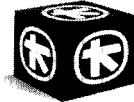


**Börsenzulassungssprospekt vom
März 2005**



EUR 600.000.000

Series B CMS-Linked Non-Cumulative Guaranteed Non-Voting Preferred Securities

der

Alpha Group Jersey Limited
(Incorporated with limited liability in Jersey)

garantiert durch eine nachrangige Garantie der

Alpha Bank AE
(Incorporated with limited liability in the Hellenic Republic)

Börsenzulassungssprospekt

für die Zulassung der

600.000 Stück

Series B CMS-Linked Non-Cumulative Guaranteed Non-Voting Preferred Securities
von 2005 (die **Vorzugszertifikate**)

- Emissionspreis: EUR 1.000,- je Vorzugszertifikat –

- ISIN DE000A0DX3M2 -

- German Security Code/WKN A0DX3M -

gemäß § 35 BörsG zum Amtlichen Handel an der Frankfurter Wertpapierbörse.

Inhalt

- Offering Circular vom 16 Februar 2005
- Geprüfter Konzernabschluß der Alpha Bank AE zum 31. Dezember 2003
- Ungeprüfte Konzern-Zwischenübersicht der Alpha Bank AE für den Zeitraum vom 1. Januar 2004 bis zum 30. September 2004
- Geprüfter Jahresabschluß der Emittentin zum 31. Dezember 2003
- Aktuelle Geschäftsentwicklung der Emittentin
- Aktuelle Geschäftsentwicklung der Alpha Bank AE
- Verfügbare Dokumente
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Offering Circular vom 16 Februar 2005

OFFERING CIRCULAR



Alpha Group Jersey Limited

(incorporated with limited liability in Jersey)

**€600,000,000 Series B CMS-Linked Non-cumulative
Guaranteed Non-voting Preferred Securities
having the benefit of a subordinated guarantee of
Alpha Bank AE**

(incorporated with limited liability in the Hellenic Republic)

Issue price: €1,000 per Preferred Security

Unless expressly indicated otherwise, capitalised terms and expressions used herein have the same meaning as given to them in "Description of the Preferred Securities".

The €600,000,000 Series B CMS-Linked Non-cumulative Guaranteed Non-voting Preferred Securities (the "Preferred Securities") each with a liquidation preference of €1,000 (the "Liquidation Preference") are proposed to be issued by Alpha Group Jersey Limited (the "Issuer") on 18th February, 2005 (the "Closing Date"). All obligations of the Issuer to make payments in respect of the Preferred Securities will be guaranteed on a subordinated basis by Alpha Bank AE (the "Bank") pursuant to a subordinated guarantee dated 18th February, 2005 (the "Guarantee"), all as more fully described herein under "Subordinated Guarantee".

The Preferred Securities will entitle holders to receive (subject as described herein under "Description of the Preferred Securities") non-cumulative preferential cash dividends payable annually in arrears on 18th February in each year, commencing on 18th February, 2006. In relation to any Preferred Dividend Period commencing on the Closing Date or any Preferred Dividend Payment Date prior to but excluding 18th February, 2010, the rate of Preferred Dividend shall be 6.00 per cent. per annum. In relation to any Preferred Dividend Period commencing on 18th February, 2010 or any Preferred Dividend Payment Date thereafter, the rate of Preferred Dividend shall be the Preferred Dividend Floating Rate, subject to a maximum rate of 10.00 per cent. per annum and a minimum rate of 3.25 per cent. per annum.

The Preferred Securities are perpetual securities and have no fixed redemption date. However, the Preferred Securities may be redeemed, in whole but not in part, on the First Call Date or on any Preferred Dividend Payment Date falling thereafter, upon not less than 30 nor more than 60 days' notice, each to be redeemed at €1,000 plus accrued and unpaid Preferred Dividends in respect of the most recent Preferred Dividend Period. Such redemption is subject to the consent of the Bank and the Bank of Greece. The Preferred Securities may also be redeemed in the circumstances set out herein under "Description of the Preferred Securities - Redemption of Preferred Securities".

In the event of a liquidation, dissolution or winding-up of the Issuer, holders of the Preferred Securities will be entitled to receive, for each Preferred Security, a liquidation preference of €1,000 plus accrued and unpaid Preferred Dividends for the then current applicable Preferred Dividend Period to the date of payment, as more fully described in "Description of the Preferred Securities".

Application has been made to list the Preferred Securities on the Official Segment of the stock market of Euronext Amsterdam N.V. ("Euronext Amsterdam"). Application will be made to list the Preferred Securities on the Official Market of the Frankfurt Stock Exchange (the "Frankfurt Stock Exchange"). This Offering Circular constitutes a Prospectus for the purposes of the application for listing the Preferred Securities on Euronext Amsterdam.

In making an investment decision, potential investors should have particular regard to the "Investment Considerations" on page 11 of this Offering Circular.

The Preferred Securities are expected to be rated "Baaf" by Moody's Investors Service Limited, "BBB-" by Standard & Poor's Rating Services, a division of the McGraw Hill Companies Inc. and "BBB+" by Fitch Ratings Ltd. A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time by the assigning rating organisation.

The Preferred Securities will be issued in registered form. On the Closing Date, a single global certificate (the "Global Certificate") representing the Preferred Securities will be registered in the name of, and deposited with, Clearstream Banking Aktiengesellschaft, Frankfurt am Main ("Clearstream Banking Frankfurt"). The Preferred Securities are also eligible for clearing and settlement through Euroclear Bank S.A./N.V. as operator of the Euroclear system ("Euroclear") and Clearstream Banking, société anonyme ("Clearstream, Luxembourg").

Joint Lead Managers

ABN AMRO

JPMorgan

Morgan Stanley

(Structuring Adviser)

Deutsche Bank

Merrill Lynch International

UBS Investment Bank

The date of this Offering Circular is 18th February, 2005.

The Issuer and the Bank accept responsibility for the information contained in this Offering Circular. To the best of the knowledge and belief of the Issuer and the Bank (each having taken all reasonable care to ensure that such is the case) the information contained in this Offering Circular is in accordance with the facts and does not omit anything likely to affect the import of such information. The Issuer and the Bank, having made all reasonable enquiries, confirm that this Offering Circular contains or incorporates all information which is material in the context of the Preferred Securities, that the information contained or incorporated in this Offering Circular is true and accurate in all material respects and is not misleading, that the opinions and intentions expressed in this Offering Circular are honestly held and that there are no other facts the omission of which would make this Offering Circular or any of such information or the expression of any such opinions or intentions misleading.

No person has been authorised to give any information or to make any representation other than those contained in this Offering Circular in connection with the offering of the Preferred Securities and, if given or made, such information or representations must not be relied upon as having been authorised by the Issuer, the Bank or the Joint Lead Managers (as defined under "Subscription and Sale" below). Neither the delivery of this Offering Circular nor any sale made hereunder shall, under any circumstances, constitute a representation or create any implication that there has been no change in the affairs of the Issuer, the Bank or the Bank and its subsidiaries as a whole (the "Group") since the date hereof. This Offering Circular does not constitute an offer of, or an invitation by, or on behalf of, the Issuer, the Bank or the Joint Lead Managers to subscribe for, or purchase, any of the Preferred Securities. This Offering Circular does not constitute an offer, and may not be used for the purpose of an offer to, or a solicitation by, anyone in any jurisdiction or in any circumstances in which such an offer or solicitation is not authorised or is unlawful.

The Joint Lead Managers have not separately verified the information contained herein. Accordingly, no representation, warranty or undertaking, express or implied, is made and no responsibility or liability is accepted by the Joint Lead Managers or any of them as to the accuracy or completeness of the information contained in this Offering Circular or any other information provided by the Issuer or the Bank in connection with the Preferred Securities or their distribution.

This Offering Circular is not intended to provide the basis of any credit or other evaluation and should not be considered as a recommendation by the Issuer, the Bank or the Joint Lead Managers that any recipient of this Offering Circular should purchase any of the Preferred Securities. Each investor contemplating purchasing Preferred Securities should make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer and/or the Bank.

The Preferred Securities have not been and will not be registered under the United States Securities Act of 1933, as amended, (the "Securities Act") and are subject to U.S. tax law requirements. Subject to certain exceptions, the Preferred Securities may not be offered, sold or delivered within the United States or to U.S. persons. For a further description of certain restrictions on the offering and sale of the Preferred Securities and on distribution of this Offering Circular, see "Subscription and Sale" below.

A copy of this Offering Circular has been delivered to the Registrar of Companies in accordance with Article 5 of the Companies (General Provisions) (Jersey) Order 2002 as amended and the Registrar of Companies has given, and has not withdrawn, his consent to its circulation. The Jersey Financial Services Commission has given, and has not withdrawn, its consent under Article 4 of the Control of Borrowing (Jersey) Order 1958 as amended to the issue of the Preferred Securities by the Issuer. It must be distinctly understood that, in giving these consents, neither the Registrar of Companies nor the Jersey Financial Services Commission takes any responsibility for the financial soundness of the Issuer or for the correctness of any statements made, or opinions, expressed with regard to it.

An investment in the Preferred Securities is only suitable for financially sophisticated investors who are capable of evaluating the merits and risks of such investment and who have sufficient resources to be able to bear any losses which may result from such investment.

If you are in any doubt about the contents of this Offering Circular, you should consult your stockbroker, bank manager, solicitor, accountant or other financial adviser.

It should be remembered that the price of securities and the income from them can go down as well as up.

Nothing in this Offering Circular or anything communicated to Holders of, or investors in, the Preferred Securities (or any such potential Holders or investors) by the Issuer is intended to constitute or should be construed as advice on the merits of the purchase of or subscription for the Preferred Securities or the exercise of any rights attached thereto for the purposes of the Financial Services (Jersey) Law 1998, as amended.

IN CONNECTION WITH THE ISSUE OF THE PREFERRED SECURITIES, MORGAN STANLEY & CO. INTERNATIONAL LIMITED (THE "STABILISING MANAGER") OR ANY PERSON ACTING FOR THE STABILISING MANAGER MAY OVER-ALLOT OR EFFECT TRANSACTIONS WITH A VIEW TO SUPPORTING THE MARKET PRICE OF THE PREFERRED SECURITIES AT A LEVEL HIGHER THAN THAT WHICH MIGHT OTHERWISE PREVAIL FOR A LIMITED PERIOD. HOWEVER THERE IS NO OBLIGATION ON THE STABILISING MANAGER OR ANY PERSON ACTING FOR IT TO DO THIS. SUCH STABILISING, IF COMMENCED, MAY BE DISCONTINUED AT ANY TIME AND MUST BE BROUGHT TO AN END AFTER A LIMITED PERIOD. SUCH STABILISING SHALL BE IN COMPLIANCE WITH ALL APPLICABLE LAWS, REGULATIONS AND RULES. WHEN CONDUCTED BY DUTCH PERSONS OR ENTITIES ANYWHERE IN THE WORLD OR BY NON-DUTCH PERSONS OR ENTITIES IN THE NETHERLANDS, SUCH STABILISING WILL BE CONDUCTED IN ACCORDANCE WITH THE RULES OF THE FURTHER CONDUCT OF BUSINESS REGULATION TO THE DUTCH SECURITIES MARKETS SUPERVISION ACT (NADERE REGELING GEDRAGSTOEZICHT EFFECTENVERKEER 2002) AND WILL IN ANY EVENT BE DISCONTINUED WITHIN 30 DAYS AFTER THE CLOSING DATE. STABILISATION TRANSACTIONS CONDUCTED ON THE STOCK MARKET OF EURONEXT AMSTERDAM MUST BE CONDUCTED BY A MEMBER OF EURONEXT AMSTERDAM.

All references in this Offering Circular to "Euro", "EUR", "euro" and "€" refer to the currency introduced at the start of the third stage of European economic and monetary union pursuant to the Treaty establishing the European Community (signed in Rome on 25th March, 1957), as amended, all references to "Drachma" and "GRD" refer to Greek Drachma, all references to "Sterling" and "£" refer to the currency of the United Kingdom and all references to "U.S.\$", "USD" and "U.S. dollars" refer to the currency of the United States.

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DOCUMENTS INCORPORATED BY REFERENCE

The following are incorporated by reference in this Offering Circular:

- (a) the audited consolidated and non-consolidated financial statements of the Bank for the years ended 31st December, 2001, 2002 and 2003 prepared in accordance with generally accepted accounting principles in Greece ("Greek GAAP");
- (b) the unaudited published consolidated and non-consolidated financial statements of the Bank prepared in accordance with Greek GAAP for the nine months ended 30th September, 2004;
- (c) the audited financial statements of the Issuer for the period from 21st November, 2002 to 31st December, 2002 and for the year ended 31st December, 2003, and
- (d) the articles of association of the Issuer.

Copies of these documents are available free of charge from the specified office of the Paying and Transfer Agents for the time being as described in "General Information" below.

SUMMARY OF THE OFFERING

The following summary is qualified in its entirety by the more detailed information included elsewhere in this Offering Circular. Capitalised terms used but not defined in this summary shall bear the respective meanings ascribed to them under "Description of the Preferred Securities".

Issuer:	Alpha Group Jersey Limited, a wholly-owned subsidiary of the Bank incorporated in Jersey.
Guarantor:	Alpha Bank AE (the "Bank").
Issue Size:	€600,000,000.
Issue Details:	Series B CMS-Linked Non-cumulative Guaranteed Non-voting Preferred Securities each with a par value and a liquidation preference of €1,000.
Preferred Dividends:	<p>Preferred Dividends on the Preferred Securities will be declared by the Directors of the Issuer and paid by the Issuer out of funds legally available therefor, subject to certain limitations (see "Limitations on Payments" below).</p> <p>For each Preferred Dividend Period, Preferred Dividends on the Preferred Securities will be payable annually in arrear on 18th February in each year commencing on 18th February, 2006. In relation to any Preferred Dividend Period commencing on the Closing Date or any Preferred Dividend Payment Date prior to but excluding 18th February, 2010, the rate of Preferred Dividend shall be 6.00 per cent. per annum. In relation to any Preferred Dividend Period commencing on 18th February, 2010 or any Preferred Dividend Payment Date thereafter, the rate of Preferred Dividend shall be the Preferred Dividend Floating Rate, subject to a maximum rate of 10.00 per cent. per annum and a minimum rate of 3.25 per cent. per annum.</p>
Guarantee:	<p>Pursuant to the Guarantee, the Bank will guarantee, on a subordinated basis, payments on the Preferred Securities in respect of any declared but unpaid Preferred Dividends, any compulsory Preferred Dividends, described in "Compulsory Payments" below, payments on liquidation of the Issuer, payments on redemption of the Preferred Securities and any Additional Amounts (as defined below).</p> <p>The Bank's obligations under the Guarantee will be subordinated so that they rank (i) junior to Senior Creditors (as defined in "Subordinated Guarantee" below), (ii) <i>pari passu</i> with the most senior preferred or preference shares, if any, and other Liquidation Parity Obligations of the Bank, and (iii) senior to all Junior Obligations of the Bank.</p>
Limitations on Payments:	<p>Subject to the Law and to the provisions relating to compulsory payments below, Preferred Dividends may be declared by the Directors, in their sole discretion, and paid by the Issuer out of funds legally available therefor.</p> <p>However, subject to the provisions relating to compulsory payments below, the Directors of the Issuer will not declare, and the Issuer will not be permitted to pay, any Preferred Dividend on the Preferred Securities if such Preferred Dividend, together with the amount of any Preferred Dividends previously paid and/or proposed to be paid in respect of the Preferred Securities and distributions previously paid and/or proposed to be paid in respect of Preferred Dividend Parity</p>

Obligations in the then current financial year would exceed Distributable Funds.

For the avoidance of doubt, the Directors will only be required to declare, and the Issuer will only be required to pay, a Preferred Dividend in the circumstances set out in "Compulsory Payments" below.

If the Issuer does not pay Preferred Dividends in respect of any Preferred Dividend Period, the Issuer shall notify Euronext Amsterdam, the Frankfurt Stock Exchange and the Holders in accordance with the Articles of Association of the Issuer.

References to Preferred Dividends include Additional Amounts.

**Preferred Dividends
non-cumulative:**

If the Directors of the Issuer do not declare a Preferred Dividend payable on a Preferred Dividend Payment Date by virtue of the limitations set out above (see "Limitation on Payments"), then subject to the below (see "Compulsory Payments" and "Redemption") and without affecting the rights of the Holders of Preferred Securities under the Guarantee, the entitlement of the Holders of Preferred Securities to such Preferred Dividend shall lapse. Accordingly no payment will need to be made at any time by the Issuer or the Bank in respect of any such missed payment.

Compulsory Payments:

Payment on Junior Obligations

If the Bank, the Issuer or any other Subsidiary of the Bank pays any distribution(s) on or in respect of any class of Junior Obligations (other than in the form of shares or further or other Junior Obligations), then, subject to the Law, the Issuer will be required to pay Preferred Dividends on the Preferred Securities on the next Preferred Dividend Payment Date contemporaneous with or following such distribution(s), as follows:

- (i) payment of the full amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Junior Obligation is made in respect of an annual period (or two semi-annual periods or four quarterly periods);
- (ii) payment of three quarters of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if distributions on the Junior Obligation are made in respect of three quarterly periods;
- (iii) payment of half of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Junior Obligation is made in respect of a semi-annual period (or two quarterly periods); and
- (iv) payment of a quarter of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution on the Junior Obligation is made in respect of a quarterly period.

Redemption of Junior Obligations

Subject to the Law, the Issuer will be required to make payment of the full amount of Preferred Dividend payable on the next Preferred Dividend Payment Date contemporaneous with or following any date

on which the Bank or any Subsidiary of the Bank has redeemed, repurchased or otherwise acquired any Junior Obligations for any consideration (or any moneys are paid to or made available for a sinking fund for, or for redemption of, any such securities) unless (a) such acquisition is effected in accordance with the provisions of article 16 paragraphs 2(b) to (f) or paragraph 5 *et seq.* of Greek Codified Law 2190/1920 and (b) following such acquisition and any other measure taken by the Bank: (i) the total solvency ratio of the Bank, on an unconsolidated and consolidated basis, remains above 8 per cent.; and (ii) the ratio of "upper tier 1 capital" items of own funds (namely tier 1 capital excluding the Preferred Securities and similar instruments) to risk weighted assets of the Bank remains above 5 per cent. as required by Circular 21/2004 of the Bank of Greece, as in force and amended or supplemented from time to time.

Payment on Dividend Parity Obligations

If the Bank, the Issuer or any other Subsidiary of the Bank pays any distribution(s) on or in respect of any class of Preferred Dividend Parity Obligations (other than in the form of shares or Junior Obligations), then the Issuer will be required to make *pro rata* payments of Preferred Dividends on the Preferred Securities on the next Preferred Dividend Payment Date contemporaneous with or following such distribution(s), as follows:

- (i) *pro rata* payment of the full amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Preferred Dividend Parity Obligation is paid in respect of an annual period (or two semi-annual periods or four quarterly periods);
- (ii) *pro rata* payment of three quarters of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if distributions on the Preferred Dividend Parity Obligation are paid in respect of three quarterly periods;
- (iii) *pro rata* payment of half of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Preferred Dividend Parity Obligation is paid in respect of a semi-annual period (or two quarterly periods); and
- (iv) *pro rata* payment of a quarter of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution on the Preferred Dividend Parity Obligation is paid in respect of a quarterly period.

When a distribution(s) on Preferred Dividend Parity Obligations requires *pro rata* payment of Preferred Dividends as described above, the amount of the required payment will be in the same proportion to the aggregate specified amount of Preferred Dividends payable on the Preferred Securities as the aggregate payment that was made on such Preferred Dividend Parity Obligations bears to the amount that was payable on such Preferred Dividend Parity Obligations at the time of such payment.

Aggregation of Preferred Dividends in Preferred Dividend Period

Subject to the Law, compulsory payments of Preferred Dividends to be made by virtue of paragraph 4(a), 4(b) or 4(c) of the Description of the Preferred Securities shall be aggregated on any Preferred Dividend Payment Date with any payments made or to be made by virtue of paragraph 3 in respect of any relevant Preferred Dividend Period, provided that in any relevant Preferred Dividend Period the aggregate amount paid in respect of Preferred Dividends on the Preferred Securities shall not exceed the scheduled amount of the Preferred Dividends.

All the compulsory Preferred Dividends described above will be guaranteed by the Bank under the Guarantee.

Withholding Tax and Additional Amounts:

The Preferred Securities will contain a gross up provision in respect of imposition of Jersey or Greek withholding taxes. The Guarantee will contain a gross up provision in respect of imposition of Greek withholding taxes. Each gross up provision will be subject to customary exceptions.

Under the gross up provisions, subject to customary exceptions, the Issuer, or the Bank pursuant to the Guarantee, will pay to each Holder of the Preferred Securities such additional amounts ("Additional Amounts") as may be necessary in order that every net payment in respect of the Preferred Securities, after withholding for any taxes imposed by Jersey or Greece, as the case may be, upon or as a result of such payment, will not be less than the amount otherwise required to be paid.

The obligations of the Issuer and the Bank to pay any such Additional Amounts will be subject to limitations described in "Limitation on Payments" above.

Optional Redemption:

Subject to the Law, the Preferred Securities will be redeemable at the option of the Issuer, in whole but not in part, on the First Call Date and on any Preferred Dividend Payment Date falling thereafter, at the Redemption Price.

Such optional redemption will be subject to the prior consent of the Bank and the Bank of Greece.

Redemption for Tax Reasons:

If, at any time falling prior to but excluding the First Call Date, as a result of a change in the laws or regulations of Jersey or Greece:

- (i) the Issuer or the Bank is or would be required to pay Additional Amounts in respect of payments due on the Preferred Securities or under the Guarantee; or
- (ii) the Issuer or the Bank, in relation to the Preferred Securities, the Guarantee and any associated transactions (including, but not limited to, any loan from the Issuer to the Bank or any other Subsidiary of the Bank), is or would be required to pay more than a *de minimis* amount of (a) Jersey Tax (other than in respect of Jersey source income) or (b) Greek Tax,

then the Preferred Securities will be redeemable, at the Redemption Price at the option of the Issuer, in whole but not in part, on the next Preferred Dividend Payment Date, upon not less than 30 nor more than 60 days' notice to the Holders of the Preferred Securities.

**Capital Disqualification
Redemption:**

Any redemption for tax reasons will be subject to the prior consent of the Bank and the Bank of Greece.

If, at any time falling prior to but excluding the First Call Date, a Capital Disqualification Event has occurred and is continuing, the Preferred Securities may be redeemed, in whole but not in part, at the Redemption Price at the option of the Issuer on the next Preferred Dividend Payment Date, upon not less than 30 nor more than 60 days' notice to the Holders of the Preferred Securities.

Any such redemption will be subject to the prior consent of the Bank and the Bank of Greece.

Rights upon Liquidation:

In the event of any summary winding-up, voluntary liquidation or dissolution of the Issuer, Holders of Preferred Securities will be entitled to receive the Liquidation Distribution per Preferred Security held out of assets available for distribution to shareholders.

Notwithstanding the availability of sufficient assets of the Issuer to pay any Liquidation Distribution, if at the time such Liquidation Distribution is to be paid, proceedings are pending or have been commenced for the voluntary or involuntary liquidation, dissolution or winding-up of the Bank, the Liquidation Distribution per Preferred Security paid to Holders of Preferred Securities and the liquidation distribution paid to the holders of Liquidation Parity Obligations shall not exceed the amount that would have been paid as the liquidation distribution from the assets of the Bank had the Preferred Securities and Liquidation Parity Obligations been issued by the Bank and ranked (a) junior to all liabilities of the Bank (other than any liability expressed to rank *pari passu* with or junior to the Guarantee), (b) *pari passu* with the Parity Obligations of the Bank, and (c) senior to all Junior Obligations of the Bank.

In the event of liquidation, dissolution or winding-up of the Bank, the Directors of the Issuer shall convene an extraordinary general meeting of the Issuer for the purpose of placing the Issuer in summary winding-up and the amount to which Holders of Preferred Securities shall be entitled as a Liquidation Distribution will be as described above.

The Bank has undertaken in the Guarantee that, so long as any of the Preferred Securities is outstanding, it will not permit, or take any action to cause, the liquidation, dissolution or winding-up of the Issuer unless the Bank of Greece has given its prior approval, or the Bank itself is in liquidation.

Voting Rights:

Generally, Holders of the Preferred Securities will not be entitled to vote at any general meeting of shareholders of the Issuer.

Holders of the Preferred Securities (together with the holders of any other preferred or preference shares of the Issuer having the right to vote for the election of Directors in such event) are entitled to elect two additional Directors of the Issuer's board of Directors if, in respect of one Preferred Dividend Period, Preferred Dividends on the Preferred Securities have not been paid in full, or if the Bank breaches its payment obligations under the Guarantee.

Such Directors will vacate their office if Preferred Dividends are resumed by the Issuer, or payments by the Bank in respect thereof are made, in full.

Form of the Preferred Securities:	<p>The Preferred Securities will be issued in registered form. On the Closing Date, the Global Certificate will be registered in the name of, and deposited with, Clearstream Banking Frankfurt. The Preferred Securities will also be eligible for clearing and settlement through Euroclear and Clearstream, Luxembourg.</p> <p>For so long as the Preferred Securities are deposited and registered as described above, book-entry interests in the Preferred Securities will be shown on, and transfers will be effected only through, records maintained by Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg.</p> <p>Other than in the limited circumstances referred to herein (see "Summary of Provisions relating to the Preferred Securities in Global Form — Exchange"), definitive certificates will not be available to Holders of the Preferred Securities.</p>
Governing Law:	<p>The Preferred Securities will be governed by, and construed in accordance with, Jersey law.</p> <p>The Guarantee of the Bank will be governed by, and construed in accordance with, English law, save that paragraphs 3 and 9(b) of the Guarantee as described herein will be governed by, and construed in accordance with, Greek law.</p>
Use of proceeds:	The net proceeds from the issue of the Preferred Securities will be used by the Bank and/or its consolidated Subsidiaries for general banking purposes.
Listing:	Application has been made to list the Preferred Securities on Euronext Amsterdam. Application will be made to list the Preferred Securities on the Frankfurt Stock Exchange.
Rating:	The Preferred Securities are expected on issue to be rated "Baa2" by Moody's Investors Service Limited, "BBB-" by Standard & Poor's Rating Services, a division of the McGraw Hill Companies Inc. and "BBB+" by Fitch Ratings Ltd. A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time by the assigning rating organisation.

INVESTMENT CONSIDERATIONS

Prospective investors should consider carefully the following information in conjunction with the other information contained in this Offering Circular before investing in the Preferred Securities.

Risks Associated with the Bank's Financial Condition

An investment in the Preferred Securities will have substantially the same economic risks as an investment in non-cumulative perpetual preference shares issued directly by the Bank having the same liquidation preference and rate of distribution as the Preferred Securities. The Preferred Securities are guaranteed on a limited and subordinated basis by the Bank pursuant to the terms of the Guarantee. Accordingly, if the Bank's financial condition were to deteriorate, the Issuer and the Holders may suffer direct and materially adverse consequences, including non-payment of Preferred Dividends on the Preferred Securities or of payments under the Guarantee.

Preferred Dividends not Cumulative

Preferred Dividends on the Preferred Securities are not cumulative. Subject to the provisions relating to compulsory payments as set out in "Description of the Preferred Securities", Preferred Dividends on the Preferred Securities will not be paid on each Preferred Dividend Payment Date if the Bank has insufficient Distributable Funds. If Preferred Dividends on the Preferred Securities for any Preferred Dividend Period are not paid, Holders will not be entitled to receive such Preferred Dividends (or any payment under the Guarantee in respect of such Preferred Dividends) whether or not sufficient funds are, or subsequently become, available.

Perpetual Nature of the Preferred Securities

The Preferred Securities have no fixed final redemption date and Holders have no rights to require the redemption of the Preferred Securities. Although the Issuer may elect to redeem the Preferred Securities in certain circumstances (including at its option on the First Call Date or any Preferred Dividend Payment Date thereafter or following the occurrence of certain tax events or a Capital Disqualification Event (as set out in "Description of the Preferred Securities")), such election is discretionary and subject to certain limitations.

Any early redemption by the Issuer is subject to the prior consent of the Bank and the Bank of Greece. It is currently expected that such consent of the Bank of Greece will be given only in cases where, after such redemption of the Preferred Securities by the Issuer, (i) the solvency ratio of the Bank, on an unconsolidated and consolidated basis, remains above 8 per cent. and (ii) the ratio of "upper tier 1 capital" items of own funds (namely tier 1 capital excluding the Preferred Securities and similar instruments) to risk weighted assets of the Bank, remains above 5 per cent. as required by Circular 21/2004 of the Bank of Greece, as in force and amended or supplemented from time to time.

Preferred Dividends accruing for any Preferred Dividend Period commencing on 18th February, 2010 or any Preferred Dividend Payment Date thereafter are limited to a maximum amount

Preferred Dividends for each Preferred Dividend Period until 18th February, 2010 will accrue at a rate of 6.00 per cent. per annum. For Preferred Dividend Periods commencing on or after 18th February, 2010, Preferred Dividends will accrue at the Preferred Dividend Floating Rate. The Preferred Dividend Floating Rate will be calculated for each Preferred Dividend Period on the basis of a formula as further specified herein. Under this formula, investors will receive an amount of Preferred Dividends tied to the spread between long and medium term interest rates. However, the maximum rate at which Preferred Dividends will accrue is limited to 10.00 per cent. per annum. Therefore, if the spread between long and medium term interest rates increases after 18th February, 2010, investors will be exposed to the risk that the rate at which Preferred Dividends will accrue may be less than the rate calculated under the formula. In addition, if the spread between long and medium term interest rates decreases, the rate at which Preferred Dividends will accrue decreases, subject to a minimum rate of 3.25 per cent. per annum. As the Preferred Securities will not be redeemable at any time at the option of the Holders, investors may therefore continue to be exposed to such risks in the long term.

No Limitation on Future Debt

The Bank is not prohibited from issuing, guaranteeing or otherwise incurring further debt ranking *pari passu* with, or senior to, its obligations under the Guarantee.

Regulation of the Greek Banking Industry is Changing

Regulation of the banking industry in Greece has changed in recent years pursuant to changes in Greek law, largely to comply with applicable EU directives. In addition, the Bank of Greece, the central bank in Greece, has in recent years introduced regulatory changes in the Greek banking sector. In January 1999, the Bank of Greece introduced provisioning policies that require Greek banks to make specific provisions depending on the status and the type of a given loan and the number of days the loan has been in arrears. These provisioning policies were amended in January 2003 and generally require, with effect from June 2003, Greek banks, including the Bank, to increase their provisions for capital adequacy purposes. The Bank cannot predict what regulatory changes may be imposed in the future, either as a result of regulatory initiatives in the European Union or by the Bank of Greece. If the Bank is required to make additional provisions or increase its reserves, as may result from the proposed New Basel Capital Accord (discussed below) and other potential regulatory changes, this could adversely affect its results of operations.

The Group Faces Significant Competition from Greek and Foreign Banks

The Group faces significant competition from Greek banks and financial services companies that provide products and services similar to the Group's own. Deregulation in the Greek banking sector has led to increased competition and significant pressure on interest rate margins. A recent trend towards consolidation among Greek banks has also led to increased competition resulting from the increased efficiency and greater resources of such merged entities. The Group now also faces competition from foreign banks, many of which have resources significantly greater than those of the Group. Notwithstanding the Group's position in Greece, it cannot be assured that the Group will be able to continue to compete successfully with domestic and international banks in the future.

The introduction of the single European currency in Greece in 2001, and the subsequent circulation of euro notes and coins from 1st January, 2002, has removed a barrier to entry by other European banks and financial service providers in the Greek market and, therefore, may expose the Group, together with other Greek banks, to increased competition. Foreign banks may offer more competitive deposit and lending rates than those traditionally offered by the Group. To compete with foreign banks for certain deposit and loan customers, the Bank may experience commercial pressure to offer more attractive deposit and lending rates which may have a negative effect on the Bank's profits. It is possible that increased competition from foreign banks may have a material adverse effect on the Group's financial condition and results of operations.

The Group's capital adequacy requirements may change as a result of the New Basel Capital Accord

In 1988, the Basel Committee on Banking Supervision adopted capital guidelines (which are referred to in this Annual Report as the "Basel guidelines") based on the relationship between a bank's capital and its credit risks. The Basel guidelines have been implemented by banking regulators in most industrialised countries, including the Hellenic Republic. The Basel guidelines are intended to strengthen the soundness of the international banking system and reduce competitive inequality among international banks by harmonising the definition of capital and the basis for the evaluation of asset risks and by establishing a uniform target capital adequacy ratio of capital to risk-weighted assets.

In 1996, the Basel Committee amended the 1988 Basel guidelines in order to address market risk, such as foreign exchange and interest rate exposures. The Basel Committee finalised their revised framework for measuring bank capital (the "New Basel Capital Accord") in June 2004. The New Basel Capital Accord includes diverse methodologies for the calculation of capital requirements in respect of credit risk and the newly introduced operational risk (the risk of loss resulting from inadequate or failed internal processes, people and systems, or from external events). The New Basel Capital Accord is currently expected to become effective in the various countries that participate in the Basel Committee at the end of 2006. If New Basel Capital Accord proposals are fully adopted by the European Union, the Bank may be required by its regulators to maintain higher levels of capital, which could decrease the Group's operational flexibility and may increase the Group's financing costs. Consequently, it cannot be assured that the New Basel Capital

Accord will not have a material adverse effect on the Group's financial condition or results of operations in the future.

Absence of Prior Public Markets

The Preferred Securities constitute a new issue of securities by the Issuer. Prior to this issue, there will have been no public market for the Preferred Securities. Although application has been made for the Preferred Securities to be listed on Euronext Amsterdam and the Frankfurt Stock Exchange, there can be no assurance that an active public market for the Preferred Securities will develop and, if such a market were to develop, the Managers are under no obligation to maintain such a market. The liquidity and the market prices for the Preferred Securities can be expected to vary with changes in market and economic conditions, the financial condition and prospects of the Bank and other factors that generally influence the market prices of securities.

DESCRIPTION OF THE PREFERRED SECURITIES

The following summary sets forth the material terms and provisions of the Preferred Securities. It is qualified in its entirety by reference to the terms and conditions of the Company's Articles of Association. Copies of the Company's Articles of Association and other documents relating to the Preferred Securities are available as described under "General Information — Documents".

1. Definitions and Interpretation

In this description of the Preferred Securities, except to the extent that the context requires otherwise:

"Additional Amounts" means the additional amounts which may be payable in respect of the Preferred Securities as described in paragraph 11;

"Agency Agreement" means the agency agreement dated 18th February, 2005 relating to the Preferred Securities between the Bank, the Company, the Principal Paying and Transfer Agent, the Registrar and the other agents named therein;

"Bank" means Alpha Bank AE and its successors and assigns;

"Business Day" means any day on which commercial and foreign exchange markets settle payments in London, Athens and Jersey and on which the TARGET System, or any successor thereto, is operating;

"Capital Disqualification Event" means a change in any applicable law or regulation (including the provisions of Circular 21/2004 of the Bank of Greece on tier 1 instruments), or in the official interpretation or application thereof, as a result of which for the purposes of capital adequacy requirements applicable to banks in Greece, the Preferred Securities (being €1,000 per Preferred Security) are no longer of a type capable of being included in the tier one capital of the Bank on a consolidated basis;

"Clearstream Banking Frankfurt" means Clearstream Banking Aktiengesellschaft, Frankfurt am Main;

"Clearstream, Luxembourg" means Clearstream Banking, société anonyme or its successor;

"Closing Date" means 18th February, 2005;

"Company" means Alpha Group Jersey Limited, the company incorporated under the Law in respect of which the articles have been registered;

"CMS2" or "Constant Maturity Swap 2 years" has the meaning set out in paragraph 2(c);

"CMS10" or "Constant Maturity Swap 10 years" has the meaning set out in paragraph 2(c);

"Determination Date" means, in respect of each Preferred Dividend Period commencing on or after 18th February, 2010, the second Target Settlement Day prior to the Preferred Dividend Payment Date on which such Preferred Dividend Period commences;

"Day Count Fraction" means the number of days in the period from and including the date from which the relevant Preferred Dividend begins to accrue for the relevant period of calculation to but excluding the date on which it falls due, divided by 360 (the number of days to be calculated on the basis of a year of 360 days with 12 30 day months);

"Directors" means some or all of the directors of the Issuer acting as a board and includes a duly appointed committee of the directors of the Issuer;

"Distributable Funds" means the aggregate amount, as calculated as of the end of the immediately preceding financial year of the Bank, of the profit for such financial year and any accumulated retained earnings and any other reserves and surpluses of each member of the Group available for distribution as cash dividends to ordinary shareholders of the Bank under the companies laws of, and generally accepted accounting principles in, Greece; but before deduction of the amount of any dividend or other distribution declared on the Bank's ordinary share capital in respect of such financial year;

"Dividends" means the Preferred Dividends and the Ordinary Dividends or either of them;

"Euroclear" means Euroclear Bank S.A./N.V. as operator of the Euroclear System;

"Euronext Amsterdam" means the Official Segment of the stock market of Euronext Amsterdam N.V.;

"First Call Date" means 18th February, 2015;

"Frankfurt Stock Exchange" means the Official Market of the Frankfurt Stock Exchange;

"Global Certificate" has the meaning set out in paragraph 13;

"Greek Tax" means any present or future taxes, duties, assessments or governmental charges of whatever nature imposed or levied by or on behalf of Greece or any political sub-division thereof or by any authority therein or thereof having power to tax;

"Group" means the Bank together with its Subsidiaries;

"Guarantee" means the subordinated guarantee in favour of the Holders of the Preferred Securities to be executed by the Bank on 18th February, 2005 as a deed poll;

"Holder" means, in relation to any Preferred Security, the member of the Company whose name is entered on the Register as the holder of such Preferred Security and in relation to any Ordinary Security the member of the Company whose name is entered in the ordinary register as the holder of such Ordinary Security;

"Jersey Tax" means any present or future taxes, duties, assessments or governmental charges of whatever nature imposed or levied by or on behalf of Jersey or any political sub-division thereof or by any authority therein or thereof having power to tax;

"Junior Obligations" means (i) ordinary shares of the Bank, (ii) each class of preferred or preference shares or similar securities of the Bank (if any) that ranks junior to the Guarantee and the most senior ranking preferred or preference shares or similar securities of the Bank (if any) and (iii) any preference share or preferred security of a Subsidiary or the Company (other than the Preferred Securities) entitled to the benefit of a guarantee or support agreement or similar undertaking of the Bank that ranks junior to the Guarantee, or any such guarantees, support agreements or similar undertakings of the Bank;

"Law" means the Companies (Jersey) Law, 1991;

"Liquidation Distribution" means the Liquidation Preference plus (i) any accrued and unpaid Preferred Dividends (whether or not declared) calculated from and including the immediately preceding Preferred Dividend Payment Date (or, if none, the Closing Date) to but excluding the date of payment, and (ii) any Additional Amounts, in each case payable in cash only;

"Liquidation Parity Obligations" means the most senior preferred or preference shares or similar securities of the Bank and any guarantee, support agreement or other contractual undertaking (ranking *pari passu* with the Guarantee as regards participation in the assets of the Bank) of any preferred or preference shares of Subsidiaries and thus Liquidation Parity Obligations includes the guarantee entered into by the Bank in respect of the Series A Preferred Securities;

"Liquidation Preference" means the liquidation preference of €1,000 per Preferred Security;

"Ordinary Dividends" means the dividends in respect of the Ordinary Securities;

"Ordinary Securities" means the ordinary shares of the Company;

"Parity Obligations" means Liquidation Parity Obligations and Preferred Dividend Parity Obligations;

"Paying and Transfer Agents" means each of the Principal Paying and Transfer Agent, ABN AMRO Bank N.V. and Citigroup Global Markets Deutschland AG & Co. KGaA and/or any other entity appointed as paying and transfer agent by the Company and notified to the Holders of the Preferred Securities;

"Preferred Dividends" means the non-cumulative dividends in respect of the Preferred Securities as described under paragraph 2;

"Preferred Dividend Parity Obligations" means the most senior preferred or preference shares or similar securities qualifying as tier 1 capital of the Bank and all preferred or preference shares or similar

securities of Subsidiaries qualifying as tier 1 capital of the Bank on a consolidated basis and entitled to the benefit of any guarantee, support agreement or other contractual undertaking of the Bank ranking *pari passu* with the Guarantee as regards entitlement to distributions thereunder, or all such guarantees, support agreements or contractual undertakings of the Bank and thus Preferred Dividend Parity Obligations include the Series A Preferred Securities;

"Preferred Dividend Payment Date" means each date on which a Preferred Dividend is payable in accordance with the provisions of paragraph 2(a);

"Preferred Dividend Period" means the period from and including the Closing Date to but excluding the first Preferred Dividend Payment Date and each successive period from and including a Preferred Dividend Payment Date to but excluding the next succeeding Preferred Dividend Payment Date;

"Preferred Dividend Fixed Rate" has the meaning set out in paragraph 2(b);

"Preferred Dividend Floating Rate" has the meaning set out in paragraph 2(c);

"Preferred Securities" means the € Series B CMS-Linked Non-cumulative Guaranteed Non-voting Preferred Securities of the Company outstanding, each with a Liquidation Preference of €1,000, and including any further Preferred Securities of the Company of the same series issued after the Closing Date and ranking *pari passu* with the Preferred Securities then in issue;

"Principal Paying and Transfer Agent" means Citibank, N.A. or such other entity appointed by the Company and notified to the Holders of the Preferred Securities;

"Redemption Date" means the date on which the Preferred Securities are redeemed by the Company;

"Redemption Price" means €1,000 per Preferred Security plus accrued and unpaid Preferred Dividends in respect of the most recent Preferred Dividend Period, whether or not declared, up to the Redemption Date and any Additional Amounts remaining unpaid;

"Reference Banks" has the meaning set out in paragraph 2(c);

"Reference Banks' Swap Rate with 2-year Designated Maturity" has the meaning set out in paragraph 2(c);

"Reference Banks' Swap Rate with 10-year Designated Maturity" has the meaning set out in paragraph 2(c);

"Registrar" means Citigroup Global Markets Deutschland AG & Co. KGaA or such other entity appointed by the Company and notified to the Holders of the Preferred Securities;

"Register" means the register of Holders of Preferred Securities;

"Relevant Screen Page" has the meaning set out in paragraph 2(c);

"Series A Preferred Securities" means the € Series A Floating Rate Non-cumulative Guaranteed Non-voting Preferred Securities issued by the Company;

"Special Resolution" means a resolution of the Company passed as a special resolution in accordance with the Law;

"Subsidiary" means any corporation or other person or entity more than 50 per cent. of whose equity share capital is owned by the Bank, or 20 per cent., at least, of whose equity share capital is directly or indirectly controlled by the Bank and whose board of directors is controlled by the Bank or which is consolidated in the most recent annual audited consolidated financial statements of the Bank or which will be so consolidated in the next annual audited consolidated financial statements of the Bank;

"TARGET Settlement Day" means any day on which the TARGET System, or any successor thereto, is operating;

"TARGET System" means the Trans-European Automated Real-time Gross settlement Express Transfer system;

"2-year Designated Maturity" has the meaning set out in paragraph 2(c);

"10-year Designated Maturity" has the meaning set out in paragraph 2(c);

"2-year mid-market annual swap rate" has the meaning set out in paragraph 2(c), and

"10-year mid-market annual swap rate" has the meaning set out in paragraph 2(c).

2. Preferred Dividends on Preferred Securities

(a) Preferred Dividend Payment Dates

Preferred Dividends on the Preferred Securities are non-cumulative and will be deemed to accrue on a day by day basis whether or not declared. Subject to the Law, the Preferred Dividends will be payable annually in arrear on 18th February in each year (each a "Preferred Dividend Payment Date").

(b) Fixed Rate Preferred Dividends

In relation to a Preferred Dividend Period commencing on the Closing Date or any Preferred Dividend Payment Date prior to but excluding 18th February, 2010, the rate of Preferred Dividend shall be 6.00 per cent. per annum (the "Preferred Dividend Fixed Rate").

Whenever it is necessary to calculate the amount of any Preferred Dividend in respect of a Preferred Dividend Period ending prior to but excluding 18th February, 2010, the amount of such Preferred Dividend shall be calculated by multiplying the Preferred Dividend Fixed Rate by the Liquidation Preference and the Day Count Fraction and rounding the resultant figure to the nearest cent (half a cent being rounded upwards).

(c) Floating Rate Preferred Dividends

In relation to any Preferred Dividend Period commencing on 18th February, 2010 or any Preferred Dividend Payment Date thereafter, the rate of Preferred Dividend shall be determined by the Principal Paying and Transfer Agent (the "Preferred Dividend Floating Rate") in accordance with the following formula:

$$4.00 \times (\text{CMS10} - \text{CMS2})$$

Where:

"CMS10" means the "Constant Maturity Swap 10 years", which, in respect of any Preferred Dividend Period commencing on or after 18th February, 2010, is the "EUR-ISDA-EURIBOR Swap Rate — 11:00" (the annual Euro swap rate expressed as a percentage for Euroswap transactions with a 10-year maturity, the "10-year Designated Maturity"), which appears on the Reuters screen "ISDAFIX2" under the heading "EURIBOR BASIS" and above the caption "11:00 AM Frankfurt" (as such headings and captions may appear from time to time) as of 11:00 a.m., Central European time (or such other page or service as may replace it for the purposes of such rate) (the "Relevant Screen Page") on the relevant Determination Date; and

"CMS2" means "Constant Maturity Swap 2 years", which, in respect of any Preferred Dividend Period commencing on or after 18th February, 2010, is the "EUR-ISDA-EURIBOR Swap Rate — 11:00" (the annual Euro swap rate expressed as a percentage for Euroswap transactions with a 2-year maturity, the "2-year Designated Maturity"), which appears on the Relevant Screen Page on the relevant Determination Date;

provided, however, that no Preferred Dividend shall in any event accrue at a rate of less than 3.25 per cent. per annum nor more than 10.00 per cent. per annum.

In the event that the CMS10 does not appear on the Relevant Screen Page on any Determination Date, the CMS10 for the relevant Preferred Dividend Period will be the "Reference Banks' Swap Rate with 10-year Designated Maturity" on such Determination Date.

"Reference Banks' Swap Rate with 10-year Designated Maturity" means the percentage rate determined on the basis of the quotations of the "10-year mid-market annual swap rate" provided by five leading swap dealers in the interbank market (the "Reference Banks") to the Principal Paying and Transfer Agent at approximately 11:00 a.m., Central European time, on the Determination Date. If at least three quotations are provided, the CMS10 for that Preferred Dividend Period will be the arithmetic mean of the

quotations, eliminating the highest quotation (or, in the event of equality, one of the highest) and the lowest quotation (or, in the event of equality, one of the lowest).

The "10-year mid-market annual swap rate" means the arithmetic mean of the bid and offered rates for the annual fixed leg (calculated on a 30/360 day count basis) of a fixed-for-floating Euro interest rate swap transaction which transaction (a) has a term equal to the 10-year Designated Maturity and commencing on the first day of such Preferred Dividend Period, (b) is in an amount that is representative of a single transaction in the relevant market at the relevant time with an acknowledged dealer of good credit in the swap market, and (c) the floating leg of which is based on the 6-months EURIBOR rate (calculated on an Actual/360 day count basis).

In the event that the CMS2 does not appear on the Relevant Screen Page on any Determination Date, the CMS2 for the relevant Preferred Dividend Period will be the "Reference Banks' Swap Rate with 2-year Designated Maturity" on such Determination Date.

"Reference Banks' Swap Rate with 2-year Designated Maturity" means the percentage rate determined on the basis of the quotations of the "2-year mid-market annual swap rate" provided by the Reference Banks to the Principal Paying and Transfer Agent at approximately 11.00 a.m., Central European time, on the Determination Date. If at least three quotations are provided, the CMS2 for that Preferred Dividend Period will be the arithmetic mean of the quotations, eliminating the highest quotation (or, in the event of equality, one of the highest) and the lowest quotation (or, in the event of equality, one of the lowest).

The "2-year mid-market annual swap rate" means the arithmetic mean of the bid and offered rates for the annual fixed leg (calculated on a 30/360 day count basis) of a fixed-for-floating Euro interest rate swap transaction which transaction (a) has a term equal to the 2-year Designated Maturity and commencing on the first day of such Preferred Dividend Period, (b) is in an amount that is representative of a single transaction in the relevant market at the relevant time with an acknowledged dealer of good credit in the swap market, and (c) the floating leg of which is based on the 6-months EURIBOR rate (calculated on an Actual/360 day count basis).

The amount of any Preferred Dividend shall be calculated by multiplying the applicable Preferred Dividend Floating Rate by the Liquidation Preference and the Day Count Fraction and rounding the resultant figure to the nearest cent (half a cent being rounded upwards).

The Principal Paying and Transfer Agent shall, upon the determination of each Preferred Dividend Floating Rate, calculate the Preferred Dividend payable on the relevant Preferred Dividend Payment Date on each Preferred Security for the relevant Preferred Dividend Period. The Principal Paying and Transfer Agent shall cause the relevant Preferred Dividend Floating Rate and each Preferred Dividend payable in respect of the relevant Preferred Dividend Period to be notified to the Company, the Bank, Euronext Amsterdam, the Frankfurt Stock Exchange and the Holders (in accordance with the provisions of paragraph 15) as soon as possible after their determination but in any event not later than the second Business Day thereafter.

3. Limitations on Payments of Preferred Dividends on Preferred Securities

- (a) Subject to the Law and to the provisions of paragraph 4 below, Preferred Dividends on the Preferred Securities may be declared by the Directors, in their sole discretion, and paid by the Company out of funds legally available therefor.

However, subject to the provisions of paragraph 4 below, the Directors will not be required to declare, and the Company will not be permitted to pay, any Preferred Dividend if such Preferred Dividend, together with the amount of any Preferred Dividends previously paid and/or proposed to be paid by the Company in respect of the Preferred Securities and distributions previously paid and/or proposed to be paid in respect of Preferred Dividend Party Obligations in the then current financial year would exceed Distributable Funds.

For the avoidance of doubt, the Directors will only be required to declare, and the Company will only be required to pay, a Preferred Dividend in the circumstances set out in paragraph 4.

If the Issuer does not pay Preferred Dividends in respect of any Preferred Dividend Period, the Company shall notify Euronext Amsterdam, the Frankfurt Stock Exchange and the Holders of the Preferred Securities in accordance with the provisions of paragraph 15.

(b) References to Preferred Dividends in this paragraph include Additional Amounts.

(c) *Preferred Dividends non-cumulative*

If the Directors of the Company do not declare a Preferred Dividend payable on a Preferred Dividend Payment Date in respect of the Preferred Securities then, subject to paragraphs 4 and 5 and without affecting the rights of the Holders of the Preferred Securities under the Guarantee, the right of Holders of the Preferred Securities to receive such Preferred Dividend will be lost. The Company will have no obligation to pay the Preferred Dividend accrued for such Preferred Dividend Period or to pay any interest thereon, whether or not Preferred Dividends on the Preferred Securities are declared in respect of any future Preferred Dividend Period.

4. Compulsory payment of Preferred Dividends on Preferred Securities

(a) *Compulsory payment as a result of payment on Junior Obligations*

If the Bank, the Company or any other Subsidiary of the Bank makes any distribution(s) on or in respect of any class of Junior Obligations (other than in the form of shares or further or other Junior Obligations), then, subject to the Law, the Company will be required to pay Preferred Dividends on the Preferred Securities on the next Preferred Dividend Payment Date contemporaneous with or following such distribution(s), as follows:

- (i) payment of the full amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Junior Obligation is made in respect of an annual period (or two semi-annual periods or four quarterly periods);
- (ii) payment of three quarters of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if distributions on the Junior Obligation are made in respect of three quarterly periods;
- (iii) payment of half of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Junior Obligation is made in respect of a semi-annual period (or two quarterly periods); and
- (iv) payment of a quarter of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution on the Junior Obligation is made in respect of a quarterly period.

(b) *Compulsory payment as a result of redemption of Junior Obligations*

Subject to the Law, the Company will be required to make payment of the full amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date contemporaneous with or following any date on which the Bank or any Subsidiary of the Bank has redeemed, repurchased or otherwise acquired any Junior Obligations for any consideration (or any moneys are paid to or made available for a sinking fund for, or for redemption of, any such securities) unless (a) such acquisition is effected in accordance with the provisions of article 16 paragraphs 2(b) to (f) or paragraph 5 *et seq.* of Greek Codified Law 2190/1920 and (b) following such acquisition and any other measure taken by the Bank: (i) the total solvency ratio of the Bank, on an unconsolidated and consolidated basis, remains above 8 per cent.; and (ii) the ratio of "upper tier 1 capital" items of own funds (namely tier 1 capital excluding the Preferred Securities and similar instruments) to risk weighted assets of the Bank remains above 5 per cent. as required by Circular 21/2004 of the Bank of Greece, as in force and amended or supplemented from time to time.

(c) *Compulsory payment as a result of payment on Preferred Dividend Parity Obligations*

If the Bank, the Company or any other Subsidiary of the Bank pays any distribution(s) on or in respect of any class of Preferred Dividend Parity Obligations (other than in the form of shares or Junior Obligations), then, subject to the Law, the Company will be required to make *pro rata* payments of Preferred

Dividends on the Preferred Securities on the next Preferred Dividend Payment Date contemporaneous with or following such distribution(s), as follows:

- (i) *pro rata* payment of the full amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Preferred Dividend Parity Obligation is paid in respect of an annual period (or two semi-annual or four quarterly periods);
- (ii) *pro rata* payment of three quarters of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if distributions on the Preferred Dividend Parity Obligations are paid in respect of three quarterly periods;
- (iii) *pro rata* payment of half of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution(s) on the Preferred Dividend Parity Obligation is paid in respect of a semi-annual period (or two quarterly periods); and
- (iv) *pro rata* payment of a quarter of the amount of the Preferred Dividend payable on the Preferred Securities on the next Preferred Dividend Payment Date if the distribution on the Preferred Dividend Parity Obligation is paid in respect of a quarterly period.

When a distribution(s) on Preferred Dividend Parity Obligations requires *pro rata* payment of Preferred Dividends as described above, the amount of the required payment will be in the same proportion to the aggregate specified amount of Preferred Dividends payable on the Preferred Securities as the aggregate payment that was made on such Preferred Dividend Parity Obligations bears to the amount that was payable on such Preferred Dividend Parity Obligations at the time of such payment.

(d) *Aggregation of Preferred Dividends in Preferred Dividend Period*

Subject to the Law, compulsory payments of Preferred Dividends to be made by virtue of paragraphs 4(a), 4(b) or 4(c) shall be aggregated on any Preferred Dividend Payment Date with any discretionary payments made or to be made by virtue of paragraph 3 in respect of any relevant Preferred Dividend Period, provided that in any relevant Preferred Dividend Period the aggregate amount paid in respect of Preferred Dividends on the Preferred Securities shall not exceed the scheduled amount of the Preferred Dividends.

Save as described in this paragraph and in paragraph 5, after payment of the Preferred Dividend, the Holders of the Preferred Securities will have no right to participate in the profits of the Company.

5. Redemption of Preferred Securities

(a) *Optional redemption*

Subject to the Law, the Preferred Securities are redeemable, at the option of the Company, in whole but not in part, on the First Call Date and on any Preferred Dividend Payment Date falling thereafter, upon not less than 30 nor more than 60 days' notice to the Holders of the Preferred Securities (which notice shall be irrevocable). Upon the expiry of such notice, the Company shall be bound to redeem the Preferred Securities accordingly. Upon the Redemption Date, each Preferred Security will be redeemed at the Redemption Price.

(b) *Redemption for tax reasons*

If, at any time falling prior to but excluding the First Call Date, as a result of any amendment to or change in the laws or regulations of Jersey or Greece or any political subdivision thereof or any authority or agency therein or thereof having power to tax or any change in the application of or official interpretation or administration of any such laws or regulations, which amendment or change becomes effective on or after 16th February, 2005:

- (i) the Company is required to pay Additional Amounts, or the Bank would be unable for reasons outside its control to procure payment by the Company and in making payment itself would be required to pay additional amounts under the Guarantee; or
- (ii) the Company or the Bank, in relation to the Preferred Securities, the Guarantee and any associated transactions (including, but not limited to, any loan from the Company to the Bank or

any other Subsidiary of the Bank), is or would be required to pay more than a *de minimis* amount of (a) Jersey Tax, other than in respect of Jersey source income, or (b) Greek Tax,

then provided the requirements under (i) or (ii) cannot be avoided by the Issuer or the Bank taking reasonable measures available to it, the Preferred Securities will be redeemable subject to the Law at the option of the Company, in whole but not in part, on the next Preferred Dividend Payment Date, upon not less than 30 nor more than 60 days' notice to the Holders of the Preferred Securities (which notice shall be irrevocable).

Upon the expiry of such notice, the Company shall be bound to redeem the Preferred Securities accordingly. Upon the Redemption Date, each Preferred Security will be redeemed at the Redemption Price.

(c) *Redemption for Capital Disqualification Event*

If, at any time falling prior to but excluding the First Call Date, a Capital Disqualification Event has occurred and is continuing, then subject to the Law, the Preferred Securities may be redeemed, in whole but not in part, at the option of the Company on the next Preferred Dividend Payment Date, upon not less than 30 nor more than 60 days' notice to the Holders of the Preferred Securities (which notice shall be irrevocable).

Upon the expiry of such notice, the Company shall be bound to redeem the Preferred Securities accordingly. Upon the Redemption Date, each Preferred Security will be redeemed at the Redemption Price.

(d) *Precondition to redemption*

Any redemption under paragraphs 5 (a), (b) or (c) will be subject to the prior consent of the Bank and the Bank of Greece.

The notice to the Holders of the Preferred Securities under paragraphs 5(a), (b) or (c) will specify the Redemption Date.

6. *Payments*

Preferred Dividends declared on the Preferred Securities will be payable on the relevant Preferred Dividend Payment Date (or where any Preferred Dividend Payment Date is not a Business Day on the next Business Day without interest in respect of such delay) by the Company to the Holders of record as they appear on the Register on the relevant record date, which will be five days prior to the relevant Preferred Dividend Payment Date.

Whilst the Preferred Securities are represented by the Global Certificate payments in respect of the Preferred Securities will be made to or as directed by Clearstream Banking Frankfurt. Clearstream Banking Frankfurt, Euroclear or Clearstream, Luxembourg, as applicable, will credit the relevant accounts of their participants on the applicable Preferred Dividend Payment Dates or Redemption Dates.

If definitive Preferred Securities are issued, payments of Preferred Dividends on Preferred Securities held in definitive form will be made at the office of the agent of the Company maintained for such purpose, which initially will be the office of Citibank, N.A. as Principal Paying and Transfer Agent in London, ABN AMRO Bank N.V. as Paying and Transfer Agent in Amsterdam and Citigroup Global Markets Deutschland AG & Co. KGaA as Paying and Transfer Agent in Frankfurt or any other Paying and Transfer Agent (if any) appointed by the Company. Subject to any applicable fiscal or other laws and regulations, each payment in respect of Preferred Dividends on definitive Preferred Securities may, at the Company's option, be made by euro cheque drawn on a bank in a principal financial centre in the euro-zone and mailed to the Holder of record at such Holder's address as it appears on the Register on the relevant record date or by wire transfer if the Company (or its agent) so agrees with such Holder and if appropriate wire transfer instructions have been received by the Principal Paying and Transfer Agent not less than 30 days prior to the date of any such payments.

If the Company does not pay a Preferred Dividend which has been declared and is payable, a Holder's right to receive payment of such Preferred Dividend will be satisfied if and to the extent that the Bank pays such Preferred Dividend pursuant to the Guarantee.

If the Company gives a notice of redemption in respect of the Preferred Securities, then, by 10.00 a.m., Brussels time, on the Redemption Date, the Company will irrevocably deposit with the Principal Paying and Transfer Agent funds sufficient to pay the Redemption Price and will give the Principal Paying and Transfer Agent irrevocable instructions and authority to pay the Redemption Price to the Holders of the Preferred Securities. If notice of redemption shall have been given and funds deposited as required, then upon the date of such deposit, all rights of Holders of the Preferred Securities will be extinguished, except the right of the Holders of Preferred Securities to receive the Redemption Price in respect of each Preferred Security, but without interest, and the Preferred Securities will cease to be outstanding.

In the event that payment of the Redemption Price in respect of any Preferred Security is improperly withheld or refused and not paid either by the Company or by the Bank pursuant to the Guarantee, Preferred Dividends on such Preferred Security, subject as described above, will continue to accrue, at the then applicable rate, from the Redemption Date to the date of actual payment of such Redemption Price.

7. Purchase of Preferred Securities

Subject to the foregoing and to applicable law (including, without limitation, Greek, Jersey, Dutch and German securities and banking laws and regulations) and to the requirements of the rules of Euronext Amsterdam and the Frankfurt Stock Exchange, the Company or the Bank or any of the Bank's other Subsidiaries may at any time and from time to time purchase outstanding Preferred Securities by tender, in the open market or by private agreement.

Any such purchase to be made by the Company or by the Bank or by any of the Bank's other Subsidiaries shall be subject to the prior consent of the Bank of Greece. Any purchase to be made by the Company shall be made in such manner and on such terms as the Company shall approve in general meeting.

The restrictions contained in this paragraph 7 shall not apply to any purchase of Preferred Securities where such purchase is made (i) in the ordinary course of a business of dealing in securities and (ii) for the account of a person other than the Company, the Bank or any of the Bank's other Subsidiaries.

8. Liquidation Distributions

In the event of any summary winding-up, voluntary liquidation or dissolution of the Company, the Holders of the Preferred Securities at the time outstanding will be entitled to receive the Liquidation Distribution in respect of each Preferred Security held out of the assets of the Company available for distribution to shareholders.

Such entitlement will arise before any distribution of assets is made to holders of Ordinary Securities or any other class of shares of the Company ranking junior as regards participation in assets to the Preferred Securities (including Series A Preferred Securities) but such entitlement will rank equally with the entitlement of the holders of any other preferred securities or preference shares, if any, of the Company ranking *pari passu* with the Preferred Securities as regards participation in assets of the Company.

Notwithstanding the availability of sufficient assets of the Company to pay any Liquidation Distribution to the Holders of the Preferred Securities, if, at the time such Liquidation Distribution is to be paid, proceedings are pending or have been commenced for the voluntary or involuntary liquidation, dissolution or winding-up of the Bank, the Liquidation Distribution per Preferred Security paid to Holders of the Preferred Securities and the liquidation distribution paid to the holders of Liquidation Parity Obligations shall not exceed the amount that would have been paid as the liquidation distribution from the assets of the Bank (after payment in full in accordance with the Greek law of all creditors of the Bank, including holders of its subordinated debt but excluding holders of any liability expressed to rank *pari passu* with or junior to the Guarantee) had the Preferred Securities and all such Liquidation Parity Obligations been issued by the Bank and ranked (a) junior to all liabilities of the Bank (other than any liability expressed to rank *pari passu* with or junior to the Guarantee), (b) *pari passu* with the Parity Obligations of the Bank and (c) senior to all Junior Obligations of the Bank.

If the Liquidation Distribution and any other such liquidation distributions cannot be made in full by reason of the limitation described above, such amounts will be payable *pro rata* in the proportion that the amount available for payment bears to the full amount that would have been payable but for such limitation.

After payment of the Liquidation Distribution, as adjusted if applicable, the Holders of the Preferred Securities will have no right or claim to any of the remaining assets of the Company or the Bank.

In the event of the liquidation, dissolution or winding-up of the Bank, the Directors of the Company shall convene an extraordinary general meeting of the Company for the purpose of proposing a Special Resolution to put the Company into summary winding-up and the amount to which Holders of the Preferred Securities shall be entitled as a Liquidating Distribution will be as set out above.

9. Voting Rights

Except as provided in this paragraph, Holders of Preferred Securities will not be entitled to receive notice of or attend or vote at any general meeting of shareholders of the Company.

If in respect of one Preferred Dividend Period:

- (a) Preferred Dividends (whether or not declared) or any Additional Amounts in respect of such Dividends on the Preferred Securities have not been paid in full by the Company in accordance with the terms and provisions of the Preferred Securities; or
- (b) the Bank breaches any of its payment obligations under the Guarantee in respect of such Preferred Dividends or Additional Amounts,

then the Holders of outstanding Preferred Securities together with the holders of any other preferred securities or preference shares of the Company having the right to vote for the election of Directors in such event, acting as a single class without regard to series, will be entitled, by written notice to the Company given by the holders of a majority in liquidation preference of such shares or securities or by ordinary resolution passed by the holders of a majority in liquidation preference of such shares or securities present in person or by proxy at a separate general meeting of such holders convened for the purpose, to appoint two additional persons to act as Directors of the Company, and to remove any such Director from office and to appoint another person in place of such Director.

Not later than 30 days after such entitlement arises, if the written notice of the Holders of outstanding Preferred Securities and the holders of any other preferred securities or preference shares of the Company having the right to vote for the election of Directors in the circumstances described in the preceding sentence has not been given as provided for in the preceding sentence, the Directors of the Company will convene a separate general meeting for the above purpose. If the Directors fail to convene such meeting within such 30 day period, the holders of not less than 10 per cent. by liquidation preference of the outstanding Preferred Securities and such other preferred securities or preference shares will be entitled to convene such meeting. The provisions of the Articles concerning the convening and conduct of general meetings of shareholders shall apply with respect to such meeting. Subject to the terms of such other preferred securities or preference shares, if, in respect of any Preferred Dividend Period, Preferred Dividends and any Additional Amounts in respect of such Dividends have been paid in full on the Preferred Securities by the Company and/or the Bank has made payment of all amounts guaranteed in respect of such Preferred Dividends (whether or not declared) and any Additional Amounts, any Director so appointed shall vacate the office.

Any variation or abrogation of the rights, preferences and privileges of the Preferred Securities by way of amendment of the Articles or otherwise (including, without limitation, the authorisation or issuance of any shares of the Company ranking, as to participation in the profits or assets of the Company, senior to the Preferred Securities) shall not be effective (unless otherwise required by applicable law) except with the consent in writing of the Holders of not less than two-thirds in nominal value of the outstanding Preferred Securities or with the sanction of a resolution, passed by a majority of not less than two-thirds in nominal value of the Holders of the outstanding Preferred Securities, present or represented at a separate meeting at which the quorum shall be Holders present or represented holding at least one-third in nominal value of the outstanding Preferred Securities.

No such sanction shall be required if, as determined by the Directors, the change is solely of a formal, minor or technical nature or is to correct an error or cure an ambiguity, provided that any such change does not reduce the amounts payable to or impose any obligation on the Holders of the Preferred Securities or adversely affect their voting rights or cause any modification of the terms of the Preferred Securities pursuant to paragraph 10.

Notwithstanding the foregoing, no vote of the Holders of the Preferred Securities will be required for the Company to redeem the Preferred Securities in accordance with the Company's Articles.

In addition to the voting rights referred to above, no resolution may be proposed for adoption by the Holders of the Ordinary Securities providing for the winding-up, liquidation or dissolution of the Company, unless the Holders of a simple majority by nominal value of the outstanding Preferred Securities and holders of any other preferred securities or preference shares ranking *pari passu* as regards participation in profits or assets with the Preferred Securities have approved such resolution. Such approval may only be given by the consent in writing of the holders of at least a simple majority in nominal value of the outstanding Preferred Securities and such other preferred securities or preference shares or with the sanction of a resolution passed by not less than a simple majority in nominal value at a meeting of the holders of the Preferred Securities and such other preferred securities or preference shares present and voting at such meeting. Such approval shall not be required if the winding-up, liquidation or dissolution of the Company is proposed or initiated because of the winding-up, liquidation or dissolution of the Bank.

Notwithstanding that Holders of Preferred Securities are entitled to vote under any of the limited circumstances described above, any Preferred Security outstanding at such time that is owned by the Bank or any Subsidiary of the Bank shall not carry a right to vote and shall, for voting purposes, be treated as if it were not outstanding.

The Company will cause a notice of any meeting at which Holders of the Preferred Securities are entitled to vote to be mailed to each Holder of a Preferred Security. Each such notice will include a statement setting forth (a) the date, time and place of such meeting, (b) a description of any resolution to be proposed for adoption at such meeting on which such Holders are entitled to vote and (c) instructions for the delivery of proxies.

10. Further Issues

Notwithstanding paragraph 9, provided that, after the first Preferred Dividend Payment Date, the most recent Preferred Dividend payable on the Preferred Securities has been paid in full by the Company (or the Bank pursuant to the Guarantee), the Holders of Ordinary Securities or the Directors of the Company may, without the consent or sanction of the Holders of the Preferred Securities, take such action as is required in order to amend the Company's Articles:

- (a) to increase the authorised amount of Preferred Securities or to create and issue one or more other series of preferred securities or preference shares of the Company ranking *pari passu* with the Preferred Securities as regards participation in the profits and assets of the Company; or
- (b) to authorise, create and issue one or more other classes of shares of the Company ranking junior, as regards participation in the profits and assets of the Company, to the Preferred Securities.

Thereafter, the Company may, provided that the circumstances for non-payment of Preferred Dividends under paragraph 3(a) are not subsisting, without the consent of the Holders of the Preferred Securities issue any such further securities either having the same terms and conditions as the Preferred Securities in all respects (or in all respects except for the first payment of Preferred Dividends on them) and so that such further issue shall be consolidated and form a single series with the Preferred Securities then in issue or upon such other terms as aforesaid.

Notwithstanding the foregoing, the Company may only issue further Preferred Securities if, at the same time, the Bank issues in respect of the further Preferred Securities a guarantee having terms and conditions that are substantially identical to the Guarantee (or extends the Guarantee to cover the further Preferred Securities).

11. Additional Amounts

All payments in respect of the Preferred Securities by the Company will be made without withholding or deduction for, or on account of, any Jersey Tax or Greek Tax, unless the withholding or deduction of such Jersey Tax or Greek Tax is required by law. In that event, the Company will pay as further dividends such additional amounts ("Additional Amounts") as may be necessary in order that the net amounts received by the Holders of Preferred Securities after such withholding or deduction shall equal the amounts which would have been receivable in respect of the Preferred Securities in the absence of such withholding or deduction.

except that no such Additional Amounts will be payable to a Holder of Preferred Securities (or to a third party on his behalf) with respect to any Preferred Security (i) to the extent that such Jersey Tax or Greek Tax is imposed or levied by virtue of such Holder (or the beneficial owner of such Preferred Security) having some connection with Jersey or Greece, other than being a Holder (or beneficial owner) of such Preferred Security or (ii) presented for payment where such withholding or deduction is imposed on a payment to or on behalf of an individual and is required to be made pursuant to European Council Directive 2003/48/EC or any other Directive on the taxation of savings implementing the conclusions of the ECOFIN Council meeting of 26th-27th November, 2000 or any law implementing or complying with, or introduced in order to conform to, such Directive or (iii) presented for payment by or on behalf of a Holder who would have been able to avoid such withholding or deduction by presenting the Preferred Securities to another Paying and Transfer Agent in a Member State of the European Union and except that the Company's obligations to make any such payments are subject to the limitations on payments provisions under paragraph 3.

12. Prescription

Any moneys paid by the Company to the Principal Paying and Transfer Agent for the payment of Preferred Dividends or on a redemption of the Preferred Securities and remaining unclaimed at the end of two years following the date on which such Preferred Dividends or redemption proceeds become payable shall be returned to the Company at the Company's request, and the Holders of the Preferred Securities shall thereafter look only to the Company for the payment thereof.

13. Form, Registration and Transfer of Preferred Securities

The Preferred Securities will be in registered form and represented on issue by a single global certificate (the "Global Certificate") which will be registered in the name of, and deposited with, Clearstream Banking Frankfurt on the Closing Date. The Preferred Securities will also be eligible for clearing and settlement through Euroclear and Clearstream, Luxembourg. Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg will make payment of any amounts received by them to their accountholders in accordance with their published rules and regulations.

Beneficial interests in the Preferred Securities will be shown only on, and transfers thereof will be effected only through, book-entry records maintained by Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg and their respective participants and, except in the limited circumstances described below, Preferred Securities in definitive certificated form will not be issued. Holders of beneficial interests in the Global Certificate must rely on the procedures of Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg and (if applicable) their respective participants to exercise any rights of a Holder of Preferred Securities under the Global Certificate. None of the Bank, the Company or any Paying and Transfer Agent will have any responsibility or liability for any aspect of the records relating to or payments made on account of beneficial interests in the Global Certificate or for maintaining, supervising or reviewing any records relating to such beneficial ownership interest.

The Global Certificate will cease to represent the Preferred Securities, and Preferred Securities in definitive form in aggregate Liquidation Preference equal to the Liquidation Preference of the Global Certificate will be exchangeable therefor, only if:

- (i) any or all of Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg is or are closed for business for a continuous period of 14 days or more (other than for the purposes of a public holiday) or announces an intention permanently to cease business or does in fact so cease business other than in connection with a merger of Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg; or
- (ii) as a result of a change in law, transfer duties or similar taxes become payable on transfers of the Preferred Securities in Clearstream Banking Frankfurt, Euroclear and/or Clearstream, Luxembourg.

Such definitive Preferred Securities will be in denominations of €1,000 (and integral multiples thereof) and will be registered in such names as Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg shall direct (such instructions being expected to be based upon directions received by Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg from their participants with respect to ownership of beneficial interests in the Preferred Securities), and the Liquidation Preference and

Preferred Dividends with respect thereto will be payable, and the transfer thereof will be registrable, at the offices described below. In addition, in all case where any Preferred Securities are issued in definitive registered form, the record dates for payment of Preferred Dividends will be 15 days prior to the relevant Preferred Dividend Payment Date (whether or not such date is a Business Day).

If definitive Preferred Securities are issued, they may be exchanged or transferred in whole or in part by surrendering such definitive Preferred Securities at the office of the Registrar or any Paying and Transfer Agent with a written instrument of transfer (which may be obtained at any such office) duly executed by the Holder thereof or its attorney duly authorised in writing. In exchange for any definitive Preferred Security properly presented for transfer, the Registrar or such Paying and Transfer Agent will promptly authenticate and deliver or cause to be authenticated or delivered at the office of the Registrar or such Paying and Transfer Agent, to the Holder entitled to such Preferred Security, or send by mail (at the risk of such Holder) to such address as such Holder may request, a definitive Preferred Security or Preferred Securities.

Registration of transfers of Preferred Securities will be effected without charge by or on behalf of the Company, but only upon payment by the transferor of any tax or other governmental charges that may be imposed in connection with any transfer or exchange. The Company will not be required to register or cause to be registered the transfer of Preferred Securities after such Preferred Securities have been called for redemption.

14. Paying and Transfer Agents

The Principal Paying and Transfer Agent shall be permitted to resign as Principal Paying and Transfer Agent upon 30 days' written notice to the Company. In the event that Citibank, N.A. shall no longer be the Principal Paying and Transfer Agent, the Company shall appoint a successor (which shall be a bank or trust company acceptable to the Company) to act as Principal Paying and Transfer Agent. For so long as the Preferred Securities are listed on the stock market of Euronext Amsterdam and the rules of Euronext Amsterdam so require, the Company will maintain a Paying and Transfer Agent in Amsterdam and for so long as the Preferred Securities are listed on the Frankfurt Stock Exchange and the rules of the Frankfurt Stock Exchange so require, the Company will maintain a Paying and Transfer Agent in Frankfurt. The Company will give notice in the manner described under paragraph 15 when any new paying and transfer agent in Amsterdam and/or Frankfurt is appointed. For so long as any Preferred Securities are outstanding, the Company will maintain a Paying and Transfer Agent having a specified office in a European Union Member State (if available) which may be Germany or the Netherlands that will not be obliged to withhold or deduct tax pursuant to European Council Directive 2003/48/EC or any other Directive on the taxation of savings implementing the conclusions of the ECOFIN Council meeting of 26th-27th November, 2000 or any law implementing or complying with, or introduced in order to conform to, such Directive.

For so long as any Preferred Securities are outstanding, the Company will appoint and maintain a Registrar having its office outside the U.K.

All notifications, opinions, determinations, certificates, calculations, quotations and decisions given, expressed, made or obtained whether by the Reference Banks (or any of them) or the Principal Paying and Transfer Agent will (in the absence of wilful default, bad faith or manifest error) be binding on the Company, the Reference Banks, the Principal Paying and Transfer Agent and all Holders of the Preferred Securities and (in the absence of any such wilful default, bad faith or manifest error) no liability to the Company or the Holders of the Preferred Securities shall attach to the Reference Banks or the Principal Paying and Transfer Agent in connection with the exercise or non-exercise by them of their powers, duties and discretions.

15. Notices

Any Notice to Holders of the Preferred Securities will be given by the Issuer (a) for so long as the Preferred Securities are listed on the stock market of Euronext Amsterdam and the rules of Euronext Amsterdam so require, by publication in the Daily Official List (Officiële Prijscourant) of Euronext Amsterdam and in a Dutch daily newspaper with a national or wide circulation which is expected to be *Het Financieel Dagblad*, (b) for so long as the Preferred Securities are listed on the Frankfurt Stock Exchange and the rules of the Frankfurt Stock Exchange so require, by publication in a leading daily newspaper designated by the Frankfurt Stock Exchange (*Börsenpflichtblatt*) having general circulation in Germany, which is expected to be the *Börsen-Zeitung*, and (c) by mail to Clearstream Banking AG, Euroclear and

Clearstream, Luxembourg (in each case not less than 30 nor more than 60 days prior to the date of the act or event to which such notice relates). All such notices shall be deemed to have been given on the date of publication as aforesaid or, if published on different dates, on the date of the first such publication.

In accordance with their published rules and regulations, each of Clearstream Banking Frankfurt, Euroclear and Clearstream, Luxembourg will notify holders of securities accounts with it to which any Preferred Securities are credited of any such notices received by it.

16. Governing Law

Being shares in a Jersey company, the Preferred Securities shall be governed by, and construed in accordance with, Jersey law.

In addition, the Articles of Association of the Issuer contain, inter alia, provisions (with the exception of statements in italics) to the following effect.

All the Company's Ordinary Securities are owned by the Bank. In any year, subject to Jersey law, the Company may, without the consent of the Holders of the Preferred Securities, declare and pay dividends on the Ordinary Securities to the Bank as the holder of the Ordinary Securities. Such dividends will be paid out of the Company's funds, if any, available after payment of the Dividends on the Preferred Securities if and as due in accordance with the terms and conditions of the Preferred Securities. No dividend has been paid on the Ordinary Securities of the Issuer since its incorporation.

SUBORDINATED GUARANTEE

Set forth below is the text of the Subordinated Guarantee substantially in the form to be executed by the Bank:

"THIS DEED OF GUARANTEE (the "Guarantee") dated 18th February, 2005, is executed and delivered by ALPHA BANK AE a company incorporated under the laws of Greece (the "Bank") for the benefit of the Holders (as defined below).

WHEREAS the Bank desires to cause the Issuer to issue the Preferred Securities and the Bank desires to issue this Guarantee for the benefit of the Holders, as provided herein.

NOW THEREFORE the Bank executes and delivers this Guarantee for the benefit of the Holders.

1. Definitions and Interpretation

As used in this Guarantee, capitalised terms not defined herein shall have the meanings ascribed to them in the Issuer's Articles of Association and otherwise the following terms shall, unless the context otherwise requires, have the following meanings:

"Additional Amounts" means, except where otherwise defined in relation to the Issuer, the additional amounts which may be payable in respect of the Preferred Securities as described in paragraph 4;

"Distributable Funds" means the aggregate amount, as calculated as of the end of the immediately preceding financial year of the Bank, of the profit for such financial year and any accumulated retained earnings and any other reserves and surpluses of each member of the Group available for distribution as cash dividends to ordinary shareholders of the Bank under the companies laws of, and generally accepted accounting principles in, Greece, but before deduction of the amount of any dividend or other distribution declared on the Bank's ordinary share capital in respect of such financial year;

"Group" means the Bank together with its Subsidiaries;

"Guarantee Payments" means (without duplication) payments under this Guarantee in respect of (a) any declared but unpaid Preferred Dividends on the Preferred Securities for the most recent Preferred Dividend Period; (b) any compulsory Preferred Dividends pursuant to, and in accordance with, the Issuer's Articles of Association; (c) the Redemption Price payable with respect to any Preferred Securities due to be redeemed by the Issuer; (d) the Liquidation Distributions due on the Liquidation Date; and (e) any Additional Amounts (as defined in the Issuer's Articles of Association) payable by the Issuer;

"Holder" means, in relation to any Preferred Security, the member of the Issuer whose name is entered in the Register as Holder of such Preferred Security, or for as long as the Preferred Securities are represented by the Global Certificate which is deposited with Clearstream Banking Frankfurt, each person (other than Clearstream Banking Frankfurt or any other clearing system) who is for the time being shown in the records of Clearstream Banking Frankfurt as the holder of any Preferred Securities in which regard any certificate or other document issued by Clearstream Banking Frankfurt as to the number of Preferred Securities standing to the account of any person shall be conclusive and binding for all purposes;

"Issuer" means Alpha Group Jersey Limited, a wholly-owned Subsidiary of the Bank incorporated in Jersey;

"Junior Obligations" means (i) ordinary shares of the Bank, (ii) each class of preferred or preference shares or similar securities of the Bank (if any) that ranks junior to this Guarantee and the most senior ranking preferred or preference shares or similar securities of the Bank (if any) and (iii) any preference share or preferred security of a Subsidiary or the Company (other than the Preferred Securities) entitled to the benefit of a guarantee or support agreement or similar undertaking of the Bank that ranks junior to this Guarantee, or any such guarantees, support agreements or similar undertakings of the Bank;

"Liquidation Date" means the date of final distribution of the assets of the Issuer in the case of a liquidation, dissolution or winding-up of the Issuer (whether voluntary or involuntary);

"Liquidation Distribution" means the Liquidation Preference plus (a) any accrued and unpaid Preferred Dividends (whether or not declared) calculated from and including the immediately preceding

Preferred Dividend Payment Date (or, if none, the Closing Date) to but excluding the date of payment, and (b) any Additional Amounts, in each case payable in cash only;

"Liquidation Parity Obligations" means the most senior preferred or preference shares or similar securities of the Bank and any guarantee, support agreement or other contractual undertaking (ranking *pari passu* with this Guarantee as regards participation in the assets of the Bank) of any preferred or preference shares of Subsidiaries; and thus on the date of execution of this Guarantee, Liquidation Parity Obligations includes the guarantee entered into by the Bank in respect of the Series A Preferred Securities;

"Liquidation Preference" means the liquidation preference of €1,000 per Preferred Security;

"Preferred Dividends" means the non-cumulative dividends in respect of the Preferred Securities as described in the Articles of Association of the Issuer;

"Preferred Dividend Parity Obligations" means the most senior preferred or preference shares or similar securities qualifying as tier 1 capital of the Bank and all preferred or preference shares or similar securities of Subsidiaries qualifying as tier 1 capital of the Bank on a consolidated basis and entitled to the benefit of any guarantee, support agreement or other contractual undertaking of the Bank ranking *pari passu* with this Guarantee as regards entitlement to distributions thereunder, or all such guarantees, support agreements or contractual undertakings of the Bank; and thus on the date of execution of this Guarantee, Preferred Dividend Parity Obligations includes the guarantee entered into by the Bank in respect of the Series A Preferred Securities;

"Preferred Securities" means the € Series B CMS-Linked Non-cumulative Guaranteed Non-voting Preferred Securities of the Issuer outstanding, each with a Liquidation Preference of €1,000, and including any further Preferred Securities of the Issuer of the same series issued after the Closing Date and ranking *pari passu* with the Preferred Securities;

"Redemption Date" means the date on which the Preferred Securities are redeemed by the Issuer;

"Redemption Price" means, in respect of the Preferred Securities, €1,000 per Preferred Security plus accrued and unpaid Preferred Dividends in respect of the most recent Preferred Dividend Period, whether or not declared, up to the Redemption Date and any Additional Amounts (as defined in the Issuer's Articles of Association) remaining unpaid;

"Register" means the register of Holders maintained outside the United Kingdom on behalf of the Issuer;

"Series A Preferred Securities" means the € Series A Floating Rate Non-cumulative Guaranteed Non-voting Preferred Securities issued by the Issuer, and

"Subsidiary" means any corporation or other person or entity more than 50 per cent. of whose equity share capital is owned by the Bank or 20 per cent., at least, of whose equity share capital is directly or indirectly controlled by the Bank and whose board of directors is controlled by the Bank or which is consolidated in the most recent annual audited consolidated financial statements of the Bank or which will be so consolidated in the next annual audited consolidated financial statements of the Bank.

2. Guarantee

Subject to the limitations contained in the following paragraphs, the Bank irrevocably and unconditionally agrees to pay in full to the Holders the Guarantee Payments (except to the extent paid by the Issuer), as and when due, regardless of any defence, right of set-off or counterclaim which the Issuer may have or assert. This Guarantee is continuing, irrevocable and absolute.

3. Liquidation Distributions

Notwithstanding paragraph 2 above, if, at the time that any Liquidation Distribution is to be paid by the Bank in respect of the Preferred Securities, proceedings are pending or have been commenced for the voluntary or involuntary liquidation, dissolution or winding-up of the Bank, payment under this Guarantee of such Liquidation Distributions and payment by the Bank in respect of any liquidation distributions payable with respect to Liquidation Parity Obligations, shall not exceed the amount that would have been paid as the liquidation distribution from the assets of the Bank (after payment in full in accordance with the

Greek law of all creditors of the Bank, including holders of its subordinated debt but excluding holders of any liability expressed to rank *pari passu* with or junior to this Guarantee) had the Preferred Securities and all such Liquidation Parity Obligations been issued by the Bank and ranked (a) junior to all liabilities of the Bank (other than any liability expressed to rank *pari passu* with or junior to this Guarantee) ("Senior Creditors"), (b) *pari passu* with the most senior preferred securities or preference shares, if any, of the Bank and (c) senior to all Junior Obligations of the Bank.

4. Additional Amounts

All Guarantee Payments made hereunder by the Bank will be made without withholding or deduction for, or on account of, any Greek Tax, unless the withholding or deduction of such Greek Tax is required by law. In that event, the Bank will pay such Additional Amounts as may be necessary in order that the net amounts received by the Holders of Preferred Securities after such withholding or deduction shall equal the amounts which would have been receivable in respect of the Preferred Securities in the absence of such withholding or deduction; except that no such Additional Amounts will be payable to a Holder of Preferred Securities (or to a third party on his behalf) with respect to any Preferred Security (i) to the extent that such Greek Tax is imposed or levied by virtue of such Holder (or the beneficial owner of such Preferred Security) having some connection with Greece, other than being a Holder (or beneficial owner) of such Preferred Security, or (ii) presented for payment where such withholding or deduction is imposed on a payment to or on behalf of an individual and is required to be made pursuant to European Council Directive 2003/48/EC or any other Directive on the taxation of savings implementing the conclusions of the ECOFIN Council meeting of 26th-27th November, 2000 or any law implementing or complying with, or introduced in order to conform to, such Directive or (iii) presented for payment by or on behalf of a Holder who would have been able to avoid such withholding or deduction by presenting the Preferred Securities to another Paying and Transfer Agent in a Member State of the European Union.

5. Continuing Guarantee

The obligations, undertakings, agreements and duties of the Bank under this Guarantee shall in no way be affected or impaired by reason of the happening from time to time of any of the following:

- (a) the release or waiver, by operation of law or otherwise, of the performance or observance by the Issuer of any express or implied agreement, covenant, term or condition relating to the Preferred Securities to be performed or observed by the Issuer; or
- (b) the extension of time for the payment by the Issuer of all or any portion of the Preferred Dividends, Redemption Price, Liquidation Distributions or any other sums payable under the terms of the Preferred Securities or the extension of time for the performance of any other obligation under, arising out of, or in connection with, the Preferred Securities; or
- (c) any failure, omission, delay or lack of diligence on the part of Holders to enforce, assert or exercise any right, privilege, power or remedy conferred on the Holders pursuant to the terms of the Preferred Securities, or any action on the part of the Issuer granting indulgence or extension of any kind; or
- (d) the liquidation, dissolution, amalgamation, reconstruction, sale of any collateral, receivership, insolvency, bankruptcy, assignment for the benefit of creditors, reorganisation, arrangement, composition or readjustment of debt of, or other similar proceedings affecting, the Issuer or any of the assets of the Issuer; or
- (e) any invalidity of, or defect or deficiency in, the Preferred Securities; or
- (f) the settlement or compromise of any obligation guaranteed hereby or hereby incurred.

There shall be no obligation on the Holders to give notice to, or obtain consent of, the Bank with respect to the happening of any of the foregoing.

6. Deposit of Guarantee

This Guarantee shall be deposited with and held by Citibank, N.A. (or its successor) as Principal Paying and Transfer Agent until all the obligations of the Bank have been discharged in full. The Bank

hereby acknowledges the right of every Holder to the production of, and the right of every Holder to obtain a copy of, this Guarantee.

It is specifically agreed that the place of performance of any and all obligations of the Bank under this Guarantee shall be London, England and consequently any and all payments of the Bank under this Guarantee shall be made out of bank accounts maintained with banks legally operating and situated in London, England.

7. Enforcement; rights of remedy

- (a) A Holder may enforce this Guarantee directly against the Bank, and the Bank waives any right or remedy to require that any action be brought against the Issuer or any other person or entity before proceeding against the Bank. Subject to paragraph 7(c), all waivers contained in this Guarantee shall be without prejudice to the right to proceed against the Issuer. The Bank agrees that this Guarantee shall not be discharged except by payment of the Guarantee Payments in full and by complete performance of all obligations of the Bank under this Guarantee.
- (b) Following a breach by the Bank of its payment obligations under this Guarantee, a Holder may petition for the winding-up of the Bank and claim in the liquidation of the Bank but no other remedy shall be available to the Holder.
- (c) No Holder shall, following any breach by the Bank of any of its obligations under this Guarantee, be entitled to exercise any right of set-off or counterclaim which may be available to it against amounts owing by the Bank to such Holder. Notwithstanding the provisions of the foregoing sentence, if any of the said rights and claims of any Holder against the Bank is discharged by set-off, such Holder will immediately pay an amount equal to the amount of such discharge to the Bank or, in the event of its winding-up, the liquidator of the Bank and until such time as payment is made, will hold a sum equal to such amount in trust for the Bank, or the liquidator of the Bank and accordingly such discharge will be deemed not to have taken place.
- (d) In the event of a winding-up of the Bank if any payment or distribution of assets of the Bank of any kind or character, whether in cash, property or securities, including any such payment or distribution which may be payable or deliverable by reason of the payment of any other indebtedness of the Bank being subordinated to the payment of amounts owing under this Guarantee, shall be received by any Holders before the claims of Senior Creditors have been paid in full, such payment or distribution shall be held in trust by the Holder, as applicable, and shall be immediately returned by it to the liquidator of the Bank and in that event, the receipt by the liquidator shall be a good discharge to the relevant Holder. Thereupon, such payment or distribution will be deemed not to have been made or received.

8. Subrogation

The Bank shall be subrogated to any and all rights of the Holders against the Issuer in respect of any amounts paid to the Holders by the Bank under this Guarantee. The Bank shall not (except to the extent required by mandatory provisions of law) exercise any rights which it may acquire by way of subrogation or any indemnity, reimbursement or other agreement, in all cases as a result of a payment under this Guarantee, if, at the time of any such payment, any amounts are due and unpaid under this Guarantee. If any amount with respect to the Preferred Securities shall be paid to the Bank in violation of the preceding sentence, the Bank agrees to pay over such amount to the Holders.

9. Status

- (a) The Bank acknowledges that its obligations hereunder are several and independent of the obligations of the Issuer with respect to the Preferred Securities and that the Bank shall be liable as principal and sole debtor hereunder to make Guarantee Payments pursuant to the terms of this Guarantee, notwithstanding the occurrence of any event referred to in paragraph 5.
- (b) Subject to applicable law, the Bank agrees that the Bank's obligations hereunder constitute unsecured obligations of the Bank and rank and will at all times rank (i) junior to Senior

Creditors, (ii) *pari passu* with the most senior preferred or preference shares, if any, and other Liquidation Parity Obligations of the Bank and (iii) senior to all Junior Obligations of the Bank.

10. Undertakings of the Bank

- (a) The Bank undertakes that it will not (i) issue any preferred securities or preference shares or enter into any contractual obligation in respect of securities or any other instrument or obligation which would qualify or be capable of qualifying as tier 1 capital of the Bank (a "Tier 1 Qualifying Obligation") ranking senior to its obligations under this Guarantee or (ii) give any guarantee or other support agreement or other contractual undertaking in respect of any Tier 1 Qualifying Obligation if such guarantee or other support agreement or other contractual undertaking would rank senior to its obligations under this Guarantee (including, without limitation, any guarantee or other support agreement or other contractual undertaking that would provide a priority of payment with respect to Distributable Funds) unless, in each case, (x) this Guarantee is changed to give the Holders such rights and entitlements as are contained in or attached to such Tier 1 Qualifying Obligation or such guarantee or other support agreement or other contractual undertaking with respect to a Tier 1 Qualifying Obligation so that this Guarantee ranks *pari passu* with, and contains substantially equivalent rights of priority as any such Tier 1 Qualifying Obligation or guarantee or other support agreement or other contractual undertaking with respect to a Tier 1 Qualifying Obligation and (y) the most recent Preferred Dividend payment on the Preferred Securities has been paid in full either by the Issuer or by the Bank pursuant to this Guarantee.
- (b) The Bank undertakes that any amount required to be paid pursuant to this Guarantee in respect of any Preferred Dividend payable in respect of the most recent Preferred Dividend Period will be paid before any payment or other distribution in respect of any dividends (except distributions in kind or dividends in the form of the Junior Obligations) upon Junior Obligations of the Bank.
- (c) If any Junior Obligations are redeemed, repurchased or otherwise acquired for any consideration (or any moneys are paid to or made available for a sinking fund for the redemption of any such Junior Obligations) by the Bank or any Subsidiary (except by conversion into or in exchange for Junior Obligations), the Bank will procure that the Issuer will pay, or set aside payment with respect to, full Preferred Dividends on all outstanding Preferred Securities for one Preferred Dividend Period. Such requirement shall not apply if: (1) such redemption, repurchase or other acquisition is effected in accordance with the provisions of Article 16 paragraph 2(b) to (f) or paragraph 5 *et seq.* of Greek Codified Law 2190/1920; and (2) following such redemption, repurchase or other acquisition and any other measure taken by the Bank; (i) the solvency ratio of the Bank, on an unconsolidated and consolidated basis, remains above 8 per cent; and (ii) the ratio of "upper tier 1 capital" items of own funds (namely tier 1 capital excluding the Preferred Securities and similar instruments) to risk weighted assets of the Bank remains above 5 per cent as required by Circular 21/2004 of the Bank of Greece, as in force and amended or supplemented from time to time.
- (d) The Bank undertakes to maintain the Issuer as a wholly-owned Subsidiary for so long as any Preferred Security remains in issue. The Bank undertakes that, for so long as any of the Preferred Securities are outstanding, unless the Bank of Greece has given its prior approval or unless the Bank is itself in liquidation, the Bank will not permit, or take any action to cause, the liquidation, dissolution or winding-up of the Issuer.
- (e) The Bank undertakes to procure that the Issuer will maintain at all times whilst the Preferred Securities are outstanding, (i) for so long as the Preferred Securities are listed on the stock market of Euronext Amsterdam and the rules of Euronext Amsterdam so require, a Paying and Transfer Agent in Amsterdam, (ii) for so long as the Preferred Securities are listed on the Frankfurt Stock Exchange and the rules of the Frankfurt Stock Exchange so require, a Paying and Transfer Agent in Frankfurt, and (iii) a Paying and Transfer Agent having a specified office in a European Union Member State (if available) that will not be obliged to withhold or deduct tax pursuant to European Council Directive 2003/48/EC or any other Directive on the taxation of savings

implementing the conclusions of the ECOFIN Council meeting of 26th-27th November 2000 or any law implementing or complying with, or introduced in order to conform to, such Directive.

11. Termination

With respect to the Preferred Securities, this Guarantee shall terminate and be of no further force and effect upon payment in full of the Redemption Price on all Preferred Securities or purchase and cancellation of all Preferred Securities or full payment of the Liquidation Distributions and liquidation of the Issuer, provided however that this Guarantee will continue to be effective or will be reinstated, as the case may be, if at any time payment of any sums paid under the Preferred Securities or this Guarantee must be restored by a Holder for any reason whatsoever.

12. Transfer

Subject to operation of law, all guarantees and agreements contained in this Guarantee shall bind the successors, assigns, receivers, trustees and representatives of the Bank and shall inure to the benefit of the Holders. The Bank shall not transfer its obligations hereunder without the prior approval of the Holders of not less than two-thirds of the Preferred Securities (excluding any Preferred Securities held by the Bank or any entity of which the Bank, either directly or indirectly, owns 20 per cent. or more of the voting shares or similar ownership interests), which consent shall be obtained in accordance with procedures contained in the Issuer's Articles of Association and the applicable law of Jersey; provided, however, that the foregoing shall not preclude the Bank from merging or consolidating with, or transferring or otherwise assigning all or substantially all of its assets to, a banking organisation organised under the laws of Greece or another European Union Member State, without obtaining any approval of such Holders.

13. Amendments

Except for those changes (a) required by paragraph 10(a) above, (b) which do not adversely affect the rights of Holders, or (c) necessary or desirable to give effect to any one or more transactions referred to in the proviso to paragraph 12 above (in any of which cases no agreement will be required), this Guarantee shall be changed only by agreement in writing signed by the Bank with the prior approval of the Holders of not less than two-thirds of the Preferred Securities (excluding any Preferred Securities held by the Bank or any entity of which the Bank, either directly or indirectly, owns 20 per cent. or more of the voting shares or other similar ownership interests), in accordance with the procedures contained in the Issuer's Articles of Association and the applicable law of Jersey.

14. Notices

Any notice, request or other communication required or permitted to be given hereunder to the Bank shall be given in writing by delivering the same against receipt therefor or by facsimile transmission (confirmed by mail) addressed to the Bank, as follows (and if so given, shall be deemed given upon mailing of confirmation, if given by facsimile transmission), to:

Alpha Bank AE
40 Stadiou Street
GR 102 52 Athens
Greece

Facsimile: + 30 2 10 326 4004
Attention: Head of Treasury Department

The address of the Bank may be changed at any time and from time to time and shall be the most recent such address furnished in writing by the Bank to Citibank, N.A. as Principal Paying and Transfer Agent.

Any notice, request or other communication required or permitted to be given hereunder to the Holders shall be given by the Bank in the same manner as notices sent by the Issuer to Holders.

15. Miscellaneous

- (a) This Guarantee is solely for the benefit of the Holders and is not separately transferable from the Preferred Securities.

- (b) The Bank will furnish any Holder, upon request of such Holder, with a copy of its annual report, and any interim reports made generally available by the Bank to holders of the ordinary shares of the Bank.
- (c) The Bank hereby waives notice of acceptance of this Guarantee and of any liability to which it applies or may apply, presentment, demand for payment, protest, notice of non-payment, notice of dishonour, notice of redemption and all other notices and demands.

16. Governing Law and Jurisdiction

- (a) This Guarantee is governed by, and shall be construed in accordance with, English law save that paragraphs 3 and 9(b) are governed by, and shall be construed in accordance with, Greek law.
- (b) The Bank hereby irrevocably agrees for the benefit of the Holders that the courts of England are to have jurisdiction to settle any disputes which may arise out of or in connection with this Guarantee and that accordingly any suit, action or proceedings arising out of or in connection therewith (together referred to as "Proceedings") may be brought in such courts.
- (c) The Bank irrevocably and unconditionally waives and agrees not to raise any objection which it may have now or subsequently to the laying of the venue of any Proceedings in the courts of England and any claim that any Proceedings have been brought in an inconvenient forum and further irrevocably and unconditionally agrees that a final judgment in any Proceedings brought in the courts of England shall be conclusive and binding upon the Bank and may be enforced in the courts of any other jurisdiction. Nothing contained in this paragraph shall limit any right to take Proceedings against the Bank in any other court of competent jurisdiction, nor shall the taking of Proceedings in one or more jurisdictions preclude the taking of Proceedings in any other competent jurisdictions, whether concurrently or not.
- (d) The Bank will receive service of process in respect of this Guarantee at its London branch for the time being (being at the date hereof, 66 Cannon Street, London EC4N 6EP) in respect of any Proceedings.

IN WITNESS WHEREOF this Guarantee has been manually executed as a deed poll on behalf of the Bank

Executed as a deed by
ALPHA BANK AE
acting by

.....
its duly authorised attorney

and

.....
its duly authorised attorney

in the presence of:

.....
Witness's signature

Name:

Address:

Dated 18th February 2005"

USE OF PROCEEDS

The net proceeds of the issue of the Preferred Securities, amounting to approximately €588,000,000, will be used by the Bank and/or its consolidated subsidiaries for general banking purposes.

ALPHA GROUP JERSEY LIMITED

History

Alpha Group Jersey Limited (the "Issuer") was incorporated in Jersey on 21st November, 2002 for an unlimited duration and with limited liability under the laws of Jersey with registered number 84392.

The registered office of the Issuer is Whiteley Chambers, Don Street, St. Helier, Jersey JE4 9WG. The Issuer has no place of business in Greece.

Business

The Issuer is a wholly-owned subsidiary of Alpha Bank AE. The Issuer has no subsidiaries. It was formed to act as a general finance vehicle for the Group.

Capitalisation and indebtedness

- (a) The existing issued Ordinary Securities of the Issuer are not listed on Euronext Amsterdam, the Frankfurt Stock Exchange or on any other stock exchange and are not dealt on any other recognised market.
- (b) The Issuer has an authorised share capital of up to €901,000,000 divided into 1,000,000 Ordinary Securities of €1 each, 300,000 Series A Floating Rate Non-cumulative Guaranteed Non-voting Preferred Securities of €1,000 each (the "Series A Preferred Securities") and 600,000 Series B CMS-Linked Non-cumulative Guaranteed Non-voting Preferred Securities of €1,000 each.

At the date hereof, 20,000 Ordinary Securities and 300,000 Series A Preferred Securities have been issued and are fully paid. 200,000 Series A Preferred Securities were issued on 5th December, 2002 and 100,000 Series A Preferred Securities were issued on 1st December, 2003.

The 300,000 Series A Preferred Securities are listed on the Luxembourg Stock Exchange. The Series A Preferred Securities carry a non-cumulative preferred dividend of three month EURIBOR plus a margin of 2.650 per cent. per annum up until 5th December, 2012, after which time the margin increases to 3.975 per cent. per annum. Dividends on the Series A Preferred Securities may be declared by the Directors in their sole discretion. Payment of preferred dividends are compulsory except that the Directors are not required to declare a dividend on the Series A Preferred Securities, if in the financial year, the Bank has not paid any dividend to the holders of its ordinary shares and neither the Bank nor any of its subsidiaries has made any distribution on or in respect of any class of junior obligations. Holders of the Series A Preferred Securities are not, other than in certain specified circumstances, entitled to receive notice of or attend and vote at meetings of the shareholders of the Issuer. In the event of a winding up, the holders of the Series A Preferred Securities are entitled to a return €1,000 per share plus any accrued and unpaid preferred dividends. The Series A Preferred Securities are redeemable, in whole but not in part, at the option of the Issuer on any dividend payment date on or after 5th December, 2012.

- (c) The holders of the Ordinary Securities and of the Series A Preferred Securities of the Issuer have no rights of pre-emption or preferential subscription rights in respect of the Preferred Securities.
- (d) No capital of the Issuer is under option or is agreed conditionally or unconditionally to be put under option.

Save as described above, since the date of its incorporation, the Issuer has not had outstanding any loan capital and has not incurred any other borrowings or indebtedness and has had no contingent liabilities or granted any guarantees.

Directors

- (a) The directors of the Issuer and their principal activities outside the Issuer are as follows:

<i>Name</i>	<i>Function in the Issuer</i>	<i>Principal Activity Outside the Issuer</i>
John Coxon	Director	Senior Manager Financial Control and Company Secretary of Alpha Bank London Limited and a Director of Alpha Credit Group PLC
George Kontos	Director	Manager of Alpha Bank AE
Nikolaos Zagorissios	Director	Employee of Alpha Bank AE
Michael Lombardi	Director	Partner of Ogier & Le Masurier, Jersey
Peter Gatehouse	Director	Director of Ogier SPV Services Limited

For the purpose of this Offering Circular, the business address of each of the directors is that of the Issuer's registered office.

- (b) The directors do not, and it is not proposed that they will, have service contracts with the Issuer. No director has entered into any transaction on behalf of the Issuer which is or was unusual in its nature of conditions or is or was significant to the business of the Issuer since its incorporation.

At the date of this Offering Circular, there were no loans granted or guarantees provided by the Issuer to any director.

- (c) As at the date of this Offering Circular, the directors have not received, nor is it expected that they will receive, any remuneration for the provision of their services as directors of the Issuer. Michael Lombardi is a partner of Ogier & Le Masurier and Peter Gatehouse is a director of Ogier SPV Services Limited, both of which derive fees from the provision of legal and administrative services to the Issuer.

- (d) The Articles of Association of the Issuer provide that:

"Subject to the provisions of the Law, any director may vote on any proposal, arrangement or contract in which he is materially interested provided he has disclosed the nature of his interest in it prior to its consideration and any vote thereon."

The remuneration of the directors shall from time to time be determined by the Issuer in general meeting.

Subject to the provisions of the Articles of Association, a director shall hold office until such time as he is removed from office by resolution of the Issuer in general meeting.

For purposes of the Issuer's Articles of Association, "Law" means the Companies (Jersey) Law, 1991, as the same may be amended from time to time.

Secretary

The Secretary of the Issuer is Ogier SPV Services Limited of Whiteley Chambers, Don Street, St. Helier, Jersey JE4 9WG.

General

- (a) KPMG Channel Islands Limited 5 St Andrew's Place, St. Helier, Jersey JE4 8WQ are the auditors to the Issuer. The Issuer prepares audited non-consolidated financial statements on an annual basis.
- (b) Audited financial statements of the Issuer have been prepared for the period from 21st November, 2002 to 31st December, 2002 and for the year ended 31st December, 2003. An unqualified audit opinion was issued thereon by KPMG.
- (c) No transactions have occurred since incorporation of the Issuer other than (i) the allotment of the shares and preferred securities described under "Capitalisation and Indebtedness" above, (ii) the issuance of €300,000,000 Series A Preferred Securities (as described above) and execution of documentation in relation thereto and in relation to the Preferred Securities.

ALPHA BANK AE AND THE ALPHA BANK GROUP

Definitions

In this Offering Circular the following expressions have the following meanings, unless the context otherwise requires or unless it is otherwise specifically provided:

"ATHEX"	means the Athens Exchange A.E.;
"ATM"	means automatic teller machine;
"CAGR"	means compound annual growth rate;
"CSD"	means the Central Securities Depository A.E.;
"EBRD"	means the European Bank for Reconstruction and Development;
"EMU"	means the European Economic Monetary Union implemented by certain member states of the European Union on 1st January, 1999;
"ERM"	means the Exchange Rate Mechanism of the European Monetary System; and
"EU"	means the European Union.

All references herein to "Greece", the "Republic", the "Republic of Greece", the "Greek State" are to the Hellenic Republic. All references herein to "Central Bank" or "Bank of Greece" are to the Bank of Greece.

Unless the context otherwise requires, references to "ACB" and the "Bank" are to Alpha Bank and references to the "ACB Group" or the "Group" are to ACB and its subsidiaries that are included in the consolidated financial statements of the Bank included elsewhere in this Offering Circular. References to "Ionian" are to Ionian and Popular Bank of Greece S.A. and references to the "Ionian Group" are to Ionian and its subsidiaries that are included in the consolidated financial statements of Ionian included elsewhere in this Offering Circular.

THE GROUP

The Bank and its subsidiaries (together, the "Alpha Bank Group" or the "Group") are one of the leading banking and financial services groups in Greece, offering a wide range of services including retail banking (deposits, consumer lending, credit cards, mortgage lending, leasing, factoring and lending to small and medium-sized enterprises), corporate banking, treasury operations, investment banking and brokerage services, asset management and private banking, insurance services and real estate management and brokerage. The Group's extensive national and international branch and ATM network, in combination with the advanced new on-line and telephone channels offering banking and brokerage services, are used to service approximately 2.3 million customers, particularly in retail and corporate deposit, loans and fund management accounts, which gives the Group a strong presence in the domestic Greek market as well as in the markets of South-Eastern Europe. The Group also has an international presence in London and New York.

The Bank's management considers other competitive strengths of the Group to include its large customer base, its highly motivated and trained personnel, its advanced IT systems and its recently reorganised and modernised branch network, which have extended its ability in product innovation and for offering a wide range of services and opportunities for cross-selling products of the Group through its traditional and alternative distribution channels.

The Bank is the largest private sector bank and the second largest bank in Greece. As at 30th September, 2004, consolidated total assets of the Bank were approximately €34.8 billion and customer deposits (including repos) were approximately €21.0 billion. Total shareholders' equity of the Bank on a consolidated basis was € 2.1 billion as of 30th September, 2004, with a total BIS ratio of 14.7 per cent. and Tier 1 capital ratio of 10.3 per cent. Approximately 60 per cent. of the Bank's funding is obtained through deposits.

The Bank's equity is widely held by approximately 125,000 shareholders. At the end of September 2004, institutional shareholders hold approximately 44.0 per cent. of the Bank's issued capital (of which 31.0 per cent. is held by foreign institutional investors and 13.0 per cent. by Greek institutional investors). No single shareholder owns an interest in excess of 3 per cent. of the issued share capital. Mr Y.S. Costopoulos, Chairman and Managing Director of the Bank, together with other members of the founding family held an aggregate of 9.4 per cent. of total shares outstanding. Finally, private shareholders own the remaining 46.6 per cent. of the Bank's share capital. Since March 2004, the Bank has in place a share buy back program for 3 per cent. of the total shares issued. This program has been approved by the Annual General Meeting of shareholders, according to the provisions of Greek law. Alpha Bank stocks are traded in the ATHEX, in the London Stock Exchange in the form of global depository receipts ("GDRs") and over-the-counter in the US in the form of American depository receipts ("ADRs").

The management of the Bank plans to enhance and maintain the Group's position as one of the leading banking and financial services groups in Greece. Following Greece's entry into the Eurozone as of 1st January, 2001, the Group has continued to exploit existing opportunities for expansion, provided by the dynamic growth of the Greek economy and the process of convergence of the Greek financial sector to EU levels. The Bank is expanding rapidly in the retail and the corporate sectors, as well as in the fund management and the investment banking sectors, all of which are characterised by growing demand.

The Bank has succeeded in increasing its share of the domestic retail sector and in particular in mortgage loans and in consumer credit and it has also succeeded in expanding its businesses with the corporate sector (where it had traditionally a commanding share) at a healthy rate. Moreover, net interest income and commissions continued to expand steadily leading to a substantial boost of profitability in 2003-2004. The management believes that the Group, following its reorganisation, its continuous technological advancement and its ongoing effort for effective control of its operational costs, is now well placed to continue expanding its strong position in the domestic market and to continue its careful expansion in the South-Eastern European market. The significant boost of the Group's profits in the 9 month period ended 30th September, 2004 serves as an indication of the good prospects of the Group in 2004 and in the following years.

The management will continue to seek growth in the Bank's businesses, while maintaining a relatively high capital adequacy ratio, asset quality as well as profitability. The Bank will continue to place emphasis on

advanced technological systems both for the branch network and for the central applications to increase efficiency. Presently the Group has succeeded in selling more than three products per customer and aims to further expand its cross-selling activities in the future. In addition, the Bank's MIS has enhanced its ability to identify new clients, as well as to monitor the existing client base and cross-sell fund management services, insurance and other products and improve the quality of the loan book.

The Bank intends to maintain and reinforce its policies of continuous product innovation and of technologically advanced ways of offering financial services, recognising the new competitive conditions applicable to the financial sector in Greece and the Eurozone. The Greek market and customers have become gradually accustomed to modern techniques and products in the financial sector and the Bank follows these developments closely and offers new products and processes, recognising the changing needs of its clientele. In particular, the Bank has been successfully offering a whole range of competitive fixed and floating rate residential mortgage and consumer loans and has succeeded in attracting the biggest share of new clients in these markets. The Bank also offers Alphaline, Alphaphone, Alpha web-banking and Alphatrade, which allow retail and corporate customers to access banking, financial and brokerage services via the telephone, personal computer, the internet and the mobile phone.

The management believes that significant opportunities exist to cross-sell Group products across the client base of the Group, notably insurance, brokerage services, leasing, factoring and, most importantly, fund management services including mutual funds, private banking and social security funds management, as the environment of relatively low interest rates and high economic growth and liquidity, will most certainly continue to imply a high demand for these services in the future. In particular, the management of the Bank expects a steady increase in the demand for investment products and services, as the Bank believes customers will continue to seek higher-yielding investment opportunities. This will help the growth of fee and commission income of the Group, which, management believes, that in combination with the maintenance of the net interest margin of the Bank at relatively high levels, will contribute to rising profitability.

The Bank regards mortgage and consumer lending as the most promising areas for further future expansion due to their current low level of development in Greece (outstanding balances at the end of August 2004 were approximately 29.2 per cent. of GDP) compared with the level of development of other markets in Europe and in particular in the Eurozone (outstanding balances are approximately 49 per cent. of GDP). In particular, the management expects a continuation in the strong growth in the utilisation of credit and debit cards in Greece. The Bank intends to consolidate its position as a major card acquirer (35 per cent. market share) and issuer (25 per cent. market share) of Visa, AMEX and MasterCard.

The management of the Bank considers that the Group's further expansion in Romania, Albania, Bulgaria, FYROM, Serbia and Cyprus will enable it to benefit from the increased political stability as well as the rationalisation and growth of the economies in South Eastern Europe, especially in the medium and long term. Additional branches are opened as required while opportunities for acquisitions are explored where appropriate, while the Group's investment in the region, amounting to around €250 million, is still relatively small in relation to the total assets of the Group as a whole. Nevertheless, the management of the Bank sees expansion in South Eastern Europe as an important part of the Group's growth strategy, with the aim of increasing earnings from these markets from 9 per cent. currently of total earnings of the Group to 15 per cent. by 2006. The operations in these areas focus on servicing domestic and foreign companies, including the Group's Greek clients active in the region, but in the last few years there have been growing opportunities in the retail banking business as well.

BUSINESS OF THE ALPHA BANK GROUP

Introduction

The Bank was established in 1879 as the banking branch of J.E. Costopoulos Company, a trading firm operating in the southern Peloponnesian town of Kalamata. As of 10th March, 1918, the Bank was incorporated as the Bank of Kalamata A.E. and, in 1924, having moved its headquarters to Athens during the same year, changed its name to Banque de Credit Commercial Hellenique A.E. The shares of the Bank were listed on the ATHEX in 1925. In 1947, its name was changed to Commercial Credit Bank, in 1972 to Credit Bank A.E. and in 1994 to Alpha Credit Bank A.E. On 19th April, 1999, the Group acquired 51 per cent. of the issued share capital of Ionian Bank for GRD 272 billion following a competitive bid process. On 11th April, 2000, the merger with Ionian Bank was approved through absorption by Alpha Credit Bank. The name of the enlarged, new bank, resulting from this merger was Alpha Bank A.E.

Alpha Group is also active in the international banking market, with a presence in New York, London, Jersey in the Channel Islands, Cyprus, Tirana, Sofia, Romania, FYROM and Serbia.

The Bank is incorporated and registered in the Hellenic Republic as a public company under Codified Law 2190/20, incorporated with limited liability (registered number 6066106/B/86105) for the period ending 2018. The life of the Bank may be extended by a resolution of the shareholders. The Bank is subject to regulation and supervision by the Bank of Greece and to Greek banking and accounting law.

The Structure of the Group

The organisation structure of the Alpha Group has been one of the main contributors for its successful development in the past decade. However, the increase in its size, the acquisition of the Ionian and the rapid developments in the market have rendered necessary a restructuring of the Group's organisation and operations. The administrative plan that has been adopted reflects current-day trends in the market and the size and sectors of the Group's activities, and is designed to serve adequately in the future.

All the activities of the companies of the Group are divided into four large Business Units, with enhanced management and administrative responsibilities. These Business Units comprise the branch network, corporate banking, investment banking and asset management. In particular:

- the Retail and Commercial Banking Business Unit undertakes retail banking with traditional banking methods but also new products and services, via alternative telecommunications channels;
- the Corporate Banking, Shipping and International Banking Business Unit assumes the responsibility for relations with large firms, shipping, and all Group international activities;
- the Investment Banking Business Unit includes brokerage and all consulting services to clients in Greece and abroad on corporate restructuring, mergers and acquisitions, IPOs, bond issues and share capital increases; and
- the Asset Management Business Unit undertakes the control and development of all asset management products and services, as well as private banking services of the Group and their promotion to institutional and affluent individual investors.

Each Business Unit has its own management committee/council. These four management committees/councils are responsible for the operation of the Business Units. The management of the Group's strategy and the co-ordination between Business Unit activities is undertaken by an Executive Committee.

Retail and Commercial Banking

The Bank is a major participant in the retail banking sector in Greece and has a domestic branch network of 374 bank branches and 17 private banking branches, supported by an ATM network of some 750 machines, of which 287 machines are off-site. Retail banking activities include deposits, investment products, bank assurance and standard insurance products, banking activities on commission (mutual funds, credit cards, capital transfers, brokerage activities, payroll services), loans to individuals (consumer and housing loans), loans to small and medium-sized firms, letters of guarantee, leasing and factoring. All these

conventional activities, and also many new banking services, and other services and products marketed by the Group companies, are being offered as self-contained, and in many cases as standardised products, at competitive prices, the main objective being to serve the requirements of the Bank's clients in the best possible way, be they individuals, institutional investors or small and medium-sized firms.

Customer savings: The Bank's principal deposits account is the Alpha 100 account, which offers competitive rates, overdraft facilities, combined credit card and cash card, debit card, chequebook and standing order facilities. Cards issued on the account can be used to make deposits and withdrawals throughout the Bank's ATM network. Further services include the Alpha 400/401 savings accounts (savings accounts with or without a saving book, and with life insurance and automatic monthly statements), as well as various categories of term deposit accounts, customer repos, sales of both government and Alpha Bank bonds and sales of mutual funds, capital guarantee products and other portfolio investment and bank-assurance products. Financial planners provide a full array of banking and investment services, as well as investment advice on the basis of a risk return profile of the customer, ascertained in an interview with each client.

Deposits, customer repos and Alpha Bank bonds sold to retail customers, effectively serving as time deposits, amounted to €24.7 billion in September 2004, compared with €22.7 billion at the end of 2003, and €23 billion at the end of 2002. Mutual funds amounted to €4.5 billion in September 2004, compared with €4.6 billion at the end of 2003 and €3.1 billion at the end of 2002. Thus, at the end of September 2004, money market mutual funds amounted to 46 per cent. of the total, equity funds amounted to 24 per cent., bond funds amounted to 28 per cent. and balanced funds amounted to 2 per cent. In the non-money market area, the Bank has 18.4 per cent. market share. Moreover, sales of government bonds amounted to €1.6 billion in September 2004, compared with €2.6 billion at the end of 2003 and €3.4 billion at the end of 2002.

Total client savings with the Group were estimated at €33.5 billion, including mutual funds, sales of securities and clients' funds under management (private banking and asset management)

Customer loans: The Bank has expanded its loan book and has increased its market share with both individuals (mortgage and consumer credit) and small and medium-sized firms.

In particular, in mortgages, during 2004 Alpha Bank introduced a new housing loan with an introductory interest rate of 3.5 per cent. fixed for one year, thus adding to the choice of interest rates available to its customers. The Bank also improved the flexibility available to all mortgage products by adding benefits including deferred repayment for 1 month, early repayments up to two monthly instalments per year without charge and an option to lengthen the duration for up to two years without charge, etc.

In addition to Alpha First Year Fixed Interest Rate Housing Loan, the mortgage loans currently on offer also include Alpha Housing Plan and Alpha Euro Rate. Alpha Housing Plan is a mortgage with a favourable interest rate of 4.0 per cent. for the first 18 months, and thereafter a choice of fixed interest rates for durations ranging from 3 to 15 years. Alpha Euro Rate is a variable interest rate mortgage, linked to the ECB interest rate. Finally, specifically for home refurbishment, the Bank offers Alpha House Repair Loans on flexible terms and procedures so as to reflect fully the specific needs of today's customers.

Alpha Bank finances up to 100 per cent. of the property's value or the construction/refurbishment budget, and the loan can also cover the expenditure related to the purchase (transfer tax and other transaction costs). Credit card and personal loans, and often special offers are available to all mortgage customers.

In the consumer loans sector, an increase was recorded in the following categories of products: (a) the Alpha 700 Open Personal Loan (with credit limit of €1,500 to €30,000), (b) the Alpha 702 Personal Loan, which, covers clients' personal needs (with credit limit of €1,500 to €30,000), and also, (c) the Alpha 710 Consumer Loan, for purchases of durable goods.

Moreover, the Bank introduced a new innovative product in the market, called Alpha X 5. This is a personal loan, which allows customers to obtain a personal loan with credit limit up to 5 times their monthly salary.

In addition, with the use of an advanced Internet technology, Alpha Bank has created a pioneering platform for a new loan scheme, which will allow specific retail firms (mainly specialising in the sale of cars and house appliances) to be able to facilitate the sale of their products using financing products offered by the

Bank. This financing scheme will also help the Bank to institute close relationships with the retail firms achieving very low operational costs.

Furthermore, with the intention of providing customers with greater ease of access to its financing products, Alpha Bank has created a call center for direct phone-applications with faster approval procedures. Trying to increase its consumer loans sales volume, the bank has conducted many promotional activities, such as advertising about its new products and direct mailing to its customers about its offers.

In the area of small and medium size firms, the Bank has expanded its loans portfolio and has increased its market share in small and medium sized firms. In particular, it has developed a series of innovative products exclusively designed to cover the finance requirements of firms and professionals depending on their yearly turnover.

For firms and professionals with yearly turnover up to Euro 75,000, the Bank offers loans for working capital with 10 per cent. refund on the amount of interest, loans for equipment/transport with interest refund 10 per cent., loans for business premises (Loan A 810, Alpha Leasing for business premises).

For firms and professionals with a turnover between Euro 75,000 and Euro 1,000,000, the Bank offers loans for working capital (loan for working capital with interest refund 10 per cent., Alpha 600 working capital with or without time limits), loans for equipment/vehicle (loan for equipment/transport with interest refund 10 per cent., Alpha Leasing for equipment/transport), loans for business premises (Alpha 810, Alpha Leasing for business premises and loans for fixed assets) and Alpha 500 (deposit account with overdraft facility).

Also, the Bank has developed the reward programme Alpha Pentathlon 2004, a group of products and services, aiming to cover special needs of firms and professionals. The products and services of the above mentioned programme have been grouped according to their nature in big five categories (loans, insurance products, electronic services, deposit accounts, cards). By collecting at least one product from every category of products/services, any firm will be considered a pentathlete and rewarded with a prize of its choice (software applications, corporate mobile telephony, participation in seminars on sales or management or tax/accounting).

The Bank provides a full range of corporate banking services to Greek companies, foreign corporations active in Greece and, to a lesser degree, public sector entities. Its portfolio at the end of June 2003 consisted principally of loans to trade (23 per cent. of total loans) and manufacturing (18 per cent. of total loans) sectors.

The Bank offers a number of services to its commercial customers including acceptance of deposits, short, medium and long-term lending both in euro and foreign currencies, bill discounting, foreign exchange dealing, dealings in treasury and money market instruments, letters of guarantee, factoring and leasing. Other services include capital markets and other cash and risk management services. The Bank also provides certain other banking services, including processing of its corporate customers, payrolls and clearing cheques and other money transfers for its customers.

The principal account for corporate customers is the Alpha 500 account, intended for clients who wish to maintain a single account that offers overdraft facilities and balance and account information. At the end of 2003, the Bank had approximately 50,000 corporate loan accounts outstanding. Alpha 620 is a three-year fixed rate loan for small to medium-sized companies, while Alpha 600, Alpha 605, Alpha 630 and Alpha 650 are targeted at large corporations. The Bank also provides corporate credit card services through a corporate Visa card and a corporate American Express card.

Total loans on a consolidated basis amounted to €22.4 billion at the end of September 2004 compared with €19.6 billion at the end of September 2003, registering an increase of 14.3 per cent. on a year-on-year basis. The Bank has one of the healthiest loan portfolios in the Greek banking market, with non-performing loans comprising less than 2.4 per cent. of its total loan portfolio at the end of 2003 and 2.6 per cent. at the end of June 2004. Loans to small and medium-sized firms as at the end of September 2004 represented approximately 45 per cent. of total loans, and loans to large corporations represented approximately 25 per cent. of total loans. Mortgage loans, to which the Bank placed special emphasis in 2002-2004, increased by 101 per cent. in 2002, by 30 per cent. in 2003 and by 23 per cent. on a year-on-year basis in September 2004, pushing Alpha Bank's market share to 14.3 per cent. at the end of June 2004, compared with 9.5 per cent. at

the end of 2001. Consumer loans (excluding credit cards) increased by 32 per cent. in 2002, by 35 per cent. in 2003 and by 52 per cent. on a year-on-year basis in September 2004, with Alpha Bank's market share reaching 12.6 per cent. at the end of June 2004, compared with 10.8 per cent. at the end of 2001.

Card Services: In the card business, Alpha Bank, with its twenty-two different products addressed to individuals and corporations, retains its leading position in the Greek market regarding both the issuance of credit cards (market share approximately 25 per cent.) and transaction clearing (market share approximately 35 per cent.). Alpha Bank is the only bank offering the entire range of Visa, American Express and MasterCard products.

Alpha Bank, the Official Bank of the Athens 2004 Olympic Games, was the exclusive Acquirer of all Visa transactions in the Olympic venues. The Athens 2004 Games successfully became the first Europay MasterCard Visa ("EMV") Olympics. In co-operation with Visa International, Alpha Bank utilised the latest technology (chip enabled terminals, wireless GSM, etc.) to create a flexible and safe transaction environment. The whole project ran smoothly despite its complexity in implementation.

The ATHENS 2004 VISA credit cards were the first Olympic banking products to be launched. These products were very popular, since cardholders had the privilege of participating actively in the preparations for the Athens 2004 Olympic Games. The first such card in circulation was the Gold ATHENS 2004 VISA, a unique, collectable, high-prestige card. In autumn 2001, the Silver ATHENS 2004 VISA card was launched, and as of January 2002, the ATHENS 2004 VISA Business. Part of the revenue generated from these cards was given to the Organising Committee of the Athens 2004 Olympic Games. All cards were participating in a reward program that offered the cardholders a variety of Olympic products as well as tickets for the Games. In June 2003, Alpha Bank in co-operation with the other two grand sponsors of the Olympic Games, OTE and COSMOTE (leading telecommunication companies), created a unique multi-retailer reward scheme called EPATHLON.

Alpha Bank completed the Athens 2004 Olympic series with Visa Money Olympic Games, the first EMV-Chip pre-paid card in the Greek Market. The card was addressed to national and international Sponsors, as well as the Olympic Family and its hospitality programs. In addition Athens 2004 Visa pre-paid cards for the general public were launched in two designs with the mascots of the Olympic Games on the face of the card.

Alpha Bank with about 1.6 million Visa cards (at the end of September 2004) has a leading position in the card market and is the largest Visa Issuer and Acquirer. The Dynamic Visa card, the co-branded cards with Carrefour stores is the most successful co-branded card in the Greek market. In the first nine months of 2004, the turnover of Visa credit cards increased by 25 per cent.

During 2003, Alpha Bank renewed the exclusive contract with American Express for another five-year period. In April 2004, Alpha Bank launched Blue from American Express, a card with a unique design, smart-chip features and built-in rewards. This was the first chip-based card presented into the public. In addition to that the American Express Membership Rewards scheme was introduced for the first time in the Greek market. The American Express credit card is available to the public and is the main vehicle for expanding the market share of American Express cards (September 2003—September 2004 saw an increase of 106 per cent.). The traditional American Express Green and American Express Gold cards maintain their leading position in the market regarding prestige and the Corporate American Express Card is considered the most distinguished corporate card. The total number of American Express cards increased by 71 per cent. (from September 2003 — September 2004) and the turnover by 35 per cent. in the first nine months of 2004.

The Bank consolidated its relationship with the Europay MasterCard International in early 2001 by issuing Alpha Bank MasterCard credit cards and Alpha Bank Maestro debit cards in early 2002. The portfolio of MasterCard and Maestro cards is growing fast and at the end of September 2004, around 300,000 cards were in use. The number of MasterCard credit cards increased by 60 per cent. (from September 2003 to September 2004) and the turnover by 50 per cent. in the first nine months of 2004.

In the field of department store cards, the Amway Card has been launched, in addition to Kalogirou and Nutriclub card.

In the last two years, the Bank has successfully utilised alternative channels for expanding the card business such as telemarketing, instant credit, direct mail and co-operations with retailers. In addition, in

order to reduce fraud transactions and enhance cardholder's protection, a new advanced fraud detecting system (Alaric) has been implemented for all card products during 2004.

Alpha Bank operates the largest Point of Sales ("POS") network in Greece, which is capable of clearing transactions of all major payment systems, Visa, MasterCard and American Express and consists of 35,000 EFT/POS terminals. During 2004 the migration of POS terminals to EMV and PIN, started. In October 2003, Alpha Bank and Eurobank agreed to develop a common POS network in Greece in order to take advantage of economies of scales and expand their Acquiring Business. Since 2003, Alpha Bank offers E-Commerce solution to merchants for Visa, MasterCard and American Express cards.

Alpha Insurance: In 1998, the joint venture with Generali Life was terminated, and Emporiki Insurance merged with Hellinobretanniki to form the new insurance company of the Group, Alpha Insurance. The Bank held initially 70 per cent. of the company's issued share capital and gradually increased its participation to 74.99 per cent. In June 2004, Alpha Bank increased its holding to almost 100 per cent. through the acquisition of 24.41 per cent. of the company's shares from minority shareholders.

Alpha Insurance is a composite insurance company offering life and general insurance coverage. It is constantly improving its position by gaining market share in the most profitable insurance sectors. Its general insurance portfolio has the best composition in the Greek general insurance market, since the loss making automobile sector accounts only for 21.2 per cent. of total production in general insurance as compared with 25.9 per cent. in 2002. Premium production in 2003 amounted to €134.1 million as compared with €122.3 million in 2002, an increase of 9.6 per cent.

Premia in the life insurance sector increased slightly by 5.4 per cent. to €59.1 million, while premia in the general insurance sector increased by 13.2 per cent. Alpha Insurance is one of the few companies in the Greek market advancing systematically the concept of bancassurance, by exploiting cross-selling opportunities within the Alpha Bank Group.

Alpha Insurance aims to achieve growth by reducing the exposure in the less profitable sectors and selecting carefully the risks assumed, in order to attain profitability rather than market share at all costs. Alpha Insurance increased its market share to 4.2 per cent. in 2003 as compared with 2.9 per cent. in 1998. By means of this self-sustained growth, it aims to become one of the top five companies in the market within three years. Alpha Insurance also intends to extend its network of 1,100 insurance advisors by concluding exclusive associations agreements and marketing banking products, such as mutual funds and loans for individuals, through the network. Constant attention is given to controlling and reducing operating costs.

Given the interest of the Alpha Bank Group in loans to the shipping industry, and that the Greek shipping sector is among the largest in the world, Alpha Insurance entered in January 2002 the field of shipping insurance brokerage by acquiring the company of P.P. Caramanos and Son (Insurance Brokers) A.E.

As of 31st December, 2003, Alpha Insurance had total assets of €353.4 million and own funds of €62.5 million. Profits before tax amounted to €2.8 million; an increase of 152 per cent. as compared with 2002. One of the main reasons for this result are attributed to the trading gains from the disposal of securities.

For the period ended on 30th June, 2004, Alpha Insurance posted profit before taxes of €1.2 million. As of the same date, total assets amounted to €370 million. Premia in both Life and General Insurance sectors increased to €72.5 million as compared with €64.8 million on 30th June, 2003.

Alpha Insurance participates in the share capital of the Alpha Bank Group companies, Alpha Insurance Romania and Alpha Insurance Cyprus Ltd with 14.99 per cent. and 17.95 per cent. respectively.

As of 30th June, 2004, Alpha Insurance had 389 employees.

Alpha Leasing: Alpha Leasing, established in 1981, provides a wide range of finance leases to approximately 4,000 customers. Major tax incentives that permit both interest and capital payments to be tax deductible have contributed to the rapid expansion of the leasing industry, bringing with it increased competition. Alpha Leasing is the largest leasing company in Greece, with a market share of approximately 18 per cent., based on leased assets. At the end of 2003 leased assets amounted to €777.6 million as compared with €720.1 million at the end of 2002. Following legislative changes that took place during 1999 and recent

tax laws, commercial real estate leasing has become important and Alpha Leasing has captured a leading market share in this particular sector.

Alpha Leasing is listed on the Athex. In February 2004, Alpha Bank announced a voluntary Public Tender Offer to acquire all minority holdings in Alpha Leasing. The Tender Offer was successful and the Bank increased its participation to 98.19 per cent. at the end of the Acceptance Period. Through subsequent open market purchases, Alpha Bank held directly and indirectly, as of 30th September, 2004, shares equal to 99.28 per cent. of the total outstanding shares in Alpha Leasing.

As of 31st December, 2003 Alpha Leasing had a market capitalisation of €216.1 million and posted profits before tax of €5.4 million, as compared with profits before tax of €15.3 million in 2002, due to an extraordinary provision of €14.3 million relating to a change in the accounting treatment of certain real estate. Total revenues increased to €161.7 million as compared with €150.5 million in 2002. Own funds as of the same date amounted to €253.4 million and total assets to €349.6 million.

On 30th June, 2004 the company had a market capitalisation of €257.3 million. Its pre-tax profit totalled €7.6 million and total assets €587.7 million.

As of 30th June, 2004, Alpha Leasing had 56 employees.

ABC Factors: ABC Factors was founded in 1995 as a 50/50 joint venture between the Bank and the Bank of Cyprus. It was the first Greek firm offering factoring services in Greece.

Services

offered include standard factoring for both domestic and international transactions and discounting of client invoices. Since its establishment, ABC Factors has been the factoring services market leader in Greece based on assigned invoices turnover and profits before tax. In October 2001, Alpha Bank acquired the remaining 50 per cent. of ABC Factors' share capital previously held by Bank of Cyprus.

For the year ended 31st December, 2003, profitability was enhanced, mainly as a result of the successful promotion of factoring services through Alpha Bank's branches. Despite high competition in the sector, ABC Factors retained a leading market share of 50 per cent. In 2003, profits before tax amounted to €9.4 million as compared with €7.7million in 2002. The value of active factoring contracts increased to €1.7 billion and total revenues (net interest and fee income) to €29.3 million. As of 31st December, 2003, own funds amounted to €41.2 million and total assets to €407.2 million.

For the period ended on 30th June, 2004, the company posted a pre-tax profit of €5.0 million. Total assets, as of the same date, amounted to €390.9 million.

As of 30th June, 2004, ABC Factors had 88 employees.

Corporate Banking, Shipping and International Activities

Corporate Banking: Over 2003, Alpha Bank's competitive position in the corporate banking market was further strengthened. The level of total financings surpassed Euro 3 billion, an increase of 10 per cent. against 2002, whilst the percentage contribution of the corporate loan portfolio to the Bank's total loan book rose to 14 per cent.

As in previous years, emphasis was placed on achieving optimal financial results, with respect to "risk reward" ratios, the quality of the loan portfolio, and non-interest income enhancement. It is noteworthy that 92 per cent. of total credits extended to large corporates under management and are of investment grade quality. In spite of difficult market conditions, no non-performing issues were raised.

The Bank had a primary role in the arrangement of the most significant lending transactions undertaken by large corporates in the Greek market, beyond its bilateral facilities. In particular, the Bank participated with a total amount of Euro 270 million in 19 syndicated loan and bond issues, in 14 of which it acted as Lead Arranger or Co-Arranger.

In addition, increased synergies were achieved through the cross selling of Alpha group products and services, beyond traditional corporate loans, such as retail banking products and services (credit cards, consumer and mortgage lending), private banking, leasing, factoring, project finance, insurance products, and investment banking services (IPOs, advisories, etc).

At the same time, the Bank's cross border activities increased significantly in countries in which the Bank has a regional presence and particularly in South-Eastern Europe. These activities contributed further to the Group's profitability and assisted greatly in the further development of corporate relationships.

The significant size and quality of the loan portfolio in combination with the high quality of services offered place the Bank in a leading position in the Corporate Banking market.

Shipping Finance: Shipping has traditionally been an important sector in the Greek economy. The Group did not have any presence in the ship finance area until 1996, when the decision was taken to diversify into marine finance through the establishment of a specialised shipping finance division operated by experienced personnel in a specialised branch in Piraeus (from 1998), the Greek shipping centre. The Bank already had a small portfolio of loans in the shipping sector following the acquisition in 1994 of the Commercial Bank of London PLC, now called Alpha Bank London Limited. The Bank has gradually and conservatively expanded its activities in this area and is today considered an important player in shipping finance in Greece, with a fully performing, high quality portfolio.

Between 1998 and 2003, the Bank extended its activities considerably in financing the shipping sector. The solid foundations laid over six years of active presence in the sector enabled a further growth of its portfolio and parallel activities, which in total yielded improved returns. In 2004, following a conservative policy (counter cyclical approach), the shipping portfolio remained unchanged. The balance of loans to the shipping sector as of 30th June, 2004 amounted to €0.9 billion, accounting for 4.0 per cent. of the Bank's total loans.

International Banking Activities

A significant factor reinforcing the presence of Greek firms in South-Eastern Europe is the improvement in the economic and political situation in the region. The advancement of important structural reforms in conjunction with the application of sound reconstruction and development programmes, contributes to the attainment of rapid growth and reinforces demand for financial services, rendering such countries very attractive. These factors have encouraged the Bank to keep strengthening its presence in the region. Currently, eight branches operate in Albania, one in Bulgaria, and three branches in Serbia and Montenegro. Group banks operate in Romania and in FYROM. The size and strong financial base of the Bank, in conjunction with its flexible structure, the high level of its technological infrastructure and its knowledge of economic, social and cultural conditions in these countries, allow it to expand rapidly the range of its activities.

Albania: The Bank's first branch in Albania commenced operations in Tirana in January 1998. Currently seven more branches operate in Durres, Elbassan, Gjirokaster, Berati, Vlora, Fier and in the Kakavja customs office. In the context of dealing with the increasing competition and with offering the best possible service to its clients, a further expansion is planned for 2005. The Bank's branch network in Albania is financing some of the most important business enterprises in the country and maintains the largest loan portfolio amongst all the banks operating there. Since 2003 the branch offers housing and consumer loans to its clientele. The personnel of our branches in Albania consist of 63 people.

Serbia and Montenegro: The Bank has been active in Serbia since 2002. The first branch commenced operations in Belgrade in July 2002 and was quickly followed by two more branches. The three branches now employ 32 people and offer the full range of banking services.

Bulgaria: The Sofia branch has been in operation since 1995 and undertakes all banking activities. It has advanced loans to important businesses (mainly Greek-owned) and holds a large number of accounts in local and other currencies. Following to the Bank's plan for the network expansion in South-Eastern Europe, the Sofia branch has been relocated, upgraded and restructured offering a better and faster service to its customers. Two new branches will be opened in the near future in Plovdiv and Varna. Also, the Bank plans to expand its network further in 2005. The branch employs currently 28 people.

Romania: Alpha Bank Romania ("ABR") (formerly Banca Bucuresti SA) was established in 1994. Through Alpha Bank Romania, the Bank was the first Greek bank to have operations in Romania. ABR was established to serve the Greek commercial presence in Romania and to take advantage of an undeveloped banking market. ABR is present in the main industrial and commercial cities of Romania through a network of 19 branches (seven are located in Bucharest and twelve in other cities in Romania) all of which are linked

by an on-line/real-time system. It was the first bank in Romania to operate with on-line communications to its branches.

ABR has posted steady growth and has managed to capture a significant share of the Romanian financial services market. It offers banking services to local and international firms. Through the other group companies in Romania, it has extended its activities into brokerage, investment banking, leasing and financial consulting services. It offers modern financial products and services such as Repos and Alphaline, and has a presence in the mortgage market.

During 2003, ABR expanded its network of branches, increased its loan portfolio by 51.8 per cent. (representing 69.4 per cent. of total assets) as well as its client base (both corporate and retail), and continued targeting the retail segment predominantly through mortgage loans. The number of clients increased by approximately 29 per cent. from 30,400 in 2002 to over 39,000 in 2003. On 31st December, 2003, ABR had total assets of €536.7 million, outstanding loans of €371.9 million and customer deposits of €214.8 million. Net profits increased to €6.9 million as compared with €5.7 million in 2002. Net interest income increased by comparison to 2002, due to the decreasing trend of interest rates in both banks' and customers' deposits. The net fee and commission income increased due to an increase in the number of clients, accounts, loans and the volume of documentary operations.

As of 30th June, 2004, total assets amounted to €628.7 million, customer loans to €458.5 million, and customer deposits to €252.3 million. For the same period ABR posted pre-tax profits of €3.3 million. The Bank owned, directly and indirectly, 96.41 per cent. of the issued share capital of ABR.

During the last few years, the Bank has increased its participation in the share capital of ABR, by means of successive share purchases of the minority shareholders. These transactions are in line with the Group's strategy to buy out the minorities of its core business subsidiaries. In August 2000, an Italian bank, Banca Monte Dei Paschi di Siena, acquired a participation in the share capital of ABR, which currently stands at 3.5 per cent.

As of 30th June, 2004, ABR had 607 employees.

Alpha Leasing Romania is one of the leading leasing companies in Romania, and has consistently grown since 1998, with a significant and healthy client portfolio of almost 1,000 local companies which enjoy the immediate and uninterrupted fulfilment of their needs and the best quality of services in the local leasing market. Despite the increased domestic and foreign competition, Alpha Leasing Romania maintains a leading position in the local market. Following market trends, as well as internal policies on credit risk and the robustness of the equipment portfolio, vehicles still represent the major part of Alpha Leasing Romania's business. Of the new assets booked during 2003, around 75.4 per cent. were vehicles, 19.88 per cent. was industrial equipment, 3.41 per cent. was office equipment and 1.29 per cent. was other types of equipment. In 2003, Alpha Leasing Romania had booked new leased assets of €36.1 million.

As of 31st December, 2003, total assets amounted to €40.7 million, revenues to €5.4 million and profits before tax amounted to €2 million, as compared with €1.5 million in 2002.

For the period ended at 30th June, 2004, the company posted a pre-tax profit of €1.4 million and had total assets of €46.6 million. In September 2004, Alpha Bank acquired shares held by minority shareholders, and thus currently holds, directly and indirectly, 99.18 per cent. of the total outstanding shares in the company.

As of 30th June, 2004, the company had 31 employees.

Alpha Finance Romania ("AFR") was established in 1994 as one of the first Romanian brokerage companies and now is one of the most active securities houses providing a full range of both brokerage and corporate finance services. Since then, AFR has built its reputation on the successful completion of complex and innovative transactions. It was nominated in 1999 as the Best Broker in Romania by prestigious international and local publications. It is also a founding member of the Bucharest Stock Exchange ("BSE") and of the National Association of Securities Dealers ("ANSVM"). AFR has developed an impressive presence in the brokerage field, being among the few and first Romanian brokerage houses that represented foreign portfolio investors in Romania by developing methods and techniques to satisfy western trading, settlement, custodian and reporting requirements. AFR strengthened further its market share in 2003 to 7.36 and 4.28 per cent. taking the first and fifth positions respectively, in the overall ranking among brokerage

houses in terms of the accumulated annual traded volume on both the Rasdaq market and the Bucharest Stock Exchange. Due to its in-depth knowledge of the developing Romanian capital markets and financial services sector as well as its top quality disseminated equity research, AFR has become the preferred local investment banking partner for global investment banks.

As of 31st December, 2003, AFR posted profits before tax of €0.09 million, as compared with a profit of €0.03 million in 2002, mainly due to the improvement in corporate finance activities and trading profits from the proprietary trading portfolio, coupled with the reduction in operating expenses. For the period ending 31st December, 2003, own funds amounted to €1.1 million and total assets were €1.7 million.

As of 30th June, 2004, the company posted profits before tax of €0.04 million. Total assets, as of the same date, amounted to €2.4 million. The Bank held, directly and indirectly, 99.11 per cent. of the company's share capital.

As of 30th June, 2004, AFR had 21 employees.

FYROM: In January 2000, the Bank concluded the acquisition of Kreditna Banka AD Skopje (renamed Alpha Bank AD Skopje), the fourth largest bank in FYROM. The initial participation in its share capital of 65 per cent. has been further increased to 100 per cent., through the purchase of the outstanding minority shares in April 2000 and in August 2002. Through Alpha Bank AD Skopje, the Bank aims to exploit an undeveloped banking market while at the same time serving the strong Greek commercial presence in Skopje. Three years after it was acquired by the Bank, Alpha Bank AD Skopje has been gaining the confidence of the business community and the depositors in FYROM and it was designated among the top ten companies in the country by the Skopje Chamber of Commerce. Moreover, it aims to achieve a higher market share in the retail banking within the next few years.

It provides traditional banking services, mainly to selected corporate clients. Its branch network includes seven branches.

In 2003, customer deposits amounted to €28.6 million. Customer loans, increased by 68.3 per cent. up to €17.2 million, while Alpha Bank AD Skopje pursued the improvement of asset quality and credit risk management.

In 2003, Alpha Bank AD Skopje's return on assets was 4.83 per cent. and the net interest margin was 4.89 per cent. Profit before taxes remained relatively flat amounting to €2.0 million in 2003. Total assets of the bank as of 31st December, 2003, amounted to €48.1 million and own funds to €19.4 million.

As of 30th June, 2004, total assets amounted to €41.3 million and profit before taxes to €1.2 million. As of the same date, Alpha Bank AD Skopje had 84 employees.

Cyprus: Alpha Bank Cyprus ("ABC") In October 1998, the Bank acquired 75 per cent. of the issued share capital of Lombard Natwest Bank, a subsidiary of the NatWest Group in Cyprus, which was then renamed Alpha Bank Cyprus. Through subsequent share purchases, the Bank has increased its stake to 100 per cent. of ABC's issued share capital.

ABC is one of the largest commercial banks in Cyprus, with a market share of approximately 8 per cent. of the loan market (year end 2003). It offers full banking services and is active in retail and corporate banking. Through its subsidiaries Alpha Finance, Alpha Asset Finance, Alpha Trustees and Alpha Insurance Company, it also covers a broad spectrum of other financial and insurance services. It has a network of 27 branches in all major cities of Cyprus, and the establishment of new Branches in selected locations is in progress. In March 2002, the new Main Branch of Nicosia was inaugurated.

In 2002, ABC launched new products in retail banking, and bancassurance. In 2001, ABC had also introduced housing and consumer loans and the Alpha Financial Planning Service. ABC is upgrading its branch network in accordance with the Group's standards, while a pilot programme employing a client-based approach has started operating successfully.

The rapid growth and expansion of operations, necessitated the enlargement of the bank's capital base and therefore, in years 2000 and 2001, ABC has effected share capital increases of CYP 50 million.

On 31st December, 2003, total assets amounted to CYP 1,041.7 million, profit before taxes to CYP 1.4 million and shareholder's funds to CYP 100.4 million. Profit before tax in 2003 (CYP 1.4 million)

was lower than 2002 (CYP 8.5 million) profits due to the increased provisions (from CYP 5.8 million in 2002 to CYP 16.2 million in 2003) for doubtful receivables and the change in accounting treatment on accrued interest from non-performing loans. Loans to customers amounted to CYP 636.0 million and customer deposits to CYP 685.7 million.

During the first six months of 2004, Alpha Bank Cyprus posted a profit of CYP 5.4 million. Its total assets amounted to CYP 1,196.0 million. As of the same date, ABC had 569 employees.

Alpha Insurance Cyprus ("AIC") was founded in Cyprus in 1993, under the name "Metropolitan Insurance Ltd". In 1999 Alpha Bank Group acquired a majority shareholding in the company, which was subsequently renamed Alpha Insurance Cyprus.

AIC is an insurance company offering both life and non-life products. It is present in all major cities of Cyprus, with 11 branches.

In 2003, it had market shares of 3.3 per cent. and 2.6 per cent. in the general and life insurance sectors respectively, and posted substantial growth in the general insurance sector outperforming significantly the average sector growth rates. For the period ending 31st December, 2003, it posted a profit before tax of CYP 0.03 million. Own funds amounted to CYP 1.9 million.

For the period ending 30th June, 2004, the company posted a profit before tax CYP 0.15 million. Total premia in both the general and life insurance sectors amounted to CYP 5.3 million. As of the same date, the Bank held, indirectly, 99.89 per cent. of the company's share capital.

As of 30th June, 2004, AIC had 75 employees.

United Kingdom and Jersey: The Group also has an established presence in the British Isles, via its London Branch, Alpha Bank London Limited, Alpha Credit Group PLC and Alpha Bank Jersey Limited.

The London Branch of the Bank specialises in corporate banking activities.

Alpha Bank London Limited ("ABL") has been a wholly-owned subsidiary of the Bank since 1994. It was founded in London in 1922 as The Commercial Bank of the Near East Limited and in 1990 changed its name to Commercial Bank of London PLC. On 1st February, 1995 the name was changed to ABL. It is licensed to conduct banking activities in the United Kingdom and is regulated by the Financial Services Authority (supervising the provision of financial services in the United Kingdom). ABL has two Branches (City and Mayfair) and a wholly-owned subsidiary since 1997, named Alpha Bank Jersey, providing private banking services.

ABL provides traditional retail banking services and products, as well as mutual funds and nominee services. It is particularly active in property lending and private banking services, targeting expatriates in the Greek community. ABL intends to focus more on private and corporate banking activities, rationalising the retail segment by concentrating on low cost/high profit clients. It is equipped with modern systems and applications, which it constantly improves and upgrades, and offers services on a par with those offered by Alpha Bank in Greece aiming at a further expansion of its activities. Amongst its priorities for the next three-year period is to develop and utilise on-line banking solutions.

On 31st December, 2003, loans to customers, on a consolidated basis, amounted to GBP 203.8 million and customer deposits totalled GBP 398.3 million. Total assets amounted to GBP 481.8 million and own funds to GBP 57.0 million. Profits before tax amounted to GBP 4.04 million, posting an increase of 9.2 per cent., despite a low interest rate environment, the depreciation in value of the US Dollar against the British Pound and the increased competition for Euro deposits. This increase can be mainly attributed to interest free deposits from the Organising Committee of the Olympic Games.

As of 30th June, 2004, ABL posted, on a consolidated basis, total assets of GBP 447.9 million and pre-tax profits of GBP 2.07 million. ABL has 54 employees.

Alpha Credit Group PLC was set up in April 1999 in the UK and is an issuer under the Bank's EUR12 billion Euro Medium Term Note Programme. It is a finance subsidiary and its only activity is to raise funds and on-lend them to Alpha Bank.

Alpha Credit Group PLC currently has €8,044 million of the notes outstanding under the Programme and has on-lent the full cash proceeds to the Bank. The Bank owns 100 per cent. of Alpha Credit Group PLC's share capital.

Alpha Bank Jersey completed its sixth full trading year on 31st December, 2003, with profits before tax amounting to GBP 0.13 million. From 1st October, 2002, it took over the management of its own banking operations following Royal Bank of Canada's decision to no longer offer a managed banking service. On 31st December, 2003, Alpha Bank Jersey's total assets amounted to GBP 119.3 million, total loans to GBP 11.98 million and customer deposits to GBP 112.6 million. As of 30th June, 2004, total assets amounted to GBP 93.9 million and pre-tax profits to GBP 0.09 million.

Investment Banking

Alpha Finance: Investment banking and the provision of consulting and brokerage services are undertaken by Alpha Finance. Alpha Finance is one of the leading securities firms active in the Athex with a market share of 8.68 (incl. block trades) per cent. in 2003, ranking third out of 87 brokerage companies. Despite the low volume of activity in the domestic capital market, Alpha Finance has maintained its strong presence in the Greek market. Beyond conventional brokerage transactions in the primary and secondary markets, the range of Alpha Finance's activities has broadened considerably to encompass underwriting and fiduciary services, and consulting services in share capital increases accompanied by parallel private placements. It is also active in the derivatives and capital markets, mergers, acquisitions, restructurings and privatisations. Alpha Finance increased its market share in 2003 to 8.68 per cent. as compared with 7.7 per cent. in 2002.

In 2003, revenue derived from Alpha Finance's corporate finance division amounted to €6.7 million whereas revenue from the brokerage division amounted to €10.2 million. Alpha Finance was active in almost all Greek privatisations, with the most important being the offering of shares of OPAP and the Public Power Corporation. Alpha Finance, through its advisory section, advised Philip Morris US and Vodafone UK in their respective Tender Offers for the acquisition of minority shareholdings in listed affiliate companies Papastratos S.A. and Panafon-Vodafone S.A.

For the period ended 31st December, 2003, Alpha Finance posted profits before tax of €4.3 million, as compared with €0.8 million in 2002, mainly as a result of increased revenues from corporate finance and brokerage services, as well as a decrease in staff and administration expenses. Own funds amounted to €37.7 million and total assets to €98.2 million.

For the first six months of 2004, the company posted a profit of €4.3 million, as compared to a loss of €1.4 million in the relevant period of 2003. Total assets, as of the same date, amounted to €76.4 million. The Bank held directly 99.62 per cent. and indirectly 0.38 per cent. of the company's issued share capital.

As of 30th June, 2004, Alpha Finance had 130 employees.

Alpha Finance US Corporation ("AFUS"): AFUS was established in New York in 1999. AFUS is a broker/dealer committed to serving the international needs of US Institutional and Private Clients. Through the Bank's subsidiaries and network of over 450 Branches in Greece, Great Britain, Cyprus, Romania, Bulgaria, Albania, and FYROM, AFUS is able to leverage its regional expertise in South-Eastern Europe by providing research, execution, and clearing services on an agency basis for equity and fixed income securities. Each AFUS client has direct access to South-Eastern European regional markets through the company's equity sales force.

AFUS is responsible for establishing a representative office of Alpha Bank in North America.

The Bank holds 100 per cent. of the company's share capital.

As of 30th June, 2004, AFUS had 4 employees.

Alpha Ventures ("AV"): AV is the venture capital arm of the Group, was established in 1990 and is one of the main venture capital firms in Greece.

AV provides start-up and development capital to newly established or growth companies not listed on the stock exchange. It invests in the form of equity and/or convertible debt, typically through a participation in a capital increase rather than a purchase of existing shares. AV generally takes a minority position varying

from 10 per cent. to 33 per cent. of the share capital of a company. Prospects for the venture capital/private equity sector are favourable, despite the current outlook of the Greek capital market. Demand for venture capital financing is expected to increase considerably in forthcoming years.

During the last three years, considerable progress was made as regards the process of restructuring the company in the following areas: application of internal procedures and MIS systems, development of new investment activities and rationalisation of the existing investment portfolio.

For the period ended 31st December, 2003, AV had profits before tax of €2.6 million, as compared with losses of €1.3 million in 2002, which can be mainly attributed to the profits earned from two divestments. As of the same date AV had total assets of €11.2 million and own funds of €11.1 million.

As of 30th June, 2004, the company posted losses of €0.13 million. Its total assets reached €11.1 million and own funds to €10.7 million.

All new venture capital and private equity investments of the Group are made through a new fund established in 2001 by the Bank, the Alpha Equity Fund. The management of this fund has been undertaken by AV. The approved capital for investments amounts to €44.0 million and up to year end 2003, €11.6 million have been invested. In 2003, Alpha Ventures assessed 71 investment proposals and made two new investments by means of participating in share capital increases.

AV is a fully owned subsidiary of the Bank. As of 30th June, 2004, the company had 8 employees.

Moreover, the Investment Banking Business Unit supervises the Group Treasury and its Sales and Trading Activities. The Bank is active in the interbank money, bond and derivatives markets, contributing to the Group's results. The use of sophisticated systems to measure market risk has contributed considerably to limiting risk, to the immediate adaptation to market conditions, and to improved performance. The Bank is active in the domestic primary and secondary bond markets. It has retained its high market share aimed at providing better service to clients from Greece and abroad. In addition the Bank is an active participant in both the primary and secondary European/Southeastern Europe debt markets. It also participated in organising and completing syndicated loans in the Greek and International markets. The trading units of the Treasury Division cover a wide range of products such as foreign exchange spot and forwards, foreign exchange swaps, money markets, options, debt securities and derivatives. The sales and market research units of the Treasury Division support the customer business of the Bank and provide products and services that fulfil the customer's treasury needs.

Asset Management

The management of funds entrusted to the Group by its clients and several other categories of investment services are undertaken by Alpha Asset Management and Alpha Investment Services. They develop new products on the market, manage and develop relationships with institutional investors, and manage the portfolios of the Group's mutual funds, its private banking clients and other customers. Promotion of investment products and services to private individuals is undertaken under the brand name Alpha Private Bank, which now encompasses, under a common management and strategy, the clients and networks of the Bank's Private Banking Division and of the Group company, Alpha Investment Services.

Alpha Investment Services ("AIS"): AIS was established in April 2001 in line with the Group's new administrative structure. The company is part of the Alpha Private Bank brand and it has undertaken the development and promotion of investment services and products to affluent individual investors. The substantial growth and the increasing complexity of money and capital markets in Greece as well as the expected shift of Greek investors towards international markets have developed the need for advanced and specialised financial advice. AIS promotes its services through a specialised network of 17 branches which are located in major Greek cities, out of which 13 are owned by AIS and four by the Bank. For 2003, AIS's turnover amounted to €4.5 million, its losses to €0.9 million, it had own funds of €2.4 million and total assets to €3.2 million.

As of 30th June, 2004, total assets amounted to €4.8 million, own funds to €4.2 million and profits before tax to €0.8 million. As of the same date, AIS had 102 employees.

The company is a fully owned subsidiary of the Bank.

Alpha Asset Management ("AAM"): AAM was established in 2000 in line with the new administrative structure of the Group and with the objective to provide institutional asset management services. Its activities encompass portfolio management, analysis of investment opportunities, research for new products and development of relationships with institutional investors. It provides portfolio management services to Alpha Mutual Fund Management, to Alpha Insurance and to other institutional clients. AAM manages a bond fund for IKA (Greek Social Insurance Institute), Greece's largest public sector pension fund and co-manages the assets of EDEKT-OTE, one of the largest private pension funds.

For 2003, AAM's turnover increased to €8.0 million, and profits before tax to €5.9 million due to the containment of operating expenses. As of 31st December, 2003, own funds amounted to €4.9 million and total assets to €11.4 million.

As of 30th June, 2004, total assets amounted to €8.7 million and pre-tax profits to €3.6 million. As of 30th June, 2004, AAM had 25 employees.

The company is a fully owned subsidiary of the Bank.

Alpha Mutual Fund Management Company ("AMFMC"): AMFMC is one of the leading open-end mutual fund management companies in Greece with a market share of 15.1 per cent. in 2003 (or 16.0 per cent. if money-market funds are excluded) up from 12.2 per cent. in 2002. With a market share of 22.7 per cent., AMFMC is also the biggest player in the Greek equities fund market. As of 30th June, 2004, AMFMC offers perhaps the widest selection of all mutual fund companies in Greece. A comprehensive range of 26 funds (seven bonds, 12 equity, four mixed and three money market) includes propositions from the Greek, European, US and Global markets with both actively and passively managed funds. In December, 2003, four new equity funds were launched, two of them covering the segment of high-tech and healthcare global industries while the other two are aggressive strategy funds for the Greek and Global markets. Shares in the funds are mainly sold and bought through a comprehensive on-line transaction network by Alpha Bank Branches, Alpha Private Bank Centres and by the insurance advisers of Alpha Insurance Company.

For 2003, AMFMC's turnover and gross operating profit amounted to €34.3 million and €15.6 million respectively and profits before tax to €14.4 million. Own funds amounted to €39.5 million and total assets €52.6 million.

As of 30th June, 2004, the company posted profits before taxes of €7.9 million. Total assets amounted to €52.4 million.

The prospects for the mutual fund management sector in Greece are favourable, despite the negative trends of the past 12 months. AMFMC's objectives include further differentiation and rationalisation of the product spectrum, the use of alternative networks, and co-ordination with Group companies towards promoting sales.

On 30th June, 2004, the Bank held, directly and indirectly 100 per cent. of the issued share capital of Alpha Mutual Fund Management. As of the same date, AMFMC had 35 employees.

Other Activities of the Group

Delta Singular: Major developments took place in the Delta Singular Group in 2004. In March of 2004 the company spun off its two core activities, namely IT Outsourcing Services and Systems Integration, into wholly owned subsidiary companies, Delta Singular Outsourcing Services and Delta Singular System Integrator. The third core activity of the Group, Software Development, had already been spun off to Singular Software in previous years. Delta Singular subsequently proceeded to sell Delta Singular Outsourcing Services to a US based dominant global corporation, First Data Corp. The value of the transaction topped €206 million and the Boards of Directors of both Alpha Bank and Delta Singular simultaneously proposed a merger between the two companies with a share exchange ratio of 10 Delta Singular shares to 1 Alpha Bank share. The merger balance sheet date was set for 31st July, 2004 and the merger is expected to be completed in the first half of 2005. As a result of the merger, Alpha Bank will issue approximately 7.56 million shares.

Having sold the most profitable segment of its business, and given the fact that the Greek IT sector has been facing a prolonged crisis, Delta Singular then proceeded with the sale of the other two companies, Delta

Singular System Integrator and Singular Software, to GIT Holdings — a company focused in investments in the Greek IT sector — for a total value of €26.5 million.

For the period ended 31st December, 2003, Delta Singular, on a consolidated basis, had total assets of €243 million and own funds of €149.9 million.

As of the merger balance sheet of 31st July, 2004, total assets amounted to €274.7 million and own funds amounted to €244.9 million.

The Bank currently holds, directly and indirectly, 38.76 per cent. of the company's issued share capital.

Alpha Astika Akinita ("AAA"): AAA was founded by the Bank in 1942. In June 1999, AAA's shares were listed on the Athex and subsequently the Bank's holding decreased to 51.79 per cent. of its issued share capital. As of 31st December, 2003, AAA's market capitalisation amounted to €82.3 million.

AAA offers a full range of services in the real estate sector. It acts as a broker or representative during the sale and purchase of real estate property and manages, leases and maintains property of clients. It also prepares valuations and development studies of real estate property owned by third parties, individuals and welfare funds and other institutions. In the area of assessments, large project certification, real estate development studies and investment assessment, the company is certified with the quality assurance system ISO 9000. It has a 29.1 per cent. stake in Propindex, a company, which acts as a valuer in the real estate sector. AAA aims to provide comprehensive services to Greek and foreign clients, in collaboration with Alpha Private Bank and the Group companies Alpha Asset Management and Alpha Finance US.

On 31st December, 2003, AAA had total assets €101.1 million and own funds of €91.6 million. Turnover amounted to €15.9 million, remaining relatively flat over 2002. Profits before tax increased by 28.7 per cent., amounted to €11.7 million, including €1.8 million of capital gains from the sale of a real estate property.

For the six month period ended 30th June, 2004, the company posted a pre-tax profit of €4.7 million. Total assets, as of the same date, amounted to €97.6 million and the market capitalisation of the company was €79.8 million. The Bank currently holds, directly or indirectly, 52.86 per cent. of its issued share capital.

As of 30th June, 2004, AAA had 37 employees

ICAP

Since 1964, ICAP has been a market leader in business information and financial services, consulting and market research. Its activities fall into two large categories:

- (a) **Financial Information—Publications**: ICAP manages one of the largest commercial and financial databases in Greece, with a wide coverage of Greek companies. It has four branches in major Greek cities. For 38 years it published the unique "Greek Financial Guide" which is translated in English and distributed all around the world. The company is also a market leader in specialised business publications. In the year 2002, Financial Information and Publications accounted for 69.7 per cent. of total turnover.
- (b) **Market Research—Business Consulting**: It is one of the top five management consulting companies in Greece. In 2002, turnover from this particular sector accounted for 30.3 per cent. of total turnover.

As of 31st December, 2003, ICAP's total assets amounted to €20.0 million and own funds to €16.3 million. Turnover totalled €16.7 million and profits before tax increased by 71.2 per cent. to €2.1 million, mainly due to the reduction in operating expenses and non-occurrence of a portfolio revaluation loss posted in 2002.

For the six month period ended 30th June, 2004, the company posted a pre-tax profit of €1.2 million. Total assets, as of the same date, amounted to €20.4 million.

In April 2001, the Bank transferred to Commercial Bank of Greece 20 per cent. of ICAP's share capital. However, it still remains the largest shareholder with a participation of 26.96 per cent. As of 30th June, 2004, ICAP had 295 employees.

Ionian Hotel Enterprises ("IHE"): IHE was established in 1957 with the aim of constructing and operating high-quality hotel units. IHE is listed on the Athex and its market capitalisation, as of 31st December, 2003, amounted to €155.0 million. On the same date, the Bank held, directly and indirectly, 87.23 per cent. of IHE's issued share capital.

IHE owns the Athens Hilton and the Hilton Rhodes Resort. In June 2000, IHE concluded a new 10-year agreement with Hilton International to manage Athens Hilton, and an agreement to manage the Hilton Rhodes Resort. The Athens Hilton has been undergoing a full renovation since November 2001, which was completed before the 2004 Olympic Games.

IHE had a turnover of €27.2 million in 2003, as compared with €7.6 million in 2002, mainly due to the fact that the Athens Hilton became fully operational. For the same reason, IHE posted losses in 2003 of €4.4 million. Own funds as of 31st December, 2003 amounted to €108.7 million and total assets to €276.4 million.

As of 30th June, 2004, the company had losses of €3.1 million and a turnover of €19.3 million, although the figures are not comparable with the respective ones in 2003. Own funds reached €100.8 million and total assets €284.1 million.

As of 30th June, 2004, IHE had a total of 713, both permanent and seasonal, employees.

Ionian Holdings: Ionian Holdings is a company incorporated in the Hellenic Republic. It is a former subsidiary of Ionian Bank (formerly Ionian Finance) and under the new Group structure constitutes a holding company. As of 31st December, 2003, Ionian Holdings held 20 per cent. of the share capital of Alpha Mutual Funds Management Company, 0.3 per cent. of the issued share capital of Alpha Finance, 0.4 per cent. of Alpha Leasing, 1 per cent. of Alpha Equity Fund, 1 per cent. of Alpha Asset Management and 4.7 per cent. of Unisystems.

As a result of the merger between the Bank and the former Alpha Finance, which was effected through a share-exchange scheme in April 2001, Ionian Holdings exchanged its holding into former Alpha Finance with newly issued Alpha Bank shares, acquiring 9.7 per cent. of the Bank's issued share capital.

On 10th September, 2003, Ionian Holdings placed its entire participation in Alpha Bank A.E., i.e. 8.6 per cent. of the share capital of Alpha Bank A.E., to institutional investors in Greece and abroad, via an accelerated book-build. The total size of the placement amounted to €273 million and directly strengthened the capital adequacy of Alpha Bank Group.

For the period ended 31st December, 2003, Ionian Holdings posted profits before tax of €97.0 million, due to one-off gains related to the private placement to institutional investors of Alpha Bank shares held in treasury. Own funds, as of the same date, amounted to €342.0 million and total assets to €354.5 million.

As of 30th June, 2004, the company had profits before tax of €0.2 million. Own funds amounted to €343.2 million and total assets amounted to €342.7 million.

Distribution Network

Branch network: The Group possesses an extensive branch network (Alpha Bank: 374 branches in Greece and 13 branches abroad, Alpha Private Bank: 17 branches, Alpha Bank Cyprus: 27 branches, Alpha Bank Romania: 19 branches, Alpha Bank AD Skopje: 7 branches, Alpha Bank London Ltd: 2 branches).

ATM network. The Bank created the first ATM network in Greece, which numbered 747 machines at the end of 2003. The ATMs are installed in branches or other premises (277 off-site locations) and cover the entire country. The branches of the Group's banks in Romania and Cyprus are also equipped with ATMs, and the first ATM in Albania installed in the Tirana branch is currently in operation.

The services provided by the Bank's ATMs have been augmented with additional facilities, such as transfer between Alpha Bank accounts, payment of mobile telephone subscription bills, card renewal (topping-up) on mobile card phones, updates of customer portfolios maintained by Alpha Finance, and settlement of clients' obligations to other companies, on a 24-hour basis.

Alternative Distribution Channels: In addition to the existing ATM and EFT/POS networks, the Bank provides banking services via alternative distribution channels. The first stage of the creation of the

infrastructure for the uniform characteristics of alternative distribution channels' customers was completed in 2001. All subscribers to the Alpha Web Banking, Alphaphone Call Centre and Alphaline units are gradually being brought into the system. Alpha Web Banking: Continuing its successful offer of free-of-charge banking services via the internet, the Bank has extended the range of services on offer. Subscribers, whose numbers increased by 73 per cent. by September 2004 as compared with September 2003, have now new facilities including mutual funds' updates, new payments (including fixed and mobile telephone bills), etc. A new component has been added for online maintenance of the user's profile (adding new accounts, credit cards, loans). Transactions (Jan to Sep 2004) increased by 74 per cent. as compared to 2003. Alpha Web Banking constantly holds a market share of about 50 per cent. in the public sector's electronic payments (VAT, Security Funds). A new version of Alpha Web Banking system specialised for company's use was launched June 2004.

Alphaline (PC-Banking): A new version of Alphaline (PC Banking service for corporate customers) has been launched aiming initially to facilitate multi-layer authorisation and control for execution of transactions of the member companies. The new system will gradually fulfil the cash/balance management needs of big companies. Alphaline has 2500 subscribers.

Call Centre: The Call Centre has been installed on the premises of First Data Hellas and is currently in operation. The Call Centre already provides information about products and services to all customers, offers a variety of phone banking transactions to Alphaphone subscribers and performs programmed outbound calls on the basis of the criteria submitted by users.

Business-to-business electronic commerce: The Bank has a 15 per cent. share in the company CosmoOne Hellas MarketSite S.A. ("CosmoOne"), which provides B2B e-commerce services by creating e-marketplaces and applications such as e-procurement or e-auctions. Apart from being a shareholder in CosmoOne, the Bank is also a customer, having already executed via its facilities successful auctions for procuring supplies. It is also intending to offer added value banking and financial services to customers the Bank shares with CosmoOne.

Operations and IT initiatives

In the year 2003, a significant reengineering program was launched covering all Bank's areas and activities. The main objective is to optimise the delivery of the "right" technology solutions at the "right" cost which will enhance the business proposition by providing seamless product supply chain, flawless customer services, paperless environment and supporting growth of annuity revenue.

The reengineering programme (which is in progress) based on a four year strategic plan (2004-2007) is leading to substantial cost reduction and enhancement of product offering. The programme's main activities are: Reengineering, simplification and standardisation of process flows, elimination of paper, consolidation of homogenous processing capabilities into centres of excellence of nationwide coverage (including the activities of local and international subsidiaries and branches) emphasis on automation and electronic delivery and focus on products.

Projects that have been or will be completed by the end of the year are: SAP accounting platform, Consolidation of several back office functions, Implementation of Electronic Funds Transfer state of the art System with anti money-laundering function, consolidation of SWIFT capabilities, Cheque Processing Center just to mention a few.

Several other projects are in advanced stage like Bank Trade System, Housing Loans Application, or scheduled for the coming year like Enterprise Workflow Engine, Loan Application, Image Processing and Electronic Archiving and Basel II.

Other areas covered by the reengineering program are telecommunications, network infrastructure, continuous enhancing of cards and alternative channels environment, outsourcing based on certain criteria etc.

Management Information Systems ("MIS")

In June 1998, the Bank established the MIS Division to oversee the management information system. The system has enormously improved information for strategic management decisions, marketing of new products, pricing, cost reduction, etc.

Since June 2000, the profitability of the Bank has been monitored on a business unit basis, while at the same time the application for the performance measurement of clients and specific groups of clients is being developed.

The MIS Division is responsible for providing budgeting and actual results and also for the profitability of the Group with a view to achieving more accurate, precise and detailed reporting to Management.

A team from the MIS Division is co-operating with consultants from SAP to install the Controlling Module (CO) in the Bank.

The majority of information produced by the MIS division is available on the Bank's Intranet for use by all branches, divisions and, of course, management, according to their respective needs.

Risk Management

The Risk Management Division is responsible for measuring market, credit, liquidity, operational risk, control limits and the risk adjusted returns on capital for the Group. It is also responsible for preparing material for the Asset Liability Committee, which meets once a month.

The Bank uses the Value at Risk ("VAR") methodology to measure market risk. Back-testing is performed on a daily basis in order to check the validity of the models. The Risk Management Division is responsible for controlling trading limits. Trading activity in the dealing rooms in Cyprus, Bulgaria, and Romania is limited. However, in the near future the Bank plans to integrate VAR methodology in all dealing rooms. From 2002, the Bank installed KVAR+ credit risk module and is able to measure accurately the credit risk associated with treasury products (corporate bonds, interbank placements, etc).

For the banking book, the Risk Management Division uses IPS-Sendero as the asset liability management system.

For the measurement of credit risk, the Bank has a credit rating system, which assigns ratings to borrowers on the basis of financial data, previous payment behaviour and various qualitative criteria. Moreover the Bank has instituted specific approval limits at every level of approval and a specific credit policy depending on credit risk assessments. Finally the Bank continuously monitors changes in the creditworthiness of its borrowers and responds appropriately.

Internal Audit

The Bank has maintained an Internal Audit and Inspection Division (the "Division"). It is an independent, objective assurance and consulting activity designed to add value and improve the Bank's operations. It helps the Bank to accomplish its objectives by bringing a systematic disciplined approach to evaluate and improve the effectiveness of risk management, control and governance processes.

The main purpose of the Division is to assess the adequacy, application and effectiveness of internal controls within the Bank and the Group. The scope of internal audit also includes an assessment of the adequacy, application and effectiveness of risk management and corporate governance procedures, the financial information systems, testing of transactions and procedures, adherence to legal and regulatory requirements and special investigations.

The Division reports its findings and appraisals to the Board of Directors through the Audit Committee at least quarterly.

An annual risk-based audit engagement plan, developed by the Division (after considering a number of factors) and approved by the Audit Committee, serves as the basic determinant of the Units of the Bank to be audited throughout the year (whether Branches, Division or Affiliate Companies). Past history indicates that approximately two years are required for a complete branch network audit cycle.

The Division has a sufficient number of auditors that cumulatively possess the necessary knowledge and experience to effectively carry out the assigned tasks, including a team of IT Auditors.

According to Act No 2438/98 of the Bank of Greece, the Division is responsible for evaluating the adequacy and quality of the loan portfolio and its summary is reported to the Audit Committee. A copy of this report is submitted to the Bank of Greece.

A quality assurance review of the internal audit function is performed on a regular basis every three years. The independence and the effectiveness of the Division has been assessed by PricewaterhouseCoopers Business Solutions for the period 2001-2003 and the certificate, without any notice, was submitted to the Board of Directors and the Bank of Greece.

Statistical Information

Information included in this section, except where otherwise specifically referenced as relating to the Group, relates to the Bank only and does not include the Bank's consolidated subsidiaries. In addition, where information is specified as referring to the Bank's domestic activities, such information excludes the activities of the Bank's foreign branches. As at 31st December, 2002, the Bank accounted for approximately 95 per cent. of the Group's total assets.

The statistical data presented below may differ from data included in the financial statements of the Group and of the Bank included elsewhere in this Offering Circular. In certain cases, the statistical data are derived from statutory reports and from statistical data reported in the forms prescribed by the Bank of Greece for regulatory purposes. Such data are compiled as part of the Bank's financial reporting and management information systems.

Custodian Services

The operations division of the Bank performs the custodian functions of the Alpha Bank Group. These services are offered to domestic and foreign institutional clients. The Bank holds approximately €4.9 billion of portfolio value on behalf of its clients. Profits of the Bank attributable to the provision of custody services were €3.5 million in 2003. The Bank's principal customers for custodian services are brokerage firms, insurance companies and mutual funds, including Alpha Mutual Fund Management Company which is the Bank's largest single custodial client.

Employment

As of 30th September, 2004, the Group employed 9,129 persons of which 7,231 in the Bank. During 2003, a programme offering retirement incentives was introduced. The programme facilitated the departure of about 6 per cent. of the Group employees and facilitated the promotion of new echelons.

Training of the Bank's employees is an important objective, with a view to reinforcing middle management. In-house training includes seminars on professional areas of interest such as management, product awareness and marketing. This training is held primarily at the Bank's training facilities in Athens. Employees are also offered an opportunity to attend external training courses both in Greece and abroad. E-learning has been recently introduced as a pilot programme in many branches.

Almost all of the Bank's staff are members of one of the trade unions operating within the banking sector. Each of these trade unions falls under the umbrella of the general union of banking sector employees ("OTOE") and, ultimately, the General Confederation of Greek Workers. Collective bargaining agreements are normally signed between representatives of the Greek banks and OTOE and then implemented by each Bank in conjunction with its own unions. Several topics are discussed and agreed between the involved parties every one or two years. The Bank maintains good relations with its personnel unions and there have not been any industrial disputes affecting the Bank during the last fourteen years.

According to studies made for International Accounting Standards purposes as of 31st December, 2003, the Bank had an outstanding obligation to the pension fund of approximately €133.7 million. In order to meet this obligation, the Bank's annual contribution to the pension fund for 2004 will amount to €52.3 million. The Bank's obligation to the pension fund, and accordingly, its annual contribution is subject to annual actuarial review. Moreover, the Bank has undertaken a liability estimated at €30 million (after tax), which was disclosed in the Bank's Notes to the Accounts in June 2004, deriving from the welfare branch of the main retirement benefits plan of the former Ionian Bank employees, which was incorporated into the State's social security plan (IKA) in early 2004.

The Group's Asset and Loan Portfolio

The following table shows a breakdown of the Group's assets:

	At 31st December,		As of 30th September,
	2002	2003	2004
	(Millions of Euro)		
Assets			
Cash and balances with Central Banks	1,412.6	1,150.4	1,528.5
Treasury bills and other eligible bills for refinancing with the Central Bank	2,190.2	417.1	1,557.5
Placements with, and loan and advances to, other banks	4,167.1	6,440.6	7,412.7
Government and other securities held for dealing purposes	2,242.6	1,300.4	625.1
Loans and advances to customers, net	17,595.4	19,845.4	21,771.5
Investments	223.2	262.4	313.4
Intangible assets, net	80.3	86.6	101.5
Tangible assets, net	336.8	717.5	722.9
Other assets	607.0	582.5	728.8
Total Assets	28,855.2	30,802.9	34,761.9

Funding: As of 30th September, 2004, total consolidated customers deposits amounted to €21.1 million compared to €21.9 million in the corresponding period in 2003 (a decrease of 3.6 per cent.). Management estimates that the Bank's total customer deposits including Alpha Bank bonds in 2003 represented approximately 14.6 per cent. of the customer deposits of all banks operating in Greece.

The following table shows a breakdown of the Group's deposits:

	At 31st December,		As of 30th September,
	2002	2003	2004
	(Millions of Euro)		
Current accounts	4,188.6	4,561.9	5,062.2
Savings accounts	8,227.1	8,610.0	8,880.7
Time deposits	5,100.6	5,247.0	4,920.0
Other amounts due	5,674.7	3,388.3	2,260.8
Total	23,191.0	21,807.2	21,123.7

As of 30th September, 2004, the Group's deposits, in currencies other than euro, amounted to €5.7 million (approximately 27.1 per cent. of total deposits). Deposits are subject to a 2 per cent. reserve requirement by the Bank of Greece.

Lending: The Bank offers a wide range of credit instruments to domestic and foreign businesses, the Greek State (which includes state and municipal corporations and central government) and households, including term loans, the discounting of commercial bills and the provision of overdraft facilities, guarantees and letters of credit.

The following table shows a breakdown of the Group's loan portfolio (excluding inter-bank loan) as a percentage of its total loan portfolio as at the dates indicated:

	At 31st December,		As of 30th September,
	2002	2003	2004
	(per cent.)		
Trade	21.7	20.7	20.1
Manufacturing	19.3	15.6	17.2
Individuals (consumer, credit cards, mortgages)	23.6	26.3	28.6
Government	3.6	2.4	1.7
Shipping	5.2	4.2	3.9
Tourism	5.2	5.8	5.7
Leasing	3.4	3.5	3.8
Other	18.0	21.5	19.0
Total	100.0	100.0	100.0

The Bank follows what it believes to be prudent lending policies based on a thorough evaluation of its customers' creditworthiness.

Depending on the size of the exposure, loan applications are examined by the branches, regional head offices, the Bank's Area Credit Committee and the Bank's Senior Credit Committee. The Bank also actively monitors the changing Greek economic environment in order to identify potential risks in its portfolio. A comprehensive credit analysis procedure is undertaken. The Bank is in the process of developing and implementing a more sophisticated asset and liability management system. The Bank, as at December 2003, has a non-performing loan book at 2.8 per cent, which is lower than many of its competitors, and has enjoyed a decline in bad loans as a proportion of the total loan portfolio. A new MIS is being developed to enhance the monitoring of credit risk.

The majority of the Bank's loans are in Euros. The share of foreign exchange at 30th June, 2004 represents approximately 7.9 per cent. of the total loans outstanding. The Bank incurs limited foreign exchange risk from its foreign currency lending as it aims to match foreign currency funding and lending.

As of June 2003, the Bank of Greece issued the Governor's act 2523/12.6.2003, which provides for the abolition of various restrictions applied in consumer credit extended by domestic banks. In particular, the restrictions that were abolished were the following: (a) the provision that the amount of credit that Greek banks in aggregate were able to grant to an individual should not exceed €24,000 per year per individual; (b) the provision that the amount of credit advanced without limitation on use should not exceed €3,000; (c) the provision that the amount of overdrafts from a sight deposit account should not exceed €1,500 and (d) the provision that the amount cash withdrawal through credit cards should not exceed €1,000 per month. These limits were not applicable to house mortgage loans. Both mortgage and consumer lending, following this final act of complete liberalisation of the market, are expected to continue to be a robustly growing aspect of the Bank's business.

Credit Analysis Procedures

The Bank follows a set procedure for the approval of new loans and the review of existing facilities. Branches, according to their size, enjoy the discretion to authorise loans up to given limits of €0.6 million to €1.6 million. Above these limits, approval must be sought from one of the 8 regional head offices, which may authorise loans up to €10 million.

Loan applications beyond the regional head office's discretion are submitted to the appropriate Executive General Manager. If the actual or potential exposure to a customer is in excess of €5 million, the credit application must first be reviewed by the Bank's Credit Division before being submitted to the relevant authorisation level. The approval of all loan applications which give rise to an actual or potential exposure to a customer in excess of €30 million is subject to the confirmation of the Bank's Board of Directors.

Apart from reviewing large exposures in excess of €5 million, the role of the Credit Division is to report to the Bank's appropriate Committee (depending on the size of the Bank's potential exposure) on problematic issues or areas within each of the sectors in which the Bank undertakes credit risk. In addition, the Credit Division conducts creditworthiness reviews and analyses and reports on sectorial economic data relevant to the Bank's business.

Exposures to groups of interrelated counterparties are considered on a consolidated basis. Credit lines are reviewed once a year, or more frequently (semi-annually) depending on the loan's risk factor (as calculated by the Bank's internal risk measurement system).

Loan Loss Provisions and Experience

Problem Loans — Classification

For statutory purposes, the Bank's classification policy with regard to problem loans is as follows:

- (a) *Non-performing loans:* If interest or principal on a loan has not been paid for up to three months, the relevant branch initiates collection procedures immediately by notifying the borrower that payment has not been made. These loans are classified as in arrears until payments on the loan have been overdue for more than three months. At this stage, the loan is referred to the Non-Performing Loans Division and thereafter classified as non-performing on the Bank's balance sheet. If, after further attempts by the Non-Performing Loan Division to recover outstanding arrears, the loan remains overdue, formal notice of default is given to the borrower, court proceedings are commenced and the whole loan becomes immediately due.
- (b) *Bad debts:* After court proceedings are commenced, the Bank reviews the relevant loan and determines, having regard to the collateral available, the financial position of the borrower and any guarantor, the strength of the Bank's case and the amount of the loan which is likely to ultimately be recoverable. To the extent that all or part of the loan is considered unlikely to be recovered, or if the Bank considers that it will be unsuccessful in the relevant court proceedings, the loan (or relevant part thereof) is treated as a bad debt. Prior to the determination of court proceedings, the position in relation to each loan is reviewed on a regular basis and, in any case, at least annually.

Non-performing loans, subject to limits of between €60,000 and €175,000 are managed by the relevant branch depending on the size of the branch. The Non-Performing Loans Division has general discretion to manage non-performing loans greater than €175,000 but not exceeding €3 million, to initiate litigation for loans greater than €60,000 but not exceeding €3 million, and to auction property for loans up to €2 million or to enforce bankruptcy or insolvency proceedings for loans not exceeding €3 million. Members of the Non-Performing Loans Committee include an Executive General Manager and the acting principal officer of the Non-Performing Loans Division and representation from the Bank's legal department. Non-performing loans greater than €3 million but not exceeding €5 million are managed by the Non-Performing Loans Committee, which is headed by the Executive General Manager. Non-performing loans in excess of €5 million are considered by a committee which includes the Chairman or the Executive General Manager. Non-performing loans in excess of €10 million are referred to the Board, which reviews the position on the basis of the recommendations of the division.

Loan Loss Provisions

The Bank's usual practice has been to write off semi-annually an amount approximating to the increase in bad debts in the relevant year. Any such writing-off of bad debts has no effect on the profit and loss accounts of the Bank until the amounts written off exceed available total loan loss provisions. In this event, additional provision would be made in the profit and loss account. The Bank has never had to make such an additional provision.

Banks in Greece are allowed, for tax purposes, to provide for loan losses of up to 1 per cent. of the average annual balance of their loan portfolio, except for loans guaranteed by the Greek State (primarily to entities owned by the Greek State). Consequently, for statutory purposes, the Bank makes loan loss provisions on this basis by charging its Profit and Loss Account. In addition, the Bank follows the policy of writing off uncollectable balances during the year by reducing the loan loss reserves. At 30th June, 2003, the

balance of loan loss reserves was €369 million. The management of the Bank considers this to be adequate to cover loan losses.

Non-performing loans are expected to increase as lending increases, although the Bank expects that non-performing loans, as a proportion of the loan portfolio, will remain relatively low. As of 30th June, 2004, non-performing loans represented 2.6 per cent., and bad debts represented 0.5 per cent. of all loans, respectively. Bad debts are fully provided for with specific provisions. Branch managers are encouraged to inform the Non-Performing Loans Division of any specific adverse factors affecting a borrower's ability to repay loans.

The following table provides a breakdown of the Bank's non-consolidated loan loss provisions and amounts written off as at the dates and for the periods indicated:

	<i>At 31st December,</i>		<i>As of</i>
	<i>2002</i>	<i>2003</i>	<i>30th June,</i>
	<i>(Millions of Euro)</i>		
Loan Quality			
Total loans	15,260.8	17,947.0	19,295.0
Non-performing loans	331.4	434.4	503.5
Bad debts	35.3	62.4	116.7
Total loan loss provisions	315.0	439.7	529.9
Addition to loan provisions during the year	139.1	166.2	92.2
Amounts written off during the year	53.0	41.5	2.0
	<i>(per cent.)</i>		
Non-performing loans as a percentage of total loans(1)	2.4	2.4	2.6
Bad debts as a percentage of total loans (1)	0.2	0.4	0.6
Bad debts as a percentage of non-performing loans	9.6	12.6	19.5
Loan loss provisions as a percentage of total loans (1)	2.1	2.5	2.8
Loan loss provisions as a percentage of non-performing loans	85.9	88.5	88.4
Write-offs as a percentage of non-performing loans	14.5	8.4	3.8

Note:

(1) Loans to the public sector and guaranteed by the Greek State are not included

Asset and Liability Management

The Bank's asset and liability management policy is designed to structure its balance sheet in order to control exposure to liquidity, interest rate and exchange rate risks, as well as to enable the Bank to take advantage of market opportunities which it believes may contribute to its profits. Overall responsibility resides with the general management of the Bank to determine its general asset and liability policy. Day-to-day asset and liability management is delegated to the Treasury Division. The positions that could be taken by each operating unit are, however, limited by specific guidelines established by the general management relating to interest rate, exchange rate and liquidity exposure.

Interest Rate Exposure

Exposure to interest rates arises where the Bank has a mismatch of assets and liabilities in which interest rates change from time to time. The Bank closely monitors overall exposure to interest rate risk and the impact that individual transactions may have on such exposure. The Bank's policy is to manage closely interest rate exposures and to limit the potentially adverse consequence of interest rate movements on profitability while seeking to take advantage of opportunities presented by prevailing or expected trends in market interest rates.

The Bank principally uses a maturity gap analysis to measure interest rate risk, which measures shifts in the value of the Bank's assets as a result of a 1 per cent. change in interest rates.

Exchange Rate Exposure

The Bank's goal in managing exchange rate exposure is to minimise the effect of exchange rate movements on profitability. The Bank adheres to the Bank of Greece guidelines and endeavours to match its foreign currency denominated assets with liabilities denominated in those same currencies.

The following table sets out the Group's assets and liabilities by those denominated in Euro and those denominated in other currencies for the Group as of 30th June, 2004. Implied foreign exchange mismatches are covered through off-balance sheet transactions.

As of 30th June, 2004					
	EURO	USD	JPY	Other Foreign Currencies	Total
(in million EUR)					
Assets					
Cash and due from Central Bank ..	955.0	91.5	0.0	158.7	1,205.2
Securities owned	2,522.2	236.6	0.0	193.1	2,951.9
Credit institutions, gross .. .	4,129.2	436.2	8.0	64.1	4,637.5
Customers net	18,299.8	1,351.4	172.3	1,517.9	21,341.4
All other assets.. . . .	1,423.3	13.9	2.4	62.6	1,502.2
Total assets.. . . .	27,329.5	2,129.6	182.7	1,996.4	31,638.2
Liabilities					
Credit institutions	235.1	218.2	1.4	265.2	719.9
Customers	13,603.6	2,154.2	1,415.1	1,425.5	18,598.4
Repurchase agreements	2,957.0	0.0	0.0	0.0	2,957.0
All other liabilities.. . . .	6,845.4	16.7	2.0	76.9	6,941.0
Total liabilities.. . . .	23,641.1	2,389.1	1,418.5	1,767.6	29,216.3
Net Balance Sheet Position	3,688.4	(259.5)	(1,235.8)	228.8	2,421.9
Net Off Balance Sheet Position	(1,607.8)	281.5	1,237.2	99.4	10.3

Capital Adequacy

The capital adequacy ratios applicable to Greek banks conform to EU requirements, which in turn reflect the guidelines of the Basel Committee. See "Supervision" below. On a consolidated basis the Tier 1 capital ratio at 30th September, 2004, calculated in accordance with Greek GAAP, was 10.3 per cent. while the capital adequacy ratio was 14.7 per cent.

Supervision

The Greek banking system is supervised by the Bank of Greece, which is the country's central bank. The Governor and Deputy Governor of the Bank of Greece are currently nominated by the government, which is also able to influence the election of the remaining nine members of the Central Bank's general council. The Central Bank is responsible for: the issue of bank notes; the conduct of monetary policy; the licensing of new banks and the supervision of banking mergers and acquisitions; the authorisation of foreign banks wishing to establish branches in Greece; and the protection of bank depositors. Generally, the Central Bank is charged with ensuring the soundness of the banking system and serving as lender of last resort to banks.

According to regulations set by the Central Bank of Greece, up to 1999, an amount representing the 12 per cent. of the average balances of specific categories of customer deposits, was maintained equally in either interest and non-interest bearing deposits with the Central Bank of Greece, and was not readily available to finance the Bank's day to day operations. In the course of 2000, this percentage was reduced to 2 per cent. In this respect, Central Bank of Greece released 10 per cent. of the excess amount on 1st January, 2001, while the remaining 90 per cent. has been released in three equal semi-annual instalments starting July

2001. The above funds are restricted and can become available only after the approval of Central Bank of Greece, following a written 30-day notice. The remaining accounts with the Central Bank of Greece relate to balances that are used for daily settlements and other activities and are available for withdrawal at any time during the year.

The Bank of Greece is responsible generally for the continuing supervision of banks, which are in turn required to provide information on a regular basis which enables the Bank of Greece to assess the solvency and liquidity of each bank, as well as the adequacy of its internal controls. Specifically, the Bank of Greece requires each bank operating in Greece to submit to it on a monthly, quarterly, semi-annual and annual basis, detailed statements of such bank's general financial position, liquidity, loan portfolio, provisions, deposits, investments, foreign currency transactions, assets and certain other details.

Treasury

The Treasury Division is responsible for managing the Bank's assets and liabilities. Its goal is to maximise the Bank's income, according to certain established risk policies and limits, and manage the liquidity requirements deriving from all the Bank's commercial and trading activities.

Interbank counterparty and trading limits are reviewed by the Board of Directors of the Bank at least annually. Internal procedures are in place to ensure adherence to the limits and processes. The Risk Management unit of the Bank is responsible for monitoring adherence and reports directly to the General Management. The Risk Management unit applies daily, sensitivity analysis methods and the value at risk methodology to measure the interest and foreign exchange exposures of the Bank and runs monthly stress testing scenarios. It produces management review reports and presents them to the Executive General Management and the Treasury Division.

The Asset and Liability Committee ("ALCO") which comprises the Executive General Management and the management of Treasury, Risk Management, Accounting and Economic Research divisions, meets on a monthly basis unless otherwise required. It reviews interest rate exposure, operational liquidity, pricing strategies, regulatory requirements and developments and capital adequacy directives and is responsible for the prudent planning and management of the on- and off-balance sheet of the Bank in order to optimise the Bank's overall performance.

Subsidiaries and Associates

The following table sets out certain details in relation to the participation of the Bank in its principal subsidiaries and affiliated companies:

Financial data as of 31st December, 2003

Name of Subsidiary / Affiliated companies	Business Activity	Direct	Indirect	Total	Total Assets	Shareholders' equity	Net Profit Before Tax for January, 2004
							31st December, 2003
DIRECT AND INDIRECT HOLDING							
(€ thousands)							
Listed on the ASE							
Alpha Leasing A.E.	Financial Leasing	77.00%	0.41%	77.41%	549,625	253,411	5,365
Delta Singular A.E.	Specialized computer services	38.76%	0.00%	38.76%	207,833	147,385	12,617
Alpha Asida Abinuta A.E.	Management of Real Estate	52.86%	0.00%	52.86%	101,115	91,401	11,692
Ionian Hotel Enterprises S.A.	Hotel Property management	87.23%	0.00%	87.23%	276,406	108,670	(4,360)
Not Listed on the ASE							
Alpha Bank London Ltd	Banking	100.00%	0.00%	100.00%	643,060	78,443	5,268
Alpha Bank Cyprus	Banking	100.00%	0.00%	100.00%	1,776,422	171,232	2,313
Alpha Bank Romania S.A.	Banking	95.43%	0.91%	96.40%	536,729	62,979	6,440
Alpha Bank AD Skopje	Banking	100.00%	0.00%	100.00%	48,119	19,403	2,046
Alpha Finance AXEPEY	Investment banking-brokerage	99.62%	0.38%	100.00%	98,188	37,672	4,274
Alpha Mutual Fund Management A.E.	Mutual Fund Management	80.00%	20.00%	100.00%	32,349	39,486	14,369
Alpha Ventures A.E.	Venture Capital	100.00%	0.00%	100.00%	11,220	11,059	2,343
Alpha Asset Management	Asset Management	99.00%	1.00%	100.00%	11,264	4,506	5,518
A.L.C. Novelle Investments Ltd	Private Equity Fund	15.33%	0.00%	15.33%	18,410	15,348	(548)
Danube Fund Ltd	Private Equity Fund	19.73%	5.44%	25.17%	9,891	9,849	519
Messara Holdings S.A.	Holding Company	99.00%	1.00%	100.00%	6,935	11,600	4,303
Alpha Insurance A.E.	Life and General Insurance	74.99%	0.00%	74.99%	153,380	62,477	2,760
Alpha Insurance Agents A.E.	Insurance Agents	100.00%	0.00%	100.00%	4,743	583	4,249
ABC Factors A.E.	Factoring	100.00%	0.00%	100.00%	407,189	41,213	9,444
Irapi A.E.	Consulting and Market research	16.94%	0.00%	16.94%	19,959	16,337	2,072
Ionian Holdings A.E.	Holding Company	100.00%	0.00%	100.00%	354,472	341,964	97,027
Alpha Credit Group PLC	Special Purpose Vehicle	100.00%	0.00%	100.00%	3,662,726	2,219	2,152
Okeanos A.T.O.E.E.	Real Estate	100.00%	0.00%	100.00%	23,018	19,216	70
Alpha Finance US Corporation	Investment banking-brokerage	100.00%	0.00%	100.00%	1,979	1,903	(777)
Alpha Finance Romania S.A.	Investment banking-brokerage	45.48%	53.43%	99.11%	1,659	1,118	84
Alpha Leasing Romania S.A.	Financial Leasing	12.94%	18.93%	31.87%	40,778	5,419	2,039
Alpha Insurance Romania S.A.	Life and General Insurance	65.00%	30.13%	95.13%	7,658	229	(615)
Georgios A.E.	Real Estate	20.00%	0.00%	20.00%	2,437	1,393	(446)
Alpha Investment Services E.M.E.V.	Private Banking	99.00%	1.00%	100.00%	3,157	2,405	(958)
Alpha Equity Fund	Venture Capital	99.00%	1.00%	100.00%	16,107	16,103	244
Alpha Group Jersey	Special Purpose Vehicle	100.00%	0.00%	100.00%	501,089	1,089	10,702
INDIRECT HOLDING ONLY							
Alpha Insurance Brokers	Insurance Brokers	71.24%	71.24%	8.318	175	402	
Alpha Bank Jersey Ltd	Banking	100.00%	100.00%	119,318	6,307	124	
ABL Independent Financial Advisers Ltd	Advisory Services	100.00%	100.00%	768	643	294	
Alpha Asset Finance Cyprus	Financial Leasing	100.00%	100.00%	35,944	4,849	281	
Alpha Trustees Ltd	Trustees services	100.00%	100.00%	150	(261)	(123)	
Alpha Insurance Cyprus Ltd	Life and General Insurance	95.31%	95.31%	27,971	3,261	149	
Alpha Finance Cyprus Ltd	Investment Banking-brokerage	100.00%	100.00%	2,164	2,155	(199)	
Alpha Bank London Nominees Ltd	Nominee services	100.00%	100.00%	—	—	—	
Singular Software A.E.	Software	78.74%	12.70%	34,706	14,624	1,948	
AEF European Capital Investment BV	Holding Company	100.00%	100.00%	5,097	3,089	(60)	

Notes

- (1) The Bank's participating rates on group companies are based on portfolio data as of 31st December, 2003.
- (2) Financial data of Danube Fund as at 30th April, 2003.

Average Balances and Interest Rates

The following table sets forth Greek GAAP consolidated average balances of the assets and liabilities of the Bank for September 2004 and for the years ended 31st December, 2002 and 2003 for interest earning assets and interest bearing liabilities and provides the amount of interest earned or paid and the average rate of such liability as applicable.

	At 30th September,			At 31st December,					
	2004			2003		2002			
	Average Balance	Interest	Average Rate	Average Balance	Interest	Average Rate	Average Balance	Interest	Average Rate
	(in '000 €)	(in '000 €)	(%)	(in '000 €)	(in '000 €)	(%)	(in '000 €)	(in '000 €)	(%)
Assets									
Interest Earning Assets									
Treasury bills, Bonds	2,112,000	52,161	2.5%	2,438,000	105,809	4.3%	5,623,000	236,728	4.2%
Loans and advances to customers	18,437,108	770,413	5.6%	16,596,349	928,536	5.5%	14,891,930	795,525	5.7%
Loans and advances to banks	6,133,195	102,893	2.2%	6,004,893	151,382	2.5%	4,834,739	139,911	3.0%
Other	396,107	6,036	2.0%	343,651	7,913	2.3%	523,000	17,325	3.3%
Non-Interest bearing Assets	1,264,902	0	0.0%	1,314,578	0	0.0%	4,104,613	0	0.0%
Total Assets	30,343,309	931,503	4.0%	28,896,671	1,193,700	4.1%	28,998,802	1,189,489	4.1%
Liabilities									
Interest bearing Liabilities									
Due to customers	19,613,223	142,165	1.0%	20,719,283	288,370	1.4%	22,040,130	455,455	2.1%
Due to Banks	2,001,196	30,886	2.1%	1,776,348	91,553	2.4%	2,389,181	75,941	3.2%
Other	1,416,577	31,1	3.4%	956,116	30,599	3.2%	528,125	10,563	2.0%
Borrowed loans	4,302,835	66,298	2.0%	774,481	16,233	2.1%			
Non-Interest bearing liabilities	5	0	0.0%	884,030	0	0.0%	1,932,964	0	0.0%
Shareholder's Equity	2,422,082	0	0.0%	1,766,065	0	0.0%	2,188,402	0	0.0%
Total Liabilities and Shareholder's Equity	30,343,309	278,540	1.2%	28,896,671	426,556	1.5%	28,998,802	541,959	1.9%
Net Interest Income		654,963	%		767,144			647,530	

Interest Earning Assets: Margin and Spread

The following table shows the levels of average interest-earning assets and net interest income of the Bank and the comparative gross yields, net interest margin and yield spread obtained for each of the periods indicated. These data are derived from the table of average balance and interest rates above.

	At 30th September, 2004	At 31st December, 2003	2002
		(in '000 €)	
Average interest earning assets	27,078,408	25,382,093	24,894,189
Interest Income	931,503	1,193,700	1,189,489
Net Interest Income	654,963	767,144	647,530
Gross yield ⁽¹⁾	4.52%	4.64%	4.71%
Net interest margin ⁽²⁾	3.18%	2.98%	2.57%
Spread ⁽³⁾	2.94%	3.04%	2.57%

Notes

- (1) Gross yield represents interest income as a percentage of average interest-earning assets.
- (2) Net interest margin represents net interest income as a percentage of average interest-earning assets.
- (3) Spread represents the difference between gross yield (interest income as a percentage of average interest earning assets) less interest expenses divided by interest-bearing liabilities.

Securities by Maturity

The following table sets forth the book value of the Bank's debt securities by maturity as of 30th September, 2004 and the weighted average yield for each maturity category:

	Less than 1 Year	1 Year to 5 Years	5 Years to 10 Years	After 10 Years	Total
	(Millions of Euro)				
Total	515.6	1,424.9	314.9	11.9	2,267.3
Weighted average yield	3.0%	2.7%	3.6%	5.7%	2.9%

Loan Portfolio

Loans and advances to Customers

The following table provides details on the basic components of the Group's loans and advances to customers analysed by economic and geographic sector risk concentrations as of 31st December, 2002 and 2003 and as of 30th September, 2004 calculated in accordance with Greek GAAP:

	As of 31st December.				As of 30th September.	
	2002		2003		2004	
	(Millions of Euro)	(per cent.)	(Millions of Euro)	(per cent.)	(Millions of Euro)	(per cent.)
Trade	3,899.7	21.7	4,211.6	20.7	4,511.4	20.1
Manufacturing	3,476.2	19.3	3,170.7	15.6	3,854.5	17.2
Individuals (consumer, credit cards, mortgages)	4,238.6	23.6	5,356.8	26.3	6,415.1	28.6
Government	651.4	3.6	498.1	2.4	381.8	1.7
Shipping	940.3	5.2	855.9	4.2	874.7	3.9
Tourism	931.4	5.2	1,182.8	5.8	1,283.1	5.7
Leasing	608.2	3.4	708.7	3.5	838.7	3.8
Other	3,219.1	18.0	4,368.9	21.5	4,283.1	19.0
Gross Loans	17,964.9	100.0	20,353.5	100.0	22,442.4	100.0
Greece	14,147.5	78.8	17,481.3	85.9	19,372.6	86.3
UK (primarily clients controlled from Greece)	1,274.6	7.0	977.9	4.8	932.6	4.2
Other countries	2,542.8	14.2	1,894.3	9.3	2,137.2	9.5
	17,964.9	100.0	20,353.5	100.0	22,442.4	100.0

Loan Maturities

The following table sets forth the Bank's loans and advances to customers by time remaining until maturity as of 30th September, 2004, 31st December, 2003 and 2002:

	At 31st December.		As of 30th September.
	2002	2003	2004
	(Millions of Euro)		
1 year or less	7,646.5	8,993.3	9,334.0
More than 1 year	8,113.3	8,954.1	10,376.8
Total	15,759.8	17,947.4	19,710.8

Risk Elements

Non-Accrual

The following table sets forth management's estimate, without giving effect to available security or related specific provisions, of the related amounts of its loan portfolio.

	<i>For the years ended 31st December.</i>		<i>As of 30th June.</i>
	<i>2002</i>	<i>2003</i>	<i>2004</i>
	<i>(Millions of Euro)</i>		
Loans not accruing interest	291.7	379.7	490.5

Summary of Loan Loss Experience

The following table provides details of changes in the aggregate amount of the Bank's non-performing loans as of 31st December, 2002, 2003 and 30th June, 2004:

	<i>For the years ended 31st December.</i>		<i>As of 30th June.</i>
	<i>2002</i>	<i>2003</i>	<i>2004</i>
	<i>(Millions of Euro)</i>		
Starting Balance	351.0	366.6	496.8
Additions:			
New non-performing loans	201.4	275.9	190.2
Accrued Interest (plus expenses)	45.5	53.9	26.6
Total	246.9	329.8	216.8
Subtractions:			
Recoveries	(149.9)	(149.1)	(85.5)
Rescheduling	(28.4)	(9.0)	(5.9)
Write off	(53.0)	(41.5)	(2.0)
Total	(231.3)	(199.6)	(93.4)
Ending balance	366.6	496.8	620.2
Amount likely to be recovered	331.4	434.4	503.5
Bad debts	35.3	62.4	116.7
Net write-off/average loans	0.38%	0.25%	0.02%

Allocation of the Allowance for Loans Losses

Banks in Greece are allowed, for tax purposes, to provide for loan losses up to 1 per cent. of the average annual balance of their loan portfolio, except for loans extended to state-owned organisations or loans guaranteed by the Greek state. The Bank's loan loss provision at the end of 30th September, 2004 was €578.3 million, which is considered adequate to cover any likely future bad debt. The following shows the movement of the provision for bad debts for the Bank, for the years 2003, 2002 and the nine-month period ending 30th June, 2004, in relation with the annual loan balances:

	<i>As of 31st December,</i>		<i>As of</i>
	<i>2002</i>	<i>2003</i>	<i>30th June,</i>
	<i>2004</i>		
	<i>(Millions of Euro)</i>		
Annual loans ⁽¹⁾	15,260.8	17,632.9	19,294.7
Loan loss provision (at the beginning of the year)	228.9	315.0	439.7
Write-offs during the year	53.0	41.5	2.0
Additional provisions during the year	139.1	166.1	92.2
Loan loss provision (at the end of the year)	315.0	439.7	529.9

(1) Loans to the public sector and guaranteed by the Greek State are not included

DIRECTORS AND MANAGEMENT

The Bank is managed by a Board of Directors comprising a minimum of nine and a maximum of 15 members elected by the shareholders in General Meeting. Directors hold office for a term of five years and may be re-elected by the shareholders in General Meeting. The absence of a Director, from Board meetings for a period exceeding six consecutive months may be considered by the Board as constituting his resignation. The Board must elect its Chairman and Vice Chairman from among its members.

The Board resolves all matters concerning management and administration of the Bank except those which, under the Articles of Incorporation or under applicable law, are the sole prerogative of shareholders in General Meeting. Following a request by at least two Directors, the Chairman is obliged to summon a Board meeting.

Resolutions are adopted by an absolute majority of Directors present or represented, except in the case of share capital increases. A Director can only be represented in person by another Director. No Director can have more than two votes. To form a quorum, more than half of the Directors must be present in person and the number of Directors present in person in no case may be less than six.

A Director may not vote on, or be counted in the quorum in relation to, any resolution concerning any contract or arrangement in which he, or certain of his relatives, is or are interested, directly or indirectly. The Bank is prohibited absolutely from making loans to Directors or guaranteeing their obligations; any other contract with a Director may only be entered into if such contract is approved by a General Meeting of the Shareholders of the Bank.

The current Board was elected at the General Meeting held on 28th March, 2000. The business address of the Chairman and the Executive Directors is 40 Stadiou Street, 102 52 Athens, Greece. The Board of Directors, while retaining responsibility for approving general policy and overall responsibility for significant decisions affecting the Bank, delegates day-to-day management to the Chairman and Managing Director and/or the General Managers of the Bank. Details concerning the members of the Board and General Managers are set out below.

BOARD OF DIRECTORS

Chairman and Managing Director

Yannis S. Costopoulos

Yannis S. Costopoulos is Chairman and Managing Director of the Bank and Head of the Group. He is the grandson of the founder and joined the bank in 1963. In 1973 he became Managing Director and in 1984 Chairman of the Board of Directors and General Manager. He is also Chairman of Alpha Bank London Limited and Chairman of Ionian Hotel Enterprises S.A. Mr. Costopoulos is currently Chairman of the Board of Directors of the Hellenic Banks Association and a member of the Institute of International Finance. He is also Chairman of the J.F. Costopoulos Foundation, member of the Board of the Eustathia Costopoulos Foundation, Vice Chairman of the Board of Trustees of the Benaki Museum of Athens, member of the Board of the Nicholas P. Goulandris Foundation — Museum of Cycladic Art and an Honorary Trustee of the Metropolitan Museum of Art of New York.

Executive Director and General Manager

Demetrios P. Mantzounis

Mr. Mantzounis was appointed General Manager of the Bank in 2002 after serving as Executive General Manager since 1987. He joined the Bank in 1973. He is also Vice Chairman of Alpha Insurance and member of the Board of Directors of the Bank and J. F. Costopoulos Foundation. In addition, he is a Board Member of the European Banking Federation.

Non-executive Directors

Vice Chairman

Andreas L. Canellopoulos

Chairman, Titan Cement Company S.A.

*George E. Agouridis***

Lawyer

Photis P. Costopoulos

Lawyer, Chairman, Alpha Insurance Company A.E.

*John G. Goumas**

President, J.G. Goumas (Shipping) Co. S.A.

*Xenophon J. Kantonias**

Vice Chairman & Managing Director, Albio Group

*Paul G. Karakostas**

Chairman & Managing Director, GENKA Investments S.A.

Constantine A. Kyriacopoulos

Former General Manager, Alpha Bank

*Minas G. Tanes***

Managing Director & General Manager, Athenian Brewery S.A.

Non-executive Independent Directors

*Anastasios M. Averoff***

Chairman, Baron Michel Tossizza Foundation

Thanos M. Veremis

Professor, Athens University

Secretary

Hector P. Verykios

Manager, Alpha Bank A.E.

* Member of the Audit Committee

** Member of the Remuneration Committee

EXECUTIVE COMMITTEE

Yannis S. Costopoulos, Chairman and Managing Director

Demetrios P. Mantzounis, General Manager

Marinos S. Yannopoulos

Marinos S. Yannopoulos, Executive General Manager and Chief Financial Officer of Alpha Bank, also heads the Asset Management operations of the Group. Prior to joining the Bank in 1994 (from 1991 to 1993), he was the General Manager of Ionian and Popular Bank. Before returning to Greece, he worked from 1983 to 1991 for Chase Manhattan Bank in New York, London, Milan and Frankfurt. From 1978 to 1983, he also worked for Exxon in London, Rome and Athens. Mr. Yannopoulos is also Chairman and Managing Director of Alpha Astika Akinita, Chairman of Messana Holdings, Vice Chairman and Managing Director of Alpha Asset Management, Managing Director of Ionian Hotel Enterprises S.A., Vice-Chairman of the Board of Directors of Delta Singular and a Director of Alpha Bank Jersey, Alpha Bank Cyprus, Alpha Asset Finance Ltd and Hellenic Exchanges Holding S.A. He is a graduate of Athens College and holds degrees in Economics (MA University of Sussex) and Business (MBA Manchester Business School).

Spyros N. Filaretos

Spyros N. Filaretos has served as Executive General Manager of the Bank since December 1997. Prior to his appointment as Executive General Manager, he served the Bank in various managerial/executive positions, including Branch Manager, Assistant Manager in the Personnel Division and Assistant Manager in the Treasury Division. He first joined the Bank in 1985 as a Credit Officer. Mr. Filaretos is also President of the Board of Directors of Alpha Bank a.d. Skopje, Alpha Bank Cyprus and Alpha Private Investment Services, and member of the Board of Directors of Alpha Bank London Limited, Alpha Bank Jersey Limited and Alpha Insurance Company.

Artemis Ch. Theodoridis

Artemis C. Theodoridis is Executive General Manager of Alpha Bank and is responsible for Investment Banking, Corporate Banking and Treasury. He worked with the Merrill Lynch Capital Markets Group in New York and London from 1983 to 1985. Since 1986, he has been active in the Greek Capital Markets, first with the independent firm of Theodoridis stockbrokers and then with Alpha Brokerage. He has served as a member of the Board of Directors of the Athens Stock Exchange and of the Central Securities Depository. He is also Chairman and Managing Director of Alpha Finance, Alpha Finance U.S. Corporation and Alpha Ventures. He is a graduate of Athens College and holds an MBA from the University of Chicago.

THE BANKING SECTOR IN GREECE

Structure of the Market

Owing to the Greek legal framework, which historically has required the establishment of specialised institutions for the provision of specific financial services, the majority of Greek banks had until recently created subsidiaries for the provision of specific categories of financial services. As a consequence, the market was dominated by groups of companies each established around a principal bank.

The banking sector has expanded rapidly in the last ten years as a result of deregulation and modernisation, as well as entry into the Eurozone. In the past seven years restructuring has led to higher concentration. Six state-controlled banks and four private banks have changed ownership; while some new banks have entered the market. However, the five biggest commercial banks (National Bank of Greece, Alpha Bank, EFG Eurobank Ergasias, the Commercial Bank of Greece and Piraeus Bank) had a 66.5 per cent. share in the market at the end of June 2004, compared with a 60.7 per cent. share in 1998.

The domestic banks can be grouped into two principal categories, namely commercial banks and specialised credit institutions. However, most specialised institutions have recently been either absorbed by other commercial banks (e.g. The Hellenic Industrial Development Bank or ETBA Bank) or transformed into full-scale commercial banks (e.g. Agricultural Bank of Greece).

Commercial Banks

There are currently five large commercial banks. These are the National Bank of Greece, Alpha Bank, EFG Eurobank Ergasias, the Commercial Bank of Greece and Piraeus Bank. Most specialised credit institutions, like the Agricultural Bank of Greece, have been transformed into commercial banks (listed on the Athens Stock Exchange) following increased liberalisation of the Greek market. Traditionally, commercial banks are the dominant group among all categories of deposit and credit institutions operating in the Greek financial market.

Foreign Banks

There are 20 foreign-owned or incorporated credit institutions, which are still operating through branches in the Greek banking market. Principal participants include Citibank, HSBC and Bank of Cyprus. Overall, foreign banks have made limited inroads into the Greek retail market.

Specialised Credit Institutions

Today, the major specialised credit institutions are the Aspis Bank (which is a private mortgage bank), the Deposits and Loans Fund (which is under the Ministry of Finance) and the Postal Savings Bank. The role of specialised credit institutions has been decreasing significantly in the last few years.

Economic Environment

Greek banks operate in a stable economic environment with the economy growing at high rates and with good prospects for strong growth in the following years as well. Entry into the Eurozone (implying monetary stability and low interest rates) and the substantial investment programme of infrastructure projects associated with the 2004 Olympic Games and the Community Support Framework III (CSF III) have contributed to the achievement of high rates of growth of more than 4 per cent. in the last five years (2000-2004). Following the successful organisation of the Olympic Games in August-September 2004 Greece is well placed to take advantage of an expected fast growth of exports of goods and services as well as of the need to accelerate the implementation of CSF III and other EU co-financed programs in order to maintain good prospects for the economy to grow in the following three or four years at growth rates above 3.5 per cent. As a consequence, Greek banks have the opportunity to expand their activities given the low bank intermediation in relation to Greek GDP when compared with their European peers. Greece's entry into the Eurozone has redefined the strategic goals and the activities of domestic financial institutions although rapid technological developments and the integration of the financial and capital markets pose a whole new range of challenges.

In order to face these challenges, Greek banks have made substantial investments in IT projects and in the modernisation of the products and services they provide. On the other hand, in recent years a significant

number of mergers and acquisitions have taken place as a result of the transformation of the Greek banking system to conform to the new European environment. At the same time, Greek banks have increased their presence in South-Eastern Europe either through the acquisition of local credit institutions or through the establishment of branch networks. The expansion in the Balkans follows the significant expansion and growing presence in this area of Greek businesses and utility firms, which have made significant investments in the area.

The growth prospects of the Greek market for financial products and services seem rather positive when compared to the other markets in the Eurozone. The outstanding balances of housing and consumer loans as a percentage of GDP were 19 per cent. and 10 per cent. respectively at the end of June 2004, while in the other markets in the Eurozone the corresponding figures were 33 per cent. and 16 per cent. respectively. This suggests there is significant potential for further growth of this retail banking business in the next few years.

Apart from the retail banking business, there are also very good prospects for expansion in the areas of investment banking and asset management services, such as pension fund management and private banking, as well as in bank assurance.

It is also important to note that although competition in the Greek market has intensified during recent years, the net interest margin of the Greek banks remain at satisfactory levels due to the major restructuring of the asset side of their balance sheets, which now include more profitable asset categories, in particular mortgages consumer lending, and lending to small and medium-sized firms.

Another important development characteristic of the Greek banking system is the gradual improvement of the quality of the Greek banks' assets following substantial clean-up operations in recent years. This has been supported by the strength of the economy and the lack of major credit exposures, either to businesses or to the individual sectors. For Alpha Bank, specifically, non-performing loans do not exceed 2.6 per cent. and bad loans (fully covered with specific provisions) 0.6 per cent. of the total loan portfolio.

Market Share of the Five Largest Banks

	Assets	Lending (per cent.)	Deposits and repos
1998.. .. .	63.4	62.3	69.7
1999.. .. .	67.1	70.9	73.6
2000.. .. .	65.2	68.8	71.8
2001.. .. .	66.0	68.7	71.3
2002.. .. .	66.5	64.9	68.1
2003.. .. .	66.2	65.6	65.6

Source: Bank of Greece

Market Share of the Principal Commercial Banks in Greece at 31st December, 2003*

	Assets	Lending (per cent.)	Deposits and repos
National Bank of Greece.. .. .	24.0	17.3	23.9
Alpha Bank	14.5	15.7	13.6
EFG Eurobank	12.8	13.4	12.4
Commercial Bank of Greece.. .. .	8.1	10.5	9.3
Piraeus Bank	6.8	8.7	6.5
Other	33.8	34.4	34.4

*As of the total of the banking system

SELECTED CONSOLIDATED FINANCIAL INFORMATION OF THE ALPHA BANK GROUP

The selected consolidated financial information of the Group presented below is extracted from the audited consolidated financial statements of the Group for the years ended 31st December, 2002, 31st December, 2003, 30th June, 2004 and the unaudited consolidated financial information of the Group for the period 1st January, to 30th September, 2004 prepared in accordance with Greek GAAP.

Consolidated Balance Sheet of the Group as of 31st December, 2002, 31st December, 2003, 30th June, 2004 and 30th September, 2004

	As of 31st December		As of 30th June		As of 30th September	
	2002	2003	2004	2004	2004	2004
(Millions of Euro)						
Cash and balances with Central Banks	1,412.4		1,150.4	1,205.5	1,528.3	
Treasury Bills and other Securities Eligible for Re-financing with the Central Bank	2,190.2		417.1	1,939.7	1,537.5	
Loans and Advances to Credit Institutions	4,167.1		6,440.6	6,637.6	7,412.7	
Loans and Advances to Customers	17,964.9	20,353.5	21,934.3		22,442.4	
Less: Allowances for credit losses	369.5	508.1	19,845.4	613.0	21,361.3	670.9
	17,595.4	19,845.4	21,321.3		21,771.5	
Securities Investments	2,242.6	1,300.4	680.3		625.1	
	223.2	262.4	311.8		313.4	
Intangible Assets						
b. Formation and preliminary expenses	6.7	4.7	3.7		3.2	
c. Other intangible assets	73.6	81.9	103.1	106.8	98.3	101.5
Tangible Assets						
a. Land	73.9	400.3	399.5		401.8	
b. Buildings, Buildings installation	165.2	236.1	237.1		236.3	
c. Furniture and fixtures	30.3	28.6	28.4		27.8	
d. EDP equipment	64.4	50.0	45.7		44.8	
e. Other tangible assets	1.6	1.5	1.6		1.6	
f. Payments in advance and tangible assets under construction	1.4	1.0	717.5	5.6	717.9	10.6
	336.8	719.5	1068.9	10.6	722.9	
Other Assets	384.6	454.3	499.6		502.3	
Prepayments and Accrued Income	222.4	128.2	177.7		226.5	
Total Assets	28,855.2	30,802.9	31,639.2		36,761.9	
Off Balance Sheet Accounts	45,804.9	44,751.8	45,981.1		50,098.2	

	As of 31st December		As of 30th June		As of 30th September	
	2002	2001	2002	2001	2002	2001
(Millions of Euro)						
Liabilities						
Due to Credit Institutions	2,693.4	2,447.2	1,250.0	3,715.9		
Due to Customers	23,191.0	21,807.2	21,023.3	21,123.7		
Senior debt	—	2,138.0	4,509.3	4,853.1		
Other Liabilities	626.3	762.6	759.0	752.7		
Accruals and Deferred Income	226.8	238.0	334.3	491.5		
Provisions for Liabilities and Charges						
a Provisions for staff retirement indemnities	24.9	24.0	25.6	9.5		
b Other	13.1	15.1	15.7	14.4		
Subordinated Debts	582.1	891.0	997.0	1,013.6		
Hybrid Securities	181.4	225.5	300.0	298.6		
Capital and Reserves						
Share capital						
— Paid-up capital	768.3	932.7	(1,273.7)	1,273.7		
Share premium account	443.4	244.9	—	—		
Reserves	817.3	835.8	801.6	804.9		
Reserve from fixed assets revaluation	—	393.4	62.8	60.3		
Retained earnings	158.6	214.3	245.5	244.1		
Goodwill to be netted off	(578.7)	(273.0)	—	—		
	1,609.1	2,369.1	2,383.6	2,383.0		
Less: Consolidation differences	236.1	228.1	233.7	235.9		
Less: Treasury shares	382.6	—	—	17.7		
	990.4	2,141.0	2,149.9	2,129.4		
Minority Interests	325.8	1,316.2	53.6	2,203.5	50.5	2,179.9
Net profit for the period	—	—	—	218.3	305.0	
Total Liabilities	28,855.2	30,802.9	31,638.2	34,761.9		

Notes

- (i) The notes to the consolidated financial statements of the Bank for the year ended 31st December, 2003 contain the following qualifications:
- (a) for the Bank to cover its total future liability for the employee defined benefit obligations to its Pension Fund, based on an actuarial study performed in 2002, an additional after tax amount of approximately EUR 134 million is required; and
 - (b) in accordance with Law 3229/2004, during the financial year ended 31st December, 2003, the Bank and certain subsidiaries revalued land and buildings to their fair value. The resulting revaluation surplus amounting to EUR 445 million after deducting taxes was offset against losses arising from the revaluation of securities amounting to approximately EUR 29 million.

Consolidated Profit and Loss Account of the Group for the years ended 31st December, 2002 and 31st December, 2003 and the period 1st January, to 30th June, 2004 and 1st January, to 30th September, 2004

	<i>As of 31st December,</i>		<i>As of 30th June,</i>		<i>As of 30th September,</i>	
	<i>2002</i>	<i>2003</i>	<i>2004</i>	<i>2004</i>		
	<i>(Millions of Euro)</i>					
Interest income and similar income	1 420.5	1 394.7	741.2	1 128.9		
Less: Interest expense and similar charges	655.0	502.3	235.9	362.5		
	<u>765.5</u>	<u>892.4</u>	<u>505.3</u>	<u>766.4</u>		
Plus: Dividend income	14.7	7.6	0.6	3.2		
Commissions income	320.3	335.1	187.6	281.4		
Less: Commissions expense	28.2	292.1	14.7	23.0		
Plus: Net trading income	71.7	111.7	53.4	65.2		
Plus: Other operating income	14.7	9.3	5.3	7.1		
Surplus value from participation in companies consolidated under the equity method	(4.7)	0.7	38.1	38.3		
Gross operating results	<u>1 154.0</u>	<u>1 318.7</u>	<u>775.6</u>	<u>1 138.6</u>		
Less: General administrative expenses						
a: Staff costs	372.1	380.0	203.9	300.0		
b: Other administrative expenses	234.7	244.2	121.6	185.3		
Less:						
Depreciation and amortisation expenses	94.8	90.8	44.9	68.2		
Revaluation differences of receivables and provisions for contingent liabilities	175.7	212.3	108.4	167.4		
Total operating results	<u>216.7</u>	<u>391.4</u>	<u>296.8</u>	<u>417.7</u>		
Extraordinary income	6.5	7.8	3.1	3.7		
Extraordinary charges	(3.9)	(3.5)	(1.3)	(1.7)		
Extraordinary profit or loss	<u>3.1</u>	<u>20.9</u>	<u>(0.4)</u>	<u>(0.3)</u>		
Net profit for the year (before taxes)	<u>282.4</u>	<u>416.6</u>	<u>298.2</u>	<u>419.4</u>		
Less: Income tax	99.5	125.6	77.4	111.7		
Net profit for the year	<u>182.9</u>	<u>291.0</u>	<u>220.8</u>	<u>307.7</u>		
Less: Minority interest	8.5	6.8	2.3	2.1		
Net profit	<u>174.4</u>	<u>284.2</u>	<u>218.5</u>	<u>305.0</u>		

Consolidated Capitalisation of the Alpha Bank Group

The following table sets out the consolidated capitalisation and indebtedness of the Group, as of 30th September, 2004. The information below was extracted from the unaudited consolidated financial statements of the Group as of 30th September, 2004, prepared in accordance with Greek GAAP. There has been no material change in this capitalisation table since 30th September, 2004.

	As of 30th September, 2004
	Actual
	(Millions of Euro)
Shareholders' Equity	2,129.4
Minority interest	50.5
Due to credit institutions	3,715.9
Due to customers	21,123.7
Other liabilities	752.7
Accruals and deferred income	491.5
Provisions for liabilities and charges	23.9
Subordinated debts	1,017.6
Hybrid securities	298.6
Senior debt	4,853.1
Net profit for the period 1-30.9	305.0
Total	34,761.9

TAXATION

General

The summaries below are of a general nature based on current law and practice in each jurisdiction referred to. They relate only to the position of persons who are the owners of their Preferred Securities and may not apply to certain classes of persons such as dealers. These summaries do not constitute legal or tax advice and prospective investors should be aware that the relevant fiscal rules and practice and their interpretation may change. Any Holders who are in doubt as to their personal tax position should consult their professional advisers.

Greek Tax

Under Greek tax laws as of the date hereof, no Greek withholding tax shall be imposed on payments of the par value or Preferred Dividends from the Issuer in respect of the Preferred Securities, should the Holder of such Preferred Securities not be a resident of Greece for tax purposes.

Given that the Preferred Securities constitute hybrid innovative securities, under Greek tax laws as at the date hereof and to the extent that the Preferred Securities shall be considered to constitute debt instruments, no Greek withholding tax shall be imposed on payments representing Preferred Dividends. Should the Preferred Securities be considered to constitute equity, then a withholding tax of 20 per cent., which does not exhaust the tax liability of the Holder, shall be imposed on Holders who are tax resident in Greece and on Holders who maintain, for tax purposes, a permanent establishment in Greece, and a withholding tax of 35 per cent, which exhausts the tax liability of a Holder, shall be imposed on Holders who are companies or legal entities and who are not resident in Greece and do not maintain a permanent establishment in Greece, in relation to payments made to such Holders by a Paying and Transfer Agent of the Issuer, located in Greece, or by the Bank under the Guarantee, which payments represent Preferred Dividends, deriving from the Preferred Securities.

Notwithstanding the above, payments of Preferred Dividends effected outside Greece shall not be subject to any Greek withholding tax.

However, if a Holder is a resident of a country with which Greece has executed a bilateral treaty for the avoidance of double taxation, then the provisions of such bilateral treaty shall prevail over the provisions of internal Greek tax laws and shall apply, provided that such Holder presents a claim supported by a "tax residence certificate" issued at a date not later than one year before such certificate is presented.

Jersey Tax

The Issuer shall have "exempt company" status within the meaning of Article 123A of the Income Tax (Jersey) Law, 1961, as amended, for the calendar year ended 31st December, 2005. The Issuer will be required to pay an annual exempt company charge which is currently £600 in respect of each subsequent calendar year during which it wishes to continue to have "exempt company" status. The retention of "exempt company" status is conditional upon the Comptroller of Income Tax being satisfied that no Jersey resident has a beneficial interest in the Issuer, except as permitted by concessions granted by the Comptroller of Income Tax, and disclosure of beneficial ownership being made to the Financial Services Commission.

As an "exempt company", the Issuer will not be liable to Jersey income tax other than on Jersey source income (except by concession bank deposit interest on Jersey bank accounts). For so long as the Issuer is an "exempt company", payments in respect of the Preferred Securities will not be subject to any taxation in Jersey (unless the Holder of Preferred Securities is resident in Jersey) and no withholding in respect of taxation will be required on such payments to any Holder of Preferred Securities.

Under current Jersey law, there are no death or estate duties, capital gains, gift, wealth, inheritance or capital transfer taxes. No stamp duty is levied in Jersey on the issue or transfer of Preferred Securities. In the event of the death of an individual sole Holder of Preferred Securities, duty at rates of up to 0.75 per cent. of the value of the Preferred Securities held may be payable on the registration of Jersey probate or letters of administration which may be required in order to transfer or otherwise deal with Preferred Securities held by the deceased individual sole Holder of Preferred Securities.

EU Savings Directive

On 3rd June, 2003, the EU Council of Economic and Finance Ministers adopted a new directive regarding the taxation of savings income. The directive is scheduled to be applied by Member States from 1st July, 2005, provided that certain non-EU countries adopt similar measures from the same date. Under the directive each Member State will be required to provide to the tax authorities of another Member State details of payments of interest or other similar income paid by a person within its jurisdiction to, or collected by such a person for, an individual resident in that other Member State; however, Austria, Belgium and Luxembourg may instead apply a withholding system for a transitional period in relation to such payments, deducting tax at rates rising over time to 35 per cent. The transitional period is to commence on the date from which the directive is to be applied by Member States and to terminate at the end of the first full fiscal year following agreement by certain non-EU countries to the exchange of information relating to such payments.

Jersey is not a member of the European Union and is not subject to the EU Savings Tax Directive. However, in keeping with its policy of constructive international engagement, Jersey proposes to introduce a system which will permit either the disclosure of information concerning details of payments of interest (or other similar payments) and the identity of the individual beneficial owner of the interest to the tax authority of the EU jurisdiction where the owner is resident, or the imposition of a withholding in respect of payments of interest (or other similar income) made to an individual beneficial owner resident in a member state by any paying agent situated in Jersey. (The terms "beneficial owner" and "paying agent" are defined in the EU Savings Tax Directive). The withholding tax option would apply for a transitional period during which tax would be withheld from such payments instead of communicating the details of such payments to the tax authorities of the member state in which the beneficial owner is resident.

Under the current proposals relating to the withholding tax option the Issuer would not be obliged to levy withholding tax in respect of interest payments made by it to a paying agent resident outside Jersey.

The States of Jersey has not yet adopted measures to implement those proposals but is expected to adopt such measures on the same timetable as member states and other relevant third countries. It is proposed that the provisions will apply from 1st July, 2005. These arrangements will not apply to companies or trusts and will also not apply to individuals resident outside the EU.

Noteholders will be required to provide information regarding their tax status to any paying agent in Jersey in order to satisfy the above disclosure requirements and will be deemed by their subscription for Notes to have authorised the automatic disclosure of such information by the paying agent to the relevant tax authorities in order to avoid a withholding obligation that would otherwise arise.

EU Code of Conduct on Business Taxation

On 3rd June, 2003, the European Union Council of Economic and Finance Ministers reached political agreement on the adoption of a Code of Conduct on Business taxation. Jersey is not a member of the European Union, however, in keeping with its policy of constructive international engagement, Jersey intends to propose legislation to replace the exempt company regime by the end of 2008 with a general zero rate of corporate tax.

German Taxation

The exact treatment of the Preferred Securities by the German tax authorities and/or tax courts is uncertain as of the date hereof. The Preferred Securities may either be considered as debt or equity instruments which may lead to a significantly different treatment of the proceeds (Preferred Dividends, capital gains and others) received by the holders of the Preferred Securities.

Prospective purchasers of Instruments are advised to consult their own tax advisors as to the tax consequences of the purchase, ownership and disposition of Instruments, including the effect of any state or local taxes, under the tax laws of Germany and each country of which they are residents.

Taxation of debt instruments

Payments on the Preferred Securities, including (without limitation) amounts of unpaid Preferred Dividends accrued up to the disposition of Preferred Securities and credited separately, if any, to persons who are tax residents of Germany (i.e., persons whose residence, habitual abode, statutory seat, or place of

effective management and control is located in Germany) are subject to German personal or corporate income tax (plus solidarity surcharge (Solidarit tszuschlag) at a rate of 5.5 per cent. thereon). Such interest may also be subject to trade tax if the Preferred Securities form part of the property of a German trade or business.

Upon the disposition, assignment or redemption of a Preferred Securities a holder holding the Preferred Securities as non-business assets will have to include in his taxable income further amounts if the Preferred Securities can be classified as a financial innovations (Finanzinnovation) under German tax law. In this case, generally the difference between the proceeds from the disposition, assignment or redemption and the issue or purchase price is deemed to constitute interest income subject to income tax (plus the solidarity surcharge) in the year of the disposition, assignment or maturity of the Preferred Securities.

Where Preferred Securities form part of the property of a German trade or business, each year the part of the difference between the issue or purchase price of the Preferred Securities and the redemption amount (if such amount is fixed at the time of the acquisition) attributable to such year as well as interest accrued must be taken into account as interest income and may also be subject to trade tax.

Capital gains from the disposition of debt instruments, other than income described in the second paragraph above, are only taxable to a German tax-resident individual if the instruments are disposed of within one year after their acquisition or form part of the property of a German trade or business, in which case the capital gains may also be subject to trade tax. Capital gains derived by German-resident corporate holders of such instruments will be subject to corporate income tax (plus solidarity surcharge at a rate of 5.5 per cent. thereon) and trade tax.

Withholding Tax on debt instruments

If Preferred Securities are held in a custodial account that the holder maintains with a German branch of a German or non-German bank or financial services institution (the "Disbursing Agent") a 30 per cent. withholding tax on interest payments (*Zinsabschlag*), plus 5.5 per cent. solidarity surcharge on such tax, will be levied, resulting in a total tax charge of 31.65 per cent. of the gross interest payment.

In addition, if Preferred Securities qualify as financial innovations, as explained above, and are kept in a custodial account that the holder maintains with a Disbursing Agent such custodian will generally withhold tax at a rate of 30 per cent. (plus solidarity surcharge at a rate of 5.5 per cent. thereon) from the positive difference between the redemption amount or proceeds from the disposition or assignment and the issue or purchase price of the Preferred Securities if the Preferred Securities have been kept in a custodial account with such Disbursing Agent since the time of issuance or acquisition, respectively. If the Preferred Securities have not been kept in a custodial account with a Disbursing Agent since the time of issuance or acquisition, withholding tax of 30 per cent. is applied to 30 per cent. of the amounts paid in partial or final redemption or the proceeds from the disposition or assignment of the Preferred Securities, respectively.

In general, no withholding tax will be levied if the holder of a Preferred Securities is an individual (i) whose Preferred Securities does not form part of the property of a German trade or business nor gives rise to income from the letting and leasing of property; and (ii) who filed a withholding exemption certificate (*Freistellungsauftrag*) with the Disbursing Agent but only to the extent the interest income derived from the Preferred Securities together with other investment income does not exceed the maximum exemption amount shown on the withholding exemption certificate. Similarly, no withholding tax will be deducted if the holder of the Preferred Securities has submitted to the Disbursing Agent a certificate of non-assessment (*Nichtveranlagungsbescheinigung*) issued by the relevant local tax office.

If Preferred Securities are not kept in a custodial account with a Disbursing Agent, withholding tax will apply at a rate of 35 per cent. of the gross amount paid by a Disbursing Agent to a holder of such Preferred Securities (other than a non-German bank or financial services institution) (*Tafelgesch ft*).

Withholding tax and the solidarity surcharge thereon are credited as prepayments against the German personal or corporate income tax and the solidarity surcharge liability of the German resident. Amounts over withheld will entitle the holder Preferred Securities to a refund, based on an assessment to tax.

Taxation of equity instruments

In case the Preferred Securities do not qualify as debt instruments but when they have to be classed as equity instruments German taxation would follow the rules described below.

Taxation of individual investors in equity instruments

Profit distributions

50 per cent. of the distributions of profits will be exempt from personal income tax (and solidarity surcharge thereon) at the level of a private individual holding the Preferred Securities irrespective of whether the Preferred Securities are held as private assets or business assets. Accordingly, only 50 per cent. of the expenses economically related to such income can be deducted from the taxable income.

A private individual holding the Preferred Securities in the context of a domestic trade or business will be subject to German trade tax as follows: The entire profit distribution will be subject to trade tax unless the German individual investor has continuously held a shareholding of at least 10 per cent. in the statutory capital of the Issuer since the beginning of the assessment period (i.e. the calendar year).

Capital gains

If an individual realises a capital gain from the disposal or the redemption of a Preferred Security the gain will be exempt provided the Preferred Security is held by the private individual for more than 12 months and provided further that the Preferred Security does not represent more than 1 per cent. in the capital of the issuer. If a capital gain realised by an individual is not exempt (because the Preferred Security has not been held for more than 12 months, or the Preferred Securities held by the individual investor represent more than 1 per cent. of the liquidation proceeds, or the beneficial rights are held as business assets) 50 per cent. of such gain will be subject to personal income tax (and possibly trade tax if the Preferred Security belongs to a trade or business).

The aforementioned tax treatment is subject to the instruments not being business assets (i.e. not used in the context of a trade or business, "Betriebsvermögen") of the investor. In that case the tax exemption described above does not apply, i.e. the private individual holding the Preferred Security as a business asset is always taxed on 50 per cent. of the capital gains irrespective of a holding period or holding percentage.

Taxation of corporate investors in equity instruments

Corporate investors will be taxed on 5 per cent. of capital gains and on 5 per cent. of profit distributions received. This results approximately in a 2 per cent. compound tax burden (corporate income tax and trade tax) for corporate investors. The entire amount of profit distributions will be subject to trade tax unless the German corporate investor has continuously held a shareholding of at least 10 per cent. in the statutory capital of the Issuer since the beginning of the assessment period (i.e. the calendar year).

Expenses related to the income derived from the Preferred Securities by corporate investors are deductible. Capital losses in principle will not reduce the taxable income of corporate investors.

Special rules apply for the taxation of financial services institutions, financial enterprises, certain insurance companies and pension funds holding Preferred Securities.

Withholding Tax on foreign equity instruments

No German withholding tax will be levied when the distribution or capital gains are credited to the accounts of the individual investors. Foreign withholding tax on the distributions can be credited.

Inheritance and Gift Tax

No inheritance or gift taxes with respect to any Preferred Security will arise under the laws of Germany, if, in the case of inheritance tax, neither the decedent nor the beneficiary, or, in the case of gift tax, neither the donor nor the donee, is a resident of Germany and such Preferred Security is not attributable to a German trade or business for which a permanent establishment is maintained, or a permanent representative has been appointed, in Germany. Exceptions from this rule apply to certain German expatriates.

Other Taxes

No stamp, issue, registration or similar taxes or duties will be payable in Germany in connection with the issuance, delivery or execution of the Preferred Securities. Currently, net assets tax is not levied in Germany.

Netherlands Taxation

Holders of the Preferred Securities who are individuals and are resident or deemed to be resident in The Netherlands ("Holders"), or who have elected to be treated as a Dutch resident Holder for Dutch tax purposes, are subject to Dutch income tax on a deemed return regardless of the actual income derived from the Preferred Securities or gain or loss realised upon disposal or redemption of the Preferred Securities, provided that the Preferred Securities are held as a portfolio investment and are not held in the context of any business or substantial interest. The deemed return amounts to 4 per cent. of the average value of the Holder's net assets in the relevant fiscal year (including the Preferred Securities) and is taxed at a flat rate of 30 per cent.

Corporate Holders that are resident or deemed to be resident in The Netherlands, without being exempt from Dutch corporate tax, will be subject to Dutch corporate tax on all income and gains realised in connection with the Preferred Securities.

SUBSCRIPTION AND SALE

ABN AMRO Bank N.V., Deutsche Bank AG London, J.P. Morgan Securities Ltd., Merrill Lynch International, Morgan Stanley & Co. International Limited and UBS Limited (together, the "Joint Lead Managers") have, pursuant to a Subscription Agreement (the "Subscription Agreement") dated 16th February, 2005, jointly and severally agreed to subscribe or procure subscribers for the Preferred Securities at the issue price of 100 per cent. of the principal amount of Preferred Securities, less a combined selling concession and management and underwriting commission of 2.00 per cent. of the principal amount of the Preferred Securities. The Issuer will also reimburse the Joint Lead Managers in respect of certain of their expenses, and has agreed to indemnify the Joint Lead Managers against certain liabilities, incurred in connection with the issue of the Preferred Securities. The Subscription Agreement may be terminated in certain circumstances prior to payment of the Issuer.

United States

The Preferred Securities have not been and will not be registered under the Securities Act and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except in certain transactions exempt from the registration requirements of the Securities Act.

Each Joint Lead Manager has agreed that, except as permitted by the Subscription Agreement, it will not offer, sell or deliver the Preferred Securities (i) as part of their distribution at any time or (ii) otherwise until 40 days after the later of the commencement of the offering and the Closing Date within the United States or to, or for the account or benefit of, U.S. persons and that it will have sent to each dealer to which it sells any Preferred Securities during the distribution compliance period a confirmation or other notice setting forth the restrictions on offers and sales of the Preferred Securities within the United States or to, or for the account or benefit of, U.S. persons. Terms used in this paragraph have the meanings given to them by Regulation S under the Securities Act.

In addition, until 40 days after the commencement of the offering, an offer or sale of Preferred Securities within the United States by any dealer that is not participating in the offering may violate the registration requirements of the Securities Act.

United Kingdom

Each Joint Lead Manager has represented and agreed that, except as permitted by the Subscription Agreement:

- (i) it has not offered or sold and, prior to the expiry of the period of six months from the Closing Date, will not offer or sell any Preferred Securities to persons in the United Kingdom except to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of their businesses or otherwise in circumstances which have not resulted and will not result in an offer to the public in the United Kingdom within the meaning of the Public Offers of Securities Regulations 1995 (as amended);
- (ii) it has only communicated or caused to be communicated and will only communicate or cause to be communicated any invitation or inducement to engage in investment activity (within the meaning of Section 21 of the Financial Services and Markets Act 2000 (the "FSMA")) received by it in connection with the issue or sale of the Preferred Securities in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer or the Bank; and
- (iii) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to the Preferred Securities in, from or otherwise involving the United Kingdom.

Greece

Each Joint Lead Manager has represented and agreed that it has not publicly offered or sold and will not publicly offer or sell any Preferred Securities, in, or to persons in, the Hellenic Republic, or engage in advertisements, notices, statements or other actions in the Hellenic Republic, with a view to attracting resident investors in the Hellenic Republic to acquire Preferred Securities. All applicable provisions of article

10 of law 876/1979 and Presidential Decree 52/1992, as now in force and law 3156/2003 must be complied with in respect of anything done with regard to the public offering of Preferred Securities in, from or otherwise involving the Hellenic Republic.

The reference in the preceding clause to the prohibition on, and the related formalities of, public sales and offers of securities in the Hellenic Republic do not apply where the purchasers or offerees are persons dealing in securities in the ordinary course of their business.

Furthermore, to the extent that the Preferred Securities are listed on Euronext Amsterdam and the Frankfurt Stock Exchange, and the Offering Circular constitutes a Prospectus for the purposes of the admission to listing of the Preferred Securities on any of such Stock Exchanges, an "Investment Firm" (as defined in Law 2396/1996, implementing Council Directive 93/22/EEC into Greek Law), which (i) under the laws of its home state and as per its operating licence, is authorised to trade over-the-counter in transferable securities, listed on Organised Markets (as defined in Law 2396/1996), and (ii) as per the provisions of Law 2396/1996, lawfully operates in Greece and may offer for sale in Greece transferable securities, listed on Organised Markets (as defined in Law 2396/1996), operating in any EU Member State other than Greece or in any third country, may offer for sale the Preferred Securities in Greece to the extent that such Investment Firm (i) makes the Offering Circular and the latest two semi-annual statements of the Issuer available to Greek investors in the Greek language; (ii) announces its intention to offer the Preferred Securities for sale in Greece, at least, ten (10) business days prior to the commencement of such offering, and (iii) submits the Offering Circular and such statements to the Hellenic Capital Market Commission within the same time period.

Jersey

Each Joint Lead Manager has agreed that the Preferred Securities may not be (a) offered to, sold to or held by, or for the account of persons (other than financial institutions in the ordinary course of business) resident for income tax purposes in Jersey; or (b) transferred to a person resident for income tax purposes in Jersey (other than financial institutions in the ordinary course of business) unless the Registrar is satisfied that the beneficial owner thereof is not resident in Jersey for income tax purposes.

Republic of Italy

The offering of the Preferred Securities has not been cleared by CONSOB (the Italian Securities Exchange Commission) pursuant to Italian securities legislation and, accordingly, no Preferred Securities may be offered, sold or delivered, nor may copies of this Offering Circular (in preliminary or final form) or of any other document relating to the Preferred Securities be distributed in the Republic of Italy, except:

- (i) to professional investors ("operatori qualificati"), as defined in Article 31, second paragraph, of CONSOB Regulation No. 11522 of 1st July, 1998, as amended; or
- (ii) in circumstances which are exempted from the rules on solicitation of investments pursuant to Article 100 of Legislative Decree No. 58 of 24th February, 1998 (the "Financial Services Act") and Article 33, first paragraph, of CONSOB Regulation No. 11971 of 14th May, 1999, as amended.

Any offer, sale or delivery of the Preferred Securities or distribution of copies of this Offering Circular (in preliminary or final form) or any other document relating to the Preferred Securities in the Republic of Italy under (i) or (ii) above must be:

- (a) made by an investment firm, bank or financial intermediary permitted to conduct such activities in the Republic of Italy in accordance with the Financial Services Act and Legislative Decree No. 385 of 1st September, 1993 (the "Banking Act"), as amended; and
- (b) in compliance with Article 129 of the Banking Act and the implementing guidelines of the Bank of Italy pursuant to which the issue or the offer of securities in the Republic of Italy may need to be preceded and followed by an appropriate notice to be filed with the Bank of Italy depending, *inter alia*, on the aggregate value of the securities issued or offered in the Republic of Italy and their characteristics; and
- (c) in accordance with any other applicable laws and regulations.

Federal Republic of Germany

Each Joint Lead Manager has agreed that the Preferred Securities will not be offered or sold in the Federal Republic of Germany except as may be permitted in accordance with the Securities Sales Prospectus Act (*Wertpapier-Verkaufsprospektgesetz*), or any other German laws governing the issue, offering and sale of securities.

Singapore

This Offering Circular has not been registered as a prospectus with the Monetary Authority of Singapore under the Securities and Futures Act, Chapter 289 of the Singapore statutes (the "SFA"). Accordingly, each Joint Lead Manager has represented, warranted and agreed that this Offering Circular and any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of the Preferred Securities may not be circulated or distributed, nor may the Preferred Securities be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to the public or any member of the public in Singapore other than (i) to an institutional investor or other person specified in Section 274 of the SFA, (ii) to a sophisticated investor, and in accordance with the conditions, specified in Section 275 of the SFA or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Hong Kong

Each Joint Lead Manager has represented and agreed that (i) it has not offered or sold and will not offer or sell in Hong Kong, by means of any document, any Preferred Securities other than to persons whose ordinary business is to buy or sell shares or debentures, whether as principal or agent, or in circumstances which do not constitute an offer to the public within the meaning of the Companies Ordinance (Cap. 32) of Hong Kong; and (ii) it has not issued and will not issue any advertisement, invitation or document relating to the Preferred Securities, whether in Hong Kong or elsewhere, which is directed at, or the contents of which are likely to be accessed or read by, the public in Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to the Preferred Securities which are or are intended to be disposed of only to persons outside Hong Kong or only to "professional investors" within the meaning of the Securities and Future Ordinance (Cap. 571) of Hong Kong and any rules made thereunder.

Switzerland

This Offering Circular does not constitute an offer to buy or to subscribe for Preferred Securities of the Issuer and it does not constitute an offering circular within the meaning of Art. 1156 of the Swiss Code of Obligations. This Offering Circular may be communicated in Switzerland to a limited circle of individually selected investors only and each copy of this Offering Circular may only be addressed to specifically named recipients and shall not be passed on to a third party.

Portugal

Each Joint Lead Manager has represented, warranted and agreed that (i) it has not directly or indirectly taken any action or offered, advertised, sold or delivered and will not directly or indirectly offer, advertise, sell, re-sell, re-offer or deliver any Preferred Securities in circumstances which could qualify as a public offer pursuant to the *Código dos Valores Mobiliários*, and (ii) it has not directly or indirectly distributed and will not directly or indirectly distribute this Offering Circular, any other document, circular, advertisement or any offering material except in accordance with all applicable Portuguese laws and regulations.

Belgium

This Offering Circular has not been and will not be submitted to the Belgian Banking, Finance and Insurance Commission and, accordingly, the Preferred Securities may not be distributed by way of public offering in Belgium.

Spain

The Preferred Securities will not be offered or sold in Spain by means of a public offer as defined and construed by Spanish law save in compliance with the requirements of the Spanish Securities Market Law of

28th July, 1988, as amended and restated, and Royal Decree 291/1992 of 27th March, on issues and public offers for the sale of securities ("RD 291/92"), as amended and restated, and other applicable regulations. Accordingly, the Preferred Securities have not been offered and will not be offered to persons in the Kingdom of Spain in any way that would constitute an offer to the public.

This Offering Circular has not been registered with the *Comisión Nacional del Mercado de Valores* (the Spanish securities commission) and therefore it is not intended for any public offer of the Preferred Securities in Spain.

General

No action has been taken by the Issuer, the Bank or any of the Joint Lead Managers that would, or is intended to, permit a public offer of the Preferred Securities in any country or jurisdiction where any such action for that purpose is required. Accordingly, each Joint Lead Manager has undertaken that it will not, directly or indirectly, offer or sell any Preferred Securities or distribute or publish any offering circular, prospectus, form of application, advertisement or other document or information in any country or jurisdiction except under circumstances that will, to the best of its knowledge and belief, result in compliance with any applicable laws and regulations and all offers and sales of Preferred Securities by it will be made on the same terms.

GENERAL INFORMATION

Authorisation

1. The issue of the Preferred Securities was duly authorised by a resolution of the Board of Directors of the Issuer dated 11th February, 2005 and the giving of the Guarantee was duly authorised by a resolution of the Board of Directors of the Bank dated 25th January, 2005.

Listing

2. Application has been made to list the Preferred Securities on Euronext Amsterdam. Application will be made to list the Preferred Securities on the Frankfurt Stock Exchange. So long as the Preferred Securities are listed on the stock market of Euronext Amsterdam, the Issuer will comply with the provisions set forth in Article 2.1.20, sections a-g of Schedule B of the Listing and Issuing Rules (Fondsenreglement) of Euronext Amsterdam N.V.

Clearing Systems

3. The Preferred Securities have been accepted for clearance through Clearstream Banking Frankfurt. The Preferred Securities are also eligible for clearing and settlement through Euroclear and Clearstream, Luxembourg. The ISIN for this issue is DE000A0DX3M2, the Common Code is 021190098, the fondscode is 15187 and the German Security Code (WKN) is A0DX3M.

No significant change

4. Save as disclosed in this Offering Circular, there has been no significant change in the financial or trading position of the Group since 30th September, 2004 or of the Issuer since 31st December, 2003 and there has been no material adverse change in the financial position or prospects of the Group or the Issuer since 31st December, 2003.

Litigation

5. Save as disclosed in this Offering Circular, none of the Issuer the Bank and any other member of the Group is or has been involved in any legal or arbitration proceedings (including any proceedings which are pending or threatened of which the Issuer or the Bank is aware) which may have or have had in the 12 months preceding the date of this Offering Circular a significant effect on the financial position of the Issuer, the Bank or the Group.

Accounts

6. The auditors of the Issuer are KPMG Channel Islands Limited, 5 St. Andrew's Place, Charing Cross, St. Helier, Jersey JE4 8WQ. The Issuer prepares audited non-consolidated financial statements on an annual basis.

Audited financial statements of the Issuer have been prepared for the period from 21st November, 2002 to 31st December, 2002 and for the year ended 31st December, 2003. An unqualified audit opinion was issued thereon by KPMG.

The statutory auditors of the Bank are KPMG Kyriacou Certified Auditors A.E., 3 Stratigou Tombra Street, Aghia Paraskevi GR-15342, Athens (who were appointed for the first time on 2nd April, 2002).

The consolidated financial statements of the Bank for the financial year ended 31st December, 2001 prepared in accordance with international accounting standards ("IAS") and the consolidated and non-consolidated financial statements of the Bank for the financial year ended 31st December, 2001 prepared in accordance with generally accepted accounting principles in Greece ("Greek GAAP") were audited by Arthur Andersen S.A., Athens (the previous auditors of the Bank) and by Sol AE.

The consolidated and non-consolidated financial statements of the Bank for the financial years ended 31st December, 2002 and 2003 prepared in accordance with Greek GAAP were audited by KPMG Kyriacou Certified Auditors A.E. Sol AE were also appointed to audit the Greek GAAP consolidated and non-consolidated financial statements of the Bank for the financial year ended 31st December, 2002.

On an annual basis, the Bank currently prepares audited consolidated and non-consolidated financial statements in accordance with Greek GAAP. On a semi-annual basis, the Bank currently prepares unaudited (but reviewed) consolidated and non-consolidated financial statements in accordance with Greek GAAP. On a quarterly basis, the Bank currently prepares unaudited consolidated and non-consolidated financial statements in accordance with Greek GAAP.

Documents

7. Copies of the following documents will be available free of charge from the specified office of the Paying and Transfer Agents for the time being so long as any of the Preferred Securities remains outstanding:

- (a) the Articles of Association of the Issuer and the Memorandum and Articles of Association of the Bank (with an English translation thereof);
- (b) the Greek GAAP audited consolidated and non-consolidated financial statements of the Bank, each in respect of the financial years ended 31st December, 2001, 2002 and 31st December, 2003 (with an English translation thereof) and the audited financial statements of the Issuer in respect of the period from 21st November, 2002 to 31st December, 2002 and for the year ended 31st December, 2003;
- (c) the last two most recently published audited annual financial statements of the Issuer and the Bank (when available) and the most recently published unaudited interim financial statements (if any) of the Issuer and the Bank (with an English translation thereof); and
- (d) the Subscription Agreement, the Agency Agreement and the Guarantee.

THE ISSUER

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To the Issuer

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1082 PP Amsterdam
The Netherlands

Geprüfter Konzernabschluß der Alpha Bank AE zum 31. Dezember 2003 (Audited Consolidated Financial Statements of Alpha Bank AE for the year ending 31 December 2003)*

* References to any page numbers are to the pages of the annual report of Alpha Bank AE as of 31 December 2003

Balance Sheet as at December 31, 2003

(Amounts in thousands of Euro)

Assets	2003		2002	
CASH AND BALANCES WITH CENTRAL BANKS				
a. Cash	266,729		302,704	
b. Cheques receivable	56,096		59,497	
c. Deposits with central Banks	603,088	925,913	782,645	1,144,846
TREASURY BILLS AND OTHER SECURITIES ELIGIBLE FOR REFINANCING WITH THE CENTRAL BANK				
a. Issued by the Greek State	253,520		1,968,425	
b. Other	163,575	417,095	221,828	2,190,253
LOANS AND ADVANCES TO CREDIT INSTITUTIONS				
a. Repayable on demand	5,109		8,144	
b. With agreed maturity	1,134,773		753,853	
c. Reverse repos	5,546,446	6,686,328	3,538,093	4,300,090
LOANS AND ADVANCES TO CUSTOMERS				
a. Maturing within one year	8,993,327		8,731,795	
b. Maturing after one year	8,954,092		7,028,033	
	17,947,419		15,759,828	
- Other receivables	34,597		22,100	
	17,982,016		15,781,928	
Less: Allowances for credit losses	439,700	17,542,316	315,000	15,466,928
SECURITIES				
Debt securities including fixed income securities				
a. Issued by the Greek State	124,454		375,198	
b. Other	1,051,600		1,143,163	
	1,176,054		1,518,361	
Shares and other variable yield securities	120,484	1,296,538	117,984	1,636,345
INVESTMENTS				
Investments in non affiliates	111,329		137,927	
Investments in affiliates	1,367,221	1,478,550	1,479,013	1,616,940
INTANGIBLE ASSETS				
a. Formation and preliminary expenses	18,798			
Less: Amortization	14,810	3,988	5,447	
b. Other intangible assets	225,354			
Less: Amortization	148,120	77,234	67,574	73,021
TANGIBLE ASSETS				
a. Land		354,077	62,774	
b. Buildings - Buildings installation	331,957			
Less: Depreciation	140,573	191,384	125,405	
c. Furniture and fixtures	57,227			
Less: Depreciation	36,792	20,435	21,225	
d. EDP equipment	235,554			
Less: Depreciation	192,245	43,309	53,080	
e. Other tangible assets	1,456			
Less: Depreciation	830	626	610	
f. Fixed assets under construction and advances		305	610,136	263,897
			803	
OTHER ASSETS		429,864		356,008
PREPAYMENTS AND ACCRUED INCOME				
a. Prepaid expenses	17,305		23,009	
b. Accrued interest:				
- State bonds	8,349			
- Other bonds	20,330			
- Loans and advances	46,574			
- Other	31,119	106,372	192,408	215,417
TOTAL ASSETS		29,591,639		27,263,745



Liabilities

	2003	2002
DUE TO CREDIT INSTITUTIONS		
a Repayable on demand	29,032	39,070
b Time deposits	867,835	1,662,445
c Repos	1,744,800	1,177,665
	2,641,667	2,879,180
DUE TO CUSTOMERS		
a Deposits		
Repayable on demand	4,660,287	4,047,545
Saving deposits	8,571,739	8,189,251
Time deposits	3,580,909	3,265,922
	16,812,935	15,497,718
b Other liabilities		
Cheques and orders payable	151,164	186,044
Repos	3,287,200	5,643,601
	20,251,299	21,327,363
DEBT SECURITIES ISSUED	2,399,168	
OTHER LIABILITIES		
a Dividends payable	117,502	74,069
b Income tax and other taxes payable	117,082	92,810
c Withholdings in favour of social security funds and other third parties	149,451	138,081
d Other	266,387	542,458
	650,422	237,498
ACCRUED EXPENSES AND DEFERRED INCOME		
a Deferred income	20,406	19,432
b Accrued interest on time deposits	16,813	12,555
c Other accrued expenses of the year	65,498	54,911
	102,717	86,898
PROVISIONS FOR LIABILITIES AND CHARGES		
a Provision for staff retirement indemnities	7,810	12,500
b Other	14,421	22,231
	22,231	12,965
SUBORDINATED DEBT	1,249,910	800,000
CAPITAL AND RESERVES		
Share capital		
Paid-up capital (195,835,935 shares of Euro 4.87 per share)	953,721	768,462
Share premium account	244,914	443,373
Reserves		
a Legal reserve	214,000	189,000
b Extraordinary reserve	190,000	179,000
c Tax-free reserves under special laws	290,497	399,169
d Reserves from the revaluation of securities	105,102	105,102
Land and building revaluation surplus	371,711	-
Retained earnings	209,930	129,576
Goodwill to be netted off	(305,650)	(611,301)
	2,274,225	1,602,381
TOTAL LIABILITIES	29,591,639	27,263,745

Off Balance Sheet Accounts

Contingent liabilities		
From guarantees in favour of third parties	3,897,767	3,426,006
Repos	5,032,000	6,821,266
Other off Balance Sheet accounts		
a Beneficiaries of asset items	143,536	171,524
b Bilateral agreements	8,598,585	9,758,304
c Sundry off balance sheet accounts (guarantees, securities etc.)	20,449,476	20,052,967
d Mutual funds' holders	4,414,911	2,917,405
	33,606,508	32,898,200
TOTAL OFF BALANCE SHEET ACCOUNTS	42,536,275	43,145,472

Profit and Loss Account
(1.1 - 31.12.2003)

	2003		2002	
Interest and similar income				
Interest on fixed income securities	106.304		235.702	
Other interest and similar income	1.125.057	1.231.361	1.002.353	1.238.055
Less				
Interest expense and similar charges		464.217		590.525
		767.144		647.530
Plus				
Dividend income				
a. Dividend income from trading portfolio	5.950		2.663	
b. Dividend income from investments in affiliates	18.273	24.223	20.475	23.138
Commission income	257.484		255.758	
Less				
Commission expense	31.009	226.475	23.014	232.744
Plus				
Net trading income		113.807		76.215
Plus				
Other operating income		8.025		9.329
Gross operating results		1.139.674		988.956
Less				
General administrative expenses				
a. Staff costs				
- Salaries	192.199		194.287	
- Contributions to social security funds	111.605		99.717	
- Other staff costs	19.476	323.280	23.296	317.300
b. Other administrative expenses				
- General expenses	196.039		182.309	
- Non-income taxes	24.753	220.792	23.107	205.416
Less				
Depreciation and amortization expenses		80.250		83.605
Revaluation differences of receivables and provisions for contingent liabilities				
- General provision for credit risk	166.181		139.084	
- Provision for staff retirement indemnities	487		4.901	
- Other provisions	14.555	181.223	106	144.091
Total operating results		334.129		238.544
Extraordinary income		4.255		3.236
Extraordinary charges		(2.617)		(1.595)
Extraordinary results		20.643		3.406
Net profit for the year (before taxes)		356.410		243.591

Notes

1. The annual ordinary general shareholders' meeting of the Bank on May 9, 2003 approved, in accordance with Law 309/1/2002, that the unamortized balance of goodwill resulting from the merger with the former Ionian Bank in 2000 of Euro 611.3 million be set against reserves in two equal instalments in 2003 and 2004. 2. In accordance with Law 3229/2004 the net book values of land and buildings were revalued to fair value. The resulting surplus of Euro 406.7 million after deducting the relevant tax, was reduced by an amount of Euro 28.1 million which represents the difference from the valuation of an investment to market value. The remaining surplus was recorded to an account in equity "Land and building revaluation surplus". 3. In accordance with the provisions of P.D. 399/2003 the Bank selected fixed assets depreciation rates that reflect more satisfactorily the useful life of the assets. Because of this change the depreciation expense is lower by Euro 9.1 million. 4. In 2003, former Alpha Romanian Holdings A.E. and Alpha Investments A.E. have been merged with the Bank. 5. In 2003, the Bank's share capital increased by Euro 185.3 million as a result of: a) the merger with the former Alpha Investments A.E. by Euro 184.8 million and by the exercise of stock options by Euro 0.5 million. 6. According to an actuarial study of 2002, it was estimated that an amount of about Euro 133.7 million (on an after tax basis), is required for the Bank to fully cover its future obligations to the Auxiliary Pension Fund. The Bank in order to keep this liability constant charged the results of 2003 with the amount of Euro 55.3 million. 7. The additional losses assessed relating to the financial years 2000 - 2002 were recorded against respective provisions that the Bank recorded in the prior years. 8. The allowance for credit losses of Euro 439.7 million is considered adequate. 9. No fixed assets have been pledged. 10. There are no pending legal cases or suits in progress, which may have a material impact on the financial statements of the Bank. 11. The total employees of the bank as at December 31, 2003 was 7,412 compared to 7,852 as at December 31, 2002. 12. The Bank is classified under the statistical code 6519, according to the 4-digit classification of the economic activity sector.



Appropriation Account

	2003	2002
Net profit for the year	356,410	243,591
Retained earnings	137,884	62,179
Treasury shares reserve	250	-
	494,544	305,770
Less:		
Income tax and other taxes	96,042	74,448
Profit for appropriation	398,502	231,322
Appropriated as under:		
Legal reserve	25,000	15,853
Dividend for the year (195,835,935 shares of Euro 0.60 per share)	117,502	74,069
Special and extraordinary reserves:		
- Extraordinary reserve	12,846	5,853
- Tax-free reserves under special laws	29,868	42,714
	42,714	2,041
Directors' fees	360	360
Bonus to staff	2,996	-
Extra allowance to staff due to Euro introduction	-	3,570
Retained earnings at 31.12.2003	209,930	129,576
	398,502	231,322

Athens, February 29, 2004

The Chairman
of the Board of Directors
And Managing Director

The Executive Director
And General Manager

The Executive General
Manager And Chief
Financial Officer

Chief Group
Financial Reporting

Yannis S. Costopoulos

Demetrios P. Manioudis

Marinos S. Yarnopoulos

George N. Kontos

Independent Auditors' Report

(Translated from the original in Greek)
To the Shareholders of ALPHA BANK

We have audited the above financial statements of Alpha Bank for the year ended 31 December 2003 and the relevant notes thereon. Our audit included the activities of the Bank's branches, and was performed in accordance with the article 37 of Codified Law 2190/1920 relating to Anonymes Eteries and included the audit procedures we considered appropriate taking into account the auditing standards adopted by the Institute of Certified Auditors Accountants. The books and records maintained by the Bank were placed at our disposal and we were provided with the necessary information and explanations for the purpose of our audit. The Bank has properly applied the Banking Industry Chart of Accounts. The accounting policies have been consistently applied except for the matter described in note 2 to the financial statements. We verified that the contents of the Board of Directors Report to be submitted to the Annual General Meeting of the Shareholders agrees with the related financial statements. The notes to the financial statements contain the information required under paragraph 1 of article 43a and article 129 of Codified Law 2190/1920. In our opinion, the above financial statements, which are derived from the Bank's books and records, together with the notes thereon, after taking into consideration the matters described in notes 2 and 6 to the financial statements, present fairly the bank's financial position as of 31 December 2003 and its results for the year then ended, in accordance with the applicable provisions and generally accepted accounting principles in Greece and have been applied on a consistent basis except for the matter described in note 2 above.

Athens, 25 February 2004
KPMG Kyriacou Certified Auditors AE

Nick Vourisias
Certified Auditor Accountant
AM SOEL 18701

Yiorgos Charalambous
Certified Auditor Accountant
AM SOEL 12501

Consolidated Balance Sheet of the Group of Companies of the Financial/Credit Sector as at December 31, 2003

(Amounts in thousands of Euro)

Assets	2003	2002
CASH AND BALANCES WITH CENTRAL BANKS		
a. Cash	285,886	318,203
b. Cheques receivable	72,336	75,419
c. Deposits with Central Banks	792,136	1,150,358
	1,018,956	1,412,578
TREASURY BILLS AND OTHER SECURITIES ELIGIBLE FOR REFINANCING WITH THE CENTRAL BANK		
a. Issued by the Greek State	253,520	1,968,425
b. Other	163,575	417,095
	221,828	2,190,253
LOANS AND ADVANCES TO CREDIT INSTITUTIONS		
a. Repayable on demand	15,396	61,063
b. With agreed maturity	878,805	567,968
c. Reverse repos	5,546,446	6,440,647
	3,538,093	4,167,144
LOANS AND ADVANCES TO CUSTOMERS		
a. Maturing within one year	9,626,953	9,584,869
b. Maturing after one year	10,633,153	8,318,774
	20,260,106	17,903,643
Other receivables	93,441	61,284
	20,353,547	17,964,927
Less: Allowances for credit losses	508,159	19,845,388
	369,525	17,595,402
SECURITIES		
Debt securities including fixed income securities		
a. Issued by the Greek State	158,000	426,672
b. Other	992,624	1,441,884
	1,150,624	1,868,556
Shares and other variable yield securities	149,769	1,300,393
	374,100	2,242,656
INVESTMENTS		
Investments in associates consolidated under the equity method	235,179	200,923
Investments in non-consolidated companies	27,204	262,383
	22,274	223,197
INTANGIBLE ASSETS		
a. Formation and preliminary expenses	37,015	
Less: Amortization	32,264	4,751
	6,671	
b. Other intangible assets	237,424	
Less: Amortization	155,528	81,896
	86,647	73,634
	80,305	
TANGIBLE ASSETS		
a. Land	400,346	73,886
b. Buildings-Buildings installation	395,229	
Less: Depreciation	159,128	236,101
	165,234	
c. Furniture and fixtures	77,103	
Less: Depreciation	48,539	28,564
	30,277	
d. EDP equipment	255,440	
Less: Depreciation	205,427	50,013
	64,357	
e. Other tangible assets	3,926	
Less: Depreciation	2,408	1,518
	1,616	
f. Payments in advance and tangible assets under construction	982	717,524
	1,393	338,763
OTHER ASSETS		
	454,251	384,570
PREPAYMENTS AND ACCRUED INCOME		
a. Prepaid expenses	18,851	25,561
b. Accrued interest		
State bonds	8,437	
Other bonds	22,979	
Loans and advances	46,821	
Other	30,641	108,878
	196,298	
c. Income of the year receivable	472	128,201
	516	222,375
TOTAL ASSETS	30,802,887	28,855,243



Liabilities

	2002	2002		
DUE TO CREDIT INSTITUTIONS				
a Repayable on demand	44,197		57,884	
b Time deposits	658,329		1,457,856	
c Repos	1,744,800	2,447,326	1,177,665	2,693,405
DUE TO CUSTOMERS				
a Deposits				
Repayable on demand	4,561,971		4,188,640	
Saving deposits	8,609,998		8,227,122	
Time deposits	5,246,916		5,100,559	
	18,418,885		17,516,321	
b Other liabilities				
Cheques and orders payable	151,803		186,457	
Repos	3,236,480	21,807,168	5,488,178	23,190,956
		2,138,036		
DEBT SECURITIES				
OTHER LIABILITIES				
a Dividends payable	117,502		74,069	
b Income tax and other taxes payable	150,936		118,711	
c Withholdings in favour of social security funds and other third parties	151,321		140,237	
d Other	342,791	762,550	293,317	626,334
ACCRUED EXPENSES AND DEFERRED INCOME				
a Deferred income	132,212		140,860	
b Accrued interest on time deposits	34,843		25,614	
c Other accrued expenses of the year	70,914	237,969	60,327	226,801
PROVISIONS FOR LIABILITIES AND CHARGES				
a Provisions for staff retirement indemnities	24,017		24,903	
b Other	15,113	39,130	13,135	39,038
SUBORDINATED DEBT		890,988		582,085
HYBRID SECURITIES		225,434		181,408
CAPITAL AND RESERVES				
Share capital				
Paid-up capital	953,721		768,462	
Share premium account	244,914		443,373	
Reserves	835,764		817,268	
Land and building revaluation surplus	393,384			
Retained earnings	214,338		158,649	
Goodwill to be netted off	(273,021)		(578,671)	
	2,369,100		1,609,081	
Less: Consolidation differences	228,063		236,111	
Less: Treasury shares			382,554	
	2,141,037		990,416	
Minority interests	113,249	2,254,286	325,800	1,316,216
TOTAL LIABILITIES		30,802,887		28,855,243

Off Balance Sheet Accounts

Contingent liabilities				
From guarantees in favour of third parties		4,065,402		3,653,207
Repos		4,981,280		6,665,843
Other off Balance Sheet accounts				
a Beneficiaries of asset items	1,941,811		1,795,643	
b Bilateral agreements	8,584,557		9,749,707	
c Sundry off balance sheet accounts (guarantees, securities etc)	20,763,798		20,322,153	
d Mutual funds' holders	4,414,911	35,705,077	2,917,405	34,784,908
TOTAL OFF BALANCE SHEET ACCOUNTS		44,751,759		45,103,958

Consolidated Profit and Loss Account
(1.1 - 31.12.2003)

	2003	2002	2002
		(comparable)	(published)
Interest and similar income			
- Interest on fixed-income securities	120.776	256.191	256.191
- Other interest and similar income	1.273.867	1.164.356	1.130.723
	1.394.643	1.420.547	1.386.914
Less:			
Interest expense and similar charges	502.266	655.041	655.041
	892.377	765.506	731.873
Plus:			
Dividend income			
a. Dividend income from trading portfolio	6.909	10.262	10.262
b. Dividend income from investments in affiliates	675	4.406	4.406
	7.584	14.668	14.668
Commission income	335.088	320.288	320.288
Less:			
Commission expense	38.112	28.139	28.139
	296.976	292.149	292.149
Plus:			
Net trading income	111.772	71.680	71.754
Plus:			
Other operating income	9.279	14.702	156.657
Surplus value from participation in entities consolidated under the equity method	715	(4.702)	(4.702)
Gross operating results	1.318.703	1.154.003	1.262.399
Less:			
General administrative expenses			
a. Staff costs			
- Salaries	235.752	237.198	237.198
- Contributions to social security funds	122.197	108.978	108.978
- Other staff costs	22.007	25.932	25.932
	379.956	372.108	372.108
b. Other administrative expenses			
- General expenses	216.879	207.768	204.512
- Non-income taxes	27.352	26.989	26.989
	244.231	234.757	231.501
Less:			
Depreciation and amortization expenses	90.748	94.782	208.045
Revaluation differences of receivables and provisions for contingent liabilities			
- General provision for credit risk	194.009	157.066	157.066
- Provision for staff retirement indemnities	726	5.296	5.296
- Other provisions	17.610	13.323	13.323
	212.345	175.685	175.685
Total operating results	391.423	276.671	275.060
Extraordinary income	7.756	6.576	6.576
Extraordinary charges	(3.493)	(3.936)	(3.936)
Extraordinary profit or loss	20.885	3.063	2.215
Net profit for the year (before taxes)	416.571	282.374	279.915
Less: Income tax	125.577	99.536	99.536
Net profit for the year	290.994	182.838	180.379
Less: Minority interest	6.773	8.470	7.892
Net profit	284.221	174.368	172.487



Notes

1. The Group companies of the financial services sector that have been consolidated under the full consolidation method, excluding "ALPHA BANK" are: 1. Alpha Bank London Ltd. 2. Alpha Bank Romania S.A. 3. Alpha Bank Jersey Ltd. 4. Alpha Bank Limited. 5. Alpha Bank AD Skopje. 6. Alpha Leasing A.E. 7. Alpha Finance A.X.E.P.E.Y. 8. Alpha Private Investment Services A.E. 9. Alpha Mutual Fund Management A.E. 10. Alpha Ventures A.E. 11. Alpha Asitua Amrita A.E. 12. Alpha Asset Finance Ltd. 13. Alpha Credit Group Plc. 14. Alpha Finance U.S. Corporation. 15. Alpha Finance Ltd Cyprus. 16. Alpha Asset Management A.E.P.E.Y. 17. Alpha Finance Hymnia S.A. 18. Alpha Leasing Romania S.A. 19. Alpha Trustees Ltd. 20. Alpha Equity Fund A.E. 21. ADG Factors A.E. 22. Ionian Holdings A.E. 23. C.D. Interleasing Southeastern Ltd. 24. Messano Holdings S.A. 25. Alpha Group Jersey Limited. 26. Alpha EF European Capital Investment. The company No. 26 is included in the consolidation for the first time in the year 2003. During 2003 Alpha Investments A.E. and Alpha Romanian Holdings A.E. have been merged with Alpha Bank, while Alpha Commercial Real Estate A.E. has been reabsorbed. In addition the following associates and subsidiaries, which are not financial and credit institutions are accounted for using the equity method: 1. Alpha Insurance A.E. 2. Alpha Insurance Agents A.E. 3. Alpha Insurance Romania. 4. Alpha Insurance LTD Cyprus. 5. Ionian Hotel Enterprises A.E. 6. Ionian Park E.P.E. 7. Kale Magi A.E. 8. Oceans A.T.O.E. 9. Delta Singular A.E. 10. Ikap A.E. 11. Gaoqinmen A.E. 12. EBISAK A.E. 13. Livnos Tourist Company A.E. 14. Novrin Investments LTD. 15. Pismatouch Hellas A.E. 2. In 2003, the Bank's share capital increased by Euro 185.3 million as a result of: a) the merger with the former Alpha Investments A.E. by Euro 184.8 million and by the exercise of stock options by Euro 0.5 million. 3. The annual ordinary general shareholders' meeting of the Bank on May 8, 2003 approved, in accordance with Law 303/12/2002, that the unamortized balance of goodwill resulting from the former Ionian Bank in 2000 be offset against reserves in two equal instalments in 2003 and 2004. 4. In accordance with Law 3229/2004 the net book values of land and buildings of the Bank and certain Group Companies were revalued to fair value. The resulting surplus of approximately Euro 445 million, after deducting the relevant tax, was reduced by an amount of Euro 29 million, which represents the difference from the valuation of securities in the lower of cost or market value. The remaining surplus was recorded to accounts in equity "Land and building revaluation surplus" and "Minority interests". 5. In accordance with the provisions of PD 299/2003, the Group selected fixed assets depreciation rates that reflect more satisfactorily the useful life of the assets. Because of this change the depreciation expense is lower by Euro 9.7 million. 6. According to an actuarial study of 2002, it was estimated that an amount of about Euro 133.7 million (on an after tax basis), is required for the Bank to fully cover its future obligations to the Auxiliary Pension Fund. The Bank in order to keep this liability constant charged the results of 2003 with the amount of Euro 55.3 million. 7. The activities of Alpha Leasing have on consolidation been accounted for using the finance lease method. For comparison purposes the necessary changes in certain captions of the balance sheet have been made as well as a column has been added to the Profit and Loss account as at 31/12/2002. 8. No fixed assets have been pledged. 9. There are no pending legal cases or issues in progress which may have a material impact on the financial statements of the Group. 10. The total employees of the Group as at December 31, 2003 was 9,288 compared to 9,749 as at December 31, 2002. 11. The accounting policies followed by the subsidiaries of the Group in compiling the financial statements are consistent with those followed in the prior year and they are in accordance with the relevant provisions of Company Law 2190/1920.

Athens, February 24, 2004

The Chairman
of the Board of Directors
And Managing Director

The Executive Director
And General Manager

The Executive General
Manager And Chief
Financial Officer

Chief Group
Financial Reporting

Yannis S. Costopoulos

Demetrios P. Manizounis

Marios S. Yannopoulos

George N. Kontos

Independent Auditors' Report

(Translated from the original in Greek)

To the Shareholders of ALPHA BANK and its subsidiaries

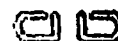
We have audited in accordance with articles 108 and 130 of Codified Law 2190/1920 relating to Anonymes Eteries the above consolidated balance sheet and income statement and the relevant notes thereon of Alpha Bank and its subsidiaries for the year ended 31 December 2003. The audit procedures we performed were those that we considered appropriate taking into account the auditing standards adopted by the Institute of Certified Auditors Accountants and we verified the contents of the consolidated of the Board of Directors report with the consolidated financial statements. The financial statements of entities that have been consolidated, with total assets and income amounting to 5% and 9% of the Group respectively, have been audited by other qualified auditors and in forming our opinion, which follows, we have relied on their audit reports. In our opinion, after taking into consideration the matters described in note 4 and 6, the consolidated financial statements have been prepared in accordance with the provisions of Codified Law 2190/1920 and present fairly, based on the relevant legislation and generally accepted accounting principles, which have been applied on a consistent basis in Greece except for the matters described in note 4 and 7, the financial position and results of the entities that have been consolidated as at 31 December 2003.

Athens, 25 February 2004

KPMG Kyriacou Certified Auditors AE

Nick Vouniseas
Certified Auditor Accountant
AM SOEL 18701

Yiorgos Charalambous
Certified Auditor Accountant
AM SOEL 12501



Notes on the Consolidated Financial Statements for the year ended at December 31, 2003

1. Basis of financial statements

Alpha Bank (the Bank) and its subsidiaries in Greece maintain their accounting books and prepare their financial statements in accordance with the Greek Company Law (2190/1920), the National Chart of Accounts (Greek General Accounting Plan - G.A.A.P.), the Books and Records Code (B.R.C.), the Greek Tax Legislation and the regulations imposed by the Bank of Greece.

2. Consolidation principles applied

In accordance with the Greek Company Law, which is in compliance with the 7th EC Directive on Consolidated Accounts, Alpha Bank Group (the Group) includes all companies in which the Group either has a holding of more than 50% or has a holding between 20% and 50% and concurrently exercises a dominant influence on the said companies whose line of business is directly related to the Bank's business. These companies were fully consolidated. All intra-Group transactions were eliminated in the consolidation. Holdings exceeding 50% of the shares of affiliated companies whose line of business is not directly related to the Bank's business, as well as holdings between 20% and 50% in other associated companies on which the Group does not exercise a dominant influence, were included in the Consolidation at an amount that reflects the Bank's share in these companies' net worth (equity method). The remaining investments are presented in the consolidated financial statements at the acquisition cost. Subsidiaries in the UK, Romania, the United States of America (USA), FYROM, Cyprus, the Netherlands and Luxemburg apply certain accounting principles that differ from those used in the consolidated financial statements for the accounting treatment of transactions and other events of similar nature. In these cases, appropriate adjustments are made in the financial statements of the subsidiaries in order to be included in the consolidated financial

statements.

Minority interests are reflected in a separate account of the consolidated Balance Sheet and the Consolidated Profit and Loss Account of the Group.

3. Consolidation differences

It concerns differences between the amount of the Bank's investment and the amount of its share in the equity of the subsidiaries or affiliated companies upon the first mandatory consolidation or after each acquisition of new shares or parts in new companies that are already included in the consolidation. The total of positive and negative differences shown on a separate account of the Consolidated Balance Sheet under the title 'Consolidation Differences' reduces the account Capital and Reserves.

4. Basic accounting principles

We set out hereunder the most significant accounting principles applied for the preparation of the Bank's financial statement and the Group's consolidated financial statements.

a. Recognition of income and expenses

Income and expenses are recorded on an accrual basis. Under Law 2076/92, as amended by Law 2937/01, interest on credits overdue for a period greater than 6 months is recorded as income only when received.

b. Provisions

Provisions for doubtful debts

The loan portfolio is valued on a semester basis by all the subsidiaries of the Bank in order to find the cases in which their value has been reduced. As regards the amounts, which have been reduced, the subsidiaries of the Bank charge their results by reducing respectively either the loans amounts or by setting up a provision account.

Moreover, the Bank sets up a provision 1% on the annual average loan portfolio (other than



loans to the Greek State and Legal Entities as well as loans having the Greek State's guarantee). This amount is tax deductible and as a percentage it is regarded as over-sufficient to cover the uncollected amount of loans.

Moreover, the company Alpha Leasing is entitled for tax purposes to set up provisions for losses arising from leases of up to 2% of the total amount of lease contracts signed during the year. The total amount of this reserve should not exceed 25% of the company's share capital. This provision reduces the account 'Loans and Advances to Customers' on the asset side of the Balance Sheet.

c. Securities

Securities include Greek Government debt securities, other fixed income securities and shares. In accordance to the Greek Law, the Bank's securities portfolio is not differentiated between investment and trading as effected according to International Accounting Standard (IAS) 39. The securities of the Bank are valued at their acquisition cost, which on an aggregate basis is higher than the respective current market value, as determined in accordance with the relevant provisions of Article 43 of the Greek Company Law (2190/1920).

The securities of the other subsidiaries are valued at the lower per kind price between book value and current market value.

The current market value of securities is calculated as follows:

- Securities listed on the Stock Exchange are valued at their average price during the final month of the reporting period;

- Shares not listed on the Stock Exchange are valued at their intrinsic value.

- Other unlisted securities are valued at their acquisition cost.

d) Foreign exchange transactions and derivatives

Assets and Liabilities in foreign currency are translated into Euro (EUR) using the fixing rate

stated in the Exchange Rates Bulletin issued by the European Central Bank on the Balance Sheet date.

Spot position

It represents the net worth of Assets and Liabilities in each foreign currency, as well as spot transactions and forward exchange contracts where the settlement date is within the next two working days. The spot position in each foreign currency is marked to market on a monthly basis at the fixing rates issued by the European Central Bank. Resulting foreign exchange differences are transferred as gains or losses to the Profit and Loss Account under the title 'Net trading income'.

FX Swaps and outright forwards

These transactions are used to hedge risks inherent in loans and deposits and their results are accounted as follows:

- Interest is calculated on an accrual basis, and
- Foreign exchange gains and losses are calculated as in the case of spot transactions.

Options

Options are marked to market on the Balance Sheet date. Unrealised gains or losses arising from their valuation are transferred to the Profit and Loss Account.

Interest Rate Swaps (IRS's), Forward Rate Agreements (FRA)

Interest Rate Swaps (IRS's) are used for trading or hedging purposes.

- For hedging IRS's accruals are calculated over the whole period of the contract.
- Trading IRS's are marked to market and unrealised capital gains or losses arising therefrom are transferred to the Profit and Loss Account.

FRA's are also used for trading or hedging purposes.

Trading FRA's are marked to market and unrealised gains or losses are transferred to the Profit and Loss Account.



For hedging FRA's accruals are calculated and accrued over the period between the settlement date and the maturity date.

Futures

Futures are marked to market on the Balance Sheet date and unrealised gains or losses are transferred to the Profit and Loss Account.

e. Tangible and intangible assets

Tangible assets

Fixed assets are recorded at acquisition cost plus the mandatory revaluation made for land and buildings every four (4) years on the basis of the rates provided for by the relevant Greek laws.

More particularly, for the year 2003, the Bank and certain companies of the Group re-valued the written-down value of land and buildings at a reasonable value under L. 3229/2004.

Depreciation of fixed assets is calculated on a straight line basis, using the rates provided by L. 2753/1999 and the P.D. 299/2003. All companies of the Group, which are established in Greece, effected depreciation according to the lower rates provided by P.D. 299/2003.

The depreciation rates used by the Bank per category of fixed assets are the following:

Buildings	3 - 5%
Electronic (EDP) equipment	24%
Furniture and fixtures	15%
Other tangible assets	11 - 15%

Intangible assets

Intangible assets include the following:

- Formation and preliminary expenses,
- Research and development (R&D) costs,
- Expenses related to the acquisition of tangible assets.

Under Greek Law, these amounts are amortised over a maximum five-year period.

f. Finance lease agreements (leasing contracts)

Finance lease contracts are treated in Greece as operating lease. For a better presentation of the financial statements, the Bank has decided that

the inclusion of the finance lease contracts in the consolidated financial statements be effected according to IAS 17 and not under the Greek Law.

g. Provision for staff retirement benefits

According to the Greek labour legislation, retiring employees are entitled to a retirement allowance of up to twenty-four (24) monthly salaries. The Bank has established a pension plan that covers the employees who have completed fifteen (15) years of service at the Bank and are entitled to pension retirement benefit. The Bank's contribution ranges between half (0.5) and five (5) salaries and the remainder is covered by the Employees' Pension Fund.

The Bank sets up provisions for staff retirement benefits only for those who have the right to retire within the next year.

h. The Employees' Pension fund

In addition to the main insurance fund (IKA), the Bank has set up a fund for the auxiliary insurance of the former Alpha Credit Bank's employees. This fund is of fixed benefits and, for this reason, the Bank draws up at regular intervals actuarial studies in order to determine the annual amount of its contribution. Based on the actuarial study of the year 2002, it is estimated that an additional amount of approximately Euro 133.7 million (on an after-tax basis) will be required to cover contingent liabilities to the Employees' Pension Fund. The Bank to maintain fixed its liability has charged the results for the year 2003 with an amount of Euro 55.3 million.

i) Income Tax

Every company of the Group is separately taxed. The Bank, making use of the incentives provided under Law 2992/2002, is taxed at a rate of 30% and the companies of the Group are taxed at a rate of 35%.

In addition, the companies pay an advance against the tax of the ensuing year that for the Bank rises to 60% and for the other companies to 55%.





Income tax paid by the Branches abroad is set off against the income tax owed by the Bank on its total revenues.

j. Dividend income

Dividends are recorded in the Profit and Loss Account when received.

k. Deposit Guarantee Fund (DGF)

In accordance with Laws 2324/17.7.95 and 2832/13.06.00, a Deposit Guarantee Fund (DGF) has been set up. All credit institutions are obliged to participate in this Fund, except the Post Savings (Giro) Bank, the Deposits and Loans Fund and credit institutions with the form of credit associations. The purpose for which this Fund has been established is to compensate the depositors of credit institutions in cases that the latter are unable to fulfil their obligations to their depositors, as well as to ensure and increase the stability of the whole banking system in Greece. DGF's resources derive from the contributions paid annually by the participating credit institutions. In case that the DGF's available funds are not adequate to pay compensation to entitled depositors of credit institutions that are unable to fulfil their obligations, credit institutions may be called by the DGF to pay an additional contribution which cannot exceed 300% of the last annual contribution.

This additional contribution is set off against the annual contribution of the ensuing years. The Law, which is in accordance with EC Directive 94/19, sets out a minimum cover of Euro 20,000 per depositor, per credit institution.



Financial Statements Analysis

During the year 2003, the Bank continued its growth course with an expansion in all its activities. In parallel, there was an increase of operational profitability in all sectors. The launching of innovative and highly competitive products to the Greek market also contributed to this growth. The Bank attained increased income that, combined with the reduction of operational cost and the conservative risk policy, create confidence for further growth in operations and increase in profits.

During the year 2003, the companies Alpha Romanian Holdings A.E. and Alpha Investments A.E. were merged with the Bank by absorption. Profit before tax shaped at Euro 356.4 million, posting an increase by 46.3% as against the previous year, whereas after tax profits rose to Euro 260.4 million.

The impressive results and the strengthening of the Bank's position in the market is reflected on the Balance Sheet and the Profit and Loss Account amounts as at 31.12.2003, which are set out hereunder as follows:

Balance Sheet

(amounts in million Euro)

Assets	2003	2002	Change %
Cash and Balances with central Banks	925.9	1,144.8	-19.1
Loans and advances to credit institutions	6,686.3	4,300.1	55.5
Loans and advances to customers	17,982.0	15,781.9	13.9
Less: allowances for credit losses	439.7	315.0	39.6
Securities	1,713.6	3,826.6	-55.2
Investments	1,478.6	1,617.0	-8.6
Fixed Assets	691.3	336.9	105.2
Other Assets	553.6	571.4	-3.1
Total Assets	29,591.6	27,263.7	8.5

Liabilities	2003	2002	Change %
Due to credit institutions	2,641.7	2,879.2	-8.2
Due to customers	20,251.3	21,327.3	-5.0
Provisions	22.2	25.5	-12.9
Bonded loans	2,399.2	-	-
Subordinated debts	1,249.9	800.0	56.2
Capital and reserves	2,579.8	2,213.7	16.5
Less: goodwill to be netted-off	305.6	611.3	-50.0
Other Liabilities	753.1	629.3	19.7
Total Liabilities	29,591.6	27,263.7	8.5

Profit and Loss Account

(amounts in million Euro)

	2003	2002	Change %
Net interest income	767.1	647.5	18.5
Commissions (net)	226.5	232.8	-2.7
Net trading income	113.8	76.2	49.3
Other operating income	32.3	32.5	-0.6
Total operating income	1,139.7	989.0	15.2
Staff costs	323.3	317.3	1.9
General expenses and non-income taxes	220.8	205.4	7.5
Depreciation and amortisation expenses (except goodwill)	80.3	83.6	-3.9
Total operating expenses	624.4	606.3	3.0
Operating results before provisions	515.3	382.7	34.7
Provisions for credit risk and other provisions	181.2	144.1	25.7
Operating results	334.1	238.6	40.1
Extraordinary results	22.3	5.0	-
Net profit for the year before taxes	356.4	243.6	46.3



Assets

Assets of the Bank in the year 2003 amounted to Euro 29,591.6 million as against Euro 27,263.7 million in the year 2002, posting an increase of 8.5%.

Loans

Total loans rose to Euro 18,255.5 million from Euro 15,866.5 million, at 31.12.2002, i.e. an increase of Euro 2,389 million or a percentage of 15%, leading the Bank to a bigger market share. In particular, loans in Euro increased by 20% whereas loans in foreign currency decreased by 15%, partly due to the devaluation of the American dollar in 2003, which affected the total portfolio of loans in this currency.

In particular, the continued expansion of the Bank's activities in the sector of the housing loans resulted in the increase of these loans by 31% as against 2002. Since 2003, the Bank has introduced two new integrated housing programmes, the Alpha Housing Plan and the Alpha Housing Euro Rate, which is associated with the evolution of the European interest rates.

The abolition of limits in consumer credit, contributed to the attainment of a significant increase in the sector of the consumer loans and credit cards amounting to a percentage of 31%. In particular, in the plastic money sector, the Bank holds a significant position in the Greek market, as it is the only Greek bank which co-operates with all three international payment systems Visa, Mastercard and American Express, offering successful card products perfectly adjusted to the needs of the local market.

The percentage of housing and consumer loans to the total loan portfolio of the Bank amounted to 26% at the end of 2003.

Credits to large enterprises also increased and their share in total credits of the Bank amounts to a percentage of 14%. The Bank was actively involved in concluding the most significant loans of leading companies in the Greek market.

In addition, the pricing policy of loans was adjusted to ensure to customers full transparency of the conditions governing their transactions.

Analysis per currency

(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Loans in Euro	16,633.0	91.1	13,924.9	87.8
Loans in Foreign Currency				
Currency	1,622.5	8.9	1,941.6	12.2
Total	18,255.5	100.0	15,866.5	100.0

Analysis by sector

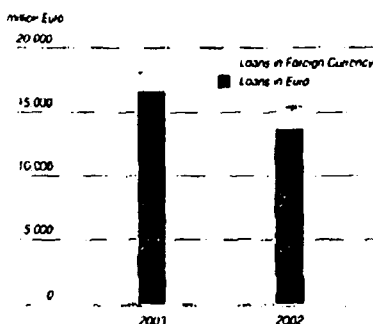
(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Private sector	17,494.7	95.8	15,153.3	95.5
Public sector	452.7	2.5	606.5	3.8
Credit institutions	308.1	1.7	106.7	0.7
Total	18,255.5	100.0	15,866.5	100.0

Loan portfolio quality ratios

	2003	2002
Non performing loans over total loans %	2.8	2.3
Bad debts over total loans %	0.4	0.2
Provisions / non performing loans and bad debts (coverage %)	85.5	85.9

Loans



The Bank has set up provisions for contingent bad debts, which amounted to Euro 439.7 million - i.e. a percentage of 2.4% on total loans as against 2% in 2002. This percentage is deemed sufficient in relation to the actual bad debts.

At 31.12.2003 the cumulative reserve for bad debts covered a percentage of 85.5% of loans overdue, demonstrating an upward trend. The Bank, by applying specific ratios per loan category, follows closely the adequacy of loans overdue, which is today at satisfactory levels.

Securities portfolio

Securities portfolio significantly contributed to total results from financial transactions in 2003. In particular sales of securities, in conjunction with the redemption of interest rate swap contracts used for hedging against interest rate risk, resulted in capital gains amounting to approximately Euro 45 million. This profit is almost evenly distributed between government and high credit rating corporate securities.

In addition, it is worth noting that investments in securities decreased by 57% as against the previous year. As regards the composition of the securities portfolio, the share of corporate bonds was doubled as against the previous year 2002, corresponding to the 2/3 of the total portfolio.

Participating interests portfolio

(amounts in million Euro)

Analysis per currency	2003	2002
Securities in Euro	1,029.5	1,211.8
Securities in Foreign Currency	449.0	405.1
Total	1,478.5	1,616.9
Analysis per type		
Securities listed		
on the Stock Exchange	335.2	461.3
Securities non listed		
on the Stock Exchange	1,143.3	1,155.6
Total	1,478.5	1,616.9

Analysis per kind of participating interest

Participating interests in credit institutions	452.0	407.7
Participating interests in financial institutions	252.3	775.4
Other participating interest in financial institutions	475.6	377.5
Other participating interests	298.6	56.3
Total	1,478.5	1,616.9

Portfolio revaluations

Current value (C.L. 2190/1920)	1,304.7	1,316.9
Acquisition cost	1,478.5	1,616.9
Revaluation	-173.8	-300.0

Deposits

Deposits and repos rose to Euro 20,100.1 million, i.e. a decrease by 5% as against 2002.

The observed movement of capital from repos is set off against the influx of capital in longer-term financial products, like bonds issued by the Bank in 2003 and products of secured capital.

Traditional Sight, Savings and Time deposits, representing 84% of the Bank's deposits, presented an increase of 9% as against 2002.

This noteworthy increase signals the continued growth of the sound saving basis of the Bank's capital.

Analysis per currency

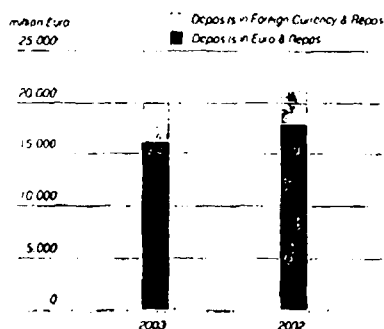
(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Deposits in				
Euro & Repos	16,527.6	82.2	17,911.5	84.7
Deposits in				
Foreign Currency				
& Repos	3,572.5	17.8	3,229.8	15.3
Total	20,100.1	100.0	21,141.3	100.0





Deposits



Analysis per type of deposit

(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Sight deposits	4.660,3	23,2	4.042,5	19,1
Savings deposits	8.571,7	42,7	8.189,3	38,8
Time deposits	3.580,9	17,8	3.265,9	15,4
Repos	3.287,2	16,3	5.643,6	26,7
Σ σύνολο	20.100,1	100,0	21.141,3	100,0

Mutual Funds

The investments of the Bank's clientele in mutual funds present an impressive increase. The effective management, the introduction of new products and the improvement of the market conditions contributed to the attainment of high returns of the mutual funds of the Group. In particular, equity mutual funds hold the top position with a market share of 22.1% including two of the biggest domestic mutual funds which recorded returns over 33% and 29% on an annual basis.

The available mutual funds cover a wide range of investment choice in all categories of equity, balanced, bond and domestic money market.

Mutual Funds

(amounts in million Euro)

	2003		2002		Change %
	Amounts	%	Amounts	%	
Domestic money market	2.414,5	54,7	1.414,3	48,5	70,7
Equity & Balanced	1.150,2	26,0	911,1	31,2	26,2
Bond	850,3	19,3	592,0	20,3	43,6
Total	4.415,0	100,0	2.917,4	100,0	51,3

Profitability

Profit before taxes amounted to Euro 356.4 million as against Euro 243.6 million, while after tax profit amounted to Euro 260.4 million and Euro 169.1 for the years 2003 and 2002 respectively.

It is noted that the reduction in the nominal tax rate by 5%, which derived from the absorption of Alpha Investments by the Bank, has been included in the computation of the income tax for the year 2003 by applying the requirements provided by P.D. 2992/2003.

Return on Assets (ROA) before income tax shaped at 1.3% approximately.

Gross operating results

(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Net interest income	767,1	67,3	647,5	65,5
Commission (Income - Expenses)	226,5	19,9	232,8	23,5
Net trading income	113,8	10,0	76,2	7,7
Other operating income	32,3	2,8	32,5	3,3
Total	1.139,7	100,0	989,0	100,0

Gross operating income present an increase by 15% as against 2002, which is mainly attributed to the potential of the activities of the network.



sector, to higher interest rate margins and the increase in income from financial operations

Net interest income

(amounts in million Euro)

	2003	2002	Change %
Net interest income	767.1	647.5	18.5
Net interest income / Average Assets (%)	2.7	2.4	12.5

Net interest income over average Assets rose to 2.7% posting an increase of approximately 13% as against 2002.

The increase by 18.5% in net interest income as against 2002 is attributed mainly to the significant increase in the volume of the consumer loan activities, the gradual maturity of low level interest rates of housing loans and to the improvement of the interest rates margins.

Commissions (net)

(amounts in million Euro)

	2003	2002	Change %
Total	226.5	232.8	-2.7

Commission income decreased by 2.7% as the deceleration in the expansion rate of the housing credit from the very high level of the previous year decreased the respective income on commission. Commission income is expected to improve following a recent adoption of a new pricing policy for the traditional banking and the increase in the volume of the operations expected during the Olympic year 2004.

Results on financial operations

Results on financial operations include profits arising from exchange differences of Euro 33.9 million. A part of the realised profit from sales of securities derives from the liquidation of the share portfolio of the absorbed Alpha Investments.

Operating Expenses - Provisions

(amounts in million Euro)

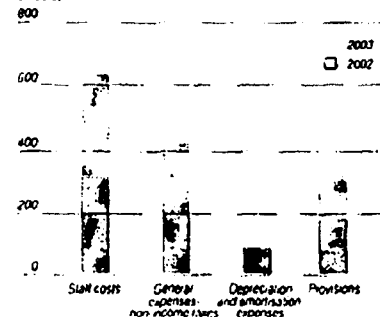
	2003		2002	
	Amounts	%	Amounts	%
Staff costs	323.3	40.1	317.3	42.3
General expenses - non-income taxes	220.8	27.4	205.4	27.4
Depreciation and amortisation expenses	80.3	10.0	83.6	11.1
Provisions	181.2	22.5	144.1	19.2
Total	805.6	100.0	750.4	100.0

Operating expenses before provisions increased by 3% as against 2002, whereas operating expenses after provisions increased by approximately 7%, mainly due to the provisions set up to cover contingent liabilities of the Bank. Depreciation for the year is shown reduced by approximately 4% as against 2002. This decrease is mainly due to the fact that the computation of depreciation for the year was effected by the Bank according to the minimum rates as provided by P.D. 299/2003.

Staff expenses not including the payment of accrued liabilities to the Bank's Employees' Insurance Fund presented a decrease by approximately 2% as against the previous year, mainly due to the reduction of the Bank's staff by 3.4% (on average).

Operating expenses - provisions

(million Euro)





The reduction in Staff resulted from the voluntary retirement scheme, which was implemented at the beginning of the year 2003 when 473 employees retired

Cost / Income Ratios

	2003 %	2002 %
Total operating expenses / Total operating income	70.1	75.9
Operating expenses before provisions / Total operating income	54.8	61.3
Staff costs / Total operating income	28.3	32.1
General expenses and non-income taxes / Total operating income	19.4	20.8

The cost / income ratios improved as against 2002 due to the increase in the operational profitability and the reduction of the operational cost

Cost / Assets Ratios

	2003 %	2002 %
Total operating expenses / Average total Assets	2.8	2.7
Operating expenses before provisions / Average total Assets	2.2	2.2

Dividend

The Bank's dividend policy is set out in the following table, as it results from the distribution of profits after income tax, Directors' fees and profits distributed to Officers and Staff

(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Dividend for the year	117.5	45.2	74.1	44.9
Reserves	139.5	54.8	91.1	55.1
Total	257.0	100.0	165.2	100.0

For the year 2003, the Bank has proposed to distribute a dividend of Euro 0.60 per share

Obligations from bilateral agreements

(amounts in million Euro)

	2003		2002	
	Amounts	%	Amounts	%
Forward	2,876.7	33.4	2,232.5	22.9
FX Swaps	2,403.2	28.0	3,484.9	35.7
Other bilateral agreements	3,318.7	38.6	4,038.9	41.4
Total	8,598.6	100.0	9,756.3	100.0

The nominal size of bilateral agreements decreased by approximately 11% in comparison to 2002, mainly due to the decrease in Interest Rate Swaps. A large part of the derivatives portfolio is employed for hedging against risks associated with changes in interest and foreign exchange rates.



Consolidated Financial Statements Analysis

The year 2003 was an important year for the Alpha Bank Group. During this year, growth continued and all activities expanded. In parallel, there was an increase of operational profitability in all sectors. Initiatives, concerning the launching of innovative and highly competitive products to market, also contributed to this growth. In parallel to the increase in income, the effort to reduce the operating cost was also continued in the year 2003. The results of this effort are reflected on the profit and loss account for the year.

At the consolidation of 31.12.2003 the activities of the company Alpha Leasing were treated as a finance lease. For comparison purposes, the financial statements of 2002 have been restated as follows:

Consolidated Balance Sheet

(amounts in million Euro)

Assets	2003	2002	Change %
Cash and balances with central Banks	1,150.4	1,412.6	-18.6
Loans and advances to credit institutions	6,440.6	4,167.1	54.6
Loans and advances to customers	20,353.6	17,964.9	13.3
Less: allowances for credit losses	508.2	369.5	37.5
Securities	1,717.5	4,432.9	-61.3
Investments	262.4	223.2	17.6
Fixed Assets	804.2	417.1	92.8
Other Assets	582.4	606.9	-4.0
Total	30,802.9	28,855.2	6.7

Liabilities	2003	2002	Change %
Due to credit institutions	2,447.3	2,693.4	-9.1
Due to customers	21,807.2	23,191.0	-6.0
Bonded loans	2,138.0	-	-
Provisions	39.1	38.0	2.9
Subordinated debts	891.1	582.1	53.1
Hybrid securities	225.4	181.4	24.3
Capital and reserves	2,642.1	2,187.8	20.8
Less: goodwill to be netted off	273.0	578.7	-52.8
Less: consolidation differences	228.0	236.1	-3.4
Less: treasury shares	-	382.6	-
Minority interests	113.2	325.8	-65.3
Other Liabilities	1,000.5	853.1	17.3
Total	30,802.9	28,855.2	6.7

Consolidated Profit and Loss Account

(amounts in million Euro)

	2003	2002	Change %
Net interest income	892.4	765.5	16.6
Commissions (net)	297.0	292.1	1.7
Net trading income	111.8	71.7	55.9
Other operating income	17.5	24.7	-29.1
Total operating income	1,318.7	1,154.0	14.3
Staff costs	380.0	372.1	2.1
General expenses and non-income taxes	244.2	234.8	4.0
Depreciation and amortisation expenses	90.7	94.8	-4.3
Total	714.9	701.7	1.9



	2003	2002	Change %
Operating results before provisions	603.8	452.3	33.5
Provisions for credit risk	194.0	157.1	23.5
Other provisions	18.3	18.6	-1.6
Operating results	391.5	276.6	41.5
Extraordinary results	25.1	5.7	-
Net profit for the year before taxes	416.6	282.3	47.6
Income tax and other taxes	125.6	99.5	26.2
Net profit for the year after taxes	291.0	182.8	59.2
Minority interests	6.8	8.5	-20.0
Net profit	284.2	174.3	63.1

Financial indices

	2003	2002
ROA (before taxes and minority interests)	1.4%	1.0%
ROE (after taxes and minority interests)	18.2%	17.9%
Net interest income/ Average Assets	3.0%	2.6%
Operating expenses (without provisions)/ operating income	54.2%	60.8%
Profit per share after taxes, Directors' fees, profit distributed to Senior Management and minority shareholders' share	1.53	1.03

Net interest income

Net interest income increased by 16.6% in 2003. Thus the financial index of net interest income to average total assets shaped at 3% as against 2.6% in 2002. The significant increase in the

volume of operations of consumer loans, the gradual maturity of the interest rate of a low starting level of housing loans and the broadening of the loan margins to the small and medium sized enterprises led to this development. The market share in the financing of individuals from 9.5% in 2001 rose to 13% in 2003 due to the potential drop in the private banking from the year 2001 and afterwards.

Commissions

Commission income increased by 1.7%. The remarkable increase in commission on mutual funds (24.6%) is attributed to the improved market conditions, the securities transactions, loan granting and financial consultancy. Income from commission is expected to be further reinforced in the new year after a recent adoption of a new pricing policy for the traditional banking and the increase in the volume of the operations expected in the Olympic year 2004.

Net trading income

Net trading income amounting to Euro 111.8 million contributed significantly to the profitability in 2003. This income resulted from a controlled undertaking of risks in corporate and government bonds and the realisation of the share portfolio of the absorbed Alpha Investments.

Staff costs

Staff costs amounted to Euro 379.9 million as against Euro 372.1 million in 2002, presenting an increase of 2.1%.

The above figures include the extraordinary contributions of the Bank to the Employees' Pension Fund. If these extraordinary contributions are deducted, staff expenses present a small decrease by 0.5%.

More specifically, the total extraordinary contribution of the Bank that was charged to the



results amounted to Euro 52.4 million in 2003 as against Euro 42.7 million in 2002

Expenses to income

The expenses to income ratio improved significantly and shaped at 54% as against 61% in the previous year. This improvement is mainly attributed to cost reductions achieved by reducing the number of staff and by merging Branches. Finally, the measures applied to reduce expenses of the Group have already given significant results

Income tax

The nominal income tax in 2003 decreased by 5 percentage points as provided by Law 2992/2003 due to the absorption of Alpha Investments. This tax advantage also applies for the following year and the real tax rate was respectively reduced.

The real income tax is affected by a number of factors, including the relationship between taxable and non-taxable income every year, the size of profit from the sale of securities every year, the amount of income from dividend and the change of the nominal tax rate

Minority interests (on profit)

The decrease in minority interests on net profit by Euro 1.7 million is mainly attributed to the following factors:

a. Positive:

Euro 1.0 million from increased net profit of Alpha Astika Akinita.

b. Negative

Euro 0.7 million from the increase of the Group's holdings in Alpha Leasing, and

Euro 2.0 million from the absorption of Alpha Investments by the Bank



Consolidation Differences

(amounts in thousand Euro)

Consolidation differences arose from the following companies

Company A/A	Group participation %	Date of first consolidation	Consolidation differences	
	31.12.2002		31.12.2003	31.12.2002
A. Affiliated companies				
1 Alpha Bank London Ltd	100.00	31.12.1993	-7.393	-7.393
2 Alpha Bank Ltd	100.00	30.09.1998	-39.844	-39.844
3 Alpha Bank Romania S.A.	96.40	31.12.1993	-4.650	8.499
4 Alpha Bank a.d. Skopje	100.00	31.12.1999	-3.722	-3.722
5 Alpha Leasing A.E.	77.40	31.12.1993	-58.182	-55.389
6 Alpha Portfolio Investments A.E.	-	31.12.1993	-	-2.237
7 Alpha Finance A.X.E.F.T.E.Y.	100.00	31.12.1993	-15.274	15.274
8 Alpha Romanian Holdings A.E.	-	31.12.1993	-	-9.502
9 Alpha Mutual Funds Management A.E.	100.00	31.12.1993	3.559	3.559
10 Alpha Ventures A.E.	100.00	31.12.1993	-947	-947
11 Alpha Astika Akunita A.E.	52.86	31.12.1993	10.633	10.633
12 Alpha Asset Finance Ltd	100.00	30.09.1998	1.553	1.553
13 Alpha Finance U.S. Corporation	100.00	31.12.1999	-3.193	-3.193
14 Alpha Finance Romania S.A.	99.11	31.12.1996	-48	-48
15 Alpha Leasing Romania S.A.	45.58	31.12.1999	208	208
16 ABC Factors A.E.	100.00	31.12.1994	-15.827	-15.827
17 Ionian Holdings A.E.	100.00	31.03.1999	3.770	3.770
18 Other companies	-	-	20	20
B. Associated companies				
1 Alpha Insurance Company A.E.	74.99	31.12.1998	-16.371	-16.371
2 Icap A.E.	26.96	31.12.1994	112	112
3 Ionian Hotel Enterprises S.A.	87.23	31.12.1999	-9.712	-9.813
4 Okeanos A.T.O.E.E.	100.00	31.12.1999	-9.526	-9.526
5 Alpha Insurance Cyprus Ltd	82.05	31.12.1999	-12.917	-12.817
6 Delta Singular A.E.	38.76	31.12.1993	-50.465	-61.724
7 Other companies	-	-	153	-838
Total			-228.063	-236.111





During the year 2003, the mergers by absorptions of the companies Alpha Romanian Holdings A.E. and Alpha Investments A.E. were completed while the company Alpha Epaggelmatika Akinia A.E. was liquidated. Finally, the shares of the companies Emporiki Diakriseos A.E., VATEK A.E. and Coltec Connection A.B.E.F. were sold. It should be noted that the account 'Investments in affiliated companies' was set-off against the amounts of the equity capital of the consolidated companies, as provided by article 103, paragraphs 1 and 2 of the Company Law (2190/1920).

The aforementioned consolidation difference of Euro 228.063 thousand (Euro 236.111 thousand) is shown reduced in a separate account under Capital and Reserves.

The above analysis also includes consolidation differences arisen at the first consolidation of affiliated companies, according to article 106, paragraph 9 of the Company Law (2190/1920).

Capital and reserves

Capital and reserves increased by Euro 1.150.6 million. This increase is mainly attributed to the following reasons:

- Euro 222.3 million from minorities share, on the capital of the absorbed Alpha Investments, which came to hold of the majority shareholders
- Euro 315.2 million arising from the sale of equity shares (shares of the Bank which were held by Ionian Holdings A.E.)
- Euro 393.4 million from the revaluation surplus of the buildings of the Group companies, which were included in the consolidation
- Euro 70.5 million from the revaluation surplus of the buildings of the companies included into consolidation on the basis of the equity method
- Euro 166.7 million from the capitalisation of gains and dividends payable of the companies of the Group for the year 2003

Minority interests (on Capital and Reserves)

Minority interests on Capital and Reserves decreased by Euro 212.5 million. This decrease is due to the following reasons:

a. Negative

- Euro 12.1 million due to the liquidation of the company Alpha Epaggelmatika Akinia
- Euro 222.3 million due to the absorption of Alpha Investments A.E. by the Bank.

b. Positive

- Euro 6.8 million from the profit for the year 2003
- Euro 15.6 million from the revaluation surplus on real property

**Ungeprüfte Konzern-Zwischenübersicht der Alpha Bank AE für den Zeitraum vom 1. Januar
2004 bis zum 30. September 2004 (Unaudited Consolidated Financial Statements of Alpha Bank
AE for the period from 1 January 2004 until 30 September 2004)**

ALPHA BANK
Interim Financial Statements as at September 30, 2004
(Amounts in thousands of Euro)

Assets

	<u>30.9.2004</u>		<u>30.9.2003</u>
Cash and balances with Central Banks	1,216,963		1,000,638
Treasury bills and other securities eligible for refinancing with the Central Bank	1,557,513		903,960
Loans and advances to credit institutions:			
- Deposits	2,147,442		2,014,435
- Reverse repos	<u>5,762,215</u>	7,909,657	<u>3,505,480</u>
			5,519,915
Loans and advances to customers:			
- Loans and advances	19,710,793		17,360,098
- Other receivables	<u>25,554</u>		<u>37,773</u>
	19,736,347		17,397,871
Less: Allowances for credit losses	<u>578,267</u>	19,158,080	<u>408,777</u>
			16,989,094
Securities	849,788		938,059
Investments	1,638,411		1,611,540
Intangible assets	290,907		231,901
Less: Amortization till 30.9	<u>193,521</u>	97,386	<u>152,153</u>
			79,748
Tangible assets	1,011,711		616,216
Less: Depreciation till 30.9	<u>395,958</u>	615,753	<u>363,594</u>
			252,622
Other assets	479,860		400,376
Prepayments and accrued income	205,367		206,222
TOTAL ASSETS	<u>33,728,778</u>		<u>27,902,174</u>
OFF BALANCE SHEET ACCOUNTS	<u>47,983,930</u>		<u>44,358,953</u>

Liabilities

	<u>30.9.2004</u>		<u>30.09.2003</u>	
Due to credit institutions:				
- Deposits	1,133,303		969,649	
- Repos	<u>2,868,118</u>	4,001,421	<u>820,414</u>	1,790,063
Due to customers :				
- Deposits	17,117,858		17,055,327	
- Repos	<u>2,118,098</u>		<u>3,378,527</u>	
	19,235,956		20,433,854	
- Cheques and orders payable	<u>163,021</u>	19,398,977	<u>168,526</u>	20,602,380
Debt securities issued		5,319,679		1,899,168
Other liabilities		646,001		607,062
Accrued expenses and deferred income		301,774		203,275
Provisions for liabilities and charges :				
- Provision for staff retirement indemnities	7,813		10,251	
- Other	<u>14,238</u>	22,051	<u>3,105</u>	13,356
Subordinated Debt		1,449,910		999,910
Capital and Reserves :				
Share capital	1,273,717		768,462	
Reserves	1,104,035		1,124,354	
Treasury shares	(17,687)		-	
Goodwill to be netted off	<u>-</u>	2,360,065	<u>(305,650)</u>	1,587,166
Net profit for the period 1.1 - 30.9		228,900		199,794
TOTAL LIABILITIES		<u>33,728,778</u>		<u>27,902,174</u>
OFF BALANCE SHEET ACCOUNTS		<u>47,983,930</u>		<u>44,358,953</u>

Income Statement (1.1 - 30.9.2004)

	<u>1.1 - 30.9.2004</u>		<u>1.1 - 30.9.2003</u> <u>(comparable)</u>		<u>1.1 - 30.9.2003</u> <u>(published)</u>	
Interest and similar income	991,347		921,462		920,455	
Less : Interest expense and similar charges	<u>336,387</u>	654,960	<u>355,661</u>	565,801	<u>355,661</u>	564,794
Dividend income		22,586		18,754		14,568
Net commission income		195,928		161,810		165,581
Net trading income		59,968		99,242		57,580
Other operating income		<u>6,267</u>		<u>5,894</u>		<u>5,894</u>
Gross operating results		939,709		851,501		808,417
Less : Staff costs	255,092		244,171		240,211	
General expenses and non-income taxes	168,335		160,794		151,763	
Depreciation and amortization expenses	<u>60,825</u>	484,252	<u>59,582</u>	464,547	<u>66,977</u>	458,951
General provision for credit risk	140,610		122,670		122,670	
Provision for staff retirement indemnities	1,457		-		-	
Other provisions	<u>347</u>	142,414	<u>340</u>	123,010	<u>340</u>	123,010
Total operating results		313,043		263,944		226,456
Extraordinary income		2,324		2,481		2,481
Extraordinary charges		(1,002)		(1,370)		(1,370)
Extraordinary results		<u>(534)</u>		<u>6,756</u>		<u>6,756</u>
Net profit (before tax)		313,831		271,811		234,323
Less: Income tax (provision)		84,931		72,017		80,685
Net profit after tax		<u>228,900</u>		<u>199,794</u>		<u>153,638</u>

Notes :

1. With decision taken by the ordinary general shareholders' meeting of the Bank on March 30, 2004 the Bank's share capital increased by Euro 320 million coming from: a) Euro 319.2 million due to capitalization of land and building revaluation surplus which recorded in accordance with L. 3229/2004 and b) Euro 0.8 million due to capitalization of taxed reserves. As a result of the above increase, the Bank issued 39,167,187 new shares and the nominal value for the total of its shares increased from Euro 4.87 to Euro 5.42.
2. Based on actuarial studies made for International Accounting Standards purposes (IAS 19): a) it is estimated that an amount of about Euro 132.4 million (on an after tax basis) is required in order for the Bank to meet its liability to the Auxiliary Pension Fund, b) an amount of Euro 39.3 million has been charged to the current period's results related to the above liability. In addition, following the ministerial decision F 10048/26904/1732/2004 the pension sector of the main retirement benefits plan of the former Ionian Bank employees was incorporated into the social security plan (IKA). Moreover, the Bank has undertaken the liabilities arising from the lump sum benefit sector of this plan which is estimated at Euro 30 million (on an after tax basis). The Bank, in view of the International Financial Reporting Standard (IFRS) 1 adoption, is going to make new actuarial studies in order to define the total obligation.
3. The September 30, 2003 results have been restated so as to reflect the impact of: a) the deduction of the nominal tax rate by 5 percentage points as applicable in the case of Alpha Investments absorption which was finally concluded in November 2003, b) the decrease of the depreciation rates according to P.D. 299/2003, c) a more appropriate apportioning of general expenses on a quarterly basis and d) the difference from the valuation of an investment, which is recorded directly at equity in accordance with L. 3229/2004.
4. The Bank has been audited by the tax authorities for all years up to and including December 31, 2002.
5. No fixed assets have been pledged.
6. There are no pending legal cases or issues in progress, which may have a material impact on the financial statements of the Bank.

7. The total employees of the Bank as at September 30, 2004 was 7,231 compared to 7,495 as at September 30, 2003.
8. The Bank is classified under the statistical code 651.9, according to the 4-digit classification of the economic activity sector.
9. The basic accounting principles followed by Alpha Bank in compiling their financial statements are consistent with those followed as at December 31, 2003 and they are in accordance with the relevant provisions of Company Law 2190/1920.

Athens, October 26, 2004

The Chairman of the
Board of Directors
and Managing Director

YANNIS S.
COSTOPOULOS

The Executive Director
and General Manager

DEMETRIOS P.
MANTZOUNIS

The Executive General
Manager and Chief
Financial Officer

MARINOS S.
YANNOPOULOS

Chief Group
Financial Reporting

GEORGE N.
KONTOS

**Geprüfter Jahresabschluß der Emittentin zum 31 Dezember 2003 (Audited Financial
Statements of the Issuer for the year ending 31 December 2003)***

* References to any page numbers are to the pages of the annual report of Alpha Group Jersey Limited as of 31 December 2003

ALPHA GROUP JERSEY LIMITED

Financial Statements for the year ended
31 December 2003

FID-9418870-1

ALPHA GROUP JERSEY LIMITED

Directors' Report (continued)

Dividend

The Directors have not recommended the payment of a final dividend to ordinary shareholders in respect of the year ended 31 December 2003. (2002-Nil).

Auditors

Our auditors KPMG have indicated to the Directors that their business is to transfer to a limited liability company, KPMG Channel Islands Limited. Accordingly, a resolution is to be proposed at the annual general meeting for the appointment of KPMG Channel Islands Limited as auditors of the Company.

Directors

The Directors of the Company who held office for the whole of the year ended 31 December 2003 were:

M F Lombardi
P L Gatehouse
J Coxon
G Kontos
N Zagorissios

Employees

The Company has no employees.

Secretary

The Secretary of the Company who held office for the whole of the year ended 31 December 2003 was Ogier SPV Services Limited.

By order of the Board

Registered office:
Whiteley Chambers
Don Street
St Helier
Jersey

 
Company Secretary

Dated: 2nd March 2004



P.O. Box 453
St Helier
Jersey JE4 8WQ
Channel Islands

5 St Andrew's Place
Charing Cross, St Helier
Jersey JE4 8WQ
Channel Islands

Independent auditors' report to the members of Alpha Group Jersey Limited

We have audited the financial statements on pages 4 to 15.

This report is made solely to the company's members, as a body, in accordance with Article 110 of the Companies (Jersey) Law 1991. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

The directors are responsible for preparing the directors' report and, as described on page 1, the financial statements in accordance with International Financial Reporting Standards and applicable Jersey law. Our responsibilities, as independent auditors, are established in Jersey by law, the UK Auditing Practices Board, the Luxembourg Stock Exchange and by our profession's ethical guidance.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies (Jersey) Law 1991. We also report to you if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, or if we have not received all the information and explanations we require for our audit.

Basis of audit opinion

We conducted our audit in accordance with UK Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 December 2003 and of its profit for the year then ended and have been properly prepared in accordance with International Financial Reporting Standards and with the Companies (Jersey) Law 1991.

KPMG

Chartered Accountants

2 March 2004

ALPHA GROUP JERSEY LIMITED**Income statement for the year ended 31 December 2003**

	Year ended 31 December 2003		21 November 2002 to 31 December 2002	
	€	€	€	€
Revenue				
Note interest receivable		<u>10,785,496</u>		<u>819,867</u>
Expenditure				
Legal and professional fees	<u>82,695</u>		<u>-</u>	
Net profit for the year/period		<u>10,702,801</u>		<u>819,867</u>
Dividends paid and proposed		10,453,451		-
Retained profit for the year/period		249,350		819,867
Retained profit carried forward		<u>1,069,217</u>		<u>819,867</u>

Continuing activities: all the items dealt with in arriving at the net profit for the year/period relate to continuing activities.

ALPHA GROUP JERSEY LIMITED

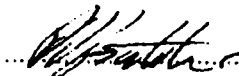
Balance Sheet as at 31 December 2003

		31 December 2003		31 December 2002	
	Notes	€	€	€	€
Non Current Assets					
Held-to-maturity securities	3		300,000,000		200,000,000
Current Assets					
Interest receivable		1,088,604		819,867	
Cash and cash equivalents	4	7,261		20,000	
Debtors		<u>7,855</u>		<u>-</u>	
		1,103,720		839,867	
Current liabilities					
Creditors		14,503		-	
Net Current Assets			1,089,217		839,867
Net Assets			<u>301,089,217</u>		<u>200,839,867</u>
Represented by:					
Share capital	5		300,020,000		200,020,000
Income statement			1,069,217		819,867
			<u>301,089,217</u>		<u>200,839,867</u>

The financial statements on pages 4 to 15 were approved by the Board of Directors on

27 February

2004 and signed on their behalf by:

 Director

ALPHA GROUP JERSEY LIMITED

Statement of cash flows for the year ended 31 December 2003

		1 January 2003 to 31 December 2003 €	21 November 2002 to 31 December 2002 €
	Notes		
Net profit from ordinary activities		10,702,801	819,867
Increase in interest receivable		(268,737)	(819,867)
Increase in accruals		14,503	-
Increase in prepayments		(7,855)	-
Net cash provided by operating activities		10,440,712	Nil
Investing activities			
Purchase of held-to-maturity securities	3	(100,000,000)	(200,000,000)
Net cash used in investing activities		(100,000,000)	(200,000,000)
Financing activities			
Proceeds from Issue of ordinary share capital	5	-	20,000
Proceeds from Issue of preferred securities	5	100,000,000	200,000,000
Dividends paid		(10,453,451)	-
Net cash provided by financing activities		89,546,549	200,020,000
Net (decrease)/increase in cash and cash equivalents		(12,739)	20,000
Cash and cash equivalents brought forward		20,000	-
Cash and cash equivalents carried forward		7,261	20,000

ALPHA GROUP JERSEY LIMITED

Statements of Equity Changes for the year ended 31 December 2003

	Share Capital €	Retained Profit €	Total €
Balance at 21 November 2002	-	-	-
Changes in equity resulting from capital contributions			
Issue of ordinary shares	20,000	-	20,000
Issue of preferred securities	200,000,000	-	200,000,000
Changes in equity recognised in income			
Net profit for the period	-	819,867	819,867
Balance at 31 December 2002	<u>200,020,000</u>	<u>819,867</u>	<u>200,839,867</u>
	Share Capital €	Retained Profit €	Total €
Balance at 1 January 2003	200,020,000	819,867	200,839,867
Changes in equity resulting from capital contributions			
Issue of preferred securities	100,000,000	-	100,000,000
Changes in equity recognised in income			
Net profit for the year	-	249,350	249,350
Balance at 31 December 2003	<u>300,020,000</u>	<u>1,069,217</u>	<u>301,089,217</u>

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

1. Accounting policies

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS). A summary of significant policies are as follows:

- a) **Basis of accounting**
The financial statements have been prepared in accordance with the historical cost convention, with the exception of financial assets and liabilities which have been valued in accordance with IAS39, Financial Instruments.
- b) **Foreign currencies**
Transactions denominated in foreign currencies are translated to Euro at the rate ruling on the date of the transaction. Assets and liabilities at the balance sheet date denominated in foreign currencies are translated to Euro at the rate ruling on the balance sheet date. Any gains or losses arising on translation are recognised in the profit and loss account.
- c) **Taxation**
The Company is a Jersey exempt company for taxation purposes and is subject to an annual fee of GBP600.
- d) **Cash and cash equivalents**
Cash and cash equivalents consist of cash in hand and balances with banks, and any short term investments with maturities not exceeding three months from the date of acquisition.
- e) **Functional currency**
Due to the fact that the Company's operations are carried out in Euros, the Company has adopted the Euro as its functional currency as opposed to Sterling, the currency of Jersey where the Company is incorporated and resident.
- f) **Held-to-maturity securities**
The Company has adopted IAS 39, Financial Instruments, and classified its loan note receivables as held-to-maturity securities. Held-to-maturity securities are stated at amortised cost less provisions for non-recoverability. The terms relating to the Company's held-to-maturity securities are detailed in note 3.

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

1. Accounting policies (continued)

g) Interest income and expenditure

Interest income and expenditure arising on the company's financial assets and liabilities is recognised in the income statement on an accruals basis.

The interest income margin was increased from 2.65% to 2.68% on 3 March 2003 to enable the company to pay recurring operating expenses.

This increase occurred after the signing of the previous period's financial statements and the 2002 element of €36,033 has been recognised in this year's financial statements.

h) Operating expenditure

Operating expenses are recognised in the income statement on an accruals basis.

Included in operating expenses are fees which relate to 2002 which were not included in the prior year financial statements as they were due to be paid by Alpha Bank AE. These amounts were eventually paid by Alpha Group Jersey.

i) Dividends

In accordance with IAS 10, dividends are recognised as a liability in the accounting period in which they are proposed and declared.

2. Dividends

In accordance with Note 1 (i) above, no final dividend was declared in 2003 and, thus, no liability exists at the year end. The directors paid dividends during 2003 on the Preferred Securities as detailed in Note 5.

3. Held to maturity securities

	31 December 2003	31 December 2002
	€	€
Alpha Credit Group PLC	300,000,000	200,000,000

On 5 December 2002, Alpha Group Jersey Limited purchased 200,000 €1,000 Floating rate subordinated callable notes ('the Notes') maturing in 2033, redeemable at par.

On 1 December 2003 Alpha Group Jersey Limited purchased an additional 100,000 €1,000 Floating rate subordinated callable notes maturing in 2033, redeemable at par.

The notes were issued by Alpha Credit Group PLC as a part of their €8,000,000,000 Euro Medium Term Note Programme guaranteed by Alpha Bank AE, and were purchased by the Company at par.

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

3. Held to maturity securities (continued)

The Notes earn interest based on three month Euribor plus the Relevant Margin, payable quarterly in arrears on 5 March, 5 June, 5 September and 5 December annually starting in 2003. The Relevant Margin is set initially at 2.680% until (but not including) the Interest Payment Date in December 2012, the First Call Date, and rises to 4.005% thereafter.

An optional redemption date exists on each interest payment date from and including the First Call Date, at 100% of the par value, subject to prior consent of the Guarantor and the Bank of Greece. The Notes are redeemable in full only, and are redeemable only at the option of the issuer.

Application has been made to list the notes on the Luxembourg Stock Exchange.

If at any time falling prior to but excluding the First Call Date, a Capital Event (as defined in the Pricing supplement to the Notes) has occurred and is continuing, the Notes may be redeemed, in whole but not in part, at the option of the Issuer on the next interest payment date, upon not less than 30 or more than 60 days notice to the noteholders. Upon the expiry of such notice, the Issuer shall be bound to redeem the notes at par, plus any additional amounts remaining unpaid.

4. Cash and cash equivalents

	31 December 2003 €	31 December 2002 €
Cash at bank current account	<u>7,261</u>	<u>20,000</u>

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

5. Share capital

	31 December 2003 €	31 December 2002 €
Authorised:		
1,000,000 €1 ordinary shares	1,000,000	1,000,000
300,000 €1,000 preferred securities	300,000,000	300,000,000
	<u>301,000,000</u>	<u>301,000,000</u>
Allotted, called up, issued and fully paid:		
20,000 €1 ordinary shares	20,000	20,000
300,000 €1,000 preferred securities	300,000,000	200,000,000
	<u>300,020,000</u>	<u>200,020,000</u>

In 2002 the Company issued 20,000 ordinary shares of €1 each. These shares entitle holders to voting rights at any annual general meeting of the company, to ordinary dividends as may be declared by the directors from time to time, and to participate in the winding up of the company.

On 5 December 2002, the company issued 200,000 €1,000 Series A Floating Rate Non-cumulative Guaranteed Non-voting Preferred Securities (the "Preferred Securities") each with a liquidation preference of €1,000. The directors have considered the characteristics of these securities, and the requirements of IAS 32 "Financial Instruments: Disclosure and Presentation", and consider that the most appropriate classification of these securities is as equity.

On 1 December 2003, the company issued an additional 100,000 €1,000 Series A Floating rate Non cumulative Guaranteed Non voting Preferred Securities (the "New Preferred Securities") each with a liquidation preference of €1,000. The New Preferred Securities will constitute a single Series with the €200,000,000 Series A Floating Rate Non-Cumulative Guaranteed Non-voting Preferred Securities issued on 5 December 2002.

All obligations of the Issuer to make payments in respect of the Preferred Securities will be guaranteed on a subordinated basis by Alpha Bank AE pursuant to an amended and restated subordinated guarantee dated 1 December 2003.

The new Preferred Securities entitle holders to receive non-cumulative preferential cash dividends payable quarterly on 5 March, 5 June, 5 September, and 5 December, in each case subject to adjustment as provided herein, commencing on 5 December 2003.

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

5. Share capital (continued)

In relation to any preferred dividend period, the rate of preferred dividend shall be the sum of three month Euribor and the Relevant Margin. The Relevant Margin is set initially at 2.650% until (but not including) the Interest Payment Date in December 2012, and rises to 3.975% thereafter.

Payments of dividends on the Preferred Securities are non-cumulative and are subject to the provisions regarding distributions contained within the Companies (Jersey) Law 1991, and within the Offering Circular. The issuer will not be permitted to pay any Preferred Dividend on the Preferred Securities if such an amount would exceed the funds available for distribution.

The Preferred Securities are perpetual securities and have no fixed redemption date. However, the Preferred Securities may be redeemed at the option of the issuer, in whole but not in part, on the First Call Date (5 December 2012) or on any Preferred Dividend Payment Date falling thereafter, upon not less than 30 nor more than 60 days' notice. Redemption is subject to the consent of Alpha Bank AE and the Bank of Greece. On such a redemption, the holders will be entitled to receive the Redemption price plus accrued and unpaid Preferred Dividends in respect of the most recent Preferred Dividend period.

If at any time falling prior to but excluding the First Call Date, a Capital Disqualification Event (as defined in the Description of the Preferred Securities within the Offering Circular) has occurred and is continuing, the Preferred Securities may be redeemed, in whole but not in part, at the option of the Issuer on the next interest payment date, upon not less than 30 or more than 60 days notice to the holders.

In the event of a liquidation, dissolution or winding-up of the Issuer, holders of the Preferred Securities will be entitled to receive, for each Preferred Security, a liquidation preference of €1,000 plus accrued and unpaid Preferred Dividends for the then current Applicable Preferred Dividend Period to the date of payment.

Holders of the Preferred Securities will not be entitled to vote at any general meeting of shareholders of the Company. However, they are entitled to elect two additional Directors to the board if in respect of four consecutive Dividend periods, Preferred Dividends on the Preferred Securities have not been paid in full, or if Alpha Bank AE breaches its payment obligations under the Guarantee. Such Directors will vacate their office if Preferred Dividends are resumed by the company, or payments by Alpha Bank AE in respect thereof are made in full.

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

5. Share capital (continued)

The Preferred Securities are represented by a single global certificate registered in the name of Citivic Nominees Limited. The Preferred Securities are listed on the Luxembourg Stock Exchange.

For a more detailed description of the Preferred Securities, reference should be made to the "Description of the Preferred Securities" as set out in the Offering Circular dated 26 November 2003.

6. Financial Instruments

In pursuing its objectives as a group financing vehicle, the Company holds a number of financial instruments. These comprise:

- floating rate notes issued by Alpha Credit Group PLC
- cash and cash equivalents
- short term debtors and creditors arising from its operations
- equity instruments

The main risks arising from holding the Company's financial instruments are detailed below together with the policies adopted by the Board to manage the risk.

Interest rate risk

The Floating Rate Note held by the Company bears interest at 3 month Euribor, plus the Relevant Margin, as detailed in Note 3. The interest on the Preferred Securities bears interest at 3 month Euribor, plus the Relevant Margin, as detailed in Note 5. As the Relevant Margin on the Floating Rate Notes exceeds the margin on the Preferred Securities by 3 basis points, the Directors' believe that interest rate risk facing the company has been minimised.

Credit risk

Credit risk is the risk that a counterparty will be unable or unwilling to meet a commitment that it had entered into with the Company. Floating Rate Notes held by the Company have been issued to companies who are related to the Company's ultimate controlling party. It is the opinion of the Directors that there is no significant credit risk to the Company. Alpha Bank AE will guarantee payments on the Preferred Securities in respect of any declared but unpaid Preferred Dividends, payments on liquidation of the Issuer, payments on redemption of the Preferred Securities and any additional amounts as specified in the Offering Circular dated 26 November 2002.

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

6. Financial Instruments (continued)

Currency risk

All significant assets and liabilities are denominated in Euro. Accordingly, the Directors believe that the effects of fluctuations in exchange rates are likely to have minimal effect on the company.

Liquidity risk

Liquidity risk is the risk that the company may not be able to meet its payment obligations as they fall due. Both the asset and equity instrument are matched and hence risk of insufficient liquidity arising would be minimal.

Additionally, under the terms set out in the offering circular dated 4 December 2002, distributions on the Preferred Securities will only be paid under certain conditions (as explained more fully in note 5.)

Accordingly, the Directors believe that the liquidity risk facing the company has been minimised.

Maturity of financial assets and liabilities

The maturity of the Company's financial assets and liabilities as at 31 December 2003 were as follows:

	31 December 2003	31 December 2002
	€	€
<i>Assets</i>		
Within one year	1,103,720	839,867
Between one and five years	-	-
Five years or more	300,000,000	200,000,000
<i>Liabilities</i>		
Within one year	(14,503)	-
Total	<u>301,089,217</u>	<u>200,839,867</u>

ALPHA GROUP JERSEY LIMITED

Notes to the financial statements for the year ended 31 December 2003

6. Financial Instruments (continued)

Fair values

	2003	2003	2002	2002
	Book value	Fair value	Book value	Fair value
	€	€	€	€
Preferred securities	300,000,000	300,000,000	200,000,000	200,000,000

The fair value of the financial assets is not expected to be significantly different from that of the Preferred Securities, as the terms and conditions of the Preferred Securities are identical to those of the Notes held, with the exception that the Notes are cumulative whilst the Preferred Securities are non-cumulative and the Notes have a maturity date of 5 December 2033 whilst the Preferred Securities are perpetual.

7. Related parties

The following are related parties of the Company:

- Alpha Credit Group PLC by virtue of the common control exercised by Alpha Bank AE;
- Alpha Bank AE as ultimate controlling party.

Mr P Gatchouse is a director of Ogier SPV Services Limited which receives fees from the Company for the provision of Company secretarial and other administrative services; and

Mr M Lombardi is a partner of Ogier & Le Masurier, which may receive fees for providing legal advice from time to time in respect of the Company. He is also partner in the Ogier Group Partnership which holds all of the shares in Ogier Fiduciary Services Limited, of which Ogier SPV Services Limited is a wholly owned subsidiary

Mr J Coxon is a Director of Alpha Credit Group PLC.

Mr G Kontos and Mr N Zigorissios are senior employees of the holding company, Alpha Bank AE.

The transactions with related parties of the Company have been described in notes 3 and 5.

8. Controlling party

As at the balance sheet date the Company is a wholly owned subsidiary of Alpha Bank AE which is also, in the opinion of the Directors, the ultimate controlling party of the Company.

Aktuelle Geschäftsentwicklung der Emittentin (Recent Business Developments of the Issuer)

Since 31 December 2003, there has been no significant change to the business development of the Issuer, in particular to the development of the expenses and the income, save for the issue of the Series B CMS-Linked Non-Cumulative Guaranteed Non-Voting Preferred Securities, which are subject to this listing prospectus.

On 23 February 2005 Alpha Bank AE published its announcement of results for the year ended 31 December 2004. A copy of such results appears on the next five pages.

ALPHA BANK
CONSOLIDATED BALANCE SHEET OF THE GROUP OF COMPANIES OF THE
FINANCIAL/CREDIT SECTOR AS AT DECEMBER 31, 2004
(Amounts in thousands of Euro)

ASSETS

	2004		2003	
CASH AND BALANCES WITH CENTRAL BANKS				
a. Cash	260,205		285,886	
b. Cheques receivable	52,190		72,336	
c. Deposits with Central Banks	<u>1,443,323</u>	1,755,718	<u>792,136</u>	1,150,358
TREASURY BILLS AND OTHER SECURITIES ELIGIBLE FOR REFINANCING WITH THE CENTRAL BANK				
a. Issued by the Greek State	828,912		253,520	
b. Other	<u>707,846</u>	1,536,758	<u>183,575</u>	417,095
LOANS AND ADVANCES TO CREDIT INSTITUTIONS				
a. Repayable on demand	22,445		15,396	
b. With agreed maturity	782,592		878,805	
c. Reverse repos	<u>4,347,412</u>	5,152,449	<u>5,546,446</u>	6,440,647
LOANS AND ADVANCES TO CUSTOMERS				
a. Maturing within one year	10,092,829		9,626,953	
b. Maturing after one year	<u>12,795,394</u>		<u>10,633,153</u>	
	22,888,223		20,260,106	
Other receivables	<u>52,453</u>		<u>93,441</u>	
	22,940,676		20,353,547	
Less: Allowances for credit losses	<u>720,894</u>	22,219,782	<u>508,159</u>	19,845,388
SECURITIES				
Debt securities including fixed income securities:				
a. Issued by the Greek State	32,466		158,000	
b. Other	<u>251,745</u>		<u>992,624</u>	
	284,211		1,150,624	
Shares and other variable-yield securities	<u>131,485</u>	415,696	<u>149,769</u>	1,300,393
INVESTMENTS				
Investments in associates consolidated under the equity method	295,311		235,179	
Investments in non-consolidated companies	<u>24,959</u>	320,270	<u>27,204</u>	262,383
INTANGIBLE ASSETS				
a. Formation and preliminary expenses	37,571			
Less: Amortization	<u>34,870</u>	2,701		4,751
b. Other intangible assets	298,698			
Less: Amortization	<u>197,847</u>	100,851	<u>81,896</u>	86,647
TANGIBLE ASSETS				
a. Land		398,570		400,346
b. Buildings-Buildings installation	405,199			
Less: Depreciation	<u>174,692</u>	230,507		236,101
c. Furniture and fixtures	79,752			
Less: Depreciation	<u>51,727</u>	28,025		28,564
d. EDP equipment	274,052			
Less: Depreciation	<u>225,679</u>	48,373		50,013
e. Other tangible assets	4,222			
Less: Depreciation	<u>2,693</u>	1,529		1,518
f. Payments in advance and tangible assets under construction	<u>859</u>	705,863	<u>982</u>	717,524
OTHER ASSETS		568,442		454,251
PREPAYMENTS AND ACCRUED INCOME				

a. Prepaid expenses	23,369	18,651		
b. Accrued interest				
- State bonds	4,476			
- Other bonds	16,034			
- Loans and advances	56,618			
- Other	<u>37,341</u>	114,469	108,878	
c. Income of the year receivable		<u>287</u>	<u>138,125</u>	<u>472</u>
				<u>128,201</u>
TOTAL ASSETS		<u>32,916,655</u>		<u>30,802,887</u>

LIABILITIES

	2004		2003	
DUE TO CREDIT INSTITUTIONS				
a. Repayable on demand	65,656		44,197	
b. Time deposits	482,735		658,329	
c. Repos	<u>993,971</u>	1,542,362	<u>1,744,800</u>	2,447,326
DUE TO CUSTOMERS				
a. Deposits				
- Repayable on demand	5,079,898		4,561,971	
- Saving deposits	9,096,316		8,609,998	
- Time deposits	<u>4,538,682</u>		<u>5,246,916</u>	
	18,714,896		18,418,885	
b. Other liabilities				
- Cheques and orders payable	125,806		151,803	
- Repos	<u>1,876,784</u>	20,717,486	<u>3,236,480</u>	21,807,168
DEBT SECURITIES		5,829,431		2,138,036
OTHER LIABILITIES				
a. Dividends payable	174,064		117,502	
b. Income tax and other taxes payable	167,643		150,936	
c. Withholdings in favour of social security funds and other third parties	143,079		151,321	
d. Other	<u>353,548</u>	838,334	<u>357,307</u>	777,066
ACCRUED EXPENSES AND DEFERRED INCOME				
a. Deferred income	215,186		132,212	
b. Accrued interest on time deposits	54,596		34,843	
c. Other accrued expenses of the year	<u>104,480</u>	374,264	<u>70,914</u>	237,969
PROVISIONS FOR LIABILITIES AND CHARGES				
a. Provisions for staff retirement indemnities	10,176		9,501	
b. Other	<u>506</u>	10,682	<u>15,113</u>	24,614
SUBORDINATED DEBT		893,665		890,988
HYBRID SECURITIES		297,353		225,434
CAPITAL AND RESERVES				
Share capital				
- Paid-up capital	1,274,272		953,721	
Share premium account			244,914	
Reserves	889,524		835,764	
Land and building revaluation surplus	60,640		393,384	
Retained earnings	412,240		214,338	
Goodwill to be netted off			<u>(273,021)</u>	
	2,616,676		2,369,100	
Less: Consolidation differences	235,886		228,063	
Less: Treasury shares	<u>18,638</u>			
	2,362,152		2,141,037	
Minority interests	<u>50,926</u>	2,413,078	<u>113,249</u>	2,254,286
TOTAL LIABILITIES		<u>32,916,655</u>		<u>30,802,887</u>

OFF BALANCE SHEET ACCOUNTS

2004

2003

Contingent liabilities				
- From guarantees in favour of third parties		3,783,800		4,065,402
Rapos		2,870,754		4,981,280
Other off Balance Sheet accounts				
a. Beneficiaries of asset items	1,426,075		1,941,811	
b. Bilateral agreements	6,317,122		8,584,557	
c. Sundry off balance sheet accounts (guarantees, securities etc.)	25,269,692		20,763,798	
d. Mutual funds' holders	4,577,305	37,590,194	4,414,911	35,705,077
TOTAL OFF BALANCE SHEET ACCOUNTS		44,244,748		44,751,759

Notes :

- The Group companies of the financial services sector that have been consolidated under the full consolidation method, excluding "ALPHA BANK", are: 1. Alpha Bank London Ltd., 2. Alpha Bank Romania S.A., 3. Alpha Bank Jersey Ltd., 4. Alpha Bank Limited, 5. Alpha Bank AD Skopje, 6. Alpha Leasing A.E., 7. Alpha Finance A.X.E.P.E.Y., 8. Alpha Private Investment Services A.E., 9. Alpha Mutual Fund Management A.E., 10. Alpha Ventures A.E., 11. Alpha Astika Akinita A.E., 12. Alpha Asset Finance Ltd., 13. Alpha Credit Group Plc., 14. Alpha Finance U.S. Corporation, 15. Alpha Finance Ltd Cyprus, 16. Alpha Asset Management A.E.P.E.Y., 17. Alpha Finance Romania S.A., 18. Alpha Leasing Romania S.A., 19. Alpha Trustees Ltd., 20. Alpha Equity Fund A.E., 21. ABC Factors A.E., 22. Ionian Holdings A.E., 23. Messina Holdings S.A., 24. Alpha Group Jersey Limited, 25. Alpha EF European Capital Investment. During 2004 C.B. Interleasing Southeastern Ltd was sold. In addition the following associates and subsidiaries, which are not financial and credit institutions, are accounted for using the equity method: 1. Alpha Insurance A.E., 2. Alpha Insurance Agents A.E., 3. Alpha Insurance Romania, 4. Alpha Insurance LTD Cyprus, 5. Ionian Hotel Enterprises A.E., 6. Kafé Mazi A.E., 7. Oceanos A.T.O.E.E., 8. Cardlink A.E., 9. Delta-Singular A.E., 10. Icap A.E., 11. Gaiognomon A.E., 12. EBISAK A.E., 13. Lesvos Tourist Company A.E., 14. Novelle Investments LTD., 15. Primatech Hellas A.E. During 2004 Ioniki Pisti E.P.E. was liquidated.
- In 2004, the Bank's share capital increased by Euro 320.6 million coming from: a) Euro 319.2 million due to capitalization of land and building revaluation surplus which recorded in accordance with L.3229/2004, b) Euro 0.8 million due to capitalization of taxed reserves and c) Euro 0.6 million due to exercise of stock options.
- The Bank has committed to cover for all actuarial deficits towards the Auxiliary Pension Fund of the ex-ALPHA CREDIT BANK personnel. The Bank will announce the exact amount of the above actuarial deficits following the consultation period of current discussions which refer to amendments in the operational status of the Banks' Pension Funds. According to IFRSs the actuarial deficit will be recognised directly in equity.
- Certain prior year balances have been re-instated to facilitate comparison with the current year.
- The activities of Alpha Leasing have on consolidation been accounted for using the finance lease method.
- The Bank has been audited by the tax authorities for all years up to and including December 31, 2002 and the majority of the subsidiaries have been audited by the tax authorities for all years up to and including December 31, 2000.
- No fixed assets have been pledged.
- There are no pending legal cases or issues in progress which may have a material impact on the financial statements of the Group.
- The total employees of the Group as at December 31, 2004 was 9,103, compared to 9,288 as at December 31, 2003.
- The accounting policies followed by the subsidiaries of the Group in compiling their financial statements, are consistent with those followed in the prior year and they are in accordance with the relevant provisions of Company Law 2190/1920.

CONSOLIDATED PROFIT AND LOSS ACCOUNT
(1.1 - 31.12.2004)

	<u>2004</u>		<u>2003</u>	
Interest and similar income				
- Interest on fixed-income securities	84,919		120,776	
- Other interest and similar income	<u>1,457,156</u>	1,542,075	<u>1,273,867</u>	1,394,643
Less:				
Interest expense and similar charges	<u>499,491</u>		<u>502,266</u>	
	1,042,584		892,377	
Plus:				
Dividend income				
a. Dividend income from trading portfolio	939		6,909	
b. Dividend income from investments in affiliates	<u>4,947</u>	5,886	<u>675</u>	7,584
Commission income	384,997		335,088	
Less:				
Commission expense	<u>32,865</u>	352,132	<u>38,112</u>	296,976
Plus:				
Net trading income		70,343		111,772
Plus:				
Other operating income		10,816		9,279
Surplus value from participation in entities consolidated under the equity method	<u>45,307</u>		<u>715</u>	
Gross operating results	1,527,068		1,318,703	
Less:				
General administrative expenses				
a. Staff costs				
- Salaries	243,151		235,752	
- Contributions to social security funds	127,563		122,197	
- Other staff costs	<u>20,395</u>	391,109	<u>22,007</u>	379,956
b. Other administrative expenses				
- General expenses	227,775		216,879	
- Non-income taxes	<u>27,930</u>	255,705	<u>27,352</u>	244,231
Less:				
Depreciation and amortization expenses		93,799		90,748
Revaluation differences of receivables and provisions for contingent liabilities				
- General provision for credit risk	224,455		194,009	
- Provision for staff retirement indemnities	2,708		726	
- Other provisions	<u>1,978</u>	229,141	<u>17,610</u>	212,345
Total operating results		557,314		391,423
Extraordinary income		20,290		7,756
Extraordinary charges		(2,167)		(3,493)
Extraordinary profit or loss		<u>(169)</u>		<u>20,885</u>
Net profit for the year (before taxes)		575,268		416,571
Less: Income tax		157,760		125,577
Less: Income tax differences from prior years		<u>1,721</u>		
Net profit for the year		415,787		290,994
Less: Minority interest		<u>4,072</u>		<u>6,773</u>
Net profit		<u>411,715</u>		<u>284,221</u>

Athens, February 22, 2005

THE CHAIRMAN OF THE
BOARD OF DIRECTORS
AND MANAGING DIRECTOR

THE EXECUTIVE DIRECTOR
AND GENERAL MANAGER

THE EXECUTIVE GENERAL
MANAGER AND CHIEF
FINANCIAL OFFICER

CHIEF GROUP FINANCIAL
REPORTING

YANNIS S. COSTOPOULOS

DEMETRIOS P. MANTZOUNIS

MARINOS S. YANNOPOULOS

GEORGE N. KONTOS

Independent Auditors' Report
(Translated from the original in Greek)

To the Shareholders of
Alpha Bank and its subsidiaries

We have audited in accordance with article 108 and 130 of Codified Law 2190/1920 relating to "limited liability companies" the above consolidated balance sheet and income statement and the notes thereon, of Alpha Bank and its subsidiaries for the year ended 31 December 2004. The audit procedures we performed were those that we considered appropriate based on the auditing standards adopted by the Institute of Certified Auditors and Accountants. We agreed the contents of the consolidated Board of Directors' report with the consolidated financial statements. The financial statements of entities that have been consolidated, with total assets and income amounting to 5% and 14% of the Group respectively, have been audited by other auditors, and in expressing our opinion we have relied on their audit reports.

In our opinion, except for the matter discussed in note 3 to the consolidated financial statements relating to the liability to the employee pension fund and note 6 to the consolidated financial statements relating to the unaudited tax years, the consolidated financial statements have been prepared in accordance with the provisions of Codified Law 2190/1920 and present fairly, in accordance with the relevant legislation and accounting principles generally accepted in Greece, which have been applied on a consistent basis, the financial position and results of the entities that have been consolidated as at 31 December 2004.

Athens, 22 February 2005

KPMG Kyriacou Certified Auditors AE

Marios T. Kyriacou
Certified Auditor Accountant

Nick E. Vouniseas
Certified Auditor Accountant

AM SOEL 11121

AM SOEL 18701

Verfügbare Dokumente

Dieser Börsenzulassungsprospekt sowie die in diesem Börsenzulassungsprospekt erwähnten Unterlagen sind bei Citigroup Global Markets Deutschland AG & Co. KGaA, Reuterweg 16, 60323 Frankfurt während der üblichen Geschäftsstunden an jedem Geschäftstag während der Laufzeit der Vorzugszertifikate erhältlich bzw. einsehbar.

Die jeweils jüngsten Konzern- bzw. Einzelabschlüsse der Emittentin und der Alpha Bank AE sind während der Laufzeit der Vorzugszertifikate in Deutschland bei Citigroup Global Markets Deutschland AG & Co. KGaA, Reuterweg 16, 60323 Frankfurt erhältlich.

Zusätzliche Informationen im Zusammenhang mit der Börseneinführung an der Frankfurter Wertpapierbörse

1. Wertpapierkennnummern:

ISIN DE000A0DX3M2

WKN A0DX3M

2. Bekanntmachungen:

Solange die Vorzugszertifikate an der Frankfurter Wertpapierbörse zugelassen sind, werden alle die Vorzugszertifikate betreffenden Bekanntmachungen in mindestens einer von der Frankfurter Wertpapierbörse hierfür bestimmten Tageszeitung mit überregionaler Verbreitung (voraussichtlich der *Börsen-Zeitung*) veröffentlicht werden.

3. Zahlstelle:

Solange die Vorzugszertifikate an der Frankfurter Wertpapierbörse zugelassen sind, wird eine Zahlstelle in Frankfurt am Main unterhalten werden. Im Zeitpunkt der Zulassung der Vorzugszertifikate ist die in Frankfurt am Main unterhaltene Zahlstelle:

Citigroup Global Markets Deutschland AG & Co. KGaA

Reuterweg 16

60323 Frankfurt

4.

Für die Zulassung an der Frankfurter Wertpapierbörse gilt, ungeachtet der Ausführungen des dritten Absatzes auf Seite 2 des Prospektes vom 16. Februar 2005, Paragraph 44 BoersG.

5.

Alle Hinweise auf eine Aufnahme von Dokumenten durch Inbezugnahme (incorporation by reference) im Prospekt gelten nicht in Hinblick auf die Zulassung der Schuldverschreibungen an der Frankfurter Wertpapierbörse.

Aufgrund des vorstehenden Börsenzulassungsprospekts wurden

600.000 Stück

Series B CMS-Linked Non-Cumulative Guaranteed Non-Voting Preferred Securities
von 2005

- Emissionspreis: EUR 1.000,- je Vorzugszertifikat -
- ISIN DE000A0DX3M2 -
- WKN A0DX3M -

der

Alpha Group Jersey Limited

garantiert durch eine nachrangige Garantie der Alpha Bank AE

gemäß § 35 BörsG zum Amtlichen Handel an der Frankfurter Wertpapierbörse zugelassen.

Jersey, Athen, Frankfurt am Main, im März 2005

Alpha Group Jersey Limited

ABN AMRO Bank N.V. London branch,
London

Alpha Bank AE

Deutsche Bank Aktiengesellschaft, Frankfurt

J.P. Morgan Securities Ltd., London

Merrill Lynch International, London

Morgan Stanley & Co. International Limited,
London

UBS Limited, London