

WITAJMY



ALIOR  
BANK

Presentation of results for 1Q'24

CAFE

TA WODA

WYKORZYSTAJE KUPNO NA SUPERA, ALE JEŚLI NIEBĄDZ  
WŁASNY PŁACIĆ SIĘ WYKORZYSTAJE, WYKORZYSTAJE  
Z WŁASNYM  
WYKORZYSTAJE WŁASNYM  
WYKORZYSTAJE WŁASNYM



1. Operating activities

2. Credit risk

3. Financial results

4. Other issues



# 1



Operating activities

## Alior Bank's financial results stabilize at a high level

In 1Q'24 revenues of the Alior Bank Group amounted to PLN mn 1 498. The Bank's revenues remain at a high level

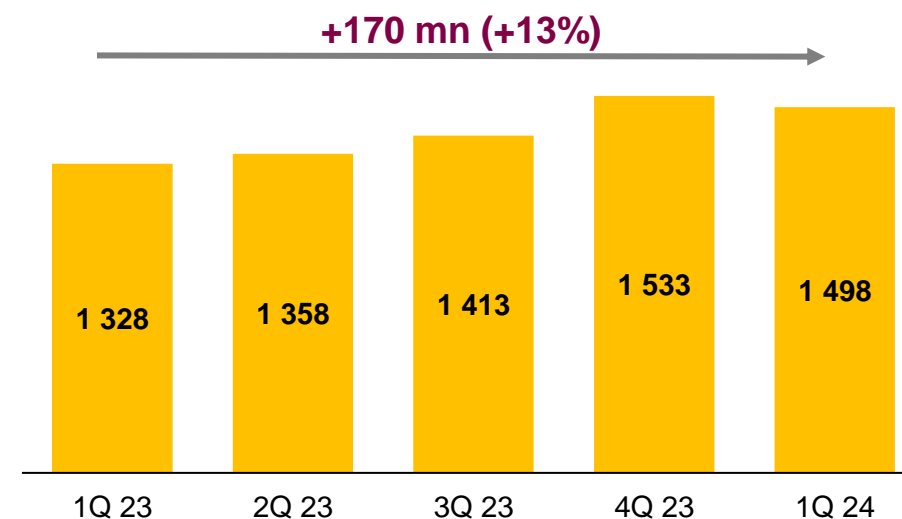
- net interest income PLN mn 1 269 (+15% y/y)
- net fees and commissions PLN mn 211 (+1% y/y)

Compared to 1Q'23 revenues increased by PLN mn 170 (+13%).

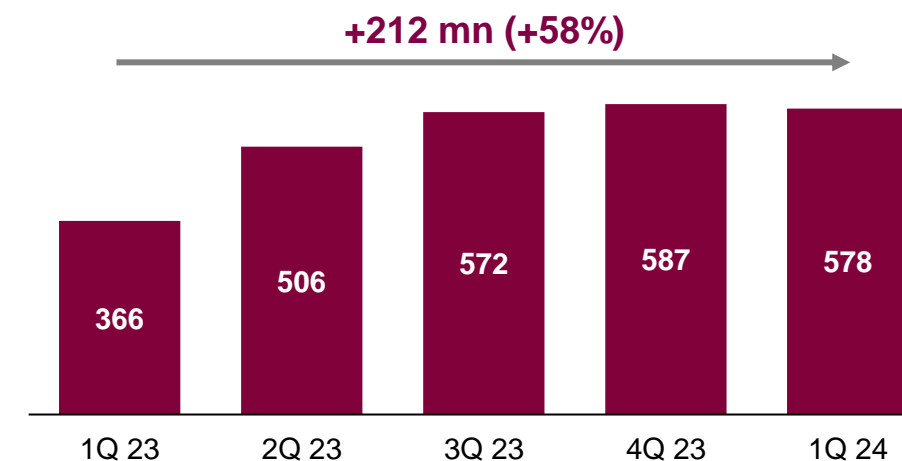
In 1Q'24 the Bank's result was charged with a provision for the contribution to the BFG resolution fund in the amount of PLN mn 40.6.

**1Q'24 net profit amounted to PLN mn 578 and was PLN mn 212 (+58%) higher than in 1Q'23.**

Total revenues (PLN mn)

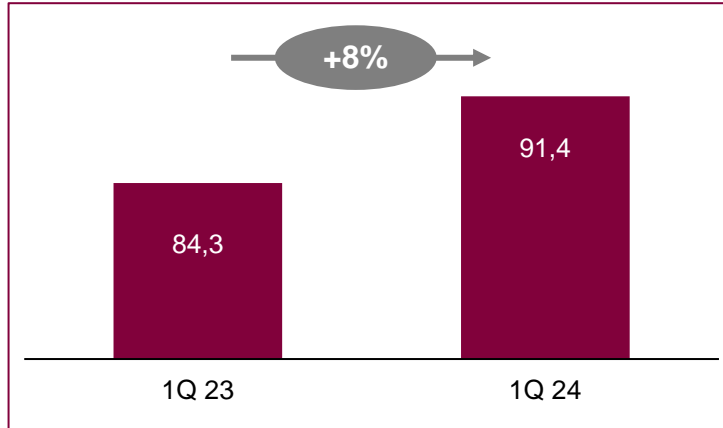


Net profit (PLN mn)

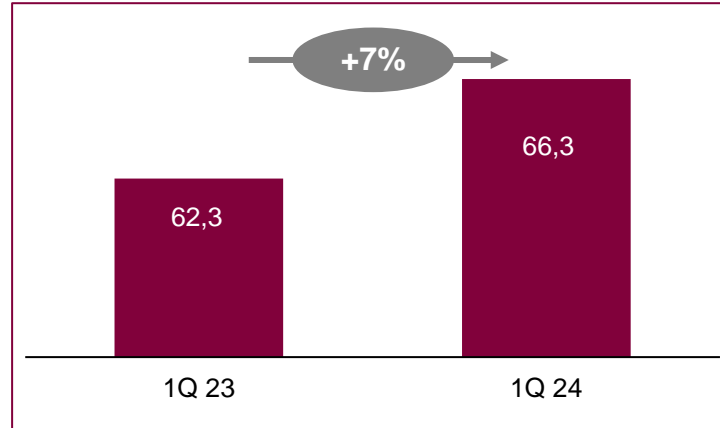


# Another successful quarter for Alior Bank - improvement in the quality and size of the loan portfolio

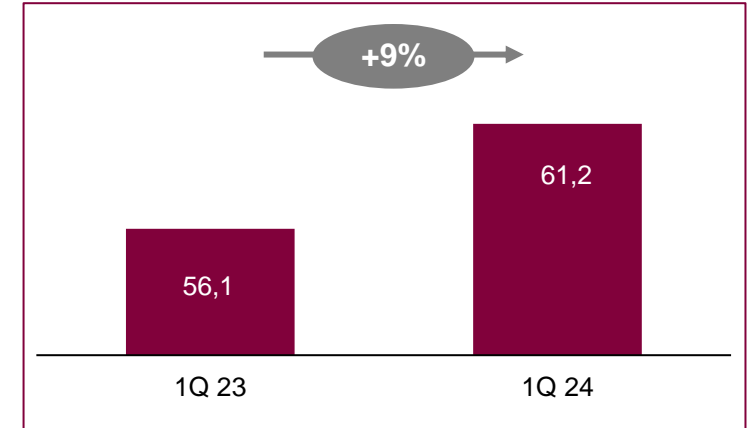
## Assets (PLN bn)



## Gross Loans (PLN bn)



## Gross Performing Loans\* (PLN bn)



**C/I 1Q'24**

**36.4%**

+1.7 p.p. y/y

**ROE 1Q'24**

**24.4%**

+1.7 p.p. y/y

**TCR 1Q'24**

**17.46%**

+2.10 p.p. y/y

**NIM 1Q'24**

**5.96%**

+0.15 p.p. y/y

**COR 1Q'24**

**0.68%**

-0.93 p.p. y/y

**NPL 1Q'24**

**7.65%**

-2.15 p.p. y/y

## Good quarter for the Retail Customer segment

RETAIL  
CUSTOMERS



Implementation of a new service under the "Top up your account" option in Alior Pay. For new Customers, the service allows you to top up your account from PLN 500 up to the limit. For 30 days at no cost, after this period it can be repaid in 11 installments.



Digitization of the process of disbursing the Loan in conventional and remote channels by limiting paper printouts (main gains: saving printing costs, ESG support, reducing banker's time commitment)



Nearly 60k Personal Accounts opened due to among others a TV campaign (January-February) and changes in the Mega Savings Account (MSA) promotion, where we offer a 7% rate to Customers who transfer new funds into the MSA, decide to open a Personal Account and actively use it.

### LOAN SALES

**1.6** PLN BN  
(-2% y/y)

### MORTGAGE LOAN SALES

**1.6** PLN BN  
(+323% y/y)

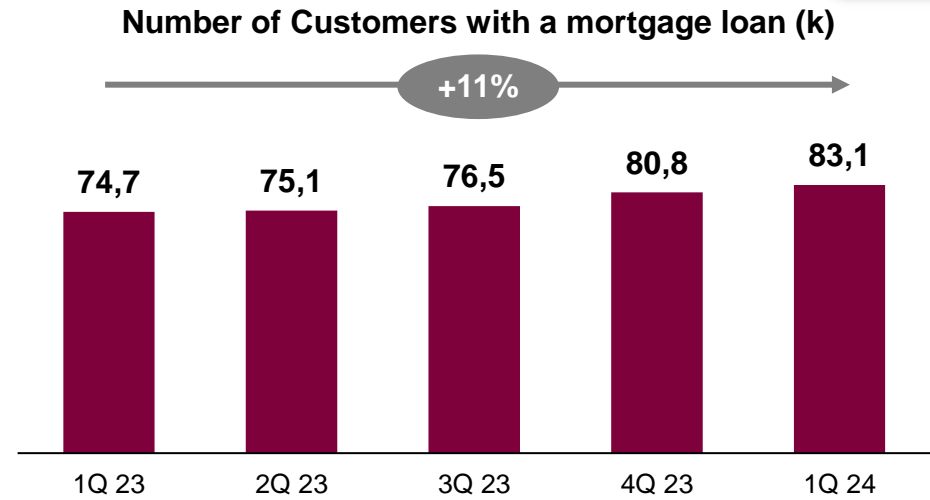
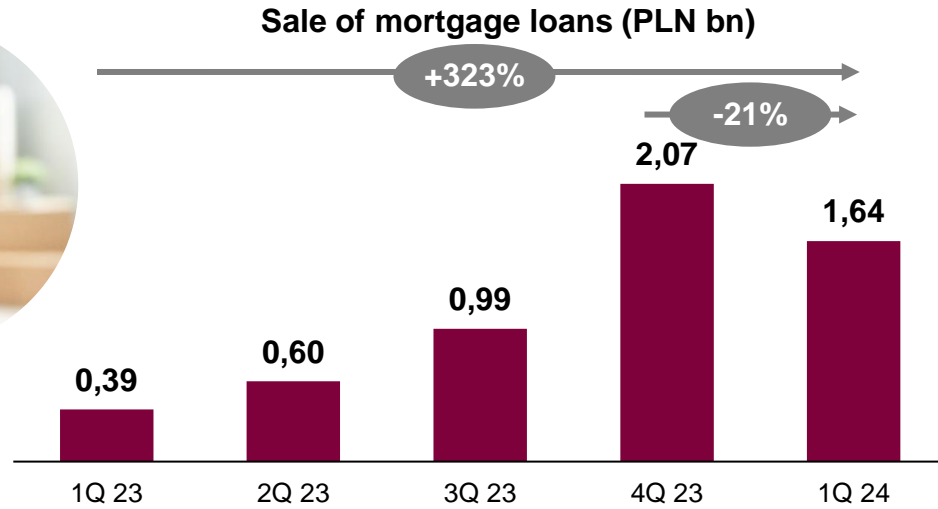
### CONSUMER FINANCE SALES

**1.3** PLN BN  
(+85% y/y)

### MOBILE USERS

**1.1** MN  
(+18% y/y)

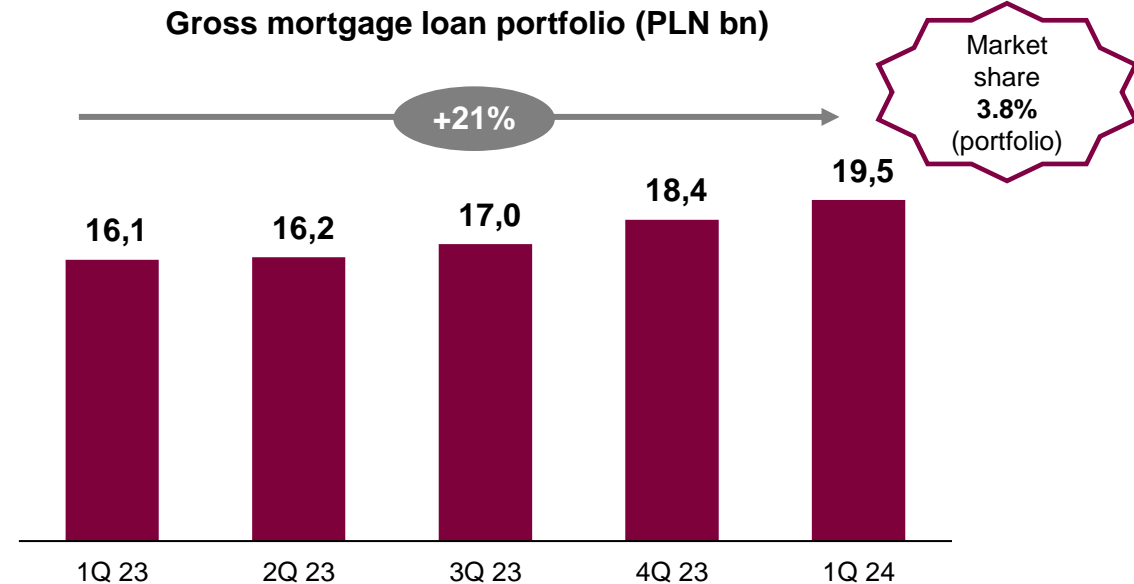
# Growth of the Bank's key products – mortgage loans\*



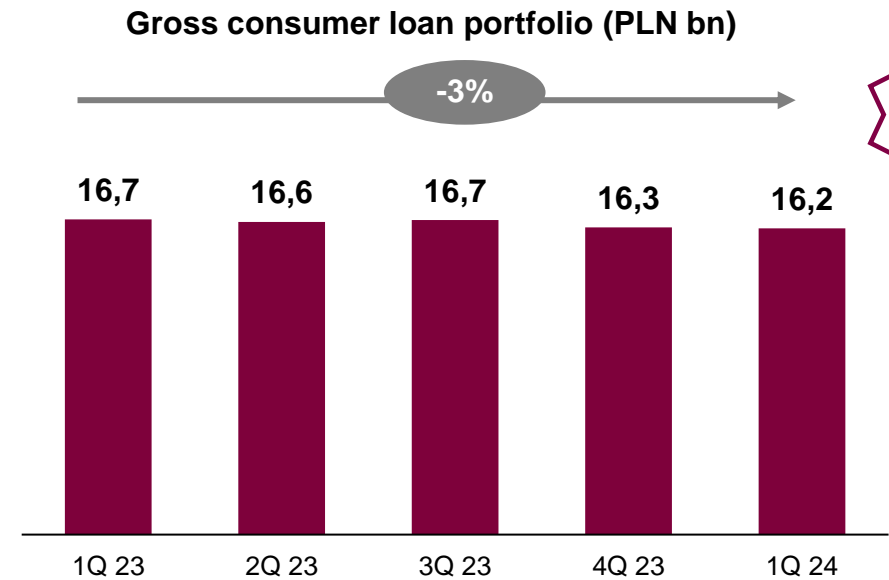
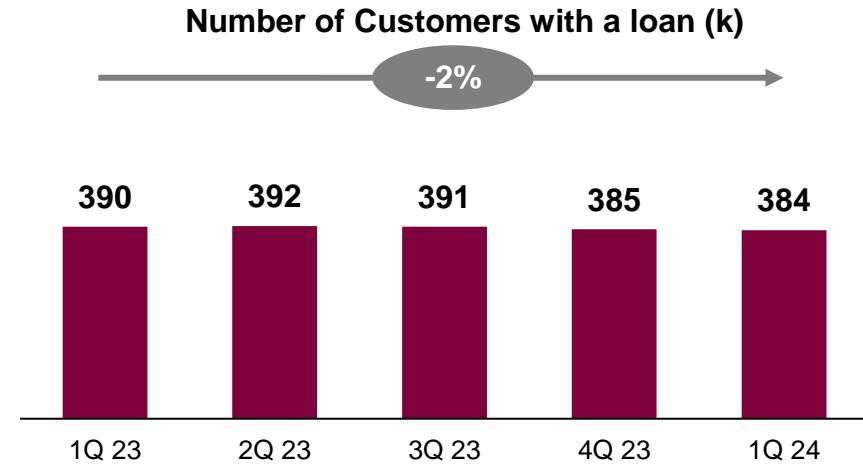
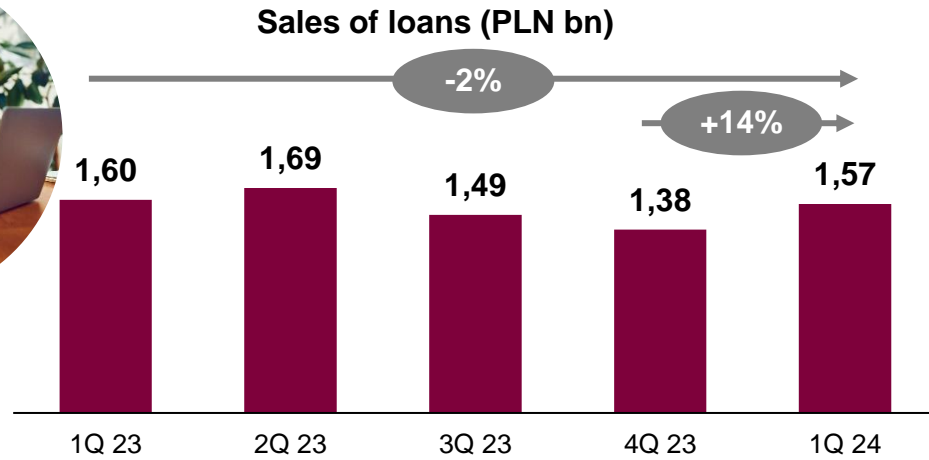
In Q1'24, the Bank disbursed **PLN 1.2 billion of the 2% Safe Mortgage**. The total volume of loans disbursed under the "First Home" program reached over **PLN bn 3.6**.

**6.3%**

Market share of new sales in 1Q'24



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



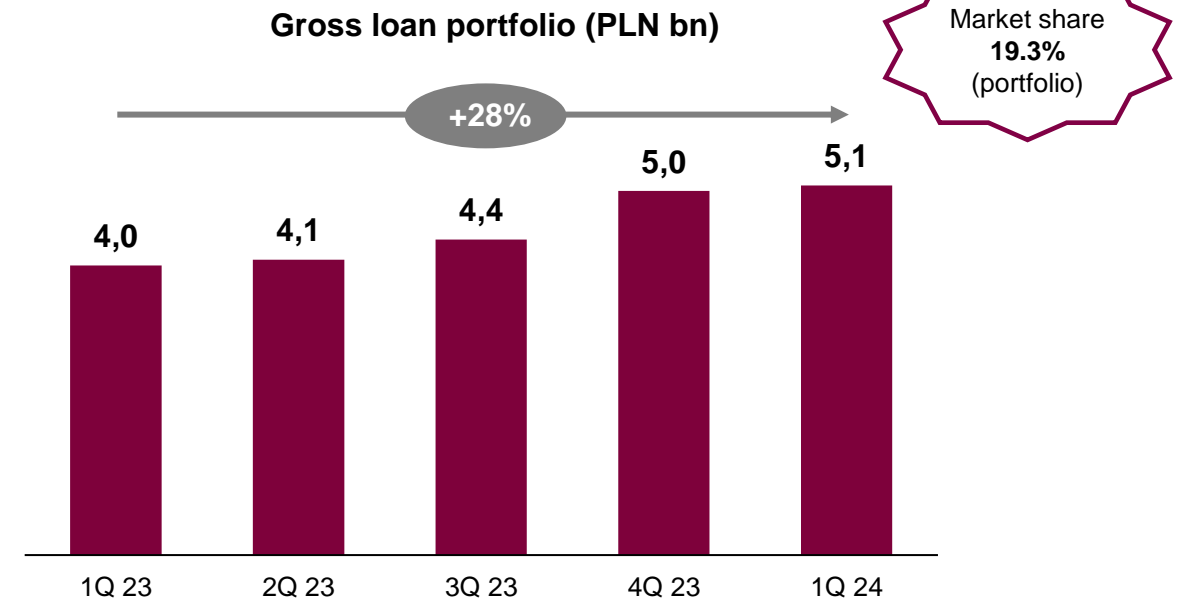
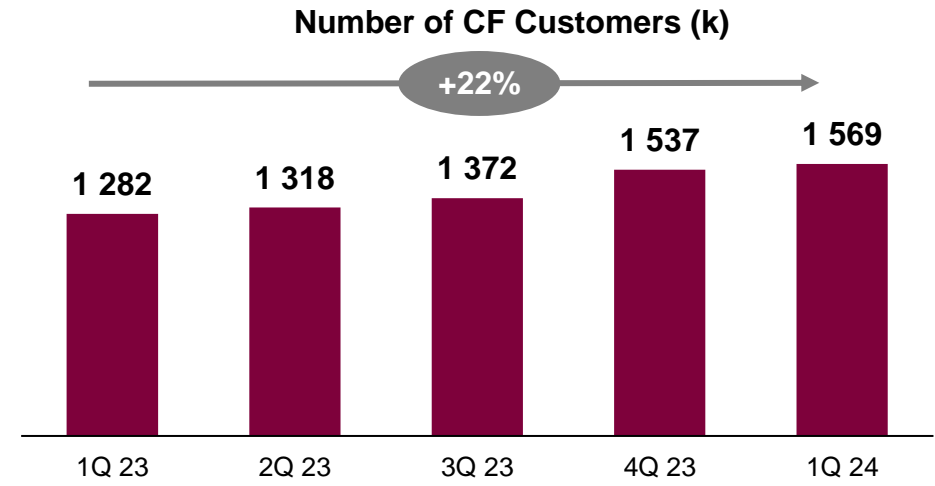
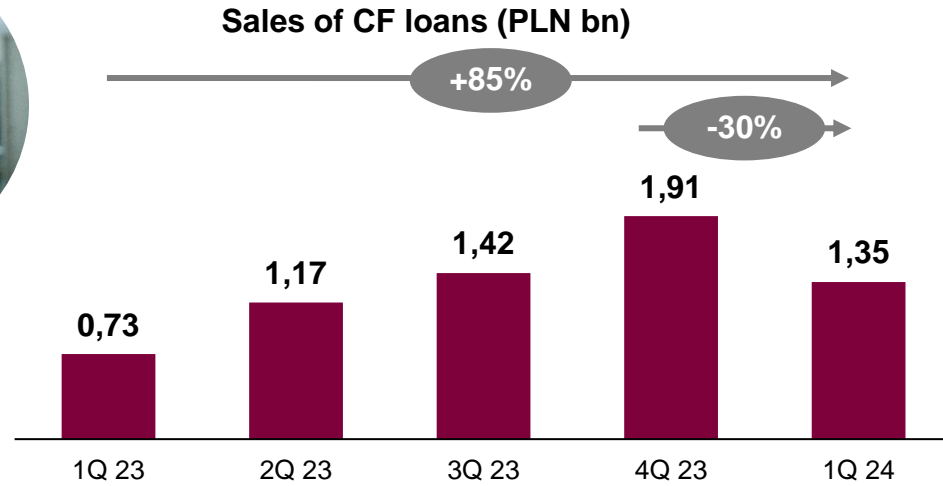
Market share **10.4%** (portfolio)

**52%** Share of remote sales in 1Q'24

**7.9%** Market share of new sales in 1Q'24



# Growth of the Bank's key products – Consumer Finance (CF) loans



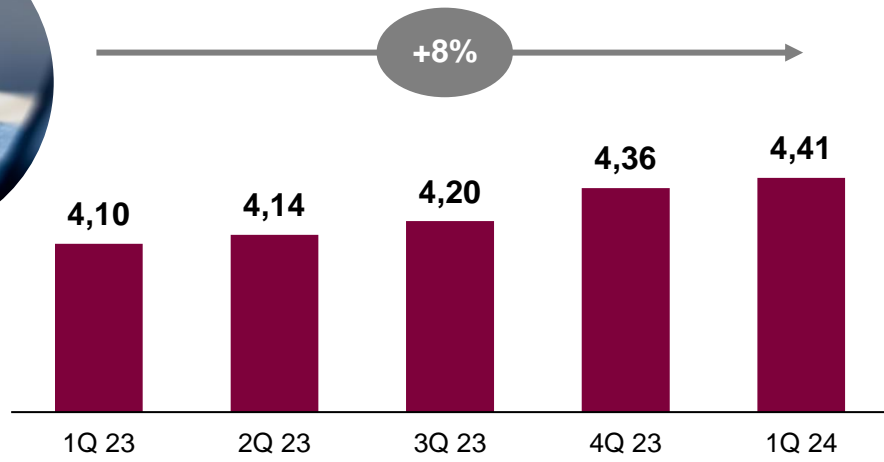
Providing the ability to confirm one's identity through the **mObywatel** app during the online process of applying for an installment loan, thanks to which customers can quickly finance their purchases.

Increasing the security of Clients through changes in the content of correspondence sent electronically in favor of static information (mitigating the risk of possible fraud) and in the method of securing documents sent to Clients electronically.

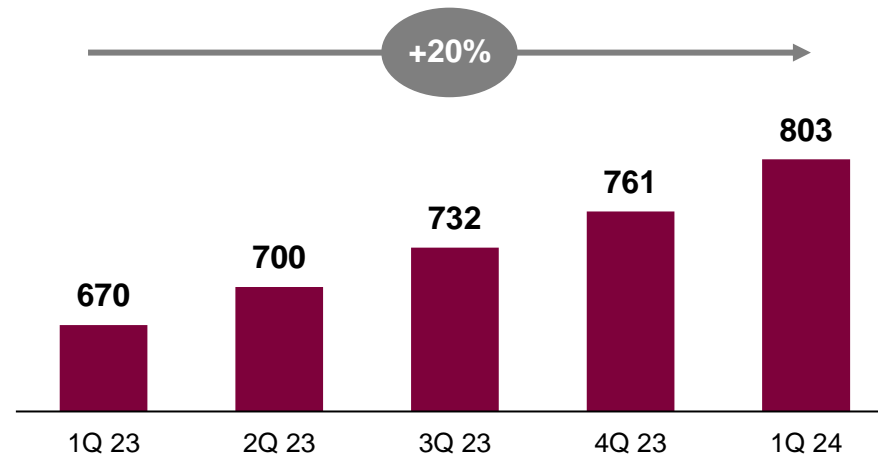
# Effective establishment of a lasting relationship with Customers



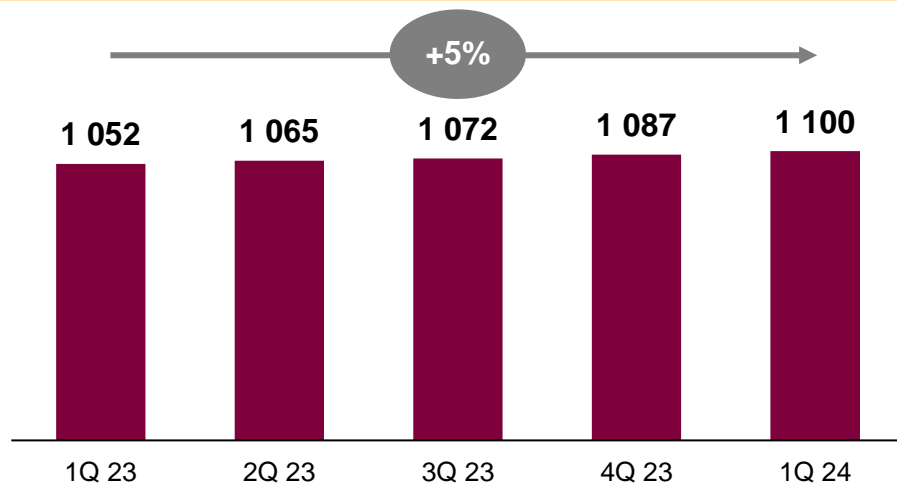
### Number of Individual Customers (mn)



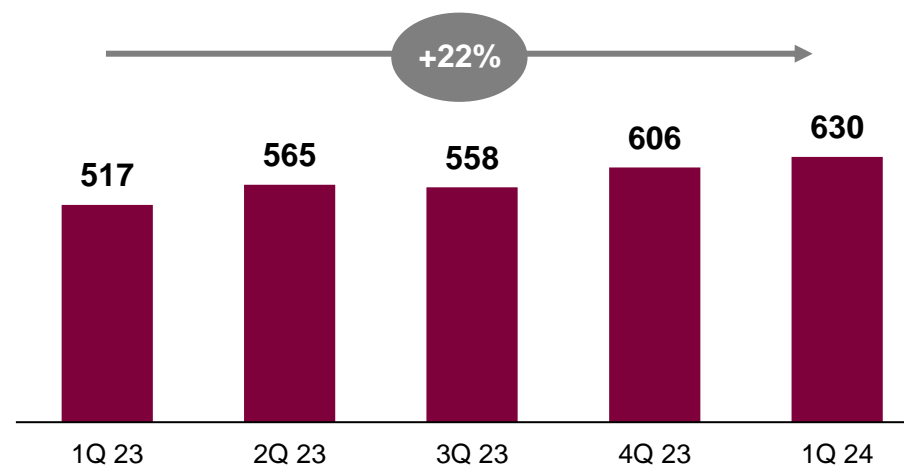
### Number of accounts "Konto Jakže Osobiste" (k)



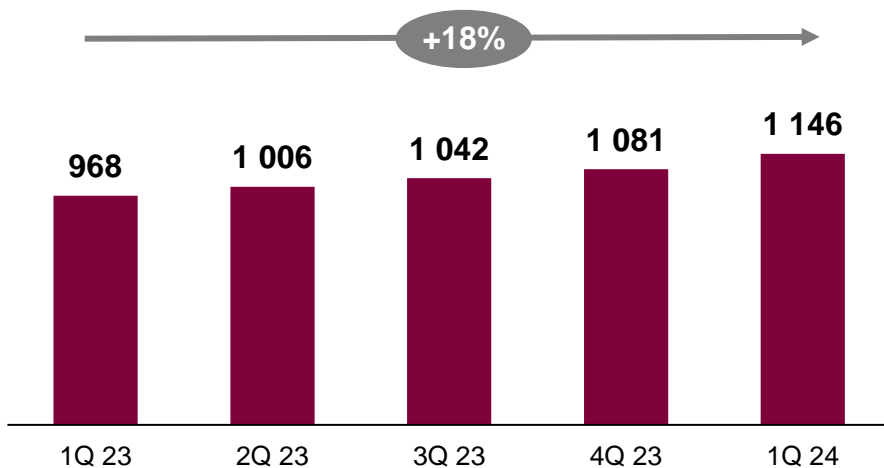
### Number of Customers with systematic account inflows (k)



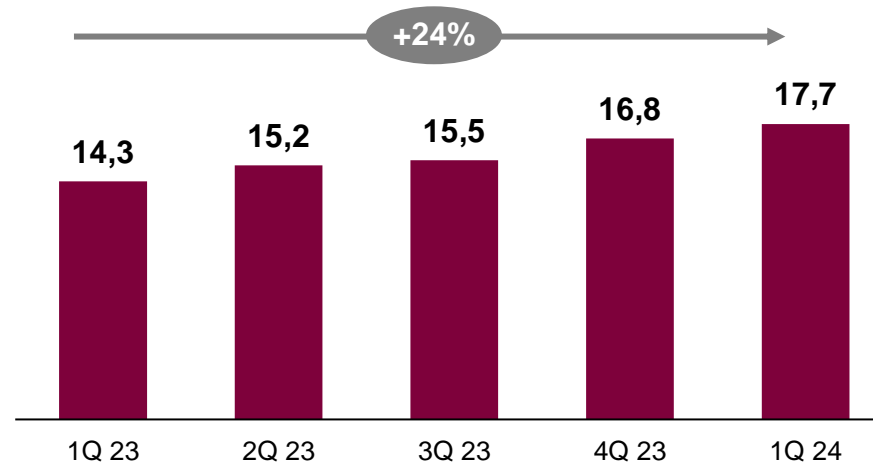
### Number of motorway journeys and tickets paid through the Alior Mobile application (k)



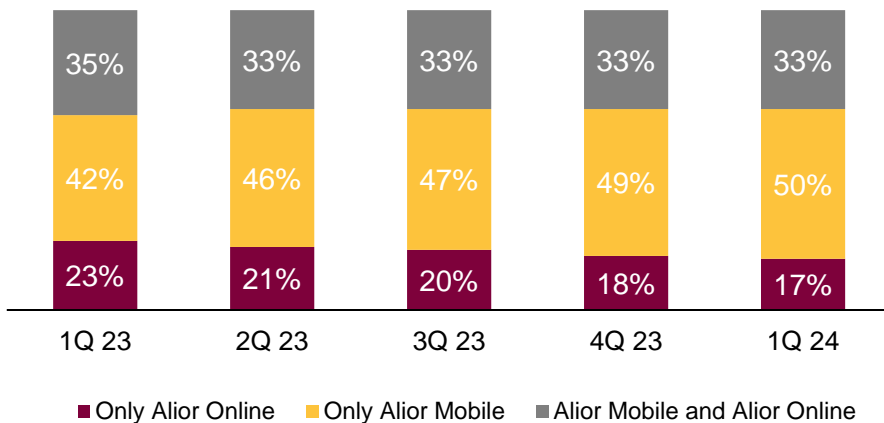
Users of Alior Bank mobile applications (k)



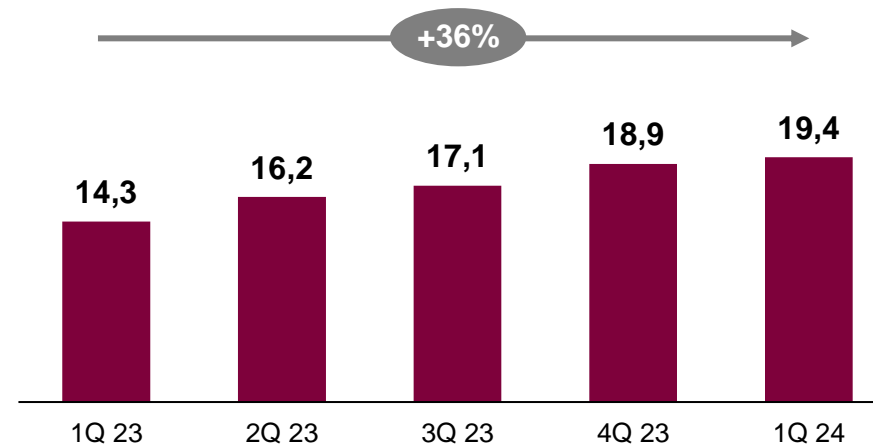
Number of wire transfers initiated in the Alior Mobile application (mn)



Structure of Alior Online and Alior Mobile usage



Number of BLIK transactions (mn)



REVENUES Y/Y

**+5%**

PLN mn 414 in 1Q'24

REVENUE AFTER COST  
OF RISK Y/Y

**+24%**

NPL Y/Y

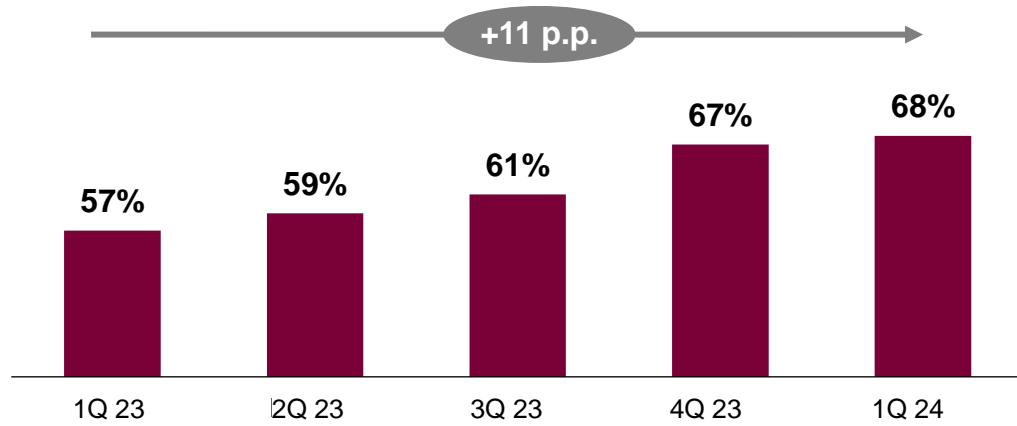
**-3.19 p.p.**

- **Over 5% market share in sales**
- **Substantially over 7% market share** in commitments up to PLN mn 5 for the self-employed („JDG”)
- Substantial increase in commitments of PLN mn 20-60 to over **10% (+2.2% y/y)**

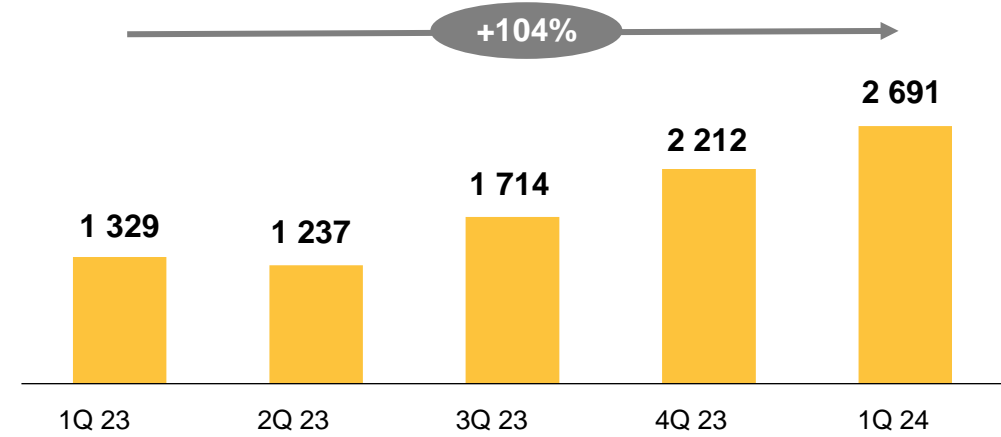
- **Over 11%** market share in construction (sections F and L)
- **13% market** share in trade (section G) in commitments up to PLN mn 5 for the self-employed („JDG”)

## Upward trend in key efficiency indicators

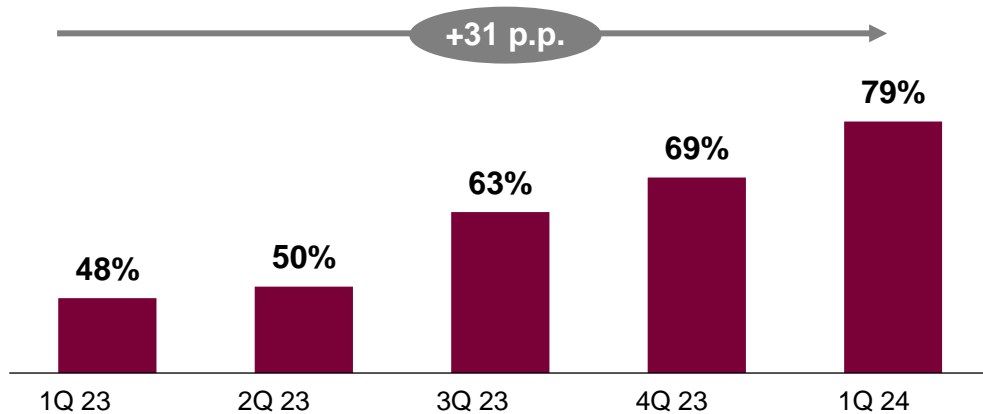
Share of automatic decisions in new sales (Small segment)



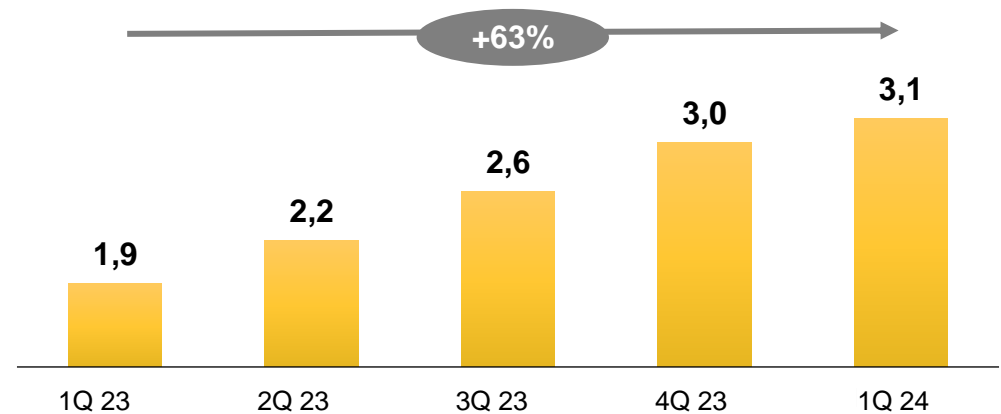
Sales of online accounts in micro segment



% of orders executed remotely



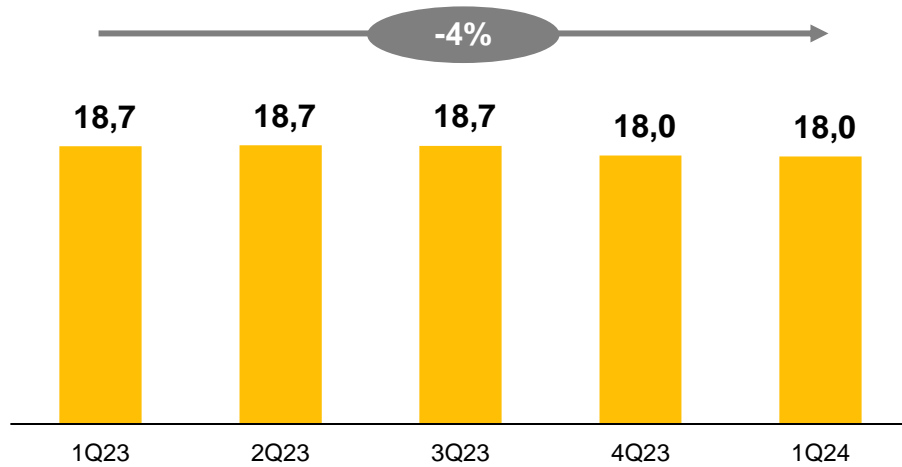
Number of customers with BankConnect service (k)



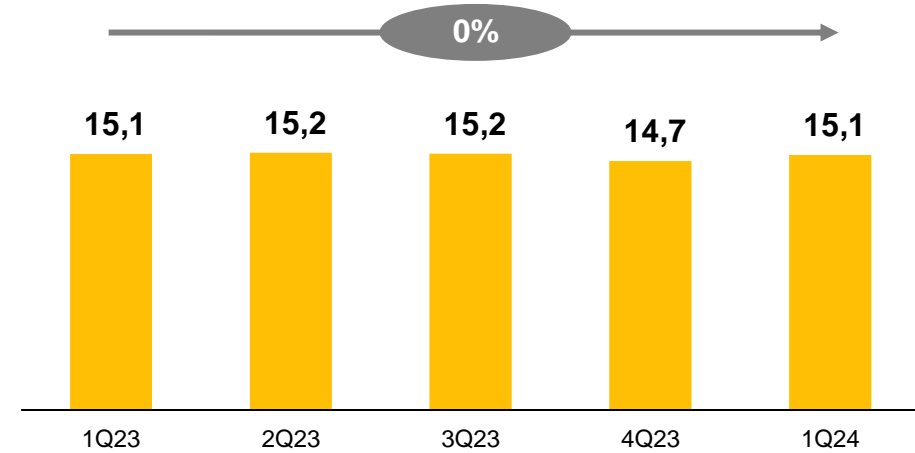
The continued development of remote processes significantly translates into an increase in operational efficiency

# Improving the structure of the Business Customers portfolio\* while maintaining market share

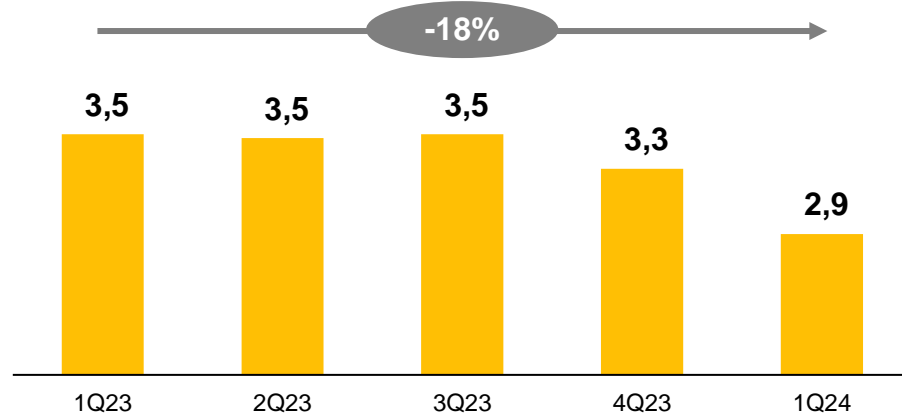
**Balance of assets Business Customers (PLN bn)**



**Balance of assets in regular servicing Business Customers (PLN bn)**



**Balance of assets in collection\*\*\* Business Customers (PLN bn)**



The y/y decline in the Business Customers portfolio is due to write-offs and sales of non-performing portfolios

**Maintained the market share\*\* in the working portfolio at 3.8%**

\* subsegments Micro/Small/Medium/Large  
 \*\* according to BIK data as of 31.03.2024 for working portfolios i.e., excluding delinquencies of over 90 days  
 \*\*\* receivables serviced by the Restructuring and Debt Collection Department (restrictive definition of collection)

# Transactional products – latest implementations

## iKonto Business, Card with Plus, and BLIK

**+700 zł**  
DO WYKORZYSTANIA NA **allegro**

DO **1500 zł**  
PREMII

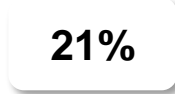
DO **1000 zł**  
ZWROTU ZA PALIWO

DO **350 zł**  
NA START

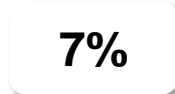
**2850 zł**  
DLA TWOJEJ FIRMY



Place in the ranking of business accounts by Bankier.pl, April 24



21% increase in sales of accounts for micro during the current promotion



7% increase in sales of Cards with Plus during the current promotion

## New Internet iApplication



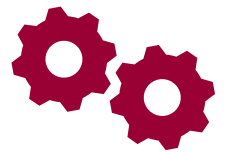
**3 m 11 s**

Quickest account opened counting from the initiation of the application

Possibility of authorization via the mObywatel app



**98%** of processes fully automated



## „Top up your account” – new Alior Pay functionality



Alior Bank has introduced a new functionality within the Alior Pay credit limit. Thanks to the "Top up your account" option, customers can top up their bank account in Alior Bank free of charge with funds from the Alior Pay credit limit. These funds can be used for 30 days for free.

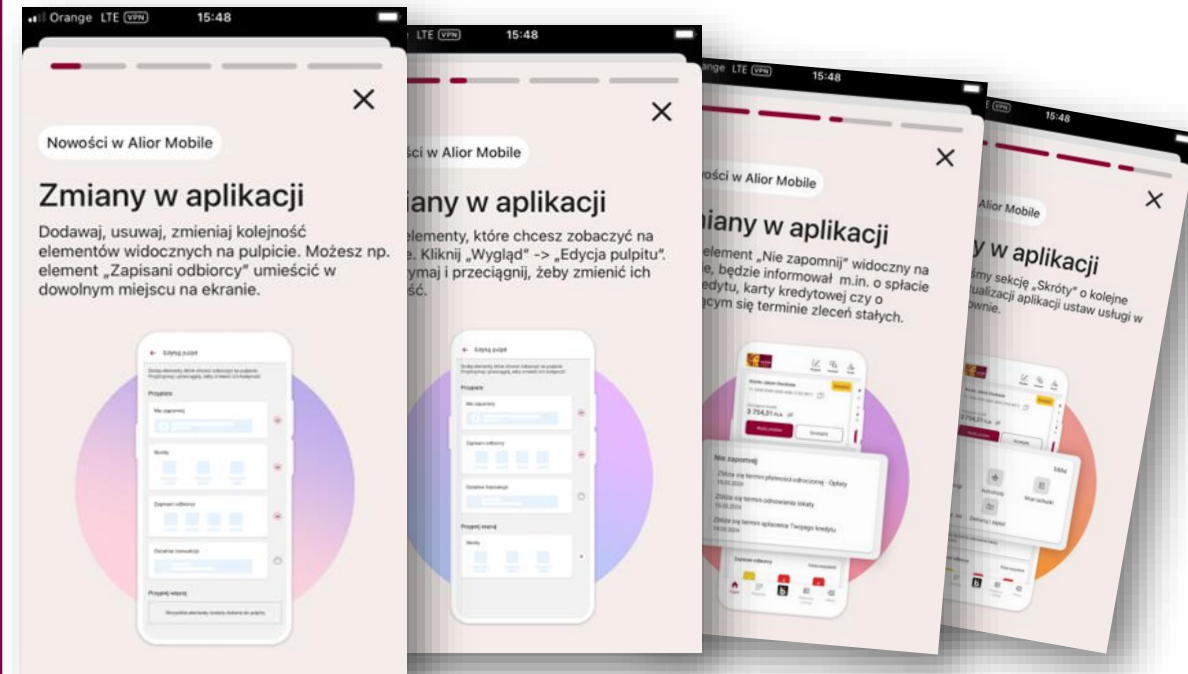
## mObywatel in online sales processes



Alior Bank's customers applying for an installment loan or iKonto Biznes account may verify their identity using the mObywatel app. The solution is available through the online sales channel. The data on the physical ID is verified. The solution is simple, intuitive and very popular among our customers.

## New in Alior Mobile – „stories”

The Bank is expanding its informational and educational side with new screens in the "stories" format about new products in the mobile app. It is a user-friendly way of presenting educational content.





### BIZNESMAX PLUS AND EKOMAX

**Biznesmax Plus** and **Ekomax** guarantees (offered in cooperation with BGK). An offer for SMEs, helping entrepreneurs to implement innovative and green investment projects.



### PARTNER AGENCIES

A grant program for new partner agencies. Entrepreneurs can receive up to PLN 40 k of support for starting up.



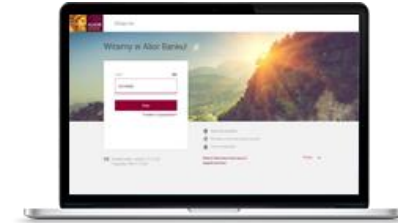
### ALIOR MOBILE

A new version, thanks to the introduced functions, **improves the use of mobile banking**. With the update, customers can better **personalize** the app.



### SETTING UP A COMPANY IN ALIOR ONLINE

Through **online banking**, individual customers have the option of **simultaneously registering a self-employed business** at the CEIDG registry and **opening a business account**.



### MULTIPLY YOUR SAVINGS

A new promotion of the the Mega Savings Account "**Multiply your savings**" - **Mega Savings Account I edition**.

The promotional interest rate was as high as 7 percent annually.



# Alior Bank's corporate social responsibility

## Development Thursdays

- Starting in April, every Thursday from 9 to 11 AM, bankers and branch directors will improve their competences, update their knowledge about the bank's offer and take part in trainings.
- During this time, the branches will be closed to customers.



## Bank With Us

- "Bank With Us" is a series of meetings for people interested in working in the banking industry, launched in 2024.
- The first meeting consisted of a series of lectures on personal and professional development.



## Anniversary of Alior University

- An attractive platform that encourages people to improve their competences, thanks to which Alior Bank's employees can acquire and expand their business and technical knowledge, as well as learn how to better take care of their well-being, has been active for a year now.



## Blood donation

- Thanks to the cooperation with RCKiK Krakow, the employees of the HQ in Krakow were able to donate blood in the workplace. Several dozen Alior employees participated with the help of a special blood bus.



## Employee Volunteering

- Volunteers, thanks to the support of the Alior Bank Foundation, took part in the workshops of the Zacztyani Foundation entitled "Introduction to fairy tale therapy". Afterwards, they regularly visited young patients at the Stefan Żeromski Specialist Hospital in Krakow.

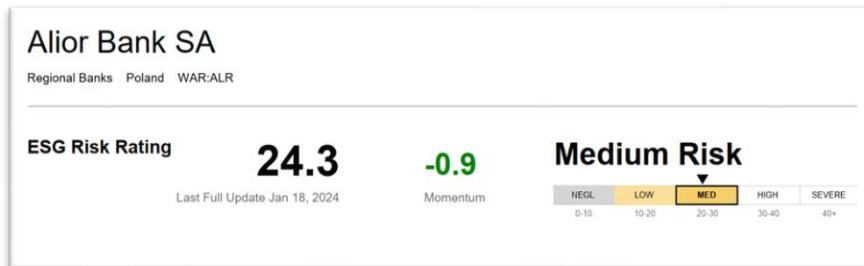


## Chemotherapy chairs

- The Alior Bank Foundation financed the purchase of 6 chemotherapy chairs for the Provincial Specialist Hospital in Bytom. The initiative was possible thanks to the implementation of the "Let's Go Together" challenge, in which Alior's employees collected PLN 60k for the Rak'n'Roll Foundation.



## Selected activities in 1Q'24



For the first time, we participated in the Sustainalytics ESG rating



All the practices we reported have been accepted into the Responsible Business Forum Report

1. ESG Week
2. Alior University
3. ONA („SHE”) Initiative
4. Alior Bank Olympics
5. Charity work
  - We supported 100 charities as part of employee volunteering
  - We donated nearly 24 l of blood in the blood donation campaign
  - 1100 employees took part in the "Let's Go Together" campaign

# External stakeholders appreciate the changes in Alior Bank



Alior Bank's Currency Exchange Office with the **Customer's Golden Laurel** for the fourth time.



3rd place for the **best macroeconomic analyst** according to the daily newspaper "Parkiet".



Our Brokerage House, „Kantor Walutowy” (FX service), and Alior Pay service were nominated for the **Invest Cuffs** award in the categories of Brokerage House 2023, Online FX 2023, and FinTech 2023. „Kantor Walutowy” won the **silver laurel** in the Online FX category.



The title of the **Institution of the Year** in 9 categories: Best Private Banking, Best Service in Remote Channels, Best Service in Branches, Best Bank for Companies, Best Internet Banking. 26 of the bank's branches were awarded the title of the Best Banking Branch in Poland.



**HR of the Highest Quality Certificate** from the Polish Human Resources Management Association for Alior Bank.



Alior Bank was ranked among the 500 strongest brands in the press and online according to the **Top Brand 2023** ranking prepared by PSMM Monitoring & More.



Alior Bank awarded the prestigious **Top Employer** award for the best employers in Poland.

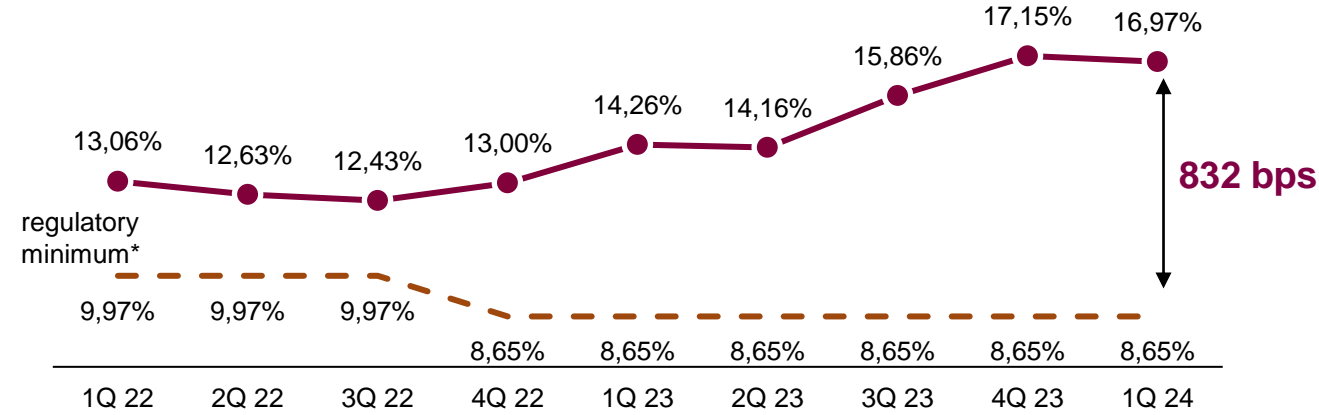


2nd place in the Ranking of Banks of the **Polish Association of Developers (PZFD)**.



# Stable and safe position of the Bank: capital and liquidity surplus well above regulatory minimums

## TIER I

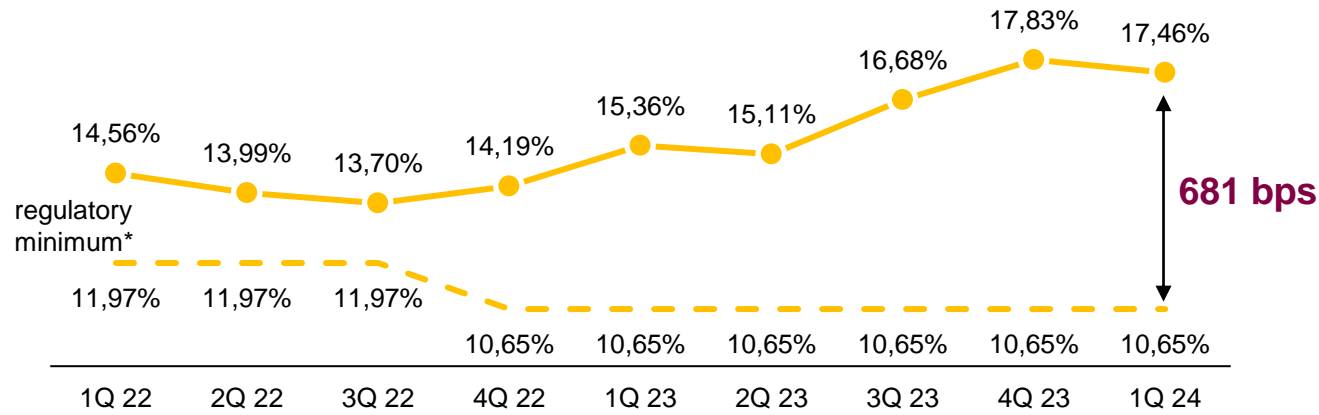


**Very high TIER I and TCR capital ratios at the end of March 2024, which significantly exceed regulatory minimums by 832 bps (PLN bn 4.2) and 681 bps (PLN bn 3.4), respectively.**

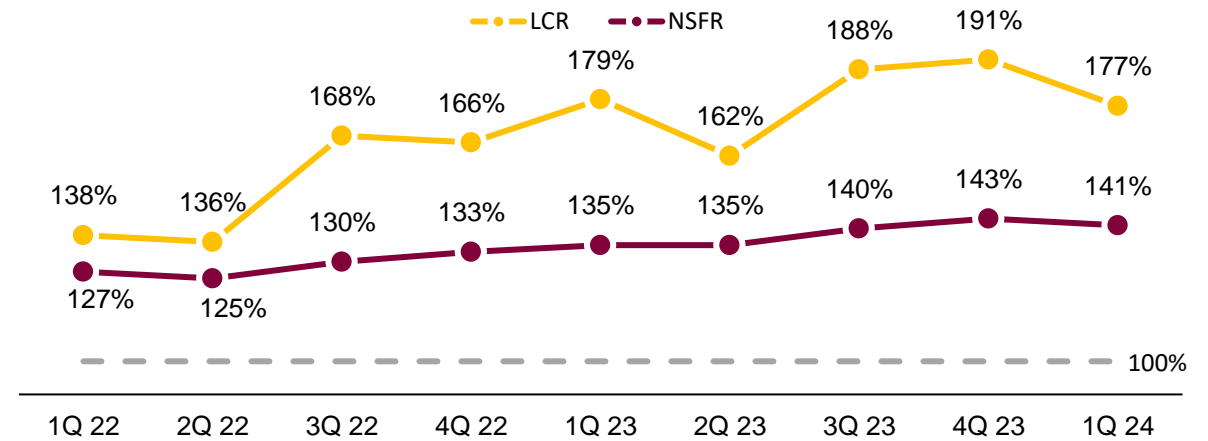
**On March 31, 2024, Alior Bank Group's consolidated MREL ratio was 20.23%.**

**The Bank's Management Board proposed the payment of a dividend from the profit for 2023 in the amount of PLN mn 577 (4.42 PLN per share).**

## TCR

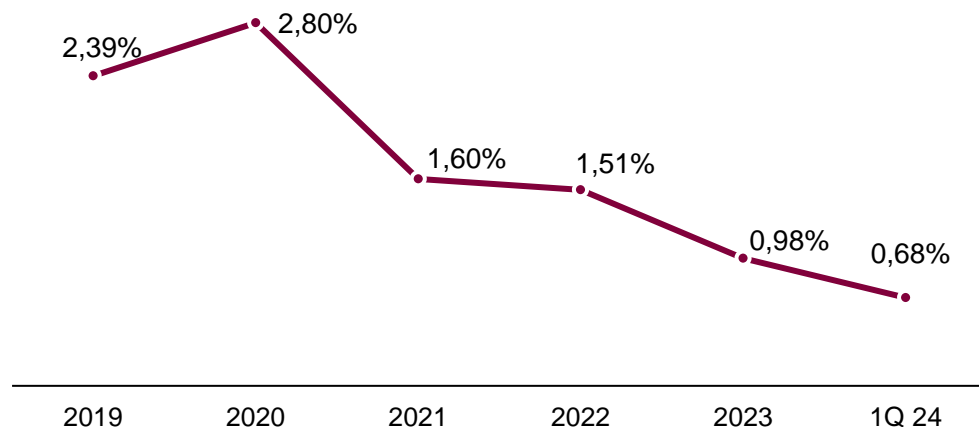


## Liquidity ratios: LCR, NSFR

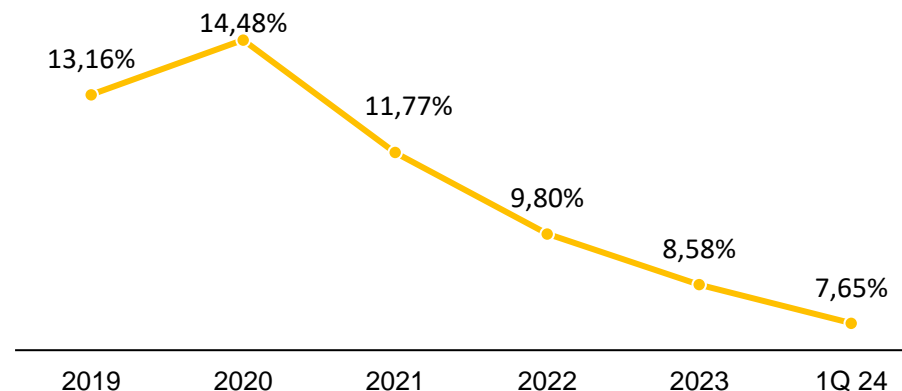


# Alior Bank consistently increases portfolio quality and decreases cost of risk

### Alior Bank Group – cost of risk (%)



### Alior Bank Group – NPL ratio



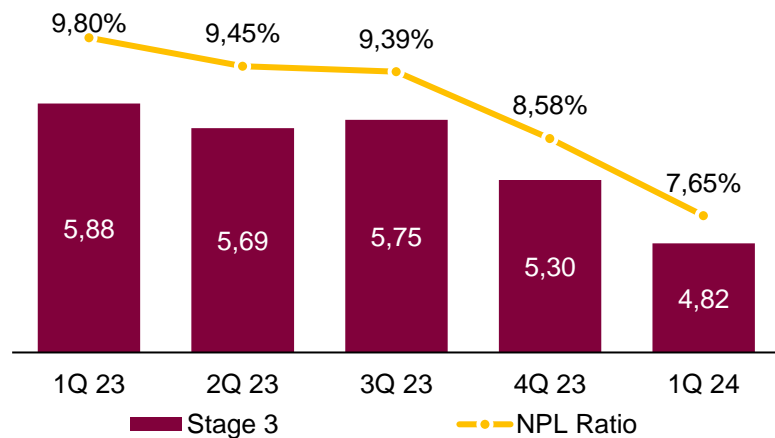
The Bank is successfully continuing the transformation of its credit risk management strategy, resulting in a significant increase in the resilience of the loan portfolio to the challenging macroeconomic environment. As a result, taking into account positive non-cyclical events, the cost of risk (COR%) in Q1'24 amounted to 0.68%.

The non-cyclical events that took place in Q1'24 include the positive effects of restructuring/debt collection activities for 2 significant customers from the KB segment classified as default, due to which the Bank recognized revenue at the level of approx. PLN mn 28. The COR% without one-off events would be at the level of 0.85%.

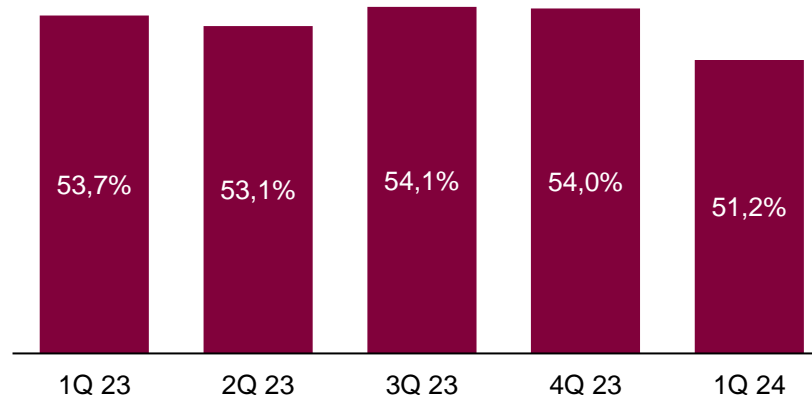
**Currently, we do not identify any risks that would have a material negative impact on the COR% level. We expect that Alior Bank Group's cost of risk in 2024 will be under 1%.**

# Changes in credit portfolio management have brought tangible results

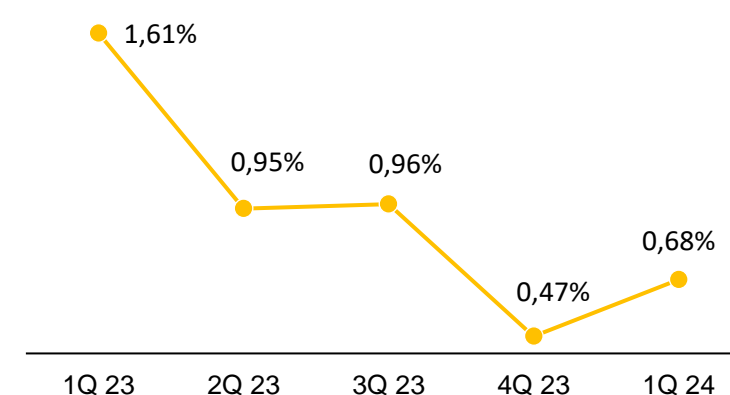
### Impaired loans (PLN bn)



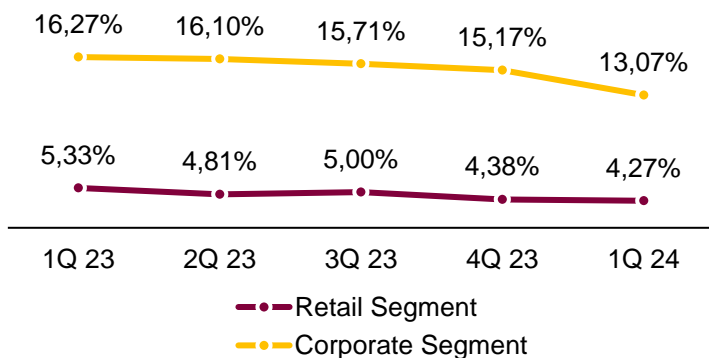
### NPL reserve coverage ratio\*



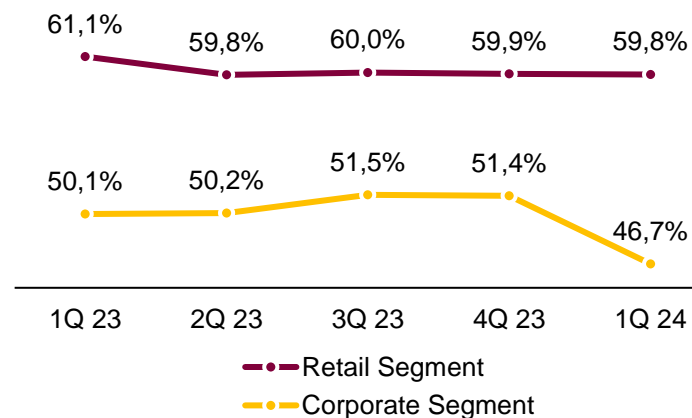
### Cost of Risk - CoR\*\*



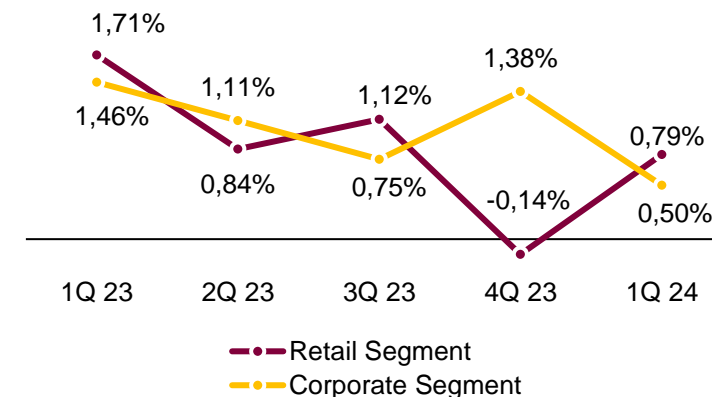
### Impaired loans – segments



### NPL provision coverage\* – segments



### CoR – segments\*\*





3



Financial results

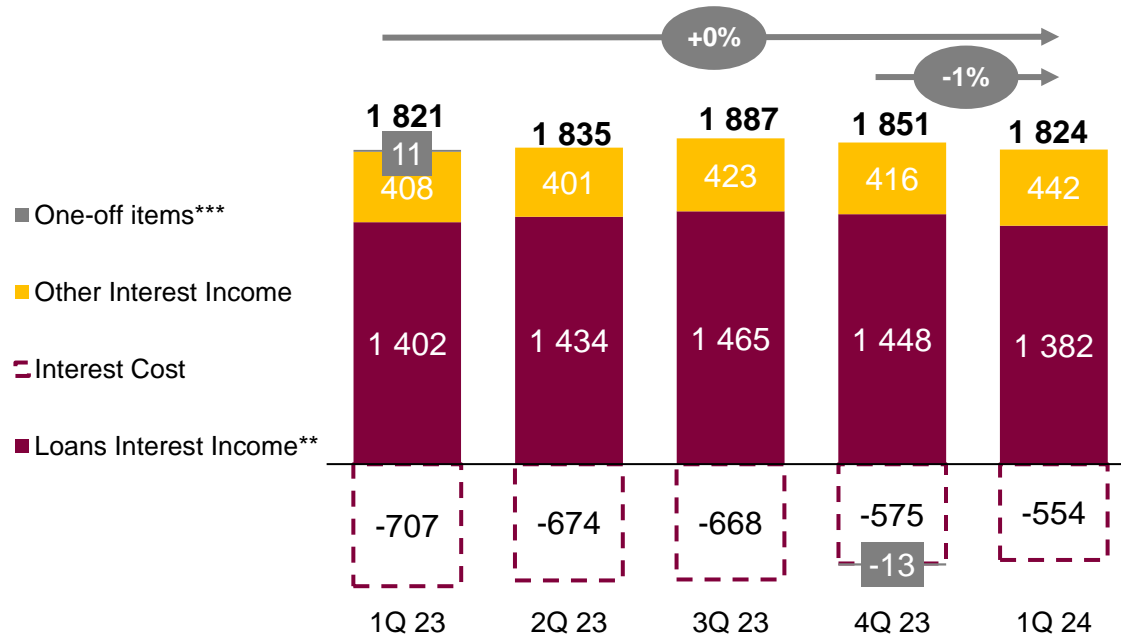
## Income statement

PLN mn	1Q 23	4Q 23	1Q 24	% y/y	y/y	% q/q	q/q
<b>Total Income</b>	<b>1 328,2</b>	<b>1 532,6</b>	<b>1 498,4</b>	<b>13%</b>	<b>170,2</b>	<b>-2%</b>	<b>-34,2</b>
Net interest income	1 103,1	1 289,2	1 269,4	15%	166,3	-2%	-19,8
Net fee and commission income	208,6	240,5	211,3	1%	2,8	-12%	-29,2
Other income	16,6	2,9	17,7	6%	1,1	514%	14,8
<b>Total costs</b>	<b>-819,3</b>	<b>-752,2</b>	<b>-729,7</b>	<b>-11%</b>	<b>89,7</b>	<b>-3%</b>	<b>22,6</b>
General administrative expenses	-505,5	-561,6	-545,3	8%	-39,9	-3%	16,2
Impairment of non-financial assets	-0,2	-1,3	-0,1	-59%	0,1	-92%	1,2
Net expected credit losses	-247,1	-75,9	-111,2	-55%	135,9	47%	-35,3
Cost of fx mortgage legal risk	-0,5	-45,8	-1,8	255%	-1,3	-96%	44,0
Banking tax	-66,0	-67,6	-71,2	8%	-5,2	5%	-3,6
<b>Gross profit</b>	<b>508,9</b>	<b>780,3</b>	<b>768,8</b>	<b>51%</b>	<b>259,9</b>	<b>-1%</b>	<b>-11,6</b>
Income tax	-143,1	-193,6	-190,6	33%	-47,5	-2%	3,0
<b>Net profit</b>	<b>365,8</b>	<b>586,7</b>	<b>578,1</b>	<b>58%</b>	<b>212,3</b>	<b>-1%</b>	<b>-8,6</b>
Net interest margin (NIM)	5,81%	6,22%	5,96%	-	+0,15 p.p.	-	-0,26 p.p.
Cost of funding (CoF)	2,44%	2,16%	2,15%	-	-0,29 p.p.	-	-0,02 p.p.
Cost of risk (CoR)	1,61%	0,47%	0,68%	-	-0,93 p.p.	-	+0,22 p.p.
Cost / Income ratio (C/I)	38,1%	36,6%	36,4%	-	-1,7 p.p.	-	-0,2 p.p.
Loan / Deposit ratio (L/D)	80,4%	81,1%	81,5%	-	+1,1 p.p.	-	+0,4 p.p.
Return on equity (ROE)	22,7%	26,1%	24,4%	-	+1,7 p.p.	-	-1,7 p.p.
Total Capital Ratio (TCR)	15,36%	17,83%	17,46%	-	+2,10 p.p.	-	-0,37 p.p.

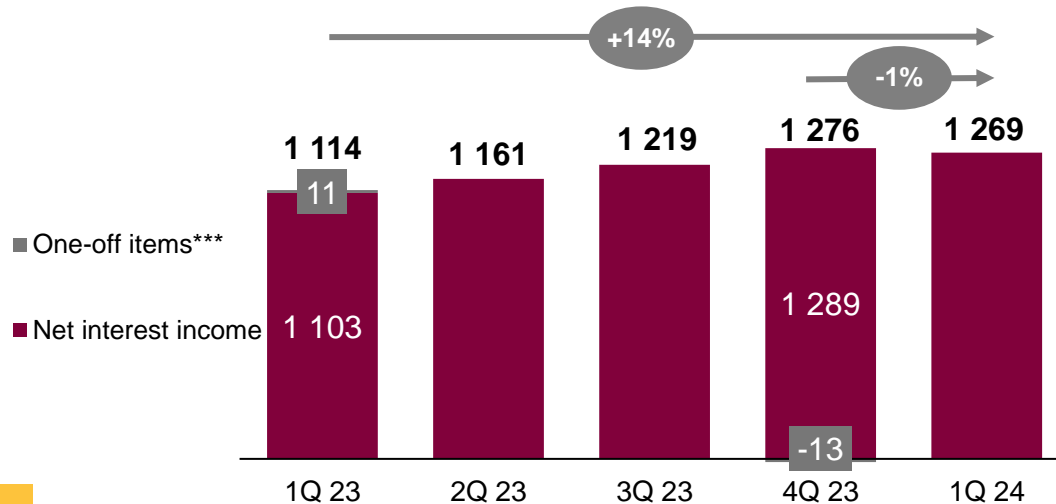
- **In Q1'24, net profit amounted to PLN mn 578.1**, which allowed us to achieve a return on equity (ROE) of **24.4%**
- **The net interest margin ratio (NIM) in Q1'24 was 5.96%**. In subsequent quarters, the interest margin will be influenced by a gradually increasing share of mortgage loans and financial assets on the balance sheet
- The improvement in the net interest income by PLN mn 166 (+15%) y/y was mainly due to an increase in interest income on derivatives (hedging) by approx. PLN mn 122 y/y, an increase in the loan portfolio and securities (impact on net interest income of approx. PLN mn +130 y/y), partially reduced by the impact of a decrease in interest rates (approx. PLN mn -100 before hedging)
- Derivative transactions reduced the Bank's net interest income in Q1'24 by PLN mn 106, compared to PLN mn 228 in Q1'23 and PLN mn 133 in Q4'23

# Stable net interest income and growth in assets translated into a slight decrease in the interest margin

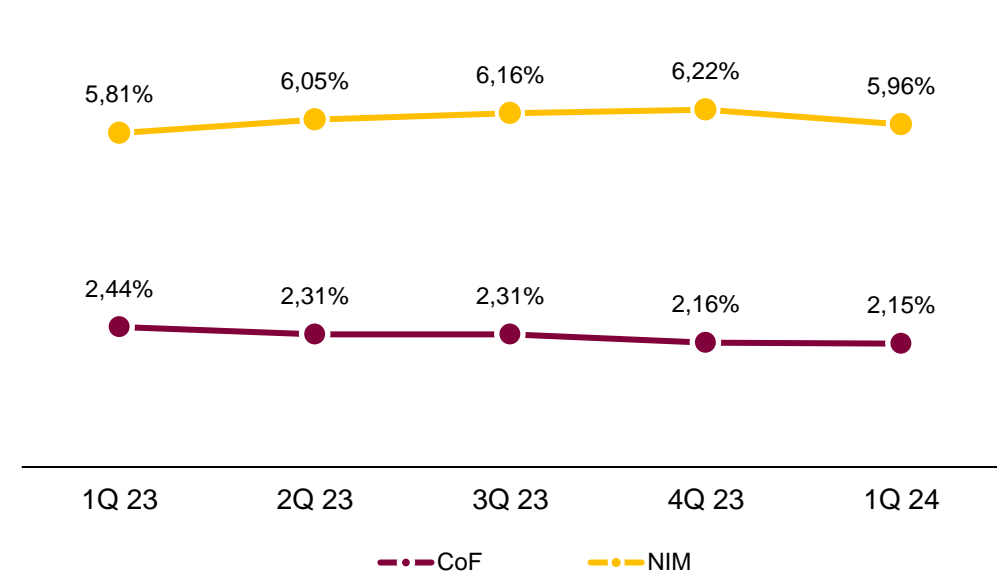
## Interest income and expenses (PLN mn)



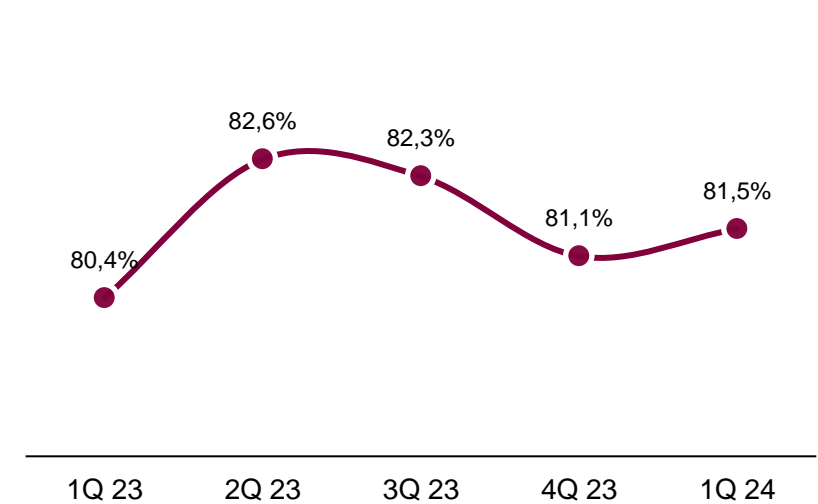
## Net interest income (PLN mn)



## Interest margin and financing cost\*



## Loan / Deposit Ratio



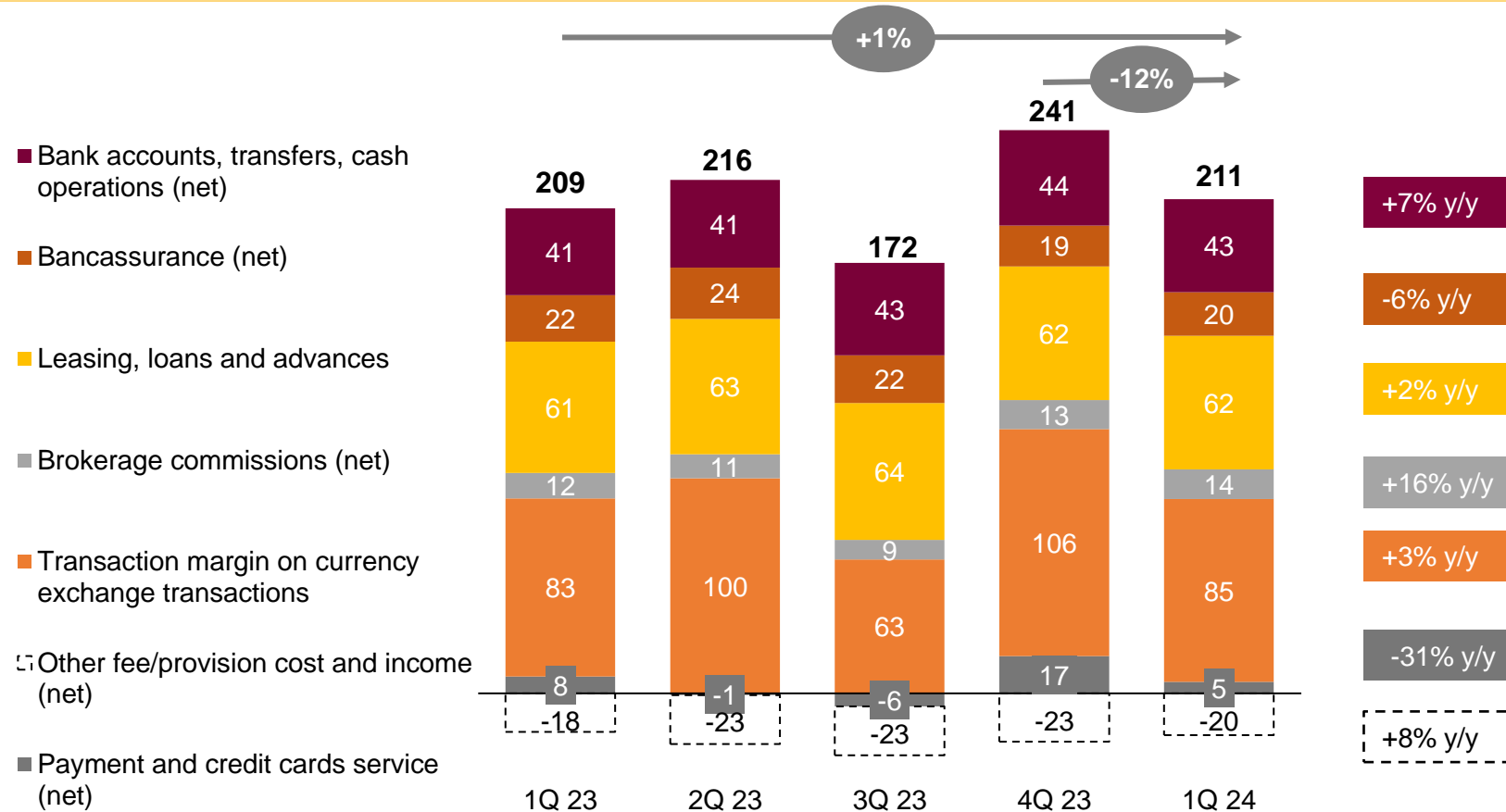
\* Managerial presentation, QTD

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

\*\*\* PLN mn 11 adjustment of credit moratoria provisions in 1Q'23, in 4Q'23 credit moratoria were finally settled, which increased interest income by PLN mn 13.

## Stable y/y fees and commissions result

Net Fees and Commissions Income (PLN mn)

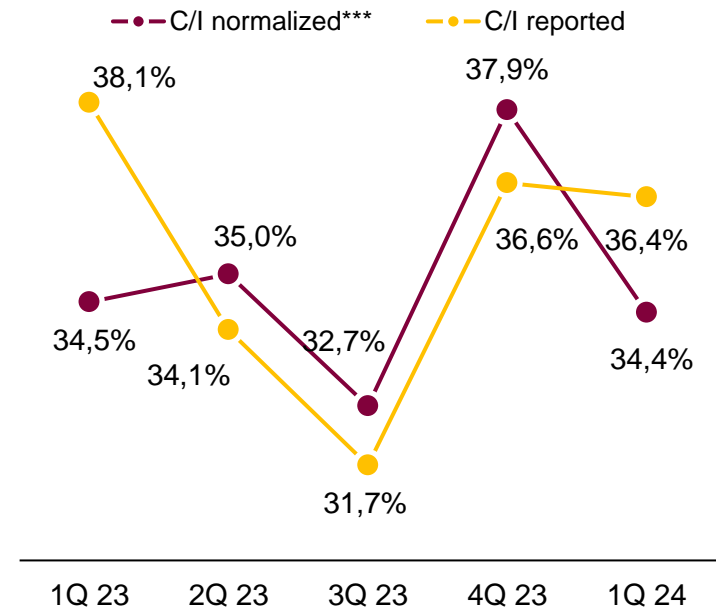
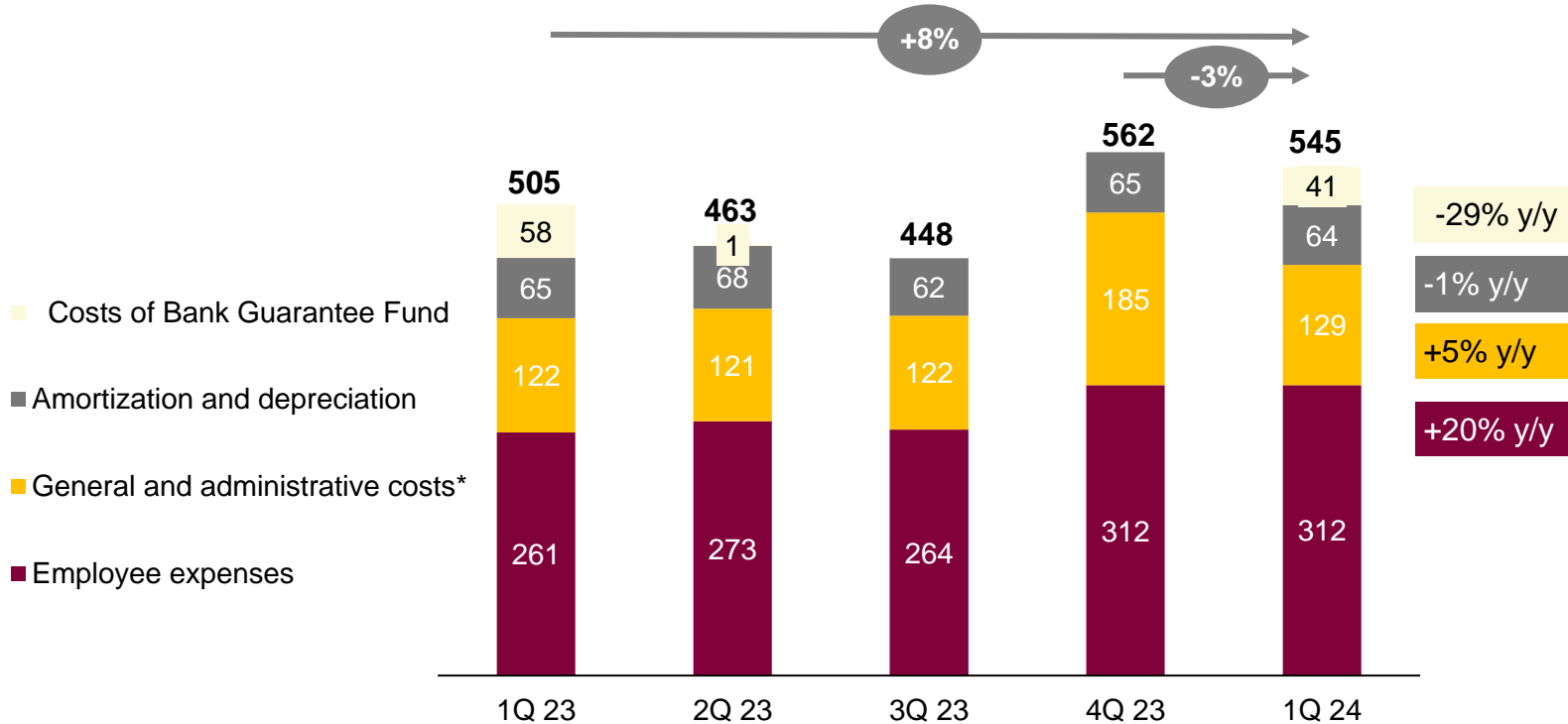


- Net fee and commission income in Q1'24 was similar to Q1'23 (+PLN 3 million, +1%)
- The decrease in Q1'24 of the net commissions income on FX transactions by PLN mn 21 q/q is due to Alior Bank's previous accounting practices concerning these transactions. In Q4'23, the result on foreign exchange transactions was increased by approx. PLN mn 22 shifted from the trading result. From 2024 onwards, the result on foreign exchange transactions is presented only in net commission income
- The decrease in the net result on payment and credit card services by PLN mn 12 q/q was mainly due to the nature of settlements (seasonality) with payment operators

# The Bank is maintaining operational efficiency, despite growing inflationary pressure on costs

Operating costs (PLN mn)

C/I ratio\*\*



- In Q1'24, operating expenses amounted to PLN mn 545 and increased by 8% compared to operating expenses in Q1'23, which was mainly due to an increase in employee costs by PLN mn 51 y/y. The increase in employee costs was mainly due to an increase in the average salary level
- In Q1'24, the Bank's costs were increased by a provision for the contribution to the BFG resolution fund in the amount of PLN mn 40.6
- The main reason for the decrease in general and administrative expenses by PLN mn 56 (-30%) in Q1'24 compared to Q4'23 was among others, a decrease in marketing costs by PLN mn 15, a decrease in taxes and fees by PLN mn 13, a decrease in the costs of advisory services by PLN mn 11 and a decrease in the costs of rent and maintenance of buildings by PLN mn 9
- The operating costs presented in the chart account for the adjustment made to the method of presenting the costs of provisions for litigation. Until 3Q'23 costs of provisions for litigation were presented as other general and administrative expenses, but now they are in other operating costs
- In subsequent quarters, the increase in operating costs will be mainly driven by the general increase in prices in the economy

## The main financial targets of the strategy „Your Bank of everyday life, your Bank for the future”

Profitability	1Q'24	2024
ROE	24.4%	>13%
C/I	36.4%	<45%
Equity		
Tier 1	17.0%	>13,5%
TCR	17.5%	>15%
Credit risk		
CoR	0.68%	<1,6%
NPL	7.65%	<10%





- Safe and stable capital position
- High NIM
- Innovation, digitization, high quality of services for Customers
- High performance due to an increase in revenue and cost optimization
- Improvement in the loan portfolio quality
- Consumer Finance market leader
- Growing share of housing loans in the portfolio
- Negligible share of CHF housing loans in the portfolio

# 4

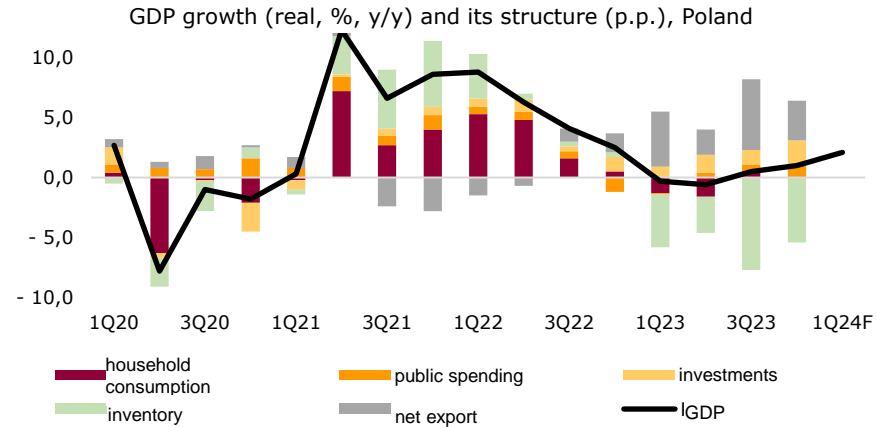


Other issues

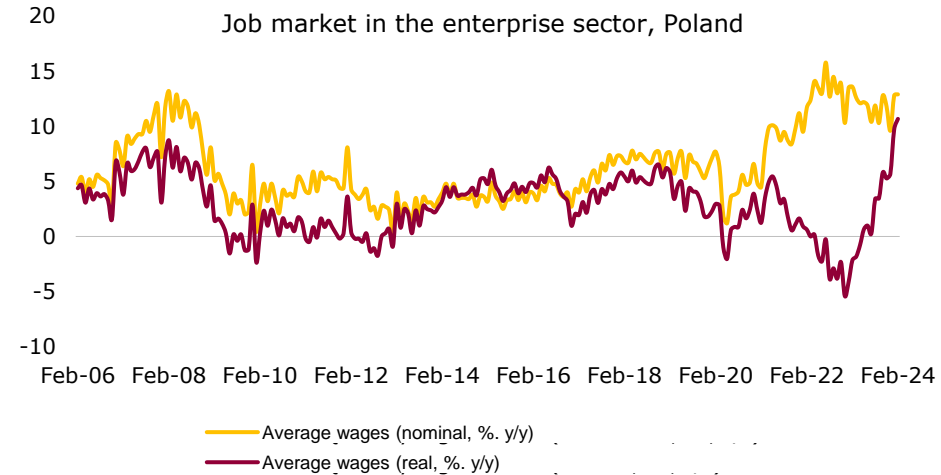


# In Q1'24 economic recovery continued in Poland

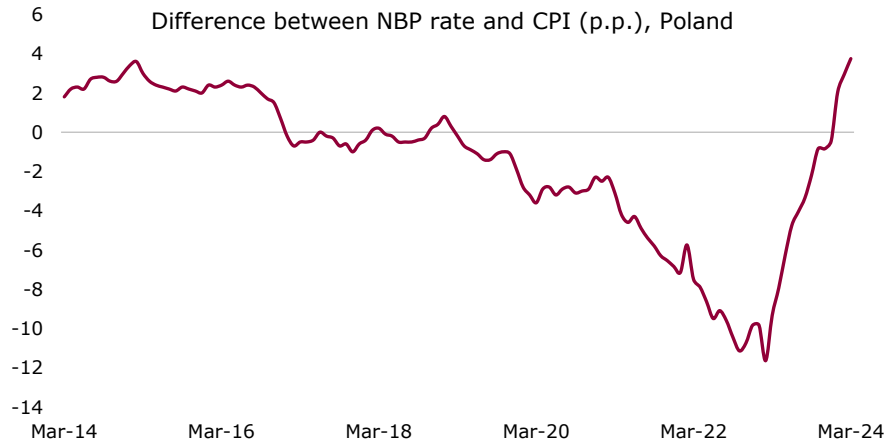
## The beginning of 2024 suggests a moderate recovery



## Strong real wage growth supports consumption...



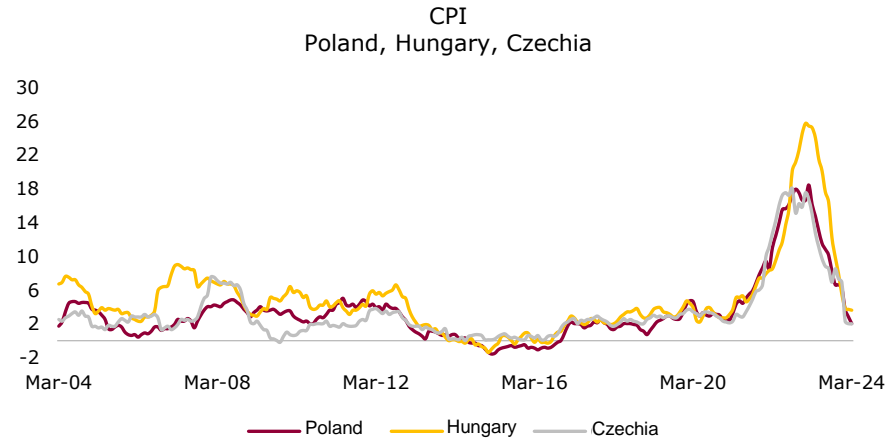
## ...but saving is also becoming more and more attractive



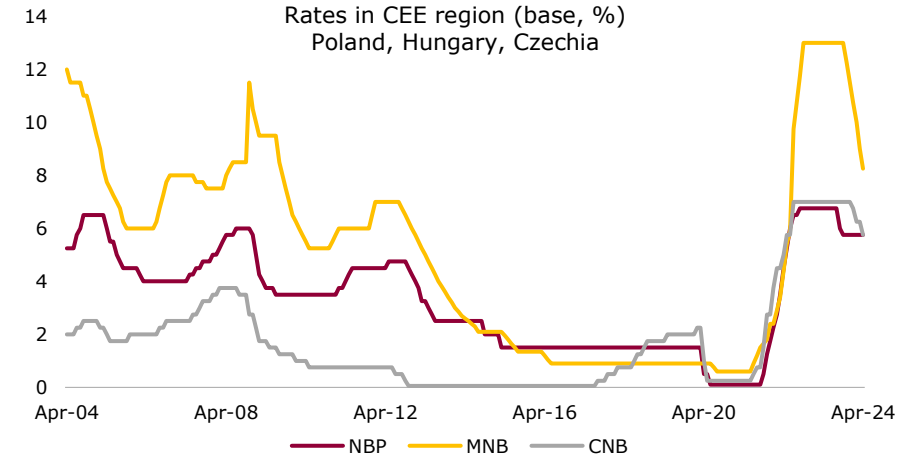
- In Q1'24 moderate recovery is observed in Poland, which means a continuation of the trend from the second half of 2023. GDP growth in Q1'24 is estimated at approx. 2.1% y/y vs. 1% y/y in Q4'23
- After a strong 2023, investment demand is receding into the background, with private consumption coming to the fore
- Investments are slowing down mainly in infrastructure construction, as 2023 was the final year for spending funds from the previous EU financial perspective
- Consumers are supported by a very good situation on the labor market. The unemployment rate remains at a record low level, which at the same time puts significant pressure on wage growth, which in real terms, also thanks to the slowdown in inflation, in Q1'24 recorded almost double-digit annual growth rates
- Simultaneously, households have a significant incentive to rebuild their savings. Interest rates in relation to inflation are at a positive level and at the same time the highest level in years
- The recovery in savings has so far mitigated the rebound in consumer demand. External demand also hampers the Polish economy – the eurozone has been stagnant for a prolonged time

# Inflation is still cooling down, which is additionally supported by a strong zloty

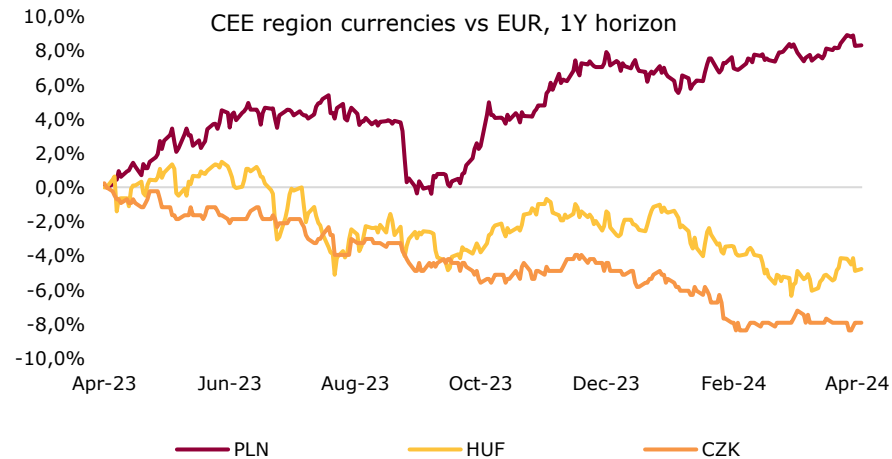
## Inflation slows down across the entire CEE region



## This allows for interest rate cuts



## NBP's policy is more conservative, which supports the zloty



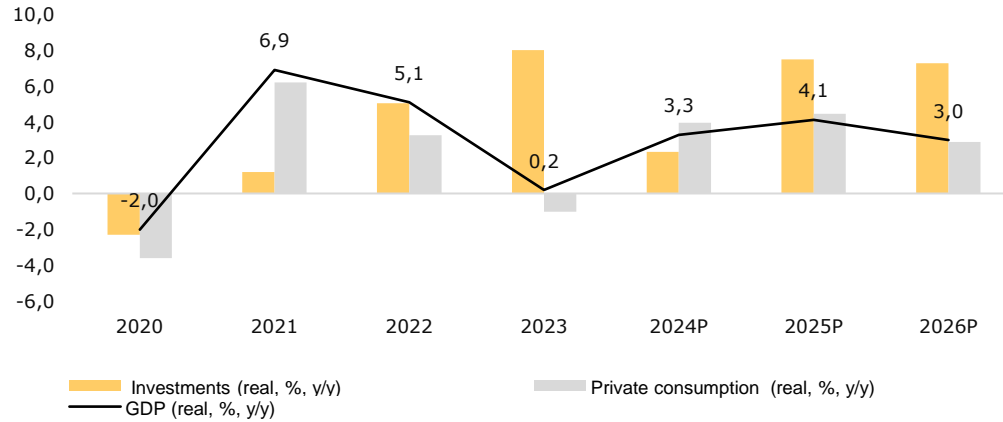
- The year 2024 began with a further slowdown in inflation in Poland and the CEE region countries
- In Q1'24 CPI inflation was within the target set by the central banks in Poland, Czechia, and Hungary
- However, the very favorable trajectory of consumer inflation in Poland is largely due to the government's anti-inflation shields for food and energy, which are still in force. These, however, will be phased out starting in Q2'24
- Along with the expected recovery in demand, the above fact will cause inflation to rebound later in the year and probably miss the NBP target range (2.5% y/y +/- 1 p.p.)
- Bearing in mind the risk that the decline in inflation within the target is temporary, NBP did not change interest rates in Q1'24 and communicates that the stabilization of monetary policy is a likely scenario for the whole of 2024
- The more conservative monetary policy of the NBP in relation to the central banks of the region and more broadly that of developed countries supports the zloty, which has recently been strong against the CEE currencies
- The zloty is also supported by the unblocking of funds from the NRP

# Economic growth in an environment of positive real interest rates

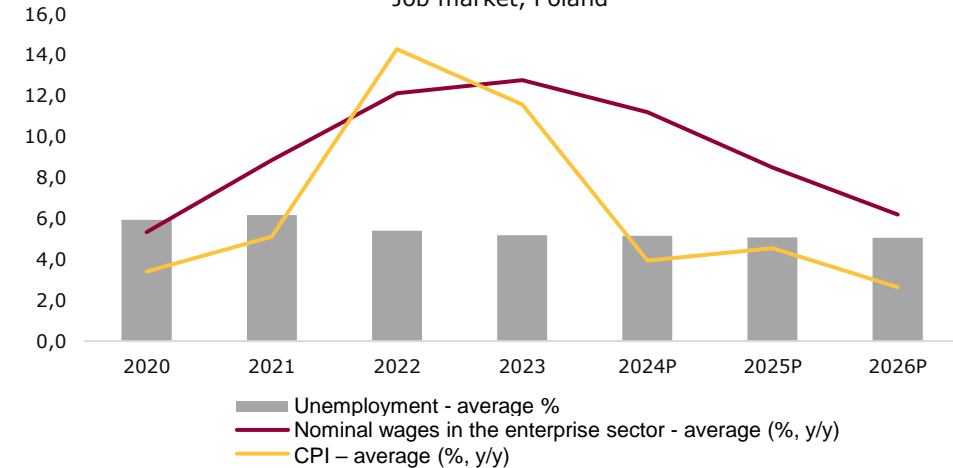
**In 2024, consumption should support the rebound in GDP**

**Which will be enabled by among others a strong growth in real wages**

GDP growth with main components, Poland

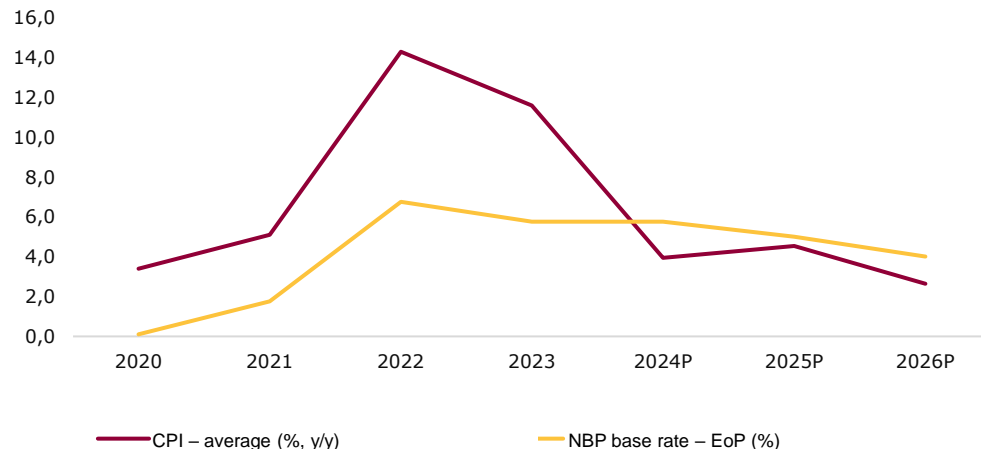


Job market, Poland



## A period of positive real interest rates is arriving

CPI and interest rate, Poland



- We see the potential for Poland's GDP growth to be above 3% in 2024
- The economic recovery will take place amid stronger consumer demand and a slowdown in investment demand
- NRP funds may partially cushion the bottom of the investment cycle in 2024. Investment growth will slow down this year, but in our opinion, it should be positive
- In 2025-2026, we expect a significant acceleration in investments (supported by EU funds), which will combine with the already mature recovery in private consumption and translate into economic growth averaging above 3.5% over these two years
- The unemployment rate will stabilize at its current historical lows. Employment growth may be dampened by the experience of 2024, i.e. pressure on margins and increased wage costs
- Wages are entering a period of strong real growth, which will support consumption
- A tight labor market continues to pose risks to the inflation outlook
- However, the change in the Monetary Policy Council's stance to a more conservative one means that real interest rates will be positive in 2024-2026, which significantly increases the chances that inflation will reach the NBP's target on a more permanent basis, which we believe will happen at the end of 2025

## Alior Bank's Brokerage House

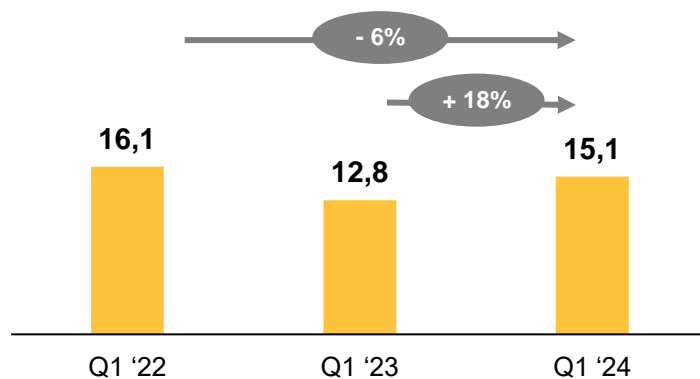


In 1Q'24 commission income was significantly higher than in the previous year, despite a weaker result in the core brokerage business. We achieved record levels in the sale of investment funds, and we also significantly increased our assets in the Individual Advisory service.

### Basic operating information:

- The number of brokerage accounts was **91.5 k** (+2.7% y/y)
- The number of Alior Trader accounts exceeded **7.9 k** (+5.0% y/y)
- Assets in Individual Advisory **PLN bn 1.6** (+38% y/y)
- Sales of Investment Funds (gross) **PLN mn 683** (+201% y/y)
- Sales of Structured Products (gross) **PLN mn 234** (-31.5% y/y)

**Brokerage House Fees and Commissions**  
revenues (PLN mn)



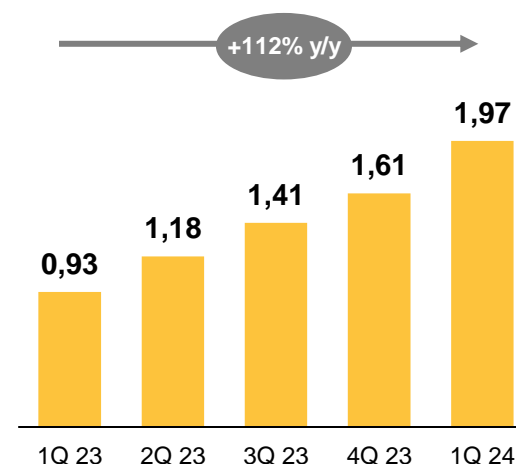
## Alior TFI



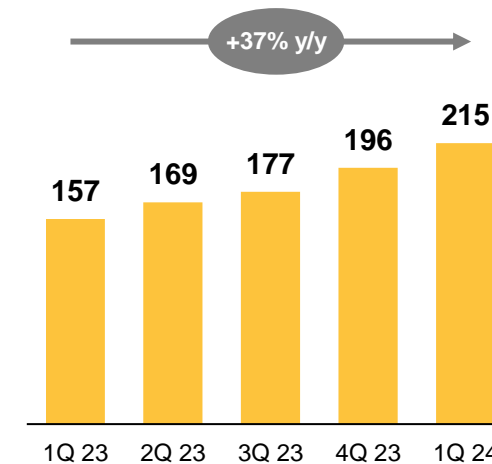
In 1Q'24 Alior TFI achieved a record-breaking level of fund sales. At the end of March 2024, TFI had assets of PLN bn 1.97. Net inflows to the funds in 1Q'24 amounted to PLN mn 337. The largest inflows were recorded in funds with a relatively low risk profile: „Konserwatywny”, „Ostrożny”, and „Odpowiedzialny”.

Over the last 12 months, the change in the level of Alior TFI's AuM has been three times greater than the growth of the market. In 1Q'24 Alior TFI's assets grew by 22%, while the market grew by 10% and the short-term debt funds market, which is more similar in terms of asset profile, grew by 17%.

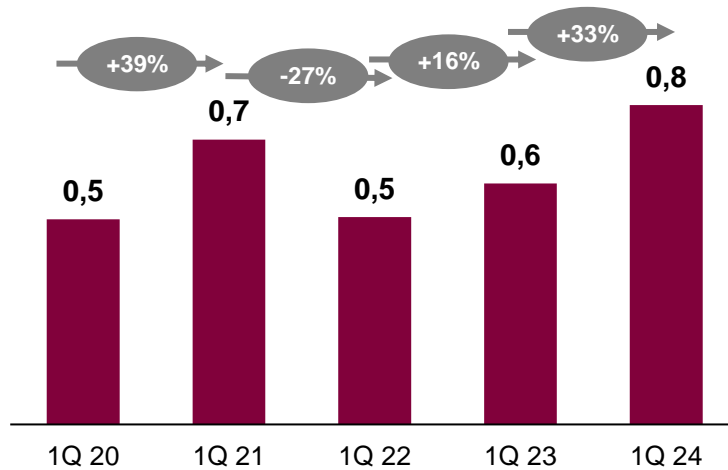
**Assets under management in Alior TFI open funds**  
(PLN bn)



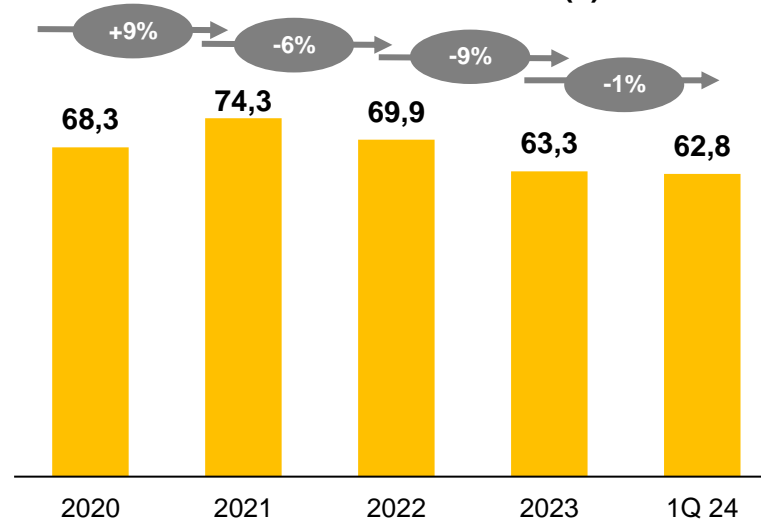
**Assets under management in non-dedicated funds\* in Poland**  
(PLN bn)



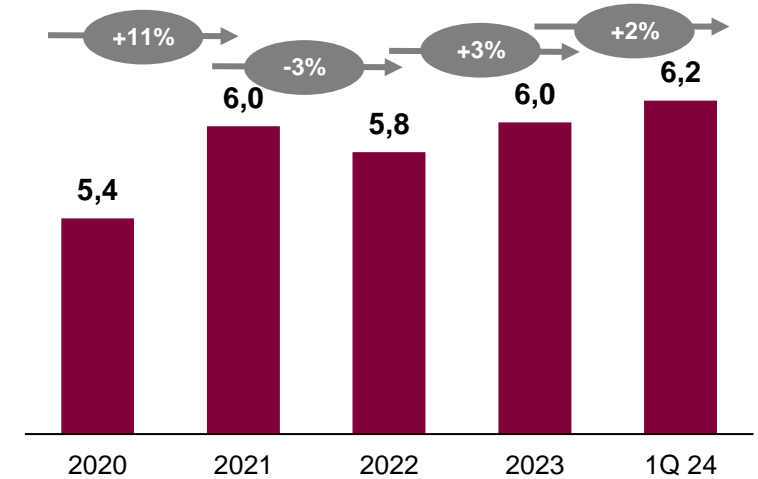
### Sale of lease and loans (PLN bn)



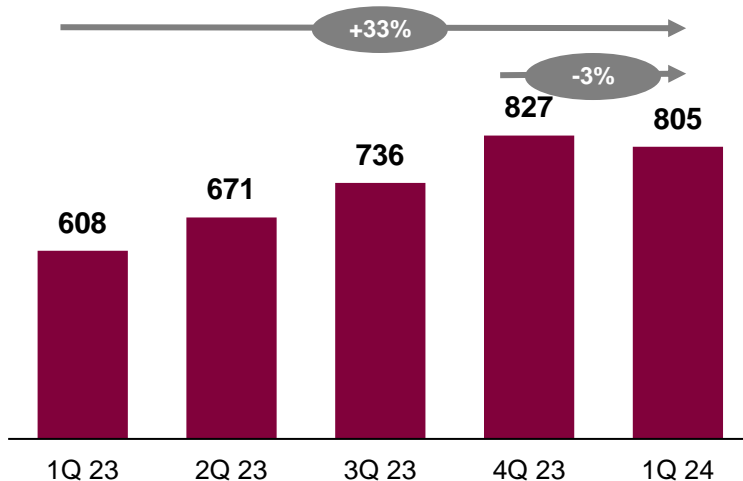
### Number of customers (k)



### Lease and loans portfolio (PLN bn)



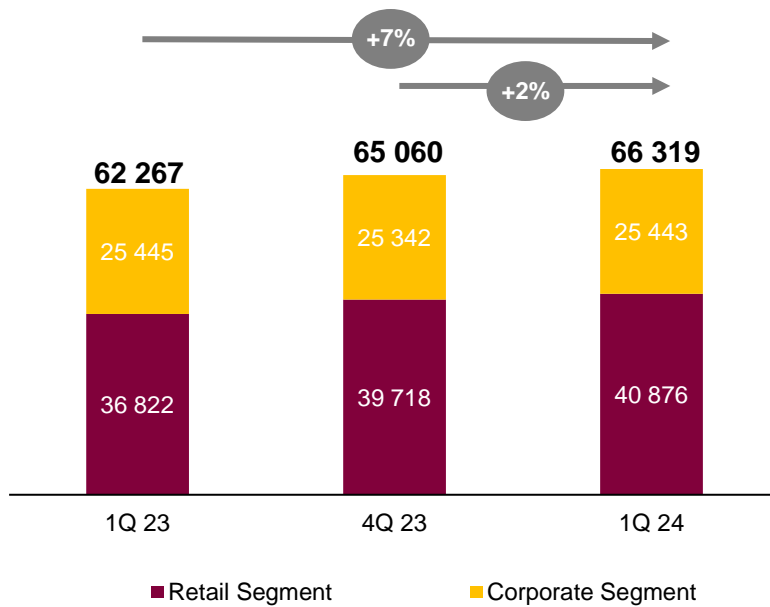
### Quarterly sale of leases and loans (PLN mn)



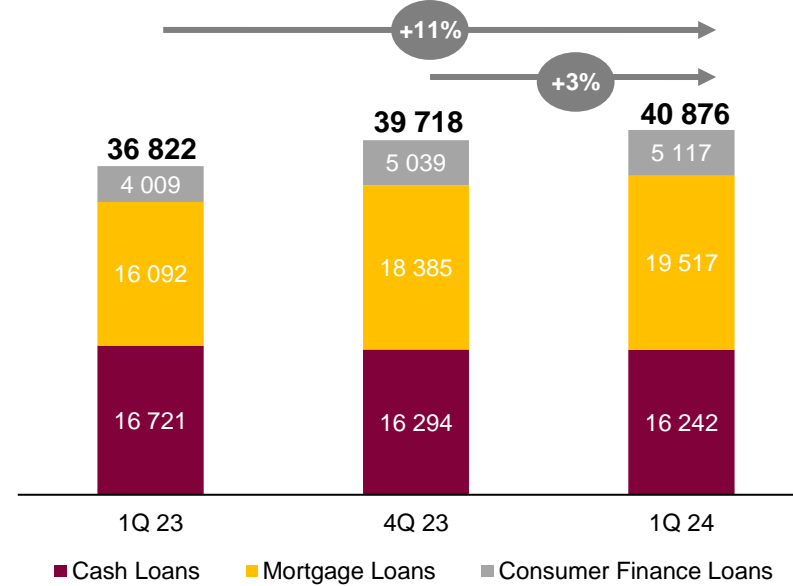
- Alior Leasing's leasing and loan portfolio amounted to PLN 6.2 billion at the end of 1Q'24.
- Sales in 1Q'24 was slightly lower than in the previous quarter, but is significantly higher than in the same period of the previous year and is the highest sales recorded in the first quarter since 2019.
- The number of active Alior Leasing contracts at the end of 1Q'24 amounted to **92.5 k (-6% y/y)**.
- The share of light vehicles in the financing structure in 1Q'24 was 46%, the share of heavy vehicles was 35%, and the share of machinery and equipment was 19% (financing of this asset category in 1Q'24 amounted to PLN mn 152, i.e., 77% more than in 1Q'23).
- In 1Q'24, Alior Leasing continued to implement its strategic initiatives for 2023-2025. The company focused on further development of cooperation with Alior Bank and a significant increase in sales in the vendor channel, i.e., in cooperation with fixed asset suppliers. At the same time, the strategic projects of Alior Rent and Alior e-Leasing are still progressing.
- The company is involved in new initiatives, especially in supporting Polish entrepreneurs in the green transformation. In 1Q'24 work was carried out on the Energy Pro program, the leader of which is the PZU Group.
- The measures taken in 2023 allowed us to maintain high sales growth dynamics. March was the best month in terms of sales since the beginning of 2019. New sales reached **PLN 308 million (+30% y/y)** and this was the second-best result in the Company's history.

# Gross structure of the loan portfolio

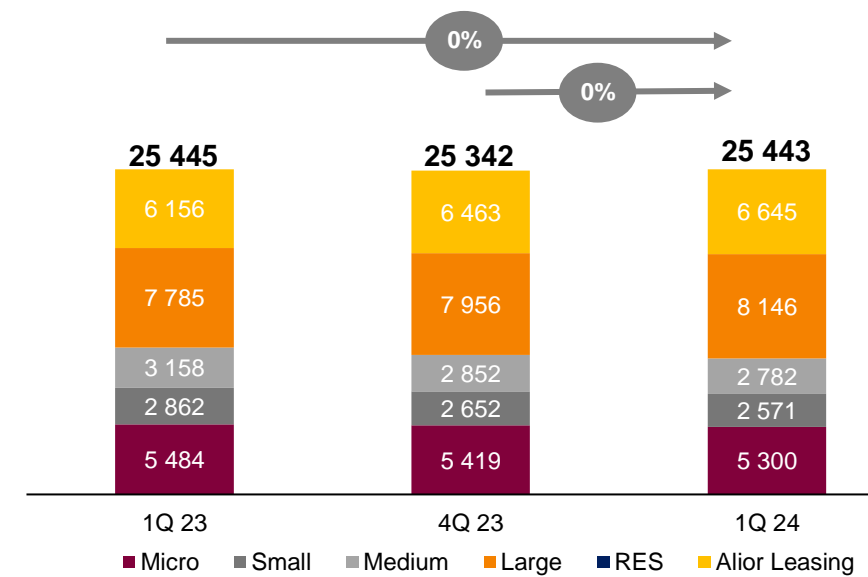
## Loan portfolio in total (PLN mn)



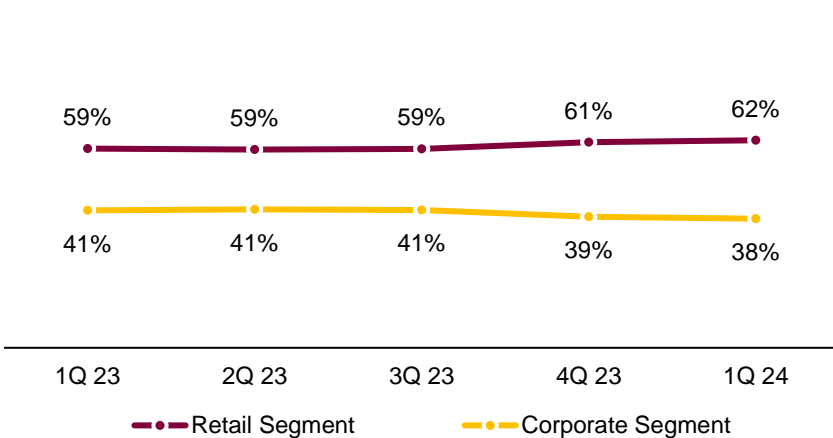
## Retail Customer Segment (PLN mn)



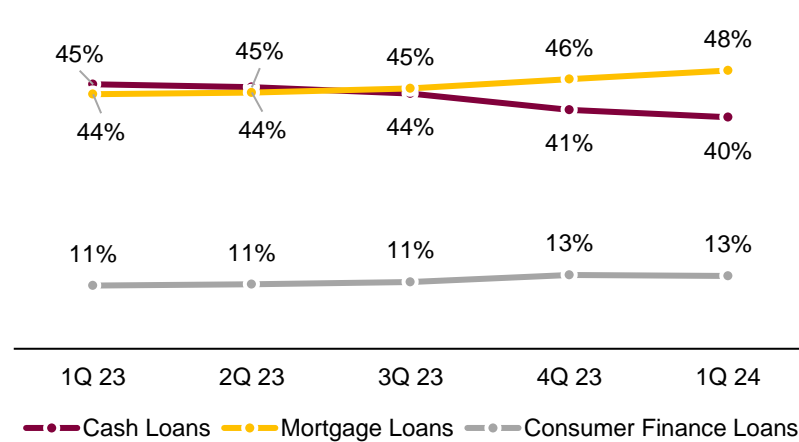
## Business Customer Segment\* (PLN mn)



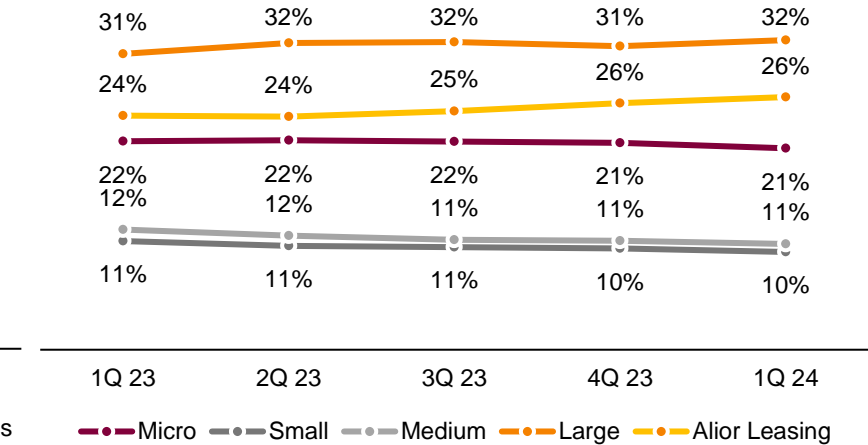
## Loan portfolio structure in total



## Structure of the Retail Customer segment

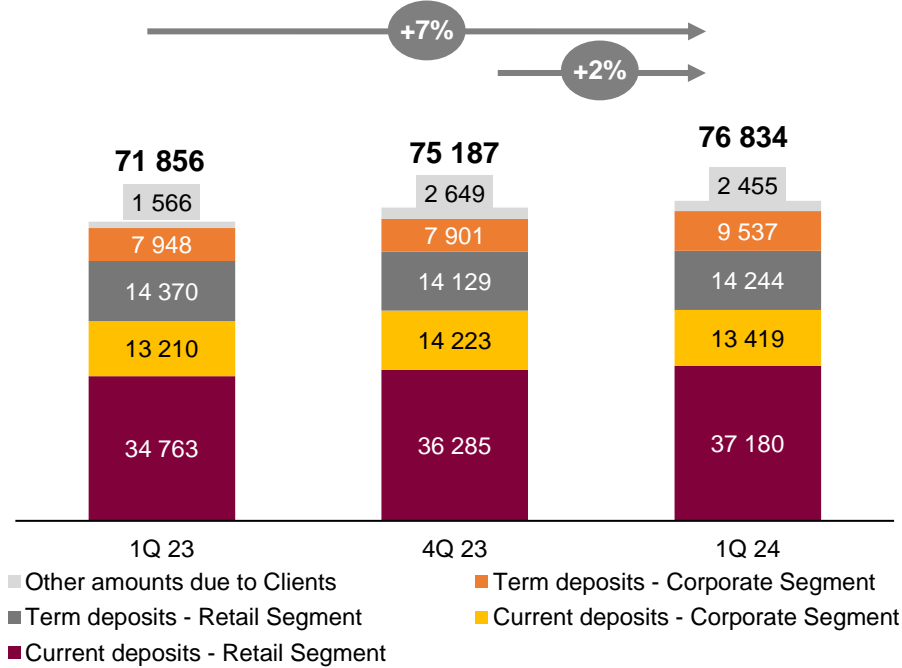


## Structure of the Business Customer segment\*

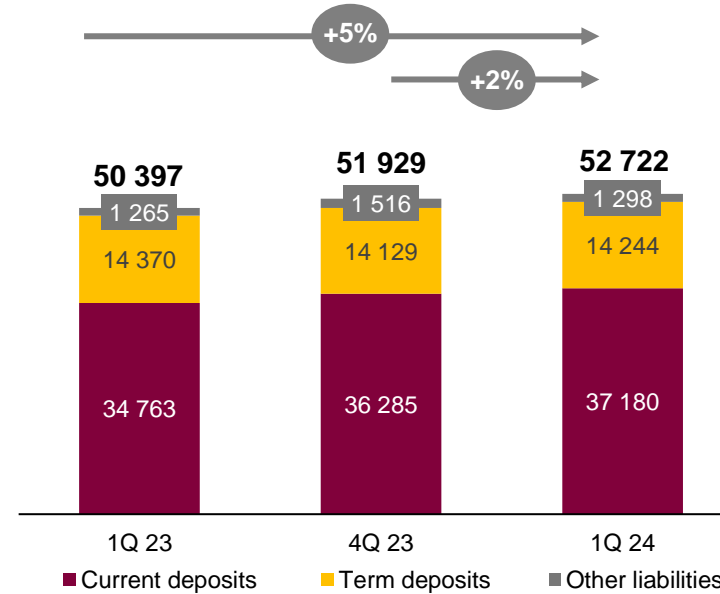


# The Bank adjusts its deposit portfolio to the current market situation (PLN mn)

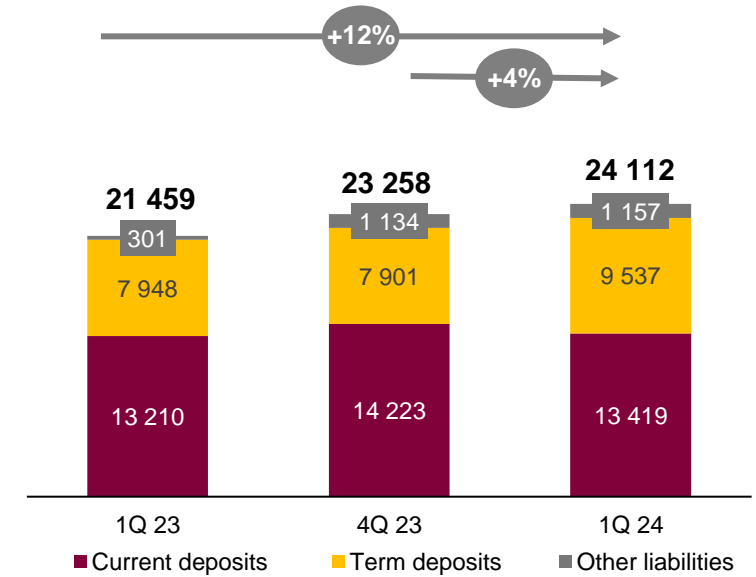
## Structure of net liabilities to Customers



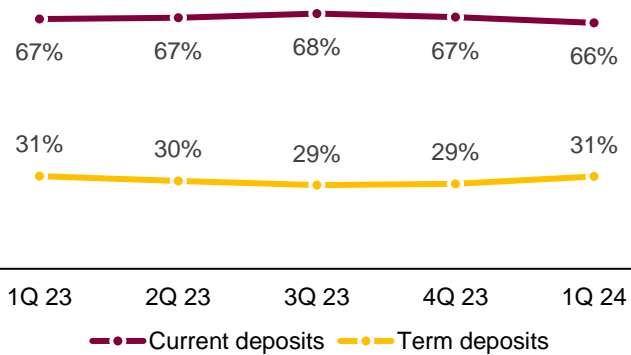
## Net liabilities structure - Retail Segment



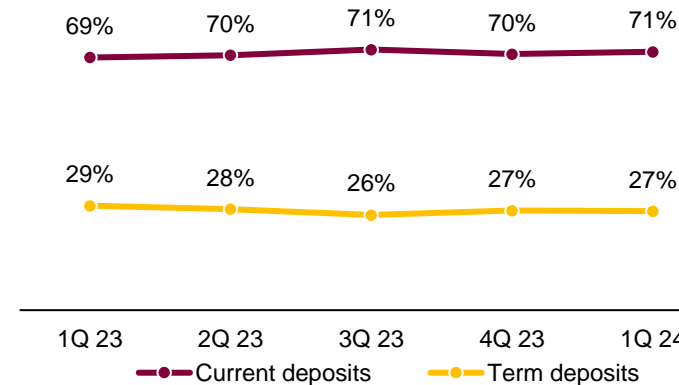
## Net liabilities structure - Business Segment



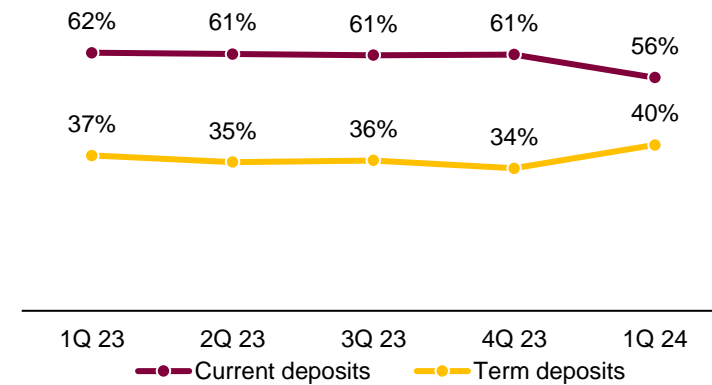
## Structure of main liabilities



## Structure of main liabilities - Retail Segment



## Structure of main liabilities - Business Segment



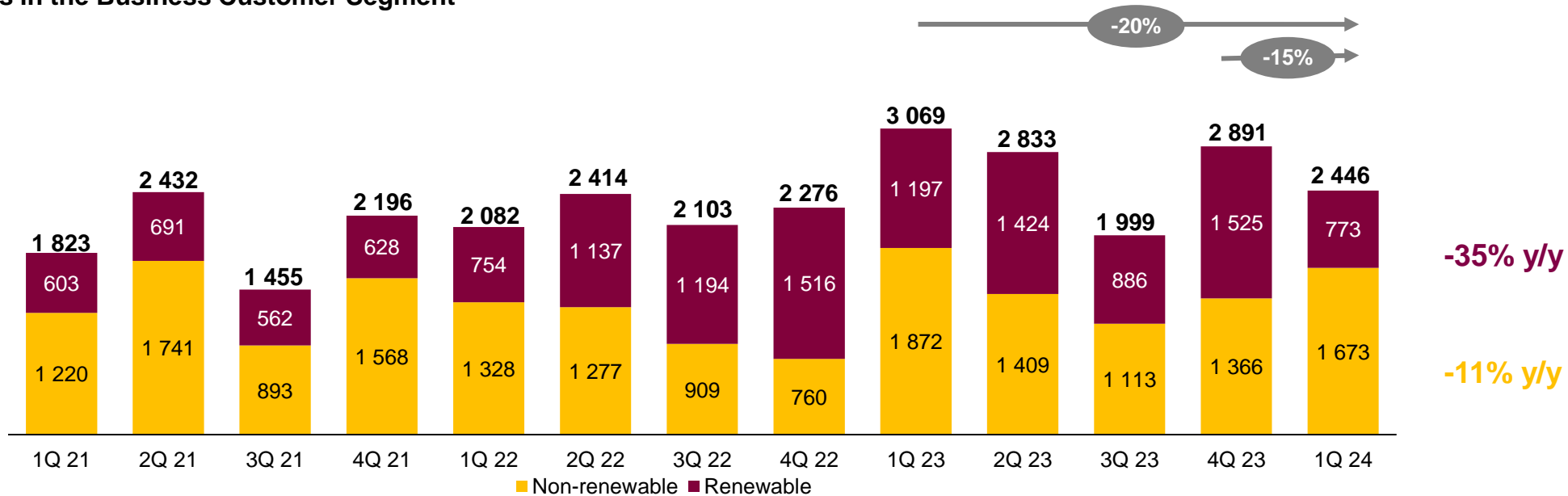
# Consolidated statement of the financial standing of the Alior Bank Group (PLN mn)

	1Q 23	2Q 23	3Q 23	4Q 23	1Q 24	% q/q	q/q	% y/y	y/y
<b>Total assets</b>	<b>84 325,2</b>	<b>83 527,5</b>	<b>86 320,5</b>	<b>90 134,1</b>	<b>91 379,5</b>	<b>1%</b>	<b>1 245,3</b>	<b>8%</b>	<b>7 054,3</b>
Cash and cash equivalents	4 578,0	3 167,6	3 819,9	2 539,3	2 180,2	-14%	-359,1	-52%	-2 397,9
Amounts due from banks	1 766,6	1 452,8	1 083,6	4 615,4	1 516,4	-67%	-3 099,0	-14%	-250,2
Investment financial assets	16 815,4	17 203,7	18 295,4	18 820,4	22 100,8	17%	3 280,3	31%	5 285,4
Derivative hedging instruments	248,1	260,5	331,9	336,1	268,8	-20%	-67,3	8%	20,7
Loans and advances to customers	57 799,5	58 390,2	59 982,9	60 965,1	62 625,8	3%	1 660,7	8%	4 826,4
Assets pledged as collateral	47,5	46,5	47,4	46,9	16,4	-65%	-30,5	-65%	-31,1
Property, plant and equipment	723,5	712,9	732,6	743,5	743,3	0%	-0,2	3%	19,8
Intangible assets	390,4	388,4	391,9	412,1	419,5	2%	7,4	7%	29,1
Income tax asset	1 290,0	1 188,9	1 056,1	984,0	928,2	-6%	-55,8	-28%	-361,8
Other assets	666,2	715,9	578,9	671,4	580,1	-14%	-91,3	-13%	-86,1
<b>Total liabilities and equity</b>	<b>77 416,7</b>	<b>75 842,1</b>	<b>77 736,3</b>	<b>80 884,5</b>	<b>81 561,5</b>	<b>1%</b>	<b>676,9</b>	<b>5%</b>	<b>4 144,8</b>
Amounts due to banks	303,9	229,9	328,8	288,3	269,0	-7%	-19,3	-11%	-34,8
Amounts due to customers	71 856,2	70 706,4	72 867,6	75 187,3	76 834,3	2%	1 647,1	7%	4 978,1
Financial liabilities	290,2	252,0	238,5	276,5	266,3	-4%	-10,1	-8%	-23,9
Derivative hedging instruments	1 384,0	1 084,0	766,3	682,6	660,8	-3%	-21,9	-52%	-723,3
Fair value changes of the hedged items in portfolio hedge	0,0	0,0	0,0	-0,2	-0,6	157%	-0,4	-	-0,6
Provisions	204,0	228,9	264,4	310,0	294,4	-5%	-15,6	44%	90,3
Other liabilities	2 110,4	2 017,0	1 864,7	2 653,9	2 386,1	-10%	-267,8	13%	275,7
Income tax liabilities	92,0	161,2	231,6	326,2	75,6	-77%	-250,7	-18%	-16,4
Subordinated loans	1 176,0	1 162,7	1 174,5	1 160,0	775,6	-33%	-384,4	-34%	-400,4
<b>Equity</b>	<b>6 908,5</b>	<b>7 685,4</b>	<b>8 584,3</b>	<b>9 249,6</b>	<b>9 818,0</b>	<b>6%</b>	<b>568,4</b>	<b>42%</b>	<b>2 909,5</b>
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	5 407,1	6 026,3	6 027,6	6 027,6	6 027,6	0%	0,0	11%	620,5
Revaluation reserve	-966,0	-696,5	-367,9	-291,4	-298,9	3%	-7,5	-69%	667,0
Other reserves	161,8	161,8	161,8	161,8	161,8	0%	0,0	0%	0,0
Foreign currency translation differences	0,0	1,4	0,1	2,3	0,0	-99%	-2,2	-59%	0,0
Accumulated losses	634,2	15,0	13,8	13,8	2 043,9	14745%	2 030,1	222%	1 409,7
Profit for the period	365,8	871,9	1443,4	2030,1	578,1	-72%	-1 452,0	58%	212,3
<b>Total liabilities and equity</b>	<b>84 325,2</b>	<b>83 527,5</b>	<b>86 320,5</b>	<b>90 134,1</b>	<b>91 379,5</b>	<b>1%</b>	<b>1 245,3</b>	<b>8%</b>	<b>7 054,3</b>

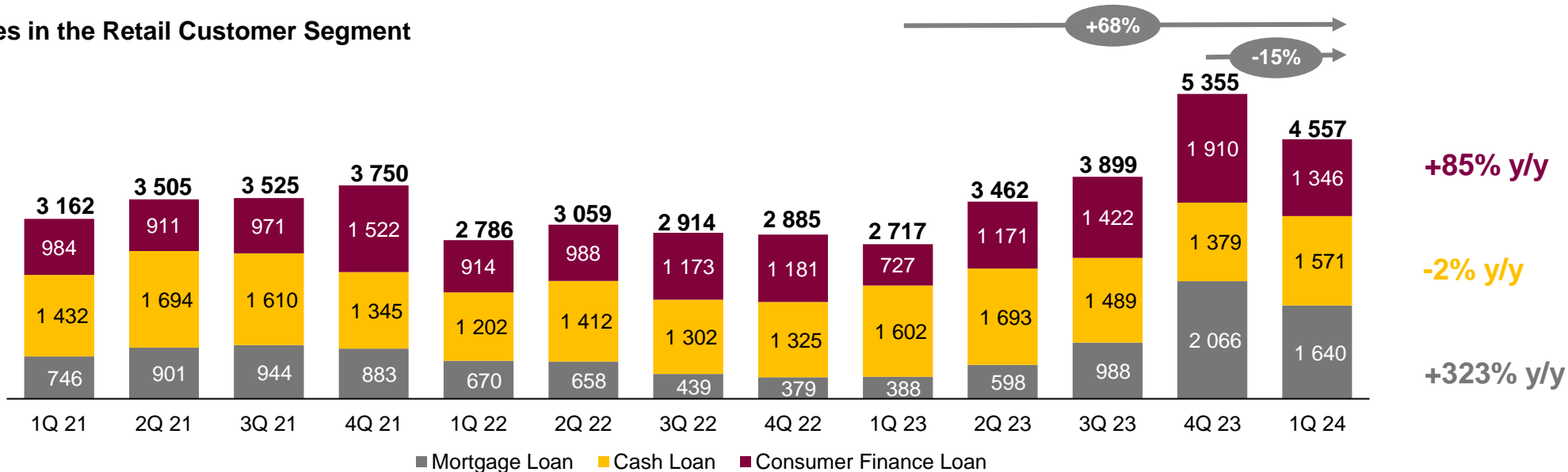


# New sale of loans (PLN mn)

## Sales in the Business Customer Segment\*



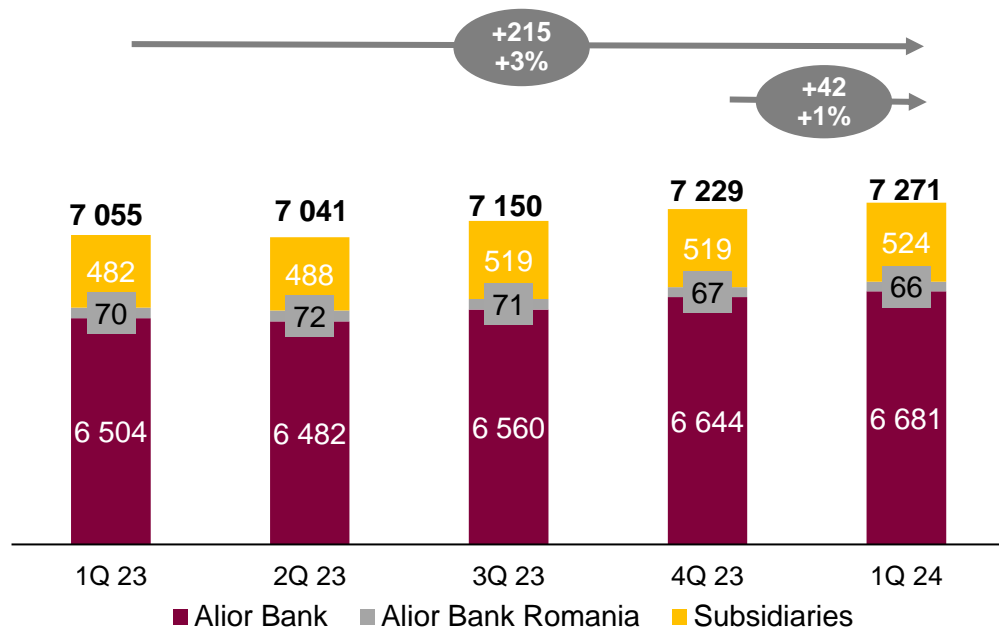
## Sales in the Retail Customer Segment



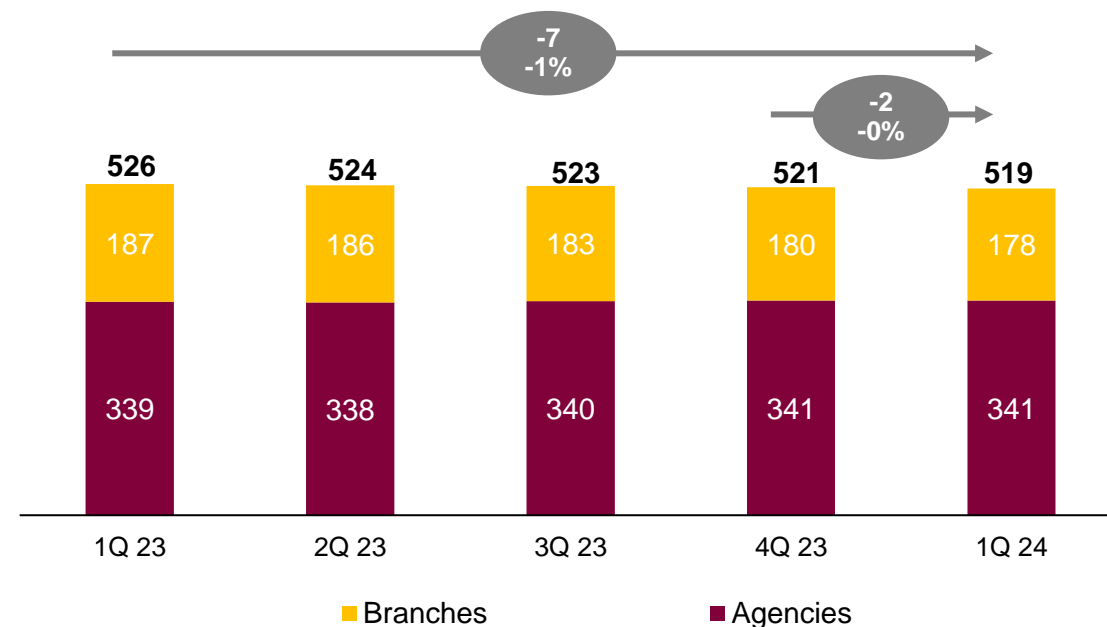
\*New sales limit (new sales + increases) for Customers in the Micro- / Small- / Medium- / Large-Sized categories

# Additional information

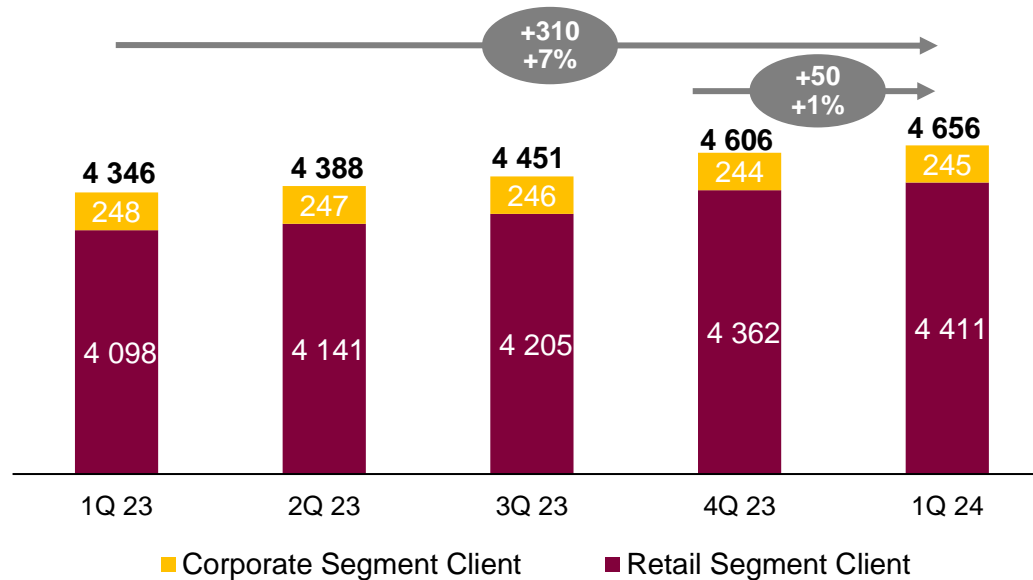
## Employment (FTEs)



## Alior Bank's branches

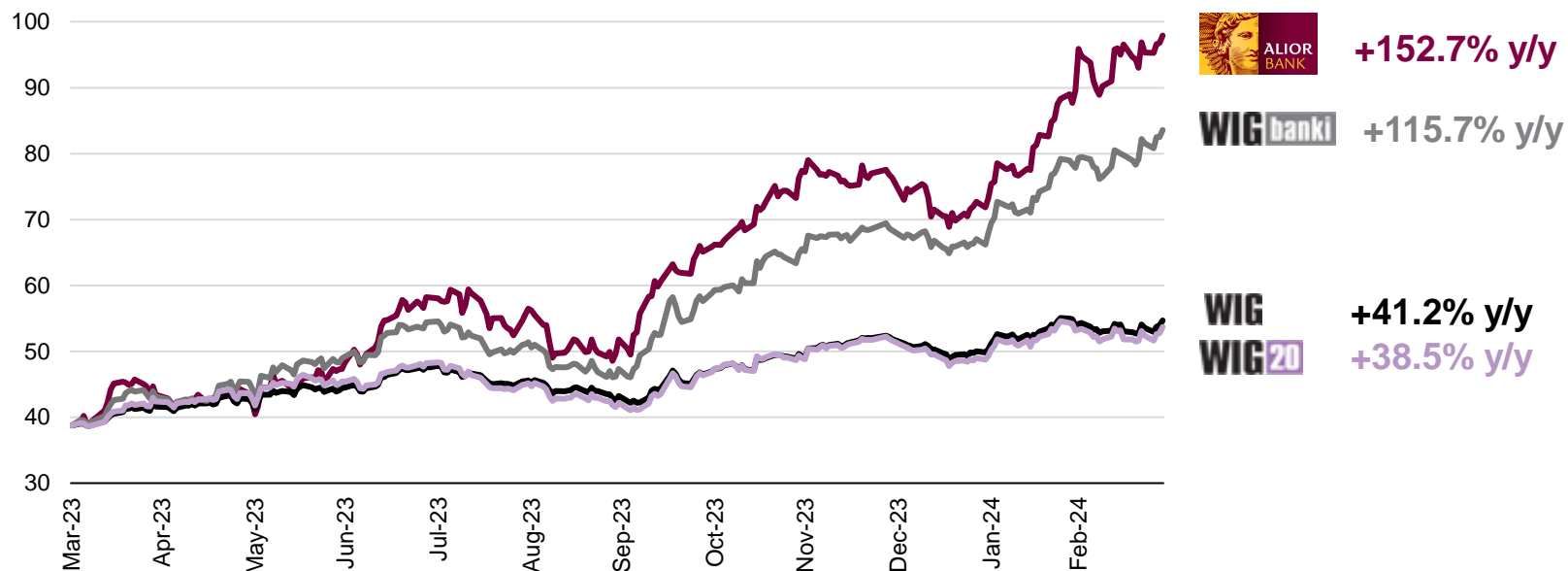


## Number of customers (k)



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

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



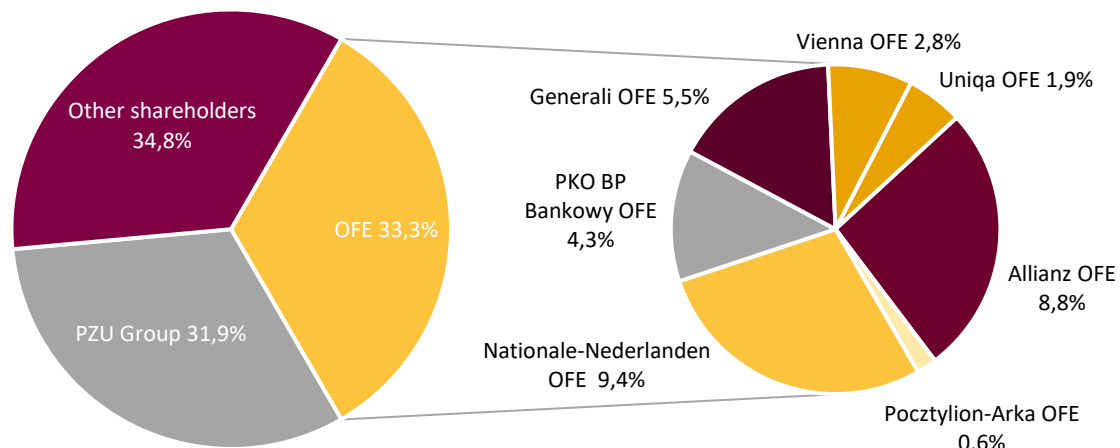
Alior Bank share price : **PLN 97.94**  
 (data as of March 28, 2024)  
 Capitalization: **PLN bn 12.8**  
 Value of shares in free float : **PLN bn 5.7**  
 P/BV\*\* : **1.3x**  
 P/E\*\*\* : **5.7x**

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

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

**Rating Sustainability:**  
 ESG Risk Rating: 24.3  
 Medium Risk

Shareholding structure\*



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

\* Based on public announcements and the annual structure of OFE [Open Pension Fund] DFE [Voluntary Pension Fund] assets as of December 31, 2023

\*\* Equity on March 30, 2024

\*\*\* Reported net profit for 2-4Q'23 and 1Q'24

## Contact data

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**Investor Relations and Subsidiaries Supervision Department**  
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02-232 Warsaw  
Poland



### Więcej informacji



[Website](#)



[Facebook fanpage](#)



[Twitter profile](#)



[Youtube channel](#)



### Kolejne wydarzenia:

- Annual General Meeting – April 26, 2024
- 1H'24 results – August 2, 2024
- 3Q'24 results – October 24, 2024

## Disclaimer

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