



Fraport

Greece



Stakeholders Event

Alexander Zinell, CEO

Vangelis Baltas, CFO

Ilias Tsonos, Project Manager

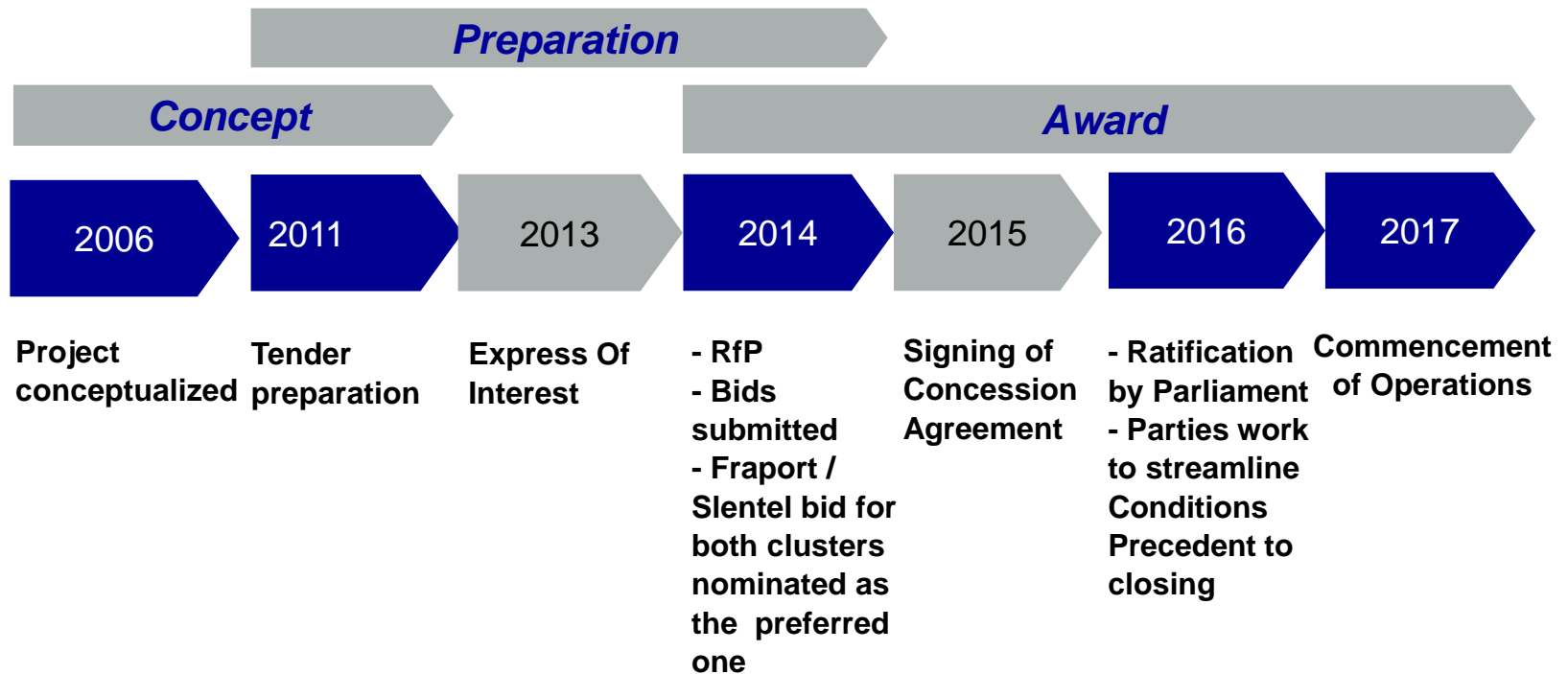
Pavlos Vassilopoulos, Airport Manager

Yannis Papazoglou, Corporate Communications Manager

Kefalonia, 9 May 2018



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

Development Works in Numbers

5 new terminals

5 terminals to be refurbished and expanded

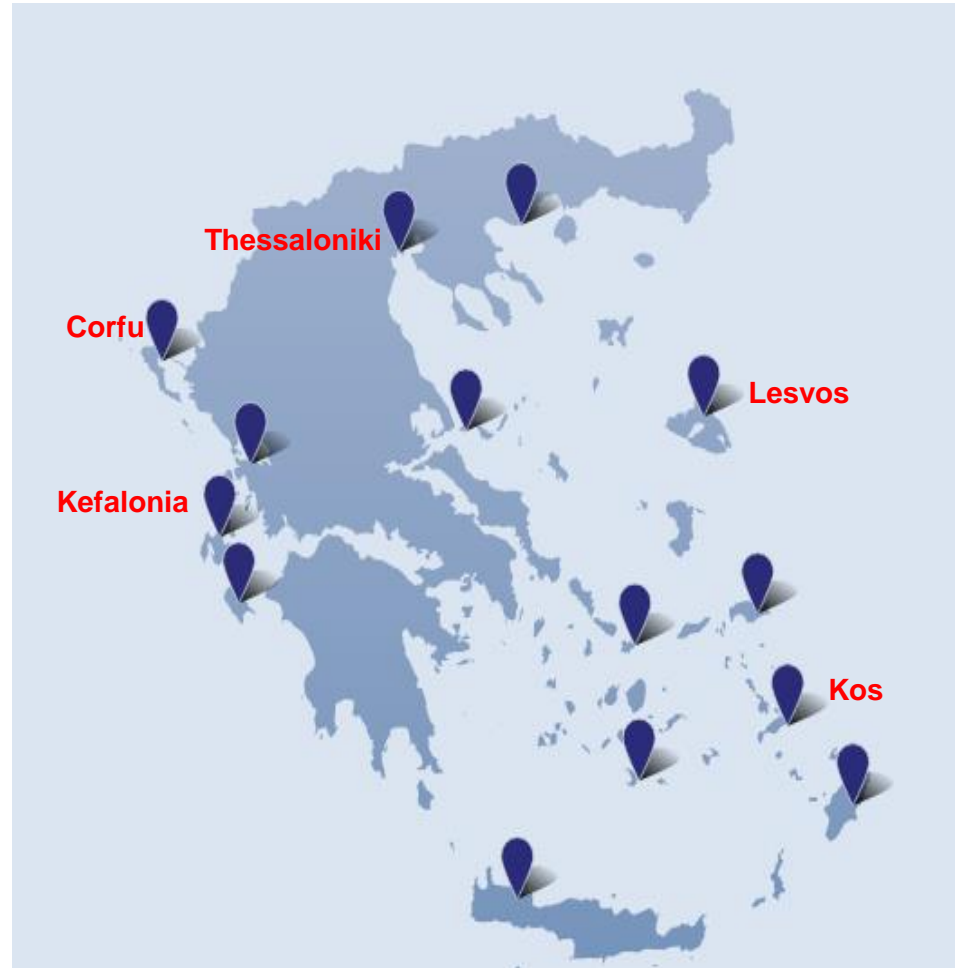
4 terminals remodeled

15 runways refurbished



Development Works in Numbers

5 new terminals



Development Works in Numbers

Refurbishment and expansion of buildings in **5** airports



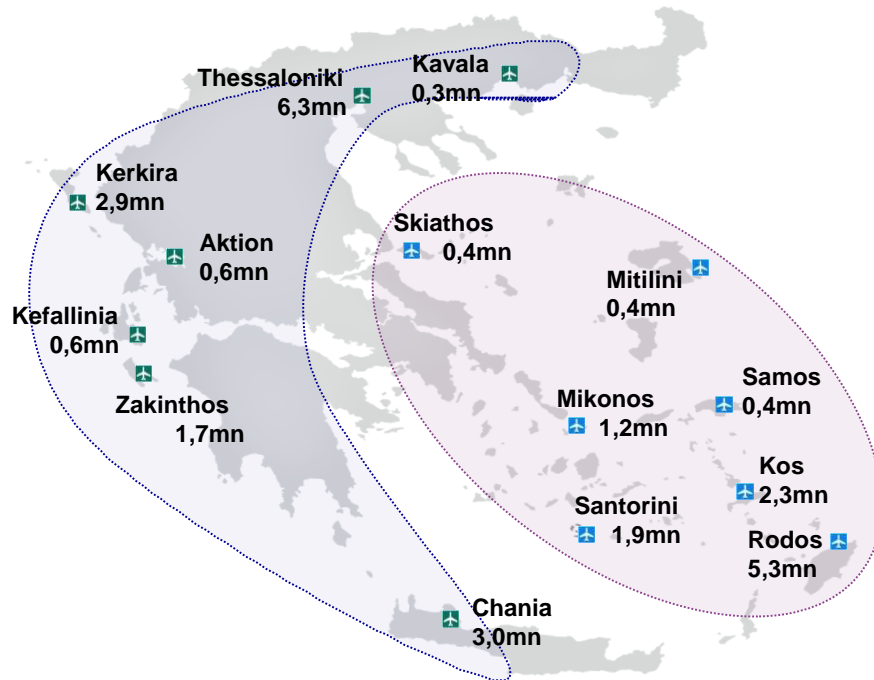
Development Works in Numbers

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Passenger Traffic and Growth

Combined, the 14 Greek regional airports served 27,6 million passengers in 2017 (+10,3%).

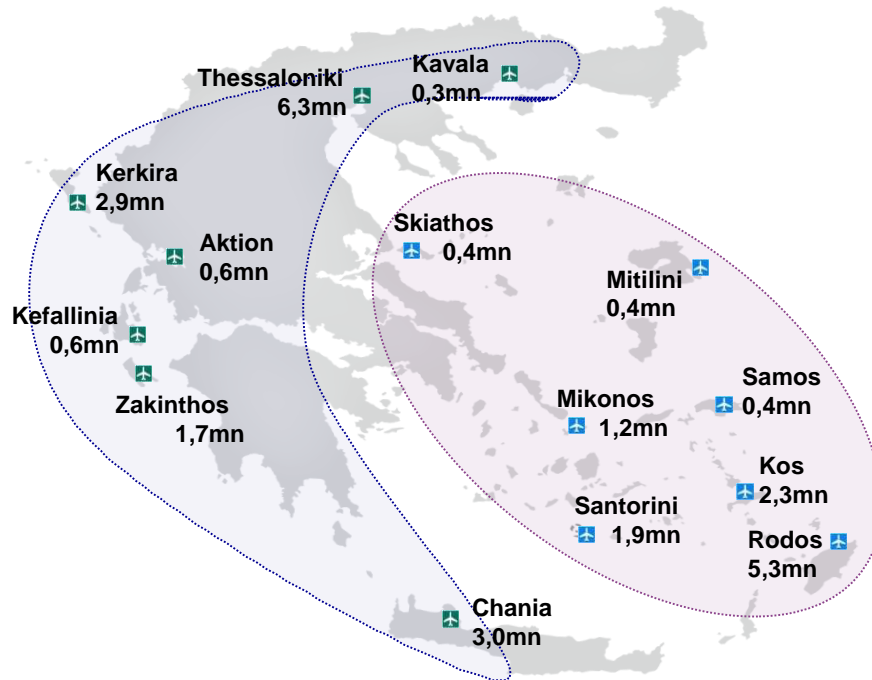


Cluster A	PAX 2017 in k	YoY
Thessaloniki	6,396	11,5%
Chania	3,043	2,6%
Kerkira	2,918	5,1%
Zakynthos	1,660	16,9%
Kefallinia	630	15,1%
Aktion	569	17,9%
Kavala	338	22,8%

Cluster B	PAX 2017 in k	YoY
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%

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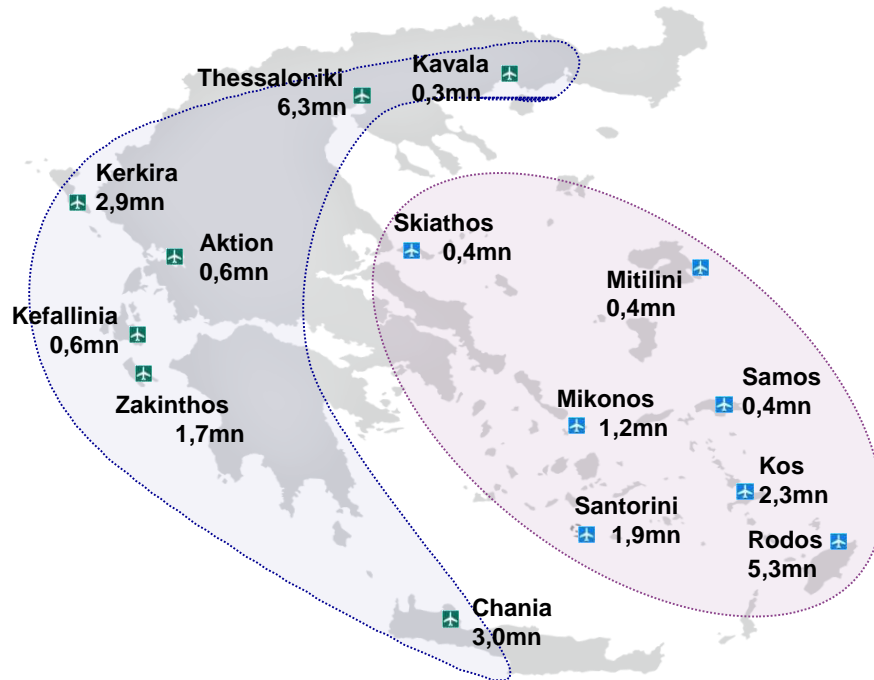


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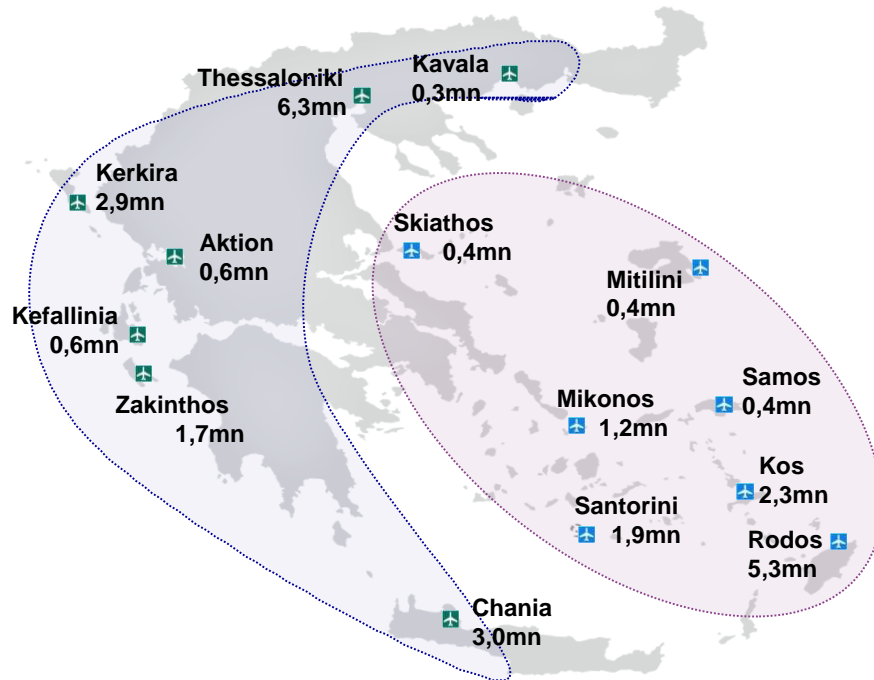


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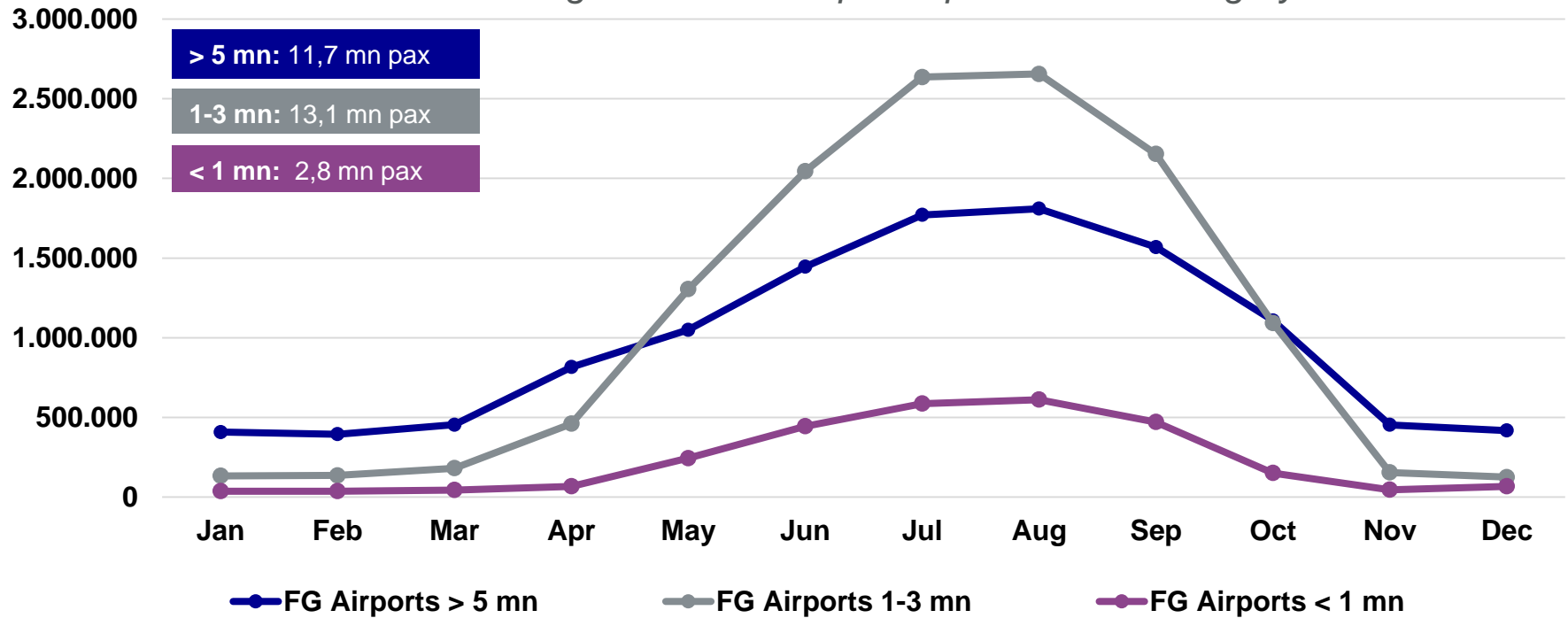
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Passenger traffic - seasonality pattern

Low volumes & evident seasonality of airports

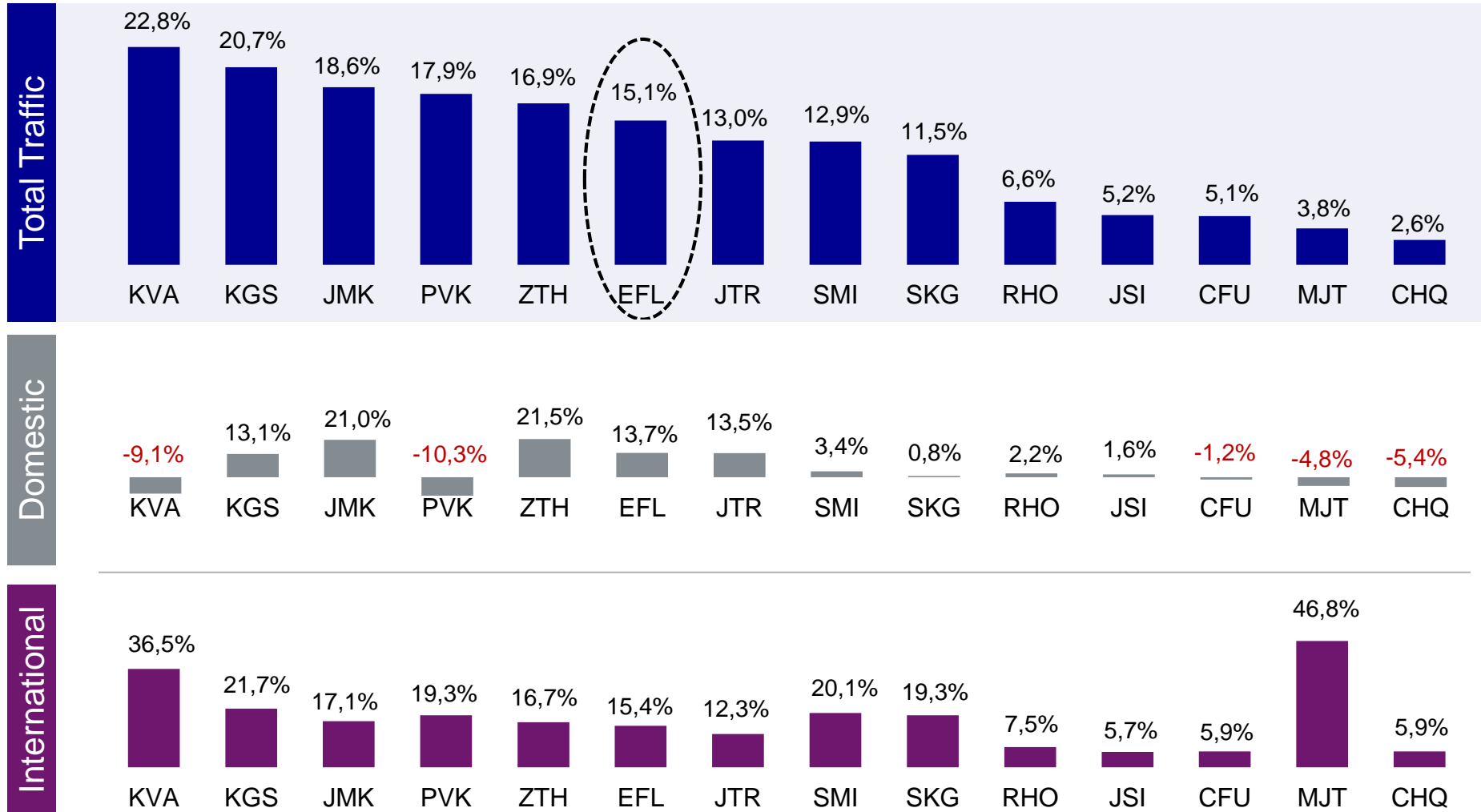
Total Passenger Traffic 2017 per airport volume category



*Source: HCAA & FG Traffic Management

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

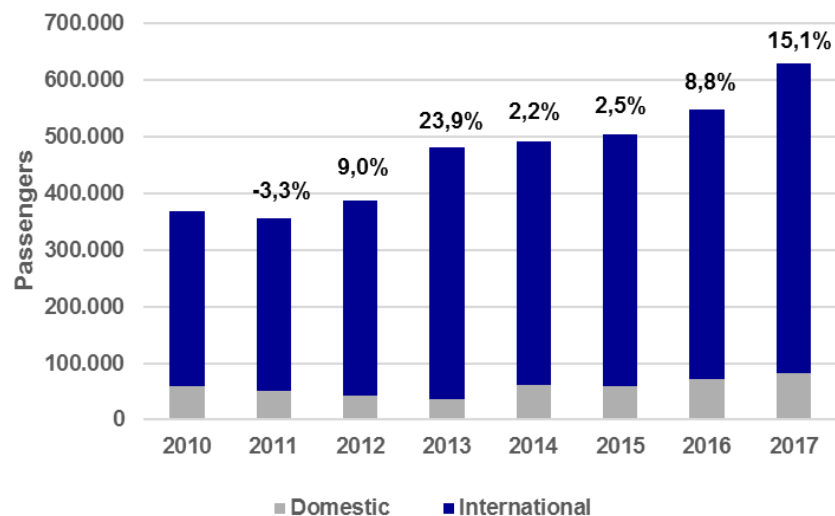
Kefalonia

Kefallinia, the largest of the Ionian Islands, is famous as a family holiday destination. With a nature environment of high diversity, Kefallinia offers a combination of sandy beaches, mountain walk pat modern resorts, traditional villages, churches and monasteries.



Facts about Kefallinia Airport “Anna Pollatou” – EFL

Both segments present healthy increases, with international sector holding the highest pax traffic share (87% in 2017), thus heavily relying on EU originating tourism



CAGR (2010-2017)

- Domestic: 4,9%
- International: 8,5%
- Total: 8,0%

Top 10 origin markets (intl):

- United Kingdom: 14.8%
- Italy: 32.1%
- Netherlands: 3.8%
- Poland: 2.7%
- Sweden: 15.3%
- Czech Republic: 63.5%
- Austria: -17.8%
- Denmark: 22.1%
- Hungary: 10.2%
- Serbia: 0.1%

Top 10 Carriers:

- TUI Group: 18.9%
- EasyJet: 15.6%
- Aegean/ Olympic: 11.6%
- Thomas Cook/ Condor: 11.3%
- Ryanair: 7.1%
- Norwegian: 5.5%
- Jet2.com: 5.3%
- Transavia: 3.5%
- Small Planet: 3.1%
- Travel Service/ Smartwings: 3.1%

Facts about destination Kefallinia

- The catchment area of Kefallinia and Ithaki: 40.000 people
- The island has a rich biodiversity, with a substantial number of endemic and rare species. Some areas have been declared a site in the European Union's Natura 2000 network
- Kefallinia is well known for its sea turtles *Caretta-Caretta* which nest on many beaches along the south coast of the island. A small population of the endangered Mediterranean monk seal, *Monachus Monachus*, also lives along the island's coast, especially at places which are inaccessible to humans due to the terrain

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 and constant Slot monitoring, predict a positive summer season. Indicatively...

Ryanair

New services to/from Frankfurt

Sky Express

New services to/from Athens

Jet2.com

New services to/from Glasgow & London/STN

Volotea

New services to/from Naples

easyJet

New services to/from Berlin/TXL

British Airways

New scheduled services to/from London/LHR



GREC14N Magazine

Travel magazine representing & promoting the Greek Tourism Industry
(EFL issue coming soon)



The image features a large promotional banner for GREC14N Magazine. The banner has a blue sky background with white clouds. At the top, the text "GREC14N" is written in large white letters, followed by "One Country, One Magazine" in smaller blue letters. Below this, the phrase "A NEW PROJECT FOR GREECE" is written in large white letters, with a yellow airplane icon replacing the letter 'A'. Underneath, a list of Greek islands is provided: "Landing soon at an airport near you: Thessaloniki, Mykonos, Santorini, Chania, Rodos, Kos, Samos, Kavala, Skiathos, Lesvos, Corfu, Kefalonia, Zakynthos, Aktion." At the bottom of the banner, five magazine covers are displayed, each with a different theme and color scheme. To the right of the banner, there is a smaller image showing two magazine covers. The top one is the "AMAZING!" issue, and the bottom one is the "EUROPE 79+1" issue. A black circular sticker on the top cover says "SKG Look out for the official Fraport Greece magazine!". A red circular sticker on the bottom cover says "1200+ Destinations". A black rectangular sticker on the right side of the covers says "+ EXTRA DESTINATIONS". The Fraport Greece logo is visible in the bottom left corner of the banner.

GREC14N

One Country, One Magazine

A NEW PROJECT FOR GREECE

Landing soon at an airport near you: Thessaloniki, Mykonos, Santorini, Chania, Rodos, Kos, Samos, Kavala, Skiathos, Lesvos, Corfu, Kefalonia, Zakynthos, Aktion.

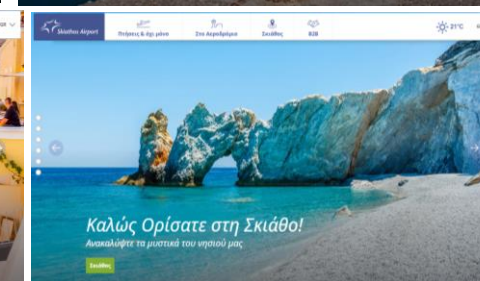
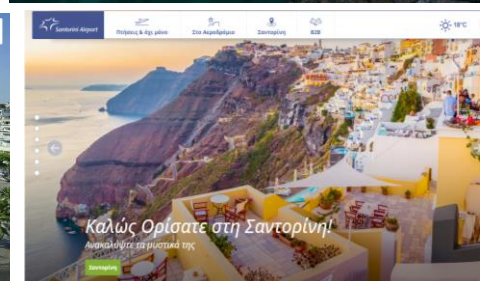
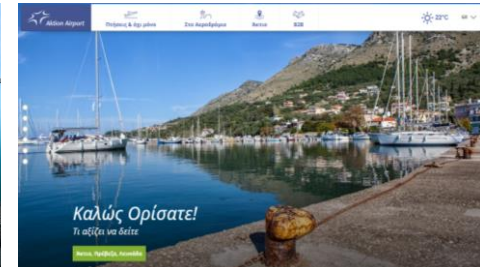
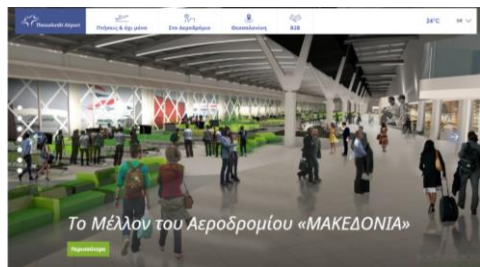
SKG Look out for the official Fraport Greece magazine!

+ EXTRA DESTINATIONS

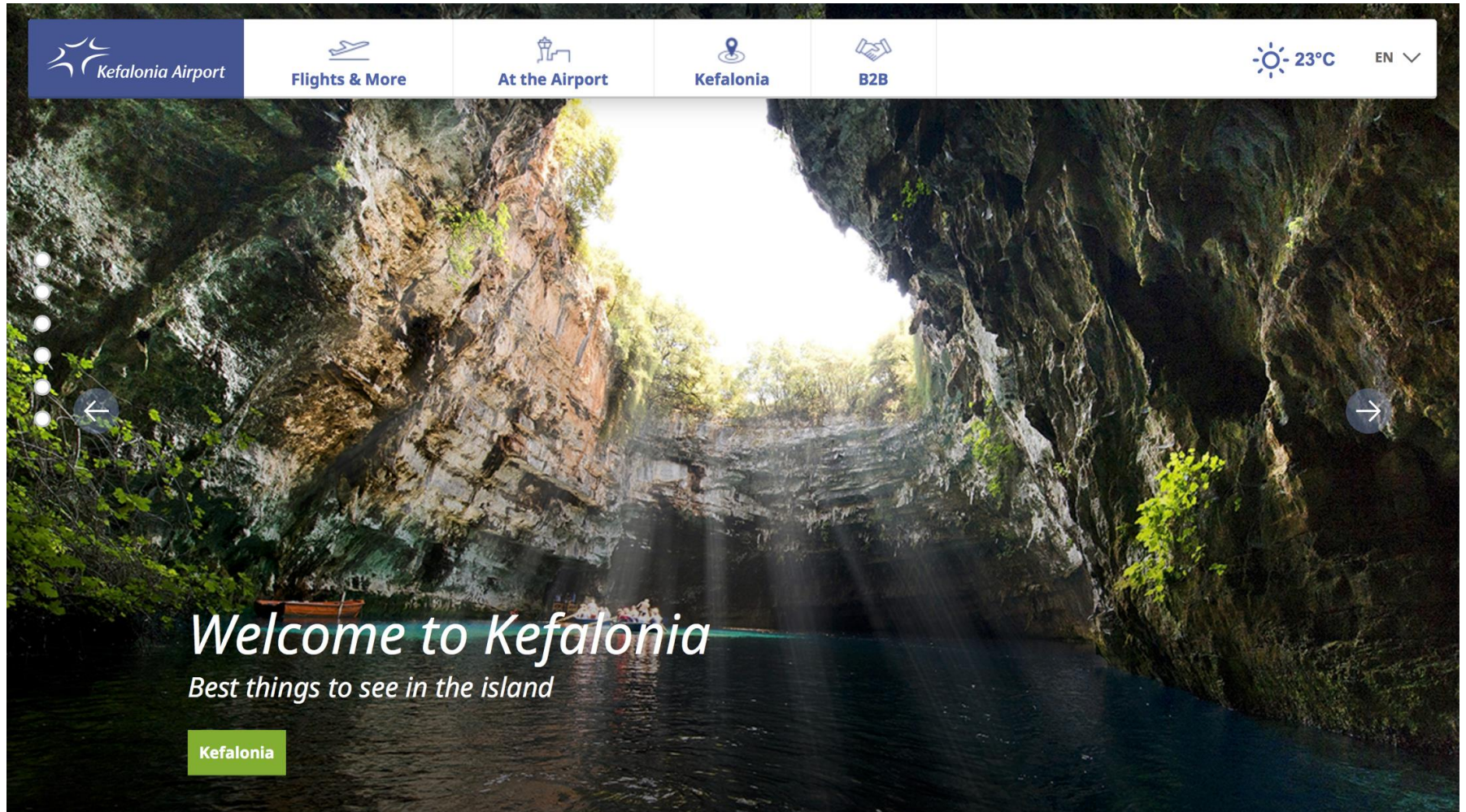
1200+ Destinations

FRAPORT Greece




Official Airport Sites



Kefalonia Airport Site



Kefalonia Airport Site

 **Flights & More** **At the Airport** **Kefalonia** **B2B**  **23°C** **EN** 

Arrivals & Departures

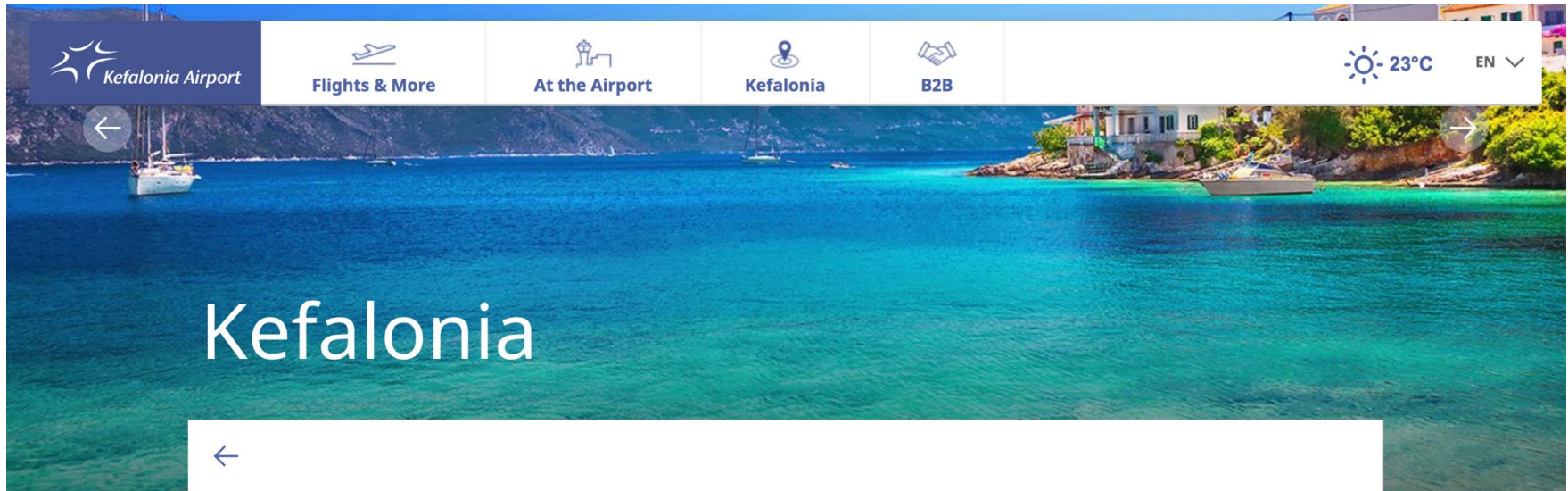
Now you are fully informed of all flights

Departures  **Arrivals**    **13:00**   **Filter** 

Airline	Flight	Codeshare	Destination	Scheduled	Expected	Check-in	Gate	Comment
Friday, April 27, 2018								
Olympic Air	OA297	A37297	Athens	22:05	22:05	04-05	1	

All times correspond to the local time zone in Greece
Last Update: 27-04-2018 13:12:09

Destination Marketing



With the exception of the myths associated with the mighty reign of the island and the gold hair of Pterelaus that allowed him to be immortal, Kefallonia, since the 11th century B.C. has been occupied in turn by the Spartans, the Athenians, king Philip and Alexander the Great, the Aetolian league, the Romans, the Byzantines, the Vandals, the Ostrogoths, the pirates, the Normans, the Venetians, the Turks, the Russians, the French, the British, the Italians, the Germans, and by Louis de Bernières.

De Bernières, of course, is the British novelist, author of the best-selling book *Captain Corelli's Mandolin* and adapted into film by John Madden in 2001, which fueled the sun-kissed island with high-octane.

Yet, this doesn't mean that, even if De Bernières is a master of the written word and a gifted storyteller, either the book or the film felt loved by the locals. And this, not because of their notorious pride and stubbornness, idiosyncrasy which the Kefallinians brag about in every given opportunity, especially when tipsy from Robola, the island's trademark white wine, by saying in their quasi-singing dialect: "Ποιος ολίγον ποιος πολύ όλοι είμεθα κουρλοί" - "One more one less, we're all gone berserk". No, a large part of the population was bewildered due to the ambiguous, alleged biased political views of the author, most of which were not included in the film in favor of its love story and by doing so, the history of Cephallonia was also lost; a tragi-comedy, with a predominant music theme which explores many varieties of love where "history ought to be made up of the stories of ordinary people only." From this viewpoint, it didn't deliver to the max; after all, Kefallinians have a timeless tradition with these subjects.

Airport Run



400 runners came to the airport!



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Vangelis Baltas, CFO

Ilias Tsonos, Project Manager

Pavlos Vassilopoulos, Airport Manager

Yannis Papazoglou, Corporate Communications Manager

Kefalonia, 9 May 2018



EFL – Kefalonia



EFL – Transition works

- Refurbishment of airside pavement
- WC renovation works
- ATC tower repair works
- Replacement of the FIDS units
- Repair works at the water trenches
- Repair works of the existing MEP systems
- Deep cleaning of the terminal and the surrounding areas

EFL – Transition works



EFL – Imminent Works

Fact Sheet

Major objects	New terminal HBS inline screening New fire station New waste water treatment plant Reorganization of apron Refurbishment of airside pavement	
Total area	New terminal New RFF building	11.074 sqm. 1.030 sqm
Concession Area	Retail and F&B areas Duty Free	340 sqm. 330 sqm.
Delivery Date	Imminent Works	September 2019

EFL – Imminent works

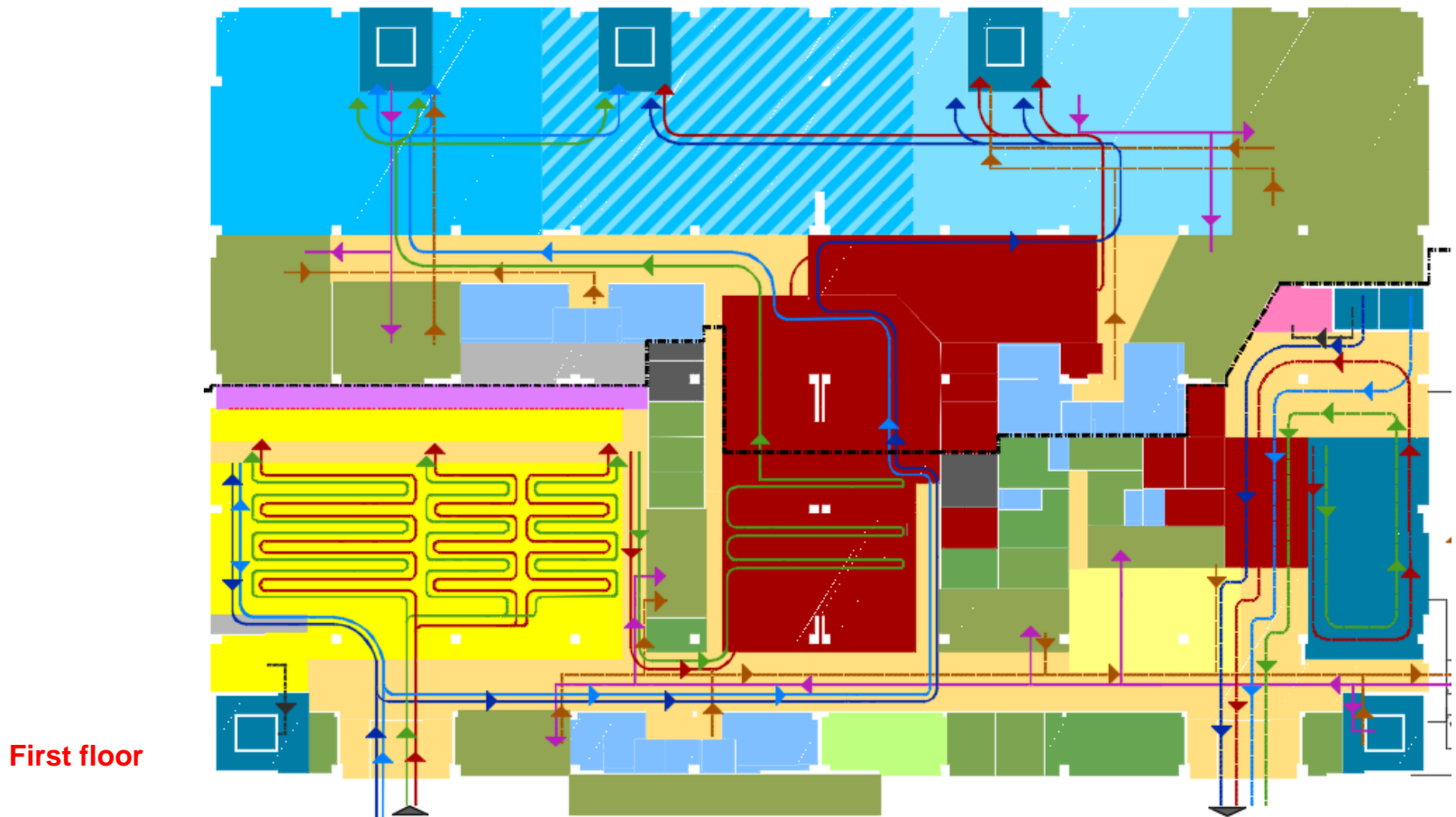
Basic numbers in comparison to existing situation

EFL	2016	2026	Delta
Mppa.	492.502	611.250	24%
Gross floor area	6.848 sqm	11.074 sqm	62%
Check-in counters	7	12	71%
Security lanes	2	4	100%
Gates	3	6	100%
Reclaim Belts	2	2	0%
AC stands	2D + 1C	1E + 3C	66%

EFL – Imminent works

Departure level

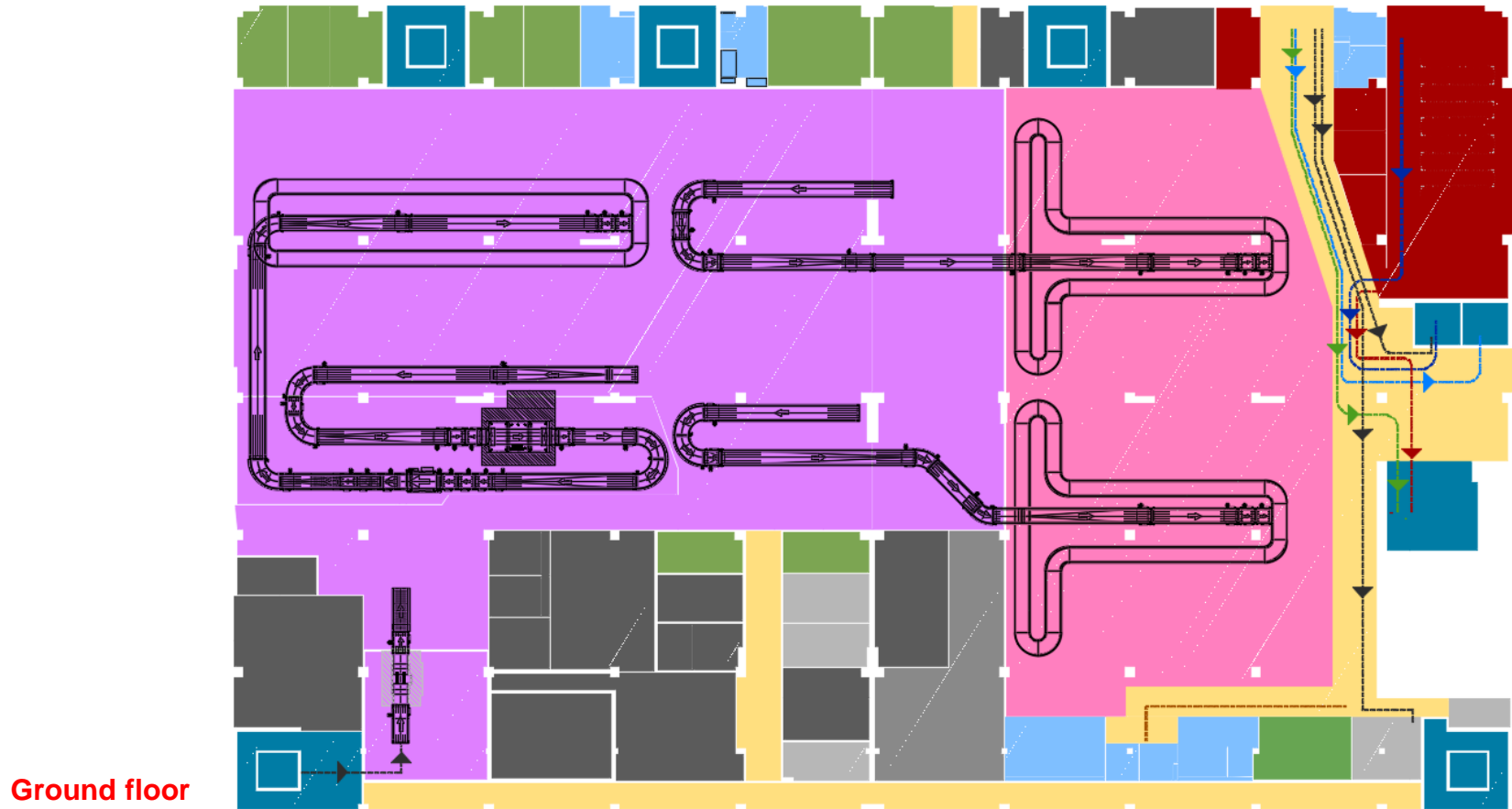
- Optimized layout with clearly organized passenger routes
- Sufficient airside gate and commercial area



EFL – Imminent works

Arrival level

- Optimized baggage make-up layout
- Separation of passenger and baggage flow

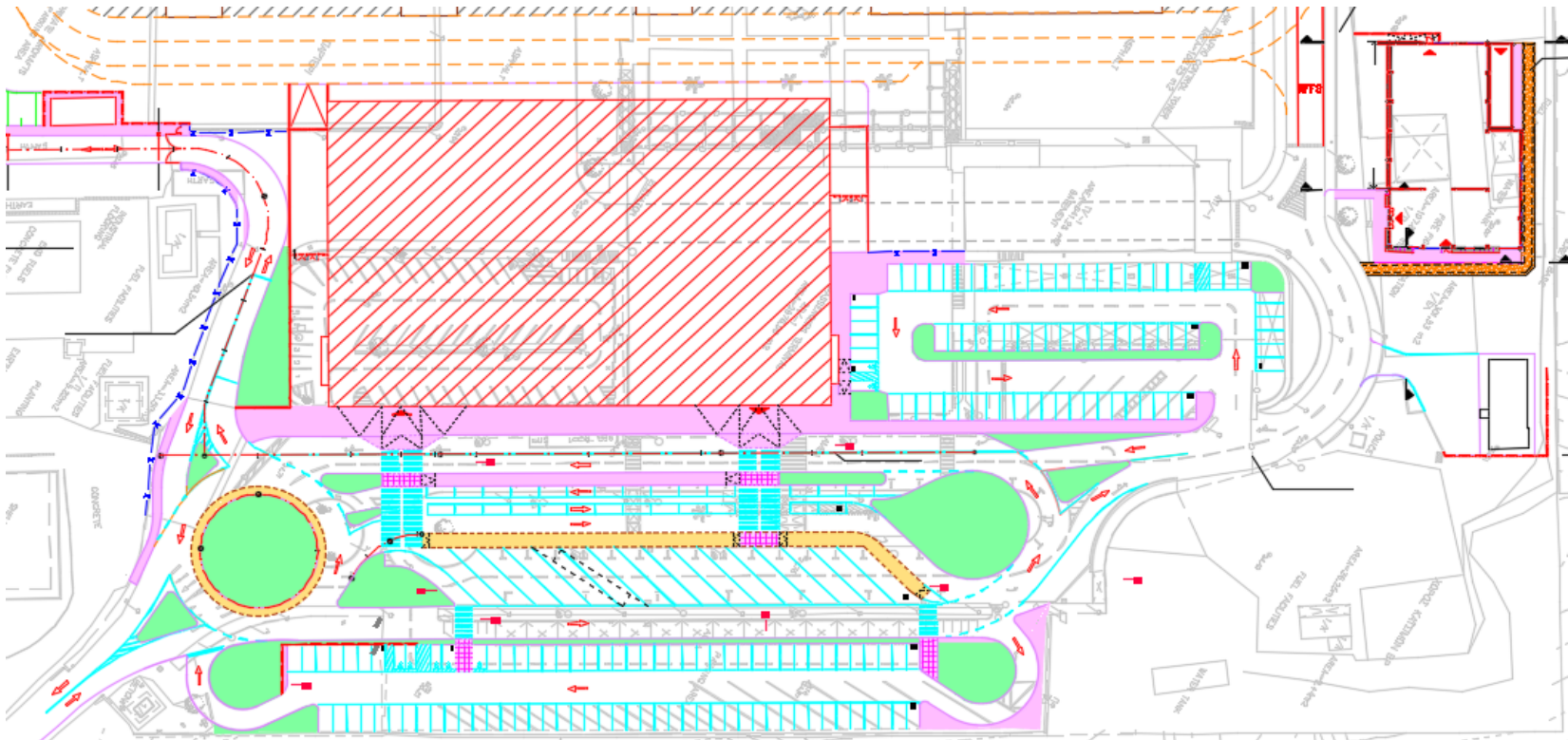


EFL – Imminent works

Landside

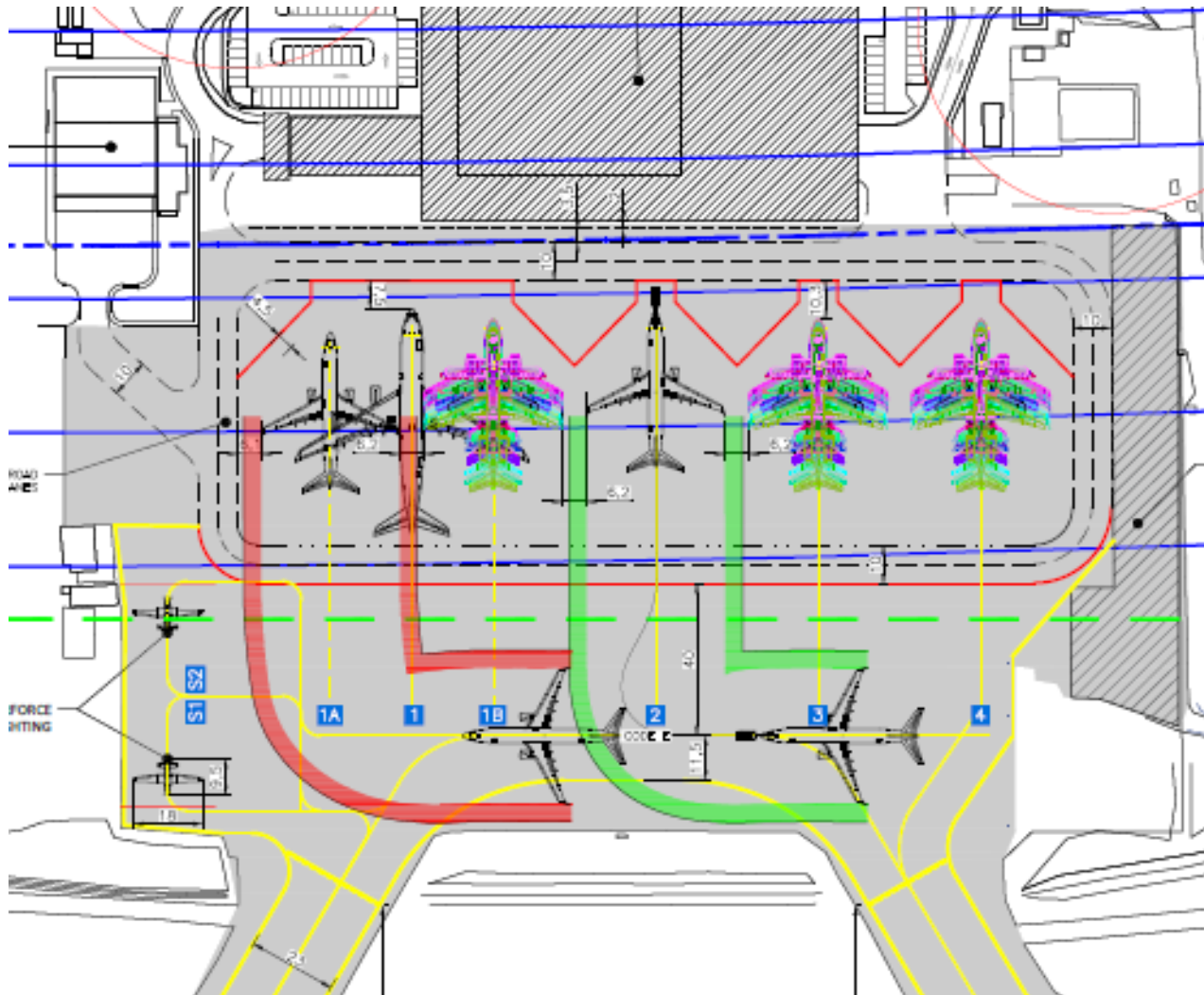
Parking Capacity:

Cars:	73	Coaches:	16	Personell:	24
Car Rentals:	55	Taxi:	27		



EFL – Imminent works

Airside



Provided Stands:

Code C	3
Code E	1
MAEDY	2



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Kefalonia, 9 May 2018



Regulatory Framework - Airport Charges breakdown

Regulated Aeronautical Charges

- 1) Landing charges for large aircraft (>10 tons)
- 2) Parking charges for short parking time (<5 hours)
- 3) Lighting charges for large aircraft
- 4) Passenger Charges per departing passenger (incl. the state tax called ADF imposed at all Greek airports)

**Subject to the Regulated Cap of
13,00 € (later 18,50 €) per departing
passenger**

Non-Regulated Aeronautical Charges

- 1) Landing charges for small aircraft (< 10 tons)
- 2) Parking charges for long parking times
- 3) Lighting charges for small aircraft

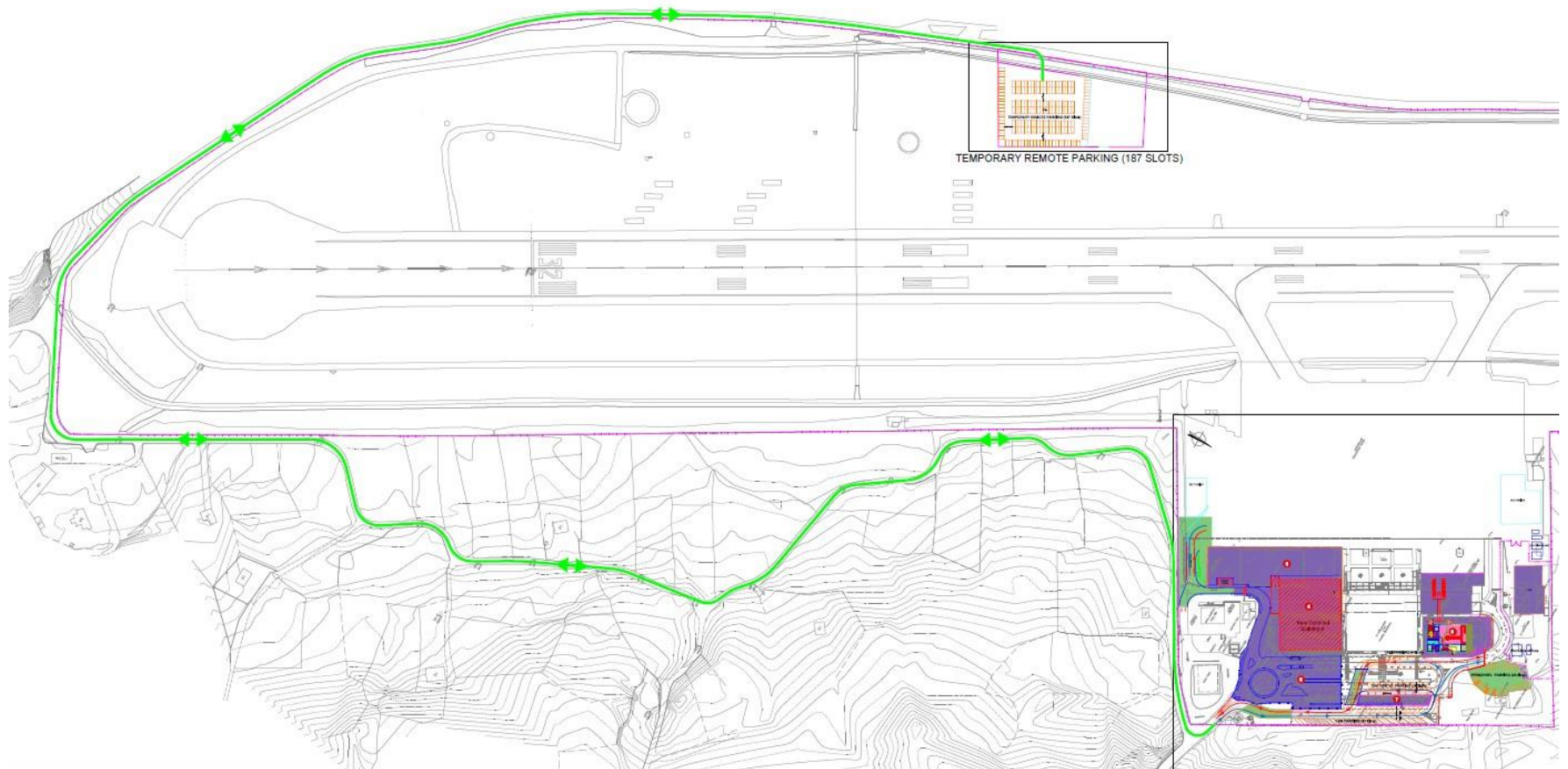
Common Non-Regulated Charges

- 1) CUTE Charge
- 2) PRM Charge
- 3) Rescue and Fire Fighting charge for refueling with passengers on board

Security Charge

Set per cluster and re-evaluated every 18 months based on all respective costs on a pass-through basis

EFL – Temporary Remote Parking





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