



NATIONAL BANK
OF GREECE



EXOIKONOMO

Christoforos Chatzopoulos
NATIONAL BANK OF GREECE |
Head of Small Business Products & Retail Lending Division

May 20th, 2021

- **Green Bond** placement
 - | successful placement of the first green senior bond in Greece (€500 mn)
- Financing all major **Renewable Energy Sources** projects
 - | contributing in the country's effort to improve it's environmental footprint
- Leading presence in the «**Energy Efficiency in Household buildings**» programme (EXOIKONOMO)
- Further Eco-Solutions promoting **Green Banking**
 - | NBG is fully aware of its customers' increasing interest in solutions that contribute to environmental protection
 - | Our wide product range includes environmentally responsible products such as Green Loan & ESTIA Green Home

"Exoikonomo - Autonomo" | Description of current programme

- Offers **financial incentives** for interventions with the aim of **improving the energy efficiency** of buildings in the residential sector
- Introduces the concept of **energy autonomy**, by including installation of smart automation ("*Smart Home*") & energy generation/storage systems
- New type of application for **apartment buildings**
- **Subsidy** up to 85% of the budget (*or up to 95% for lignite regions*)
- Option to cover the remaining amount via **loan with 100% subsidised interest rate**
- **Funds allocated in regional level**; exhausted within minutes due to **extremely high demand**



NBG offering related to Exoikonomo - Autonomo



Financing eligible homeowners via loan with 100% subsidised interest rate



Low-interest financing for contractors & suppliers with favourable terms

to cover needs for working capital to complete multiple interventions within a short timeframe

Full package provided by NBG

Interested homeowners may benefit from **high level of supporting services** provided by a specialized consulting partner

- **comprehensive & in-depth guidance** on the programme & eligibility criteria
- **support in submitting the application** through the Exoikonomo - Autonomo platform
- information about **services provided by dedicated expert project consultants & Energy Inspectors** [cost is covered by the Programme]
- information about **proposed contractors & suppliers who can undertake the necessary interventions** as required by the Programme

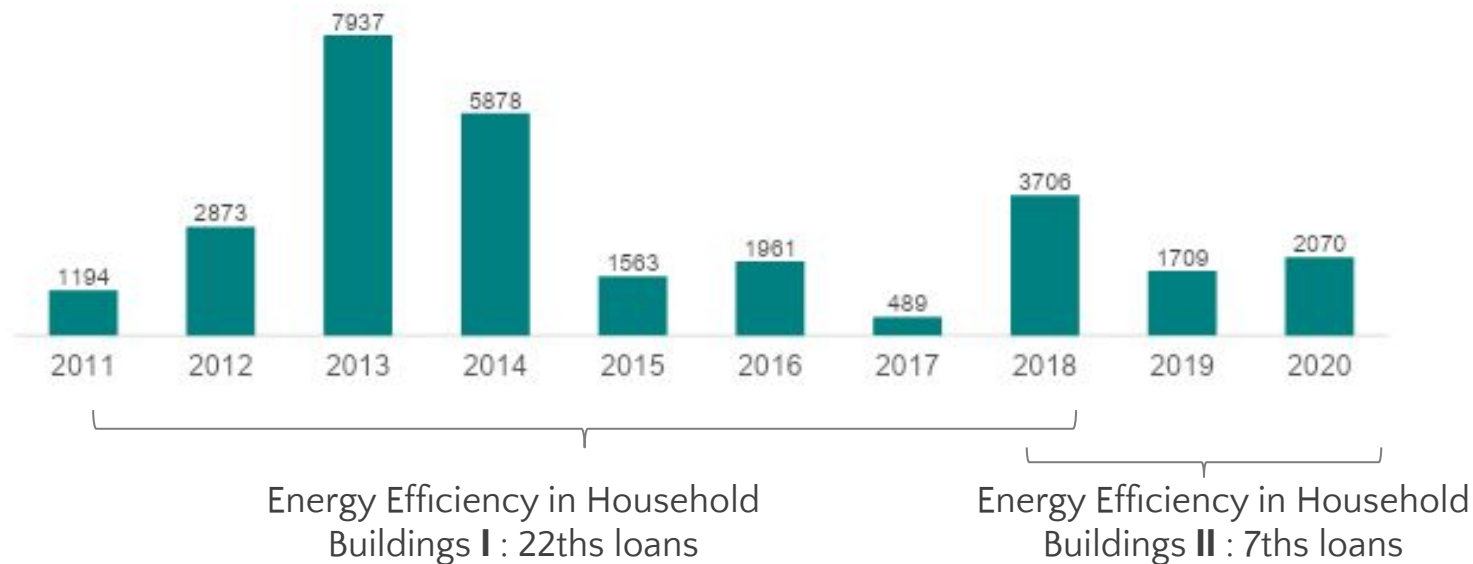


Financing of “Exoikonomisi” programmes by NBG | Evolution



Evolution of “EXOIKONOMISI” programmes financing by NBG | 2011 - 2020

Loans disbursed by NBG



Year	Loans	Loan amounts disbursed* (mn. €)
2011	1.194	3,3
2012	2.873	18,9
2013	7.937	31,5
2014	5.878	25,0
2015	1.563	7,1
2016	1.961	7,8
2017	489	1,5
2018	3.706	17,0
2019	1.709	14,4
2020	2.070	13,2
Total period 2011-2020	29.380	139,7

*amounts disbursed in the period regardless of the loan activation year (includes partial disbursements), HDB funds included



EXOIKONOMO – AYTONOMO: 5.000 applications for financing have been already received by NBG, expected to reach **8.000 applications**

- Subsidy funds' adequacy
- Projects' completion time
- Approval of EXOIKONOMO loans

Speed of invoices' payments

- Discretion of the programme's Managing Authority to approve disbursements
- Advance payment to the Bank of invoices concerning certified projects
- Ex-post assessment liability on the programme's Managing Authority and Banks

Approval of “EXOIKONOMO” loans

- Establishment of a Guarantee sub-Fund from the Programmes’ funds
- 80% guarantee of capital with Subsidy being returned on the loan’s activation
- Circular use of funds

Other suggestions (apart from EXOIKONOMO programme)

- Financing programmes for those not included in the “EXOIKONOMO” programme
- Tax and other motives concerning properties under renovation that are not included in the programme
- Motives for constructing new energy autonomous buildings