

Программа приватизации греческих государственных компаний и передачи в концессию объектов государственной собственности в 2012 году

I. Продажа принадлежащих государству пакетов акций:

1. Государственная газовая корпорация (ДЕПА) — предлагается 100% акций.

Оператор государственной газотранспортной системы (ДЕСФА) – предлагается 66% акций. Приобретение долей в обеих компаниях возможно одним пакетом и отдельно. Объявление о международных торгах (предварительный отбор) сделано 1 марта.

2. Греческая нефтяная корпорация (ЕЛПЕ) – предлагается 35,5% акций. Продажа акций возможна после подписания в апреле меморандума с основным акционером компанией «Паневропеан», имеющей право «первой руки».

3. Государственная энергетическая корпорация (ДЕИ) – к июню должен быть решен вопрос о реструктуризации, с учетом которой будет проводиться приватизация. Вероятно, на первом этапе к продаже будут предложены четыре электростанции, работающие на лигнитах.

4. Греческое оборонное предприятие (ЕАС) – государство владеет 100% акции. Намечено принятие закона о реструктуризации к апрелю, с учетом которого будет проходить приватизация.

5. Металлургическая компания «Ларко» предлагается 55% акций. Намечено принятие закона о реструктуризации в марте.

6. Греческая компания по производству автобусов и грузовиков (ЕЛВО) – государству принадлежит 57% акций. Намечено принятие закона о реструктуризации к июню.

7. Компания «ТрейнОСЕ» (владелец и оператор подвижного железнодорожного состава) – предлагается 100% акций. Приватизация начнется после завершения процесса реструктуризации и списания долгов, ориентировочно в четвертом квартале.

8. Акционерное общество «Афинский международный аэропорт» – государство владеет 55% акций, приватизация намечена на четвертый квартал.

9. Организация по проведению ипподромных скачек. Намечена реструктуризация компании с выделением имущественного и игрового компонентов и последующей продажей (порядок и объем приватизации еще не определены).

10. Организация спортивных лотерей (ОПАП) – предлагается 34% акций. Объявление о торгах намечено на первый квартал.

11. Компания водоснабжения Афин – государству принадлежит 61% акций, приватизация намечена на июнь.

12. Компания водоснабжения Салоник – государству принадлежит 74% акций, приватизация намечена на июнь.

13. Греческая почтовая компания – приватизация будет проходить после принятия закона об определении объема необходимых государственных услуг, ориентировочно во втором квартале.

14. Казино «Монт Парнас» – предлагается 49% акций, приватизация намечена на второй квартал.

II. Передача в концессию:

1. Порт г. Салоники – государству принадлежит 75% акций. Передача в управление стратегическому инвестору путем международных торгов намечена на третий квартал.

2. Порт г. Пирей – государству принадлежит 75% акций. Передача в управление частному инвестору намечена на третий квартал.

3. Крупные региональные порты (Волос, Рафина, Игуменица, Патры, Александруполис, Керкира, Кавала, Лавриои, Ираклион) – третий квартал.

4. Небольшие порты и стоянки для яхт – третий квартал.

5. Региональные аэропорты – третий квартал.

6. Государственные лотереи – передача прав на проведение различного

вида лотерей (в марте ожидаются предложения от трех компаний, прошедших предварительный отбор).

7. Автодорога «Эгнатия Одос» – протяженность 760 км. Торги ориентировочно намечены на второй квартал.

8. Подземное газохранилище к югу от г. Кавала – четвертый квартал.

III. Сдача в долгосрочную аренду и продажа объектов недвижимости:

1. Участок старого аэродрома Афин (площадь – 620 га). Планируется передача в долгосрочную аренду стратегическому инвестору для создания туристско-рекреационного и жилого комплекса.

2. Гостиничный комплекс «Астир Вульямени» – второй квартал.

3. Крупный участок на острове Керкира, район Кассиопии, с выходом к морю. Планируется передача в долгосрочную аренду для создания туристического комплекса (необходимо решить вопрос с переносом радара НАТО и разрешениями на строительство) – третий квартал.

4. Участки недвижимости (местоположение и условия приватизации будут определены в июне).

**Hellenic Republic Privatisation Programme and
Hellenic Republic Asset Development Fund (HRADF)**

SUMMARY NOTE

1. Set up by Law on 1/7/11.
2. Legally in existence on 29/8/11.
3. The CEO and the Executive Director are professional bankers with significant experience.
4. Already in operation with 17 professional staff. The Fund will be at full capacity by the end of November 2011.
5. First lot of assets transferred to HRADF on 16/9/11.
6. In line to complete a number of privatizations by the end of 2011:
 - extension of gaming licenses - completed (€850m in Oct and Nov)
 - extension of the Athens International Airport concession (in progress)
 - extension of mobile telephony license (in progress)
 - new state lottery license (to be launched in Oct)with receipts of about €1.7 bn over the same period.
7. In late 2011 we will launch the tender for the redevelopment of HELLINIKON, the old Athens Airport, expected to be completed by the end of 2012.
8. A series of privatizations is being prepared for the first half of 2012:
 - sale of 34% of OPAP (gaming)
 - sale of 30% of Athens International Airport
 - sale of 65% of the Public Gas Company (DEPA)
 - sale of LARCO, a nickel mining company
 - sale of 35% of Hellenic Petroleum (refining and retail)
 - the first lot of real estate assets, valued currently at around €500mn
 - sale of a horse racing and betting company ODIE.
9. Privatisation proceeds (cash) are estimated at about €6bn in 2012 and €8bn in 2013.

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10. In the first half of 2012 the tenders for concessions on 19 regional airports and 12 regional ports will be issued with likely completion in early 2012.
11. Real estate assets are being prepared for sale or development and will come to the market in lots. The second lot should be ready for the market in the second half of 2012.

Hellenic Republic Privatization Programme

Greece has committed, as part of the medium term fiscal strategy agreed with her partners, to transfer trading assets from the private to the public sector. The government has set up the **Hellenic Republic Asset Development Fund**, whose sole mandate is to facilitate this move. This marks a substantial departure from past practices and puts the privatization programme in a clear business context.

The Hellenic Republic privatization programme is the largest declared divestement programme in the world (€50bn). Its success depends primarily on the international market conditions and of course our degree of preparedness. Real Estate and Infrastructure (including energy) account for the bulk (~85%) of the expected proceeds.

The Fund is now fully operational and works hard on the first projects:

- the extension of two gaming licenses,
- the extension of the Athens International Airport concession and the sale of 30% of its shares,
- the sale of the State Lotteries
- the extensions of mobile telephony licenses.

The Hellenic Republic Privatization Programme as a whole represents a major call for attracting infrastructure and energy and real estate investment to Greece. Greece has some obvious advantages which will improve returns over

benchmarks on infrastructure and land development projects:

- it is a significant destination in the global tourism industry
- it is a crossroad between East, coming through Turkey, and the West in transport and energy terms
- it is a natural entry point to the Balkans and Central Europe for global trade flowing from the East
- it has a high population concentration in few cities and high per capital income.

The HR Privatisation Programme is aiming at attracting significant international capital flows by bundling infrastructure elements together, so as to create the scale necessary, and by ensuring competition among those interested. It includes ports, airports, water supply, highways, trains and energy and its implementation is bound to lead to a secondary investment wave all across these assets, which will contribute to restarting the Greek economy.

In a similar vein, about €25bn may be spent by investors on developing land, from landmark projects, like the HELLINIKON airport re-development, to focused tourism industry projects around the country. Again, such high multiplier investments will fuel economic growth.

Real estate in public hands is clearly underdeveloped or not developed at all. There are major opportunities for fresh projects, like the HELLINIKON, which is the largest urban

regeneration project in the world currently underway. There are also opportunities for serial tourism developments, which will upgrade the product offered.

Investments in resorts, golf courses and marinas will inevitably go hand in hand with investments in hotels and summer houses. This will reposition Greece in the global tourism market by adding a strong service and excitement component to the natural gifts of the country; sun and sea. Investments like these have long lead times and will be fully supported from the outset by the Hellenic Republic. As long as there is a business agreement in place, obtaining permits and licenses for development and operation will be fast and will be taken care by the Fund.

In order to move fast forward we need to define a value maximisation path that will take into account for each asset:

- the proceeds to the Hellenic Republic
- the long term benefits of the privatisation concept
- the implementation complexity which along with the starting point affects time to market
- the financial scheme to bridge the price/value divide

The privatisation process should be putting a lot of emphasis on gauging demand and obtaining feedback for each privatisation concept early on and adjusting the concept accordingly. Unless the concept is clear and acceptable to the market, no privatisation should be set in motion. Privatisation processes should invariably lead to

successful outcomes, in order to enhance credibility and proceeds. Moreover, they have to be auditable and transparent, culminating wherever possible to publicly posted tenders or auctions.

Earn out/clawback/put option schemes, which bring in to the Hellenic Republic an extra share of future profits or value, should be factored in, when market permits, to counterweigh the currently low valuations.

A series of privatizations is being prepared to be launched in the near future covering:

- **Energy:** sale of DEPA/DESFA (Gas transporter/distributor) and 35% of Hellenic Petroleum
- **Real Estate:** Development of the old airport at Elliniko and sale/leaseback of 39 buildings
- **Gaming:** sale of 30% of OPAP, one of the largest companies in the world, sale of horse raising /betting company and 49% of the Casino at Athens.
- **Mines:** sales of nickel mining company LARCO

In the first half of 2012 we plan to launch four major infrastructure concessions:

- 19 regional airports including Thessaloniki airport
- 12 ports including Piraeus and Thessaloniki airports
- The Athens and Thessaloniki water supply companies
- The 650 Km Egnatia motorway which links Turkey to the port of Egoumenitsa in western Greece

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The Hellenic Republic will put out for development and/or long leases around 70.000 plots of land. Real estate will be organized in lots to be placed on the market. The first lot is expected to be ready in the first half of 2012.

Finally there are smaller companies that will be sold such as a truck assembler (ELVO), a munitions and light weaponry manufacturer (EAS) a train operator (TRAINOSE).

The Fund is developing clear privatization concepts, will have transparent privatization processes and complete deals at a fast pace. It is run by two banking professionals and has a cadre of experienced staff from the banking, consulting industries as well as lawyers.

- Dr. **Costas Mitropoulos**, CEO was until July 2011 the Executive Chairman of Eurobank EFG Equities, the largest investment bank in Greece. He has advised on many privatizations. He is a member of the board of Hellenic Exchange and sits on the Global Advisory Board of the London Business School.
- **Mr. Andreas Taprantzis**, Executive Director, was until July 2011 General Manager of the Hellenic Post Bank and CEO of its subsidiary T-Bank. He served for 5 years as CEO of Hellenic Post Office.

The Fund enjoys the support of three out of the five political parties in Parliament and is currently developing a concrete communication and investors relations approach. Its own website will be in place by end of October.

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To move forward, away from our current debacle, we have to base our efforts on three pillars; clarity of purpose, clarity of process and speed. The main bridgehead we need to establish in order to re-enter the global markets is credibility. And this is served best by clear and market orientated privatisation concepts, by transparent privatisation procedures which leave little room to play, and by moving fast.

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Hellenic Republic's Privatization Programme

Athens International Airport (AIA)

- Description of the asset

The operator of the largest airport and its infrastructure in Greece, and one of the most modern airports in the region. It owns the right to operate the airport facilities up to 2026 (currently negotiating an extension of the concession up to 2046). It is majority owned by Hellenic Republic (55%) and a group of private investors (Hochtief, Hochtief Airport Capital, Copelouzos etc).

- Scope of privatization

Hellenic Republic ("HR") aims at monetizing part of its shareholding in AIA, post the extension of its concession to 2046. HR expects to privatise more than 21% of its participation (presumable 30%) either through floatation on ATH.EX or a negotiated sale to either a strategic investor or infrastructure private equity or sovereign fund.

- Timetable

Initial timetable was set for completion at 1Q 2012. This target may have to be rescheduled for 2Q 2012, for markets to improve and better visibility to be assessed.

- Comments

An adequate level of preliminary interest to be shown, especially from strategic or financial sponsors. All advisers are processing the 1st stage of the privatization (concession extension).

HELLINIKON SA.

- Description of the asset

HELLINIXON S.A. is the management and exploitation company of Hellinikon airport real estate in Athens, the former Athens Airport.

- Scope of privatization

Exploitation of Hellinikon airport real estate in Athens via various alternatives which might include the sale of an interest (to be decided) of shares of Hellinikon S.A. or another affiliated entity to the HR, whether already existing or to be established for the purposes of the exploitation of the HR's rights.

- Timetable

During the 4Q of 2011 an invitation for the expression of interest from potential investors is expected to be launched. However, the conclusion of any transaction is not expected to have been completed before 4Q of 2012.

- Comments

The shares of Hellinikon SA have been transferred to Hellenic Republic Assets Development Fund S.A. ("HRADF") which is the vehicle via which the totality of the Privatization Programme will be run. Critical

factor for the magnitude of the project will be the final size of the land to be included and the portion of it available for development. Depending on a series of factors that have not been determined and concluded yet the total size of the land might extend up to 6.3 million sq. m.

Hellenic Football Prognostic Organisation (OPAP)

- Description of the asset

The largest lottery operator in Greece, and one of the largest in Europe. OPAP is the incumbent operator with monopoly operations in sports betting, numerical games etc, with an agency network of more than 5.000 shops, white is the only licensee for VLT's operations. OPAP is listed on ATH.EX with a market cap € 2.4 bn, and EBITDA of € 770 million. HR owns 34% of its shares.

- Scope of privatization

Hellenic Republic aims at monetizing its shareholding in OPAP, post the extension of its concession to 2030 and the granting of the only VLT license (35.000 VLT machines). HR expects to privatise its 34% shareholding through a negotiated sale to either a strategic investor or private equity sponsor (gaming oriented).

- Timetable

Initial timetable was set for completion at 4Q 2011. This target may have to be rescheduled for 1H 2012, for markets to improve and better visibility to be assessed.

- Comments

An adequate level of preliminary interest, to be shown, especially from a combination of strategic players supported by large private equity players. All advisers are actively pursuing the project and concluding the 1st stage (concession extension and VLT's licensing).

State Lotteries and Instant Ticket Rights (Lotteries)

- Description of the asset

Traditional State lotteries comprise of National, Popular and Kratiko lottery which all had sales (wagers) of around € 350 million in 2010. Instant tickets (Scratch & Win) have not been present in the domestic market since 2003. Hellenic Republic securitized part of its receivables in those lotteries, in 2000 through a period of 12 years.

- Scope of privatization

Hellenic Republic aims at monetizing its ownership of rights for those lotteries and Scratch & Win tickets. An international tender might be the process to be followed, and the asset to be privatized is

presumably the rights to operate the lotteries, for a concession period of 12 years.

- **Timetable**

Initial timetable was set for completion at 3Q 2011. This target is rescheduled for 4Q 2011, and a tender launch is expected to kick off in October or November 2011.

- **Comments**

All advisors have already been mandated, and international consortia as well as OPAP are expected to bid for the licenses and rights.

HELLENIC PETROLEUM SA. (ELPE)

- **Description of the asset**

ELPE is one of the leading energy groups in Greece and South East Europe as it owns and operates four oil refineries in Aspropyrgos, Elefsina and Thessaloniki in Greece and the sole refinery in Skopje, FYROM. The Company's domestic marketing activities are performed through its fully-owned subsidiaries EKO and Hellenic Fuels (former BP Hellas) and their extensive retail network throughout Greece. Furthermore, the Company is one of the key fuel players in Cyprus, Serbia, Bulgaria, FYROM, Montenegro, Albania, Bosnia-Herzegovina and Georgia through its retail petrol stations network. ELPE is the sole petrochemicals producer in Greece with operations integrated in its refineries. In addition, the Company owns a 35% stake in Greece's incumbent gas company, DEPA, which is the main natural gas importer and wholesale supplier in the country. ELPE's shares are listed on the Athens Exchange. The HR holds 35.48% of the Company's share capital.

- **Scope of privatization**

The HR's objective is to fully privatize ELPE through the sale of all or part of its stake in the Company.

- **Timetable**

Initial timetable was set for completion in 1Q of 2012. This target is rescheduled for 4Q 2011. During September 2011, the HR's stake transferred to the Hellenic Republic Asset Development Fund (HRADF).

- **Comments**

The Paneuropean Oil and Industrial Holdings S.A. ("Paneuropean") holds 41.85% of the Company's share capital. In May 2003, HR and Paneuropean entered into a shareholders' agreement ("Contract") according to which both shareholders have preemption right in case any of them decide to sell all or part of their stake.

- **Market Cap (30.09.2011): € 1,797 million.**

Public Power Corporation S.A. (PPC)

- **Description of the asset**

PPC is the largest electricity generator, the sole owner of the grid and the principal supplier of electricity in Greece. The Company is listed in the ATH.EX. and the HR currently holds 51% of its share capital.

PPC has the option to acquire 30% of DEPA'S share capital, while there is also a commercial agreement between the two companies, to expire in 2016, which is expected to play a significant role in the privatization process of DEPA.

PPC is DEPA'S largest consumer, absorbing more than 65% of DEPA's sales, while the same applies to PPC, as the fuel cost is a significant part of its operating expenses.

- **Scope of privatization**

The initial plans of the HR included the placing of up to 17% of its shares to private investors through the ATH.EX., while maintaining its management. In order to meet the European Commission requirement for the opening up of the lignite market (40% of lignite-powered

PPC production) the HR has also considered the launch of a process for the sale of specific Company's electricity production units.

- **Timetable**

Initial timetable is set for completion in 3Q 2012, which may be accelerated in case of an asset sale. The privatization process is not a straightforward one and might be consummated in two stages, following a reorganization of PPC group.

- **Comments**

According to a press report, the Greek Minister of Environment, Energy and Climate Change recently announced three alternative options for the privatization process: the sale of PPC to a strategic investor or sale of subsidiaries, and the establishment of a new smaller PPC that would include parts of today's activities, to be sold to an investor. According to the Minister, the Greek State would retain a 51% stake of parent company.

Regarding the issue of lignite-powered units, the Minister said that the HR has submitted a new proposal, providing the sale of Amynteo units, leasehold of Vevi mine and energy swaps.

All advisors have already been mandated. Depending on the specific asset(s) to be privatized the market expects significant interest from multinational power/ electricity generation and distribution groups, international consortia and Specialized financial investors with a Strategic perspective in the energy sector.

Public Gas Corporation (DEPA) & National Natural Gas System Operator (DESFA)

- **Description of the asset**

DEPA Group has a strategic national role and a strong presence in the Eastern Mediterranean energy setting. It is involved in the construction of cross-border gas pipelines, actively participating in the project of transporting gas from the producing countries of the East to the consuming countries of Europe, having a key role in the Southern Gas Corridor.

The HR currently holds the 65% of DEPA's share capital, with the remaining held by Hellenic Petroleum S.A., one of the largest oil refining companies in Greece.

DEPA is the incumbent gas company and 51% owner of the three existing Gas Supply Companies (EPAs - usage rights of the medium and low pressure pipeline networks in the geographic areas of Attica, Thessalonica and Thessaly respectively).

DEPA has a 50% participation in IGI POSEIDON S.A. (joint venture with Italy's Edison). The Poseidon project will complete the natural gas corridor through Turkey, Greece and Italy (ITGI) allowing Europe to import natural gas from the Caspian Sea and the Middle East. IGI POSEIDON S.A. also participates in the development of Interconnector Greece-Bulgaria (IGB interconnector), considered part of ITGI corridor.

Currently DESFA is a 100% subsidiary of DEPA, according to ITO model, meaning that additional arrangement would come before any privatization movement. DESFA fully owns the National Natural Gas System (NNGS), with full responsibilities regarding (a) the provision of Third Party Access services under non-discriminatory terms, (b) the operation, (c) the maintenance and (d) the development of the gas system.

Furthermore DESFA (a) will develop the section Komotini - Thesprotia of the ITGI, (b) participates with 50% in South Stream Greece S.A., a joint venture with Gazprom set to design, finance, construct and operate the South Stream pipeline in Greece and (c) may develop new LNG terminals in Northern Greece ("N. Kavala") and Crete.

- **Scope of privatization**

The HR holds 65% of natural gas monopoly DEPA and is considering keeping at least a 10% stake in the company. The HR expects to attract interest of strategic investors, aiming to have a significant role in the company's management.

Regarding DESFA, the Greek state considers to preserve the network ownership and management and thus maintain direct or indirect control of it, meaning that the privatization process is expected to involve the sale up to 31% of DESFA.

- **Timetable**

Initial timetable was set for completion at 4Q 2011. This target may have to be rescheduled for 1H 2012.

- **Comments**

The privatization of DEPA group has geostrategic characteristics and thus an adequate interest for both DEPA and DESFA is expected.

THESSALONIKI WATER SUPPLY & SEWERAGE SA (E.Y.A.TH. S.A.)

- **Description of the asset**

The E.Y.A.TH. S.A. has the exclusive right to provide water and sewerage services in the Greater Thessaloniki Area through a 30-year concession agreement with the Hellenic Republic, effective from July 2001. The HR holds 74% of the ATH.EX. listed Company's share capital, while the 5% of the Company's share capital is owned by the French Suez Environment.

- **Scope of privatization**

The HR is planning the sale of a significant stake (40%) of E.Y.A.TH. through either capital markets and/or strategic investor transaction (management rights might be included).

- **Timetable**

The Hellenic Republic was planning to transfer a minority package of 40% of the shares of the Company in the 3Q of 2011, with a further percentage of the HR was expected to be sold to a strategic investor in the Q4 of 2012. This target may have to be rescheduled for the first part and both first and second part to conclude in the Q4 of 2012.

- **Market Cap (30.09.2011): € 119 million.**

MAIN ATTICA PORTS -

PIRAEUS PORT, ELEFSINA PORT, RAFINA PORT & LAVRIO PORT

- **Description of the asset**

Piraeus Port Authority SA (OLP) is the operator of Piraeus Port, the largest port of Europe (in terms of passenger movements ~20m annually) and the main sea gate of the EU'S southeastern edge. It operates passenger, cruise, container, and car terminals and has granted 2 piers for containers to COSCO. OLPs revenues in 2010 were € 128.5 million. OLP is listed on the ATH.EX. since 2003 and its market cap stands at € 226 m (as of 30.09.2011).

Elefsina, Rafina and Lavrio Ports are smaller ports in the Attica region. Elefsina operates as a container terminal and Rafina / Lavrio both as container and passenger terminals.

Currently Hellenic Republic (HR) owns 74% of OLP and 100% of the other Attica ports.

- **Scope of privatization**

HR aims at monetizing its ownership of rights to OLP and other Attica Ports through an SPV/SPVs that will be established accordingly. HR is planning to reorganize the Attica Ports SO as to group (consolidation) such ports under the umbrella of OLP with the aim to increase shareholders' value and the new entity's attractiveness for private investors. HRs primary aim is the sale of 23.1% of OLP and then privatization of the other Attika ports through sale or concession agreements.

- **Timetable**

Initial timetable for the sale of 23.1% of OLPs shares was set for completion at 4Q 2011. This target may have to be rescheduled for 1H 2012, for markets to improve and better visibility to be assessed.

Initial timetable for the sale of 100.0% of other Attica Ports was set for completion at 1Q 2012. This target may have to be rescheduled for 1H 2012, for markets to improve and better visibility to be assessed.

- **Comments**

The transaction might involve alternative structures (sale of greater % to a strategic investor, granting of management to a strategic investor, granting of concession rights eg terminals). HR has already appointed Financial Advisors and is in the process of launching RFPs for Legal and Financial Advisors.

- **Market Cap (30.09.2011): OLP market cap stands at € 226 million.**

MAIN REGIONAL PORTS -

THESSALONIKI PORT, KAVALA PORT, VOLOS PORT, ALEXANDROUPOLIS PORT, HERAKLION PORT, PATRAS PORT, CORFU PORT & IGOUMENITSA PORT

- **Description of the asset**

Thessaloniki Port Authority S.A. ("OLTH") is the operator of Thessaloniki Port, the second largest port of Greece with a strong position in conventional cargo market. It operates mainly passenger and container terminals. OTHs revenues in 2010 were € 49.56 million. OLTH is listed on the Athens Stock Exchange (ATHEX) since 2001 and its market cap stands at € 102 million (as of 30.09.2011).

Kavala, Volos, Alexandroupoli, Heraklion, Patras, Corfu and Igoumenitsa Ports are main regional ports. All of them are operating as passenger and container terminals.

Currently Hellenic Republic (HR) owns 74% of OLP and 100% of the other Regional ports.

- **Scope of privatization**

HR aims at monetizing its ownership of rights to OLTH and other Regional Ports through an SPV/SPVs that will be established accordingly. HR is planning to reorganize the Regional Ports so as to group (consolidation) such ports under the umbrella of OLTH with the aim to increase shareholders' value and the new entity's attractiveness for private investors. HRs primary aim is the sale of 23.3% of OLTH and then privatization of the other regional ports through sale or concession agreements.

- **Timetable**

Initial timetable for the sale of 23.3% of OLTHs shares was set for completion at 3Q 2011. This target may have to be rescheduled for 1H 2012, for markets to improve and better visibility to be assessed.

Initial timetable for the sale of 100.0% of other Regional Ports was set for completion at 1Q 2012. This target may have to be rescheduled for 1H 2012, for markets to improve and better visibility to be assessed.

- **Comments**

The transaction might involve alternative structures (sale of greater % to a strategic investors, granting of management to a strategic investor, granting of concession rights eg terminals, different consolidation structures). HR has already appointed Financial Advisors and is in the process of launching RFPs for Legal and Financial Advisors.

SMALL PORTS AND MARINAS

- **Description of the asset**

The HR owns an extensive portfolio of smaller ports, other than the 12 ports that have the legal form of Societe Anonyme (Piraeus, Thessaloniki, Volos, Igoumenitsa, Patra, Alexandroupoli, Heraklion, Elefsina, Rafina, Lavrio, Corfu and Kavala). Also HR owns an extensive portfolio of marinas both in mainland and in the islands.

- **Scope of privatization**

HR aims at monetizing its ownership of rights to those ports/marinas and or their assets, through an SPV/SPVs that will be established accordingly. HR is planning to reorganize its port portfolio under Societe Anonyme forms in order to create a network of ports/marinas, with the aim to privatize them mainly through concession agreements with private investors/operators.

- **Timetable**

Initial timetable was set for completion at 2Q 2013

- **Comments**

Financial, legal and technical advisors have or are expected to be mandated for the project to kick start.

REGIONAL AIRPORTS

- **Description of the asset**

The HR other than Athens International Airport and Heraklion International Airport, owns an extensive portfolio of regional airports (29) hosting aviation flights and operated by Hellenic Civil Aviation Authority.

- **Scope of privatization**

HR aims at monetizing its ownership of rights to those airports and or their assets, through an SPV or SPVs that will be established accordingly. HR is planning to reorganize its airport portfolio under Societe Anonyme forms with the aim to privatize them through concession agreements with private investors/operators.

- **Timetable**

Initial timetable was set for completion at 3Q 2012.

- **Comments**

Financial, legal and technical advisors have or are expected to be mandated for the project to kick start.

LARCO S.A.

- **Description of the asset**

Larco is among the largest standalone ferronickel producers in the world, engaged in exploration, mining and smelting of nickel. Larco's mining facilities consisting of 20 surface mines and 1 underground mine. Sales amount at € 240 million, with annual ore quantities processed of 1.5-2.5 m tones.

- **Scope of privatization**

The Hellenic Republic (HR) holds 55.2% of the Company's share capital. The HR objective is to privatize LARCO through the sale of its stake to a strategic Investor that will assume also the management. During September 2011, the HR's stake transferred to the Hellenic Republic Asset Development Fund (HRADF).

- **Timetable**

The sale of the abovementioned percentage has been planned for 4Q 2011, which may have to be rescheduled for 1H 2012.

- **Comments**

The remaining 33.4% of the Company's share capital belongs to the National Bank of Greece S.A. and 11.4% to the Public Power Corporation SA.

REAL ESTATE ASSETS

- **Description of the asset**

The HR owns an extensive portfolio of real estate assets that are managed and/or owned as the case may be, by state-owned companies such as the Public Real Estate Company SA (KED), Hellenic Touristic Company SA and Olympic Real Estate SA, as well as by the Ministries of the HR Government.

- **Scope of privatization**

HR aims at monetizing its ownership of rights to those real estate assets, through SPVs that will be established accordingly.

The privatization process might include mainly concession agreements and also sale of assets, rights, sale & lease back schemes and other securitization schemes, establishment of REICs and flotation on ATH.EX, etc

- **Timetable**

Initial timetable was set for completion at 2011-2015(6 portfolios/tranches).

- **Comments**

All advisors have already been mandated. It is expected at 4Q 2011

the first tranche to be launched through sale & lease back transaction.

HELLENIC POST BANK S.A.

- **Description of the asset**

HELLENIC POST BANK S.A. which is a publicly traded bank on the ATH.EX, a member of the Hellenic Banking Association, the European Savings Banks Group and the World Savings Banks Institute. With a large network of 136 branches and 820 corresponding postal offices covering the entire country has a market cap of € 216 million.

- **Scope of privatization**

HR intends to further privatize by selling up to 34% of its shares which is its total direct participation in the Company, through either capital markets and/or financial services investor transaction.

- **Timetable**

Although the Privatization Programme had set up the 4Q of 2011 as the deadline date for sale it will most probably slide further since for the listed companies the HR intention is to postpone privatization to a stage where stock market conditions will be more favorable.

- **Comments**

Although the Privatization Programme entails that HR will sell the totality of its direct participation i.e. 34% it might be an option for HR to combine this with another 10% approx. which is ELTA's (HELLENIC POST) participation as well in the company. Considering that ELTA's major shareholder is HR, it would make sense for State to offer a largest portion of the bank for sale. Hellenic Postbank has a 10% participation in ELTA as well.

- **Market Cap (30.09.2011): € 219 million.**

LOANS & CONSIGNMENTS DEPOSITS FUND (LCF)

- **Description of the asset**

LOANS & CONSIGNMENTS DEPOSITS FUND (LCF) is a public entity operating under the form of legal entity governed by public law. The Company till now had the privilege of granting loans not only to the Public sector entities and servants but also to private individuals and accept deposits from them as long as activities referring to reserved operations under a prerogative of public law such as consignment deposits, compulsory deposits etc.

- **Scope of privatization**

Sale of 100% of HR participation in it.

- **Timetable**

2Q of 2012

- **Comments**

HR intention is to divide from operational aspect the deposits and reserves operations from the commercial one by establishing a

separate entity for the latter. Although the Fund will remain one legal entity, the commercial activities may be span off and contributed to an existing or a newly incorporated company of the Fund. The commercial sector will include the activities for those operations i.e. private sector (individuals & companies) loans and deposits. This new venture could also be available for separate exploitation. Press releases refer also to potential merge of it after its establishment with existing commercial banks in Greece.

AGRICULTURAL BANK OF GREECE S.A. (ATEBank)

- **Description of the asset**

ATEBank which is listed on the ATH.EX, comprising a group of financial companies providing full spectrum of financial products and services to individuals and companies. With the second largest network of 483 branches and 927 ATMs covering the entire country has a market cap of € 431 million.

- **Scope of privatization**

Sale of 26.2% of its shares currently owned by the HR. This share percentage up for sale from HR had been set up in the Privatization Programme. However, since the current share of the HR in the Company has increased to 89.9%, the sale of a larger portion in order the HR to be left with the 51% of the company it might be a very plausible development.

- **Timetable**

First quarter of 2012 as set up in the Privatization Programme. However, since the bank as a result of the PSI programme might be in a need to perform a share capital increase this date may be re-set for a later stage.

- **Comments**

The Group has undergone an extended restructuring plan that has been designed to secure its financial viability. The plan has been agreed with the HR which is the major shareholder and the European Commission. Although the bank completed a huge share capital increase of 1,26 bn in June 2011, its participation in PSI programme has resulted in the need for another share capital increase due to losses from its GGB portfolio. The magnitude and timing of this capital increase will be decided by its administration at a later stage.

- **Market Cap (30.09.2011): € 456 million.**

ATHENS WATER SUPPLY & SEWERAGE SA (EYDAP)

- **Description of the asset**

The EYDAP has the exclusive right to provide water and sewerage services in the Greater Athens Area through a 20-year concession agreement with the HR, effective from December 1999. The HR holds 61% of the ATH.EX listed Company's share capital.

- **Scope of privatization**

The HR is planning the sale of a significant stake (27.3%) of EYATH through either capital markets and/or strategic investor transaction, including management rights potentially.

- **Timetable**

The HR plans to transfer a minority package of 27.3% of shares of the company within the 2nd quarter of 2012, while established regulatory authority waters. A further percentage of the HR are expected to be

sold to a strategic investor in the 4Q 2013, after the separation of the network and the assets from the commercial operations.

- **Comments**

A 10% stake of EYDAP's share capital is held by Agricultural Bank of Greece (ATEbank). The ATEbank has also announced that it is interesting to sell the abovementioned stake.

- **Market Cap (30.09.2011): € 325 million**

TRAI NOSE, THE ROLLING STOCK MAINTENANCE ACTIVITY OF OSE AND SELECTED REAL ESTATE ASSETS OF GAIAOSE S.A.

- **Description of the asset**
 - a. **TRAI NOSE is the management and operation company of OSE S.A.**
 - b. **ROLLING STOCK MAINTENANCE ACTIVITY OF OSE (ROSCO) is the business unit of rolling stock maintenance of OSE S.A.**
 - c. **SELECTED REAL ESTATE ASSETS OF GAIAOSE S.A. which is a wholly owned subsidiary of OSE S.A. responsible for the management of OSE's real estate property.**
- **Scope of privatization**

a) Total Privatization (100%) of TRAI NOSE which is already spun off from OSE S.A. and functioning completely separately from it and with HR being the sole shareholder. b) ROSCO will become a subsidiary of OSE S.A. and be completely privatized (100%). c) Commercial exploitation of Athens, Piraeus, Thessaloniki, Volos and Larissa railway stations that are currently run by GAIAOSE S.A. HR considers selling the concession agreements incorporating HR's and/or GAIAOSE's rights over the above stations.

- **Timetable**

Set up in the Privatization Programme 2011-2015 for the fourth quarter of the current year. However, since no Advisors have been nominated yet seems this to slide for sometime during 2012 or even later.

- **Comments**

HR would be willing to sell any share up to 100% of OSE although so far weak interest has been attracted. According to press potentially interested investors appear to be national railway companies such as SNCF-TGV and Deutsche Bahn or large construction companies such as Vinci and Alstom.

Road Infrastructure projects (Road rights)

- **Description of the asset**

Hellenic Republic owns rights in relation to specific road infrastructure projects which are currently in the operating, construction, planning etc phase. These projects were structured under the Public – Private sector scheme initiatives (domestic and international partners), participation of Hellenic Republic, Solely concession based etc. Those projects currently refer to Attika ring road, Egnatia Odos, Gefyra (Bridge), Aegean Motorway, Moreas Road, Olympia Odos, Kentriki Odos, Nea Odos etc.

- **Scope of privatization**

Hellenic Republic aims at monetizing its ownership of rights to those companies and or their assets, through an SPV that will be established

accordingly. The privatization process might include sale of securities, rights, concession agreements, other securitization schemes etc, with a number of international and or domestic sponsors, investors etc.

- **Timetable**

Initial timetable was set for completion in 2012 (1Q - 3Q) and 2013-2015, for a rather piecemeal approach.

- **Comments**

Financial, legal and technical advisors have or are expected to be mandated for the project to kick start.

Hellenic Post S.A. (ELTA)

- **Description of the asset**

ELTA is the universal provider of postal services in Greece. The HR currently holds 90% of its share capital while there is a 10% cross holding between Hellenic Post and Hellenic Postbank (TT), a listed in the ATH.EX. company, mainly active in the retail banking field.

There is a significant commercial agreement and partnerships between the said companies. Selected ELTA branches perform standard banking operations, loan and bancassurance products are also available at a number of ELTA branches. ELTA and TT jointly participate in the Hellenic Post Mutual Fund Management Company S.A. and Post Insurance Brokerage S.A.

- **Scope of privatization**

The HR's objective is to privatize the company with the sale of at least 40% (potentially up to 100%) of its share capital to a strategic investor which will also undertake its management.

- **Timetable**

According to the current timetable the privatization is expected to be completed by the end of 1Q 2012.

- **Comments**

The liberalization of the Greek postal services market is set to be implemented in 2013, given that Greece was granted a two year extension the grounds of its geographical particularities (should serve a large number of Greek islands, making its universal service obligation more expensive than other areas of Europe). An adequate level of preliminary interest to be shown, especially from strategic players.

HELLENIC CASINO OF PARNITHA S.A. AND CASINO LICENSING

- **Description of the asset**

HCP is the second largest casino in Greece. The HR, via its wholly owned investment entity ETA, controls 49% of HCP share capital while 51% belongs to Athens Resort Casino S.A., an investment vehicle of Regency Entertainment S.A. (70%) and Ellaktor S.A. (30%). Athens Resort Casino S.A. and ETA entered into a Shareholders' agreement in 2003 according to which both shareholders enjoy a right of first refusal on any sale of HCP shares by the other party. In addition, Regency has a management contract with HCP which is valid until 2013.

- **Scope of privatization**

The HR's objective is to fully privatize HCP through the sale of the ETA stake.

- **Timetable**

Initial timetable was set for completion in Q4 of 2011. This target could be rescheduled for 1Q 2012.

- **Comments**

On June 14, 2011 BC Partners and Regency Entertainment's lenders arrived at an agreement concerning a debt-for-equity swap. According to press, Laskaridis family, among the major lenders, seems to be the major shareholder of Regency Entertainment after the completion of the aforementioned restructuring plan.

Privatization Programme 2011-2015					
Year	Name	Date	Participation	For Sale	Type of Sale
2011					
	Hellenic Telecommunications Organisation (OTE)	Q2	16.0%	10.0%	Sale of shares
	Thessaloniki Water Supply and Sewerage (EYATH)	Q3	74.0%	40%	Sale of SPV shares
	Athens International Airport (AIA)	Q3	100.0%	-	Concession Extension
	Hellenic Football Prognostics Organisation 1	Q3	100.0%	-	Concession Extension
	Hellenic Football Prognostics Organisation 2	Q3	100.0%	-	New gaming licences
	Thessaloniki Port	Q3	74.3%	23.3%	Sale of SPV shares
	State Lotteries	Q3	100.0%	100.0%	Sale of SPV shares
	Piraeus Port	Q4	74.1%	23.1%	Sale of SPV shares
	Hellenic Defence Systems (EAS)	Q4	99.8%	99.8%	Sale of shares
	Hellenic Postbank	Q4	34.0%	34.0%	Sale of shares
	Public Gas Corporation (DEPA)	Q4	65.0%	55.0%	Sale of shares
	National Natural Gas System Operator (DESFA)	Q4	65.0%	31.0%	Sale of shares
	Railway Operator (TRAINOSE)	Q4	100.0%	100.0%	Sale of shares
	LARCO (nickel plant)	Q4	55.2%	55.2%	Sale of shares
	Alpha Bank	Q4	0.6%	0.6%	Sale of shares
	National Bank of Greece	Q4	1.2%	1.2%	Sale of shares
	Hellenic Horse Racing Company (ODIE)	Q4	100.0%	100.0%	Sale of shares
	Mobile Telephone Licenses	Q4	100.0%	100.0%	Concession Extension
	Casino Mont Parnes	Q4	49.0%	49.0%	Sale of shares
	Hellenic Vehicle Industry (ELBO)	Q4	72.6%	72.6%	Sale of shares
	Hellenic Football Prognostics Organisation (OPAP)	Q4	34.0%	34.0%	Sale of shares
	Hellinikon (former Athens Airport) 1	Q4	100.0%	-	Sale of SPV shares
	Four Airbus Aircraft	Q4	100.0%	100.0%	Sale
	Real Estate Assets 1	Q4	100.0%	-	Sale of SPV shares
2012					
	Athens International Airport (AIA)	Q1	55.0%	≥21%	Sale of SPV shares
	Hellenic Petroleum (ELPE)	Q1	35.5%	35.5%	Sale of shares
	Piraeus Bank	Q1	1.3%	1.3%	Sale of shares
	Hellenic Agricultural Bank (ATE)	Q1	77.3%	26.2%	Sale of shares
	Egnatia Odos Motorway	Q1	100.0%	100.0%	Sale of SPV shares
	Hellenic Post (ELTA)	Q1	90.0%	≥40%	Sale of shares
	Ports 1	Q1	100.0%	100.0%	Sale of SPV shares
	Athens Water Supply and Sewerage Company (EYDAP)	Q2	61.3%	27.3%	Sale of SPV shares
	Loan and Consignment Fund	Q2	100.0%	100.0%	Sale of SPV shares
	Real Estate Assets 2	Q2	100.0%	100.0%	Sale of SPV shares
	Public Power Corporation (PPC)	Q3	51.0%	17.0%	Sale of shares
	Hellenic Motorways 1	Q3	100.0%	100.0%	Sale of SPV shares
	Regional Airports 1	Q3	100.0%	100.0%	Sale of SPV shares
	Hellinikon (former Athens Airport) 2	Q4	100.0%	-	Sale of SPV shares
	Real Estate Assets 3	Q4	100.0%	-	Sale of SPV shares
	Digital Dividend 1	Q4	100.0%	100.0%	Sale of rights
	Thessaloniki Water Supply and Sewerage (EYATH)	Q4	34.0%		Sale of SPV shares
	Hellenic Goldmines 1	Q4	100.0%	100.0%	Sale of SPV shares
2013					
	Offshore Gas Storage Facility	Q1	100.0%	100.0%	Sale of SPV shares
	Regional Airports 2	Q2	100.0%	100.0%	Sale of SPV shares
	Ports 2	Q2	100.0%	100.0%	Sale of SPV shares
	Real Estate Assets 4	Q3	100.0%	100.0%	Sale of SPV shares
	Hellenic Goldmines 2	Q3	100.0%	100.0%	Sale of SPV shares
	Digital Dividend 2	Q4	100.0%	100.0%	Sale of rights
	Athens Water Supply and Sewerage Company (EYDAP)	Q4	34.0%		Sale of SPV shares
	Hellenic Motorways 2	Q4	100.0%	100.0%	Sale of SPV shares
2014					
	Hellenic Motorways 3		100.0%	100.0%	Sale of SPV shares
	Real Estate Assets		100.0%	-	Sale of SPV shares
2015					
	Hellenic Motorways 4		100.0%	-	Sale of SPV shares
	Real Estate Assets		100.0%	-	Sale of SPV shares