



NATIONAL BANK  
OF GREECE



# Fixed Income Presentation

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October 2019

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## Table of Contents

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- 1** Overview
- 2** Financial Highlights - 1H 2019
- 3** Asset Quality
- 4** Capital
- 5** Funding & Liquidity
- 6** Fixed Income
- 7** Macro





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# Overview

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NBG has a large and stable client base and is a highly trusted bank in Greece



**5.3MM active retail customers** in a Greek bankable population of ~8.3M<sup>1</sup>



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**Trusted brand**, testified by client loyalty and marketing surveys



**36% savings deposits market share** in a total market of ~€53b<sup>2</sup>



Well-established, long lasting  
**Corporate relationships**



## Our six strategic priorities for 2019-2022

### A CLEAN-UP THE BALANCE SHEET



Front-load **NPE clean-up** delivering  
a ~5% **NPE ratio**

### D MOBILISE OUR PEOPLE



Reward **performance** and **motivate** our  
people aligning individual objectives to  
strategic goals

### B ENHANCE EFFICIENCY & AGILITY



Complete **FTE reductions** and **G&A  
rationalisation** supporting **C:I** drop  
to ~45%

### E IMPROVE VISIBILITY & CONTROL



Enhance **client planning and steering  
tools** enabling value and risk-based  
decisions

### C BOOST REVENUE GENERATION



Improve **sales** and **service  
orientation** growing non-risk income  
and shifting transactions to digital  
channels

### F UPGRADE TECHNOLOGY INFRASTRUCTURE



Invest to modernize the **technology  
infrastructure** improving efficiency and  
service levels

## A clean and profitable bank in 2022 – the Greek bank of choice

	2018	1H19	2022 targets
ROE	<0%	4.8% <sup>1</sup>	~11%
NPE ratio	41%	37%	~5%
Cost : Income <sup>2</sup>	75%	57% <sup>3</sup>	~45%
CET1	16.1%	15.5%	~15%

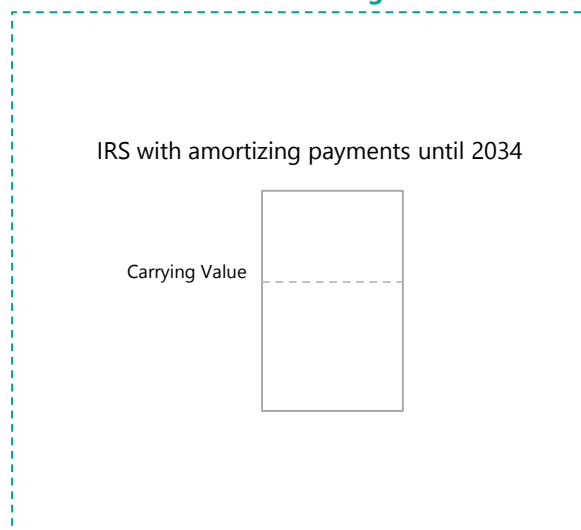
Note: Group level figures

1. ROE for 1H.19 calculated as PAT from Cont. Operations only and excluding trading and other income; 1H.19 reported ROE at 5.0%, 2. Excluding restructuring costs, 3. Cost to Core Income (excluding trading & other income of €151m in 1H.19)

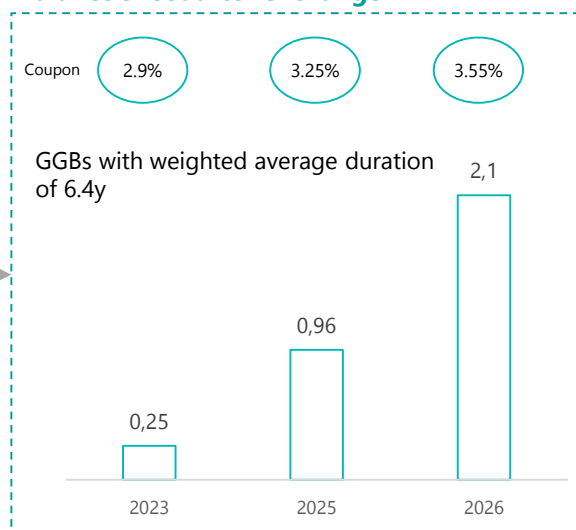
## The exchange of the IRS on February 2019 is the basis of a strong start to the Bank's latest strategic transformation plan

The Bank exchanged a legacy Interest rate swap with newly issued GGBs, increasing the NII by c. €110mn per annum and adding a one-off positive P&L impact of €59mn

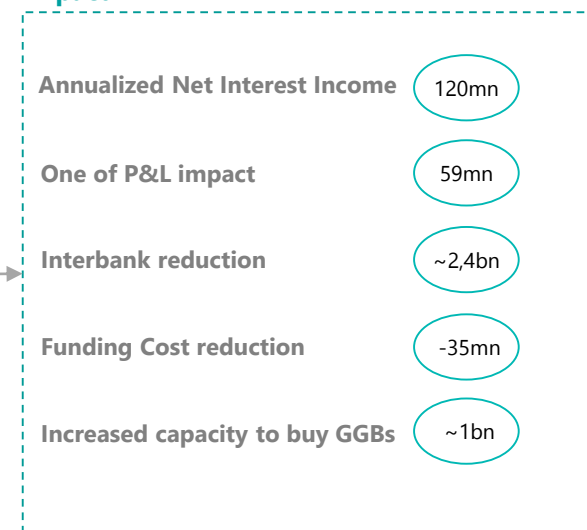
### Balance sheet before exchange



### Balance sheet after exchange

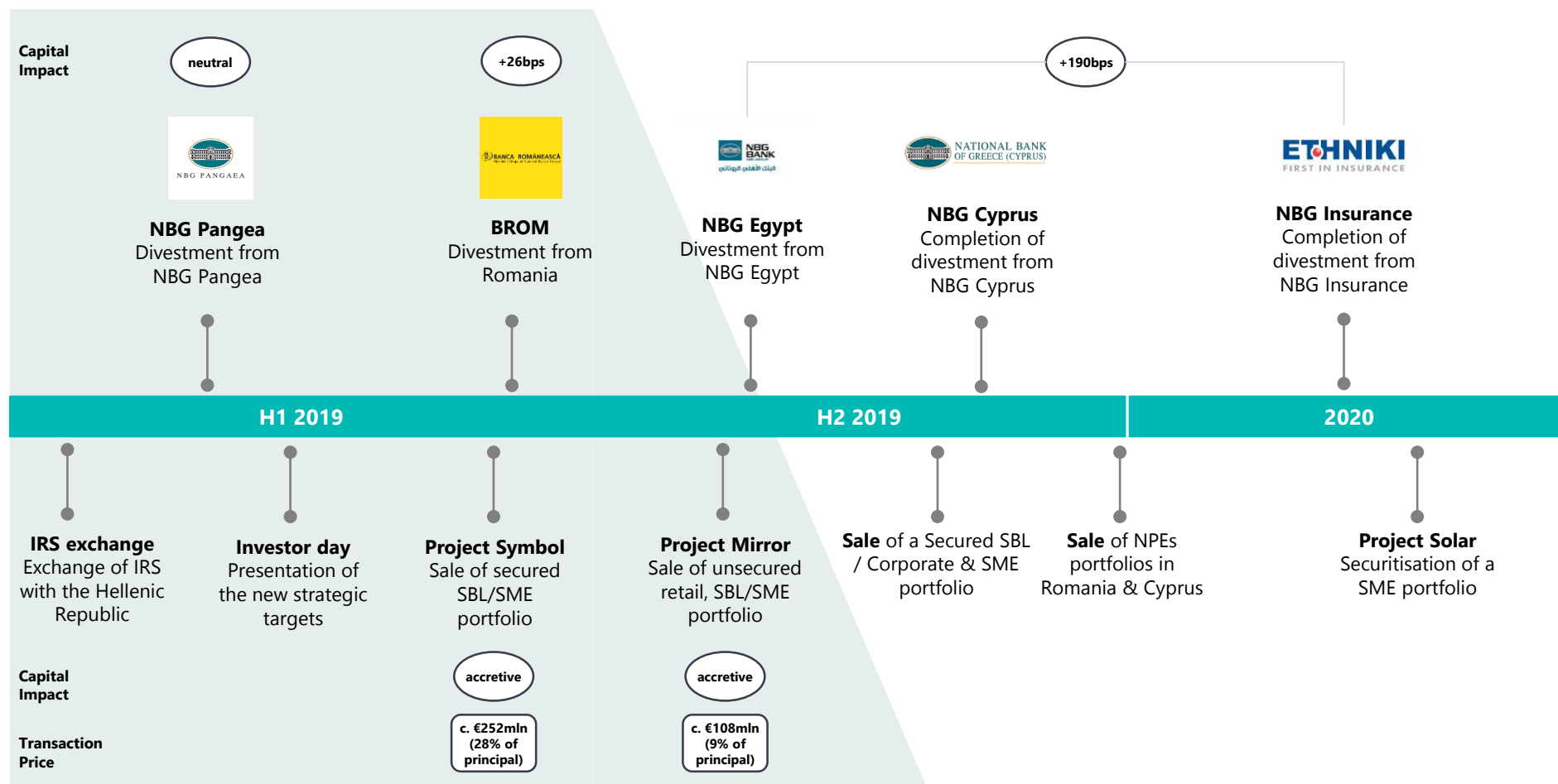


### Impact





## NPE disposals and divestments are picking up pace





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## Financial Highlights - 1H 2019

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# 1H19 Financial highlights

## 1 1H19 Group PAT from continuing operations at €253m



- **NII up by 6% yoy to**, driven by securities interest income reflecting the swap arrangement with the Greek State; pushing NII up by +6% qoq; **Fees up by 3% yoy**, as retail banking fees expand by 9% on strong card, digital channels and bancassurance fees;
- **Trading & other income** benefits from one off gains; the underlying trading & other income line is firmly in positive territory;
- **OpEx down by 7% yoy** on the back of successful VES completion concerning a total of c1,150 employees, the reduction of the physical network by 83 branches and tighter G&A cost control; **CoR at 136bps** in 1H19 relative to 132bps in 1H18;
- **1H19 PAT from discontinued operations** adds €103m to the bottom line, aided by the capital gain from the sale of Pangaea

## 2 Domestic NPE reduction picks up in 2Q19 (-€1.4b qoq)



- **NPE reduction accelerates in 2Q19**, reflecting the agreed sale of unsecured consumer, SB and SME loans (-€1.0b), as well as negative NPE formation, before write offs, of €0.4b;
- **The remaining effort to the FY19 NPE reduction target stands at €1.8b** - this will be achieved through the sale of a secured corporate portfolio, a shipping portfolio and Cypriot and Romanian loans, restructurings involving debt forgiveness and liquidations;
- **High NPE coverage levels of 56%** facilitate the ongoing shift towards sales & liquidations on a contained loss budget

## 3 Domestic deposits up 6% yoy – corporate disbursements pick up with positive net expansion



- **Domestic deposit recovery continues in 2Q19 (+5.9% yoy)**, with c60% of the pre-capital control outflows already recovered;
- LCR & NSFR ratios are kept at levels well above 100%, exceeding regulatory thresholds;
- 2Q19 NBG **credit disbursements towards Greek corporates** reach €0.8b, up from €0.6b in 1Q19, despite 2Q19 being a pre-election period

## 4 CET1 ratio at 16.0%, TCR at 17%



- **2Q19 CET1 of 16.0%** - Ethniki Insurance sale will push up CET1 further;
- **Issuance of €400m in non dilutive Tier II** bond in July pushes Total Capital ratio to 17.0%

## Group P&L and Key Ratios

### Group P&L

€ m	1H19	1H18	YoY	2Q19	1Q19	QoQ
NII	598	566	+6%	309	290	+6%
Net Fees & Commissions	120	117	+3%	61	59	+4%
<b>Core Income</b>	<b>718</b>	<b>683</b>	<b>+5%</b>	<b>370</b>	<b>349</b>	<b>+6%</b>
Trading & other income	151 <sup>1</sup>	(19)	n/m	51	100	-49%
<b>Income</b>	<b>869</b>	<b>664</b>	<b>+31%</b>	<b>421</b>	<b>448</b>	<b>-6%</b>
Operating Expenses	(408)	(437)	-7%	(204)	(204)	+0%
<b>Core PPI</b>	<b>310</b>	<b>246</b>	<b>+26%</b>	<b>165</b>	<b>145</b>	<b>+14%</b>
<b>PPI</b>	<b>461</b>	<b>227</b>	<b>&gt;100%</b>	<b>217</b>	<b>245</b>	<b>-11%</b>
Loan Impairments	(204)	(157) <sup>2</sup>	+29%	(101)	(103)	-1%
<b>Operating Profit</b>	<b>258</b>	<b>70</b>	<b>&gt;100%</b>	<b>116</b>	<b>142</b>	<b>-19%</b>
<b>Core Operating Profit</b>	<b>107</b>	<b>88</b>	<b>+21%</b>	<b>64</b>	<b>43</b>	<b>+51%</b>
Other impairments	3	(10)	n/m	11	(8)	n/m
<b>PBT</b>	<b>261</b>	<b>60</b>	<b>&gt;100%</b>	<b>126</b>	<b>135</b>	<b>-6%</b>
Taxes	(8)	(12)	-31%	(5)	(4)	+34%
<b>PAT (cont. ops)</b>	<b>253</b>	<b>48</b>	<b>&gt;100%</b>	<b>122</b>	<b>131</b>	<b>-7%</b>
PAT (discont. ops)	103	32	>100%	82	21	>100%
VES & other restructuring costs <sup>3</sup>	(105)	(40)	>100%	(4)	(101)	-96%
Minorities	(18)	(20)	-10%	(8)	(10)	-20%
<b>PAT</b>	<b>233</b>	<b>19</b>	<b>&gt;100%</b>	<b>192</b>	<b>41</b>	<b>&gt;100%</b>

### Key Ratios - Group

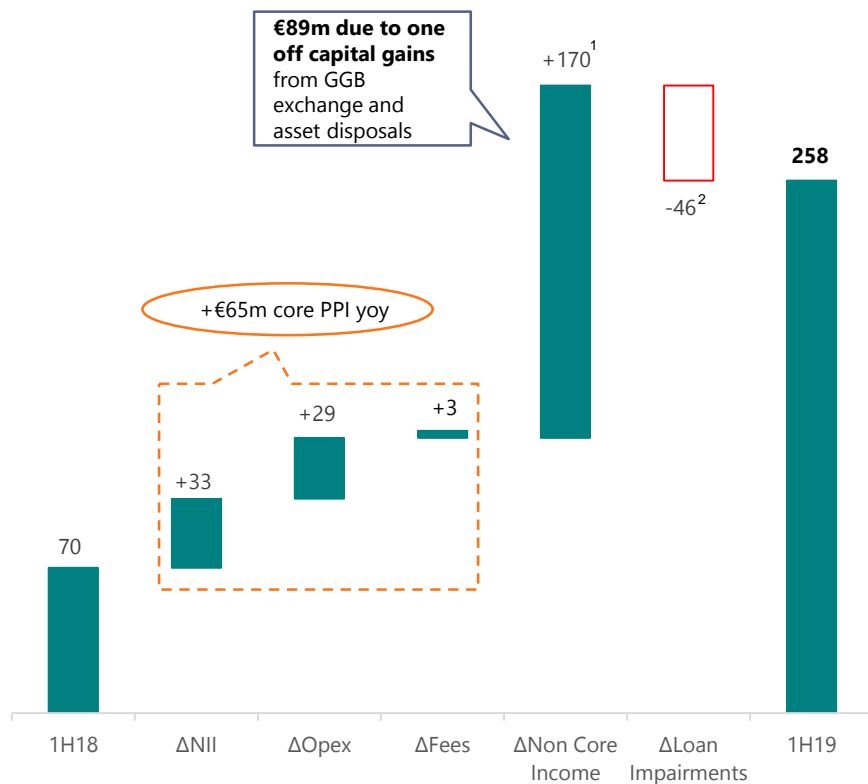
	2Q19	1Q19	FY18	2Q18
<b>Liquidity</b>				
Loans-to-Deposits ratio	70%	71%	70%	74%
LCR	171%	151%	144%	86%
NSFR	113%	113%	108%	n/a
<b>Profitability</b>				
NIM (bps)	276	263	273	275
Cost to core income	55%	58%	65%	67%
Cost of Risk (bps) <sup>4</sup>	135	136	113	106
Risk Adjusted NIM <sup>5</sup>	141	127	160	169
<b>Asset quality</b>				
NPE ratio	36.5%	38.9%	40.9%	42.4%
NPE coverage ratio	56.0%	58.6%	59.1%	60.2%
<b>Capital</b>				
CET1 ratio	16.0% <sup>6</sup>	15.7%	16.1%	16.2%
RWAs (€ bn)	37.4	35.1	35.0	36.1

- Includes among others €59m trading gain from the GGB swap arrangement with the Greek State and €30m capital gain from Grand Hotel disposal,
- Includes recoveries of €42m from NPL sales,
- Restructuring charges, mainly comprising of VES costs of €94m in 1Q19 & €4M in 2Q19
- 2Q19/FY.18 CoR excludes one-offs related to the NPL sales; reported CoR at 104bps in 1H18, and 99bps in FY18
- Risk Adjusted NIM= NIM-Cost of Risk
- pro forma for 1H19 PAT and the impact of agreed divestments

# 1H19 Group operating profit reaches €258m (+3.7x yoy) aided by solid operating results and strong trading gains

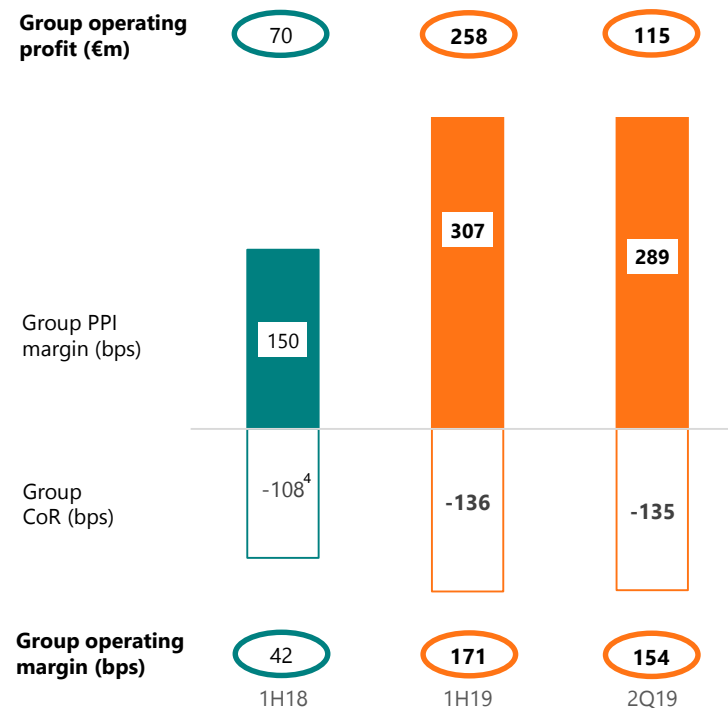
## Group operating profit bridge 1H19

(€ m)



## Group operating margin decomposition<sup>3</sup> 1H19

(bps)

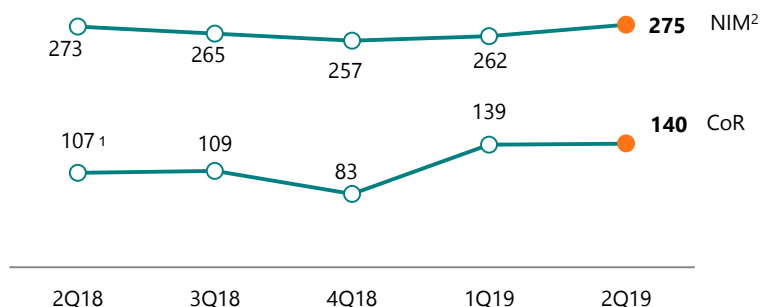


1. Includes €59m trading gain from the GGB swap arrangement with the Greek State and €30m capital gain from Grand Hotel disposal
2. 1H18 CoR benefits from €42m of recoveries from the sale of an unsecured 90dpd portfolio (Project Earth)
3. All margins calculated over net loans
4. Excluding the €42m recovery from the NPL sale, underlying CoR at 132bps

Domestic NII up by +7% qoq at €293m; NIM up by 13bps qoq to 275bps

## Domestic NIM & CoR

(bps)



## Domestic NII breakdown

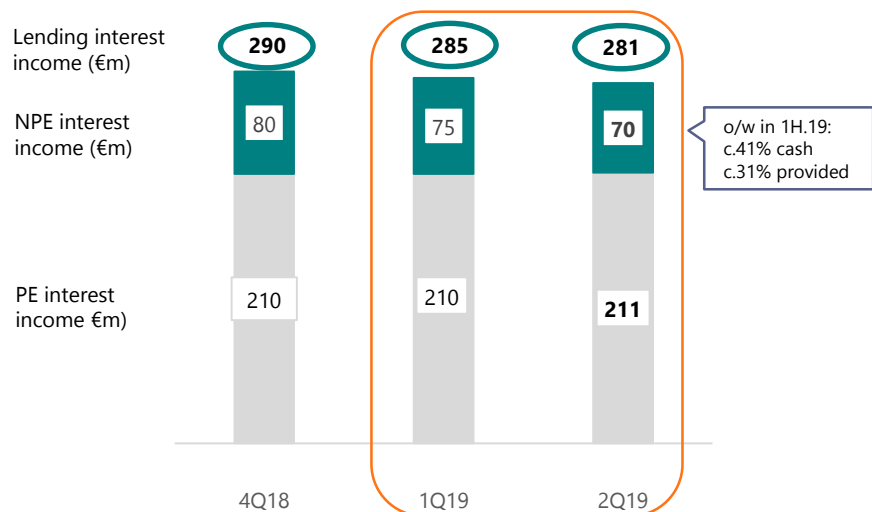
(€ m)

	2Q18	3Q18	4Q18	1Q19	2Q19
Loans	286	283	290	285	281
Deposits	-37	-38	-40	-40	-41
Securities	23	26	28	40	63
Eurosystem & wholesale	-13	-14	-17	-14	-12
Subs & other	1	0	-2	3	3
<b>Total</b>	<b>260</b>	<b>258</b>	<b>259</b>	<b>274</b>	<b>293</b>

+6.8% qoq

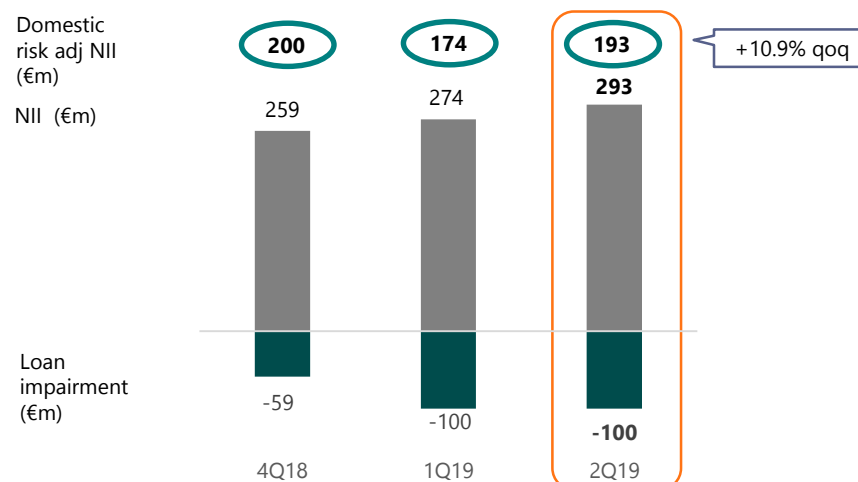
## Domestic lending income decomposition

(€ m)



## Domestic risk adj NII

(€ m)

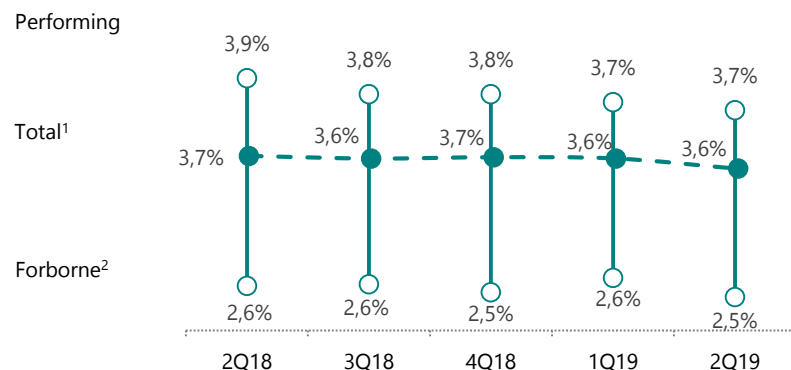


1. Excluding €42m of recoveries from a 90dpd portfolio sale

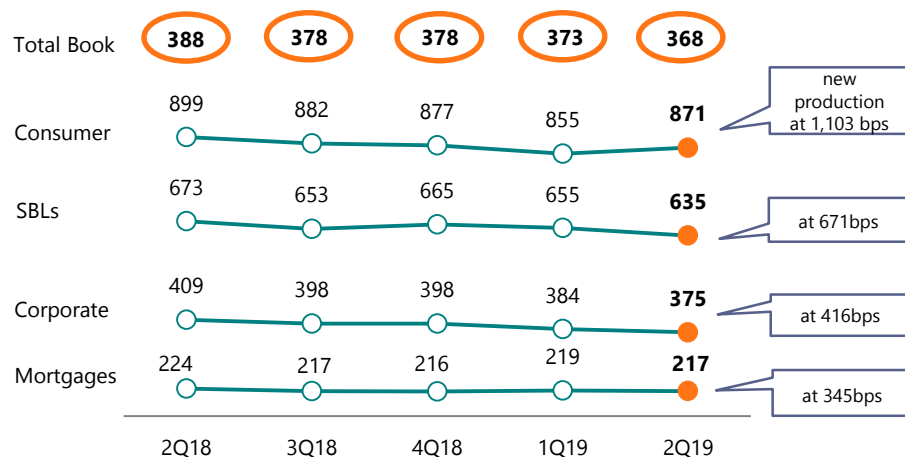
2. NIM calculated on a daily average basis

# Performing loans continue to expand in 2Q19, aided by €0.8b of corporate & SB disbursements

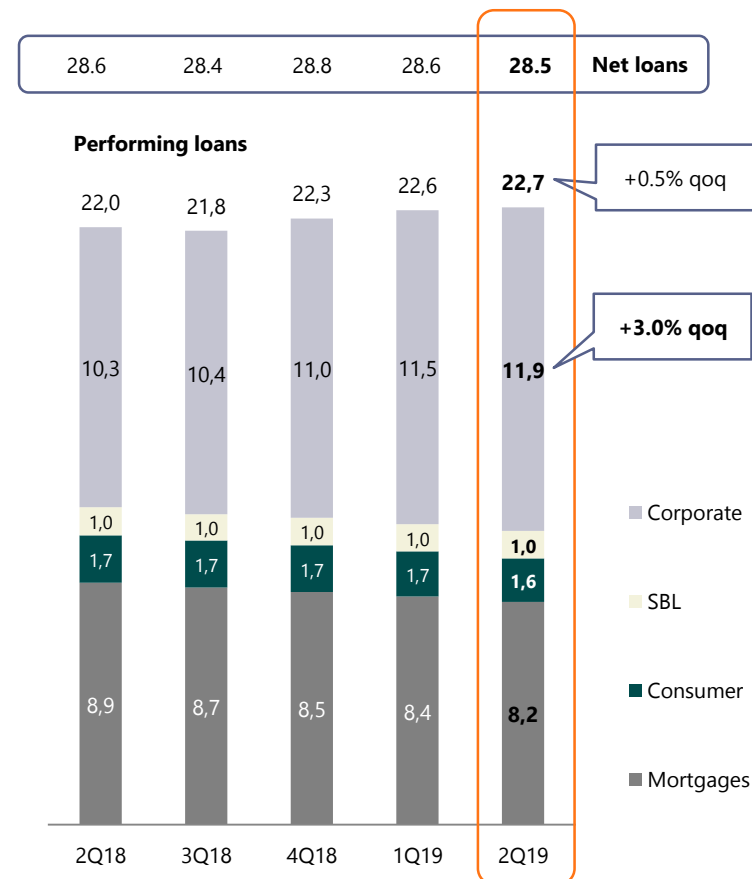
## Greek forbore, PE & total lending yields



## Greek lending yields<sup>3</sup> (bps)



## Greek loan evolution<sup>4</sup> (€ b)



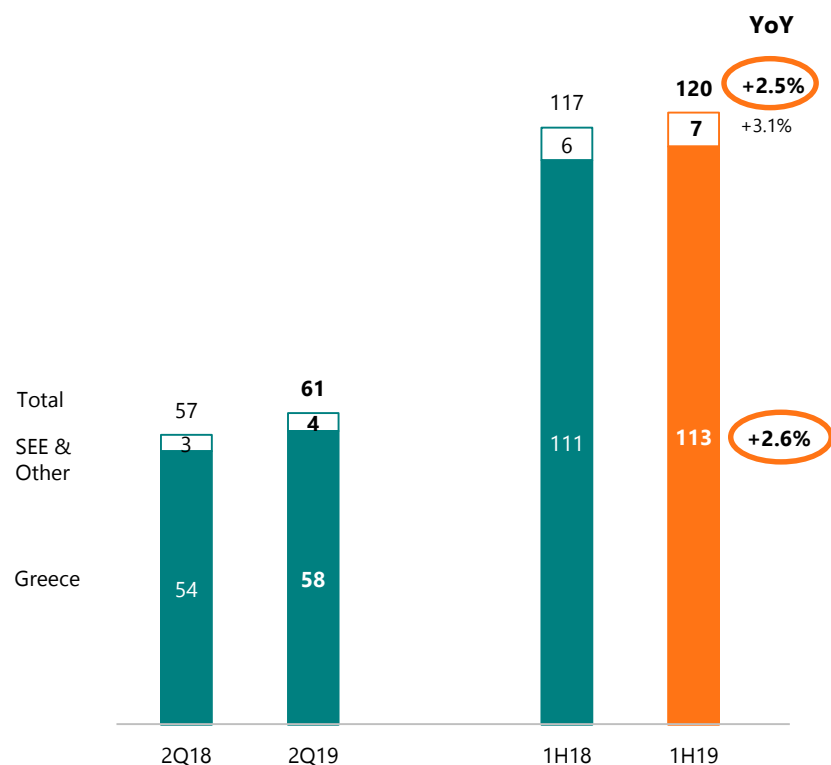
1. Includes NPEs  
2. Includes FPEs & FNPEs  
3. Calculated on performing loans  
4. Performing loans = Gross loans - NPEs

# 1H19 retail fees up by 9% yoy, driven by digital channels, card fees and bancassurance

## Group fees by region

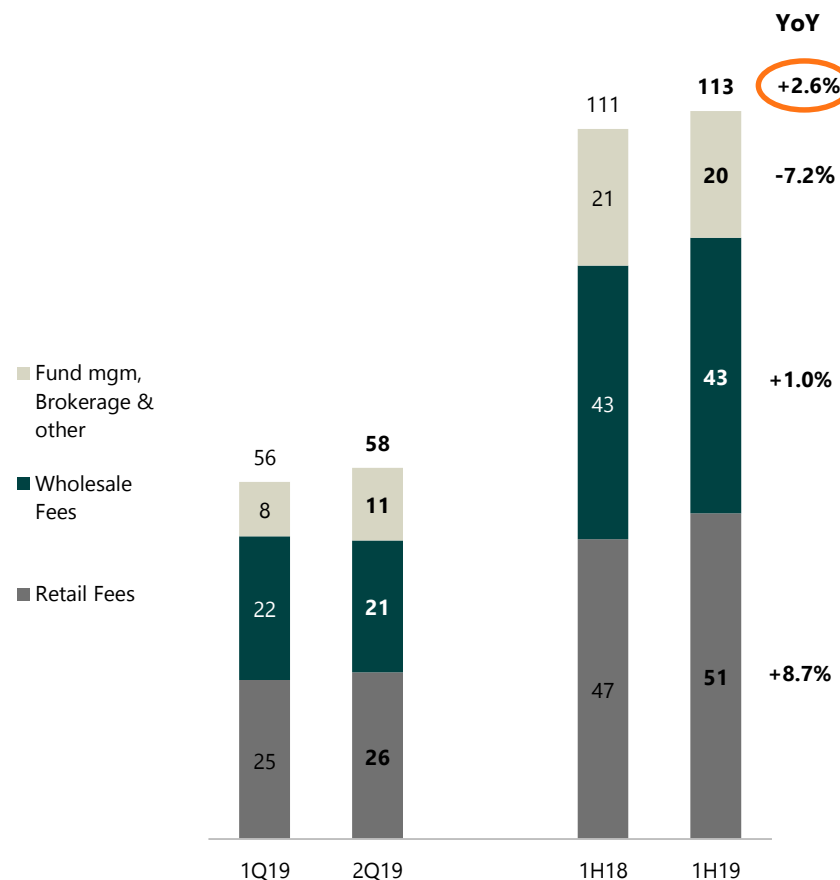
(€ m)

0.41%    **0.42%**    0.42%    **0.41%** Fees/Assets<sup>1</sup>



## Domestic fees

(€ m)



1: Excluding assets held for sale



# Cost cutting impact from personnel reduction and branch closures drives domestic OpEx lower by 6.8% yoy

## Group OpEx by category

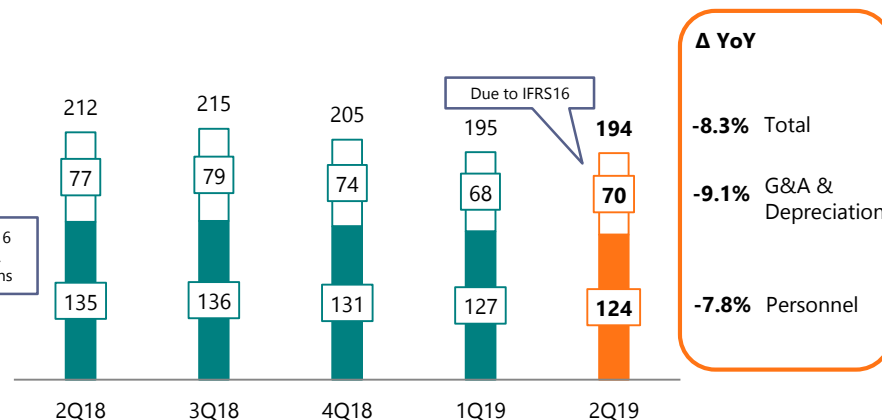
(€ m)

	Greece			Group		
	1H19	1H18	YoY	1H19	1H18	YoY
Personnel	251	268	-6.3%	262	280	-6.5%
G&As	89	114	-21.3%	97	121	-20.1%
Depreciation	47	35	+37.0%	49	36	+36.5%
<b>Total</b>	<b>388</b>	<b>416</b>	<b>-6.8%</b>	<b>408</b>	<b>437</b>	<b>-6.7%</b>
<b>C:I</b>	<b>47%</b>	<b>67%</b>	<b>-20ppts</b>	<b>47%</b>	<b>66%</b>	<b>-19ppts</b>

Reflects IFRS16  
G&A / Depr.  
reclassifications

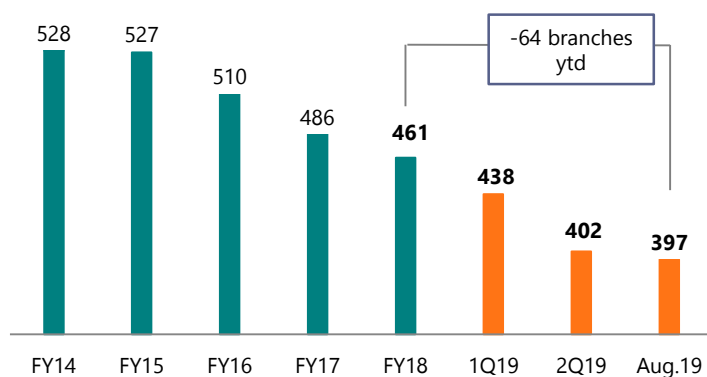
## Domestic OpEx evolution

(€ m)



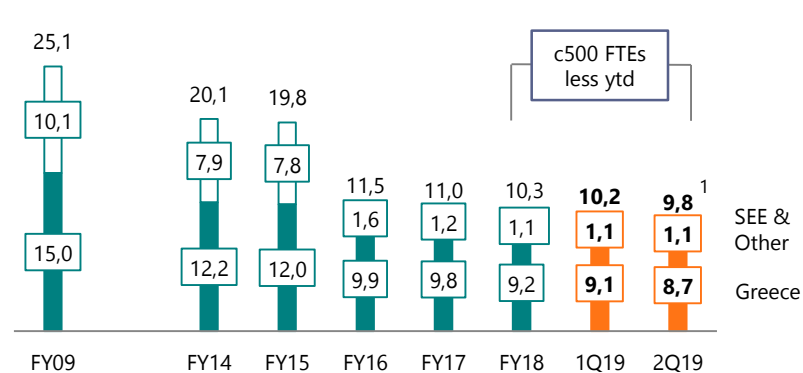
## Domestic Branch evolution

(#)



## Group headcount evolution

('000)



1. Excludes employees at discontinued operations



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# Asset Quality

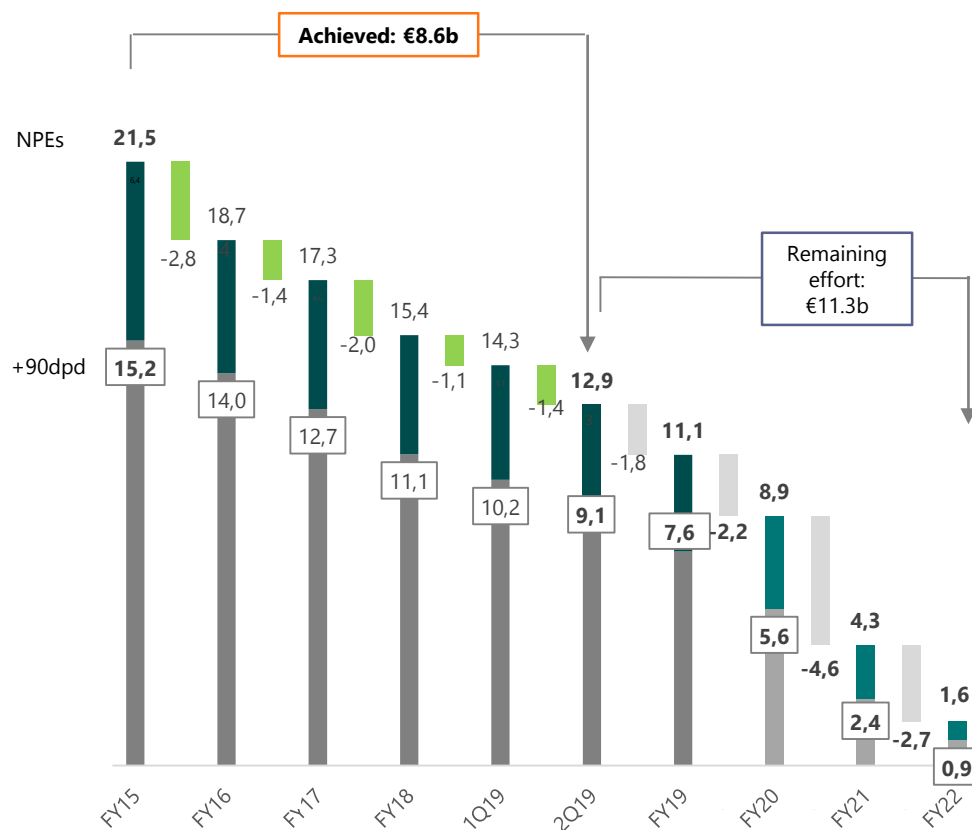
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## 1H19 €2.5b NPE reduction bodes well for delivering the ambitious 2019 NPE target

### Bank NPE reduction targets

(€ b)

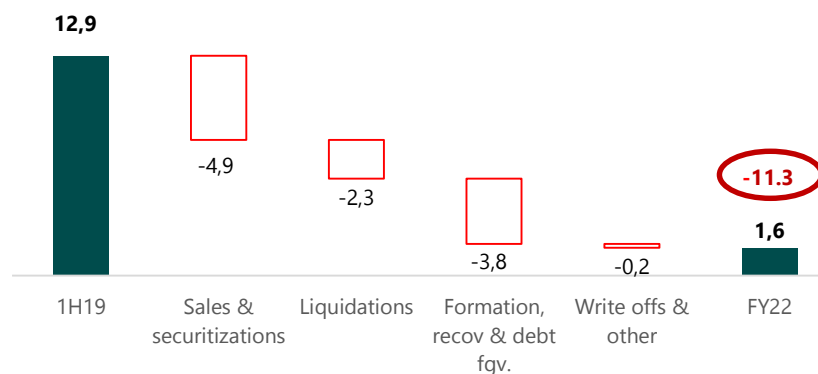


### NPE operational performance

- NPEs reduced by €2.5b ytd, of which **€1.4b in 2Q19**
- To achieve the 2019 SSM NPE target an **additional €1.8b of NPEs** need to be reduced in 2H19
- The **NPE ratio will have been reduced to c. 5% in 2022**
- The envisaged reduction will be aided by positive developments in **securitization schemes** and the new **law on primary residence protection**, addressing mortgage NPLs

### Bank NPE reduction channels & target

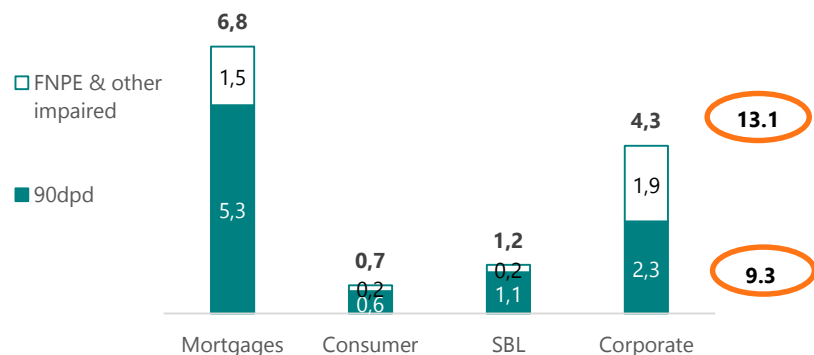
(€ b)



NPE stock reduced by €1.4b in 2Q19, reflects a sale (-€1.0b) as well as negative organic formation<sup>1</sup> of €0.4b

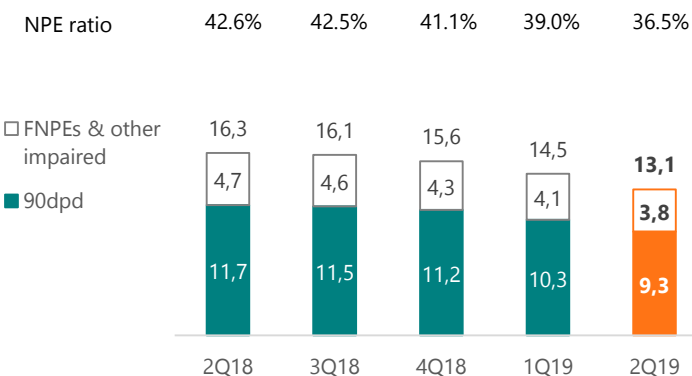
## Domestic NPE stock per category – 2Q19

(€ b)



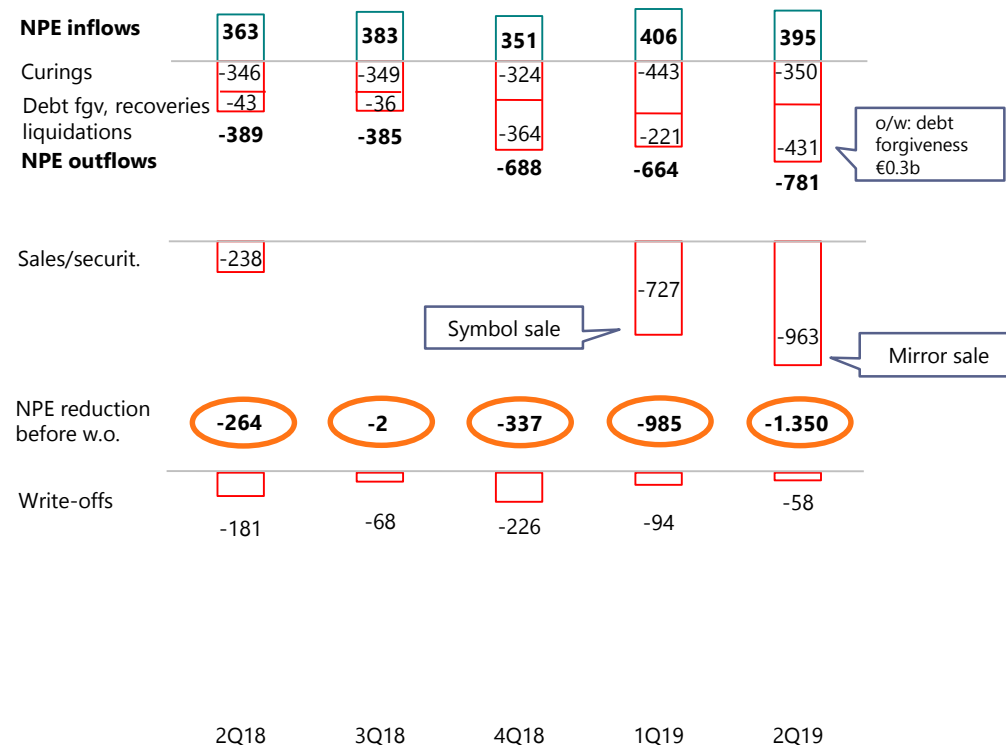
## Domestic NPE stock evolution

(€ b)



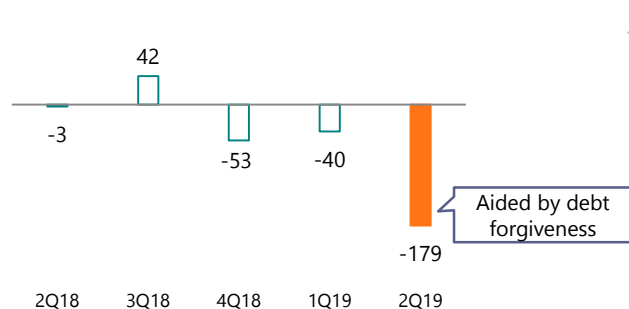
## NPE balance change

(€ m, Bank)

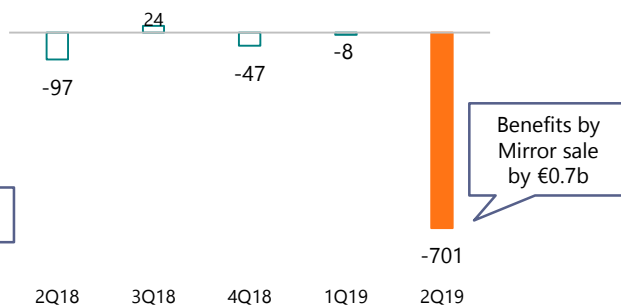


## Bank NPE\* reduction accelerates in 2Q19

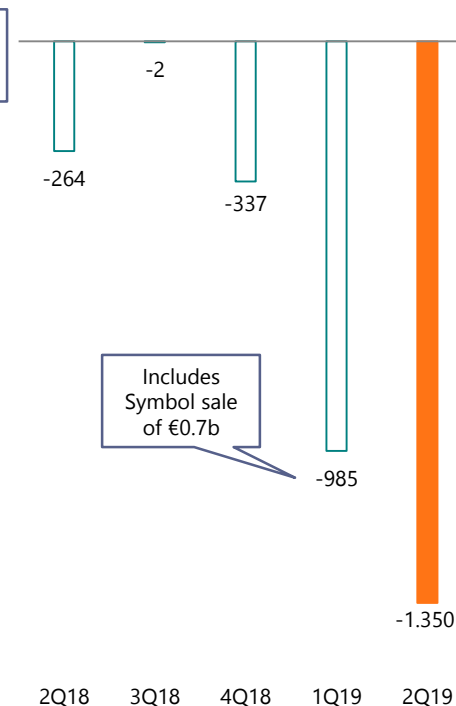
### Mortgages (€ m)



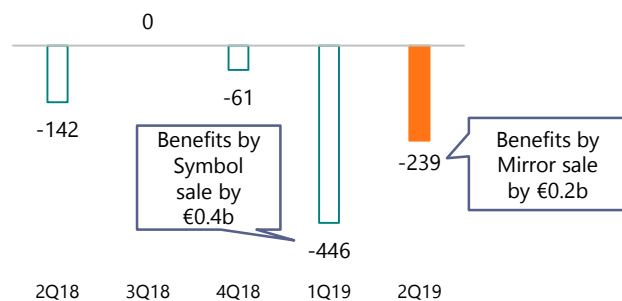
### Consumer (€ m)



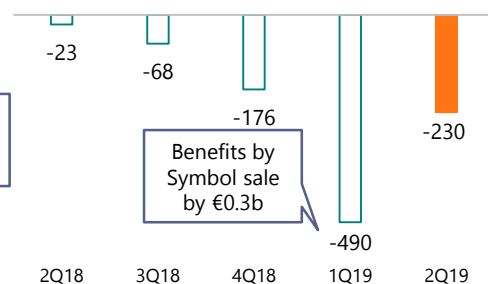
### NPE change\* (€ m)



### SBLs (€ m)

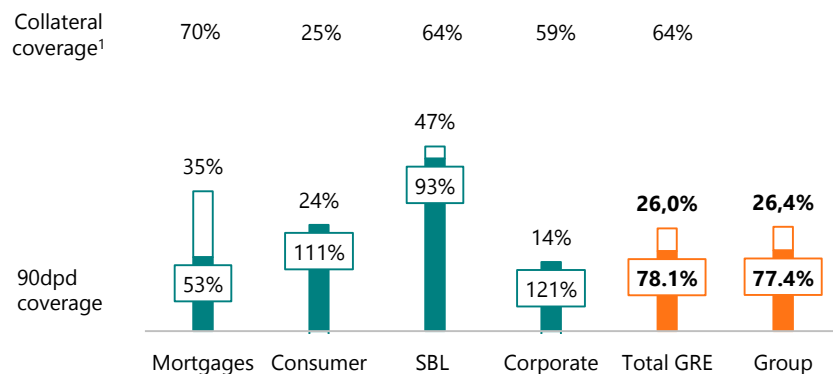


### Corporate (€ m)

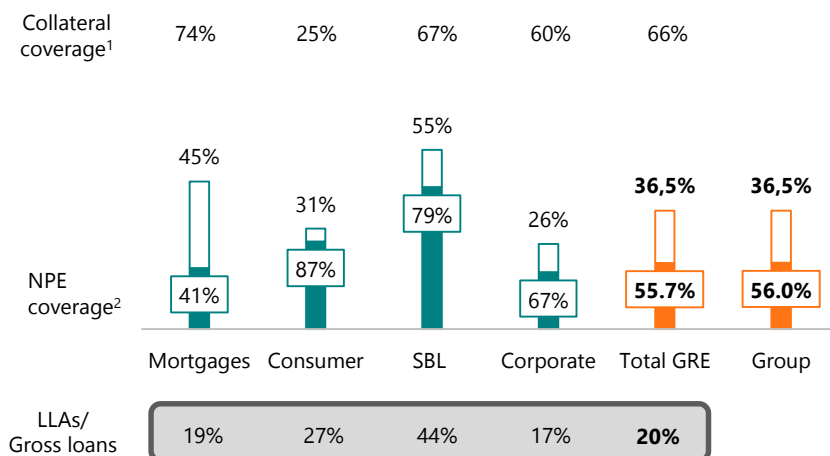


## High NPE coverage facilitates the delivery of an ambitious and frontloaded NPE reduction plan

### Domestic 90dpd ratios and coverage



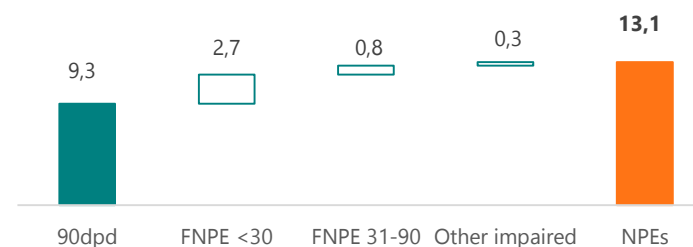
### Domestic NPE ratios and coverage



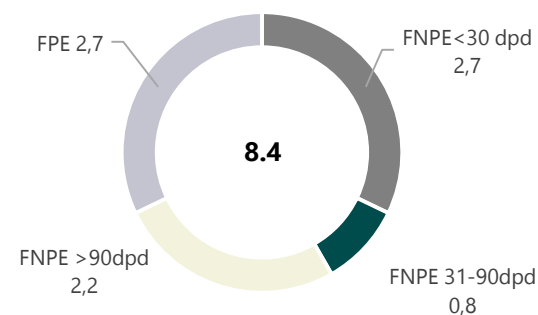
1. Collateral coverages are Bank level.

2. NPE coverage incorporates additional haircuts on the market value of collateral.

### Domestic 90dpd – NPE bridge (€ b)



### Domestic forborne stock (€ b)





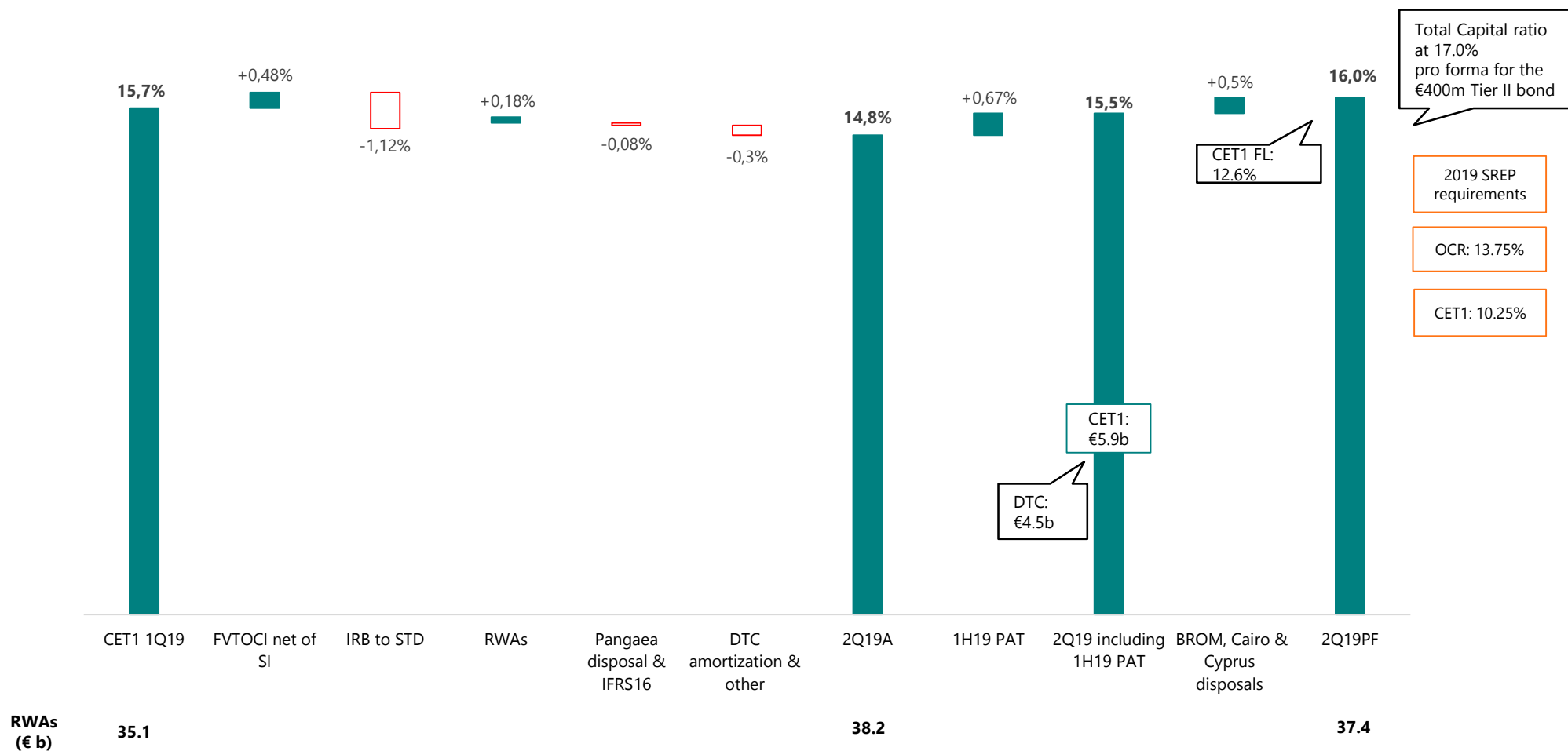
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# Capital

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## CET1 & Total Capital ratio at 16.0% & 17.0%







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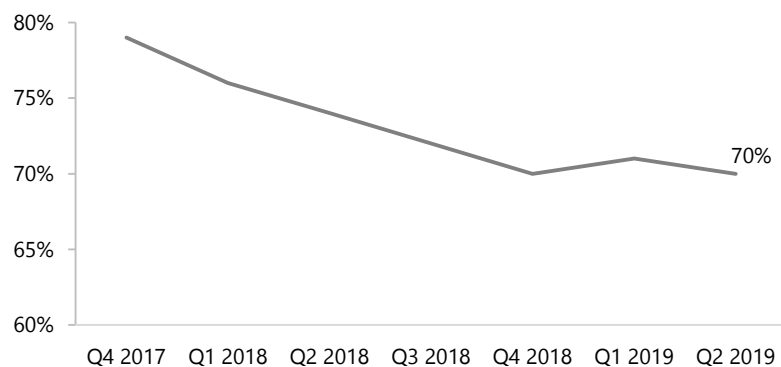
# Funding & Liquidity

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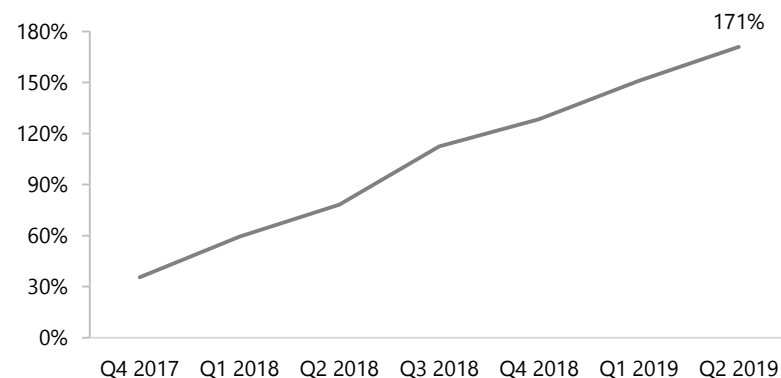


## The liquidity position continues to improve with LCR and NSFR comfortably above minimum thresholds

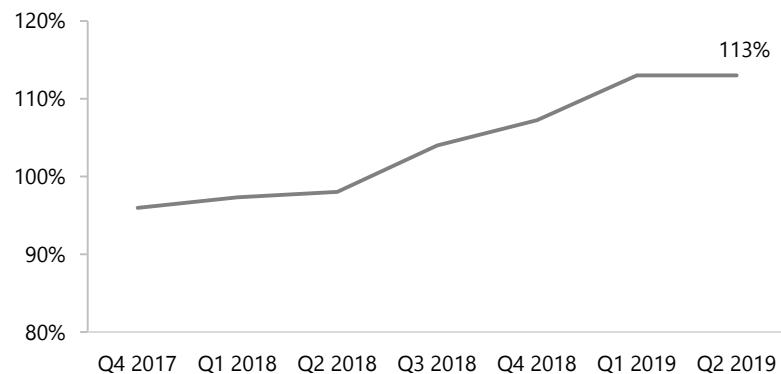
### Loans to Deposits



### Liquidity Coverage Ratio

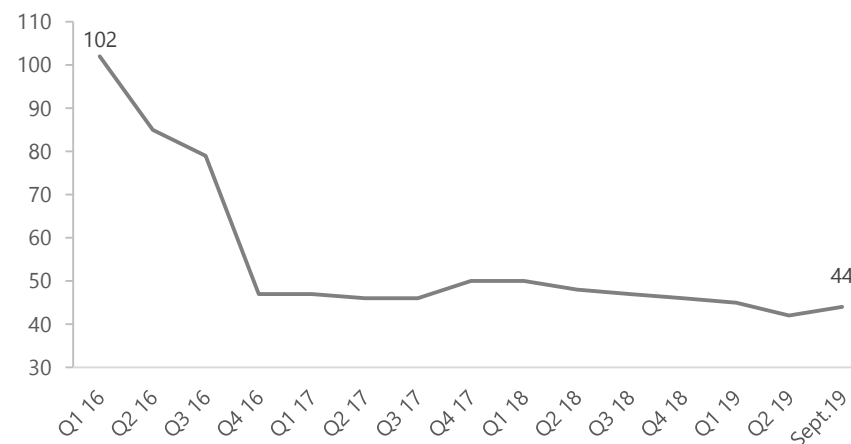


### Net Stable Funding Ratio



### Funding Cost Evolution

(bps)

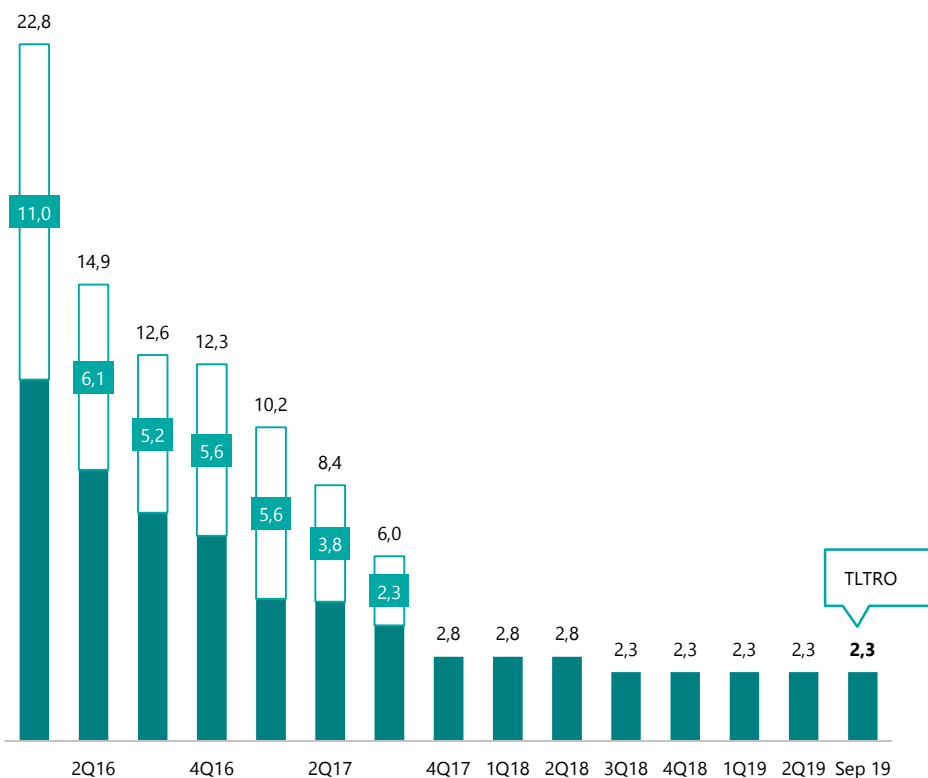


## Further optimization of the funding profile has pushed interbank exposures to lower levels

### Eurosystem funding

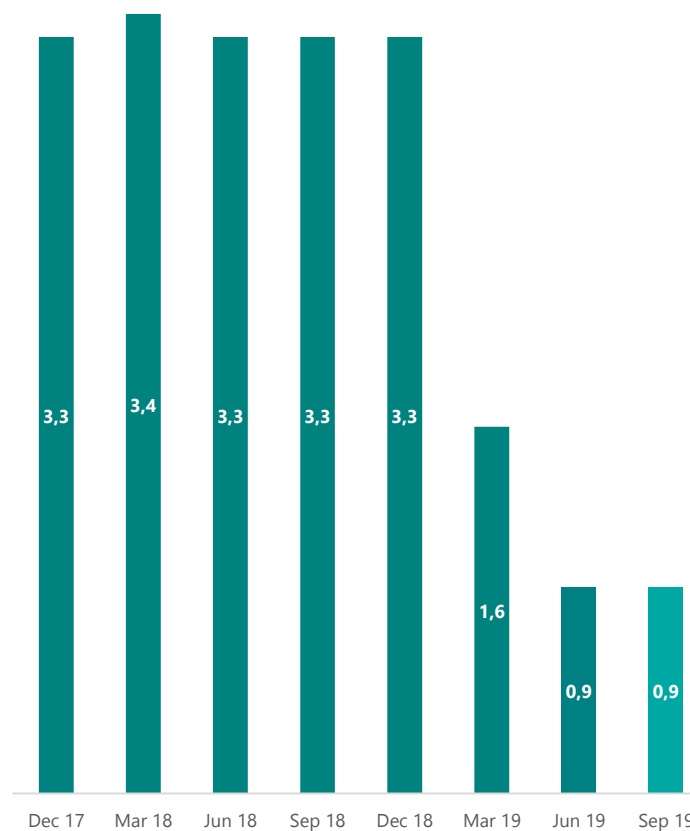
(Bank, €b)

■ ECB □ ELA



### Interbank funding

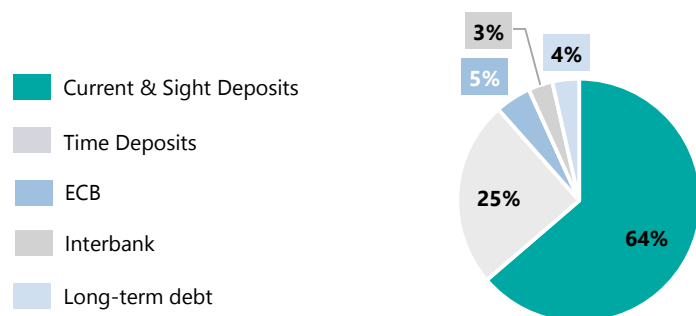
(Bank, net, €b)



## Funding structure will shift towards long-term debt

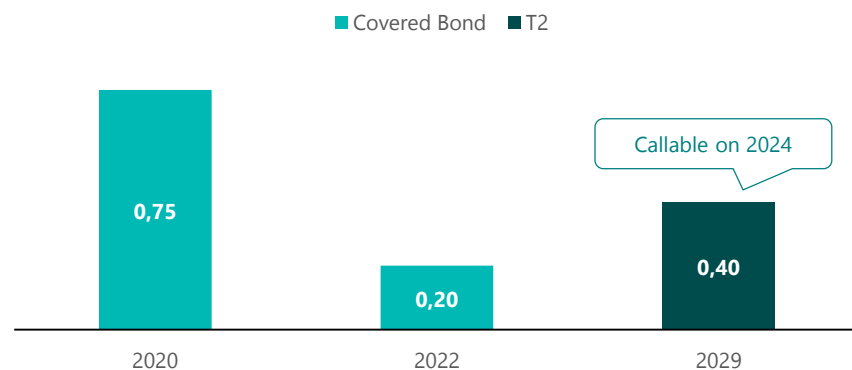
### Deposit base currently accounts for 89% of total funding

(average, %)



### Current Long-term Debt Maturity Profile

(€b)



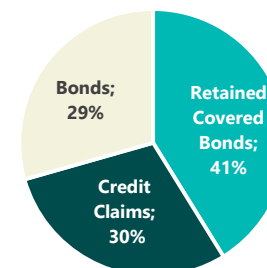
### ECB TLTRO III & Tiering

#### Following ECB's announcement, Bank's available tiering stands approximately at €2,5bn

- Average cash deposited to Central Bank: c.€400mn

#### TLTRO modalities for NBG

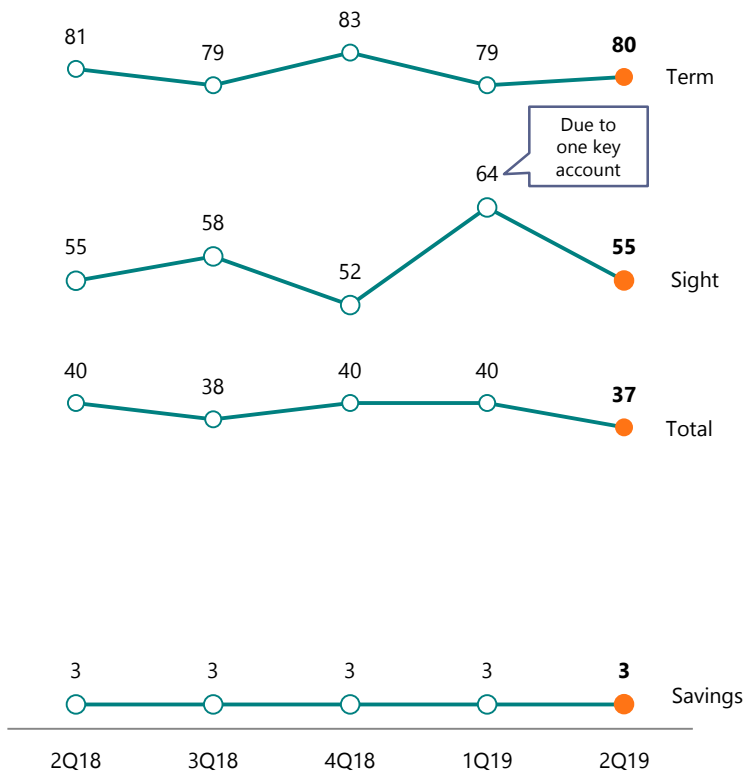
- Max amount €6bn
- Since Q3 2018, the Bank utilizes €2,25bn of TLTRO funding
- Available ECB collateral (cash amount basis):



## NBG's blended deposit yield below 40bps, aided by our large share of savings deposits costing 3bps

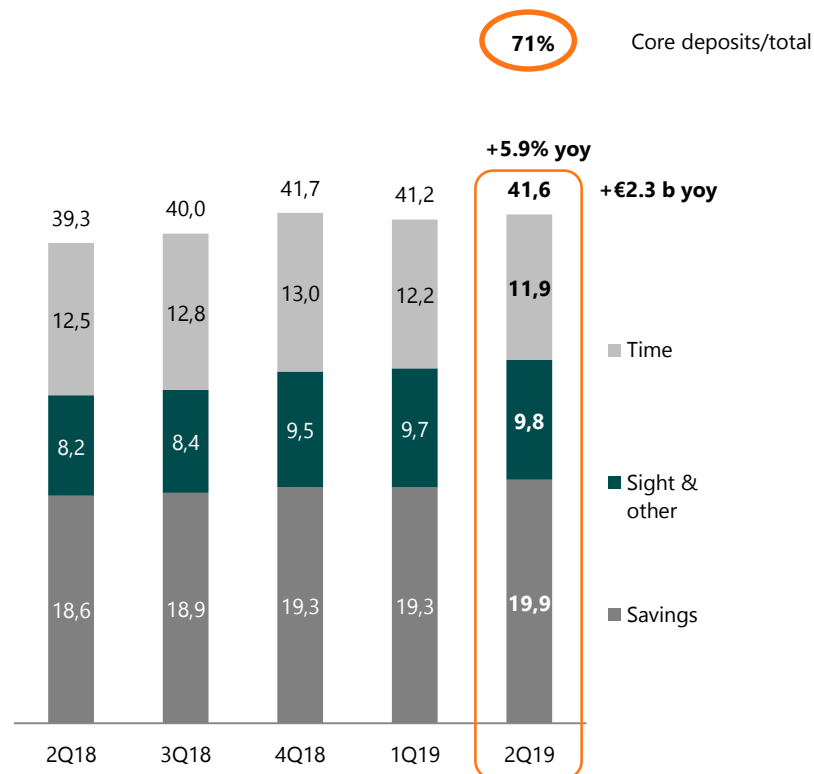
### Greek deposit yields

(bps)



### Greek deposits evolution

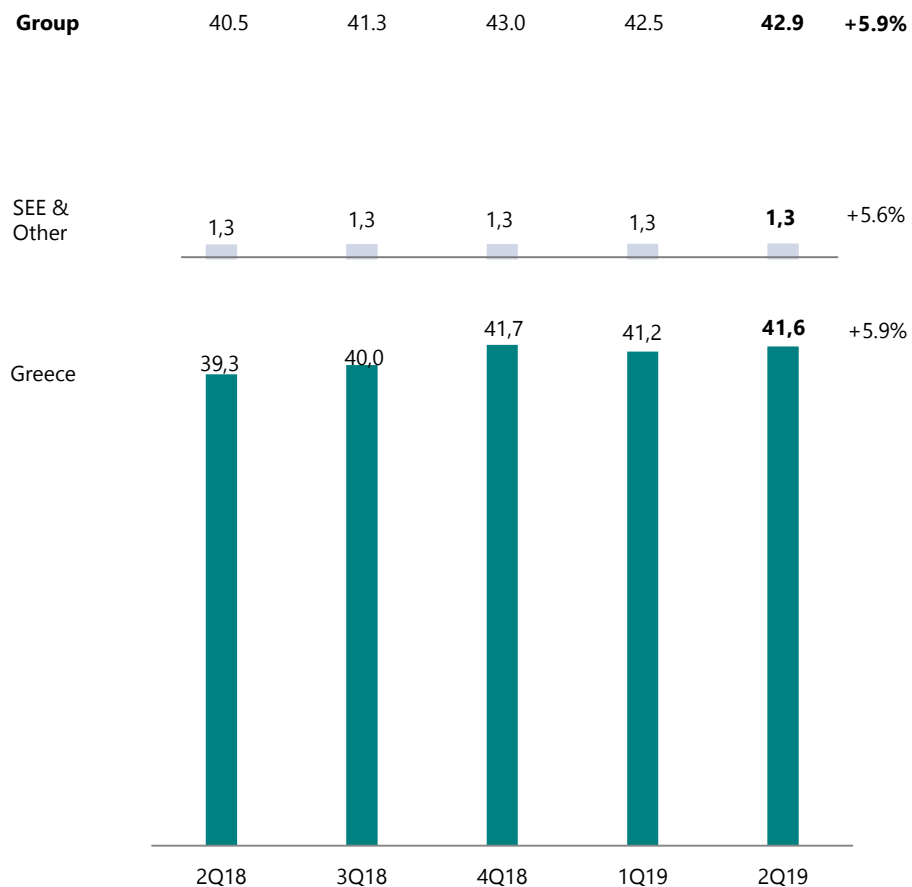
(€ b)



## Domestic deposit recovery continues

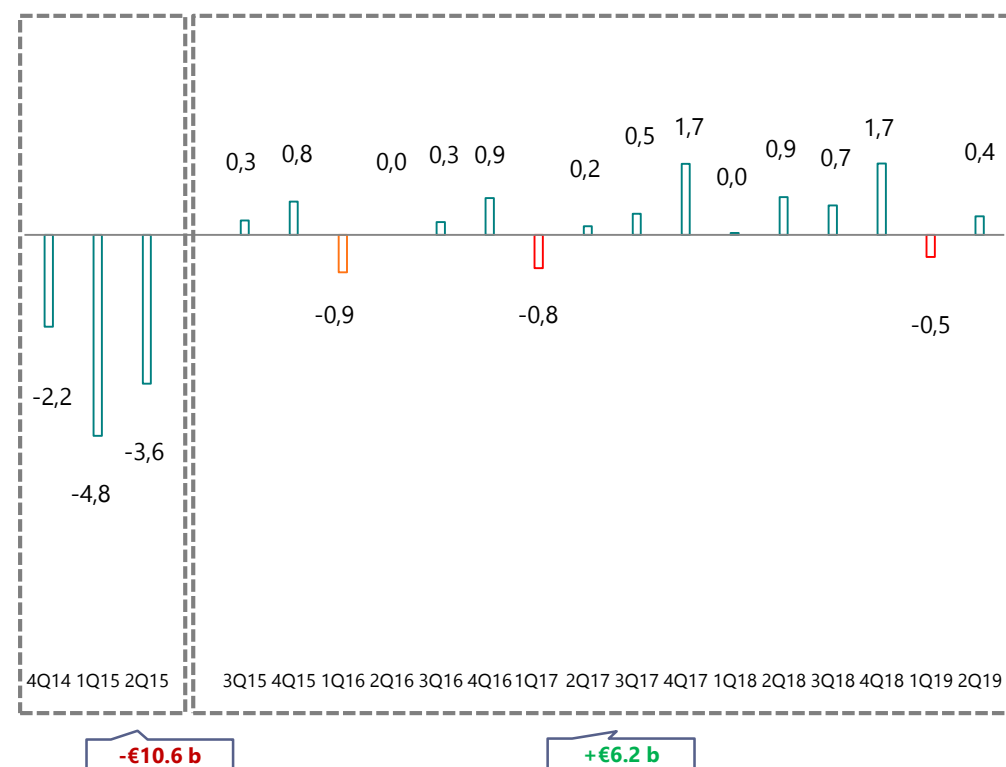
### Deposit evolution by geography

(€ b)



### NBG domestic deposit flows per quarter

(€ b)





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# Fixed Income

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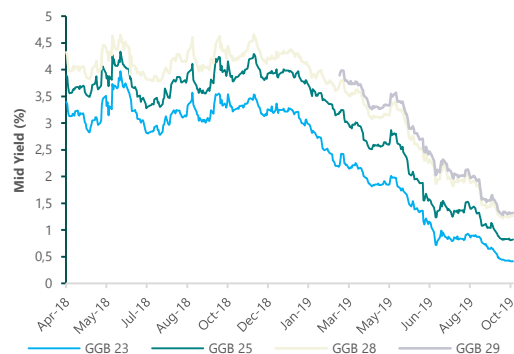
# Greek sovereign debt & FI's secured and unsecured issuances reach their all time lows as we move towards Q4 2019



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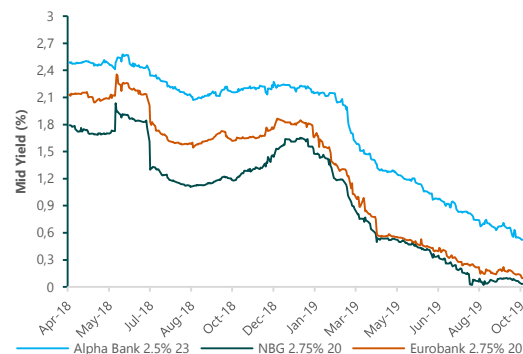
## Greek Sovereign performance

### Yield to maturity



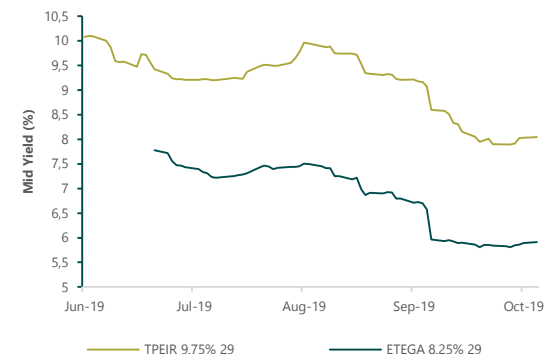
## Greek Covered Bonds secondary performance

### Yield to maturity

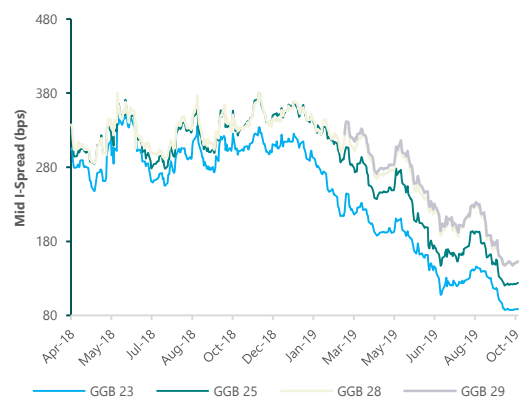


## Greek Tier 2 secondary performance

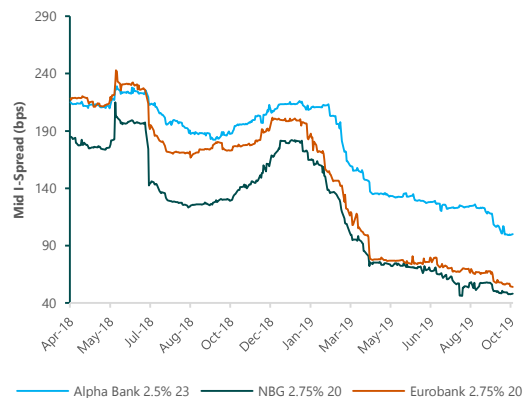
### Yield to call



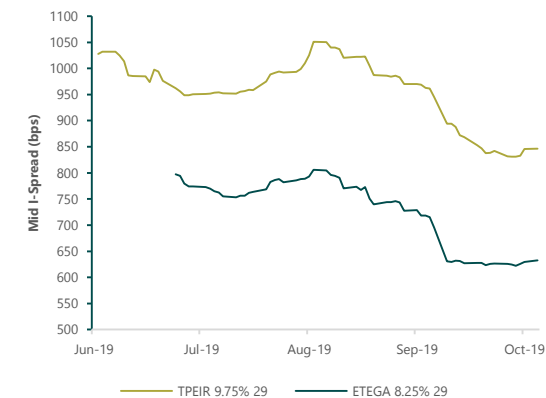
### I-Spread



### I-Spread



### I-Spread

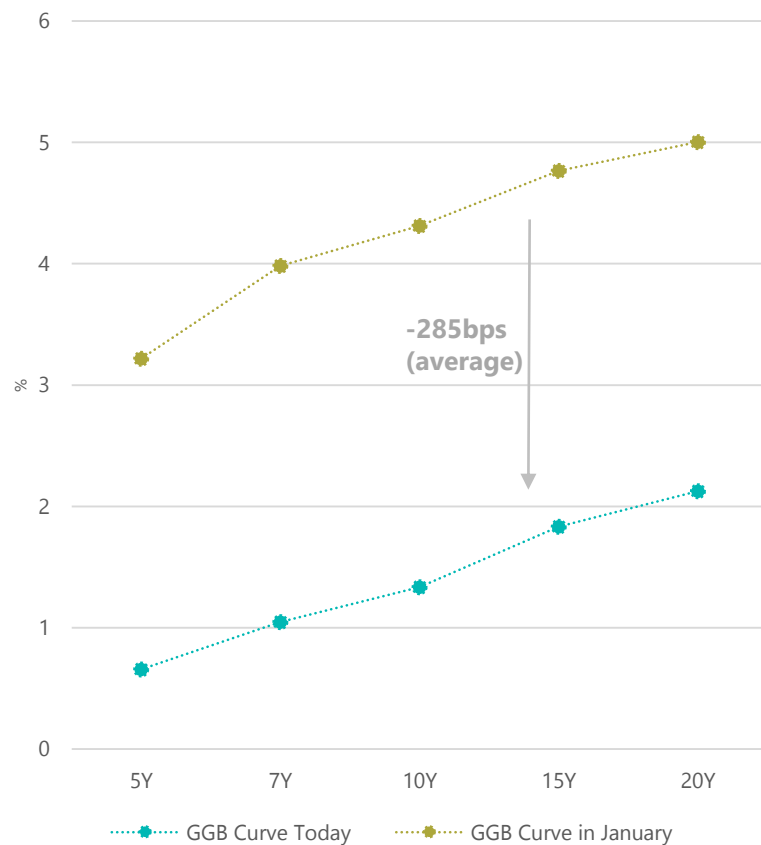




## Greek curves have materially compressed since the beginning of the year

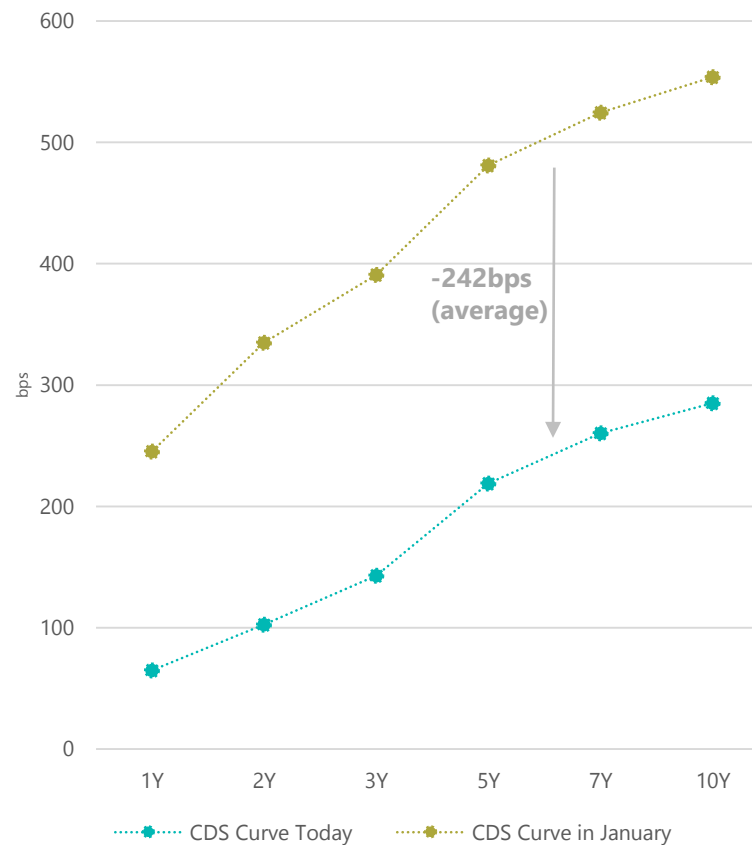
### GGB Curve - Mid YtM



(%)



### CDS Curve – Spread

(bps)



Next scheduled update for the sovereign		Moody's	Fitch Ratings	S&P Global Ratings
		[2020]	[2020]	25/10/2019
	Hellenic Republic	B1	BB-	B+
	National Bank of Greece S.A.	Caa1	CCC+	B-
Secured Funding	Covered Bond Programme I	Baa1	n.a.	BBB-
	Covered Bond Programme II	Baa1	BBB-	BBB-
Unsecured Funding	Senior Unsecured (expected)	Caa1	CCC-	B-
	Tier 2	Caa2	CCC-	CCC



## Key drivers that could lead to a rating upgrade of Hellenic Republic:

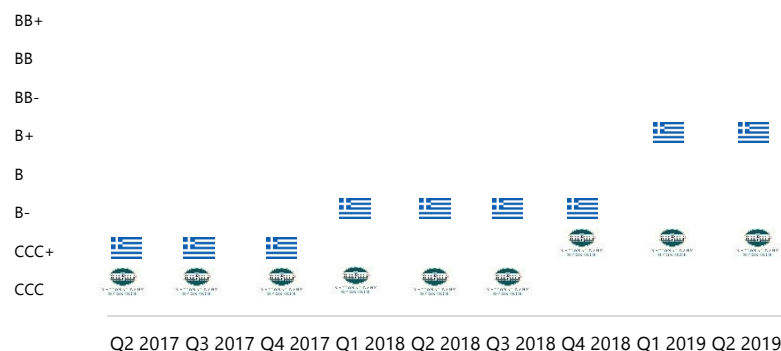
- Achieve further primary surpluses and greater confidence that the economic recovery will be sustained over time
- Track record of economic and fiscal policy continuity after Greece's exit from the ESM programme
- A strongly reform-minded government were to emerge from the upcoming elections
- Reduction in the public debt ratio
- Material improvement in the banking sector's health



## Key drivers that could lead to a rating upgrade of NBG:

- Improvement in the country's macroeconomic environment
- Improvement in the bank's asset quality by materially reducing its NPEs
- Continued progress in the bank's funding and liquidity profile
- Deposit growth
- Normalization of market access

Hellenic Republic's and National Bank of Greece average rating



NBG covered bond was issued with a B- rating and is now at investment grade area

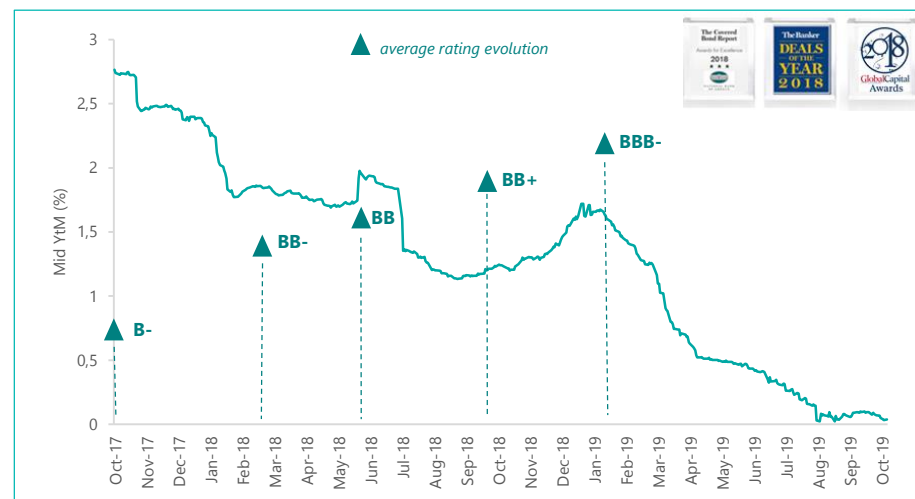
## NBG Covered Bond Programme II – Factsheet

Programme Size	Up to €15b	Format	Greek Legal Framework	Structure	Conditional Pass-through
Collateral	Prime Greek residential mortgage loans	Legal Minimum OC	5%	Contractually committed OC	25%
Eurosystem eligibility		Refinancing operations	Eligible		
		CBPP3	Not eligible <sup>1</sup>		
Current Ratings	 BBB-	 Baa1	 BBB-		

## Highlights

- On October 2017, NBG completed the first Greek covered bond transaction since 2009, pricing a 3-year 750 million covered bond at 2.90% yield
- The covered bond attracted a diverse pool of interest amounting to around €2b
- On 6th of July 2018, S&P rated NBG's 15 billion Covered Bond Programme II at BBB-. The covered bonds issued under the programme became the first investment grade bonds issued by Greece's financial sector since 2011

## Secondary performance in line with rating evolution



<sup>1</sup>Following its press release on 13 December 2018, ECB announced that "all CBPP3-eligible covered bonds with a conditional pass-through structure will be excluded from purchase as of 1 January 2019"

## NBG Tier 2 Case Study



### Summary Terms

<b>Issuer</b>	<b>National Bank of Greece S.A.</b>
<b>Issuer Rating</b>	Caa1 (Moody's) / B- (S&P) / CCC+ (Fitch)
<b>Exp. Issue Rating</b>	Caa2 (Moody's) / CCC (S&P) / CCC- (Fitch)
<b>Notes</b>	Subordinated, Tier 2
<b>Size</b>	€400MM
<b>Format</b>	RegS Fixed Rate Reset Note
<b>Pricing Date</b>	11 July 2019
<b>Settlement Date</b>	18 July 2019 (T+5)
<b>Maturity</b>	18 July 2029
<b>Issuer's Call</b>	18 July 2024
<b>Coupon</b>	8.25% Fixed until Reset, Annual
<b>Reset</b>	Reset after year 5 to prevailing 5yr MS + Margin
<b>Margin</b>	846.4 bps
<b>Re-Offer Yield</b>	8.25%
<b>Price</b>	100.00%
<b>Listing</b>	Luxembourg Stock Exchange
<b>Denominations</b>	€100k + €1k
<b>Governing Law</b>	English Law

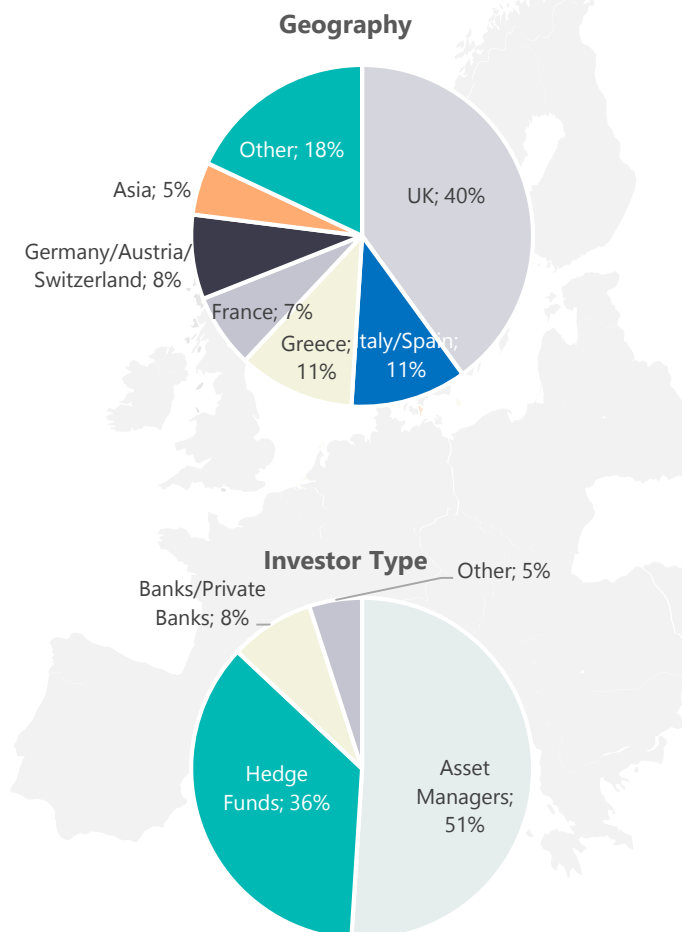


### Transaction Highlights

- On Thursday 11th July, National Bank of Greece S.A. priced a €400m 10NC5 Tier 2 bond at 8.25%
- The Transaction, marked NBG's reintroduction to the unsecured market since the last senior unsecured issued back in April 2014
- The issuance attracted a diverse pool of investor interest amounting to c€1.7bn from c140 institutional investors. The vast majority of interest came from international investors (c90%).
- On the back of two days of roadshow and investor calls, NBG opened books setting IPTs at 9% area
- With the support of high quality orders in excess of €1.35bn, NBG revised guidance at 8.5% area
- The final orderbook, reaching c€1.7bn, allowed the Bank to further tighten the yield by 25bps finalizing a €400m transaction at 8.25%



### Allocations





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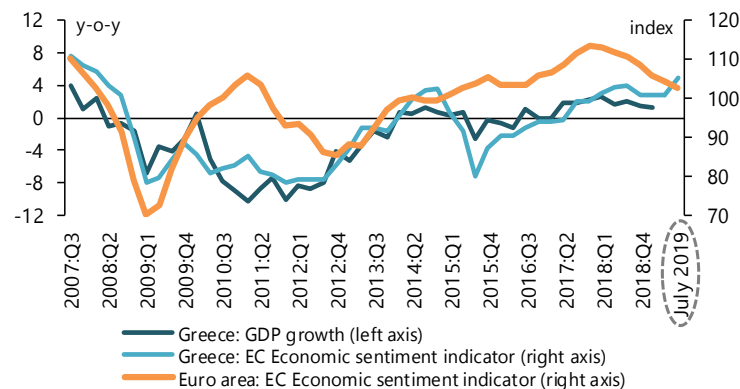
# Macro

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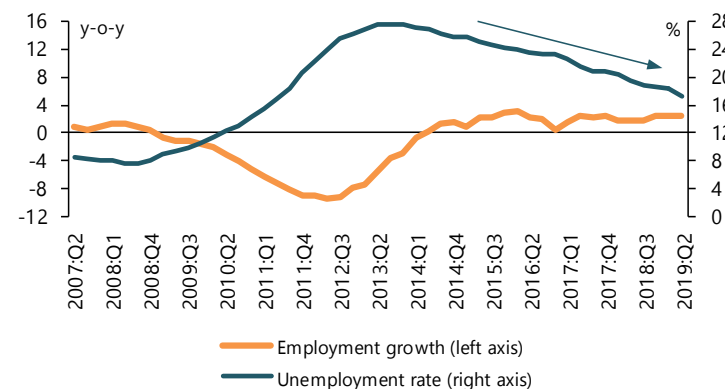


# Greek Economy: Increasing confidence and fiscal stimulus offset external headwinds

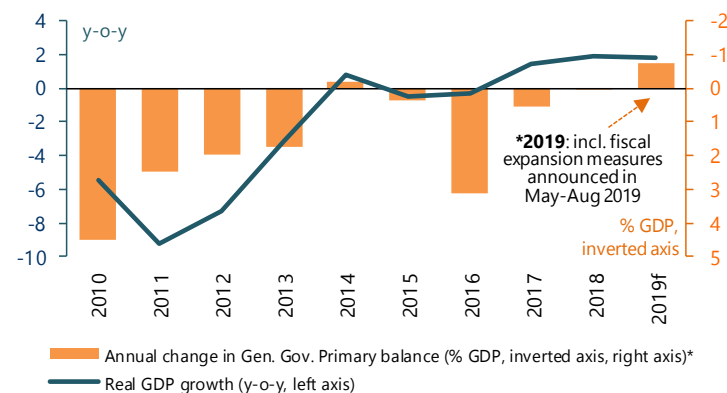
## Economic sentiment & real GDP growth



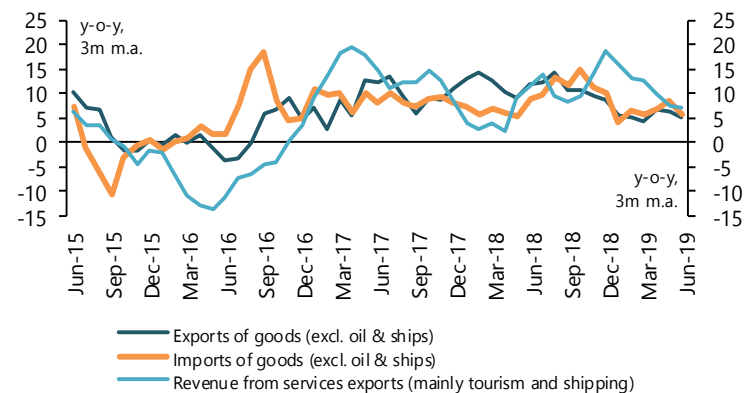
## Employment growth & unemployment rate



## GDP growth & fiscal stance

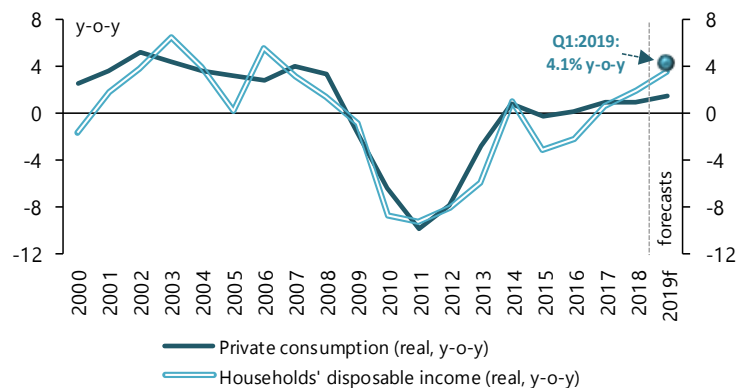


## External trade & revenue from services exports

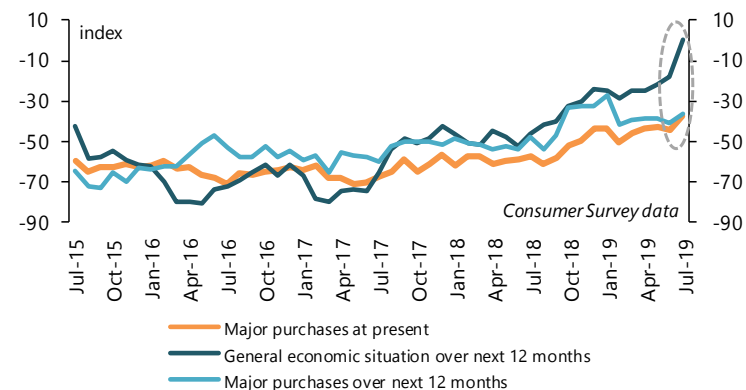


Macroeconomic conditions in Greece bode well for a faster expansion of domestic spending in 2H19. The 22% reduction in the unified property tax since August, could support further real estate market

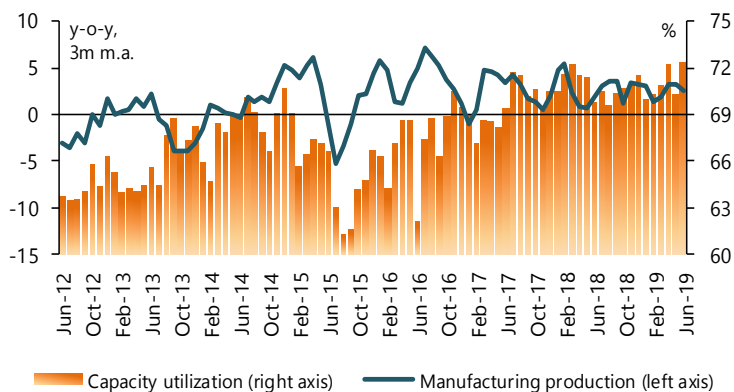
### Private consumption & households' disposable income



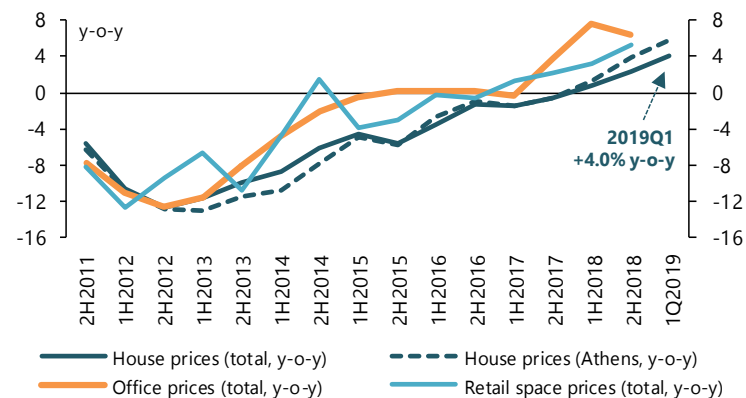
### Households' assessment of economic conditions



### Capacity utilization & manufacturing production



### Real estate price growth

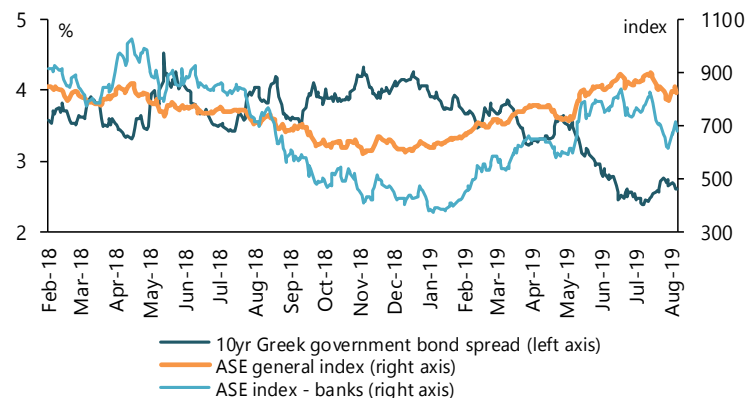


# Greece's Government bond yields at all-time lows, benefiting from domestic and international developments. FDI trends remain favorable, however, risks are rising globally

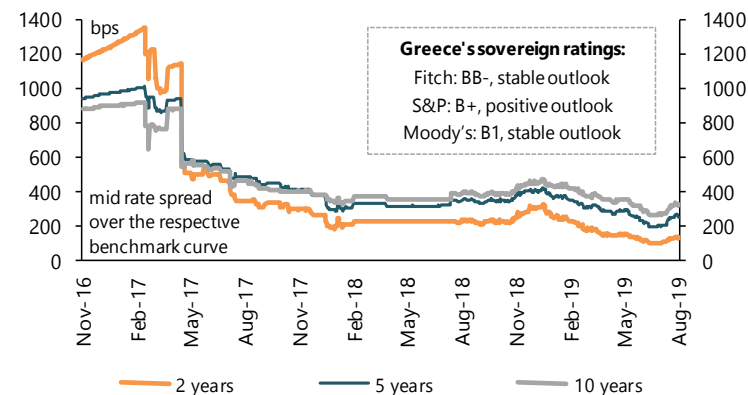


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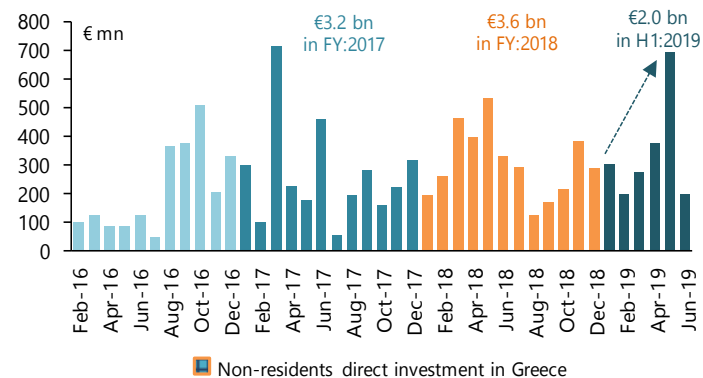
## ASE general index & 10yr GGB spread over bund



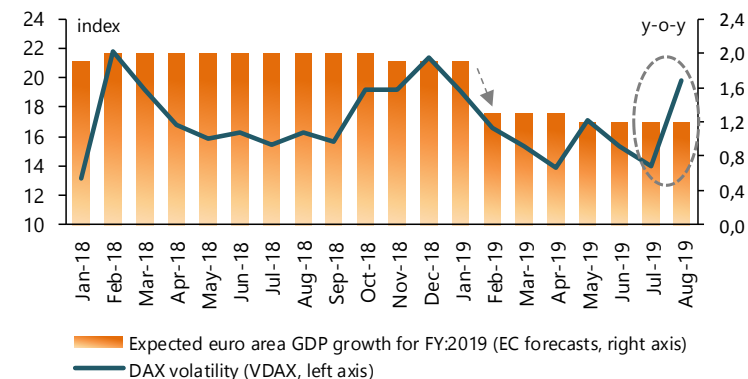
## Hellenic Republic, CDS



## Inflows of foreign direct investment in Greece



## DAX volatility & euro area GDP growth forecasts for 2019



Sources: Bank of Greece, EU Commission, Bloomberg, ThomsonReuters & NBG Economic Analysis estimates





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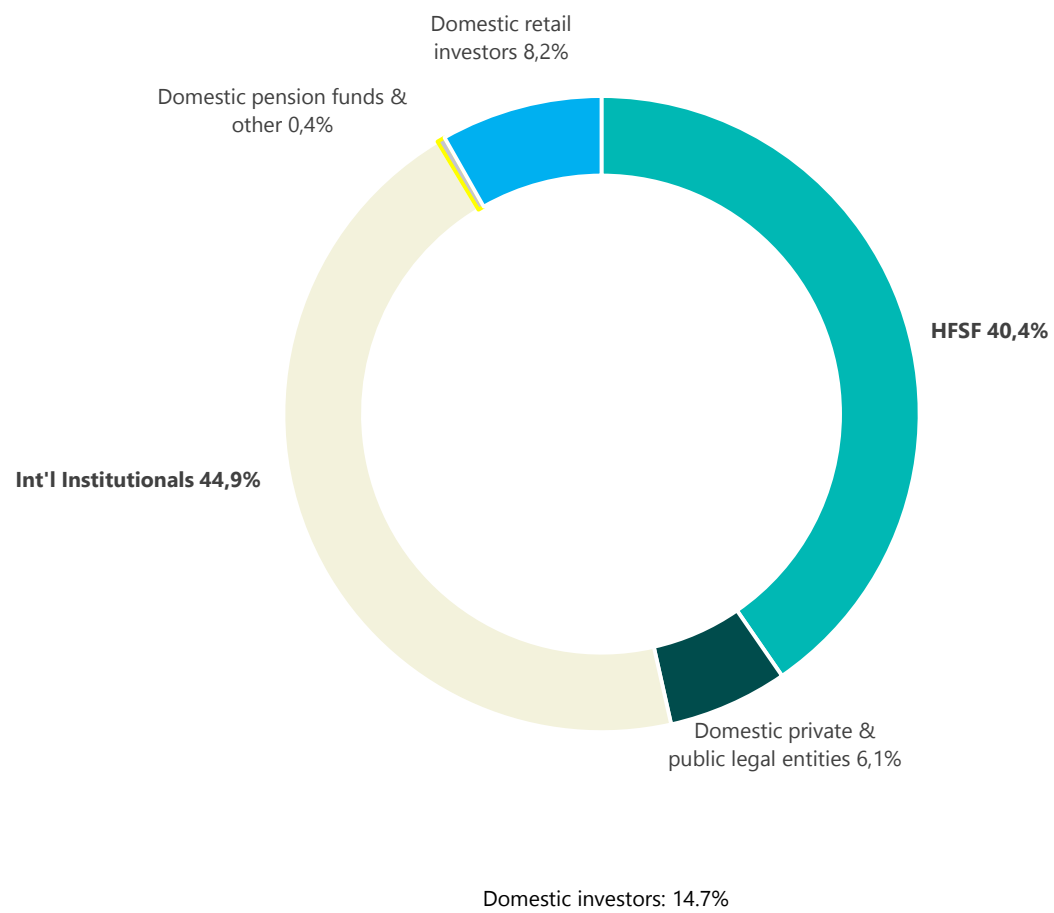
# Appendix

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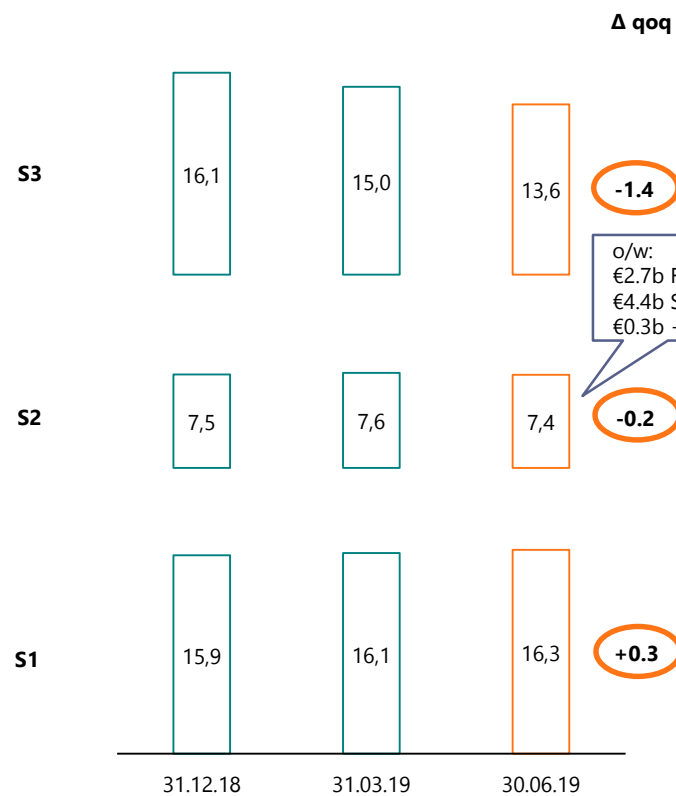
## NBG Shareholder structure as at September 2019



A favourable mix effect has begun, as S3 loans are increasingly being substituted by S1 loans

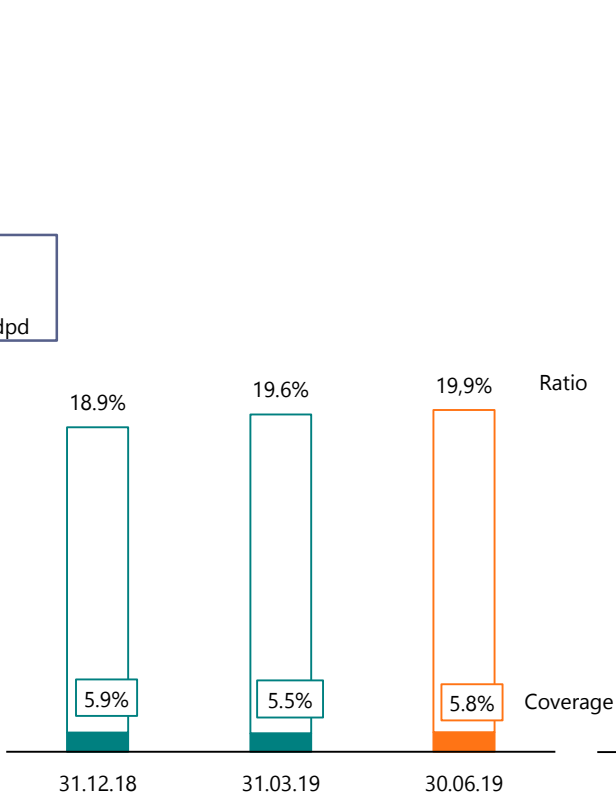
### Group loan staging and evolution

(€ b)



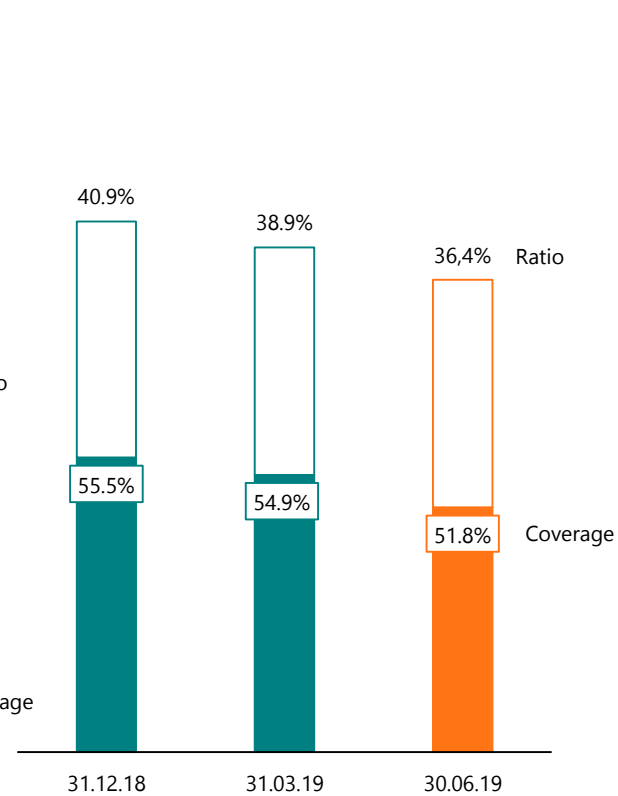
### Group S2 ratios and coverage

(%)



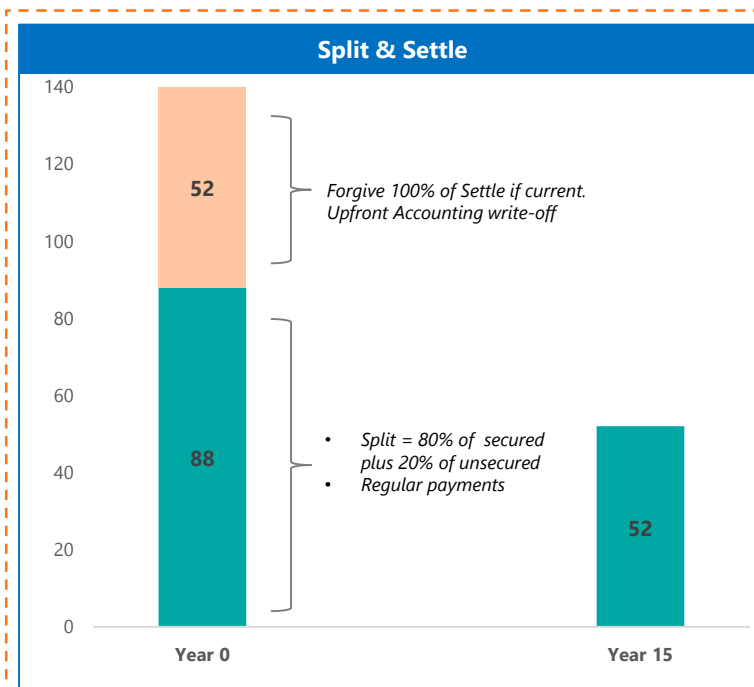
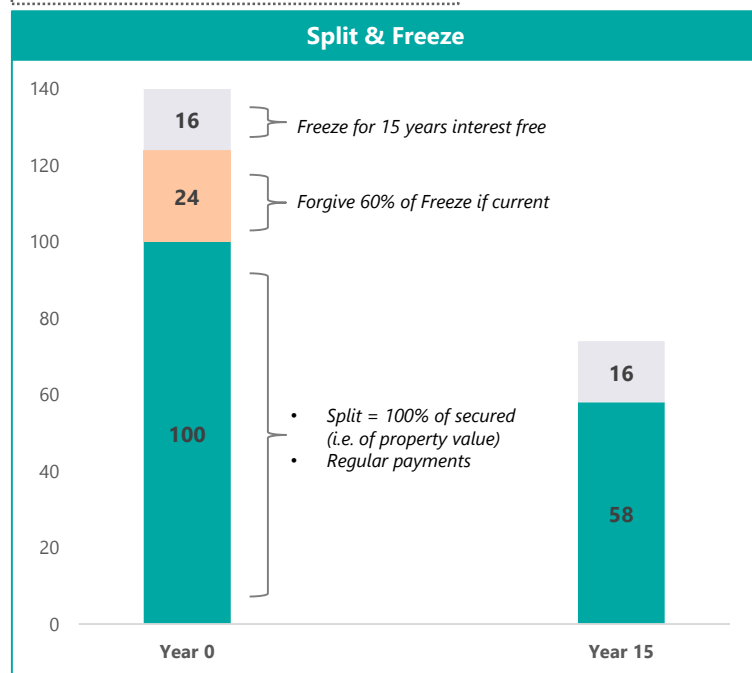
### Group S3 ratios and coverage

(%)



# From "Split & Freeze" to "Split & Settle"; S&S entailing a correct LTV at the modification date & more favorable terms to the borrowers (lower instalment - greater haircut)

- Mortgage Loan with LTV=140%
- Non-denounced clients with inadequate income
- All loan balances in €000s



Instalment	€395	€502
Step-up		+27%
LTV	140%	74%
NPV	€111k	
% NPV	79%	

Instalment	€347	€347
Step-up		0%
LTV	88%	52%
NPV	€88k	
% NPV	63%	

- ✓ Lower instalment
- ✓ No step-up
- ✓ Correct LTV upfront
- ✓ Greater haircut

## Group Balance Sheet & P&L

### Balance Sheet | Group

€ m	2Q19	1Q19	4Q18	3Q18	2Q18
Cash & Reserves	1 839	2 570	5 138	4 875	4 330
Interbank placements	3 054	3 072	2 546	1 793	1 850
Securities	10 154	9 123	8 959	8 396	7 867
Loans (Gross)	37 502	38 808	39 600	39 732	40 050
Provisions (Stock)	(7 563)	(8 751)	(9 466)	(9 921)	(10 088)
Goodwill & intangibles	160	145	150	140	131
RoU assets	1 319	61	-	-	-
Tangible assets	456	461	465	460	456
DTA	4 909	4 910	4 909	4 914	4 914
Other assets	7 407	6 635	6 013	5 835	6 153
Assets held for sale	5 897	7 183	6 780	6 930	7 192
<b>Total assets</b>	<b>65 131</b>	<b>64 217</b>	<b>65 095</b>	<b>63 153</b>	<b>62 854</b>
Interbank liabilities	5 642	5 743	7 667	6 960	7 545
Due to customers	42 943	42 500	43 027	41 322	40 552
Debt securities	959	963	854	858	754
Other liabilities	4 327	4 201	3 218	3 671	3 511
Lease liabilities	1 359	100	-	-	-
Liabilities held for sale	4 331	4 936	4 691	4 620	4 740
Minorities	19	696	676	670	663
Equity	5 550	5 078	4 962	5 051	5 088
<b>Total liabilities and equity</b>	<b>65 131</b>	<b>64 217</b>	<b>65 095</b>	<b>63 153</b>	<b>62 854</b>

### P&L | Group

€ m	2Q19	1Q19	4Q18	3Q18	2Q18
NII	309	290	275	275	276
Net fees	61	59	66	58	57
Core Income	370	349	341	333	333
Trading & other income	51	100	(47)	(6)	(30)
<b>Income</b>	<b>421</b>	<b>448</b>	<b>294</b>	<b>327</b>	<b>303</b>
<b>Operating Expenses</b>	<b>(204)</b>	<b>(204)</b>	<b>(218)</b>	<b>(227)</b>	<b>(222)</b>
Core Pre-Provision Income	165	145	123	106	111
<b>Pre-Provision Income</b>	<b>217</b>	<b>245</b>	<b>76</b>	<b>100</b>	<b>80</b>
Loan Impairments	(101)	(103)	(60)	(81)	(38)
<b>Operating Profit</b>	<b>116</b>	<b>142</b>	<b>16</b>	<b>19</b>	<b>42</b>
Other impairments	11	(8)	(1)	1	(11)
<b>PBT</b>	<b>126</b>	<b>135</b>	<b>15</b>	<b>20</b>	<b>31</b>
Taxes	(5)	(4)	(7)	(6)	(9)
<b>PAT (cont. ops)</b>	<b>122</b>	<b>131</b>	<b>8</b>	<b>14</b>	<b>22</b>
PAT (discount. ops)	82	21	(84)	11	13
One-offs	(4)	(101)	(38)	-	(40)
Minorities	(8)	(10)	(7)	(8)	(10)
<b>PAT</b>	<b>192</b>	<b>41</b>	<b>(120)</b>	<b>17</b>	<b>(15)</b>

## Regional P&L: Greece, SEE & Other

### Greece

€ m	2Q19	1Q19	4Q18	3Q18	2Q18
NII	293	274	259	258	260
Net fees	58	56	63	54	54
Core Income	351	330	322	313	313
Trading & other income	49	100	(48)	(5)	(31)
<b>Income</b>	<b>400</b>	<b>430</b>	<b>274</b>	<b>307</b>	<b>283</b>
<b>Operating Expenses</b>	<b>(194)</b>	<b>(194)</b>	<b>(205)</b>	<b>(215)</b>	<b>(212)</b>
Core Pre-Provision Income	156	136	117	98	102
<b>Pre-Provision Income</b>	<b>206</b>	<b>236</b>	<b>70</b>	<b>93</b>	<b>71</b>
Loan Impairments	(100)	(100)	(59)	(78)	(35)
<b>Operating Profit</b>	<b>105</b>	<b>136</b>	<b>10</b>	<b>15</b>	<b>36</b>
Other impairments	11	(7)	1	1	(11)
PBT	116	129	11	16	26
Taxes	(4)	(2)	(5)	(5)	(6)
<b>PAT (cont. ops)</b>	<b>113</b>	<b>127</b>	<b>6</b>	<b>11</b>	<b>20</b>
PAT (discount. ops)	84	1	(10)	10	11
One-offs	(4)	(101)	(38)	-	(40)
Minorities	(8)	(9)	(6)	(7)	(9)
<b>PAT</b>	<b>186</b>	<b>18</b>	<b>(48)</b>	<b>14</b>	<b>(18)</b>

### SEE & Other

€ m	2Q19	1Q19	4Q18	3Q18	2Q18
NII	16	16	16	17	16
Net fees	3	3	3	3	3
Core Income	19	19	19	20	20
Trading & other income	3	(0)	1	(1)	1
<b>Income</b>	<b>21</b>	<b>18</b>	<b>20</b>	<b>20</b>	<b>20</b>
<b>Operating Expenses</b>	<b>(10)</b>	<b>(10)</b>	<b>(13)</b>	<b>(12)</b>	<b>(11)</b>
Core Pre-Provision Income	9	9	6	8	9
<b>Pre-Provision Income</b>	<b>11</b>	<b>9</b>	<b>6</b>	<b>8</b>	<b>10</b>
Loan Impairments	(1)	(3)	(1)	(3)	(3)
<b>Operating Profit</b>	<b>10</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>6</b>
Other impairments	(0)	(0)	(1)	(0)	(0)
PBT	10	6	4	4	6
Taxes	(1)	(1)	(3)	(1)	(4)
<b>PAT (cont. ops)</b>	<b>9</b>	<b>5</b>	<b>2</b>	<b>3</b>	<b>2</b>



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## Contact details

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### **For the Bank:**

#### **Greg Papagrigoris**

Head of IR

+30210 334 2310

[papagrigoris.gr@nbg.gr](mailto:papagrigoris.gr@nbg.gr)

#### **Maria Kanellopoulou**

Investor Relations

+30210 334 1537

[mkanellopoulou@nbg.gr](mailto:mkanellopoulou@nbg.gr)

[ir@nbg.gr](mailto:ir@nbg.gr)

### **For the Fixed Income:**

#### **Vassilis Kotsiras**

Head of Capital Markets &  
Structured Finance

+30 210 332 8583

[v.kotsiras@nbg.gr](mailto:v.kotsiras@nbg.gr)

#### **Apostolos Mantzaris**

Deputy Head of Capital Markets &  
Structured Finance

+30 210 332 8517

[mantzaris.ap@nbg.gr](mailto:mantzaris.ap@nbg.gr)

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