

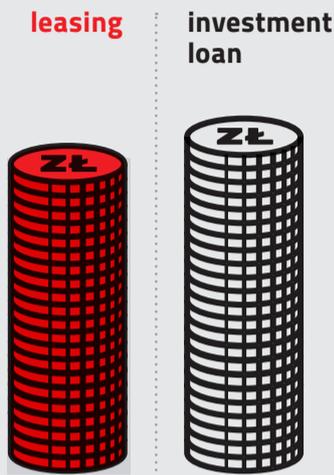


Polish leasing market

in H1 2016

LEASING VS. LOAN

The total value of active portfolio of leasing companies is comparable with the balance of investments loans granted by banks to companies



Source: PLA

PLN 97.2 bn

PLN 107.1 bn

LEASING VS. GDP

Leasing industry share in total Poland's GDP

3.14%



The relation of value of investments cofunded by leasing industry vs. total Poland's GDP is currently significantly higher than compared to other european countries.

Source: PLA

NUMBERS



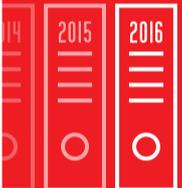
17.7%

The **growth** of Polish leasing industry, in H1 2016 (y/y)



28.1 PLN bn

The total **value** of new leasing volumes in Poland, H1 2016



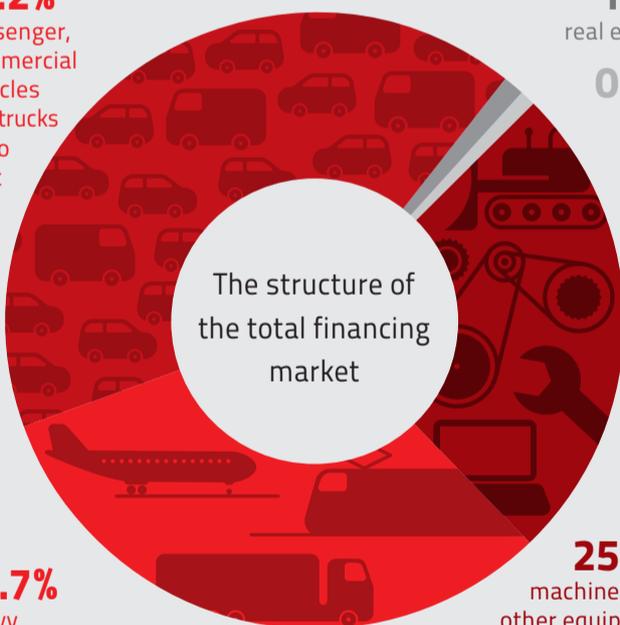
97.2 PLN bn

The total **outstandings** of Polish leasing industry at the end of June 2016

Source: PLA

STRUCTURE

41.2% passenger, commercial vehicles and trucks up to 3.5 t

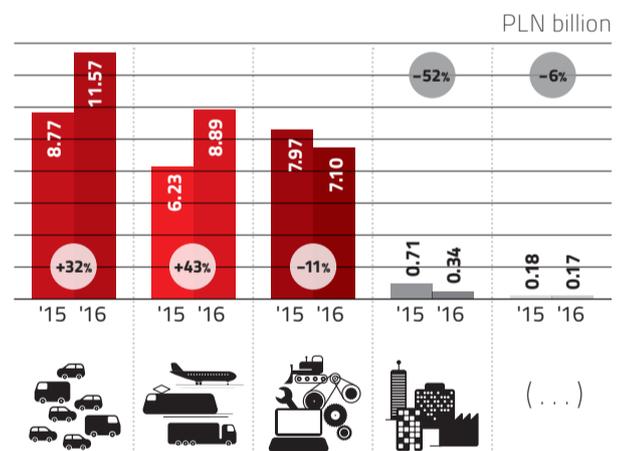


1.2% real estate
0.6% other

31.7% heavy transport

25.3% machines and other equipment including IT

New lease volumes per asset type – % period on period (H1 2016 / H1 2015)



The structure of the total financing market remains quite balanced (light vehicles, machinery, heavy transport), with significantly lower than in Western Europe involvement of real estate financing.

Source: PLA

SITUATION

Evaluation of leasing industry economic situation

The study concerns the assessment of the economic situation and is conducted among the people responsible for sale in leasing companies associated in the Polish Leasing Association.

The data refer to the evaluation of the passing period, and trends for the next quarter. The percent amounts determine what share of the surveyed companies have chosen a particular answer.

The study determines how, by representatives of leasing companies, will change the value of financed assets in Q3 comparing to Q2 2016.

employment – number of employees and associates

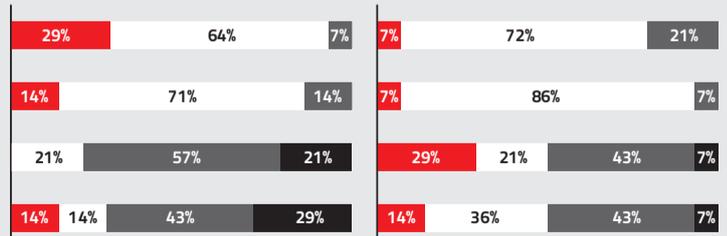
portfolio quality – number of dissolved contracts

market activity – number of new applications

new production – value of concluded contracts

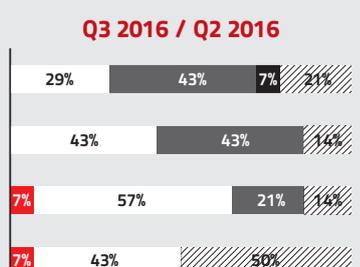
Q2 2016 / Q1 2016

Q3 2016 / Q2 2016



significant growth ■
 growth ■
 no changes ■
 drop ■
 significant drop ■
 not applicable ▨

passenger, delivery vehicles and trucks up to 3.5 tons
 heavy transport
 machines and other devices including IT
 real estate



Source: PLA