ALPHA BANK

Press Release

ORDINARY GENERAL MEETING OF THE SHAREHOLDERS OF ALPHA BANK OF JUNE 30, 2017

At the Ordinary General Meeting of the Shareholders of Alpha Bank, which took place on Friday, June 30, 2017, the Chairman of the Board of Directors Mr. Vasileios T. Rapanos and the Managing Director - CEO Mr. Demetrios P. Mantzounis made the following speeches:

Speech of the Chairman of the Board of Directors Mr. Vasileios T. Rapanos

Dear Shareholders, Ladies and Gentlemen,

The General Meeting of the Shareholders of Alpha Bank takes place at a time of great uncertainty worldwide, but also with positive prospects regarding the return of the Greek Economy to normality. The year 2016 was marked by important events that had a global geopolitical impact but also affected developments in the international and the Greek Economy. I will briefly mention only some of them: the outcome of the British referendum concerning the United Kingdom's membership in the European Union, the economic and foreign policy agenda of the new President of the United States, the gradual political transformation of Turkey, the increase in the number of terrorist attacks in Europe and the rise of Euroscepticism in almost all European Union countries. In this unstable environment, securing Greece's participation in the Eurozone through the implementation of the third Economic Adjustment Programme proves, once more, to be a strong protective shield.

The Greek Economy is now at a crucial point, which creates the expectation that the sacrifices made by the Greek people will finally bear fruit and that the significant structural reforms implemented over the past seven years will yield results. The achievements of this long period of adjustment are important and should not be overshadowed by the negative impact on income and employment. The completion of the reforms and the consistent implementation of the structural changes will bring the economy back to a sustainable path to growth, which is a cornerstone for the reduction of unemployment and for addressing the huge challenge of public debt.

Economic activity in 2016 remained stagnant, despite initial forecasts for a mild recovery. This development can be attributed to the negative effect on aggregate demand of the tax charges introduced in 2016, as well as to the delay in the completion of both the first and the second review of the Programme. This not only postponed the rise in investment spending, because it maintained uncertainty, but it also held back the rate at which the State settled its arrears to the private sector outstanding debts. As a result, the anticipated boost in liquidity conditions did not fully take place. In the fiscal policy domain, however, developments have been quite positive. The primary fiscal balance was positive and much higher than the initial target. This remarkable performance came as a continuation of the great effort for fiscal adjustment undertaken over the past few years. This is demonstrated by the improvement in primary balance, adjusted to the economic cycle which for the period from 2009 to 2016, stood at 19.2 percentage points of the potential Gross Domestic Product. This performance is much higher compared to that of other European Union countries, whether they participated in adjustment programmes or not. It is true, of course, that this improvement was mainly the result of revenue and less of spending, a fact that was also partly due to the increase in direct and indirect tax rates. It should be stressed, however, that a major contribution to the rise in revenue came from the increase in electronic payment methods.

Despite the spectacular improvement in the fiscal position, public finances are not yet back to a sustainable path. A lot remains to be done, both in revenue and spending, in order to achieve fiscal consolidation. Yet, it will be very difficult for this effort to be realised without the help of our country's partners and creditors. Our partners must proceed with amendments to the main parameters that determine the development dynamics in public debt, so that it becomes sustainable. These amendments must be realistic as regards the country's capacity to create high primary surpluses, as well as absolutely well defined, in order to assist investors and global market analysts in calculating the financial risks that they undertake. This constitutes a necessary condition in order to build confidence.

At the same time, the country must effectively address the problems related to the narrow tax base and the rationalisation of public spending. Fiscal adjustment, so far, has relied excessively on increases of tax rates and social security contributions, undermining growth potential as well as the efforts to fight evasion in taxes and social security contributions. It is imperative that the modernisation of the system for the drafting and implementation of the State Budget goes forward, giving priority to the regular monitoring of spending for all Public Sector organisations and to the introduction of a system that will evaluate government spending.

Given the negative impact of the ambitious fiscal targets on the country's growth dynamics, the recent success in the fiscal domain must be combined with other positive developments, such as, for instance, the unblocking of large investment plans and privatisations, in order for the confidence in the potential of Greek Economy to be fully restored. Additionally, the recovery of economic activity will also allow the targets for very high primary surpluses to be set at a lower level, a fact which will further boost demand.

Another significant achievement of macroeconomic policy was the adjustment in the external sector of the economy. For the past two years, the current account is nearly balanced and has improved by approximately 15 percentage points compared to 2008. This, however, does not mean that we have already changed our production model. The success of the adjustment in external transactions was mostly the result of limiting imports rather than growth in exports. The fact that the relative size of the internationally tradable sectors has considerably increased during the economic downturn is due to the much lower dependence of these sectors on domestic demand. Therefore, a lot remains to be done in this respect as well. Competitiveness has improved spectacularly in terms of the unit labour cost, yet much less so in terms of prices. Based on established indicators such as those of INSEAD and the World Economic Forum, the structural competitiveness of our economy remains low. Furthermore, uncertainty, high tax burdens and the fact that the deregulation of certain markets for goods and services is still pending, have negatively affected the correction of the imbalances in the country's external trade balance. It is true, however, that uncertainty has been significantly curbed recently. The Parliament's adoption of the measures which resulted from the completion of the second review is expected to further bolster the business climate, an expectation that is also reflected in the performance of the Greek stock exchange and in the spread between the Greek and the German ten-year government bonds.

The growth rate predicted under the new Mid-Term Fiscal Strategy Framework for the next four years requires a significant increase in investment expenditure, at an annual rate of more than 10% on average, as growth in consumer spending is expected to be positive but will also remain subdued, due to the implementation of the new fiscal measures for 2019 and 2020 that were recently adopted by the Parliament. The reduction of the tax-free threshold in the income taxation and the cuts made to the "personal difference" in pensions will certainly have a negative effect on aggregate demand. Investment expenditure, however, may stimulate demand in the economy, thus overcompensating for the weak private consumption, provided that a stable and simple legislative framework is established, which will support entrepreneurship and encourage innovation, offsetting the negative effects of high tax rates on business activity.

A question that is often raised concerns the availability of investment capital. It is true that domestic savings are not just low, but have now become negative. The savings accumulated in the past are now being used to repay debts and to sustain a satisfactory living standard. Consequently, domestic savings are not sufficient to finance the required level of investment. Attracting foreign capital for investments is therefore of particular significance.

The complete elimination of uncertainty and the reinstatement of confidence in the Greek Economy, which will also lead to the lifting of capital controls, are expected to contribute to this effort. Furthermore, the increased absorption of the funds available under the European Structural and Investment Funds for the 2014-2020 programming period will be an additional success factor. These developments will allow the restructuring of the economy towards a new, outward-looking growth model that will focus on internationally tradable goods.

Finally, and most importantly, I would be remiss not to mention the role of the banking system in the recovery of the Greek Economy. The banking system acts as the economy's core pillar in directing financing resources towards the most efficient and viable investment plans. Following the latest round of recapitalisations, Greek banks have amended the imbalances in their Balance Sheets to a great extent and currently focus on ensuring the success of effectively managing Non-Performing Loans. The goal set by the Supervisory Authorities is to reduce Non-Performing Loans by approximately Euro 40 billion by the end of 2019. This project is expected to have a positive effect on the recovery of the Greek Economy, through a growth in credit supply, to the extent that bank funds and liquidity will be released, as well as through the reorganisation of the business and production sectors, which could attract new investment capital for the restructuring of many businesses. Last year, a number of steps were taken regarding legislative initiatives and the regulatory framework which facilitate the operation of banks, such as the establishment of a regulatory framework for the licensing and supervision of firms dealing with debt management or debt acquisition,, the update of the bankruptcy law, the introduction of electronic auctions, the out-of-court settlements, etc.

Alpha Bank is a leader in this effort, through partnerships and joint ventures with internationally renowned companies in order to manage more effectively the Non-Performing Loans in its Retail and Wholesale Banking portfolios. In parallel, the Bank, as proven by its long history, will support a stronger economic growth by strengthening financing conditions for Greek large and small and medium-size enterprises, which constitute the backbone of the Economy's productive sector. The restoration of trust, which will lead to the return of deposits to the banking system, is expected to contribute to this venture.

The Bank's return to profitability in 2016 is a promising sign and confirms the consistent work of its Executives and the importance of the rigorous implementation of its business plan. The year 2017 may be decisive for the return of banking activity to a sustainable path of recovery. The business plan for the management of Non-Performing Loans is ambitious, yet with the regular and methodical work of all Bank Executives, we are confident that we will be able to achieve the goals set, provided that our plans are not disrupted by external factors.

Dear Shareholders, Ladies and Gentlemen,

In conclusion, I would like, on behalf of the Board of Directors, to thank all those who contributed to the achievement of the Group's results for 2016. To our Customers, who are sorely tested by the adverse economic conditions, we offer our assurance that they will have our undivided support and that our Bank will further improve the services offered to them. To our Shareholders, who place their trust in us, we convey the optimistic message that Alpha Bank will continue to grow, taking steady and measured steps and that we will keep working hard to safeguard their interests, to make the Bank stronger and to bolster its competitive position. Finally, I would like to address my heartfelt thanks to our Employees, who, guided by their high ethical standards and unprecedented dedication to their duties, worked hard under adverse conditions and rose successfully to the challenge of attaining our business goals.

The year 2017 may turn out to be crucial for Greek Economy and the country's banking system. Many challenges lie ahead; they pose risks, but they also give rise to opportunities. Let us continue, together, in order to overcome difficulties and take advantage of opportunities for the common good of Greek society and each one of us.

Speech of the Managing Director - CEO Mr. Demetrios P. Mantzounis

The completion of the first review of Greece's third Fiscal Adjustment Programme in mid-2016 had a positive effect on business confidence and the liquidity of Greek Economy, through the settlement of a part of government arrears to the private business sector. In parallel, the huge effort for fiscal adjustment over the previous six years continued at an accelerating pace, leading to a spectacular overperformance in primary surplus, which reached 4.2% of GDP against a target of 0.5%. The fiscal adjustment policy mix, however, was mainly based on the increased taxation of households and businesses and, combined with the delay in the completion of the second review, slowed the recovery of economic activity. As a result, the year-on-year growth registered in the third quarter of 2016 slowed down in the fourth quarter.

In parallel, after the successful recapitalisation of the banks, 2016 saw a modest inflow of deposits and a partial decline of interest rates. Additionally, capital adequacy ratios were maintained at high levels and the banks registered a marginal increase in profitability.

The completion of the Second Review combined with the implementation of the reforms and the new institutional framework through the recent legislative initiatives, includes:

- the licensing and supervision of Non-Performing Loans Management Companies,
- the out-of-court settlements,
- the accounting treatment of resulting losses and
- the introduction of electronic auctions.

All the above, when implemented, are expected to significantly assist Greek banks in actively managing Non-Performing Loans and release sound business forces, which, in turn, will lead to new investments and the creation of new jobs.

In this effort, the entire banking system and Alpha Bank can act as catalysts.

Today, the country still has a strong reserve of growth potential. The development of the appropriate conditions so as to fully mobilise this reserve depends on the removal of uncertainties and the consolidation of a stable investment climate.

In a new growth environment, the Bank will support healthy investment projects which are promising, enhance the country's infrastructure and strengthen its export orientation. The Business Plan forecasts that credit expansion to businesses will reach the level of Euro 4 billion in the three-year period 2016-2019 and will place particular emphasis on tourism, energy and basic infrastructure.

During the past year, Alpha Bank, through the implementation of its business plan, preserved its strong capital position, improved its efficiency and achieved its goal of returning to profitability.

It is worth noting that in 2016, the Bank delivered a profitable performance despite the significant provisions of Euro 1.2 billion for the coverage of credit risk. The higher Net Interest Margin and the improved operational performance reinforced the Bank's results, while the strong capital base was preserved and further Balance Sheet deleveraging was accomplished. In addition, during 2016, the Restructuring Plan was implemented as agreed with the European Commission, resulting in the sale of assets in Southeastern Europe and Greece.

As far as the capital adequacy of the Bank is concerned, Alpha Bank's Common Equity Tier 1 (CET1) stood at Euro 8.6 billion at the end of 2016, resulting in a CET1 ratio of 17.1%, up by 30 basis points in the fourth quarter, which was positively affected by the financial result for that period, the reduction of credit risk and the improved valuations of Available For Sale (AFS) securities. Taking into account the positive impact of 20 basis points from the sale of the Serbian operations that was concluded in January 2017, the Common Equity Tier 1 stood at 17.3%, up by 50 basis points compared to the third quarter of the previous year. Even after the full implementation of Basel III, this Ratio stands at 17%.

The Eurosystem funding exposure was reduced by 25% year-on-year and the Bank further diversified its funding sources by raising funds from the interbank market and from major international organisations. In particular, in the fourth quarter of 2016, reliance on Central Banks decreased further by Euro 2.5 billion quarter-on-quarter, to Euro 18.3 billion, supported mainly by deposit inflows of Euro 1.2 billion in Greece, the enhancement of liquidity by securities disposal of Euro 1 billion and an increase in wholesale funding, following the conclusion of a Euro 0.3 billion SME securitisation. As a result of the aforementioned developments, the Bank's reliance on the Emergency Liquidity Assistance

(ELA) was reduced by Euro 2.2 billion during the third quarter 2016. In February 2017, reliance on Central Banks funding was further reduced by Euro 0.5 billion, despite the deposit outflows, driven mainly by the continued deleveraging of the securities portfolio as well as an increase in interbank funding.

It is worth mentioning that the Bank, with a view to disengaging fully from the Government Guaranteed Bonds (Pillar II) placed as collateral for ELA funding, partially repaid in the fourth quarter of 2016 a total nominal amount of Euro 1.8 billion and a further amount of Euro 0.7 billion in March 2017, reducing its current exposure on Pillar II bonds to Euro 0.3 billion.

Last week's development was very significant. Alpha Bank announced that, on 20.6.2017, it ceased using the guarantee scheme of the Hellenic Republic, in accordance with the provisions of article 2 of Law 3723/2008 (Pillar II), and has fully repaid the respective liquidity to the Bank of Greece. Consequently, as of the same date, the Bank is not subject any longer to the provisions and the relevant restrictions of Law 3723/2008, inclusive of the obligation to appoint a representative of the Hellenic Republic to the Bank's Board of Directors. It should be noted that, since April 2014, the Hellenic Republic has ceased to hold any preference shares of the Bank under article 1 of Law 3723/2008 (Pillar I), following their full redemption.

The Bank continued its efforts to strengthen its profitability. In 2016, Net Interest Income stood at Euro 1,924.1 million, up by 1.4% year-on-year, positively affected by the lower funding costs of the Central Banks and the consistent repricing of the cost of time deposits throughout 2016. However, the downward trend of the Euribor rate that remains at historically low levels reduced the spreads of sight and savings deposits.

Net Fee and Commission Income stood at Euro 317.9 million, up by 3% year-on-year, mainly due to increased card usage and a higher contribution from bancassurance and foreign exchange transactions. It is worth mentioning that Income from Financial Operations increased to Euro 84.9 million, positively influenced by a one-off gain of Euro 71.9 million from the Bank's disposal, in the second quarter 2016, of its participation in Visa Europe to Visa Inc.

The restructuring of the Bank bears fruit and is reflected in the continuous improvement of the cost structure. Recurring Operating Expenses decreased by 2.3% year-on-year to Euro 1,108.3 million, adjusted according to the discontinued Serbian operations. At the end of December 2016, Personnel Expenses amounted to Euro 500.9 million, down by 3.5% year-on-year. The Group headcount was reduced from 13,856 in December 2015 to 11,863 Employees at the end of December 2016 (-14% year-on-year), because of the sale of Group Companies "Alpha Bank Srbija A.D." and "Ionian Hotel Enterprises S.A.", as well as the completion of the Voluntary Separation Scheme (VSS) in Alpha Bank Cyprus Ltd in the first quarter 2016, in which 249 Employees participated.

As a result of the ongoing platform rationalisation in Greece and the sale of "Alpha Bank Srbija A.D.", at the end of 2016 the Group Network comprised 721 Branches, down by 20% year-on-year.

Regarding the quality of the loan portfolio, a significant decline in new Non-Performing Exposures was recorded, while the Supervisory Authorities set the targets for their total reduction within a three-year programme. The prerequisites for achieving these goals are the recovery of Greek Economy and the full implementation of the reforms related to the regulatory framework for the management of Non-Performing Loans.

At the end of this effort, the Bank will improve its profitability by increasing interest income and will substantially reduce the need for provisioning. At the same time, the Bank will reduce the administrative costs of provision monitoring, while limiting the uncertainty about the level of future profitability will allow access to lower-cost funding sources. As a result, the Bank, will then be able to focus to a greater extent on financing dynamic investment programme.

Alpha Bank, took the initiative for the development of Non-Performing Exposures management services both in the Retail Banking portfolio and in the Wholesale Banking portfolio, in cooperation with large international private companies.

As far as the Retail Banking loan portfolio is concerned, the Bank, in cooperation with Centerbridge Partners, established Cepal Hellas, the first company in Non-Performing Loans management, which was granted a license by the Bank of Greece in early December 2016. Cepal Hellas has already proceeded with long-term settlements of Non-Performing Loans and provides alternatives to borrowers, in particular regarding housing loans.

As far as the Wholesale Banking loan portfolio is concerned, Pillarstone, the pan-European platform which supports banks in managing Non-Performing Loans, has also been granted an operating license by the Bank of Greece and will begin engaging directly with a number of Greek companies, following the framework agreement signed by KKR, the European Bank for Reconstruction and Development (EBRD) and Pillarstone with Alpha Bank and Eurobank. The platform's investors will provide long-term capital to significant Greek companies-borrowers and, thanks to Pillarstone's operational expertise, will help them to stabilise, recover and grow for the benefit of all stakeholders. In addition, the EBRD will selectively co-invest in partnership with KKR, Pillarstone and the banks. This initiative will allow viable Greek companies to manage effectively current financial difficulties.

In the fourth quarter of 2016, the stock of Non-Performing Loans (NPLs) contracted by Euro 225 million, adjusted according to the discontinued Serbian operations, against an increase of new NPLs by Euro 77 million in the previous quarter. As a result, the NPL Ratio declined to 38.1%. In Greece, the NPL Ratio stood at 38%, down by 30 basis points quarter-on-quarter, while in Southeastern Europe the NPL Ratio stood at 40.3%, down by 10 basis points.

From a segmental perspective, at the end of December 2016 the business, mortgages and consumer NPL Ratio for the Group stood at 39.3%, 34.9% and 41.9% respectively, while their provisions cash coverage stood at 78%, 46% and 84% respectively. For 2016, Impairments reached Euro 1,168 million and as a result the NPL Coverage Ratio increased to 69%, while total coverage, including collateral, rose to 125%.

Alpha Bank continues to enhance its provisions in order to be able to address any delayed improvement in economic conditions and the removal of uncertainty. As a result, at the end of December 2016, the accumulated provisions for the Group amounted to Euro 15.9 billion, while the Ratio of Loan Loss Reserves over Loans stood at 26.4%.

Gross loans of the Group amounted to Euro 60.3 billion at the end of December 2016. Loan balances in Greece stood at Euro 51.6 billion, while in Southeastern Europe loans amounted to Euro 8.4 billion.

In the fourth quarter of 2016, the deposit base in Greece increased by Euro 1.2 billion, in accordance with the increase of total deposits in the banking system. However, in the first quarter of 2017, deposit inflows in Greece were reversed. Deposits remained stable on a quarterly basis and amounted to Euro 28.1 billion, as the outflow of deposits from individuals, due to the uncertainty for the completion of the Second Review, was offset by the inflow of deposits from enterprises.

Deposits in Southeastern Europe stood at Euro 4.1 billion at the end of December 2016, as a result of inflows mainly of time deposits in the Group Companies in Cyprus and Romania.

As a consequence of the aforementioned developments, the Loan to Deposit Ratio for the Group further declined to 135% at the end of December 2016, from 140% in the third quarter 2016 and from 147% at the end of 2015.

In addition, the Bank proceeded with a strategic move that signal its quest for capital reinforcement, liquidity boost and regaining access to the international markets. On 21 December 2016, Alpha Bank successfully completed an SME securitisation transaction, achieving medium-term funding of Euro 320 million by placing senior notes to the European Investment Bank (EIB), the European Bank for Reconstruction and Development (EBRD) and an International Investment Bank. The transaction serves Alpha Bank's strategic plan to diversify continuously its funding sources and further improve its liquidity as well as gradually restore its presence in the international markets to achieve consistent access to medium-term financing.

Alpha Bank continues its Corporate Social Responsibility programmes. Social contribution is pivotal in its initiatives, while the Bank has been consistently supporting, for many years, healthcare, culture, education and the environment.

Furthermore, Alpha Bank provides financial assistance to Universities, Foundations, and Organisations that support those in need, offers computers and books to schools and other Foundations in Greece and has an active and meaningful presence in Volunteering, with more than 1,300 members of its Personnel participating in relevant activities in all the countries where the Group is present.

As part of its social contribution programmes, the Bank, in 2016, continued the programme "Together, for better health", designed to deliver pharmaceutical supplies and medical equipment to health centres on Greek islands, carried out on an annual basis since 2014, had delivered a total of 128,000 items of medical equipment and supplies to 20 Greek islands by the end of 2016. More specifically, deliveries have taken place, in the presence of Bank representatives, to local health centres on the islands of

Tilos, Nisyros, Leipsoi, Kassos, Patmos, Symi, Astypalaia, Karpathos, Chalki, Leros, Kalymnos, Kos, Thassos, Andros, Tinos, Folegandros, Kythnos, Samos, Ikaria and Fournoi.

In the context of social contribution programmes in 2016 the Bank continued its specialized programme, launched in 2012, which supports vulnerable groups.

Finally, 2016 also saw the continuation of the programme “Together with the children at the Museum and the Theatre”, where theatre performances and guided tours to museums are organised for children living in Children’s Homes, with the assistance of Volunteers from the Bank’s Personnel.

As far as Arts and Culture are concerned, the programme “The defacements that hurt”, for the restoration and preservation of sculptures and historical monuments, continued in 2016 and expanded to the city of Thessaloniki, with the donation of a graffiti removal and surface restoration system to the Municipality of Thessaloniki. The Programme’s activities continued in October 2016, with an initiative carried out in collaboration with the Municipality of Thessaloniki, Anatolia College and the local Y.M.C.A., for the revitalisation and improvement of the waterfront promenade, one of the city’s most recognisable landmarks.

As part of the activities of the Alpha Bank Art Collection, the touring exhibition “The Alpha Bank Collection: Greek Art from 1950 until Today” was organised. This exhibition, which showcases modern works of art by Greek artists, has already been presented in exhibition venues in island of Rhodes and in Rethymnon, Crete. During 2016, the Alpha Bank Numismatic Collection continued its educational programmes for schoolchildren, visits and guided tours for students, as well as lectures given in cities across Greece. In addition, the Numismatic Collection presented a new permanent Exhibition and an Educational Programme for schoolchildren at the Banknote Museum of the Ionian Bank in Corfu.

In 2016, the new educational programme “Nomos-Nomizo-Nomisma” was launched, which travels to primary schools around Greece. The Programme enables students to learn about the history of coins, which started in Ancient Greece.

The Bank also supported, as a sponsor, the creation of the Ancient Eleutherna Museum in the Prefecture of Rethymnon, which is the first museum in Crete to be directly linked to an archaeological site. In parallel, it continued to support the Society of Messenian Archaeological Studies by assuming the costs related to the excavation work in the ancient Messene archaeological site.

In 2017, the full implementation of the reforms under the Fiscal Adjustment Programme, combined with a more efficient policy regarding the management of Non-Performing Loans on behalf of the banks, will have positive results, as it is estimated that it will improve their financial strength by releasing resources which can be directed to the most dynamic sectors of the economy and, thus, result in the increase of productivity and jobs.

Of course, this requires the full reinstatement of a stable economic environment in the country. The completion of the Second Review and the adoption of the related measures by the Hellenic Parliament lay the foundations for the implementation of specific reforms. This will allow, eventually, the participation of Greek Government Bonds in the Quantitative Easing Programme of the European Central Bank and will lead to a decline in their yields. Moreover, funding costs will be further reduced and trust will be strengthened, two developments that will contribute to a quicker return of deposits, leading to the further easing and, ultimately, the lifting of capital controls.

Benefiting from its strong capital adequacy, its return to profitability and its enhanced liquidity, Alpha Bank will work consistently to fully respond to its fundamental role, which is to direct the economy’s savings resources to the most efficient and less precarious investment plans.

By applying the principles and values that govern our operation and honouring our commitments, along with the active participation of all our Personnel, we keep improving the level of our services and products, meeting our Customers’ banking needs with consistency and reliability.

Athens, June 30, 2017