



**22nd Annual Capital Link
Invest in Greece Forum**
Greece - Looking Ahead with Confidence

Tuesday & Wednesday, December 15th & 16th, 2020
Digital Forum



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PRESS RELEASE

**MINISTER OF DIGITAL GOVERNANCE, Mr. KYRIAKOS PIERRAKAKIS,
KEYNOTE SPEAKER AT THE
“22nd ANNUAL CAPITAL LINK INVEST IN GREECE FORUM”
“GREECE - Looking Ahead with Confidence”**

**An International Summit about the Greek Economy & Investment Opportunities
Featuring top US and International Investors, Government & Business Leaders, Global
Investment Banks & Institutions & the Greek Government**

**Tuesday & Wednesday, December 15 & 16, 2020
Digital Forum**

2 Days – 33 Sessions – 112 Top Level Speakers

December 21, 2020

The **“22nd Capital Link Invest in Greece” Forum: “Greece – Looking Ahead With Confidence”** took place, in digital form, on Tuesday & Wednesday, December 15 & 16, 2020 in co-operation with the New York Stock Exchange and major Global Investment Banks and Organizations. Also with the overwhelming support of the Greek business & financial community. Over the years, Capital Link Invest in Greece Forum has developed to become an International Summit about Greece, recognized as the main platform for updating US investors on developments in Greece, business and investment opportunities and the attractiveness of Greece as an investment destination. It gathers the elite of the financial and investment communities, as well business and government leaders from the United States and Greece. This year, as a Virtual Forum, the event was available to a global audience.

Foreign investments are of critical significance for the re-launching of the economy. The **Capital Link Invest in Greece Forum** provided an effective platform and the perfect timing for communicating the Prime Minister’s relayed message at the HELEXPO on the Government’s 12 initiatives to support the economy, which he described as "12 steps of confidence", and "bridges that will transfer Greece and the Greeks from the health and economic turmoil to the calm waters of progress and hope". This concrete plan enhances investor interest and confidence and, thus, helping to attract foreign investments.

With a 22-year track record of success, Capital Link Invest in Greece Forum has been engaged in a systematic effort to highlight Greece’s profile, to a global business and investment audience.

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This year in particular, in a two-day period, 33 sessions, and 112 Top Level Speakers, from the Greek and international government, business and financial communities this event offered to a global audience a comprehensive, authoritative & insightful blueprint on the latest development and outlook of the Greek Economy. A special emphasis was given to the Business & Investment Opportunities in Greece and the wider region. **Led by the Prime Minister, several key Greek Government Ministers outlined their specific programs and policies in the sectors of their portfolios in order to achieve the shift of the economy to a new, sustainable development model for Greece of tomorrow. A confident economy: productive, technologically advanced, innovative, extroverted, intelligent, and competitive, which has disproved the pessimists and attracted the recognition and praise of European partners. A top-level group of CEOs and other executives discussed trends, developments and opportunities for each of the main areas of the economy. Finally, a group of international investors shared their insight and shed light to the reasons that lead them to choose Greece as a Business and Investment Destination and what lies ahead.**

The agenda, topics and structure of this forum have been designed to conform with investor interests and requirements. It combines the Greek and US government perspective, with that of private sector executives, international financiers and international investors.

H.E. Minister of Digital Governance, Mr. Kyriakos Pierrakakis, introduced the «INVESTING IN TECHNOLOGY» section with his keynote speech entitled: «THE DIGITAL TRANSFORMATION OF THE GREEK STATE – Benefits for the State, Citizens and Businesses».

Mr. Nicolas Bornozis, President Capital Link Inc. made the introductory remarks.



Minister Pierrakakis, stated:

“For us, it is a historical day because we completed our 5G auction process today,” Mr. Kyriakos Pierrakakis mentioned during his introductory remarks. He proceeded to explain the various digital initiatives of the government, giving special emphasis on the gov.gr, which is the new official portal of the State. According to Mr. Pierrakakis, the portal was offering around 500 digital services in March. Now it has reached 740 services and it keeps adding new services every single day. “Our goal is to use this portal as the single point where the citizens can interact with the state and interact easily and in a manner that further enhances the trust and further enables citizens to do what they want. We believe that gov.gr is the new face of the Greek state. It is now in Greek only, but it will be also offered in English soon. What we will be doing through next week is that we will be offering the service also in an application form for mobile phones,” Mr. Pierrakakis said.

In addition, the Minister presented the “Digital Transformation bible” that was published recently. This document contains the digital strategy of the Greek government. However, Mr. Pierrakakis believes that this document does not merely provide a vague strategy. As he said, the key differentiation of this new book is that it defines the specific projects that the Greek state will implement over the next four years. More specifically, the “Digital Transformation bible” defines more than 400 projects that are going to be financed and implemented in Greece through many mechanisms. Also, the minister addressed the second immediate digital priority, which involves the vaccination process of covid. As he explained, many digital systems need to be designed (logistics, IT, appointment systems), in order to further help citizens receive their vaccination.

22nd Annual Capital Link Invest in Greece Forum

Greece – Looking Ahead With Confidence
Digital Conference

Tuesday & Wednesday, December 15 - 16, 2020
8:00 am – 4:00 pm (New York Time)

In Cooperation With Lead Sponsors



INVESTING IN THE INFORMATION & COMMUNICATIONS TECHNOLOGY (ICT) SECTOR – Turning Greece into the Silicon Valley of Southeastern Europe

Day 2 – Wednesday, December 16, 2020 | 11:00 – 11:40 am NY time

Moderator		Panelists			
					
Mr. Evangelos Lakatzis Partner Saplegal - A.S. Papadimitriou & Partners Law Firm	Mr. Antonis Tsiboukis General Manager Cisco Greece, Cyprus, Malta, Portugal	Ms. Peggy Antonakou General Manager Southeast Europe Google	Mr. Theodosios Michalopoulos CEO Microsoft Greece, Cyprus & Malta	Mr. Michael Tsamaz Chairman & CEO OTE Group	Mr. Nico Gariboldi Site Lead Pfizer Global Digital & Technology Center of Thessaloniki PFIZER HELLAS

Minister’s keynote speech was followed by the panel entitled:

«INVESTING IN THE INFORMATION & COMMUNICATIONS TECHNOLOGY (ICT) SECTOR - Turning Greece into the Silicon Valley of Southeastern Europe»

Moderator: Mr. Evangelos Lakatzis, *Partner - Saplegal - A.S. Papadimitriou & Partners Law Firm*

Panelists:

- **Mr. Antonis Tsiboukis**, *General Manager - Cisco Greece, Cyprus, Malta, Portugal*
- **Mrs. Peggy Antonakou**, *General Manager Southeast Europe - Google*
- **Mr. Theodosios Michalopoulos**, *CEO - Microsoft Greece, Cyprus & Malta*
- **Mr. Michael Tsamaz**, *Chairman & CEO - OTE Group*
- **Mr. Nico Gariboldi**, *Site Lead Pfizer Global Digital & Technology Center of Thessaloniki - PFIZER HELLAS*

Mr. Evangelos Lakatzis, *Partner - Saplegal - A.S. Papadimitriou & Partners Law Firm*, stated:

“The panel discussion related to, on one hand, the impact of Information and communication technology (ICT) sector both globally and regionally, and on the other, Greece’s investment opportunities. The panelists discussed Greece’s strengths and weaknesses from the viewpoint of an Investor, in combination with an analysis of ICT’s role in implementing a strategic economy growth plan. Furthermore, they have analyzed ICT offer and demand balance in Greece, while, at the same time, they gave their view on levels of technological awareness and quality of infrastructure in the country. In parallel, they provided a brief outline of their organizations’ investment plans in Greece, emphasizing on factors that would make Greece an attractive investment target. The discussion also turned to COVID-19, identifying ICT’s role, not only as a tool in the healthcare sector, but also as a digital accelerator and overall key contributor in crisis management. Finally, the panelists gave their view and vision regarding the future: respectively there was consensus that knowledge and technical skill demand has been increased worldwide and sectors like employment and education will be more and more ICT driven.”

Mr. Antonis Tsiboukis, General Manager - Cisco Greece, Cyprus, Malta, Portugal stated:

“I think it has become clear by now that digital transformation is the only way to go forward and achieve economic growth,” Mr. Tsiboukis noted. “We have been discussing about digital transformation over the last six years, and fortunately, due to the challenges of covid, we saw rapid advancements and acceleration on the investments of the digital transformation. At the same time, we realize that as people get more acquainted with the technology, the more they use it. So, there is a lack of awareness. So, from our side, in order to tackle this, we created a digital skills center in Thessaloniki. That was created with the support of the U.S. embassy and ambassador Mr. Pyatt, Mr. Pierrakakis from the ministry of digital governance, Mr. Georgiades from the Ministry of Development, the office of the prime minister Maria Antoniou and also the mayor of Thessaloniki, Mr. Zervas.” He proceeded to explain, that the center tries to showcase live what this new technology looks like and what it can do for benefiting the life and work of the people, who take advantage of it.

Mrs. Peggy Antonakou, General Manager Southeast Europe – Google stated :

“Obviously, there has been a huge acceleration of digital transformation and the need for digital skills in the past few months. I think one thing that we now see more clearly than ever is that there is a drive not only for transformation, but also for economic growth. One thing that I would like to highlight is that we keep talking about the pandemic and all the changes that it has made in the way that we do business and the way that we live. I want to say that also looking at the hard data, it is completely confirmed that we are completely shifting in the way that we act as consumers. We completely change the way that we expect businesses and also the government to serve us. So digital services, online services, online shopping, online education, online working; all of this has become the new norm,” Ms. Peggy Antonakou stated.

Mr. Theodosis Michalopoulos, CEO - Microsoft Greece, Cyprus & Malta said:

“Following a long economic crisis, Greece is on its way towards recovery, with digital technologies being an important enabler towards growth. We strongly believe that technology is here to support Greek businesses, Public Sector and its citizens reimagine and redesign the future. Looking ahead, Greece has a tremendous potential in a variety of sectors, among others tourism, energy, agriculture, education, industry, shipping, health care, cultural heritage. Our role is to provide the necessary technological solutions and education that would allow individuals, small and middle-size businesses and large companies to build up on that potential. Becoming “the Silicon Valley of SouthEastern Europe” might not necessarily be the way forward, but for sure, we will need to ensure an environment that fosters innovation, encourages brains and talent to stay and work in the country and empower the Greek workforce with skills that will allow them to stay relevant with the technological advancements.

Our focus is on the Small and medium enterprises that constitute the Greek’s economy backbone to grasp the opportunity to scale and move to new levels with an eye to the world. During the pandemic they embraced digitization; they can now move on to adopt cloud technology and embrace more innovation. We have seen bold steps in the Public Sector too, which resulted in a better quality of life for the Greek people, who are now enjoying a variety of digital public services. With our plans for Microsoft’s first datacenter region in the country and the holistic ‘GR for Growth’ plan, we are building on this work, levelling up our contribution to they country’s economy. Our commitment is to be a technology ally in driving growth, now and for the generations to come.”

Mr. Michael Tsamaz, Chairman & CEO - OTE Group stated:

“You can’t have ICT if you don’t have state-of-the-art infrastructure and broadband connectivity. Luckily for Greece, we do”, said OTE Group Chairman and CEO Michael Tsamaz, during Capital Link’s panel discussion on how to turn Greece into the Silicon Valley of Southeastern Europe. According to Mr. Tsamaz, OTE’s fixed and mobile networks are an advantage for the country, and a result of a concrete growth strategy. The company invested €5bn in the past decade in new generation networks and has planned €2bn more for the next 4 years, mainly for the roll out of FTTH and 5G.

As noted, OTE provides access to fixed Internet speeds of 100Mbps and higher to more than 50% of the Greek population and is ready to commercially launch 5G services, aiming at a 50% population coverage by the end of 2021.

With regards to the ICT sector in Greece, Mr. Tsamaz said “it is well advanced”, since there are many companies operating in the country with the expertise and highly-skilled manpower to offer ICT solutions for every demand. Referring to the OTE paradigm, he noted that it has established itself as a partner of choice for enterprises and organizations seeking advanced solutions in the fields of Health, Tourism, Education, Information Security, Energy, Data Centers, Cloud and Internet of Things. Despite the accelerating pace of ICT uptake in the market, there is a lot of room for improvement. As stated, the majority of businesses in Greece are still taking baby steps towards their digitalization. “I believe this is about to change. The pandemic in Greece has proven to be an accelerator for digital transformation”, said OTE Group’s Head, pointing out the recent digital advancements in the public sector, showcasing the government’s determination to lead the country to the digital era. “Greece can and should unleash its huge potential”, said Mr Tsamaz, proposing EU funds to support the ICT ecosystem, state incentives to support ICT investments by large enterprises and SMEs, and the cultivation of a digital culture.”

Mr. Nico Gariboldi, Site Lead Pfizer Global Digital & Technology Center of Thessaloniki - PFIZER HELLAS said :

“Covid-19 changes the way that we live; the way that we shop; the way that we communicate and the way that we travel. So, really everything has changed and it has changed dramatically. This change has been enabled clearly by digital. Also, if we consider all the companies that were in some way ahead in the digital transformation, it is no coincidence that at the end of this story these companies are the ones who will manage this change. So, this is true for the companies, but it is also for the countries. For example, in Pfizer, thanks to the very good digital organization that we have, we were able to work, connect, and collaborate remotely,” Mr. Nico Gariboldi explained.

One-on-One Meetings in Digital Form

As in previous years, the Forum provided foreign investors with unique networking opportunities through more than 100 **one-on-one meetings with listed and not listed companies, as well as, with members of the Greek Government Delegation, which under the current circumstances were held in digital form on a special digital platform** <http://forums.capitallink.com/greece/2020/meetings.html>

In cooperation with the investment banks supporting the Forum, there were organized two group sessions with institutional investors for all Ministers. **Ministers Staikouras, Georgiadis, Hatzidakis:** Each one addressed topics of his portfolio and of interest to the specific group of investors. Furthermore, **Minister Karamanlis also held a series of one on one meetings with investors and other market participants.**

Indicatively: Allianz Asset Mgmt • Amiral Gestion • Artisan Partners, LP • Atlas Ridge Capital • Blackrock • Callawaycap • Cheever Partners, LLC • Colt Capital • Dromeus Capital • Eaton Vance • European Reliance • Fiera Capital • Franklin Templeton • Gagnon Securities • Glacier Pass Partners • Global Value Investment Corp • Golden Tree Asset Management • KKR • Koa Capital Partners, LLC • Melqart Asset Management • Metlife • Metzler Asset Management • Neon Capital • Orasis Capital • Prince Street Capital • ProValue AG • Schafer Cullen Capital Management, Inc. • Sephira Emerging Markets • SpringOwl • Vanshap Capital • Waterwheel

«GREEK AMERICAN ISSUER DAY» at the New York Stock Exchange



Within the context of the **22nd Annual Capital Link Invest in Greece Forum** the **New York Stock Exchange** in cooperation with **Capital Link** organized a special ceremony in honor of Greece titled “**Greek American Issuer Day at NYSE**”.

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On Tuesday, December 15th, 2020, the New York Stock Exchange (NYSE) held an official reception, **in digital form**, in honor of the Greek Delegation, Greek & Greek- American companies listed on the New York Stock Exchange.

H.E. Adonis Georgiadis, Minister of Development & Investments of the Hellenic Republic, & **Dr. Nikolas P. Tsakos**, President and CEO, **Tsakos Energy Navigation (NYSE: TNP)**; **Chairman, INTERTANKO 2014-2018**, rang **The Closing Bell** accompanied by **Captain Panagiotis N. Tsakos** and the following representatives of NYSE listed companies: **Danaos Corporation (DAC)** – Iraklis Prokopakis – Senior VP/Chief Operating Officer/Treasurer - **Diana Shipping Inc (DSX)** – Semiramis Paliou – Acting CEO/COO - **Dorian LPG (LPG)** – John Lycouris – Director & CEO of Dorian LPG USA LLC and Theodore Young, CFO, Dorian LPG - **Dynagas LNG Partners LP (DLNG)** – Michael Gregos – CFO - **Navios Group of Companies (NM, NMM, NNA)** – Ted C Petrone – Vice Chairman - **Safe Bulkers Inc. (SB)** – Dr. Loukas Barmparis President/Secretary - **Mistras Group Inc. (MG)** – Dennis M Bertolotti - President/CEO - and **Mr. Nicolas Bornozis**, **President of Capital Link**.

The event was broadcasted live on major news stations in the United States and abroad to an estimated audience of 150 million viewers worldwide.

FORUM OVERVIEW

Through the exceptional digital platform that was used, the Forum offered a unique combination of information, marketing and networking opportunities. The participants this year had the opportunity to be informed about Greece from:

- 112 top level speakers who addressed
- more than 1,000+ delegates who attended the forum
- More than 100 one-to-one meetings with listed and non- listed companies
- Separate meetings for the Ministers of Finance, Development & Investments and Energy, with a group of Institutional investors (funds) who are interested in investing in Greece
- Aiming to provide investors with an authoritative insight about Greece, a “digital library” was created which has been designed to be easily accessible for a long period after the forum.

This year’s Forum was honored by the participation of:

WELCOME REMARKS

- **Mr. Nicolas Bornozis**, President of **Capital Link**
- **Mr. Ajay Kanani**, Director, International Capital Markets - **New York Stock Exchange** who expressed the active support and participation of NYSE, the world's largest stock exchange, enhances the prestige and the visibility of the Forum and of Greece to a wider.
- **H.E. Alexandra Papadopoulou**, **Ambassador of Greece to the United States** and **H.E. Geoffrey R. Pyatt - U.S. Ambassador to the Hellenic Republic**, delivered the **Opening Remarks to the Forum**.
- **H.E. Kyriakos Mitsotakis**, **Prime Minister, Hellenic Republic**, delivered the **Government's message to the international investor Community**
- **The Forum concluded with Closing Remarks by:**
 - **Mr. John Paulson**, President & Portfolio Manager - Paulson & Co.
 - **US Government Official Mr. Matthew Palmer**, Deputy Assistant Secretary, European and Eurasian Affairs, U.S. Department of State

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➤ **Greek Government Officials**

- **H.E. Christos Staikouras, Minister of Finance**
- **H.E. Adonis Georgiadis, Minister of Development & Investments**
- **H.E. Kostis Hatzidakis, Minister of Environment & Energy**
- **H.E. Kyriakos Pierrakakis, Minister of Digital Governance**
- **H.E. Kostas Karamanlis, Minister of Infrastructure & Transport**
- **H.E. Harry Theoharis, Minister of Tourism**
- **H.E. Theodoros Skylakakis, Alternate Minister of Finance for Fiscal Policy**
- **H.E. Nikos C. Papathanasis, Alternate Minister of Development & Investments - Private Investments & PPPs**
- **H.E. Yannis Tsakiris, Deputy Minister of Development & Investments**
- **Dr. Evangelos Kyriazopoulos, Secretary General of Ports, Ports Policy & Maritime Investments - Hellenic Republic**
- **Mr. Alex Patelis, Chief Economic Adviser to the Prime Minister of Greece**
- **Mr. Michael Arghyrou, Chairman of Council of Economic Advisors**
- **Mr. Ioannis Smyrlis, Secretary General for International Economic Relations - Hellenic Ministry of Foreign Affairs / Chairman of the Board of Directors - Enterprise Greece Invest & Trade**

➤ **Bank of Greece**

- **Mr. Yannis Stournaras, Governor**
- **Mr. Spiros Pantelias, Director, Financial Stability Department**

➤ **Five Global Investment Banks**

- **Citi • Goldman Sachs • HSBC • Nomura International • AXIA Ventures Group**

➤ **Four Greek Banks:**

- **Alpha Bank:** **Mr. Vassilios E. Psaltis, Chief Executive Officer** • **Mr. Theodoros Athanassopoulos, Executive General Manager Non Performing Loans Wholesale Banking, CEO Cepal Hellas Financial Services S.A.**
- **Eurobank:** **Mr. Fokion Karavias, Chief Executive Officer** • **Mr. Konstantinos Vassiliou, Deputy CEO, Head of Group Corporate & Investment Banking Executive Member of the BoD**
- **National Bank of Greece:** **Mr. Pavlos Mylonas, Chief Executive Officer** • **Mr. Vassilis Kotsiras, Head of Capital Markets and Structured Finance**
- **Piraeus Bank:** **Mr. Christos Megalou, Chief Executive Officer** • **Mr. Athanassios Vlachopoulos, General Manager Corporate & Investment Banking** • **Mrs. Eleni Vrettou, Executive General Manager, Chief of Corporate & Investment Banking** • **Mr. George Kormas, Head of Group Real Estate of Piraeus Bank Group and CEO**

➤ **Senior Representatives of Greek and International Organizations and Institutions:**

- **Mr. Martin Bijsterbosch, Adviser – Country coordinator for Greece - Directorate General Economics - European Central Bank**
- **Mr. Rolf Strauch, Chief Economist and Management Board Member - European Stability Mechanism (ESM)**
- **Mrs. Andreea Moraru, Director, Greece & Cyprus - European Bank for Reconstruction & Development (EBRD)**
- **Mr. John Jovanovic, Vice-President and Managing Director for the Aegean and Western Balkans - US International Development Finance Corporation**
- **Mr. Riccardo Lambiris, CEO – Hellenic Republic Asset Development Fund**

- **Mr. George Pitsilis**, Governor - Independent Authority for Public Revenue, President of the Intra-European Organization of Tax Administrations (IOTA)
- **Mr. Dimitrios Tsakonias**, Director General - Public Debt Management Agency
- **Mrs. Rania Ekaterinari**, CEO – Hellenic Corporation of Assets and Participation (HCAP)

➤ **Top International Investors:**

AlleyCorp • Apollo Advisors • BC Partners • BlackSummit Financial Group, Inc. • BrookStreet Equity Partners • CVC Capital Partners • Fortress • U.S. International Development Finance Corporation • HIP Investment (Blackstone Group) • Insight Partners • Oak Hill Advisors • Paulson & Co.

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➤ **OTHER GREEK COMPANIES & ORGANISATIONS:**

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➤ **LAW FIRMS:**

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ORGANIZERS

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Our proactive approach, which integrates Investor Relations, Information Technology and Media, enhances awareness and branding for our clients through tailored outreach programs targeting analysts, institutional and individual investors and the financial media complemented by extensive and uniquely powerful marketing platforms. Capital Link offers a full suite of services including strategic and corporate advisory, investor relations, media relations, public and industry relations and the organization of corporate events. Capital Link is also known for the organization of large scale, high quality Investment Forums focusing on maritime transportation and U.S. investment products in key industry centers, such as New York, London, Athens, Limassol, Shanghai, Singapore, Tokyo and Hong Kong. The Capital Link Investment Forums feature industry leaders and draw the elite of the global financial and investment

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