## National Bank of Greece August 2006



# 2<sup>nd</sup> Quarter-2006 Results

### **Financials**

Business Review SE Europe

Capital adequacy



### 2Q Attributable Profit marches ahead

- Attributable PAT for the quarter closes at €296m, up 18% goq
- Absence of trading income in 2Q due to challenging market conditions is more than offset by the gain on the sale of ABNY (€111mn post tax)
- ▶ 1H attributable PAT grows +65% over 1H 2005, or 40% yoy excluding the effect of one-off items
- RoE before one offs hits new record highs: +200bps over 1H 2005, resting at 30% for the first half of 2006
- Including one-offs, RoE improves further to 34.5%

### NIM growing strong and NII continues to rise

- Group NIM jumps by 14bps qoq to reach 3.47%, its highest level ever
- NII continues to rise driven primarily by a sharply widening core deposit spread and the lending mix effect, posting a +7% qoq (+17% yoy) growth to €459m



### Core earnings remain robust



Financials

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### Fees maintain momentum

Fee and insurance income rises to €150m in 2Q, a +4% increase qoq driven by solid performance of core banking fees and insurance premia

### Positive "jaws" still wide

- Core revenues (excluding Private Equity) remain strong reaching €616mn, posting a 7% gog growth
- ≥ 2<sup>nd</sup> quarter core earnings grow at an impressive 44% yoy, standing at a healthy €285m, +11% over 1Q06

### Efficiency improves further

- Cost: Income ratio for the half year on a like-for-like basis (excluding one-off gains) stands at 49.1%, improving by 6pp yoy, well in line with the Business Plan targets.
- This has been accomplished despite sharply rising SEE OpEx (+ 33% yoy)



### Lending continues to grow strong

### Retail continues to drive our lending business

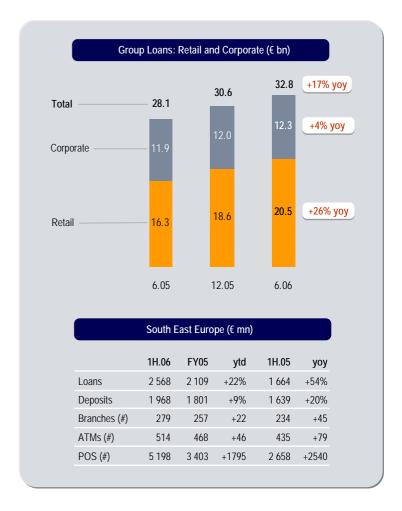
- For Group loans are up 17% yoy (4% qoq), on the back of strong growth in our retail book, just off €33bn
- Retail lending grew 26% yoy, driven primarily by mortgage lending
- Asset mix improves further, with retail representing over
   62% of total loans (vs 58% a year ago)

### SEE lending gathers pace at 8% of total loans

- SEE lending reaches €2.5bn, close to 8% of our total lending portfolio, up 54% yoy
- Retail lending in SEE increased by 24% ytd in the first 6 months of 2006, while our Corporate loan book in the region grew by 20% in the same period.



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### **Recent Developments**

Recent Developments

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### Finansbank: finalization of the acquisition of a 46% stake

- The completion of the acquisition of the controlling stake paves the way for the mandatory offer to the minorities, for the remaining 44.3% of the ordinary shares
- With FIBA holding maintaining a 9.7% stake, we are guaranteed to get a minimum 50% plus one share ownership upon completion

### P&K Securities: agreement to acquire a leading domestic brokerage firm

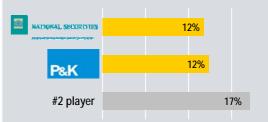
- Upon completion, the new entity will command a by far leading position in the domestic brokerage market, and foreign & domestic institutional clients will top 3,000
- In line with NBG's vision of becoming a leading SEE player, the new entity will be set to expand aggressively in the SEE region, capitalizing on NBG's developing franchise in Turkey, Bulgaria, Romania and the rest of SEE
- Multiple synergies for the new scheme will relate to investment banking services in the private sector, crosselling to P&K clients and enhanced utilization of NBG's network

### Astir Palace Hotel: management contract to Starwood

The assignment of the management of Astir Palace to Starwood derisks the execution of a challenging business plan that seeks to put the performance of our hotel business at par with peers











### Finansbank: strong performance in 2Q defies emerging market turbulence



Recent Developments

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### Strong PAT growth in 1H boosts RoE 6pp ahead yoy

- Bank PAT grew 56% yoy in 1H, equivalent to 80% of FY05 PAT
- Industry's leading RoE grew 6pp yoy to top a stunning 38%

### Bank loans exceed TRY 10bn, up by 18% qoq

- ▶ Bank loans (+36% ytd) exceed TRY 10bn driven by strong growth in both the corporate (+39% ytd) and the retail book (+33% ytd).
- Retail loans (+88% yoy) now comprise 48% of the total book against 42% a year ago
- ▶ Mortgage loans post stellar growth at +65% ytd, comprising 12% of total loans relative to 4% a year ago
- Despite rapid loan growth, LTD ratio dropped to 122% in 2Q vs 128% in 1Q, on the back of sharply rising deposit balances (+24% qoq, +42% ytd), yielding a 40bps market share gain ytd

### Bank NPLs rest comfortably at half the level of peers

- ▶ Bank gross NPL ratio improves 30bps ytd at 2.4% of gross loans, against an industry average of 4.6%
- In absolute terms, bank NPLs increased 2% qoq in 2Q while a prudent 100% coverage is maintained



## National Bank of Greece August 2006



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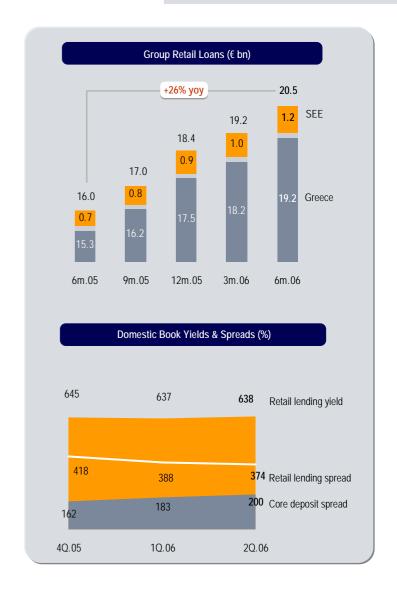
### Retail Banking: domestic lending remains our growth champion

### Retail lending growth maintains momentum

- ▶ Group retail lending reaches €20.5bn, a 26% yoy increase.
- Domestic retail lending alone rose 25% yoy and SEE retail loans jumped 76% yoy, reaching €1.2bn
- NBG's retail market share in SEE overall stands at a high of 7.7%
- Asset mix is improving further in SEE, with Retail now accounting for 46% of our total SEE loans

### Core deposit repricing allows retail yield stability

- Yields on our retail lending products remain broadly flat qoq at 638bps
- Our unique balance sheet structure coupled with measured core deposit repricing more than mitigates the effect of ECB rate hikes



Mortgages continue to drive retail lending

- ▶ Balances continue to grow at c.30% yoy: outstandings stood at €13.0bn in 1H, posting a +4.4% qoq increase
- Mortgage lending now accounts for 72% of our total household lending and 40% of total group lending
- New mortgage disbursements continue to rise at a steady pace, topping a +27% yoy increase during 1H, at €1.6bn
- Average domestic mortgage yield picks up by 15bps, to 4.87% for 2Q
- Domestic applications continue to rise, posting a +29% qoq increase in 2Q alone. Applications in 2Q06 have risen to match the level of the applications in 4Q05, pointing to a strong 2H06



### Consumer credit: balances continue to grow driven by high-yield products



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### Focus on high yield products continues to pay off

- Consumer lending & credit card balances post a 6% qoq growth, driven by a strong 2Q rebound (+9% qoq) in consumer lending, as volumes in revolving credit facilities rise sharply (+25% yoy)
- Despite pricing competition, the continuing improvement in the consumer lending product mix sustains consumer lending yields above the 900bps threshold
- Credit Card attrition rate improves steadily although the market is declining and maturity signs are clearly evident



## Business Lending: focus on profitable business segments and fee income is maintained

### SBLs: customer acquisition boosts volumes

- Continuing from previous quarters, we reap the benefits of initiatives set in place, experiencing a 31% yoy growth in balances
- The number of SBL customers in 2Q recorded a sharp 6% rise gog closing on to 45K

### SMEs: balances up by 16% yoy

- Continuing our focus on smaller business lending, SME lending grows 16% yoy to top €3.2bn in 1H
- In line with volume growth, SME commissions jump 26% yoy to €13.3m, with 2Q growth accelerating to 14% qoq

### Large Corporate: fees in the spotlight

- Corporate lending balances rise 4% ytd, reaching €9.1bn
- Corporate commission income continues to grow, posting a 16% yoy increase on the back of price discipline in loan origination fees (+28% qoq)



### Core deposit spread hits a record 200bps in 2Q



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### Deposit franchise grows stronger

- Our hallmark deposit franchise approaches €46bn (+5% ytd, +11% yoy), consolidating our dominant market share above 30% in core deposits and 25% in total deposits
- ▶ In the wake of successive ECB rate hikes, our core deposit spread closes at 200bps, widening by 17bps in 2Q alone
- Time deposits are up by 25% ytd and absorb leakages in fixed income funds, as investors adopted a defensive stance and risk aversion mounted
- Robust retail lending expansion, and an improving asset mix, remain unconstrained with LTD comfortably at 72%



### Base rate hikes unveil our unique funding advantage

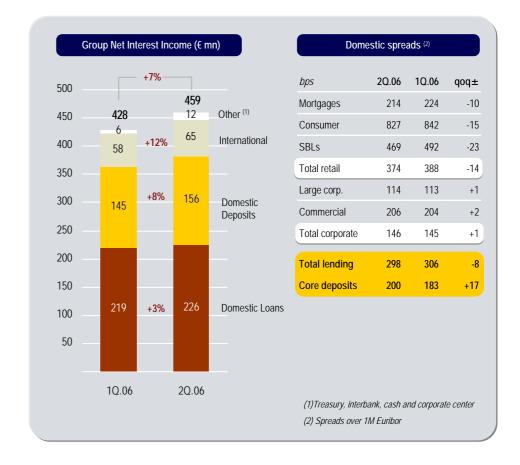


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### Recurring NII at record high

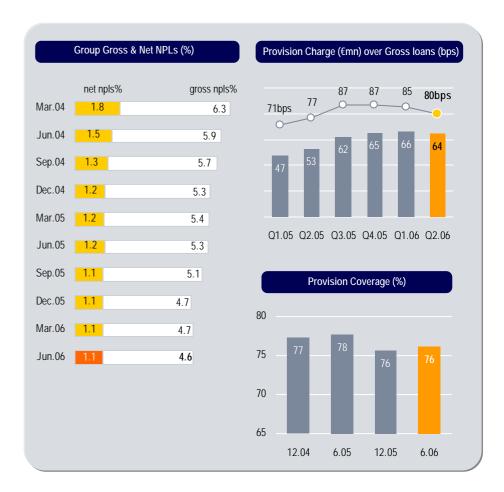
- Group NII records a sharp +7% rise gog to top €459mn
- Deposit NII continues to pick up (+8% qoq) as our unique competitive advantage comes into play: core deposit spread records a 17bps widening in 2Q alone offsetting compression in lending spreads
- NII from our SEE business grows +12% qoq on the back of persistent loan growth, fending off administrative lending restrictions in some of our SEE countries
- Lending NII resists spread pressure (+3% qoq), signaling the beginning of an asset repricing cycle



### Credit quality: performance and provisioning in line with volume growth

### NPLs on a downtrend, provisioning at prudent levels

- Gross NPL ratio steadily edges down to reach 4.6% in 2Q (-10bps qoq)
- Net non performing loans are kept at a steady net NPL ratio of 1.1%
- We maintain a broadly stable provision charge of c.80bps of gross lending, backed by a reassuring exposure in secured lending (mortgages at 40% of total lending)

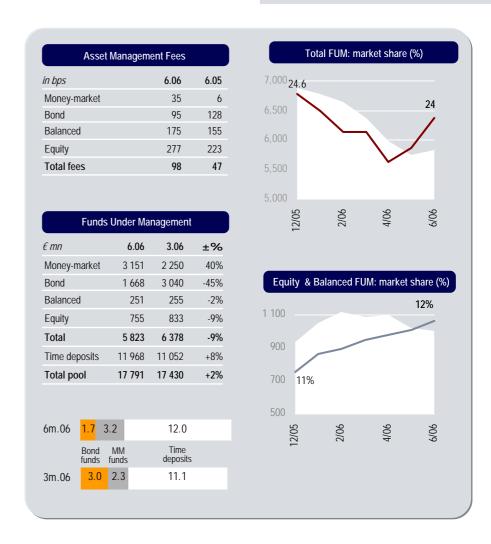


# Funds Under Management: increased risk aversion results into a rebalancing, denting fees in 2Q



### Funds under management

- In the wake of a declining market, our market share consolidates at 24% of the domestic mutual fund business
- Increased risk aversion has resulted into significant outflows from fixed income funds, nevertheless time deposit and money market products stepped in to fully absorb the impact and contain liquidity leakages
- As a result 2Q management fees experience a subsequent dent (-€3mn qoq to €14.4mn in 2Q), although ending up well ahead on a yoy basis (+72% yoy), while earning 98bps per € of NAV (+50bps higher yoy)
- We expect a recovery for the remainder of the year, with the acquisition of P&K Securities adding towards this direction

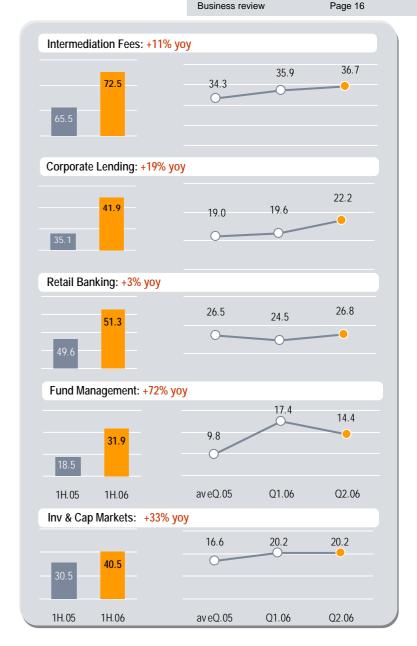


### Commission income: good growth, ample potential

### Fee and Commission income up 20% yoy

- Intermediation fees rise by 11% yoy, consolidating a contribution above 30% in total fees
- ▶ Corporate fees (up 19% yoy) reflect the sustainability of our efforts to raise loan origination fees (+20% yoy)
- ▶ **Retail banking** fees, driven by consumer credit growth in "richer" products (+30% yoy), post a 3% yoy growth
- ▶ Fund management fees post a 72% yoy increase in 1H, although 2Q fees were temporarily dented by shifts towards risk-lower fee money market and time deposit products
- ▶ Brokerage and investment banking fees rise 33% you in 1H, fending off evident weakness in the 2<sup>nd</sup> quarter of the year





### Insurance income: steadily gaining weight



### **Insurance and Bancassurance**

- Insurance premia register a 9% qoq increase in 2Q06 to top €30m, boosting total insurance income for 1H by 26% yoy
- ▶ Life business premia grew at an outstanding 46% yoy in 1H
- In bancassuarance, the successful launch of new products and activation of NBG's retail network drove premium income to record a 6-fold increase, topping €60mn in 1H06
- ▶ Pension plan product "Prostheto" sales has far exceeded targets, contributing almost 2/3rds of total bancassurance premium income

### 1

### Other operating Income

- Non banking income reached €37mn in 2Q relative to €22mn in 1Q, with the qoq difference essentially deriving from incremental hotel income as a result of the seasonality of the business
- Real estate rental income and gains were kept flat qoq at €13mn in 2Q



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	Other income		
€mn	2Q.06	1Q.06	±%
Real estate	12.9	12.8	+1%
Hotels	9.5	1.6	>100%
Warehouse fees	2.7	2.8	-5%
Other income	12.5	4.6	>100%

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### 100

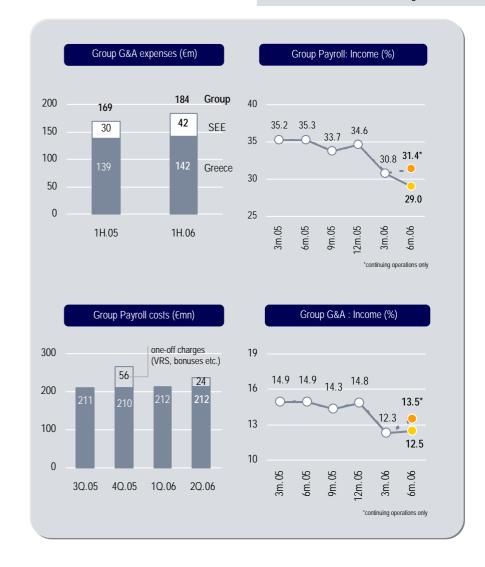
### **Operating Expenses**

#### Group core operating expenses, +6% yoy:

- Core OpEx broadly in line with our 3-year business plan, particularly taking into account expense load in the 2<sup>nd</sup> quarter of 2006 from M&A, advisory and compliance costs of c. €3.4mn and increased promotional expenses (c. €3.8mn)
- ▶ Although SEE costs grew 33% yoy (G&A +42%, Payroll +20%) as we expand our network and reach in the region, domestic operating expenses register a below inflation increase of +3% yoy
- Domestic G&A expenses decline yoy in real terms, pushes the G&A: Income ratio at 12.5%, well below our 2007 Business Plan target of 14%

### Group payroll costs, +6% yoy:

- ▶ Group payroll costs, excluding one-off items, remain broadly flat over the past four quarters at €212m for 2Q06
- As a result payroll to income ratio, drops now well below the 30% mark for the quarter



## National Bank of Greece August 2006



# 2<sup>nd</sup> Quarter-2006 Results

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SEE: strong organic growth and rigorous pursuit of M&A options on track to yield regional leadership

SE Europe Page 20

### **SEE Highlights**

- Organic growth continues in SEE in 1H, with our total lending portfolio growing by 54% yoy despite the negative impact of restrictions imposed by the central banks of Bulgaria, Romania and Serbia
- While growing our balance sheet in the region, we maintain and improve credit quality reflected in the NPL ratio for our SEE operations which improved by a further 50bps over FY 2005 (at 6% for 1H)
- We maintain a very prudent provision coverage for the region, increasing it by 5pp to 80%
- In tandem with our organic growth plans, we actively pursue M&A options, which has pushed our SEE costs higher for the quarter
- Despite this temporary cost increase, SEE maintains its profitability contributing a further €52mn (PBT) to the Group for 1H, a 28% yoy increase



### UBB: rapidly expanding footprint and strong profitability for 1H



### Bulgaria | UBB

- ▶ Loan balances grow at an impressive 18% ytd in 1H, consolidating UBB's retail lending market share at 14%
- This has been achieved despite administrative lending restrictions constraining loan expansion
- Our client base has expanded to 1.3m deposit accounts and over 160,000 cards in circulation.
   POS have expanded by 600 ytd reaching the 3K mark
- As a result of a rigorously expanding footprint, operating expenses rose 15% yoy, yet PBT posted a 12% advance over 1H05 to exceed 6% of Group PBT

P&L	1H. 06	1H.05	±%	Loan book	6m.06	12m.05	±%
Net interest income	47.6	42.5	+12%	Retail lending	562	470	+20%
Net commissions	16.4	12.7	+29%	Corporate loans	678	579	+17%
Other income	4.1	4.6	-11%	Total book	1 240	1 049	+18%
Total operating income	68.1	59.8	+14%				
Total exp& provisions	35.5	30.8	+15%	No. of branches			140
Profit before tax	32.6	29.1	+12%	No. of employees			2,052

### Romaneasca: sharp growth in retail lending drives NII and profitability

Serbia: strongly back into the "black"



### Romania | Romaneasca

- Profit before tax doubles yoy, to €5m for 1H
- Ytd total lending growth reaches 34% with loan balances, exceeding €0.5bn as of June 06
- Lending market share is maintained at 3%, on the back of particularly strong retail lending (+54% ytd).
   Corporate lending growth follows suit at a healthy +18% ytd
- We continue to grow our presence in the country increasing our network by 9% ytd, now totaling 48 branches.

P&L	1H.06	1H.05	±%	Loan book	6m.06	12m.05	±%
Net interest income	16.2	9.2	+75%	Retail lending	268	174	+54%
Net commissions	5.4	5.1	+4%	Corporate loans	265	224	+18%
Other income	3.1	1.8	+72%	Total book	533	398	+34%
Total operating income	24.6	16.2	+52%				
Total exp& provisions	19.6	13.6	+44%	No. of branches			48
Profit before tax	5.0	2.5	+100%	No. of employees			886

### Serbia | NBG branches

- Revenue growth coupled with contained costs leads to a solid turnaround into profitability of our Serbian branches.
- Our network in Serbia has grown by 29%, to reach 31 branches, and is supported by the installation of 24 new ATMs and a 23% employee increase, reinforcing our presence in the country.
- Our client base more than doubles, reaching 130,000 deposit accounts
- Retail lending continues to dominate overall loan book composition (at 78% of total), boding well for future profitability

P&L	1H.06	1H.05	±%	Loan book	6m.06	12m.05	±%
Net interest income	6.1	5.1	+19%	Retail lending	99	87	+14%
Net commissions	0.6	0.9	-31%	Corporate loans	28	27	+4%
Other income	0.6	0.1	>100%	Total book	127	114	+11%
Total operating income	7.3	6.1	+19%				
Total exp& provisions	5.9	6.6	-11%	No. of branches			31
Profit before tax	1.5	-0.5	n.m	No. of employees			394

# FYROM and Albania: set to reap the benefits of an improving economic environment



## FYROM | Stopanska

- Profitability continues unabated, up by 24% yoy to top €8m
- Lending market share domination continues, as retail tops 38% while corporate reaches 24%
- ▶ Retail lending grows 14% ytd
- Credit card accounts now exceed 40,000
- ▶ POS arrangements more than doubled in 1H, reaching 2.5k

P&L	1H.06	1H.05	±%	Loan book	6m.06	12m.05	±
Net interest income	15.0	10.0	+50%	Retail lending	160	140	+14
Net commissions	6.4	5.6	+13%	Corporate loans	207	182	+14
Other income	2.3	3.8	-39%	Total book	367	322	+14
Total operating income	23.7	19.4	+22%				
Total exp& provisions	15.4	12.8	+20%	No. of branches			49
Profit before tax	8.3	6.7	+24%	No. of employees		1,	090

### Albania | NBG branches

- ▶ Total lending market share in the country remains robust at 6.6%, with retail leading at 14%
- ▶ Both retail and corporate lending grow satisfactorily at +18% and +36% ytd respectively.
- Network expansion continues with the opening of a further 5 branches in 1H, now totaling 11

1H.06	1H.05	±%	Loan book	6m.06	12m.05	±
3.3	1.9	+75%	Retail lending	56	47	+189
0.3	0.5	-28%	Corporate loans	25	19	+369
-0.3	0.6	nm	Total book	81	66	+23%
3.4	3.0	+14%				
2.5	2.0	+25%	No. of branches			11
0.8	0.9	-9%	No. of employees			120
	3.3 0.3 -0.3 3.4 2.5	3.3 1.9 0.3 0.5 -0.3 0.6 3.4 3.0 2.5 2.0	3.3 1.9 +75% 0.3 0.5 -28% -0.3 0.6 nm 3.4 3.0 +14% 2.5 2.0 +25%	3.3 1.9 +75% Retail lending  0.3 0.5 -28% Corporate loans  -0.3 0.6 nm  3.4 3.0 +14%  2.5 2.0 +25% No. of branches	3.3 1.9 +75% Retail lending 56  0.3 0.5 -28% Corporate loans 25  -0.3 0.6 nm Total book 81  3.4 3.0 +14%  2.5 2.0 +25% No. of branches	3.3 1.9 +75% Retail lending 56 47  0.3 0.5 -28% Corporate loans 25 19  -0.3 0.6 nm Total book 81 66  3.4 3.0 +14%  2.5 2.0 +25% No. of branches

## National Bank of Greece August 2006



# 2<sup>nd</sup> Quarter-2006 Results

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# Core Tier-I capital comfortably at 10% in light of freed-up capital and continuous excess capital generation



## 1H 2006: Financial Highlights

	National Bank of Greece
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Financial Highlights

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ding gain from of ABNY & NBC	
Pre-tax	120.8
Tax	(7.6)
	113.2

€mn	1H.06	1H.05	yoy%	2Q.06	1Q.06	qoq%
Net interest income	887	758	+17%	459	428	+7%
Net fees	238	199	+20%	120	118	+2%
Insurance income	57	46	+5%	30	27	+9%
Dividends	8	8	0%	7	1	>100%
Private equity	34	15	>100%	5	29	-83%
Real estate	26	11	+100%	13	13	+1%
Hotels	11	10	+14%	9	2	>100%
Warehouse fees	6	7	-15%	3	3	-5%
Other income	17	9	+84%	12	5	>100%
Operating income	1 284	1 063	21%	658	626	+5%
Trading income	58	61	-5%	0	58	-100%
Income	1 342	1 124	+19%	658	684	-3%
Personnel expenses	(424)	(400)	+6%	(212)	(212)	+0%
General expenses	(183)	(169)	+8%	(98)	(85)	+16%
Depreciation	(55)	(57)	-3%	(27)	(28)	-2%
Expenses	(662)	(626)	+6%	(337)	(325)	+4%
Provisions	(130)	(100)	+31%	(64)	(66)	-2%
Income from associates	8	12	-27%	3	5	-49%
Profit before tax	558	410	+36%	260	298	-13%
Taxes	(100)	(77)	+30%	(49)	(51)	-3%
PAT (recurring)	458	331	+38%	211	247	-15%
Minority (rec.)	(14)	(17)	-24%	(10)	(4)	>100%
Attributable profit (rec.)	444	316	+41%	201	243	-18%
Discontinued operations	118	15	>100%	111	7	
VRS after tax & minorities	(16)			(16) —		
Attributable to NBG shareholders	546	331	+65%	296	250	+18%

VRS costs			
Pre-tax	(24.0)		
Tax	4.7		
Minorities	3.6		
	(15.7)		

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