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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).



results

- Financial
- 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;
- 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 Al/Machine Learning (Recommendation Engine, Shopping Queen)
- Cloud: implementation of HR processes solution utilizing public cloud;
- Technology: biometry implementation in the process of acquiring new to bank credit customers;
 - Organizational culture: Global Community Day Employee Volunteering Program 46 thousand beneficiaries;
- **Dividend:** payout of 75% of the bank net profit for 2018.

Strategy implementation •

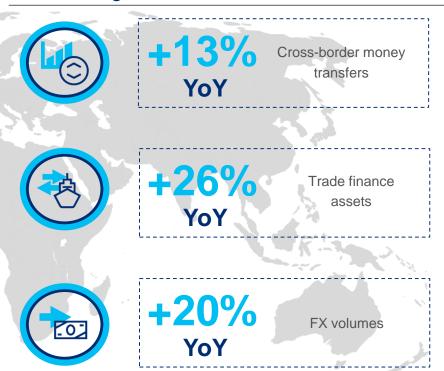
Business development

Institutional Banking

Solutions meeting diversified Clients' needs

Tailor made value proposition for software houses Redefined Global network banking experience Mentoring Top personal Client program banking card Developer Simple FX program/ **API Sandbox** conversion

Continued growth of client business

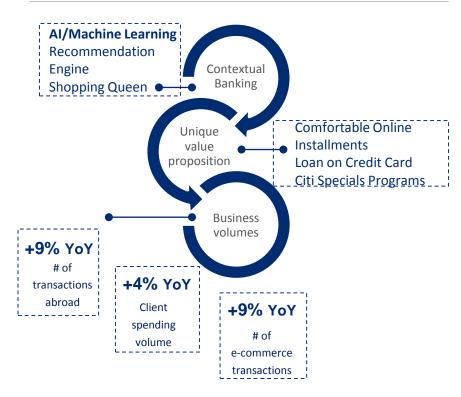




Consumer Banking

Credit cards

Growing Clients Engagement



Online banking

Cash loan sales growth in online channels



Mobile banking



3x YoY

Google Pay transactions volume

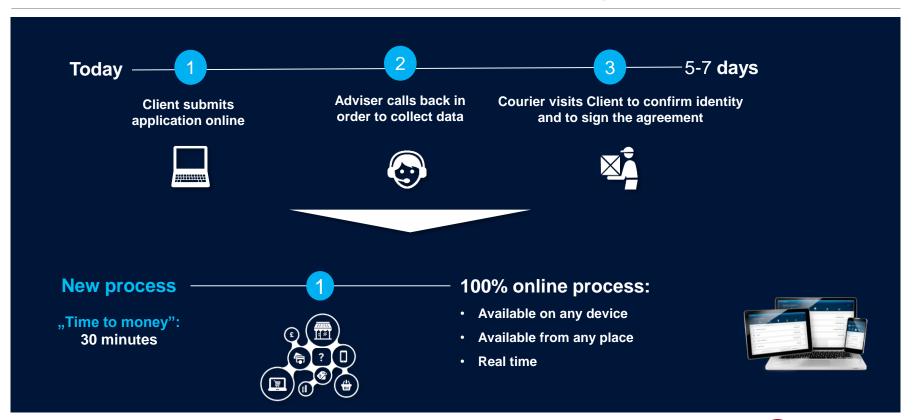
+5% YoY

Number of active mobile clients



Consumer Banking

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

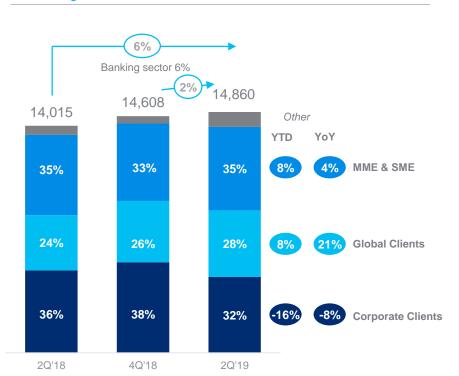




Institutional Banking – Volumes

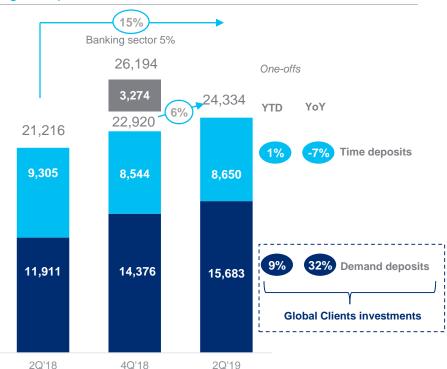
Loans (PLN MM)

Loan volumes affected by repayment of loans in corporate clients segment



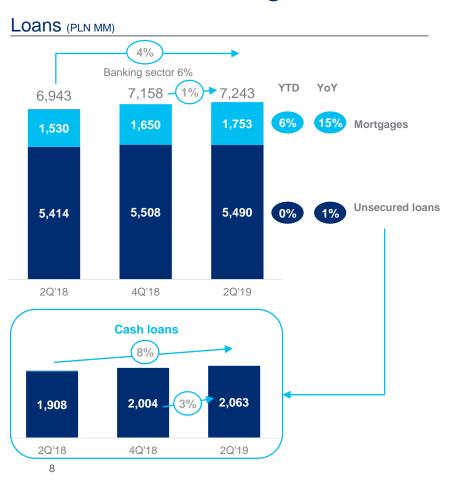
Deposits (PLN MM)

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



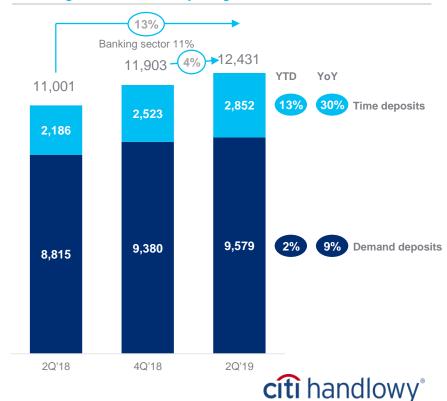


Consumer Banking – Volumes



Deposits (PLN MM)

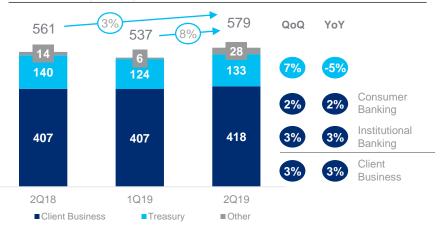
Development of relationship banking on the basis of strategic client segments – Citi Priority, Citigold and CPC



Financial results 2Q 2019

Revenue

Revenue (PLN MM)



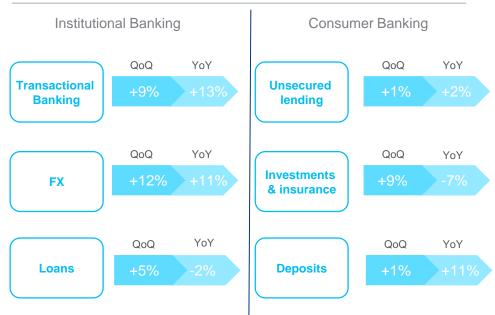
Client business – sum of net interest income from non-banking sector + net fee & commission income (excl. one-off transaction) + FX



- 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 %)

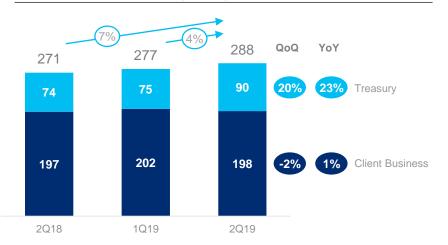
Strong dynamics in strategic areas



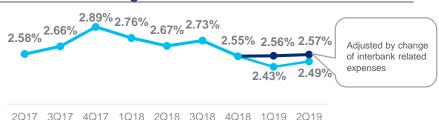


Net interest income

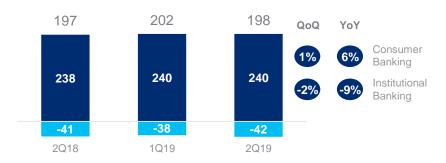
Net interest income (PLN MM)



Net Interest Margin (PLN MM)



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:

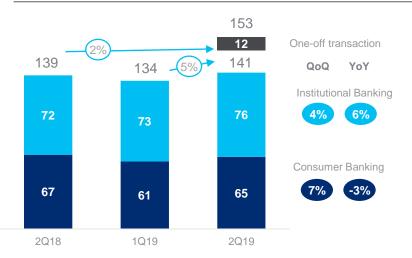
 Increase of interest expenses on institutional clients – Global Clients deposit volume growth by +35% YoY



Net fee & commission income

Significant growth of NF&C income on regular business

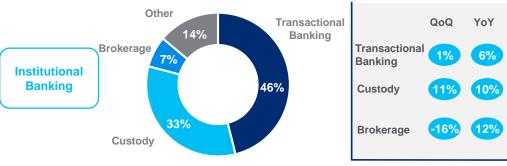
Net fee & commission income (PLN MM)

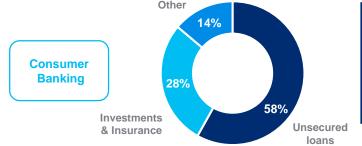




- Commission increase in **Transactional Banking** as a result of higher cross-border money transfer volume and corporate cards growth;
- Higher number of transactions as a main engine of growth of fee income on **Payment Cards**

NF&C income structure and dynamics* (%)





QoQ YoY
Unsecured Loans
Investments & Insurance

QoQ YoY

4%

4%

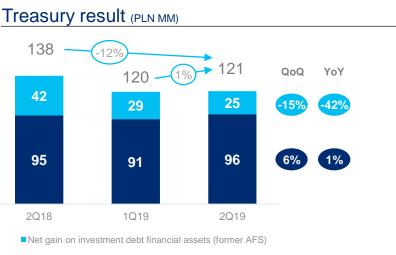
-7%



^{*} Excl. one-off transaction in Consumer Banking

Treasury result

Strong income on Client Business – confirmation of leading position in FX



Revenue structure (%)

Financial instruments and revaluation revenue



FX Revenue (%)



■ Net gain on financial instruments and revaluation

Solutions meeting Clients' needs **E** – solutions

Integration with Clients' ERP systems

Light FX



FX Turnover



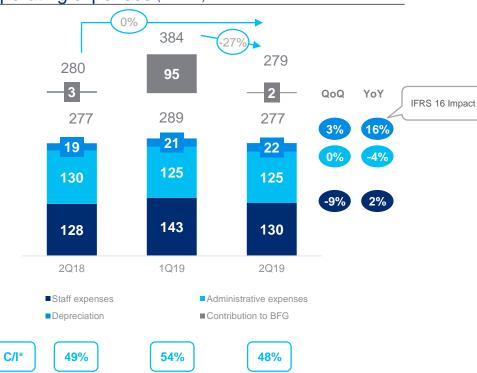
+20%



Operating expenses

Strong cost discipline





Expenses dynamics (YTD) and strategic initiatives



Implemented initiatives:

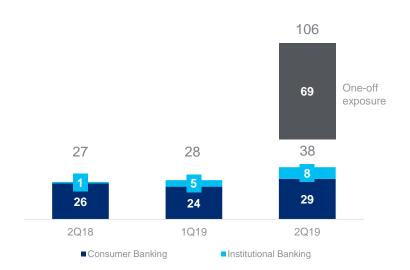
- Documents upload and download in a digital format for Institutional Clients;
- New version of Citi Mobile app for credit cards;
- Kontomatik app enabling automatic bank statements verification for Clients applying for banking products;
- Increase of Citibank Online platform usage safety.



Cost of risk

Cost of risk* (PLN MM)

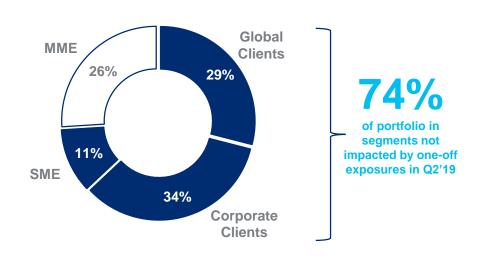
Cost of risk increase along with impairment losses increase in MME & SME banking segment



^{*} Positive number in net impairment losses means negative impact on P&L

Institutional Banking Portfolio

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

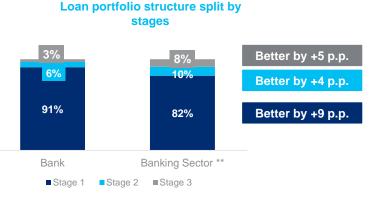




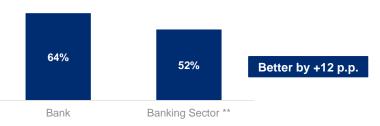
Risk Indicators – Institutional Banking

Solid Institutional Banking portfolio quality in comparison to the banking sector

Institutional Banking



Provision coverage ratio



^{**} Banking sector data as end of May 2019

Cost of risk in Institutional Banking* (bps)



^{*} 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

Strong increase of business volumes in Institutional Banking client revenue growth in line with plan. **Growing utilization of credit card. Artificial Intelligence/Machine** Learning tools development. Digitization and automation of clients acquisition process with use of biometry. Focus on creation of value for shareholders – dividend payout for 2018.



Financial results summary

	2Q19	1Q19	△QoQ	2Q18	△YoY	1H 2019	△ 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%							

- Stable operating expenses, as a result of process automation and digitization along with consistent investment in IT;
- Increase of comprehensive income – Bank balance sheet positioning for H2 2019.



Core revenue growth, NF&C income rebound in strategic areas: credit cards, transactional banking and custody;

¹⁾ ROE = 4 consecutive quarters net income sum / 4 consecutive quarters equity volume

Appendix

Responsible Bank for both Corporate and Individual Clients

4 thousand

employees together with families engaged in volunteering actions



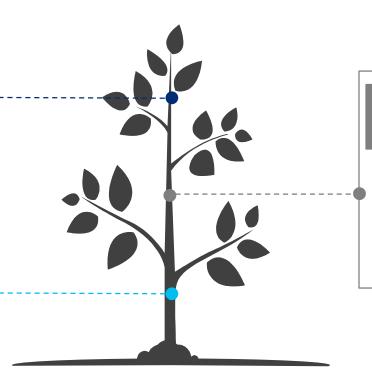


- 200 projects within 3 areas: improvement of living conditions, digital education, ecology;
- 46 thousand Beneficiaries received our help.



Citi Handlowy -Official partner of the Polish Paralympics Committee

- Efforts to change social perception of disability;
- Within cooperation framework Citi will support 2 athletes in Poland



PLN **52** million in **2005-2009**

Support for entrepreneurship development

2019 goals:

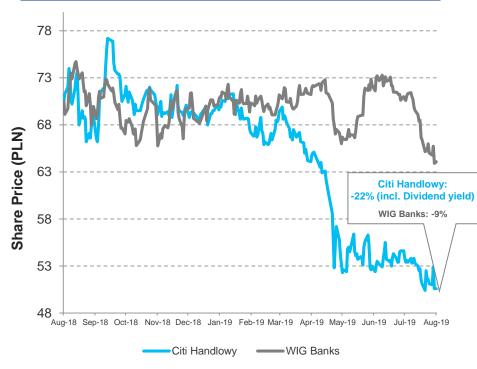
- Establishing 75 female enterprises
- Commercialization of 15 scientific ideas within STEM program;
- Training for 1000 migrants covering business development;
- Training for 2 000 students on entrepreneurship.





Change in Bank's share price

Citi Handlowy share price vs. WIG Banks index relative performance



Rewards



"Złoty Bankier" for Citi Simplicity credit card

- ✓ Best card on the market✓ For 4 years unbeatable in its category
- Citi Handlowy is a Treasury BondSpot Leader

In Treasury Bonds turnover on spot market



Private banking in Citi Handlowy

✓ For the 4 consecutive time awarded with highest, 5-star note in private banking Euromoney magazine ranking



We provide Clients with best in class solutions



Total Bank - profit and loss account

	2Q18	3Q18	4Q18	1Q19	2Q19	2Q19 vs. 1Q19		2Q19 vs	. 2Q18	1H18	1H19	1H 2019 vs. 1H 2018		
PLN MM	2010	3410	4016	TQT9	2Q19	PLN MM	%	PLN MM	%	1010	Inia	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/I ratio	50%	53%	54%	71%	48%					56%	59%			



Institutional Banking - profit and loss account

34%

37%

42%

66%

34%

PLN MM	2Q18	3Q18	4Q18	1Q19	2Q19	2Q19 vs. 1Q19		2Q19 vs. 2Q18		1H18	1H19	1H 2019 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

Retail Banking - profit and loss account

74%

74%

70%

79%

PLN MM	2Q18	3Q18	4Q18	1Q19	2010	2Q19 vs.	1Q19	2Q19 vs. 2	2Q18	1H18	1H19	1H 2019 vs.	1H 2018
	2Q10	3410	4Q18	1019	2Q19	PLN MM	%	PLN MM	%	ППІО	IHIS	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%)

67%



C/I ratio

Balance Sheet

		En	d of period			2Q19 vs.	4Q18	2Q19 vs. 2Q18		
PLN B	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%					

3.2%

3.1%

3.0%

3.1%

4.1%

^{*}as reported, incl. reverse repo