



# Key Developments and Growth in Greek Ship-Finance

May 2013

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**Petrofin Bank Research**© presents, for the 12<sup>th</sup> year running, an overview and an in-depth analysis of the bank loan portfolios to Greek shipping, as of 31<sup>st</sup> December 2012.

Petrofin wish to thank all participating banks for their on-going support, without which this research would not have been possible.

The portfolios show both the shipping loans outstanding, as well as loans committed but undrawn. The committed but undrawn loans may be viewed as an indication of each bank's ship lending momentum and / or the extent of its involvement in newbuilding finance.

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## 1. Main findings

The highlight points of this year's results for Greek ship finance are as follows:

- ④ Greek ship finance shows an overall reduction in 2012 of -2.83%

The overall Greek loans (drawn and committed but undrawn) booked both in Greece and worldwide as of 31/12/ 2012 fell from \$67.694bn to \$65.78bn.

The Greek ship finance market has been adversely affected by ongoing factors, such as:

- Continuously depressed shipping markets across most sectors, except offshore
- Continued decline of vessels' earnings and values
- Poor short-term prospects for most shipping sectors due to over-ordering with deliveries still exceeding scrapping, thus adding to a chronic over-supply position
- Increased bank loan provisions, restructurings and / or defaults
- The Greek State crisis as the first manifestation of a wider European economic and banking crisis
- Announced departure from ship finance and / or Greek ship finance of a number of banks
- Inability of borrowers to reduce loans

The above adverse factors have created difficult credit conditions for new loans with only the most financially robust owners being provided with limited finance. Additionally, innovative and / or differentiated banking products and credit structures are in short supply.

The global banking issues and the slow-down in the global economy have produced significant difficulties for primarily the European banks, coupled with liquidity shortages and capital adequacy problems, in conjunction with the effects of Basel III. It is significant to note that, with notable exceptions, most European banks, are still in the phase of deleveraging and this has also impacted on Greek ship finance. Furthermore, increasingly, European banks have focused on allocating more resources to their national economies and owners.

The research has revealed some banks that have grown against the trend and have increased their Greek ship finance exposure, the main ones being KFW, ABN AMRO, Citi, DVB, Nordea, Bremer, Nord LB, Credit Suisse\*, in addition to the ever growing presence of the Far Eastern banks. Hence, the analysis has shown that of the total 51 banks engaged in Greek ship finance, 13 banks are showing growth of an average of 37.64% and 21 are showing a decline of an average of 14.6%.

④ Specifically, there continues to be a drop in the Committed but undrawn Greek ship finance exposure from \$7.115bn in 2011 to \$5.764 in 2012, i.e. -19%. This fall signifies that, as previous commitments, essentially for n/bs, turned into loans, they were not replaced by fresh commitments. This affects both the ability of existing n/b orders being financed, as well as the possibility of placing new orders.

Banks have contributed via credit restrictions to the slowdown of ordering and to the restoration overtime of a market equilibrium. However, low shipbuilding prices, ecodesigns and the prospects and eventual recovery are still attracting orders.



Whereas for large financially strong public and private Greek companies some ship finance is still available, there are virtually no prospects for the smaller to medium-sized owners, who are often reduced to cash buyers only.



Drawn Loans are marginally down overall from \$60.58bn to \$60.013bn.



Not surprisingly, the Greek banks loan portfolios' fall of -12.49% is significantly more severe than last year's -8.6%, from \$14.517bn in 2011, to \$12.705 in 2012.



Additionally, international banks WITH a Greek presence show a further decline of the order of -3.9%. The Drawn portfolio of this group of banks is up by 1.45%, whereas the undrawn is down by 24.96%.



The International Banks without a Greek presence actually showed an increase to \$19.161bn from \$17.887bn last year, i.e. a rise of 7.13%. Although a smaller rise than last year's, it is still the most positive force for Greek ship finance.



The number of banks involved in Greek shipfinance is down from 55 to 51.



The top 10 Greek ship financing banks (with 2 banks sharing the 10<sup>th</sup> position) held 62.56% in 2011 whereas in 2012 they held 60.8% and their portfolios is down to \$39.9bn from \$42bn.



European banks continue to account for the vast majority of total loans, although they show a reduction from 95.58% to 92%.



RBS remained the market leader with \$10.555m. Credit Suisse\* has climbed to the second position, Commerzbank\* has fallen to the third, as it is running down its portfolio, DVB has climbed to the fourth place with DNB having fallen to the fifth.



As of 31/12/2013, and before the implementation of substantial mergers in 2013, Emporiki\* is still in the first place in terms of Greek banks with NBG now second, closely followed by Marfin and Alpha bank. No Greek bank has recorded growth.



The total percentage of German banks in Greek ship finance now stands at 25.85% compared to 26.17% in 2011, 26.95% in 2010 and 28.74% in 2009.



The Lead Managers in syndicated loans have increased their managed portfolios by 12% to \$10.275 from \$11.512bn.



Continuing our research into the percentage of Committed but Undrawn loans that refer to Newbuildings, we note that the largest percentage of Committed and Undrawn loans continues to refer to Newbuilding orders, up to 79% from 68% last year. This underlines the lack of interest for second hand ship finance.



Lastly, and although not the focus of this research, we need to highlight the increasing presence of US equity funds in Greek ship finance, drawn by bottom picking opportunities and the lack or reduced terms of traditional ship finance.



## 2. Total Greek shipfinance portfolio as of end 2012 Petrofin Bank Research ©

The annual results by Petrofin Bank Research ©, now released for the 12th year running, reflect the exposure of all banks engaged in lending to Greek owners, at the end of 2012.

In **Table 1** below, we note that

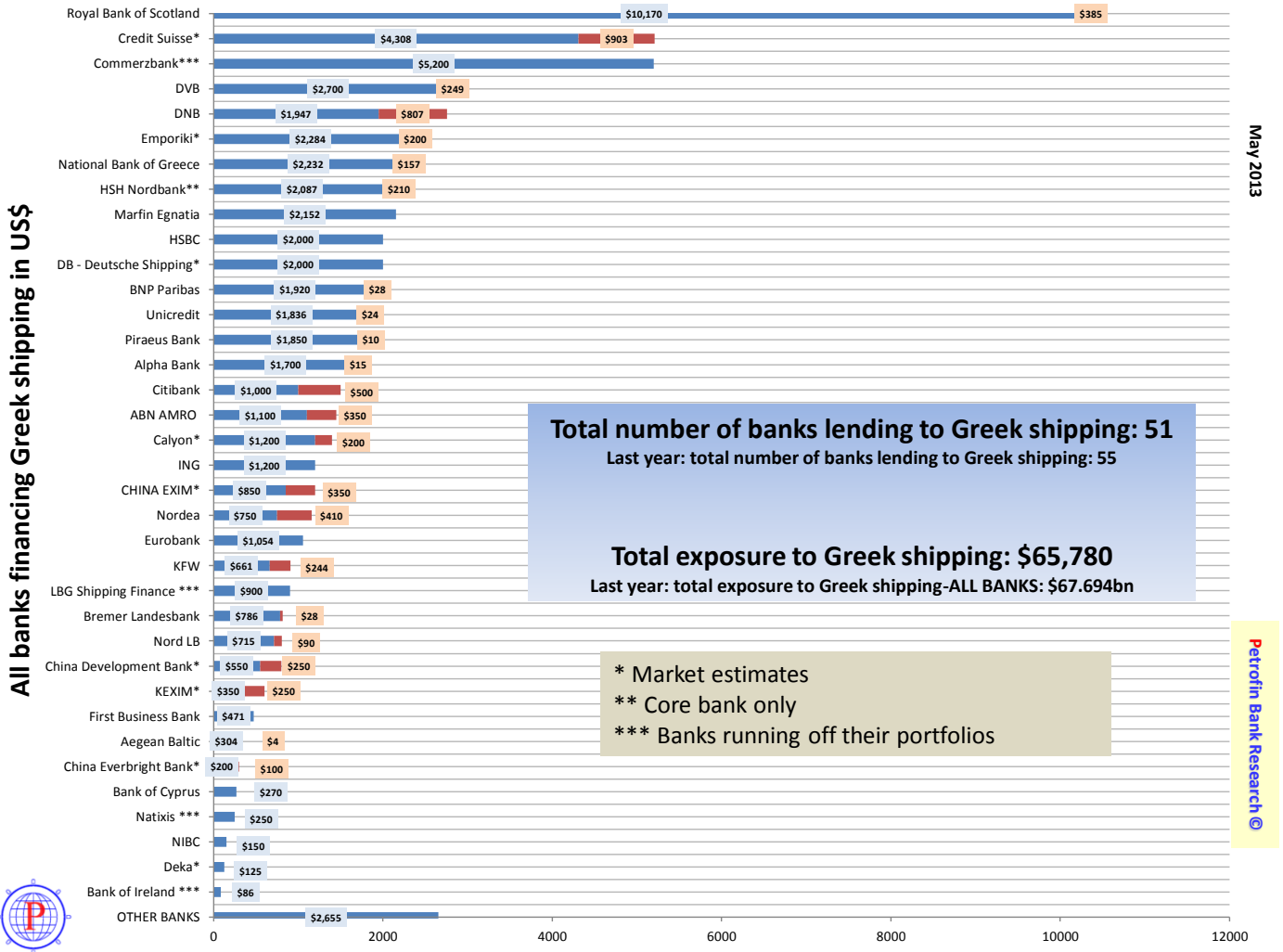
**Table 1**

	December 2001	December 2002	December 2003	December 2004	December 2005	December 2006	December 2007	December 2008	December 2009	December 2010	December 2011	December 2012
Growth percentage		28.66%	20.19%	26.61%	11.62%	28.45%	44.31%	9.39%	-8.478%	-1.17%	2.20%	-2.83%
Total Greek Shipping Portfolio	\$16,525m	\$21,261m	\$25,554m	\$32,353m	\$36,112m	\$46,387m	\$66,941m	\$73,228m	\$67,020m	\$66,235	\$67,694	\$65,780
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In Graph 1 below we see all the banks in terms of their portfolios:

**Graph 1**



Note: for ranking total and performance, please refer to page 28

### 3. Research and Analysis

#### A. The Greek shipfinance market

Graph 2

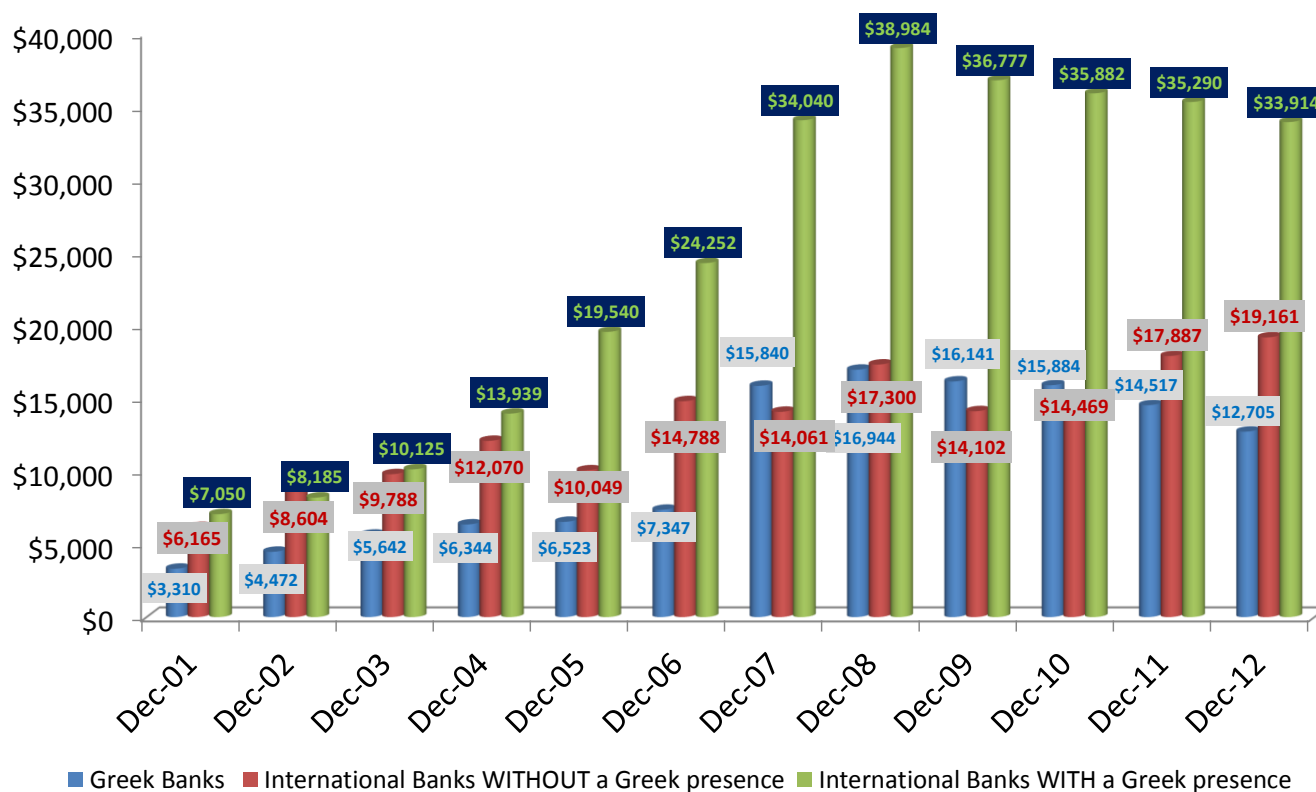
Bank exposure in terms of bank groups is as follows:

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Greek shipping bank portfolios since 2001 – per bank group  
in \$m



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In line with last year, Greek banks and International banks with a Greek presence showed a decline for the fourth year running. International banks without a Greek presence showed an increase by \$1.274bn, less than half of last year's increase of \$3.4bn, but an increase nevertheless. This sector remains highly fragmented with 15 banks in the OTHER BANKS category (one less than last year). It should be noted that the OTHER BANKS category last year boosted the whole portfolio, whereas this year they contribute less.

In the table below (**Table 2**) we observe the overall growth evolution in Greek ship lending as a whole as well as for the three bank groups:

**Table 2: Overall Growth in Greek Ship lending (in US\$m)**

	Overall Greek ship lending portfolio as of end 2012	Overall Greek ship lending portfolio as of end 2011	Overall Greek ship lending portfolio as of end 2010	Overall Greek ship lending portfolio as of end 2009	Overall Greek ship lending portfolio as of end 2008	Percentage of growth between December 2011 and December 2012	Percentage of growth between December 2010 and December 2011	Percentage of growth between December 2009 and December 2010	Percentage of growth between December 2008 and December 2009	Percentage of growth between December 2001 and December 2012	Average yearly growth since 2001
 International Banks WITH a Greek presence	\$33,914.38	\$35,290.47	\$35,882.29	\$36,777.31	\$38,984.4	-3.90%	-1.65%	-2.43%	-5.66%	381.05% (Between 2001 and 2011: 400.57%)	15.35% (Between 2001 and 2011: 17.48%)
International Banks WITHOUT a Greek presence	\$19,161.35	\$17,886.81	\$14,468.76	\$14,101.65	\$17,299.5	7.13%	23.62%	2.60%	-18.49%	210.81% (Between 2001 and 2011: 190.13%)	10.86% (Between 2001 and 2011: 11.24%)
Greek banks	\$12,704.53	\$14,517.08	\$15,883.60	\$16,140.55	\$16,944.24	-12.49%	-8.60%	-1.59%	-4.74%	283.82% (Between 2001 and 2011: 338.58%)	13.01% (Between 2001 and 2011: 15.93%)
<b>Total</b>	\$65,780.26	\$67,694.36	\$66,234.65	\$67,019.51	\$73,228.14	-2.83%	2.20%	-1.17%	-8.48%	298.06% (Between 2001 and 2011: 309.65%)	13.68% (Between 2001 and 2011: 15.14%)
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**Table 3: Growth in Drawn portfolios and Committed and Undrawn portfolios (in US\$m)**

	Drawn loan portfolio as of end 2012	Drawn loan portfolio as of end 2011	Drawn loan portfolio as of end 2010	Drawn loan portfolio as of end 2009	Drawn Loan portfolio as of end 2008	% of change in Drawn Loan portfolio between 2010 and 2012	Committed but Undrawn loan portfolio as of end 2012	Committed but Undrawn loan portfolio as of end 2011	Committed but Undrawn loan portfolio as of end 2010	Committed but Undrawn loan portfolio as of end 2009	Committed but Undrawn loan portfolio as of end 2008	% of change in Committed but Undrawn Loan portfolio between 2010 and 2011
 International Banks WITH a Greek presence	\$31,160.23	\$31,620.25	\$31,718.47	\$30,861.13	\$29,020	2012: -1.45%	\$2,754.15	\$3,670.22	\$4,163.82	\$5,916.19	\$9,964.4	2012: -24.96%
						2011: -0.31%						2011: -11.85%
						2010: +2.78%						2010: -29.62%
						2009: +6.34%						2009: -40.63%
International Banks WITHOUT a Greek presence	\$16,536.00	\$15,334.69	\$11,647.95	\$10,516.29	\$11,777.88	2012: +7.83%	\$2,625.00	\$2,552.12	\$2,820.8	\$3,585.35	\$5,521.62	2012: +2.86%
						2011: +31.65%						2011: -9.52%
						2010: +10.76%						2010: -21.32%
						2009: -10.71%						2009: -35.07%
Greek banks	\$12,318.23	\$13,624.62	\$13,715.56	\$13,229.71	\$12,776.77	2012: -9.59%	\$386.30	\$892.46	\$2,168.04	\$2,911.38	\$4,167.46	2012: -56.72%
						2011: -0.66%						2011: -58.84%
						2010: +3.68%						2010: -25.5%
						2009: +3.54%						2009: -30.14%
Total	\$60,014.46	\$60,579.55	\$57,082	\$54,607.00	\$53,574.65	2012: -0.93%	\$5,765.45	\$7,114.80	\$9,153	\$12,412.92	\$19,653.48	2012: -18.97%
						2011: +6.13%						2011: -22.27%
						2010: +4.53%						2010: -26.27%
						2009: +1.93%						2009: -36.84%

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The fall of the overall commitments is almost -19%. The banks without a Greek presence still finance primarily newbuildings, and the slight rise in commitments is boosted by the Far Eastern ship building related finance. Greek banks continue their free-fall in commitments, as they undergo their own fundamental changes through mergers and acquisitions. The international banks with a Greek presence, which are primarily European, continue to show restraint.



The top 10 banks' ranking order follows in Table 4.

Table 4: The top ten banks ranked by portfolio size (in US\$m)

Rank	As of end 2012			As of end 2011			As of end 2010			As of end 2009		
	Bank	Total exposure in \$m	Market share % of total Greek portfolio	Bank	Total exposure in \$m	Market share % of total Greek portfolio	Bank	Total exposure in \$m	Market share % of total Greek portfolio	Bank	Total exposure in \$m	Market share % of total Greek portfolio
1	Royal Bank of Scotland	\$10,555.30	16.05 %	Royal Bank of Scotland	\$11,455	16.92 %	Royal Bank of Scotland	\$12,439	18.78 %	Royal Bank of Scotland	\$13,302	19.85%
2	Credit Suisse*	\$5,211.00	7.92%	Commerzbank-Deutsche Schiffsbank	\$5,606	8.28%	Deutsche Schiffsbank	\$5,556	8.39 %	HSH Nordbank	\$5,202	7.76%
3	Commerzbank ***	\$5,200.00	7.91%	Credit Suisse*	\$5,000	7.39%	Credit Suisse*	\$4,500	6.79 %	Deutsche Schiffsbank	\$4,969	7.41%
4	DVB	\$2,949.00	4.48%	DNB	\$2,850	4.21%	HSH Nordbank*	\$3,122	4.71 %	Credit Suisse*	\$4,000	5.97%
5	DNB	\$2,754.00	4.19%	DVB	\$2,831	4.18%	National Bank of Greece	\$3,004	4.54 %	National Bank of Greece	\$3,217	4.80%
6	Emporiki*	\$2,484.00	3.78%	Emporiki Bank	\$2,700	3.99%	DNB Nor	\$2,877	4.34 %	Alpha Bank	\$2,675	3.99%
7	National Bank of Greece	\$2,389.00	3.63%	National Bank of Greece	\$2,566	3.79%	Emporiki Bank	\$2,730	4.12 %	Emporiki Bank of Greece	\$2,620	3.91%
8	HSH Nordbank*	\$2,297.33	3.49%	Marfin Egnatia	\$2,403	3.55%	DB - Deutsche Shipping	\$2,613	3.95 %	DNB Nor	\$2,544	3.80%
9	Marfin Egnatia	\$2,152.00	3.27%	HSBC	\$2,400	3.55%	Marfin Egnatia	\$2,483	3.75 %	Marfin Egnatia	\$2,450	3.66%
10	HSBC	\$2,000.00	3.04%	DB - Deutsche Shipping*	\$2,323	3.43%	Alpha Bank	\$2,470	3.73 %	Calyon*	\$2,000	2.98%
	ING	\$2,000.00	3.04%	HSH Nordbank	\$2,217	-28.98						
	<b>Totals</b>	<b>\$39,991.63</b>	<b>60.80%</b>	<b>Total</b>	<b>\$42,351</b>	<b>62.56%</b>	<b>Total</b>	<b>\$41,794</b>	<b>63.10 %</b>	<b>Total</b>	<b>\$42,979</b>	<b>64.13%</b>

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The tenth position is shared between HSBC and ING. Thus, the top 11 banks now share 60.8% of the market, as opposed to 62.56% held by last year's top 11 banks. The significant changes are the rise by one notch of Credit Suisse\*, DVB and with HSH reappearing in the top 10. Significantly, the biggest risers are banks not in the group above.

## Nationality of banks

In terms of nationality, and compared to the previous years, the banks are distributed as follows:

**Table 5: Distribution of banks engaged in Greek Ship-finance by nationality**

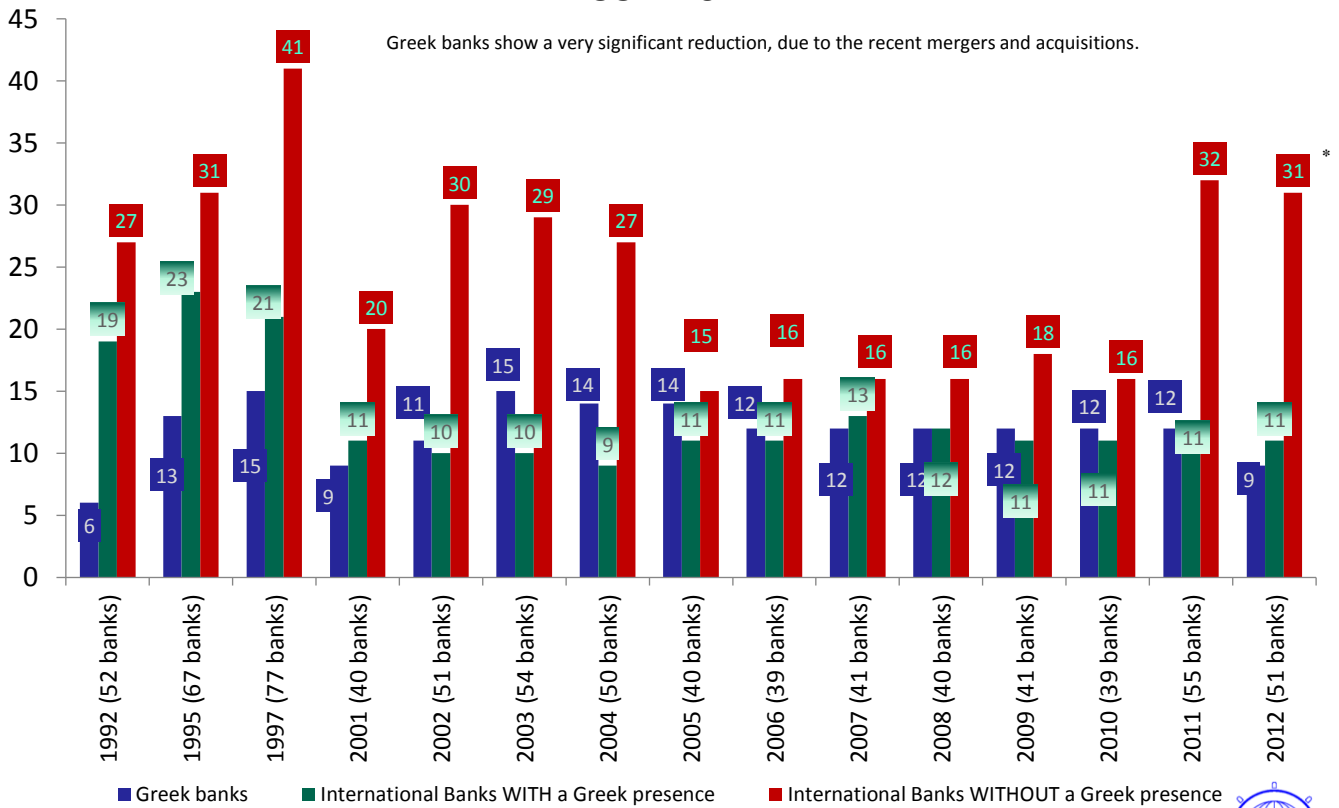
Nationality	end 2003	end 2004	end 2005	end 2006	end 2007	end 2008	end 2009	end 2010	end 2011	end 2012	Total Portfolios per Geographical region as of end 2012	Percentage of total of Greek ship finance as of end 2012
UK & Ireland	5	5	4	5	5	6	5	4	5	5	2012: \$13,581	2012: 20.65%
											2011: \$15,533	2011: 22.95%
											2010: \$16,260	2010: 24.85%
France / Belgium	8	6	3	3	3	4	4	3	5	5	2012: \$3,813	2012: 5.8%
											2011: \$4,401	2011: 6.5%
											2010: \$4,702	2010: 7.18%
Scandinavian	2	2	2	2	2	2	2	2	6	6	2012: \$5,029	2012: 7.65%
											2011: \$5,325	2011: 7.9%
											2010: \$4,227	2010: 6.46%
Germany	10	10	9	10	11	11	11	10	10	10	2012: \$17,006	2012: 25.8%
											2011: \$17,717	2011: 26.17%
											2010: \$17,848	2010: 26.95%
Holland	5	5	4	3	3	3	2	2	2	3	2012: \$2,800	2012: 4.26%
											2011: \$1,632	2011: 2.41%
											2010: \$747.6	2010: 1.14%
Greece	15	14	14	12	12	12	12	12	12	9	2012: \$12,704	2012: 19.31%
											2011: \$14,517	2011: 21.45%
											2010: \$15,883	2010: 24.27%
Other European	4	4	2	1	1	1	2	3	5	3	2012: \$5,566	2012: 8.5%
											2011: \$5,575	2011: 8.24%
											2010: \$4,575	2010: 6.99%
<b>European Total</b>	49	46	38	36	37	39	38	36	45	41	2012: \$60,500	2012: 91.97%
											2011: \$64,700	2011: 95.58%
											2010: \$64,245	2010: 97%
North America	4	3	1	2	3	1	1	1	3	3	2012: \$1,780	2012: 2.71%
											2011: \$1,408	2011: 2.08%
											2010: \$940	2010: 1.44%
Far East	1	1	1	1	1	0	2	2	6	6	2012: \$3,000	2012: 4.56%
											2011: \$1,286	2011: 1.9%
											2010: \$1,050	2010: 1.60%
Australia									1	1	2012: \$500	2012: 0.76%
											2011: \$300	2011: 0.44%
<b>World Total</b>	54	50	40	39	41	40	41	39	55	51	2012: \$65,780	
											2011: \$67,694	
											2010: \$66,235	

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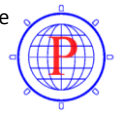
The most interesting developments concern the rise of Holland both in terms of banks and portfolio ranking. Germany, UK&Ireland, France&Belgium continue their slight decline. Greece shows the biggest decline in both number of banks and ranking and the European total shows an overall decline from 95% to 92%. North American banks continue to increase and so do Far Eastern ones.

Graph 3

## Number of banks financing Greek Shipping 1992-2012



■ Greek banks    ■ International Banks WITH a Greek presence    ■ International Banks WITHOUT a Greek presence



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## B. Analysis of the 3 bank groups

### International Banks WITH a Greek Presence

In Graph 4 we note

#### Graph 4

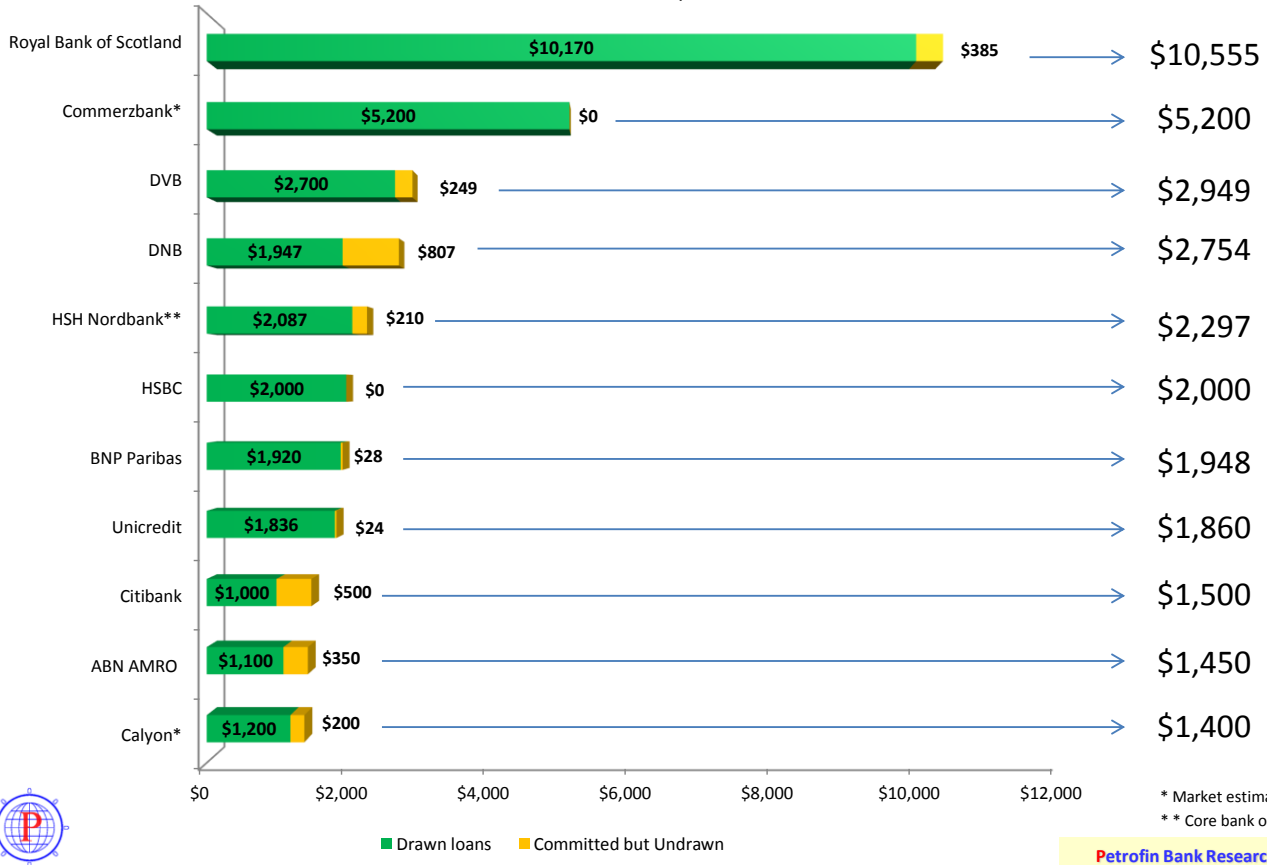
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#### International Banks WITH a Greek presence

Total Greek Portfolio: **\$33,914**, Number of Banks: **11**

Total Greek Portfolio: **\$35,290m**, Number of Banks: **11**  
in US\$m

Totals



This is still the Group with the highest exposure to Greek shipping. Total exposure, however is down by -3.9%. Considering the fall by the Greek banks and the fact that all the above but one are European banks, then the fall is less than perhaps expected.

In Tables 6, 7 and 8 below we note the differences between Total portfolios, Drawn loans and Committed but Undrawn loans over a period of 5 years for the Banks WITH a Greek presence:



**Table 6: International Banks with a Greek presence – Total Greek portfolios**

International Banks WITH a Greek presence - Total Greek portfolios (in US\$m)						
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2011 and 2012
Royal Bank of Scotland	\$10,555	\$11,455	\$12,439	\$13,302	\$13,980	<b>-7.85%</b> (Between 2010 and 2011: -7,91%)
HSH Nordbank**	\$2,297	\$2,220	\$3,122	\$5,202	\$5,670	<b>3.48%</b> (Between 2010 and 2011: -28,98%)
Commerzbank*	\$5,200	\$5,606	\$5,556	\$4,969	\$5,650	<b>-7.24%</b> (Between 2010 and 2011: +0,90%)
Calyon*	\$1,400	\$1,550	\$2,000	\$2,000	\$2,750	<b>-9.68%</b> (Between 2010 and 2011: -22,5%)
Unicredit	\$1,860	\$2,040	\$1,885	\$1,951	\$2,176	<b>-8.80%</b> (Between 2010 and 2011: +8,23%)
DVB	\$2,949	\$2,831	\$2,174	\$1,470	\$1,850	<b>4%</b> (Between 2010 and 2011: +30,22%)
ABN AMRO	\$1,450	\$1,132	\$346	\$251	\$236	<b>28.09%</b> (Between 2010 and 2011: +227,59%)
HSBC	\$2,000	\$2,400	\$2,300	\$1,650	\$1,343	<b>-16.67%</b> (Between 2010 and 2011: 4,35%)
BNP Paribas	\$1,948	\$2,101	\$2,244	\$1,249	\$1,239	<b>-7.27%</b> (Between 2010 and 2011: -6,37%)
Citibank	\$1,500	\$1,108	\$940	\$940	\$1,145	<b>35.38%</b> (Between 2010 and 2011: +17,87%)
DNB	\$2,754	\$2,850	\$2,877	\$2,544	\$3,042	<b>-3.37%</b> (Between 2011 and 2010: -0,94%)
*Market Estimate ** Core bank only						
<b>Total</b>	<b>\$33,914.38</b>	<b>\$35,293.00</b>	<b>\$35,882.09</b>	<b>\$36,777.31</b>	<b>\$38,984.40</b>	<b>-3.90%</b> (Between 2011 and 2010: -1,65%)
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The group that has always supported Greek shipping is still declining. These are banks that are continuing to have a Greek presence, which gives them a first hand position of knowledge on Greek shipping and are still funding new orders, especially for the very big owners.



**Table 7: International banks WITH a Greek presence – Drawn loans**

International Banks WITH a Greek presence - Drawn Loans (in US\$m)						
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2011 and 2012
Royal Bank of Scotland	\$10,170	\$10,620.00	\$11,288.00	\$11,279.00	\$10,730.00	<b>-4.42%</b> (Between 2010 and 2011: -5.92%)
HSH Nordbank**	\$2,087	\$2,180.00	\$2,881.00	\$4,583.00	\$4,402.00	<b>0.87%</b> (Between 2010 and 2011: -24.44%)
Commerzbank*	\$5,200	\$5,176.00	\$5,007.00	\$4,046.00	\$4,100.00	<b>0.46%</b> (Between 2010 and 2011: +3.38%)
Calyon*	\$1,200	\$1,250.00	\$1,500.00	\$1,500.00	\$1,750.00	<b>-4.00%</b> (Between 2010 and 2011: -16.67%)
Unicredit	\$1,836	\$1,820.00	\$1,701.40	\$1,562.00	\$1,640.00	<b>0.89%</b> (Between 2010 and 2011: +6.97%)
DVB	\$2,700	\$2,500.00	\$2,080.00	\$1,309.00	\$1,250.00	<b>8%</b> (Between 2010 and 2011: +20.19%)
ABN AMRO	\$1,100	\$815.00	\$304.07	\$135.00	\$204.00	<b>34.97%</b> (Between 2010 and 2011: +168.03%)
HSBC	\$2,000	\$2,200.00	\$1,900.00	\$1,450.00	\$1,233.00	<b>-9.09%</b> (Between 2010 and 2011: +15.79%)
BNP Paribas	\$1,920	\$2,015.00	\$1,980.00	\$750.00	\$523.00	<b>-4.71%</b> (Between 2010 and 2011: +1.77%)
Citibank	\$1,000	\$911.00	\$780.00	\$875.00	\$1,100.00	<b>9.77%</b> (Between 2010 and 2011: +16.79%)
DNB	\$1,947	\$2,136.00	\$2,297.00	\$2,257.00	\$2,530.00	<b>-8.85%</b> (Between 2011 and 2010: +7.01%)
*Market Estimate ** Core bank only						
<b>Total</b>	<b>\$31,160.23</b>	<b>\$31,620.25</b>	<b>\$31,718.00</b>	<b>\$30,861.00</b>	<b>\$29,020.00</b>	<b>-1.11%</b> (Between 2011 and 2010: -0.31%)
<b>Petrofin Bank Research © - May 2013</b>						



**Table 8: International Banks WITH a Greek presence – Committed but undrawn loans**

International bank WITH a Greek presence - Committed but Undrawn loans (in US\$m)						
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2011 and 2012
Royal Bank of Scotland	\$385	\$835.00	\$1,150.68	\$2,023.00	\$3,250.00	<b>-53.86%</b> (Between 2011 and 2010: -46.145%)
HSH Nordbank**	\$210	\$40.00	\$241.00	\$619.00	\$1,268.00	<b>425.85%</b> (Between 2011 and 2010: -83.4%)
Commerzbank*	\$0	\$430.00	\$549.00	\$923.00	\$1,550.00	<b>-100.00%</b> (Between 2011 and 2010: -21.68%)
Calyon*	\$200	\$300.00	\$500.00	\$500.00	\$1,000.00	<b>-33%</b> (Between 2011 and 2010: -40%)
Unicredit	\$24	\$220.00	\$183.40	\$389.00	\$536.00	<b>-89%</b> (Between 2011 and 2010: +19.96%)
DVB	\$249	\$331.00	\$94.00	\$161.00	\$600.00	<b>-25%</b> (Between 2011 and 2010: +252.13%)
ABN AMRO	\$350	\$317.00	\$41.54	\$116.00	\$32.00	<b>10.41%</b> (Between 2011 and 2010: +663.12%)
HSBC	\$0	\$200.00	\$400.00	\$200.00	\$110.00	<b>-100%</b> (Between 2011 and 2010: -50%)
BNP Paribas	\$28	\$86.00	\$264.00	\$499.00	\$716.00	<b>-67.08%</b> (Between 2011 and 2010: -67.42%)
Citibank	\$500	\$197.00	\$160.00	\$65.00	\$45.00	<b>153.81%</b> (Between 2011 and 2010: +23.13%)
DNB	\$807	\$714.00	\$580.00	\$287.00	\$512.00	<b>13.03%</b> (Between 2011 and 2010: +23.10%)
* Market estimate **Core bank only						
<b>Total</b>	<b>\$2,754.15</b>	<b>\$3,670.22</b>	<b>\$4,164.00</b>	<b>\$5,916.00</b>	<b>\$9,964.00</b>	<b>-24.96%</b> (Between 2011 and 2010: -11.86%)
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Interestingly, HSBC's commitments are zero. Commerzbank\* is also reported to have zero commitments. More importantly, however, Citibank, ABN Amro and DNB are showing confidence in the future.

Overall, there is a significant decline in forward commitments of which 79% is devoted to newbuildings (see later) and this raises a question over the future of newbuilding orders without bank finance.



In **Table 9**, below, we present the evolutionary growth (or decline) of the Greek shipping portfolio of this Group over the last year and the Average Annual Growth over a period of 8 years for each bank, as well as the Annual Group Growth over the last 12 years (or since data exist):

**Table 9: Growth rates**

Banks	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	% of Bank portfolio growth	Overall Average Growth
	December 2011 - December 2012	December 2010 - December 2011	December 2009 - December 2010	December 2008 - December 2009	December 2007 - December 2008	December 2006 - December 2007	December 2005 - December 2006	December 2004 - December 2005	December 2003 - December 2004	2001 – 2012 (or since data exist)
Royal Bank of Scotland	-7,88%	-7,91%	-6,49%	-4,85%	8%	23,59%	29,32%	19,58%	50,51%	15,99%
HSH Nordbank**	3,61%	-28,98%	-39,98%	-8,26%	-3,89%	40,61%	20,99%	22,28%	21,51%	-0,000064
Citibank	35,38%	17,87%	0%	-17,90%	-10,55%	12,28%	12,32%	-16,80%	75,54%	5,48%
Calyon*	-9,68%	-22,50%	0%	-27,27%	10%	92,31%	-13,33	n/a	n/a	8,67%
HSBC	-16,67%	4,35%	39,39%	22,86%	-21%	-24,11%	91,45%	11,43%	13,51%	13,11%
DVB	4,17%	30,22%	47,89%	-20,54%	7,56%	37,49%	16,92%	21,59%	13,26%	16,78%
Unicredit	-8,80%	8,23%	-3,41%	-10,33	6,51%	34,41%	52,00%	22,70%	36,97%	21,13%
BNP Paribas	-7,27%	-6,37%	79,66%	0,82%	59,86%	113,01%	-9,27%	0,12%	22,29%	22,55%
Commerzbank*	-7,42%	0,90%	11,81%	-12,05%	17,71%	29,73%	8,82%	9,68%	24,50%	16,19%
DNB	-3,37%	-0,94%	13,09%	-16,37%	39,48%	-17,29%	147,14%	27,78%	29,46%	34,24%
ABN AMRO	28,07%	227,59%	37,69%	6,22%	n/a	n/a	n/a	n/a	n/a	68,58%
<b>Annual Group Growth</b>	<b>-3,90%</b>	<b>-1,65%</b>	<b>-2,43%</b>	<b>-5,66%</b>	<b>5,25%</b>	<b>52,73%</b>	<b>24,11%</b>	<b>40,19</b>	<b>37,67%</b>	<b>17,48%</b>

\* Based on market estimates \*\* Core bank

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It is a mixed picture, typical of unstable times. HSH's core bank is showing growth for the first time in 5 years. Citibank and ABN and to a lesser extent DVB are investing in Greek shipping. The rest of the banks are hesitating, or have decided to leave gradually (Commerzbank) or may be prevented from reducing their portfolio because of the prevailing bad markets and clients' inability to meet principal repayment schedules.





## International Banks WITHOUT a Greek Presence

Regarding the original 16 banks with no representation in Greece, it is interesting to observe that Far Eastern banks have increased their exposure. The overall portfolio of this group stands at \$19.161 from \$17,886m, i.e. a rise of **+7.13%**. Also, it is the only group that has shown any overall rise in their exposure at all.

The banks that have been included in this year's research, as a collective entry, are the following:

<b>Japan Bank for International Co-operation*</b>
<b>Nippon Export and Investment Insurance*</b>
<b>Danish Ship Finance*</b>
<b>Danske*</b>
<b>Fokus*</b>
<b>KBC Bank*</b>
<b>SEB*</b>
<b>ITF*</b>
<b>Scotia Bank*</b>
<b>Banque Lblux*</b>
<b>Bank of America*</b>
<b>Commonwealth Bank of Australia*</b>
<b>Standard Chartered*</b>
<b>Beremberg*</b>
<b>Dexia Bank Belgium*</b>
<b>*Market estimates</b> <b>Total portfolio: \$2.655bn</b>

It is noticeable that these names cover a very wide spectrum of nationalities.



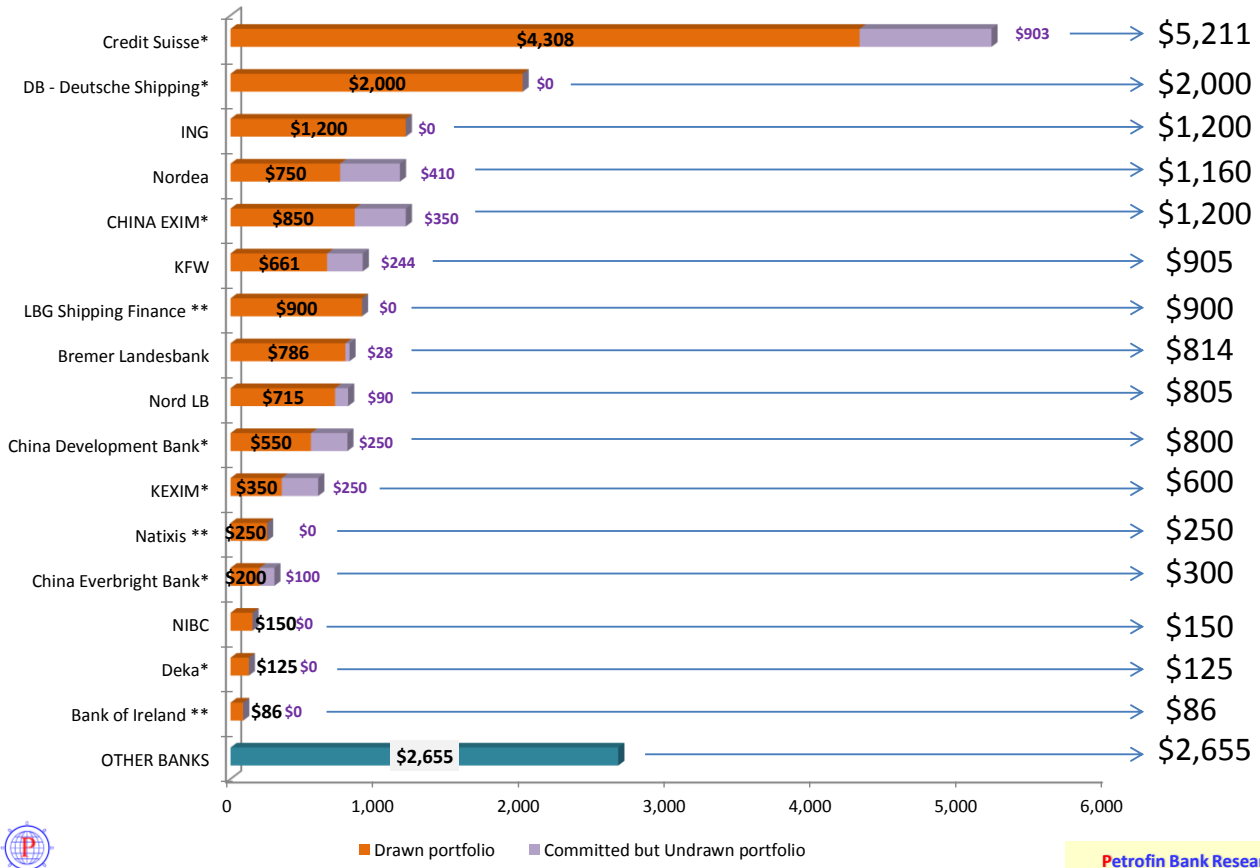
**Graph 5**

May 2013

**International Banks WITHOUT a Greek presence**

Total Portfolio: **\$19,161**, Number of Banks: **31**

Last year: Total portfolios: **\$17,886m**, Number of Banks: **32**



In the Tables below, we observe banks' performance in terms of their Total exposure, their Drawn and their Committed but undrawn loans. Interestingly, this is also the only category with declared exits from ship finance. Bank of Ireland, LBG, Natixis and Santander are running off their portfolios and a number of the banks are actively pursuing the sale of part of their portfolios to US funds, e.g. Oaktree.



**Table 10: International Banks WITHOUT a Greek presence – Total Greek portfolios**

International banks WITHOUT a Greek presence – Total Greek portfolios (in US\$m)						Change
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2012 and 2011
Credit Suisse*	\$5,211.00	\$5,000.00	\$4,500.00	\$4,000.00	\$4,900.00	4.22% (Between 2010 and 2011: +11,11%)
DB - Deutsche Shipping*	\$2,000.00	\$2,323.00	\$2,613.00	\$1,449.00	\$1,594.00	<b>-13.90%</b> (Between 2010 and 2011: -13.90%)
LBG Shipping Finance**	\$900.00	\$1,261.00	\$1,361.00	\$1,395.00	\$1,587.00	<b>-28.63%</b> (Between 2010 and 2011: -7,36%)
Nordea	\$1,160.00	\$1,050.00	\$1,350.00	\$900.00	\$1,040.00	<b>10.48%</b> (Between 2010 and 2011: -22,22%)
Bremer Landesbank	\$814.37	\$680.00	\$903.00	\$959.00	\$845.00	<b>19.76%</b> (Between 2010 and 2011: -24,77%)
Nord LB	\$804.85	\$593.00	\$687.00	\$674.00	\$674.00	<b>35.73%</b> (Between 2010 and 2011: -13,67%)
CHINA EXIM*	\$1,200.00	\$850.00	\$650.00	\$244.00	\$94.00	<b>41%</b> (Between 2010 and 2011: +30,77%)
KFW	\$904.83	\$400.00	\$557.50	\$600.00	\$594.00	<b>126.21%</b> (Between 2010 and 2011:-28,25%)
Natixis**	\$250.00	\$367.00	\$458.00	\$518.00	\$0.00	<b>-31.88%</b> (Between 201 and 2011: -19,88%)
ING	\$1,200.00	\$1,200.00	\$402.00	\$197.00	\$261.00	<b>0.00%</b> (Between 2010 and 2011: +195,51%)
KEXIM*	\$600.00	\$500.00	\$400.00	\$400.00	\$0.00	<b>20%</b> (Between 2010 and 2011: +25%)
China Everbright Bank*	\$300.00	\$150.00	\$0.00	\$0.00	\$0.00	<b>100.00%</b>
Bank of Ireland**	\$86.30	\$125.00	\$161.00	\$213.00	\$232.00	<b>-30.96%</b> (Between 2010 and 2011: -22.36%)
Deka*	\$125.00	\$156.00	\$150.00	\$200.00	\$220.00	<b>-20%</b> (Between 2010 and 2011: +4,4%)
NIBC	\$150.00					
China Development Bank*	\$800.00	\$500.00				
OTHER BANKS	\$2,655.00	\$2,710.00				
* Market estimates ** Running off portfolios						
<b>Total</b>	<b>\$19,161</b>	<b>\$17,886</b>	<b>\$14,469</b>	<b>\$14,102</b>	<b>\$17,300</b>	<b>7.13%</b> Between 2010 and 2011: +23,62%

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Of the top 16 banks, 9 have shown increases and the top performers are KFW, China Exim\*, Nord LB, Bremer and Kexim\*.



Table 11: International banks WITHOUT a Greek presence – Drawn loans

International banks WITHOUT a Greek presence – DRAWN LOANS (in US\$m)						Change
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2012 and 2011
Credit Suisse*	\$4,308.00	\$4,000	\$3,500	\$3,000	\$3,000	7.70% (Between 2010 and 2011: +14.29%)
DB - Deutsche Shipping*	\$2,000.00	\$2,100	\$2,439	\$1,122	\$902	<b>-4.76%</b> (Between 2010 and 2011: -13.90%)
LBG Shipping Finance**	\$900.00	\$1,171	\$1,272	\$1,145	\$994	<b>-23.14%</b> (Between 2010 and 2011: -7.94%)
Nordea	\$750.00	\$800	\$1,050	\$800	\$840	<b>-6.25%</b> (Between 2010 and 2011: -23.81%)
Bremer Landesbank	\$785.97	\$611	\$449	\$468	\$325	28.64% (Between 2010 and 2011: +36.08%)
Nord LB	\$715.16	\$573	\$525	\$580	\$580	24.81% (Between 2010 and 2011: +9.14%)
CHINA EXIM*	\$850.00	\$600	\$500	\$150		42% (Between 2010 and 2011: +20%)
KFW	\$660.82	\$350	\$332.50	\$350	\$370	88.81% (Between 2010 and 2011: +5.2%)
Natixis**	\$250.00	\$367	\$442	\$440		<b>-31.88%</b> (Between 201 and 2011: -16.9%)
ING	\$1,200.00	\$1,000	\$402	\$180	\$127	20.00% (Between 2010 and 2011: +148.76%)
KEXIM*	\$350.00	\$300	\$200	\$150		17% (Between 2010 and 2011: +50%)
China Everbright Bank*	\$200.00	\$100				-
Bank of Ireland**	\$86.30	\$125	\$161	\$195	\$192	<b>-30.96%</b> (Between 2010 and 2011: -22.36%)
Deka*	\$125.00	\$156	\$100	\$100	\$100	-20% (Between 2010 and 2011: +56%) <b>(Between 2010 and 2011: -58%)</b>
NIBC	\$150.00					
China Development Bank*	\$550.00	\$350				
Other banks	\$2,655.00	\$2,710.00				
* Market estimates ** Running off portfolios						
<b>Total</b>	<b>\$16,536</b>	<b>\$15,334</b>	<b>\$11,650</b>	<b>\$10,516</b>	<b>\$11,778</b>	<b>7.84%</b> (Between 2010 and 2011: +8.38%)

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**Table 12: International Banks WITHOUT a Greek presence – Committed but Undrawn loans**

International banks WITHOUT a Greek presence - Committed but Undrawn Loans (in USm)						Change
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2012 and 2011
Credit Suisse*	\$903	\$1,000	\$1,000	\$1,000	\$1,900	<b>-9.70%</b> (Between 2010 and 2011: 0%)
DB - Deutsche Shipping*	\$0	\$223.00	\$174.00	\$327.00	\$692.00	<b>-100.00%</b> (Between 2010 and 2011: +28.16%)
LBG Shipping Finance**	\$0	\$90.00	\$89.00	\$250.00	\$593.00	<b>-100.00%</b> (Between 2010 and 2011: 0%)
Nordea	\$410	\$250.00	\$300.00	\$100.00	\$200.00	<b>64%</b> (Between 2010 and 2011:-1.67%)
Bremer Landesbank	\$28	\$69.00	\$454.00	\$491.00	\$520.00	<b>-58.84%</b> (Between 2010 and 2011: -84.8%)
Nord LB	\$90	\$20.00	\$162.00	\$94.00	\$94.00	<b>348%</b> (Between 2010 and 2011: -87.65%)
CHINA EXIM*	\$350	\$250.00	\$150.00	\$94.00	\$94.00	<b>-100%</b> (Between 2010 and 2011:- +66.67%)
KFW	\$244	\$50.00	\$225.00	\$250.00	\$224.00	<b>388%</b> (Between 2010 and 2011: -77.78%)
Natixis**	\$0	\$0.00	\$16.00	\$78.00		<b>-100%</b> (Between 2010 and 2011: -100%)
ING	\$0	\$200.00	\$0.00	\$17.00	\$134.00	<b>-100%</b> (Between 2010 and 2011: 200%)
KEXIM*	\$250	\$200.00	\$200.00	\$250.00		<b>0%</b> (Between 2010 and 2011: 0%)
China Everbright Bank*	\$100	\$50.00				<b>100.00%</b>
Bank of Ireland**	\$0	\$0.00	\$0.00	\$18.00	\$40.00	<b>0%</b> (Between 2010 and 2011: 0%)
Deka*	\$0	\$0.00	\$50.00	\$100.00	\$120.00	<b>0%</b> (Between 2010 and 2011: -100%)
China Development Bank*	\$250	\$150.00				<b>66.67%</b>
NIBC	\$0					
* Market estimates ** Running off portfolios						
<b>Total</b>	<b>\$2,625</b>	<b>\$2,552</b>	<b>\$2,820</b>	<b>\$3,585</b>	<b>\$5,521</b>	<b>-34.36%</b> (Between 2010 and 2011: -9.54%) <small>Included more banks than shown</small>

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Within an overall fast declining forward level of commitment by banks, 3 banks stand out with robust increases and they are all European, being KFW, Nord LB and Nordea.



**Table 13: International banks with a Greek presence – Growth rates**

	Banks	% of Bank portfolio growth between December 2011 and December 2012	% of Bank portfolio growth between December 2010 and December 2011	% of Bank portfolio growth between December 2009 and December 2010	% of Bank portfolio growth between December 2008 and December 2009	% of Bank portfolio growth between December 2007 and December 2008	% of Bank portfolio growth between December 2006 and December 2007	% of Bank portfolio growth between December 2005 and December 2006	% of Bank portfolio growth between December 2004 and December 2005	% of Bank portfolio growth between December 2003 and December 2004	Overall Average Growth 2001 – 2012 (or since data exist)
International Banks without a Greek Presence	Credit Suisse*	4,22%	11,11%	12,50%	-18,37%	40%	34,62%	40,54%	15,63%	77,78%	24,94%
	KFW	126,21%	-28,25%	-7,08%	1,09%	18,47%	-4,57%	-18,10%	-10,26%	-17,90%	3,81%
	Bremer Landesbank	19,79%	-24,77%	-5,77%	13,49%	-2,76%	96,16%	-1,12%	-5,38%	14,36%	8,71%
	Nordea	10,48%	-22,22%	50%	-13,46%	8,33%	47,69%	23,57%	44,90%	29,64%	11,23%
	LBG Shipping**	-28,63%	-7,36%	-2,47%	n/a	57,08%	-12,25%	94,90%	61,66%	23,71%	-10,63%
	Bank of Ireland**	-30,96%	-22,36%	-24,54%	-8,04%	127,45%	6,25%	-3143,00%	16,67%	166,67%	7,50%
	Nord LB	35,76%	-13,67%	1,94%	0%	-0,11%	25,58%	13784,00%	88,33%	-21,88%	20,22%
	ING	0,00%	198,51%	103,63%	-24,47%	-9,24%	8,75%	12895,00%	65,57%	107,92%	33,50%
	Deka*	-20,18%	4,4	-25%	-9,09%	n/a	n/a	n/a	n/a	n/a	-13,18%
	DB Shipping*	-13,90%	-11,10%	80,33%	-9,10%	65,01%	445,76%	12015,00%	47,14%	56,11%	35,63%
	Santander**	n/a	-58%	42,86%	-70,83%	-20%	n/a	n/a	n/a	n/a	n/a
	China Everbright Bank*	66,67%									n/a
	CHINA Exim*	17,65%	30,77%	30%	n/a						n/a
	Natixis**	-31,87%	-19,88%	-11,58%	-16,18%	11,96%	33,66%	123%	351%	-27,30%	20,46%
	KEXIM*	-20,00%	25%	0%	n/a						n/a
China Development Bank*	30,00%									n/a	
NIBC	recently re-joined Greek shipping lenders after many years										
	OTHER BANKS	-2,03%									
	Annual Group Growth – including other banks	7.13%	23,62%	2,60%	-18,49%	23,03%	-4,91%	47,15%	-16,74%	23,32%	11,24%
* Based on market estimates ** Running off portfolios											
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## Greek Banks

The Greek sector has lost a further 12.5% since last year. The other important development is that the number of the banks is down from 12 to 9.

Graph 6

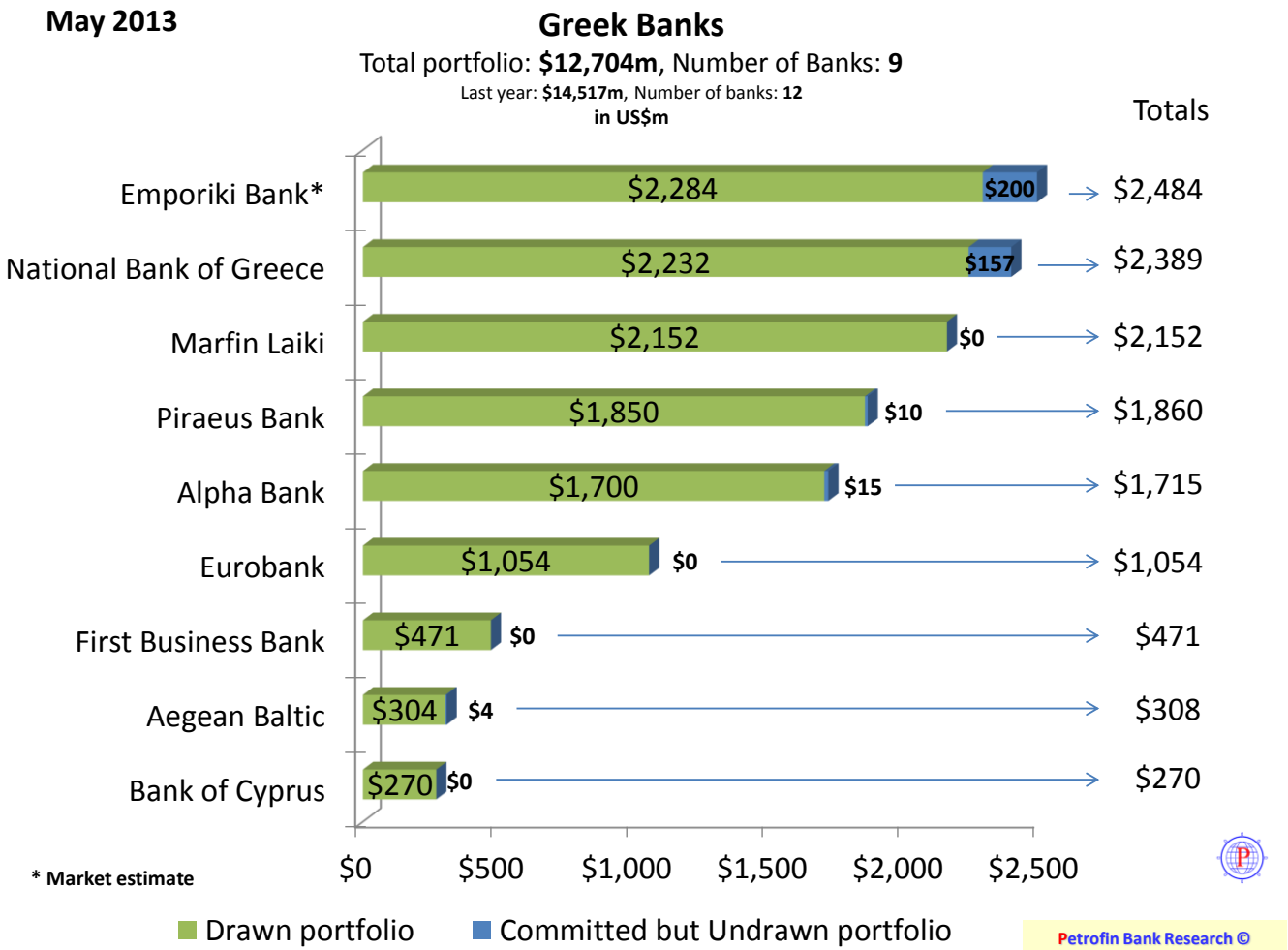




Table 14: Total Greek portfolios

Greek Banks - Total portfolios (in US\$m)							
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2012 and 2011	
National Bank of Greece	\$2,389	\$2,566	\$3,004	\$3,217	\$3,546	-6.90% (Between 2010 and 2011: -14.58)	
Alpha Bank	\$1,715	\$2,050	\$2,470	\$2,675	\$2,650	-16% (Between 2010 and 2011: -17)	
Emporiki Bank*	\$2,484	\$2,700	\$2,730	\$2,620	\$2,970	-8.00% (Between 2010 and 2011: -1.1)	
Marfin Laiki	\$2,152	\$2,403	\$2,483	\$2,450	\$2,435	-10.45% (Between 2010 and 2011: -3.2)	
Piraeus Bank	\$1,860	\$1,950	\$2,000	\$1,810	\$2,078	-4.62% (Between 2010 and 2011: -2.5)	
Eurobank	\$1,054	\$1,266	\$1,410	\$1,373	\$1,299	-16.72% (Between 2010 and 2011: -10.23)	
First Business Bank	\$471	\$613	\$688	\$896	\$876	-23.09% (Between 2010 and 2011: -10.8)	
Bank of Cyprus	\$270	\$333	\$376	\$490	\$449	-18.69% (Between 2010 and 2011: -11.72)	
Aegean Baltic	\$308	\$362	\$327	\$339	\$324	-14.81% (Between 2010 and 2011: +10.85)	
Proton Bank	\$0	\$159	\$202	\$127	\$130	left	
Agricultural Bank of Greece	\$0	\$69	\$66	\$68	\$88		
Tbank – (ex - Aspis Bank)	\$0	\$46	\$81	\$63	\$88		
		* Market estimates					
<b>Total</b>	\$12,704.54	\$14,517.07	\$15,833.60	\$16,140.00	\$16,945.00	-12.49% (Between 2010 and 2011: -8,6%)	

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Table 15: Greek banks – Drawn loans

Greek Banks - Drawn Loans (in US\$m)						
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2012 and 2011
National Bank of Greece	\$2,232	\$2,432	\$2,545	\$2,374	\$2,382	-8.00% (Between 2010 and 2011: -14.58)
Alpha Bank	\$1,700	\$1,950	\$2,120	\$2,275	\$2,100	-13% (Between 2010 and 2011: -17)
Emporiki Bank*	\$2,284	\$2,350	\$2,126	\$2,010	\$1,650	-2.81% (Between 2010 and 2011: -1.1)
Marfin Laiki	\$2,152	\$2,309	\$2,181	\$1,900	\$2,035	-6.80% (Between 2010 and 2011: -3.2)
Piraeus Bank	\$1,850	\$1,900	\$1,870	\$1,700	\$1,960	-2.63% (Between 2010 and 2011: -2.5)
Eurobank	\$1,054	\$1,188	\$1,211	\$1,181	\$1,001	-11.25% (Between 2010 and 2011: -10.23)
First Business Bank	\$471	\$574	\$663	\$815	\$768	-17.86% (Between 2010 and 2011: -10.8)
Bank of Cyprus	\$270	\$321	\$360	\$430	\$302	-15.78% (Between 2010 and 2011: -11.72)
Aegean Baltic	\$304	\$326	\$291	\$308	\$273	-6.72% (Between 2010 and 2011: +10.85)
Proton Bank	\$0	\$159	\$202	\$105	\$130	left
Agricultural Bank of Greece	\$0	\$69	\$66	\$68	\$88	
Tbank – (ex - Aspis Bank)	\$0	\$46	\$81	\$63	\$88	
* Market estimates						
Total	\$12,318.23	\$13,624.62	\$13,715.56	\$13,229.00	\$12,777.00	-9.59% (Between 2010 and 2011: -0.66%)
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Table 16: Greek Banks – Committed but Undrawn loans

Greek Banks - Committed but Undrawn loans (in US\$m)						
	end 2012	end 2011	end 2010	end 2009	end 2008	Change between 2011 and 2012
National Bank of Greece	\$157	\$134	\$459	\$843	\$1,164	<b>17.16%</b> (Between 2011 and 2012 -70.81%)
Alpha Bank	\$15	\$100	\$350	\$400	\$550	<b>-85.00%</b> (Between 2011 and 2012 -71.43%)
Emporiki Bank*	\$200	\$350	\$604	\$610	\$1,320	<b>-42.86%</b> (Between 2011 and 2012 -42.05%)
Marfin Egnatia	\$0	\$94	\$302	\$550	\$400	<b>-100.00%</b> (Between 2011 and 2012 -68.86%)
Piraeus Bank	\$10	\$50	\$130	\$110	\$118	<b>-80.00%</b> (Between 2011 and 2012 -61.54%)
Eurobank	\$0	\$78	\$199	\$192	\$298	<b>-100.00%</b> (Between 2011 and 2012 -60.78%)
First Business Bank	\$0	\$39	\$25	\$81	\$108	<b>-100.00%</b> (Between 2011 and 2012 +57%)
Bank of Cyprus	\$0	\$12	\$16	\$60	\$147	<b>-100.00%</b> (Between 2011 and 2012 -28.13%)
Aegean Baltic	\$4	\$36	\$36	\$31	\$51	<b>-88.06%</b> (Between 2011 and 2012 0%)
Proton Bank	\$0	\$0	\$18	\$22	\$12	<b>left/merged</b>
Agricultural Bank of Greece	\$0	\$0	\$0	\$0	\$0	
Tbank (ex Aspis Bank)	\$0	\$0	\$30	\$12	\$0	
* Market estimates						
<b>Total</b>	<b>\$386.30</b>	<b>\$892.46</b>	<b>\$2,168.04</b>	<b>\$2,911.00</b>	<b>\$4,168.00</b>	<b>-56.72%</b> (Between 2010 and 2011 -58.84%)
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Greek commitments have plummeted. It is a difficult period for Greek banks, being heavily entangled in the Greek crisis. The National Bank of Greece shows a small increase. Otherwise, Greek banks are deeply engaged in mergers, as well as covering their capital adequacy deficiencies.



**Table 17: Greek banks - Growth rates**

Banks	% of Bank portfolio growth between December 2011 and December 2012	% of Bank portfolio growth between December 2010 and December 2011	% of Bank portfolio growth between December 2009 and December 2010	% of Bank portfolio growth between December 2008 and December 2009	% of Bank portfolio growth between December 2007 and December 2008	% of Bank portfolio growth between December 2006 and December 2007	% of Bank portfolio growth between December 2005 and December 2006	% of Bank portfolio growth between December 2004 and December 2005	% of Bank portfolio growth between December 2003 and December 2004	Overall Average Growth  2001 – 2012 (or since data exist)
National Bank of Greece	-6.90%	-14.58%	-6.62%	-9.26%	48.22%	49.50%	40.35%	-18.57%	1.52%	9.28%
Alpha Bank	-16.34%	-17%	-7.66%	0.94%	-1.01%	99.78%	-9.46%	9.63%	12.50%	7.43%
Emporiki Bank*	-8.00%	-1.10%	4.20%	-11.78%	57.14%	77.97%	13.22%	7.82%	2.35%	18.06%
Piraeus Bank	-4.62%	-2.50%	10.50%	-12.90%	-38.45%	197.71%	26.42%	3.46%	-5.76%	14.36%
Eurobank	-16.67%	-10.23%	2.64%	5.76%	-19.34%	143.57%	9.87%	6.05%	59.85%	15.08%
First Business Bank	-23.15%	-10.80%	-23.22%	2.27%	9.07%	72.10%	2.11%	3.02%	18.45%	4.20%
Bank of Cyprus	-18.59%	-11.72%	-23.22%	8.97%	66.54%	500%	12.50%	-47.37%	16.92%	14.67%
Aegean Baltic	-14.92%	10.85%	-3.67%	4.76%	52.83%	43.24%	38.32%	46.58%	111.59%	27.56%
Marfin-Egnatia	-10.45%	-3.22%	1.35%	0.62%	8.22%	204.05%	n/a	n/a	n/a	19.47%
Proton Bank	left	-27.71%	73.87%	-10.80%	-25.36%	223.68%	n/a	15.01% (Omega figure)	75% (Omega figure)	n/a
Agricultural Bank of Greece		29.38%	-3.69%	-22.46%	83.63%	14.29%	45.53%	n/a	n/a	n/a
Tbank – (ex Aspis Bank)		-37.26%	46.84%	-14.33%	-28.03%	144.79%	60.25%	-22.52%	n/a	n/a
Annual Group Growth	-12.49%	-8.60%	-1.59%	-4.74%	6.97%	115.59%	12.63%	2.82%	12.45%	13.01%

\* Based on market estimates

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Next year we expect an even more dramatic reduction. The Marfin and Bank of Cyprus portfolios will appear under the Piraeus Bank; the expected merge of the National Bank of Greece and Eurobank will most probably have taken place; Alpha will incorporate part of Emporiki's portfolio (and Credit Agricole the balance). Lastly, recent announcements concerning the split of FBBank into good and bad bank, signifies the incorporation of the good shipping loan book into the National Bank of Greece portfolio and the departure of FBBank from active shiplending. Greek banks are therefore predicted to decline to 4 as of 31/12/2013. It is expected that these four banks will grow in terms of importance in the overall ranking.



## B. Bank ranking and growth patterns

In the Table below all banks are presented according to portfolio size.

Table 18

Rank	as of end 2012			as of end 2011			as of end 2010			as of end 2009			as of end 2008	
	Bank	Total exposure in \$m	% of change	Bank	Total exposure in \$m	% of change	Bank	Total exposure in \$m	% of change	Bank	Total exposure in \$m	% of change	Bank	Total exposure in \$m
1	Royal Bank of Scotland	\$10,555.00	-7.86%	Royal Bank of Scotland	\$11,455.00	-7.91%	Royal Bank of Scotland	\$12,439	-6.49%	Royal Bank of Scotland	\$13,302	-4.85%	Royal Bank of Scotland	\$13,980
2	Credit Suisse*	\$5,211.00	4.22%	Commerzbank-Deutsche Schiffsbank	\$5,606.00	0.90%	Deutsche Schiffsbank	\$5,556	11.81%	HSB Nordbank	\$5,202	-8.26%	HSB Nordbank	\$5,671
3	Commerzbank**	\$5,200.00	-7.24%	Credit Suisse*	\$5,000.00	11.11%	Credit Suisse*	\$4,500	12.50%	Deutsche Schiffsbank	\$4,969	-12.05%	Deutsche Schiffsbank	\$5,650
4	DVB	\$2,949.00	4.17%	DNB	\$2,850.00	-0.94%	HSB Nordbank*	\$3,122	-39.98%	Credit Suisse*	\$4,000	-18.37%	Credit Suisse*	\$4,900
5	DNB	\$2,754.00	-3.37%	DVB	\$2,831.00	30.22%	National Bank of Greece	\$3,004	-6.62%	National Bank of Greece	\$3,217	-9.26%	National Bank of Greece	\$3,545
6	Emporiki*	\$2,484.00	-8.00%	Emporiki Bank	\$2,700.00	-1.10%	DNB Nor	\$2,877	13.09%	Alpha Bank	\$2,675	0.94%	DNB	\$3,042
7	National Bank of Greece	\$2,389.00	-6.90%	National Bank of Greece	\$2,566.00	-14.58%	Emporiki Bank	\$2,730	4.20%	Emporiki Bank of Greece	\$2,620	-11.78%	Emporiki Bank of Greece	\$2,970
8	HSB Nordbank***	\$2,297.33	3.62%	Marfin Egnatia	\$2,403.00	-3.22%	DB - Deutsche	\$2,613	80.33%	DNB Nor	\$2,544	-16.37%	Calyon*	\$2,750
9	Marfin Egnatia	\$2,152.00	-10.45%	HSBC	\$2,400.00	4.35%	Marfin Egnatia	\$2,483	1.35%	Marfin Egnatia	\$2,450	0.62%	Alpha Bank	\$2,650
10	HSBC	\$2,000.00	-16.67%	DB - Deutsche Shipping*	\$2,323.00	-11.10%	Alpha Bank	\$2,470	-7.66%	Calyon*	\$2,000	-27.27%	Marfin-Laiki	\$2,435
11	DB - Deutsche Shipping*	\$2,000.00	-13.90%	HSB Nordbank*	\$2,217.00	-28.98%	HSBC	\$2,300	39.39%	HVB/Unicredit	\$1,951	-10.33%	HVB	\$2,176
12	BNP Paribas	\$1,948.31	-7.27%	BNP Paribas	\$2,101.00	-6.37%	BNP Paribas	\$2,244	79.66%	Piraeus Bank*	\$1,810	-12.90%	Piraeus	\$2,078
13	Unicredit	\$1,860.44	-8.80%	Alpha Bank	\$2,050.00	-17.00%	DVB	\$2,174	47.89%	Commerzbank/ex-Dresdner	\$1,684	-13.82%	DVB	\$1,850
14	Piraeus Bank	\$1,860.00	-4.62%	Unicredit	\$2,040.00	2.00%	Calyon*	\$2,000	0%	HSBC	\$1,650	22.86%	Fortis Bank Belgium	\$1,800
15	Alpha Bank	\$1,715.00	-16.34%	Piraeus Bank	\$1,950.00	-2.50%	Piraeus Bank*	\$2,000	10.50%	Fortis Bank Belgium	\$1,500	-16.67%	Commerzbank	\$1,600
16	Citibank	\$1,500.00	35.38%	Calyon*	\$1,550.00	-22.50%	Unicredit	\$1,885	-3.41%	DVB	\$1,470	-20.54%	DB/SHL Shipping	\$1,594
17	ABN AMRO	\$1,450.00	28.09%	EFG Eurobank	\$1,265.00	-10.23%	EFG Eurobank	\$1,410	2.64%	DB - Deutsche shipping	\$1,449	-9.10%	Bank of Scotland	\$1,354
18	Calyon*	\$1,400.00	-9.68%	LBG Shipping Finance**	\$1,261.00	-7.36%	LBG Shipping Finance	\$1,361	-2.47%	LBG Shipping Finance -	\$1,396		HSBC	\$1,343
19	ING	\$1,200.00	0.00%	ING	\$1,200.00	198.51%	Nordea	\$1,350	50%	EFG Eurobank	\$1,373	5.76%	EFG Eurobank	\$1,299
20	CHINA EXIM*	\$1,200.00	41.18%	ABN AMRO	\$1,132.00	227.58%	Citibank	\$940	0%	BNP Paribas	\$1,249	0.82%	BNP PARIBAS	\$1,239
21	Nordea	\$1,160.00	10.48%	Citibank	\$1,108.00	17.87%	Bremer Landesbank	\$904	-5.77%	Bremer Landesbank	\$959	13.49%	Citibank	\$1,145
22	Eurobank	\$1,054.33	-16.65%	Nordea	\$1,050.00	-22.22%	First Business Bank	\$688	-23.22%	Citibank	\$940	-17.90%	Nordea	\$1,040
23	KFW	\$904.83	126.21%	CHINA EXIM*	\$850.00	30.77%	Nord LB	\$687	1.94%	Nordea	\$900	-13.46%	First Business Bank	\$876
24	LBG Shipping Finance**	\$900.00	-28.63%	Bremer Landesbank	\$680.00	-24.77%	CHINA EXIM*	\$650	30%	First Business Bank	\$896	2.27%	Bremer Landesbank	\$845
25	Bremer Landesbank	\$814.00	19.71%	First Business Bank	\$613.00	-10.80%	KFW*	\$558	-7.08%	Nord LB	\$674	0.00%	ABN (subsidiary undertaking of Royal Bank of Scotland)	\$763
26	Nord LB	\$804.85	35.73%	Nord LB	\$593.00	-13.67%	Natixis	\$458	-11.58%	KFW*	\$600	1.09%	Nord LB	\$674
27	China Development Bank*	\$800.00	60.00%	KEXIM*	\$500.00	25.00%	ING	\$402	103.63%	Natixis	\$518	-16.18%	Natixis	\$618
28	KEXIM*	\$600.00	20.00%	China Development Bank*	\$500.00		KEXIM*	\$400	0%	CHINA EXIM*	\$500		KFW	\$594
29	First Business Bank	\$471.47	-23.09%	KFW*	\$400.00	-28.25%	Bank of Cyprus	\$376	-23.22%	Bank of Cyprus	\$490	8.97%	Bank of Cyprus	\$450
30	Aegean Baltic	\$308.39	-14.81%	Natixis**	\$367.00	-19.88%	ABN	\$346	39.69%	KEXIM*	\$400		Dresdner Bank	\$354
31	China Everbright Bank*	\$300.00	100.00%	Aegean Baltic	\$362.00	10.86%	Aegean Baltic	\$327	-3.67%	Aegean Baltic	\$339	4.76%	Aegean Baltic	\$324
32	Bank of Cyprus	\$270.35	-18.57%	Bank of Cyprus	\$332.00	-11.72%	Proton Bank	\$220	73.87%	Fortis Bank NL	\$251	6.22%	ING	\$261
33	Natixis**	\$250.00	-31.88%	Proton Bank	\$159.00	-27.71%	Berenberg*	\$200	100%	Bank of Ireland	\$213	-8.04%	Fortis Bank NL	\$236
34	NIBC	\$150.00	n/a	Deka	\$157.00	4.40%	Bank of Ireland	\$161	-24.54%	Deka*	\$200	-9.09%	Lloyds Bank	\$233
35	Deka*	\$125.00	-20.38%	China Everbright Bank*	\$150.00		Deka*	\$150	-25%	ING	\$197	-24.47%	Bank of Ireland	\$232
36	Bank of Ireland**	\$86.30	-30.96%	Bank of Ireland**	\$125.00	-22.36%	Tbank - (ex Aspis Bank)	\$110	46.84%	Proton Bank	\$127	-10.80%	Deka	\$220
37				Tbank	\$69.00	-37.26%	Agricultural Bank of Greece	\$66	-3.69%	Berenberg*	\$100		Proton Bank	\$142
38				Agricultural Bank of Greece	\$46.00	-29.38%	Santander (Alliance and Leicester)	\$50	42.86%	Aspis Bank	\$75	-14.33%	Alliance and Leicester/Santander	\$120
39				Santander**	\$21.00	-58.00%	Corner*	\$25	0%	Agricultural Bank of Greece	\$68	-22.46%	Agricultural Bank of Greece	\$88
	OTHER BANKS (15)	\$2,655.00	2.03%	OTHER BANKS (16)	\$2,710.00					Santander/Abbey-ex Alliance and Leicester	\$35	-70.83%	Aspis Bank	\$88
									Corner Bank*	\$25				
	<b>TOTAL</b>	<b>\$65,780</b>	<b>-2.83%</b>	<b>Total</b>	<b>\$67,694.00</b>	<b>2.20%</b>	<b>Total portfolios</b>	<b>\$66,235</b>	<b>-1.17%</b>	<b>Total portfolios</b>	<b>\$67,020</b>	<b>-8.48%</b>	<b>Total portfolios</b>	<b>\$73,228</b>



In terms of Drawn loans the last six years the evolution of portfolios is as per Table 19 below:

**Table 19: Comparison table of Drawn only loan portfolios (in US\$m)**

end 2012		end 2011		end 2010		end 2009		end 2008		end 2007	
Royal Bank of Scotland	\$10,170	Royal Bank of Scotland	\$10,620.00	Royal Bank of Scotland	\$11,288.00	Royal Bank of Scotland	\$11,279	Royal Bank of Scotland	\$10,730	Royal Bank of Scotland	\$8,565
Credit Suisse*	\$4,308	Commerzbank-Deutsche Schiffs	\$5,176.00	Deutsche Schiffsbank	\$5,007.00	HSH Nordbank	\$4,583	HSH Nordbank	\$4,402	HSH Nordbank	\$4,300
Commerzbank**	\$5,200	Credit Suisse*	\$4,000.00	Credit Suisse*	\$3,500.00	Deutsche Schiffsbank	\$4,046	Deutsche Schiffsbank	\$4,100	Deutsche Schiffsbank	\$3,400
DVB	\$2,700	DNB	\$2,135.66	HSH Nordbank*	\$2,881.00	Credit Suisse*	\$3,000	Credit Suisse*	\$3,000	Credit Suisse*	\$2,550
DNB	\$1,947	DVB	\$2,500.00	National Bank of Greece	\$2,545.00	National Bank of Greece	\$2,374	DNB	\$2,530	Piraeus Bank	\$2,085
Emporiki*	\$2,284	Emporiki Bank	\$2,350.00	DNB Nor	\$2,297.00	Alpha Bank	\$2,275	National Bank of Greece	\$2,382	Alpha Bank	\$2,067
National Bank of Greece	\$2,232	National Bank of Greece	\$2,432.00	Emporiki Bank	\$2,126.00	DNB Nor	\$2,257	Alpha Bank	\$2,100	National Bank of Greece	\$1,555
HSH Nordbank***	\$2,087	Marfin Egnatia	\$2,309.00	DB - Deutsche shipping	\$2,439.00	Emporiki Bank	\$2,010	Marfin-Laiki	\$2,035	Calyon*	\$1,500
Marfin Egnatia	\$2,152	HSBC	\$2,200.00	Marfin Egnatia	\$2,181.08	Marfin Egnatia	\$1,900	Piraeus	\$1,960	HSBC	\$1,500
HSBC	\$2,000	DB - Deutsche Shipping*	\$2,100.00	Alpha Bank	\$2,120.00	Piraeus Bank*	\$1,700	Calyon*	\$1,750	Commerzbank	\$1,463
DB - Deutsche Shipping*	\$2,000	HSH Nordbank*	\$2,177.43	HSBC	\$1,900.00	HVB/Unicredit	\$1,562	Emporiki Bank of Greece	\$1,650	DNB Nor	\$1,406
BNP Paribas	\$1,920	BNP Paribas	\$2,015.00	BNP Paribas	\$1,980.00	Commerzbank/ex-Dresdner	\$1,540	HVB	\$1,640	HVB	\$1,285
Unicredit	\$1,836	Alpha Bank	\$1,950.00	DVB	\$2,080.00	Calyon*	\$1,500	DVB Bank	\$1,250	Marfin-Laiki	\$1,200
Piraeus Bank	\$1,850	Unicredit	\$1,820.00	Calyon*	\$1,500.00	HSBC	\$1,450	HSBC	\$1,233	Citibank	\$1,145
Alpha Bank	\$1,700	Piraeus Bank	\$1,900.00	Piraeus Bank*	\$1,870.00	DVB	\$1,309	Fortis Bank Belgium	\$1,200	DVB Bank	\$1,120
Citibank	\$1,000	Calyon*	\$1,250.00	Unicredit	\$1,701.40	Fortis Bank Belgium	\$1,250	Commerzbank	\$1,140	EFG Eurobank	\$970
ABN AMRO	\$1,100	EFG Eurobank	\$1,187.64	EFG Eurobank	\$1,210.64	EFG Eurobank	\$1,181	Citibank	\$1,100	Emporiki Bank of Greece	\$950
Calyon*	\$1,200	LBG Shipping Finance **	\$1,171.00	LBG Shipping Finance	\$1,272.18	LBG Shipping Finance	\$1,145	EFG Eurobank	\$1,001	ABN	\$950
ING	\$1,200	ING	\$1,000.00	Nordea	\$1,050.00	DB-Deutsche Shipping	\$1,122	DB/SHL Shipping	\$902	Fortis Bank	\$875
CHINA EXIM*	\$850	ABN AMRO	\$815.16	Citibank	\$780.00	Citibank	\$875	Nordea	\$840	Nordea	\$760
Nordea	\$750	Citibank	\$911.00	Bremer Landesbank	\$449.27	First Business Bank	\$815	Bank of Scotland	\$834	Bank of Scotland	\$673
Eurobank	\$1,054	Nordea	\$800.00	First Business Bank	\$662.91	Nordea	\$800	First Business Bank	\$768	First Business Bank	\$627
KFW	\$661	CHINA EXIM*	\$600.00	Nord LB	\$525.00	BNP Paribas	\$750	ABN (subsidiary undertaking of Royal Bank of Scotland)	\$625	Nord LB	\$475
LBG Shipping Finance **	\$900	Bremer Landesbank	\$610.73	CHINA EXIM*	\$500.00	Nord LB	\$580	Nord LB	\$580	Bremer Landesbank	\$392
Bremer Landesbank	\$786	First Business Bank	\$574.28	KFW*	\$332.50	Bremer Landesbank	\$468	BNP PARIBAS	\$523	Natixis	\$381
Nord LB	\$715	Nord LB	\$573.40	Natixis	\$442.00	Natixis	\$440	Natixis	\$467	KFW	\$355
China Development Bank*	\$550	KEXIM*	\$300.00	ING	\$402.00	Bank of Cyprus	\$430	KFW	\$370	Dresdner bank	\$350
KEXIM*	\$350	China Development Bank*	\$350.00	KEXIM*	\$200.00	Aegean Baltic	\$308	Dresdner Bank	\$354	BTMU Capital Corporation*	\$350
First Business Bank	\$471	KFW*	\$350.00	Bank of Cyprus	\$360.21	KFW*	\$350	Bremer Landesbank	\$325	BNP PARIBAS	\$298
Aegean Baltic	\$304	Natixis **	\$366.96	ABN AMRO (Fortis Bank Netherlands)	\$304.07	Bank of Ireland	\$195	Bank of Cyprus	\$302	DB/SHL Shipping	\$288
China Everbright Bank*	\$200	Aegean Baltic	\$326.32	Aegean Baltic	\$290.51	ING	\$180	Aegean Baltic	\$273	Korea Development Bank*	\$250
Bank of Cyprus	\$270	Bank of Cyprus	\$320.60	Proton Bank	\$202.44	KEXIM*	\$150	Fortis Bank NL	\$204	ING	\$225
Natixis **	\$250	Proton Bank	\$159.00	Berenberg*	\$200.00	CHINA EXIM*	\$150	Bank of Ireland	\$192	Aegean Baltic	\$160
NIBC	\$150	Deka	\$156.60	Bank of Ireland	\$161.00	Fortis Bank NL	\$135	Lloyds Bank	\$160	Bank of America	\$150
Deka*	\$125	China Everbright Bank*	\$100.00	Deka*	\$100.00	Proton Bank	\$105	Proton Bank	\$130	Alliance and Leicester	\$150
Bank of Ireland **	\$86	Bank of Ireland **	\$125.00	Tbank - ex Aspis Bank	\$80.95	Deka*	\$100	ING	\$127	Berenberg	\$150
		Tbank	\$69.30	Agricultural Bank of Greece	\$65.82	Berenberg*	\$100	Alliance and Leicester/Santander	\$120	Proton Bank	\$149
		Agricultural Bank of Greece	\$46.48	Santander/ex Alliance and Leicester	\$50.00	Agricultural Bank of Greece	\$68	Deka	\$100	Bank of Cyprus	\$132
		Santander**	\$21.00	Corner*	\$25.00	Aspis Bank	\$63	Agricultural Bank of Greece	\$88	Aspis Bank	\$102
OTHER BANKS	\$2,655	OTHER BANKS	\$2,710.00			Santander	\$35	Aspis Bank	\$88	Agr. Bank of Greece	\$48
* Market estimates		** Running off portfolios				Cornèr Bank*	\$25			Bank of Ireland	\$20
Drawn totals	\$60,013	Drawn totals	\$60,580	Drawn totals	\$57,082	Drawn totals	\$54,606	Drawn totals	\$53,575	Drawn totals	\$45,371



And the same comparison for Committed but Undrawn loans is shown in Table 20:

**Table 20: Comparison Table of Committed but Undrawn only Loan portfolios (in US\$m)**

as of end 2012		as of end 2011		as of end 2010		as of end 2009		as of end 2008		as of end 2007	
Royal Bank of Scotland	\$385.00	Royal Bank of Scotland	\$835.00	Royal Bank of Scotland	\$1,150.68	Royal Bank of Scotland	\$2,023	Royal Bank of Scotland	\$3,250	Royal Bank of Scotland	\$4,380
Credit Suisse*	\$903.00	Commerzbank-Deutsche Schiffsbank	\$430.00	Credit Suisse*	\$1,000.00	Credit Suisse*	\$1,000	Credit Suisse*	\$1,900	HSH Nordbank	\$1,600
Commerzbank**	\$0.00	Credit Suisse*	\$1,000.00	Emporiki Bank	\$604.00	Deutsche Schiffsbank	\$923	Deutsche Schiffsbank	\$1,550	Deutsche Schiffsbank	\$1,400
DVB	\$249.00	DNB	\$714.32	DNB Nor	\$580.00	National Bank of Greece	\$843	Emporiki Bank of Greece	\$1,320	Piraeus	\$1,291
DNB	\$807.00	DVB	\$331.00	Deutsche Schiffsbank	\$549.00	HSH Nordbank	\$619	HSH Nordbank	\$1,268	Marfin-Laiki	\$1,050
Emporiki*	\$200.00	Emporiki Bank	\$350.00	Calyon*	\$500.00	Emporiki Bank	\$610	National Bank of Greece	\$1,164	Calyon*	\$1,000
National Bank of Greece	\$157.00	National Bank of Greece	\$134.00	National Bank of Greece	\$459.00	Marfin Egnatia	\$550	Calyon*	\$1,000	Credit Suisse*	\$950
HSH Nordbank***	\$210.00	Marfin Egnatia	\$94.00	Bremer Landesbank	\$454.37	Calyon*	\$500	BNP PARIBAS	\$716	Emporiki Bank of Greece	\$940
Marfin Egnatia	\$0.00	HSBC	\$200.00	HSBC	\$400.00	BNP Paribas	\$499	DB/SHL Shipping	\$692	National Bank of Greece	\$837
HSBC	\$0.00	DB - Deutsche Shipping*	\$223.00	Alpha Bank	\$350.00	Bremer Landesbank	\$491	DVB Nedship	\$600	DNB	\$775
DB - Deutsche Shipping*	\$0.00	HSH Nordbank*	\$39.89	Marfin Egnatia	\$301.89	Alpha Bank	\$400	Fortis Bank Belgium	\$600	HVB	\$758
BNP Paribas	\$28.00	BNP Paribas	\$86.00	Nordea	\$300.00	HVB/Unicredit	\$389	Alpha Bank	\$550	DB/SHL Shipping	\$678
Unicredit	\$24.00	Alpha Bank	\$100.00	BNP Paribas	\$264.00	CHINA EXIM*	\$350	HVB	\$536	Fortis Bank	\$650
Piraeus Bank	\$10.00	Unicredit	\$220.00	HSH Nordbank*	\$241.20	DB-Deutsche Shipping	\$327	Bank of Scotland	\$520	EFG Eurobank	\$640
Alpha Bank	\$15.00	Piraeus Bank	\$50.00	KFW*	\$225.00	DNB Nor	\$287	Bremer Landesbank	\$520	Alpha Bank	\$610
Citibank	\$500.00	Calyon*	\$300.00	KEXIM*	\$200.00	LBG Shipping Finance (Lloyds+Bank of Scotland)	\$250	DNB	\$512	DVB Nedship	\$600
ABN AMRO	\$350.00	EFG Eurobank	\$77.63	EFG Eurobank	\$198.86	Fortis Bank Belgium	\$250	Commerzbank	\$460	BNP PARIBAS	\$477
Calyon*	\$200.00	LBG Shipping Finance **	\$90.00	Unicredit	\$183.40	KEXIM*	\$250	Marfin-Laiki	\$400	Bremer Landesbank	\$477
ING	\$0.00	ING	\$200.00	DB - Deutsche shipping	\$174.00	KFW*	\$250	Eurobank	\$298	Commerzbank	\$244
CHINA EXIM*	\$350.00	ABN AMRO	\$317.00	Nord LB	\$162.40	HSBC	\$200	KFW	\$224	HSBC	\$200
Nordea	\$410.00	Citibank	\$197.00	Citibank	\$160.00	EFG Eurobank	\$192	Nordea	\$200	ABN	\$200
Eurobank	\$0.00	Nordea	\$250.00	CHINA EXIM*	\$150.00	DVB	\$161	Natixis	\$151	Nordea	\$200
KFW	\$244.00	CHINA EXIM*	\$250.00	Piraeus Bank*	\$130.00	Commerzbank+Dresdner	\$144	Bank of Cyprus	\$147	Dresdner bank	\$200
LBG Shipping Finance **	\$0.00	Bremer Landesbank	\$69.12	DVB	\$94.00	Fortis Bank NL	\$116	ABN (subsidiary undertaking of Royal Bank of Scotland)	\$138	Nord LB	\$200
Bremer Landesbank	\$28.00	First Business Bank	\$39.19	LBG Shipping Finance	\$89.04	Piraeus Bank*	\$110	ING	\$134	Bank of Scotland	\$189
Nord LB	\$90.00	Nord LB	\$20.00	Deka*	\$50.00	Nordea	\$100	Deka	\$120	First Business Bank	\$176
China Development Bank*	\$250.00	KEXIM*	\$200.00	ABN AMRO (Fortis Bank Netherlands)	\$41.54	Deka*	\$100	Piraeus	\$118	Natixis	\$171
KEXIM*	\$250.00	China Development Bank*	\$150.00	Aegean Baltic	\$36.45	Nord LB	\$94	HSBC	\$110	KFW	\$146
First Business Bank	\$0.00	KFW*	\$50.00	Tbank - ex Aspis Bank	\$29.50	First Business Bank	\$81	First Business Bank	\$108	Bank of Cyprus	\$138
Aegean Baltic	\$4.00	Natixis **	\$0.00	First Business Bank	\$24.84	Natixis	\$78	Nord LB	\$94	Citibank	\$135
China Everbright Bank*	\$100.00	Aegean Baltic	\$36.14	Proton Bank	\$17.50	Citibank	\$65	Lloyds Bank	\$73	Bank of Ireland	\$82
Bank of Cyprus	\$0.00	Bank of Cyprus	\$11.50	Natixis	\$16.00	Bank of Cyprus	\$60	Aegean Baltic	\$51	ING	\$63
Natixis **	\$0.00	Proton Bank	\$0.00	Bank of Cyprus	\$16.00	Aegean Baltic	\$31	Citibank	\$45	Aegean Baltic	\$52
NIBC		Deka	\$0.00	ING	\$0.00	Proton Bank	\$22	Bank of Ireland	\$40	Proton Bank	\$41
Deka*	\$0.00	China Everbright Bank*	\$50.00	Beremberg*	\$0.00	Bank of Ireland	\$18	Fortis Bank NL	\$32	Aspis Bank	\$20
Bank of Ireland **	\$0.00	Bank of Ireland **	\$0.00	Bank of Ireland	\$0.00	ING	\$17	Proton Bank	\$12	Agricultural Bank of Greece	\$0
		Tbank	\$0.00	Agricultural Bank of Greece	\$0.00	Aspis Bank	\$12	Agricultural Bank of Greece	\$0	Bank of America*	\$0
		Agricultural Bank of Greece	\$0.00	Santander/ex Alliance and Leicester	\$0.00	Agricultural Bank of Greece	\$0	Aspis Bank	\$0	BTMU Capital Corporation*	\$0
		Santander**	\$0.00	Corner*	\$0.00	Santander/Abbey-ex Alliance and Leicester	\$0	Dresdner Bank	\$0	Korea Development Bank*	\$0
						Beremberg* (only this year)	\$0	Alliance and Leicester/Santander	\$0	Alliance and Leicester**	\$0
						Corner Bank (only this year)	\$0			Beremberg*	\$0
<b>Committed but Undrawn Totals</b>	<b>\$5,764</b>	<b>Committed but Undrawn Totals</b>	<b>\$7,115</b>	<b>Committed but Undrawn Totals</b>	<b>\$9,153</b>	<b>Committed but Undrawn Totals</b>	<b>\$12,413</b>	<b>Committed but Undrawn Totals</b>	<b>\$19,653</b>	<b>Committed but Undrawn Totals</b>	<b>\$21,570</b>

\* Market estimates

\*\* Running off portfolios



**Table 21** summarises in one table the comparative statistics for the Greek ship-finance market over the last 12 years.

	Dec-01	Dec-02	Dec-03	Dec-04	Dec-05	Dec-06	Dec-07	Dec-08	Dec-09	Dec-10	Dec-11	Dec-12	Greek Shipping loan volumes in \$bn											
	Number of banks												Dec-01	Dec-02	Dec-03	Dec-04	Dec-05	Dec-06	Dec-07	Dec-08	Dec-09	Dec-10	Dec-11	Dec-12
International banks WITH a Greek presence	11	10	10	9	11	11	13	12	11	11	11	11	7.050bn	8.185bn	10.124bn	13.938bn	19.450bn	24.252bn	37.04bn	38.984bn	36.777bn	35.882bn	35.29bn	33.9bn
International banks WITHOUT a Greek presence	20	30	29	27	15	16	16	16	18	16	32	31	6.165bn	8.604bn	9.788bn	12.07bn	10.049bn	14.788bn	14.061bn	17.299bn	14.101bn	14.469bn	17.887bn	19.16bn
Greek banks	9	11	15	14	14	12	12	12	12	12	12	9	3.31bn	4.472bn	5.642bn	6.344bn	6.523bn	7.347bn	15.84bn	16.944bn	16.140bn	15.884bn	14.517bn	12.7bn
Totals	40	51	54	50	40	39	41	40	41	39	55	51	\$16.525bn	\$21.261bn	\$25.554bn	\$32.353bn	\$36.112bn	\$46.387bn	\$66.941bn	\$73.228bn	\$67.019bn	\$66.235bn	\$67.694bn	65.78bn

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## D. Newbuilding finance research

The reduction in commitments is parallel to an increase in newbuilding finance by 15.12%, from 68.27% to 78.59%.

**Table 22**

	Bank	end 2009			end 2010			end 2011			end 2012			Change
		Committed but Undrawn portfolio (in \$m)	% for N/Bs	Amount for N/Bs	Committed but Undrawn portfolio (in \$m)	% for N/Bs	Amount for N/Bs	Committed but Undrawn portfolio (in \$m)	% for N/Bs	Amount for N/Bs	Committed but Undrawn portfolio (in \$m)	% for N/Bs	Amount for N/Bs	
1	Royal Bank of Scotland	2023	80.45%	1627.5035	1150.68	95.65%	1100.62542	835.00	75%	626.25	385.30	78%	300.53	4%
2	Credit Suisse*	1000	100.00%	1000	1000	100.00%	1000	1000.00	95%	950.00	903.00	94%	847.83	-1.17%
3	Commerzbank-Deutsche Schiffs	923	100.00%	923	549	80.00%	439.2	430.00	50%	215.00				
4	National Bank of Greece	843	82.50%	695.475	459	63.82%	292.9338	134.00	60%	80.40	157.00	59%	92.41	-1.90%
5	HSH Nordbank**	619	73.00%	451.87	241	50.00%	120.5	39.89	29%	11.57	210.34	0%	0.00	-100.00%
6	Emporiki Bank*	610	79.00%	481.9	604	80.00%	483.2	350.00	93%	325.50				
7	Marfin Egnatia	550	50.00%	275	301.886116	43.00%	129.81103	94.00	100%	94.00				
8	BNP Paribas	499	96.00%	479.04	264	100.00%	264	86.00	100%	86.00	28.31	100%	28.31	0.00%
9	Bremer Landesbank	490.53	100.00%	490.53	454.365	100.00%	454.365	69.12	100%	69.12	28.40	17%	4.83	-83.00%
10	Alpha Bank	400	90.00%	360	350	90.00%	315	100.00	90%	90.00				
11	Unicredit	389.19	53.45%	208.02206	183.4	75.00%	137.55	220.00	31%	67.76	24.20	100%	24.20	224.68%
12	DB-Deutsche Shipping*	327	95.00%	310.65	174	90.00%	156.6	223.00	75%	167.25			0.00	-100.00%
13	DNB	287	65.00%	186.55	580	64.14%	372	714.32	83%	591.45	807.00	79%	638.98	-4.37%
14	LBG Shipping Finance**	250.26	100.00%	250.26	89.036	100.00%	89.036	90.00	100%	90.00				
15	HSBC	200	100.00%	200	400	95.00%	380	200.00	100%	200.00				
16	EFG Eurobank	192.3	90.60%	174.2238	198.862	78.00%	155.11236	77.63	90%	70.18				
17	DVB	161	80.00%	128.8	94	100.00%	94	331.00	62%	205.22	249.00	96%	239.04	54.84%
18	ABN AMRO	116	55.00%	63.8	41.54	37.00%	15.3698	317.00	29%	91.93				
19	Nordea	100	100.00%	100	300	54.00%	162	250.00	93%	232.50	410.00	75%	307.50	-19.35%
20	First Business Bank	81	64.00%	51.84	24.836368	79.62%	19.774423	39.19	0%	0.00				
21	Natixis**	78	100.00%	78	16	0.00%								
22	Citibank	65	93.00%	60.45	160	100.00%	160	197.00	100%	197.00	500.00	100%	500.00	0.00%
23	Bank of Cyprus	60	70.00%	42	16	4.40%	0.704	0.00	0%	0.00				
24	Aegean Baltic	31.37	36.45%	11.434365	36.452	54.83%	19.9866316	36.35	32%	11.70	4.30	42%	1.80	30.00%
25	Nord LB			0	162.4	100.00%	162.4	20.00	100%	20.00	89.69	2.5%	2.24	-97.50%
26	Piraeus*			0	130	100.00%	130	50.00	100%	50.00				
27	Proton Bank	21.5	30.23%	6.49945	17.5	0.00%								
28	Bank of Ireland	18.25	100.00%	18.25										
29	ING	17.02	9.00%	1.5318										
30	Fortis Bank Belgium	250	98.10%	245.25										
31	Dresdner-Commerzbank	144	100.00%	144										
32	KFW*	250	100.00%	250										
33	Tbank	12.32	0.00%	0	29.5	0.00%	0							
<b>Totals</b>		<b>11,008.74</b>	<b>84.62%</b>	<b>9,315.88</b>	<b>8,027.46</b>	<b>82.89%</b>	<b>6,654.17</b>	<b>6654.17</b>	<b>68.27%</b>	<b>\$4542.83</b>	<b>\$3796.54</b>	<b>78.69%</b>	<b>\$2987.67</b>	<b>15.27%</b>

Even though the forward commitments have declined, the allocations towards newbuildings have increased.





## E. The Greek shipping Syndications Market

The liquidity constraints faced by banks have provided an impetus for syndications, especially towards listed companies. The overall Greek syndications rose by 12%.

**Table 23**

		2010	2011	2012	
1	Citibank	\$2,390.00	\$300.00	\$2,000.00	566.67%
2	Nordea	\$2,100.00	\$1,100.00	\$2,500.00	127.27%
3	Aegean Baltic	\$1,496.83	\$1,399.29	\$1,345.74	-3.83%
4	Commerzbank- Deutsche Schiffsbank*	\$1,300.00	\$1,100.00		
5	Credit Suisse*	\$60.00	\$53.00	\$46.00	-13.21%
6	HSH Nordbank*	\$469.00	\$822.36	\$623.03	-24.24%
7	DNB	\$1,352.00	\$2,085.11	\$2,487.00	19.27%
8	Unicredit	\$280.80	\$245.70	\$226.89	-7.66%
9	LBG Shipping Finance**	\$847.00	\$820.00		
10	Royal Bank of Scotland	\$984.00	\$353.00	\$462.10	30.91%
11	National Bank of Greece	\$490.00	\$447.00	\$427.00	-4.47%
12	ABN AMRO (ex Fortis NL)	\$122.61	\$278.19		
13	Nord LB	\$204.00	\$247.20	\$226.87	-8.22%
14	Deutsche Bank*	\$200.00	\$204.00		
15	HSBC	\$90.00	\$140.00		
16	Alpha Bank	\$38.50	\$34.50	\$30.00	-13.04%
17	BNP Paribas	\$255.00	\$473.00	\$664.82	40.55%
18	First Business Bank	\$85.46	\$63.06	\$59.34	-5.90%
19	KFW	\$45.00	n/a	\$402.30	
20	Emporiki Bank	\$31.00	\$27.00		
21	Eurobank	\$15.13	\$13.28	\$11.40	-14.16%
22	Natixis		\$70.14		
	Fortis Belgium				
	Commerzbank- ex Dresdner				
		<b>\$12,856.33</b>	<b>\$10,275.84</b>	<b>\$11,512.48</b>	<b>12.03%</b>



## 4. The outlook for 2014 and beyond

The end of 2013 shall mark the fifth year of shipping recession. Loan covenants, owner liquidity, financial position, chartering cover and bank-client relationships have been well tested/eroded during this period. However, despite the financial strain from within the shipping industry as well as outside it, i.e. banking crisis, regulations, piracy and technical issues associated with low sulphur fuels, the shipping industry has survived largely intact.

Admittedly, these have been some notable public company failures and / or Chapter 11 cases, e.g. Torm, Omega, OSG. However, the vast majority of shipping companies both public and private are still alive and many are actively exploiting market opportunities.

At the time of concluding this research, a very modest rally off the bottom is taking place in dry bulk in terms of values and freights and the same is being attempted in the other, so far, depressed shipping sectors. It may well be that such recovery is premature as the tonnage surpluses are still present and the rate of scrapping has not outpaced newbuilding deliveries. However, we must conclude that the borrowing process has begun. The increasing presence of US equity funds attracted by the upside potential of shipping, is adding to both newbuilding orders, as well as modest second hand demand. Thus far, the rush of distressed sellers has not materialized and vessel values have shown increased resilience and a pick up off the bottom too.

For all banks engaged in shipping and especially in the dry bulk and container sectors, any stabilization and recovery of shipping shall be most welcome. Banks have been very supporting, patient and forgiving during this crisis partly out of a wish to support clients caught in an adverse market situation and relying on a market cyclical upturn to come and partly due to their own inability to withstand too many provisions and losses.

Bank illiquidity has precluded thus far the previously applied method of a loan recovery via additional low cost vessel purchases, so as to establish a lower average exposure per vessel and achieve a quicker recovery when the market turns. However, banks have been able to build up their margin income during this waiting time by increasing margins in return for loan restructures and covenant waivers.

Looking at the components of Greek shipping finance, we wish to draw readers' attention to the rise of export finance. This has been centred mostly in the Far East, i.e. China and Korea, but also in the offshore sector with active participants by GIEK, Atradius, Hermes and other agency support. Quite often, such export finance has provided useful finance opportunities for owners.

As has been abundantly shown in this research, there are banks which are lending countercyclically whereas others wish to do so but are prevented from doing so by liquidity and capital adequacy constraints. With the increased application of Basel III, the assumption of European banks supervisory responsibility by the ECB and the gradual achievement of higher capital ratios for all European banks, we foresee that European finance shall slowly recover in 2014 aided by a modest shipping market recovery.

As a result of the mergers of Greek banks into 3 main banks with adequate capital ratios, it is expected that slowly such banks shall resume lending to their best clients and / or assist in recovery operations. In the event that Greece too could convincingly show the international markets that it has turned the economic corner and is on its way towards a recovery, the re-entrance of Greek banks shall become more prominent.

Whereas, therefore, world economic conditions and international trade, as well as the international banking sector are expected to show some improvement in 2014 and beyond, the future of most shipping sectors is highly dependent on the ordering activity and the persistence of tonnage surpluses. As the Far



Eastern yards are still aggressively looking for orders supported by their banks and as most owners are attracted by the eco speed designs of new vessels, the outlook for a shipping recovery still remains in doubt.

Despite the above conflicting factors, we are still of the opinion that a limited recovery shall commence in earnest from 2014 onwards but that its strength may be variable and the recovery process itself shall be long.