

**Current Report No. 9/2013**

**Subject: Information about preliminary results of Bank Millennium Capital Group in 2012 Financial Year.**

Bank Millennium Group (the “Group”) consolidated net profit for the 2012 financial amounted to PLN 472.2 million, which means a 1.2% growth compared to the net profit of 2011. In 4Q 2012 net profit of the Group reached PLN 125.9 million, which marked an increase by 0.6% compared to 3Q 2012.

2012 was another year of improving operating profitability: growing revenues and strictly controlled costs. Net operating income grew by 3.4% y/y and operating costs decreased by 0.3% y/y, which in consequence brought improvement of operating efficiency: the Group’s cost-to-Income ratio further decreased to 57.4% (i.e. 2.1 p.p. lower compared to the ratio of 2011). At the same time cost of risk grew in 2012 by 37% yearly, mainly as a consequence of higher provisioning to exposures in construction sector. As a result, net profit for 2012 grew slightly, by 1.2% versus 2011 year.

Despite slowdown of the Polish economy noticed since the third quarter 2012, Bank Millennium managed to achieve very solid growth of business. Number of retail current accounts during 2012 grew by 153 thousand and total deposits grew visibly by 10.6%, which is the effect of concentration on sales, price adjustments and targeted product campaigns. Overall, net loan portfolio of Bank Millennium Group reached at the end of 2012 the level of PLN 40.2 bn. Total loans decreased due to the effect of foreign exchange. If FX effect on appreciating Polish zloty was eliminated, loan portfolio would have increased by 1.3% yearly.

2012 was also the year of special focus on setting the highest standards in terms of the quality of service rendered to our customers and other stakeholders, which positive results in the form of several external awards achieved by the Bank:

- The Best and Friendliest Internet Bank in Poland and the second most friendly bank for individuals by *Newsweek* - the Bank gained the best scores in most of the examined categories, like: communication channels, operations channels, quality of service, customer acquisition and retention.
- The Best Internet Bank for Clients in Central and Eastern Europe by *Global Finance*.

- The Medal-winning Bank in the Service Quality Program by Polish weekly *Wprost*.
- The second Best Bank for Companies by *Forbes* magazine for the quality of offer and service to SME segment.
- Once again in the composition of RESPECT Index - confirmation that the Bank follows the highest corporate governance, reporting and investor relations standards.

At the end of 2012 Bank Millennium received approval for Internal Rating Based (IRB) approach for calculating capital requirement of credit risk in part of its retail portfolio. The Regulators (Banco de Portugal and KNF) set a temporary minimum floor - equal to 80% of the respective capital requirement calculated using the standardized approach. Total consolidated CAR, based on this rule, stood at the end of 2012 year at 14.5% and Core Tier 1 ratio at 12.9%.

The Management Board of the Bank intends to propose to Supervisory Board and General Meeting of Shareholders to keep entire profit of 2012 in the Bank's equity. At the same time, the Management Board believes it will be possible to come back to regular dividend distribution from 2014 year onwards.

#### a) Group profit and loss account after 4Q 2012

Operating Income (PLN million)	2012	2011	Change y/y	4Q 2012	3Q 2012	Change q/q
Net Interest Income *	1 227.3	1190.8	3.1%	307.6	310.7	-1.0%
Net Commission Income	546.0	561.8	-2.8%	132.7	134.6	-1.4%
CORE INCOME**	1 773.3	1 752.6	1.2%	440.3	445.4	-1.1%
Other Non-Interest Income ***	179.3	136.6	31.3%	75.9	43.9	72.8%
<i>including FX gains</i>	159,9	113,7	40,6%	44,0	41,1	7,0%
<b>Total Operating Income</b>	<b>1 952.6</b>	<b>1 889.1</b>	<b>3.4%</b>	<b>516.2</b>	<b>489.3</b>	<b>5.5%</b>

(\*) Pro-forma data: Net Interest Income includes margin from all derivatives. From 1st January 2006 the Bank started to apply hedge accounting principles. Starting from that date the margin from these operations is reflected in Net Interest Income since afore-mentioned change. However, as this hedge accounting does not cover all the portfolio denominated in foreign currency, the Bank provides pro-forma data, which presents all margin from derivatives in Net Interest Income caption, whereas in accounting terms part of this margin (PLN 66.1 million in 2012 and PLN 48.9 million in 2011) is presented in Other Non-Interest Income. In the Bank's opinion, such approach allows better understanding of the real evolution of this item from economic point of view.

(\*\*) sum of Net Interest Income and Net Commission Income

(\*\*\*) includes FX results, results on financial operations (pro-forma) and net other operating income and costs

**Net Interest Income** (on pro-forma basis) for 2012 reached PLN 1,227.3 million, which means a 3.1% growth compared to the value for 2011. The improvement of net interest income was achieved in the environment of pressure on interest margin coming from quickly dropping interest rates,

especially visible in the last quarter of the year. The Bank managed to decrease its Loan-to-Deposit ratio below 100% with limited impact on Net Interest Margin, which fell during 2012 from 2.5% to 2.4%. Dropping market rates and strong competition on deposits caused a small 1% decrease of interest income during 4Q 2012. Net Interest Margin during 4Q stood at 2.3% with lower, but still positive margin on deposits and higher margin on loans.

**Net Commissions Income** slightly decreased (-2.8%) in 2012 compared to 2011 showing that growth in some categories like bancassurance, investment products distribution and lending offset lower commissions from brokerage and custody and the effect of continued promotion of current accounts. In a quarterly horizon commission income stabilized at PLN 133-135 million level.

**Other non-interest income** grew in 2012 by 31.3% y/y thanks to better FX income, which grew by 41% versus 2011 year. Quarterly growth of other income in 4Q'12 resulted mainly from positive impact of market interest rates changes on fixed income instruments and interest rate derivatives. Impact of currency swaps on trading income during 4Q was meaningless, but during entire 2012 this impact was negative, amounting to PLN -30.3 million, and was caused by volatility in swap market spreads.

Total operating income of the Group grew in 2012 by 3.4% yearly to the amount of PLN 1,952.6 million, whereas total costs decreased yearly by 0.3% to the level PLN 1,120.6 million. Growing income and falling costs brought further improvement of **Cost-to-income** ratio to 57,4% for entire 2012 and 55.3% in 4Q'12 - the lowest ever quarterly level of this ratio (excluding one-offs).

<b>Operating Costs</b> (PLN million)	<b>2012</b>	<b>2011</b>	<b>Change y/y</b>	<b>4Q 2012</b>	<b>3Q 2012</b>	<b>Change q/q</b>
Personnel Costs	-558.3	-540.2	3.4%	-137.1	-140.1	-2.1%
Administrative Costs*	-562.4	-583.9	-3.7%	-148.2	-135.7	9.2%
<b>Total Operating Costs</b>	<b>-1120.6</b>	<b>-1124.1</b>	<b>-0.3%</b>	<b>-285.3</b>	<b>-275.8</b>	<b>3.4%</b>

(\*) including depreciation

**Personnel costs** grew by 3.4% yearly and dropped by 2.1% quarterly. Total number of employees decreased by 4.6% in annual horizon to the level of 6001 FTEs.

The structure of employment of Bank Millennium Group:

<b>Employment</b> (in FTEs)	<b>31.12.2012</b>	<b>30.09.2012</b>	<b>31.12.2011</b>	<b>Change y/y</b>	<b>Change q/q</b>
Bank Millennium S.A.	5 627	5 682	5 886	-4.4%	-1.0%
Subsidiaries	375	377	403	-6.9%	-0.5%
<b>Total Bank Millennium Group</b>	<b>6 001</b>	<b>6 059</b>	<b>6 289</b>	<b>-4.6%</b>	<b>-1.0%</b>

**Other administrative costs** (including depreciation) fell by 3.7% yearly but increased by 9.2% quarterly, mostly due to higher marketing spendings. Depreciation in 2012 reached PLN 55.4 million i.e. 15% (PLN 9.4 million) lower than during 2011.

<b>Pre-tax and Net Income</b> (PLN million)	<b>2012</b>	<b>2011</b>	<b>Change y/y</b>	<b>4Q 2012</b>	<b>3Q 2012</b>	<b>Change q/q</b>
Operating Income	1 952,6	1 889,1	3,4%	516,2	489,3	5,5%
Operating Costs *	-1120,6	-1124,1	-0,3%	-285,3	-275,8	3,4%
Impairment provisions	-238,2	-173,8	37,1%	-67,3	-59,3	13,5%
Pre-tax Income **	<b>596,0</b>	<b>591,1</b>	<b>0,8%</b>	<b>162,0</b>	<b>154,5</b>	<b>4,8%</b>
Income tax	-123,8	-124,6	-	-36,1	-29,4	-
<b>Net Income</b>	<b>472,2</b>	<b>466,5</b>	<b>1,2%</b>	<b>125,9</b>	<b>125,1</b>	<b>0,6%</b>

\* without impairment charges for financial and non-financial assets

\*\* includes also share in profits of associates

**Total net impairment provisions** created by the Group during 2012 amounted to PLN 238.2 million, and were 37.1% higher than the amount of PLN 173.8 million created during 2011. The growth concerned mostly corporate loan portfolio, where some new impaired cases appeared, especially in the construction sector. Provisions for retail portfolio reduced in yearly horizon and showed stable level during 2012 (if not including sale of impaired loans) with positive trend in consumer loans. Average cost of risk (provisions over net loans) for 2012 stood at 58 bps, slightly above the initial expectations and the level of 45 basis points achieved during 2011 year.

**Profit before tax** of Bank Millennium Group in 2012 amounted to PLN 596 million and **net profit** amounted to PLN 472.2 million, which is 1.2% higher level than the profit achieved in 2011. During 4Q the Group achieved PLN 162 million gross and PLN 125.9 million net profit, which is similar to the net profit achieved in 3Q 2012.

#### **b) Business results after 4Q 2012**

**Total assets** of Bank Millennium Group reached at the end of 2012 PLN 52,742 million level, which is 3.7% higher compared to 31 December 2011.

**Total deposits** and retail bonds of the Group reached PLN 41,847 million which means a growth of 10.6% year-on-year and 0.3% growth quarter-on-quarter. Especially positive was the evolution in retail segment: deposits of individuals grew by 12.9% yearly and 5.3% quarterly and this result was achieved with only limited impact on deposit margin. Deposits of companies and public sector also grew by 6.9% during 2012, especially strongly during the first half of the year.

Capital markets related **investment products** (not reflected in the Balance Sheet, such as mutual funds and insurance saving products) rebound very strongly after weak 2011 year. During entire 2012 year they grew by 37.3% to the amount of PLN 4,944 million. The most important component of this group were own mutual funds managed by Millennium TFI. They grew by 34.4% yearly and reached at the end of 2012 the amount of PLN 2,952 million. Structure of all investment products hold by the Bank's customers shows dominant position of funds investing in lower risk assets.

The structure and evolution of Group's customer funds:

Customer Funds (PLN million)	31.12.2012	30.09.2012	31.12.2011	Change (%)	
				q/q	y/y
Deposits of individuals *	26 431.3	25 097.0	23 407.8	5.3%	12.9%
Deposits of Companies and public sector	15 416.1	16 636.2	14 414.8	-7.3%	6.9%
<b>Total Deposits*</b>	<b>41 847.5</b>	<b>41 733.2</b>	<b>37 822.6</b>	<b>0.3%</b>	<b>10.6%</b>
Investment products	4 944.0	4 546.3	3 601.2	8.7%	37.3%
<b>TOTAL Customer Funds</b>	<b>46 791.5</b>	<b>46 279.5</b>	<b>41 423.8</b>	<b>1.1%</b>	<b>13.0%</b>

(\*) including retail bonds issued by the Bank

Total customers funds of the Group, including deposits, bonds sold to retail customers and other investment products, grew by 13% yearly and reached PLN 46,792 million at the end of 2012.

Total loans of Bank Millennium Group reached PLN 40,232 million in the end of 2012 and in nominal terms fell by 2.7% versus end of 2011 due to negative FX effect. If FX effect on appreciating Polish zloty was eliminated, loan portfolio would have increased by 1.3% during 2012 year.

The structure and evolution of Group's loans and advances:

Loans and advances to Clients *	31.12.2012	30.09.2012	31.12.2011	Change (%)	
				q/q	y/y
Loans to households	30 226.3	30 156.3	31 067.9	0.2%	-2.7%
- mortgage loans	27 235.3	27 267.0	28 283.0	-0.1%	-3.7%
- other loans to households	2 991.0	2 889.3	2 784.9	3.5%	7.4%
Loans to businesses	10 005.9	10 391.4	10 264.5	-3.7%	-2.5%
- leasing	3 222.1	3 284.8	3 256.8	-1.9%	-1.1%
- other loans to businesses	6 783.8	7 106.5	7 007.7	-4.5%	-3.2%
<b>Total Loans &amp; Advances to Clients</b>	<b>40 232.2</b>	<b>40 547.7</b>	<b>41 332.3</b>	<b>-0.8%</b>	<b>-2.7%</b>

(\*) net of impairment provisions

Retail loans dropped by 2.7% with reduced balance of mortgage loans (-3.7% y/y) resulted entirely from FX effect and growing balance of other retail loans (+7.4% y/y). New mortgage origination was

lower in 2012 by 4.5% versus 2011. Despite that, Bank's market share increased from 4.7% to 5.3% in 2012 due to much lower new loans origination on the whole market. Selling new mortgages exclusively in PLN, Bank managed to increase share of PLN loans in total mortgage portfolio to above 30%.

Loans to companies (including public sector) also fell by 2.5% yearly, partially due to negative FX effect and partially due to few bigger loans repaid at the end of the year. Despite weak overall market trends, Bank achieved small increase of new leasing contracts (by 4% yearly). In factoring growth of invoice turnover was remarkable: +21% yearly.

The structure of Group's corporate loans (including leasing) by main sectors, as on end of 2012 year:

Sector of Economy	Volume (PLN million)	Share in portfolio (%)
Wholesale & retail trade	2 225.2	20,9%
Manufacturing	2 153.3	20,2%
Construction*	1 598.7	15,0%
Real estate	562.0	5,3%
Transport & storage	1 257.8	11,8%
Public sector	590.7	5,5%
Financial services	372.9	3,5%
Other services	1 602.9	15,0%
Other sectors	301.9	2,8%
<b>Total gross exposure to companies</b>	<b>10 665.4</b>	<b>100%</b>

\* Including exposures to big infrastructure companies of PLN 460 million

### c) Asset quality, solvency and liquidity

Loan portfolio quality ratios were stable during 2012. The ratio of impaired loans divided by gross loans stood at 5.1% and the ratio of loans past-due over 90 days to total portfolio reached 2.8% in December 2012. Trend of improving quality of non-mortgage retail loans was continued in 2012, while mortgage only slightly deteriorated. There was a some increase of impaired and non-performing exposures in companies, namely in the construction sector.

Some positive impact to the ratios came from the sale of non-performing loans conducted during 4Q 2012, which caused a reduction of PLN 68.5 million of impaired and past-due loans. Sale of NPLs caused, on the other hand, a small reduction of coverage ratios in 4Q, but despite that the coverage of impaired loans by total provisions improved during entire 2012 from 58% to 59%.

The evolution of main indicators of the Group's loan portfolio quality:

Total portfolio quality indicators	31.12.2012	30.09.2012	31.12.2011
Total impaired loans (PLN million)	2 111	2 140	2 104
Loans past-due over 90 days (PLN million)	1 160	1 282	990
Total provisions (PLN million)	1 238	1 299	1 217
Impaired over total loans ratio (%)	5.1%	5.1%	4.9%
Past-due >90d over total loans ratio (%)	2.8%	3.1%	2.3%
Total provisions/impaired loans (%)	59%	61%	58%
Total provisions/Past-due 90 d loans (%)	107%	101%	123%

The breakdown of the loan portfolio quality by main loan categories:

Loan type	Loans past-due > 90 days ratio			Impaired loans ratio		
	31.12.2012	30.09.2012	31.12.2011	31.12.2012	30.09.2012	31.12.2011
Mortgage	0.54%	0.57%	0.35%	1.11%	1.15%	0.95%
Other individuals	11.0%	12.1%	12.7%	15.5%	16.6%	17.2%
Companies	6.0%	6.5%	4.4%	12.0%	11.4%	11.7%
<b>Total loan portfolio</b>	<b>2.8%</b>	<b>3.1%</b>	<b>2.3%</b>	<b>5.1%</b>	<b>5.1%</b>	<b>4.9%</b>

**Capital adequacy ratio** at the end of 2012 stood at 14.5% and Core Tier 1 ratio at 12.9%, which means an improvement when comparing to the end of 2011 year, mainly as a consequence of getting approval for using Internal Rating Based (IRB) approach for most of retail loans portfolio. At the end of 2012 year, Banco de Portugal (BdP) and Polish Financial Supervision Authority (KNF) granted a consent to the use of the IRB approach by Bank Millennium to calculate the capital requirements concerning most of the retail exposure classes (mortgages and revolving loans). However, capital requirements calculated using the IRB approach must be temporarily maintained by the Bank at no less than 80% of the respective capital requirements calculated using the standardized approach. This constraint will be applied until the fulfilment of the conditions defined by BdP and KNF are confirmed by both regulators, but will not cease before 30 June 2014. Thus, the Bank was allowed to utilize in 2012 only 27% of total IRB potential improvement in the capital requirement.

Strong increase of deposits accompanied by nominal drop of loans (due to FX impact) allowed to achieve during 2012 the significant milestone of decreasing the Group's **Loan-to-Deposit ratio** below 100% - from 106.8% in December 2011 to 95.4% level in December 2012. This improvement of

liquidity position enabled to rebuild value of liquid assets (Cash, balance with NBP and Treasury Securities), which grew during the year by 71% from PLN 5.4 bn to PLN 9.1 bn at the end of the year. The share of FX mortgage loans in the Group's total loan portfolio decreased during 2012 year below 50% - to the level of 46.1%.

Main solvency and liquidity ratios of Bank Millennium Group:

Solvency and liquidity ratios	31.12.2012 if full IRB applied**	31.12.2012 with IRB approved	30.09.2012	31.12.2011
Consolidated equity (PLN million)	4 824	4 824	4 675	4 586
Capital Adequacy Ratio (% , consolidated)	23.0	14.5	13.0	13.2
Core Tier 1 ratio (% , consolidated)	20.5	12.9	11.4	11.4
Loans to Deposits ratio (%)*	95.4	95.4	96.0	106.8

(\* ) Includes liabilities (bonds) from leasing securitisation, bonds for retail clients and sell-buy-back/ buy-sell-back transactions with customers

(\*\* ) Without the 80% constraint, before the fulfilment of the conditions defined by BdP and KNF and before the inclusion of the remaining portfolios in the IRB approach.

#### d) Share price performance

Despite still uncertain evolution of global and European economic situation, 2012 year brought recovery of most of market indexes, including the ones in Warsaw, which gained strong double-digit increases. On the Polish Warsaw Stock Exchange WIG index grew by 26.2%, the WIG Banks sector grew by 22.6% and mWIG40 index, which comprises the shares of Bank Millennium, increased by 17.4% during 2012. In the same period Bank Millennium grew by 16.3%.

Market indicators	28.12.2012	30.12.2011	Change 2012/2011
Price of Bank Millennium shares (PLN)	4.42	3.80	16.3%
Market capitalisation (PLN million)	5 362.0	4 609.8	16.3%
WIG - main index	47 460.6	37 595.4	26.2%
WIG Banks	6 648.5	5 421.0	22.6%
mWIG 40	2 552.5	2 173.9	17.4%