Stakeholders Event

Alexander Zinell, Fraport Greece CEO
George Ginalas, Project Manager

Mytilene, November 01, 2017
The Development of the Project

<table>
<thead>
<tr>
<th>Concept</th>
<th></th>
<th>Preparation</th>
<th>Award</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Concession agreement for Athens International Airport - First concession awarded by the Hellenic Republic</td>
<td>Project conceptualized</td>
<td>Tender preparation</td>
<td>Express Of Interest</td>
<td>Signing of Concession Agreement</td>
</tr>
</tbody>
</table>
Opening the Path to Development

— One of the largest and most beneficial investments in Greece
— A basis for boosting the Greek economy
— Promotion and development of Greek tourism
— Contributing to the development of local communities
The Concession Project at a Glance

- 40-year concession of 14 regional airports
- Responsible for maintaining, operating, managing, upgrading and developing the 14 airports.
- €1.234 billion upfront concession fee
- Annual fixed concession fee of initially €22.9 million
- Variable annual concession fee of on average 28.5% of operational profit
- Total investment of €400 million in airport infrastructure until 2021
- At least 560 new direct job positions
- Greek state receiving approximately 10 billion euros by the end of the concession
Leading the Airports to the Future

— Best Practices to be implemented at the 14 regional airports

— Development, modernization and process optimization of the airports

— High quality services, safety and security in compliance with international standards

— Enhancement of airports’ image by ensuring a pleasant experience based on cleanliness, acceptable waiting times, attractive commercial areas and friendly staff
Development Works in Numbers

5 new terminals

Refurbishment and expansion of buildings in 5 airports

4 terminals remodeled

15 runways refurbished
Mytilene Airport – In the Future
Mytilene Airport – In the Future
Official Airport Sites
Mytilene Airport Site
### Αφίξεις & Αναχωρήσεις

Τώρα ξέρετε τα πάντα για όλες τις πτήσεις

<table>
<thead>
<tr>
<th>Αεροπορική Εταιρία</th>
<th>Αριθμός Πτήσης</th>
<th>Προορισμός</th>
<th>Χρόνος Αφίξης</th>
<th>Χρόνος Αναχωρήσεως</th>
<th>Χρόνος Επιβατικής Οδήγησης</th>
<th>Πλατφόρμα</th>
</tr>
</thead>
<tbody>
<tr>
<td>Olympic Air</td>
<td>OA255</td>
<td>Αθήνα</td>
<td>18:25</td>
<td>18:25</td>
<td>02:03</td>
<td>1</td>
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<tr>
<td>Astra Airlines</td>
<td>AZI215</td>
<td>Θεσσαλονίκη</td>
<td>19:30</td>
<td>19:30</td>
<td>06:07</td>
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<tr>
<td>Olympic Air</td>
<td>OA719</td>
<td>Θεσσαλονίκη</td>
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<td>20:25</td>
<td>02:03</td>
<td>1</td>
</tr>
<tr>
<td>Olympic Air</td>
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<td>Αθήνα</td>
<td>22:00</td>
<td>22:00</td>
<td>02:04</td>
<td>1</td>
</tr>
</tbody>
</table>
Λέσβος

Λέσβος ή Μυτιλήνη: δύο ονόματα που συνήθως χρησιμοποιούνται, αλλά και συγχέονται, για το ίδιο σκηνή διοικητική της Ελλάδας μετά την Κρήτη και την Εβδομαδιαία, το μεγαλύτερο σε έκταση δήμο του ελληνικού χώρα (1.633,83 τ.χλμ.), ο οποίος κατέχει την πρώτη θέση στο βάθος των ιδιωτικών προορισμών για άσοφο θέλουν να ζήσουν εμπεριανά αυθεντικής Ελλάδας. Ισχύει. Η Λέσβος είναι η γειτονία της Αφηρημένης Ελλάδας στα καλύτερα της.

Για το μεγαθός της και με πολύ περισσότερα μόνο τοπικά πλαστικά από τη Ρόδο ή την Κέρκυρα των παραπλήσιων μεγεθών, προσελκύει μένο κλάσματα τουριστών. Αλλά αυτό σκηνή διοικητική είναι και το συγκριτικό της πλεονέκτημα: μπορεί να απεικονίζει για τη διαφορετικότητά της και την ποιότητά της υπογραφής στην περιοχή που ο παγκόσμιος ανταγωνισμός επιβάλλει τη μετάλλαξη των τουριστικών προορισμών σε θεματικά πάρκα. Η Μυτιλήνη με τον διάδοχο της, διάλειο παραδοσιακό τοπίο, καταφέρνει να διατηρήσει την αυθεντικότητα ενός παλαιός κατάς ελληνικού υπηρετή. Ναι, η Μυτιλήνη Λέσβος -όπως αποκαλείται- ακόμη ευνοείται με άνοιξι αρωματικής Ελληνικός, νησιώτικης ζωής.
Stakeholders Event

George Ginalas, Project Manager

Mytilene, November 01, 2017
MJT – Mytilene
### MJT – Imminent works

**Basic numbers in comparison to existing situation**

<table>
<thead>
<tr>
<th>MJT</th>
<th>Existing 2016</th>
<th>Basic Design 2026</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mppa.</td>
<td>564.450 sqm</td>
<td>700.831 sqm</td>
<td>24%</td>
</tr>
<tr>
<td>Two-way peak 90th</td>
<td>319</td>
<td>396</td>
<td>24%</td>
</tr>
<tr>
<td>One-way peak 30th</td>
<td>410</td>
<td>510</td>
<td>25%</td>
</tr>
<tr>
<td>One-way ATM peak</td>
<td>8</td>
<td>10</td>
<td>25%</td>
</tr>
<tr>
<td>One-way ATM peak 3h</td>
<td>4</td>
<td>5</td>
<td>25%</td>
</tr>
<tr>
<td>Gross floor area</td>
<td>2.717 sqm</td>
<td>7.140 sqm</td>
<td>165%</td>
</tr>
<tr>
<td>Check-in counter</td>
<td>7</td>
<td>9</td>
<td>28%</td>
</tr>
<tr>
<td>Security lanes</td>
<td>3</td>
<td>3</td>
<td>-</td>
</tr>
<tr>
<td>Gates total</td>
<td>4</td>
<td>4</td>
<td>-</td>
</tr>
<tr>
<td>Reclaim belts</td>
<td>2</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>AC stands</td>
<td>4C+2D</td>
<td>7C+1E</td>
<td>15%</td>
</tr>
<tr>
<td>Two-way peak 90th</td>
<td>564.450</td>
<td>700.831</td>
<td>24%</td>
</tr>
</tbody>
</table>
MJT – Imminent Works Fact Sheet

Major interventions
- New Terminal Construction
- New Landside development with parking area
- New Fire Fighting station
- New apron
- Refurbishment of airside pavements
- New guard house
- New waste yard area
- New waste water treatment plant
- Partial demolition of old Terminal and refurbishment

Total area
- New terminal: 7,140 sqm

Concession Area
- Food & Beverage: 235 sqm
- Retail: 52 sqm
- Duty Free: 282 sqm

Delivery Date
- Imminent Works: July 2020
MJT – Imminent Works Overview

New Terminal
New RFF
New WWTP
Old Terminal
New Guard House
New Waste Yard
MJT – Imminent Works, New Terminal Building

**Major interventions:**

- Designed according to Eurocodes, KENAK and Acoustic Study
- New BHS & HBS installations.
- State of the art IT infrastructure
- User friendly facilities
- Enhanced security and safety concept
- Open gate concept
- Expansion of the commercial functions
MJT – Imminent Works, Terminal Building Elevations

Landside Elevation

Airside Elevation

North Elevation

South Elevation
## MJT – Imminent Works
### Landside

<table>
<thead>
<tr>
<th>Parking Category</th>
<th>Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger</td>
<td>27 lots</td>
</tr>
<tr>
<td>Cars Rental</td>
<td>20 lots</td>
</tr>
<tr>
<td>PRM</td>
<td>04 lots</td>
</tr>
<tr>
<td>Coach parking</td>
<td>13 lots</td>
</tr>
<tr>
<td>Taxi</td>
<td>13 lots</td>
</tr>
<tr>
<td>Employee</td>
<td>33 lots</td>
</tr>
</tbody>
</table>

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*Stakeholders Event – Mytilene 01.11.2017*
**MJT – Imminent Works**

**Airside**

**Provided Stands:**

- Code C 7
- Code E (Mars) 1
- GA 3

**New apron:**

- 5600 sqm.

**Pavement Layout**

**North Apron**

**South Apron**
MJT – Imminent Works
Old Terminal

Major interventions:
- Currently 2.717 sqm
- After demolitions, 1200 sqm
- Rearrangement/ refurbishment to support usage
MJT – Imminent Works
New Rescue & Fire Fighting Station

- New two storey RFF building approx. 1150 sqm
- Parking area with capacity of five vehicles, RFF Category 6
- Pump station
- Command offices, meeting and training rooms, storage and maintenance areas
- Dormitories, kitchen and restrooms
MJT

Successful Early Works since April 11th

Transition Phase

- FLS actions (maintenance of evacuation routes, control of fire hazards).
- Deep cleaning of terminals and surrounding areas.
- Improvements of staff areas allocation.
- Repair of x-ray machines.
- IT cabling and change of FIDS.
- Enhancement of restrooms (unclogging, replacement of worn fixtures, enhancement of ventilation etc.).
- Installation of defibrillators.
- Landside actions for parking access and utilization.
- Airside actions (rubber removal, markings, AGL inspection and repairs).
MJT
Successful Early Works since April 11th

Runway/ Apron Crack Sealing
MJT
Successful Early Works since April 11th

Rubber Removal Works

Before

After

MJT - Stakeholders visit November 2017
MJT

Successful Early Works since April 11th

RFFS Containers
MJT
Successful Early Works since April 11th

WC
MJT

Successful Early Works since April 11th

HVAC Enhancement
MJT
Successful Early Works since April 11\textsuperscript{th}

FLS Improvements
MJT
Successful Early Works since April 11th

FLS Improvements
MJT

Successful Early Works since April 11th

Maintenance Works
Grass cutting to enhance utilization of navigational systems

Before

After
Gute Reise!

We make it happen