



PUBLIC GAS CORPORATION S.A.



Hellenic Republic

ESTABLISHMENT OF NEW GAS SUPPLY COMPANIES

INVITATION TO EXPRESS INTEREST TO PREQUALIFY

In accordance with the provisions of Law 2364/1995 (Government Gazette A' 252) as amended and in force and the Δ1/A/25302 Decision of the Minister of Environment, Energy and Climate Change (Government Gazette 2638/B'/ 09.11.11), the Public Gas Corporation of Greece ("DEPA") invites Gas Undertakings to express interest in prequalifying for three international public tenders for the subscription of at least 35% of the share capital of the Gas Supply Companies in the regions of Sterea Ellada, Central Macedonia, and Eastern Macedonia and Thrace ("the EPAs"), respectively. The EPAs will be jointly established by the private investors and DEPA and will operate within the administrative boundaries of their respective regions according to the terms and conditions of the relevant Natural Gas Distribution Licence that will be issued to each EPA.

DEPA will assign to each EPA the rights to (a) exploit the existing natural gas distribution network already constructed in their respective region of responsibility; (b) plan, study, design, construct and exploit the low and medium pressure natural gas distribution network in the applicable region; (c) sell natural gas to all customers whose gas consumption does not exceed the equivalent of 100 Gigawatt hours (GWh); and (d) exploit the existing natural gas selling contracts with clients whose consumption does not exceed the equivalent of 100 Gigawatthours (GWh). The successful bidders who will be awarded the tenders for the EPAs will be granted management rights over the relevant EPA.

The above rights (a) to (d) will be exercised exclusively for a 20-year period by the EPAs of Central Macedonia and Eastern Macedonia and Thrace, and for a 10-year period by the EPA of Sterea Ellada. The exclusive right to supply applies up to certain maximum annual volumes of natural gas and is subject to the conditions of the derogation granted to the Hellenic Republic by the European Commission, which permits a temporary derogation from certain provisions of European Directive 2003/55/EC concerning the natural gas market. Moreover, the Hellenic State has secured the necessary approval from the European Commission for the provision of state aid (grants) to partially fund the network investments in the three regions.

It is estimated that, following the completion of the initial investment plans, the natural gas distribution networks of Sterea Ellada, Central Macedonia, and Eastern Macedonia and Thrace will consist of approximately 500 – 700 km of pipeline and will distribute in the order of 150 - 200 million Nm³ of natural gas volumes each year per EPA.

All parties prequalifying for each EPA will receive the Invitation to Tender, the associated Tender Documents and the Information Memorandum for each EPA. In addition, they will gain access to the Electronic Data Room for each EPA and will also have the opportunity to conduct site visits of the existing natural gas distribution networks.

Interested parties should take note of the following key matters regarding the prequalification procedure:

- Prequalification is open only to Gas Undertakings with proven experience in supplying (selling) natural gas to end users and constructing, developing, operating and managing natural gas distribution networks. The interested Gas Undertakings will also need to demonstrate an ability to finance the construction of such networks. The specific criteria that must be met by interested Gas Undertakings in order to demonstrate the required technical experience and expertise, as well as financial capacity, are specified in the Invitation to Express Interest to Prequalify.
- Interested parties not satisfying the prequalification criteria may participate in the tenders for the EPAs as members of "Groups of Tenderers" provided a prequalified Gas Undertaking holds the majority shares in any such grouping.
- Gas Undertakings may submit separate expressions of interest for more than one EPA.
- The deadline for the submission of applications to prequalify is **28 February 2012 at 14:00 local**. The submission of the applications shall be effected by an authorized representative of interested parties, or by recorded delivery mail or by courier, at the following address: PUBLIC GAS CORPORATION OF GREECE (DEPA) S.A., 92, Marinou Antypa str., GR-141 21 Herakleion of Attica, ATHENS, GREECE, with the indication "DEPA's Inquiry No 698/11.Prequalification for the EPAs' Tenders. For the attention of Mrs I. Kombotiati, Procurement Director"
Applications received later than the above time and date shall not be taken into consideration.
Following the submission of applications, the Inquiry Committee appointed by DEPA will open the application envelopes on the above date, i.e on **February 28th 2012 at 14:30 hrs local**.

Parties wishing to receive the Invitation to Prequalify must submit an electronic application to <http://depa.gr/content/article/002006003/244.html> no later than **February 15th, 2012**. Any such request must be accompanied by the contact details of the company submitting the application.

Contact Points for inquiry's matters: Procurement Dept., Tel. No : ++30 210 27 01 118/119. Facsimile No : ++30 210 27 51 731, e-mail: procurement@depa.gr.