

# Financial results of Santander Bank Polska Group for 1Q 2025



# Agenda

## Results

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

## More information

5. Attachments

Our activities  
and our people

01

## Our communication

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

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

This year, we run campaigns targeting the Mass, Young and SME segments.

#### Campaigns targeting the Mass segment:

In campaigns targeted at the Mass customer segment, we continue our *Santander supports important matters* communication

In the mobile application campaign, we have promoted instant transfers with PLN 0 fee and during the last campaign "Savings support important matters", we promoted 6% in Multi Savings Account offer.

#### Campaigns targeting the Young segment:

- A teenager's account campaign aimed at younger audience, showing how good savings habits can be actually embedded 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 and the pride as well as satisfaction of 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 business customer service. Communication runs in social media, influencer marketing, perfo, content and the radio.



## Digital & Social media initiatives

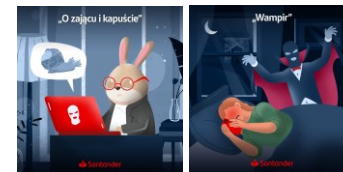
Our social media now include 9 profiles on 5 platforms (Facebook, Instagram, Tik Tok, YouTube, LinkedIn). They have gathered a total of 500 thousand followers and reach nearly 21 million users per month..

- Third year in a row we have been on the podium (second rank) in the Social Media category of the Golden Banker competition. Our activity was appreciated in SoMe in 2024:

"For years the bank has been extremely consistent in developing its communication ecosystem – from TikTok to LinkedIn. In 2024, its reach and engagement were record high, including spectacular growth on TikTok. It effectively combines financial education, digital security and authentic narration. This is an example of a brand that not only speaks in social media, but mostly listens – thus forming the foundation for building the relationship with customers"

- By combining Santander Orchestra and Santander Universidades on Facebook, we have become the biggest Facebook profile in terms of fanpage in the banking sector (with mBank and ING ranked 2nd and 3rd)
- We have implemented following additional campaigns:

- **Cybersecurity awareness** - "Don't believe in fairy tales for adults" - Social Media and Digital Channels activity continues. Additionally, we play "hold fairytales" on helpline - customers waiting to get through listen to a fairy tale told by the bank's ambassador, Piotr Adamczyk
- **Specific image targets** - reach, engagement, displays, views. These activities have enabled us to systematically build and develop a community on the bank's profiles,, including the viral RTm with waiting for tickets for Pitbull gig in PL
- **WOŚP** [Great Orchestra of Christmas Charity] - fundraising support from Santander Bank Polska Foundation
- **Winter holidays** - special offer for products and services useful during winter holidays: currency exchange, mobile application and credit card
- **Mobile Trends Awards** – voting for the best mobile application in Social Media - we were ranked first in this category





## Our people

### Improving employee experience

- In March 2025, an employee engagement survey was launched across the Santander Group. In the second quarter of 2025 an analysis of the survey results and project activities aimed at implementing the survey conclusions are planned.

### Digital experience of our people

- We are constantly improving HR self-service solutions. One of them is the convenient and efficient collection of PIT documents carried out in Q1 2025. Over 9 thousand of our employees were able to quickly and conveniently confirm the receipt of PIT documents online within a month, without the need to involve administrative departments.

### Development and training

- We have implemented a global DOJO development platform that collects available training materials in one place. Each employee can easily and accessibly plan their learning, using the latest solutions in the spirit of blended and life-long learning.
- Leadership transformation – we have implemented comprehensive activities, including development programs and tools that strengthen the competences of leaders.

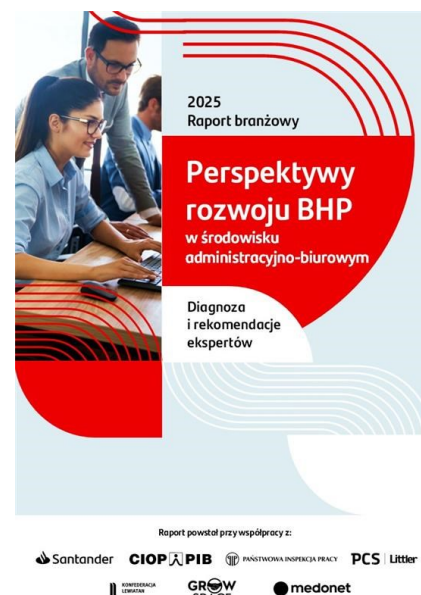
### Corporate culture

- Santander Bank Polska has once again been awarded the Top Employer Polska 2025 and Top Employer Europe certificates. This proves that as the employer we strive to create a better workplace by introducing high standards in people management. This year, as in previous years, our organization was assessed in key areas such as: HR strategy, work environment, talent acquisition, training and development, well-being, diversity and integration.



### Occupational Health & Safety and Wellbeing

- We have published an industry report entitled “Prospects for the development of occupational health and safety in the administrative and office environment” on the websites of the Responsible Business Forum and ESG Santander Bank Polska.
- We have launched a series of articles in internal channels in which we promote the attitudes of employees who stand out for their socially responsible attitude, including in the area of taking care of health culture and safe and hygienic working conditions.
- In honor of National Depression Awareness Day in February, we released a handbook called “Mental Health Challenges. It Can Happen to Anyone!”.

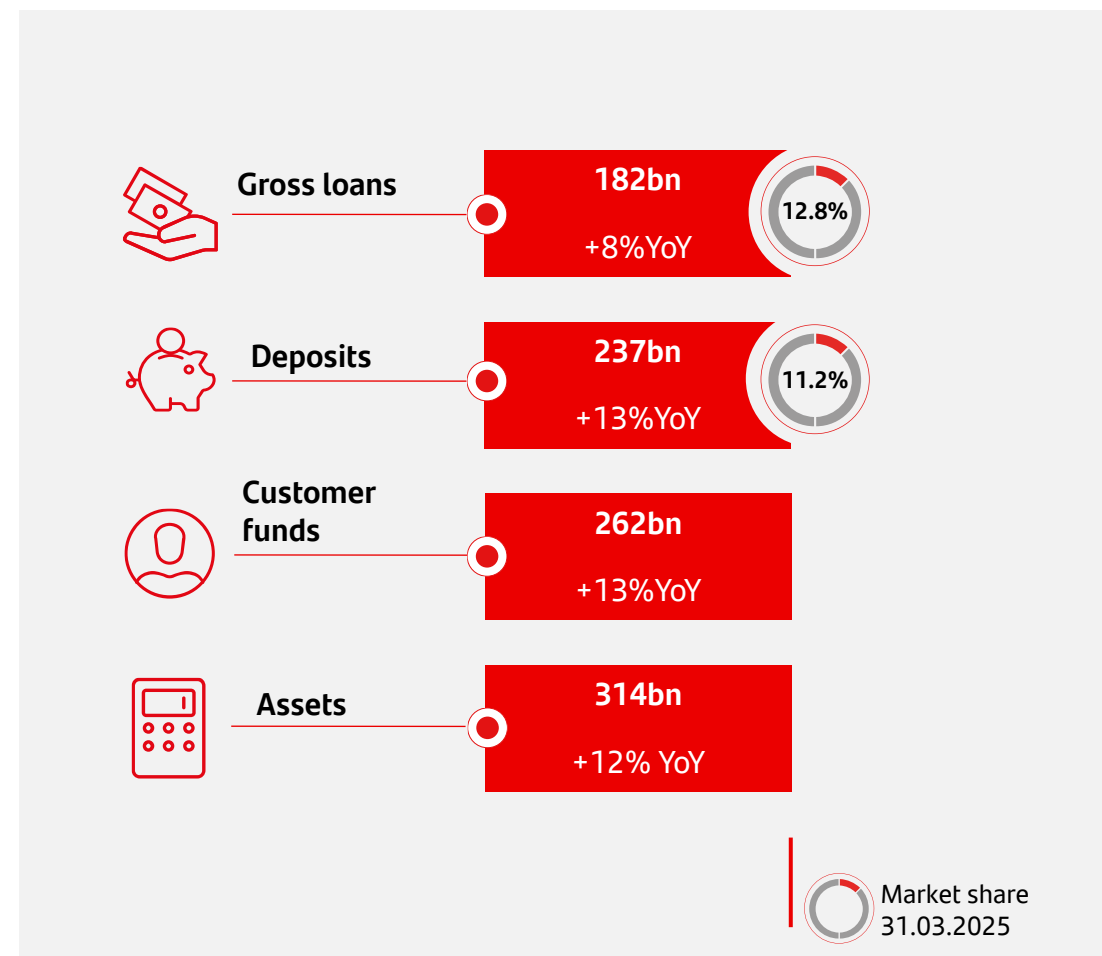
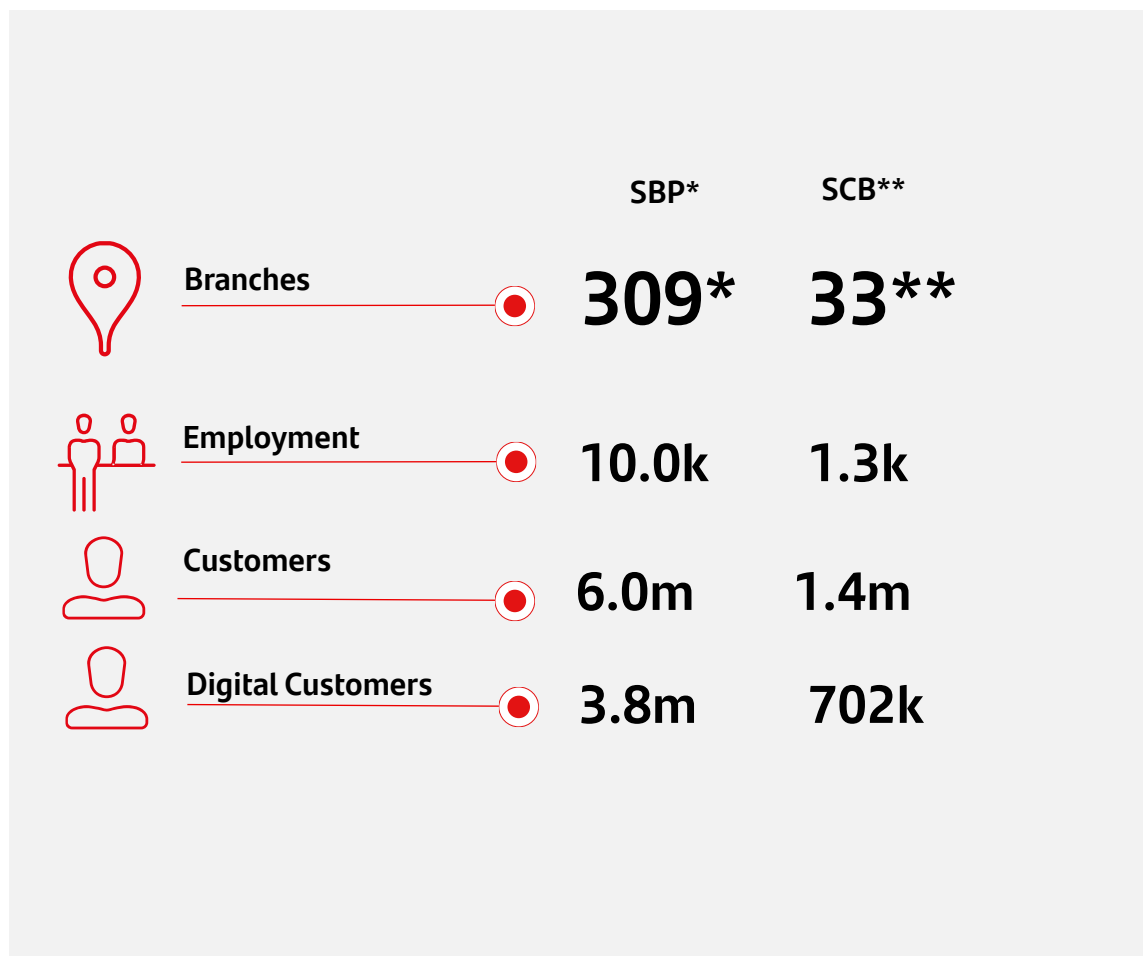


Our business development

02

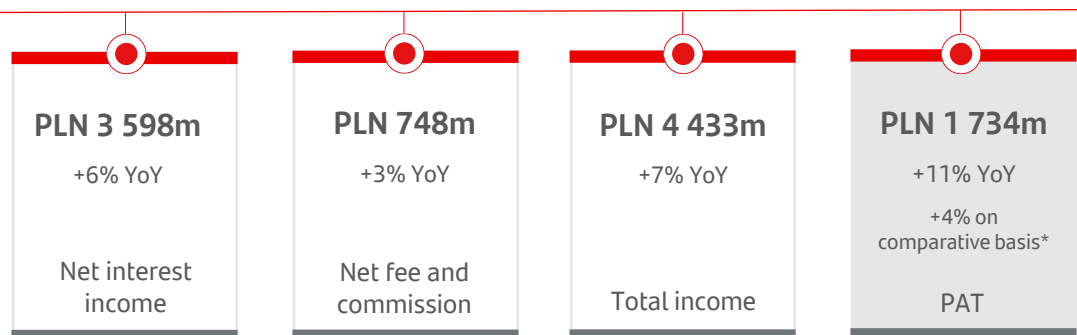
## General operational data

## Key volumes



## Key financial results

### Key results

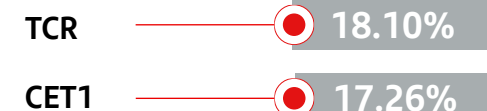


- \* On a comparable basis, i.e. after excluding the following items from 2025 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 120m
  - Contributions to the BFG guarantee and resolution fund - PLN 306m
- and from 2024 profit:
- Cost of legal risk attached to mortgage loans in foreign currencies - PLN 296m
  - Contributions to the BFG guarantee and resolution fund - PLN 206m.

## Financial ratios

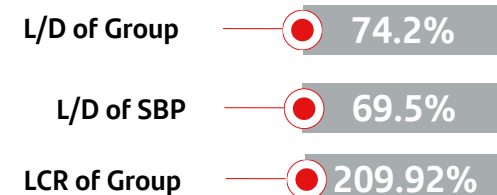
### Capital position

Strong capital position, well above the KNF requirements

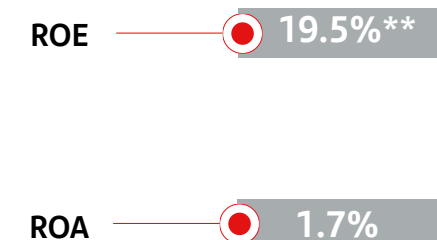


### Liquidity position

Safe liquidity position



### ROE, ROA



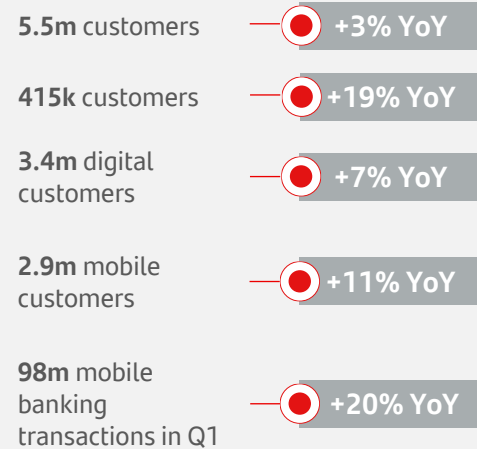


Our customers

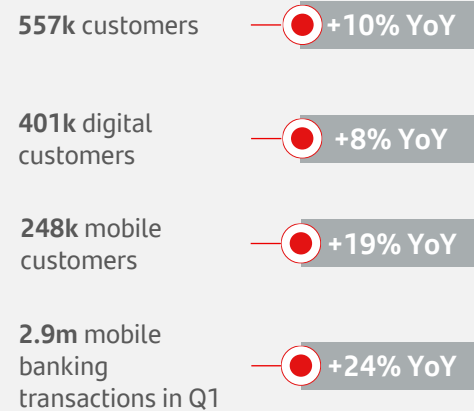
03

## Our customers in numbers\*

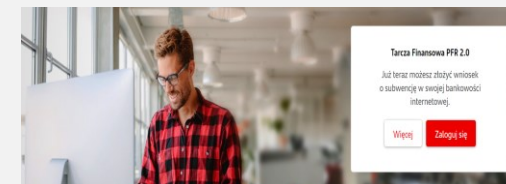
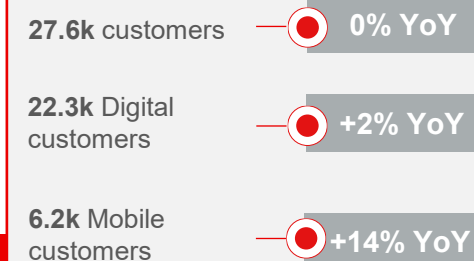
### Retail customers



### SME customers



### Corporate customers



## New products and services

### Retail customers

- We have launched a special offer of Visa Platinum credit cards with Select account (including six free of charge passes to airport lounges in the Priority Pass programme).
- We have introduced a special offer for new funds in the Multi Savings Account (6% up to PLN 100k) and Spring Deposit (4% up to PLN 50k).
- We have offered a new issue of the 12-month structured deposit based on USD/PLN rate.
- We offered occasional special offers of online cash loans (Valentine's Day, Spring).
- Our customers could buy tickets to the Santander Letnie Brzmienia summer music festival at special prices in our mobile app.



### SME customers

- We have introduced special lending offers:
  - 0% arrangement fee for hire-purchase loans
  - 0% fee for loans in remote channels
  - 0% arrangement fee for exposures taken over from other banks
  - waiver of part of the fee for loans with interest subsidised by the Agency for Restructuring and Modernisation of Agriculture and loans with partial principal repayment
- We have launched an additional special offer of business accounts where customers could get an e-code (PLN 500) to Biedronka or Allegro for opening an Online Business Account.
- We had a new special offer of 12-month free rent of POS terminals.



### Corporate customers

- We have successfully migrated all our clients to the new iBiznes24 2.0 system. This is a significant step forward in our digital transformation strategy, bringing numerous benefits to our clients. Our clients can now utilize even more efficient and secure tools to manage their finances. The system offers advanced user activity monitoring, process automation, and integration with other banking services, significantly enhancing the user experience.
- We have expanded to our offer of new multi-currency card which will revolutionize the way our clients manage their finances when travelling abroad. The multi-currency card allows for multiple currencies to be held on a single card, eliminating currency conversion fees and providing both convenience and savings.

## Education and support for customers

### Retail Customers

- We have improved our mobile app with new options, such as set-up of standing orders, adding trusted payees, management of payment limits, savings account opening, recurring BLIK transfers or displaying BLIK code before logging in.
- We have added “Financial Health” tab in “My Goals” savings module.
- We have increased the daily transfer limit in Santander Internet from PLN 125k to PLN 200k.
- We have continued educational activities in safe banking and cybersecurity.
- We are aligning our processes with the European Accessibility Act (EAA).
- As part of Santander Open Academy, we have offered another edition of free language courses (English, Spanish, German, Italian, and French).



### SME Customers

- We have started the second edition of “About business over coffee” – a series of six webinars to share knowledge about taxes, cybersecurity, new technologies, marketing and investments.
- Customers have access to our report “Green Transition and SME – how to get a competitive edge”.
- We ran a pilot “Change of business data in internet and mobile banking” so that customers with a business correspondence address may change it online on their own.
- We have started a referrals programme and encourage selected customers to recommend our online business accounts. Both the person recommending our account and the one invited to join the program may get a reward.



### BCB customers

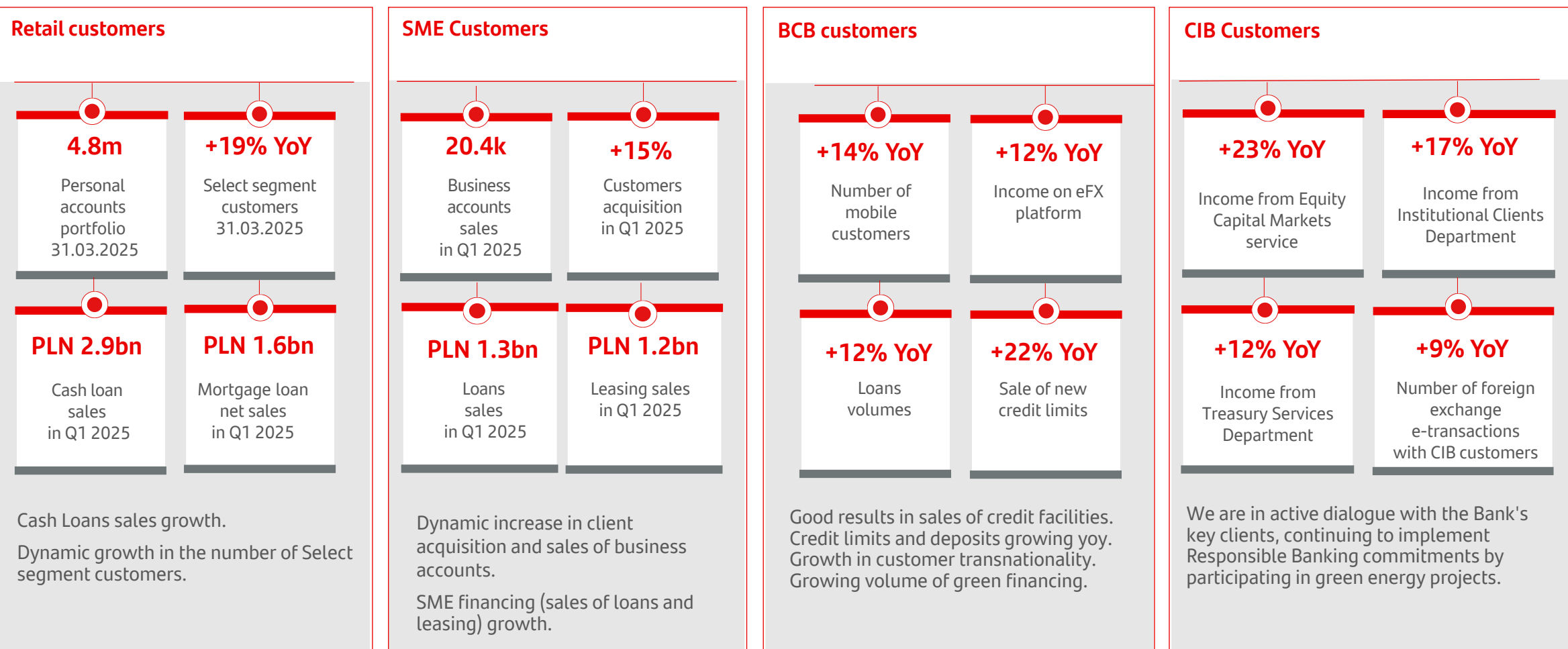
- We support our clients in using the support of the European Funds for Modern Economy (FENG) Programme for the years 2021-2027. We have become a leader both in the number of projects with our financing and the volume of subsidies provided,
- We actively support the foreign expansion of Polish exporters and companies with foreign capital, using the international presence of the Santander Group and cooperation with foreign partner banks and bilateral partners. In February, we were a sponsor of the Spanish-Polish Business Forum in Warsaw, the aim of which was to promote Polish-Spanish cooperation in the areas of renewable energy, transport infrastructure and the space industry.

### CIB customers

- In the first quarter, we issued more than 30 stock recommendations in the CEE region.



## Selected business data



Our financial  
performance

04



# Gross loans

## Comment

### Santander Bank Polska S.A.

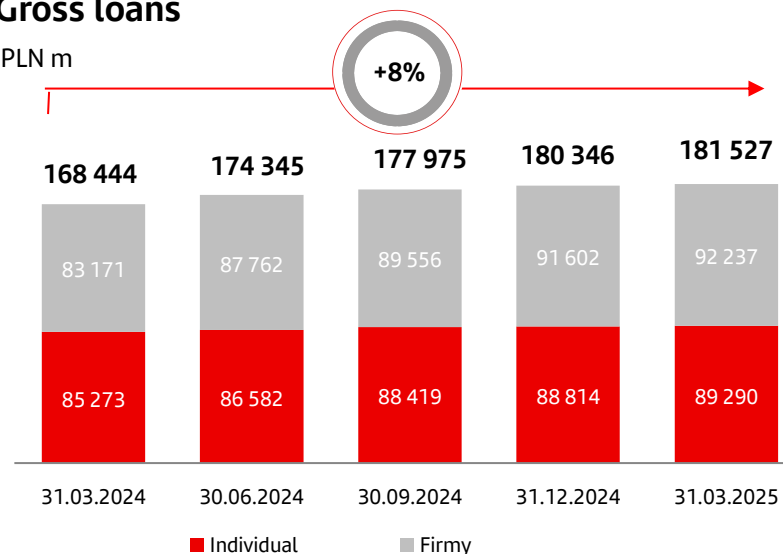
- The loan portfolio increased by 9% YoY and remained flat QoQ.
  - Mortgage loan sales in Q1'25: -63% vs. Q1'24;
  - Cash loan sales in Q1'25: +15% vs. Q1'24;
- CHF mortgage loans: -85% YoY\* (-80% YoY in PLN)
- SME loans (including leasing and factoring): +5% YoY and +1% QoQ and BCB loans: +12% YoY and +2% QoQ
- CIB loans (including leasing and factoring): +13% YoY and stable QoQ.

### Santander Consumer Bank

- SCB gross loans: PLN20.6bn (+12% YoY and +2% QoQ)
- Mortgage portfolio: -43% YoY (CHF mortgage portfolio: -70% YoY\*)
- SCB loans (excluding mortgage loans): +16% YoY and +2% QoQ.

## Gross loans

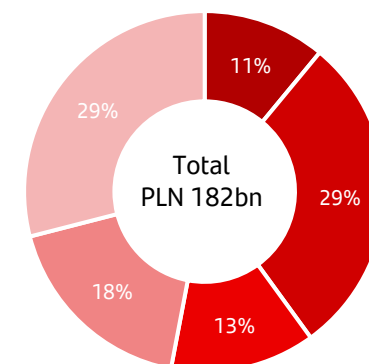
PLN m



PLN m

	31.03.2025	31.03.2024	YoY (%)	QoQ (%)
<b>Retail customers</b>	<b>89 290</b>	<b>85 273</b>	<b>5%</b>	<b>1%</b>
Mortgage loans	55 889	54 790	2%	0%
Other – retail customers	33 400	30 483	10%	2%
<b>Business loans</b>	<b>92 308</b>	<b>83 171</b>	<b>11%</b>	<b>1%</b>
<b>Total gross loans</b>	<b>181 598</b>	<b>168 444</b>	<b>8%</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 +13% YoY and +2% QoQ.

### Deposits SBP Group

- Retail deposits +10% YoY and +3%QoQ
- Business deposits +16% YoY and +11% QoQ
- Share of term deposits in total deposits stable at 32%

### Investment funds SBP Group

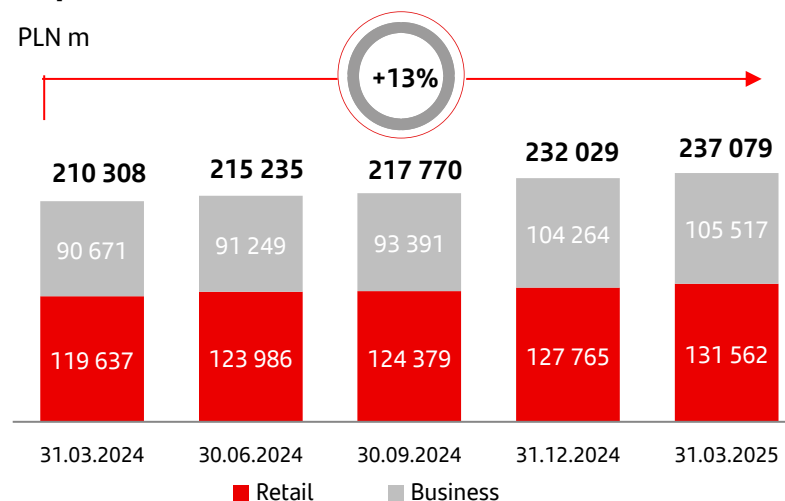
- Investment funds +18% YoY and +4% QoQ

### Santander Consumer Bank

- Deposits: PLN 16bn (+18% YoY and +1% QoQ)

## Deposits

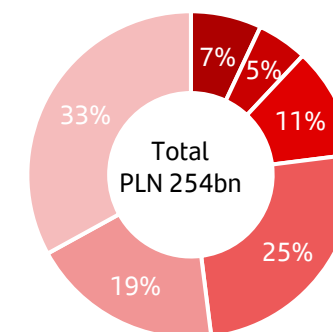
PLN m



PLN m

	31.03.2025	31.03.2024	YoY (%)	QoQ(%)
Current deposits	108 140	97 183	11%	-2%
Savings accounts	48 309	43 373	11%	4%
Term deposits	80 630	69 751	16%	8%
<b>Total deposits</b>	<b>237 079</b>	<b>210 308</b>	<b>13%</b>	<b>2%</b>
Investment funds	24 913	21 064	18%	4%
<b>Total customer funds</b>	<b>261 992</b>	<b>231 372</b>	<b>13%</b>	<b>2%</b>

## Deposits and term funding



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

# Net interest income and net interest margin

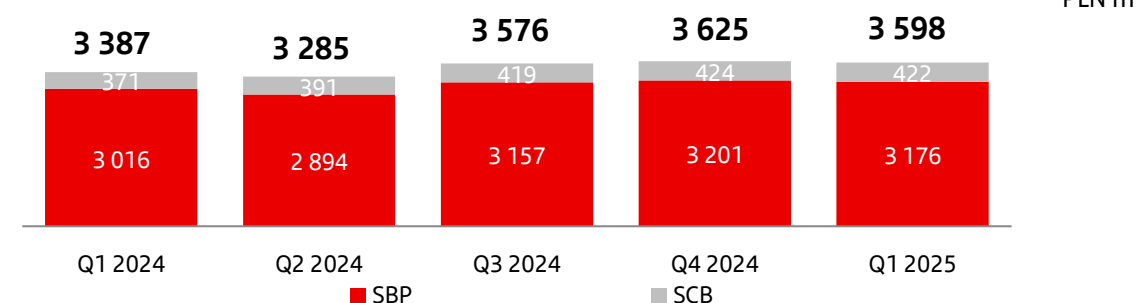
## Comment

- In Q1 2025, net interest income totalled PLN 3.6bn and increased by 6% YoY. In Q1 2025 alone, net interest income decreased slightly by 1% compared to the previous quarter.
- On the annual basis, interest income increased by 8% and interest costs increased by 11% YoY. On a quarterly basis, interest income and cost were at similar level.
- Net interest margin in Q1 2025 (annualised quarterly) was 5.14%.

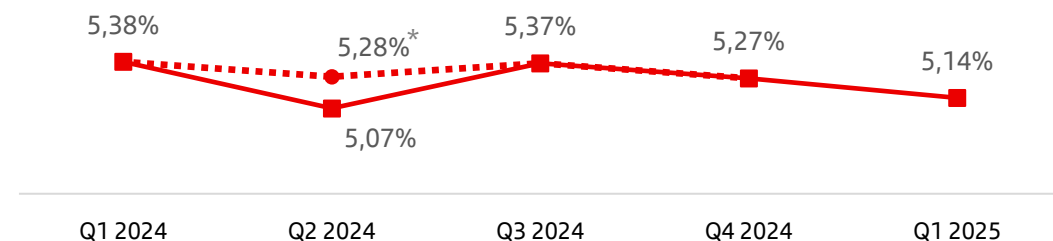
## Net interest income of SCB Group

**PLN 422m (Q1 2025)**  
**PLN 371m (Q1 2024)**

## 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

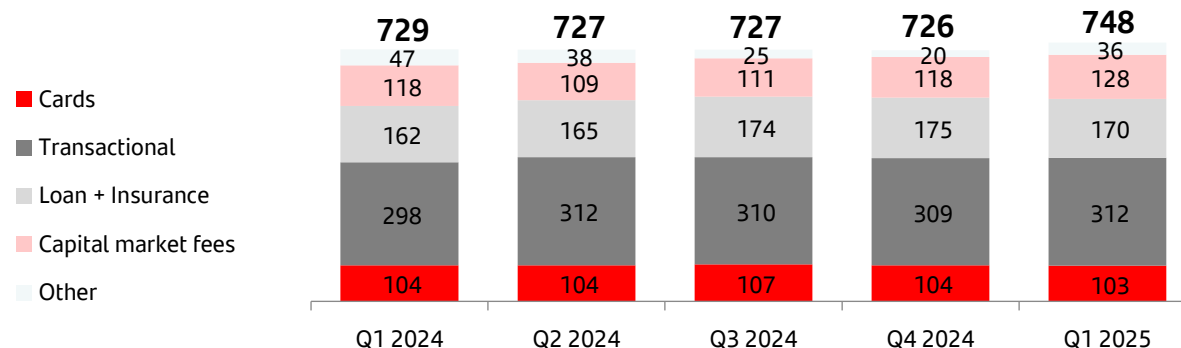
- In Q1 2025, the commission income amounted to PLN 748 million and increased by 3% YoY and by 3% compared to the previous quarter.
- In annual terms, good results in asset management fees (+14% YoY), insurance (+6% YoY), FX (+6% YoY) and brokerage fees (+18% YoY).
- In quarterly terms, good results in account service fees (+11% QoQ), e-business (+10% QoQ), brokerage fees (+18% QoQ).
- In SCB, the commission income was -38% YoY and -27% compared to Q4 2024 due to higher securitization costs.

Net fee and commission income of SCB Group

PLN 21m (Q1 2025)  
PLN 33m (Q1 2024)

## Net fee and commission income

PLN m



## Net fee and commission income

PLN m

	Q1 2025	Q1 2024	YoY (%)	QoQ (%)
Cards	103	104	0%	-1%
Transactional	312	298	5%	1%
Loans + insurance	170	162	5%	-3%
Capital markets*	128	118	9%	8%
Other	36	47	-24%	81%
<b>Total</b>	<b>748</b>	<b>729</b>	<b>3%</b>	<b>3%</b>

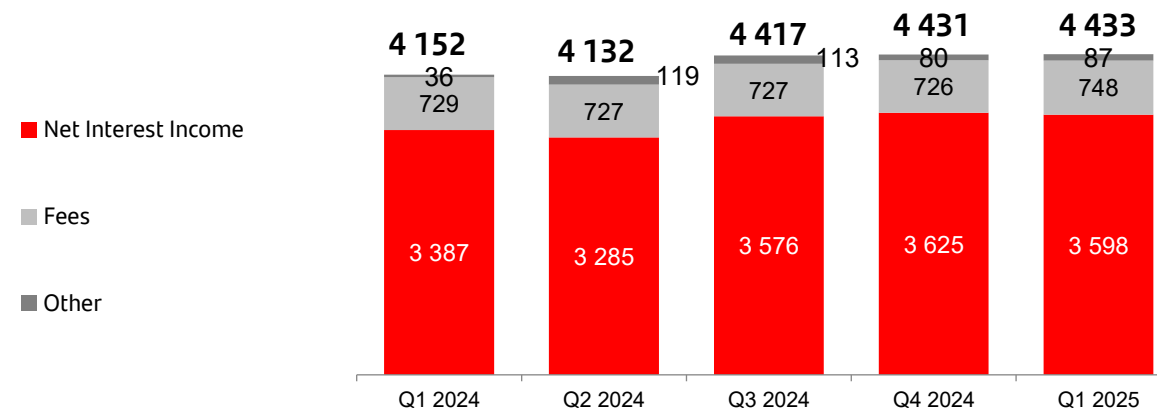
# Income

## Comment

- The Group's total income in Q1'25 amounted to PLN 4.4bn and increased by 7% YoY while on quarterly basis it increased slightly.
- Higher interest income by 6% YoY and higher net commission income by 3% YoY.
- Income from other operations increased by 142% YoY and by 8% compared to the previous quarter due to higher profits from financial activities and lower costs of settlements with FX mortgage loans borrowers, booked under the item "Result on derecognition of financial instruments measured at amortized cost".
- Net trading income and revaluation increased by PLN 36.2m YoY to PLN 36.0m, reflecting a rise of PLN 24.9m YoY to PLN 58m in the total gain on trading in debt and equity securities measured at fair value through profit or loss.

## Income

PLN m



PLN m

	Q1 2025	Q1 2024	YoY (%)	QoQ (%)
Net interest income	3 598	3 387	6%	-1%
Net fee and commission income	748	729	3%	3%
<b>Total</b>	<b>4 346</b>	<b>4 116</b>	<b>6%</b>	<b>0%</b>
Gains/ losses on financing activities	37	6	555%	-24%
Other income items	49	30	64%	75%
<b>Total income</b>	<b>4 433</b>	<b>4 152</b>	<b>7%</b>	<b>0%</b>

# Operating expenses

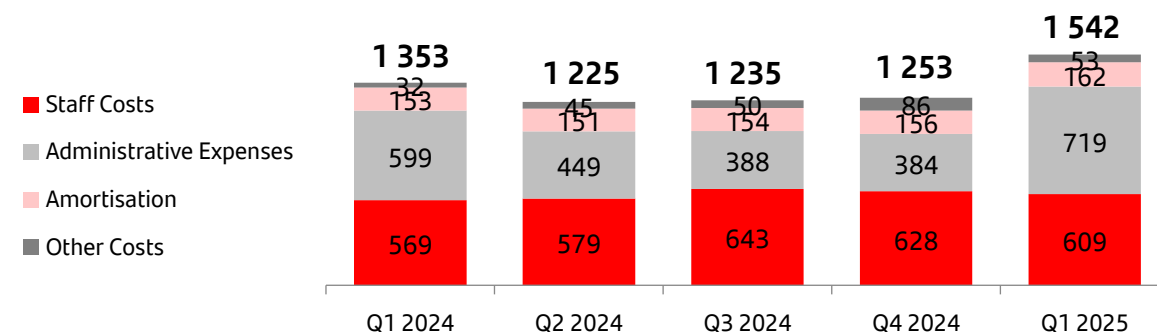
## Comment

- Total costs in Q1'25 amounted to PLN 1.5bn and increased by 14% YoY. This is mostly the result of a higher BFG contributions - PLN 306m in Q1'25 compared to PLN 206m in Q1'.
- Compared to the previous quarter, total costs adjusted for regulatory costs decreased by 2%.
- After excluding regulatory costs, total costs increased by 8% YoY, mainly due to inflation, salary increases and services.
- Staff costs increased by 7% YoY.
- After excluding regulatory costs, administrative costs recorded an increase of 5% YoY and by 7% compared to the previous quarter, mainly due to an increase in costs in IT-related lines.
- In SCB, operating costs in Q1'25 amounted to PLN 151m and decreased by 10% YoY. In quarterly terms, total costs increased by 16% QoQ due to posting the BFG contribution.

Group C/I ratio at 34.8% in Q1'25 compared to 32.6% in Q1'24. Comparable C/I ratio is 27.9%.

## Operating expenses

PLN m



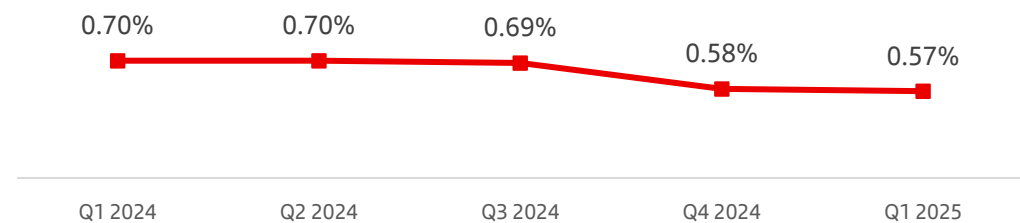
PLN m

	Q1 2025	Q1 2024	YoY (%)	QoQ (%)
Administrative and staff expenses	(1 328)	(1 168)	14%	31%
Staff expenses	(609)	(569)	7%	-3%
Administrative expenses	(719)	(599)	20%	87%
Amortisation/depreciation + other	(215)	(185)	16%	-11%
<b>Total costs</b>	<b>(1 542)</b>	<b>(1 353)</b>	<b>14%</b>	<b>23%</b>

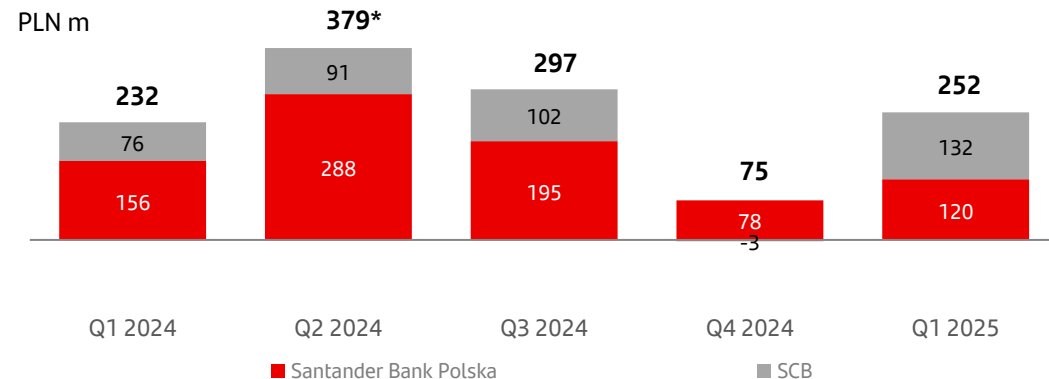


## Provisions and credit portfolio quality

### Cost of credit

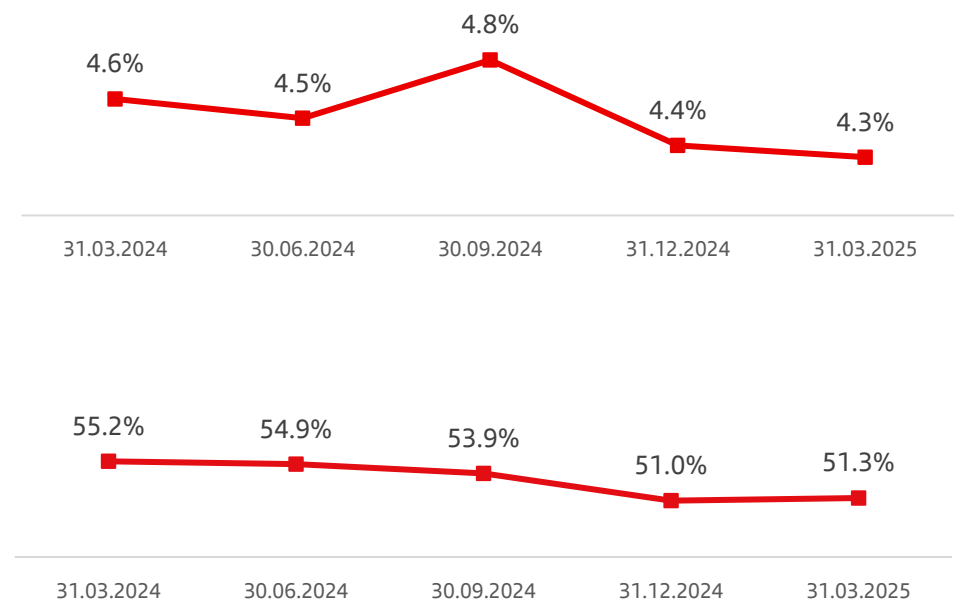


### Net provisions



\* 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

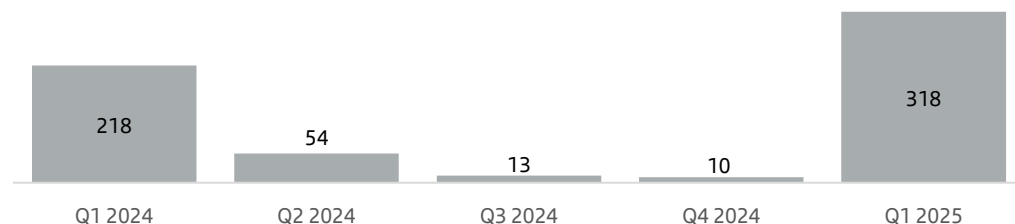


Including POCI – purchased or originated credit-impaired assets

## Banking tax and regulatory costs

### Amounts payable to the BGF, PFSA, KDPW, IPS and BSF

PLN m



#### Resolution fund\*:

- 2025 SBP Group PLN 284m: SBP PLN 272m, SCB PLN 12m
- 2024 SBP Group PLN 250m: SBP PLN 233m, SCB PLN 17m

### Banking tax

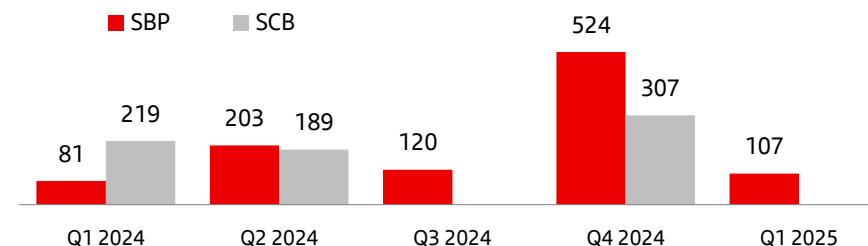
Pursuant to the Act of 1 February 2016 on tax imposed on certain financial institutions, bank assets are subject to a tax of 0.0366% per month. In Q1'2025, the total tax charged to Santander Bank Polska S.A. and SCB S.A. in this respect was PLN 215m (PLN 205m and PLN 10m, respectively).

## NPL sales

### NPL sales

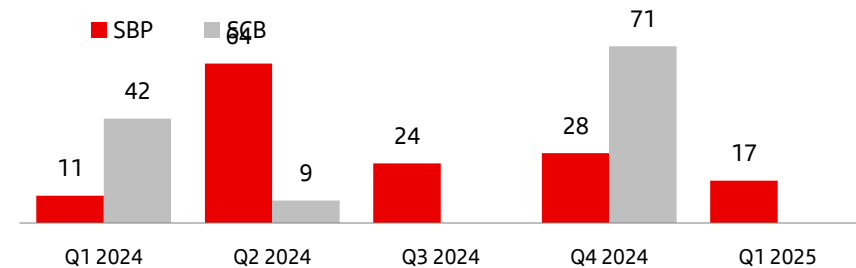
■ SBP ■ SCB

PLN m



### Impact of NPL sales on PBT

PLN m



**SBP 2025:** NPL sales: PLN 107m, impact on PBT: PLN 17m  
**SCB 2025:** -

# Results for 2024

## Comment

- Net profit in Q1 totalled PLN 1.7bn. On comparable basis, it increased by 4% YoY.
- In Q1 2025, net interest and commission income increased by 6% YoY.
- In Q1 2025, income grew by 7% YoY.
- Cost to income ratio at 34.8%.
- Cost of credit risk at 0.57%.
- Effective tax rate influenced by regulatory costs and the cost of legal risk attached to FX mortgage loans.

## Results for 2024

PLN m

	Q1 2025	Q1 2024	YoY (%)
Net interest and fee income	4 346	4 116	6%
Gross income	4 433	4 152	7%
Total costs	-1 542	-1 353	14%
Credit impairment allowances	-252	-232	9%
Cost of legal risk associated with foreign currency mortgage loans	-121	-296	-59%
Tax on financial institutions	-215	-198	8%
<b>PBT</b>	<b>2 332</b>	<b>2 097</b>	<b>11%</b>
Income tax	-541	-499	8%
<b>Profit attributable to shareholders of Santander Bank Polska S.A.</b>	<b>1 734</b>	<b>1 565</b>	<b>11%</b>
Effective tax rate	23.2%	23.8%	

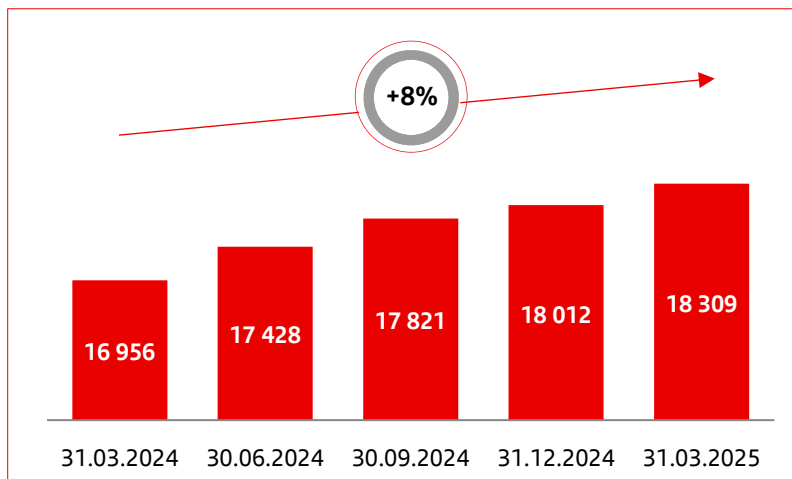
Attachments

05

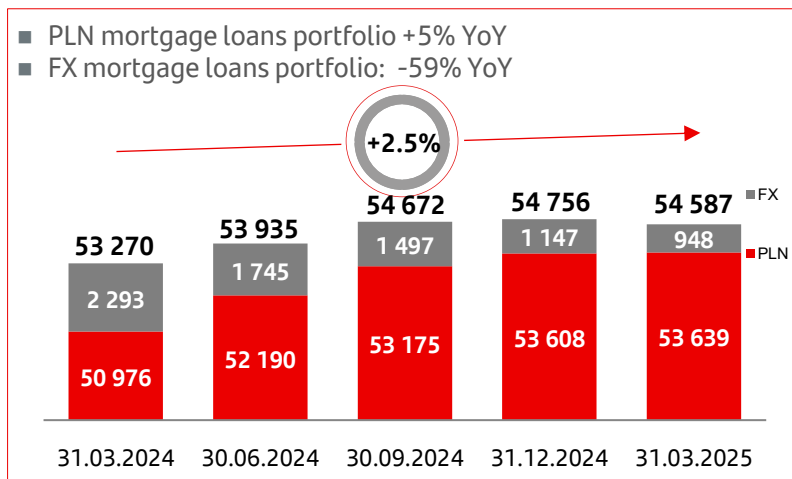
# Retail Banking - growth in lending activity

mIn PLN

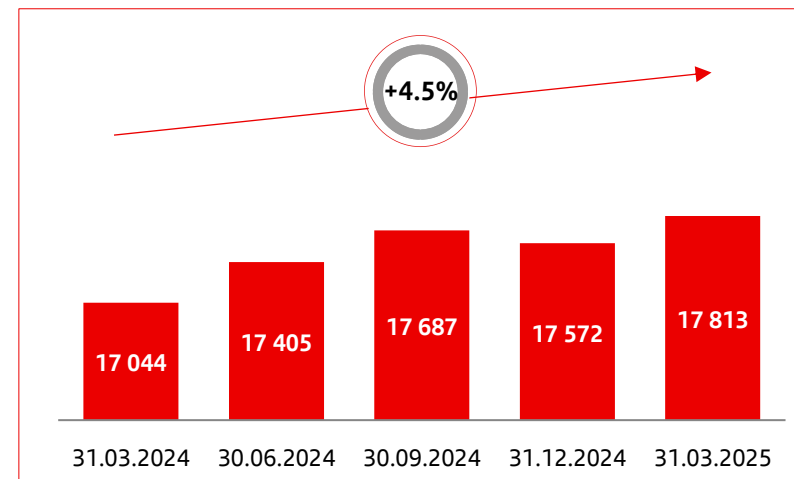
## Cash loans portfolio (gross)



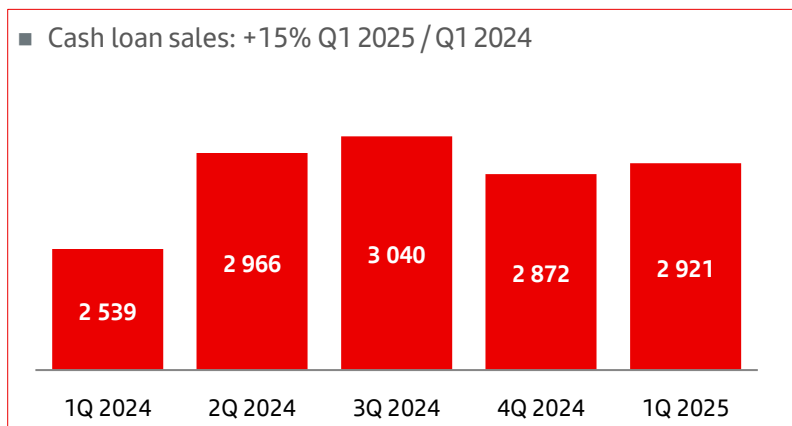
## Mortgage loans and advances portfolio (gross)



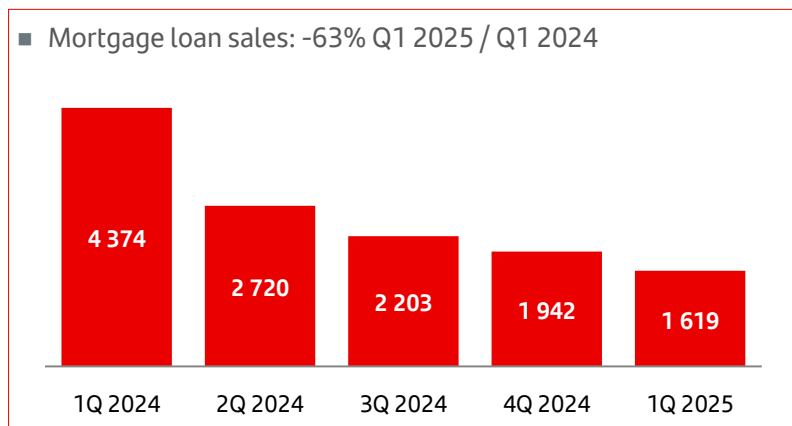
## SME financing portfolio (Loans & Leasing) (gross)



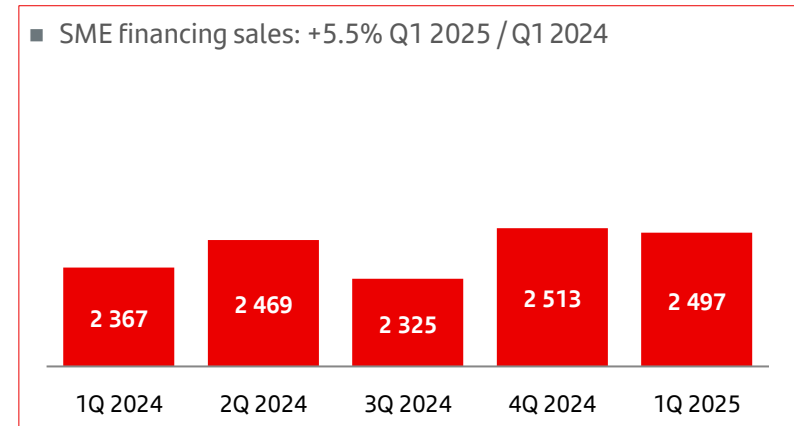
## Cash loans – sales



## Mortgage loans – sales by disbursements



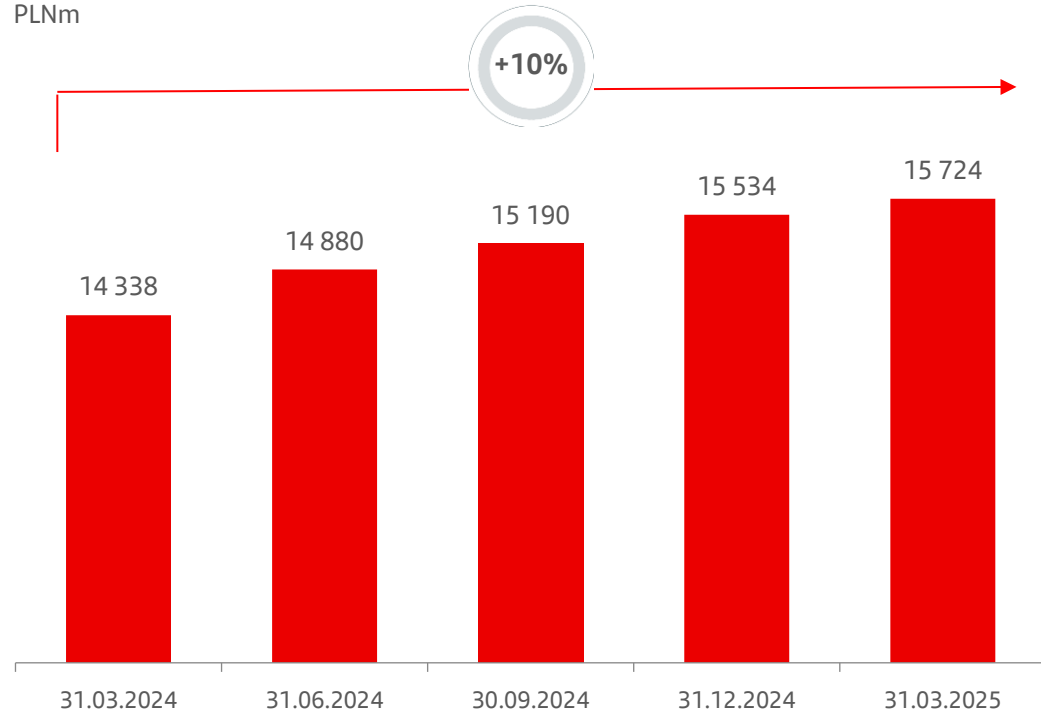
## SME financing (Loans & Leasing) - sales



## Santander Leasing

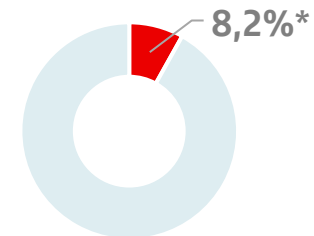
### Portfolio

PLNm



- Leasing portfolio: PLN 15.7bn, +10% YoY
- A very good quarter in terms of financing green investments – an increase of 33% YoY, investments value PLN: 215m
- Dynamics of financing clients from the SME segment +7% YoY

### Market share



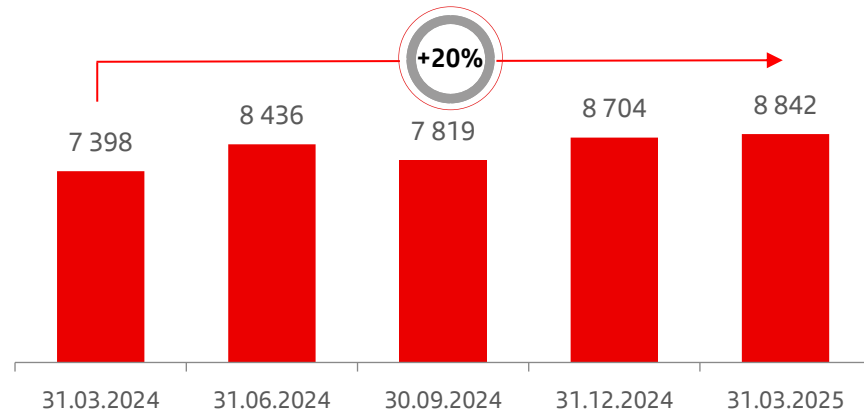
\*As at 01/02/2025



# Santander Factoring

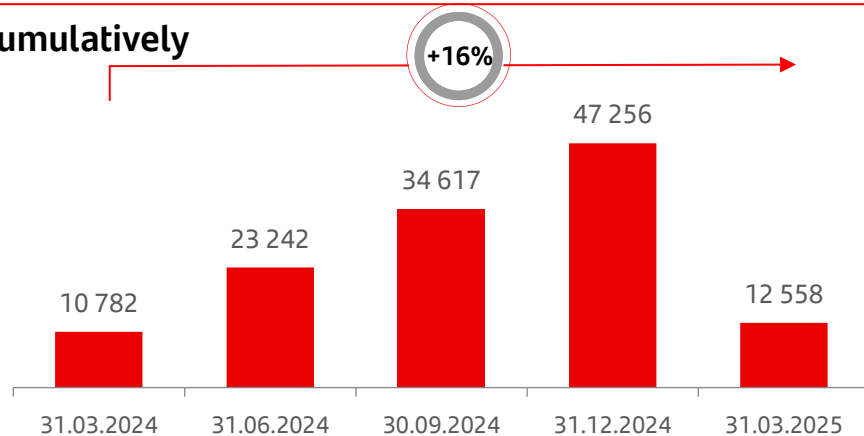
## Portfolio

PLNm

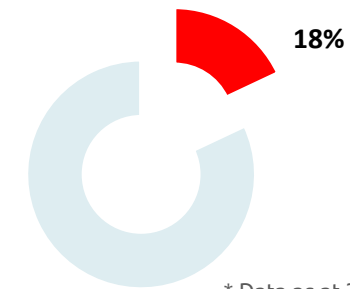


## Turnover cumulatively

PLNm



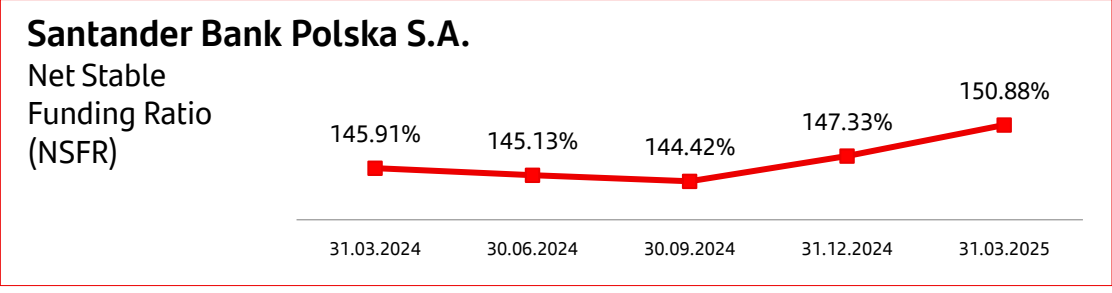
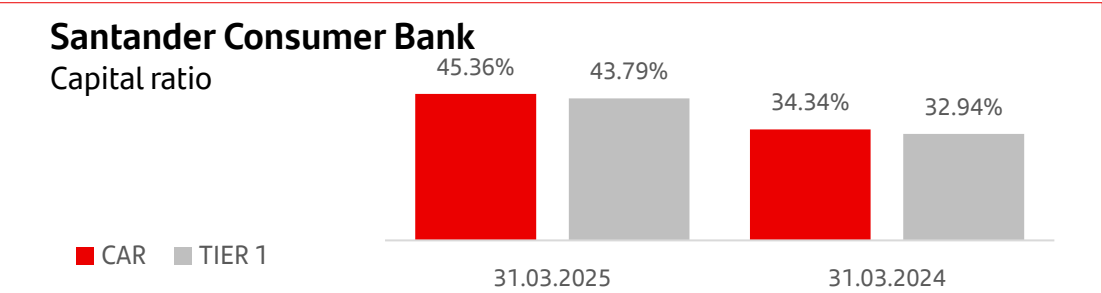
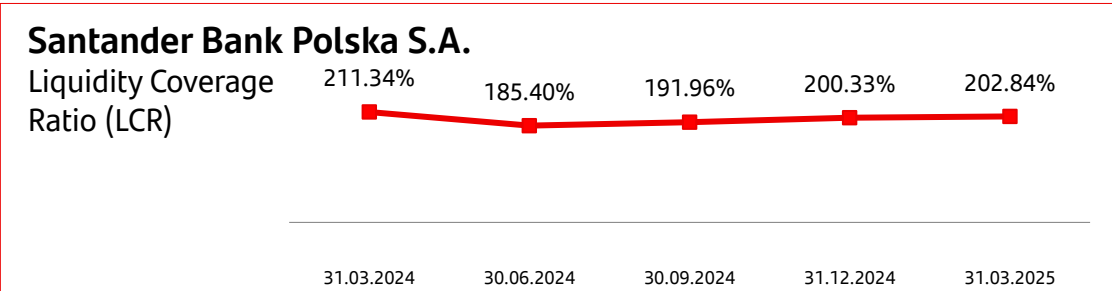
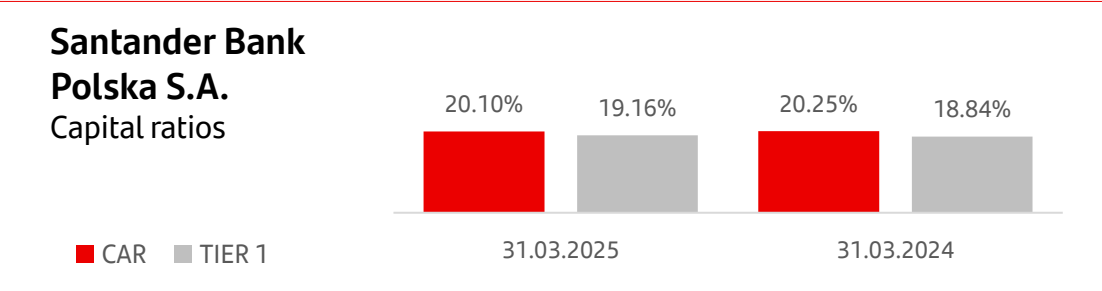
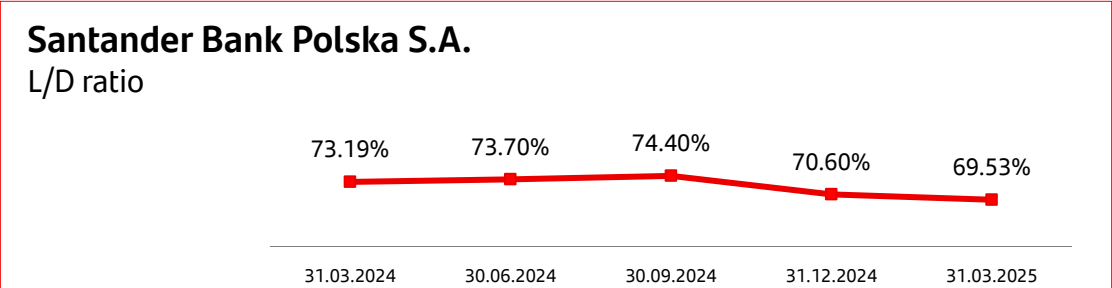
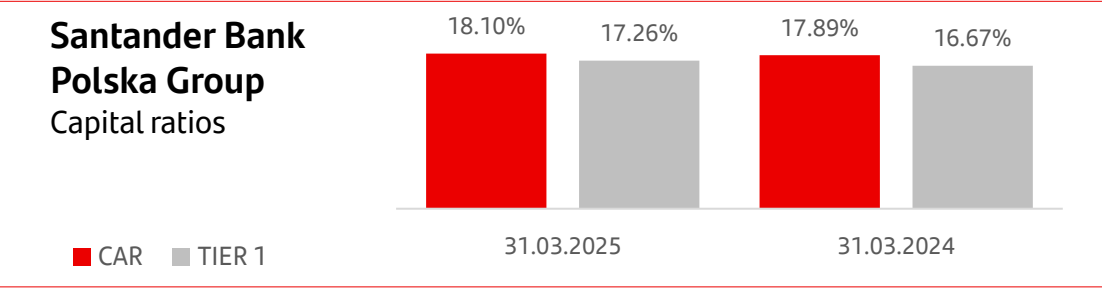
## Market share



\* Data as at 31/03/2025

- Santander Factoring was the market leader in terms of the balance sheet in Q1 2025 , increasing it by 20% YoY.
- Santander Factoring maintains its first position in payables financing (up to 19% YoY with 18% market share).
- The Polish factoring market increased by 8% YoY while Santander Factoring grew by 16% YoY after Q1 2025.
- Santander Factoring won the third place in the Forbes monthly ranking Forbes Diamonds 2025 in March 2025. Forbes Diamonds are awarded to dynamically developing companies with stable financial situation.

# Capital and liquidity position



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

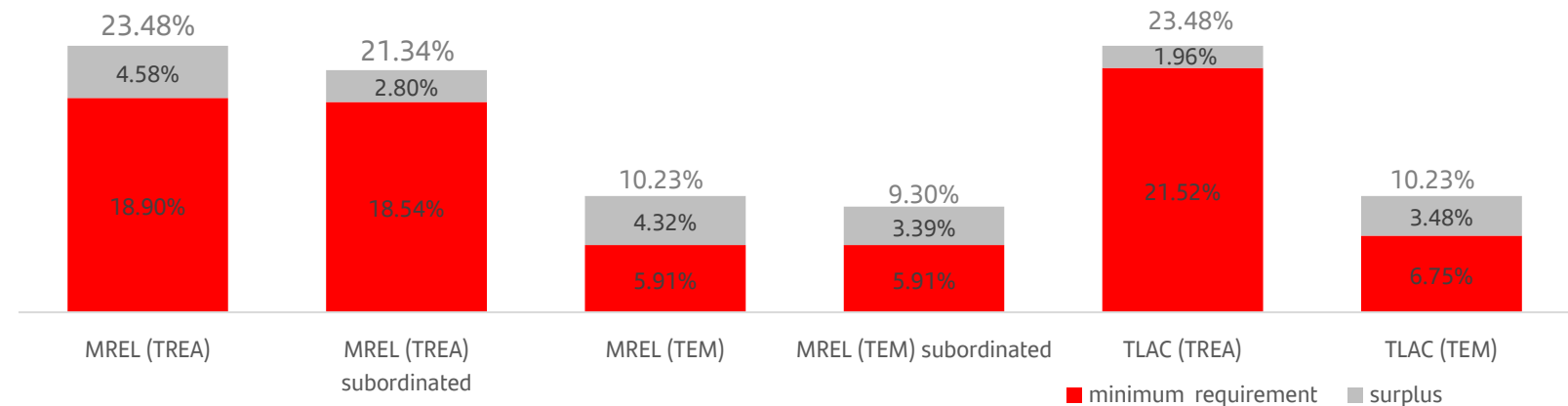
## MREL

- 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 at 31 March 2025, 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%.
- On 23 April 2025, the Bank was notified by the Bank Guarantee Fund of the target MREL. Final MREL requirement is 15.36% 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 15.22% of TREA and 5.91% of TEM.

## 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 March 2025, 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 March 2025



## Key financial ratios

### Santander Bank Polska Group

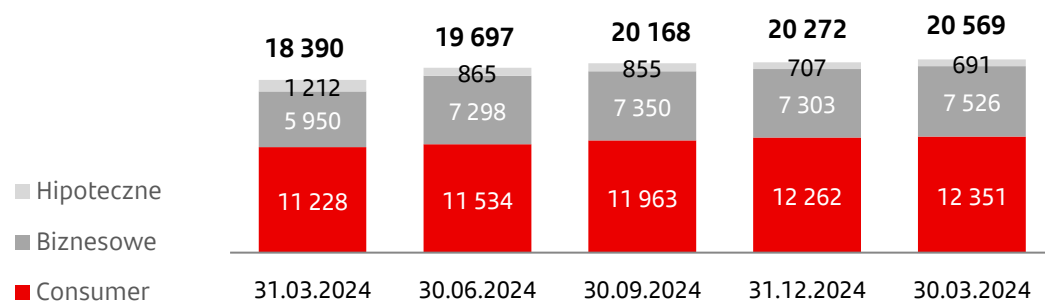
	1Q 2025	1Q 2024
Cost/ income	34.8%	32.6%
Net interest income/ total income	81.2%	81.6%
Net interest margin <sup>1)</sup>	5.14%	5.38%
Net fee and commission income/ total income	16.9%	17.5%
Net loans and advances to customers/ deposits from customers	74.2%	77.3%
NPL ratio <sup>2)</sup>	4.3%	4.6%
NPL provision coverage ratio <sup>3)</sup>	51.3%	55.2%
Costs of credit <sup>4)</sup>	0.57%	0.7%
ROE <sup>5)</sup>	19.5%	20.1%
ROTE <sup>6)</sup>	21.6%	21.9%
ROA <sup>7)</sup>	1.7%	1.9%
Total capital ratio <sup>8)</sup>	18.1%	17.89%
Tier 1 capital ratio <sup>9)</sup>	17.26%	16.67%
Book value per share (PLN)	357.76	342.65
Earnings per ordinary share (PLN) <sup>10)</sup>	16.96	15.31

## Key financial ratios

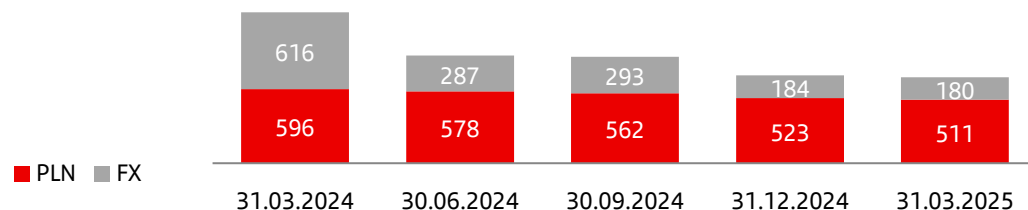
1. *Net interest income annualised on a year-to-date basis (excluding interest income from the portfolio of debt securities held for trading and other exposures related to trading) to average net earning assets as at the end of consecutive quarters after the end of the year preceding a given accounting 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

	31.03.2025	31.03.2024	r/r (%)	kw./kw. (%)
<b>Retail customers</b>	<b>13 042</b>	<b>12 440</b>	<b>5%</b>	<b>1%</b>
Mortgage loans	691	1 212	-43%	-2%
Consumer finance	12 351	11 228	10%	1%
<b>SME/ Leasing</b>	<b>7 526</b>	<b>5 950</b>	<b>26%</b>	<b>3%</b>
<b>Total gross loans</b>	<b>20 569</b>	<b>18 390</b>	<b>12%</b>	<b>2%</b>

- Total loans: +12%YoY:
- Mortgage loans: -43% YoY
- CHF mortgage loans: -70% YoY
- Consumer finance: +10%YoY
- Business loans: +26% YoY



# Santander Consumer Bank Group

## Key financial results

	1Q 2025	1Q 2024
Assets	26 249	23 375
Net Loans	19 121	16 959
Deposits	16 186	13 710
Total equity	4 426	4 443
Net profit	91	43
L/D (%)	118.1%	123.7%
C/I (%)*	44.6%	62.5%
ROE (%)	8.4%	3.9%
ROA (%)	1.4%	0.7%
CAR (%)	45.5%	34.3%
<i>CHF impact (gross)</i>	<i>-37</i>	<i>-82</i>
<i>Net profit adjusted</i>	<i>121</i>	<i>119</i>
<i>C/I adjusted</i>	<i>36.8%</i>	<i>42.6%</i>
<i>ROE adjusted</i>	<i>11.1%</i>	<i>10.8%</i>
<i>ROA adjusted</i>	<i>1.87%</i>	<i>2.02%</i>

\*C/I excluding tax on financial institutions.

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

### Contact details

Maciej Reluga  
CFO, Chief Economist  
[maciej.reluga@santander.pl](mailto:maciej.reluga@santander.pl)

Agnieszka Dowżycka  
Head of Investor Relations  
[agnieszka.dowzycka@santander.pl](mailto:agnieszka.dowzycka@santander.pl)



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



# Disclaimer

1. This presentation may contain forward-looking statements including, without limitation, statements concerning future business development and financial performance. These forward-looking statements:
  - represent our judgment and future expectations concerning the development of our business;
  - a number of risks and other important factors could cause actual results to differ materially from our expectations;
  - speak only as of the date of this document and are based on the knowledge, information available and views taken on such date; such knowledge, information and views may change at any time;
  - the Bank does not update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.
2. The information contained in this presentation must be read in conjunction with other publicly available information, including current and periodic reports published by the Bank, and interpreted accordingly.
3. This presentation gives no recommendation to buy, sell or otherwise deal in shares of Santander Bank Polska S.A. or in other securities or investments.
4. Neither this document nor any of the information contained herein constitutes an offer to sell or the solicitation of an offer to buy any securities.
5. Any person acquiring securities must do so:
  - on the basis of such person's own judgement as to the merits or the suitability of the securities for their purpose;
  - only on the basis of publicly available information;
  - having taken all such professional or other advice as considers necessary or appropriate in the circumstances;
  - and not in reliance on the information contained in this presentation.
6. Nothing in this presentation shall be construed as a profit forecast. Statements as to historical performance or financial accretion are not intended to mean that future performance, share price or future earnings (including earnings per share) for any period will necessarily match or exceed those of any prior period.