



# 2007 Annual Results Presentation

April, 2008

# Disclaimer – Forward Looking Statements

## *FORWARD LOOKING STATEMENTS*

*This document contains forward-looking statements about the Bank.*

*Except for historical information, the matters discussed in this presentation are forward-looking statements that are subject to certain risks and uncertainties that could cause the actual results of operations, financial condition, liquidity, performance, prospects and opportunities to differ materially, including but not limited to the following: the uncertainty of the national economy; economic conditions generally and the banking sector specifically; competition from other banks; timing of financial statements; resources in audit and finance department; adequacy of internal controls the Bank's ability to take advantage of new technologies as well as to integrate new computer systems into its operations and to use these systems to enhance productivity.*

*Although the Bank believes the expectations reflected in such forward-looking statements are based on reasonable assumptions, it can give no assurance that its expectations will be attained. The forward-looking statements are made as of the date of this presentation, and we undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.*

*By attending this presentation, you agree to be bound by the foregoing limitations.*

# 2007 Annual Results Presentation - Agenda

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## Hellenic Postbank History

- Hellenic Postbank established in 1900 in Kreta, in the context of the Hellenic Post Office Organization.
- It started its function in 1902 with a network of 26 branches.
- In 1970 Hellenic Postbank became autonomous with the foundation of Greek Postals.
- In 2002 it acquired a new corporate status and became a Societe Anonyme, under the law 3082/16.12.2002.
- In 2005 the banking network consisted of 136 branches all over the Greece. The Bank's presence is additionally supported from Hellenic Post Office (ELTA) 820 branches cooperation, as an alternative network which assists selling activities, based on the well product range of the Bank.
- In April 2006 it acquired a full banking license and since then Hellenic Postbank have been operating under the supervision of the Bank of Greece.
- In June 2006, the Bank became an ASE listed company, through a public offer of 34,84% of the existing shares.
- By the end of 2006 the alternative network of Hellenic Posts increased to 839 branches and the existing agreement expanded to lending products.
- Hellenic Postbank now supports a full range product mix such as mortgages, personal loans, credit cards, mutual funds and almost all types of bank deposit / saving activities. The Banking corporation also includes treasury and asset management activities in its portfolio.
- Hellenic Postbank has initiated a new contemporary integrated banking system through which all daily operations are performed and controlled fully on line. At the same time, the Bank's number of ATMs is following an increasing trend, in an effort to facilitate daily transactions. By the end of 2007 the ATM's amounted 181 pieces, of witch 138 were placed at the Bank's network and the rest at the alternative network of Hellenic Post Office.
- On July 11, 2007, the "Hellenic Republic", major shareholder of the Bank, proceeded in a successful sale of 28,173,354 common shares which consisted the 20% of the Bank's outstanding share capital via accelerated book building process to international and Greek qualified investors. The offering took place within the frameworks of State's gradual, privatization program.
- On December 20, 2007, Hellenic Postbank increased its share capital following the exercise of the stock option plan, by 1,366,212 common shares, at the issue price of 3.70 Euro.
- On March, 12 2008, the logo of the bank has changed from "Greek Postal Savings Bank" to "**Hellenic Postbank**", representing the new vision of the Bank "**to establish the Hellenic Postbank as the large Bank that cares, protect and supports the citizens**".

# Financial Review

## Hellenic Postbank at a Glance

| €mm                              | IFRS      |           |           | % growth |         | IFRS      |           |          |
|----------------------------------|-----------|-----------|-----------|----------|---------|-----------|-----------|----------|
|                                  | Dec-04    | Dec-05    | Dec-06    | '04-'05  | '05-'06 | Dec-06    | Dec-07    | '06-'07  |
| Loans                            | 2,060.12  | 3,044.67  | 4,862.81  | 47.79%   | 59.72%  | 4,862.81  | 6,110.36  | 25.65%   |
| Total assets                     | 10,912.67 | 11,564.59 | 12,309.13 | 5.97%    | 6.44%   | 12,309.13 | 13,182.36 | 7.09%    |
| Deposits and repos               | 9,275.03  | 9,953.84  | 10,725.96 | 7.32%    | 7.76%   | 10,725.96 | 11,155.69 | 4.01%    |
| Shareholders' equity             | 1,167.46  | 864.93    | 868.88    | (25.91%) | 0.46%   | 868.88    | 746.44    | (14.09%) |
| Net Interest Income (NII)        | 241.66    | 242.28    | 253.57    | 0.26%    | 4.66%   | 253.57    | 294.37    | 16.09%   |
| Total operating income           | 256.82    | 296.38    | 412.12    | 15.40%   | 39.05%  | 412.12    | 293.45    | (28.79%) |
| Income (before tax)              | 171.41    | 149.89    | 185.44    | (12.55%) | 23.72%  | 185.44    | 50.25     | (72.90%) |
| Net Income (after tax)           | 131.87    | 122.55    | 137.17    | (7.07%)  | 11.93%  | 137.17    | 43.45     | (68.33%) |
| *Net Income (after tax) Adjusted | -         | -         | 153.14    | -        | 24.96%  | 153.14    | -         | -        |
| <b>Financial Ratios</b>          |           |           |           |          |         |           |           |          |
| Loans / Deposits                 | 22.21%    | 30.59%    | 45.34%    |          |         | 45.34%    | 54.77%    |          |
| Capital adequacy                 | 21.50%    | 13.09%    | 11.23%    |          |         | 11.23%    | 9.89%     |          |
| NII / Total Assets               | 2.21%     | 2.10%     | 2.06%     |          |         | 2.06%     | 2.23%     |          |
| NII / Total Operating Income     | 94.10%    | 81.75%    | 60.76%    |          |         | 60.76%    | 100.31%   |          |
| NPL / Gross Loans                | 0.14%     | 0.22%     | 0.46%     |          |         | 0.46%     | 0.65%     |          |
| Loans / Total Assets             | 18.73%    | 26.06%    | 38.93%    |          |         | 38.93%    | 46.35%    |          |
| Provisions / Gross Loans         | 0.20%     | 0.63%     | 0.61%     |          |         | 0.61%     | 0.47%     |          |
| ROA                              | 1.21%     | 1.06%     | 1.11%     |          |         | 1.11%     | 0.33%     |          |
| *ROA Adjusted                    | -         | -         | 1.24%     |          |         | 1.24%     | -         |          |
| ROE                              | 11.30%    | 14.17%    | 15.79%    |          |         | 15.79%    | 5.82%     |          |
| *ROE Adjusted                    | -         | -         | 17.62%    |          |         | 17.62%    | -         |          |
| Cost / Income                    | 31.66%    | 43.02%    | 48.54%    |          |         | 48.54%    | 59.70%    |          |
| **Cost / Income Adjusted         | -         | -         | -         |          |         | -         | 53.30%    |          |

\* Adjusted figures exclude the extraordinary reserves taxation, which amounted to 15.97 million Euros

\*\* Adjusted figures exclude the one-off provision expense, due to personnel legal demands, amounted to 16.05 million Euros

Note: Ratios calculated on ending balances

Source: IFRS Financial accounts as of December 31, 2007

## Financial Review

# Income Statement Highlights

|  | Dec-04        | Dec-05        | Dec-06        | % growth<br>'04-05 | % growth<br>'05-06 | Dec-06        | Dec-07        | % growth<br>'06-'07 |
|--|---------------|---------------|---------------|--------------------|--------------------|---------------|---------------|---------------------|
| Net Interest Income                    | 241.66        | 242.28        | 253.57        | 0.26%              | 4.66%              | 253.57        | 294.37        | 16.09%              |
| Net fee and commission income          | 1.84          | 3.53          | 24.81         | 92.05%             | 603.42%            | 24.81         | 11.26         | (54.61%)            |
| Trading income                         | (7.81)        | 30.32         | 126.40        | 488.27%            | 316.93%            | 126.40        | (17.36)       | (113.73%)           |
| Dividend income                        | 7.88          | 5.11          | 4.66          | (35.24%)           | (8.81%)            | 4.66          | 4.14          | (11.12%)            |
| Other operating income                 | 13.25         | 15.15         | 2.68          | 14.37%             | (47.91%)           | 2.68          | 1.04          | (61.01%)            |
| <b>Total operating income</b>          | <b>256.82</b> | <b>296.39</b> | <b>412.12</b> | <b>15.40%</b>      | <b>40.81%</b>      | <b>412.12</b> | <b>293.45</b> | <b>(28.79%)</b>     |
| *Personnel expenses                    | 47.51         | 56.27         | 84.72         | 18.45%             | 50.55%             | 84.72         | 101.08        | 19.32%              |
| Administrative expenses                | 26.82         | 52.90         | 85.19         | 97.26%             | 61.04%             | 85.19         | 99.31         | 16.59%              |
| Depreciation                           | 4.79          | 6.18          | 9.14          | 29.04%             | 47.75%             | 9.14          | 10.18         | 11.44%              |
| Other operating expenses               | 2.18          | 12.15         | 23.55         | 456.33%            | 93.89%             | 23.55         | 3.91          | (83.38%)            |
| <b>Operating expenses</b>              | <b>81.30</b>  | <b>127.50</b> | <b>202.59</b> | <b>56.83%</b>      | <b>58.90%</b>      | <b>202.59</b> | <b>214.49</b> | <b>5.88%</b>        |
| Provisions for loan losses             | 3.99          | 18.91         | 24.06         | 374.25%            | 54.81%             | 24.06         | 28.71         | 19.33%              |
| Share profit/(loss) from associates    | 0.12          | 0.09          | 0.03          | (31.11%)           | (66.59%)           | 0.03          | -             | -                   |
| Extraordinary Income Tax (on Reserves) | -             | -             | 15.97         | -                  | -                  | 15.97         | -             | -                   |
| Regular Income Tax                     | 39.54         | 27.34         | 32.30         | (30.85%)           | 18.14%             | 32.30         | 6.80          | (78.95%)            |
| <b>Net income</b>                      | <b>131.87</b> | <b>122.55</b> | <b>137.17</b> | <b>(7.07%)</b>     | <b>11.93%</b>      | <b>137.17</b> | <b>43.45</b>  | <b>(68.33%)</b>     |
| <b>Earnings Per Share</b>              | <b>0.80</b>   | <b>0.74</b>   | <b>0.97</b>   | <b>(7.50%)</b>     | <b>31.08%</b>      | <b>0.97</b>   | <b>0.31</b>   | <b>(68.33%)</b>     |
| **Earnings Per Share Adjusted          | -             | -             | 1.08          | -                  | -                  | 1.08          | -             | -                   |
| Nominal Tax Rate                       | 35.00%        | 32.00%        | 29.00%        |                    |                    | 29.00%        | 25.00%        |                     |
| Effective Tax Rate                     | 23.05%        | 18.23%        | 26.02%        |                    |                    | 19.06%        | 13.53%        |                     |
| *Effective Tax Rate Adjusted           | -             | -             | 17.41%        |                    |                    | -             | -             |                     |

\* Includes the one-off provision expense, due to personnel legal demands, amounted to 16.05 million Euros

\*\* Adjusted figures exclude the extraordinary reserves taxation, which amounted to 15.97 million Euros

Source: IFRS financial accounts as of December 31, 2007

# Financial Review

## Balance Sheet Highlights

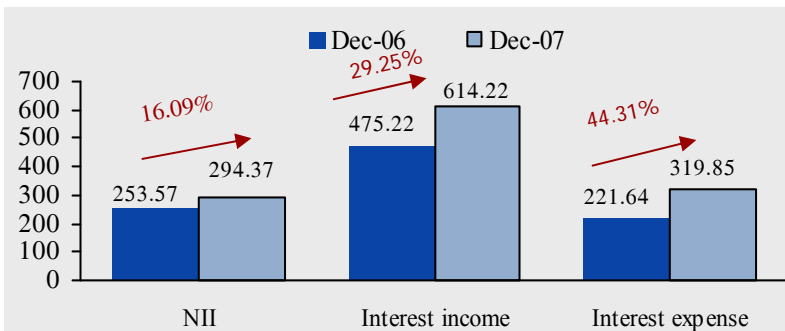
|                                     | Dec-04           | Dec-05           | Dec-06           | % growth<br>'04-'05 | % growth<br>'05-'06 | Dec-06           | Dec-07           | % growth<br>'06-'07 |
|-------------------------------------|------------------|------------------|------------------|---------------------|---------------------|------------------|------------------|---------------------|
| <b>Assets</b>                       |                  |                  |                  |                     |                     |                  |                  |                     |
| Cash and balances with CB           | 121.31           | 191.27           | 148.86           | 57.67%              | (22.17%)            | 148.86           | 129.34           | (13.12%)            |
| Claims on credit institutions       | 2,318.60         | 1,249.26         | 757.87           | (46.12%)            | (39.33%)            | 757.87           | 2,584.42         | 241.01%             |
| Loans, (net of provisions)          | 2,043.55         | 3,013.30         | 4,802.78         | 47.45%              | 59.39%              | 4,802.78         | 6,023.51         | 25.42%              |
| Derivative Investments              | -                | 0.81             | 11.76            | -                   | 1351.50%            | 11.76            | 23.00            | 95.57%              |
| Trading portfolio                   | 1,280.29         | 1,593.12         | 1,616.36         | 24.43%              | 1.46%               | 1,616.36         | 904.59           | (44.04%)            |
| Available for sale                  | 4,282.23         | 4,618.91         | 4,097.04         | 7.86%               | (11.30%)            | 4,097.04         | 3,121.33         | (23.81%)            |
| Held to maturity                    | 493.56           | 491.87           | 490.18           | (0.34%)             | (0.34%)             | 490.18           | -                | (100.00%)           |
| Property, plant and equipment       | 102.47           | 110.75           | 111.72           | 8.08%               | 0.81%               | 111.72           | 112.57           | 0.76%               |
| Deferred tax assets                 | 33.64            | 36.22            | 32.00            | 7.69%               | (15.19%)            | 32.00            | 49.14            | 53.56%              |
| Intangible assets                   | 4.82             | 10.97            | 11.36            | 127.54%             | 3.54%               | 11.36            | 10.29            | (9.45%)             |
| Other assets                        | 232.20           | 248.10           | 229.19           | 6.85%               | 3.71%               | 229.19           | 224.18           | (2.19%)             |
| <b>Total assets</b>                 | <b>10,912.67</b> | <b>11,564.59</b> | <b>12,309.13</b> | <b>5.97%</b>        | <b>6.68%</b>        | <b>12,309.13</b> | <b>13,182.36</b> | <b>7.09%</b>        |
| <b>Liabilities</b>                  |                  |                  |                  |                     |                     |                  |                  |                     |
| Due to credit institutions          | -                | -                | 500.00           | -                   | -                   | 500.00           | 1,038.03         | 107.61%             |
| Due to customers                    | 9,275.03         | 9,953.84         | 10,725.96        | 7.32%               | 7.76%               | 10,725.96        | 11,155.69        | 4.01%               |
| Derivative instruments              | 72.52            | 66.63            | 2.46             | (8.13%)             | (96.31%)            | 2.46             | 5.44             | 121.23%             |
| Deferred tax liabilities            | 188.25           | 67.74            | 38.40            | (64.02%)            | (43.32%)            | 38.40            | 11.74            | (69.43%)            |
| Other liabilities                   | 209.41           | 611.46           | 172.89           | 192.00%             | (67.22%)            | 172.89           | 224.44           | 29.82%              |
| Shareholders' equity                | 1,167.46         | 864.93           | 868.88           | (25.91%)            | (0.46%)             | 868.88           | 746.44           | (14.09%)            |
| Minority Interest                   | -                | -                | 0.54             | -                   | -                   | 0.54             | 0.59             | 9.20%               |
| <b>Total equity and liabilities</b> | <b>10,912.67</b> | <b>11,564.59</b> | <b>12,309.13</b> | <b>5.97%</b>        | <b>6.68%</b>        | <b>12,309.13</b> | <b>13,182.36</b> | <b>7.09%</b>        |

Source: IFRS financial accounts as of December 31, 2007

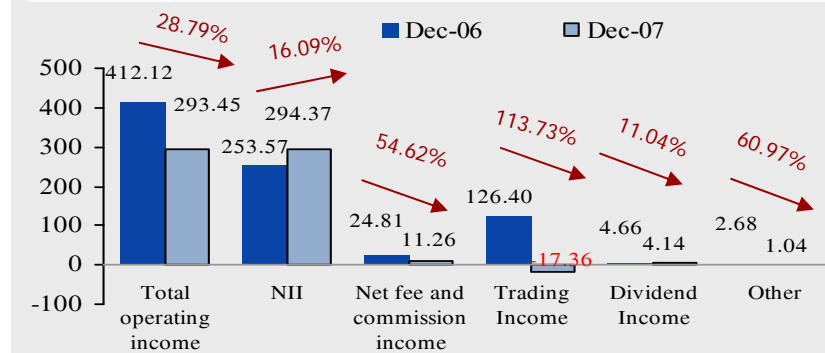
# Financial Review

## Robust Recurring Revenue Growth

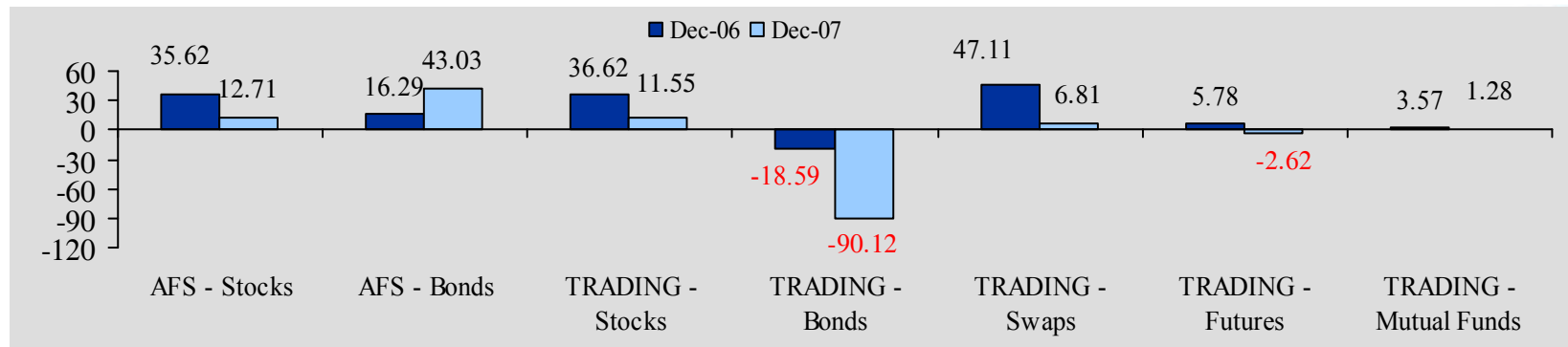
### Recurring Revenue Growth (€mm)



### Total Operating Income



### Trading Income (€mm)

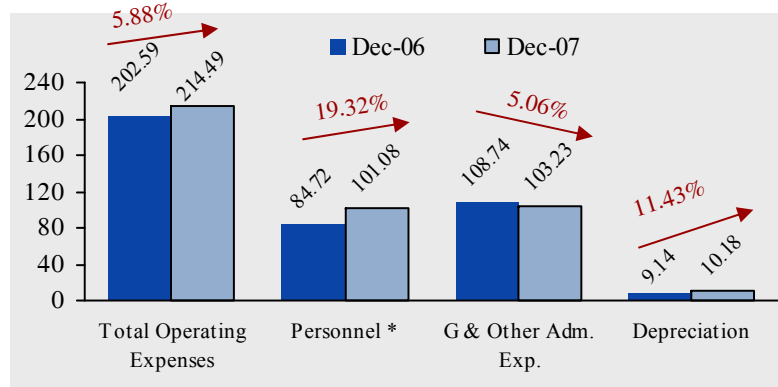


Source: IFRS financial accounts as of December 31, 2007

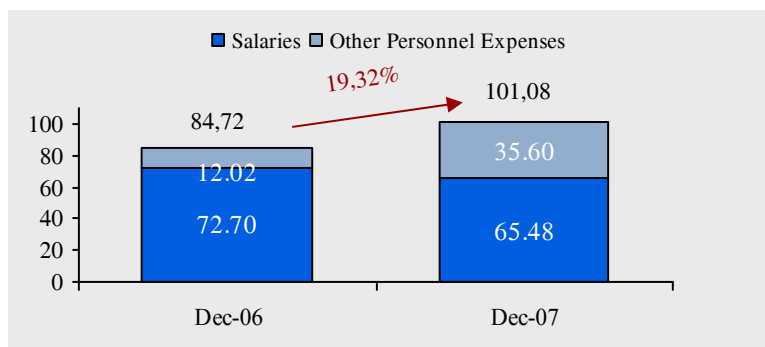
# Financial Review

## Containment of Costs (excluding the one-offs)

### Total Operating Expenses (€mm)

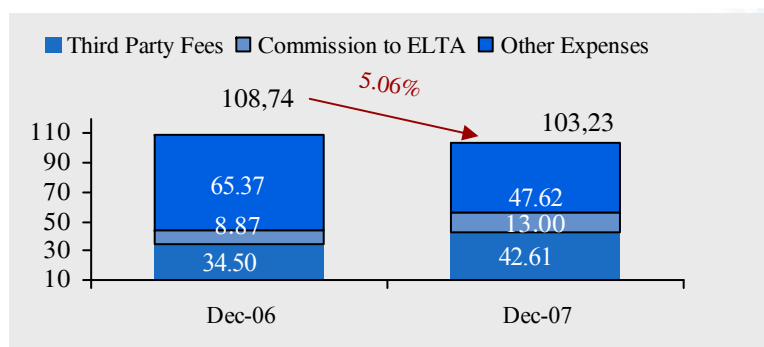


### \* Personnel Expenses (€mm)



- Total operating expenses (excluding provisions for bad debts), increased by 5.88%
- Personnel expenses in line with expectations. If the one-off items are excluded (\*) both 2006 and 2007, the annual increase is 4.80%
- G & Other Administrative expenses decreased by 5.06% especially due to the lack of the previous period one-off expenses. Excluding the previous year one-offs, the annual G&A expenses increased by 16.76%, reflecting the business increase, mostly the outsourcing personnel

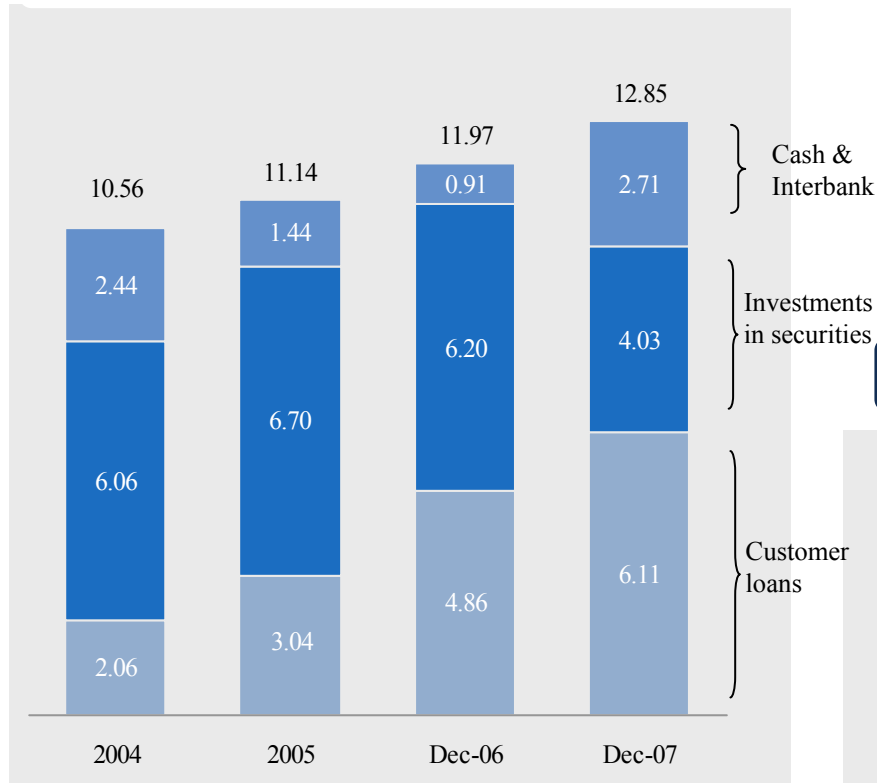
### G & Other Adm. Expenses (€mm)



\* The Bank has made provision for pending legal demand of employees, emerged during the third quarter, amounted 16.05 million Euros  
Source: IFRS financial accounts as of December 31, 2007

## Asset Development in Banking Activities

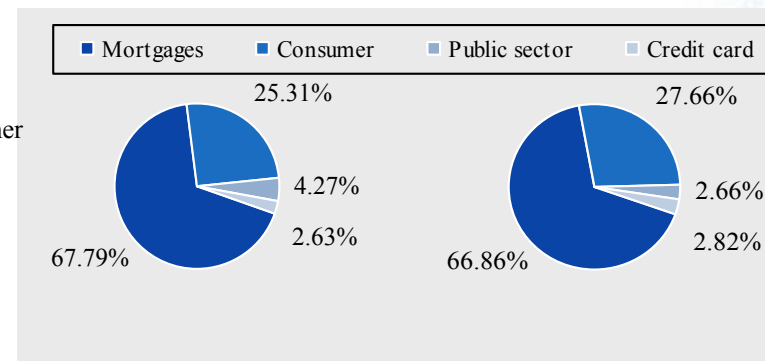
**Asset Breakdown (€bn)**



### Asset Side restructure continues

- Customer Loans increased by 25.65%, from December 31, 2006
- Investment in securities decreased by 35.07%, from December 31, 2006
- Cash & Interbank increased by 199.29%, from December 31, 2006

**Gross loan portfolio segmentation (%)**



Dec-2006 : €4,862.81mm

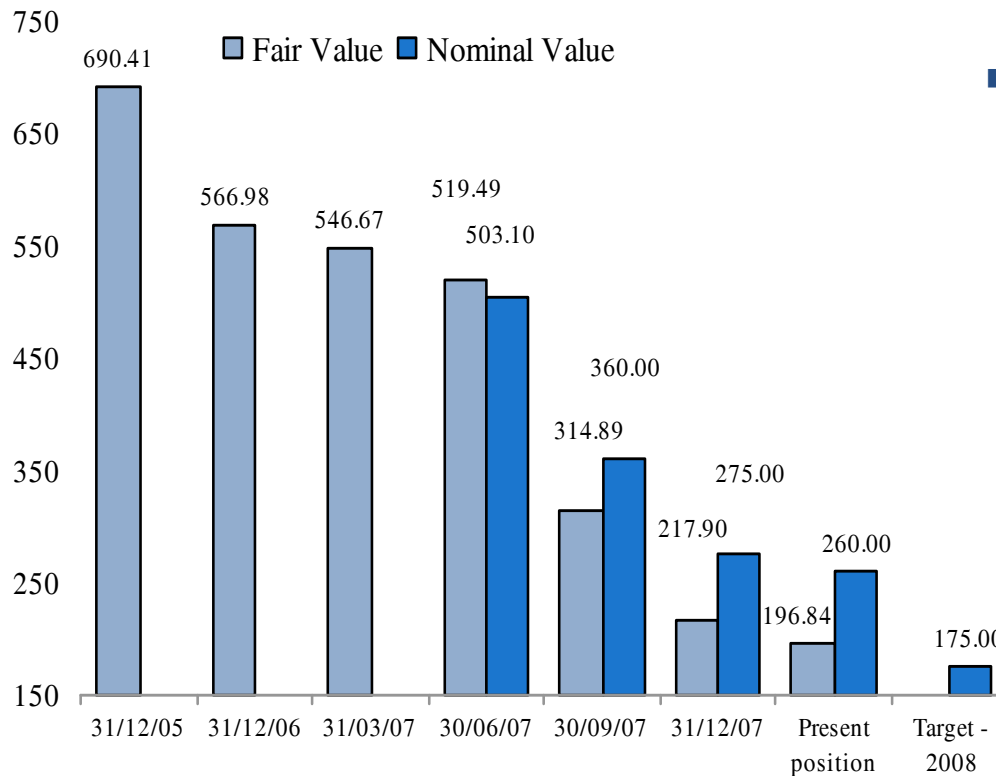
Dec-2007 : €6,110.36 mm

Source: IFRS financial accounts as of December 31, 2007

# Financial Review

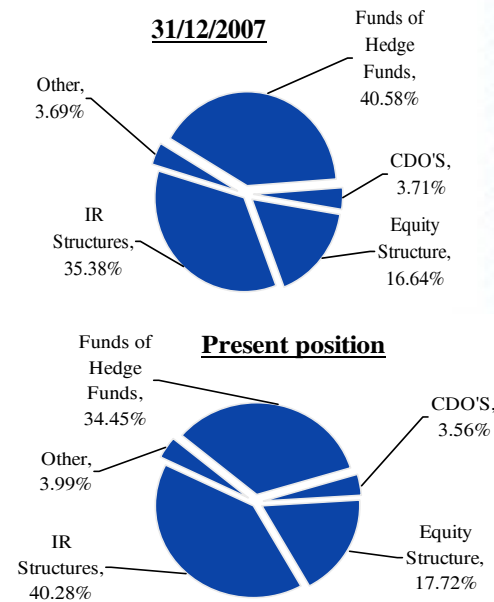
## Alternative Investments Portfolio – Decrease Strategy (in fair values)

Alternative Investments Portfolio - Decrease Plan  
(in mil. €)

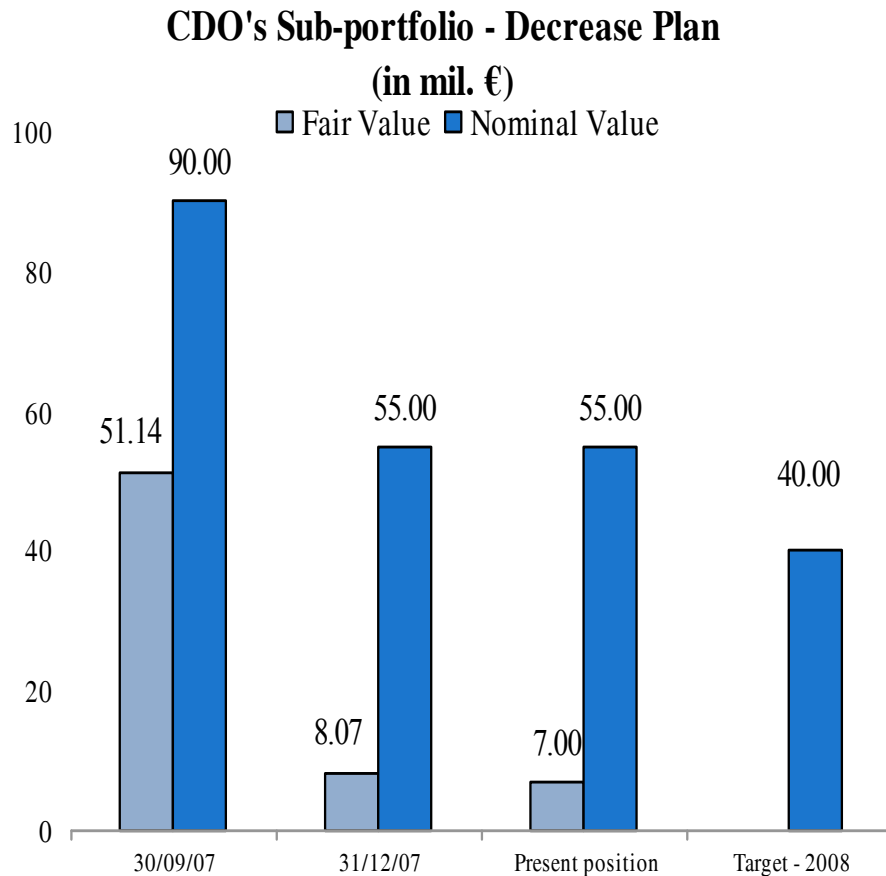


- Acceleration of the decreasing strategy
- Extensive diversification to first class banks issuers
- High percentage of capital guarantees (58.42% in fair values)

### Portfolio Breakdown (in fair values)

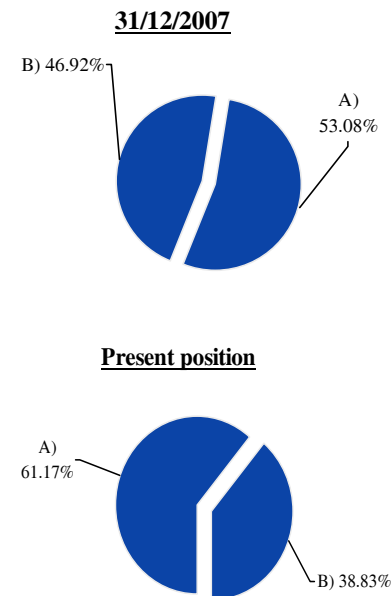


## CDO's Investments Sub-Portfolio – Decrease Strategy (in fair values)



- Acceleration of the decreasing strategy
- Valuations in fair values

### CDO's Breakdown (in fair values)

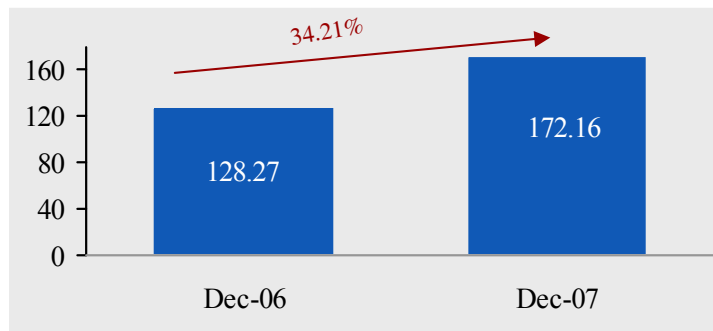


A): US, AAA, Comm. Mtg. B): US, AAA, Resid. Mtg.

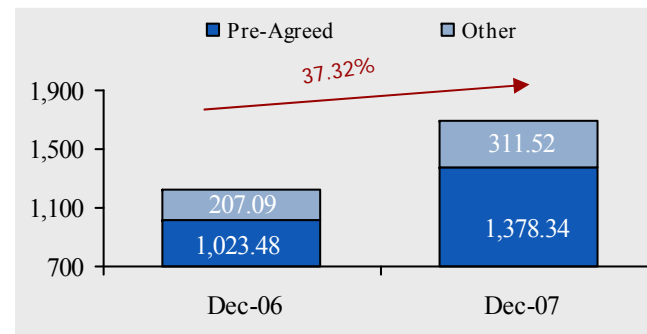
# Financial Review

## Loan Portfolio Development

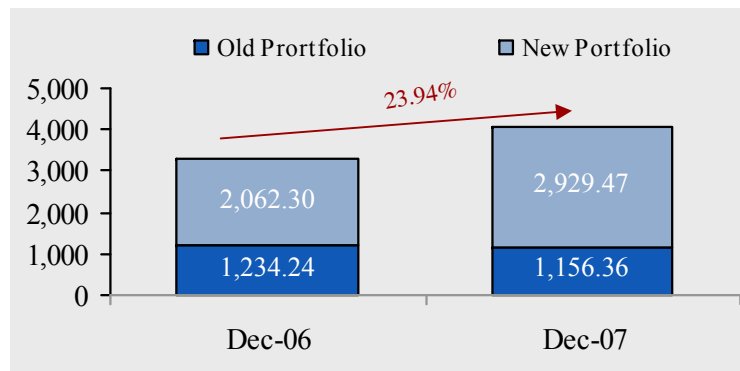
### Credit Cards (€mm)



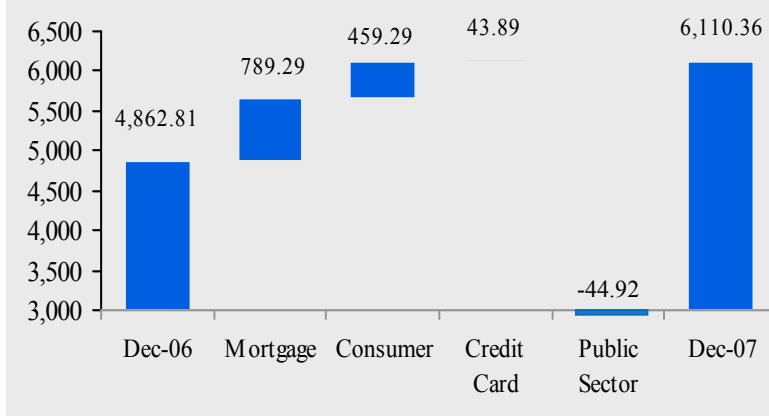
### Consumer Loans (€mm)



### Mortgages (€mm)



### Gross loan portfolio development (€mm)

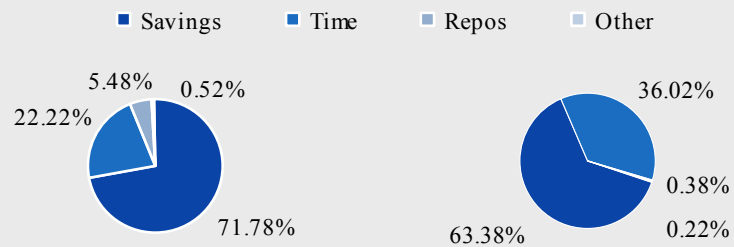


\*Net increase in balances

Source: IFRS financial accounts as of December 31, 2007

## Deposit Base Remains Solid

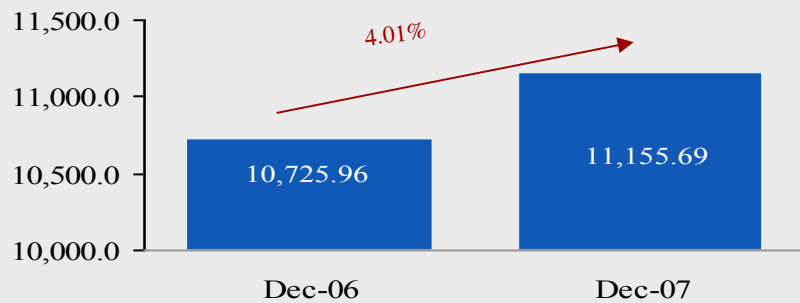
### Deposit segmentation (%)



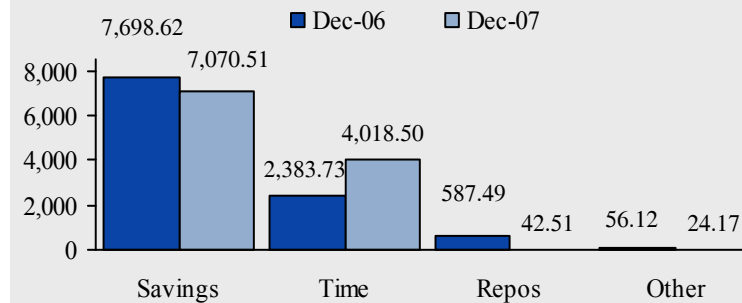
Dec-2006 : €10,725.96 mm    Dec-2007 : €11,155.69 mm

- Deposits increase 4.01%, up to 11,155.69 mil Euro at December 31, 2007 from 10,725.96 mil Euro, at December 31, 2006
- Approximately 2.8 million active accounts
- No reprising during ECB rate hikes to the saving accounts
- Establishment of scaling rates to the saving deposits

### Deposit development (€mm)



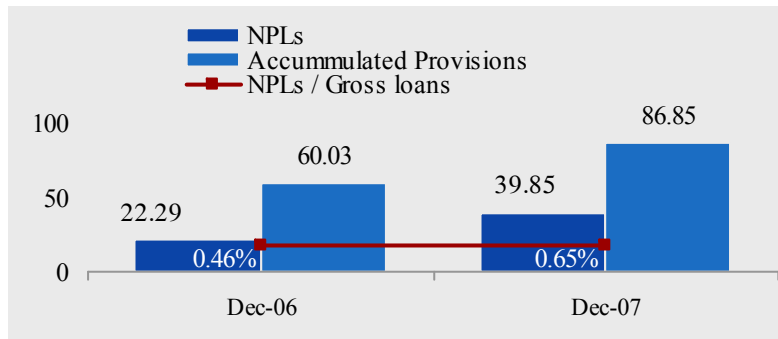
### Deposits by Type (€mm)



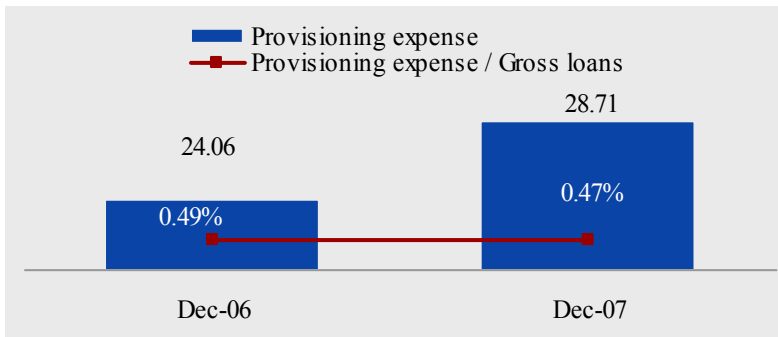
Source: IFRS financial accounts as December 31, 2007

## Strong Asset Quality

### NPLs (€mm)

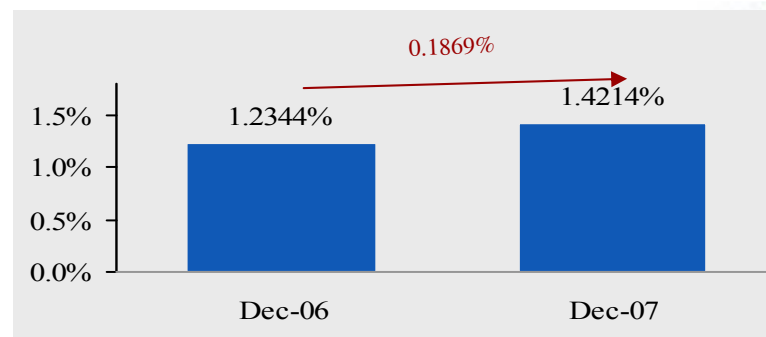


### Provisions coverage overview (%)



- Hellenic Postbank has very low NPL levels with NPL ratio of 0.65% as of December 31, 2007
- Excessive accumulated provisions with NPL coverage ratio at 218%
- Provisions are calculated according to the BOG regulations for the minimum reserve requirements

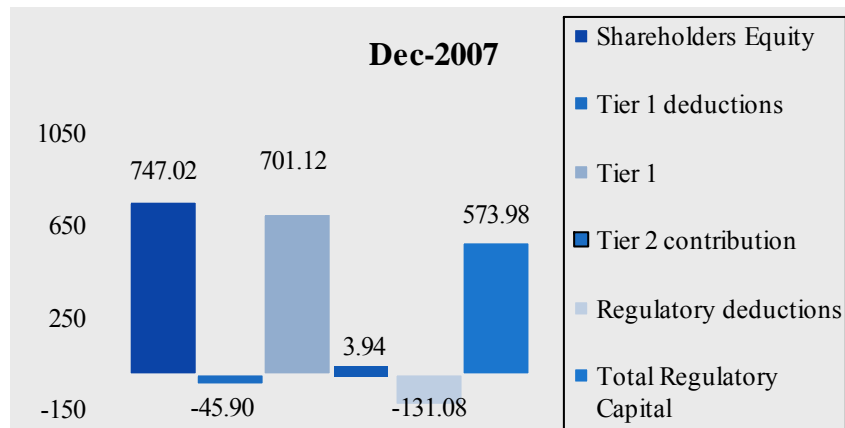
### Accumulated provisions coverage overview (%)



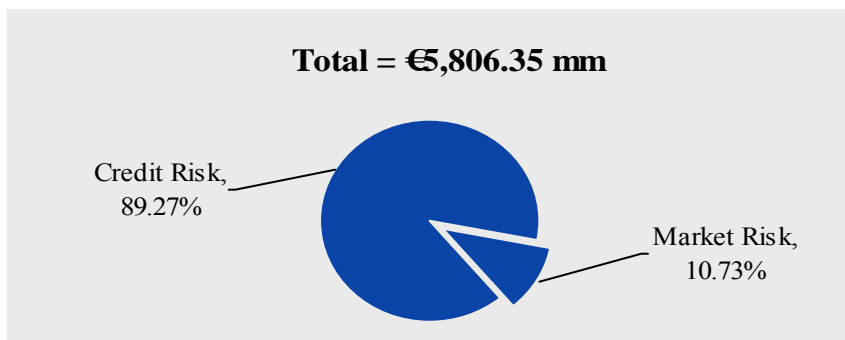
Source: IFRS financial accounts as of December 31, 2007

## Sufficient Capital Base (to fund future growth)

### Regulatory Capital (€mm)



### RWA composition



Source: IFRS financial accounts as of December 31, 2007

- Capital adequacy ratio at 9,89% as of December 31, 2007, Tier 1 at 12.08%
- Deductions from shareholders equity represent AFS portfolio reserve, intangible fixed assets and Bank of Attica participation
- No non-equity instruments in capital
- RWA split between credit and market risk supporting investment strategy

# Main Operations Drivers Update

## Expanding products - palette

From mortgage loans for civil servants to a palette of mortgage and pre-approved consumer loans offering, complemented by traditional consumer finance and card products

### Mortgage loans

- Improved product functionality
  - Longer tenor introduced up to 40 years
  - First 3 year grace period (interest only) mortgage loan introduced
  - Home equity / debt consolidation products
  - Fixed / floating interest rates
  - Final approval time shortened to 1 month
- Successfully branded products
- Currently exclusively distributed through own branch network and Hellenic Post Office (ELTA)



### Consumer loans

- Typical consumer finance product offering
- Rates starting from 8.65% (floating rates) and tenors ranging from 1 to 10 years
- Seasonally branded product offerings
- Cautious initial expansion to be followed by more active marketing
- No alternative channels used (except ELTA)



### Pre-approved consumer loans to civil servants

- Unique product offering on the basis of PSB relationships with other public sector organisations
- Credit line from €3.000 to €30.000 secured through equal instalments deducted by employer directly from payroll (monthly instalments)
- Framework agreement signed with 1,470 organisations
  - Low penetration levels (35%)
  - 163,000 loans outstanding approximately
- Interest rates from 6.50% and tenor ranging from 2 to 10 years

### Credit Card offering

- Member of VISA International
- MasterCard
- Flagship Hellenic Postbank Classic and Hellenic Postbank Gold products
- Annual membership fee and attractive interest rates, from 9% to 11%
- Balance transfer functionality
- Acquiring POS infrastructure through FirstData Co.
- Direct marketing channel is the biggest contributor to new cards origination

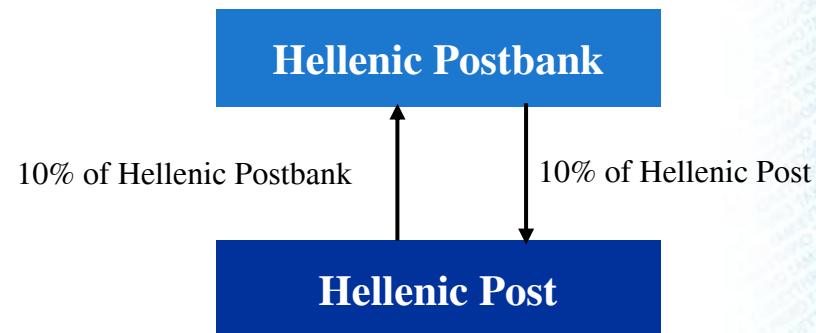


## Unique Synergy with the Hellenic Post

- Historical relationship with Hellenic Post Office, formalised through comprehensive exclusive agreement, entered into 2001
  - Lately expanded up to 2021, subject to renewal
  - Governs personnel issues, branches layout, commission fees and charges, exclusivity
- Historical focus on deposit acceptance through Hellenic Post's 839 branches and distributors as well
  - Cooperation extension envisaged to include Hellenic Postbank's expanded product offering in lending activities. This present moment 160 branches provide loan services. However by the end of 2007 the target is to reach the number of 308 branches.
- Cooperation strengthened through cross-shareholding of 10% in each company effected in April 2006 (sale of existing shares by the Hellenic Republic)

<sup>1</sup> Ownership structure prior to PSB IPO

### Cross-shareholding establishment<sup>1</sup>



- Nowadays 43 ATMs operate in different Hellenic Post branches
- The design of the interface between the IT of Hellenic Postbank and Hellenic Post has been completed and is currently in the implementation phase. The roll out of the first pilot branches started at the end of June 2007 and up to now have been connected 19 Hellenic Post branches. The plan for the year 2008, arises the connection target, up to 400-450 branches (75% of the business)
- A “shop in the shop” plan is going to be implemented during 2008, by creating separate spaces of the Hellenic Postbank into 200-300 Hellenic Post branches.

# Main Operations Drivers Update

## Human Resources Update

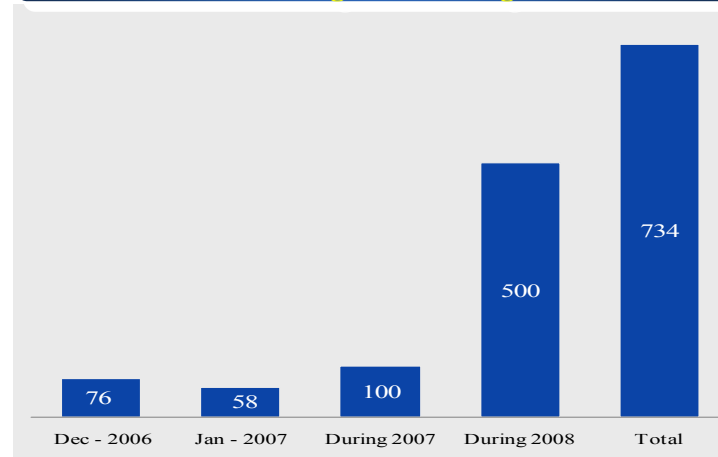
### Headcount will be strengthened with hiring of significant new entry level personnel

- A first group of 134 new employees join the bank during December 2006 and January 2007.
- A second group of 400 new employees is expected to be hired, before summer of 2008, as a result of an Hellenic Postbank competition procedure.
- New hires (university graduates) to be allocated in certain support functions currently outsourced and man branch network.
- New hires to replace natural attrition of existing personnel that has staggered departures over the following years.
- 1.09% of company shares were allocated to Personnel (became shareholder) through a private placement with a 10% discount on the IPO price.
- Cost potential save, upon the new hires
- 1,366,212 new shares were allocated to personnel, through a stock option plan capital increase.

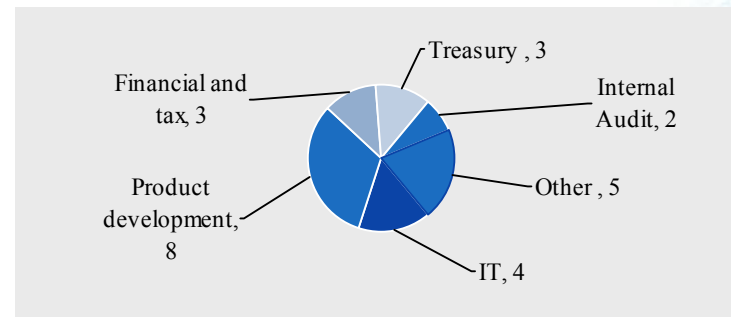
### Facilitated by the hiring of seasoned retail banking executives

- Experienced executive consultants have been hired within the restriction of previous operating framework to man critical business and support operations.
- Executives hired with extended banking sector experience or higher education.

### Planned new hires as a replacement of the existing outsourcing



### Executive consultants by function



## Main Operations Drivers Update

# New IT system (s) (in operation) have extended functionality allowing for more efficient operations

### Core banking system – PROFITS

- Full management of customers and products (lending, deposit, transfers, etc.)
- Accounting and general ledger
- MIS, budgeting and cost allocation (on a development stage)
- Support systems
- Interface with interbanking and international systems / networks
  - Handling of transactions originated from Post Office( on a development stage)
  - DIAS (National Interbanking and Clearing House)
  - SWIFT
  - FirstData (Cards and ATM process system)

### Dealing room – BTS VISION

- Full support for Front – Middle - and Back - Office operations, connected to PROFITS
- Real time connection to Reuters RT, SWIFT capabilities

**Technical infrastructure (central systems, LAN infrastructure, communications network, new IT building) has been installed and fully operational**

### Cost Control System (on a development stage)

- Cost allocation unit
- General and analytical ledger
- Payments have sufficient budget authority and prior verification
- Actual versus budgeted cost follow up

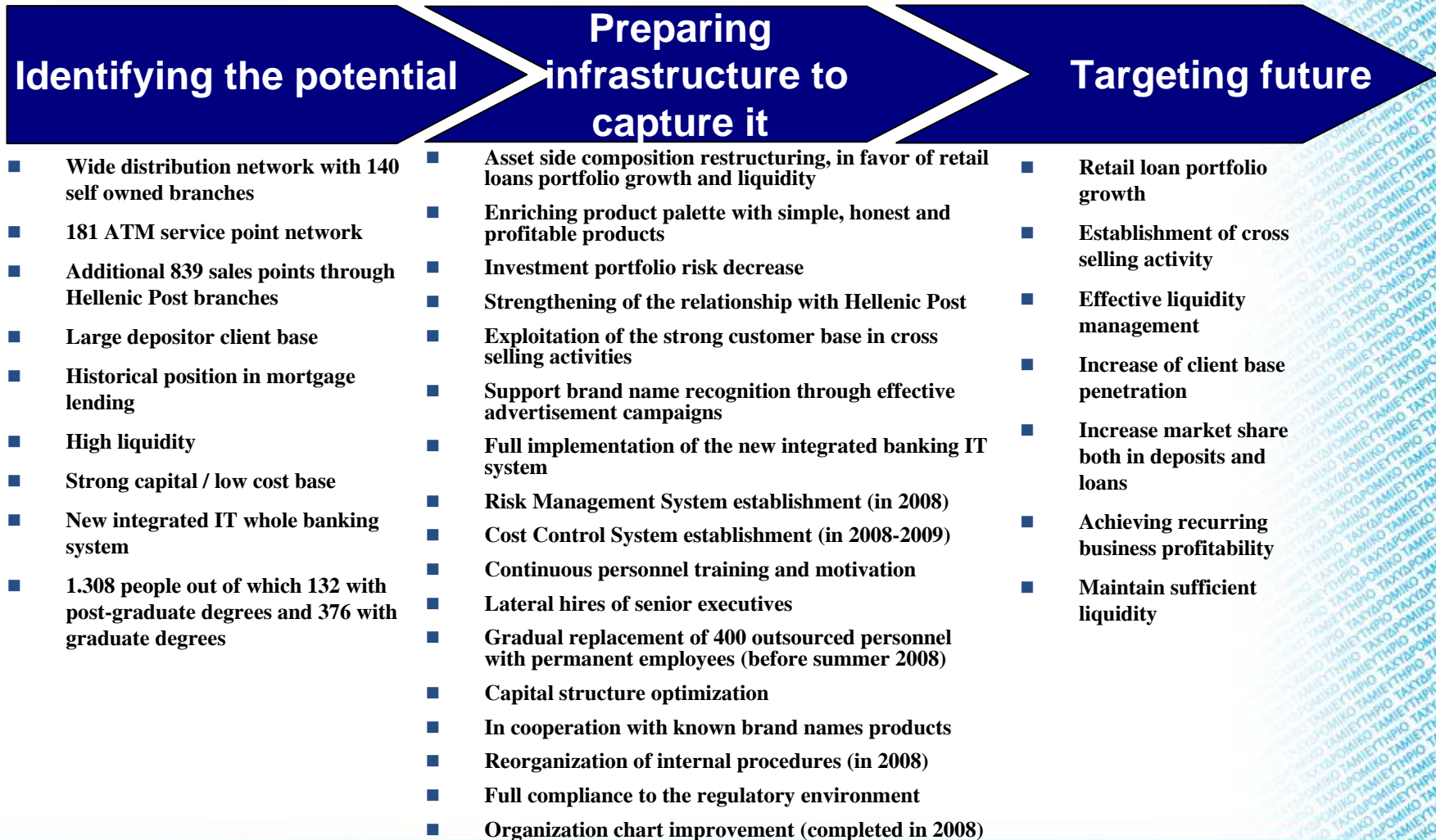
### Payroll and HR Management System

- Full payroll and employees records
- Training and development schedules
- Performance assessment

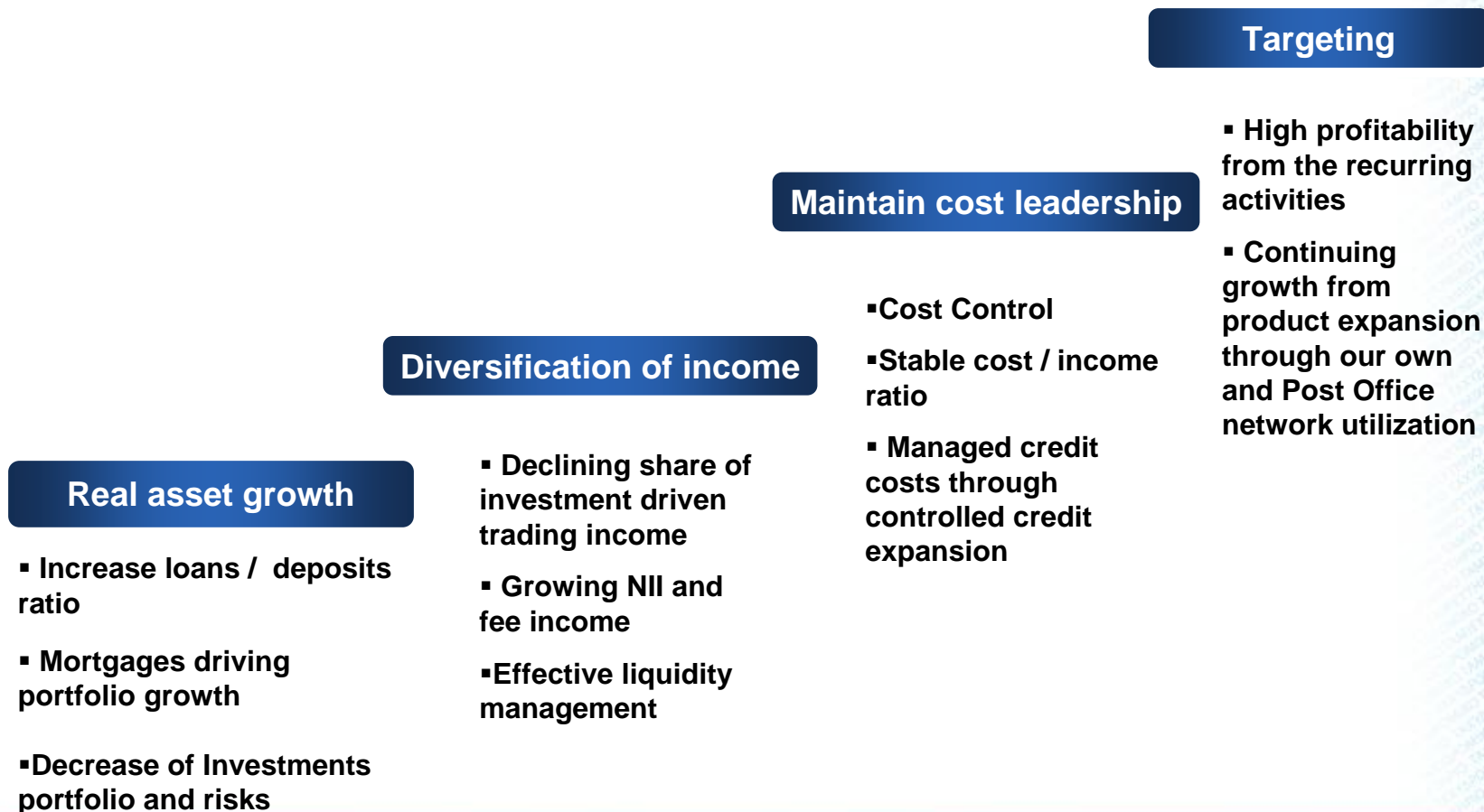
### Help Desk System

- Remedy Help Desk System supporting the Hellenic Postbank's PROFITS users

## Hellenic Post Bank: targeting growth and profitability



## Supporting Business Plan Realization



# Share's Information

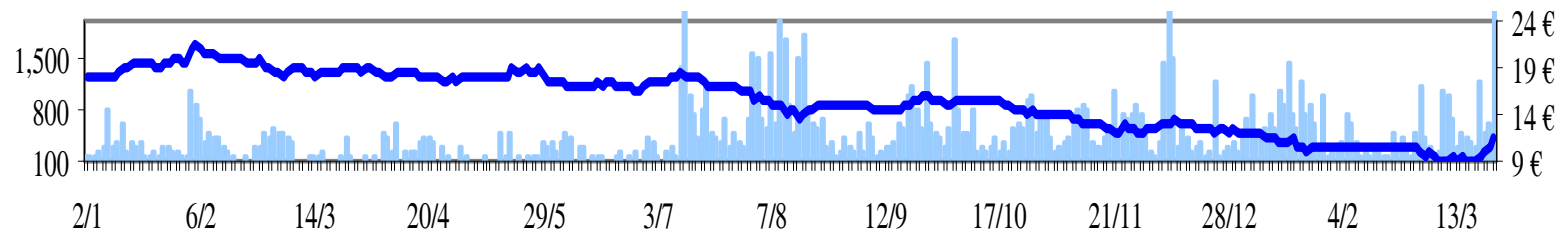
## Stock Data

|  |                    |
|--|--------------------|
| Shares outstanding   | 142,232,982        |
| Price (31/03/2008)   | 11.60 Euro         |
| Market capitalization  | 1,649.90 mil. Euro |
| Performance (from 06/06/2006)<br>(including dividends given) | -2.40 %            |

### Postbank Shareholder Structure

|                        |         |
|------------------------|---------|
| ■ Greek State          | 34.04 % |
| ■ Greek Post Office    | 9.90 %  |
| ■ Greek Institutions   | 10.73 % |
| ■ Foreign Institutions | 18.86 % |
| ■ Other Individuals    | 26.47 % |

### Hellenic Postbank Stock Performance



#### Stock Symbols

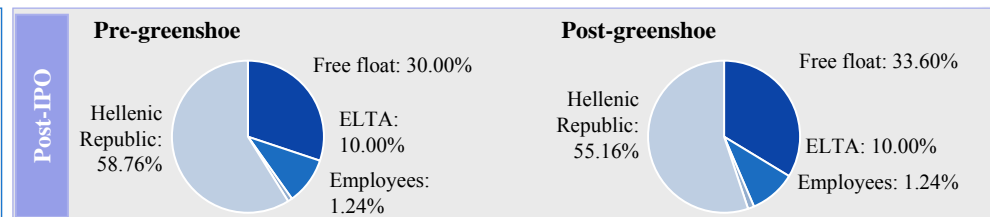
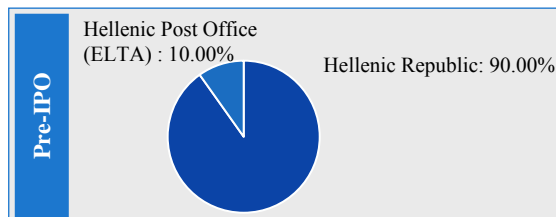
|                  |                |
|------------------|----------------|
| <b>ATHEX</b>     | <b>TT</b>      |
| <b>Bloomberg</b> | <b>GPSr.AT</b> |
| <b>Reuters</b>   | <b>TT GA</b>   |

# Share's Information

## IPO details

| Key offering terms        | Comments   |
|---------------------------|--|
| Issuer                    | ■ Hellenic Postbank  |
| Seller                    | ■ Greek Government (Hellenic Republic)   |
| Listing                   | ■ Athens Stock Exchange  |
| Distribution              | ■ Global institutional offer under Reg S<br>■ Offering to QIBS in the US under Rule 144A<br>■ Domestic retail offering   |
| Structure                 | ■ Sale of secondary shares equal to 30.00% of market cap.<br>■ Secondary greenshoe issue of up to 3.60% of market cap. (up to 12.00% of the offer size)<br>■ Employee offering of secondary shares equal to 1.24% of market cap.<br>■ Sale of secondary shares equal to 10.00% of market cap to the Hellenic Post Office (ELTA) pre-IPO to strengthen exclusive product distribution agreement |
| Shares                    | ■ Ordinary shares  |
| Lock-up                   | ■ 180 days for Hellenic Republic, Hellenic Postbank and Hellenic Post Office (ELTA)  |
| Use of proceeds           | ■ Part of Hellenic Republic Privatisation programme<br>■ Proceeds will be used to repay Government debt  |
| Pricing Date              | ■ May 26, 2006   |
| International Bookrunners | ■ JPMorgan, Goldman Sachs  |
| Local Bookrunners         | ■ National Bank of Greece, Piraeus Bank  |

### Ownership structure—pre and post IPO



Note: ELTA is owned by Hellenic Republic

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