

## **CLARIFICATIONS II**

## REGARDING THE REQUEST FOR PROPOSALS FOR A LOTTERY SECTOR EXPERT TO THE HELLENIC CORPORATION OF ASSETS AND PARTICIPATIONS ("GROWTHFUND") IN RELATION TO THE CONCESSION OF GREEK STATE LOTTERY RIGHTS

## Athens, May 30<sup>th</sup>, 2025

Further to questions submitted by Interested Parties in connection with the Request for Proposals for a Lottery Expert to the Hellenic Corporation of Assets and Participations ("*Growthfund*") in relation to the concession of Greek State Lottery Rights, dated May 13<sup>th</sup>, 2025 (the "*RfP*"), Growthfund hereby provides the following clarifications:

No.	Questions	Answers
1	In the Scope under Sect. 2 xiv it states:	The tender for the concession of the Greek State Lottery Rights
	"Assist Growthfund with the due diligence process, during which	shall be conducted by Growthfund through an open, fair and at-
	the Adviser shall participate in Q&A sessions with potential	arms-length international tender process.
	investors and provide answers to the written questions of	
	potential investors in relation to the technical/commercial	In Phase A of the tender process, Growthfund shall publish an
	aspects of the Project."	Invitation to Submit an Expression of Interest (the IEoI) where the
		prequalification criteria for the interested investors shall be
	We wanted to clarify if a significant number of operators apply,	described. The criteria shall include inter allia eligibility
	is it the Growthfund's intention to first create a "short list" of	requirements and financial and technical capacity criteria.
	selected applicants before embarking on the due diligence	
	process with the selected consultant?	After assessment of the submitted expressions of interest,
		interested investors that meet the prequalification criteria of the
	We also would like to clarify that the due diligence process that	IEoI shall be invited to participate in the second phase of the
	the Growthfund envisions appears to be more of a technical and	tender process.
	operational assessment based on who may be the best operator,	
	and not to conduct the background investigations and financial	Following the signing of a confidentiality agreement, such
	integrity of the applicants?	prequalified investors shall gain access to a virtual data room
		(VDR), where all necessary information and documents will be



Most governments typically conduct suitability investigations,	uploaded for them to draft their business plan and to prepare
including background due diligence and financial suitability,	their binding offer.
related to integrity and reputation. The industry standard is that	
the applicants bear the cost for these types of background	The due diligence process refers to the Greek State Lottery Rights
investigations. This is imperative to maintain a positive	to be tendered and not to the potential investors who will
reputation and public confidence in the regulatory process.	participate in such tender.

Terms not defined herein shall have the same meaning as in the RfP. The full text of this text and of the RfP are available on the websites: <u>https://hradf.com/prokirikseis/ and https://qrowthfund.gr/prokirykseis/</u>.