



**25th Annual Capital Link Invest in Greece Forum
«Accelerating Investments for Sustainable Growth»**

**21 sessions - 100 Top Level Speakers
An International Summit About Greece in New York
Business & Investment Opportunities in Greece
Speakers from US & Greek Governments - Private Sector CEOs - International Banks & Investors**

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New York, December 14, 2023

The highly interesting Keynote Speech by Alternate Minister of Economy & Finance, H.E. Nikolaos Papathanasis entitled “ACCELERATING THE INVESTMENT MOMENTUM” as well the highly interesting Panel Discussions, that followed entitled “LARGE PROJECTS TRANSFORMING GREECE , and “ELLINIKON: REALIZING THE LARGEST URBAN REGENERATION PROJECT” were part of the agenda of the 25th Annual Capital Link Invest in Greece Forum, entitled, «Accelerating Investments for Sustainable Growth», that was held with great success and participation, on Monday, December 11, 2023, in New York, in cooperation with the New York Stock Exchange, the Athens Exchange Group (ATHEX Group), and major Global Investment Banks & Organizations, and under the Auspices of the Consulate General of Greece in New York. The event was sponsored by top companies, and Goldman Sachs and TEN Ltd (Tsakos Energy Navigation) were the Lead Sponsors.



**Alternate Minister of Economy & Finance
H.E. Nikolaos Papathanasis
Keynote Speaker**

Alternate Minister of Economy & Finance H.E. Nikolaos Papathanasis, in his keynote speech entitled “ACCELERATING THE INVESTMENTS MOMENTUM”

Stated that:

During the first four years of our governance, we implemented a reform-oriented agenda to address structural problems, without risking the fiscal sustainability of our economy. We lowered corporate tax rate from 29 to 22% and dividend tax down to 5%, while we reduced 50 taxes in total, to alleviate the pressure from households and businesses. The Greek economy has been growing much faster as we expect twice the growth of the Eurozone in 2024 while investments will increase at 15,1%, from 7,1% in 2023.

Our economy has now proven resilient and we are looking forward with fiscal confidence for the years to come, while Greece turned into a very attractive investment destination, with a remarkable record in FDIs. We succeeded by following a combination of reforms and strict fiscal discipline with a proper mix of economic policies that opened up a great window of opportunity for the country. At the same time, we drastically decreased our debt to GDP ratio, we obtained investment grade and we are already stepping up the pace of digital and green transition to become more competitive and certainly more attractive to new investments.

The European funds are a crucial tool for the country’s growth prospect and we are determined to utilize them in the best possible way. Significant European resources (RRF & European Structural Funds) have already started to flow in our country supporting our strategic plan of reforms, digital and green transition investments, skilling and re-skilling, as well as supporting businesses to become more competitive along with significant social cohesion programs.

We will continue to grow and to build strong foundations of trust between the state and the business community as Greece has become a very attractive destination to invest and certainly a wonderful place to live.



PANEL DISCUSSION: LARGE PROJECTS TRANSFORMING GREECE

Moderator:

Mr. Alexander Metallinos, Partner - PotamitisVekris

Panelists:

- **Mr. Nikos Nezeritis, Head of Structured Finance - Alpha Bank**
- **Mr. Alexandros Argyros, Managing Director & Head of Investment Banking - AXIA Ventures Group Ltd**
- **Mr. Paul Ferneyhough, Executive Vice President, Chief Strategy & Commercial Officer - Eldorado Gold**
- **Mr. Gregory D. Dimitriadis, CEO & Executive Member of the BoD - Growthfund, the National Fund of Greece**
- **Mr. Vassilis N. Karamouzis, General Manager of Corporate & Investment Banking - National Bank of Greece**

Mr. Alexander Metallinos stated: “During the financial crisis and despite facing great difficulties, Greece managed to complete major infrastructure projects:

- Six major motorways were completed (five through project finance), connecting all major cities;
- 14 regional airports were modernized;
- The container terminal of the port of Piraeus was expanded tenfold to handle more than 5,000,000 TEUs per year from 500,000 TEUs previously, leading to it being consistently ranked as the first or second port in the Mediterranean;

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- The Trans-Adriatic gas pipeline was constructed, having a capacity of 10 billion cubic meters, which proved extremely valuable, when Russia cut off natural gas supplies to the EU.

Now Greece is entering into a new era with new priorities. The focus for new infrastructure projects is the energy transition. Significant progress has already been made, in particular during the last four years with the proportion of electricity generation from renewables increasing significantly from 37% in 2019 to 58% in the current year. The plans for the next seven years are even more ambitious calling for an increase of wind and solar installations from 11.5 GW to 23.5 GW, the installation of 3.1 GW of battery storage and 2.2 GW of pumped hydro, the interconnection of all important islands with the national grid, a significant increase of the interconnection with neighboring countries.

In parallel, several transport projects are progressing, including the motorway along the northern coast of Crete, the new airport in Kasteli and the modernization of the airport of Kalamata.

Finally, the Hellinikon project, the largest urban reconstruction project will drastically improve the southern suburbs of Athens.

Most of these projects are financed by the private sector through project finance. This requires highly complex agreements and other specialized legal work. The leading Greek law firms have acquired significant expertise on these matters over the last 25 years and can facilitate the construction of these projects by preparing the required documentation in an efficient and cost-effective manner.”

Mr. Nikos Nezeritis referred to the new wave of large infrastructure projects that are transforming Greece. Such projects stem from privatization and PPP initiatives in transportation, energy generation and distribution, urban regeneration, environmental linked investments in the commodities and refinery industries and digital infrastructure. Nikos highlighted that probably the most important transformation of the infrastructure sector in Greece is the institutionalism of the investors’ universe. International strategic players along with financial sponsors have penetrated the market across capital intensive sectors (from regulated assets to hospitality) while the large Greek corporates that have survived the recent financial crisis have been transformed to conglomerates with international footprint. An evidence of such transformation is that the capital raising process includes capital markets and structured finance instruments in which RRF has been successfully fit.

Mr. Alexandros Argyros stated: “Throughout this year, Greece has undergone a transformative journey in its investment landscape, supported by a rebounding economy following a prolonged sovereign crisis. Political stability, the achievement of an investment grade after 13 years, and abundant opportunities spanning various sectors have garnered keen interest from investors, fostering growing confidence in the country's prospects.

As Greece sets its sights on 2024, the nation anticipates sustained growth in FDI, propelled by ongoing initiatives targeting pivotal sectors, firmly establishing itself as a nucleus for transformative ventures. The investment scenario is robust, featuring a plethora of ongoing and forthcoming projects across the public and private sectors, with investment opportunities in financials, tourism, Greece’s most pivotal sector comprising c. 20% of the economy, as well as in the fields of infrastructure, energy, telecoms, real estate and more.

Investments become further attractive given motives arising from a favourable financing environment. This is backed by European funds in the context of the Recovery and Resiliency Facility (RRF) which offers grants and loans totalling EUR 36 billion, and the National Strategic Reference Framework (NSRF) that surpasses EUR 20 billion.

The ongoing year witnessed significant deals, including HFSF's divestment from major banks, notable IPOs in the financial and real estate sectors and international energy projects, indicating Greece's attractiveness to investors. Furthermore, the forthcoming sale of a 30% stake in Athens International Airport through an IPO promises substantial proceeds, further emphasizing Greece's investment allure.

At AXIA, we take pride in our involvement in truly transformative projects that have significantly impacted the Greek economy. Our continued position as a top choice for major corporations underscores the trust they place in us. We strive to provide our clients with expert advice, innovative solutions, and impeccable execution. Additionally, our robust partnerships with global investors further solidify our ability to drive visionary transactions that elevate Greece's ecosystem to new heights.”

Mr. Paul Ferneyhough stated: “Eldorado is one of the largest foreign investors and is proudly implementing exactly what the title of the panel describes: one of the largest projects transforming Greece. We believe in the remarkable turnaround

Greece has made, its active transformation into a regional energy hub, and its outstanding potential to become a leader in metal mining in the European Union.

Eldorado is advancing its transformational Skouries project in Northern Greece making use of the best practices to ensure the highest environmental and safety standards. Skouries is a high-grade gold-copper asset with an initial 20-year mine life and an expected average annual production of 140,000 ounces of gold and 67 million pounds of copper. The project and our related investments in the Cassandra Mines complex represents an investment of over US\$1.3 billion in capital and another US\$2 billion in exports and local procurement. Skouries will create a lasting legacy of a highly skilled workforce, sustainable development, and an impactful socio-economic footprint for host communities. Additionally, Skouries will play a strategic role in contributing towards Europe's self-sufficiency of copper over other third-party sources, as the world is recognizing that raw materials from responsible mining are critical to drive the green transition.

We also recognize the leading role of Greek financing backing the project, namely National Bank of Greece and Piraeus Bank. Additionally, we have received strong support from the European Bank for Reconstruction and Development, who has made an equity investment in Eldorado to support the project. All of our partners firmly believe in the pivotal role sustainable mining can play in Greece and the European Union”.

Mr. Gregory D. Dimitriadis stated: “the Greek economy is embarking on a new upward trajectory with the reinstatement of its investment grade status after 13 years, now equipped with an additional developmental tool, the National Investment Fund. This is particularly significant, he emphasized, as the establishment of the National Investment Fund, recently formalized by the Minister of National Economy and Finance, Mr. Hatzidakis, signifies the country's and its economy's full return to normalcy. The Greek economy functions similarly to other modern European nations, yet it stands out with a unique advantage: it boasts the highest growth rates within the EU. This exceptional performance fuels optimistic expectations for its continued developmental journey.

Regarding Growthfund, which will encompass the National Investment Fund, a new era begins. The CEO of Growthfund remarked, “For the past three years, we have been a trusted collaborator for major investors, as seen in numerous investment deals for development projects reshaping the nation's profile, and the intense interest in our significant endeavors, from upgrading ports and regional airports to investing in energy. Our ability to further influence the nation's development path is now amplified by functioning as a Sovereign Wealth Fund following the establishment of the National Investment Fund.”

Mr. Dimitriadis added, “We are now positioned to act as a local ally for international investors. Our developmental aims, centered on leading-edge economic sectors critical for tackling climate change, like green investments and new technologies, make us an attractive investment destination. Throughout these initiatives,” he continued, “BlackRock, a renowned advisor, lends its support and has also been instrumental in establishing the National Investment Fund.”

Mr. Vassilis N. Karamouzis stated: “Greece has successfully reentered the investment thesis of landmark international investors with long-term positioning. Albeit the implementation of significant investments so far, a rigorous pipeline of large-scale projects is still required, for the country's economy to continue its positive trajectory.

Within such project pipeline, Mr. Karamouzis specifically emphasized the implementation of ~190 large infrastructure projects related to road networks, airports and ports of a total budget of 28 billion euros by 2030; digital projects including the development of large-scale optical fiber networks and data centers under implementation; additional hospitality investments in modern and sustainable hotels for Greek tourism to maintain its momentum, as well as the momentous investment appetite marked for projects promoting Greece's energy autonomy to become an energy hub in the wider region; indicative examples of such activity include the development of storage and transmission networks for electricity natural and liquified gas, as well as renewable energy projects, utilizing existing and new technologies.

In the current landscape, he emphatically mentioned the following complexity to be addressed: “investment activity has to materialize within a challenging environment of increased interest rates, volatile energy cost levels, high inflationary pressure and multiple unpredictable factors, including geopolitical tensions and wide health crises.

Simultaneously, affected economic growth must meet strict ESG criteria, aiming to alter climate change, minimize social discrepancies and enhance transparency, which have been all rightly set as a priority for customers, investors, regulators, and the European Union.

Finally, Mr. Karamouzis concluded that financing of large-scale investments in Greece requires extensive experience, significant technical knowledge and adaptability to constantly changing market conditions, traits that National Bank of

Greece has, being the “Bank of choice” for the implementation of large Greek and foreign investments and leveraging on its financial strength and human capital.”



ELLINIKON: REALIZING THE LARGEST URBAN REGENERATION PROJECT

Mr. Odiseas Athanasiou, Chief Executive Officer - LAMDA Development

Presentation followed by Q&A with

- **Mr. Dimitris Manoussakis, Managing Partner & Founder – Savills Hellas**

Mr. Odiseas Athanasiou stated: “Lamda Development is the leading real estate player in Greece and owns a premier, diversified, portfolio of malls and marinas in Greece with an unmatched footprint in the Greek market. Lamda is also the developer behind The Ellinikon, Europe's pioneering 15-minute, green, smart, coastline city within a city.

Our portfolio includes The Mall Athens, Golden Hall, Designer Outlet Athens, and Mediterranean Cosmos. It also includes office buildings, residential complexes, and marinas – one of which, the Flisvos Marina, is Greece’s first exclusive marina to offer large-scale mooring capacity for mega-yachts. Over the last few years, we have expanded across all of our business units. We recently acquired 100% of the McArthurGlen Designer Outlet Athens, the premier designer outlet in Greece, and re-acquired a minority stake (32%) for two of our most successful malls from a financial player. We also bought the rights for the development of the Corfu marina which we will revamp to offer the unique experience that only Lamda can provide, accommodate mega yachts and expand our footprint to the Ionian Sea. These moves cemented our leading position in Greece’s shopping malls sector and are strengthening our portfolio in the marinas space.

Lamda had the vision to regenerate the abandoned site of the former Ellinikon International Airport, a unique property in Europe, and probably the world, which lies at the beginning of the Athenian Riviera. It is not only uniquely situated in Athens’ fastest growing region at the commencement of an urban gentrification, but also a vibrant expat community

situated at a geographical gateway between east and west. Our plan is to create a new sustainable, 15-minute city within a city by combining the area's natural beauty and unique inherent characteristics with smart city principles. Athens has unmatched, inherent characteristics for a European capital: it has the size, it has the location, and it has the amazing weather.

More specifically, we're sitting in front of 3.5 kilometers of coastline, part of which will be transformed into a beautiful sandy beach and also allow us to create the 2M sq m Ellinikon Park, one of the largest coastal parks in the world, a showcase for Greek heritage and biodiversity. And one will be able to truly enjoy both the beach and the park seeing as we are lucky to have at least 10 months of sunny, beautiful, clear weather in Athens overall which is even more pronounced in the southern suburbs of Attica across the Athenian Riviera. "

Mr. Dimitris Manoussakis stated: "The real estate investment sector has charted a positive trajectory during this year with the participation of domestic and international investors, with the investment level reaching c.€1.4 billion by November 2023. A significant proportion of this capital has been invested in modern offices and warehouses, while the residential and hospitality markets had a significant share as an investment choice for many international investors. At this stage there is an excellent climate for the arrival of foreign investments in the country. Evidence of the prevailing positive investment climate is also the successful listing on the Athens Stock Exchange (ASE) of three new Real Estate Investment Companies (REICs). The development of new commercial and residential buildings feeds the supply chain in a substantial way, resulting in a serious improvement of our know-how and methods of construction. In this context, the high-rise buildings being built in Elliniko create a new framework both for the design and for the way of managing and implementing complex building projects of this kind. Furthermore, the introduction of ESG criteria in the design and construction of new buildings brings about positive changes that are at the cutting edge of technological applications for buildings, simultaneously improving both the quality of life and the efficiency of residents and employees, as well as contributing to the positive environmental footprint of the country. Our company, SAVILLS HELLAS has cooperated with the most important public organizations, private companies, national and international investors who are active in the Greek real estate market. In the emblematic project of The Hellinikon, we have been offering our services since the tender phase for the privatization of the property in 2013, having advised both at the level of the development strategy but also in individual areas of the project with an emphasis on both the design and the costing of specific uses as well as in finding JV investors for their implementation. We are ready to provide the highest quality of service to any investor who would like to direct their funds to the Greek real estate market."

THE FORUM WAS ORGANIZED:

IN COOPERATION WITH: New York Stock Exchange – NYSE & Athens Exchange Group (ATHEX Group)

UNDER THE AUSPICES: of the Consulate General of Greece in New York, which hosted a welcome reception for all speakers

The Forum, through its 25 years record of success, has been engaged in a systematic effort to highlight Greece's profile to a global business and investment audience. This year's forum was particularly significant as Greece is heralding a new dawn of investments and entrepreneurship, despite global challenges. The country's political stability, strong economic dynamics, and attractive valuations have boosted investor confidence in the Greek market. The upgrade of the Greek economy by Fitch formalizes the emergence of Greece in the investment category in terms of credit rating. Fitch is the third - out of four recognized by the ECB - rating agency to award our country investment grade status in recent months. This certifies the progress of the Greek economy and the even more positive prospects opened up by the implementation of the country's policy. At the same time, it creates the conditions for further strengthening investment inflows, better financing conditions for the economy, growth and increased employment.

The Prime Minister of Greece, H.E. Kyriakos Mitsotakis, addressed international investors via written message.

Keynote Remarks by Greek Ministers: Minister of Economy & Finance, H.E. Kostis Hatzidakis, Minister of Infrastructure & Transport, H.E. Christos Staikouras, Minister of Environment & Energy, H.E. Theodore Skylakakis, Alternate Minister of Economy & Finance, H.E. Nikolaos Papathanasis.

Greek Government Officials: Ms. Maria (Maira) Myrogianni, Secretary General for International Economic Affairs - Ministry of Foreign Affairs, Mr. Orestis Kavalakis, Governor of Recovery and Resilience Facility Coordination Agency - Ministry of Economy and Finance,

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Mr. Dimitrios Tsakonas, Director General - Public Debt Management Agency, **Mr. Michael Arghyrou**, Chairman of the Council of Economic Advisors, **Mr. George Pitsilis**, Governor – Independent Authority for Public Revenue, **Mr. Vassilis Kontozamanis**, Former Alternate Minister of Health, **Mr. Gregory D. Dimitriadis**, CEO & Executive Member of the BoD - Growthfund, the National Fund of Greece, **Dr. Marinos Giannopoulos**, CEO - ENTERPRISE GREECE.

US Government (US Department of State) Representatives: • **Mr. Geoffrey R. Pyatt**, Assistant Secretary, Bureau of Energy Resources, and • **Mr. Joshua Huck**, Deputy Assistant Secretary of State for Southern Europe and the Caucasus.

European Central Bank was represented by **Ms. Elizabeth McCaul**, Member of the Supervisory Board.

The Athens Exchange Group was represented by **Mr. Yianos Kontopoulos**, CEO - Athens Exchange Group, and the **Hellenic Capital Market Commission**, by **Dr. Vassiliki Lazarakou JSD**, Chair - Hellenic Capital Market Commission.

The Forum featured the important participation of representatives from ❖ **the biggest Greek Banks:** 1) **Four Systemic Banks, Alpha Bank - Eurobank - National Bank - Piraeus Bank**, 2) **Attica Bank and Hellenic Development Bank**, and from ❖ **the most important Global Investment Banks** • **Barclays** • **BNP Paribas** • **Goldman Sachs International** • **Morgan Stanley** • **Nomura** • **AXIA Ventures Group Ltd.**

Participating speakers in investor panel: **John Paulson** and representatives from: **BC Partners - Brookstreet Equity Partners** • **CVC** • **Hotel Investment Partners (HIP)** • **RWE Energy Transition Investments** • **Thrivest Holding**.

23 Listed Companies participated in a series of meetings with multiple foreign investors : Athens Exchange Group - Alpha Bank - Athens Water Supply & Sewage Company SA (EYDAP) - Attica Bank - AUTO HELLAS - AVAX Group - Cosmos Health, Inc. (NASDAQ: COSM) - Dimand S.A. - ELLAKTOR S.A. – Eurobank - GEK Terna Group - HELLENiQ ENERGY Holdings - Intrakat S.A. - LAMDA Development - MOTOR OIL Group - MYTILINEOS - National Bank of Greece - Opap - OTE Group of Companies - Piraeus Bank - PRODEA Investments - Public Power Corporation – PPC - Trastor REIC.

During the Official Luncheon the Greek Minister of Economy & Finance, H.E. Kostis Hatzidakis, and Mr. Evan Kotsovinos, Vice President and General Manager – Google, delivered Keynote Remarks. Mr. John Tuttle, Vice Chairman – NYSE; President - NYSE Institute, Dr. Nikolas P. Tsakos, Founder & CEO - TEN Ltd, and Ms. Beth Hammack, Co-Head Global Financing Group - Goldman Sachs, delivered Welcome Remarks.

Nicolas Bornozis, President of Capital Link gratefully presented “THE CAPITAL LINK HELLENIC APPRECIATION AWARD” to Mr. John Tuttle, Vice Chairman - NYSE ; President - NYSE Institute, for NYSE’s and his own longstanding support & contribution to Greece, Greek Entrepreneurs, the Greek Maritime Community & the Greek-American Diaspora.

The Forum concluded with an Official Dinner during which the **"2023 Capital Link Hellenic Leadership Award"** was presented to **Mr. Nikos Stathopoulos**, Chairman of Europe & Member of the Management Committee - **BC Partners**, for his outstanding contribution to Greece: his significant involvement and positive impact on Greece and the Greek economy with his active investment participation. **Nicolas Bornozis, President of Capital Link, read the Greek Minister of Economy & Finance, H.E. Kostis Hatzidakis’ Keynote Address**, since the Minister had to urgently return to Greece. **The Ambassador of Greece to the USA, H.E. Ekaterini Nassika, and Mr. Joshua Huck**, Deputy Assistant Secretary of State for Southern Europe and the Caucasus - **U.S. Department of State**, delivered **Keynote Remarks**. **Ms Nicole Petallides**, Host - **Schwab Network** ; Former Anchor - **FOX Business Network**, was the **Master of Ceremonies**.

On **Tuesday, December, 12, 2023**, within the context of the **“25th Annual Capital Link Invest in Greece Forum”**, the **New York Stock Exchange** in cooperation with **Capital Link** organized a special ceremony honoring the **"Greek American Issuer Day at NYSE"**, during which Greek & Greek American companies listed on the New York Stock Exchange rang the “Closing Bell” - at NYSE-New York Stock Exchange.

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ABOUT CAPITAL LINK

Founded in 1995, Capital Link is a New York based investor relations, financial communications and advisory firm with a strategic focus on the maritime, commodities and energy sectors, MLPs, as well as Closed-End Funds and ETFs. In addition, Capital Link organizes 18 high quality Investment Forums, webinars and podcasts, focusing on maritime transportation and U.S. investment products in 10 countries in the United States, Europe and Asia, in key industry centers, such as New York, London, Oslo, Hamburg, Athens, Limassol, Shanghai, Singapore, Tokyo and Hong Kong all of which are known for combining rich educational and informational content with unique marketing and networking opportunities. Capital Link is a member of the Baltic Exchange. Based in New York City, Capital Link has presence in London, Athens & Oslo.