## First Quarter 2010 Results





## Macro environment & results highlights

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- The 3-year Stabilization Program accounts for 11% of GDP, is heavily front loaded and relies primarily on spending cuts.
- Structural reforms include:
  - Pension & healthcare reforms.
  - Local government consolidation.
  - Liberalization of labor market.
- IMF projects a 4% GDP contraction in 2010 and 2.6% contraction in 2011, with a recovery after that.
- The Greek economy has untapped potential

- Economic conditions are improving
- GDP in the entire region to grow by 2.9% in 2010.
  - Turkey (GDP growth: 5%) and Poland (GDP growth: 2.7%), are now expected to outperform
  - Serbia and Ukraine to show positive growth rebound of 1.5% and 2% respectively.
  - Bulgaria, Romania and Cyprus to display small / flat GDP growth, but promising a stronger recovery in 2011.

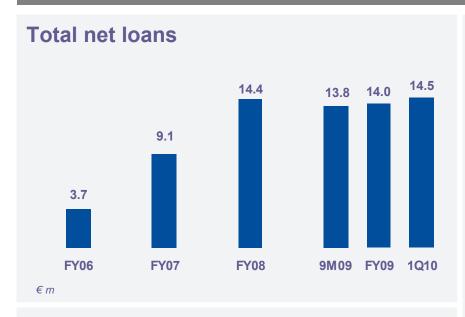
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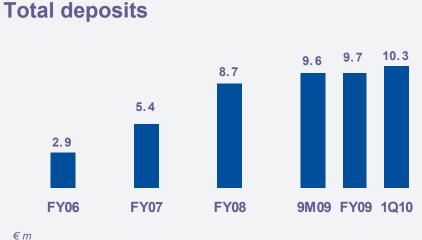
- 1Q 2010 net profit at €61m\*.
- Second best ever pre-provision income at €411m, up 13% yoy and 2% qoq.
- OpEx down 2% yoy and 8% qoq at €354m.
- NII up by 9% yoy to €592m.
- Provisioning marginally up qoq at €336m 90dpd formation down 27%yoy at €574m.
- Capital position among the best in the sector with total CAD at 12.2% and Equity Tier I at 8.4%.
- New Europe turns to profits with a € 12m quarterly swing.

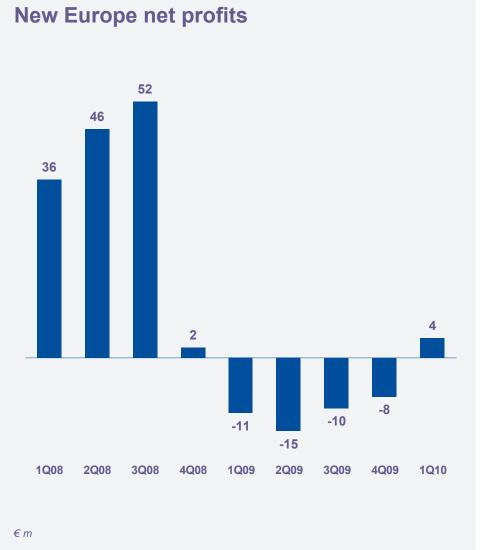
<sup>\*</sup> before € 45m one-off tax on prior year's revenues

# 1Q 2010 results highlights (II): New Europe performance









#### 1Q 2010 Results:

Assets & Liabilities actively managed and under control

Pre-provision income preserved

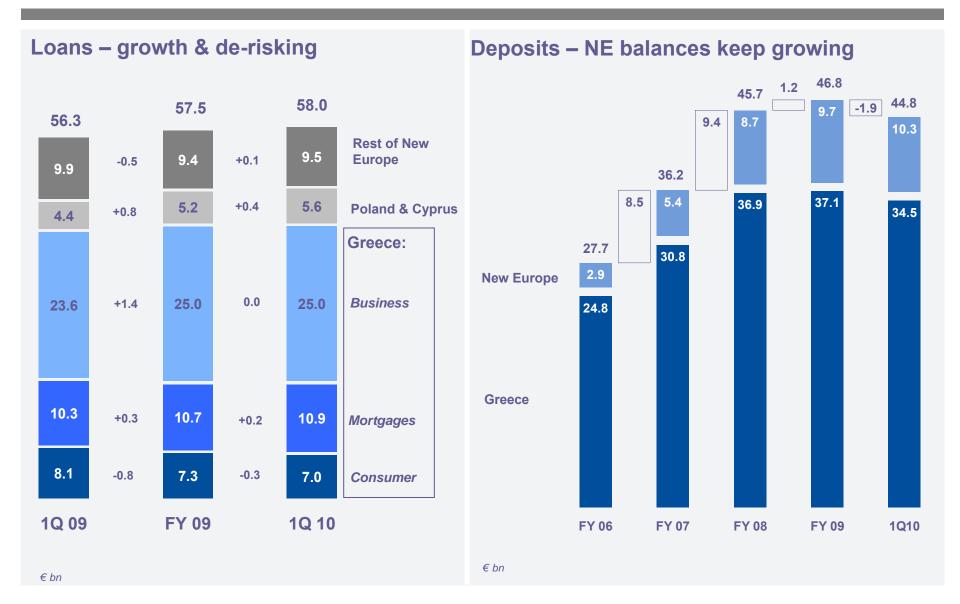
Capital strength maintained

New Europe profitable again

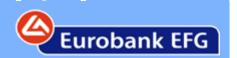
## Selective loan growth and de-risking

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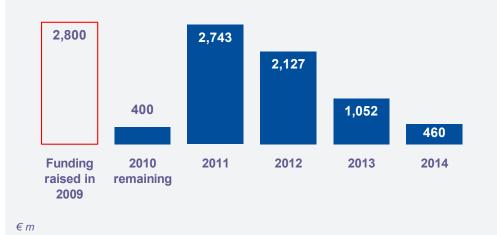
### **Comfortable liquidity position**



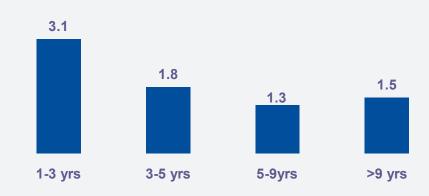
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- Limited wholesale funding needs for 2010.
- ECB exposure of €14bn.
- Additional funding initiatives on the way: covered bonds
   €2bn, ABS restructuring.
- Strong contingent liquidity reserve of €5bn.
- Improved local liquidity conditions in New Europe.

#### Wholesale funding maturities profile



#### **Short dated GGB portfolio**

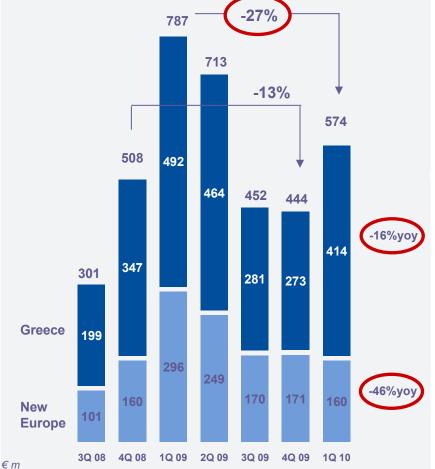


€ bn

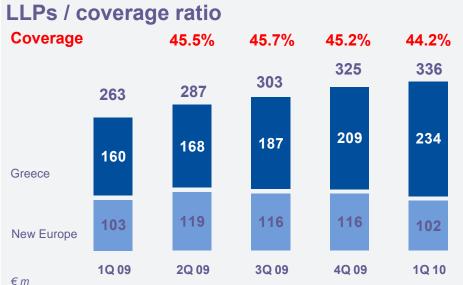
### 90dpd formation down 27%yoy





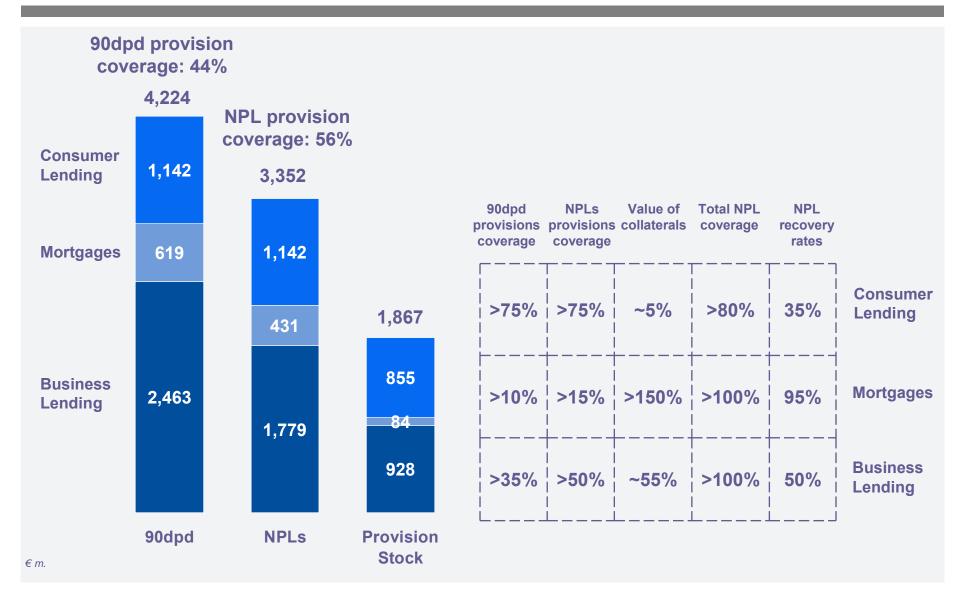






## Adequate provision coverage





#### 1Q 2010 Results:

Assets & Liabilities actively managed and under control

Pre-provision income preserved

Capital strength maintained

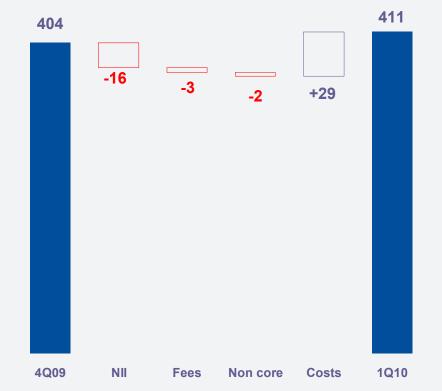
New Europe profitable again

## Pre-provision profit 13% up yoy





#### **Pre-provision profit movement**



## NII beats last year's respective quarter by 9%

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#### Second highest ever quarterly NII despite crisis



# Loan repricing continues, asset mix and higher funding costs curtail NIM expansion

#### **Evolution of Greek spreads (%)**

	1Q 09	2Q 09	3Q 09	4Q 09	1Q 10
Sight & Savings Accounts	-0.06	-0.24	-0.46	-0.21	-0.19
Time & Client EMTNs	-1.02	-0.90	-0.74	-0.79	-1.04
Total Deposits	-0.79	-0.72	-0.66	-0.61	-0.78

2.17	2.37	2.44	2.49	2.70
1.22	1.25	1.37	1.58	1.73
9.80	9.81	10.02	9.92	9.83
5.04	5.14	5.08	5.05	4.81
5.06	5.04	5.05	5.03	4.87
	1.22 9.80 5.04	1.22     1.25       9.80     9.81       5.04     5.14	1.22     1.25     1.37       9.80     9.81     10.02       5.04     5.14     5.08	1.22     1.25     1.37     1.58       9.80     9.81     10.02     9.92       5.04     5.14     5.08     5.05

Total Loans	3.90	3.97	3.97	3.97	3.97
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#### **Evolution of NIM (%)**

NIM (%)	1Q 09	2Q 09	3Q 09	4Q 09	1Q 10
Greece	2.34	2.54	2.54	2.59	2.48
New Europe	3.55	3.70	3.75	3.77	3.65
Group	2.65	2.83	2.84	2.89	2.78

NIM (%)	1Q 09	2Q 09	3Q 09	4Q 09	1Q 10
Romania	4.53	3.94	4.47	4.62	4.86
Bulgaria	3.56	4.19	3.80	3.91	3.84
Serbia	4.91	5.14	5.95	5.73	4.57
Turkey	3.23	3.61	3.38	3.08	3.04
Poland	1.95	2.62	2.96	2.98	2.89
Ukraine	6.98	5.91	5.12	4.42	3.90
Cyprus	1.30	1.21	1.64	1.71	1.72

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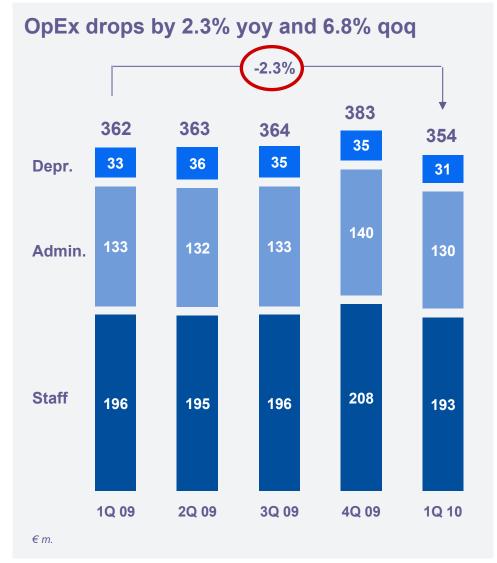


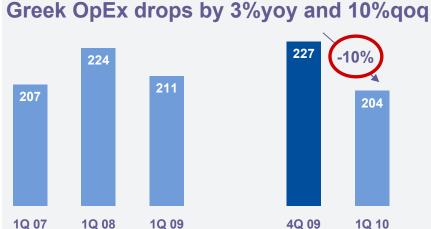


## **Cost containment remains firmly on track**

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#### Cost-to-Income at historic lows (%)



#### 1Q 2010 Results:

Assets & Liabilities actively managed and under control

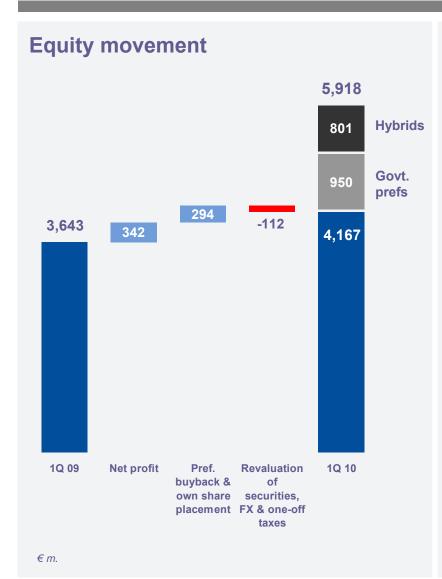
Pre-provision income preserved

Capital strength maintained

New Europe profitable again

## Strong capital adequacy





Capital Adequacy (%)	FY 08	1Q 09	FY 09*	1Q 10
Equity Tier I ratio (Core Tier 1 less goodwill) (excludes Government preference shares)	7.1%	7.4% €3.6bn	8.4% <b>€</b> 4.0bn	8.4% <b>€</b> 4.1bn
Core Tier I ratio (excludes Government preference shares)	8.0%	8.6% €4.2bn	9.5% <b>€</b> 4.6bn	9.5% €4.6bn
Total Tier 1 (includes Government preference shares)	8.0%	9.9% <b>€</b> 4.7bn	11.2% €5.3bn	11.0% €5.4bn
Total CAD ratio	10.4%	11.3% €5.4bn	12.4% €5.9bn	12.2% <b>€</b> 5.9bn
RWAs	€48.4bn	€48.1bn	€47.8bn	€48.5bn

<sup>\*</sup> Restated following BoG's new rules on minorities

#### 1Q 2010 Results:

Assets & Liabilities actively managed and under control

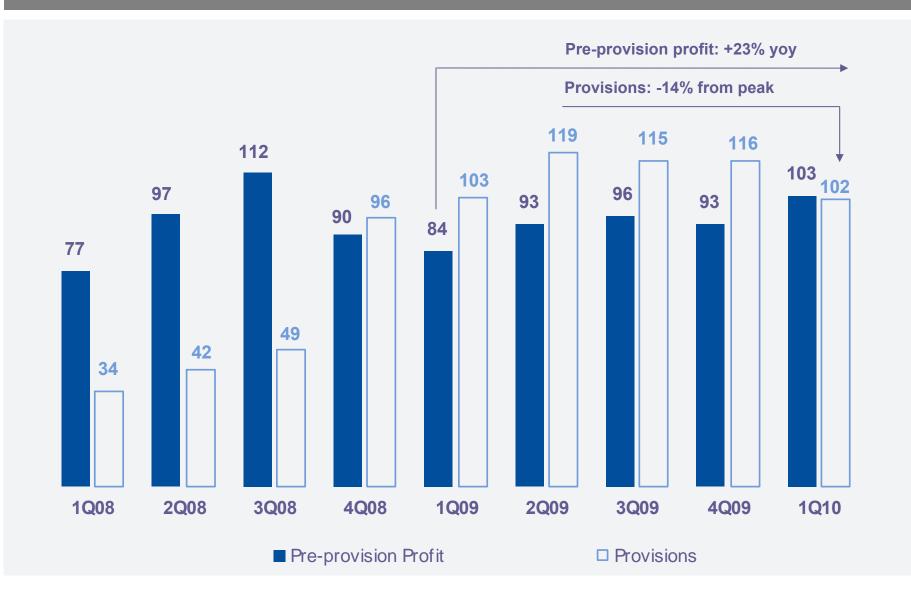
Pre-provision income preserved

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# 2<sup>nd</sup> highest quarterly pre-provision profit in NE countries, while provisions abate





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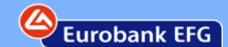
# **Encouraging trends in asset quality continue**

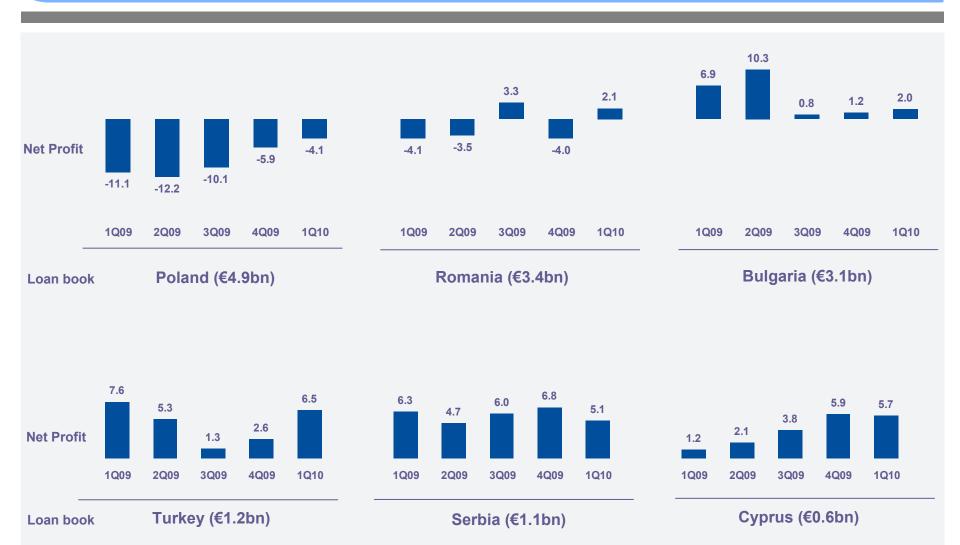




# NE excl. UKR profitable throughout crisis - POL, ROM and TUR recovering strongly

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€ m.

For Ukraine: 1Q 09 = (€18.0)m, 4Q 09 = (€14.4)m, 1Q 10 = (€12.9)m





## New Europe efficiency and liquidity improve





1Q 09

€ m.

2Q 09

3Q 09

4Q 09

1Q 10





#### 1Q 2010 Results:

Assets & Liabilities actively managed and under control

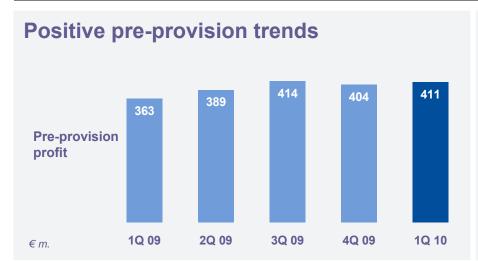
Pre-provision income preserved

Capital strength maintained

New Europe profitable again

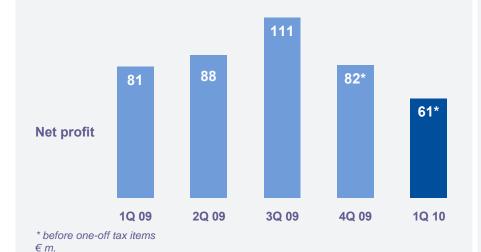
## **Summary performance overview**



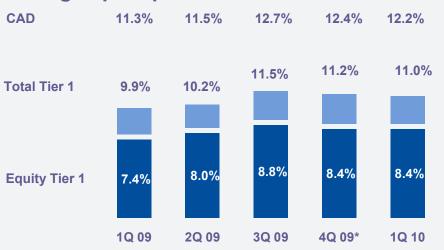




#### Profitable in every quarter during the crisis



#### **Strong capital position**

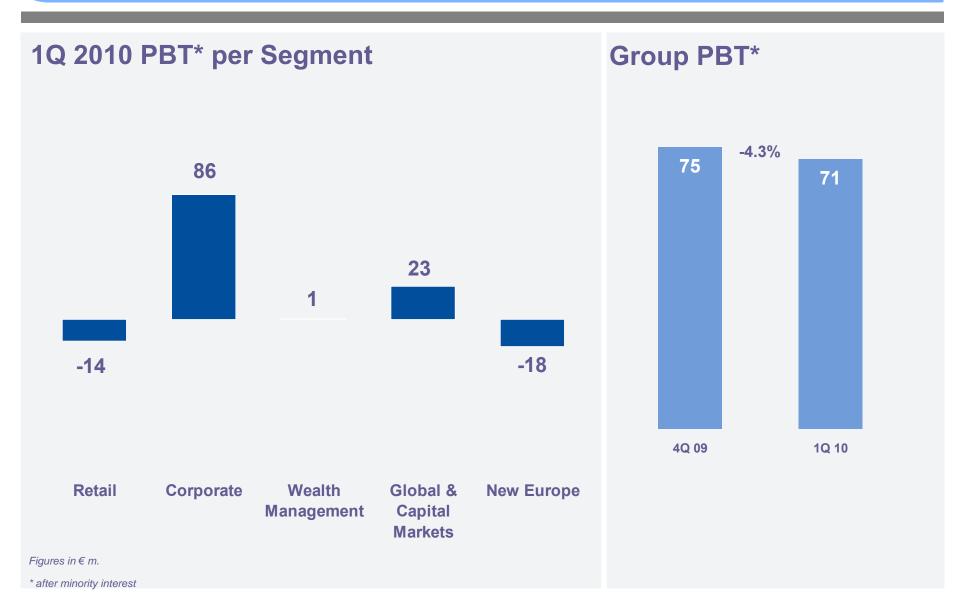


<sup>\*</sup> Restated following BoG's new rules on minorities

## Segmental Performance

## **Segmental Overview**

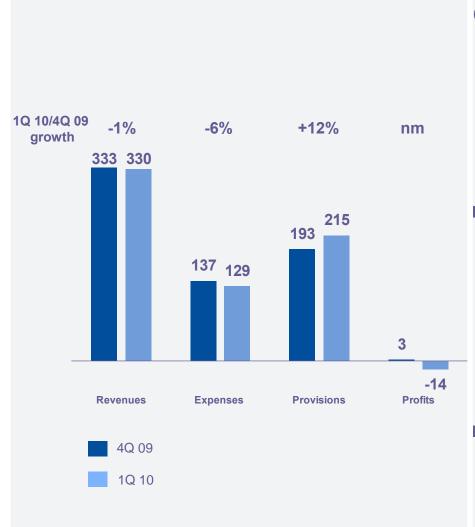




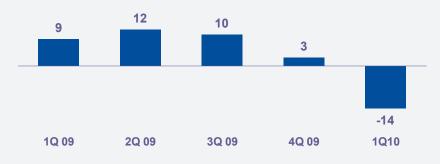
## **Retail Segment**

Figures in € m.





#### Quarterly PBT evolution (€ m)



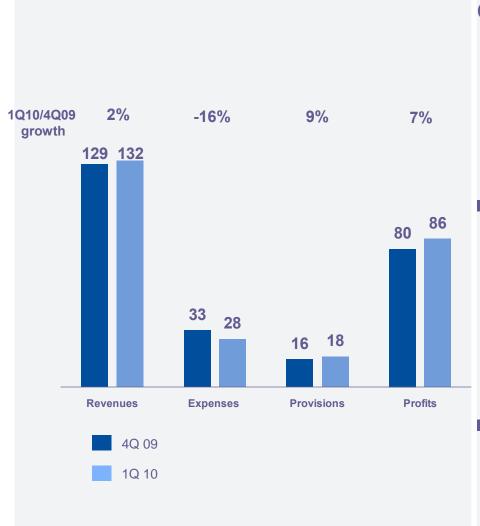
		FY 09	<u>1Q 10</u>
_	Cost to Income	44.1%→	39.0%
_	Return on Equity	3.7% →	-6.2%
_	Return on RwA	0.34%→	-0.59%
_	Share of profits	9.8%→	-20.3%

**Retail:** incorporating customer current accounts, savings, deposits, credit and debit cards, consumer loans, small business banking and mortgages

## **Corporate Segment**



1Q 10



Figures in € m.

#### Quarterly PBT evolution (€ m)



Cost to Income 24.2% → 21.0%

Return on Equity 26.2% → 25.6%

FY 09

Return on RwA 2.03% → 2.06%

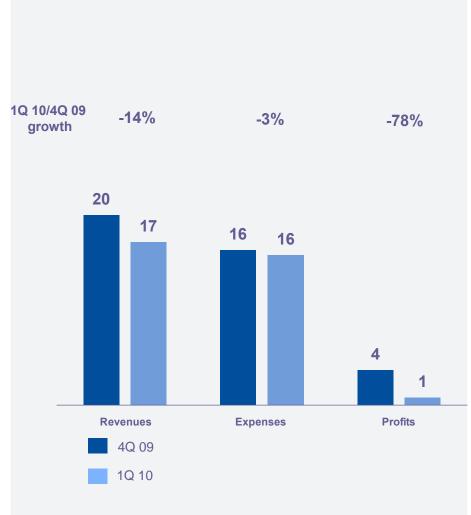
Share of profits 81.5% → 120.9%

**Corporate:** incorporating direct debit facilities, current accounts, deposits, overdrafts, loan and other credit facilities, foreign currency and derivative products to corporate entities.

## **Wealth Management Segment**

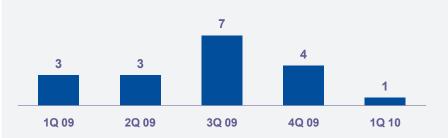


1Q 10



Figures in € m.

#### **Quarterly PBT evolution (€ m)**



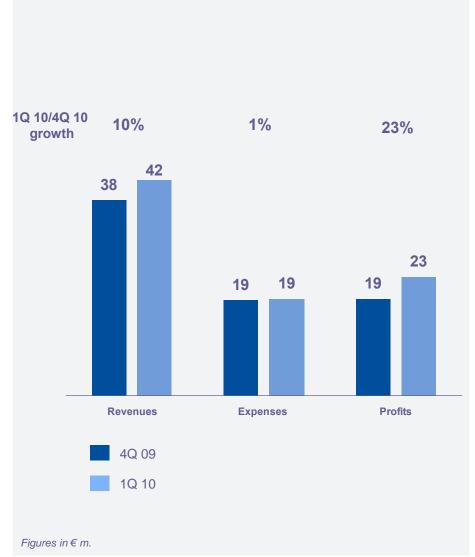
_	Cost to Income	<b>79.0%</b> →	91.9%
_	Return on Equity	10.9%	2.0%
_	Share of profits	2.7% →	1.1%

**FY 09** 

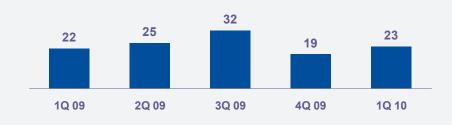
**Wealth Management:** incorporating private banking services, including total wealth management to medium and high net worth individuals, insurance, mutual fund products and institutional asset management.

## **Global & Capital Markets Segment**





#### Quarterly PBT evolution (€ m)



FY 09 1Q 10

- Cost to Income 41.2% → 44.8%

- Return on Equity 23.7% → 23.4%

- Share of profits 22.6% → 32.3%

Global & Capital Markets: incorporating investment banking services including corporate finance, merger and acquisitions advice, custody, equity brokerage, financial instruments trading and institutional finance to corporate and institutional entities, as well as, specialised financial advice and intermediation to private and large retail individuals, as well as small and large corporate entities.

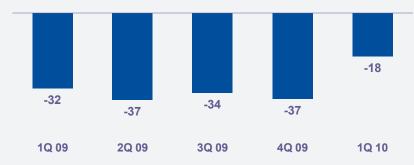
### **New Europe Segment**



1Q 10



#### Quarterly PBT evolution (€ m)



Cost to Income 68.4% → 65.0%

Return on RwA  $0.75\% \longrightarrow -0.53\%$ 

**FY 09** 

Share of profits -33.3% → -25.7%



## **Appendices**

## **Financial Ratios**



Financial Ratios	1Q10	1Q09
Net Interest Margin	2.78%	2.65%
Cost-Income	46.2%	50.0%
NPLs (% of loans)	5.77%	3.23%
NPLs coverage	55.7%	77.6%
Provision Charge (% of net loans)	2.40%	1.89%
Tier I Ratio	11.0%	9.9%
Total Capital Adequacy	12.2%	11.3%
ROA after tax	0.3%*	0.4%
ROE after tax and minorities	1.9%*	7.9%
EPS (€, annualised)	0.19*	0.57

<sup>\*</sup> before € 45m one-off tax on prior year's revenues

## **Summary Figures**

Summary Figures (€ m)	1Q 10	1Q 09	Δ%	New Europe
Net Interest Income	591.8	543.9	8.8%	198.7
Net fees & Commissions	109.3	94.6	15.5%	45.4
Insurance and non banking fees	20.0	18.5	8.2%	2.4
Total Operating Income	765.0	724.6	5.6%	252.6
Operating Expenses	353.8	362.0	-2.3%	149.5
Impairment	335.6	262.6	27.8%	102.0
Profit before tax	76.4	99.6	-23.3%	1.1
Net Profit	61.2*	80.8	-24.2%	4.5
Portfolio of Loans (Gross, € m)				
Consumer Loans	9,963	11,258	-11.5%	2,957
Mortgages	15,951	14,587	9.4%	5,031
Loans to Households	25,914	25,845	0.3%	7,988
Small Business Loans	9,146	8,938	2.3%	1,975
Loans to Medium-Sized Enterprises	11,787	11,215	5.1%	1,807
Loans to Large Corporates	11,154	10,273	8.6%	3,282
Business Loans	32,087	30,427	5.5%	7,065
Total Gross Loans	58,001	56,272	3.1%	15,052

<sup>\*</sup> before € 45m one-off tax on prior year's revenues

## **Key figures of New Europe operations**



		Romania	Bulgaria	Serbia	Cyprus	Poland	Turkey	Ukraine	NE	Δ %
	Total Assets	5,470	3,925	1,886	2,149	5,570	2,310	802	22,126	+4.6%
Balance Sheet	Total Loans	3,426	3,076	1,098	632	4,942	1,231	647	15,053	+5.7%
	Total Deposits	1,919	1,882	752	1,846	2,793	823	303	10,316	15.6%
	Operating Income	84.0	40.8	25.6	10.9	54.9	26.1	8.7	252.6	+7.8%
P&L	Operating Expenses	(42.7)	(22.1)	(15.3)	(4.1)	(36.4)	(16.6)	(10.9)	(149.5)	-1.0%
FOL	Profit before tax (before MI)	0.8	0.2	5.2	6.4	(5.2)	7.6	(14.0)	1.1	N/A
	Profit after tax and minorities	2.1	2.0	5.1	5.7	(4.1)	6.5	(12.9)	4.5	N/A
Resources	Retail network	286	209	119	-	328	7	88	1,037	
	Wholesale network	16	9	10	5	7	39	5	91	

## 1Q 2010 – Summary per Segment



(€ m)	Retail	Corporate	Wealth Management	Global & Capital Markets	Capital & Other	Elimination Center	New Europe	Total
Interest income	285.8	116.2	0.7	10.4	-13.3	0.0	191.9	591.8
Net fee & commission income	14.5	16.8	11.9	20.3	0.43	0.0	45.4	109.3
Net Insurance income	0.0	0.0	11.0	0.0	0.0	0.0	-0.1	10.9
Non Banking services	0.5	0.0	0.0	0.0	6.1	0.0	2.6	9.1
Other income	6.0	-3.5	0.8	16.8	17.8	0.0	6.1	43.9
Non-interest income	21.0	13.3	23.7	37.1	24.3	0.0	53.9	173.2
Fees Received/Paid	22.8	2.1	-7.5	-5.8	4.5	-11.1	-4.9	0.0
Gross Market Revenues	329.6	131.5	16.9	41.7	15.5	-11.1	240.9	765.0
Operating Expenses	-128.5	-27.7	-15.5	-18.7	-17.8	11.1	-156.7	-353.8
Loans Provisions	-215.4	-17.6	-0.6	0.0	0.0	0.0	-102.0	-335.6
Income from associates	-0.1	0.0	0.0	0.0	0.9	0.0	0.0	0.8
Minorities	0.0	0.0	0.0	0.0	-4.5	0.0	-0.5	-5.1
PBT attr. to Shareholders	-14.4	86.2	0.8	23.0	-5.9	0.0	-18.4	71.3
% of Group PBT	-20.3%	120.9%	1.1%	32.3%	-8.3%	0.0%	-25.7%	100.0%
Risk Weighted Assets	9,963	17,277	300	5,341	1,777	0	13,891	48,549
Allocated Equity	998	1,410	154	374	1,800	0	1,453	6,189
% of total	16.1%	22.8%	2.5%	6.0%	29.1%		23.5%	100%
Cost / Income	39.0%	21.0%	91.9%	44.8%	n.a	0	65.0%	46.2%
RoA (before tax)	-0.2%	2.0%	0.0%	0.5%	n.a	0	-0.3%	0.3%
ROAC (before tax)	-6.2%	25.6%	2.0%	23.4%	n.a	0	-5.0%	4.6%

## 1Q 2009 – Summary per Segment



(€ m)	Retail	Corporate	Wealth Management	Global & Capital Markets	Capital & Other	Elimination Center	New Europe	Total
Interest income	271.2	91.5	-1.1	0.8	-0.5	0.0	182.0	543.9
Net fee & commission income	12.1	11.4	9.5	26.2	-0.30	0.0	35.8	94.6
Net Insurance income	0.0	0.0	11.2	0.0	0.0	0.0	0.0	11.2
Non Banking services	0.4	0.0	0.0	0.0	5.4	0.0	1.5	7.3
Other income	2.8	2.8	3.4	19.1	30.2	0.0	9.2	67.5
Non-interest income	15.3	14.1	24.1	45.3	35.3	0.0	46.5	180.6
Fees Received/Paid	15.0	5.7	-5.3	-7.6	3.9	-11.3	-0.4	0.0
Gross Market Revenues	301.5	111.3	17.6	38.6	38.7	-11.3	228.0	724.6
Operating Expenses	-140.2	-26.7	-14.9	-16.2	-15.6	11.3	-159.7	-362.0
Loans Provisions	-152.3	-6.5	-0.2	-0.7	0.0	0.0	-102.9	-262.6
Income from associates	0.4	0.0	0.0	0.0	-0.7	0.0	0.0	-0.4
Minorities	0.0	0.0	0.0	0.0	-6.4	0.0	2.6	-3.8
PBT attr. to Shareholders	9.4	78.1	2.6	21.6	16.0	0.0	-31.9	95.8
% of Group PBT	9.8%	81.5%	2.7%	22.6%	16.7%	0.0%	-33.3%	100.0%
Risk Weighted Assets	10,644	15,743	173	6,555	1,569	0	13,457	48,141
Allocated Equity	899	1,168	136	459	298	0	1,513	4,474
% of total	20.1%	26.1%	3.0%	10.3%	6.7%	0	33.8%	100%
Cost / Income	46.5%	24.0%	84.2%	42.0%	n.a	0	70.0%	50.0%
RoA (before tax)	0.1%	1.9%	0.1%	0.5%	n.a	0	-0.6%	0.5%
ROAC (before tax)	4.0%	26.4%	7.5%	19.9%	n.a	0	-8.4%	8.4%



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