

EBRD in Greece

13 June 2018



European Bank
for Reconstruction and Development

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for Reconstruction and Development

- International financial institution, promoting **transition to market economies** by investing mainly in **private sector development** and entrepreneurship
- Owned by **66** countries and two intergovernmental institutions
- **Largest single investor** in the region of operations (38 countries from central Europe to central Asia and the southern and eastern Mediterranean)

EBRD at a glance

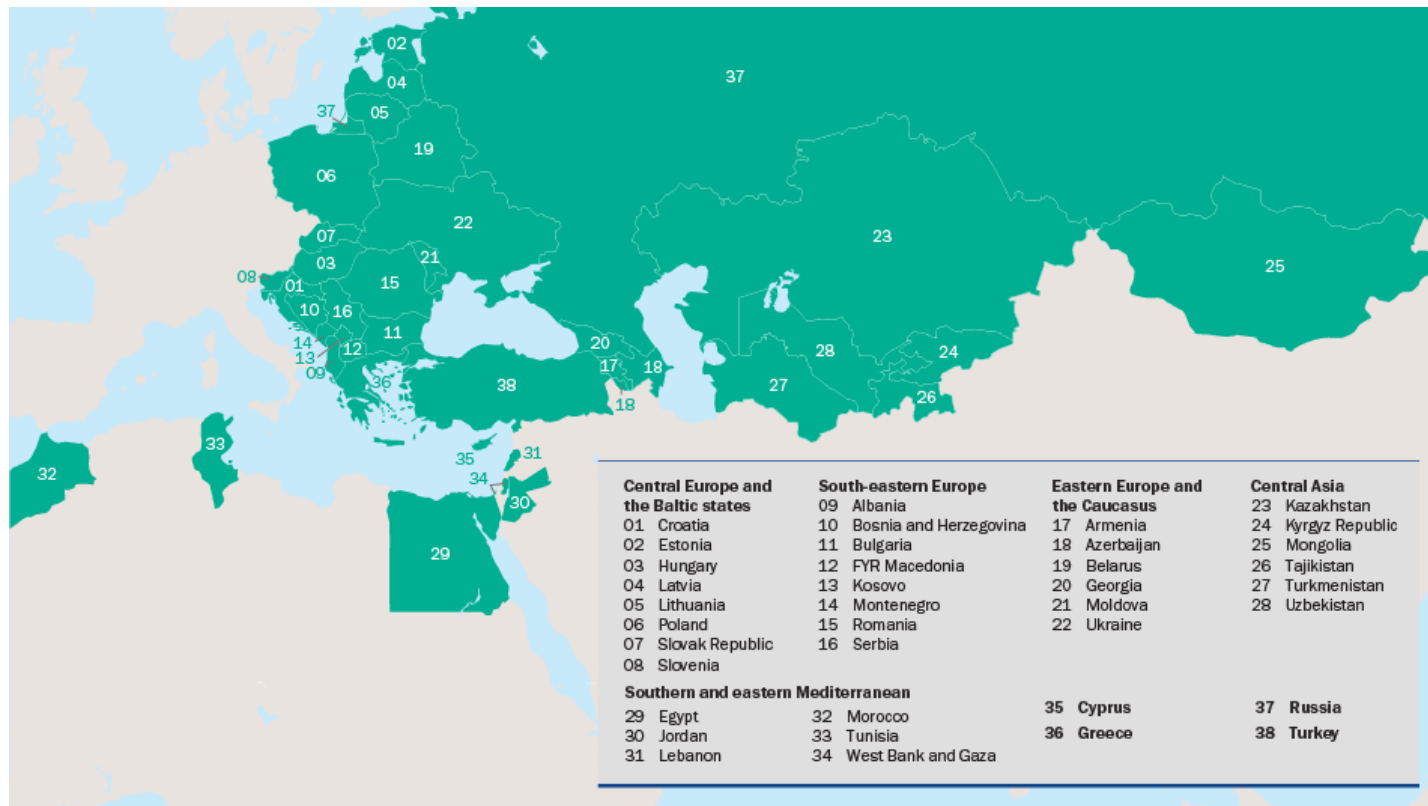
- Established in **1991**
- **43** resident offices, **6** regional offices, HQ in London
- **AAA-rated** (S&P, Moody's, Fitch)
- Capital base of **EUR 30 billion**
- **EUR 120 billion** invested in more than **5,000** projects since 1991¹

1. Data at end December 2017

Where EBRD invests

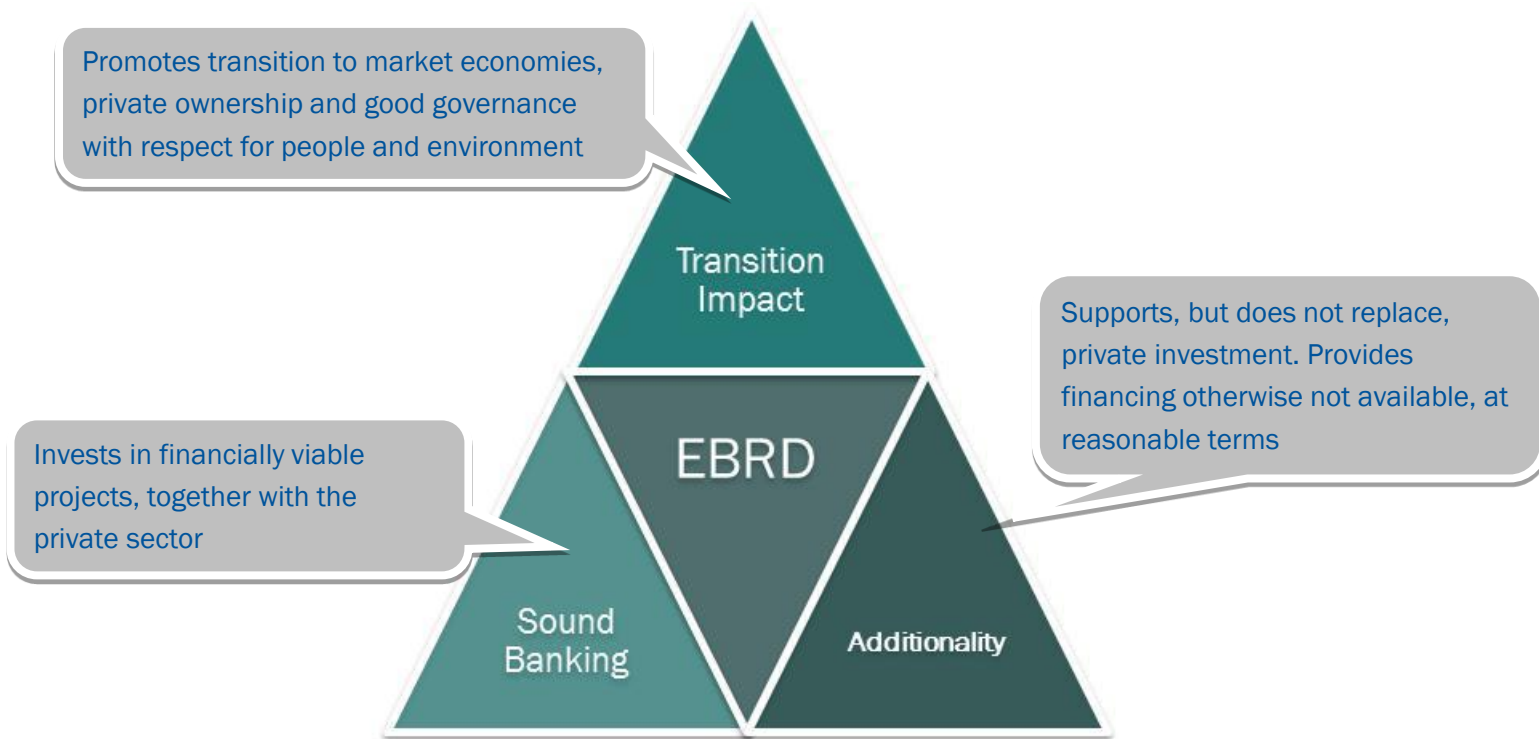


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Mission and Vision

Three Key Principles



Projects in all key business sectors



Transport



Municipal & Environmental
Infrastructure



Property & Tourism



Nuclear Safety



Financial Institutions



Natural Resources



Telecommunications,
Informatics & Media



Climate Finance



Manufacturing &
Services



Power & Energy



Agribusiness



Equity Funds

What is the EBRD?

Investment Summary

Since EBRD Inception 1991*

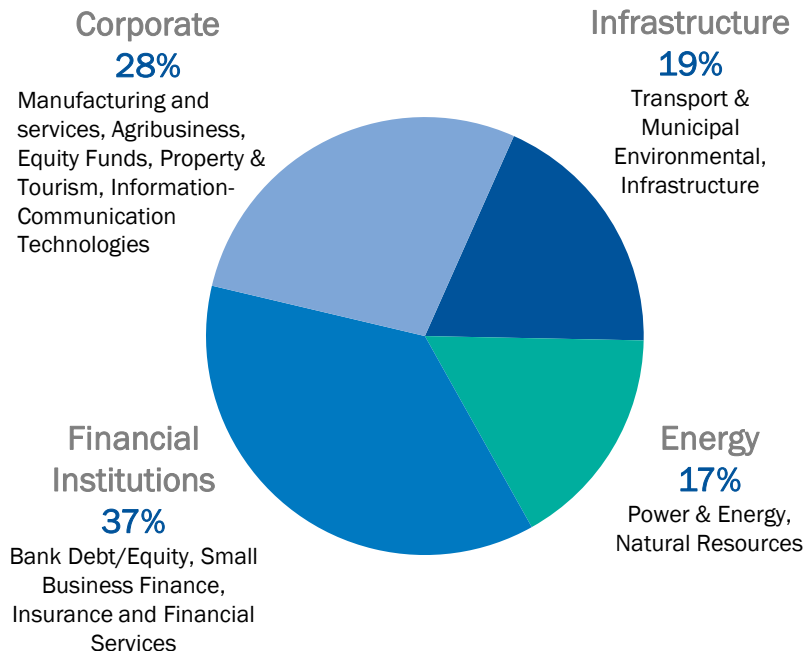
- More than **€121 billion** in over **5,000 projects**
- Private sector accounted for 79% share

In 2017

- **€9.7 billion** invested in **412 projects**
- Private sector accounted for 66% share

* Data as of December 2017

Invest in a diverse range of Enterprises



EBRD Product Flexibility tailored to project needs

Debt

- Loans to the private sector (up to 35% syndicating the rest), including SME
- Debt co-financing, working with commercial banks and IFIs
- Project finance loans (incl. PPP)
- Fixed/floating rates
- Syndication under preferred creditor status
- Access to capital markets

Equity

- Investing with majority sponsor to reduce equity burden and add partnership value. No more than 25%
- Common or preferred stock
- Privatisation and initial public offering (IPO)
- Mezzanine equity and subordinated debt
- Infrastructure funds
- PPP

Technical Cooperation

EBRD brings in additional financial capital and technical assistance (TC) to economically viable projects

Initiatives / Programmes

- Building on a decade of over €19 billion green investments in more than 1,000 projects, the **Green Economy Transition (GET)** approach seeks to increase the volume of green financing to up to 40% of EBRD annual business investment by 2020, bringing environmental benefits at the heart of its mandate. The GET approach combines investments with policy dialogue and technical assistance, including market analysis, resource audits as well as training and awareness-raising.
- The **Trade Facilitation Programme (TFP)** was developed to promote and facilitate international trade to, from and within our countries of operation. Under the TFP, guarantees provided by EBRD to international commercial banks cover the political and commercial payment risk of transactions undertaken by participating banks (issuing banks) in the EBRD's countries of operations.
- The **Advice for Small Businesses (ASB)** programme provides access to SMEs by connecting them with local consultants and international experts. With our help, SMEs access the know-how they need to expand their businesses, often employing more people and accessing external finance. The programme has been operated by EBRD in more than 30 countries since 1993 and we have supported more than 20.000 SMEs.

Greece as an EBRD Country of Operation

- EBRD's engagement is to tackle the consequences of the financial and economic crisis and assist in addressing the structural challenges embedded in the country's economy
- EBRD's activities are intended to contribute to the momentum of its recovery and strengthen the reform process of Greece's economy
- EBRD has a primary focus to:
 - encourage foreign and domestic investment
 - strengthen the role of the private sector
 - deepen regional integration
 - help to build economies which are **competitive, integrated, well-governed, green, resilient** and **inclusive**

EBRD activity in Greece to date:

32 projects

€1.6 billion

Cumulative EBRD investment

100% Private sector



EBRD's Strategy in Greece

Our country strategy was approved by the Bank's BoD in June 2016:

www.ebrd.com/documents/strategy-and-policy-coordination/greece-country-strategy.pdf

Corporate Sector

Support the resurgence and enhance the resilience of the corporate sector through a shift to a more export-oriented growth model.

Financial Sector

Support the stabilisation of the financial sector and deepen intermediation to unlock private sector access to finance.

Energy & Infrastructure Sector

Support private sector participation and commercialisation in the energy and infrastructure sectors to enhance regional integration and improve quality of utility services.




EBRD Priorities

- Selectively engage with corporates and SMEs, in particular those with export potential, sound core business and strong growth potential.
- Promote resource efficiency, improve governance standards, support innovation and skills enhancement.
- Rebuild capacity by supporting institutional quality fund managers that target high-growth, export-oriented sectors.

Corporate Sector (cont'd)






Investments to date

 <p>Invested in 2015 €50 million</p> <p>€50m participation in the €350m Eurobond issue to support capital expenditures</p>	 <p>Invested in 2015 €20 million</p> <p>€20m equity commitment to Diorama Hellenic Growth Fund to support investing in SMEs</p>	 <p>Invested in 2016 €15 million</p> <p>€15m participation in the €250m Eurobond issue to support capital expenditures</p>	 <p>Invested in 2016 €150 million</p> <p>€150m, part of €339m syndicated loan to support ongoing investment plans</p>	 <p>Invested in 2016 €5.9 million</p> <p>€5.9m participation in the €40m first Corporate bond ever issued and listed on Athex</p>	 <p>Invested in 2016 €10 million</p> <p>€10m bond loan to finance additional working capital and refinance part of existing loan obligations</p>	 <p>Invested in 2016 €10 million</p> <p>€10m equity commitment to support investing in growth-stage SMEs in Greece</p>	 <p>Invested in 2017 €85 million</p> <p>€85m, part of €150m syndicated loan to support sustainable energy solutions</p>
 <p>Invested in 2017 €6 million</p> <p>€6m loan to support Company's geographical and market share expansion</p>	 <p>Invested in 2017 €30 million</p> <p>€30m participation in the Mytilineos debut €300m bond issued and listed on Athex</p>	 <p>Invested in 2017 €10 million</p> <p>€10m as part of €250m Eurobond to support the first 7 years issuance of the company</p>	 <p>Invested in 2017 €21.5 million</p> <p>€21.5m joint venture to invest in brownfield redevelopment and urban regeneration projects</p>	 <p>Invested in 2017 €3 million</p> <p>€3m equity investment into preferred shares to a mobile-only 'do-it-yourself' market research company</p>	 <p>Invested in 2018 €25 million</p> <p>€25m loan financed Sarantis' acquisition of Ergopack LLC in Ukraine</p>	 <p>Invested in 2018 €70 million</p> <p>€70m equity investment in D Marine, operating a network of 10 marinas of which 4 in Greece</p>	 <p>Invested in 2018 €15 million</p> <p>€15m participation in the 120m bond issued and listed on Athex</p>

EBRD Priorities

- Contribute to bringing back confidence in the banking sector, and facilitate efficient private sector credit creation.
- Support banks in returning to a more normal funding structure supporting covered bonds and securitisations.
- Invest in specialised NPL servicing, and/or workout platforms which will provide direct support to single, large corporate restructurings and portfolios.
- To date €474 million provided to the Greek banks through EBRD's Trade Facilitation Programme.






Investments to date

 <p>NATIONAL BANK OF GREECE</p> <p>Invested in 2015 €50 million</p> <p>Financial package supporting recapitalisation to strengthen the banking sector</p>	 <p>PIRAEUS BANK</p> <p>Invested in 2015 €70 million</p> <p>Financial package supporting recapitalisation to strengthen the banking sector</p>	 <p>Eurobank EFG</p> <p>Invested in 2015 €65 million</p> <p>Financial package supporting recapitalisation to strengthen the banking sector</p>	 <p>ALPHA BANK</p> <p>Invested in 2015 €65 million</p> <p>Financial package supporting recapitalisation to strengthen the banking sector</p>	 <p>EUROPEAN RELIANCE</p> <p>Invested in 2016 €10 million</p> <p>Maximum approved amount. Acquisition of a stake in European Reliance</p>
 <p>NATIONAL BANK OF GREECE</p> <p>Invested in 2016 €50 million</p> <p>€50m investment in a securitisation structure of SME loans originated by NBG</p>	 <p>ALPHA BANK</p> <p>Invested in 2016 €50 million</p> <p>€50m investment in a securitisation structure of SME loans originated by Alpha Bank</p>	 <p>NATIONAL BANK OF GREECE</p> <p>Invested in 2017 €30 million</p> <p>€30m investment in covered bonds issued by NBG</p>	 <p>PIRAEUS BANK</p> <p>Invested in 2017 €40 million</p> <p>€40m investment in covered bonds issued by Piraeus Bank</p>	 <p>ALPHA BANK</p> <p>Invested in 2018 €40 million</p> <p>€40m investment in covered bond issued by Alpha Bank</p>

EBRD Priorities

- Support further integration of Greece in the region through promoting commercial solutions to developing key transport links and logistics infrastructure.
- Support energy market restructuring, increased regional interconnectivity, lower carbon emission, and more efficiently managed assets.
- Improve quality of municipal services through commercialisation, better governance and improved operational and resource efficiency.
- Support private renewable energy producers by financing their investment plans.

Investments to date

 <p>Invested in 2016 \$ 95 million \$75m senior loan & \$20m subordinated loan to support ongoing investment plans</p>	 <p>Invested in 2016 €50 million €50m bond loan to support development, construction and operation of new renewable energy projects</p>	 <p>Invested in 2017 €187 million €187m long-term financing for the modernisation, maintenance and operation of 14 regional airports</p>	 <p>Invested in 2017 €28.3 million €28.3m participation in the €74.5m Eurobond issue to support company's capex in renewable energy projects</p>	 <p>Invested in 2018 €10.0 million €10m participation in the €90m bond issued and listed on Athex</p>
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The EBRD on the ground in Greece

- EBRD established its local presence in Athens in September 2015 and opened its office in March 2016
- The regional office in Athens includes a multidisciplinary team of local and international bankers
- Support from sector and product teams in EBRD headquarters in London

EBRD Regional Office in Athens

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