## **Bank of Cyprus Group**

Financial Results 1Q10 - Highlights

**Income Statement and B/ce Sheet Review** 

Performance by geographic market

Group strategy and 2010 targets

Appendix 1: Detailed Financial Information

# Financial Results for 1<sup>st</sup> Quarter 2010

26 May 2010



#### **Disclaimer**

Certain statements, beliefs and opinions in this presentation are forward-looking. Such statements can be generally identified by the use of terms such as "believes", "expects", "may", "will", "should", "would", "could", "plans", "anticipates" and comparable terms and the negatives of such terms. By their nature, forward-looking statements involve risks and uncertainties and assumptions about the Group that could cause actual results and developments to differ materially from those expressed in or implied by such forward-looking statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. We have based these forward-looking statements on our current expectations and projections about future events. Any statements regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. Readers are cautioned not to place undue reliance on forward-looking statements, which are based on facts known to the Group only as of the date of this presentation.

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**Financial Results 1Q09 - Highlights** 

**Income Statement and B/ce Sheet Review** 

Performance by geographic market

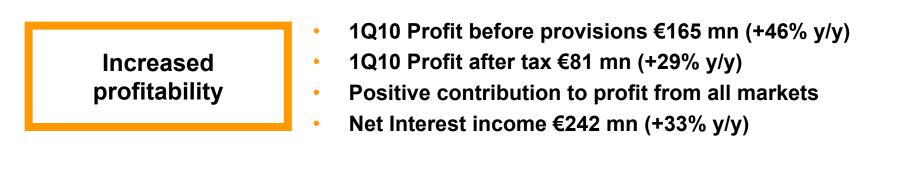
Group strategy and 2010 targets

Appendix 1: Detailed Financial Information

## Financial Results 1<sup>st</sup> Quarter 2010 - Highlights

## 1<sup>st</sup> Quarter 2010 Financial Highlights

Amid challenging operating conditions, the Bank of Cyprus results reaffirm its successful planning policies and its chosen business model, allowing it to achieve increased profitability, maintain a strong balance sheet and remain on track to achieve its business and financial targets for 2010



Ample liquidity
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- Group Loans to Deposits ratio at 90%
- Primarily deposit funded (74% of assets funded by customer deposits)
- Liquid assets €11,4 bn (29,1% of total assets)

## **1st Quarter 2010 Financial Highlights**

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Strong capital	
position	

- Total capital adequacy ratio at 11,3%
- Tier 1 ratio at 10,2%
- Core Tier 1 ratio at 7,1% (+80 b.p. y/y)

### Asset quality

- NPLs ratio at 6,0%
- NPLs provisioning coverage at 58%
- NPLs coverage at 122% taking into account tangible collateral



- Return on equity at 13,3%
- Cost to income ratio at 51,0%
- Net interest margin at 2,60%

Financial Results 1Q10 - Highlights

**Income Statement and B/ce Sheet Review** 

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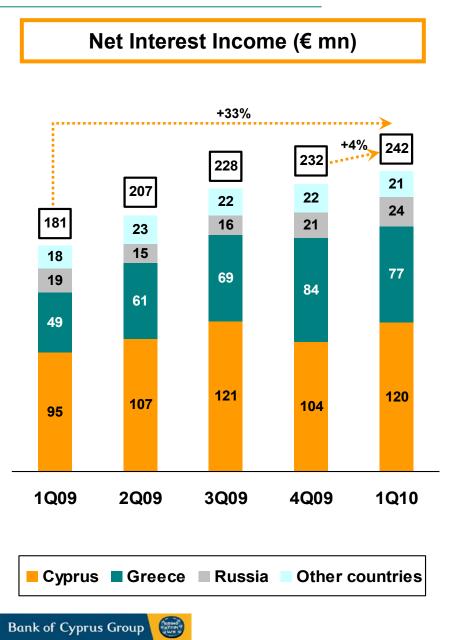
## Income Statement and Balance Sheet Review

## **Group Profitability**

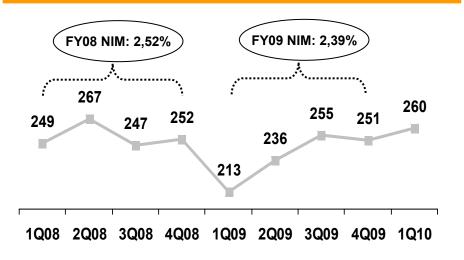
GROUP

(€ mn)	1Q10	1Q09	y/y %	4Q09	1Qvs4Q
Net interest income	242	181	+33%	232	+4%
Net fee & commission income	52	54	-3%	71	-27%
Foreign exchange income and gains from financial instruments	27	17	+54%	11	+144%
Insurance operations income	15	15	-1%	17	-10%
Other income	2	2	+74%	6	-74%
Total income	338	269	+25%	337	0%
Total expenses	173	156	+10%	179	-4%
Profit before provisions	165	113	+46%	158	+4%
Provisions	73	35	+111%	92	-20%
Share of profit/(loss) of associate	-1	0	+196%	-1	-55%
Profit before tax	91	78	+17%	65	+39%
Тах	12	16	-25%	16	-27%
Non-controlling interest loss/(gain)	-2	-1	-108%	-1	+583%
Profit after tax	81	63	+29%	48	+67%
Cost to Income Ratio	51,0%	<b>57,9%</b>	-6,9 p.p.	53,0%	-2,0 p.p
Return on Equity	13,3%	12,4%	+0,9 p.p.	8,1%	+5,2 p.p.

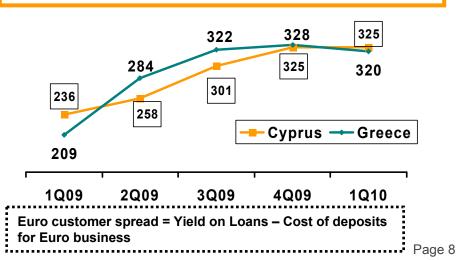
## **Improving Net Interest Income and Margin**



#### **Evolution of Group Net Interest Margin (bp)**

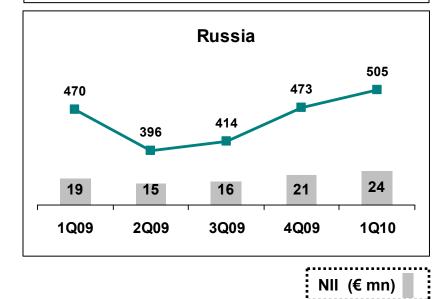


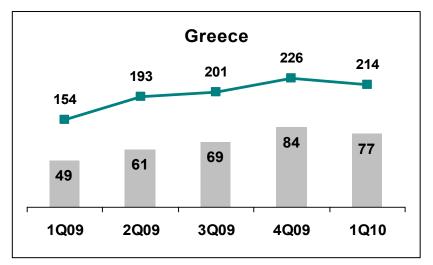
#### **Evolution of Euro customer spread (bp)**



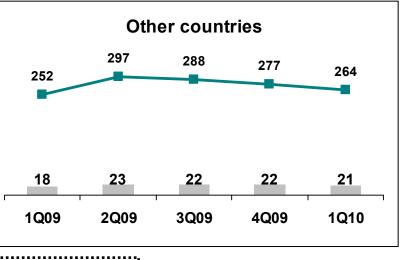
# Net interest income and interest margin by geography

Cyprus 221 210 202 187 184 121 120 107 104 95 1Q09 4Q09 1Q10 2Q09 3Q09





GROUP

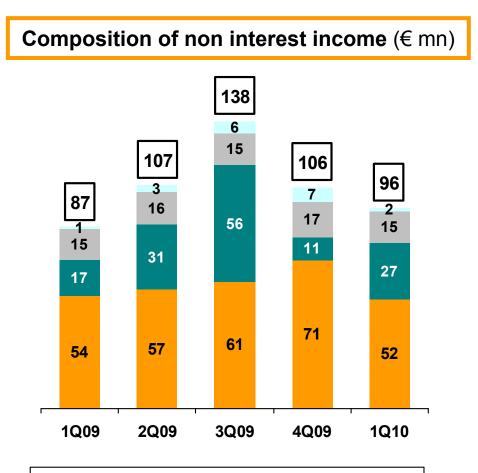


Other countries comprise of Romania, Ukraine, UK and Australia

NIM (bp)



# High non interest income supports operating income



Other income

- Insurance income
- FX income & Gains from financial instruments
- Fee & commission income

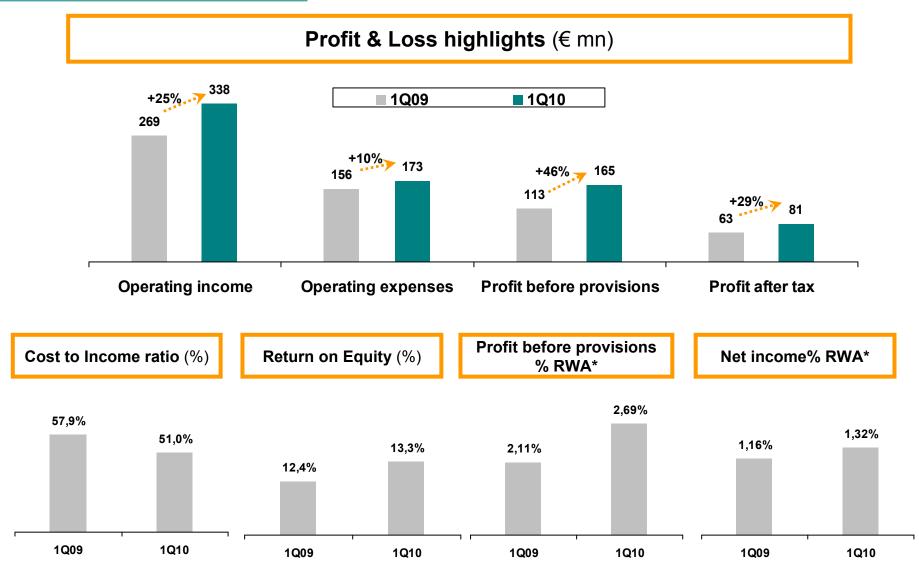


- In line with 1Q09 income
- Lower income compared to 4Q09 mainly due to lower business volumes and seasonality

GROUP

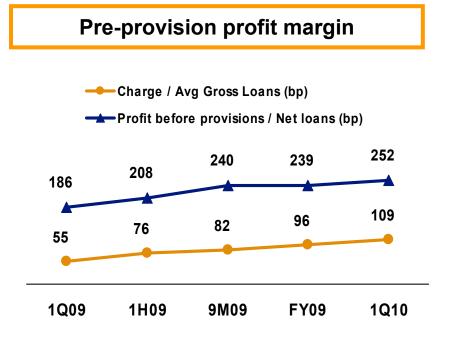
- FX Income
  - ► €8 mn in 1Q10, compared to€20 mn in 1Q09
- Gains from financial instruments
  - ► €19 mn in 1Q10, compared to a loss of €3 mn in 1Q09, mainly due to realised gains from bonds disposals

# Improved pre-provision profitability and efficiency

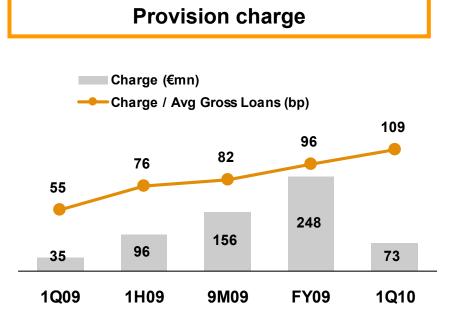




# Improved pre-provision profit margin absorbs higher provision charges

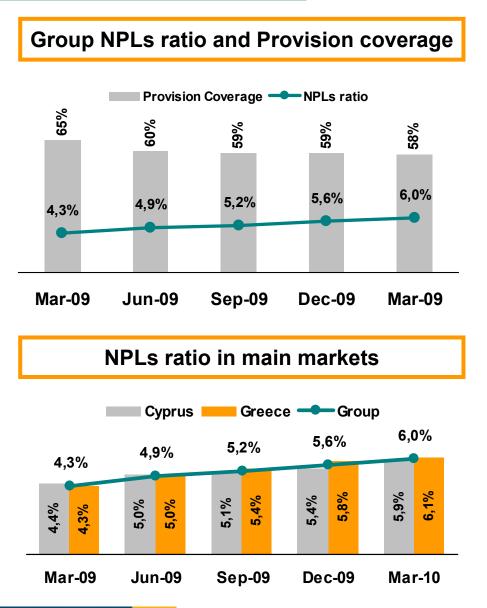


 High pre-provision profitability allows the Group to remain profitable even with higher provisioning levels



- Credit costs remain high due to the challenging credit conditions
  - > 1Q10 provision charge of €73 mn (+111% y/y)
  - 1Q10 credit costs 109 bp (compared to 55 bp in 1Q09 and 96 bp in FY09)

## **Resilient loan portfolio**



KTONO KTOPI

Bank of Cyprus Group

- Resilient loan portfolio
  - Group NPLs ratio at 6,0% up by
    40 bp from 4Q09

GROUP

- Adequate provision coverage at 58%
  - Including collective provisioning of around 1% of total loans
- NPLs coverage increases to 122% taking into account tangible collateral (109% taking into account force sale value)
- NPLs ratio maintained at lower level than average for Greek and Cypriot banking systems

## **Balance Sheet overview**

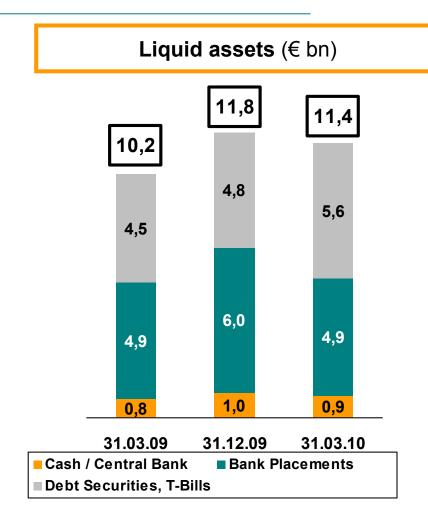
GROUP

€mn	% y/y	31.03.10	31.03.09	31.12.09
Cash and balances with central banks	+17%	913	782	1.044
Placements with banks and reverse repurchase agreements	+1%	4,919	4.852	6.068
Debt securities, Treasury bills and equity investments	+27%	5.719	4.510	4.928
Net loans and advances to customers	+7%	26.266	24.525	25.636
Other assets	+15%	1.912	1.658	1.735
Total assets	+9%	39.729	36.327	39.411
Amounts due to banks and repurchase agreements	+58%	5.300	3.346	5.786
Customer deposits	+4%	29.203	28.055	28.585
Debt securities in issue	-44%	524	929	519
Other liabilities	+14%	1.193	1.041	1.089
Subordinated loan stock	+4%	956	919	947
Non-controlling interest	+349%	64	14	62
Shareholders' equity	+23%	2.489	2.023	2.423



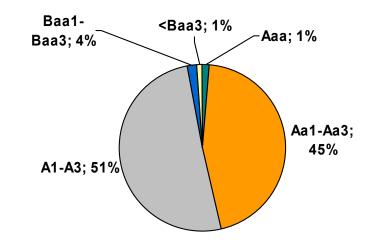
#### GROUP

## **Highly liquid Balance Sheet**



 Liquid assets 29,1% of total assets at 31 March 2010

#### **Securities portfolio**

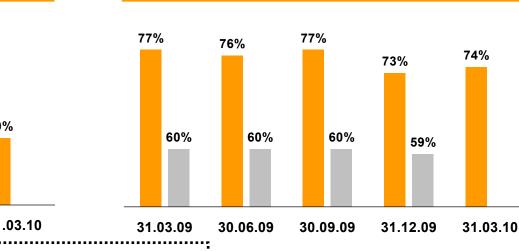


- Bond portfolio €5,6 bn
- Average rating of portfolio is A1
- Average life 6,6 years
- Breakdown by issuer:
  - 65,9% Government and Government guaranteed;
  - 32,4% Financial Institutions;
  - 1,3% Supranationals;
  - > 0,4% Corporates;

## Conservative funding profile: Strong deposit franchise and limited dependence on wholesale funding

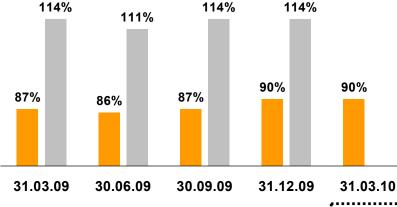
**Bank of Cyprus** 

#### GROUP



Peers\*

#### Net loans % Customer Deposits

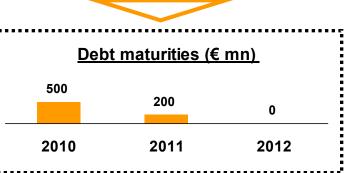


- Strong customer deposit base
- High liquidity, with one of the lowest loans/deposits ratio among European banks
  - Group L/D ratio 90%
  - Cyprus L/D ratio 82%
  - Greece L/D ratio 89%
- Parallel growth of loans and deposits

\* Peers: Weighted average of major Greek and Cypriot banks

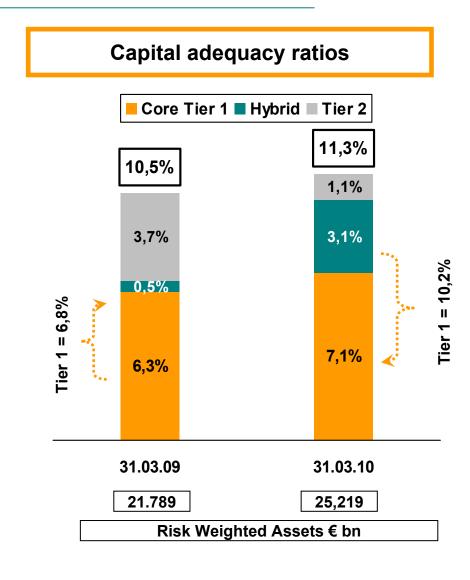


- Primarily deposit funded: 74% of assets funded by customer deposits
- Limited reliance on wholesale funding
- Minimal refinancing maturities



### Customer deposits % Total assets

## **Strong capital position**



- 7,1% Core Tier 1 ratio
- 10,2% Tier 1 ratio

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- 11,3% Total capital ratio
- No government solvency assistance

(€ mn)	31.03.10	31.03.09
Shareholders' equity	2.489	2.023
Core Tier I Capital	1.800	1.371
Hybrid Capital (Tier I)	763	120
Tier I Capital	2.563	1.491
Tier II Capital	274	806
Total Regulatory Capital	2.837	2.297

Bank of Cyprus Group



Performance by geographic market Financial Results 1Q10 - Highlights

**Income Statement and B/ce Sheet Review** 

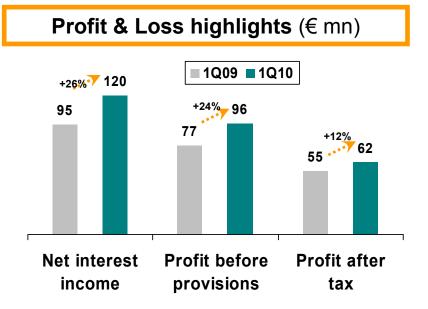
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Group strategy and 2010 targets

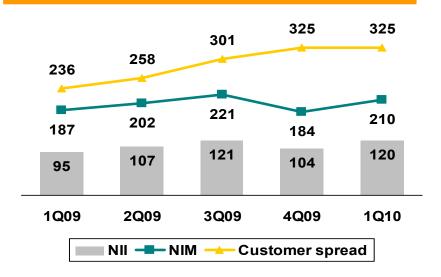
Appendix 1: Detailed Financial Information

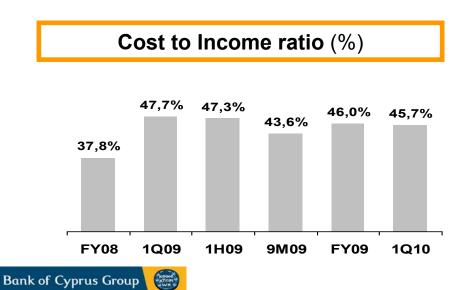
#### **CYPRUS**

## **Resilient Cypriot operations**



### Cyprus NII (€ mn), NIM and Spread (bp)

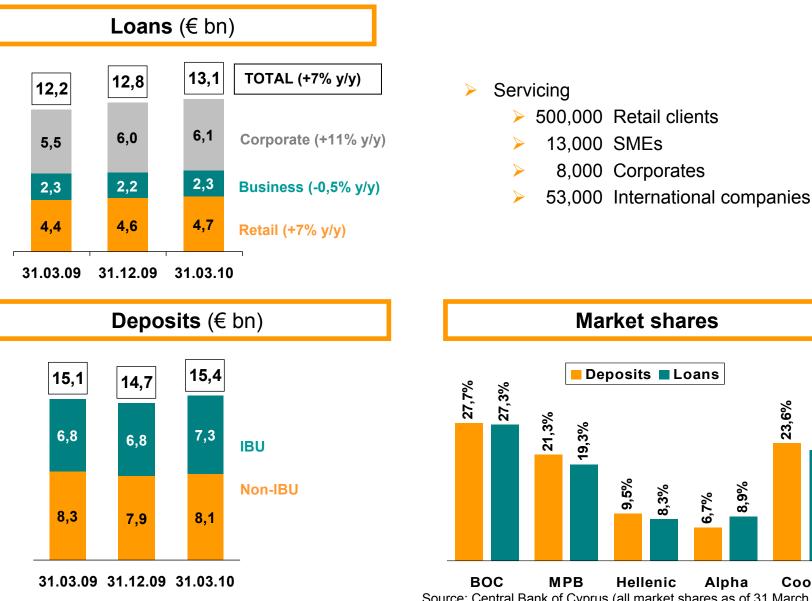




#### 1Q10 Cyprus profitability affected by:

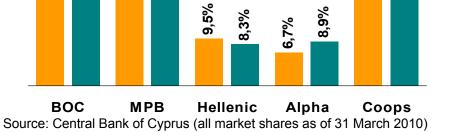
- Recovery of net interest income (+26% y/y)
- Higher fee income (+5% y/y)
- Significant increase in provisions (+96% y/y)

## Leading financial institution in Cyprus



KOINO KTIINI IWK

Bank of Cyprus Group

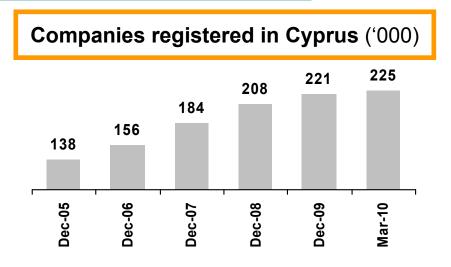


23,6%

22,2%

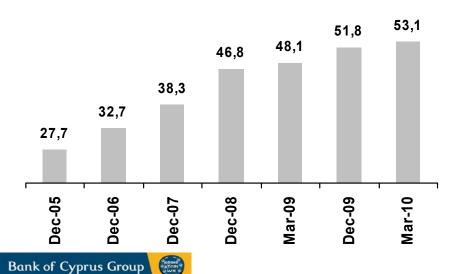
## Market leader in international business sector

#### **CYPRUS**



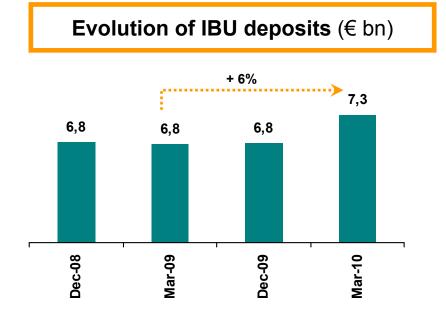
Source: Cyprus Registrar of Companies

#### Number of active IBU customers ('000)



#### **International Business Sector**

- Leading market share in foreign currency deposits 39,3%
- High quality service & skilled employees
- Presence in Eastern Europe to boost international business sector in Cyprus



## Increased profitability in a challenging market

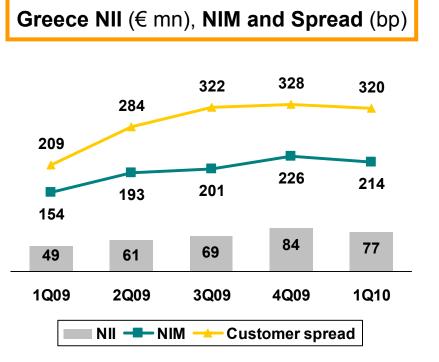
1Q10

**FY09** 

**Profit & Loss highlights** (€ mn) 102 +57% 🦪 65 52 +145% +44% 21 10 7 Operating **Profit before Profit after tax** Income provisions ■ 1Q09 ■ 1Q10 **Cost to Income ratio** (%) 67,3% 62,9% 61,7% 57,4% 56.3% 48,9%

9M09

1H09



GREECE

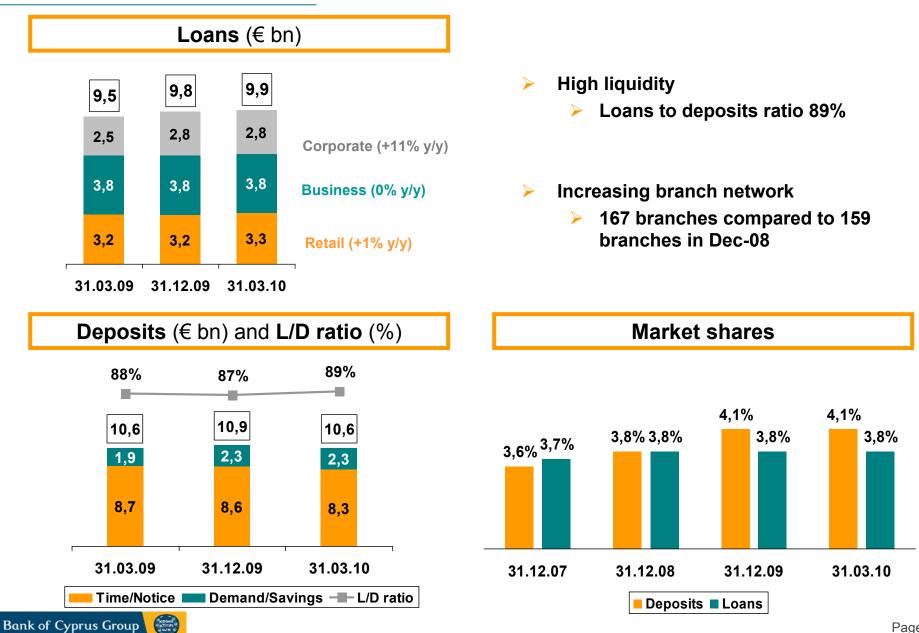
- Higher profitability in a challenging market
- Strong increase in operating income due to higher net interest income and increased gains from financial instruments
- Higher efficiency indicators



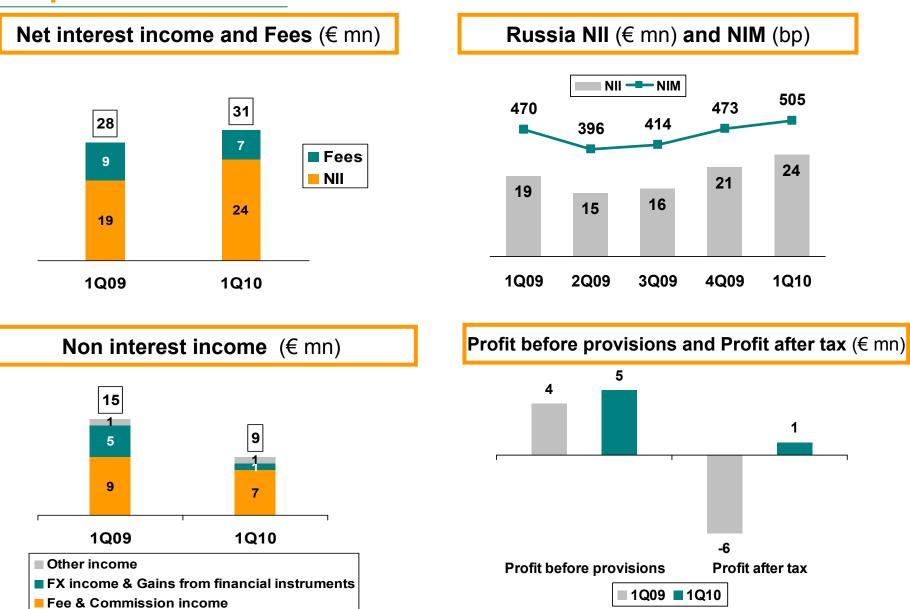
**FY08** 

1Q09

## High liquidity allows cautious business expansion GREECE



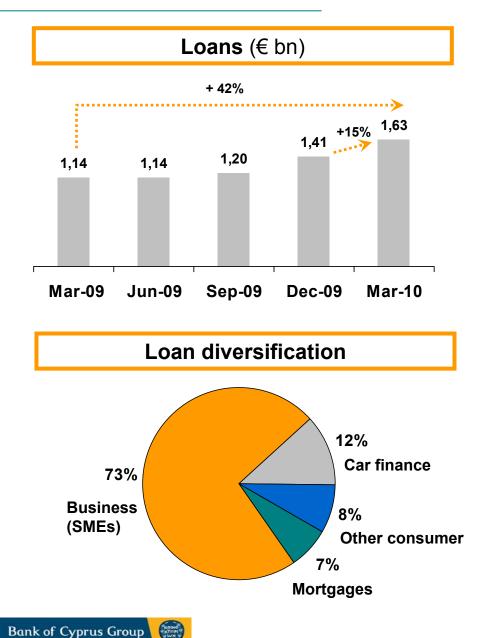
# Performance to benefit from recent business expansion



**RUSSIA** 

#### RUSSIA

## **Strong business expansion**



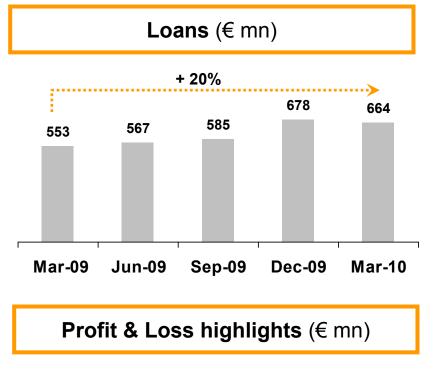
## Deposits (€ bn) + 26% 0,90 0,93 1,00 1,02 +11% 1,13 0,90 0,93 1,00 1,02 +11% 1,13 Mar-09 Jun-09 Sep-09 Dec-09 Mar-10

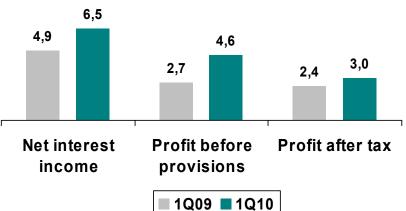
- Strong business expansion during 1Q10
- High increase in loans:
  - +15% in 1Q10 and +42% y/y
- Significant increase in deposits (+26% y/y)
- Diversified deposit base
  - > Of which 73% are retail deposits

## **Increased profitability**

#### Romania

- Start up of operations in Romania in 2007
- 1Q10 Profit after tax of €3,0 mn
- Loans: €664 mn
- 12 branches
- Opportunities for growth in a normalised environment with competitive advantage:
  - Existing customer base in Greece and Cyprus
  - Operational synergies with Greece and Cyprus



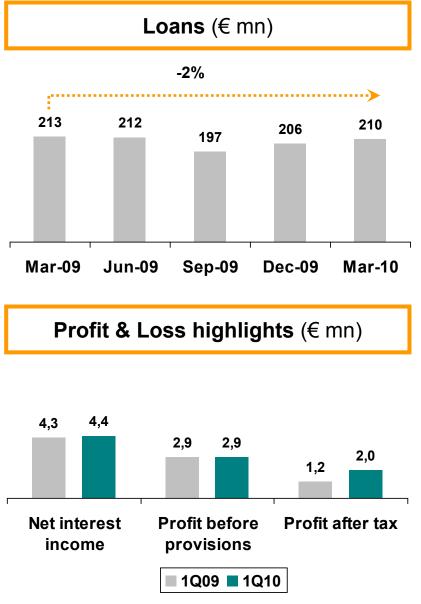


## **Profitable in a challenging environment**

Small exposure to the Ukrainian market through Bank of Cyprus Ukraine

~ less that 1% of the Group's total loan book

- Acquisition of AvtoZazbank in May 2008 (renamed Bank of Cyprus Ukraine)
- Loans: €210 mn
  - > 40% of loans to existing IBU clients
- 1Q10 Profit after tax of €2,0 mn
- 18 branches; rationalisation of network
- Opportunities for growth in a normalised environment with competitive advantage:
  - Existing international business customer base in Cyprus



Financial Results 1Q10 - Highlights

**Income Statement and B/ce Sheet Review** 

Performance by geographic market

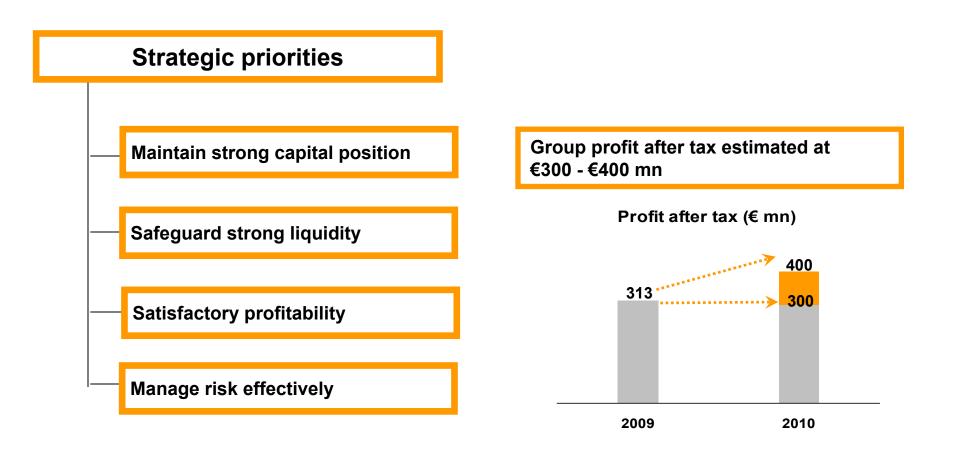
Group strategy and 2010 targets

Appendix 1: Detailed Financial Information

## Group strategy and 2010 Targets

## 2010 Targets

2010: Another challenging year



#### **Summary**

>2010: Bank of Cyprus is well prepared for another challenging year

- to meet the business and financial targets for 2010
- to maintain its robust balance sheet
- to selectively expand in existing markets offering growth potential
- >1Q10: Strong quarter in line with targets for 2010
  - Healthy balance sheet
    - >Ample liquidity, strong capital position and adequate asset quality
  - Increasing profitability
    - >Improving interest margins, higher efficiency
  - Satisfactory business volumes in all markets
  - High return on equity

Ratings: Moody's : A2 (Stable) / P-1 Fitch: BBB+ (Negative) / F2

Listing: ATHEX – BOC CSE – BOCY ISIN CY0000100111

#### Website www.bankofcyprus.com

#### **Participation in indices:**

CSE General Index , FTSE/CySE 20 FTSE/ATHEX Top 20 FTSE Med 100, MSCI Greece Index, FTSF New FU DJ STOXX EU Enlarged TMI

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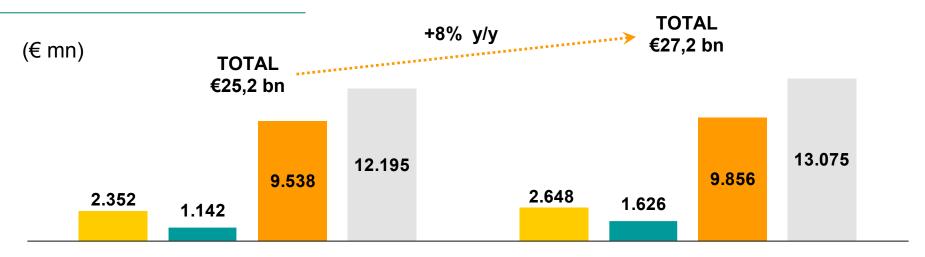
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## Appendix 1: Detailed Financial Information

## Loans by geographic sector



#### 31.03.09

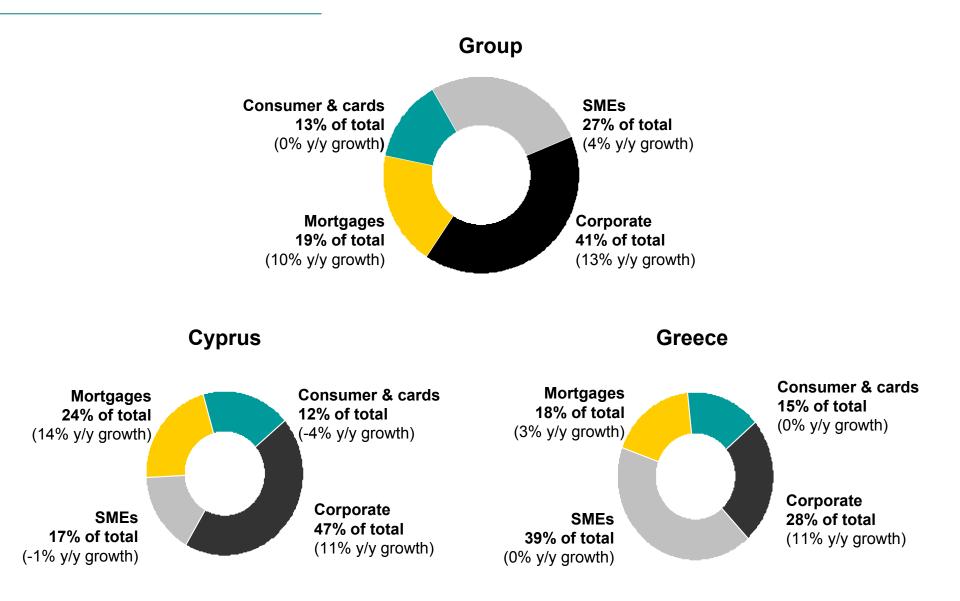
31.03.10

	Share in the Group total		Annual	Market
	31.03.09	31.03.10	Increase	share
Cyprus	48,3%	48,1%	7%	27,3%
Greece	37,8%	36,2%	3%	3,8%
Russia	4,5%	6,0%	42%	
Other countries	9,4%	9,7%	13%	
- United Kingdom	€1.133 mn	€1.060 mn		
- Australia	€452 mn	€714 mn		
- Romania	€553 mn	€664 mn		
- Ukraine	€213 mn	€210 mn		

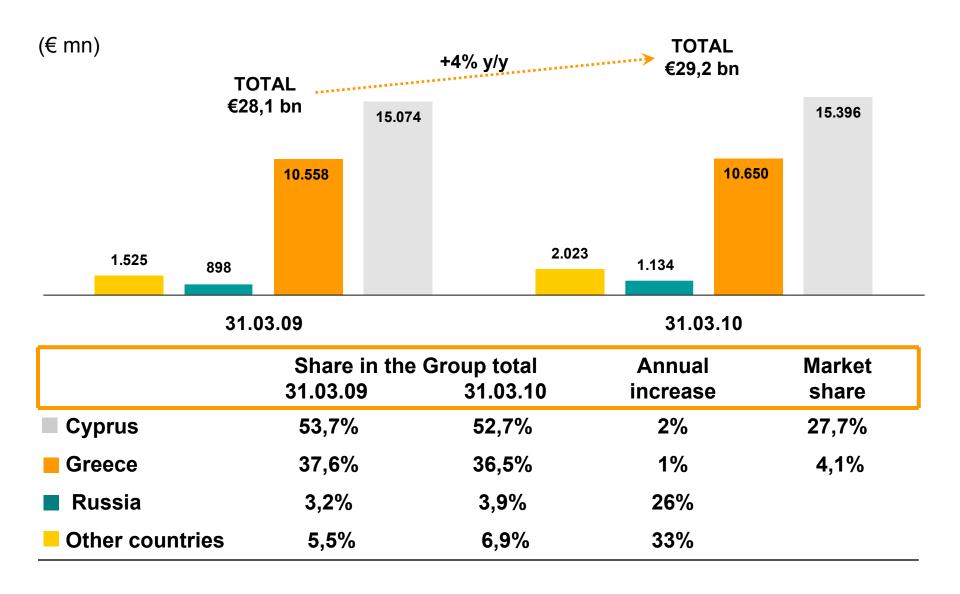


Other countries comprise Romania, Ukraine, UK and Australia

## Loan portfolio segmental diversification



## **Deposits by geographic sector**





Other countries comprise Romania, Ukraine, UK and Australia

# Cyprus operations: Summary profit & loss and key indicators

(€ mn)	1Q10	1Q09	у/у %
Net interest income	120	95	+26%
Fee & commission income	31	29	+5%
Foreign exchange income and gains from financial instruments	14	11	+30%
Net operating income from insurance operations	12	13	-5%
Other income	0	0	-141%
Total income	177	148	+19%
Personnel expenses	56	51	+9%
Other operating expenses	25	20	+27%
Total expenses	81	71	+14%
Profit before provisions	96	77	+24%
Provisions	29	15	+96%
Loss of associate	1	0	+196%
Profit before tax	66	62	+6%
Тах	5	8	-34%
Non-controlling interest (gain)/loss	1	1	+46%
Profit after tax	62	55	+12%
Net Interest Margin	2,10%	1,87%	+23 b.p.
Return on Equity	22,1%	22,5%	-4 b.p.
Cost/Income	45,7%	47,7%	-2,0 p.p.



# Greek operations: Summary profit & loss and key indicators

(€ mn)	1Q10	1Q09	у/у %
Net interest income	77	49	+58%
Fee & commission income	11	13	-9%
Foreign exchange income and gains from financial instruments	11	1	+751
Net operating income from insurance operations	3	2	+17%
Other income	0	0	+6%
Total income	102	65	+57%
Personnel expenses	30	25	+18%
Other operating expenses	20	19	+9%
Total expenses	50	44	+14%
Profit before provisions	52	21	+145%
Provisions	38	12	+213%
Profit before tax	14	9	+58%
Тах	4	2	+103%
Profit after tax	10	7	+44%
Net Interest Margin	2,14%	1,54%	+60 b.p.
Return on Equity	5,7%	4,4%	+1,3 p.p.
Cost/Income	48,9%	67,3%	-18,4 p.p.



## **Russia: Summary profit & loss and key indicators**

(€ mn)	1Q10	1Q09	y/y %
Net interest income	24	19	+23%
Fees and commissions	7	9	-22%
Foreign exchange income and gains from financial instruments	2	5	-66%
Other income	1	1	+152%
Total income	34	34	-
Personnel expenses	16	16	-1%
Other operating expenses	13	14	-5%
Total expenses	29	30	-3%
Profit before provisions	5	4	+20%
Provisions	3	6	-46%
Profit/(loss) before tax	2	-2	+189%
Тах	1	4	-66%
Non-controlling interest (gain)/loss	0	0	
Profit after tax	1	-6	+116%
Net Interest Margin	5,05%	4,70%	+35 b.p.
Return on Equity	11,6%		
Cost/Income	85,4%	87,8%	-2,4 p.p.



# Other countries: Summary profit & loss and key indicators

(€ mn)	1Q10	1Q09	y/y %
Net interest income	21	18	+16%
Fees and commissions	2	3	-2%
Foreign exchange income and gains from financial instruments	1	1	-17%
Other income	0	0	C
Total income	24	22	+14%
Personnel expenses	6	6	+4%
Other operating expenses	6	5	+13%
Total expenses	12	11	+8%
Profit before provisions	12	11	+20%
Provisions	3	2	+70%
Profit before tax	9	9	+8%
Тах	1	2	+55%
Non-controlling interest (gain)/loss	-	-	-5%
Profit after tax	8	7	+26%
Net Interest Margin	2,64%	2,52%	+12 b.p
Return on Equity	19,5%	14,2%	+5,3 p.p
Cost/Income	50,4%	53,1%	-2,7 p.p
Cyprus Group	Romania, Ukraine an b.p. = basis p	<b>-</b>	entage points