

# Asset Development Plan

progress report  
June 2014



# 1. KEY ACHIEVEMENTS AT A GLANCE



# key achievements at a glance

immense infrastructure work is in motion that will safely lead the development of privatisations to the next level

**32** privatisations have either been completed or been put to track

more than **80,000** properties have been initially assessed


more than **3,000** properties have been pre-selected for development

Large number of regulatory, administrative and technical barriers, slowing down privatisations, have been lifted.

Implemented electronic auction [e-publicrealestate.gr](http://e-publicrealestate.gr) for medium and small real estate assets




total transaction value of €4.9bn, out of which already received €2.9 bn


 March 2014


Sale of  
**100%**  
of  
**Hellinikon S.A**

to  
**LAMDA Development**  
for a total consideration of  
**€915 m**


 December 2013


Sale of  
**Astir Palace**

  
to  
**JERMYN STREET REAL ESTATE**  
for a total consideration of  
**€400 m**


 November 2013

Sale and Leaseback of 28  
governmental buildings

  
to **NBG PANGAEA and  
Eurobank Properties**  
for a total consideration of  
**€261 m**

 August 2013

Sale of 33% stake in

  
to  
**EMMA DELTA LTD**  
for a total consideration of  
**€712 m**

 August 2013

Sale of 66% stake in

  
to  
**SOCAR S.A.**  
for a total consideration of  
**€400 m**

 July 2013

Granting of a 12-year License to  
operate the Hellenic Lotteries

  
to a consortium of **OPAP,  
Intralot, Scientific GGG**  
for a total consideration of  
**€770 m**



total transaction value of €4.9bn, out of which already received €2.9 bn

 2013


HELENIC REPUBLIC ASSET  
DEVELOPMENT FUND

Sale of other assets including real estate properties




(Paliouri, Xenia Skiathos, Ag. Ioannis, e-auction etc.) and shares in listed companies for total considerations of

**€170 m**

 December 2012

HELENIC REPUBLIC ASSET  
DEVELOPMENT FUND

Leasing of International Broadcasting Center



for a 90-year period to **LAMDA DEVELOPMENT** for a total consideration of

**€81 m**

 December 2011

HELENIC REPUBLIC ASSET  
DEVELOPMENT FUND

Granting of a 10-year extension of exclusive right to operate 13 games to



for a total consideration of

**€375 m**

 November 2011

HELENIC REPUBLIC ASSET  
DEVELOPMENT FUND

Granting of a 10-year License to operate 35,000 VLTs to



for a total consideration of

**€560 m**

 November 2011

HELENIC REPUBLIC ASSET  
DEVELOPMENT FUND

Granting of mobile telephony license to



for a total consideration of

**€381 m**

 June 2011

HELENIC REPUBLIC ASSET  
DEVELOPMENT FUND

Exercise of the put option for the sale of 10% of



shares to **DEUTCHE TELECOM** for

**€392 m**



## 2. CURRENT STATUS



# program overview

## Portfolio Structure June 2014

Asset Category	Number
Corporate Assets	10
Infrastructure Assets	22*
Real Estate	1000

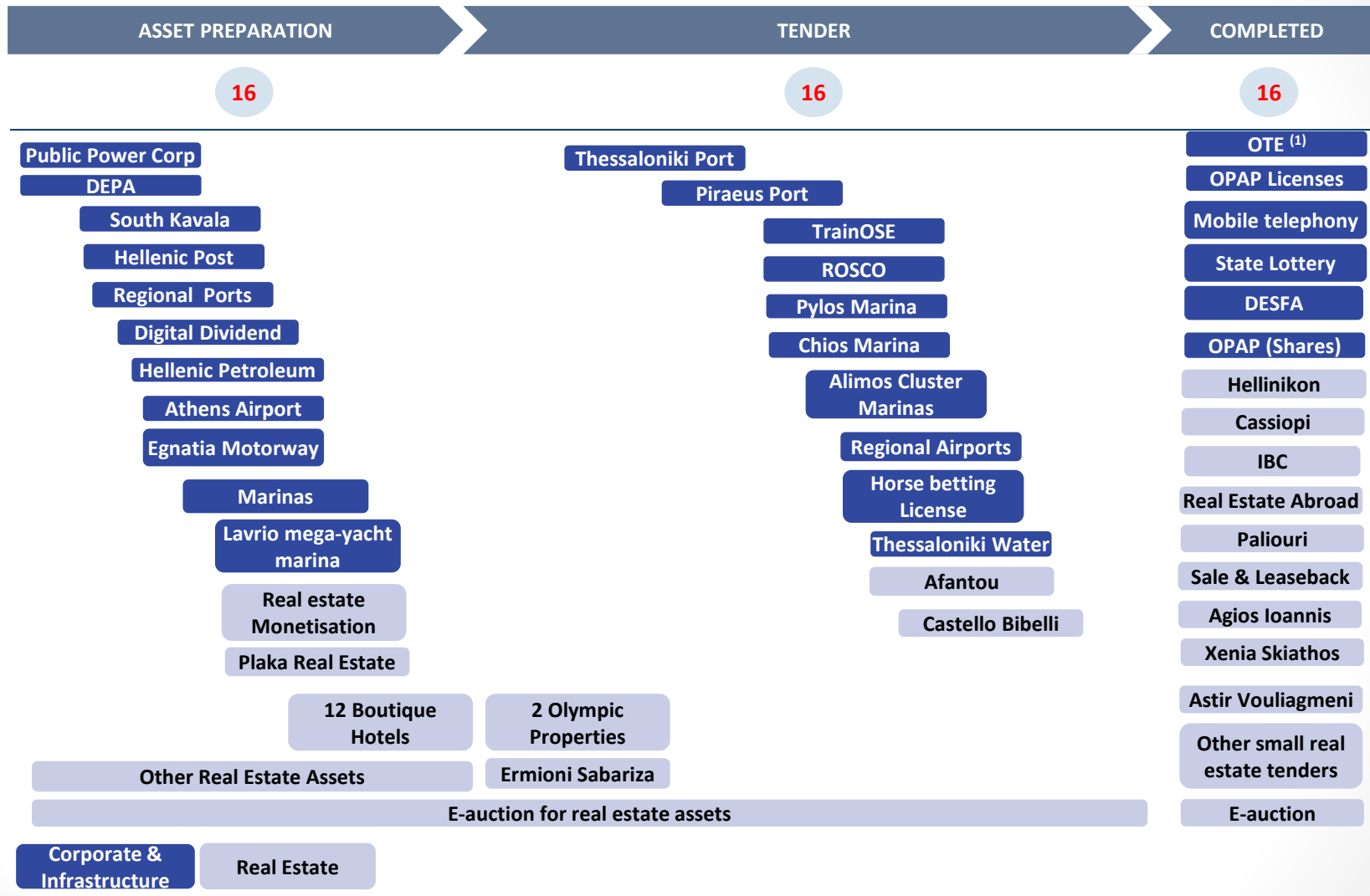
## Project Execution

	November 2013		June 2014	
Privatisation Tenders	• Completed	<b>13</b>	• Completed	<b>16</b>
	• In progress	<b>15</b>	• In progress	<b>16</b>
	• Under preparation	<b>12</b>	• Under preparation	<b>16</b>

\* Numerous marinas and regional airports are considered as single assets



# status report June. 2014



(1) Hellenic Telecom (OTE) was sold prior to the establishment of the HRADF



# sixteen privatisations in progress

## TRAINOSE

The traction services for the rail transportation



## Piraeus Port

Sale of 67% of PPA S.A.  
Piraeus Port is the country's largest port complex.



- Second phase of the tender process
- Five investor schemes have been prequalified

- Second phase of the tender process
- Three investor schemes have been preselected



## Afantou, Rhodes

Located in Rhodes

- The tender is conducted in a single phase



# sixteen privatisations in progress

## Thessaloniki Port

Sale of 67% of  
THPA S.A.



- Second phase of the tender process
- Eight investor schemes expressed interest

## Small ports & Marinas



- The first transaction of Alimos cluster is in second phase. Eleven investors have been preselected.
- Two transactions of Chios and Pylos marinas is in second phase. Six investors have been preselected for Chios and eight for Pylos marina.

## Regional Airports



- Second phase of the tender process
- Seven investor schemes have been preselected

## EYATH

Thessaloniki Water  
Supply and Sewerage  
Company



- Second phase of the tender process
- Two investor schemes have been preselected



# sixteen privatisations in progress

Castello Bibelli



- Single phase tender process

Mutual Horserace Betting License



- Second phase of the tender
- Two investor schemes have been preselected



ROSCO

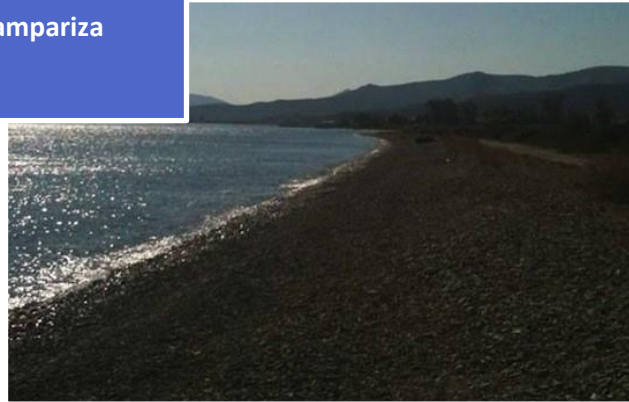
The rolling stock maintenance company

- Second phase of the tender process
- Three investor schemes have been preselected

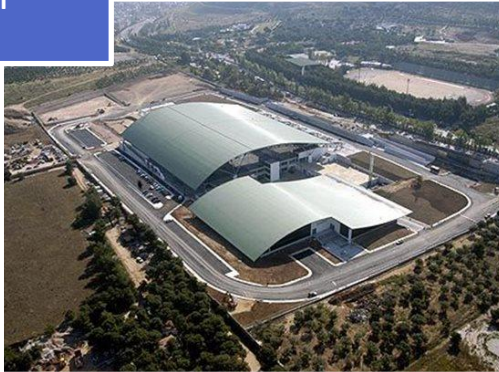


# sixteen privatisations in progress

Ermioni Sampariza



2 Olympic Properties  
Markopoulo and  
Galatsi



- Single phase tender process

- Single phase tender process



# MOU Monetary Targets 2011 - 2016

