

FY2024 Results | April 2025

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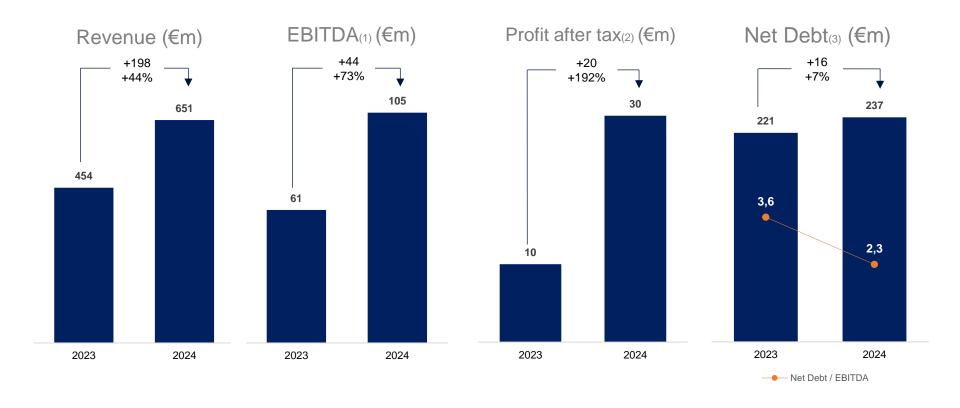
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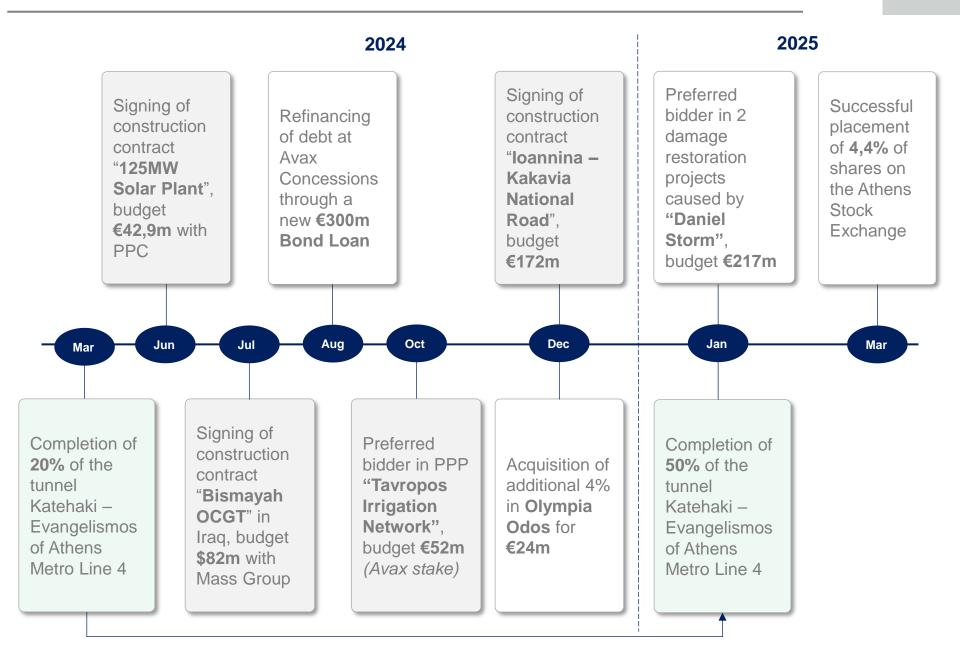
Proposed dividend distribution: €0,07/share

⁽¹⁾ EBITDA for 2024 not including extra-ordinary capital gain €8,8m from the sale of Volterra

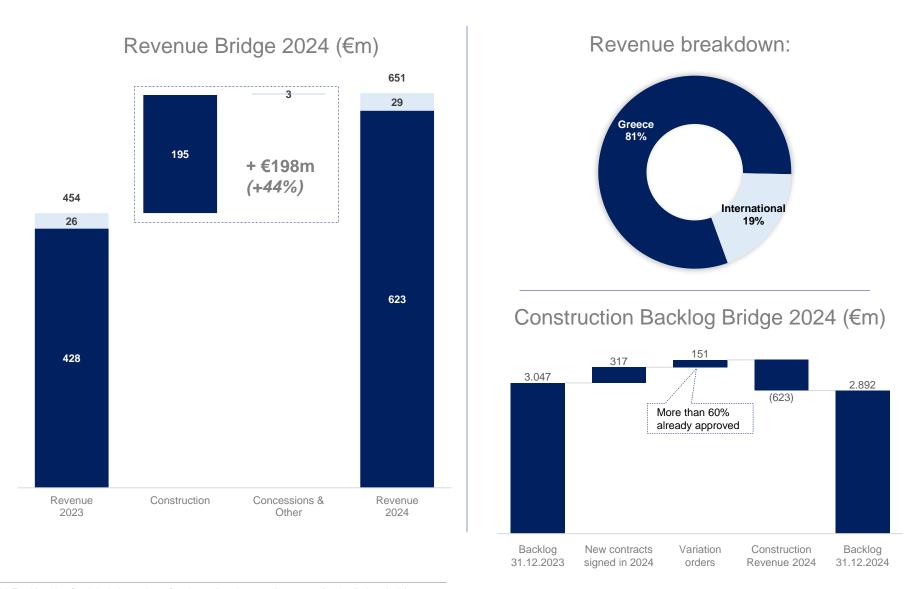
⁽²⁾ Profit after tax including extra-ordinary capital gain €8,8m from the sale of Volterra

⁽³⁾ Net Debt including finance leases (machinery under IFRS 16)







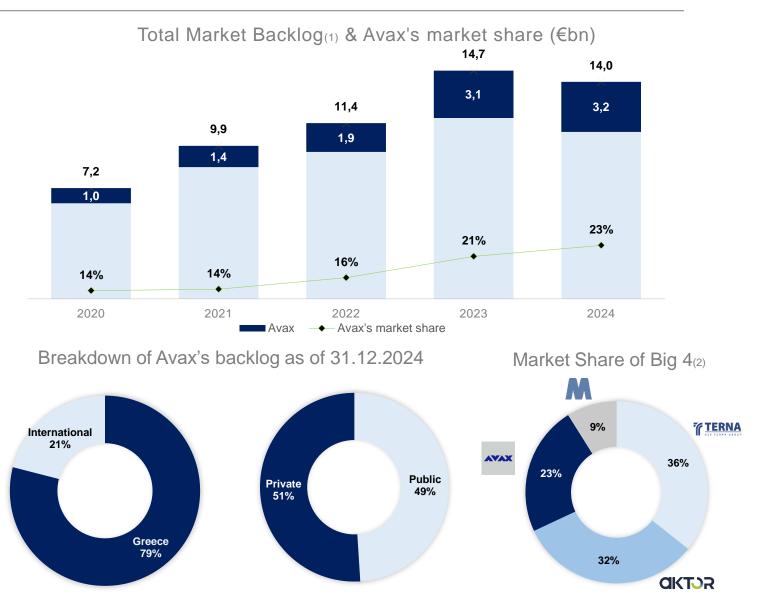


⁽¹⁾ Total backlog €3,2b includes projects € 0,3b pending signature (see annex for detailed analysis)

Note: Group concessions are consolidated through **a)** the fair value through other comprehensive income (participation stake less than 20%, such as Moreas) **b)** the equity method (participation stake between 20% and 50%, such as Attiki Odos, Olympia Odos, Aegean Motorway, Flyover, Ilia Waste Management and Limassol Marina) and **c)** full consolidation (participation stake more than 50%, such as Athens Marina). For both the fair value through OCI & equity method, consolidated EBITDA reflects the proportion (% participation stake) of each concession company's profit after tax, while no revenue is reflected in both cases.







⁽¹⁾ Total Backlog including contracts pending signature on each reference date as per the published data of each company (data as of 30.06.2024 have been taken into consideration for 2024)

⁽²⁾ Market share as of 30.06.2024 as per the published data of each company

EBITDA growth driven equally from margin improvement & construction revenue growth



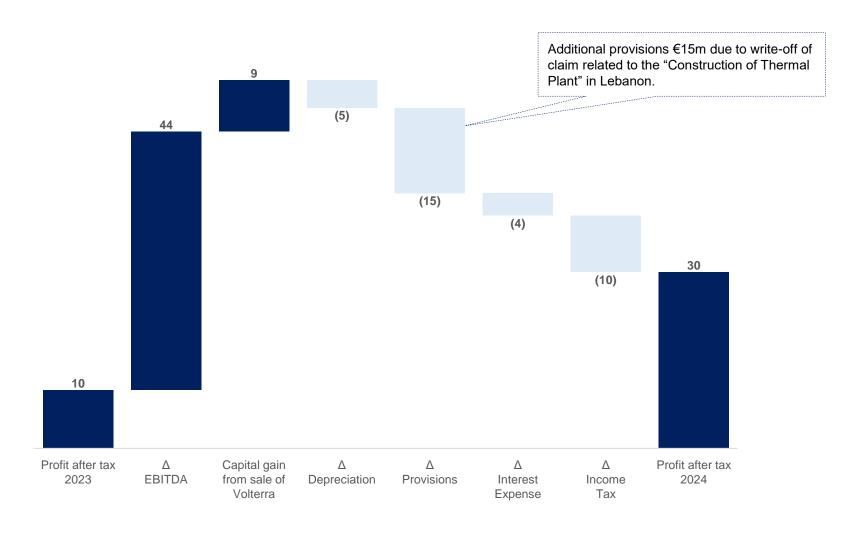




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Profit after tax Bridge 2024 (€m)



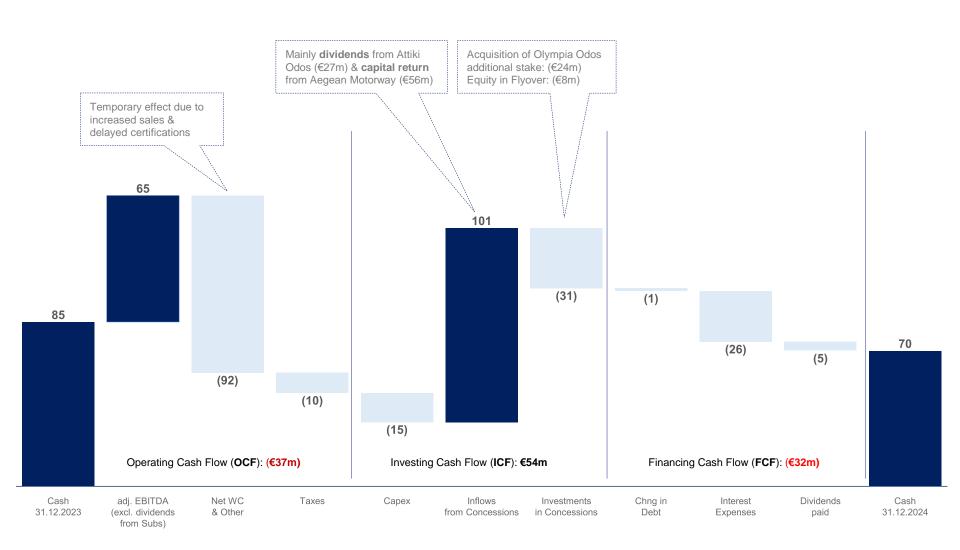
Consolidated Income Statement



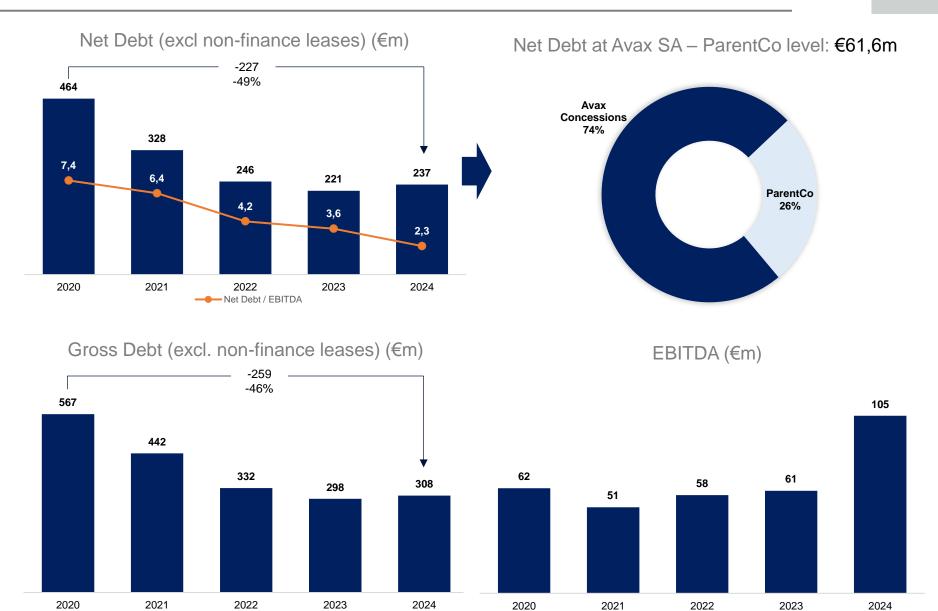
€m	FY2024	FY2023	у-о-у
Revenue	651,5	453,5	43,6%
EBITDA	105,3	60,8	73,3%
Provisions	(19,7)	(5,1)	289,6%
Depreciation	(22,9)	(18,2)	26,0%
EBIT	62,7	37,5	67,0%
Interest Expense	(24,7)	(20,8)	18,5%
Earnings before taxes	38,0	16,7	127,6%
Income Tax	(16,4)	(6,7)	145,8%
Net Earnings after taxes from continuing operations	21,6	10,0	115,5%
Net Earnings after tax from discontinued operations	8,8	0,4	
Net Earnings after tax from continuing & discontinued operations	30,4	10,4	192,4%
Minorities	(0,3)	(0,1)	227,8%
Net earnings after taxes & minorities	30,1	10,3	192,1%
Net Earnings after taxes & minorities per share (EPS)	0,20	0,07	



Cash Flow Bridge 2024 (€m)

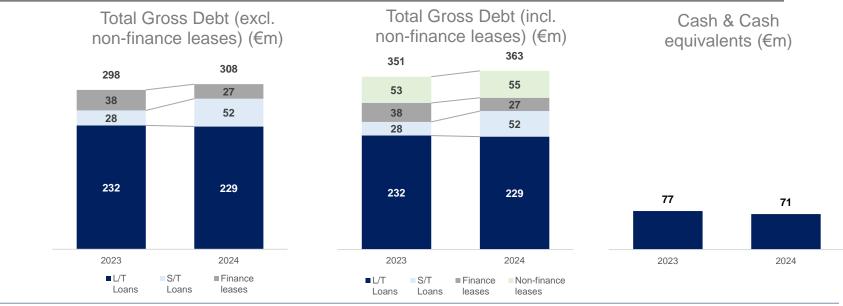


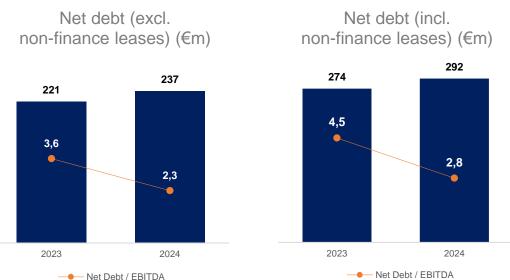




Debt breakdown per type



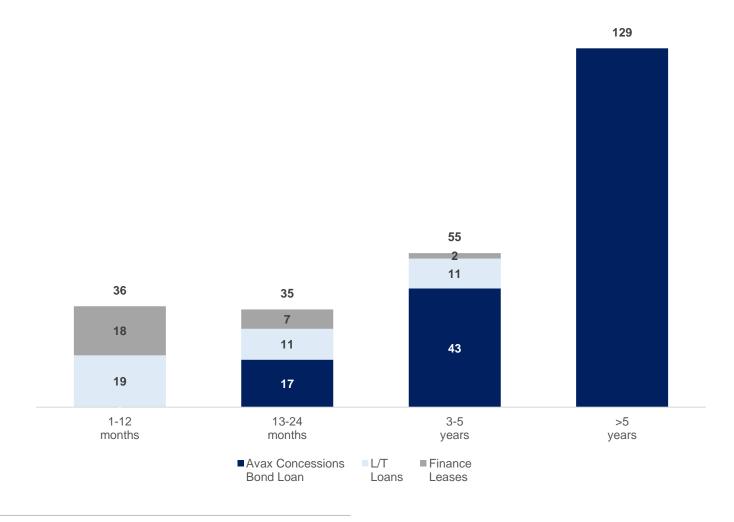




Note: Non-finance leases include: 1) the PV of rents of the Avax HQ's in Maroussi ($\mathbf{<17m}$) with Trastor REIC as the lessor and Avax SA as the lessee, 2) the PV of concession rents of the Athens Marina ($\mathbf{<28m}$) with Hellenic Public Properties Co as the asset owner and Athens Marina SA as the concessionaire, 3) the lease of plots of land of Auteco ($\mathbf{<2m}$), 4) the lease of corporate cars & other equipment ($\mathbf{<8m}$)



Bank Debt & Finance Lease maturities (€m)



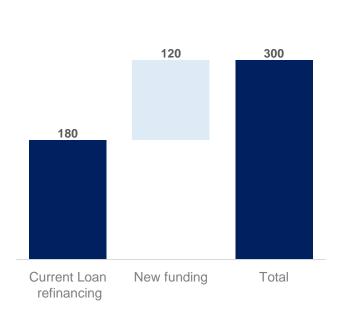
Notes:

⁽¹⁾ Not including repayment of S/T loans

Recent restructuring provides additional funding & unlocks cash flows from construction

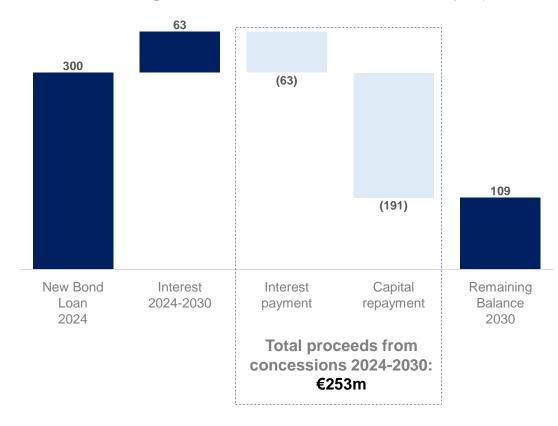






- Majority of the group long term debt (€180m) was fully refinanced at the Avax Concessions SA level on a long term basis (7years) and a repayment schedule fully backed by proceeds from concessions
- Additional funding of €120m was secured to finance new investments in concessions (additional stake in Olympia Odos, FlyOver and new projects).

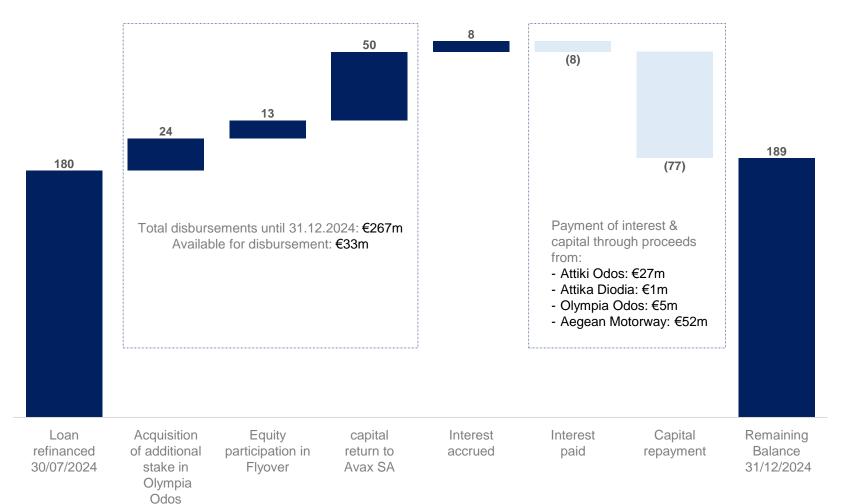
Servicing of the New Bond Loan 2024-2030 (€m)



Ring-fencing of the existing long term debt unlocks operating cash flows from the construction activity aiming to fund further growth in **Concessions** & **Real Estate**.

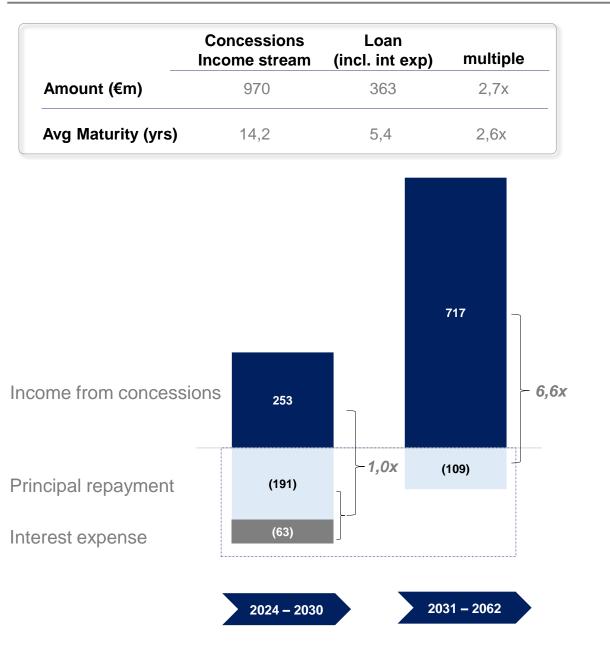


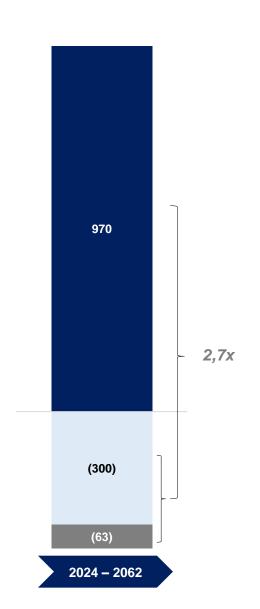
New Bond Loan disbursements & repayments during 2024 (€m)



Avg maturity of the concessions income is > 2,5x the avg maturity of the outstanding loan



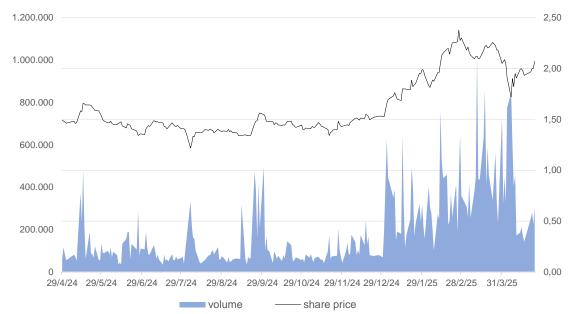




Stock performance & shareholders' structure



Shareholders	%			
Major shareholders with BoD presence				
Kostas Mitzalis family	23,8			
Christos Joannou family	21,6			
Kostas Kouvaras family	9,4			
Total	54,8			
Other				
Institutional investors	10,5			
Individual investors	34,7			
Total	45,2			

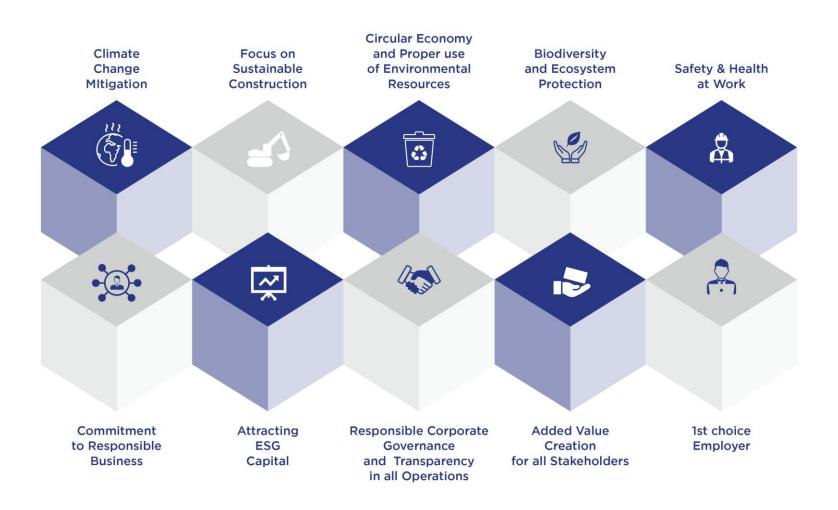


Share price (28/04/2025):	€2,11
Market capitalization (25/04/2025):	€312.958.399
52 weeks high (26/02/2025)	€2,38
52 weeks low (05/08/2024)	€1,22
52 weeks average daily volume	190.819 shares

Share capital:	€44.496.455
Shares outstanding:	148.321.516
Nominal value:	€0,30
Tickers:	AVAX (Athex) AVAr.AT (Reuters) AVAX:GA (Bloomberg)
Participation in indexes:	FTSEA, FTSEM, General Index, HELMSI, FTSE_IN, ATHEX_ESG









67.857 MWhTotal energy consumption



2.108.172 tn Waste



16.873 tn CO2 Scope 1 emissions



AVAX

3.492 tn CO2 Scope 2 emissions



3.307
Total employees



521 Women employees



100% employees are covered by a Health & Safety system



109.194 €Training expenditure



27% women representation on the Board



19% female employees at senior management level



0 breaches of anti-corruption & anti-bribery procedures



0 fines for infringements



Avax Group is a key construction player well diversified in Concessions & Real Estate



major shareholders

55%



Concessions & PPP's







- 3 toll road concessions (700km) in operation
- 1 motorway PPP (12km) under construction

Real Estate & Marinas

• 3,3k employees (incl J/V's)

• Backlog €3,2b



- 800 berths in 2 upscale marinas in Athens & Limassol
- €95m GAV Residential under development

Other



- 4k parking spaces
- Facility Management services
- 3 KTEO in Athens & Thessaloniki
- 300MW RES under various stages of development

Financials	Revenue	EBITDA	EBITDA construction margin	Net Debt / EBITDA
FY2023	€454m 13%	€61m 4%	6,2%	3,6x
FY2024	€651m 44%	€105m 73% ↑	10,4%	2,3x

Engineering Future Accomplishments



Who we are



Positioned as a **preferred EPC partner** in the construction sector thanks to our successful track record and unique EPC capabilities ready to capitalize on vast opportunities in Greece and abroad.



Diversified portfolio achievable through **greenfield** development from opportunities arising primarily from synergies with the core business (Concessions, Real Estate & Energy) that offer superior returns.



Strong, tested and solid **management team** with a vested interest in the company owning 50%+ of the equity ensuring interest alignment.



Implementation of **ESG** practices with strong footprint in the society & environment

Strategy



Capitalize on our unique expertise and increase our market share in the next generation of **public** works in Greece and abroad.



Focus on long term cooperation with infrastructure & **private sponsors** (Lamda Development. SNF, large scale DFI's) aiming to secure sustainable margins through mutually beneficial schemes (Avax has pioneered the Early Contractor's Involvement scheme in the past).



Capitalize on our unrivalled EPC capabilities in Energy Infrastructure & Utilities Grids aiming to maintain leadership in gas networks in Greece & further expand in the EPC of CCGT's, renewables & networks abroad.



Deploy the profits from its core business in relevant **greenfield** investments to achieve **non cyclical cash flows** with superior returns.



Significant deleverage in the last 5 years =>

Net Debt / EBITDA from 7,4x in 2020 to 2,3x in 2024

Operational reorganization & selective focus on profitable projects =>

Construction EBITDA improvement from 6% in 2023 to 10% in 2024 & 10%+ in the next years

Diversification of cash flows & strategic positioning in Concessions & Residential Real Estate (target EBITDA > 40% of total in 5years)

Organic growth driven by reinvestment of operating cash flows / Stable dividend payout policy

Construction shall remain #1 driver with concessions & real estate to play a key role



		EBITDA 2024 (€m)	% of total	EBITDA 2028 (€m)	% of total	Strategy
	Construction	64	60%	90	60%	Remain #1 value contributor
Recurring	Concessions	33	30%	36	25%	Retain position
	Marinas (1)	5	5%	8	5%	Retain position
Non - recurring	Real Estate Development	0	0%	8	5%	Selective Growth
Non - re	Other	3	3%	8	5%	Value maximization
	Total	105	100%	150	100%	



Business Segment Contribution



Revenue (€m)	FY2023	FY2024	Δ value	Δ%
Construction	427,8	622,6	+194,8	+46%
Concessions	4,0	5,0	+1,0	+25%
Other	21,7	23,9	+2,1	+10%
Total	453,5	651,5	+197,9	+44%

EBITDA (€m)	FY2023	FY2024	Δ value	Δ%
Construction	26,7	64,4	+37,8	+142%
Concessions	30,6	37,9	+7,3	+24%
Other	3,5	2,8	-0,7	-19%
Total	60,8	105,2	+44,4	+73%



Top 8 projects account for ~80% of total backlog with majority at early stage of progress



Athens Metro Line 4



Contract	€1.022m
Backlog	€792m
% completion	22%
% total	25%

Stavros Niarchos Foundation – 3 Hospitals



Contract	€443m
Backlog	€413m
% completion	7%
% total	13%

Ellinikon Infrastructure Works



Contract	€308m
Backlog	€150m
% completion	51%
% total	5%

Bralos – Amfissa National Road



Contractor Date and Contractor	
Contract	€245m
Backlog	€217m
% completion	11%
% total	7%

Flyover Thessaloniki PPP (50% participation)



Contract	€191m
Backlog	€159m
% completion	17%
% total	5%

Ioannina – Kakavia National Road



Contract	€172m
Backlog	€172m
% completion	0%
% total	5%

Mintia Power Plant 1.750MW (Romania)



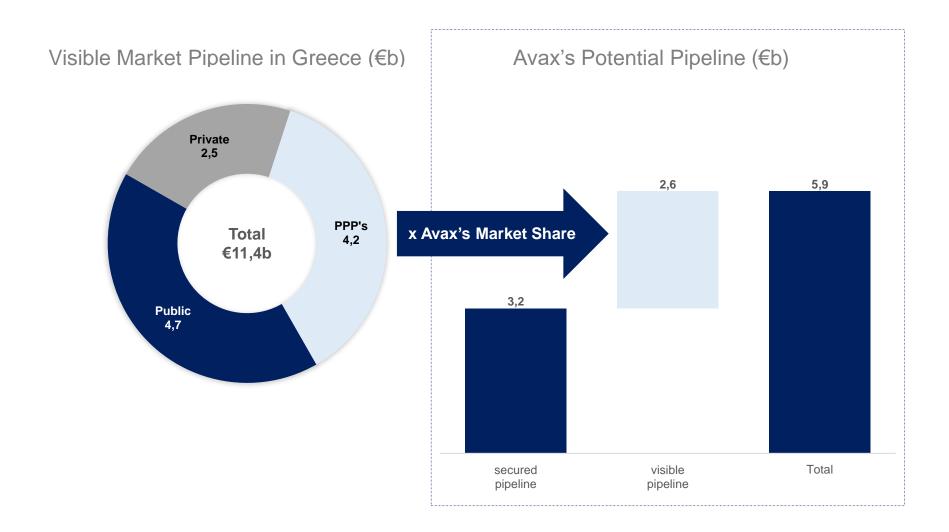
Contract	€709m
Backlog	€576m
% completion	19%
% total	18%

Bismayah Power Plant 282MW (Iraq)



Contract	€77m
Backlog	€66m
% completion	14%
% total	2%

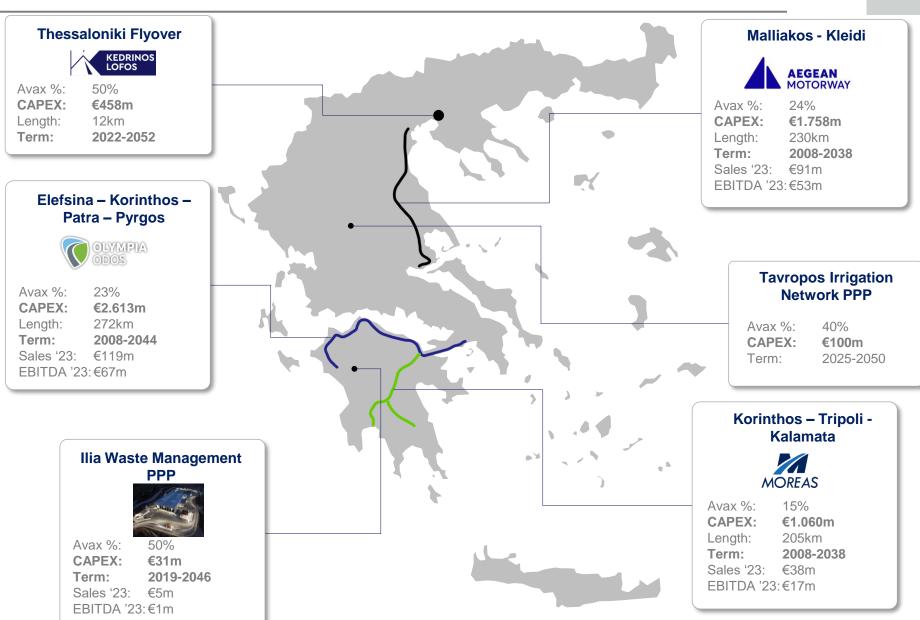






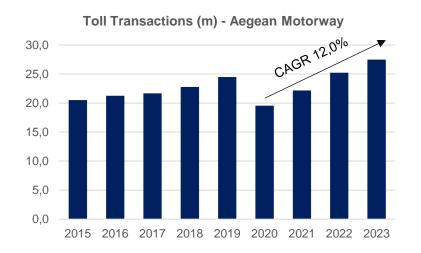


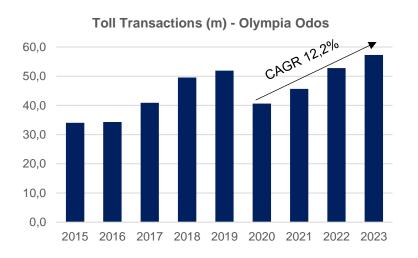


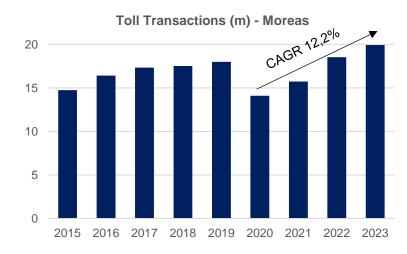


Traffic in the 3 motorway concessions has returned to pre Covid levels

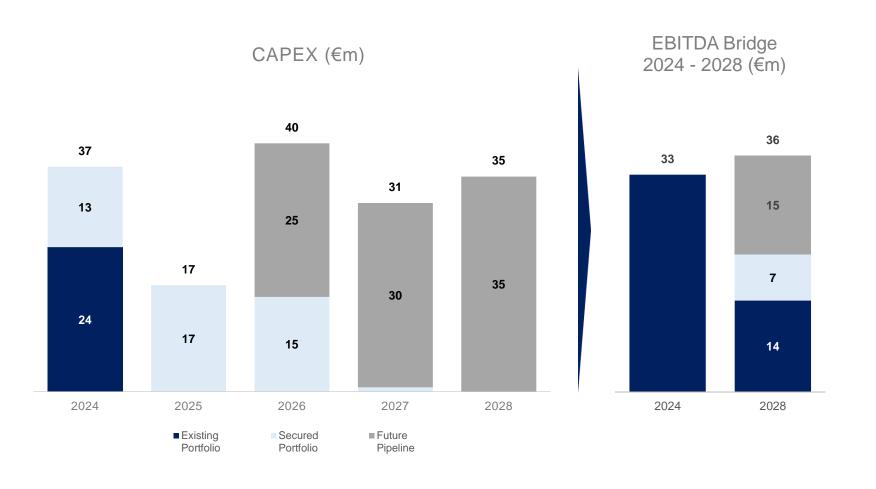














Avax has unique expertise & proven track record in development of residential projects





Pityoussa Residential Complex, Spetses Island

GSA (sqm): 10.200

of units: **74**



Uptown Residences, Athens Metropolitan Area

GSA (sqm): **8.400**

of units: 70



Limassol Marina, Cyprus

GSA (sqm): **38.000** (residential only)

of units: **285**

Secured pipeline of 11 residential & mixed use projects (5 already under construction)



Selected Portfolio under construction (€72,4m)



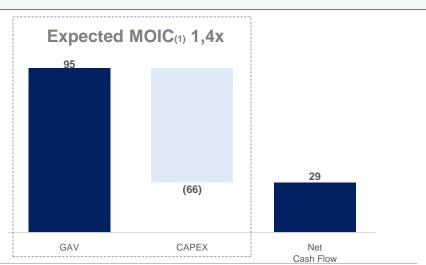








	Panorama Village Chania	H2 Residences Ellinikon	Olealand Chania	Petra Salis Chania	Koufonissi	Other (Chania, Astypalea)
GAV	€6,0m	€8,5m	€6,4m	€6,2m	€6,1m	€39,2m
GSA	1.377sqm	1.774sqm	1.306sqm	1.158sqm	900sqm	7.800sqm
Completion	Q4 2023	Q1 2025	Q3 2025	Q3 2026	TBA	under design





Two marinas well positioned in Athens & Limassol to benefit from the market upside





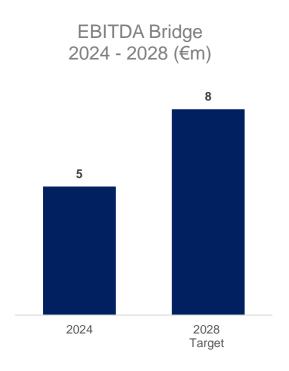


34% Avax participation650 berths14 F&B outlets

Start of Concession: 2008 End of concession: 2061

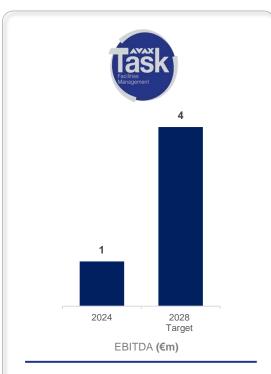


100% Avax participation 102 berths (+39 from 2026) Start of Concession: 2008 End of concession: 2043

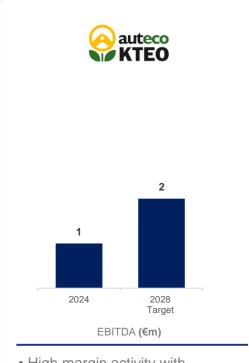


Other activities can add €5m organic EBITDA in the next few years

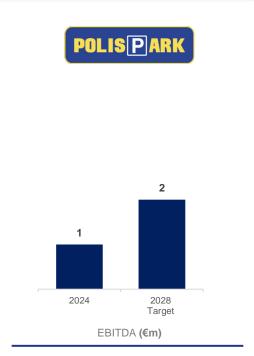




- Highly fragmented market consolidation is expected within the next years with serious players to take position
- Working Capital demanding activity with no significant CAPEX requirements
- Avax to focus on organic growth through a more aggressive commercial strategy



- High margin activity with significant barriers to entry due to heavy CAPEX requirements.
- Potential upside from the expected solution of pending regulatory issues.
- Growth can arise only through acquisitions



- Minority stakes in centrally located parking stations in Athens & Piraeus
- Synergetic economies of scale can arise from potential partnerships with other parking operators.

Avax Group has proven experience in greenfield development of RES projects







2010

Establishment of Volterra SA

2018

Commissioning of Wind Farm "Kouromantri" **16MW**

2020

Commissioning of Wind Farm "Lykovouni" **54MW**Sale of 45% of RES portfolio to **PPC**

2022

Sale of 55% of RES portfolio to **PPC** 2023

Sale of supply business to Metlen

Establishment of IXION SA

Energy Projects

Sold Portfolio – Implied valuation (€m/MW)

	(3,	
Operating Wind – 70MW :	€1,7m	†
Operating Solar – 3MW:	€1,0m	_ ∰
RTB Wind – 40MW:	€0,3m	+

Current portfolio under development				
Wind:	300MW	+		
BESS:	50MW / 100MWh	5		
Hybrid (PV / Storage):	2MW / 5MWh	~ #1		

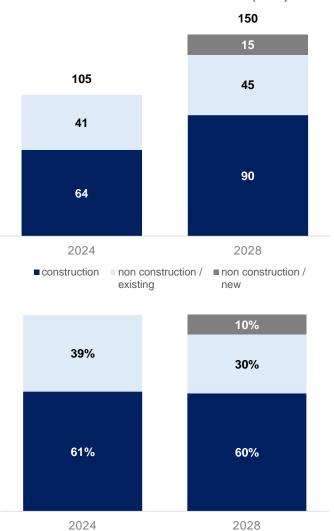
eMobility



EV chargers network in Greece				
In operation:	194 (AC) / 2 (DC)			
Under installation:	50 (AC) / 5 (DC)			
Target (end 2026):	300 (AC) / 30 (DC)			



Consolidated EBITDA (€m)



- Construction shall remain the #1 value creator given the recently signed contracts and the visible new contracts creation in the following years
- Construction EBITDA is expected to overweight the consolidated EBITDA within the next 2-3 years due to the limited creation of additional nonconstruction activity
- Successful realization of the additional concessions could restore the construction to nonconstruction activity ratio to reasonable levels within the next 3-5 years.
- Even in the case of additional investment in concessions, **Net Debt** is expected to decrease substantially by 2028 through cash flows from construction at a level < 0,5xEBITDA.



Historical financials – Group annual statement of comprehensive income



		_	
€ '000	2022	2023	2024
Sales	402,709	453,547	651,496
Cost of Sales	(381,838)	(416,770)	(569,154)
Gross profit	20,871	36,776	82,343
Administrative & distribution expenses	(40,961)	(31,860)	(34,881)
Income from assocciates / dividends	54,027	39,002	44,187
Other operating income / expenses	5,350	(6,405)	(28,989)
Profit before interest & tax (EBIT)	39,287	37,513	62,659
Net financial result	(20,744)	(20,827)	(24,676)
Profit before income tax (EBT)	18,543	16,687	37,983
Taxes	(5,627)	(6,661)	(16,374)
Profit for the period from continuing operations	12,916	10,026	21,609
Profit for the period from discontinued operations	26,966	0,382	8,830
Profit for the period from continuing & discontinued operations	39,882	10,408	30,439
Earnings before interest, taxes, depreciation and amortization (EBITDA)	58,228	60,764	105,312

Historical financials – Group statement of financial position (1/2)



€ '000	31.12.2022	31.12.2023	31.12.2024
Assets			
Net property, plant & equipments	41,704	42,182	51,939
Right of use assets	85,557	109,358	105,586
Investment property	11,538	6,944	7,041
Intangible assets	0,455	0,934	0,526
Investments in subsidiaries / associates & other companies	163,297	174,383	267,239
Financial assets at fair value through OCI	132,176	137,080	4,453
Other non-current assets	6,652	6,416	6,384
Other long term receivables	0,159	0,166	0,156
Deferred tax assets	22,765	24,506	22,058
Total non-current assets	464,304	501,971	465,384
Inventories	21,320	31,901	47,888
Contractual assets	148,638	214,630	282,855
Trade receivables	150,263	139,129	130,027
Other receivables	120,258	172,739	232,869
Restricted cash deposits	1,864	0,452	0,770
Cash and cash equivalents	84,762	76,492	70,204
Total current assets	527,104	635,343	764,613
Assets held for sale	85,061	65,440	-
Total assets	1.076,469	1.202,754	1.229,997





€ '000	31.12.2022	31.12.2023	31.12.2024
Equity & Liabilities			
Share capital	43,296	44,496	44,496
Share premium	146,652	145,452	145,452
Fair value reserves	87,838	95,103	(27,655)
Other reserves	345,099	50,919	85,786
Retained earnings	(468,879)	(177,357)	(91,623)
Equity attributable to parent's shareholders	154,006	158,614	156,455
Non-controlling interests	0,904	1,109	1,124
Total equity	154,910	159,722	157,579
Long term loans	228,928	197,027	210,463
Deferred tax liabilities	18,047	24,360	37,552
Provisions for retirement liablities	3,176	3,418	4,023
Non current leasing liabilities	63,694	70,437	58,435
Other provisions & non-current liabilities	162,954	204,364	191,369
Total non-current liabilities	476,799	499,606	501,843
Trade & other creditors	273,084	398,324	458,969
Contractual liabilities	7,030	4,955	4,072
Income and other tax liabilities	12,025	14,273	13,294
Leasing liabilities	12,088	21,416	23,357
Short term loans	78,121	62,403	70,883
Total current laibilities	382,347	501,370	570,575
Liabilities held for sale	62,412	42,055	-
Total liabilities	921,558	1.043,032	1.072,418
Total Equity & liabilities	1.076,469	1.202,754	1.229,997

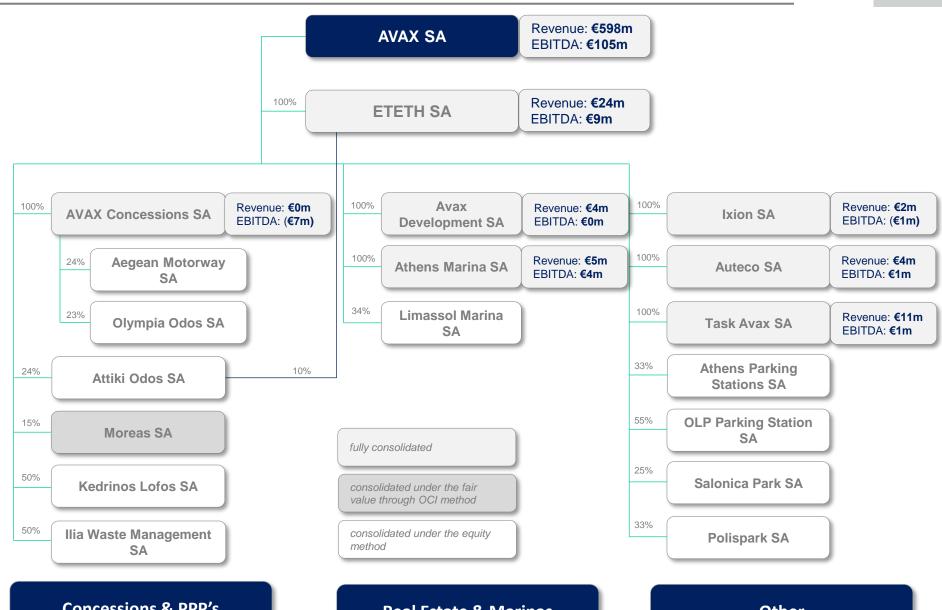
Historical financials - Group annual & interim cash flow statement

€'000	2022	2023	2024
Cash flow from operating activities			
Profit / (loss) before tax from continuing operations	18,543	16,687	37,983
Profit / (loss) before tax from discontinued operations	27,791	0,378	9,056
Profit / (loss) before tax from continuing and discontinued operations	46,334	17,065	47,039
Adjustments for:	,	,	,
Depreciation	12,561	18,314	23,014
Profit / (loss) on fair value of property	(0,289)	(0,236)	(0,123)
Provisions / bad debts	7,509	6,840	20,125
Income from sub-debts	(6,278)	(6,557)	(5,977)
Interest income	(2,739)	(1,231)	(1,330)
Interest expense	22,219	21,614	25,762
Gain from sale of subsidiary	(39,095)	-	(10,881)
Loss from Impairment of participations / fixed assets	-	-	0,329
Losses / (profit) from financial instruments / dividends	(41,875)	(32,445)	(38,210)
Exchange rate differences	(0,566)	(1,670)	2,108
Other non cash and cash equivalents	0,543	2,577	3,604
Plus or minus for working capital changes:			
(Increase) / decrease in inventories	5,681	(10,496)	(15,987)
(Increase) / decrease in trade and other receivables	15,475	(118,128)	(122,788
Increase / (decrease) in non-banking payables	(28,481)	162,834	46,988
ess:	, , ,		
Taxes paid	(5,444)	(8,188)	(10,485)
otal cash inflow / (outflow) from continuing and discontinued operating activities (a)	(14,447)	50,293	(36,812)
Cash flow from investing activities			
Purchase of tangible and intangible assets	(4,278)	(13,254)	(16,537)
Proceeds from disposal of tangible and intangible assets	1,165	3,533	1,270
Proceeds from sale of assets held for investment	0,500	4,830	0,150
Decrease / (increase) in secondary loans (subdebt) and bond loans	3,689	(5,071)	49,149
Disposal / (acquisition) of participations	55,749	(2,079)	(24,403)
Inrerest received	0,253	1,231	1,330
Income from sub-debts	6,448	5,165	3,263
Income from subsidiarios disposal (minus subsidiarios soch and soch agriculant)	54,396	11,000	5,894
income from subsidiaries disposal (minus subsidiaries cash and cash equivalent)	40,014	29,842	34,140
	157,937	35,197	54,256
Dividends received	·		
Cash flow from continuing and discontinued investing activities (b)			04.440
Dividends received Cash flow from continuing and discontinued investing activities (b) Cash flow from financing activities	(135.648)	(48.862)	
Dividends received ash flow from continuing and discontinued investing activities (b) ash flow from financing activities Proceeds from loans	(135,648)	(48,862) (17,153)	21,146
Dividends received ash flow from continuing and discontinued investing activities (b) ash flow from financing activities Proceeds from loans Payment for leasing liabilities	(5,526)	(17,153)	(21,655)
Dividends received ash flow from continuing and discontinued investing activities (b) cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid	, ,		(21,655) (20,918)
Dividends received Cash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares	(5,526)	(17,153) (16,640) -	(21,655) (20,918) (0,239)
Dividends received Cash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares Dividend paid to shareholders	(5,526) (19,257) -	(17,153) (16,640) - (10,103)	(21,655) (20,918) (0,239) (4,450)
Dividends received Cash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares Dividend paid to shareholders Interest payment for operating leases	(5,526) (19,257) - - - (2,962)	(17,153) (16,640) - (10,103) (4,973)	(21,655) (20,918) (0,239) (4,450) (5,392)
Dividends received Sash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares Dividend paid to shareholders Interest payment for operating leases Cash flow from continuing and discontinued financing activities (c)	(5,526) (19,257) - (2,962) (163,393)	(17,153) (16,640) - (10,103) (4,973) (97,732)	(21,655) (20,918) (0,239) (4,450) (5,392) (31,508)
Dividends received Cash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares Dividend paid to shareholders Interest payment for operating leases Cash flow from continuing and discontinued financing activities (c) Let increase / (decrease) in cash and cash equivalents (a)+(b)+(c)	(5,526) (19,257) - - (2,962) (163,393) (19,903)	(17,153) (16,640) - (10,103) (4,973) (97,732) (12,242)	(21,655) (20,918) (0,239) (4,450) (5,392) (31,508)
Dividends received Cash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares Dividend paid to shareholders Interest payment for operating leases Cash flow from continuing and discontinued financing activities (c) Let increase / (decrease) in cash and cash equivalents (a)+(b)+(c) Cash and cash equivalents at the beginning of the year	(5,526) (19,257) - - (2,962) (163,393) (19,903) 109,609	(17,153) (16,640) - (10,103) (4,973) (97,732) (12,242) 95,976	(21,655) (20,918) (0,239) (4,450) (5,392) (31,508) (14,064) 85,145
Dividends received Sash flow from continuing and discontinued investing activities (b) Cash flow from financing activities Proceeds from loans Payment for leasing liabilities Interest paid Purchase of own shares Dividend paid to shareholders Interest payment for operating leases Cash flow from continuing and discontinued financing activities (c) Let increase / (decrease) in cash and cash equivalents (a)+(b)+(c)	(5,526) (19,257) - - (2,962) (163,393) (19,903)	(17,153) (16,640) - (10,103) (4,973) (97,732) (12,242)	(21,655 (20,918 (0,239) (4,450) (5,392) (31,508



Group structure - FY2024 Revenue & EBITDA breakdown





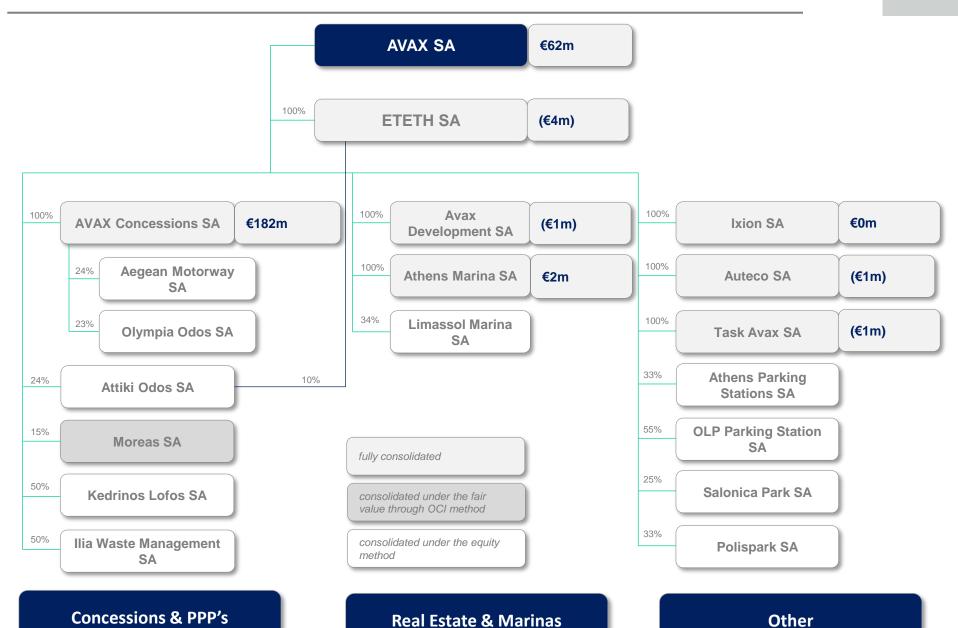
Concessions & PPP's

Real Estate & Marinas

Other

Group structure – FY2024 Net Debt (excl. non-finance leases) breakdown





Main Projects



Project	Country	Contract Value (€m)	% completion	Backlog 31.12.2024	% total
Athens Metro, Line 4	Greece	1.022	22%	792	25%
Mintia 1.750MW Power Station	Romania	709	19%	576	18%
S. Niarchos Foundation Sponsored Hospitals	Greece	443	7%	413	13%
Bralos – Amfissa Road Section	Greece	245	11%	217	7%
Ellinikon Infrastructure Works (Phase 1)	Greece	308	51%	150	5%
Thessaloniki Flyover (PPP)	Greece	191	17%	159	5%
Ioannina – Kakavia Motorway	Greece	172	0%	172	5%
Bismayah 282MW Power Station	Iraq	77	14%	66	2%
Patra – Pyrgos (Olympia Odos)	Greece	155	70%	47	1%
Other				270	9%
Total – signed until 31.12.2024 (I)				2.892	90%
Papastratos Factory expansion	Greece	30	0%	30	1%
Other	Greece	9	0%	9	0%
Total – signed after 31.12.2024 (II)				39	1%
Restoration Road works (Daniel Storm)	Greece	170	0%	170	5%
Tavropos Irrigation Network (PPP)	Greece	52	0%	52	2%
Restoration Rail works (Daniel Storm)	Greece	47	0%	47	1%
Total – pending signature (III)				268	8%
Grand Total (I+II+III)				3.199	100%

