



Project Vector | A Prominent Investment Opportunity in the Greek Infrastructure Sector

Introduction



- **Project Vector** relates to the international tender process regarding the Concession rights of Attica Motorway, comprising the **concession of the right to operate, maintain, improve and commercially exploit the Attica Motorway**



- **The Attica Motorway was a pioneer concession project in the Greek market which enabled a major construction project and paved the way for many further successful infrastructure projects in the country**
 - An urban motorway, with two separate directional carriageways, each consisting of 2-3 lanes and an emergency lane (hard shoulder)
 - Modern motorway **extending along 70 km** and **part of the PATHE road axis** (Patra – Athens – Thessaloniki – Evzoni), connecting the Athens-Lamia National Road with the Athens-Korinthos National Road, bypassing the center of Athens



- **Concession Rights to be awarded by Hellenic Republic Asset Development Fund S.A. (“HRADF”), in line with European standards, and under the following terms:**
 - The right to operate, maintain, improve and commercially exploit the concession for a **25-year duration**
 - A **Tech- and green-focused capex plan**, with no major extensions of the existing infrastructures, besides the **requirement to maintain and improve the motorway in accordance with the requirements of the concession agreement**
 - The new concessionaire will be required to undertake a series of technical and maintenance works, as well as improvements incorporating new technologies in the “**smart and green**” environments
 - Possible works aiming to safeguarding good operation of the motorway may be included

Key Investment Highlights



1

Strategic Motorway

- Critical component of the domestic road network, **linking major transportation and infrastructure facilities**
- **Part of PATHE road axis** (Patra-Athens-Thessaloniki-Evzoni) connecting Athens with all major continental cities in Greece (Thessaloniki, Patra) **and major infrastructure assets in Greece** (Ports of Piraeus, Lavrio and Rafina, Thessaloniki and Patras, Athens International Airport)
- **Potential extensions** under consideration for implementation by the Government expected **to generate additional traffic on the motorway**

2

Attractive Operating Features & Characteristics

- Unique **toll motorway within a metropolitan area** with **acute traffic congestion issues**
- Multi-purpose motorway, with **strong traffic demand** both on weekdays and on weekends/holiday seasons

3

Qualitative Technical Design & Operation Tools with Value Creation Potential

- Constructed and **maintained in a solid condition using innovative processes**
- **Modern monitoring systems** that enable the smooth flow of vehicles
- **Developed the most used electronic toll system** among Greek motorways
- **Value creation potential** for the new concessionaire through improvements incorporating **new technologies in the “smart and green” environments**

4

Mature Asset With Proven Financial Performance & Upside Potential

- **Commercial success** of the motorway has been firmly established
- **Revenue growth momentum** over the last years, solely derived by traffic increase, despite stable toll rates for many years
- **Strong historical EBITDA generation**
- **Solid realized returns** for project sponsors
- **Upside potential** through the development of major projects in the Attica region (e.g., Ellinikon, Thriasio Freight Complex) expected to impact traffic volume and patterns and the anticipated macroeconomic recovery (post COVID-19)

5

Project Tested Under Adverse Conditions

- **Performed relatively well under severely adverse and unanticipated conditions** (incl. multi-year financial crisis accompanied with an unprecedented drop in GDP and in disposable income, unemployment rise and the current pandemic situation)
- **Extreme downside scenarios for the project have been tested in reality**, providing (together with the maturity of the project) a much larger degree of certainty to both project sponsors and lenders

6

Limited Execution Risk Through The Absence Of Heavy Capex Requirements

- A **predominantly “brownfield” concession** with predictable cash flow generation
- **Capex requirements to reinstate certain technical components** reaching the end of their useful life, as well as **invest in new technologies**, to be spread over several years during the concession lifetime and funded by the project cash flows

7

Concession Agreement In Line With European Standards

- HRADF's approach to the Concession Agreement to ensure:
 - **Proper risk allocation and realistic delegation of obligations** to each counterparty
 - Promotion of **competitiveness and profitability**
 - Maximum **transparency in the payment and sharing mechanisms**
 - Adoption of **best practice in relation to key finance ability issues**

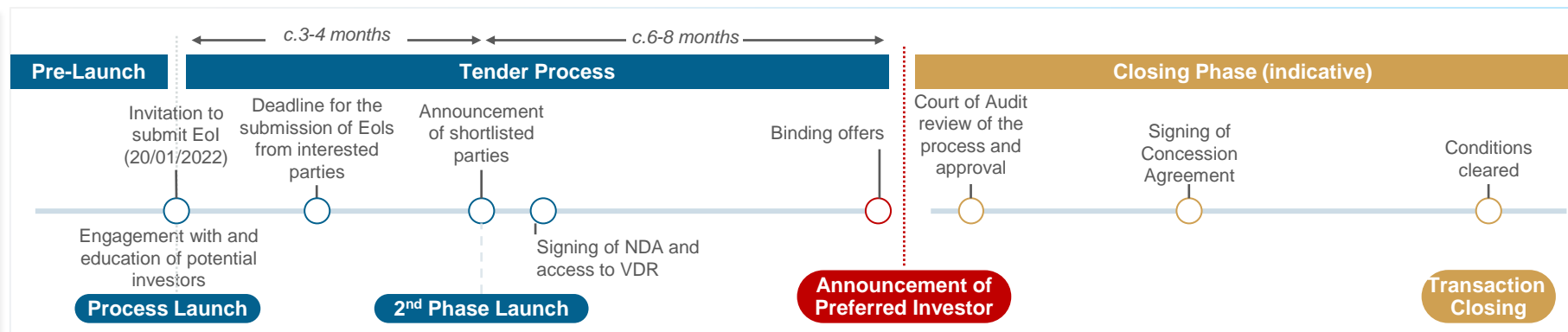
Overview of the Investment Opportunity & Envisaged Process

Asset & Awarding Authority



- The Hellenic Republic Asset Development Fund S.A. ("**HRADF**") is the legal entity entrusted with the implementation of the privatization program of the Hellenic Republic ("HR"). HRADF is established by and is operating under Law 3986/2011
- HRADF acquired the right to **grant to third parties the concession right over the Attica Motorway** after the expiration of the concession agreement between the HR and the current concessionaire ATTIKI ODOS S.A
- The concession of Attica Motorway is foreseen in the Asset Development Plan of HRADF, as approved by its BoD on the 5th of November 2021 and endorsed by means of a relevant decision by the Government Council for Economic Policy on the 11th of November 2021

Envisaged Tender Process & Key Milestones



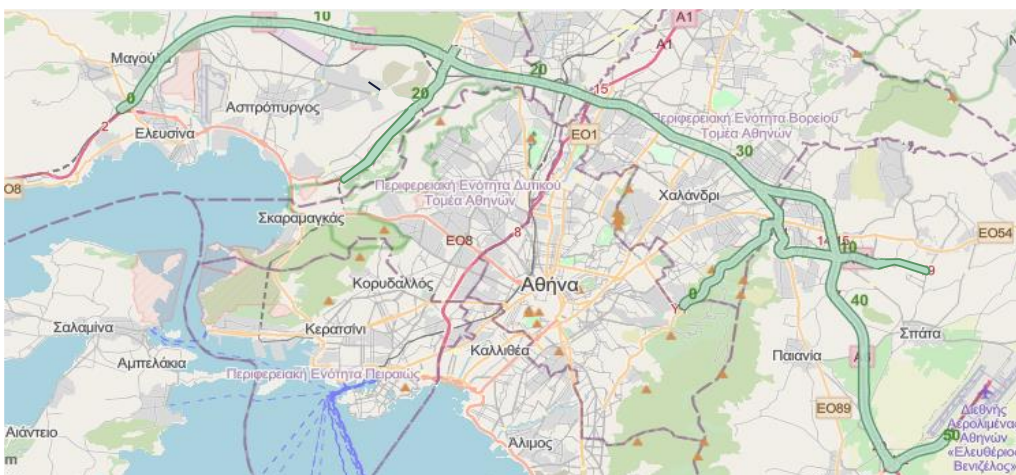
- The Tender is expected to include **2 phases**: a) Expression of Interest and Qualification and b) Binding Offers submission
 - During the **1st phase**, interested parties shall be expected to submit their expression of interest, including relevant documentation with regards to pre-qualification criteria to be determined in the invitation for expression of interest
 - Following the submission of interest and HRADF's assessment of the relevant documentation, qualified participants will be announced, and the 2nd Phase shall commence
 - The **2nd phase** is expected to include signing of NDA, circulation of process letter, access to VDR and due diligence phase (including Q&A process, expert sessions, site visits), discussions on new concession agreement and, finally, the submission of the binding offers

Attica Motorway is a Landmark Brownfield Toll Road Concession in Greece

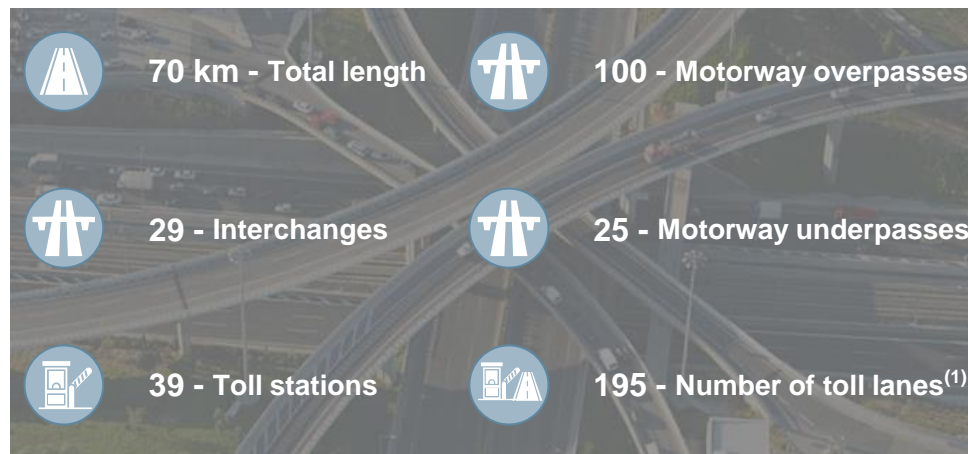
Business Description

- Attica Motorway belongs to the first generation of co-financed projects awarded in Greece during the '90s
- It is a project constructed on a concession basis and constitutes **one of the biggest co-financed road projects in Europe**
- Attica Motorway is a modern motorway **extending along 70 km and is part of the PATHE road axis** (Patra – Athens – Thessaloniki – Evzoni) and connects the Athens-Lamia National Road with the Athens-Korinthos National Road, **by-passing the center of Athens**
- It is an urban motorway, with **two separate directional carriageways**, each consisting of **2-3 lanes** and an **emergency lane** (hard shoulder)
- Attiki Odos S.A.** is the current concessionaire with the **current concession expiring in 2024**

Map of Attica Motorway

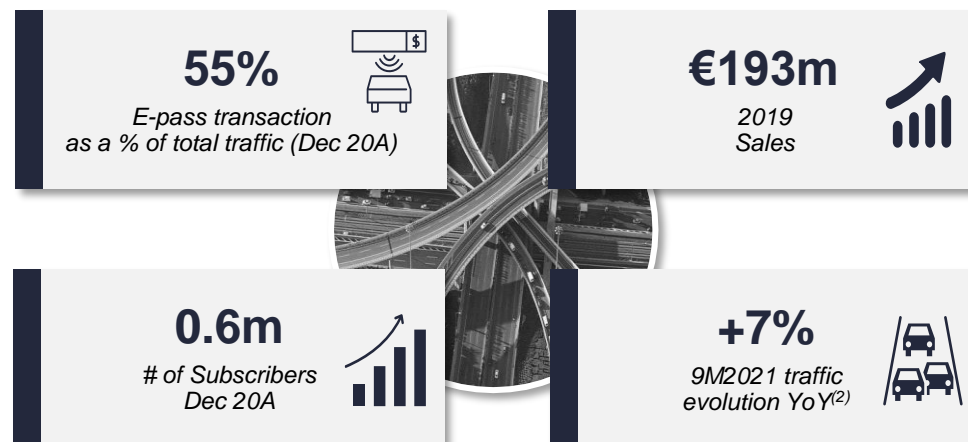


Characteristics of Attica Motorway



Key Operating & Financial Highlights

Current Concessionaire's Financials



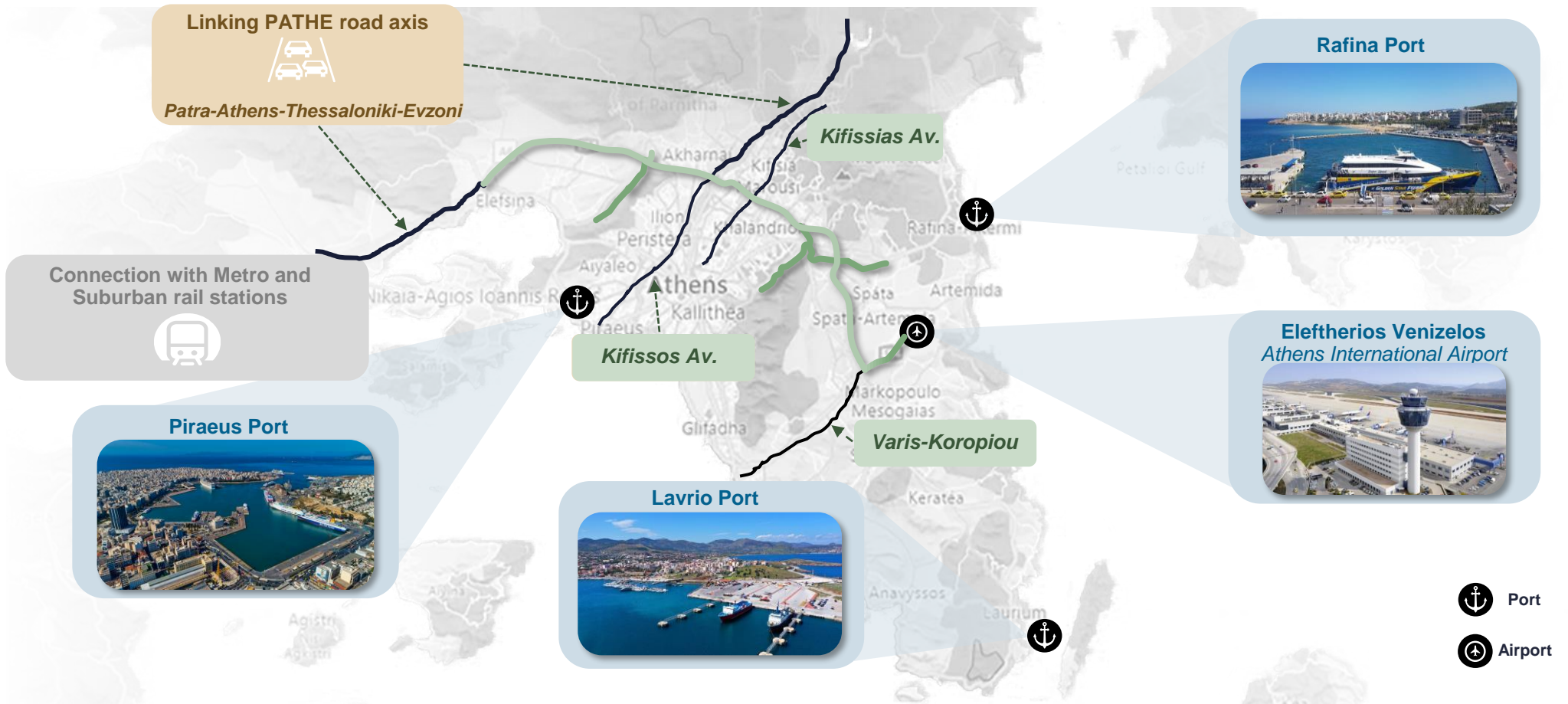
Sources: Attiki Odos Annual Reports; Attiki Odos website ELLAKTOR 9M 2021 earnings presentation

Notes: (1) 39 up to 96 - Electronic Toll Collections (E.T.C.) & 99 up to 156 - Manual Toll Collection (M.T.C.) lanes

(2) Average of weekly traffic

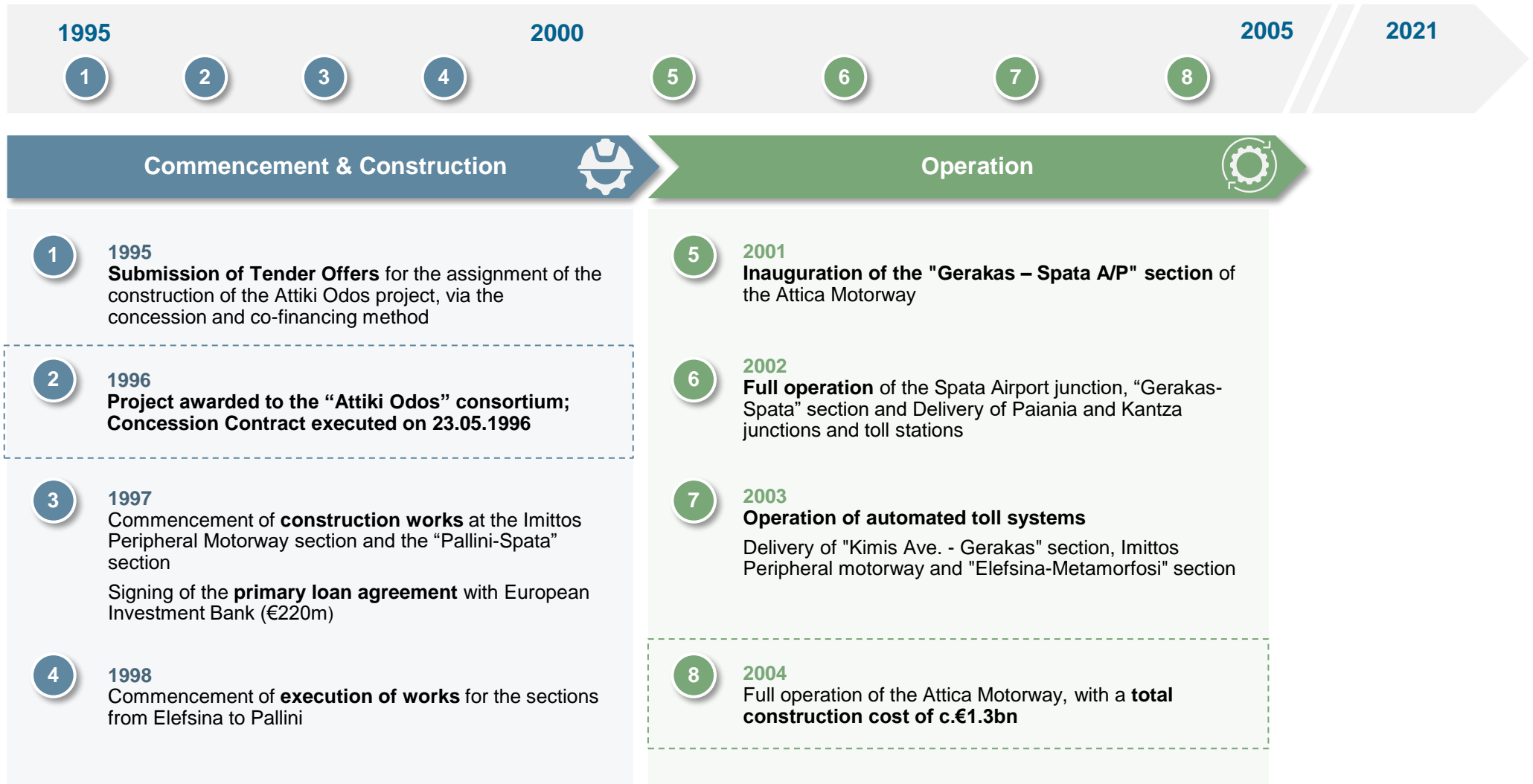
The Motorway Serves Strategic Connections

Attica Motorway is a critical component of the national road network



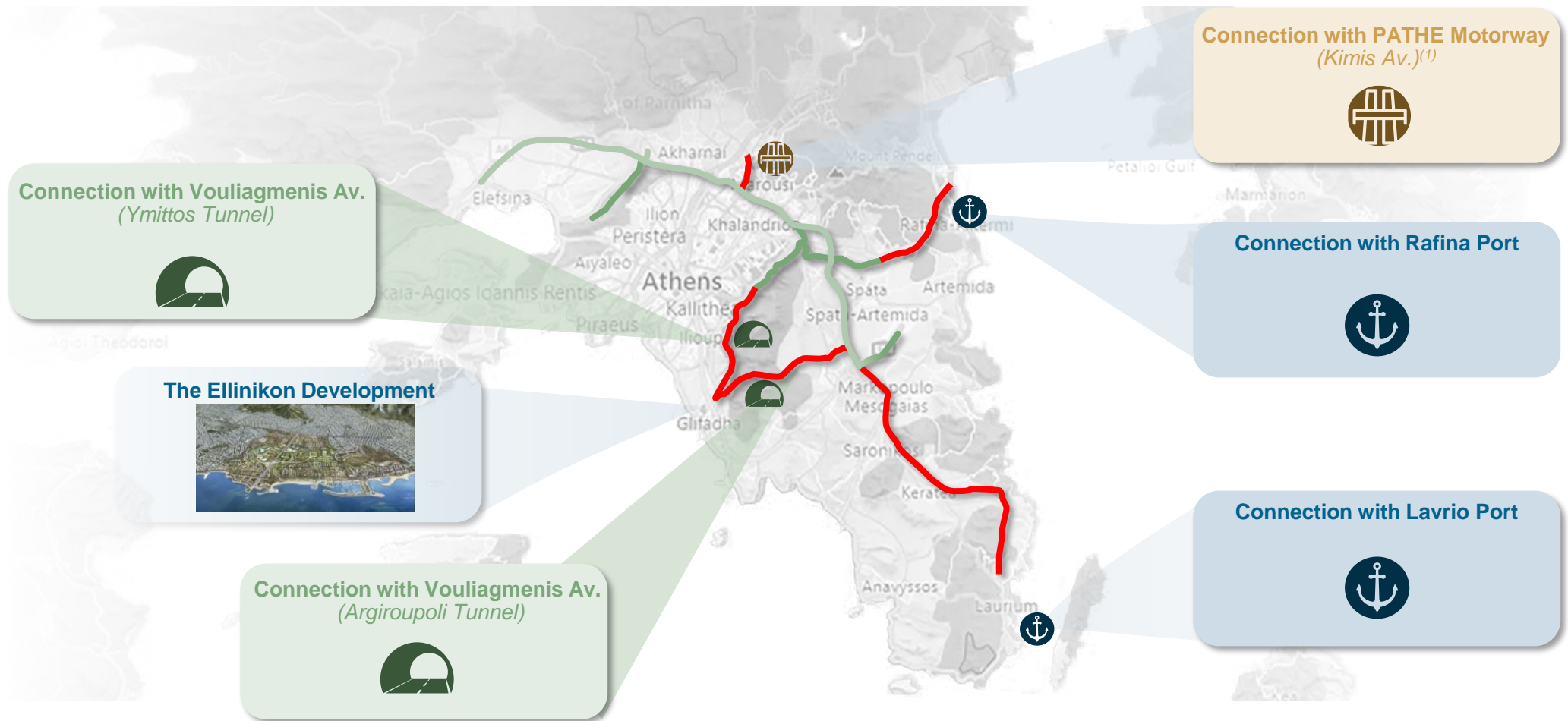
- Attica Motorway provides the **only continuous East-West route crossing Athens** and links with major arterials of the urban road system
- The Motorway provides much needed **relief from the congested urban road network in Athens** by **saving travel times**

Attica Motorway has Spread over the Attica Region in Less Than 10 Years



Potential Motorway Extensions to Generate Additional Traffic

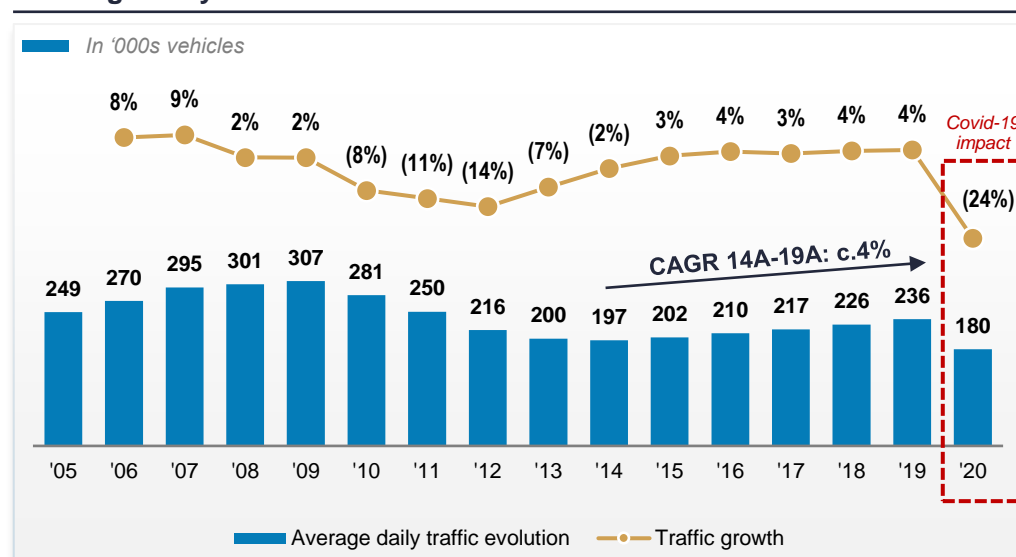
Potential extensions under consideration for implementation by the Government expected to generate additional traffic on the motorway



Attractive Operating Features and Characteristics Supporting Resilient Traffic Volume

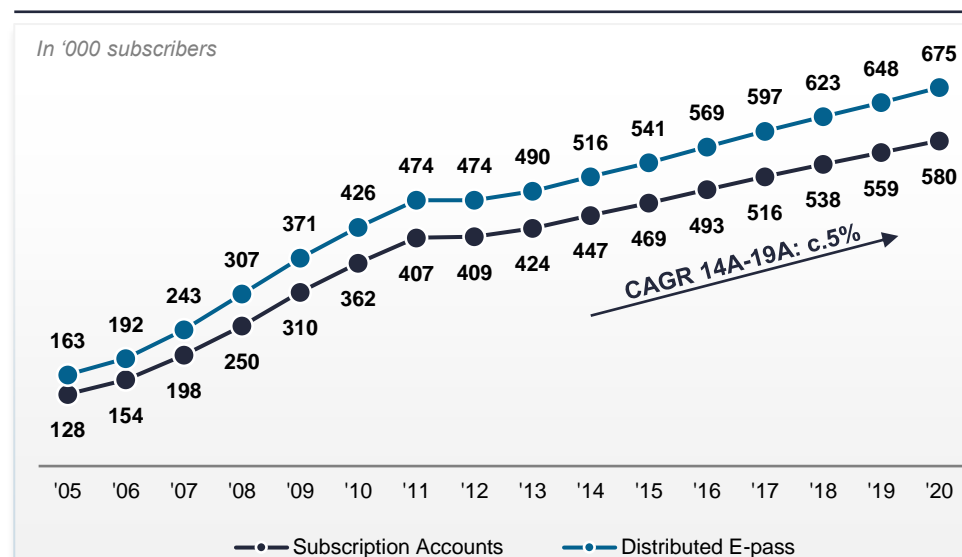
- ✓ Unique **toll motorway within a metropolitan area with acute traffic congestion issues**: Attica Motorway users realise significant travel time savings per trip
- ✓ **Full access control**, consisting of 2 sections: the **Elefsina – Stavros – Spata Airport motorway (ESSM)**, extending for c.52 km and the **Imittos Western Peripheral Motorway (IWPM)**, extending for c.13 km⁽¹⁾
- ✓ Multi-purpose motorway, with **strong traffic demand** both on weekdays and on weekends/holiday seasons

Average Daily Traffic Evolution



- A 5-year continuous **upward trend in traffic volumes** between 2014–2019 (**CAGR c.4%**), though traffic still remained lower compared to the, pre-crisis, 2008–2009, historical peak
- Impact from the COVID-19 pandemic led to a significant **drop of c.24%** in average daily traffic in FY2020 compared to FY2019, though recovery is evident, as **traffic performance has reached the levels of 2019** (pre-COVID) in July, August and September 2021

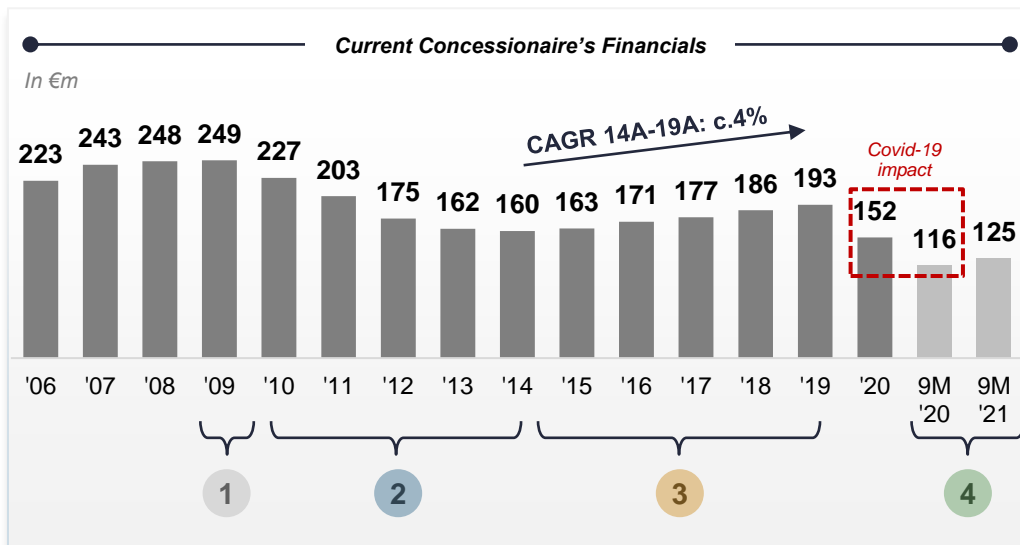
Subscribers



- The **electronic transactions** represented **c.55.%** of the total in 2020, through the use of e-pass devices (675K as of December 2020)

Mature Asset with Proven Financial Performance and Upside Potential

Revenues & Growth



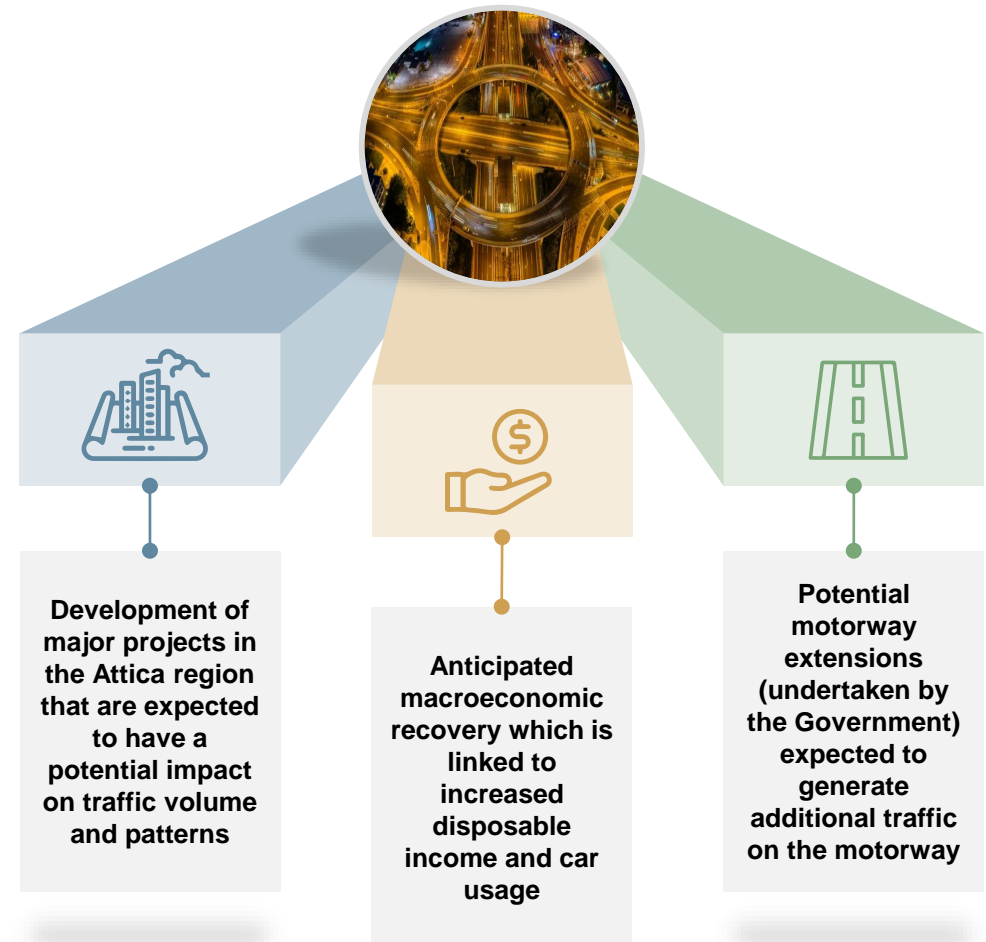
1 Peak historical revenues of the existing Concessionaire in FY2009

2 Impact of Greek economic crisis resulted in a continuous drop of revenues until 2014, in line with the corresponding traffic evolution

3 Post-2014, revenues were consistently increasing up to 2019, before the COVID outbreak in 2020

4 Recovery from COVID impact is evident from 9M2021 results

Tolling Revenues Upside Potential



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