

Finansbank Overview with Q1 2012 Financial Results

Investor Relations
May 2012



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NBG Group

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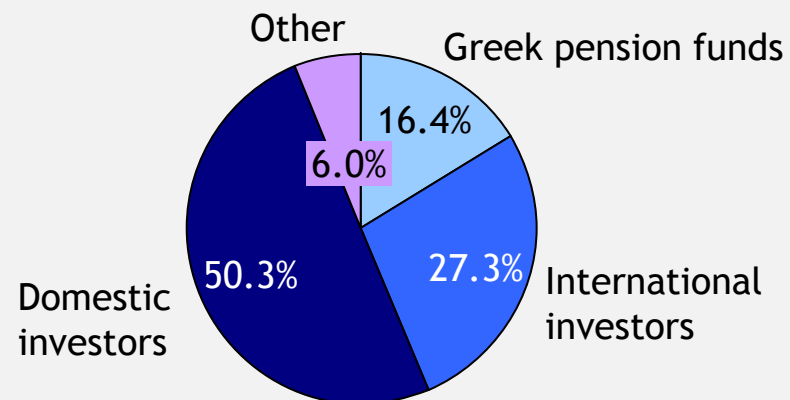
The NBG Group

Corporate information

- National Bank of Greece, the oldest Greek commercial bank, heads the largest and strongest financial group in Greece
- The Bank has 528 domestic branches and 1,131 banking units overseas. The Group boasts by far the largest network for the distribution of financial products and services in Greece Overseas, the NBG Group is active in 12 countries, controls 8 banks and more than 58 companies
- The NBG Group is the first Greek financial group to successfully float its stock on the New York Stock Exchange, the world's principal capital market

Ratings and shareholder structure, March 31, 2012

	<u>Moody's</u>	<u>S&P</u>	<u>Fitch</u>
• Long term	Caa2	CCC	B-
• Short term	NP	C	B
• Financial strength/ Viability	E		f



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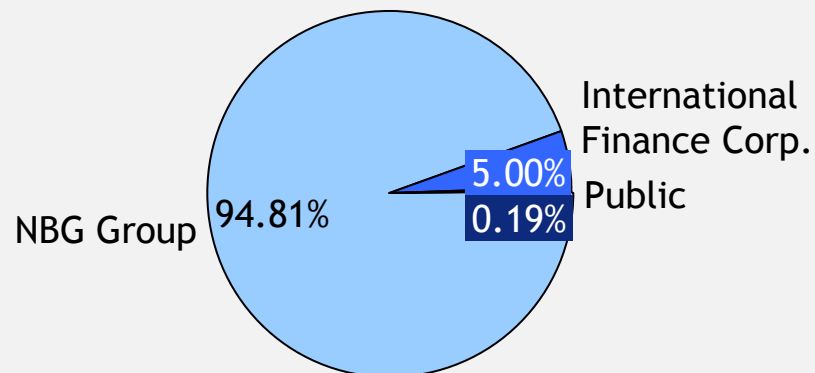
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At a glance

Ratings and shareholder structure, March 31, 2012

Foreign currency	Moody's	Fitch	CI
• Long term	Ba3	BBB-	BB
• Short term	NP	F3	B
• Financial strength/ Viability	C-	bbb-	BBB+



Corporate information

- Turkey's 5th largest private bank with USD 25.6bn of assets*
- Highest capital adequacy ratio in the sector at 17.2%
- Core Tier 1 ratio is at 13.1%

Million	March 31, 2012
Paid-in capital	TRY 2,440 (USD 1,377)
Shareholders' equity	TRY 6,234 (USD 3,518)

* According to bank only data

Efficient branch network

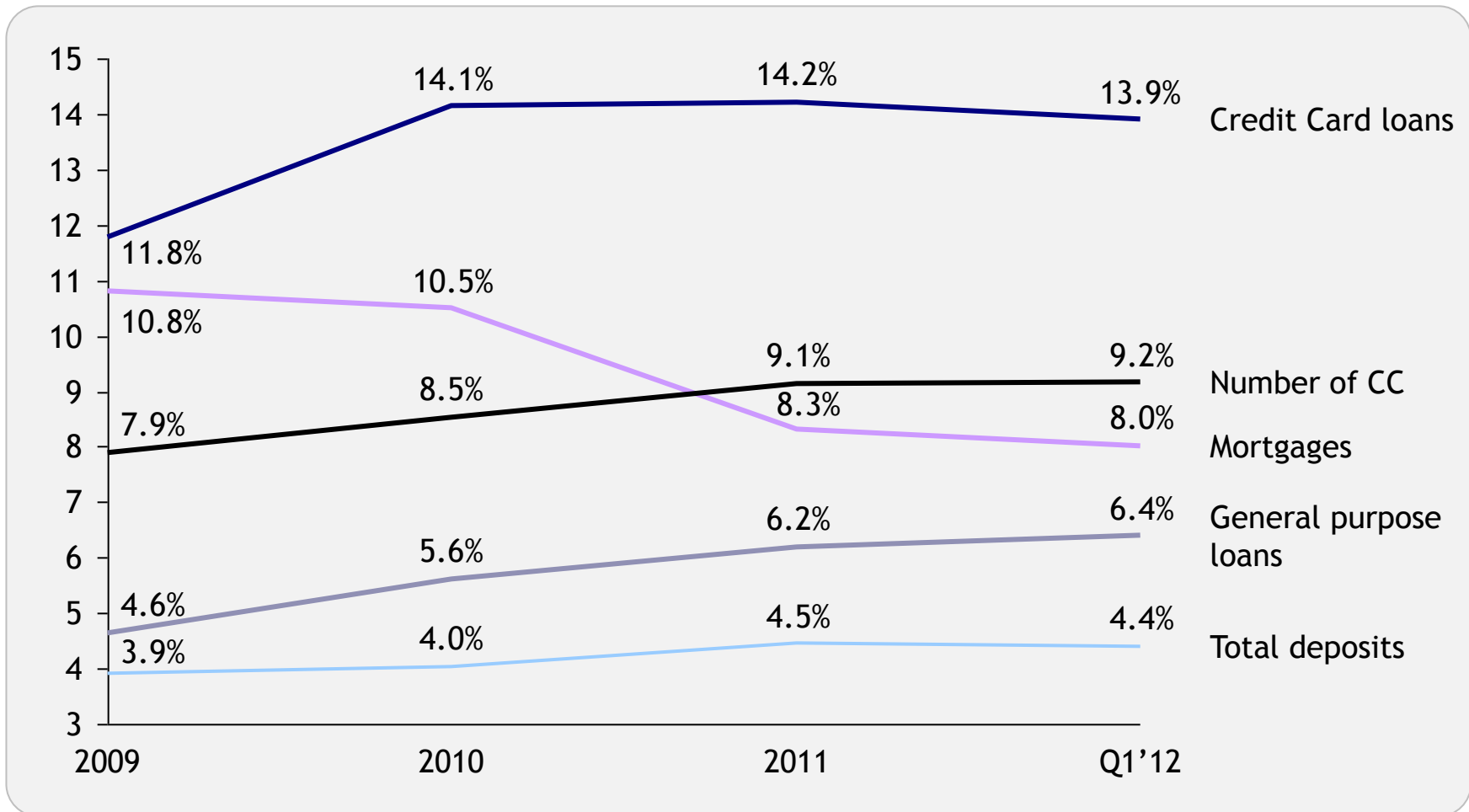
- Comprehensive Turkish network covering 96% of GDP
- One of the youngest networks: 6.5 years average age
- Most productive among peers: TRY 37.4mn household loans per branch
- Opex per branch among the lowest

	2008	2009	2010	2011 Q1	2012
Corporate	8	8	4	4	4
Commercial	53	53	5	0	0
Retail	248	251	0	0	0
Consumer	99	99	1	0	0
Joint Branch	0	0	446	479	497
In-store	6	6	11	7	4
Collection points	41	41	32	29	14
Free Trade Zone	1	1	1	1	1
International	1	1	1	1	1
Mobile	1	1	1	1	1
Total	458	461	502	522	522



Strong presence in retail products

Selected market shares



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Q1 2012 financial highlights

B/S

- Market share in general purpose loans increased 20 bps to reach 6.4% QoQ
- Total loans increased 1% QoQ, comprising 69% of total assets versus the sector average of 57%
- Customer deposits stayed flat at TRY 28.6bn after having grown 23% in 2011, compared to the sector's 13% increase
- In December 2011, the Bank raised USD 221mn and EUR 211mn through a syndication facility for 1 year, while a subordinated loan of USD 260mn is provided from NBG for 10 years
- A 6-months TRY bond worth 400mn was issued in May 2012

P&L

- NIM expanded by 34 bps to 642 bps from 608 bps QoQ
- Net fees & commissions income grew by an impressive 49% YoY, recording the highest annual growth in the sector

Ratios

- Cost to income ratio came down to 50.1% from 52.5% QoQ
- Cost of risk is at 1.75% (Provision expenses / Average total loans)

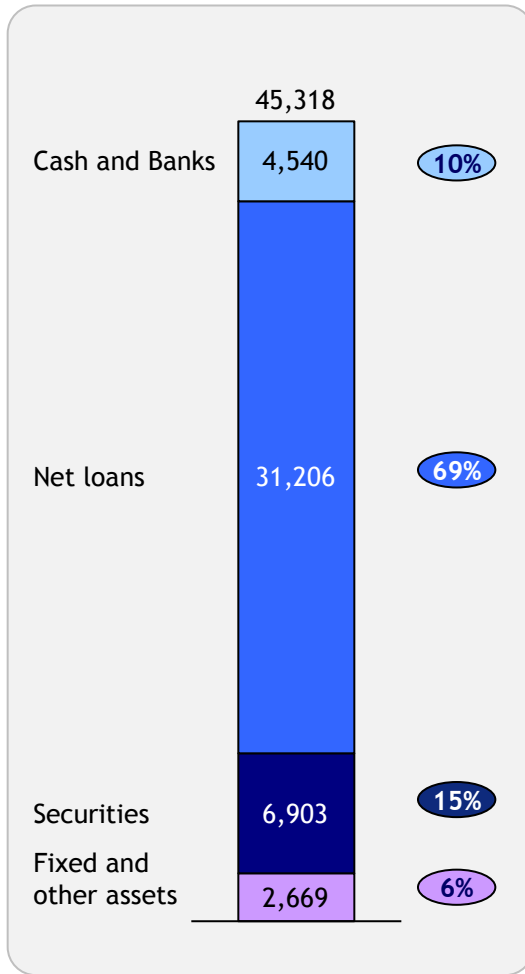
Solid financial performance

B/S	2011		Q1 2012	
	USD million	TRY million	USD million	TRY million
	• Total assets	24,232	46,199	25,579
• Securities	3,645	6,949	3,896	6,903
• Loans, net	16,175	30,838	17,613	31,206
• Customer deposits	15,206	28,989	16,123	28,565
• Funds borrowed	2,902	5,534	2,768	4,905
• Shareholders' equity	2,988	5,696	3,393	6,012

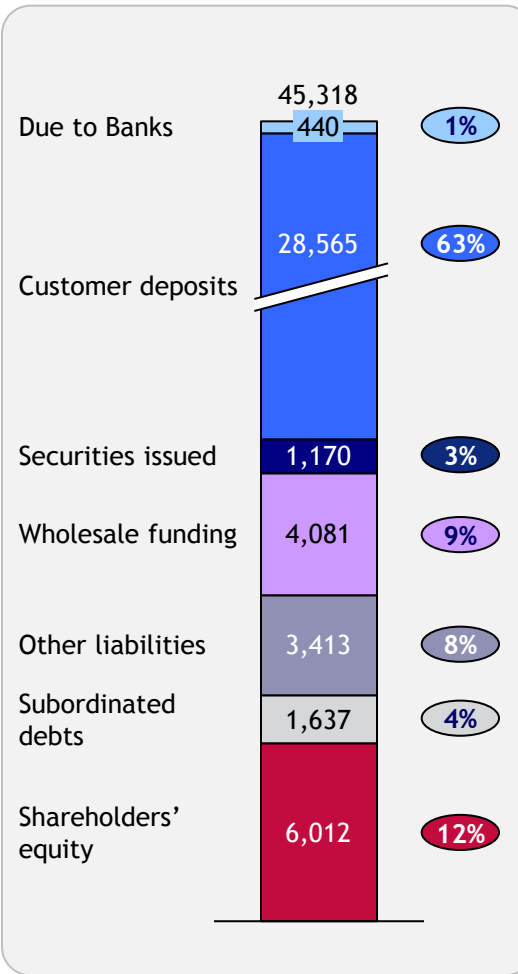
P&L	Q1 2011		Q1 2012	
	USD million	TRY million	USD million	TRY million
	• Net interest income	364	564	354
• Provisions	-45	-69	-80	-143
• Net fees and commissions	105	162	136	241
• Opex	251	388	230	408
• Net Income	191	296	116	206

Diversified funding with strong deposit base

Asset structure
TRY million



Funding structure
TRY million



Liquidity reserves

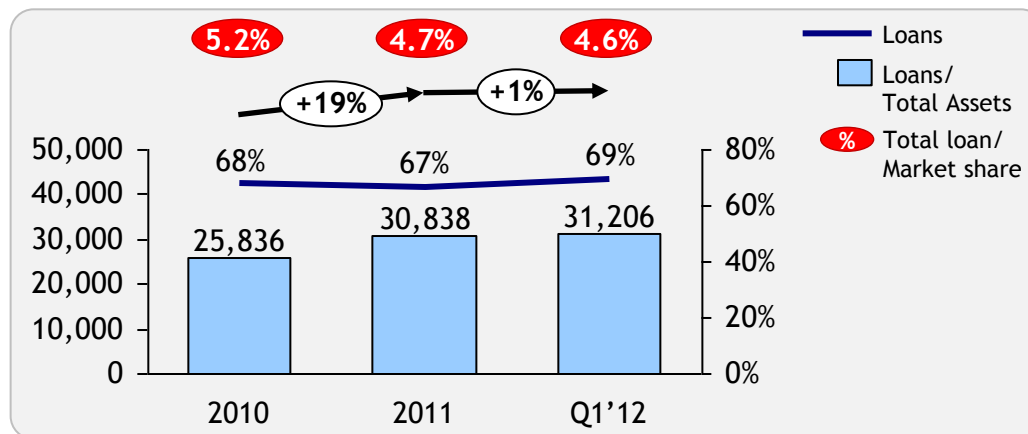
- Cash & CB reserves > TRY 4.3bn
- Unrepoed securities > TRY 4.4bn

Borrowing and issuances

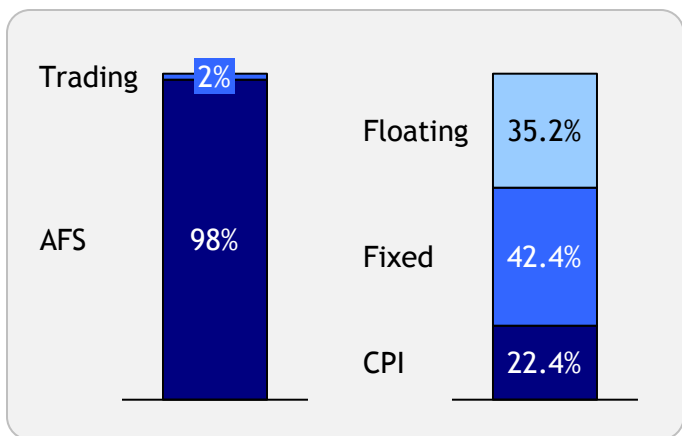
- Date: May 2011
- Size: USD 500mn
- Type: Sr. unsecured Eurobond
- Tenor: 5 years
- Coupon: 5.50%
- Date: October 2011
- Size: TRY 150mn
- Type: TRY bond
- Tenor: 177 days
- Coupon: 10.66%
- Date: November 2011
- Size: TRY 200mn
- Type: TRY bond
- Tenor: 177 days
- Coupon: 10.73%
- Date: December 2011
- Size: USD 220.50mn + EUR 210.75mn
- Type: Syndication
- Tenor: 1 year
- Coupon: Libor/Euribor + 1.3% (All in)
- Date: May 2012
- Size: TRY 400mn
- Type: TRY bond
- Tenor: 178 days
- Coupon: 10.47%

Focused on real banking

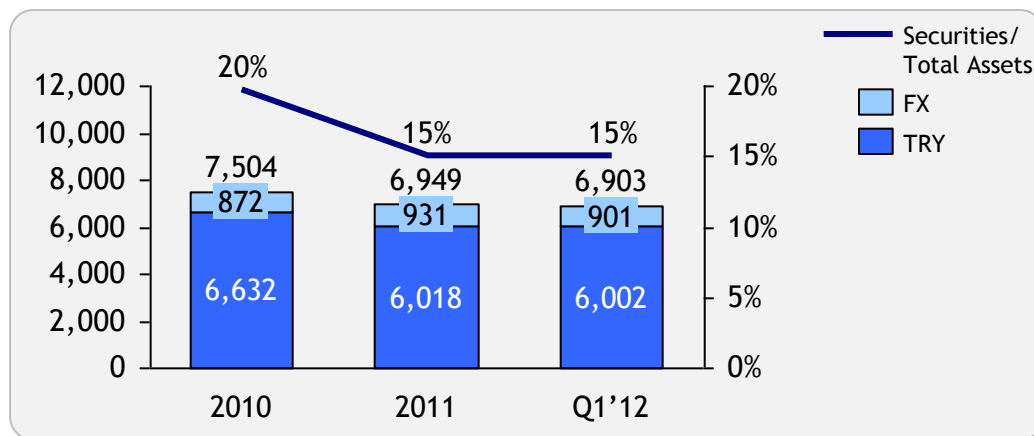
Loans/Assets (TRY million)



Securities breakdown



Securities/Assets (TRY million)



Significant presence in high margin segments

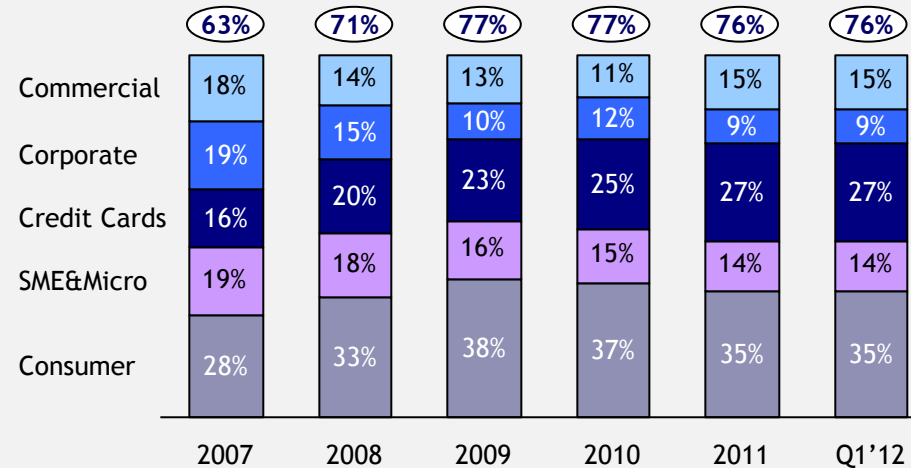
Ⓢ CC + SME + Consumer

Business segmentation (By annual turnover)

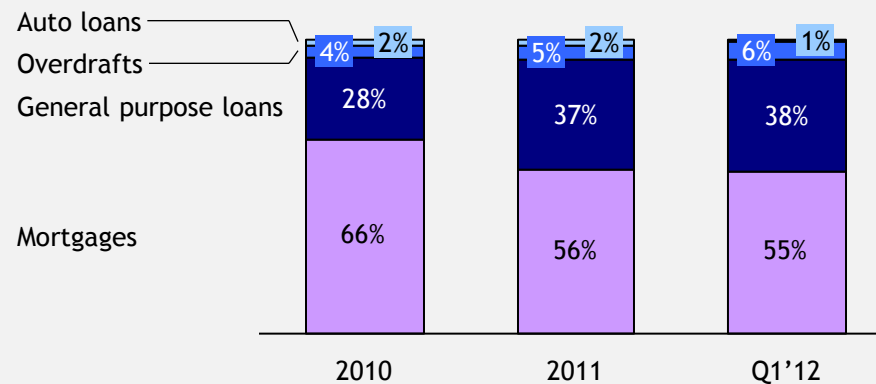
- Corporates
> TRY 100mn
- Commercial companies
TRY 2mn-TRY 100mn or
≥ TRY 350,000 credit limit
- SME & Micro
< TRY 2mn or
< TRY 350,000 credit limit

- General purpose loans contribute 38% of retail loans
- Overdraft loans continued to grow
- Mortgage loan growth slowing in line with the strategy of the Bank

Total loans



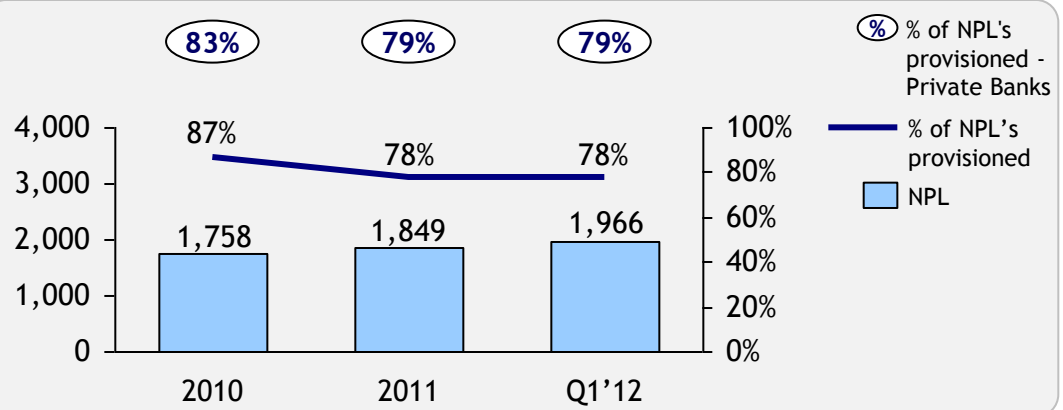
Retail loans



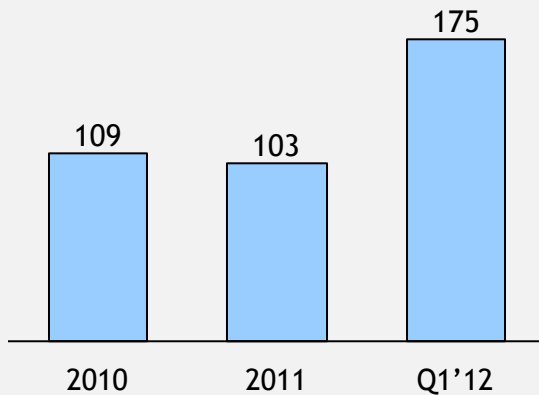
Maintaining asset quality across the board

NPL provisioning

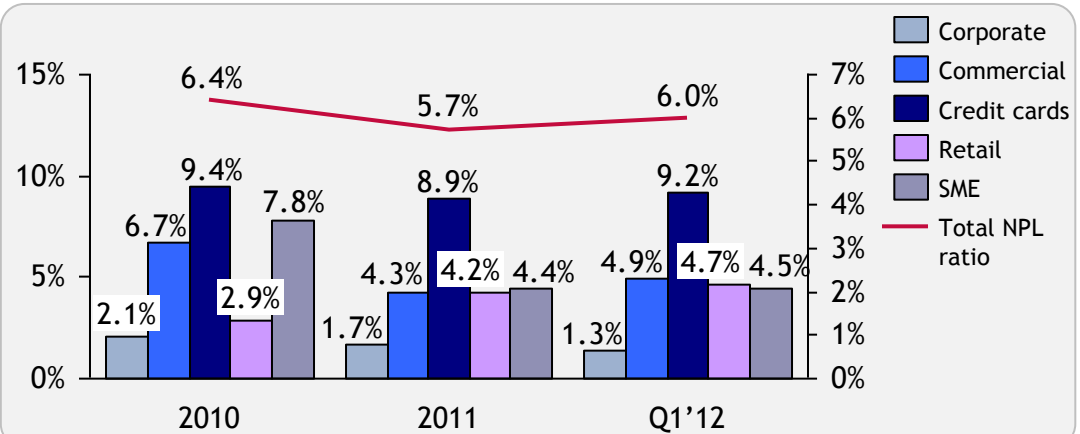
- TRY 440mn reserved in general provisions
- TRY 69mn in general provisions spared for possible loan losses
- Very limited loan write-off of TRY 2.2mn in 2011 and TRY 1.6mn in Q1 2012
- First time NPL sales of TRY 237mn in Sep'11, which lowered the NPL ratio by 0.5%



Cost of risk (bps)



NPL ratio by segments

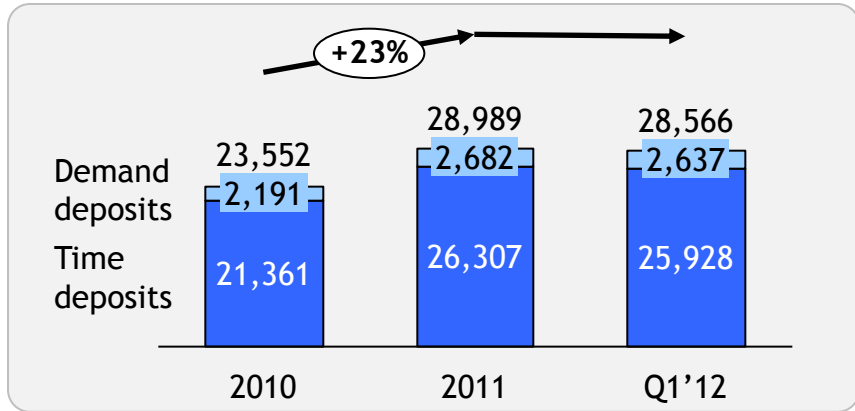


Growing deposit base

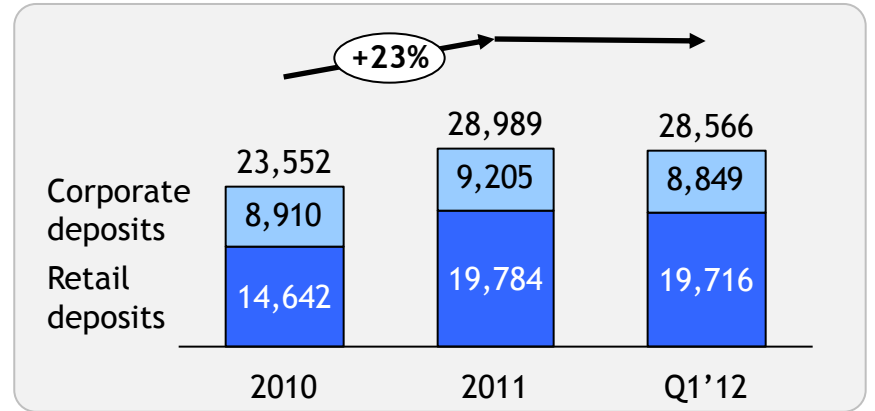
Loans
Deposits
Loans-to-Deposits

TRY million

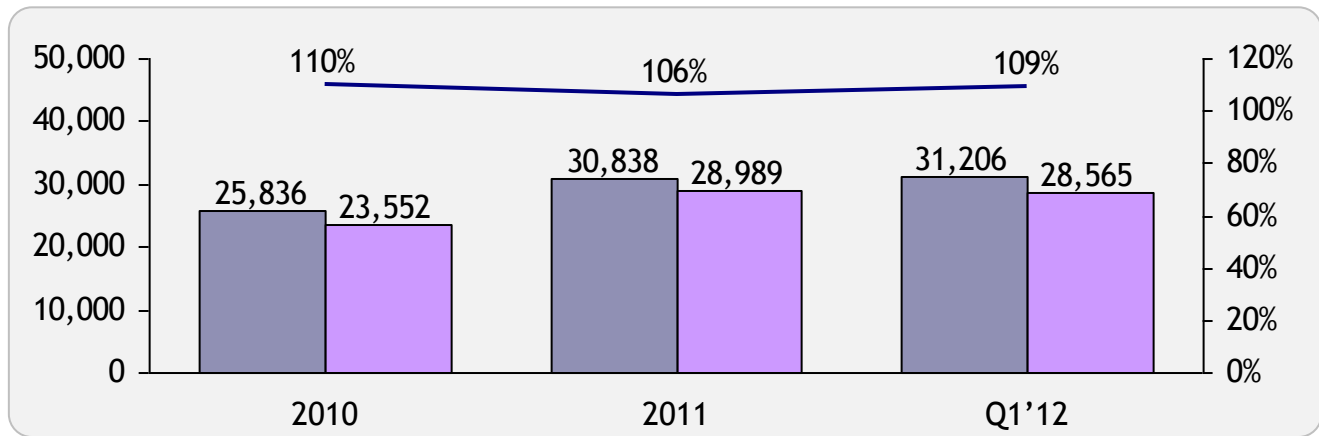
By type



By segment



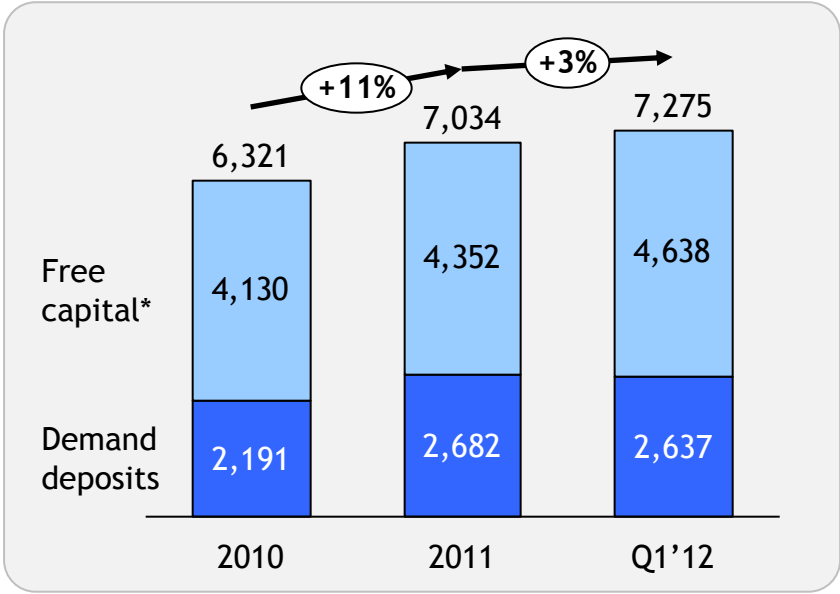
Loans/Deposits



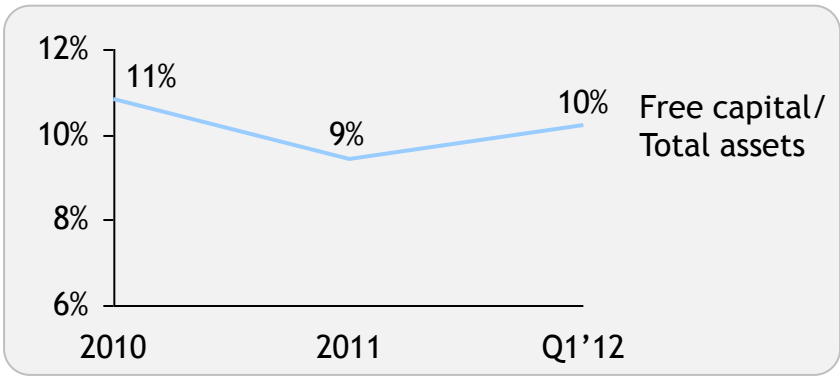
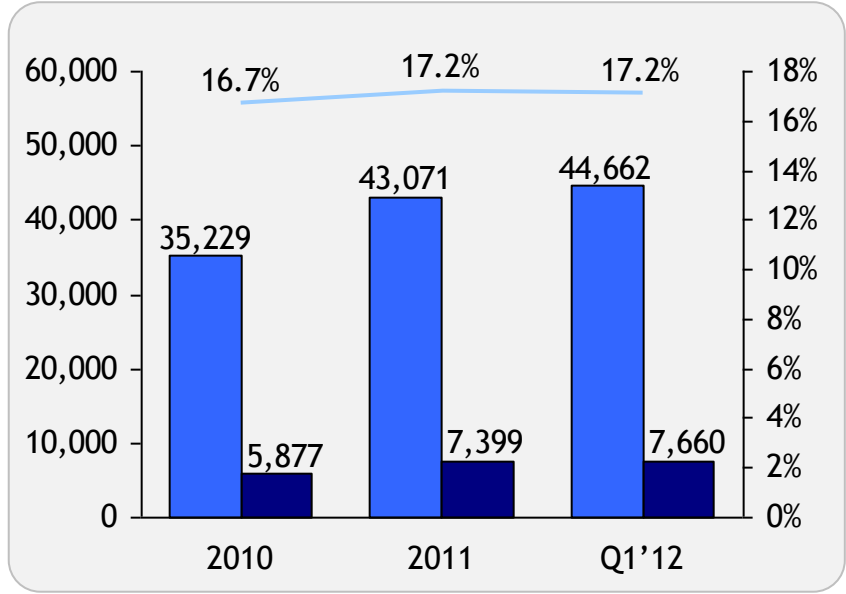
Strong capital and high liquidity

■ RWA+Market risk+Operational risk
■ Total Tier I and Tier II capital
— CAR

Free funds



Capital adequacy ratio (TRY million)

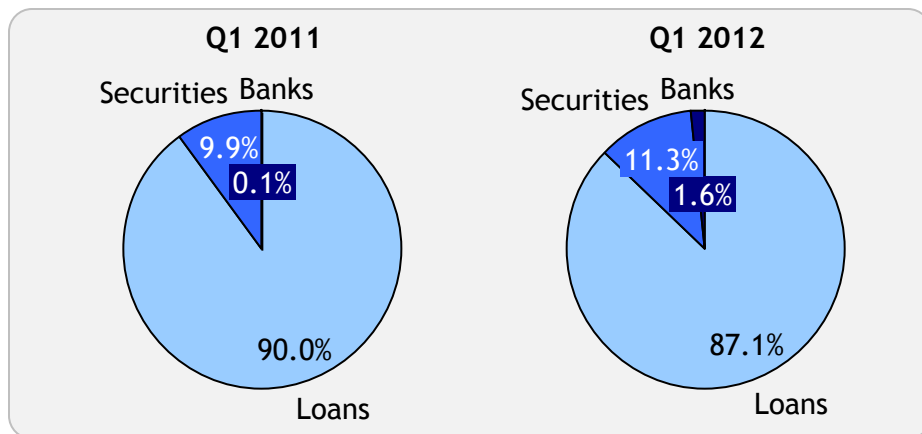


- Although the new Basel II compliance is expected to lower the CARs of the Turkish Banking sector, it will increase Finansbank's CAR up to 60 bps
- Core Tier 1 ratio is 13.1%

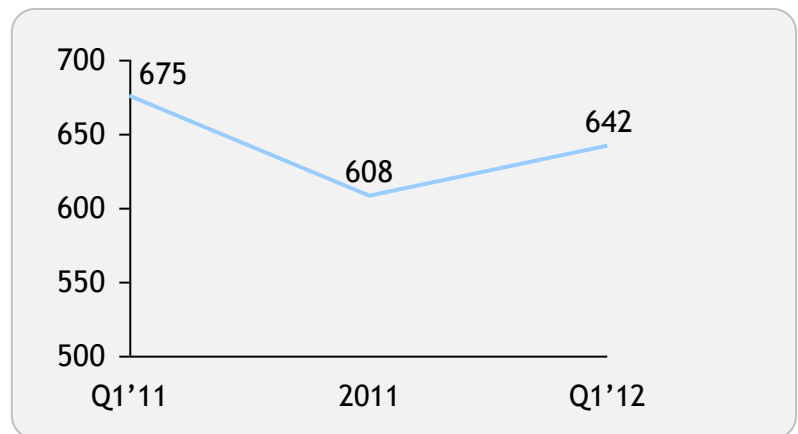
* Free capital = Shareholders' Equity - (Subsidiaries + Fixed Assets + Unprovisioned NPL)

Robust margins supported by high fee income

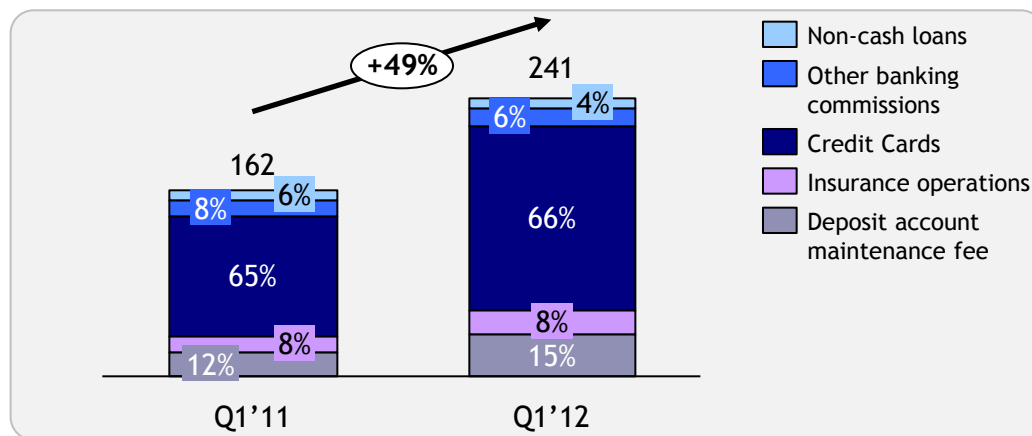
Breakdown of interest income



NIM evolution (bps)

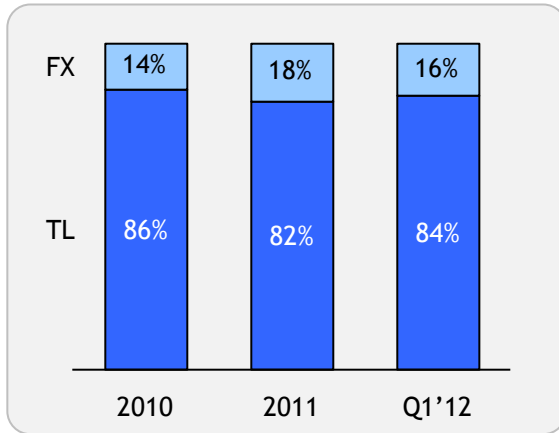


Net fee income (TRY million)

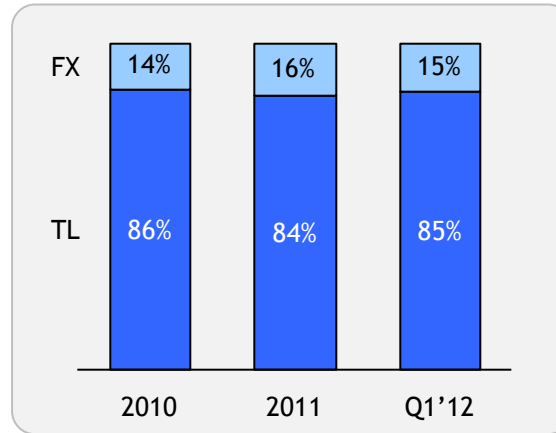


Higher spread due to TRY dominated balance sheet

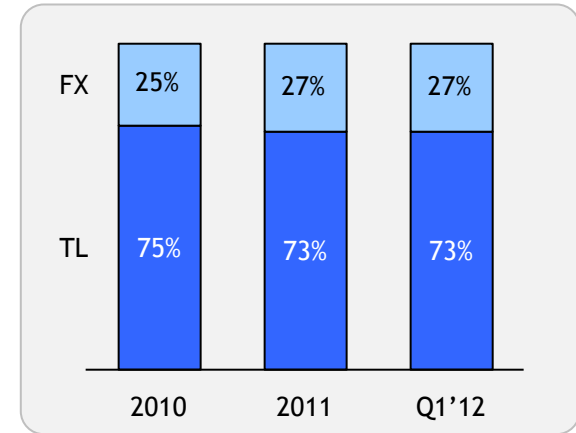
Currency breakdown; Assets



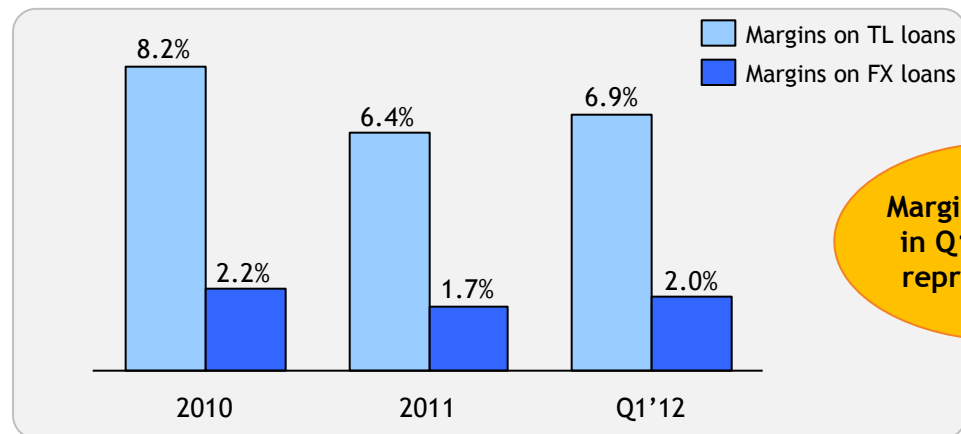
Currency breakdown; Cash loans



Currency breakdown; Deposits



Impact of TRY on asset profitability*



Margins improved in Q1'12 due to repricing of IEA

* Margins calculated by the deduction of last months time deposit rate from term-end loan book yield

Borrowings & Issuances, May 25, 2012

Type of borrowing	Maturity	Outstanding principal (million)	Tenor (years)
EFIL III	July 2012	USD 4.5	7
EFIL III	July 2012	EUR 1.2	7
Proparco	October 2012	EUR 0.8	7
Syndicated Term Loan USD Tranche	November 2012	USD 220.5	1
Syndicated Term Loan EUR Tranche	November 2012	EUR 210.8	1
TRY Bond	November 2012	TRY 400.0	0.5
Bond/Swap (USD/TL)	March 2013	USD 110.0	7
DPR Securitization	February 2015	USD 1.0	3
Eurobond	May 2016	USD 500.0	5
EIB	May 2017	EUR 81.0	7
Subordinated Debt from NBG in 2008	October 2018	USD 325.0	10
Subordinated Debt from NBG in 2009	October 2019	USD 200.0	10
	December 2019	USD 125.0	10
Subordinated Debt from NBG in 2011	December 2021	USD 260.0	10
Total*		USD 2,362.4	

* EUR/USD = 1.3295 (Finansbank) as of 31/03/2012

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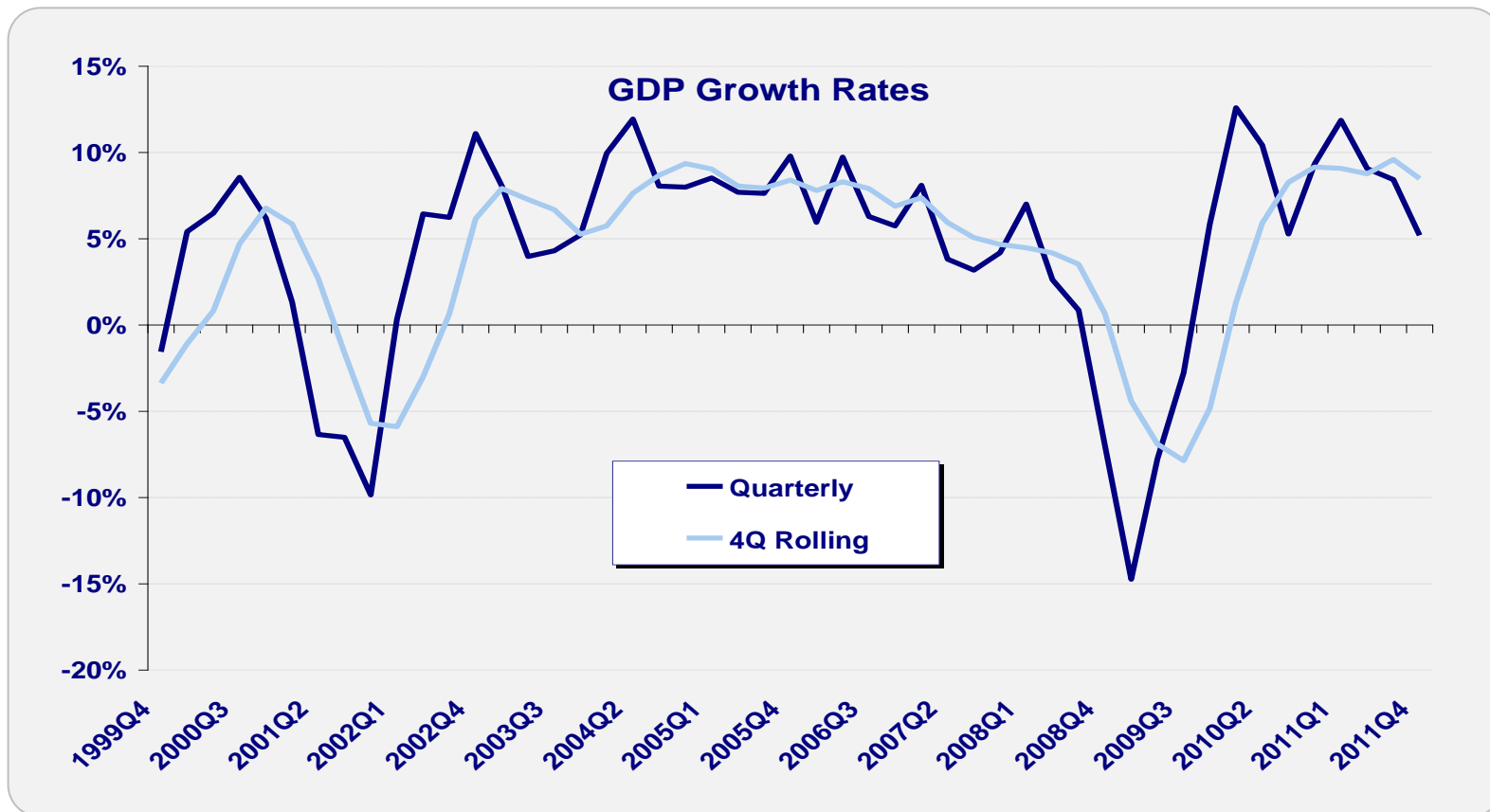
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Key macroeconomic data

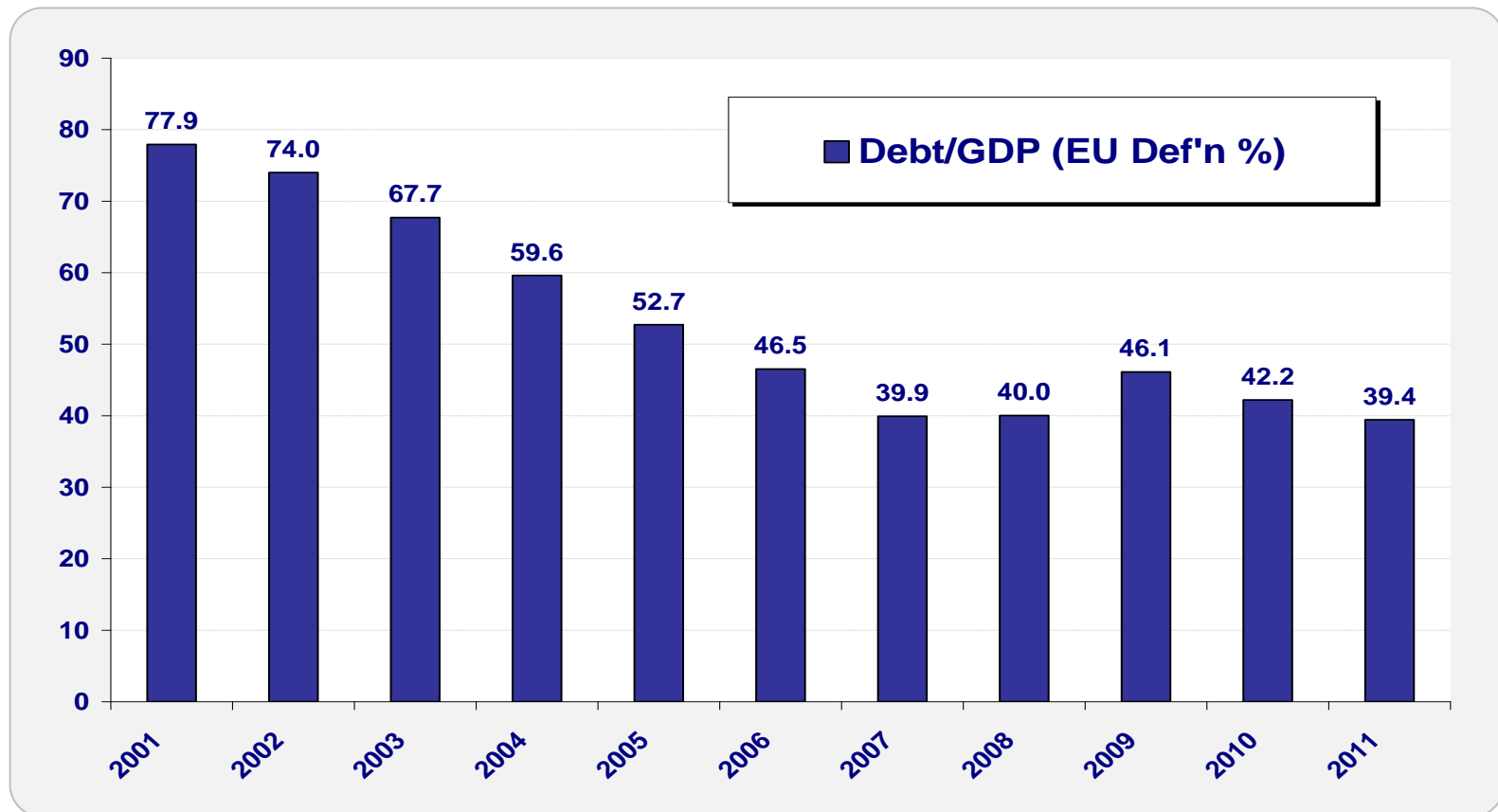
	31.03.2012	31.12.2011	31.12.2010
USD / TRY	1.7826	1.8909	1.5460
EUR / TRY	2.3797	2.4498	2.0491
Central Bank Policy Rate	5.75%	5.75%	6.50%
Nominal treasury bill interest rate (eop.)	9.43%	10.95%	7.08%
PPI	8.22%	13.33%	8.87%
CPI	10.43%	10.45%	6.40%
Consumer Confidence Index	93.90	92.00	90.99
<i>(in USD mn)</i>			
GDP	N/A	772,298	731,608
Exports (Goods) Y-o-Y	138,919	134,954	113,833
Imports (Goods) Y-o-Y	(240,448)	(240,833)	(185,544)
Trade Balance on Goods Y-o-Y	(101,529)	(105,879)	(71,661)
Current Account Deficit Y-o-Y	71,804	77,236	46,643
Primary Surplus (TRY mn) Y-t-D	10,892	24,774	8,697
Central Bank FX Reserves	80,149	78,330	80,696
TURKISH BANKING SYSTEM (in TRY bn)	31.03.2012	31.12.2011	31.12.2010
Assets	1,229.2	1,217.7	1,006.7
Loans to Assets	56.88%	56.08%	52.24%
Securities to Assets	23.19%	23.40%	28.59%

Economic activity



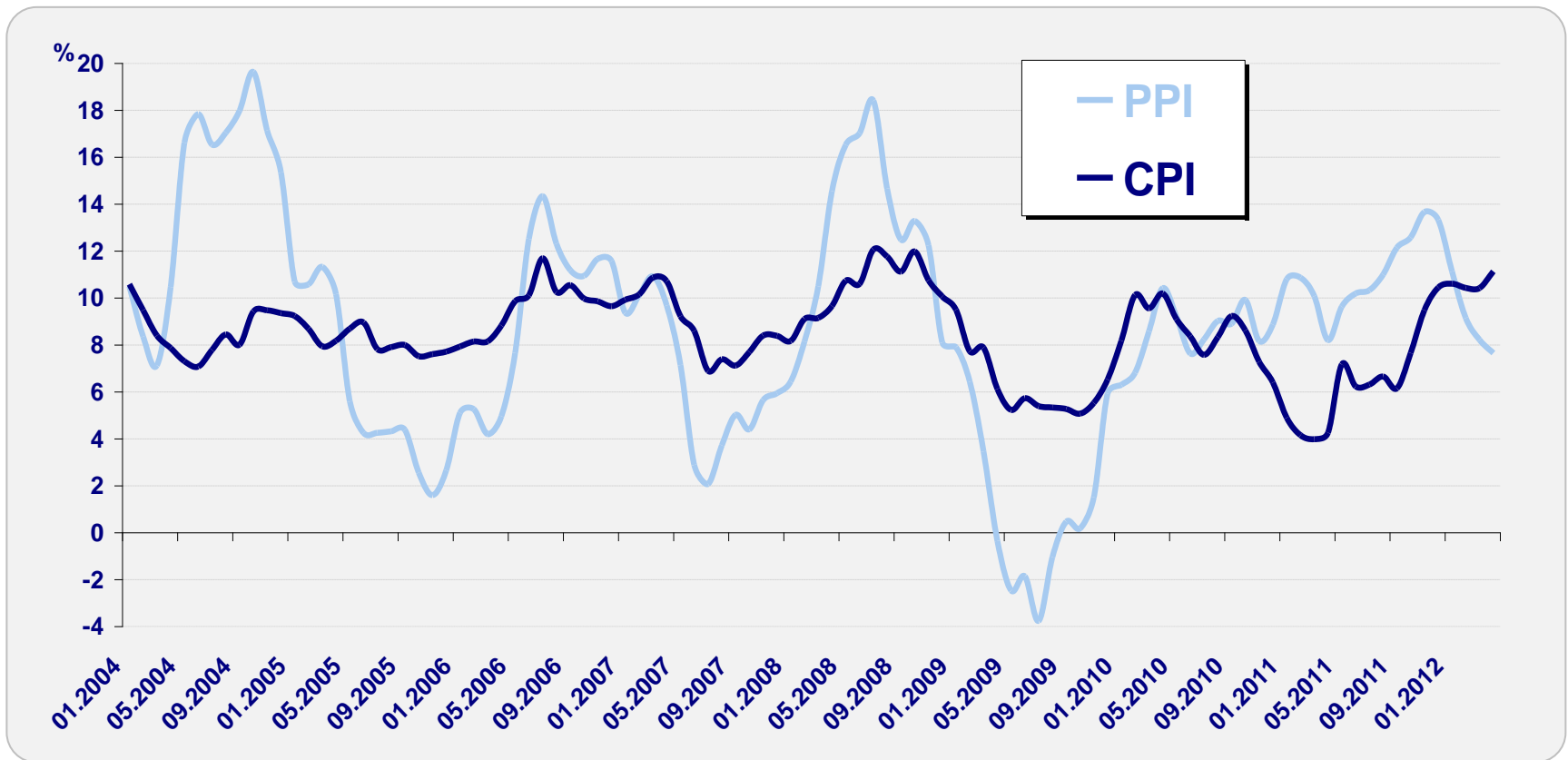
- Following the 4.8% contraction in 2009, growth returned at a rapid pace and GDP expanded by 9.2% YoY in 2010. Strong growth performance maintained in 2011 as well when FY GDP growth was at 8.5%
- We see economic activity to slow down significantly in 2012, posting a FY GDP growth of 2.9% which is more conservative than official target at 4%

Debt outlook



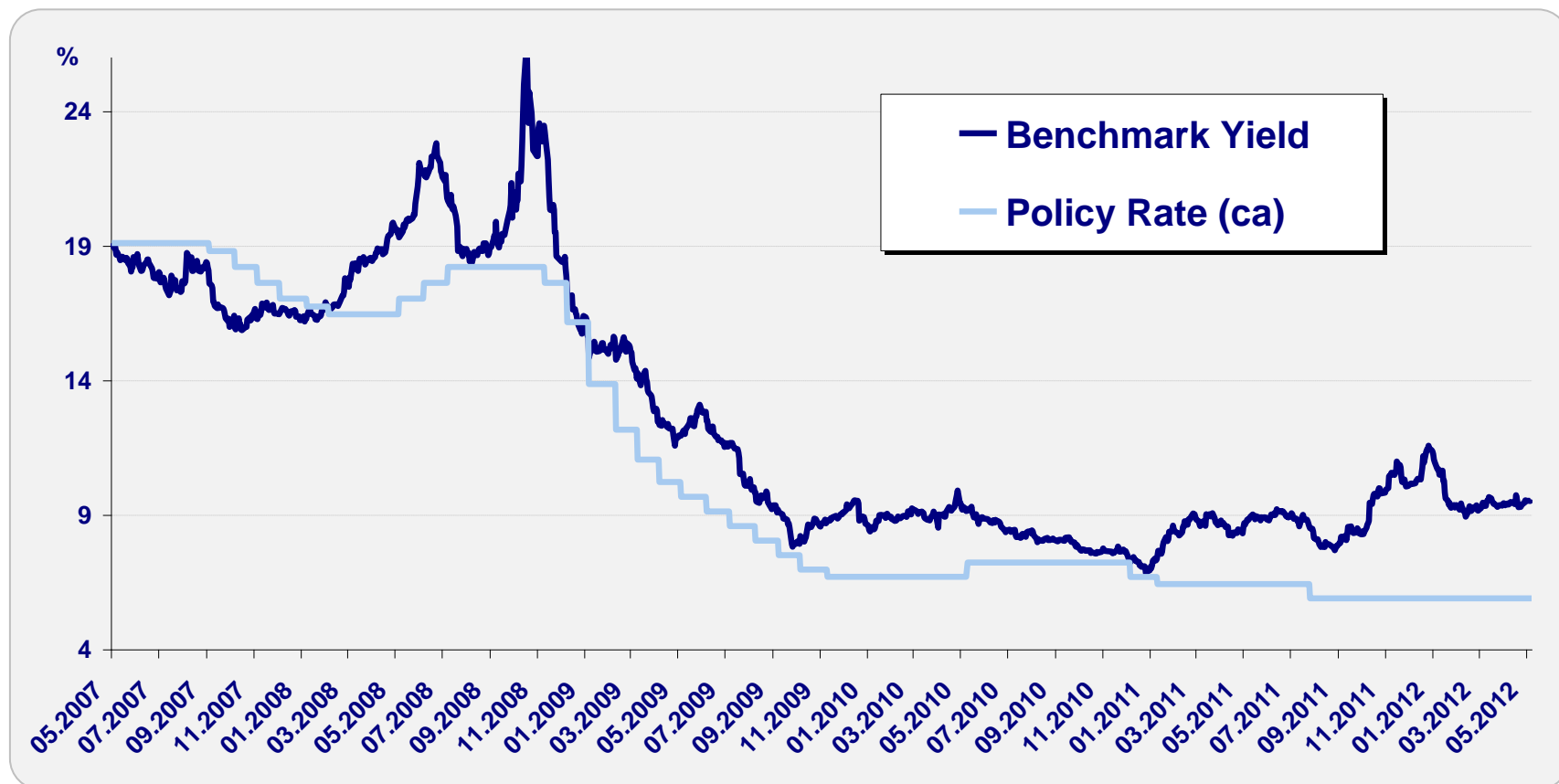
- Thanks to strong economic growth and commitment to fiscal discipline, gross public debt burden declined from a peak of 77.9% to 39.9% as of end-2007. Yet, global economic crisis weighed on debt outlook with gross public debt to GDP ratio beginning to increase in 2008 and ending 2009 at 46.1%. However, this trend has reversed in 2010, and debt burden eased down to 39.4% in 2011

Inflation outlook



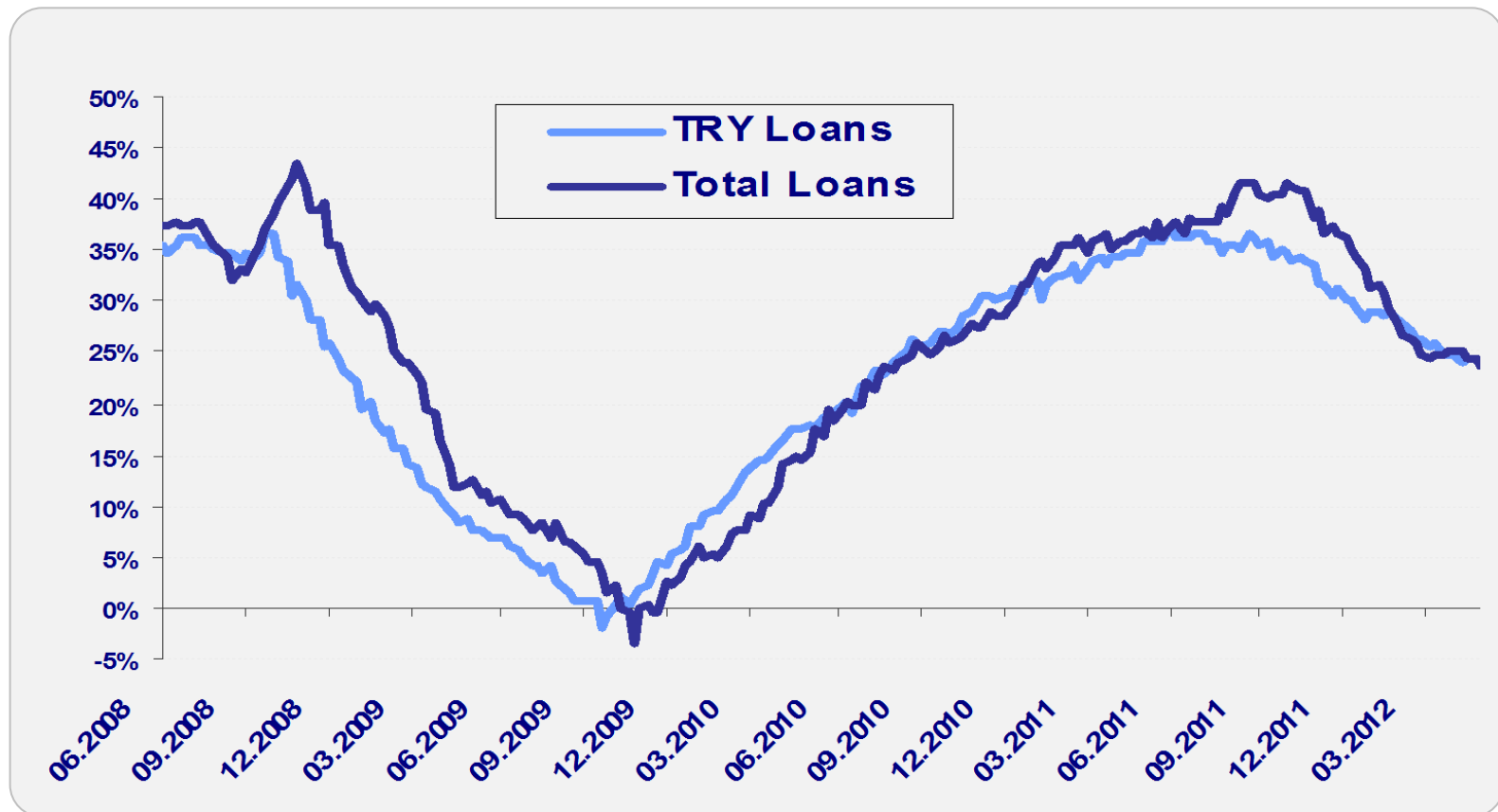
- Year-end inflation came in at 6.4% in 2010, undershooting official inflation target at 6.5%. Thanks to a favorable base, YoY inflation eased down to 3.99% as of end-Q1 2011 lowest level of last four decades, before climbing to 10.45% by end-2011 on the back of administrated price hikes and currency weakness
- We expect headline CPI to hover around double-digits in the first half of 2012 before posting a sharp decline in the final quarter of the year on the back of the favorable base effect and see year-end CPI at 7.2%

Monetary policy



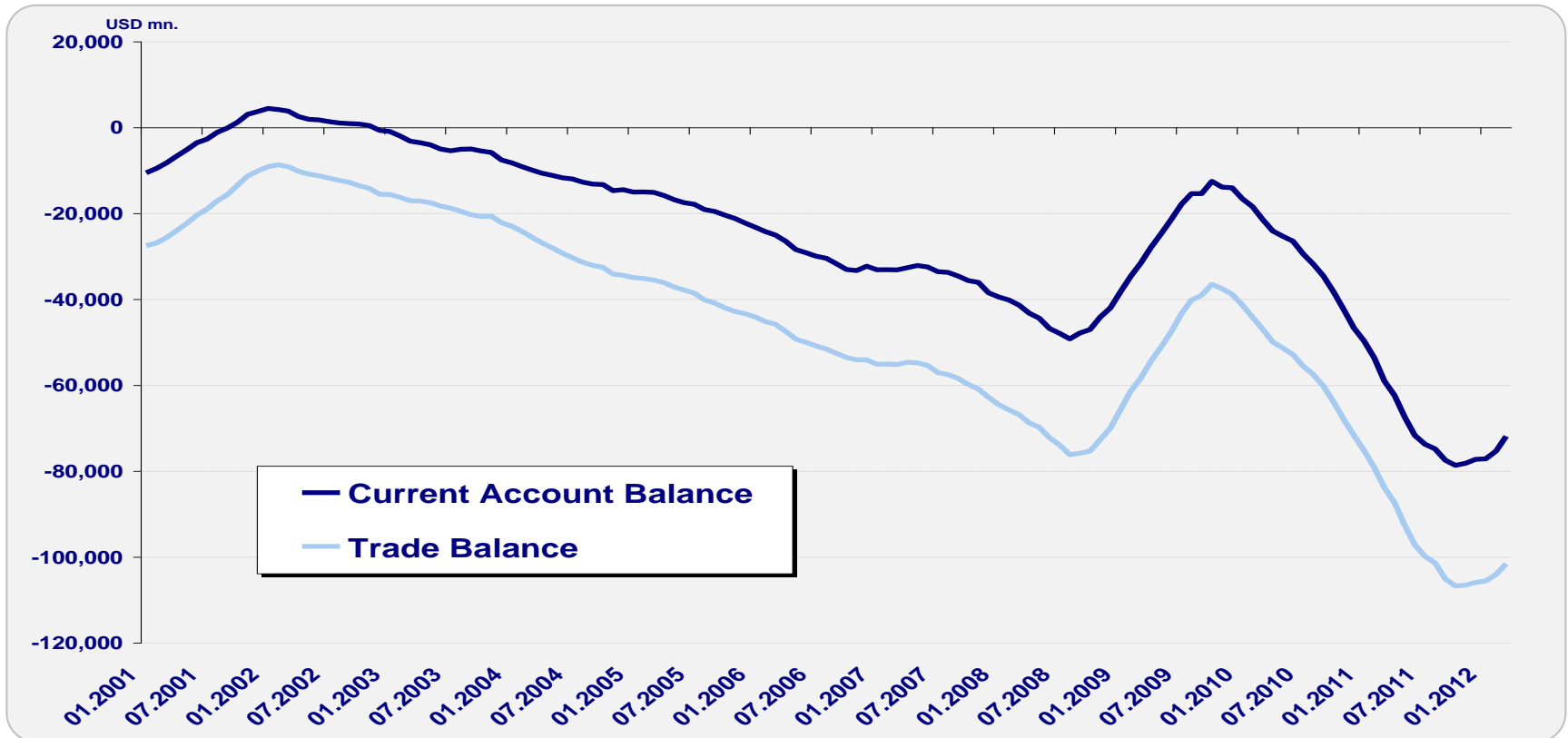
- As a net lender to the market, CBRT adjusts the amount of liquidity it provides to banking system via weekly and monthly repo auctions by using interest rate corridor. CBRT implements additional monetary tightening measures in exceptional days and support currency by halting its funding at policy rate (5.75%) in order to contain deterioration in pricing behavior and inflation expectations

Credit growth



- Having bottomed out in Q4 2009, credit growth reaccelerated very rapidly and was at 32.1% in 2010. In addition to CBRT's policy mix that includes substantial increases in RRRs and regulatory measures from BRSA curbed the rapid pace of growth in loans to 28.2% in 2011. Given tighter monetary stance and slowdown in economic activity, we see further deceleration in loan growth this year

External balance



- Both exports and imports volume contracted sharply in 2009 on the back of global financial crisis with drop in imports being deeper than that of exports resulting in a contraction in 12-month rolling current account deficit. However, external deficit started to widen rapidly again as the economy recovered while CA deficit reaching USD 46.6bn and USD 77.2bn in 2010 and 2011, respectively
- Looking ahead, we expect to see a sizable adjustment in external balance and expect CA deficit to narrow down to USD 63bn as economic activity slows down markedly in 2012

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