

Bank Millennium Group INSTITUTIONAL PRESENTATION



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.

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.





AGENDA

01. Macroeconomic environment in Poland

02. Banking sector in Poland

03. Bank Millennium general overview and strategy

0.4 Financial performance









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Macroeconomic environment in Poland

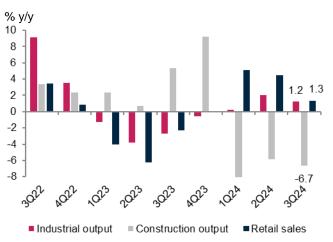
Institutional presentation



Macroeconomic overview: Economy

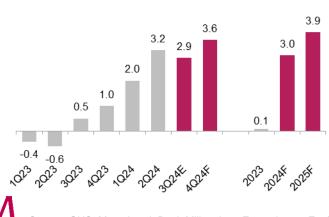
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Data from real economy

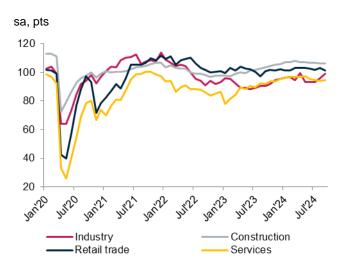


GDP growth rate

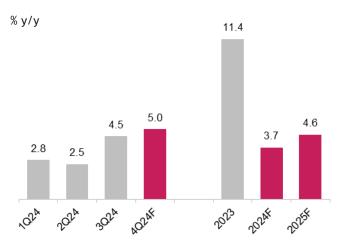
% y/y



Economic sentiment indicators

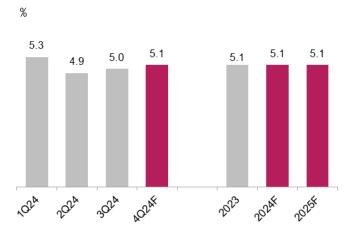


CPI inflation



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.

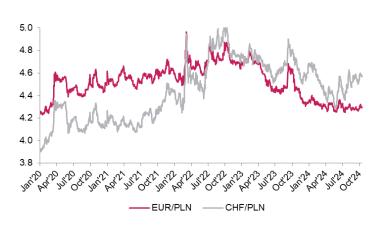
Registered unemployment rate



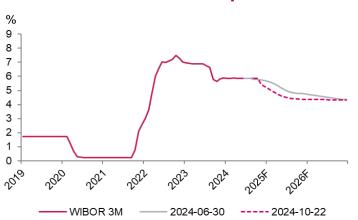
Macroeconomic overview: Financial markets



Evolution of FX rates

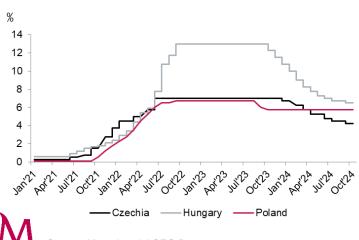


WIBOR 3M and market expectations

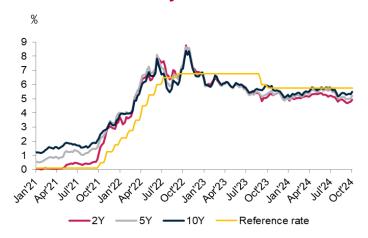


The Monetary Policy Council communicates the stabilisation of interest rates in coming months. However, the NBP governor said that majority of the MPC members is ready to start the discussion about rate cuts if the macroeconomic projections in March 2025 will show a downward path of the inflation. In 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

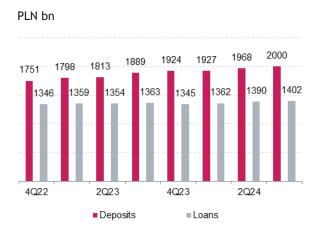


Spread of Polish 10Y bond to 10Y German benchmark



Macroeconomic overview: Deposits and loans in economy

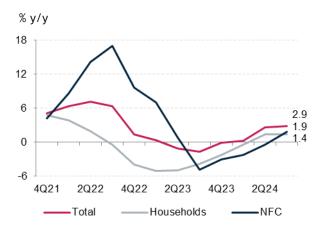
Total deposits and loans



Growth rate of deposits



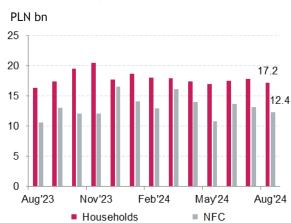
Growth rate of loans



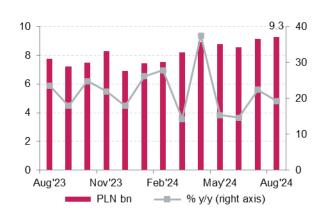
Deposits in the banking system continued to grow, but the pace of growth moderated in 3Q24. Lower dynamics was observed both in households' and corporate sector. Nominal value of deposits of nonfinancial companies was lower by 1.7% y/y in Sep'24 which might reflect some deterioration of financial condition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

"

Newly originated loans



Newly originated consumer loans



Newly originated housing loans



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.



NFC - non-financial companies Source: NBP, Bank Millennium 02
Banking sector in Poland

Institutional presentation



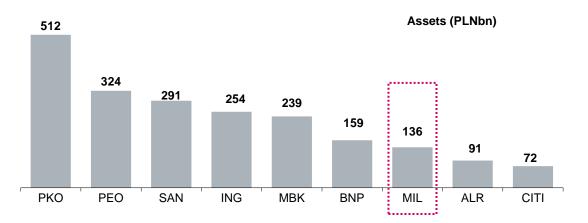
Polish banking sector overview*

Strong resilience during the pandemic crisis – only **29 fully registered banks**, 491 co-operative one bank was subject to resolution procedure (due to banks (active mainly in rural areas of the country) pre-pandemic issue), fall-outs of small co-operative and additional 33 international banks acting in banks Poland in a form of branch 9.9k banking outlets (4.9k branches) and Strong banking supervision and comfortable level of c146 thousand persons employed in the sector solvency of Polish banks (average TCR = 21.2%, CET1 = 19.8%**) confirmed by stress tests Strongly capitalised and highly competitive banking Top 5 banks in Poland comprise 59% of total Comfortable liquidity (L/D = 61.4%) supported sector in Poland assets of the sector and top 10 make c72%, but margins consolidation of the sector continues; 48% share of assets of State controlled banks **Profitability under pressure** due to high obligatory Highest standards in modern technology burdens: banking tax (highest in Europe), guarantee implementation (e.g. mobile users, pay-pass fund payments and regulatory limits on many fees payments) and quality of service (insurance, interchange, mutual funds)

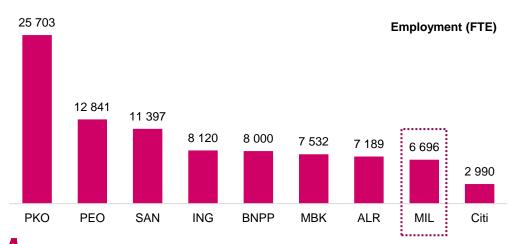


Bank Millennium in the market context*

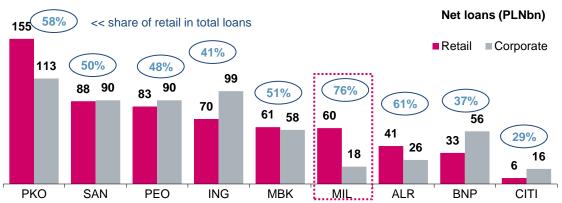
We are #7 by assets



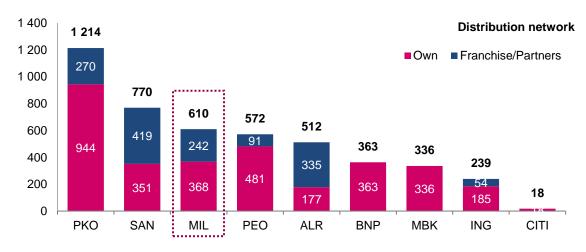
We have a lean and low-cost operating plartform



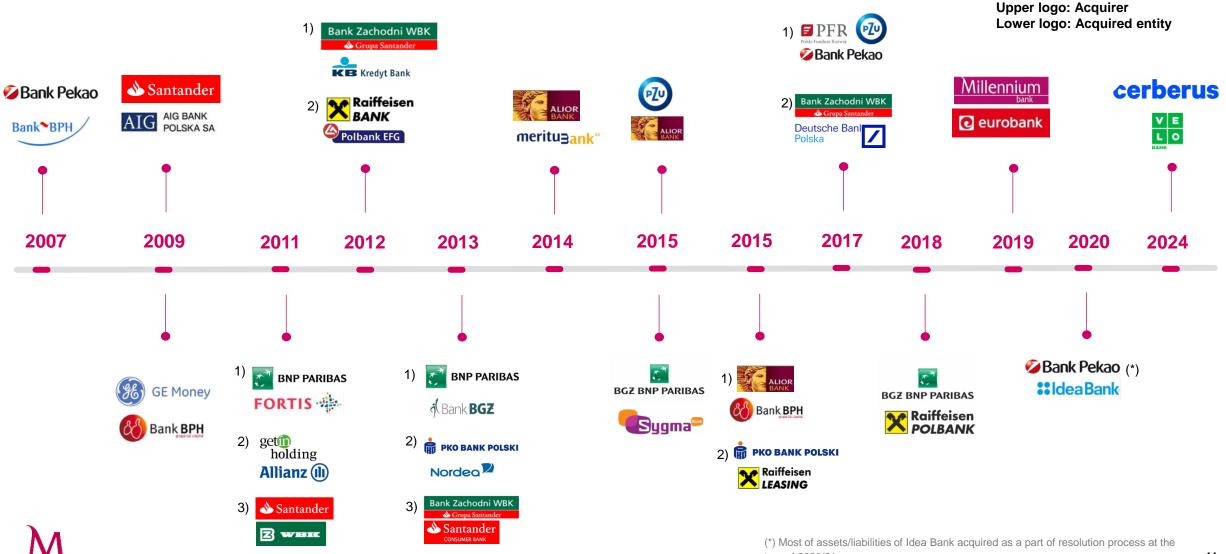
We have a strong retail focus and are 6 by retail loans



We have the third largest distribution network



Recent M&A transactions in the Polish banking sector*



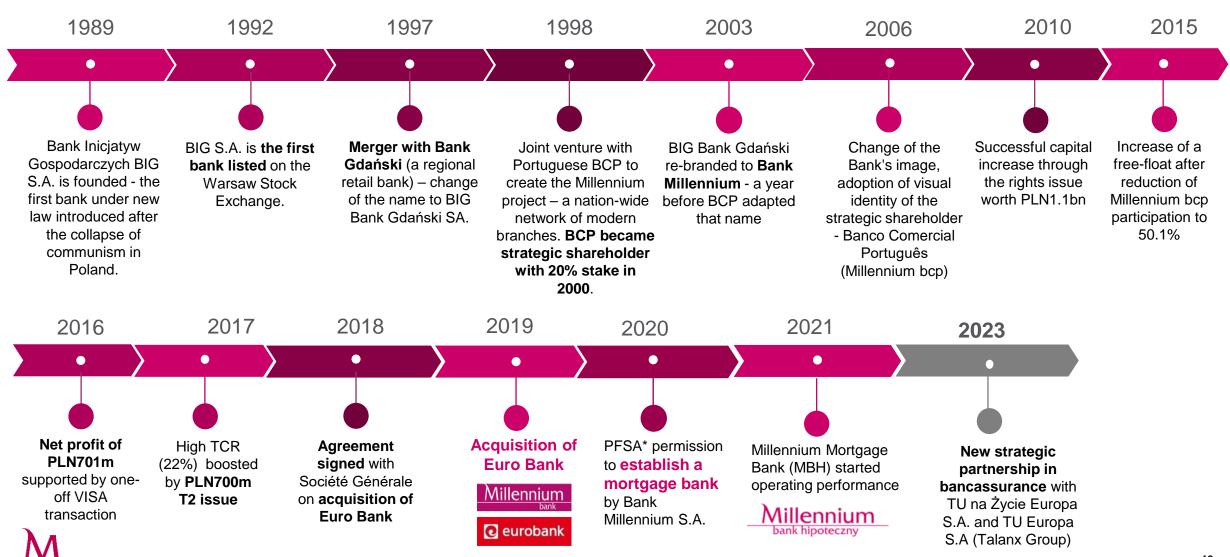
03

Bank Millennium general overview and strategy

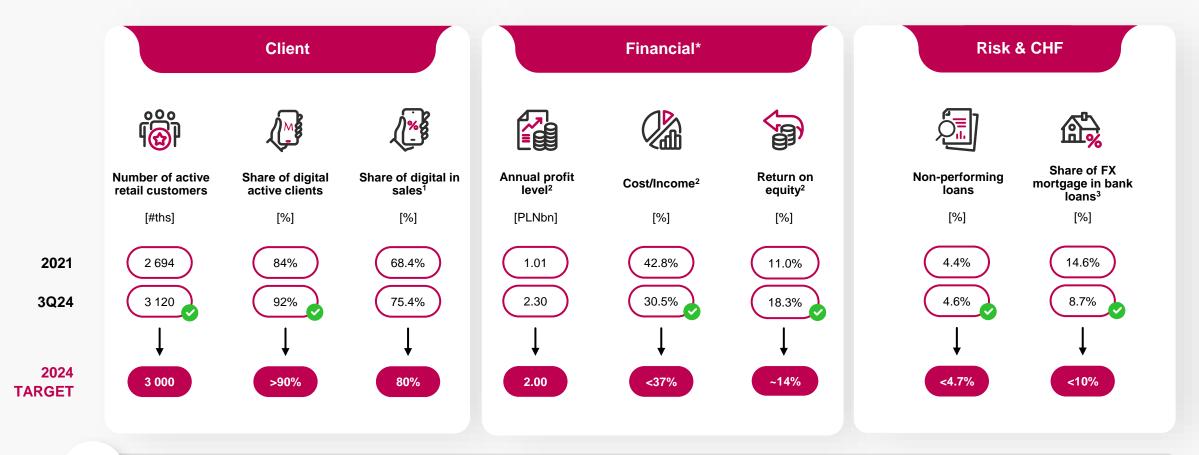
Institutional presentation



History of Bank Millennium at a glance



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





The Bank fuelled with new ambition, unveils its vision for the future - Strategy 2025 - 2028



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



Ambition

We embrace innovation, digitally delivering top-quality services, to be the primary bank for individuals and companies in Poland



LEADER

In corporate and retail NPS

3.7M

Active retail clients **70%** Primary¹

retail clients

>95% Digitally active clients

Corporate lending volume

<4% NPL ratio ~15% Tier1

~37%

~18% ROE

DIVIDEND

Return to dividend **EMPLOYER** status payments from 2027²

TOP Maintain Top

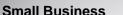
Retail

SOHO³

and sales

Acquire customers and build primary relationships through digital offer with remote support

Corporate



Acquire and build primary relationships with small companies with digital-enabled, standardised credit and daily banking proposition supported by remote RMs





Mass individual

Build primary relationship based on daily banking, customer assets and selective lending with top-quality and digital first approach

Affluent

Upsell from mass market, offer a digital affluent service with remote RMs4 focused on savings and investments



Ensure market leading offer for talents and continue to build a top work environment



Technology & resilience

Implementation of innovative technological solutions, incl. AI, to address customers' needs and ensuring highest cybersecurity standards



Enablers

Digital & operational efficiency

Continue improving digitalisation and foster balanced organisation with proper resources allocation to sustain value creation



Compliance & risk management

People and culture development

Maintain sound risk management and understanding of regulatory environment, with capital generation and allocation sustaining business growth



Sustainability

Continue enacting sustainability initiatives and explore business opportunities from ESG and energy transition



¹⁾ Primary individual customers defined as customers who use Millennium Bank as their main bank and meet certain transaction, product penetration and portfolio value thresholds 2) Dividend to be paid based on 2026 profits, contingent on regulatory environment

³⁾ SOHO (Small Office/Home Office) defined as private entrepreneurs with with annual revenues under PLN10M

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) reform

WIBOR reform poses legal, financial, and operational risks and requires careful management of the transition and comprehensive stakeholders communication to mitigate potential disruptions



Consumer 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

Potential 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



We embrace innovation, digitally delivering top-quality services, to be the primary bank for individuals and companies in Poland

Keep growth in retail banking leveraging primary relationships...

Number of active retail customers

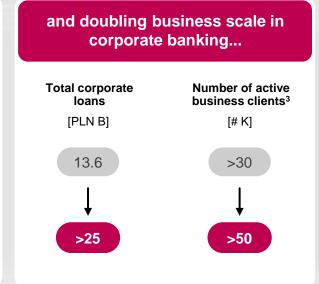
[# M]

Share of primary retail customers¹

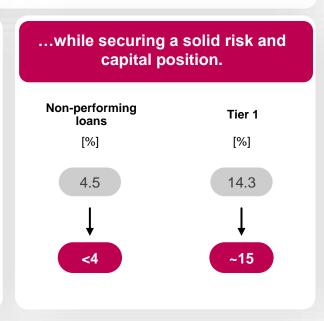
[%]

59

-70









Additional goals

Leader in corporate and retail NPS

Digital business model95% digital active clients

Maintain **Top Employer** status

Return to dividend payments from 2027²



People and culture development



Technology & Resilience



Digital & operating efficiency



Compliance & Risk Management



Sustainability



- 1) Primary individual customers defined as customers (18+ y.o.) who use Millennium Bank as their main bank and meet certain transaction, product penetration and portfolio value thresholds
- 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

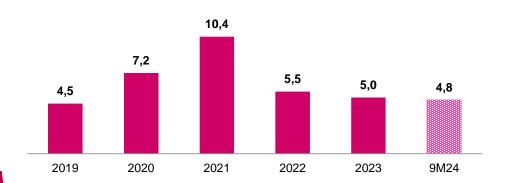
Millennium Mortgage Bank (MBH) started operating performance on June 14, 2021. MBH will provide opportunities for medium term sustainable development of mortgage lending business and will allow to:

- √ 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

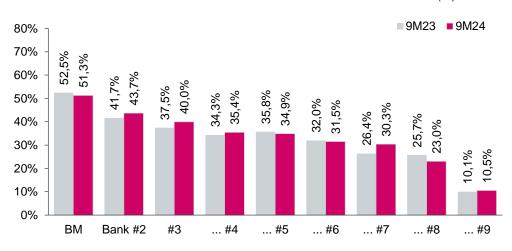
BM's origination of PLN mortgage loans

(PLNbn)

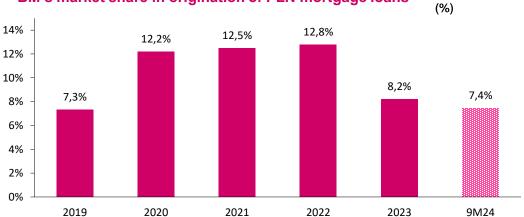


Share of mortgage loans in total portfolio (top 9 banks)

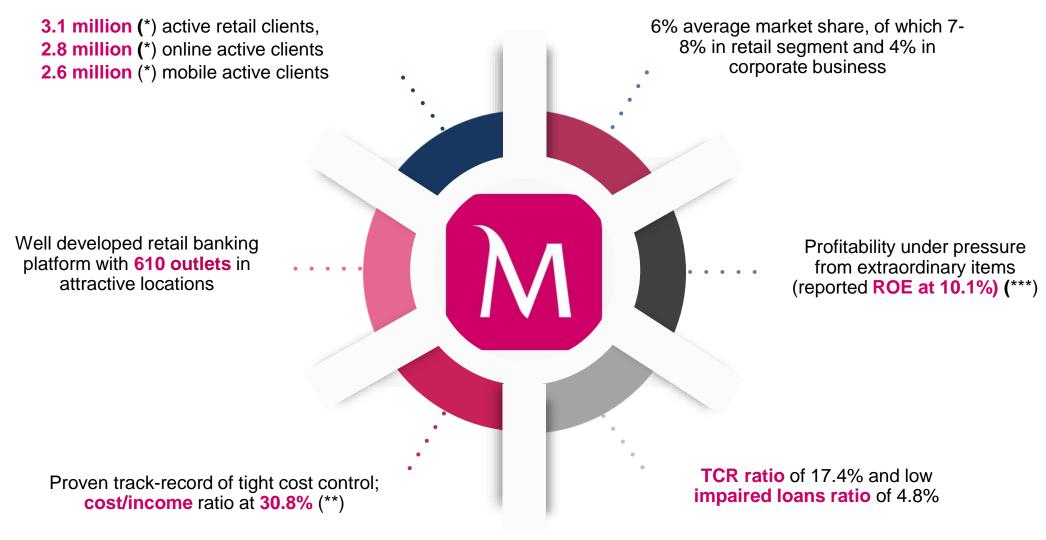
(%)



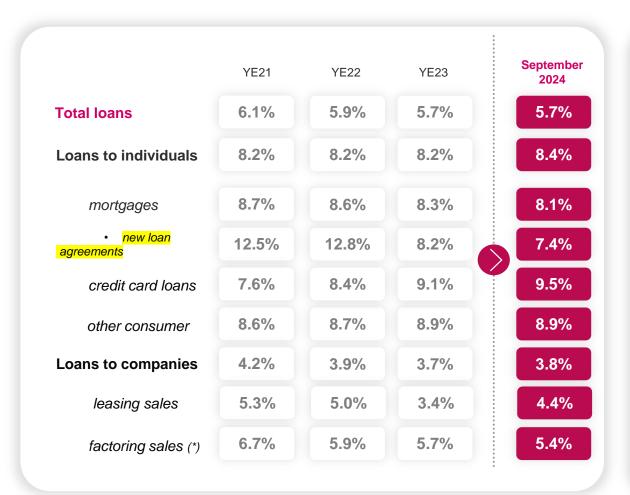




Bank Millennium today*



Marekt shares in main products



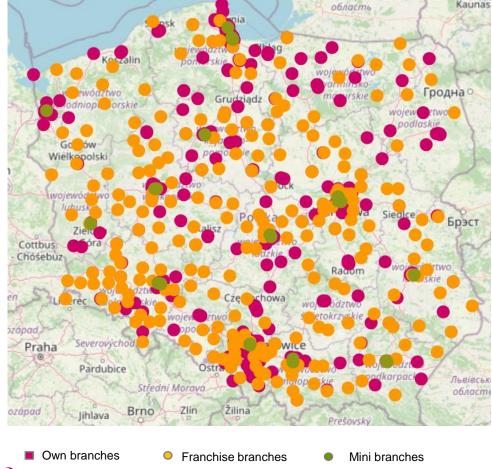


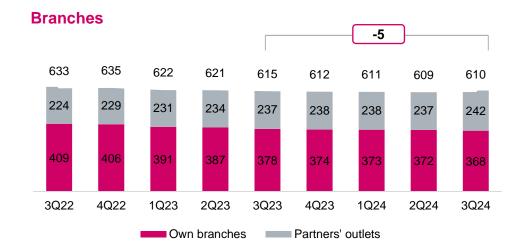


Bank Millennium's phisical footprint

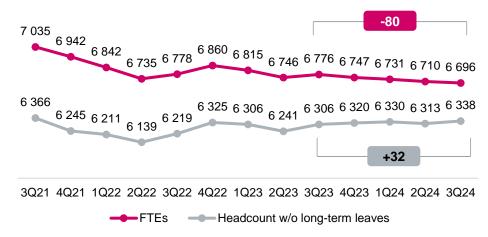
(as at 30 September 2024)

Network of 610 branches





Employees



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



CEO

Since 2006





Wojciech Haase CRO Since 1997



Andrzej Gliński Corporate Business Since 2010



10%

Woiciech Rybak Retail Business Since 2016



Antonio Pinto Digital & Marketing Since 2018



Sale of 15.4% through ABB in March'15

65,5%

BCP's stake - evolution since 1998 50.1% BCP subscribed PLN691m during the right issue 65,5%

2006 50,0% 2002 2002 49.6%

2002 46,2% 2002 44,1%

2000 20,0% 1999 14,8%

2015-2024

2010

1999 5,4% 1998 5,0%

20%

30% 40% 50%

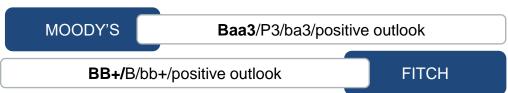


Solid foundations appreciated by investors

Bank Millennium's shareholder structure (31.12.2023)



Bank's current ratings



Annual change of Bank Millennium share performance vs. WIG Banks index (10-09-2024)



Participation in domestic stock market indices



WIG





WIG BANKI







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

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 5% 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	\rightarrow	Change Y/Y	2Q24	3Q24	\rightarrow	Change Q/Q
Net interest income	3 970	4 025	>	1%	1 182	1 489	→	26%
Including cost of holidays	0	-157	→	-	-201	44	>	-
Net interest income without credit holidays	3 970	4 182	→	5%	1 383	1 445	>	5%
Net commission income	592	589	>	-1%	191	199	>	4%
Other non-interest income	594	-213	\rightarrow	-	-48	-27	\rightarrow	-43%
Operating income	5 156	4 401	→	-15%	1 324	1 660	\rightarrow	25%
General and administrative costs	-1 305	-1 489	→	14%	-450	-496	\rightarrow	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	\rightarrow	-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	\rightarrow	170%
Income tax	-596	-17	\rightarrow	-	111	-127	\rightarrow	-215%
Net profit	461	547		19%	229	190		-17%

^(*) cost of risk includes impairment provisions (on all stages), FV adjustment on loans and result on modification (except for a part related to amicable settlements with FX mortgage borrowers)

Financial performance: Balance sheet

[PLNmn]

ASSETS

	30.09.2023	30.06.2024	30.09.2024	Change Y/Y
Cash and balances with the Central Bank	4 581	5 857	7 092	 55%
Loans and advances to banks	534	488	418	 -22%
Loans and advances to customers	73 983	74 645	75 542	 2%
Amounts due from reverse repo trans.	2 012	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	2 284	2 331	2 285	 0%
Total assets	123 909	135 535	135 588	 9%
Deposits and loans from banks	428	585	293	 -31%
Deposits from customers	106 176	116 540	113 981	7%

LIABILITIES AND EQUITY

Total assets	123 909	135 535	135 588	→	9%
Deposits and loans from banks	428	585	293	———	-31%
Deposits from customers	106 176	116 540	113 981		7%
Liabilities from repo transactions	571	3	216		-62%
Financial liabilities at fair value through P&L and hedging derivatives	1 093	645	775	→ →	-29%
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%
Total liabilities	117 263	128 191	127 943		9%
Total equity	6 646	7 344	7 645		15%
Total liabilities and quity	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 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





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