

Athens, 15 November 2000

**EFG EUROBANK ERGASIAS' RESULTS FOR THE FIRST NINE
MONTHS OF 2000)**

- **Operating profits for the Bank, excluding trading income, up 26% to 76bn GRD¹**
- **Operating profits for the Group, excluding trading income, up 5% to 85bn GRD**
- **Operating revenues (not including trading income) for the Group up 12% to 235 bn GRD**
- **Net profits before tax for the Group down 20% at 96bn GRD**
- **Total assets of the Group up 22% at 5,624 bn GRD**
- **Capital adequacy maintained at over 18%.**

Key factors driving the bank's performance:

- **An increase in net interest income of 21%**
- **Increase in net commission income of 4%, in spite of the unfavourable stock market situation**
- **Net interest margin maintained at high levels of over 3%**
- **Total deposits up 26% at 4,166 bn GRD**
- **Loans and advances up 43% to 2,670 bn GRD**
- **Significant increase in market share in all key areas of its business**

Detailed Breakdown for the nine months January – September 2000

The Group's **net profits before tax** were down at 96 bn GRD, compared with 120 bn GRD for the corresponding period of 1999. This was due mostly to the high trading gains and extra-ordinary results during the same period of 1999 and an increase in operating expenses incurred from the merger with Ergobank.

However, the group's dynamic growth is evident by the 22% increase in total assets, 43% increase in total loans, and 26% growth in deposits.

Significant increase in market shares

During the nine months January - September 2000, **EFG Eurobank Ergasias** showed strong rates of development for its activities and a significant increase in market shares in all areas. Specifically:

- In loans and advances, the market share stood at 12%, compared with 10.5% on 31 December 1999.
- In mutual funds, it was in excess of 17%, compared with 14% at the end of 1999. In the particular case of mutual funds invested abroad, the market share was 40%.
- In consumer credit, it was in excess of 25%, as compared with 23% on 31 December 1999.
- In housing credit (mortgages), it amounted to 17.5%, compared with 13.7% on 31 December 1999.
- In underwriting for the introduction of companies on the Athens Stock Exchange, it reached 19.2% of the market, compared with 13% at the end of 1999.
- In securities' transactions, its market share stood at 5.5%, compared to 4% at the end of 1999.

EFG Eurobank Ergasias financials for the nine months January - September 2000, resulted in a high ROA of 2.7%, despite of the substantial decline in the Greek stock market and expenses associated with the merger with Ergobank, are as follows:

- **The Group's operating revenues**, excluding gains/losses from trading, show an increase of 12%, and amounted to 235 bn GRD in the nine months of 2000, compared with 209 bn GRD during the corresponding period of 1999.

¹ Please note that, for comparison purposes, and to provide a better picture of the organic development of the new EFG Eurobank Ergasias, the nine month 1999 figures used are for the previous entities of EFG Eurobank and Ergobank combined.

- **The quality of the Group's revenues** improved significantly, given that net revenues from interest and commissions as a percentage of total operating revenues reached 80% in the nine months of 2000, compared with 75% during the corresponding period of 1999.

- **The Group's net revenues from interest** increased by 21%, amounting to 124 bn GRD. This indicates the capability of the Group to realise operating revenues, in spite of the sharpening of the competition and the restrictions of the Bank of Greece for credit expansion (lifted in April 2000). It should be noted that **EFG Eurobank Ergasias** has maintained the net interest margin at particularly high levels compared with other Greek banking Groups- above 3%.

- **Net commission income** showed an increase of 4%. This was in spite of poor conditions on the stock market during the first nine months of 2000 and the fact that during the corresponding period of 1999 and especially the three months July - September 1999 the stock market activities showed tremendous rise. This achievement demonstrates both the continuing increase in market shares and the Bank's ability to quickly create and make available new products and services.

- **Revenues from investment banking**, as a result of the expansion of the Bank's business into new and particularly profitable areas have more than doubled in comparison with the revenues in this segment for the corresponding period of 1999.

- **The Group's operating profits** at 105 bn GRD for the nine months of 2000, showed a slight reduction of 5%, compared with 110 bn GRD for the corresponding nine months of 1999. If, however, as it follows from the previous paragraph, trading profits are excluded, the Group's operating profits showed:
 - A 5% increase in **the Group's operating profits** to 85 bn GRD in the nine months of 2000 from 81 bn GRD in the corresponding period of 1999.
 - A 26% increase in **the Bank's operating profits** to 76 bn GRD in the nine months of 2000 from 60 bn GRD in the corresponding period of 1999.

Detailed Statements Follow:

EFG EUROBANK ERGASIAS
GREEK GAAP CONSOLIDATED FINANCIAL STATEMENTS AS OF SEPTEMBER 30, 2000
(amounts in million GRD)

| | 2000 | | 1999 | |
|--|-----------|------------------|-----------|------------------|
| ASSETS | | | | |
| Cash & balances with the Central Bank | | 587,904 | | 446,957 |
| Securities acceptable for Central Bank refinancing | | 1,336 | | 271,855 |
| Due from financial Institutions | | 516,966 | | 818,151 |
| Loans and advances to customers | 2,781,188 | | 1,979,002 | |
| less: Provisions for doubtful debts | (111,387) | 2,669,801 * | (107,442) | 1,871,560 |
| Securities | | 1,347,793 | | 886,084 |
| Participations | | 81,779 | | 42,567 |
| Intangible fixed assets net of depreciation | | 10,608 | | 8,125 |
| Tangible fixed assets net of depreciation | | 132,911 | | 94,164 |
| Other assets | | 134,176 | | 88,483 |
| Pre-paid expenses and accounts receivable | | 140,925 | | 101,419 |
| Total Assets | | 5,624,199 | | 4,629,365 |
| LIABILITIES | | | | |
| Due to financial Institutions | | 414,853 | | 428,386 |
| Due to customers | | 4,165,830 | | 3,319,448 |
| Other liabilities | | 108,126 | | 55,991 |
| Deferred income and accounts payable | | 114,090 | | 114,539 |
| Provisions for contingencies and charges | | 11,728 | | 13,111 |
| Subordinated debt | | 0 | | 1,850 |
| Share capital | 191,225 | | 147,920 | |
| Reserves | 413,572 | 604,797 | 385,907 | 533,827 |
| Retained earnings | | 95,955 | | 120,295 |
| Minority interests | | 108,820 | | 41,918 |
| Total Liabilities and Shareholders' Equity | | 5,624,199 | | 4,629,365 |
| PROFIT AND LOSS ACCOUNTS | | | | |
| Interest income | 384,854 | | 300,708 | |
| Interest expense | (262,322) | 122,532 | (197,902) | 102,806 |
| Income from securities | | 12,563 | | 15,238 |
| Net commission income | | 78,803 | | 75,441 |
| Gains from financial transactions | | 18,423 | | 28,693 |
| Other operating income | | 19,761 | | 15,907 |
| Operating income | | 252,082 | | 238,085 |
| Personnel expenses | | (58,861) | | (48,869) |
| General and administration expenses | | (47,127) | | (36,421) |
| Depreciation of fixed assets | | (24,834) | | (19,498) |
| Provisions | | (14,459) | | (23,165) |
| | | 106,801 | | 110,132 |
| Extraordinary revenue, expenses and profits | | (332) | | 26,524 |
| Pre-tax profit | | 106,469 | | 136,656 |
| Minority interests | | (10,514) | | (16,361) |
| Pre-tax profit of Group | | 95,955 | | 120,295 |

1999 Figures are for EFG Eurobank and Ergobank combined