

# IFC and Greece

Partners in Private Sector Development



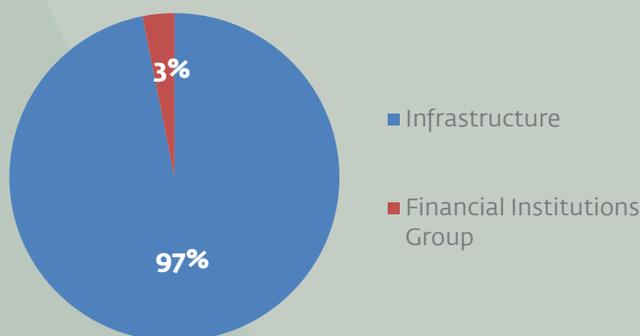
## OVERVIEW

IFC, a member of the World Bank Group, is the largest global development institution focused on the private sector in emerging markets. Working in more than 100 countries, IFC committed a record \$31.5 billion in own-account investments and mobilization from third parties to private companies and financial institutions in developing countries in fiscal year 2021 (FY21). Between 2015-2020, at the request of the Greek government, IFC was authorized by its Board to make direct investments in Greece to restore investor confidence and act as a catalyst to mobilize private sector capital. IFC's engagement in Greece ceased at the end of 2020. As of FY21, IFC's long-term committed portfolio with Greek sponsors globally amounted to \$191 million, while IFC's portfolio in Greece stood at \$317 million.

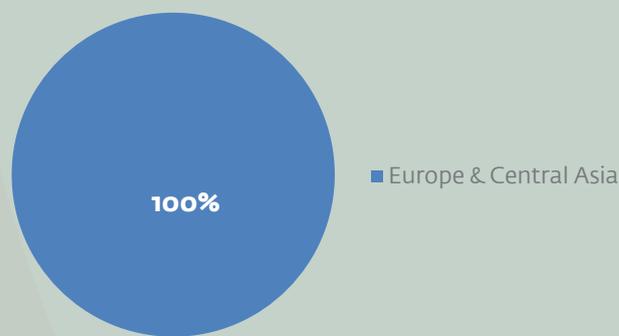
## IFC's Long-Term Investment Portfolio with Greek Sponsors in Emerging Markets

As of FY21 (ending June 2021), IFC's long-term investment portfolio with Greek sponsors amounted to \$191 million. Greek private sector companies and banks have benefited from co-investments with IFC while making notable contributions to development.

IFC Long-Term Investment Portfolio as of June 2021  
by Industry with Greek Sponsors (\$191 million)

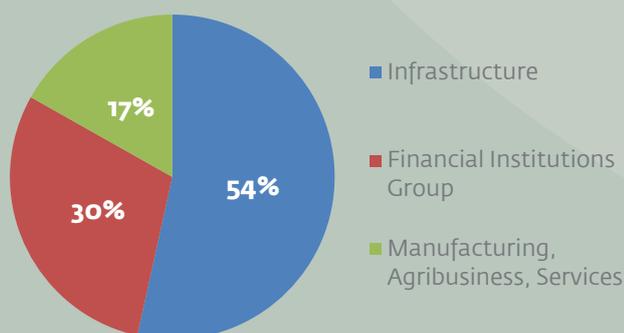


IFC Long-Term Investment Portfolio as of June 2021  
by Region with Greek Sponsors (\$191 million)



## IFC's Long-Term Investment Portfolio with Global Sponsors in Greece

As of FY21 (ending June 2021), IFC's long-term investment portfolio with global sponsors amounted to \$317 million.



**Mobilization:** IFC has a strong relationship with Greek financial institutions (FIs) and an active engagement across multiple sectors. As of June 2021, Greek FIs held \$38 million in IFC Syndicated Loans.

**Global Trade Finance Program (GTFP):** As of June 2021, IFC issued 14 guarantees amounting to close to \$4 million in favor of Greek confirming banks since the program began in 2005. The most active confirming bank is EFG Eurobank.

## Examples of Successful Cooperation in Greece



### Hellas Direct

In January 2018, IFC became a shareholder in Hellas Direct, a pioneering Greek startup in the digital insurance industry. The investment will help to diversify Greece's financial sector and make car insurance available to more Greeks. IFC invested €3.5 million in Hellas Direct as part of a €7 million equity offering by the company and invested an additional €1 million in 2020. Hellas Direct aims to increase insurance penetration in Greece and bring further transparency and fairness, by reducing commissions and eliminating hidden fees. The project supports IFC's strategy to promote technology-driven innovation in the financial sector by spurring economic growth and fighting poverty.



### Fraport Greece

In March 2017, IFC financed the privatization of 14 Greek regional airports through two long-term loans to Fraport Greece, a joint venture of Fraport AG Frankfurt Airport Services Worldwide and Copelouzos Group. The consortium was awarded a 40-year concession to modernize and operate select airports across Greece. IFC provided Fraport Greece a total of €154 million over two 18-year maturity loans, which are part of a long-term debt package of nearly €1 billion arranged by five international and Greek financial institutions. Fraport Greece will be managing, operating, upgrading, and maintaining the 14 airports, which are on the Greek mainland as well as on several islands.

## Examples of Successful Cooperation with Greek Sponsors in Emerging Markets



### Alpha Bank, Romania

In May 2019, IFC made a €50 million investment in covered bonds issued by Alpha Bank Romania, part of the Greek group Alpha Bank. IFC was one of the anchor investors in the first covered bond issuance in the country. The five-year maturity covered bond will support the development of capital markets and pave the way for other issuers to use a new financial instrument to provide long-term financing in Romania.

In May 2017, IFC committed a senior loan of up to €50 million to Alpha Bank Romania to support lending to residential mortgage borrowers. IFC's investment will contribute to economic growth by improving access to finance for prospective home buyers, while promoting the development of the housing sector, which will create jobs in the construction sector and other supporting industries.

### CONTACT

Andrea Engel  
Principal Country Officer  
for Greece  
T: +32 2 522 00 39  
E-mail: aengel@ifc.org

### BRUSSELS

17, Avenue Marnix  
2nd Floor  
1000 Brussels, Belgium  
Tel: +32 2 522 00 39

### PARIS

66, avenue d'Iéna  
75116 Paris  
France  
Tel: +33 1 4069 3060

### FRANKFURT

Bockenheimer  
Landstrasse 43  
60325 Frankfurt am Main  
Germany  
Tel: +49 69 743 48230

### LONDON

6th Floor  
1 Tudor Street  
EC4Y 0AH London,  
UK  
Tel: +44 207 592 8400