

14 Greek Regional Airports

A major investment that boosts the Greek economy and acts as a catalyst for the growth of Greek tourism.





The 14 Greek Regional Airports Project

Vital for strengthening and expanding Greek tourism industry

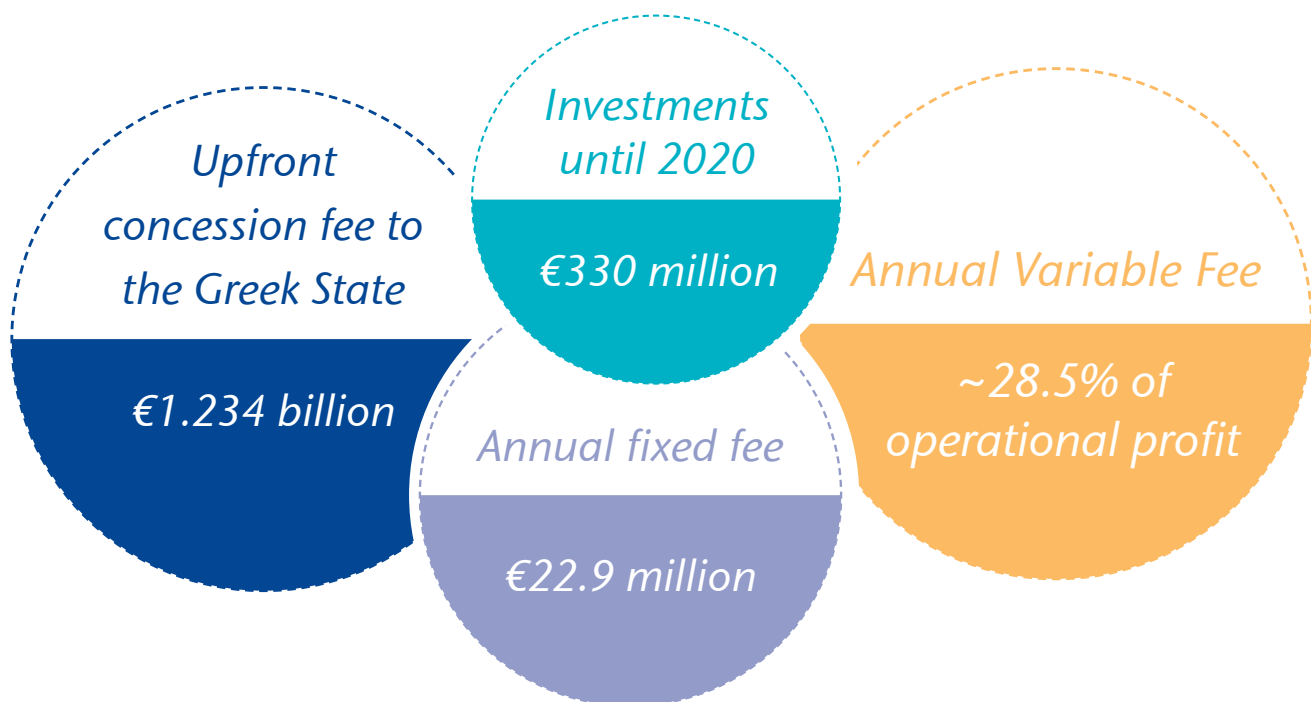
On 14 December 2015 Fraport Greece signed contracts with the Hellenic Republic Asset Development Fund (HRADF) and the Greek State for the 40-year concessions to operate, manage, develop and maintain 14 regional airports in Greece.

At the time of the project closing full payment of the €1.234 billion upfront concession fee will be made by Fraport Greece in tandem with the transfer of operations at the 14 airports.

Along with the upfront concession payment, an annual fixed concession fee of initially €22.9 million and a variable annual concession fee of on average 28.5% of the operational profit will be paid. In addition, Fraport Greece will invest a total of €330 million in airport infrastructure until 2020, followed by maintenance and traffic-driven capacity investments during subsequent years of the project.

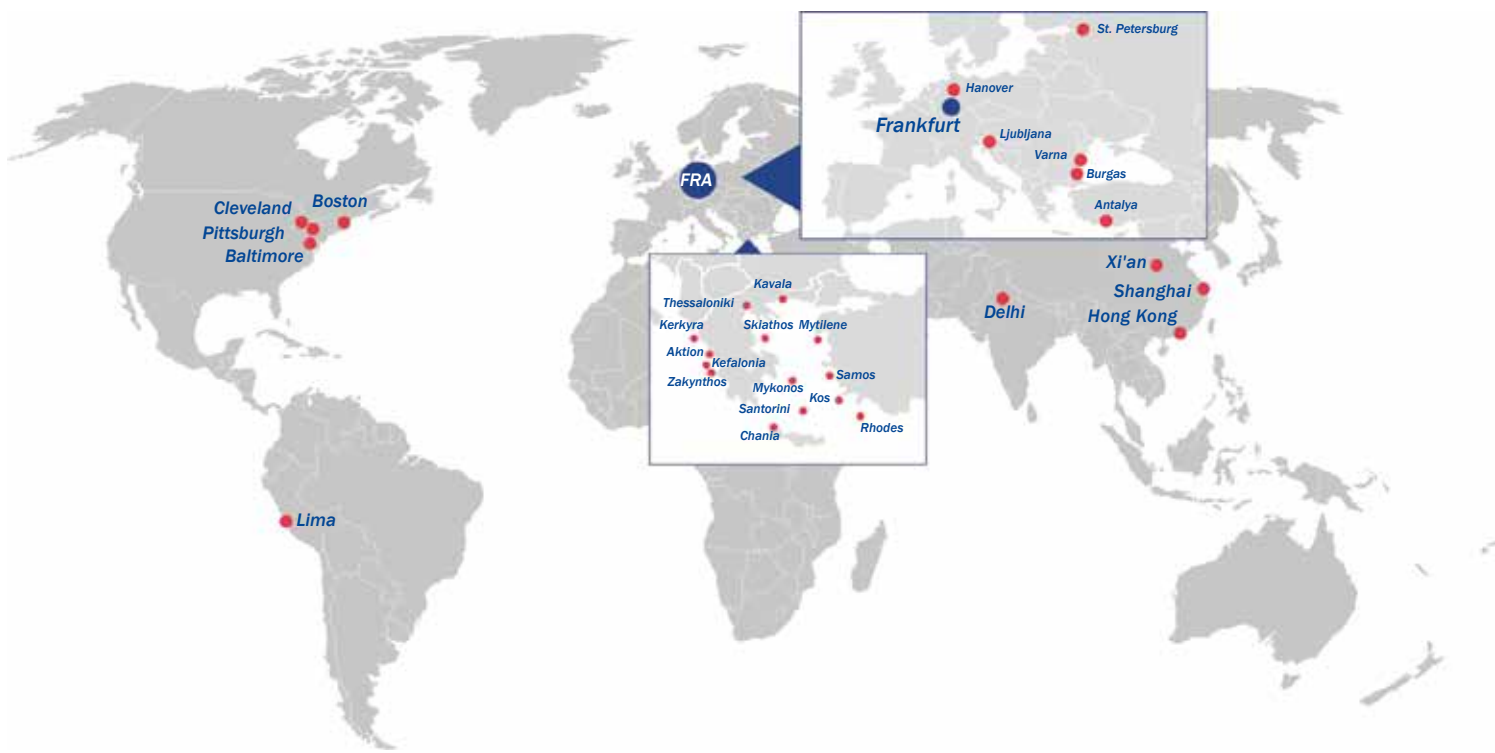
The 14 Greek regional airports project is one of the largest and most beneficial investments and is a basis for boosting the Greek economy, especially during this challenging time for the country. The benefits at the national and regional level are multiple and the cooperation of the two sponsors Fraport and Copelouzos is a guarantee for successfully supporting tourism as one of the most important industries of Greece, reinforcing competitiveness of the economy and creating new jobs.

The concession agreement in numbers



From Frankfurt to the world

Fraport AG, the majority shareholder of Fraport Greece, is among the leading companies in the international airport business. With Frankfurt International Airport, the company operates one of the world's most important air transportation hubs. Through investments and subsidiaries, Fraport AG is currently active at 15 locations outside Frankfurt, where the company markets its know-how and expertise gained over many decades at Frankfurt International Airport and abroad.



14 Greek Regional Airports to complement Fraport's diversified airport portfolio

Airport Portfolio

Currently 10 airports belong to Fraport's worldwide portfolio



Frankfurt Int. Airport | **Germany**



Bourgas Airport | **Bulgaria**



Varna Airport | **Bulgaria**



Indira Gandhi Int. Airport, Delhi | **India**



Antalya Airport | **Turkey**



Pulkovo Int. Airport, St. Petersburg | **Russia**



Jorge Chávez Int. Airport, Lima | **Peru**



Flughafen Hanover-Langenhagen | **Germany**



Xi'an Xianyang Int. Airport | **China**



Ljubljana Aerodrome | **Slovenia**



to come | 14 Greek Regional Airports

The sponsors of the 14 Greek Regional Airports project at a glance

Fraport AG

- Based in Frankfurt/Main, Germany, Fraport is a leading international group in the airport business sector
- Owner and operator of Frankfurt International Airport, Germany's largest hub airport
- Airport activities at 10 locations worldwide:
Frankfurt, Germany
Bourgas, Bulgaria
Varna, Bulgaria
Delhi, India
Antalya, Turkey
St. Petersburg, Russia
(in consortium with Copelouzos Group)
Lima, Peru
Hanover, Germany
Xi'an, China
Ljubljana, Slovenia
Greece (to come)



208.8 mln passengers

were serviced at all airports of Fraport Group in 2015



110.9 mln passengers

at majority-owned airports (with an interest of at least 50%) in 2015



97.9 mln passengers

at minority-owned airports or under management contracts in 2015



Employs around

21,000 employees

thereof around 19,000 in Germany



Copelouzos Group

- Copelouzos Group plays a leading role in the Greek market and consists of various companies, which are active in the most important business sectors in Greece and internationally.
- The Group's core business areas are electricity production and trading, including renewable energy (wind and solar parks, hydroelectric plants), infrastructure projects and concessions, real estate, advertising, exhibition and congress centers and construction and project management for large-scale projects.
- Copelouzos Group has joint ventures with global groups such as Fraport, the Russian Gazprom, the Italian ENEL, the Bulgarian Electricity Company NEK EAD, the Russian VTB Capital, the French JCDecaux and others.
- Within the airport business, the Group, apart from the 14 Greek regional airports, participates in the Athens International Airport –being the only Greek private company involved in this activity.
- Both Copelouzos Group and Fraport are partners in Northern Capital Gateway, the company that manages St. Petersburg's Pulkovo Airport.



14 Greek Regional Airports

An attractive, tourist-driven airport portfolio with further growth potential for Greek tourism & economy

Combined, the 14 Greek regional airports served more than 23 million passengers in 2015, representing an annual passenger growth of around 6%. In particular, international passengers account for about 73% of the total traffic at these gateways. The mainland airports include Aktion, Kavala and Thessaloniki. The other eleven airports are located on the Greek islands of Corfu/Kerkyra, Crete/Chania, Kefalonia, Kos, Lesbos/Mytilene, Mykonos, Rhodes, Samos, Santorini, Skiathos and Zakynthos.





Benefits from the 14 Greek Regional Airports Project

An important investment in a challenging time for the Greek economy

- The project includes an upfront payment of 1.234 billion euros, an annual fixed payment of 22.9 million euros and an annual variable payment to the Greek State
- There are investment plans at the 14 regional airports of around 330 million Euros until 2020
- The Greek economy will benefit from a worldwide network that promotes the Greek tourist product to increase passenger figures and thus to extend the tourist season

The project responds to the needs of the local communities

- The project will promote the cities and their regions as touristic destinations
- Fraport Greece's route development will increase passenger traffic
- The increase in traffic will enhance employment also in other economic sectors like agriculture, fishery, manufacturing, construction, trading, accommodation services and real estate
- Local companies and service providers will be supported
- Cooperation between Fraport Greece, the airports and the communities will foster local development programs
- Fraport Greece stands for high social and environmental responsibility

Best practice to be implemented at 14 regional airports

- Airports will benefit from the sponsors' comprehensive experience in worldwide airport operations
- Development and modernization of the airports and their infrastructure as well as process optimization are essential parts of the project
- Fraport Greece will ensure high-quality services, safety and security in compliance with international standards
- The project will strengthen the airports' image by ensuring a pleasant experience based on cleanliness, acceptable waiting times, attractive commercial areas and friendly staff



