



NBG Securities

Company Profile 2017

www.nbgsecurities.com

MAROUSSI, GREECE

66 Kifissias Ave. (Building A) 15125 Maroussi

T: +30 210 77 20 000

E: info@nbgsecurities.com



Integrated Business Model

Brokerage



66,000+ Retail clients
130+ Institutional clients

**Institutional
& Retail
Investors**

- ✓ Equities
- ✓ Derivatives
- ✓ Fixed Income
- ✓ DMA Access

Investment Banking

Advisory

- ✓ M&A
- ✓ Privatizations
- ✓ Fairness opinions
- ✓ Corporate restructurings



Capital Markets

- ✓ Equity capital markets
- ✓ Debt capital markets*
- ✓ Tender offers

**In conjunction with NBG Treasury*

Research

Broad coverage of sectors and companies



27 stocks



85%

of total market cap



Brokerage: Strong Brand and established presence

Equities	<ul style="list-style-type: none">✓ Timely and efficient execution of orders from our skilled and experienced team✓ Quality of services from a single trade to large block trades and complex orders✓ Act as liquidity providers in almost all major stocks in the domestic cash equity market
Derivatives	<ul style="list-style-type: none">✓ One of the top participants and liquidity providers in the local derivatives market✓ Capacity and experience to facilitate building of complex strategies and promote innovative products
Fixed Income	<ul style="list-style-type: none">✓ Direct access to market liquidity and competitive pricing especially on the Greek Corporate Issues✓ Solid presence in the primary market being involved either as an arranger or a market participant
ETF's	<ul style="list-style-type: none">✓ Access to a large universe of ETFs internationally✓ The only market maker in Greece for all 3 Greek Stock Index ETFs
DMA Access	<ul style="list-style-type: none">✓ DMA tools supporting customized type of orders that offer direct placement of orders with great flexibility✓ State of the art -highly redundant FIX enabled DMA access to the Greek and Turkish cash equity markets as well as the Greek Derivatives market
Online Trading Platform	<ul style="list-style-type: none">✓ Wide variety of online trading and investment choices in local markets (Cash Equities & Equity Derivatives) & International Markets (Equities & ETFs)✓ Real time price streams from Athex: in broker services, transactions confirmation through SMS or email, alerts etc.✓ State-of-the-art technology & infrastructure that guarantee instant and secure transactions✓ Reuters professional news stream



Greece

Reports

- ✓ Daily Greek Commentary
- ✓ Daily International Commentary
- ✓ Greek Equity Strategy Reports
- ✓ Company Reports
- ✓ Industry Reports

Corporate Access / Analyst marketing

- ✓ Company roadshows, analyst marketing and reverse roadshows in order to keep the clients up to date with recent developments in the Greek corporate, political and macroeconomic environment
- ✓ Significant client recognition both in Greece and internationally
- ✓ Arm's length relationship with all the leading corporates in Greece

Covered Stocks

  	Banking
 	
   	Consumer
	
  	Industrial, constructions, oil & utilities
 	
  	
    	Telco, gaming & other
   	







We Offer deep industry sector knowledge and proven track record in delivering successful investment banking transactions

M&A and Strategic Advisory	Capital Markets		
<ul style="list-style-type: none">✓ Mergers and Acquisitions✓ Privatizations✓ Fairness opinions✓ Corporate Restructurings✓ General Corporate Finance Services	Equity Capital Markets	Debt Capital Markets*	Tender Offers
	<ul style="list-style-type: none">✓ Initial Public Offerings✓ Secondary Offerings / Share Capital Increase	<ul style="list-style-type: none">✓ Corporate Bonds✓ Private placements✓ Equity linked securities & securitizations	<ul style="list-style-type: none">✓ Offeror's Advisor✓ Tender Agent✓ Brokerage









**In conjunction with NBG Treasury*











M&A

 Financial Advisor to PPC in relation to IPTO's ownership unbundling and sale of a 24% stake to strategic investor  2016 - ongoing	 Financial Advisor to NBG on the sale of a majority stake of c.88% in Astir Palace ASTIR PALACE €400 million 2016	 Financial Advisor to HRADF on the Sale and Leaseback transaction of two Real Estate Portfolios €261 million 2014	 Financial Advisor to HRADF on the sale of its 33% stake of OPAP to Emma Delta  €712 million 2013	 Provided Fairness Opinion to OTE regarding the divestment of 100% stake in Globul  €717 million 2013	 Financial Advisor to the Agricultural Bank of Greece for the sale of its 68% stake in Dodoni to Strategic Initiatives  €79 million 2012	 Financial Advisor to PPC on its option to acquire up to 30% of the share capital of DEPA  €33 million 2012	 Financial Advisor to HRADF on the granting to OPAP of a 10-year license for 35,000 VLTs  €560 million 2011
---	---	---	--	---	--	---	---

ECM

 Financial Advisor to ADMIE Holding on its listing to ATHEX for the completion of the ownership unbundling of IPTO ongoing	 Financial Advisor to Apollo Investment Holdco regarding the Tender Offer for the acquisition of Astir Palace Vouliagmenis 2017	 Financial Advisor to Intercontinental International on its listing to ATHEX through private placement €14.5 million 2016	 Financial Advisor to NBG Pangea R.E.I.C. on its merger by absorption by MIG Real Estate and its indirect listing on ATHEX €724 million 2015	 Sole Bookrunner, Lead Underwriter & Joint Adviser to EL.TECH. ANEMOS on its Initial Public Offering €35 million 2014	 Lead Underwriter & Adviser to Lamba Development in relation to its Share Capital Increase €150 million 2014	 Tender Agent to Coca-Cola HBC AG regarding the Voluntary Exchange Offer for CCHB and Listing on the LSE €7.6 billion 2013	 Joint Bookrunner to the Agricultural Bank of Greece in relation to its Share Capital Increase €1.0 billion 2011
---	--	---	--	---	--	--	--

DCM

 Financial Adviser to OPAP for its Inaugural bond issue 3.5% due 2022 listed on ATHEX €200 million 2017	 Joint Bookrunner to Hellenic Petroleum for the tender offer for 2017 Notes and issuance of new Senior Notes 4.875% due 2021 €375 million 2016	 Joint Bookrunner to Intralot for its tender offer for 2018 Notes and issuance of new Senior Notes 6.75% due 2021 €56 & €250 million 2016	 Co-manager to TITAN for its tender offer for 2017 Notes and issuance of new Senior Notes 3.5% due 2021 €300 million 2016	 Solicitation agent to Hellenic Petroleum for the solicitation of bondholder consent for certain amendments to the terms and conditions of the €500m 8% due 2017 and €325m 5.25% due 2019 Notes €500 & €325 million 2016	 Joint Bookrunner to TITAN for its Eurobond Issue 4.25% due 2019 €300 million 2014	 Joint Bookrunner to Motor Oil for its Inaugural High Yield Bond Issue 5.125% due 2019 €350 million 2014	 Joint Bookrunner to PPC for its High Yield Bond Issue Two-tranches: 4.75% due 2017 and 5.50% due 2019 €500 & €200 million 2014
---	--	---	---	--	--	--	---



Leading provider of DMA services in Greece

As the pioneer in electronic trading in Greece, we offer an efficient, reliable & fully transparent DMA service that operates as a regional access hub to major neighboring exchanges.

We offer state of the art fully redundant FIX enabled DMA access to the following venues:



Greek Spot & Derivatives Market



Turkish Spot Market

Our DMA service supports all major connectivity options:

✓ **Bloomberg , Thomson Reuters , BT Radianz, Fidessa, Internet VPNs**

DMA Services through Collocated facility hosted at the Athens Stock Exchange Data Center. *



For optimal latency and throughput



Our DMA Attributes

Having heavily invested in technological and hardware infrastructure, our objective is to be the leading provider of Direct Market Access in Greece. Our service's inherent attributes are described below:

Speed	✓ Speed of execution is critical. NBG Securities has set up a state of the art infrastructure for algorithmic HFT DMA on a fully redundant, network and server groundwork.
Capacity	✓ Our mechanism handles hundreds of orders simultaneously. We fine tune our systems so that our capacity exceeds the technical limits set by the venues we are accessing.
Control	✓ In addition to the standard types of orders, our platform supports customized orders such as: <ul style="list-style-type: none">• Iceberg orders• Timed ATC orders ✓ The platform's trade control filters are customizable, so as to meet individual user requirements
Transparency	✓ We support the recently added in the Athens Stock Exchange "liquidity codes" which identify whether a fill was a result of a liquidity provider or a liquidity taker
Anonymity	✓ We emphasize in securing our client's privacy, therefore we have the direct market access service segregated from our other activities
Performance	✓ We monitor in real time the performance of our DMA connections and we react proactively so as to ensure flawless service.
Cost	✓ Our methods deliver in terms of cost. We offer competitive commissions and we can help you adjust your trading strategy in order to reduce implicit costs.
Support	✓ An experienced, dedicated FIX Support team is available to provide technical support on a 7/24 basis



This marketing material has been produced by National Securities S.A. ("NBG Securities") which is regulated by the Hellenic Capital Market Commission, and is provided solely for informational purposes to customers of NBG Securities only. This marketing material may not be reproduced, redistributed or published, in whole or in part, without the prior express written permission of NBG Securities, and neither NBG Securities nor any of its affiliates accepts any liability whatsoever for the actions of third parties in this respect.

NBG Securities is authorized and regulated by HCMC license No: 5/120/18.11.1997 and operates under MiFID laws and regulations.



NBG Securities