Stakeholders Event

Alexander Zinell, CEO
Ilias Maragakis, COO
Rolf Klitscher, Project Director

Skiathos, 2nd of August 2018
Context of the Project

**Preparation**

**Concept**
- 2006: Project conceptualized
- 2011: Tender preparation
- 2013: Express Of Interest

**Award**
- 2014: Signing of Concession Agreement
- 2015: Ratification by Parliament
- 2016: Parties work to streamline Conditions
- 2017: Precedent to closing

- RfP
- Bids submitted
- Fraport / Slentel bid for both clusters nominated as the preferred one
The Concession Project at a Glance

Key features

- Two 40-year concessions of 14 regional airports (seven in each Cluster)
- Scope: upgrading, operating and continuously developing all airports.
- €1,234 billion Upfront Concession Fee
- Initial capex of at least €415 million until 2021
- Annual Fixed Concession fee of €23 million
- Annual Variable Concession Fee of on average 28.5% of operational profit
- Annual per-passenger Levy of € 1 (approx. € 13 million in 2017)

Privatization objectives

- Ensuring adequate service levels in the crucial tourism sector in Greece
- Maximizing proceeds of transaction
- Ensuring ongoing contribution to treasury
Development Works in Numbers

5 new terminals

5 terminals to be refurbished and expanded

4 terminals remodeled

15 runways refurbished
Development Works in Numbers

5 new terminals
Development Works in Numbers

Refurbishment and expansion of buildings in 5 airports
Development Works in Numbers

4 terminals remodeled
Combined, the 14 Greek regional airports served 27.6 million passengers in 2017 (+10.3%).

### Cluster A

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Traffic development - January – December 2017 vs 2016
Airports’ passenger growth per sector

Source: HCAA 1/1-10/4 & FG Traffic Data Management 11/4-31/12

Stakeholders Event Skiathos, 02.08.18
Passenger traffic - seasonality pattern
Low volumes & evident seasonality of airports

Total Passenger Traffic 2017 per airport volume category

*Source: HCAA & FG Traffic Management
Skiathos

The island of Skiathos is located in the North-Western Aegean Sea. The close proximity of the island to the mainland makes it easily accessible to Greek nationals.

Facts about Skiathos Airport - JSI

Steady growth trend in both segments, with international sector being the highest volume contributor (89% share in 2017).

Facts about destination Skiathos

- Despite its small size, Skiathos with its many beaches and forested landscape is a popular tourist destination. It has over 60, mostly sandy, beaches scattered along the 44 km coastline.
- The island attracts a big volume of tourists from the United Kingdom
- Catchment area of 14,000 people
JSI Traffic development - YTD June 2018 vs 2017
Both Domestic & International demonstrate growth (3.2% & 5.7%). International is the major volume generator (88%) during H1.

*Source: HCAA & FG Traffic Management*
Seamless traveling experience with high quality standards will boost the developmental potential..

- **Customer centric behavior & practice**: a prerequisite towards the attainment of both aeronautical & non-aeronautical business objectives

- **Route development strategy**: targeted actions will fuel passenger traffic & attract additional traffic, focusing primarily on the shoulder and winter months operations

- **Synergies**: co-actions with local authorities/bodies will support the destinations’ promotion and development, focusing on the peculiarities of the targeted markets

- **New retail stores and F&B units**: designed to add value into passengers and visitors traveling experience, serving each market’s characteristics
Airline Development – Summer 2018 (new routes)
Close communication with Airlines, constant Slot monitoring and first traffic indications, predict a positive summer season. Indicatively…

- **Cobalt**
  - New services to/from Larnaca

- **Thomson**
  - New services to/from Bristol

- **Enter Air**
  - New services to/from Manchester

- **FlyLolo**
  - New services to/from Southampton

- **Blue Panorama**
  - New services to/from Milan/ MXP

- **Neos**
  - New services to/from Verona

- **Small Planet**
  - New services to/from Poznan

- **SAS**
  - New services to/from Stavanger
GREC14N Magazine
Travel magazine representing & promoting the Greek Tourism Industry & the Destination

Stakeholders Event Skiathos, 02.08.18
Official Airport Sites
Welcome to Skiathos!
Discover the secrets of the island
### Arrivals & Departures

Now you are fully informed of all flights

<table>
<thead>
<tr>
<th>Airline</th>
<th>Flight</th>
<th>Codeshare</th>
<th>Destination</th>
<th>Scheduled</th>
<th>Check-in</th>
<th>Gate</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Condor</td>
<td>DE1602</td>
<td></td>
<td>Santorini</td>
<td>18:30</td>
<td>03</td>
<td>2</td>
<td>Gate Closed</td>
</tr>
</tbody>
</table>

All times correspond to the local time zone in Greece

Last Update: 23-07-2018 17:59:24
"Mamma Mia"! This could be an exclamation uttered as someone faces the "Tuscany-on-the-sea" like landscape of Skiathos for the first time, with its pine-fringed, sandy turquoise beaches. Or it could be a loud reminder of the box office hit version of the famous musical, part of which was filmed on its grounds, which in his turn pumped up the popularity of the westernmost island in the Sporades complex worldwide.

Not that Skiathos needed this; the busiest of the Sporades islands, the closest one to the Pelion peninsula (actually, with a scenery that reflects this, it is the extension of the wooded Mount Pelion), with a bit of Mykonos attitude, Skiathos had started building its cosmopolitan reputation 25-30 years ago, promising sun, sea, and late-night revelry.
Stakeholders Event

Alexander Zinell, CEO
Ilias Maragakis, COO
Rolf Klitscher, Project Director

Skiathos, 2nd of August 2018
Operations objective:

“To Operate Safe, Secure and Efficient Airports, that provide an excellent customer experience.”

Guiding Principles

- **Safety**  We operate our airports in accordance with established and recognized international safety standards
- **Security**  We provide vigilant and compliant security that follows best practices established in the Aviation Industry
- **Efficiency**  We actively and relentlessly seek out efficiencies throughout our operations to improve performance and continuity that support the rest of the guiding principles
- **Customer**  We focus on providing world-class customer care and service throughout our network as a key driver of our business and as a major differentiator in the market
EASA Compliance and Certification

EASA Compliant and Certified according to EU Regulation (EC 139/2014)

EASA Certification
All 14 Fraport-Greece regional airports are **Certified according to EASA standards**
Operations management, organizational structure and airports’ procedures are according to European Union and National regulations

Certificates awarded on 28 Dec 2017 in accordance with the EU provisions

Fraport Greece worked closely together with HCAA for more than a year achieving successful outcome

Certification Strategic Achievements
• ensures the safety of infrastructure and operational processes of FG airports
• confirms the high level of services provided at FG regional airports
Operational certificates
New apron operation
Implementation of Push-Back Procedure

Before

After
Slot management

Slots Management and Optimisation (Χρονοθυρίδες): Increase capacity and improve passenger experience by:

1. Having less peaks in traffic
2. Spreading traffic over more days and hours
3. Satisfying higher passenger demand
Safety & Security

Fraport Greece **Security Management System**: Compliance with all EU rules and international air travel rules by:

1. Having the right number of personnel and equipment
2. Ensuring the right training for everyone involved in security

Fraport Greece **Safety Management System**: Full implementation of EASA and ICAO rules by:

1. Introducing the latest knowledge in aviation safety
2. Having a dedicated team to ensure high levels of safety at every airport
10 Emergency Response Exercises from April 2017 to April 2018

<table>
<thead>
<tr>
<th>AIRPORT</th>
<th>DATE</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>CFU</td>
<td>06 JUL 2017</td>
<td>Tabletop exercise</td>
</tr>
<tr>
<td>KVA</td>
<td>23 OCT 2017</td>
<td>Partial scale exercise</td>
</tr>
<tr>
<td>CFU</td>
<td>29 NOV 2017</td>
<td>Partial scale exercise</td>
</tr>
<tr>
<td>MJT</td>
<td>19 DEC 2017</td>
<td>Partial scale exercise</td>
</tr>
<tr>
<td>JTR</td>
<td>30 JAN 2018</td>
<td>Partial scale exercise</td>
</tr>
<tr>
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<td>02 FEB 2018</td>
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</tr>
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<td>ZTH</td>
<td>21 FEB 2018</td>
<td>Partial scale exercise</td>
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<tr>
<td>RHO</td>
<td>16 MAR 2018</td>
<td>Full scale exercise</td>
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<td>JMK</td>
<td>22 MAR 2018</td>
<td>Partial scale exercise</td>
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<tr>
<td>CHQ</td>
<td>20 APRIL 2018</td>
<td>Full scale exercise</td>
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</table>
Steve Bradley

I'd just like to say that going through the airport yesterday, for the TUI flight back to Manchester was a very relaxed affair. No queuing outside to check in, all desks manned, very pleasant staff, nice cheese pie in the upstairs area and no queue at security as both scanners were working, as were the toilets! 😊

Departure lounge was busy, as expected, but nowhere near as bad as in other years. Only downside was we were delayed about 45 mins. Well done JSI Airport, much better than the experience at Manchester on the way out, when TUI's new slogan should be "We dot the I's, cross the T's, and put you at the end of a very long queue! 😹
Stakeholders Event

Alexander Zinell, CEO
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Rolf Klitscher, Project Director

Skiathos, 2\textsuperscript{nd} of August 2018
Imminent Works Overview
<table>
<thead>
<tr>
<th>JSI</th>
<th>Existing 2015</th>
<th>Basic design 2026</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross floor area</td>
<td>7,341 sqm</td>
<td>Extension 2,185 sqm Total 9,526 sqm</td>
<td>30%</td>
</tr>
<tr>
<td>Check-in counter</td>
<td>9</td>
<td>10</td>
<td>11%</td>
</tr>
<tr>
<td>Security lanes</td>
<td>2</td>
<td>4</td>
<td>100%</td>
</tr>
<tr>
<td>Gates total</td>
<td>3</td>
<td>5</td>
<td>66%</td>
</tr>
<tr>
<td>Reclaim belts</td>
<td>2</td>
<td>3</td>
<td>50%</td>
</tr>
<tr>
<td>AC stands</td>
<td>2C+1D</td>
<td>7C + 1D</td>
<td></td>
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</tbody>
</table>

**JSI – Imminent Works Design Assumptions**
**JSI – Imminent Works Factsheet**

**Major interventions**
- Terminals 1 and 2
- Landside Expansion
- Airside Expansion: enclosed space under existing canopy
- New Landside development with parking area
- New Fire Fighting station
- Refurbishment of airside pavements
- New guard house
- New waste yard area
- New BHS & HBS installations.
- State of the art IT infrastructure
- User friendly facilities
- Enhanced security and safety concept
- Expansion of the commercial functions

**Total area**
- New expanded terminal: 9,526 sqm

**Concession Area**
- Food & Beverage: 362 sqm
- Retail: 60 sqm
- Duty Free: 250 sqm

**Delivery Date**
- Imminent Works: 2019
JSI – Imminent Works
Terminal Building, Ground Level

Required area range:
Existing total: 7.341 sqm
Extension total: 2.185 sqm
Required total: 9.090 sqm
Designed total: 9.526 sqm
JSI – Imminent Works
Terminal Building

TERMINAL 2

SINGLE FLOOR LANDSIDE EXPANSION
(654 m²)

LANDSIDE

CURTAIN WALL ENCLOSURE
OF OUTDOOR SPACE
UNDER EXISTING CONCRETE CANOPIES
(410 m²)

TERMINAL 1

AIRSIDE

ATC

TECHNICAL BUILDING

Stakeholders Event Skiathos, 02.08.18
JSI – Imminent Works
Terminal Building

- Terminal Building
  - Terminal 1
    - NEW BHS CANOPIES (188 m²)
    - CURTAIN WALL ENCLOSURE OF OUTDOOR SPACE UNDER EXISTING CONCRETE CANOPIES (83 m²)
  - Terminal 2
    - OUTBOUND BAGGAGE HALL EXPANSION (256 m²)
    - STAFF RESTROOMS EXPANSION (35 m²)
    - NEW INBOUND BHS CANOPY (98 m²)

- ATC TECHNICAL BUILDING

- LANDSIDE

- AIRSIDE
JSI – Imminent Works
Terminal Building
JSI – Imminent Works, Terminal Building
JSI – Imminent Works, Terminal Building

Terminal 2 Mezzanine
- New Maintenance Rooms
- New Public Restrooms
- New MEP Areas
- Telecom Areas

Terminal 1 Mezzanine
- Concession Areas

ATC Technical Building
JSI – Imminent Works, Terminal Building

T2 Check In Area
JSI – Imminent Works, Terminal Building

T2 Holdrooms
JSI – Imminent Works, Terminal Building

T2 Baggage Claim
JSI – Imminent Works, Terminal Building

T2 Customs
JSI – Imminent Works, Terminal Building
Landside Elevation
JSI – Imminent Works, Terminal Building
Landside Elevation
JSI – Imminent Works, Airside

**PAVEMENT WORKS**
- Crack sealing

**MARKING**
- Apron
- Runway

**LIGHTING**
- Masts
**JSI – Imminent Works, Airside**

**Provided Stands:**
- Code C: 7
- Code D (Mars): 1
- GA: 4

**New apron:**
- 0 sqm.
JSI – Imminent Works, Airside

New Fire Station Cat. 5-6:

Vehicle bays: 3 airside fire engine
+ 1 landside fire engine

Total gross floor area: 1.138 sqm
### JSI – Imminent Works, Landslide

<table>
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<tr>
<th>JSI</th>
<th>Proposed Characteristics</th>
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<tbody>
<tr>
<td>Personnel car parking stalls</td>
<td>31 + 2 PWD</td>
</tr>
<tr>
<td>Coach parking stalls</td>
<td>12 + 1 Local Bus</td>
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<tr>
<td>Taxi parking stalls</td>
<td>15</td>
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<td>25 + 2 PWD</td>
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<td>Car rental parking stalls</td>
<td>28</td>
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JSI – Terminal 1
Imminent Works In Progress

Before

After
JSI – Terminal 1
Imminent Works In Progress
JSI – Successful Early Works since April 11th 2017 (CCD commencement Date)

- FLS actions (maintenance of evacuation routes, control of fire hazards).
- Deep cleaning of terminals and surrounding areas.
- 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.
- Airside actions (crack sealing, markings, AGL inspection and repairs).
- Repair of Air-condition system.
JSI – Successful Early Works since April 11th 2017 (CCD commencement Date)

RFF Containers
JSI – Successful Early Works since April 11th 2017 (CCD commencement Date)

- Insulation works on the roof of T2
- Measuring instruments for HVAC system of T2
- Fire and emergency systems of T2
- Insulation of pipes and ducts networks with new triple way valves of HVAC system of T2
- Waterproofing Roof T2
JSI – Successful Early Works since April 11th 2017 (CCD commencement Date)