

BANK MILLENNIUM GROUP

Presentation of 1st half 2019 results – first time consolidation of Euro Bank S.A.



This presentation has been prepared by Bank Millennium for its stakeholders for information purpose only.

The information presented in this presentation should be read together with other information published by the Bank (on <u>www.bankmillennium.pl</u>), in particular financial and current reports.

Financial data presented hereby is on consolidated Bank Millennium Group level and is based on published financial reports with two pro-forma adjustments:

- The Bank prepares its financial statements according to International Financial Reporting Standards, therefore only interests from derivatives meeting formal hedge accounting principles are recorded as Net Interest Income while other interest from derivatives is booked in results on financial assets and liabilities held for trading. As this hedge accounting relationship changes through time and does not necessarily include the entire portfolio of FX, Currency and Interest Rate swaps, the Bank provides in this presentation pro-forma data which presents all margin from derivatives in Net Interest Income. In the Bank's opinion, aforementioned approach allows better understanding of Net Interest Income evolution as it reflects substance of the derivatives transactions which are related to the liquidity management of the assets and liabilities in foreign currencies.
- According to current understanding of IFRS9 standard, small part of credit portfolio is fair valued through P&L. As fair value adjustment of this portfolio has similar economic effect to impairment adjustment, it was excluded from Total Operating Income and added to cost of risk line.

This presentation should not be treated as a recommendation to purchase securities, an offer, invitation or a solicitation of an offer to purchase, invest or conclude any transaction on securities, in particular with respect to securities of Bank Millennium.



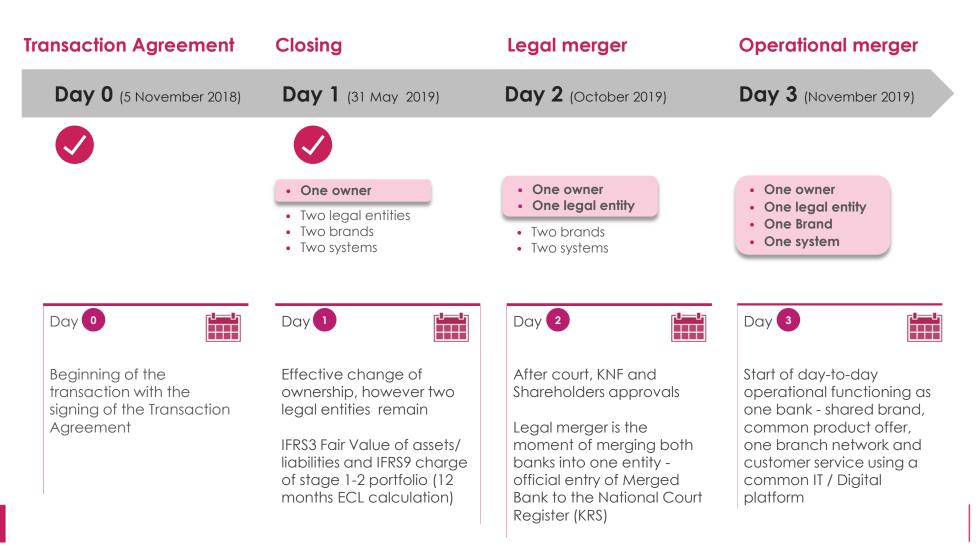
PRESENTATION OF 1H 2019 RESULTS

> Acquisition of Euro Bank

- > Financial performance
- > Business development
- > Appendixes

ACQUISITION OF EURO BANK

Following non-objection from Financial Supervision Authority (KNF), the transaction was closed on 31/5/2019



ACQUISITION OF EURO BANK

Initial financial impact of Euro Bank acquisition on Day 1 (closing of purchase transaction on 31/5/2019)

Initial settlement of acquisition transaction of Euro Bank closed on Day 1 in the Group's financials (*):

(PLN million)

Preliminary Goodwill calculation	
Base Purchase Price	1 833,0
Acquired Net Asset Value (preliminary)	1 550,0
Price adjustment (preliminary)	+11,0
Total Fair Value adjustments:**	158,3
- adjustments concerning loan portfolio	179,7
- other Fair Value adjustments	(21,4)
Preliminary Goodwill	(135,7)

Day 1 impact on Group's Profit & Loss	
IFRS 9 stage 1 provisions created on fair value of acquired stage 1 and stage 2 loan portfolios of Euro Bank ***	(80.6)
Deferred tax	15.4
Day 1 net impact	(65.2)



PRESENTATION OF 1H 2019 RESULTS

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KEY PROFIT & LOSS ITEMS

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PLN mln	1H 19	1H 18	Change Y/Y	2Q 19	1Q 19	Change Q/Q
Net interest income	1084,7	892,9	21,5%	584,3	500,3	16,8%
Net commission income	338,2	336,6	0,5%	175,0	163,2	7,3%
Total operating income	1563,4	1325,3	18,0%	822,6	740,8	11,0%
Total costs	-756,0	-632,2	19,6%	-371,6	-384,5	-3,4%
Costs without BFG fees	-660,0	-562,6	17,3%	-359,5	-300,4	19,7%
Loan loss provisions	-230,2	-113,4	103,0%	-157,9	-72,3	118,3%
- Loan provisions without Day1 ECL 12 months	-149,6	-113,4	32,0%	-77,3	-72,3	6,8%
Banking tax on assets	-110,0	-100,7	9,3%	-58,6	-51,4	14,2%
Net Profit	333,6	347,9	-4,1%	173,7	160,0	8,6%
Net Profit without one-offs	411,3	366,8	12,1%	221,7	190,0	16,7%
NIM	2,66%	2,54%	+0,12 pp	2,80%	2,53%	+0,27 pp
Cost/Income adjusted (*)	46,0%	46,3%	-0,3 pp	47,3%	44,6%	+2,7 pp
Cost of Risk without Day1 provisions	52 bps	47 bps	5 bps	51 bps	55 bps	-4 bps
ROE adjusted (*) ytd	8,7%	9,5%	-0 <i>,</i> 8 pp	-	-	-
ROE normalised (**) ytd	9,7%	9,5%	+0,2 pp	-	-	-

(*) adjusted for BFG resolution yearly fee by equally accruing it over the year (1/2 considered in 1st half of the year) (**) with equal distribution of BFG fee, without PLN 27 m release of tax asset provision in 1Q and without PLN 81m Day 1 initial provisions created for Euro Bank loan portfolio (IFRS9 impact of 12 month Expected Credit Loss on acquired stage 1 and 2 portfolios)

KEY BALANCE SHEET ITEMS AND OTHER RELEVANT INDICATORS

PLN mln	June 19	June 18	Change Y/Y	Mar. 19	Change Q/Q
Active customers (ths) (*)	1 947	1 714	233	1 897	50
inc. on-line and mobile (*)	1 513	1 264	249	1 469	44
Customer Funds	85 590	69 236	23,6%	75 478	13,4%
Deposits	76 828	59 831	28,4%	66 673	15,2%
Deposits of individuals	57 638	43 303	33,1%	47 827	20,5%
Loans	67 855	50 256	35,0%	53 940	25,8%
FX Mortgage Loans excl. EB	13 818	14 698	-6,0%	14 186	-2,6%
Loans without FX mortgage	53 019	35 558	49,1%	39 754	33,4%
L/D	88,3%	84,0%	+4.3 p.p.	80,9%	+7.4 p.p.
Impaired loan ratio (**)	4,3%	4,7%	-0.4 p.p.	4,4%	-0.1 p.p.
Coverage ratio (***)	62%	76%	-14 p.p.	73%	-11 p.p.
CET1 = T1	16,9%	21,3%	-4.4 p.p.	21,5%	-4.6 p.p.
TCR	20,1%	23,4%	-3.3 p.p.	25,6%	-5.5 p.p.

MAIN FINANCIAL HIGHLIGHTS OF 2 QUARTER 2019

Continued improvement of profitability; excluding impact of initial Euro Bank consolidation Excess capital used for the acquisition; liquidity very solid

Profitability with Euro Bank impact

- Net profit of 1H 2019 reached 334 million PLN with 65 million PLN net impact of Day 1 provisions on Euro Bank portfolio.
- Normalised* net profit reached 411 million PLN and grew by 12% yearly
- Normalised * ROE at 9.7% and Cost/income at 46%

Core income accelerated. Costs influencedby Euro Bank and BFG fees

- Net interest income grew by 21.5% y/y; without Euro Bank grew 14.7% y/y and 4.7% q/q
- Net Commission Income flat yearly but visibly grew by **7,3%** quarterly (without Euro Bank)
- Operating costs up by **19.6% y/y;** when excluding Euro Bank and BFG fees, costs grew by **10.9%** yearly

High asset quality and liquidity kept

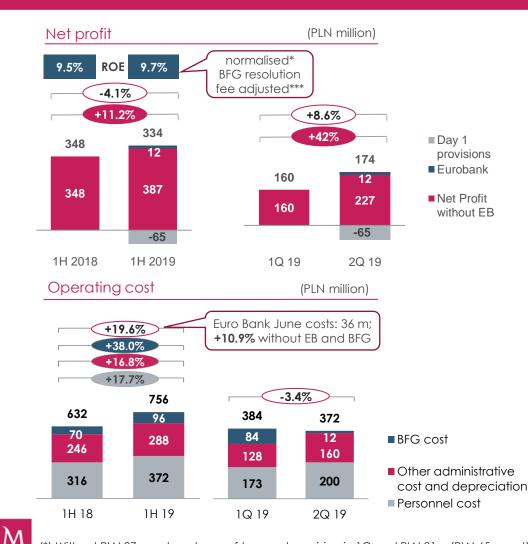
- Impaired loans (stage 3) ratio at **4.3%** level with coverage by total provisions at **62%** (Euro Bank stage 3 portfolio consolidated at net value)
- Cost of Risk at **52 b.p**. (annualised) excluding Euro
 Bank ECL 12 months initial impact
- Loans to Deposits ratio at low level of 88%

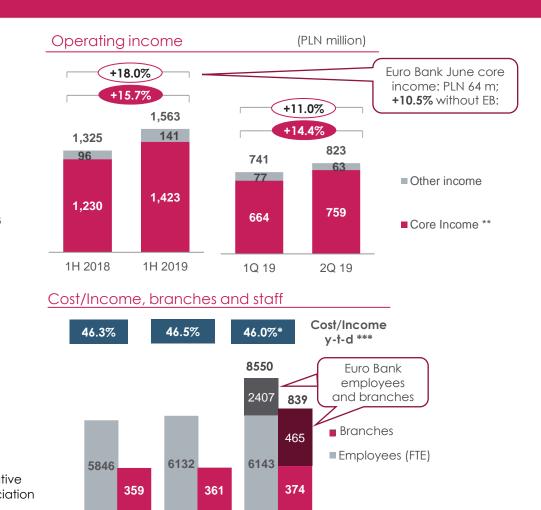
Capital ratios influenced by the acquisition

- Group's Total Capital Ratio (TCR) at 20.1%, and CET1
 ratio at 16.9% already incorporating Euro Bank
- Bank's Total Capital Ratio (TCR) at 20.5%, and CET1
 ratio at 16.9%

PROFITABILITY AND COST EFFICIENCY

Net income distorted by one-off provision impact (IFRS9 on Euro Bank loans); Profitability improved with ROE at 9.7% and Cost to Income 46.0%





2Q 19

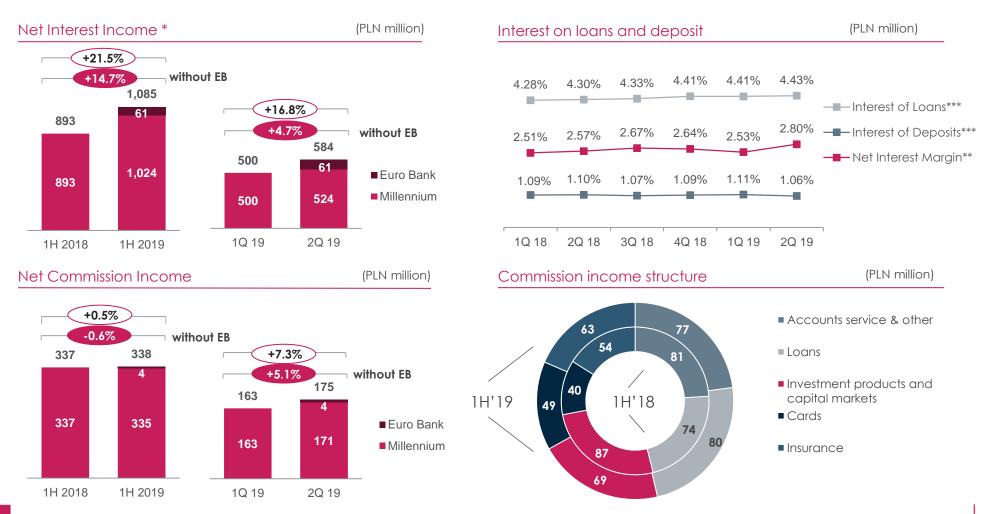
(*) Without PLN 27 m extra release of tax asset provision in 1Q and PLN 81m (PLN 65 m net) impact of Day 1 provisions created in 2Q for Eurobank loan portfolio (**) Net Interest Income + Net Commissions Income (***) adjusted for equal accrual of BFG resolution fee over the year (1/2 treated as recurrent in 1H)

2Q 18

4Q 18

INTEREST AND COMMISSION INCOME

Continued strong growth of interest income; Commissions flat yearly but visible rebound in the quarter

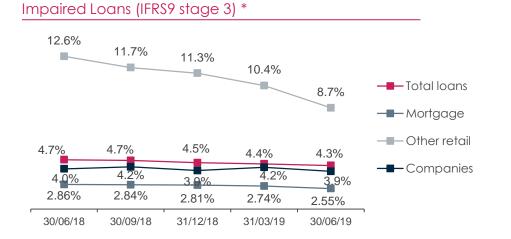


(*) Pro-forma data: margin from all derivatives hedging FX loans is presented in NII, whereas in accounting terms part of this margin (PLN 28.1 million in 1H'19 and PLN 24.1 million in 1H'18) is presented in results on financial assets and liabilities held for trading (**) Net Interest Margin: NII (pro-forma) to average interest earning assets, including Euro Bank in 2Q 2019 (***) excluding Euro Bank, loans yield includes interest from swaps

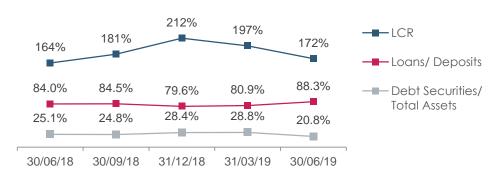
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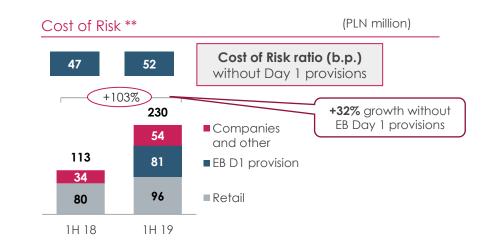
ASSET QUALITY, LIQUIDITY AND CAPITAL

High asset quality and cost of risk kept after acquisition; Solid liquidity; excess capital used for Euro Bank acquisition

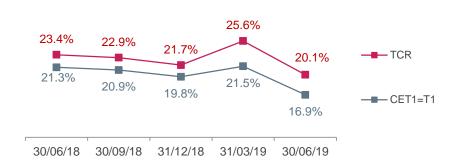






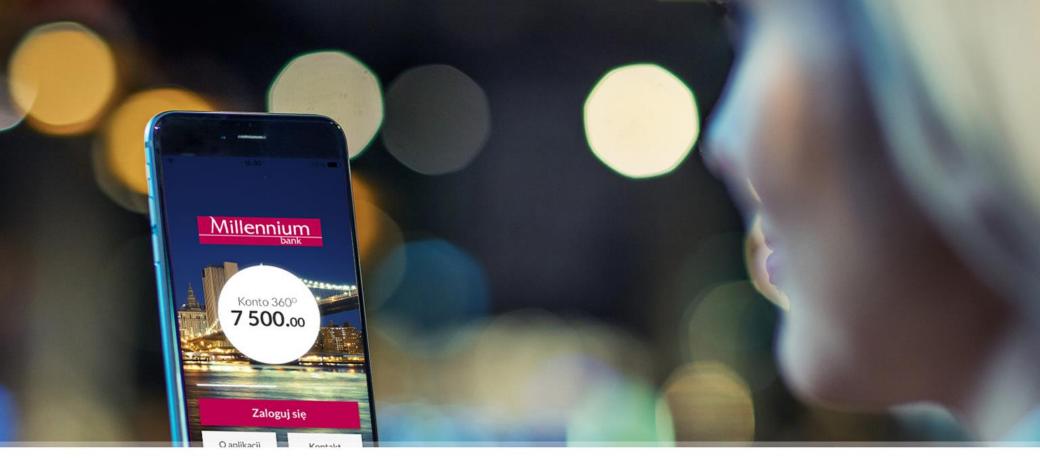


Group Capital Ratios ***



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(*) Euro Bank performing loans portfolios were consolidated at fair value, stage 3 loans were consolidated at net value (**) Total net provisions created (inc. fair value adjustment of loan portfolio and loans modification effect), ratio to average net loans (***) Bank's (solo) capital ratios are: TCR 20.5% and CET1 16.9%



PRESENTATION OF RESULTS IN 1H 2019

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MAIN BUSINESS HIGHLIGHTS OF 2 QUARTER 2019

Acceleration of organic growth combined with the first consolidation of Euro Bank business

Retail business (excluding EB)

- 1.9 million active customers (+233 ths yearly) and
 1.5 million using digital channels
- 1.1 billion PLN new cash loans sold in 2Q (+34% y/y) and 1 billion PLN of mortgages (+20% y/y)
- 14.4% yearly growth of deposits (or 33.1% with Eurobank)

Companies business

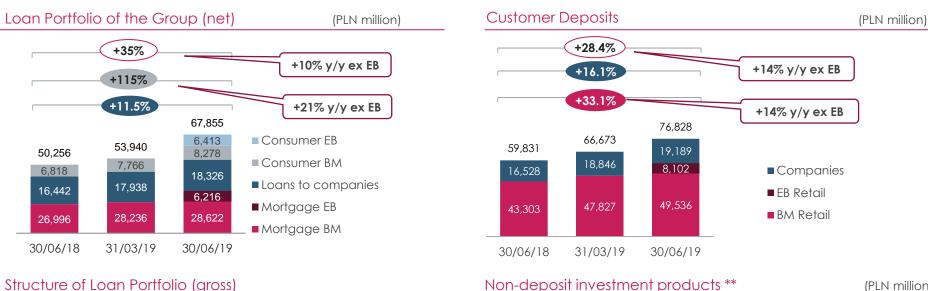
- Continued solid growth of loans to companies:
 +11.5% y/y
- Deposits volume grew by +16.1% y/y
- Growth in factoring and leasing sales around 7% y/y

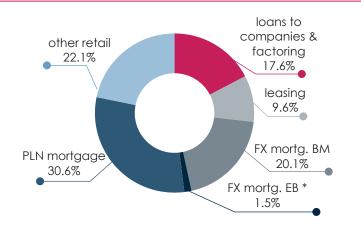
Quality and innovations

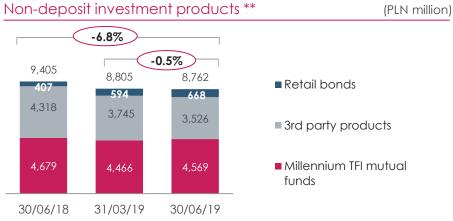
- Introducing Millenet online facility for a new Family
 500+ and Good Start 300+ benefits
- "Banking Stars 2019" (*) 1st place in "Customer relation" ranking and 2nd place in "Growth" and "Innovations" rankings
- 1.2 mln apps downloads by goodie

LOANS AND DEPOSITS

Strong double-digit growth of organic business plus visible impact of Euro Bank volumes in retail segment

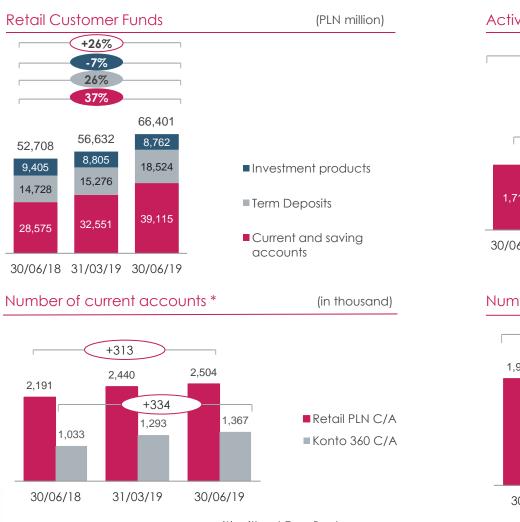




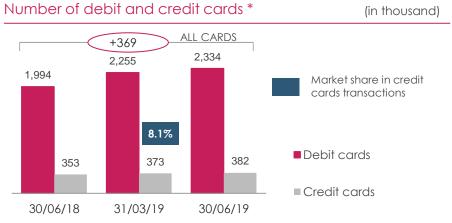


RETAIL BUSINESS – DEPOSITS AND ACCOUNTS

Continued strong pace of organic retail sales; Retail customers' funds at PLN 66 billion level with Euro Bank volumes





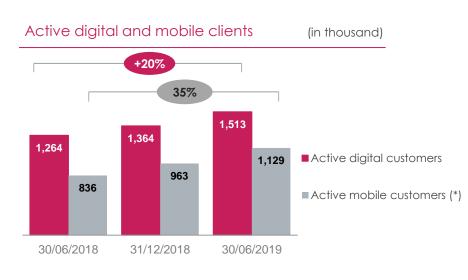


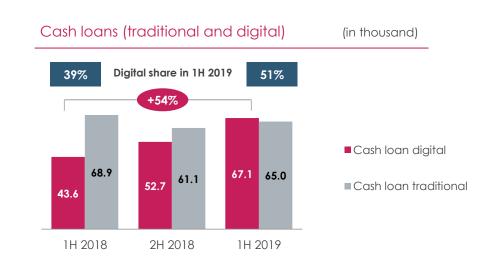
(*) without Euro Bank.

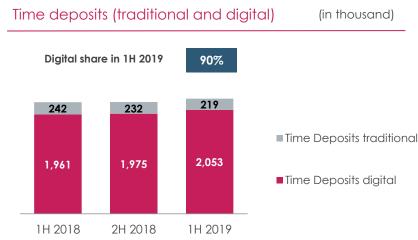
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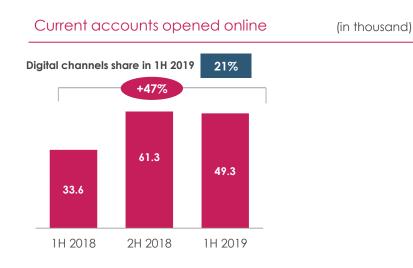
RETAIL BANKING - DIGITAL PRODUCTS (without Euro Bank)

Strong growth in the number of digital users to 1.5 million; High share of electronic channels in product sales









(*) retail clients actively using mobile app and mobile Millenet

NEW SOLUTIONS IN THE MILLENNIUM AND MOBILE APPLICATIONS

Extended Millenet application for Family 500+ and Good Start 300+; API* production environment made available



PSD2

special access interface for open banking based on the Polish API standard (*)



Autopay

Automatic payments for motorway rides in the Bank Millennium mobile app



New Digital Experience (NDE)

New home page in Millenet and mobile app with i.a. Timeline section and Widgets like Collection



Account application

Optimization and improving account application process



Family 500+ and Good Start 300+ applications

Introducing online applications through Millenet for Family 500+ and Good Start 300+ benefits



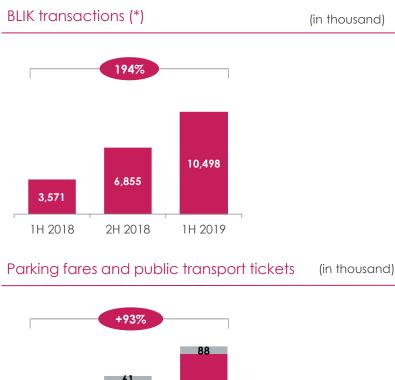
Mobile Authorization

100 000 clients using authorization in the app of transactions made in Millenet



RETAIL BANKING - MOBILE CHANNELS (without Euro Bank)

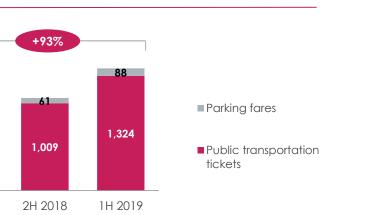
Strong growth of products sold through mobile applications

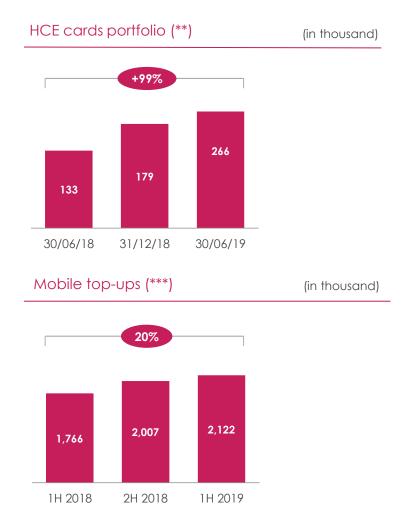


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688

1H 2018



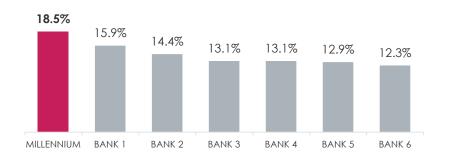


(*) Polish mobile payment system (**) contactless mobile payments based on Host Card Emulation technology (***) topping up prepaid phone cards in Millenet and mobile app

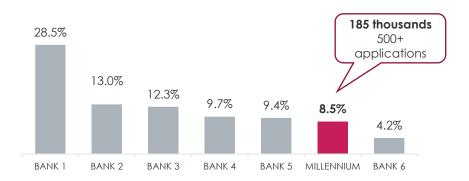
HIGH INTEREST IN E-ADMINISTRATION SERVICES

Over 300k applications for new 500+ and 300+ benefits, which gives the highest relative result (in comparison to the total number of active internet banking users).

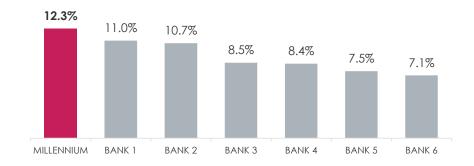
% of internet banking users (*)(500+)



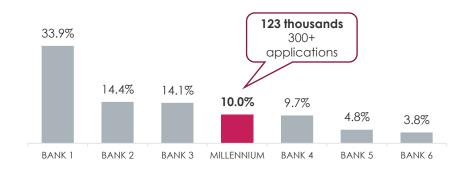
Market share (500+)



% of internet banking users (*) (300+)



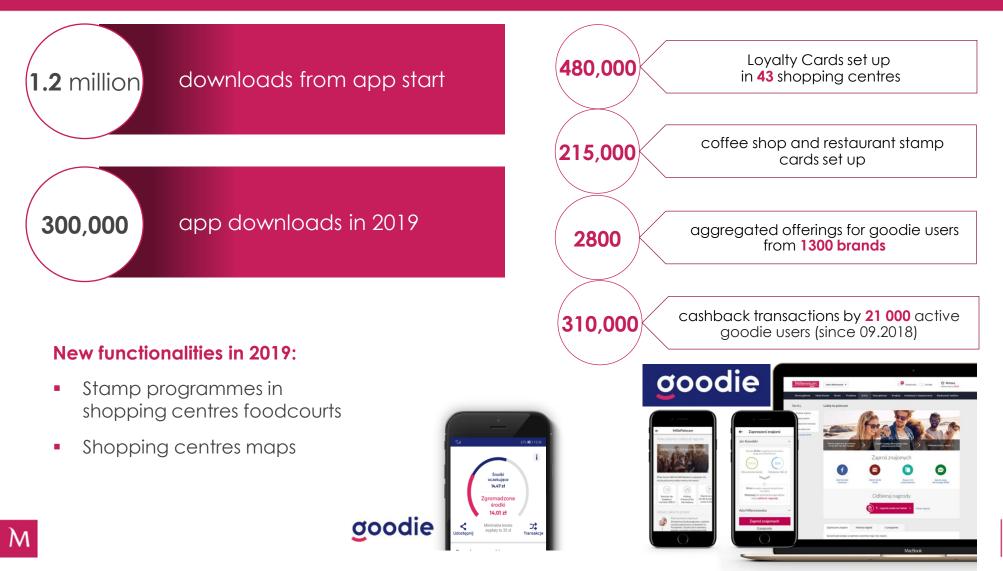
Market share (300+)



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GOODIE – Bank Millennium's smartshopping platform

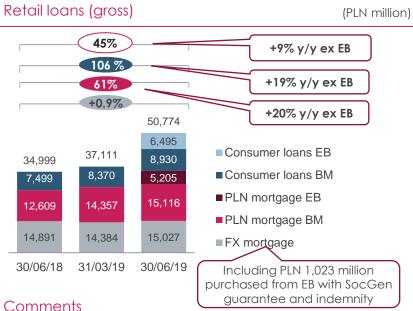
Fast growth of app downloads and usage by goodie active customers



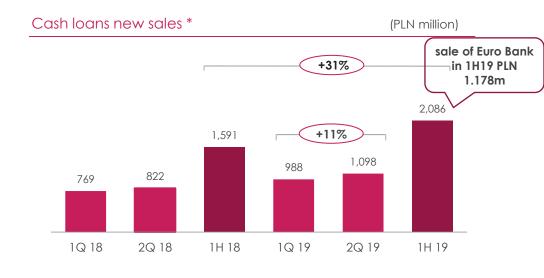
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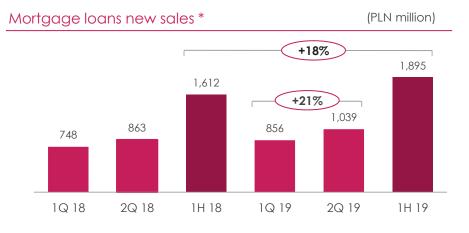
RETAIL BUSINESS – LOANS

Above PLN 1 billion quarterly sale of cash and mortgage loans (organic); Significant increase of retail loans after Euro Bank acquisition



- Comments
- Robust organic growth of retail loans at +9% y/y: PLN mortgages +20% y/y and consumer loans +19% y/y
- Growth strengthened by Euro Bank acquisition: total retail loans +45% y/y (the growth of retail portfolio without FX mortgage reached +78% y/y)
- Acceleration of cash and PLN mortgage loans sales (ex EB) with record 2Q levels exceeding PLN1 billion for both cases.

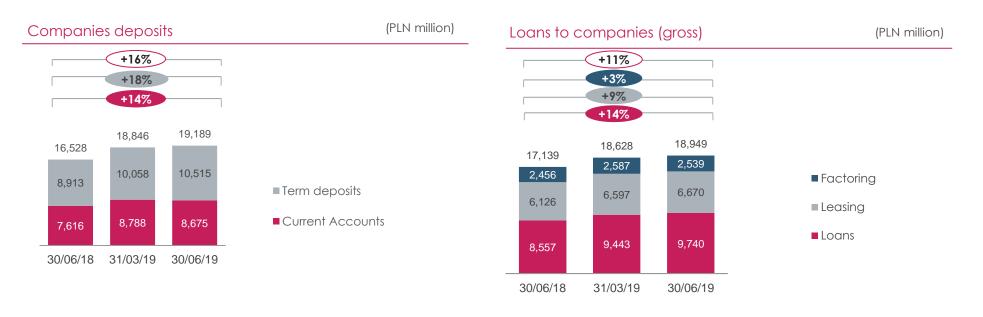




(*) without Euro Bank.

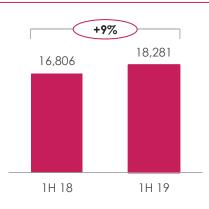
COMPANIES BUSINESS – DEPOSITS AND LOANS

Companies business keeps running at double-digit pace growth



Comments

- Loans to companies keep high growth pace: +10.6% y/y
- Strong companies deposits growth: +16.1% y/y
- Robust growth of companies' transactions kept

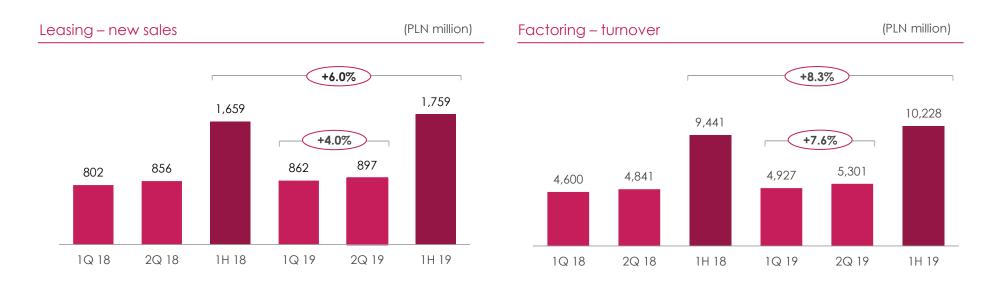


Volume of FX transactions

(in thousand)

COMPANIES BUSINESS – NEW LOANS

Robust growth in leasing and factoring sale and trade finance.



Comments

- Growth in factoring and leasing sales at +8% y/y and +6% y/y respectively
- Innovative platform of e-guarantees services represents already 30% of all guarantees issued

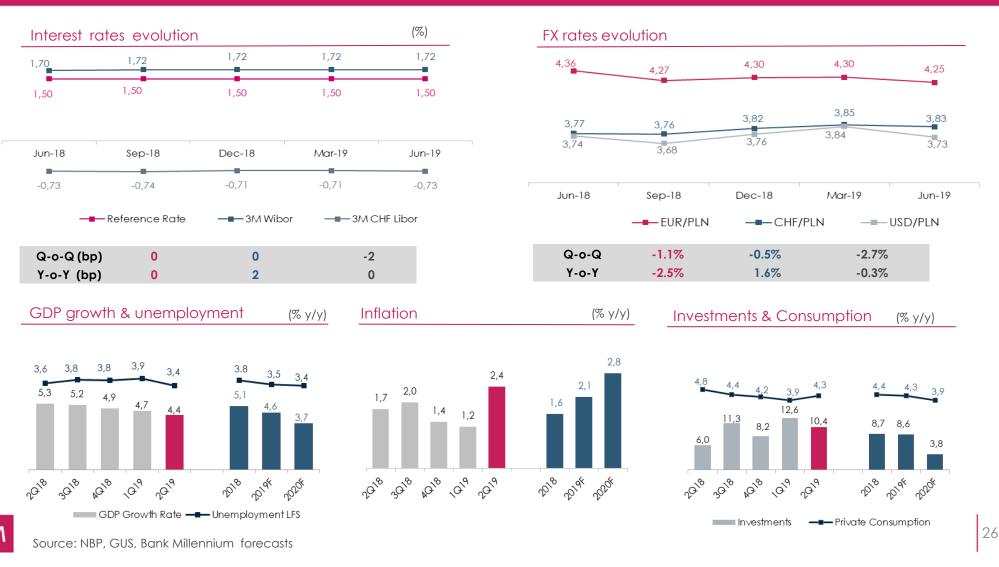


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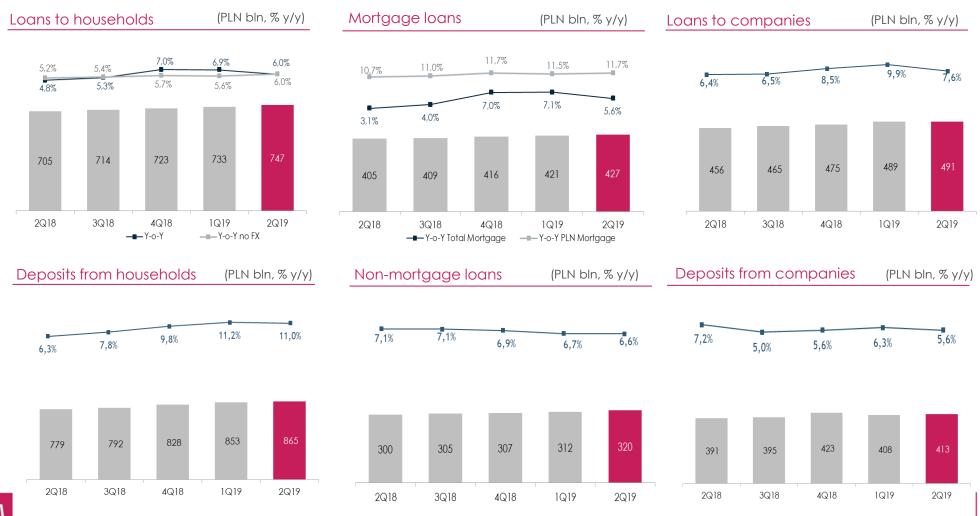
MACROECONOMIC OVERVIEW

Economic growth in Poland remains solid, but it is decelerating. Consumption and investments are the main drivers of the growth. Inflation above the NBP's target, but NBP interest rates at record low level.



MACROECONOMIC OVERVIEW

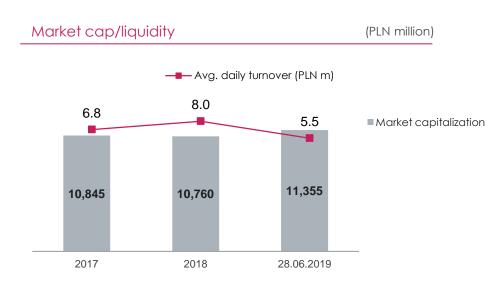
Growth of deposits remains solid, especially in households' sector. Credit dynamics moderated, partially because of fx changes.



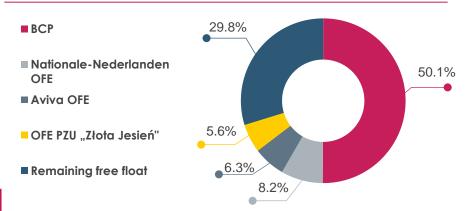
Source: NBP, Bank Millennium

BANK MILLENNIUM SHARE PERFORMANCE

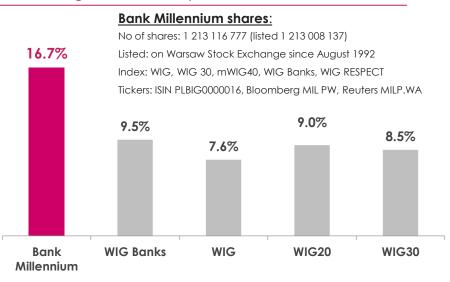
Bank's share price outperformed again all main indexes of the Warsaw Stock Exchange.



Bank Millennium shareholders' structure (*)



Bank Millennium share performance vs. main indices (annual change as on 28.06.2019)



Bank's current ratings

On 2nd April 2019 **Moody's agency upgraded** Bank Millennium ratings (for the third time during last 18 months).

Moody's	Baa1 / P2/ baa3 / stable outlook
Fitch	BBB- / F3/ bbb- / stable outlook

MARKET LEADER IN QUALITY

Confirmed again by several independent rankings

Bank Millennium – Client Relations Star



In the **"Banking Stars 2019**" competition organised by Dziennik Gazeta Prawna and PwC, the Bank was three times among the Top 3:

- 1st place in the "Client Relations" category receiving the "Client Relations Star" title (the ranking was based on customer opinions),
- 2nd place in the "Innovativeness" and "Growth" categories.

The Best Bank in Poland according to Global Finance Magazine



Bank Millennium was hailed **The Best Bank in Poland for 2019** in the annual Best Bank Awards competition organised by Global Finance Magazine. The winning banks were selected by the editors of Global Finance Magazine after extensive consultations with banking experts from all over the world.

Most transparent company among those included in the mWIG40 index



Bank Millennium won the "Transparent Company of the Year 2018" ranking. The ranking recognises companies which communicate with the market in the most transparent and regular way. <u>Bank</u> <u>Millennium scored the highest, maximum</u> <u>number of points among all the ranked</u> companies.

(PLN million)

Pro-forma	1 half 2018 pro-forma	1 half 2019 pro-forma	Change Y/Y	1Q 2019 pro-forma	2Q 2019 pro-forma	Change Q/Q
Net interest income*	892,9	1 084,7	21,5%	500,3	584,3	16,8%
Net commission income	336,6	338,2	0,5%	163,2	175,0	7,3%
Other non-interest income **	95,8	140,6	46,8%	77,3	63,2	-18,2%
Operating Income	1 325,3	1 563,4	18,0%	740,8	822,6	11,0%
General and administrative costs	-605,6	-683,0	12,8%	-351,1	-331,9	-5,4%
Depreciation	-26,6	-73,0	174,4%	-33,4	-39,6	18,6%
Total operating costs	-632,2	-756,0	19,6%	-384,5	-371,6	-3,4%
Net cost of risk ***	-113,4	-230,2	103,0%	-72,3	-157,9	118,3%
Operating profit	579,7	577,2	-0,4%	284,0	293,2	3,2%
Banking tax	-100,7	-110,0	9,3%	-51,4	-58,6	14,2%
Pre-tax profit	479,1	467,2	-2,5%	232,7	234,5	0,8%
Income tax	-131,1	-133,6	1,9%	-72,7	-60,9	-16,3%
Net profit	347,9	333,6	-4,1%	160,0	173,7	8,6%
Accounting	1 half 2018	1 half 2019	Change Y/Y	1Q'19	2Q'19	Change Q/Q
NII (reported under IFRS)	868,8	1 056,5	21,6%	484,0	572,5	18,3%

(*) Pro-forma data. Margin from all derivatives, including those hedging FX denominated loan portfolio, is presented in Net Interest Income, whereas in accounting terms part of this margin (PLN 24.1 million in 1H'18 and PLN 28.1 million in 1H'19) is presented in result on valuation and operations in financial instruments. (**) includes FX results, results on financial operations (pro-forma) and net other operating income and costs (***) cost of risk includes impairment provisions (on all stages), FV adjustment on loans and result on modification.

(PLN million)

ASSETS	30/06/2018	31/03/2019	30/06/2019	Change y/y
Cash and balances with the Central Bank	2 1 4 7	1 737	3 396	58,2%
oans and advances to banks	520	414	712	36,9%
oans and advances to customers	50 256	53 940	67 855	35,0%
Amounts due from reverse repo trans.	109	797	74	-32,3%
Debt securities	18 268	23 717	19 529	6,9%
Derivatives (for hedging and trading)	335	186	198	-40,9%
hares and other financial instruments	47	51	51	9,6%
angible and intangible fixed assets	264	631	928	251,0%
Other assets	721	834	928	28,7%
OTAL ASSETS	72 666	82 307	93 670	28,9 %
IABILITIES AND EQUITY	30/06/2018	31/03/2019	30/06/2019	Change y/y
-IABILITIES AND EQUITY Deposits and loans from banks	30/06/2018 1 166	31/03/2019 1 868	30/06/2019 1 908	Change y/y 63,7%
Deposits and loans from banks	1 166	1 868	1 908	63,7%
Deposits and loans from banks Deposits from customers	1 166 59 831	1 868 66 673	1 908 76 828	63,7%
Deposits and loans from banks Deposits from customers Liabilities from repo transactions Financial liabilities at fair value hrough P&L and hedging derivatives	1 166 59 831 94	1 868 66 673 56	1 908 76 828 21	63,7% 28,4%
Deposits and loans from banks Deposits from customers Liabilities from repo transactions Financial liabilities at fair value	1 166 59 831 94 743	1 868 66 673 56 582	1 908 76 828 21 572	63,7% 28,4% -23,0%
Deposits and loans from banks Deposits from customers Liabilities from repo transactions Financial liabilities at fair value hrough P&L and hedging derivatives Liabilities from securities issued	1 166 59 831 94 743 709	1 868 66 673 56 582 898	1 908 76 828 21 572 1 470	63,7% 28,4% -23,0% 107,4%
Deposits and loans from banks Deposits from customers Liabilities from repo transactions Financial liabilities at fair value hrough P&L and hedging derivatives Liabilities from securities issued Provisions	1 166 59 831 94 743 709 116	1 868 66 673 56 582 898 105	1 908 76 828 21 572 1 470 108	63,7% 28,4% -23,0% 107,4% -6,7%
Deposits and loans from banks Deposits from customers Liabilities from repo transactions Financial liabilities at fair value hrough P&L and hedging derivatives Liabilities from securities issued Provisions Subordinated liabilities	1 166 59 831 94 743 709 116 702	1 868 66 673 56 582 898 105 1 545	1 908 76 828 21 572 1 470 108 1 646	63,7% 28,4% -23,0% 107,4% -6,7% 134,6%
Deposits and loans from banks Deposits from customers Liabilities from repo transactions Financial liabilities at fair value hrough P&L and hedging derivatives Liabilities from securities issued Provisions Subordinated liabilities Dther liabilities	1 166 59 831 94 743 709 116 702 1 397	1 868 66 673 56 582 898 105 1 545 2 064	1 908 76 828 21 572 1 470 108 1 646 2 413	63,7% 28,4% -23,0% 107,4% -6,7% 134,6% 72,7%



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