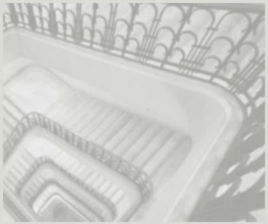
FINANCIAL RESULTS PRESENTATION

FY.2016 PIRAEUS GROUP FINANCIAL RESULTS

31 MARCH 2017



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2016 HIGHLIGHTS

P&L

Operating profitability improving

- 2016 marginal loss of €4mn on consolidated basis vs. €1.9bn losses in 2015
- Profit from domestic operations at €74mn vs. €1.4bn losses in 2015
- Net interest & fee income at €2,136mn; €1,960mn in Greece, flat yoy

NPLs| NPEs

NPL & NPE stock down for 5th consecutive quarter in Q4.16

- NPL stock down €1.0bn qoq and €2.5bn yoy at €24.4bn
- NPE stock down €0.4bn qoq and €0.7bn yoy at €36.2bn
- NPE/NPL operational targets attained for 2nd quarter

Liquidity

Strong deposit growth and significant reduction in Eurosystem funding

- Deposits up €2.7bn in Q4.16, €3.0bn yoy; LDR at 113%, improved by 12ppts yoy
- Eurosystem down €2.9bn in Q4.16 at €20.9bn (ELA -€0.8bn at €11.9bn)
- EFSF repos up €0.7bn in Q4.16 at €5.9bn

Re-sizing

Progress made selling international assets and reducing costs in Greece

- Sale of stake in Piraeus Bank Cyprus in December 2016
- VES resulted in c.1.2k FTE exits; Greek footprint already near 2017 target (#650)

Customer Satisfaction

Leading Bank in Greece delivering for our clients

- Piraeus maintains top ranking in retail clients' tracking studies
- Transactions migration to digital, improving customer experience and cutting costs
- Launch of e-branch concept, pioneering in innovation

Group, € bn|mn	Greece	Int'l	**Dec.16**	Dec.15	yoy
Total Assets	76.1	5.4	**81.5**	87.9	-7%
Gross Loans	61.3	3.6	**64.9**	67.1	-3%
Net Loans	45.3	2.7	**48.0**	49.6	-3%
Loan Loss Reserves	16.0	0.9	**16.9**	17.5	-3%
Customer Deposits	39.3	3.0	**42.4**	39.4	8%
Eurosystem Funding	-	-	**20.9**	32.7	-36%
Equity	-	-	**9.8**	10.0	-2%
NII & NFI	1,960	176	**2,136**	2,183	-2%
Net Revenues	2,165	201	**2,366**	2,393	-1%
Operating Costs	1,169	153	**1,322**	1,473	-10%
Pre Provision Income	996	48	**1,044**	920	13%
Impairment on Loans	843	82	**925**	3,487	-73%
Net Result attr. to SHs	74	(77)	**(4)**	(1,858)	-
Branches (#)	660	261	**921**	989	-7%
Employees (#)	14,492	3,583	**18,075**	19,279	-6%

Notes: (a) loan balances exclude seasonal agri-loan facility, while ratios over assets also exclude EFSF|ESM bonds and discontinued operations

(b) large corporate (LC) loan charge of €90mn for a single ticket in Q4.16 excluded from 2016 loan impairment

+€3bn inflows of customer deposits yoy

-€12bn reduction of Eurosystem funding yoy

€2.1bn NII & NFI, -2% yoy

€1bn pre provision results, +13% yoy

-73% loan impairment charges yoy

€74mn bottom line for Greek operations

-7% footprint optimization yoy

-6% headcount reduction yoy

Group, %	Greece	Int'l	**Dec.16**	**Dec.15**
Liquidity				
Loan / Deposits	115%	90%	**113%**	126%
Eurosystem / Assets	-	-	**26%**	37%
Profitability				
NIM	2.69%	2.61%	**2.68%**	2.66%
NFI / Assets	0.47%	0.57%	**0.48%**	0.43%
Cost / Income	54%	76%	**56%**	62%
Cost of Risk (% of net loans)	1.8%	3.0%	**1.9%**	6.7%
Capital				
CET-1 (phased-in)	-	-	**17.0%**	17.8%
CET-1 (fully loaded)	-	-	**16.2%**	16.6%
Asset Quality				
>90dpd ratio	37.5%	39.0%	**37.5%**	40.1%
>90dpd coverage ratio	69.8%	64.1%	**69.5%**	65.0%
NPE ratio	52.3%	47.2%	**52.0%**	51.4%
NPE coverage	46.7%	48.3%	**46.8%**	47.3%

Notes: (a) loan balances exclude seasonal agri-loan facility, while ratios over assets also exclude EFSF|ESM bonds and discontinued operations

(b) large corporate (LC) loan charge of €90mn for a single ticket in Q4.16 excluded from 2016 cost of risk

37.5% NPL ratio, -2.5ppts yoy
36.5% with seasonal agri-loan facility

69.5% NPL coverage, 70% in Greece

52.0% NPE ratio, with 47% cash coverage
50.8% with seasonal agri-loan facility

268bps NIM, with NFI over assets at 48bps

17.0% CET-1, lower yoy on the back of State CoCos coupon payment in Q4.16 €118mn or c.22bps effect, and higher RWAs

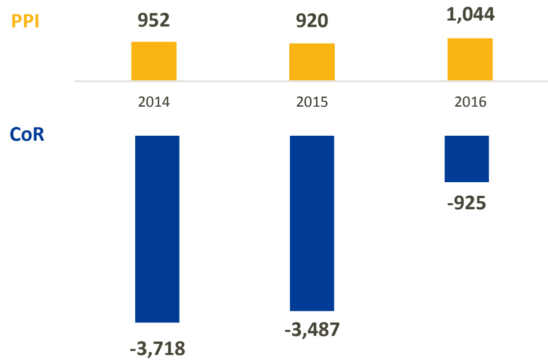
Resilient Pre Provision Income

Group, €mn	Q4.16	Q3.16	qoq	FY.16	FY.15	yoy
NII	**453**	455	0%	**1,811**	1,877	-4%
NFI	**91**	82	11%	**326**	306	7%
Other	**37**	37	1%	**230**	210	9%
Revenues	**582**	574	1%	**2,366**	2,393	-1%
OpEx	**(355)**	(322)	10%	**(1,322)**	(1,473)	-10%
PPI	**227**	253	-10%	**1,044**	920	13%
Loan charge	**(220)**	(210)	5%	**(925)**	(3,487)	-73%
LC loan charge	**(90)**	-	-	**(90)**	-	-
Other charges	**(115)**	(19)	-	**(179)**	(351)	-
Net result	**(18)**	31	-	**(4)**	(1,858)	-

- Reclassification of €32mn in Q3.16 from NII to CoR (€93mn for 9m.16) following calibration in the interest income recognition model of impaired loans
- Large corporate (LC) group loan charge of €90mn in Q4.16
- Other charges in Q4.16 related mainly to real estate impairments
- Tax impact from recognition of DTA on participations' impairment

Jaws Closing Resulting in a Marginally Negative Year

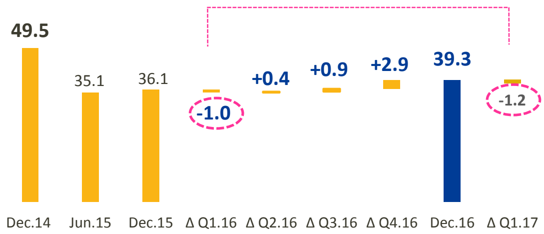
€ mn, reported figures



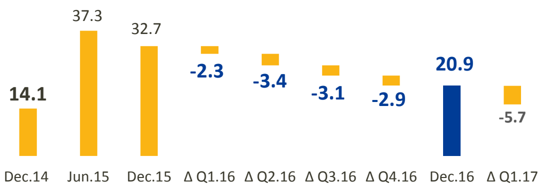
bps on net loans	2014	2015	2016
PPI	172	178	214
CoR	672	673	189*
jaws	-500	-495	**+25**

(*) excludes the €90mn single ticket provision

Domestic Deposits (€bn)



Eurosystem Funding (€bn)



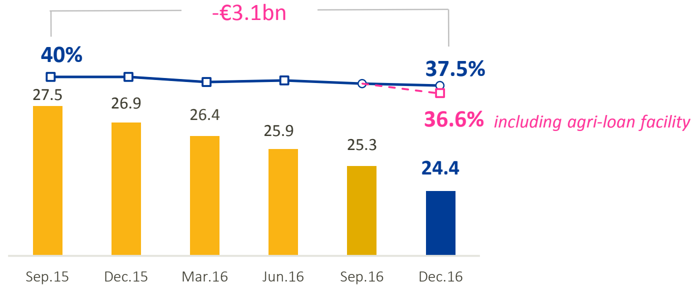
Note: data for Q1.17 till 30 March based on MIS figures; for deposits, €0.4bn in Q4.16 relate to time deposits of the Investment Cover Scheme and the Supplementary Deposits Cover Fund of the Hellenic Deposit and Investment Guarantee Fund

1. Domestic deposit inflows €2.5bn in Q4.16 in Greece, assisted by Greek State arrears clearing and capital controls relaxation, coupled with targeted client campaigns and product offerings
2. Eurosystem use dropped in Q4 to €20.9bn, on the back of deposit increase, increased EFSF repos and QE (bond sales)
3. ELA down by €0.8bn qoq at €11.9bn vs. 2015 peak of €22bn
4. EFSF repos further increased to €6bn at Dec.16 at -5bps cost
5. Zero reliance of L.3723 as of late April 2016

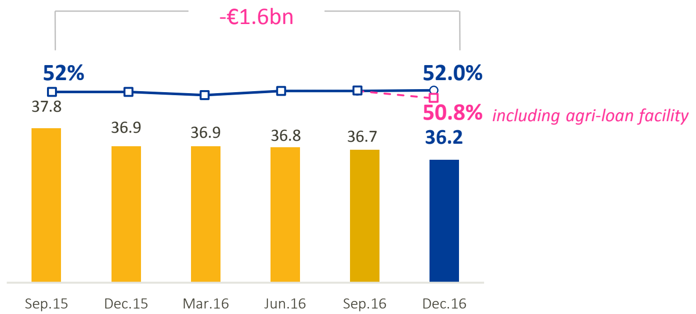
Q1.17 to date:

deposit decrease (-€1.2bn), drop in Eurosystem (-€5.7bn, out of which -€0.9bn ELA), EFSF repos increase (+€2.2bn)

NPL Movement & Ratio (€bn|%)



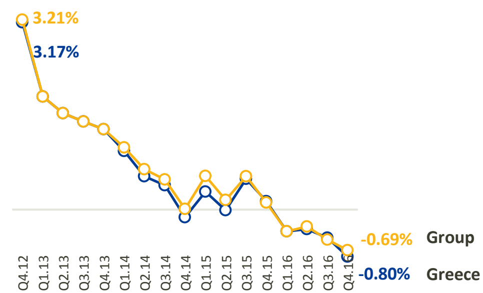
NPE Movement & Ratio (€bn|%)



1. NPL stock marked a drop of €2.5bn in the last 12 months and €3.1bn from Sep.15 peak
   - Q4.16 NPL formation at -€0.4bn and -€1.2bn for FY.16
   - Q4.16 write-offs of €0.5bn and €1.2bn for FY.16

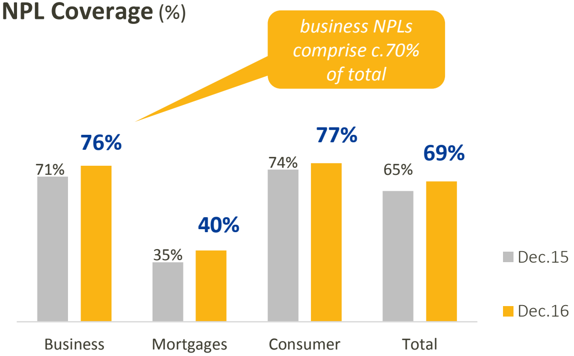
2. NPE reduction of €0.7bn in the last 12 months and €1.6bn from Sep.15 peak
   - Q4.16 NPE formation at -€0.1bn, being the 1st quarter with negative NPE formation in all loan categories (Q1 +€0.3bn, Q2 +€0.2bn, Q3 +€0.1bn, Q4 -€0.1bn)

NPL Formation (new flows over loans, %)

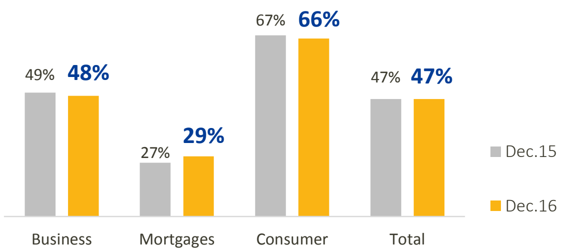


Note: loan balance excludes seasonal agri-loan of €1.7bn for Dec.16 and €1.0bn for Dec.15

NPL Coverage (%)

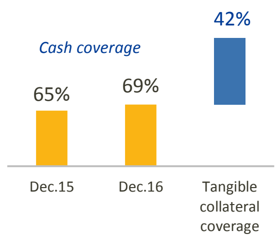


NPE Coverage (%)

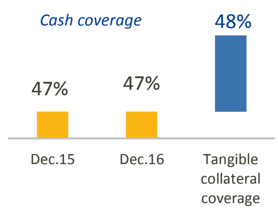


1. Group NPL coverage increases further to 69.5% (+190bps qoq), while domestic coverage climbs to 70% (+230bps qoq)
2. NPL coverage including collateral at 111%
3. Group NPE coverage at 47%, while including collateral it reaches 95%

NPLs Coverage



NPEs Coverage



Operational Targets Submitted to SSM | Parent Data

in €bn	2016 June actual	2016 September target	2016 September actual	2016 December target	2016 December actual	2019 December target
NPLs>90dpd	24.4	23.9	23.9 ✓	23.3	23.2 ✓	10.2
NPEs	34.2	34.4	34.1 ✓	34.3	33.8 ✓	20.3

Operational targets submitted to the SSM in late September 2016 are related to parent data

- Piraeus aims at reducing parent stock of NPEs by 40% from Dec.16 (€33.8bn) to Dec.19 (€20.3bn)
- NPLs at parent level are also targeted to be reduced by 56% from Dec.16 (€23.2bn) to Dec.19 (€10.2bn)
- The reduction until 2019 will be driven by:
  - restructurings and collections
  - liquidations
  - write-offs
  - selected sales

  while it is based on certain critical assumptions, such as:
  - improvement of macroeconomic conditions
  - implementation of legal and judicial NPE management framework

CET-1 Ratios (Dec.16)

€ bn | %	Phased-In	Fully Loaded
CET-1 Capital	9.0	8.6
Total Regulatory Capital	9.0	8.6
RWAs	53.3	53.3
CET-1 ratio	**17.0%**	**16.2%**
Total Capital Ratio	**17.0%**	**16.2%**

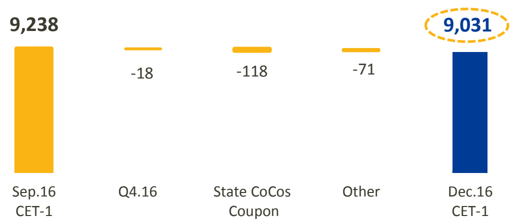
- Leverage ratio at 11.2%
- Tangible book value at €7.6bn
- DTC at €4.1bn, o/w €1.4bn from PSI and €2.7bn from loan losses

Piraeus Bank has to maintain, on a consolidated basis:

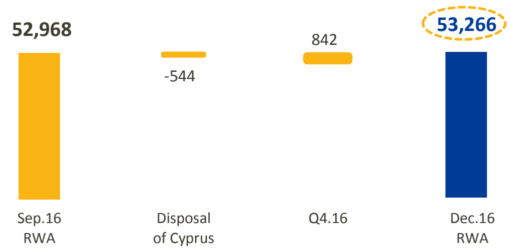
- Total SREP Capital Requirement (TSCR) for 2017 of **11.75%**
  - a. minimum Pillar I total capital requirement of **8.0%**
  - b. additional Pillar II capital requirement of **3.75%**
- Overall Capital Requirement (OCR) ratio of **13.0%** which on top includes:
  - c. transitional capital conservation buffer of **1.25%**

CET-1 Capital & RWAs Evolution in Q4.016

€mn



Note: reserves' movement negative for Q4.16

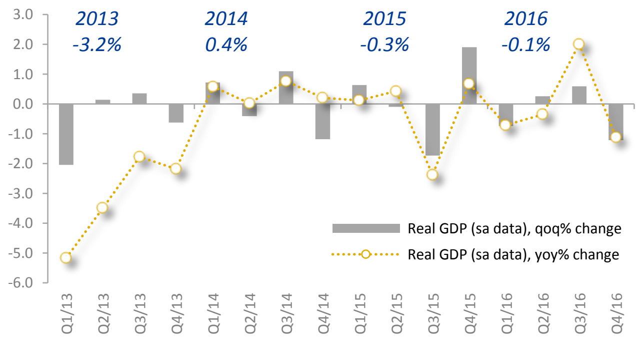


Note: RWA increase qoq from additional DTAs and time deposits of the Investment Cover Scheme and the Supplementary Deposits Cover Fund of the Hellenic Deposit and Investment Guarantee Fund

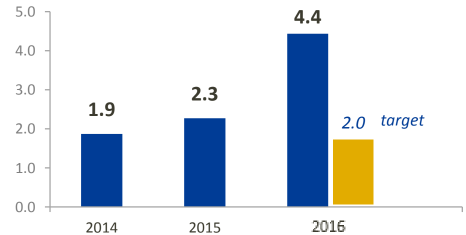
Economic Activity in a Crucial Turning Point

- In 2016, the Greek economy declined marginally by -0.1% versus -0.3% in 2015, based on seasonally adjusted data. However, the negative outcome of Q4.16, combined with the increased uncertainty in Q1.17, jeopardize the initial growth expectations for 2017
- The 2017 outlook is **highly contingent upon the completion of the 2nd review** and any new fiscal consolidation measures. Key points are the timely disbursements, the implementation of privatizations, and the improvement of the economic climate along with the further liberalization of capital movements
- In 2016, on a modified cash basis, the state budget primary balance amounted to a surplus of €4.4bn exceeding the target of €2.0bn. This development gives ground to an over-performance of the general government primary surplus* target of 0.5% of GDP. According to the 2017 Budget introductory report, in 2016 the general government primary surplus* is expected to exceed the target and reach 1.1% of GDP. Also, the primary surplus* in 2017 is projected to reach 2.0% of GDP, surpassing the target of 1.75% of GDP set in the economic adjustment programme

2016 GDP at Breakeven ...



... with a Solid State Budget Execution (€bn)



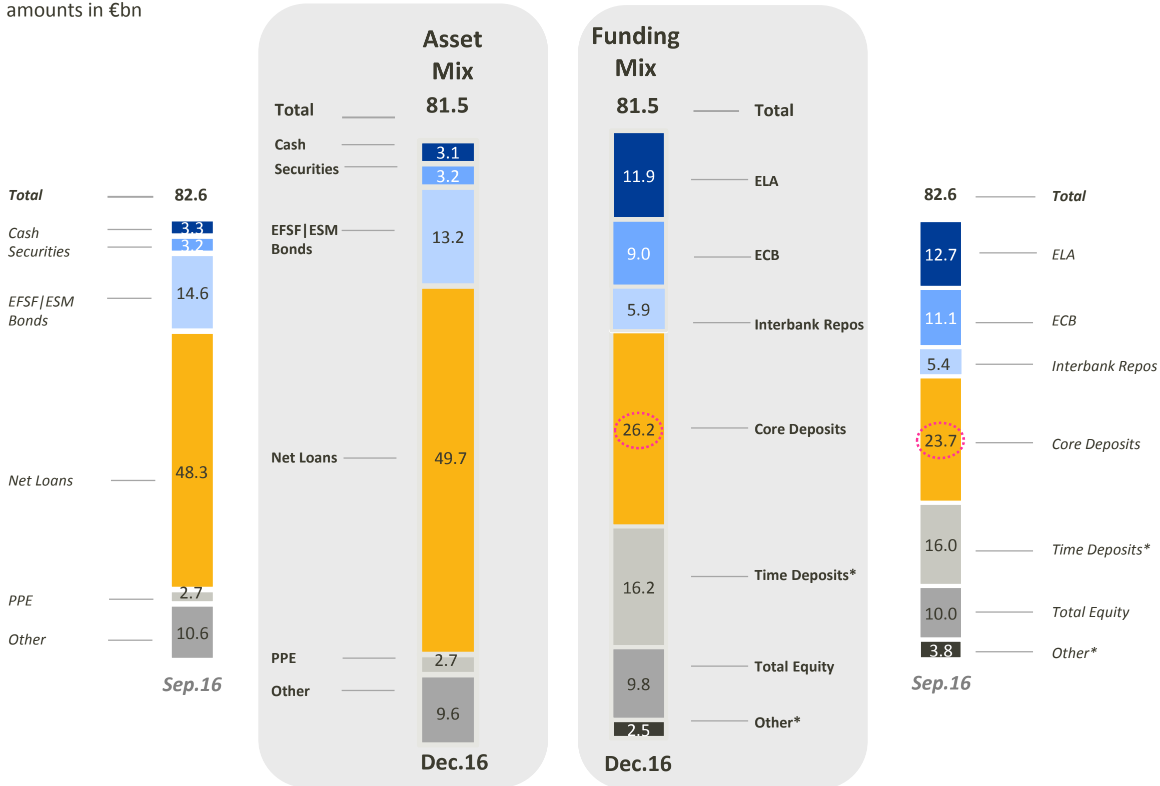
** based on the economic adjustment programme methodology*

Sources: ELSTAT, Ministry of Finance, Piraeus Bank Economic Research

02

2016 DEVELOPMENTS

amounts in €bn



* *sale of Piraeus Bank Cyprus concluded in Q4.16; for deposits, €0.4bn added for Sep.16 and Dec.16 related to time deposits of the Investment Cover Scheme and the Supplementary Deposits Cover Fund of the Hellenic Deposit and Investment Guarantee Fund*

Group Profit & Loss (€mn)

		Q4.16	Q3.16	qoq	Q4.15	yoy	FY.16	FY.15	yoy
Net Interest Income	1	453	455	0%	463	-2%	1,811	1,877	-4%
Net Fee Income	2	91	82	11%	79	16%	326	306	7%
Trading Income		35	10	>100%	46	-24%	162	109	48%
Other Income		2	27	-92%	17	-87%	68	101	-33%
Total Net Revenues	3	582	574	1%	605	-4%	2,366	2,393	-1%
- excl. non recurring Items		582	574	1%	605	-4%	2,289	2,393	-4%
Employee Costs		(157)	(151)	3%	(278)	-44%	(628)	(772)	-19%
Administrative Expenses		(170)	(143)	19%	(186)	-8%	(584)	(589)	-1%
Depreciation & Other		(28)	(28)	1%	(29)	-5%	(111)	(112)	-1%
Total Operating Costs	4	(355)	(322)	10%	(493)	-28%	(1,322)	(1,473)	-10%
- excl. non recurring Items		(355)	(322)	10%	(382)	-7%	(1,322)	(1,361)	-3%
Pre Provision Income		227	253	-10%	112	>100%	1,044	920	13%
- excl. non recurring Items		227	253	-10%	223	2%	967	1,032	-6%
Result from Associates		(10)	16	-	1	-	(18)	(13)	-
Impairment on Loans	5	(220)	(210)	5%	(1,384)	-84%	(925)	(3,487)	-73%
Large Corporate Loan Charge		(90)	-	-	-	-	(90)	-	-
Impairment on Other Assets		(115)	(19)	-	(258)	-55%	(179)	(351)	-49%
Profit Before Tax		(209)	40	-	(1,530)	-	(168)	(2,930)	-
Tax		188	(11)	-	290	-	159	1,069	-
Net SHs Profit from Continuing Ops		(18)	31	-	(1,238)	-	(4)	(1,858)	-
Discontinued Ops Result		3	(11)	-	(31)	-	(31)	(35)	-

1 Q4.16 net interest income remained flat, with the benefit from lower funding costs offsetting the impact of asset deleveraging

2 NFI increased for 3rd consecutive quarter in Q4.16, on the back of ancillary banking services. FY.16 net fee income 7% up yoy

3 Total net revenues for Q4.16 increased by 1% qoq

4 Q4 OpEx increased qoq due to increased contribution to deposit guarantee scheme, as well as third-party expenses related with NPL deleverage effort. FY.16 OpEx down by 10% yoy or -3% on recurring basis

5 Impairment on loans supporting further NPLs coverage of business and consumer loans (to 76% and 77% from 73% and 75% respectively)

- *One-off financial gain of €77mn in Q2.16 from the sale of Visa Europe*
- *One-off operating cost of €111mn in Q4.15 for a personnel voluntary exit scheme*

Group Balance Sheet (€mn)

		Dec.16	Sep.16	Dec.15	qoq	yoy
Cash/Balances with Central Banks		3,072	3,262	3,645	-6%	-16%
Loans & Advances to Banks		119	171	180	-31%	-34%
Gross Loans	1	66,648	65,399	68,071	2%	-2%
(Loan Loss Reserves)		(16,941)	(17,120)	(17,480)	-1%	-3%
Securities		16,420	17,780	20,263	-8%	-19%
- o/w EFSF, ESM Bonds	2	13,219	14,544	16,964	-9%	-22%
Intangibles & Goodwill		282	264	274	7%	3%
Fixed Assets		2,710	2,735	2,544	-1%	7%
Deferred Tax Assets		5,318	5,085	5,075	5%	5%
Other Assets		3,870	3,879	3,768	0%	3%
Assets of Discontinued Operations		3	1,183	1,594	-	-
Total Assets		81,501	82,639	87,934	-1%	-7%
Due to Banks	3	27,021	29,303	34,491	-8%	-22%
Deposits	4	42,365	39,694	39,358	7%	8%
Debt Securities		70	71	102	-2%	-32%
Other Liabilities		2,220	2,420	2,478	-8%	-10%
Liabilities of Discontinued Ops		1	1,186	1,485	-	-
Total Liabilities		71,677	72,674	77,913	-1%	-8%
Total Equity	5	9,824	9,964	10,021	-1%	-2%
Total Liabilities & Equity		81,501	82,639	87,934	-1%	-7%

1. Q4 gross loans in milder deleveraging mode vs. previous quarters; €0.5bn write-offs in Q4, while year-end figure inflated by seasonal bridge-loan to farmers of €1.7bn (repaid in early 2017); respective figure for Dec.15 at €1.0bn

2. Participation in ECB's QE programme with €1.3bn EFSF bonds sold in Q4, €3.7bn throughout 2016

3. Eurosystem funding at €20.9bn in Dec.2016, down €2.9bn qoq. EFSF repos at €5.9bn in December, up €0.7bn qoq

4. Q4.16 customer deposits higher by €2.7bn qoq

5. Equity lower vs Q3.16, mainly on the back of State CoCos annual coupon payment (€118mn)

- *In deposits, an amount of €0.4bn related to time deposits of the Investment Cover Scheme and the Supplementary Deposits Cover Fund of the Hellenic Deposit and Investment Guarantee Fund has been included*

Greek Operations (€mn)

		Q4.16	Q3.16	qoq	FY.16	yoy
NII	1	418	420	-1%	1,666	-1%
NFI	2	82	74	11%	294	7%
Total Revenues		533	526	1%	2,165	0%
OpEx	3	(317)	(286)	11%	(1,169)	-11%
PPI	4	217	240	-10%	996	16%
Loan impairment	5	(200)	(184)	9%	(843)	-73%
LC loan charge		(90)	-	-	-	-
Pre tax result		(180)	56	-	(103)	-
SHs PAT from cont. ops		12	46	-	74	-

1. Q4.16 NII in Greece slightly decreased 1% both qoq and yoy, positively affected by lower funding costs, yet impacted by asset deleveraging

2. Q4.16 NFI improvement by 11% qoq and 16% yoy, on the back of increased business related to e-payments, money transfers and cards

3. Q4.16 OpEx increased by 11% qoq, due to seasonality for administrative costs, increased contribution to DGS by €9mn, as well as NPL-related expenses (legal, outsourcing etc), while it decreased 11% yoy or 2% on a comparable basis (Q4.15 one-off cost of €111mn for a personnel voluntary exit scheme programme)

4. Pre provision income at €217mn in Q4.16 and €996mn in FY.16 increased by 16% yoy

5. Loan provisions at €200mn (176bps over net loans from 161bps in Q3)

- *DGS Deposit Guarantee Scheme*

Customer Rates: Time Deposit Rate Declines Further

	Q4.15	Q1.16	Q2.16	Q3.16	Q4.16
Deposits	**0.65%**	**0.59%**	**0.51%**	**0.51%**	**0.49%**
Sight	0.60%	0.62%	0.57%	0.60%	0.59%
Savings	0.17%	0.17%	0.13%	0.11%	0.10%
Time	1.23%	1.05%	0.91%	0.87%	0.81%
avg 3m euribor	*-0.09%*	*-0.19%*	*-0.26%*	*-0.30%*	*-0.31%*
Loans	**4.33%**	**4.11%**	**4.07%**	**4.00%**	**3.91%**
Mortgages	2.46%	2.38%	2.33%	2.28%	2.27%
Consumer	9.46%	8.85%	8.62%	8.42%	8.31%
Business	4.63%	4.40%	4.39%	4.31%	4.19%

Actual rates shown above refer to total Greek banking operations, quarterly averages

Loan Rates: Front Book Rates Steadily Above Legacy Book

	Q1.16		Q3.16		Q4.16	
Loan Rates	Total Stock	Front Book	Total Stock	Front Book	Total Stock	Front Book
Mortgages	2.4%	4.4%	2.3%	3.8%	2.3%	4.2%
Consumer	8.9%	11.0%	8.4%	9.7%	8.3%	9.2%
Business	4.4%	5.5%	4.3%	6.0%	4.2%	4.4%
Total	**4.1%**	**5.7%**	**4.0%**	**6.1%**	**3.9%**	**4.5%**

Business (stock)	**Q1.16**	**Q3.16**	**Q4.16**
Corporate	3.9%	4.0%	3.8%
SME/SBL	5.2%	4.7%	4.6%
Total	**4.4%**	**4.3%**	**4.2%**

- Impact in loan rates throughout 2016 attributed to **euribor decline** and **loan restructuring activity**
- Front book rates relate with **minimal disbursements** for retail loans, while for business, new production came mainly from **corporate segment**

	Type of transaction	Migration rate Today*	Migration rate target End-2017	Migration rate target End-2018
Transactions to be migrated to ATMs	Cash withdrawal	87%	90%	90%
	Cash deposit	38%	42%	50%
	Passbook update	75%	100%	
Transactions to be migrated online	Bill payment (including taxes)	59%	65%	80%
	Fund transfers	78%	85%	90%

Total potential target to migrate a further 35mn teller transactions per annum

Examples of Projects and Initiatives

- Meeter-greeter role in branch to guide and train customers with the use of facilities
- Installation of deposit-taking ATMs within branches
- Usage of analytics to target heavy teller users with campaigns and incentives
- Policy changes eliminating option to use cashier for certain transactions (e.g. passbook updates)
- Introduction of “e-branch” concept
- Revamping of online and mobile channels, targeting less technology-savvy customers by emphasizing simplicity, speed and security
- In-branch education of customers

** the KPI measures the performance as of 01.01.17. Currently available data for Jan.17*

What we want customers to feel

- Homely
- Useful
- Excitement

What we want the Bank to achieve

- Transaction migration
- Enhance image
- Digital education
- New cost model

- **1st e-branch 07.12.2016**
- **2nd e-branch 28.12.2016**
- **3rd e-branch 03.01.2017**

Innovation	Remote Cashier Cash & Coin Collector Prepaid Dispenser Winbank Remote Registration
Operating model	Extended working hours No bank employees in branch Remote branch supervision and troubleshooting
Technology	Leverage bank's and vendors' latest technology Integrate with existing bank systems and platforms
People	Guide customers through introduction of technology and new ways of working Use young, tech-savvy and motivated people with deep experience in customer service
Design	Layout makes customers feel at home, yet is a place where work is done Technology 'hidden'

Progress so far

Successfully piloted new concepts before roll-out (live-labs)

Prepared rollout

- Assigned new roles to employees
- Assigned new formats to branches
- Launched system changes & technical works
- **50%** of newly designed in-branch digital zones (wave 1) has been installed and is already operational

Kicked off change management

- Held multiple workshops and trainings
- Developed new careers paths to make employees part of the new reality
- **40%** of branch managers has participated in multi-day orientation workshops

Expected Benefits

Value for Shareholders

- Cost savings, through automation of transaction servicing and rightsizing of network
- Increased revenue, through improved sales performance per FTE
- Maintaining customer perception for innovative Bank in the Greek market

Service to Customers

- Improved level of service, based on speed and professionalism
- Increased options in service channels
- Extended coverage and personalised service of most valued customers

Opportunities for Employees

- New opportunities for professional growth
- New, structured way of working with clear responsibilities and targets

Winbank

- +34% active customers
- +32% logins
- +50% transactions daily

- Turnover +25%
- Fees +14%

Cards

- +9% debit cards in circulation
- +13% credit cards in circulation
- +8% prepaid cards in circulation

Credit cards

- +21% turnover
- +109% new cards issued*

Debit cards

- +145% turnover
- +9% increase in customer portfolio penetration

Prepaid cards

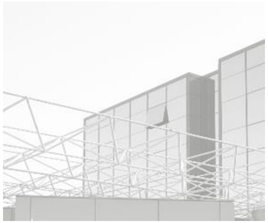
- +18% new cards issued
- +9% # purchase trx

POS

- EFT/POS terminals installations +96%
- New merchants +74%

- Turnover +108%
- Fees +66%

**New agricultural cards included*
Note: yearly data



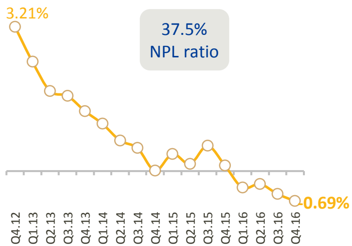

03

ASSET QUALITY

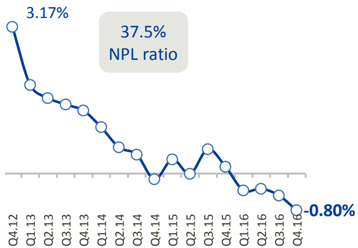
NPL Formation Negative in Q4.16

NPL new flows over loans (%)

Group

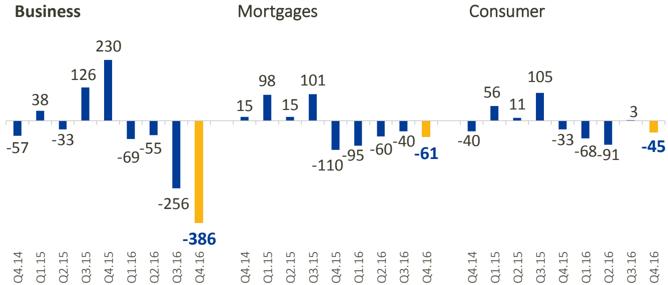


Greece



Note: pre write-off quarterly NPL formation in € mn or as % of gross loans, loans exclude seasonal agri loan in Dec.16

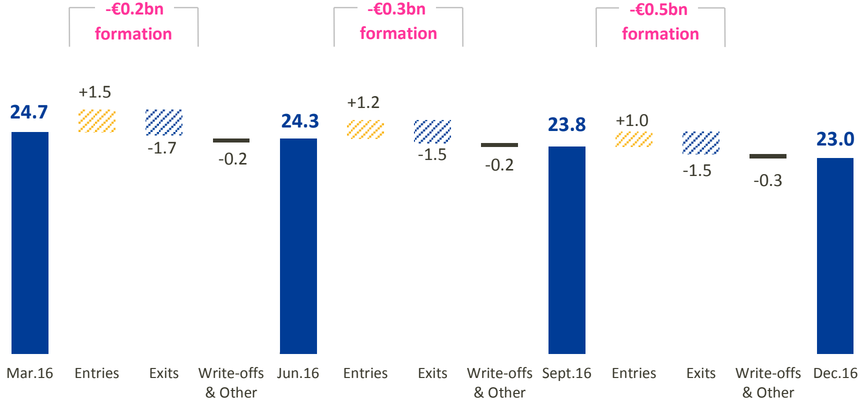
Greek NPL Formation by Segment



1. Greek Q4.16 NPL formation at -€492mn from -€293mn in Q3.16
2. Group Q4.16 NPL formation -€450mn from -€335mn in Q3.16
3. NPL formation -€1,219mn for Group and -€1,223mn for Greece in 2016

1. 2016 legislation and gradual improvement in economic sentiment, along with the Bank's expertise in internal RBU, are expected to have further positive impact on the effort to substantially deleverage NPL
2. Businesses posted a -€386mn negative NPL flow in Q4.16 in Greece

Gross NPL Generation Trending Lower in Greece (€bn)



Note: RBU data

- Gross NPL formation at **1.6%** over loans in Q4.16 from **3% level** a year ago
- NPL exits (restructurings & collections) at **2.5%** over loans; at the **3% level** over the last quarters
- Quarterly Greek write-offs stable at **0.4%**, with expected acceleration going forward

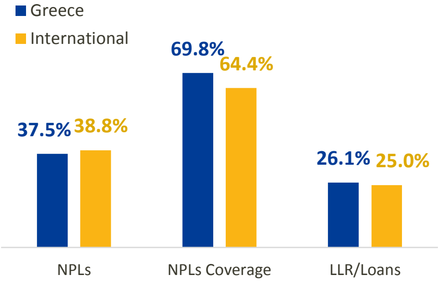
Q4.2016 NPL Movement per Category

NPLs (€bn)	*Entries*	*Exits*
Business	*+0.5*	*-0.9*
Mortgages	*+0.4*	*-0.4*
Consumer	*+0.1*	*-0.1*
TOTAL	***+1.0***	***-1.5***

Group NPEs (€bn)	Q1.16	Q2.16	Q3.16	Q4.16
NPLs	-€0.5bn	-€0.4bn	-€0.6bn	-€1.0bn
Impaired loans	+€0.4bn	-€0.2bn	+€0.2bn	+€0.1bn
Forborne loans	+€0.1bn	+€0.5bn	+€0.2bn	+€0.4bn
NPE stock movement	**€0.0bn**	**-€0.1bn**	**-€0.2bn**	**-€0.5bn**
NPE formation	**+€0.3bn**	**+€0.2bn**	**+€0.1bn**	**-€0.1bn**

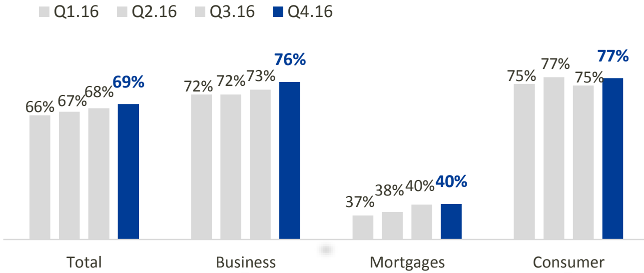
- **First quarter with negative NPE formation for Piraeus Bank Group**

NPL Cash Coverage



Note: loans exclude seasonal agri loan in Dec.16

NPL Coverage Ratio per Category



NPL mix	68%	19%	13%

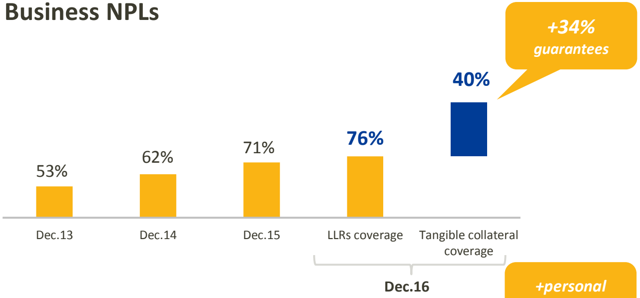
Group LLRs at 26% Over Loans

LLRs (€mn)	Dec.16
Business	12,695
Mortgages	1,826
Consumer	2,419
TOTAL	**16,941**

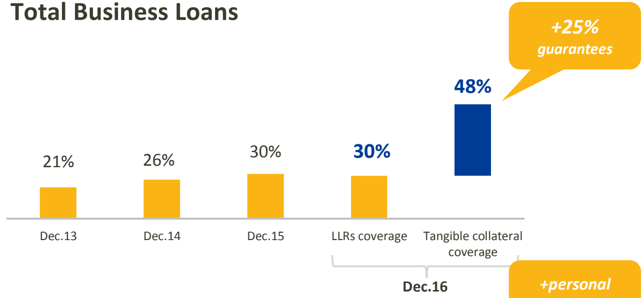
LLRs (€mn)	Dec.16
Greece	16,029
International	912
TOTAL	**16,941**

- ☑ High NPL coverage across all segments
- ☑ Significant stock of loan loss reserves for business loans, which comprise more than 2/3 of the portfolio

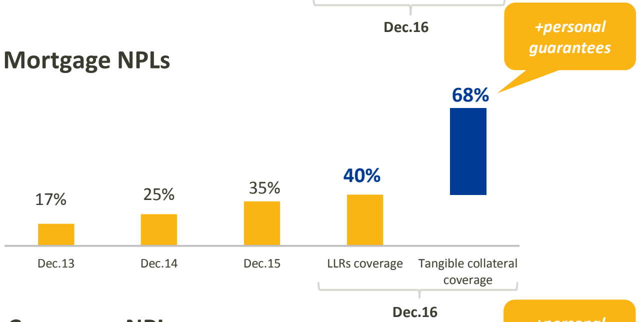
Business NPLs



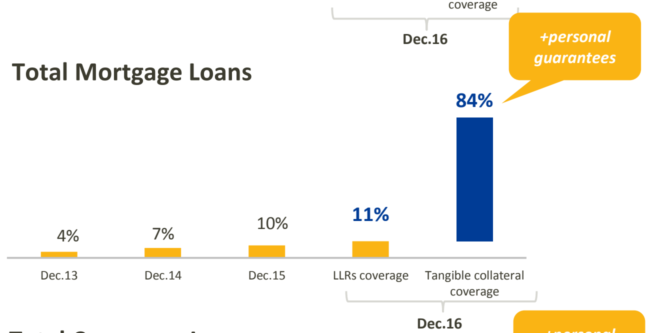
Total Business Loans



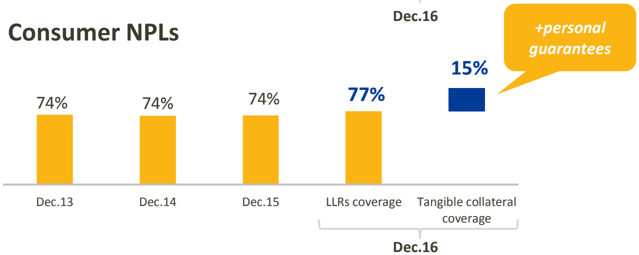
Mortgage NPLs



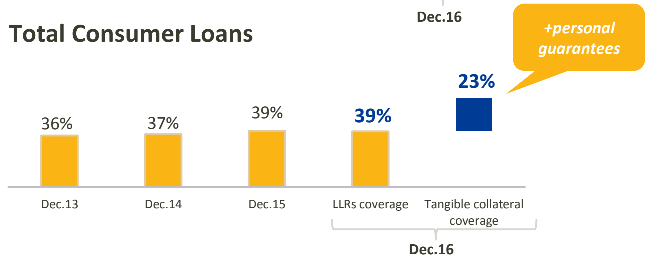
Total Mortgage Loans



Consumer NPLs



Total Consumer Loans



Note: coverage per segment = loan impairment or collateral value for portfolio per segment divided by balance (NPL or total loan portfolio); total business loans exclude seasonal agri-loan

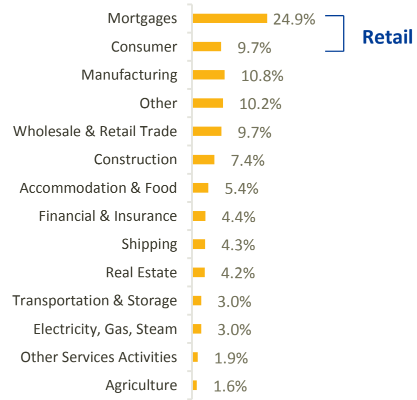
Loans: KPIs per Segment (Dec.2016)

SME: 51% NPL | 69% Coverage
SBL: 49% NPL | 55% Coverage
Corporate: 33% NPL | 83% Coverage

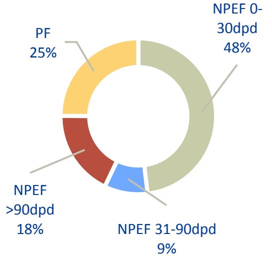
in €mn | %	TOTAL	Business	Mortgage	Consumer
GROUP Loans	**64,947**	**42,511**	**16,162**	**6,274**
NPL Ratio	**37.5%**	39.3%	28.0%	50.0%
NPL Coverage	**69.5%**	75.9%	40.3%	77.1%
NPE Ratio	**52.0%**	56.9%	38.6%	51.0%
NPE Coverage	**46.8%**	48.4%	29.1%	65.5%

in €mn | %	TOTAL	Business	Mortgage	Consumer
GREECE Loans	**61,296**	**39,792**	**15,707**	**5,797**
NPL Ratio	**37.5%**	38.8%	28.4%	52.8%
NPL Coverage	**69.8%**	77.1%	40.1%	76.4%
NPE Ratio	**52.3%**	57.1%	39.1%	52.6%
NPE Coverage	**46.7%**	48.4%	29.0%	65.9%

Domestic Loan Composition (Dec.2016, %)

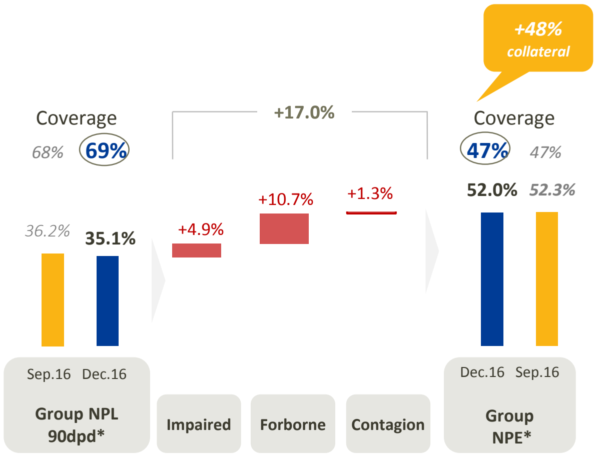


Forborne Loans (Dec.2016, €15.6bn)



(*) NPE ratios for on and off balance sheet exposures as per EBA methodology
(**) Loans exclude seasonal agri loan in Dec.16

Piraeus Group NPL to NPE Reconciliation (Dec.16)



- **Impaired**: the effect of the inclusion of exposures which are not past due by more than 90dpd and for which the customer carries specific provisions
- **Forborne**: the additional effect of the inclusion of exposures which are not past due but have forbearance measures (i.e. concessions towards a debtor facing or about to face difficulties in meeting financial commitments) and are classified as non-performing as per EBA Technical Standards on forbearance and non performing exposures
- **Contagion**: the additional effect of characterizing all exposures to a debtor as NPL when the debtor has exposures in arrears more than 90dpd (pull-through effect) according to EBA technical standards

Piraeus Group NPL-NPE-LLR Data per Product (Dec.16)

€bn	Exposures	NPEs	NPLs	Performing		
				Impaired	Forborne	Contagion
Business	47.8	26.2	16.7	3.3	5.3	0.9
Mortgages	16.2	6.3	4.5	0.0	1.7	0.0
Consumer	7.2	3.7	3.1	0.1	0.5	0.0
Total	**71.3**	**36.2**	**24.4**	**3.4**	**7.5**	**0.9**

€8.1bn out of €11.8bn:
0 dpd

€bn | %	+90dpd	NPEs	LLRs	Coverage	
				NPLs	NPEs
Business	16.7	26.2	12.7	76%	48%
Mortgages	4.5	6.3	1.8	40%	29%
Consumer	3.1	3.7	2.4	77%	65%
Total	**24.4**	**36.2**	**16.9**	**69%**	**47%**

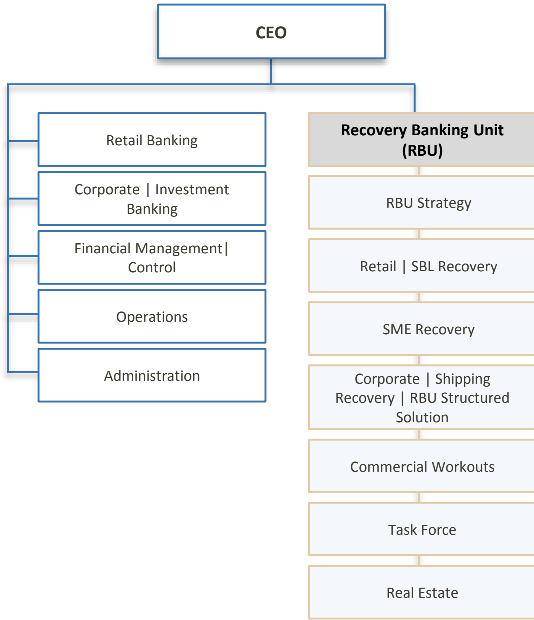
(*) NPL ratio over loans including off balance sheet exposures (LC,LGs). Likewise for NPE ratio, as per EBA definition, for both numerator (€0.4bn) and denominator (€4.6bn). Ratios exclude the

(€bn | %)	Balances (€bn)	Customers (#)	FTEs (#)
Corporate	6.1	0.5k	82
SME	2.8	1.9k	150
Commercial Workouts	10.3	30.9k	310
SB	1.3	19.3k	288*
Retail	10.7	367k	
- Mortgages	6.9	69k	1,113*
- Consumer	3.8	383k	
Total	**31.3**	**407k**	**1,943**

c.2,500 FTEs including supporting RBU FTEs (loan admin, external legal, other vendors, in excess of 500 FTEs in total)

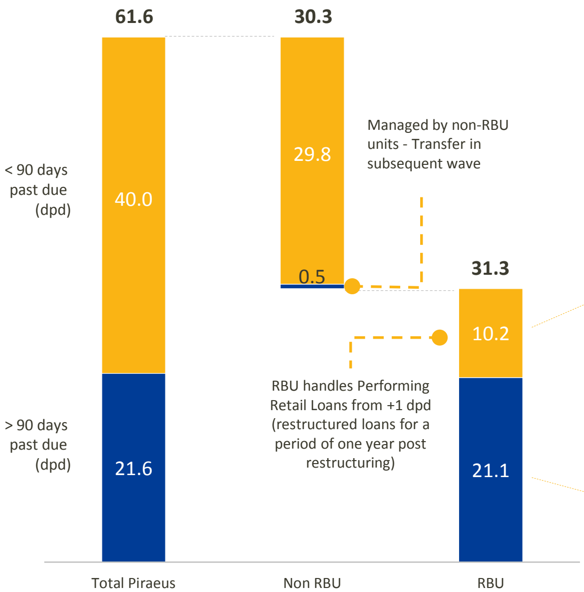
Notes:
- figures display balances & customers managed by Piraeus Recovery Banking Unit
- customer total number refers to unique customers (number of customers in breakdown does not add up due to customers with multiple relationships)

(*) SB FTEs include 100 FTEs in branches for customers holding agricultural products. Retail FTEs include 353 dedicated Branch Restructuring Officers in 310 branches. On top, there are part-time employees working for RBU in another 360 branches across Greece



RBU Balances Overview

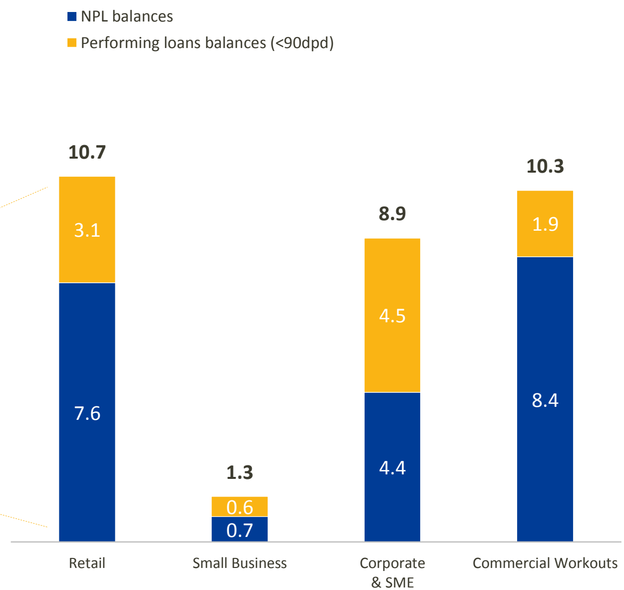
(€bn, 31-Dec-2016)



Note: figures display amounts for Piraeus Bank Greece. Sums of figures may deviate from totals due to rounding

RBU Balances by Segment

(€bn, 31-Dec-2016)



Corporate & Shipping

- **484** customers
- **€6.1bn** loan balances

- **Operating businesses**
  - **345** or **71%** of total
  - **€4.8bn** or **77%** of total
- **Viable (positive EBITDA)**
  - **245** or **71%** of operating cases
  - **€3.4bn** loans or **72%** of operating cases

SMEs

- **1,936** customers
- **€2.8bn** loan balances

- **Operating businesses**
  - **1,583** or **82%** of total
  - **€2.4bn** or **85%** of total
- **Viable (positive EBITDA)**
  - **1,079** or **68%** of operating cases
  - **€1.7bn** loans or **70%** of operating cases

Commercial Workouts

- **30,934** accounts
- **€10.3bn** loan balances

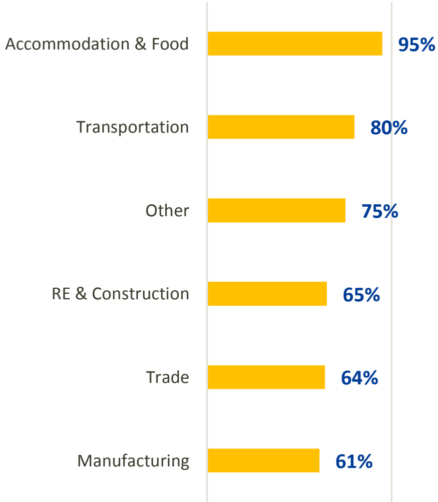
- **Denounced loans > 100k**
  - **7,042** or **23%** of total
  - **€7.8bn** or **76%** of total
- **Operating cases**
  - **3,387** or **48%** of denounced > 100k
  - **€3.6bn** loans or **46%** of denounced > 100k

- Mapping taking into account borrowers' needs, viability and affordability in a through-the-cycle approach
- Aim is to take advantage of the changes in the legal framework and the wealth of data gained through acquisitions to deal with strategic defaulters
- **71%** of balances related to operating SMEs and Corporate refer to customers that are deemed viable displaying positive EBITDA

Corporate & Shipping RBU

Viable businesses

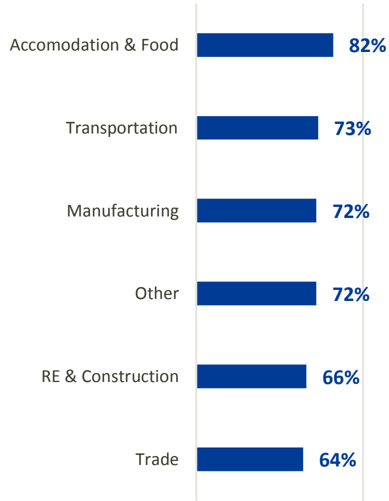
€3.4bn or **72%** of operating cases

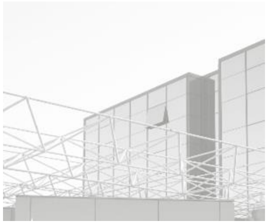


SMEs RBU

Viable businesses

€1.7bn or **70%** of operating cases

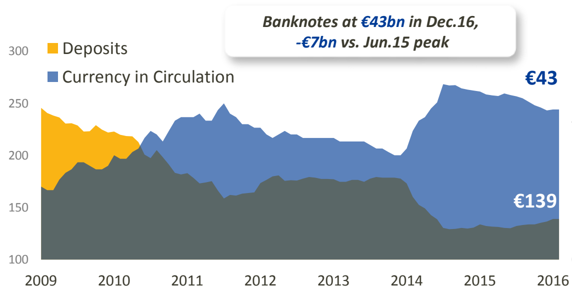




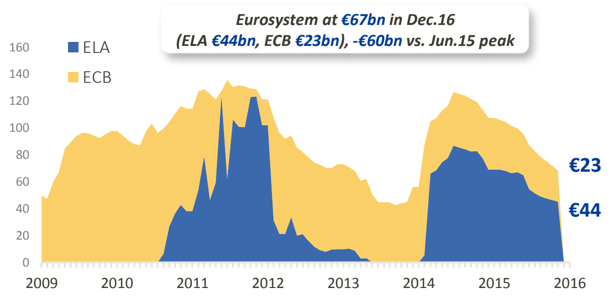
04

LIQUIDITY

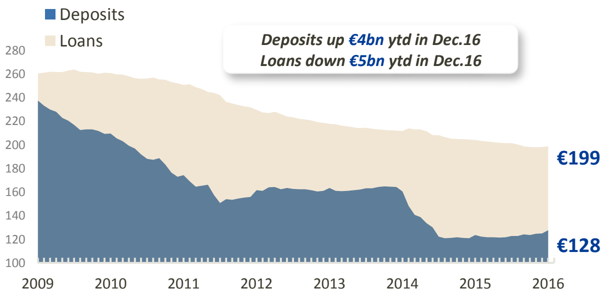
Customer Deposits & Currency in Circulation (€bn)



Eurosystem Funding (€bn)

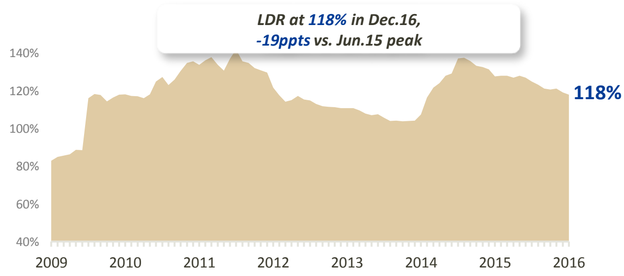


Loans & Deposit Balances (private sector,€bn)

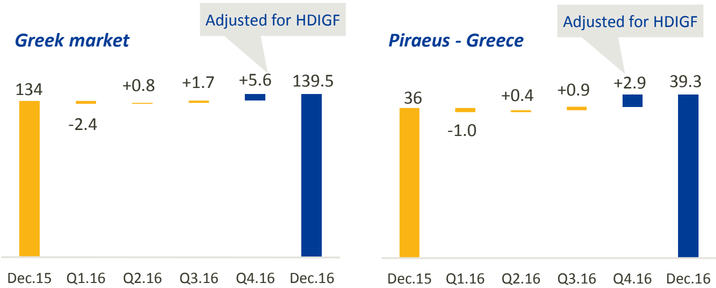


Notes: a) Loan ytd movement includes c.€3bn decrease due to write-offs, FX fluctuations and reclassifications
b) Loan and deposits Dec.16 figures adjusted for Consignment Deposits and Loan Fund balances which was excluded from the banking sector

Net Loans to Deposits Ratio (%)

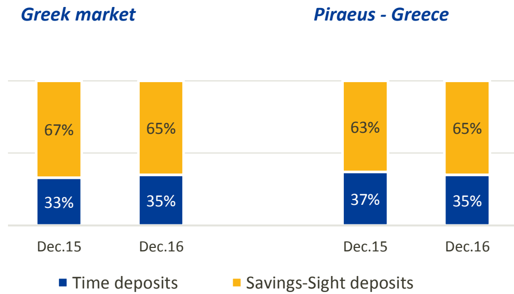


Customer Deposit Movement in Greece (€bn)

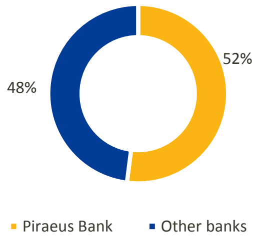


Note: Hellenic Deposit and Investment Guarantee Fund deposits of €0.4bn

Domestic Deposit Mix (%)



Piraeus Contribution to Deposit Inflow in 2016 (%)



Movement by Segment (€bn)

Piraeus	Q1.16	Q2.16	Q3.16	Q4.16
Mass|Farmers	-0.2	+0.1	+0.1	+1.0
Affluent|Private Banking	-0.1	+0.2	+0.3	+0.2
SB	-0.1	+0.1	+0.1	+0.1
SME	-0.1	+0.1	+0.1	+0.1
Corporate	-0.2	+0.1	-0.2	+0.5
Govt & Other	-0.3	-0.2	+0.5	+0.6
Total	**-1.0**	**+0.4**	**+0.9**	**+2.5**

Note: excl.Hellenic Deposit and Investment Guarantee Fund deposits of €0.4bn

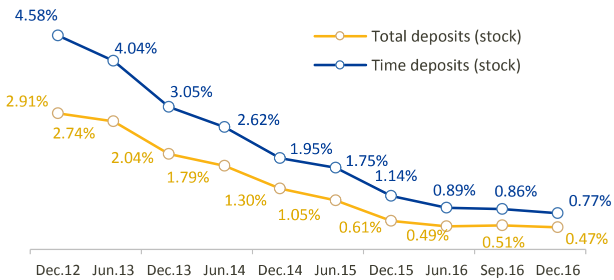
Deposit Restoration Strategy: Consistent Implementation

Waves of Targeted Deposit Campaigns	Q2.16	Q3.16	Q4.16
Average Daily Production	€4mn	€13mn	**€5mn**
Customers	9.9k	14.8k	**8.0k**
Means of inflows	Cash	Cash, M/F	**Cash, M/F**
Segmental allocation:			
-Affluent	*47%*	*61%*	***59%***
-SB	*10%*	*8%*	***9%***
-Other	*43%*	*31%*	***32%***

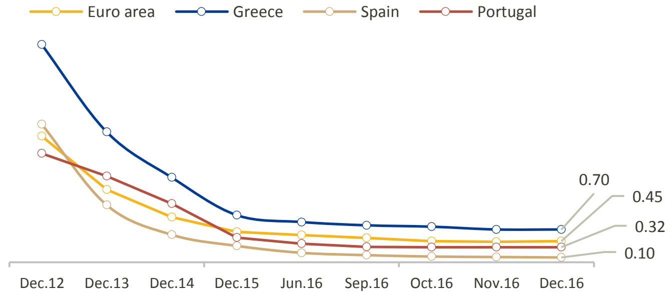
Piraeus-2015	**Banknotes**	**M/F**
Outflow	**€8.4bn**	**€2.5bn**
Customers	249k	18k
Average ticket	€33k	€140k

- ☑ Targeted deposit restoration strategy executed, brought results in H2.16
- ☑ Granularity of 2015 deposit outflows requires systematic approach and continuous deposit campaigns

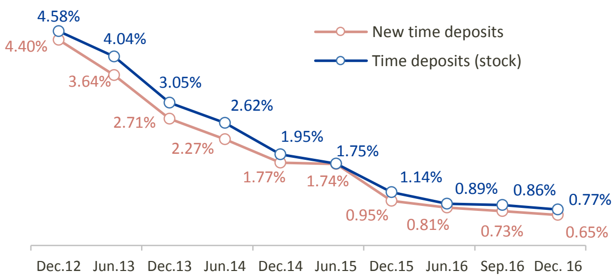
Greek Customer Deposit Rates (mtd, %)



New Time Deposit Rates in European Periphery (%)



Greek Time Deposit Rates | Stock vs. New (mtd, %)



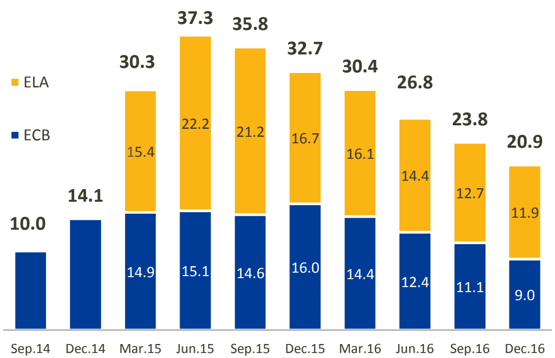
Deposit Cost Further Improved

1. Time deposit cost further decrease
2. Continuous effort to reduce deposit cost in line with approved Restructuring Plan
3. **New time deposit cost currently at c.60bps**
4. Gradual increase of market sentiment and inflows in deposits are not expected to trigger any deviation from deposit pricing discipline

Supporting NII

- Lower deposit rates
- Lower ELA
- No Law 3723 utilization
- Interbank repo lower rates

Eurosystem Funding (€bn)



Collateral Used for Eurosystem Funding - Cash Values (€bn)

	Dec.14	Dec.15	Mar.16	Jun.16	Sep.16	Dec.16
ECB	**14.1**	**16.0**	**14.4**	**12.4**	**11.1**	**9.0**
EFSF|ESM Bonds	5.7	15.3	13.8	11.0	9.5	7.3
GGBs and T-bills	1.0	-	-	0.9	0.9	0.9
L.3723	6.8	-	-	-	-	-
Other	0.6	0.7	0.6	0.6	0.7	0.8
ELA	**-**	**16.7**	**16.1**	**14.4**	**12.7**	**11.9**
GGBs and T-bills	-	0.8	0.1	-	-	-
L.3723	-	5.7	1.0	-	-	-
Loans & Other	-	10.2	15.0	14.4	12.7	11.9
Total	**14.1**	**32.7**	**30.4**	**26.8**	**23.8**	**20.9**

ELA Utilization & Buffer

1. ELA collateral buffer estimated at €8bn (end Dec.2016), based on existing collateral valuation and haircuts
2. No utilization of Pillar 2 support scheme since April 2016

EFSF Holdings by Maturity (€mn)

Pre QE commencement

	Issue Date	Maturity Date	Cpn	Face Value
1	19-Apr-12	19-Apr-18	6m € +46	2,340
2	19-Apr-12	19-Apr-19	6m € +57	2,340
3	19-Apr-12	19-Apr-20	6m € +64	2,340
4	19-Apr-12	19-Apr-21	6m € +71	2,240
5	19-Apr-12	19-Apr-22	6m € +77	2,240
6	19-Dec-12	19-Dec-22	6m € +34	484
7	19-Dec-12	19-Dec-23	6m € +35	983
8	19-Dec-12	19-Dec-24	6m € +36	1,176
9	**Total & Average**	**4.0 Yrs**	**6m € +58**	**14,142**

ESM Holdings by Maturity (€mn)

	ISIN	Issue Date	Maturity Date	Cpn	Face Value
1	EU000A1U9852	27-Aug-15	27-Feb-17	6m € -18	813
2	EU000A1U9860	27-Aug-15	27-Aug-17	6m € -20	812
3	EU000A1U9878	27-Aug-15	27-Feb-18	6m € -21	1,081
	Total & Average		**0.7 Yrs**	**6m € -20**	**2,706**

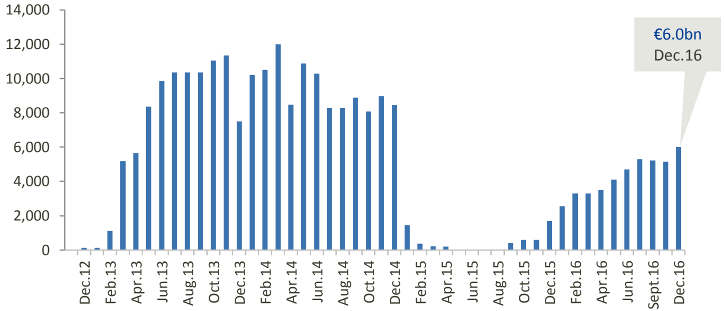
Floor at 0

ECB QE Participation

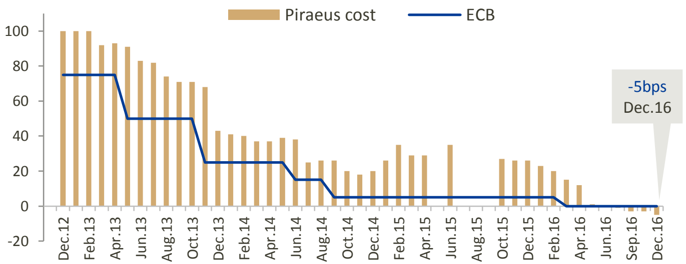
	Piraeus Bank	€bn
1	Q2.16	1.5
2	Q3.16	0.9
3	Q4.16	1.3
4	**TOTAL**	**3.7**

- As of Feb.17, Piraeus is participating in the 'ESM Bond Exchange Programme' in the context of the Short Term Measures for the Greek State Debt. Implementation is expected to be gradual during the course of the next quarters

Funding from EFSF Repos (€bn)



EFSF Repos Cost (bps vs. ECB Refinancing Rate)



Interbank Repos Trends

1. Interbank funding through EFSF bond repos stood at €6.0bn in December 2016, from €5.2bn in September 2016
2. Cost of funding continues to decline
3. Increased volume assisting reduction of Eurosystem reliance

21 ministerial decisions since imposition of Capital Controls, indicating a gradual relaxation of the relative framework

Cash Withdrawal Limit	• 100% of cash deposited after 22.07.16 can be withdrawn • €840 equivalent per fortnight per customer	**Purchase of Greek Mutual Funds**	• Allowed
New Account Opening	• Allowed for existing (as of 11.03.16) customers • Subject to specific criteria, e.g. primary payroll account, for new customers	**Greek Capital Market Instruments**	• Allowed
Additional Account Beneficiary	• Allowed for existing (as of 11.03.16) customers • Prohibited for new customers	**Foreign Investments Liquidation**	• Proceeds can be re-invested
Transfers from abroad	• 100% of incoming funds can be re-transferred abroad • 10% of incoming funds received before 22.07.16 can be withdrawn in cash • 30% of incoming funds received after 22.07.16 can be withdrawn in cash	**Change of Custodian Bank**	• Prohibited when changing to foreign custodian
Outgoing Wire Transfers abroad	• Private individuals can transfer up to €1,000 per month	**Trade Related Payments**	• <€350k approval at bank level • Weekly limit for bank-level committee at €112mn • >€350k approval by the Banking Transactions Approval Committee
Time Deposit Break	• Allowed	**Early Loan Repayment**	• Allowed

05

APPENDIX

Greece (€mn)

	Q4.2016	Q4.2015	yoy	FY.2016	FY.2015	yoy
Net Interest Income	418	422	-1%	1,666	1,677	-1%
Net Fee Income	82	71	16%	294	275	7%
Banking Income	**500**	**493**	**1%**	**1,960**	**1,952**	**0%**
Trading & Other Income	33	73	-54%	205	215	-4%
Total Net Revenues (recurring)	**533**	**566**	**-6%**	**2,088**	**2,167**	**-4%**
- incl. one-off Items (reported)	**533**	**566**	**-6%**	**2,165**	**2,167**	**0%**
Employee Costs	(142)	(263)	-46%	(571)	(713)	-20%
Administrative Expenses	(150)	(164)	-8%	(503)	(502)	0%
Depreciation & Other	(24)	(25)	-2%	(95)	(94)	1%
Total Operating Costs (recurring)	**(317)**	**(340)**	**-7%**	**(1,169)**	**(1,198)**	**-2%**
- incl. one-off Items (reported)	**(317)**	**(451)**	**-30%**	**(1,169)**	**(1,309)**	**-11%**
Pre Provision Income (recurring)	**217**	**226**	**-4%**	**919**	**969**	**-5%**
- incl. one-off Items (reported)	**217**	**115**	**89%**	**996**	**858**	**16%**
Result from Associates	(10)	1	-	(18)	(14)	29%
Impairment on Loans	(290)	(1,192)	-76%	(933)	(3,075)	-70%
Impairment on Other Assets	(96)	(181)	-47%	(148)	(229)	-36%
Pre Tax Result	**(180)**	**(1,257)**	**-86%**	**(103)**	**(2,460)**	**-96%**
Tax	189	266	-29%	172	1,023	-83%
Net Result Attributable to SHs	**12**	**(992)**	**-**	**74**	**(1,437)**	**-**
Discontinued Operations Result	(1)	1	-	(5)	11	-

International (€mn)

	Q4.2016	Q4.2015	yoy	FY.2016	FY.2015	yoy
Net Interest Income	36	41	-14%	145	200	-28%
Net Fee Income	9	8	15%	32	30	5%
Banking Income	**44**	**49**	**-9%**	**176**	**231**	**-24%**
Trading & Other Income	4	(10)	-	25	(4)	-
Total Net Revenues (recurring)	**48**	**39**	**25%**	**201**	**226**	**-11%**
- incl. one-off Items (reported)	**48**	**39**	**25%**	**201**	**226**	**-11%**
Employee Costs	(14)	(15)	-4%	(56)	(59)	-5%
Administrative Expenses	(20)	(22)	-9%	(81)	(87)	-6%
Depreciation & Other	(4)	(4)	-19%	(15)	(18)	-14%
Total Operating Costs (recurring)	**(38)**	**(42)**	**-8%**	(153)	**(164)**	**-7%**
- incl. one-off Items (reported)	**(38)**	**(42)**	**-8%**	(153)	**(164)**	**-7%**
Pre Provision Income (recurring)	**10**	**(3)**	**>100%**	**48**	**63**	**-23%**
- incl. one-off Items (reported)	**10**	**(3)**	**>100%**	**48**	**63**	**-23%**
Result from Associates	0	0	-	0	0	-
Impairment on Loans	(20)	(192)	-89%	(82)	412	-80%
Impairment on Other Assets	(19)	(77)	-76%	(31)	121	-74%
Pre Tax Result	**(29)**	**(272)**	**89%**	**(65)**	**(469)**	**86%**
Tax	(1)	24	-	(13)	45	-
Net Result Attributable to SHs	**(30)**	**(246)**	**88%**	**(77)**	**(422)**	**82%**
Discontinued Operations Result	4	(32)	-	(26)	(46)	43%

Note: all figures refer to continuing operations

Gross Loans Evolution (€mn)

	Dec.15	Mar.16	Jun.16	Sep.16	Dec.16	yoy	qoq
Group	**67,073**	**66,291**	**66,187**	**65,399**	**64,947**	**-3%**	**-1%**
Business	43,527	43,032	43,142	42,582	42,511	-2%	0%
Mortgages	16,740	16,545	16,427	16,273	16,162	-3%	-1%
Consumer	6,806	6,713	6,617	6,544	6,274	-8%	-4%
Greece	**62,924**	**62,268**	**62,250**	**61,547**	**61,296**	**-3%**	**0%**
Business	40,451	40,021	40,185	39,694	39,792	-2%	0%
Mortgages	16,244	16,065	15,959	15,810	15,707	-3%	-1%
Consumer	6,230	6,182	6,106	6,043	5,797	-7%	-4%
Int'l	**4,149**	**4,022**	**3,936**	**3,852**	**3,650**	**-12%**	**-5%**
Business	3,076	3,011	2,957	2,887	2,719	-12%	-6%
Mortgages	497	480	468	463	455	-8%	-2%
Consumer	576	532	511	501	476	-17%	-5%

Deposits Evolution (€mn)

	Dec.15	Mar.16	Jun.16	Sep.16	Dec.16	yoy	qoq
Group	**39,358**	**38,319**	**38,817**	**39,694**	**42,365**	**8%**	**7%**
Savings	15,249	14,636	14,597	14,138	14,995	-2%	6%
Sight	9,532	8,817	9,140	9,592	11,190	17%	17%
Time	14,577	14,867	15,080	15,964	16,179	11%	1%
Greece	**36,547**	**35,484**	**35,925**	**36,786**	**39,322**	**8%**	**7%**
Savings	14,995	14,364	14,292	13,798	14,613	-3%	6%
Sight	9,085	8,351	8,648	9,051	10,536	16%	16%
Time	12,467	12,770	12,985	13,938	14,172	14%	2%
Int'l	**2,810**	**2,835**	**2,892**	**2,908**	**3,043**	**8%**	**5%**
Savings	254	272	305	341	382	50%	12%
Sight	446	466	491	541	654	47%	21%
Time	2,110	2,097	2,095	2,026	2,007	-5%	-1%

Notes: loan balance excludes seasonal agri-loan of €1.7 bn for Dec.16 and €1.0 bn for Dec.15
All figures refer to continuing operations

Market Shares	Loans	Deposits
Albania	5.7%	6.3%
Bulgaria	3.4%	3.0%
Romania	1.5%	1.3%
Serbia	2.3%	1.6%
Ukraine	0.2%	0.2%

Subsidiaries

(€mn, as at Dec.2016)

Romania

Branches (#)	101
Employees (#)	1,337
Assets	1,472
Net loans	725
Deposits	963

Bulgaria

Branches (#)	75
Employees (#)	871
Assets	1,499
Net loans	745
Deposits	1,106

Albania

Branches (#)	39
Employees (#)	436
Assets	611
Net loans	188
Deposits	466

Serbia

Branches (#)	26
Employees (#)	451
Assets	427
Net loans	284
Deposits	265

Ukraine

Branches (#)	18
Employees (#)	448
Assets	140
Net loans	38
Deposits	60

Branches

London

Branch (#)	1
Employees (#)	18
Assets	930
Net loans	717
Deposits	31

Frankfurt

Branch (#)	1
Employees (#)	13
Assets	174
Net loans	13
Deposits	144

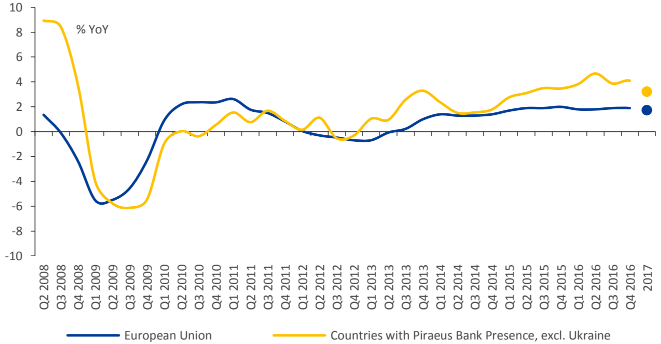
Total International[1]

Branches (#)	261
Employees (#)	3,574
Assets	€5.3bn
Net loans	€2.7bn
Deposits	€3.0bn

Consolidated financial data for international operations; total for countries illustrated

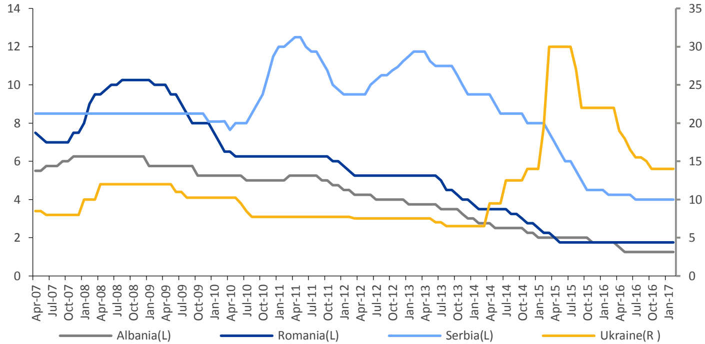
SEE Growth continues to over-perform the EU…

…evening out the ongoing international uncertainty…



Inflation rates hover below the Central Banks' targets…

…as Central Bank Monetary Policies remain on hold.



The Fiscal Sector has restored stability…

…as the general government balance and debt have improved.

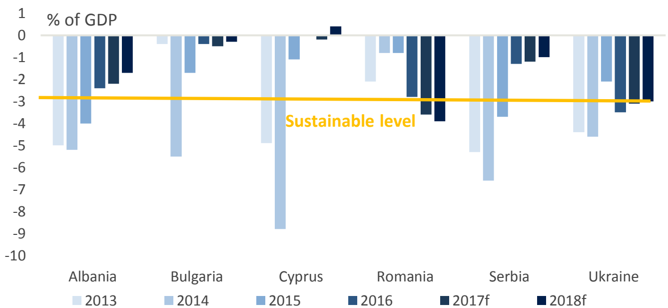


Table of Economic Forecasts

	Real GDP (% y-o-y)			Inflation (% y-o-y CPI)			Fiscal Balance (% GDP)			Current Account Balance (% GDP)		
	2015	2016	2017f	2015	2016	2017f	2015	2016	2017f	2015	2016	2017f
Albania	2.8	3.1	3.5	1.9	1.3	2.5	-4.0	-1.8	-1.5	-11.2	-12.0	-12.5
Bulgaria	3.0	1.6	1.8	-0.1	-0.8	1.0	-2.9	1.7	-1.0	2.1	1.5	1.0
Cyprus	1.6	3.4	2.2	-2.1	-1.4	0.5	-1.1	0.0	-0.2	-3.0	-1.6	-2.0
Romania	3.8	5.3	3.4	-0.6	-1.5	1.4	-1.5	-2.4	-3.0	-1.2	-1.6	-2.0
Serbia	0.7	2.5	2.6	1.4	1.1	2.7	-3.8	-3.5	-3.2	-4.8	-4.0	-4.1
Ukraine	-9.9	1.0	1.9	48.5	14.9	11.0	-1.2	-3.0	-3.5	-0.3	-2.0	-2.5

Sources: Piraeus Bank Research, National Statistical Sources

5.5 GLOSSARY | DEFINITIONS OF ALTERNATIVE PERFORMANCE MEASURES

1	**Net loans to deposits ratio**	Loans and advances to customers (net of impairments) over customer deposits. In case mentioned that the index is adjusted for seasonal agri-loan facility to OPEKEPE - Payment Authority of Common Agricultural Policy (C.A.P.) Aid Schemes - an amount of €1.7bn is subtracted for 31.12.2016 and €1.0bn for 31.12.2015.
2	**Core banking revenues**	Net interest income plus net fee and commission income
3	**NII**	Net interest income
4	**OpEx**	Operating expenses before provisions
5	**Cost to income ratio on a recurring basis**	Total operating expenses net of impairments on a recurring basis (excluding the extraordinary expense of year 2015 for the employee retirement scheme) over total net revenues on a recurring basis (excluding the extraordinary revenue from participation in VISA, as a result of the sale of VISA Europe to Visa Inc. on June 21st, 2016)
6	**Profit before provisions, impairment and income tax (PPI)**	Total net income minus total operating expenses before impairments
7	**Recurring profit before provisions, impairment and income tax**	Total net income minus total operating expenses before impairments on a recurring basis, as per the adjustments in item 5
8	**Profit before provisions, impairment and income tax net of extraordinary items**	As in item 5
9	**Cost of Risk (CoR)**	Loan impairments for the period (adjusted for one-off large corporate loan charge of €90mn in Q4.16/FY.16) over average beginning and end of period gross loans before adjustments excluding seasonal agri-loan facility (as item 1)
10	**DTAs**	Deferred tax assets
11	**NPLs-Non performing loans**	Loans in arrears over 90 days past due
12	**NPEs-Non performing exposures**	On and off balance sheet credit exposures: (a) that are past due over 90 days (b) impaired or those which the debtor is deemed as unlikely to repay its obligations in full without liquidating collateral, regardless of the existence of any past due amount or the number of past due days (c) forborne and still within the probation period under EBA rules (d) contagion from (a) according to EBA technical standards
13	**NPE/Non performing exposures ratio**	NPEs over loans and advances to customers (including off balance sheet exposure, before impairments)
14	**NPL/Non performing loans ratio**	Non-performing loans over gross loans and advances to customers (before impairments)

15	**Coverage of loans in arrears over 90 days (NPLs) ratio**	Cumulative provisions of loans and advances to customers over loans in arrears over 90 days past due
16	**Coverage of loans in arrears over 90 days (NPLs) ratio by cumulative provisions**	As in item 15
17	**Cumulative provisions (LLRs) over gross loans**	Cumulative provisions for loans and advances to customers over gross loans and advances to customers (before impairments)
18	**Capital adequacy ratio**	Total regulatory capital over risk weighted assets
19	**CET-1 capital adequacy ratio**	CET-1 regulatory capital over risk weighted assets
20	**Net interest margin (NIM)**	Net interest income over average beginning and end of period total assets excluding assets of discontinued operations, EFSF/ESM bonds and the seasonal loan to OPEKEPE as per item 1 above
21	**Net fee income (NFI) over assets**	Net fee and commission income over average beginning and end of period total assets excluding assets of discontinued operations, EFSF/ESM bonds and the seasonal loan to OPEKEPE as per item 1 above
22	**New NPL formation over loans**	Change of the stock of NPLs over 90 days past due adding back write-downs or other adjustments eg. loan sales or debt to equity swaps over loans and advances to customers (before impairments)
23	**Common Equity Tier-1 ratio (phased-in)**	Ratio as per item 19 above, with phased-in implementation excluding items in accordance with Basel III definitions
24	**Common Equity Tier-1 ratio (fully loaded)**	Ratio as per item 19 above, with fully loaded implementation excluding items in accordance with Basel III definitions
25	**Common Equity Tier-I ratio (fully loaded, excluding the provisions of L.4172/2013)**	Ratio as per item 19 above, with fully loaded implementation excluding items in accordance with Basel III definitions, excluding the part of regulatory capital related to deferred tax assets based on L.4172/2013, and the respective adjustment to risk weighted assets
26	**Total SREP Capital Requirement**	Ratio of capital requirement communicated to banks supervised by ECB (Single Supervisory Mechanism, SSM) on an annual basis after a review known as SREP (Supervisory Review and Evaluation Process). Total SREP Capital Requirement includes the minimum capital requirement of 8% over risk weighted assets according to article 92(1) of Regulation (EU) 575/2013 and additional capital requirement of 3.75% from CET 1 capital, in line with article 16(2)(a) of Regulation (EU) 1024/2013
27	**Overall Capital Requirement**	Ratio of capital requirement communicated to banks supervised by ECB (Single Supervisory Mechanism, SSM) on an annual basis after a review known as SREP (Supervisory Review and Evaluation Process). The Overall Capital Requirement includes the as stated above item 20 and the buffer of article 128 (6) of Regulation 2013/36/EU

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