



ALPHA BANK

# Press Release

## **Alpha Bank launches an innovative joint venture to service non-performing assets with Spain's Aktua Soluciones Financieras**

Alpha Bank has signed a memorandum of understanding with Aktua Soluciones Financieras ("Aktua"), a leading Spanish special servicer, to create and launch an innovative special-servicing joint venture, Aktua Hellas. The entity will be 45% owned by Alpha Bank and 55% owned by Aktua and its affiliates. Under the terms of the memorandum and subject to regulatory approvals and definitive documentation, Aktua Hellas will enter into a long-term agreement to manage a substantial part of Alpha Bank's non-performing assets. Aktua Hellas will specialise in managing non-performing assets to accelerate friendly resolutions and reach consensual and non-judicial solutions. Alpha Bank will continue its active role in managing these assets and maintaining its customers' rights, and Aktua will utilise its recognised expertise in servicing these types of assets by applying its proven processes and methodology together with proprietary IT systems, specialised teams and customer service capabilities. The creation of Aktua Hellas is an innovative venture in the Greek market, reflecting the strength and competencies of its shareholders.

**Alpha Bank Chief Executive Officer and Managing Director Demetrios P. Mantzounis** commented: "This is an important step forward for the continued recovery of the Greek economy and financial system. The creation of Aktua Hellas demonstrates Alpha Bank's continued commitment to advanced technology and operational efficiencies, and continues our long and successful track record of innovating to benefit our customers through partnerships with proven international financial services leaders that positively reshape the Greek market."

**Aktua's founder and CEO Enrique Dancausa Treviño** remarked:

"Aktua looks forward to providing our joint venture best-in-class experience to improve non-performing assets management. We are convinced this long-term partnership will set a new standard for the special servicing industry in Greece."

Founded in 2008 by Group Santander, Aktua, special servicer pioneer in Spain, delivers products and services from loan management, property & facility Management and commercialization and sales of a wide variety of real estate assets all over the Spanish geography. Aktua, made up of a team of 400 professionals and 30 offices, currently manages Euro 14.2 billion of assets. Its customers include Spanish largest banking institutions, international banks and global investment firms. Aktua is currently rated by Standard & Poor's and a recent S&P report mentions Aktua's highly experienced management team, robust IT systems, well-designed governance model and solid operation structure.

Athens, December 24, 2014