

HELEX Investor Relations Presentation

November, 12th 2013

Strategic Planning, Communication & I.R. Division





Synopsis – Group Structure

- Operator of the Greek Cash, Derivatives
 & Bonds Markets
- Vertical Integration: Trading, Clearing, Settlement and Registry systems
- HELEX listed on Athens Exchange (Aug. 2000)
 Market Cap. approx. €500m
- Fully privatized group (2003)
- Net Earnings

FY 2011: **€21.5**m

FY 2012: **€11.8m**

H1 2013: **€35.8**m





Group Restructuring

- Parent company «HELEX» to be merged with its 100% subsidiary «ATHEX» («HELEX ATHEX»)
- «HELEX ATHEX» will become the group's listed entity.
- Spin-off from «HELEX ATHEX» and contribution to its subsidiary «TSEC» of the Central Securities Depository business.
- «TSEC» renamed to reflect the new company function ('CSD'). Headquarters move to Athens
- «ATHEX Clear» will remain a 100% subsidiary of «HELEX ATHEX»
- Target date for completion of this process: 31.12.2013





Group Restructuring Timeline – New Company Structure

June 2013

The BoD of the Group approves the restructuring (Merger of HELEX with ATHEX; Central Registry and settlement services spin off to TSEC)
[Transformation balance sheets – 30.6.2013]

September 2013

- BoD approves the Draft merger agreement & the draft spin-off terms
- Submission of approved documents to the Ministry of Development – publication in the Gov't Gazette.

November 2013

- Repetitive GM 22 Nov @ 18:00 Athens more info here - http://www.helex.gr/web/guest/ir
- EGM decisions submitted to the authorities for approval

December 2013

Application for approval of restructuring process to the regulator (HCMC) - licenses amendment etc.



Cash & Derivatives
Markets Trading







100%

Company to be renamed

Central Securities
Depository Business

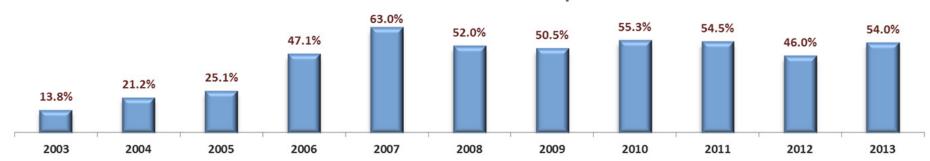


Shareholder Structure

By Investor Type	
International Investors	54.0%
Local Institutional Investors	18.4%
Local Retail Investors	13.9%
Local Banks	10.9%
Other	1.8%
ATHEX Members	1.0%
Management Team	0.1%

By Country of Or	igin
Greece	46.0%
USA	12.4%
Luxembourg	10.4%
United kingdom	8.0%
ayman Islands	7.8%
Switzerland	3.8%
Norway	2.1%
Other	9.4%

International Investor Participations



Source: HELEX, November 8th 2013





Athens Exchange Market Size





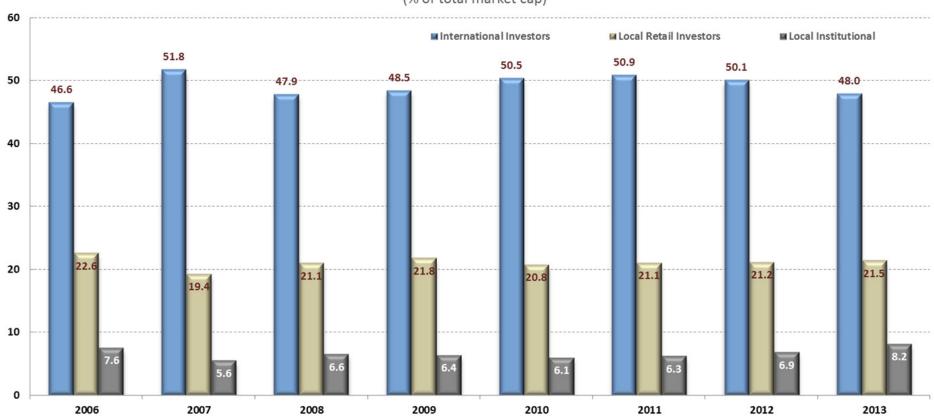




Athens Exchange Market Structure

Investor Participation in Athens Exchange

(% of total market cap)



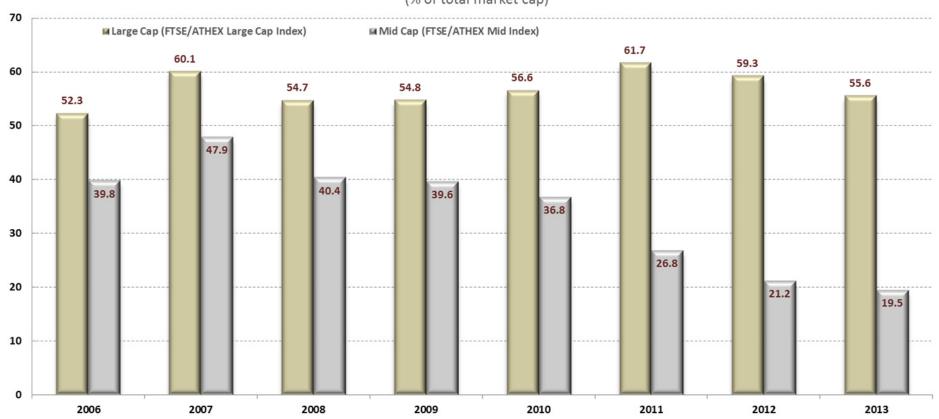




Athens Exchange Market Structure

International Investor Participation in ATHEX Large & Mid Cap Stocks

(% of total market cap)



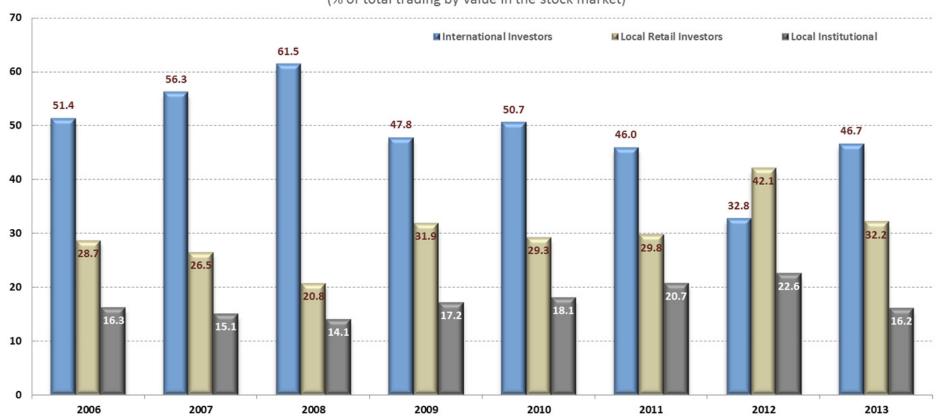




Athens Exchange Trading Activity

Analysis of Investor Mobility in Athens Exchange

(% of total trading by value in the stock market)







Group Pricing Policy Main Fees Shown Only

Fees charged to both sides (counterparties)
 Post-trading fees unbundled in 2010
 Fees in the derivatives market depend on the product, the type of investor, the investor's level of activit and the price of the underlying security; because of the complexities, the avg. revenue per contract is shown Post-trading fees unbundled in 2010

Fee	Fee Description - Rates						Comment				
ree	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	Comment
Cash Market											
Trading (1)	2bp	2bp	2bp	1.5 bp	1.5 bp	1.5bp	1.25bp	1.25bp	1.25bp	1.25bp	Value Based 1.7.2010: 1.5 bp -> 1.25 bp
Trading (Block Trades)	2bp	2bp	2bp	1.0bp	1.0bp	1.0bp	1.0bp	1.0bp	1.0bp	1.0bp	Value Based
Block Trades (% of Total)	16.6%	19.2%	20.1%	22.8%	17.0%	9.1%	6.3%	8.9%	5.1%	7.8%	Value Based
Direct Market Access (DMA)	0.5bp	0.5bp 0.5bp 0.5bp Fee abolished on 1.4.2007									
Use of the Trading Infrastructure	-		-	Scala	able, base	ed on the	value of ti	ades			
Clearing, Settlement & Registration (1, 2)	2.5bp	2.5bp	2.5bp	2.5 bp	2.5 bp	2.5bp	2.5bp	-	-		Value Based, until 30.6.2010
Clearing (1, 2)	-	-	-	-	-	-	2.0bp	2.0bp	2.0bp	2.0bp	Value Based
Settlement & Registration (1, 2)	-	-	-	-	-	-	0.5bp/ €0.50	€0.50	€0.50	€0.50	1.7.2010: 2.5bp -> 2.0bp + 0.50bp 27.9.2010: 0.50bp -> €0.50 / Settlement Instruction
Listed Company Subscriptions	[Fee		• • • • • • • • • • • • • • • • • • • •				/'s market i: 0.002%;	•		005%]	
Rights Issues	ATHEX: 10bp (0.10%) of the value being raised [50% discount given in some cases] HELEX: scalable, capped at €180 thousand										
IPOs	8bp (0.08%) of the value of the shares being listed [for a total value up to €1.5bn, lower fees for higher IPO values]										
Derivatives											
Average Revenue (€ / Contract) (1, 3)	1.35	1.02	1.00	1.00	0.98	0.71	0.75	0.54	0.27	0.39	Fee reductions implemented in '05, '10 (Aug) and '12.



Turnover Drivers

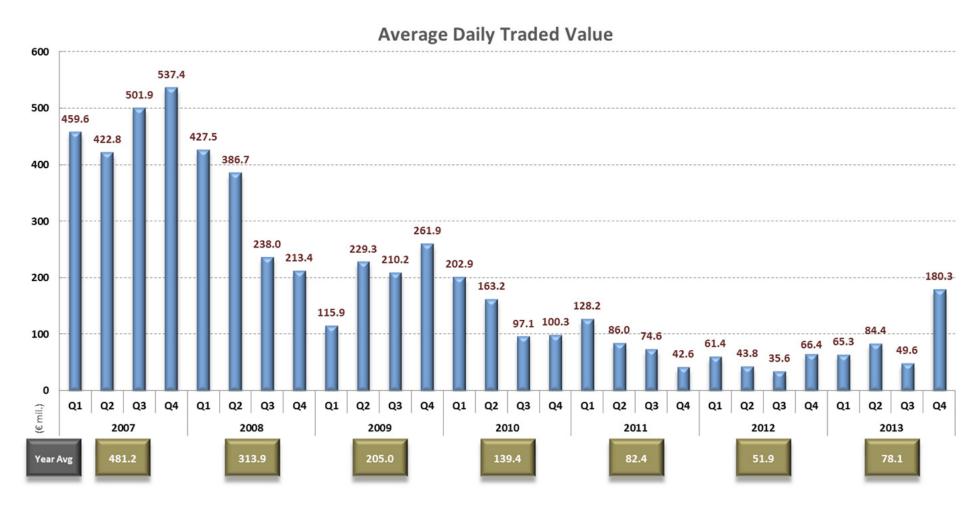
Revenue Analysis

Revenues from	H1-2013	H1-2012	%	Δ
Nevendes from	111 2013	111 2012	Total	'13 - '12
Trading	3,079	2,543	5.2%	21.1%
Clearing	6,341	5,093	10.7%	24.5%
Settlement	12,801	485	21.5%	2539.4%
Exchange Services	31,375	2,831	52.8%	1008.3%
Depository Services	2,544	1,722	4.3%	47.7%
Clearinghouse Services	171	179	0.3%	-4.5%
Data Feed	1,877	2,087	3.2%	-10.1%
IT Services	565	453	1.0%	24.7%
Revenue from Re-invoiced Expenses	663	491	1.1%	35.0%
Other Services	52	418	0.1%	-87.6%
Turnover from Main Activites	59,468	16,302	100.0%	264.8%
X-NET Revenues	402	204		97.1%
Revenue from New Activities	0	1,510		
Total Turnover				
(including new activities)	59,870	18,016		232.3%
H.C.M.C. Fee	-696	-550		26.5%
Operating Revenue	59,174	17,466		238.8%
Non - Recurring Renenue	0	453		
Total Revenues				
(including other revenues and HCMC fee)	59,174	17,919		230.2%
(amounts in € thousand)				





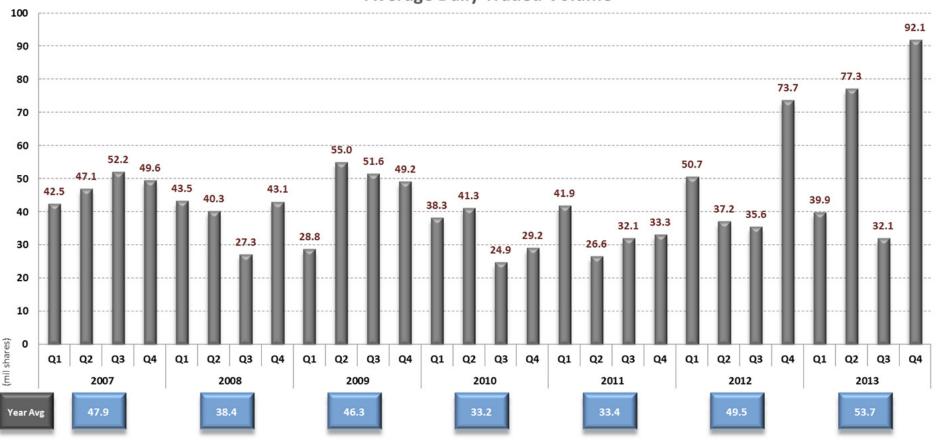
Athens Exchange Cash Market Trading Activity





Athens Exchange Cash Market Trading Activity

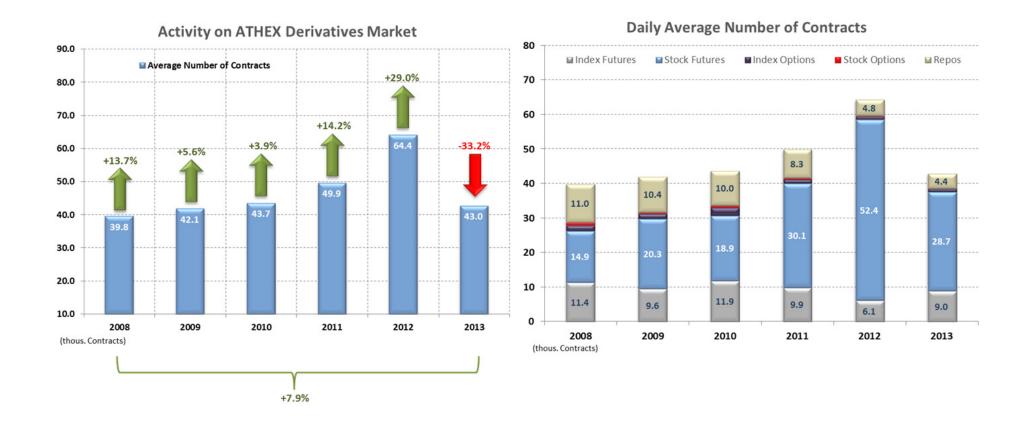
Average Daily Traded Volume





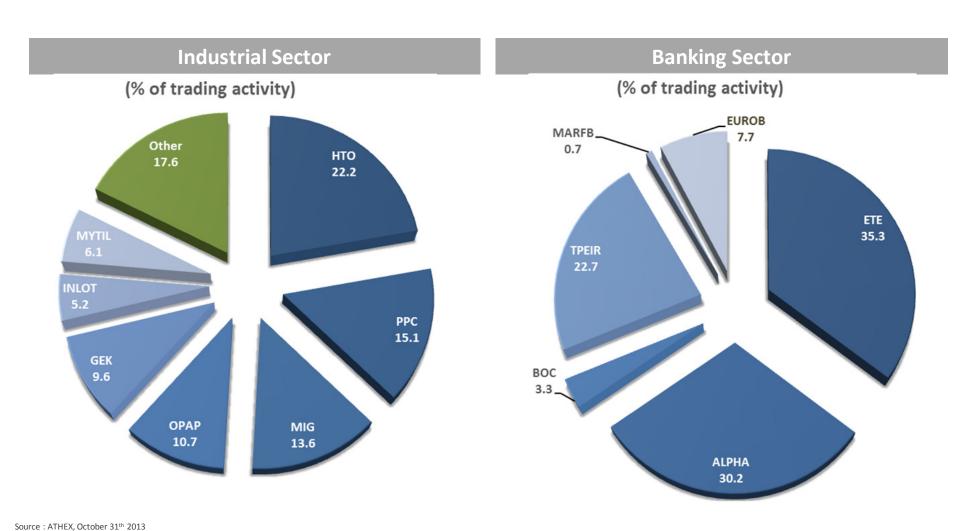


Market Data Derivatives Market Volume Traded





Market Data Stock Futures Break Down



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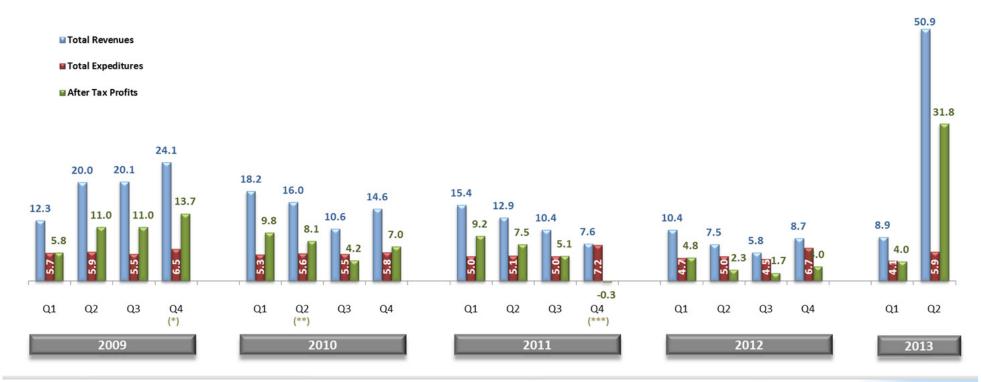




Revenues – Expenses - Profitability

- > (*) does not include extraordinary tax of €12.1m.
- > (**) does not include extraordinary tax €7.9m.
- > (***) The result includes non-recurring financial expenses of €2m due to the loss in the bond portfolio of the Group from the exchange of the NBG bond for cash

Changes							
	Δ H1-13 / H1-12	Δ H1-13 / H2-12					
Total Revenues	184.0%	251.2%					
Total Expenses	-39.1%	-47.2%					
After Tax Profits	345.9%	583.1%					

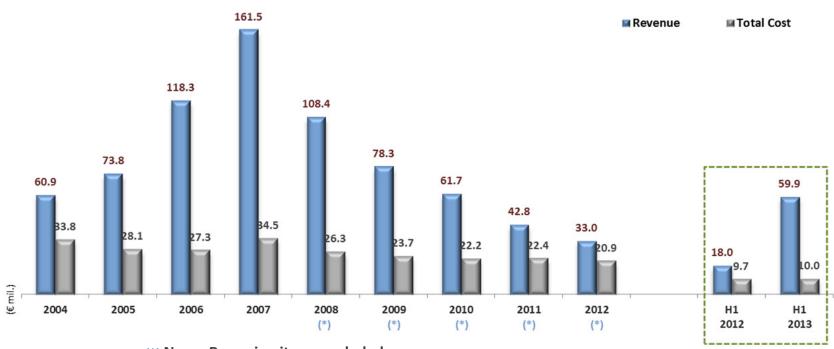




Key Financials Revenue & Expenses Analysis

Revenue & Expenses

(Including New Activities, Excluding Non - Recurring Items, Excluding Fees to HCMC)



(*) Non – Recurring items excluded:

2008: €7.0m - Profit from building sale - €3.2m; Reversal of provision - €3.3m et al 2009: €1.8m - Claim on tax paid on the Capital Market Commission fee in FY 2000

2010: €0.5m -

2011: €5.1m - Claim on tax paid on the Capital Market Commission fee (€2.4m) et al. (€2.7m)

2012: €0.5m - Claim on tax paid on the Capital Market Commission fee in FY 2002



Cost Drivers

Cost & Expenses Analysis

Expenses from	H1-2013	H1-2012	% Total	Δ '13 - '12
Personnel Remuneration & Expenses	5,245	6,110	63.3%	-14.2%
Third Party Renumeration & Expenses	274	232	3.3%	18.1%
Utilities	409	352	4.9%	16.2%
Maintenance / IT Support	707	610	8.5%	15.9%
Taxes-VAT	472	500	5.7%	-5.6%
Building / Equipment Management	369	367	4.5%	0.5%
Marketing & Advertising Expenses	62	130	0.7%	-52.3%
Participation in Organizations Expenses	163	161	2.0%	1.2%
Insurance Premiums	242	229	2.9%	5.7%
Operating Expenses	164	172	2.0%	-4.7%
BoG - Cash Settlement	31	73	0.4%	-57.5%
Other Expenses	154	188	1.9%	-18.1%
Total Operating Expenses	8,292	9,124	100.0%	-9.1%
X-NET Expenses	214	175		22.3%
Re - Invoiced Expenses	436	353		23.5%
Expenses from New Activities	10	0		
Non Recurring Expenses	1,000	0		
VAT on New Activities & Re - Invoiced Expenses	60	79		-24.1%
Total Operating Expenses	40.040	0.724		
(including new activities)	10,012	9,731		2.9%

(amounts in € thousand)

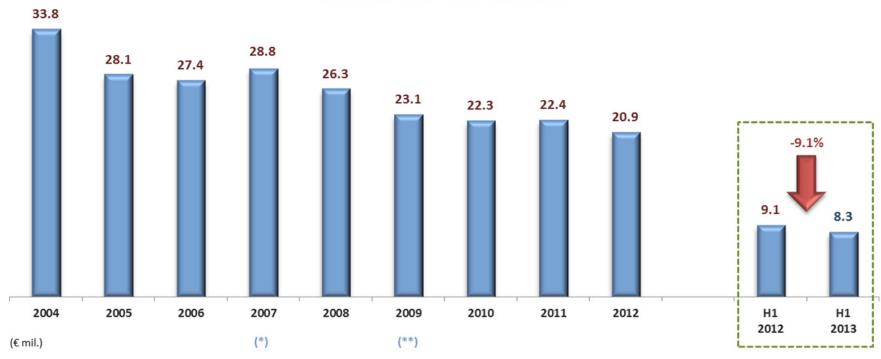




Impressive Cost Reduction

Operational Expenses

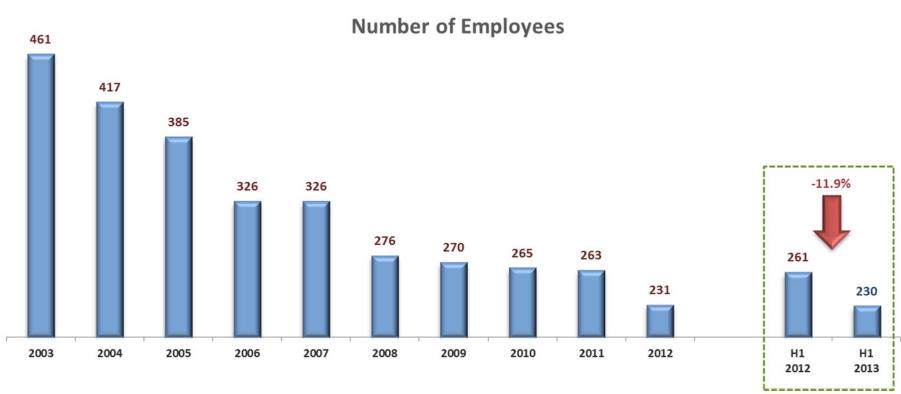
(Excluding Non - Recurring Items)



- (*) 2007 figure does not include extraordinary costs of €5.7m
- (**) 2009 figure does not include extraordinary costs of €0.5m



HELEX Group Personnel



Personnel Costs accounted for 62% of operating expenses in 2012

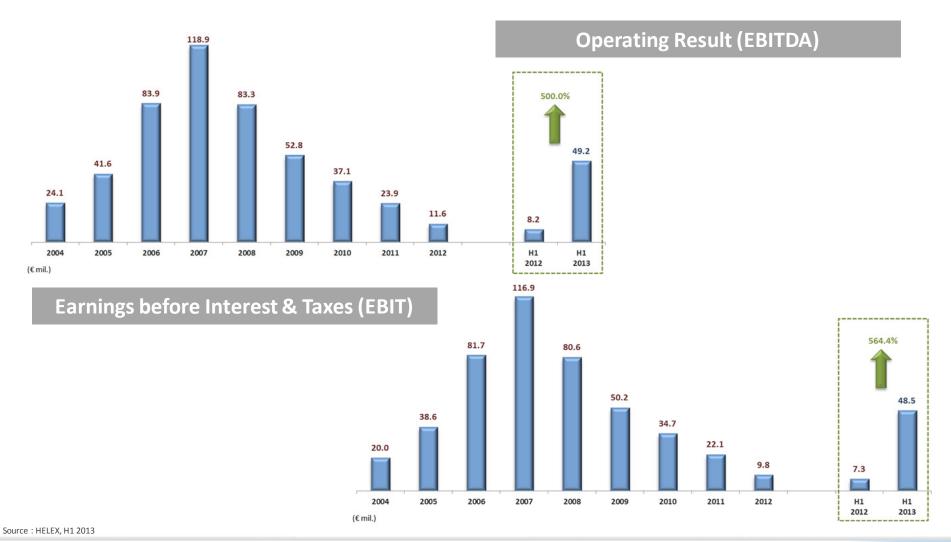
Reduction of ~45% in 2004 - 2012

Voluntary Retirement Scheme (VRS) implemented in 2012



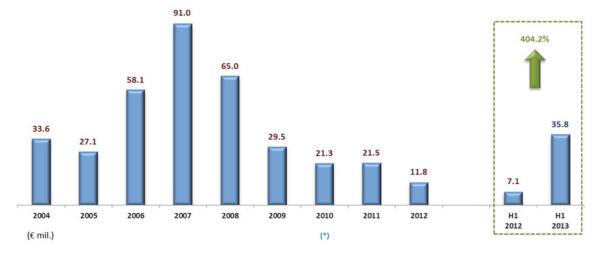


Key Financials



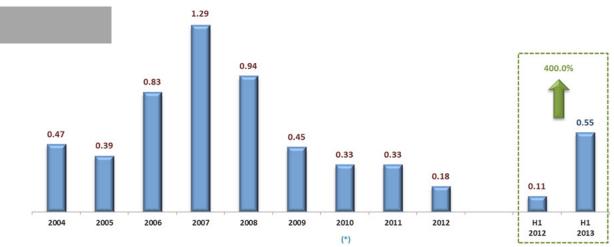


Profitability



Earnings per Share

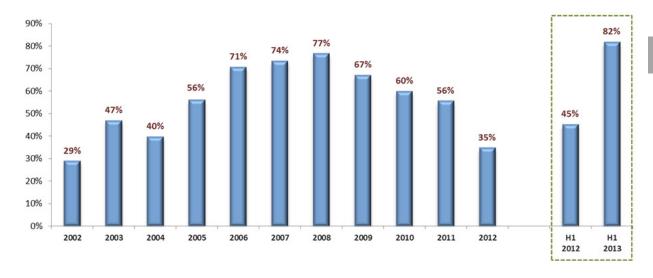
Net Profit after Tax



(*) after € 7.9m extraordinary tax in 2010 Source: HELEX, H1 2013

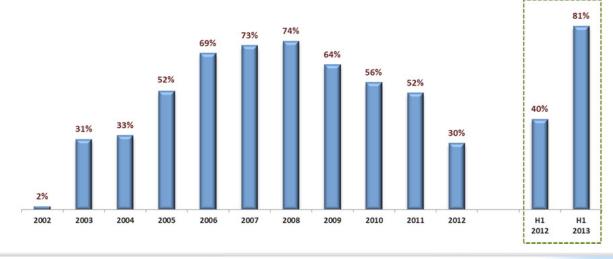


Profit Margins



EBITDA Margin

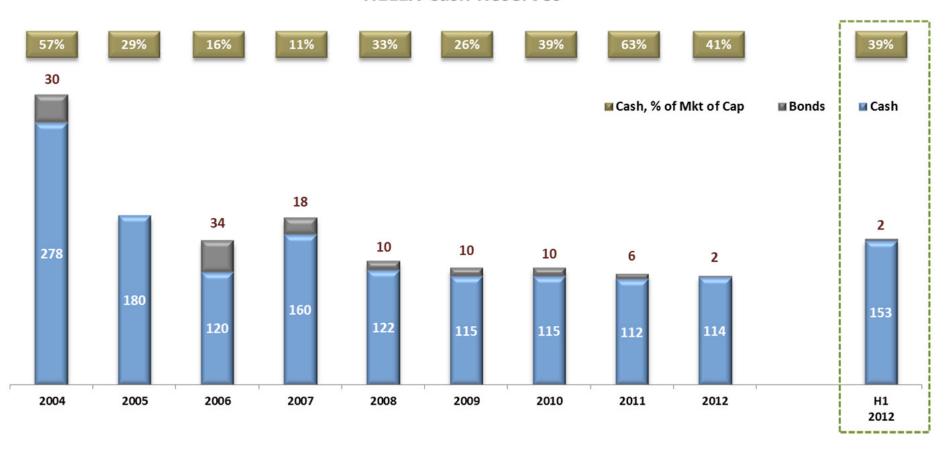
EBIT Margin





Group Cash Position

HELEX Cash Reserves



Source: HELEX, H1 2013, HELEX Market Capitalization on Dec 31st unless otherwise indicated, 2013 HELEX Market Capitalization June 28th 2013





Dividends Year Paid



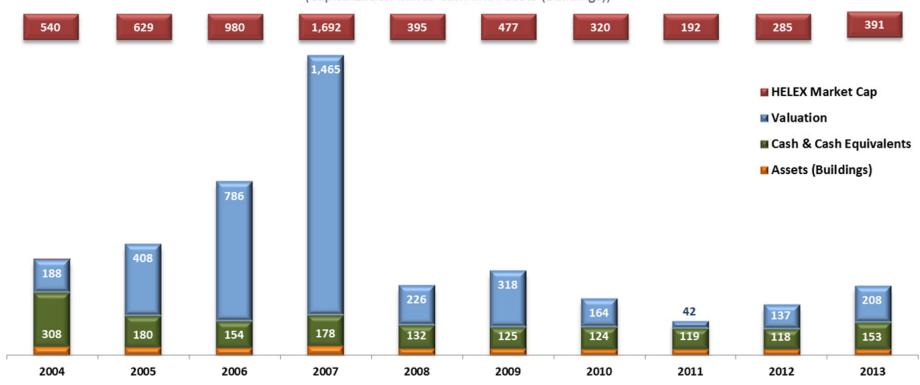
Source: HELEX



Group Valuation

HELEX Valuation as Going Concern

(Capitalization minus Cash and Assets (Buildings))



Source: HELEX, H1 2013, HELEX Market Capitalization on Dec 31st unless otherwise indicated, 2013 HELEX Market Capitalization June 28th 2013





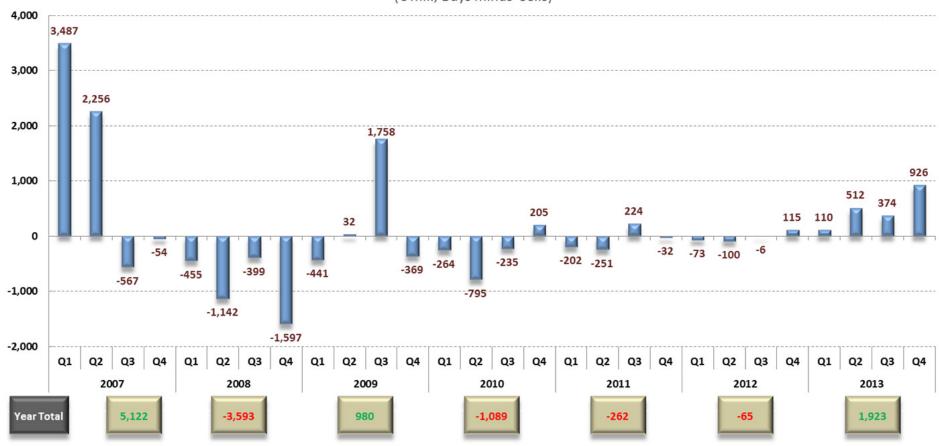
Appendix



Cash Market Capital Flows

Capital Flows from International Investors







Market Data Cash Market Activity

Period

Average Daily Traded Value

Average Daily Traded Volume

	2013	2012	2011	2010	2013	Δ 2013- 2012	2013	2012	2011	2010	Δ 2013- 2012
					(‡)						
Jan	71.0	51.2	112.3	230.4	70.9	38.6%	46.3	40.5	41.1	40.7	14.3%
Feb	59.0	84.2	147.9	207.1	59.0	-29.9%	34.9	64.6	53.3	39.1	-46.0%
Mar	65.5	50.6	124.9	175.9	65.5	29.5%	37.9	48.2	31.9	35.9	-21.5%
Q1	65.3	61.5	128.3	203.0	65.3	6.3%	40.0	50.8	41.9	38.4	-21.4%
Apr	63.0	28.6	86.3	235.1	63.0	119.8%	49.7	25.1	26.7	54.7	97.9%
May	127.8	48.2	85.3	160.0	127.8	165.1%	125.8	35.3	25.5	39.9	255.8%
Jun	64.8	52.0	86.6	100.8	64.8	24.5%	59.5	49.6	28.0	30.6	20.0%
Q2	84.4	43.9	86.0	163.2	84.4	92.4%	77.3	37.2	26.7	41.4	107.8%
H1	74.8	52.9	107.0	182.8	7 4.8	41.3%	58.5	44.2	34.3	39.9	32.2%
Jul	41.4	24.1	98.4	104.0	45.1	71.5%	35.4	25.4	32.1	24.8	39.1%
Aug	45.1	21.9	67.1	78.1	63.0	105.4%	27.5	22.6	32.6	17.9	22.1%
Sep	63.0	63.3	59.4	109.4	152.0	-0.4%	33.0	61.3	31.8	32.2	-46.2%
Q3	49.6	35.6	74.6	97.2	49.6	39.2%	32.1	35.6	32.2	24.9	-10.0%
Oct	180.3	79.0	49.9	129.5	0.0	128.2%	92.1	88.9	35.1	39.7	3.6%
Nov	0.0	63.7	49.9	98.7		0.0%	0.0	82.2	39.5	26.3	0.0%
Dec		53.7	28.4	75.4				44.2	25.5	22.7	
Q4	180.3	66.4	42.7	100.3	152.0	171.3%	92.1	73.8	33.4	29.2	24.8%
H2	82.6	50.9	58.9	98.7	75.5	62.3%	47.2	54.6	32.8	27.1	-13.4%
Year	78.1	51.9	82.5	139.4	75.1	50.5%	53.7	49.5	33.5	33.3	8.6%

(€ mil.)

(‡ excl. public sector placements w/ reduced fees for ATHEX)

Source: ATHEX, October 31th 2013

(mil. shares)





Market DataDerivative Product Activity

Period	Average Daily Number of Contracts
--------	-----------------------------------

	2013	2012	2011	2010	Δ 2013-
	2015	2012	2011	2010	2012

Jan	64.9	57.7	38.4	43.6	12.5%
Feb	45.5	87.3	68.2	52.4	-47.9%
Mar	78.9	85.1	71.1	56.9	-7.2%
Q1	62.7	76.7	59.4	51.3	-18.3%
Apr	46.3	41.0	32.7	56.4	13.0%
May	29.5	47.7	35.1	39.5	-38.1%
Jun	41.1	84.9	63.0	42.5	-51.6%
Q2	39.2	58.4	43.8	46.0	-32.8%
H1	51.0	67.8	51.6	48.6	-24.8%
Jul	24.9	31.4	38.1	29.4	-20.7%
Aug	21.6	23.2	38.5	31.2	-7.1%
Sep	35.3	82.6	63.4	58.0	-57.3%
Q3	27.2	44.6	46.8	39.5	-39.0%
Oct	46.1	76.5	54.6	33.9	-39.7%
Nov	0.0	75.8	46.4	36.2	0.0%
Dec		81.6	49.0	45.5	
Q4	46.1	77.7	49.9	38.7	-40.7%
H2	32.0	61.0	48.3	39.1	-47.6%
Year	43.0	64.4	49.9	43.7	-33.2%

(ths contracts)

Warrants

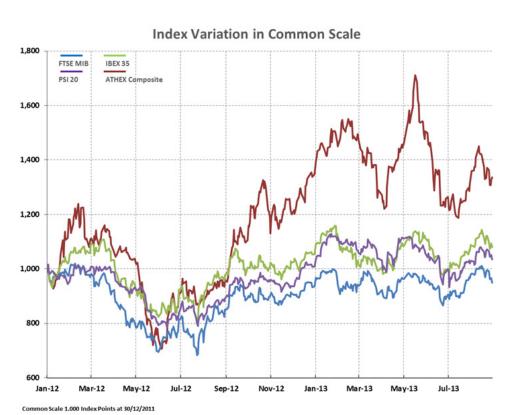
Avera	age Daily	Average Daily			
Trade	ed Value	Trade	d Volume		
2013	Weight on Cash Mkt (%)		Weight on Cash Mkt (%)		

		•••••			
9.3	14.3	13.5	22.7		
9.3	11.0	13.5	17.5		
9.3	12.4	13.5	23.1		
5.3	12.7	9.8	27.6		
4.9	10.9	5.8	20.9		
4.6	7.2	4.9	14.9		
4.9	9.9	6.9	21.5		
19.6	10.9	22.2	24.1		
0.0	0.0	0.0			
19.6	10.9	22.2	24.1		
8.6	10.5	10.8	22.8		
8.7	11.2	11.1	20.7		
(€ mil.)	(mil. warran	ts)		





European Peers Index Volatility



Index Returns (%)

	.ATG	.IBEX	.FTMIB	.PS120
2009	22.93	29.84	19.47	33.47
2010	-35.62	-17.43	-13.23	-10.34
2011	-51.88	-13.11	-25.20	-27.60
2012	33.43	-4.66	7.84	2.93
2013	30.87	21.31	18.92	10.45

Index Volatility (%)

	.ATG	.IBEX	.FTMIB	.PS120
2009	34.22	18.10	19.75	14.59
2010	23.74	20.84	18.08	14.08
2011	45.80	34.54	43.18	27.28
2012	35.71	21.03	21.69	15.42
2013	26.21	16.79	18.72	19.21

Index Correlation (%)

	.ATG	.IBEX	.FTMIB	.PS120
.ATG	100.00			
.IBEX	25.85	100.00		
.FTMIB	27.96	85.09	100.00	
.PS120	28.23	67.70	66.12	100.00

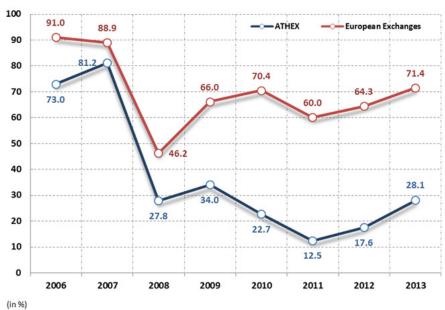
Source: ATHEX, REUTERS, October 31th 2013



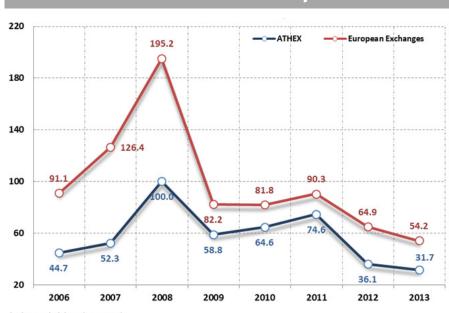


European Peers Comparison

Market Cap / GDP



Turnover Velocity

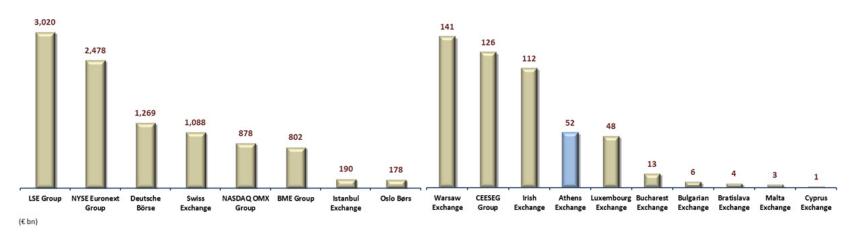


(Value Traded / Market Cap, %)

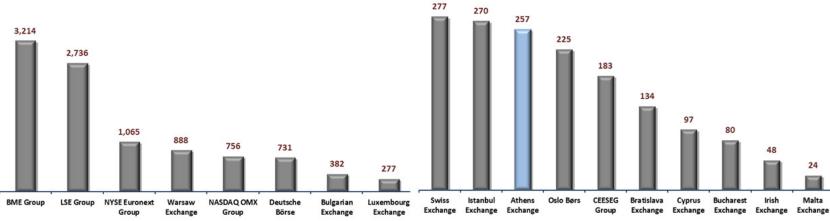


European Peers Comparison

Market Capitalization



Number of Listed Companies

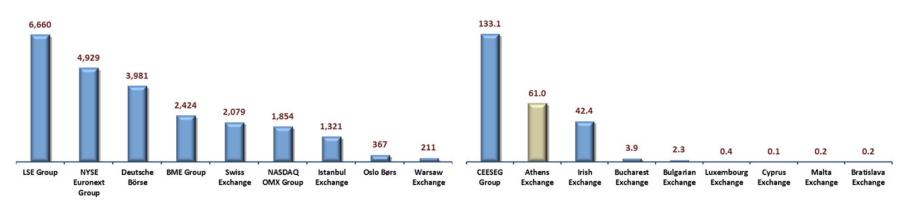


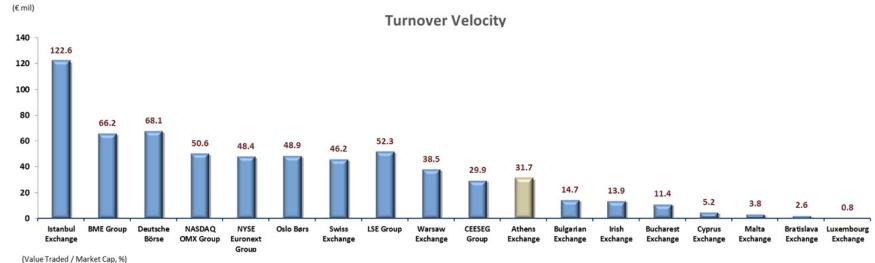
Source: ATHEX, FESE, Eurostat, September 30th 2013



European Peers Comparison

Average Daily Value Traded



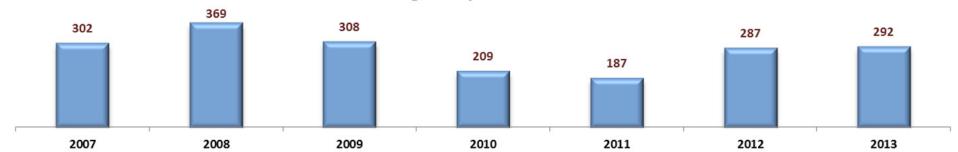


Source: ATHEX, FESE, Eurostat, September 30th 2013



HELEX Share Facts

Average Daily Traded Volume



(volume in thousand shares)

Share Price: € 7.76

Outstanding Shares: 65,368,563

Market Capitalization: €500m

Free Float: 100%

FTSE/ATHEX Large Cap Index since 01.12.2012

MSCI Greece Index since 01.06.2012

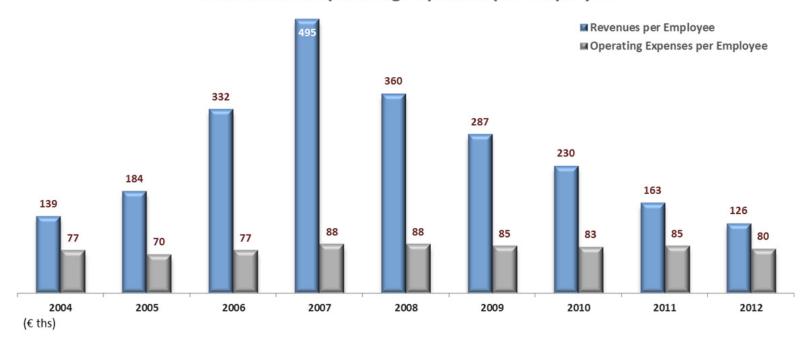
Turnover Velocity (Value Traded ÷ Market Capitalization)	Liquidity (Shares Traded ÷ Shares Outstanding)
2007: 111%	2007: 108 %
2008: 141%	2008: 130 %
2009: 112%	2009: 117%
2010: 82 %	2010: 81%
2011: 76 %	2011: 72%
2012: 109 %	2012: 109%
2013: 106%	2013: 107 %

Source: ATHEX, October 31th 2013, Turnover Velocity and Liquidity Annualized for 2013



Revenues & Expenses per Employee

Revenues & Operating Expenses per Employee



Data are under IFRS for 2004 – 2012 Average Number of employees per year



Turnover Drivers 2012

Revenue Analysis

Revenues from	2012	2011	% Total	Δ '12 - '11
Trading	4,952	7,649	16.0%	-35.3%
Clearing	10,027	14,875	32.4%	-32.6%
Settlement	767	1,221	2.5%	-37.2%
Exchange Services	4,844	7,137	15.7%	-32.1%
Depository Services	2,851	4,051	9.2%	-29.6%
Clearinghouse Services	357	560	1.2%	-36.3%
Data Feed	3,940	4,256	12.7%	-7.4%
IT Services	932	1,032	3.0%	-9.7%
Revenue from Re-invoiced Expenses	1,454	1,101	4.7%	32.1%
Other Services	782	451	2.5%	73.4%
Turnover from Main Activites	30,906	42,333	100.0%	-27.0%
X-NET Revenues	626	479		30.7%
Revenue from New Activities	1,510	0		
Total Turnover (including new activities)	33,042	42,812		-22.8%
H.C.M.C. Fee	-1,076	-1,638		-34.3%
Operating Revenue	31,966	41,174		-22.4%
Non - Recurring Renenue	453	5,107		-91.1%
Total Revenues	32,419	46,281		-30.0%
(including other revenues and HCMC fee) (amounts in € thousand)		-,		

(amounts in € thous and)







Cost Drivers 2012

Cost & Expenses Analysis

Expenses from	2012	2011	% Total	Δ '12 - '11
Personnel Remuneration & Expenses	12,697	12,201	41.1%	4.1%
Third Party Renumeration & Expenses	510	656	1.7%	-22.3%
Utilities	787	791	2.5%	-0.5%
Maintenance / IT Support	1,343	1,750	4.3%	-23.3%
Taxes-VAT	1,166	1,321	3.8%	-11.7%
Building / Equipment Management	721	760	2.3%	-5.1%
Marketing & Advertising Expenses	190	236	0.6%	-19.5%
Participation in Organizations Expenses	285	310	0.9%	-8.1%
Insurance Premiums	513	505	1.7%	1.6%
Operating Expenses	378	510	1.2%	-25.9%
BoG - Cash Settlement	113	315	0.4%	-64.1%
Other Expenses	621	1,042		-40.4%
Total Operating Expenses	19,324	20,397		-5.3%
X-NET Expenses	431	408		5.6%
Re - Invoiced Expenses	944	1,332		-29.1%
Expenses from New Activities	0	0		
Non Recurring Expenses	0	0		
VAT on New Activities & Re - Invoiced Expenses	168	247		-32.0%
Total Operating Expenses	20.067	22.204		5.00/
(including new activities)	20,867	22,384		-6.8%
(amounts in € thousand)				

(amounts in € thousand







Taxation Main Taxes / Fees Shown

_	Rates									_	
Тах	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	Comment
Corporate Income Tax	35%	32%	29%	25%	25%	25%	24%	20%	20%	26%	
Value Added Tax (VAT)	18%	19%	19%	19%	19%	19%	23%	23%	23%	23%	1.4.2005: 18 -> 19% 1.4.2010: 19 -> 21% 1.7.2010: 21 -> 23%
Hellenic Capital Market Commission Fee	Cash Market 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 & settlement (starting on 30.11.1991) Derivatives Market 5% of trading revenue (starting on 15.9.2006) 3.5% of revenue from clearing & settlement (starting on 15.9.2006) (applicable rates are 50% of those for the cash market)							Art. 1 §§9-14 Decision 54138/B' 2197/9.12.2010 Art 1 §1 Decision 46794/B' 2156/30.10.2007 Art. 1 §§1-4 Decision 36730/B' 903/15.9.2006 Art 79 Law 1969/1991/A-167			
Withholding Tax (Dividends)	-	-	-	-	-	10%	10%	21%	25%	10%	
Tax on Stock Sales			1	5bp (0.15	%)			20bp	20bp	20bp	1.4.2011: 15bp -> 20bp (0.20%)
Capital Gains Tax	There is no capital gains tax in effect										



Useful Links ATHEX & HELEX

ATHEX Market Profile A 2 page summary description of our <u>market</u> . HELEX Highlights A 2 page summary description of our <u>Group</u> .	http://www.helex.gr/web/guest/profile-of-our-market-our-group
 HELEX Group pricing policy ATHEX Resolution 24 (trading) Fees table (post-trading) Summary fee schedule tables 	http://www.helex.gr/web/guest/helex-price-policy
ΑξΙΑημπbers ATHEX publication showing investor activity in the cash market.	http://www.helex.gr/index.php?option=com_content&task=s ection&id=29&Itemid=10375⟨=en
ADEX Monthly Trading activity statistics of the Athens Exchange derivatives market et al.	http://www.helex.gr/index.php?option=com_content&task=s ection&id=36&Itemid=10376⟨=en



Useful Links Other

X-NET	<u>www.xnet-markets.net</u>	The XNET site, the new service of Athens Exchange providing cross border transactions
Link Up Markets	www.linkupmarkets.com	Link Up Markets is a joint venture by ten leading CSDs, incl. HELEX
Federation of European Securities Exchanges	www.fese.eu	The site contains useful statistics on most major European Exchanges, updated monthly.
World Federation of Exchanges	www.world-exchanges.org	The site contains useful statistics, updated monthly.
Hellenic Capital Market Commission	www.hcmc.gr/pages/index.asp	The site of the regulator.



Financial Calendar - Contact Info

Financial Calendar

FY2012 Results

Monday March 11th 2013

Q1 2013 Results

Monday May 27th 2013

Annual General Meeting

Wednesday May 29th 2013

Dividend

Record date: Wednesday June 5th

Ex date: Monday June 3rd

Dividend payment

Tuesday June 11th 2013

H1 2013 Results

Monday July 29th 2013

Special Dividend

Record date: Friday September 27th

Payment: Thursday October 3rd

Extraordinary General Meeting

Monday November 11th

Repetitive Meeting – Fri Nov 22nd

9M 2013 Results

Monday November 25th

Georgia Mourla, Director of Strategic Planning, Communications & IR

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OASIS: **EXAE**

Bloomberg: **EXAE GA**

Reuters: **EXCr.AT**

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