The Current Structure of the Greek Banking System

Trends and Developments

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Secretary General

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TABLE OF CONTENTS

A. The evolution of the Greek banking system
B. The Greek financial intermediaries
C. Credit institutions operating in Greece
D. Developments in Banks’ key balance sheet aggregates
E. Greek banks in the Balkans
F. Financial services provided by commercial banking groups in Greece
G. Money and capital markets
H. Greek payments systems
I. Current regulatory challenges in the European financial system affecting the Greek banking system
A. The Evolution of the Greek Banking System

A. 1946 - 1987: The Era of protective over-regulation in the Greek Banking System

- Extensive government intervention covering, among others, the pricing, volume and allocation of financial resources of the economy

B. Since 1987: Financial Deregulation and Market Liberalisation

*The Course of financial deregulation and market liberalisation*
- Interest rate deregulation
- Liberalisation of cross-border capital movement
- Abolition of direct credit controls
- De-specialisation of credit institutions
- Modernisation of money and capital markets as well as payments systems
- Rationalisation of monetary policy – adoption of the single euro currency
A. The Evolution of the Greek Banking System (cont.)

C. The impact of EU regulations on the establishment of a single financial market

- Freedom to provide cross-border financial services within the EU
- Minimum harmonization of Greek legislation to European standards
- Enhancement of prudential supervisory measures (capital requirements, large exposures, corporate governance)
- Creation of a deposit guarantee scheme (Hellenic Deposit Guarantee Fund)
- Enactment of money laundering legislation
- Enactment of extensive legislation on the operation of capital markets and financial intermediaries providing services in them
- Enactment of extensive legislation in the field of consumer protection law
- Adoption of International Accounting Standards
A. The Evolution of the Greek Banking System (cont.)

D. The main characteristics of the contemporary Greek Banking System

- Subject to monetary and foreign exchange policies conducted at European level
- Full integration into the single European financial market
- Universal banking prototype (banks may engage in-house in both commercial banking and investment banking services – they can also provide bank assurance services)
- Segmentation of supervisory authorities
  - Bank of Greece
  - Capital Market Commission
  - Supervisory Committee of Private Insurance
B. The Greek Financial Intermediaries

(a) Credit institutions,
- Commercial banks
- A specialised credit institution
- Cooperative banks

(b) Credit companies
B. The Greek Financial Intermediaries (cont.)

(c) Financial institutions

- Factoring companies
- Leasing companies
- Credit card issuers
- Exchange bureaus
- Money transfer mediation companies

(d) Market intermediaries providing investment services:

- on a collective basis (mutual fund management companies and investment fund management companies), and
- on an individual basis (investment firms)
C. Credit institutions operating in Greece

- 21 commercial banks incorporated in Greece (with a steadily increasing participation of foreign institutional investors in their capital basis),
- Branches of 21 commercial banks incorporated in other member states of the European Union
- Branches of 4 commercial banks from third, non-EU countries
- 1 specialised credit institutions
- 16 cooperative banks

Source: Bank of Greece Supervision of Credit and Related Financial Institutions Department – February 2007
C. Credit Institutions operating in Greece (cont.)

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Greek commercial banks</td>
<td>21</td>
<td>21</td>
<td>2,953</td>
<td>3,035</td>
<td>51,741</td>
<td>53,029</td>
</tr>
<tr>
<td>Foreign banks</td>
<td>23</td>
<td>22</td>
<td>223</td>
<td>242</td>
<td>5,133</td>
<td>5,381</td>
</tr>
<tr>
<td>Cooperative banks</td>
<td>16</td>
<td>16</td>
<td>87</td>
<td>126</td>
<td>781</td>
<td>875</td>
</tr>
<tr>
<td>Specialised Credit Institutions</td>
<td>2</td>
<td>2</td>
<td>140</td>
<td>140</td>
<td>1,682</td>
<td>2,010</td>
</tr>
<tr>
<td>Total</td>
<td>62</td>
<td>61</td>
<td>3,403</td>
<td>3,543</td>
<td>59,337</td>
<td>61,295</td>
</tr>
</tbody>
</table>

1 Postal Savings Bank and Deposits & Loans Fund.

Source: Bank of Greece (data from financial statements).
D. Developments in Banks’ key Balance Sheet Aggregates

### A. Market shares (%) in balance sheet key aggregates

<table>
<thead>
<tr>
<th></th>
<th>Assets</th>
<th></th>
<th>Loans</th>
<th></th>
<th>Deposits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greek commercial banks</td>
<td>81.0</td>
<td>81.2</td>
<td>85.1</td>
<td>84.9</td>
<td>81.8</td>
</tr>
<tr>
<td>Foreign banks</td>
<td>10.0</td>
<td>10.1</td>
<td>8.8</td>
<td>8.8</td>
<td>8.2</td>
</tr>
<tr>
<td>Cooperative banks</td>
<td>0.7</td>
<td>0.8</td>
<td>1.0</td>
<td>1.0</td>
<td>0.8</td>
</tr>
<tr>
<td>Specialised Credit Institutions</td>
<td>8.3</td>
<td>7.9</td>
<td>5.1</td>
<td>5.3</td>
<td>9.2</td>
</tr>
<tr>
<td>Total</td>
<td>100.0</td>
<td>100.0</td>
<td>100.0</td>
<td>100.0</td>
<td>100.0</td>
</tr>
</tbody>
</table>

D. Developments in Banks’ key Balance Sheet Aggregates (cont.)

- **Total Assets**
The total assets of the credit institutions that are active in the Greek market grew 21.1% in 2005 compared with 9.4% in 2004, reaching 152.6% of GDP at the end of 2005, up from 135.4 in 2004. Foreign banks active in the Greek market saw increases of 23.7% respectively in their assets.

- **Loans and deposits**
In 2005 Greek commercial banks, loans’ growth remained high 18.6% (2004: 17.9%), faster than that of deposits 14.9% (2004: 12%)

- **Own funds**
Credit institutions’ total own funds (as reported in their annual accounts) rose substantially by 39.9% in 2005 compared with 4.7% in 2004 and 7.6% in 2003.

## D. Developments in Banks’ key Balance Sheet Aggregates (cont.)

<table>
<thead>
<tr>
<th>Banks’ key balance sheets aggregates (percentage changes over year)</th>
<th>All bank</th>
<th>Greek Commercial Banks</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2002</td>
<td>2003</td>
</tr>
<tr>
<td>Loans</td>
<td>15</td>
<td>14.2</td>
</tr>
<tr>
<td>Own Funds</td>
<td>-14.6</td>
<td>7.6</td>
</tr>
<tr>
<td>Deposits</td>
<td>5.3</td>
<td>9.6</td>
</tr>
<tr>
<td>Deposits &amp; repos</td>
<td>-0.8</td>
<td>3.9</td>
</tr>
<tr>
<td>Total Assets</td>
<td>4</td>
<td>6.3</td>
</tr>
</tbody>
</table>

Source: Bank of Greece Annual Reports 2003, 2004 and 2005
The Profitability of Greek Banks

Greek commercial banks operating profits improved considerably in 2005 (15.5% compared to 2004). Higher profits in 2005 mainly stemmed from a 13.9% rise in net interest income and a very effective effort to curtail their operating costs, which dropped by 3.2% as a result of the implementation of voluntary retirement plans by certain banks in 2004 and of their cost containment policies in general.

According to the IMF Financial System Stability Assessment (January 2006)

- The Greek financial system has benefited overall from strong economic growth, financial liberalization and integration into the EU and euro area
- No immediate threat to systemic stability is perceived, but the financial sector faces challenges
- The financial position of the Greek banking sector has strengthened since integration in the EU
- The banking sector faces medium-term challenges
- The entire financial system faces challenges arising from the introduction of International Financial Reporting Standards
- The bank supervisory authorities have been largely effective in responding to new challenges
E. Greek Banks in the Balkans

(a) Greek Banks' Network (branches and personnel until 31.12.2006)

Seven banking groups presented in five Balkan countries (Albania, Bulgaria, Romania, Turkey, and Serbia) with total 839 branches and 14,820 personnel.

(b) Greek Banks' Network (Overseas Subsidiaries until 31.12.2005)

- Seven banking groups presented in six Balkans countries (Albania, Bulgaria, FYROM, Romania, Serbia-Montenegro and Turkey) with total 19 subsidiary banks, 878 branches and 13,130 personnel.
- The Greek banks’ expansion to the Balkans is in line with the overall tendency of European banks to broaden their geographical scope to include neighboring countries. As regards their strategy in the Balkans, Greek banks tend to increase the number of branches where they have already established subsidiaries or branches. By contrast, where they have acquired domestic banks, they often reduce the number of branches in the context of reorganization.
### E. Greek Banks in the Balkans (cont.)

#### Greek Banks’ Network in Balkans

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<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Branches</td>
<td>Personnel</td>
</tr>
<tr>
<td>Albania</td>
<td>15</td>
<td>172</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>205</td>
<td>1600</td>
</tr>
<tr>
<td>FYROM</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Romania</td>
<td>12</td>
<td>262</td>
</tr>
<tr>
<td>Serbia</td>
<td>220</td>
<td>3066</td>
</tr>
<tr>
<td>Turkey</td>
<td>387</td>
<td>9717</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>839</strong></td>
<td><strong>14.817</strong></td>
</tr>
</tbody>
</table>

Source: Hellenic Bank Association
F. Financial services provided by commercial banking groups in Greece

- TRADITIONAL COMMERCIAL BANKING SERVICES
  - deposits,
  - granting of commercial, housing, consumer loans, fund transfer services

- OTHER FINANCIAL SERVICES
  - Leasing, factoring

- FUND MANAGEMENT SERVICES
  - on a private basis
  - on a collective basis

- INSURANCE BROKERAGE
F. Financial services provided by commercial banking groups in Greece (cont.)

- INVESTMENT SERVICES

- securities underwriting and related services
- brokerage of stocks and stock-related derivatives
- dealing in stocks and stock-related derivatives for own account
- brokerage of bonds
- brokerage of interest-rate- and foreign-exchange-related derivatives
- dealing in bonds for own account
- dealing in interest-rate- and foreign-exchange-related derivatives
- financial advisory services
- safekeeping of securities
G. Money and Capital Markets

1. The Athens Stock Exchange
   - The ASE operates under the supervision of the Capital Market Commission (CMC) which is the body primarily responsible for ensuring the protection of investors and the compliance of market participants with capital markets legislation.

2. The Athens Derivatives Exchange S.A. (ADEX)
   - The main purpose of ADEX is the organization and support of trading in the derivatives market, the organization of the trading system as well as any similar activity.

3. The Market for Government Securities
   - The Bank of Greece has developed an electronic market (HDAT) and a settlement system (BOGS) for trading and settling Greek government securities in book-entry form.

4. The PanEuropean character of Money Market in eurozone
H. Greek Payment Systems

(a) The real-time gross settlement system: HERMES

HERMES is the national TARGET-linked RTGS system, operated by the Bank of Greece. HERMES usually settles high-value payments on a real time basis and with immediate finality.

(b) Athens Clearing Office

The Athens Clearing Office (ACO) is a multilateral net settlement paper-based clearing system which settles in the books of the Bank of Greece.

(c) DIAS (national ACH): DIAS payment systems are used mostly for low value payments, namely card payments, credit transfer payments (salaries, pensions e.t.c.), direct debits (telecommunications, electricity, water bills, taxis e.t.c.) and cheque clearing. DIAS has developed and operates the following subsystems:

- DIASCHEQUE
- DIASPAY
- DIASTTRANSFER
- DIASATM Switching
- DIASDEBIT
I. Current Regulatory Challenges in the European Financial System affecting the Greek banking system

- Implementation of the Directive concerning the capital adequacy framework for credit institutions and investment firms
- Payment Systems Directive (PSD)
- SEPA project
- TARGET2
- Report on the retail banking sector inquiry (Competition in retail banking)
I. Current Regulatory Challenges in the European Financial System affecting the Greek banking system (cont.)

- TARGET2 Securities project
- Markets in financial instruments Directive (MiFID)
- Proposal for a directive on credit to consumers
- 3d Money Laundering Directive
- Post FSAP initiative (2005 – 2010)
Greek banking is in a period of rapid transformation, reflecting the impact of national, European and international forces. Deregulation and European integration are already intensifying competition. This paper assesses empirically the relationship between the development of the banking system and the stock market and economic performance for the case of Greece over the period 1986–1999. Greece is a medium sized EU country where the financial liberalization process started back in the early eighties.