

FY2024 Results| April 2025

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Proposed dividend distribution: **€0,07/share**

(1) EBITDA for 2024 not including extra-ordinary capital gain €8,8m from the sale of Volterra

(2) Profit after tax including extra-ordinary capital gain €8,8m from the sale of Volterra

(3) Net Debt including finance leases (machinery under IFRS 16)

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Revenue growth driven mainly from accelerated execution of the €3,2b backlog (1)



Revenue breakdown:



Construction Backlog Bridge 2024 (€m)



(1) Total backlog \in 3,2b includes projects \in 0,3b pending signature (see annex for detailed analysis)

Note: Group concessions are consolidated through **a**) the fair value through other comprehensive income (participation stake less than 20%, such as Moreas) **b**) the equity method (participation stake between 20% and 50%, such as Attiki Odos, Olympia Odos, Aegean Motorway, Flyover, Ilia Waste Management and Limassol Marina) and **c**) full consolidation (participation stake more than 50%, such as Athens Marina). For both the fair value through OCI & equity method, consolidated EBITDA reflects the proportion (% participation stake) of each concession company's profit after tax, while no revenue is reflected in both cases.

Backlog doubled in the last 5 years – Avax has outperformed the peer group



1) Total Backlog including contracts pending signature on each reference date as per the published data of each company (data as of 30.06.2024 have been taken into consideration for 2024)

(2) Market share as of 30.06.2024 as per the published data of each company

EBITDA growth driven equally from margin improvement & construction revenue growth



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Note: Group concessions are consolidated through a) the fair value through other comprehensive income (participation stake less than 20%, such as Moreas) b) the equity method (participation stake between 20%) and 50%, such as Attiki Odos, Olympia Odos, Aegean Motorway, Flyover, Ilia Waste Management and Limassol Marina) and c) full consolidation (participation stake more than 50%, such as Athens Marina). For both the fair value through OCI & equity method, consolidated EBITDA reflects the proportion (% participation stake) of each concession company's profit after tax, while no revenue is reflected in both cases.

Profit after tax Bridge 2024 (€m)

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€m	FY2024	FY2023	у-о-у
Revenue	651,5	453,5	43,6%
EBITDA	105,3	60,8	73,3%
Provisions	(19,7)	(5,1)	289,6%
Depreciation	(22,9)	(18,2)	26,0%
EBIT	62,7	37,5	67,0%
Interest Expense	(24,7)	(20,8)	18,5%
Earnings before taxes	38,0	16,7	127,6%
Income Tax	(16,4)	(6,7)	145,8%
Net Earnings after taxes from continuing operations	21,6	10,0	115,5%
Net Earnings after tax from discontinued operations	8,8	0,4	
Net Earnings after tax from continuing & discontinued operations	30,4	10,4	192,4%
Minorities	(0,3)	(0,1)	227,8%
Net earnings after taxes & minorities	30,1	10,3	192,1%
Net Earnings after taxes & minorities per share (EPS)	0,20	0,07	











Gross Debt (excl. non-finance leases) (€m)



Net Debt at Avax SA – ParentCo level: €61,6m



EBITDA (€m)





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Net debt (excl. non-finance leases) (€m)

Net debt (incl. non-finance leases) (€m)



Note: Non-finance leases include: 1) the PV of rents of the Avax HQ's in Maroussi ($\notin 17m$) with Trastor REIC as the lessor and Avax SA as the lessee, 2) the PV of concession rents of the Athens Marina ($\notin 28m$) with Hellenic Public Properties Co as the asset owner and Athens Marina SA as the concessionaire, 3) the lease of plots of land of Auteco ($\notin 2m$), 4) the lease of corporate cars & other equipment ($\notin 8m$)



Bank Debt & Finance Lease maturities (€m)



129

Notes:

(1) Not including repayment of S/T loans

(2) Avax Concessions Loan not including mandatory prepayments (on top of contractual repayments) from future income from concessions



New Bond Loan (€m)





- Majority of the group long term debt (€180m) was fully refinanced at the Avax Concessions SA level on a long term basis (**7years**) and a repayment schedule fully backed by proceeds from concessions
- Additional funding of **€120m** was secured to finance new investments in concessions (additional stake in Olympia Odos, FlyOver and new projects).
- Ring-fencing of the existing long term debt unlocks operating cash flows from the construction activity aiming to fund further growth in Concessions & Real Estate.



New Bond Loan disbursements & repayments during 2024 (€m)







Shareholders	%
Major shareholders with BoD presence	
Kostas Mitzalis family	23,8
Christos Joannou family	21,6
Kostas Kouvaras family	9,4
Total	54,8
Other	
Institutional investors	10,5
Individual investors	34,7
Total	45,2



Share price (28/04/2025):	€2,11	Share capital:	€44.496.455
Market capitalization (25/04/2025):	€312.958.399	Shares outstanding:	148.321.516
52 weeks high (26/02/2025)	€2,38	Nominal value:	€0,30
52 weeks low (05/08/2024)	€1,22	Tickers:	AVAX (Athex) AVAr.AT (Reuters)
52 weeks average daily volume	190.819 shares		AVAX:GA (Bloomberg)
		Participation in indexes:	FTSEA, FTSEM, General Index, HELMSI, FTSE_IN, ATHEX_ESG

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Avax Group continues to implement ESG strategies aiming to improve critical KPI's y-o-y





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Avax Group is a key construction player well diversified in Concessions & Real Estate





10,4%

2,3x

€105m 73%⁴

FY2024

€651m

44%



Who we are

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	S -

Positioned as a **preferred EPC partner** in the construction sector thanks to our successful track record and unique EPC capabilities ready to capitalize on vast opportunities in Greece and abroad.



Diversified portfolio achievable through **greenfield** development from opportunities arising primarily from synergies with the core business (Concessions, Real Estate & Energy) that offer superior returns.



Strong, tested and solid **management team** with a vested interest in the company owning 50%+ of the equity ensuring interest alignment.



Implementation of **ESG** practices with strong footprint in the society & environment

Strategy



Capitalize on our unique expertise and increase our market share in the next generation of **public works in Greece and abroad**.

Focus on long term cooperation with infrastructure & **private sponsors** (Lamda Development. SNF, large scale DFI's) aiming to secure sustainable margins through mutually beneficial schemes (Avax has pioneered the Early Contractor's Involvement scheme in the past).



Capitalize on our unrivalled EPC capabilities in **Energy Infrastructure & Utilities Grids** aiming to maintain leadership in gas networks in Greece & further expand in the EPC of CCGT's, renewables & networks abroad.



Deploy the profits from its core business in relevant **greenfield** investments to achieve **non cyclical cash flows** with superior returns.



Significant deleverage in the last 5 years =>

Net Debt / EBITDA from 7,4x in 2020 to 2,3x in 2024

Operational reorganization & selective focus on profitable projects =>

Construction EBITDA improvement from 6% in 2023 to 10% in 2024 & 10%+ in the next years

Diversification of cash flows & strategic positioning in Concessions & Residential Real Estate (target EBITDA > 40% of total in 5years)

Organic growth driven by reinvestment of operating cash flows / Stable dividend payout policy

Construction shall remain #1 driver with concessions & real estate to play a key role

		EBITDA 2024 (€m)	% of total	EBITDA 2028 (€m)	% of total	Strategy	
D	Construction	64	60%	90	60%	Remain #1 value contributor	_
Recurring	Concessions	33	30%	36	25%	Retain position	
	Marinas (1)	5	5%	8	5%	Retain position	
Non - recurring	Real Estate Development	0	0%	8	5%	Selective Growth	
Non - re	Other	3	3%	8	5%	Value maximization	
	Total	105	100%	150	100%		

~40% of total EBITDA

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(1) Marinas are reported in the Concessions business segment on the consolidated Annual Statements – for the purposes of this strategy analysis, Marinas' activity is reported separately.



Revenue (€m)	FY2023	FY2024	∆ value	Δ%
Construction	427,8	622,6	+194,8	+46%
Concessions	4,0	5,0	+1,0	+25%
Other	21,7	23,9	+2,1	+10%
Total	453,5	651,5	+197,9	+44%

EBITDA (€m)	FY2023	FY2024	∆ value	Δ%
Construction	26,7	64,4	+37,8	+142%
Concessions	30,6	37,9	+7,3	+24%
Other	3,5	2,8	-0,7	-19%
Total	60,8	105,2	+44,4	+73%

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Top 8 projects account for ~80% of total backlog with majority at early stage of progress



Athens Metro Line 4		Stavros Niarci Foundation –		Ellinikon Infra Works	structure	Bralos – Amfie National Road	
Contract	€1.022m	Contract	€443m	Contract	€308m	Contract	€245m
Backlog	€792m	Backlog	€413m	Backlog	€150m	Backlog	€217m
% completion	22%	% completion	7%	% completion	51%	% completion	11%
% total	25%	% total	13%	% total	5%	% total	7%
Flyover Thessaloniki Ioannina – Kakavia PPP (50% participation) National Road							
-				Mintia Power 1.750MW (Ron		Bismayah Pov 282MW (Iraq)	ver Plant
-						-	wer Plant
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PPP (50% part	ticipation)	National Road		1.750MW (Rom	nania)	282MW (Iraq)	
PPP (50% part	ticipation) The second s	National Road	€172m	1.750MW (Rom	mania) IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	282MW (Iraq)	€77m



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Note: Visible Market Pipeline includes 23 PPP's, 10 public & 10 private projects (already auctioned), which are currently under review by Avax

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Thessaloniki Flyover Malliakos - Kleidi KEDRINOS LOFOS AEGEAN MOTORWAY Avax %: 50% CAPEX: €458m Avax %: 24% 12km CAPEX: Length: €1.758m Term: 2022-2052 Lenath: 230km Term: 2008-2038 Sales '23: €91m EBITDA '23:€53m Elefsina – Korinthos – Patra – Pyrgos OLYMPIA **Tavropos Irrigation** Avax %: 23% **Network PPP** CAPEX: €2.613m Length: 272km 40% Avax %: Term: 2008-2044 CAPEX: €100m Sales '23: €119m Term: 2025-2050 EBITDA '23:€67m Korinthos – Tripoli -**Kalamata Ilia Waste Management** . . 8 **PPP** MOREAS 15% Avax %: CAPEX: €1.060m Length: 205km Avax %: 50% Term: 2008-2038 CAPEX: €31m Sales '23: €38m 2019-2046 Term: EBITDA '23:€17m Sales '23: €5m EBITDA '23:€1m

Despite the recent handover of Attiki Odos, concessions shall continue to play a key role









Toll Transactions (m) - Olympia Odos





Capex reflects the equity participation in each concession company given that Avax has minority stakes in both the existing & the secured concessions. *EBITDA* reflects the income from each concession under the fair value through OCU and the equity method (consolidation method for participations < 50%). *Existing Portfolio CAPEX* includes the acquisition of additional stake in Olympia Odos and the **Secured Portfolio CAPEX** includes the equity contribution to Flyover & Tavropos

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Pityoussa Residential Complex, Spetses Island

GSA (sqm): **10.200** # of units: **74**



Uptown Residences, Athens Metropolitan Area

GSA (sqm): **8.400** # of units: **70**



Limassol Marina, Cyprus

GSA (sqm): **38.000** (residential only) # of units: **285**



Selected Portfolio under construction (€72,4m)



	Panorama Village Chania	H2 Residences Ellinikon	Olealand Chania	Petra Salis Chania	Koufonissi	Other (Chania, Astypalea)
GAV	€6,0m	€8,5m	€6,4m	€6,2m	€6,1m	€39,2m
GSA	1.377sqm	1.774sqm	1.306sqm	1.158sqm	900sqm	7.800sqm
Completion	Q4 2023	Q1 2025	Q3 2025	Q3 2026	ТВА	under design





(1) MOIC (Multiple on Invested Capital) = GAV / CAPEX



Target

Note: EBITDA from Marinas includes the EBITDA of Athens Marina (fully consolidated) & the proportion of profit after tax of Limassol Marina (consolidation under the equity method). Athens Marina's revenue growth driven by 40% increase of capacity by 2026 as a result of a \in 5m Capex Plan (already in progress) and a reasonable y-o-y increase in prices due to increasing demand vs limited supply in the Athenian Riviera.



- Highly fragmented market consolidation is expected within the next years with serious players to take position
- Working Capital demanding activity with no significant CAPEX requirements
- Avax to focus on **organic growth** through a more aggressive commercial strategy

- High margin activity with significant barriers to entry due to heavy CAPEX requirements.
- Potential upside from the expected solution of pending regulatory issues.
- Growth can arise only through acquisitions

- Minority stakes in centrally located parking stations in Athens & Piraeus
- Synergetic economies of scale can arise from potential partnerships with other parking operators.

Avax Group has proven experience in greenfield development of RES projects



Sold Portfolio – Implied v	valuation (€m/MW)	
Operating Wind – 70MW:	€1,7m	\uparrow
Operating Solar – 3MW:	€1,0m	È
RTB Wind – 40MW:	€0,3m	\uparrow

Current portfolio under	development	
Wind:	300MW	\uparrow
BESS:	50MW / 100MWh	5
Hybrid (PV / Storage):	2MW / 5MWh	*



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EV chargers network in Greece				
In operation:	194 (AC) / 2 (DC)			
Under installation:	50 (AC) / 5 (DC)			
Target (end 2026):	300 (AC) / 30 (DC)			



• **Construction** shall remain the #1 value creator given the recently signed contracts and the visible new contracts creation in the following years

- **Construction EBITDA** is expected to overweight the **consolidated EBITDA** within the next 2-3 years due to the limited creation of additional nonconstruction activity
- Successful realization of the additional concessions could restore the construction to non-construction activity ratio to reasonable levels within the next 3-5 years.
- Even in the case of additional investment in concessions, **Net Debt** is expected to decrease substantially by 2028 through cash flows from construction at a level < 0,5xEBITDA.

FY 2024 Group Results review

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Historical financials – Group annual statement of comprehensive income



€ '000	2022	2023	2024
Sales	402,709	453,547	651,496
Cost of Sales	(381,838)	(416,770)	(569,154)
Gross profit	20,871	36,776	82,343
Administrative & distribution expenses	(40,961)	(31,860)	(34,881)
Income from assocciates / dividends	54,027	39,002	44,187
Other operating income / expenses	5,350	(6,405)	(28,989)
Profit before interest & tax (EBIT)	39,287	37,513	62,659
Net financial result	(20,744)	(20,827)	(24,676)
Profit before income tax (EBT)	18,543	16,687	37,983
Taxes	(5,627)	(6,661)	(16,374)
Profit for the period from continuing operations	12,916	10,026	21,609
Profit for the period from discontinued operations	26,966	0,382	8,830
Profit for the period from continuing & discontinued operations	39,882	10,408	30,439
Earnings before interest, taxes, depreciation and amortization (EBITDA)	58,228	60,764	105,312

Historical financials – Group statement of financial position (1/2)

€ '000	31.12.2022	31.12.2023	31.12.2024
Assets			
Net property, plant & equipments	41,704	42,182	51,939
Right of use assets	85,557	109,358	105,586
Investment property	11,538	6,944	7,041
Intangible assets	0,455	0,934	0,526
Investments in subsidiaries / associates & other companies	163,297	174,383	267,239
Financial assets at fair value through OCI	132,176	137,080	4,453
Other non-current assets	6,652	6,416	6,384
Other long term receivables	0,159	0,166	0,156
Deferred tax assets	22,765	24,506	22,058
Total non-current assets	464,304	501,971	465,384
Inventories	21,320	31,901	47,888
Contractual assets	148,638	214,630	282,855
Trade receivables	150,263	139,129	130,027
Other receivables	120,258	172,739	232,869
Restricted cash deposits	1,864	0,452	0,770
Cash and cash equivalents	84,762	76,492	70,204
Total current assets	527,104	635,343	764,613
Assets held for sale	85,061	65,440	-
Total assets	1.076,469	1.202,754	1.229,997



Historical financials – Group statement of financial position (2/2)

€ '000	31.12.2022	31.12.2023	31.12.2024
Equity & Liabilities			
Share capital	43,296	44,496	44,496
Share premium	146,652	145,452	145,452
Fair value reserves	87,838	95,103	(27,655)
Other reserves	345,099	50,919	85,786
Retained earnings	(468,879)	(177,357)	(91,623)
Equity attributable to parent's shareholders	154,006	158,614	156,455
Non-controlling interests	0,904	1,109	1,124
Total equity	154,910	159,722	157,579
Long term loans	228,928	197,027	210,463
Deferred tax liabilities	18,047	24,360	37,552
Provisions for retirement liablities	3,176	3,418	4,023
Non current leasing liabilities	63,694	70,437	58,435
Other provisions & non-current liabilities	162,954	204,364	191,369
Total non-current liabilities	476,799	499,606	501,843
Trade & other creditors	273,084	398,324	458,969
Contractual liabilities	7,030	4,955	4,072
Income and other tax liabilities	12,025	14,273	13,294
Leasing liabilities	12,088	21,416	23,357
Short term loans	78,121	62,403	70,883
Total current laibilities	382,347	501,370	570,575
Liabilities held for sale	62,412	42,055	-
Total liabilities	921,558	1.043,032	1.072,418
Total Equity & liabilities	1.076,469	1.202,754	1.229,997

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Historical financials – Group annual & interim cash flow statement

€'000	2022	2023	2024
Cash flow from operating activities			
Profit / (loss) before tax from continuing operations	18,543	16,687	37,983
Profit / (loss) before tax from discontinued operations	27,791	0,378	9,056
Profit / (loss) before tax from continuing and discontinued operations	46,334	17,065	47,039
Adjustments for:	,	,	,
Depreciation	12,561	18,314	23,014
Profit / (loss) on fair value of property	(0,289)	(0,236)	(0,123)
Provisions / bad debts	7,509	6,840	20,125
Income from sub-debts	(6,278)	(6,557)	(5,977)
Interest income	(2,739)	(1,231)	(1,330)
Interest expense	22,219	21,614	25,762
Gain from sale of subsidiary	(39,095)	-	(10,881)
Loss from Impairment of participations / fixed assets	-	-	0,329
Losses / (profit) from financial instruments / dividends	(41,875)	(32,445)	(38,210)
Exchange rate differences	(0,566)	(1,670)	2,108
Other non cash and cash equivalents	0,543	2,577	3,604
Plus or minus for working capital changes:			
(Increase) / decrease in inventories	5,681	(10,496)	(15,987)
(Increase) / decrease in trade and other receivables	15,475	(118,128)	(122,788)
Increase / (decrease) in non-banking payables	(28,481)	162,834	46,988
Less:		,	,
Taxes paid	(5,444)	(8,188)	(10,485)
Total cash inflow / (outflow) from continuing and discontinued operating activities (a)	(14,447)	50,293	(36,812)
Cash flow from investing activities			
Purchase of tangible and intangible assets	(4,278)	(13,254)	(16,537)
Proceeds from disposal of tangible and intangible assets	1,165	3,533	1,270
Proceeds from sale of assets held for investment	0,500	4,830	0,150
Decrease / (increase) in secondary loans (subdebt) and bond loans	3,689	(5,071)	49,149
Disposal / (acquisition) of participations	55,749	(2,079)	(24,403)
Interest received	0,253	1,231	1,330
Income from sub-debts	6,448	5,165	3,263
Income from subsidiaries disposal (minus subsidiaries cash and cash equivalent)	54,396	11,000	5,894
Dividends received	40,014	29,842	34,140
Cash flow from continuing and discontinued investing activities (b)	157,937	35,197	54,256
Cash flow from financing activities			
Proceeds from loans	(135,648)	(48,862)	21,146
Payment for leasing liabilities	(5,526)	(17,153)	(21,655)
Interest paid	(19,257)	(16,640)	(20,918)
Purchase of own shares	(10,201)	-	(0,239)
Dividend paid to shareholders	-	(10,103)	(4,450)
Interest payment for operating leases	(2,962)	(4,973)	(5,392)
Cash flow from continuing and discontinued financing activities (c)	(163,393)	(97,732)	(31,508)
Net increase / (decrease) in cash and cash equivalents (a)+(b)+(c)	(19,903)	(12,242)	(14,064)
Cash and cash equivalents at the beginning of the year	109,609	95,976	85,145
Cash and cash equivalents from continuing and discontinued operations at the end of the year	95,976	85,145	70,204
Cash and cash equivalents from discontinued operations at the end of the year	11,214	8,653	-
Cash and cash equivalents from continuing operations at the end of the year	84,762	76,492	70,204
outer and outer equivalence it of in obtaining operations at the end of the year	04,102	10,432	10,204

Group structure - FY2024 Revenue & EBITDA breakdown



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Group structure - FY2024 Net Debt (excl. non-finance leases) breakdown





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Main Projects

Project	Country	Contract Value (€m)	% completion	Backlog 31.12.2024	% total
Athens Metro, Line 4	Greece	1.022	22%	792	25%
Mintia 1.750MW Power Station	Romania	709	19%	576	18%
S. Niarchos Foundation Sponsored Hospitals	Greece	443	7%	413	13%
Bralos – Amfissa Road Section	Greece	245	11%	217	7%
Ellinikon Infrastructure Works (Phase 1)	Greece	308	51%	150	5%
Thessaloniki Flyover (PPP)	Greece	191	17%	159	5%
Ioannina – Kakavia Motorway	Greece	172	0%	172	5%
Bismayah 282MW Power Station	Iraq	77	14%	66	2%
Patra – Pyrgos (Olympia Odos)	Greece	155	70%	47	1%
Other				270	9%
Total – signed until 31.12.2024 (I)				2.892	90%
Papastratos Factory expansion	Greece	30	0%	30	1%
Other	Greece	9	0%	9	0%
Total – signed after 31.12.2024 (II)				39	1%
Restoration Road works (Daniel Storm)	Greece	170	0%	170	5%
Tavropos Irrigation Network (PPP)	Greece	52	0%	52	2%
Restoration Rail works (Daniel Storm)	Greece	47	0%	47	1%
Total – pending signature (III)				268	8%
Grand Total (I+II+III)				3.199	100%

Thank you!

