



EYDAP S.A.

COMPANY PRESENTATION

April 2008

Significant Dates

- 1925:** Contract between the Greek State, the American Company "Ulen" and the Bank of Athens for the construction of the Marathon works and the formation of the Hellenic Water Company (EEY) with Ulen Company and the Bank of Athens each owning 50%
- 1953:** Merger of the Bank of Athens with the National Bank of Greece
- 1974:** Ulen sells its shares to its partner the National Bank of Greece
- 1980:** Transfer of the company to the Greek State -Merger of EEY with OAP (Sewerage Company of Athens) and formation of EYDAP as a new entity
- 1999:** Formation of «EYDAP Fixed Assets Company»
- 1999:** Initial Public Offering of EYDAP S.A. in the Athens Stock Exchange



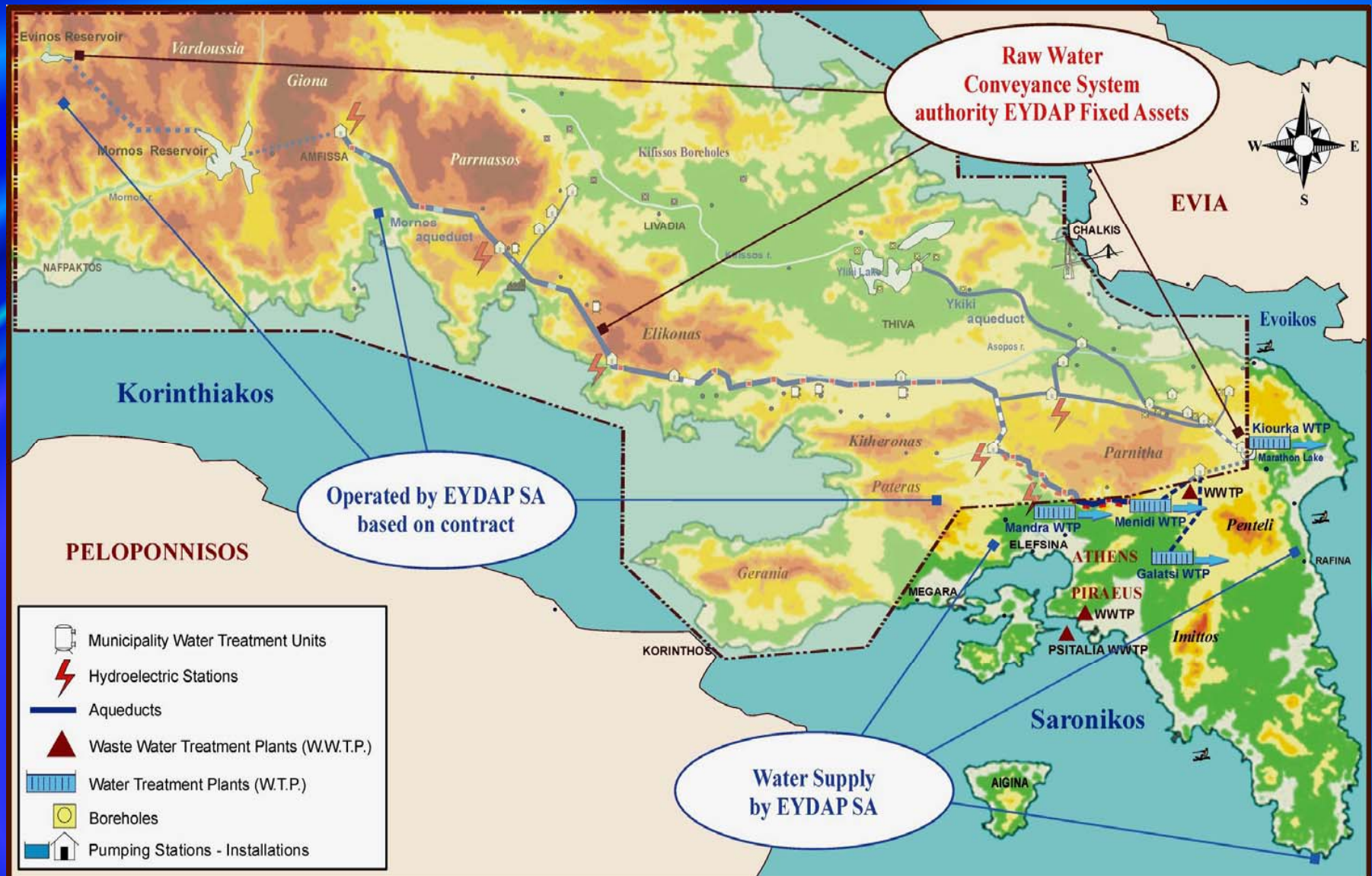
Marathon Dam, 1930



Inauguration of Marathon Dam, 1928

EYDAP S.A. - EYDAP Fixed Assets

Areas of Jurisdiction



Values and Principles

EYDAP' s operation is based on fundamental values and principles :

- Integrity
- Respect to the Environment
- Value to the Customer and the Employee
- Know-how
- Commitment and achievement of results
- Continuous improvement
- Company's operation based on Corporate Social Responsibility Principles

2007: Achievement of Goals Alignment with Corporate Strategy

During 2007, EYDAP was in complete alignment with the strategy that was announced and came up to the challenges for the attainment of its goals.

- Increasing Profitability +30% in 2007
- Increasing Turnover in 2007 by 7,3%
- Improvement of all financial performance indicators
- Implementation of company's reorganization
- Maintenance of top quality water supply
- Maintenance of its social character
- Further geographical expansion
- Operation of the sludge-draining plant at Psyttalia

Vision and Mission

Our Vision...

To develop into the most dynamic and reliable company of integrated water supply and wastewater solutions within its broader activity area.

Our Mission...

To operate in a way that:

- The high standard water and wastewater supply services to the consumers are ensured
- The staff's self-respect is enhanced and the development of its skills at all levels is promoted
- The continuous lucrative development is ensured so as to create added value to the market and its shareholders, according to the principles of the Corporate Governance and Corporate Social Responsibility frame

Basic Investment Facts

EYDAP's competitive advantage results from the following:

- Monopoly: Concession contract of its jurisdiction area at least until 2019
- Assured, until 2019, raw water, based on the concession contract with the Greek State
- Unique Product: The water's nature assures it's eternal demand
- Large and given customer base that has great perspectives to grow via geographical expansion
- Strong Capital Base – Sustainable profitability during the last five years, low leverage
- High level of Know-how at all sectors of the company's operation that puts EYDAP to one of the most important water supply and sewerage companies in Europe
- Positive business perspectives in the global water market

Technical Infrastructure

Conveyance of water to the Water Treatment Plants

Total Length of the External Aqueducts: 496 km

Total Discharge Capacity: 530 million m³ per year.

- Yliki
- Mornos
- Joint Aqueducts
- External Pumping Stations



Water Treatment Plants



Galatsi Water Treatment Plant (1931)

Average Treatment Capacity:

540.000 m³ per day

After the completion of renovation works in 2006 the designed maximum capacity is 800.000m³ per day but it is attained before the upgrading of the water supply mains

Acharnes Water Treatment Plant (1978)

Average Treatment Capacity:

850.000 m³ per day



Water Treatment Plants



Polydendri Water Treatment Plant (1986)

Average Treatment Capacity:
200.000 m³ per day

Aspropyrgos Water Treatment Plant (1996)

Average Treatment Capacity:
200.000 m³ per day

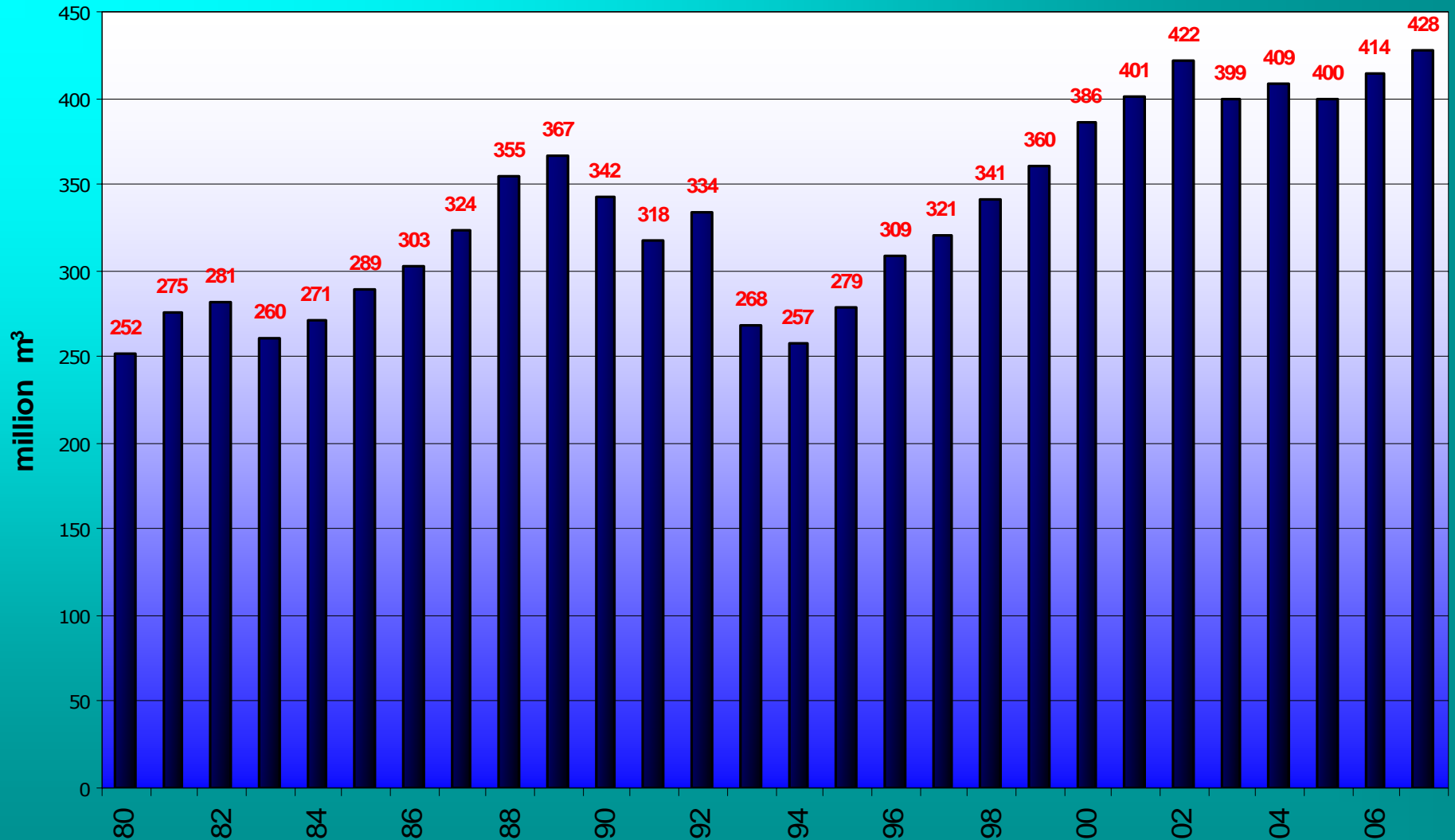


Water Supply

Basic Water Supply Data (31/12/2007)

- **1.100.000 m³/day average water consumption**
- **56 Water Storage Tanks with a total volume of 868.343 m³**
- **8.270 km Total Water Distribution Network Length**
- **72 Pumping Stations – power 19,7MW**
- **70.000 safety isolation valves & 500 checking valves**
- **24-hour Supervisory Control and Data Acquisition System– SCADA**
- **ISO 17025 certified Water Meters Laboratory**
- **1.941.628 Water Meters**

Water Consumption



Quality Control

Raw Water Reservoirs

- 300 chemicals and 200 microbiological tests executed yearly
- 60 tests executed yearly for 38 organic micro-pollutants

Water Treatment Units

- 116 chemical + 44 microbiological determinations daily
- 416 chemical analysis regarding metals (28 parameters) yearly
- 40 chemical analysis regarding metals (23 parameters) yearly
- 25 tests regarding chlorination byproducts (15 parameters) monthly

Water Supply Network

- 10.000 microbiological determinations (6 parameters) yearly
- 20.000 on-site controls for residual chlorine

EYDAP also performs about 1.000 additional tests yearly to investigate localized customer water quality complaints

Wastewater Treatment Plants



Psyttalia Wastewater Treatment Plant

Capacity: 1.000.000 m³ / day

Efficiency Rate:

- 35-40% First phase (1994)
- 95% Second phase operates since 12/2004 (224 M€)



Metamorphosis Wastewater Treatment Plant

Capacity: 44.000 m³ / day

Second phase

Efficiency Rate 93%

Operates since 1986

Sewerage

Basic Sewerage Data (31/12/2007)

- **6.000 Km Total Sewerage Network Length**
- **46 Pumping Stations – power 8.2MW**
- **24-hour System Control and Data Acquisition for pumping stations**
- **1.924.497 customers**
- **400.000 House Connections**
- **Separate (in it's majority) Network**

Sewerage Network Maintenance

Pipe Network Maintenance

- ❖ Specially Designed Vehicle for the cleaning of stormwater drainage of the combined sewer system
- ❖ 6 tankers specially equipped for sewage network maintenance using recycled wastewater.

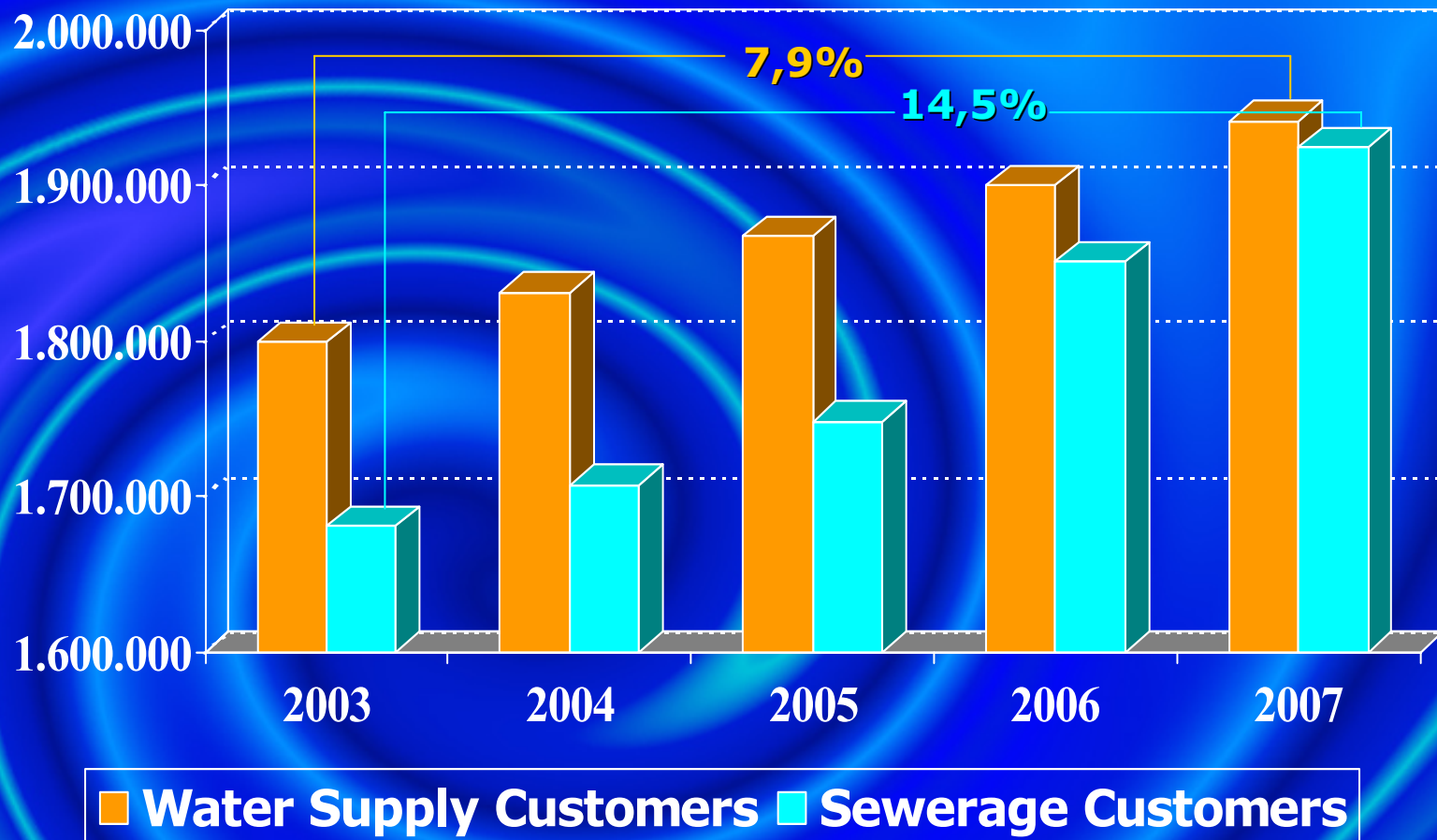
CCTV Inspection and Maintenance of Pipe Network

- ❖ 5 small portable systems-cameras
- ❖ 2 large systems-camera mounted vehicles
- ❖ 2 Monitoring network repair systems-vehicles equipped with robotic technology

With the use of cutting-edge technology we achieve

- Less social adversity
- Lower maintenance costs
- Quicker repair time

Water and Sewerage Customers



Tariff Policy

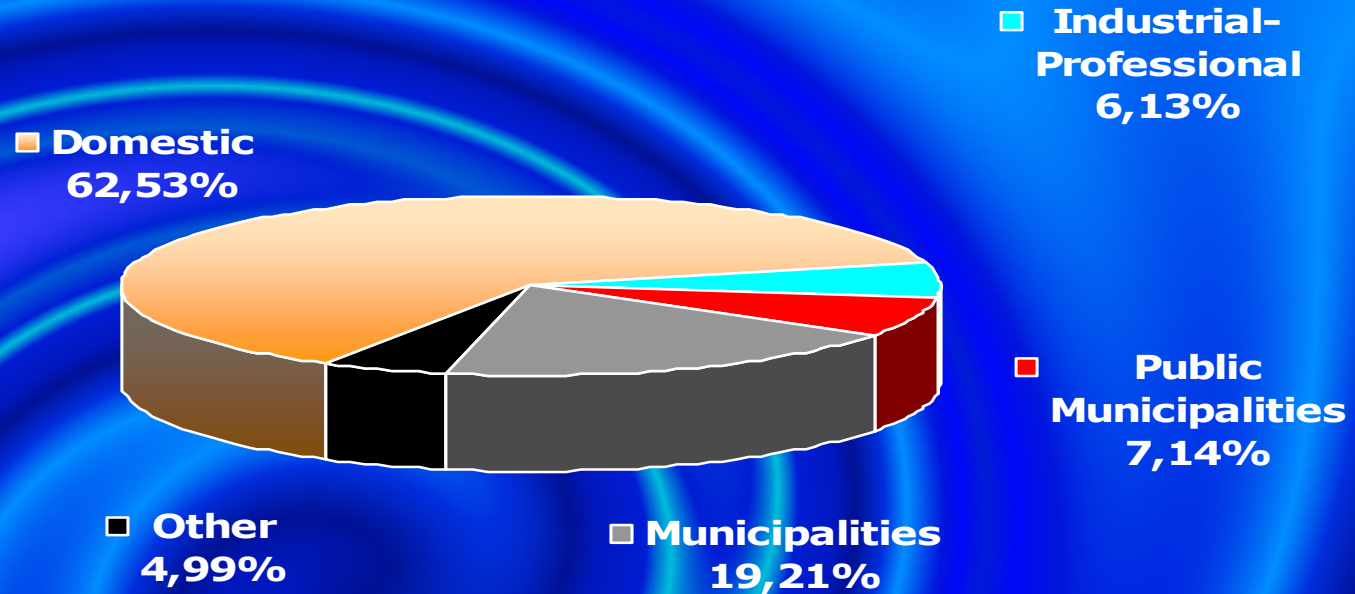
Service Pricing

Tariff Categories	WATER SUPPLY		SEWERAGE
	Consumption / Month	From 1/2/07	From 1/2/07
	m ³	€	% * Water price
Domestic (Obligatory Consumption of 2m ³ /month)	0-5	0,4017	65 % 45,5 % gardens > 200m ²
	5-20	0,6283	
	20-27	1,8025	
	27-35	2,5235	
	35+	3,1416	
Industrial-Professional (Obligatory Consumption of 100m ³ /month)	0-1.000	0,8137	65 %
	1.000+	0,9579	
Certain Enterprises			32,5 %
Public Municipalities	Independent	0,9682	65 %
Social Charity	Independent	0,2781	65 %
Communal Faucets-Piraeus Harbor	Independent	0,6798	
Municipalities Network Support	Independent	0,4738	
Ships Supply	Independent	2,3690	
Fire Prevention	Monthly Charge	+10,6900	
Raw Water	Independent	0,1751	

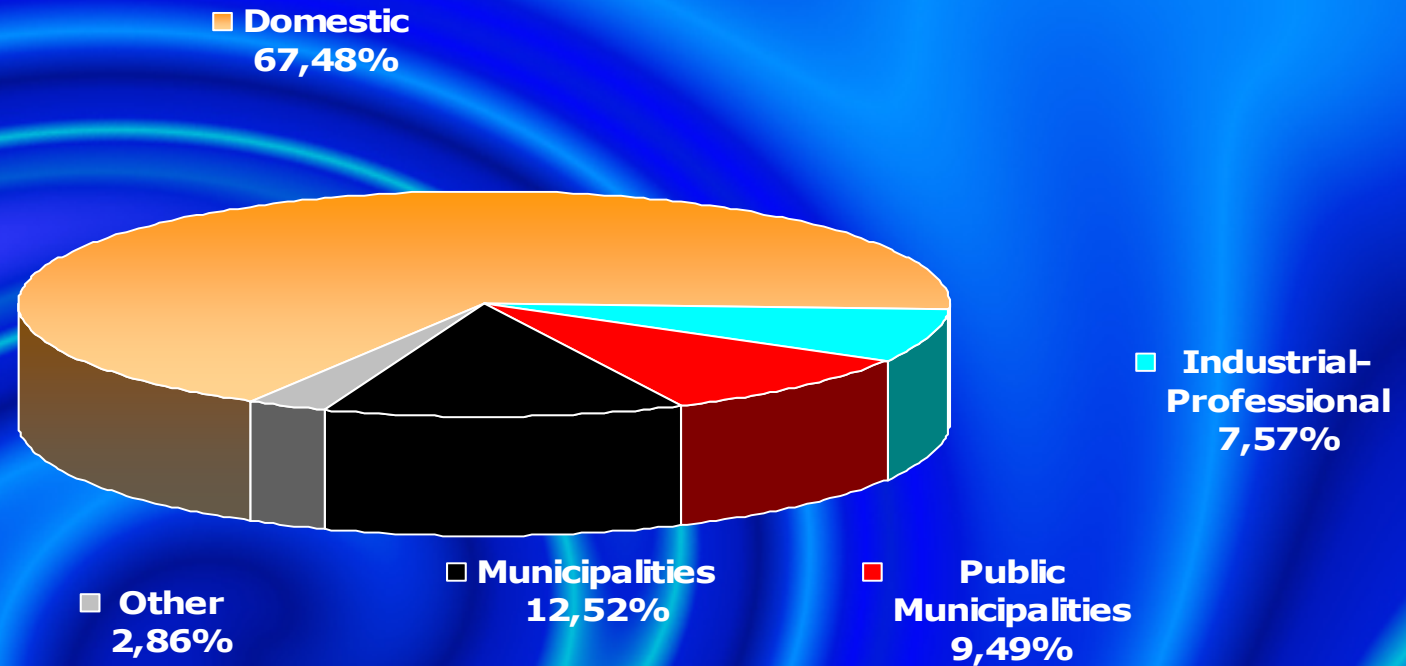
Fixed Charges

Connection Categories	€	Charge
For water meters of $\frac{5}{8}$ " & $\frac{3}{4}$ " and for		
• Consumption < 30m ³	1,65	Quarterly
• Consumption from 30m ³ to 60m ³	2,52	
• Consumption > 60m ³	4,77	
Meter connection of 1"	4,24	Monthly
Meter connection of 1 $\frac{1}{2}$ "	7,42	
Meter connection of 2"	12,71	
Meter connection of 3"	21,18	
Meter connection of 4"	31,77	
Meter connection of 6"	42,35	

Consumption Breakdown by Tariff Category (average 2007)



Income Breakdown by Tariff Category (2007)

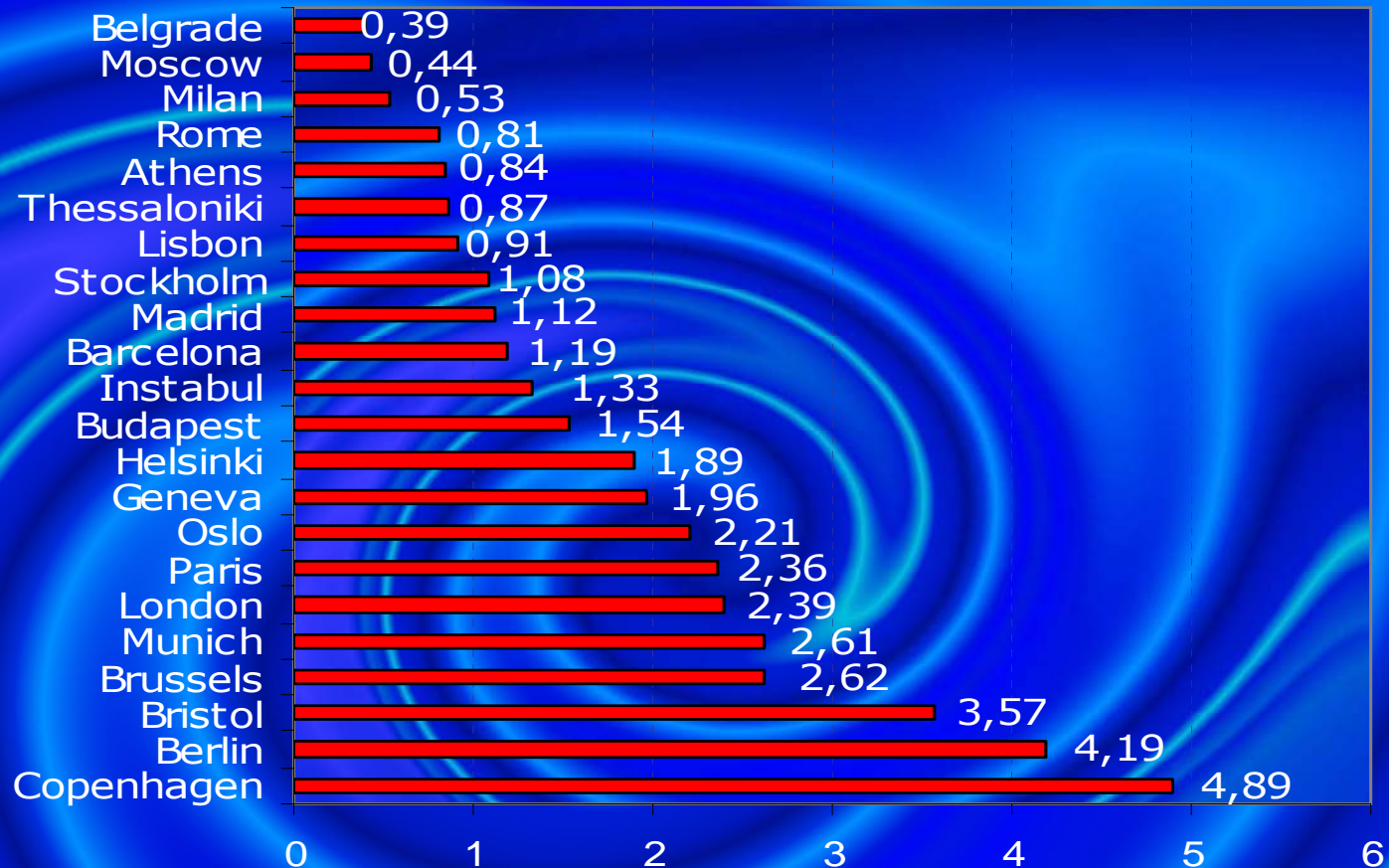


- Domestic consumers comprise the major and most reliable source of revenue of the Company
- On the average, a household spends 1,1% of its income for water provision and sewerage services



Low cost Tariff Policy

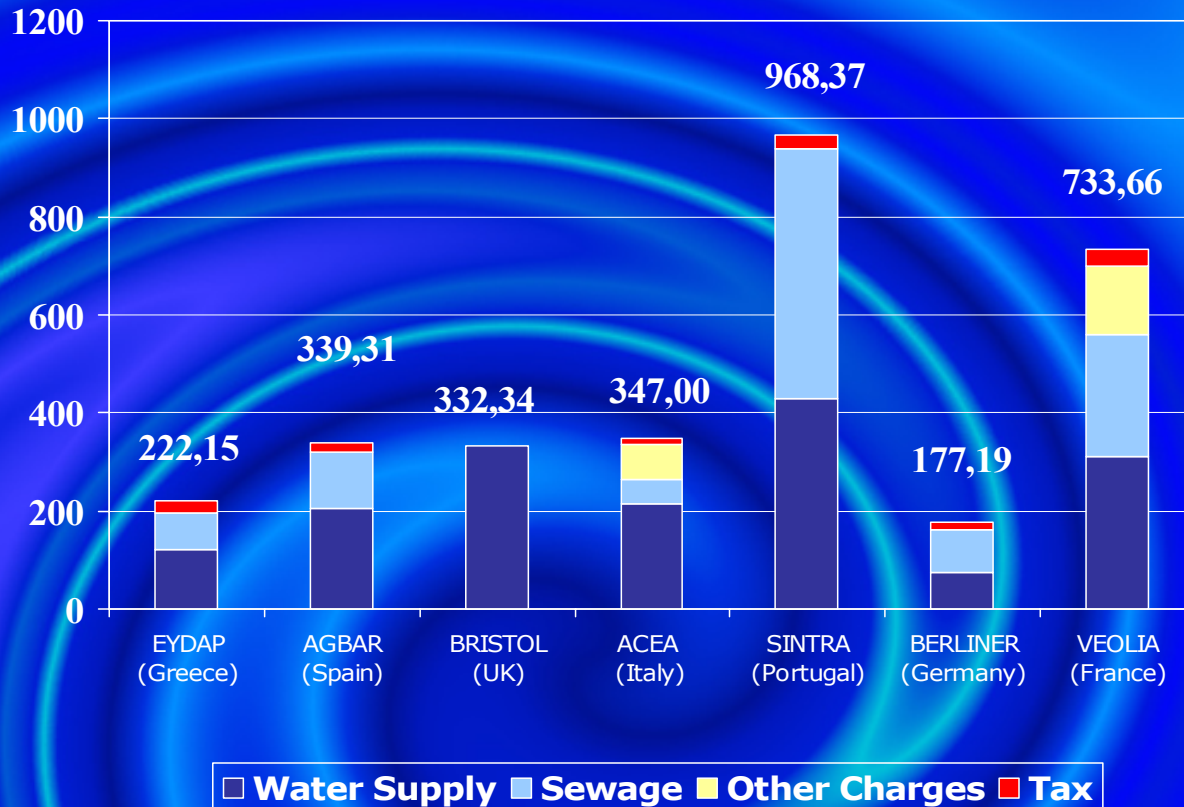
Cost per m³ for monthly consumption of 15 m³ (€)



Source: GWI/OECD Tariff Survey 2007

Low cost Tariff Policy

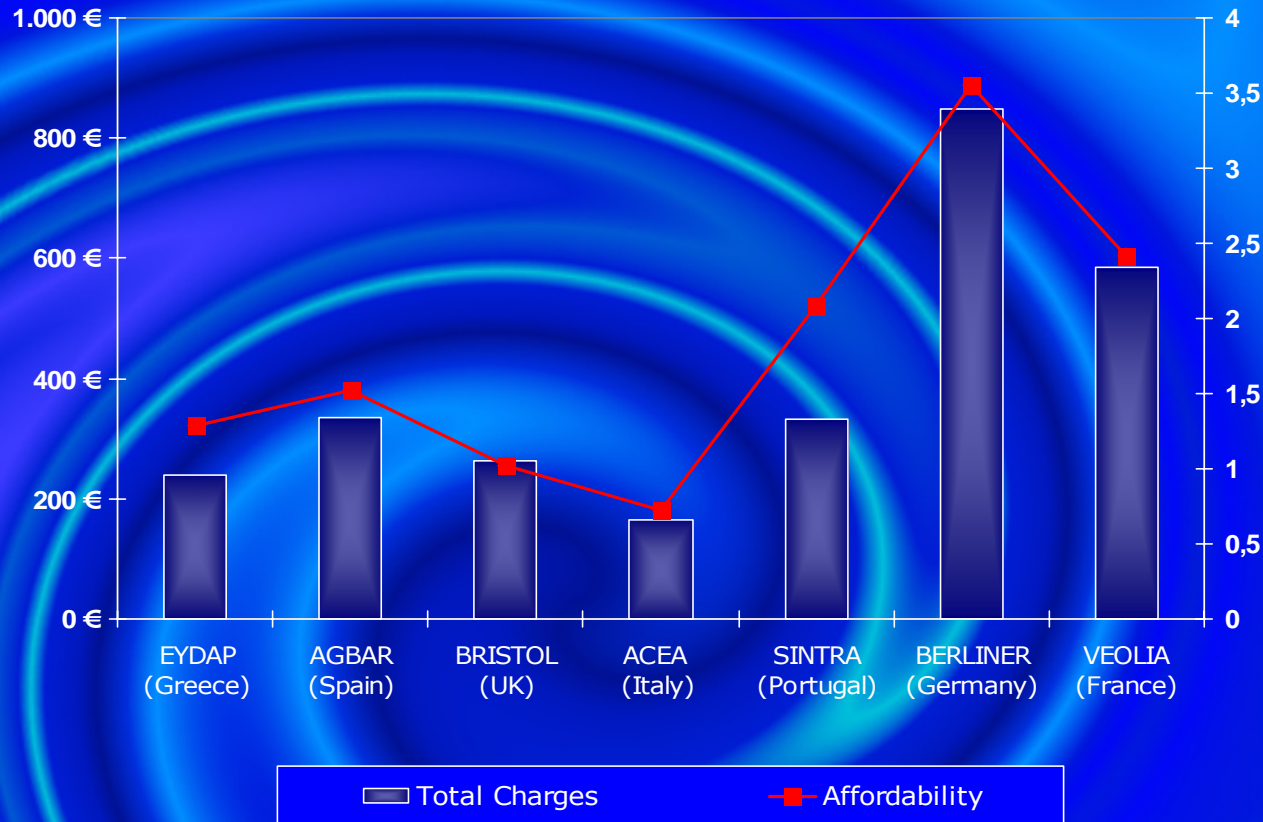
Annual Water Charge for Average Consumption 200m³ (2007)



In terms of economical situation and salary standards, Greece is comparable to Portugal. However, water rates in Portugal are higher by 36% (SINTRA).

Affordable Tariff Policy

Annual Water Charge for Average Consumption 200m³ (2005)/Affordability*



• EYDAP's tariff policy reflects its social and environmental policy. The financial capability of the consumers exceeds the Company charges.

* *Affordability: (Total annual bill 2004/GDP)*100*

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INVESTMENTS 2008

STRATEGIC FRAMEWORK 2008 -2013

- **INVESTMENTS TO IMPROVE WATER SUPPLY AND SEWERAGE INFRASTRUCTURE**
- **INCREASE EFFICIENCY -EFFECTIVENESS**
- **IMPROVEMENT OF CUSTOMER SERVICE LEVEL**
- **FURTHER BUSINESS DEVELOPMENT – ENSURING NEW INCOME SOURCES**

Actions to Align Investments With Business Strategy - 1

- **CONSTRUCTION OF SEWERAGE NETWORK AT 'THRIASIO PEDIO'**

- MAIN NETWORK – WEST SECTION (11,69 M €)
- MAIN NETWORK – EAST SECTION (8,45 M €)
- WASTEWATER TREATMENT PLANT (36,43 M €)

- **IMPROVEMENT OF WEST ATTICA WATER SUPPLY NETWORK AND CONNECTION OF 'SALAMINA' ISLAND TO EYDAP NETWORK**

- CONSTRUCTION OF WATER SUPPLY MAIN (16,63 M €)

- **IMPROVEMENT OF EAST ATTICA WATER SUPPLY NETWORK**

- CONSTRUCTION OF NEW RESERVOIR AND THE CORRESPONDING CONNECTION WORKS (7,46 M €)

Actions to Align Investments With Business Strategy - 2

- **COMPLETION OF THE FINAL DESIGN OF 'PARAKIFISIOS' SEWERAGE COLLECTOR**

(CONSTRUCTION WILL BE HELD BY THE MINISTRY OF THE ENVIRONMENT, PHYSICAL PLANNING & PUBLIC WORKS)

- **SLUDGE THERMAL DRAINING PLANT AT PSYTTALIA**

- PILOT OPERATION - JUNE 2007
- NORMAL OPERATION - OCTOBER 2007
- PROJECT CO-FINANCED BY EU

Actions to Align Investments With Business Strategy - 3

• ACTION IN THE ENERGY FIELD

IN OPERATION:

- HYDROELECTRIC POWER PLANTS AT KIRFI AND ELIKONA (1,41 MW)
- COGENERATION OF ELECTRIC AND THERMAL POWER PLANT WITH THE USE OF BIOGAS (7.25MW)

SET FOR OPERATION:

- HYDROELECTRIC POWER PLANTS AT KITHAIKONA AND MANDRA (1,2 AND 0,63 MW RESPECTIVELY)

CONSTRUCTION IN PROGRESS:

- HYDROELECTRIC POWER PLANT AT EVINOS DAM (0.82MW)
- EXPANSION OF THE COGENERATION OF ELECTRIC AND THERMAL POWER PLANT AT PSYTTALIA (4.8 MW)
- COGENERATION UNIT WITH THE USE OF NATURAL GAS AT PSYTTALIA (12.9 MW)

RECOMMENDED NEW WORKS:

- CONSTRUCTION OF PHOTOVOLTAIC PARK (2MW) AT THE ACHARNES WTP

Actions to Align Investments With Business Strategy - 4

- **USE OF NEW MODERN SOFTWARE SOLUTIONS**

- BILLING AND CUSTOMER CARE SYSTEM
- DOCUMENT ELECTRONIC DISTRIBUTION AND APPROVAL SYSTEM
- BUDGETING CONTROL SYSTEM
- OVERTIME PAYMENT CONTROL SYSTEM
- MEDICAL SERVICES CONTROL SYSTEM
- ENTERPRISE PROJECT EVALUATION AND PROJECT MANAGEMENT SYSTEM

- **HUMAN RESOURCES MANAGEMENT SYSTEM – ALIGNMENT OF EMPLOYEE PRODUCTIVITY AND COMPANY PROFITABILITY**

- **CONTINUOUS EDUCATIONAL PROGRAMS**

- **REDUCTION OF OPERATIONS EXPENSES**

Actions to Align Investments With Business Strategy - 5

- **GEOGRAPHICAL REDESIGN AND EXPANSION OF CUSTOMER SERVICE CENTERS**
- **FORMATION OF CORPORATE INDETITY AT THE CUSTOMER SERVICE CENTERS**
- **USE OF NEW SOFTWARE SOLUTIONS TO CREATE 'ONE STOP SHOP' FOR CUSTOMERS**
- **FORMATION OF CUSTOMER SERVICE CULTURE VIA STAFF EDUCATION PROGRAMS**
- **USE OF E-TOOLS FOR CUSTOMER INFORMATION AND SERVICE**

Actions to Align Investments With Business Strategy - 6

- **GEOGRAPHICAL EXPANSION WITHIN ATTICA–
LOCAL AUTHORITIES' DEBT SETTLEMENT**

- NETWORKS ALREADY INCORPORATED IN EYDAP SYSTEM:
ASPROPIRGOS, ELEFSINA, LIKOVRSI, N. PERAMOS
- FEASIBILITY STUDIES IN PROGRESS FOR:
MEGARA, KERATEA, KRIONERI, AG. STEFANOS, SALAMINA, MANDRA,
GLYKA NERA
- INVESTIGATION FOR ALL POSSIBLE CORPORATE REORGANISATION
ACTIONS TO ASSIST IN THE LOCAL AUTHORITIES NETWORK
INCORPORATION

TOTAL DEBT: 135,54 M €

Actions to Align Investments With Business Strategy - 7

- **NEW BUSINESS DEVELOPMENT ABROAD**

- COLLABORATION CONTRACT WITH SONEDE (TUNISIA)
- COLLABORATION FRAMEWORK WITH DAWSSA (DAMASKOS), EYDAP AND NTUA
- CONTINUOUS ACTIONS FOR COLLABORATION WITH RELATIVE COMPANIES AT THE EAST MEDITERRANEAN AND THE BALKANS REGION

FY 2007

FINANCIAL RESULTS

Financial Highlights

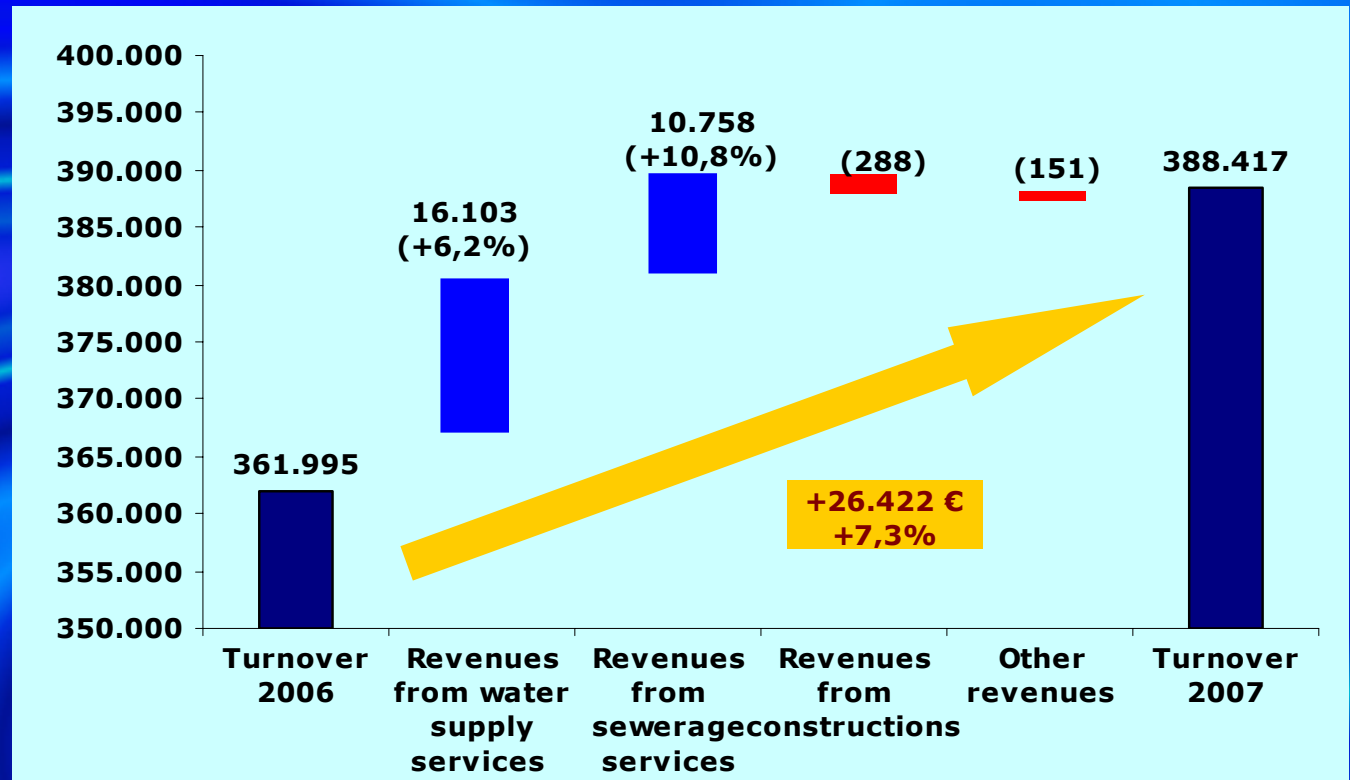
In mil. €	2004	2005	2006	2007	07-06
Turnover	327,0	348,7	362,0	388,4	7,3%
Gross Profits	136,0	142,9	166,3	184,1	10,7%
% of turnover	41.6%	41,0%	45,9%	47,4%	
EBITDA	56,5	62,8	74,2	84,5	13,9%
% of turnover	17,3%	18,0%	20,5%	21,7%	
EBIT	33,5	38,9	53,1	63,2	18,9%
% of turnover	10,2%	11,2%	14,7%	16,3%	
Pre-tax profit (EBT)	33,7	37,0	51,2	58,5	14,3%
% of turnover	10,3%	10,6%	14,1%	15,1%	
Income tax	28,7	17,0	17,8	15,2	-14,8%
Profit after tax	5,0	20,0	33,3	43,3	29,9%
% of turnover	1,5%	5,7%	9,2%	11,1%	
Earnings pre share	0,05	0,19	0,31	0,41	32,3%
Dividends	0,06	0,07	0,11	0,14*	27,3%

* Proposed Dividend for the year 2007

- Steady growth of all measures of earnings since 2004
- 30% increase in earnings per share
- Dividends increased by 27,3%

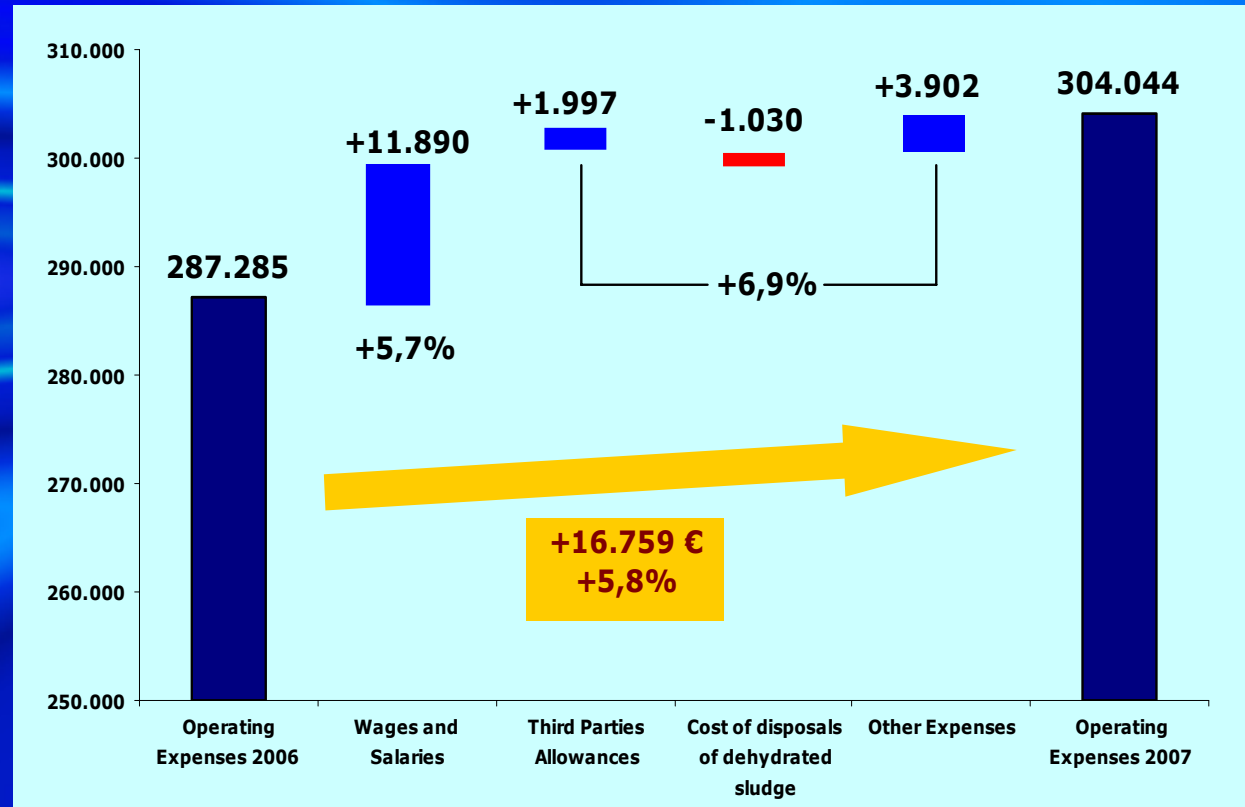
Turnover 2007 (amounts in thousands of Euro)

- Turnover increased by 7,3% due to:
 - 3% increase in water supply tariffs and readjustment of sewerage charges to 65% from the 60% of the value of the consumed water
 - Increased water consumption by 3,6%



Operating Expenses 2007 *(amounts in thousands of Euro)*

- Operating Expenses increased by 16,7m (+5.8%) due to the increased in Wages and Salaries by 5.7%
- All other Expenses excluding Wages and Salaries increased by 6,9%



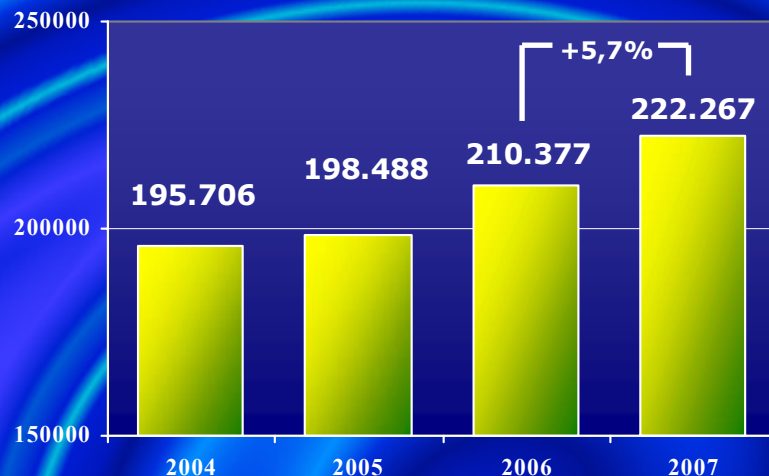
TOTAL NUMBER OF EMPLOYEES



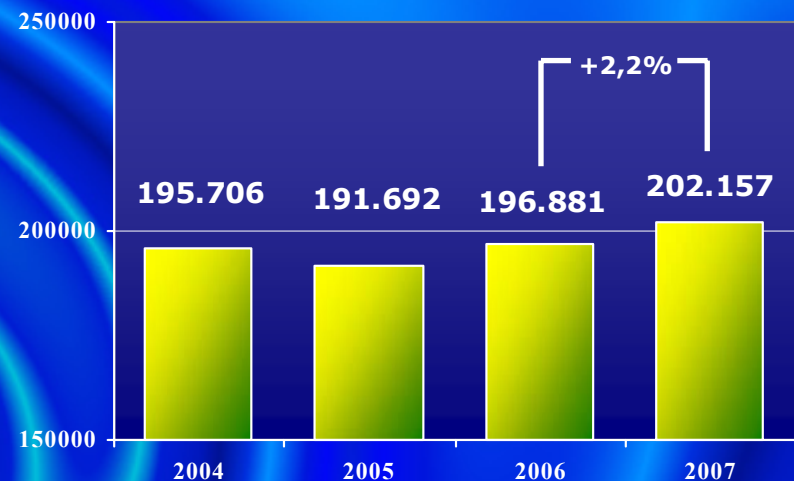
- From 2003 the total number of employees is decreasing with an average annual rate of -4.3%. The total decline from 2003 and afterwards is 16% or 713 employees. (17% or 713 employees from 2000)

Wages and Salaries (*amounts in thousands of Euro*)

**Wages and Salaries
at current prices**



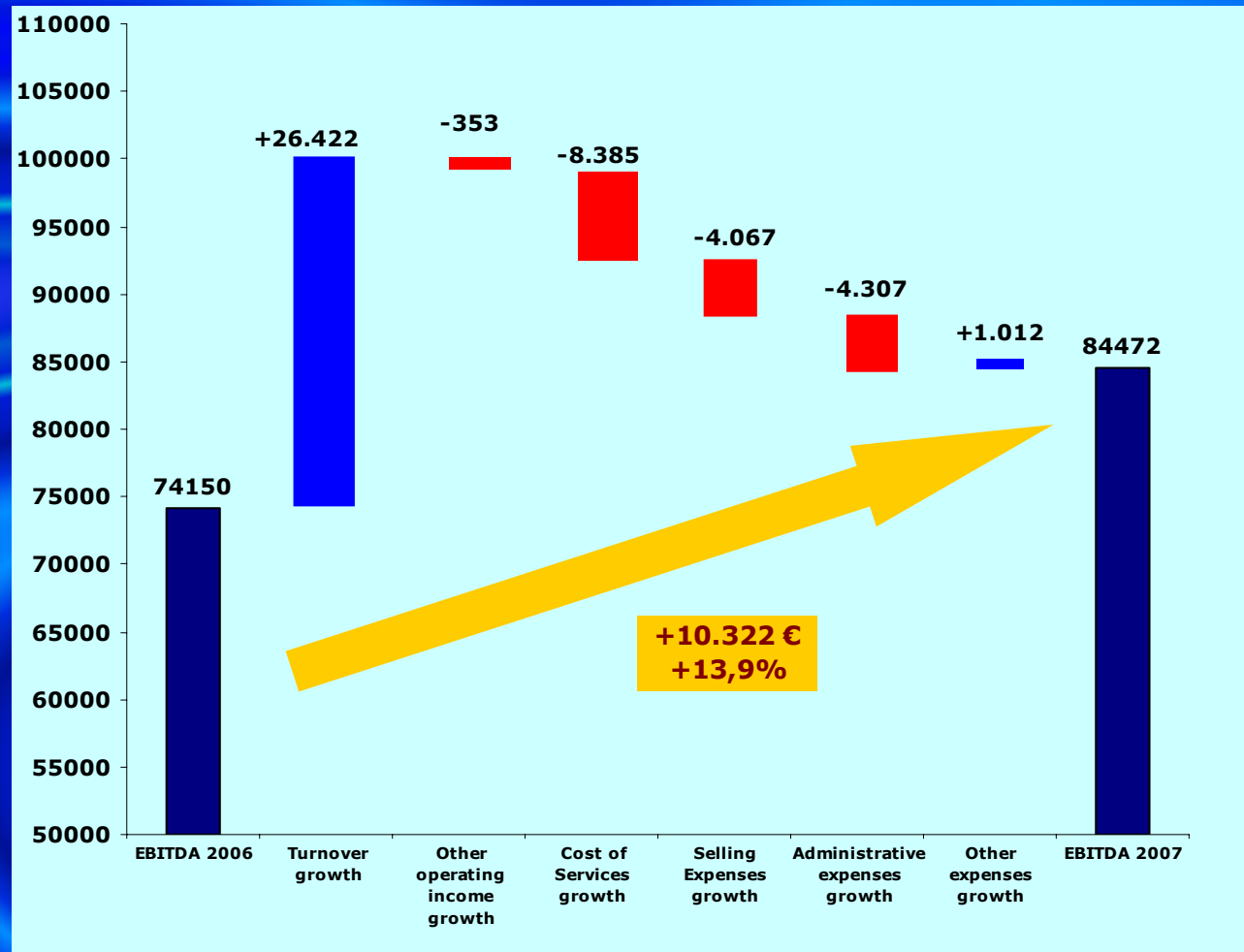
**Wages and Salaries at constant
prices (base year 2004)**



- **Wages and Salaries at constant prices during the period 2004-2007 increased by 3.3% with an average annual rate of 1.1%.**

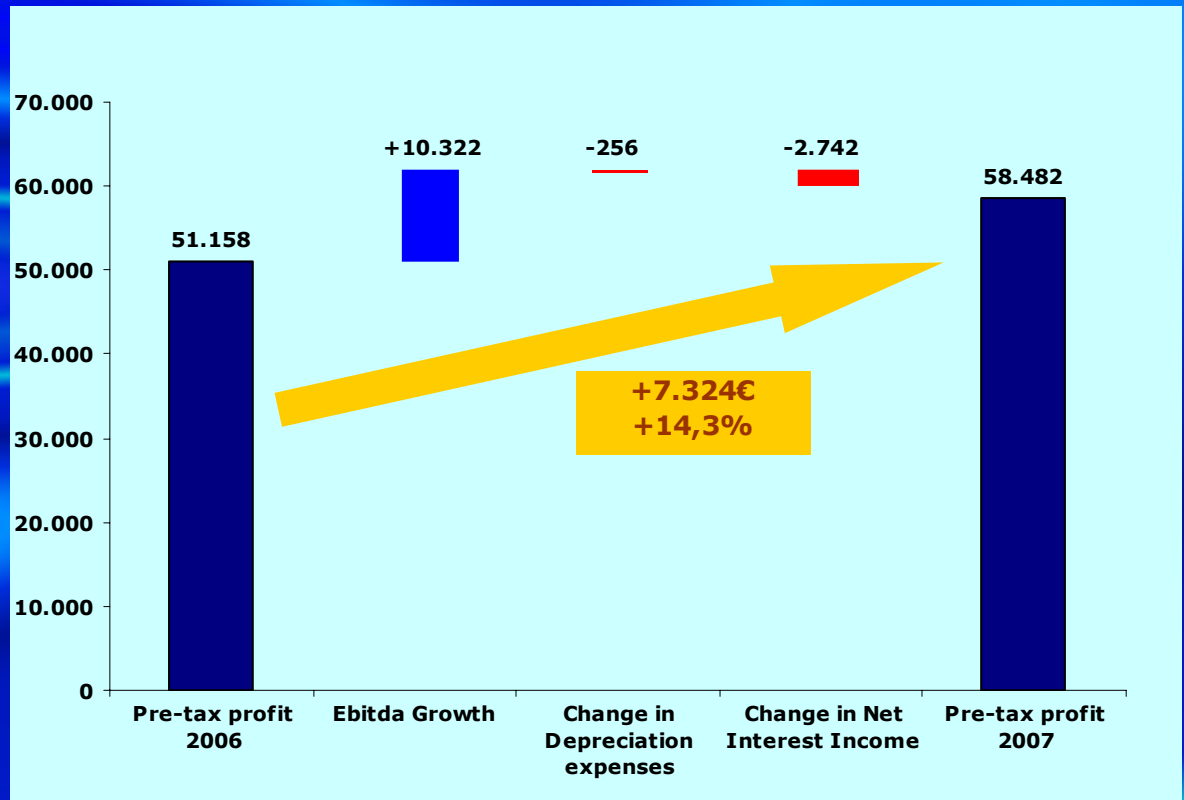
EBITDA 2007 *(amounts in thousands of Euro)*

- EBITDA increased by 14% or €10.3m, reaching €84.5m
- EBITDA margin was 21.7% from 20.5% in 2006



Pre-tax profit 2007 *(Amounts in thousands of Euro)*

- **Pre-tax profit increased by 14.3% or €7.3m, reaching €58.5m**
- **Pre-tax profit margin was 15.1% from 14.1% in 2006**



Balance Sheet Items *(Amounts in thousands of Euro)*

ASSETS	2006	2007	07-06
Non current assets	1.072.549	1.078.014	0,5%
Inventories	17.039	19.263	13,1%
Trade receivables	230.066	246.434	7,1%
Other assets	93.485	100.527	7,5%
TOTAL ASSETS	1.413.139	1.444.238	2,2%

EQUITY AND LIABILITIES			
Non current liabilities	59.690	56.062	-6,1%
Reserves for employee benefits	169.043	179.025	5,9%
Deferred subsidies and customer contributions	205.173	204.731	-0,2%
Short term loans and borrowings	114.522	115.840	1,2%
Other current liabilities	83.386	74.882	-10,2%
Total Shareholders' Equity	781.325	813.698	4,1%
TOTAL EQUITY AND LIABILITIES	1.413.139	1.444.238	2,2%

- **Tangible Assets amount to €976m and they represent the 68% of Total Assets**

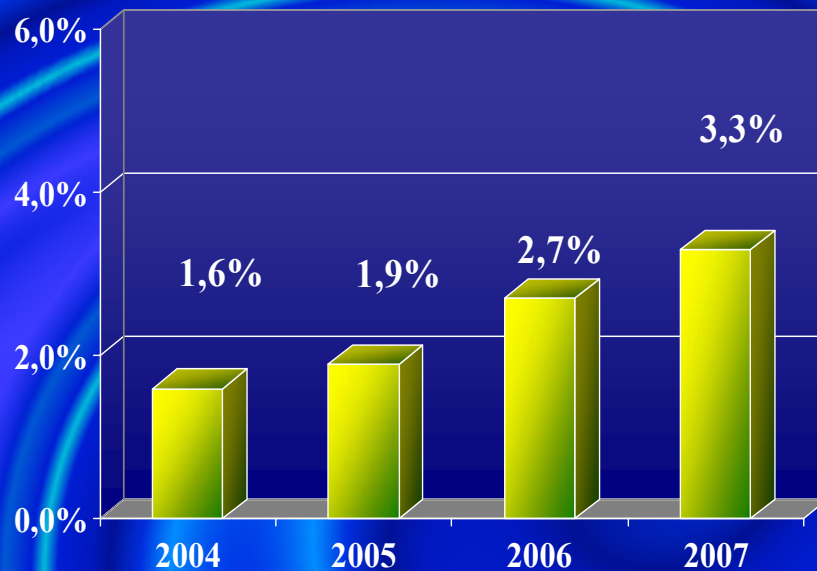
Cash Flows *(Amounts in thousands of Euro)*

	2004	2005	2006	2007
Cash Flows from operating activities				
Profit before tax	33.687	36.979	51.158	58.482
Adjustments for non-cash items	23.118	39.847	27.987	30.696
Changes in operating assets and liabilities	-26.089	-25.121	-41.182	-32.026
Interest and related expenses paid	-1.880	-3.187	-3.908	-5.420
Income Tax paid	-23.821	-21.107	-23.251	-18.702
Net cash from operating activities	5.015	27.411	10.804	33.030
Cash Flows from investing activities				
Dividends received	20	21	21	24
Interest and related income received	2.425	2.256	1.453	2.120
Purchases of property, plant, and equipment	-54.464	-41.761	-23.550	-28.132
Purchases of intangible assets	-587	-1.624	-3.822	-1.895
Proceeds from customers' contributions and subsidies	7.415	6.190	5.250	8.148
Investments in associates	-70	0	60	-91
Net cash from investing activities	-45.261	-34.916	-20.708	-19.826
Cash Flows from financing activities				
Proceeds from borrowings	129.500	75.500	94.905	87.495
Repayments of borrowings	-80.500	-66.832	-76.266	-92.667
Dividends paid	-4.369	-2.261	-6.938	-7.564
Net cash from financing activities	44.631	6.405	11.701	-12.736
Net (decrease) increase in cash and cash equivalents	4.386	-1.100	1.797	468
Cash and cash equivalents, beginning of period	8.935	13.321	12.221	14.018
Cash and cash equivalents, end of period	13.321	12.221	14.018	14.486

- Tripling of Cash Flow from Operations
- Cash Flow from Investing activities remained at the same levels of 2006
- Free Cash Flow turned positive, reaching €13.2m

Financial Ratios

ROA



ROC: $EBIT \cdot (1-T) / (\text{Total Assets})$

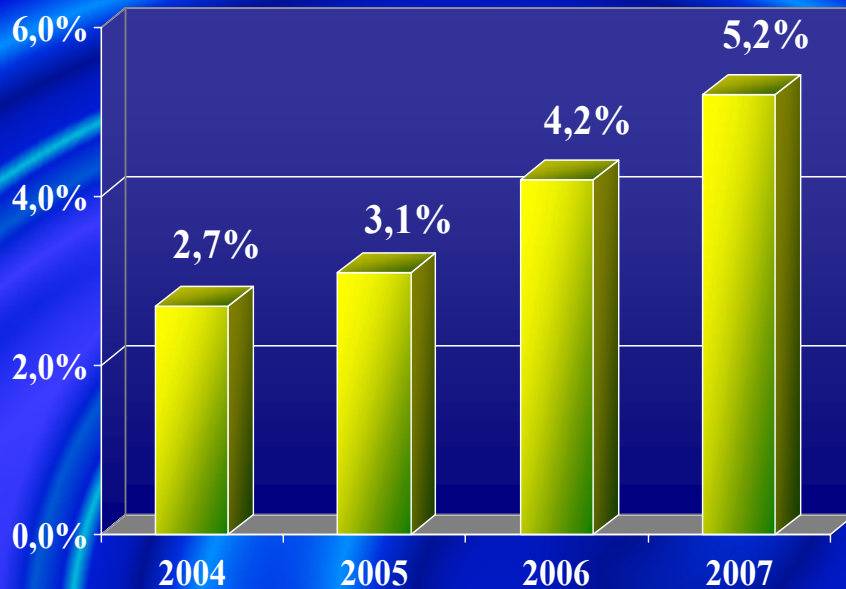
ROE



ROE: $(\text{Profit after tax}) / (\text{Equity})$

Financial Ratios

ROC



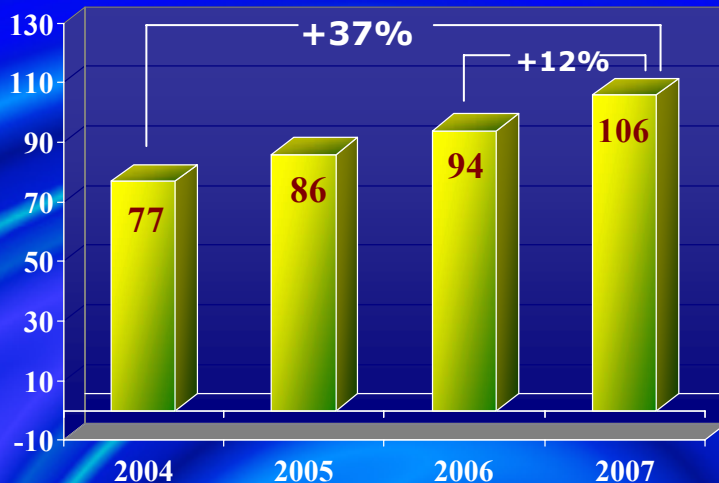
- Continuous Improvement since 2004 of all financial performance indicators

ROC: $EBIT \times (1 - T) / (Equity + Debt)$

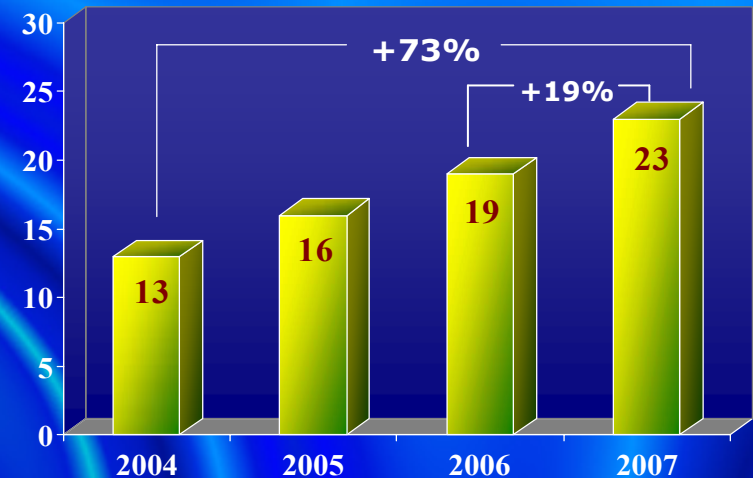
Labor Productivity Indicators

(amounts in thousands of €)

Turnover per Employee



EBITDA per Employee



Net Profits per Employee



- Since 2004 Turnover per Employee has an annual growth rate of 11.1%.
- EBITDA per Employee at the same period has an annual growth rate of 20%.
- Net Profits per Employee is increased by 36% in relation with the previous year.