



# **PIRAEUS BANK GROUP**

## **Presentation of:**

- **2006 Results**
- **International Activities**
- **2007-10 Business Plan Targets**

**Wednesday, January 31<sup>st</sup>, 2007**



Piraeus Bank  
Corporate Social Responsibility

# 1. Presentation of 2006 Results

## Outstanding Rise in Net Profit and Activities

- ❑ 65% increase in net profit attributable to shareholders to €435 mn, exceeding the initial guidance by 15% (€380 mn). Basic EPS up 56% to €1.66
- ❑ Pre-tax profit increased by 83% (€557 mn vs €305 mn)
- ❑ Rise in net interest income by 28% and net commissions by 26% y-o-y
- ❑ NIM (on average interest earning assets) stable at 3.30%;
- ❑ Improvement of cost to income ratio to 48.4% from 57.9% a year ago, thus, achieving the 2008 target of below 50% two years earlier;
- ❑ Dynamic expansion of total assets, loans and customer deposits & debt securities by 31% y-o-y ;
- ❑ Significant improvement of asset quality (NPLs to total loans) by 104 bps to 2.37% y-o-y; The 2007 target of NPLs to total loans < 2.50% was accomplished one year earlier;
- ❑ Capital adequacy ratio is very satisfactory at 11.3% with Tier I at 7.5% (estimate)
- ❑ Branch network expansion to 536 units (up from 449 units in 2005)
- ❑ Proposed dividend per share of €0.64 versus €0.40 in 2005 (+60%). Given the interim dividend distribution of €0.32 per share, the balance to be distributed amounts to €0.32

## Key Figures and Ratios

According to IFRS (in € mn)	Δ 06/05	2006	2005	2004
Total assets	31%	30,931	23,545	16,846
Gross Loans	31%	20,804	15,884	12,168
Customer deposits & retail bonds issued	31%	17,964	14,030	11,348
Debt securities to institutional investors		5,037	3,516	1,756
Total equity	14%	1,832	1,608	1,269
Net Profit for the period	65%	434.7	263.8	127.3
Net loans / Total assets (%)		66.0	65.6	69.5
Net loans / Customer deposits & retail bonds (%)		113.7	110.1	103.1
Net loans / Customer deposits & debt securities (%)		88.8	88.1	89.3
Accumulated provisions / NPLs (%)		77.0	80.0	93.3
NPLs / Loans (%)		2.37	3.41	4.08
Net Interest Margin-(NII on avg interest earning assets)		3.30	3.33	3.26
Pre-provision earnings / avg assets (%)		2.32	1.88	1.88
RoavE <sup>1</sup> (%)		29.0	21.0	14.9
RoavA <sup>2</sup> (%)		1.68	1.40	1.11
Cost / Income (%)		48.4	57.9	59.9
Capital Adequacy Ratio (%) (estimate for Dec.'06)		11.3	11.0	-

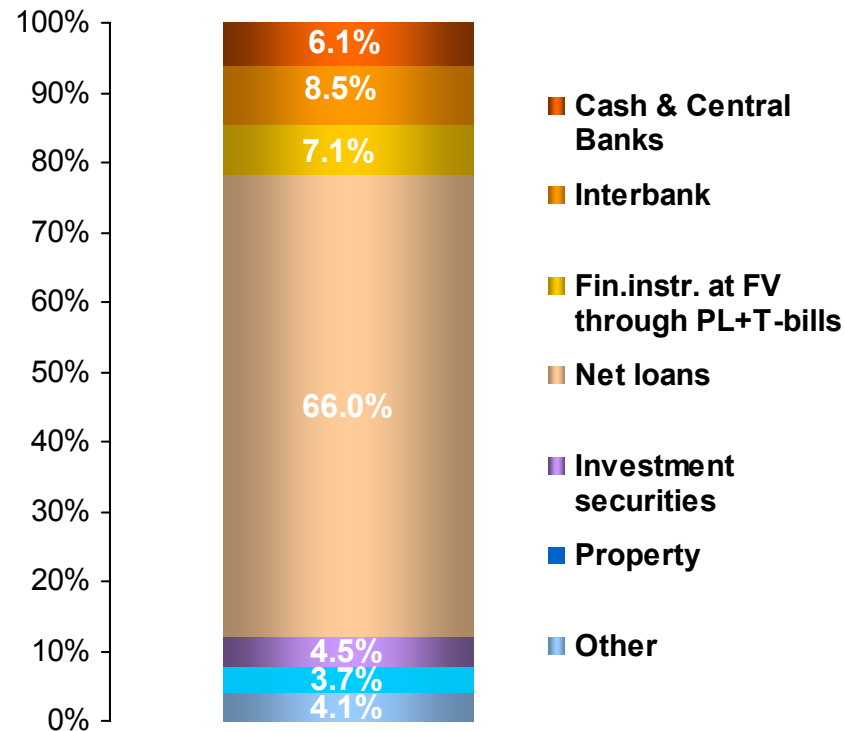
Notes : 1. Calculated on after tax and after minorities 2. Calculated on after tax and before minorities

## Composition of Consolidated Balance Sheet

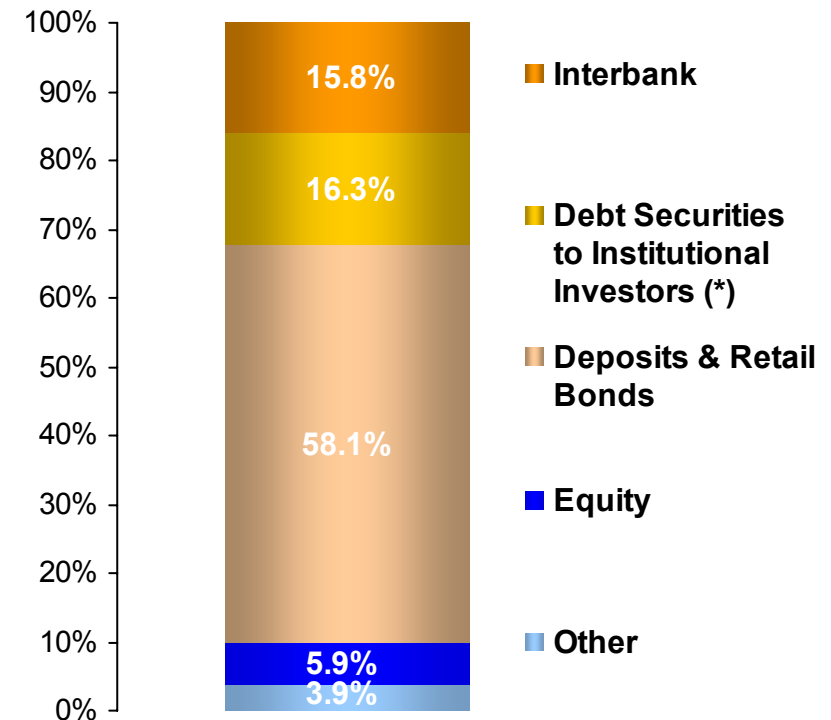
### Assets

Dec. '06: € 30,931mn

- Loans to customers constitute 66% of total assets
- Customer deposits and debt securities issued account for 74% of total liabilities & equity

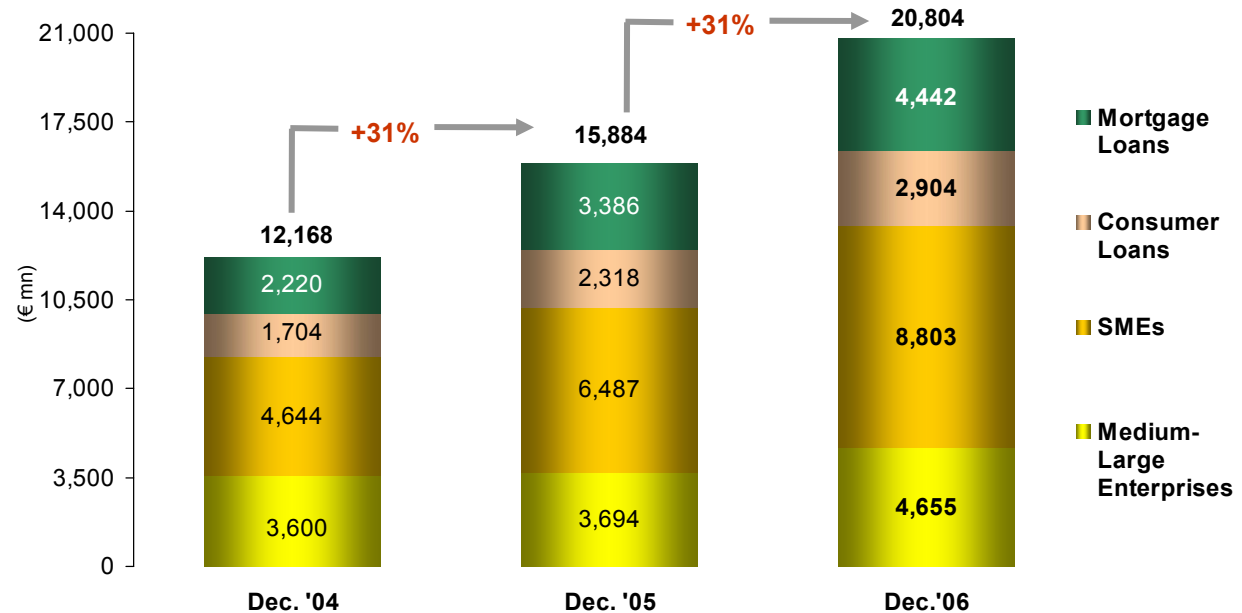


### Liabilities & Equity

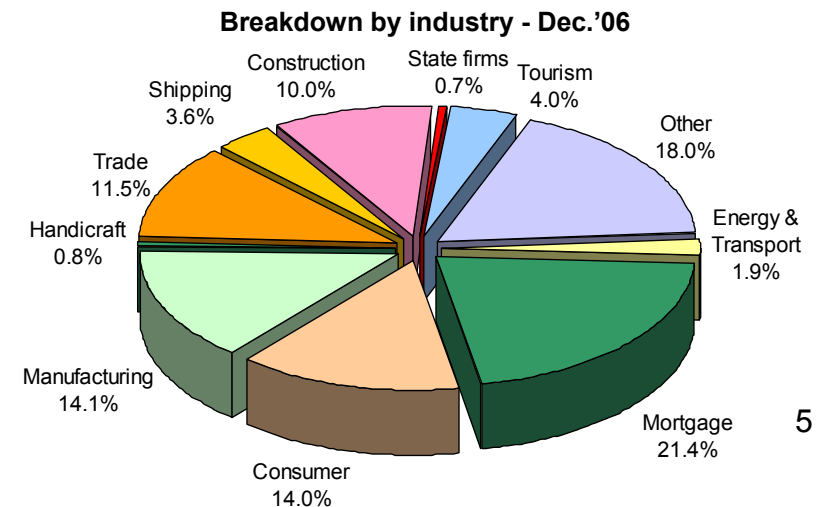
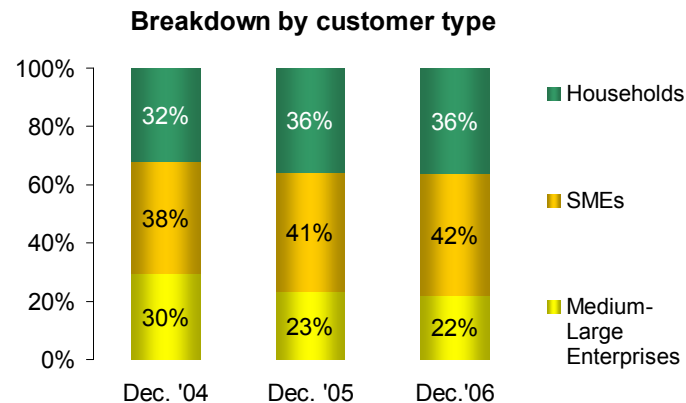


## Outstanding Loan Growth, Shifting to Higher Yield Segments

- Achievement of 31% loan growth for 2<sup>nd</sup> consecutive year, substantially higher than the market (est. 19% y-o-y), gaining market share
- Impressive growth rates in :
  - SMEs 36% (y-o-y)
  - mortgages 31% (y-o-y)
  - consumer loans 25% (y-o-y)



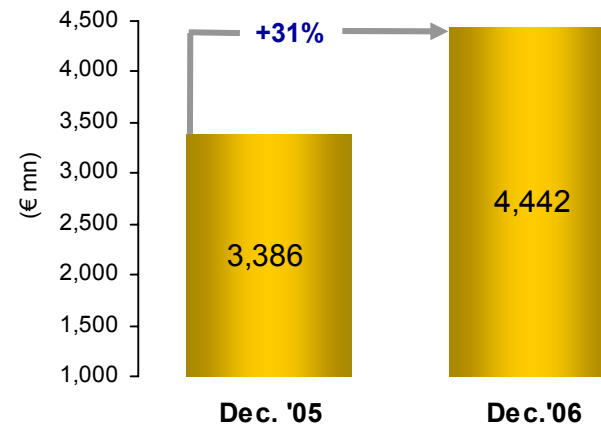
- 78% participation of SMEs and households to total loans
- Well diversified portfolio



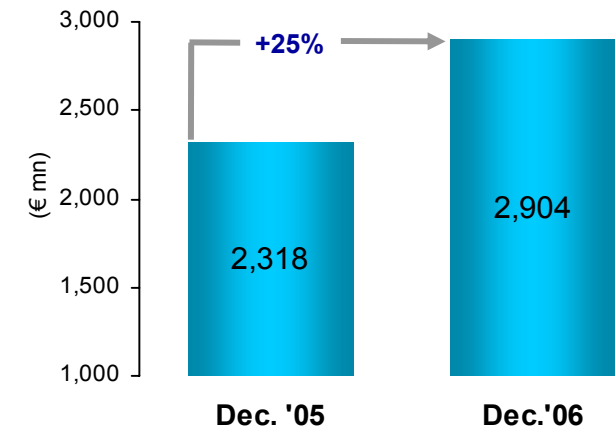
## Outperforming the Market in All Loan Categories

- 31% increase of mortgage portfolio y-o-y through:
  - fast procedures
  - innovative for Greece products
- 25% increase of consumer lending portfolio y-o-y through:
  - person-to-person sales (branches)
  - new products
  - individualized pricing
- 36% increase of loans to SMEs y-o-y
  - know-how and expertise
  - decentralized service
- 26% increase of loans to MLEs y-o-y
  - centralized relationship management, serving 800+ medium and large corporates

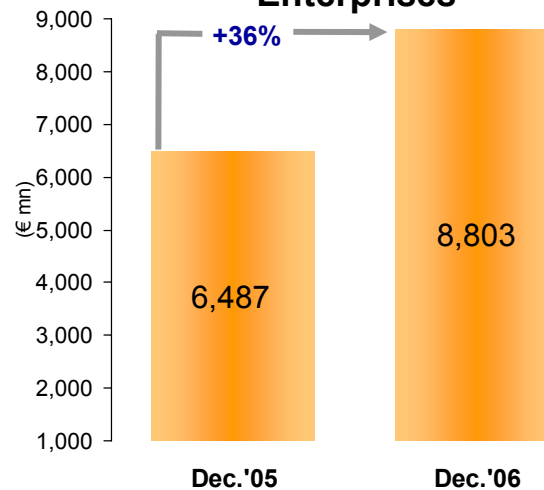
### Mortgage loans



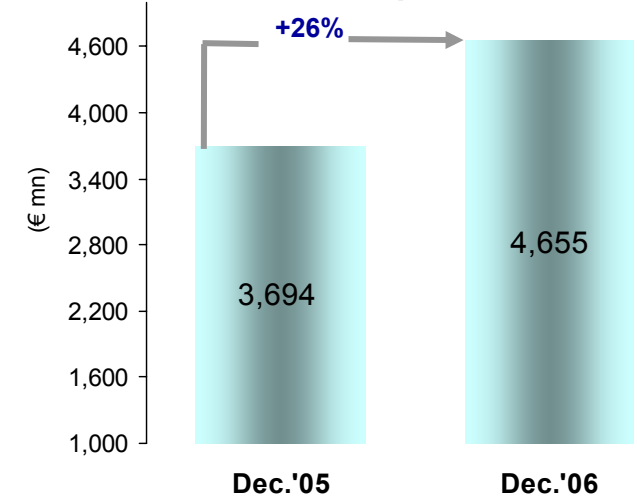
### Consumer loans



### Loans to Small - Medium Enterprises

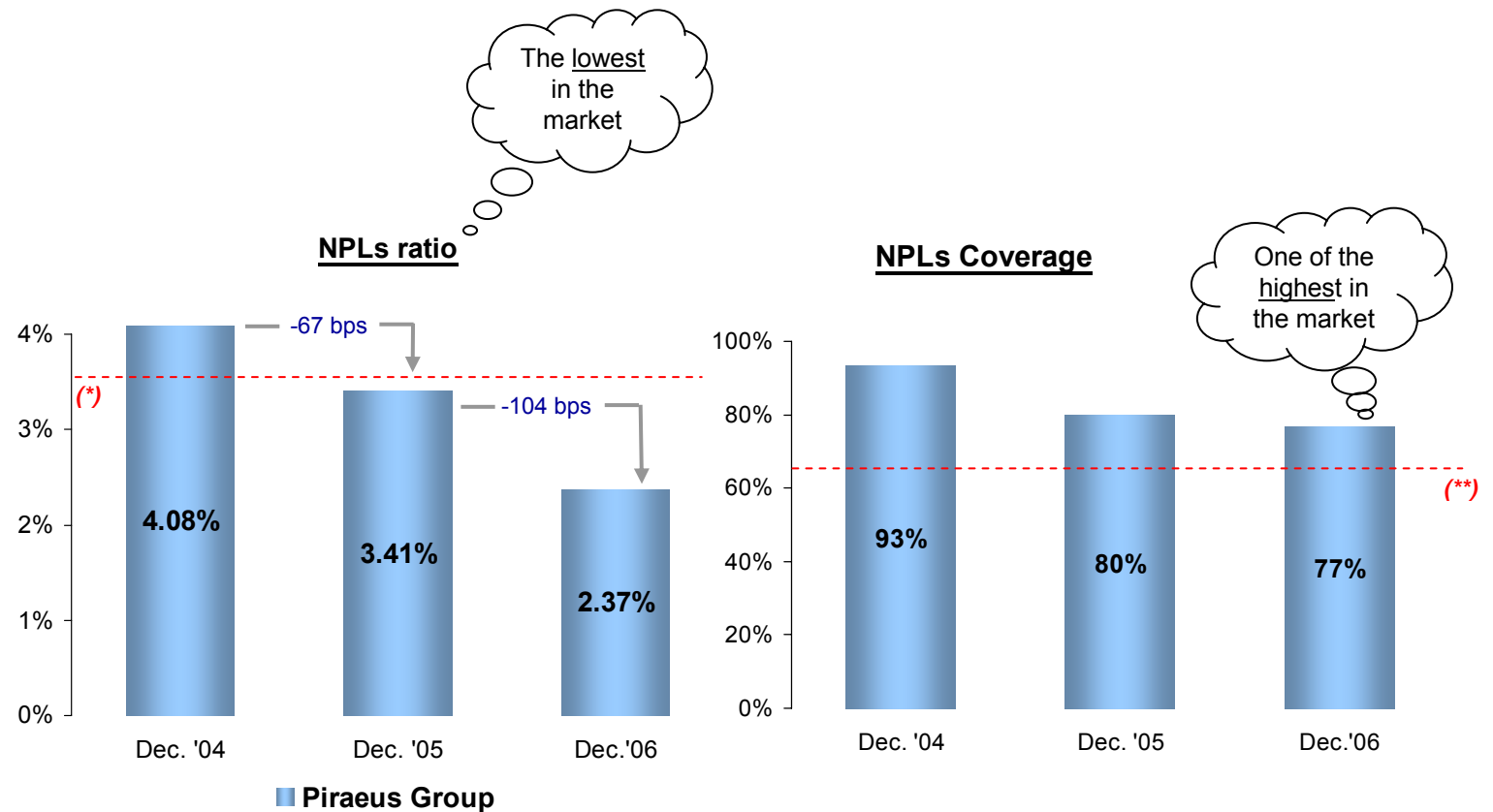


### Loans to Medium-Large Enterprises



## High Asset Quality

- The goal of NPLs ratio < 2.5% accomplished one year earlier
- Substantial improvement in loan quality as NPLs ratio stands at 2.37% vs 3.41% in Dec.'05
- The improvement is mainly due to the implementation of a prudent credit policy, the effective management of NPLs and write-offs (€121 mn in '06 and €138 mn in '05)
- Coverage ratio stands at 77%



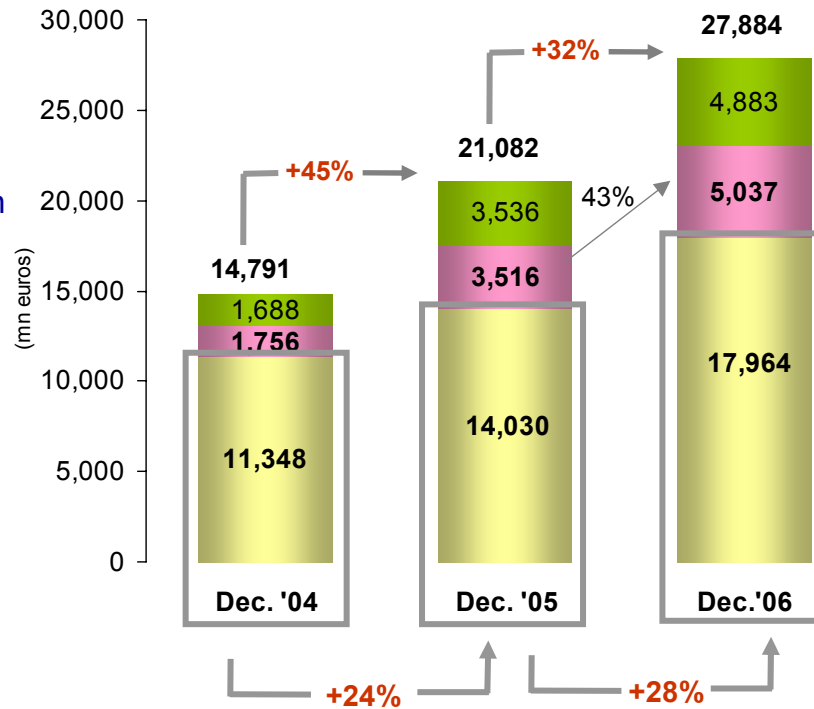
(\*) 3.55% on average in EU-12 (ECB - 2004 data)

(\*\*) 65% on average in EU-12 (ECB - 2004 data)

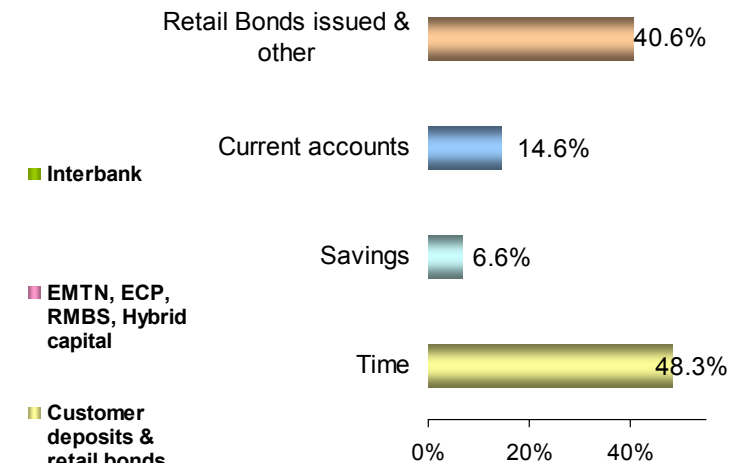


## Diversification of Funding Sources & Extension of Duration

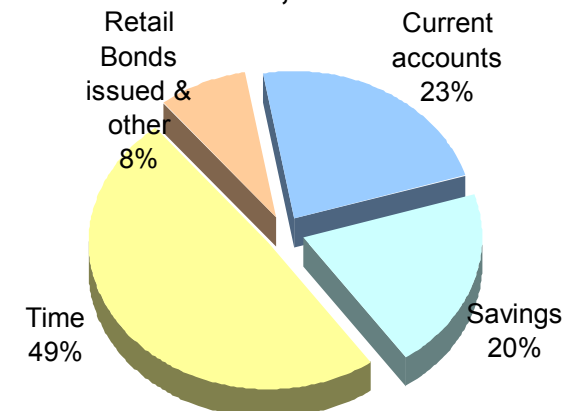
- Customer deposits and retail bonds issued that are being sold to customers through the branch network grew by 28% y-o-y, on the back of the gradual maturing of the branch network
- Savings & current deposits account for 43% of the total deposits & retail bonds issued
- Issue of a €750 mn RMBS
- Issues of senior bonds (EMTN) amounting to €1,850 mn
- Issue of a €800 mn sub-debt (Tier II)
- Issue of a €200 mn Hybrid (Tier I)



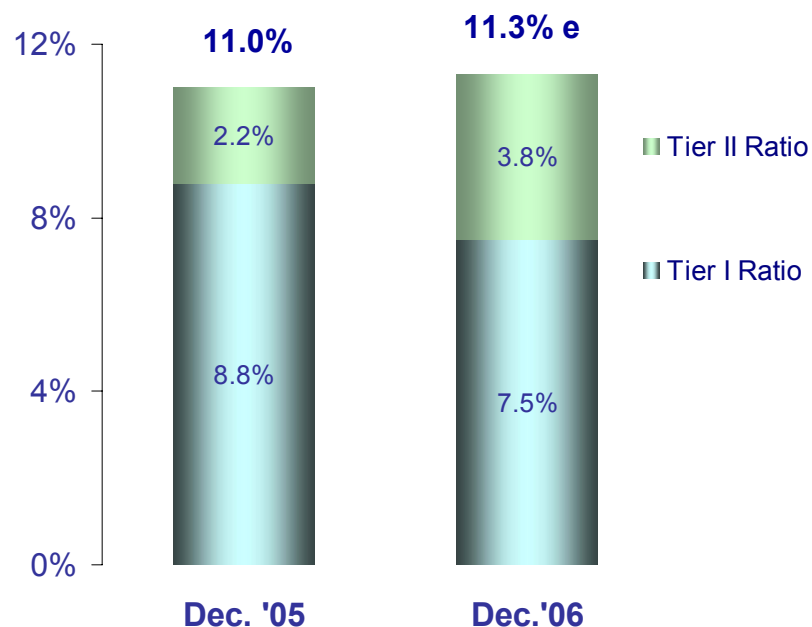
### Growth of Deposits in Dec. '06 (y-o-y)



### Deposits breakdown as of 31.12.06: € 17,964 mn



## Equity Capital and Capital Adequacy



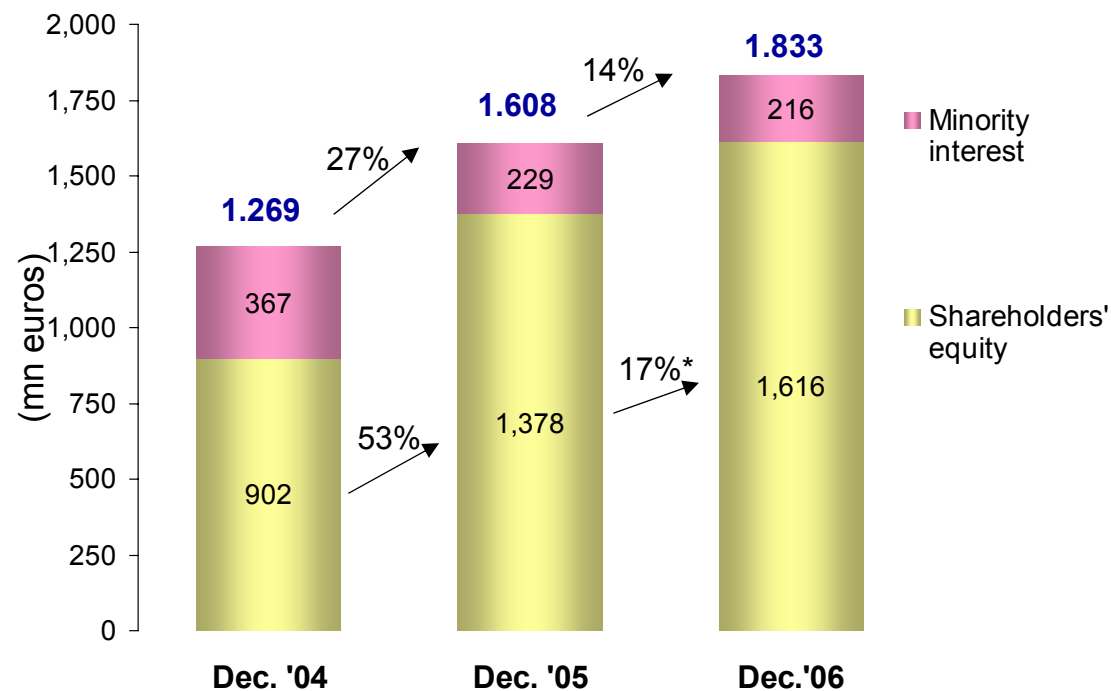
Risk Weighted Assets : €21.8 bn (e)

Regulatory Capital : €2.5 bn (e)

Tier I Capital : €1.6 bn (e)

(as of 31.12.2006)

(e): estimate



(\*) 24% like for like (including the interim dividend)

## Piraeus Bank Group

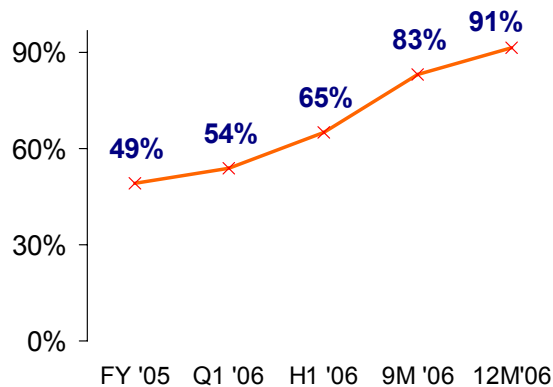
### Consolidated Income Statement

According to IFRS (€ mn)	12m '06	12m '05	Δ%
<b>Net interest income</b>	<b>715.1</b>	<b>558.7</b>	<b>28.0%</b>
<b>Net fee and commissions income</b>	<b>180.7</b>	<b>143.6</b>	<b>25.8%</b>
Dividend income	18.5	19.5	-4.9%
Net trading income	29.4	67.6	-56.4%
Gains less losses from investment securities	139.0	34.3	>100.0%
Other operating income	141.3	77.2	83.1%
<b>Total net revenues</b>	<b>1,224.0</b>	<b>900.8</b>	<b>35.9%</b>
Employee costs	301.8	264.9	13.9%
Other administrative expenses	247.4	214.1	15.5%
Profit/ loss on sale of property	(12.0)	(4.6)	>100.0%
Depreciation & amortisation	55.4	47.0	17.8%
<b>Total operating cost</b>	<b>592.6</b>	<b>521.5</b>	<b>13.6%</b>
Impairment losses on loans	74.3	69.0	7.7%
Impairment losses on other assets	2.7	7.4	-63.6%
Share of profit of associates	2.2	1.7	24.0%
<b>Profit before tax</b>	<b>556.6</b>	<b>304.6</b>	<b>82.7%</b>
Core profit before tax (excl. trading gains)	388.2	202.7	91.5%
Income tax	100.1	21.9	>100.0%
<b>Profit after tax</b>	<b>456.5</b>	<b>282.7</b>	<b>61.5%</b>
Minority interest	21.8	19.0	15.0%
<b>Net profit attributable to SHs</b>	<b>434.7</b>	<b>263.8</b>	<b>64.8%</b>
Basic EPS attributable to SHs (in €)	1.66	1.06	55.9%

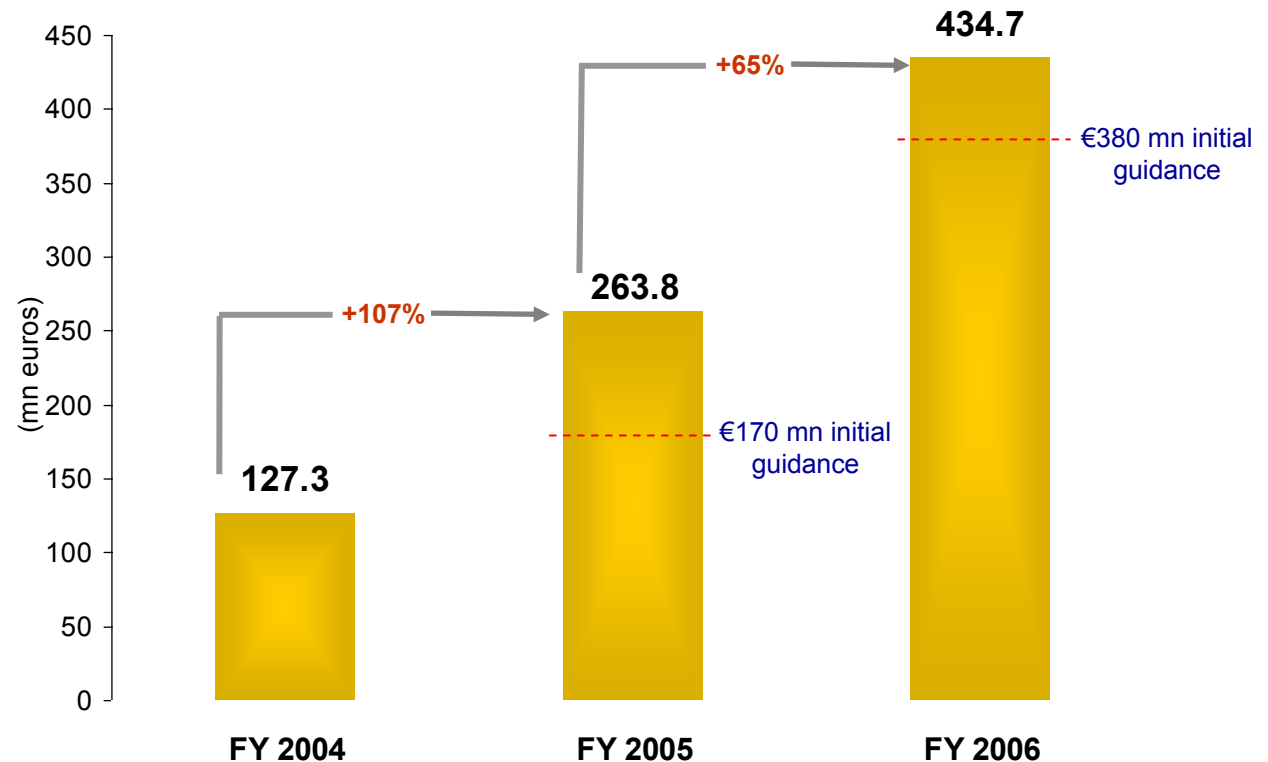
## High Profitability

- 65% increase in net profit in '06 (15% higher than the initial guidance)
- 241% up in net profit vs '04
- Core operating pre-tax profit (excluding trading gains and income from investment securities) climbed by 91%, proving the quality of earnings

Pre-tax profit growth excluding gains on trading & investment sec. (y-o-y)

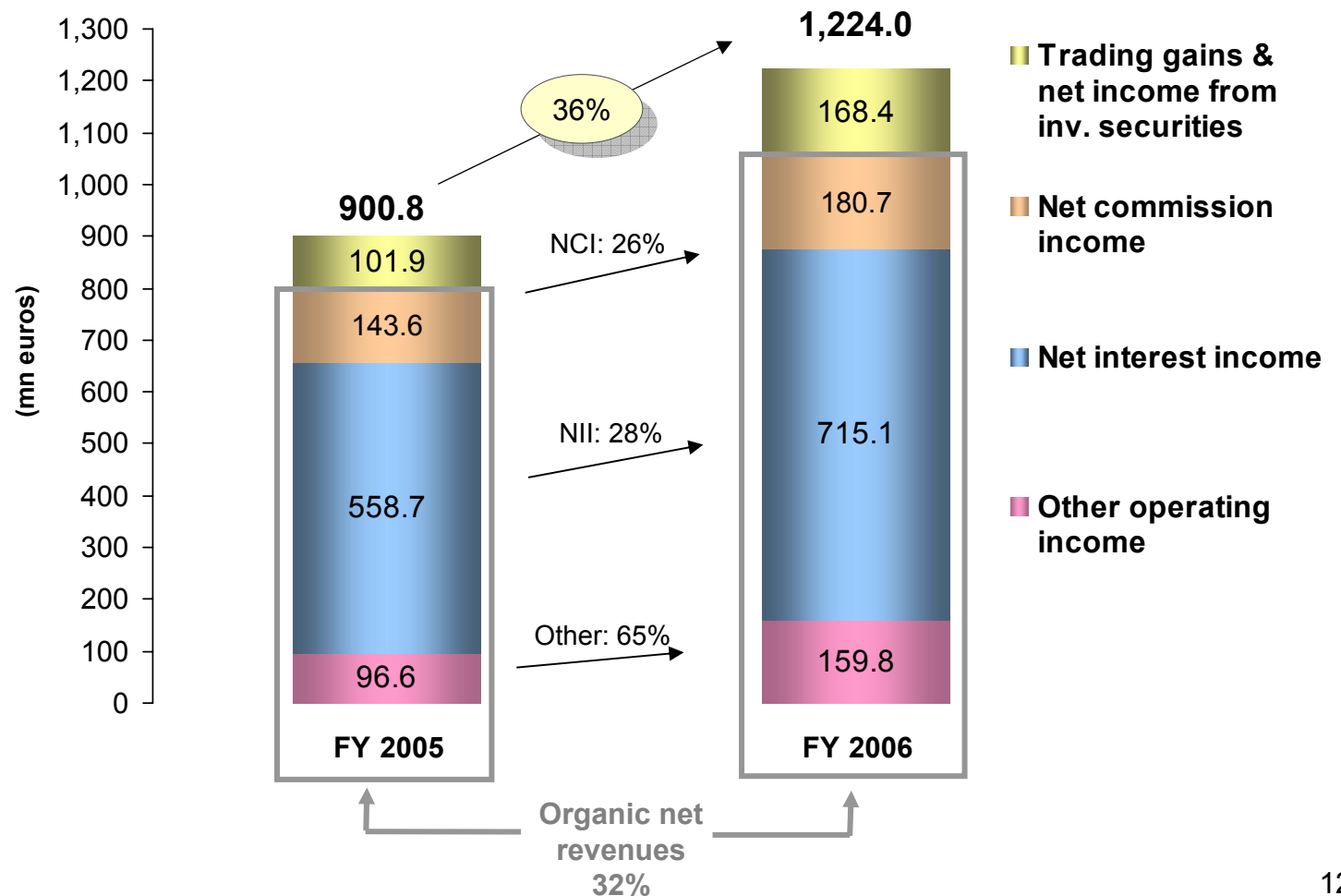


## Profit after tax & minorities

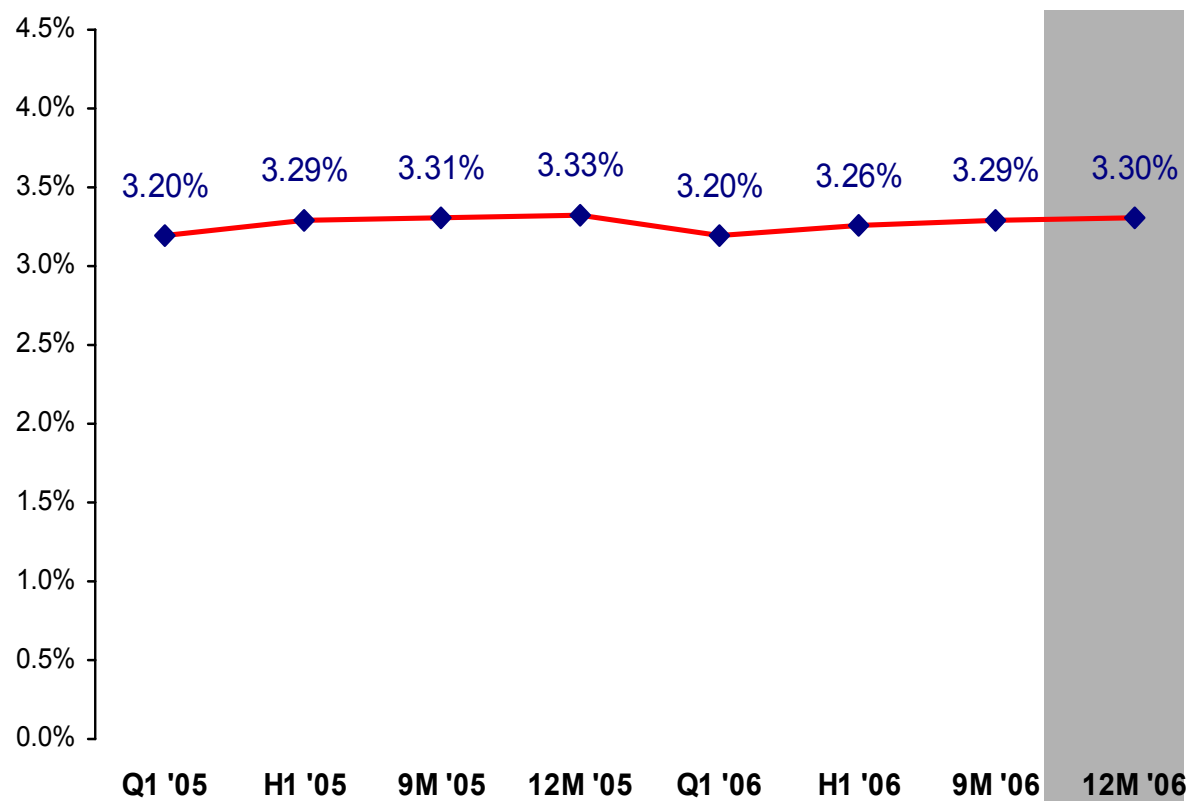


## Organic Net Revenues up by 32%

- Organic net revenues (excluding trading gains and net income from investment securities) up by 32%
- Net interest and commission income contribute 85% of organic net revenues
- The significant improvement of net revenues is related to the increase of business volumes, through the expanding branch network (87 new branches have opened since Dec.'05, 28 in Greece and 59 abroad)



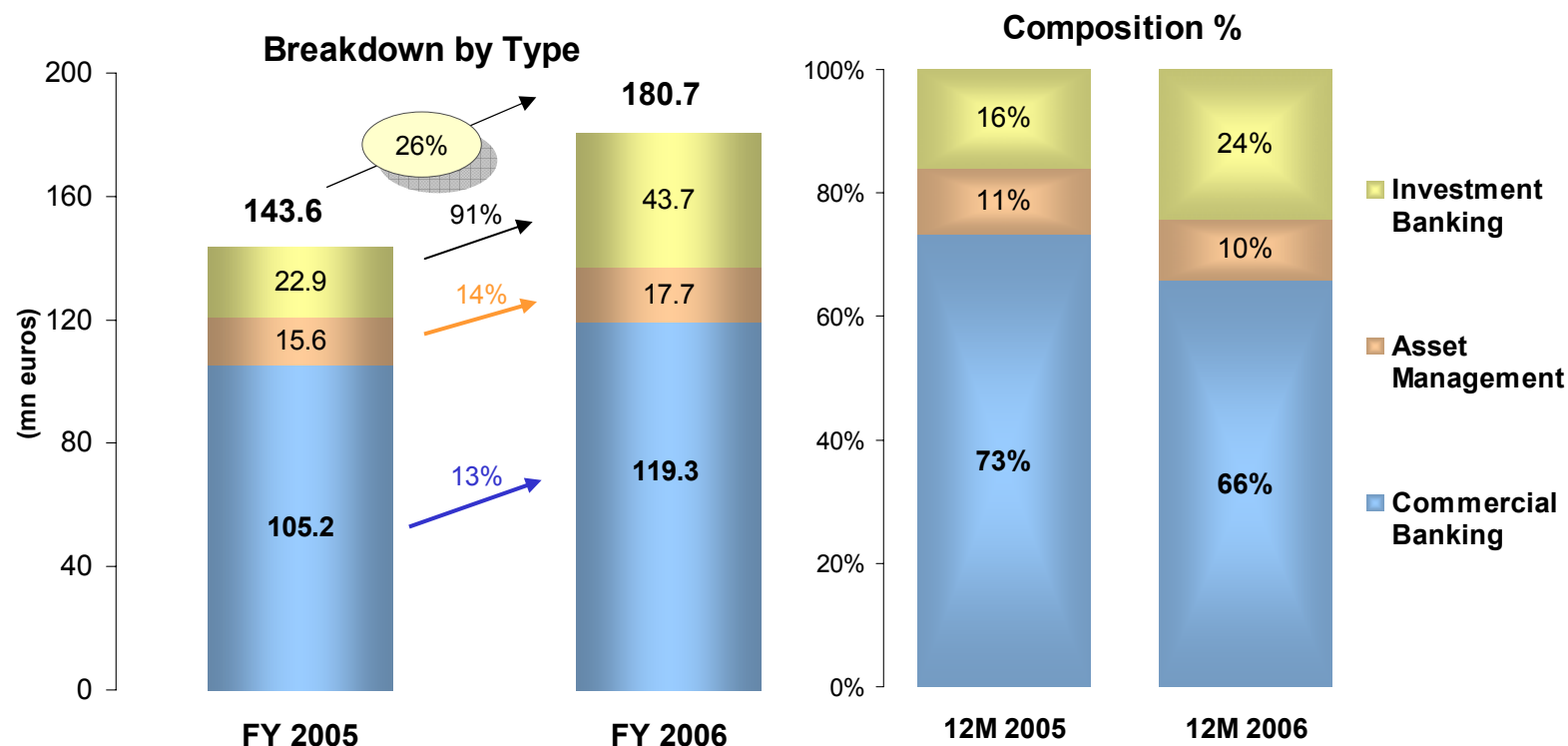
## Net Interest Margin Maintained at Satisfactory Levels (\*)



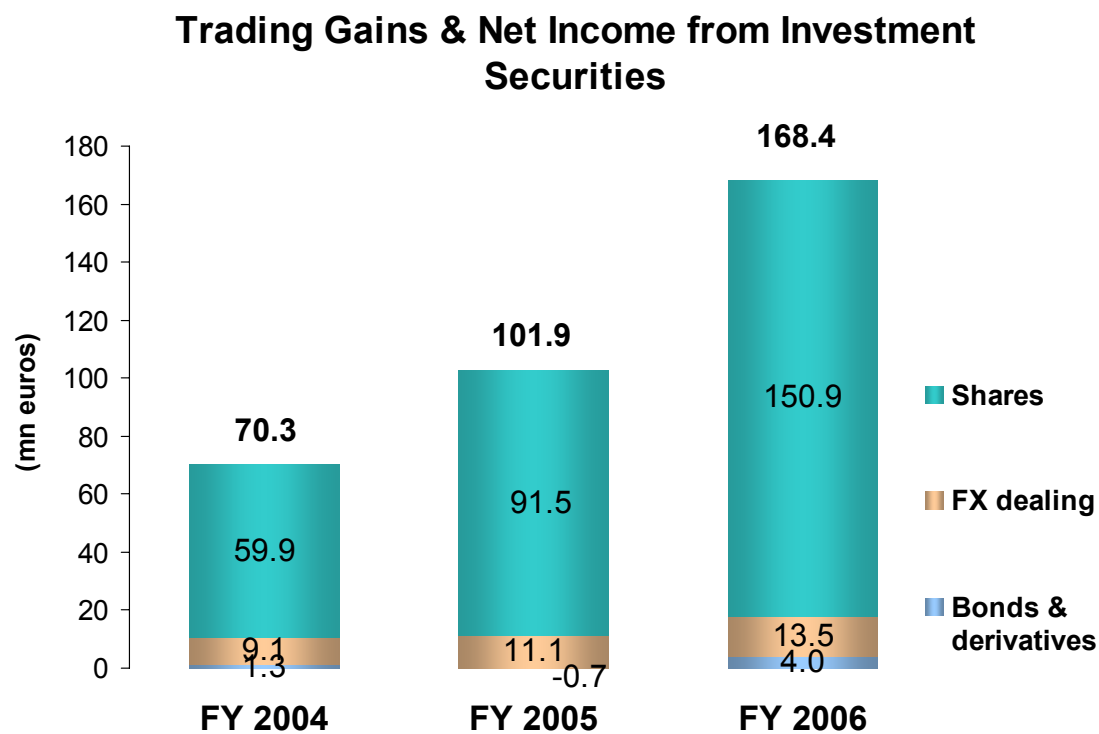
(\*) net interest income on avg interest earning assets

## Net Commissions Climbed by 26% to €181 mn

- Net commission revenues from commercial banking activities increased by 13%, on the back of increased volumes, accounting for 66% of total fees
- Investment banking fees were up 91%, driven by the strong stock market trading and advisory fees
- Asset Management fees increased by 14%



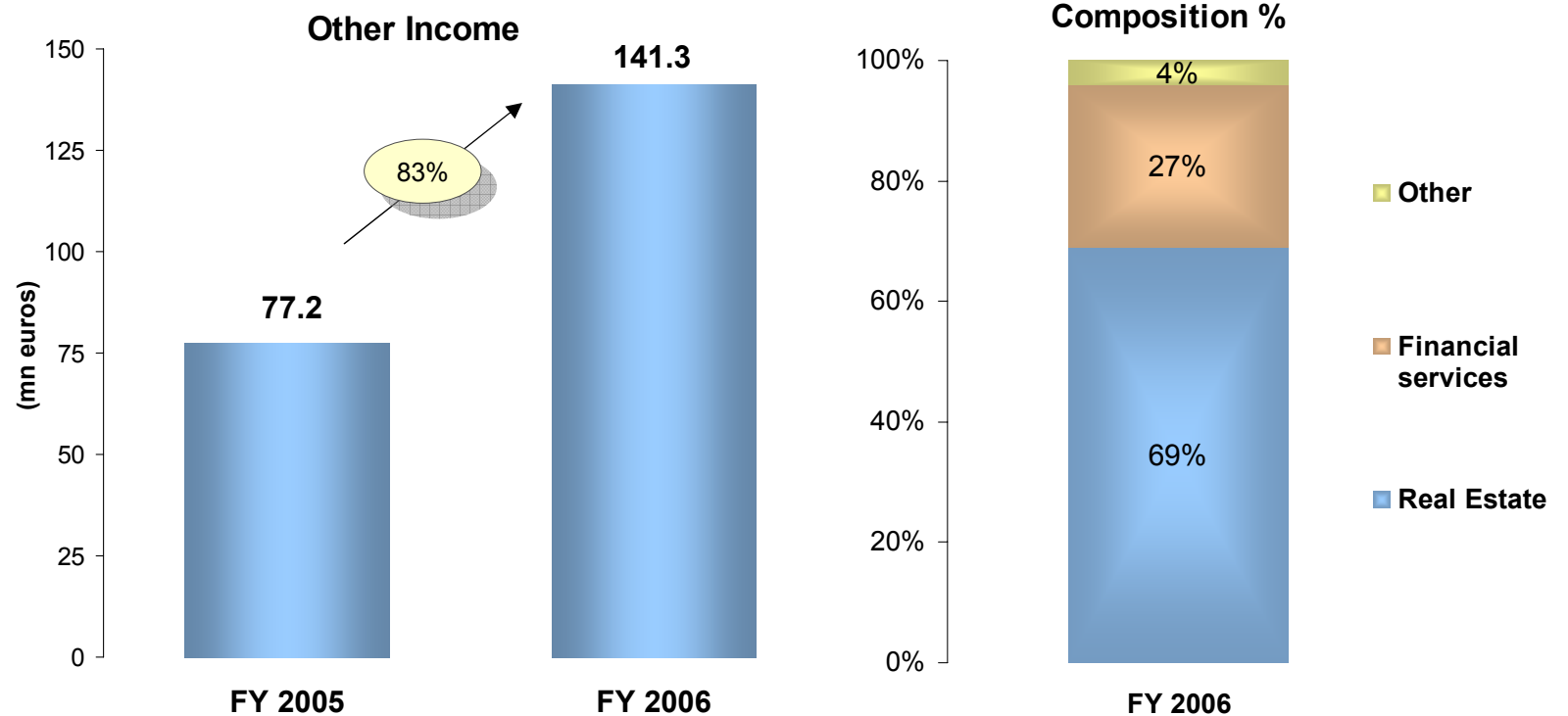
## Strong Trading Gains and Investment Income





## Other Operating Income Analysis

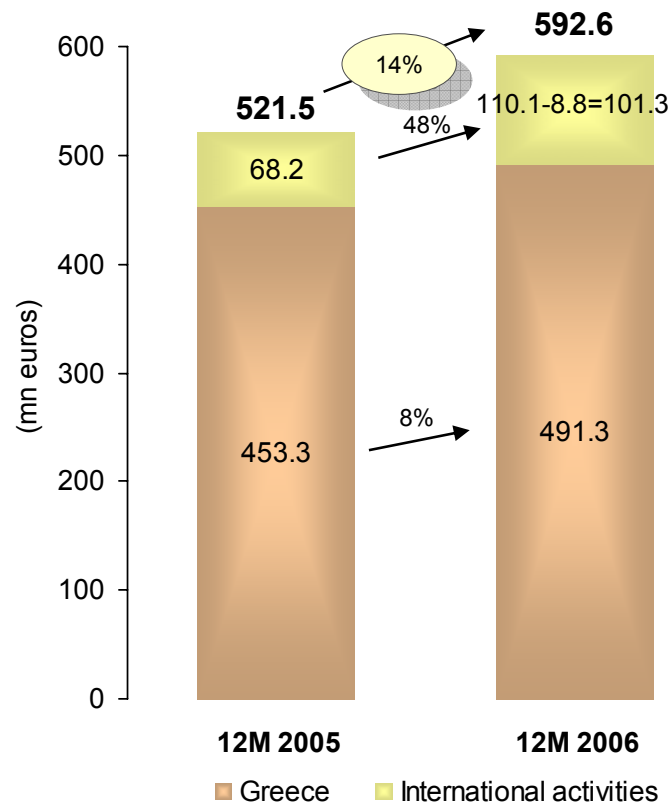
- Revenues from real estate activities constitute the bulk of other income (69%), as part of the initial investments have been completed
- Financial services companies contribute the balance (27%)
- Other income is based on sustainable and increasing income sources



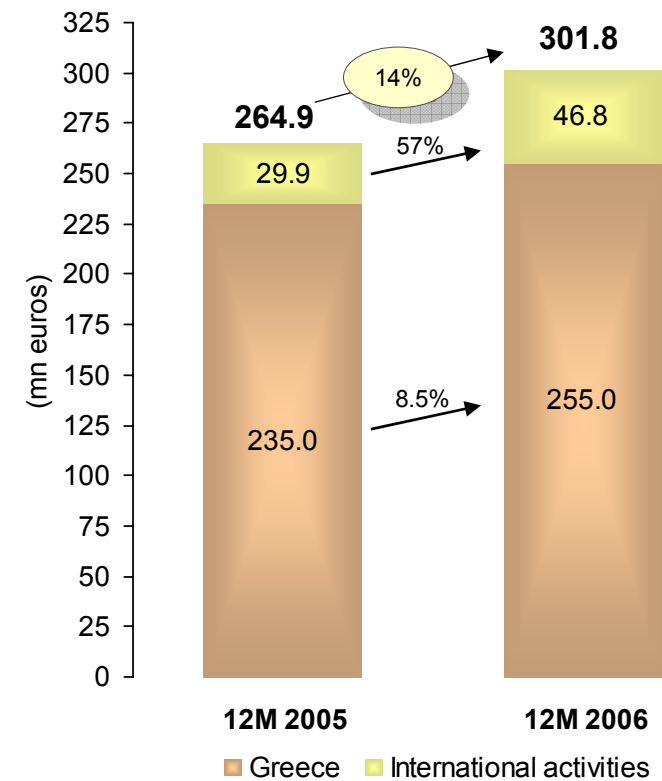
## Operating Cost Contained Despite Business Expansion

- Total operating cost in Greece rose by 8%. Operating cost of international activities grew with a much higher pace (48%) on the back of strong branch network expansion and activities
- Personnel costs grew by 14%, mainly driven by 57% increase of staff costs of international units (domestic costs rose modestly by 9%)

**Total Operating Cost**

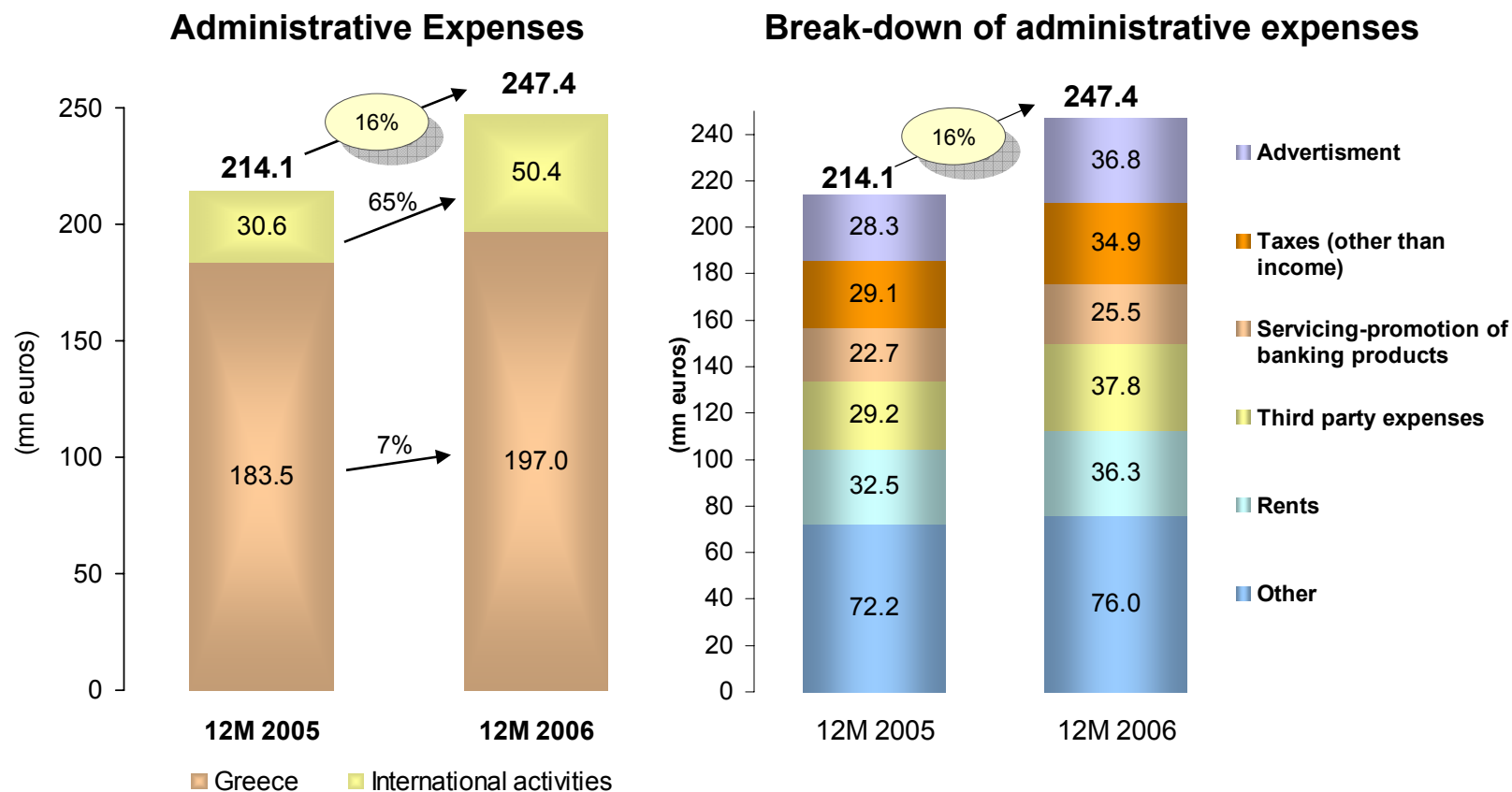


**Personnel Expenses**



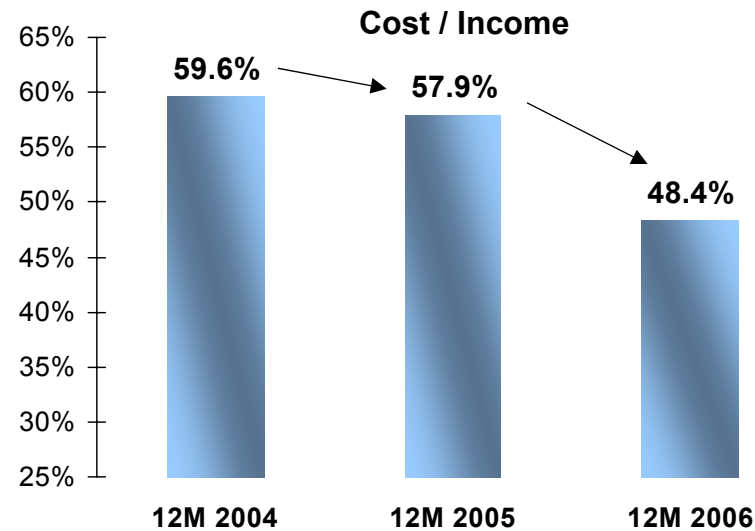
## Operating Cost Contained Despite Business Expansion (cont.)

- Domestic administrative expenses grew by 7%, while the relative expenses of international units advanced by 65%
- Depreciation expenses up 18% to €55.4 mn, mainly due to the new acquisitions & the amortization of their intangible assets

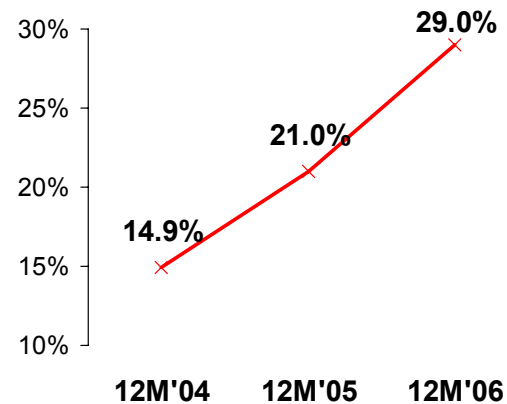


## High Profitability Ratios and Efficiency

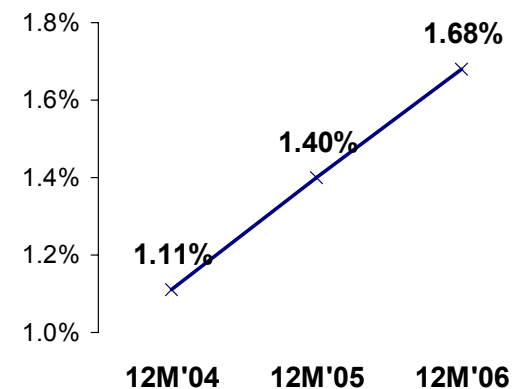
- C/I ratio at 48.4%
- **Cost to Income goal below 50% was accomplished two years earlier**
- ROavE at 29.0%
- ROavA at 1.68%



**ROavE (After tax & Minorities)**



**ROavA (After tax)**

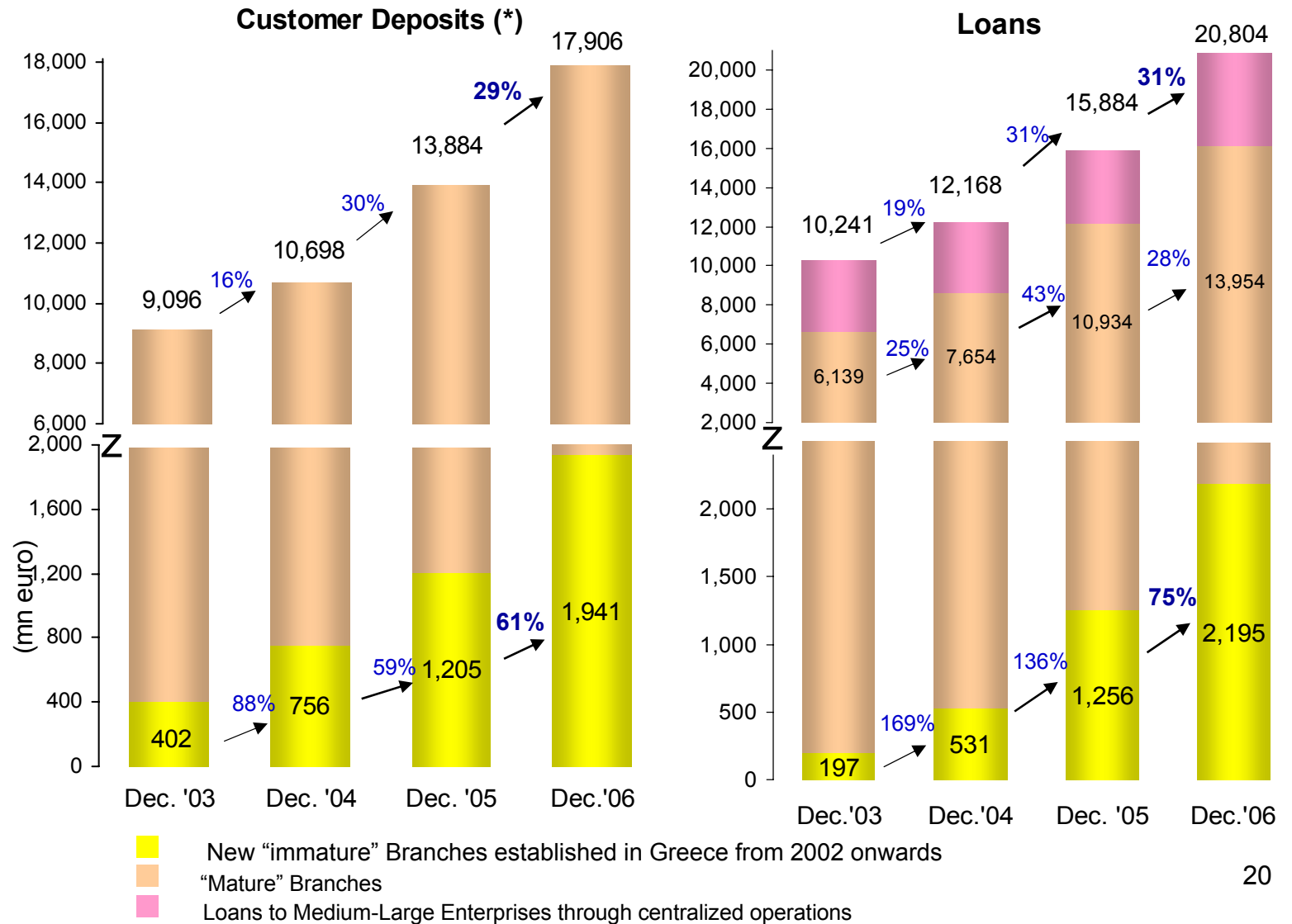


## Young Domestic Network in Place, Fuelling High Growth Rates

Young branches in Greece (35% of the total domestic network) generate robust growth rates :

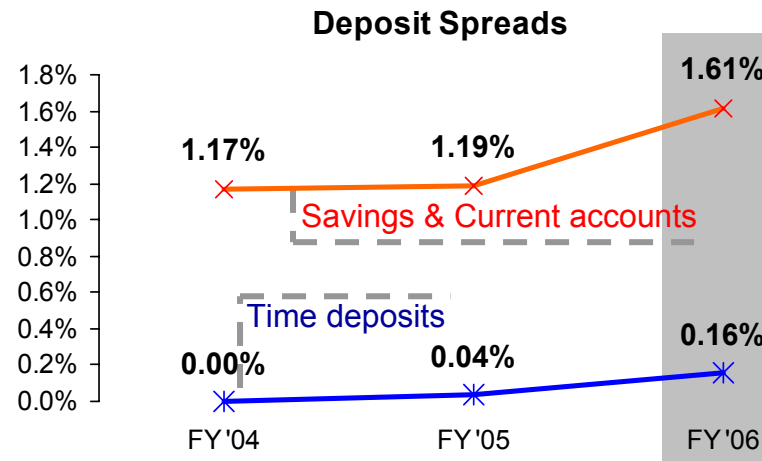
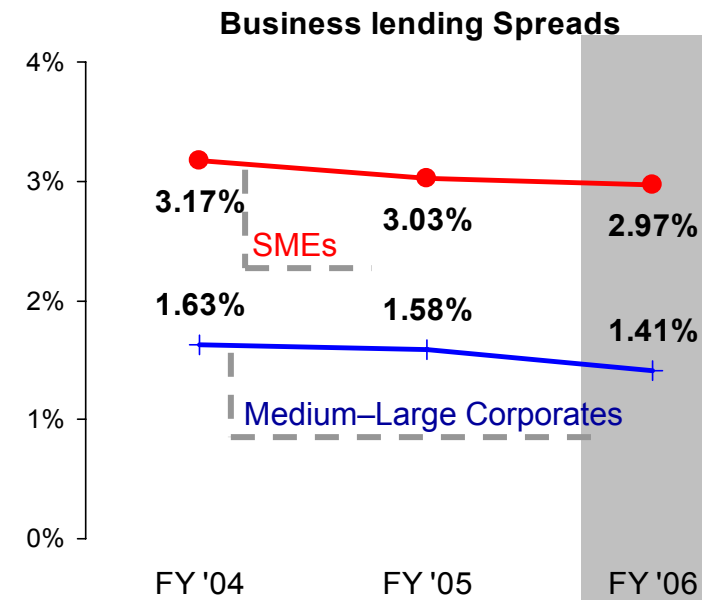
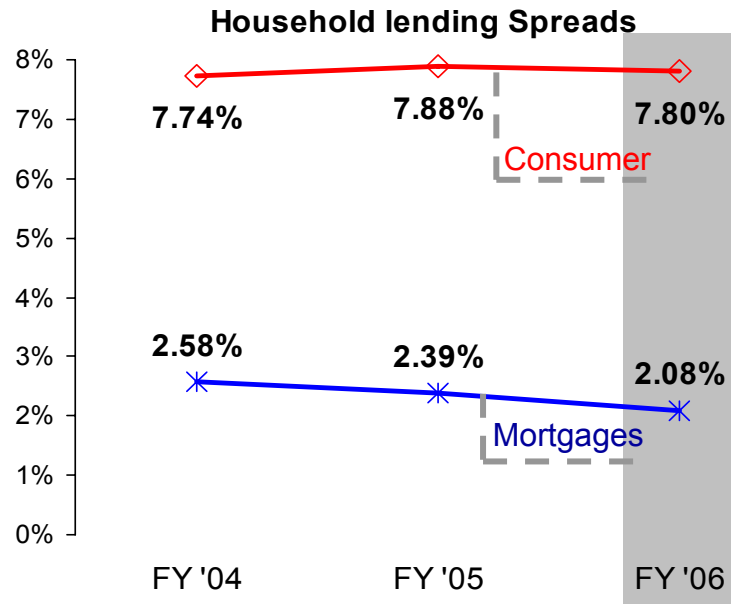
- Deposits of new branches up 61% y-o-y
- Loans of new branches up 75% y-o-y
- 28 new branches in 2006

(\*) due to customers & retail bonds issued less repos



## Satisfactory Spreads Despite the Intensified Competition

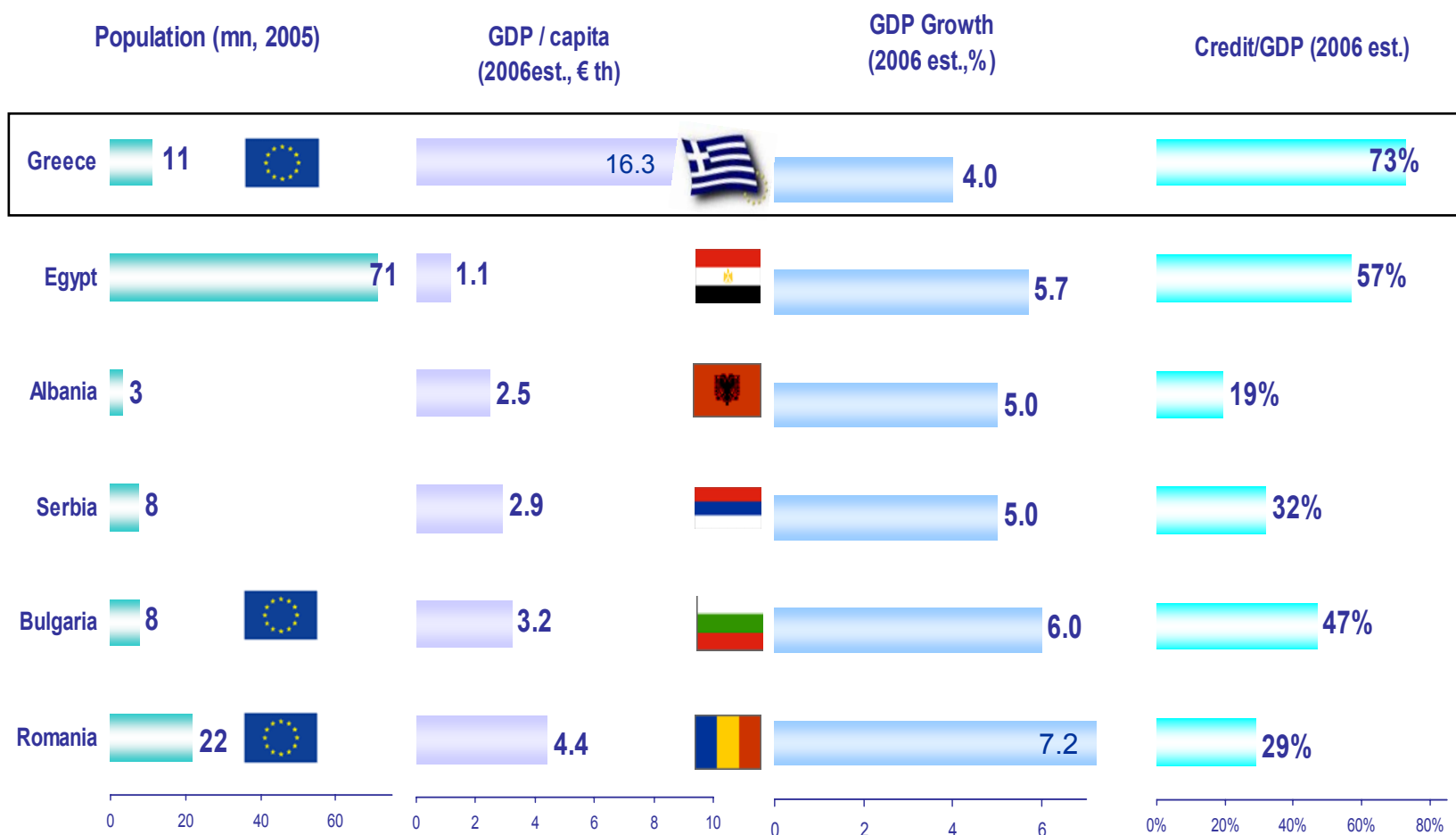
- Pressure on mortgage lending spreads due to intensified competition
- Marginal drop of business lending spreads, although quite satisfactory
- Savings & Current accounts spreads improved substantially



## 2. Presentation of International Activities

## Neighbouring Region: Selected Market Figures

- Piraeus Bank Group is building a solid franchise in the fast growing region of SEE and Eastern Mediterranean basin, aiming to become a significant regional player












## Piraeus Bank Group

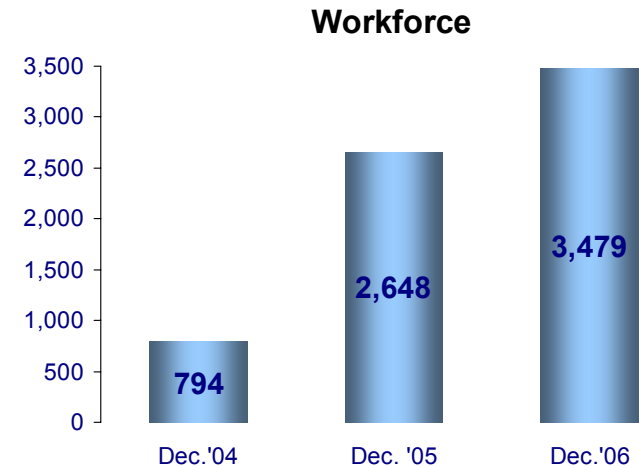
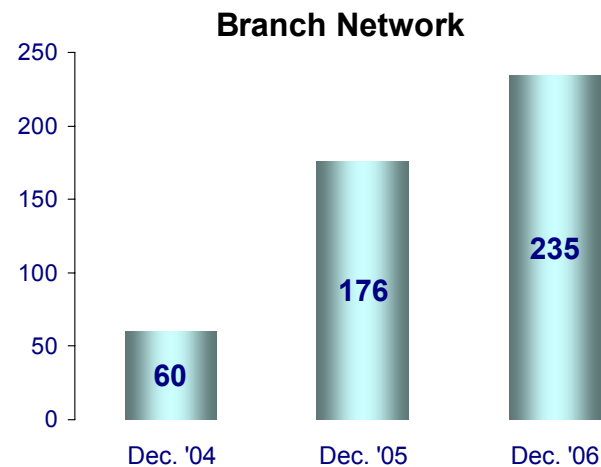
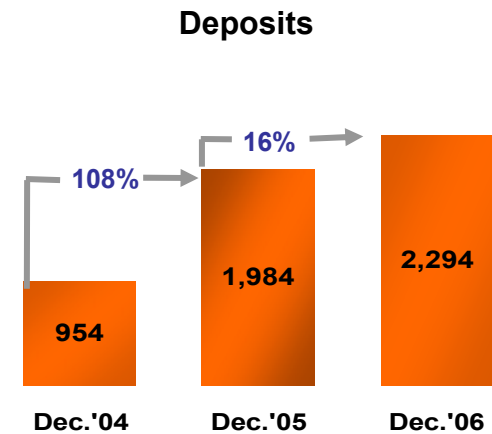
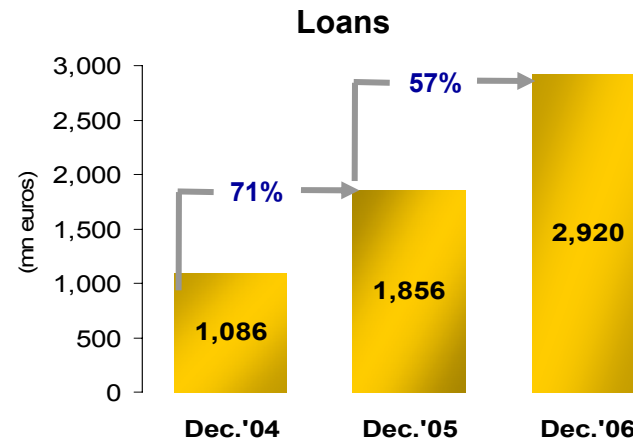
### Building a Strong Franchise in the Neighbouring Countries



		Assets			Branches			Market shares in loans	
		Dec. 2006	Dec. 2005	Δ %	Dec. 2006	Dec. 2005	Δ%	Sept. 2006	Dec. 2005
> Albania, <i>Tirana Bank</i>		404	329	23%	36	33	9%	14.0%	12.9%
> Bulgaria, <i>Piraeus Bank Bulgaria</i>		1,046	745	40%	67	65	3%	6.6%	5.4%
> Romania, <i>Piraeus Bank Romania</i>		972	506	92%	54	30	80%	2.4%	2.3%
> Serbia, <i>Piraeus Bank Beograd</i>		268	101	166%	26	11	136%	1.7%	1.3%
> Egypt, <i>Piraeus Bank Egypt</i>		733	633	10%	39	25	56%	0.8%	0.7%
<b>South-Eastern Europe &amp; Egypt</b>		<b>3,423</b>	<b>2,314</b>	<b>48%</b>	<b>222</b>	<b>164</b>	<b>35%</b>		
> London, <i>Piraeus branch</i>		494	300	65%	1	1	-		
> New York, <i>Marathon Bank</i>		594	674	-12%	12	11	9%		
<b>TOTAL INTERNATIONAL PRESENCE</b>		<b>4,511</b>	<b>3,288</b>	<b>37%</b>	<b>235</b>	<b>176</b>	<b>33%</b>		

## Building a Strong Franchise in the Neighbouring Countries (cont.)

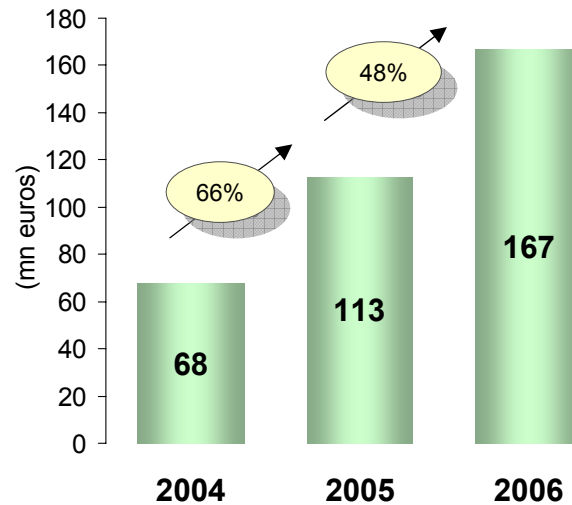
- International operations account for :
  - ✓ 44% of group branches
  - ✓ 38% of workforce
  - ✓ 13% of group deposits
  - ✓ 14% of total loans



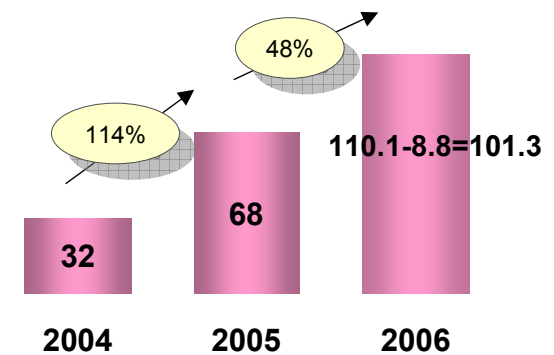
## Building a Strong Franchise in the Neighbouring Countries (cont.)

- International operations account for :
  - 9% of net profit, out of which 7% from SE Europe and Egypt
  - (excluding ING's capital gain, the respective figures are 12% and 9%)

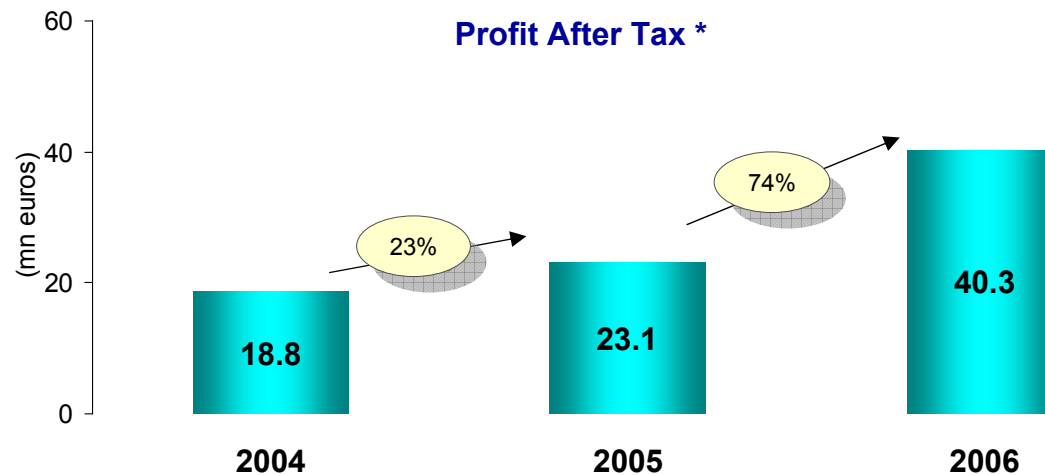
Net Revenues \*



Operating Cost



Profit After Tax \*



(\*) adjusted for funding cost from parent company

## CREDIT RATINGS

Moody's	Baa3
S & P's	BBB
Fitch	BBB

## Piraeus Bank Group

### Bulgaria

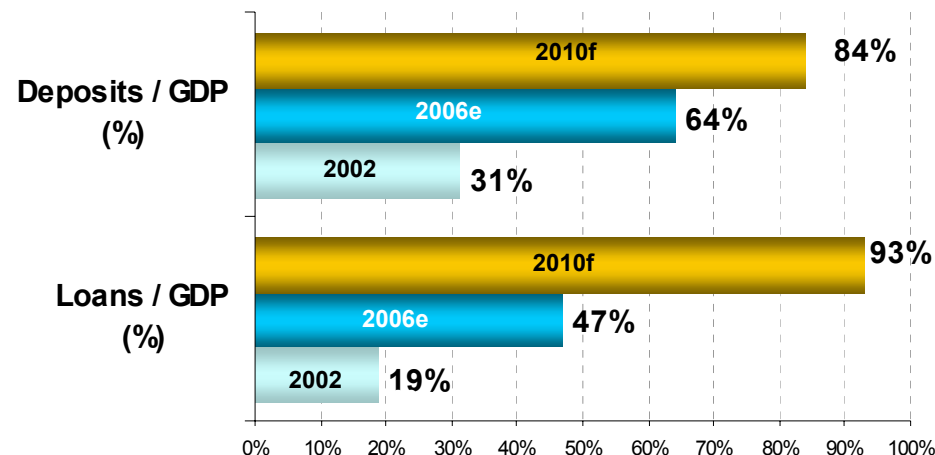


## MACROECONOMIC INDICES

### Population: 7.9 mn

	2005	2006e	2007f	2008f
GDP Real Growth (%)	5.6	6.0	6.5	5.5
GDP Per Capita (€)	2,843	3,213	3,747	3,907
Unemployment (%)	10.7	9.6	10.0	9.0
CPI (%)	6.5	6.1	4.2	2.8

## Banking Intermediation Indices



## Piraeus Bank Bulgaria - History

- 1993, Piraeus Bank was the first foreign Bank that operated in Bulgaria.
- 2005, establishment of a Leasing & AutoLeasing company
- 2005, acquisition of Evrobank
- 2006, establishment of insurance brokerage company
- 1<sup>st</sup> quarter 2007, acquisition of ING Bulgaria retail portfolio
- Greek related companies account for 13% of the Bank's loans
- Loans Market share 6.6% (Sept.'06)

## Piraeus Bank Bulgaria - Financials

(€ mn)	2004	2005	2006
Total Assets	219	745	1,046
Gross Loans	188	507	781
Deposits	60	330	399
Total Equity	18	48	63
Profit before Tax	4.2	14.9	16.5
Branches	13	65	67

### CREDIT RATINGS

Moody's	Baa3
S & P's	BBB-
Fitch	BBB

### Piraeus Bank Group

## Romania

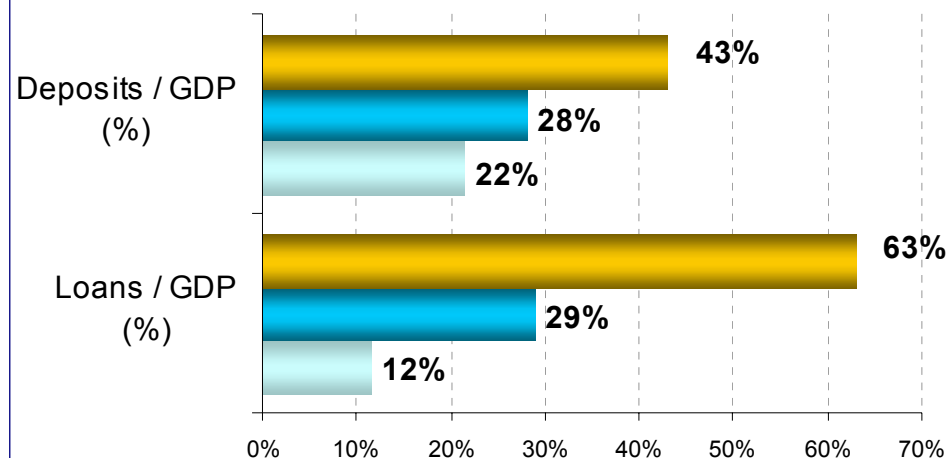


### MACROECONOMIC INDICES

**Population: 21.7 mn**

	2005	2006e	2007f	2008f
GDP Real Growth (%)	4.1	7.2	6.2	6.0
GDP Per Capita (€)	3,641	4,398	5,116	5,869
Unemployment (%)	5.8	5.7	5.5	5.3
CPI (%)	8.6	4.9	5.0	4.5

### Banking Internediation Indices



### Piraeus Bank Romania - History

- Acquired in 2000 (2 branches) and renamed to Piraeus Bank Romania
- 2003, Piraeus Leasing Romania was established.
- 2006, acquisition of European Securities (renamed to Piraeus Securities)
- 2006, establishment of insurance brokerage company
- Greek related companies account for 11% of the Bank's loans
- Loans Market Share, 2.4% (Sept.'06)

### Piraeus Bank Romania - Financials

(€ mn)	2004	2005	2006
Total Assets	262	506	972
Gross Loans	164	375	702
Deposits	77	132	295
Total Equity	24	35	65
Profit before Tax	2.1	1.6	4.5
Branches	14	30	54

## CREDIT RATINGS

Moody's	Not Rated
S & P's	Not Rated
Fitch	Not Rated

## Piraeus Bank Group

### Albania

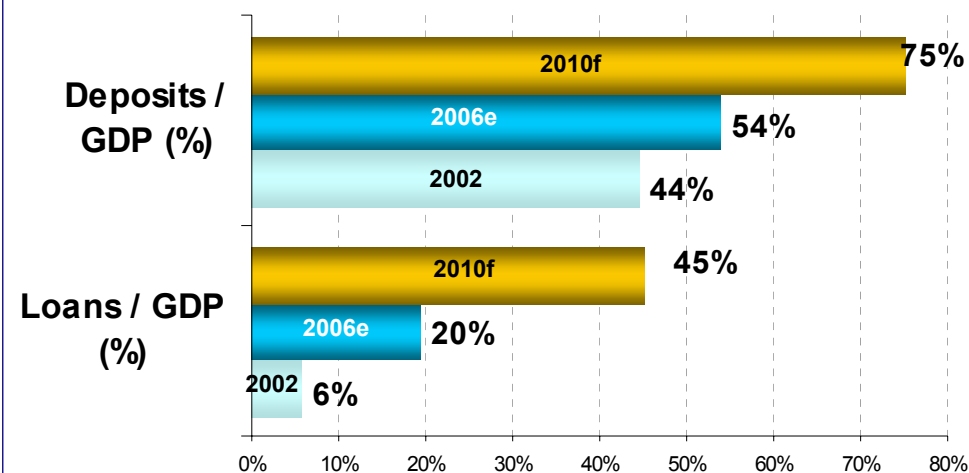


## MACROECONOMIC INDICES

Population: 3.1 mn

	2005	2006e	2007f	2008f
GDP Real Growth (%)	5.5	5.0	6.0	6.0
GDP Per Capita (€)	2,125	2,484	2,742	3,129
Unemployment (%)	14.2	14.0	14.0	13.5
CPI (%)	2.0	3.0	3.0	3.0

## Banking Intermediation Indices



## Tirana Bank - History

- 1996, establishment of Tirana Bank, the first private Bank in Albania.
- 2005, establishment of Tirana Leasing
- Loans market share: 14% (Sept.'06)
- Greek related companies account for 4% of the Bank's loans

## Tirana Bank - Financials

€ mn	2004	2005	2006
Total Assets	249	329	404
Gross Loans	73	133	214
Deposits	219	279	344
Total Equity	14	19	29
Profit before Tax	3.4	4.5	6.4
Branches	22	33	36



### CREDIT RATINGS

Moody's	Not Rated
S & P's	BB-
Fitch	BB-

### Piraeus Bank Group

Serbia

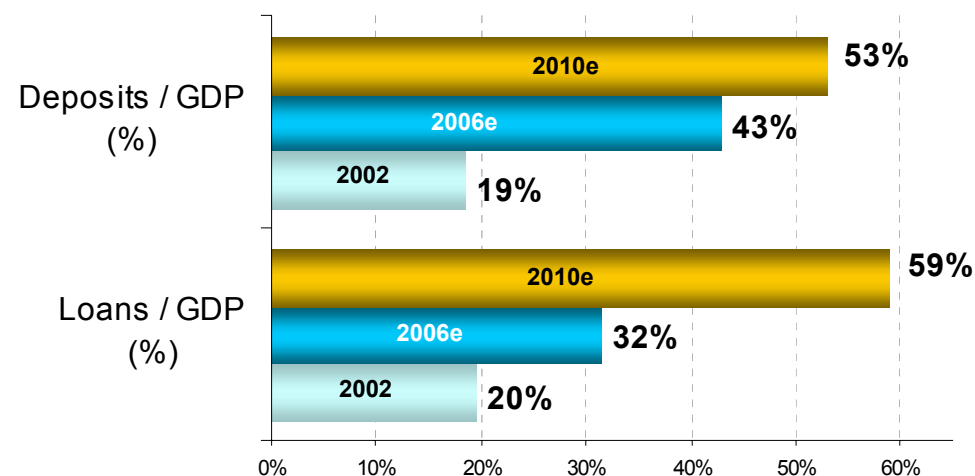


### MACROECONOMIC INDICES

Population : 8.3 mn

	2005	2006e	2007f	2008f
GDP Real Growth (%)	6.5	5.0	5.0	6.0
GDP Per Capita (€)	2,850	2,908	3,100	3,392
Unemployment (%)	27.1	26.1	25.0	24.0
CPI (%)	17.7	9.3	6.5	5.5

### Banking Intermediation Indices



### Piraeus Bank Beograd- History

- 1995, establishment of Atlas Bank
- 2005, acquired by Piraeus Bank Group
- 2006, renamed to Piraeus Bank Beograd.
- Branch network developed from 11 branches at acquisition date to 26 branches today.
- Greek related companies account for 1% of the Bank's loans
- Loans Market Share: 1.7% (Sept.'06)

### Piraeus Bank Beograd- Financials

€ mn	2004	2005	2006
Total Assets	-	101	268
Gross Loans	-	63	152
Deposits	-	48	82
Total Equity	-	21	28
Profit before Tax	-	1.7	-1.5
Branches	-	11	26

### CREDIT RATINGS

Moody's	Ba1
S & P's	BB+
Fitch	BB+

### Piraeus Bank Group

## Egypt



### MACROECONOMIC INDICES 2005 2006e 2007f 2008f

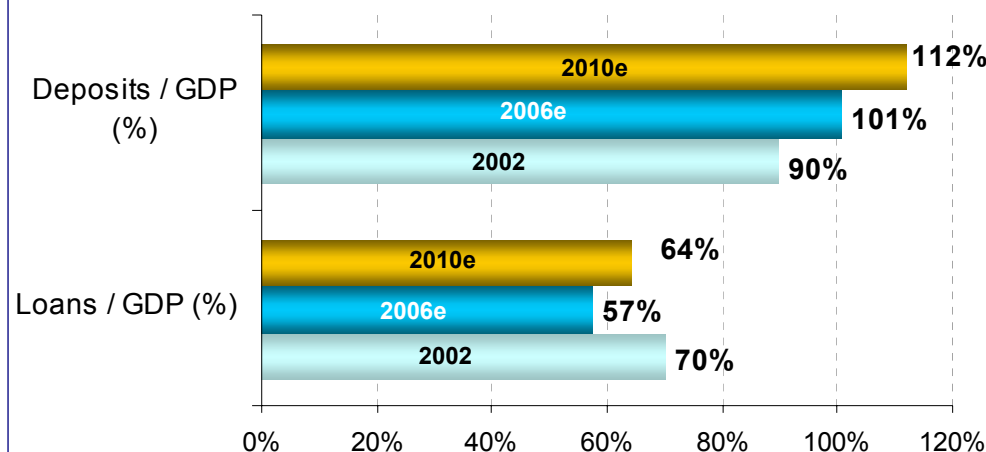
**Population: 71 mn**

GDP Real Growth (%)	4.9	5.7	5.9	5.3
GDP Per Capita (€)	1,042	1,133	1,217	1,300
Unemployment (%)	9.5	9.2	9.0	9.0
CPI (%)	4.9	5.1	4.3	4.1

### Piraeus Bank Egypt - Short History

- 2005, Piraeus Bank acquired Egyptian Commercial Bank (renamed to Piraeus Bank Egypt)
- 2006, acquisition of an Asset Management Company and establishment of a leasing company and of a representative office in Libya.
- Branch network developed from 18 branches at acquisition date to 40 branches today.
- Loans Market share : 0.8%

### Banking Intermediation Indices



### Piraeus Bank Egypt - Financials

€ mn	2004	2005	2006
Total Assets	-	633	733
Gross Loans	-	253	404
Deposits	-	513	581
Total Equity	-	59	64
Profit before Tax	-	1.4	7.4
Branches	-	25	39



Marathon Bank of New York

U.S.A - London Branch



(€ mn)	2004	2005	2006
Total Assets	505	674	594
Gross Loans	271	352	378
Deposits	449	609	527
Total Equity	45	57	59
Profit before Tax	9.2	9.8	14.3
Branches	10	11	12

- Became a member of Piraeus Bank Group in June 1999.
- January 2004, Interbank was acquired
- Has close relations with the local Greek community offering a range of banking products/services.

London Branch

(€ mn)	2004	2005	2006
Total Assets	489	300	494
Gross Loans	295	131	278
Deposits	35	39	35
Total Equity	36	42	49
Profit before Tax	14.6	4.2	5.5
Branches	1	1	1



- Was established in December 1999
- Main activities: International Finance and International Mortgage activity

## Valuation of PBG International Business

Valuation of international business under the following internationally accepted methods:

**1. Discounted Cash Flows Model**

**2. Price / Book Value Multiples**

based on recent banking transactions record

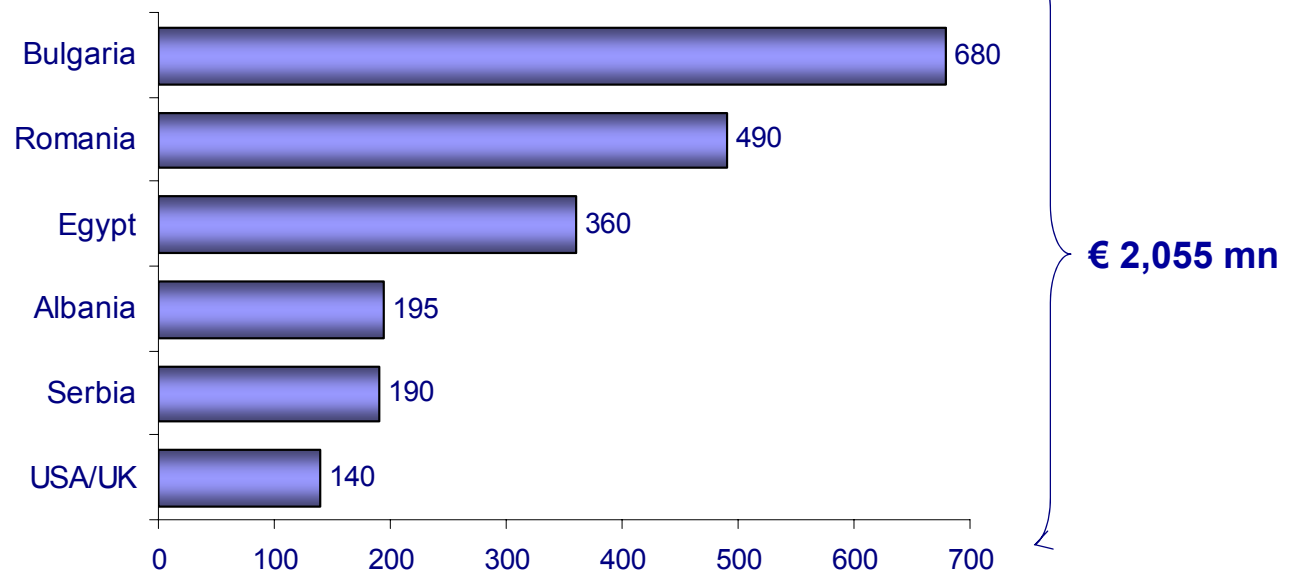
**3. Price / Earnings Multiples**

based on recent banking transactions record

**Resulting valuation : €2,055 mn**

**Based on trading multiples for CE European Banks provided by UBS, valuation stands at €2,090 mn**

**International Business Valuation (€ mn)**



### **3. Business Plan Targets for 2007 - 2010**

#### **Organic Growth**

## Corporate Vision & Strategic Goals for Period 2007-2010

### Our Vision

is to be distinguished as a **significant regional 'player'**  
in the banking sector of **SE Europe & Eastern Mediterranean** by :

- becoming the main bank of service for **SMEs**, while also
- being strong in providing solutions to individuals' banking needs
- remaining preferred employer and top financial services provider

#### domestic operations

- geographical 'coverage' of Greece with 360 branches by 2010
- increase of market share in all segments of activity
- capitalization on SMEs and retail banking expertise
- further penetrating clientele base through intense cross sales

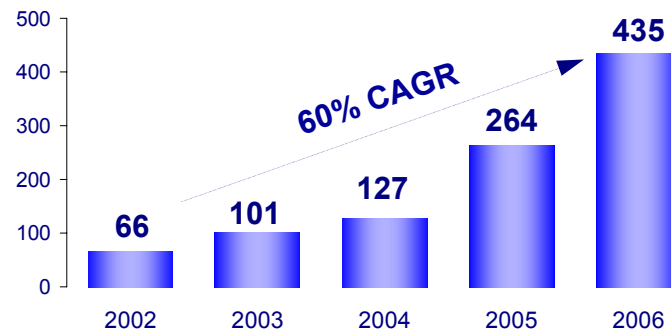
#### international operations

- primary goal: strengthen & expand our presence in countries of operation
- enhancement of presence: 580 units in 7 countries
- unification of corporate model and business practices group-wise
- increase of market shares in all countries
- substantial contribution to Group 'bottom-line'

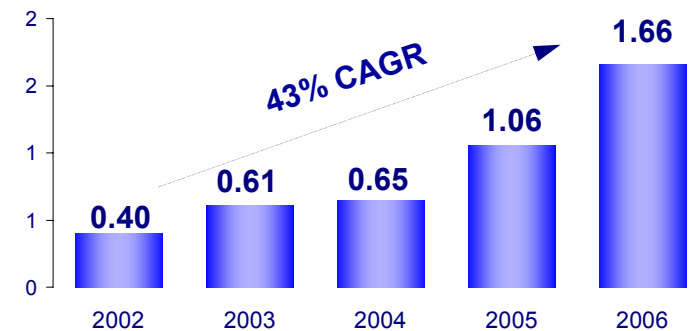
## Piraeus Bank Group : A Success Growth Story

- Piraeus Bank Group: a growing organisation both domestically and outside Greece
- Piraeus Bank: the 4<sup>th</sup> largest bank in Greece
- Substantial shareholder value created with basic EPS CAGR of 43% and net profit CAGR of 60% over the last 4 years
- Size of franchise increased more than twofold over the same period
- New goals set by the Group for the period 2007-2010

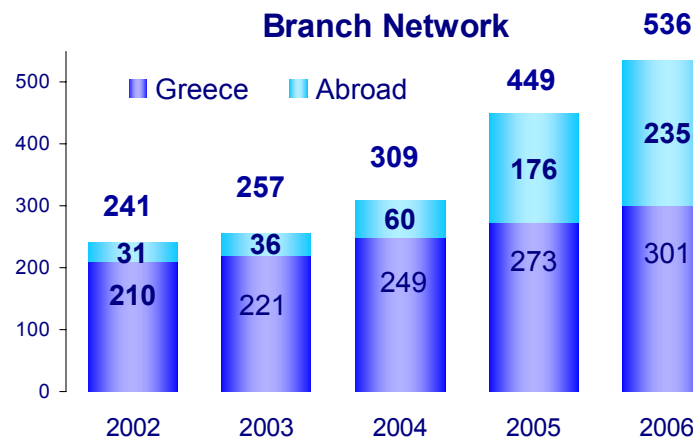
Net Profit (€ million)



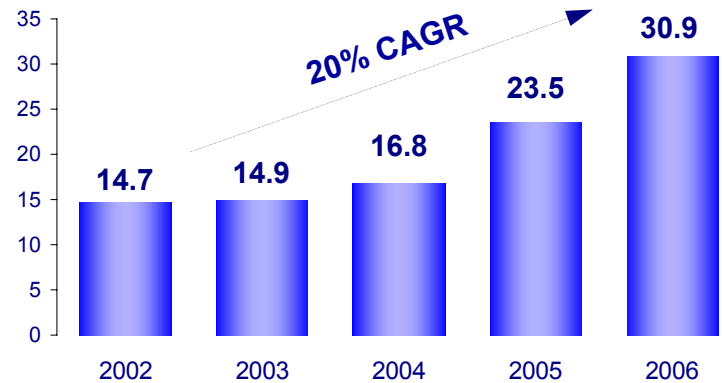
Basic After-Tax EPS(€)



Branch Network



Total Assets (€ bn)



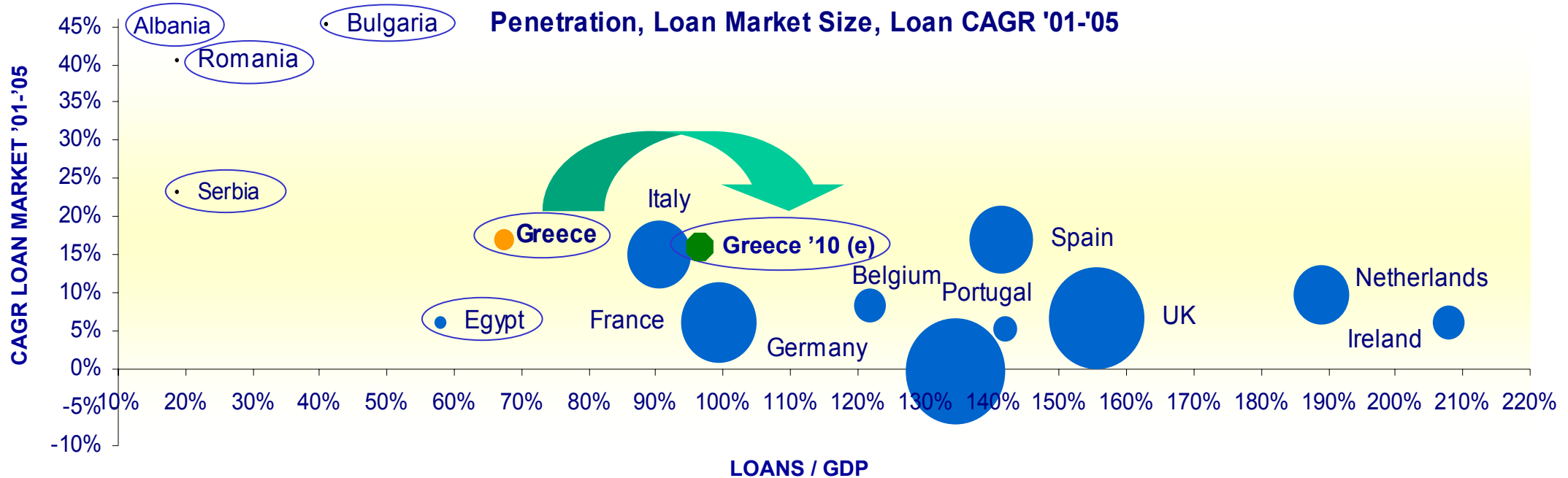
## Doing Business in an Favourable Environment

Drivers behind dynamic growth:

- deregulated Greek banking sector
- low credit penetration vs EMU
- one of the fastest growing economies in Europe (GDP up 4% in 2006)

Prospects also very encouraging:

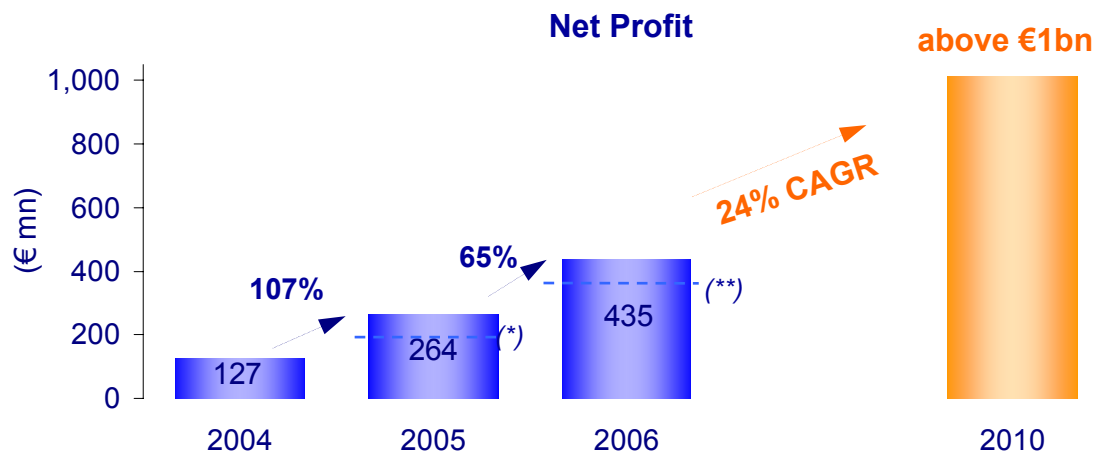
- Greek economy growing annually in excess of 3.5% up to 2010
- neighbouring countries (where Piraeus Group is present) growing annually by 5.0% and above by 2010



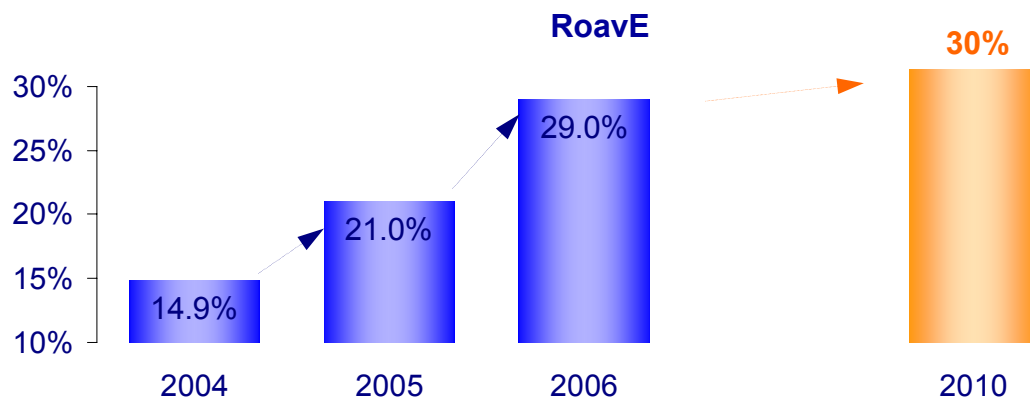
## Business Plan 2007 - 2010 Financial Goals

After Tax Profit CAGR of 24%  
for the period 2007 - 2010

Before Tax Profit excl. Trading Gains  
CAGR of 30% for the same period  
(based on €389 mn in '06)



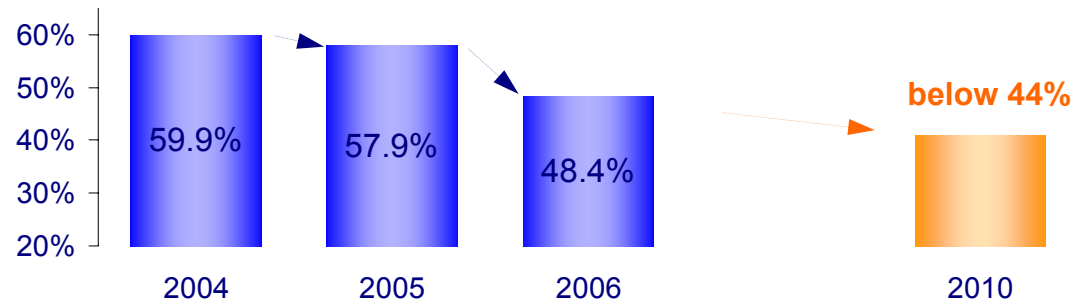
After tax RoavE at 30% by 2010



## Business Plan 2007 - 2010 Financial Goals

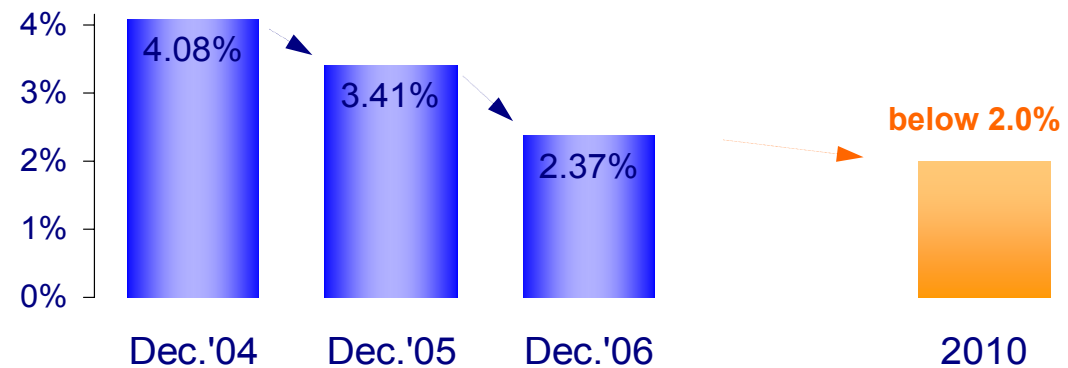
Containment of Operating Cost  
with a target Cost to Income ratio  
to below 44% by 2010

Cost / Income Ratio



NPLs target below 2.0%

Group NPLs ratio



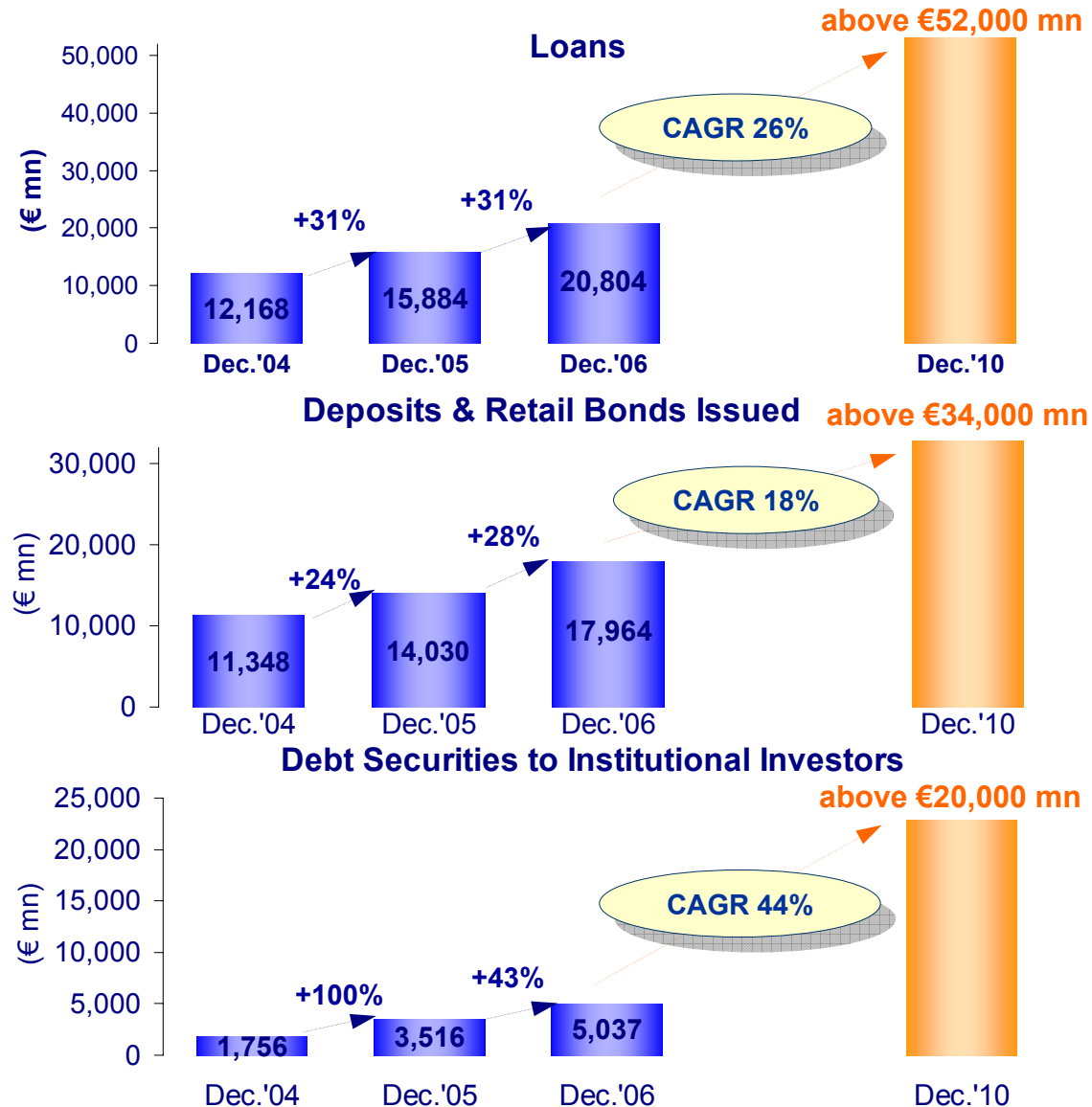


## Group Volumes Growing Stronger Over the Next 4 Years

Strong momentum in loan growth, both in Greek and neighboring environment ...

... funded by customer deposits, which are fuelled by branch openings, as well as ...

... wholesale funding, leading to loans over customer deposits & debt securities ratio < 100% by the end of 2010



## Domestic Operations Growth Faster than the Market

Strong increase in Greek volumes:

✓ 20% CAGR in loans versus 14%

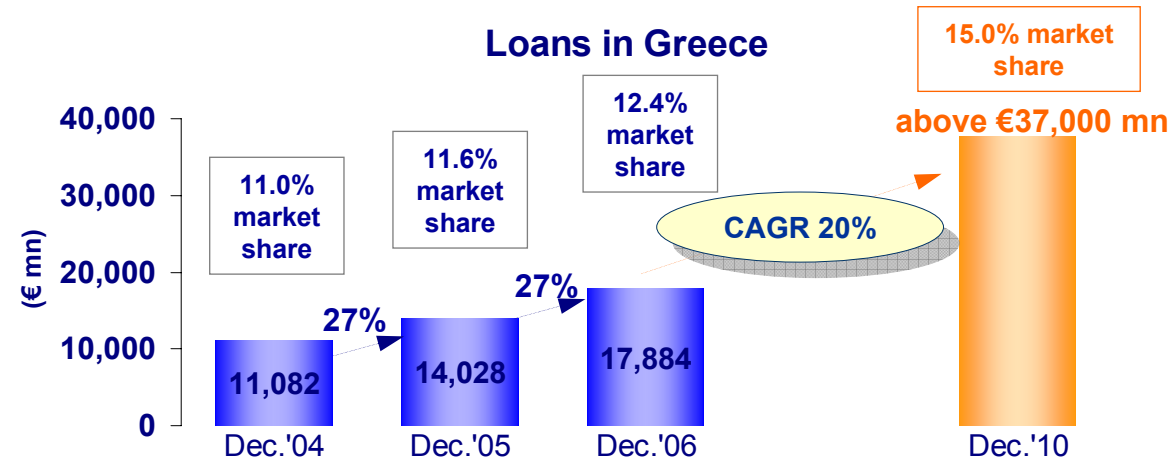
for Greek market

✓ 15% CAGR in deposits versus 9%

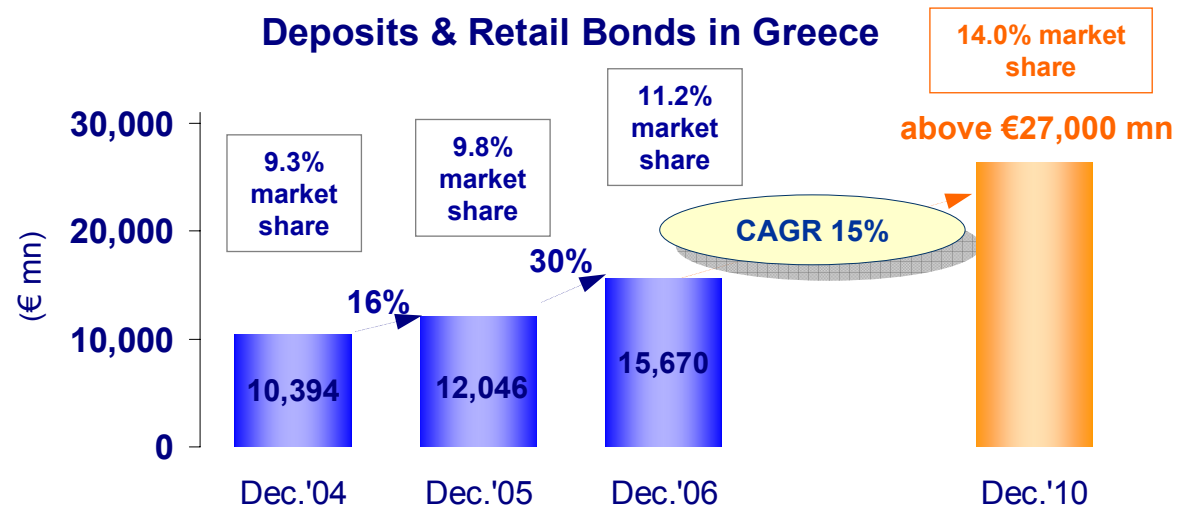
for Greek market

Forecasted loans / GDP 2010 (e) at 94%  
against 124% currently for EMU

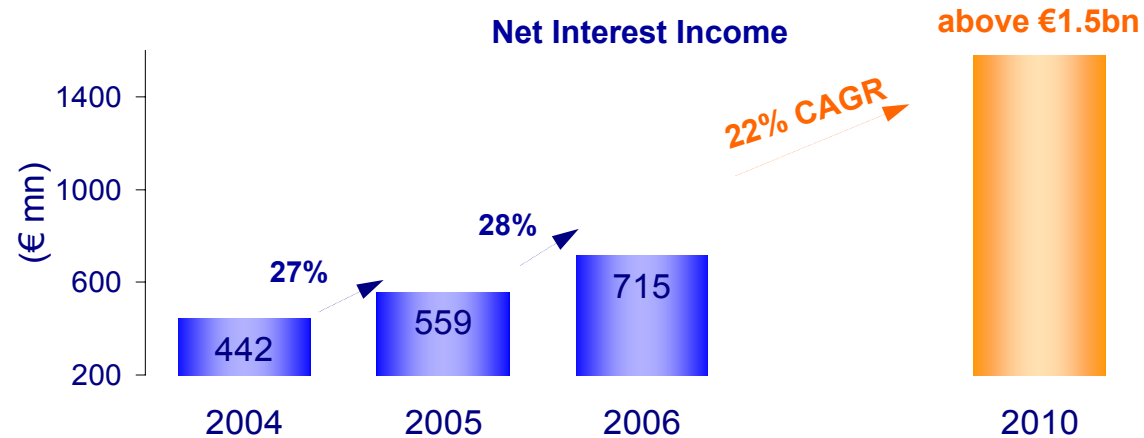
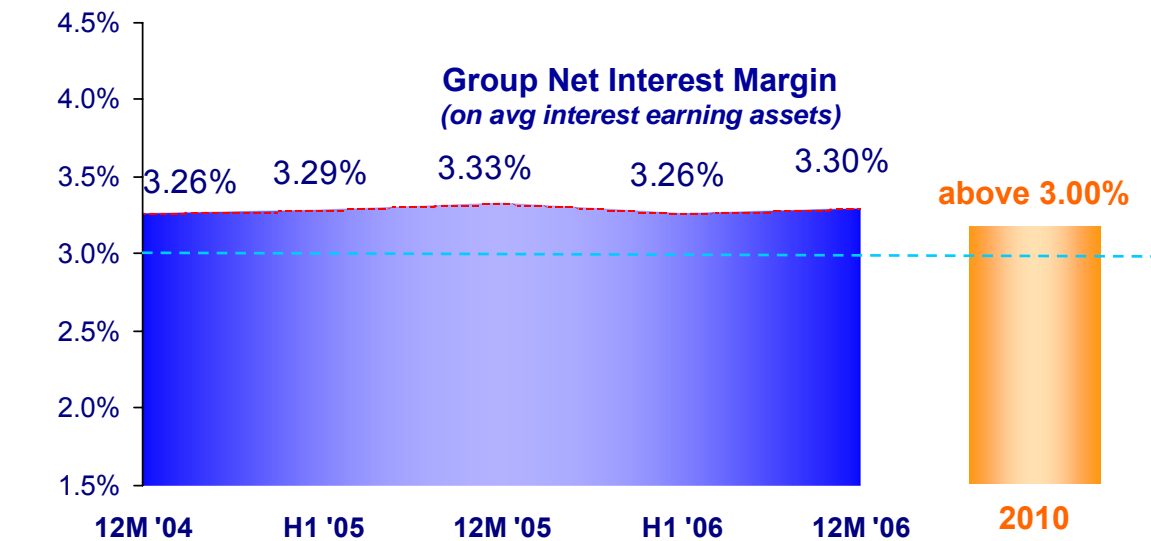
### Loans in Greece



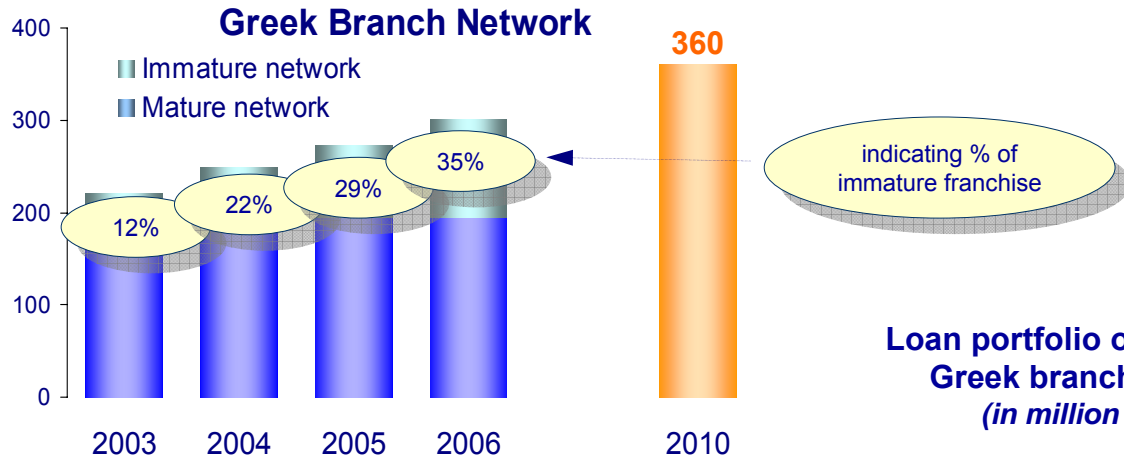
### Deposits & Retail Bonds in Greece



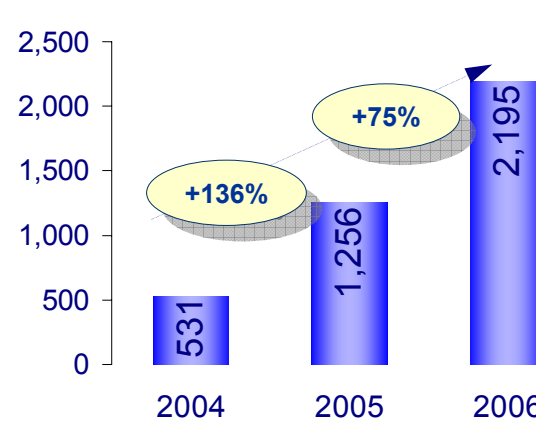
## Net Interest Income and Margin Targets



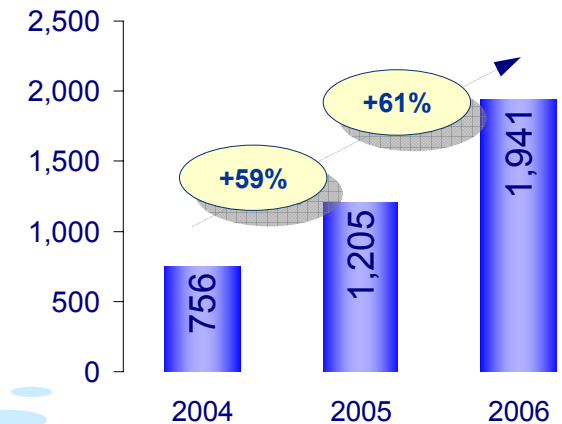
## Domestic Franchise Boosting Revenues & Profitability



**Loan portfolio of 'immature' Greek branch network**  
(in million euros)



**Deposit portfolio of 'immature' Greek branch network**  
(in million euros)



The market share goals for the Greek market will be greatly facilitated by the young branch network 'maturing' ...

... more than 100 units in Greece considered as 'immature' (opened after 2002)

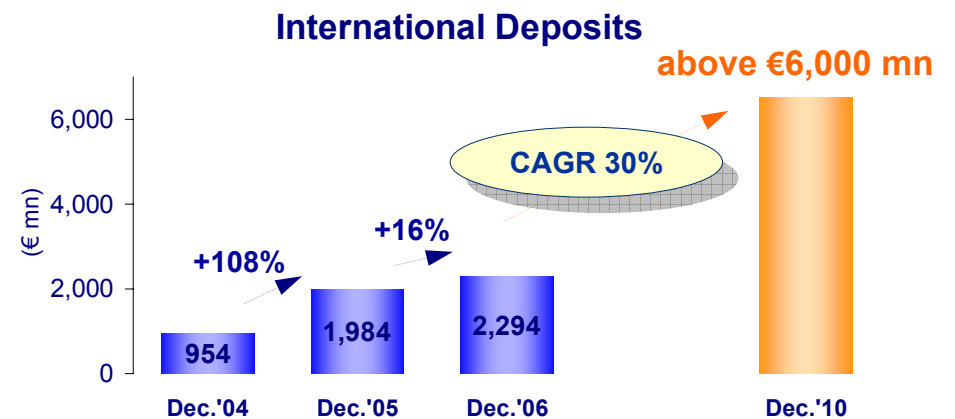
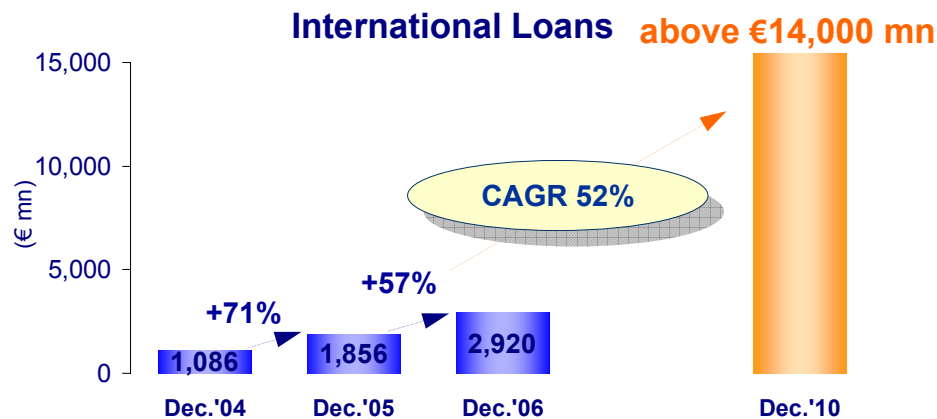
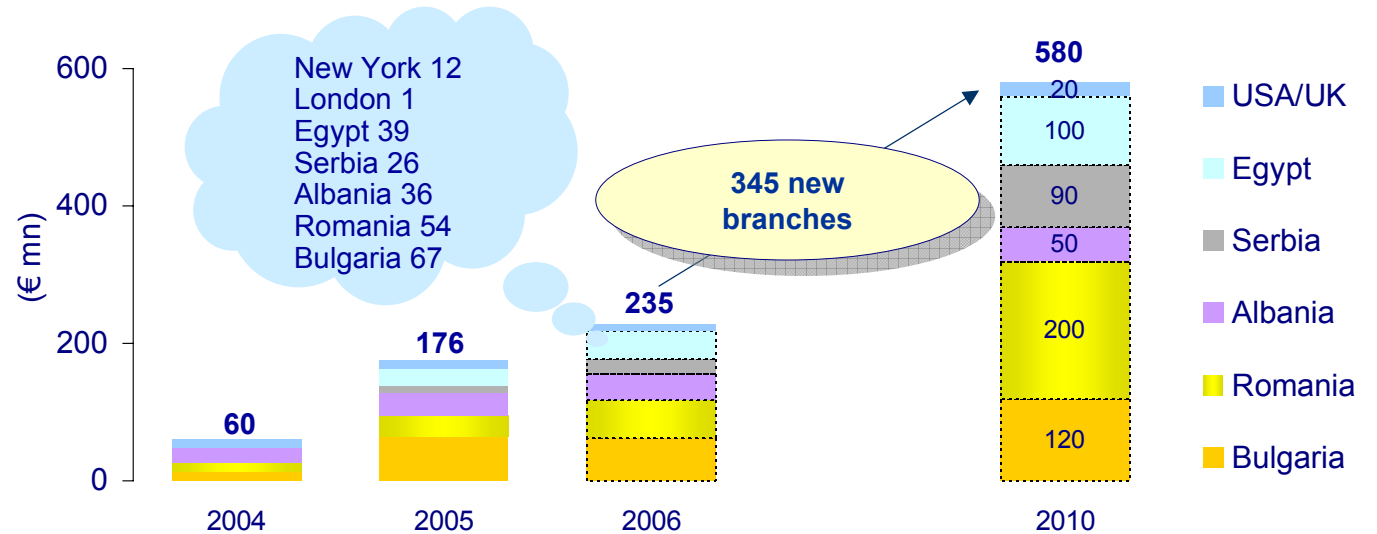
... growth fuelled by retail banking expertise, strong brand image and customer orientation

it is worth noting that 'mature' branches have also a very good track record (i.e. 5 percentage points above market growth)

## International Volumes & Presence Over the Next 4 Years ...

Robust growth of contribution from international operations by 2010 :

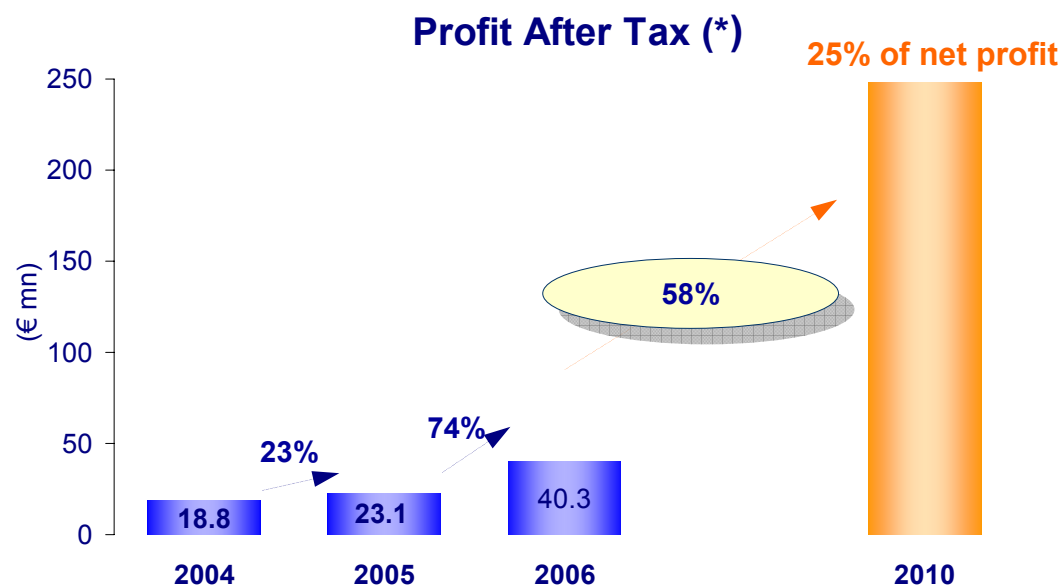
- ✓ 28% of group loans
- ✓ 20% of group deposits
- ✓ 62% of group branches
- ✓ More than 3,000 additional employees, reaching 6,500 international workforce



## International Profitability Target

Robust growth of  
contribution from  
international operations  
by 2010 :

✓ 25% of net profit



(\*) adjusted for funding cost

## Business Plan 2007 - 2010 Basic Assumptions

		2007 (f)	2008 (f)	2009 (f)	2010 (f)
ECB rate (end of year)		4.00%	4.25%	4.25%	4.00%
GREEK MARKET					
GDP growth (real)		3.9%	4.0%	4.1%	3.9%
Loans / GDP ratio		79%	85%	90%	94%
Loans market growth		16%	14%	14%	12%
Deposits market growth		11%	10%	9%	8%
INTERNATIONAL MARKETS					
Albania	GDP growth (real)	6.0%	6.0%	5.8%	5.8%
	Loans / GDP ratio	25%	31%	38%	45%
	Loans market growth	40%	33%	33%	30%
	Deposits market growth	18%	18%	19%	19%
Bulgaria	GDP growth (real)	6.5%	5.5%	5.7%	5.7%
	Loans / GDP ratio	57%	68%	81%	93%
	Loans market growth	35%	30%	30%	25%
	Deposits market growth	25%	18%	15%	13%
Romania	GDP growth (real)	6.2%	6.0%	5.9%	5.1%
	Loans / GDP ratio	38%	46%	54%	63%
	Loans market growth	52%	38%	30%	30%
	Deposits market growth	26%	27%	24%	22%
Serbia	GDP growth (real)	5.0%	6.0%	5.9%	5.8%
	Loans / GDP ratio	40%	47%	54%	59%
	Loans market growth	37%	32%	27%	22%
	Deposits market growth	17%	17%	16%	15%
Egypt	GDP growth (real)	5.9%	5.3%	5.2%	5.1%
	Loans / GDP ratio	57%	57%	60%	64%
	Loans market growth	7%	9%	12%	12%
	Deposits market growth	10%	9%	10%	10%

Source: Ministry of Economy & Finance for 2007-2009 Greek GDP growth  
The rest are Piraeus Bank's forecasts (f)

Financial Calendar 2007\*

Annual Results of Year 2006  
Wednesday, 31 January '07

1st Quarter 2007 Results  
Wednesday, 9 May '07

Interim Results 2007  
Wednesday, 1 August '07

Nine Month 2007 Results  
Wednesday, 31 October '07

(\*) The dates are provisional

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Bloomberg: TPEIR GA <F8>

Reuters: BOPr.AT