November 21st, 2019

9M2019 Financial Results

- **Net profit[1] €149m in 9M2019**
- **Core pre-provision income €609m**
- **Negative NPE formation by €195m in 3Q2019**
- **NPE stock down €2.8bn ytd**
- **NPE ratio down to 31.1% from 39.0% a year ago**
- **Provisions over NPEs up 140 bps y-o-y to 55.1%**
- **Performing loans l-f-l up €1.5bn[2] and deposits up €4.8bn y-o-y**
- **Loans to Deposits at 87.3%**
- **CET1 at 16.3% and CAD at 18.6%**

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[1] Before discontinued operations and restructuring costs after tax.
[2] Adjusted in 9M19 for €(1.1)bn securitized notes, €(0.6)bn from Piraeus Bank Bulgaria, €0.1bn Grivalia loans repayment and €0.2bn PF/PE from Pillar transaction.

“As the Greek economy steadies on a positive growth trajectory, Eurobank continues to implement a twin-pronged strategy based on our accelerated plan for the cleanup of our balance sheet, while gradually but increasingly shifting our focus to growing our business and to making the most out of the current phase of the economic cycle.

With regard to the NPE stock, after completing the first securitization of an NPE portfolio in the previous quarter (project Pillar), we have received binding offers for the large-scale, multi-asset-class securitization (Project Cairo) and the sale of a majority stake of our market-leading servicer subsidiary FPS (Project Europe), with a view of signing a binding agreement within 2019. The relevant transactions are expected to close in the first quarter of 2020. Following the initiatives of the Government and the European Authorities to formulate a system-wide Asset Protection Scheme (APS), we plan to opt-in for all the senior notes of the Cairo securitization.

In the first nine months of the year, total NPE stock was reduced by €2.8 billion. The NPE ratio improved by almost 8 percentage points year-on-year to 31.1%.

Eurobank remains on a track of sustained profitability. Total profit came at €149 million, with a distinct contribution from our solid and growing international activities. CET1 ratio increased by 40 bps in the quarter to 16.3%, while total CAD climbed to 18.6%, the highest among our peers.

In the new economic environment in our main market, Greece, with heightened consumer confidence, increasing asset prices, especially in real estate, and more positive prospects, our priority is now to grow our business. Furthermore, interest for investments and privatizations in a number of sectors is upbeat and Eurobank aims to play a key role in advisory and financing such projects. Performing loan book expanded organically by €1.5 billion and deposits increased by €4.8 billion year-on-year, underlining the capacity of our business model to produce results. We are focusing on providing innovative solutions for new needs arising for our clients as the Greek economy picks up and both households and businesses adapt to a post-crisis landscape. Along these lines, we led the market in revisiting mortgages and introduced the first fixed-rate long-term mortgage product.

Overall, our performance in the third quarter is proof of Eurobank’s ability to achieve all its business goals, to serve our clients and to support the economy to a sustained growth path.”

Fokion Karavias, CEO

9M2019 Results Analysis

Eurobank performance in the nine months of 2019 (9M2019) was positive. Key operational and risk metrics have improved and the Bank is approaching the completion of its NPE reduction plan.

- **Net profit**[3] at a Group level reached €149m in 9M2019.

- **Net interest income** receded by 3.0% y-o-y to €1,031m in 9M2019, but was up by 1.1% q-o-q to €346m. Net interest margin was 2.25% in 9M2019 versus 2.49% in the respective period of 2018.

- **Net fee and commission income** were up by 15.2% y-o-y to €250m, mainly due to Grivalia rental income of €29m and higher fees from the Branch Network activities. On a quarterly basis, net fee and commission income increased by 4.9% to €94m and accounted for 60 basis points on total assets. Expansion was driven both by Greek and International activities (+3.0% q-o-q and +9.2% q-o-q respectively).

- **Core income** remained stable in 9M2019 at €1,281m and rose by 1.9% q-o-q to €440m. **Total operating income** receded by 1.3% y-o-y and 7.4% q-o-q due to lower other income.

- **Operating** expenses, on a like for like basis[4], decreased by 2.0% y-o-y in Greece and were flat at a Group level in 9M2019.

- **Core pre-provision income** declined by 2.9% y-o-y to €609m but increased by 1.0% q-o-q to €210m. **Pre-provision income** receded by 5.2% y-o-y to €693m and 15.9% q-o-q to €223m.

- In terms of asset quality, further progress has been achieved. The **NPE formation** was negative by €515m in 9M2019 and by €195m in 3Q2019. The **NPE ratio** decreased by 7.9 percentage points y-o-y to 31.1% at the end of September. The **stock of NPEs** was down by €2.8bn in 9M2019, of which €0.5bn in 3Q2019. **Provisions over** NPEs increased by 140 basis points y-o-y to 55.1%.

[3] Before discontinued operations and restructuring costs after tax.
[4] Excluding €17m expenses of Grivalia and Piraeus Bank Bulgaria.

- There is significant progress in the negotiations for the €7.5bn **multi-asset securitization** (Cairo) and our **loan-servicer** (FPS) transactions, as binding offers have been received. Eurobank is targeting to sign the binding agreements before year-end.

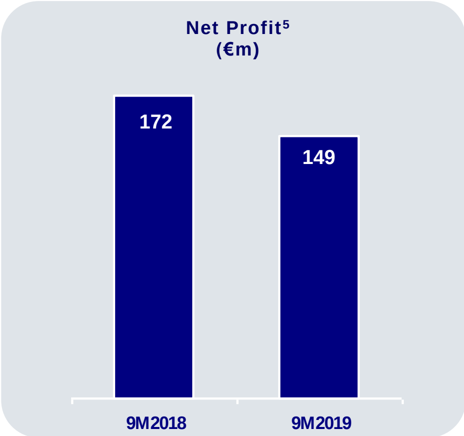
- **Loan loss provisions** fell by 3.9% y-o-y to €493m and 21.0% q-o-q and accounted for 180 basis points of the average net loans in 9M2019.

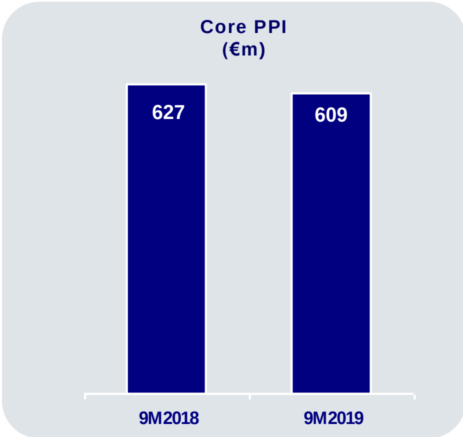
- **International operations** remained profitable, as net profit[5] stood at €139m in 9M2019. Specifically, core pre-provision income rose by 10.9% y-o-y to €199m and pre-provision income expanded by 27.2% y-o-y to €238m.

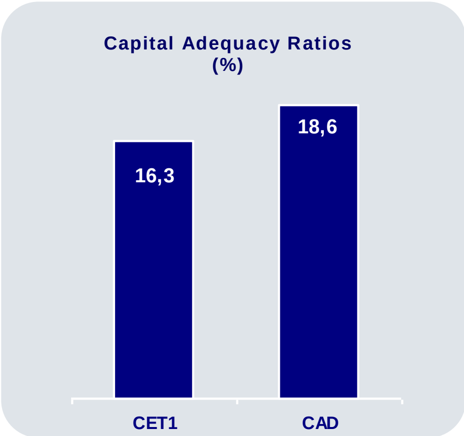
- **CET1** was up 40bps q-o-q to 16.3% and total CAD increased to 18.6%, the highest in the domestic market. The fully-loaded Basel III CET 1 stood at 14.1% at the end of September. Risk weighted assets reached €41.6bn.

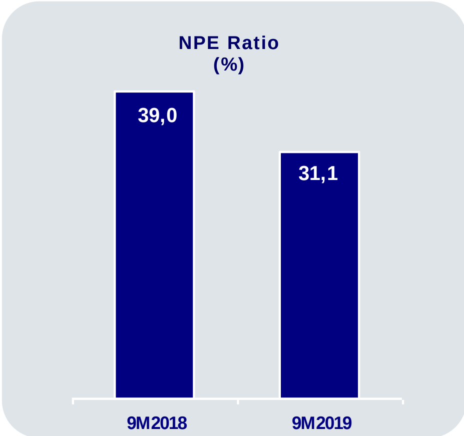
- **Performing loans** grew l-f-l by €1.5bn[6] y-o-y and **Customer deposits** increased by €4.8bn during the same period, including €1.1bn from the acquisition of Piraeus Bank Bulgaria. The **loans to deposits ratio** improved further to 87.3% in 9M2019, from 95.5% a year ago.

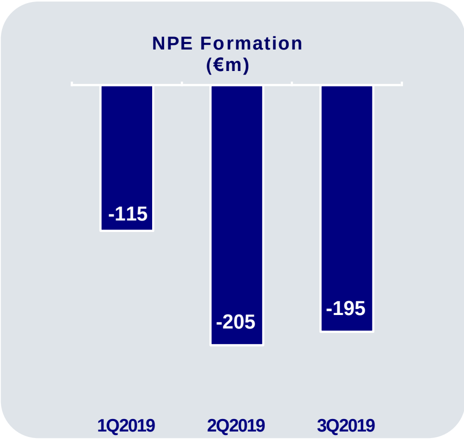
[5] Before discontinued operations and restructuring costs after tax.
[6] Adjusted in 9M19 for €(1.1)bn securitized notes, €(0.6)bn from Piraeus Bank Bulgaria, €0.1bn Grivalia loans repayment and €0.2bn PF/PE from Pillar transaction.

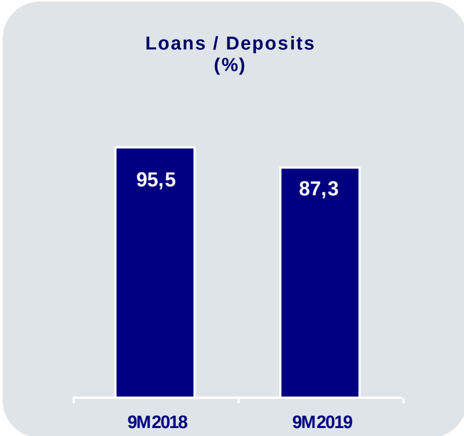

Net Profit[5]
(€m)
172
149
9M2018
9M2019


Core PPI
(€m)
627
609
9M2018
9M2019


Capital Adequacy Ratios
(%)
16,3
18,6
CET1
CAD


NPE Ratio
(%)
39,0
31,1
9M2018
9M2019


NPE Formation
(€m)
-115
-205
-195
1Q2019
2Q2019
3Q2019


Loans / Deposits
(%)
95,5
87,3
9M2018
9M2019

Eurobank Financial Figures

Key Financial Results	9M2019	9M2018	Change	3Q2019	2Q2019	Change
Net Interest Income	€1,031m	€1,063m	(3.0%)	€346m	€342m	1.1%
Net Fee & Commission Income	€250m	€217m	15.2%	€94m	€90m	4.9%
Total Operating Income	€1,365m	€1,384m	(1.3%)	€453m	€489m	(7.4%)
Total Operating Expenses	€672m	€653m	3.0%	€230m	€224m	2.7%
Core Pre-Provision Income	€609m	€627m	(2.9%)	€210m	€208m	1.0%
Pre-Provision Income	€693m	€731m	(5.2%)	€223m	€265m	(15.9%)
Loan Loss Provisions	€493m	€513m	(3.9%)	€145m	€183m	(21.0%)
Net Result after tax before discontinued operations & restructuring costs after tax	€149m	€172m	(13.0%)	€59m	€63m	(6.1%)
Net Result after tax, discontinued operations & restructuring costs after tax	€82m	€81m	1.5%	€56m	€6m	>100%

Balance Sheet Highlights	9M2019	9M2018
Consumer Loans	€3,904m	€4,007m
Mortgages	€14,160m	€16,405m
Small Business Loans	€6,504m	€6,825m
Large Corporates & SMEs	€18,811m	€18,038m
Securitized Loans	€1,080m	-
Total Gross Loans	€44,542m	€45,355m
Total Customer Deposits	€42,308m	€37,555m
Total Assets	€64,026m	€57,255m

Financial Ratios	9M2019	9M2018
Net Interest Margin	2.25%	2.49%
Cost to Income	49.2%	47.2%
Non-Performing Exposures (NPEs)	31.1%	39.0%
Provisions / NPEs	55.1%	53.7%
Provisions to average Net Loans	1.80%	1.90%
Common Equity Tier 1 (CET1)	16.3%	14.6%
Total Capital Adequacy (CAD)	18.6%	17.1%

Glossary - Definition of Alternative Performance Measures (APMs) and other selected financial measures/ ratios

Commission income: The total of Net banking fee and commission income and Income from non-banking services of the reported period.

Other Income: The total of net trading income, gains less losses from investment securities and other income/ (expenses) of the reported period.

Core Pre-provision Income (Core PPI): The total of net interest income, net banking fee and commission income and income from non-banking services minus the operating expenses of the reported period.

Pre-provision Income (PPI): Profit from operations before impairments, provisions and restructuring costs as disclosed in the financial statements for the reported period.

Net profit from continuing operations, before restructuring costs: Net profit from continuing operations after deducting restructuring costs net of tax.

Net Interest Margin (NIM): The net interest income of the reported period, annualized and divided by the average balance of continued operations' total assets (the arithmetic average of total assets, excluding discontinued operations, at the end of the reported period and at the end of the previous period.

Cost to Income ratio: Total operating expenses divided by total operating income.

NPEs ratio: Non Performing Exposures (NPEs) at amortized cost divided by gross loans and advances to customers at amortized cost at the end of the reported period.

Provisions/NPEs ratio: Impairment allowance for loans and advances to customers, including impairment allowance for credit related commitments (off balance sheet items) divided by NPEs at amortized cost at the end of the reported period.

NPEs formation: Net increase/decrease of NPEs in the reported period excluding the impact of write offs, sales and other movements.

90dpd ratio: Gross loans at amortized cost more than 90 days past due divided by gross loans and advances to customers at amortized cost at the end of the reported period.

Provisions/90dpd loans: Impairment allowance for loans and advances to customers, including impairment allowance for credit related commitments (off balance sheet items) divided by gross loans at amortized cost more than 90 days past due at the end of the reported period.

90dpd formation: Net increase/decrease of 90 days past due gross loans at amortized cost in the reported period excluding the impact of write offs, sales and other movements.

Cost of Risk: Impairment losses on loans and advances charged in the reported period, annualized and divided by the average balance of loans and advances to customers at amortized cost (the arithmetic average of loans and advances to customers at amortized cost, including those that have been classified as held for sale, at the end of the reported period and at the end of the previous period).

Loans to Deposits: Loans and advances to customers at amortized cost divided by due to customers at the end of the reported period.

Non Performing Exposures (NPEs): Non Performing Exposures (in compliance with EBA Guidelines) are the Group's material exposures which are more than 90 days past-due or for which the debtor is assessed as unlikely to pay its credit obligations in full without realization of collateral, regardless of the existence of any past due amount or the number of days past due. The NPEs, as reported herein, refer to the gross loans at amortized cost, except for those that have been classified as held for sale.

Risk-weighted assets (RWAs): Risk-weighted assets are the Group's assets and off-balance-sheet exposures, weighted according to risk factors based on Regulation (EU) No 575/2013, taking into account credit, market and operational risk.

Total Capital Adequacy ratio: Total regulatory capital as defined by Regulations (EU) No 575/2013 and No 2395/2017 based on the transitional rules for the reported period, divided by total Risk Weighted Assets (RWA).

Phased in Common Equity Tier I (CET1): Common Equity Tier I regulatory capital as defined by Regulations No 575/2013 and No2395/2017 based on the transitional rules for the reported period, divided by total Risk Weighted Assets (RWAs).

Fully loaded Common Equity Tier I (CET1): Common Equity Tier I regulatory capital as defined by Regulations No 575/2013 and No 2395/2017 without the application of the relevant transitional rules, divided by total Risk Weighted Assets (RWAs).

EUROBANK ERGASIAS S.A.
General Commercial Registry No: 000223001000

CONSOLIDATED BALANCE SHEET

	In € million	
	30 Sep 2019	31 Dec 2018
ASSETS		
Cash and balances with central banks	**3,319**	1,924
Due from credit institutions	**3,738**	2,307
Derivative financial instruments	**2,721**	1,871
Loans and advances to customers	**36,977**	36,232
Investment securities	**7,662**	7,772
Property, plant and equipment	**780**	353
Investment property	**1,116**	316
Intangible assets	**425**	183
Deferred tax assets	**4,808**	4,916
Other assets	**2,480**	2,090
Assets of disposal groups classified as held for sale	**-**	20
Total assets	**64,026**	57,984
LIABILITIES		
Due to central banks	**1,250**	2,050
Due to credit institutions	**6,744**	6,376
Derivative financial instruments	**3,310**	1,893
Due to customers	**42,308**	39,083
Debt securities in issue	**2,590**	2,707
Other liabilities	**1,250**	844
Total liabilities	**57,452**	52,953
EQUITY		
Share capital	**852**	655
Share premium, reserves and retained earnings	**5,701**	4,334
Preferred securities	**21**	42
Total equity	**6,574**	5,031
Total equity and liabilities	**64,026**	57,984

CONSOLIDATED INCOME STATEMENT

	In € million	
	1 Jan - 30 Sep 2019	1 Jan - 30 Sep 2018
Net interest income	**1,031**	1,063
Net banking fee and commission income	**209**	209
Income from non banking services	**41**	8
Net trading income/(loss)	**(9)**	24
Gains less losses from investment securities	**66**	74
Other income/(expenses)	**27**	6
Operating income	**1,365**	1,384
Operating expenses	**(672)**	(653)
Profit from operations before impairments, provisions and restructuring costs	**693**	731
Impairment losses relating to loans and advances to customers	**(493)**	(513)
Other impairment losses and provisions	**(38)**	(4)
Restructuring costs	**(85)**	(47)
Share of results of associates and joint ventures	**17**	29
Profit before tax	**94**	196
Income tax	**(9)**	(58)
Net profit from continuing operations	**85**	138
Net profit/ (loss) from discontinued operations	**(3)**	(57)
Net profit attributable to shareholders	**82**	81

Note:
The Interim Consolidated Financial Statements for the nine months ended 30 September 2019 have incorporated the results of Grivalia group and Piraeus Bank Bulgaria A.D. as of 1 April and 1 June 2019, respectively, and will be available on the Bank's website on 22 November 2019.