

**REQUEST FOR PROPOSALS FOR PRIVATISATION STRATEGY ADVISOR
HELLENIC REPUBLIC ASSET DEVELOPMENT FUND S.A.**

**STR/01
August 31st, 2011**

The Hellenic Republic has launched a major privatisation programme to be developed over the years to 2016. The bulk of the envisaged privatisations refer to infrastructure and energy assets as well as real estate.

The Hellenic Republic Asset Development Fund S.A. (hereinafter "HRADF") is responsible for the implementation of the privatisation programme of the Hellenic Republic. To develop the most effective implementation strategy, HRADF is seeking an investment/development bank or a consulting firm to act as its advisor. The advisor will need to address the following issues:

- Value of assets under different external scenarios;
- Bundling/unbundling or other corporate transformation of assets to increase value;
- Novel financial instruments or corporate structures for placing assets on the market;
- Value maximisation strategies under different external scenarios.

The available information on real estate assets is currently limited.

Interested parties are kindly requested to submit an offer in writing, which should include the following:

- Outline approach to the assignment;
- Relevant experience in assignments of similar nature;
- CVs of proposed project team members and the project manager;
- Financial offer.

Submissions will be assessed according to the above four requirements. The maximum budget available for the services mentioned is 190.000€ (VAT not included). The duration of the assignment will be three months.

The HRADF reserves the right to amend or cancel this process at any time, without cause.

Interested parties are requested to submit their offers, together with any other extra information they may consider necessary or appropriate, in writing, via e-mail. All offers

should be submitted no later than 13th September 2011, for the attention of Mr. Philippos Alexopoulos, Hellenic Republic Asset Development Fund S.A. by email to hellenic.adf@gmail.com mentioning the reference no. PS/01.