



# **Fixed Income Investor Presentation**

Credit Update

December 2022



NATIONAL BANK  
OF GREECE

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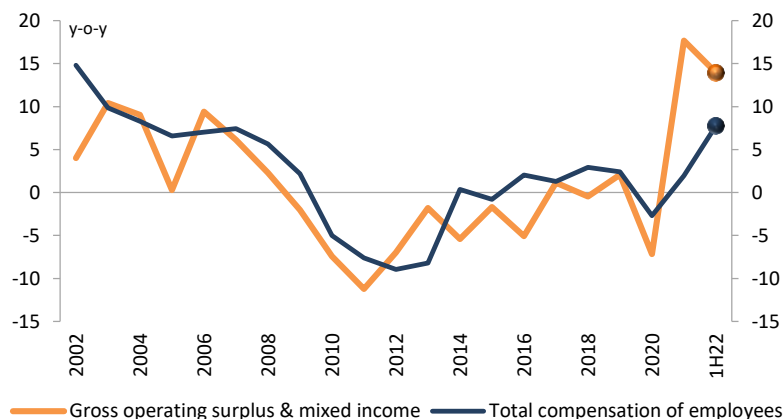
# Table of Contents

- 01 Macro
- 02 Bank Overview
- 03 Profitability & Balance Sheet Evolution
- 04 Asset Quality
- 05 Capital, MREL, Liquidity & Funding
- 06 Appendix

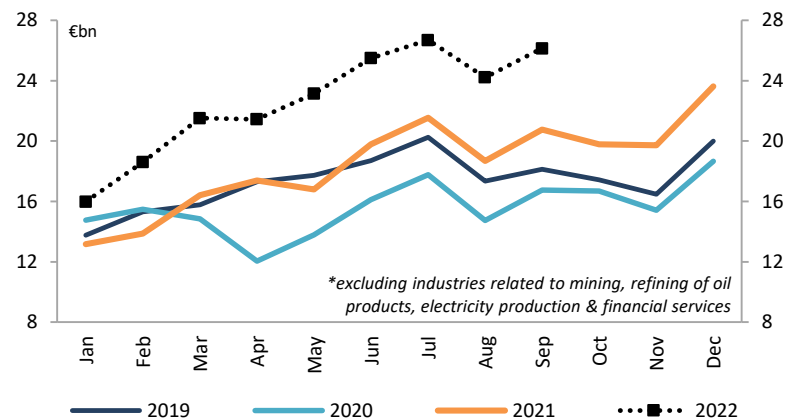
# 01 | Macro

# Business activity bounced-back strongly and corporate profits at an 11-year high with competitive firms overcoming production cost pressures until mid-2022

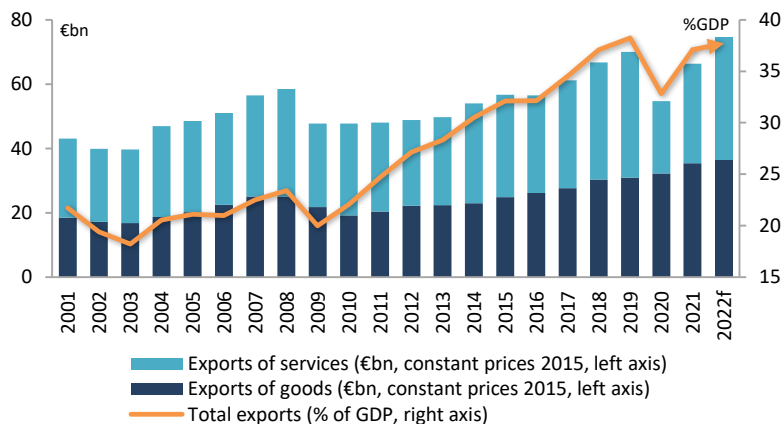
## Labor income & business profits



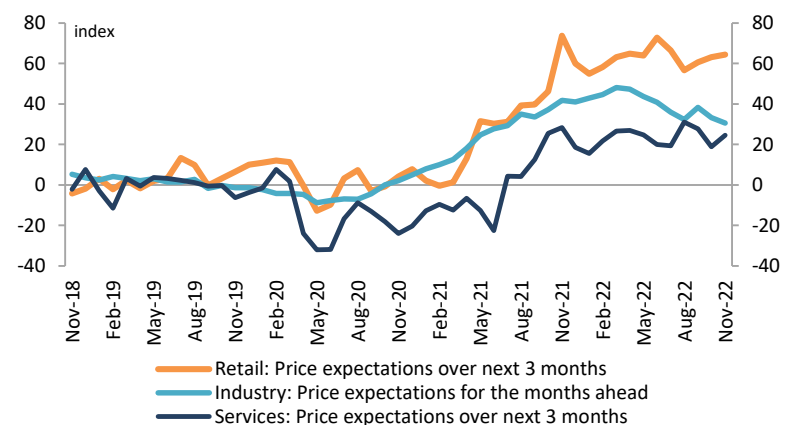
## Business turnover



## Exports of goods & services

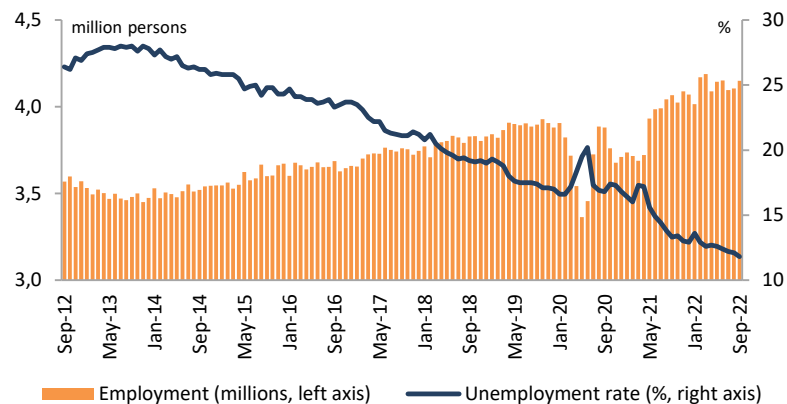


## Selling price expectations for the months ahead

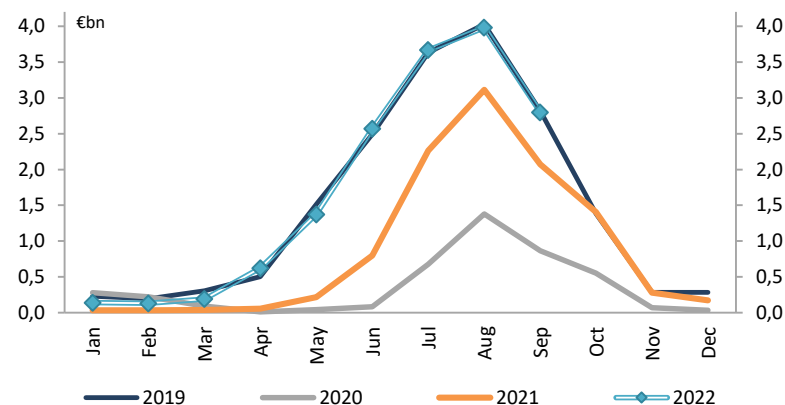


# Tourism revival, additional fiscal support and resilient labor market cushioned the inflation/energy shock

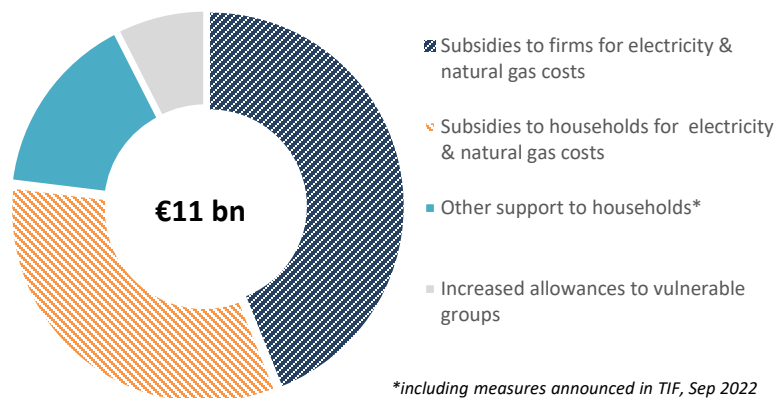
## Unemployment at a 12-year low of 11.8% in September 2022



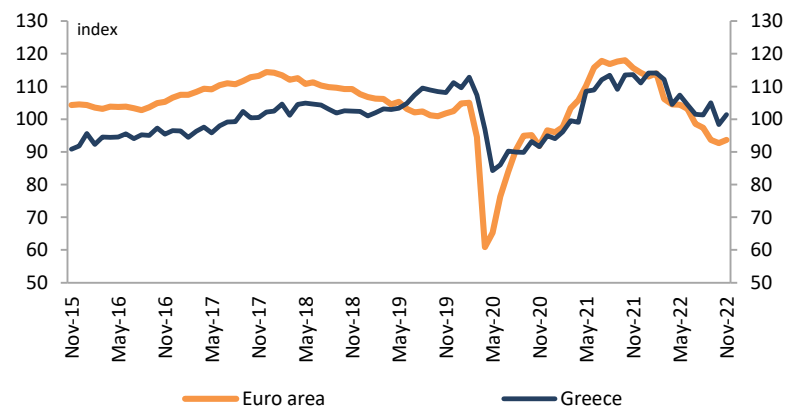
## Tourism revenue heading to a new all-time high



## Substantial energy-related fiscal support for FY22 (gross value of measures)

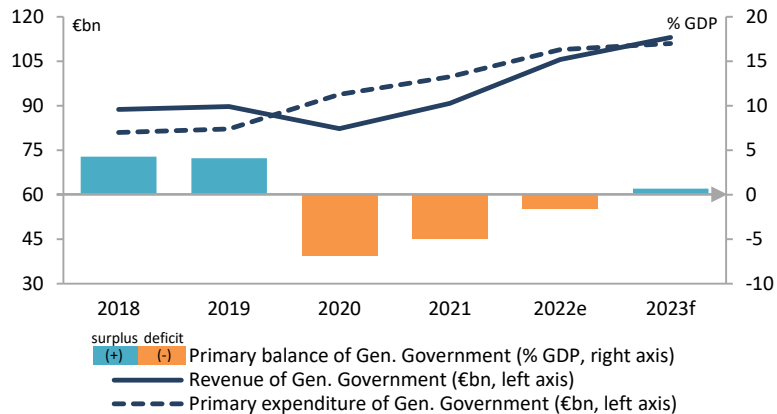


## Economic Sentiment more resilient than in the euro area

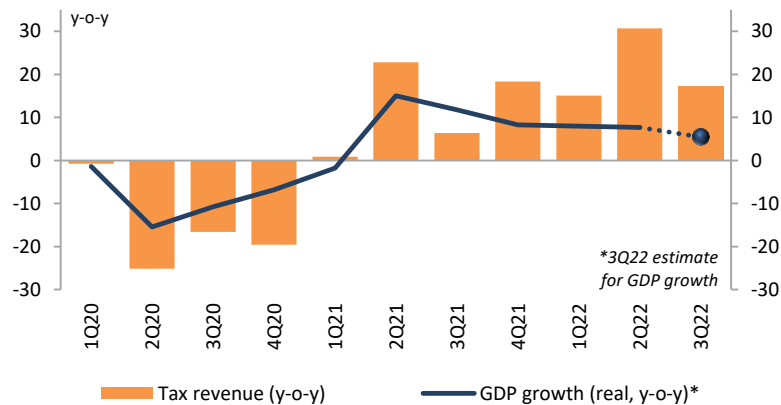


# Strong cyclical tailwinds bolstered fiscal rebalancing

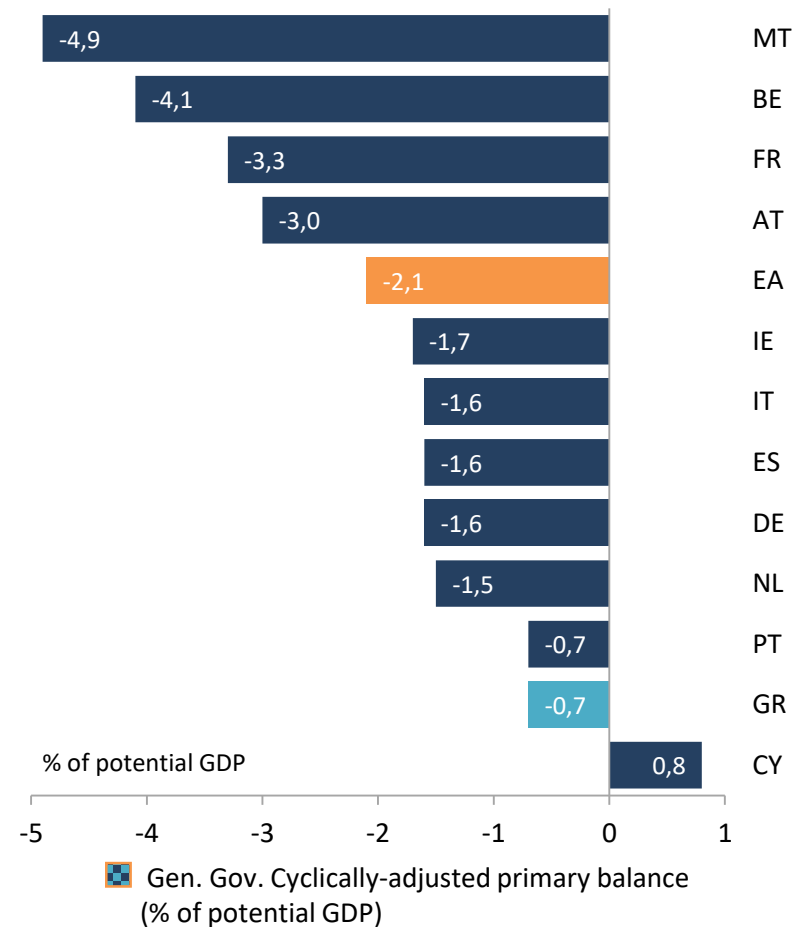
**Fiscal targets are met on the back of strong cyclical support on revenue and lowered primary spending as % of GDP**



## Tax revenue & GDP growth per quarter



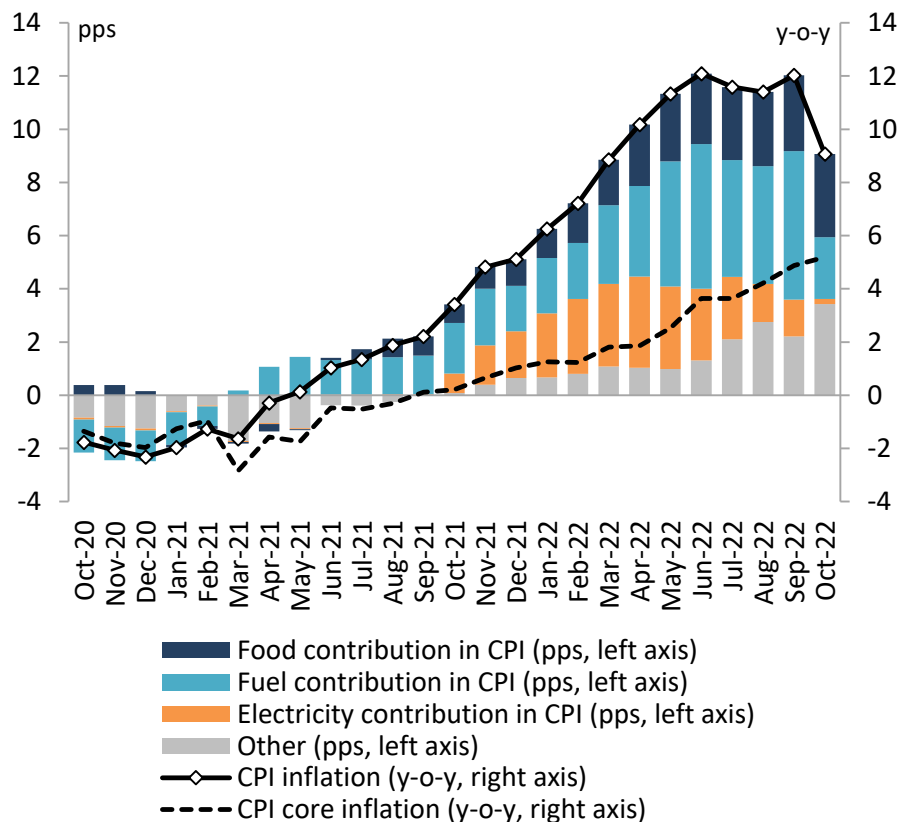
## Gen. Gov. Cyclically-adjusted primary balance as % of potential GDP (2022)



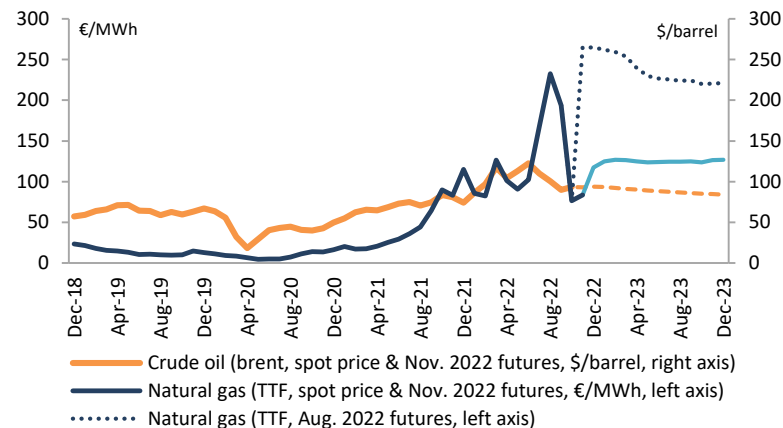


# Inflation has possibly peaked but remains persistent, with increased risks in the euro area. Greece's energy mix resilient to near-term risks.

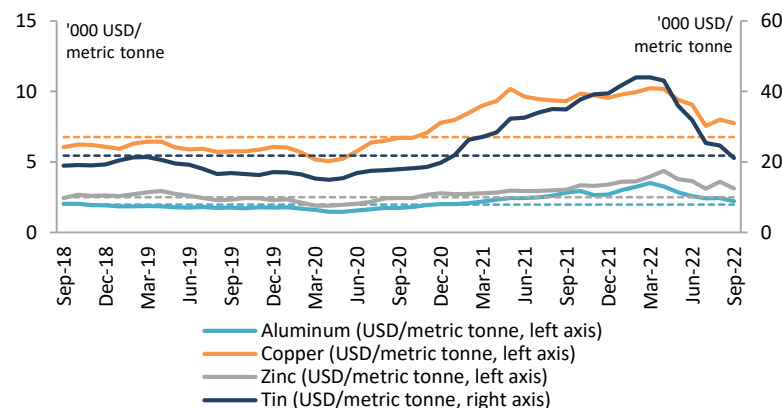
## Greece's CPI inflation has possibly peaked in 3Q22



## NG prices based on TTF future contracts down by 60% in 4Q22 and by 46% for 2023 vs August 2022 peak – broadly flat y-o-y in 2023



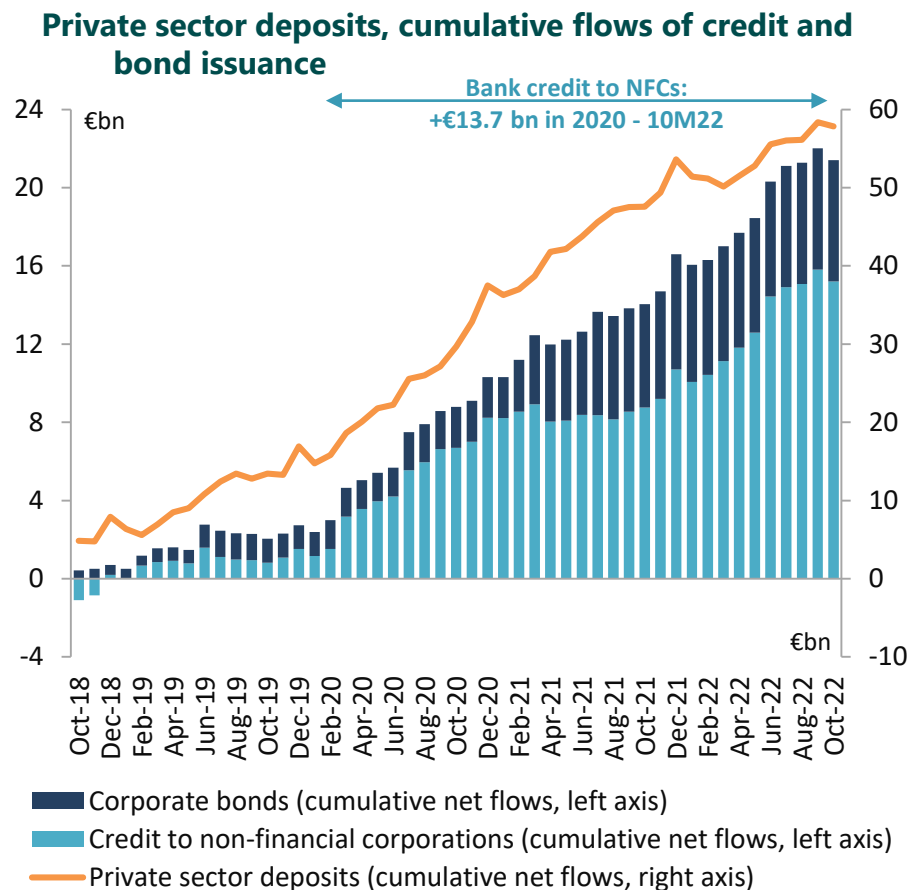
## Key non-energy commodity prices dropped below their 2021-H1:22 highs



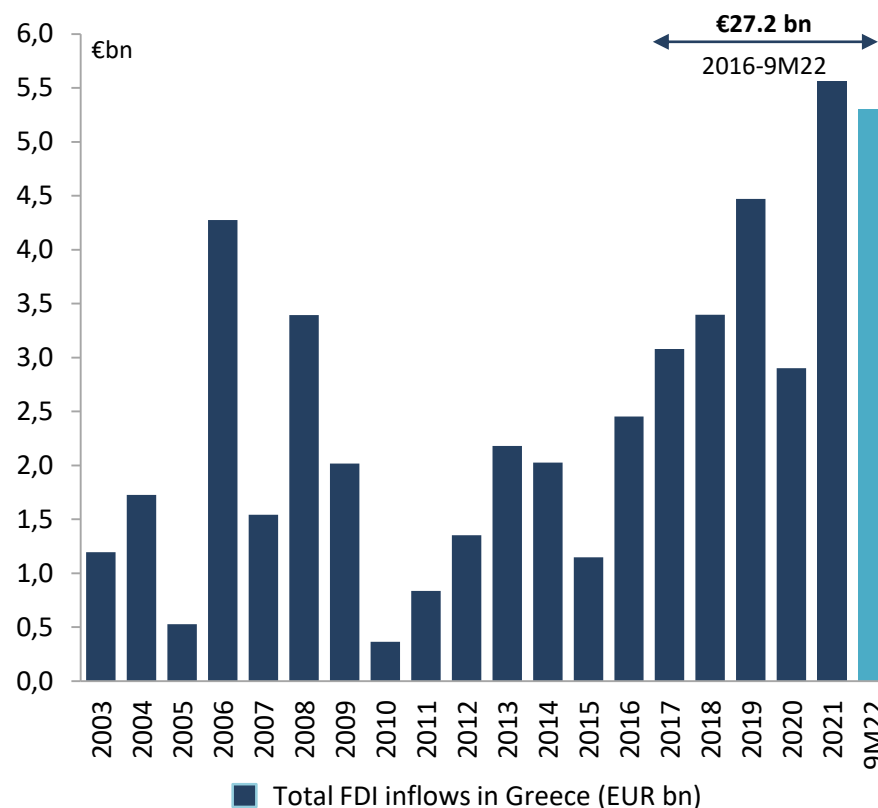
\* Horizontal lines refer to the 10-year price average of the respective commodity



# Liquidity conditions remained supportive despite the turn in global monetary cycle; private sector's cash buffers up to pre-crisis levels and FDI heads to a new highs



**Total FDI inflows per year**



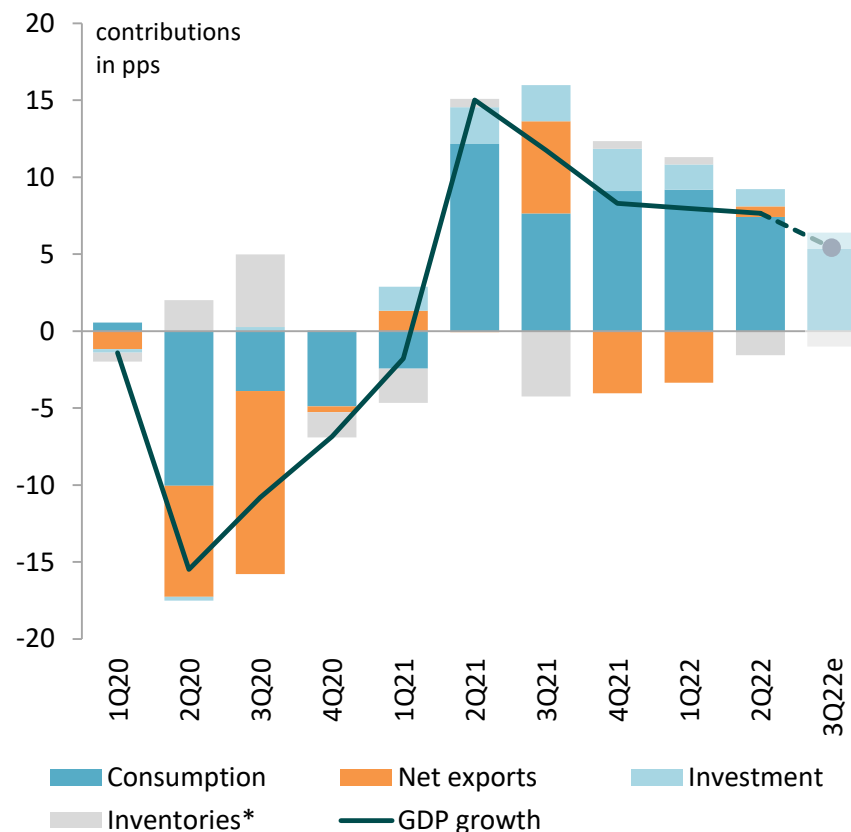
# NBG's view on The NBG's view on Greece's economic outlook and consensus estimates economic outlook

Table: Key macros for the Greek economy

Key macroeconomic indicators of the Greek Economy						
	2019	2020	2021	2022f	2023f	2024f
<b>Nominal GDP</b> (y-o-y)	1,9	-9,2	10,1	14,7	5,6	4,8
<b>Real GDP</b> (y-o-y)	1,8	-8,7	8,0	6,0	1,7	2,7
<b>Private consumption</b> (y-o-y)	1,2	-7,4	8,1	7,7	0,8	1,4
<b>GFCF</b> (y-o-y)	-3,4	-0,4	19,3	10,1	14,1	10,5
<b>Net Exports</b> (contribution to GDP)	0,6	-5,2	0,8	-0,3	0,0	0,2
<b>Consumer prices</b> (CPI, y-o-y)	0,3	-1,2	1,2	9,8	4,7	1,9
<b>Unemployment rate</b> (%)	17,8	17,6	14,8	12,6	12,3	11,1
<b>House prices</b> (y-o-y)	7,2	4,5	7,5	6,9	3,0	3,5
<b>General government primary balance</b> (%GDP)*	4,1	-6,9	-5,0	-1,3	0,7	...
<b>General government debt</b> (%GDP)*	180,6	206,3	194,5	168	159	...
Focus Economics Consensus Forecasts: Greece						
<b>Greece: Real GDP</b> (y-o-y)	1,8	-8,7	8,0	5,4	1,4	2,4
<b>Greece: HICP</b> (inflation, y-o-y)	0,5	-1,3	0,6	9,8	5,0	1,8

\* 2023 Budgetary Plan estimates for 2022-2023  
Sources: ELSTAT, BoG, MinFin | Forecasts based on NBG Economic Analysis Division estimates, Budgetary Plan 2023 & FocusEconomics November 2022

GDP growth decomposition by expenditure component



\*including other statistical discrepancies

# Ratings still lag compared to periphery peers, but we expect an upside in the short to medium-term

						
MOODY'S	Outlook	Stable	Stable	Negative	Stable	Positive
	LT Rating	Ba3	Baa1	Baa3	Baa2	Ba1
	CC LT Foreign Bank Deposits	A3	Aa1	Aa3	Aa2	A1
S&P Global Ratings	Outlook	Stable	Stable	Stable	Stable	Stable
	Foreign Currency LT Debt	BB+	A	BBB	BBB+	BBB
	Foreign Currency ST Debt	B	A-1	A-2	A-2	A-3
Fitch Ratings	Outlook	Positive	Stable	Stable	Stable	Stable
	LT Issuer Default Rating	BB	A-	BBB	BBB+	BBB-
	ST Issuer Default Rating	B	F1	F2	F1	F3
	Outlook	Stable	Stable	Stable	Stable	Stable
	Foreign Currency LT Debt	BB (high)	A	BBB (high)	A (low)	BBB
	Foreign Currency ST Debt	R-3	R-1 (low)	R-1 (low)	R-1 (low)	R-2 (high)
	Outlook	Stable	Stable	Stable	Positive	Positive
	LT Issuer Rating	BB+	A-	BBB+	BBB+	BBB-
	ST Issuer Rating	S-3	S-1	S-2	S-2	S-2

## 02 | Bank Overview

# NBG at a glance

As of 9M22

<div data-bbox="149 362 215 429"></div> <div data-bbox="236 354 530 462">Trusted brand with more than 100 years of history</div> <div data-bbox="153 539 613 571">Branches 330</div> <div data-bbox="153 651 613 682">FTEs 8.6k</div> <div data-bbox="153 762 613 793">Total assets €80.9bn</div> <div data-bbox="153 873 613 905">Gross Loans €36.1bn</div> <div data-bbox="153 985 613 1016">Deposits €55.7bn</div>	<div data-bbox="772 365 839 429"></div> <div data-bbox="839 368 1224 439">Attributable 9M22 PAT at €652m<sup>1</sup></div> <div data-bbox="733 539 1272 585">PAT/COP €652m/ €464m</div> <div data-bbox="733 651 1272 682">NIM<sup>2</sup> 197bps</div> <div data-bbox="733 762 1272 793">Cost to core income 48%</div> <div data-bbox="733 873 1272 905">Cost of risk 69bps</div> <div data-bbox="733 971 1272 1039">Core Operating Profit margin 200bps</div>	<div data-bbox="1394 376 1460 441"></div> <div data-bbox="1473 368 1794 439">Balance sheet metrics continue to improve</div> <div data-bbox="1388 528 1848 559">LCR 249%</div> <div data-bbox="1388 639 1848 671">NSFR 142%</div> <div data-bbox="1388 751 1848 782">L:D<sup>3</sup> 56%</div> <div data-bbox="1388 828 1848 931">NPE Coverage / Ratio<sup>4</sup> 82.1%/ 6.1%</div> <div data-bbox="1388 971 1848 1039">CET1<sup>5</sup>/ Total Capital 15.2%/ 16.3%</div>
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1. Attributable Profit from Continued Operations

2. Calculated on monthly average

3. Including Frontier senior bond

4. Group figures

5. Fully-loaded including period PAT

# The Bank's Transformation Plan continues to deliver value for its investors

## Profitability<sup>1</sup>

	2019	2020	2021	9M 2022	3Q 2022
Net Interest Margin	268bps	228bps	206bps	197bps	213bps
Fees / Total Assets	39bps	36bps	35bps	32bps	11bps
Cost to core Income	58%	55%	55%	48%	45%
Cost of Risk	123bps	107bps	68bps	69bps	71bps
Core Income / PAT (cont. ops)	€1.4bn / €0.48bn	€1.4bn / €0.59bn	€1.5bn / €0.83bn	€1.2bn / €0.65bn	€0.44bn / €0.16bn

## Asset Quality, Capital & Liquidity<sup>1</sup>

	2019	2020	2021	9M 2022
NPE Coverage	53.4%	63.3%	77.2%	82.1%
NPE Ratio	31.3%	13.6%	7.0%	6.1%
Gross NPEs	€10.8bn	€4.4bn	€2.3bn	€2.1bn
Performing Loans <sup>2</sup>	€22.8bn	€23.8bn	€25.2bn	€26.5bn
CET1 FL <sup>3</sup> ratio / Total capital ratio FL	12.8% / 13.7%	12.8% / 13.8%	14.9% / 15.5%	15.2% / 16.3%

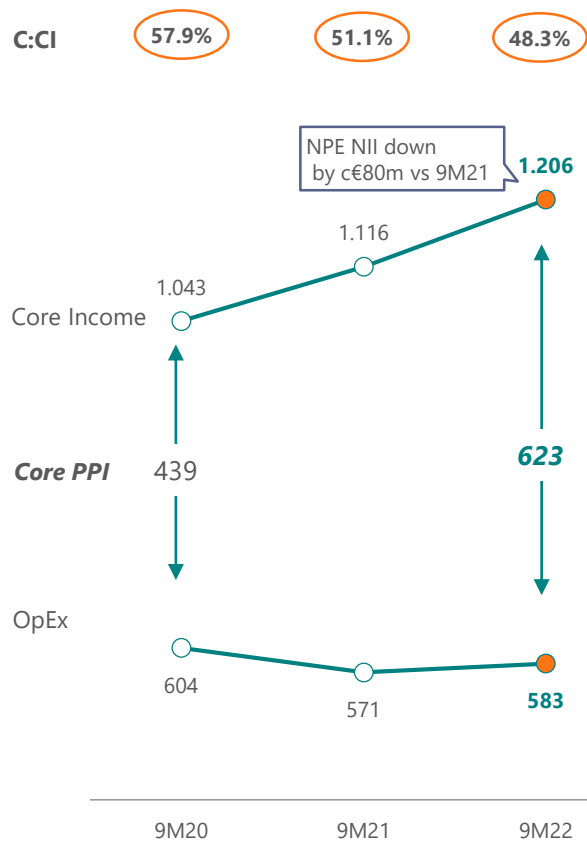
1. Group figures

2. Domestic

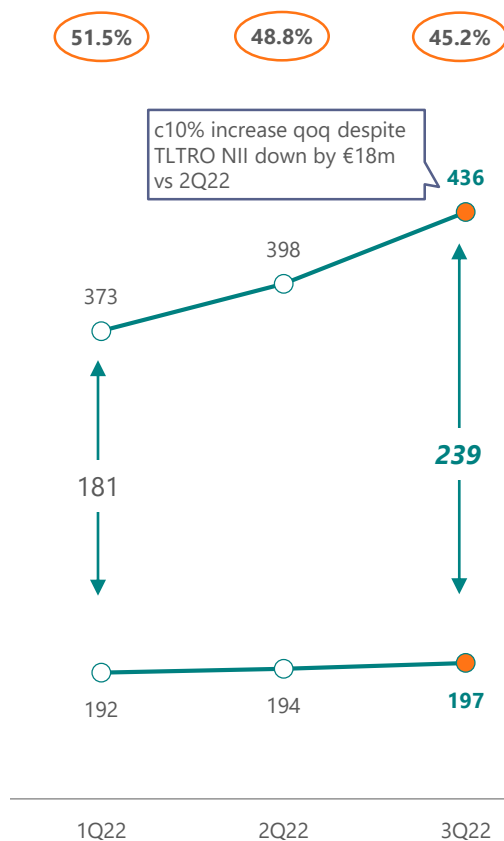
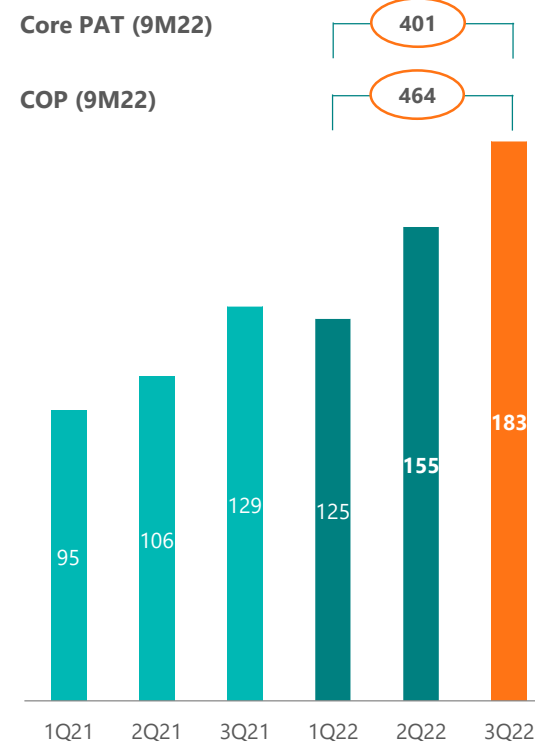
3. Including period PAT

# 9M Group profitability recovery accelerates on strong core income rebound (+8% yoy)

Profitability "jaws" | € m – 9M22



Profitability "jaws" | € m – 9M22

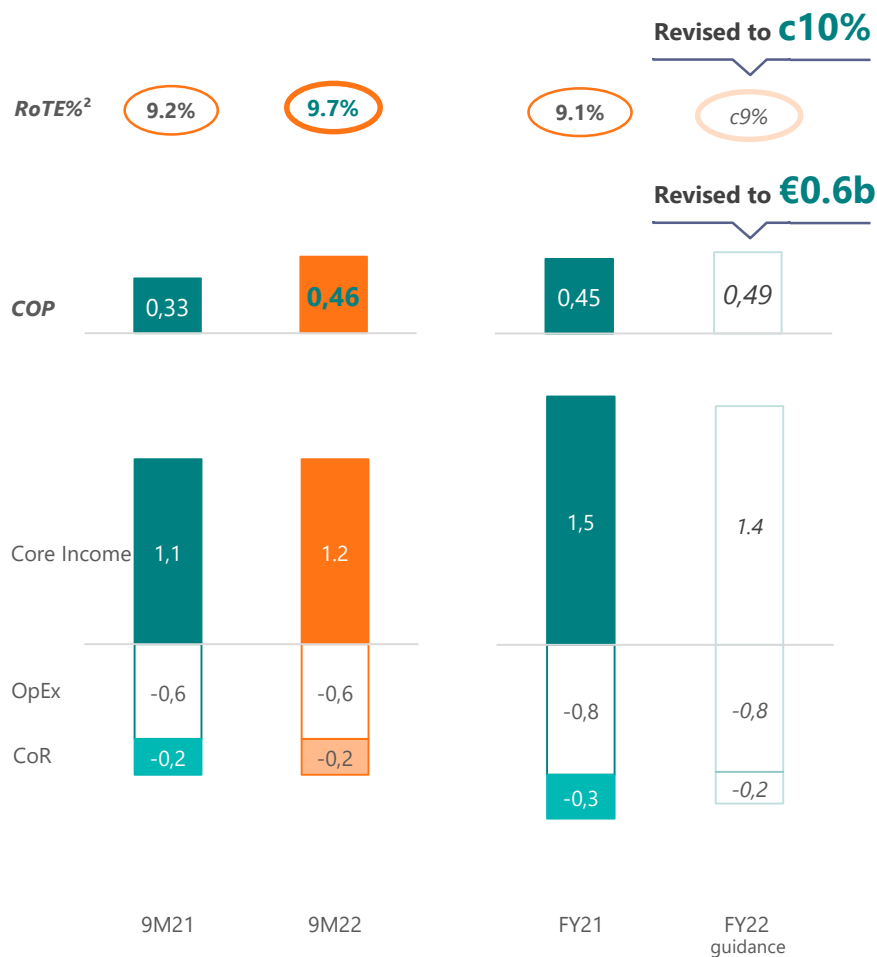
COP & PAT<sup>1</sup> cont. operations | € m

1. core PAT excludes trading, other income and associated income tax

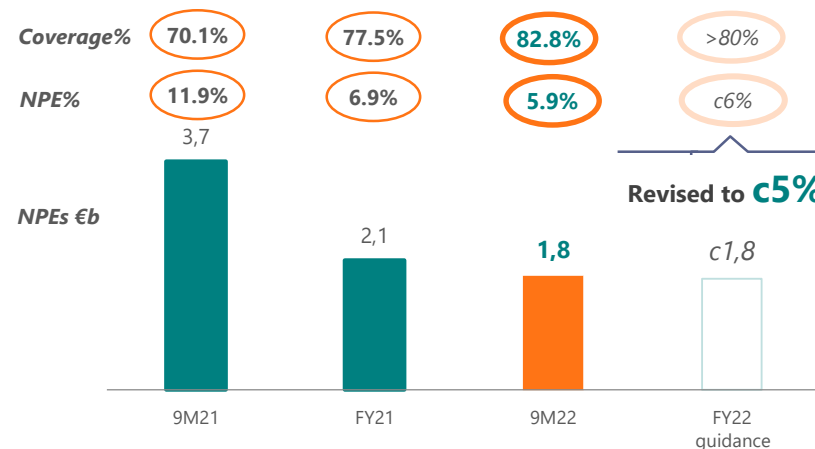


# Sustained improvement across financial and operating KPIs leads to significant outperformance

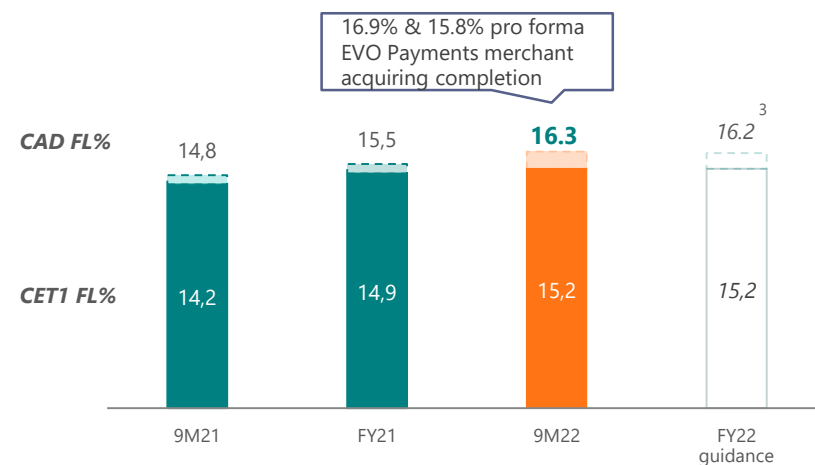
## Profitability | € b



## Asset quality<sup>1</sup> | €b



## Capital | %



1. Domestic

2. Including period PAT

# Bank and debt ratings on upwards trajectory, will facilitate continuous market access for MREL build-up

Highest ratings and positive outlooks in **GREEN**

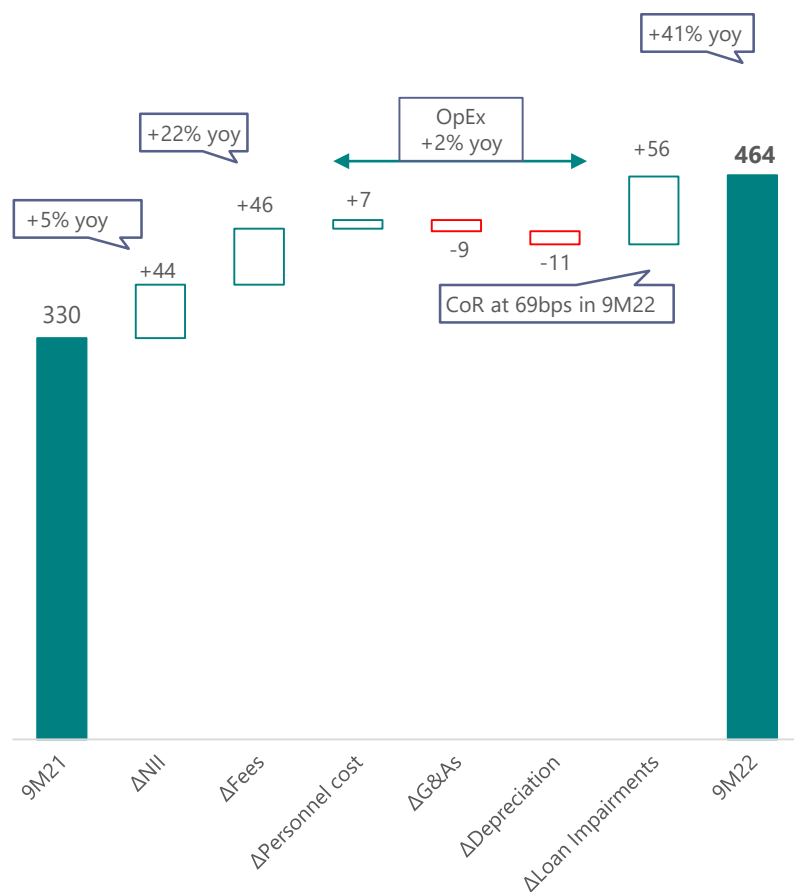
Lowest ratings and negative outlooks in **RED**

	MOODY'S	S&P Global Ratings	Fitch Ratings
<b>Greece</b>	<b>Ba3</b> / Stable	<b>BB+</b> / Stable	<b>BB</b> / <b>Positive</b>
Latest Rating Action on Sovereign Date	Affirmation at 'Ba3' Stable Outlook <i>September 2022</i>	Affirmation at 'BB+' Stable Outlook <i>October 2022</i>	Affirmation at 'BB' Positive Outlook <i>October 2022</i>
<b>NBG</b>	<b>b1</b> / <b>Positive</b>	<b>b+</b> / <b>Positive</b>	<b>b+</b> / Stable
Latest Rating Action on NBG <i>Date</i>	Affirmation of BCA to 'b1' and upgrade to Senior Preferred to Ba3 due to macro profile improvement from 'Weak+' to 'Moderate-' <i>October 2022</i>	Affirmation to 'b+' Positive Outlook <i>April 2021</i>  Upgrade of BICRA Economic Risk to "7", stable trend Affirmation of BICRA Industry Risk of "8" Positive trend <i>June 2022</i>	Upgrade to 'B+' Stable Outlook <i>February 2022</i>
<b>Instruments notching<sup>1</sup></b>			
Covered Bond	<b>+7</b> / <b>A3</b>	<b>+8</b> / <b>A</b>	<b>+8</b> / <b>[A]</b>
Senior Preferred	<b>+1</b> / <b>Ba3</b>	<b>0</b> / <b>B+</b>	<b>0</b> / <b>B+</b>
Senior Non-Preferred	<b>0</b> / <b>B1</b>	<b>-2</b> / <b>[B-]</b>	<b>-1</b> / <b>[B]</b>
Tier 2	<b>-1</b> / <b>B2</b>	<b>-3</b> / <b>CCC+</b>	-2 / B-
AT1	<b>-3</b> / <b>[Caa1]</b>	<b>-5</b> / <b>[CCC-]</b>	-4 / [CCC]
<b>Comments</b>			
Positive drivers	<p>If the Bank maintains sound capital and liquidity position, the positive outlook on the BCA should materialize in 1H 23</p> <p>An upgrade of the sovereign in 2023 could trigger a potential further upgrade of the BCA</p>	<p>Potential upgrade of BICRA Industry Risk</p> <p>RAC ratio of &gt;5% would add to upwards rating pressure</p>	CET1 ratio >14% should add upwards rating pressure

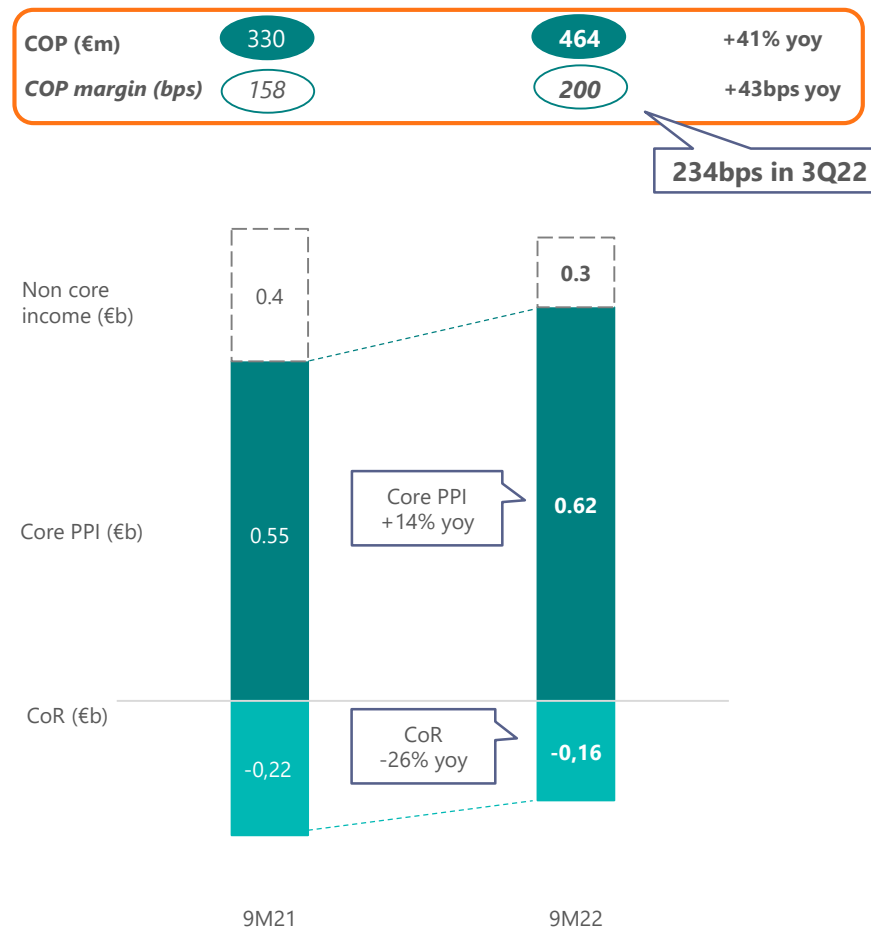
## 03 | Profitability & Balance Sheet Evolution

# 9M22 Group COP up by 41% yoy mainly driven by accelerating core income growth; costs & CoR contained

Group core operating profit bridge 9M22 (€ m)

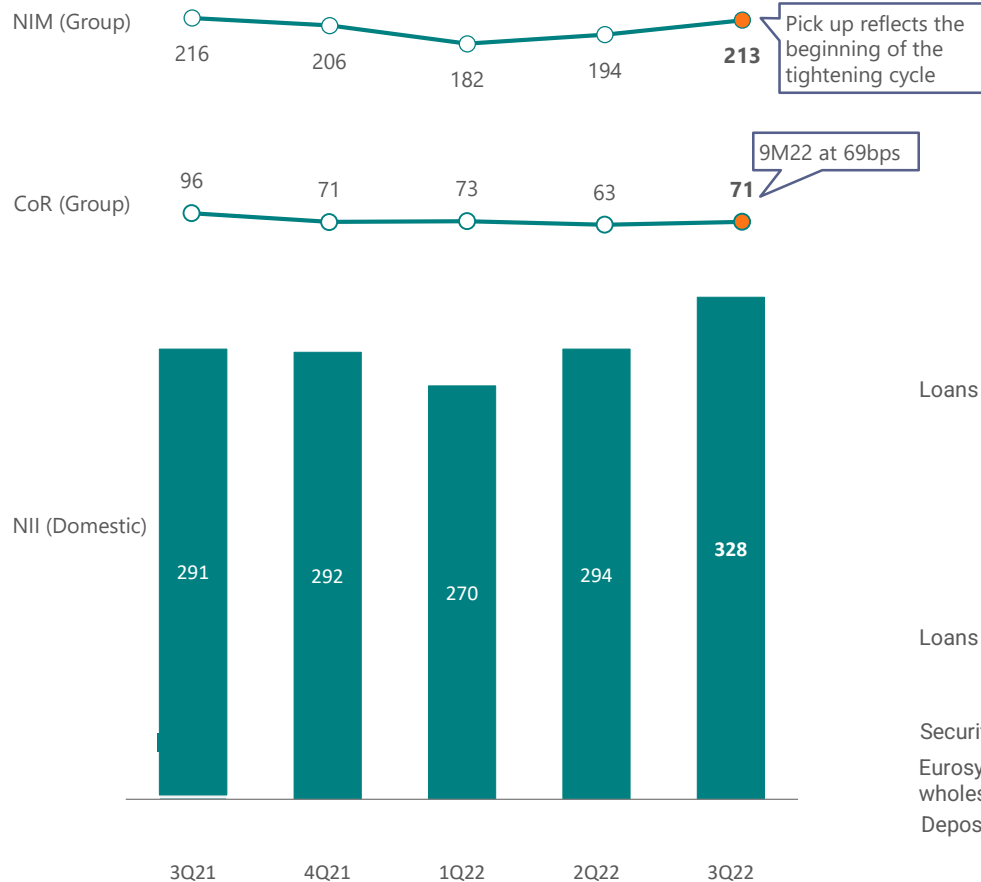


Group operating profit decomposition 9M22 (€ b)

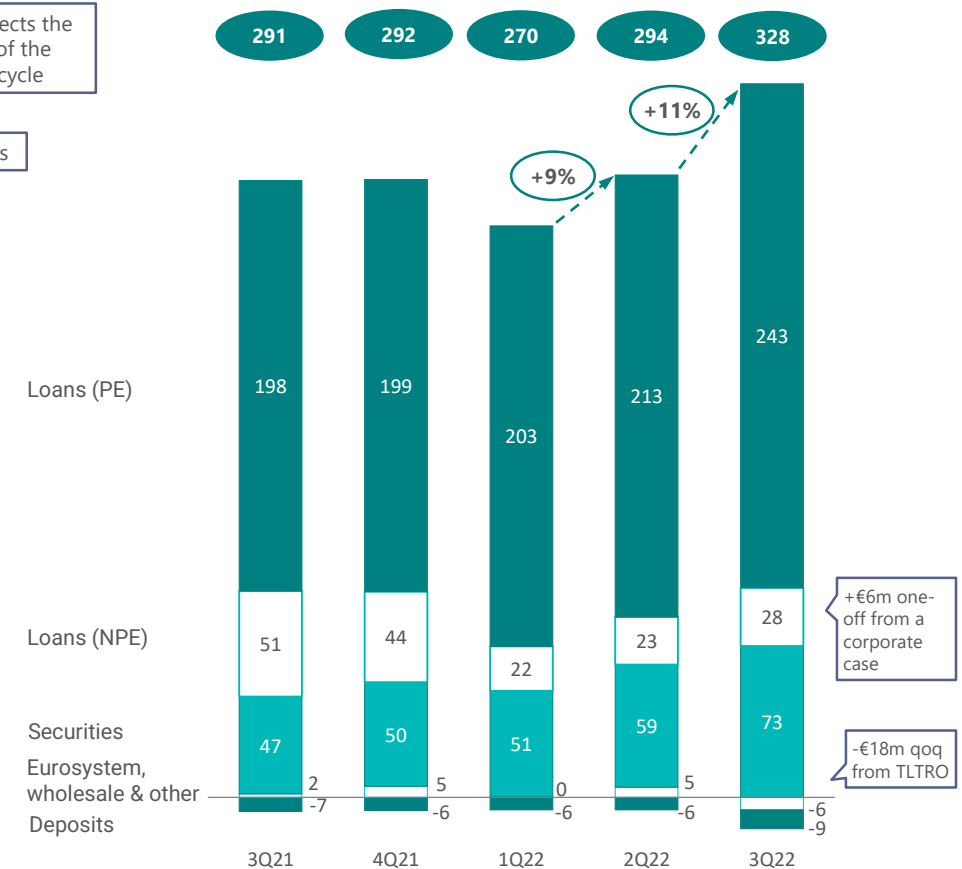


## 3Q22 NII recovery accelerates (+11% qoq), reflecting higher PE NII

### Domestic NII (€ m), Group NIM & CoR (bps)

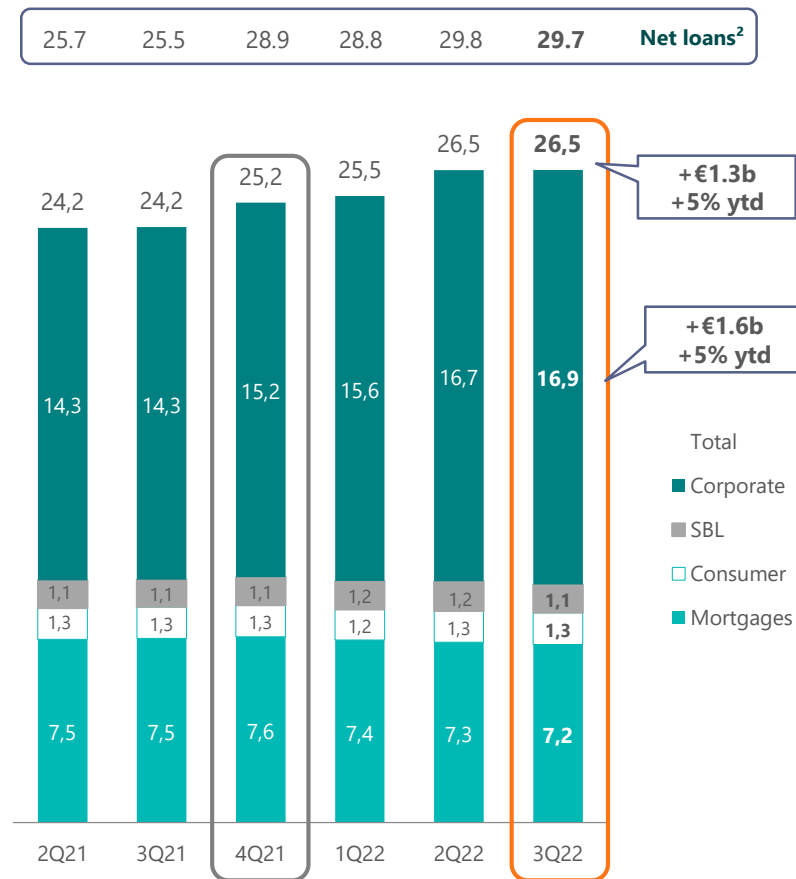
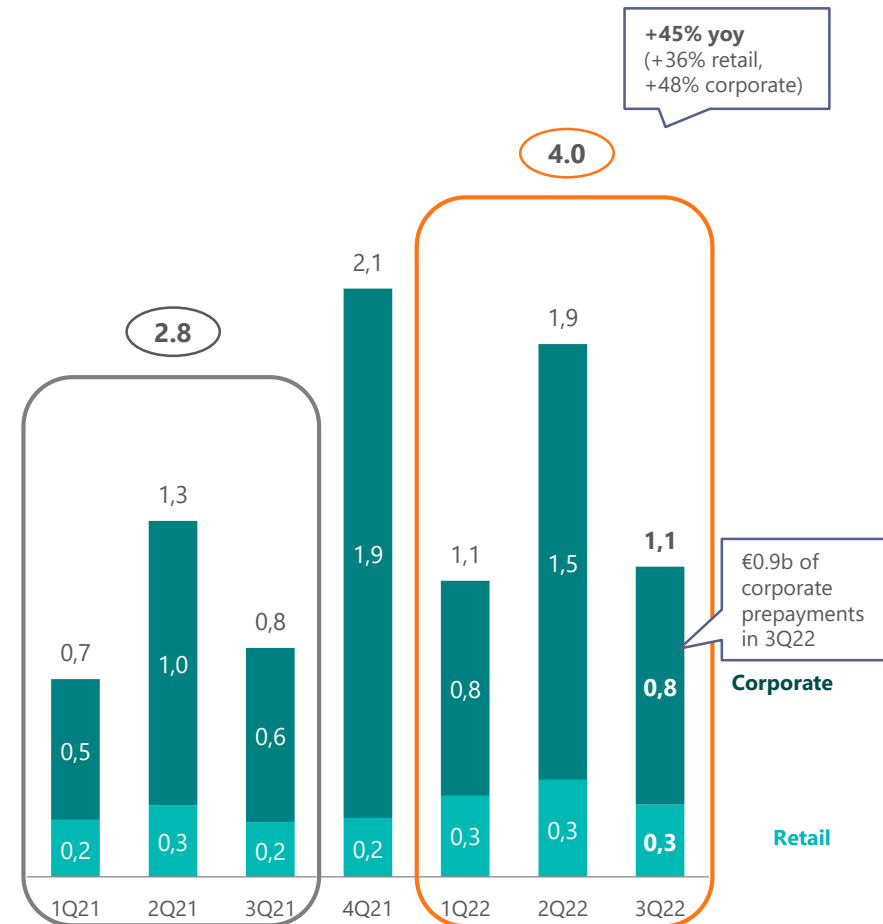


### Domestic NII breakdown (€ m)



# Given a strong 4Q22 corporate pipeline, we expected domestic PEs to increase by year-end

Greek loan evolution; performing loans (€ b)

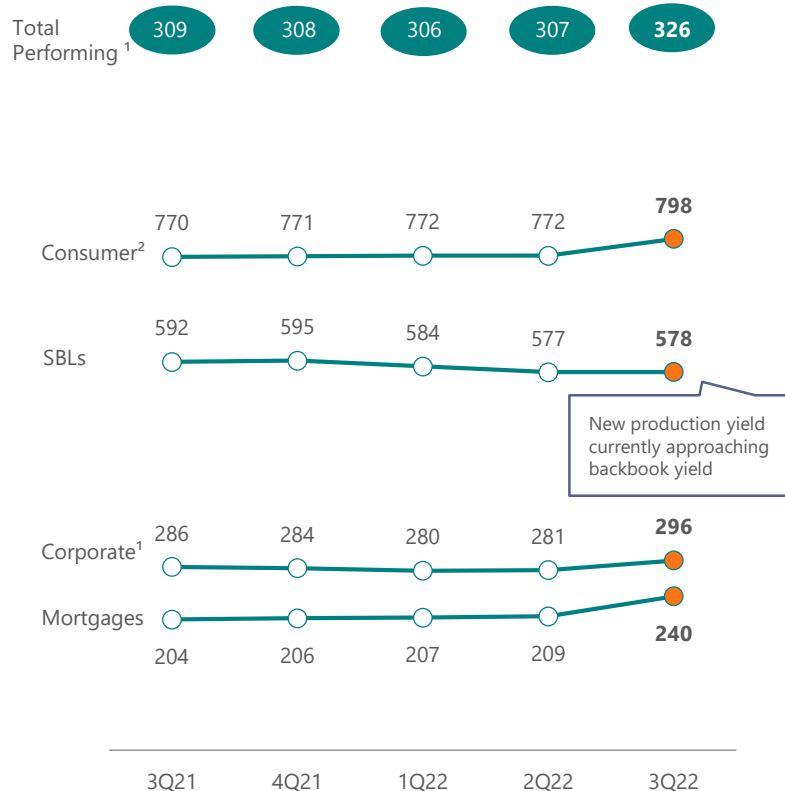
Loan disbursements<sup>1</sup> (€ b)

1. Loan disbursements for the period not considering rollover of working capital repaid and increase of unused credit limits

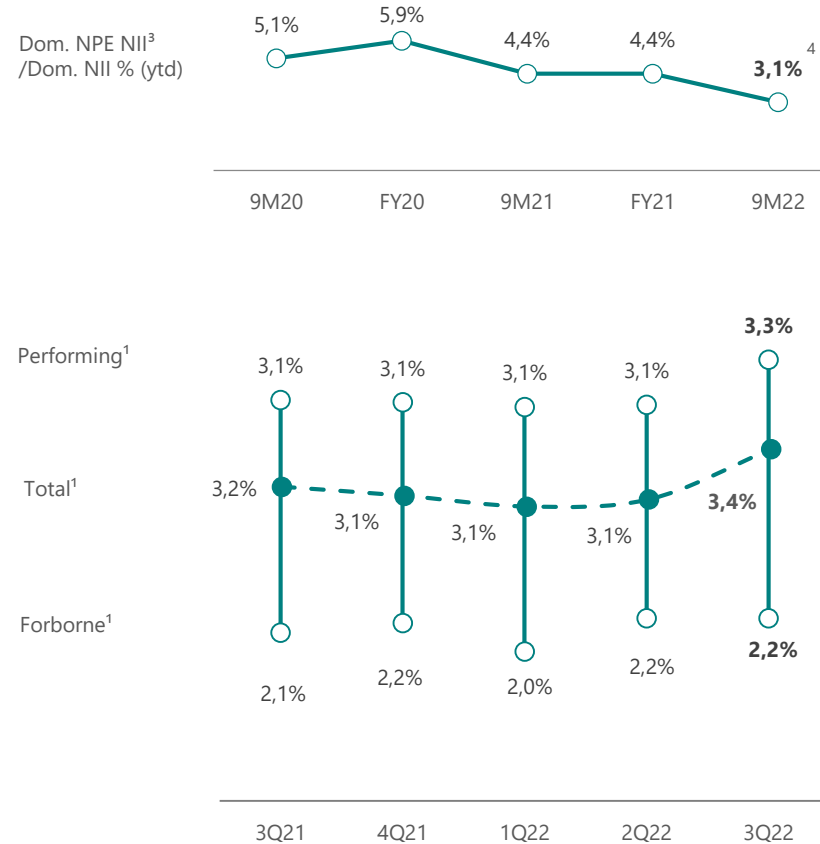
2. Since 4Q21, net loans include Frontier senior bond (€2.8b in 3Q22)

# PE lending yields bounce back reflecting the beginning of the tightening cycle

## Greek PE lending yields (bps)



## Greek NPE NII%, forborne & PE yields



1. excl shipping

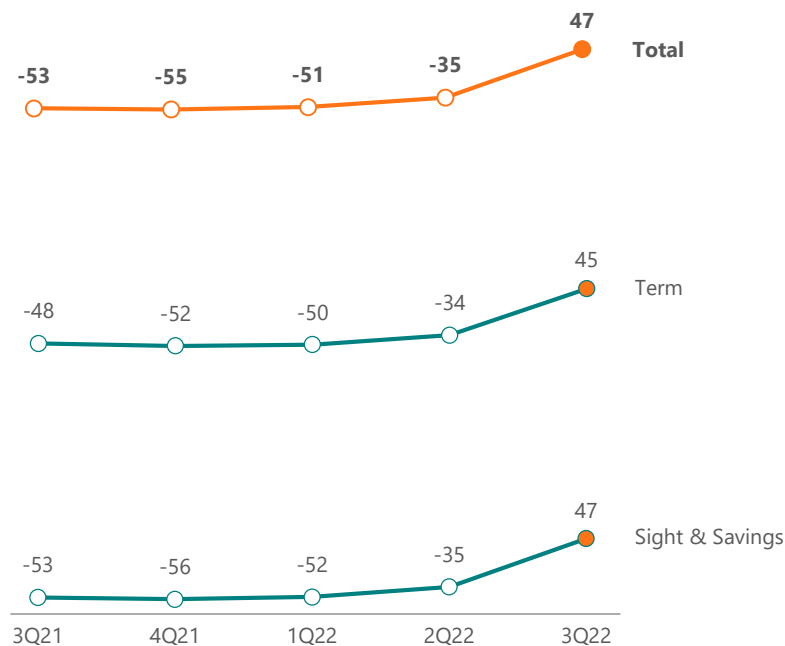
2. excl. cards

3. net of cash collected and provisions

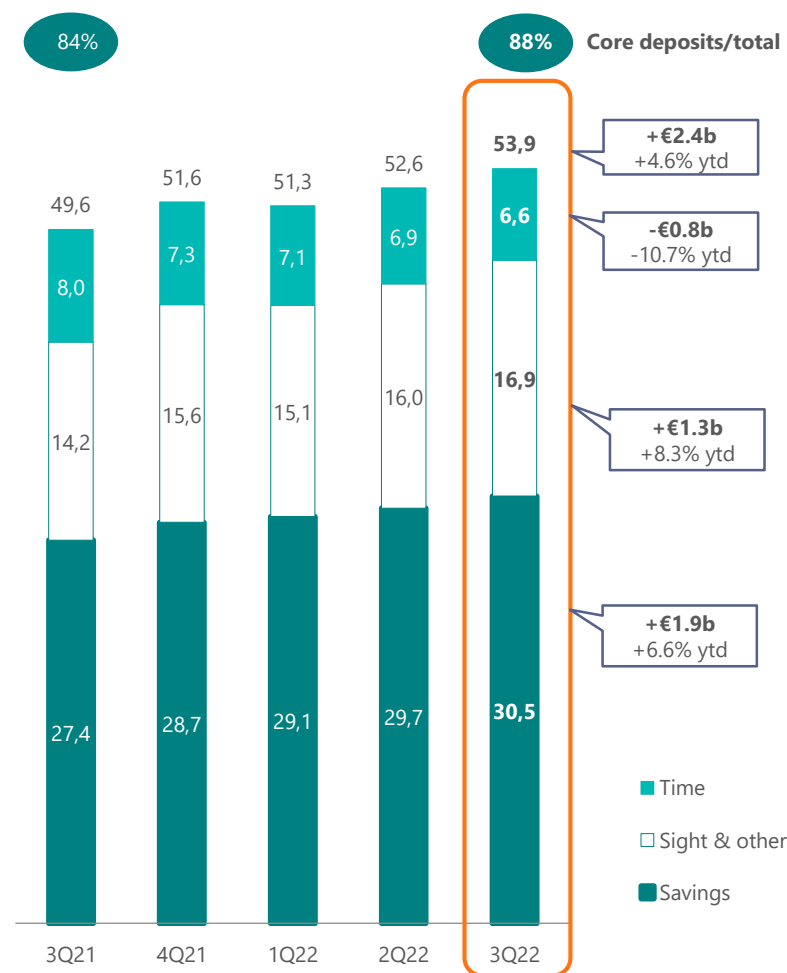
4. excl €6m one-off from a corporate case



# Deposit rates remain low in view of the abundance of liquidity and a rising stock of deposits

Greek deposit spread<sup>1</sup> (bps)

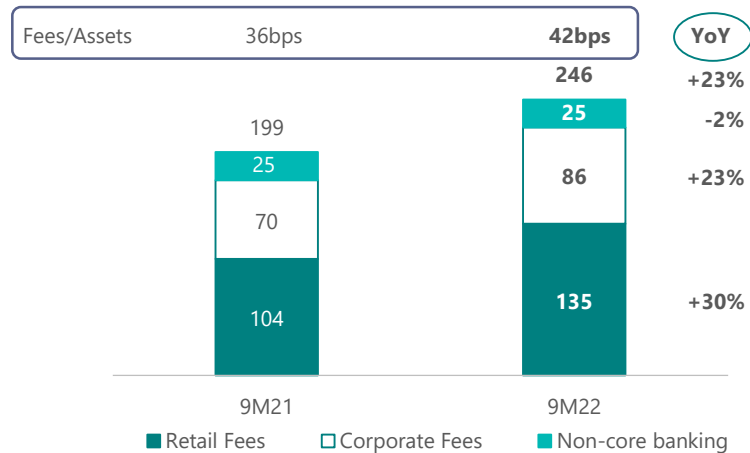
Greek deposits evolution (€ b)



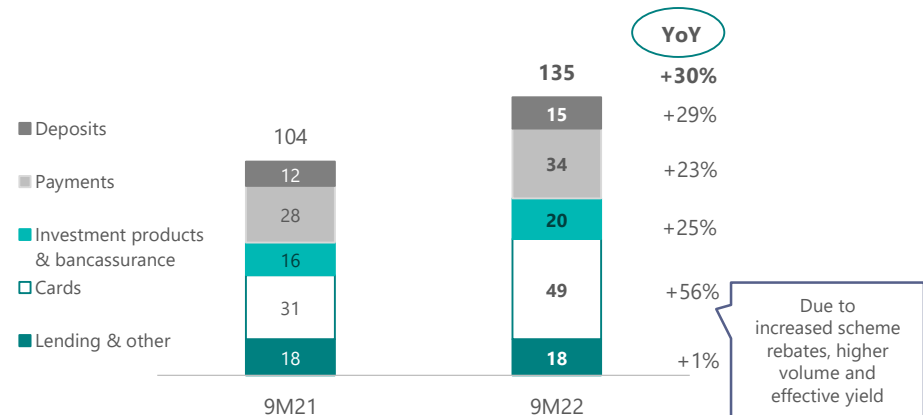
1. Against average 3M Euribor on euro denominated balances

# 9M22 domestic fee growth of +23%, driven by strong volume growth in cards and trade finance

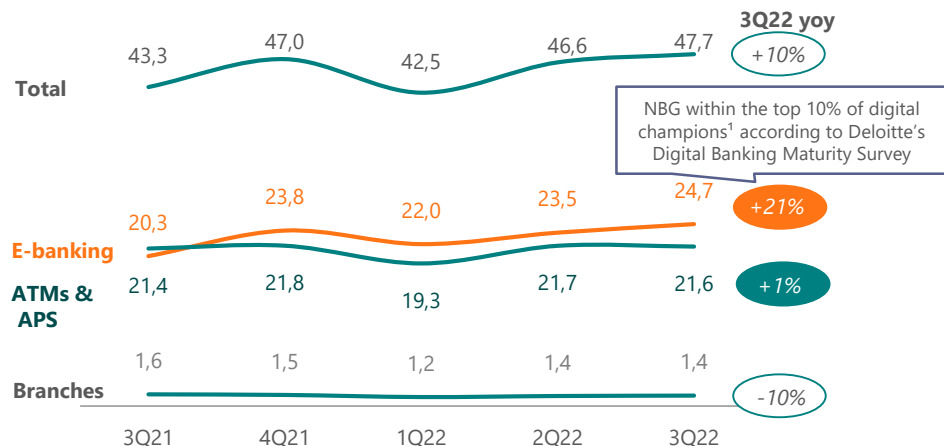
## Domestic fees (€ m)



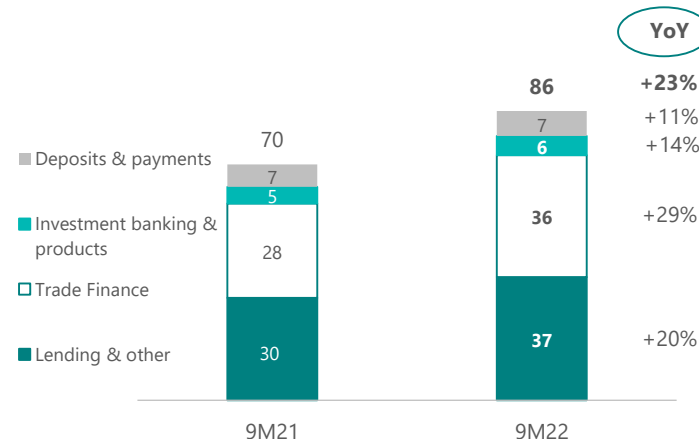
## Domestic retail fees decomposition (€ m)



## Transactions per channel (# m)



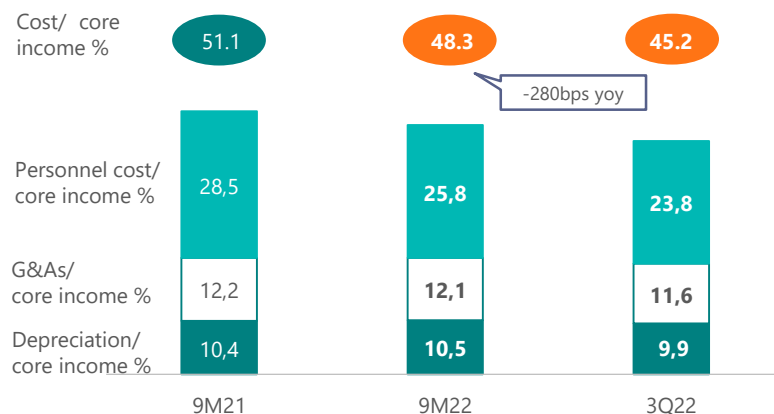
## Domestic corporate fees decomposition (€ m)



1. Out of a global sample of >300 incumbent and challenger banks, in terms of functionalities offered on public site, internet banking platform and digital app

# Despite inflation and IT investment plan roll out, OpEx is contained allowing Group C:CI to drop to 45.2% in 3Q22

## Group Cost over Core Income (%)

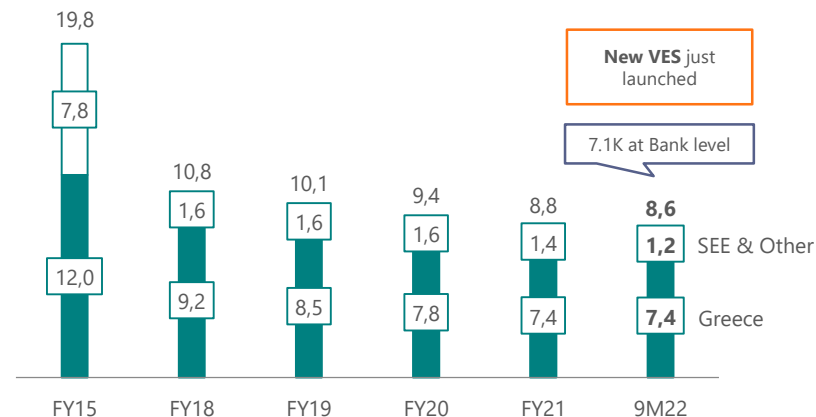


## OpEx by category (€ m)

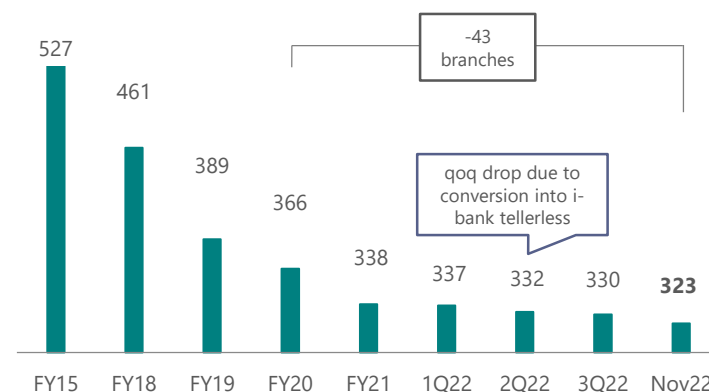
	Group			
	9M22	9M21	YoY	2yrΔ <sup>1</sup>
Personnel	311	318	-2.3%	-13%
G&As	146	137	+6.8%	+9%
Depreciation	126	116	+9.1%	Na
<b>Total</b>	<b>583</b>	<b>571</b>	<b>+2.2%</b>	<b>-3%</b>

Reflects our strategic IT investment plan including replacement of our CBS

## Group headcount<sup>2</sup> evolution (# k)



## Domestic Branch evolution (#)



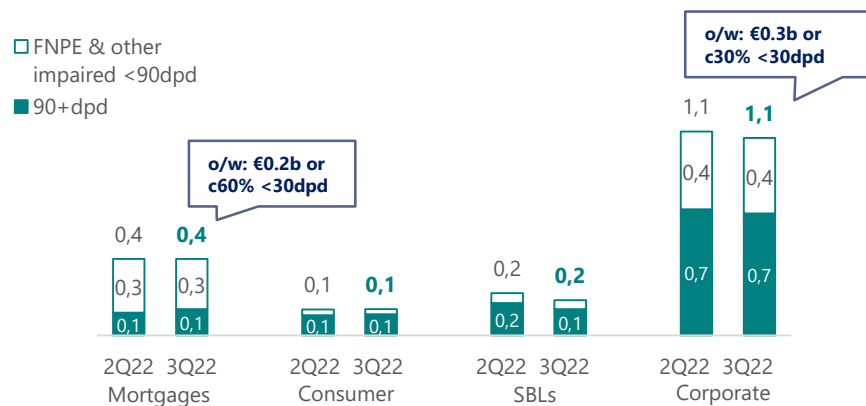
1. 2-year cumulative change

2. Excludes employees under discontinued operations

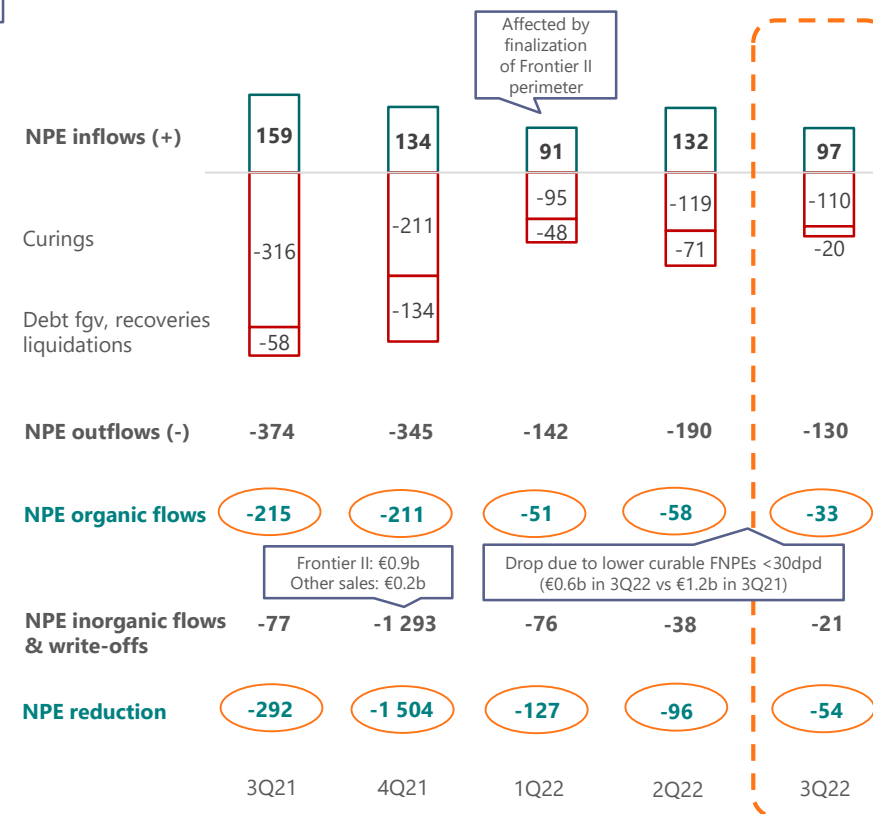
## 04 | Asset Quality

# Organic NPE flows remain negative, with no signs of pick up in NPE inflows

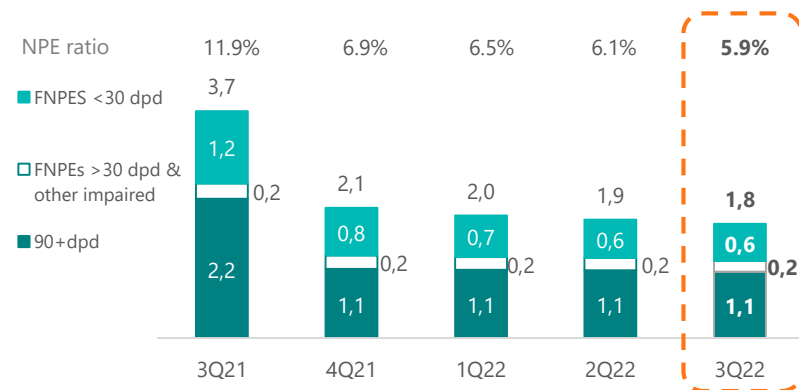
Domestic NPE stock per category | 3Q22 (€ b)



NPE balance change (€ m, Bank)

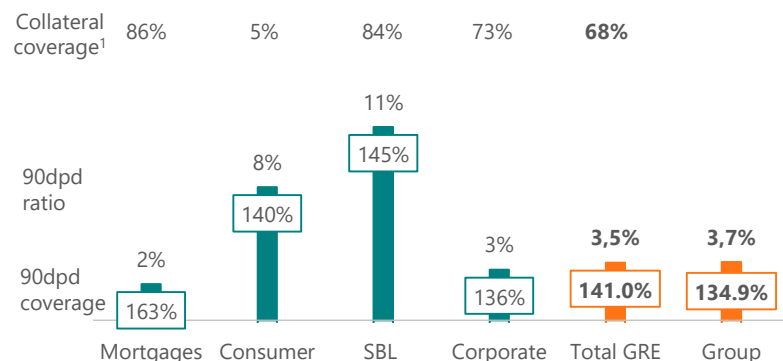


Domestic NPE stock evolution (€ b)

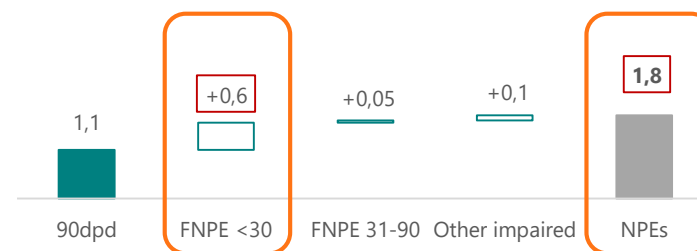


# High mortgage cure rates of c90%, combine with a sizable portion of likely-to-cure FNPEs <30dpd

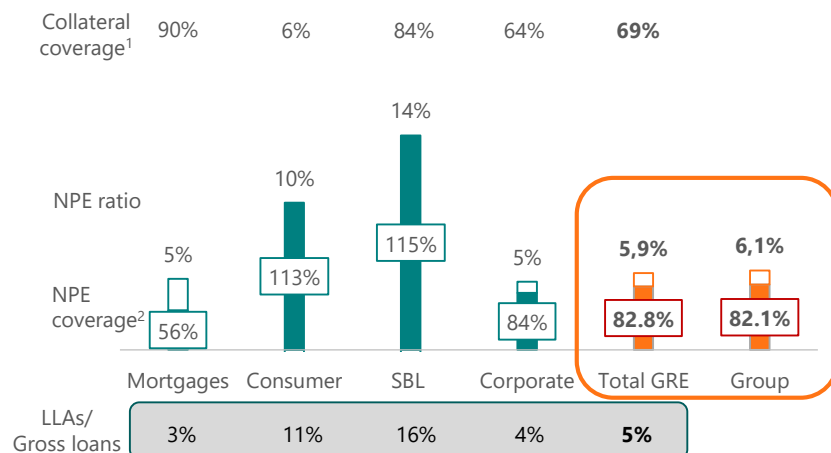
## Domestic 90dpd ratios and coverage | 3Q22



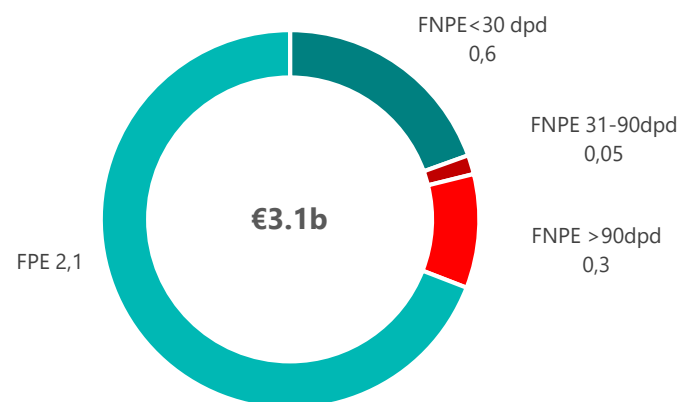
## Domestic 90dpd – NPE bridge (€ b) | 3Q22



## Domestic NPE ratios and coverage | 3Q22



## Domestic forbearance stock (€ b) | 3Q22



1. Collateral coverages are Bank level

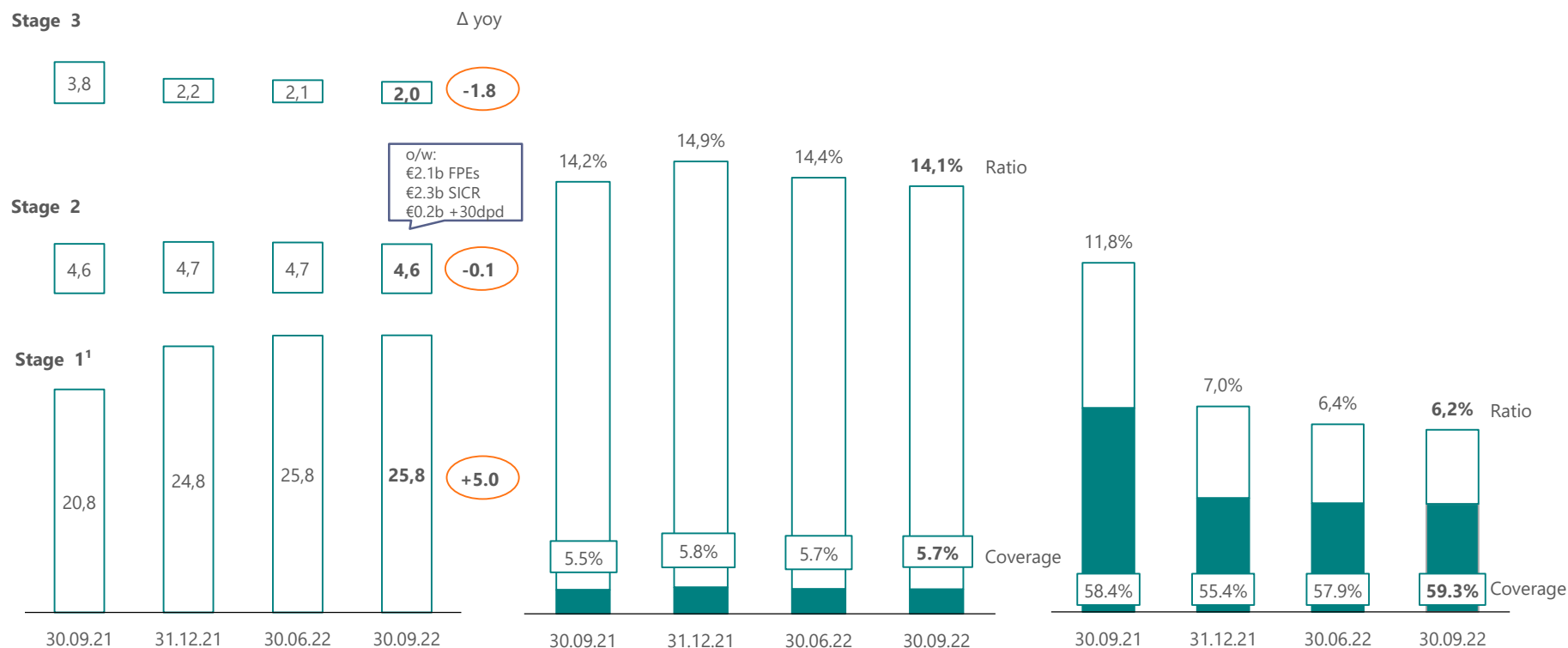
2. NPE coverage incorporates additional haircuts on the market value of collateral

# Organic growth of S1 loans offers increasing support to NII

Group gross loan stage evolution (€ b)

Group Stage 2 ratios and coverage (%)

Group Stage 3 ratios and coverage (%)



1. Since 4Q21, S1 loans include Frontier senior bond (€2.8b in 3Q22)

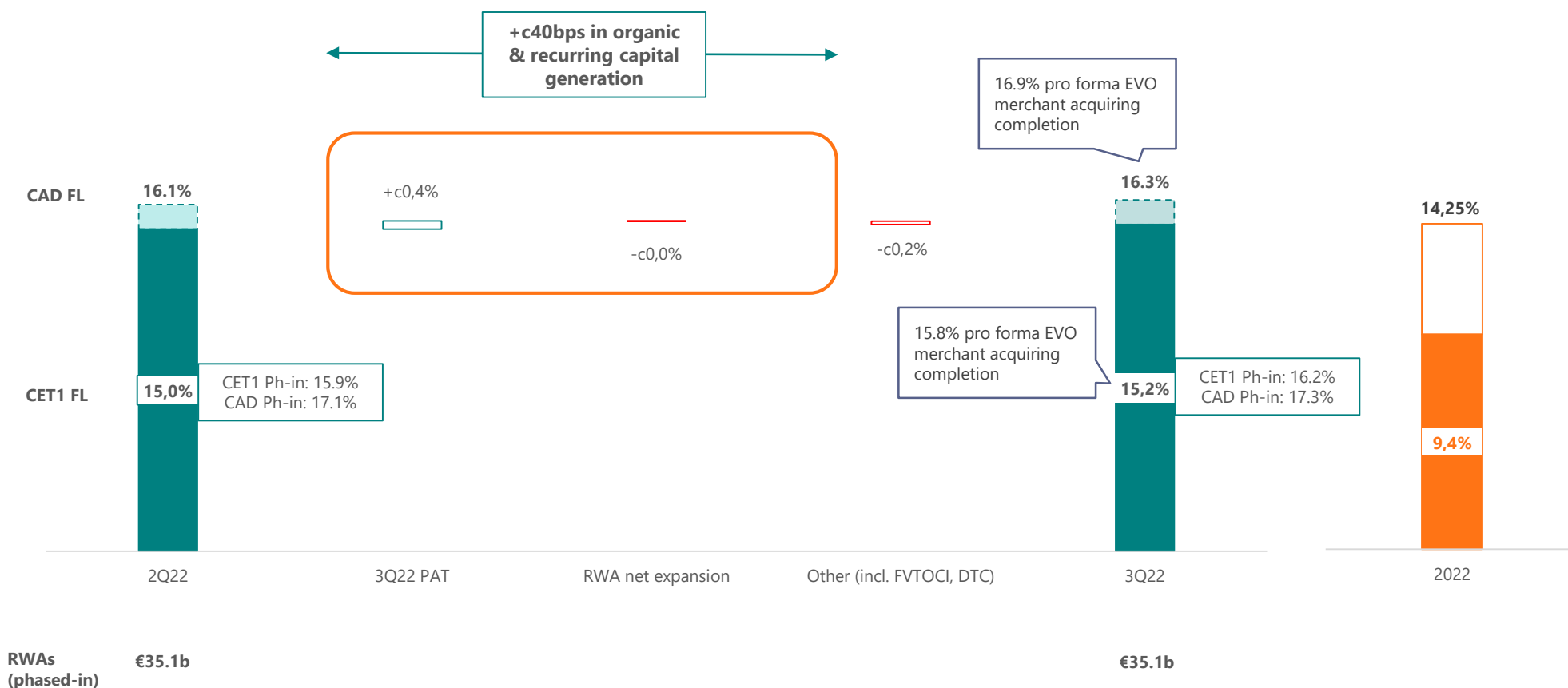


## 05 | Capital, MREL, Liquidity & Funding

# Recurring organic capital generation in 3Q22 continues at +c40bps

## 3Q22 FL capital movement<sup>1</sup>

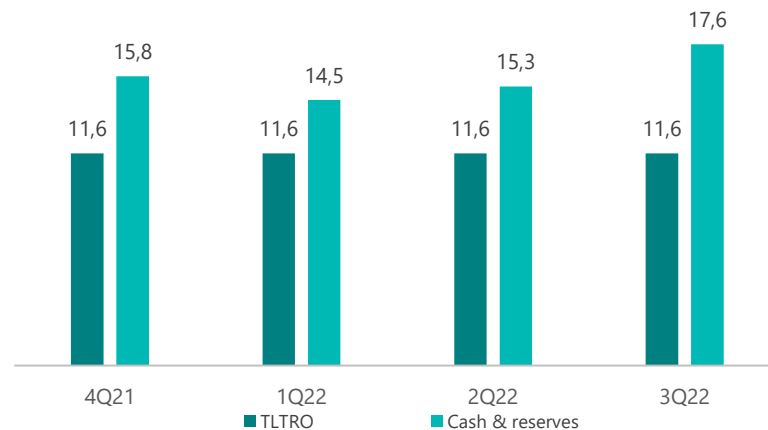
## Regulatory capital requirements



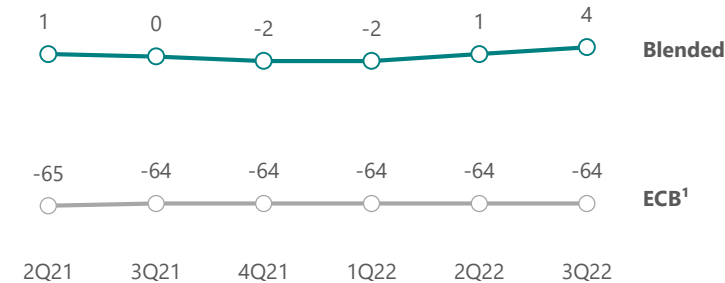
1. Including period PAT

# ECB TLTRO policy decision hits future NII but excess liquidity is a competitive advantage

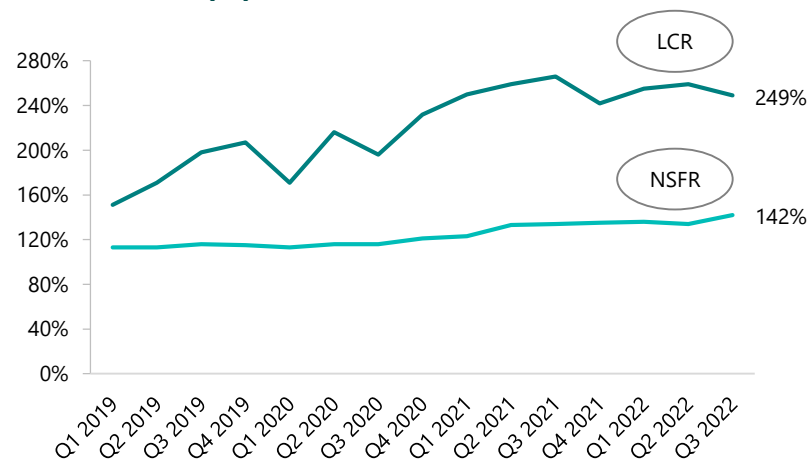
## TLTRO, Cash & reserves (€ b)



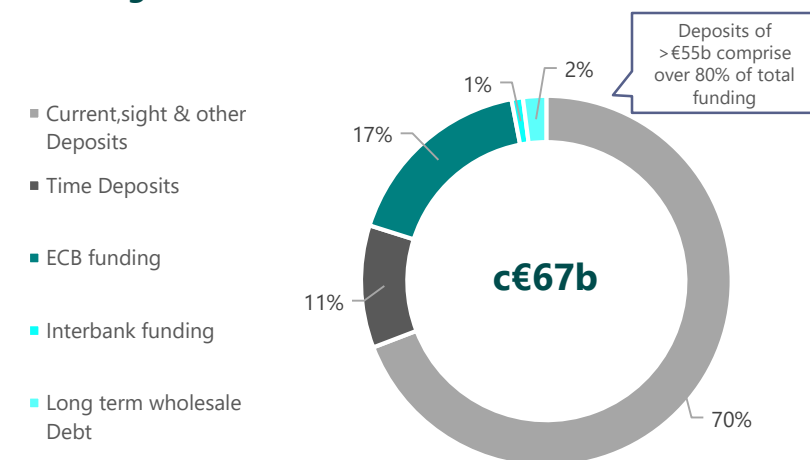
## NBG Funding Cost (bps)



## LCR & NSFR (%)



## Funding structure (%)

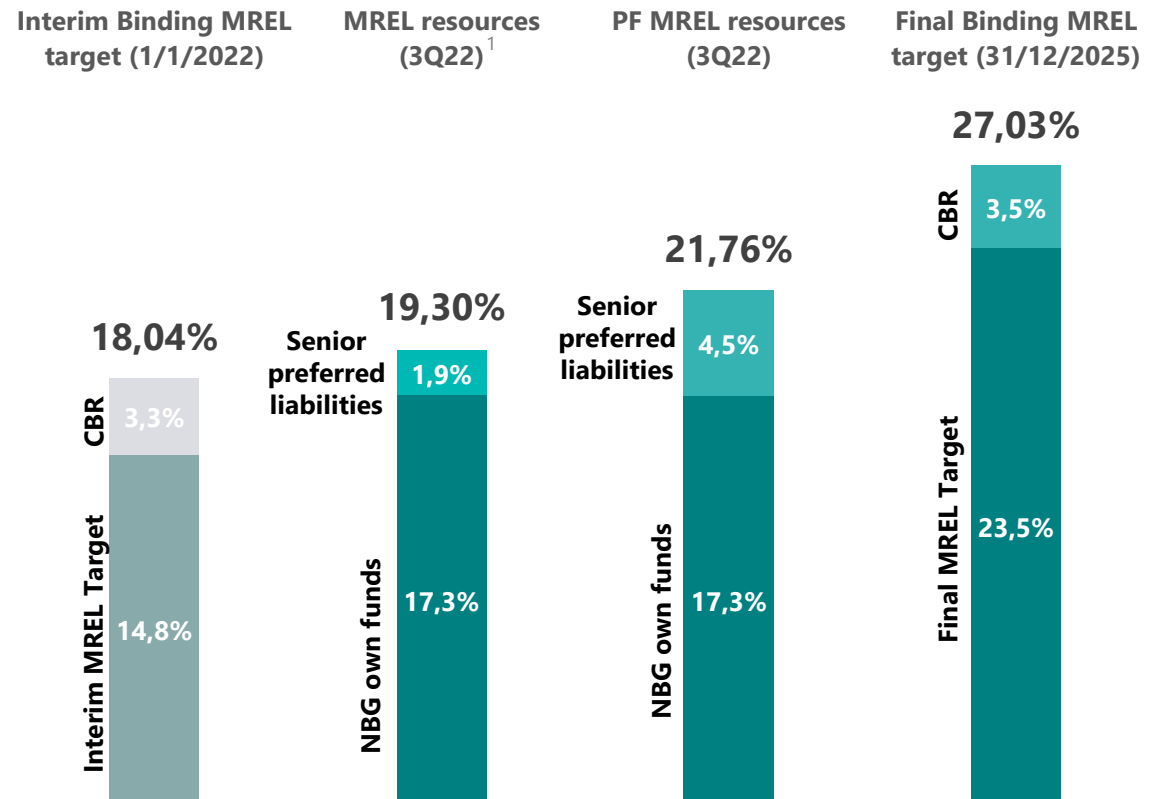


1. TLTRO CoF reflects the funding cost of the facility over its life

## NBG is comfortably meeting the binding interim target – capital trajectory, additional issuance and complimentary initiatives will support a linear build-up until the end of the compliance period

- Single point of entry and issuance from Parent Company National Bank of Greece S.A.
- SRB has set the binding interim MREL target for 1<sup>st</sup> January 2022 at 14,79% of RWAs (18,04% incl. applicable CBR of 3,25%)
- Based on the latest official SRB's decision, the final MREL target is set at 23,53% (27,03% incl. applicable CBR of 3,50%)
- Compliance horizon with final MREL target until 31/12/2025.
- No subordination requirement received.
- We expect to issue 2 times per year until the end of the compliance period
- Our issuance plan for 2023 include a Tier 2 and potentially a new Senior Preferred

All figures as % of RWAs



1. Including profit for the period, excluding impact from EVO Payments merchant acquiring.

## 06 | Appendix

# We are pushing forward with our environment and climate strategy and broader ESG agenda

## Environment strategic themes and recent efforts

### 1 Lead the market in sustainable energy financing

- Utilisation of **green bond** at c.89% as we approach its 2<sup>nd</sup> anniversary; 587,274 tCO<sub>2</sub> annual GHG emissions avoided by projects financed via bond proceeds
- Financing of new **renewable energy projects** at €0.2b in 9M22, on track our UNEP FI target of €0.6b cumulatively for 2022-25

### 2 Accelerate transition to a sustainable economy

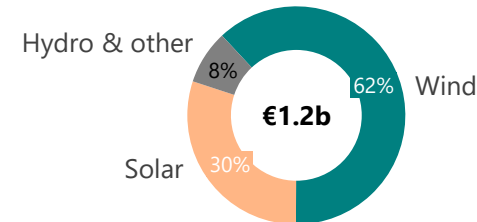
- Successful completion of ECB's **Climate Risk Stress Test**, with overall performance in line with EU average
- Deployment of **ESG assessments** (for obligors and transactions) for Corporate new originations and renewals
- Completion of baselining of **financed emissions** for corporate loans (incl. Project Finance & CRE), bonds, mortgages, listed and unlisted equity; science-based target-setting effort ongoing

### 3 Role-model environmentally responsible practices

- Significant reduction of **non-financed emissions** through successful implementation of targeted actions
- Immediate and medium-term **energy saving** measures incl. building upgrades, heating/cooling and lighting controls
- Increasing **ESG transparency** with participation in ATHEX ESG Index for 2<sup>nd</sup> year in a row; NBG ranked within top 4 listed stocks on ESG performance

## Examples of impact achieved to-date

### Corporate PE renewable energy portfolio (9M22)



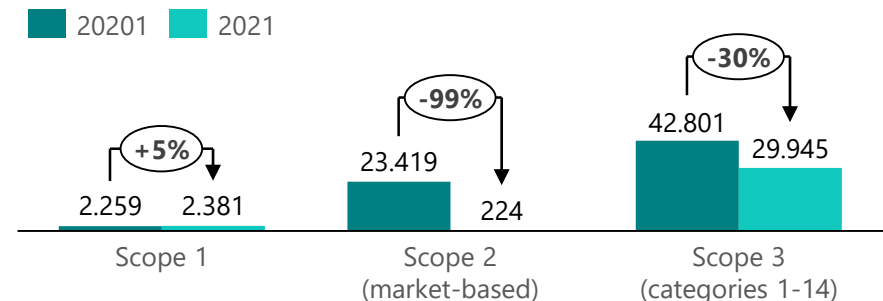
### Corporate (9M.2022)

**38** RRF applications  
**€151m** in RRF loans contracted, of which:  
**€92m** under Green Pillar

### Retail (9M.2022)

**€63m** green housing-related loans (32% disbursement share for green mortgages)  
**€66m** green business loans  
**>1,250 loans** for hybrid/BEV cars

### Non-financed emissions (tCO<sub>2</sub>)



# Group Balance Sheet & P&L

## Balance Sheet<sup>1</sup> | Group

€ m	3Q22	2Q22	1Q22	4Q21	3Q21
Cash & Reserves	17,572	15,261	14,530	15,827	11,587
Interbank placements	3,143	2,711	3,715	3,639	3,152
Securities	13,439	14,212	14,708	15,251	16,093
Loans (Gross)	36,092	35,974	35,005	32,093	32,555
Provisions (Stock)	(1,594)	(1,612)	(1,653)	(1,655)	(2,625)
Goodwill & intangibles	398	390	374	353	320
RoU assets	1,091	1,107	1,197	1,160	1,146
Property & equipment	498	496	492	495	497
DTA	4,795	4,825	4,877	4,912	4,913
Other assets	4,923	5,476	6,246	7,388	7,284
Assets held for sale	522	607	700	4,493	6,685
<b>Total assets</b>	<b>80,878</b>	<b>79,446</b>	<b>80,192</b>	<b>83,958</b>	<b>81,610</b>
Interbank liabilities	13,087	13,580	15,191	14,731	13,929
Due to customers	55,679	54,292	53,059	53,493	51,572
Debt securities	962	996	1,002	991	973
Other liabilities	3,932	3,432	3,799	4,315	4,797
Lease liabilities	1,179	1,193	1,278	1,239	1,219
Liabilities held for sale	26	25	25	3,417	3,406
Non-controlling interest	23	22	21	22	21
Equity	5,989	5,906	5,815	5,751	5,692
<b>Total equity and liabilities</b>	<b>80,878</b>	<b>79,446</b>	<b>80,192</b>	<b>83,958</b>	<b>81,610</b>

## P&L<sup>1</sup> | Group

€ m	3Q22	2Q22	1Q22	4Q21	3Q21
NII	348	312	288	308	308
Net fee & commission income	88	86	85	74	74
Core Income	436	398	373	382	382
Trading & other income	11	181	120	(9)	(36)
<b>Total Income</b>	<b>447</b>	<b>579</b>	<b>493</b>	<b>374</b>	<b>346</b>
<b>Operating Expenses</b>	<b>(197)</b>	<b>(194)</b>	<b>(192)</b>	<b>(212)</b>	<b>(188)</b>
Core Pre-Provision Income	239	204	181	170	194
<b>Pre-Provision Income</b>	<b>250</b>	<b>385</b>	<b>301</b>	<b>161</b>	<b>158</b>
Loan Impairment	(56)	(49)	(56)	(57)	(65)
<b>Core Operating Profit</b>	<b>183</b>	<b>155</b>	<b>125</b>	<b>121</b>	<b>129</b>
<b>Operating Profit</b>	<b>194</b>	<b>336</b>	<b>245</b>	<b>105</b>	<b>93</b>
Taxes	(32)	(54)	(37)	(5)	(6)
<b>PAT (cont. ops)</b>	<b>162</b>	<b>282</b>	<b>208</b>	<b>100</b>	<b>87</b>
PAT (discont ops & other)	(28)	(96)	152	0	104
<b>PAT</b>	<b>134</b>	<b>186</b>	<b>360</b>	<b>100</b>	<b>192</b>

1. Numbers reflect NBG Cyprus reclassification from HFS as of 4Q21



## Geographical segment P&L: Greece & International

### Greece

€ m	3Q22	2Q22	1Q22	4Q21	3Q21
NII	328	294	270	292	291
Net fee & commission income	85	80	80	70	69
Core Income	413	375	350	362	360
Trading & other income	5	178	111	(12)	(38)
<b>Total Income</b>	<b>418</b>	<b>552</b>	<b>461</b>	<b>350</b>	<b>322</b>
<b>Operating Expenses</b>	<b>(184)</b>	<b>(181)</b>	<b>(179)</b>	<b>(194)</b>	<b>(172)</b>
Core Pre-Provision Income	230	194	171	168	188
<b>Pre-Provision Income</b>	<b>235</b>	<b>371</b>	<b>282</b>	<b>156</b>	<b>150</b>
Loan Impairment	(55)	(46)	(50)	(34)	(59)
<b>Core Operating Profit</b>	<b>175</b>	<b>148</b>	<b>121</b>	<b>141</b>	<b>129</b>
<b>Operating Profit</b>	<b>180</b>	<b>325</b>	<b>231</b>	<b>121</b>	<b>91</b>
Taxes	(32)	(55)	(33)	(3)	(5)
<b>PAT (cont. ops)</b>	<b>148</b>	<b>270</b>	<b>198</b>	<b>118</b>	<b>87</b>
PAT (discont. ops & other)	(24)	(88)	150	5	101
<b>PAT</b>	<b>124</b>	<b>182</b>	<b>348</b>	<b>123</b>	<b>188</b>

### International<sup>1</sup>

€ m	3Q22	2Q22	1Q22	4Q21	3Q21
NII	20	18	18	16	18
Net fee & commission income	3	5	5	4	5
Core Income	23	23	23	20	22
Trading & other income	6	3	10	4	2
<b>Total Income</b>	<b>28</b>	<b>27</b>	<b>32</b>	<b>24</b>	<b>24</b>
<b>Operating Expenses</b>	<b>(13)</b>	<b>(13)</b>	<b>(13)</b>	<b>(19)</b>	<b>(16)</b>
Core Pre-Provision Income	9	10	10	2	7
<b>Pre-Provision Income</b>	<b>15</b>	<b>14</b>	<b>19</b>	<b>5</b>	<b>8</b>
Loan Impairment	(1)	(3)	(5)	(22)	(7)
<b>Core Operating Profit</b>	<b>9</b>	<b>8</b>	<b>4</b>	<b>(20)</b>	<b>0</b>
<b>Operating Profit</b>	<b>14</b>	<b>11</b>	<b>14</b>	<b>(17)</b>	<b>2</b>
Taxes	0	1	(4)	(1)	(1)
<b>PAT (cont. ops)</b>	<b>14</b>	<b>12</b>	<b>10</b>	<b>(18)</b>	<b>1</b>
PAT (discont. ops & other)	(4)	(8)	1	(5)	3
<b>PAT</b>	<b>10</b>	<b>4</b>	<b>11</b>	<b>23</b>	<b>4</b>

1. International (continuing) operations include the Group's business in North Macedonia (Stopanska Banka), Malta (NBG Malta), Cyprus (NBG Cyprus) and Egypt (NBG Egypt)

## ESMA Alternative Performance Measures (APMs), definition of financial data and ratios used

The 9M22 Financial Results Press Release contains financial information and measures as derived from the Group financial statements for the period ended 30 September 2022 and for the year ended 31 December 2021, which have been prepared in accordance with International Accounting Standard 34 “Interim Financial Reporting” and International Financial Reporting Standards (“IFRS”), as endorsed by the EU respectively. Additionally, it contains financial data which is compiled as a normal part of our financial reporting and management information systems. For instance, financial items are categorized as foreign or domestic on the basis of the jurisdiction of organization of the individual Group entity whose separate financial statements record such items.

Moreover, it contains references to certain measures which are not defined under IFRS, including “pre-provision income” (“PPI”), “net interest margin” and others, as defined below. These are non-IFRS financial measures. A non-IFRS financial measure is one that measures historical or future financial performance, financial position or cash flows but which excludes or includes amounts that would not be so adjusted in the most comparable IFRS measure. The Group believes that the non-IFRS financial measures it presents allow a more meaningful analysis of the Group’s financial condition and results of operations. However, the non-IFRS financial measures presented are not a substitute for IFRS measures.

# Definition of financial data, ratios used and APMs

Name	Abbreviation	Definition
Balance Sheet	B/S	Statement of financial position
Third covered bond purchase programme	CBPP3	ECB Covered Bond Purchase Programme
Common Equity Tier 1 Ratio	CET1 ratio	CET1 capital as defined by Regulation No 575/2013, with the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs
Common Equity Tier 1 Ratio Fully Loaded	CET1 FL ratio	CET1 capital as defined by Regulation No 575/2013, without the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs
Combined Buffer Requirement	CBR	Total CET1 capital required to meet the requirements for the capital conservation buffer
Core Income	CI	Net Interest Income ("Nil") + Net fee and commission income
Core Operating Result / Profit / Profitability / (Loss)	COP	Core income less operating expenses and loan impairments, excluding VES and restructuring costs, the termination of leases, other one off expenses & LEPETE, as well as Covid19 provisions of €426m in 1H20 (€10m in 2Q20). COP excludes LEPETE charge of €19m, VES costs of €90m, restructuring costs of €4m and other one offs of €5m for 1H20 and VES costs of €94m and restructuring costs of €11m for 1H19
Core Pre-Provision Income	Core PPI	Core Income less operating expenses, before loan impairments, excluding VES and restructuring costs, the termination of leases, other one off expenses & LEPETE. Core PPI excludes LEPETE charge of €19m, VES costs of €90m, restructuring costs of €3m and other one offs of €4m for 1H20 and VES costs of €94m and restructuring costs of €11m for 1H19
Cost of Risk	CoR	Loan impairments of the year (or of the period annualized) over average net loans
Cost-to-Core Income Ratio	C:CI ratio	Operating expenses over core income
Cost-to-Income Ratio	C:I ratio	Operating expenses over total income
Deposit Yields		Annualized interest expense on deposits over deposit balances
Deposits	--	Due to customers
Depreciation	--	Depreciation and amortization on investment property, property & equipment including right of use assets and software & other intangible assets
Equity / Book Value	BV	Equity attributable to NBG shareholders
Fees / Net Fees	--	Net fee and commission income
General and administrative expenses	G&As	General, administrative and other operating expenses
Gross Loans	--	Loans and advances to customers at amortised cost before ECL allowance for impairment on loans and advances to customers and Loans and advances to customers mandatorily measured at FVTPL
Interest earning assets	--	Interest earning assets include all assets with interest earning potentials and includes cash and balances with central banks, due from banks, financial assets at fair value through profit or loss (excluding Equity securities and mutual funds units), loans and advances to customers and investment securities (excluding equity securities and mutual funds units)
Loss Absorption Amount	LAA	LAA reflects the losses that the bank should be capable of absorbing
Liquidity Coverage Ratio	LCR	The LCR refers to the liquidity buffer of High Quality Liquid Assets (HQLAs) that a Financial Institution holds, in order to withstand net liquidity outflows over a 30 calendar-day stressed period, as per Regulation (EU) 2015/16
Loan Impairments	--	Impairment charge for Expected Credit Loss (ECL)
Loan / Lending Yield		Annualized (or annual) loan interest income over gross performing exposures
Loans-to-Deposits Ratio	L:D ratio	Loans and advances to customers over due to customers, at year end or period-end
Market Confidence Charge	MCC	The MCC provision reflects that the MREL should be calibrated so as to ensure that the institution heading the resolution group is sufficiently capitalised to sustain market confidence
Minorities		Non-controlling interest
Minimum Requirement for own funds and Eligible Liabilities	MREL	The minimum requirement for own funds and eligible liabilities (MREL) is set by resolution authorities to ensure that a bank maintains at all times sufficient eligible instruments to facilitate the implementation of the preferred and, where applicable, variant resolution Strategies
Net Fees & Commissions / Fees / Net Fees	--	Refers to net fee and commission income

## Definition of financial data, ratios used and APMs (continued)

Net Interest Margin	NIM	Net interest income over average interest earning assets. Net Interest Margin equals net interest income divided by the average of interest earning assets (the average of interest earning assets at the end of the current year and the end of the previous year and all quarter ends in between (5 periods) for the year end). Quarterly NIM calculated on monthly average IEAs.
Net Stable Funding Ratio	NSFR	The NSFR refers to the portion of liabilities and capital expected to be sustainable over the time horizon considered by the NSFR over the amount of stable funding that must be allocated to the various assets, based on their liquidity characteristics and residual maturities
Net Loans	--	Loans and advances to customers
No Creditor Worse Of	NCWO	The No Creditor Worse Off principle states that no creditor of an institution should incur greater losses in resolution than they would have incurred under normal insolvency proceedings
Non-Performing Exposures	NPEs	Non-performing exposures are defined according to EBA ITS technical standards on Forbearance and Non-Performing Exposures as exposures that satisfy either or both of the following criteria: (a) material exposures which are more than 90 days past due, (b) 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 of the number of days past due
Non-Performing Exposures Coverage Ratio	NPE coverage	ECL allowance for impairment for loans and advances to customers at amortised cost divided by NPEs, excluding loans and advance to customers mandatorily measured at FVTPL, at year end or period-end
Non-Performing Exposures Organic Formation	NPE organic formation	NPE balance change at year end / period end, excluding sales and write-offs
Non-Performing Exposures Ratio	NPE ratio	NPEs divided by loans and advances to customers at amortised cost before ECL allowance for impairment, at the end of the period.
Non-Performing Loans	NPLs	Loans and advances to customers at amortised cost in arrears for 90 days or more
Non-Personnel expenses / Expenses	--	G&As + Depreciation
90 Days Past Due Coverage Ratio	90dpd coverage	ECL allowance for impairment for loans and advances to customers over gross loans in arrears for 90 days or more excluding loans mandatorily measured at FVTPL, period end over gross loans in arrears for 90 days or more excluding loans mandatorily measured at FVTPL, at the end of the period
90 Days Past Due Ratio	90dpd / NPL ratio	Gross loans that are in arrears for 90 days or more over gross loans, at the end of the period
Operating Expenses / Costs / Total Costs	OpEx	Personnel expenses + G&As + Depreciation, excluding VES and restructuring costs, the termination of leases, other one off expenses & LEPETE. OpEx exclude LEPETE charge of €19m, VES costs of €90m, restructuring costs of €3m and other one offs of €4m for 1H20 and VES costs of €94m and restructuring costs of €11m for 1H19
Operating Result / Operating Profit / (Loss)	--	Total income less operating expenses and loan impairments. Operating result excludes LEPETE charge of €19m, VES costs of €90m, restructuring costs of €3m and other one offs of €4m for 1H20 and VES costs of €94m and restructuring costs of €11m for 1H19
Other Impairments	--	Impairment charge for securities + other provisions and impairment charges on properties
Profit / (Loss) for the Period from Continuing Operations	PAT from continuing operations / PAT (cont. ops)	Profit for the period from continuing operations, excluding VES and restructuring costs, the termination of leases, other one off expenses & LEPETE. PAT (cont. ops) excludes LEPETE charge of €19m, VES costs of €90m, restructuring costs of €3m and other one offs of €4m for 1H20 and VES costs of €94m and restructuring costs of €11m for 1H19
Pre-Provision Income	PPI	Total income less operating expenses, before loan impairments
Profit and Loss	P&L	Income statement
Provisions (Stock) / Loan Loss Allowance	LLAs	ECL allowance for impairment on loans and advances to customers at amortised cost
Recapitalization Amount	RCA	The RCA is the amount necessary for continuing to comply with conditions for authorisation, and for carrying on the activities for which the institutions are authorised under the relevant legislative act.
Risk Adjusted NIM	--	NIM minus CoR
Risk Weightssed Assets	RWAs	Assets and off-balance-sheet exposures, weighted according to risk factors based on Regulation (EU) No 575/2013
Tangible Equity / Book Value	TBV	Common equity less goodwill, software and other intangible assets
Taxes	--	Tax benefit / (expenses)
Targeted longer-term refinancing operations	TLTRO	Eurosysteem operations that provide financing to credit institutions
Total liabilities and own funds	TLOF	
Total Capital Ratio	--	Total capital as defined by Regulation No 575/2013, with the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs
Total Group Deposits	--	Due to customers
Total Lending Yield / Lending Yield		Return (or annualized return) calculated on the basis of interest income from Total loan book, over the average accruing Total loans balance
VES, restructuring & other one offs	--	Includes VES costs, restructuring costs, termination of leases and other one off costs



NATIONAL BANK  
OF GREECE