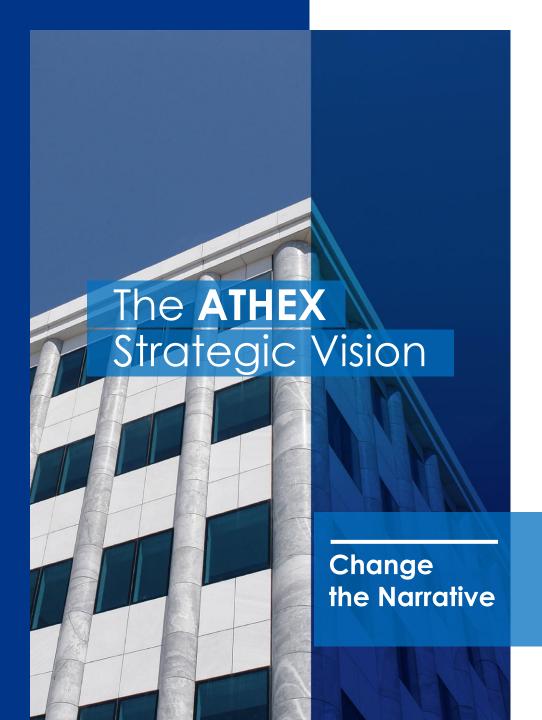


The Greek Capital Market An update and looking forward

June 2023

Nikos Porfyris
Chief Operating Officer



Boost market activity
Break vicious circle



Solidify & optimize international activities



Support wealth creation for domestic and international investors



Enhance the ATHEX operating model



Support growth of Greek economy and boost "crown jewels



Increase revenues from established services & explore new services



Target digitally-driven innovation

Aided by

National Strategy for strengthening the Capital Market (NSCM)
Critical stakeholders:

MinFin, HCMC, Bank of Greece, ATHEX, EBRD, DG Reform

Focus on the big picture

Regain the Developed Market Status (DMS)

Develop on-going communication channels to address pain points

- With the index providers (FTSE, MSCI, Dow Jones S&P)
- With our Participants
- With the International indirect participants (Investment Banks, Institutional Investors, Global Custodians, GCMs)

Co-operate with Institutional Bodies and ecosystem to propose plausible solutions

- Full picture of the actual issue and the data/facts
- Better analysis
- Work together for optimum solution
- Co-ordination and synchronisation of Institutional Bodies and ecosystem

Communicate effectively the solutions through

- Our Members Network
- Direct communication via
 - Workshops / forums
 - Due diligence visits
- Through inclusion of the information/updates in the Market Guides of ATHEXGroup and those of 3rd parties



- Apr-2021 ATHEXCSD licensed under CSDR
- Hybrid accounts model: omnibus accounts introduced along with segregated accounts
- Over-the Counter Trading (OTC) automation of (stamp duty) tax collection processes
- Improvement of OTC transferability via NCBO transfer with no tax / low fee



Market Quality Data statistics and relevant information

https://www.athexgroup.gr/web/guest/athex-market-quality-statistics

mqd@athexgroup.gr

Mid Term planning

Key Projects for improving the Greek Capital market

ATHEXClear-New Risk model: From a pre-order risk management to a hybrid model for Clearing Members

A. Quick win

 New bilateral Block Trade (T+0) without pre-order financing

B. Q2 2024 solution

- Introducing Credit Rating model for Clearing Members (CMs) along with the existing pre-order risk management model
- Credit rating policy Rules & Risk monitoring
- No pre-funding cost for TMs / CMs that select it
- Beneficial when sovereign credit rating is improved esp. for local CMs
- Will increase secondary liquidity for equity and derivatives market

Improving the Stock Lending products

- A. Stock Lending pool product with CCP clearing (Repo market)
 - Launched automatic re-lending for clients (flagged at the CSD account level)
 - Re-define and optimize algorithm that initiates the lending prices (offer)
 - B. Bilateral Stock Lending with CCP clearing
 - Hit and Take capability
 - GUI/FIX to members
 - Visible through all data vendors
 - C. OTC Stock Lending (ISDA agreements)
 - 50% Reduction of stamp duty (to 10bps)

Improving the derivatives market

- New stock futures (total 36)
- √ Launched MSCI index futures
- √ Marketing along with members
- Apply for CFTC approval for the FTSE/ATHEX Large Cap future

EU Post-trading Standardization projects

- ✓ T2 with ISO 2022
- ECB Corporate Actions standards
 - Will align CA standards across EU with ATHEXCSD
 - Will assist STP / reduce cost for market participants

Make our market offering attractive

Incentives for the Capital market



Initiatives to increase market capacity and liquidity

Focus on new IPOs, Share Capital Increases, Corporate Bonds, Joint Listings and motives to increase free float

Pricing policy incentives for secondary liquidity to ATHEX Members

Improving latency for trading (FIX, Fast FIX, Linux, proximity services)

Improvements in the Regulated market

– Focus to increase the free-float

Improvements - Re-launch of the **Alternative Market (ENA)**



Strengthening the ecosystem for ESG instruments

Actions for improving and promoting ESG

- ESG guide / updates
- ESG data platform

Developing the Green market segment (ATHEX Bonds GREENet)



Key Tax Incentives

Reduction of sales tax by 50% to **10bps**, to be applied to

- all transactions ins shares
- OTC stock lending

Elimination of corporate bonds coupon tax (same as for government bonds)

 Simplification of Greek corporate bonds market transactions for foreign custodians and their clients

Tax incentives for issuers

- Capital accumulation tax reduced by 50% to 0.5%
- Tax incentives for SMEs listings

Make it possible, make it easier

Improve the operating model and services offering



Simplify and Digitalise processes for Participants - Automation

Make it easier for investors to enter the market

 Digitalisation of investors on-boarding (recognition, identification, KYC, AML) in co-operation with Members and providers

Lower maintenance costs – Assist Members through right of access in central databases to **check/update information** – with the consent of the investor (GDPR compliant)

Communication of balances directly to clients of Participants via ISO 15022 messages MT535 (reconciliation service)

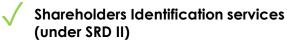
Process Improvements for real-time tracking of the instruction status



Digital services for issuers



- Trasnsactions file
- Enriched shareholders file



- EU "Golden standard "fully compliant
- Requests / responses throughISO 20022 messages
- Optional support of SI disclosures files in xml format

Examples of recent digital services we are proud of





Axia
e-shareholders
meetina

- Issuers: over 65
- Full-service offering
- Delivery: remote and hybrid





CEBB
Centralised
Electronic
Book-Building

- Raised: €4.5 bn , from €25 mil to € 650mil
- Issues: 30 (25 Bonds, 5 Shares, 1 SCI)
- Participation: >10.000 investors, 50 Members
- Oversubscription : >1.6%

