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Bank Handlowy w Warszawie S.A.

## The quarter of strong client business growth

- Bank of the first choice for global clients: loan volume increase by $+21 \%$ YoY;
- Another quarter of Institutional Banking development and strengthening of the leading position in strategic areas: FX (volume $+20 \%$ YoY), transactional banking (current account balance $+9 \%$ YoY) and custody (assets +4\% YoY);
- Positive developments in Consumer Banking: number of credit cards transactions ( $+4 \%$ YoY), deposits volumes and investment products (+9\% YoY) as well as number of CPC and Citigold Clients (+8\% YoY).
- High revenue: PLN 579 MM (+3\% YoY and +8\% QoQ) and operating margin (+7\% YoY)
- Net profit: PLN 133 MM, impacted by higher cost of risk;

Financial results

- Institutional Banking client revenue growth: $+3 \%$ YoY and $+3 \%$ QoQ;
- Revenue growth in Consumer Banking: $+9 \%$ YoY and $+12 \%$ QoQ;
- Strategic projects implementation:
- Client led growth in institutional banking - PLN 1 B new long-term financing granted in Q2 2019
- New solutions based on A/Machine Learning (Recommendation Engine, Shopping Queen)
- Cloud: implementation of HR processes solution utilizing public cloud;

Strategy - Technology: biometry implementation in the process of acquiring new to bank credit customers;
implementation • Organizational culture: Global Community Day - Employee Volunteering Program - 46 thousand beneficiaries;

- Dividend: payout of 75\% of the bank net profit for 2018.

Business
development

## Institutional Banking

Solutions meeting diversified Clients' needs
Continued growth of client business


## Consumer Banking

## Credit cards

## Growing Clients Engagement



Online banking
Cash loan sales growth in online channels


Mobile banking

$+5 \%$ Yo

Number of active mobile clients

## Consumer Banking

First on the market online credit process for new clients utilizing biometry


New process $\mathbf{1 0 0 \%}$ online process:
"Time to money":


- Available on any device

30 minutes

- Available from any place
- Real time



## Institutional Banking - Volumes

Loans (PLN mM)
Loan volumes affected by repayment of loans in corporate clients segment


Deposits (PLN mm)
Consistent focus on operating accounts,
higher deposits volume in 4Q'18 due to one-off transaction


## Consumer Banking - Volumes

Loans (PLN MM)


Deposits (PLN MM)
Development of relationship banking on the basis of strategic client segments - Citi Priority, Citigold and CPC

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Financial results
2Q 2019

## Revenue

Revenue (PLN mM)


Client business - sum of net interest income from non-banking sector + net fee \& commission income (excl. one-off transaction) + FX

- Institutional Banking: another quarter of transactional banking and FX revenue growth
- Consumer Banking: growth direction defined for card solutions and Wealth Management

Client revenue dynamics (Management view in \%)
Strong dynamics in strategic areas


## Net interest income

Net interest income (PLN MM)


Net Interest Margin (PLN MM)


[^0]Client interest income \& expenses (PLN MM)


Net interest income YoY:

- Consumer Banking Clients interest income growth - cash loans volume increase
by $+8 \%$ YoY, partially offset by lower margin on institutional clients.


## Net interest income QoQ:

- Increase of interest expenses on institutional clients - Global Clients deposit volume growth by $+35 \%$ YoY


## Net fee \& commission income

## Significant growth of NF\&C income on regular business

Net fee \& commission income (PLNMM)


- Commission increase in Transactional Banking as a result of higher cross-border money transfer volume and corporate cards growth;
Higher number of transactions as a main engine of growth of fee income on Payment Cards

NF\&C income structure and dynamics* (\%)


## Treasury result

## Strong income on Client Business - confirmation of leading position in FX

## Treasury result (PLN MM)



- Net gain on investment debt financial assets (former AFS)
- Net gain on financial instruments and revaluation


FX Revenue \%)


Solutions meeting Clients' needs

E-solutions
Integration with Clients' ERP systems


Light FX

FX Turnover
Rod $+20 \%$

## Operating expenses

## Strong cost discipline

## Operating expenses (PLN MM)



- Staff expenses
- Depreciation

Expenses dynamics (YTD) and strategic initiatives


Implemented initiatives:

- Documents upload and download in a digital format for Institutional Clients;
- New version of Citi Mobile app for credit cards;
- Kontomatik app enabling automatic bank statements verification for Clients applying for banking products;
- Increase of Citibank Online platform usage safety.


## Cost of risk

Cost of risk* (PLN MM)
Cost of risk increase along with impairment losses increase in MME \& SME banking segment

## Institutional Banking Portfolio

Loans for Global and Corporate Clients main area of Bank strategic activity


[^1]
## Risk Indicators - Institutional Banking

## Solid Institutional Banking portfolio quality in comparison to the banking sector

## Institutional Banking

Loan portfolio structure split by
stages

Provision coverage ratio


Bank


Better by +12 p.p.

Cost of risk in Institutional Banking* (bps)


CAGR Ioan portfolio (2018 - 2010)

* Cost of risk calculated on the basis of last 4 quarters
- Solid portfolio quality of Institutional Banking - reflects strategic focus on sustainable growth of corporate and global clients assets.


## Summary



## Financial results summary

|  | 2Q19 | 1Q19 | $\triangle$ QoQ | 2Q18 | $\triangle \mathrm{YoY}$ | 1H 2019 | $\triangle \mathrm{YoY}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 288 | 277 | 4\% | 271 | 7\% | 566 | 3\% |
| Net fee and commission income | 141 | 134 | 5\% | 139 | 2\% | 287 | 2\% |
| Core revenue | 429 | 411 | 4\% | 409 | 5\% | 853 | 3\% |
| Treasury | 121 | 120 | 1\% | 138 | (12\%) | 242 | (11\%) |
| Other | 28 | 5 | 413\% | 14 | 100\% | 21 | (26\%) |
| Total Revenue | 579 | 537 | 8\% | 561 | 3\% | 1,116 | (1\%) |
| Expenses | 279 | 384 | (27\%) | 280 | (0\%) | 663 | 6\% |
| Operating Margin | 299 | 153 | 95\% | 281 | 7\% | 452 | (10\%) |
| Net impairment losses | 106 | 28 | 277\% | 27 | 295\% | 135 | 314\% |
| Profit before tax | 170 | 103 | 65\% | 230 | (26\%) | 273 | (36\%) |
| Corporate income tax | 38 | 43 | (13\%) | 48 | (21\%) | 81 | (19\%) |
| Bank levy | 22 | 22 | 2\% | 23 | (3\%) | 44 | 5\% |
| Effective tax rate | 21.8\% | 42.2\% | (20.4 pp.) | 20.9\% | 0.9 pp. | 29.5\% | 6.3 pp. |
| Net profit | 133 | 59 | 124\% | 182 | (27\%) | 193 | (41\%) |
| Return on Equity ${ }^{1)}$ | 7.5\% | 8.3\% | (0.8 pp.) | 10.4\% | (2.9 pp.) |  |  |
| Total comprehensive income | 200 | 8 | - | 134 | 50\% | 208 | (43\%) |
| Assets | 51,477 | 49,544 | 4\% | 44,101 | 17\% | 51,477 | 17\% |
| Net loans | 22,111 | 22,512 | (2\%) | 21,030 | 5\% | 22,111 | 5\% |
| Deposits | 37,014 | 35,607 | 4\% | 32,500 | 14\% | 37,014 | 14\% |
| Loans / Deposits | 60\% | 63\% |  | 65\% |  |  |  |
| TCR | 16.6\% | 16.2\% |  | 17.1\% |  |  |  |

Appendix

## Responsible Bank for both Corporate and Individual Clients



## Change in Bank's share price



## Total Bank - profit and loss account

| PLN MM | 2 Q18 | 3Q18 | 4Q18 | 1Q19 | 2Q19 | 2Q19 vs. 1Q19 |  | 2Q19 vs. 2 Q18 |  | 1H18 | 1H19 | 1H2019 vs. 1H2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | PLN MM | \% | PLN MM | \% |  |  | min zł | \% |
| Net interest income | 271 | 281 | 279 | 277 | 288 | 11 | 4\% | 18 | 7\% | 548 | 566 | 18 | 3\% |
| Net fee and commission income | 139 | 135 | 134 | 134 | 153 | 19 | 15\% | 14 | 10\% | 280 | 287 | 7 | 2\% |
| Dividend income | 9 | 0 | 0 | 0 | 10 | 10 | 12774\% | 1 | 10\% | 9 | 10 | 1 | 10\% |
| Net gain on trading financial instruments and revaluation | 95 | 94 | 77 | 91 | 96 | 5 | 6\% | 1 | 1\% | 193 | 188 | (5) | (3\%) |
| Net gain on debt investment financial assets measured at fair value through other comprehensive income | 42 | 9 | 25 | 29 | 25 | (4) | (15\%) | (18) | (42\%) | 79 | 54 | (25) | (32\%) |
| Hedge accounting | - | - | - | (0) | (0) | 0 | (16\%) | (0) | - | 4 | (1) | (4) | - |
| Treasury | 138 | 103 | 102 | 120 | 121 | 1 | 1\% | (17) | (12\%) | 276 | 241 | (35) | (13\%) |
| Net gain on other equity instruments | 6 | 3 | (4) | 6 | 7 | 1 | 23\% | 1 | 15\% | 7 | 13 | 6 | - |
| Net other operating income | (1) | (4) | 1 | (0) | (1) | (1) | 522\% | 0 | (15\%) | 9 | (1) | (10) | - |
| Revenue | 561 | 519 | 513 | 537 | 579 | 41 | 8\% | 18 | 3\% | 1,128 | 1,116 | (13) | (1\%) |
| Expenses | (262) | (259) | (261) | (363) | (258) | 105 | (29\%) | 4 | (1\%) | (589) | (621) | (32) | 5\% |
| Depreciation | (19) | (17) | (17) | (21) | (22) | (1) | 3\% | (3) | 16\% | (37) | (43) | (5) | 14\% |
| Expenses and depreciation | (280) | (275) | (278) | (384) | (279) | 105 | (27\%) | 1 | (0\%) | (626) | (663) | (37) | 6\% |
| Operating margin | 281 | 244 | 235 | 153 | 299 | 146 | 95\% | 18 | 7\% | 502 | 452 | (50) | (10\%) |
| Profit/(loss) on sale of tangible fixed assets | -1 | 0 | 0 | 0 | (0) | (0) | - | 1 | (95\%) | (1) | (0) | 1 | (96\%) |
| Net impairment losses | (27) | (19) | (12) | (28) | (106) | (78) | 277\% | (79) | 295\% | (33) | (135) | (102) | 314\% |
| Share in profits / (losses) of entities valued at the equity method | 0 | (0) | (0) | - | - | - | - | (0) | (100\%) | 0 | - | (0) | (100\%) |
| Tax on certain financial institutions | (23) | (19) | (26) | (22) | (22) | (0) | 2\% | 1 | (3\%) | (42) | (44) | (2) | 5\% |
| EBIT | 230 | 205 | 197 | 103 | 170 | 67 | 65\% | (60) | (26\%) | 427 | 273 | (154) | (36\%) |
| Corporate income tax | (48) | (46) | (45) | (43) | (37) | 6 | (15\%) | 11 | (23\%) | (99) | (81) | 18 | (19\%) |
| Net profit | 182 | 158 | 152 | 59 | 133 | 74 | 124\% | (49) | (27\%) | 328 | 193 | (136) | (41\%) |
| C/l ratio | 50\% | 53\% | 54\% | 71\% | 48\% |  |  |  |  | 56\% | 59\% |  |  |

## Institutional Banking - profit and loss account

| PLN MM | 2 Q18 | 3 Q18 | 4 Q18 | 1Q19 | 2Q19 | 2Q19 vs. 1 Q19 |  | 2Q19 vs. 2 Q18 |  | 1H18 | 1H19 | 1H2019 vs. 1H 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | PLN MM | \% | PLN MM | \% |  |  | PLN MM | \% |
| Net interest income | 123 | 128 | 119 | 119 | 130 | 11 | 9\% | 7 | 6\% | 252 | 249 | (3) | (1\%) |
| Net fee and commission income | 72 | 69 | 70 | 73 | 76 | 3 | 4\% | 4 | 6\% | 145 | 149 | 4 | 3\% |
| Dividend income | 1 | 0 | 0 | 0 | 1 | 1 | - | 0 | 22\% | 1 | 1 | 0 | 22\% |
| Net gain on trading financial instruments and revaluation | 88 | 87 | 70 | 85 | 89 | 5 | 6\% | 1 | 2\% | 179 | 174 | (5) | (3\%) |
| Net gain on debt investment financial assets measured at fair value through other comprehensive income | 42 | 9 | 25 | 29 | 25 | (4) | (15\%) | (18) | (42\%) | 79 | 54 | (25) | (32\%) |
| Hedge accounting | - | - | - | (0) | (0) | 0 | (16\%) | (0) | - | 4 | (1) | (4) | - |
| Treasury | 130 | 96 | 95 | 114 | 114 | 0 | 0\% | (17) | (13\%) | 262 | 227 | (34) | (13\%) |
| Net gain on other equity instruments | 6 | 3 | (4) | 6 | 6 | 0 | 7\% | 0 | 1\% | 7 | 12 | 5 | 81\% |
| Net other operating income | 1 | 0 | 4 | 3 | 3 | (1) | (18\%) | 1 | 93\% | 5 | 6 | 1 | 16\% |
| Revenue | 334 | 297 | 284 | 314 | 330 | 16 | 5\% | (3) | (1\%) | 671 | 645 | (26) | (4\%) |
| Expenses | (108) | (107) | (113) | (202) | (108) | 94 | (46\%) | (0) | 0\% | (271) | (311) | (40) | 15\% |
| Depreciation | (4) | (4) | (5) | (5) | (5) | (0) | 1\% | (1) | 12\% | (9) | (10) | (1) | 8\% |
| Expenses and depreciation | (113) | (111) | (118) | (207) | (113) | 94 | (45\%) | (1) | 1\% | (280) | (321) | (41) | 15\% |
| Operating margin | 221 | 186 | 166 | 107 | 217 | 110 | 103\% | (4) | (2\%) | 391 | 324 | (67) | (17\%) |
| Profit/(loss) on sale of tangible fixed assets | -1 | 0 | 0 | 0 | 0 | (0) | (100\%) | 1 | (100\%) | -1 | 0 | 1 | - |
| Net impairment losses | (1) | 4 | 12 | (5) | (77) | (73) | 1561\% | (76) | 7527\% | (7) | (82) | (75) | 1030\% |
| Tax on certain financial institutions | (17) | (14) | (19) | (16) | (16) | (0) | 1\% | 1 | (5\%) | (31) | (32) | (1) | 4\% |
| Share in profits / (losses) of entities valued at the equity method | 0.2 | (0.2) | (0.0) | - | - | - | - | (0) | (100\%) | 0 | - | (0) | (100\%) |
| EBIT | 203 | 176 | 158 | 86 | 123 | 37 | 43\% | (79) | (39\%) | 352 | 209 | (143) | (41\%) |
| C/I ratio | 34\% | 37\% | 42\% | 66\% | 34\% |  |  |  |  |  |  |  |  |

## Retail Banking - profit and loss account

| PLN MM | 2Q18 | 3Q18 | 4Q18 | 1Q19 | 2Q19 | 2Q19 vs. 1Q19 |  | 2Q19 vs. 2 Q18 |  | 1H18 | 1H19 | 1H2019 vs. 1H2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | PLN MM | \% | PLN MM | \% |  |  | PLN MM | \% |
| Net interest income | 148 | 152 | 160 | 158 | 158 | (0) | (0\%) | 10 | 7\% | 296 | 317 | 21 | 7\% |
| Net fee and commission income | 67 | 66 | 65 | 61 | 77 | 16 | 27\% | 10 | 15\% | 135 | 138 | 3 | 2\% |
| Dividend income | 8 | 0 | 0 | 0 | 9 | 8 | - | 1 | 8\% | 8 | 9 | 1 | 9\% |
| Net gain on trading financial instruments and revaluation | 7 | 7 | 7 | 6 | 7 | 1 | 9\% | (0) | (2\%) | 14 | 14 | (1) | (4\%) |
| Net gain on other equity instruments | - | - | - | - | 1 | 1 | - | 1 | - | - | 1 | 1 | - |
| Net other operating income | (3) | (4) | (3) | (3) | (4) | (0) | 11\% | (1) | 39\% | 4 | (7) | (11) | - |
| Revenue | 227 | 222 | 229 | 223 | 248 | 26 | 12\% | 21 | 9\% | 457 | 470 | 13 | 3\% |
| Expenses | (153) | (152) | (147) | (161) | (149) | 11 | (7\%) | 4 | (3\%) | (318) | (310) | 8 | (3\%) |
| Depreciation | (14) | (12) | (13) | (16) | (17) | (1) | 4\% | (2) | 17\% | (28) | (33) | (4) | 16\% |
| Expenses and depreciation | (168) | (165) | (160) | (177) | (166) | 11 | (6\%) | 2 | (1\%) | (346) | (343) | 4 | (1\%) |
| Operating margin | 60 | 57 | 69 | 46 | 82 | 36 | 79\% | 23 | 38\% | 111 | 128 | 16 | 15\% |
| Net impairment losses | (26) | (23) | (24) | (24) | (29) | (6) | 23\% | (3) | 12\% | (25) | (53) | (27) | 109\% |
| Tax on certain financial institutions | (6) | (5) | (7) | (6) | (6) | (0) | 5\% | (0) | 4\% | (11) | (12) | (1) | 8\% |
| EBIT | 28 | 29 | 39 | 17 | 47 | 30 | 182\% | 19 | 69\% | 75 | 64 | (11) | (15\%) |
| C/I ratio | 74\% | 74\% | 70\% | 79\% | 67\% |  |  |  |  |  |  |  |  |

## Balance Sheet

| PLN B | End of period |  |  |  |  | 2Q19 vs. 4Q18 |  | 2Q19 vs. 2Q18 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q18 | 3Q18 | 4Q18 | 1Q19 | 2Q19 | PLN B | \% | PLN B | \% |
| Cash and balances with the Central Bank | 0.5 | 0.7 | 7.3 | 0.4 | 0.4 | (6.9) | (95\%) | (0.1) | (26\%) |
| Amounts due from banks | 1.0 | 0.9 | 1.3 | 0.8 | 1.0 | (0.4) | (28\%) | (0.0) | (0\%) |
| Financial assets held-for-trading | 3.5 | 4.2 | 2.2 | 6.0 | 5.7 | 3.4 | 154\% | 2.1 | 61\% |
| Debt financial asstes measured at fair value through other comprehensive income | 15.7 | 15.5 | 14.2 | 17.3 | 19.8 | 5.6 | 39\% | 4.1 | 26\% |
| Customer loans | 21.0 | 21.6 | 21.9 | 22.5 | 22.1 | 0.2 | 1\% | 1.1 | 5\% |
| Financial sector entities | 2.1 | 2.4 | 2.1 | 2.1 | 2.1 | (0.1) | (3\%) | (0.1) | (2\%) |
| including reverse repo receivables | 0.1 | 0.1 | 0.2 | 0.2 | 0.0 | (0.2) | (96\%) | (0.1) | (89\%) |
| Non-financial sector entities | 18.9 | 19.2 | 19.8 | 20.4 | 20.0 | 0.2 | 1\% | 1.1 | 6\% |
| Institutional Banking | 11.9 | 12.2 | 12.6 | 13.3 | 12.8 | 0.1 | 1\% | 0.8 | 7\% |
| Consumer Banking | 6.9 | 7.1 | 7.2 | 7.1 | 7.2 | 0.1 | 1\% | 0.3 | 4\% |
| Unsecured receivables | 5.4 | 5.5 | 5.5 | 5.4 | 5.5 | (0.0) | (0\%) | 0.1 | 1\% |
| Credit cards | 2.7 | 2.7 | 2.7 | 2.6 | 2.7 | 0.0 | 0\% | 0.1 | 2\% |
| Cash loans | 2.7 | 2.7 | 2.7 | 2.7 | 2.7 | (0.0) | (0\%) | 0.0 | 1\% |
| Other unsecured receivables | 0.1 | 0.1 | 0.1 | 0.1 | 0.0 | (0.0) | (24\%) | (0.0) | (15\%) |
| Mortgage | 1.5 | 1.6 | 1.6 | 1.7 | 1.8 | 0.1 | 6\% | 0.2 | 15\% |
| Other assets | 2.4 | 2.3 | 2.3 | 2.5 | 2.5 | 0.2 | 11\% | 0.2 | 7\% |
| Total assets | 44.1 | 45.2 | 49.3 | 49.5 | 51.5 | 2.2 | 4\% | 7.4 | 17\% |
| Liabilities due to banks | 2.1 | 2.4 | 1.4 | 3.8 | 4.3 | 2.9 | 209\% | 2.3 | 110\% |
| Financial liabilities held-for-trading | 1.6 | 1.3 | 1.6 | 1.5 | 1.7 | 0.1 | 8\% | 0.1 | 7\% |
| Financial liabilities due to customers | 32.5 | 33.4 | 38.3 | 35.6 | 37.0 | (1.3) | (3\%) | 4.5 | 14\% |
| Financial sector entities - deposits | 6.4 | 5.7 | 7.0 | 6.5 | 6.6 | (0.4) | (6\%) | 0.2 | 4\% |
| Non-financial sector entities - deposits | 25.8 | 27.4 | 31.1 | 28.9 | 30.1 | (0.9) | (3\%) | 4.3 | 17\% |
| Institutional Banking | 14.8 | 16.1 | 19.2 | 16.7 | 17.7 | (1.4) | (8\%) | 2.9 | 19\% |
| Consumer Banking | 11.0 | 11.3 | 11.9 | 12.2 | 12.4 | 0.5 | 4\% | 1.4 | 13\% |
| Other financial liabilities | 0.2 | 0.2 | 0.3 | 0.3 | 0.2 | (0.0) | (16\%) | 0.0 | 24\% |
| Other liabilities | 1.2 | 1.3 | 0.9 | 1.5 | 1.6 | 0.7 | 78\% | 0.4 | 32\% |
| Total liabilities | 37.4 | 38.3 | 42.2 | 42.5 | 44.7 | 2.5 | 6\% | 7.3 | 19\% |
| Equity | 6.7 | 6.8 | 7.1 | 7.1 | 6.8 | (0.3) | (4\%) | 0.1 | 1\% |
| Total liabilities \& equity | 44.1 | 45.2 | 49.3 | 49.5 | 51.5 | 2.2 | 4\% | 7.4 | 17\% |
| Loans / Deposits ratio | 65\% | 65\% | 57\% | 63\% | 60\% |  |  |  |  |
| Total Capital Ratio | 17.1\% | 16.9\% | 16.8\% | 16.2\% | 16.6\% |  |  |  |  |
| NPL* | 3.2\% | 3.1\% | 3.0\% | 3.1\% | 4.1\% |  |  |  |  |


[^0]:    2Q17 3 3Q17 4 4Q17 1 Q18 2 Q18 3 3Q18 4 4Q18 1 1Q19 2 Q19

[^1]:    * Positive number in net impairment losses means negative impact on P\&L

