



## Press Release

### Alpha Bank was sole financial advisor for the concession of the “Egnatia Odos” Motorway

*The Bank contributed decisively to the successful completion of the Growthfund’s transaction with GEK TERNA and Egis Projects, adopting a number of innovative practices that were applied for the first time in projects of this type*

Alpha Bank acted as exclusive financial advisor in the recent concession of the “Egnatia Odos” Motorway by the Growthfund (formerly the Hellenic Republic Asset Development Fund - HRADF), while it subsequently participated, jointly with other domestic banks, in the financing arrangements for the project.

Alpha Bank thus became the first Greek bank to act exclusively as financial advisor for the concession of a major asset belonging to the Hellenic Republic, without the involvement of foreign financial advisors.

Within ten years, as it became involved in the project from 2016 onwards, Alpha Bank was not only instrumental in the transaction’s progress and successful outcome but also took initiatives that have been adopted in subsequent transactions involving similar projects.

It should be noted that Alpha Bank expanded its remit beyond the duties of financial advisor as, among other things, it took charge of the process of securing the European Commission’s approval of the “Egnatia Odos” Motorway’s toll pricing policy—preparing the documentation, coordinating the parties involved in the submission of the proposal on behalf of the Hellenic Republic, and taking active part in the relevant committees’ approval process.

Moreover, in what marked a first in Greece in a tender for the award of a concession or privatization contract, Alpha Bank provided all bidders with the opportunity to use ‘pre-defined financing terms’ (staple financing letter of support) for supporting their bids, in order to enhance competition and speed up the tendering process.

Finally, Alpha Bank contributed to the advancement of the domestic market practice, by introducing in the tender documents innovative arrangements that were subsequently adopted in full in major tenders that followed.

**Alpha Bank’s Chief of Corporate & Institutional Banking, Nikos Nezeritis**, said the about the transaction and Alpha Bank’s part in it: *“The completion of the transaction for the ‘Egnatia Odos’ Motorway highlights Alpha Bank’s role as a reliable strategic partner in projects of national significance. Our involvement as both the Growthfund’s exclusive financial advisor and a lender for the project, reflects our commitment to supporting the development of the country’s infrastructure and to building long-term relationships of trust with our Clients and with the institutions involved. This is a prime example of how our customer-centric approach and expertise translate into tangible impact on the economy.”*