

ADDITIONAL FREQUENTLY ASKED QUESTIONS

PARTICIPATION

QUESTION: *How can I participate in an auction for an Asset I am interested in?*

RESPONSE: First, you must sign up on website www.e-publicrealestate.gr. Then, you must state your interest in one or more of the properties put up for Auction by clicking on the button "I am interested in the Asset", on the upper right part of the page of the respective Asset. You should continue by carefully reading the General and the Special Terms of the Auction included in the lower part of the page of the Asset you are interested in. The steps you must take to participate are described in detail there.

QUESTION: *How can I gain access to the Information Pack of the Asset I am interested in?*

RESPONSE: After you sign up on www.e-publicrealestate.gr you must send (from the email address you used when signing up on the website) by email to admin@e-publicrealestate.gr, a request for receiving additional information by writing the code number of the Asset you are interested in. Within a short time, you will receive a password and instructions in order to gain online free access to the Information Pack (available legal and technical reports, as well as any other documents available for free about this Asset). We note that it is up to you to independently check the legal, technical and actual status of the Asset before you submit your Bid.

QUESTION: *I read in the General Terms that, in order for someone to participate, they must select the Asset and select "Application for participation in the auction". I cannot find such an option, however. Do I need to select it or can I simply submit the Auction Participation Documents and participate regularly?*

RESPONSE: You cannot simply submit the Auction Participation Documents in order to participate in the respective Auction - you must declare your interest in the specific Asset and gain access to its Information Pack.

QUESTION: *From the General Auction Terms I understand that along with the Auction Participation Documents I must submit an Opening Bid. Is there any form in order to submit it? Will the Auction then start from the highest Opening Bid price?*

RESPONSE:

The Opening Bid is submitted, in a sealed envelope, together with the Auction Participation Documents and must comply with Annex 4 of the General Auction Terms (see paragraph 4.3 of the General Auction Terms). Then, and after taking into consideration the independent valuation and the highest Opening Bid, according to paragraph 5.1 "Phase II", the Starting Price and the Bid Increment of the Auction are determined, in order for the Participants to submit their improved Bid.

QUESTION: *How can I visit an Asset I am interested in?*

RESPONSE: Please make a relevant request in writing to info@e-publicrealestate.gr or by phone at +30 210 333 9711.

QUESTION: *Can the Auction Participation Documents be submitted online?*

RESPONSE: No, the Auction Participation Documents (solemn statements, Participation Letter of Guarantee, etc.) shall be submitted exclusively in paper originals, in person or by mail, according to the provisions of paragraph 4.4 of the General Auction Terms.

QUESTION: *Is a Bid that is lower than the Starting Price of the Auction acceptable?*

RESPONSE: No, the minimum acceptable Bid is equal to the Starting Price.

QUESTION: *When a foreign resident is declared the Final Highest Bidder, must the necessary certificates and documents be issued only from the country of residence, only from Greece or from both countries?*

RESPONSE: From both countries.

QUESTION: *I understand from the General Auction Terms that for each Asset for which I want to submit a Bid, I must submit a sealed envelope for each Asset, which in turn will contain the respective Auction Participation Documents. Should the sender's details be written on the outside of the envelope or do you need only the details referred to in paragraph 4.1, and should the participation envelope essentially be placed inside a dispatch envelope?*

RESPONSE: The exterior envelope must include the sender's details, the code of the Asset and the title "First Bid", see paragraph 4.3 of the General Auction Terms. It is not necessary, but neither is it prohibited, to have an interior envelope with the Auction Participation Documents, since the exterior envelope is not opened by the receiving protocol desk, but it is forwarded sealed, as submitted, to the competent Auction Committee.

QUESTION: *Paragraph 6.3 of the General Terms: First Instance Court Certificates - should they have been issued before the date of submission of the Auction Participation Documents?*

RESPONSE: No. To facilitate Interested Parties, the Auction relies on solemn statements by Participants and only the Highest Bidder is called upon to submit the relevant certificates, which are issued after the award.

QUESTION: *Do solemn statements require authentication of the signature?*

RESPONSE: No.

QUESTION: *Where do I address any clarifying questions regarding participation in the Auction?*

RESPONSE: At the email address info@e-publicrealestate.gr .

PROPERTY

QUESTION: Is 100% of the full ownership of the Asset sold?

RESPONSE: The rights to be transferred vary depending on the Asset (sale, establishment of surface rights, lease). To find out the exact rights to be transferred, read carefully the Special Auction Terms of each property you are interested in, after taking into account the relevant Information Pack.

QUESTION: Are the Assets sold via the website www.e-publicrealestate.gr free of any encumbrances (mortgages, mortgage notes, etc.)?

RESPONSE: As a rule, the Assets for sale on the website www.e-publicrealestate.gr are free of encumbrances. The legal status of the Asset you are interested in is included in the relevant legal report included in the Information Pack. We remind that it is up to the Interested Parties to proceed with their own independent check of the legal, technical and actual status of the Asset, because it is sold "as is". In any case, the Auction Process itself does not entail the automatic elimination of any encumbrances over the Asset.

QUESTION: What does it mean that the property is sold "as is"? Have any building violations been settled beforehand and has the legally required engineer certificate been obtained by the HRADF, in order for the Notary Public to draw up the Contract?

RESPONSE: It means that the Asset is sold in its current legal and actual status at the time of the Auction (the ascertainment of said status falls upon the Participants through their own checks and advisors). More specific available information (Information Pack, see. par. 2.7 of the General Terms) are disclosed to the Interested Parties after the expression of interest for the specific Asset. As a rule, the auctioned Assets are in order as regards planning regulations, or their settlement is under way, and in any case the documents necessary for the conclusion of the Contract will have been issued before its signing.

QUESTION: Who pays the expenses for the energy efficiency certificate and the engineer certificate of no building violations?

RESPONSE: The certificates required by Law for the conclusion of a real estate property transfer contract by the seller (such as energy efficiency certificate, certificate of no building violations or their settlement, payment of property tax, etc.), are issued at the care and cost of HRADF.

QUESTION: Who bears any debts (e.g., to public utilities companies) and fines (e.g., building violations or fines for late payment of utilities bills) created before the sale of the Asset?

RESPONSE: Debts created before the sale of the Asset, shall not be borne by the Highest Bidder.

QUESTION: Which Notary Public undertakes the transfer deed (Contract)?

RESPONSE: The transfer shall take place through a Notary Public chosen by HRADF.

GUARANTEES

QUESTION: At what point in time is the Participation Guarantee submitted?

RESPONSE: See paragraph 4.1 of the General Auction Terms.

QUESTION: What is the starting date of the effective period of the Participation Letter of Guarantee (in the example you request that this date be stated)? Is it the deadline for the submission of the Auction Participation Documents?

RESPONSE: Yes.

QUESTION: "If the Participation Guarantee is submitted by cash deposit, the relevant deposit slip must be submitted and the Interested Party's bank account must be declared for the refund of the Guarantee according to these General Auction Terms". Can the deposit be made directly from a foreign bank? In what form should the bank account for the refund of the guarantee be declared?

RESPONSE: The Participation Guarantee can be deposited directly from a foreign bank, in which case the relevant remittance documents must be submitted. The bank account where the participation guarantee will be refunded is declared with the usual details of international inter-bank remittances (holder's name, name and registered address of bank, IBAN and SWIFT numbers, etc.).

QUESTION: When are the Participation Guarantees refunded to parties who were not awarded the Auction?

RESPONSE: See paragraph 2.6 of the General Auction Terms.

QUESTION: Can the Participation Guarantee be offset against the Transaction Guarantee and it, in turn, against the Purchase Price?

RESPONSE: Such offsetting is possible only if the Participation Guarantees and Transaction Guarantees are deposited in cash. If they are deposited in the form of letters of guarantee, such offsetting is not possible, since letters of guarantee have strict provisions as regards the grounds for issue and forfeiture (which differ in the case of the two bonds).

QUESTION: What is the purpose of the Transaction Guarantee?

RESPONSE: The Transaction Guarantee, which corresponds to 10% of the Financial Consideration, serves as a commitment by the Highest Bidder not to renege from the purchase of the Asset during the period between the award and the conclusion of the Contract for the relevant Asset.

QUESTION: Instead of a Transaction Letter of Guarantee, can cash be deposited, as in the case of the Participation Guarantee?

RESPONSE: Yes, see paragraph 6.2 of the General Auction Terms.

QUESTION: At what point in time is the Transaction Guarantee submitted?

RESPONSE: Within 10 working days from the award to the Highest Bidder, see paragraph 6.2 of the General Auction Terms.

QUESTION: When is the Transaction Letter of Guarantee returned?

RESPONSE: The Transaction Letter of Guarantee, if not forfeited according to the provisions of paragraph 6.2, will be returned to the Highest Bidder either at the signing of the Contract or, in case of cancellation of the Auction Process, after said cancellation. The Transaction Advance Payment will be refunded to the Highest Bidder only in case of cancellation of the

Auction Process, otherwise it will be offset (deducted) against the payable Agreed Price.

QUESTION: Is there a provision for the case of failure of an Auction? When is a failure declared? Clarify the time and method of return of the Guarantees in the case of a failed Auction.

RESPONSE: See paragraph 7.1 & 2.6 of the General Auction Terms.

QUESTION: In the case where I am selected as Highest Bidder and together with the documents of paragraph 6.3 of the General Auction Terms, I also submit a substitution request, what will happen to the Transaction Letter of Guarantee I have already submitted? Do I need to submit a second Transaction Guarantee for the same amount to also cover the party indicated by me?

RESPONSE: According to paragraph 6.5 (ii) of the General Auction Terms and provided that the substitution request is accepted by the BoD of HRADF, you must replace the Transaction Letter of Guarantee you have already submitted with a new one for an equal amount which covers both the Highest Bidder and the person indicated by you.

CONTRACT

QUESTION: If the Auction is completed, how long will it take for the Court of Auditors to decide on awarding the purchase to the Highest Bidder?

RESPONSE: In case the Purchase Price exceeds €1.000.000, the Law requires the approval of the Court of Auditors before the conclusion of the Contract. This approval, as a rule, takes 1-2 months, and cannot be precisely determined in each case. If the price is lower than €1.000.000, this procedure is not necessary.

QUESTION: How long after the completion of the Auction will the Contract be signed?

RESPONSE: As a rule, the period required is 3-4 months from submission of the Highest Bidder's documents provided for in paragraph 6 of the General Auction Terms.

QUESTION: If the set payment method is 5 instalments, can the Highest Bidder pay the total price as a lump sum?

RESPONSE: Yes.

QUESTION: What does "four annual instalments" mean? Four quarterly payments or payment over four years? And based on what amount is the interest rate calculated? The outstanding amount?

RESPONSE: These are the instalments that are due every year after the signing of the Contract. In the case of the four annual instalments, the Highest Bidder pays 20% of the Price at the signing of the Contract, and 20% of the Price at the anniversary of each year after the signing, thus paying up within 5 years after the signing. It is noted that the Highest Bidder may request fewer than four annual instalments or pay an amount higher than 20% of the Price at the signing of the Contract or pay up the outstanding amount of the instalments earlier. Interest is calculated on the remaining (credited) amount of the Price, which is reduced as the instalments are decreased.

QUESTION: If a deposit is chosen for the Transaction Guarantee (and not a letter of guarantee), it has been clarified that it may be offset against the previous deposit for the Participation Guarantee. Can the deposit for the Transaction Guarantee be then offset against the Purchase Price or its first instalment?

RESPONSE: Yes.

If a party is the Highest Bidder for an Asset, and has also participated in other Auctions by providing Participation Guarantees by cash deposits (not letters of guarantee), can these cash deposits be offset against the Purchase Price of the Asset where it was declared the Highest Bidder?

RESPONSE: Yes.

QUESTION: Is the Contract the same thing as the purchase deed?

RESPONSE: Yes.