

Press Release

First Half 2017 Profit after Tax¹ at Euro 118 million

Main Highlights

- Strong capital position with Common Equity Tier I ratio (CET 1) at 17.9%, up by 74bps q-o-q. Tangible Book Value at Euro 9 billion, the highest among Greek Banks.
- Core profitability up by 5.1% y-o-y in H1 2017 to Euro 622.4 million.
- Operating Expenses at Euro 559.8 million in 1H 2017, down by 4.9% y-o-y. Best in class Cost to Income ratio, at 46.2%.
- Group deposits at Euro 34.0 billion at the end of August, up by Euro 1.1 billion y-t-d.
- Eurosystem funding reduced by Euro 2 billion in Q2 2017. ELA reliance at Euro 9.1 billion in August 2017, down by Euro 4.1 billion y-t-d.
- In Greece, NPLs down by Euro 0.7 billion q-o-q and NPEs down by Euro 0.5 billion q-o-q.
- Loan Loss Provisions down by 23.5% y-o-y to Euro 463.4 million in 1H 2017, implying a Cost of Risk (CoR) of 155bps.
- Profit after Tax from continuing operations at Euro 118 million for H1 2017; After the impact from discontinued operations, Profit after Tax at Euro 49.6 million.

Alpha Bank's CEO, Demetrios P. Mantzounis stated:

"In the first half of 2017, Alpha Bank delivered a profitable performance, maintaining a solid operational profitability despite balance sheet deleveraging. Our funding profile significantly improved with further reduction of the costly ELA while we continued to organically build up capital, increasing our fully loaded CET1 ratio to 17.8%. Our stock of non-performing exposures was reduced in line with our set business plan targets.

The improvement in the economic environment was supported by another record tourist season as well as by the successful tapping of capital markets by the Hellenic Republic in July. With this positive backdrop, in the second half of 2017, we will continue to focus on further diversifying our funding sources away from Central Banks along with delivering on our NPE Business plan, as the recently agreed NPL reforms are gradually integrated and the recovery of the Greek economy gains momentum."

¹ Profit after Tax from continuing operations

Financial Performance

- Net Interest Income at Euro 493.6 million, up by 2.3% q-o-q, mainly driven by the lower wholesale funding costs and the positive calendar effect.
- In Q2 2017, Fees and commission income stood at Euro 85.8 million, up by 13.3% q-o-q, on loan generated fees mainly related to our participation in project financing and also supported by the improved market conditions.
- In 1H 2017, Recurring operating expenses stood at Euro 534.9 million, down by 1.4% y-o-y, on the back of the ongoing platform rationalisation. Cost to Income ratio in H1 2017 improved to 46.2% vs. 47.8% a year ago.
- In Q2 2017, Loan loss provisions stood at Euro 216.6 million vs. Euro 246.8 million in the previous quarter, with a lower CoR of 146bps over gross loans vs. 164bps in the previous quarter.
- Profit after Tax Profit of Euro 49.6 million for H1 2017 following an after tax loss from discontinued operations of Euro 68.5 million mainly related to recycling of FX differences, following the completion of the sale of our subsidiary in Serbia in Q2 2017.

Key Balance Sheet Trends

- Assets down by Euro 1.4 billion q-o-q at Euro 62.7 billion, mainly driven by a reduction in balances of net loans by Euro 0.4 billion and securities by Euro 0.3 billion.
 - Deposit balances effectively flat in Q2 2017 at Euro 33.1 billion. In Greece, our deposit base decreased by Euro 0.1 billion q-o-q to Euro 27.9 billion, mainly related to a large project finance transaction. Deposits in SEE continued to steadily grow, up by Euro 0.2 billion q-o-q.
 - Eurosystem funding reduced to Euro 15 billion in June 2017, down by Euro 2 billion q-o-q, on the back of increased interbank funding, further balance sheet deleveraging and deposit inflows in our SEE operations. As of the end of June 2017, ELA reliance stood at Euro 11.4 billion, down by Euro 0.8 billion while ECB funding decreased further by Euro 1.2 billion to Euro 3.6 billion.
 - Greece NPLs down by Euro -717 million in Q2 2017, post write-offs. Group NPL ratio at 37.6%, at the end of June 2017, with Cash coverage at 69%. Respectively, NPEs in Greece also declined by Euro -505 million post write-offs, leading our Group NPE ratio to 53.7% as of the end of June 2017. NPE Cash coverage at 48%.
 - Accumulated provisions at Euro 15.3 billion, corresponding to 25.9% of gross loans.
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KEY FINANCIAL DATA

(in Euro million)	Six months ending (YoY)			Quarter ending (QoQ)		
	30.6.2017	30.6.2016 ¹	YoY (%)	30.6.2017	31.3.2017	QoQ (%)
Net Interest Income	976.1	952.8	2.4%	493.6	482.5	2.3%
Net fee & commission income	161.5	155.7	3.8%	85.8	75.7	13.3%
Income from fin. operations	40.7	59.7	...	7.3	33.5	...
Other income	19.6	26.0	(24.5%)	10.1	9.6	5.4%
Operating Income	1,198.0	1,194.2	0.3%	596.7	601.3	(0.8%)
Core Operating Income	1,157.3	1,134.5	2.0%	589.5	567.8	3.8%
Staff Costs	(235.8)	(251.7)	(6.3%)	(119.4)	(116.4)	2.6%
General Expenses	(249.1)	(242.4)	2.8%	(128.2)	(120.9)	6.1%
Depreciation & Amortisation expenses	(50.0)	(48.4)	3.3%	(24.6)	(25.4)	(3.1%)
Recurring Operating Expenses	(534.9)	(542.5)	(1.4%)	(272.2)	(262.7)	3.6%
Integration costs	(4.0)	(1.7)	...	3.0	(7.0)	...
Extraordinary costs	(21.0)	(44.4)	...	(11.4)	(9.6)	...
Total Operating Expenses	(559.8)	(588.6)	(4.9%)	(280.6)	(279.2)	0.5%
Core Pre-Provision Income	622.4	592.0	5.1%	317.3	305.1	4.0%
Pre-Provision Income	638.2	605.6	5.4%	316.1	322.1	(1.8%)
Impairment Losses	(463.4)	(605.9)	(23.5%)	(216.6)	(246.8)	(12.2%)
Profit/ (Loss) Before Tax	174.8	(0.3)	...	99.5	75.3	...
Income Tax	(56.8)	(24.5)	...	(28.7)	(28.0)	...
Profit/ (Loss) after income tax from continuing operations	118.0	(24.8)	...	70.7	47.2	...
Profit/ (Loss) after income tax from discontinued operations	(68.5)	5.9	...	(69.4)	0.9	...
Profit/ (Loss) After Tax	49.5	(18.9)	...	1.4	48.2	...
Profit/ (Loss) After Tax attributable to shareholders	49.6	(19.0)	...	1.4	48.1	...
	30.6.2017	30.6.2016		30.6.2017	31.3.2017	
Net Interest Margin (NIM)	3.1%	2.8%		3.1%	3.0%	
Recurring Cost to Income Ratio	46.2%	47.8%		46.2%	46.3%	
Common Equity Tier 1 (CET1)	17.9%	16.6%		17.9%	17.2%	
Loan to Deposit Ratio (LDR)	132%	144%		132%	134%	
	30.6.2017	31.3.2017	31.12.2016	30.9.2016	30.6.2016	YoY (%)
Total Assets	62,710	64,118	64,872	66,161	67,372	(6.9%)
Net Loans	43,785	44,178	44,409	44,870	45,496	(3.8%)
Securities	7,612	7,900	7,945	8,882	9,372	(18.8%)
Deposits	33,141	33,090	32,946	31,970	31,667	4.7%
Shareholders' Equity	9,413	9,173	9,077	8,907	8,883	6.0%
Tangible Equity	9,038	8,804	8,706	8,535	8,516	6.1%

¹ H1 2016 comparative figures have been restated due to the classification of "Alpha Bank Srbija A.D." in "discontinued operations".

Key Developments and Performance Overview

Greece's recovery is gradually gaining momentum as growth drivers are expected to shift to investment amid deep structural reforms and an ambitious privatisation programme

The adjustment programmes implemented in recent years managed to address macroeconomic imbalances resulting in a substantive progress in terms of fiscal consolidation, external imbalances and structural reforms in the labour, product and services markets. These developments started to bear fruits and the Greek economy returned to growth, as real GDP expanded in Q1 2017, against a fall in Q4 2016 (Q4 2016:-1.1%, Q1 2017:+0.4%). The completion of the second review firstly allowed the restart of Government arrears' clearance, while the new measures listed in the programme have set a positive tone strengthening recovery prospects indicated by an improvement in confidence indicators mainly for the business sector but also for consumers. Secondly, it triggered the decline of the Greek bond spreads and the upward trend of deposits evident in May-June 2017. These developments made it possible for the Hellenic Republic to tap the markets, for the first time since 2014, and successfully issue a 5-year bond, at the end of July 2017.

Both soft and hard data indicators point to the recovery of significant aspects of economic activity. In particular, retail sales, employment rate, industrial production and car sales all exhibit positive trends, supporting the economy. Therefore, the growth rate of economic activity is expected to accelerate gradually during 2017 and peak in the last quarter. The timely completion of the third review will reinforce business confidence, while the continuation of reforms, the acceleration of the privatisation programme and the good tourism period in 2017 are points to support our 1.5% estimate for GDP growth in 2017. The contribution of all components of GDP is expected to be positive, with the private consumption to be the main contributor, as well as investment, reflecting the gradual restoration of confidence.

In the coming years, it is essential for the Greek economy to address the challenges ahead in order to not only reignite but also sustain growth. The main challenges are: (a) the pursuing of structural reforms especially the ones aim to liberalise the product markets which will attract foreign investment and boost export-oriented businesses, (b) the acceleration of the privatisation programme necessary to boost confidence which will in turn lead to investment and thus foster employment as well as economic growth, and, (c) the specification of additional measures needed for debt sustainability combined with a downward adjustment of the targets for the primary surpluses.

Strong CET 1 ratio at 17.9% at the end of Q2 2017, +74bps q-o-q

At the end of June 2017, Alpha Bank's **Common Equity Tier 1 (CET1)** stood at Euro 8.8 billion resulting in a CET1 ratio of 17.9%, up by 74bps q-o-q, benefiting from the sale of our subsidiary in Serbia which was completed in April 2017 and supported by earnings generation, improving valuations on our AFS portfolio and the reduction of Credit risk. The Bank's fully loaded Basel III CET1 ratio stands at 17.8%. Deferred Tax Assets at the end of June 2017 stood at Euro 4.4 billion with the eligible amount to be converted to tax credit claims at Euro 3.3 billion. Tangible Book Value at the end of June 2017 was the highest among Greek banks at Euro 9 billion, up by Euro 0.2 billion q-o-q, assisted mainly by the positive operating result as well as improving prices on our AFS portfolio. Tangible Book Value per Share stood at Euro 5.9.

Our **RWAs** at the end of June 2017 amounted to Euro 49.1 billion, down by 2.3% q-o-q or Euro 1.2 billion, on the back of lower credit and market risk contribution.

Further reduction in Eurosystem reliance on the back of increased repo activity and EFSF bonds disposal

In Q2 2017, our **Central Banks reliance** decreased further by Euro 2 billion q-o-q, to Euro 15 billion, supported by increased repo transactions of Euro 0.7 billion, EFSF bonds disposal of Euro 0.5 billion, deposit inflows of Euro 0.2 billion in our international operations and further balance sheet deleveraging. The Bank's reliance on ELA reduced further by Euro 0.8 billion in Q2 2017, to Euro 11.4 billion. In August 2017, our reliance on Central Banks funding reduced further by Euro 2.6 billion to Euro 12.5 billion, driven mainly by deposit inflows and the continued increase of interbank funding. Current untapped liquidity of Central Banks funding stood in August 2017 at Euro 3.6 billion.

Higher NII in Q2 2017 mainly due to lower funding costs and calendar effect

Net Interest Income in Q2 2017 stood at Euro 493.6 million, up by Euro 11.1 million or 2.3% q-o-q, assisted by the positive calendar effect as well as the decrease in wholesale funding supported by a continuous decrease in Central Banks reliance and the full repayment of Pillar II bonds. Lower loan balances and spread reduction, in Q2 2017, had a negative contribution of Euro 1 million, whereas the lower reliance on Central Banks funding and the full repayment of Pillar II bonds contributed positively Euro 4 million to our NII. In Q2 2017, new time deposit cost remained effectively at the same levels q-o-q at 67bps versus 68bps in Q1 2017.

Strong fee generation in Q2 2017 supported by an improved market environment and the Bank's increased participation in project financing

Net fee and commission income stood at Euro 85.8 million, up by 13.3% q-o-q, on loan generated fees mainly related to our participation in project financing and also backed by improved market conditions, reflected in increasing revenues from cards - albeit at a slower pace compared to previous quarters – as well as asset gathering and other commercial Banking. **Income from financial operations** amounted to Euro 7.3 million in Q2 2017 and other income stood at Euro 10.1 million.

Recurring OPEX down by Euro 7.6 million y-o-y on the back of the ongoing platform rationalisation

Recurring operating expenses reduced 1.4% y-o-y to Euro 534.9 million, mainly on the back of lower staff costs, with the corresponding Cost to Income ratio at 46.2% for H1 2017. At the end of June 2017, **personnel expenses** amounted to Euro 235.8 million, down by 6.3% y-o-y, due to headcount reduction. Group headcount, was reduced from 13,569 in June 2016 to 11,923 Employees at the end of June 2017 (-12.1% y-o-y), on the back of the sale of our subsidiaries "Alpha Bank Srbija A.D." and "Ionian Hotel Enterprises", as well as the Voluntary Separation Schemes (VSS) in Greece and Cyprus. **General expenses** amounted to Euro 249.1 million, up by 2.8% y-o-y, negatively affected by collection services related to NPL management and on the back of third-party fees. Group Network at the end of June 2017, declined to a total of 680 Branches, down from 856 in June 2016, as a result of the ongoing platform rationalisation in Greece and the sale of our subsidiary in Serbia.

In Greece, NPEs down by Euro 0.5 billion and NPLs down by Euro 0.7 billion q-o-q

In Q2 2017, our **NPE stock in Greece** contracted by Euro 505 million vs. a respective contraction of Euro 123 million in the previous quarter. Group NPE ratio at the end of June 2017 stood at 53.7% and NPE Coverage at 48%.

In Q2 2017, our **NPLs in Greece** remained at a negative trajectory, with a stock reduction of Euro 717 million q-o-q vs. a reduction of NPLs of Euro 111 million, in the previous quarter.

In Q2 2017, **Write-offs in Greece** stood at Euro 0.7 billion vs Euro 0.3 billion in Q1 2017, as improved visibility for management actions has allowed us to increase write-offs in order to facilitate our recovery efforts.

Our **Group NPL ratio** stood at 37.6% at the end of June 2017. NPL coverage ratio stood at 69%, while the total coverage including collateral stood at 124%.

From a segmental perspective, at the end of June 2017, business, mortgages and consumer NPL ratio for the Group stood at 37.9%, 35.4% and 42.5%, while their provisions cash coverage stood at 77%, 48% and 85%, respectively.

CoR declined to 155bps in H1 2017 vs. CoR of 196bps in H1 2016

In Q2 2017, **impairments** amounted to Euro 216.6 million, vs. Euro 246.8 million in Q1 2017. As a result, our **CoR** declined to 146bps over gross loans in Q2 2017 vs. 164bps last quarter.

At the end of June 2017, our **accumulated provisions** for the Group amounted to Euro 15.3 billion, while the ratio of loan loss reserves over loans stood at 25.9%.

Gross loans of the Group amounted to Euro 59.1 billion as of the end of June 2017 down by 3.8% y-o-y. Loan balances in Greece stood at Euro 50.4 billion, while in SEE, loans amounted to Euro 8.4 billion.

Funding profile on a steady restoration path; Loan to deposit ratio in Greece further improved on the back of deposit inflows post Q2

In Q2 2017, our **Group deposit base** remained effectively flat q-o-q to Euro 33.1 billion. In Greece, deposits decreased by Euro 146 million q-o-q to Euro 27.9 billion, as households' inflows of Euro 0.1 billion were offset by businesses outflows of Euro 0.3 billion pertaining mainly to a large project finance transaction. However, deposits in Greece are on a steady restoration path post Q2 2017, with balances up by Euro 0.8 billion until August to Euro 28.7 billion, with core deposits mainly from businesses accounting for the majority of inflows, supported from one more record tourist season. Deposits in SEE stood at Euro 4.4 billion at the end of June 2017, with inflows of Euro 182.1 million or 4.3% q-o-q, as a result of inflows mainly in our Cyprus operations.

The **Loan to Deposit Ratio** for the Group, at the end of June 2017, declined further to 132% from 134% in Q1 2017 and respectively for Greece it stood at 135% while it improved further to 128% at the end of August 2017, on the back of deposit inflows.

Operations in SEE

In **SEE**, operating income amounted to Euro 141.7 million in H1 2017, down by 15.7% y-o-y, as H1 2016 included trading gains related to the acquisition of Visa Europe from VISA Inc., while operating expenses came at Euro 85.4 million, down by 6% y-o-y, not taking into account the one-off cost related to VSS of Alpha Bank Cyprus booked in Q1 2016. As a result, our Pre-Provision Income stood at Euro 56.3 million, down by 27.1% y-o-y. In H1 2017, our SEE operations posted losses of Euro 29.2 million before tax, also negatively affected by the still elevated level of provisions of Euro 85.4 million (up by 3.2% y-o-y) implying a CoR of 203bps. Total Branches in SEE stood at 186 at the end of June 2017 vs. 263 a year ago, as a result of the ongoing platform rationalisation and the sale of our Serbian operations.

In **Cyprus**, the loan portfolio in Q2 2017 amounted to Euro 5.2 billion (down 0.9% y-o-y), while deposit balances increased by Euro 358 million y-o-y (+19.6% y-o-y) to Euro 2.2 billion. In **Romania**, loans balances remained effectively flat q-o-q to Euro 2.8 billion (+0.3% y-o-y), while deposits increased by Euro 203 million y-o-y (+12.7% y-o-y) to Euro 1.8 billion. In **Albania**, loans stood at Euro 342 million, (-2.1% y-o-y) and deposits increased to Euro 454 million (+10.9% y-o-y). The **Loan to Deposit Ratio** in SEE operations has significantly improved to 132% at the end of June 2017 from 159% the previous year.

Athens, August 31, 2017

Glossary

Reconciliation of key Management's definitions with 'Annual report (In accordance with Law 3556/2007)'

Terms	Definition	Abbreviation
1 Accumulated Provisions or Loan Loss Reserve	Accumulated Impairment Allowance, as disclosed for credit risk monitoring purposes (note 41)	LLR
2 Core Operating Income	Operating Income (5) less Income from financial operations	
3 Gross Loans	Total gross amount of Loans and Advances to Customers, as disclosed for credit risk monitoring purposes (note 41)	
4 Impairment losses or Loan Loss Provisions	Impairment losses and provisions to cover credit risk	LLPs
5 Operating Income	Total income plus Share of profit/(loss) of associates and joint ventures	
6 Recurring Operating Expenses	Total Operating Expenses (7) less Integration, Extraordinary Costs and One-Offs	Recurring OPEX
7 Total Operating Expenses	Total expenses	Total OPEX

Alternative Performance Measures (APMs)

APMs	Definition	Abbreviation
Common Equity Tier 1 ratio (Fully-loaded)	Common Equity Tier 1 regulatory capital as defined by Regulation No 575/2013 (Full implementation of Basel 3), divided by total Risk Weighted Assets (RWAs)	FL CET 1 ratio
Common Equity Tier 1 ratio (Phased-in)	Common Equity Tier 1 regulatory capital as defined by Regulation No 575/2013, as amended, based on the transitional rules, divided by total Risk Weighted Assets (RWAs)	CET1 ratio
Core Pre-Provision Income	Core Operating Income (2) for the period less Recurring Operating Expenses (6) for the period	Core PPI
Cost of Risk	Impairment losses (4) for the period divided by the average Gross Loans (3) of the relevant period	CoR
Forborne Exposures	Forborne exposures are debt contracts in respect of which forbearance measures have been extended. Forbearance measures consist of concessions towards a debtor facing or about to face difficulties in meeting its financial commitments ("financial difficulties")	Forborne
Forborne Non Performing loans (under EBA)	Forborne non-performing exposures comprise the following: a) Exposures that are classified as non-performing due to the extension of forbearance measures b) Exposures that were non-performing prior to the extension of forbearance measures c) Forborne exposures which have been reclassified from the forborne performing category, either due to the extension of additional forbearance measures or due to becoming more than 30 days past-due	FNPEs
Loan Loss Reserves over Loans	Accumulated Provisions (1) divided by Gross Loans (4) at the end of the reported period	
Loan to Deposit ratio	Net Loans divided by Deposits at the end of the reported period	LDR or L/D ratio
Net Interest Margin	Net Interest Income for the period, annualised and divided by the average Total Assets of the relevant period	NIM
Net Loans	Gross Loans (3) at the end of the period less Accumulated Provisions (1) at the end of the period	
Non Performing Exposures	Non-performing exposures are those that satisfy either or both of the following criteria: a) Exposures which are more than 90 days past-due b) The debtor is assessed as unlikely to pay its credit obligations in full without realisation of collateral, regardless of the existence of any past-due amount or of the number of days past due	NPEs
Non Performing Exposure Coverage	Accumulated Provisions (1) divided by Non Performing Exposures (NPEs) at the end of the reference period	NPE (cash) coverage
Non Performing Exposure ratio	Non Performing Exposures (NPEs) divided by Gross Loans (3) at the end of the reference period	NPE ratio
Non Performing Exposure Total Coverage	Accumulated Provisions (1) including the value of the associated collaterals divided by Non Performing Exposures (NPEs) at the end of the reported period	NPE Total coverage
Non Performing Loans (under EBA)	The part of the Non Performing Exposures (under EBA) that are not classified as Forborne Non Performing Loans (under IFRS) are considered those if one of the following conditions apply: a) Exposures which are more than 90 days past-due b) Exposures under Legal actions	EBA NPLs
Non Performing Loans (under IFRS)		NPLs
Non Performing Loan Coverage	Accumulated Provisions (1) divided by Non Performing Loans (under IFRS) at the end of the reference period	NPL (cash) Coverage
Non Performing Loan ratio	Non Performing Loans (under IFRS) divided by Gross Loans (3) at the end of the reference period	NPL ratio
Non Performing Loan Total Coverage	Accumulated Provisions (1) including the value of the associated collaterals divided by Non Performing Loans (under IFRS) at the end of the reference period	NPL Total Coverage
Pre-Provision Income	Operating Income (5) for the period less Total Operating Expenses (7) for the period	PPI
Recurring Cost to Income ratio	Recurring Operating Expenses (6) for the period divided by Core Operating Income (2) for the period	C/I ratio
Risk Weighted Assets	Risk-weighted assets are the bank's assets and off-balance sheet exposures, weighted according to risk factors based on Regulation (EU) No 575/2013, taking into account credit, market and operational risk	RWAs
Tangible Book Value per share	Tangible Book Value per share is the Total Equity attributable to shareholders excluding Goodwill and other intangible assets, minorities, hybrids and preference shares divided by the outstanding number of shares	TBV/share
Tangible Equity or Tangible Book Value	Tangible Equity is the Total Equity attributable to shareholders excluding goodwill, intangibles, minorities, hybrids, preference shares	TE or TBV
Unlikely to pay (under EBA)	The debtor is assessed as unlikely to pay its credit obligations in full without realisation of collateral, regardless of the existence of any past-due amount or of the number of days past due (Article 178(3) of Regulation (EU) 575/2013)	UtP



The Bank

The Alpha Bank Group is one of the leading Groups of the financial sector in Greece. The Group offers a wide range of high-quality financial products and services, including retail banking, SMEs and corporate banking, asset management and private banking, the distribution of insurance products, investment banking, brokerage and real estate management.

The Parent Company and main Bank of the Group is Alpha Bank, which was founded in 1879 by J.F. Costopoulos. Alpha Bank constitutes a consistent point of reference in the Greek banking system with one of the highest capital adequacy ratios in Europe.

Significant recent milestones in the long and successful course of the Group are:

- The successful recapitalisation of the Bank by Euro 2,563 million on 24.11.2015, with significant oversubscription of the required private sector participation and with the result that the vast majority of Alpha Bank's shareholder base is composed now of private shareholders.
- The completion of Citibank's Greek Retail Banking Operations Acquisition, on 30.9.2014.
- The redemption of the total amount of the Hellenic Republic's Preference Shares of Euro 940 million, on 17.4.2014, first among the Greek systemic banks.
- The successful completion of Euro 1.2 Billion Capital Increase of the Bank, on 31.3.2014.
- The completion of the legal merger by absorption of Emporiki Bank, on 28.6.2013.

ENQUIRIES

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