

#### Record net profit

Bank Millennium Group consolidated net profit in 2018 amounted to PLN **760.7 million** and was 11.7% higher versus net profit of 2017.

**This was the highest yearly profit in the Bank's history.**

Net profit for 4Q 2018 amounted to PLN **212.5 million** and was 6.2% higher than net profit of the previous quarter and 18.3% higher than in 4Q 2017.

Interest income was the main driver of the growth: 8.1% yearly and 4.7% quarterly.

#### Main financial highlights in 2018

ROE	9.6%
NIM	2.59%
C/I ratio	46.5%
L/D ratio	80%
Impaired loans ratio (stage 3 portfolio)	4.5%
TCR (*)	21.7%
CET 1	19.8%

(\*) Would be 26% after full retention of 2018 profit and subordinated bond issue (after KNF approval)

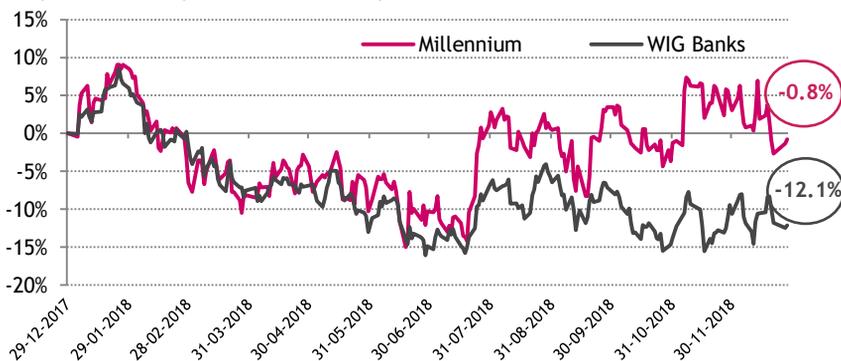
#### Strong asset quality, liquidity and capital ratios

#### Main business highlights in 2018

Deposits in retail	up 18% y/y
FX mortgage loans	down 1% y/y
PLN mortgage loans	up 21% y/y
Mortgage loans sales	up 31% y/y
Cash loan sales	up 39% y/y
Loans for companies	up 14% y/y
Factoring turnover	up 18% y/y
Leasing sales	up 15% y/y

#### The best market performance among banks

(annual change as on 28.12.2018)



#### Grupa Bank Millennium

Bank Millennium is a universal bank, offering a broad range of services to retail and corporate customers via a network of 361 branches, and electronic banking channels. Bank Millennium is Poland's 6th\* largest bank by assets. Employs 6 132 people (FTE).

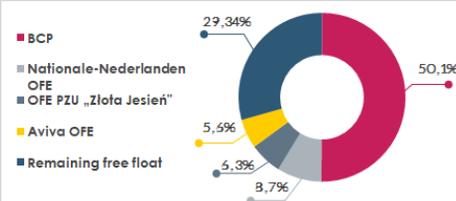
(\*) Data as on 30.09.2018

#### Management Board

- Joao Bras Jorge – CEO
- Fernando Bicho – Deputy Chairman (CFO)
- Wojciech Haase - Board Member
- Andrzej Gliński - Board Member
- Wojciech Rybak - Board Member
- António Ferreira Pinto Júnior - Board Member
- Jarosław Hermann - Board Member

#### Shareholders structures

as on 31.12.2018 r.



#### Bank's current rating

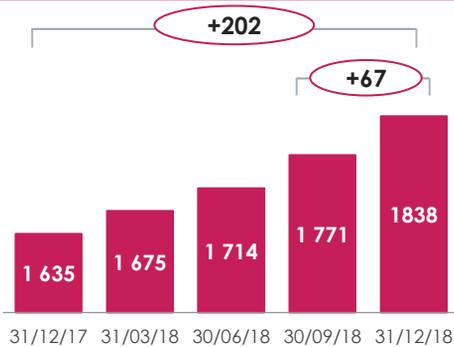
Fitch	<b>BBB- / F3/ bbb-</b> / stable outlook
Moody's	<b>Baa2/ P2/ ba1</b> / positive outlook
Capital Intelligence	<b>BBB/A3/BBB</b> / stable outlook

#### Bank's shares

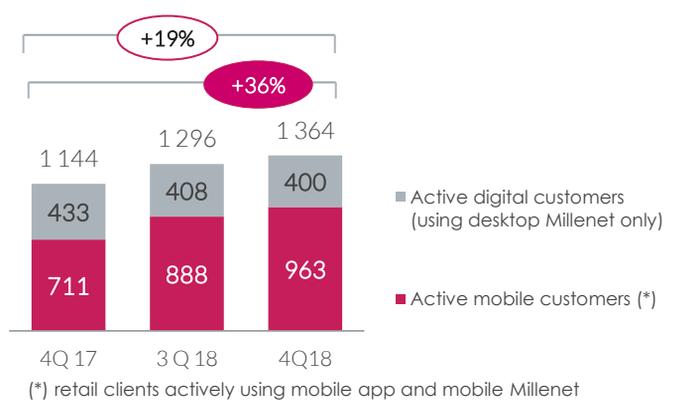
No of shares	1 213 116 777
WSE Ticker	MIL
ISIN	PLBIG0000016
Bloomberg	MIL PW
Reuters	MILP.WA
Indices	WIG, WIG 30, mWIG40, WIG Banks, Respect Index

## +202 ths in number of active customers – in line with 600 ths target for 3 years

### Active Retail Clients (in thousand)



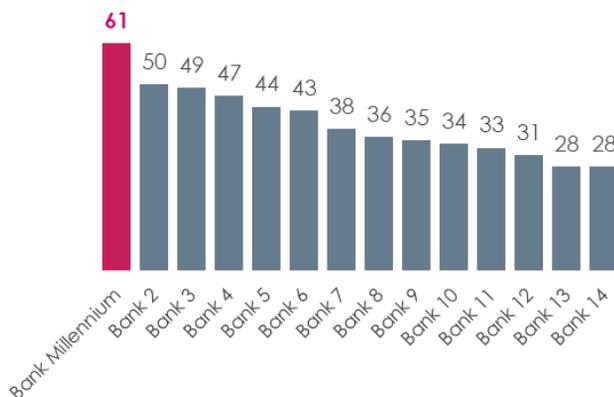
### Use of electronic channels (in thousand)



## Bank Millennium acquisition of Euro Bank - key takeaways

- Acquisition will allow Bank Millennium to become a Top-6 player in attractive non-mortgage retail segment
- 1.4 mln new clients will help Bank Millennium to reach Top-6 by number of retail clients in Poland
- Complementary branch network with focus on smaller cities
- Risks related to CHF mortgage portfolio of eurobank covered by guarantee and indemnity that will be provided by Société Générale S.A
- Significant efficiencies achieved by benefits of scale and sharing of best practices with fully phased synergies pre-tax of 175 mln PLN yearly
- 26% EPS accretion and 17% ROI once synergies are fully realised
- Top 3 position by ROE among Polish listed banks in 2020E

## Bank Millennium the most often recommended bank



According to **ARC Rynek i Opinia** survey (\*):

- **1st place** in main categories: „Satisfaction”, „Evaluation of sales channels” and „Evaluation of fees and commissions”
- **The highest** among commercial banks in Poland **NPS ratio (61)**

(\*) ARC Rynek i Opinia „Customer satisfaction monitor of retail banks”

## Bank Millennium Investor Relations

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## Next events

**25.02.2019** - Publication of the annual report for 2018  
**08.05.2019** - Publication for 1Q 2019 report  
**29.07.2019** - Publication of the report for 1 half 2019  
**28.10.2019** - Publication of the report for 3Q 2019



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