

## 9M2022 Financial Results

- ✓ Core pre-provision income up 17.7% y-o-y at €795m
- ✓ Core operating profit at €592m, up 65.9% y-o-y
- ✓ Reported net profit at €1.1bn in 9M2022
- ✓ Tangible book value per share at €1.63, up €0.21 in 9M2022
- ✓ Total CAD at 17.2%<sup>1</sup>, up 150bps y-o-y - FLB3 CET 1 at 14.2%<sup>1</sup>, up 190 bps y-o-y
- ✓ SEE business net profit<sup>2</sup> at €153m, up 38.5% y-o-y
- ✓ NPE ratio at 5.6% - Provisions over NPEs at 72.7%
- ✓ Net NPEs at €0.7bn
- ✓ Cost of risk at 68bps in 9M2022
- ✓ Organic increase of Group performing loans by €2.5bn in 9M2022
- ✓ Customer deposits up by €2.5bn in 9M2022
- ✓ Loans to Deposits ratio at 74.3%

<sup>1</sup> Pro-forma for Solar securitization. Reported CAD 17.4%, FLB3 CET1 14.2%. Including period profits, subject to AGM approval.

<sup>2</sup> Adjusted net profit.



“On a backdrop of economic and geopolitical uncertainties, the Greek economy remains a positive outlier, with a growth rate estimate now at 6% for the year. European and global economy downside risks are increasing, as the continuous rise of interest rates and the protracted war in Ukraine generate recessionary pressures. For Greece, however, the strong current year, the sustained interest for FDIs and a satisfactory pace in absorbing EU funds, support a forecast of a positive, albeit lower than initially expected, growth in 2023. Growth rate is estimated well above the EU average, thus putting Greece on a track of real convergence with EU peers.

In an upward cycle, Eurobank recorded another quarter of robust financial results, exceeding our guidance across all lines, as a result of the bank’s diversified business model. Net profits stood at 173 million euro for Q3, thus increasing our tangible book value per share to 1.63 euro. International activities are a steady contributor, with profits increasing by almost 40%. Total capital adequacy ratio now stands at 17.2%. NPE ratio further decreased to 5.6% and, despite rising interest rates and inflationary pressures, there are no signs so far of asset quality deterioration.

We are focusing all our efforts on supporting our clients, and especially the dynamic companies, to make the most of the growth cycle. We are financing all major infrastructure projects, as well as private sector investments, both by large corporates and SMEs, which contribute to sustainable growth. Our performing loan portfolio expansion is set to reach 3 billion euro for the full year. With a strong balance sheet and increased liquidity, with a rise of 2.5 billion euro in deposits in the first nine months of the year, we are able to support the Greek economy to retain its dynamics and make good on our promise for Eurobank to be a ‘Bank for Growth’.”

**Fokion Karavias, CEO**

## 9M2022 Financial Results Review

The operating performance of Eurobank in 9M2022 was robust with the **adjusted profit after tax** increasing to €932m, from €298m the respective period of 2021. The **EPS** stood at €0.30, from €0.06 in 9M2021 and the **return on tangible book value**<sup>3</sup> increased to 22.0%, from 7.8% a year ago. In more detail:

- **Net interest income** rose by 8.1% y-o-y in 9M2022 to €1.1bn, against €1.0bn in 9M2021, driven by bond income, lending and international business.
- **Net fee and commission income** expanded by 21.1% y-o-y to €395m, mainly due to fees from lending activities, Network operations and cards business. Fee and commission income accounted for 66 basis points of total assets in 9M2022.
- As a result of the above, **core income** grew by 11.3% y-o-y to €1.5bn in 9M2022. **Other income** climbed to €617m, from €66m in 9M2021, mainly due to trading gains from hedging instruments. Thus, **total operating income** increased by 50.4% y-o-y to €2.1bn in 9M2022.
- **Operating expenses** increased by 4.7% y-o-y to €681m, mainly due to SEE operations, with Greece being slightly up by 0.7% y-o-y. The **cost to core income ratio** improved to 46.1% in 9M2022, from 49.1% a year ago, while the **cost to income ratio** substantially declined to 32.5%, due to high trading gains.
- **Core pre-provision income** was up by 17.7% y-o-y to €795m and **pre-provision income** reached €1.4bn, from €741m in 9M2021.
- **Loan loss provisions** declined to €203m in 9M2022 and corresponded to 68 basis points of the average net loans in 9M2022.
- As a result of the above, **core operating profit** increased by 65.9% y-o-y to €592m in 9M2022, compared to €357m in 9M2021.
- **Adjusted profit before tax** amounted to €1.2bn and **adjusted net profit** totaled €932m in 9M2022. **Net profit after tax** stood at €1.1bn, compared to €216m in 9M2021 and include €231m gains from the completion of the spin-off of the merchant acquiring business (project “Triangle”).
- **SEE operations** were profitable, as the **adjusted net profit** reached €153m in the first nine months of the current year, from €111m the respective period of 2021. **Core pre-provision income** increased by 16.4% y-o-y and amounted to €223m, with **core operating profit** rising by 44.6% y-o-y to €197m in 9M2022. 46% of the adjusted net profit came from the operations in Bulgaria and 44% from those in Cyprus.
- The **NPE ratio** fell to 5.6% at the end of September and the **stock of NPEs** decreased to €2.4bn or €0.7bn after provisions. **NPE formation** was positive by only €12m in 9M2022. **Provisions over NPEs** reached 72.7%.
- **CET1** and **Total CAD** reached 14.9%<sup>4</sup> and 17.2%<sup>4</sup>, up 160 bps and 150 bps respectively over 9M2021. The **fully-loaded Basel III CET1 (FLB3 CET1)** ratio grew to 14.2%<sup>4</sup>, from 12.3% a year ago.
- **Tangible book value per share** increased by €0.21 in 9M2022 to €1.63.

<sup>3</sup> Adjusted net profit.

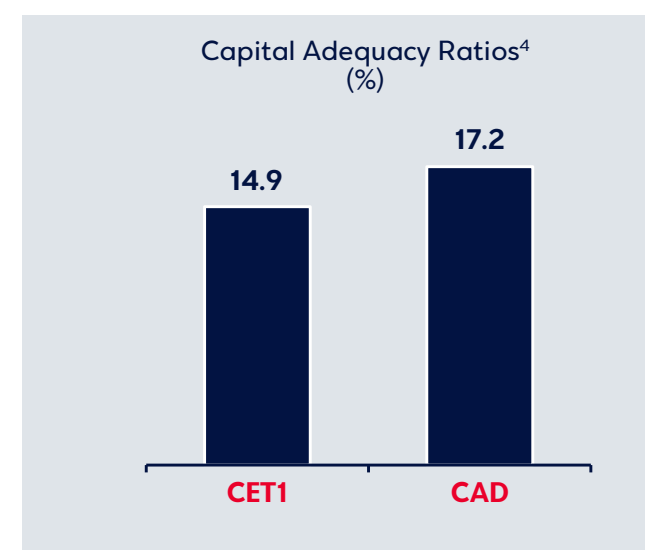
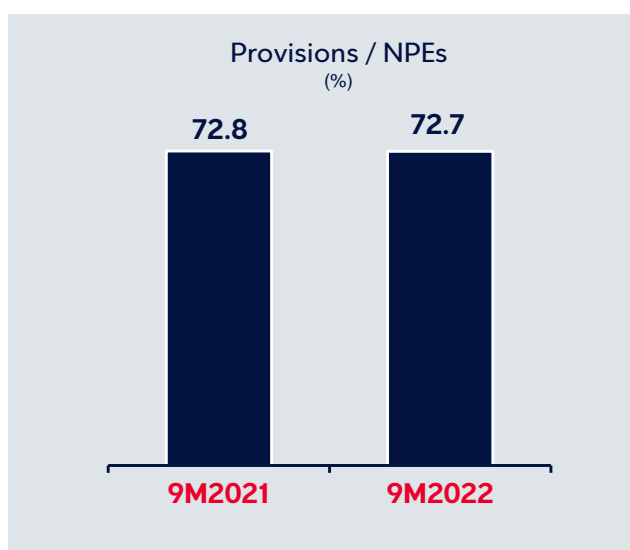
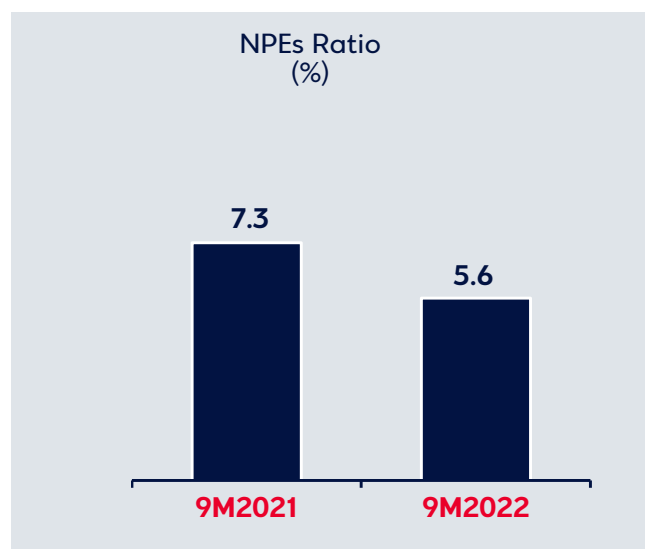
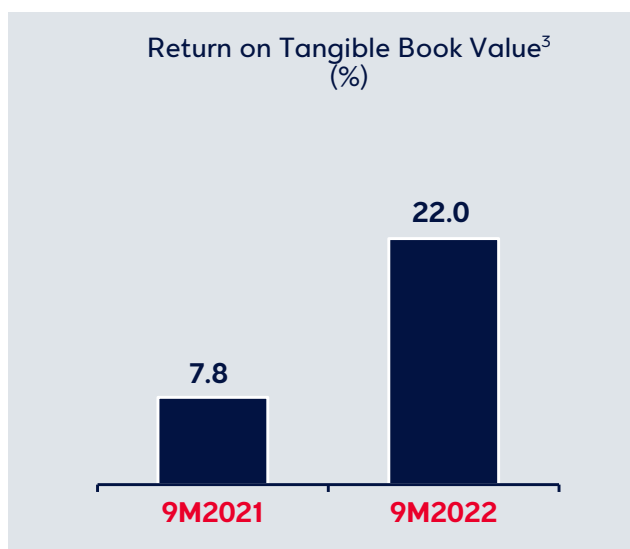
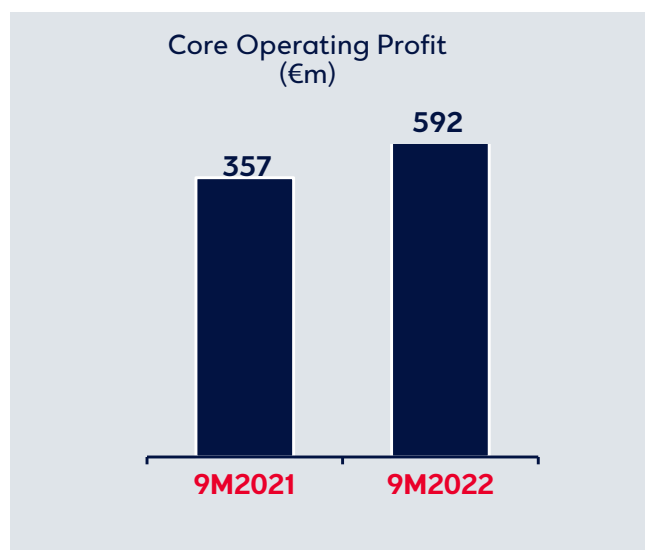
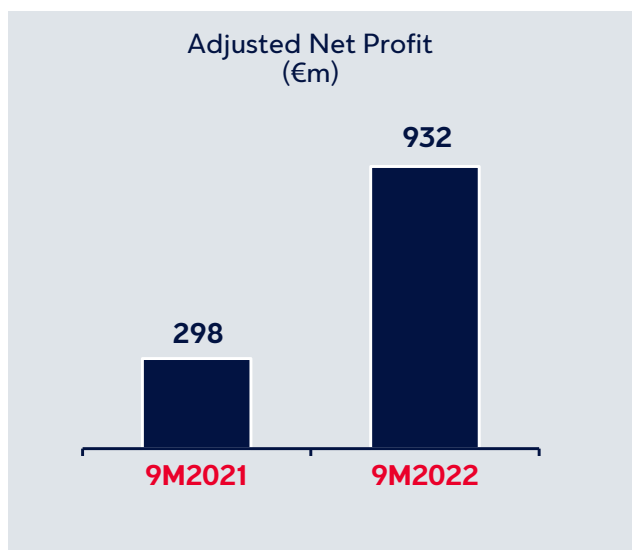
<sup>4</sup> Pro-forma for Solar securitization. Reported CET1 14.9%, CAD 17.4%, FLB3 CET1 14.2%. Including period profits, subject to AGM approval.

- At the end of the nine months 2022, **Risk weighted assets** amounted to €42.2bn and **total assets** stood at €83.4bn
- **Group performing loans** grew organically by €2.5bn in 9M2022, of which 62% came from Greece and 38% from SEE business. **Total gross loans** amounted to €43.1bn at the end of September, including senior notes of €4.8bn. Corporate loans stood at €24.7bn, mortgages at €10.3bn and consumer loans at €3.4bn.
- **Customer deposits** grew by €2.5bn in 9M2022 to €55.7bn. The **loans to deposits ratio** was 74.3% and the **liquidity coverage ratio** 169% in 9M2022.
- **The FY2022 outlook** is as follows:

	<b>FY2022 outlook</b>
Organic Growth of Performing Loans	c.€3.0bn
Core Pre Provision Income	c.€1.1bn
Core Operating Profit	c.€800m
RoTBV	c.11.0% <sup>5</sup>
EPS	€0.17 <sup>5</sup>
Cost of Risk	c.0.70%
NPE ratio	5.5%
Provisions over NPEs	c.70.0%
FLB3 CET1 <sup>6</sup>	14.6%
CAD <sup>6</sup>	17.5%

<sup>5</sup> Adjusting net profit of the year by normalizing other income and excluding Triangle gain and restructuring costs.

<sup>6</sup> Including period profits, subject to AGM approval.



P&L	9M2022	9M2021	Change
Net Interest Income	€1,081m	€1,000m	8.1%
Net Fee & Commission Income	€395m	€326m	21.1%
Total Operating Income	€2,092m	€1,391m	50.4%
Total Operating Expenses	€681m	€651m	4.7%
Core Pre-Provision Income	€795m	€675m	17.7%
Pre-Provision Income	€1,412m	€741m	90.6%
Loan Loss Provisions	€203m	€318m	-36.3%
Core Operating Profit	€592m	€357m	65.9%
Adjusted Net Profit	€932m	€298m	>100%
Net Income after tax	€1,106m	€216m	>100%

Balance Sheet	9M2022	9M2021
Consumer Loans	€3,352m	€3,053m
Mortgages	€10,265m	€10,006m
Small Business Loans	€3,822m	€3,764m
Large Corporates & SMEs	€20,860m	€17,804m
Senior Notes	€4,838m	€3,495m
Total Gross Loans	€43,106m	€38,161m
Total Customer Deposits	€55,696m	€51,136m
Total Assets	€83,438m	€73,367m

Financial Ratios	9M2022	9M2021
Net Interest Margin	1.81%	1.90%
Cost to Income	32.5%	46.8%
NPEs Ratio	5.6%	7.3%
Provisions / NPEs	72.7%	72.8%
Provisions to average Net Loans (Cost of Risk)	0.68%	1.13%
Return on Tangible Book Value <sup>3</sup>	22.0%	7.8%
Earnings per Share	€0.30	€0.06
Common Equity Tier 1 (CET1)	14.9% <sup>4</sup>	13.3%
Total Capital Adequacy (CAD)	17.2% <sup>4</sup>	15.7%

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

- **Adjusted net profit:** Net profit/loss from continuing operations after deducting restructuring costs, goodwill impairment, gains/losses related to the transformation plan and income tax adjustments.
- **Basic Earnings per share (EPS):** Net profit attributable to ordinary shareholders divided by the weighted average number of ordinary shares in issue during the period, excluding the average number of ordinary shares purchased by the Group and held as treasury shares.
- **Common Equity Tier 1 (CET1):** Common Equity Tier I regulatory capital as defined by Regulation (EU) No 575/2013 as in force, based on the transitional rules for the reported period, divided by total Risk Weighted Assets (RWA).
- **Core Operating Profit:** Core pre-provision income minus impairment losses relating to loans and advances charged in 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.
- **Cost to core income:** Total operating expenses divided by total core operating income. Core operating income is the total of net interest income, net banking fee and commission income and income from non banking services.
- **Cost to Income ratio:** Total operating expenses divided by total operating income.
- **Fees and commissions:** The total of net banking fee and commission income and income from non banking services of the reported period.
- **Fully loaded Common Equity Tier I (CET1):** Common Equity Tier I regulatory capital as defined by Regulation No 575/2013 as in force, without the application of the relevant transitional rules, divided by total RWA.
- **Income from trading and other activities:** The total of net trading income, gains less losses from investment securities and other income/ (expenses) of the reported period.
- **Loans to Deposits ratio:** Loans and advances to customers at amortised cost divided by due to customers at the end of the reported period.
- **Liquidity Coverage Ratio (LCR):** The total amount of high quality liquid assets over the net liquidity outflows for a 30-day stress period.
- **Net Interest Margin (NIM):** The net interest income of the reported period, annualised and divided by the average balance of continued operations' total assets (the arithmetic average of total assets, excluding those related to discontinued operations at the end of the reported period, at the end of interim quarters and at the end of the previous 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 amortised cost except for those that have been classified as held for sale.
- **NPEs formation:** Net increase/decrease of NPEs in the reported period excluding the impact of write offs, sales and other movements.
- **NPEs Coverage ratio:** Impairment allowance for loans and advances to customers and ECL allowance for credit related commitments (off balance sheet items), divided by NPEs at the end of the reported period.
- **NPEs ratio:** Non Performing Exposures (NPEs) divided by gross loans and advances to customers at amortised cost at the end 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.

- **Provisions (charge) to average Net Loans ratio (Cost of Risk):** Impairment losses relating to loans and advances charged in the reported period, annualised and divided by the average balance of loans and advances to customers at amortised cost (the arithmetic average of loans and advances to customers at amortised cost, including those that have been classified as held for sale, at the beginning and the end of the reported period, as well as at the end of interim quarters).
- **Return on tangible book value (RoTBV):** Adjusted net profit divided by average tangible book value.
- **Tangible Book Value (TBV):** Total equity excluding preference shares, preferred securities and non controlling interests minus intangible assets.
- **Tangible Book Value/Share (TBV/S):** Tangible book value divided by outstanding number of shares as at period end excluding own shares.
- **Texas Ratio:** Non-performing exposures (NPEs) divided by the sum of impairment losses relating to loans and advances and Common Equity Tier 1.
- **Total Capital Adequacy ratio:** Total regulatory capital as defined by Regulation (EU) No 575/2013 as in force, based on the transitional rules for the reported period, divided by total Risk Weighted Assets (RWA). The RWA 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.



**CONSOLIDATED BALANCE SHEET**

	In € million	
	30 Sep 2022	31 Dec 2021
<b>ASSETS</b>		
Cash and balances with central banks	16,165	13,515
Due from credit institutions	1,011	2,510
Derivative financial instruments	2,485	1,949
Loans and advances to customers	41,409	38,967
Investment securities	12,984	11,316
Property and equipment	816	815
Investment property	1,372	1,492
Intangible assets	293	269
Deferred tax assets	4,259	4,422
Other assets	2,644	2,597
<b>Total assets</b>	<b>83,438</b>	<b>77,852</b>
<b>LIABILITIES</b>		
Due to central banks	11,596	11,663
Due to credit institutions	2,228	973
Derivative financial instruments	2,286	2,394
Due to customers	55,696	53,168
Debt securities in issue	3,193	2,552
Other liabilities	2,013	1,467
<b>Total liabilities</b>	<b>77,012</b>	<b>72,217</b>
<b>EQUITY</b>		
Share capital	816	816
Share premium, reserves and retained earnings	5,516	4,723
Non controlling interests	94	96
<b>Total equity</b>	<b>6,426</b>	<b>5,635</b>
<b>Total equity and liabilities</b>	<b>83,438</b>	<b>77,852</b>

**CONSOLIDATED INCOME STATEMENT**

	In € million	
	1 Jan - 30 Sep 2022	1 Jan - 30 Sep 2021
Net interest income	1,081	1,000
Net banking fee and commission income	323	253
Income from non banking services	71	73
Net trading income/(loss)	661	(5)
Gains less losses from investment securities	(19)	71
Other income/(expenses)	300	(1)
<i>of which gain on project "Triangle"</i>	<i>325</i>	
<b>Operating income</b>	<b>2,417</b>	<b>1,391</b>
Operating expenses	(681)	(650)
<b>Profit from operations before impairments, provisions and restructuring costs</b>	<b>1,736</b>	<b>741</b>
Impairment losses relating to loans and advances to customers	(203)	(390)
<i>of which loss on project "Mexico"</i>		<i>(72)</i>
Other impairment losses and provisions	(48)	(25)
Restructuring costs	(77)	(13)
Share of results of associates and joint ventures	16	14
<b>Profit before tax</b>	<b>1,424</b>	<b>327</b>
Income tax	(318)	(111)
<b>Net profit</b>	<b>1,106</b>	<b>216</b>
Net profit/(loss) attributable to non controlling interests	(0)	0
<b>Net profit attributable to shareholders</b>	<b>1,106</b>	<b>216</b>

**Note:**

The Interim Consolidated Financial Statements for the nine months ended 30 September 2022 will be published on 11 November 2022.