

Bank Millennium Group

INSTITUTIONAL PRESENTATION



Millennium

bank

November, 2024

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 <u>www.bankmillennium.pl</u>), in particular financial and current reports.

Financial data presented hereby is on consolidated Bank Millennium Group level.

Data is based on published financial reports with following pro-forma adjustments:

- The Bank altered its presentation of margin on derivatives that is not meeting formal hedge accounting principles and from Jan 1, 2021 all margin from derivatives is included in the reported NII.
- 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, in this presentation it was excluded from 'total operating income' and added to cost of risk line.
- Starting from 3Q22 a part of costs of amicable settlements with FX-mortgage borrowers is presented in 'results from modifications' and these costs are not included in the cost of credit risk in this presentation.
- Cost of credit holidays is presented in interest income/NII. For comparison purposes, in this presentation NII/NIM and other figures are presented also before such an impact.

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.





01. Macroeconomic environment in Poland

02. Banking sector in Poland

03. Bank Millennium general overview and strategy

0.4 Financial performance









01 Macroeconomic environment in Poland

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Macroeconomic overview: Economy

Data from real economy



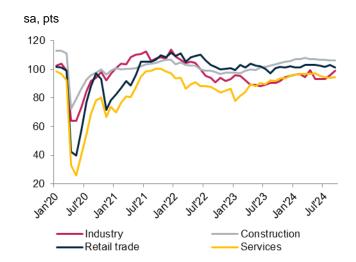
GDP growth rate

% y/y



Economic sentiment indicators

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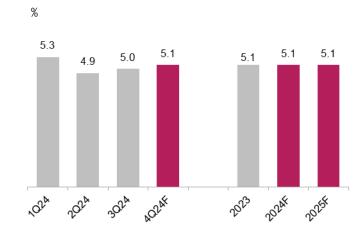


CPI inflation



Estimated 3Q24 GDP increased by 2.9% y/y, slightly less than in 2Q24. The growth was again driven by household spending, which benefited from favourable income situation. For the whole 2024, GDP is expected to grow by 3.0% compared to 0.1% in 2023. GDP growth in 2025 should accelerate to 3.9%. In 3Q24, CPI inflation in Poland increased to an average of 4.5% y/y from 2.5% y/y a quarter earlier, mainly due to an increase in administered energy prices. The Bank assumed an increase in CPI inflation in 2025 to 4.6% y/y from the estimated 3.7% y/y in 2024. However, from 2Q25 onwards, inflation is likely to be in a downward trend providing space for interest rate cuts.

Registered unemployment rate



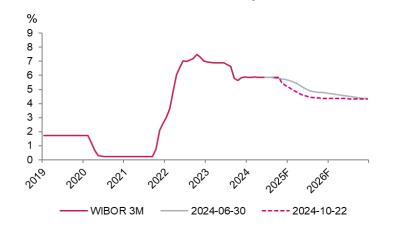
Macroeconomic overview: Financial markets

Evolution of FX rates



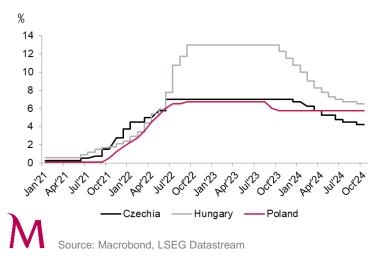
WIBOR 3M and market expectations

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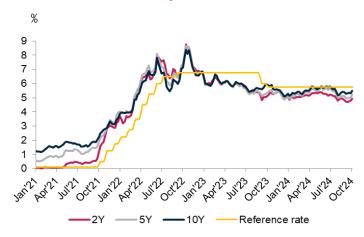


The Monetary Policy Council communicates the stabilisation of interest rates in coming months. However, the NBP governor said that majority of the MPC members is ready to start the discussion about rate cuts if the macroeconomic projections in March 2025 will show a downward path of the inflation. In the Bank's opinion, the rate-setters will resume cutting the interest rates in the 2Q 2025, but with the maximum scale of 100 bps in 2025. Outlook for the Polish currency is moderately positive. Soft strengthening of the Zloty remains the baseline scenario.

Official interest rates in CEE-3 countries



Polish T-bonds yields



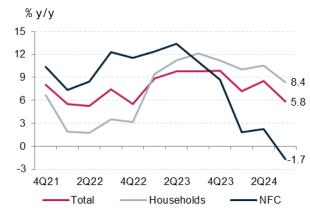
Spread of Polish 10Y bond to 10Y German benchmark



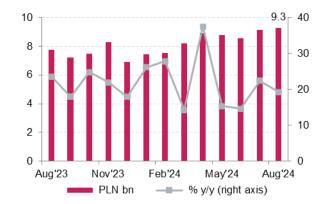
Macroeconomic overview: Deposits and loans in economy



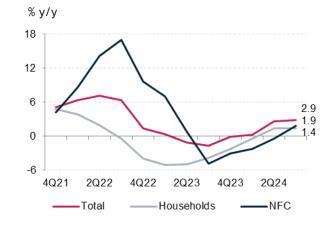
Growth rate of deposits



Newly originated consumer loans



Growth rate of loans



Newly originated housing loans

PLN bn



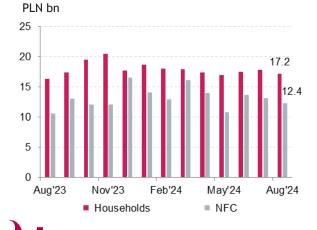
Deposits in the banking system continued to grow, but the pace of growth moderated in 3Q24. Lower dynamics was observed both in households' and corporate sector. Nominal value of deposits of nonfinancial companies was lower by 1.7% y/y in Sep'24 which might reflect some deterioration of financial condition of corporate sector.

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In 3Q24, overall credit creation in the economy was stable. Among household loans, a slight upward trend in consumer loans has emerged. The value of newly granted housing loans was stable in 3Q24 after the expiry of the governmental "Safe Credit 2%" programme.

Newly originated loans



NFC - non-financial companies Source: NBP, Bank Millennium

7

02 Banking sector in Poland

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Polish banking sector overview*

29 fully registered banks, 491 co-operative banks (active mainly in rural areas of the country) and additional **33 international** banks acting in Poland in a form of branch

9.9k banking outlets (4.9k branches) and c146 thousand persons employed in the sector

Top 5 banks in Poland comprise 59% of total assets of the sector and top 10 make c72%, but onsolidation of the sector continues; 48% share of assets of State controlled banks

Highest standards in **modern technology** implementation (e.g. mobile users, pay-pass payments) and **quality** of service

Strongly capitalised and highly competitive banking sector in Poland

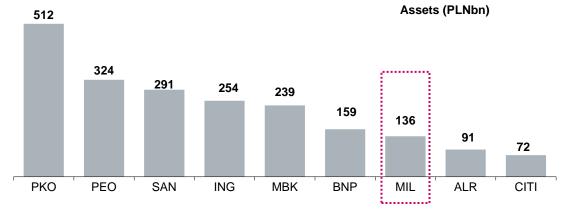
Strong resilience during the pandemic crisis – only one bank was subject to resolution procedure (due to pre-pandemic issue), fall-outs of small co-operative banks

Strong banking supervision and **comfortable level of solvency** of Polish banks (average TCR = 21.2%, CET1 = 19.8%**) confirmed by stress tests

Comfortable liquidity (L/D = 61.4%) supported margins

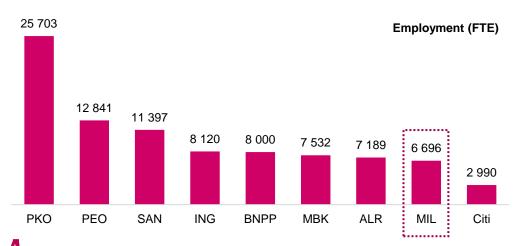
Profitability under pressure due to high obligatory burdens: banking tax (highest in Europe), guarantee fund payments and regulatory limits on many fees (insurance, interchange, mutual funds)

Bank Millennium in the market context*

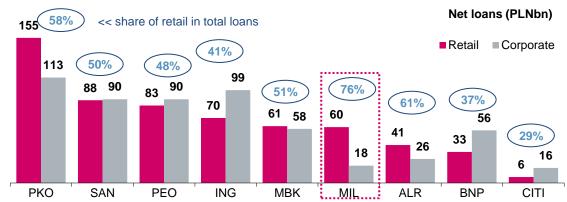


We are #7 by assets

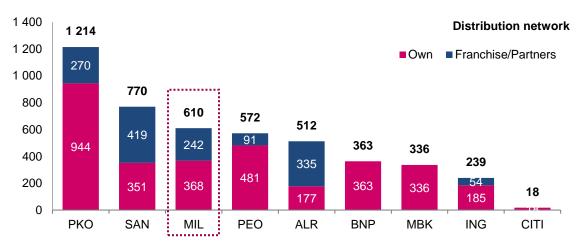
We have a lean and low-cost operating plartform



We have a strong retail focus and are 6 by retail loans



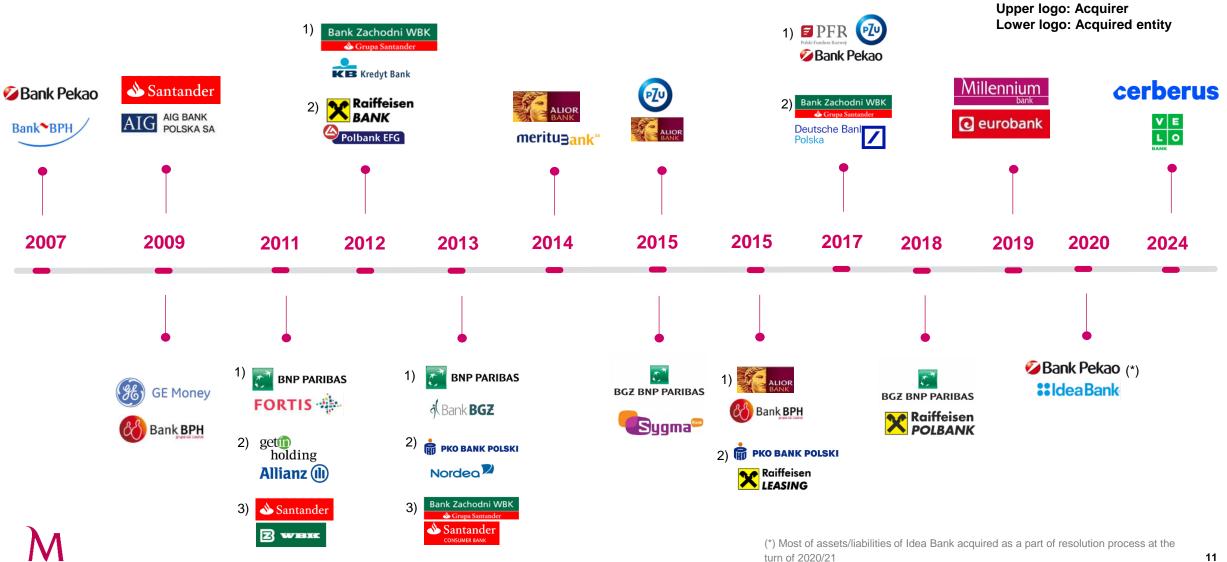
We have the third largest distribution network



(*) End of June'24 data

Abbreviations used in the charts: PKO – PKO BP, PEO – Pekao SA, SAN – Santander BP, ING – ING BSK, MBK – mBank, BNPP – BNP Paribas BP, MIL – Bank Millennium, ALR – Alior, CITI – Citi Handlowy; Source: publicly available financial reports of the banks.

Recent M&A transactions in the Polish banking sector*

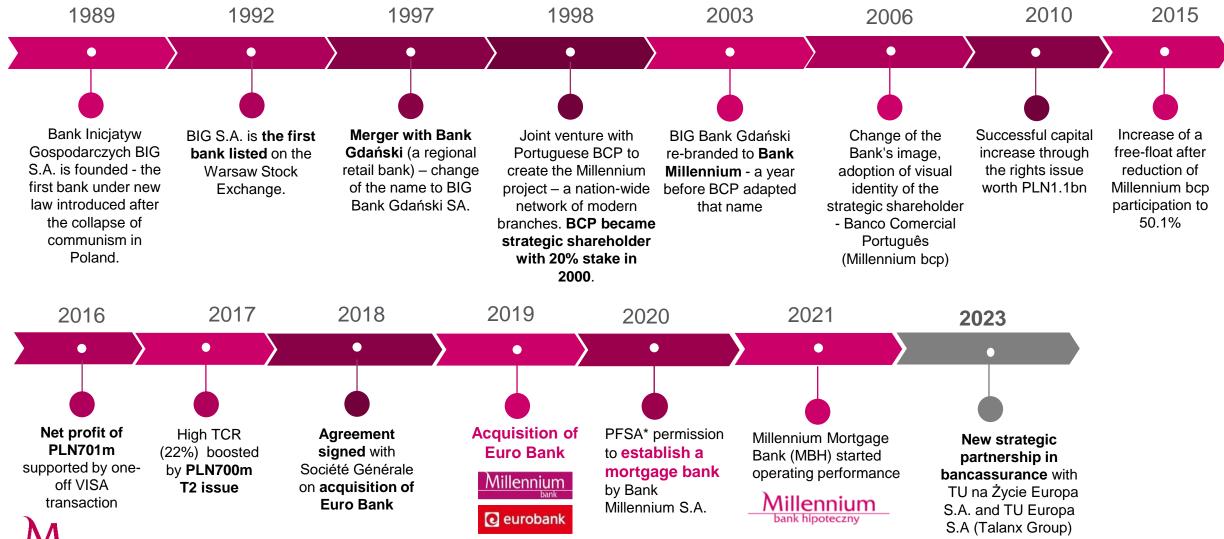


03 Bank Millennium general overview and strategy

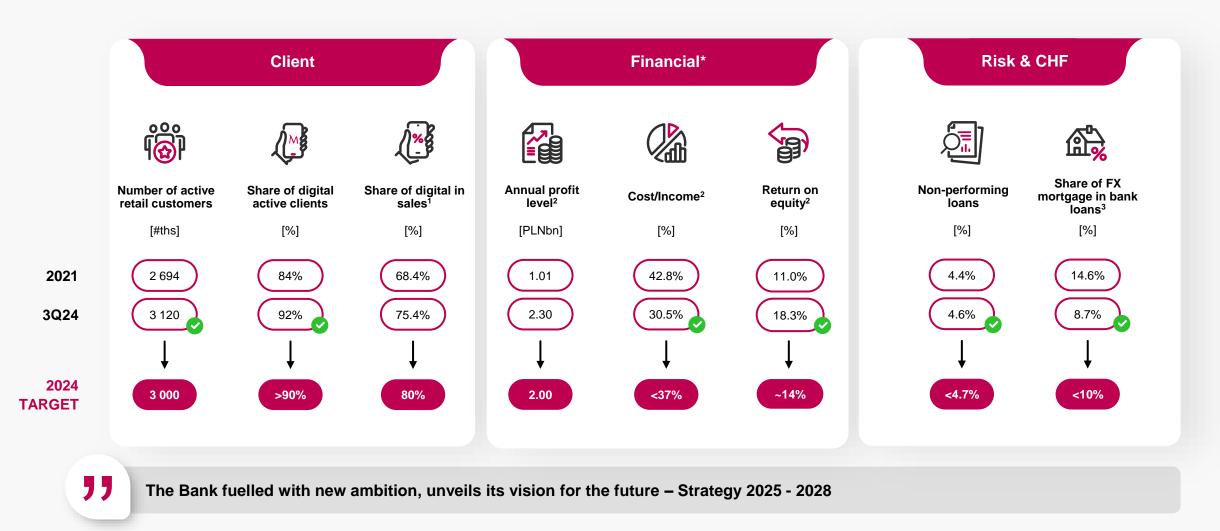
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History of Bank Millennium at a glance



Strategia 2022-2024: Consistently delivering business value and solid performance



(1) calculated as an average of digital sales shares in key products volumes; (2) Excluding FX-mortgage book related costs, credit holidays but adding hypothetical bank tax in Jan-May'24; (3) W/o deduction of allocated legal risk provisions (*) Data for 9M24 period

New strategy for 2025-2028. Unleashing potential: Our vision for ambitious growth



 Primary individual customers defined as customers who use Millennium Bank as their m bank and meet certain transaction, product penetration and portfolio value thresholds
 Dividend to be paid based on 2026 profits, contingent on regulatory environment 3) SOHO (Small Office/Home Office) defined as private entrepreneurs with with annuar revenues under PLN10M
4) RM is an acronym for relationship managers

Strategy 2025-2028: key considerations

Key risk factors in Poland	Description
Legal and Compliance risk	Dynamic and challenging legal & compliance environment of the banking sector in Poland requires constant monitoring of regulatory changes and fast adoption of new regulations
FX mortgage	Risks from remaining FX mortgage disputes , while still present, are believed to have passed their peak and are decreasing, though they continue to pose legal, financial, and reputational challenges that require active approach and management in order to pursue and achieve resolution through ongoing negotiations
Benchmark (WIBOR)	WIBOR reform poses legal, financial, and operational risks and requires careful management of the transition and comprehensive stakeholders communication to mitigate potential disruptions
Onsumer Protection	Increased consumer protection driven by local and European regulatory environment introduces compliance, financial, and reputational risks, necessitating sectoral proactive dialogue with regulator and early identification of potential impacts of new requirements
Capital & Long- Term Funding Ratios	Potentia l increase of capital requirements , driven by local and European guidelines, alongside the need for additional bond issuance to meet the new long-term funding requirements by the end of 2026

Strategy 2025-2028: We aim to double scale of corporate while maintaining retail growth

			e banking and genera		nable profitability ng-term value for olders…	an a	while securing a solid risk and capital position.	
Number of active retail customers	Share of primary retail customers ¹	Total corporate Ioans	Number of active business clients ³	Cost/Income (reported)	Return on equity (reported)	Non-performing loans	Tier 1	
[# M]	[%]	[PLN B]	[# K]	[%]	[%]	[%]	[%]	
3.1	59	13.6	>30	31.34	10.1	4.5	14.3	
Ţ	Ļ	Ļ	Ļ	Ļ	Ļ	Ţ	Ļ	
3.7	~70	>25	>50	~37	~18	<4	~15	
Additional	goals Leader in	corporate and retail NPS	5 Digital busi >95% digital	iness model A	<i>I</i> laintain Top Employer sta	THE	dend payments 2027 ²	
People and developme		Fechnology & Resilience	Digital 8 efficience	operating	Compliance & Risk Management	Susta	inability	

2) Dividend to be paid based on 2026 profits, contingent on regulatory environment

3) Total numer of Small Business and Mid Corporate clients segment, excluding SOHO (Sole Traders) companies reported in retail segment.

4) Excluding credit holidays, FX mortgages related costs and linear amortisation of BFG charge.

Mortgages – our long term customer acquisition produkt

Rationale for establishing MBH

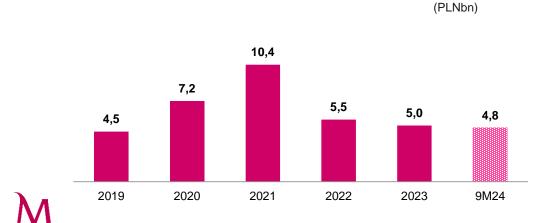
Millennium Mortgage Bank (MBH) started operating performance on June 14, 2021. MBH will provide opportunities for medium term sustainable development of

mortgage lending business and will allow to:

- ✓ reduce asset-liability maturity mismatch
- ✓ diversify funding mix
- provide access to large and cheaper than senior unsecured debt funding market of covered bonds
- ✓ reduce MREL and L-T Funding requirements

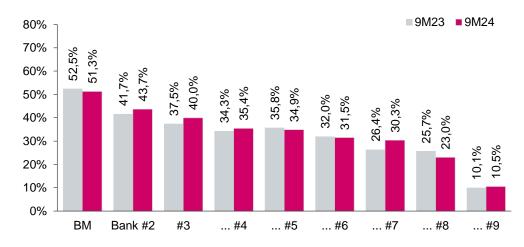
Covered bond issue in October 2024. 5Y PLN500mn bonds placed at WIBOR 3M + 80bp. Rated **AAA** by Fitch

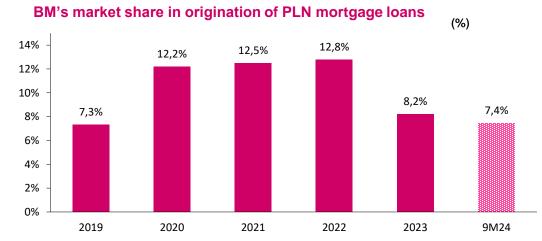
BM's origination of PLN mortgage loans



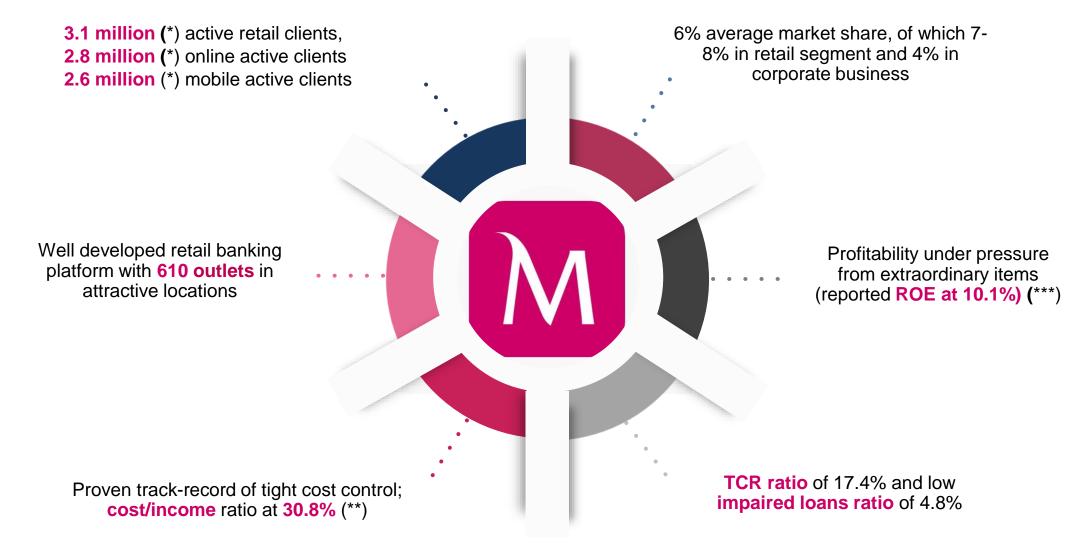
Share of mortgage loans in total portfolio (top 9 banks)

(%)





Bank Millennium today*



3Q24 data, (**) 3Q24 data (adjusted for extraordinary items: FX-mortgage legal risk provisions, costs of litigations and settlements with clients and with linear distribution of BFG resolution fund fee), (***) 3Q24 data, adjusted ROE:

Marekt shares in main products

				September
	YE21	YE22	YE23	2024
Total loans	6.1%	5.9%	5.7%	5.7%
Loans to individuals	8.2%	8.2%	8.2%	8.4%
mortgages	8.7%	8.6%	8.3%	8.1%
 new loan agreements 	12.5%	12.8%	8.2%	7.4%
credit card loans	7.6%	8.4%	9.1%	9.5%
other consumer	8.6%	8.7%	8.9%	8.9%
Loans to companies	4.2%	3.9%	3.7%	3.8%
leasing sales	5.3%	5.0%	3.4%	4.4%
factoring sales (*)	6.7%	5.9%	5.7%	5.4%

	YE21	YE22	YE23	September 2024
Total deposits	5.5%	5.6%	5.6%	5.7%
Deposits of individuals	6.8%	6.8%	6.8%	7.0%
demand deposits (**)	7.0%	7.1%	6.7%	6.7%
Deposits of companies	3.7%	4.0%	3.9%	3.8%
demand deposits	3.2%	3.1%	3.2%	3.3%
Mutual funds (incl. third party)	4.6%	4.1%	4.7%	4.9%

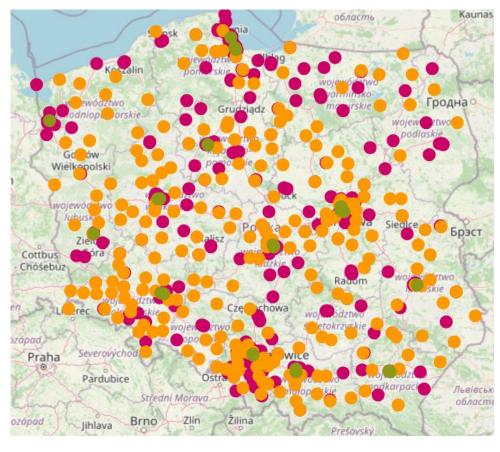


(*) among members of Polish Factors Association; (**) Including savings accounts; Source: National Bank of Poland, Bank Millennium

Bank Millennium's physical footprint

(as at 30 September 2024)

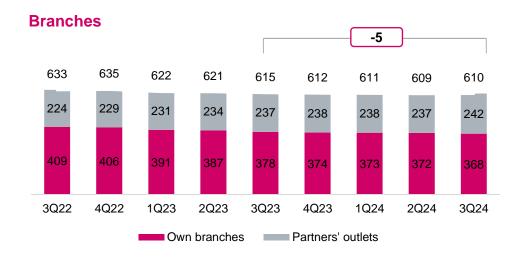
Network of 610 branches



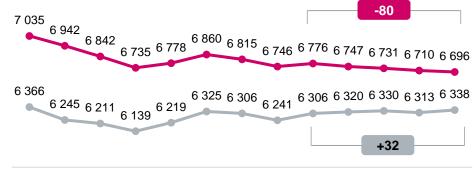
Own branches

Franchise branches

Mini branches



Employees



3Q21 4Q21 1Q22 2Q22 3Q22 4Q22 1Q23 2Q23 3Q23 4Q23 1Q24 2Q24 3Q24

Headcount w/o long-term leaves ----FTEs

Relations with BCP and BM's mangement composition

- BCP demonstrated in the past strong support to Bank Millennium in Poland; commitment in equity was shown during the capital increase concluded in February 2010. BCP also supported liquidity, especially in 2009-2010 years (EUR 200 million bilateral loan matured in April 2011, and money market line – until July 2010)
- Currently, no dependence on BCP funding and no exposure to BCP or Portuguese public debt
- 7 managers from Portugal employed on permanent basis, including 3 Management Board members



Joao Bras Jorge CEO Since 2006



Since 2002

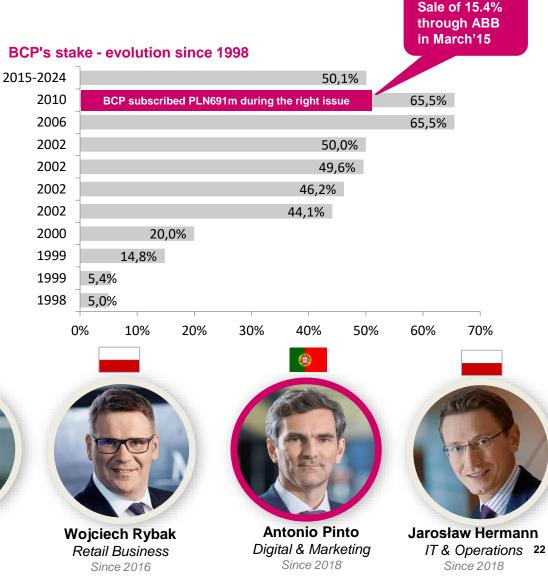
Fernando Bicho Deputy CEO, CFO



Wojciech Haase CRO Since 1997



Andrzej Gliński Corporate Business Since 2010

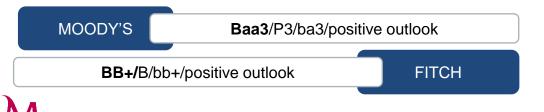


Solid foundations appreciated by investors



Bank Millennium's shareholder structure (31.12.2023)















WIG

POLAND

Key ESG initiatives



Green Bond issue

- Bank Millennium placed its first Green Bonds issue of the nominal value of 500 million EUR.
- The bonds were issued under the existing EMTN programme as 5-year senior non-preferred debt securities with an early redemption option 4 years after the issue date.
- The green bond issue attracted strong interest from investors, who subscribed for more than five times the number of bonds the bank offered.
- The funds raised from the Green Bond issue will be used to finance and refinance energy-efficient properties or/and projects related to the production of energy from renewable sources that meet the criteria of the Green Bond Framework.
- Green Bond Framework and Sustainalytics' Second
 Party Opinion are available on the Bank's website:
 www.bankmillennium.pl/about-the-bank/investor relations/debt-securities#zielone-obligacje.



Expanding the product range for companies

Expanding cooperation with BGK

- Bank Millennium concluded an agreement on portfolio
 guarantee line under the InvestEU programme with Bank
 Gospodarstwa Krajowego (BGK). It is a product for
 companies in the SME sector, with a particular focus on
 micro-entrepreneurs.
- The Bank is also **supporting companies in the green change** by not charging an origination fee for green financing.

Bridge loan with subsidy

- It is a combination of a bridging loan with subsidy and a long-term investment loan.
- If the financing covers the so-called green project, i.e. energy transformation of the company, reduction of material consumption in production process, the company can count on preferential terms.
- In addition, entrepreneurs can count on the assistance of EU experts.



Volunteering and supporting local communities

- The first part of the biggest sports-volunteer initiative Our-People: Save the Planet has come to an end.
- The sporting goal was achieved and Bank allocated 250 thous. PLN for the promotion and implementation of voluntary activities of the Bank Millennium Foundation's volunteering programme.
- Volunteering includes green initiatives and, in the wake of the flood crisis in southern Poland, volunteers can submit projects to support those affected.

Additionally:

- Bank Millennium has made available, in its mobile app, the option of simple transfer of money to those in need -"Pomagam [I Help]" transfer.
- The Bank also made a **donation of 1 million PLN** to the Polish Red Cross and Caritas Poland to support those in need.

04 Financial performance

3Q24/9M24 results







Financial performance: Main financial achievements in 3Q24/9M24

Net profit growth of 19% y/y in 9M24 despite cost of credit holidays and costs related to FX-mortgage portfolio. Solid core profitability and efficiency. Strong asset quality and liquidity.



Capital & MREL

- Inclusion of 1H24 net profit into regulatory capital
- Issuance of EUR500mn Green Senior Non-Preferred bonds in September'24
- Solid levels of capital ratios consolidated Tier1 ratio at 15.3% and TCR at 17.9%; comfortable capital surplus of 5.5 p.p. and 5.7 p.p. respectively
- MREL requirements fulfilled with significant surplus; MREL trea ratio stood at 28.6% and MREL tem at 9.0%, a surplus of 7.8 p.p. and 3.1 p.p. respectively over minimum requirements + CBR

Profitability

- Eight quarter in a row with positive net result
- Year-to-date reported net profit of PLN547mn (+86mn y/y), 2 297 mn excluding extraordinary events (+3% y/y).
- Strong NII which grew 5% y/y and 5% q/q, with NIM at 4.35% (w/o credit holidays impact)
- Core Income growing 5% y/y
- Cost-to-income ratio (adjusted) at 30.8%

10

11

- Cost of credit risk at **53 bps**
- NPL ratio at 4.6%

320

2465

2643

67

Business development: Main business achievements in 3Q24/9M24

High growth of deposits. Growing customer acquisition, retail lending and leasing contracts.



Business volumes evolution

- Total deposits grew 7% y/y
- Consumer loans grew 9% y/y
- PLN mortgage loans grew <mark>5%</mark> y/y
- Growth of investment funds portfolio by 41% y/y
- High liquidity surplus >PLN38bn
- Loans to deposit ratio at 66%





Main commercial highlights

Active retail clients of 3,120 ths. with 91% digitally active

YTD sales:

- Cash loans PLN5.4bn (+12% y/y)
- Mortgage loans PLN4.8bn (+50% y/y)
- Leasing PLN2.9bn (+26% y/y)



Financial performance: P&L in brief

[PLNmn]

	9M23	9M24	-	Change Y/Y	2Q24	3Q24		Change Q/Q
Net interest income	3 970	4 025		1%	1 182	1 489	\rightarrow	26%
Including cost of holidays	0	-157		-	-201	44		-
Net interest income without credit holidays	3 970	4 182	\rightarrow	5%	1 383	1 445	>	5%
Net commission income	592	589		-1%	191	199		4%
Other non-interest income	594	-213	->	-	-48	-27	\rightarrow	-43%
Operating income	5 156	4 401	\rightarrow	-15%	1 324	1 660	\rightarrow	25%
General and administrative costs	-1 305	-1 489		14%	-450	-496		10%
Depreciation	-159	-167		5%	-55	-57	\rightarrow	4%
Total operating costs	-1 464	-1 656		13%	-505	-553	\rightarrow	10%
Net cost of risk *	-231	-314		36%	-71	-123	\rightarrow	74%
Other modification	-41	-77	>	88%	-22	-35	>	62%
FX legal risk provision	-2 364	-1 656		-30%	-575	-533	>	-7%
Operating profit	1 056	697		-34%	152	416	>	174%
Banking tax	0	-134		-	-35	-99	>	187%
Pre-tax profit	1 056	564		-47%	117	317		170%
Income tax	-596	-17		-	111	-127		-215%
Net profit	461	547		19%	229	190		-17%

Financial performance: Balance sheet

[PLNmn] 30.09.2023 30.06.2024 30.09.2024 Change Y/Y 4 581 5 857 7 092 55% Cash and balances with the Central Bank ASSETS 534 488 418 -22% Loans and advances to banks 73 983 74 645 75 542 2% Loans and advances to customers Amounts due from reverse repo trans. 2 0 1 2 198 216 -89% Debt securities 38 823 50 180 48 268 24% Derivatives (for hedging and trading) 550 635 528 -4% Shares and other financial instruments 135 143 166 23% Tangible and intangible fixed assets 1 008 1 057 1 072 6% Other assets 2 2 8 4 2 3 3 1 2 285 0% 123 909 135 535 135 588 9% **Total assets** Deposits and loans from banks 428 585 293 -31% LIABILITIES 116 540 7% AND EQUITY Deposits from customers 106 176 113 981 Liabilities from repo transactions 571 3 216 -62% Financial liabilities at fair value through P&L and 645 775 -29% 1 0 9 3 hedging derivatives Liabilities from securities issued 2 862 3 596 5 594 95% Provisions 1 204 2 264 2 771 130% Subordinated liabilities 1 563 1 562 1 560 0% Other liabilities 3 366 2 997 2 752 18% 117 263 127 943 9% **Total liabilities** 128 191 **Total equity** 6 6 4 6 7 645 15% 7 3 4 4 **Total liabilities and guity** 123 909 135 535 135 588 9%

The most important awards and achievements of Bank Millennium in 3Q24

Best Digital Bank 2024

Bank Millennium is again the best digital bank in Poland according to Global Finance Magazine

Winning the "Mobile bank" ranking

The list by the cashless.pl portal presents banks that best meet the needs of modern customers who prefer to use financial services via mobile devices.

Paytech awards for Bank Millennium

Award in the Best Card Initiative category for omnichannel credit card application and card services

Institution of the Year ranking

Bank Millennium best in the remote channels in service for children's accounts

■ Bank Millennium among ESG Å leaders

The Bank ranked in the top three of this year's edition of the "ESG Ranking. Responsible Governance" contest



Awards for digital channels

Consumer banking

- BEST CONSUMER DIGITAL BANK IN POLAND
- · Best Information Security and Fraud Management in Central and Eastern Europe
- Best in Transformation in Central and Eastern Europe
- Best Online Product Offerings in Poland
- Best User Experience (UX) Design in Poland
- Best Mobile Banking App in Poland
- Best Information Security and Fraud Management in Poland
- Best in Lending in Poland
- Best in Transformation in Poland

Corporate banking

- Best SME Banking/SME Platform in Central and Eastern Europe
- Best SME Banking/SME Platform in Poland
- Best Trade Finance Services in Poland
- Best Information Security and Fraud Management in Poland
- Best in Transformation in Poland



Bank Millennium won Mobile Bank ranking by cashless.pl

The ranking presents the banks that best meet the requirements of modern customers who prefer to use financial services on mobile devices.

cashless.))pl

Investor relations contact

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Dari			
Dall	U34	90	

Head of Investor Relations

 mob.
 +48 514 509 925

 tel.
 +48 22 598 1115

 e-mail
 dariusz.gorski@bankmillennium.pl

Katarzyna Stawinoga Investor Relations

tel. +48 22 598 1110 e-mail katarzyna.stawinoga@bankmillennium.pl

Marek Miśków Investor Relations

tel. +48 22 598 1116 e-mail marek.miskow@bankmillennium.pl

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