

## **Information on preliminary and unaudited consolidated financial results of the ING Bank Śląski S.A. Group for the fourth quarter of 2017**

- **The most important financial and business data of the ING Bank Śląski S.A. Group in the fourth quarter of 2017**

During the four quarters of 2017 the consolidated net profit of the ING Bank Śląski S.A. amounted to PLN 1,403 million and increased by 12 % in comparison to the same period last year. In the same period, the Bank's stand-alone net profit amounted to PLN 1,349 million and it increased by 12% y/y. The ING Bank Śląski S.A. Group recorded the increase of basic commercial volumes – loans by 12% and deposits by 9%.

Key financial data of the ING Bank Śląski Group for 4 quarters of 2017 in comparison to the corresponding period of the previous year:

- result on basic activities increased by 10% to PLN 4,756 million, including the net interest income, which increased by 17% to PLN 3,453 million,
- general and administrative expenses increased by 1% to PLN 2,123 million,
- result before the risk costs increased by 18% to PLN 2,633 million,
- gross profit increased by 14% to PLN 1,882 million,
- net profit increased by 12% to PLN 1,403 million,
- return on equity (ROE) reached 12.6% compared to 11.7% last year,
- cost to income ratio (C/I) reached 44.6% compared to 48.5% in the previous year,
- net interest margin reached 2.94% compared to 2.67% in the previous year,
- total capital ratio was 16.7% compared to 14.7% last year.

Key business results of the ING Bank Śląski Group for 4 quarters of 2017 in comparison to the corresponding period of the previous year:

- increase in the value of loans by 12% to PLN 89.0 billion,
- loans for retail clients – increase by 19% to PLN 37.5 billion,
- loans for corporate clients - increase by 8% to PLN 51.5 billion,
- increase in deposits value by 9% to PLN 102.9 billion.

• Selected financial data and key effectiveness ratios

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
Net interest income	904.5	3 452.8	809.5	2 953.4	11.7%	16.9%
Net commission income	297.1	1 182.8	283.5	1 064.8	4.8%	11.1%
Result on basic activities	1 222.2	4 755.9	1 122.0	4 324.5	8.9%	10.0%
Result before tax	500.0	1 882.0	348.6	1 644.5	43.4%	14.4%
Net profit attributable to shareholders of ING Bank Śląski S.A.	366.8	1 403.1	254.9	1 253.0	43.9%	12.0%
Earnings per ordinary share (PLN)	2.82	10.78	1.96	9.63	43.9%	12.0%

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
Loans and other receivables to customers (net) excluding Eurobonds	87 523.5	86 412.9	78 068.8	1.3%	12.1%
Liabilities to customers	104 503.3	98 459.8	95 825.4	6.1%	9.1%
Total assets	126 013.9	122 290.0	117 477.7	3.0%	7.3%
Equity attributable to shareholders of ING Bank Śląski S.A.	11 794.8	11 486.2	10 474.9	2.7%	12.6%

<b>C/I</b> - Cost/Income ratio (%)	44.6	45.2	48.5
<b>ROA</b> - Return on assets (%)	1.2	1.1	1.1
<b>ROE</b> - Return on equity (%)	12.6	11.8	11.7
<b>NIM</b> - Net interest margin (%)	2.94	2.89	2.67
<b>L/D</b> - Loans-to-deposits ratio (%)	83.8	87.8	81.5
<b>Total Group's capital ratio</b> (%)	16.7	15.1	14.7
<b>Total Bank's capital ratio</b> (%)	18.4	16.5	16.6

Explanations:

**C/I** - Cost to Income ratio – total costs to income from operating activity per type.

**ROA** - Return on assets – net profit attributable to shareholders of ING Bank Śląski S.A. for 4 subsequent quarters to average assets for 5 subsequent quarters.

**ROE** - Return on equity - net profit attributable to shareholders of ING Bank Śląski S.A. for 4 subsequent quarters to average equity for 5 subsequent quarters.

**NIM** – total net interest income for 4 consecutive quarters to average interest assets for 5 consecutive quarters.

**L/D** - Loans-to-deposits ratio – loans and receivables to customers (net) excluding Eurobonds to liabilities due to customers.

**Total capital ratio** – equity to risk weighted assets and off-balance sheet liabilities.

• Interim condensed consolidated income statement

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
Interest income	1 120.7	4 302.5	1 016.2	3 922.9	10.3%	9.7%
Interest expenses	216.2	849.7	206.7	969.5	4.6%	-12.4%
<b>Net interest income (note 1)</b>	<b>904.5</b>	<b>3 452.8</b>	<b>809.5</b>	<b>2 953.4</b>	<b>11.7%</b>	<b>16.9%</b>
Commission income	345.0	1 338.4	320.2	1 201.3	7.7%	11.4%
Commission expenses	47.9	155.6	36.7	136.5	30.5%	14.0%
<b>Net commission income (note 2)</b>	<b>297.1</b>	<b>1 182.8</b>	<b>283.5</b>	<b>1 064.8</b>	<b>4.8%</b>	<b>11.1%</b>
Net income on financial instruments at fair value through profit or loss and FX result	26.3	79.9	12.7	57.2	107.1%	39.7%
Net income on investments	0.0	46.6	3.0	232.3	-100.0%	-79.9%
Net income on hedge accounting	-8.7	-9.2	-0.7	-2.6	1142.9%	253.8%
Net income on other basic activities	3.0	3.0	14.0	19.4	-78.6%	-84.5%
<b>Net income on basic activities</b>	<b>1 222.2</b>	<b>4 755.9</b>	<b>1 122.0</b>	<b>4 324.5</b>	<b>8.9%</b>	<b>10.0%</b>
General and administrative expenses (note 3)	523.4	2 122.6	557.7	2 099.2	-6.2%	1.1%
Impairment losses and provisions for off-balance sheet liabilities (note 5)	112.6	421.2	138.5	300.6	-18.7%	40.1%
Tax on certain financial institutions	86.2	330.1	77.2	280.2	11.7%	17.8%
<b>Gross profit (loss) (note 10)</b>	<b>500.0</b>	<b>1 882.0</b>	<b>348.6</b>	<b>1 644.5</b>	<b>43.4%</b>	<b>14.4%</b>
Income tax	133.2	478.9	93.6	391.4	42.3%	22.4%
<b>Net profit (loss)</b>	<b>366.8</b>	<b>1 403.1</b>	<b>255.0</b>	<b>1 253.1</b>	<b>43.8%</b>	<b>12.0%</b>
- attributable to shareholders of ING Bank Śląski S.A.	366.8	1 403.1	254.9	1 253.0	43.9%	12.0%

• Interim condensed consolidated statement of comprehensive income

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
<b>Net profit for the period</b>	<b>366.8</b>	<b>1 403.1</b>	<b>255.0</b>	<b>1 253.1</b>	<b>43.8%</b>	<b>12.0%</b>
<b>Total other comprehensive income, including:</b>	<b>-58.3</b>	<b>-84.0</b>	<b>-756.9</b>	<b>-898.1</b>	<b>-92.3%</b>	<b>-90.7%</b>
Items which can be reclassified to income statement:	<b>-51.5</b>	<b>-77.2</b>	<b>-759.3</b>	<b>-898.0</b>	<b>-93.2%</b>	<b>-91.4%</b>
gains/losses on revaluation of available-for-sale financial assets carried through equity	53.4	192.8	-100.2	-76.1	-153.3%	-353.4%
reclassification to the financial result due to sale of available-for-sale financial assets	0.1	-31.7	-2.4	-183.7	-104.2%	-82.7%
settlement of the valuation of securities reclassified from the portfolio available for sale to the portfolio of loans and receivables	-0.2	-0.2	0.0	0.0	-	-
settlement of the valuation of securities reclassified from the portfolio available for sale to the portfolio of financial assets held to maturity	-8.0	-32.1	-8.1	-32.2	-1.2%	-0.3%
effective part of cash flow hedging relationship	-96.8	-206.0	-648.6	-606.0	-85.1%	-66.0%
Items which will not be reclassified to income statement:	<b>-6.8</b>	<b>-6.8</b>	<b>2.4</b>	<b>-0.1</b>	<b>-375.0%</b>	<b>6500.0%</b>
revaluation of fixed assets	0.0	0.0	1.6	-1.6	-100.0%	-100.0%
disposal of fixed assets	0.0	0.0	-0.9	-0.2	-111.1%	-150.0%
actuarial gains / losses	-6.8	-6.8	1.7	1.7	-494.1%	-494.1%
<b>Net comprehensive income for the reporting period</b>	<b>308.5</b>	<b>1 319.1</b>	<b>-501.9</b>	<b>355.0</b>	<b>-161.8%</b>	<b>272.1%</b>
- attributable to shareholders of ING Bank Śląski S.A.	308.5	1 319.1	-502.0	354.9	-	-
- attributable to non-controlling shareholders	0.0	0.0	0.1	0.1	-	-

• Interim condensed consolidated statement of financial position

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
<b>Assets</b>					
Cash in hand and balances with the Central Bank	2 815.2	1 638.2	1 825.0	71.8%	54.3%
Loans and other receivables to other banks	2 234.5	1 174.7	1 113.4	90.2%	100.7%
Financial assets at fair value through profit or loss	530.1	1 415.2	2 826.8	-62.5%	-81.2%
Valuation of derivatives	784.7	828.5	1 117.1	-5.3%	-29.8%
Investments	25 907.4	24 446.1	25 721.3	6.0%	0.7%
Derivative hedge instruments	967.2	1 050.1	1 338.6	-7.9%	-27.7%
Loans and other receivables to customers ( <b>note 6</b> )	91 088.3	90 087.3	81 979.5	1.1%	11.1%
Receivables from customers under repo transactions	19.8	19.7	0.0	0.5%	100%
Investments in associates valued using the equity method	1.3	0.0	0.0	100%	100%
Non-financial assets ( <b>note 7</b> )	980.0	979.3	1 004.5	0.1%	-2.4%
Assets held for sale	11.1	15.3	31.8	-27.5%	-65.1%
Tax assets	257.1	250.4	237.5	1.8%	7.3%
Other assets	417.2	385.2	282.2	8.3%	47.8%
<b>Total assets</b>	<b>126 013.9</b>	<b>122 290.0</b>	<b>117 477.7</b>	<b>3.0%</b>	<b>7.3%</b>
<b>Liabilities</b>					
Liabilities to other banks	4 109.0	5 637.8	5 043.0	-27.1%	-18.5%
Financial liabilities at fair value through profit or loss	735.1	1 663.6	474.8	-55.8%	54.8%
Valuation of derivatives	979.2	957.8	1 116.0	2.2%	-12.3%
Derivative hedge instruments	699.2	799.9	1 468.1	-12.6%	-52.4%
Liabilities to customers ( <b>note 8</b> )	104 503.3	98 459.8	95 825.4	6.1%	9.1%
Liabilities under issue of debt securities	300.3	872.1	866.4	-65.6%	-65.3%
Subordinated liabilities	626.9	647.7	664.9	-3.2%	-5.7%
Provisions	100.0	90.8	73.8	7.0%	31.7%
Tax liabilities	232.9	181.1	121.3	27.5%	90.4%
Other liabilities	1 933.2	1 493.2	1 346.8	29.5%	43.5%
<b>Total liabilities</b>	<b>114 219.1</b>	<b>110 803.8</b>	<b>107 000.5</b>	<b>3.1%</b>	<b>6.7%</b>
<b>Equity</b>					
Share capital	130.1	130.1	130.1	0.0%	0.0%
Supplementary capital - issuance of shares over nominal value	956.3	956.3	956.3	0.0%	0.0%
Revaluation reserve	493.2	551.8	577.5	-10.6%	-14.6%
Retained earnings	10 215.2	9 848.0	8 811.0	3.7%	16.0%
<b>Equity attributable to shareholders of ING Bank Śląski S.A.</b>	<b>11 794.8</b>	<b>11 486.2</b>	<b>10 474.9</b>	<b>2.7%</b>	<b>12.6%</b>
Non-controlling interests	0.0	0.0	2.3	0.0%	-100.0%
<b>Total equity</b>	<b>11 794.8</b>	<b>11 486.2</b>	<b>10 477.2</b>	<b>2.7%</b>	<b>12.6%</b>
<b>Total equity and liabilities</b>	<b>126 013.9</b>	<b>122 290.0</b>	<b>117 477.7</b>	<b>3.0%</b>	<b>7.3%</b>

• **Additional information**

**1. Net interest income**

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
<b>Interest income</b>						
Interest on loans and receivables to other banks	16.1	56.2	12.3	51.2	30.9%	9.8%
Interest on loans and receivables to customers	946.4	3 553.0	819.8	3 125.3	15.4%	13.7%
Interest on repo transactions made with customers	0.2	2.4	1.3	9.6	-100.0%	-77.1%
Interest on financial assets held for trading	0.8	18.2	5.1	17.5	-84.6%	-75.0%
Interest on available-for-sale financial assets	105.3	442.9	127.1	510.4	-17.2%	-13.2%
Interest on financial assets held to maturity	55.4	207.5	38.3	133.3	44.6%	55.7%
Net interest income on derivatives	-3.5	22.3	12.3	75.6	-128.5%	-70.5%
<b>Total interest income</b>	<b>1 120.7</b>	<b>4 302.5</b>	<b>1 016.2</b>	<b>3 922.9</b>	<b>10.3%</b>	<b>9.7%</b>
<b>Interest expense</b>						
Interest on deposits from other banks	12.2	60.9	13.0	44.6	-6.2%	36.5%
Interest on deposits from customers	195.3	752.1	184.4	889.8	5.9%	-15.5%
Interest on repo transactions made with customers	0.4	0.7	0.0	0.2	0.0%	250.0%
Interest on issue of debt securities	4.7	21.9	5.8	22.7	-19.0%	-3.5%
Interest on financial liabilities held for trading	0.4	1.6	0.3	1.0	33.3%	60.0%
Interest on subordinated liabilities	3.2	12.5	3.2	11.2	0.0%	11.6%
<b>Total interest expense</b>	<b>216.2</b>	<b>849.7</b>	<b>206.7</b>	<b>969.5</b>	<b>4.6%</b>	<b>-12.4%</b>
<b>Net interest income</b>	<b>904.5</b>	<b>3 452.8</b>	<b>809.5</b>	<b>2 953.4</b>	<b>11.7%</b>	<b>16.9%</b>
<b>NIM -net interest margin- cumulative (annualized) *</b>	<b>2.94%</b>		<b>2.67%</b>			
<b>NIM -net interest margin- quarterly **</b>	<b>3.01%</b>		<b>2.84%</b>			

\*) NIM -net interest margin - cumulative (annualized) was calculated as the quotient of the total net interest income of 4 consecutive quarters to average interest assets of 5 consecutive quarters.

\*\*) NIM -net interest margin - quarterly was calculated as the quotient of the quarterly net interest income x4 to average interest earning assets of a quarter.

Interest assets used for the calculations include the total of assets under the consolidated statement of financial position less cash in hand and balances with the central bank, non-financial assets, held-for-sale assets, tax assets, and other assets.

## 2. Net commission income

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
<b>Commission income</b>						
transaction margin on currency exchange transactions	90.6	343.1	77.9	281.5	16.3%	21.9%
account maintenance fees	68.1	273.2	64.3	252.0	5.9%	8.4%
lending commissions	66.4	263.4	67.2	250.4	-1.2%	5.2%
payment and credit cards fees	25.2	113.3	27.1	115.6	-7.0%	-2.0%
participation units distribution fees	27.1	101.4	23.1	88.9	17.3%	14.1%
insurance product offering commissions	17.8	67.7	18.6	49.9	-4.3%	35.7%
factoring and lease agreements commissions	13.2	49.1	12.3	43.4	7.3%	13.1%
foreign commercial business	8.1	29.7	6.5	24.0	24.6%	23.8%
fiduciary and custodian fees	7.0	28.5	6.1	24.6	14.8%	15.9%
brokerage activity fees	5.0	24.0	4.7	29.1	6.4%	-17.5%
other	16.5	45.0	12.4	41.9	33.1%	7.4%
<b>Total commission income</b>	<b>345.0</b>	<b>1 338.4</b>	<b>320.2</b>	<b>1 201.3</b>	<b>7.7%</b>	<b>11.4%</b>
<b>Total commission expenses</b>	<b>47.9</b>	<b>155.6</b>	<b>36.7</b>	<b>136.5</b>	<b>30.5%</b>	<b>14.0%</b>
<b>Net commission income</b>	<b>297.1</b>	<b>1 182.8</b>	<b>283.5</b>	<b>1 064.8</b>	<b>4.8%</b>	<b>11.1%</b>
<b>Share of the net commission income in Group revenue*</b>	<b>24.3%</b>	<b>24.9%</b>	<b>25.3%</b>	<b>24.6%</b>	<b>-3.8%</b>	<b>1.0%</b>

\*) Net income on core operations is treated as the Group's income.

## 3. General and administrative expenses

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
Personnel expenses	263.5	1 035.7	276.7	1 039.3	-4.8%	-0.3%
Other general and administrative expenses, including:	259.9	1 086.9	281.0	1 059.9	-7.5%	2.5%
cost of marketing and promotion	24.2	93.7	25.6	95.0	-5.5%	-1.4%
depreciation and amortisation	46.9	182.4	76.7	210.6	-38.9%	-13.4%
Bank Guarantee Fund payments	19.0	145.7	46.0	143.9	-58.7%	1.3%
<b>Total</b>	<b>523.4</b>	<b>2 122.6</b>	<b>557.7</b>	<b>2 099.2</b>	<b>-6.2%</b>	<b>1.1%</b>

## 4. Headcount

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016
FTEs	7 979.3	7 970.3	7 969.6
Individuals	8 032	8 016	8 025

## 5. Impairment losses and provisions for off-balance sheet liabilities

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
Impairment losses on loans and other receivables	225.0	955.2	268.8	990.1	-16.3%	-3.5%
Reversed impairment losses on loans and other receivables	-112.4	-534.0	-130.3	-689.5	-13.7%	-22.6%
<b>Net impairment losses and provisions for off-balance sheet liabilities</b>	<b>112.6</b>	<b>421.2</b>	<b>138.5</b>	<b>300.6</b>	<b>-18.7%</b>	<b>40.1%</b>
Including:						
corporate banking	79.5	263.0	63.4	163.1	25.4%	61.3%
retail banking	33.1	158.2	75.1	137.5	-55.9%	15.1%

On 21 December 2017 the Bank concluded an agreement on the sale of corporate receivables from the portfolio with recognized impairment. As a result of the transaction, the portfolio of irregular receivables decreased by PLN 51.3 million. The positive impact of the transaction on the Bank's gross result amounted to PLN 25.4 million (total risk costs).

## 6. Loans and other receivables to customers

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
<b>Customer loan portfolio, including:</b>	<b>89 043.6</b>	<b>87 895.9</b>	<b>79 447.9</b>	<b>1.3%</b>	<b>12.1%</b>
Household	39 755.5	38 046.5	33 450.0	4.5%	18.9%
Business entities	46 439.6	46 782.7	42 580.7	-0.7%	9.1%
Government and self-government institutions' sector	2 848.5	3 066.7	3 417.2	-7.1%	-16.6%
<b>Total (gross), including:</b>	<b>89 043.6</b>	<b>87 895.9</b>	<b>79 447.9</b>	<b>1.3%</b>	<b>12.1%</b>
Retail banking:	<b>37 509.0</b>	<b>35 795.3</b>	<b>31 640.6</b>	<b>4.8%</b>	<b>18.5%</b>
loans in the current account	1 315.8	1 368.2	1 218.9	-3.8%	7.9%
mortgages	27 959.4	26 650.1	23 887.1	4.9%	17.0%
other loans and advances	7 542.5	7 145.1	6 032.2	5.6%	25.0%
leasing receivables	690.7	631.1	502.4	9.4%	37.5%
factoring receivables	0.6	0.8	0.0	-25.0%	100%
Corporate banking:	<b>51 534.6</b>	<b>52 100.7</b>	<b>47 807.3</b>	<b>-1.1%</b>	<b>7.8%</b>
loans in the current account	9 784.9	10 443.9	7 891.6	-6.3%	24.0%
term loans	28 679.3	28 932.8	27 754.0	-0.9%	3.3%
leasing receivables	5 902.3	5 725.0	5 258.2	3.1%	12.2%
factoring receivables	4 619.8	4 742.6	4 373.6	-2.6%	5.6%
debt securities (commercial and municipal)	2 548.3	2 256.4	2 529.9	12.9%	0.7%
<b>Other receivables, including:</b>	<b>3 712.3</b>	<b>3 784.1</b>	<b>3 999.3</b>	<b>-1.9%</b>	<b>-7.2%</b>
Eurobonds (T-bonds)	3 564.8	3 674.4	3 910.7	-3.0%	-8.8%
Other	147.5	109.7	88.6	34.5%	66.5%
<b>Total (gross)</b>	<b>92 755.9</b>	<b>91 680.0</b>	<b>83 447.2</b>	<b>1.2%</b>	<b>11.2%</b>
<b>Impairment losses (with IBNR), including:</b>	<b>-1 667.6</b>	<b>-1 592.7</b>	<b>-1 467.7</b>	<b>4.7%</b>	<b>13.6%</b>
concerning customer loan portfolio	-1 666.9	-1 592.0	-1 467.0	4.7%	13.7%
concerning other receivables	-0.7	-0.7	-0.7	0.0%	0.0%
<b>Total (net)</b>	<b>91 088.3</b>	<b>90 087.3</b>	<b>81 979.5</b>	<b>1.1%</b>	<b>11.1%</b>

## 6.1. Quality of customer loan portfolio

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
<b>Corporate banking segment</b>					
<b>Gross value, including:</b>	<b>51 534.6</b>	<b>52 100.7</b>	<b>47 807.3</b>	-1.1%	7.8%
unimpaired	49 737.7	50 371.8	46 269.2	-1.3%	7.5%
impaired	1 796.9	1 728.9	1 538.1	3.9%	16.8%
<b>Impairment losses and provisions, including:</b>	<b>1 079.7</b>	<b>1 026.5</b>	<b>962.3</b>	4.9%	12.0%
unimpaired	78.4	76.1	70.2	3.0%	11.7%
impaired	960.7	913.9	869.6	5.2%	10.5%
provisions for off-balance sheet liabilities	40.6	36.5	22.5	3.6%	68.0%
Share of impaired portfolio	3.5%	3.3%	3.2%		
Impaired portfolio coverage ratio	53.5%	52.9%	56.5%		
<b>Retail banking segment</b>					
<b>Gross value, including:</b>	<b>37 509.0</b>	<b>35 795.3</b>	<b>31 640.6</b>	4.8%	18.5%
unimpaired	36 809.0	35 152.1	31 101.9	4.7%	18.3%
impaired	700.0	643.2	538.7	8.8%	29.9%
<b>Impairment losses and provisions, including:</b>	<b>633.1</b>	<b>606.9</b>	<b>531.5</b>	4.3%	19.1%
unimpaired	163.8	157.0	141.9	4.3%	15.4%
impaired	464.0	445.0	385.3	4.3%	20.4%
provisions for off-balance sheet liabilities	5.3	4.9	4.3	8.2%	23.3%
Share of impaired portfolio	1.9%	1.8%	1.7%		
Impaired portfolio coverage ratio	66.3%	69.2%	71.5%		
<b>Total gross value</b>	<b>89 043.6</b>	<b>87 896.0</b>	<b>79 447.9</b>	1.3%	12.1%
<b>Total impairment losses and provisions, including:</b>	<b>1 712.8</b>	<b>1 633.4</b>	<b>1 493.8</b>	4.7%	14.5%
unimpaired	242.2	233.1	212.1	3.9%	14.2%
impaired	1 424.7	1 358.9	1 254.9	4.9%	13.6%
provisions for off-balance sheet liabilities	45.9	41.4	26.8	4.1%	60.8%
Total coverage ratio	1.9%	1.9%	1.9%		
Share of impaired portfolio	2.8%	2.7%	2.6%		
<b>Impaired portfolio coverage ratio</b>	<b>57.1%</b>	<b>57.3%</b>	<b>60.4%</b>		

## 7. Non-financial assets

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
Investment properties	0.0	0.3	0.3	-100.0%	-100.0%
Property, plant and equipment	549.0	557.0	578.0	-1.4%	-5.0%
Intangible assets	431.0	422.0	426.2	2.1%	1.1%
<b>Total</b>	<b>980.0</b>	<b>979.3</b>	<b>1 004.5</b>	0.1%	-2.4%



## 8. Liabilities to customers

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
<b>Deposits, including:</b>	<b>102 850.6</b>	<b>96 965.0</b>	<b>94 113.4</b>	<b>6.1%</b>	<b>9.3%</b>
Household	67 918.7	65 488.6	63 548.0	3.7%	6.9%
Business entities	33 158.0	29 175.1	28 824.6	13.7%	15.0%
Government and self-government institutions' sector	1 773.9	2 301.3	1 740.8	-22.9%	1.9%
<b>Total (gross), including:</b>	<b>102 850.6</b>	<b>96 965.0</b>	<b>94 113.4</b>	<b>6.1%</b>	<b>9.3%</b>
Retail banking:	<b>68 049.6</b>	<b>65 653.1</b>	<b>63 609.6</b>	<b>3.7%</b>	<b>7.0%</b>
current accounts	14 792.0	13 570.9	11 920.7	9.0%	24.1%
saving accounts	49 935.0	49 551.5	47 872.3	0.8%	4.3%
term deposit	3 322.6	2 530.7	3 816.6	31.3%	-12.9%
Corporate banking:	<b>34 801.0</b>	<b>31 311.9</b>	<b>30 503.8</b>	<b>11.1%</b>	<b>14.1%</b>
current accounts	23 606.5	20 699.3	20 179.0	14.0%	17.0%
saving accounts	8 553.8	8 357.7	8 589.0	2.3%	-0.4%
term deposit	2 640.7	2 254.9	1 735.8	17.1%	52.1%
<b>Other liabilities</b>	<b>1 652.7</b>	<b>1 494.8</b>	<b>1 712.0</b>	<b>10.6%</b>	<b>-3.5%</b>
<b>Total</b>	<b>104 503.3</b>	<b>98 459.8</b>	<b>95 825.4</b>	<b>6.1%</b>	<b>9.1%</b>

## 9. Total capital ratio

	as of 31 Dec 2017	as of 30 Sep 2017	as of 31 Dec 2016	change 4Q/4Q	change y/y
<b>Own funds</b>					
<b>A. Own equity in the statement of financial position, including:</b>	<b>11 794.8</b>	<b>11 486.2</b>	<b>10 477.2</b>	<b>2.7%</b>	<b>12.6%</b>
<b>A.I. Own equity included in the own funds calculation, including:</b>	<b>10 843.4</b>	<b>10 146.1</b>	<b>9 069.9</b>	<b>6.9%</b>	<b>19.6%</b>
share capital and agio	1 086.4	1 086.4	1 086.4	0.0%	0.0%
retained earnings	9 482.3	8 816.5	7 874.8	7.6%	20.4%
- including net financial result in approval	665.4	-	308.5	100%	115.7%
revaluation reserve (unrealised losses)	-3.7	-8.3	-62.0	-55.4%	-94.0%
revaluation reserve (unrealised gains)	278.4	251.5	170.7	10.7%	63.1%
<b>A.II. Own equity excluded from own funds calculation, including:</b>	<b>951.4</b>	<b>1 340.1</b>	<b>1 407.3</b>	<b>-29.0%</b>	<b>-32.4%</b>
revaluation reserve	218.5	308.6	468.8	-29.2%	-53.4%
retained earnings	732.9	1 031.5	936.2	-28.9%	-21.7%
other	0.0	0.0	2.3	0%	-100.0%
<b>B. Other elements of own funds (decreases and increases), including:</b>	<b>67.8</b>	<b>71.7</b>	<b>123.7</b>	<b>-5.4%</b>	<b>-45.2%</b>
subordinated debt	625.6	646.4	663.6	-3.2%	-5.7%
goodwill and other intangible assets	-422.8	-415.1	-423.6	1.9%	-0.2%
AIRB shortfall/surplus of credit risk adjustments to expected losses	-134.9	-158.4	-115.7	-14.8%	16.6%
value adjustments due to the requirements for prudent valuation	-0.1	-1.2	-0.6	-91.7%	-83.3%
<b>Own funds taken into account in total capital ratio calculation (A.I. + B), including:</b>	<b>10 911.2</b>	<b>10 217.8</b>	<b>9 193.6</b>	<b>6.8%</b>	<b>18.7%</b>
Core Tier I capital	10 299.1	9 587.3	8 553.1	7.4%	20.4%
Tier II capital	612.1	630.5	640.5	-2.9%	-4.4%
<b>Capital requirements</b>					
capital requirements for credit risk	4 552.8	4 775.8	4 121.5	-4.7%	10.5%
other capital requirements	670.1	656.7	598.6	2.0%	11.9%
supplement to the overall level of capital requirements	0.0	0.0	273.5	0%	-100.0%
<b>Total capital requirements</b>	<b>5 222.9</b>	<b>5 432.5</b>	<b>4 993.6</b>	<b>-3.9%</b>	<b>4.6%</b>
<b>Total capital ratio</b>	<b>16.7%</b>	<b>15.1%</b>	<b>14.7%</b>		
<b>Tier I ratio</b>	<b>15.8%</b>	<b>14.1%</b>	<b>13.7%</b>		

## 10. Financial result divided into operating segments

	IV quarter 2017	4Q 2017 YTD	IV quarter 2016	4Q 2016 YTD	change 4Q/4Q	change y/y
<b>Retail banking segment:</b>						
<b>Income total</b>	<b>680.3</b>	<b>2 663.4</b>	<b>621.2</b>	<b>2 472.1</b>	9.6%	7.7%
net interest income	560.2	2 143.8	523.3	1 862.6	7.1%	15.1%
net commission income	98.3	413.9	100.0	380.7	-1.7%	8.7%
other income/expenses	21.8	105.7	-2.1	228.8	-1 138.0%	46.2%
<b>Expenses total</b>	<b>303.2</b>	<b>1 265.4</b>	<b>311.7</b>	<b>1 235.6</b>	-2.7%	2.4%
<b>Segment result</b>	<b>377.1</b>	<b>1 398.0</b>	<b>309.5</b>	<b>1 236.5</b>	21.8%	13.1%
Impairment losses	33.1	158.2	75.1	137.5	-55.9%	15.1%
Tax on certain financial institutions	33.8	126.5	28.7	101.7	17.8%	24.4%
<b>The gross financial result of the retail banking segment</b>	<b>310.2</b>	<b>1 113.3</b>	<b>205.7</b>	<b>997.3</b>	<b>50.7%</b>	<b>11.6%</b>
<b>Corporate banking segment:</b>						
<b>Income total</b>	<b>541.9</b>	<b>2 092.5</b>	<b>500.8</b>	<b>1 852.4</b>	8.2%	13.0%
net interest income	344.3	1 309.0	286.2	1 090.8	20.3%	20.0%
net commission income	198.8	768.9	183.5	684.1	8.3%	12.4%
other income/expenses	-1.2	14.6	31.1	77.5	-104%	18.8%
<b>Expenses total</b>	<b>220.2</b>	<b>857.2</b>	<b>246.0</b>	<b>863.6</b>	-10.5%	-0.7%
<b>Segment result</b>	<b>321.7</b>	<b>1 235.3</b>	<b>254.8</b>	<b>988.8</b>	26.3%	24.9%
Impairment losses	79.5	263.0	63.4	163.1	25.4%	61.3%
Tax on certain financial institutions	52.4	203.6	48.5	178.5	8.0%	14.1%
<b>The gross financial result of the corporate banking segment</b>	<b>189.8</b>	<b>768.7</b>	<b>142.9</b>	<b>647.2</b>	<b>32.8%</b>	<b>18.8%</b>