

# Preliminary financial results of Santander Bank Polska Group for 2024

The financial information provided herein and concerning the quarter and the year ended 31 December 2024 includes the selected, preliminary, unaudited data which has been prepared for information purposes, in addition to the interim reporting obligations of Santander Bank Polska Group. The scope of disclosures does not meet the definition of an interim report required by the International Accounting Standard 34 Interim Financial Reporting or the Regulation of the Minister of Finance of 29 March 2018 on current and financial reports published by the issuers of securities and the rules of equal treatment of the information required by the laws of a non-member state. Some financial data may be subject to revision in the Group's Annual Report for 2024 to be published on 25 February 2025 along with an independent auditor's opinion.



# Agenda

## Results

1. Our activities and our people
2. Our business development
3. Our customers
4. Our financial results

## More information

5. Attachments

Results for 2024

# Our activities and our people

01

## Our communication

At Santander Bank Polska we have been close to our customers. We support them in important matters and daily challenges so that they can focus on what really matters to them.

### 360 - ATL campaigns, digital and social media

Last year we ran campaigns targeting the Mass, Young and SME segments.

#### Campaigns targeting the Mass segment:

- Campaigns in the mobile application:
  - Santander helps you in daily banking,
  - Santander Application comes in handy when you travel" - FX currency exchange at Kantor (currency exchange) and one card for multiple currencies,
  - The application helps in relevant matters - free-of-charge instant transfers.
- Deposit campaign "Santander helps save money" - with an interest rate of 6% on up to PLN 100k for new money.
- We help teenagers get financially literate campaign - account with PLN 150 pocket money for a good start.

#### Campaigns targeting the Young segment:

- A teenager's account campaign aimed at younger audience, showing how good saving habits can be become automatic thanks to the Santander mobile app.

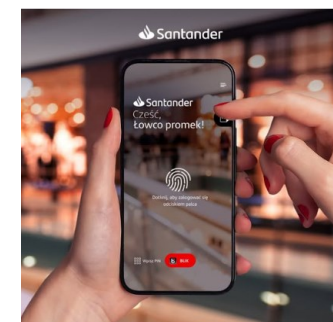
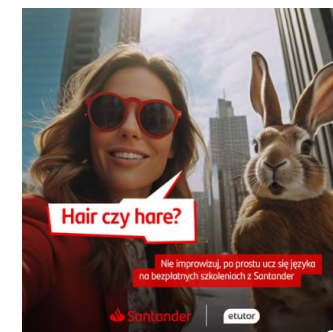
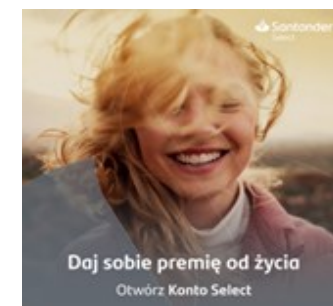
#### Campaigns targeting the SME segment:

- Free-of-charge business account and many tools that come in handy when you run your business. We depict hardship as well as the pride and satisfaction from running your own business.
- Educational campaign for new entrepreneurs who want to start or develop their business. A series of webinars that proves Santander is the market expert in customer service.



## Digital & Social media initiatives

- Our social media now include 15 profiles on 6 platforms. In the last year 304,000 fans followed the bank's profile on Facebook, 8.3 fans on Instagram and 41.5,000 fans on TikTok and we reached over 22.7 million followers. We focused on building reach, brand image, and relationships with our audience. In 2024, we also decided to merge Santander Universidades' Facebook profile with the bank's main profile, in line with group strategy "less is more" - we will ensure synergies in our actions.
- We have been ranked 2nd in the Golden Banker competition (Social Media category). This is the second time we are on the podium in this category. Our actions were recognised for outstanding communication, building engaging content on profiles and non-intrusive product promotion.
- Tik Tok recognised our profile as a benchmark in the financial sector. This recognition is especially important as our channel has been on the platform for over a year and is our fastest growing profile.
- We have implemented the following additional campaigns:
  - Santander Letnie Brzmienia summer music festival.
  - Education and development for people of all ages through Santander's training courses (foreign languages, soft skills and new technologies), an educational platform for children - Finansiaki - and webinars for entrepreneurs.
  - Cyber-security awareness - we have been successfully implementing activities as a part of our 'Don't Believe in Fairy Tales' campaign for the past 3 years. Customers love the stories and share them widely.
  - Select segment image in the Get more out of life campaign. We wanted to inspire affluent customers with our offer and show them opportunities for growth in the area of finance and their passions.
  - Products and services: new Visa Bonus credit card with 1% cashback, app functionalities, an offer for the SME segment, as well as promotion of the Work Café network.
  - Specific image targets - reach, engagement, views. These activities have enabled us to systematically build a community on the bank's profiles and develop them.



## Our people

### Improving employee experience

- We implemented a platform for collaborative design, testing and validation of solutions. This is to ensure better experience and more innovative solutions for our customers and employees.

### Digital experience of our people

- We launched a mobile version of the portal in which employees can handle nearly all HR-related tasks in a digital, quick and convenient way. The mobile version offers better control of personnel matters without the need to contact HR specialists.

### Development and training

- As part of the human-to-human leadership transformation, we introduced a range of measures (including development programmes and tools) to upgrade the skills our leaders in this respect.
- We created the Development Zone, a portal which facilitates professional development and career management. Not only is it a practical tool for our employees, but it also supports life-long learning promoted at our bank.

### Corporate culture

- We are a partner of the report of the Inclu(vi)sion Congress: “New vision of an open labour market for persons with disabilities” (Activation Foundation).
- In October, the 7th edition of “I am a Leader” programme organised by Vital Voices Poland was launched, with Santander Bank Polska as the strategic partner.
- On 3 December, which is the International Day of Persons with Disabilities, a range of global and local initiatives took place, including a webinar organised by the Differently Abled employee network.

### Occupational Health & Safety and Wellbeing

- In November, the second edition of the OHS experts meeting was held, bringing together representatives from the administration and office sector. The speakers included, among others, the Chief Labour Inspector and the Head of the Central Institute for Labour Protection. As the only event of its kind in Poland, the meeting offers excellent opportunities for knowledge and experience sharing.
- We are the only bank in Poland to have received the Safety at Work Leader Green Card accolade.
- To celebrate the World Mental Health Day, on 10 October we published the “Master mental resilience” guide.



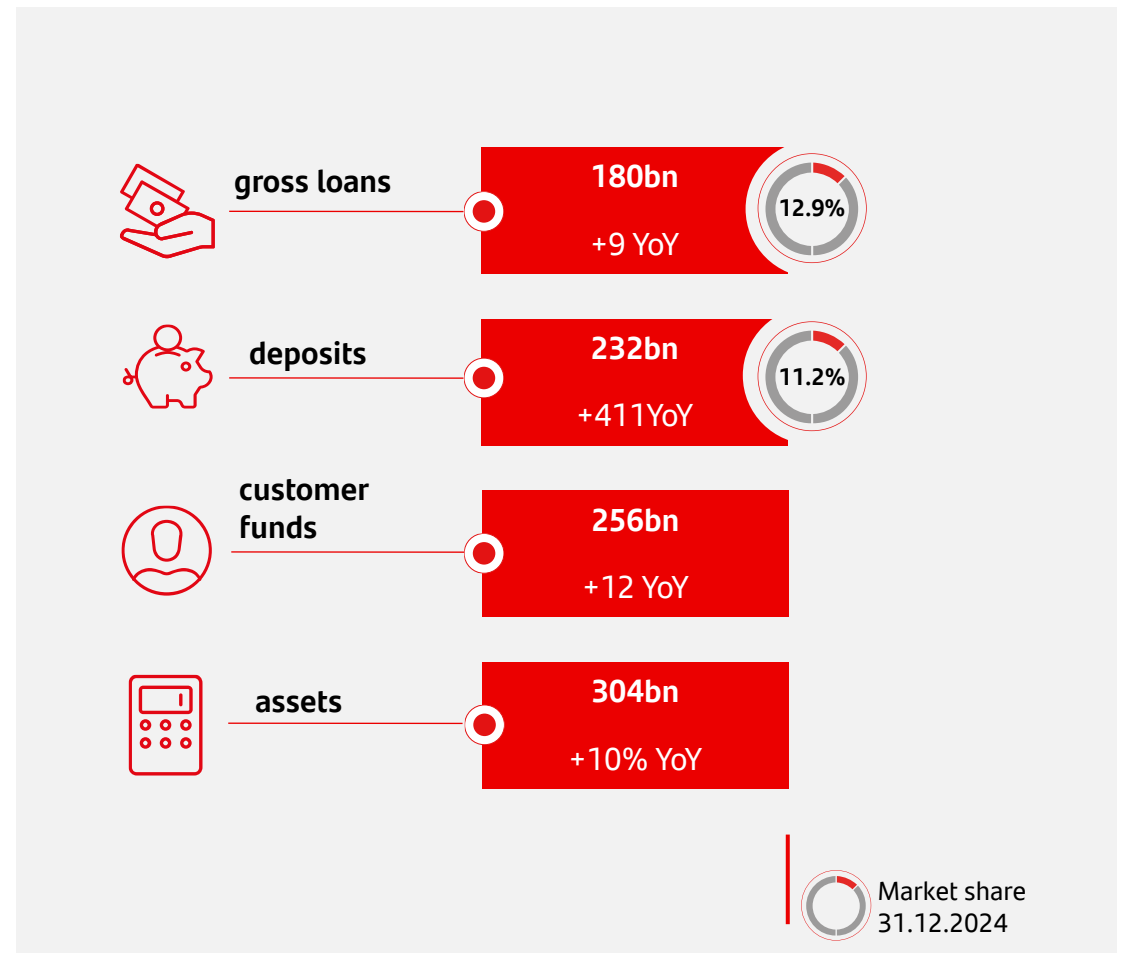
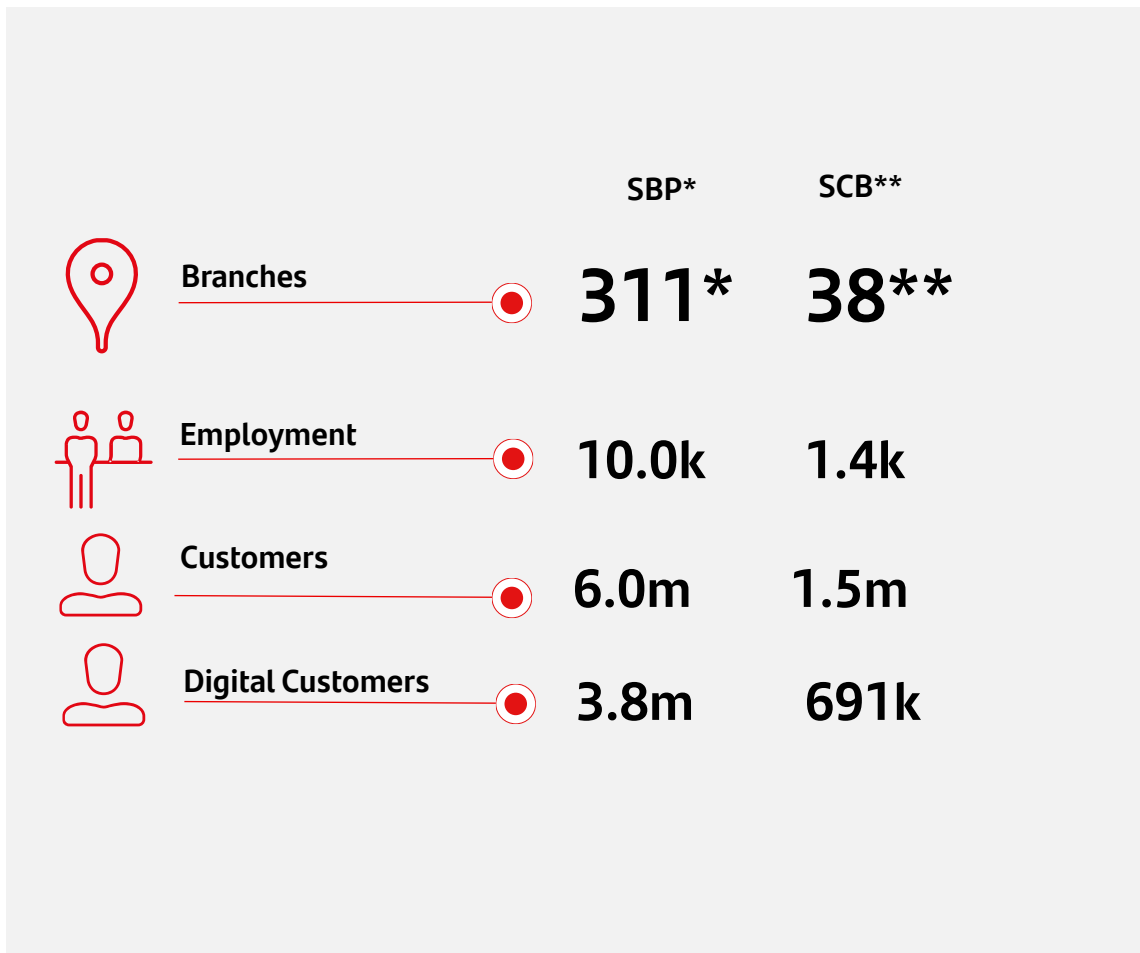
2024 Results

# Our business development

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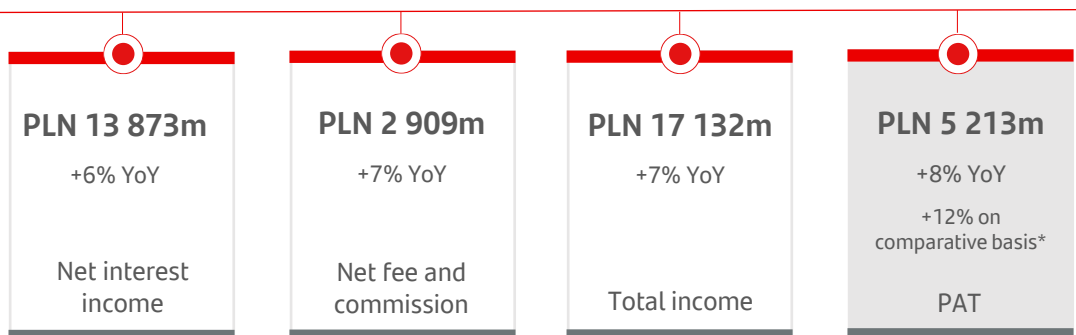
## General operational data

## Key volumes



## Key financial results

### Key results

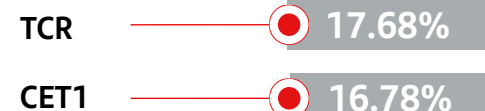


- \* On a comparable basis, i.e. after excluding the following items from 2024 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 3,101m
  - BFG contributions (resolution fund) - PLN 250m
  - Negative impact of the changed criteria for a significant increase in credit risk - PLN 131m
  - Negative adjustment of interest income due to the so-called payment holidays scheme applicable to mortgage loans – PLN 135m
  - Costs of settlements regarding mortgage loans in foreign currencies - PLN 74m
- and from 2023 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 2,592m
  - BFG contributions (resolution fund) - PLN 175m.
  - Negative adjustment of interest income due to the so-called payment holidays scheme applicable to mortgage loans – PLN 49m
  - Costs of settlements regarding mortgage loans in foreign currencies - PLN 330m

## Financial ratios

### Capital position

Strong capital position, well above the KNF requirements

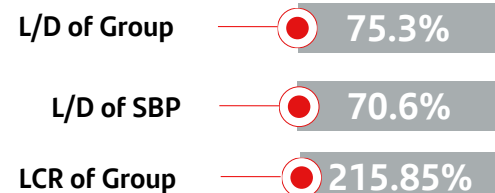


### ROE, ROA



### Liquidity position

Safe liquidity position





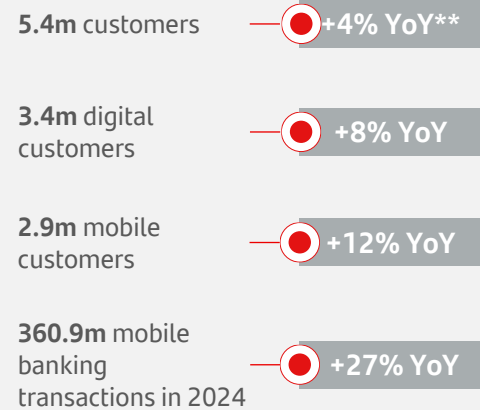
Results for 2024

# Our customers

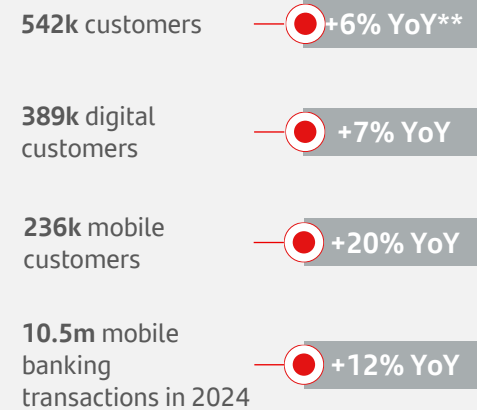
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# Our customers in numbers\*

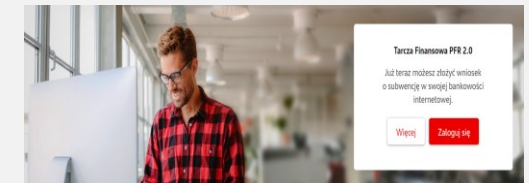
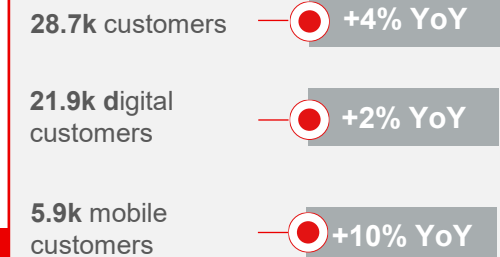
## Retail customers



## SME customers



## Corporate customers



## New products and services

### Retail customers

- We introduced Santander Prestiż Spokojna Inwestycja (Santander Prestiż Calm Investment) sub-fund with a very low risk and short investment horizon (Q1).
- We increased to 12 the number of currencies available for account opening and currency conversion (Q2).
- We implemented a personalised deposit offer for dedicated customer groups (Q2).
- We introduced a new Visa Bonus credit card (Q3).
- We implemented new Podróż bez obaw (Worry-free Travel) insurance (Q3).
- We offered an option to apply for a higher cash loan amount online (Q4).
- We added new savings goals to Moje Cele (My Goals) programme (Q4).



### SME customers

- We offered the option to repay Business Express Loan in equal instalments (Q1).
- We implemented the Business New Energy investment loan to support green transition (Q2).
- We launched ePożyczka (eLoan) – a simplified version of eLeasing (Q2).
- We implemented new Moja Firma (My Business) insurance (Q3).
- Promotion of the "free account forever" was introduced (Q4).
- We launched Eco loan – a new investment facility subsidised by BGK (Q4).
- We introduced 0% arrangement fee for a variable interest rate loan (Q4).



### Corporate customers

- We launched the new platform Santander Nowa Energia - the first of its kind in Europe dedicated to the commercial aspect of SME transformation.
- We continued the digital transformation, primarily the area of process digitalization and we started a pilot of the digital customer onboarding process.



## Education and support for customers

### Retail Customers

- We upgraded our mobile app: we added the Financial Coach and Subscription Manager functions as well as FX accounts, streamlined transfers, and a new design of BLIK transactions, and we improved security of communication with the Call Centre (Q1 – Q3).
- We enabled non-customers to apply for our credit cards online (Q2).
- We upgraded the Investor online service and Investor mobile app (Q3).
- As part of the remote account opening process, customers could be verified via the mObywatel app (Q4).
- As part of Santander Open Academy, we offered development courses (e.g. on investing in the stock market, office tools and graphic software), as well as language courses.
- We upgraded our ATM and CDM network (50% of machines are new, 30% have cash deposit functionality and all of them can be used to withdraw cash with a digital wallet).
- We supported our customers from flood-affected areas.



### SME Customers

- We completed the “EmPOWERed in business” (“MOCni w biznesie”) project, i.e. a free programme for existing and prospective business owners (Q1 – Q2).
- We organised two editions of Santander New Energy on tour – a series of meetings on energy transition for businesses (Q2 and Q4).
- We launched the Santander New Energy platform to support customers in the green transition of their businesses (Q4).
- We started “About business over coffee” – a series of six webinars to share knowledge about finance, law, accounting, marketing, cybersecurity and communication (Q4).
- We supported SMEs in flood-affected areas.



### BCB customers

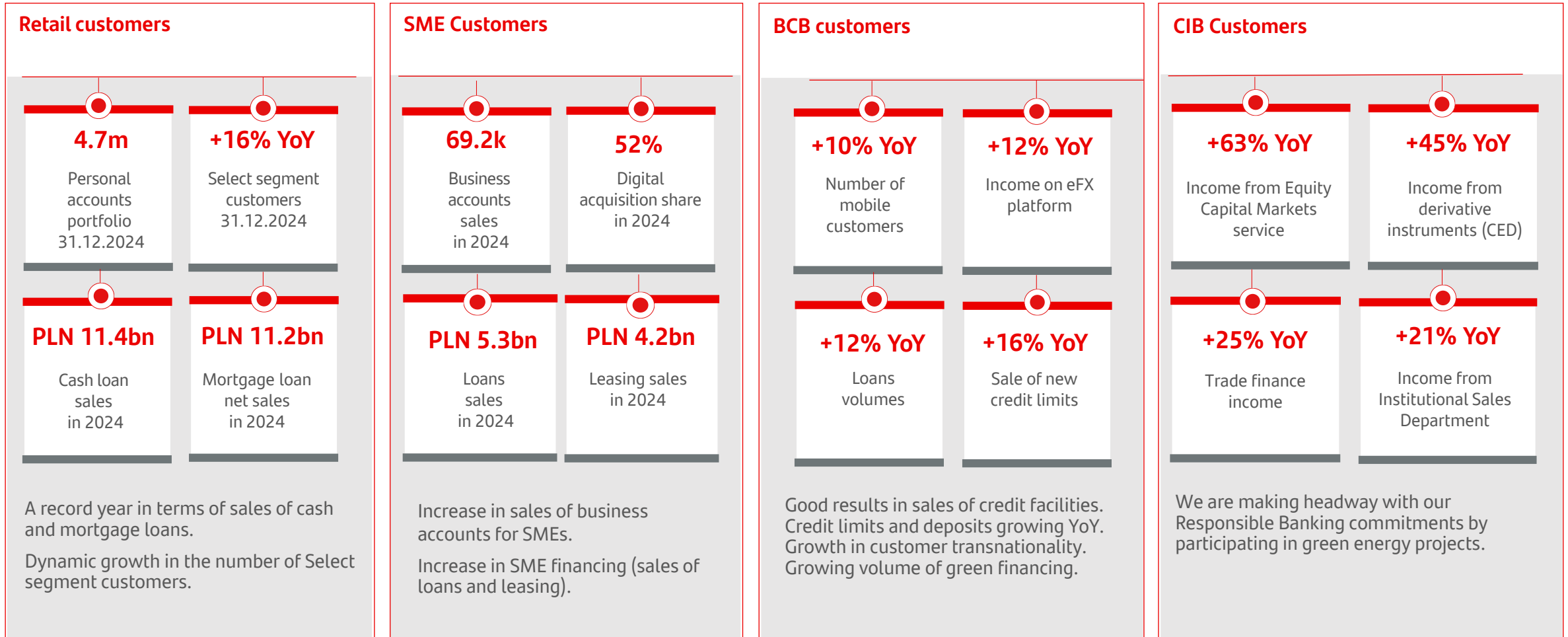
- We continued the development of the CLP (Corporate Lending Platform) credit tool – we implemented changes that significantly increase the number of processed credit clients and reduce email exchanges on the Business side, thereby shortening the credit process.
- We changed the principle of quoting and accepting negotiated term deposits.
- We introduced changes in establishing relationships with individual clients and company representatives.

### CIB customers

- We issued 316 stock exchange recommendations in the CEE Region (throughout 2024)



## Selected business data



Results for 2024

# Our financial performance

04

# Gross loans

## Comment

### Santander Bank Polska S.A.

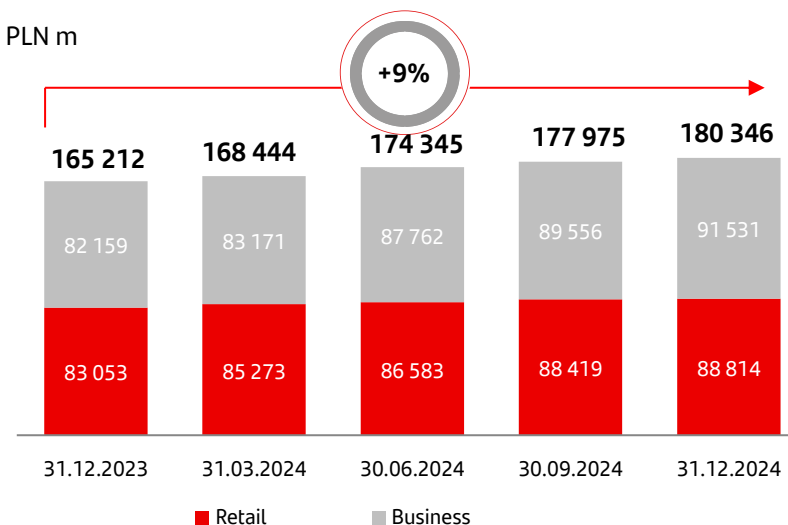
- The loan portfolio increased by 10% YoY and by 1% QoQ.
  - Mortgage loan sales in Q4'24: -32% vs. Q4'23;
  - Cash loan sales in Q4'24: +17% vs. Q4'23;
- CHF mortgage loans: -81% YoY\* (-81% YoY in PLN)
- SME loans (including leasing and factoring): +6% YoY and stable QoQ and BCB loans: +12% YoY and +2% QoQ
- CIB loans (including leasing and factoring): +12% YoY and +2% QoQ.

### Santander Consumer Bank

- SCB gross loans: PLN20.3bn (+9% YoY and +1% QoQ)
- Mortgage portfolio: -47% YoY (CHF mortgage portfolio: -74% YoY\*)
- SCB loans (excluding mortgage loans): +14% YoY and +1% QoQ.

## Gross loans

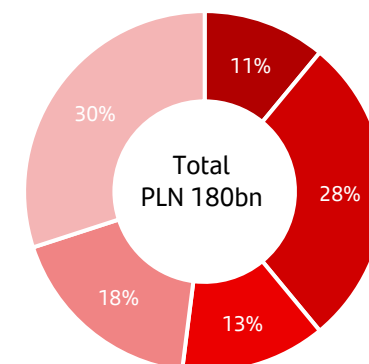
PLN m



PLN m

	31.12.2024	31.12.2023	YoY (%)	QoQ (%)
<b>Retail customers</b>	<b>88 814</b>	<b>83 052</b>	<b>7%</b>	<b>0%</b>
Mortgage loans	55 931	53 014	6%	0%
Other – retail customers	32 883	30 038	9%	2%
<b>Business loans</b>	<b>91 531</b>	<b>82 159</b>	<b>11%</b>	<b>2%</b>
<b>Total gross loans</b>	<b>180 346</b>	<b>165 212</b>	<b>9%</b>	<b>1%</b>

## Structure of loans



- CIB
- BCB
- SME
- Non-mortgage personal loans
- Mortgage loans

# Customer funds

## Comment

### Santander Bank Polska Group

- Customer funds +12% YoY and +6% QoQ.

### Deposits SBP Group

- Retail deposits +11% YoY and +3%QoQ
- Business deposits +11% YoY and +12% QoQ
- Share of term deposits in total deposits stable at 32%

### Investment funds SBP Group

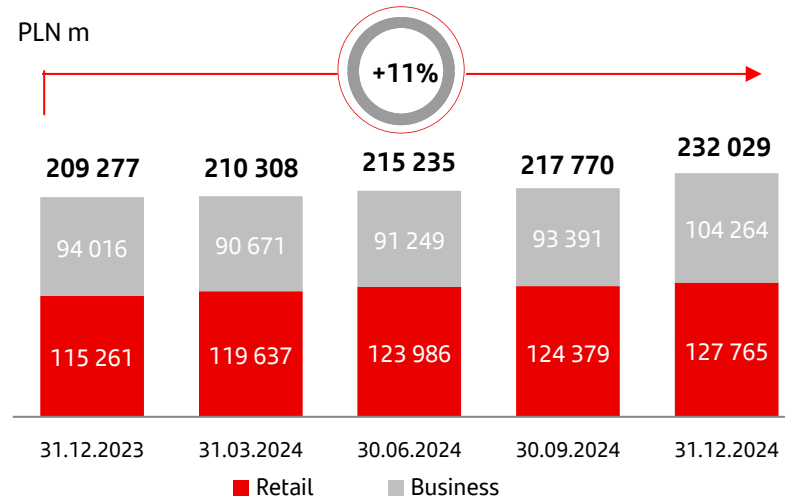
- Investment funds +27% YoY and +3% QoQ

### Santander Consumer Bank

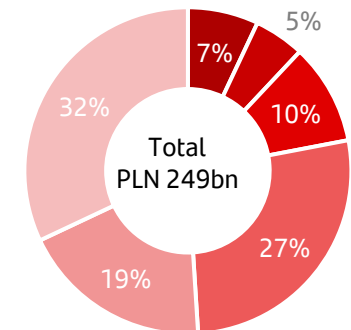
- Deposits: PLN 16bn (+17% YoY and +3% QoQ)

## Deposits

PLN m



## Deposits and term funding



- Term funding
- Other
- Business term deposits
- Business current deposits
- Personal term deposits
- Personal current deposits

PLN m

	31.12.2024	31.12.2023	YoY (%)	QoQ(%)
Current deposits	110 763	102 002	9%	10%
Savings accounts	46 527	42 008	11%	2%
Term deposits	74 739	65 267	15%	5%
<b>Total deposits</b>	<b>232 029</b>	<b>209 277</b>	<b>11%</b>	<b>7%</b>
Investment funds	23 985	18 900	27%	3%
<b>Total customer funds</b>	<b>256 013</b>	<b>228 177</b>	<b>12%</b>	<b>6%</b>



# Net interest income and net interest margin

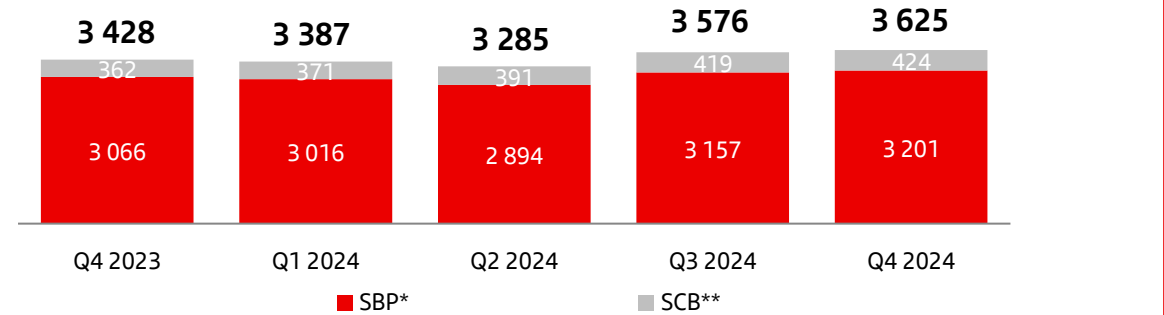
## Comment

- In 2024, net interest income totalled PLN 13.9bn and increased by 6% YoY. In Q4 2024 alone, net interest income reached PLN 3.6bn and increased by 1% compared to the previous quarter.
- On the annual basis, interest income increased by 4% and interest costs decreased by 1% YoY. On a quarterly basis, these dynamics were +2% and +4%, respectively.
- Net interest margin in Q4 2024 (annualised quarterly) was 5.27%.

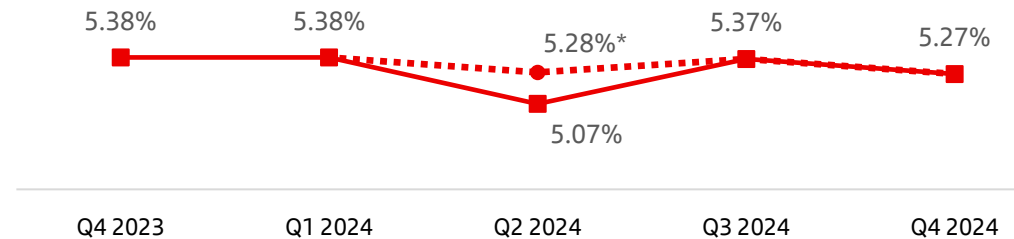
## Net interest income of SCB Group

**PLN 1 605m (2024)**  
**PLN 1 341m (2023)**

## Net interest income



## Net interest margin



The calculation of the net interest margin of Santander Bank Polska S.A. includes the allocation of swap points from derivative instruments used for liquidity management but excludes interest income from the portfolio of debt securities held for trading and other trading exposures.  
 \*Excluding negative adjustment of interest income due to the so-called payment holidays: PLN 134.5m for SBP Group in 2Q 2024.

## Net fee and commission income

### Comment

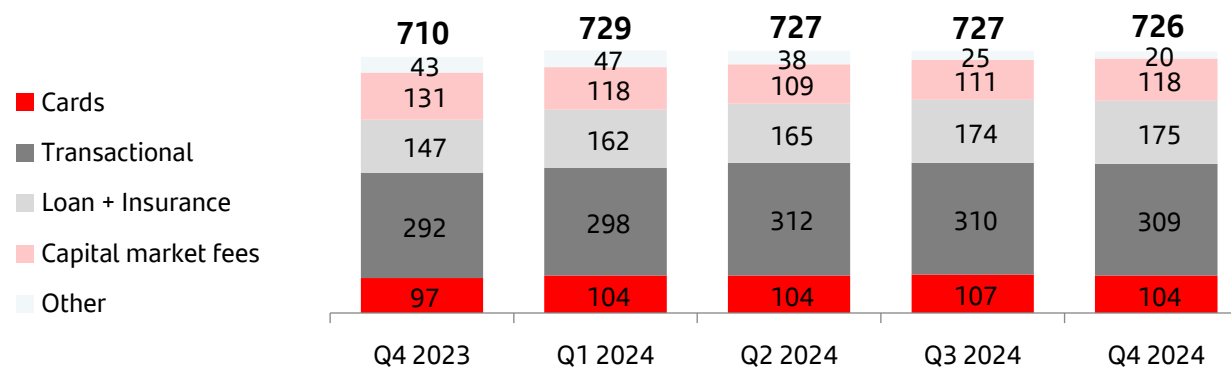
- In 2024, net fee and commission income was PLN 2.9bn, i.e. it increased by 7% YoY and was stable QoQ.
- On the annual basis, good results in asset management fees (+25% YoY), insurance fees (+20% YoY), FX fees (+14% YoY) and brokerage fees (+11% YoY).
- On the quarterly basis, good results in credit fees (+8% QoQ), fx fees (+3% QoQ), insurance fees (+4% QoQ), asset management fees (82% QoQ).
- In SCB, net fee and commission income +1% YoY and +8% compared to Q3 2024 thanks to higher insurance income.

Net fee and commission income of SCB Group

PLN 97m (Q1-Q3 2024)  
PLN 86m (Q1-Q3 2023)

### Net fee and commission income

PLN m



### Net fee and commission income

	2024	2023	YoY (%)	QoQ (%)
PLN m				
Cards	419	433	-3%	-3%
Transactional	1 230	1 124	9%	0%
Loans + insurance	676	622	9%	0%
Capital markets*	455	385	18%	6%
Other	128	153	-16%	-20%
<b>Total</b>	<b>2 909</b>	<b>2 717</b>	<b>7%</b>	<b>0%</b>

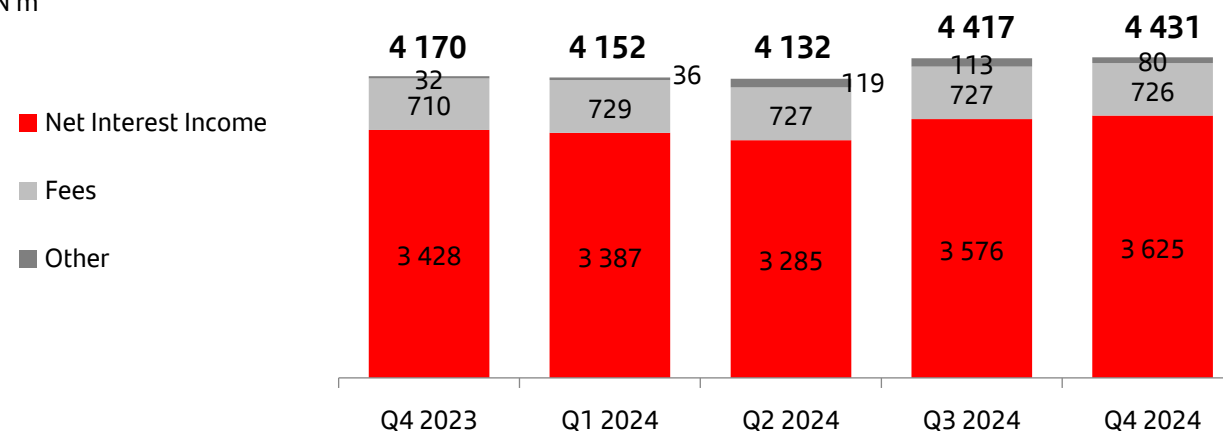
## Income

### Comment

- The Group's total income in 2024 amounted to PLN 17.1bn and increased by 7% YoY. On quarterly basis total income flat +0.3% QoQ.
- Interest income higher by 6% due to changes in interest rates and higher net fee and commission income by 7% YoY.
- Income from other activities under the influence of actions taken by the bank aimed at making settlements with holders of foreign currency mortgage loans: PLN 74m in 2024 and PLN330m in 2023 posted under the item "Gain/loss on derecognition of financial instruments measured at amortised cost".
- Excluding the above item, other income amounted to PLN 419m in 2024 and PLN 482m in 2023. On a quarterly basis, other income decreased by 15% compared to the previous quarter, mainly due to growth in net trading income and revaluation in Q4 2024.

### Income

PLN m



PLN m

	2024	2023	YoY (%)	QoQ (%)
Net interest income	13 873	13 116	6%	1%
Net fee and commission income	2 909	2 717	7%	0%
<b>Total</b>	<b>16 783</b>	<b>15 833</b>	<b>6%</b>	<b>1%</b>
Gains/ losses on financing activities	218	301	-28%	-40%
Dividends	16	11	38%	-%
Other income items	115	(154)	-175%	-11%
<b>Total income</b>	<b>17 132</b>	<b>15 992</b>	<b>7%</b>	<b>0%</b>

## Operating expenses

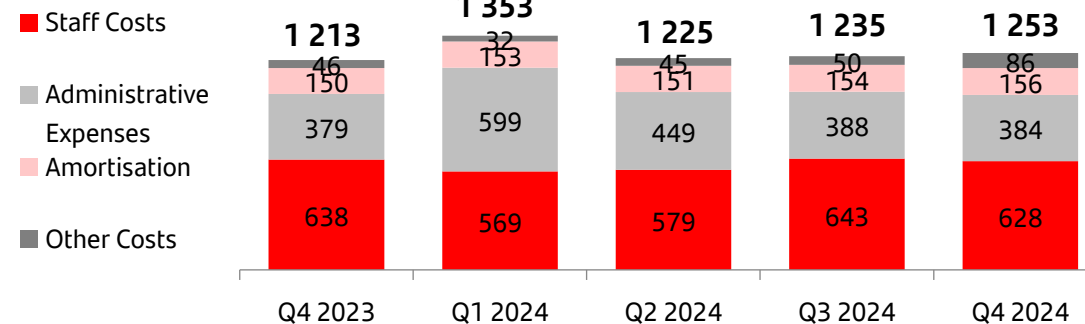
### Comment

- Total costs in 2024 amounted to PLN 5.1bn and increased by 7% YoY. This is, among others, the result of a higher BGF burden - PLN 250m in 2024 compared to PLN175m in 2023.
- Having excluded BFG costs, total costs increased by 6% YoY, mainly due to inflation, salary increases, costs of services.
- Staff costs increased by 6% YoY.
- Excluding regulatory costs, administration costs increased by 6% YoY and decreased by 0.3% in Q4 2024 compared to Q3 2024.
- In SCB, operating costs in 2024 amounted to PLN 545m and increased by 7% YoY due to higher inflation and business costs. On a quarterly basis, total costs increased by 3% QoQ.

The Group's C/I ratio is 19.6% in 2024 compared to 29.5% in 2023. Comparable C/I ratio is 27.8%

### Operating expenses

PLN m

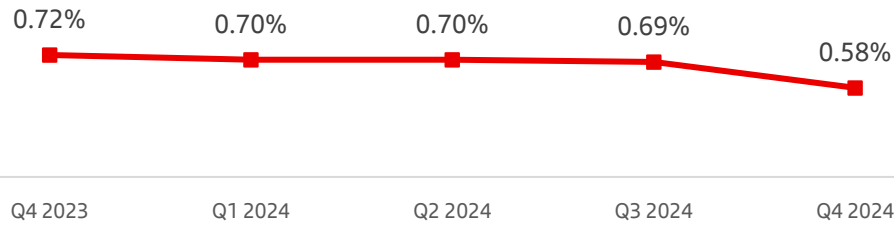


PLN m

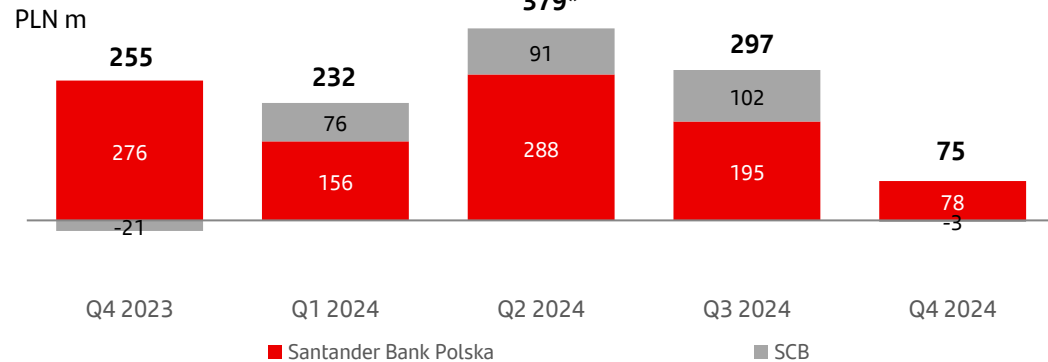
	2024	2023	YoY (%)	QoQ (%)
Administrative and staff expenses	(4 238)	(3 935)	8%	-2%
Staff expenses	(2 418)	(2 284)	6%	-2%
Administrative expenses	(1 819)	(1 651)	10%	-1%
Amortisation/depreciation + other	(827)	(780)	6%	18%
<b>Total costs</b>	<b>(5 065)</b>	<b>(4 715)</b>	<b>7%</b>	<b>1%</b>

## Provisions and credit portfolio quality

### Cost of credit

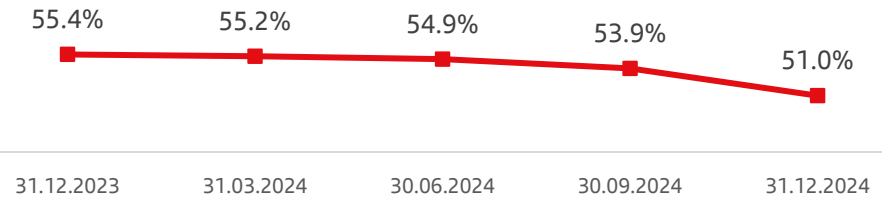
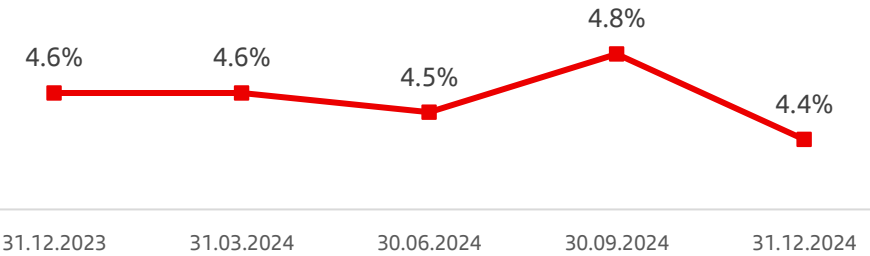


### Net provisions



\* SBP –expected growth in credit loss allowances due to the extension of quantitative criteria for identifying a significant increase in credit risk and determining the classification of exposures to Stage 2 in amount of PLN 130.8m.

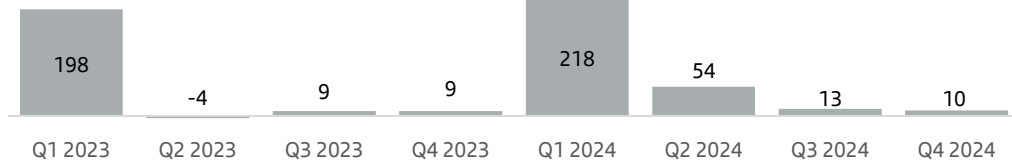
### NPL and NPL coverage ratio



Including POCI – purchased or originated credit-impaired assets

## Banking tax and regulatory costs

Amounts payable to the BGF, PFSA, KDPW, IPS and BSF PLN m



### Resolution fund\*:

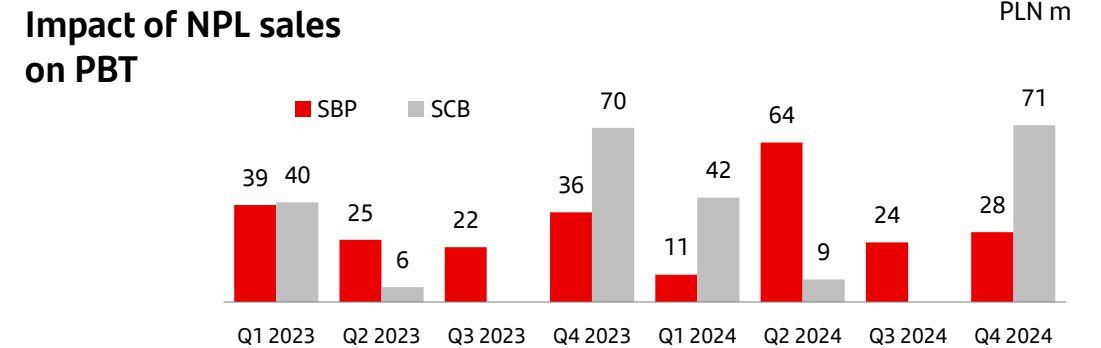
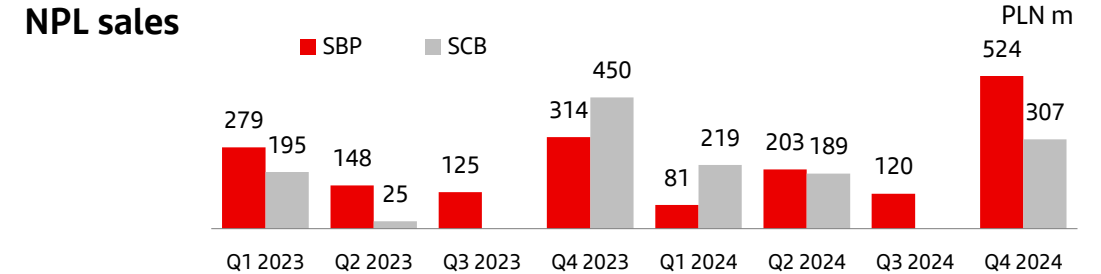
- 2024 SBP Group PLN 250m: SBP PLN 233m, SCB PLN 27m
- 2023 SBP Group PLN 175m: SBP PLN 156m, SCB PLN 19m

### Banking tax

Pursuant to the Act of 1 February 2016 on tax imposed on certain financial institutions, bank assets are subject to a tax of 0.0366% per month.

In 2024, the total tax charged to Santander Bank Polska S.A. and SCB S.A. in this respect was PLN 819m (PLN 780m and PLN 39m, respectively).

## NPL sales



**SBP 2024:** NPL sales: PLN 928m, impact on PBT: PLN 127m

**SCB 2024:** NPL sales: PLN 715m, impact on PBT: PLN 121m

## Results for 2024

### Comment

- Net profit in 2024 totalled PLN 5.2bn. On comparable basis, it increased by 12% YoY.
- In 2024, net interest and commission income increased by 6% YoY.
- In 2024, income grew by 7% YoY.
- Cost to income ratio at 29.6%.
- Cost of credit risk at 0.58%.
- Effective tax rate influenced by regulatory costs and the cost of legal risk attached to fx mortgage loans.

### Results for 2024

PLN m

	2024	2023	YoY (%)
Net interest and fee income	16 783	15 833	6%
Gross income	17 132	15 992	7%
Total costs	-5 065	-4 715	7%
Credit impairment allowances	-983	-1 149	-14%
Cost of legal risk associated with foreign currency mortgage loans	-3 101	-2 592	20%
Tax on financial institutions	-819	-782	5%
<b>PBT</b>	<b>7 266</b>	<b>6 850</b>	<b>6%</b>
Income tax	-2 021	-1 902	6%
<b>Profit attributable to shareholders of Santander Bank Polska S.A.</b>	<b>5 213</b>	<b>4 831</b>	<b>8%</b>
Effective tax rate	27.8%	27.8%	

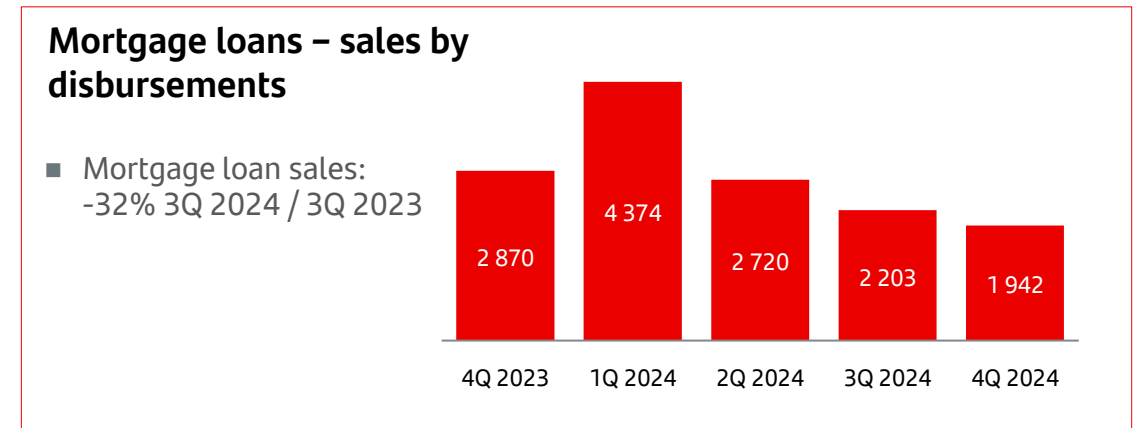
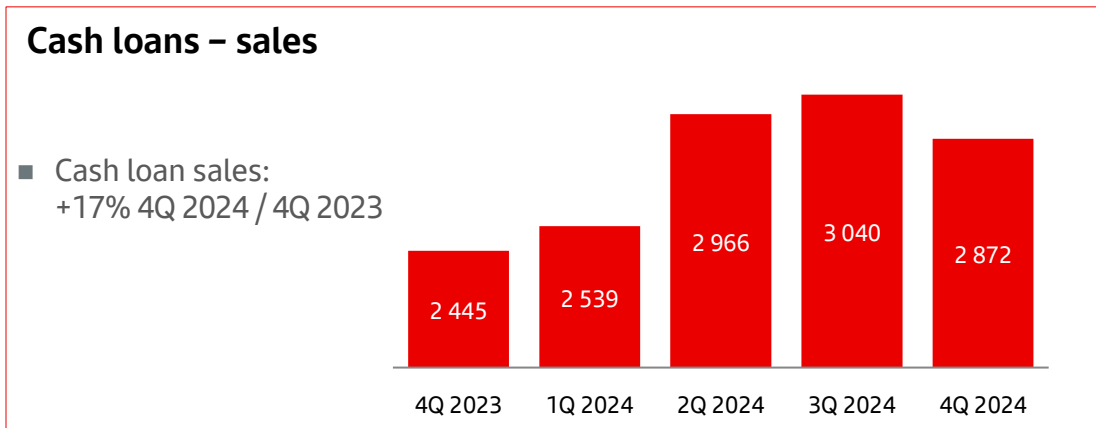
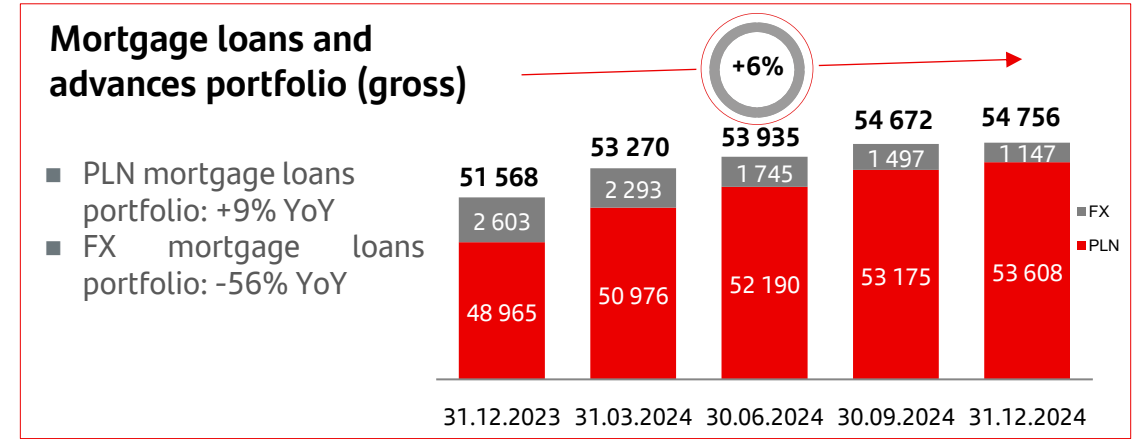
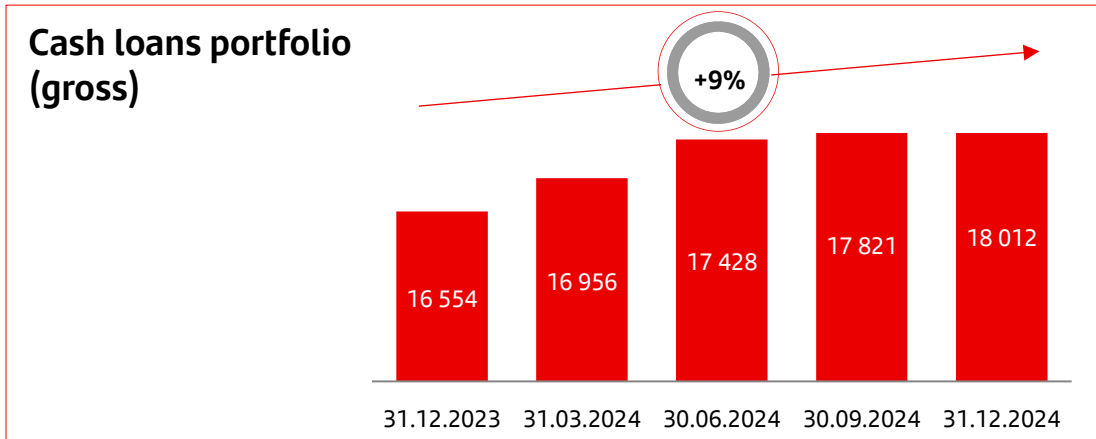
# Attachments

A blurred background image of a desk with a pen and documents. The pen is a silver and black ballpoint pen, lying diagonally across the center. The documents are out of focus, showing various charts and graphs in shades of blue and green.

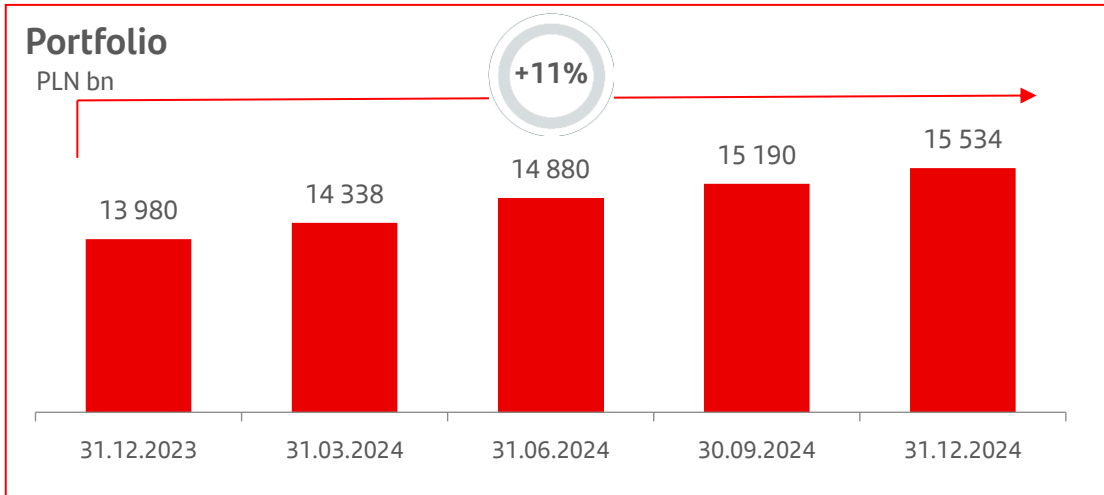
05



# Retail Banking - growth in lending activity



# Santander Leasing



**Market share**

- Leasing portfolio: PLN 15.5bn, +11% YoY
- Great result in the road transport segment PLN 5.3bn, +19% YoY
- Green financing increase by 15% YoY, including electric cars by 10% YoY
- Growth in financing dynamics for clients from the SME and Corporate segments: +18% YoY and +12% YoY, respectively

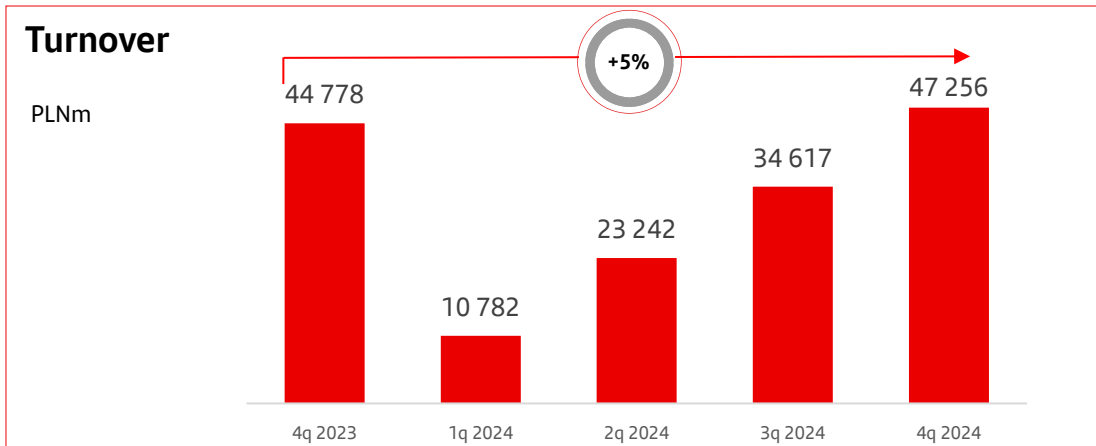
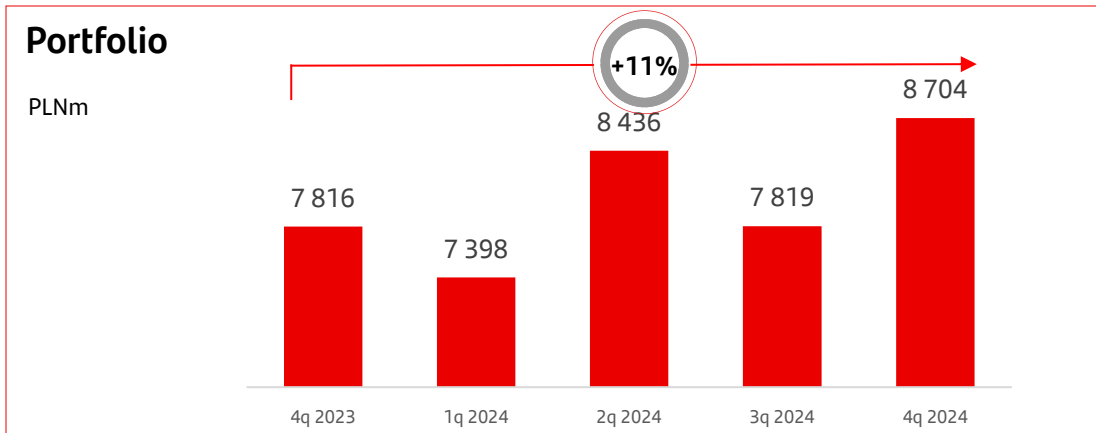
8,1%\*

\*Data as at 30/09/2024

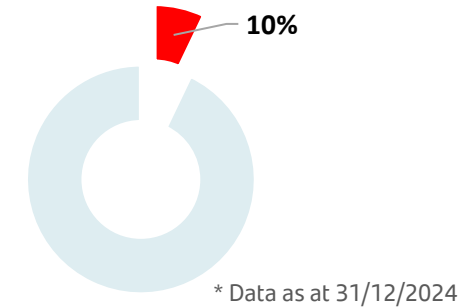
Santander Leasing was **recognised** for the LeasyEasy application in the **Technobiznes Lider 2023** competition organized by **Gazeta Bankowa**. This is an innovative tool created for stores that want to enable their customers to quickly and conveniently finance products through a leasing loan, available 24/7 and concluding a contract via SMS Code .

For the fourth time, the honorary title of a **Trustworthy Brand** in the leasing and rental categories went to Santander Leasing. The decisions are made by the owners and management staff of small and medium-sized companies., more than 1,200 entrepreneurs participating In the survey spontaneously indicated their most valued brands in 25 categories .

# Santander Factoring

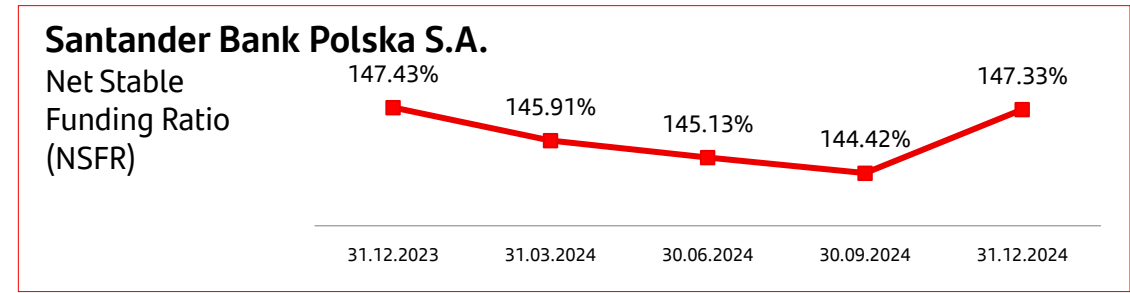
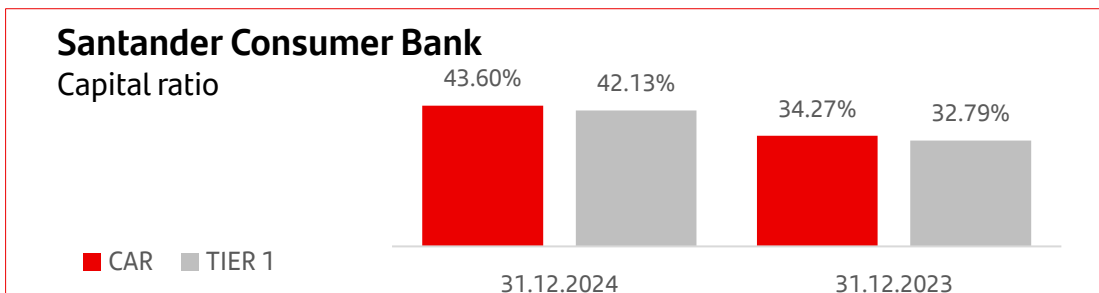
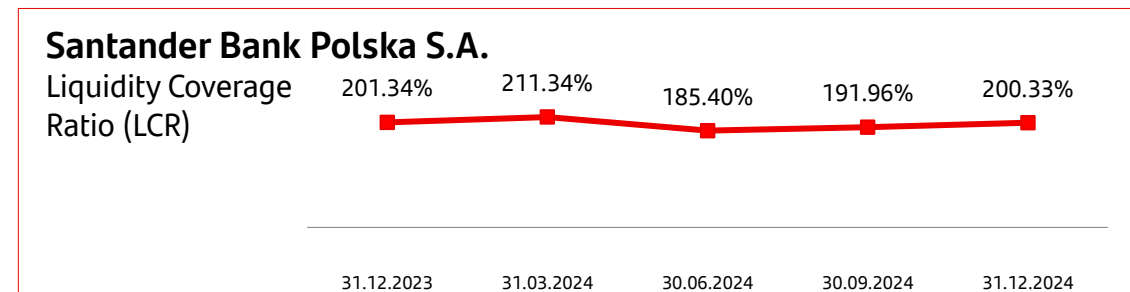
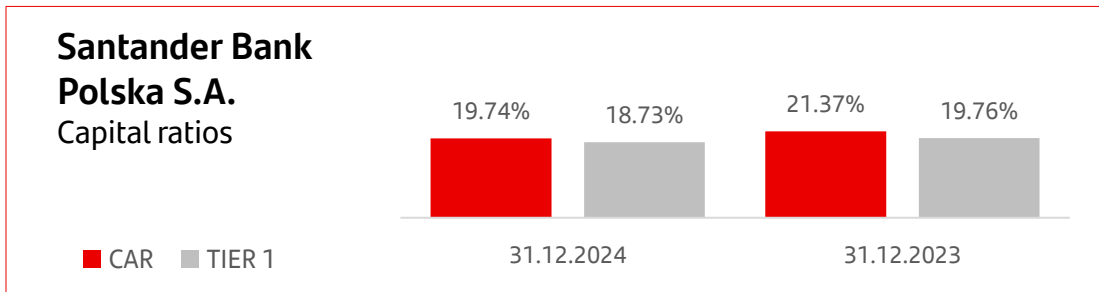
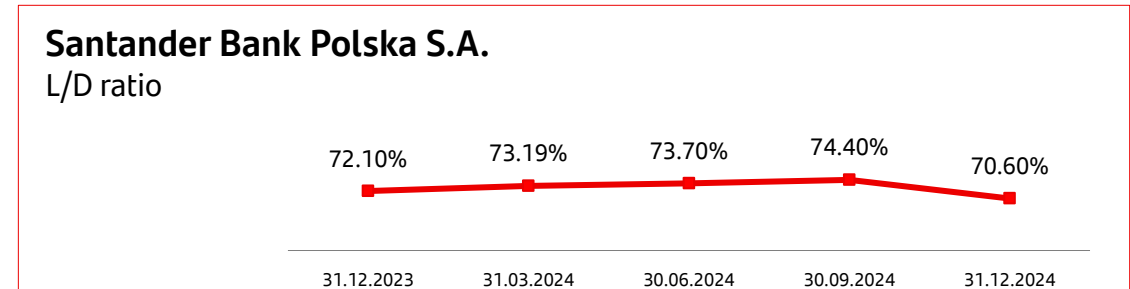
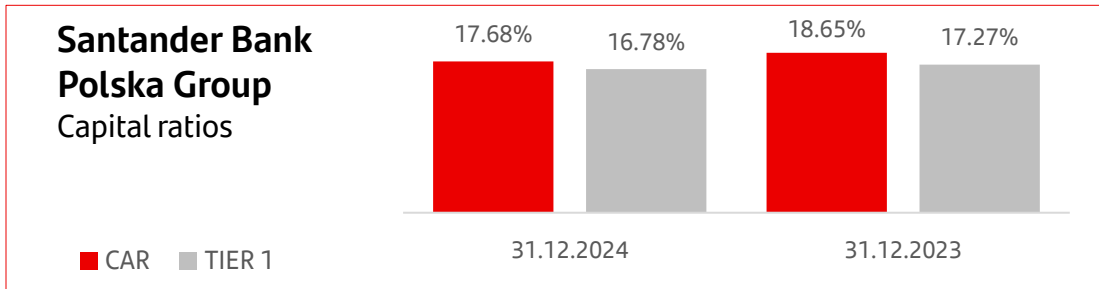


### Market share



- In Q4 2024 Santander Factoring led on the market in terms of the balance sheet, increasing it by 11% YoY.
- Santander Factoring maintains its first position in payables financing (up 6% YoY and 18% market share).
- After Q4 2024, the Polish factoring market increased by 5% YoY.

# Capital and liquidity position



# Regulatory requirements regarding own funds and eligible liabilities – TLAC/MREL

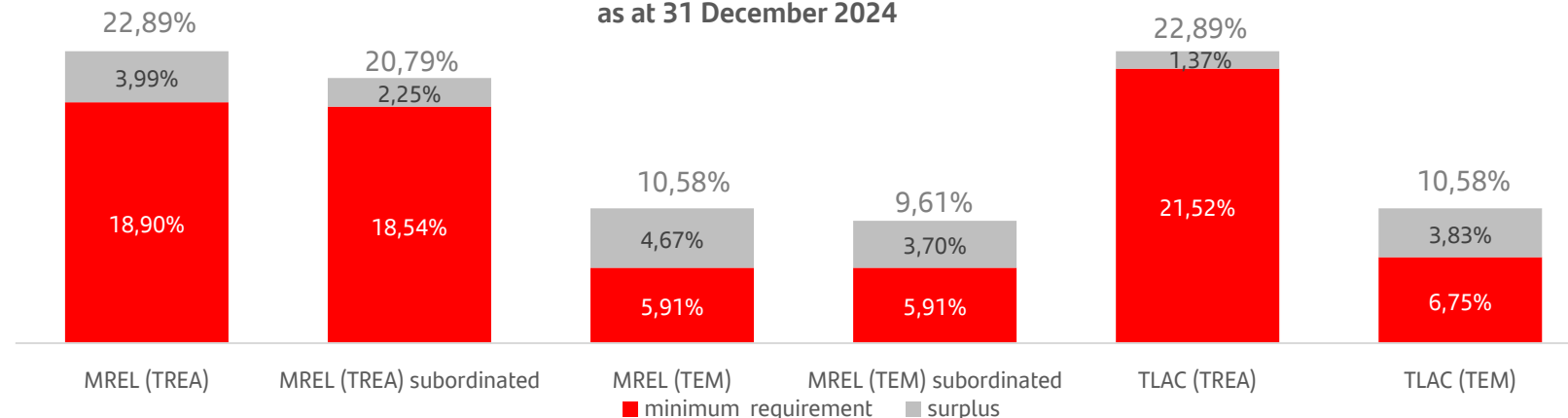
## MREL

- On 9 May 2024, the Bank was notified by the Bank Guarantee Fund of the target MREL. Final MREL requirement is 15.38% in relation to the total risk exposure amount (TREA) and 5.91% in relation to the total exposure measure (TEM). The MREL requirement was defined at the consolidated level.
- The Bank is also required to meet the minimum MREL subordination requirement of 15.02% of TREA and 5.91% of TEM.
- The MREL (TREA) requirement must be met in addition to the combined buffer requirement (i.e. the total systemic risk requirement, Institution specific countercyclical capital buffer, conservation buffer and the O-SII buffer, now at 3.52%).
- As of 31 December 2024, the regulatory MREL requirements including combined buffer are: MREL (TREA) 18.90%, subordinated MREL (TREA) 18.54%, MREL (TEM) 5.91%, subordinated MREL (TEM) 5.91%.

## TLAC

- In accordance with Article 92a of the CRR, the minimum TLAC requirement is 18% of total risk exposure amount (TREA) and 6.75% of the total exposure measure (TEM).
- The TLAC (TREA) requirement must be met in addition to the combined buffer requirement, now at 3.52% for SBP.
- In relation to the minimum requirements specified in Article 92a of the CRR, the Bank obtained the approval from resolution authorities, in accordance with the conditions laid down in Article 72b(3) of the CRR, to use the liabilities that do not meet the subordination requirement defined in Article 72b(2)(d) of the CRR in the amount not exceeding 3.5% of TREA.
- As at 31 December 2024, the regulatory TLAC requirement for SBP Group is 21.52% TREA and 6.75% TEM.
- TLAC is the minimum regulatory requirement for own funds and eligible liabilities for global systemically important institutions. MREL is determined for individual banks that must comply with it.
- As an EU-based bank and part of G-SII (Banco Santander), Santander Bank Polska must meet both the TLAC and MREL requirements at the consolidated level.

Compliance with the regulatory requirements regarding own funds and eligible liabilities – TLAC/MREL as at 31 December 2024



## Key financial ratios

### Santander Bank Polska Group

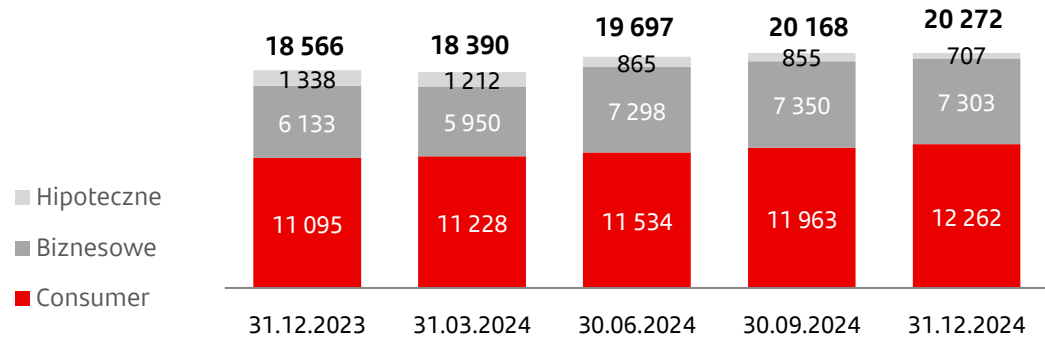
Selected financial ratios of Santander Bank Polska Group	2024	2023
Cost/ income	29.6%	29.5%
Net interest income/ total income	81,0%	82,0%
Net interest margin <sup>1)</sup>	5.27%	5.39%
Net fee and commission income/ total income	17,0%	17,0%
Net loans and advances to customers/ deposits from customers	75.3%	76.2%
NPL ratio <sup>2)</sup>	4.4%	4.6%
NPL provision coverage ratio <sup>3)</sup>	51,0%	55.4%
Costs of credit <sup>4)</sup>	0.58%	0.72%
ROE <sup>5)</sup>	20.4%	20.3%
ROTE <sup>6)</sup>	22.4%	21.2%
ROA <sup>7)</sup>	1.8%	1.8%
Total capital ratio <sup>8)</sup>	17.68%	18.65%
Tier 1 capital ratio <sup>9)</sup>	16.78%	17.27%
Book value per share (PLN)	337.03	329.69
Earnings per ordinary share (PLN) <sup>10)</sup>	51.01	47.28

## Key financial ratios

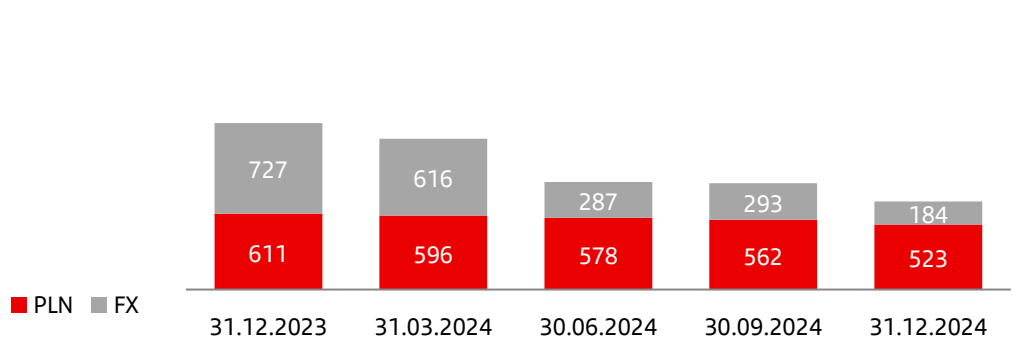
1. *Net interest income annualised on a year-to-date basis (excluding interest income from the portfolio of debt securities held for trading and other exposures related to trading) to average net earning assets as at the end of consecutive quarters after the end of the year preceding a given accounting year (excluding financial assets held for trading, hedging derivatives, other exposures related to trading and other loans and advances to customers).*
2. *Lease receivables and gross loans and advances to customers measured at amortised cost and classified to stage 3 and POCI exposures to the total gross portfolio of such loans and advances and lease receivables as at the end of the reporting period.*
3. *Impairment allowances for loans and advances to customers measured at amortised cost and lease receivables classified to stage 3 and POCI exposures to gross value of such loans and advances and lease receivables as at the end of the reporting period.*
4. *Net expected credit loss allowances (for four consecutive quarters) to average gross loans and advances to customers measured at amortised cost and lease receivables (as at the end of the current reporting period and the end of the previous year).*
5. *Profit attributable to the parent's shareholders (for four consecutive quarters) to average equity (as at the end of the current reporting period and the end of the previous year), excluding non-controlling interests, current period profit, dividend reserve.*
6. *Profit attributable to the parent's shareholders (for four consecutive quarters) to average tangible equity (as at the end of the current reporting period and the end of the previous year) defined as common equity attributable to the parent's shareholders less revaluation reserve, current year profit, recommended dividend, dividend reserve, intangible assets and goodwill.*
7. *Profit attributable to the parent's shareholders (for four consecutive quarters) to average total assets (as at the end of the current reporting period and the end of the last year).*
8. *The capital ratio was calculated on the basis of own funds and total capital requirements established for the individual risk types by means of the standardised approach, in line with the CRD IV/CRR package. The comparative period includes profits allocated to own funds pursuant to applicable EBA guidelines.*
9. *Tier 1 capital ratio calculated as a quotient of Tier 1 capital and risk-weighted assets for credit, market and operational risk. The comparative period includes profits allocated to own funds pursuant to applicable EBA guidelines.*
10. *Net profit for the period attributable to shareholders of the parent entity to the average weighted number of ordinary shares.*

# Santander Consumer Bank Group Loans

## Gross loans



## Gross mortgage loans and advances



PLN m

	31.12.2024	31.12.2023	r/r (%)	kw./kw. (%)
<b>Retail customers</b>	<b>12 969</b>	<b>12 433</b>	<b>4%</b>	<b>1%</b>
Mortgage loans	707	1 338	-47%	-17%
Consumer finance	12 262	11 095	10%	2%
<b>SME/ Leasing</b>	<b>7 303</b>	<b>6 133</b>	<b>19%</b>	<b>-1%</b>
<b>Total gross loans</b>	<b>20 272</b>	<b>18 566</b>	<b>9%</b>	<b>1%</b>

- Total loans: +9%YoY:
- Mortgage loans: -47% YoY
- CHF mortgage loans: -74% YoY (approx. – CHF 115m)
- Consumer finance: +10%YoY
- Business loans: +19% YoY



# Santander Consumer Bank Group

## Key financial results

	2024	2023
Assets	25 762	23 677
Net Loans***	18 872	17 163
Deposits	16 057	13 688
Total equity	4 311	4 407
Net profit	-95	141
L/D (%)	117.5%	125,4%
C/I (%)*	81.1%	69.6%
ROE (%)	-2.2%	3.3%
ROA (%)	-0.4%	0.6%
CAR (%)**	43.6%	34.3%
<i>CHF impact (gross)</i>	<i>-843</i>	<i>-516</i>
<i>Net profit adjusted</i>	<i>694</i>	<i>619</i>
<i>C/I adjusted</i>	<i>34.0%</i>	<i>35.8%</i>
<i>ROE adjusted</i>	<i>15.9%</i>	<i>14.3%</i>
<i>ROA adjusted</i>	<i>2.8%</i>	<i>2.8%</i>

\*C/I excluding tax on financial institutions.

\*\* Preliminary data for SCB

In comparable terms, i.e. after excluding the costs of legal risk of mortgage loans in foreign currencies, including the costs of additional provisions, costs of settlements, costs of redemptions and legal costs. Profit after tax for SCB bank amounted to 45 mPLN (-21,6 m PLN/-33% YoY). Profit after tax for SCB bank excluding CHF impact amounted to 834 mPLN (+290 mPLN/+53%).

# Thank You.

Our purpose is to help people  
and business prosper.

Our culture is based on believing  
that everything we do should be:

**Simple Personal Fair**



MEMBER OF  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RobecoSAM



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