# 3Q22 Financial Results

10 November 2022

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# 1 | Key Highlights

# 9M22 Group financial highlights: strong performance continues

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**9M22 PAT** *cont. ops*
**€652m**

*9M22 attributable PAT*
*€680m*

**9M22 COP**
**€464m**

up +41% yoy, on core income recovery

**Core income**
**€1,206m** up +8% yoy

**C:CI**
**48%** -280bps yoy

**Performing loans**[1]
**+€1.3b ytd**
*at €26.5b*

**Disbursements**[1]
**+45% yoy**
€4.0b in 9M22

**Net NPEs**[1] **€0.3b**
NPEs at €1.8b

**NPE ratio**[1] **5.9%**

**NPE Coverage**[1]
**83%**

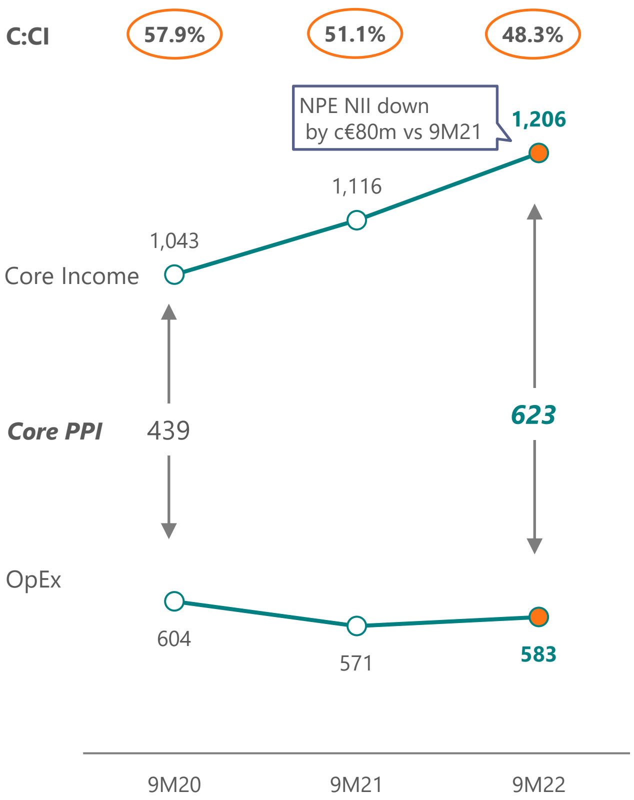
**CET1 FL**[2]
**15.2%**
c15.8% pro forma for EVO payments merchant acquiring

**Total Capital FL**[2]
**16.3%**
c16.9% pro forma for EVO payments merchant acquiring

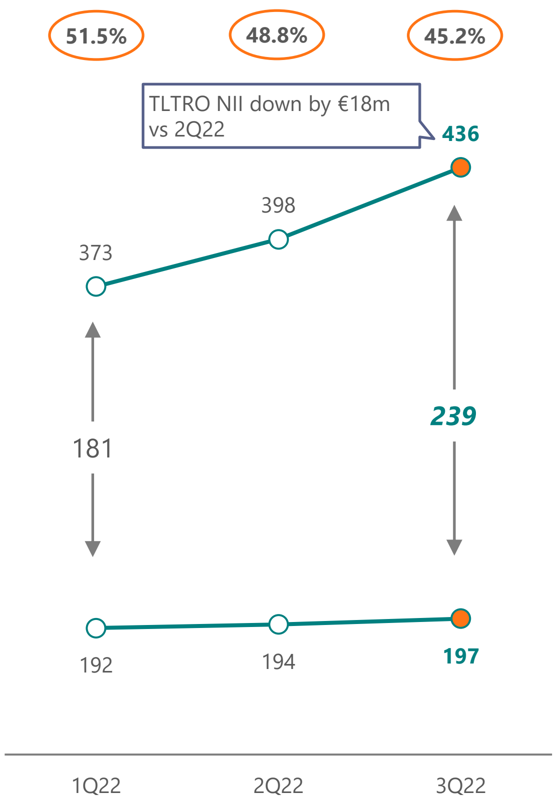
1. Domestic level | 2. Including period PAT

# 9M Group profitability recovery accelerates on strong core income rebound (+8% yoy)

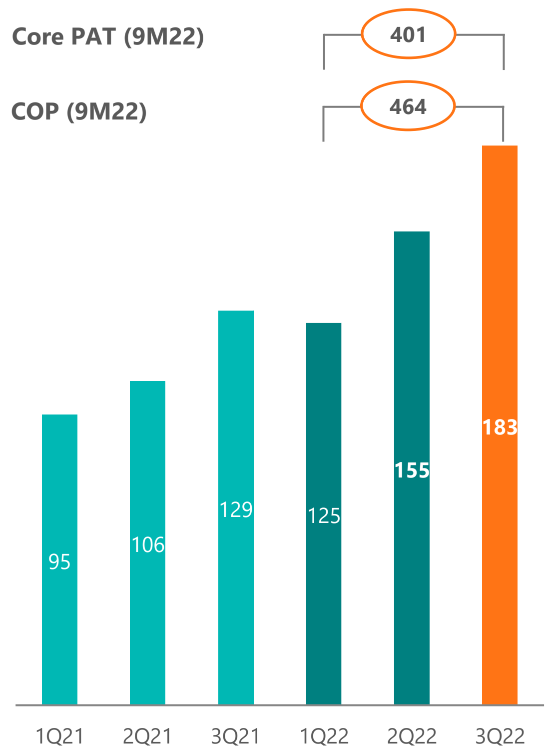
## Profitability "jaws" | € m – 9M22




## Profitability "jaws" | € m – 3Q22




## COP & core PAT[1] | € m




1. core PAT excludes trading, other income and associated income tax

# Sustained improvement across financial and operating KPIs leads to significant outperformance

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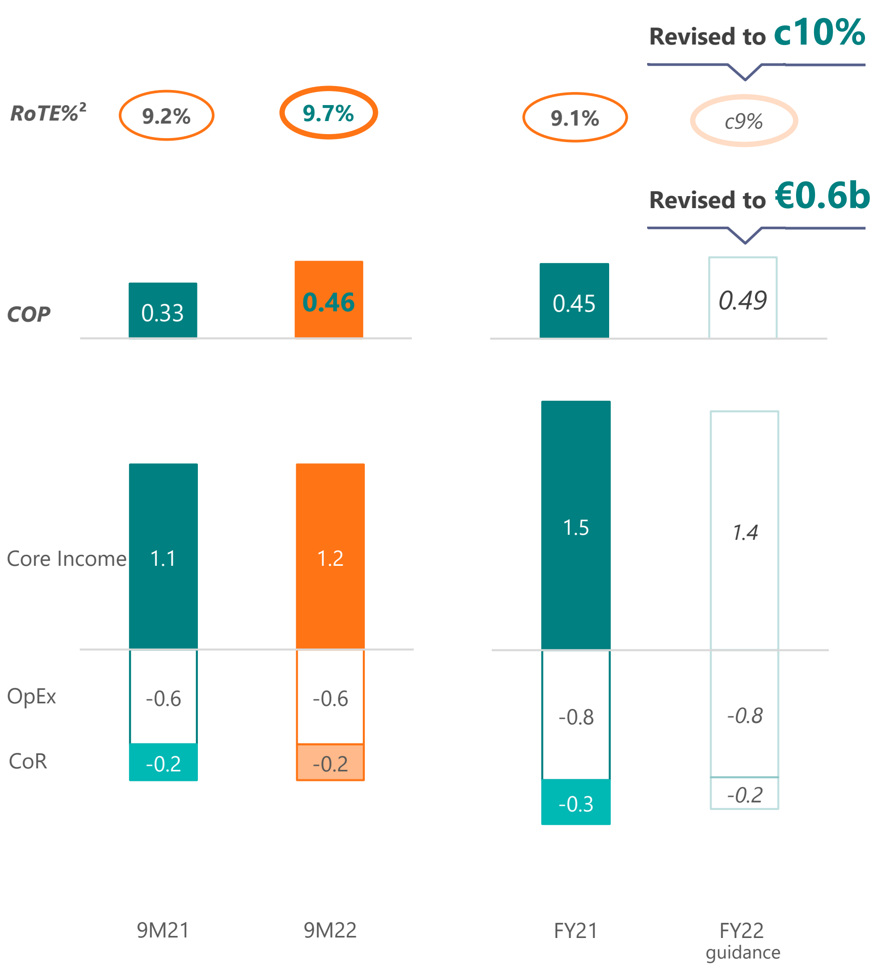
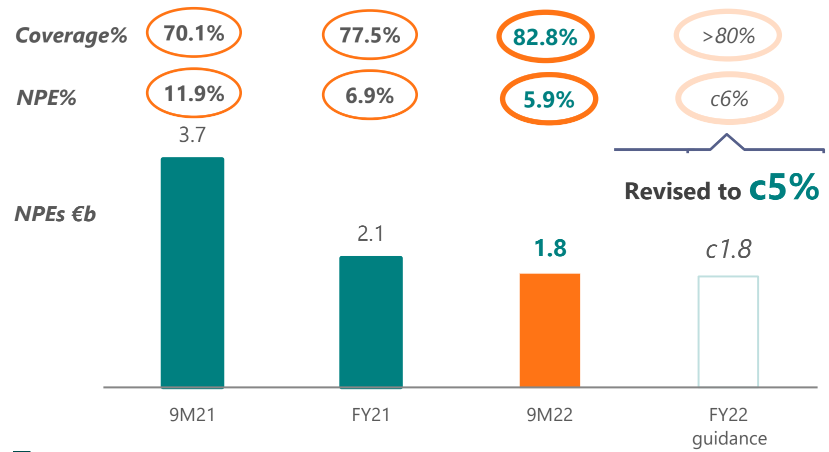
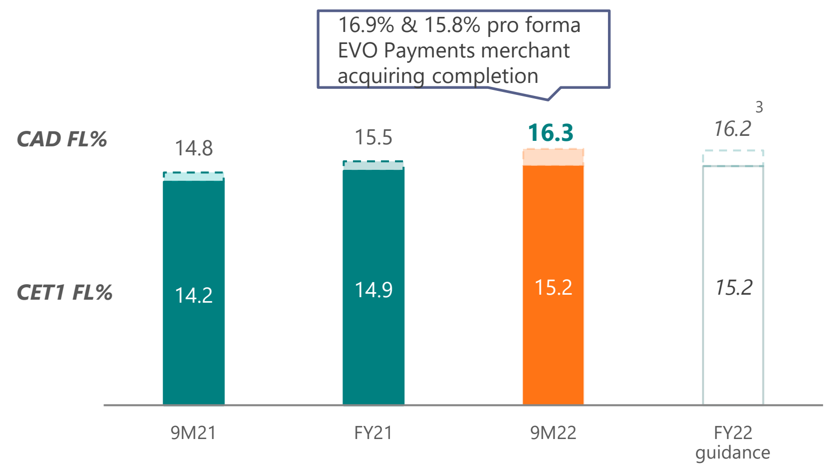
## Profitability | € b




## Asset quality[1] | € b




## Capital | %




1. Domestic | 2. RoTE calculated as core PAT (excl trading, other income and associated tax, disc. ops & one-offs) over avg tangible equity | 3. excluding potential MREL related issuances in 2022. Room for additional c200bps AT1/T2

## Greece remains resilient to impact from inflation, buoyed by tourism, a strong labor market and energy support fiscal measures

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**GDP growth momentum remained solid through 3Q22**

**Strong private consumption & business activity compounded by surging tourism in 3Q22**

**Greece's economic performance continued to exceed expectations, with key growth drivers remaining intact through 3Q22**

- **1H22 GDP** +7.8% y-o-y vs +4.8% in the euro area, with high frequency indicators pointing to FY22 GDP growth of c6%
- **Tourism revenues** bounce back to pre-pandemic highs (July - August matching the 2019 revenue levels), bolstering business activity
- **Private consumption** increased by a solid 11.4% y-o-y in 1H22, in constant price terms, buoyed by a strong labor market
- **Business profit** and other earnings from unincorporated business activity rose by 13.9% y-o-y in 1H22, to €52.6b – the highest level in more than 10 years; strong signs for 3Q22
- **Employment** rose by 6.5% y-o-y in 9M22 – slowing to 2.1% in 3Q22 – with the unemployment rate at a 12-year low of 11.8% in September
- **Business turnover**, excluding energy-related industries & financial services, up by 30% y-o-y in August, higher by c40% against pre-pandemic level (+28.6% y-o-y in 8M22)
- **Economic sentiment**, sectoral survey data and other high frequency indicators remained at expansionary levels in 3Q22, considerably above their 20-year average, but showed some signs of decline in October

| | 3Q19 | 3Q20 | 3Q21 | 3Q22 |
|---|---|---|---|---|
| **Unemployment rate** (%) | 17.5% | 17.0% | 13.8% | 12.0% |
| **Employment growth** (YoY) | 2.1% | -1.7% | 5.3% | 2.1% |
| **Business turnover** (YoY, x energy-related industries & financial services) | … | -11.6% | 23.8% | 26.5%[1] |
| **Goods exports** (x oil/ships, YoY) | 8.5% | 5.5% | 19.2% | 22.5% |
| **Goods imports** (x oil/ships, YoY) | 7.1% | 0.9% | 20.4% | 22.3%[1] |
| **Tourism revenue** (deviation from respective 2019 level) | … | -72.6% | -29.3% | -0.5%[1] |
| **ESI** (index level) | 108.6 | 89.9 | 111.5 | 102.5 |
| **Private sector deposits** (€bn)[2] | 139.2 | 153.1 | 173.7 | 185.5 |
| **Tax revenue** (YoY)[2] | 1.3% | -14.5% | 8.7% | 20.4% |

*[1] 3Q22 corresponds to average Jul-Aug 2022 data*

*[2] end of period data*

*Sources: ELSTAT, BoG, EU Commission, Greek Ministry of Finance*

Key Highlights

# Defenses against a worsening balance of near-term risks

**Persistent inflation pressures, uncertainty and accelerated monetary tightening dampen euro area growth expectations**

**Inflation in Greece climbed to 30-year high in 3Q22** and the subsequent cost-of-living and production-cost shocks will take longer to dissipate, due to:

- **Persistently high energy price forecasts** for 2023 and considerable energy security risks for the euro area, despite a notable decrease in international natural gas prices in October of c60%, from an all-time high in August, amid a high level of replenishment of the EU gas storage capacity, favorable weather conditions and new initiatives at an EU level to lower supply uncertainty and price volatility
- **Stronger-than-expected underlying inflation** as core inflation (excluding energy, food and tobacco) remains on a steep upward trend, climbing to a 23-year high of c5.0% in September and pointing to a broadening of inflation pressures to several categories of goods and services
- **More resilient demand** in Greece, which bolsters the firms' pricing power
- **Higher dependence of Greece on imported production resources** and capital and final consumer goods, that entails a stronger transmission of imported inflation to domestic prices

**The economic outlook for the euro area has weakened significantly** in recent months, as the inflation crisis and energy-related risks are combined with a faster normalization in monetary policy

**Greece is expected to exhibit resilience to the international economic slowdown**

**Greece will continue outperforming** the euro area average in this challenging environment, on the back of:

- **Positive carryover effect** on GDP growth from the strong 9M22 performance (c3pps in 4Q22, 0.5 ppts in FY23)
- **Drag of high inflation on real household disposable income** will be largely offset by fiscal measures, as well as increased employment and wages, with the lagged impact of tourism carried through 4Q22
- **Limited risks for energy security**, with lignite-based electricity production increased by c45% y-o-y and domestic consumption of electricity lowered by c12% y-o-y in July-August, while natural gas consumption domestically dropped by c15% y-o-y in 9M22
- **Fiscal support to the economy** in 2023 will remain significant but will be more targeted. The gross value of the support is estimated at c€12b in 2022 and at c€8b in 2023, assuming energy prices remain in line with current market expectations
- **Greek economy remains in a different phase of the business and credit cycle**, with low leverage in the private sector (c55% of GDP), real estate valuations still well below their pre-crisis levels and private sector cash buffers close to multi-year highs

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# 2 Financial Results

## Profitability leads to organic capital creation, increasing the FL CET1 by +20bps qoq

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### P&L Highlights

**9M22 Group PAT (cont. ops.) reaches €652m, as core income continues on a recovery trajectory, while credit risk charges and operating costs are contained. COP up by 41% to €464m, almost reaching the levels guided for the FY22 (€490m)**

Solid 9M22 core income growth of +8% yoy is driven by positive NII dynamics, with 3Q22 NII up by 11% qoq, absorbing the significant reduction in NPE & TLTRO NII, also reflecting continued strength in fee business (+22% yoy). Despite accelerated inflation and our ambitious strategic IT investment plan, costs have been contained (+2% yoy).

- Despite Frontier deconsolidation, reducing NPE NII almost by half or c€80m yoy and lower TLTRO by c€28m yoy, **NII edges higher by +5% yoy** driven by higher PE loan volumes and yields**; PE NII growth accelerates to +14% qoq**
- **Impressive fee income growth is sustained at +22% yoy**, beating expectations, led by the card business as well as payments and trade finance; early signs of investment product recovery
- Our C:CI improves further by 280bps yoy with **3Q22 C:CI at 45.2%**

**Additional highlight:**

**NBG within the top 10% of digital champions[1]** according to Deloitte's Global Digital Banking Maturity Survey

### P&L | Group

| € m | 9M22 | 9M21 | YoY | 3Q22 | QoQ |
|---|---|---|---|---|---|
| NII | 948 | 904 | +5% | 348 | +11% |
| Net fee & commission income | 259 | 212 | +22% | 88 | +3% |
| **Core Income** | **1 206** | **1 116** | **+8%** | **436** | **+10%** |
| Trading & other income | 312 | 413 | -24% | 11 | -94% |
| **Total Income** | **1 518** | **1 529** | **-1%** | **447** | **-23%** |
| Operating Expenses | (583) | (571) | +2% | (197) | +2% |
| **Core PPI** | **623** | **546** | **+14%** | **239** | **+17%** |
| **PPI** | **935** | **958** | **-2%** | **250** | **-35%** |
| Loan Impairments | (160) | (216) | -26% | (56) | +14% |
| **Core Operating Profit** | **464** | **330** | **+41%** | **183** | **+18%** |
| **Operating Profit** | **776** | **742** | **+5%** | **194** | **-42%** |
| Taxes | (124) | (10) | >100% | (32) | -40% |
| **PAT (cont. ops)** | **652** | **732** | **-11%** | **162** | **-43%** |
| Disc. ops, minorities & other | 28 | 35 | -22% | (28) | -71% |
| **PAT attributable** | **680** | **767** | **-11%** | **134** | **-28%** |

| Key P&L ratios | 9M22 | 9M21 | YoY | 3Q22 | QoQ |
|---|---|---|---|---|---|
| NIM (bps) | 197 | 215 | -18 | 213 | +19 |
| Cost-to-Core Income (%) | 48.3% | 51.1% | -2.8pps | 45.2% | -3.6pps |
| COP margin (bps) | 200 | 158 | +43 | 234 | +33 |

1. Out of a global sample of >300 incumbent and challenger banks, in terms of functionalities offered on public site, internet banking platform and digital app

# Negative NPE flows drive the NPE[1] ratio to 5.9%; best in class provision coverage and capital buffers maintained

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## Balance sheet Highlights

**Domestic PE loan book expands by +€2.3b yoy**

- Despite higher repayments in 3Q22, **9M PE expansion stands at +€1.3b ytd**
- Strong 4Q22 corporate pipeline is anticipated to drive **domestic YE PEs to c€27b (higher by more than €1.5b yoy), in line with our guidance**

**NPE stock[1] at €1.8b or just €0.3b net of provisions**

- **Organic NPE flows remain negative** with no signs of a pick-up in defaults and redefaults, despite persistent inflation and higher energy costs, including in NBG clients previously under support schemes
- **Cure rates remain high** at c90% for mortgages
- **NPE ratio[1] drops by a further c20bps qoq to 5.9%**
- **NPE coverage[1] keeps rising,** with 9M22 CoR at 69bps, **to a sector high of c83%**

**FL CET1 at 15.2%, FL total capital at 16.3%**

- **Strong 3Q22 profitability (+c40bps)** enhances capital buffers
- Pro forma for EVO payments merchant acquiring, **FL CET1 and FL total capital ratios at c15.8% and c16.9%**

## Key P&L Ratios | Group

| | 3Q22 | 2Q22 | 1Q22 | 4Q21 | 3Q21 |
|---|---|---|---|---|---|
| NIM (bps) | 213 | 194 | 182 | 206 | 216 |
| Cost-to-Core Income | 45% | 49% | 52% | 56% | 49% |
| Core PPI margin (bps) | 305 | 264 | 238 | 237 | 288 |
| CoR (bps) | 71 | 63 | 73 | 71 | 96 |
| COP margin (bps) | 234 | 201 | 164 | 168 | 191 |

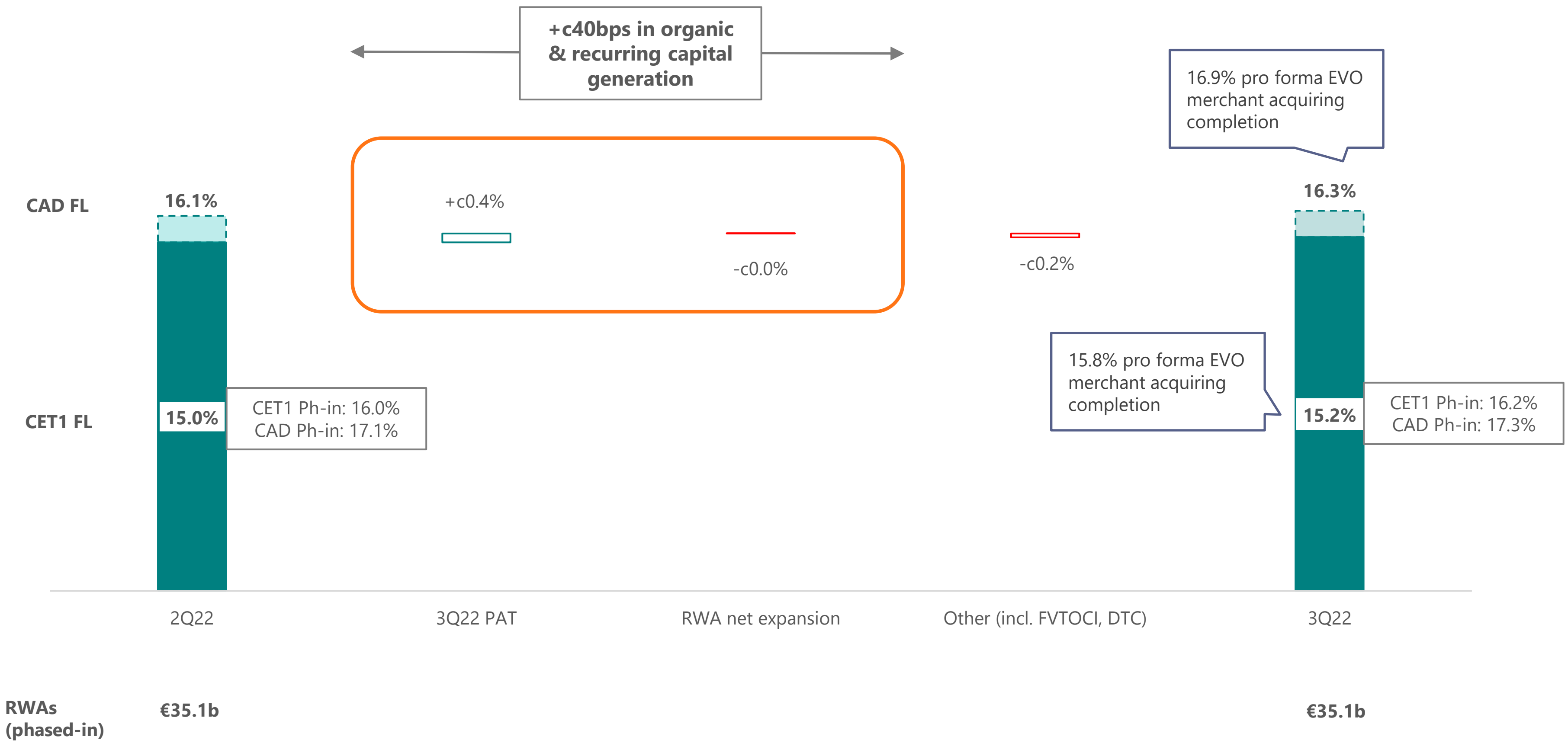
## Key Balance Sheet Ratios | Group

| | 3Q22 | 2Q22 | 1Q22 | 4Q21 | 3Q21 |
|---|---|---|---|---|---|
| **Liquidity** | | | | | |
| Loans-to-Deposits | 56%[3] | 58%[3] | 57%[3] | 57%[3] | 52% |
| LCR | 249% | 259% | 255% | 242% | 266% |
| **Asset quality** | | | | | |
| NPE ratio | 6.1% | 6.3% | 6.7% | 7.0% | 11.9% |
| NPE coverage | 82.1% | 80.3% | 81.4% | 77.2% | 69.8% |
| **Capital** | | | | | |
| CET1[4] | 16.2% | 16.0% | 16.1% | 16.9% | 16.4% |
| CET1 FL[4] | 15.2% | 15.0% | 15.1% | 14.9% | 14.2% |
| RWAs (€ b) | 35.1 | 35.1 | 34.4 | 34.7 | 36.7 |

1. Domestic | 2. Loan disbursements for the period not considering rollover of working capital repaid and increase of unused credit limits | 3. Including Frontier senior bond | 4. Including period PAT

## Recurring organic capital generation in 3Q22 continues at +c40bps

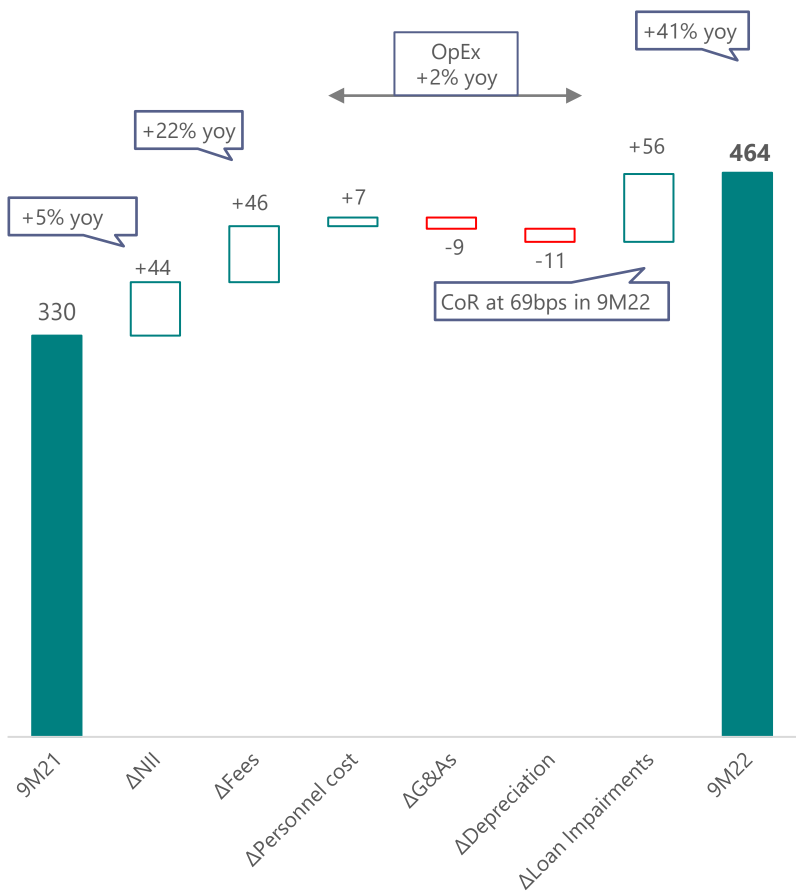
### 3Q22 FL capital movement[1]



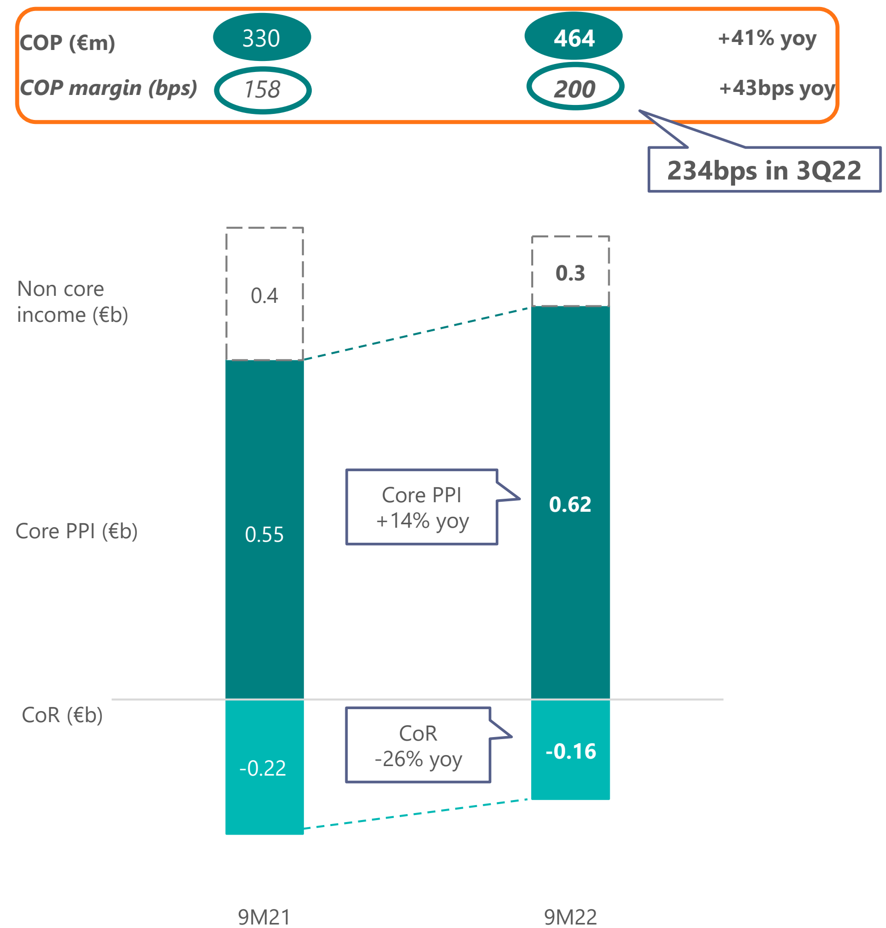

1: Including period PAT

# 9M22 Group COP up by 41% yoy mainly driven by accelerating core income growth; costs & CoR contained

## Group core operating profit bridge 9M22 (€ m)

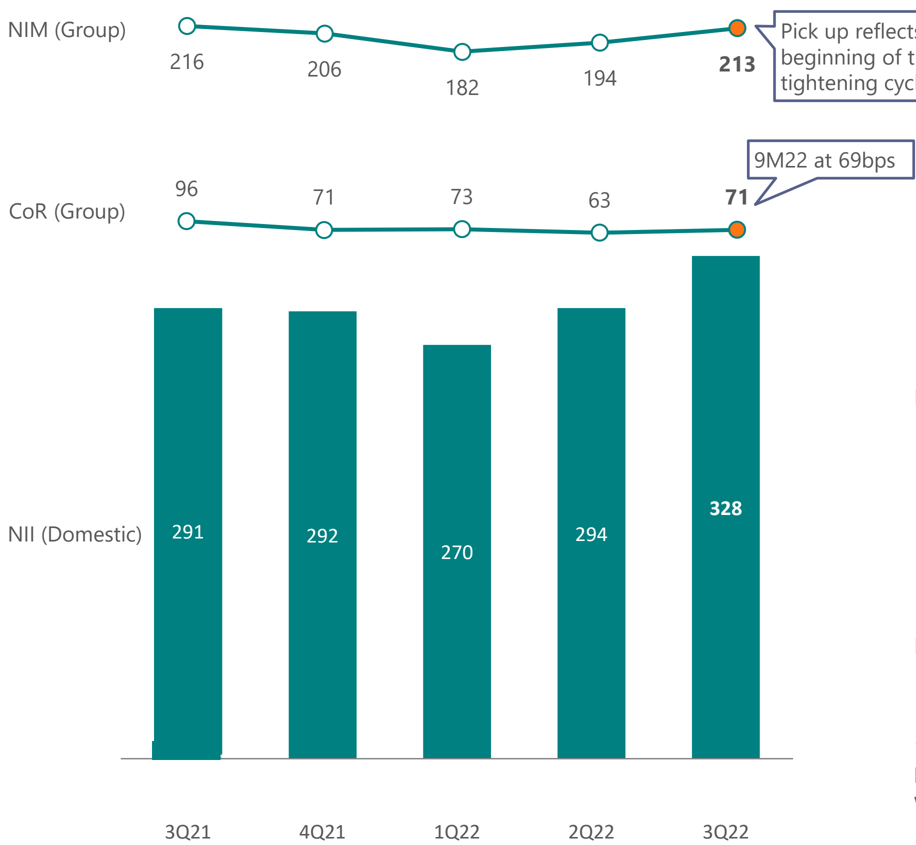



## Group operating profit decomposition 9M22 (€ b)

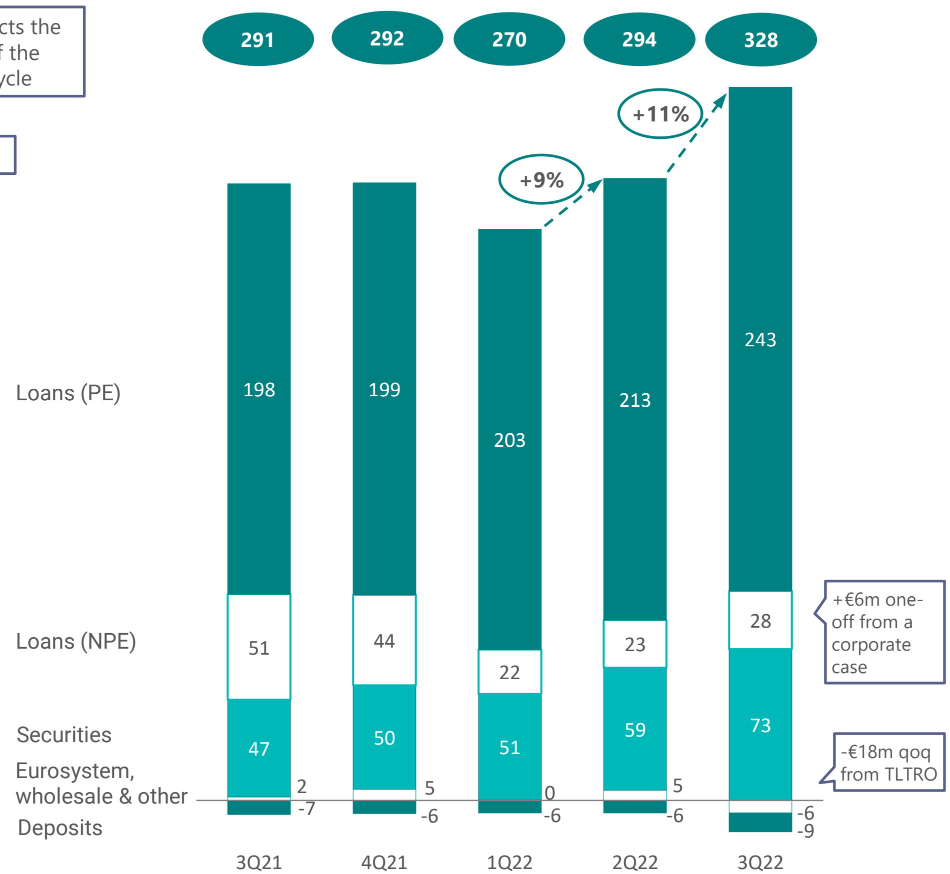


# 3Q22 NII recovery accelerates (+11% qoq), reflecting higher PE NII

## Domestic NII (€ m), Group NIM & CoR (bps)




## Domestic NII breakdown (€ m)



## Given a strong 4Q22 corporate pipeline, YE22 domestic PEs are expected near €27b, up by >€1.5b yoy

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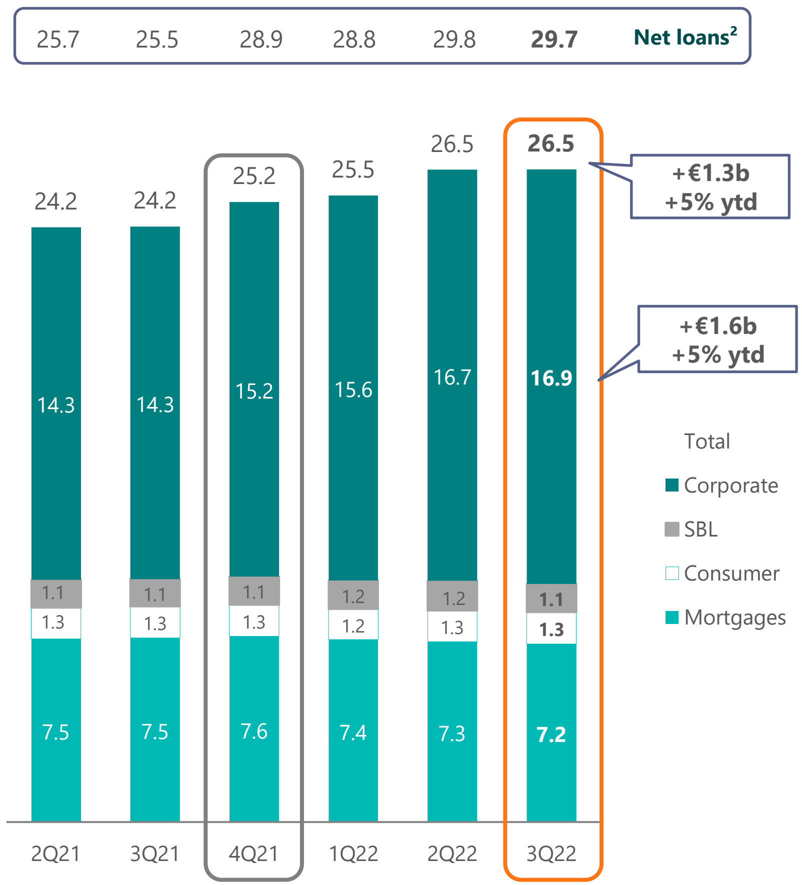
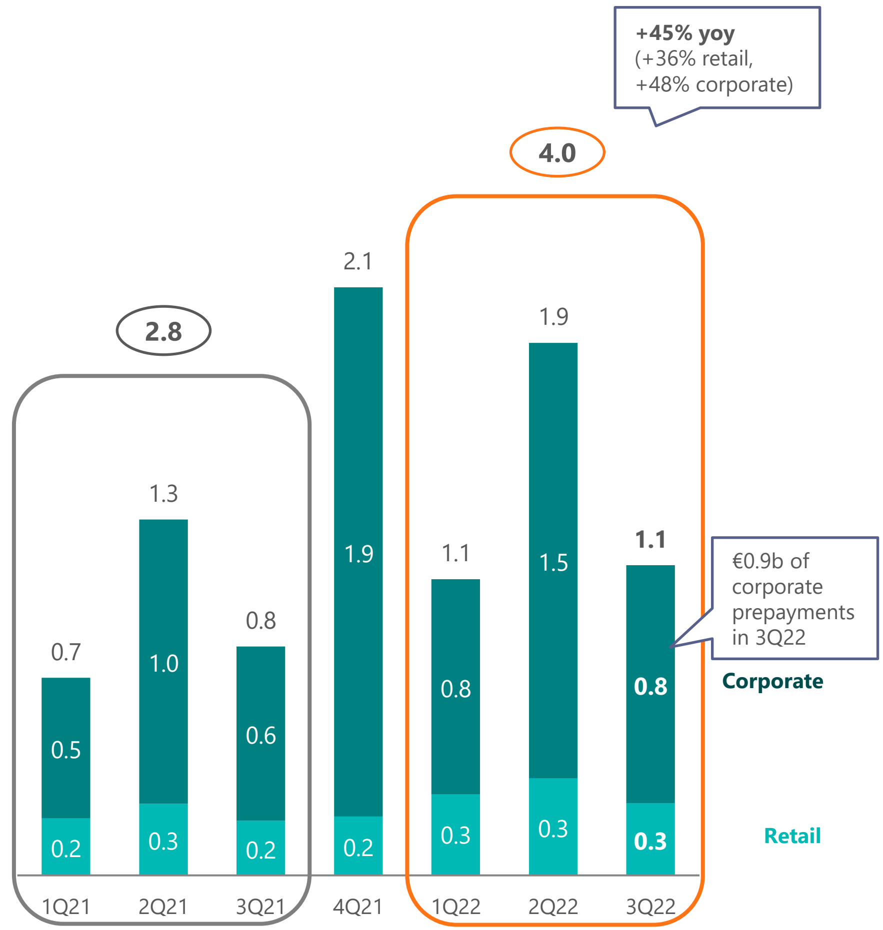
### Greek loan evolution | performing loans (€ b)




### Loan disbursements[1] (€ b)




1. Loan disbursements for the period not considering rollover of working capital repaid and increase of unused credit limits | 2. Since 4Q21, net loans include Frontier senior bond (€2.8b in 3Q22)

# PE lending yields bounce back reflecting the beginning of the tightening cycle

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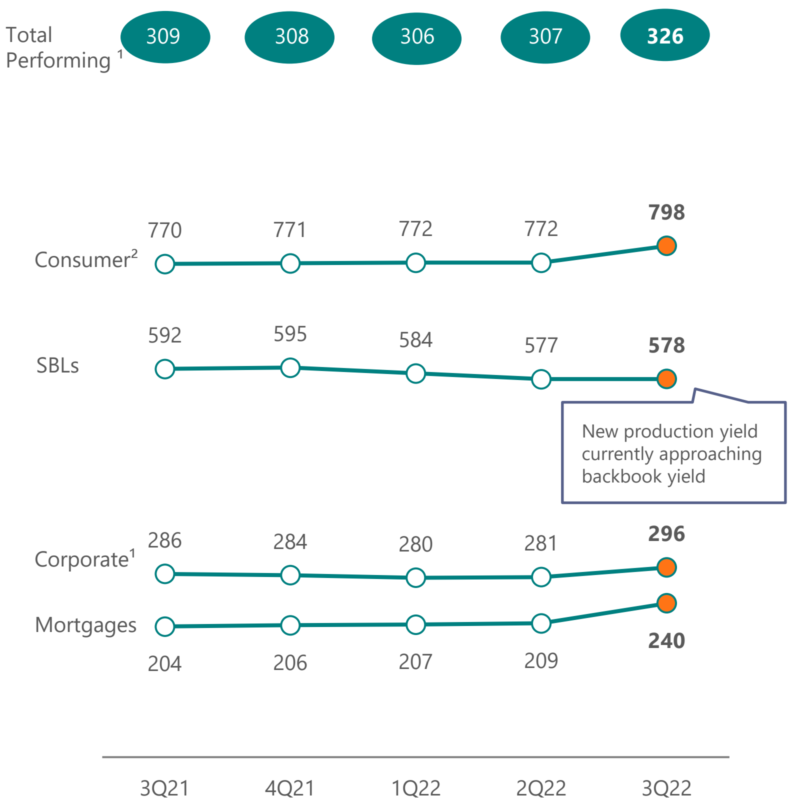
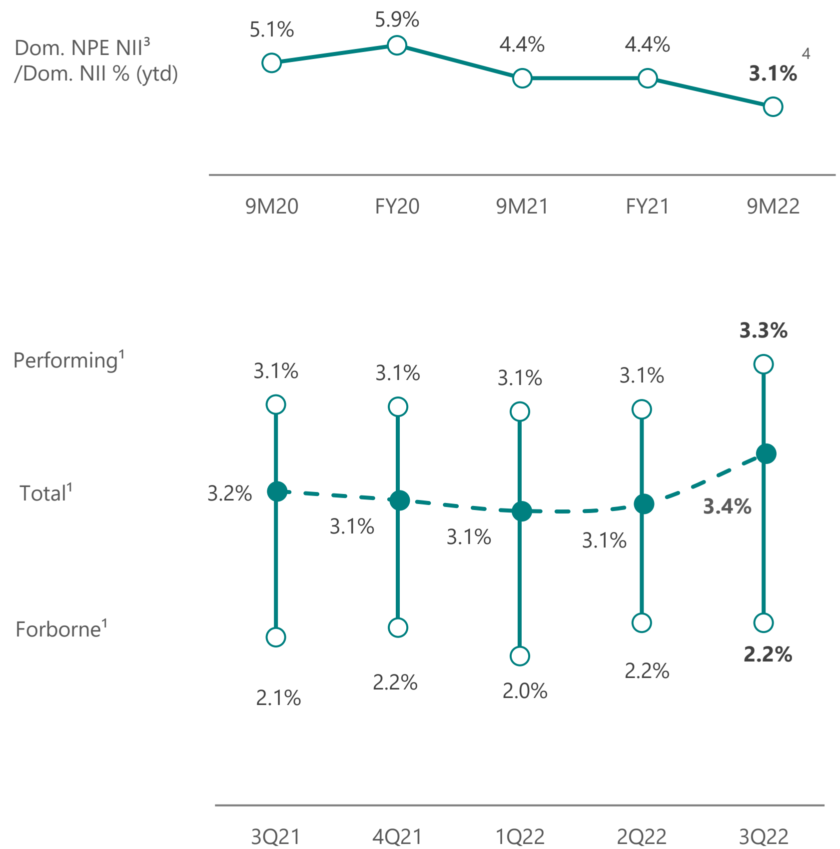
## Greek PE lending yields (bps)



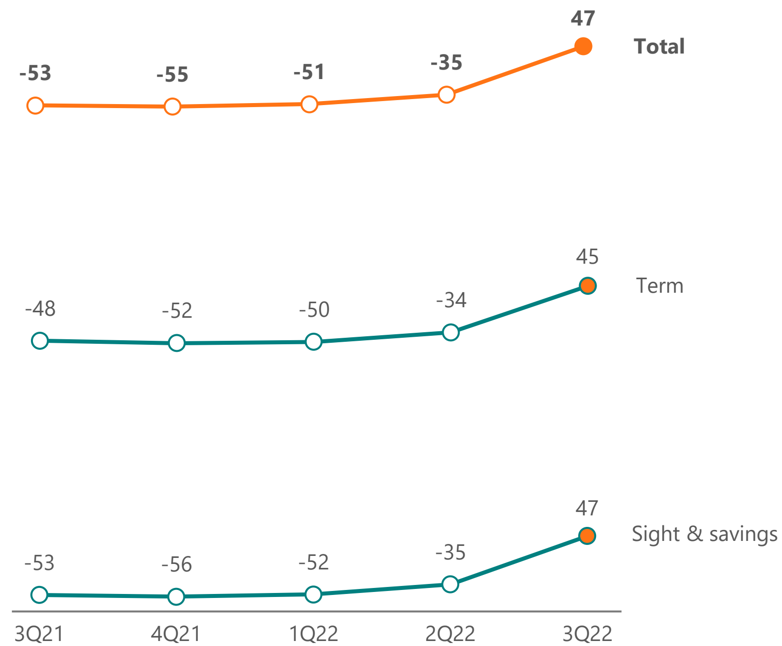

## Greek NPE NII%, forborne & PE yields



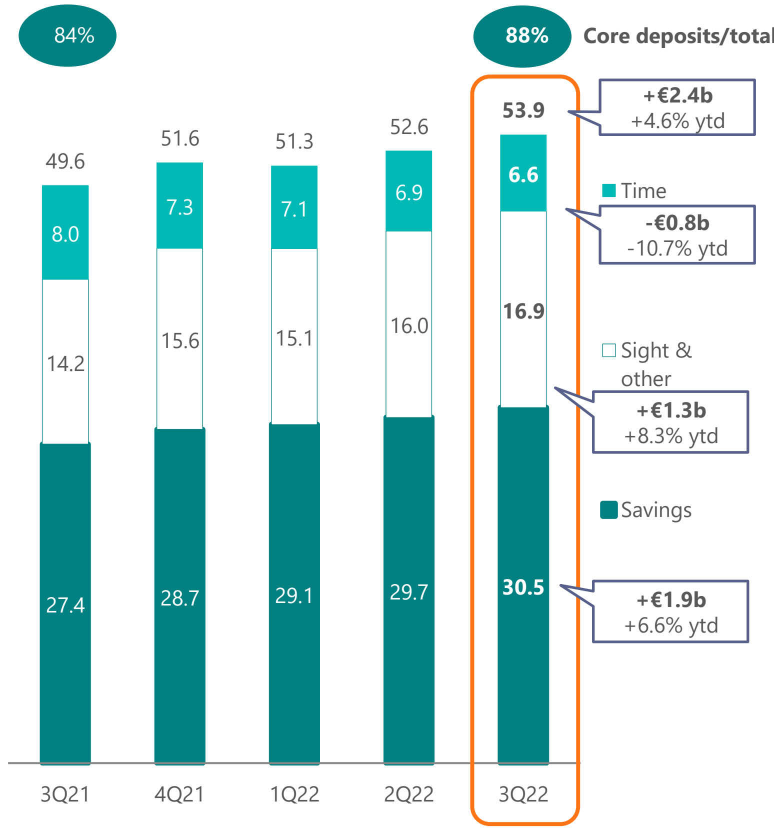

1. excl shipping | 2. excl. cards | 3. net of cash collected and provisions | 4. excl €6m one-off from a corporate case

# Deposit rates remain low in view of the abundance of liquidity and a rising stock of deposits

## Greek deposit spread[1] (bps)



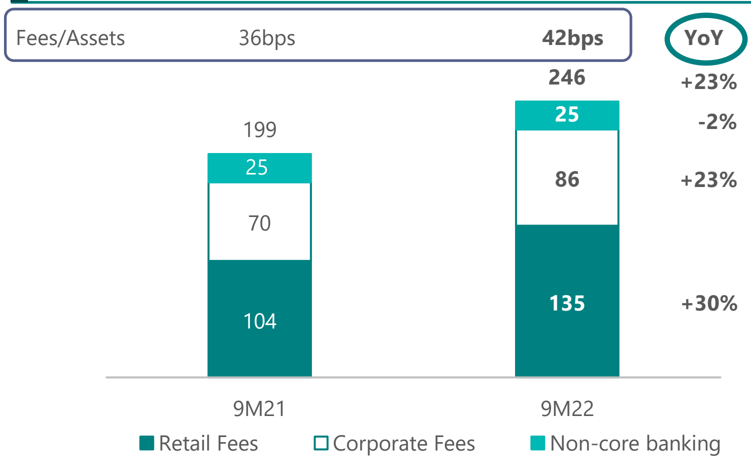

## Greek deposit evolution (€ b)



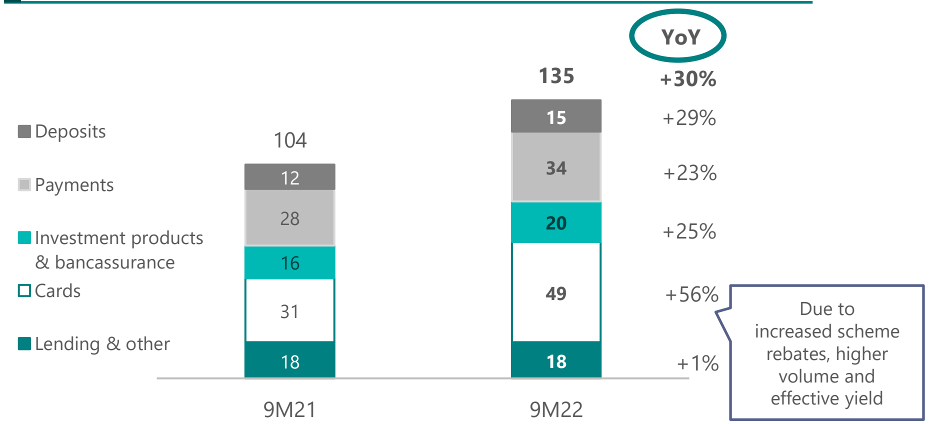

1. Against average 3M Euribor on euro denominated balances

# 9M22 domestic fee growth of +23% beats expectations, driven by strong volume growth in cards and trade finance

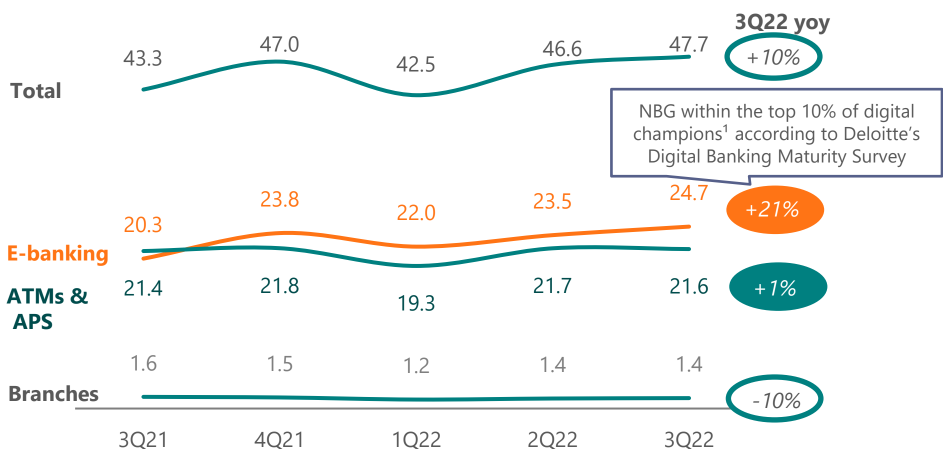
## Domestic fees (€ m)



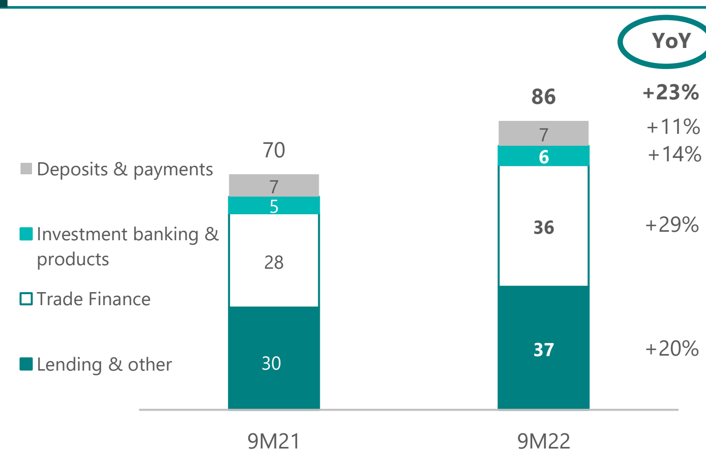

## Domestic retail fees decomposition (€ m)




## Transactions per channel (# m)




## Domestic corporate fees decomposition (€ m)




1. Out of a global sample of >300 incumbent and challenger banks, in terms of functionalities offered on public site, internet banking platform and digital app

# Despite inflation and IT investment plan roll out, OpEx is contained allowing Group C:CI to drop to 45.2% in 3Q22

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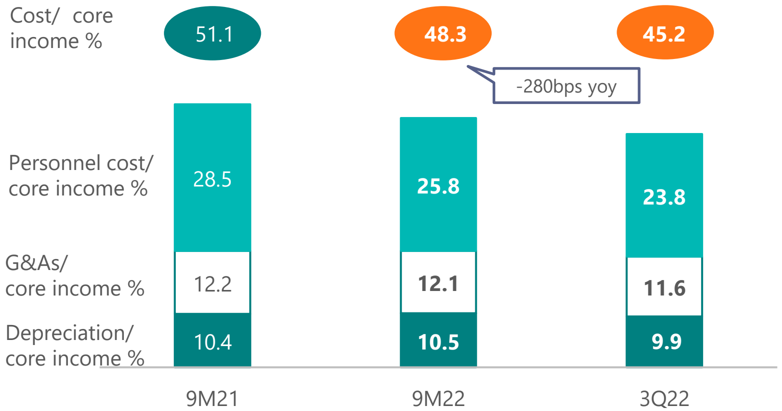
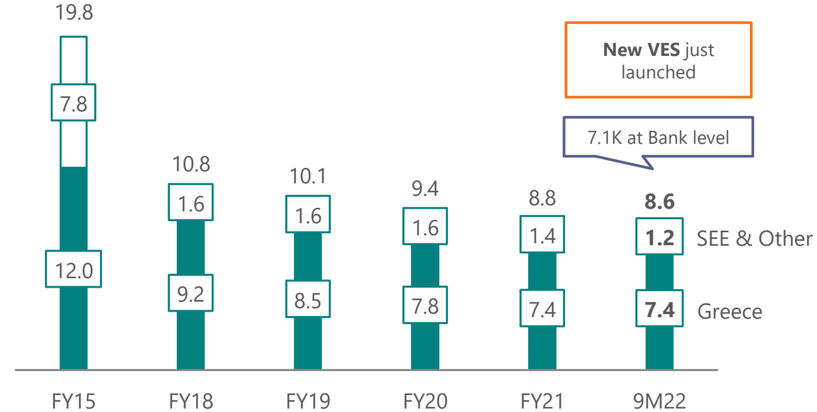
## Group Cost to Core Income (%)




## Group headcount[2] evolution (# k)



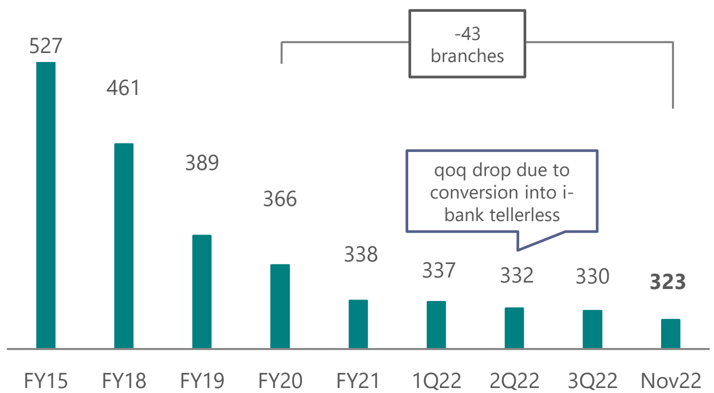

## OpEx by category (€ m)

| | Group | | | |
|---|---|---|---|---|
| | **9M22** | **9M21** | **YoY** | **2yrΔ[1]** |
| Personnel | 311 | 318 | -2.3% | -13% |
| G&As | 146 | 137 | +6.8% | +9% |
| Depreciation | 126 | 116 | +9.1% | Na |
| **Total** | **583** | **571** | **+2.2%** | **-3%** |

Reflects our strategic IT investment plan including replacement of our CBS

FY22 p.a. inflation expected at +9.5%

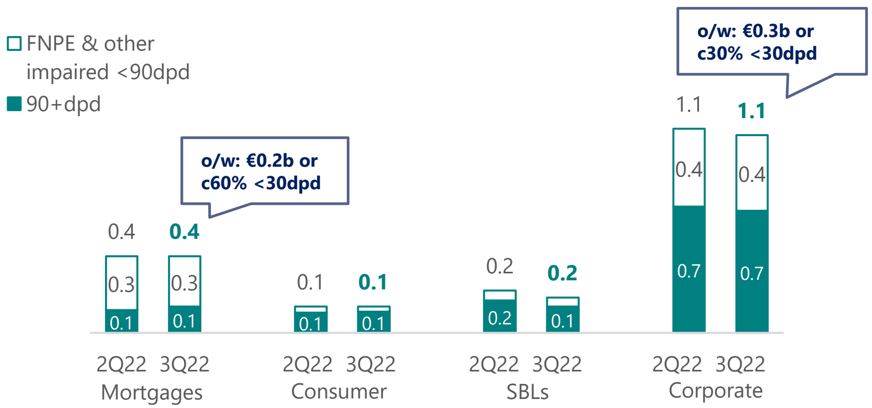
## Domestic Branch evolution (#)



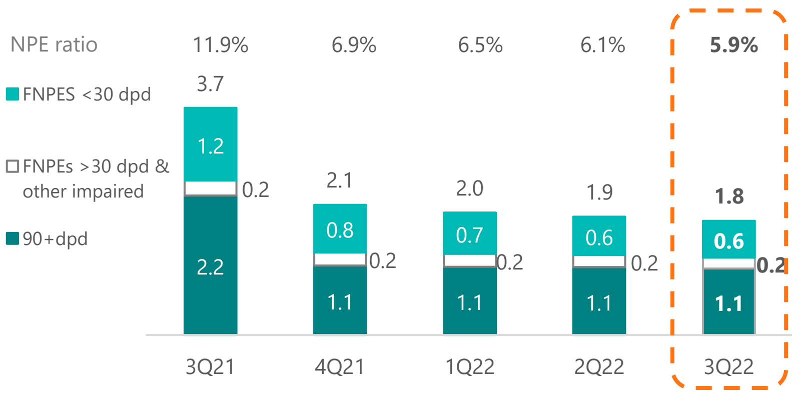

1. 2-year cumulative change | 2. Excludes employees under discontinued operations

# Organic NPE flows remain negative, with no signs of pick up in NPE inflows

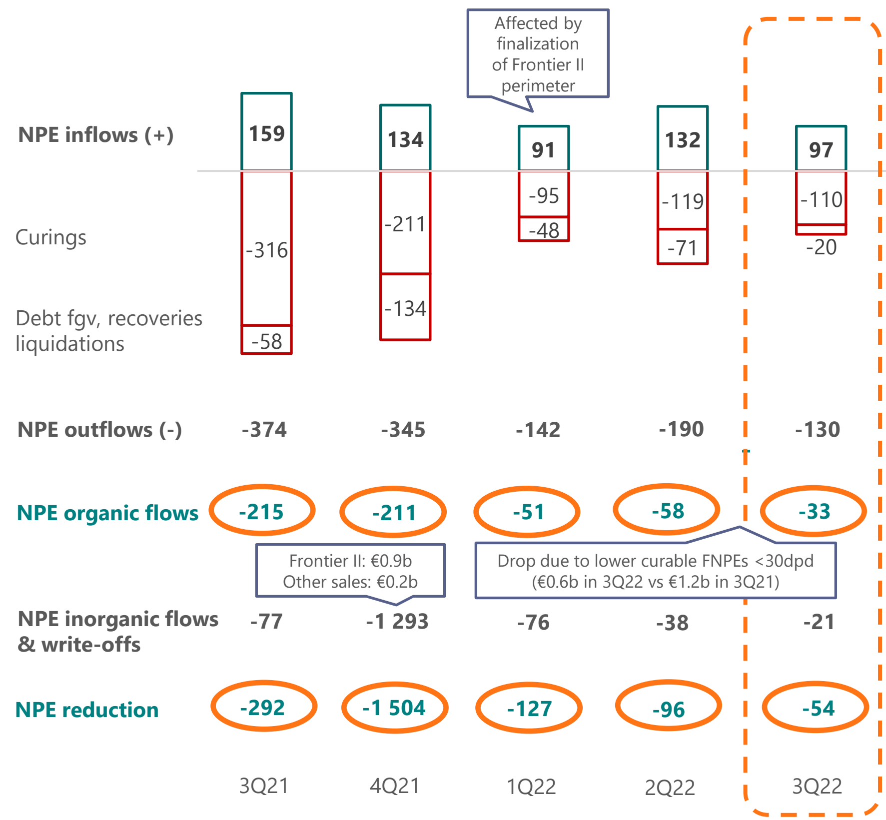
## Domestic NPE stock per category | 3Q22 (€ b)




## Domestic NPE stock evolution (€ b)

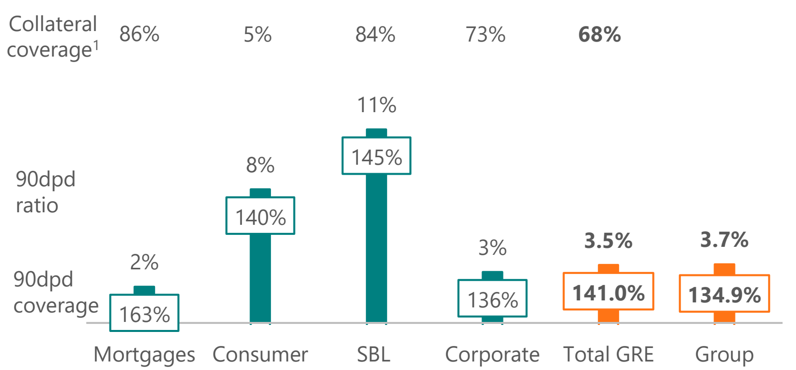



## NPE balance change (€ m, Bank)

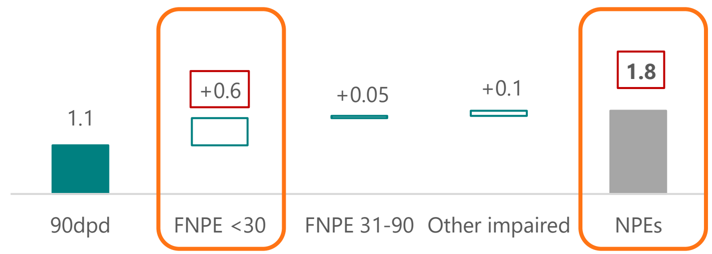


# High mortgage cure rates of c90%, combine with a sizable portion of likely-to-cure FNPEs <30dpd

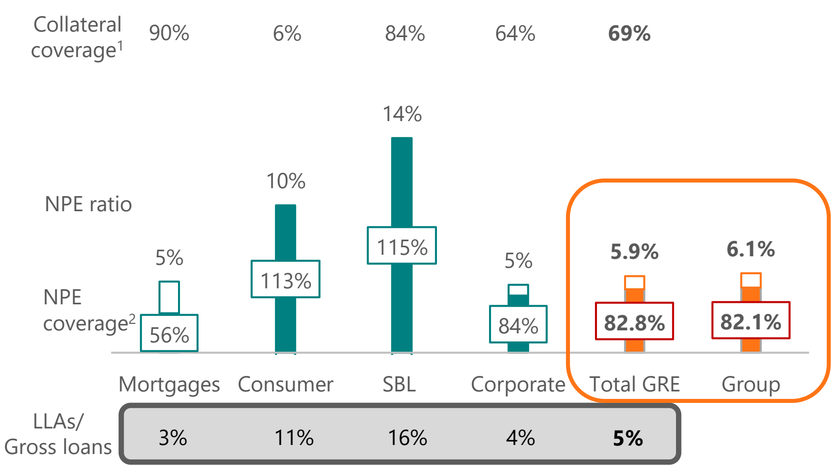
## Domestic 90dpd ratios and coverage | 3Q22



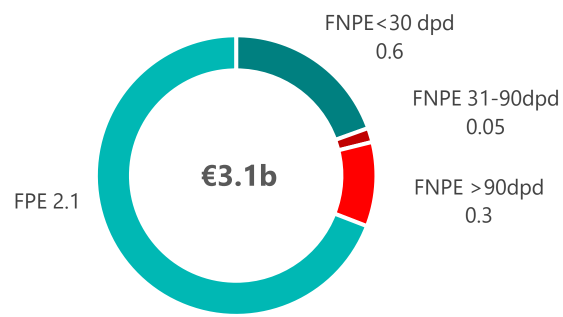

## Domestic 90dpd – NPE bridge (€ b) | 3Q22




## Domestic NPE ratios and coverage | 3Q22



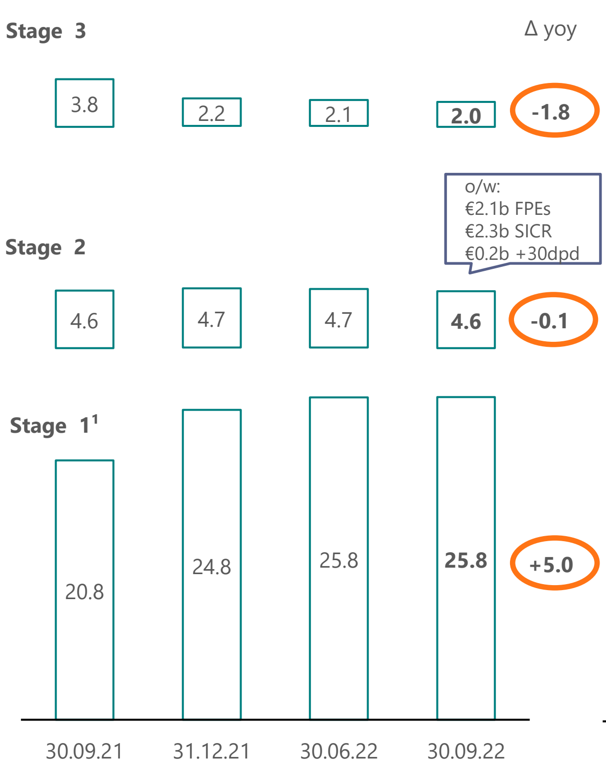

## Domestic forborne stock (€ b) | 3Q22



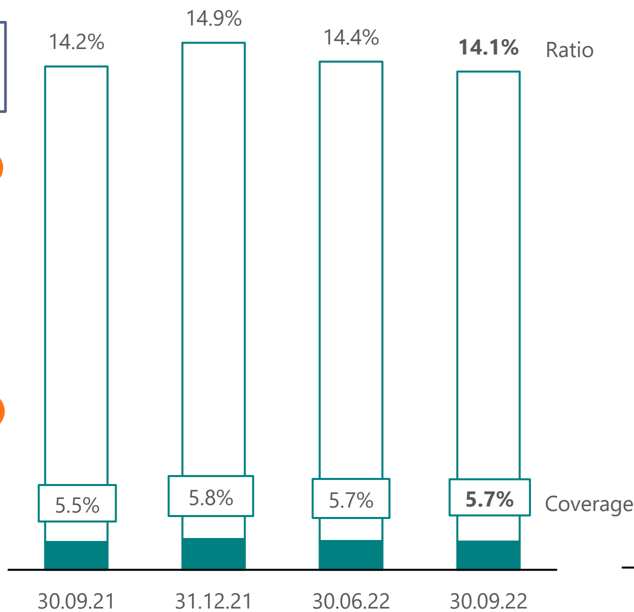

1. Collateral coverages at Bank level. | 2. NPE coverage incorporates additional haircuts on the market value of collateral.

# Organic growth of S1 loans offers increasing support to NII

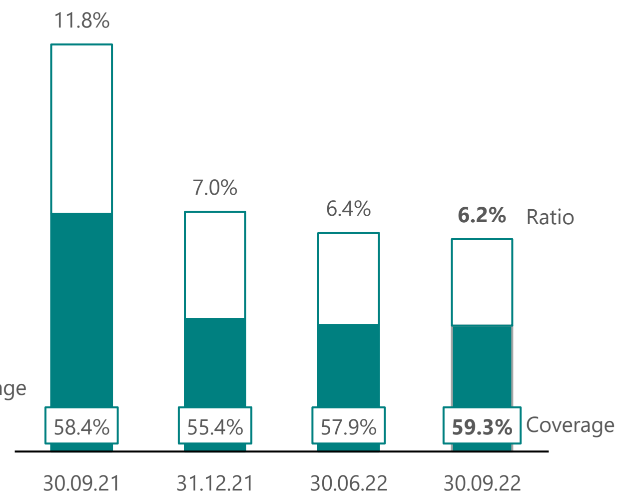
## Group gross loan stage evolution (€ b)




## Group S2 ratio and coverage (%)



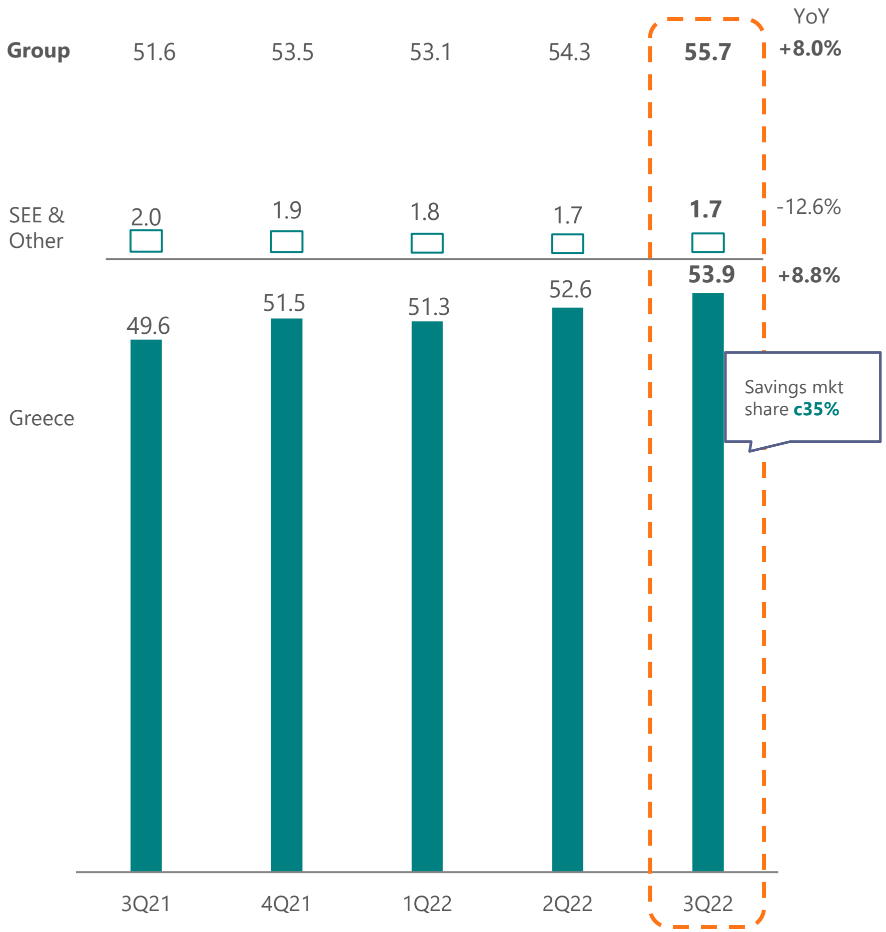

## Group S3 ratio and coverage (%)



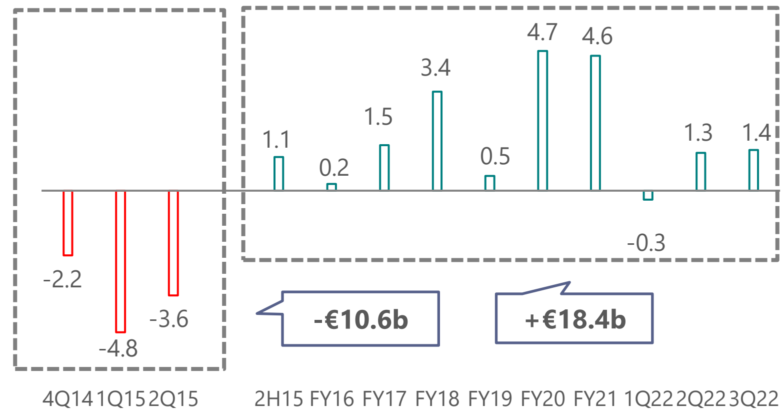

1 Since 4Q21, S1 loans include Frontier senior bond (€2.8b in 3Q22)

# Domestic deposit stock and private cash buffers continue to increase

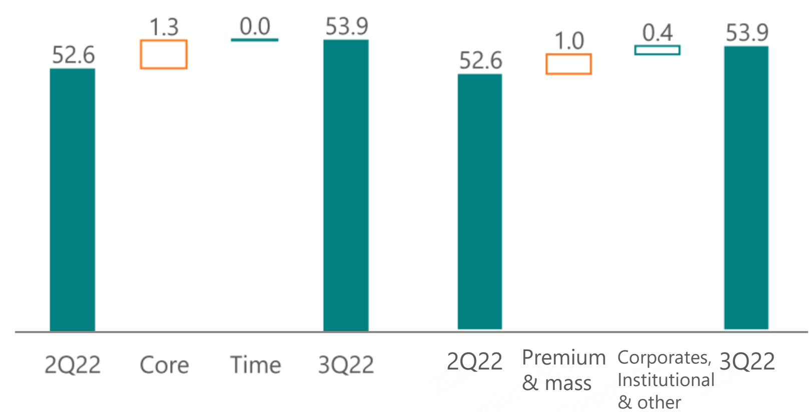
## Deposit evolution by geography (€ b)




## NBG domestic deposit flows (€ b)

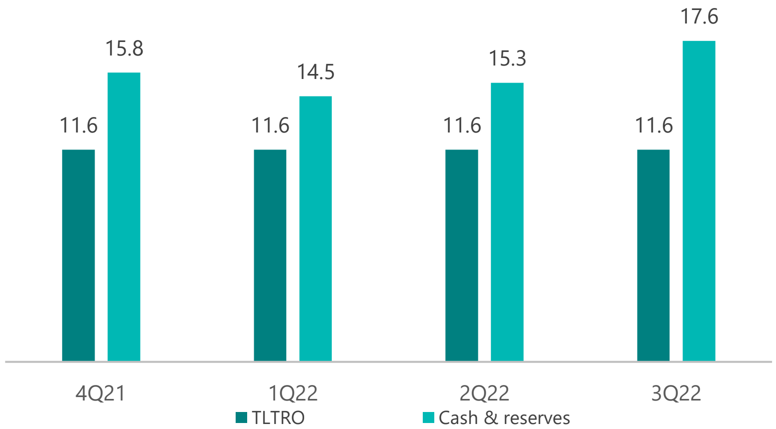



## Domestic flows ytd (€ b)

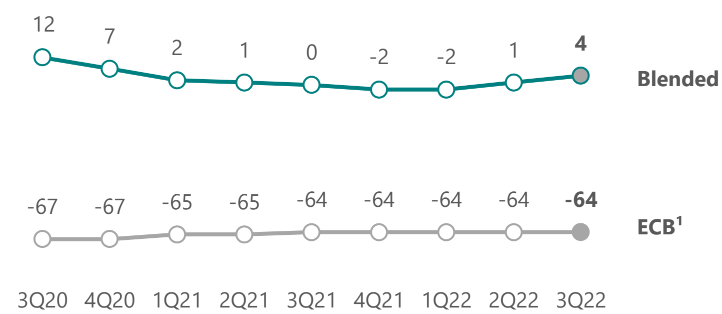


# ECB TLTRO policy decision hits future NII but excess liquidity is a competitive advantage

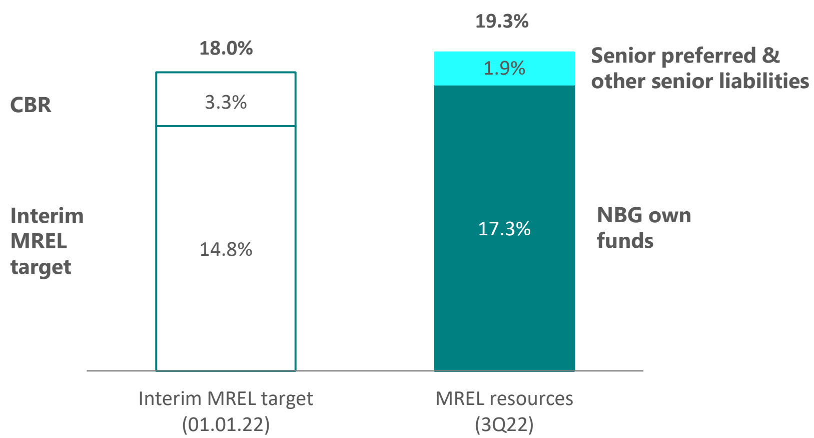
## TLTRO, Cash & reserves (€ b)



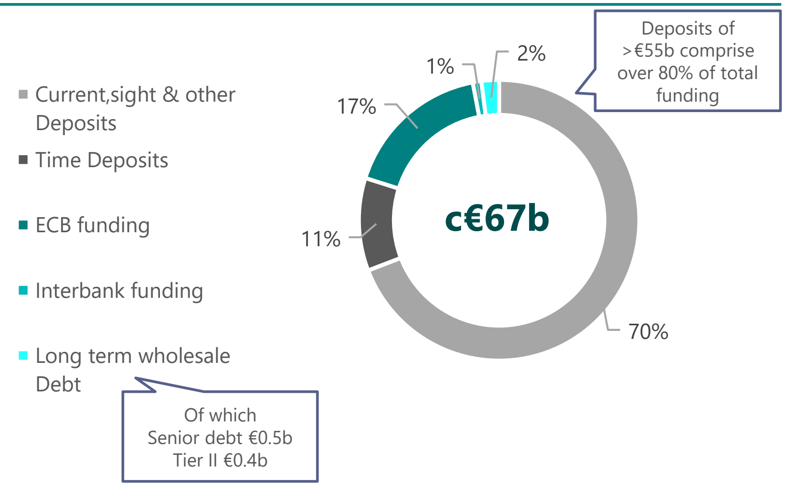

## NBG Funding Cost (bps)




## MREL targets and resources[2] | % RWAs




## Funding structure (%)




1 TLTRO CoF reflects the funding cost of the facility over its life | 2. Including profit for the period, excluding impact from EVO payments merchant acquiring. Other MREL eligible senior liabilities subject to SRB approval

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# 3 Macro

# Tourism revenue bounced back at pre-Covid levels supporting employment and business activity, whereas additional fiscal measures cushioned the impact of new spikes in energy and food prices in 3Q22

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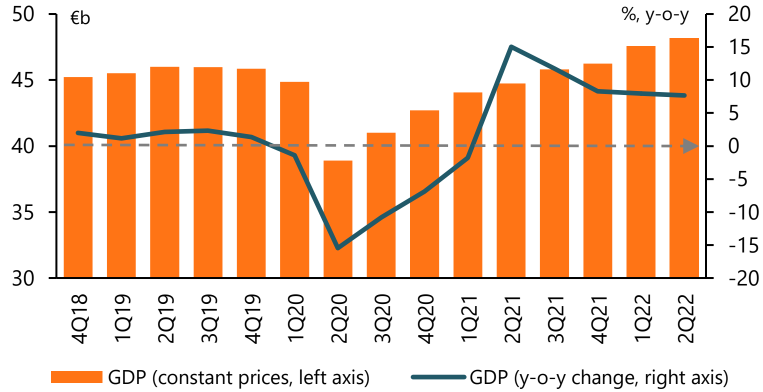
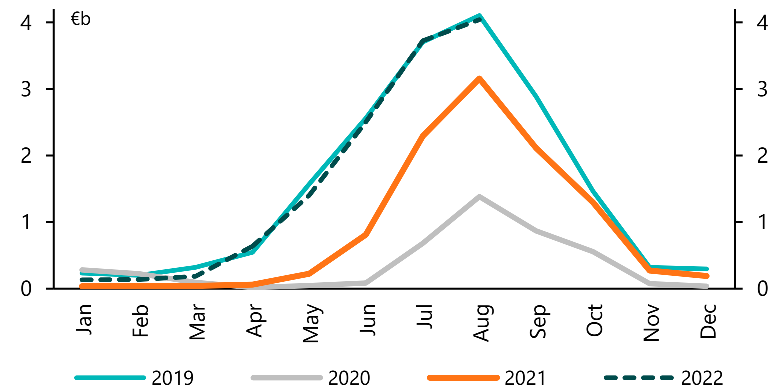
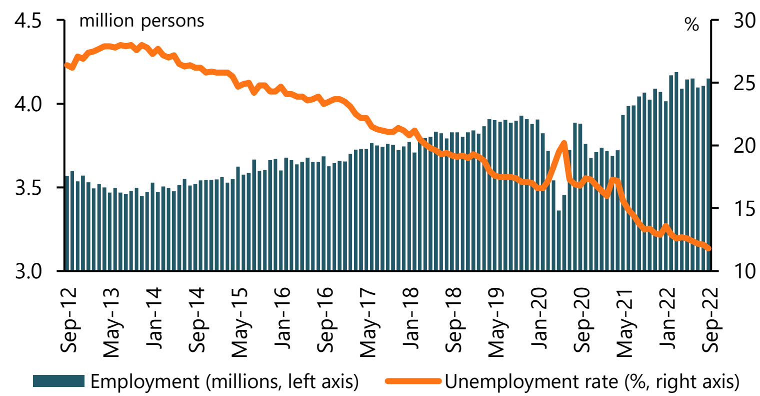
## The pace of economic recovery exceeded expectations



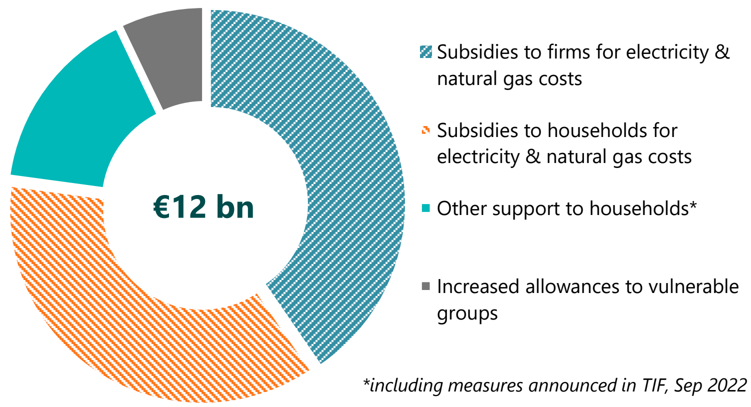

## Tourism revenue heading to a new all-time high




## Unemployment at a 12-year low in Sep22, employment up by 6.5% y-o-y in 9M22




## Substantial energy-related fiscal support for FY22
(gross value of measures)




**including measures announced in TIF, Sep 2022*

Sources: ELSTAT, Greek Ministry of Finance, Bank of Greece & NBG Economic Analysis estimates

# Businesses successfully dealt with rapidly rising input costs on solid demand and pricing power; high frequency indicators of business activity remained in expansion territory until September

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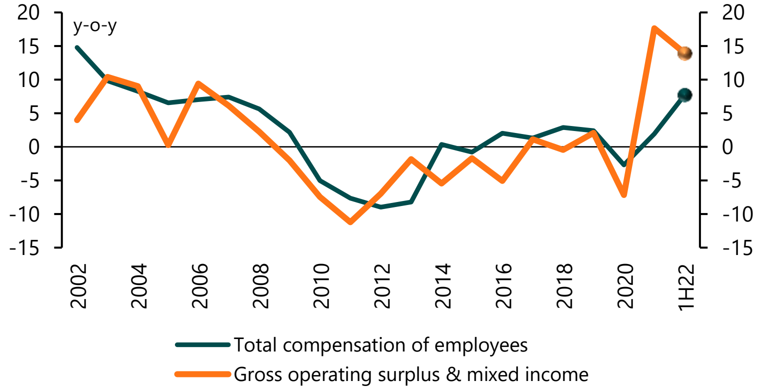
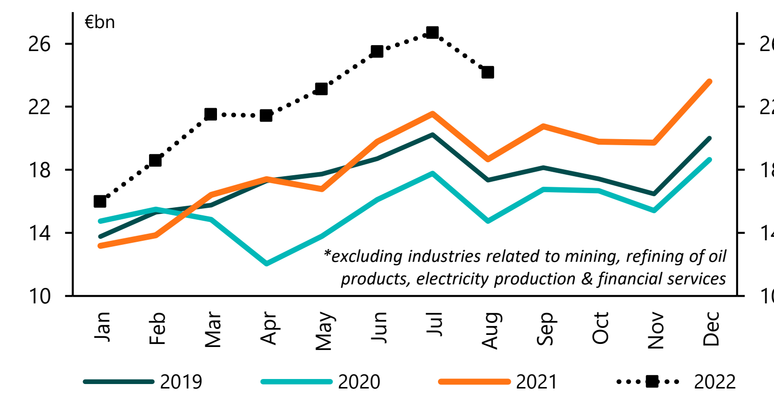
## Synchronized rebound in labor income and profits

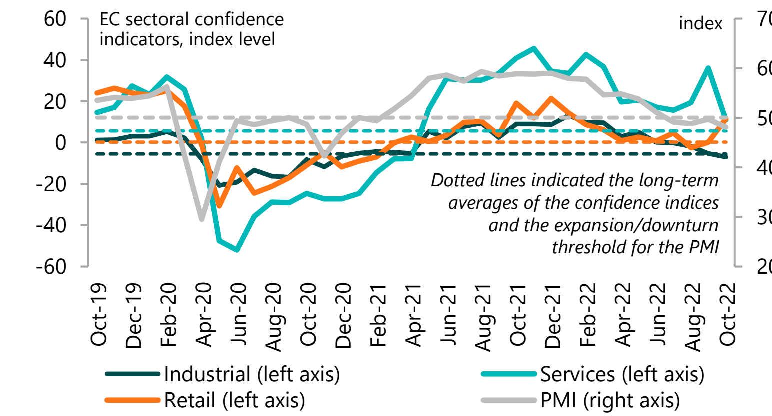



## Business turnover* up by 30% y-o-y in Aug22, c. €40 b above 8M21




## Exports of goods and services at a new all-time high


## Key leading indicators remained in expansion territory in 3Q22, but softened in Oct22




Sources: ELSTAT, European Commission & NBG Economic Analysis estimates

## Inflation has possibly peaked but remains highly persistent, with increasing risks of an energy-induced recession in the euro area. Fiscal rebalancing on track, despite higher-than-expected spending on energy-related support. Impressive reduction in public debt as % of GDP and a primary fiscal surplus within reach for 2023

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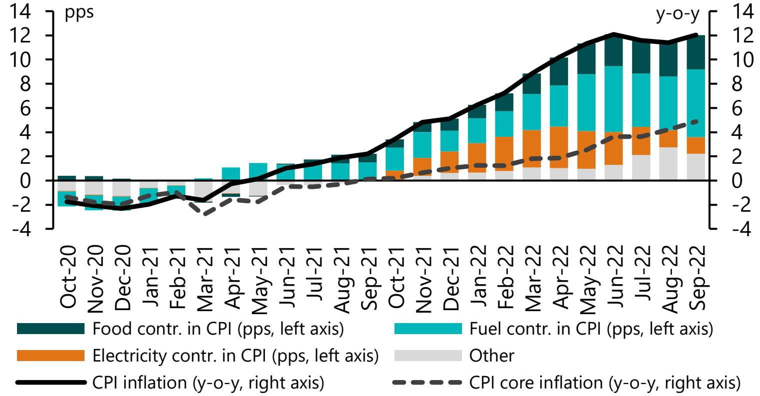
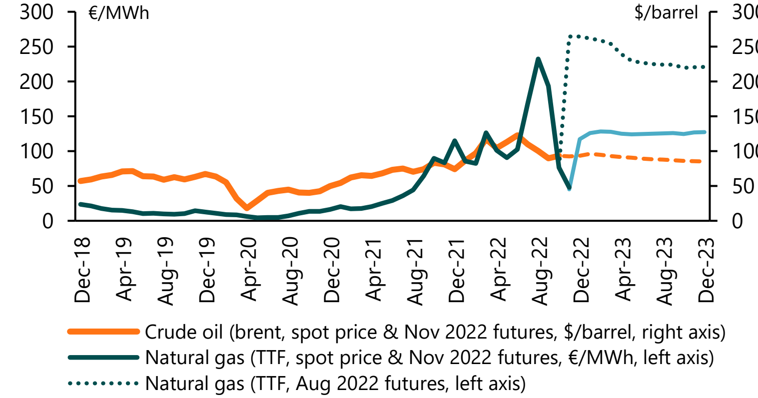
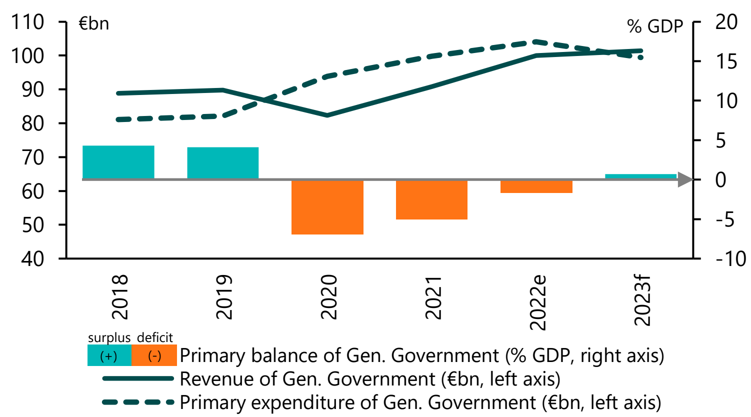
### CPI inflation close to a 30-year high in September 2022



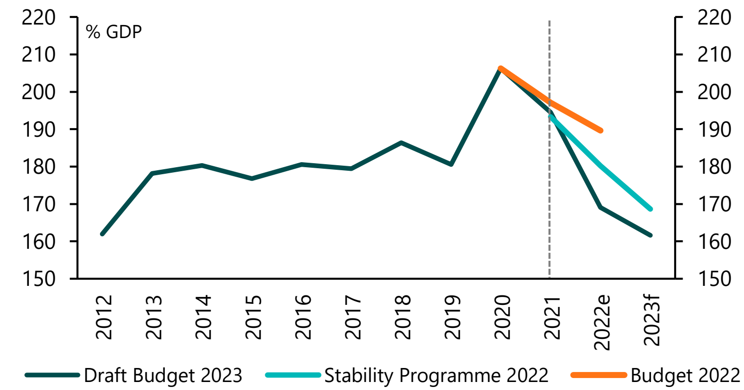

### NG prices in November – based on TTF future contracts – down by 70% for 4Q22 and -46% for 2023 vs August estimates




### Fiscal targets are met on the back of strong cyclical support on revenue and lowered primary spending as % of GDP




### Public debt is projected to decline to a 13-year low of 161.6% of GDP in 2023 from 169.1% in 2022 and 194.5% in 2021




Sources: ELSTAT, Greek Ministry of Finance (Draft Budgetary Plan 2023), FRED, European Energy Exchange, ICE Exchange & NBG Economic Analysis estimates

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# 4 ESG Update

## We are pushing forward with our environment and climate strategy and broader ESG agenda

### Environment strategic themes and recent efforts

#### 1 Lead the market in sustainable energy financing

- Utilisation of **green bond** at c.89% as we approach its 2nd anniversary; 587,274 tCO2 annual GHG emissions avoided by projects financed via bond proceeds
- Financing of new **renewable energy projects** at €0.2b in 9M22, on track our UNEP FI target of €0.6b cumulatively for 2022-25

#### 2 Accelerate transition to a sustainable economy

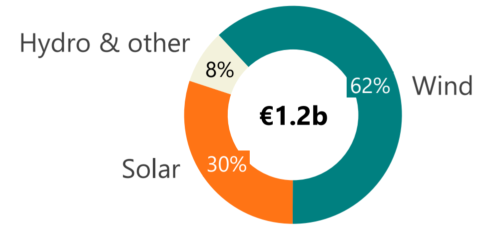
- Successful completion of ECB's **Climate Risk Stress Test**, with overall performance in line with EU average
- Deployment of **ESG assessments** (for obligors and transactions) for Corporate new originations and renewals
- Completion of baselining of **financed emissions** for corporate loans (incl. Project Finance & CRE), bonds, mortgages, listed and unlisted equity; science-based target-setting effort ongoing

#### 3 Role-model environmentally responsible practices

- Significant reduction of **non-financed emissions** through successful implementation of targeted actions
- Immediate and medium-term **energy saving** measures incl. building upgrades, heating/cooling and lighting controls
- Increasing **ESG transparency** with participation in ATHEX ESG Index for 2nd year in a row; NBG ranked within top 4 listed stocks on ESG performance

### Examples of impact achieved to-date

#### Corporate PE renewable energy portfolio (9M22)




#### Corporate (9M.2022)

**38** RRF applications

**€151m** in RRF loans contracted, of which:

**€92m** under Green Pillar

#### Retail (9M.2022)

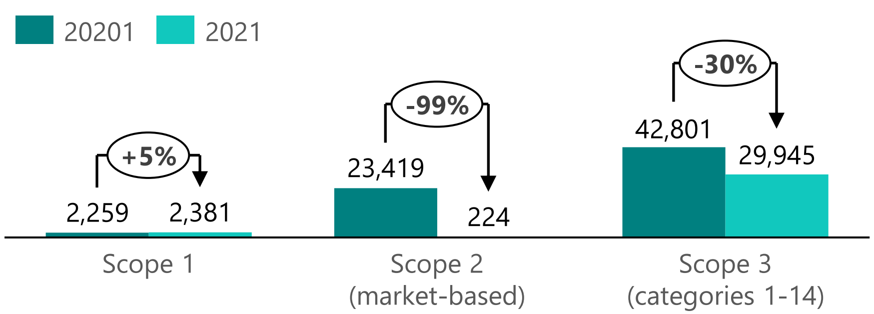
**€63m** green housing-related loans (32% disbursement share for green mortgages)

**€66m** green business loans

**>1,250 loans** for hybrid/BEV cars

#### Non-financed emissions (tCO2)

PCAF Partnership for Carbon Accounting Financials



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# 5 Transformation Program Update

## Our key achievements across the Bank in 2022 underpin the transformation of our business and operating model

### BEST BANK FOR OUR CLIENTS (BBC)

- Portfolio build-up in Corporate (incl. RRF)
- Continued disbursement market share gains across all Retail lending categories
- Increased sales in investments and cards through "new generation" products
- Leading position in embedded finance and enhanced partnerships (e.g., NBG Pay JV)

### EFFICIENCY & AGILITY (ENA)

- New targeted exit scheme
- Continued actions to optimise Head Office capacity
- Targeted actions to reduce real estate footprint and spend

### HEALTHY BALANCE SHEET (HBS)

- Rollout of new operating model of Troubled Assets Unit post-securitizations
- Successful containment of NPE flows and organic reduction of legacy NPE
- New business setup to capture emerging revenue generation opportunities (e.g., acquisition financing, REOCO financing, auction financing)

**DIGITAL LAYER**

### TECHNOLOGY & PROCESSES (TEP)

- Core Banking System (CBS) replacement program on-plan and on-budget
- Increasing level of operations centralizations for Corporate and Small Business.
- Application of new technologies (incl. RPAs, AI and OCR) and paperless capabilities.

### PEOPLE, ORGANISATION & CULTURE (POC)

- Conclusion of 2021 performance management cycle and payment of variable compensation
- Expansion of NBG Academy flagship trainings on sales & customer service
- Roll-out of actions to address findings of 2nd Employee Engagement Survey

### ESG & ENTERPRISE RISK MANAGEMENT (ESG/ERM)

- Baselining of GHG emissions (incl. financed emissions for 2020-21)
- Roll-out of ESG assessments for new originations and renewals in Corporate
- Ongoing alignment to UNEP FI Principles of Responsible Banking ("PRB") and EU Taxonomy.

## NBG is widely recognised for its digital offering, as our digital strategy continues to deliver impressive results

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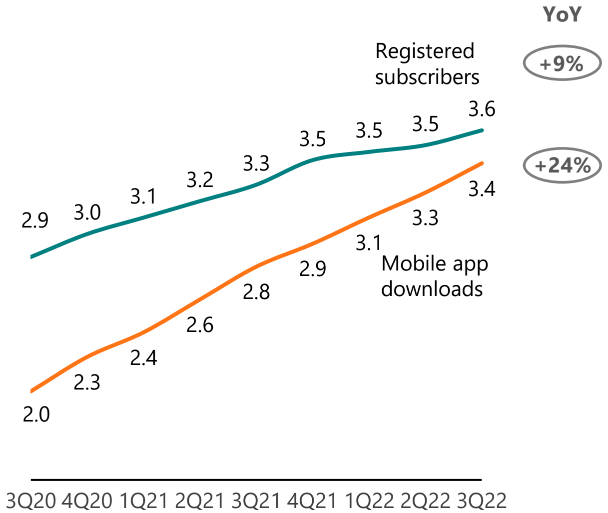
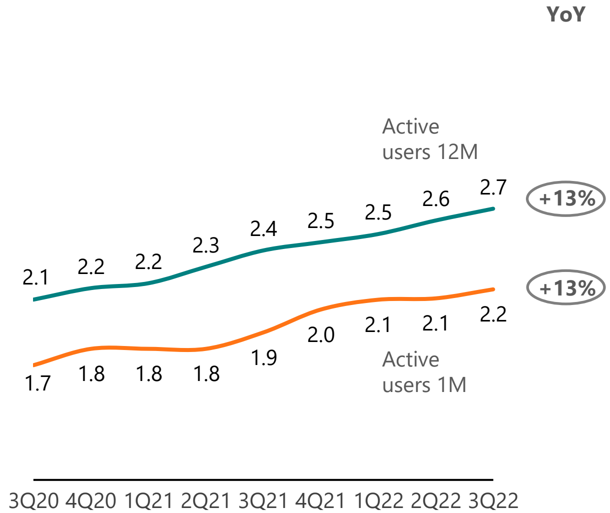
**ONBOARD** → **ENGAGE** → **CROSS-SELL**

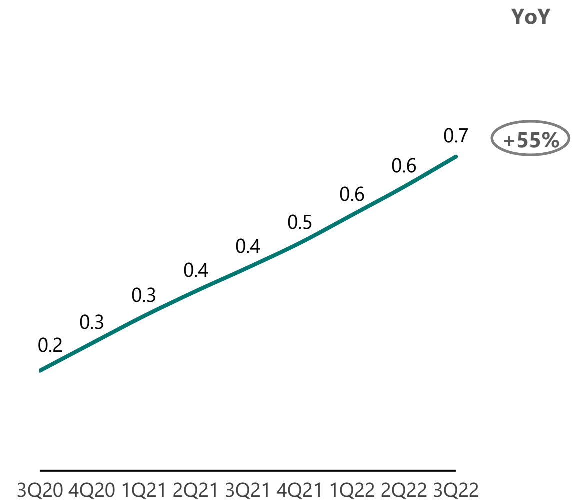
**Digital subscribers** (m)




**Digital active users** (m)




**Digital cumulative sales** (m)




**Deloitte.**

**Digital Banking Maturity Survey 2022**

NBG among top 10% **Digital Champions** (out of global sample of >300 incumbent & challenger banks) in terms of functionalities offered on public site, internet banking platform and digital app

**Notes**:
- Digital active customers have used NBG's Internet Banking and/or Mobile Banking at least once in the last 12 months (12m) or in the last month (1m)
- Digital sales include sales to both Individuals & Businesses

# 6 Appendix

# Group Balance Sheet & P&L

## Balance Sheet[1] | Group

| € m | 3Q22 | 2Q22 | 1Q22 | 4Q21 | 3Q21 |
|---|---|---|---|---|---|
| Cash & Reserves | 17,572 | 15,261 | 14,530 | 15,827 | 11,587 |
| Interbank placements | 3,143 | 2,711 | 3,715 | 3,639 | 3,152 |
| Securities | 13,439 | 14,212 | 14,708 | 15,251 | 16,093 |
| Loans (Gross) | 36,092 | 35,974 | 35,005 | 32,093 | 32,555 |
| Provisions (Stock) | (1,594) | (1,612) | (1,653) | (1,655) | (2,625) |
| Goodwill & intangibles | 398 | 390 | 374 | 353 | 320 |
| RoU assets | 1,091 | 1,107 | 1,197 | 1,160 | 1,146 |
| Property & equipment | 498 | 496 | 492 | 495 | 497 |
| DTA | 4,795 | 4,825 | 4,877 | 4,912 | 4,913 |
| Other assets | 4,923 | 5,476 | 6,246 | 7,388 | 7,284 |
| Assets held for sale | 522 | 607 | 700 | 4,493 | 6,685 |
| **Total assets** | **80,878** | **79,446** | **80,192** | **83,958** | **81,610** |
| Interbank liabilities | 13,087 | 13,580 | 15,191 | 14,731 | 13,929 |
| Due to customers | 55,679 | 54,292 | 53,059 | 53,493 | 51,572 |
| Debt securities | 962 | 996 | 1,002 | 991 | 973 |
| Other liabilities | 3,932 | 3,432 | 3,799 | 4,315 | 4,797 |
| Lease liabilities | 1,179 | 1,193 | 1,278 | 1,239 | 1,219 |
| Liabilities held for sale | 26 | 25 | 25 | 3,417 | 3,406 |
| Non-controlling interest | 23 | 22 | 21 | 22 | 21 |
| Equity | 5,989 | 5,906 | 5,815 | 5,751 | 5,692 |
| **Total equity and liabilities** | **80,878** | **79,446** | **80,192** | **83,958** | **81,610** |

## P&L[1] | Group

| € m | 3Q22 | 2Q22 | 1Q22 | 4Q21 | 3Q21 |
|---|---|---|---|---|---|
| NII | 348 | 312 | 288 | 308 | 308 |
| Net fee & commission income | 88 | 86 | 85 | 74 | 74 |
| Core Income | 436 | 398 | 373 | 382 | 382 |
| Trading & other income | 11 | 181 | 120 | (9) | (36) |
| **Total Income** | **447** | **579** | **493** | **374** | **346** |
| **Operating Expenses** | **(197)** | **(194)** | **(192)** | **(212)** | **(188)** |
| Core Pre-Provision Income | 239 | 204 | 181 | 170 | 194 |
| **Pre-Provision Income** | **250** | **385** | **301** | **161** | **158** |
| Loan Impairment | (56) | (49) | (56) | (57) | (65) |
| **Core Operating Profit** | **183** | **155** | **125** | **121** | **129** |
| **Operating Profit** | **194** | **336** | **245** | **105** | **93** |
| Taxes | (32) | (54) | (37) | (5) | (6) |
| **PAT (cont. ops)** | **162** | **282** | **208** | **100** | **87** |
| PAT (discont ops & other) | (28) | (96) | 152 | 0 | 104 |
| **PAT** | **134** | **186** | **360** | **100** | **192** |

1 Numbers reflect NBG Cyprus reclassification from HFS as of 4Q21

## Geographical segment P&L: Greece & International

### Greece

| € m | 3Q22 | 2Q22 | 1Q22 | 4Q21 | 3Q21 |
|---|---|---|---|---|---|
| NII | 328 | 294 | 270 | 292 | 291 |
| Net fee & commission income | 85 | 80 | 80 | 70 | 69 |
| Core Income | 413 | 375 | 350 | 362 | 360 |
| Trading & other income | 5 | 178 | 111 | (12) | (38) |
| **Total Income** | **418** | **552** | **461** | **350** | **322** |
| **Operating Expenses** | **(184)** | **(181)** | **(179)** | **(194)** | **(172)** |
| Core Pre-Provision Income | 230 | 194 | 171 | 168 | 188 |
| **Pre-Provision Income** | **235** | **371** | **282** | **156** | **150** |
| Loan Impairment | (55) | (46) | (50) | (34) | (59) |
| **Core Operating Profit** | **175** | **148** | **121** | **141** | **129** |
| **Operating Profit** | **180** | **325** | **231** | **121** | **91** |
| Taxes | (32) | (55) | (33) | (3) | (5) |
| **PAT (cont. ops)** | **148** | **270** | **198** | **118** | **87** |
| PAT (discont. ops & other) | (24) | (88) | 150 | 5 | 101 |
| **PAT** | **124** | **182** | **348** | **123** | **188** |

### International[1]

| € m | 3Q22 | 2Q22 | 1Q22 | 4Q21 | 3Q21 |
|---|---|---|---|---|---|
| NII | 20 | 18 | 18 | 16 | 18 |
| Net fee & commission income | 3 | 5 | 5 | 4 | 5 |
| Core Income | 23 | 23 | 23 | 20 | 22 |
| Trading & other income | 6 | 3 | 10 | 4 | 2 |
| **Total Income** | **28** | **27** | **32** | **24** | **24** |
| **Operating Expenses** | **(13)** | **(13)** | **(13)** | **(19)** | **(16)** |
| Core Pre-Provision Income | 9 | 10 | 10 | 2 | 7 |
| **Pre-Provision Income** | **15** | **14** | **19** | **5** | **8** |
| Loan Impairment | (1) | (3) | (5) | (22) | (7) |
| **Core Operating Profit** | **9** | **8** | **4** | **(20)** | **0** |
| **Operating Profit** | **14** | **11** | **14** | **(17)** | **2** |
| Taxes | 0 | 1 | (4) | (1) | (1) |
| **PAT (cont. ops)** | **14** | **12** | **10** | **(18)** | **1** |
| PAT (discont. ops & other) | (4) | (8) | 1 | (5) | 3 |
| **PAT** | **10** | **4** | **11** | **23** | **4** |

1 International (continuing) operations include the Group's business in North Macedonia (Stopanska Banka), Malta (NBG Malta), Cyprus (NBG Cyprus) and Egypt (NBG Egypt)

## ESMA Alternative Performance Measures (APMs), definition of financial data and ratios used

The 9M22 Financial Results Press Release contains financial information and measures as derived from the Group financial statements for the period ended 30 September 2022 and for the year ended 31 December 2021, which have been prepared in accordance with International Accounting Standard 34 "Interim Financial Reporting" and International Financial Reporting Standards ("IFRS"), as endorsed by the EU respectively. Additionally, it contains financial data which is compiled as a normal part of our financial reporting and management information systems. For instance, financial items are categorized as foreign or domestic on the basis of the jurisdiction of organization of the individual Group entity whose separate financial statements record such items.

Moreover, it contains references to certain measures which are not defined under IFRS, including "pre-provision income" ("PPI"), "net interest margin" and others, as defined below. These are non-IFRS financial measures. A non-IFRS financial measure is one that measures historical or future financial performance, financial position or cash flows but which excludes or includes amounts that would not be so adjusted in the most comparable IFRS measure. The Group believes that the non-IFRS financial measures it presents allow a more meaningful analysis of the Group's financial condition and results of operations. However, the non-IFRS financial measures presented are not a substitute for IFRS measures.

# Definition of financial data, ratios used and alternative performance measures

| Name | Abbreviation | Definition |
|---|---|---|
| Assets held for sale | -- | Non-current assets held for sale |
| Balance Sheet | B/S | Statement of Financial Position |
| Combined Buffer Requirement | CBR | Total CET1 capital required to meet the requirements for the capital conservation buffer |
| Common Equity Tier 1 Ratio | CET1 | CET1 capital as defined by Regulation No 575/2013, with the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs |
| Common Equity Tier 1 Ratio Fully Loaded | CET1 FL | CET1 capital as defined by Regulation No 575/2013, without the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs |
| Core Income | CI | Net Interest Income ("NII") + Net fee and commission income |
| Core Operating Result / Profit / Profitability / (Loss) | COP | Core income less operating expenses and loan impairments, excluding the Frontier provision release of €0.2b in 3Q21 |
| Core Pre-Provision Income | Core PPI | Core Income less operating expenses |
| Core Pre-Provision Margin | Core PPI Margin | Core PPI annualized over average net loans |
| Cost of Risk | CoR | Loan impairments of the year (or of the period annualized), excluding the Frontier provision release of €0.2b in 3Q21, over average net loans, excluding the short term reverse repo facility of €3.2b in 3Q22 and €3b in 2Q22, 1Q22, 3Q21 and 2Q21 |
| Cost-to-Core Income | C:CI | Operating expenses over core income |
| Debt securities | -- | Debt securities in issue plus other borrowed funds |
| Deposit Yields | -- | Annualized interest expense on deposits over deposit balances |
| Deposits | -- | Due to customers |
| Depreciation | -- | Depreciation and amortisation on investment property, property & equipment and software & other intangible assets |
| Disbursements | -- | Loan disbursements for the year/period not considering rollover of working capital repaid and increase of unused credit limits |
| Discontinued operations, minorities & other | -- | Includes PAT from discontinued operations, non-controlling interest, as well as the LEPETE charge, VES and restructuring costs and other one off costs, as well as the Frontier provision release |
| Fees / Net Fees | -- | Net fee and commission income |
| Forborne | | Exposures for which forbearance measures have been extended according to EBA ITS technical standards on Forbearance and Non-Performing Exposures |
| Forborne Non-Performing Exposures | FNPEs | Exposures with forbearance measures that meet the criteria to be considered as non performing according to EBA ITS technical standards on Forbearance and Non-Performing Exposures |
| Forborne Performing Exposures | FPEs | Exposures with forbearance measures that do not meet the criteria to be considered as non performing according to EBA ITS technical standards on Forbearance and Non-Performing Exposures and forborne exposures under probation period |
| Funding cost/Cost of funding | - | The weighted average cost of deposits, ECB refinancing, repo transactions, as well as covered bonds and securitization transactions |
| General and administrative expenses | G&As | General, administrative and other operating expenses |
| Gross Loans/ Gross Book Value (GBV) | -- | Loans and advances to customers at amortised cost before ECL allowance for impairment on loans and advances to customers at amortised cost and Loans and advances to customers mandatorily measured at FVTPL |
| Goodwill & Intangibles | -- | Goodwill, software and other intangible assets |
| Held-for-sale | HFS | Non-current assets held for sale |
| HR cost | -- | Personnel cost |
| Interbank liabilities/placements | -- | Due to banks |
| Interest earning assets | IEAs | Interest earning assets include all assets with interest earning potentials and includes cash and balances with central banks, due from banks, financial assets at fair value through profit or loss (excluding Equity securities and mutual funds units), loans and advances to customers and investment securities (excluding equity securities and mutual funds units) |
| Lease liabilities | | Lease liabilities are presented separately and they are included in Other liabilities |
| Liabilities held for sale | -- | Liabilities associated with non-current assets held for sale |
| Liquidity Coverage Ratio | LCR | The LCR refers to the liquidity buffer of High Quality Liquid Assets (HQLAs) that a Financial Institution holds, in order to withstand net liquidity outflows over a 30 calendar-day stressed period, as per Regulation (EU) 2015/16 |
| Loan Impairments | -- | Impairment charge for Expected Credit Loss (ECL), excluding the Frontier provision release of €0.2b in 3Q21 |

# Definition of financial data, ratios used and alternative performance measures

| | | |
|---|---|---|
| Loan / Lending Yield | | Annualized (or annual) loan interest income over gross performing exposures |
| Loans-to-Deposits Ratio | L:D ratio | Loans and advances to customers over due to customers at year/period end, excluding the short term reverse repo facility of €3.2b in 3Q22 and €3b in 2Q22, 1Q22, 3Q21 and 2Q21 |
| Minorities | | Non-controlling interest |
| Net Interest Margin | NIM | Net interest income over average interest earning assets. Net Interest Margin equals net interest income divided by the average of interest earning assets (the average of interest earning assets at the end of the current year and the end of the previous year and all quarter ends in between (5 periods) for the year end). |
| Net Stable Funding Ratio | NSFR | The NSFR refers to the portion of liabilities and capital expected to be sustainable over the time horizon considered by the NSFR over the amount of stable funding that must be allocated to the various assets, based on their liquidity characteristics and residual maturities |
| Net Loans | -- | Loans and advances to customers |
| Non-Performing Exposures | NPEs | Non-performing exposures are defined according to EBA ITS technical standards on Forbearance and Non-Performing Exposures as exposures that satisfy either or both of the following criteria: (a) material exposures which are more than 90 days past due, (b) the debtor is assessed as unlikely to pay its credit obligations in full without realization of collateral, regardless of the existence of any past due amount or of the number of days past due |
| Non-Performing Exposures Coverage Ratio | NPE coverage | ECL allowance for impairment for loans and advances to customers divided by NPEs, excluding loans and advances to customers mandatorily measured at FVTPL, at year/period end |
| Non-Performing Exposures Organic Formation | NPE organic formation | NPE balance change at year end / period end, excluding sales and write-offs |
| Non-Performing Exposures Ratio | NPE ratio | NPEs divided by loans and advances to customers at amortised cost before ECL allowance for impairment at year/period end, excluding the short term reverse repo facility of €3.2b in 3Q22 and €3b in 2Q22, 1Q22, 3Q21 and 2Q21 |
| Non-Performing Loans | NPLs | Loans and advances to customers at amortised cost in arrears for 90 days or more |
| Non-Personnel expenses / Expenses | -- | G&As + Depreciation |
| 90 Days Past Due Coverage Ratio | 90dpd coverage | ECL allowance for impairment for loans and advances to customers over gross loans in arrears for 90 days or more excluding loans mandatorily classified as FVTPL, year/period end, over gross loans in arrears for 90 days or more excluding loans mandatorily classified as FVTPL at year/period end |
| 90 Days Past Due Ratio | 90dpd / NPL ratio | NPLs at year/period end divided by loans and advances to customers at amortised cost before ECL allowance for impairment at year/period end, excluding the short term reverse repo facility of €3.2b in 3Q22 and €3b in 2Q22, 1Q22, 3Q21 and 2Q21 |
| Operating Expenses / Costs / Total Costs | OpEx | Personnel expenses + G&As + Depreciation, excluding the additional social security contributions for LEPETE to e-EFKA, and other one off expenses. More specifically, for 9M22 operating expenses exclude personnel expenses of €26m related to defined contributions for LEPETE to e-EFKA charge and other one-off costs of €9m. For 9M21, operating expenses exclude personnel expenses of €27m related to defined contributions for LEPETE to e-EFKA charge and other one off costs of €80m |
| Operating Result / Operating Profit / (Loss) | -- | Total income less operating expenses and loan impairments |
| Other Assets | -- | Derivative financial instruments plus Investment property plus Equity method investments plus Current income tax advance plus Other assets |
| Other Impairments | -- | Impairment charge for securities + other provisions and impairment charges on properties |
| Other liabilities | -- | Derivatives financial instruments plus Deferred tax liabilities plus Retirement benefit obligations plus Current income tax liabilities plus other liabilities per FS excluding lease liabilities |
| Performing Loans / Exposures | PEs | Gross loans less NPEs, excluding the short term reverse repo facility of €3.2b in 3Q22 and €3b in 2Q22, 1Q22, 3Q21 and 2Q21 |
| Profit / Loss) for the Period from Continuing Operations | PAT from continuing operations / PAT (cont. ops) | Profit for the period from continuing operations, excluding VES and restructuring costs, other one off expenses & additional social security contributions for LEPETE to e-EFKA and other impairment. PAT (cont. ops) excludes the defined contribution for LEPETE to e-EFKA charge of €26m, VES, restructuring & other one-off costs and other impairment, totaling €74m for 9M22 and the defined contribution for LEPETE to e-EFKA charge of €27m and VES, restructuring & other one-off costs and other impairment totaling €16m for 9M21 |
| Property & Equipment | -- | Property and equipment excluding RoU assets |
| Pre-Provision Income | PPI | Total income less operating expenses, before loan impairments |
| Profit and Loss | P&L | Income statement |
| Provisions (Stock) / Loan Loss Allowance | LLAs | ECL allowance for impairment on loans and advances to customers at amortised cost |
| Return on Tangible Equity | RoTE | Calculated as core PAT (PAT from cont. ops. excluding trading, other income & associated tax and one off income / expenses) over average tangible equity |
| Risk Weighted Assets | RWAs | Assets and off-balance-sheet exposures, weighted according to risk factors based on Regulation (EU) No 575/2013 |
| RoU assets | -- | RoU assets are presented separately and they are included in Property and equipment |
| Securities | -- | Investment securities and financial assets at fair value through profit & loss |
| Tangible Equity / Book Value | TBV | Equity attributable to NBG shareholders less goodwill, software and other intangible assets |
| Taxes | -- | Tax benefit / (expenses), excluding non recurring withholding taxes of €46m in 2Q22 |
| Total Capital Ratio | CAD | Total capital as defined by Regulation No 575/2013, with the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs |
| Total Capital Ratio Fully Loaded | CAD FL | Total capital as defined by Regulation No 575/2013, without the application of the regulatory transitional arrangements for IFRS 9 impact over RWAs |
| Total Group Deposits | -- | Due to customers |
| Total Lending Yield / Lending Yield | -- | Return (or annualized return) calculated on the basis of interest income from Total loan book, over the average accruing Total loans balance |
| Trading and Other Income | -- | Net trading income/(loss) and results from investment securities {"trading income/(loss)"} + Net other income / (expense) {"other income/(expense)"} |

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NATIONAL BANK OF GREECE

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