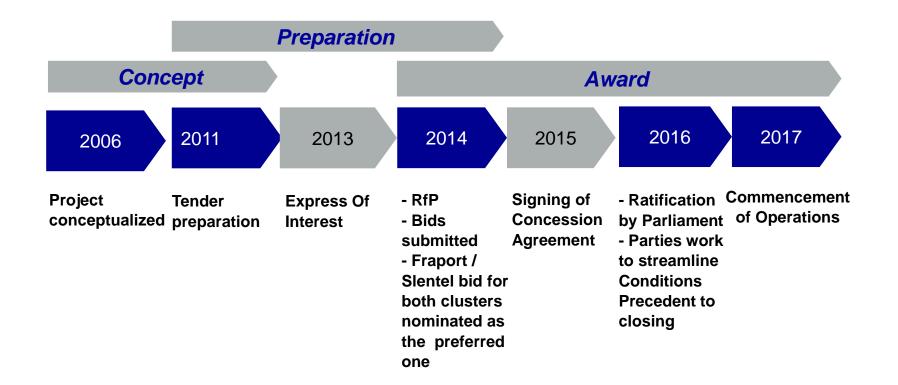




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Context of the Project



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

5 new terminals

5 terminals to be refurbished and expanded

4 terminals remodeled

15 runways refurbished



5 new terminals

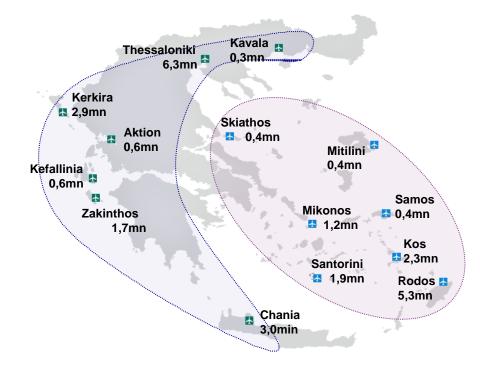


Refurbishment and expansion of buildings in 5 airports



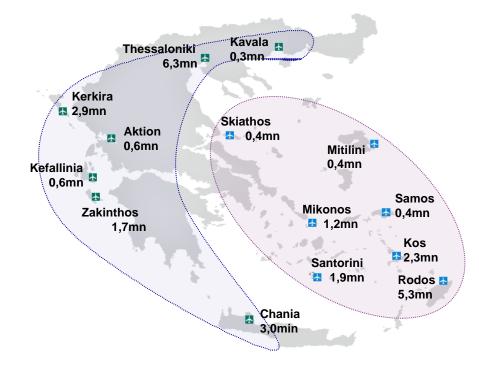
4 terminals remodeled





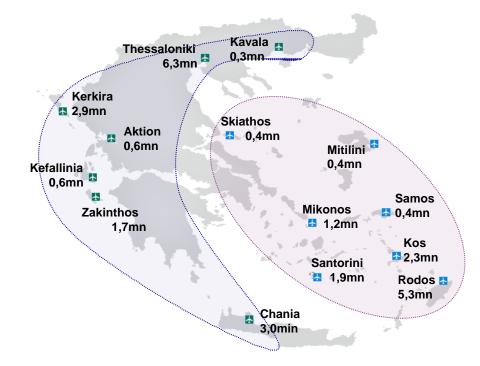
Cluster A	PAX 2017 in k	ΥοΥ
Thessaloniki	6,396	11,5%
Chania	3,043	2,6%
Kerkira	2,918	5,1%
Zakinthos	1,660	16,9%
Kefallinia	630	15,1%
Aktion	569	17,9%
Kavala	338	22,8%

Cluster B	PAX 2017 in k	ΥοΥ
Rodos	5,302	6,6%
Kos	2,321	20,7%
Santorini	1,928	13,0%
Mikonos	1,207	18,6%
Mitilini	436	3,8%
Skiathos	425	5,2%
Samos	410	12,9%



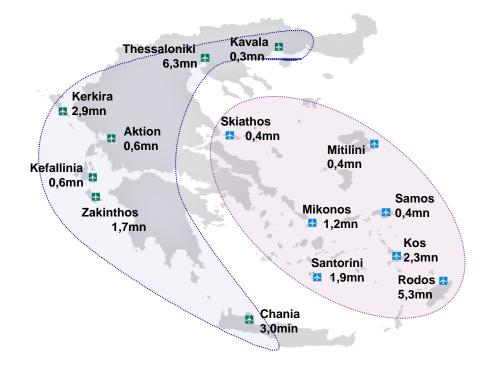
PAX 2017 in k	ΥοΥ	
6,396	11,5%	
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Cluster A	PAX 2017 in k	YoY
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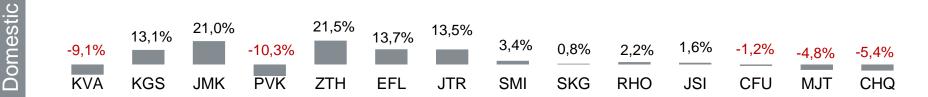


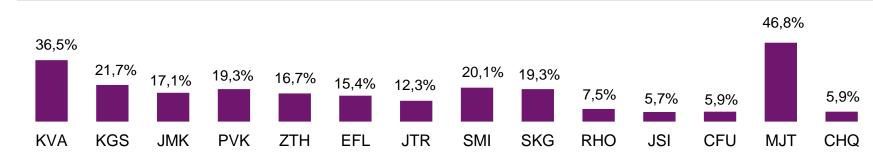
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Traffic development - January – December 2017 vs 2016 Airports' passenger growth per sector



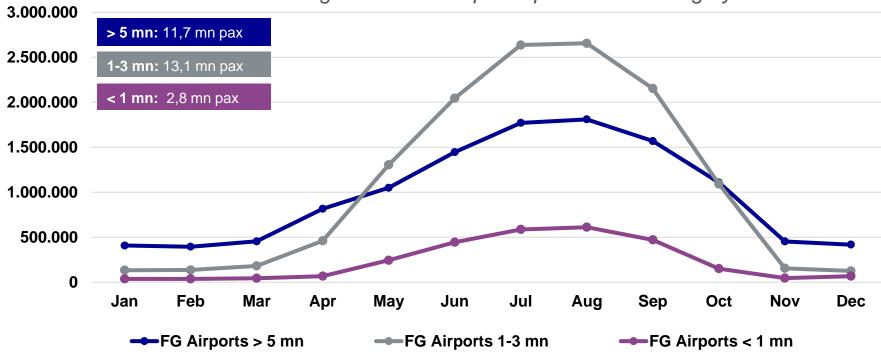




Source: HCAA 1/1-10/4 & FG Traffic Data Management 11/4-31/12

International

Passenger traffic - seasonality pattern Low volumes & evident seasonality of airports



Total Passenger Traffic 2017 per airport volume category

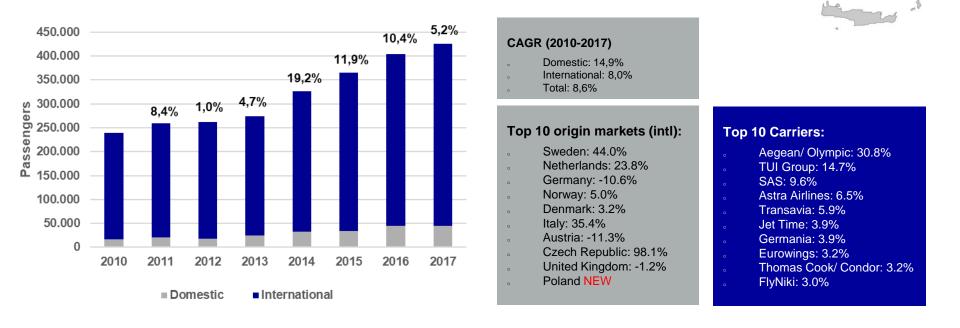
*Source: HCAA & FG Traffic Management

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).



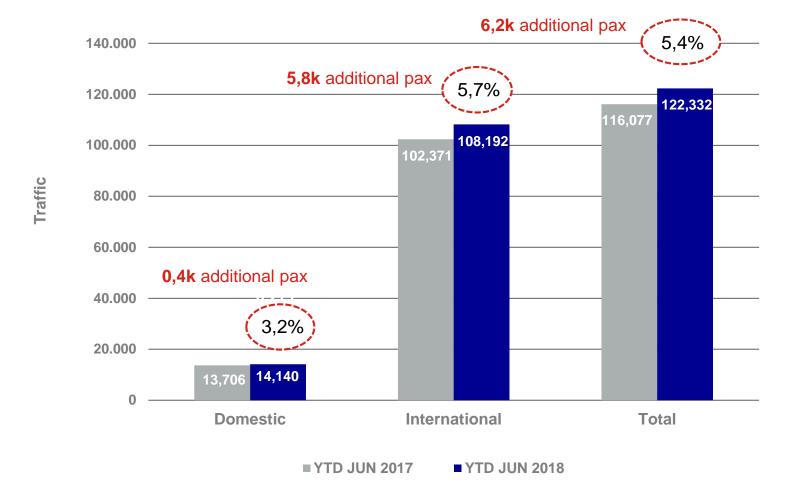
Skiathos

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

SAS New services to/from Stavanger FlyLolo New services to/from Southampton

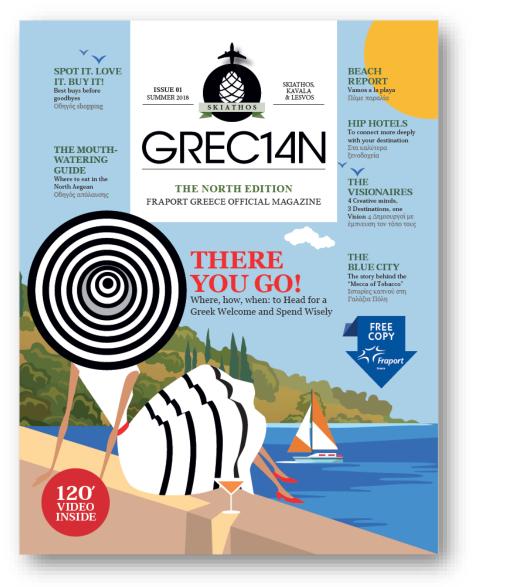
Blue Panorama New services to/from Milan/ MXP

Neos New services to/from Verona

Small Planet New services to/from Poznan

GREC14N Magazine

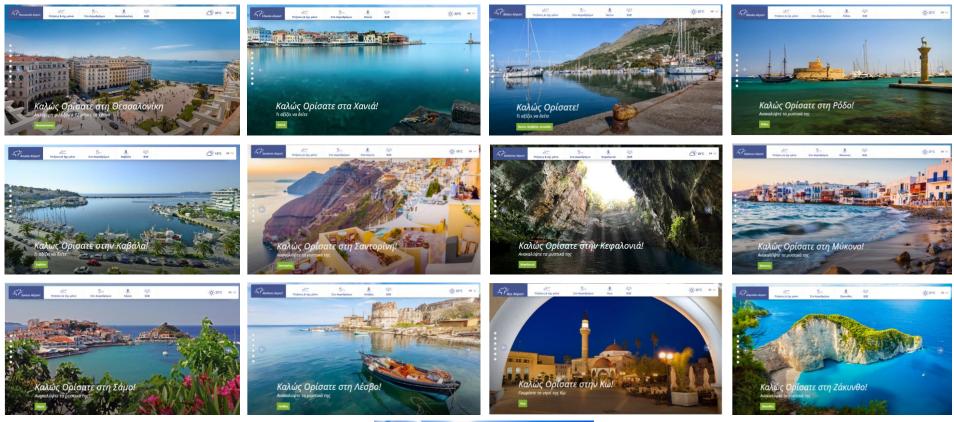
Travel magazine representing & promoting the Greek Tourism Industry & the Destination





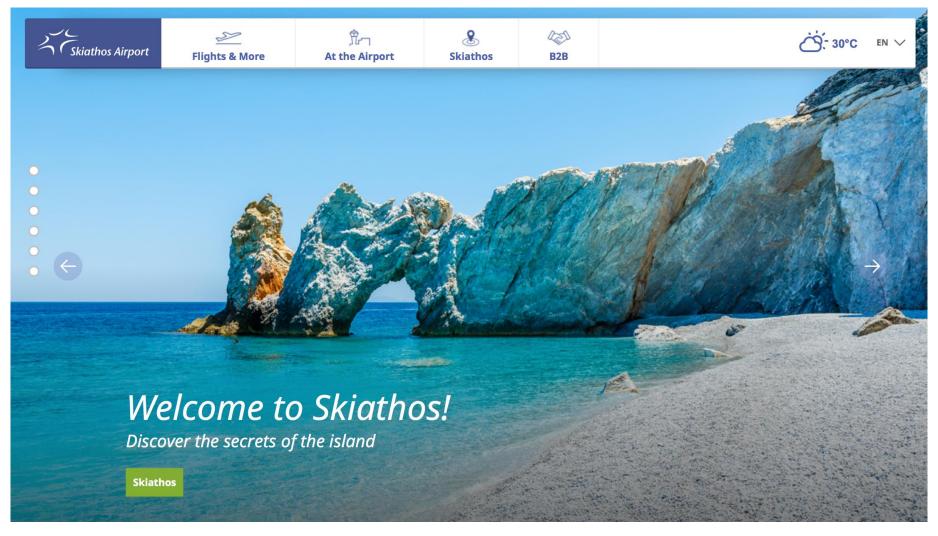


Official Airport Sites





Skiathos Airport Site

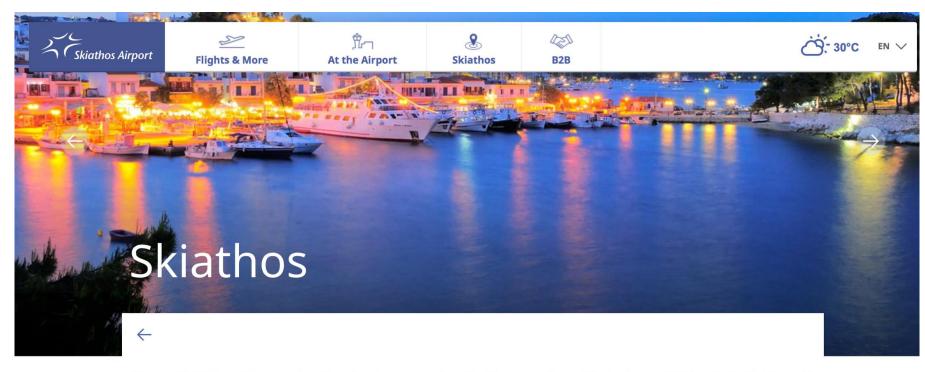


Skiathos Airport Site

Skiathos Airport	t Flig	hts & More	定一 At the Airpor	rt Skia	2			Ö	30°C	EN N
			Arriv	als &						
				arture						
)			Now you	are fully inj	formed of al	flights				
De	partures	→ Ar	rivals 🔍	Please Enter A	Search Term	XQ	18:00 🗸	Filter 11		
	Airline	Flight	Codeshare	Destination	Scheduled	Check-in	Gate	Comment		
Мо	nday, July 2	23, 2018								
,	Condor	DE1602		Santorini	18:30	03	2	Gate Closed		
All tin	mes correspond	to the local time	zone in Greece							

Last Update: 23-07-2018 17:59:24

Destination Marketing



"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 tits 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.



A Subsidiary of Fraport AG

Fraport Regional Airports of Greece Management Company S.A.

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

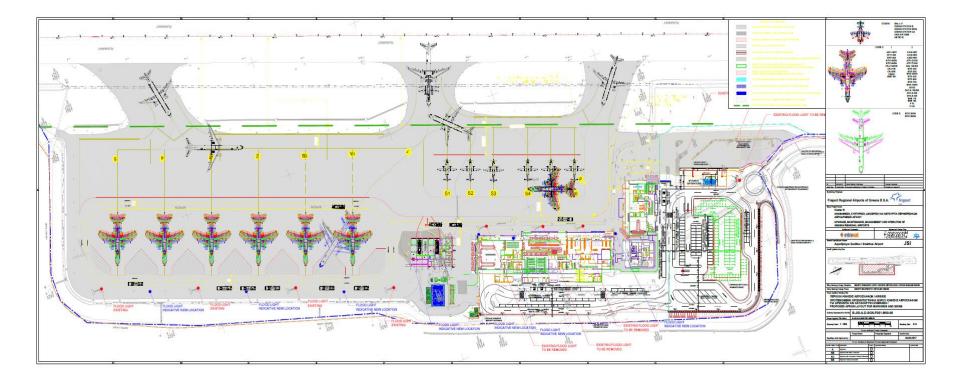
Certification Strategic Achievements

- 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

After

Before











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

AIRPORT	DATE	EVENT
CFU	06 JUL 2017	Tabletop exercise
KVA	23 OCT 2017	Partial scale exercise
CFU	29 NOV 2017	Partial scale exercise
MJT	19 DEC 2017	Partial scale exercise
JTR	30 JAN 2018	Partial scale exercise
EFL	02 FEB 2018	Partial scale exercise
ZTH	21 FEB 2018	Partial scale exercise
RHO	16 MAR 2018	Full scale exercise
ЈМК	22 MAR 2018	Partial scale exercise
СНО	20 APRIL 2018	Full scale exercise















Steve Bradley Χθες στις 19:53 · 📰

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!

🕐💟 Ο χρήστης Xristina Takou και 8 ακόμη 👘 1 σχόλιο

Μου αρέσει!





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JSI - Skiathos



Imminent Works Overview



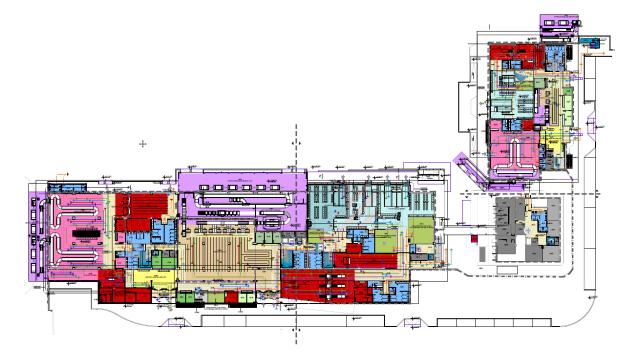
JSI – Imminent Works Design Assumptions

JSI	Existing 2015	Basic design 2026	Delta
Gross floor area	7.341 sqm	Extension 2.185 sqm Total 9.526 sqm	30%
Check-in counter	9	10	11%
Security lanes	2	4	100%
Gates total	3	5	66%
Reclaim belts	2	3	50%
AC stands	2C+1D	7C + 1D	

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 Retail Duty Free	362 sqm 60 sqm 250 sqm	
Delivery Date	Imminent Works	2019	

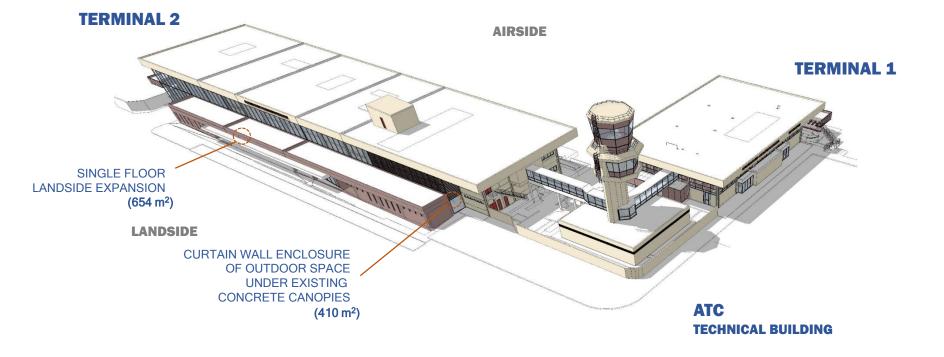
JSI – Imminent Works Terminal Building, Ground Level

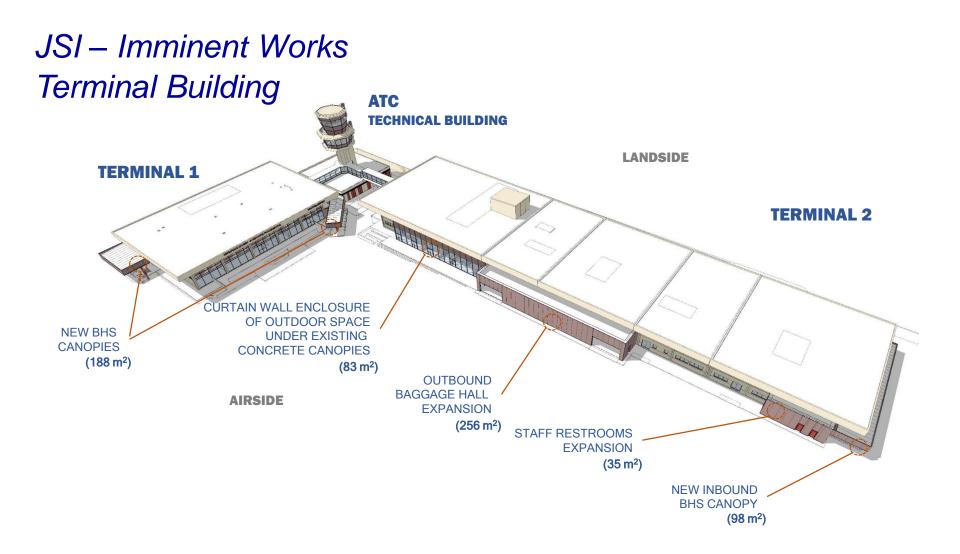


Required area range:

Existing total: 7.341 sqm Extension total : 2.185 sqm

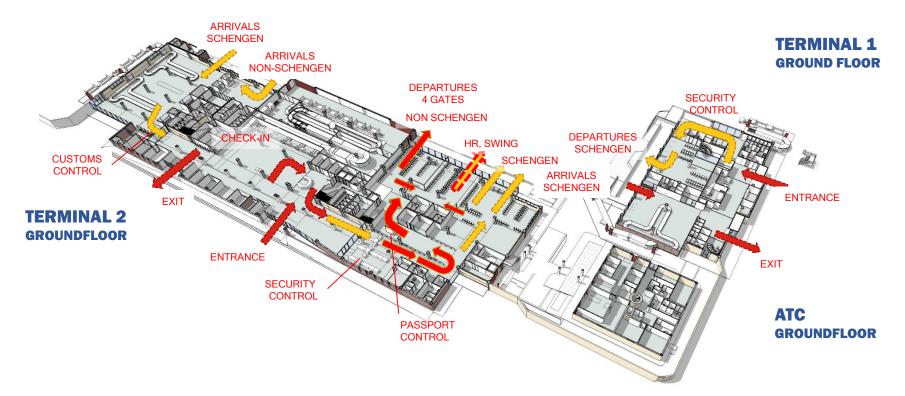
Required total. 9.090 sqm Designed total. 9.526 sqm

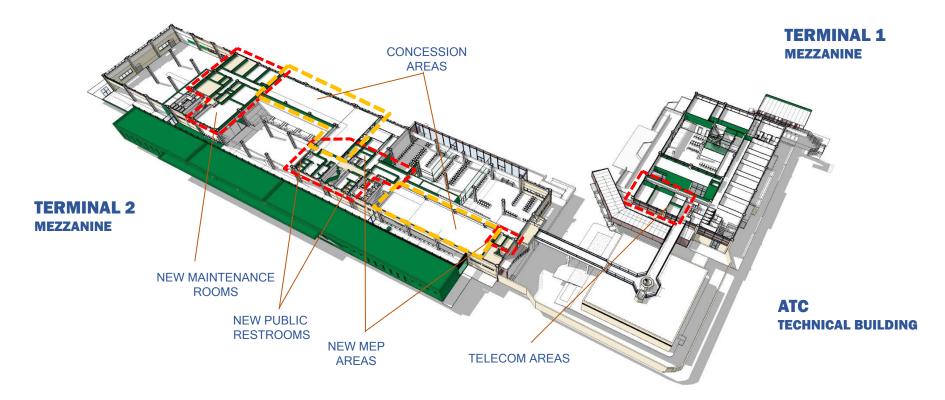






EXPANSIONS CONCEPT



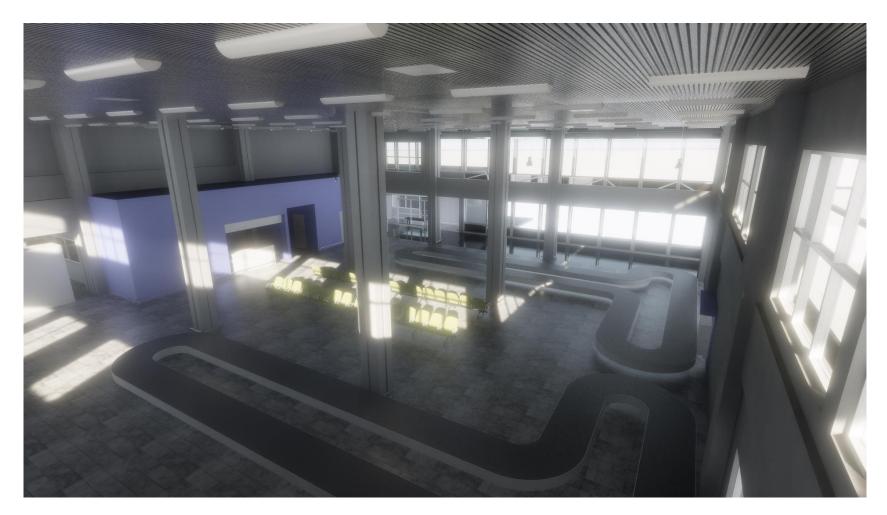




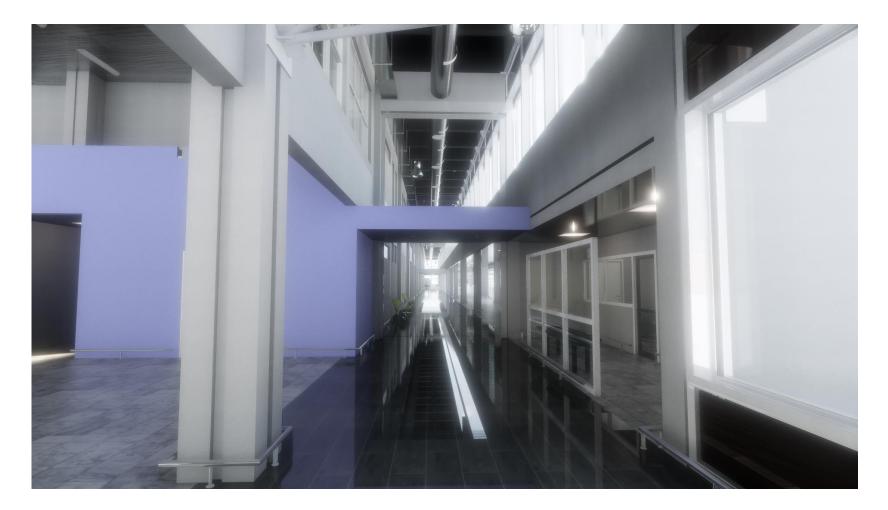
T2 Check In Area



T2 Holdrooms



T2 Baggage Claim



T2 Customs

JSI – Imminent Works, Terminal Building Landside Elevation



JSI – Imminent Works, Terminal Building Landside Elevation

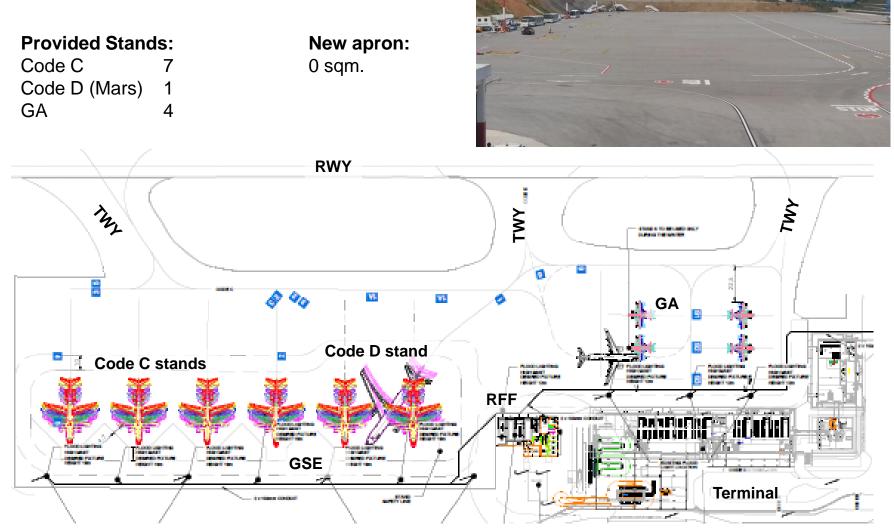


JSI – Imminent Works, Airside

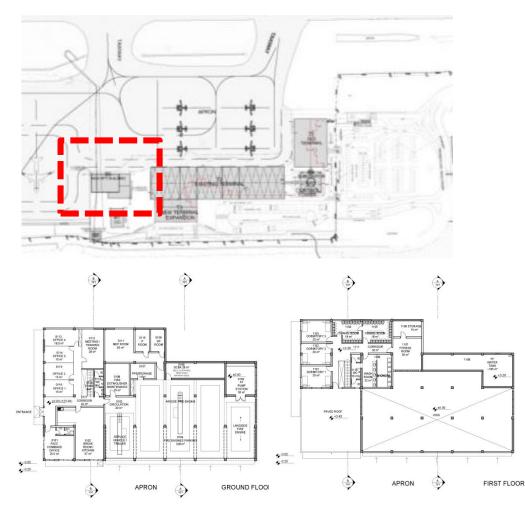




JSI – Imminent Works, Airside



JSI – Imminent Works, Airside



New Fire Station Cat. 5-6:

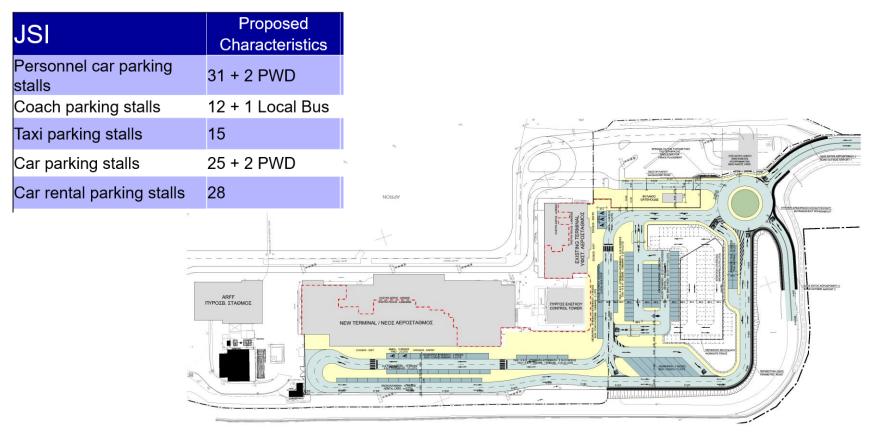
Vehicle bays : 3 airside fire engine + 1 landside fire engine

Total gross floor area : 1.138 sqm



RFF – Floor Plans

JSI – Imminent Works, Landslide



JSI – Terminal 1 Imminent Works In Progress

Before

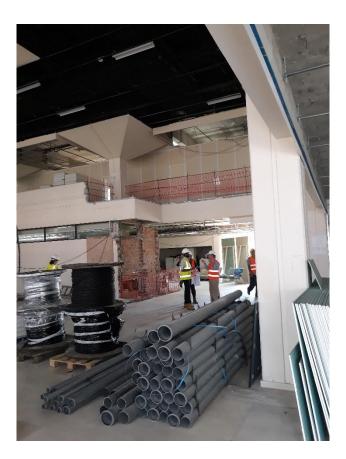


After



JSI – Terminal 1 Imminent Works In Progress





- 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.

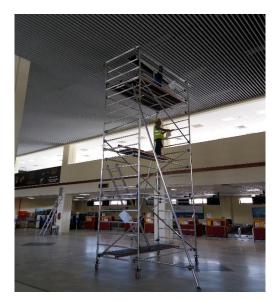
- Enhancement of restrooms (unclogging, replacement of worn fixtures, enhancement of ventilation etc.).
- Installation of defibrillators.
- Airside actions (crack sealing, markings, AGL inspection and repairs).
- Repair of Air-condition system.



RFF Containers

- 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











Before



After

