Supporting Green Business at the rising-up of the Greek Economy

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Piraeus Bank: a leading institution and a pioneer in Green Banking

Starting from home: the in-house environmental management (Piraeus Bank Environmental Unit)

Customer service: innovative green banking products (Green Banking Products Division)

R&D in Circular Economy: applying and financing green technologies and practices in industry (ETVA VIPE and its dedicated ETVA FUND)

Leveraging €500 million in Circular Economy
CIRCULAR ECONOMY
saving resources, creating jobs
Green Week, Brussels > 3-5 June 2014

Gross Loans - Greece (%)

- PIRAEUS BANK 1: 30%
- ALPHA BANK 2: 23%
- NATIONAL BANK OF GREECE 3: 21%
- Eurobank 4: 19%
- Attica Bank: 2%

Customer Deposits - Greece (%)

- PIRAEUS BANK 1: 29%
- ALPHA BANK 2: 21%
- NATIONAL BANK OF GREECE 3: 25%
- Eurobank 4: 18%
- Attica Bank: 2%

Greek Branch Network (#)

- PIRAEUS BANK 1: 1,037
- ALPHA BANK 2: 637
- NATIONAL BANK OF GREECE 3: 540
- Eurobank 4: 536
- Attica Bank: 80

Source: Dec 2013 solo financial statements for Greek banks, i.e. adjusting for volumes booked in branches abroad; BoG for market data; peers’ investor material for branches
(1) Includes Geniki, good ATEbank, Greek operations of Cypriot banks and Millennium
(2) Includes Emporiki Bank and the deposits of the 3 co-operative banks of West Macedonia, Dodecanese and Euboea
(3) Includes new FBB and new Probank
(4) Includes new Hellenic Postbank and new Proton Bank
<table>
<thead>
<tr>
<th>Year</th>
<th>Events</th>
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</table>
| 2004 | • Environmental Management Policy  
      • Establishment of the Environmental Affairs Office (2009 → Environment Unit)  
      • Participation in the UN global compact |
| 2006 | • Initiation of the **GREENbanking4Life** Life Project (funded by the EU’s LIFE programme)  
      • Creation of the first Green Banking products for private individuals and businesses |
| 2008 | • Introducing Green Banking Branches |
| 2009 | • Establishment of the Green Banking Direction within the Bank  
      • “ETVA Mngmnt Industrial Areas” as an R&D center for green investments and practices |
| 2010 | • Board of Directors approves the upgraded Environmental Policy and the Climate Change Strategy  
      • Initiation of the **Climabiz Life Project** (funded by the EU’s LIFE programme) |
| 2011 | • EMAS and ISO 14001 certification for all Banks’ buildings and branches (350 sites, aprx. 188,000 m²) |
| 2013 | • Initiation of the **Stymfalia Life** Project (funded by the EU’s LIFE programme) |
| 2014 | • Green Business Financing exceeds €1.5 bn  
      • Start of ETVA FUND (**Hellenic Fund for Sustainable Development**) for circular economy projects  
      • **Climabiz** award as one of the 21 Best LIFE Environment European Projects |
Environmental Strategy
Climate and Biodiversity

Home
(our facilities)
GREENbanking4Life

Neighbours
(our clients and shareholders)
GREENbanking4Life
& Climabiz

Society
(our stakeholders)
Climabiz &
Life-Stymfalia
Since 2008

18% CO₂ reduction per employee
€ 1.3 million OPEX reduction per annum
Promotes Circular Economy entrepreneurship through a specialized hub, [www.greenbanking.gr](http://www.greenbanking.gr)
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RENEWABLE ENERGY

SOLAR CSP

PHOTOVOLTAICS

BIOMASS

WIND ENERGY

GEOTHERMAL ENERGY

SMALL HYDRO
CIRCULAR ECONOMY
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ORGANIC & SUSTAINABLE FARMING
Production, Packaging, Distribution, Sales, Certification

ENERGY SAVING
Low energy buildings, Construction materials, Energy Auditors

WASTE AND WATER MANAGEMENT
Recycling, Composting

ECOTOURISM - AGROTOURISM

GREEN BUSINESS

GREEN CHEMISTRY
Environmental friendly detergents, natural cosmetics

GREEN INFRASTRUCTURE

RES
Photovoltaic, Biomass, Wind Energy, Geothermal Energy, Solar CSP, Hydropower

GREEN TRANSPORTATION
Hybrid vehicles, Bicycles
Present and future green portfolio

- Piraeus Bank is a leader for the materialisation of environmental and agricultural policies in South Eastern Europe (with presence in Greece, Albania, Bulgaria, Cyprus, Romania, Serbia).

- Green investments supported with a total budget of over €3 billion so far. Financing of these projects by Piraeus Bank is €1.58 billion.

- Over 7,000 SMEs have been supported so far in their green choices.

- The Bank is dedicated in financing more green projects. It is expected that by 2020, SMEs will receive 1 more bn € direct financing in circular economy projects, revitalizing the local economy. More funds will be leveraged through our initiatives, contributing to the rising up of the Greek economy.
Facilitating JESSICA financing

- Piraeus Bank is facilitating financing through the EU JESSICA program in the Greek regions of Central Macedonia and Thessaly.

- 17 green projects (related to renewable energy, waste management and efficient lighting) have been assessed so far with a total eligible budget of €153 million.
In-house

More than 350 employees responsible for the Environmental Management System (over 70% of the Bank’s human resources has participated in at least one green training program). 100 dedicated Green Banking Experts and Advisors on Circular Economy.

Supporting green jobs

17,700 green jobs (FTE) supported by Piraeus Bank financing
Financing Green Business averted the emission of over 1 million tn CO₂ in 2013. This is the equivalent of 80 million trees absorbing CO₂.

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<thead>
<tr>
<th>Environmental benefit &amp; Green Financing data</th>
<th>2013</th>
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<tbody>
<tr>
<td>CO₂ avoidance</td>
<td>1.06 mil tn</td>
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<tr>
<td>Green financing credit limits</td>
<td>€ 1.58 bn</td>
</tr>
<tr>
<td>Green financing credit balances</td>
<td>€ 1.22 bn</td>
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Applying and Developing Green Practices

Operations
- 26 Industrial Areas
  - Servicing 2,500 enterprises with ca. 30,000 employees
  - 95% of the national industrial real estate market

R&D Green Practices
- Development of Eco and Agro-Industrial Parks
- Applying Green practices to existing industrial areas
- Providing Green Services and access to financing
  - Authorised ESCO

Green Investments
- Investing in Green projects (PV, biomass, waste, water management, etc)
  - ETVA FUND
    (Hellenic Fund for Sustainable Development)

ETVA VIPE develops, manages and operates the vast majority of industrial areas in Greece.
Main investment areas of the ETVA Fund

- **Green Energy** (production and storage of renewable electricity and heat)
- **Agribusiness**
- **Integrated Waste Management**
- **Environmental upgrading of Business Parks**
Leveraging €500 million through the ETVA Fund

ETVA Fund is a **closed-end mutual fund**, managed by ETVA Industrial Areas SA (ETVA VIPE).

ETVA Fund aims at **investing in the equity capital** (taking a minority stake) of commercially viable projects of the Circular Economy.

The expected **return on investment** for the shareholders is particularly attractive, as in most cases it is expected to exceed 15% annually, with a payback period of 5-7 years.
Piraeus Bank Sustainability Statement

“We will also support and finance companies, institutions, organizations and projects which offer added value and which benefit people and the environment by supporting deposit account holders and investors wishing to promote individual and corporate social responsibility in a sustainable society.

Our wish is to turn economic development into quality of life by focusing on human dignity without endangering future environmental and social indices.”

We are dedicated in Circular Economy, saving resources and creating jobs. Collaboration and synergies with interested parties are considered necessary for multiplying the effect in EU.