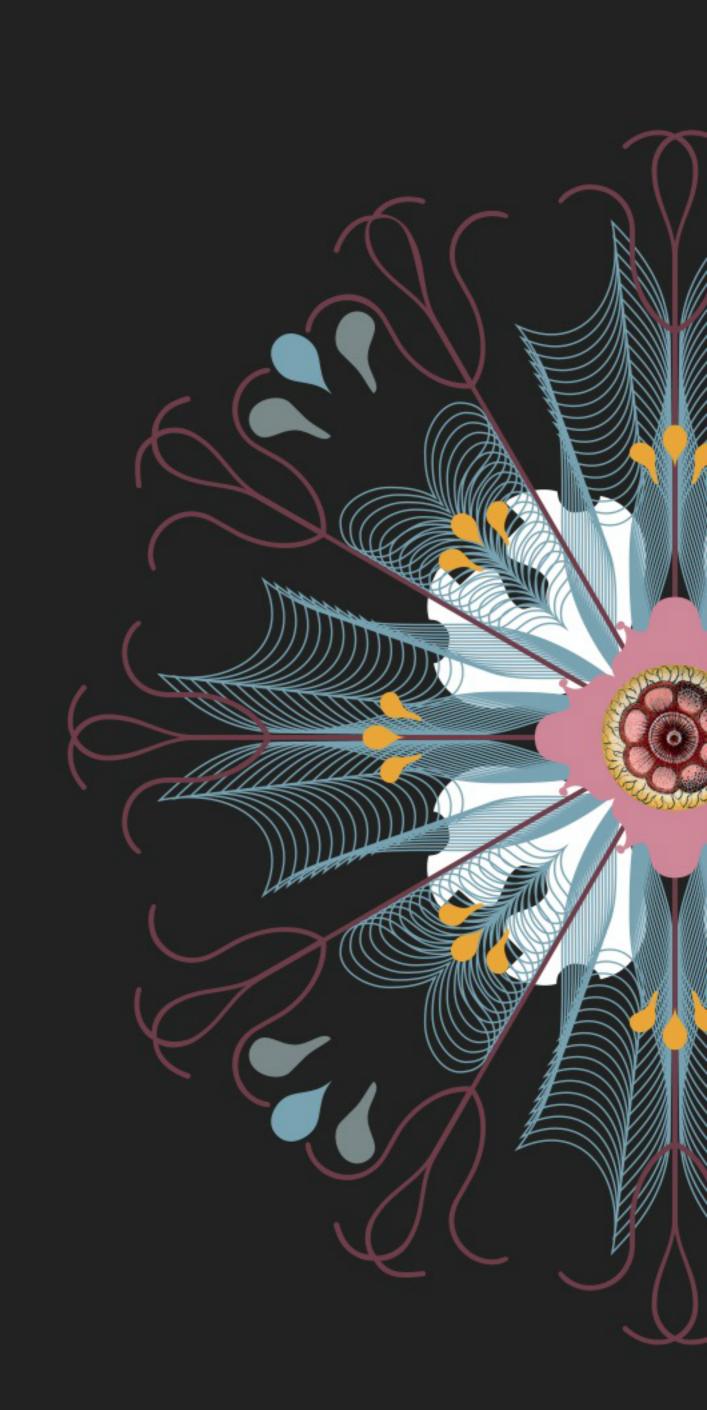


# ANNUAL REPORT 2014





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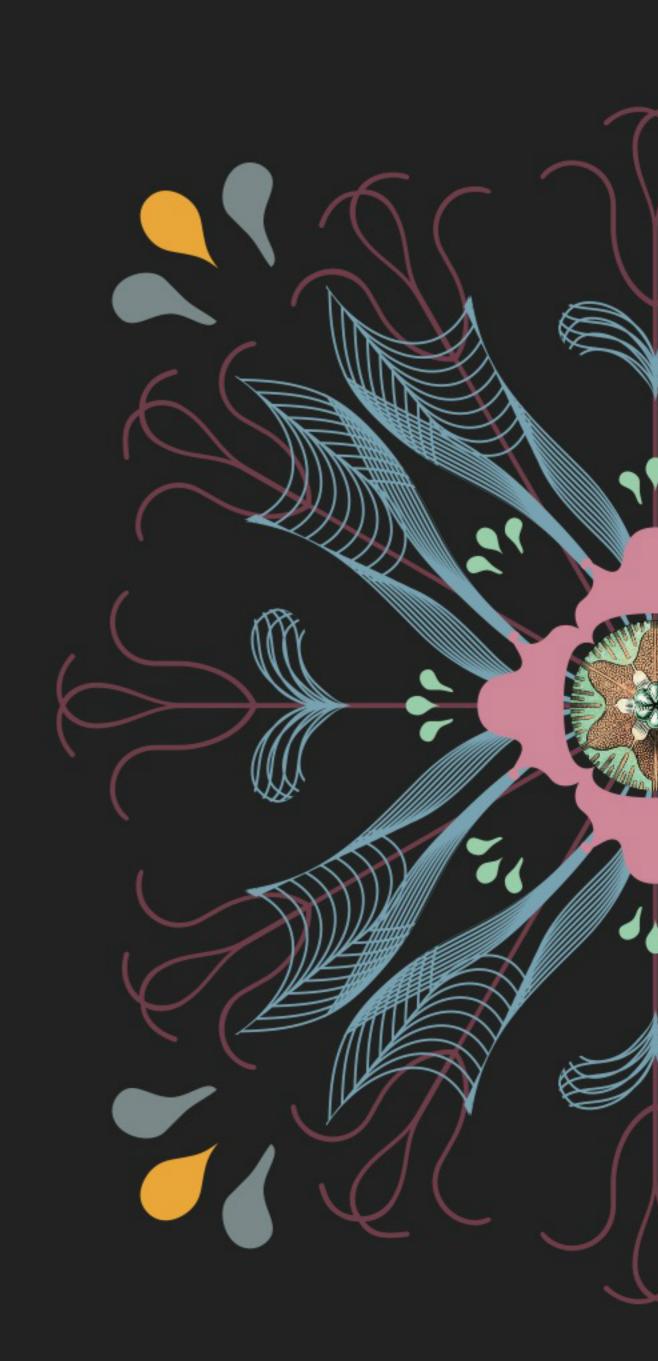
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# INTRODUCTION

Eurobank Private Bank Luxembourg SA is active in Private Banking, Wealth Management, Investment Advisory and Lending services for corporate and private clients.

In addition to the standard products and services of a private bank, our Bank provides its clients with a wider offering that includes:

- Financial Engineering
- Estate planning
- Fiduciary agreements
- Discretionary Asset Management
- Investment funds
- Alternative investment consultancy

Besides Private Banking, the Bank provides administrative and custody Services for Investment Funds and is engaged in the Corporate Loans business, as a booking center for corporate loans of Eurobank Ergasias SA, Athens, and its subsidiaries (the "Eurobank Group").

Our Bank, originally established in 1986 under the name of Banque de Dépôts (Luxembourg) S.A., is an autonomous organization incorporated under Luxembourg law and regulated jointly by the European Central Bank (ECB) and the Commission de Surveillance du Secteur Financier (CSSF). The Bank is armored with an exceptionally strong capital position (capital adequacy ratio – CAD – above 40% throughout the year) and ample excess liquidity. In the context of our conservative risk approach, our liquidity is placed only with highly rated banks and the Central Bank, while we have no interbank exposure towards any Eurozone periphery financial institution, and hold no investments in peripheral European sovereign risk. Furthermore, we use only top international custodians for the assets of our clients.

Our overall strong position, combined with Luxembourg's AAA rating and the country's progressive and transparent legal, tax and regulatory framework, opens to our clients an array of banking and wealth management possibilities unparalleled within the Eurozone and beyond.

The Bank is a subsidiary of Eurobank Ergasias S.A., one of Greece's leading banking and financial systemic institutions. The Eurobank Group is a European banking organization offering universal banking across Southeastern Europe, London and Luxembourg, and holds leading positions in Greece, Bulgaria, Romania and Serbia.

#### As of 28 February 2015

#### **BOARD OF DIRECTORS**

Mr. François RIES Chairman

Mr. Konstantinos TSIVERIOTIS Managing Director

Mr. Fokion KARAVIAS

Mr. Dimosthenis ARCHONTIDIS

Mr. Michalis LOUIS

Mr. Kenneth Howard PRINCE-WRIGHT

Mrs. Yasmine RALLI

Director

Director

Director

Mr. Vincenzo **LOMONACO**Secretary to the Board and General Manager

#### **MANAGEMENT**

Mr. Konstantinos **TSIVERIOTIS**Managing Director, CEO
Mr. Vincenzo **LOMONACO**General Manager

#### **SENIOR OFFICERS**

Mr. George CALLIGAS

Mrs. Evangelia PITTAOULI

Mrs. Helen FOTINEAS

Mr. Markos FOURMOUZIS

Mr. Christophe LANGUE

Mrs. Danielle MARC

Mr. Menelaos MENELAOU

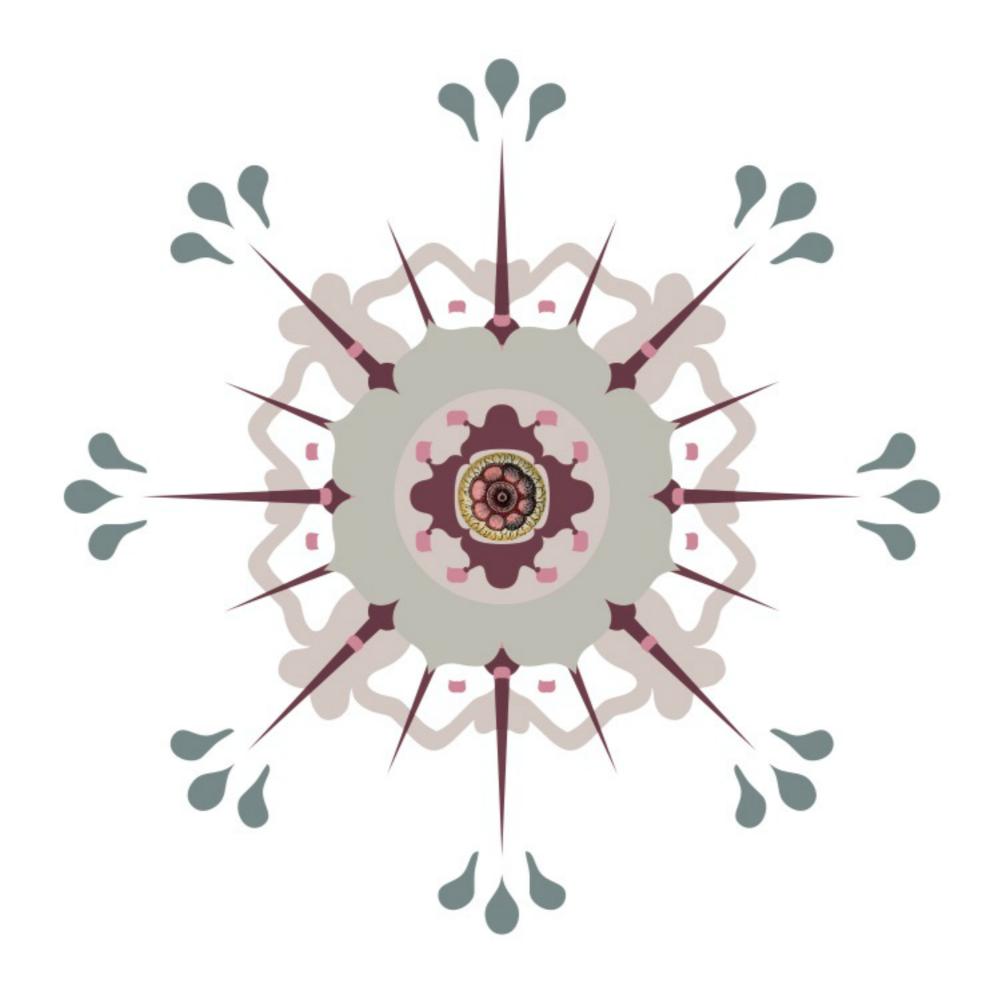
First Vice President

Vice President

Vice President

Vice President

Vice President



# DIRECTORS' REPORT

The first three quarters of the past year were relatively encouraging in the Eurozone with only the final months seeing a slow pace of recovery, while financial markets remained constructive throughout the year. Despite Luxembourg's banking sector struggling amid restructuring and adjustments to new regulations, our Bank, due to its strong client focus and comfortable capital and liquidity position, recorded yet again another year of satisfactory results. We are pleased to present our report for the year ending December 31, 2014.

2014. Growth in the advanced economies picked up momentum in the past year, as a result of expansionary monetary policy, more favorable fiscal stance in the euro area and faster than expected growth in the US. On the contrary, geopolitical tensions took a heavy toll in the Russian economy. Growth in China decelerated due to lower credit and investment, while structural weaknesses and lower commodity prices dampened economic activity in Latin America. These factors led to a decline in growth in the emerging economies to 4.4% from 4.7% in 2013.

#### 2014 Global Overview

Global economy is expected to have grown by 3.3% in

In the US, economic activity accelerated modestly to 2.4% y-o-y in 2014, from 2.2% in 2013. After a temporary plunge in the first quarter of the year due to adverse weather conditions and a sharp inventory correction,

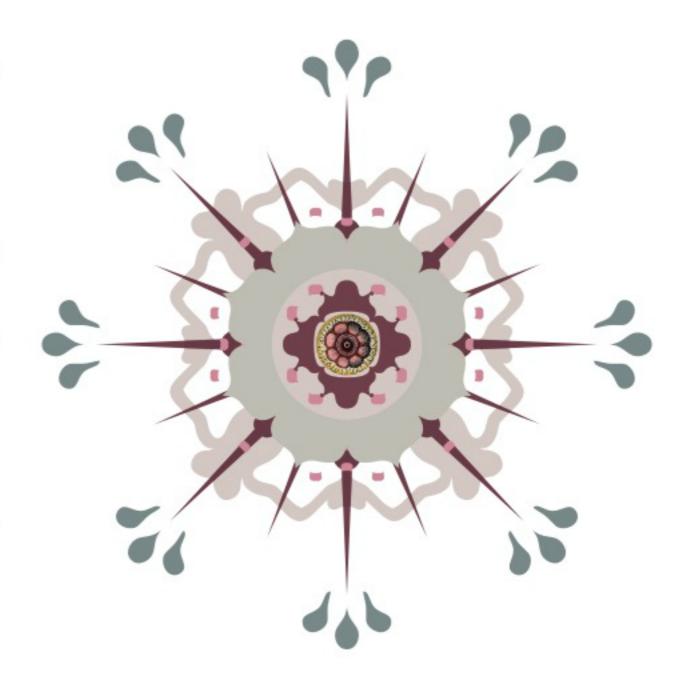
the US economy accelerated in the remainder of the year, underpinned by a decreasing fiscal drag and stronger nonresidential fixed investment (6.1% annual growth in 2014 up from 3.0% in 2013). After being a significant contributor to real GDP growth over the last couple of years, residential investment decelerated significantly from 11.9% y-o-y in 2013 to merely 1.6% y-o-y in 2014. The increase in mortgage rates and the unusually bad winter weather has weighed negatively on the housing sector recovery. Price pressures remained well contained, with annual headline consumer price inflation standing at 1.6% mainly due to lower oil prices that lost about half of their value during 2014. The labor market has continued to improve, with the unemployment rate declining from 7.4% in 2013 to 6.2% in 2014. Given that, US policymakers have explicitly tied monetary policy actions to the momentum of the labor recovery, the Fed concluded its third round of quantitative easing program at the end of October 2014. The Fed's forward guidance imply that interest rates are expected to be kept at the current near-zero level for a considerable period of time following the end of the asset purchase program, highlighting its data-dependent mode.

The euro area economy is expected to have advanced by a meagre 0.8% in 2014, as continued deleveraging, lingering uncertainty and intensified geopolitical strife confined its dynamic. The growth pattern among the member states remained divergent. Despite additional monetary easing, the inflation rate turned negative mainly as a result of the oil prices collapse. Lower inflation supported personal consumption in the second half of the year. In contrast, investment remained very weak due to low demand. On the positive side, lending standards eased, while the ECB's successful comprehensive assessment enhanced credibility on banks' balance sheets. On the institutional front, the euro area economy has been buttressed by the adoption of a common framework for resolving failed banks.

The Greek economy, helped by private consumption and exports, experienced positive real GDP growth in the 2nd and in the 3rd quarter of 2014 (y-o-y change of 0.41% and 1.92, respectively) for the first time after 24 consecutive quarters (2010q1 excluded) of severe contraction. For 2014 we expect that full year real GDP growth will come out in the range of 0.7% to 0.8%, while the average annual inflation rate has declined by -1.39% vs. -0.85% in 2013.

In October 2014 Greek unemployment rate stood at 25.78% after peaking at 27.95% in September 2013, while the average unemployment rate in 2014 is expected to be 26.3%, vs. 27.51% in 2013.

In the external sector, last year's Greek current account balance as a percentage of GDP is projected to be a surplus of 1.3%, compared to a surplus of 0.6% in 2013 and a deficit of -2.4% in 2012. This sustained improvement has been the result of stronger tourism revenue, increased income from the shipping industry, the ongoing contraction of imports and the beneficial impact of earlier debt-relief measures on the income account.



Finally, the ongoing deleveraging in the Greek economy remains a major drag to recovery, albeit at a slowing pace. After an average annual contraction of -8.02% in domestic credit from June 2011 to December 2014, the total domestic credit stock stood at €235.2bn in December 2014, only -1.73% lower than in December 2013. On the other side of the ledger, total domestic deposits decreased by -2.33% (y-o-y % change) to €207.89 bn in December 2014.

#### **Key Financials**

#### Review of financial statements 2014

#### A) Balance Sheet

Within 2014 there has been a significant decrease of 33% in the Bank's total assets, which was an outcome of the decrease of "Loans and advances to customers" by 43% through repayment or repatriation of Group-referred loans. On the other hand, "Loans and advances to credit institutions" along with "Cash in hand, balances with central banks and post office banks" have increased by 48% from EUR 695 million to EUR 1 billion.

"Amounts owed to credit institutions" have decreased by 46.7% and this is due to the decreased need of interbank funding.

Tier II capital has decreased by approximately EUR 87 million due to maturities of subordinated debt liabilities. Total capital base stands at EUR 311 million (of which EUR 284 is Tier 1).

#### B) Income Statement

The Bank's net profit after taxation for the financial year 2014 amounted to EUR 21 million.

Both "Interest receivable and similar income" and "Interest payable and similar charges" have significantly decreased when compared to 2013 (by 41% and 45%,

respectively), which is in line with the decrease in the volumes of the Bank. Net interest income was lower by EUR 8 million vis-à-vis 2013 whereas commission income slightly increased (EUR 1 million).

#### **Distribution of Profits:**

The Board of Directors proposes that the 2014 annual accounts are approved, and that the Total Net Profit available for distribution be appropriated as follows:

EUR	21,318,387
EUR	168,761,226
EUR	190,079,613
EUR	-
EUR	(34,770)
EUR	190,114,383
	EUR EUR

#### **Risk Management Overview**

The Board of Directors considers Risk Management as an integral part of the Bank's 3-lines-of defence Model that ensures sound and prudent business management, including the risks inherent in them:

- \* The 1st line of defence are the Business Units (Private Banking, Corporate, Funds, Treasury) that take or acquire risks under predefined controls and limits, and carry out the first level of controls as described in their respective procedures.
- \* The 2nd line of defence is formed by the Support Functions (Finance/Accounting, IT, Back Office, Loans Administration), and the Control Functions (Risk, Compliance) which exercise independent controls.
- \* The 3rd line of defence consists of the Internal Audit

Function, which independently, objectively and critically reviews the functions of the first 2 lines of defence.

The aim is to ensure that all risks assumed in the context of the Bank's business are recognized instantaneously and are properly managed. We achieve this by fully integrating risk management into daily business activities and developing our business consistently with a defined risk appetite, allowing us to achieve sustained growth in a controlled environment.

The strategy of the Bank is based on its core activities: Private Banking, Investment Fund Administration business, Treasury and Credit Business. Our Bank continuously identifies the risks inherent in its operations and has adopted processes for how they are to be managed.

The risk process also provides a clear description of the Bank's risk profile, which serves as the basis for the internal capital adequacy assessment process. This process, in turn, is an evaluation based on capital needed to support the Bank's overall risk level and business strategy. The aim is to ensure efficient use of capital and at the same time ensure that the Bank, even in adverse market conditions, will meet the minimum legal capital requirement.

The system for measurement of risks is an essential part of risk management. Market risks are quantified by using Value-at-Risk (VaR) complemented by various types of sensitivity measures. Credit risks are quantified through the internal rating system in combination with assessments based on local competence. As all risks, operational risks are evaluated on the basis of the likelihood that an event will occur and the financial consequence of such an event.

The Bank's risk appetite is determined by the Board of Directors which aims for a balance between risk,

return and capital. The risk appetite can be described in terms of a number of overall statements. These statements shall apply under all situations and in particular to both, the current and planned risk (or business) positioning of the Bank:

- \* The regulatory capital and/or the internal capital, are the target capital ratios of the Bank.
- \* The Bank's capital adequacy ratio shall always exceed the regulatory minimum requirement, both under normal conditions and under stress times that are expected to occur with a frequency of once every thirty years. The ratio shall be maintained above 10.5% which includes:
  - the CAD ratio of 8.0%,
  - the Capital Conservation Buffer which equals
     2.5% of Tier I Capital, following the new CRR/CRDIV requirements.
- \* Credit Risk: the Bank has zero risk tolerance for Corporate Referred Business, where all loans are fully secured by Pledge on Funding and/or Letters of Guarantee and no provisions may be formed. Private Banking loans must be fully collateralized with adequate assets.
- \* Market Risk: Foreign Exchange and Securities Trading is not permitted for Bank's own account.
- \* Operational Risk: under stressed business conditions, expected to occur with a frequency of once every 30 years, annual operational risk losses shall not exceed 7% of the gross income of the preceding financial year.
- \* Liquidity Risk: the Bank has a limited appetite for Liquidity Risk. The Bank's minimum Liquidity Ratio as defined by CSSF is set to 33%. The Bank must be able to meet liquidity requirements based on stress tests for the "worst" scenario and "combined crisis" scenario. With regards to the Liquidity Coverage Ratio (LCR), which comes into effect on 01/10/15, the Bank must meet a ratio of 100%.
- \* Business Risk: the Bank acknowledges that business risk is inherently linked to its business activities. The

objective of the Bank shall be to minimize business risk and maximize its ability to respond to revenue, margin and cost pressures. In order to achieve this, the Bank shall in particular maintain a diversified revenue stream, a flexible cost structure, flexible pricing, adaptable to market conditions, and adequate cash flow to meet its budgeted expenses.

\* Reputational Risk: the Bank is averse to reputational

\* Reputational Risk: the Bank is averse to reputational risk. All activities of the Bank shall be subject to an ongoing reputational risk assessment, while respective measures shall be taken to minimize this risk to extent possible.

The Bank has adopted a Risk Management Framework that complies with the provisions of Circular CSSF 12/552, as amended by Circulars CSSF 13/563 and 14/579, on "Central administration, internal governance and risk management".

The Bank is a member of the Eurobank Ergasias Group, and to that effect all specific Risk Policies must abide by local regulations, be approved by the Board of Directors, but also be compliant with Group Policies. As such, and in order to assist the Board of Directors in approving the Bank's risk-taking and associated

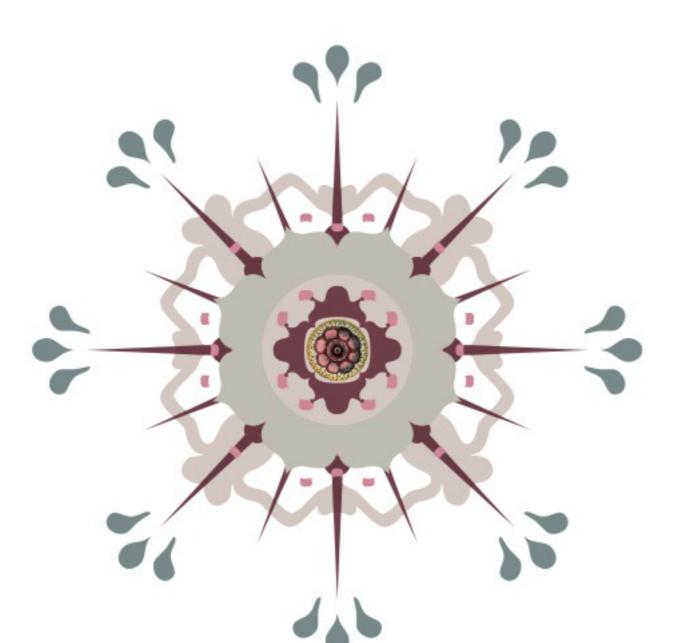
capital assessment, the Capital, Risk and Liquidity Policy, as well as Credit approval limits and accepted collateral, must first be ratified by the Group and then approved by the Board of Directors. Moreover, the Internal Audit of the Bank is delegated to Group Audit and the Chief Internal Auditor is a senior member of Group Audit.

The degree of control and influence exercised by the headquarter and the group, formally or informally, is effective in identifying and mitigating risks, as there are regular controls of all of the Bank's activities (including Risk Management, Compliance, Finance, Investment Strategy and Products). Group standards are implemented and used in all of the activities (including products and services) of the Bank.

The Risk Management of the Bank is the responsibility of the Chief Risk Officer (CRO), who is aided in this function by a dedicated Risk Department. The Risk Department reports to the CRO, and has a direct reporting line to Group Risk. The remuneration of the Department's staff is not linked to the performance of the activities monitored and controlled.

The Bank's risk management function covers the measures for early identification of risk, risk control and risk monitoring with regard to banking risks.

The Bank has in place a contingency plan, where all strategies and actions are in place in order to be able to respond to any extreme adverse scenario coming from a financial turmoil and European Sovereign debt crisis.



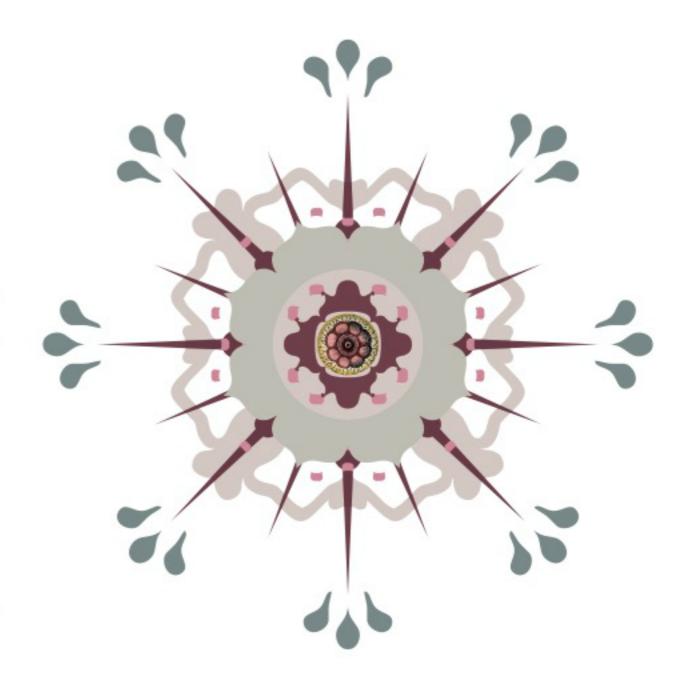
#### Global Economic Outlook for 2015

Global growth is expected to rise modestly to 3.5% in 2015, from 3.3% in 2014, mainly due to stronger growth momentum in advanced economies. The US economy

will likely remain the engine of world growth, while euro area economic activity will probably pick up momentum thanks to lower energy prices and more accommodative monetary policy. In Japan, additional monetary and fiscal policy support, combined with a boost from oil prices and the yen depreciation, is expected to lead to a gradual rebound in activity. Growth in developing economies is projected to remain stable at about 4.3% in 2015, with slower growth in China amid a further correction in the property sector and slowing manufacturing investment growth. In addition, a sharp economic contraction is expected in Russia due to lower oil prices and increased geopolitical tensions. Meanwhile, other emerging commodity exporters' economies (Latin America, Caribbean, sub-Saharan Africa) will probably suffer because of lower oil and other commodity prices.

In the US, real economic activity is expected to accelerate to about 3.0% in 2015, above potential growth which is estimated at merely 2.0% due to lower productivity growth and population aging. The strengthening recovery in 2015 is reinforced by the waning negative effect of fiscal consolidation, improving financial conditions, an improving labor market and a continued recovery in the housing sector. Private consumption is expected to be solid in 2015, supported by lower gasoline and oil prices, accelerating wage gains, considerable wealth effects and improved household finances. Furthermore, as the negative effects of the increase in mortgage rates on the housing recovery evaporate, we expect upside momentum for the housing sector. The US labor market is expected to strengthen further in 2015, with buoyant monthly job gains and lower unemployment rate readings around 5.2% by the end of 2015, around the natural rate of unemployment. As far as US monetary policy is concerned, the FOMC is expected to start hiking its Fed funds rate in mid-2015, but a softer than expected inflation outlook and weaker wage readings could lead to a later start of the Fed's tightening cycle. In the euro area, economic activity is expected to pick up momentum in 2015 and grow by 1.1%. Low energy prices, accommodative monetary policy and a more neutral fiscal stance are expected to bolster domestic demand. Moreover, exports should benefit from the depreciated currency, though modest growth in emerging markets is expected to put a lid on export activity. On the negative side, elevated unemployment and tight credit conditions are the main headwinds to the euro area economy. Meanwhile, political uncertainty casts a shadow on business confidence. Low borrowing costs and the electoral cycle pose downside risks to the continuation of reforms, necessary to correct structural weaknesses. Inflation is forecasted to remain negative for the most part of the year due to base effects from energy prices and sluggish demand.

In Greece, real GDP growth is expected at 2.5% in 2015, conditional on the achievement of a final agreement between the Greek government and the official lenders, the increase in investment and exports, the relative stabilization of disposable incomes and preservation of political stability. We anticipate that fiscal stability to continue, so that fiscal balance as a percentage of



GDP is expected to be at -1.3% and the public debt ratio is expected at 171%. Furthermore, as a result of the economic conditions improvement, we forecast that the unemployment rate will decline to 24.4%. Finally, even though there has been significant improvement in structural reforms implementation since 2010, further acceleration will be required in 2015. To sum up, the main challenges for the Greek economy in 2015 are: the achievement of real GDP growth rate equal or higher to 2% (driven by investment and exports), the decline of the unemployment rate at least by 2 percentage points (mainly due to increases in employment), the achievement of the primary surplus in the government budget constraint and the acceleration of structural reforms that will boost aggregate productivity.

#### **Business Outlook 2015**

2014 was a year of substantial achievements for Eurobank Ergasias, as the Bank returned to private sector ownership through the €2,864m share capital increase, integrated the New Hellenic Post Bank and established the "one bank – two branch network" platform and successfully completed the ECB / EBA Comprehensive Assessment.

The prospects of the Greek economy and Banking system in 2015 are linked to the outcome of negotiations between the Greek government and the official lenders, which will mainly affect the funding conditions and in the medium-term the credit quality. The Greek economic recovery is still expected to be strong in 2015, with real GDP growth estimated at 2.5%. Lower oil prices and weaker Euro rate are anticipated to boost exports and tourism. Eurobank Ergasias' priority in 2015 is to strengthen further the Bank and return to profitability, so as to address successfully the current challenges.

On the Luxembourg front, after strong GDP growth estimated at 3.3% in 2014, driven by services exports, the recovery is expected to continue in 2015, albeit at a slower pace of just above 2%, as a value-added tax hike will dampen consumer spending. Luxembourg's banking & financial services landscape remains strong, with 149 banks, 92 Insurance Companies and 3,881 Investment Funds. As a result, the country is the 2nd biggest exporter of financial services (after the UK), the 2nd biggest in investment funds (after the US) and the biggest Private Banking centre in the Eurozone. Furthermore, the advent of the Eurozone's Banking Union, through the Single Supervision and Resolution Mechanisms, has removed the lingering question of whether Luxembourg as a country/economy is too small for its Banking Sector.

Nevertheless, due to the new transparency rules and the implementation of the single supervision mechanism (SSM), 2015 will be a transitional year. Luxembourg's strategy to recast the country's banking as a Eurozone/onshore tax efficiency centre catering to clients globally will be tested. Luxembourg will become increasingly more attractive for UHNWI, family offices and funds, while it has less to offer to smaller and less sophisticated clients than in the past. As a result, Luxembourg based Private Banks are expected to adapt by concentrating in specific client segments and taking an expert-team approach in servicing increasingly larger and more sophisticated clients, as opposed to the more traditional single CRO service model.

Despite Luxembourg's agreement in the fourth quarter 2014 to adopt Automatic Exchange of Information rules in line with other EU countries and non-EU major financial centres, deposit growth has continued over the last few years even in anticipation of the move. This suggests that it is the core competencies of Luxembourg's banking sector that will continue to attract depositors. At the same time, Luxembourg's

#### **DIRECTORS' REPORT**

fund management industry is expected to continue its strong growth after passing the EUR 3 trillion mark last September, helped by the country's advanced framework for funds and investment vehicles. In particular, with the entry into force of the AIFMD, Luxembourg's fund industry intends to replicate its UCITS success story in the alternative funds sector.

Amidst such a fast changing environment we, at Eurobank Private Bank Luxembourg S.A., remain as committed as ever to building strong and long-lasting relationships of trust with our clients through client centric service and innovative products. Our Bank, an autonomous organization incorporated under Luxembourg law and regulated by the European Central Bank (ECB) and the Commission de Surveillance du Secteur Financier (CSSF), is armored with an exceptionally strong capital position (Basel III Solvency Ratio of 48% as of end of 2014), with an asset book of EUR €4.2bn and ample excess liquidity. Our overall strong position, combined with Luxembourg's AAA

rating and the country's progressive and transparent legal, tax and regulatory framework, will continue in 2015 to offer to our clients an array of possibilities unparalleled within the Eurozone and beyond.

On behalf of the Board of Directors, we would like to express to our customers our deep appreciation for their loyalty to the Bank and to the management and personnel our gratitude for their enthusiasm, consistency and dedication.

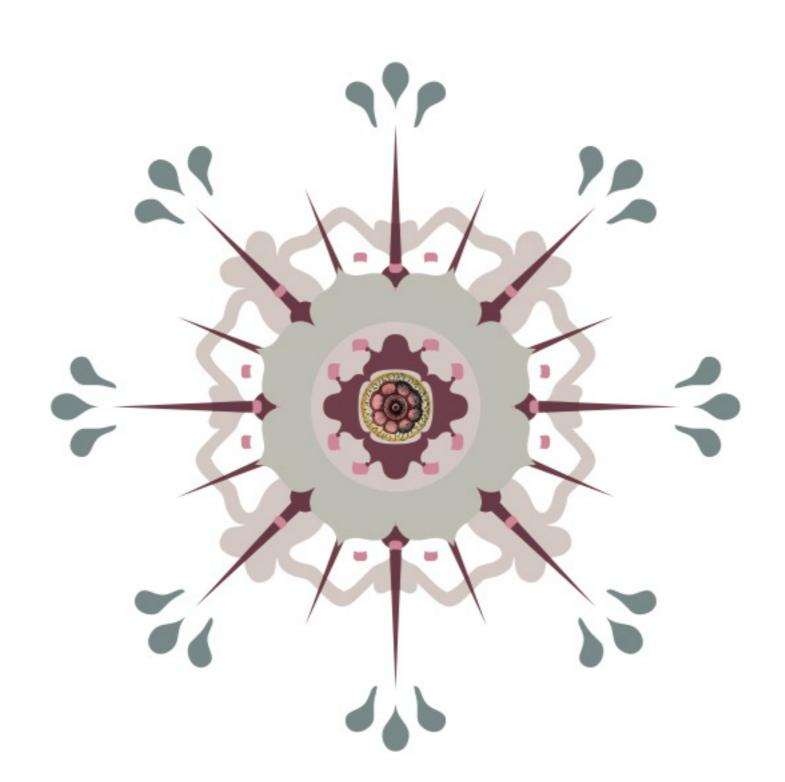
25th February 2015

FRANÇOIS RIES
CHAIRMAN

KONSTANTINOS TSIVERIOTIS
CEO & MANAGING DIRECTOR









# **AUDIT REPORT**

To the Board of Directors of Eurobank Private Bank Luxembourg S.A.

We have audited the accompanying annual accounts of Eurobank Private Bank Luxembourg S.A., which comprise the balance sheet as at 31 December 2014, the profit and loss account for the year then ended and a summary of significant accounting policies and other explanatory information.

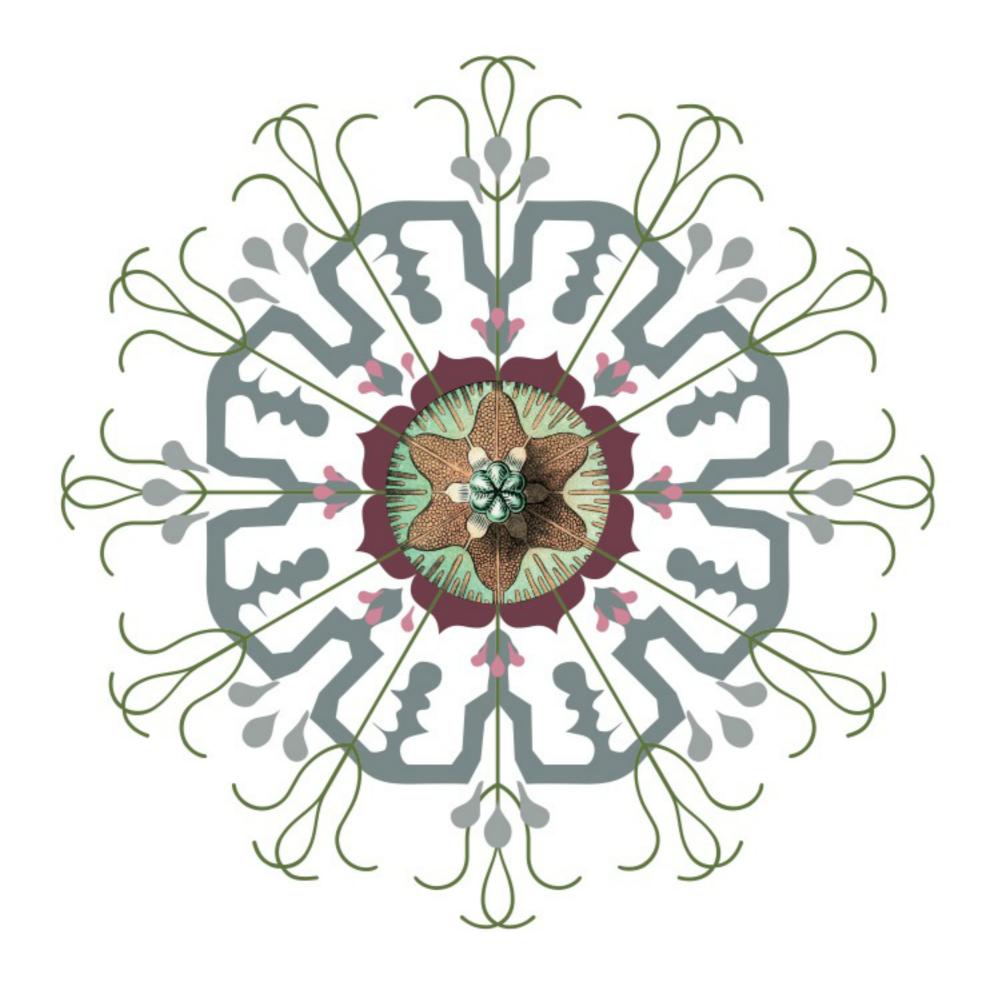
#### Board of Director's responsibility for the annual accounts

The Board of Directors is responsible for the preparation and fair presentation of these annual accounts in accordance with Luxembourg legal and regulatory requirements relating to the preparation of the annual accounts, and for such internal control as the Board of Directors determines is necessary to enable the preparation of annual accounts that are free from material misstatement, whether due to fraud or error.

#### Responsibility of the "Réviseur d'entreprises agréé"

Our responsibility is to express an opinion on these annual accounts based on our audit. We conducted our audit in accordance with International Standards on Auditing as adopted for Luxembourg by the "Commission de Surveillance du Secteur Financier". Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the annual accounts are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts. The procedures selected depend on the judgment of the "Réviseur d'entreprises agréé", including the



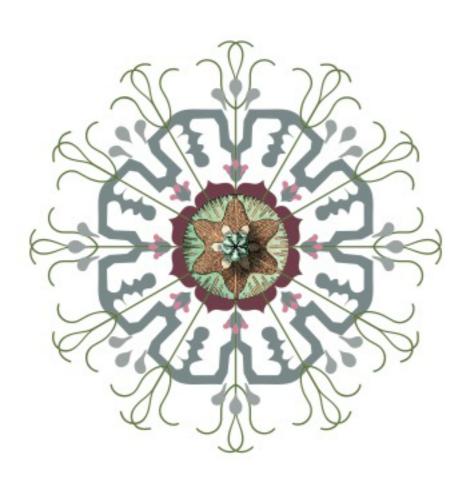
assessment of the risks of material misstatement of the annual accounts, whether due to fraud or error. In making those risk assessments, the "Réviseur d'entreprises agréé" considers internal control relevant to the entity's preparation and fair presentation of the annual accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors, as well as evaluating the overall presentation of the annual accounts.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the annual accounts give a true and fair view of the financial position of Eurobank Private Bank Luxembourg S.A. as of 31 December 2014, and of the results of its operations for the year then ended in accordance with Luxembourg legal and regulatory requirements relating to the preparation of the annual accounts.

PricewaterhouseCoopers, Société coopérative Represented by PHILIPPE SERGIEL Luxembourg, 25 February 2015

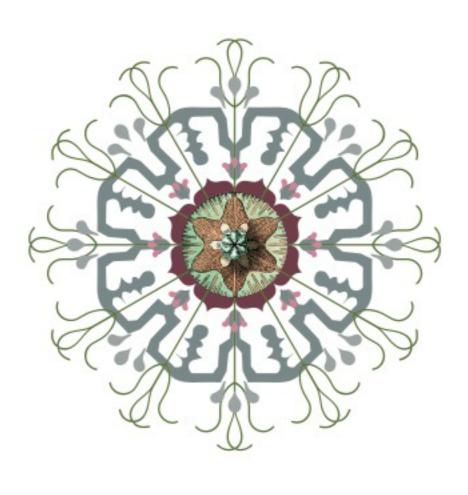


## BALANCE SHEET AS AT DECEMBER 31, 2014

(Expressed in euro)

ASSETS	Note(s)	2014 EUR	2013 EUR
Cash in hand, balances with central	7.2.4	257727137	0 443 075
Loans and advances to credit institutions:	3.2, 4	257,727,137	9,443,975
- repayable on demand	3.2, 6.1	154,768,902	143,288,966
- other loans and advances	3.2, 6.1	616,676,173	542,025,707
		771,445,075	685,314,673
Loans and advances to customers	2.3, 3.2, 6.1	2,936,142,514	5,187,862,779
Bonds and other fixed-income transferable securities:			
– issued by public bodies	2.4, 3.2, 5.1, 5.3, 5.4	76,463,652	176,463,652
– issued by other borrowers	2.4, 3.2, 5.1, 5.3, 5.4	91,987,470	134,448,644
		168,451,122	310,912,296
Participating interests	2.5, 3.2, 5.2, 7	4,958	4,958
Shares in affiliated undertakings	2.5, 3.2, 5.2, 7	100	410
Intangible assets	2.7, 7	1,139,907	1,055,541
Tangible assets	2.7, 7	769,097	878,647
Other assets		8,985,650	7,815,000
Prepayments and accrued income		19,272,594	26,047,161
Total assets		4,163,938,154	6,229,335,440

LIABILITIES	Note(s)	2014 EUR	2013 EUR
Amounts owed to credit institutions:			
- repayable on demand	3.2, 6.1	9,243,270	103,487,274
- with agreed maturity dates or periods of notice	3.2, 6.1	2,631,479,830	4,849,435,415
		2,640,723,100	4,952,922,689
Amounts owed to customers:			
other debts			
– repayable on demand	3.2, 6.1	580,134,612	208,850,647
– with agreed maturity dates or periods of notice	3.2, 6.1	613,994,360	662,182,396
		1,194,128,972	871,033,043
Other liabilities		1,289,276	1,668,912
Accruals and deferred income		8,052,282	18,863,815
Provisions:			
– provisions for taxation		5,807,097	4,504,775
– other provisions		2,675,054	3,645,729
		8,482,151	8,150,504
Subordinated liabilities	6.1, 8	20,000,000	106,752,491
Subscribed capital	9, 11	70,000,000	70,000,000
Reserves	10, 11	31,182,760	29,440,136
Profit brought forward	11	168,761,226	140,418,619
Profit for the financial year		21,318,387	30,085,231
Total liabilities		4,163,938,154	6,229,335,440



# OFF BALANCE SHEET AS AT DECEMBER 31, 2014

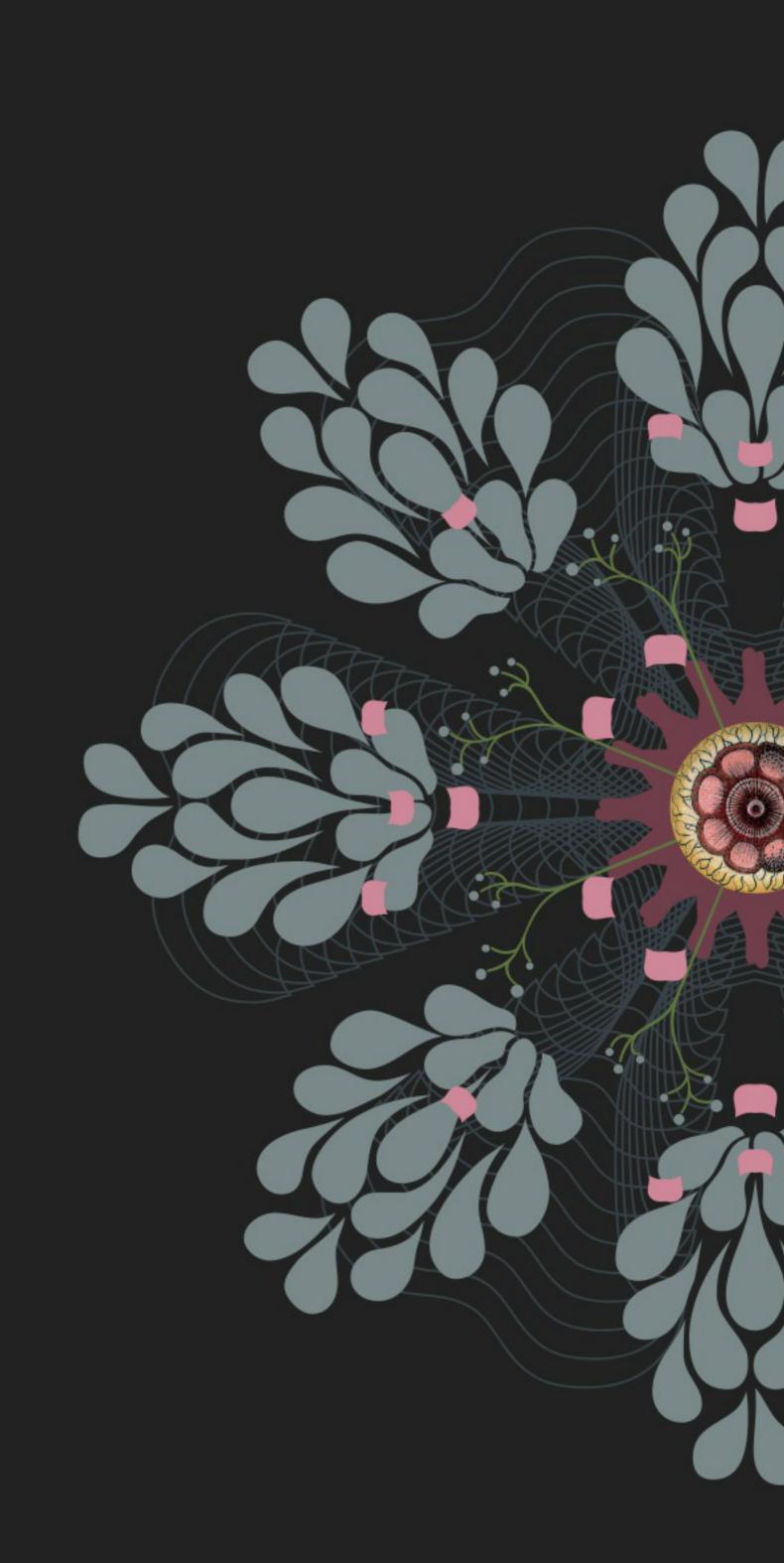
(Expressed in euro)

	Note(s)	2014 EUR	2013 EUR
Contingent Liabilities	13,1	6,231,844	5,662,261
of which:			
- guarantees and assets pledged			
as collateral security		6,231,844	5,662,261
Commitments	13,2	633,873,657	529,677,430
of which:			
- commitments arising from sale and repurchase			
transactions		363,584,118	257,167,813
Fiduciary Transactions	13,2	716,124,024	846,136,297

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 2014

(Expressed in euro)

	Note(s)	2014 EUR	2013 EUR
Interest receivable and similar income		99,704,749	167,915,551
of which: arising from fixed-income transferable securities		3,974,600	5,969,675
Interest payable and similar charges		(73,447,883)	(133,643,250)
Income from transferable securities			
income from participating interests		-	79
Commissions receivable		8,374,219	6,571,010
Commissions payable		(3,971,423)	(3,165,211)
Net profit on financial operations	5,3	294,939	8,086,663
Other operating income	14,2	1,216,538	758,095
General administrative expenses			
- staff costs		(7,929,045)	(8,014,287)
of which:			
· wages and salaries		(6,592,860)	(6,639,807)
· social security costs		(1,142,797)	(1,237,869)
of which: pension costs		(856,663)	(962,663)
- other administrative expenses		(5,202,437)	(5,476,433)
Value adjustments in respect of intangible and tangible assets	7	(786,533)	(929,135)
Other operating charges	14,3	(1,612,963)	(79,052)
Value adjustments in respect of loans and advances and provisions for contingent liabilities and commitments		(64,344)	(1,677,677)
Value re-adjustments in respect of loans and advances and provisions for contingent liabilities and commitments	14,4	6,048,979	1,648,979
Tax on profit on ordinary activities	14,5	(1,306,409)	(1,910,101)
Profit on ordinary activities after tax		21,318,387	30,085,231
Profit for the financial year		21,318,387	30,085,231



as at December 31, 2014

#### Note 1 - General

Eurobank Private Bank Luxembourg S.A. (the "Bank") was incorporated in Luxembourg on August 26, 1986, as a "Société Anonyme" under the name of Banque de Dépôts (Luxembourg) S.A.. The Extraordinary General Meeting of Shareholders held on August 6, 1997 resolved to change the name of the Bank to EFG Private Bank (Luxembourg) S.A. with effect from September 10, 1997.

The Extraordinary General Meeting of Shareholders held on September 17, 2008 resolved to change the name of the Bank to Eurobank EFG Private Bank Luxembourg S.A. with effect from October 1, 2008.

As part of the rebranding project of the Group, the new coordinated status dated September 18, 2012 resolved to change the name of the Bank to Eurobank Private Bank Luxembourg S.A. with immediate effect.

The Bank is engaged in the business of providing private banking, investment and advisory services for corporate and private clients as well as administrative and custody services for investment funds. The Bank is active in the money markets, deposit taking and lending and engages in spot and forward foreign exchange business as well as undertaking transactions in securities and off balance sheet instruments, both for its own account and on behalf of customers.

Eurobank Private Bank Luxembourg S.A. is included in the consolidated annual accounts of Eurobank Ergasias S.A., whose registered office is in Athens, where the consolidated annual accounts are available.

# Note 2 - Summary of significant accounting policies

#### 2.1. Basis of presentation

These annual accounts have been prepared in conformity with accounting principles generally accepted in the banking sector in the Grand Duchy of Luxembourg. The accounting policies and the principles of valuation are determined and applied by the Board of Directors, except those, which are defined by Luxembourg law and regulations.

On the basis of the criteria set out by the Luxembourg law, the Bank is exempted from preparing consolidated annual accounts. In accordance with the amended law of June 17, 1992, the present annual accounts are consequently prepared on an unconsolidated basis for approval by the Annual General Meeting of Shareholders.

#### 2.2. Foreign currencies

The Bank has adopted a multicurrency accounting system, as a result of which assets and liabilities are

recorded in the currencies in which they have occurred. For the preparation of the annual accounts, amounts in foreign currencies are translated into euro (EUR) on the following basis:

#### 2.2.1 - Spot transactions

Assets and liabilities in foreign currencies are translated into euro at exchange rates applicable at the balance sheet date.

Income, charges and purchases of fixed assets are recorded in the currency in which they are collected or disbursed and are translated into euro at rates approximating those ruling at the time of the transaction.

Exchange gains and losses arising from the Bank's net open currency spot position are taken to the profit and loss account in the current year.

Unsettled spot foreign exchange transactions are translated into euro at the spot rate of exchange prevailing on the balance sheet date.

Foreign exchange gains and losses resulting from spot transactions hedged by forward transactions are neutralised through "prepayments and accrued income" and "accruals and deferred income" accounts. Premiums or discounts arising due to the difference between spot and forward exchange rates are amortised in the profit and loss account on a pro-rata basis.

#### 2.2.2 - Forward transactions

Unsettled forward exchange transactions are translated into euro at the forward rate prevailing on the balance sheet date for the remaining maturity.

Unrealised exchange losses on un-hedged forward exchange contracts are recognised in the profit and loss account at the forward rate prevailing on the balance sheet date for the remaining term of the contract. Unrealised exchange gains on forward

exchange contracts are not included, and are only recognised when ultimately realised, except when such contracts form an economic unit with off setting foreign exchange transactions.

#### 2.2.3 - Swaps

Gains and losses on currency swap transactions are accrued on the straight-line basis over the period of the swap contract and are included in interest receivable or payable in the profit and loss account, as appropriate.

#### 2.3. Loans and advances

Loans and advances are stated at disbursement value less repayment made and any value adjustments required. Accrued interests are recorded in balance sheet caption "prepayments and accrued income".

The policy of the Bank is to establish specific value adjustments for doubtful debts in accordance with the circumstances and for amounts specified by the Board of Directors. These value adjustments are deducted from the appropriate asset account balances.

### 2.4. Valuation of bonds and other fixed-income transferable securities

The Bank has divided its portfolio of bonds and other fixed-income transferable securities into three categories for valuation purposes:

#### 2.4.1 – Investment portfolio of financial fixed assets

This portfolio comprises bonds and other fixed-income transferable securities, which are intended to be held on a long-term basis.

#### \* Principle of valuation at acquisition cost

Bonds and other fixed-income transferable securities are recorded at historical acquisition cost in their original currency. The acquisition cost includes the costs to purchase the asset. A value adjustment is made if the market value at the balance sheet date is lower than the acquisition cost and when the Board of Directors considers the depreciation to be permanent.

The premium resulting from the purchase of fixedincome transferable securities having the characteristics
of financial fixed assets, at a price exceeding the
amount repayable at maturity, is included in the profit
and loss account on an amortised basis over the period
remaining until final repayment.

The discount resulting from the acquisition of bonds and other fixed-income transferable securities having the characteristics of financial fixed assets, at a price less than the amount repayable at maturity, is released to income in instalments over the period remaining until repayment.

#### 2.4.2 - Trading portfolio

This portfolio comprises bonds and other fixed-income transferable securities purchased with the intention of selling them in the short term. These securities are traded on a market whose liquidity can be assumed to be certain and their market price is at all times available to third parties. These securities are valued at the lower of their acquisition cost and their market value.

During the year, the Bank did not hold any trading portfolio.

#### 2.4.3 - Structural portfolio

This portfolio comprises bonds and other fixed-income transferable securities and asset swaps purchased for their investment return or yield or held to establish a particular asset structure or a secondary source of liquidity. It also includes bonds and other fixed-income transferable securities not contained in the other two categories.

Securities in this portfolio are valued at the lower of their amortised acquisition cost and their market value.

The value adjustments, corresponding to the negative difference between the market value and the amortised acquisition cost, are not maintained if the reasons for which the value adjustments were made no longer exist.

Premiums / discounts included in the acquisition cost and resulting from the purchase of bonds and other fixed-income transferable securities included in this portfolio at a price exceeding / lower than the amount repayable at maturity are amortised in the profit and loss account over the period remaining until repayment.

Asset swaps held in this portfolio are packaged deals made of a bond or other fixed-income transferable security and an interest rate swap, swapping the respective interest rates (floating/fixed) received and paid. Consequently, asset swaps held in the structural portfolio are booked at their par value and maintained at their par value.

### 2.5. Valuation of variable-yield transferable securities

Participating interests and shares in affiliated undertakings are recorded in the balance sheet at their acquisition cost in their original currency. The acquisition cost includes the costs to purchase the assets. A value adjustment is made if the Board of Directors considers that a permanent impairment exists in their carrying value at the balance sheet date.

Companies in which the Bank directly and indirectly exercises a significant influence are considered to be affiliated undertakings. Participating interests comprise rights in the capital of other undertakings, the purpose of which is to contribute to the activity of the company through a durable link.

#### 2.6. Sale and repurchase agreements

Assets transferred through sale and repurchase agreements are client's assets and therefore are shown in the off balance sheet of the Bank.

#### 2.7. Intangible and tangible fixed assets

Fixed assets other than financial fixed assets are valued at historical acquisition cost. The acquisition cost includes the costs to purchase the assets. The acquisition cost of intangible and tangible assets whose use is limited in time are depreciated on a straight-line basis over the estimated useful life or at the rates specified below.

In case of durable reduction in value, intangible and tangible assets are subject to value adjustments, regardless of whether their utilisation is limited. The valuation at the inferior value is not maintained if the reasons for which the value adjustments were made no longer exist.

#### 2.7.1 - Intangible assets

Intangible assets are valued at cost less accumulated amortisation. They are amortised on a straight-line basis over 5 years.

#### 2.7.2 - Tangible assets

Tangible assets are used by the Bank for its own operations. Tangible assets are valued at cost less depreciation to date. Depreciation is calculated on a straight-line basis over the life of the assets concerned. The rates used for this purpose are:

	2014
Furniture	18.0 %
Machinery and equipment	25.0 %
Vehicles	20.0 %
Hardware and software	25.0 %
Premises fixtures	10.0 %

Premises fixtures in leased offices are amortised over the remaining lease period but not over more than 10 years.

#### 2.8. Derivative instruments

#### 2.8.1 - Interest rate swaps

Interest on interest rate swaps is included in the balance sheet captions "prepayments and accrued

income" and "accruals and deferred income". It is credited or charged to interest receivable or payable in the profit and loss account.

Interest rate swaps, which are not held for hedging purposes, are marked to market. Provisions are made for unrealised valuation losses whereas unrealised valuation gains are not taken into account until maturity. Interest rate swaps entered into for hedging purposes are not valued (refer to note 2.4.3).

#### 2.8.2 - Forward exchange transactions

Valuation rules for forward exchange contracts are explained in note 2.2.2 above.

#### 2.8.3 - Options

For the options traded over the counter and unallocated to given assets or liabilities, the premiums received or paid appear on the balance sheet until the exercise or the expiration date of the option, if the option is not exercised before that date. Commitments on written options are booked off-balance sheet.

Options not used for hedging purposes are markedto-market. The unrealised losses are booked in the profit and loss account whereas unrealised gains are ignored.

Option contracts entered into for hedging a balance sheet item (asset or liability) are booked as follows: unrealised result on the premiums is accounted for in the profit or loss account in "Net profit or net loss on financial operations". Unrealised results arising from the evaluation of the hedge item (asset or liability) is accounted for in the profit or loss in "Net profit or net loss in financial operations". These bookings are presented in net by compensation profit or loss effects.

Option contracts traded on a regulated market and entered into for the purpose of hedging identical reverse options also traded on a regulated market are booked as follows: as the position on these instruments is closed, the result arising from premiums received and paid is accounted for in the profit and loss account.

Asset/Liability Management of the Bank is taking into account other banking activities including private banking client accounts, investment funds and interbank activity mainly with Eurobank Ergasias S.A., Athens.

#### 2.9. Lump-sum provision

A general reserve for potential risks on balance sheet and off balance sheet items has been booked. This tax-deductible provision is deducted from the corresponding assets. The lump-sum provision calculated on off balance sheet items is booked under the item "Provision: other provisions".

## Note 3 - Use of financial instruments

#### 3.1. Strategy in using financial instruments

The Bank's treasury activities are primarily related to the use of financial instruments including derivatives. Since the end of the year 2012 all treasury activities of the Bank are carried out internally by the Bank in Luxembourg.

The Bank aims to use funds from customer operations, investment funds operations and other market deposits that have been raised at fixed and floating rates and for various periods seeking to earn profitable margins by investing these funds in high quality assets. Such operations are only executed following the limits, as well as defined products determined with the approval of the Board of Directors. Limits are currently set in such a way that restricts the Treasury and Foreign Exchange department of the Bank from taking large exposures.

During periods of falling interest rates, the Bank seeks to increase its margins by favouring short-term funding and lending for longer periods at higher rates whilst maintaining sufficient liquidity to meet all claims that might fall due. During periods of increasing interest rates, the Bank aims to increase these margins by lending and borrowing in the short term and by hedging its assets and liabilities.

Related issues and decisions are taken by the Asset and Liability Committee of the Bank.

The Bank also raises its interest margin by obtaining profitable margins through lending to business and retail borrowers with a good credit standing. Loans are given only when adequate collateral exists and after the approval by the Credit Committee of the Bank. The Bank also enters into guarantees and other commitments such as letters of credit and letters of guarantee.

The monitoring of limits and margins is carried out by the Middle Office of the Bank on the basis of the daily positions provided by the IT department. Middle Office reports are communicated daily amongst others to Local Management and the Head of Group Treasury in Athens.



When limits are exceeded and margins not respected, Local Management as well as the responsible Manager are informed for immediate action. The excesses are also reported to the Board of Directors on a quarterly basis.

The Bank hedges part of its existing interest rate risk resulting from any potential decrease in the fair value of fixed rate assets denominated both in local and foreign currencies using interest rate swaps.

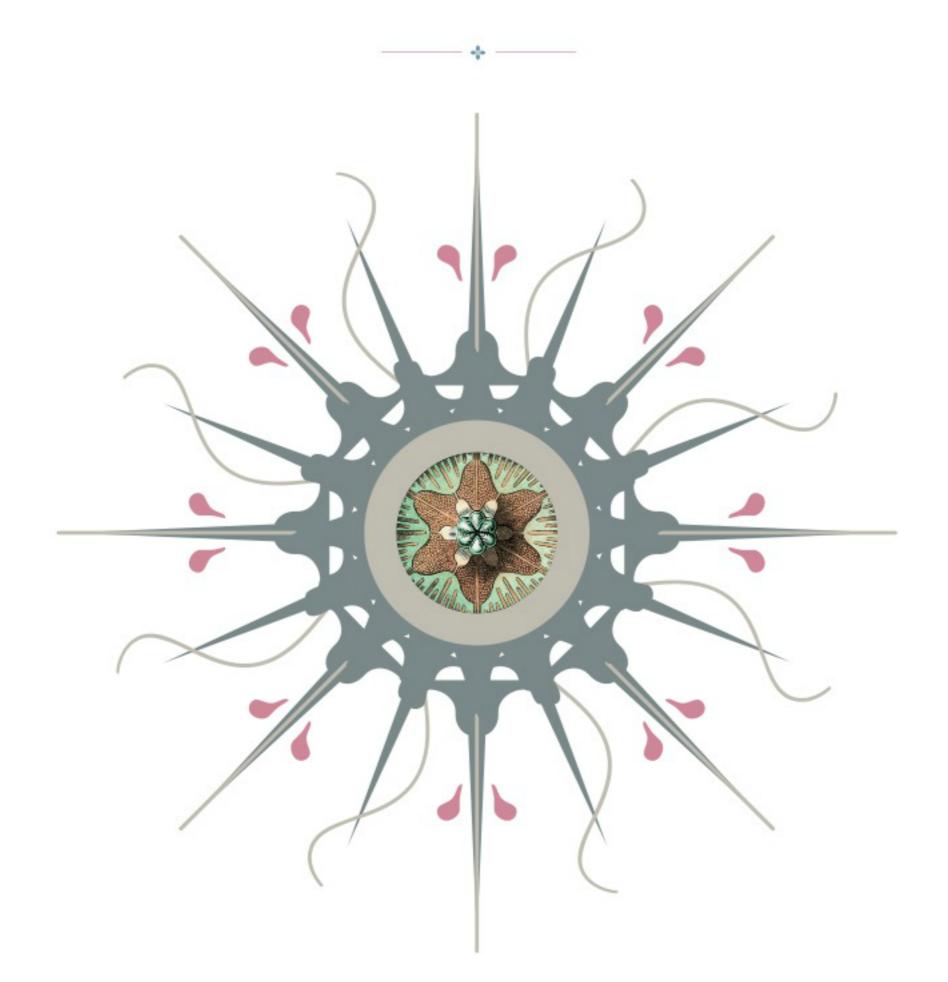
The Bank hedges a proportion of foreign exchange risk it expects to assume as a result of cash flows from debt securities using forward exchange transactions.

#### 3.2. Analysis of financial instruments

3.2.1 – Information on primary financial instruments
The table below analyses the level of primary financial

instruments (primary non-trading instruments) of the Bank, in terms of carrying amounts, into relevant maturity groupings based on the remaining period at balance sheet date to the contractual maturity date. Additional indication of aggregate fair values of trading instruments is disclosed if they differ materially from the amounts at which they are included in the accounts.

"Fair value" is understood as being the amount at which an asset could be exchanged or a liability settled as part of an ordinary transaction entered into under normal terms and conditions between independent, informed and willing parties, other than in a forced or liquidation sale.



#### 3.2.1.1 - Analysis of financial instruments - Primary non-trading instruments (at carrying amount - EUR)

Figures as at December 31, 2014	Less than 3 months	> 3 months to 1 year	> 1 year to 5 years	> 5 years	No maturity	Total
Instrument class (financ	ial assets)					
Cash in hand, balances with central banks and post office banks	250,000,000	-	_	_	7,727,137	257,727,137
Loans & advances to credit institutions	674,372,027	10,881,130	6,603,016	=	79,588,902	771,445,075
Loans & advances to customers	1,383,014,891	405,506,308	164,757,159	902,109,508	80,754,648	2,936,142,514
Bonds	-	100,000	76,811,122	91,540,000	-	168,451,122
Shares		- 444 407 470	-	-	5,058	5,058
Total financial assets	2,307,386,918	416,487,438	248,171,297	993,649,508	168,075,745	4,133,770,906
Non financial assets	-	-	-	-	30,167,248	30,167,248
Total Assets	2,307,386,918	416,487,438	248,171,297	993,649,508	198,242,993	4,163,938,154
Instrument class (financ	ial liabilities)					
Amounts owed to credit institutions:						
Repayable on demand	3,998,500	-	-	-	5,244,770	9,243,270
With agreed maturity dates or periods of notice	1,368,705,420	270,714,268	134,340,578	857,719,564	_	2,631,479,830
Amounts owed to customers:	.,					
Repayable on demand	304,362,199	-	-	-	275,772,413	580,134,612
Repayable at term or with notice	541,439,876	72,554,484	-	_	-	613,994,360
Total financial	0.040.505.005	7.47.040.770	474 740 770	057.740.544	004 047 407	7 074 050 070
liabilities	2,218,505,995	343,268,752	134,340,578	857,719,564	281,017,183	3,834,852,072
Non financial liabilities	-			5	329,086,082	329,086,082
Total Liabilities	2,218,505,995	343,268,752	134,340,578	857,719,564	610,103,265	4,163,938,154

3.2.1.1 – Analysis of financial instruments – Primary non-trading instruments (at carrying amount – EUR) (cont.)

Figures as at December 31, 2013	Less than 3 months	> 3 months to 1 year	> 1 year to 5 years	> 5 years	No maturity	Total
Instrument class (financ	ial assets)					
Cash in hand, balances with central banks and post office banks	_	-	-	_	9,443,975	9,443,975
Loans & advances to credit institutions	622,599,267	21,993,983	6,620,443	-	34,100,980	685,314,673
Loans & advances to customers	3,670,158,296	1,212,039,769	140,603,912	139,388,558	25,672,244	5,187,862,779
Bonds	-	142,793,644	76,563,652	91,555,000	-	310,912,296
Shares	-	_			5,368	5,368
Total financial assets	4,292,757,563	1,376,827,396	223,788,007	230,943,558	69,222,567	6,193,539,091
Non financial assets		-	-	=	35,796,349	35,796,349
Total Assets Instrument class (finance	Total Assets 4,292,757,563 1,376,827,396  Instrument class (financial liabilities)		223,788,007	230,943,558	105,018,916	6,229,335,440
Amounts owed to credit institutions:	87,518,698	-	_		15,968,576	103,487,274
With agreed maturity dates or periods of notice	3,515,783,603	1,067,221,817	182,980,894	83,449,101	-	4,849,435,415
Amounts owed to customers:						
Repayable on demand	2,588,871	-	-	-	206,261,776	208,850,647
Repayable at term or with notice	583,042,227	79,140,169	_	_	_	662,182,396
Total financial liabilities	4,188,933,399	1,146,361,986	182,980,894	83,449,101	222,230,352	5,823,955,732
Non financial liabilities	-	-	-	=	405,379,708	405,379,708
Total Liabilities	4,188,933,399	1,146,361,986	182,980,894	83,449,101	627,610,060	6,229,335,440

### 3.2.1.2 – Description of derivative financial instruments used

The Bank enters into the following derivative financial instruments:

- \* Forward exchange transactions represent commitments to purchase foreign and domestic currency, including undelivered spot transactions.
- \* Interest rate swaps are commitments to exchange one set of cash flows for another. The swaps result in an economic exchange of interest rates (for example, fixed rate for floating rate).
- \* Options are financial derivatives representing a contract sold by one party (option writer) to another party (option holder). The contract offers the buyer the right, but not the obligation, to buy (call) or sell (put) a security or other financial asset at an agreed-upon price (the strike price) during a certain period of time or on a specific date (exercise date).

3.2.1.3 – Analysis of derivative financial instruments
The table below analyses the level of derivative

financial instruments of the Bank, broken down in terms of notional amount, into relevant maturity groupings based on the remaining period at balance sheet date to the contractual maturity date. The Bank held only OTC derivative financial instruments as at December 31, 2014.

The notional amounts of certain types of financial instruments provide a basis for comparison with instruments recognised on the balance sheet but do not necessarily indicate the amounts of future cash flows involved or the current fair value of the instruments and, therefore, do not indicate the Bank's exposure to credit or price risks. The derivative instruments become favourable or unfavourable as a result of fluctuations in market interest rates or foreign exchange rates relative to their terms. The aggregate contractual or notional amount of derivative financial instruments on hand, the extent to which instruments are favourable or unfavourable and, thus the aggregate fair values of derivative financial assets and liabilities can fluctuate significantly from time to time.

#### Derivatives non-trading instruments OTC as at December 31, 2014

Nominal amounts						
Figures as at December 31, 2014	Less than 3 months	> 3 months to 1 year	> 1 year to 5 years	> 5 years	Total	Total
Interest rates: Swaps	-	_	92,473,108	-	92,473,108	(4,985,216)
Foreign exchange: Forwards	558,318,400	11,695,114	_	_	570,013,514	1,845,335
Options: Options	4,429,417	-	_	_	4,429,417	(22,413)
Total	562,747,817	11,695,114	92,473,108	_	666,916,039	(3,162,294)

#### Derivatives non-trading instruments OTC as at December 31, 2013

		Net fair value				
Figures as at December 31, 2013	Less than 3 months	> 3 months to 1 year	> 1 year to 5 years	> 5 years	Total	Total
Interest rates: Swaps	100,000,000	-	90,502,212	: - ·	190,502,212	(7,625,901)
Foreign exchange: Forwards	61,442,927	5,382,980	427,151	-	67,253,058	(192)
Options: Options	2,591,153	1,204,819	-	2. <del>-</del> -	3,795,972	(9,177)
Total	164,034,080	6,587,799	90,929,363	_	261,551,242	(7,635,270)

The Bank held no exchange-traded derivative financial instrument as at December 31, 2014.



#### 3.3. Credit risk

#### 3.3.1 - Description of credit risk

The Bank takes on exposure to credit risk. The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower or groups of borrowers, and to geographical segments. Such risks are monitored on a revolving basis and subject to monthly reviews. Limits are approved by the Board of Directors and reviewed at least annually. Under delegation of the Board of Directors, Management has the possibility to approve country limits up to a predetermined level. The Board of Directors also determines who has the authority to approve excesses and up to what level. The excesses exceeding amounts and tenor defined within Group Risk Guidelines are immediately reported to Local Management and the Group Risk Unit in Greece.

The exposure to any borrower including banks and brokers is further restricted by sub-limits covering on and off-balance sheet exposures. Actual exposures against limits are monitored daily.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate. Exposure to credit risk is primarily managed by obtaining collateral and corporate and personal guarantees.

The Group Risk Unit is setting types of collateral as well as minimum margins. The Bank imposes more strict collateral rules than those set by the group based on careful analysis, internal policies and the market environment. The Bank has a clear procedure to approve "eligible" collateral and it periodically reviews approved collateral.

On currency and interest rate swaps, the Bank's credit risk represents the potential cost to replace the swap contracts if counterparties fail to perform their obligation. This risk is monitored on an ongoing basis with reference to the current fair value and the liquidity of the market. To control the level of credit

risk taken, the Bank assesses counterparties using the same techniques as for its lending activities.

#### 3.3.2 - Measures of credit risk exposure

Information on credit risk as it relates to financial instruments is disclosed on the basis of the carrying amount that best represents the maximum credit risk exposure at the balance sheet date without taking account of any collateral.

With respect to derivative instruments not dealt on a recognised, regulated market (OTC), the carrying amount (principal or notional amount) does not reflect the maximum risk exposure. The maximum exposure to credit risk is determined by the value of the overall replacement cost.



The table below discloses the level of credit exposure in terms of notional amounts, replacement cost, potential future credit exposure and net risk exposure adjusted for any collateral, broken down by the degree of creditworthiness of the counterparty based on internal or external ratings.

**Total** 

11,989,467

Credit Risk Exposure on OTC derivative instruments (use of market risk method) as at December 31, 2014

Counterparty solvency (based on external/	Notional amount	Current Replacement cost	Potential future replacement cost	Overall replacement cost	Collateral	Net risk exposure
internal ratings)	(1)	(2)	(3)	(4)=(2) + (3) - Provision	(5)	(6) = (4) - (5)
External rating:						
A	137,393,253	792,739	1,373,933	2,166,672	-	2,166,672
ccc	393,107,322	1,870,763	3,509,890	5,380,653	-	5,380,653
					Sub - total 1	7,547,325
Internal Rating:						
Customer & Fund						
2	8,407,750	34,305	84,078	118,383	-	118,383
4	125,484,554	3,110,096	1,213,663	4,323,759	-	4,323,759
					Sub - total 2	4,442,142

#### Credit Risk Exposure on OTC derivative instruments (use of market risk method) as at December 31, 2013

Counterparty solvency (based on external/ internal ratings)	Notional amount	Current Replacement cost	Potential future replacement cost	Overall replacement cost	Collateral	Net risk exposure
	(1)	(2)	(3)	(4)=(2) + (3) - Provision	(5)	(6) = (4) - (5)
External rating:						
A	32,519,902	580,522	333,738	914,260	-	914,260
ccc	185,703,523	62,979	440,780	503,759	-	503,759
					Sub - total 1	1,418,019
Internal Rating:						
Customer & Fund						
2	1,882,470	1,026	18,825	19,851	-	19,851
4	39,773,907	137,988	370,043	508,031	-	508,031
					Sub - total 2	527,882
					Total	1,945,901

#### 3.3.3 - Concentration of credit risk

The table below shows credit risk concentration as it relates to financial instruments from on- and off balance sheet exposures by geographic location and economic sector.

#### Geographic credit risk concentrations

Geographical zone (by country or zone)	Credits and other balance sheet items		OTC derivatives		Commitments	
	2014	2013	2014	2013	2014	2013
Luxembourg	632,746,730	656,934,384	108,355,869	30,114,601	20,179,097	7,514,884
Other European Monetary Union (EMU) countries	2,204,468,472	3,796,274,654	409,458,093	189,635,611	178,251,938	201,760,793
Other countries	1,326,722,952	1,776,126,402	149,102,077	41,801,030	71,858,504	63,233,940
Total	4,163,938,154	6,229,335,440	666,916,039	261,551,242	270,289,539	272,509,617

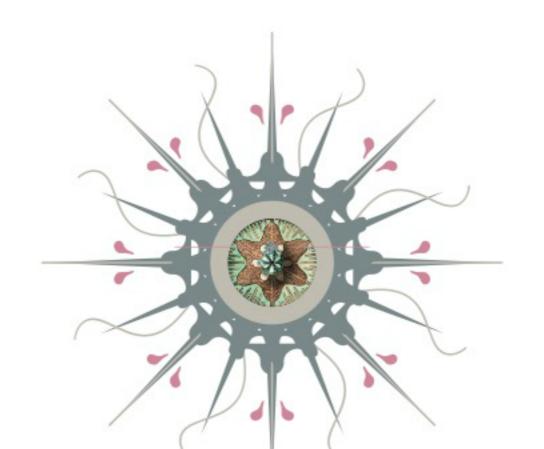
As the Bank is mainly active on the European markets, it has a significant concentration of credit risk with other European financial institutions. In total, credit risk exposure is estimated to EUR 5,101,143,732 at December 31, 2014 (2013: EUR 6,763,396,299) of which EUR 666,916,039 (2013: EUR 261,551,242) consisted of derivative financial instruments.



#### Economic sector credit risk concentrations

The table below discloses the concentration of the credit risk linked to financial instruments, for both on and off balance sheet exposures, by geographical location and economic sector.

Economic sector	Credits and other balance sheet items		OTC derivatives		Commitments	
	2014	2013	2014	2013	2014	2013
Credit institutions	867,854,102	783,612,258	535,552,658	183,323,617		-
Households	86,181,478	157,758,789	6,792,528	1,568,577	7,983,787	8,419,046
Investment funds	35,173,364	27,107,203	108,355,869	30,114,601	-	1,000,000
Activity ancillary to financial intermediation and insurance	1,921,870,149	3,768,690,805		31,917,938	120,973,344	132,017,452
Non financial corporations	497,258,586	659,828,700	227,696	2,559,475	61,161,904	110,234,895
Governments	76,463,652	176,463,652	-	-	-	-
Central banks	257,598,009	9,274,300	-	-	-	-
Financial holding companies	308,318,147	409,604,801	-		20,027,837	6,237,004
Others	113,220,667	236,994,932	15,987,288	12,067,034	60,142,667	14,601,220
Total	4,163,938,154	6,229,335,440	666,916,039	261,551,242	270,289,539	272,509,617



#### 3.4. Market risk

The Bank takes on exposure to market risks. Market risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements.

Interest rate risk is monitored daily and reported to local management and the Head of Group Treasury.

On a monthly basis, the Bank applies a "value at risk" (VAR) methodology to estimate the market risk of positions held and the potential maximum losses expected. The Board of Directors sets limits on the value of risk that may be accepted, which is monitored as deemed appropriate.

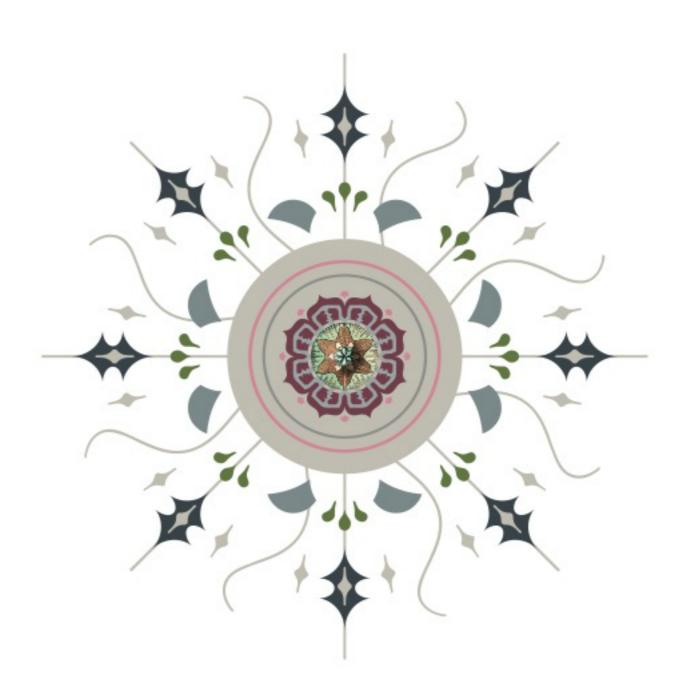
The Bank's market risk reporting and the limit structure is based on a measure of potential loss under normal market conditions. The parameters used are:

- \*A 99% one tailed confidence level. This means that the potential loss amount is the maximum amount that could be lost, on average, on 99% of trading days. Conversely it is the minimum loss that should be expected on 1% of trading days.
- \* A 10-day holding period. This means that the Bank measures risk assuming that exposures could not be hedged or unwound in less than 10 working days; and
- \* A 180-day time series of changes in market variables.

  This means that a 6-month history of market movements is used to estimate likely changes in market risk factors (volatilities and correlations).

Since VAR constitutes an integral part of the Bank's market risk control system, VAR limits are established by the Board of Directors on all portfolio operations including interest rate, foreign exchange rate and equities.

Foreign exchange rate risk is calculated against local



base currency, its measurement incorporates factors corresponding to individual foreign currencies in which the Bank has material positions.

Interest rate risk measurement includes a set of risk factors corresponding to interest rates in each of the currencies in which the Bank has material interest rate sensitive positions. For each currency, the yield curve is divided into a number of maturity segments in order to capture the variation in volatility of interest rates at different points on the yield curve.

Equity prices risk measurement includes risk factors corresponding to each of the national markets in which the Bank has a material position, irrespectively, in listed or unlisted securities. A market index captures market-wide movement in equity prices.

# Note 4 - Cash in hand, balances with central banks and post office banks

	2014 EUR	2013 EUR
Cash in Hand	127,739	169,675
Mandatory Minimum Reserve	7,599,398	9,274,300
Other cash balances	250,000,000	-
Total	257,727,137	9,443,975

In accordance with the requirements of the European Central Bank, Central Bank of Luxembourg has implemented, effective January 1, 1999, a system of mandatory minimum reserves which applies to all Luxembourg credit institutions. The minimum reserve balance as at December 31, 2014 held by the Bank with the Luxembourg Central Bank amounted to EUR 7,599,398 (2013: EUR 9,274,300).

# Note 5 - Transferable securities

## 5.1. Listed securities

	2014 EUR	2013 EUR
Bonds and other fixed-income transferable securities:		
- public sector issues	76,463,652	176,463,652
- other issues	91,987,470	134,448,644
Total	168,451,122	310,912,296

#### 5.2. Unlisted securities

	2014 EUR	2013 EUR
- Participating interests	4,958	4,958
- Shares in affiliated undertakings	100	410

#### NOTES TO THE ANNUAL ACCOUNTS

# 5.3. Bonds and other fixed-income transferable securities

- \* Bonds and other fixed-income transferable securities matured in 2014 amount to EUR 100,100,000 (2013: EUR 500,000).
- \* Bond loans amounted to EUR 42,791,756 (2013: EUR 309,722,588) have been transferred to Eurobank Ergasias S.A. during 2014.
- \* Bonds and other fixed-income transferable securities amount to EUR 168,451,122 (2013: EUR 310,912,296). Of these, EUR 76,951,122 are classified in the Bank's structural portfolio and EUR 91,500,000 are classified in the Bank's investment portfolio.

# 5.4. Bonds eligible for refinancing with a central bank of the Euro zone

The market value of bonds eligible for refinancing with a central bank of the Euro zone included in the heading "bonds and other fixed-income transferable securities" is EUR 168,586,030 (2013: EUR 274,014,748).

The Bank does not hold any Greek Government Bonds, neither in the investment nor in the structural portfolio as of December 31, 2014.

### 5.5. Sale and Repurchase transactions

As at December 31, 2014, the Bank is committed in sale and repurchase transactions with a firm repurchase obligation for a total amount of EUR 5,998,947 (2013: EUR 3,714,183).

In the meantime, the Bank is also committed in reverse repurchase agreements for a total amount of EUR 356,627,760 (2013: EUR 254,124,837).

# Note 6 - Intercompany Transactions

#### 6.1. Transactions with other Group Companies

	2014 EUR	2013 EUR
Assets		
Loans and advances to credit institutions	610,889,969	549,730,947
Loans and advances to customers	2,017,313,512	3,989,269,914
Total  Liabilities	2,628,203,481	4,539,000,861
Amounts owed to credit institutions	2,633,318,100	4,897,631,860
Amounts owed to customers	4,835,673	63,287,091
Subordinated liabilities	20,000,000	106,752,491
Total	2,658,153,773	5,067,671,442

Note 7 - Movements in fixed assets

	<u>a</u> e	000	000		4,958	100	5,058		907	907		507,869	261,228	760
Net	Net book value at the end of the financial year 2014	91,500,000	91,500,000		4,		5,		1,139,907	1,139,907		507,	261,	769,097
	Cumulative value adjustments at the end of the financial year 2014	1	1		(3,100)	(310)	(3,410)		(3,269,782)	(3,269,782)		(5,401,267)	(765,377)	(6,166,644)
djustments	Reversal of Value adjustments	1	1		1	1	1		1	1		1	1	1
Value adj	Value adjustments	I	1		I	(310)	(310)		(482,832)	(482,832)		(239,363)	(64,338)	(303,701)
	Cumulative value adjustments at the beginning of the financial year 2014	1	1		(3,100)	1	(3,100)		(2,786,950)	(2,786,950)		(5,161,904)	(701,039)	(5,862,943)
	Gross value at the end of the financial year 2014	91,500,000	91,500,000		8,058	410	8,468		4,409,689	4,409,689		5,909,136	1,026,605	6,935,741
Cost	Disposals	1	1		ı	.1	1		1	1		1	.1	1
Ö	Additions	1.	'		.1	1			567,198	567,198		188,271	5,880	194,151
	Gross value at the beginning of the financial year 2014	91,500,000	91,500,000		8,058	410	8,468		3,842,491	3,842,491		5,720,865	1,020,725	6,741,590
	Amounts (in EUR)	Debt Securities including fixed income transferable securities held as financial fixed assets		Long term investments including:	Participating interests	Shares in affiliated undertakings		Intangible fixed assets	Software and consultancy		Tangible fixed assets including:	Other fixtures and fittings, tools and equipment	Technical equipment and machinery	

#### NOTES TO THE ANNUAL ACCOUNTS

# Note 8 - Subordinated liabilities

The following subordinated borrowing granted by the Mother Company, Eurobank Ergasias S.A., was outstanding at December 31, 2014:

Currency	Nominal value	Interest rate (%)	Maturity date
EUR	20,000,000	2,83	30/03/2017
	20,000,000		

Interest periods (starting from the date of the drawdown of the loan) have duration of three months. The interest rate applicable is EURIBOR 3 months + 275 bps. Interest paid during the year amounts to EUR 1,926,291 (2013: EUR 1,336,651).

# Note 9 - Subscribed capital

The authorised and paid-up share capital of the Bank amounts to EUR 70,000,000.

The Bank's capital comprised the following shares at the end of the year:

	Number	Nominal value	Total EUR
Registered shares	500,000	140	70,000,000



## Note 10 - Reserves

#### 10.1. Legal reserve

In accordance with Luxembourg law, the Bank is required to transfer at least 5% of its annual profit to the legal reserve until this equals 10% of subscribed capital. The legal reserve is not available for distribution to shareholders.

# 10.2. Special reserve

In accordance with the tax law, the Bank reduces the Net Wealth Tax liability by deducting it from itself. In order to comply with the tax law, the Bank allocates under non-distributable reserves (item "special reserve") an amount that corresponds to five times the amount of reduction of the Net Wealth Tax. This reserve is non-distributable for a period of five years from the year following the one during which the Net Wealth Tax was reduced.

# Note 11 - Shareholders' equity

The movements of shareholders' equity of the Bank may be summarised as follows

			Reserves		2 68		
	Subscribed Capital EUR	Legal Reserve EUR	Special Reserve EUR	Total Reseve EUR	Profit brought forward EUR	Current year profit EUR	Total EUR
Balance at December 31, 2013	70,000,000	7,000,000	22,440,136	29,440,136	140,418,619	30,085,231	269,943,986
Transfer to legal reserve	-	-	-	-	-	-	-
Transfert to special reserve	-	-	1,742,624	1,742,624	(1,742,624)	-	-
Profit brought forward	-	-	-	-	30,085,231	(30,085,231)	-
Current year Profit	-	-	-		-	21,318,387	21,318,387
Balance at December 31, 2014	70,000 000	7,000,000	24,182,760	31,182,760	168,761,226	21,318,387	291,262,373

The appropriation of the 2013 result was approved by the Annual Meeting of Shareholders on March 11, 2014.

# Note 12 - Assets and liabilities denominated in foreign currencies

	2014 EUR	2013 EUR
Total assets in foreign currencies	651,117,219	810,787,820
Total liabilities in foreign currencies	959,884,748	810,648,415

# Note 13 - Contingent liabilities and commitments

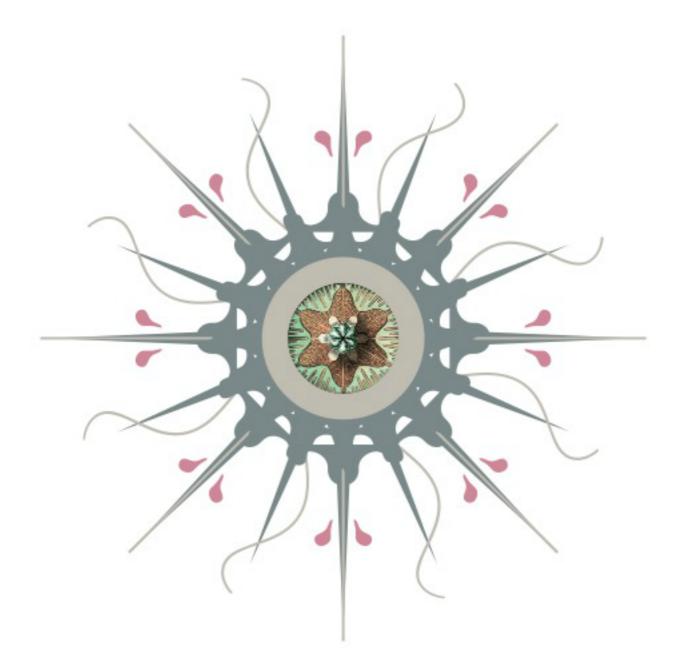
# 13.1. Contingent liabilities

Contingent liabilities included in off balance sheet accounts at December 31, 2014 comprised:

	2014 EUR	2013 EUR
Guarantees and other direct substitutes for credit	6,231,844	5,662,261

### 13.2. Other off balance sheet commitments

	2014 EUR	2013 EUR
Assets held on behalf of third parties	2,029,530,242	1,970,038,056
Credits confirmed but not used	270,289,539	272,509,617
Repurchase agreements	363,584,118	257,167,813
Interest rate swaps	92,473,108	190,502,212
Forward foreign exchange transactions	570,013,514	67,253,058
Fiduciary operations	716,124,024	846,136,297
Options	4,429,417	3,795,972
	4,046,443,962	3,607,403,025



### 13.3. Deposit Guarantee Scheme

All credit institutions in Luxembourg are a member of the non-profit making "Association pour la Garantie des Dépôts, Luxembourg" (AGDL).

The exclusive objective of the AGDL is the establishment of a system of mutual guarantee of cash deposits and of receivables arising from investment operations made by individuals with members of the AGDL, without distinction of their nationality or residence, by corporations incorporated under Luxembourg or another European Union member state law, which are authorised, because of their size, to prepare an abridged balance sheet in conformity with the applicable law, as well as by those corporations of a similar size as defined by law of another European Union member state.

The AGDL reimburses to the deposit holder the amount of his guaranteed cash deposits and to the investor the amount of his guaranteed receivable with a maximum foreign currency equivalent limit of EUR 100,000 per guaranteed cash deposit and EUR 20,000 per guaranteed receivable arising from investment operations other than that relating to a cash deposit.

At December 31, 2014, the Bank has no provision in connection with this deposit guarantee and investor compensation scheme.

## 13.4. Management and representative services

The Bank has provided the following management and representative services to third parties in the course of the financial year:

- \* Investment management and advice;
- \* Safekeeping and administration of securities;
- \* Fiduciary services;
- \* Agency services.

# Note 14 - Profit and loss account

# 14.1. Sources of income by geographical region (OECD)

By application of Article 69 of the amended law of June 17, 1992 on the annual accounts of credit institutions, sources of income have not been analysed by geographical region.

#### 14.2. Other operating income

Other operating income at December 31, 2014 mainly contains reversal of provisions (EUR 924,692).

### 14.3. Other operating charges

Other operating charges at December 31, 2014 mainly includes loss realized following of a US Court decision on client's bankruptcy proceedings (EUR 1,206,800).

#### 14.4. Value re-adjustment

During 2014, it has been decided to reverse from the lump-sum provision an amount of EUR 4,400,000.

#### 14.5. Tax charge

The Bank is liable to taxes on income, capital and net assets. The Luxembourg tax authorities have issued assessments for the years up to and including 2012. Tax liabilities including tax advances paid are recorded under "provisions for taxation" in the balance sheet.

#### NOTES TO THE ANNUAL ACCOUNTS

#### 14.6. Independent Auditor's fees

For the year ending December 31, 2014, independent auditor's fees are as follows:

	2014 EUR	2013 EUR
Audit fees	251,267	256,534
Audit related fees	3,500	5,141
Tax related fees	17,432	12,323
Other fees	1,250	8,104
	273,449	282,102

# Note 15 - Staff and directors

## 15.1. Staff

Number of employees at the end of the financial year 2014:

	2014	2013
Senior Management and Management	11	13
Employees	69	61
	80	74

#### 15.2. Information relating to Management

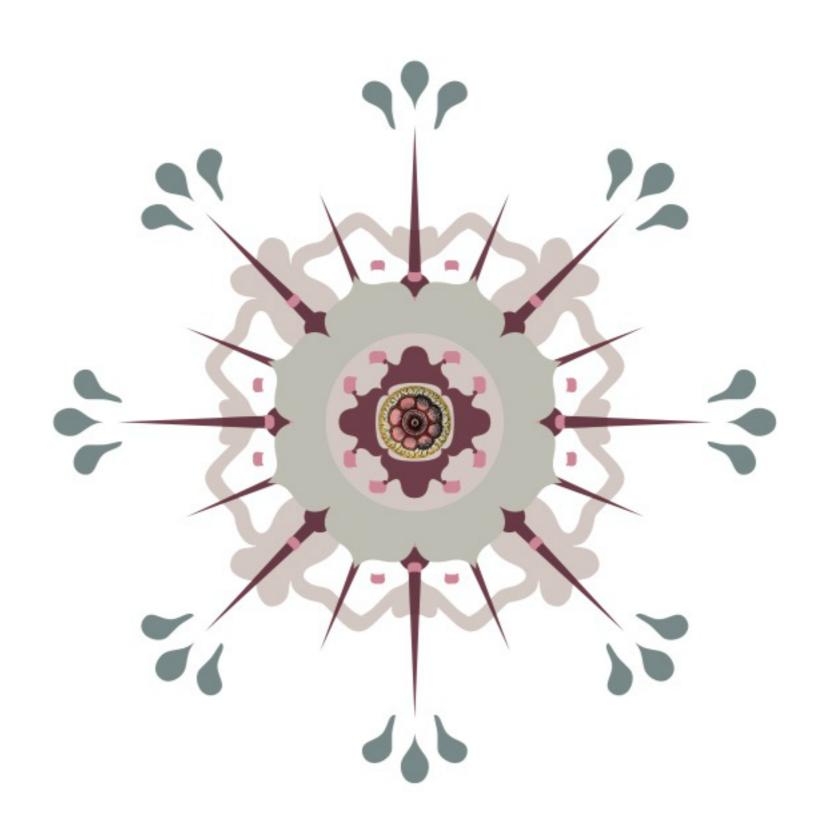
Senior Management and Management received emoluments totalling EUR 1,524,839 in respect of their duties (2013: EUR 1,768,769).

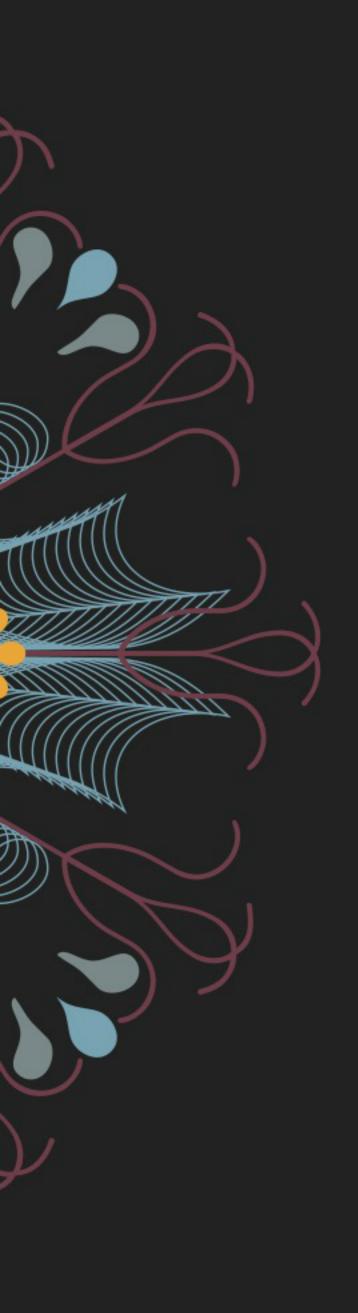
Board members received emoluments totalling EUR 131,250 in respect of their duties (2013: EUR 75,000).

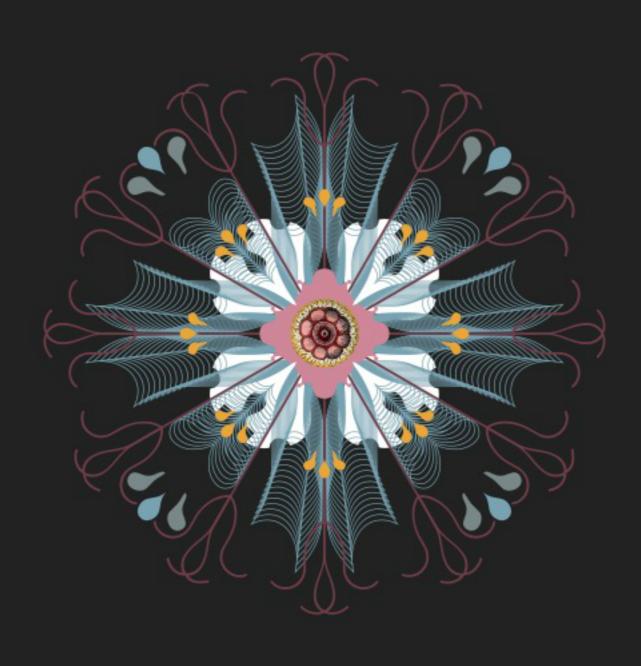
As at December 31, 2014, loans totalling EUR 384,728 were granted to 5 members of Senior Management and Management (2013: EUR 605,032).

Guarantees (EUR 9,740) for the rent of apartments have been given on behalf of the Bank to 5 members of Senior Management and Management (2013: EUR 26,940).









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