

citi handlowy

Bank Handlowy w Warszawie S.A.

Preliminary unaudited consolidated financial results for 4Q'23 and FY2023

FY'2023 summary | Record high net profit

Financial performance



Institutional Banking



Consumer Banking

Net profit

PLN 2.3 B +46% YoY Bond issue arrangement for an international financial institution

PLN 4.6 B +48% YoY Individual clients' deposits
PLN 19.2 B
+8% YoY

Revenue

PLN 4.5 B +24% YoY Volume of guarantees, letter of credit and factoring granted

PLN 1.8 B ~3x YoY

Number of Citigold Private Client

+22% YoY

ROE

29% +5 p.p. YoY Volume of long-term loans granted

PLN 1.6 B +3% YoY Investment products volume

+16% YoY

TCR

23.6% +6 p.p. YoY Digital Banking - CitiDirect 3.0

35 MM of transactions +4% YoY

Credit card acquisition

+65% YoY



4Q'23 | Financial results summary

Financial results for 4Q'23

Revenue Net profit
PLN 980 MM PLN 449 MM

ROE 28.6%

Balance sheet YoY dynamics

Loans (7%)

Deposits +9%

Total Capital Ratio

TCR 23.6%

Business segments' performance in 4Q'23

Institutional Banking

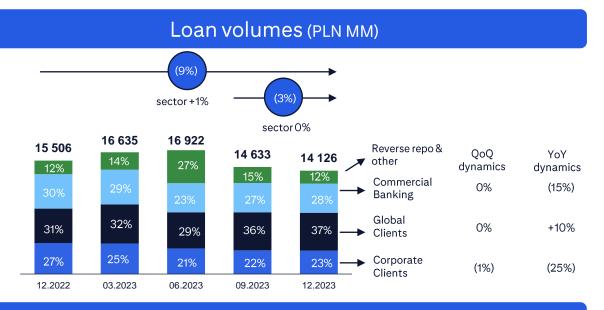
- Revenue: decrease reflecting repositioning of balance sheet aimed among others at capital protection
- Loans: insignificant loan volume drop by 3% QoQ, accompanied by visible increase in short-term loans sale by 3% QoQ, in the area of the largest Polish companies especially
- Key transactions: granting of a sustainability linked loan for the company from Commercial Banking Segment at the amount of PLN 250 MM
- FX: FX volumes growth by 4% QoQ, driving growth on FX income by 6% QoQ
- Transaction Banking: very good business dynamics increase in a number of cross-border money transfers by 8% QoQ, domestic transfers by 6% QoQ. Meanwhile corporate credit card transactions value increased by 24% QoQ

Consumer Banking

- Revenue: decrease by 3% QoQ as a result of lower interest income (reference rate drop)
- Loans: rebound in loans by 1% QoQ as a result of higher mortgage loans volume
- FX: number of transactions in CitiKantor remained unchanged QoQ
- Cards: decrease of credit cards' transactions volume by 3% QoQ as a result of lower value of cards transactions abroad.
- Private Banking: continued Citigold Private Client number growth by 3% QoQ. Increase in balance of participation units in investment products portfolio by 3% QoQ.



Institutional Banking | Business volumes

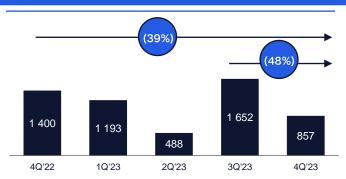






4Q 2023 transaction volumes

1. New loans to institutional clients (PLN MM)



* New financing granted or increase in current financing volume

2. FX volumes

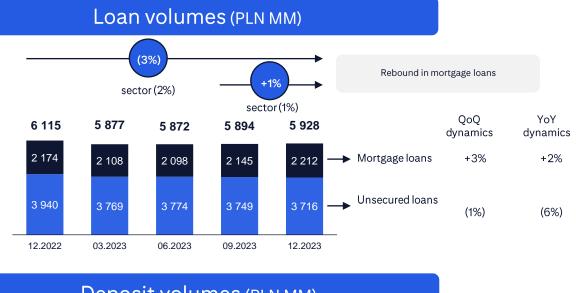
- FX volumes decreased by 20% YoY against the background of high volatility in 2022
- Return of FX volumes growth in Commercial Banking Segment (+3% YoY)

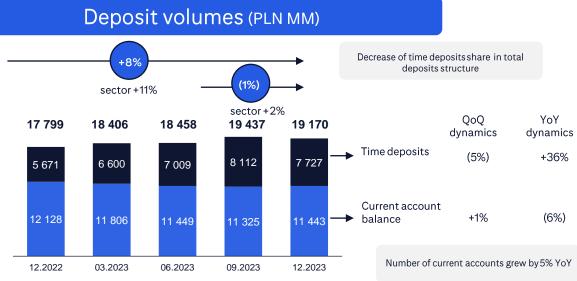
3. Transaction Banking

- 19% YoY number of cross-border money transfers
- 13% YoY value of corporate credit cards transactions
- 16% YoY number of transactions processed online



Consumer Banking | Business volumes





4Q 2023 transaction volumes

1. FX volumes

- FX volumes decrease by 29% YoY
- 59% of FX volumes are processed via CitiKantor
- Number of transactions in CitiKantor grew by 12% YoY
- 43 thousands of Clients used CitiKantor since the platform was launched

2. Private Banking

- 116% YoY average Total Relationship Balance
- **122%** YoY number of Citigold Private Clients

3. Cards

- 11% YoY card transaction value (domestic)
- 16% YoY card transaction value (crossborder)



Institutional Banking | Key transactions in 4Q'23

Sustainable-Linked Loan

American Heart of Poland

PLN 250 MM

Citi Handlowy granted financing within banks' consortium for acquisition and investments needs of the Client

citi handlowy®

Consortium Loan

Breticontic Investments

Innova Capital

Citi Handlowy granted financing within banks' consortium for transaction of separation of Polish manufacturing plants from international Pfeiderer Group. The funds will be utilized for acquisition, investment and general purposes of the company.

citi handlowy®

Financing granted 4Q 2023

Commercial Banking

PLN 517 MM

Strategic Clients

PLN 260 MM

Global Clients

PLN 80 MM



ESG New Senatorska office

Citi Handlowy main building's renovation is a milestone in achieving net zero GHG own emission by 2030

New Senatorska office with the highest energy effectiveness standards

Energy efficiency thanks to own and renewable energy sources

Photovoltaic panels power 50 [kW]

Dynamic lighting with ability to personify and adjust to natural light amount

Energy-efficient fan coil motors

Water consumption reduction

Close water circulation – rainwater retention system and flush water efficient use

Waste management

- Plastic and polystyrene foam use elimination
- Buying back used computer equipment



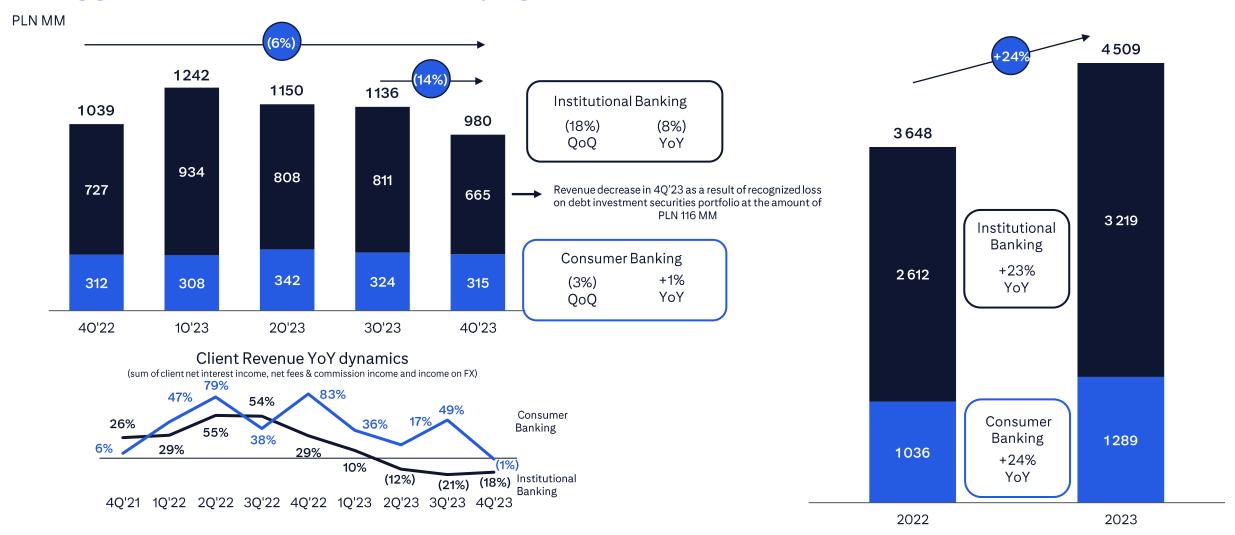


Consolidated financial results



Total revenue

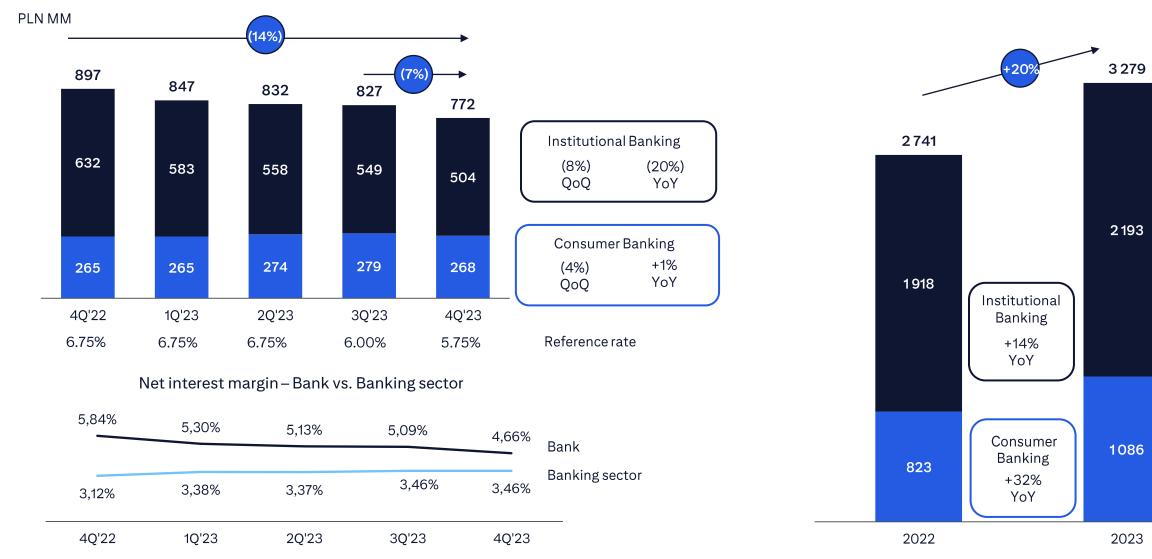
Strong growth of revenues in 2023 driven by high interest rates environment





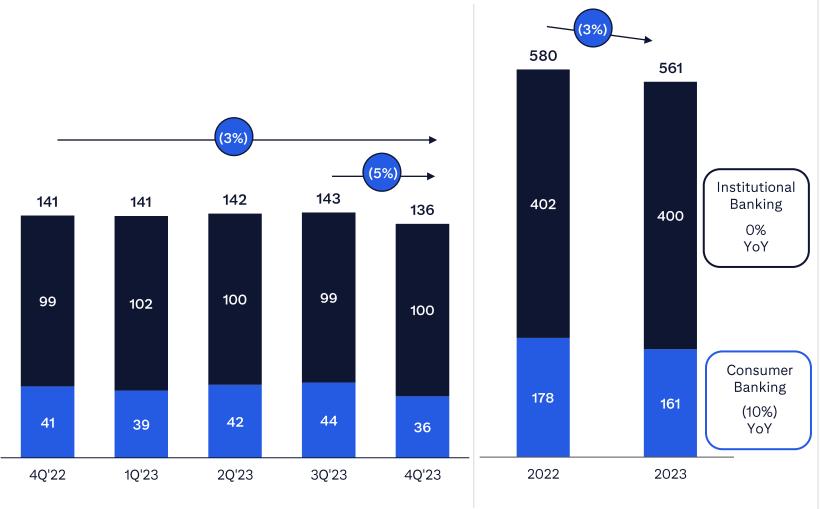
Net interest income

Active balance sheet management aimed at maximizing of interest income.

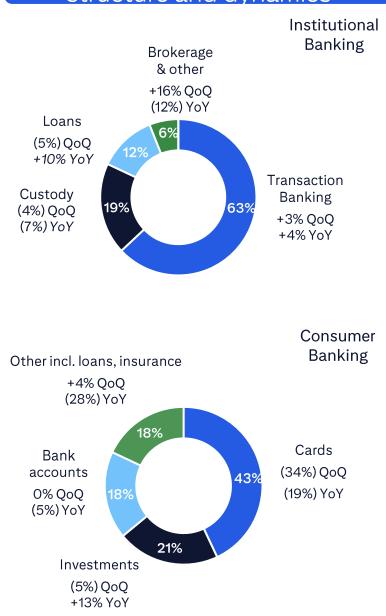




Net fees and commission income



4Q'23 NF&CI structure and dynamics





Treasury

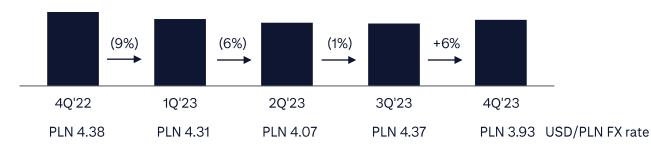
Treasury result (PLN MM)

Balance sheet structure



st Sum of net interest income on debt securities, amounts due from banks and derivatives in hedge accounting

Income on FX – client activity (Institutional Banking)



Revaluation reserve (PLN MM)

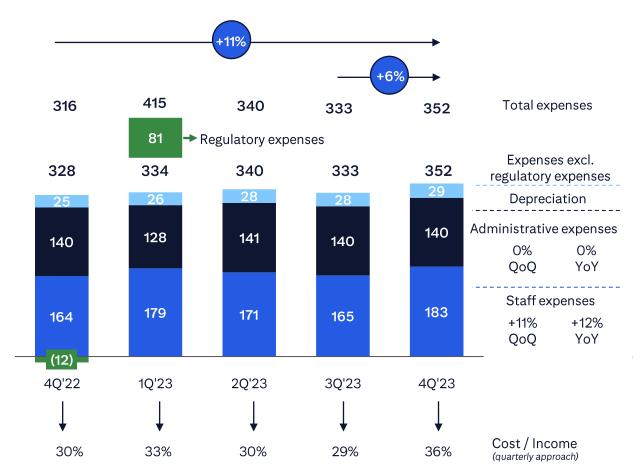


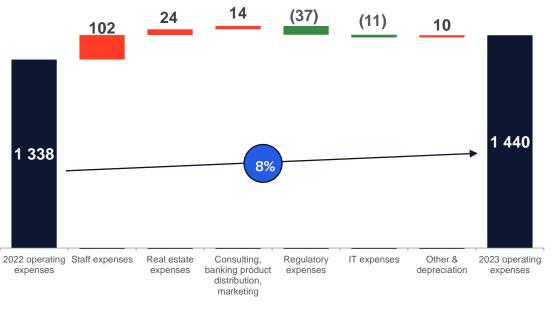


Expenses

Operating expenses (PLN MM)

Expenses by type (PLN MM)



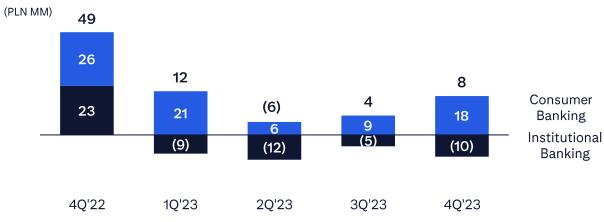




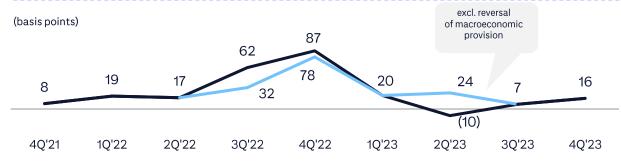
Cost of Risk

Cost of Risk

Institutional Banking: lower credit exposure Consumer Banking: loan portfolio stabilization



*Increase of provisions presented with the sign (+), decrease with the sign (-)



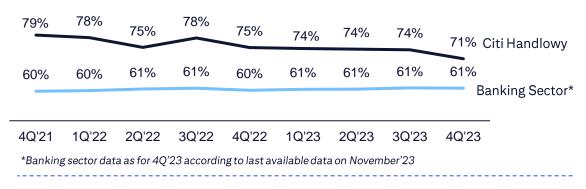
Annualized quarterly result on expected credit losses divided by average gross loan portfolio

citi handlowy

Coverage ratio and NPL

Citi Handlowy's loan portfolio quality ratios significantly better compared to the banking sector

Coverage ratio



Share of stage 3 in loan portfolio

(amounts due from financial sector and non financial sector)

5,4%	5,3%	5,2%	5,3%	5,2%	5,1%	5,2%	5,3%	5,2% Banking sector*
4,1%	3,8%	3,6%	3,7%	4,0%	3,9%	3,5%	4,0%	3,9% Citi Handlowy
4Q'21	1Q'22	2Q'22	3Q'22	4Q'22	1Q'23	2Q'23	3Q'23	4Q'23

*Banking sector data as for 4Q'23 according to last available data on November'23

Summary of the Capital Group financial results

	4Q23	3Q23	△QoQ	4Q22	$\triangle Y \circ Y$	2023	2022	△YoY
Net interest income	772	827	(7%)	897	(14%)	3 279	2 741	20%
Net fee and commission income	136	143	(5%)	141	(3%)	561	580	(3%)
Core revenue	908	970	(6%)	1038	(13%)	3 840	3 321	16%
Treasury	63	175	(64%)	(3)	_	649	324	100%
Other revenues	9	(9)	_	4	143%	19	3	589%
Total revenue	980	1136	(14%)	1039	(6%)	4 509	3 648	24%
Expenses	(352)	(333)	6%	(316)	11%	(1440)	(1 338)	8%
Operating margin	629	803	(22%)	723	(13%)	3 069	2 310	33%
Provisions	(8)	(4)	116%	(49)	(83%)	(18)	(105)	(83%)
Profit before tax	572	749	(24%)	619	(8%)	2 861	1995	43%
Corporate income tax	(122)	(158)	(22%)	(140)	(12%)	(604)	(449)	35%
Bank levy	(49)	(50)	(2%)	(55)	(11%)	(190)	(213)	(11%)
Net income	449	592	(24%)	479	(6%)	2 256	1546	46%
ROE	28.6%	30.7%	(2.2 pp.)	24.0%	4.6 pp.			
ROA	2.3%	3.2%	(0.9 pp.)	2.2%	0.1 pp.			
Revaluation reserve	128	(141)	(191%)	(574)	(122%)	128	(574)	(122
Assets	73 393	72 377	1%	69 801	5%	73 393	69 801	5%
Net loans	20 054	20 527	(2%)	21 621	(7%)	20 054	21 621	(7%)
Deposits	53 193	51749	3%	48 795	9%	53 193	48 795	9%
Loans / Deposits	38%	40%		44%				
TCR	23.6%	23.0%		17.6%				



Citi Handlowy – change in share price

Change in Bank's share price vs. WIG-Banks index

BHW valuation vs. other banks



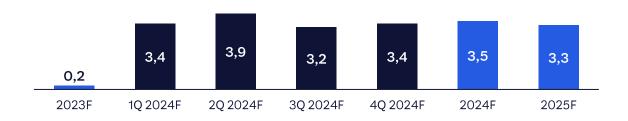


Appendix



Forecasts for Polish economy

GDP of Poland (%, YoY)



- In base scenario interest rates will remain unchanged in 2024. Monetary Policy Council will return to interest rates cuts only at the beginning of 2025
- CPI inflation path will depend on administrative decision timing of VAT increase as well as when and in which scale electric Energy prices will be unfreeze
- Private consumption driven by dynamic growth of real minimal wages will remain as main factor of GDP growth in 2024

Based on Citi analyst forecast (data as of 12/02/2024)

Consumption and inflation CPI (%, YoY)

NBP reference rate (%, EoP)





Capital Group - profit and loss account

		1000	2Q23	3Q23	4000	4Q23 vs.3Q23		4Q23 vs.4Q22		2022	2222	2023 vs 2022	
PLN MM	4Q22	1Q23	2Q23	3Q23	4Q23	PLN MM	%	PLN MM	%	2022	2023	PLN MM	%
Net interest income	897	847	832	827	772	(55)	(7%)	(125)	(14%)	2 741	3 279	538	20%
Net fee and commission income	141	141	142	143	136	(7)	(5%)	(5)	(3%)	580	561	(18)	(3%)
Dividend income	0	0	10	1	0	(1)	(74%)	0	111%	11	11	0	3%
Net gain on trading financial instruments and revaluation	85	232	184	203	179	(24)	(12%)	94	111%	647	797	150	23%
Net gain on debt investment financial assets measured at fair value through other comprehensive income	(88)	24	(28)	(28)	(116)	(87)	308%	(28)	32%	(323)	(148)	175	(54%)
Hedge accounting	(O)	(3)	(2)	(3)	(2)	1	(21%)	(2)	1307%	(2)	(10)	(8)	455%
Treasury	(3)	253	153	172	61	(111)	(65%)	64	-	322	639	317	98%
Net gain on other equity instruments	3	1	14	2	18	17	992%	15	504%	11	35	24	225%
Net other operating income	1	(O)	(1)	(9)	(7)	2	(21%)	(8)	-	(17)	(17)	-	0%
Revenue	1039	1242	1150	1136	980	(155)	(14%)	(59)	(6%)	3 648	4 509	861	24%
Expenses	(291)	(389)	(312)	(305)	(322)	(17)	6%	(31)	11%	(1 235)	(1329)	(94)	8%
Depreciation	(25)	(26)	(28)	(28)	(29)	(1)	5%	(4)	16%	(103)	(111)	(8)	8%
Expenses and depreciation	(316)	(415)	(340)	(333)	(352)	(19)	6%	(36)	11%	(1 338)	(1440)	(102)	8%
Operating margin	723	827	810	803	629	(174)	(22%)	(94)	(13%)	2 310	3 0 6 9	759	33%
Profit/(loss) on sale of tangible fixed assets	(0.1)	(0.0)	(0.1)	0.0	(0.1)	(0.1)	-	(0.0)	15%	3	(0.1)	(3)	-
Provision for expected credit losses on financial assets and provisions for off-balance sheet commitments	(49)	(12)	6	(4)	(8)	(4)	116%	41	(83%)	(105)	(18)	87	(83%)
Tax on certain financial institutions	(55)	(47)	(45)	(50)	(49)	1	(2%)	6	(11%)	(213)	(190)	23	(11%)
EBIT	619	768	771	749	572	(177)	(24%)	(47)	(8%)	1995	2 861	866	43%
Corporate income tax	(140)	(165)	(160)	(158)	(122)	35	(22%)	17	(12%)	(449)	(604)	(155)	35%
Net profit	479	604	612	592	449	(142)	(24%)	(30)	(6%)	1546	2 256	711	46%
C/I ratio	30%	33%	30%	29%	36%					37%	32%		



Institutional Banking - profit and loss account

	4000	4000	2022	3023	4000	4Q23 vs.3Q23		4Q23 vs4Q22		2022	2022	2023 vs 2022	
PLN MM	4Q22	1Q23	2Q23	3Q23	4Q23	PLN MM	%	PLN MM	%	2022	2023	PLN MM	%
Net interest income	632	583	558	549	504	(45)	(8%)	(128)	(20%)	1918	2 193	275	14%
Net fee and commission income	99	102	100	99	100	1	1%	1	1%	402	400	(1)	(0%)
Dividend income	0	0	2	1	0	(1)	(91%)	(O)	(9%)	3	3	(O)	(6%)
Net gain on trading financial instruments and revaluation	75	224	174	193	170	(24)	(12%)	95	126%	602	761	159	26%
Net gain on debt investment financial assets measured at fair value through other comprehensive income	(88)	24	(28)	(28)	(116)	(87)	308%	(28)	32%	(323)	(148)	175	(54%)
Hedge accounting	(O)	(3)	(2)	(3)	(2)	1	(21%)	(2)	1307%	(2)	(10)	(8)	455%
Treasury	(13)	245	144	162	52	(110)	(68%)	65	-	277	603	326	118%
Net gain on other equity instruments	4	(O)	2	1	5	4	354%	1	39%	8	8	0	5%
Net other operating income	5	5	3	(1)	4	5		(O)	(10%)	4	11	7	189%
Revenue	727	934	808	811	665	(146)	(18%)	(62)	(8%)	2 612	3 219	608	23%
Expenses	(140)	(214)	(142)	(141)	(150)	(9)	7%	(10)	7%	(629)	(647)	(18)	3%
Depreciation	(6)	(6)	(6)	(6)	(7)	(O)	5%	(O)	6%	(24)	(25)	(1)	4%
Expenses and depreciation	(147)	(220)	(149)	(147)	(157)	(10)	6%	(10)	7 %	(653)	(672)	(19)	3%
Operating margin	581	714	660	664	509	(156)	(23%)	(72)	(12%)	1959	2 547	588	30%
Profit/(loss) on sale of tangible fixed assets	(0.1)	0.0	0.0	0.0	0.0	(O)	-	0	(65%)	3	(O)	(3)	-
Provision for expected credit losses on financial assets and provisions for off–balance sheet commitments	(23)	9	12	5	10	5	90%	34	-	(58)	37	94	-
Tax on certain financial institutions	(48)	(34)	(31)	(34)	(34)	(O)	1%	14	(29%)	(183)	(133)	50	(27%)
EBIT	509	689	640	636	485	(151)	(24%)	(24)	(5%)	1721	2 451	729	42%
C/I ratio	20%	24%	18%	18%	24%					25%	21%		



Consumer Banking - profit and loss account

	1000	1000	2022	2002	1000	4Q23 vs.3Q23		4Q23 vs.4Q22		2222	2022	2023 vs. 2022	
PLN MM	4Q22	1Q23	2Q23	3Q23	4Q23	PLN MM	%	PLN MM	%	2022	2023	PLN MM	%
Net interest income	265	265	274	279	268	(10)	(4%)	3	1%	823	1086	263	32%
Net fee and commission income	41	39	42	44	36	(8)	(18%)	(6)	(14%)	178	161	(17)	(10%)
Dividend income	0	-	8	-	0	0	_	0	623%	8	8	1	7%
Net gain on trading financial instruments and revaluation	10	8	9	10	9	(1)	(8%)	(1)	(9%)	45	36	(9)	(20%)
Net gain on other equity instruments	(1)	1	12	1	13	13	2297%	14	-	3	27	24	844%
Net other operating income	(4)	(5)	(4)	(8)	(11)	(3)	33%	(7)	196%	(21)	(29)	(7)	35%
Revenue	312	308	342	324	315	(9)	(3%)	3	1%	1036	1289	253	24%
Expenses	(151)	(175)	(170)	(164)	(172)	(8)	5%	(22)	15%	(606)	(681)	(75)	12%
Depreciation	(19)	(20)	(22)	(22)	(23)	(1)	6%	(4)	20%	(79)	(86)	(7)	9%
Expenses and depreciation	(170)	(195)	(191)	(186)	(195)	(9)	5%	(26)	15%	(685)	(767)	(82)	12%
Operating margin	142	113	150	138	120	(18)	(13%)	(22)	(16%)	351	522	171	49%
Provision for expected credit losses on financial assets and provisions for off-balance sheet commitments	(26)	(21)	(6)	(9)	(18)	(9)	101%	7	(28%)	(47)	(55)	(7)	16%
Tax on certain financial institutions	(7)	(13)	(13)	(16)	(15)	1	(9%)	(8)	112%	(30)	(57)	(27)	90%
EBIT	110	79	131	113	87	(26)	(23%)	(23)	(21%)	273	410	137	50%
C/I ratio	54%	63%	56%	57%	62%					66%	60%		



Balance sheet - assets

		En		4Q23 vs. 4Q22			
PLN B	4Q22	1Q23	2 Q 23	3 Q 23	4 Q 23	PLN B	%
Cash and balances with the Central Bank	0.6	1.8	2.6	0.5	1.1	0.5	82%
Amounts due from banks	1.0	3.9	10.5	17.3	15.5	14.5	_
Financial assets held-for-trading	7.0	4.5	6.2	5.2	4.9	(2.1)	(31%)
Debt financial assets measured at fair value through other comprehensive income	37.2	36.2	27.1	26.3	29.6	(7.6)	(20%)
Customer loans	21.6	22.5	22.8	20.5	20.1	(1.6)	(7%)
Financial sector entities	3.8	4.0	6.3	4.5	4.2	0.4	10%
including reverse repo receivables	-	0.4	2.6	0.2	0.2	0.2	_
Non-financial sector entities	17.8	18.5	16.5	16.0	15.9	(1.9)	(11%)
Institutional Banking	11.7	12.6	10.6	10.1	10.0	(1.7)	(15%)
Consumer Banking	6.1	5.9	5.9	5.9	5.9	(0.2)	(3%)
Unsecured receivables	3.9	3.8	3.8	3.7	3.7	(0.2)	(6%)
Credit cards	2.2	2.1	2.1	2.1	2.1	(0.1)	(5%)
Cash loans	1.7	1.6	1.6	1.6	1.6	(0.1)	(6%)
Other unsecured receivables	0.1	0.0	0.0	0.0	0.0	(0.0)	(24%)
Mortgage	2.2	2.1	2.1	2.1	2.2	0.0	2%
Other assets	2.3	2.3	2.4	2.5	2.3	(0.0)	(2%)
Total assets	69.8	71.2	71.6	72.4	73.4	3.6	5%



Balance sheet - liabilities and equity

		End of period						
PLN B	4Q22	1Q23	2 Q 23	3 Q 23	4Q23	PLN B	%	
Liabilities due to banks	4.8	4.7	3.3	3.4	3.4	(1.4)	(30%)	
Financial liabilities held-for-trading	4.9	3.6	4.6	4.1	3.5	(1.4)	(28%)	
Financial liabilities due to customers	50.5	52.5	52.1	53.9	55.0	4.5	9%	
Financial sector entities - deposits	3.6	3.4	3.5	3.6	3.8	0.2	4%	
Non-financial sector entities - deposits	45.2	47.2	46.3	48.2	49.4	4.2	9%	
Institutional Banking	27.4	28.8	27.9	28.7	30.2	2.9	11%	
Consumer Banking	17.8	18.4	18.5	19.4	19.2	1.4	8%	
Other deposits	1.7	1.9	2.2	2.1	1.8	0.1	6%	
Other liabilities	1.6	1.7	3.2	2.0	1.8	0.1	7%	
Total liabilities	61.8	62.4	63.2	63.4	63.7	1.8	3%	
Share capital	0.5	0.5	0.5	0.5	0.5	_	0%	
Supplementary capital	3.0	3.0	3.0	3.0	3.0	0.0	0%	
Revaluation reserve	(0.6)	(0.3)	(0.2)	(0.1)	0.1	0.7	_	
Other reserves	2.8	2.8	3.2	3.2	3.2	0.4	13%	
Retained earning	2.2	2.8	1.8	2.4	2.9	0.7	33%	
Total Equity	8.0	8.8	8.4	9.0	9.7	1.8	22%	
Total liabilities & equity	69.8	71.2	71.6	72.4	73.4	3.6	5%	
Loans / Deposits ratio	44%	45%	46%	40%	38%			



Contact



Investor Relations: relacjeinwestorskie@citi.com

Adam Piotrak Investor Relations Head adam.piotrak@citi.com

Monika Paczuska Investor Relations Analyst monika.paczuska@citi.com

