

PRESS RELEASE

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

**Participation of Deputy Minister of Development & Investments to the panel
entitled:**

**«ENTREPRENEURSHIP IN GREECE – Private Equity Investing in Growth Export Oriented
Small/Medium Enterprises –
The Domestic & International Institutional Investor Viewpoint».**

December 15, 2020

Moderator:

Mr. Tassos Iossiphides, *EY Partner, Head of Strategy & Transaction Services in Greece, South Cluster Leader for
Strategy & Transaction Services, CESA*

Panelists:

- **H.E. Yannis Tsakiris**, *Deputy Minister of Development & Investments - Hellenic Republic*
- **Mr. Omiros D. Sarikas**, *Managing Partner - BrookStreet Equity Partners LLP*
- **Mr. Takis Solomos**, *Partner - Elikonos Capital Partners*
- **Mrs. Eleni Bathianaki**, *Associate Partner - EOS Capital Partners*
- **Mrs. Andreea Moraru**, *Director, Regional Head of Greece & Cyprus - European Bank for Reconstruction and Development (EBRD)*

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 &

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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.

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.

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



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ENTREPRENEURSHIP IN GREECE – Private Equity Investing in Growth Export Oriented Small/Medium Enterprises – The Domestic & International Institutional Investor Viewpoint

Day 1 – Tuesday, December 15, 2020 | 3:15 - 3:55 pm NY time

Moderator



Mr. Tassos Iossiphides
EY Partner, Head of Strategy & Transaction Services in Greece, South Cluster Leader for Strategy & Transaction Services
CESA

Panelists



H.E. Yannis Tsakiris
Deputy Minister of Development & Investments
Hellenic Republic



Mr. Omiros D. Sarikas
Managing Partner
BrookStreet Equity Partners LLP



Mr. Takis Solomos
Partner
Elikonos Capital Partners



Mrs. Eleni Bathianaki
Associate Partner
EOS Capital Partners



Mrs. Andreea Moraru
Director, Regional Head of Greece & Cyprus
European Bank for Reconstruction & Development (EBRD)

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2

«ENTREPRENEURSHIP IN GREECE – Private Equity Investing in Growth Export Oriented Small/Medium Enterprises – The Domestic & International Institutional Investor Viewpoint».

Moderator:

Mr. Tassos Iossiphides, *EY Partner, Head of Strategy & Transaction Services in Greece, South Cluster Leader for Strategy & Transaction Services, CESA*

Panelists:

- **H.E. Yannis Tsakiris**, *Deputy Minister of Development & Investments - Hellenic Republic*
- **Mr. Omiros D. Sarikas**, *Managing Partner - BrookStreet Equity Partners LLP*
- **Mr. Takis Solomos**, *Partner - Elikonos Capital Partners*
- **Mrs. Eleni Bathianaki**, *Associate Partner - EOS Capital Partners*
- **Mrs. Andreea Moraru**, *Director, Regional Head of Greece & Cyprus - European Bank for Reconstruction and Development (EBRD)*

Mr. Tassos Iossiphides, *EY Partner, Head of Strategy & Transaction Services in Greece, South Cluster Leader for Strategy & Transaction Services, CESA*, moderator of the panel in his speech, explained that small- and medium-sized enterprises (SMEs) form the backbone of the Greek economy, but stressed that the vast majority of them are micro-enterprises.

As such, they do not enjoy economies of scale, are plagued by low productivity and poor export potential, and, therefore, need to scale-up, not only through joint ventures, strategic partnerships, and mergers and acquisitions, but also by boosting their export activity, in combination with technological innovation. Mr. Iossiphides pointed out that the existing business model of small-sized enterprises, in combination with the economy's significant dependence on the tourism industry, makes Greece more vulnerable to crises like the COVID-19 pandemic.

On the positive side, Mr. Iossiphides noted that recent initiatives by the government to support the country's investment dynamic, such as privatizations and public-private partnerships, seem to have created an investor-friendly environment, which is expected to be further strengthened in the future. He also noted that the domestic start-up ecosystem has lately been building up a significant growth momentum, with numerous Greek start-ups being backed by consecutive rounds of venture capital financing, attracting investments in various sectors of the economy, such as the digital and telecommunications infrastructure. Mr. Iossiphides concluded that the ability of SMEs to identify alternative funding sources, and to attract sophisticated domestic and international investors, like private equity capital, will prove to be crucial for both their own and the Greek economy's transformation, especially given the potential constraints of the banking system, which could be further burdened by the new wave of NPLs generated by the new crisis."

H.E. Yannis Tsakiris, *Deputy Minister of Development & Investments - Hellenic Republic* in his speech stressed the following:

"The private equity ecosystem has shown a tremendous increase during the last years. Thanks to EU and national funding, a growing number of fund managers are actively investing in innovative, high growth and extrovert Greek SMEs.

Starting with the JEREMIE initiative ten years ago, then Equifund, and now the enhanced equity programs of Hellenic Development Bank of Investments (former TANEI), equity flow towards the above companies has multiplied. Foreign and domestic institutional investors have embraced those initiatives and invest actively in Greek private equity and venture capital funds. Through Equifund for example, which is a public-private initiative in a sense, EUR 450 million were initially available for investments of which more than EUR 100 million have already been invested.

As we speak, Hellenic Development Bank of Investments has procured a total of EUR 1.4 billion for investments in private equity and venture capital funds, and all those calls for expression of interest are currently open for applications. The investment focus of those funds is covering the whole equity chain, spanning from early to growth stage, in terms of stages and from innovation to infrastructure, in terms of sectors.

The current pandemic has made more evident the need for scale-up, innovation, rapid change and strong balance sheets. The Greek Government is determined - and has already started - to create the enabling conditions for the full flourishing of the equity ecosystem”.

Mr. Omiros D. Sarikas, *Managing Partner - BrookStreet Equity Partners LLP*, stated:

“Brookstreet Equity Partners (“Brookstreet”) is a London-based investment group supporting companies which experience transformational growth.

It was founded by M&A, McKinsey and CEO veterans, to bring established scale up practices in asymmetric markets. Our mission is to be the leading investor and partner for innovative, high-growth-potential, outliers.

Following the decade of recession, Greece turned a page, exited the EU bail-out programme and Athens won the award for European Capital of Innovation. In our industry, there is about \$1.5 trillion of uninvested capital (dry powder) looking to be put to work.

From a macro perspective, Greece offers the security of the European framework with a business-friendly environment and a growing entrepreneurial ecosystem.

The country has distinct geopolitical advantages, a favorable climate, and a cost-efficient workforce with high MSc and PhD per capita ratio

For Greek SMEs and Corporates to be in the radar of international investment funds we need to address fundamental pillars of sound business practices and a commercial approach to business.

First, investors need the security of a solid transactional framework (where the book of law works, the banking system leverages private investment and the tax system offers advantageous credits).

Second, we need to collaborate with business founders to separate ownership from execution and commit to professional governance.

Third, we need to attract experienced managers that put to work best-in-class systems, structures and processes to create internationally competitive products and services. In addition, we must have the ability to prioritize.

Last but not least, and this where we feel international investors make a difference, we need a commercial approach to growth and international exports.

Professional investors value and reward return on invested capital (ROIC/ROCE), profitable revenue growth and transparent cashflows.

The focus is on value creation which is realized on higher exit returns.”

Mr. Takis Solomos, Partner - Elikonos Capital Partners stated:

“In my opinion, private equity plays globally a very important role in providing assistance for growing effectively a company. Especially SMEs in Greece are the backbone of the Greek economy. Private equity can provide capital, which is of course the number one service that is provided to these companies. Through capital, the SMEs can invest and become competitive in the global market place. As we all know, Greece has not been really growing over the last 12 years. So, it is very important that the Greek companies can be globally competitive and go after international expansion,” Mr. Takis Solomos explained.

Mrs. Eleni Bathianaki, Associate Partner - EOS Capital Partners, stated:

“EOS Capital Partners is a €150MM private equity fund investing in Greek growth SMEs, with the aim to play a catalyst role in the reshape of the Greek entrepreneurial map.

EOS has already completed four investments (the fifth investment will be announced soon) in companies that belong in defensive sectors such as F&B, IT services, athleisure and have the following key characteristics: excellent management teams, average EBITDA of c.€4MM over the last 2 years with very low leverage with an average Net debt/EBITDA close to zero.

Despite the challenging economic environment by the Covid-19 crisis, these companies have managed to navigate the recent crises of the Greek economy, seized the opportunity to grow their market share and more importantly to enter into a strategic dialogue with a financial investor in order to grow faster while exploring the potential under a scope of maximizing potential synergies and market consolidation opportunities.

We envisage that these companies will scale up, become the next champions in the Greek entrepreneurial map and be able to tap the international financial and strategic interest.

In line with this vision, we welcome the recent Government’s decision to provide incentives for the SME market consolidation. This initiative will provide a significant opportunity window to the SME market, especially for the financially sound corporates.

Besides the provision of growth capital, we have a key role in the formulation of the companies’ strategic plans and the transformation of their corporate governance structure from family-owned companies to strong corporate entities.

We strong believe that the Greek private equity funds, given their strong market knowledge, can play a significant role in the reshape of the Greek entrepreneurial map especially during this period that the Greek economy and Greek companies are expected to redesign their strategic plans.”

Mrs. Andreea Moraru, Director, Regional Head of Greece & Cyprus - European Bank for Reconstruction and Development (EBRD)

“EBRD has designed a variety of tools to contribute in supporting Greek SMEs transformation & scale up namely: providing direct financing, investing directly and indirectly through equity funds in their capital as well as an advisory program – Advice for Small Business.

We consider investing in private equity funds an excellent tool to support the development and growth of the SMEs as we believe that private equity is the ultimate way to deploy capital and financially support smaller companies/SMEs. We have committed to date EUR 75 million in five SME and mid-cap focused funds that have already invested in 27 portfolio companies, contributing to the availability and provision of growth capital to Greek SMEs and lower mid-cap companies. The support of EBRD will continue to be critical for the fund managers to further institutionalise and develop the capacity in the asset class in Greece. These strategically important segments of the Greek economy

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5

remain largely underserved by local banks and limited options exist even for innovative, resilient, export-oriented companies that may otherwise struggle to secure growth finance from traditional lenders. As such we will continue supporting private equity and hope we will invest in a few more funds over the next years. We have provided debt financing to a selective group of companies, while we would like to see ourselves continue investing in Greek SMEs across industries through a wide range of instruments across the capital structure.

Through the Advice for Small Business programme, we have supported more than 100 advisory projects for Greek SMEs in various areas, such as strategic and business planning, marketing and e-commerce, operational efficiency and others. We place significant focus on promoting trade facilitation and extroversion of Greek SMEs, providing special advisory support for the preparation of Greek SMEs to be listed on the ATHEX through an IPO or corporate bond issuance, striving to provide international know-how in important sectors of the Greek economy. We have adapted our activities to respond to the special needs that the Covid pandemic has brought. We provide all our services to SMEs remotely, focusing on services that build SMEs resilience, such as relevant advisory support, trainings on issues such as financial management and crisis response. We have also developed a free to access training platform, the EBRD Know How Academy, where SMEs and not only can find useful training and information material on issues relevant to crisis response.”

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”**. 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**

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(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
- **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

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- **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 Tsakonas**, Director General - Public Debt Management Agency
- **Mrs. Rania Ekaterinari**, CEO – Hellenic Corporation of Assets and Participation (HCAP)

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➤ **Top International Investors:**

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➤ **International Companies:**

AECOM Infrastructure and Environment UK Ltd. • Atlantic Bank / New York Community Bank • AVIS Greece • Brown Hotels • CISCO, Greece, Cyprus, Malta, Portugal • Eldorado Gold Corporation • EY • Flott & Co. PC • Google • Hines Greece • Jacobs • Libra Group • LightsourceBP • Microsoft Greece, Cyprus & Malta • Mistras Group Inc (MG) • Mohegan Gaming & Entertainment • NN Hellas • Pfizer Hellas • Quantum Partners/547 Energy LLC • SP Global

➤ **Athens Exchange Listed Companies:**

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➤ **OTHER GREEK COMPANIES & ORGANISATIONS:**

Blueground • Cepal Hellas Financial Services S.A. • Elikonos Capital Partners • Enterprise Greece • Envolve Entrepreneurship • EOS Capital Partners • Epignosis eLearning Solutions • Greek National Tourism Organization (GNT0) • Grivalia Management Company • Hellenic Corporation of Assets and Participation (HCAP) • Hellenic Republic Asset Development Fund • Independent Authority for Public Revenue • Intrum Hellas • Public Debt Management Agency • Regency Entertainment S.A. – Lampsas Hellenic Hotels S.A. • SMERemediumCap • Venture Friends

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