



**ALIOR
BANK**



ALIOR BANK S.A.

Results presentation Q1 2013

Continuing profitable growth

May 2013



Q1 2013 HIGHLIGHTS

Positive cost & income development (Q1 2013 revenues up 32% and costs only 11% vs. Q1 2012)

Net profit of 91 M up 68 % vs Q1 2012

Loan growth of 41% vs Q1 2012;

102 thsd new clients in Q1 2013

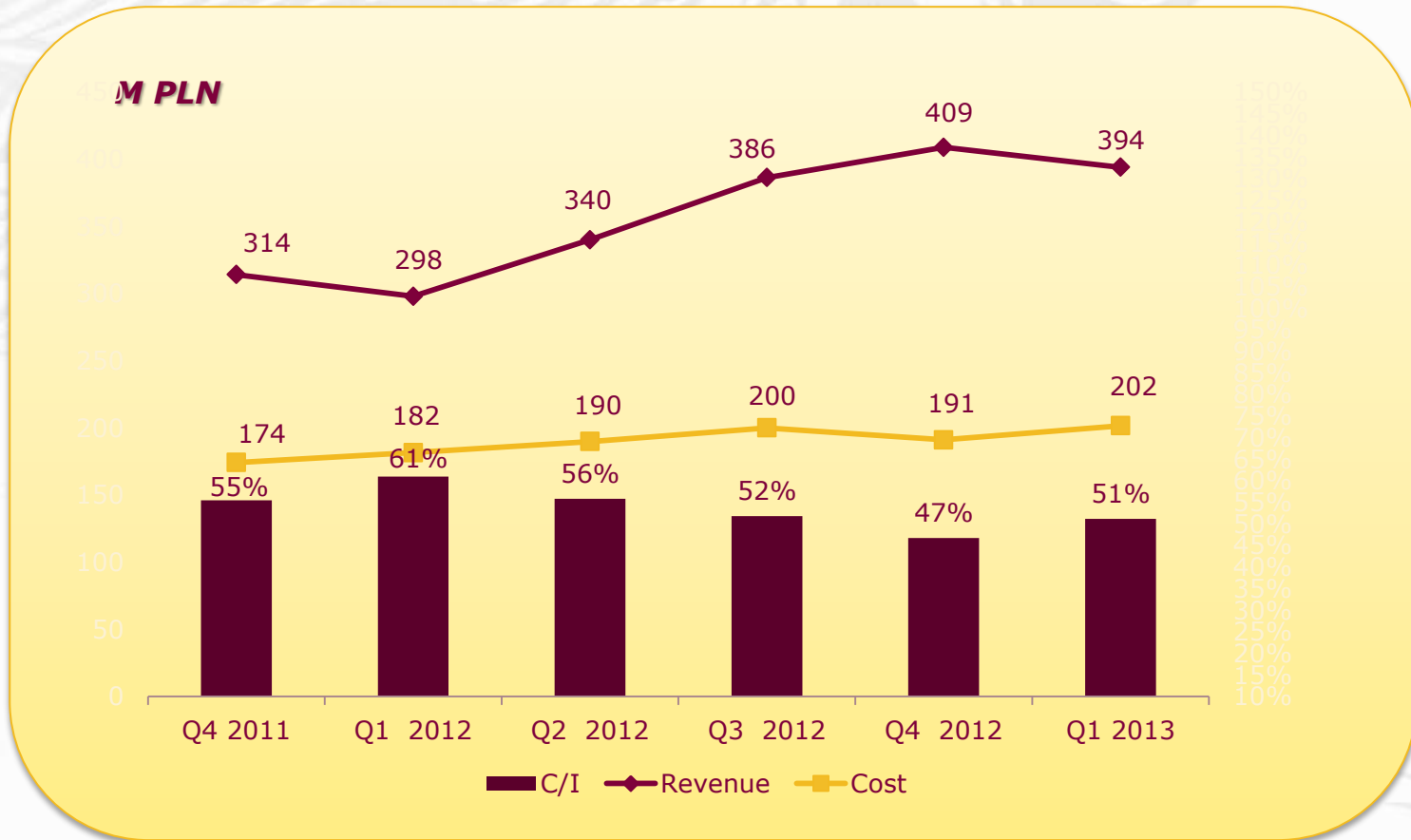
NIM under pressure , necessary actions taken to allow rebound in following quarters

KEY FINANCIALS

M PLN	Q1 2013	Q4 2012	% (A-B)/B	Q1 2012	% (A-D)/D	2012 EOY
	A	B	C	D	E	F
Net interest income	200	193	4	152	32	711
Fee and commission expense	138	136	2	112	24	469
Trading result & other	56	80	-30	34	63	254
Operating income	394	409	-4	298	32	1 434
GAE before IPO expenses	-202	-191	5	-182	11	-763
Impairment losses	-79	-90	-12	-49	60	-282
Gross profit before IPO expenses	114	130	-12	67	70	390
Net profit before IPO expenses	91	110	-17	54	68	332
GAE	-202	-350	-42	-182	11	-922
Gross profit	114	-31	-	67	70	230
Net profit	91	-49	-	54	68	174
Loans	15 887	14 535	9	11 267	41	14 535
Deposits	17 236	17 463	-1	12 472	38	17 463
Total equity	2 331	2 246	4	1 183	97	2 246
Total assets	21 068	21 352	-1	15 008	40	21 352
ROE (%)	15,8	23,7	-33	18,7	-16	20
ROA (%)	1,7	2,2	-24	1,4	21	2
C/I (%)	51,1	85,6	-40	61,0	-16	53
CoR (%)	2,1	2,6	-19	1,8	12	2
L/D (%)	92,2	83,2	11	90,3	2	83
NPL ratio (%)	5,9	5,6	5	4,0	46	6
NPL coverage ratio (%)	59,6	58,8	1	72,9	-18	59
Capital adequacy ratio (%)	15,1	17,0	-11	12,1	25	17
Tier 1 (%)	12,9	14,5	-11	8,9	45	15



REVENUE DYNAMIC OUTPACES COST INCREASE SIGNIFICANTLY



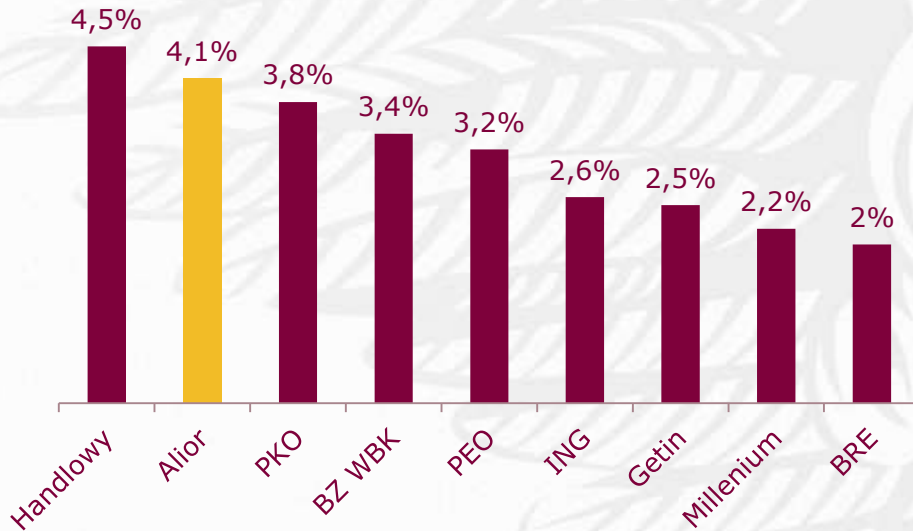
Q1 2013 vs Q1 2012 → revenue increase of 32% vs. cost 11%

C/I target of <42% in 2016 is clearly within Alior's reach



NIM - ALIOR REMAINS AMONG LEADERS ON POLISH MARKET

NIM FOR POLISH BANKS



Source: Millenium, BZWBK, BRE, Alior – Q1 2013 actual; rest of the banks analyst expectations

ALIOR NIM IN SELECTED PERIODS



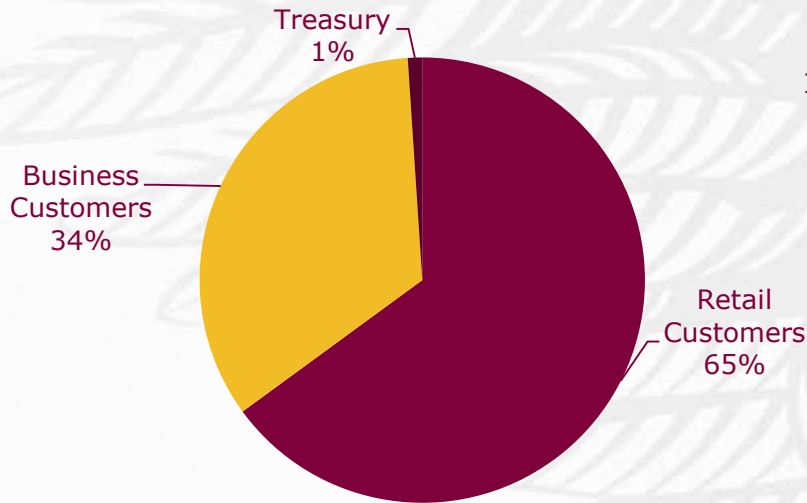
Decreasing trend still present in Q1 2013.

Main drivers:

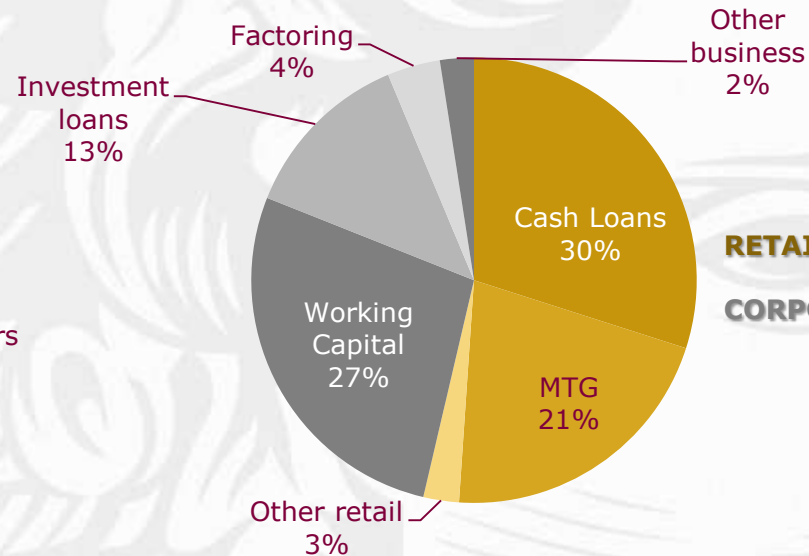
- Q4 deposit campaigns (granted deposit still generated negative margin in Q1 2013)
- Time gap between rate cuts and re-pricing of deposits
- focus on price conscious customer base in loans
- CF business entry with negative margin to build a customer base for future x-sell

RETAIL BANKING PROMINANCE DOES NOT HAMPER CORPORATE BUSINESS GROWTH

REVENUE SPLIT



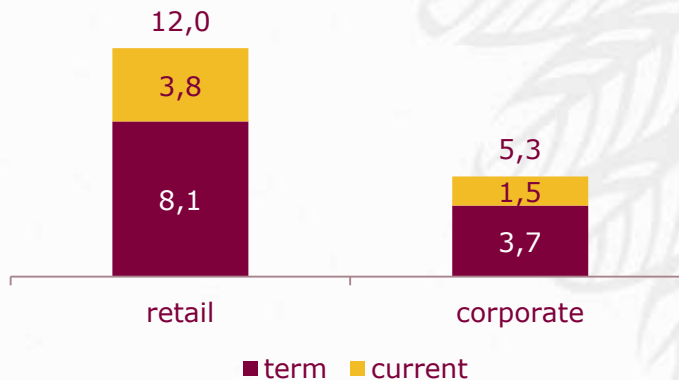
LOAN BOOK SPLIT



RETAIL BOOK: 54%
CORPORATE BOOK: 46%

FUNDED SOLELY BY CUSTOMER DEPOSITS

Deposits (m PLN)



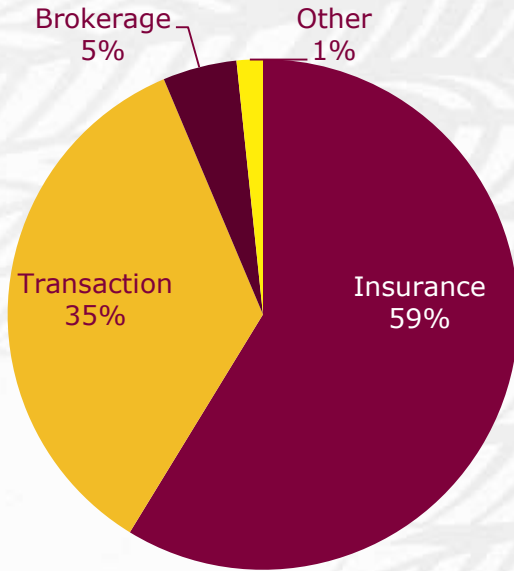
Loans (m PLN)



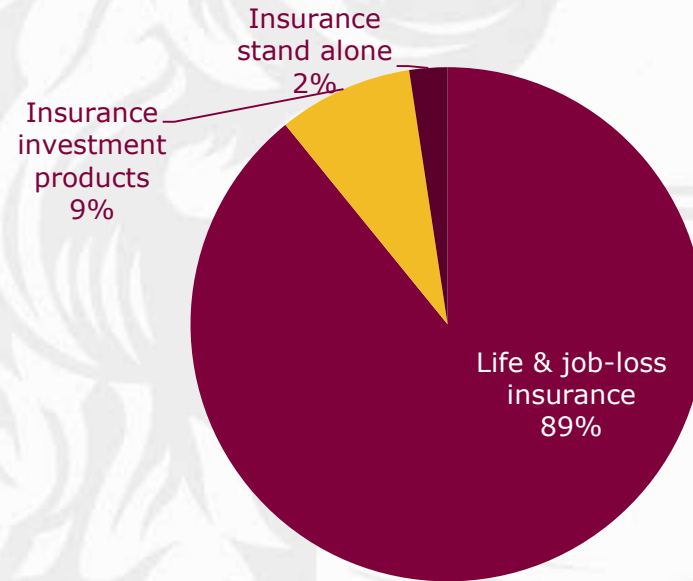


FEE INCOME REMAINS A SIGNIFICANT STREAM OF REVENUE

Fee income split



Insurance income split

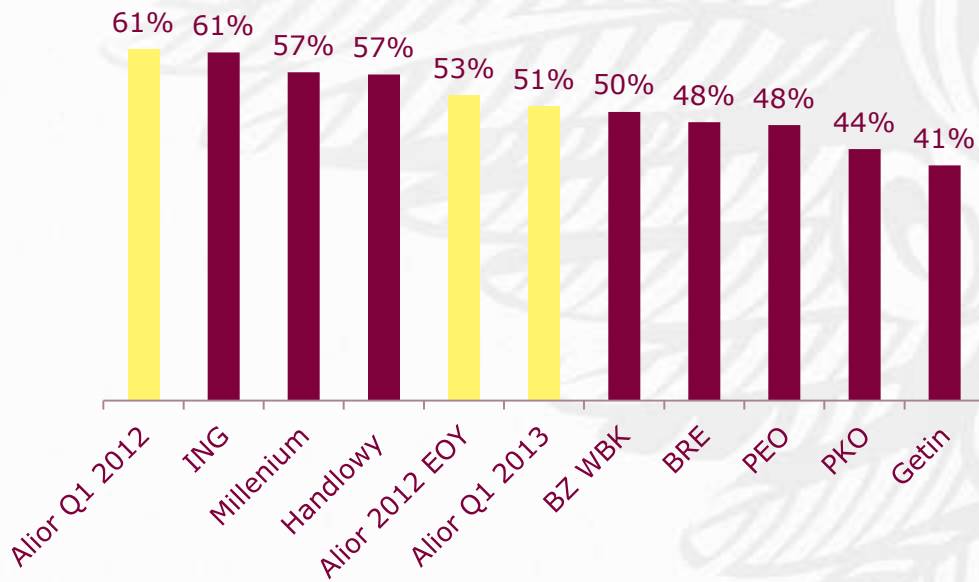


Insurance income remains a dominant position of fee income. Accounting recognition is fully compliant with IAS 18.

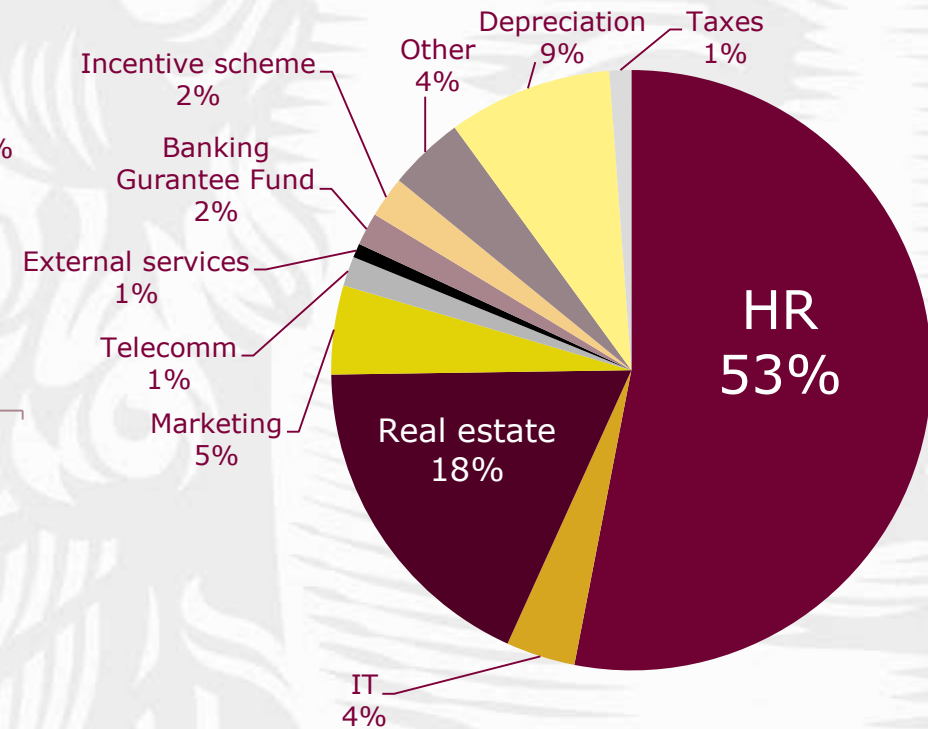


EFFECTIVE UTILIZATION OF CURRENT INFRASTRUCTURE REFLECTED IN DECREASING C/I RATIO

Q1 2013 C/I for selected Polish Banks

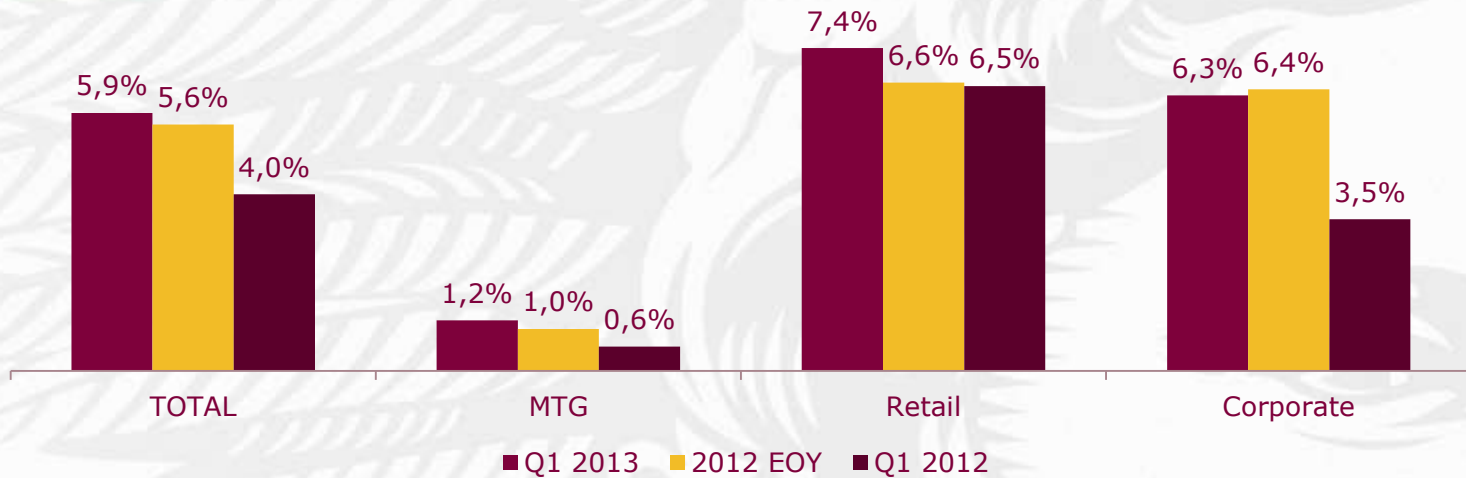


Q1 2013 General and Admin Expenses Split

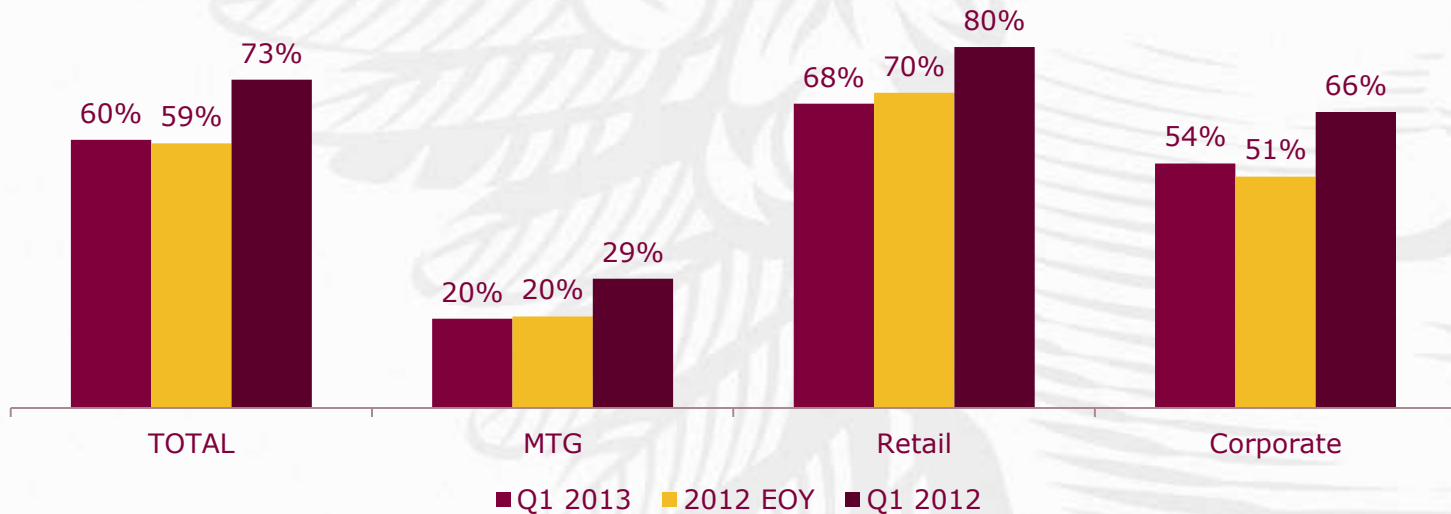


CREDIT RISK

Q1 2013 NPL*



Q1 2013 coverage ratio

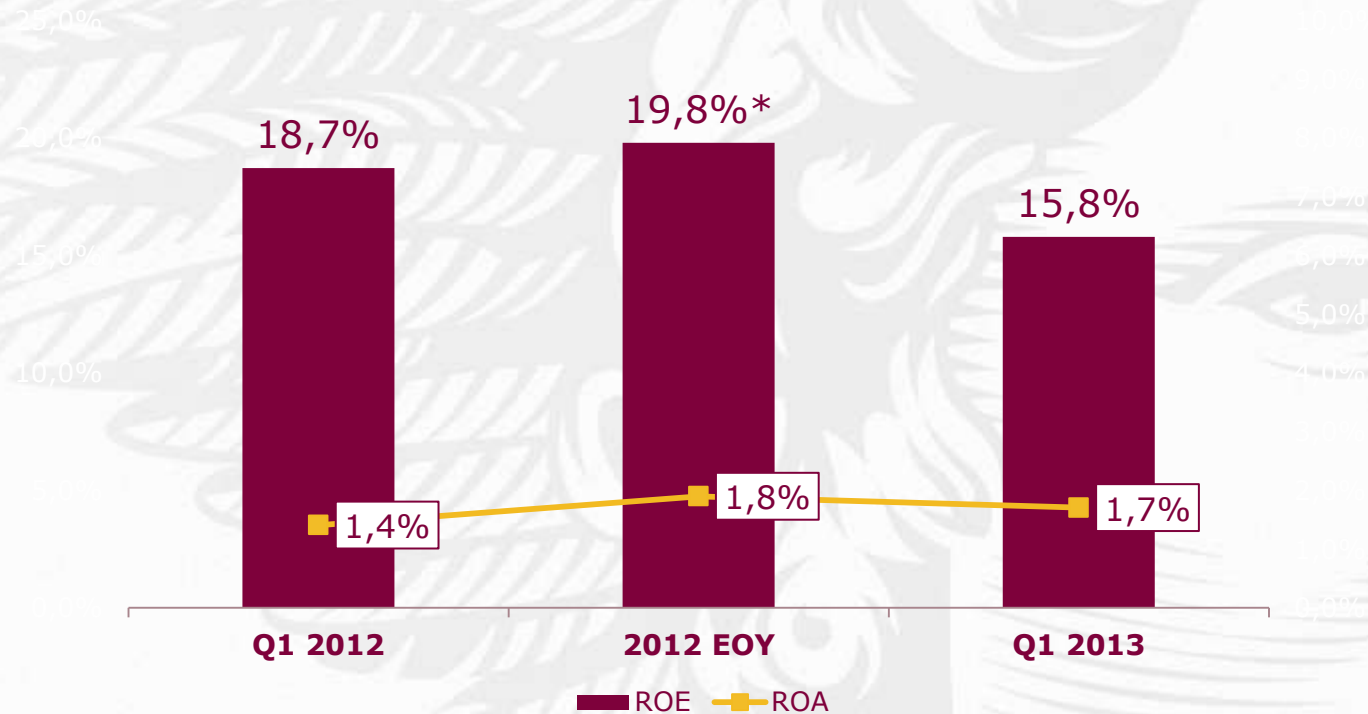


*Excluding NPL exposures where no provisioning is needed (mainly due to good collateral, guarantees etc.)

Market risk mgmt key assumptions

- No proprietary trading
- No dependency on whole-sale funding
- All clients trades in FX and commodities are closed instantly
- Zero position in commodities
- Stress test on FX rates: Max loss = 250 t PLN
- Stress test on interest rate: +/- 100 bps: limit 60 m PLN
- Overall Risk: 10d VaR = 8 m PLN

ALIOR'S CAPITAL UTILIZED EFFECTIVELY



ROE decrease in Q1 related to 700m capital injection through IPO

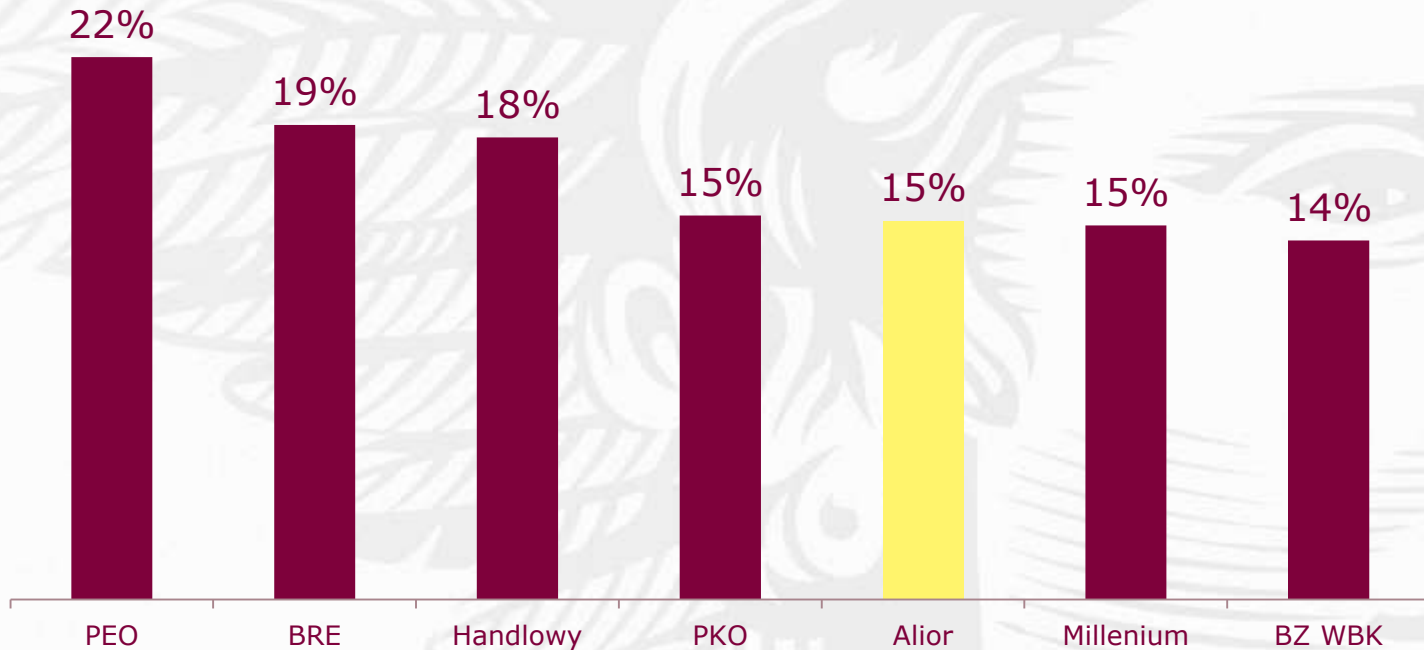
Slight downtick in ROA related to NIM pressure

*NOT INCLUDING ONE-OFF IPO MGMT INCENTIVE EXPENSES



CURRENT CAPITAL LEVEL ENABLES FURTHER DYNAMIC GROWTH

Q1 2013 CAR for selected Polish banks



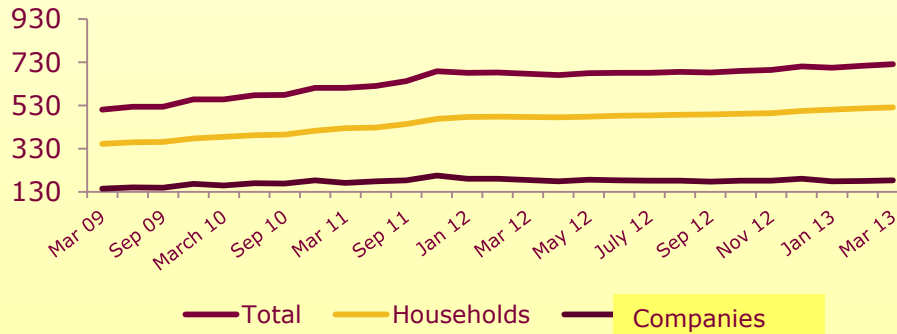
Source: Millenium, BZWBK, BRE, Alior – Q1 2013 actual; rest of the banks analyst expectations

Alior Tier 1: 13%



ALIOR'S GROWTH STRATEGY WORKS: INCREASING MARKET SHARE

Polish Banking Sector DEPOSITS (BLN PLN)

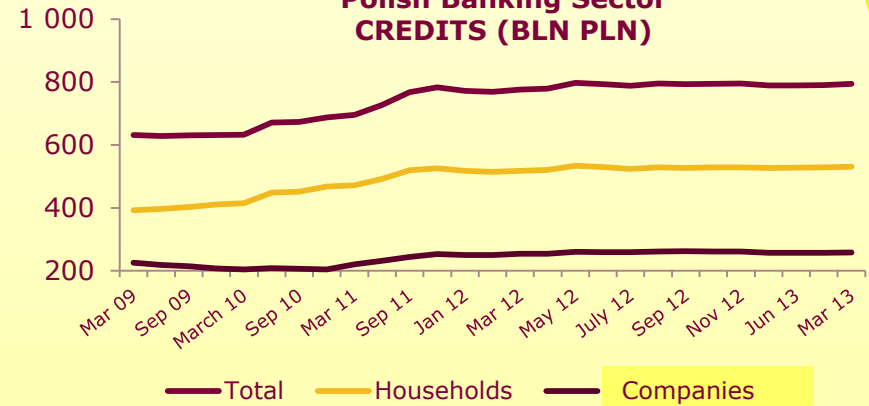


DEPOSITS GROWTH 2012

	Total		Retail		Corporate	
	ALIOR	Market	ALIOR	Market	ALIOR	Market
Sep	2,1%	-0,3%	1,7%	0,2%	3,4%	-2,0%
Oct	4,1%	0,9%	4,2%	0,5%	3,7%	1,9%
Nov	6,8%	0,6%	7,4%	0,8%	4,8%	0,4%
Dec	4,4%	2,5%	0,7%	1,9%	5,0%	4,5%
Jan	-3,7%	-0,8%	-3,8%	1,2%	-3,4%	-6,0%
Feb	-2,2%	1,1%	-4,8%	1,3%	5,5%	0,6%
Mar	4,6%	1,1%	3,4%	0,7%	7,7%	2,0%

MARKET SHARE: 2,3%

Polish Banking Sector CREDITS (BLN PLN)



LOANS GROWTH 2012

	Total		Retail		Corporate	
	ALIOR	Market	ALIOR	Market	ALIOR	Market
Sep	4,4%	-0,2%	3,8%	-0,5%	5,2%	0,4%
Oct	4,4%	0,1%	4,4%	0,5%	4,4%	-0,7%
Nov	2,3%	0,1%	3,1%	0,0%	1,4%	0,1%
Dec	1,0%	-0,8%	3,0%	-0,4%	-1,2%	-1,6%
Jan	3,7%	0,1%	2,8%	0,1%	4,7%	-0,1%
Feb	0,9%	0,2%	0,8%	0,1%	0,9%	0,2%
Mar	4,6%	0,5%	6,2%	0,5%	2,8%	0,4%

MARKET SHARE: 2,0%

ALIOR REMAINS FOCUSED ON INNOVATION



Smart account (Konto Rozsadne) – a new current account with a 5% money back on grocery shopping – the customer can save up to 50 PLN per month and 400 PLN per year. Moreover, the account offers free ATM withdrawals worldwide and free internet transfers. The account is promoted via a TV campaign “The modern art of saving”.



Your business plus deposit - bank recognizes its active business clients, offering them profitable investment opportunities, such as “Twój biznes plus” term deposit. The product is a 2M deposit paying a basic interest rate of 3.5%. Additional premium of 4% is available to clients who engage in a more committed relationship with the Bank.



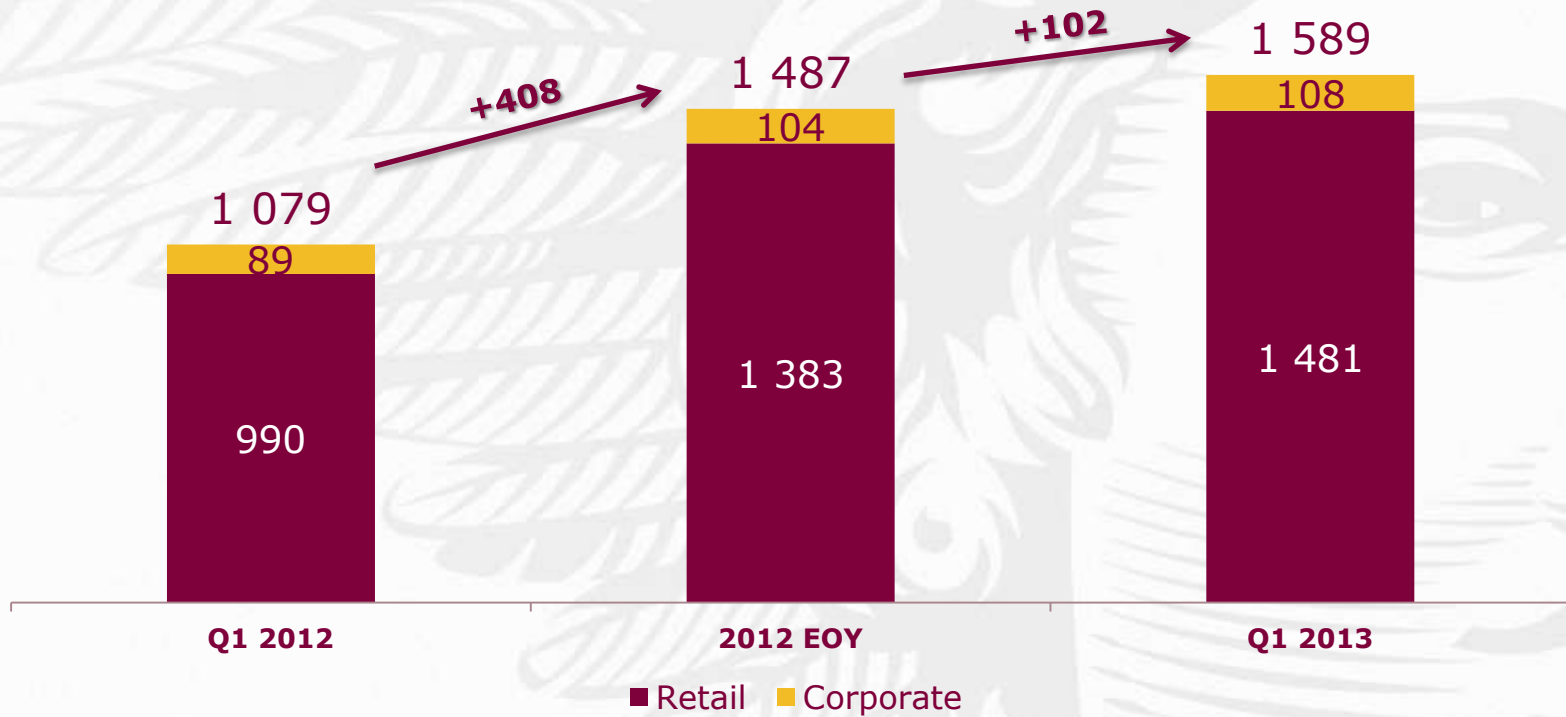
Alior is a finalist of:



Along with:



CUSTOMER ACQUISITION ON TRACK – NO SIGNS OF SLOWING DOWN



DISTRIBUTION NETWORK

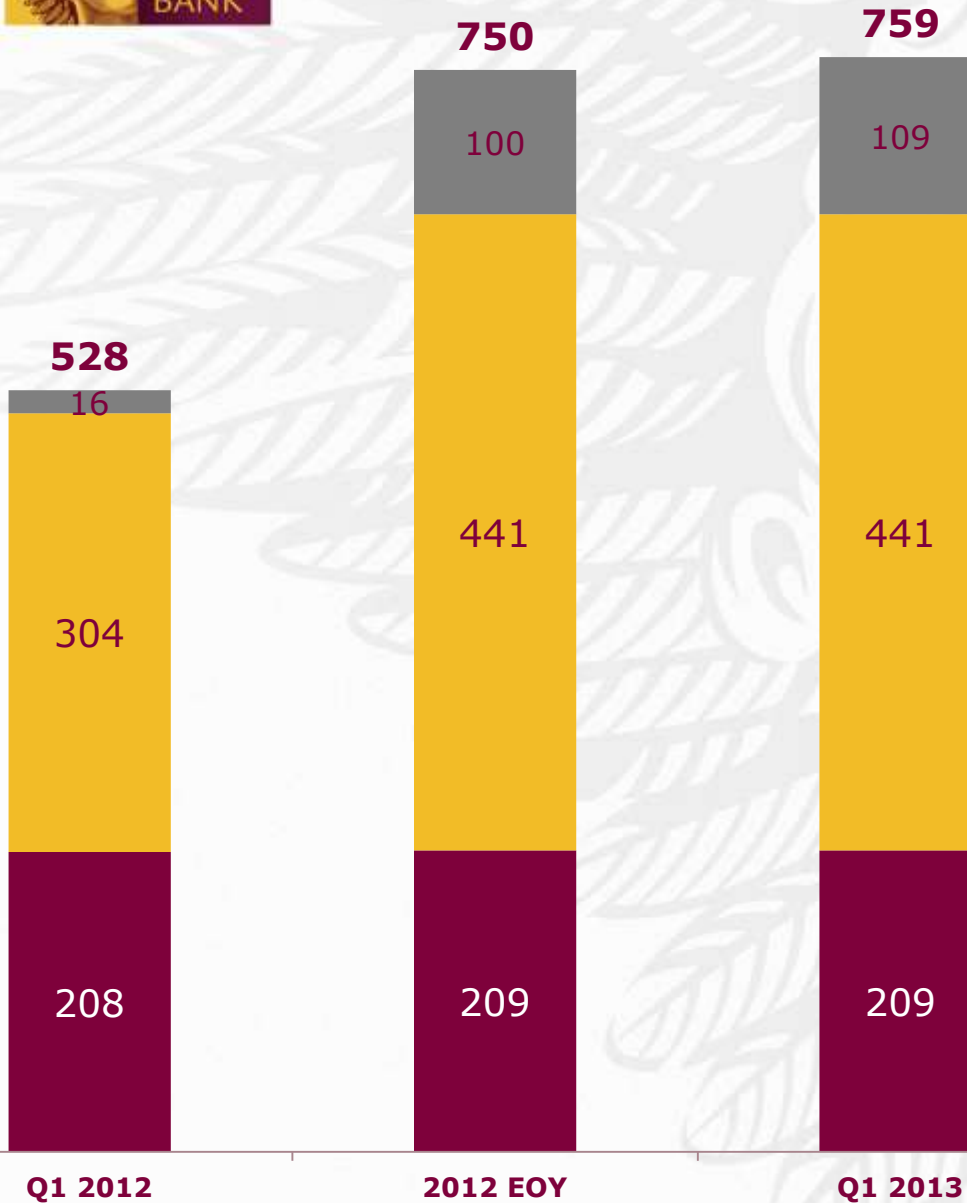
Alior Express



Agency



Branch



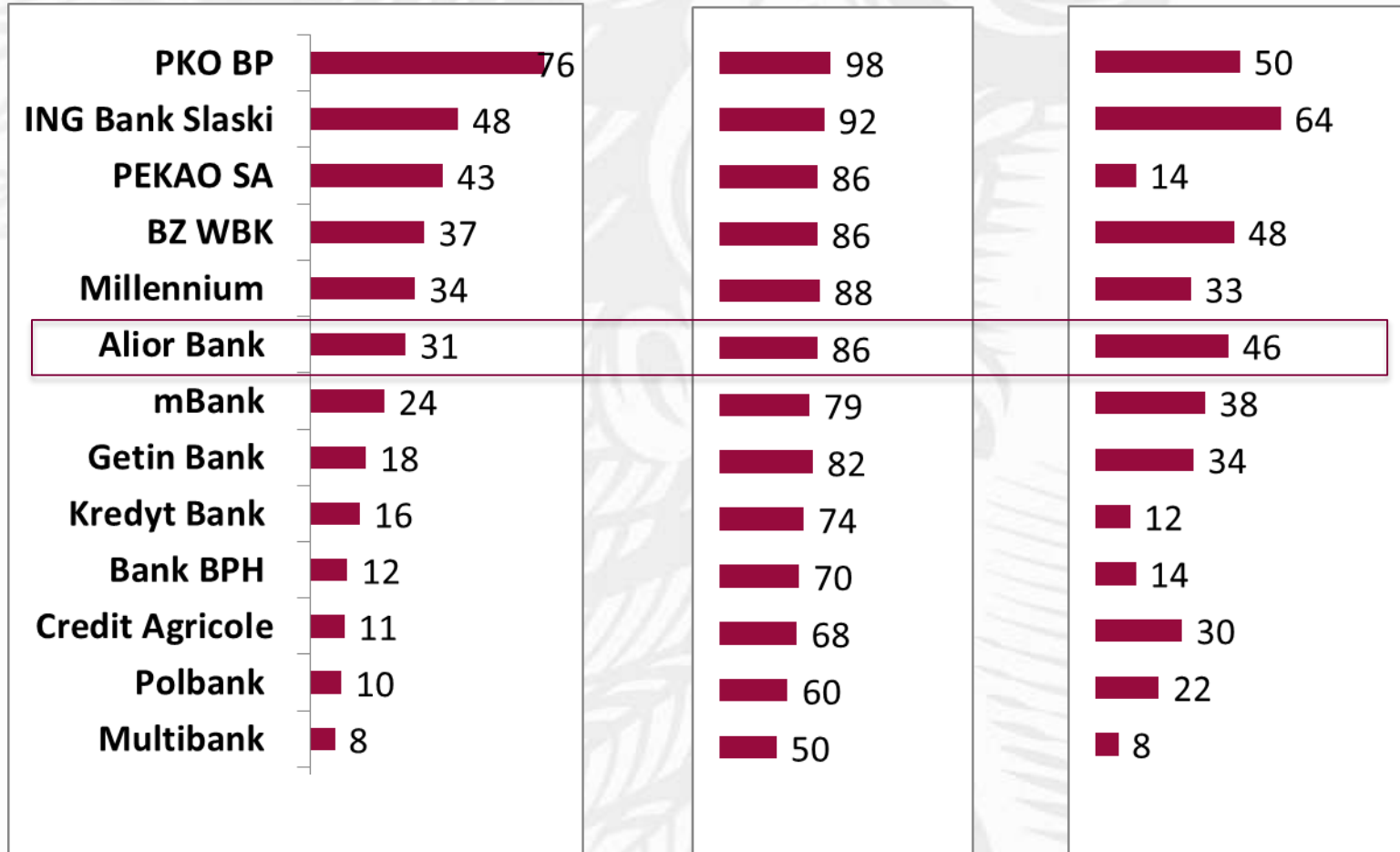


STRONG BRAND RECOGNITION

Unaided awareness

Aided awareness

TV communication awareness





STRATEGIC INITIATIVES



- Consumer Finance – started in March 2012
 - Gaining a strong footprint in over 570 location of major retailers (e.g. Euro RTV AGD, Mediaexpert, Avans, Agata Meble)
 - Ever increasing presence online (Allegro, PayU, Neo24.pl)



- Alior Bank Express mini branches
 - 109 new mini branches as of Q1 2013.
 - Deposits: 124,7 M (Q1 2013)
 - Loans: 116,9 M (Q1 2013)
 - Plans to reach 220 outlets in 2013
 - 39 thsd clients (Q1 2013)



- Alior Sync: a Virtual Bank – launched mid June 2012
 - Cutting edge technology recognized world wide (BAI and London Technology award)
 - 211k new clients as of Q1 2013.
 - Deposits: 587 M (Q1 2013)
 - Loans: 67 M (Q1 2013)

Macro

- Alior: further 0.25% rate cut → FRA: 0,1%
- Unemployment still a factor
- Real construction sector still challenged
- Stable FX

Carlo Tassara

- Sell down 34% still no traction

Regulator

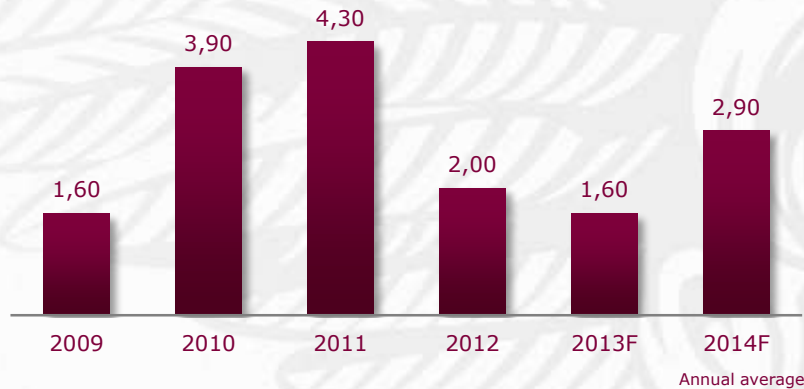
- Regulation T (retail easing) starts July 2013
- Insurance periodization: Alior compliant with IAS18

Organic growth

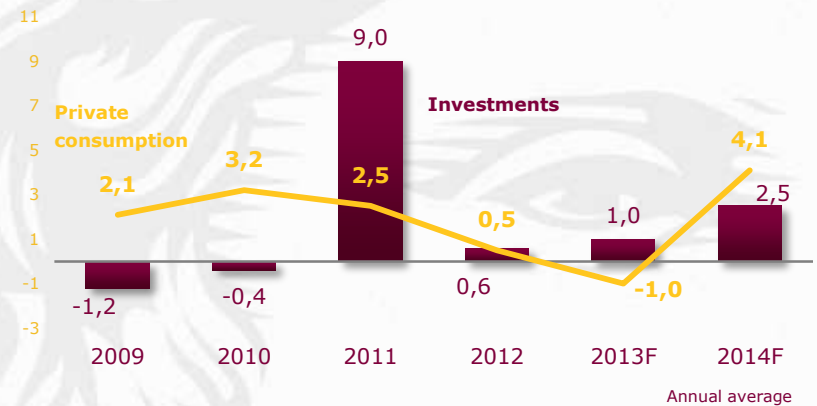
- Cash loan rejection level up (65%). But larger/smarter distribution (Express, CF, Kill Bill)
- Corp. loan focus on cash flow, low LtV developers, X-sell.
- Good deposit growth from new clients and deepening relationships
- Significant system capacity (IT, automated Operations)

BACK UP

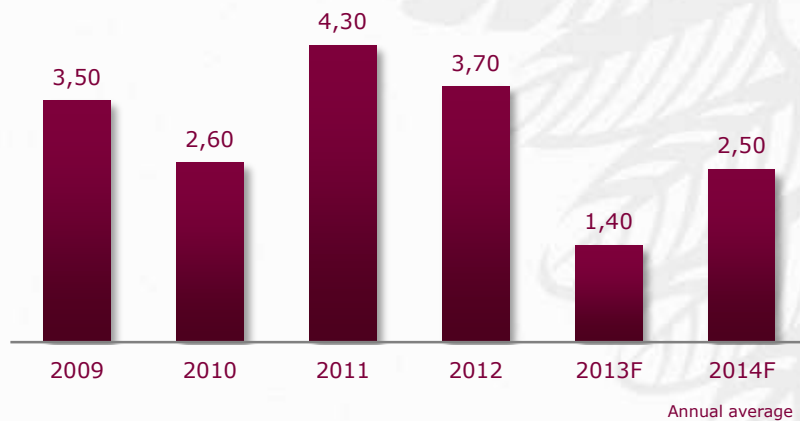
GDP growth (% yoy)



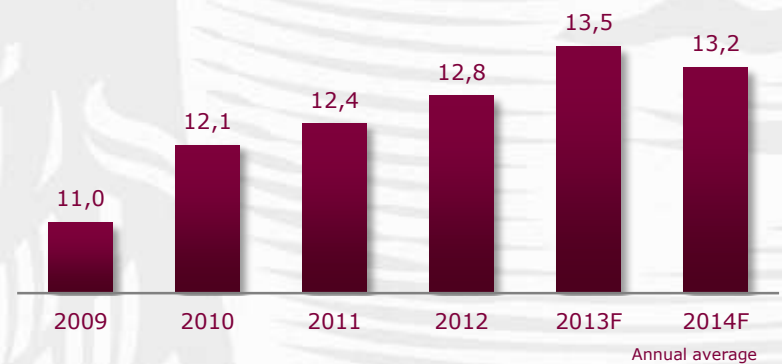
Investments and private consumption (% yoy)



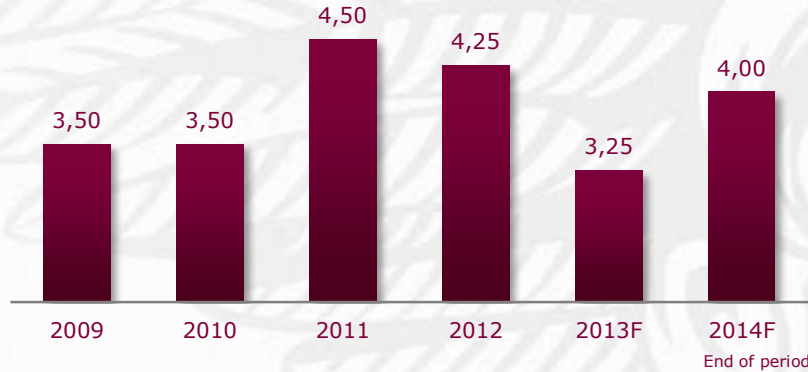
Inflation (CPI % yoy)



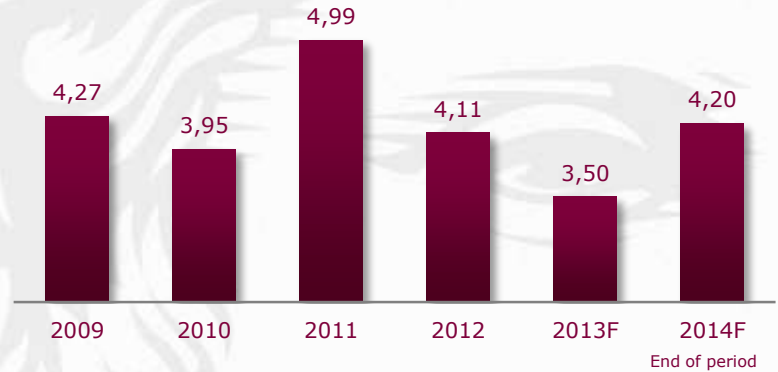
Unemployment rate (%)



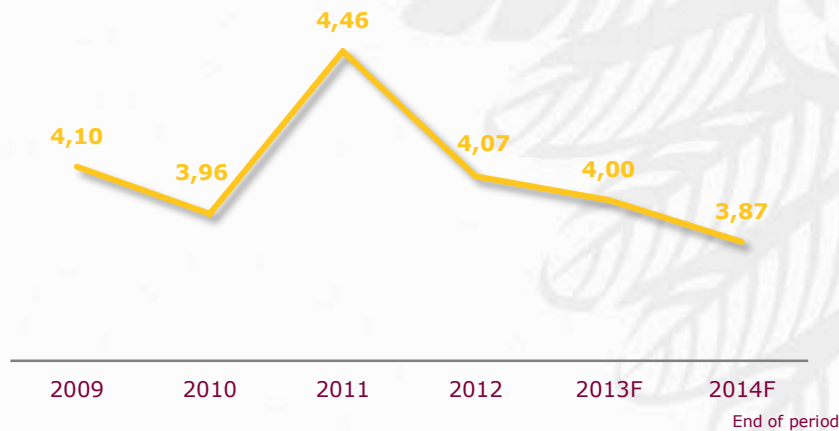
NBP referance rate (%)



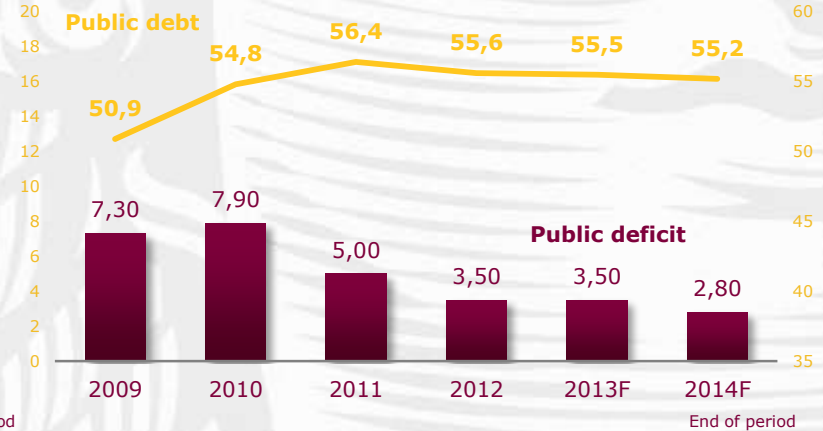
WIBOR 3M (%)



FX rate (EUR/PLN)

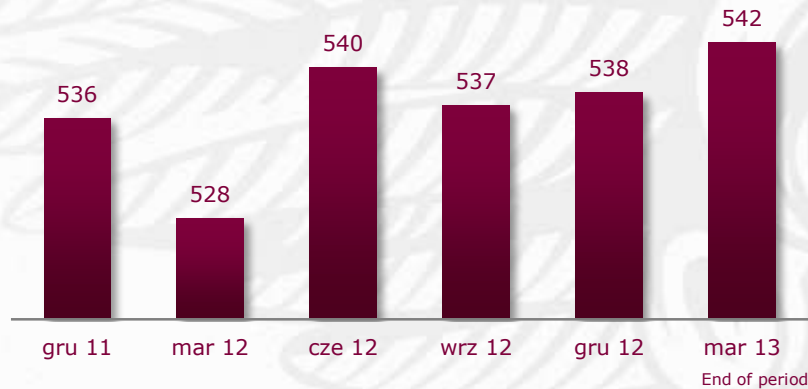


Fiscal policy (% of GDP)

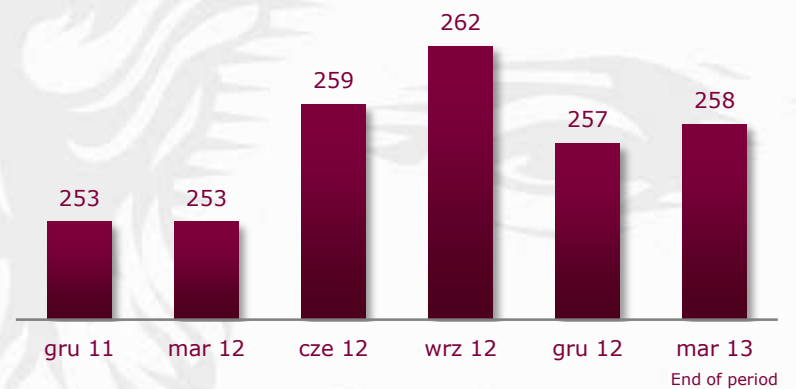


Polish market – loans and deposits

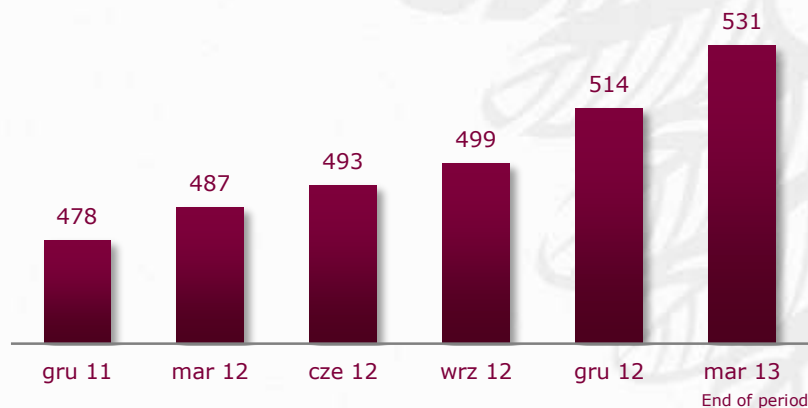
Loans to households (bln PLN)



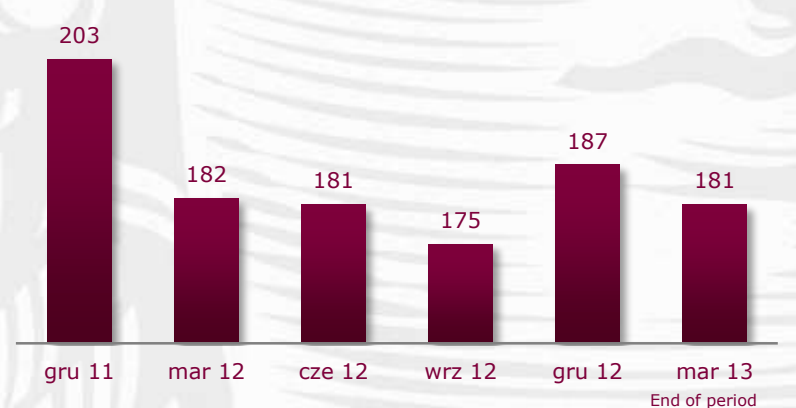
Loans to corporations (bln PLN)



Deposits from households (bln PLN)



Deposits from corporations (bln PLN)





PENSION FUNDS' IMPACT ON POLISH CAPITAL MARKET

Key facts*:

- Pension funds aggregated stock portfolio in March 2013 : **PLN 103.2bn.**
- Funds' stock portfolio accounted for **20.1% of the domestic market** capitalization and nearly **42.3% of the domestic free float.**
- Number of listed companies where Funds hold shares: **273** (of 438 companies listed on Warsaw stock exchange)

**Source: Ipopema Research, wyborcza.biz*

Pension funds remain significant players on polish capital markets. Any regulatory changes negatively impacting their position may also have undesirable effects on overall market.

Some initiatives aimed at increasing the float of pension funds' assets (e.g. short selling) may have favorable effect on polish equity market.

INCOME STATEMENT SNAPSHOT

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
Interest income	109	221	347	494	161	352	576	851	270	310	340	364	355
Interest expense	-46	-87	-132	-189	-60	-132	-219	-356	-118	-139	-146	-171	-155
Net interest income	63	134	215	306	100	221	357	495	152	171	195	193	200
Dividend										0	0	0	0
Fee and commission income	40	96	164	240	91	187	306	472	149	151	163	203	193
Fee and commission expense	-20	-39	-56	-81	-29	-53	-94	-132	-38	-46	-47	-68	-55
Net fee and commission income	20	57	108	159	62	134	212	340	112	106	116	136	138
Trading result	15	36	64	95	31	63	106	142	33	48	50	51	49
Net gain (Realized) on other financial instruments	5	12	15	15	1	4	5	17	0	3	14	6	1
Other operating income	3	7	7	11	2	5	9	14	5	17	16	31	21
Other operating costs	-2	-3	-5	-7	-2	-4	-8	-14	-4	-5	-4	-8	-15
Net other operating income	0	4	2	4	1	1	1	1	1	13	11	23	6
General administrative expenses	-139	-298	-433	-561	-143	-287	-465	-640	-182	-190	-200	-350	-202
Impairment losses	-28	-56	-102	-141	-39	-82	-133	-189	-49	-67	-76	-90	-79
Gross profit (loss)	-64	-111	-131	-123	12	54	82	166	67	83	111	-31	114
Income tax	9	5	17	19	-8	-17	-18	-14	-13	-3	-21	-18	-23
Net profit (loss)	-55	-106	-114	-104	5	37	64	152	54	79	90	-49	91

BALANCE SHEET SNAPSHOT

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
Cash and balances with Central Bank	224	239	327	476	397	372	347	449	582	592	702	1 030	729
Financial assets held for trading	31	78	109	118	142	157	382	312	187	205	174	174	215
Financial assets available for sale	2 921	1 746	2 350	2 422	2 562	2 214	3 301	2 907	2 113	2 345	2 328	4 321	3 259
Receivables from customers	3 085	3 848	4 744	5 532	6 579	7 804	9 055	10 135	11 267	12 297	13 537	14 535	15 887
Receivables from banks	229	141	74	242	110	185	271	1 106	247	433	380	414	138
Tangible fixed assets	191	194	198	216	210	204	200	212	214	217	233	215	208
Intangible assets	86	89	93	109	109	112	119	123	139	137	123	158	158
Non-current asset held for sale									0	0	0	62	62
Current income tax receivables	68	67	78	81	74	64	62	72	55	63	58	79	63
Current	0	0	0	0	0	0	0	0	0	3	0	0	4
Deferred	68	67	78	81	74	64	62	72	55	60	58	79	59
Shareholdings in subsidiaries	0	0	0	0	0	0	0	0		0	0	0	0
Other assets	90	119	140	116	126	173	189	168	207	219	270	365	350
TOTAL ASSETS	6 925	6 523	8 114	9 312	10 310	11 285	13 926	15 484	15 009	16 508	17 806	21 352	21 068
Financial liabilities held for trading	29	30	115	119	126	137	290	244	141	167	128	129	146
Financial liabilities measured at amortised cost	5 583	5 229	6 739	7 929	8 818	9 766	12 201	13 603	12 859	14 182	15 427	18 092	17 643
Provisions	59	56	37	48	54	21	35	33	39	11	13	13	9
Income tax liabilities								0	0	0	8	31	0
Current								0	0	0	8	31	0
Subordinated loans								44	344	353	344	351	344
Other liabilities	221	234	256	241	334	346	360	448	443	431	436	490	594
Liabilities, total	5 891	5 550	7 147	8 336	9 332	10 269	12 886	14 327	13 826	15 144	16 355	19 106	18 737
Equity	1 034	973	967	976	978	1 016	1 039	1 112	1 183	1 364	1 451	2 246	2 331
Share capital	500	500	500	500	500	500	500	500	500	513	513	636	636
Supplementary capital	596	596	596	596	596	503	503	503	627	715	715	1 277	1 277
Other capital	17	6	8	6	3	7	3	-13	3	3	-1	11	167
Revaluation reserve	5	6	7	8	9	11	12	13	14	15	16	163	2
Undistributed result from previous years	-29	-29	-29	-31	-135	-42	-42	-42	-14	-14	-14	-14	160
Current year's profit/loss	-55	-106	-114	-104	5	37	64	152	54	133	223	174	91
TOTAL LIABILITIES	6 925	6 523	8 114	9 312	10 310	11 285	13 926	15 484	15 009	16 508	17 806	21 352	21 068

ALIOR VS. MARKET EXPECTATIONS

M PLN	Actual	Average	UCI	ESI	JPM	Citi	MS	BZ WBK
Net interest income	200,2	199,9		199,4	191,0	202,0	207,0	192,0
Net fee and commission income	137,9	131,8		147,0	121,0	128,0	131,0	154,0
Trading result	48,9	51,7		51,0	47,0	0,0	57,0	0,0
Net gain (Realized) on other financial instruments	1,4							
Net other operating income	5,9	6,4		1,2	9,0	71,0	9,0	46,0
TOTAL INCOME	394,2	396,3	410,0	398,6	368,0	401,0	404,0	392,0
General administrative expenses	-201,6	-205,8	-204,0	-202,8	-197,0	-209,0	-216,0	-207,0
Impairment losses	-78,8	-84,3	-90,0	-84,6	-87,0	-82,0	-78,0	-73,0
Gross profit (loss)	113,8	106,2	116,0	111,2	84,0	110,0	110,0	112,0
Income tax	-23,3	-20,2	-22,0	-21,1	-16,0	-20,0	-20,0	-22,0
Net profit (loss)	90,5	87,0	94,0	90,1	68,0	90,0	90,0	90,0



Alior is comfortably positioned for the difficulties in the Polish construction sector

Total exposure to construction sector ⁽¹⁾

Q1 2013

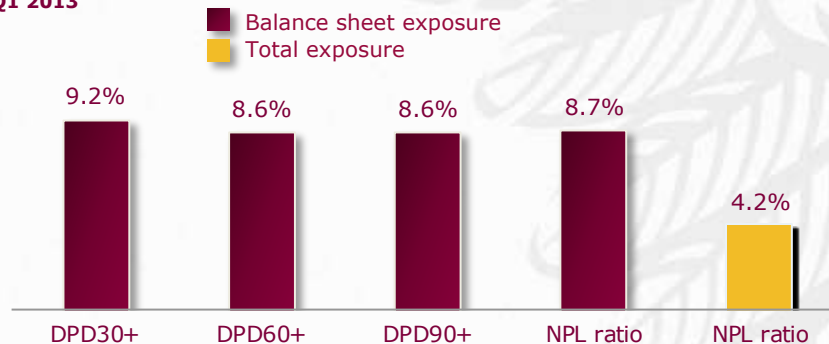


Total: PLN 3,125 MM

Source Alior Bank

Portfolio delinquency

Q1 2013



Source Alior Bank

Note

1. Total exposure includes off balance sheet items such as undrawn credit limits, not yet paid credits and other off balance sheet products such as guarantees, treasury limits and conditions when construction company is guaranteeing financing for company from another sector

Construction sector coverage

Limited exposure

- As of end of March 2013, construction sector accounted for 18% of total corporate loan book balance sheet exposure
- Within the construction sector, the loan book is significantly diversified with relatively limited exposure to road and rail sector

High collateral coverage

- 182% collateral coverage for total construction loan book sheet exposure

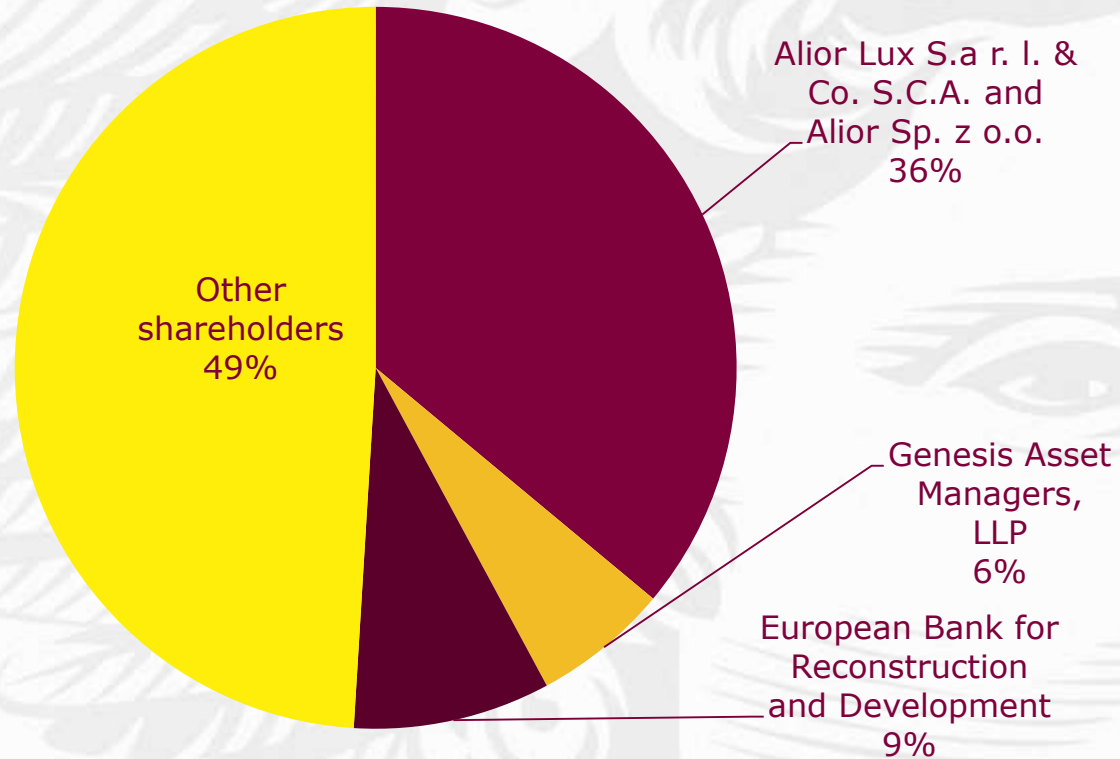
High coverage ratio

- Coverage ratio: 48%

Low NPL ratio

- NPL ratio for the construction loan book of 4.2% or PLN 122.4 MM

SHAREHOLDING STRUCTURE



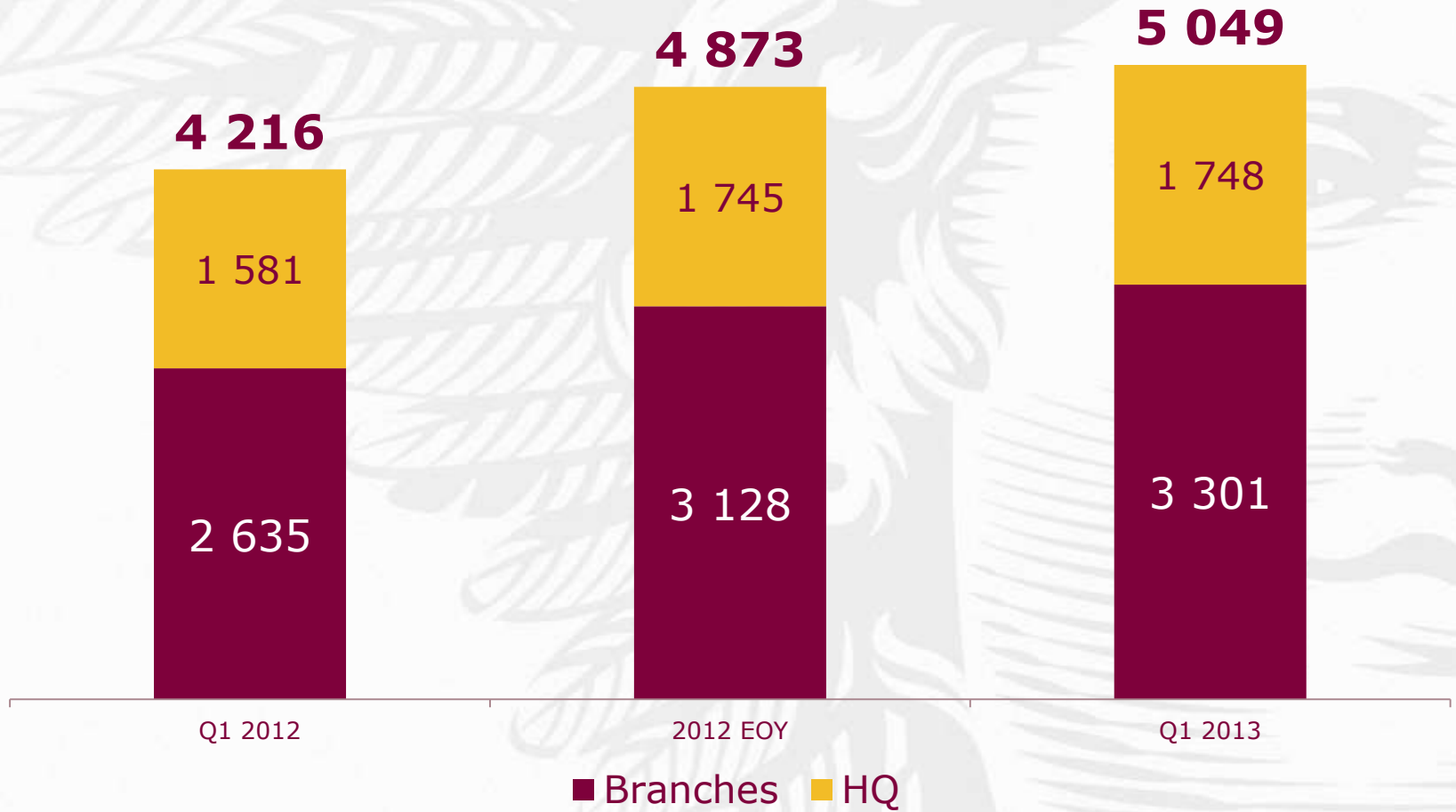
105 managers of Alior Bank hold via LuxCo82 indirectly 2 414 118 shares and will receive 1 299 909 shares latest by June 2014.

Following lock-up periods has been introduced:

Lock-up ended Jan 2013	30% for Non-Board Members
Lock-up ending Sep 2013	30% for Board Members
Lock-up ending Dec 2013	70% of Non-Board Members
Lock-up ending Dec 2014	70% of Board Members

Management Board (CEO/ Deputy CEOs)							
	Wojciech Sobieraj CEO	Krzysztof Czuba Retail Banking Division	Niels Lundorff Finance Risk and CF	Artur Maliszewski Corporate Banking Division	Witold Skrok Finance Division	Michał Hucał Development Division	Katarzyna Sułkowska Credit Risk Division
Banking experience	22 years	19 years	24 years	21 years	15 years	10 years	15 years
With Alior since	2008	2008	2008	2008	2008	2008	2008
Relevant previous experience	<ul style="list-style-type: none"> ■ 2002–2006 Bank BPH ■ 1994–2002 BCG 	<ul style="list-style-type: none"> ■ 1994–2007 Bank BPH 	<ul style="list-style-type: none"> ■ 2006–2007 UniCredit Group ■ 1999–2006 Bank BPH 	<ul style="list-style-type: none"> ■ 1992–2007 Raiffeisen Bank Polska 	<ul style="list-style-type: none"> ■ 2002–2008 Bank BPH ■ 1991–2000 Ministry of Finance 	<ul style="list-style-type: none"> 2003–2007 Bank BPH 2008–2012 Alior Bank S.A. (Retail Banking Development) 	<ul style="list-style-type: none"> ■ 2002–2007 Bank BPH ■ 1998–2001 Citibank Polska
Contribution to Alior	<ul style="list-style-type: none"> ■ Bank development ■ Trendsetter for customer service while optimising bank's operations 	<ul style="list-style-type: none"> ■ Retail sales ■ Integrator of sales in branch network, modern sales channels and product development 	<ul style="list-style-type: none"> ■ Risk, Finance ■ Integrator of quality in infrastructure for steering profitability and risk 	<ul style="list-style-type: none"> ■ SME banking ■ Risk conscious development of products and services for SMEs 	<ul style="list-style-type: none"> ■ Finance ■ Administrator of resources, budgeting and reporting 	<ul style="list-style-type: none"> ■ Product and services development 	<ul style="list-style-type: none"> ■ Credit risk ■ Trendsetter for excellence in monitoring, collection and credit policy activities

EMPLOYEES





Distribution Network - branches

Basic Facts:

Ownership:	Alior Bank
Sqm avg:	~250
Avg # of employees:	11
Full product offering for retail and corporate clients	
Location:	90 largest cities
# of branches:	209





Distribution Network - agencies

Basic Facts:

Ownership: franchisee

Sqm avg: ~50

Avg # of employees: 2

Profit split equally between bank and agent

No credit competencies in agencies all done centrally by the bank

Location: small towns

of agencies: 441



Basic Facts:

Ownership: Alior Bank

Sqm avg: ~50

Avg # of employees: 5-6
(2 shifts)

Simplified offering - 5 main products:

- **Payments**
- **Current account**
- **Cash loan**
- **Term Deposits**
- **Investment insurance**

Location: convenient shopping malls

of outlets: 109



Why we started Alior

The opportunity

Entrepreneurial society

IT literate population

14 MM Households⁽¹⁾



4 MM Companies⁽¹⁾



5th largest facebook user in Europe⁽²⁾



Banking market offering potential

Outdated service models & limited focus on innovation

Outdated & inflexible IT systems



'Legacy' and 'subsidiary' issues: Market dominated by subsidiaries of foreign banks, many with legacy issues

Loans/GDP⁽³⁾

Underpenetrated market

EU-139%

PL-38%

The concept

Superior offering at a fair price

- Top quality bank in Poland
- Effective brand concept
- Bowler-hat bankers
- Significant client retention

Constant innovation

- Technology centred business model
- Client centric
- Fast decision making lead time
- Multi channel management
- Product innovation

Cost advantage

- Cost efficient IT systems
- Full centralisation of operations
- Outsourcing

Ability to execute

- Management with excellent track record
- Fast profitable branch rollout
- Strict risk policy
- Flat hierarchy

2007-2008

Notes

1. Polish Central Statistical Office as of 2008
2. According to GlobalWebIndex, comScore as of February 2011
3. European Banking Federation, Eurostat as of 2007

Alior: The future of banking delivered today

The delivery (2009-9M 2012)

Broad platform	<ul style="list-style-type: none"> ■ 1.4 million clients and #1 bank by new client acquisition ⁽¹⁾ ■ #3 physical distribution network ⁽⁵⁾ and top 5 Internet Bank ⁽⁶⁾
Technology advantage	<ul style="list-style-type: none"> ■ Versatile and advanced IT platform providing a unique competitive advantage ■ Prized platform (e.g. Forbes 2011; Computerworld 2009 / 2011)
Strong market position	<ul style="list-style-type: none"> ■ 3.0% market share in mortgages, 2.1% in consumer loans, 3.1% current accounts ⁽⁸⁾ ■ Ranked best bank in Poland by Newsweek and Forbes with award-winning staff ⁽⁴⁾
Product innovation	<ul style="list-style-type: none"> ■ Leading in product innovation in Poland since 2008 ⁽⁹⁾ ■ Alior Trader – first bank in Poland with direct FX pricing for individuals ⁽⁹⁾
Strict risk management	<ul style="list-style-type: none"> ■ Advanced scoring model ■ Minimisation of unknown risks – no proprietary trading
Profit focus	<ul style="list-style-type: none"> ■ Break-even for bank after 22 months

Overdelivery on financial targets			
PLN MM	Revenue ⁽¹⁰⁾	PBT	RoE
2011 Initial Plan	983	118	11%
2011 Actual	995	166	15% ⁽⁷⁾
9M 2012 Actual ⁽²⁾	1,366	347	23%
Growth ⁽³⁾	37%	110%	9 ppt.

Source Alior Bank

Going forward

Underpinning fundamentals: Efficiency focus and technology centred business model

Innovation-led growth/ cross-selling	Expansion of client centric network	Redefining business ideas: Virtual bank "Alior Sync – first truly virtual bank in Poland"	Operating leverage from scale
---------------------------------------------	--------------------------------------------	--------------------------------------------------------------------------------------------------	--------------------------------------

Notes

1. In 1H 2012 based on Bankier.pl
2. Annualised; RoE calculated by dividing net profit (loss) by the average balance of equity (calculated as arithmetical average of total equity at the beginning and the end of the reporting period)
3. Annualised growth compared to 2011 year end
4. As of 2010 and 2011 in Forbes ranking and 2009-2011 for Newsweek ranking, where Alior was recognised the leader of quality
5. Includes branches and agencies as of 3Q 2012 based on Financial Reporting from respective banks
6. According to Newsweek index, based on communication, operating capabilities, quality of service and clients' acquisition and retention. Data as of 2011
7. In 2011 effective tax-rate for Alior Bank was 8% due to certain one-off effects
8. Management figures based on company reporting; market data from the following sources: Mortgages (calculated based on new sales volume) – ZBP, consumer loans (calculated based on EOY volume) – NBP, current accounts (based on # of accounts) – PR news
9. Management view and company opinion
10. Net income from business activities defined as the sum of i) net interest income, ii) net fee and commission income, iii) trading result, iv) net gain on other financial instruments and v) net other operating income



A well-established banking platform designed for efficient growth

1

Strong, entrepreneurial management team with a proven track record of achieving growth and profitability targets

2

Attractive banking proposal based on quality of service, innovative technology-based products, and strong brand

3

Modern and multi-channel distribution network

4

A strong focus on operational excellence, scalability and cost efficiency

5

Innovative integrated and versatile IT platform with a low cost profile

6

Prudent risk management driving strong portfolio performance and asset quality

7

Balanced business mix with strong financial performance

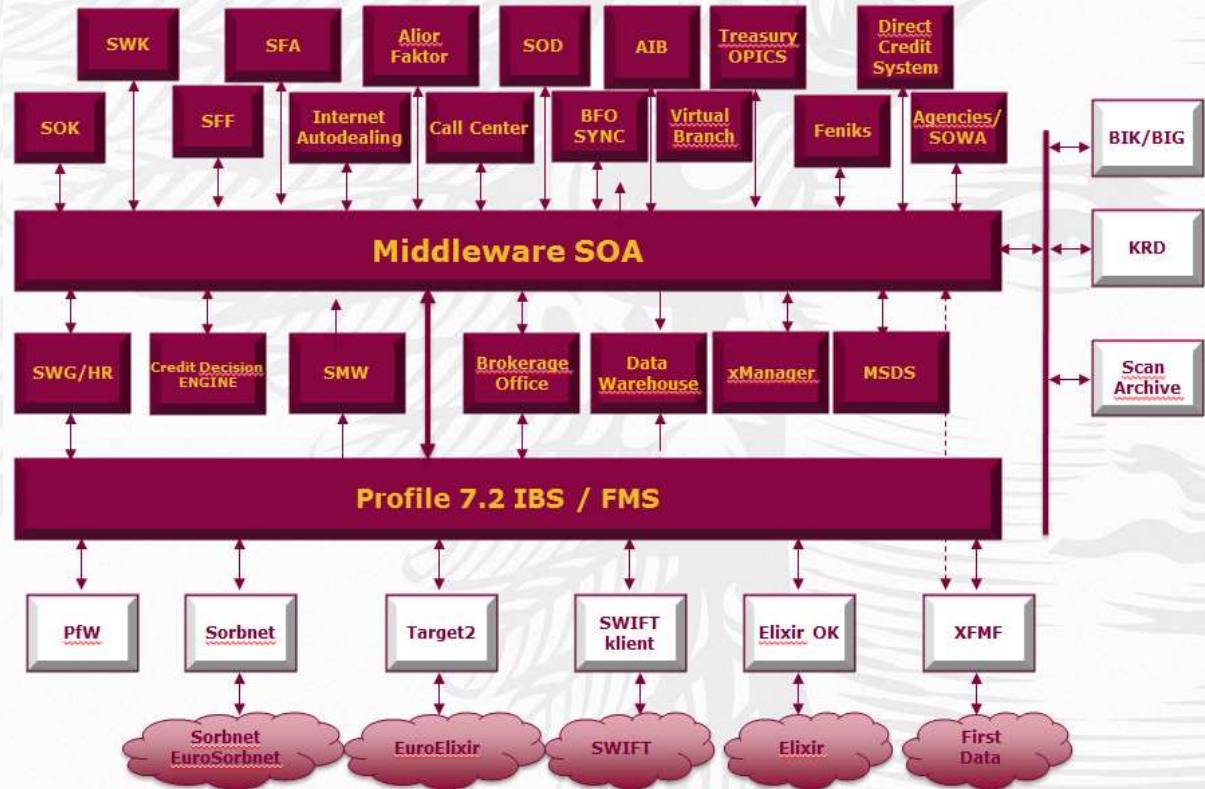


EXCELLENT MIDDLEWARE LAYER GIVES ABILITY FOR FAST IMPLEMENTATION

Overview

- Over 700 services implemented on middleware for financial and non-financial transaction, clients' requests, back-office and integration of the flow
- Solution based on Jboss application server
 - If necessary it can be migrated to any of JEE servers standards
- Linear scalability of implemented architecture
- Tools used for middleware:
 - developer toolkit: Hudson, Eclipse, NetBeans
 - profilers: YJP, HPDiagnostics
 - Code resources maintenance: SVN
 - tests: JMeter, HP LoadRunner

Core IT system structure



Own competencies in the layer of middleware and core system provide Alior with advantage in speed of new implementations, modifications and systems integration



SCALABLE IT PLATFORM AND HIGHLY QUALIFIED ENGINEERS PROVIDING A COMPETITIVE ADVANTAGE

Key IT aspects

Cost advantage

- Cost efficient IT setup comparing to other competitors
- No any legacy systems
- Alior Sync vs. "new mBank"

Middleware platform

- Facilitates development, integration and deployment of any additional IT application to Alior IT infrastructure

Expandability

- Ability to add large number of new clients in a short period of time without bearing additional costs

Access to qualified IT staff

- Highly qualified IT professionals able to develop new products and initiatives
- Good benchmarks and awards achieved in Polish and EU market

Case studies

HSBC's portfolio integration

<5 months full portfolio integration

15 June 2009

Start

15 September 2009

The first data migrated

24 October 2009

HSBC's portfolio migration completed

"Kill Bill" implementation

<2 months from idea generation

July 2011

Start

+1 month

IT setup

+1 month

Full technical and operational implementation

2012 PRODUCT DEVELOPMENT

Kill Bill 2 

Stand-alone life and property insurance for Retail 

Loans for business clients with EU grants 

Loan products for Alior Sync 


Cash loan for Allegro 


Dedicated current account for start-ups


Dual currency own issue investment certificates 

World Business Credit Card 

Cash Loan w/ guaranteed lowest rate


Free current account for Micro 

Unit-link for business client 

„Mała Czarna” debit card (innovative discount program) 

Home assistance insurance for Alior Sync Clients

Payroll account for SME

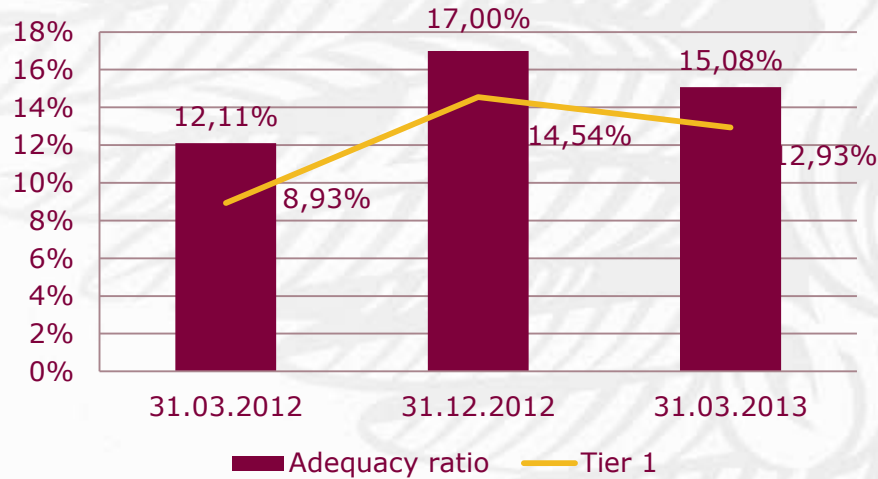
Escrow account for developers 



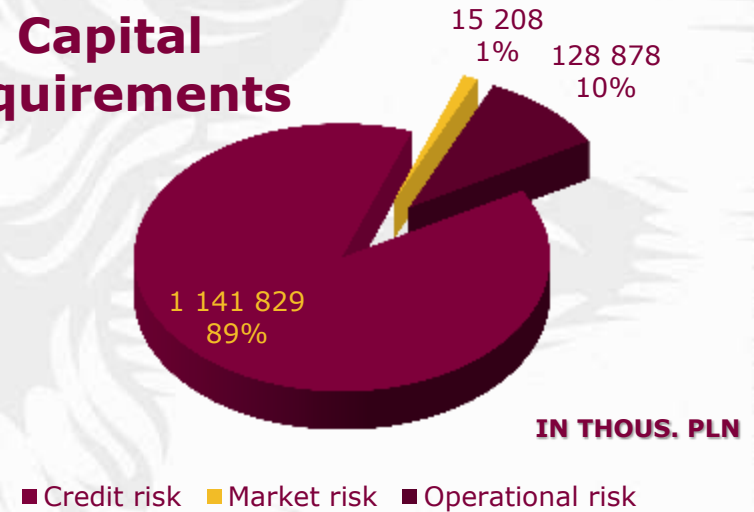
Alior stays focused on constant new product delivery

FULL BASEL II COMPLIANT

Capital Adequacy



Capital requirements



Capital requirements total :	1 285 915
Capital :	2 423 241

Basel II

- I pillar minimum capital requirements to cover credit, market, operational risks
- II pillar ICAAP committee in place: risk identification , assessing capital in relations to risk, capital planning, stress testing
- III pillar market discipline, better market disclosure (supporting public investors with information on risk profile), up to date with new IFRS



Contact details

Please direct all inquiries to:

relacje.inwestorskie@alior.pl

+48 22 417 3860

IR unit head: Piotr Bystrzanowski

piotr.bystrzanowski@alior.pl



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