Optima bank

9M 2026 Results

11 November 2026

Key 9M 2026 highlights

Optima bank

EUROMONEY AWARDS FOR EXCELLENCE 2026 GREECE BEST BANK FOR SMES

EUROMONEY AWARDS FOR EXCELLENCE 2026 GREECE BEST BANK FOR CUSTOMER EXPERIENCE

Net Profit reported
€165.1mn
+34% YoY

ROTE
27.8%

Loans
€6.1bn
Loans Δ
€1.7bn
+38% YoY

Deposits
€7.5bn
Depos Δ
€1.8bn
+32% YoY

Capital
CET1 *
12.02%
+19bps QoQ

NPEs (%)
1.62%
flat QoQ

*Capital ratio incorporates period profits, dividend provision

Optima bank

EUROMONEY AWARDS FOR EXCELLENCE 2026 GREECE BEST BANK FOR SMES

EUROMONEY AWARDS FOR EXCELLENCE 2026 GREECE BEST BANK FOR CUSTOMER EXPERIENCE

Profitable growth and disciplined execution deliver **strong shareholder value**

Outgrow peers

+38% vs 9M 2025
Loans

+32% vs 9M 2025
Deposits

+37% vs 9M 2026
Core income

3.26% 9M 2026
Net interest margin

Be efficient

20.8% 9M 2026
Cost to income

1.62% 9M 2026
NPE ratio

87.14 12M rolling
Branch NPS

AI unit to accelerate organization-wide adoption

Create more value

€165.1mn +34% vs 9M 2025
9M 2026 Net profit

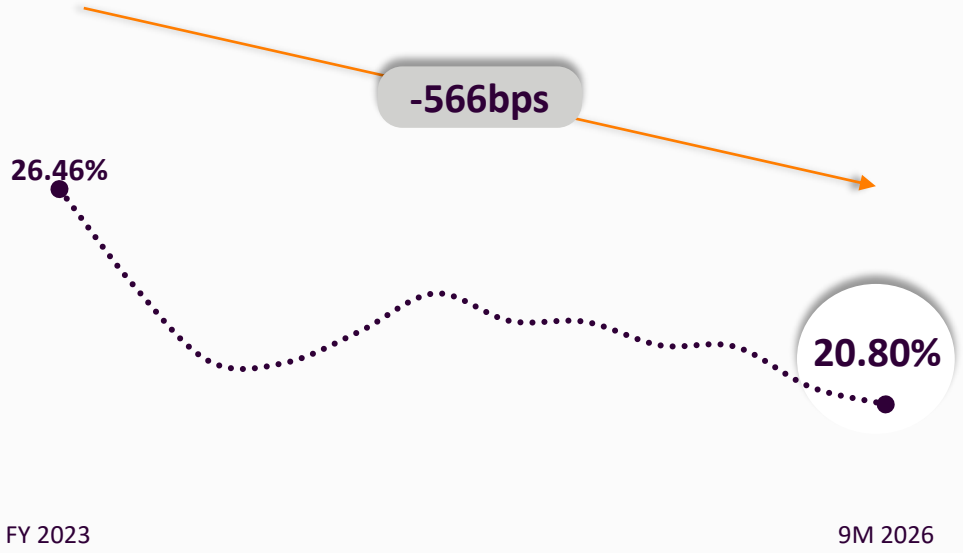
27.84% +251bps vs 9M 2025
9M 2026 ROTE

30%* vs 9M 2025
Shareholder value creation

*Tangible value per share + DPS paid in June 2026

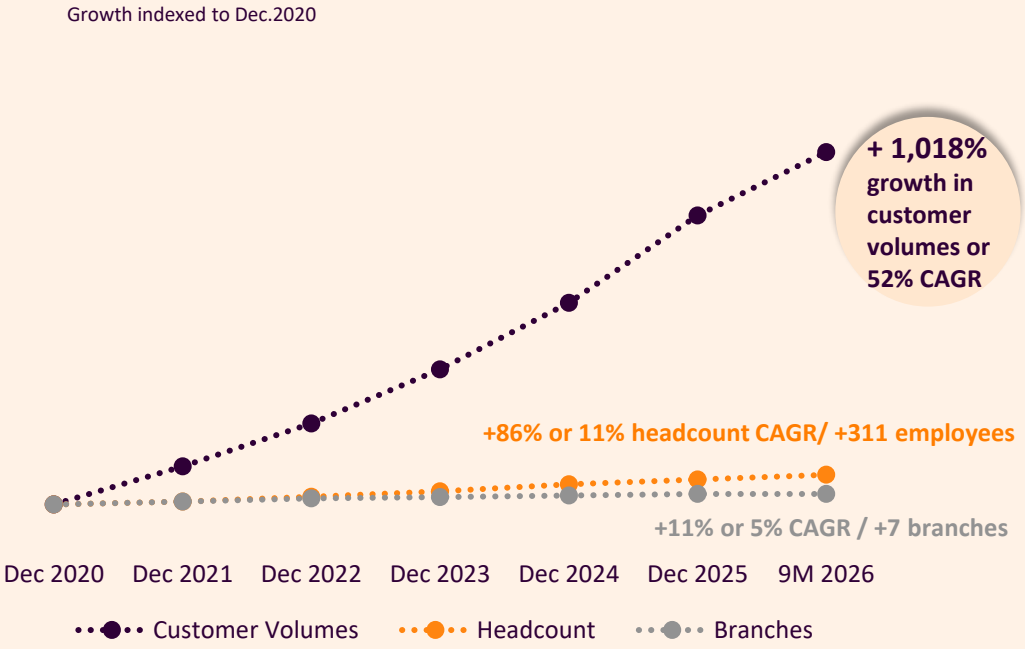
Scalable model delivering continued operating leverage

Structural efficiency gains



* Cost to income

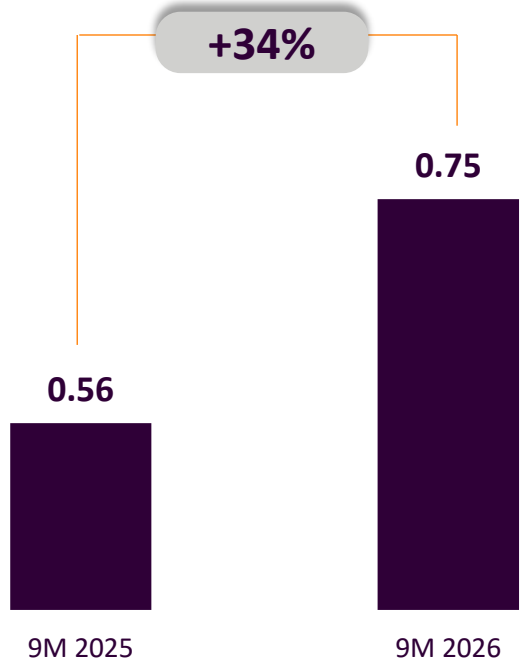
Scaling fast on a relatively stable footprint



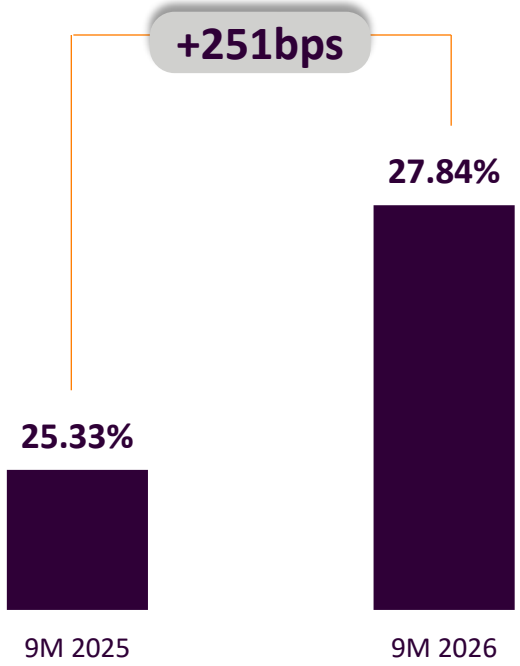
Customer volumes include loans, deposits and AuM

Compounding shareholder value over time

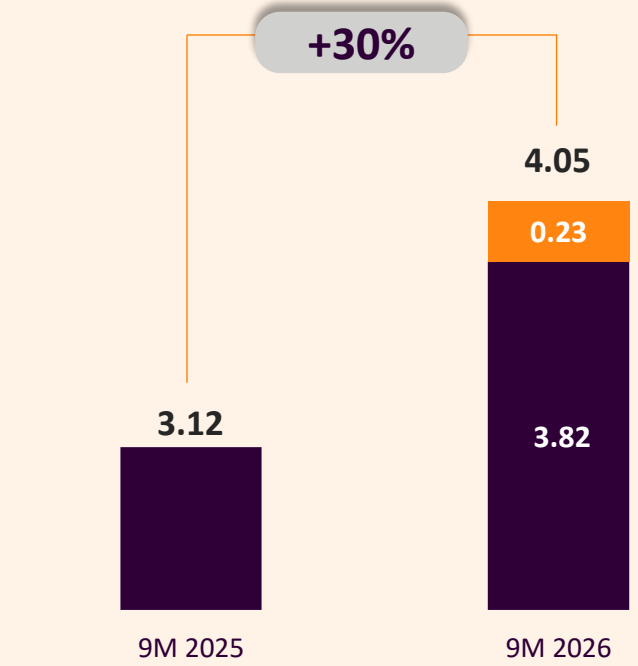
Increasing EPS



High and sustained ROTE



Shareholder value generation



Consistently outperforming domestic peers

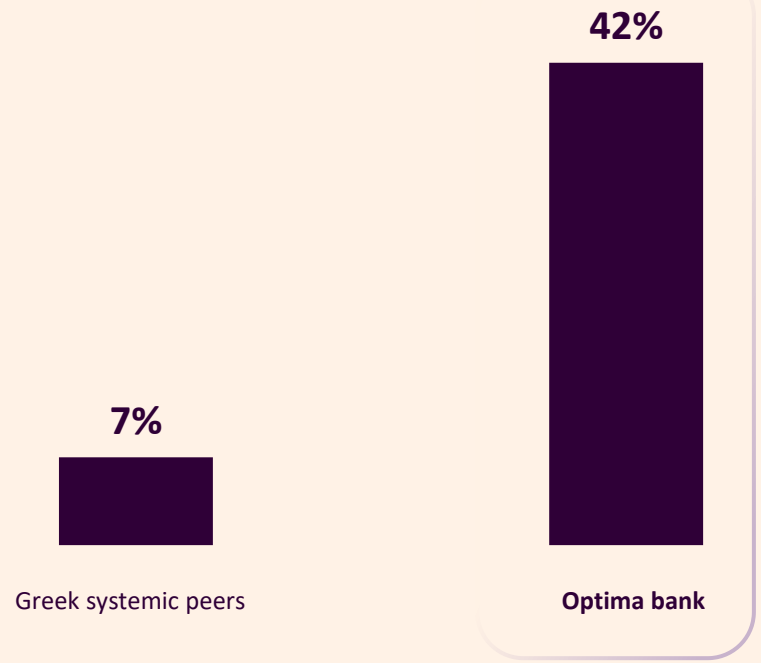
9M 2026 performance vs peers

	Optima bank	Market*
ROTE	27.8%	15.1%
NIM	3.26%	2.48%
Cost to Core Income	22.1%	36.8%
Depos Growth YoY	32.5%	15.1%
Loan Growth YoY	37.9%	5.0%
NPE ratio	1.6%	2.7%
DTC/CET1	0%	45%

*4 Greek systemic banks as of 9M 2026 at group level

Value generation vs peers over time

CAGR TBV + Dividends + SBBs 2020-9M 2026



Resilient Greek macro backdrop despite headwinds with **sustained profitable growth prospects**

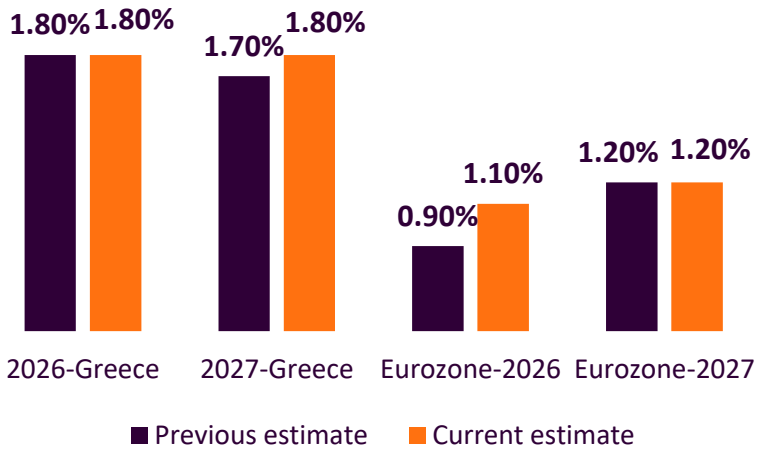
Optima bank

EUROMONEY AWARDS FOR EXCELLENCE 2026 GREECE BEST BANK FOR SMES

EUROMONEY AWARDS FOR EXCELLENCE 2026 GREECE BEST BANK FOR CUSTOMER EXPERIENCE

Sound Macro KPIs

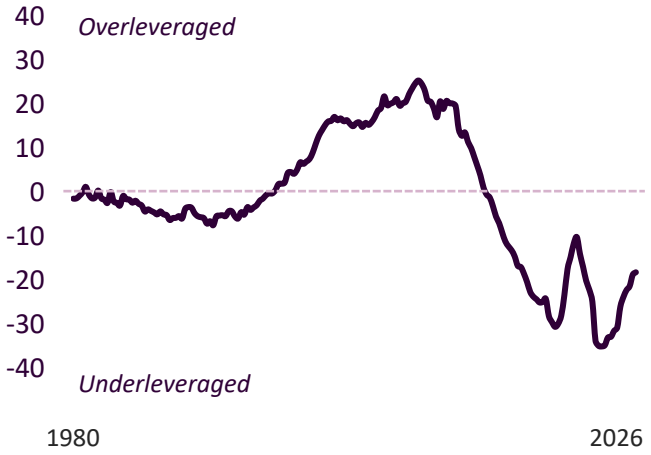
Healthy GDP momentum…



Source: IMF

…with limited releveraging

Credit to GDP gap - Credit to private sector

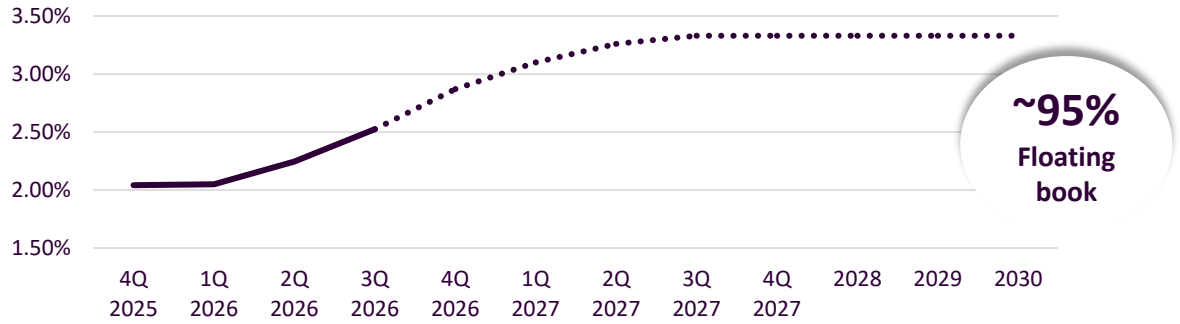


Source: BIS

Unemployment	-13.9% YoY Sept.2026
Exports	+7.5% YoY 8M 2026
Gross capital formation	+21.2% YoY 2Q 2026
Private consumption	+1.7% YoY 2Q 2026
Budget surplus	3.6% of GDP 2026

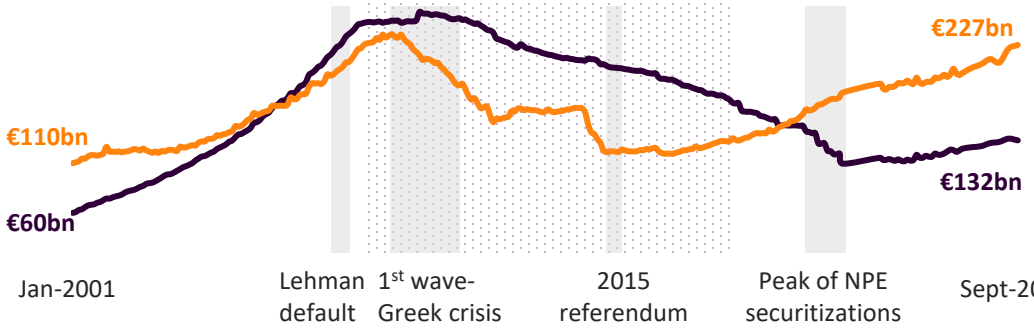
Source: Elstat; exports excluding vessels and oil products;
9M 2026 primary budget surplus at ~3.1% of GDP; 3.6% is the target for FY 2026

3m Euribor forward curve



Source: Bloomberg

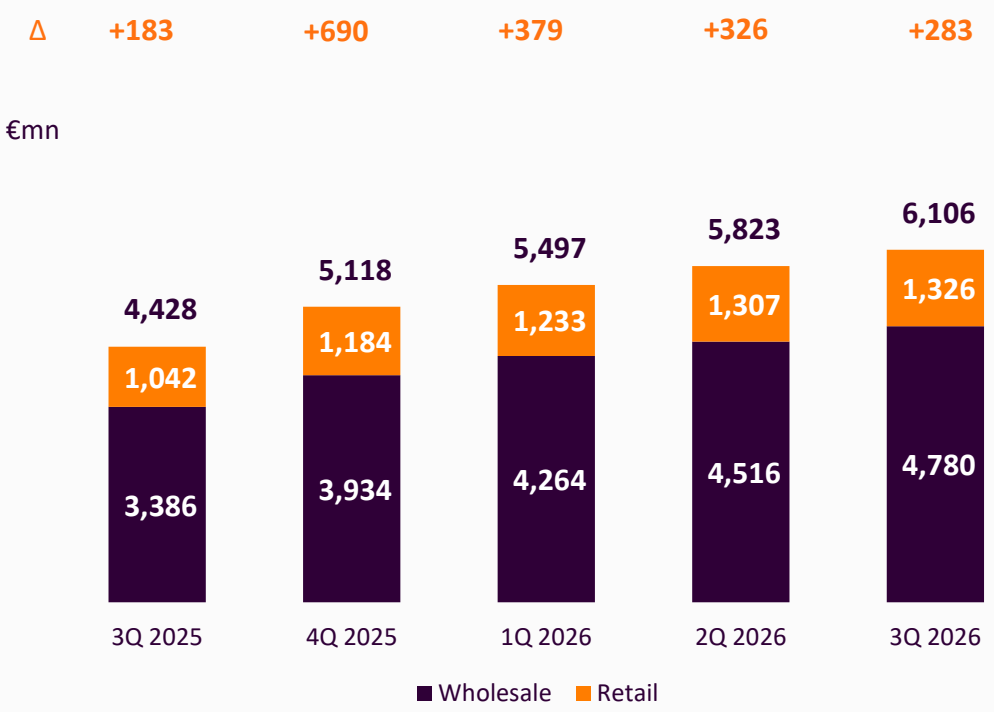
Loans/deposits – private sector



Source: Bank of Greece, Optima bank, pattern area represents the total duration of the Greek crisis (2009-2018)

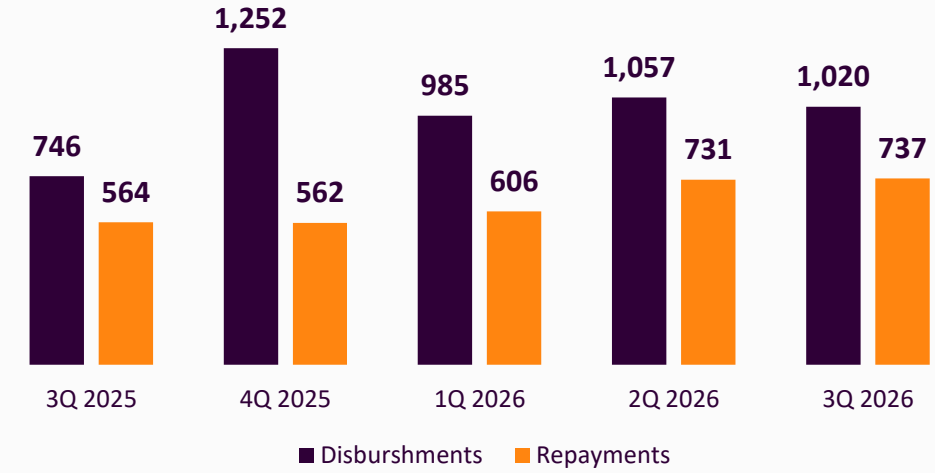
We keep growing our **loan book**

Gross loans grew 38% YoY +€1.7bn YoY



Optima bank +€1.7bn (+38% YoY) with market +€5.8bn (+4.6% YoY), i.e. ~29% of the market Δ. On a 3Q 2026 basis, we grew loan balances by €283mn with the market (private sector) down by €1.8bn

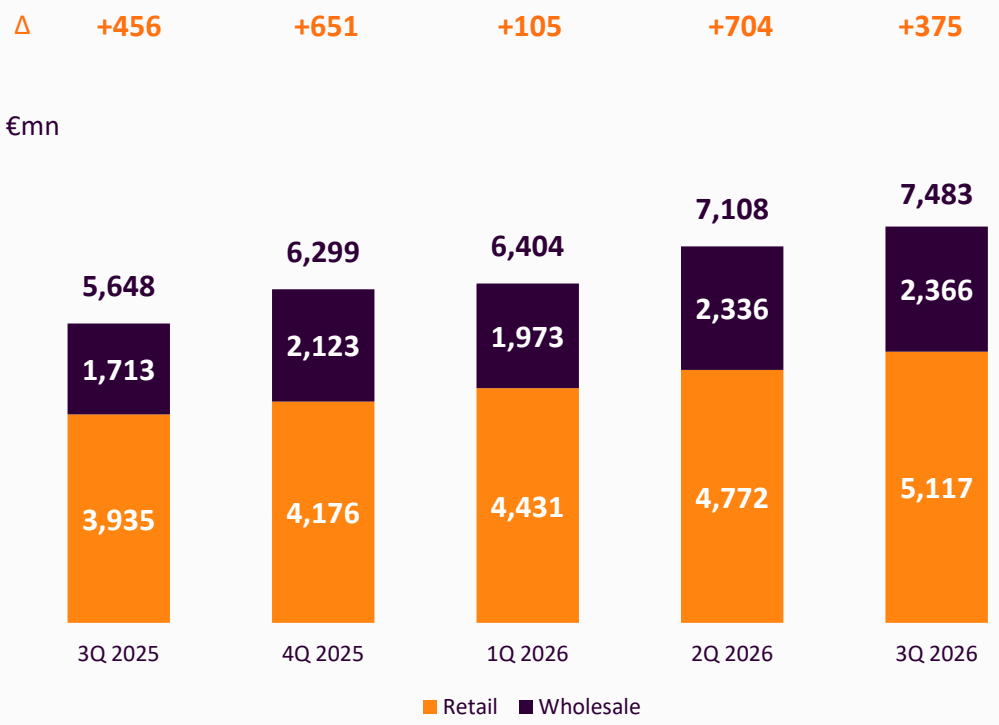
Gross disbursements/repayments



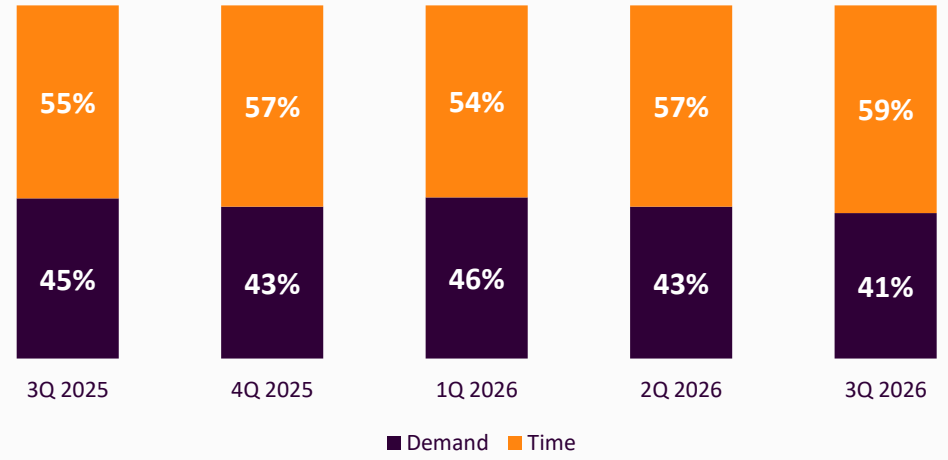
Repayment to origination ratio at 72%

Deposits continue growing at a high pace

Deposits grew 32% YoY; +€1.8bn YoY



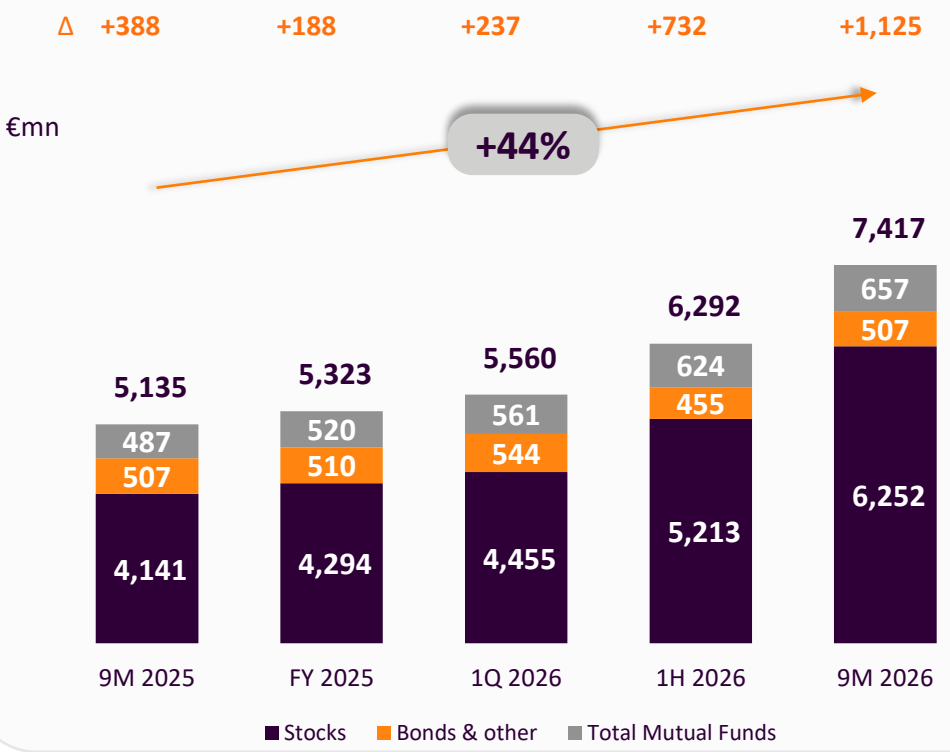
Time deposits share in the mix



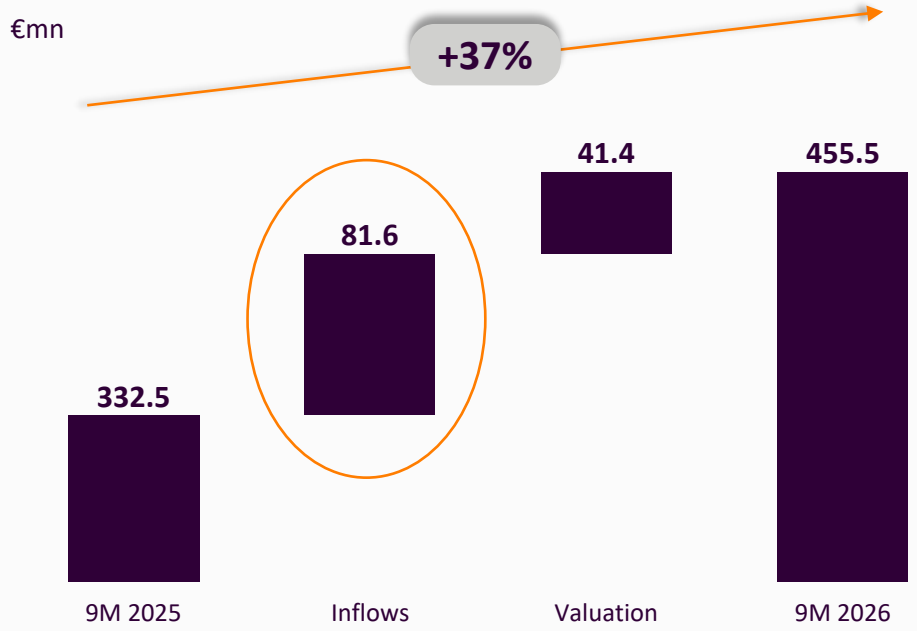
Optima bank +€1.8bn (+32% YoY) with market +€23.4bn (+10.0% YoY) i.e. ~8% of the market Δ. On a 3Q 2026 basis, Optima grew deposits (private sector) by €375mn with the market up by €4.7bn

Healthy growth in off balance sheet assets

Total Assets* at €7.4bn; +€2.3bn



Optima mutual funds inflows continued in 3Q 2026



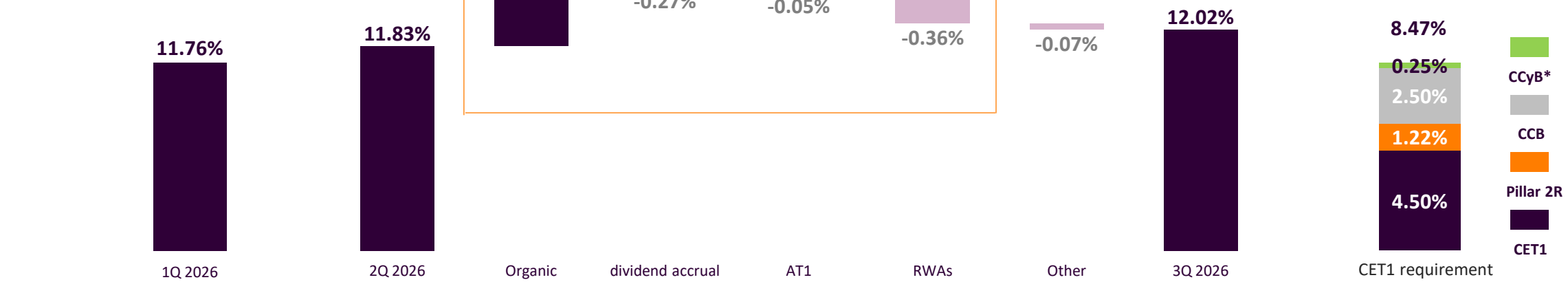
Optima mutual funds +35% y-t-d (+€118mn), with market +15.9% y-t-d (+€4.7bn)

*incorporate valuation impact and net flows

Another quarter with **organic capital generation**

CET1 trajectory QoQ

+27bps organic capital generation
despite 5% balance sheet growth QoQ



RWAs (€bn)	6.1	6.4	6.6

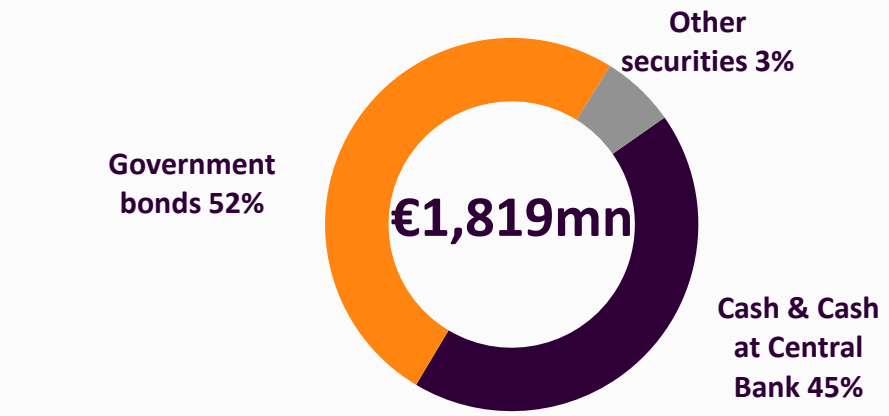
*CCyB stands at 0.50% for Greek exposures as of October 2026

Liquidity remains **healthy**

Healthy Liquidity Metrics

LCR **153.1%**	NSFR **130.0%**
L/D **81.6%**	ECB funding/assets **0%**

HQLAs 9M 2026

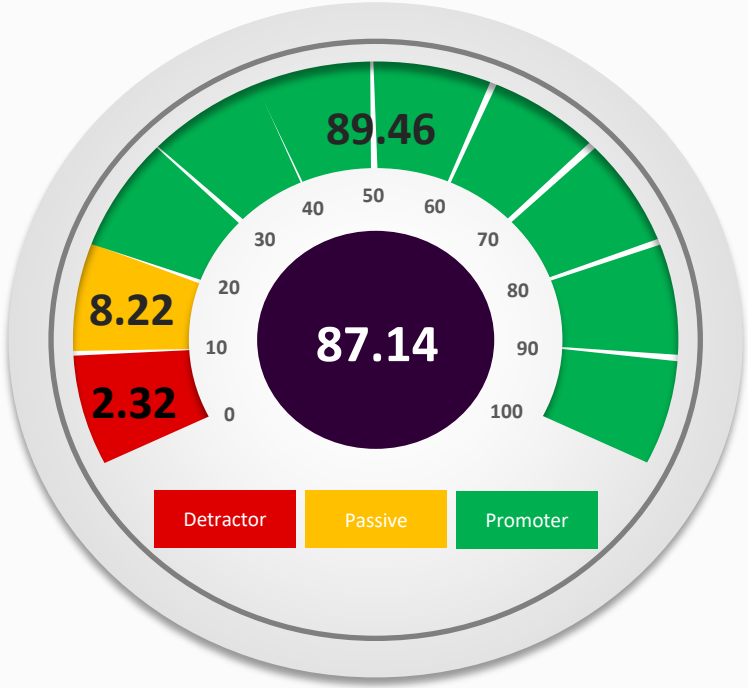




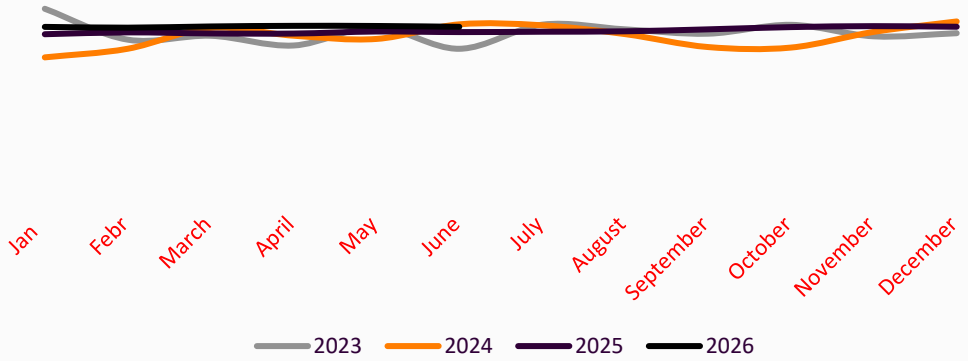
CX a key pillar of our business model

Branch NPS (Net Promoter Score)

12M rolling



Consistently high NPS



- NPS measures the loyalty of customers to a company
- First developed in 2003 by Bain and Company Management Consultants
- Score from -100 to +100
- According to Bain and Company:
  - 0 – 50 = good
  - > 50 - 80 = exceptional
  - > 80 = “World Class”

Euroxx to **strengthen our position** in investment banking, brokerage and asset management

Euroxx as a strategic opportunity and a bolt on acquisition for Optima bank

Euroxx is the #3 Greek investment house with ~12% market share in brokerage (10M 2026) and a strong IB and asset management business

- Optima bank seeks a 67-80.8% stake in Euroxx
- All cash offer stands at €65.5mn for the maximum 80.8% stake
- Closing expected by YE 2026, subject to regulatory approvals

On track to deliver 2026 guidance

	9M 2026	FY 2026 guidance	
Loan growth y-t-d	+€1.0bn	+€1.35bn @ ~€6.5bn	72%
Deposits growth y-t-d	+€1.18bn	+€1.70bn @ ~€8.0bn	69%
Net profit	€165.1mn	>€210mn, min +24% YoY	79%
RoTE	27.8%	~25%	✓
Cost of Risk	52bps	~55bps	✓
Cost to core income	22.1%	<30%	✓

Guidance does not incorporate any impact from the acquisition and consolidation of Euroxx Securities;

Optima bank

Financial Analysis

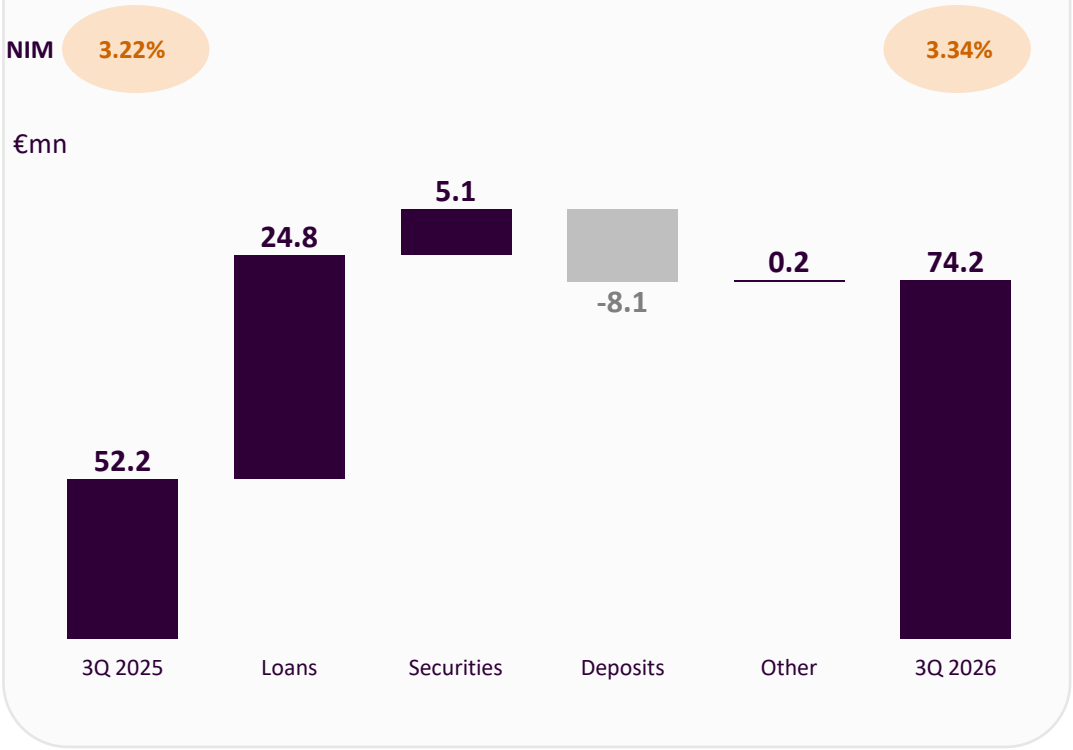
Headline financial performance

Key P&L items

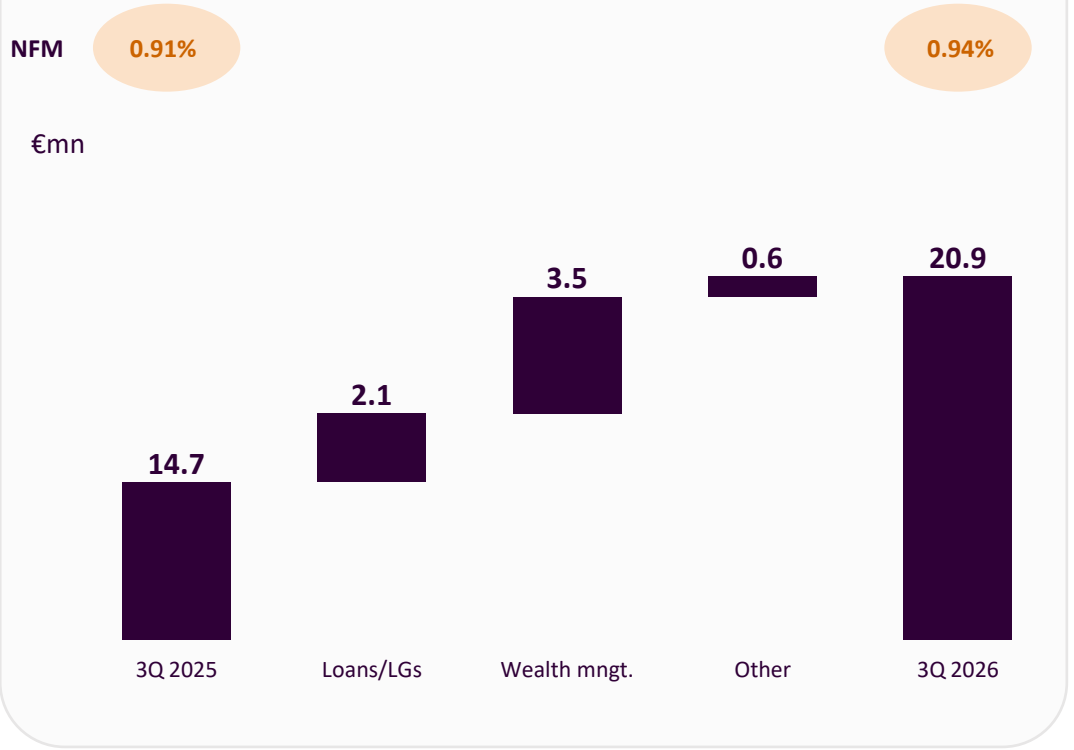
€mn	3Q 2026	2Q 2026	1Q 2026	QoQ	YoY	9M 2026	9M 2025	YoY
NII	74.2	67.3	62.0	10%	42%	203.5	153.4	33%
Fees	20.9	22.6	19.0	-8%	42%	62.4	40.2	55%
Total revenues	**100.4**	**97.4**	**84.0**	**3%**	**39%**	**281.9**	**212.7**	**33%**
Opex	20.1	19.8	18.7	1%	21%	58.6	48.9	20%
PPI	**80.4**	**77.6**	**65.3**	**4%**	**44%**	**223.3**	**163.9**	**36%**
Impairments	6.6	8.0	7.1	-18%	50%	21.7	15.1	44%
Net Profit	**60.8**	**56.8**	**47.5**	**7%**	**44%**	**165.1**	**123.4**	**34%**
Net profit adj. for AT1	**57.4**	**56.3**	**47.5**	**2%**	**36%**	**161.2**	**123.4**	**31%**

Q3 Core income +42% YoY at €95mn driven by loan growth and strong fees

Q3 NII grew 42% YoY



Fees grew 42% YoY

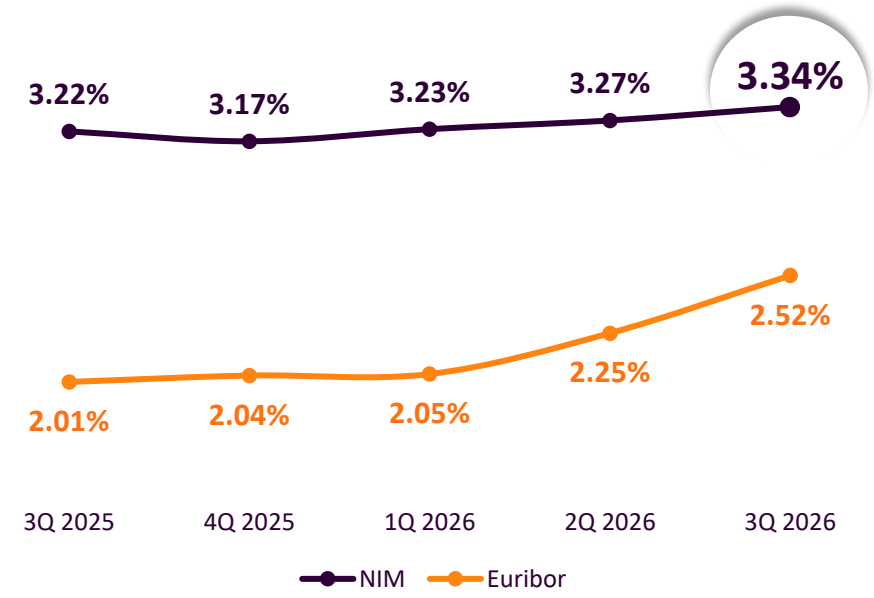


Higher base rate and increased volumes boosted NII in Q3

NII Breakdown

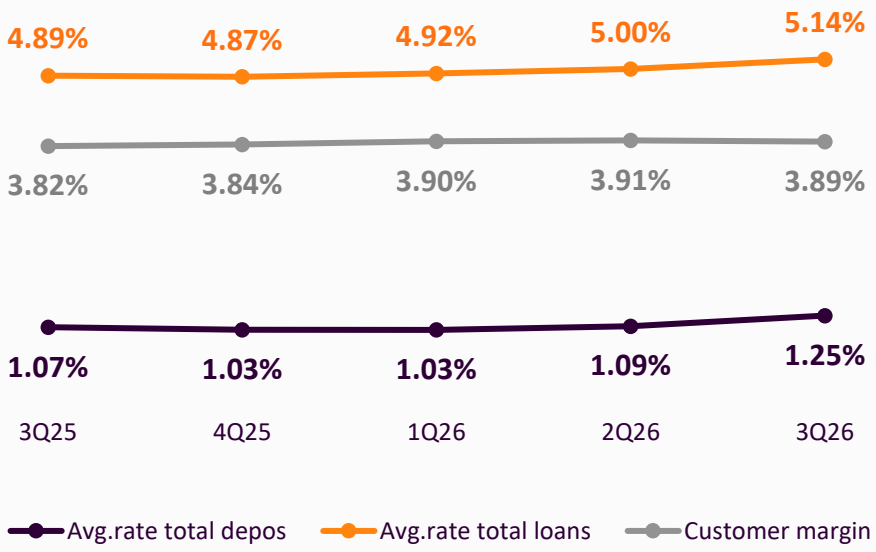
€mn	3Q 2025	4Q 2025	1Q 2026	2Q 2026	3Q 2026
Loans	56.0	60.5	67.4	73.2	80.8
Fixed income	5.1	6.9	7.2	7.9	10.2
Deposits	-14.0	-14.5	-15.4	-17.7	-22.1
CB & Interbank	5.3	3.9	2.9	4.2	5.4
Other	-0.2	-0.2	-0.2	-0.2	-0.2
Total	**52.2**	**56.6**	**62.0**	**67.3**	**74.2**

Net Interest Margin



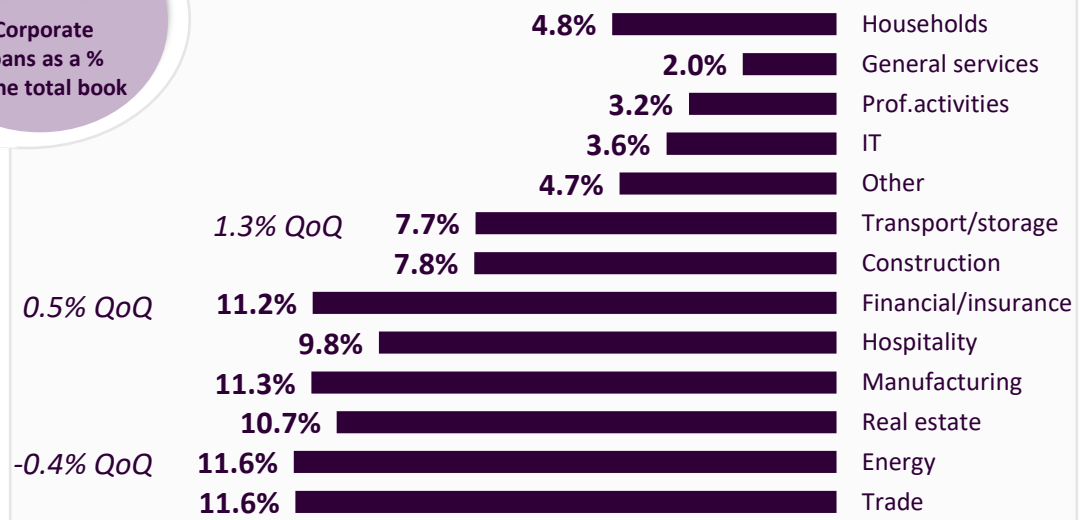
Well diversified loan book with its average rate up by 14bps QoQ

Customer margin



Gross loans breakdown 9M 2026

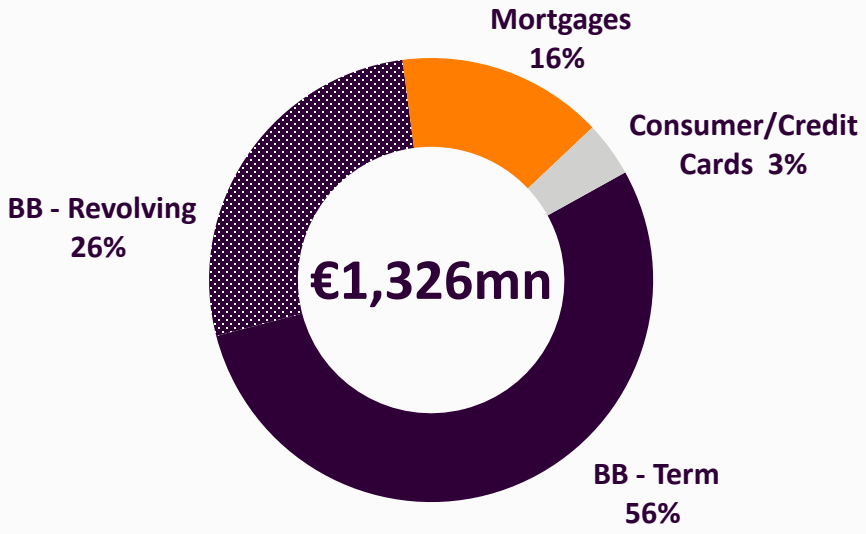
95.2%
Corporate loans as a % of the total book



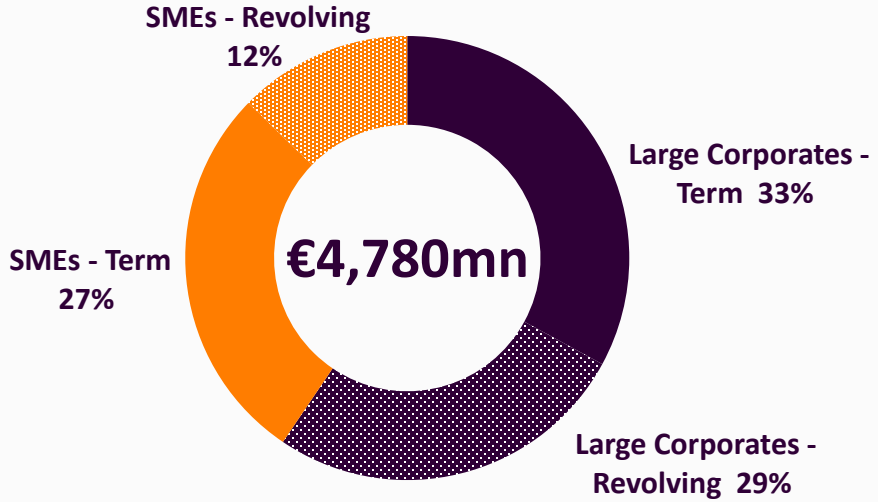
**Households includes mortgages, consumer and margin loans*

Loan book breakdown

Retail



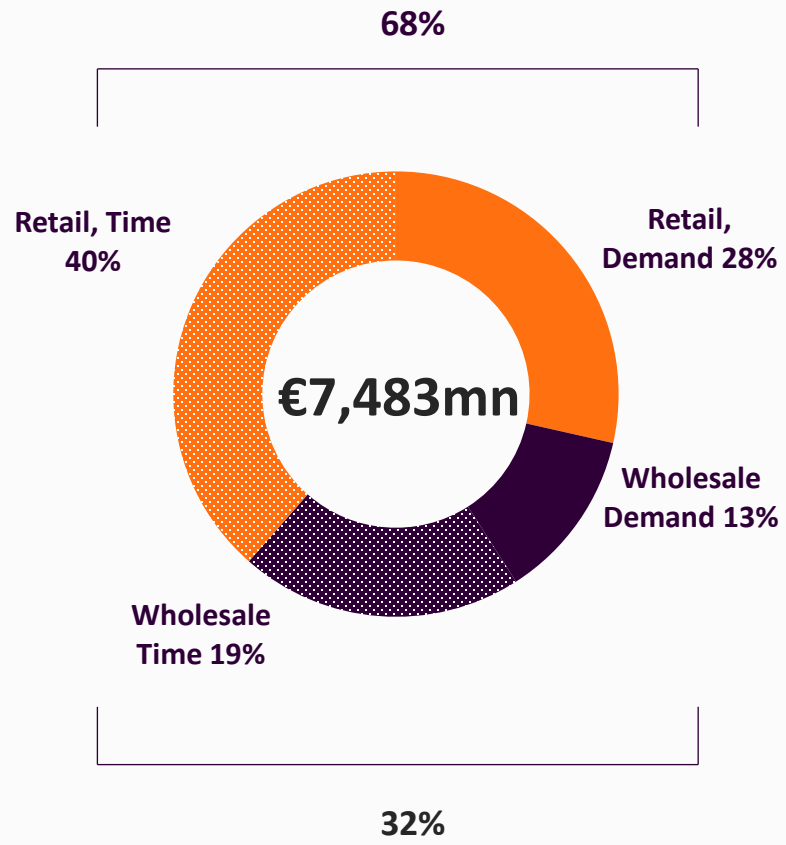
Wholesale



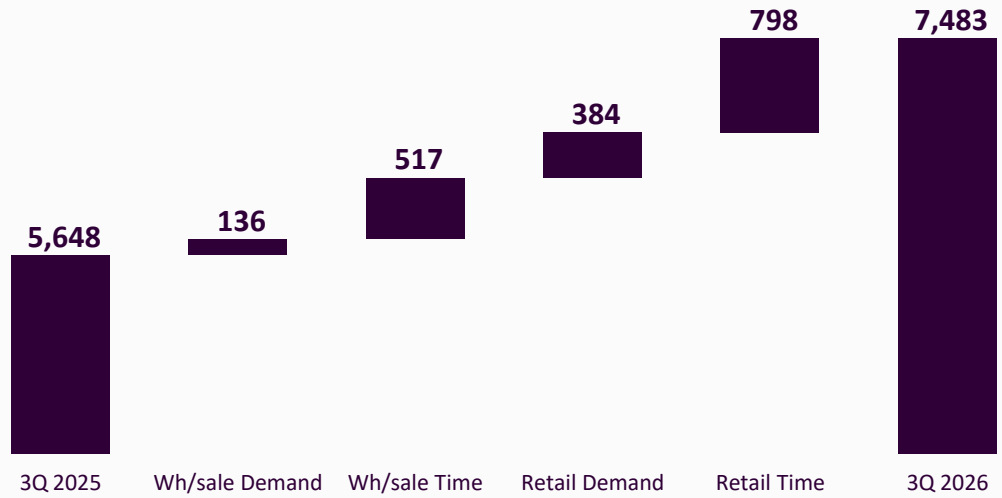
BB: Business banking-companies with turnover of €2.5-7.5mn
SME: Small and medium companies-companies with turnover of €7.5-50mn
LC: Large corporate-companies with turnover in excess of €50mn

Deposit growth driven **primarily by retail customers**

Deposits mix



Deposits movement YoY

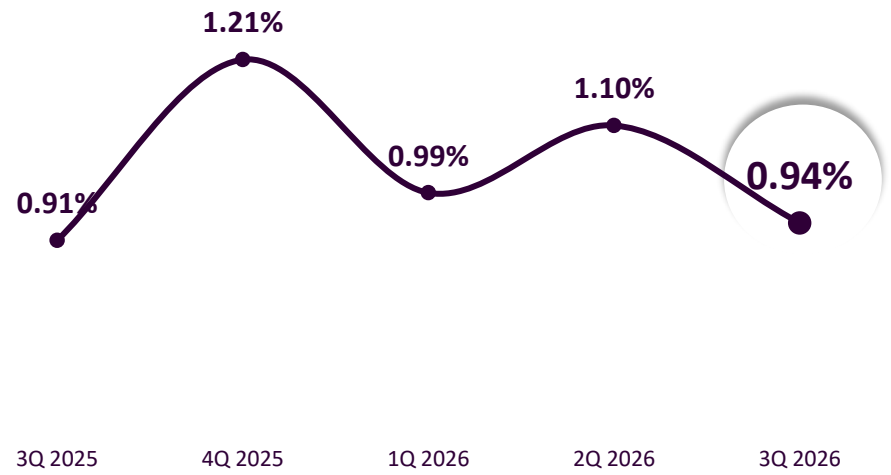


Solid commissions with 9M 2026 margin at 1%

NFI Breakdown

€mn	3Q 2025	4Q 2025	1Q 2026	2Q 2026	3Q 2026
Loans	2.6	5.6	3.0	4.3	3.7
LGs	4.3	4.9	5.0	5.0	5.3
Brokerage	3.6	4.3	5.3	6.0	5.5
Mutual Funds	1.8	3.1	2.7	2.6	3.4
Other	2.4	3.7	2.9	4.7	3.0
Total	**14.7**	**21.6**	**19.0**	**22.6**	**20.9**

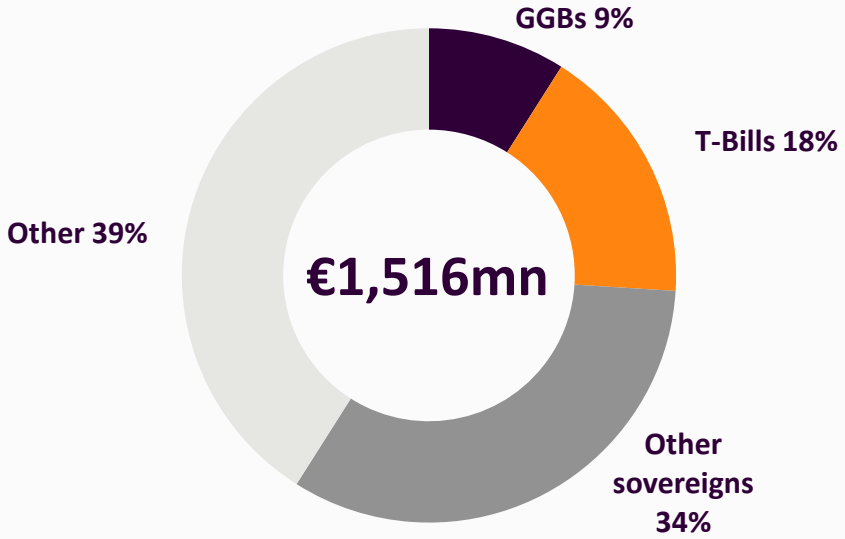
Net Fee Margin



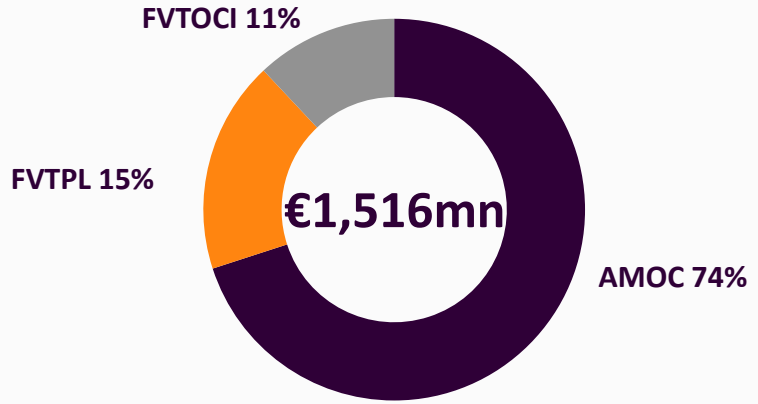
4Q 2023 — 3Q 2026

Well diversified securities book

Securities book mix



Breakdown per classification

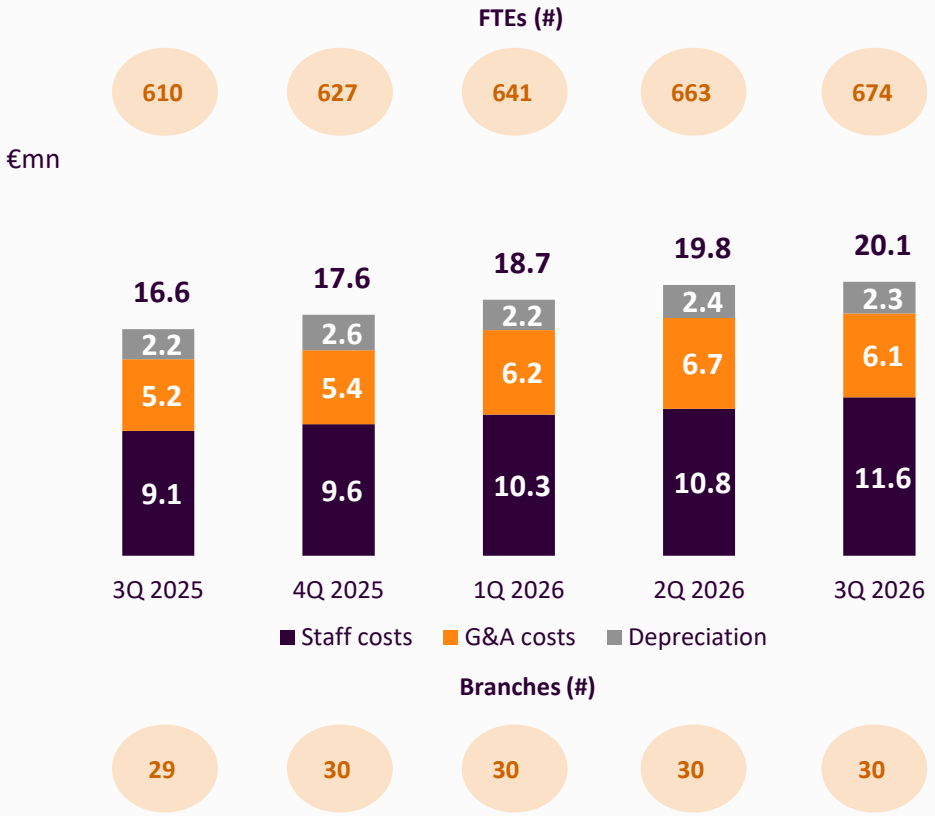


Securities over assets

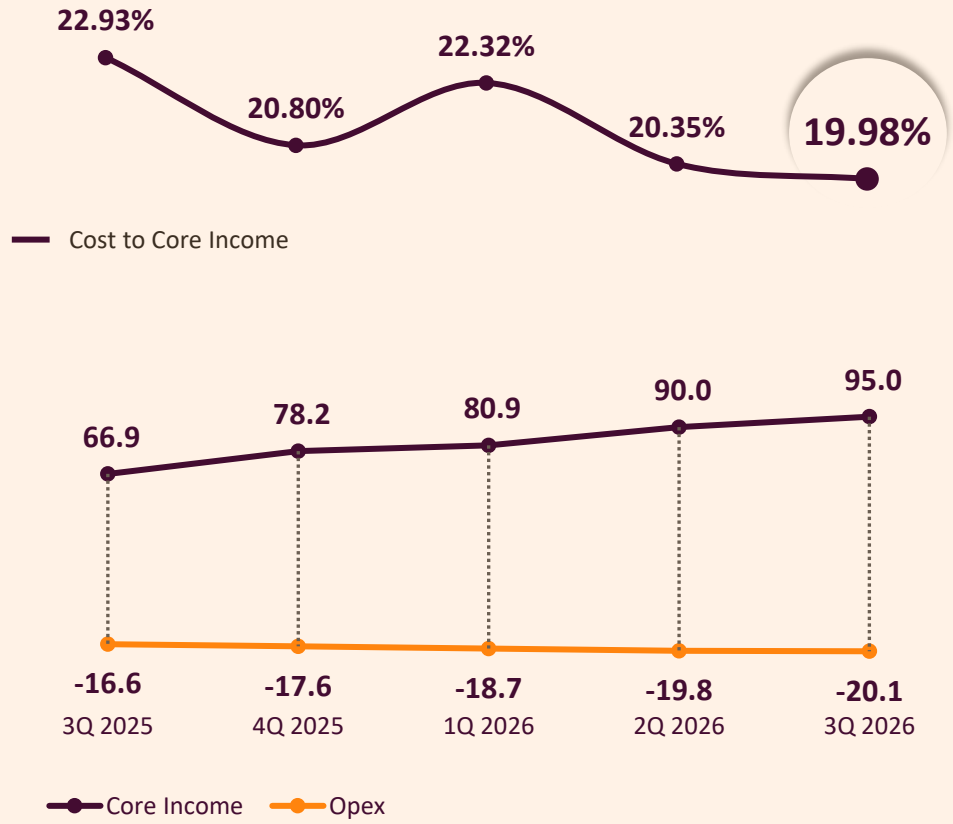


Cost efficiency remains an **integral part** of our strategy and business model

Operating expenses

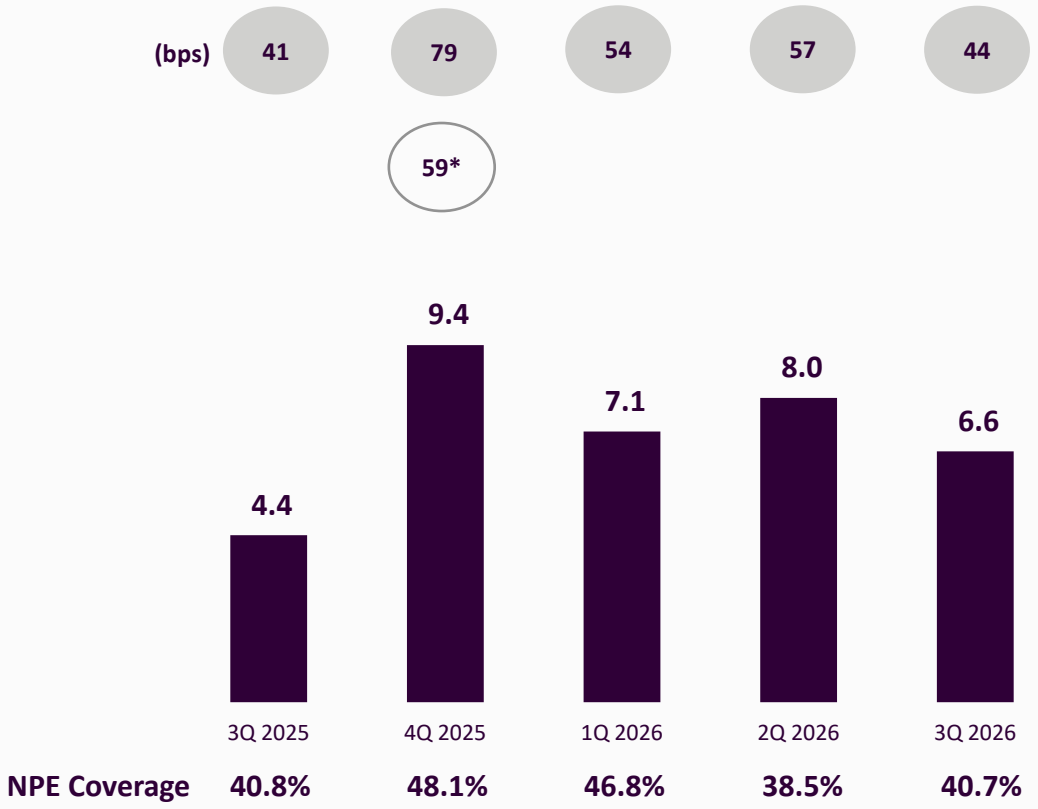


Recurring positive jaws leading to C:CI<20%



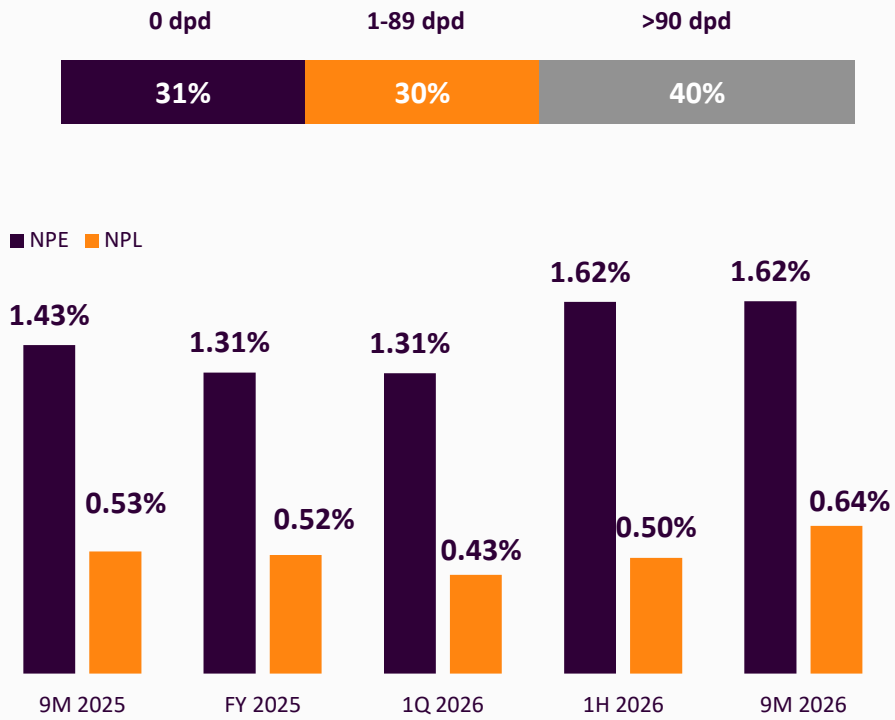
Healthy balance sheet with contained NPE flows

Cost of Risk



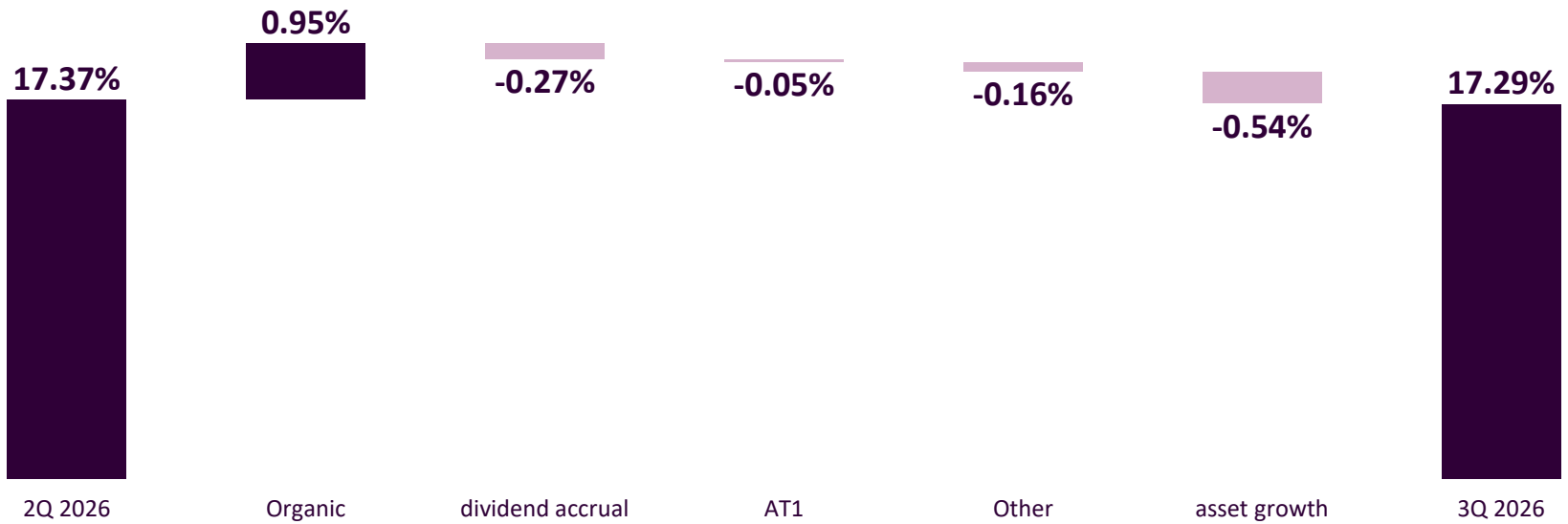
*Recurring cost of risk

NPE/NPL ratio & NPE buckets



Solid total capital position

Total capital trajectory QoQ



Optima bank

Sustainability

Sustainability Achievements

Memberships, Ratings & Awards



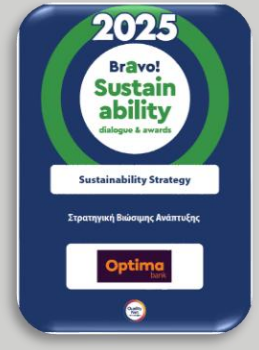












Support energy transition

- ✓ **95%** renewable energy consumption (electricity)
- ✓ **93 %** reduction in Scope 2 (market- based) emissions
- ✓ **66%** hybrid & electric cars of total bank's fleet
- ✓ €408 mln loans in renewables
- ✓ Green Asset Ratio: **1.26% (turnover)/ 2.66% (CAPEX)**
- ✓ **102.16 Kg CO2** emissions, avoided from being released into the environment, due to **recycling program**
- ✓ Development of **Environmental Management System**
- ✓ Initiation **of Sustainable Finance Framework**

Create value for people and the society

- ✓ **50%** women representation
- ✓ **36 %** of women in managerial positions
- ✓ 13 training hours/ employee
- ✓ **60%** of branches accessible to PWD
- ✓ Development of comprehensive framework for **serving people with disabilities**
- ✓ **Zero** incidents of discrimination
- ✓ NPS at **87.14**

Maintain Sound Governance Model

- ✓ **33.3%** female representation in BoD
- ✓ **83.3 %** Nonexecutive Board Members
- ✓ **50 % Independent** Nonexecutive BoD Members
- ✓ **Updated** Policies with ESG Criteria incorporated
- ✓ Stand alone environmental policy
- ✓ Sustainability related training to all employees

Sustainability strategy; driving sustainable impact across ***people***, ***planet*** and ***governance***



Support energy transition

- ✓ Minimize our own carbon footprint
- ✓ Incorporate climate and environmental factors in business and risk management
- ✓ Develop transition plans
- ✓ Implement waste management programs



Create value for people and the society

- ✓ Maintain high levels of employee and customers satisfaction
- ✓ Provide equal opportunities for all stakeholders
- ✓ Protect stakeholders' data privacy
- ✓ Enhance customer satisfaction and operational efficiency through digitalization



Maintain sound governance model

- ✓ Foster a culture of ethics, transparency and Integrity
- ✓ Embed sustainability in bank's corporate culture
- ✓ No tolerance to corruption and bribery
- ✓ Protection of whistleblowers

Optima bank

Appendix

Income Statement

in EURmn	2Q 2025	3Q 2025	4Q 2025	1Q 2026	2Q 2026	3Q 2026
Net interest income	51.7	52.2	56.6	62.0	67.3	74.2
Net fee and commission income	13.3	14.7	21.6	19.0	22.6	20.9
Core Income	**65.1**	**66.9**	**78.2**	**80.9**	**90.0**	95.0
Other income	1.5	1.7	2.2	0.5	2.2	1.0
Trading Income	5.3	3.8	4.5	2.6	5.3	4.4
Total Net Revenues	**71.9**	**72.4**	**84.8**	**84.0**	**97.4**	100.4
of which one offs	1.0	-	-	-	-	-
Staff Costs	-8.9	-9.1	-9.6	-10.3	-10.8	11.6
G&A Costs	-4.9	-5.2	-5.4	-6.2	-6.7	6.1
Depreciation	-2.3	-2.2	-2.6	-2.2	-2.4	2.3
Total Operating costs	**-16.0**	**-16.6**	**-17.6**	**-18.7**	**-19.8**	**-20.1**
Pre-Provisions Income	**55.9**	**55.8**	**67.2**	**65.3**	**77.6**	**80.4**
Pre-Provisions Income adj.	**54.9**	**55.8**	**67.2**	**65.3**	**77.6**	**80.4**
Core Pre-Provision Income	**49.0**	**50.3**	**60.5**	**62.2**	**70.1**	**75.0**
Profit from Associates	-	-	-0.6	0.0	0.0	0.0
Impairments	-5.7	-4.4	-9.4	-7.1	-8.0	-6.6
Profit before Tax	**50.1**	**51.4**	**57.2**	**58.1**	**69.6**	**73.8**
Income tax	-8.0	-9.1	-10.5	-10.6	12.8	13.0
Non Controlling Interests	0.0	0.0	0.0	0.0	0.0	0.0
Net profit attributable to shareholders	**42.1**	**42.3**	**46.7**	**47.5**	**56.8**	**60.8**

Income Statement

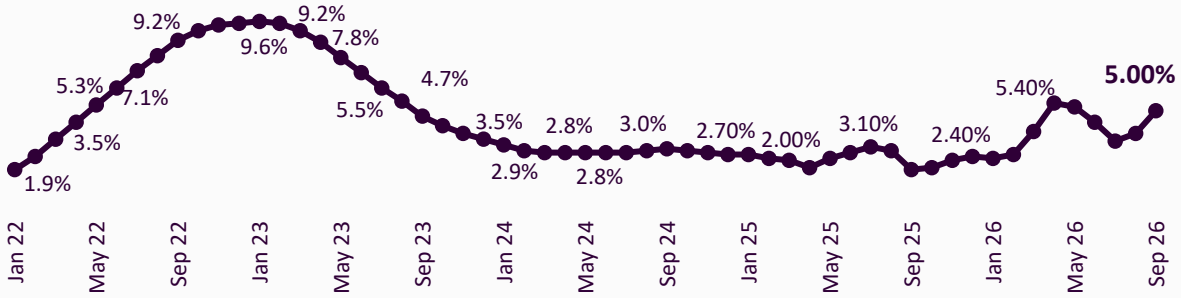
in EURmn	1H 2025	9M 2025	FY 2025	1Q 2026	1H 2026	9M 2026
Net interest income	101.2	153.4	210.0	62.0	129.3	203.5
Net fee and commission income	25.5	40.2	61.8	19.0	41.6	62.4
Core Income	**126.7**	**193.6**	**271.8**	**80.9**	**170.9**	**265.9**
Other income	4.0	5.7	7.9	0.5	2.7	3.7
Trading Income	9.6	13.4	17.9	2.6	7.9	12.3
Total Net Revenues	**140.3**	**212.7**	**297.6**	**84.0**	**181.5**	**281.9**
of which one offs	-	1.0	1.0	-	-	-
Staff Costs	-17.5	-26.7	-36.3	-10.3	-21.1	-32.7
G&A Costs	-10.3	-15.5	-20.9	-6.2	-12.8	-19.0
Depreciation	-4.5	-6.7	-9.3	-2.2	-4.6	-7.0
Total Operating costs	**-32.3**	**-48.9**	**-66.5**	**-18.7**	**-38.6**	**-58.6**
Pre-Provisions Income	**108.1**	**163.9**	**231.0**	**65.3**	**142.9**	**223.3**
Pre-Provisions Income adj.	**107.1**	**162.9**	**230.1**	**65.3**	**142.9**	**223.3**
Core Pre-Provision Income	**94.4**	**144.8**	**205.3**	**62.2**	**132.3**	**207.3**
Profit from Associates	-	-	-0.6	0.0	0.0	0.0
Impairments	-10.7	-15.1	-24.5	-7.1	-15.1	-21.7
Profit before Tax	**97.4**	**148.7**	**205.9**	**58.1**	**127.7**	**201.5**
Income tax	-16.3	-25.4	-35.9	-10.6	23.5	36.4
Non Controlling Interests	0.0	0.0	0.0	0.0	0.0	0.0
Net profit attributable to shareholders	**81.1**	**123.4**	**170.0**	**47.5**	**104.3**	**165.1**

Balance Sheet

in EURmn	1H 2025	9M 2025	12M 2025	1Q 2026	1H 2026	9M 2026
Cash & Cash at C.B.	1,091	1,171	1,005	1,044	1,366	1,345
Due from Banks	310.0	324.3	321.0	431.8	475.2	457.9
Securities	800	975	1,333	1,102	1,321	1,124
Net Loans	4,190	4,368	5,050	5,422	5,740	6,018
PP&E	10	11	11	10	10	10
Intangible Assets	11	11	11	11	11	10
RoU assets	19	18	18	17	17	16
DTA	12	13	15	15	16	19
Other Assets	117	155	116	161	189	164
Total Assets	**6,250**	**6,720**	**7,558**	**7,791**	**8,676**	**9,112**
Due to C.B. and due to Banks	155	149	281	318	299	309
Deposits	5,192	5,648	6,299	6,404	7,108	7,483
Lease Liabilities	21	20	20	19	19	18
Other Liabilities	75	203	211	256	251	246
Total Liabilities	**5,592**	**6,020**	**6,811**	**6,997**	**7,677**	**8,056**
Share Capital	255	255	255	255	255	255
Total Equity	**659**	**701**	**747**	**794**	**999**	**1,056**
Total Liabilities & Equity	**6,250**	**6,720**	**7,558**	**7,791**	**8,676**	**9,112**

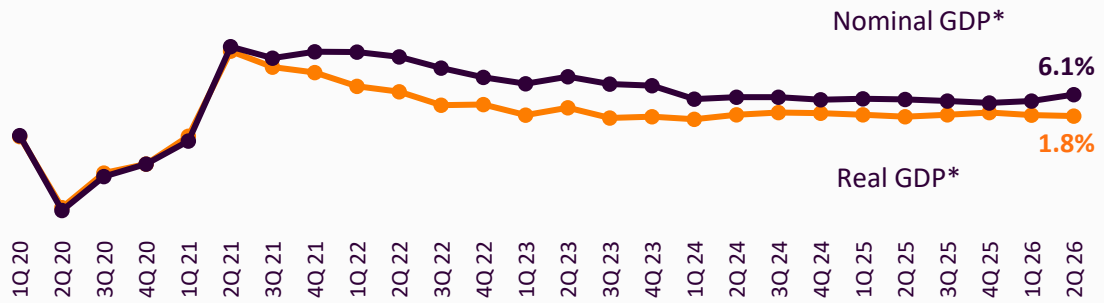
Macroeconomic environment

CPI Jan 2022 – September 2026



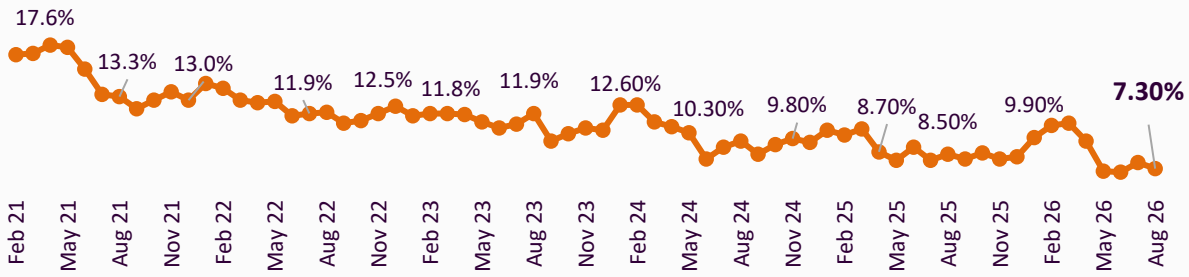
The avg. CPI in September 2026 compared with September 2025, **increased by 5%**.

GDP Jan 2022 – 2Q 2026



According to recent data published by the Bank of Greece, the growth rate of the Greek economy is estimated at 2.0% in 2026 (vs 2025: 2.1%) and 1.9% in 2027, while it is expected to increase marginally to 2.0% in 2028.

Unemployment – August 2026



Latest BoG projections (09/2026)

	2023	2024	2025	2026f	2027f	2028f
Real GDP (%)	2.3	2.1	2.1	2.0	1.9	2.0
Inflation (%)	4.2	3.0	2.9	3.5	2.7	2.2
Unemployment (%)	11.1	10.1	8.9	8.1	7.7	7.6

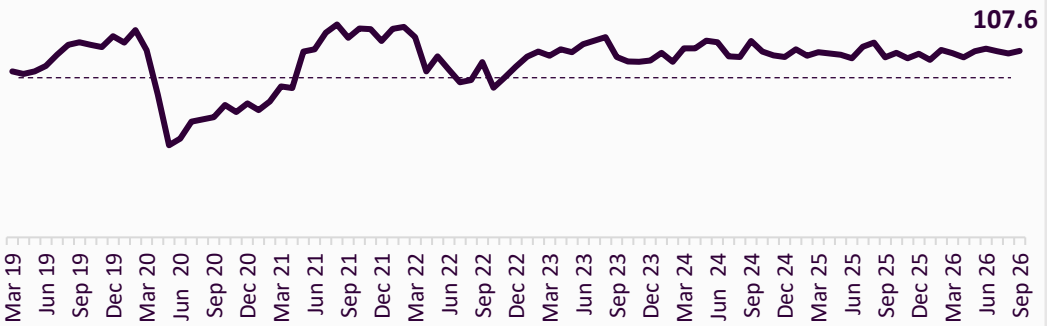
Source: **Hellenic Statistical Authority,** Note on the Greek economy **September 2026**
*Non-seasonally adjusted data

Positive outlook for the Greek economy

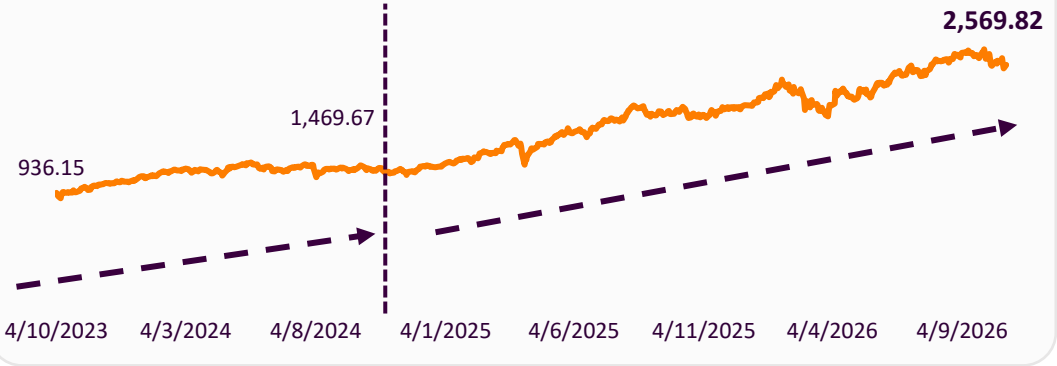
Greek sovereign ratings

Latest credit ratings			Outlook
FitchRatings	Last upgrade: 11/2025	BBB	Stable (5/2026)
S&P Global Ratings	Last upgrade: 4/2025	BBB	Stable (4/2026)
MORNINGSTAR DBRS	Last upgrade on 3/2025	BBB	Stable (3/2026)
SCOPE Scope Ratings	Last upgrade on 9/2026	BBB+	Stable (9/2026)
MOODY'S	Last upgrade on 3/2025	Baa3	Positive (9/2026)
R&I	Last upgrade: 10/2025	BBB	Stable (10/2025)

Greek economic sentiment index



ATHEX Exchange | General Index



Glossary

- **Adjusted net profit:** Net profit/loss adjusted after adding back one off expenses or deducting one off revenues
- **Basic Earnings per share (EPS):** Net profit attributable to ordinary shareholders divided by the weighted average number of shares
- **Common Equity Tier 1 (CET1):** Common Equity Tier I regulatory capital as defined by Regulation (EU) No 575/2013 as in force. based on the transitional rules for the reported period. divided by total Risk Weighted Assets (RWA)
- **Core operating income:** The total of net interest income. net banking fee and commission income and income from non banking services
- **Cost to core income ratio:** Total operating expenses divided by total core operating income.
- **Cost to Income ratio:** Total operating expenses divided by total operating income
- **Cost of Risk (CoR):** Impairment charge in the P&L, annualized, divided by the average gross loans over the period
- **Earnings per share (EPS) underlying:** Net profit attributable to ordinary shareholders excluding one off items, divided by the number of shares that resulted post the latest share capital increase
- **Fees and commissions:** The total of net banking fee and commission income and income from non banking services of the reported period
- **Fully Loaded Common Equity Tier 1:** Common Equity Tier I regulatory capital as defined by Regulation (EU) No 575/2013 as in force without the application of the relevant transitional rules for the reported period. divided by total Risk Weighted Assets (RWA)
- **Gross Loans:** Loans and advances to customers at amortised cost before expected credit loss allowance for impairment on loans and advances to customers at amortized cost and Loans and advances to customers mandatorily measured at FVTPL
- **Liquidity Coverage Ratio (LCR):** total amount of high-quality liquid assets over the net liquidity outflows for a 30-day stress period
- **Loans to Deposits ratio (L/D):** Loans and advances to customers at amortised cost divided by due to customers at the end of the reported period
- **Impairments on loans**: Impairment charge for expected credit loss

Disclaimer

This is a presentation of an exclusively informative nature, intended to provide general information about the Bank. Your participation in any way in an event at which the presentation is shown or your access to it in any other way constitutes an acknowledgment that you have read the terms hereof, which you understand and accept. This statement covers the presentation, as well as any related material, oral or written information, comments, analyses, questions and answers related to it and the information contained therein.

The Bank takes appropriate measures in order to ensure that the content herein is true and accurate, however it does not make any warranty statement, does not provide a guarantee and does not undertake any commitment as to the completeness, accuracy, adequacy and impartiality of the information included in this information. No item or information listed herein is and cannot be taken, directly or indirectly, as such a statement or guarantee by the Bank. Information herein (including market data and statistics) may be derived from publicly available sources that have not been independently verified, and forecasts, valuations and statistical analyzes are based on subjective estimates and assumptions and may use alternative methodologies that produce different results.

The information contained herein does not take into account individual circumstances, investment objectives, financial ability, experience and knowledge and, therefore, in no way constitutes or may be construed, directly or indirectly, as a proposal or solicitation for carrying out transactions on the Bank's shares, nor as a recommendation or advice for making relevant investment decisions. Before making any investment decision, please do your own research, analysis and confirmation of the information herein and seek independent legal, tax and financial advice from professionals.

Statements, estimates and forecasts concerning mainly the Bank's strategy, business objectives and development, the results of operations and its financial position, the evolution of the Bank's branches of activity, as well as in general the economic and other conditions in Greece and abroad, are based on the Bank's current view, based on information available to it at the time of writing and reflect current expectations and assumptions regarding future events and circumstances which, however, may not be verified. These statements are not guarantees of future performance and contain many risks, uncertainties, general and specific and assumptions that are difficult to predict by the Bank and are beyond its control. You should not, therefore, rely on these statements, estimates and forecasts. The Bank does not undertake any responsibility to update or revise the statements herein, unless otherwise required by applicable law.

Contact information

Kostantinos Vatousis, Head of Strategy, IR & ESG
kvatousis@optimabank.gr

George Doukas, IRO
gdoukas@optimabank.gr

32 Aigialeias & Paradeisou str. Maroussi
Athens 15125
Greece

OPTIMAr.AT
OPTIMA GA
ISIN: GRS533003000

www.optimabank.gr

Optima
bank