

BANK MILLENNIUM GROUP

Presentation of 3Q 2019 results – first full quarter with **Euro Bank**

28 October 2019



DISCLAIMER

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 www.bankmillennium.pl), 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 1-3Q 2019 RESULTS

- > Acquisition of Euro Bank
- > Financial performance
- > Business development
- > Appendixes

ACQUISITION OF EURO BANK

Following regulatory approvals, the transaction was closed on 31/05/2019 and legal merger was concluded on 01/10/2019

Transaction Agreement	Closing	Legal merger	Operational merger
Day 0 (5 November 2018)	Day 1 (31 May 2019)	Day 2 (1 October 2019)	Day 3 (November 2019)
	One ownerTwo legal entitiesTwo brandsTwo systems	 One owner One legal entity Two brands Two systems 	One ownerOne legal entityOne BrandOne system
Day 0	Day 1	Day 2	Day 3
Announcement of the transaction with the signing of the Transaction Agreement	Date of formal acquisition of 99.8% of share capital of Euro Bank by Bank Millennium. Two separate legal entities until date of legal merger IFRS3 Fair Value of assets/ liabilities and IFRS9 charge of stage 1-2 portfolio (12 months ECL calculation)	After the necessary approvals from GSM of both banks and the Polish Financial Supervision Authority were obtained, Bank Millennium completed the next stage of integration with Euro Bank. The registration of the legal merger in the National Court Register took place	Start of day-to-day operational functioning as one bank - shared brand, common product offer, one branch network and customer service using a common IT / Digital platform

on 1st October

ACQUISITION OF EURO BANK

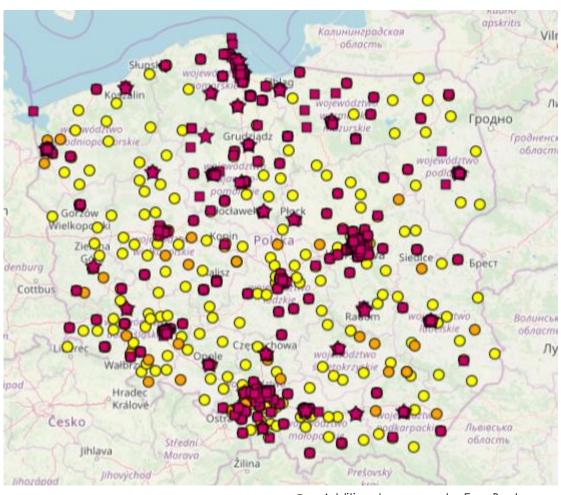
Extraordinary financial impact of Euro Bank acquisition (year-to-date) (excluding on-going results from consolidation)

(PLN million)

Group's Profit and Loss extraordinary impact of Euro Bank acquisition					
	1Q 2019	2Q 2019	3Q 2019	Total	
Integration costs *	2.0	17.8	44.3	116.3	
Additional provisions on Euro Bank portfolio **	-	80.6	8.0	88.6	
Total gross negative impact	1.9	98.4	52.3	152.6	
Net negative impact	1.5	79.7	42.4	123.6	

BANK MILLENNIUM BRANCHES

Combined network of 833 branches after acquisition



Bank Millennium and Euro Bank are highly complementary in terms of branch geography. After the merger, Bank Millennium's presence in smaller towns has been significantly extended:

>200

new locations, in which branches sporting the Millennium logo will appear; these towns being inhabited by a total of 4.5 million people

55%

branches of the merged bank located in small towns (up to 100 ths. inhabitants)

- Millennium network current coverage 373 branches
- Additional coverage by Euro Bank
 232 branches
- Additional coverage by Euro Bank228 franchise branches



PRESENTATION OF 1-3Q 2019 RESULTS

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KEY PROFIT & LOSS ITEMS

PLN mln	1-3Q 19	1-3Q 18	Change Y/Y	3Q 19	2Q 19	Change Q/Q
Net interest income	1789,9	1374,1	30,3%	705,2	584,3	20,7%
Net commission income	516,5	499,5	3,4%	178,3	175,0	1,9%
Total operating income	2517,4	2014,9	24,9%)	953,9	822,6	16,0%
Total costs	-1236,1	-948,2	30,4%	-480,1	-371,6	29,2%
Costs without EB integration	-1172,1	-948,2	23,6%	-435,8	-353,8	23,2%
Loan loss provisions	-366,6	-174,2	110,5%	-136,4	-157,9	-13,6%
Provisions without extra on Euro Bank*	-278,0	-174,2	59,6%	-128,4	-77,3	66,1%
Banking tax on assets	-178,9	-148,5	9,3%	-68,8	-58,6	17,4%
Net Profit	533,8	548,1	-2,6%	200,1	173,7	15,3%
Net Profit without one-offs *	651,4	556,8	17,0%	224,2	236, 1	-5,1%
NIM	2,78%	2,58%	+0,20 p.p.	2,99%	2,78%	+0,21 p.p.
Cost/Income adjusted (*)	46,4%	46,6%	-0,2 pp	<u> </u>	-	-
Cost of Risk adjusted (*)	61 bps	47 bps	+14 bps	_	_	
ROE	9,2%	9,5%	-0,3 pp			
ROE adjusted (*) ytd	10,0%	9,5%	+0,5 pp	-	_	

KEY BALANCE SHEET ITEMS AND OTHER RELEVANT INDICATORS

PLN mln	Sep. 19	Sep. 18	Change Y/Y	June 19	Change Q/Q
Active customers (ths) (*)	2 017	1 771	246	1 947	70
inc. on-line and mobile (*)	1 589	1 332	257	1 513	76
Customer Funds	89 116	69 318	28.6%	85 590	4.1%
Deposits	80 341	60 223	33.4%	76 828	4.6%
Deposits of individuals	60 599	44 186	37.1%	57 638	5.1%
Loans	69 481	50 915	36.5%	67 855	2.4%
FX Mortgage Loans excl. EB	15 312	14 404	6.3%	14 836	3.2%
Loans without FX mortgage	54 170	36 511	48.4%	53 019	2.2%
L/D	86.5%	84,5%	+2.0 p.p.	88,3%	-1.8 p.p.
Impaired Ioan ratio (**)	4.4%	4,7%	-0.3 p.p.	4,3%	0.1 p.p.
Coverage ratio (***)	62%	75%	-13 p.p.	62%	0 p.p.
CET1 = T1	17.1%	20.9%	-3.8 p.p.	16.9%	0.2 p.p.
TCR	20.2%	22.9%	-2.7 p.p.	20.1%	0.1 p.p.

MAIN FINANCIAL HIGHLIGHTS OF 1-3 QUARTERS 2019

Fast organic growth supplemented by full quarterly contribution of Euro Bank

Profitability with Euro Bank impact

- Net profit of 1-3Q 2019 reached 534 million PLN with 124 million PLN net impact of extra costs/provisions connected with Euro Bank acquisition.
- 3Q net profit at 200 million PLN and grew by 15% quarterly (adjusted for one-offs* at 224 million PLN)
- Reported ROE at 9.2% and Cost/income at 49%
- Adjusted* ROE at 10.0% and Cost/income at 46%

High asset quality and liquidity kept

- Impaired loans (stage 3) ratio at 4.4%
- Adjusted Cost of Risk** at 61 b.p. (annualised)
- Loans to Deposits ratio at low level of 86%

Operating income accelerated. Costs influenced by integration

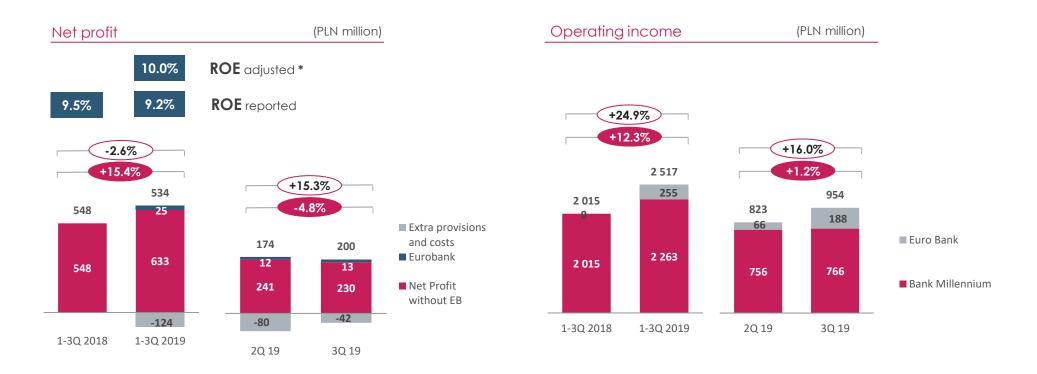
- Operating income grew by 25% y/y, of which Bank Millennium organic growth at 12.3% y/y
- Net interest income grew by 30% y/y (13% without Euro Bank)
- Operating costs up by 30% y/y (24% without integration costs).
- Bank Millennium organic costs grew by 8.5% y/y (excluding integration and Euro Bank consolidation)
- Initial reserve for cash loans fees returns after ECJ ruling: 53 million PLN

Capital ratios after acquisition, strengthened by 1H profit retention

- Group's Total Capital Ratio (TCR) at 20.2% and CET1 ratio at 17.1% after incorporating entire 1H 2019 profit
- Fitch agency affirmed Bank's ratings at BBB- with stable outlook

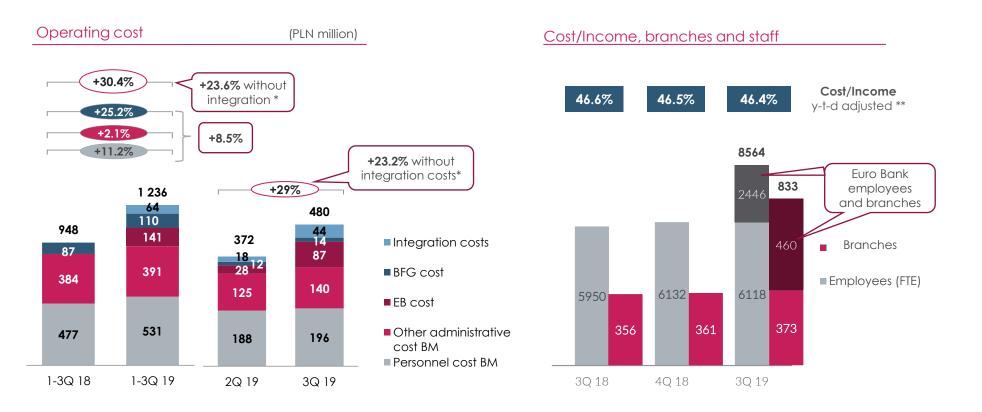
PROFITABILITY

Full quarter of Euro Bank increased adjusted ROE to 10% level;
Operating income growth doubled thanks to the merger



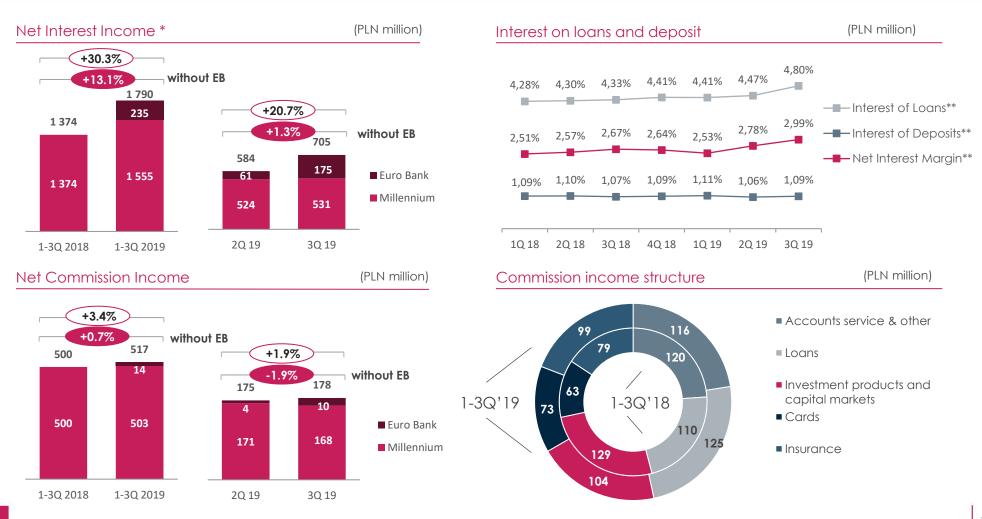
COST EFFICIENCY

Costs temporarily inflated by integration costs;
Adjusted Cost to Income at 46.4% (ahead of synergies)



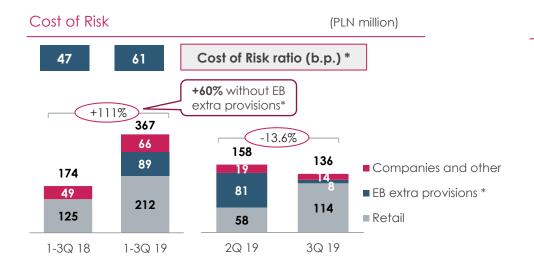
INTEREST AND COMMISSION INCOME

Continued organic growth of interest income, accelerated by Euro Bank; NIM growth limited by ECJ cash loan fees return impact

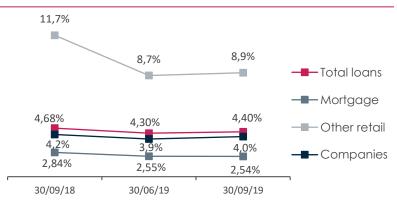


ASSET QUALITY, LIQUIDITY AND CAPITAL

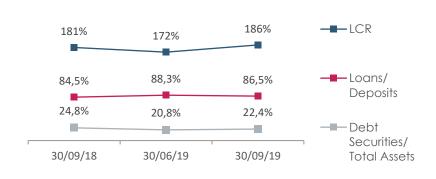
Cost of risk influenced by Euro Bank acquisition and change of loan portfolio structure; High asset quality and liquidity maintained



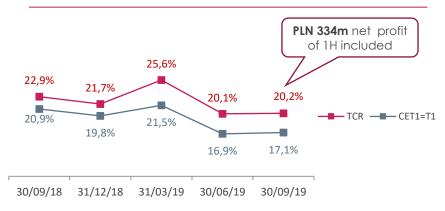
Impaired Loans (IFRS9 stage 3)

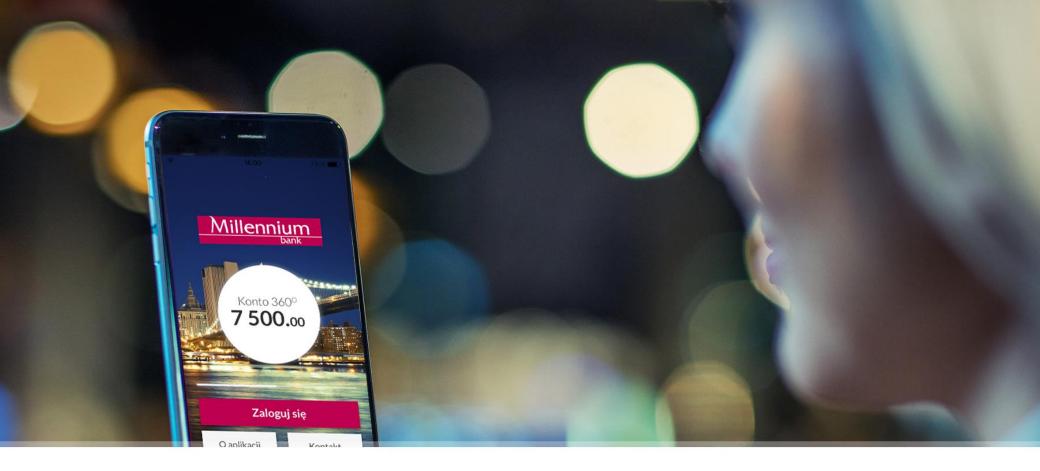


Liquidity indicators



Group Capital Ratios **





PRESENTATION OF RESULTS IN 1-3Q 2019

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MAIN BUSINESS HIGHLIGHTS OF 1-3 QUARTER 2019

Fulfillment of organic growth targets;
Acceleration of growth thanks to the merger

Retail business (excluding Euro Bank)

- 2.0 million active clients, +421 ths during last 2 years (ahead of strategic goal of 600 ths in 3 years)
- 2nd best* nominal growth of all retail clients: +297
 ths during last 12 months
- Over 3 billion PLN new cash loans and mortgages sold in 1-3Q (+30% and +24% y/y)
- 17.8% yearly growth of deposits (5.1% q/q)
- Rebound in investment products (+0.1% q/q)

Retail business (with Euro Bank)

- 37.1% yearly growth of deposits (5.1% quarterly)
- Over 1.5 billion PLN of combined sales of cash loans in 3Q

Companies business

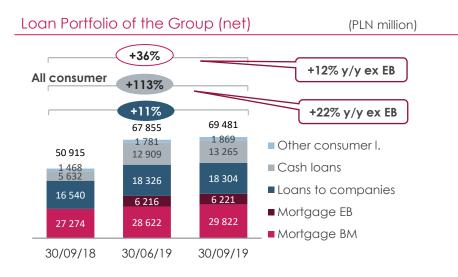
- Continued solid growth of loans to companies:
 +10.7% y/y
- Deposits volume grew by +23% y/y
- Growth in factoring and leasing sales at +8% y/y and +3% y/y respectively

Quality and innovations

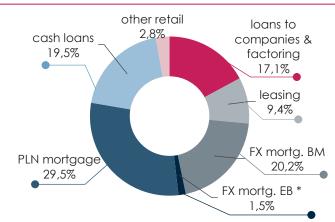
- The Best Web Site Design in Central and Eastern
 Europe according to the Global Finance
- 1st place in the "Client Relations" category and 2nd place in the "Innovativeness" and "Growth" categories in the "Banking Stars 2019" competition (**)
- 1.3 mln apps downloads by goodie

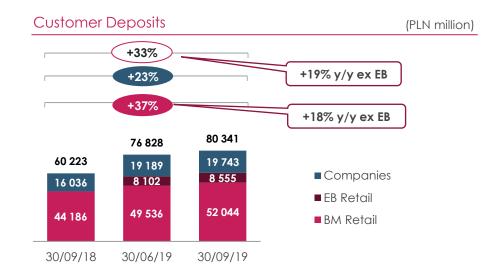
LOANS AND DEPOSITS

Strong growth of organic business plus impact of Euro Bank allowed to increase volumes by 1/3 yearly



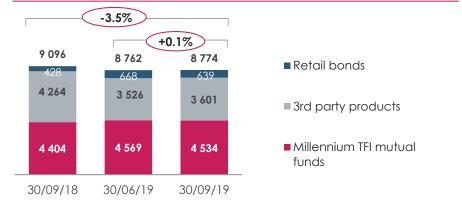






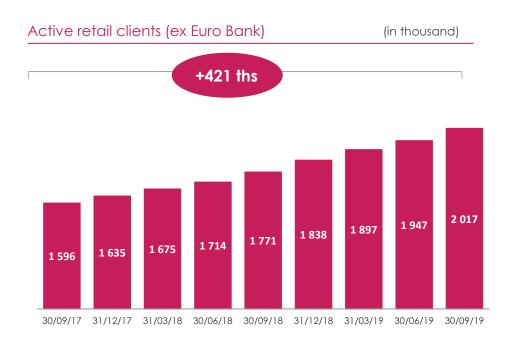


(PLN million)



ORGANIC STRATEGY GOAL

2 million active clients confirm implementation of existing strategy



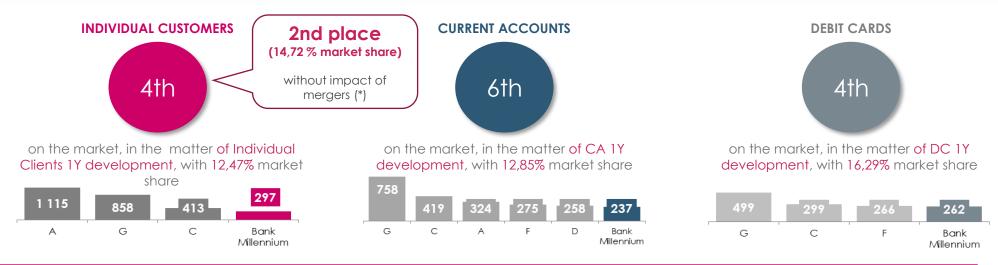


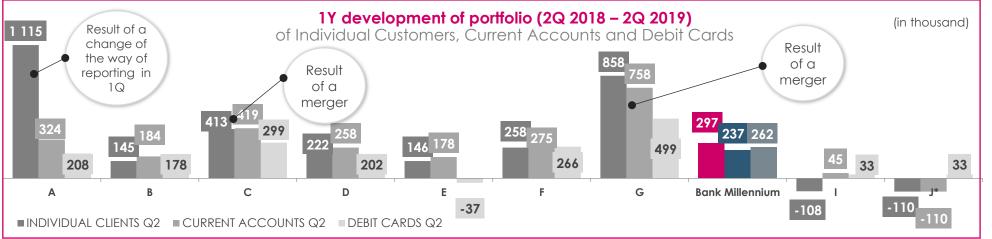
Since beginning of 2019 the Bank has recorded excellent sales results and, in addition, in September exceeded record level of 2 mln of active retail clients. This confirmed effective implementation of organic growth strategy (600 ths in 3 years), which will now be strengthened by impact of merger with Euro Bank.

Innovative approach to business, corporate culture, client centricity, i.e. putting client needs and satisfaction at the top generate measurable effects.

RETAIL BUSINESS - PERFORMANCE VS. THE MARKET

1-year portfolio development of individual customers, current account and debit cards (2Q 2018 – 2Q 2019)



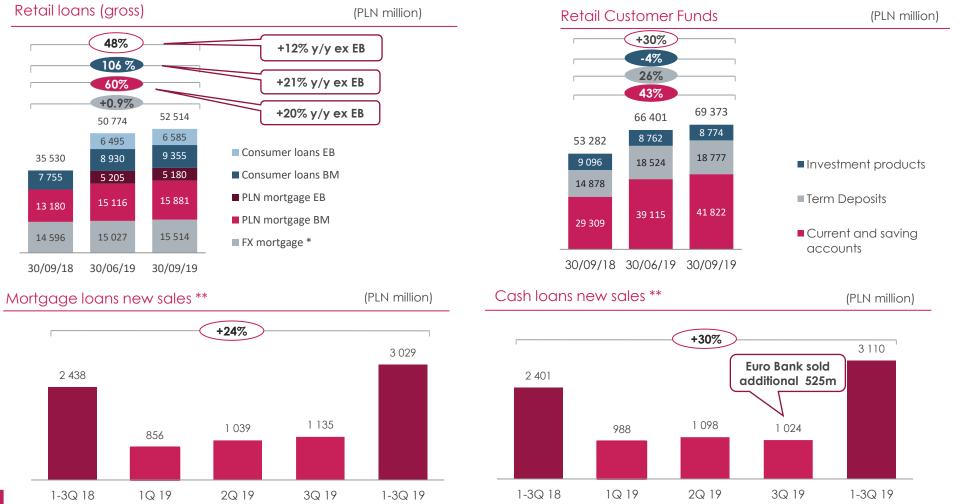


Source: PRNews

* NO DATA FOR 2Q 2019, DATA ASSUMED BASED ON DATA FROM 1Q

RETAIL BUSINESS – LOANS AND CUSTOMER FUNDS

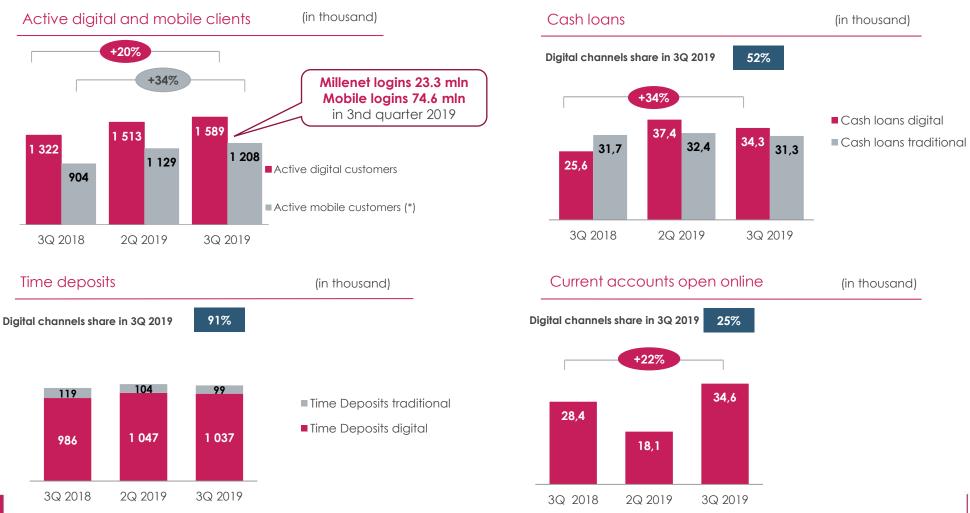
Very strong growth of retail loans and deposits;
Above PLN 3 billion sale of cash and mortgage loans ytd (organic)



20

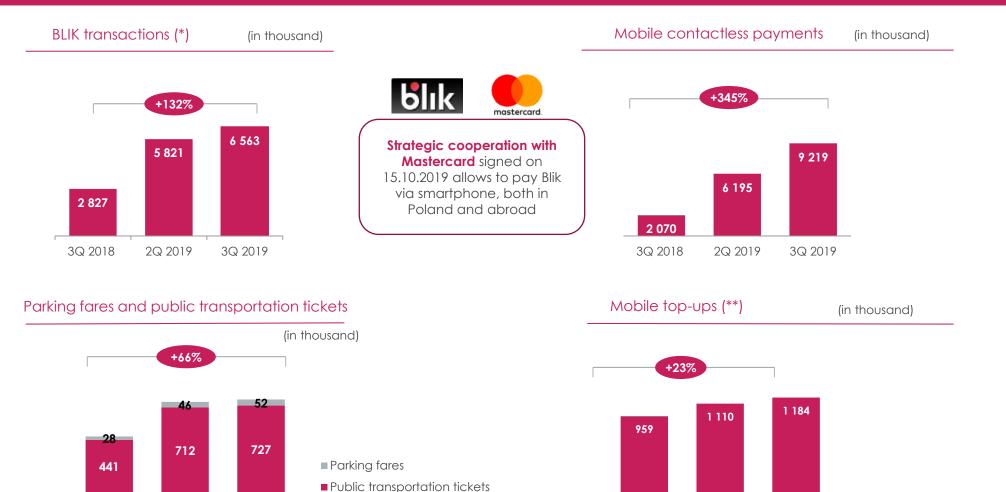
RETAIL BUSINESS – DIGITAL CUSTOMERS AND PRODUCTS

Strong growth in digital and mobile users;
Growing share of electronic channels in product sales



RETAIL BUSINESS – DIGITAL PRODUCTS AND SERVICES

Strategic partnership between Polish BLIK system and Mastercard;



3Q 2018

2Q 2019

3Q 2019

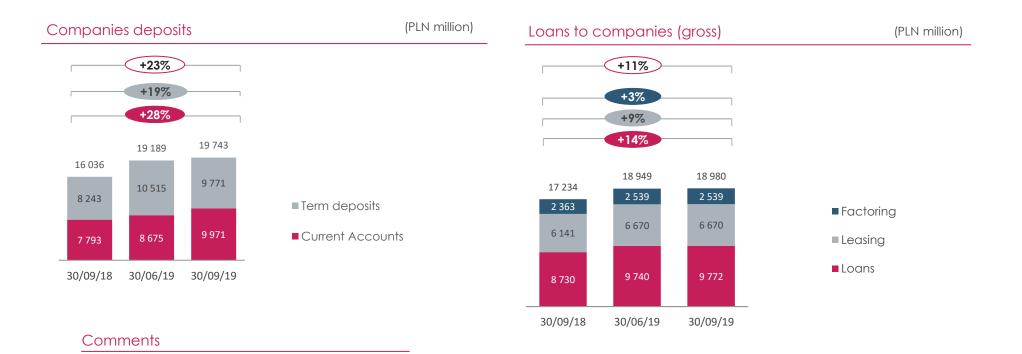
3Q 2018

3Q 2019

2Q 2019

COMPANIES BUSINESS – DEPOSITS AND LOANS

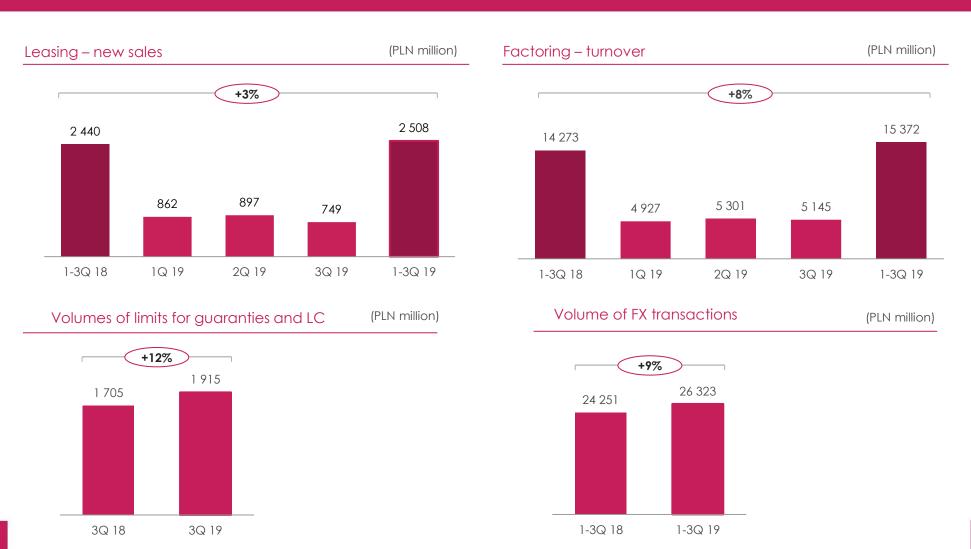
Current account balances high dynamics of 28% y/y



- Loans to companies keep high growth pace: +10.6% y/y
- Strong companies deposits growth: +23% y/y, of which current accounts of 28% y/y
- · Robust growth of companies' transactions kept

COMPANIES BUSINESS – LOANS AND TRANSACTIONS

Growth in leasing and factoring sale maintained; strong trade finance.



NEW SOLUTIONS AND ACHIEVEMENTS IN DIGITAL

New innovations and developments based on the most modern technologies offer even easier and more convenient use of Millenet and mobile application



PSD₂

Introducing a new way of activating electronic channels and additional security measures when confirming operations in Millenet and mobile app.



Autopay

Introducing new features within the service.



New Digital Experience (NDE)

Improving the Timeline section and introducing more personalization possibilities for Millenet and mobile app homepage.



Online account opening

One in four accounts was opened online.



Online loan consolidation

Introducing internal consolidation of loans in the mobile app for models other than preapproval.



POS payment terminals

A greater offer of payment terminals for companies dedicated to extending the range of cashless payments

GOODIE – SMARTSHOPING PLATFORM OF BANK MILLENNIUM

Maintaining growth rate of app downloads; continued development and new functionalities

1.3 mln

downloads from app start

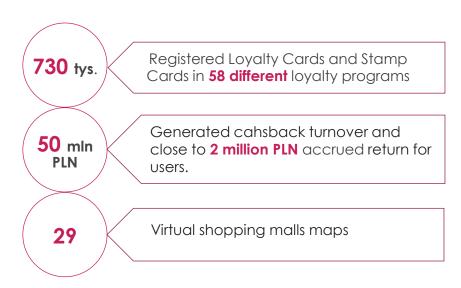
400 ths.

app downloads in 2019

Prizes:

 The Millennium Goodie team is the winner of the 9th edition of the 50 Most Creative in Business ranking, organized by the Brief magazine





New functionalities in IIIQ 2019:

 Intra-building positioning based on a network of beacons.



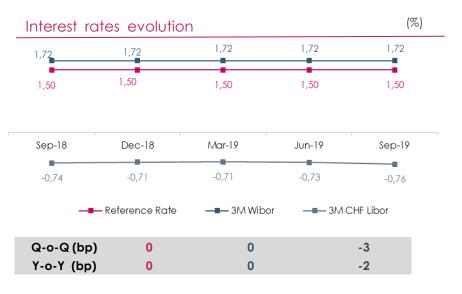


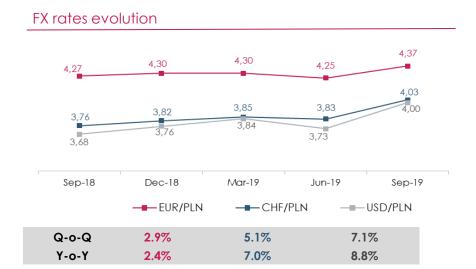
PRESENTATION OF RESULTS IN 1-3Q 2019

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MACROECONOMIC OVERVIEW

Economic growth in Poland is outperforming most of the CEE countries however recent data suggest some slowdown in economic activity. Inflation aaccelerated, but NBP interest rates remained at record low level.





GDP growth & unemployment

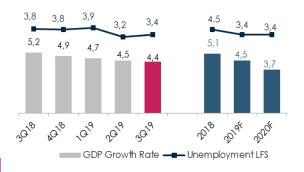
(% y/y)

Inflation

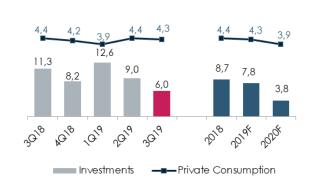
(% y/y)

Investments & Consumption

(% y/y)

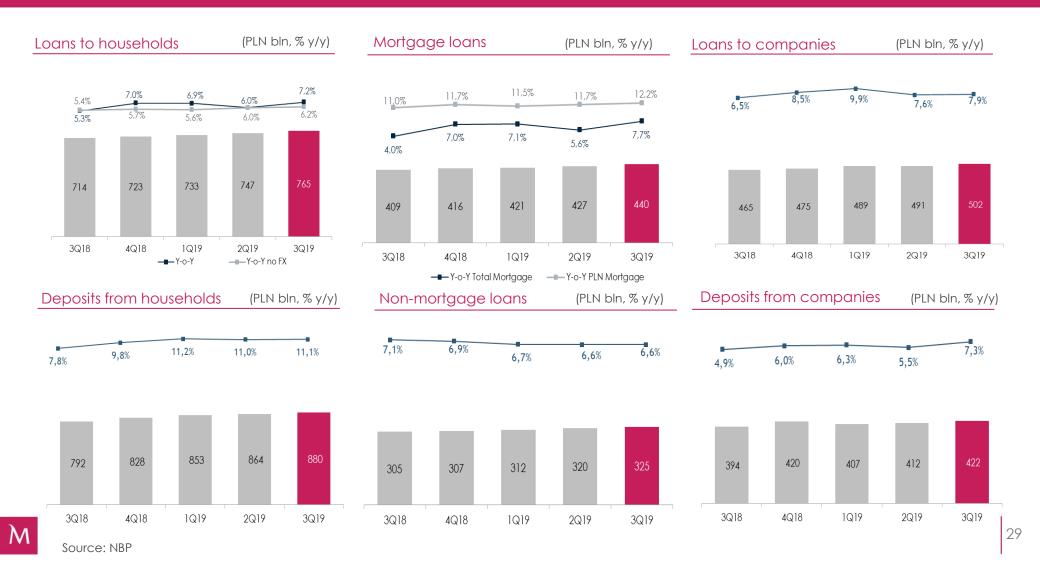






MACROECONOMIC OVERVIEW (2)

Growth of deposits accelerated, driven by higher households' income and good financial situation of companies. Credit dynamics advanced, partially because of FX changes.



RATINGS AND MARKET RATIOS

Ratings affirmed by Fitch; Share price under pressure due to concern related to FX mortgage

Bank's current ratings

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

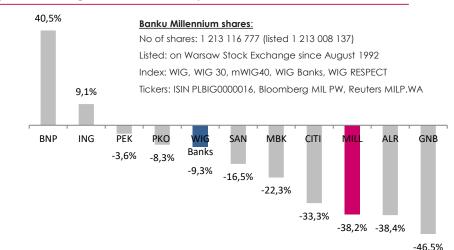
On 15th October 2019 **Fitch agency has affirmed** ratings of Bank Millennium. <u>The outlook of the ratings remains stable.</u>

In report the Fitch agency said: "Millennium's business model has been stable over recent years, underpinned by strong credit risk management, self-financing capacity, strong liquidity and fairly resilient profitability."

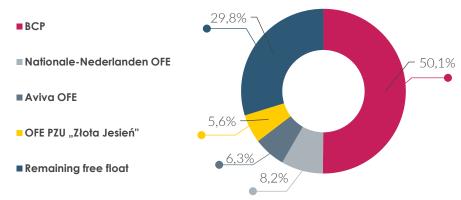
Current Banks's rarings:

Moody's	Baa1 / P2/ baa3 / stable outlook

Bank Millennium share performance vs. other banks (annual change as on 30.09.2019r.)



Bank Millennium shareholders' structure (*)



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.

Best Web Site Design in Central and Eastern Europe



Bank Millennium's website was hailed the best in Best Consumer Digital Banks competition organised by international magazine Global Finance.

The design and functionalities of the website were appreciated.

Joao Bras Jorge is one of the winners of the 2nd edition of BrandMe CEO



The Chairman of the Management
Board of Bank Millennium is one of the
winners of the 2nd edition of BrandMe
CEO plebiscite by Forbes. The winners
were selected on the basis of 10 criteria,
including authenticity, transparency
and courage, and expressive
management style.

SYNTHETIC P&L ACCOUNT

(PLN million)

Pro-forma	1-3Q 2018 pro-forma	1-3Q 2019 pro-forma	Change Y/Y	2Q 2019 pro-forma	3Q 2019 pro-forma	Change Q/Q
Net interest income*	1 374,1	1 789,9	30,3%	584,3	705,2	20,7%
Net commission income	499,5	516,5	3,4%	175,0	178,3	1,9%
Other non-interest income **	141,3	211,0	49,3%	63,2	70,4	11,4%
Operating Income	2 014,9	2 517,4	24,9%	822,6	953,9	16,0%
General and administrative costs	-908,4	-1 109,4	22,1%	-331,9	-426,4	28,5%
Depreciation	-39,9	-126,7	217,7%	-39,6	-53,6	35,3%
Total operating costs	-948,2	-1 236,1	30,4%	-371,6	-480,1	29,2%
Net cost of risk ***	-174,2	-366,6	110,5%	-157,9	-136,4	-13,6%
Operating profit	892,5	914,7	2,5%	293,2	337,5	15,1%
Banking tax	-148,5	-178,9	20,4%	-58,6	-68,8	17,4%
Pre-tax profit	744,0	735,9	-1,1%	234,5	268,7	14,6%
Income tax	-195,8	-202,1	3,2%	-60,9	-68,5	12,6%
Net profit	548,1	533,8	-2,6%	173,7	200,1	15,3%
Accounting	1-3Q 2018	1-3Q 2019	Change Y/Y	2Q'19	3Q'19	Change Q/Q
NII (reported under IFRS)	1 331,8	1 744,1	31,0%	572,5	687,6	20,1%

^(*) 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 42.3 million in 1-3Q'18 and PLN 45.7 million in 1-3Q'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.

BALANCE SHEET

(PLN million)

ASSETS
Cash and balances with the Central
Bank
Loans and advances to banks
Loans and advances to customers
Amounts due from reverse repo trans.
Debt securities
Derivatives (for hedging and trading)
Shares and other financial instruments
Tangible and intangible fixed assets
Other assets
TOTAL ASSETS

30/09/2018	30/06/2019	30/09/2019	Change y/y
2 237	3 396	3 198	42,9%
528	712	1 024	93,8%
50 915	67 855	69 481	36,5%
66	74	51	-24,0%
18 194	19 529	21 960	20,7%
293	198	134	-54,4%
47	51	96	105,6%
264	928	968	266,9%
863	928	1 002	16,2%
73 408	93 670	97 914	33,4%

LIABILITIES AND EQUITY			
Deposits and loans from banks			
Deposits from customers			
Liabilities from repo transactions			
Financial liabilities at fair value through P&L and hedging derivatives			
Liabilities from securities issued			
Provisions			
Subordinated liabilities			
Other liabilities			
TOTAL LIABILITIES			
TOTAL EQUITY			
TOTAL LIABILITIES AND EQUITY			

30/09/2018	30/06/2019	30/09/2019	Change y/y
1 631	1 908	1 756	7,7%
60 223	76 828	80 341	33,4%
11	21	52	361,6%
516	572	828	60,3%
731	1 470	1 447	97,8%
120	108	111	-7,6%
709	1 646	1 645	132,0%
1 355	2 413	2812	107,5%
65 297	84 966	88 993	36,3%
8 111	8 704	8 921	10,0%
73 408	93 670	97 914	33,4%



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