



GENIKI BANK

FY2010 RESULTS

Presentation to financial analysts



A better bank
for a better life



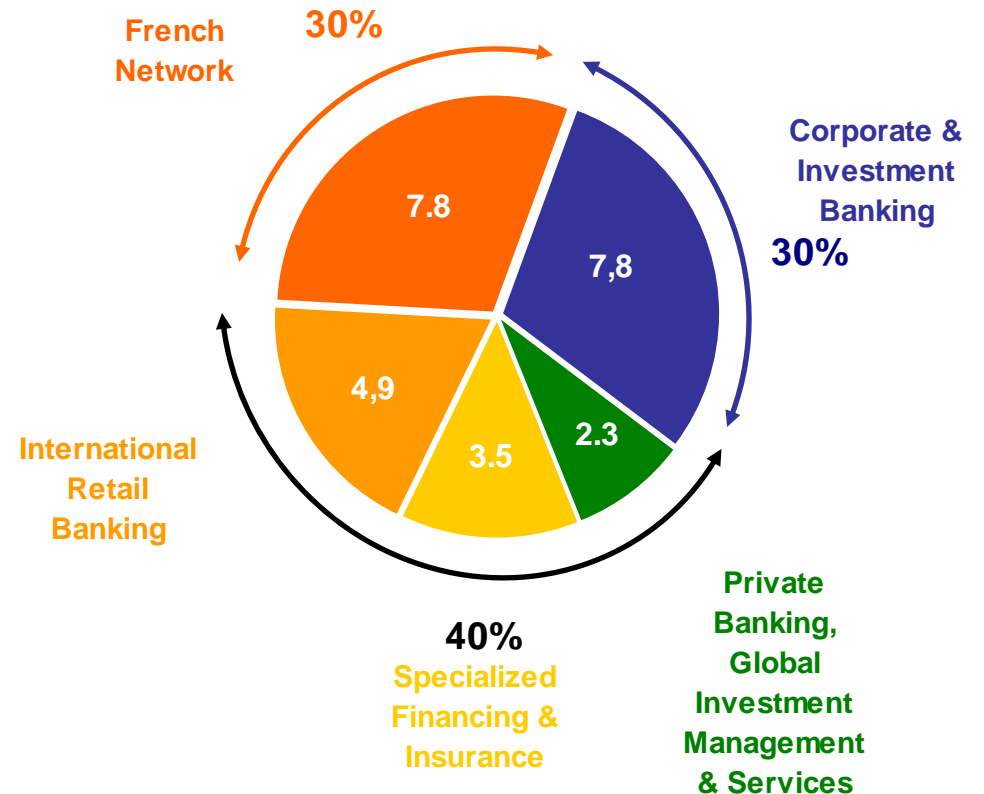
SOCIETE GENERALE GROUP

Key figures (at end-2010)

- 157,000 employees
- More than 32 mn. Individuals customers
- Latest Rating: A+ (S&P), Aa2 (Moody's) & A+ (Fitch)
- Best Bank in Central and Eastern Europe by Euromoney

Geniki is part of Société Générale Group

Contribution of Businesses to 2010 NBI (in bn. EUR)



2010 NBI: EUR 26.4 bn. (At Group level)



2010 Financial Year: Group net income of EUR 3.9bn confirming the Group's rebound

First stage of Ambition SG 2015 transformation project

- Increased revenues for core businesses: EUR 26.4bn (+3.9% vs 2009)
- Improved cost to income ratio: 63.4% (65.5 in 2009)
- Lower cost of risk: 83 bp (-23 bp vs 2009)
- Tier I Ratio: 10.6% (Core Tier I of 8.5%)
- EPS: EUR 4.96 (vs EUR 0.45 in 2009)
- Proposed dividend: EUR 1.75 per share (vs EUR 0.25 per share in 2009)


Q4 2010: Ongoing dynamic growth of core businesses

- Revenues of core businesses: +21.9% vs Q4 2009
- Cost of risk: 77 bp
- Gross operating income: EUR 2.4bn
- Group net income: EUR 874m



SOCIETE GENERALE GROUP

SG in Greece: reminder

Universal Banking	 GENIKI Bank (*)
Leasing	 GENIKI Leasing
Custody	 SOCIETE GENERALE Securities Services
Private banking	 SG Private Banking
Insurance	 SOCIETE GENERALE INSURANCE   GENIKI Insurance Agent
Operational vehicle leasing and fleet management	 ALD Automotive
Collection management	 GENIKI Information ΜΕΛΟΣ ΤΟΥ ΟΜΙΛΟΥ SOCIETE GENERALE
2 Large Corp. Business Centers	 GENIKI Bank  GENIKI Finance

(*) And its subsidiaries



GENIKI'S PROFILE

Geniki: a « Universal Bank » that is leveraging SG's Retail know-how & Corporate & Investment Banking

■ Key figures (at end-2010)

- ▶ Total assets: EUR 4.3 bn
- ▶ More than 313,000 customers
- ▶ 1,766 employees, 117 branches, 2 Large Clients Business centres, 179 ATM's

■ Latest Moody's Rating (as of 16/06/2010):

- ▶ Long-term rating : Baa3
- ▶ Short-term rating : Prime-3

■ 88.4% participation of SG Group after the last SCI

A network covering the entire Greek market, ensuring a large geographical diversification





BALANCE SHEET GENIKI GROUP

- **Deposits: -11.2%**
(market growth at -12.2%)
- **Gross Loans:-11.5%**
(market growth at +1.7%)
- **Net Loans /Deposits:**
148.6% vs 149.1% in 2009
(market at 123.4%)
- **Capital Adequacy Ratio at**
12.97% (vs 9.73% in 2009)

In €ths.	Dec 10	Dec 09	Change 10/09
Cash	162.575	106.573	52,5%
Due from banks	91.449	116.742	-21,7%
Derivatives	8.107	9.061	-10,5%
Customer loans (Net)	3.507.231	3.964.664	-11,5%
Other securities	259.989	377.479	-31,1%
Participations	0	743	-100,0%
Fixed assets	87.653	97.467	-10,1%
Other assets	159.003	157.164	1,2%
TOTAL ASSETS	4.276.007	4.829.893	-11,5%
Due to banks	1.546.336	1.697.652	-8,9%
Customer deposits	2.360.967	2.659.463	-11,2%
Derivatives	6.439	7.136	-9,8%
Other Liabilities	59.807	71.306	-16,1%
Subordinated debt	125.201	125.201	0,0%
Shareholder's equity	177.257	269.135	-34,1%
TOTAL LIABILITIES & EQUITY	4.276.007	4.829.893	-11,5%



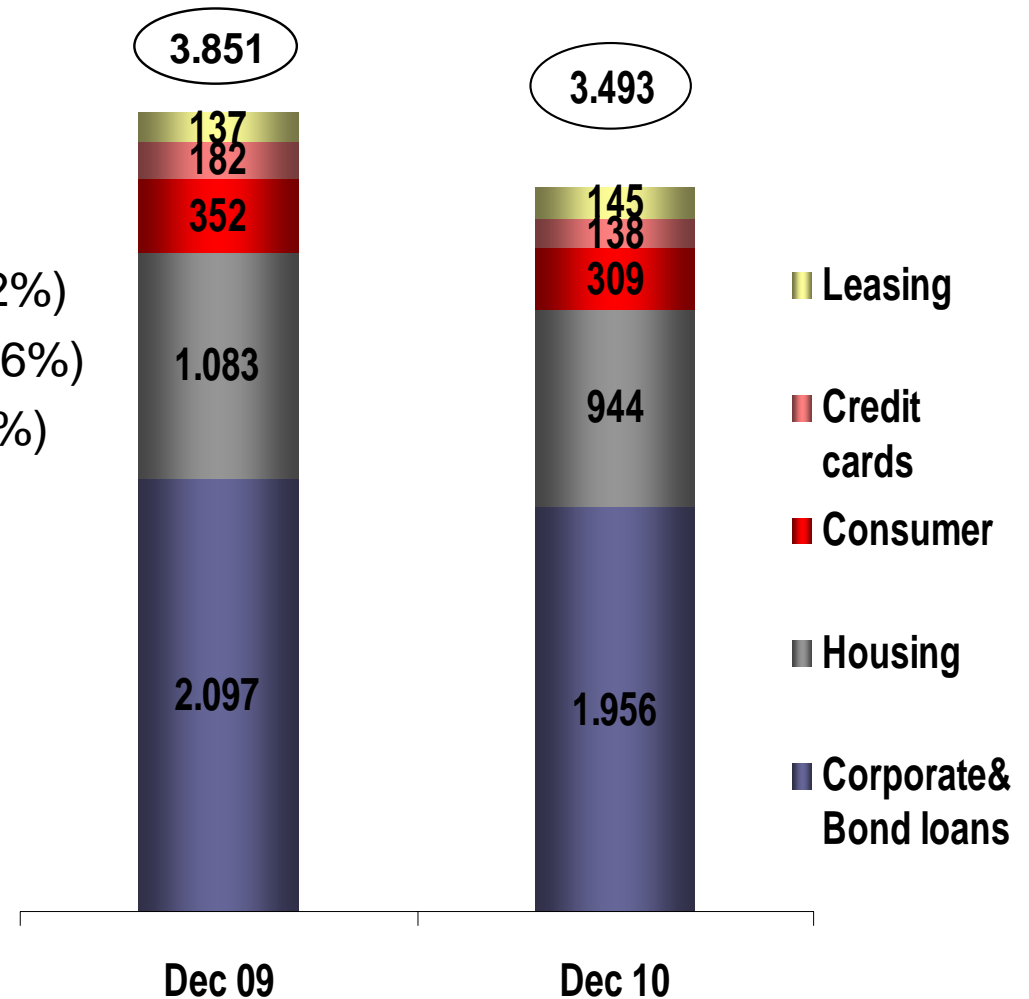
PERFORMING LOANS

-9.3% decrease on Performing Loans (vs -4.5% 2009/2008)

■ Loans to individuals: -13.9% (market at -1.3%)

- ▶ Housing loans: -12.8% (market at -0.2%)
- ▶ Consumer loans: -12% (market at +0.6%)
- ▶ Credit cards: -24.3% (market at -11.9%)

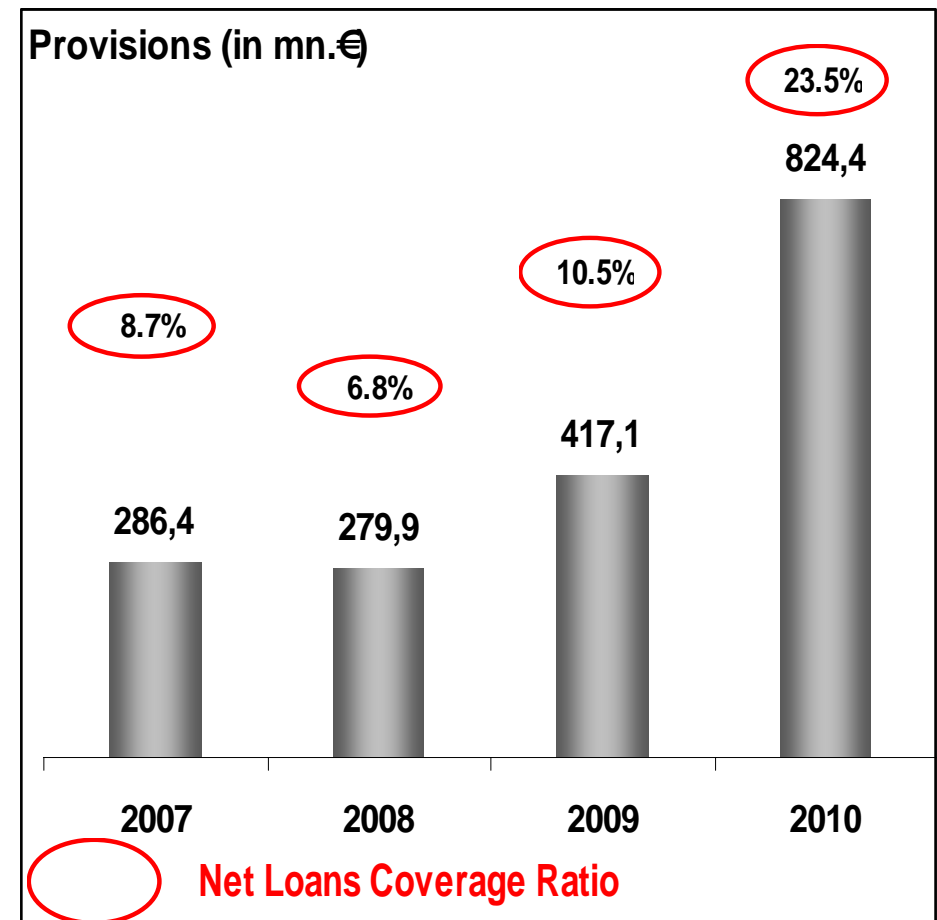
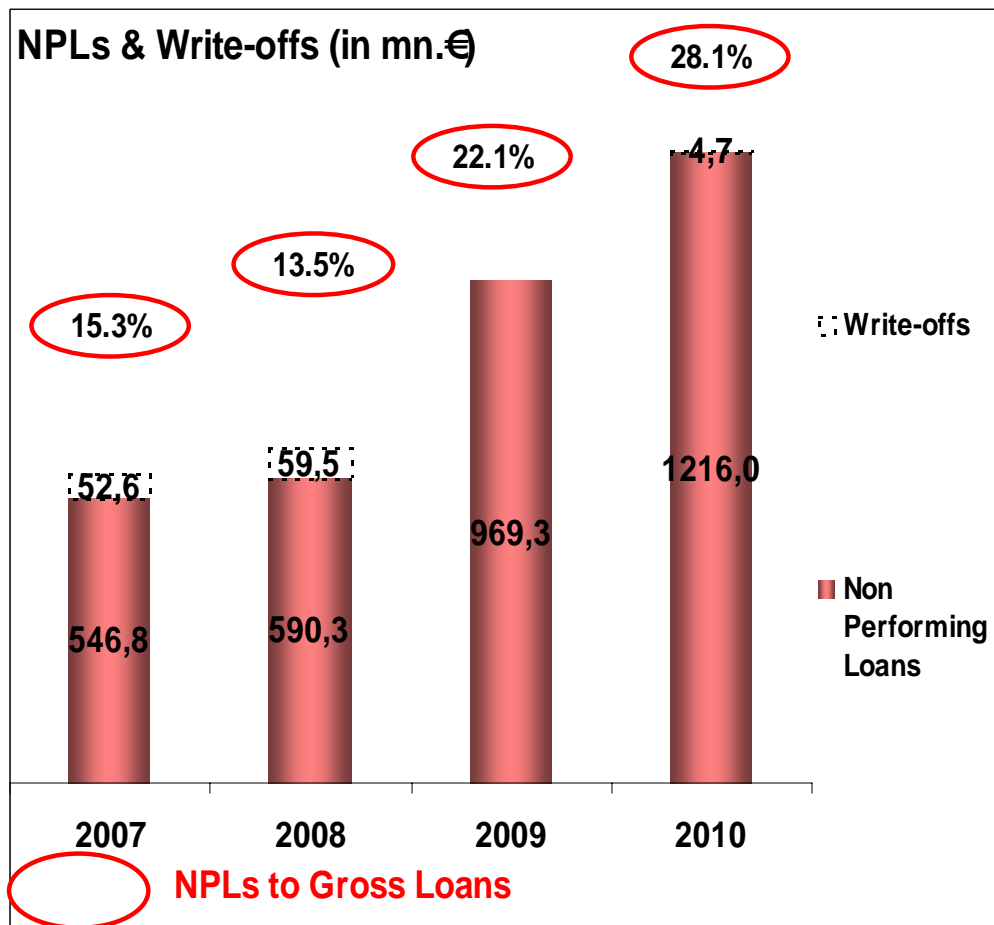
■ Corporate & Bond Loans: -6.7% (market at +4.4%)



Note: Account 20 of local norms, plus bond loans and leasing.



+100% increase on stock of provisions driving the NPL coverage ratio at 68% for 2010 (from 43% in 2009)

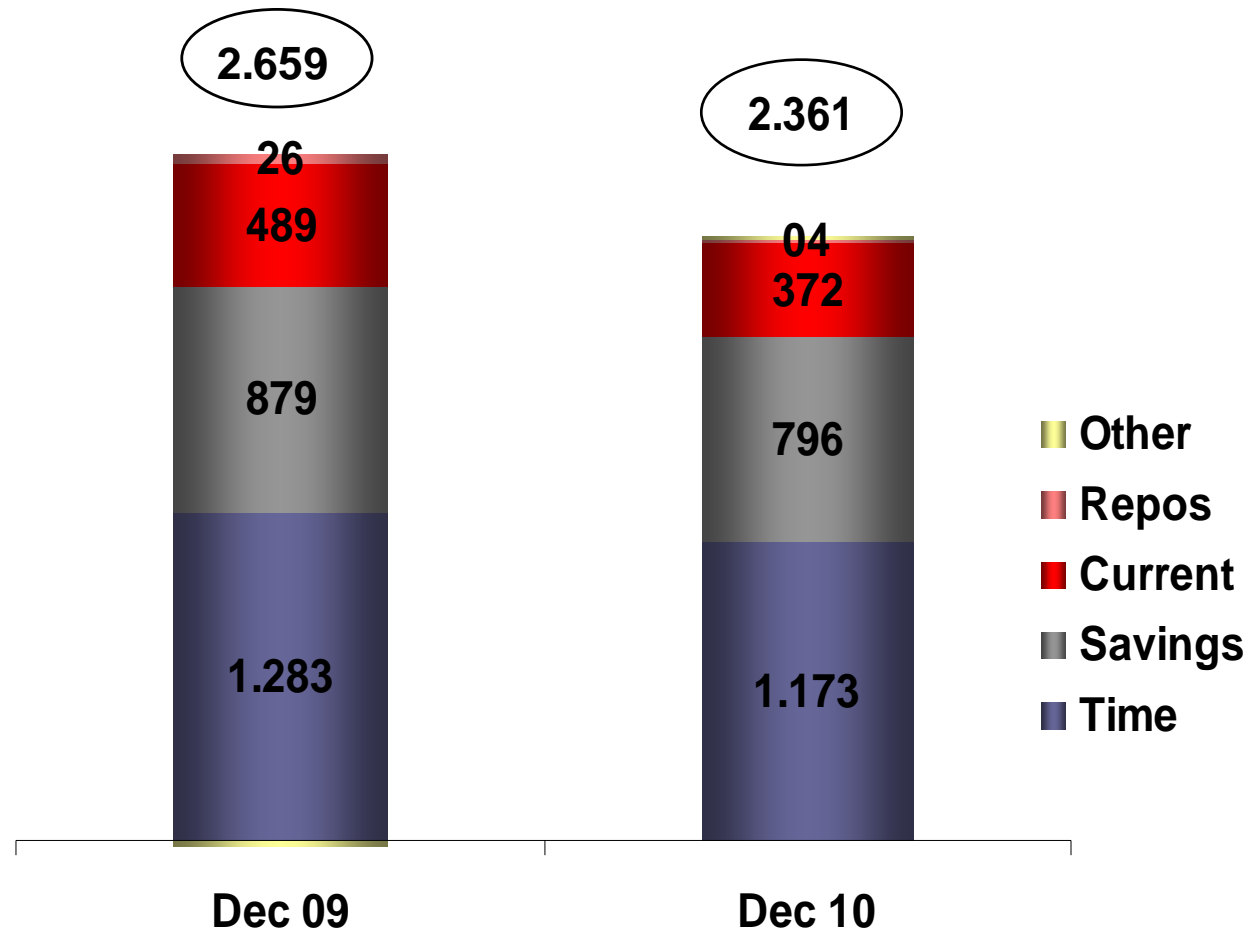




DEPOSITS & REPOS

Decreasing trend of -11.2% (2010 vs 2009)

- **Sight: -23.9%**
(market at -13.1%)
- **Time deposits: -8.6%**
(market at -12.1%)
- **Repos: -85.6%**
(market at -56.1%)
- **Savings: -9.4%**
(market at -12%)





PROFIT & LOSS GENIKI GROUP

- Net interest income: -14.9%
- NBI: -14.6% (vs -2.1% change 09/08)
- Operating expenses: -0.8%
- Increase of Cost/income ratio
- 2010 provisions: 3 times the provisions of the previous year

In €ths.	Dec 10	Dec 09	Change 10/09
Net interest income	128.485	150.982	-14,9%
Net fees	31.226	32.892	-5,1%
Other operating income	2.356	5.992	-60,7%
NBI	162.067	189.866	-14,6%
Staff fees	-89.675	-89.739	-0,1%
Administrative expenses	-52.050	-53.908	-3,4%
Depreciation	-13.838	-13.174	5,0%
Operating expenses	-155.563	-156.821	-0,8%
Gross operating income	6.504	33.045	-80,3%
Net allocation to provisions	-415.181	-139.552	x 3
Pre-Tax Profit	-408.677	-106.507	nm
Cost / Income ratio	96,0%	82,6%	16,2%



NET BANKING INCOME

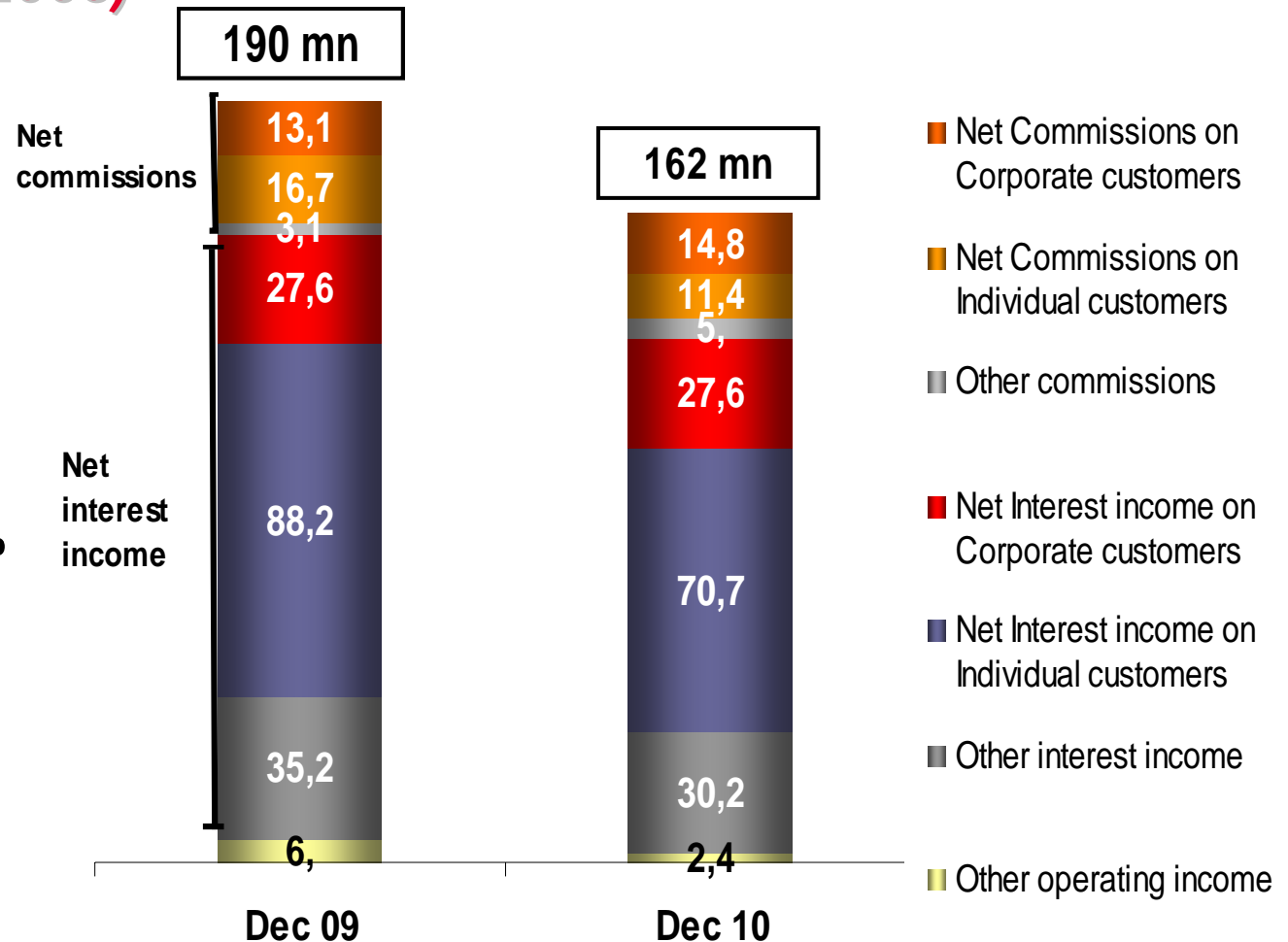
**NBI: -14.6%, driven by the reduction of net interest income
(vs -2.1% 2009/2008)**

■ **Net Interest margin :
-14.9% (vs +5.8%
2009/2008)**

- ▶ interest income on corporate customers is stable

■ **Net commissions: -5.1%
(vs -3.2% 2009/2008)**

- ▶ Commissions on corporate customers : +13.4%



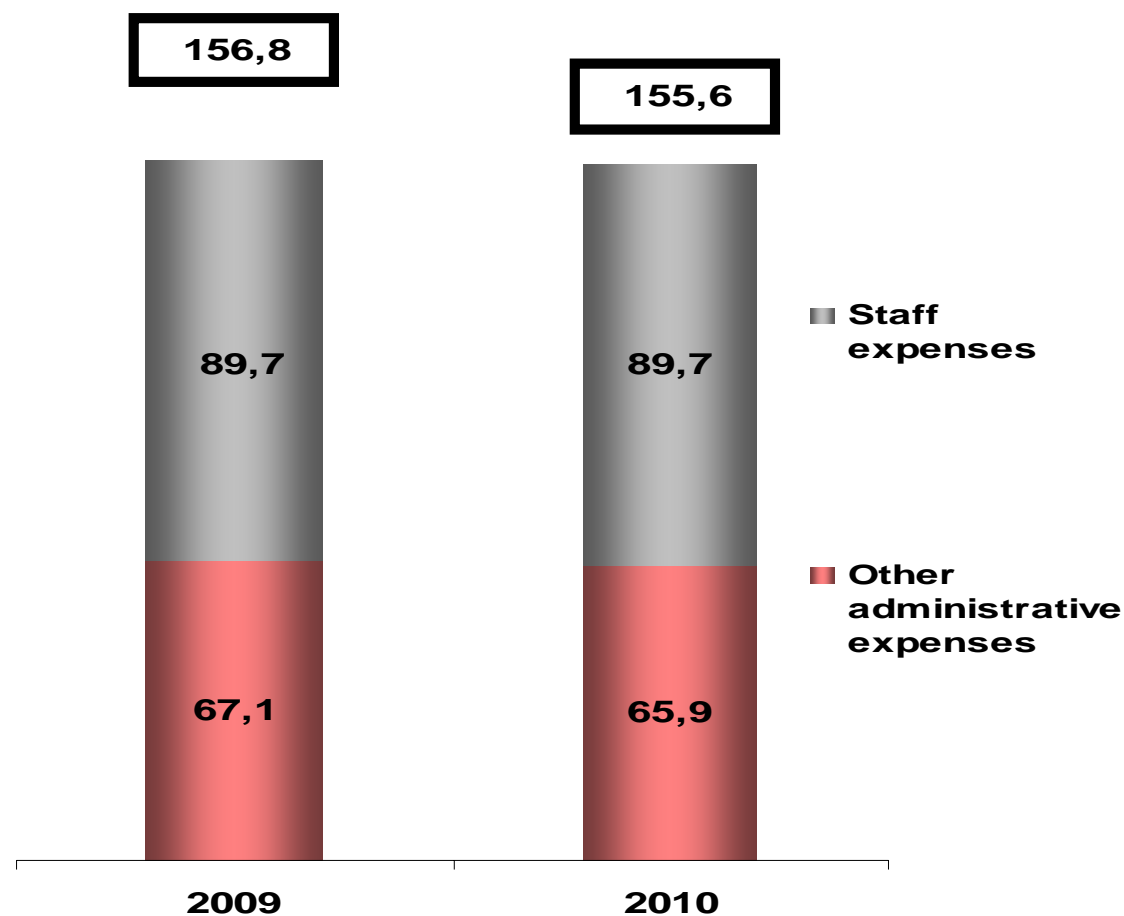
(*) data based on IFRS 8 – Segment Reporting



OPERATING EXPENSES

-0.8% decrease on OpEx

- **Staff expenses: -0.1%**
- **Other administrative expenses (including depreciation): -1.8%**





STRATEGY OF GENIKI BANK

- **Continue to develop its activity with focus on affluent clients, Private Banking and large international corporates**
- **Cost containment including reduction of Headcounts and branches (network will remain above 100 branches)**
- **Reduction of Cost of Risk through**
 - ▶ Stricter risk policy
 - ▶ Invest significantly to recover part of the doubtful loans