Open to the vision of society
The Eurobank EFG group, a member of the Geneva-based European Financial Group, was established in 1990. With capitalization of €10.5 billion and equity of €2.65 billion at the end of 2006, Eurobank EFG is an international banking organization with a force of more than 19,000 people, which offers its products and services through 1,300 branches and points-of-sale.

In the wider region of Southeastern and Central Europe (New Europe), the Eurobank EFG group has already become a key player in the banking sectors of the countries in which it operates. More specifically, in the past few years the Group has deployed major operations in Bulgaria, Romania and Serbia, while in 2006 it expanded its presence in the banking markets of Poland, Turkey and the Ukraine.

In Greece, the Eurobank EFG Group has become the leader in consumer credit, mutual funds, investment banking, equity brokerage and life insurance, while it is the largest lender of small Greek enterprises and one of the largest lenders of Greek private sector companies.

The success of Eurobank EFG is attributable to its innovative and high-quality products, its lead regarding alternative distribution channels and the provision of customized services to its clients. These competitive edges have been gained with the support of state-of-the-art infrastructure, in which the Bank has made substantial investments, but mainly, through the supremacy of its people in terms of know-how and skills.

The success and dynamic growth of the Eurobank EFG group are certified by a series of distinctions, bestowed once more by the most reliable international and Greek media:

- Best Bank in Greece for 2006 - fourth consecutive distinction - by the “Global Finance” magazine;
- Best Bank in Greece in Private Banking for 2006 - third consecutive distinction - by the “Euromoney” magazine;
- Best Bank in Greece in Imports-Exports by Global Finance;
- Best Domestic Custodian 2006 by the “Global Custodian”;
- Best “Large Call Center in Greece” at the annual “CRM Grand Prix 2006” competition held by Teleperformance.

Shareholders
The ultimate parent company of the Eurobank EFG group is the EFG Group - controlled by Latsis family interests - which on 31.12.06 held 41.3% of its shares. The majority of shares are widely dispersed, among more than 280,000 private and institutional investors.

Objectives
- To establish Eurobank EFG as the Bank of choice in Greece, emphasizing on quality, innovation and comprehensive service;
- To expand the Bank’s presence in the greater region of New Europe, through the implementation of its successful domestic business model abroad.
Basic Figures

**Net Profit (in € million)**
- 2005: 501
- 2006: 645

**Distributed Dividend per Share (€)**
- 2005: 0.75
- 2006: 0.92

**Number of Branches and Points of Sale**
- 2005: 868
- 2006: 1,312

**Number of Employees**
- 2005: 16,201
- 2006: 17,866

**Market Share Evolution in Greece (2005 - 2006)**
- **Total Credit**: 15.5% (2005) vs. 16.0% (2006)
- **Consumer Lending**: 28.6% (2005) vs. 26.4% (2006)
- **Mortgage Lending**: 13.2% (2005) vs. 13.6% (2006)
- **Corporate Lending**: 13.8% (2005) vs. 14.8% (2006)
- **Equity Brokerage**: 17.6% (2005) vs. 17.1% (2006)
- **Mutual Funds (excl. Money Market)**: 35.9% (2005) vs. 36.2% (2006)
"The Great Moment for Sports": Sponsorship of an Yngling racing sailboat with S. Bekatorou, S. Papadopoulou and Chr. Charamountani as its crew.
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Vision

The Eurobank EFG group has based its existence and leadership on one vision: “To be the Bank of first choice in the region of New Europe, while operating with a sense of responsibility towards its employees, its customers, its shareholders, and the society.”
Values

Meritocracy
We offer equal opportunities to and ensure the equal treatment of all our employees. We recognize improvement in performance and reward employees on the basis of their individual and collective achievements.

Team Work
We value team work and the collective effort for corporate success.

Quality
We work constantly in order to deliver a high level of quality in our products and services.

Trust
We create trust in our relationships by acting in a reliable manner. Therefore, our clients can depend on our staff and services.

Efficiency
We seek to achieve our goals through thorough planning and we always aim for the best possible results in what we engage in.

Creativity
We constantly strive for innovation and seek to introduce new ideas in order to improve our level of products and services.

Respect for People
We always act with understanding and respect for the needs of our clients, our colleagues and our fellow citizens.

Social Contribution
We contribute, with all possible means, to the local communities in which we operate. Our contribution reflects the anthropocentric nature of our organization and the values of our shareholders.
The Eurobank EFG group has acknowledged, since its very inception, that responsibility towards stakeholders as well as transparent operation, are both key ingredients of sustainable growth. The Group continues to grow on this basis, namely on the basis of Corporate Social Responsibility, offering added value to its shareholders, customers and employees and the society in which it operates.

The Corporate Social Responsibility strategy implemented by Eurobank EFG bolsters the organization’s vision, by creating an environment of prosperity and development for employees, a responsible partner for customers and an added-value creator for shareholders. Moreover, this strategy ensures the development of the wider society in which the Group operates, as well as the protection of the environment, which is in urgent need of attention and care.

More specifically:

- The Eurobank EFG group employs more than 19,000 people in Greece and abroad, who live by its values, and demonstrate its anthropocentric mindset, on a daily basis. To this end, Eurobank EFG has been committed to elevate and utilize its human resources, by implementing advanced selection, training, evaluation, and reward methods.

- Each day, the people of the Eurobank EFG group strive for the sound growth of the Banking Group, whose outcome will result in the creation of shareholder value.

- The clients of Eurobank EFG comprise the focal point of the organization’s attention. Responsibility towards clients implies the fulfillment of their needs in the most effective and beneficial manner, creating, at the same time, value both for them and their businesses.

- Eurobank EFG applies an integrated and consistent procurement procedure, seeking to treat its suppliers in accordance with the principles of meritocracy and quality.
• In 2006, the Eurobank EFG group supported - through donations and sponsorships - more than 100 foundations and organizations, being actively involved in the social process. Once more, Education, Culture, Sports and the Environment were at the forefront of the Group’s social contribution, through various institutions and long-standing associations, which have become inextricably connected with Eurobank EFG, and its contribution to society.

Thanks to the Bank’s work on Corporate Social Responsibility issues, the share of Eurobank EFG has been included for a sixth consecutive year in the FTSE4Good Europe and FTSE4Good World indices, which comprise companies adhering to a series of strict criteria concerning environmental, stakeholder consultation and co-operation, as well as human rights protection, issues.

Moreover, Eurobank EFG was ranked as the leading company in terms of social contribution in Greece at the annual “Famous Companies” public opinion poll, held by the Tradelink Reputation Research and Consultancy firm in early 2006.

The Group’s aim for 2007 is to refine the programs and institutions it has developed, in order to promote their integration with the Bank’s everyday operations and incorporate them into the lives of its employees, its clients, and the public at large. This integration will result from the gradual connection of the Group’s social contribution with its business strategy and practice. Eurobank EFG fully believes that a vibrant organization which uses its talent and resources on something that it understands, knows well and is concerned with, generates more benefits for society than anybody else.
Open to development
Photograph taken at one of the Bank’s training programs.
The dynamic growth and the leading position of the Eurobank EFG group are due to the innovative nature and the quality of its products, its lead regarding alternative distribution channels and the provision of customized services to its clients. These competitive edges have been gained with the support of state-of-the-art technological infrastructure but, mainly, through the supremacy of the Group’s people in terms of know-how and skills.

Eurobank EFG has been committed to elevate and utilize its human resources by implementing advanced selection, training, performance evaluation and reward methods. The Bank’s reputation as a leader in human resource management issues arises mainly from the importance it attaches to its people, recognizing their major role in the growth of the Organization and the fulfillment of its strategic targets. Special emphasis is placed:

- On the proper coverage of job vacancies by means of unimpeachable systems, designed to attract applicants and to evaluate their required knowledge and skills on each field of work.

- On the provision of equal learning and career advancement opportunities to all employees.

- On quality human resources management, which stems from policies and procedures certified by internationally recognized organizations.

- On the cultivation of an environment that constantly rewards effort, as well as on the formation of a single working culture that spans the entire Organization.

On 31.12.2006, the Group employed 17,866 people, as compared with 16,201 in the same period of 2005. The Bank has continued to expand successfully in the countries of New Europe, with 45% of the jobs it currently offers being located abroad, while its presence in Romania, Bulgaria, Serbia, Poland and Turkey becomes increasingly important.
In general, the Group’s companies are ranked first in their respective market segments, offering major competitive advantages as far as client service is concerned. In terms of human resources management, this produces the ongoing development of skills and competencies, the growth of expertise, as well as the provision of major career opportunities in the field of financial services.

Eurobank EFG is a new and dynamic Bank. In Greece, 78% of its employees are aged 25-44, while the average age of personnel for the year 2006 stood at 36 years. Gender distribution is rather balanced, bearing excellent proof of the equal opportunities policy implemented by the Group.

Most of the people employed in Greece are located in the region of Attica, whilst, based on the nature of the Group’s operations, their majority is employed in front line Units, i.e. Branches and Business Centers.

The following sections provide a discussion on recruitment, training, development and assessment of the Bank’s personnel.

Selection of Personnel

For the Bank, recruitment is the beginning of a long-term and mutually beneficial relationship, since human resources play a crucial role in the growth and continuous success of the Group.
Thus, in order to support the dynamic growth and expansion of the Eurobank EFG group, the Bank is constantly looking for high quality candidates, at different career stages, with the aim of filling-in a large number of new and demanding job positions that cover a wide range of activities. In this respect, the Bank hired a total of 599 people during 2006, in line with the growth rates of the previous years, which have established Eurobank EFG as one of the biggest employers in the Greek labor market.

Of the new jobs created, 80% were covered by external applicants, while 20% of the vacancies were covered by internal transfers within the Bank and the Group’s subsidiaries, supporting in practice the effort to provide executives with career development opportunities.

The Bank gives emphasis on the integration, utilization and development of the skills of young people that show dynamism and professionalism and are poised to form the future generation of Group executives. In 2006, the Bank proceeded with the design and implementation of a special program for the selection and development of young talented professionals, with the aim of attracting promising executives with superior academic qualifications. Moreover, in 2006 the Group attracted experienced executives from the labor market, in order to cover specific needs.

The educational background of the newly-hired continues to be rather high, since 90% are university graduates, while 40% are holders of postgraduate degrees. It is worth noting that the distribution of recruitments by gender is balanced.

The interest shown during 2006 for employment with the Bank, attests to the recognition of the Eurobank EFG group as an “employer of first choice” in the labor market, since 14,500 curricula were submitted in total, of which 75% concerned university graduates.

During the year, 3,500 applications were evaluated, and one in six applicants was selected by the Organization. The effectiveness of the evaluation process is corroborated by the fact that almost 94% of new hires joined the Group on a permanent basis after the trial period.

Placing special emphasis on objectivity and meritocracy, the personnel selection procedure is based on predetermined criteria, corresponding to Eurobank EFG values and vision. These criteria are appraised through the use of modern psychometric methods and structured interviews, designed to produce a documented outline of the applicants’ profiles. Moreover, in order to align hiring practices throughout the entire Banking Group, subsidiaries in Greece and New Europe have been implementing similar evaluation methodologies and procedures since 2006, adjusted to their specific requirements.
Training
In Eurobank EFG, training is aimed at the cultivation of a learning environment. Training programs cover a wide range of subjects, reflect recent developments and provide employees with the opportunity to keep up with issues that are related to their work, in order to improve their knowledge and skills.

The training programs are interconnected, lay the foundations for career advancement and enhance knowledge, thus preparing employees to assume increased responsibilities and occupy higher hierarchical posts.

The training plan implemented in 2006, through procedures certified in accordance with the ISO 9001 standard, includes training programs that promote personal development and improvement and, consequently, the achievement of the Organization’s qualitative and quantitative targets.

The range of training subjects includes:

**New Employee Induction Program**
The induction programs offered to newly-hired employees last three and eight weeks and provide the necessary learning background that facilitates the new
executives’ immediate adaptation to and, smooth assimilation with, the banking environment. These programs familiarize participants with the structure and philosophy of the Organization, the Greek financial system and the products and services offered by the Bank, always on the basis of the participants’ knowledge level.

Sales Consulting – Customer Service Program
The complex demands of today’s clientele led to the design of training programs that assist front line executives in successfully identifying the specific needs of each client. The adoption of a client-oriented approach effectively directs Client Service employees towards the provision of services that involve comprehensive proposals, promoting customer loyalty and long-term co-operation.

Certification Program
The Bank offers knowledge certification programs which help professionals gain substantial competitive advantages. The second certification round for Business Center Account Officers was successfully completed in 2006, along with the third certification round for Private Banking and Branch Network executives. It is worth noting that this effort has been supported by the Hellenic Banking Association, a fact which assures the unimpeachable nature of the in-house procedure.

In-House MBA in Financial Services
In 2002, Eurobank EFG introduced an innovative internal MBA program, the “In-House Eurobank EFG – ALBA MBA in Financial Services.” The duration of the program is two years and the faculty includes distinguished professors from internationally acclaimed business schools, such as Harvard, INSEAD, and the University of New York. The participants in the second round of the program graduated in October 2006; this event coincided with the completion of the preparation for the fourth round, which will start in Thessaloniki, with the purpose of offering career development opportunities to Bank executives located in Northern Greece.

Employee Development
The Bank supports all efforts to direct its people towards fields of operation that suit them best as well as to provide them with new motives, in order to fulfill their personal and professional goals. It also encourages active involvement and reinforces the Internal Job Market, in order to bring forth opportunities for utilizing those executives who wish to change the nature of their work and pursue a new professional career within the Organization.

The development methodology implemented by the Bank is based on the “Job Family Scheme.” This methodology assists employees from all levels to advance within a “Job Family”, or even within a “Relative Family”, depending on the knowledge, experience, skills, and competencies they possess, or have acquired during their professional career. All job positions provided for by the organizational charts and by the allocation of tasks among the various units, are incorporated in a “Job Family”, according to their common features. On this basis, the Bank constructs its career development, assessment, as well as remuneration and benefit performance management systems. By using these sophisticated tools, the Bank has achieved homogenous personnel management, thus identifying and promoting the best employees.

The four main and parallel pillars that support employee development are:

Manpower Planning:
In order to fill every job opening with the right person and before exploring the market for skilled executives, the Bank considers the reallocation of duties and the assignment of new ones, to those deemed to meet expectations and upgrades roles when, and if, necessary. The Bank considers the possibility of hiring from the market only after having exhausted all alternatives for the internal fulfillment of a vacancy.
Internal Job Market:
By providing all employees with equal opportunities to respond to new job openings that are posted on the corporate Intranet, the Bank gives priority to internal transfers and advancement of people who get promoted in this manner. In this context, the Bank encourages also employee movement abroad. Moreover, Eurobank EFG has been developing and implementing evaluation methods, policies and procedures that ensure meritocracy in internal transfers.

Leadership Development:
The Bank assists its personnel in developing the necessary strategic capabilities and management skills that will enable them to adapt to the changing conditions in international markets and to deal successfully with challenges. Emphasis is placed on the development of abilities that lead to the constant progress of both the Organization and its people.

The Performance Management System
The Bank attaches great importance to the performance management system and, to this end, has been implementing a system focused on the objective assessment of each employee’s contribution. The system combines the appraisal of quantifiable criteria, such as performance against targets, with modern performance management approaches that assess the skills, or competencies, demonstrated by each employee during his, or her, work. The aim is to enhance overall performance through personal improvement.

The performance management system is based on the principles of objectivity and transparency. The person appraised is not only informed about the evaluation, but is actively involved in the process, by providing feedback and by identifying, during a one-to-one meeting with his/her Supervisor, the strengths and weaknesses of his/her performance, along with ways for improving and for covering any training requirements.
The Compensation and Benefits Policy

The compensation and benefits policy and systems have been developed with the aim of attracting, employing and retaining experienced individuals who possess the necessary skills and attitudes that maximize both individual and overall performance.

The remuneration packages have been designed according to the latest trends in the international market in terms of compensation and benefit systems, with the aim of being competitive in comparison to the wages offered in the Greek Banking Sector.

For that reason, the executives’ total compensation is the sum of fixed and variable remuneration. Fixed remuneration refers to the base salary, which reflects the educational background, experience, and accountability of the individual, as well as the position’s value/importance in the labor market, while variable remuneration includes bonuses in cash, shares, and stock options for the executives, rewarding exceptional performance.

Moreover, the Bank has developed group sales reward schemes, implemented by both the Branch Network and the Business Centers. These schemes reward success at branch level and, consequently, outstanding individual performance.
The Benefits Policy for Employees and their Families

Committed to the long-standing tradition of the Group’s founders, the Bank is providing both its employees and their families with a series of significant benefits. In the context of this policy, the Bank has been implementing and continuously upgrading, a series of social insurance and health benefit programs, contributing each year substantial extra funds designed to enhance overall social care and ensure the continuous improvement of health and safety at the workplace. More specifically, the benefits policy includes:

Insurance plans

The group social insurance plan covers employee Health, Life and Retirement. The medical and hospital care plan provides a multitude of benefits, covering both the employees and their families. A further group insurance plan covers the emergency transportation of ailing and injured employees in Greece and abroad. Finally, the Bank has introduced a special savings plan, designed to provide for the employees’ offspring, by means of which it assists children actively either in pursuing their studies, or in the beginning of their professional career.

Health & Safety

In the context of the preventive health program for its employees, the Bank implements a series of actions aimed at protecting and improving their quality of life. More specifically, the Bank operates two fully equipped medical centers in the Attica region, providing medical consultation for both employees and their families. Furthermore, the Bank provides employees with the opportunity to undergo general check-ups on a regular basis, pursuant to special agreements with medical units in major urban centers. In addition, newly-hired employees go through a general check-up before commencing work. The social policy of the Bank includes a special insurance plan for employees with disabilities. The Bank’s physicians monitor both the health and the tasks of these persons, in order to ensure the least possible aggravation of their condition.

The successful operation of the “Blood Bank” is also worth mentioning. The effort has been launched, and is supported, by the personnel of the Bank, in co-operation with the “Amalia Fleming” hospital and involves three to four voluntary blood donations per year. Thanks to its targeted action on issues concerning health and safety in the workplace, the Bank has become a benchmark for the sector. In the context of its overall social welfare strategy and, in order to ensure the constant improvement of personnel health and safety, the Bank has developed a Management System for occupational hazards. The aim is to ensure a superior and safe environment for both employees and the society at large.
Occupational Hazard Prevention Studies have been prepared for each unit of the Bank and are available to all employees, along with the printed Safety and Fire Protection Instructions. In addition, the Bank organizes First Aid courses in co-operation with the Hellenic Red Cross, premises evacuation and emergency drills, as well as firefighting courses, designed to enhance knowledge on occupational hazards.

Five specialist Safety Technicians visit the Bank’s units, where they oversee the implementation of health and safety procedures, instruct unit managers and discuss with the staff about the necessary work safety measures. In order to ensure optimal working conditions and the effective implementation of occupational hazard prevention, the Bank has appointed Safety Coordinators in every unit, responsible for providing assistance to the Safety Technicians.

Specialist Occupational Physicians pay regular visits to the units, examining employees and compiling their personal medical records, which are kept in electronic form at the Bank’s medical center. They also provide preventive medical advice during privately held sessions. The continuous improvement of working conditions is achieved through constant training, internal workplace audits, hazard index follow-ups and consistent employee updates, in order to ensure a sound and safe working environment.

The best practices concerning the implementation of the Health and Safety at Work Policy, allowed Eurobank EFG to be the first bank in Greece to be certified in accordance with the ELOT 1801 standard; moreover, it was one of the three first banks worldwide to be certified in accordance with the OHSAS 18001 standard of the TUV Austria Hellas international agency. This certification is a further guarantee that Eurobank EFG pursues the aim of ensuring a superior and safe environment for its employees, its customers and the society at large with responsibility and consistency.

Financial support for employee families
Eurobank EFG supports employees and their families through the institution of special benefits, such as the marriage bonus and the nursery centre allowance for all employees and a monthly allowance for the newborn children of low-salary individuals. Further financial assistance is provided to employees having children with disabilities, covering special education costs till the age of 18. Always faithful to the traditions of the Group’s founders, the Bank provides various forms of support on an ad hoc basis to employees, or their family members, who face grave health problems.

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**Allowance for Nurseries and Special Schools**

<table>
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</tr>
<tr>
<td>2004</td>
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<td>2005</td>
<td>2.7</td>
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<tr>
<td>2006</td>
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**Internal Communication**

The constant enhancement of internal communication to all hierarchical levels is considered as one of the key elements of success for the Bank. Consistent, real and interactive communication enhances trust and enables the establishment of a single culture that recognizes personal competence, effort and contribution while promoting teamwork.

During the year, the Bank focused on the expansion of interactive communication channels between employees and the management, in order to forge even stronger bonds, to improve co-operation among units, and to draw on the power of creative dialogue. Many long-term initiatives have been launched. Some examples are the following:

**Intranet Site:**
The site is constantly improved and upgraded in order to provide a lively, interactive means of communication that fosters the provision of effective and direct information about events within the Bank. In 2006, the Intranet site underwent a complete change, in order to become more user-friendly and to include more information about the Group that are of interest to employees.

**Mortgages and Personal Loans**
The Bank implements a special pricing policy for its employees, covering their housing needs through the provision of mortgages at exceptionally favorable interest rates. Moreover, the Bank provides employees with personal loans of up to four monthly salaries.

**Rewards**
The Bank rewards excellence and supports progress through a series of institutional measures. More specifically, the Bank bestows a special financial prize to employee children that excel at all educational levels, as well as to employees that achieve academic distinction. Moreover, top performers at the university admission examinations are granted a symbolic financial prize, along with the opportunity to pursue a professional career with Eurobank EFG following their graduation. Similar financial support is provided to top university graduates who continue with postgraduate studies in Greece or abroad.

**Mortgages and Personal Loans as per the Bank’s policy**

In 2006, the Intranet site underwent a complete change, in order to become more user-friendly and to include more information about the Group that are of interest to employees.

**Eurobanker:**
A quarterly variety publication that, apart from dealing with banking issues, enables employees to voice their views. Eurobanker provides also information about the social contribution of the Bank and offers preventive medical advice raising, at the same time, employee awareness on social issues.
Breakfast with the Management:
A small number of employees, randomly selected on a regular basis from all hierarchical grades and units of the Bank, is given the opportunity to discuss with the Chief Executive Officer and the Deputy Chief Executive Officers, issues concerning the Bank and the workplace, with no predetermined agenda.

Personnel Awards:
A reward and recognition program for employees who have consistently had a major contribution to the Bank’s growth.

Annual Staff Events:
The organization of two-day off-site meetings between senior managers and executives from the Bank’s networks, has become an institution at Eurobank EFG. The purpose of the off-site meetings is to establish a feeling of trust among Bank executives, to improve communication and to ensure the exchange of views on key issues, related to the organization’s further growth. Moreover, each year the Bank holds events that are attended by all Group employees and their families, giving everyone the opportunity to get more closely acquainted and entertain themselves, away from the workplace.

Volunteerism:
Eurobank EFG is not only concerned about raising employee awareness on Corporate Social Responsibility issues but also promotes Voluntary Social Contribution programs. These programs address those employees who have willingly chosen to give something back to their local communities. In 2006, a large number of employees participated, for the second year in a row to the “Learn, Participate, Protect-Mount Parnes National Forest” program, which is materialized in co-operation with WWF Hellas. The program addresses the Bank’s employees and their families, who are given the opportunity to get acquainted with the Forest’s secrets through visits and guided tours and also to contribute, in their own way, to its immediate protection and proper management.
The Contribution of Human Resources to the Group’s International Activities

The Human Resources Sector of Greece provides human resource management services in the countries of New Europe, where the Bank and its subsidiary companies are present. The aim is to design, organize and operate the Human Resource Departments of subsidiaries in New Europe, in accordance with the standards of the parent Bank and, to align their practices with its systems, policies and procedures, always respecting the particular features and the culture of each country.

In 2006, the most important activities of the Human Resources Sector concerning Southeastern Europe Subsidiaries, focused on the following fields:

- The establishment, organization and development of the subsidiaries’ Human Resource Departments, in accordance with the standards of the Eurobank EFG group and their gradual alignment with the systems, policies and procedures of the Group’s Human Resources Department.

- The transfer of know-how and the implementation of successful corporate training programs, designed to improve the competitiveness of the subsidiaries’ business units in local markets.

  In 2006, emphasis was placed on three major training program categories: the Sales Consulting program, the Customer Service program and the Leadership-Coaching Development program.

- The realization of value-adding projects within the local Subsidiaries, such as employee satisfaction surveys, the adoption of Skills and Personality Tests, as well as the creation of Applicant Evaluation Centers.
As a result of the dynamism and prospects of the Eurobank EFG group, an increasing number of shareholders, institutional and other, trusted the Bank’s share. Thus, institutional investor participation reached 30.3% in 2006, while there were more than 280,000 shareholders—natural persons. The principal shareholder of the Bank, the Geneva-based European Financial Group which is controlled by Latsis family interests, holds a 41.3% stake. Foreign institutional investors boosted their participation, owning 25.6% of the Bank’s shares by the end of 2006.

The Eurobank EFG group provides equal, timely and accurate information to shareholders, investors and regulators, and implements transparent procedures for the preparation and announcement of its financial results. Financial statements, along with corporate announcements as well as a wealth of information, are published at the Group’s website, www.eurobank.gr, whose content is constantly updated in both Greek and English. Similar announcements are made in the Greek daily press, in accordance with the Bank’s obligations as a listed company.

Responsibility for providing updated information to and, communicating with, the Bank’s institutional investors lies with the Investor Relations Department, which organizes road-shows for both domestic and foreign institutional investors. Moreover, the numerous and specialized executives of the Share Register Department cater to the needs of all shareholders. The Management is in regular communication with the shareholders through the “Simmetohi” (Participation) publication, and various conferences.
The incessant pursuit of quality is one of the strategic choices of the Eurobank EFG group. In order to fulfill this goal and always committed to the common vision, the executives of the Client Relations Office co-operate with the executives of the Branch Network, the Departments and the Subsidiaries of the Bank in Greece, in order to promote the tangible improvement of client relations, ensuring the development and maintenance of steady and reliable relationships that lead to a dynamic, sound and mutually beneficial association.

The Client Relations Office is responsible, on one hand, for the supervision and monitoring of client complaint management, by means of methodical and coordinated efforts at all levels of the Group and on the other, for the accumulation and utilization of statistical data, with the aim of improving and upgrading, the services and products offered by the Bank.

In 2006, the Office was in charge of the publication and domestic distribution of an informative leaflet titled: “Are you happy with our services?”. The leaflet has been placed at visible points all over the branch network, easily accessible by the clients of the Bank. It serves a dual purpose:

- It informs customers about the Office and its purpose as well as the steps they need to take, in order to submit any positive or negative comment.

- It encourages customers to contact the Bank and submit their comments which constitute key sources of feedback and facilitate the constant adjustment of services on the basis of their needs and expectations, in order to maximize their satisfaction.

Moreover, the Office has seen to the supply of all branches with complaint forms, in order to accommodate those customers who wish to communicate with the Bank in writing.

Apart from the extensive customer services network, easy and direct client communication with the Bank is facilitated by the dedicated hotline 801-111-1144, which operates on a 24/7 basis, as well as the dedicated page at the group’s website www.eurobank.gr.

An automated IT application has been installed and used throughout the entire Organization, with the aim of ensuring effective complaint management, through close adherence to a single policy and practice.

To this end, the Client Relations Office pays regular visits to branches all over the country, instructing personnel on client service issues, identifying possible areas of improvement and training the Organization’s executives.

The reliability of the complaints management procedures has been certified by the British Standards Institute (BSI). The compatibility test performed in 2006, in accordance with the ISO 9001 standard, yielded rather satisfactory results.
The Eurobank EFG group has established a strict policy and transparent procedures regarding the selection of, and the terms of association with, suppliers. A single selection and association framework applies to all Group subsidiaries in Greece and abroad. Prospective suppliers are evaluated on the basis of numerous criteria, such as market position, specialization, money-for-value, timely and consistent delivery, prior good and long-standing co-operation, recommendations from other clients, as well as any possible ISO certifications. Moreover, all existing suppliers are evaluated each year on the basis of the aforementioned criteria, as well as their actual association with the Group.

A single procurement procedure applies to all individual Group Divisions and Subsidiaries in Greece and orders are performed electronically through the corporate Intranet. The Procurement Department of Eurobank EFG in Greece has been ISO certified by the British Standards Institute, while the procurement procedure is subject to a strict code of conduct, designed to guarantee impartial treatment. According to the dictates of the Code, the Bank avoids any transaction with suppliers considered to employ dubious practices. Furthermore, the suppliers of technological, or other, equipment are governed by European Union and US legislation regarding production methods, respect towards the environment and labor terms.
Open to contribution
In December 2006, the Eurobank EFG group supported, through its Christmas Greetings Card, the work of the “Panhellenic Renal Patients Association”, the “Panhellenic Juvenile Diabetes Union” and the “Sikiaridion Institute for Children with mental disabilities”. The card was created by the winner of the First Prize (Iason, aged 5.5) at the annual drawing contest held for the Group’s employee children.
Responsibility towards society is recognized as one of the values that pervade the daily operation of the Eurobank EFG group and facilitate the realization of its vision. More specifically, the Corporate Social Responsibility strategy acknowledges that the society’s progress is an inextricable part of the organization’s activity.

Eurobank EFG is mainly activated in four areas: Education, Culture, Sports and the Environment.

In 2006, the Group’s sponsorship and social contribution expenditure reached €8 million, increased by 13.7% as compared with 2005.

The total social product of the Bank exceeded €961 million, as compared to €894 million in 2005, registering a 7.4% increase.

### SOCIAL PRODUCT

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This year, we are rewarding 1,168 exceptional pupils!

For a fourth consecutive year, Eurobank EFG rewards the top graduate from each Greek High School who achieved the highest grade at the University admission exams. The “Great Moment for Education” program praises the young people, thirst for knowledge and, honors their methodical efforts to distinguish themselves. Having rewarded more than 4,500 top graduates till this date, we are cultivating an institution that encourages the young generation to follow the path of learning and progress.
Education

Education is one of the most crucial areas, as far as the development and prosperity of all countries and societies are concerned. Any investment in education encourages the constant development and improvement of young people.

For that reason, Eurobank EFG continued its “Great Moment for Education” program, which comprises one of the central pillars of its sponsorship policy. The young people, the pupils that participate in the program, but also their families, their teachers and, in general, the local societies throughout Greece that respond with undiminished enthusiasm each year, are those that enhance and add value to the program.

Since the launching of the program in 2003, and up to 2006, more than 4,500 distinguished high school graduates from all over Greece have received awards. More specifically, 1,168 high school graduates from 1,300 public and private, daily and night, schools all over the country, were rewarded in 2006.

This program, which is realized with the support of the Ministry of Education and Religious Affairs, covers approximately 230,000 high school graduates. In 32 award ceremonies, held from September to December 2006, Eurobank EFG bestowed awards to the graduates that achieved the highest grades of their schools at the pan-Hellenic university admission examinations. Once again, each award was accompanied by a €1,000 prize, deposited in a Eurobank EFG account in the name of the distinguished pupil.

Nevertheless, in 2006 the Group did not only reward the best pupils, but also the High School that produced the graduate who achieved the highest grade in each Prefecture at the pan-Hellenic university admission examinations. This award was symbolic and indicated that schools are the hotbed of ideas, values and visions. Eurobank EFG presented each award-winning High School with a commemorative plaque and a state-of-the-art computer, thus contributing to the improvement of school infrastructure.

After the completion of the program for the school year 2005-2006, the Bank held the annual ceremony to award the “best of the best” graduates from each Prefecture of Greece, in the presence of his Excellency, the President of the Republic of Greece, Mr. Karolos Papoulias.

In the field of Education, the Eurobank EFG group continued its co-operation with the Foundation of the Hellenic World (FWH), which began in the year 2000. This sponsorship included the launching of a knowledge contest, titled “Great Moments of Hellenism”. All children from 7 to 16 years of age, who visit the “Hellenic World” of the FWH, are eligible to participate in the contest.
Award Ceremony for the “Best of the Best” at the Old House of Parliament.
Every two months, there is a draw among those who have answered correctly the relevant questionnaires and two children win one modern computer each. Since the launching of the contest in March 2006 and, till the end of this year, 4,000 children had taken part.

In addition, the Eurobank EFG group is the exclusive sponsor of the FWH’s popular “Hellenic History on the Internet”, and “Olympics through Time” portals. These portals are inexhaustible sources of information and each year show high traffic rates.

Moreover, the Bank sponsored two exhibitions: “A journey to the World of Greek Mathematics” and “Theatre, the Art of Arts”. Both exhibitions are hosted at the “Hellenic World” and in 2006 received more than 21,000 visitors.
Poster for the production of the “Blue Bird” at the National Theater’s Children’s Stage.
The Eurobank EFG group has been especially active in the cultural field, since the very first years of its existence. Its activity has been linked with cultural agencies and organizations that are supported by the Group till this day.

Since its very inception and to this date, Eurobank EFG has been the sponsor of the “Kamerata - Orchestra of the Friends of Music” of the Athens Concert Hall. Actually, in 2006 this sponsorship was renewed for three more years. The Kamerata remains the only world class chamber music orchestra in Greece, a fact corroborated by the invitation it received in 2006 to perform at Vienna’s famous Musikverein Hall, one of the most important concert halls in Europe, as part of the celebrations for the International Mozart Year.

During the year, the Kamerata performed 74 concerts, attended by more than 37,000 people. Thirty-eight of these concerts were held in premises outside the Athens Concert Hall, not only in Athens, but in other major Greek cities as well. Along with its artistic program, the orchestra continued for a second year the educational program “Kamerata Goes to School” that has been prepared in cooperation with the Ministry of Education and Religious Affairs. This program is addressed to primary and secondary education pupils and includes visits to schools, as well as educational performances at the Athens Concert Hall. In 2006, the Kamerata visited 30 schools and the program was attended by a total of 5,000 pupils.

Since 2001, the Eurobank EFG group has been supporting the Children’s Stage of the National Theatre. In 2006, the Children’s Stage presented more than 200 shows in Athens and the periphery, while in July it staged a Bank-sponsored play in Pirgos, Ilea, which was attended by approximately 2,000 people - bank customers and the public.

Along with its long-standing sponsorships (Kamerata and the Children’s Stage), the Eurobank EFG group has been realizing two novel initiatives in the field of fine arts since 2004, with the intention of bringing the public closer to Greek art. These initiatives, designed to become artistic and cultural institutions, have been undertaken by the Private Banking Division.

The first initiative concerns the Division’s cooperation with the National Art Gallery, for the organization of major exhibitions of the work of great Greek artists. The exhibition held in 2006 under the title “Paris-Athens, 1863-1940” was inaugurated by the President of the Republic, Mr. Karolos Papoulias and was placed under the auspices of the French and Greek Ministries of Culture. The exhibition sheds light on one of the most fascinating chapters in the history of modern Greek art and is one of the most important exhibitions ever organized by the National Art Gallery, both from an artistic-historical and a purely artistic-aesthetic perspective, since it presented rare quality works from Greek and French artists.

The formal cooperation between the Private Banking Division and the National Art Gallery includes the retrospective exhibition of painter Georgios Iakovides that was inaugurated in 2005 and attracted more than 100,000 visitors, as well as the retrospective exhibition of artist Alekos Fasianos that was held in 2004.

The second Initiative of the Private Banking Division is titled “The Great Moment for Culture: Promoting Young Artists”. This initiative bestows annual awards to the three top-ranking graduates of the School of Fine Arts. To this date, there have been two prize-awarding ceremonies and this custom will be continued in the years to come, thanks to its warm receipt by both art lovers and the School’s students. Each award includes a monetary prize of €10,000 and the organization of exhibitions featuring the work of the prize-winners by the Private Banking Division. Finally, in the context of this program, Eurobank EFG expands the art collection of the Group by purchasing certain works of the awarded students.
A GOLDEN BRAVO
TO THE WORLD CHAMPIONSHIP SILVER MEDALISTS
AND EUROPEAN CHAMPIONS

Eurobank EFG
PROUD SPONSOR OF THE MEN’S NATIONAL BASKETBALL TEAM

Advertisement published on the occasion of the Silver Medal won by the Greek Men’s National Basketball Team at the 2006 World Championship.
Being the sponsor of the Hellenic Basketball Federation since 2006, the Eurobank EFG group was delighted to see the Greek Men’s National Basketball Team win the silver medal at the World Championship held in Japan. This was the greatest distinction ever achieved by any Greek national team, from all sports, and the second greatest accomplishment of Greek basketball after 2001, since in 2005 the same team had won the second European Championship in its history, at the “Eurobasket 2005” finals, held in Belgrade.

In 2006, the Eurobank EFG group decided to renew its sponsorship to the Hellenic Basketball Federation for the next four years, i.e. till 2010. This renewal crowns a 10-year relationship, the longer such association in Greek sport. It also reflects in the best possible manner the Group’s philosophy and belief that ambitious goals can only be achieved through consistency, faith and dedication.

Eurobank EFG has also been the sponsor of Golden Olympic Winners, Sofia Bekatorou and Emilia Tsoulfa, since 2001. In 2006, this sponsorship included the implementation of the “Live Sailing” program for a second year; the program is designed to attract young sports lovers, who want to get acquainted with sailing.

In the context of this program Sofia Bekatorou and Emilia Tsoulfa visit athletic nautical clubs and, in especially arranged areas participants, have the opportunity to talk with the two Golden Olympic Winners about the secrets of their sport, to get introduced to the joy of sports, and to get a small taste of sailing, making a ride with “Optimist” class vessels.

In 2006, the two athletes visited seven athletic nautical clubs in different Greek cities and islands, as well as four schools. According to estimates, almost 1,700 children, aged 8-14, had the opportunity to “live sailing,” and have their very first acquaintance with the sport.
Eurobank EFG protects our natural wealth.

As nothing is more valuable than Nature, Eurobank EFG, in cooperation with WWF Hellas, continues the "Learn, Participate, Protect - Mount Parnes National Forest" program. A program designed to get citizens acquainted with the mountain and raise their awareness concerning the need to protect it. Through the volunteer activities of the Bank’s personnel, Mount Parnes, a treasure of caves, secret fountains, lakes, 1100 species of plants and 35 protected species of mammals, has found a true ally.

We invite you to discover for yourselves the secrets of the known-unknown mountain of Attica.
In 2003, Eurobank EFG announced its official Environmental Policy, showing its commitment to reduce the direct consequences for the environment from its operation, as well as the indirect consequences from the activities of its clients and suppliers. The Bank’s environmental policy is available at its website, www.eurobank.gr.

In 2004, the Bank began to record its environmental performance, by developing environmental indices, setting targets and designing environmental protection initiatives. A major achievement was the certification in 2004 of Eurobank EFG in accordance with the ISO 14001 International Standard for the Environmental Management of all its branches, central units, as well as services and products offered in the region of Attica. In 2006, certification was extended to the Prefecture of Thessaloniki and the Bank considers extending this process to the rest of Greece and to subsidiaries abroad. Eurobank EFG is the first bank in Greece and, one of the few banks in Europe, to be certified for the implementation of an Environmental Management System. In the context of its environmental policy, the Bank has invited all stakeholders, as well as Non-Governmental Organizations, to participate to the development and implementation of sustainable development practices.

The Bank has established an Environmental Office, with the aim of ensuring the consistent and comprehensive management of the actions and procedures implemented in the context of its Environmental Policy. It has also formed an Environmental Committee, chaired by the General Manager, Operations, Technology & Organization and entrusted with the strategic design of environmental management policies and actions.

The continuous improvement of the Group’s environmental performance generates competitive advantages, such as the reduction of operating expenses, the exploitation of new business opportunities (development of “green” banking products) as well as the organization’s recognition by both the relevant indices (FTSE4Good Europe, FTSE4Good World) and the institutional investors of the Social Responsible Investment (SRI) category.

Moreover, Eurobank EFG has been an active member of the United Nations Environment Program Finance Initiative (UNEP-FI) since 2005; UNEP-FI is an international network of financial organizations, whose purpose is to protect the environment and promote sustainable development.

In June 2006, the Bank was one of the hosts of a one-day conference titled “What is the Environmental Responsibility of Banks?”, which was held in Athens, under the auspices of UNEP-FI and the European Bank for Reconstruction and Development.

Environmental Performance

The Management of Eurobank EFG is committed to the disclosure of data concerning the Bank’s environmental performance. This disclosure is made on the basis of internationally accepted GRI standards and covers the following areas:

Branch and Premise areas
As a result of the Bank’s rapid growth, the total area covered by its branches and administration buildings increased by 16%, from 266,545 square meters in 2005 to 309,000 square meters in 2006.
Energy
The Bank’s target for 2006 was to stabilize energy consumption per area unit (m²). The target was achieved, since consumption decreased from 238.36 KWh per square meter in 2005 to 216.33 KWh per square meter in 2006. Despite the rapid increase of the area covered by the Bank’s buildings by 16%, in 2006 energy consumption per employee outperformed the annual target. It increased by just 2% and amounted to 9,271 KWh per employee, as compared with 9,056 KWh per employee in 2005. In 2006, 80% of new air-conditioning units installed at Bank buildings, or branches, were fitted with energy-saving systems, as compared with 75% in 2005.

In 2005, the Bank completed its paper recycling process. To this end, special metal recycling/shredding bins have been installed in the branches and administration premises throughout Attica, while the pilot recycling program for the prefecture of Thessaloniki was launched in 2006. The total quantity recycled during 2006 amounted to 351 tons and accounted for 56% of paper supplies, as compared with 45.28% in 2005 and 22.9% in 2004. Concern is given to the expansion of recycling to the rest of Greece.

Paper
In 2006, paper consumption amounted to 86 kg per employee, as compared with 83 kg per employee in 2005 and 77 kg in 2004. This annual increase of 4% is due to the growth of turnover by 20% in 2006.
Water
The Bank attaches great importance to the optimization of natural resource consumption, such as water. Thus, the air conditioning systems installed by the Bank belong to the air-cooled category. In 2006, the Bank achieved the target of stabilizing water consumption per area unit (m²) to 0.22 cubic meters per year.

Greenhouse Gas Emissions
In 2006, the total contribution of Eurobank EFG to Greenhouse Gas emissions reached 0.18 tons per employee per area unit (m²), outperforming the annual target of 0.20 tones per m².

The target of the Bank for the year 2007 is to stabilize emissions at that level. Greenhouse Gas emissions amounted to 56,187 tons in 2006, as compared with 53,033 in 2005 and 47,039 in 2004.

Computer equipment and supplies
In 2006, the Bank continued to purchase materials with limited environmental consequences, such as dry batteries, in order to avoid any leakage of hazardous liquid substances. Total toner use amounted to 5.05 units per employee, as compared to 5.09 in 2005 and 5.45 in 2004. Moreover, 5,067 toner units were recycled in 2006, as compared with 930 in 2005.

The Bank also sustained its computer equipment donation program. In 2006, it donated 500 units, as compared with 303 in 2005 and 260 in 2004.

Green banking products
The Bank has developed a series of green banking products, designed to protect the environment.

In 2006, the Bank issued 12,359 new Visa WWF credit cards, raising the total number of active cards to 46,044. WWF Hellas received €135,000 from the transactions performed with the card, in order to finance its work.

Moreover, Small Business Banking has developed and provides professionals and businesses with green products, such as loans for the purchase of environment-friendly equipment by dry-cleaning establishments, the acquisition of new environment-friendly taxis and buses, as well as the installation of natural gas facilities in business premises.
Personnel Training

In 2006, and in order to raise employee knowledge and awareness, the Training Department continued its Environmental Management seminars with the participation of 230 people, raising the ratio of environmentally trained employees from 5.9% to 9% of the Bank’s workforce. Employees are also updated on environmental issues through Eurobanker, the Bank’s internal publication, which includes a regular column on the Environment. Further information is provided to the employees via the Intranet.

Environmental Hazard Evaluation

Eurobank EFG has adopted since 2004 certain criteria to evaluate the environmental performance of the businesses with which it cooperates. The Bank has approved 20 loans to borrowers engaged in environmental high risk activities, with total loan balances of approximately €83 million.

Activities

According to the ASBI 2006 Awareness & Social Behavior Index, which was compiled for a third consecutive year by MEDA Communication and VPRC, the rational management of the environment and the natural resources is ranked fourth among the top priorities of Greek citizens regarding Corporate Social Responsibility issues. Bearing in mind that the three top priorities concerned issues related to a company’s employees, it is easy to understand that the environment comprises one of the most important fields of the public’s social concern.

The year 2005 was a landmark regarding the activity of the Group in this sector since it launched, in cooperation with WWF Hellas, the “Learn, Participate, Protect-Mount Parnes National Forest” program. The targets of the program are to demonstrate the features of how a protected area is efficiently managed, to raise awareness about the Forest’s importance, and to stress the need for its protection.

Guided Tour at Mount Parnes, in the context of the “Learn, Participate, Protect-Mount Parnes National Forest” program.
The pillars of the program for 2006 included the participation of the public to guided tours organized on the mountain, environmental training, scientific research and infrastructure projects.

The public and the employees of the Group participated in the program through guided tours on the mountain, in the context of programs addressed to adults and families. Equipped with the Guide of the Good Visitor and the Observation Sheet, adults and children alike had an opportunity to get acquainted with the National Forest and learn about the need to protect it. Moreover, 12 schools from the region of Attica attended a special environmental training program, designed by WWF Hellas and approved by the Ministry of Education and Religious Affairs.

Environmental education includes the creation of the “Learn, Participate, Protect” training package, which can be borrowed by all Greek schools. The package was initially created in 2005 and was updated in 2006, in order to provide pupils with information not only about Mount Parnes, but about protected areas in general. The package comprises a series of slides and their accompanying text, a manual for teachers, as well as worksheets for the pupils and, in 2006, it was lent to 36 schools from all parts of the country.

In 2006, the activities designed to improve knowledge and raise awareness were supplemented by two projects, which have laid the foundations for new research and infrastructure initiatives at the National Forest of Mount Parnes. The first project concerns scientific research on the Mount Parnes deer and the preparation of the methodological approach for the monitoring of this (unique for Greece) species during the next two years. The second project concerns a study for the signposting of the National Forest, the first such project ever undertaken in Greece. These are two projects of great importance for the protection of the Forest.

Guided Tour at Mount Parnes, in the context of the “Learn, Participate, Protect-Mount Parnes National Forest” program.
Children’s happiness concerns us all.

Eurobank EFG Wholesale Banking starts a Programme of Social Solidarity and Contribution, to actively support children in need. The amount of money that will be collected from the contribution of Wholesale Banking employees will be offered to the Infants’ Center “MITERA” in Athens for the construction of a playground and to the Child Cancer Treatment Unit of the Pediatric Clinic at the AHEPA Hospital in Thessaloniki, for the construction of a play area. We all participate in this effort so that these children can smile.
Along with its initiatives in the fields of Education, Culture, Sports and the Environment, the Eurobank EFG group is also concerned with local societies, covering the needs of public welfare institutions, schools and local government agencies.

In 2006, Eurobank EFG group supported more than 100 foundations and organizations through a series of actions and continued to donate electronic equipment, offering 500 computer systems to schools and social welfare institutions throughout Greece, both in the periphery and in urban centers.

Some examples of agencies that received support included: the “Sikiaridion Institute”, the “Pan-Hellenic Renal Patients Association”, the “Pan-Hellenic Juvenile Diabetes Union”, the “I Love Children” project, the “Kallipatira” Pan-Hellenic Association of Women Athletes, the “SOS Children’s Villages”, the “To Hamogelo tou Paidiou” organization, the “AMIMONI Pan-Hellenic Association of Parents and Friends of Children with Sight Problems and Additional Disabilities”, the Society for the Protection of Spastic, the Hellenic Society for Disabled Children (ELEPAP) and many more.

Moreover, during an official ceremony held in June 2006, the Neonates Intensive Care Unit of the Patras General University Hospital received incubators and other medical equipment. Responsibility for purchasing this equipment, worth €150,000, lied with the “PNOE – Friends of Children’s Intensive Care” organization, while the donations were collected through transactions performed with Eurobank EFG Euroline card. This donation is part of the agreement signed by the Euroline card and “PNOE – Friends of Children’s Intensive Care” on December 29, 2000; thanks to this agreement, more than €610,000 has been gathered till this date for the purposes of the association.

Another initiative undertaken by the Management of Eurobank EFG Wholesale Banking was the launching of a Social Solidarity Program in 2006, whose purpose was to realize public welfare projects for vulnerable population groups and especially children in need. The agencies selected for this purpose were the “MTERA Infants Center” in Athens and the “Child Cancer Treatment Unit” of the Pediatric Clinic at the AHEPA University Hospital in Thessaloniki.

The program will create a new playground at the “MTERA Infants Center”, while the Pediatric Clinic of the AHEPA Hospital will be furnished with a children’s area that will provide little cancer patients with an outlet for creative occupation and entertainment during their prolonged hospitalization.

The necessary amount for the realization of these two projects was donated exclusively by the employees of Wholesale Banking, who embraced this effort with great enthusiasm. Similarly, the Open 24 subsidiary company made a donation to the “I Love Children” project, offering the amount of €3 for each Eurobank EFG consumer loan disbursed in December 2006, with additional contributions from the company’s employees.
Communication of Postbank (Bulgaria) for the “High Start with Postbank” education program.
Social Contribution abroad

As the Eurobank EFG group increases its presence abroad, it also increases its social contribution to the local societies. The social responsibility programs implemented in the countries of New Europe are walking hand-in-hand with the activities of the local subsidiary Banks.

Bulgaria
The Eurobank EFG group has been operating in Bulgaria through Bulgarian Postbank A.D. Postbank has a history of more than 15 years and today is one of the biggest banks in Bulgaria, offering a comprehensive range of services and products, through 151 branches all over the country.

In 2006, Postbank continued for a second year its “High Start with Postbank” ground-breaking educational program, which promotes secondary education in Bulgaria. During these two-years, the program, which operates under the auspices of the Bulgarian Ministry of Education and Science, has rewarded more than 400 distinguished pupils from 500 specialized language schools, with more than €80,000.

In 2006, Postbank also sponsored activities from the fields of sports and culture, such as theatrical plays, the tour of the famous Bulgarian musician and producer, Milcho Leviev, and the Greek singer, Vicky Almazidou, as well as the “Sofia Open” international dance tournament.

Postbank received a series of awards for its business activity, such as the “Clients Award” from the Pari Daily, the “Grand Prix for Innovativeness and Quality Products” annual award bestowed by the “Banks, Investment, Money” magazine, as well as two awards for the “Active Money” savings products and the American Express credit cards.

Apart from its business distinctions, Postbank was one of the first four financial institutions of the country that have been rewarded by the Bulgarian Donors’ Forum as largest Corporate Donor from the banking sector. This recognition was the crown of a successful Corporate Social Responsibility program implemented in the fields of Education, Culture, and Sports.
Romania

Bancpost has a strong presence all over Romania, with 189 branches. In 2006, the Bank reaffirmed its commitment to get involved in the country’s life and activity, through its programs and sponsorships, especially on matters that concern young people. It has provided financial support to Bucharest-based “N. Tonitza – Plastic Arts High School” to develop and train new artists, who will become the future of the national and international artistic world.

Moreover, Bancpost promoted the cause of the National Anti-Drug Agency and the “All for Life” Association, which try to inform young people and raise their awareness, about the grave consequences from the use of narcotic substances.

Environmental protection is another top priority of Bancpost, which in 2006 sponsored the Balkan Environmental Association (B.E.N.A.). The Bank has supported financially the “Introduction to the Environmental Manager Specialization” program, which is designed to support professionals involved in the environmental field.

Along with these activities, Bancpost also supported the initiatives of local agencies and municipalities, sports clubs and humanitarian associations, confirming its dedication to the country’s social life.

Serbia

The Eurobank EFG group has been present in Serbia since 2003, through EFG Eurobank A.D. Beograd. The Bank managed to grow dynamically and in March 2006 acquired the Nacionalna Štedionica Banka. The merger of the two banks produced the third largest bank in Serbia, Eurobank EFG Štedionica A.D. Beograd, with more than 100 branches.

In 2006, Eurobank EFG Štedionica announced its intention to launch a major sponsorship program, covering the fields of Health, Education and the Environment. The new program is titled “We are investing in European Values.” This initiative entails a total expenditure of €3 million during a period of three years. Of this amount, €1 million has been donated to the Clinical Center of Serbia, for the procurement of equipment needed to set up the new “Belgrade” National Center for Positron Emission Tomography, a project of nation-wide importance in the field of nuclear medicine.

In the context of the same sponsorship program regarding Education, 938 new graduates from six State Universities received the “Eurobank EFG Scholarship”, while in the field of the Environment, the National Botanical Garden of Belgrade started in 2006 the reconstruction of one of its section and opened its gates to the public, with the support of the Bank.

Finally, it is worth mentioning that the Bank refurbished its central branch in Belgrade, in order to cater for the needs of disabled individuals. The aforementioned program established Eurobank EFG Štedionica as one of the most important partners on social responsibility issues in Serbia for the year 2006.
Poland

The Eurobank EFG group has been active in Poland since 2006, through the establishment of Polbank EFG. The Bank featured rather strong rates of growth, and by late 2006 had more than 130 branches and points-of-sale in the biggest cities of the country.

Polbank EFG has adopted, through its employees, a program of social contribution to public and private agencies that provide care to orphans and children suffering from leukaemia. Fundraising activities included donations from employees, an auction of jewelry made by the employees and the financial support from the Bank itself. The first agency to receive support was the “Fundacja Spelionych Marzeń”, a pro-bono foundation that provides care to leukaemia patients in two Warsaw hospitals, as well as to children suffering from leukaemia all over the country.

Support was also granted to “Orphanage House nr.15” and “Family Orphanage House of Niewiarowski Family.” Polbank EFG employees visited these institutions during Christmas and took part in the events held for the children. This program will be continued in 2007, as part of the Bank’s social contribution in Poland.