



**ATHEXGROUP**  
Athens Exchange Group

**ATHEXGROUP**

# Investor Relations Presentation

May 2024

**Investor Relations Department**

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# About ATHEX

## About ATHEXGROUP

ATHEX is the **MiFID II licensed Market Operator** of the Hellenic Capital Market

**Operator** of the **Greek Cash, Derivatives & Corporate Bonds Markets**

**Listed** on **Athens Stock Exchange** in **August 2000**

Vertical Integration: **Trading, Clearing, Settlement and Registry systems**

Approved by SEC as **Designated Offshore Securities Market** in **August 2016**

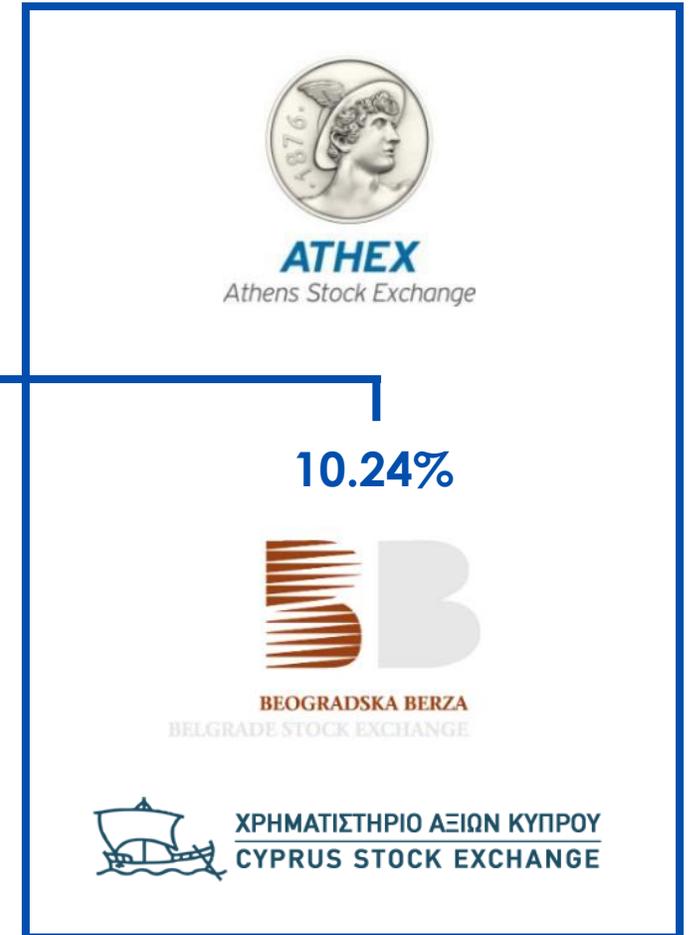
Fully **privatized group** in **2003**

# ATHEX Group Structure

## Athens Exchange Group



## Common Platform



# ATHEX Group Governance & Markets



**ATHEX**  
Athens Stock Exchange

## ATHEX Governance

**Regulated under: MiFID II**  
**Supervised by: HCMC**

### Markets

#### Regulated:

- 1) stocks, bonds & listed funds;
- 2) derivative products

#### MTFs:

- 1) ENA
- 2) ENA Step

**Rulebooks:** [ATHEX](#) & [ENA](#)

### Market Governing Body

ATHEX Steering Committee (ΔEXA);  
decisions approved by **HCMC**



**ATHEXCLEAR**  
Clearing House

## ATHEXCLEAR Governance

**Regulated under: EMIR**  
**Supervised by: HCMC**

### CCP Clearing License (active)

Equities  
Fixed Income  
Equity futures  
Equity Options  
Energy Futures

Runs "Dematerialized Securities  
System-CCP"(DSS-CCP) & CCP  
Risk Management System

### Rulebooks

[Athex Clear](#)



**ATHEXCSD**  
Central Securities Depository

## ATHEXCSD Governance

**Regulated under: CSDR**  
**Supervised by: HCMC**

### CSD License (active since 12/4/2021)

#### Core Services:

- 1) Notary (initial registry),
- 2) Central Maintenance of Securities  
Accounts,
- 3) Settlement

**Relevant Ancillary Services:** Corporate  
Actions, Registry, CSD Links, Technology &  
other

Runs "Dematerialized Securities System-  
CSD"(DSS-CSD)

### Rulebooks

[Athex CSD](#)

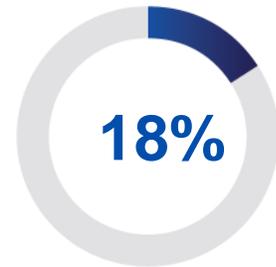
## Areas of Operation (1/2)



**€5.7mil**

### Listing

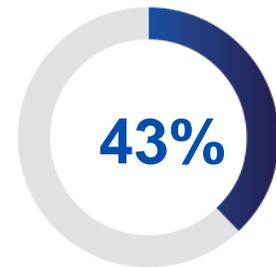
The Athens Exchange **supports and facilitates the process of issuing stocks and bonds for financing companies using the tools that it develops, ensuring the tradability of the securities issued under internationally standardized rules.** This category includes the services provided to listed companies (issuers) on an ongoing basis such as corporate actions.



**€8.6mil**

### Trading

The Athens Exchange **operates the infrastructure necessary so that the organized markets for stocks, bonds and derivatives – on other securities or indices (such as stocks, exchange indices et al.) – ensure the level of transparency and effectiveness legislated in Europe.** The Athens Exchange also operates the Alternative Market (EN.A) for smaller, dynamic companies.

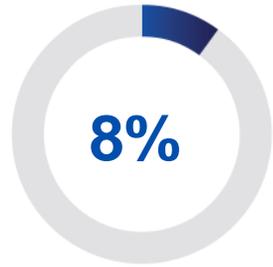


**€20.2mil**

### Post Trading

The Clearing House of the Group, ATHEXClear, **provides the clearing platform and operates as central counterparty (CCP): as buyer to sellers, and seller to buyers, in order to minimize counterparty risk.** The ATHEXCSD subsidiary provides the recording of the various credit and debit entries into the investor accounts on the Dematerialized Securities System (DSS) by licensed Investment Services Firms and banks (DSS Operators) following international rules and practices.

## Areas of Operation (2/2)



8%

**€3.8mil**

### Data Services

Private and professional investors make investment decisions based on market information and data. The Athens Exchange **provides information on the cash, bond and derivatives market, such as real-time data, historical data, index information et al.**

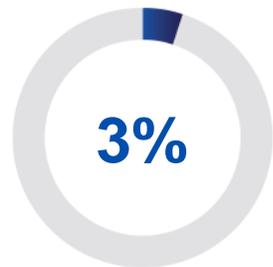


16%

**€7.4mil**

### IT, Digital & Other Services

Information Technology systems and infrastructure are the foundations of the Group for all the services it provides. The **Group provides digital services, infrastructure and technological solutions to other organized markets such as the Energy Exchange Group and Bursa Kuwait, and other services** such as Electronic Book Building, Axialine Axia e-Shareholders Meeting, colocation, ATHEXNET et al.



3%

**€1.3mil**

### Ancillary services

This category includes **support services for the Energy Exchange, rents et al.**

# The ATHEX Strategic Vision

**Change  
the Narrative**

## 1 Boost market activity Break vicious circle



Support wealth creation for domestic and international investors



Support growth of Greek economy and boost "crown jewels"

## 2 Increase revenues from established services & explore new services

## 3 Solidify & optimize international activities

## 4 Enhance the ATHEX operating model

## 5 Target digitally-driven innovation

# ATHEX Invests in ESG

- Capital markets worldwide **increase corporate visibility & scalability** and **expand their funding options**
- Listed companies are expected to be more transparent & forward-looking, **more efficiently run**
- A key trend for all investors is the promotion of **ESG standards and criteria**. Listed companies are more ready to adapt to this new need which is essential for long-term growth

**ATHEX is dedicated to building capacity and enhancing awareness on ESG maturity and disclosure in the Greek market**



## ATHEX ESG Initiatives



# History of ATHEXGROUP

1876

**Athens Stock Exchange**  
Founded

1988

**Law 1806/1988** sets the ground rules for ASE  
  
Abolition of brokers as physical persons; first brokerage co's founded

1991

Start of the first electronic trading system **ASIS**  
  
The **Central Securities Depository** (CSD, now ATHEXCSD) is founded

1999

Start of **Derivatives** Trading  
  
**ASIS** replaced by **OASIS**  
  
Dematerialization of the **HCSD (Direct Holding model)**

2000

**HELLENIC EXCHANGES**  
Mar- **founded**  
Aug- **IPO**

2006

**Common Platform with Cyprus Stock Exchange** becomes operational.

2010

**HELEX** completed the **spin-off** of its **clearing business**

2011

Access to **international markets** via **X-NET**

2012 - 2013

Instrumental role in **PSI undertaking**

2015

**ATHEXCLEAR** Licensed as a Qualified **CCP** under **EMIR**

2016

"**Designated Offshore Securities Market**" by SEC

2017

**Implementation of Mifid II**

# History of ATHEXGROUP

2018

Participation in the share capital of the **Hellenic Energy Exchange (EnEX)**

Provision of **Gas Balancing Platform & LNG storage Auctions Platform** to **DESFA**

ATHEX acting as **Service Provider** for EnEX on its Power Markets

2019

**0.78%** acquisition of **Boursa Kuwait**. **ATHEX** provides **Core Business Development** services for the **next 5 years**.

**ATHEX ESG Reporting Guide 2019 Edition**

2020

Successful Launch of the **Energy Spot & Derivatives Market**. **Expansion of ATHEXCLEAR license to include energy commodity derivatives**.

2021

**ATHEXCSD** officially licensed under **CSDR**.

**ATHEX** acquires **10.24%** of **BELEX**.

**ATHEX ESG Index** Launch

**ESG Executive Course**

2022

**ATHEX BONDS GREENet**

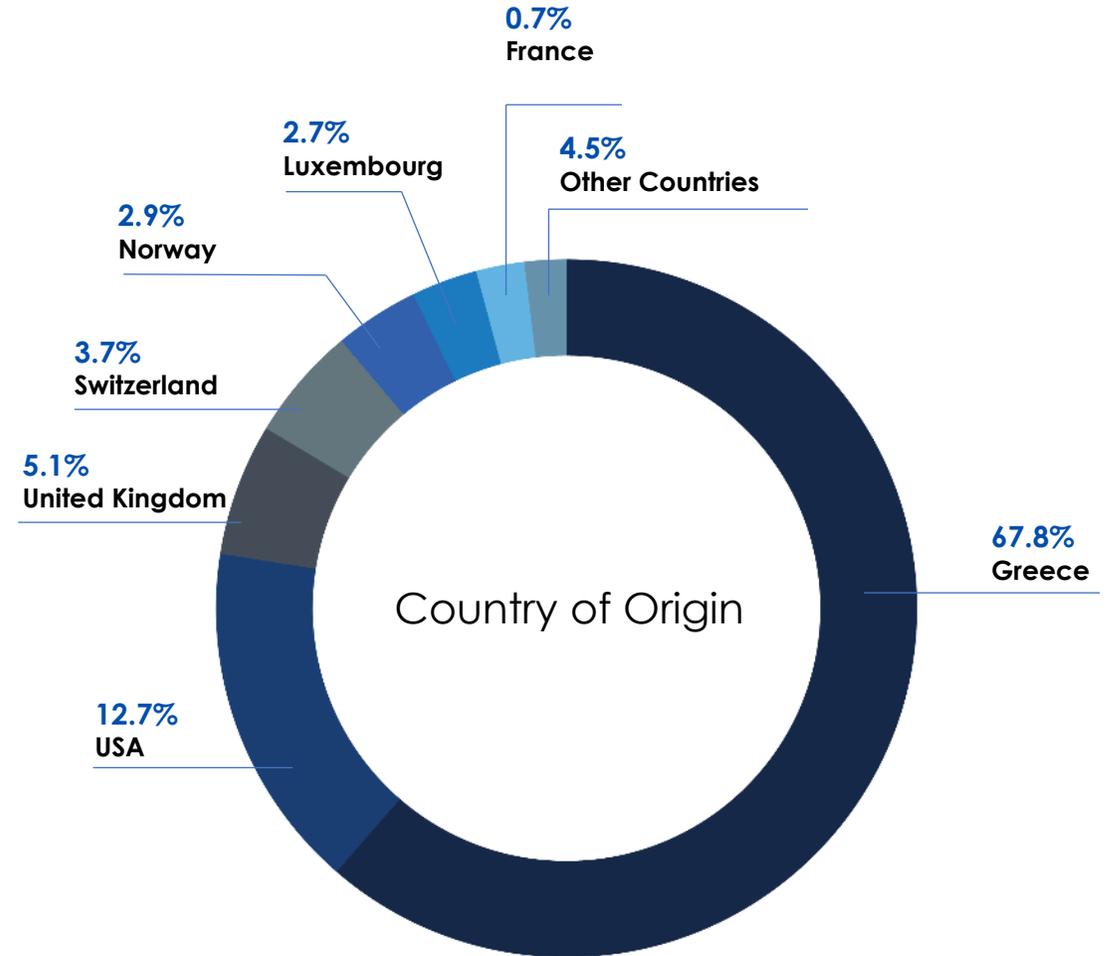
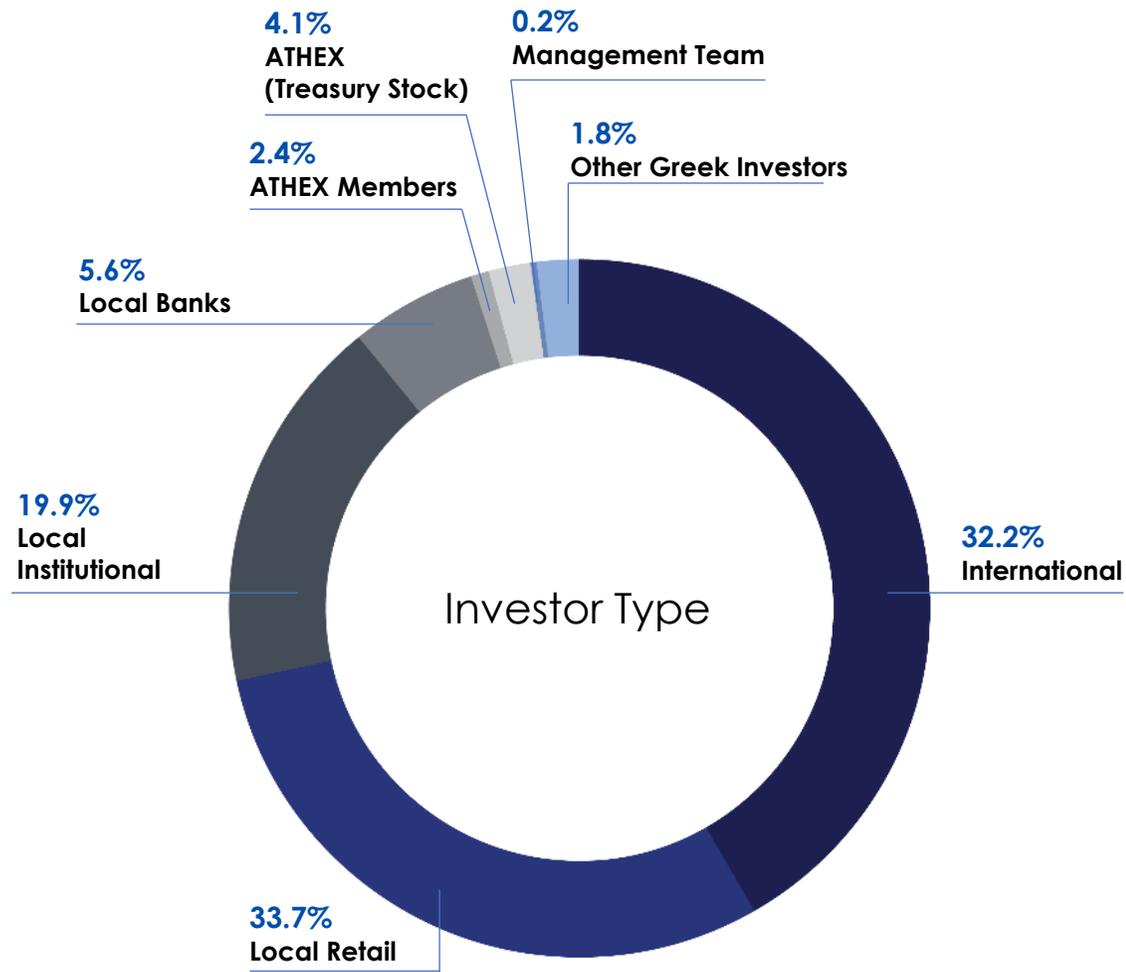
**ATHEX ESG Reporting Guide 2022 Edition**

2023

Launch of **ATHEX ESG Data Portal**

# ATHEX Group Shareholder Structure

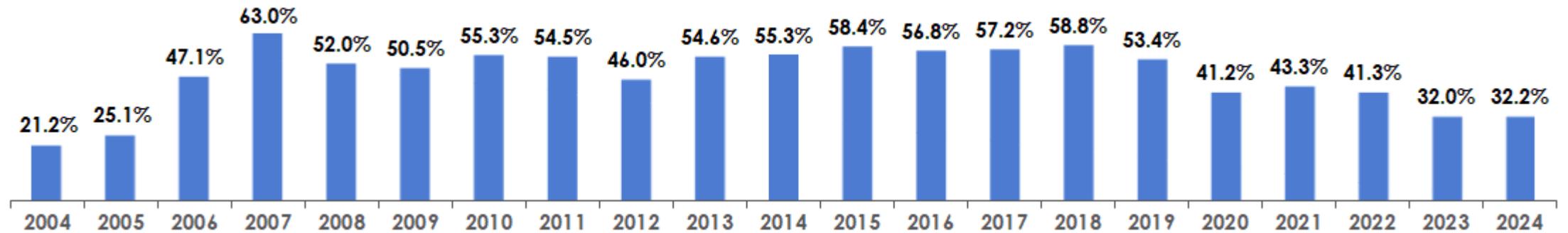
## By Investor Type and Country of Origin



# ATHEX Group Shareholder Structure

Participation of International Investors at 32.2% in 2024

## International Investor Participation



Shareholders > 5%

- **Capital Group**  
SmallCap World Fund

# ATHEX Group Share Trading Statistics

## Share Trading Liquidity



Share liquidity **decreased** by **27%** in 2024 (A.D.T.V. €0.72m compared to €0.98m in 2023)

Share **underperforms** compared to **ATHEX Composite Index** in 2024  
(ATHEXGROUP **-7.4%**, Composite Index **+13.5%**)

## Historical Price Fluctuation





02

## Key Market Statistics

# ATHEX Market Performance in 2024

## Significant Growth in Market Liquidity & Valuation

### Cash Market Liquidity



Average Daily Trade Value

### Derivatives Market Liquidity



Average Daily Number of Contracts

### Avg. Market Cap



### Avg. Market Cap | Banks



### Avg. Market Cap | Ex-banks



=

+

# Size and Growth of the Market

Average Market Capitalization (€97.2bn) 20.4% higher vs 2023

## ATHEX Market Capitalization



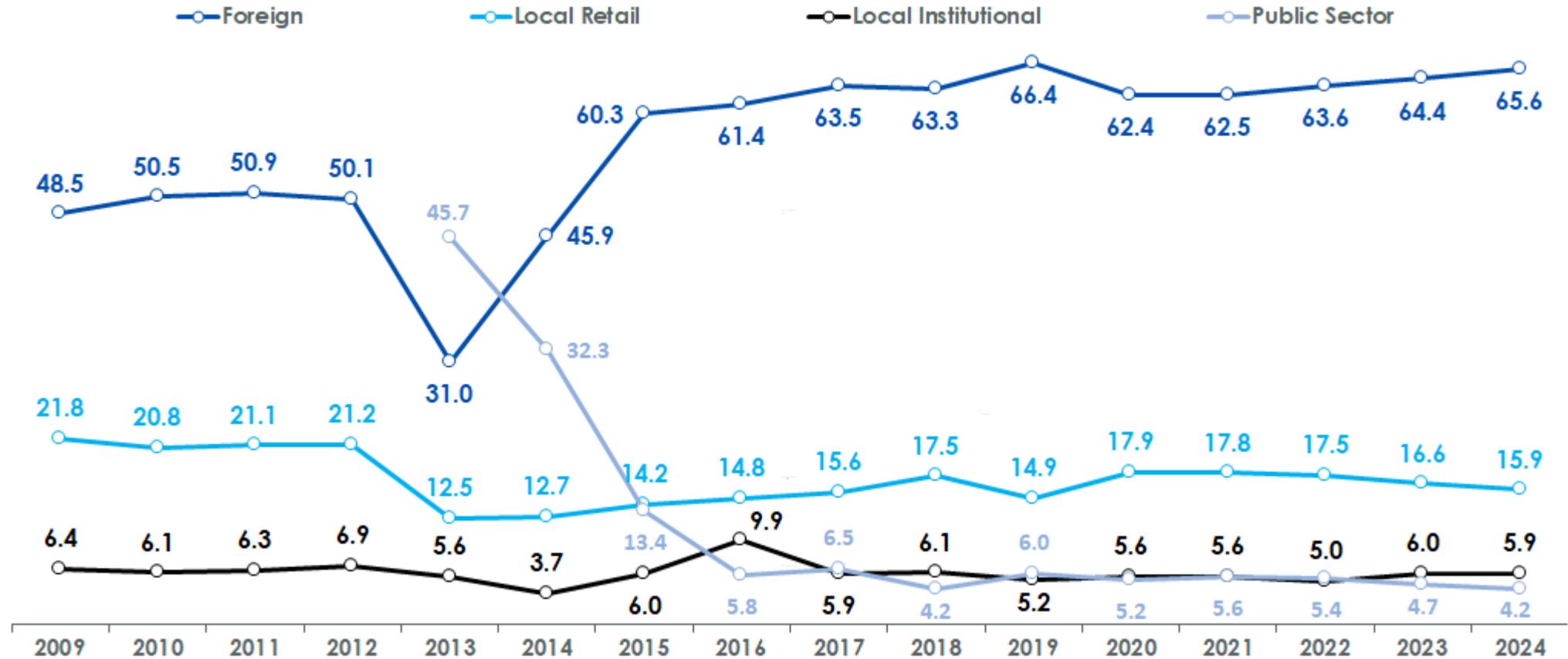
- **ATHEX Cash Market** valuation **increased** by €11.8bn in 2024 (€99.8bn); the Banking Sector increased by €3.9bn (€24.7bn)
- The weight of the Banking Sector **increased** to **24.7%** from 23.6% in December 2023

# Investor Participation Cash Market

## Strong Presence by International Investors

### Investor Participation in Cash Market

(as % of total market capitalization)

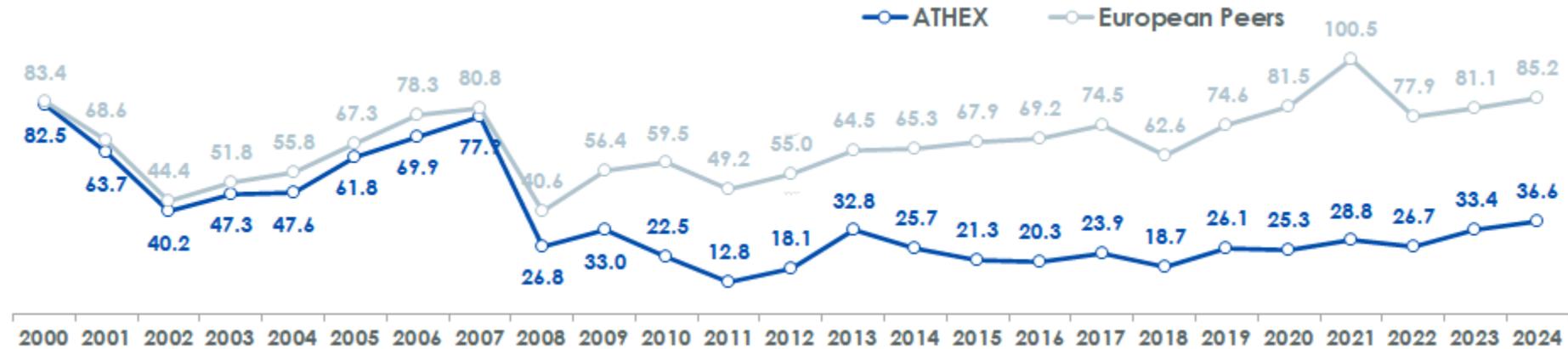


# Comparison with European Peers

Significant Potential for Growth as Capitalization vs GDP Lower Than European Peers

## Capitalization vs GDP

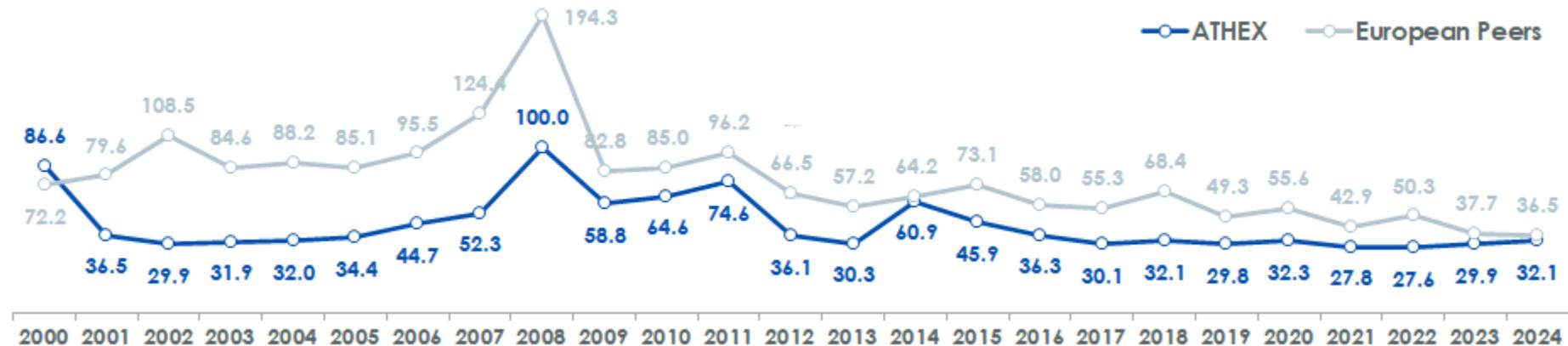
(market capitalization period end / GDP, %)



Greece has a **low market capitalization to GDP ratio** indicating significant potential for growth

## Turnover Velocity

(total value traded / market capitalization period end, %)

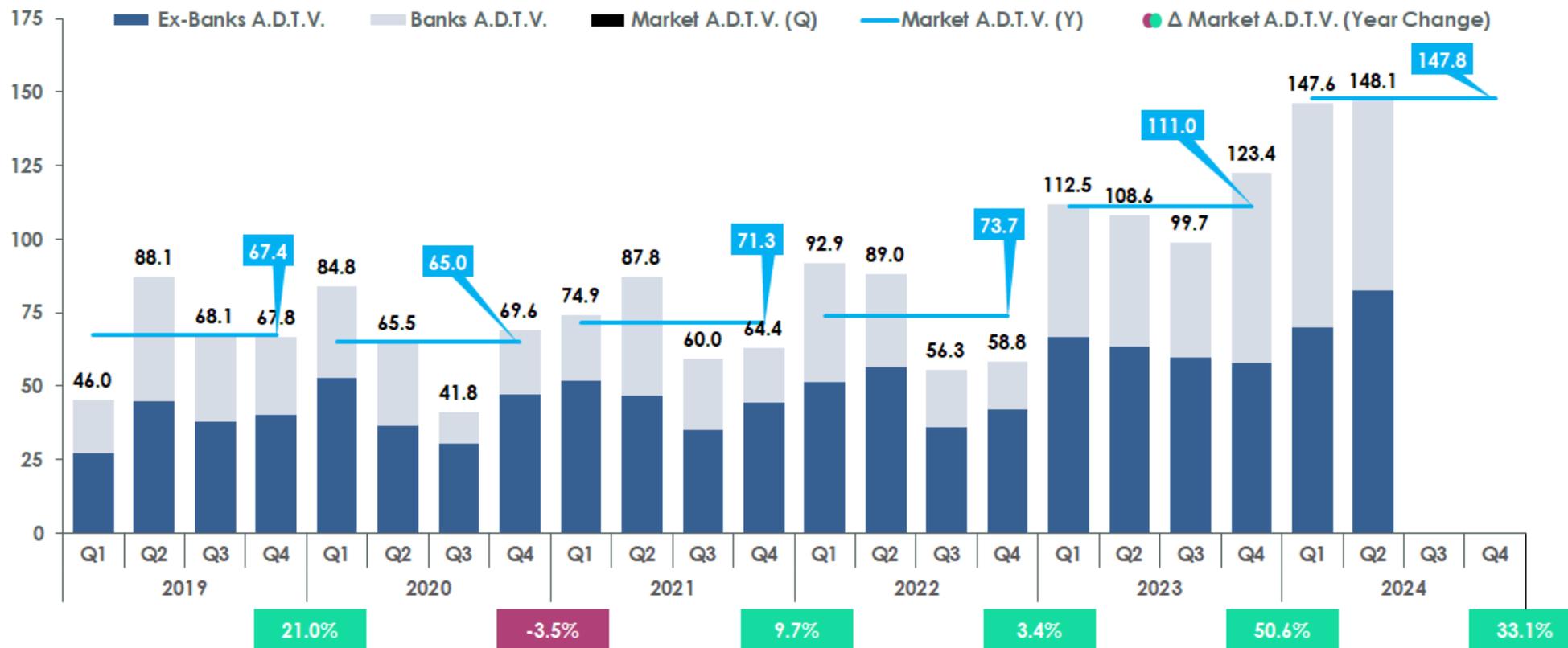


Turnover velocity remains **lower** than the European average

# Trading Activity Cash Market

Average Trading Value in 2024 is €147.8m

## Average Daily Trade Value

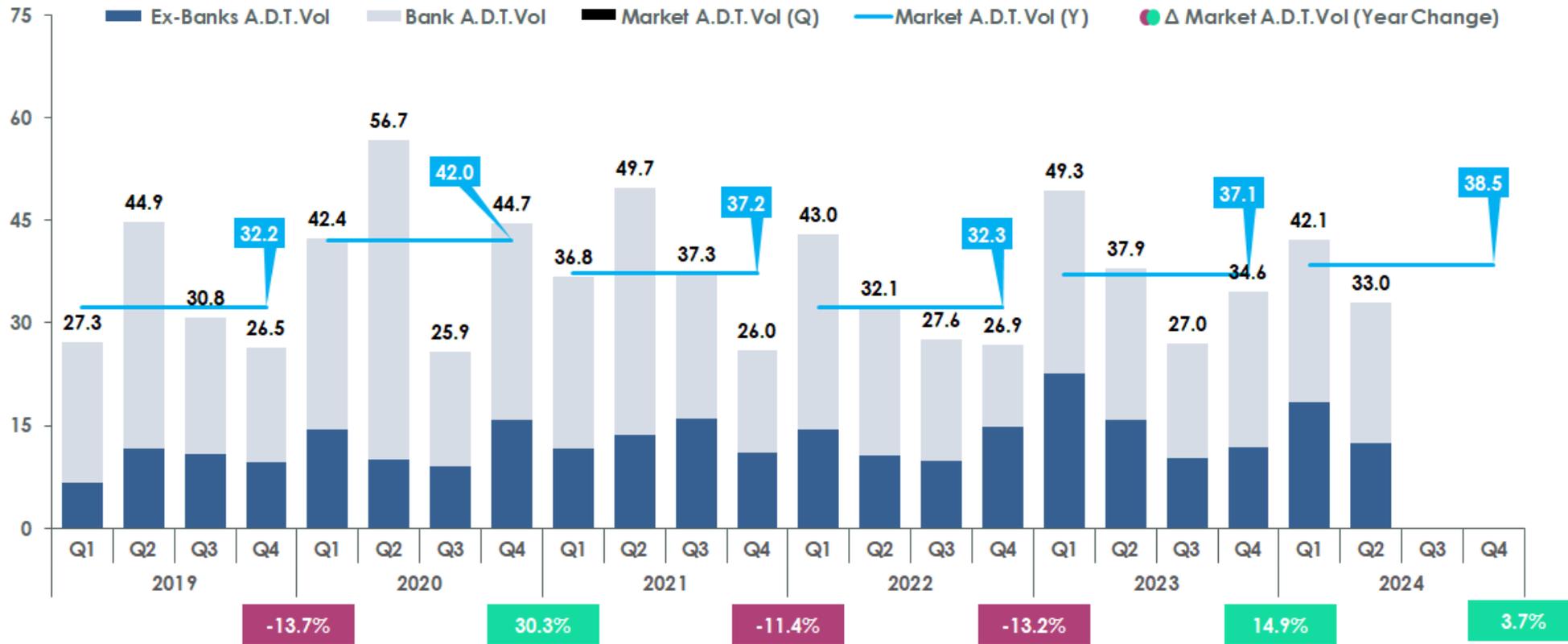


- Market liquidity **increased** by **33.1%** (A.D.T.V. €147.8m from €111.0m in 2023)
- Corporate Bond Market liquidity **increased** by **58.8%** (A.D.T.V. €1.4m from €0.9m in 2023)

# Trading Activity Cash Market

Average Trading Volume in 2024 is 38.5m shares

## Average Daily Trade Volume

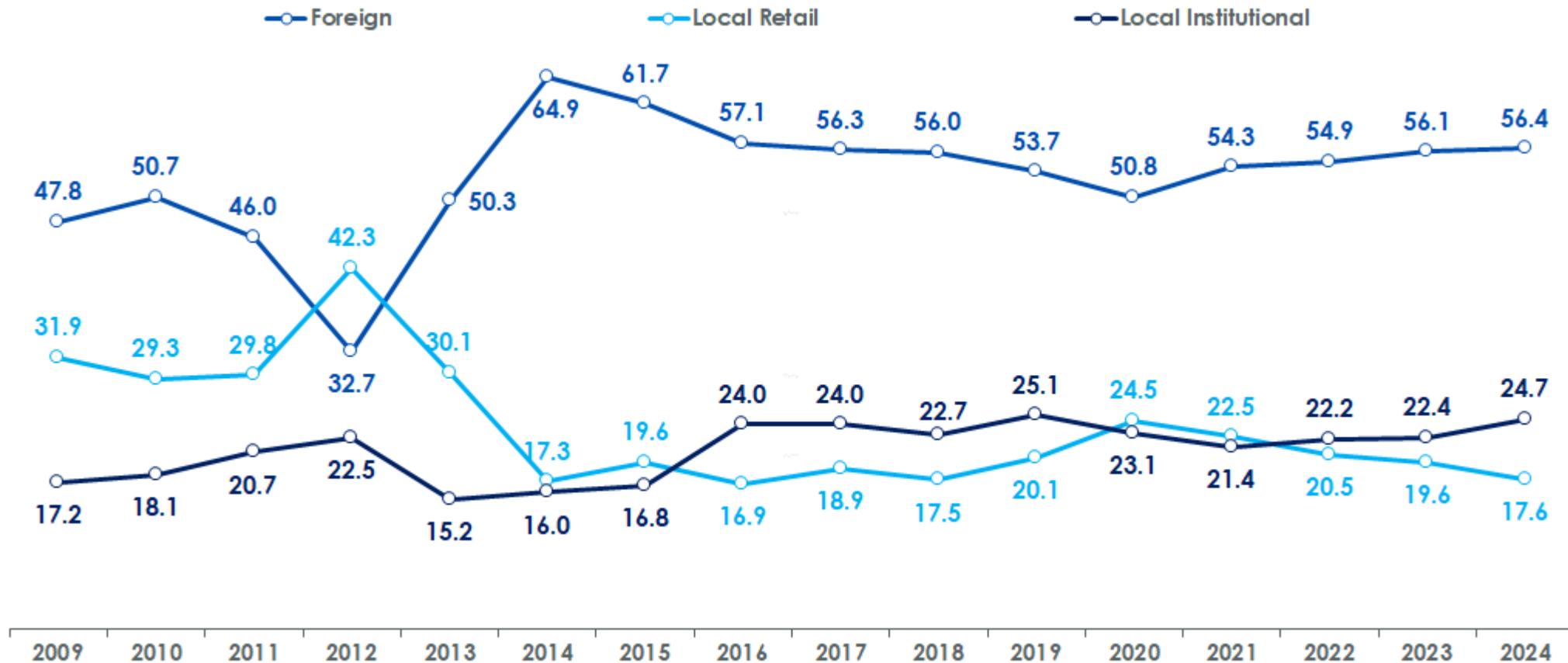


- Volume traded **increased** by **7.4%** (A.D.T.Vol 38.5m shares from 37.2m shares in 2023)

# Investor Participation Cash Market

## Investor Participation in Cash Market

(as % of total trading activity)



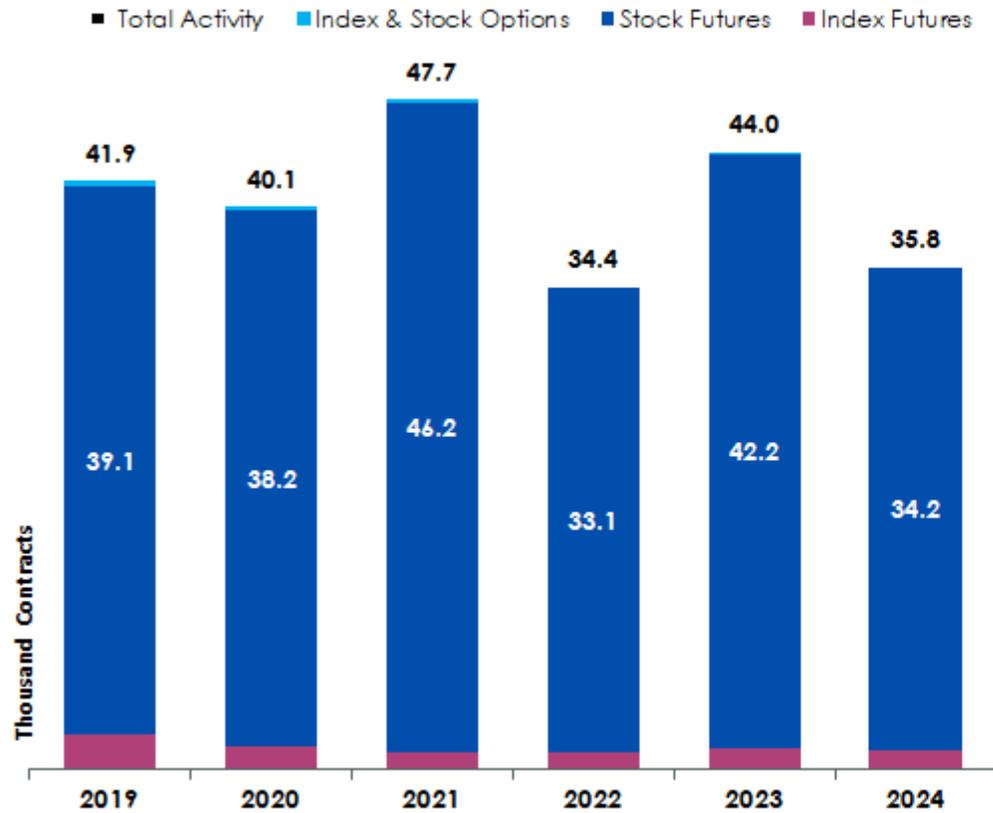
In 2024, the participation in Market Liquidity of **International Investors increased to 56.4%** with the participation of **Local Retail Investors decreasing to 17.6%**

# Trading Activity Derivatives Market

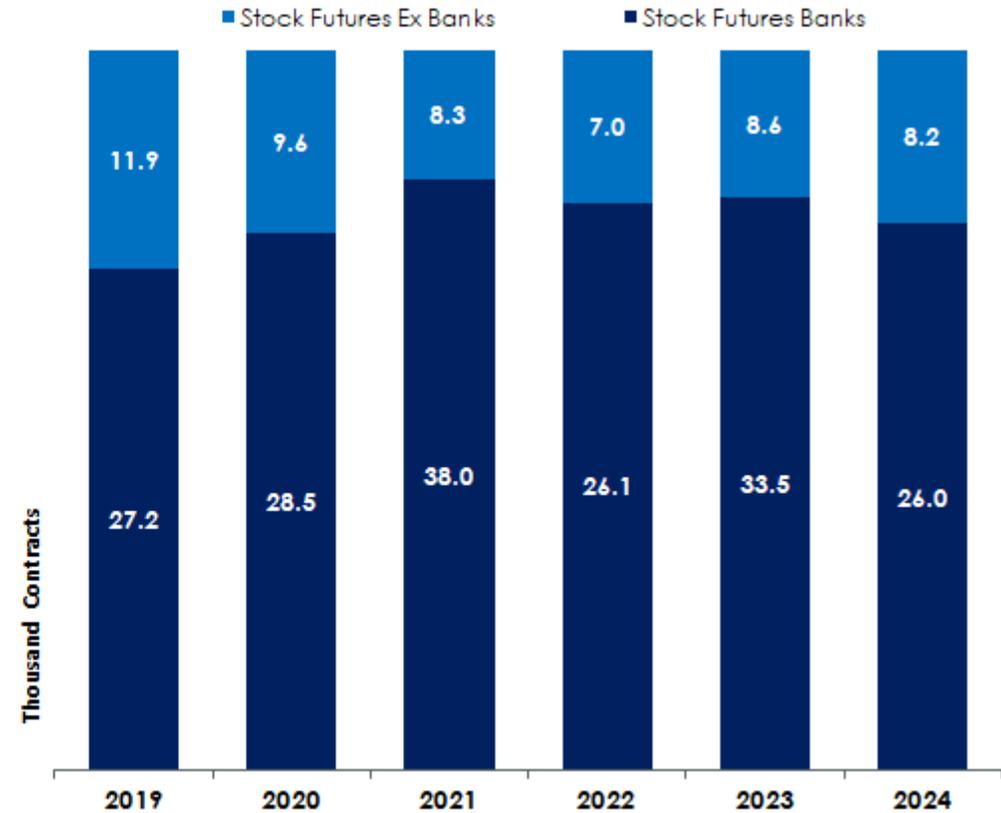
## Bank Stock Futures the most Popular Product

### Average Daily Number of Contracts

Product Type Breakdown



Stock Futures Breakdown



- Market liquidity **decreased** by **18.7%** (A.D.N.Cont. 35.8ths contr. compared to 44.0ths contr. in 2023)

# Trading Activity Cash & Derivatives Market

## In more Detail

### Cash Market - Average Daily Trade Value

### Derivatives Market - Average Daily Number of Contracts

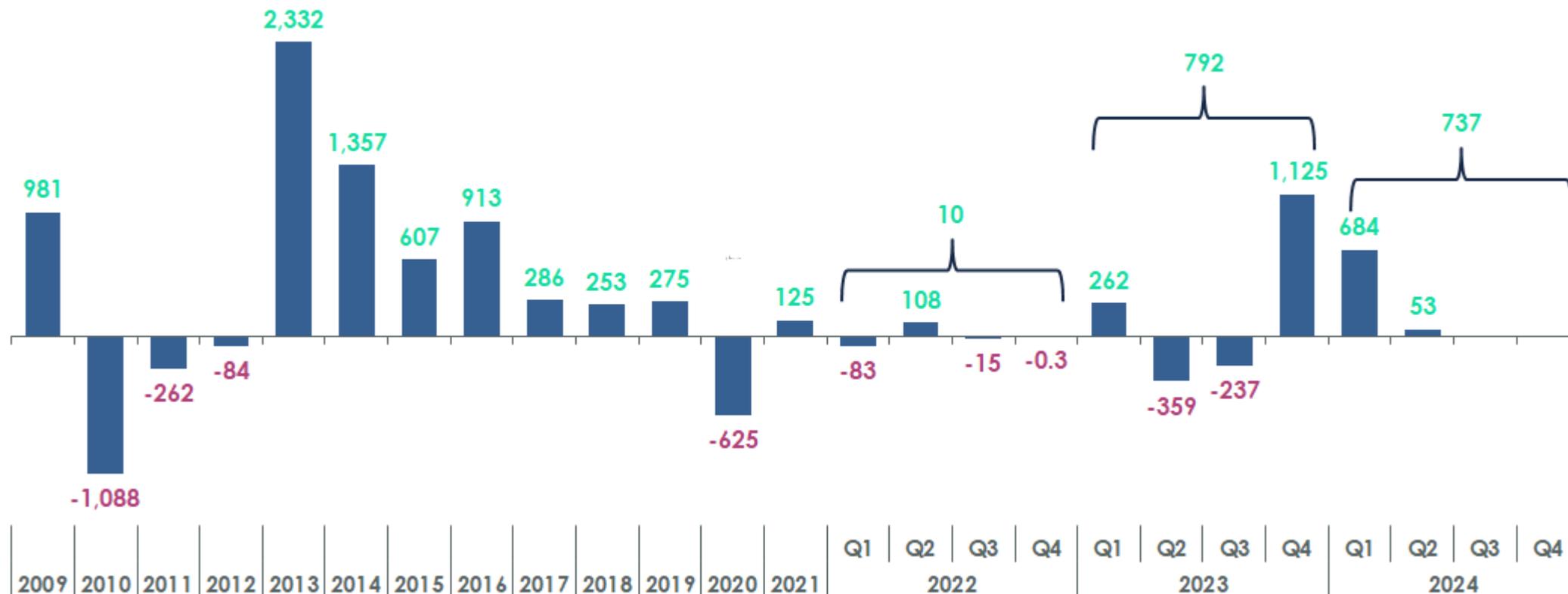
Period	Cash Market - Average Daily Trade Value							Derivatives Market - Average Daily Number of Contracts						
	2024	2023	Δ '24 / '23	2022	2021	2020	2019	2024	2023	Δ '24 / '23	2022	2021	2020	2019
Jan	102.3	91.9	11.3%	81.1	65.2	77.0	37.9	21.2	39.7	-46.6%	27.5	40.2	18.6	19.1
Feb	127.5	134.8	-5.3%	101.6	58.2	86.7	44.3	30.4	44.4	-31.6%	37.0	39.7	39.4	38.8
Mar	226.2	112.9	100.3%	95.8	99.7	91.1	57.1	83.3	72.1	15.5%	66.2	80.5	54.0	62.9
<b>Q1</b>	<b>147.6</b>	<b>112.5</b>	<b>31.2%</b>	<b>92.9</b>	<b>74.9</b>	<b>84.8</b>	<b>46.0</b>	<b>42.7</b>	<b>52.9</b>	<b>-19.4%</b>	<b>43.9</b>	<b>54.2</b>	<b>37.0</b>	<b>39.2</b>
Apr	134.5	79.2	69.8%	85.3	86.8	56.8	62.0	28.0	28.3	-1.0%	28.2	55.3	26.1	36.3
May	163.0	118.9	37.1%	110.3	111.3	70.9	111.0	22.2	39.3	-43.5%	31.0	119.8	33.9	48.1
Jun		120.2		70.6	67.5	67.8	86.3		69.9		43.0	78.0	65.0	80.9
<b>Q2</b>	<b>148.1</b>	<b>108.6</b>	<b>36.3%</b>	<b>89.0</b>	<b>87.8</b>	<b>65.5</b>	<b>88.1</b>	<b>25.2</b>	<b>47.2</b>	<b>-46.5%</b>	<b>34.4</b>	<b>84.2</b>	<b>42.6</b>	<b>55.1</b>
<b>H1</b>	<b>147.8</b>	<b>110.6</b>	<b>33.6%</b>	<b>91.0</b>	<b>81.3</b>	<b>75.3</b>	<b>66.7</b>	<b>35.8</b>	<b>50.2</b>	<b>-28.7%</b>	<b>39.3</b>	<b>69.0</b>	<b>39.8</b>	<b>47.0</b>
Jul		94.3		51.4	68.3	50.3	75.3		22.7		22.6	23.0	29.1	32.4
Aug		103.6		57.2	45.7	30.4	65.9		24.7		24.6	19.4	18.2	34.2
Sep		101.1		60.1	66.1	43.9	62.6		70.7		43.2	56.0	48.7	55.3
<b>Q3</b>		<b>99.7</b>		<b>56.3</b>	<b>60.0</b>	<b>41.8</b>	<b>68.1</b>		<b>39.1</b>		<b>30.2</b>	<b>32.8</b>	<b>32.2</b>	<b>40.4</b>
<b>9Month</b>	<b>147.8</b>	<b>106.9</b>	<b>38.3%</b>	<b>78.8</b>	<b>73.7</b>	<b>63.4</b>	<b>67.2</b>	<b>35.8</b>	<b>46.4</b>	<b>-22.9%</b>	<b>36.1</b>	<b>56.1</b>	<b>37.1</b>	<b>44.7</b>
Oct		92.4		50.9	60.2	43.4	63.0		32.6		18.3	12.8	25.0	25.6
Nov		174.5		69.8	83.8	75.1	71.1		27.3		22.0	19.4	49.8	23.3
Dec		100.0		54.9	48.8	90.4	69.8		52.8		47.2	36.7	71.9	54.1
<b>Q4</b>		<b>123.4</b>		<b>58.8</b>	<b>64.4</b>	<b>69.6</b>	<b>67.8</b>		<b>36.8</b>		<b>29.2</b>	<b>23.3</b>	<b>48.9</b>	<b>33.6</b>
<b>H2</b>		<b>111.4</b>		<b>57.5</b>	<b>62.2</b>	<b>55.4</b>	<b>68.0</b>		<b>38.0</b>		<b>29.7</b>	<b>28.1</b>	<b>40.3</b>	<b>37.1</b>
<b>Year</b>	<b>147.8</b>	<b>111.0</b>	<b>33.1%</b>	<b>73.7</b>	<b>71.3</b>	<b>65.0</b>	<b>67.4</b>	<b>35.8</b>	<b>44.0</b>	<b>-18.7%</b>	<b>34.4</b>	<b>47.7</b>	<b>40.1</b>	<b>41.9</b>

# Capital Flows Cash Market

## Positive Capital Flows from International Investors from 2021

### Capital Flows from International Investors

(€ m, buys minus sells)



# Capital Raising Activity

## 2023

### Equity

(25) - €1.1bn  
of which (6) - €237.7m new listings

### Corporate Bonds

(2) - €600.0m

### Total Capital Raised

(27) - €1.7bn

## 2024

### Equity

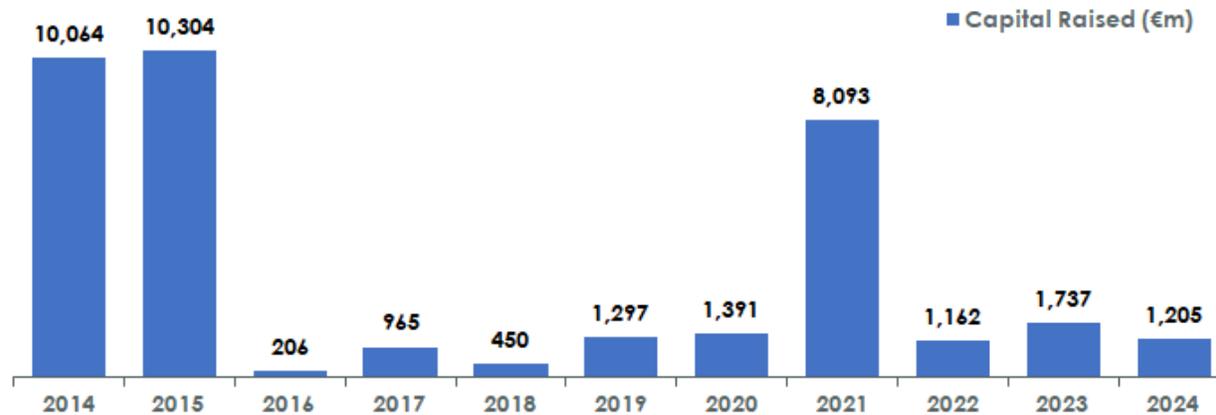
(7) - €874.8m  
of which (1) - €784.7m new listing

### Corporate Bonds

(2) - 330.0m

### Total Capital Raised

(9) - €1.2bn



↗ **€36.9bn**  
Total Value of **Capital Raised since 2014**

↗ **€5.3bn**  
Total Amount of **Corporate Bonds issued** since the market was relaunched in 2016



**03**

# Financial Results FY 2023

## Financial Highlights

Solid Q1 2024 Performance, with 25.7% Growth in Turnover & 30.5% in Net Earnings

**Q1 2024 Turnover increased by 15.7%**  
reaching €13.5mil

**62% of Turnover** comes from fees on  
**Trading and Post Trading activities**

**23% of Turnover** comes from **Data Services** and **IT, Digital & Other Services**

**Average Daily Trade Value** in Q1 2024  
€147.6mil, **increased by 31.2%**

**Average Capitalization** of the Greek Market in  
Q4 2024 **increased by 32.5%**, reaching €95.3bn

**Total Operating Expenses increased**  
by **11.7%**, reaching €6.6mil

**EBITDA increased by 20.9%** reaching €6.4mil,  
while **EBIT increased by 23.9%** reaching €5.4mil

**Net After Tax Earnings increased by 30.5%**  
reaching €4.4mil

## Turnover Drivers

Total Turnover in Q1 2024 increased by 15.7% reaching €13.5mil

	Q1 2024	Q1 2023	Δ vs Q1 2023	% Total	FY 2023	FY 2022	Δ vs FY 2022
Trading	2,413	2,299	5.0%	18%	8,626	5,890	46.5%
Post Trading	5,960	5,418	10.0%	44%	20,247	15,036	34.7%
Listing	1,634	1,294	26.3%	12%	5,744	4,997	14.9%
Data Services	1,002	874	14.6%	7%	3,812	3,586	6.3%
IT, Digital & Other Services	2,157	1,515	42.4%	16%	7,397	7,072	4.6%
Ancillary Services	329	266	23.7%	2%	1,309	1,266	3.4%
<b>Turnover</b>	<b>13,495</b>	<b>11,666</b>	<b>15.7%</b>	<b>100.0%</b>	<b>47,135</b>	<b>37,847</b>	<b>24.5%</b>
Hellenic Capital Market Commission Fee	-562	-523	7.5%		-1,961	-1,388	41.3%
<b>Total Revenue</b>	<b>12,933</b>	<b>11,143</b>	<b>16.1%</b>		<b>45,174</b>	<b>36,459</b>	<b>23.9%</b>

% on Total Turnover

in FY 2023



Trading



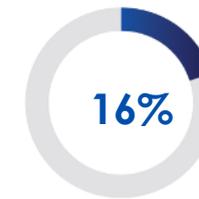
Post Trading



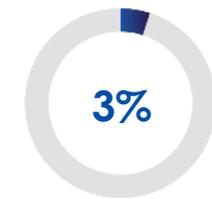
Listing



Data Services



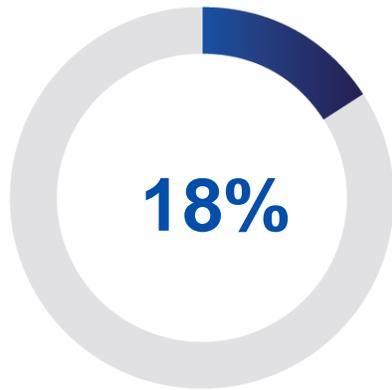
IT, Digital & Other Services



Ancillary services

## Turnover Drivers

Trading Revenue in Q1 2024 increased by 5.0%



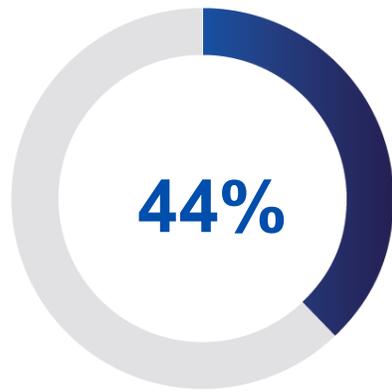
Trading

Q1 2024 2,413	Q1 2023 2,299		Δ vs Q1 2023 5.0%
<hr/>			
FY 2023 8,626	FY 2022 5,890		Δ vs FY 2022 46.5%

- Revenues from trading activity in Q1 2024 **reached €2.4mil** (5.0% higher than in Q1 2023), **representing 18% of the total ATHEXGROUP** turnover

## Turnover Drivers

Post Trading Revenue in Q1 2024 increased by 10.0%



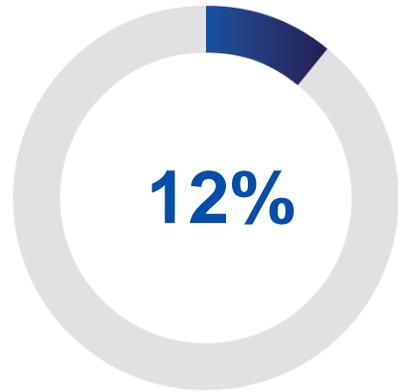
Post Trading

Q1 2024 5,960	Q1 2023 5,418		Δ vs Q1 2023 10.0%
<hr/>			
FY 2023 20,247	FY 2022 15,036		Δ vs FY 2022 34.7%

- Revenues from post trading activity in Q1 2024 **reached €6.0mil** (10.0% higher than in Q1 2023) and **accounts for 44% of the total ATHEXGROUP** turnover

## Turnover Drivers

Listing Revenue in Q1 2024 increased by 26.3%



Listing

Q1 2024	Q1 2023	↑	Δ vs Q1 2023
1,634	1,294		26.3%

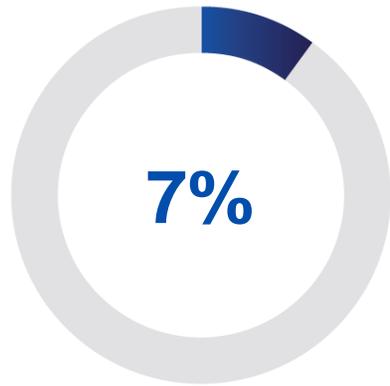
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FY 2023	FY 2022	↑	Δ vs FY 2022
5,744	4,997		14.9%

- Revenues from listing in Q1 2024 reached **€1.6mil** (26.3% higher than in Q1 2023)
- Listing activity **accounted for 12% of the total** ATHEXGROUP turnover in Q1 2024

## Turnover Drivers

Data Services Revenue in Q1 2024 increased by 14.6%



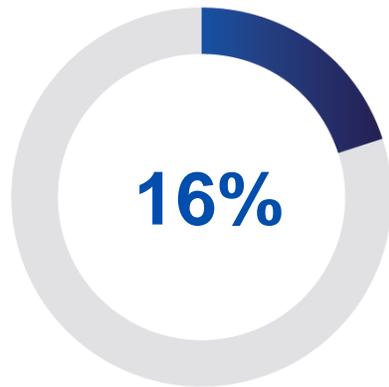
Data  
Services

Q1 2024	Q1 2023		Δ vs Q1 2023
1,002	874		14.6%
<hr/>			
FY 2023	FY 2022		Δ vs FY 2022
3,812	3,586		6.3%

- Revenues from data services in Q1 2024 reached **€1.0mil** (14.6% higher than in Q1 2023)
- Data services activity **accounted for 7% of the total** ATHEXGROUP turnover in Q1 2024

## Turnover Drivers

IT, Digital & Other Services Revenue in Q1 2024 increased by 42.4%



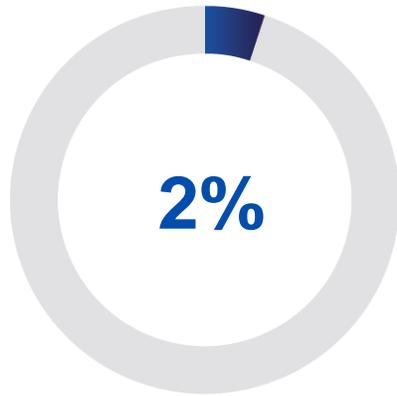
IT, Digital &  
Other Services

Q1 2024	Q1 2023		Δ vs Q1 2023
2,157	1,515		42.4%
<hr/>			
FY 2023	FY 2022		Δ vs FY 2022
7,397	7,072		4.6%

- Revenues from IT, Digital & Other Services in Q1 2024 reached **€2.2mil**, (42.4% higher than in Q1 2023)
- IT, Digital & Other Services activity **accounted for 16% of the total** ATHEXGROUP turnover in Q1 2024

## Turnover Drivers

Ancillary Services Revenue in Q1 2024 increased by 23.7%



Ancillary  
Services

Q1 2024 329	Q1 2023 266		Δ vs Q1 2023 23.7%
<hr/>			
FY 2023 1,309	FY 2022 1,266		Δ vs FY 2022 3.4%

- Revenue from ancillary services in Q1 2024 **reached €0.3mil** (23.7% higher than in Q1 2023)
- Ancillary services **account for 2% of the total** ATHEXGROUP turnover in Q1 2024

# Cost Drivers

Total Operating Expenses in Q1 2024 increased by 11.7% reaching 6.6mil

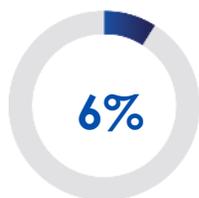
	Q1 2024	Q1 2023	Δ vs Q1 2023	% Total	FY 2023	FY 2022	Δ vs FY 2022
Personnel Remuneration & Expenses	3,988	3,278	21.7%	61%	15,284	12,389	23.4%
Third Party Remuneration & Expenses	321	488	-34.2%	5%	1,654	1,949	-15.1%
Maintenance / IT support	716	534	34.1%	11%	2,175	2,137	1.8%
Building / Equipment Management	183	168	8.9%	3%	708	737	-3.9%
Utilities	290	380	-23.7%	4%	1,488	1,921	-22.5%
Other Operating Expenses	720	760	-5.3%	11%	3,410	3,326	2.5%
Taxes	348	268	29.9%	5%	1,442	1,518	-5.0%
<b>All Other Operating Expenses &amp; Taxes</b>	<b>2,578</b>	<b>2,598</b>	<b>-0.8%</b>	<b>39%</b>	<b>10,877</b>	<b>11,588</b>	<b>-6.1%</b>
<b>Total Operating Expenses before Depreciation</b>	<b>6,566</b>	<b>5,876</b>	<b>11.7%</b>	<b>100%</b>	<b>26,161</b>	<b>23,977</b>	<b>9.1%</b>
<b>Earnings before Interest, Taxes, Depreciation &amp; Amortization (EBITDA)</b>	<b>6,367</b>	<b>5,267</b>	<b>20.9%</b>		<b>19,013</b>	<b>12,482</b>	<b>52.3%</b>

% on Total Cost

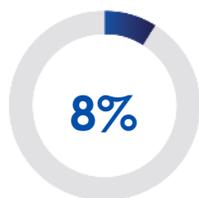
In FY 2023



Personnel Remuneration



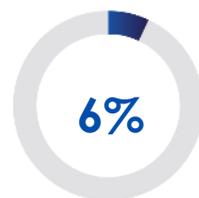
Third Party Expenses



Maintenance/IT



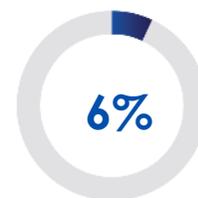
Building Management



Utilities



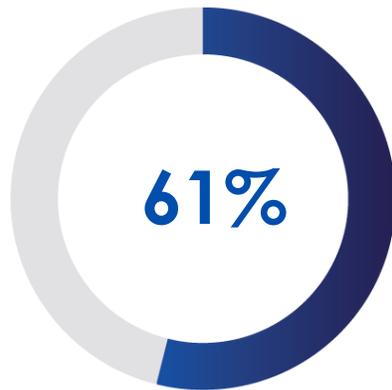
Other Expenses



Taxes

## Cost Drivers

Personnel Remuneration in Q1 2024 increased by 21.7%



Personnel  
Remuneration

Q1 2024	Q1 2023	↑	Δ vs Q1 2023
3,998	3,278		21.7%

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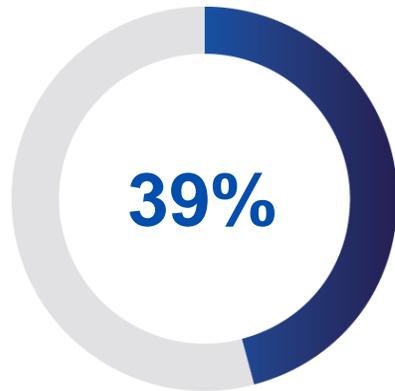
FY 2023	FY 2022	↑	Δ vs FY 2022
15,284	12,389		23.3%

- Personnel remuneration in Q1 2024 **reached €4.0mil** (21.7% higher than in Q1 2023)
- Personnel remuneration **accounted for 61% of the total** ATHEXGROUP operating cost in Q1 2024

## Cost Drivers

All Other Operating Expenses and Taxes in Q1 2024 decreased by 0.8%

	Q1 2024	Q1 2023	Δ vs Q1 2023	% Total	FY 2023	FY 2022	Δ vs FY 2022
Third Party Remuneration & Expenses	321	488	-34.2%	5%	1,654	1,949	-15.1%
Maintenance / IT support	716	534	34.1%	11%	2,175	2,137	1.8%
Building / Equipment Management	183	168	8.9%	3%	708	737	-3.9%
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Taxes	348	268	29.9%	5%	1,442	1,518	-5.0%
<b>All Other Operating Expenses &amp; Taxes</b>	<b>2,578</b>	<b>2,598</b>	<b>-0.8%</b>	<b>39%</b>	<b>10,877</b>	<b>11,588</b>	<b>-6.1%</b>
<b>Total Operating Expenses before Depreciation</b>	<b>6,566</b>	<b>5,876</b>	<b>11.7%</b>	<b>100%</b>	<b>26,161</b>	<b>23,977</b>	<b>9.1%</b>



### Other Expenses and Taxes

- All other operating expenses & taxes decreased by 0.8% in Q1 2024

# Group Pricing Policy Highlights

Fees	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Comment
Trading (1)	1.25bp										(3)	Value Based 1.7.2010: 1.5bp -> 1.25bp
Trading (Block Trades)	1.0bp											Value Based
Use of Trading Infrastructure	Scalable, based on the value of trades											---
Clearing, Settlement & Registration (1)	Post trading fees unbundled 1.7.2010											Value Based until 30.6.2010
Clearing (1)	2.0bp											Value Based
Settlement & Registration (1)	€0.50											1.7.2010: 2.5bp ->2.0bp + 0.50bp 27.9.2010: 0.50bp -> €0.50 / Settlement Instruction
Listed Company Subscriptions	Quarterly, scalable based on the company's market capitalization [Fee Scales: Cap. €0-100m: 0.0025%; Cap. €100-250m: 0.002%; Cap. > €250m: 0.0005%]											Fees Reduced 18.12.2013 (Previously Cap. €0-100m: 0.003%)
Rights Issues	ATHEX: 5bp of the value being raised (up to €50m); 2.5bp for > €50m ATHEX CSD: scalable, capped at €180ths [capping <u>eliminated</u> in new pricing policy effective from 12.4.2021]											Fees Reduced 18.12.2013 (Previously 10bp w/ 50% discount given in some cases)
IPOs	Scalable, based on the value of the shares being listed [Fee Scales: Cap €0-1.0bn: 4bp; €1.0- 3.0bn: 2bp; > €3.0bn: 0bp]											Fees Reduced 18.12.2013 (Previously: €0-1.5bn: 8bp; €1.5-3.0bn: 4bp; > €3.0bn: 2bp)
Average Revenue [€ / Contract (2)]	0.257	0.175	0.105	0.097	0.142	0.199	0.197	0.157	0.213	0.244	0.250	Fee Reductions Implemented in 2005, 2010 (Aug), 2012 and 2013 (Dec)

The above fee highlights are based on ATHEX Resolution 24 and ATHEXCSD Resolution 18, which are available here - [www.athexgroup.gr/web/guest/price-policy](http://www.athexgroup.gr/web/guest/price-policy)

1) Fees charged to both sides (counterparties)

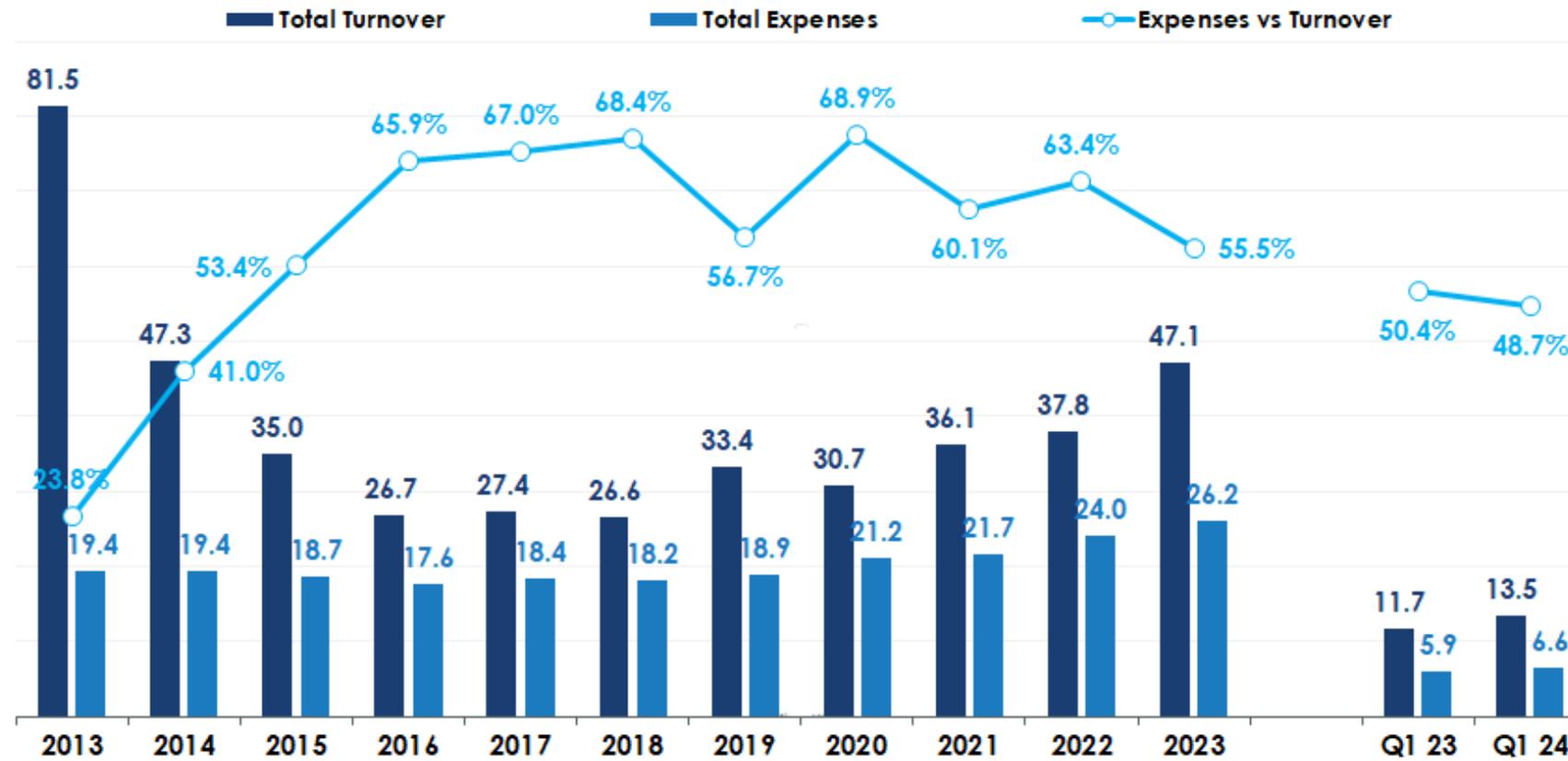
2) Fees in the derivatives market depend on the product, the type of investor, the investor's level of activity and the price of the underlying security.

3) Starting 1.1.2024, volume-based price bands have been introduced.

# Key Financials Revenue & Expenses Analysis

## Revenue & Expenses Analysis

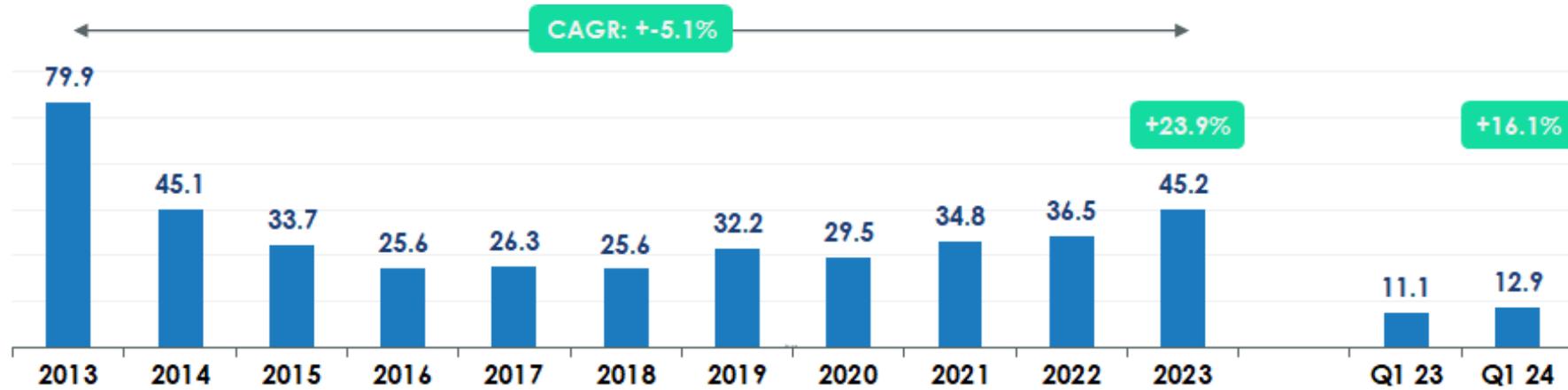
(excluding HCMC fee)



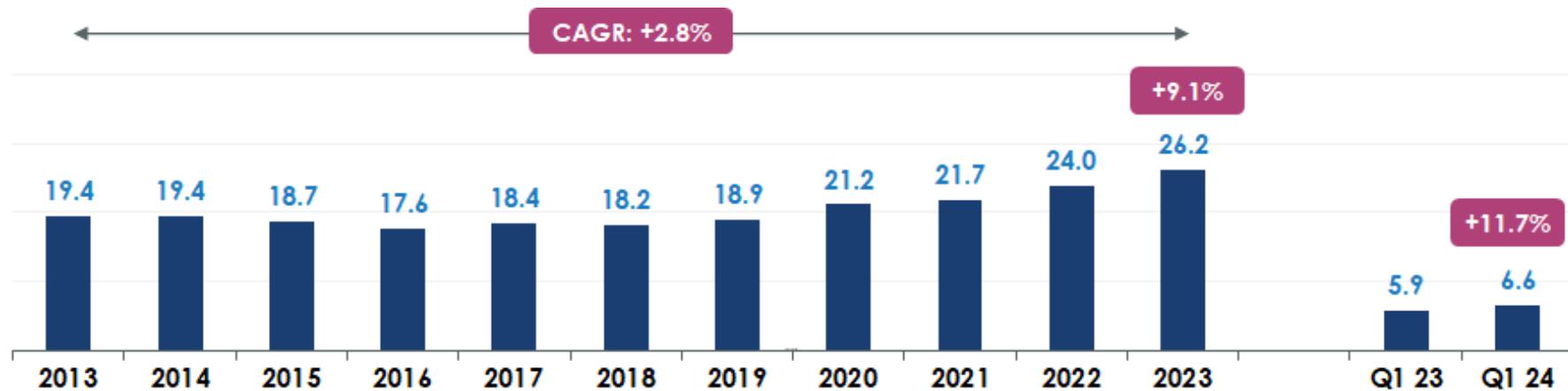
# Total Operating Revenue & Expenses

## Operating Revenue

(including HCMC fee)

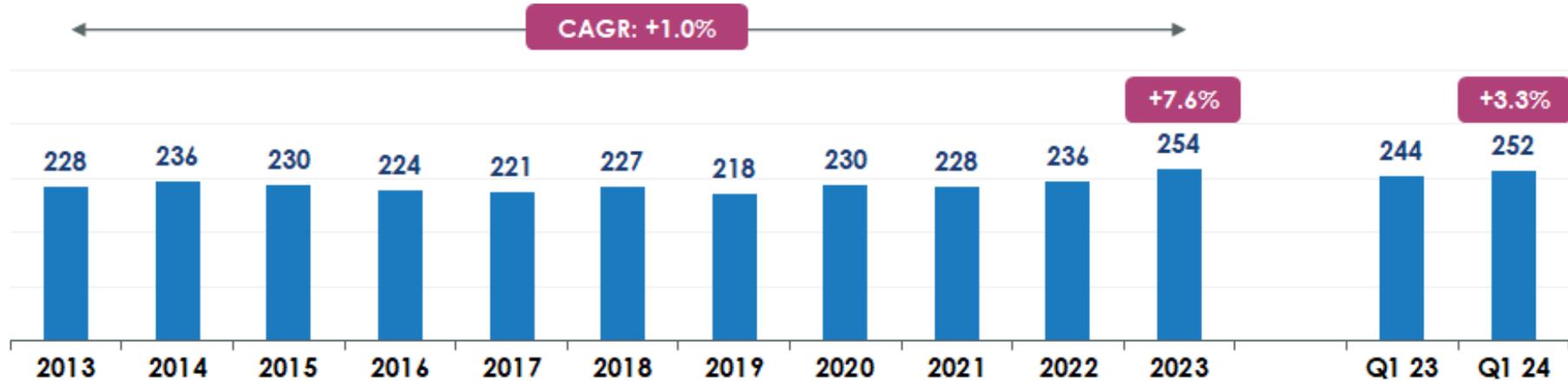


## Operating Expenses

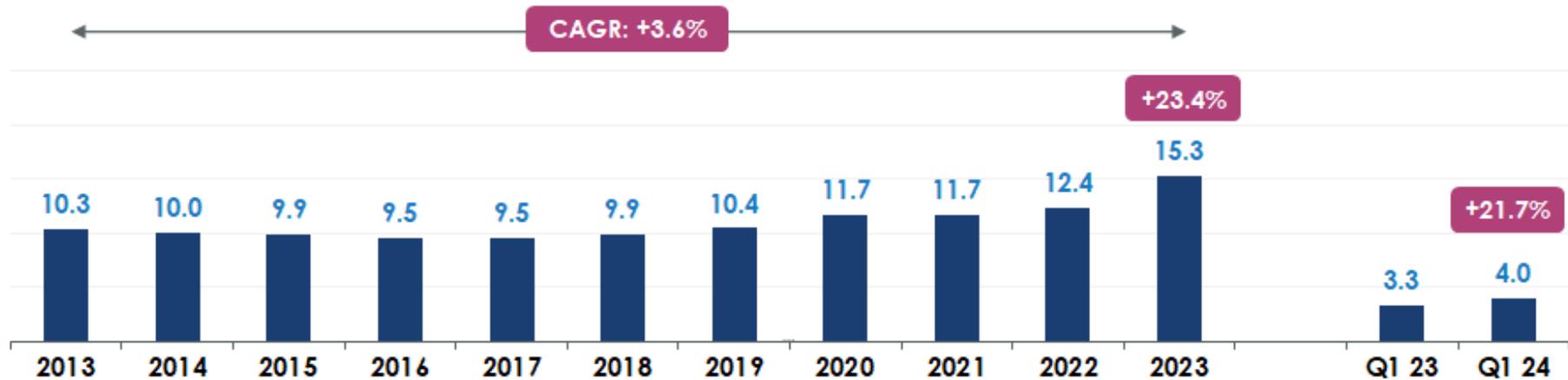


# Headcount & Expenses

## ATHEXGROUP Headcount



## Personnel Remuneration & Expenses



# Profitability

EBITDA increased by 20.9%, EBIT by 23.9% & Net Earnings by 30.5% in Q1 2024

## EBITDA



## Earnings Before Interest & Tax (EBIT)



## Earnings after Tax (EAT)

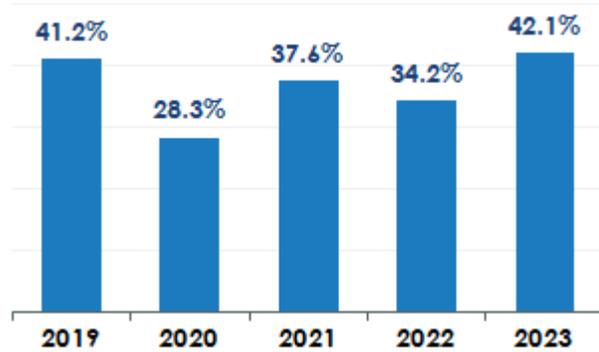


## Earnings per Share (EPS)

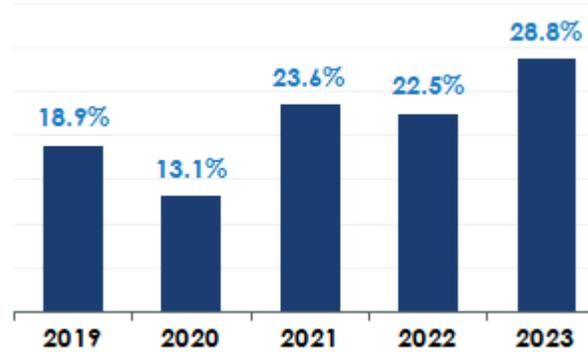


# Financial Ratios

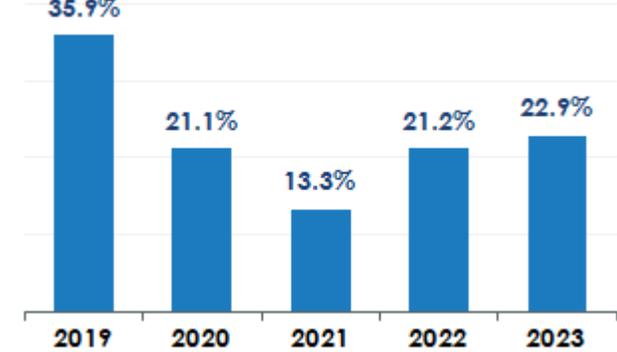
### EBITDA Margin



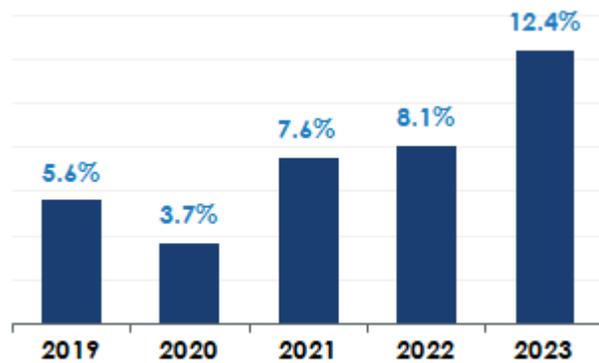
### Net Profit Margin



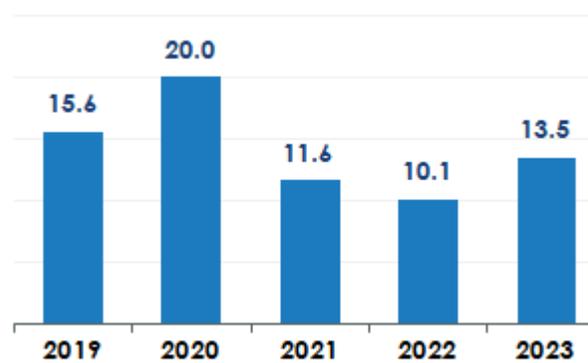
### Effective Tax Rate



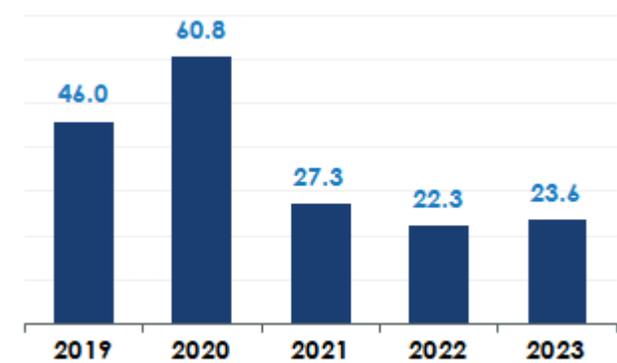
### Return on Equity (ROE)



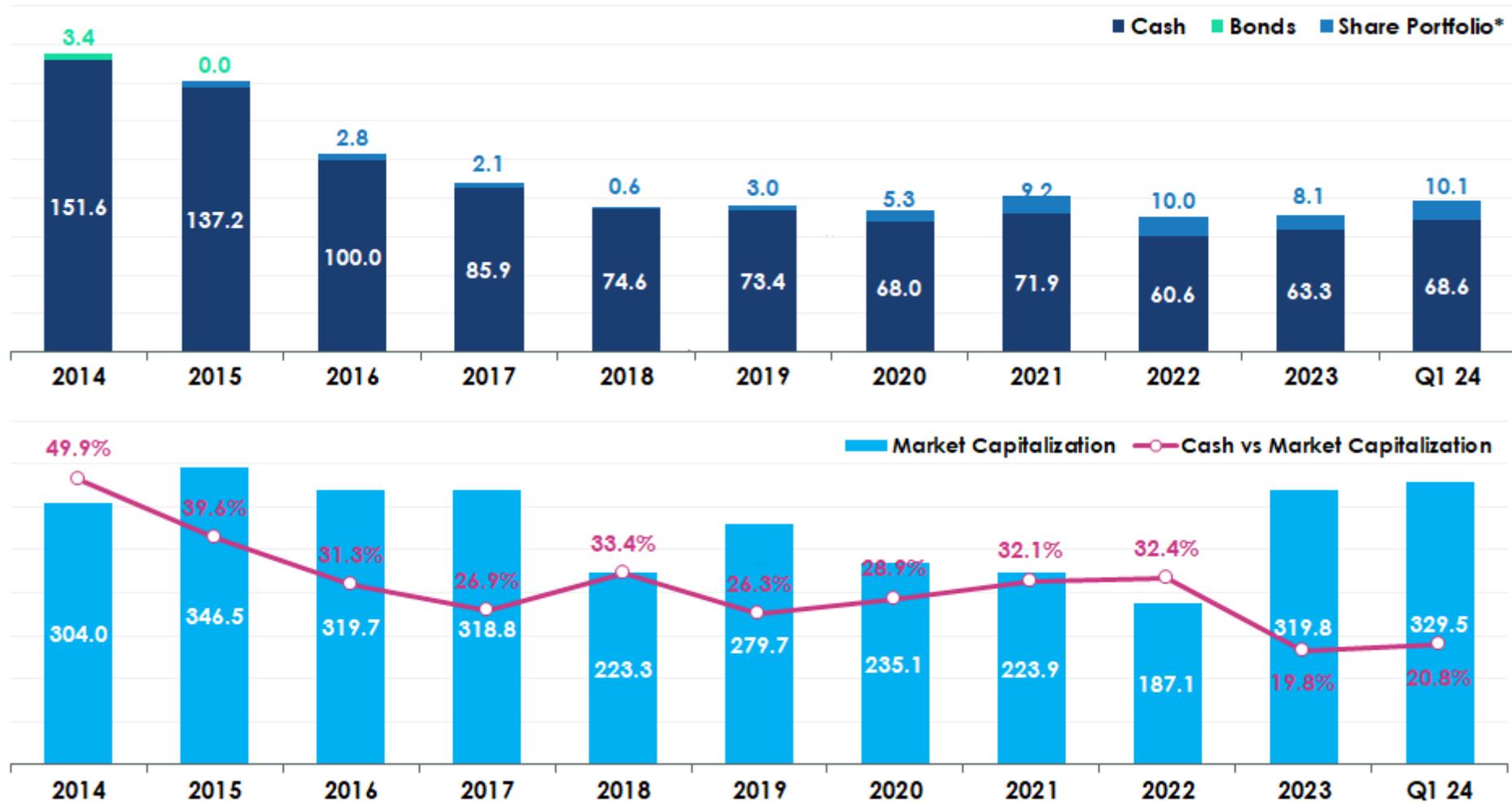
### EV to EBITDA



### Price to Earnings (P/E)



# Group Cash Position



@ Share Portfolio includes shares in Boursa Kuwait (since 2019)

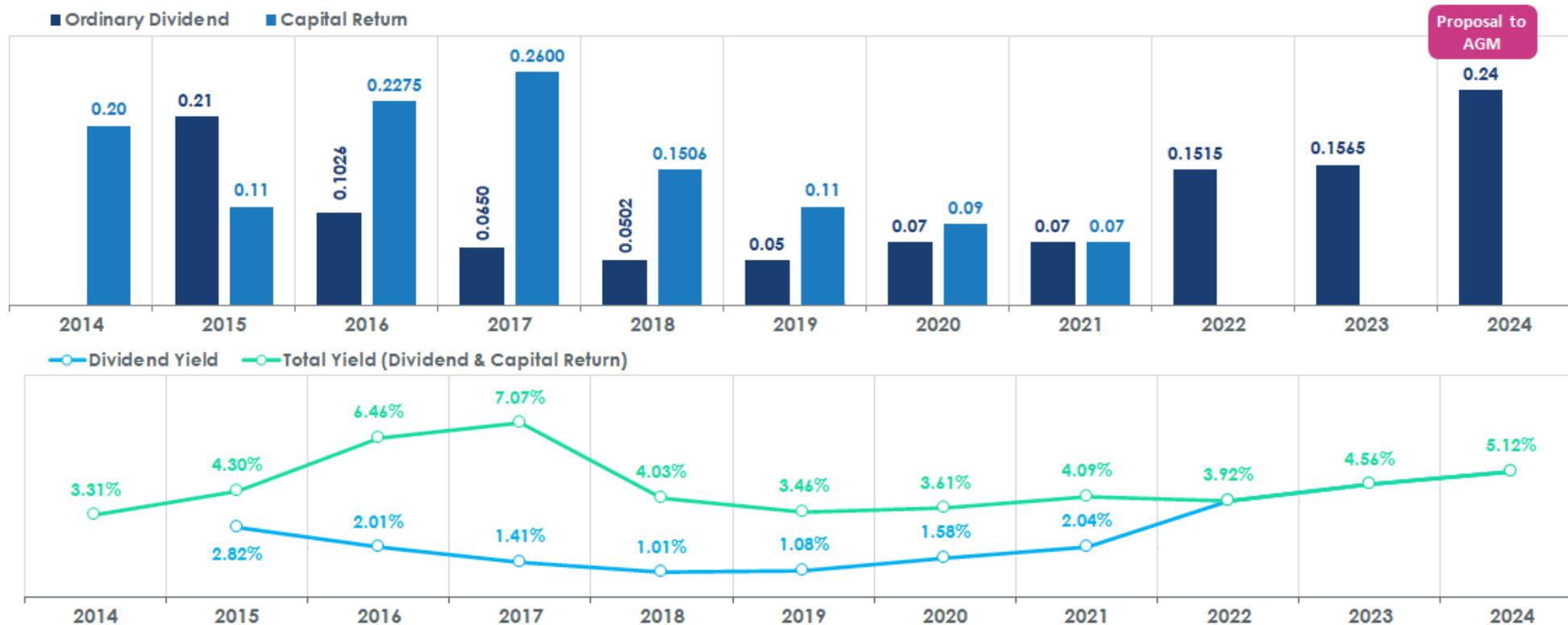
# Cash Distributions to Shareholders

## Share Buyback 2021 - 2022

- **2,498,000** shares acquired - **4.14%** of total
- Cost: **€8.3m**, avg. price **€3.34**
- program ended on **30.11.22**

## Share Buyback 2023 - 2025

- To acquire up to **10% of the share capital**
- i.e. **up to a max of ~3.5m shares**
- At a price range of **€0,42 - €6.00**





04

## Business Developments

# Energy Exchange Group (EnEx)

## Establishment of Energy Market in Greece

Share Capital: €5mil  
 ATHEXGROUP paid up €1.05mil

Energy Exchange Group  
 (EnEx) founded in Q2 2018



21%



100%



Derivatives  
 Market Clearing

EnEx operates under the EU Target Model since November 2, 2020



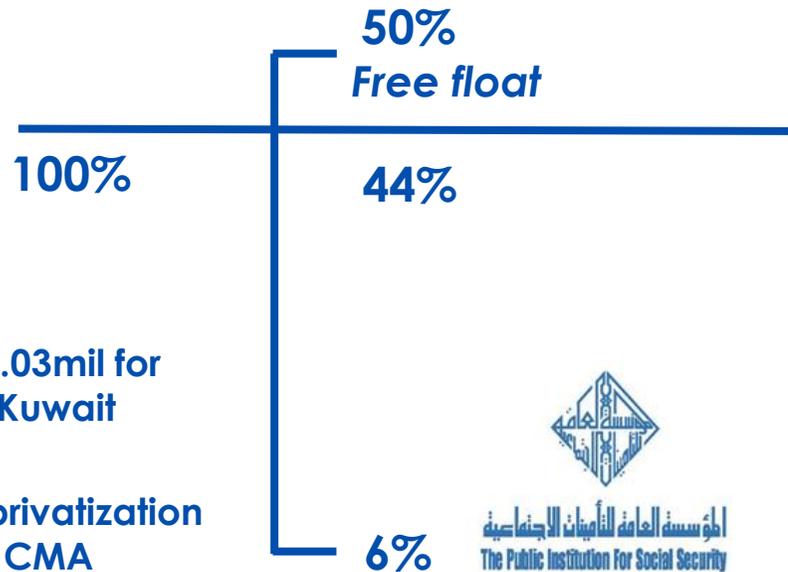
EnEx is part of the roadmap to transition to the EU's Target Model which aims to:

- Join regional energy markets
- Encourage competition
- Lead to EU energy price convergence

# Boursa Kuwait

## Participation in the Development of Kuwait's Capital Market

Consortium won a closed bidding process organized by the Capital Markets Authority (CMA) for a **44% equity stake in Boursa Kuwait, the only market operator and one of the leading stock exchanges in the Gulf area**



**ATHEX paid up €1.03mil for 0.779% of Boursa Kuwait share capital**

In Dec 2019, the **privatization was finalized; the CMA offered its 50%** stake in BK to retail investors in the IPO

BK self-listed on the **“Premier Market” in Sep 2020**

### Consortium



Arzan Financial Group (**ARZAN**)

First Investment Company (**FIC**)

National Investment Company (**NIC**)

Athens Stock Exchange (**ATHEX**)



ATHEX participates as a **technical, operational and business services provider** as part of the Group's strategy to leverage its trading and post-trading technical and business know-how

# Belgrade Stock Exchange

## Expanding the Common Platform



### Common Platform

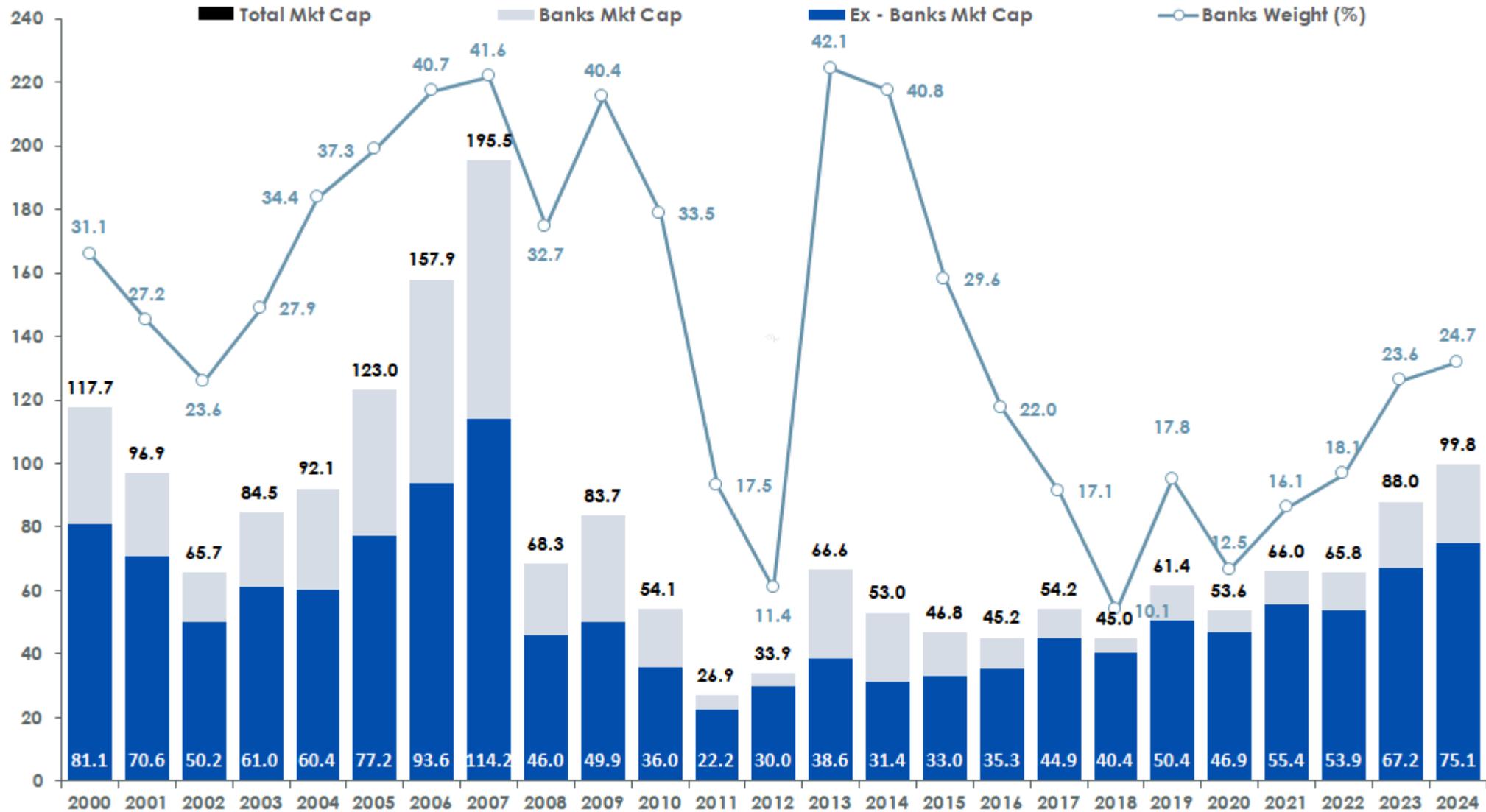
- ATHEX acquired in Aug 2021 **10.24%** of BELEX which has 42 stakeholders
- The strategic partnership with promotes **a broader regional cooperation**
- ATHEX will **assist in the growth of the Serbian Capital Market** by transferring know-how and leveraging BELEX's existing ICT Infrastructure to **enhance its EU regulatory compliance**
- BELEX will migrate its trading activities to **ATHEX's Trading Platform**, enlarging the **Common Trading Platform** pool of liquidity and services, and increasing BELEX's visibility to international investors



05

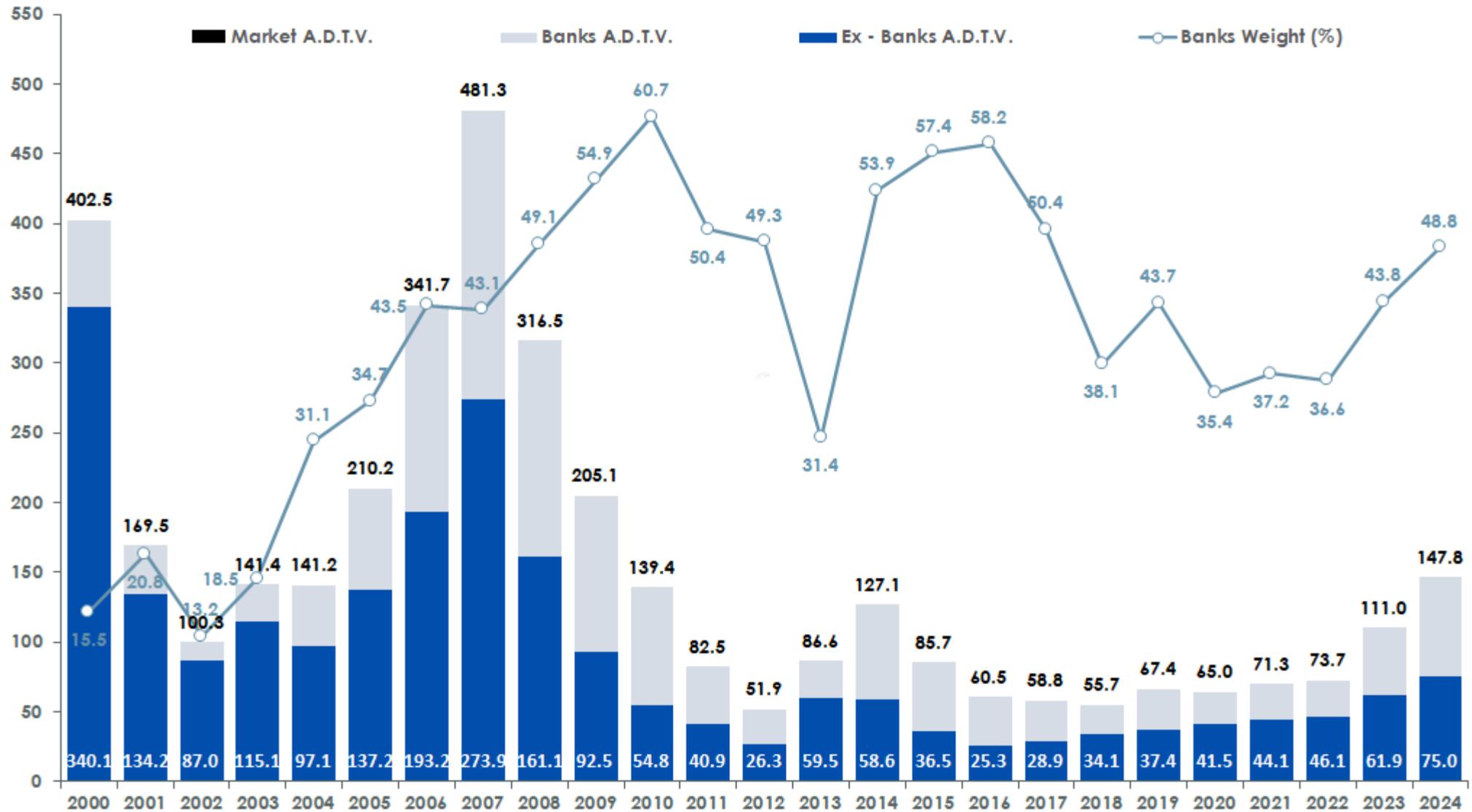
# Appendix

# Market Capitalization 2000 - 2024



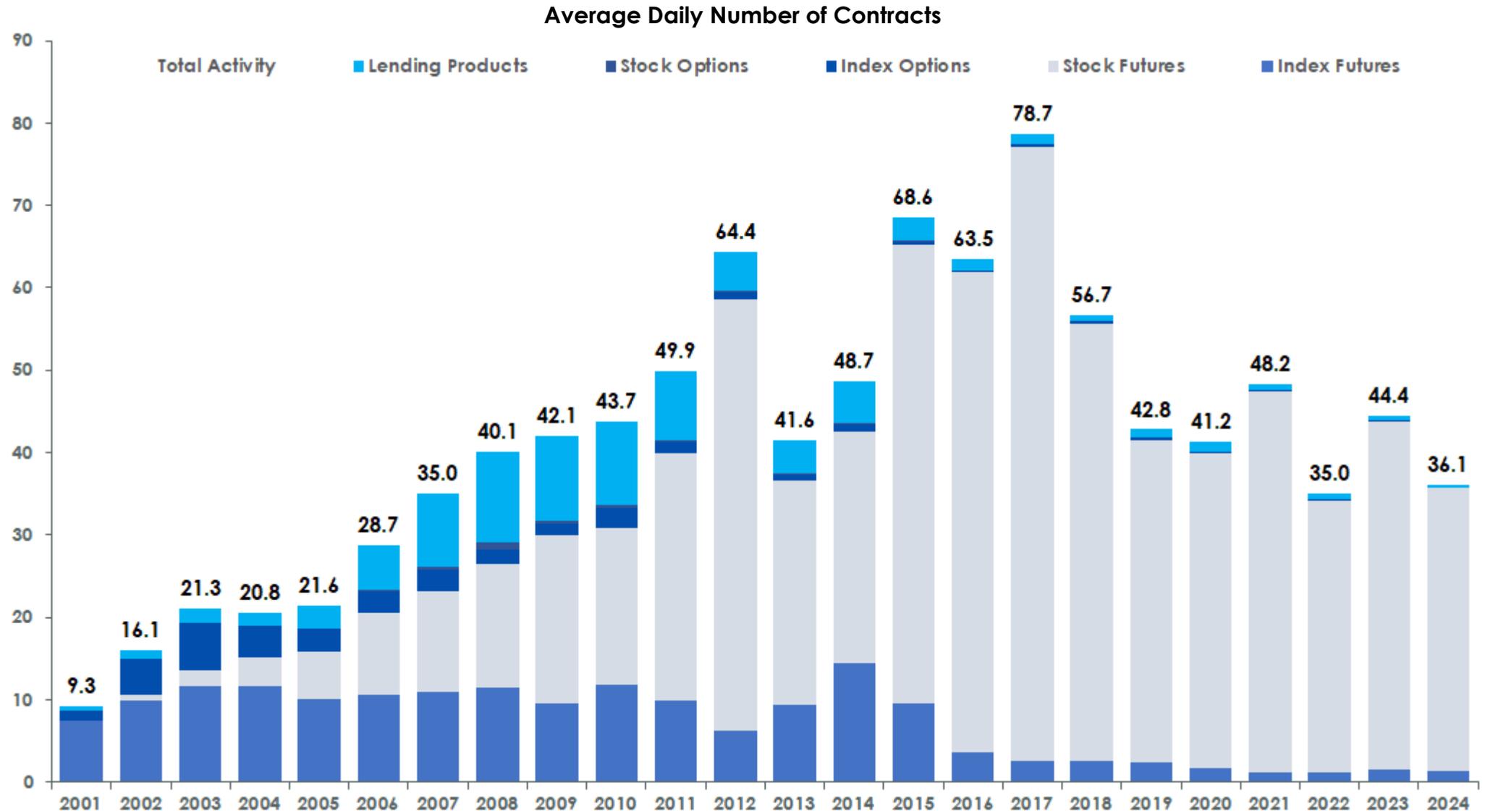
# Cash Market Trading Activity

## 2000 - 2024



# Derivatives Market Trading Activity

## 2000 - 2024



Source: ATHEXGROUP, May 31<sup>st</sup> 2024, A.D.N.C. in ths contr., # Lending Products are expressed in 100 share contr. equivalents

# Consolidated Statement of Comprehensive Income

## Revenue 2017 - 2023

	2023	2022	2021	2020	2019	2018	2017
Trading, of which	8,626	5,890	5,807	5,671	5,820	4,817	4,884
Stocks	7,071	4,843	4,742	4,589	4,626	3,690	3,850
Derivatives	802	543	555	587	619	590	573
Post Trading, of which	20,247	15,053	13,904	12,582	15,911	10,842	11,210
Clearing - equities	10,828	7,120	6,938	6,342	6,479	5,443	5,776
Clearing - derivatives	1,896	1,293	1,325	1,401	1,476	1,405	1,340
Listing, of which	5,744	4,997	4,149	2,588	2,581	2,985	3,407
Listed company subscriptions	2,987	2,593	2,336	1,906			
Corporate actions	1,973	1,818	1,282	406			
Data Services	3,812	3,586	3,449	3,148	3,001	3,341	3,766
IT & Digital Services	7,397	7,072	7,353	5,206	3,884	3,085	2,614
Ancillary Services	1,309	1,266	1,465	1,538	2,172	1,515	1,530
<b>Turnover</b>	<b>47,135</b>	<b>37,864</b>	<b>36,127</b>	<b>30,735</b>	<b>33,369</b>	<b>26,585</b>	<b>27,411</b>
Hellenic Capital Market Commission fee	-1,961	-1,388	-1,337	-1,227	-1,217	-1,019	-1,063
Other revenue	0	0	0	0	0	0	0
<b>Total Revenue</b>	<b>45,174</b>	<b>36,476</b>	<b>34,790</b>	<b>29,507</b>	<b>32,152</b>	<b>25,565</b>	<b>26,348</b>
Revenue from stocks (trading & post trading)	17,899	11,963	11,680	10,931	11,105	9,133	9,626
Revenue from derivatives (trading & post trading)	2,698	1,836	1,880	1,988	2,095	1,995	1,913

### Revenue Analysis

Revenue from trading activity	28,873	20,943	19,711	18,253	21,731	15,659	
Revenue on securities' value (market cap)	5,744	4,997	4,149	2,588	2,581	2,985	
Revenue from services	12,518	11,924	12,267	9,892	9,057	7,941	
<b>Turnover</b>	<b>47,135</b>	<b>37,864</b>	<b>36,127</b>	<b>30,733</b>	<b>33,369</b>	<b>26,585</b>	

# Consolidated Statement of Comprehensive Income

## Expenses 2017 - 2023

	2023	2022	2021	2020	2019	2018	2017
Personnel remuneration & expenses	15,284	12,389	11,650	11,737	10,396	9,736	9,426
Remuneration	11,068	9,221	8,101	8,157	6,896	6,613	6,695
Social security	2,069	1,821	1,667	1,836	1,713	1,647	1,570
Termination benefits	612	215	603	700			
Other benefits	1,535	1,132	1,279	1,044			
Third party remuneration & expenses	1,654	1,949	1,856	1,930	886	638	814
Maintenance / IT support	2,175	2,137	1,868	1,691	1,469	1,444	1,311
Building / equipment management	708	737	654	572	627	491	514
Utilities	1,488	1,921	1,444	1,246	1,286	1,240	1,251
Other operating expenses	3,410	3,326	2,774	2,416	2,758	3,327	3,652
Taxes	1,442	1,518	1,461	1,577	1,495	1,308	1,398
<b>Total operating expenses (OPEX)</b>	<b>26,161</b>	<b>23,977</b>	<b>21,707</b>	<b>21,170</b>	<b>18,917</b>	<b>18,183</b>	<b>18,365</b>
<i>OPEX excluding personnel</i>	10,877	11,588	10,057	9,432	8,521	8,448	8,940
<i>Head count (end of the year)</i>	254	236	228	230	218	227	221
<i>Avg. employee expenses (€)</i>	62,384	53,401	50,873	52,397	46,724	43,464	42,364
<i>Avg. employee expenses (excl. termination benefits, €)</i>	59,886	52,474	48,240	49,272	46,724	43,464	42,364
<i>Average remuneration (€)</i>	45,200	39,700	35,400	36,400	31,000	29,500	30,100

# Consolidated Statement of Comprehensive Income Profitability 2017 - 2023

	2023	2022	2021	2020	2019	2018	2017
<b>EBITDA</b>	<b>19,013</b>	<b>12,482</b>	<b>13,083</b>	<b>8,338</b>	<b>13,235</b>	<b>7,383</b>	<b>7,983</b>
Depreciation	-3,822	-3,754	-4,498	-4,210	-4,083	-3,504	-3,059
<b>Earnings Before Interest &amp; Taxes (EBIT)</b>	<b>15,191</b>	<b>8,728</b>	<b>8,585</b>	<b>4,128</b>	<b>9,152</b>	<b>3,879</b>	<b>4,924</b>
Capital income	722	52	88	117	366	565	321
Dividend income	395	306	197	100			
Income from participations	430	698	243	14	108		
Income from tax returns	0						
Real estate asset revaluation	170	71	465	682		-300	
Provisions against other risk							
Profits / (losses) from securities (bonds / stocks)							
Financial expenses	-46	-62	-112	-133	-145	-135	-167
<b>Earnings Before Tax (EBT)</b>	<b>16,862</b>	<b>10,418</b>	<b>9,466</b>	<b>4,908</b>	<b>9,481</b>	<b>4,009</b>	<b>5,078</b>
Income tax	-3,861	-2,204	-1,259	-1,038	-3,402	-981	-2,002
Tax on untaxed reserves (Law 4172/2013)							
Extraordinary tax (Laws 3808/2009 & 3845/2010)							
Minority interest							
<b>Earnings After Tax (EAT)</b>	<b>13,001</b>	<b>8,214</b>	<b>8,207</b>	<b>3,870</b>	<b>6,079</b>	<b>3,028</b>	<b>3,076</b>
<i>Effective consolidated income tax rate (%)</i>	22.9%	21.2%	13.3%	21.1%	35.9%	24.5%	39.4%
<i>Nominal corporate income tax rate (%)</i>	22.0%	22.0%	22.0%	24.0%	24.0%	29.0%	29.0%

(#) In **FY 2022**, the useful life of Buildings increased to 50 years (from 25 previously) leading to a reduction in depreciation

## Taxation Main Taxes / Fees Shown

Tax	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Comment
<b>Corporate Income Tax</b>	25%	24%	24%	20%	20%	26%	26%	29%	29%	29%	29%	24%	24%	24%	22%	22%	22%	
<b>Value Added Tax (VAT)</b>	19%	19%	21% 23%	21%	21%	23%	23%	23%	23%	23%	23%	24%	24%	24%	24%	24%	24%	1.4.2005: 18% -> 19% 1.4.2010: 19% -> 21% 1.7.2010: 21% -> 23% 1.6.2016: 23% -> 24%
<b>Hellenic Capital Market Commission Fee</b>	<p><b>Cash Market</b> 10% of trading revenue (starting on 30.11.1991) 5% of revenue from MTFs (EN.A) (starting on 30.10.2007) 7% of revenue from clearing &amp; settlement (starting on 30.11.1991)</p> <p><b>Derivatives Market</b> 5% of trading revenue (starting on 15.9.2006) 3.5% of revenue from clearing &amp; settlement (starting on 15.9.2006) (applicable rates are 50% of those for the cash market)</p>																	
<b>Withholding Tax (Dividends)</b>	10%	10%	21%	25%	25%	25%	10%	10%	15%	15%	10%	10%	10%	5%	5%	5%	5%	
<b>Tax on Stock Sales</b>	15bp (0.15%)		(20bp 0.20%)								10bp							1.4.2011 -> 20bp 1.1.2024 -> 10bp
<b>Capital Gains Tax</b>	No Capital Gains Tax until 2013						15% *											* Applies to Greek private investors, for shares purchased after 1.1.2009 and for those owning > 0.5%

## Useful Links

### [Profile of our Market & Group](#)

A 2-page summary description of our Market and our Group

### [Axia Securities \(Axia Numbers\)](#)

ATHEX publication showing investor activity in the cash market

### [World Federation of Exchanges \(WFE\)](#)

The site contains useful statistics, updated monthly

### [Hellenic Capital Market Commission \(HCMC\)](#)

The site of the Greek regulator

### [ATHEXGROUP Pricing Policy](#)

ATHEX Resolution 24 (trading)  
ATHEXCSD Resolution 18  
ATHEXClear Resolution 10

### [Federation of European Securities Exchanges \(FESE\)](#)

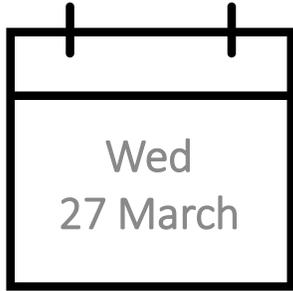
The site contains useful statistics on most major European Exchanges, updated monthly

### [European Securities & Markets Authority \(ESMA\)](#)

The site of the European regulator



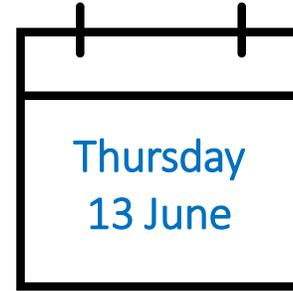
# 2024 Financial Calendar



FY 2023 Results



Q1 2024 Results

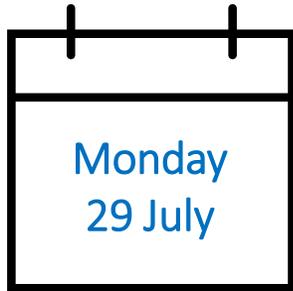


Annual General Meeting

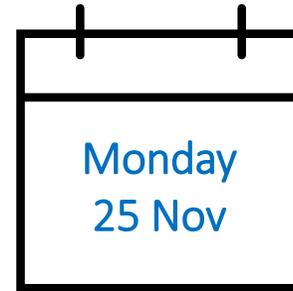


Dividend Dates

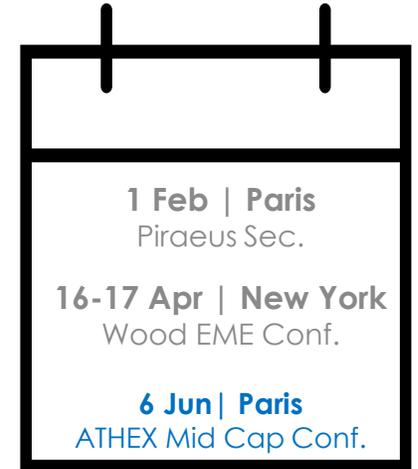
*(if a dividend is declared)*



6M 2024 Results



9M 2024 Results



Roadshows



The earnings call is scheduled to take place on the date following publication, @ 16.00 Athens time



 **Nick Koskoletos** – Chief Financial Officer

 **Stelios Konstantinou** - Head of Investor Relations Department

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**FISN:** ATHEX/REG SHS

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**OASIS:** EXAE

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