

11th Athens Stock Exchange Roadshow in London

Briefing Session

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1. EBRD in Greece

-EBRD is an International Financial Institution founded in 1991; owned by 65 countries, plus the European Union and the European Investment Bank.

-€9.4 billion invested in 2015, through 381 projects in 36 countries

-The Greek Government invited EBRD to Greece, aiming at the support of investment driven economic recovery; Resident Office in Athens since March 2016

-EBRD provides market based project finance mainly to the private sector; a business partner who shares commercial risks and applies sound banking principles

2. Country strategy for Greece

Approved by the Board of Directors in June 2016

- Priority 1: Support private sector driven economic restructuring through a shift to a more export-oriented growth model.
- Priority 2: Support the stabilisation of the financial sector and deepen intermediation to unlock private sector access to finance.
- Priority 3: Support private sector participation and commercialisation in the energy and infrastructure sectors to enhance regional integration and improve quality of utility services

3. Board approved investments by November 2016

Debt and equity projects: 900 million euro

Trade Facilitation lines: 200 million euro

Regional project: Trans Adriatic Pipeline (EUR 500 million EBRD funds; up to EUR 1 billion from commercial banks. Financial closing is expected in the first quarter 2017).

4. Portfolio highlights

-Deployment of full range of expertise and investment products

-Strong financial additionality of projects supporting investment capacity

- Loan syndications
- Corporate bonds
- Loan securitization
- NPL platform
- Private equity funds

-Priority to catalysts for access to additional private sector investment

-Established cooperation with other IFIs

-Scaling up potential (NPL platform, Trade Facilitation lines, business groups)

-Working on frameworks to support the Investment Law and to develop local corporate bond markets

5. Market trends

Short/medium term uncertainties remain but signs of stabilisation are apparent. GDP growth is expected to pick up in 2017 to 2.4 per cent. Potential growth drivers in the short term include disbursement of EU structural funds (up to €7 billion), the clearance of public arrears to the private sector, progress in NPL resolution, and some resumption of private sector investment.

Issues for consideration

- i. The consensus is that the Greek economy is bottoming out; implications for valuations of assets and investment opportunities
- ii. Country risk vs supply side conditions in comparison to peers (human capital, infrastructure, and investment incentives)
- iii. Resilience of sectors and corporates under severe stress
- iv. Investment opportunities in the adjustment programme (privatizations, energy, logistics, and product markets).
- v. IFIs engagement in the country

6. EBRD as a business partner

- Triple-A financial partner with Preferred Creditor Status
- Local presence on the ground and extensive knowledge of the local economy
- Working relationships with the government and other stakeholders
- Debt and equity product flexibility tailored to project needs