



## Trading Update Q3.2015

*The financial and operational information of the Bank as at and for the nine months ended 30 September 2015 included below is based on preliminary figures and estimates of the management of the Bank which are based on a number of assumptions that are subject to inherent uncertainties and subject to changes, which may be both foreseeable and unforeseeable. Such financial and operational information is not intended to be a comprehensive statement of the Bank's financial and operational information as at and for the nine months ended 30 September 2015. Such information has been prepared by our Board of Directors and senior management and has not been audited, reviewed or verified by our independent auditors. As such, you should not place undue reliance on it. By virtue of the decision No. 0001259/25.9.2015 of the Minister of Finance, the time period for the publication of the financial statements for the six months ended 30 June 2015, of Greek credit institutions with shares listed on the ATHEX has been extended to 31 October 2015. Over the course of the next weeks we will be completing our financial statements for the six months ended 30 June 2015 and our financial statements for the nine months ended 30 September 2015.*

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- **Customer deposits** totaled €38.1 bn at the end of September, of which €34.5 bn was in Greece. The economic and political conditions in Greece showed signs of stabilization following the agreement with the Institutions in mid-July, and **as of the termination of the bank holiday on 20 July 2015 to-date (mid-October) there have been €0.5 bn in net domestic deposit inflows.**
- **Eurosystem funding** decreased from €37.3 bn at the end of June 2015 to €35.8 bn at the end of September, with ELA down from €22.2 bn at the end of June to €21.2 bn at the end of September.
- **Gross loans** stood at €68.9 bn at the end of September 2015 (of which €63.3 bn in Greece) vs. €70.0 bn at the end of June 2015 (of which €64.2 bn in Greece).
- **Further reduction of time deposit rates in Greece** in Q3 (front book at 110 bps in Sep 2015 vs. 174 bps in June 2015, monthly averages), partially contributed to offsetting the ELA burden (in excess of 2% cost including State fee for Pillar 2 as collateral).
- **Net 90dpd loans in arrears formation in Q3.2015** was at €356 mn for the Group vs. €111 mn in Q2.2015, while in Greece it came in at €327 mn vs. almost zero formation in Q2.2015. This amount of new NPL formation in Greece corresponds to 52 bps over the domestic loan book.
- **Group branch network** comprised 1,071 units at the end of September 2015, of which 778 branches were in Greece and 293 abroad. The Greek branch network was reduced by 51 branches in 9 months 2015, with the Restructuring Plan 2017 target of reducing the Greek network to 870 units having already been exceeded.
- **Group headcount** at the end of September 2015 stood at 19,769 employees, of which 15,715 were related to the Group's Greek operations.
- As at 30 September 2015, Piraeus **fully repaid €2.2 bn of Pillar 3 bonds** (L3723/2008), as liquidity conditions stabilized.
- **Interbank repo activity** with EFSF bonds as collateral was re-initiated, with €0.4bn outstanding at the end of September 2015 vs. zero balance at the end of June 2015.

amounts in bn € | #

Preliminary Figures

Selected Balance Sheet Figures	30 Sep 2015	30 June 2015	qoq
<b>Deposits</b>	<b>38.1</b>	<b>38.8</b>	<b>-0.7</b>
o/w in Greece	34.5	35.1	-0.6
<b>Gross Loans</b>	<b>68.9</b>	<b>70.0</b>	<b>-1.1</b>
o/w in Greece	63.3	64.2	-0.9
<b>Eurosystem Funding</b>	<b>35.8</b>	<b>37.3</b>	<b>-1.5</b>
o/w ELA	21.2	22.2	-1.0
<b>Branches (#)</b>	<b>1,071</b>	<b>1,098</b>	<b>-27</b>
o/w in Greece	778	804	-26
<b>Headcount (#)</b>	<b>19,769</b>	<b>19,895</b>	<b>-126</b>
o/w in Greece	15,715	15,743	-28

Athens, October 19<sup>th</sup> 2015