

# GEKTERNA

GROUP OF COMPANIES

FY 2022 Results Presentation

April 2023

***Robust financial performance by all segments leads to record level profitability and further strengthens the Group's financial position. Excellent growth prospects with a solid and diversified pipeline of projects and clear market leadership***

GEK TERNA  
Group



- **Sharp rise in revenues and earnings** – adj. EBITDA at € 661.8m and EPS of € 1.42
- **Further strengthening of financial position** – net debt/adj.EBITDA at 2.3x (vs. 3.8x in 2021) cash at € 1.5bn
- **~70% of debt portfolio fixed or hedged with IRS**
- **Shareholder remuneration increases** – BoD to propose € 0.20/sh capital return for FY 2022 (vs. 0.12/sh in 2021) - More than € 35m to be returned to shareholders during 2023 including YTD share buybacks (vs. € 22m in 2022)
- **Outlook:** Positive momentum to persist as a number of projects and investments, currently under implementation, mature and will support revenues and profitability – Further growth opportunities in the market

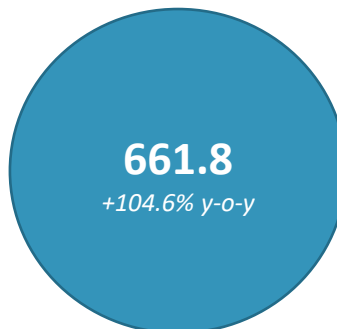


- **Construction:** Strong business levels – healthy operating margins despite inflation
- **Concessions:**
  - ❑ **Operating motorways:** Traffic above pre-pandemic levels – Seamless cash distributions inline with concession agreements
  - ❑ **Egnatia:** Finalizing contractual documents - **The total portfolio of highways of the GEK TERNA Group, after the commencement of operation Egnatia Odos, will exceed 1,500 km** - This is **the largest portfolio of highways in the country and one of the largest in Europe**
  - ❑ **Pipeline:** Komotini CCGT and Kasteli Airport under construction – IRC in Hellinikon under development with main construction to commence within 2023 – North Crete motorway (PPP) signed
- **RES:** > 2.0GW of projects in operation, under construction or ready to built
- **Thermal Energy Generation, Supply and Trading:** Strong profitability across activities despite volatile market due to prudent asset management and focus

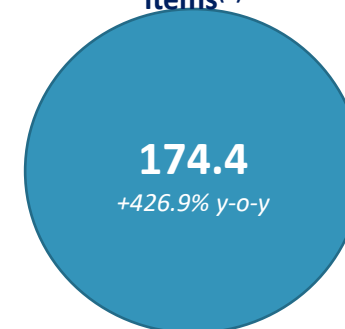
## Revenues



## adj. EBITDA



## Net Earnings attributed to parent shareholders exc. non-operating items<sup>(1)</sup>

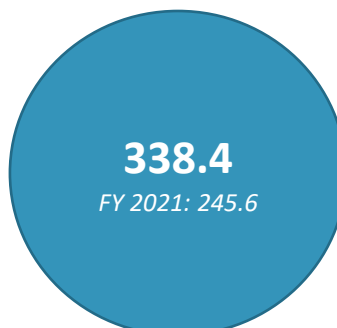


Amounts in € m (unless otherwise stated)

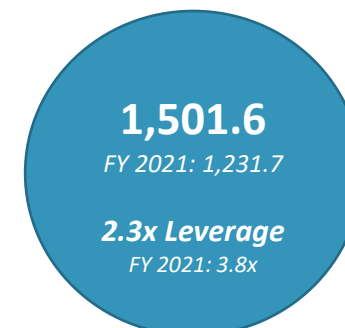
## EPS



## Investments



## Net debt

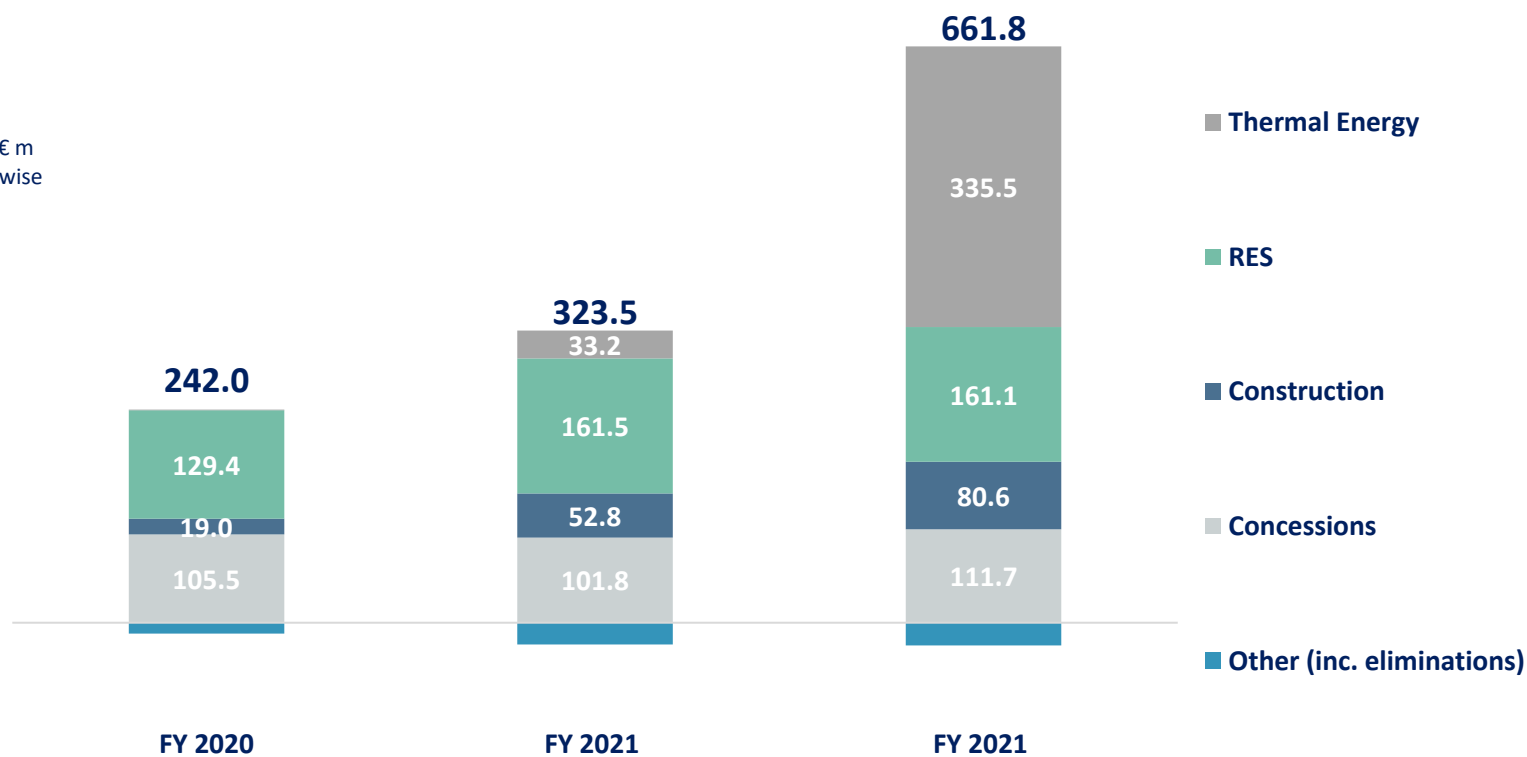


**BoD to propose to the EGM capital return of € 0.20/sh (vs. € 0.12/sh for FY 2021)**

1. Non operating items include: a) gain of € 21.7m, which was recognized as a result of the acquisition of control of HERON ENERGY S.M.S.A. vs € 60.9m in 2021, and b) loss of € 76.3m compared to € 11.9m in 2021 from the decrease in the fair value of the embedded derivative in concessions  
2. 2021 figures relate to continued ops

*Strong growth momentum driven by investments, asset management and market positioning*

Amounts in € m  
(unless otherwise stated)



Continued ops

# Group Revenues adj. EBITDA

*Excellent performance by all segments leads to sharp rise in revenues and profitability*

Revenues € m	FY 2021	FY 2022	y-o-y	% of total (FY 2022) <sup>(1)</sup>
Construction	600.6	1,024.2	70.5%	24.7%
RES	224.4	236.2	5.3%	5.7%
Concessions	173.0	202.0	16.8%	4.9%
Thermal Energy generation supply and trading	252.6	2,661.1	953.5%	64.1%
HQ and Other	16.3	25.4	55.8%	0.6%
Eliminations	(122.7)	(210.6)	n.m.	
<b>Group total</b>	<b>1,144.2</b>	<b>3,938.3</b>	<b>244.2%</b>	

adj. EBITDA € m	FY 2021	FY 2022	y-o-y	% of total (FY 2022) <sup>(1)</sup>
Construction	52.8	80.6	52.7%	11.7%
RES	161.5	161.1	-0.2%	23.4%
Concessions	101.8	111.7	9.7%	16.2%
Thermal Energy generation supply and trading	33.2	335.5	910.5%	48.7%
HQ and Other	(13.9)	(12.2)	n.m.	
Eliminations	(11.9)	(15.0)	n.m.	
<b>Group total</b>	<b>323.5</b>	<b>661.7</b>	<b>104.5%</b>	

1. Including only positive figures

# Consolidated Income Statement

€ m	FY 2021 <sup>(3)</sup>	FY 2022	y-o-y
<b>Revenues</b>	<b>1,144.2</b>	<b>3,938.3</b>	<b>244.2%</b>
EBITDA	294.1	544.5	85.1%
Non-cash items <sup>(1)</sup>	29.4	117.3	
<b>adj. EBITDA</b>	<b>323.5</b>	<b>661.8</b>	<b>104.6%</b>
Net depreciation	101.6	128.7	
<b>EBIT</b>	<b>192.5</b>	<b>415.8</b>	<b>116.0%</b>
Net financial expenses	(95.4)	(116.3)	21.9%
Gains / (Losses) from financial instruments measured at fair value <sup>(2)</sup>	(12.5)	(76.3)	
Other Income/Expenses <sup>(2)</sup>	60.9	20.1	
<b>Earnings/(Losses) before taxes</b>	<b>145.5</b>	<b>243.3</b>	<b>67.2%</b>
Income tax	(15.3)	(66.0)	
Net Earnings/(Losses) after taxes	130.2	177.3	36.2%
Minorities	(45.1)	(40.8)	
<b>Net Earnings/(Losses) attributed to shareholders of the parent</b>	<b>85.1</b>	<b>136.5</b>	<b>60.4%</b>
<b>EPS (€/sh)</b>	<b>0.89</b>	<b>1.42</b>	<b>60.4%</b>
<b>Net Earnings attributed to shareholders of the parent exc. non-operating items<sup>(2)</sup></b>	<b>33.1</b>	<b>174.4</b>	<b>426.9%</b>

- **Revenues increase** driven by energy segment (change in consolidation perimeter, higher energy prices) and construction (increased activity levels)
- **Operating profitability** growth on the back of positive contribution from all activities
- **Non-cash items <sup>(1)</sup>** increase due to RES share bonus scheme and full consolidation of electricity supply business
- **Financial expenses** move in line with increase in gross debt
- **PnL impact from embedded derivatives valuation <sup>(2)</sup>**
  - ❑ No cash impact
  - ❑ No impact on Equity position as PnL move is counterbalanced through Other Comprehensive Income
- **Other Income/Expenses<sup>(2)</sup>** affected by capital gains due to HERON subsidiaries acquisition in 2021-22

1. Non-cash items 2022: € 48.8m provision for RES segment share bonus scheme, € 25.9m heavy maintenance provision in concessions, € 32.1m bad debt provision in electricity supply, € 9.6m other non-cash items. 2021: € 24.5m heavy maintenance provision in concessions, € 5.2m other non-cash items

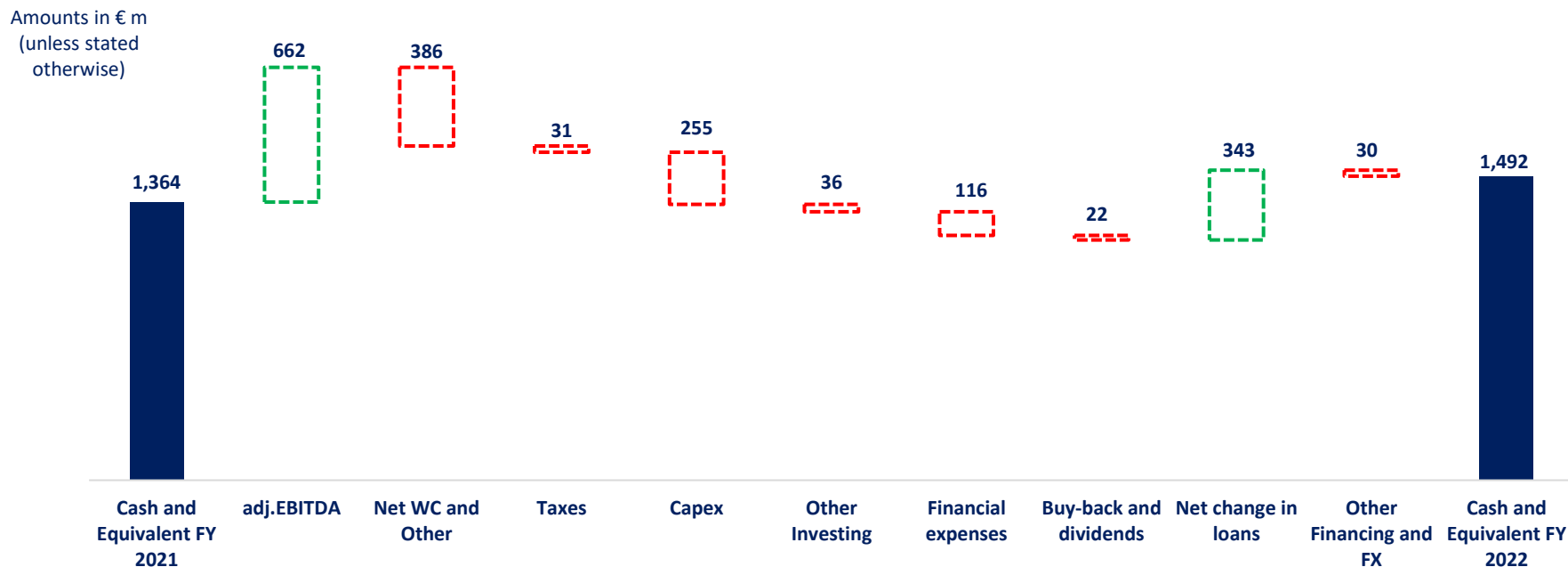
2. Non operating items include: a) gain of € 21.7m, which was recognized as a result of the acquisition of control of HERON ENERGY S.M.S.A. vs € 60.9m in 2021, and b) loss of € 76.3m compared to € 11.9m in 2021 from the decrease in the fair value of the embedded derivative in concessions

3. Continued Ops



# Cash flow bridge

**Robust operating profitability and financing actions support increased activity levels, while maintaining high liquidity and enabling shareholder remuneration. Investments supported by new project-specific facilities as well as cash subsidies (vis-a-vie Amfilochia)**



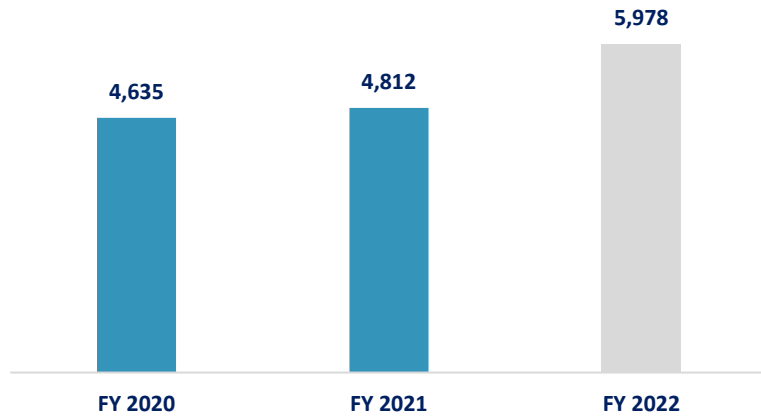
## WC move drivers:

**Energy supply (~60% of total move):** i) first time consolidation effect (~20% of total move) due to majority acquisition in HERON I in Feb'22; ii) high energy prices backdrop. Gradual improvement during 4Q 2022 and further improvement since early 2023

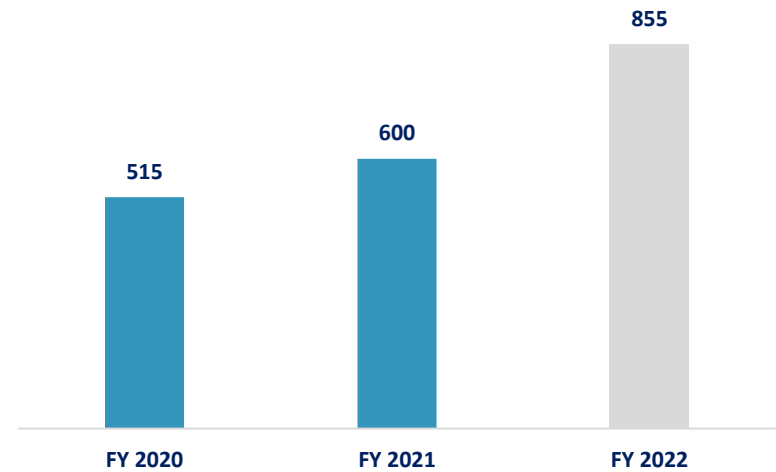
**Construction (~30% of total move):** consumption of prepayments and timing of collections following the pick-up in execution of projects.

Positive trends in 1H 2023 following normalisation of collections and scheduled new projects launch

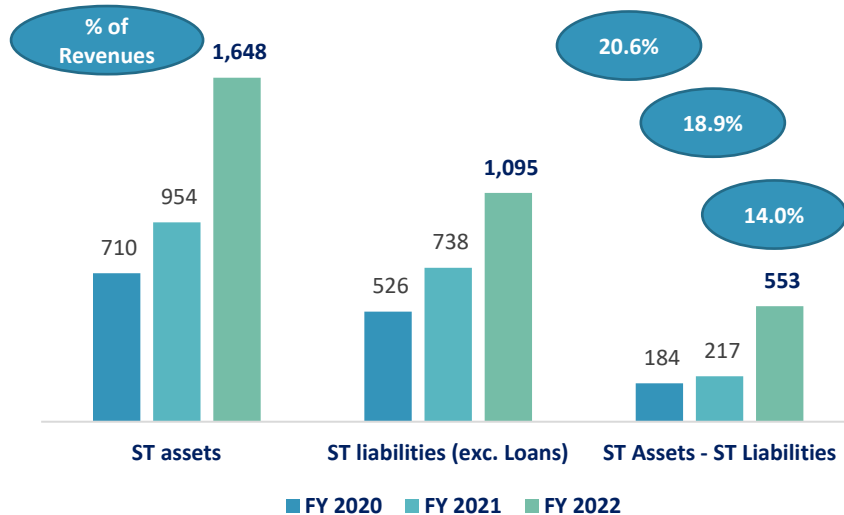
## Total assets (€ m)



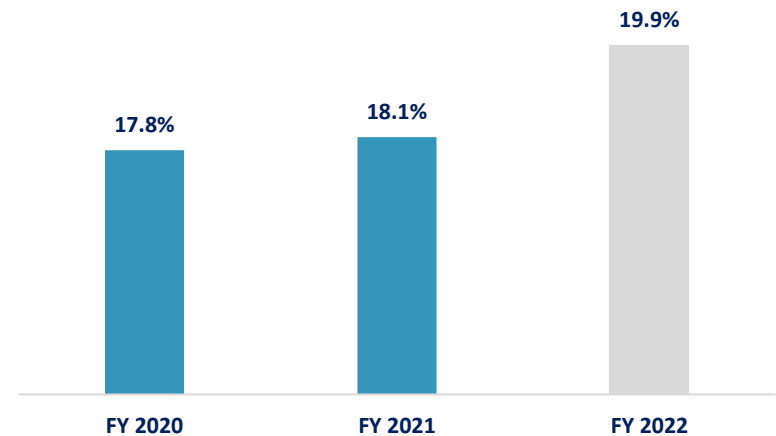
## Equity attributed to shareholders (€ m)



## WC (€ m)



## Equity ratio (Total Equity / Total Assets)

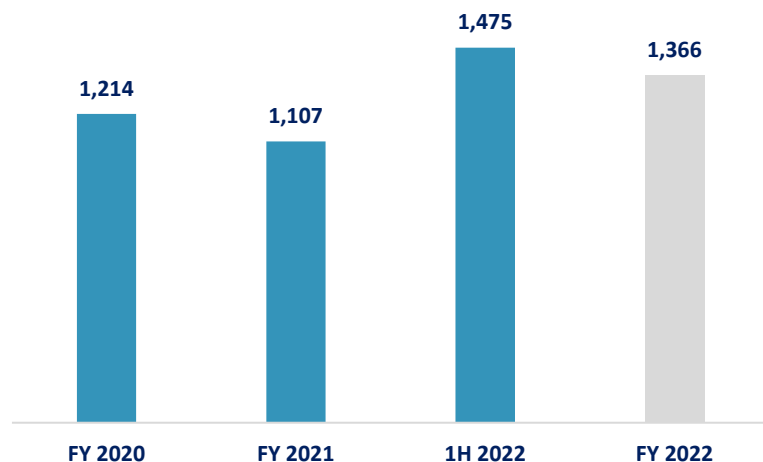




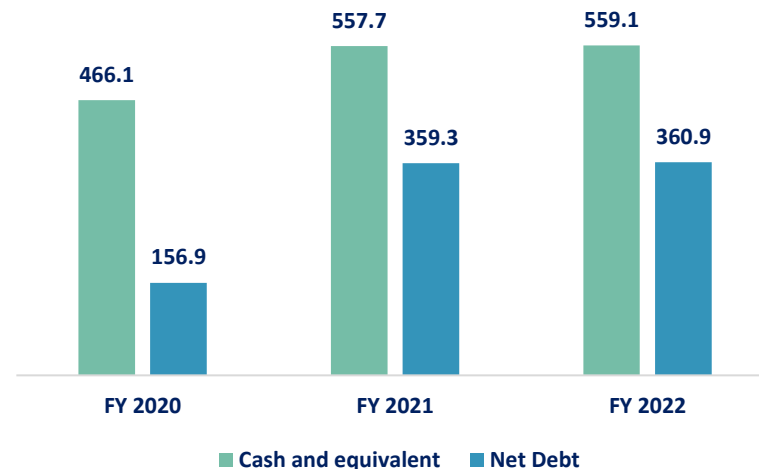
# Debt highlights I: Leverage KPIs

*Operating profitability further strengthens financial position with significant headroom and liquidity to facilitate investment pipeline*

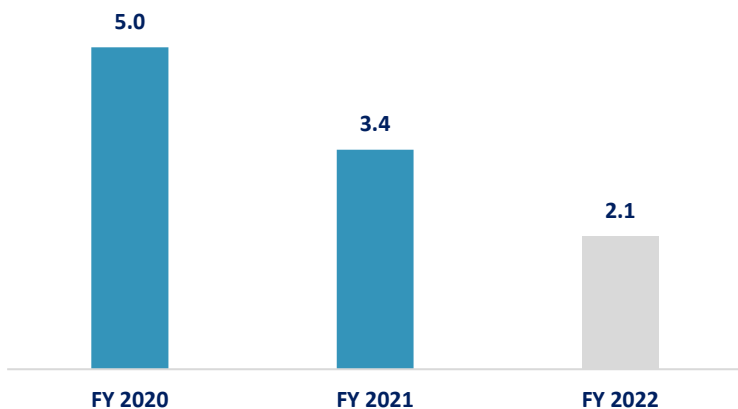
**Group Net Debt<sup>(1)</sup> (€ m)**



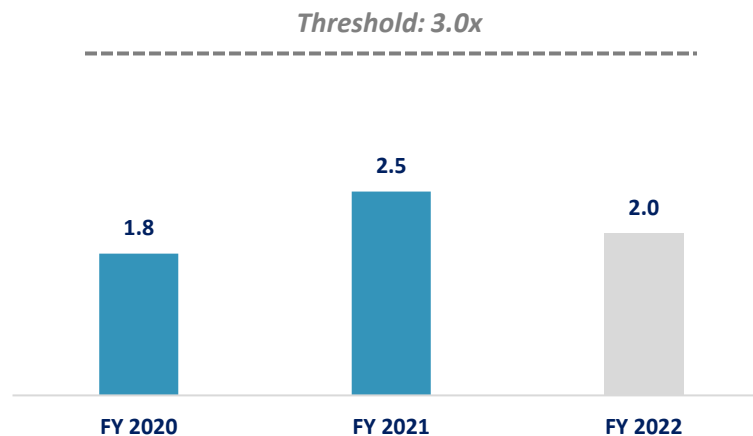
**Parent Co. Cash position & Net Debt (€ m)**



**Group Net Debt<sup>(1)</sup> / adj.EBITDA (x)**



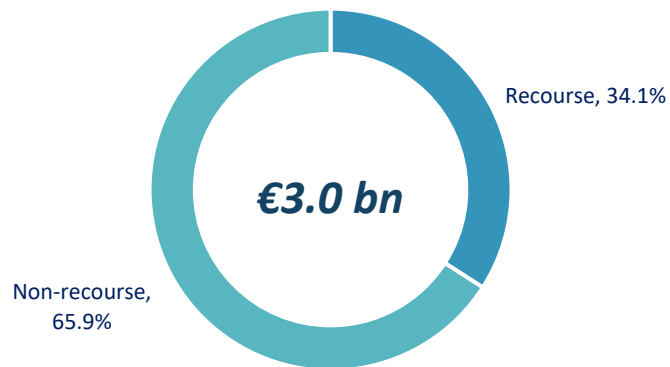
**Parent Co. Debt / Equity (x)**



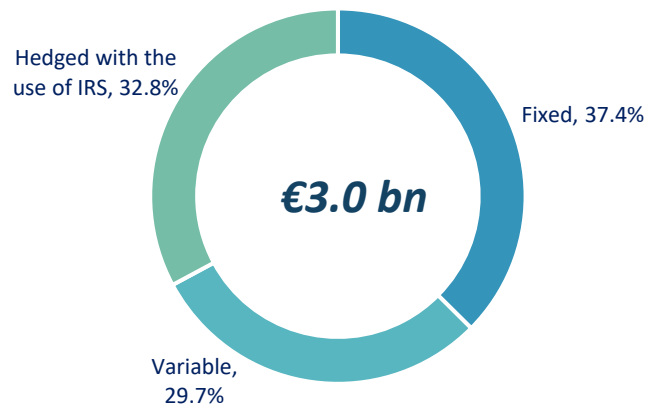
1. Inc. restricted deposits of € 139.0m in 2022, € 136.6m in 1H 2022, € 127.6m in 2021 and € 106.0m in 2020

# Debt highlights II: Structure and maturities

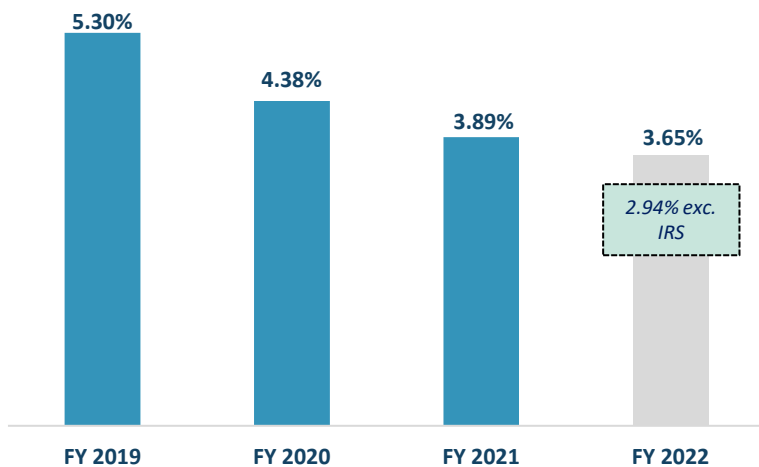
Gross debt breakdown by type



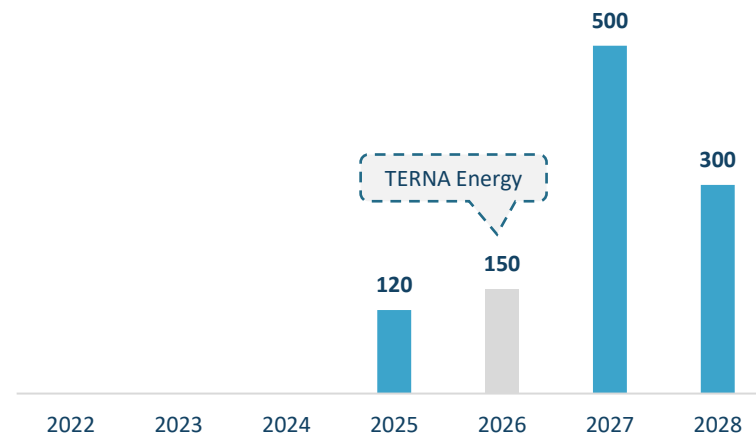
Gross debt breakdown by coupon



Group cost of debt

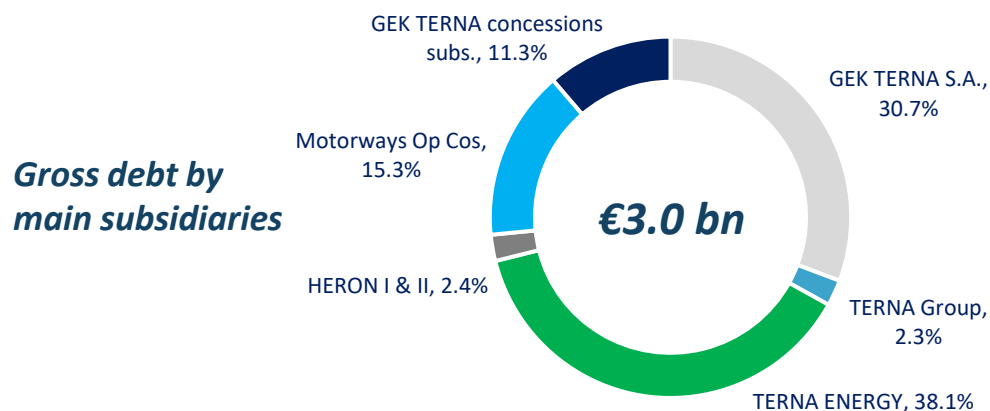


Corporate bond maturities (€ m)



# Debt highlights II: Financial debt by segment/subsidiary

€ m	FY 2022			FY 2021		
	Gross Debt	Cash <sup>(1)</sup>	Net Debt/(Cash)	Gross Debt	Cash <sup>(1)</sup>	Net Debt/(Cash)
Construction	80.0	200.7	(102.7)	87.7	334.9	(247.2)
RES	1,030.8	362.5	668.3	912.6	312.2	600.5
Thermal Energy <i>o/w external debt</i>	232.5 70.4	238.7	(6.2)	101.1	53.3	47.8
Concessions	763.5	144.7	618.8	652.8	123.3	529.5
Holding and Other	886.3	545.1	341.2	841.8	540.7	301.1
<b>Total</b>	<b>2,993.4</b>	<b>1,491.7</b>	<b>1,501.6</b>	<b>2,596.0</b>	<b>1,364.4</b>	<b>1,231.7</b>
<i>x Group adj. EBITDA</i>			<i>2.3x</i>			<i>3.8x</i>
<b>Concessions &amp; RES</b>	<b>1,794.3</b>	<b>507.2</b>	<b>1,287.2</b>	<b>1,565.4</b>	<b>435.5</b>	<b>1,130.0</b>
<i>x Segment adj. EBITDA</i>			<i>4.7x</i>			<i>4.1x</i>
<b>Other</b>	<b>1,199.0</b>	<b>984.5</b>	<b>214.5</b>	<b>1,030.6</b>	<b>908.9</b>	<b>101.7</b>
<i>x Segment adj. EBITDA</i>			<i>0.6x</i>			<i>1.7x</i>



Projects with >15-years of remaining lifetime(w.a.) and secured/regulated EBITDA

1. Does not include restricted deposits

# Business Segments Review

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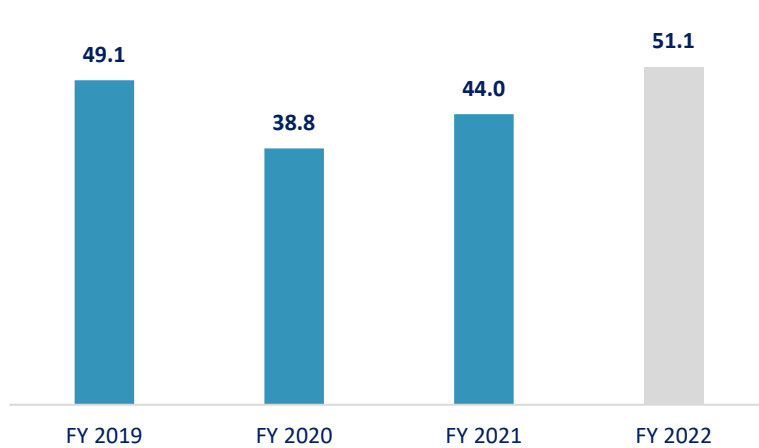


(€m)	FY 2021	FY 2022
Revenues	173.0	202.0
adj. EBITDA	101.8	111.7
<i>margin</i>	58.8%	55.3%
EBIT	33.6	41.1
IRS valuation impact	(11.1)	(74.7)
EBT	(19.1)	(80.8)

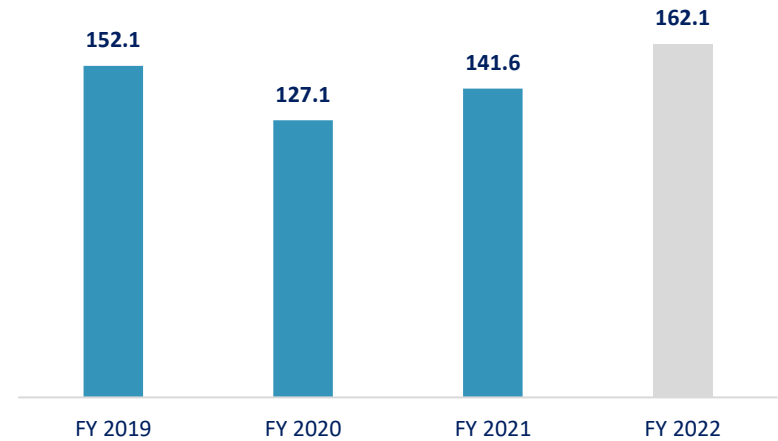
- **Traffic in motorways increases 16.2% y-o-y** following lift of pandemic restrictions (+4.2% vs. 2019)
- **Operating profitability grows in line with traffic**
  - ❑ Margin erosion related to COVID-related compensation booked in 2021 as other income
- **Seamless cash distributions** from operating motorways in line with concession agreement
- IRS valuation effect due to increase in interest rates
  - ❑ **No cash impact**
  - ❑ **Positive effect on Other Comprehensive Income counterbalances move at Equity position level**
- Debt levels increase on execution of investment plans

(€m)	FY 2021	FY 2022
Loans	652.8	763.5
Cash	123.3	144.7
Net Debt / (Cash)	529.5	618.8

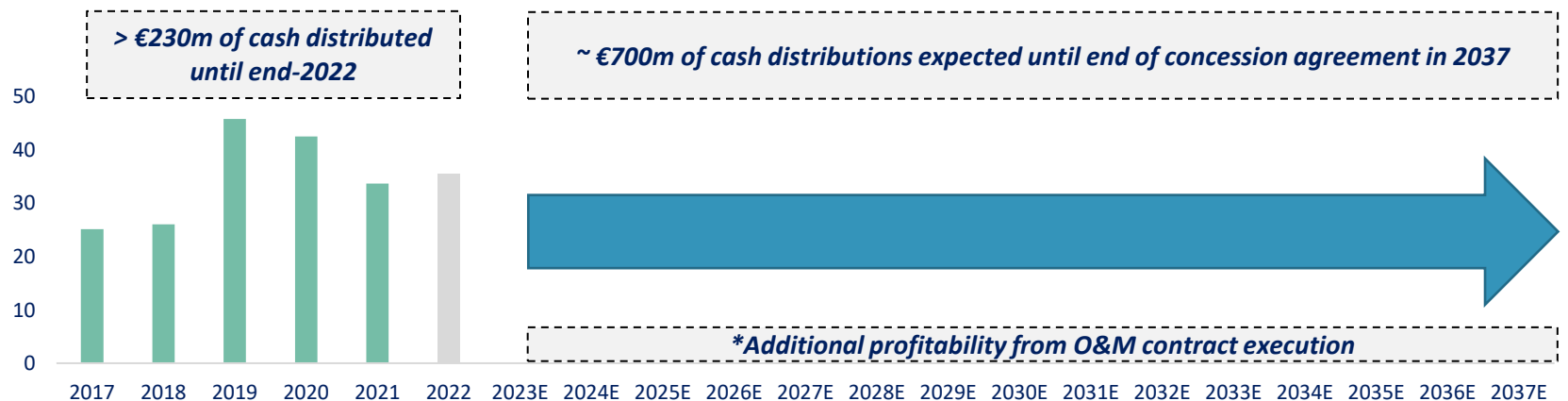
## Total Transactions in Nea & Kentriki Odos (m)



## Toll revenues Nea & Kentriki Odos (€ m)

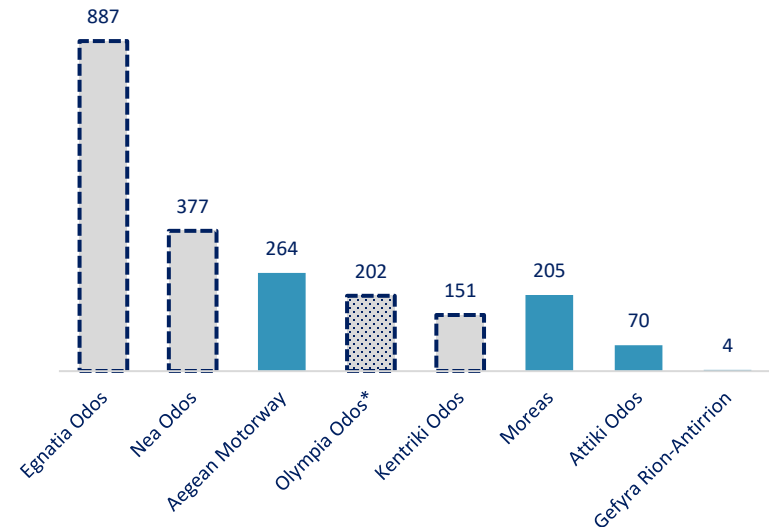


## Nea & Kentriki Odos cash distributions



- **Komotini 877MW new CCGT** under construction (>65% completed). Trial period expected within 1H-2024
- **New airport in Kasteli, Crete** construction accelerating following upgraded masterplan. COD 2026/27
- **Egnatia Motorway** currently finalizing the contractual documents of the concession. Onboarding expected 2<sup>nd</sup> half of 2023
- **IRC in Hellinikon** under development with main construction works expected to start within 2023 and to last for approximately 3 years
- **North Crete PPP project** signed earlier this year – GEK TERNA participates with 55%. NPV of availability payments at € 188.6m (4-year construction period)

## Greek toll roads (km)



- *The total portfolio of highways of the GEK TERNA Group, after the commencement of operation of Egnatia Odos, will exceed 1,500 km.*
- *This is the largest portfolio of highways in the country and one of the largest in Europe, further strengthening the ability of the Group to generate significant, stable, and recurring revenues in the longer run.*

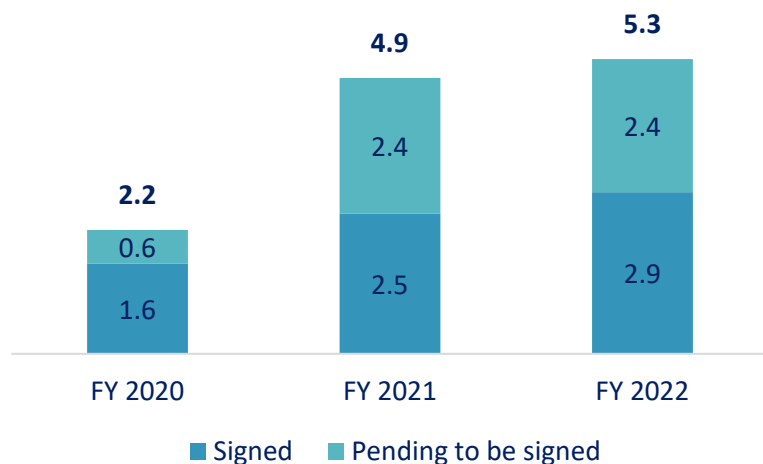


(€m)	FY 2021	FY 2022
Revenues	600.6	1,024.2
adj. EBITDA	52.8	80.6
<i>margin</i>	8.8%	7.9%
EBIT	42.4	62.8
<i>margin</i>	7.1%	6.1%
Net	28.5	47.9

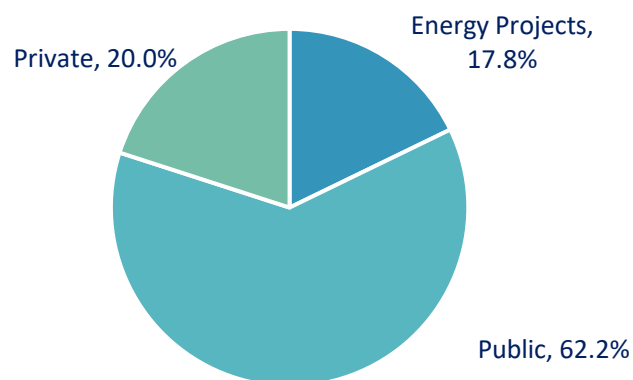
- **Backlog increases further to € 5.3bn**, with € 1.2bn of new contracts (inc. extensions) signed in 2022
- Ramp up in activity levels following the launch of execution of **new public and private projects in Greece as well as projects that the group participates as investor**
- **Profitability preserved** at healthy levels despite inflationary pressures driven by solid underwriting, diversified portfolio and focused execution
- **Strong liquidity** with cash at hand of € 200.7m and a net cash position of € 120.7m
- Reduced cash following consumption of pre-payments and timing of collections in 2H2022– **Increased cash collections during 1H 2023**

(€m)	FY 2021	FY 2022
Loans	87.7	80.0
Cash	334.9	200.7
Net Debt / (Cash)	(247.2)	(120.7)

## Backlog evolution (€ bn)



## Signed backlog mix



## Backlog FY 2022 (€ bn)

Kasteli Airport	0.6
Motorways (Central Greece-Nea Odos-Olympia)	0.7
Komotini CCGT	0.3
Railway Line Sofia-Dragoman (BG)	0.1
EPC Unit 6 Cyprus	0.1
Ariadne Project	0.1
5* Hotel Mykonos	0.1
PV Stations West Macedonia	0.1
Other	0.8

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**Total signed backlog** **2.9**

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To be signed 2.4

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**Total backlog** **5.3**

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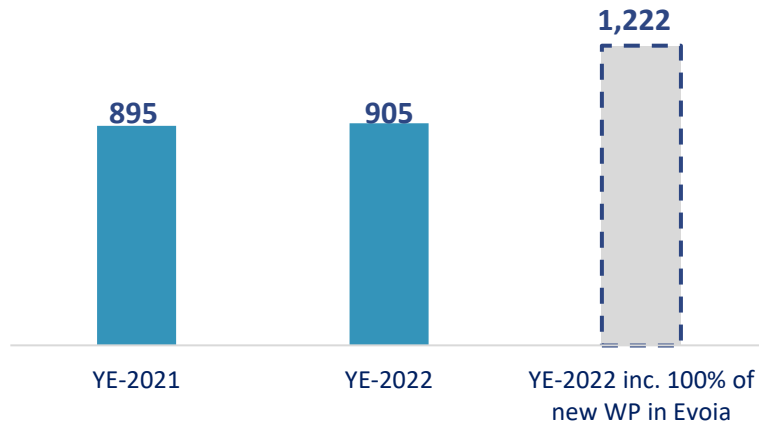
(€m)	FY 2021	FY 2022
Revenues	224.4	236.2
adj. EBITDA	161.5	161.1
margin	72.0%	68.2%
EBIT <sup>(1)</sup>	118.6	71.7
EBT <sup>(1)</sup>	90.1	34.3
Net <sup>(1)</sup>	67.8	18.0

(€m)	FY 2021	FY 2022
Loans	912.6	1,300.8
Cash	312.2	362.5
Net Debt / (Cash)	600.4	668.3

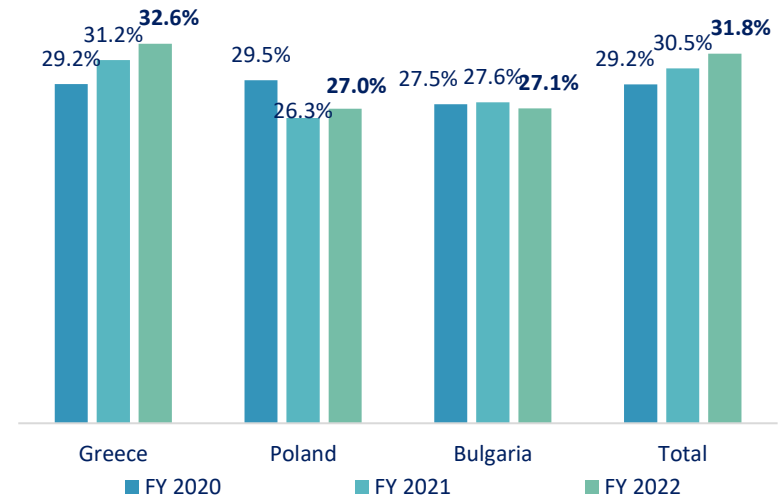
- **Installed capacity increases to 905MW** from 895MW in end-2021 following gradual commissioning of new wind park cluster in Evoia before the end of year
- **2.0 GW of projects currently in operation, under construction or ready to built**
  - ❑ Evoia cluster (330MW) fully commissioned by end of 3Q2023
  - ❑ Amfilochia pump storage construction commenced in 2022 (680MW)
  - ❑ More than 180MW of PVs ready to built
- Increased energy generation volumes on the back of **higher load factors** and increased availability following O&M optimization
- **Capex** of € 240m in 2022 (vs. € 217m in 2021) directed mainly for new wind park cluster in Evoia

1. On 31.12.2022 and according to the provisions of IFRS 2, TERNA ENERGY proceeded to the valuation of its share bonus scheme that resulted in the recognition of a total cost of € 48.8m in its Income Statement and the formation of a reserve of an equal amount in its Equity Position. The said accounting treatment of the share bonus scheme does not impact the Share Capital of the Company or GEK TERNA group. In respect of cash flow purposes, the cost of the share bonus scheme is considered a non-cash item.

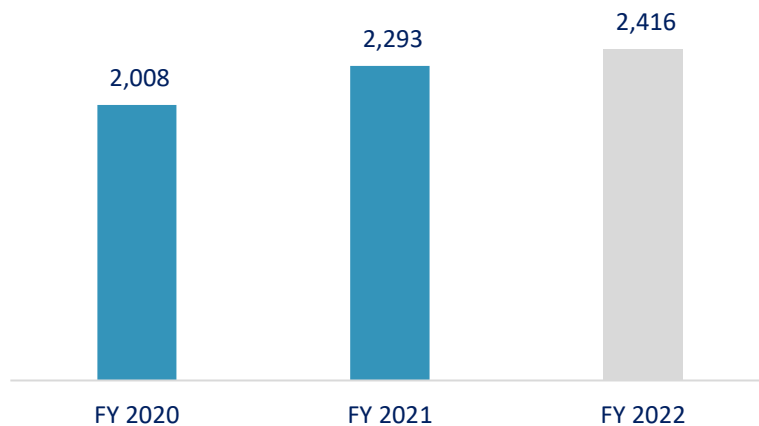
## Installed capacity (MW)



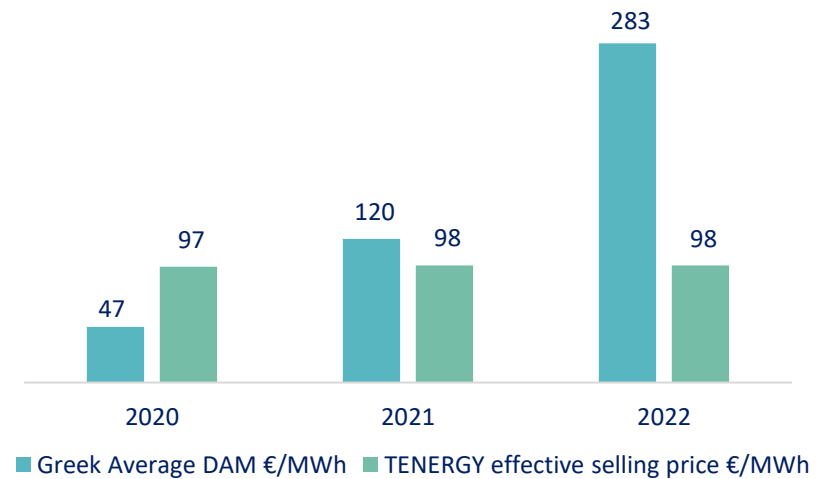
## RES Portfolio load factor



## Generation volumes (GWh)



## TENERGY effective selling price vs. DAM

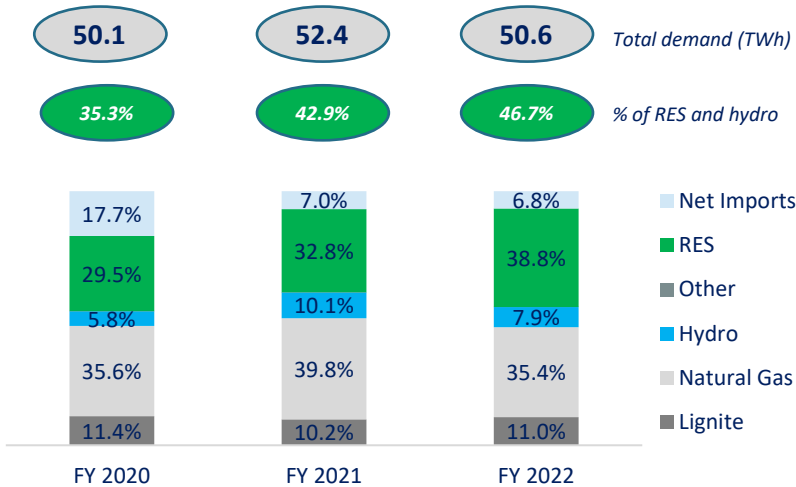


(€m)	FY 2021	FY 2022
Revenues	252.6	2,661.1
adj. EBITDA	33.2	333.5
<i>margin</i>	<i>13.1%</i>	<i>12.6%</i>
EBIT	27.9	276.0
EBT	22.8	260.3
Net	23.1	198.4

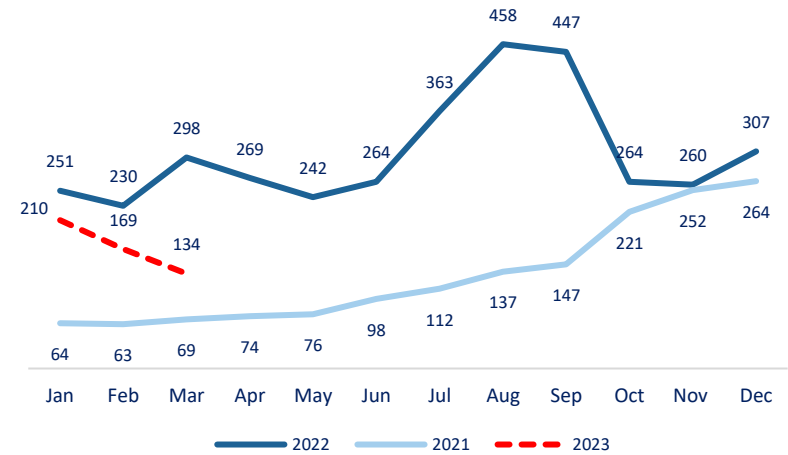
(€m)	FY 2021	FY 2022
Loans	101.1	232.5
<i>o/w external loans</i>		<i>70.4</i>
Cash	53.3	238.7
Net Debt / (Cash)	47.8	(6.2)

- **Consolidation perimeter changes due to majority stakes acquisition (currently 100% owned)**
  - ❑ HERON II fully consolidated as of Nov'2021
  - ❑ HERON I fully consolidated as of Feb'2022
- **Increase in revenues** due to consolidation perimeter changes, rise in energy prices and increased generation and trading volumes
- **Generation, supply and trading with positive contribution in 2022** vs. negative contribution from supply in 2021 due to phasing of indexing
- **Adj. EBITDA split FY 2022**
  - ❑ ~40% Production
  - ❑ ~35% Supply
  - ❑ ~25% Trading
- Bad debt within historical range – prudent provisioning policy

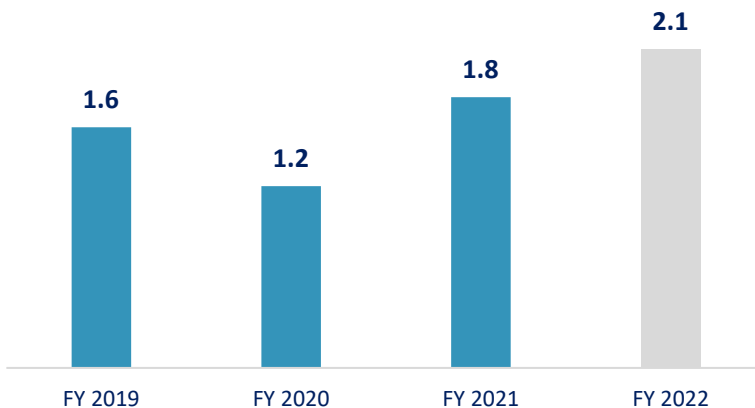
## Greek power market generation mix



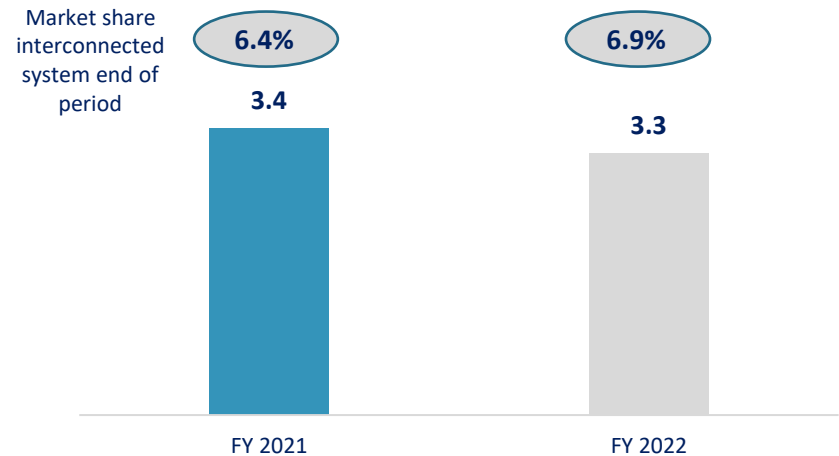
## Greek DAM (€/MWh)



## HERON II generation volumes (TWh)



## HERON I electricity sales volume (TWh)



# ESG Highlights

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	2021	2022
<b>People</b>		
Total number of employees (Greece& Abroad) including JVs	5,470	6,730
Total number of employees (Greece& Abroad)	3,371	4,369
Percentage of female employees (Greece)	28.76%	25.72%
Percentage of female employees (Abroad)	21.55%	16.00%
Percentage of female employees at the top 10% of employees by total compensation (Greece)	12.1%	12.3%
Percentage of female employees at the top 10% of employees by total compensation (Abroad)	3.5%	15.6%
<b>Environment</b>		
Renewable production (GWh)	2,293	2,415
Total electric power production (MWh)	4,207,812	4,512,437
Percentage of electric power produced from RES	54.48 %	53.55%
Total gross direct (Scope 1) GHG emissions (in tCO <sub>2</sub> e)	813,239.00	936,938.04
Avoided emissions (CO <sub>2</sub> e tons)	1,066,103	1,119,436
<b>Social</b>		
Social contribution through sponsorships, donations and social support programs (€ m)	3.5	5.1
<b>Taxonomy - Aligned (% of total)</b>		
Revenues		9%
CapEx		61%
OpEx		71%

- ✓ ***Optimum balance between economic performance and responsible environmental and social practices***
- ✓ ***Operations with direct and indirect economic, social and environmental impact***
- ✓ ***ESG committee established***
- ✓ ***Implementation of a sustainable development policy to address such challenges within the organization.***

## Our progress:

- Decarbonisation targets and actions aimed at designing a specific action plan that will lead to the minimization of operations' carbon footprint towards EU's 2050 climate neutrality targets
- Measurement of value chain carbon footprint (scope 1, 2 and 3)
- Climate Risk and opportunities assessment of all business sectors in alignment with the recommendations of the "Task Force on Climate-related Financial Disclosures" (TCFD) framework
- Socioeconomic Impact study
- Sustainability Report in accordance with the new GRI Standards («In accordance with the GRI Standards»), the updated Athens Stock Exchange ESG Reporting Guide 2022 and the SASB Standard «Engineering & Construction Services, 2018»
- Participation in the ATHEX ESG INDEX
- External assurance of limited scope in the context of the annual external verification of GEK TERNA's Sustainability-Linked Bond.
- First time participation in CDP in 2022 for Climate Change – Score "B" (vs. Construction Sector "C" and Global Average "C")



# Recent achievements

**GEK TERNA participated in CDP Climate Change for the first time in 2022, scoring above Construction Sector and Global Average**



Your CDP score



Average performance



Construction

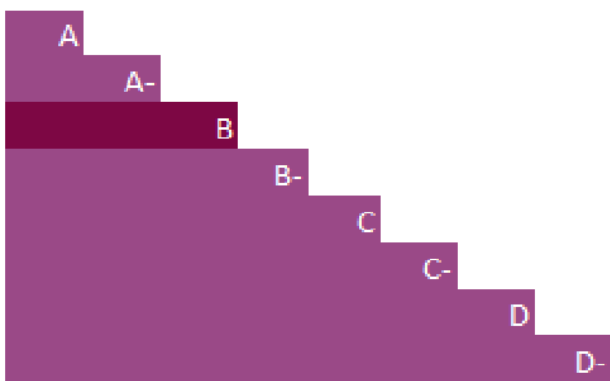


Europe



Global Average

## UNDERSTANDING YOUR SCORE REPORT



GEK TERNA SOCIETE ANONYME HOLDINGS REAL ESTATE CONSTRUCTIONS received a B which is in the Management band. This is the same as the Europe regional average of B, and higher than the Construction sector average of C.

*Leadership (A/A-): Implementing current best practices*

*Management (B/B-): Taking coordinated action on climate issues*

*Awareness (C/C-): Knowledge of impacts on, and of, climate issues*

*Disclosure (D/D-): Transparent about climate issues*

# Appendix

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# Investment case highlights

*A vertically integrated infrastructure group, holding the leading position in a niche, growing market, operating critical assets with long term and visible cash flow streams*

- 1 Presence in **landmark projects** across the country continuously **extracting value through synergies and vertical integration**
- 2 **Market leader**: #1 contractor, #1 motorway operator, #1 RES player, #2 IPP
- 3 **Market opportunity**: Significant pipeline of greenfield/brownfield projects with ideal fit and size
- 4 **Greenfield and brownfield appetite** along with **vertical integration** allowing for a significantly **larger scope of growth pipeline – more selective and more competitive approach**
- 5 Assets with **resilient, visible and long duration** cash flows and flexible pricing
- 6 **Balance sheet strength** and firepower to realize pipeline and new opportunities
- 7 **Experienced management team** and one of the **most sought-out business partners in the country**

# Performance by Segment

FY 2022 (€ m)	Construction	RES	Concessions	Thermal Energy generation, supply and trading	Hold Co and Other	Eliminations	Group
Revenues	1,024.2	236.2	202.0	2,661.1	25.4	(210.6)	3,938.3
Gross profit	94.8	142.4	55.7	326.8	2.4	(16.4)	605.7
adj.EBITDA	80.6	161.1	111.7	335.5	(12.2)	(15.0)	661.8
EBIT	62.8	71.7	41.1	276.0	(19.8)	(15.9)	415.8
EBT	66.4	34.1	(80.8)	260.3	(20.9)	(15.8)	243.3
Net Earnings	47.9	18.0	(51.1)	198.4	(20.1)	(15.8)	177.3

FY 2021* (€ m)	Construction	RES	Concessions	Thermal Energy generation, supply and trading	Hold Co and Other	Eliminations	Group
Revenues	600.6	224.4	173.0	252.6	16.3	(122.7)	1,144.2
Gross profit	61.9	136.8	36.2	30.7	(0.5)	(10.5)	254.6
adj.EBITDA	52.8	161.5	101.8	33.2	(14.0)	(11.9)	323.5
EBIT	42.4	118.6	33.6	27.9	(20.2)	(10.0)	192.5
EBT	39.7	90.1	(19.1)	22.8	23.2	(11.1)	145.6
Net Earnings	28.5	67.8	(2.1)	23.1	23.9	(11.0)	130.2

# Group Balance Sheet and Cash Flow

## Group Balance Sheet

(€ m)	FY 2021*	FY 2022
Tangible and Intangible fixed assets	1,985.9	2,208.5
Investments	254.4	387.1
Other long-term assets	272.4	278.9
Inventories and Receivables	935.4	1,611.4
Cash and cash equivalent	1,364.4	1,491.7
<b>Total assets</b>	<b>4,812.4</b>	<b>5,977.5</b>
Total loans	2,595.8	2,976.4
Grants	87.4	176.2
Long-term liabilities	516.3	531.6
Short-term liabilities	741.6	1,102.6
<b>Total Liabilities</b>	<b>3,941.2</b>	<b>4,786.8</b>
Total Equity	871.3	1,190.7
Non controlling interest	(270.9)	(335.4)
<b>Shareholders equity</b>	<b>600.3</b>	<b>855.3</b>

## Group Cash Flow

€ m	FY 2021*	FY 2022
adj. EBITDA	323.5	661.8
Non-cash adjustments	(5.2)	(3.9)
Net WC changes	45.1	(382.5)
Taxes	(21.1)	(31.4)
<b>Operating CF</b>	<b>342.2</b>	<b>244.0</b>
Capex	(203.1)	(255.1)
Other Investing	(15.6)	(36.4)
<b>Investing CF</b>	<b>(218.6)</b>	<b>(291.5)</b>
Financial Expenses	(108.4)	(116.1)
Buy-back and dividends	(22.3)	(22.9)
Net change in loans	295.3	343.4
Other Financing	(31.1)	(31.4)
<b>Financing CF</b>	<b>133.5</b>	<b>173.0</b>



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