



ATHEXGROUP
Athens Exchange Group

ATHEX funding solutions

4th Tourism conference - Thessaloniki

March 2019

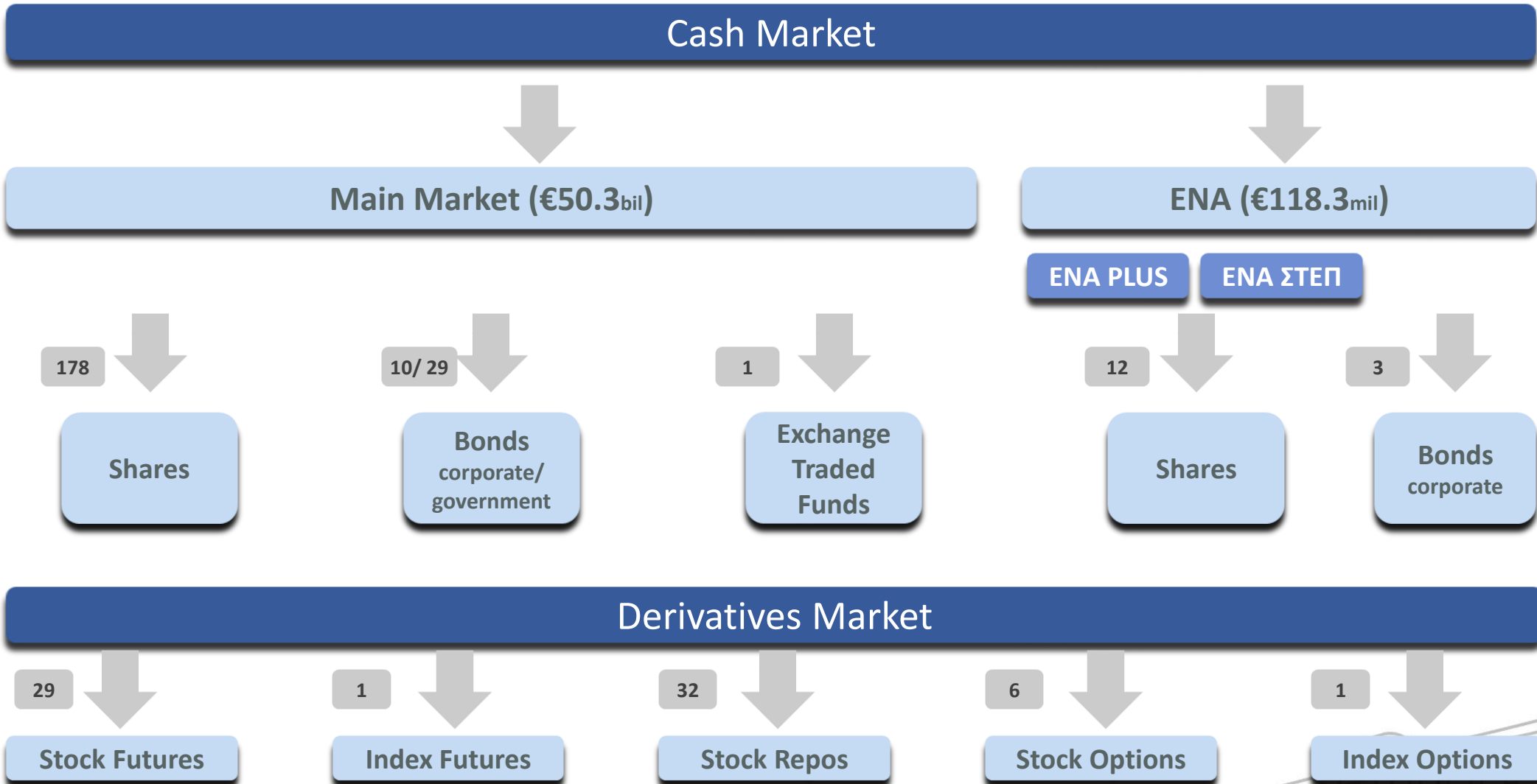


- ✓ ATHEX General Index: **+15%** 2019 YtD
- ✓ Total market capitalization: **EUR 50bn**, **+11%** 2019 YtD
- ✓ International Investors participation (2019 YtD): **64%** of market cap, **57%** of daily trading value
- ✓ Positive flows from international investors: **EUR 5.3bn** since 2009
- ✓ Successful re-launch of Corporate Bonds market: **12 Bonds raised EUR 1.1bn**
- ✓ Solid fundamentals demonstrated by ATHEX listed companies (FY2017) :
EBITDA : EUR 8.8bn (+5.6%), EAT : EUR 2.7bn (+31,2%)
- ✓ Debt / EBITDA ratio @ lower levels than 2010: **3.4x** (FY2017) vs **4.0x** (FY2010)
- ✓ Cash distributions to shareholders: **EUR 12.7bn** since 2009



Market Structure & Products Traded

March 2019



- A funding instrument suited to a wide spectrum of companies
- Addressed to both listed and non-listed companies (Systems Sunlight, Housemarket, Delta Techniki)
- A company attracts new investors without necessarily having a shareholding relationship
- Flexibility in the terms governing the issue of the bond loan
- Ability to choose between listing in the Main Market or admission to trading in the ENA Market (Alternative Market of ATHEX)
- Competitive listing fees
- Ability to use the ATHEX Electronic Book Building service for fundraising



Listed corporate bonds-as of March 2019

Company	Issue amount (EUR mil)	Rate	Duration	Type	Issue Date	ATHEX market
MYTILINEOS	300	3.10%	5 yrs	Common	27/06/2017	Main Market
AEGEAN AIRLINES	200	3.60%	7 yrs	Common	12/03/2019	Main Market
OPAP	200	3.50%	5 yrs	Common	21/03/2017	Main Market
GEK TERNA	120	3.95%	7 yrs	Common	04/04/2018	Main Market
CORAL	90	3.00%	5 yrs	Common	11/05/2018	Main Market
TERNA ENERGY	60	3.85%	5 yrs	Common	21/07/2017	Main Market
SYSTEMS SUNLIGHT	50	4.25%	5 yrs	Common	20/06/2017	Main Market
HOUSEMARKET	40	5.00%	5 yrs	Common	04/10/2016	Main Market
B&F COMMERCIAL & GARMENT INDUSTRIES	25	4.95%	5 yrs	Common	26/06/2018	Main Market
DELTA TECHNIKI	6.5	5.50%	7 yrs + 1 year extension option	Common	22/12/2017	ENA
MLS INNOVATION	6	5.30%	5 yrs	Common	31/08/2017	ENA
MLS INNOVATION	4	5.30%	4 yrs + 1 year extension option	Common	11/07/2016	ENA
Total	1,101.5					



- Addressed to a wide range of companies, according to their size and stage of business development:
 - Mature large-caps and mid-cap companies
 - Growth SMEs
 - Early stage companies
- By selecting the fund raising method:
 - Public Offering
 - Private Placement
 - Combination
- Through a specified procedure, timetable & supporting documentation
- At a pre-determined cost
- Ability to use ATHEX Electronic Book Building for fundraising



ATHEX Pre – IPO program

What is the Roots program?

Roots is a program offered by the **Athens Stock Exchange** in cooperation with the **American-Hellenic Chamber of Commerce**, designed to help innovative SMEs **accelerate their growth** and **access financing opportunities through the Greek capital market**, by mobilizing key players within its ecosystem.

Roots facilitates knowledge transfer and the sharing of best practices. The program combines mentoring and training opportunities with access to an international network of experts to **enable SMEs to reach the point of investment-readiness**.



Selection

A high-level committee of international and local experts will evaluate the applications submitted and select the companies that will participate in the program.



Advisory

Companies will be matched with a Mentor and an Investment Advisor that will support them as they complete program deliverables and help them fine tune their strategy based on the needs of their organization.



Capacity Building & Training

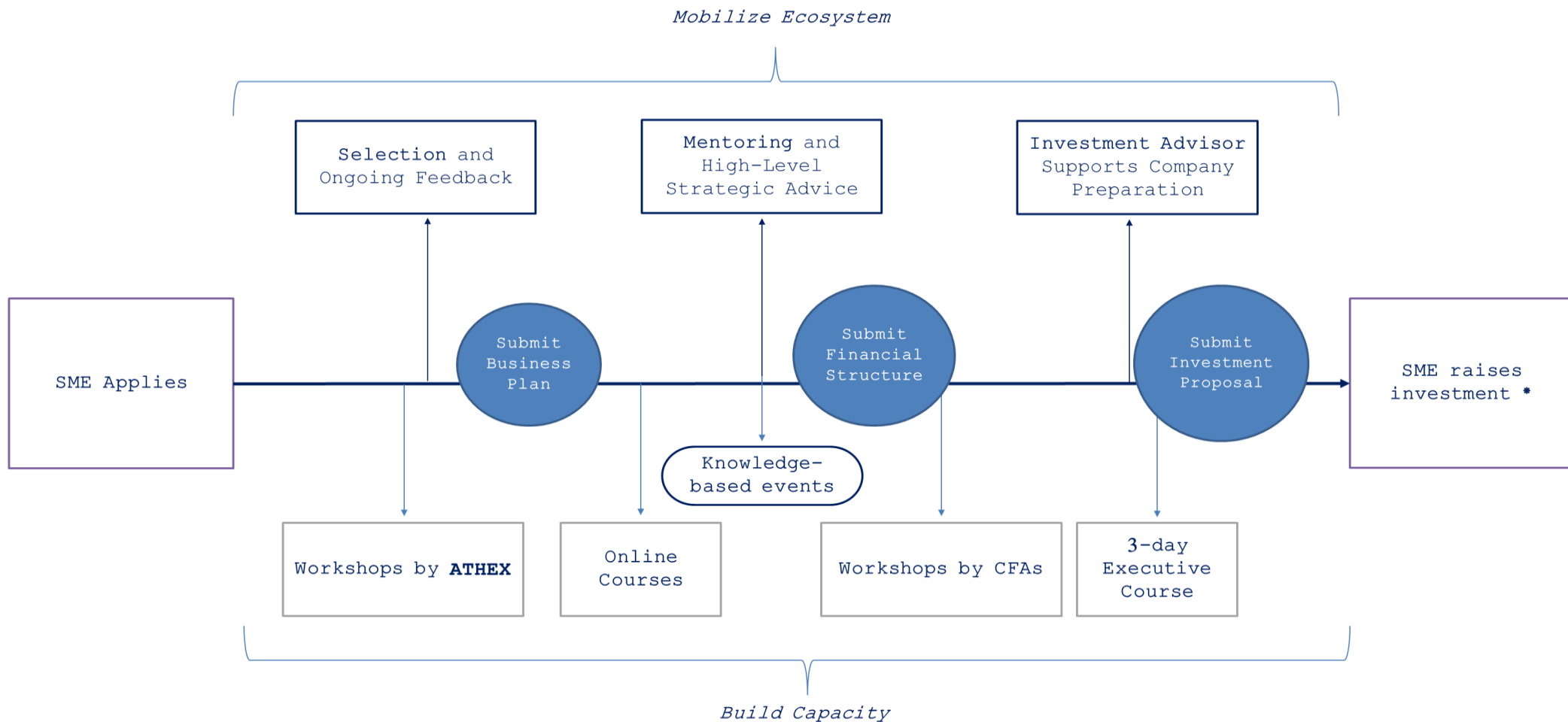
Companies will have access to training material, workshops and knowledge-based events modelled on global best-practices.

Who is it for?

The Program is designed to support **innovative SMEs and startups** with:

- Established commercial activity
- A feasible business proposal, with proof of concept
- An ambitious growth plan
- An attractive investment proposal
- Be seated in Greece. Companies having their seat in another country must have their main operation and/or production in Greece.
- Have the legal form of a Société Anonyme (S.A.) or intend to transform into a Société Anonyme (S.A.) or the equivalent to a S.A. legal form for companies having their seat in another country.





* Successful companies will have the possibility to issue bonds or list their shares on the ATHEX market segments (EN.A Step, EN.A Plus, Main Market).





Find out more:

roots-program.com

With the Support of:



European Bank
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GFCC
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MINISTRY OF ECONOMY
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& DEVELOPMENT COOPERATION



Thank you for your attention !

