

# **Piraeus Bank Group**

1<sup>st</sup> Half 2009 Results Presentation











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### What are H1'09 Piraeus Group financial highlights?



#### **Total Equity**

€3,631 mn

(q-o-q +€203 mn +€370 mn pref.shares)

**Regulatory Capital** 

**€4,111 mn** (e)

#### **Capital Ratios**

Capital Adequacy 11.2% (e)
Tier 1 9.3% (e)
Equity Tier 1 7.9% (e)

Equity 1101 1

TE/TA\*

5.5%

### Financial Results (H1'09)

- Pre-provision income at €368 mn, -16% y-o-y
- Provision expense at €207 mn, +150% y-o-y; cost of risk at 107 bps vs. 83 bps in Q1 (49 bps H1'08)
- Net profit at €128 mn, -55% y-o-y, mainly affected by increased provision expenses

   +48% on a quarterly basis (€76 mn in Q2 vs. €52 mn in Q1)
- Net interest income at €528 mn, -5% y-o-y, but +7% q-o-q; Q2 NIM at 2.6% vs. 2.4% in Q1
- Operating cost up by just 1% y-o-y, further contained and in line with 2009 guidance

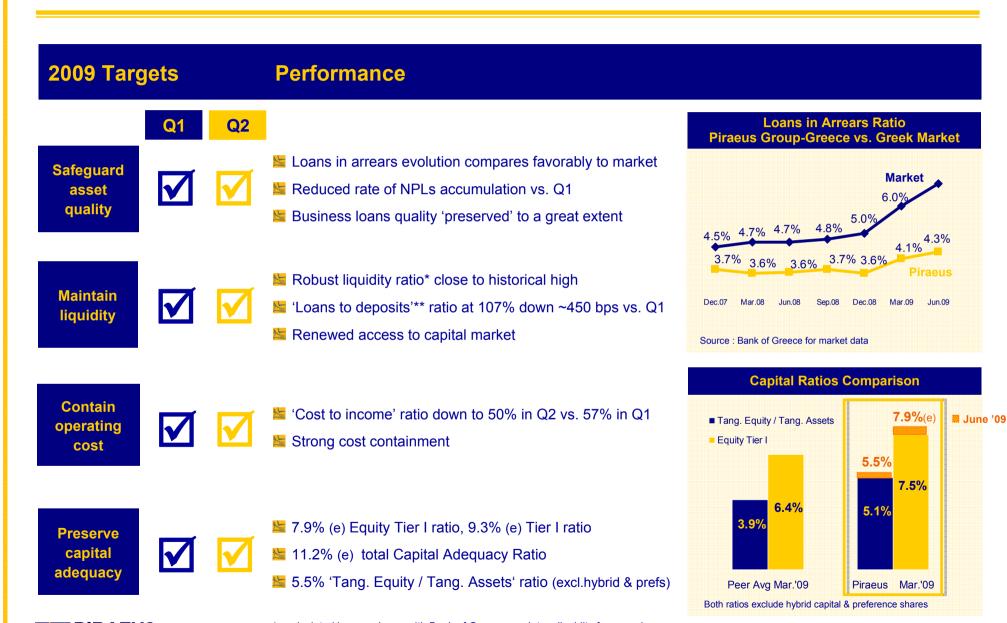
### Balance Sheet (30 June 2009)

- Total assets at €54.0 bn, +5% y-o-y
- Deposits & retail bonds at €31.8 bn, +8% y-o-y
- Gross loans at €38.3 bn, +5% y-o-y; €3.4 bn of loans are 'self-funded' through securitisations
- Access to additional funding of €1.9 bn through new securitizations in Q3
- Loans in arrears > 90 days ratio at 4.5% vs. 4.1% in Mar.'09
- Additional write-offs in Q2 (€55 mn vs. €23 mn in Q1); coverage ratio at 48%, in line with Mar.'09
- Example 2018 Capital adequacy ratio 11.2% (e), Tier I 9.3% (e), incl. €370 mn of pref. shares issued to Greek State
- Excluding hybrid capital & preference shares, equity Tier I ratio stands at the robust level of 7.9% (e)



<sup>\*</sup> tangible equity over tangible assets ratio

### How does Piraeus Group H1'09 performance compare to 2009 targets?





<sup>\*</sup> calculated in accordance with Bank of Greece regulatory liquidity framework

<sup>\*\*</sup> adjusted for securitizations

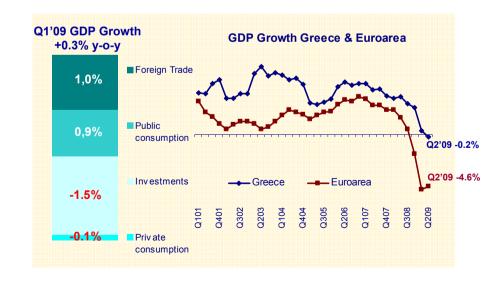
### What are the latest developments in the Greek economy?

- Economic activity in Greece remains more resilient vis-à-vis EMU (Q1'09 +0.3%, Q2'09: -0.2% vs. EMU Q1'09: -4.9%, Q2'09 -4.6%)
- Inflation below expectations boosting disposable income (Jul. '09 +0.6% vs. Jul '08 +4.9%)
- Improving consumer and business sentiment in line with EMU
- Current account deficit narrowed by €4.4 bn in H1'09 vis-à-vis the corresponding period in 2008 (-23% y-o-y)
- Revenue shortfall during H1 along with higher than expected primary expenditures
- Increase of debt / GDP ratio, in line with international trend
- Unemployment rate at 8.5% in May '09 vs. 6.6% in May '08
- Tourists' arrivals down 9% in the Jan.-July period of 2009 y-o-y
- Moderate residential real estate prices decline by 1.9% in Q1'09 vs. Q1'08 (source: Bank of Greece)

## Economic Outlook (y-o-y % change, unless otherwise stated)

|                               |      |      | 2009 (f)                 |
|-------------------------------|------|------|--------------------------|
|                               | 2007 | 2008 | Piraeus Bank<br>Research |
| Real GDP growth               | 4.0  | 2.9  | 0.0 - 0.5                |
| Nominal GDP growth            | 7.0  | 6.5  | 1.5 - 2.5                |
| Inflation                     | 2.9  | 4.2  | 1.2 - 1.7                |
| Unemployment (% of workforce) | 8.3  | 7.6  | 9.0 - 10.0               |
| Cur. Account Deficit (% GDP)  | 14.2 | 14.4 | 10.0 - 12.0              |
| Gen. Govern. Deficit (% GDP)  | 3.6  | 5.0  | 5.8 - 6.2                |
| Gen. Govern. Debt (% of GDP)  | 94.8 | 97.6 | 106 - 108                |

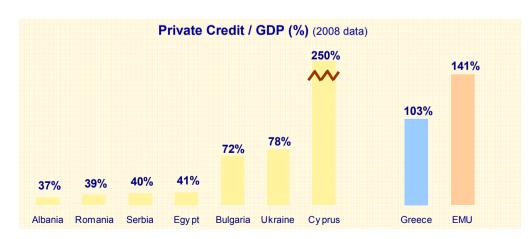
Sources: Bank of Greece, NSSG, Piraeus Bank Research calculations





### What are the latest developments in the other markets of presence?

- Substantial decline in economic activity in international markets, where the Group operates
  - GDP in negative territory, excluding Albania and Egypt
  - Ukraine facing deeper problems
- Consequences of economic downturn vary significantly from market to market
- Current account deficits have narrowed significantly
- Support from IMF, EU and the World Bank, as well as measures from local Central Banks have stabilized financial markets
- Strong improvement of CDS spreads
- Still under-penetrated banking markets



| Economic Outlook (y-o-y % change, unless otherwise stated) |      |         |                                      |  |
|--|------|---------|--------------------------------------|--|
| GDP  | 2008 | Q2'09   | 2009 (f)<br>Piraeus Bank<br>Research |  |
| Albania  | 7.3  | -       | 3.0                                  |  |
| Bulgaria   | 6.0  | -4.8    | -2.2                                 |  |
| Cyprus   | 3.6  | -1.0 *  | 0.8                                  |  |
| Egypt  | 6.1  | 4.7     | 4.1                                  |  |
| Romania  | 7.4  | -8.8    | -5.0                                 |  |
| Serbia   | 5.4  | -3.5    | -2.0                                 |  |
| Ukraine  | 2.7  | -18.0 * | -16.0                                |  |

Data for Egypt & Serbia are as of Q1'09 - (\*) refers to preliminary data

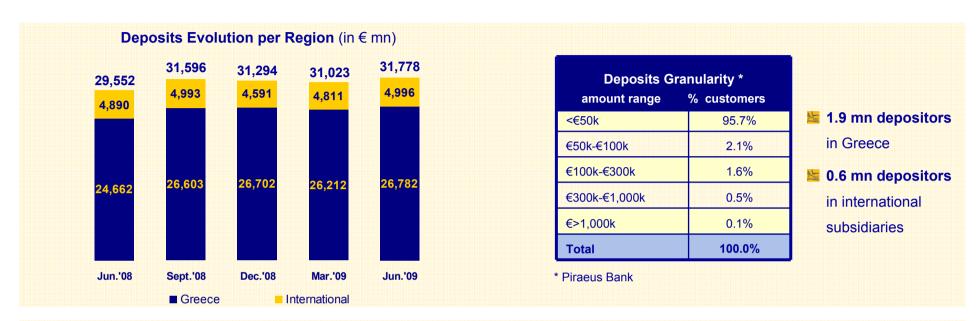
#### **Current Account Balance**

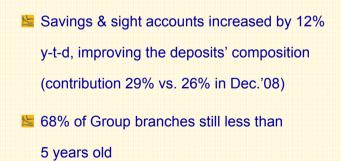
| C/A deficit / GDP                            |       |       | 2009 (f)                 |
|--|-------|-------|--------------------------|
| (Q1 as % of FY2009 estimate, not annualized) | 2008  | Q1'09 | Piraeus Bank<br>Research |
| Albania                                      | -14.9 | -0.3  | -11.0                    |
| Bulgaria                                     | -25.3 | -3.2  | -14.0                    |
| Cyprus                                       | -18.4 | -7.2  | -12.1                    |
| Egypt  | 0.5   | -0.5  | 0.0                      |
| Romania                                      | -12.9 | -0.6  | -10.0                    |
| Serbia                                       | -16.7 | -2.6  | -14.0                    |
| Ukraine                                      | -7.5  | -0.5  | -2.0                     |

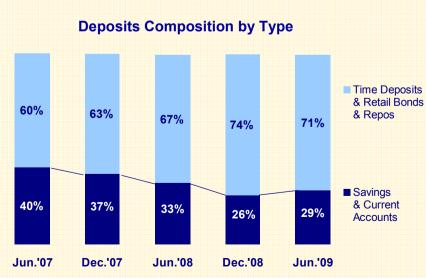
Sources: IMF. Piraeus Bank Research calculations



### What was the evolution of customer deposits? What were the mix trends?

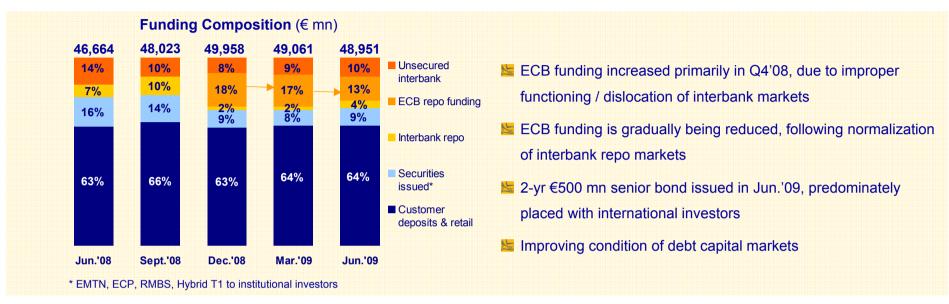


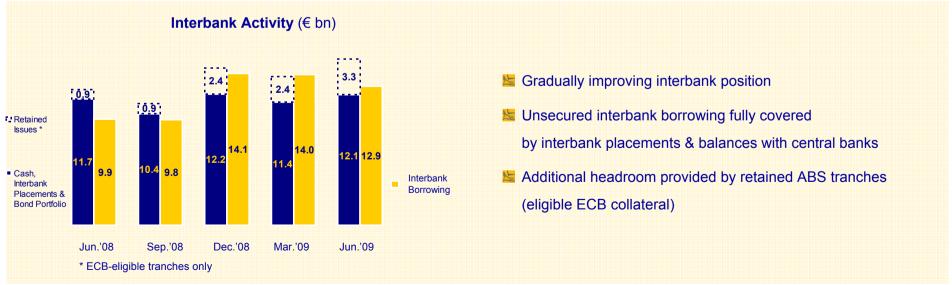






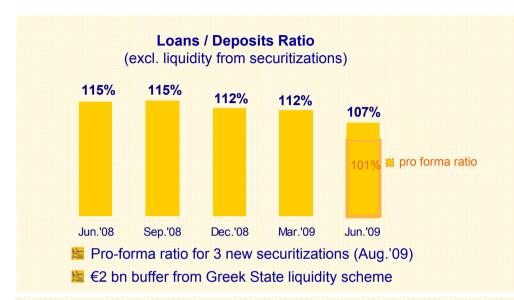
### What is the funding profile of Piraeus Group?







### How is Group funding evolving?



| Debt Securities Maturity Profile |      |       |       |       |  |
|----------------------------------|------|-------|-------|-------|--|
| € mn                             | 2009 | 2010  | 2011  | >2011 |  |
| Senior                           |      | 1,500 | 1,150 | 100   |  |
| LT2                              | 400  |       | 400   |       |  |
| Tier 1                           |      |       |       | 200   |  |
| Total                            | 400  | 1,500 | 1,550 | 300   |  |

- Smooth redemption profile
- Bank to proceed with early redemption of €400 mn LT2 on Sept.29, 2009

#### **Asset Backed Securities Issuance**

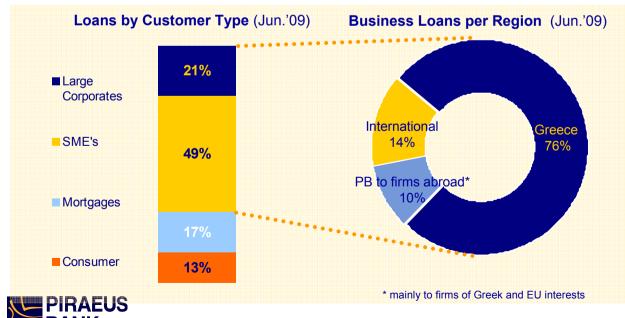
|           | Туре      | <b>Amt</b> (€ mn) | AAA<br>tranche | Date   |       |
|-----------|-----------|-------------------|----------------|--------|-------|
| Estia I   | Mortgages | 750               | 93%            | Jun-05 |       |
| Estia II  | Mortgages | 1,250             | 91%            | Jul-07 |       |
| Estia III | Mortgages | 800               | 89%            | Apr-08 |       |
| Axia I    | SMEs      | 1,750             | 81%*           | Nov-08 |       |
| Praxis I  | Consumer  | 725               | 68%            | Apr-09 |       |
| Axia II   | SMEs      | 900               | 51%            | May-09 |       |
| Gaia      | Leasing   | 540               | 51%            | Aug-09 | 1     |
| Praxis II | Consumer  | 558               | 68%            | Aug-09 | Q3'09 |
| Axia III  | SMEs      | 2,352             | 71%            | Aug-09 | J     |
| Total     |           | 9,625             |                |        |       |

- Estia I & II placed in the market
- All other issues retained for ECB purposes
- All issuing vehicles are fully consolidated
- Total securitization funding capacity of €3.4 bn as of Jun.'09
- Additional €1.9 bn securitizations completed in Aug.'09



### How did loan portfolio evolve? What is the breakdown per sector of activity?





| _oans to Individuals           | 30.2% |
|--------------------------------|-------|
| Manufacturing & Handicraft     | 14.1% |
| Гrade                          | 12.0% |
| Construction                   | 7.1%  |
| Real Estate                    | 6.2%  |
| Fransport & Logistics          | 4.9%  |
| Hotels                         | 4.8%  |
| Project Finance-Infrastructure | 4.2%  |
| Shipping                       | 3.4%  |
| Financials                     | 3.0%  |
| Professionals                  | 3.0%  |
| Agriculture                    | 1.3%  |
| Energy                         | 1.0%  |
| State Firms                    | 0.5%  |
| Other ***                      | 4.3%  |

<sup>\*\*\*</sup> other including health industry, mines, education, fishery etc

### What are the trends per loan segment?

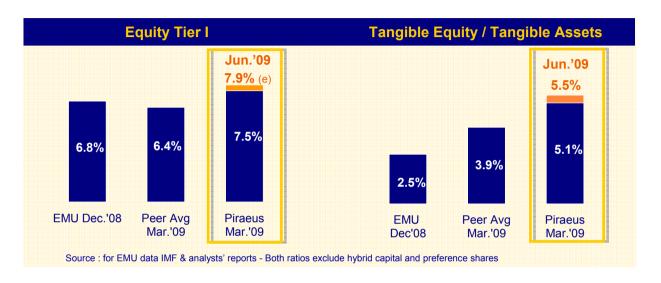


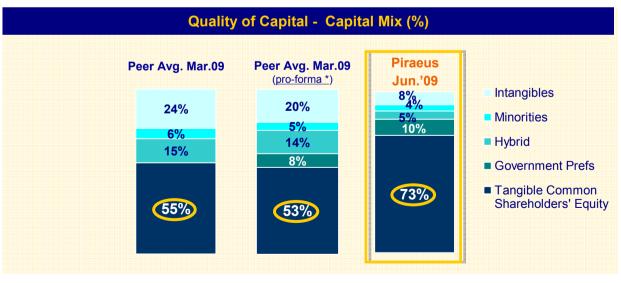


### What is Piraeus Group quality of capital base?

- Total capital adequacy ratio stands at 11.2% (e) (Jun.'09)
- Market focuses on:
  - Equity Tier I and
  - Tangible Equity / Tangible Assets as these ratios best capture the ability to absorb potential losses
- Piraeus Bank Group respective ratios are among the highest in EMU and Greek peer average

Piraeus Bank Group has by far the highest quality of capital vs. its peer group



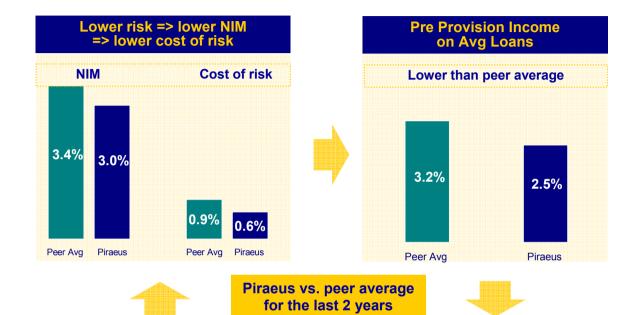


<sup>\*</sup> pro-forma for preference shares issued to Greek State, share capital increases of 2 banks, placement of treasury stock of 1 bank

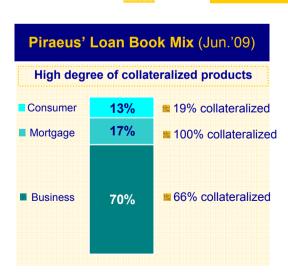


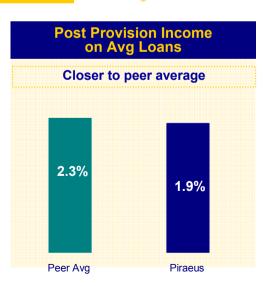
### What is Piraeus' capacity for loan loss absorption? How does it compare with peers?

- Lower NIM due to safer loan mix results in:
  - lower than peer average pre-provision income on average loans
- On the other hand, lower credit costs due to high collaterals lead to:
  - similar level of post-provision income on average loans



- Pre-provision buffer of 191 bps in H1 at Group level; Greece (148 bps)& international operations (334 bps)
- High quality of capital in the midst of the crisis safeguards the Group's position against any unexpected losses and provides flexibility to changing operating landscape

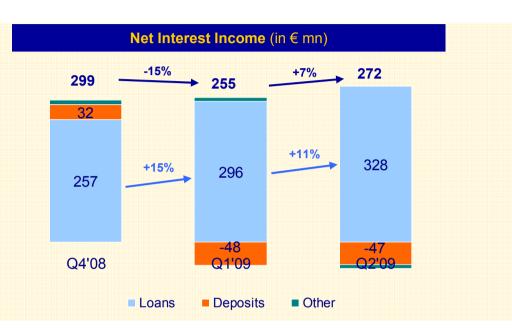






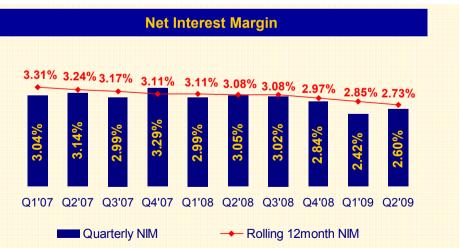
### To what extent did NII recover from higher deposit costs?

- Q2'09 net interest income positively affected by loan repricing
- Gradual improvement of time deposits spreads



Pricing pressures 'fading' further in Q3'09 along with time deposits roll-over

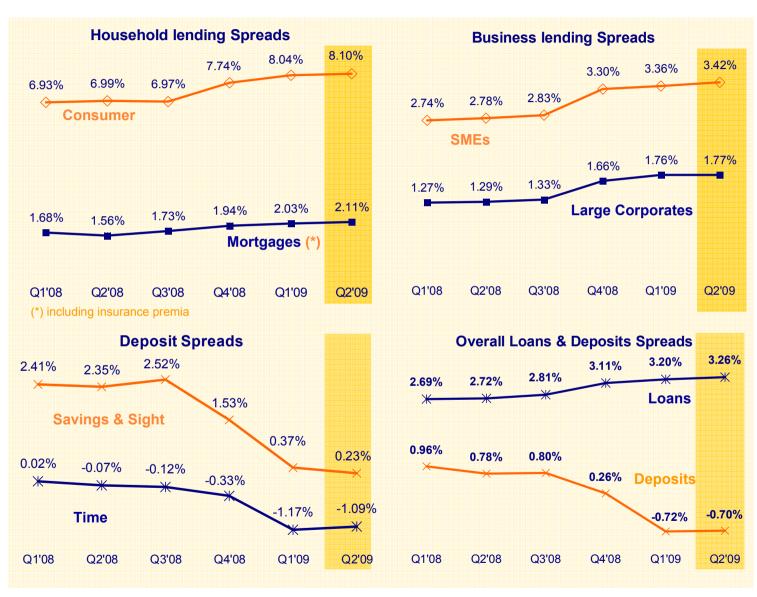
Ongoing repricing of loan





### What was the level of spreads for Piraeus Bank\* in Q2'09?

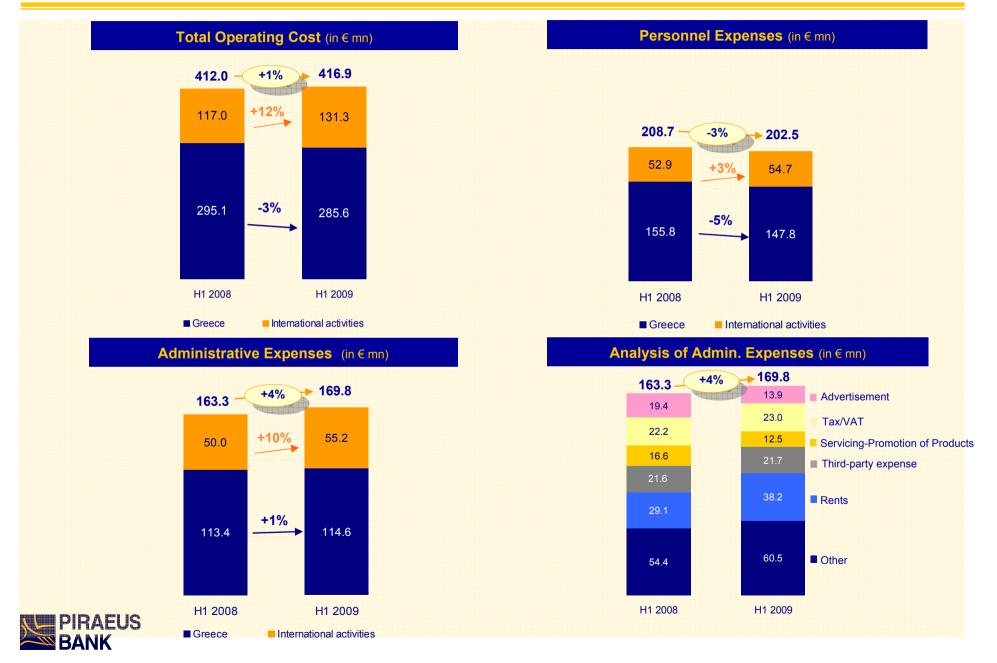
- Disbursements' spreads at higher level vs. Q1
- Increase of spreads in business renewals
- Time deposits spreads still under pressure though showing trend of improvement
- Savings & current accounts' spreads decline due to lower base rates environment



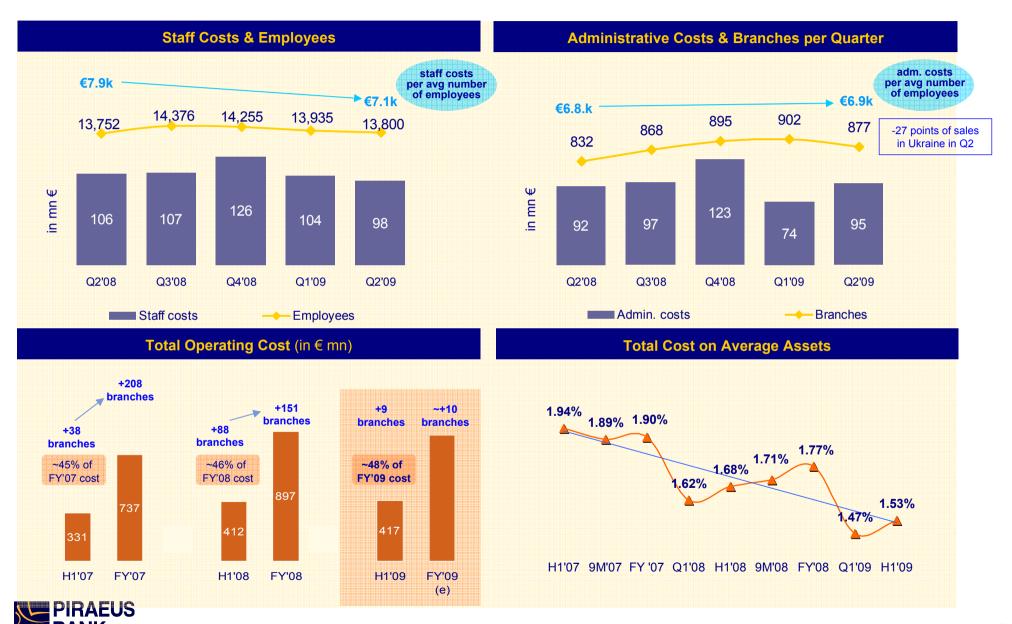
(\*) parent level data for Greece



### What is the evolution per operating cost line?



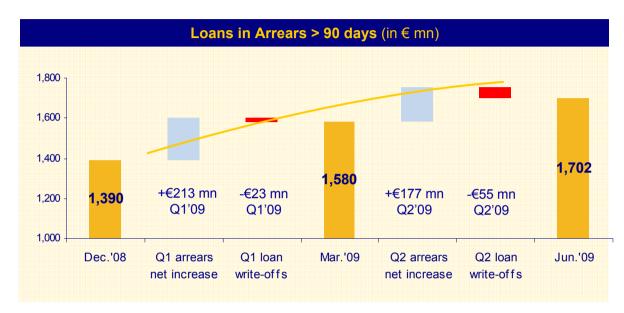
### Was operating cost further contained?

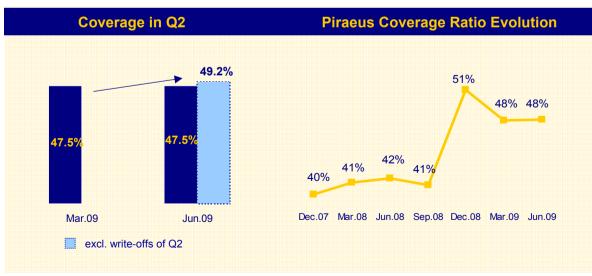


### What was the trend in asset quality & arrears coverage in Q2'09?

- Reduced rate of NPLs accumulation (83% of Q1 before write-offs)
- Lower interest rates after ECB cuts, coupled with historically low level of inflation, have increased affordability of households and businesses
- Macroeconomic conditions will be the catalyst going forward

Piraeus coverage ratio improved to 49% excluding write-offs of Q2



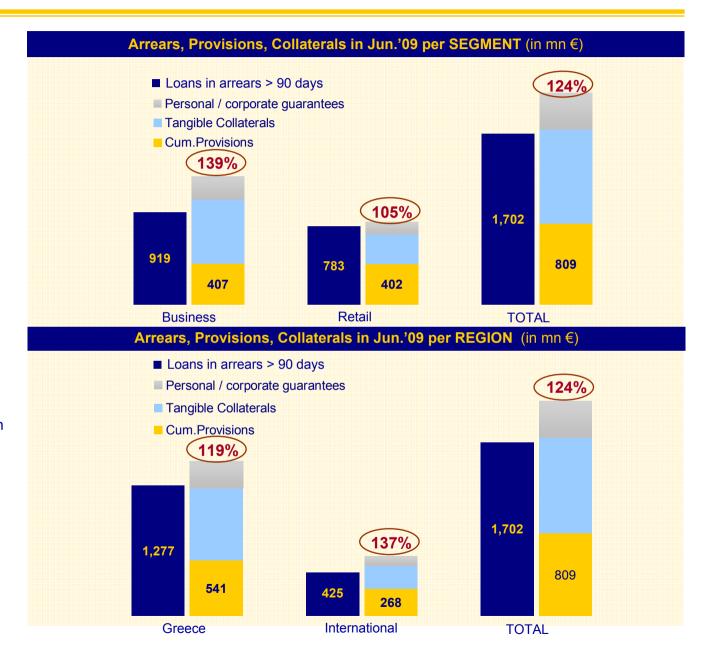




### To what degree are loans in arrears covered?

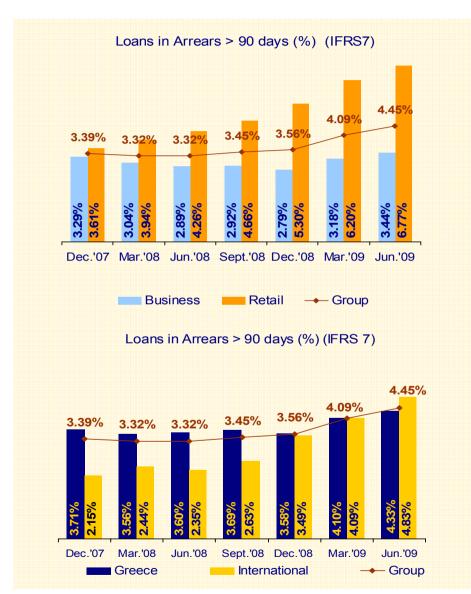
by cumulative provisions
and collaterals at a very
satisfactory level, both in Greece
and internationally

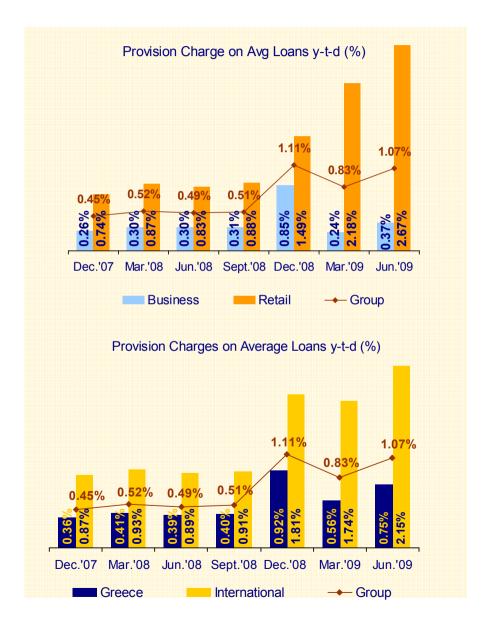
- Piraeus' coverage ratio is more than adequate, taking into account its:
  - loan mix
  - level of collaterals





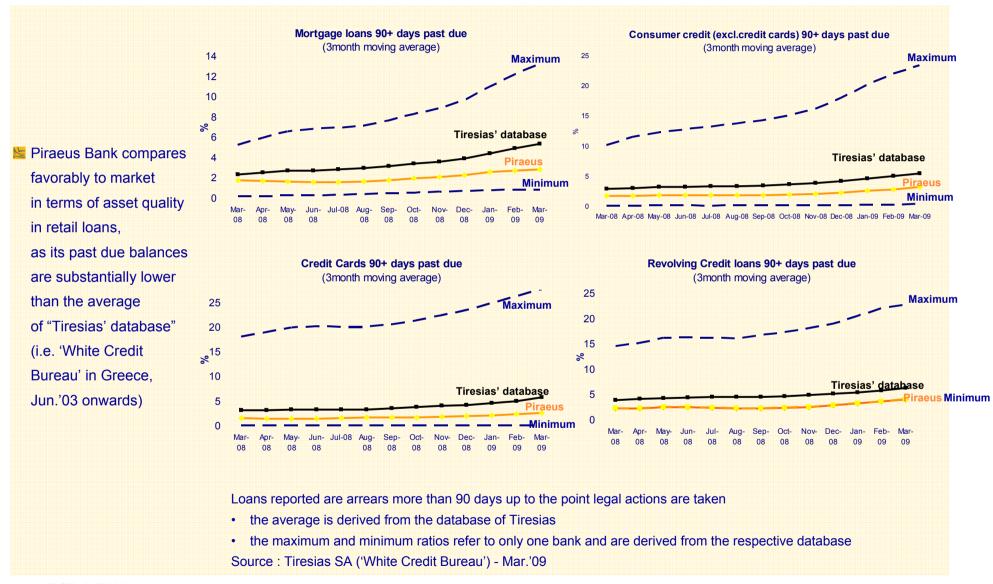
### What are the trends in asset quality & provisioning in H1'09?







### What is the performance of Piraeus in retail loans in Greece vs. the Greek market?





### What are the sectors of attention in Piraeus Group Ioan portfolio?

#### **Shipping**

#### **Shipping** (€1.3 bn)

- Avg life of loan book 4-5 years
- ► Vessel coverage ratio 112% (collaterals at current values\*/ loans)
- Customers' fleet avg age 14.1 years
- Very limited requests for deferrals in tanker installments

#### **Breakdown of Shipping Portfolio - 30.06.09**

| Туре       | %   |
|------------|-----|
| 1. Tankers | 31% |
| Bunkers    | 12% |
| Panamax    | 1%  |
| Aframax    | 6%  |
| Suezmax    | 5%  |
| VLCC       | 7%  |

| Туре          | %   |
|---------------|-----|
| 2. Dry Bulk   | 62% |
| Handysize     | 6%  |
| Handymax      | 22% |
| Panamax       | 28% |
| Capesize      | 5%  |
| 3. Containers | 7%  |



 valuations updated weekly, calculated on charter-free basis; valuations providers: Clarkson, Cordell & other acceptable independent valuers

#### **Real Estate - Construction**

- **Real Estate** (€2.4 bn)
- Residential Real Estate
- ✓ Majority of exposure with small constructors
- ✓ Small constructors afford to postpone selling at lower prices due to low leverage
- ✓ Land shortage sustains price levels (Q1'09 urban RE prices in Greece down marginally 1.9% y-o-y)
- Commercial Real Estate
- ✓ Limited exposure to shopping malls
- ✓ No large-scale developments
- **Example 2.7** Construction (€2.7 bn)
- ✓ Exposure through our customers in:
  - public sector projects in high growth sectors (i.e. energy, RES)
  - infrastructure projects & Public-Private
     Partnerships (PPP)

#### Hotels

#### Hotel Industry (€1.8 bn)

- Geographical diversification of customers across Greece
- Tourist arrivals down 9% in Jan.-July '09, better than expected
- Domestic tourism less affected, partially offsetting the reduction of foreign tourism
- Strong state support to tourism sector



#### What was the volume evolution in Greece in H1'09?

#### **Moderate Growth - Focus on Customer Relationships**

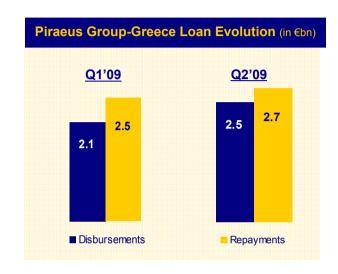
- Macro and banking conditions led to moderate loan growth
- Loans in Q2 increased both in volumes and applications
  - ✓ q-o-q disbursement trend: mortgages +28%, consumer +21%, business +15%
- SME support programs in collaboration with relevant organisations (European Investment Bank, TEMPME\*, local Chambers of Commerce)

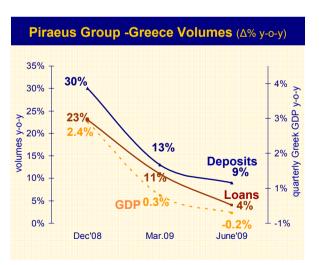
83,000 new retail and 3,000 new business customers in Greece in H1

\* TEMPME : Credit Guarantee Fund for Small and Very Small Enterprises

#### Piraeus as Business Lender in New Segments

- Piraeus Bank remains at the forefront of 'opening up' new markets and supporting innovative business activities, such as the emerging 'green business':
  - ✓ for start ups, €500 mn of financing for 'green' projects have been approved
  - ✓ in addition, another €1.2 bn to be disbursed for investments in 'green' economy







### What are H1'09 Piraeus Group highlights for domestic operations?

- 4th largest bank in Greece, the 'youngest' network in the country
- Market share in loans at ~12%, in deposits at ~10.5%
- 2.2 mn individual customers & 63K business customers
- 35% of branches still less than 5 years old
- Average number of staff per branch is 8
- Average age of employees 38 years
- High ranking in all customer satisfaction surveys



| Greek Network<br>Maturity Profile |     |     |  |  |
|-----------------------------------|-----|-----|--|--|
| > 5 years                         | 232 | 65% |  |  |
| 4-5 years                         | 56  | 16% |  |  |
| 2-3 years 55 15%                  |     |     |  |  |
| 1 year 15 4%                      |     |     |  |  |
| Total 358 100%                    |     |     |  |  |

| H1'09 Greek Operations Performance Metrics |       |       |          |  |  |
|--|-------|-------|----------|--|--|
| in € mn                                    | H1'09 | H1'08 | % у-о-у  |  |  |
| Net interest income                        | 335   | 385   | -13%     |  |  |
| Net fees income                            | 75    | 99    | -24%     |  |  |
| Total net revenues                         | 501   | 612   | -18%     |  |  |
| Operating cost                             | 286   | 295   | -3%      |  |  |
| Pre-provision income                       | 221   | 321   | -31%     |  |  |
| Provision expense                          | 112   | 51    | +119%    |  |  |
| Pre-tax profit                             | 108   | 269   | -60%     |  |  |
|  |       |       |          |  |  |
| Cost / income (%)                          | 57.0% | 48.2% | +877 bps |  |  |
| Pre-provision margin * (%)                 | 1.5%  | 2.4%  | -95 bps  |  |  |
| Cost of risk (%)                           | 0.8%  | 0.4%  | +36 bps  |  |  |

(\*) pre-provision income on average loans (%)





### Being SMEs lender: in the end, how risky is it?

#### Piraeus Bank-Greece SMEs Key Data

- 52k SMEs customers with ~€12 bn loans
- 48% of Piraeus SMEs credit is working capital
- ~4 products per SMEs customer
- ≦ €370K average loan per SME in H1
- 85% of Greek SMEs loans are collateralized, (100% for international ones)
- Well diversified SMEs portfolio across geographies and industries
- During the period of fast growth,
  business loans past due consistently
  remained 35-50% lower vs. market;
  following 3 quarters of zero loan growth,
  differential has widened even more
- SMEs loans in arrears ratio at 4.0% vs. 3.5% in Dec.'08
- Greek SMEs: low level of indebtness, mainly 'family-businesses'

| <b>Greek SMEs Borrowers per Sector</b> |       |  |
|--|-------|--|
| Manufacturing & Handicraft             | 23.5% |  |
| Trade                                  | 20.8% |  |
| Construction                           | 13.4% |  |
| Hotels & Restaurants                   | 11.5% |  |
| Real Estate                            | 4.6%  |  |
| Transport & Logistics                  | 4.2%  |  |
| Agriculture                            | 3.1%  |  |
| Health                                 | 1.5%  |  |
| Municipalities                         | 1.4%  |  |
| Energy                                 | 1.0%  |  |
| Other*                                 | 15.0% |  |

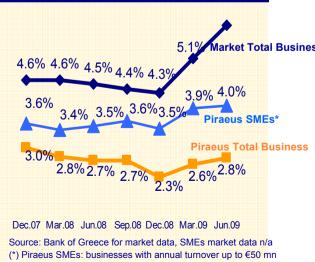
\* incl. health, mines, education, fishery, advertisement etc



#### 33,000 SME Borrowers in Greece

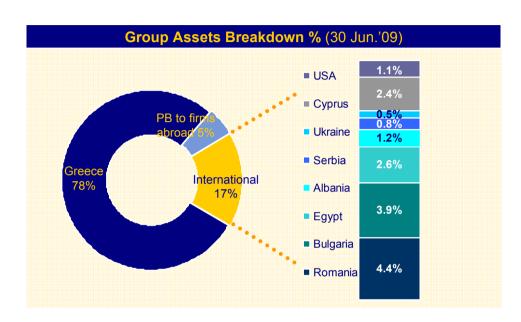
| SMEs Loans Granularity amount range % customers |      |  |  |
|---|------|--|--|
| <€50k   | 32%  |  |  |
| €50k-€100k                                      | 20%  |  |  |
| €100k-€250k                                     | 17%  |  |  |
| €200k-€1,000k                                   | 13%  |  |  |
| €>1,000k  | 18%  |  |  |
| Total   | 100% |  |  |

## Business Loans in Arrears Ratio Piraeus-Greece vs. Greek Market

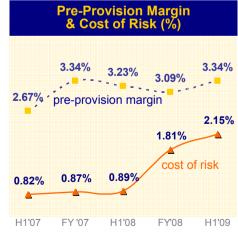




### What is H1'09 Piraeus Group's international performance?







#### **H1'09 International Operations Performance Metrics** in € mn H1'09 H1'08 % v-o-v Net interest income 192 171 +12% Net fees income 25 28 -11% Total net revenues 279 232 +20% **Operating cost** 131 117 +12% Pre-provision income 148 115 +28% **Provision expense** 95 32 +200% -37% Pre-tax profit 53 84 Cost / income (%) 47.2% -329 bps 50.4% Pre-provision margin \* (%) 3.3% 3.2% +10 bps

2.1%

0.9% (\*) pre-provision income on average loans (%)

Diversified presence in 8 countries

Cost of risk (%)

- Strong & consistent management team in each country
- Piraeus operates successfully in SEE for a number of years, not a 'newcomer', solid operational platforms
- Young' network dynamics
- Group-wide risk management policies lead to high quality of assets, above market average
- Mainly organic growth expansion, (limited goodwill on balance sheet)
- Cultural proximity and efficient servicing of Greek & local support long-term performance

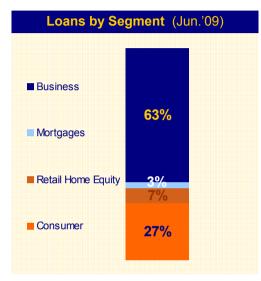
| International Network<br>Maturity Profile |     |      |  |  |  |
|---|-----|------|--|--|--|
| > 5 years                                 | 45  | 9%   |  |  |  |
| 4-5 years                                 | 147 | 28%  |  |  |  |
| 2-3 years                                 | 270 | 52%  |  |  |  |
| 1 year                                    | 57  | 11%  |  |  |  |
| Total                                     | 519 | 100% |  |  |  |

+126 bps



### What were H1'09 highlights for Romanian operations?

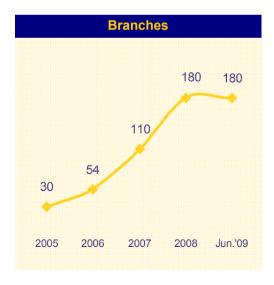
- Operations in Romania started in 2000
- 'Heavy' organic expansion in the period '06-'08 due to the country's promising potential
- Since Sep'08 loan growth has been moderated
- Long term prospects remain attractive; Romania joined EU as of Jan.'07
- Specific IMF 'package' implemented in 2009







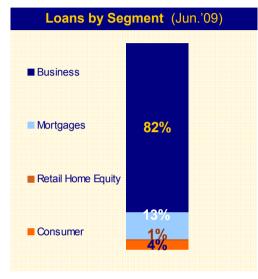
| H1'09 Romanian Operations   |       |  |  |
|-----------------------------|-------|--|--|
| in € mn                     | H1'09 |  |  |
| Loans past due >90 days (%) | 4.3%  |  |  |
| Coverage ratio (%)          | 74%   |  |  |
| Cost of risk (%)            | 3.1%  |  |  |
|                             |       |  |  |
| Assets (€ mn)               | 2,365 |  |  |
| Branches (#)                | 180   |  |  |
| Employees (#)               | 1,971 |  |  |
| Loan market share (%)       | 5.7%  |  |  |





## What were H1'09 highlights for Bulgarian operations?

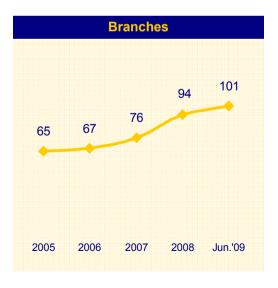
- Operations since 1993, 1st foreign bank in Bulgaria
- Network expanded gradually in line with the bank's scope (mainly targeting business segment)
- Bulgaria joined EU as of Jan.'07
- Strong trade relations with Greece







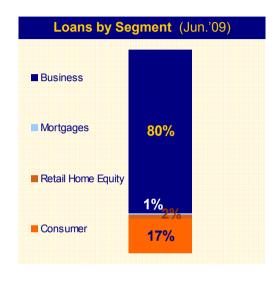
| H1'09 Bulgarian Operations  |       |  |  |
|-----------------------------|-------|--|--|
| in € mn                     | H1'09 |  |  |
| Loans past due >90 days (%) | 3.5%  |  |  |
| Coverage ratio (%)          | 49%   |  |  |
| Cost of risk (%)            | 1.0%  |  |  |
|                             |       |  |  |
| Assets                      | 2,085 |  |  |
| Branches (#)                | 101   |  |  |
| Employees (#)               | 994   |  |  |
| Loan market share (%)       | 7.6%  |  |  |





### What were H1'09 highlights for Egyptian operations?

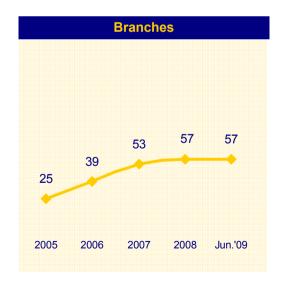
- Entry to the market in 2005 bank
- Piraeus is the only Greek bank in Egypt with meaningful size
- Egypt remains an under banked market with great potential that lies to its population base (76 mn)
- Egypt has largely been unaffected by current crisis (GDP growth in the range of 4% for 2009)





Source: Central Bank of Egypt

| H1'09 Egyptian Operations   |       |  |  |
|-----------------------------|-------|--|--|
| in € mn                     | H1'09 |  |  |
| Loans past due >90 days (%) | 4.6%  |  |  |
| Coverage ratio (%)          | 72%   |  |  |
| Cost of risk (%)            | 1.6%  |  |  |
|                             |       |  |  |
| Assets                      | 1,376 |  |  |
| Branches (#)                | 57    |  |  |
| Employees (#)               | 1,613 |  |  |
| Loan market share (%)       | 2.0%  |  |  |





## H1'09 concise Group profit & loss and balance sheet

| Group Profit & Loss           |        |        |         |         |  |  |
|-------------------------------|--------|--------|---------|---------|--|--|
| in mn €                       | H1 '09 | H1 '08 | % у-о-у | FY'08   |  |  |
| Net interest income           | 527.6  | 556.0  | -5%     | 1,159.8 |  |  |
| Net fees income               | 100.6  | 127.3  | -21%    | 241.6   |  |  |
| ► commercial banking fees     | 81.0   | 101.5  | -20%    | 200.1   |  |  |
| ► AM & invest.banking fees    | 19.6   | 25.8   | -24%    | 41.6    |  |  |
| Dividend income               | 11.2   | 16.3   | -31%    | 25.9    |  |  |
| Trading income                | 75.7   | 40.0   | +90%    | 7.7     |  |  |
| Other operating income        | 64.7   | 104.6  | -38%    | 216.7   |  |  |
| ➤ real estate income          | 32.1   | 53.2   | -40%    | 106.6   |  |  |
| ► financial sector income     | 31.3   | 46.4   | -33%    | 99.4    |  |  |
| ► other                       | 1.3    | 4.9    | -73%    | 10.7    |  |  |
| Total net revenues            | 779.8  | 844.0  | -8%     | 1,651.7 |  |  |
| Employee costs                | 202.5  | 208.7  | -3%     | 442.1   |  |  |
| Administrative expenses       | 169.8  | 163.3  | +4%     | 382.5   |  |  |
| (Profit) / loss from property | -0.6   | -2.8   | -78%    | -5.0    |  |  |
| Depreciation                  | 45.2   | 42.8   | +6%     | 77.0    |  |  |
| Total operating cost          | 416.9  | 412.0  | +1%     | 896.6   |  |  |
| Share of profit of associates | 5.3    | 3.8    | +40%    | 18.9    |  |  |
| Pre-provision profit          | 368.1  | 435.8  | -16%    | 774.0   |  |  |
| Provision expense             | 207.0  | 82.7   | +150%   | 388.2   |  |  |
| Pre-tax profit                | 161.2  | 353.0  | -54%    | 385.8   |  |  |
| Income tax                    | 31.3   | 60.0   | -48%    | 54.5    |  |  |
| Minorities' interests         | 1.6    | 9.2    | -83%    | 16.2    |  |  |
| Net shareholders' profit      | 128.3  | 283.8  | -55%    | 315.1   |  |  |

| Group Balance Sheet   |                        |                        |             |                       |  |  |
|---|------------------------|------------------------|-------------|-----------------------|--|--|
| in mn €   | Jun.'09                | Jun.'08                | % у-о-у     | Dec.'08               |  |  |
| Cash-balances with central banks  | 3,884                  | 2,883                  | +35%        | 3,741                 |  |  |
| Loans & advances to banks   | 831                    | 1,861                  | -55%        | 2,348                 |  |  |
| Net loans to customers  | 37,463                 | 35,786                 | +5%         | 38,313                |  |  |
| Instruments at FV through P&L   | 2,269                  | 6,377                  | -64%        | 1,390                 |  |  |
| Bonds of loan portfolio   | 901                    | -                      |             | 528                   |  |  |
| Available for sale portfolio  | 956                    | 729                    | +31%        | 876                   |  |  |
| Held to maturity portfolio  | 3,392                  | 101                    | >100%       | 3,372                 |  |  |
| Intangibles & goodwill  | 324                    | 297                    | +9%         | 303                   |  |  |
| Fixed assets  | 1,772                  | 1,657                  | +7%         | 1,692                 |  |  |
| Other assets  | 2,167                  | 1,840                  | +18%        | 2,328                 |  |  |
| Total assets  | 53,961                 | 51,530                 | +5%         | 54,890                |  |  |
| Due to banks  | 12,943                 | 9,852                  | +31%        | 14,122                |  |  |
| Deposits & retail bonds   | 31,778                 | 29,552                 | +8%         | 31,294                |  |  |
| Debt securities to inst.investors   | 4,230                  | 7,260                  | -42%        | 4,543                 |  |  |
| Other liabilities   | 1,379                  | 1,534                  | -10%        | 1,906                 |  |  |
|   |                        |                        |             |                       |  |  |
| Total liabilities   | 50,330                 | 48,198                 | +4%         | 51,865                |  |  |
| Total liabilities  ▶ common shareholders' funds   | <b>50,330</b><br>3,114 | <b>48,198</b><br>3,106 | +4%         | <b>51,865</b> 2,876   |  |  |
|   |                        |                        |             |                       |  |  |
| ► common shareholders' funds  | 3,114                  | 3,106                  | +0%         | 2,876                 |  |  |
| <ul><li>▶ common shareholders' funds</li><li>▶ minorities' interests</li></ul>                      | 3,114<br>147           | 3,106<br>226           | +0%<br>-35% | 2,876<br>149          |  |  |
| <ul><li>▶ common shareholders' funds</li><li>▶ minorities' interests</li><li>Total equity</li></ul> | 3,114<br>147<br>3,261  | 3,106<br>226<br>3,331  | +0%<br>-35% | 2,876<br>149<br>3,025 |  |  |



## H1'09 performance highlights per region at a glance

| H1'09 Domestic Operations Performance Metrics |       |       |          |  |  |
|---|-------|-------|----------|--|--|
| in mn €                                       | H1'09 | H1'08 | % у-о-у  |  |  |
| Net interest income                           | 335.4 | 385.0 | -13%     |  |  |
| Net fees income                               | 75.3  | 98.9  | -24%     |  |  |
| Other income                                  | 90.6  | 128.2 | -29%     |  |  |
| Total net revenues                            | 501.3 | 612.2 | -18%     |  |  |
| Employee costs                                | 147.8 | 155.8 | -5%      |  |  |
| Administrative expenses                       | 114.6 | 113.4 | +1%      |  |  |
| Profit/loss on sale of property               | -0.5  | -2.8  | +83%     |  |  |
| Depreciation                                  | 23.6  | 28.6  | -17%     |  |  |
| Operating cost                                | 285.6 | 295.1 | -3%      |  |  |
| Pre-provision income                          | 220.5 | 320.6 | -31%     |  |  |
| Provision expense                             | 112.0 | 51.1  | +119%    |  |  |
| Pre-tax profit                                | 108.5 | 269.5 | -60%     |  |  |
| Net profit                                    | 80.6  | 212.9 | -62%     |  |  |
|   |       |       |          |  |  |
| Cost / income (%)                             | 57.0% | 48.2% | +877 bps |  |  |
| Pre-provision margin (%)                      | 1.5%  | 2.4%  | -95 bps  |  |  |
| Cost of risk (%)                              | 0.8%  | 0.4%  | +36 bps  |  |  |

| H1'09 International Operations Performance Metrics |       |       |          |  |  |
|--|-------|-------|----------|--|--|
| in mn €  | H1'09 | H1'08 | % у-о-у  |  |  |
| Net interest income                                | 192.2 | 170.9 | +12%     |  |  |
| Net fees income                                    | 25.3  | 28.4  | -11%     |  |  |
| Other income                                       | 61.0  | 32.5  | +88%     |  |  |
| Total net revenues                                 | 278.5 | 231.9 | +20%     |  |  |
| Employee costs                                     | 54.7  | 52.9  | +3%      |  |  |
| Administrative expenses                            | 55.2  | 50.0  | +10%     |  |  |
| Profit/loss on sale of property                    | -0.1  | -0.1  | -        |  |  |
| Depreciation                                       | 21.6  | 14.1  | +53%     |  |  |
| Operating cost                                     | 131.3 | 117.0 | +12%     |  |  |
| Pre-provision income                               | 147.6 | 115.2 | +28%     |  |  |
| Provision expense                                  | 95.0  | 31.6  | +200%    |  |  |
| Pre-tax profit                                     | 52.7  | 83.6  | -37%     |  |  |
| Net profit   | 47.7  | 70.9  | -33%     |  |  |
|  |       |       |          |  |  |
| Cost / income (%)                                  | 47.2% | 50.4% | -329 bps |  |  |
| Pre-provision margin (%)                           | 3.3%  | 3.2%  | +10 bps  |  |  |
| Cost of risk (%)                                   | 2.1%  | 0.9%  | +126 bps |  |  |



## Jun.'09 Group volumes breakdown per geography

| in mn €                                     | Assets  |         | Loans Deposits |         | Loans Deposits |         | Deposits |         | Deposits |  | Branches Staff |  | Branches Staff |
|---|---------|---------|----------------|---------|----------------|---------|----------|---------|----------|--|----------------|--|----------------|
|   | Jun.'09 | % y-o-y | Jun.'09        | % y-o-y | Jun.'09        | % y-o-y | Jun.'09  | Jun.'09 |          |  |                |  |                |
| Greece                                      | 41,325  | +4%     | 29,489         | +4%     | 26,782         | +9%     | 358      | 6,826   |          |  |                |  |                |
| Albania                                     | 621     | -9%     | 443            | +1%     | 388            | -17%    | 46       | 505     |          |  |                |  |                |
| Bulgaria                                    | 2,085   | -7%     | 1,632          | -3%     | 614            | -9%     | 101      | 994     |          |  |                |  |                |
| Romania                                     | 2,365   | -14%    | 1,771          | -7%     | 1,064          | +41%    | 180      | 1,971   |          |  |                |  |                |
| Serbia                                      | 439     | +4%     | 372            | +7%     | 120            | -11%    | 47       | 575     |          |  |                |  |                |
| Ukraine                                     | 258     | +8%     | 221            | +14%    | 49             | -38%    | 58       | 812     |          |  |                |  |                |
| South Eastern Europe                        | 5,769   | -9%     | 4,439          | -3%     | 2,234          | +6%     | 432      | 4,855   |          |  |                |  |                |
|   |         |         |                |         |                |         |          |         |          |  |                |  |                |
| Egypt                                       | 1,376   | -10%    | 770            | +16%    | 1,185          | -7%     | 57       | 1,613   |          |  |                |  |                |
| Cyprus                                      | 1,292   | +22%    | 450            | +95%    | 997            | +10%    | 15       | 317     |          |  |                |  |                |
| Eastern Mediterranean                       | 2,668   | +3%     | 1,220          | +36%    | 2,181          | 0%      | 72       | 1,930   |          |  |                |  |                |
| USA, New York                               | 597     | +11%    | 400            | +10%    | 520            | +10%    | 14       | 168     |          |  |                |  |                |
|   |         |         |                |         |                |         | 14       |         |          |  |                |  |                |
| UK, London<br>(including loans to EU firms) | 3,602   | +58%    | 2,725          | +23%    | 60             | -53%    | 1        | 21      |          |  |                |  |                |
|   |         |         |                |         |                |         |          |         |          |  |                |  |                |
| Piraeus Bank Group                          | 53,961  | +5%     | 38,272         | +5%     | 31,778         | +8%     | 877      | 13,800  |          |  |                |  |                |



#### Communication - Financial Calendar - Disclaimer

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Financial Calendar

9m 2009 Results, Friday 20 November 2009

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