



ALPHA BANK

Press Release

ORDINARY GENERAL MEETING OF THE SHAREHOLDERS OF ALPHA BANK OF JUNE 28, 2019

The Chairman of the Board of Directors, Mr. V. T. Rapanos, and the CEO of Alpha Bank, Mr. V. E. Psaltis, addressed attendees at the Ordinary General Meeting of the Bank's Shareholders which took place earlier today, Friday, June 28, 2019.

The Chairman of the Board of Directors Mr. Vasileios T. Rapanos said that 2018 marked “a turning point in Greece’s economic recovery”, noting that the country successfully concluded the third Fiscal Adjustment Programme following the reduction of severe macroeconomic imbalances and the implementation of significant structural reforms. Despite these positive developments, as he pointed out, Greece still faces the challenge of meeting two key objectives; the acceleration of economic growth in the coming years and the achievement of high primary surpluses to meet fiscal commitments it has made.

Mr. Rapanos also told Shareholders that, in the present environment, the banking system is required to take action to further reduce the high stock of Non-Performing Exposures in order to be able to finance sound entrepreneurship and contribute to the restructuring of the country’s production sector.

Referring to Alpha Bank, the Chairman of the Board indicated that 2018 was a positive year in which key strategic objectives were achieved, with a particularly satisfying performance in critical areas. The Bank remained profitable, its capital adequacy remained high and its reliance on the Emergency Liquidity Assistance of the Bank of Greece dropped to near-zero.

Mr. Rapanos also noted that the efforts of Alpha Bank, as well as those of the other banks, to radically reduce Non-Performing Exposures will be greatly facilitated if the proposals for strengthening bank capital submitted by the Hellenic Financial Stability Fund and the Bank of Greece are approved by the Greek Parliament.

The Chairman of the Board pointed out that, in addition to the actions taken by Alpha Bank to solidify its financial stability in 2018, the Bank also introduced a series of initiatives to further improve and strengthen its corporate governance, the most significant development being the resignation of the Chief Executive Officer, Mr. Demetrios P. Mantzounis, and his replacement by Mr. Vassilios E. Psaltis.

Mr. Rapanos expressed his gratitude once again to Mr. Demetrios P. Mantzounis for his contribution to the Bank over his long term of service and especially for his role in helping Alpha Bank overcome the major difficulties caused by the crisis in the Greek economy.

Mr. Rapanos confirmed that the Bank has concluded the first stage pertaining to the strategic planning of the Group focused on recovering operational flexibility, enabling the Bank to adapt to a constantly changing and more demanding international legal and regulatory environment and effectively make the most of digital technologies. He expressed his confidence that the projects being developed under the new CEO will



allow the Bank to serve its Customers even more effectively and further support Greece's economy - "a policy our Bank has been guided by since its establishment".

Concluding his speech, the Chairman of the Board of Directors kindly reminded the Shareholders that "this year Alpha Bank is modestly celebrating its 140th anniversary"; he gave assurances on behalf of the Board that, "with the utmost respect for our history, we will continue to work diligently and methodically towards overcoming new challenges and ensuring that Alpha Bank remains an exemplary Greek banking institution".

On the Bank's 140th anniversary and alongside his appointment as **Chief Executive Officer, Mr. Vassilios E. Psaltis** acknowledged the great responsibility he has undertaken and reiterated his commitment to the common goals of the Shareholders of the Bank: prioritising Customers and supporting the Greek Economy, which is now entering a period of sustained recovery.

Mr. Psaltis referred to the achievements of Alpha Bank in 2018 and highlighted the successful completion of the Bank's Restructuring Plan which will allow for the recovery of operational flexibility. In addition, the Bank made significant progress in cleaning-up its balance sheet by further improving the quality of its loan portfolio, enhancing liquidity and retaining its strong capital base.

The Bank is focused on reducing its Non-Performing Exposures by accelerating the sales of non-performing loans and delivered the 7th best performance in Europe and the best among Greek banks in 2018 in terms of NPE reduction. In particular, the Bank successfully executed three NPL disposals, both secured and unsecured, totaling approximately Euro 3 billion on-balance sheet gross book value, corresponding to total claims of approximately Euro 7 billion.

Alpha Bank remains committed to its guiding principle of strengthening the Greek economy and fostering entrepreneurship by extending credit to sectors where loan demand is strong. With this in mind, new loan disbursements increased to Euro 3 billion in 2018. Furthermore, in recognition of the Bank's continued commitment to promoting innovative initiatives and investments, it was named the "Most Active Issuing Bank in 2018 in Greece" by the EBRD for a second consecutive year.

Mr. Psaltis also made reference to the strategic advantages of Alpha Bank, highlighting the Bank's solid capital base, improved liquidity position, as well as its credibility and demonstrable track record in successfully executing major transformation plans and, of course, its Employees.

In addition, the CEO presented the four key pillars of the Group's Strategic Planning:

- Accelerate NPE reduction by taking advantage of the increased flexibility that derives from the Bank's strong capital position - which allows us to explore a wider range of options - as well as through leveraging the structural initiatives proposed by the Government and Greek authorities.
- Support dynamic growth and investment in Greece through new financing to the real economy and by expanding value-added services to facilitate and develop our Customer's activity.
- Utilise the evolving capabilities of technology, through the Bank's Digital Transformation Programme, to respond to our Customers' expectations for fast, modern and efficient solutions through all channels, in order to enhance productivity and optimize operational efficiency.
- Develop human capital with a commitment to outcomes in a merit-based environment that provides employees with the means and training to support their work, as well as incentives to contribute to the achievement of wider business goals.



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Concluding his speech, Mr. Psaltis noted that the ultimate goal of our redesigned strategy is for the Bank to reach the next chapter in its development whereby the balance sheet clean-up has been successfully completed and the Bank has returned to healthy levels of profitability and value creation for Shareholders. He also mentioned that that within the fourth quarter of this year Alpha Bank intends to communicate its redesigned strategy, through which it will effectively address legacy issues and prepare the Bank for the future.

Athens, June 28, 2019