Stakeholders Event

Alexander Zinell, Fraport Greece CEO
Yiannis Kladis, Project Manager

Zakynthos, 14 February 2018
The Development of the Project

- **1996**: Concession agreement for Athens International Airport - First concession awarded by the Hellenic Republic
- **2006**: Project conceptualized
- **2011**: Tender preparation
- **2013**: Express Of Interest
- **2014**: - RfP - Bids submitted - Fraport / Slentel bid for both clusters nominated as the preferred one
- **2015**: Signing of Concession Agreement
- **2016**: - Ratification by Parliament - Parties work to streamline Conditions Precedent to closing
- **2017**: Commencement of Operations
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 €415 million in airport infrastructure until 2021
— At least 600 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

5 terminals to be refurbished and expanded

4 terminals remodeled

15 runways refurbished
Development Works in Numbers

5 new terminals

Stakeholders Event Zakynthos, 14.02.18
Refurbishment and expansion of buildings in 5 airports
Development Works in Numbers

4 terminals remodeled
Zakynthos Airport
Zakynthos Airport
Official Airport Sites
Welcome to Zakynthos!

Best things to see in the island
**Arrivals & Departures**

Now you are fully informed of all flights

<table>
<thead>
<tr>
<th>Airline</th>
<th>Flight</th>
<th>Co-share</th>
<th>Destination</th>
<th>Scheduled</th>
<th>Expected</th>
<th>Check-in</th>
<th>Gate</th>
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<td>Sky Express</td>
<td>SEH061</td>
<td></td>
<td>Athens</td>
<td>19:25</td>
<td>19:25</td>
<td>09:10</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

All times correspond to the local time zone in Greece

There are two favorable spots for taking the perfect selfie. The first on the top of the hill in Bohali; star trekking, twilight zone would be an ideal time with the twinkling lights of Zakynthos town and the whole bay below. Of course, the panoramic views would be just the icing on the cake, because the breeze up there, like an intermediate host, will breathe into you the Zantiots’ DNA. The people here are lively and active, sometimes over excitable; they like to talk a lot with their lifting accent and they speak proudly about their land. Devoted to everything beautiful in all forms of expression, they really are one of the reasons Zakynthos remains a constant source of fascination and contribution too.

The island lays claim to its lion’s share when it comes to Greece’s artistic, intellectual and cultural growth. Music, for example, flows in everybody’s veins in the form moonlit serenades and operettas; it is a way of life, “a sweet occupation” as the locals put it. Guitars and mandolins are eveready, everywhere on the island to give life to the “cantades” or “arechias” – entirely Zantiot folk music idioms, played and sung even by the owners and the staff of the tavernas to accompany the famous wine, and the local specialties such as the “fytousa” (fried semolina flavored with cinnamon and sugar) and the rabbit stew. And surely there were more, maybe too many, reasons for Zakynthos to be called and be known as “Fioro di Levante”.

After all the “comedia dell’arte” flourished here, some of the best-known hagiographers, like Doxaras, Coutousis and Cantounis, have left their lasting impressions on the domes of the churches, appreciated as the best and richest in the Ionian islands. Even Edgar Allan Poe wrote a sonnet “To Zante” – “the fairest of all flowers”, in 1837. And, of course, it was here where Greece’s “national poet” Dionysios Solomos, came to his “eureka” moment, up in Stranis hill just a few kilometers from Zakynthos town, and wrote his long poem “Hymn to Freedom”, which set to music by the Corfiot Nikolaos Mantzaros became the National Anthem of Greece.
Stakeholders Event

Yiannis Kladis, Project Manager

Zakynthos, 14 February 2018
Zakynthos Airport Current Condition / Υφιστάμενη Κατάσταση

Αίθουσες Αναμονής Αναχωρήσεων – Gate Lounges

Χώρος Παραλαβής Αποσκευών - Baggage Reclalm

Παλιός Πυροσβεστικός Σταθμός – Old RFF Station

Αίθουσα Αναχωρήσεων – Departures Hall

Αστικός Χώρος - Landside

Stakeholders Event Zakynthos, 14.02.18
Zakynthos Site Plan / Χωροταξικό

Νέος Πυροσβεστικός Σταθμός – New RFF

Παλιός Πυροσβεστικός Σταθμός – New RFF

Παλιός Αεροσταθμός – Old Terminal

Νέος Υποσταθμός – New MEP Building

Αεροσταθμός-Terminal
Zakynthos Design Considerations / Δεδομένα Σχεδιασμού

- Оρίζοντας Σχεδιασμού / Design Life 2026
- Υφιστάμενες Εγκαταστάσεις Αεροσταθμού (2007) / Existing Facilities 24,916 m²
- Επεκτάσεις 432 m² με σκοπό την βελτίωση της ροής των επιβατών και την βελτίωση της εμπορικότητας του Αεροδρομίου / Expansion Works 432 m² in order to improve passenger’s flow and to optimize the Commercial concept
- Ο σχεδιασμός έχει λάβει υπόψη του την Μελέτη Πρόβλεψης Κυκλοφορίας από την Arcadis UK / The design has been made according to the Traffic Study produced by Arcadis UK
Zakynthos Imminent Works / Επικείμενες Εργασίες

• Reconfiguration of check-ins and increase from 15 to 20.

• New CUSS machines

• New BHS for outbound baggage

• Expansion and reconfiguration of existing mezzanine

• Increase of security control points from 2 to 5 in the mezzanine

• Increase of police booths from 4 to 5

• Increase of total commercial space due to exploitation of unused space in the mezzanine.
Zakynthos Imminent Works / Επικείμενες Εργασίες

- Νέα κυλιόμενη σκάλα, κλιμακοστάσιο και ασανσέρ για την πρόσβαση στο πατάρι / New escalator, staircase and lifts for the access to the mezzanine
- Ανακαίνιση και αναβάθμιση όλων των υφισταμένων τουαλετών / Refurbishment and upgrade of all existing toilets
- Νέα γραφεία Αστυνομίας & Τελωνείου / New Police and Customs offices
- Αναδιαμόρφωση γραφειακών χώρων / Reconfiguration of offices
- Δημιουργία νέων γραφειακών χώρων εξυπηρέτησης κοινού / New info counters / ticket sales desks
- Επισκευή της μόνωσης δώματος του Αεροσταθμού / Repair of Terminal’s roof waterproofing
- Καθαρισμός των περιμετρικών τάφρων και φρεατίων του αεροδρομίου / Cleaning of airports ditches and stormwater gullies
**Zakynthos Imminent Works / Επικείμενες Εργασίες**

- Αντικατάσταση των υφιστάμενων ψυκτών και τοποθέτηση μιας νέας κλιματιστικής μονάδας / Replacement of existing chillers and placement of a new AHU
- Νέα συστήματα Πληροφορικής & Πυροπροστασίας / New IT and Fire Protection systems
- Νέος Πυροσβεστικός Σταθμός 1,144 m² / New RFF building 1,144m²
- Νέος Υποσταθμός / New MEP building
- Νέο Φυλάκιο Εισόδου / New Guard House
- Εργασίες επισκευής και συντήρησης του οδοστρώματος του αεροδρομίου / Repair and maintenance works for the airside pavements
- Ανασχεδιασμός των θέσεων των αεροσκαφών και νέα σήμανση / New airside marking and signage
- Νέο Αντλιοστάσιο Λυμάτων / New Pumping Station
Zakynthos Imminent Works / Επικείμενες Εργασίες

Ολοκλήρωση Εργασιών Νοέμβριος 2018 / Completion of Works December 2018

Προϋπολογισμός Έργου / Project Budget €13,250,000
Zakynthos Κάτοψη Ισογείου / Ground Floor
Zakynthos Κάτοψη Υπογείου / Basement
Zakynthos Κάτοψη 1ου Ορόφου (Πατάρι) / 1st Level (Mezzanine)
Zakynthos Όψεις Κτιρίου / Elevations
Zakynthos  Φωτορεαλιστικά σχέδια / Rendered drawings
Zakynthos  Φωτορεαλιστικά σχέδια / Rendered drawings
Zakynthos  Χώρος Στάθμευσης Αεροσκαφών / Apron Layout
Zakynthos Νέος Πυροσβεστικός Σταθμός / New RFF
Zakynthos  Νέος Πυροσβεστικός Σταθμός / New RFF
Zakynthos Νέος Πυροσβεστικός Σταθμός / New RFF
Eργασίες που είναι σε εξέλιξη / Imminent works in progress

Ένοιμα οπής στην πλάκα ισογείου – Slab opening on ground floor

Εκσκαφή θεμελίωσης επέκτασης παταριού – Foundation excavation for mezzanine extension
Εργασίες που είναι σε εξέλιξη / Imminent works in progress

Παραλαβή εξαρτημάτων του νέου BHS – Delivery of BHS equipment

Τοποθέτηση των νέων ιμάντων του BHS - Setting-up the new BHS conveyors
Εργασίες που είναι σε εξέλιξη / Imminent works in progress

Εργασίες στην Αίθουσα Αναχωρήσεων – Works in Departures Hall

Διαμερισματοποίηση υπογείου στον χώρο Διαχείρισης Αποσκευών – Compartmentation of BHS basement
Εργασίες που είναι σε εξέλιξη / Imminent works in progress

Καθαρέσεις Η/Μ εγκαταστάσεων στο πατάρι – Demolitions of E/M installations in mezzanine

Καθαρέσεις χώρων υγιεινής ισογείου – Demolition of WC in ground floor
Εργασίες που είναι σε εξέλιξη / Imminent works in progress

Καθαρέσεις ισογείου – Ground Floor Demolitions

Καθαρισμός περιμετρικών тάφρων – Cleaning of ditches
Thank you for your attention
Gute Reise!

We make it happen
Zakynthos

Zakynthos is the third largest of the Ionian Islands in Western Greece. The Western region is a mountainous plateau and the Southern coast has steep cliffs. The Eastern region is densely populated with fertile plains and long sandy beaches.

Facts about Zakynthos Airport – ZTH

Both segments present healthy increases, with international sector holding the highest pax traffic share (95%) during 2017.

Top 5 origin markets (intl):
- United Kingdom
- Poland
- Netherlands
- Italy
- Czech Republic

Top 5 Carriers:
- Thomas Cook/Condor
- TUI Group
- Travel Service Group
- Jet2.com
- easyJet

Source: HCAA & FG Traffic Management

Facts about destination Zakynthos

- Zakynthos is a quite popular tourist destination being heavily served by the major European tour operators
- Catchment area of 41,000 people

Famous for
- The Greek national anthem was written by the national poet Dionysios Solomos in Zakynthos, at a place called Strani hill.
- The sea turtle Caretta-Caretta: The island of Zakynthos, and especially the bay of Laganas, is one of the most important shelters for the endangered species of Caretta-Caretta in Greece
- Navagio beach, the most famous landmark of the island which took its name from a shipwreck which sunk on the shore around 1980
- In Greek mythology the island was said to be named after Zakynthos, the son of a legendary Arcadian chief Dardanus.
- The island's nickname is “To fioro tou Levante”, meaning “The flower of the East”.
- The Zante currant, a small sweet seedless grape which is native to the island
The Concession Project at a Glance

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- €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
- €13 million (approx.) of the ADF payable to Greek State every year
- Total investment of at least €415 million in airport infrastructure until 2021
- At least 600 new direct job positions
- Greek state receiving approximately 10 billion euros by the end of the concession