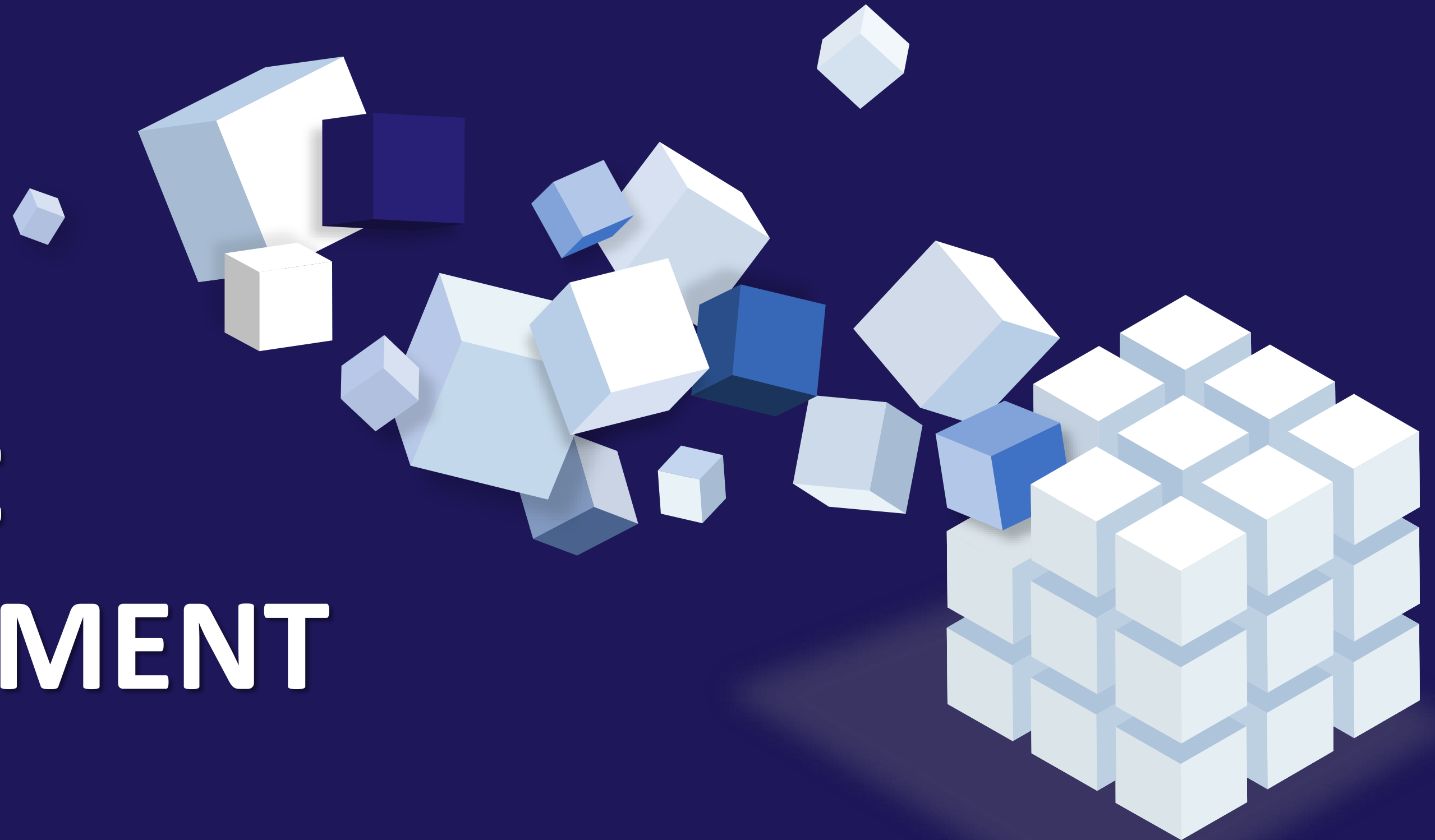


DRAFT



HELLENIC DEVELOPMENT BANK

National Promotional Banks

NPBs are defined as legal entities carrying out financial activities on a professional basis which are given a mandate by a Member State or a Member State's entity at central, regional or local level, to carry out development or promotional activities.

This definition comprises NPBs in very different forms, distinctive promotional products being offered according to country specific needs. It remains up to individual Member States to decide whether an NPB should be established, as well as on its shape and form.

The principal economic rationale for a promotional bank is that market failures may lead to less investment and, thus, slower future growth than would be economically efficient, and that an institution with a public mandate is better placed than private operators to overcome these market failures.



Mission – Vision

The Hellenic Development Bank (HDB) SA is a Société Anonym and Greece’s National Development Bank (NPB)



Mission

To facilitate “access to finance” for enterprises of all sizes, create value for our shareholders and employees, and generate a +ve economic, social, and environmental impact.



100% owned by Hellenic Republic.



National Promotional Institution authorized in providing leverage



Vision

Be a leading development institution that progressively amends market gaps and serves enterprises’ needs to succeed while fostering a fair, inclusive, and sustainable environment.



Established in 2003 with its **main goal** to promote the sustainable and holistic development of the Greek economy

Guiding Principles

As a Promotional Bank:

We are addressing market failures which are underserved by commercial banks or other private finance providers.

We have high standards of transparency and accountability, as well as professional management.

We help maintaining a level playing field in the markets by giving a positive effect about the bankability of projects that are outside the traditional investment policies. In this way, on-lending commercial banks pass on all the benefits to the final beneficiary in the real economy.

We have sound risk management and internal control procedures.



Legal framework and Governance

HDB is governed by Greek law
(*3912/2011, 4608/2019, 4684/2020 and 4782/2021)

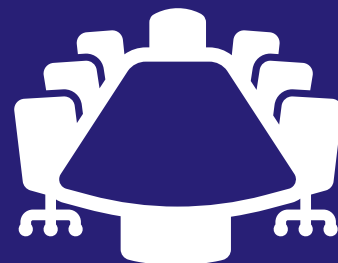
Supervision

- By the Ministry of Development & Investments
- By the Bank of Greece if HDB uses its own funds to provide credit or guarantees



Although we are 100% state owned, we operate in accordance with the rules of private economy & modern standards of corporate governance.

The Board of Directors is composed of 8 members, elected by the General Assembly. The GA is composed by the Minister of Finance and Minister of Development & Investments.

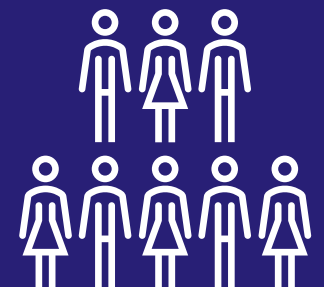


HDB is working on the basis of the following Regulations:

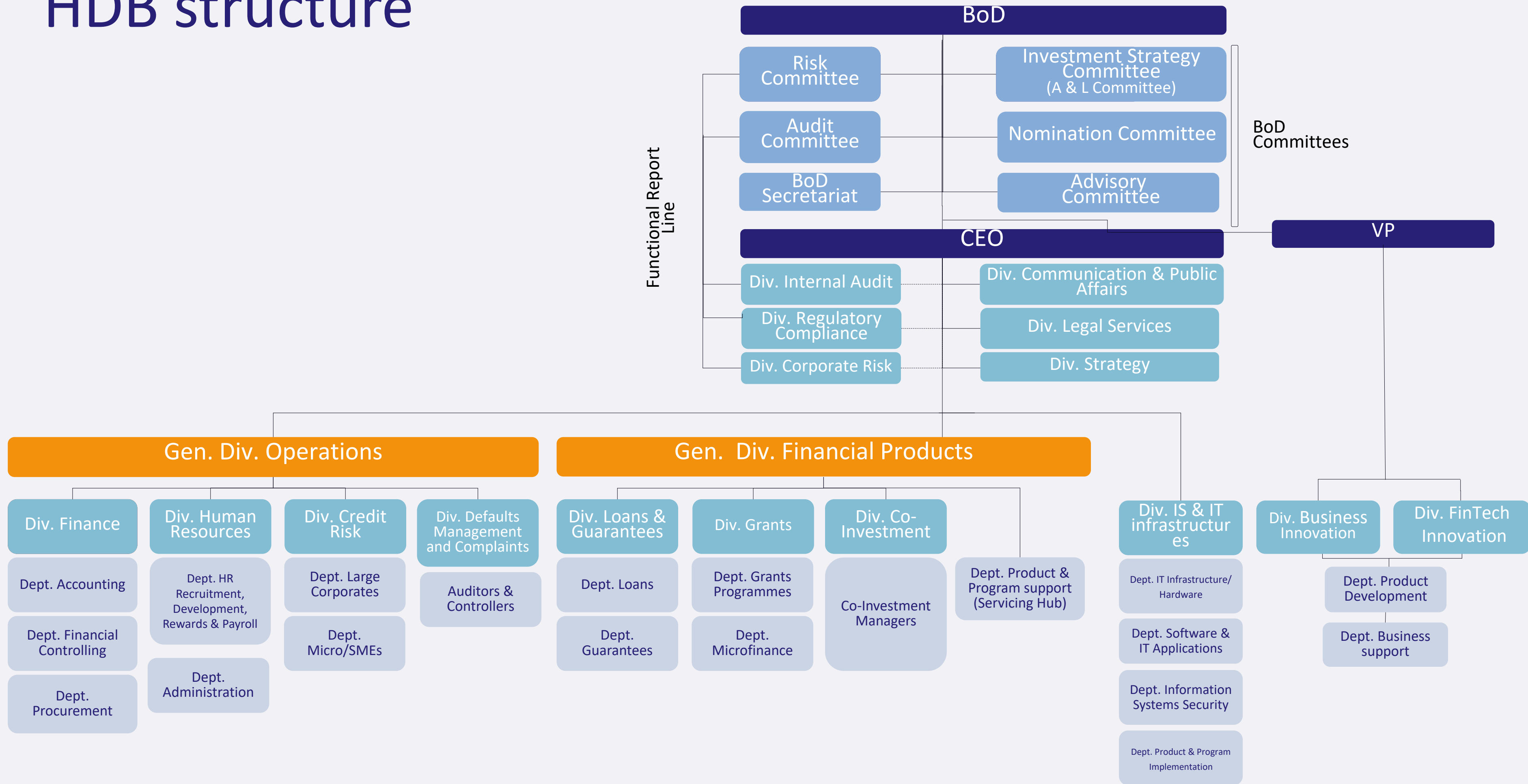
- Internal Regulation
- Personnel and Earnings Regulation
- Procurement Regulation



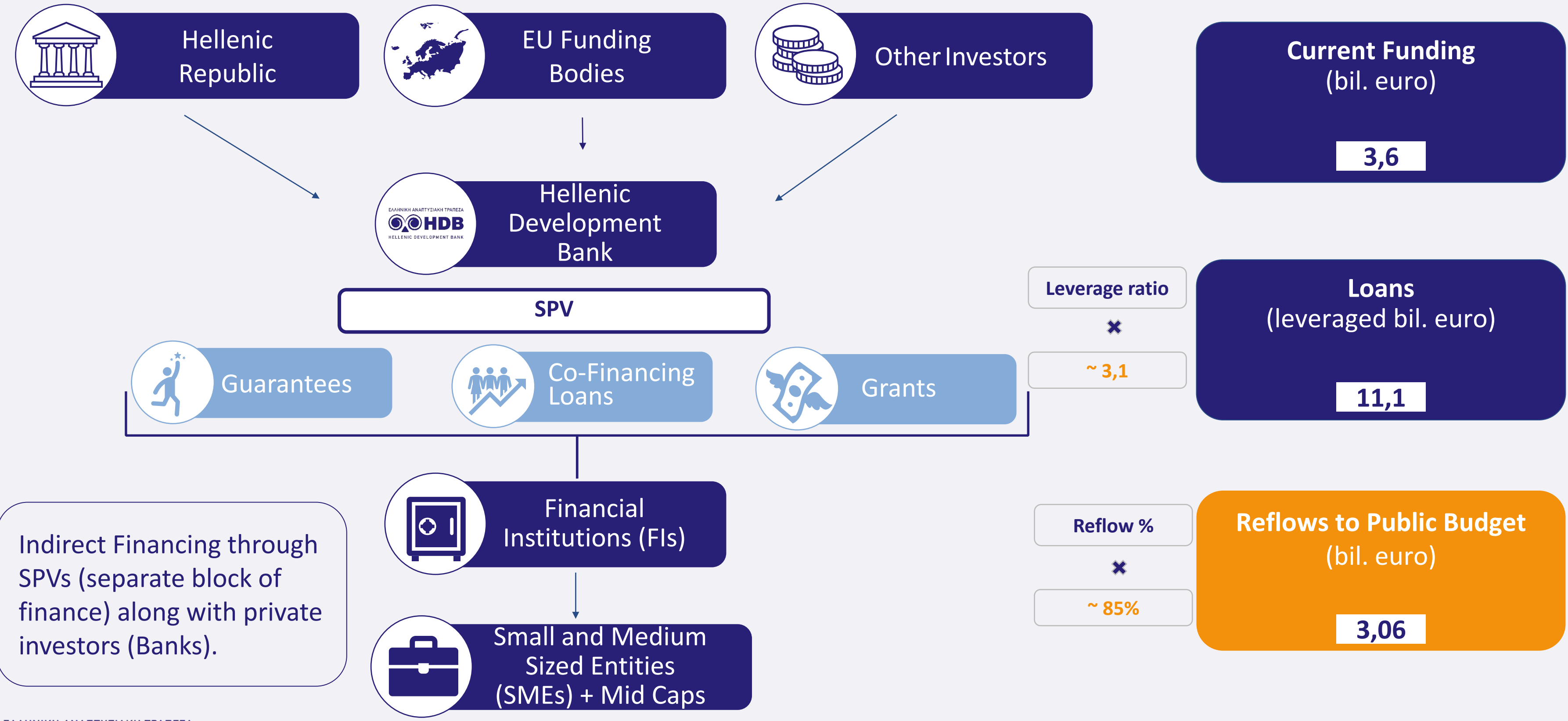
5 BoD Committees :
Risk Committee, Audit Committee, Assets & Liabilities Management Committee, Advisory Committee, Nominations Committee and other Committees as stipulated in the Internal Regulation



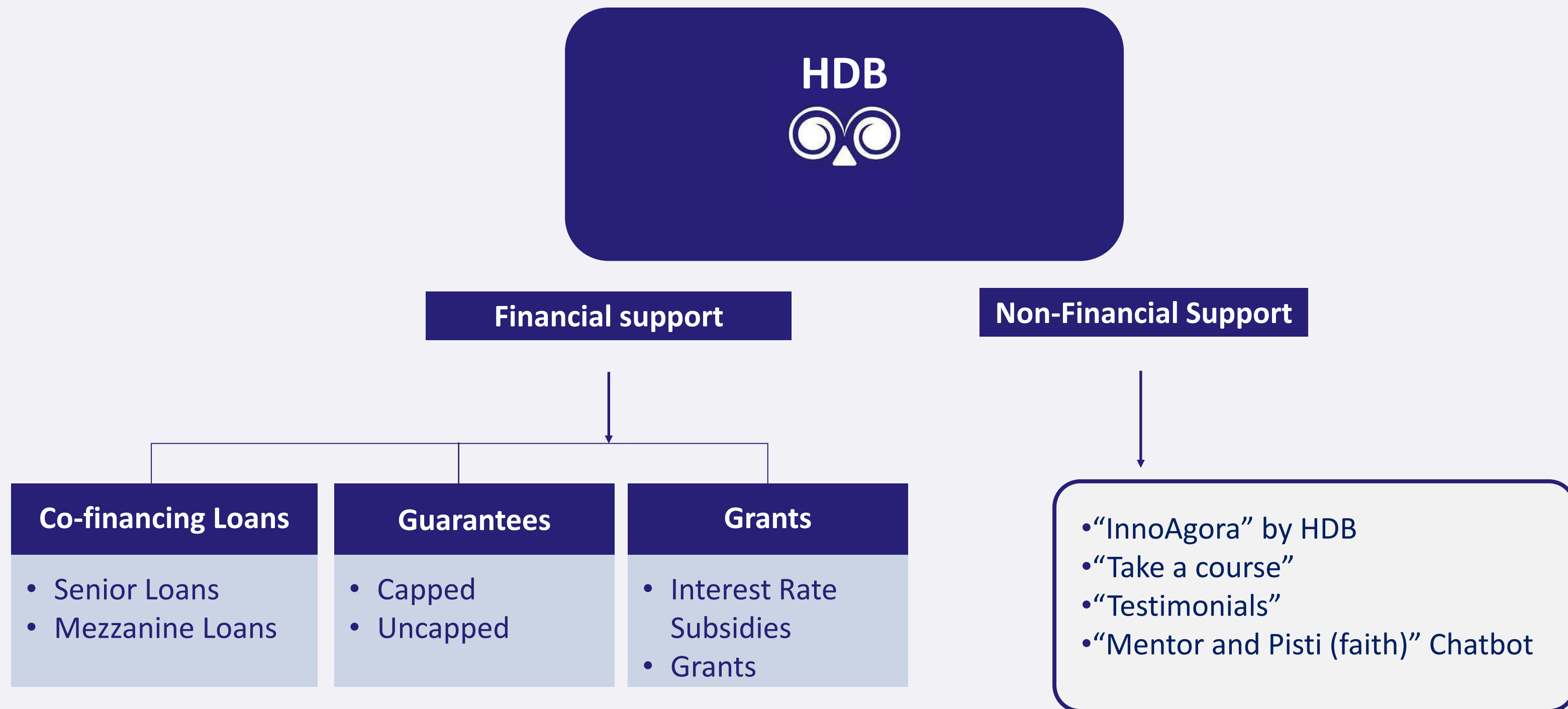
HDB structure



Operational Model



Support schemes



State aid

We operate under the European State aid framework

Temporary framework
for state aid measures to
support the economy in
the COVID-19 outbreak



The “de minimis”
regulation



General Block Exemption
Regulation (GBER)



And the EU Regulations for the use of European Structural and Investment Funds

Common Provisions
Regulation (CPR)
Reg. EU 1303/2013

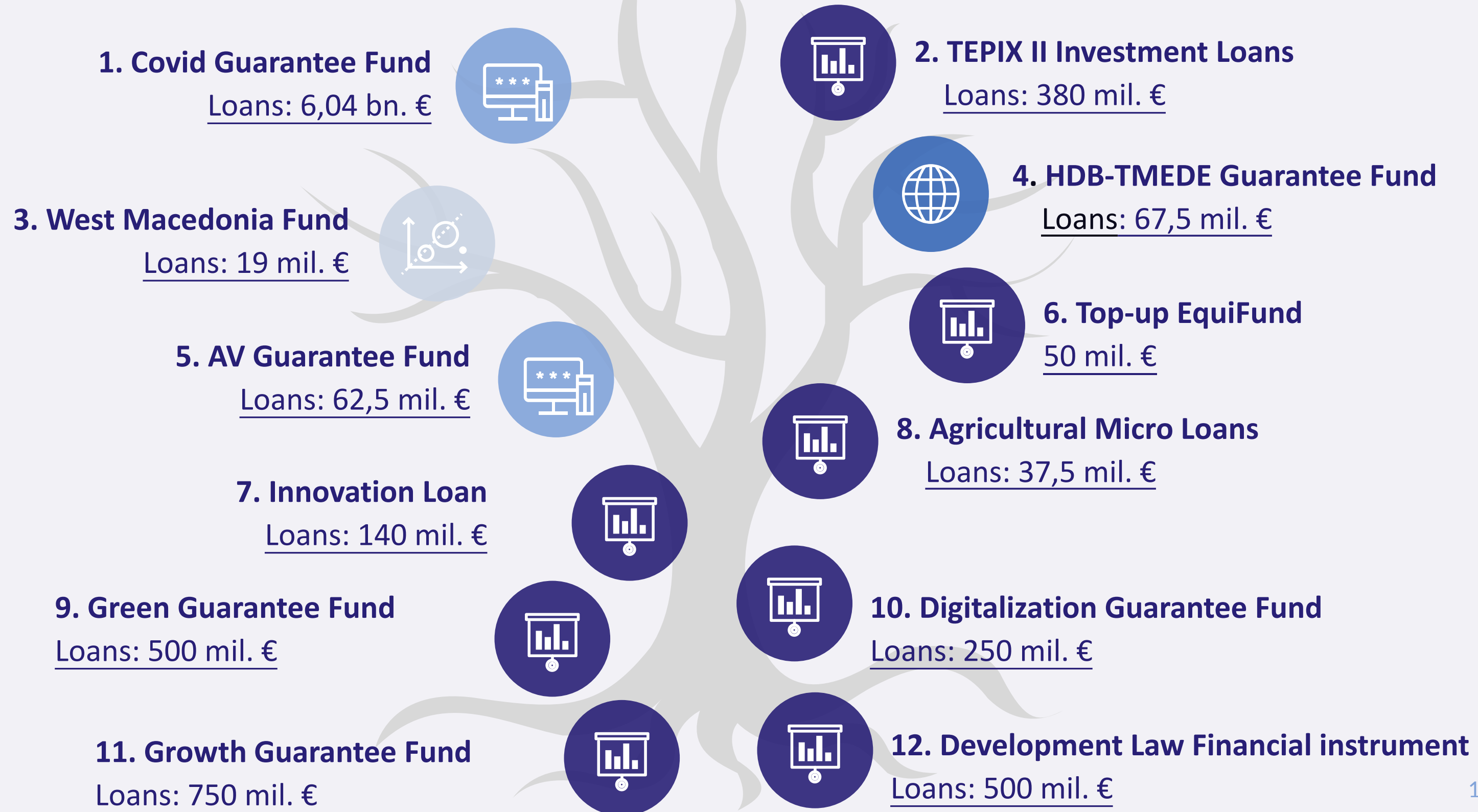


Financial Rules for the
General Budget of the
Union
Reg. EU 1046/2018



Financial Instrument Schemes 2020-2022

Our schemes aim to improve access to finance, to reduce and overcome financial asymmetries of the Greek enterprises



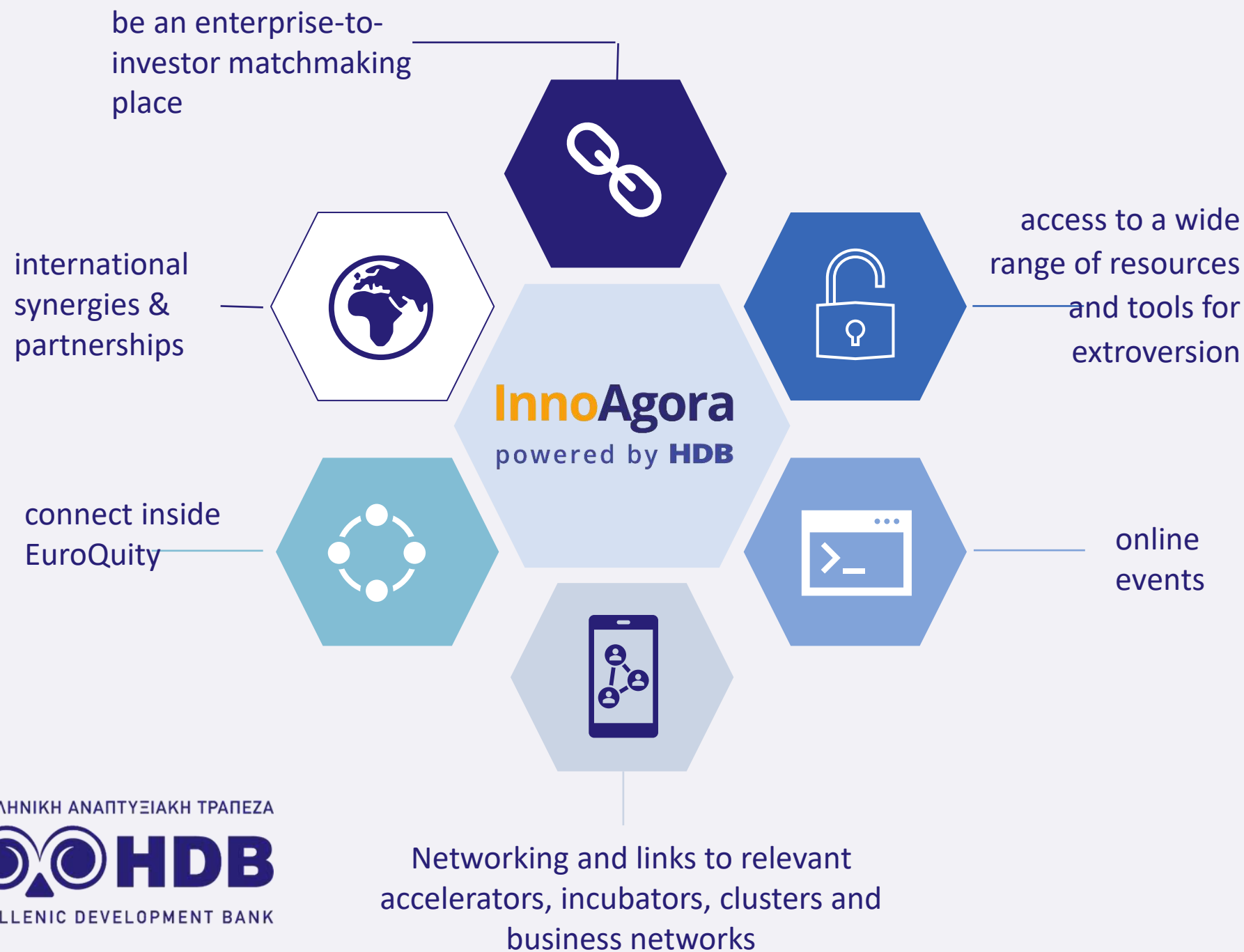
Non-Financial Support

INNOAGORA

“InnoAgora” powered by HDB is a dynamic e-community/ matchmaking platform for innovative Greek enterprises

Goals and Objectives

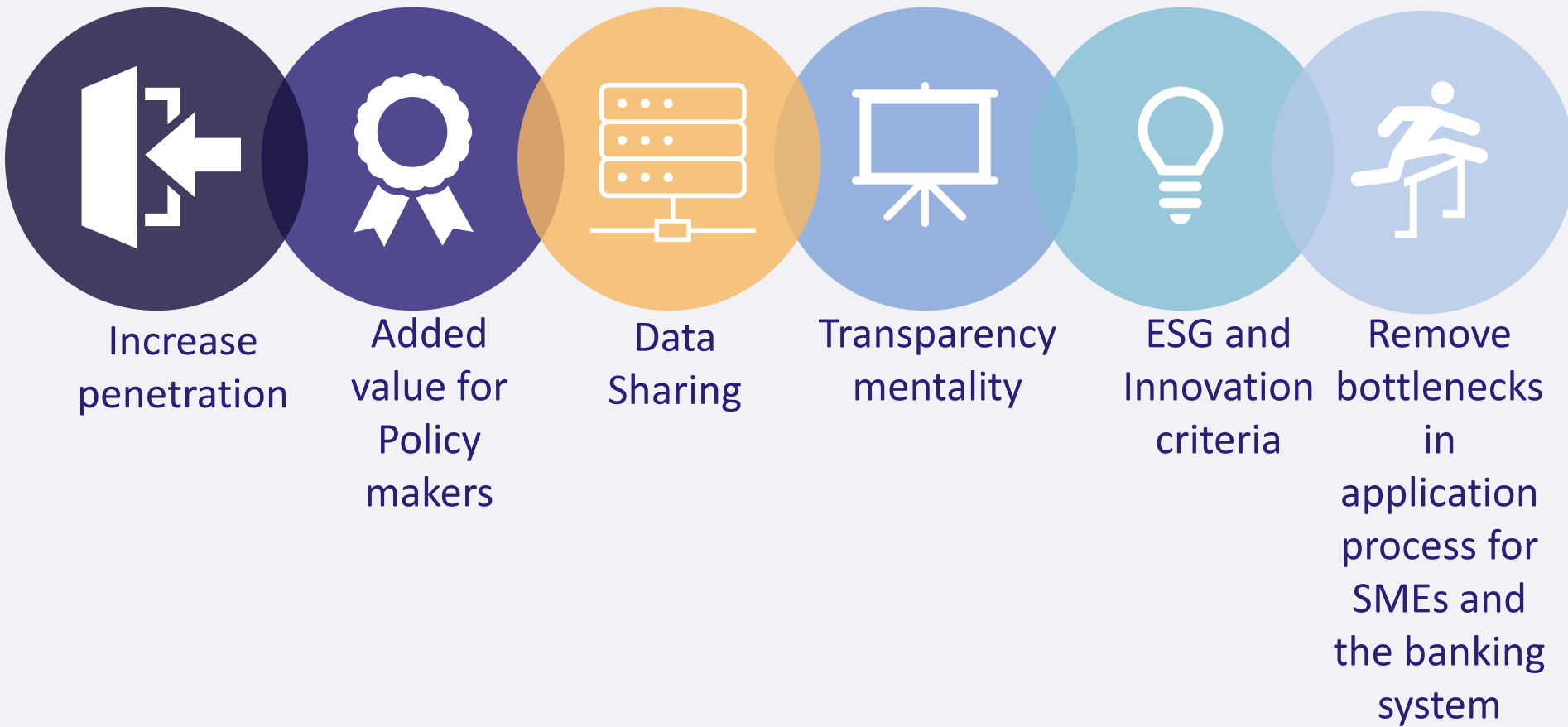
members of the community can expect InnoAgora to:



KNOW YOUR CUSTOMER

- Limited number of bankable SMEs in the Greek Market
- Lack of knowledge of potential beneficiaries-clients characteristics

Reverse engineering: KYC Platform



HDB’s ultimate goal is to **alleviate access to finance for SMEs** and to expand the number of SMEs that are to be considered as “bankable”.

Hellenic Development Bank

PARTNERS...





Thank you!