



DEPA SA and Natural Gas in Greece

Greece's role in Diversifying Energy Supply sources to Europe

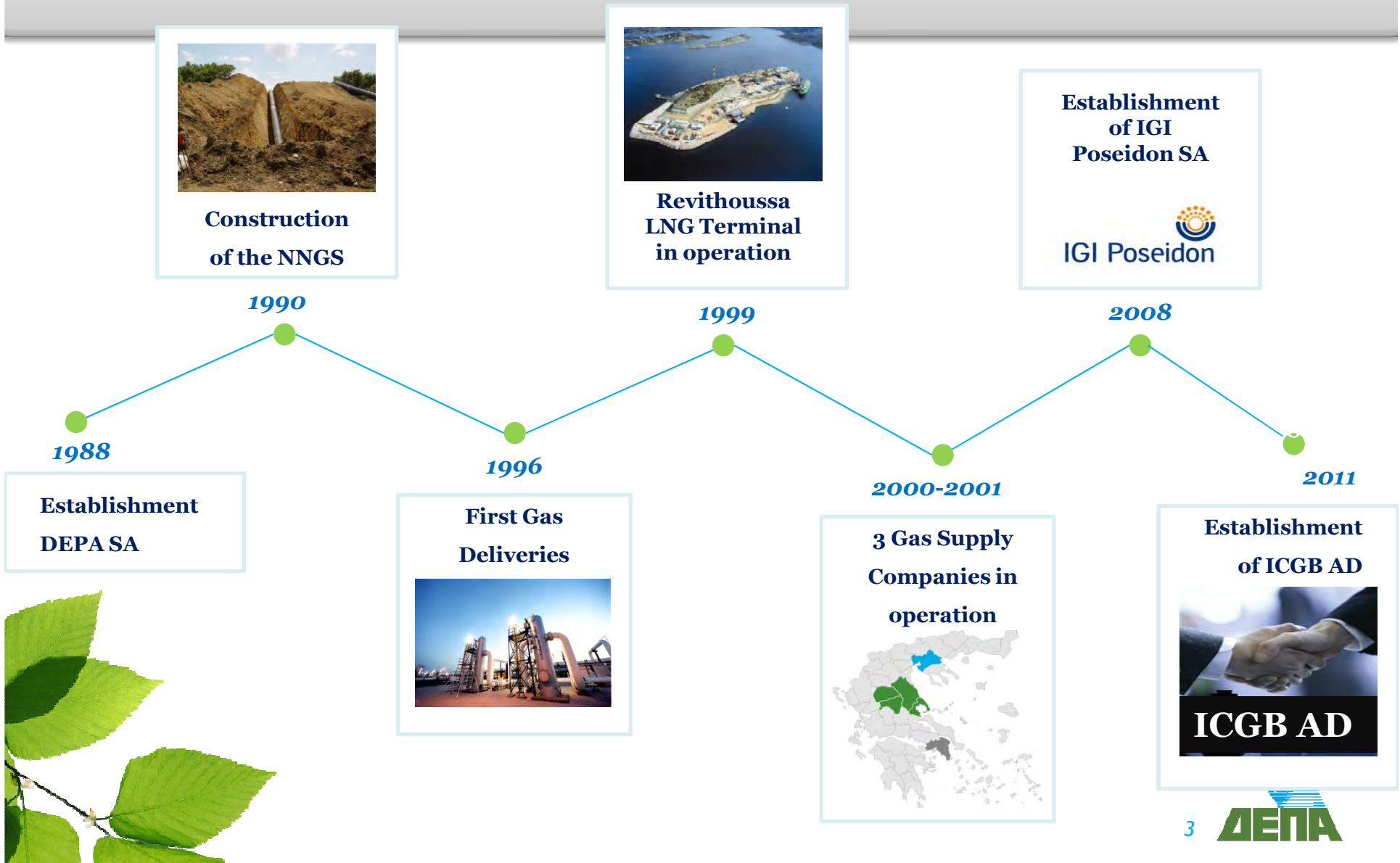
Vangelis Kosmas
Corporate Affairs & Communication

7.3.2012

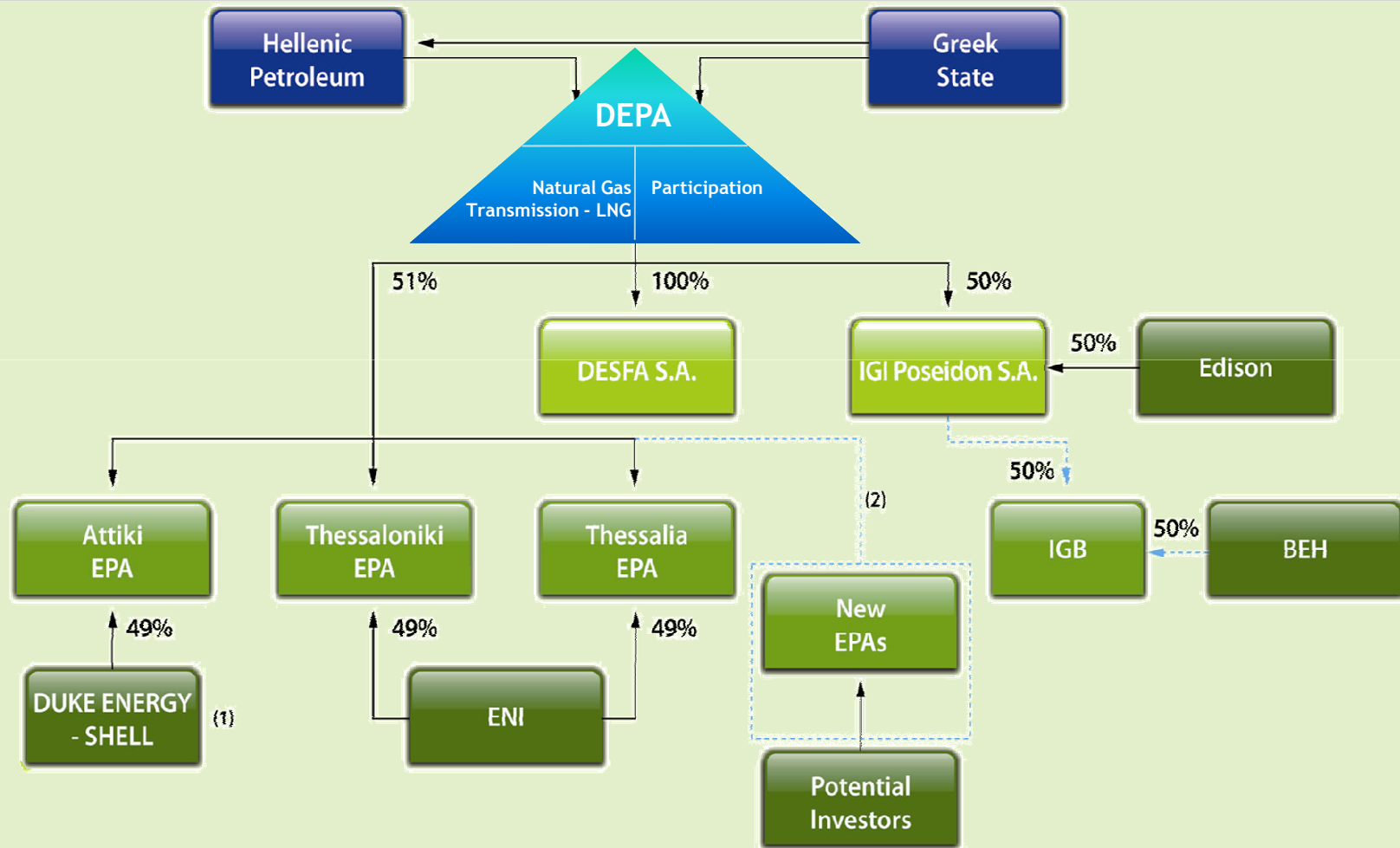


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DEPA SA - History



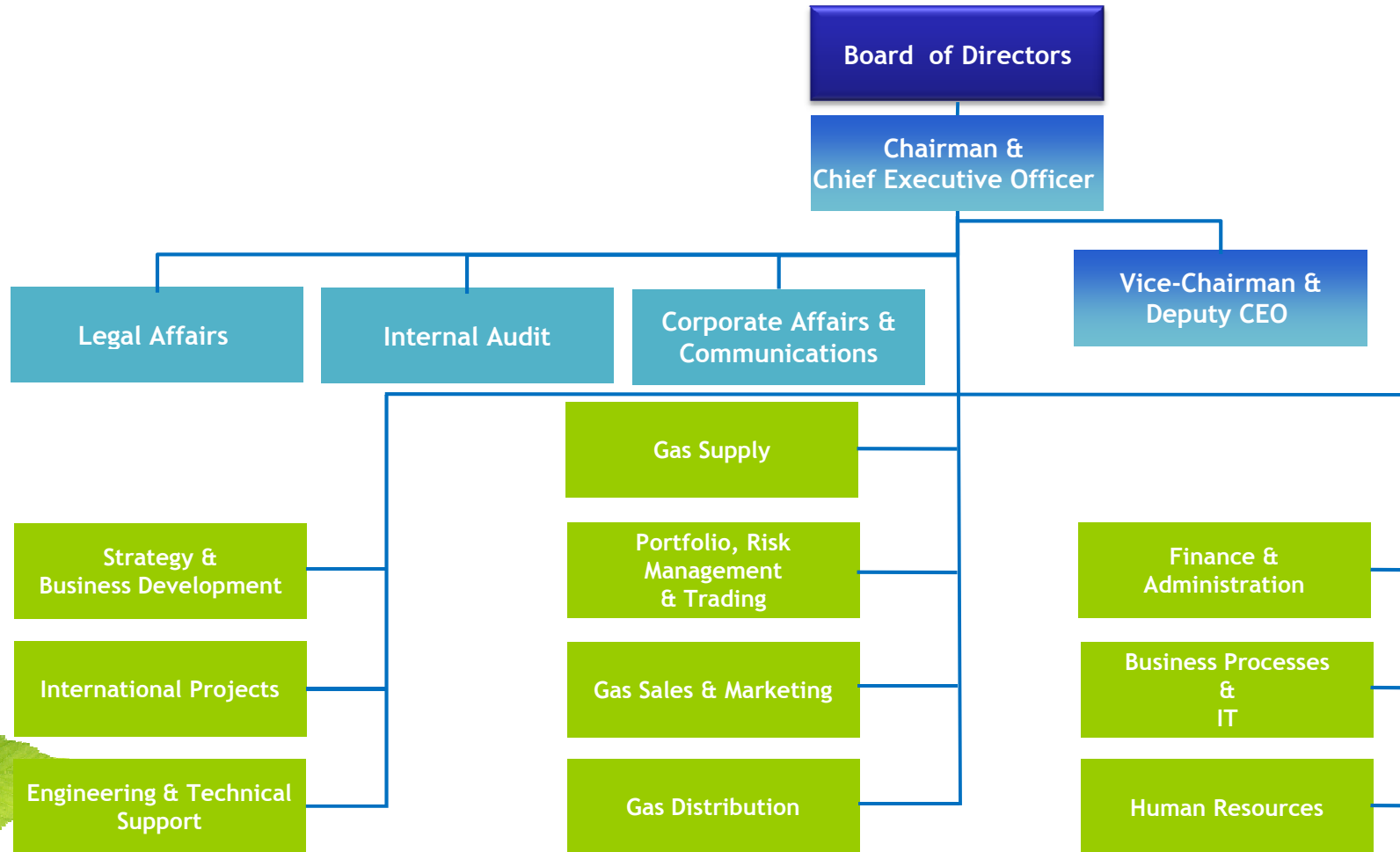
Corporate Structure



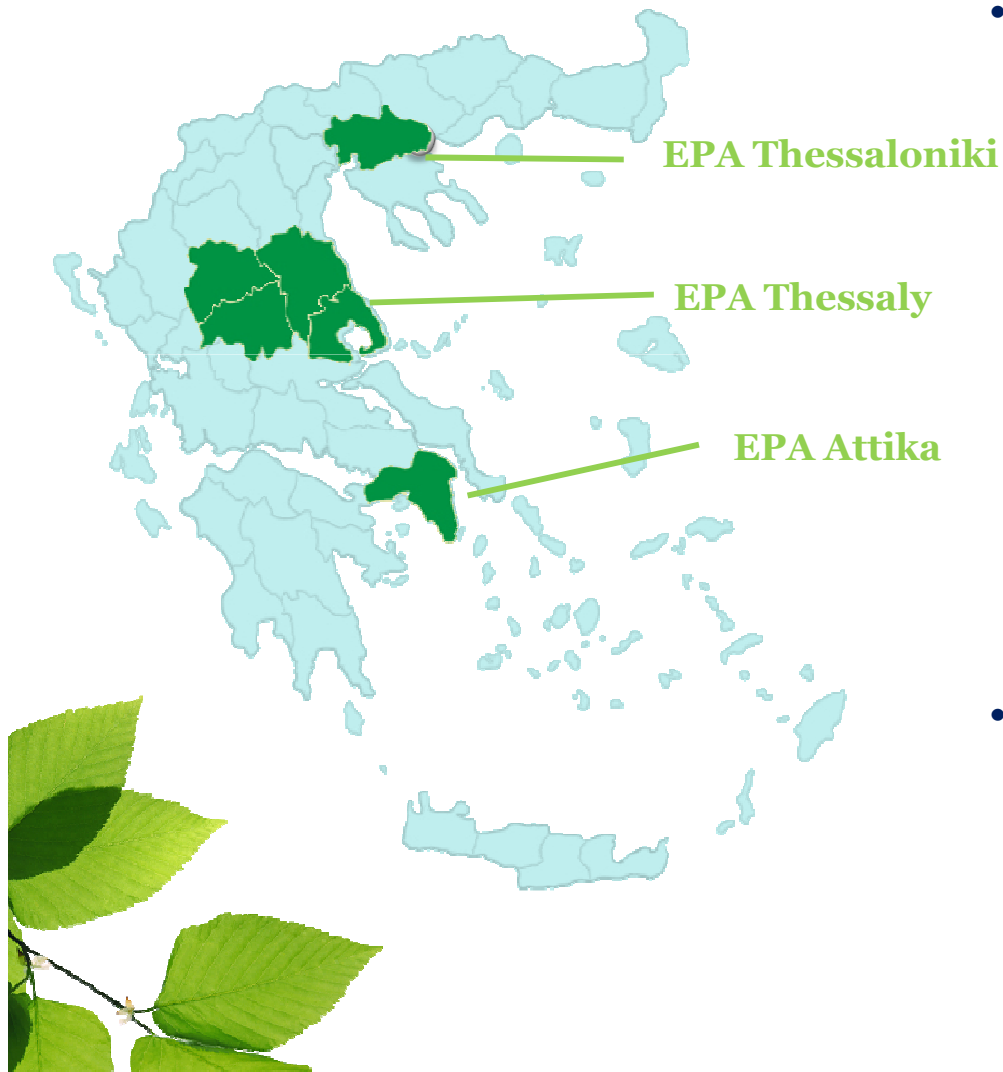
(1) DUKE released their shares to the Agricultural Bank of Greece

(2) Percentage participation of DEPA in the New EPAs is pending

DEPA'S organization

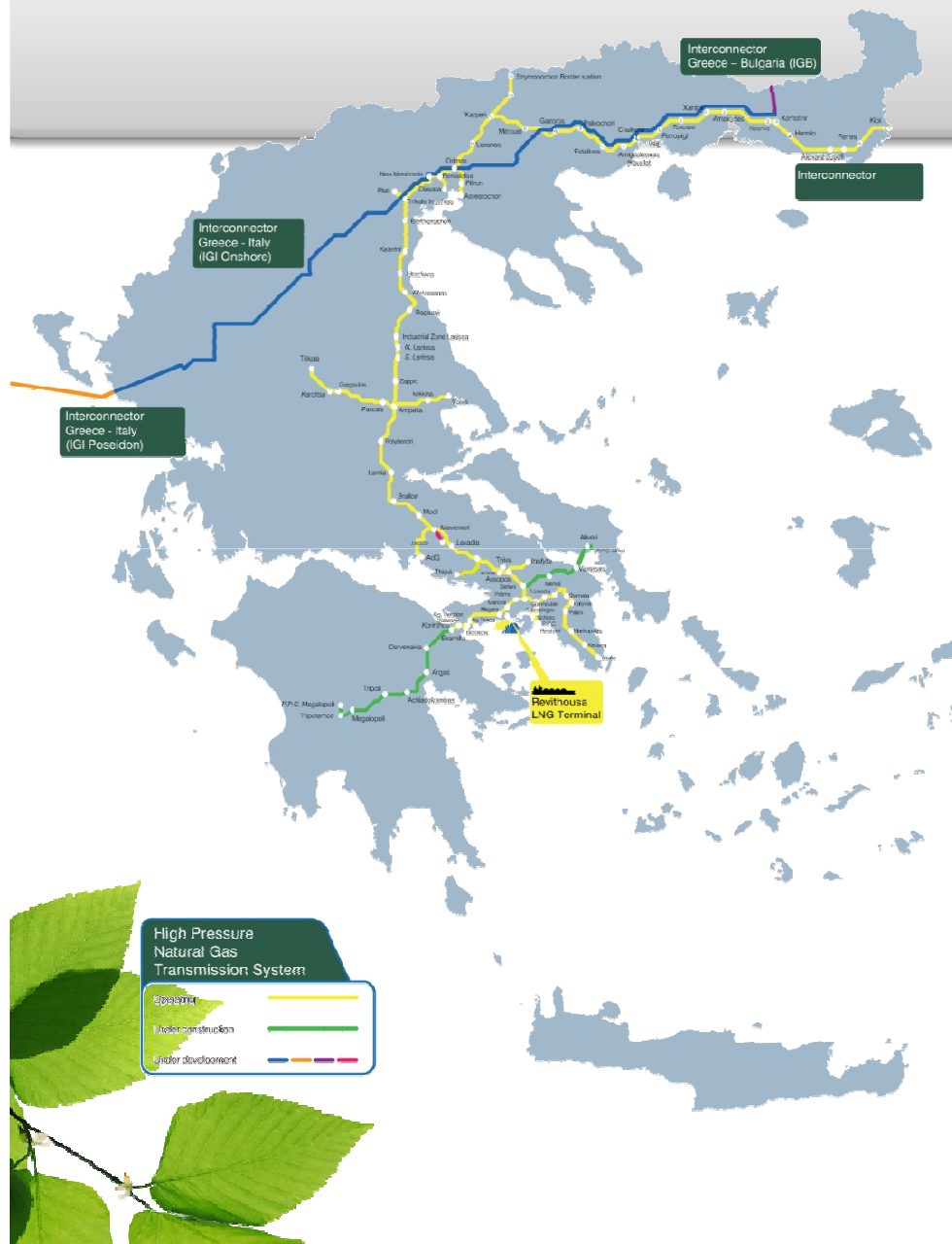


2000/2001 establishment of distribution companies



- In 2000, after the successful outcome of an international bid for the selection of private investors, the first two Gas Supply Companies (EPAs) are founded in the area of Thessaloniki and Thessaly. DEPA participates with 51% in the companies' share capital, while the remaining 49% belongs to a private company who is also in charge of the management.
- In 2001, a third EPA is established under a similar procedure in the region of Attica comprising the greater Athens area.

LEGAL UNBUNDLING DESFA

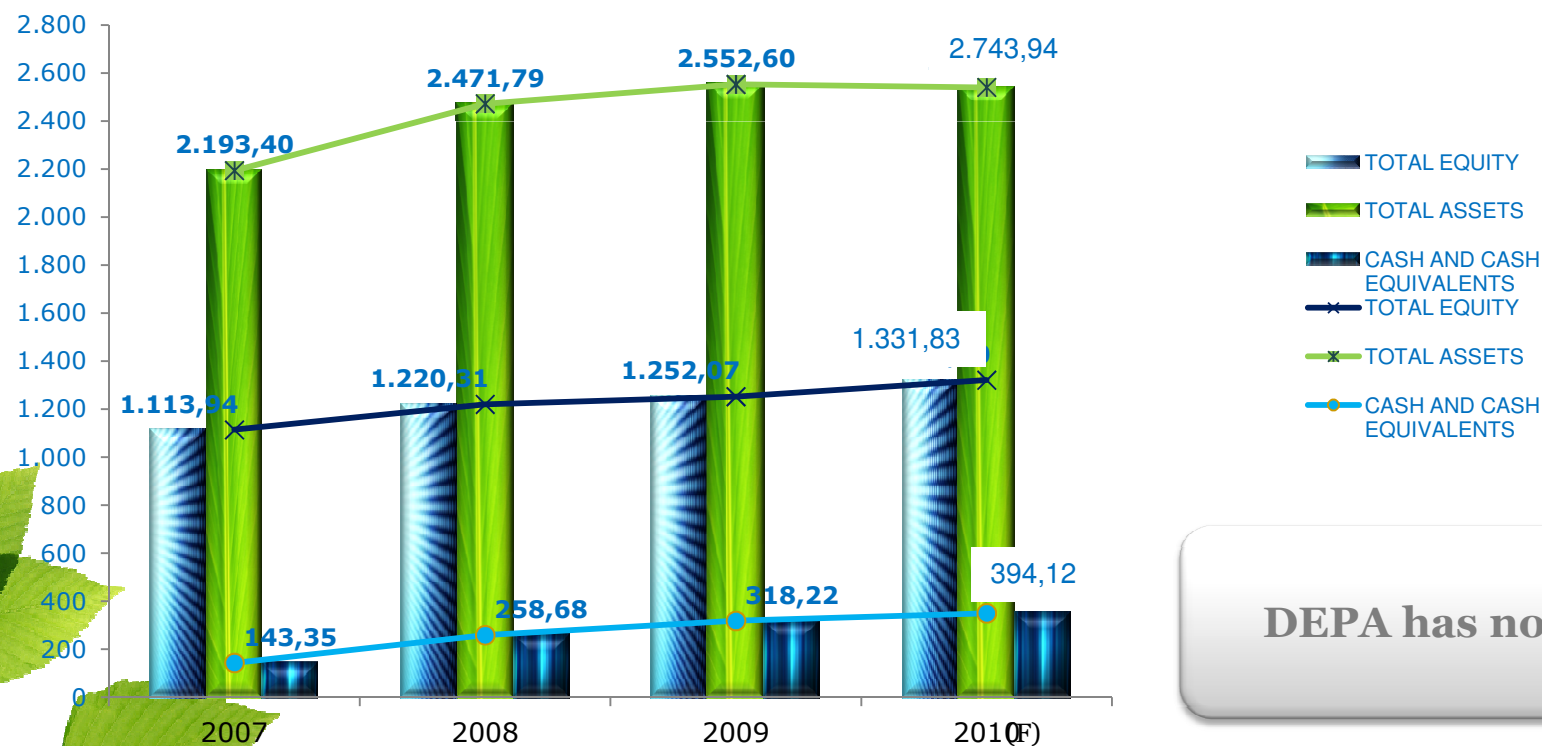


- The Administrator of the Natural Gas System (DESFA) S.A. was established in March 30, 2007 as the greek TSO. DESFA is founded as a 100% subsidiary of DEPA, to which ownership of the entire system of high pressure gas pipeline network and the LNG installation was transferred.

DEPA is a financially strong company

	2007	2008	2009	2010
SALES	1.072,32	1.505,51	976,84	1.216,96
EBITDA	157,77	216,02	165,51	204,31
PROFIT BEFORE INCOME TAXES	103,63	166,39	104,04	152,32

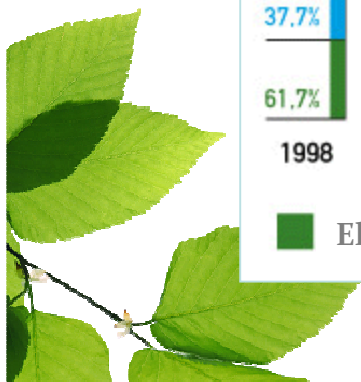
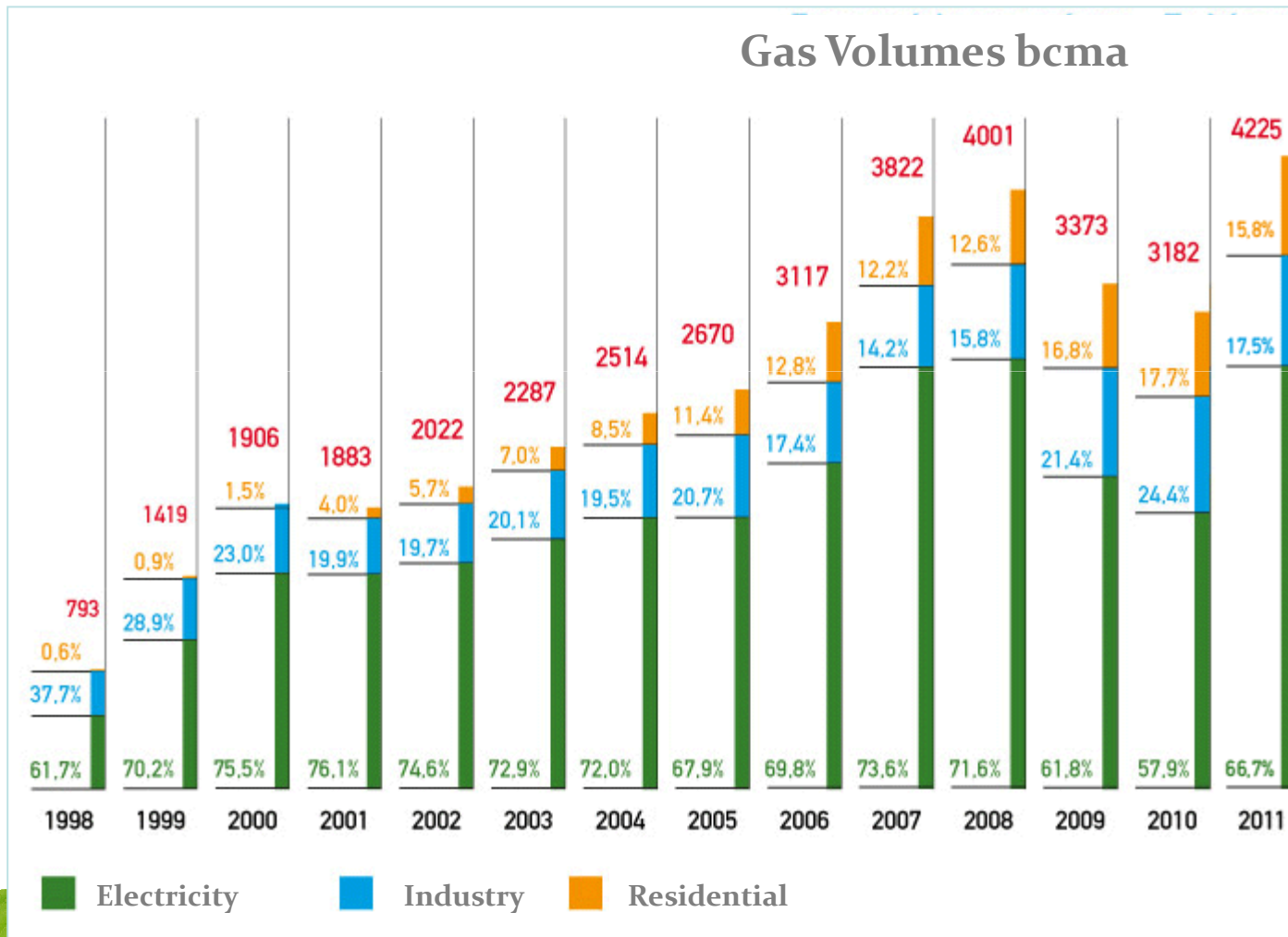
Amounts in millions Euro



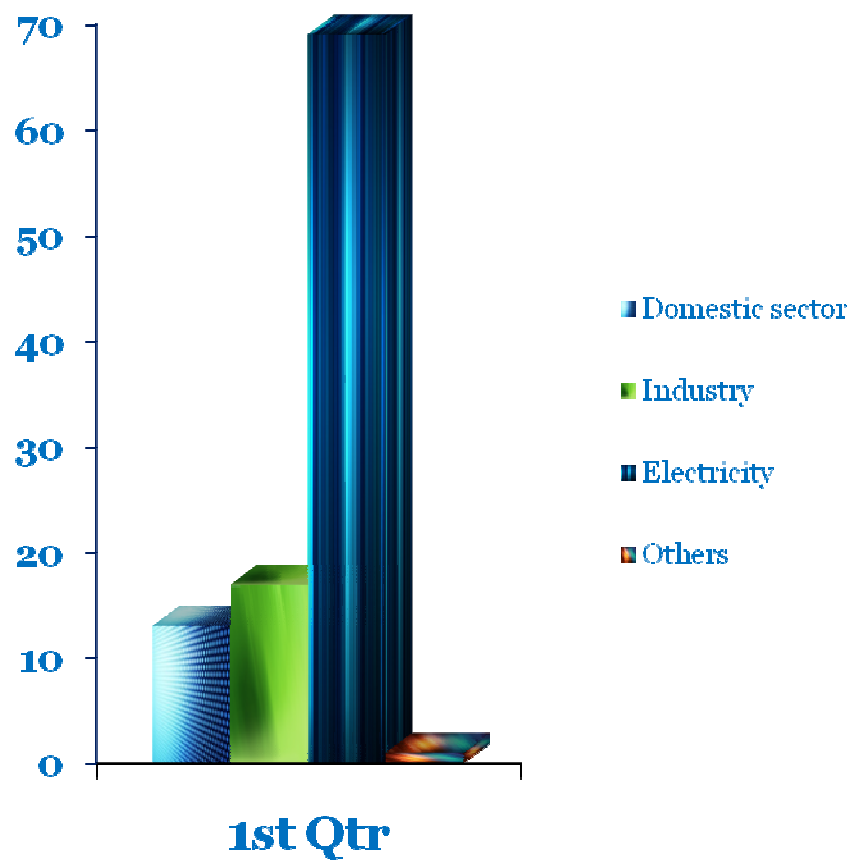
DEPA has no debt

DEPA'S Sales

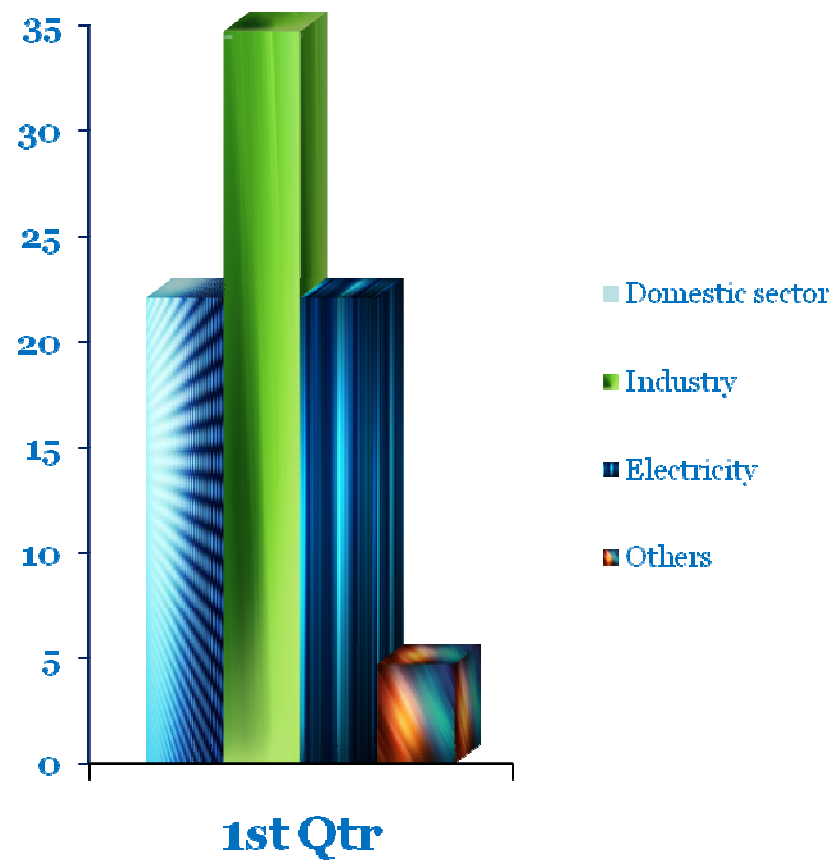
Gas Volumes bcma



GREECE



CENTRAL EUROPE



Three new Gas Distribution Companies



International tender for 3 new distribution companies is in progress



Privatization of DEPA

The Greek government is currently implementing an extensive privatization program and DEPA is one of the first candidates for privatization.

65% of State's participation and the 35% of ELPE's participation have offered to strategic investor.

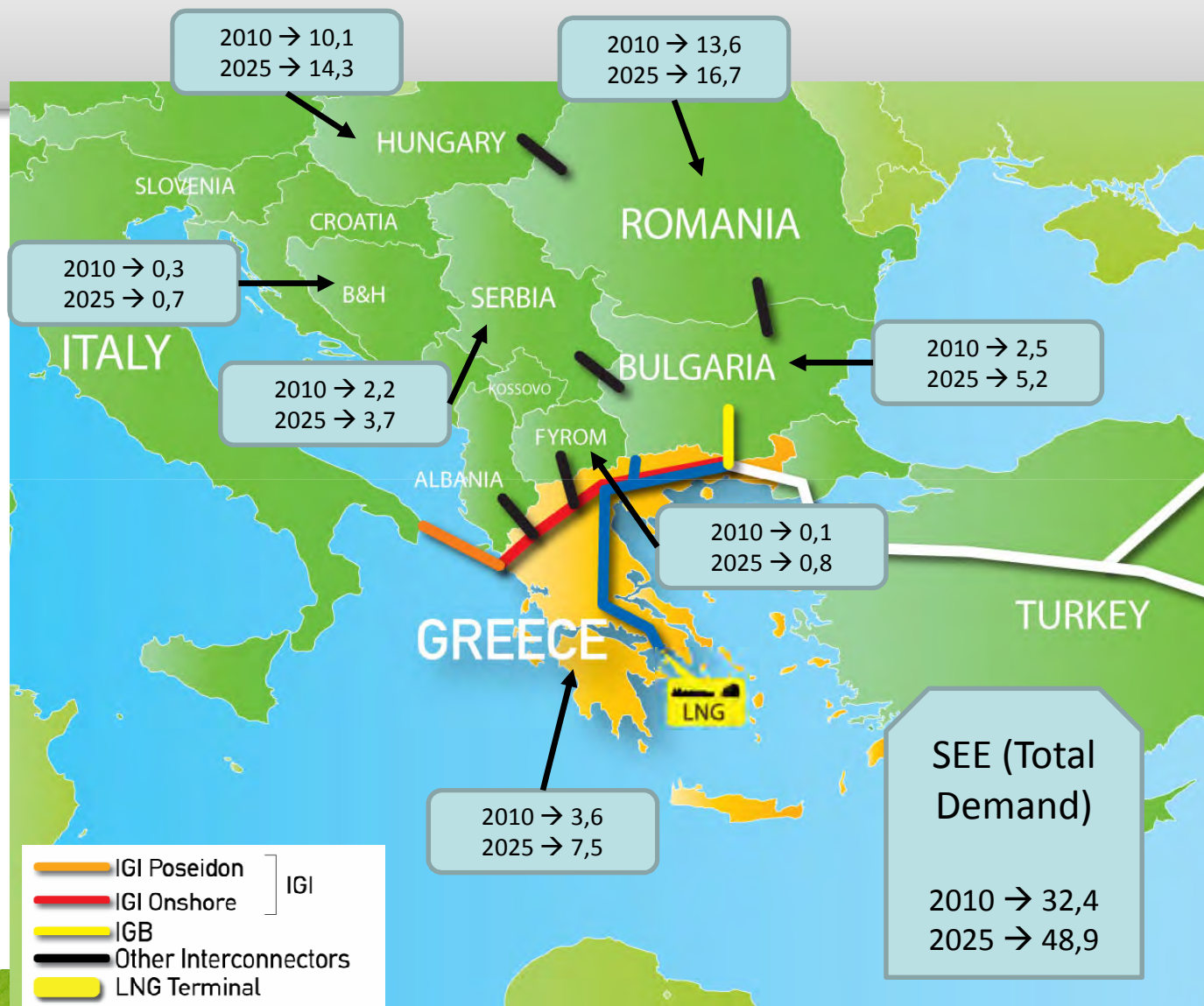
The Greek government has hired an Advisor for the privatization and the process is under development .



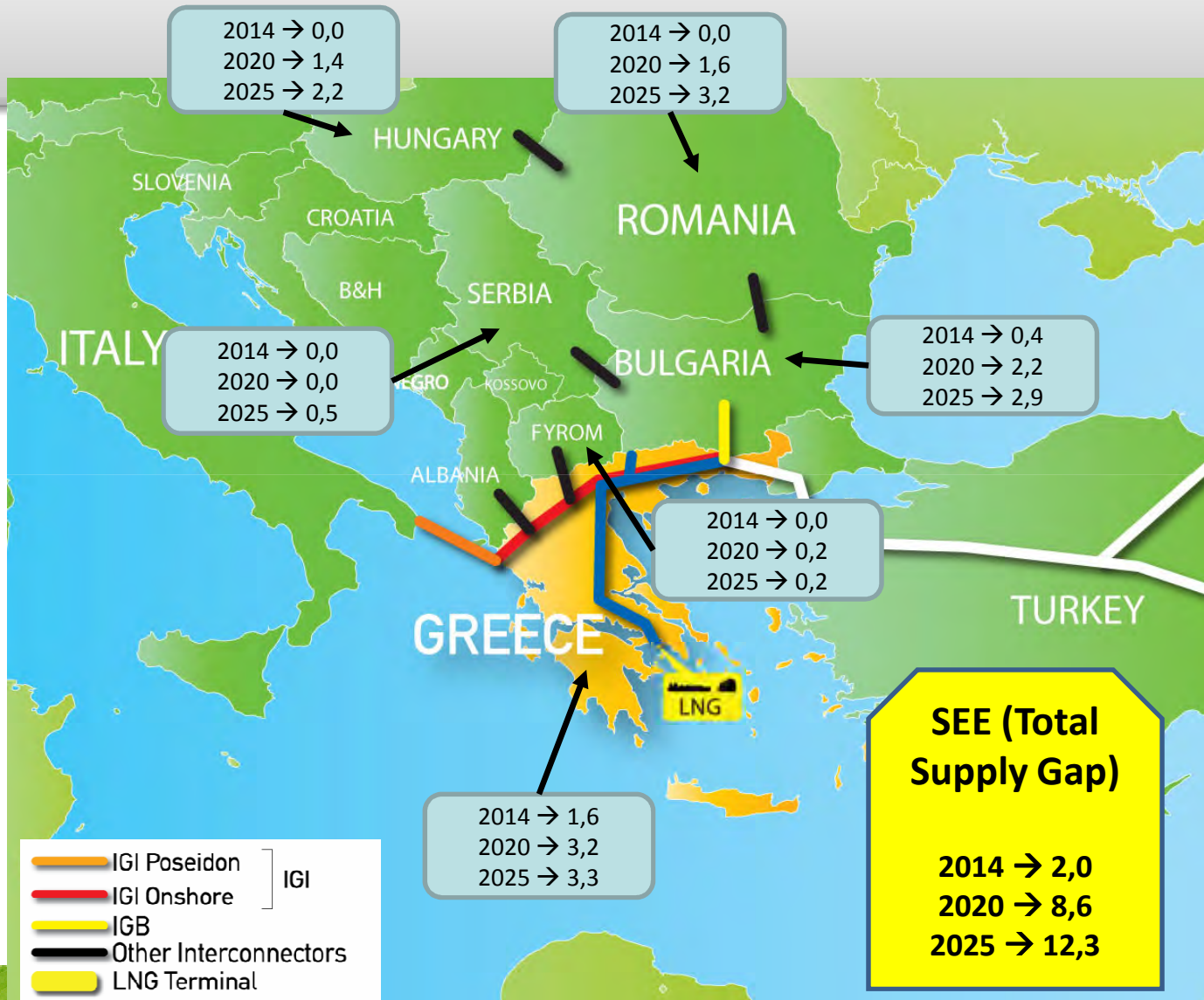


Greece's role in Diversifying Energy Supply sources to Europe

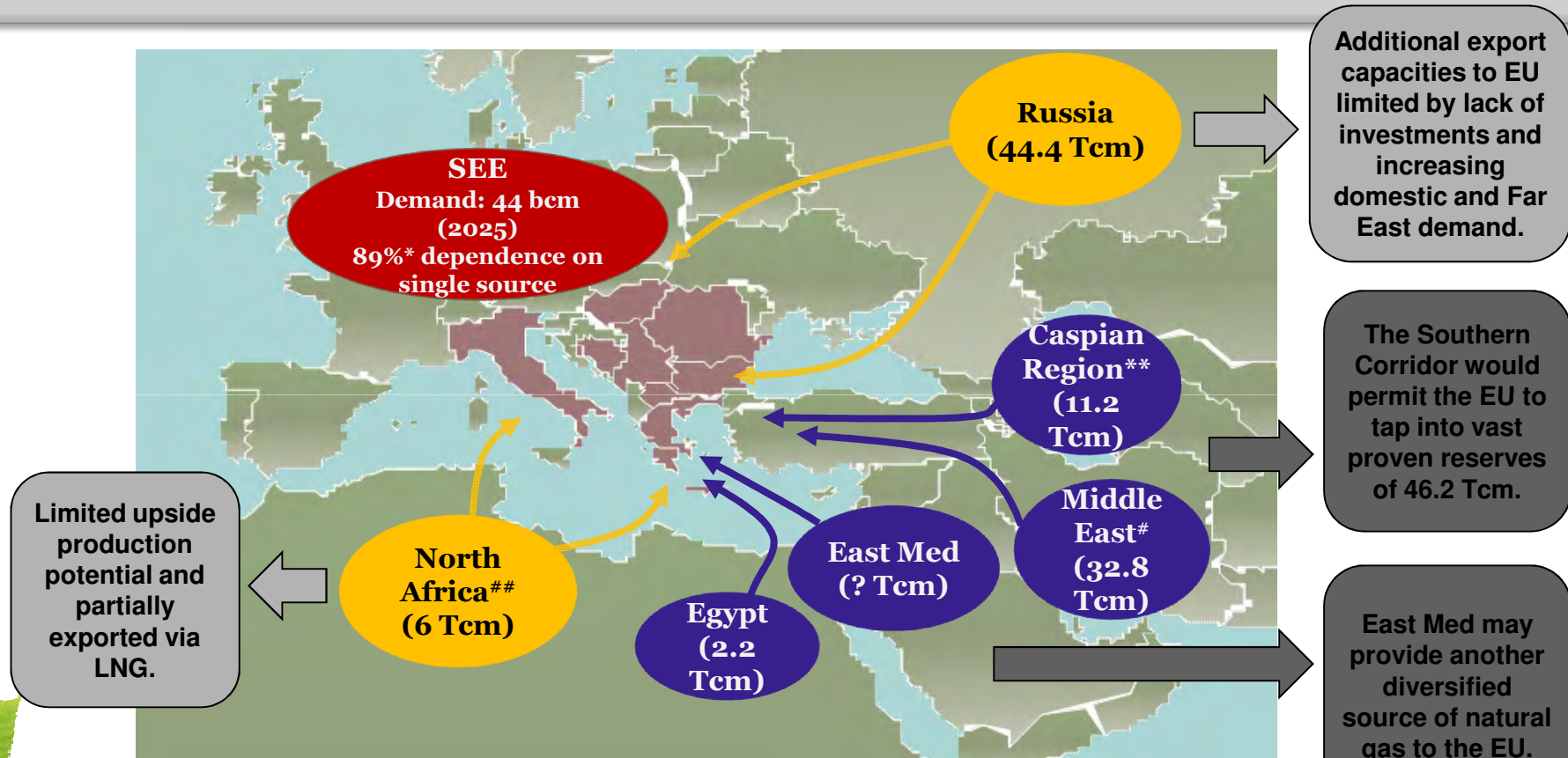
Forecasted Demand Greece and SE Europe



Forecasted Supply Gap in Greece and SE Europe



New natural gas sources will cater to Europe's needs for supply diversification and will respond to the foreseen supply gap



Source: BP Statistical Review of World Energy 2011

*Excludes Italy



Traditional external supply sources

Potential new supply sources

** Azerbaijan, Kazakhstan, Turkmenistan

Iran, Iraq

Algeria, Libya

SD 2 is driven towards the Northern route which will not favor the SEE region

Western Route Choices: IGI, TAP
Northern Route Choices: Nabucco, SEEP

SD2 chose TAP over ITGI mainly for commerciality reasons.

TAP lacks environmental licenses, intergovernmental agreements and third party access exemption (TPA) and will not be ready for SD2's FID.

As a result SD2 is driven to the Northern route which will deliver gas to Central Europe.

If the commerciality issues are resolved, SD2 should reconsider IGI because of its maturity.

A combination of IGI and IGB (the ITGI system) provides for the needs of SEE.



The ITGI System can provide security of supply in SEE and should be built regardless of SD2

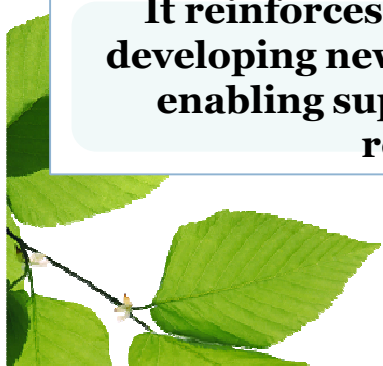
It is the most mature and advanced project of the Corridor, concerning the technical, regulatory and permitting activities.

It is scalable, allowing progressive expansion to meet supply and demand growth.

It provides a reverse flow capability, thereby facilitating greater flexibility and security.

It is in alignment with EU energy policy and responds perfectly to EU's urgent need for security of supply.

It reinforces the prospects for developing new interconnections, enabling supply to the whole region.



Solutions for the short-term in SEE, the importance of IGB.

Cooperation agreements among SEE countries, including the implementation of interconnector between countries in SEE.

Increased regional gas storage.

Expansion of existing LNG terminal in Revythousa.

Construction of IGB (Interconnector Greece-Bulgaria) in order to provide up to 5bcm of either LNG or pipeline gas to SEE by 2014.

New Floating Storage and Regasification Unit (FSRU) in Northern Greece to feed IGB.



A gas demand aggregator will facilitate the delivery of gas into Europe

Greece can undertake the role of a gateway operating as an aggregator of a multitude of sources and it

will:

Further enhance the diversification of supply sources into Europe

Address the need and facilitate the gasification of the Western Balkans



East Mediterranean an alternative gas source to Europe

The construction of the pipeline is technically feasible.

The pipeline will be able to carry ~8bcm/a and will have a length of around ~1100km.

The estimated transportation tariff of the pipeline will be significantly lower than the respective tariff for an LNG terminal. Transportation tariffs remain much lower even for delivery of gas to Italy.

The pipeline will supply natural gas to spurring development in new markets.

The pipeline creates synergies with the ITGI system. Gas from East Med will access SEE and Italian market at competitive prices.

East Med gas will play an important role as the EU incorporates this newly found source into its energy policy.



Thank You For Your Attention

