Stakeholders Event

Alexander Zinell, CEO Fraport Greece
Ian Matheson, COO Fraport Greece
Rolf Klitscher – Project Director cluster B
George Ginalas – Project Manager Technical

Rhodes, 20 July, 2017
The Development of the Project

Concession agreement for Athens International Airport - First concession awarded by the Hellenic Republic

Project conceptualized

Tender preparation

Express Of Interest

- RfP
- Bids submitted
- Fraport / Slentel bid for both clusters nominated as the preferred one

Signing of Concession Agreement

- Ratification by Parliament
- Parties work to streamline Conditions Precedent to closing

Commencement of Operations

Stakeholders Event – Rhodes 20.07.2017
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
Rhodes Airport—Today
Rhodes Airport – In the Future

Terminal Exterior (1)
Rhodes Airport – In the Future

Terminal Exterior (2)
Official Airport Sites
Rhodes Airport Site
### Αφίξεις & Αναχωρήσεις

Τώρα ξέρετε τα πάντα για όλες τις πτήσεις

<table>
<thead>
<tr>
<th>Αεροπορική Εταιρεία</th>
<th>Αριθμός πτήσης</th>
<th>Γηράστα τον κωδικό</th>
<th>Προορισμός</th>
<th>Προγραμματισμένη Ώρα</th>
<th>Αναμενόμενη Ώρα</th>
<th>Έλεγχος επιβίβασης (check-in)</th>
<th>Πύλη</th>
<th>Σχόλια</th>
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<tr>
<td>Armenia Aircompany</td>
<td>RM4205</td>
<td></td>
<td></td>
<td>15:35</td>
<td>19:20</td>
<td>23-24</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>Olympic Air</td>
<td>OA721 A37721</td>
<td></td>
<td>Θεσσαλονίκη</td>
<td>15:40</td>
<td>15:50</td>
<td>09:10</td>
<td>02</td>
<td></td>
</tr>
<tr>
<td>Air Bucharest</td>
<td>BUR204</td>
<td></td>
<td>Βουκουρέστι</td>
<td>15:40</td>
<td>15:30</td>
<td>32-34</td>
<td>14</td>
<td></td>
</tr>
<tr>
<td>MEA Middle East Airlines</td>
<td>ME7254</td>
<td></td>
<td>Βηρυτός</td>
<td>16:25</td>
<td>17:35</td>
<td>29-30</td>
<td>13</td>
<td></td>
</tr>
</tbody>
</table>

**Τρίτη, Ιούλιος 18, 2017**
Destination Marketing

Ρόδος

"Ότι και να λέει, ότι και να κάνει κάποιος, το δικό μου καθήκον είναι να είμαι αμφιβόλος με χρώμα πάντα λαμπερό". Σαν αλληλογραφία, η φράση αυτή του Μάρκου Λυρήλου φαίνεται να φορούμει γάντι στην περίπτωση της Ρόδου. Εξάλλου η Ρόδος, η μεγαλύτερη σε έκταση, αλλά και η μεγαλύτερη σταρ της Δωδεκανήσου στην τουριστική της πασαρέλα, είναι γνωστή, εκτός των άλλων, και ως «Συμπράξεις Νησιών», λόγω των καταπράσινων πεύκων και κυπαρισσιών που καλύπτουν τέλεια από το 1/3 της συνολικής της επιφάνειας, χωρίς να χρειάζεται να συμμετέχουν στην προσπάθεια αυτού του χαρακτηρισμού τα γαλαζοπράσινα νερά της, από την Ρία και την Σάρλη μέχρι την Αφάντο, τη Λιμνοθαλασσία και το Πρασονήσι.

Στη Ρόδο, ο όμοιος λόγιος λάμπει πάντα και αυτό δεν είναι σχήμα λόγου. Λάμπει στατιστικά με 300 ημέρες ηλιοφάνειας - και βάλε - και αυτός είναι ένας επιπλέον λόγος, αλλά βέβαια όχι ο μόνος, που το νησί, σαν πόλη δυσαυτός μαγνητικής έλξης εκπαίμηρων τέσσερα, αντέχει από την προσέλκυση των Βορειοευρωπαίων πάνω από τα 3/4 της οικονομίας του.
RHO - RHODES
Stakeholders Event

George Ginalas – Project Manager Technical

Rhodes, 20 July, 2017
### RHO – Imminent works

Basic numbers in comparison to existing situation

<table>
<thead>
<tr>
<th>RHO</th>
<th>Existing 2016</th>
<th>Basic design 2026</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mppa.</td>
<td>4,647,956</td>
<td>5,424,887</td>
<td>17%</td>
</tr>
<tr>
<td>Two-way peak 90th</td>
<td>2.524</td>
<td>2.946</td>
<td>17%</td>
</tr>
<tr>
<td>One-way peak 30th</td>
<td>1,657</td>
<td>1,933</td>
<td>17%</td>
</tr>
<tr>
<td>One-way ATM peak</td>
<td>15</td>
<td>18</td>
<td>20%</td>
</tr>
<tr>
<td>One-way ATM peak 3h</td>
<td>12</td>
<td>14</td>
<td>17%</td>
</tr>
<tr>
<td>Gross floor area</td>
<td>49.150 sqm</td>
<td>49.150 sqm</td>
<td></td>
</tr>
<tr>
<td>Check-in counter</td>
<td>40</td>
<td>45</td>
<td>13%</td>
</tr>
<tr>
<td>Security lanes</td>
<td>7</td>
<td>12</td>
<td>71%</td>
</tr>
<tr>
<td>Gates total</td>
<td>16</td>
<td>18</td>
<td>15%</td>
</tr>
<tr>
<td>Reclaim belts</td>
<td>4</td>
<td>5</td>
<td>25%</td>
</tr>
<tr>
<td>AC stands</td>
<td>14</td>
<td>16 C + 2 E</td>
<td>29%</td>
</tr>
</tbody>
</table>
**RHO – Imminent Works Fact Sheet**

<table>
<thead>
<tr>
<th>Major interventions</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Reconfiguration of BHS facilities, new HBS inline screening</td>
<td></td>
</tr>
<tr>
<td>Additional security lanes and passport control</td>
<td></td>
</tr>
<tr>
<td>Refurbishment of electromechanical installations (HVAC)</td>
<td></td>
</tr>
<tr>
<td>New Fire Fighting station</td>
<td></td>
</tr>
<tr>
<td>Reorganization of landside parking areas</td>
<td></td>
</tr>
<tr>
<td>Reorganization of apron utilization and refurbishment of airside pavements</td>
<td></td>
</tr>
<tr>
<td>New guard house</td>
<td></td>
</tr>
<tr>
<td>New waste yard area</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total area</th>
<th>Existing terminal (old and new) 49.150 sqm</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Concession Area</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Food &amp; Beverage</td>
<td>2.400 sqm</td>
</tr>
<tr>
<td>Retail</td>
<td>540 sqm</td>
</tr>
<tr>
<td>Duty Free</td>
<td>2.750 sqm</td>
</tr>
</tbody>
</table>

| Delivery Date                          | Imminent Works July 2020                                         |
RHO – Imminent Works Overview

- New RFF
- Existing Terminal - old
- Existing Terminal - New
- New Waste Yard
- New Guard House
RHO – Imminent Works, Terminal Building
Ground Floor

- Rearrangement of the check in area in new terminal
- Additional security lanes and passport control
- Refurbishment of electromechanical installations
- Complete refurbishment of the existing old terminal.

- Enlarged security check area..
- Completely new BHS & HBS installations with new baggage reclaim area.
- Installation of state of the art passenger process equipment (CUTE, FIDS, WIFI)
- Expansion and enhancement of the commercial functions
RHO—Imminent Works, Terminal Building
Mezzanine Floor

- Complete Gate area refurbishment
- Enhancement and Rearrangement of security screening Units.
- Development of commercial (retail and F&B) and public areas.
- Remodeling and expansion of all Electro Mechanical installations
- Remodeling of departure gates (open gate concept)
**RHO – Imminent Works, Terminal Building 1st Floor**

- Complete refurbishment of office area.
- Remodeling of public restrooms.
- Remodeling and expansion of all ElectroMechanical installations.
- Utilization of the restaurant

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Old Terminal – First Floor

New Terminal – First Floor
RHO – Imminent Works, Terminal Building Elevations

Landside Elevation

Airside Elevation

Façade Detail

Façade Detail
RHO – Imminent Works
Landside

Parking Capacity:
- Passenger: 58 lots
- Cars Rental: 144 lots
- PRM: 8 lots
- Coach parking: 49 lots
- Taxi: 25 lots
- Employee: 85 lots
RHO – Imminent works

Airside

Provided Stands:

- Code B 4
- Code C 16
- Code E (Mars) 2
- GA 3
RHO – Imminent Works
New Rescue & Fire Fighting Station

- New RFF building approx. 1470 sqm
- Parking area with capacity of eight vehicles, RFF Category 8
- Pump station
- Command offices, meeting and training rooms, storage and maintenance areas
- Dormitories, kitchen and restrooms
RHO
Early Works within last 100 days
RHO – Transition phase

- Basic FLS actions (maintenance of evacuation routes, control of fire hazards).
- Deep cleaning of terminals and surrounding areas.
- Replacement of locks for offices and technical 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).
- Airside Pavement repairs
RHO Runway Repair

Before

After

During
RHO Apron Repair

Before

After

Stakeholders Event – Rhodes 20.07.2017
RHO Baggage Reclaim Carousel Before
RHO Baggage Reclaim Carousel After
RHO Refurbishment of the HVAC Systems

Before

After

Chemical Cleaning of Cooling Towers
RHO Refurbishment of the HVAC Systems

Repair of Ice banks by FAFCO (Switzerland)

Installation of Additional DX Units
Carrier - Chiller repair and maintenance

Water Softener Repair

Carrier - HVAC BMS automation configuration
RHO Asbestos Removal

Before

During

After
RHO Toilet Repair

Before

After
RHO Escalators

Before

After
PAPI Lights

Before

After
Grass Cutting

Before

After
RHO RFFS Containers

Before

After
**RHO Flood lighting**

Before

After
RHO PRM WC

Before

After
RHO Baby Room

Before

After
RHO Deep cleaning
RHO Workshop cleaning

Before

After
Thank you for your kind attention
Stakeholders Event

Ian Matheson, COO Fraport Greece

Rhodes, 20 July, 2017
### RHO Airport

- **2,009,122 Passengers**
  - +8% compared to LY period.
  - +9% of International Pax.
  - 145 Average pax per flight.

- **13,875 Total Movements**
  - +1% vs. last year period.
  - +5% of International flights.

- **728 Slot Violations**
  - 636 Off Slot
  - 85 Go Show/ No Show
  - 7 Wider Aircraft Type.

- **6 Emergency Response Events**
  - 1 Ground Incident with Aircraft
  - 3 Fuel Spillage
  - 2 Local Standbys

- **15 Wildlife/ Bird Activity**
- **10 RFFs Breakdown**
- **RFFs Breakdown**

- **% Int Flights Increase**
- **% Slot Violations**

### Notes:
- Slot violations for commercial flights only
- Movement: arrival or departure
Bird Strikes
Emergency Response
ARFF Renewal

Replacement of 25% of the total ARFF Fleet across all 14 Airports within first year of operations

10 New Rosenbauer ARFF 6X6 Trucks
# Fraport Greece at a glance

<table>
<thead>
<tr>
<th>Category</th>
<th>Data</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>9,964,444 Passengers</strong></td>
<td>+13% compared to LY period. +15% of International Pax. 124 Average pax per flight.</td>
</tr>
<tr>
<td><strong>80,496 Total Movements</strong></td>
<td>+12% vs. last year period. +17% of International flights.</td>
</tr>
<tr>
<td><strong>3,606 Slot Violations</strong></td>
<td>2,901 Off Slot 602 Go Show/ No Show 86 Wider Aircraft Type 17 LGT Not Approved.</td>
</tr>
<tr>
<td><strong>123 Wildlife/ Bird Activity</strong></td>
<td></td>
</tr>
<tr>
<td><strong>42 RFFs Breakdown</strong></td>
<td></td>
</tr>
<tr>
<td><strong>32 Emergency Response Events</strong></td>
<td>2 A/C Accidents</td>
</tr>
</tbody>
</table>

- Slot violations for commercial flights only (11APR – 30JUN2017)
- Movement: arrival or departure

**Stakeholders Event – Rhodes 20.07.2017**
All Events

- **7,671 Events**
  - 85,11% Closed

- **Average Events per Day**
  - 77 New Entries

- **Events per Classification**

<table>
<thead>
<tr>
<th>Classification</th>
<th>Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT</td>
<td>353</td>
</tr>
<tr>
<td>Technical</td>
<td>2414</td>
</tr>
<tr>
<td>Security</td>
<td>192</td>
</tr>
<tr>
<td>Safety</td>
<td>1819</td>
</tr>
<tr>
<td>Operations</td>
<td>2325</td>
</tr>
<tr>
<td>Emergency</td>
<td>170</td>
</tr>
<tr>
<td>Commercial</td>
<td>398</td>
</tr>
</tbody>
</table>
RHO Events

- **453 Events**
  - 98.90% Closed

- **Events per Classification**

<table>
<thead>
<tr>
<th>Classification</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>IT</td>
<td>363</td>
</tr>
<tr>
<td>Technical</td>
<td>2420</td>
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<tr>
<td>Security</td>
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<td>Safety</td>
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<tr>
<td>Operations</td>
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<tr>
<td>Emergency</td>
<td>173</td>
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<tr>
<td>Commercial</td>
<td>398</td>
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</table>
Gute Reise!

We make it happen