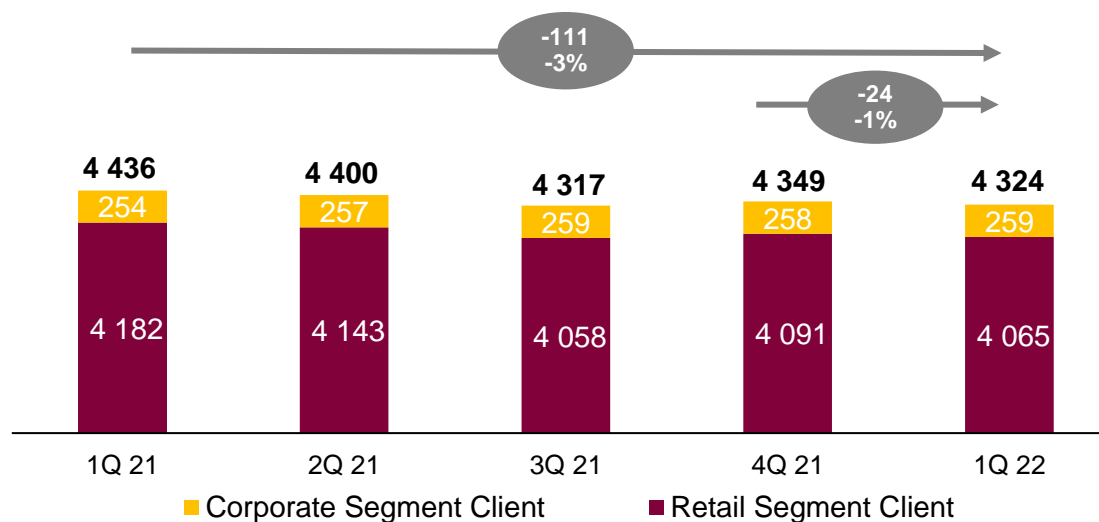
Employment (FTEs)



Alior Bank's branches

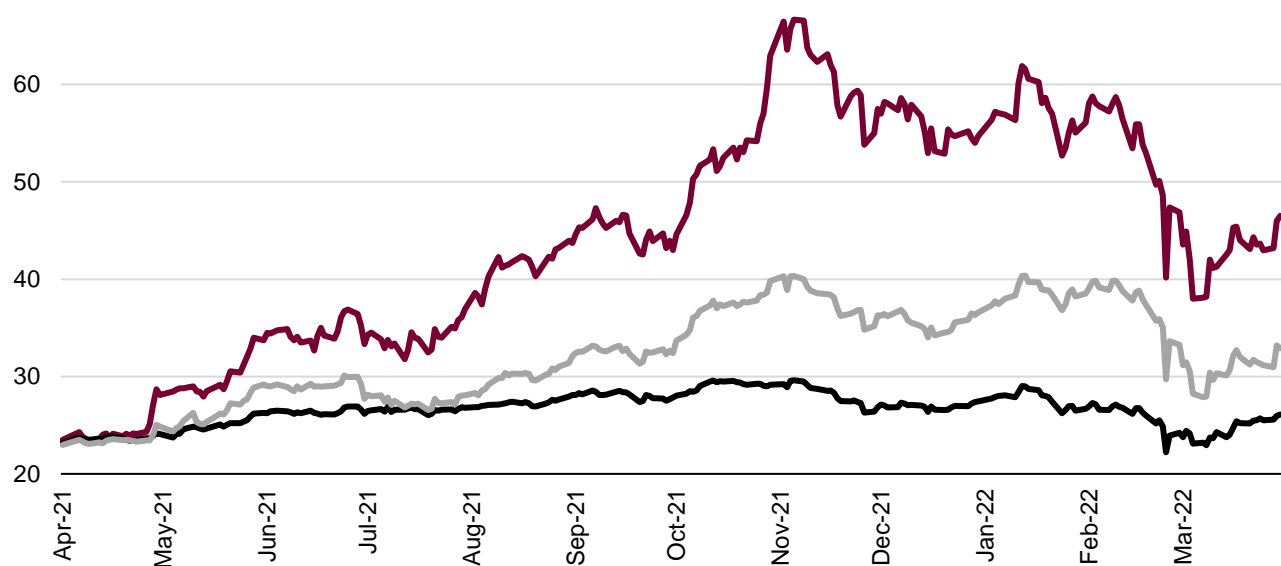


Number of customers (thousand)



Alior Bank S.A. - quotations, shareholding structure, ratings

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



99.3% y/y

WIG banki
40.7% y/y

WIG
11.7% y/y

Alior Bank share price : **45.85 PLN**
(data as at March 31, 2022)
Capitalisation : **6.0 mld PLN**
Value of shares in free trade : **3.1 mld PLN**
P/BV^{**}: **1.1x**
P/E^{***}: **11.0x**

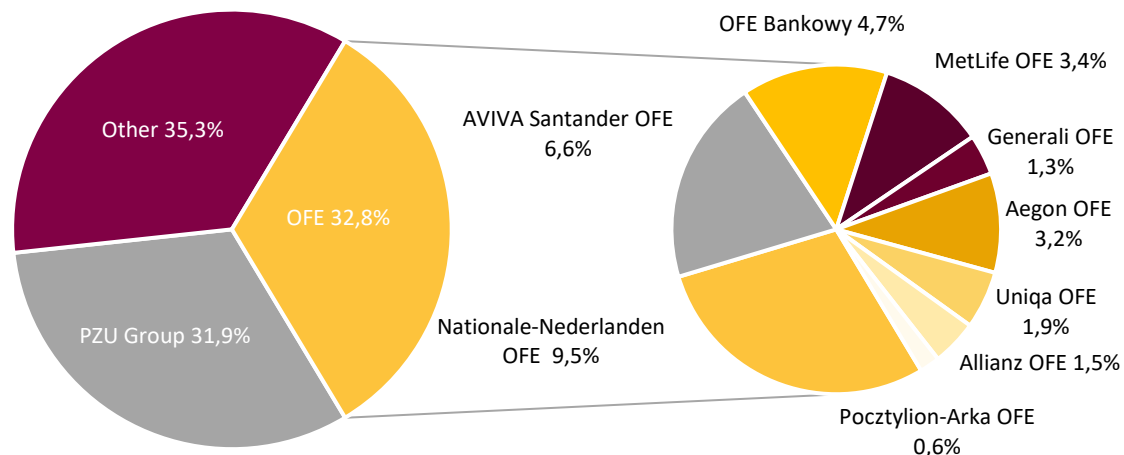
ISIN code: PLALIOR00045
WSE: ALR
Bloomberg: ALR PW
Reuters: ALRR.WA

Rating Fitch:
long-term: BB
short-term: B
outlook: stable
Rating S&P:
long-term: BB
short-term: B
outlook: stable

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

- WIG
- WIG-BANKI
- mWIG40
- mWIG40TR
- WIG.MS-FIN
- WIG30
- WIG30TR
- WIG-Poland
- WIG-ESG
- CEEplus

Shareholding structure*



*based on the annual structure of OFE [Open Pension Fund] assets as at December 30, 2021

**Equity for 1Q 22

***Net profit for 2Q – 4Q 21 and 1Q 22



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[Youtube channel](#)



Following events:

- 1H 2022 results – August 3, 2022
- 3Q 2022 results – November 4, 2022

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