



Fraport

Greece



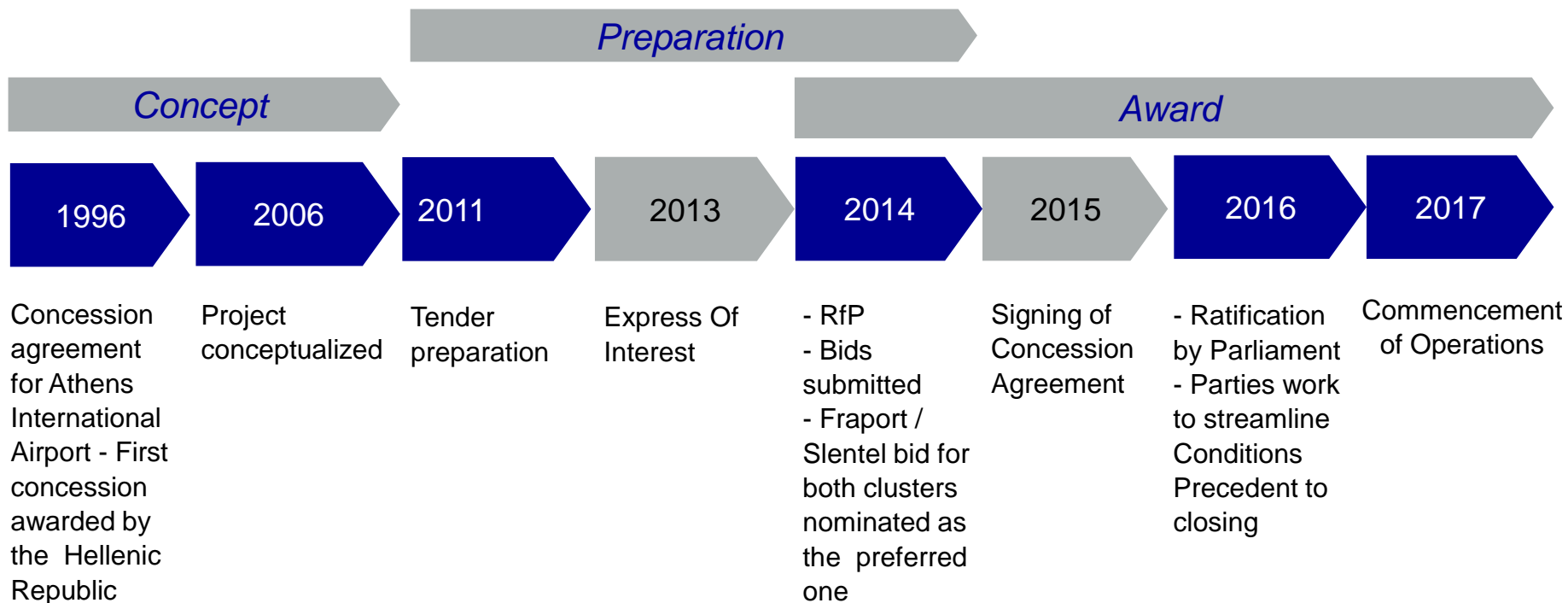
Stakeholders Event

Alexander Zinell, Fraport Greece CEO
George Ginalas, Project Manager

Mytilene, November 01, 2017



The Development of the Project



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 €400 million in airport infrastructure until 2021
- At least 560 new direct job positions
- Greek state receiving approximately 10 billion euros by the end of the concession



Leading the Airports to the Future

- 
- A photograph of a large commercial airplane in flight, viewed from a low angle, flying towards the viewer. The sun is visible in the background, creating a bright, hazy glow around the aircraft. The background is a clear blue sky.
- 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

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

4 terminals remodeled

15 runways refurbished



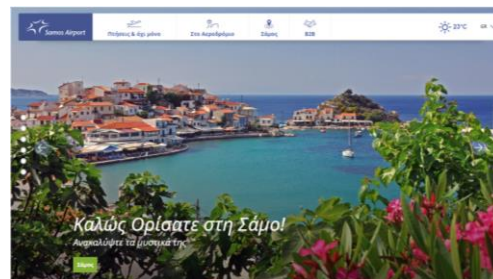
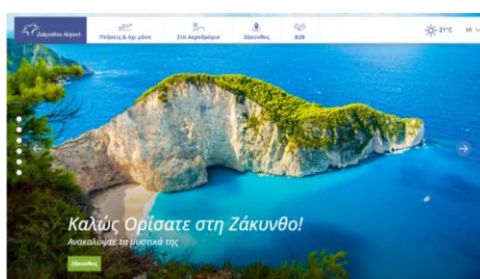
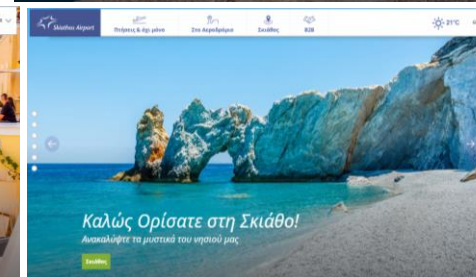
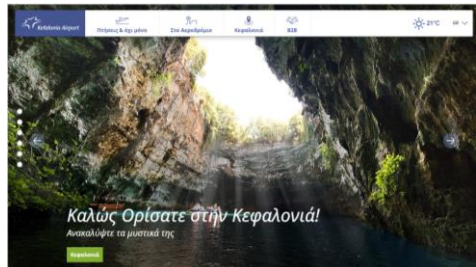
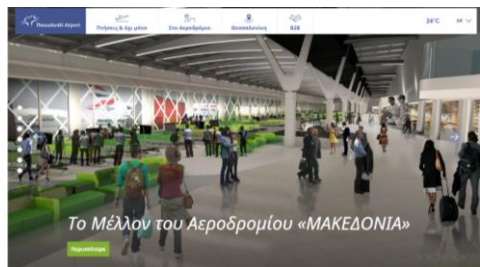
Mytilene Airport – In the Future



Mytilene Airport – In the Future



Official Airport Sites



Mytilene Airport Site



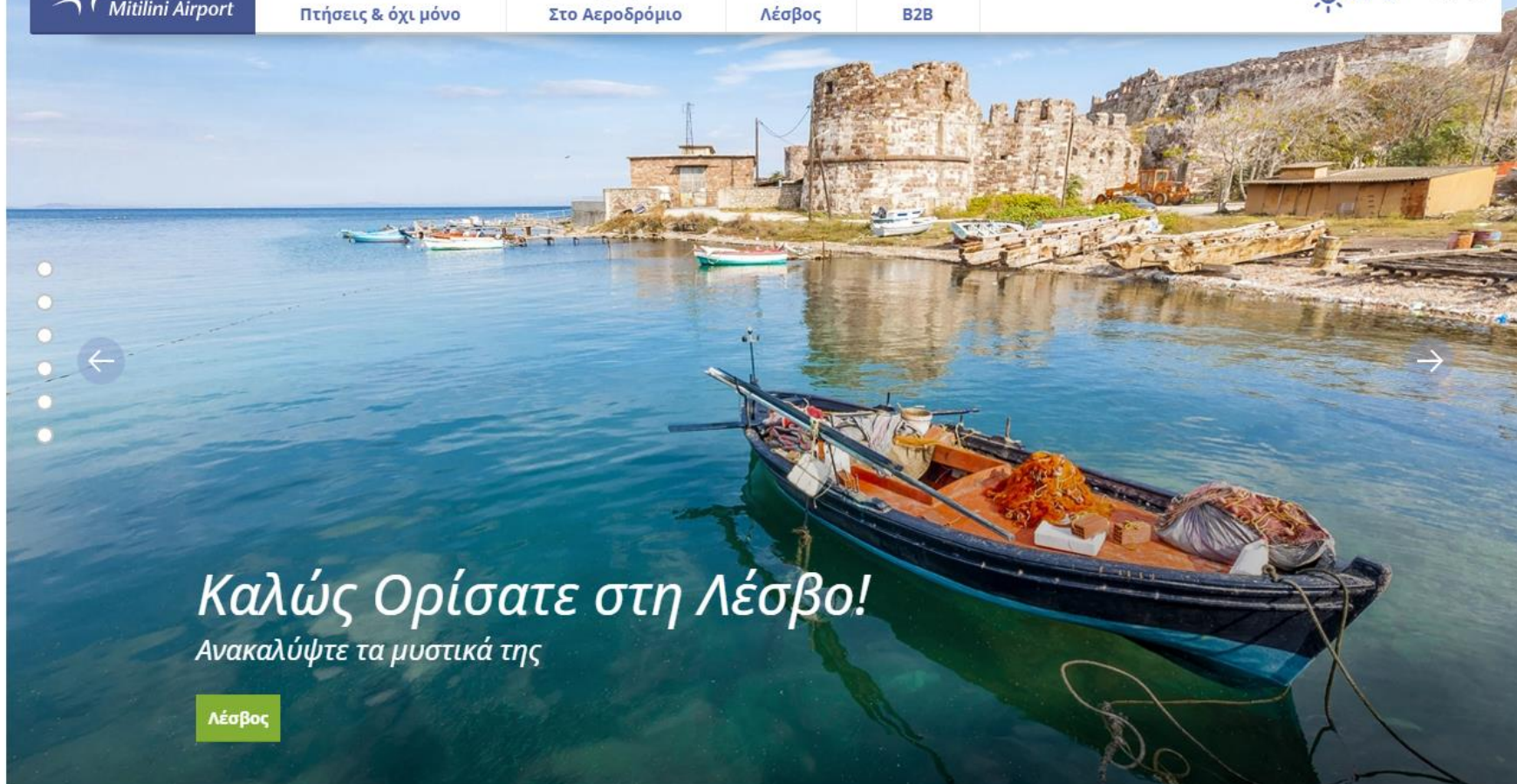
 Πτήσεις & όχι μόνο

 Στο Αεροδρόμιο

 Λέσβος

 B2B

 17°C GR ▾




Καλώς Ορίσατε στη Λέσβο!
Ανακαλύψτε τα μυστικά της


Λέσβος





Mytilene Airport Site



Mitilini Airport


 Πτήσεις & όχι μόνο


 Στο Αεροδρόμιο


 Λέσβος



 B2B

 17°C GR ▾

Αφίξεις & Αναχωρήσεις



Τώρα ξέρετε τα πάντα για όλες τις πτήσεις

Αναχωρήσεις

Αφίξεις


Παρακαλείστε να εισάγετε τον όρο προς
✕
🔍

12:00
▾

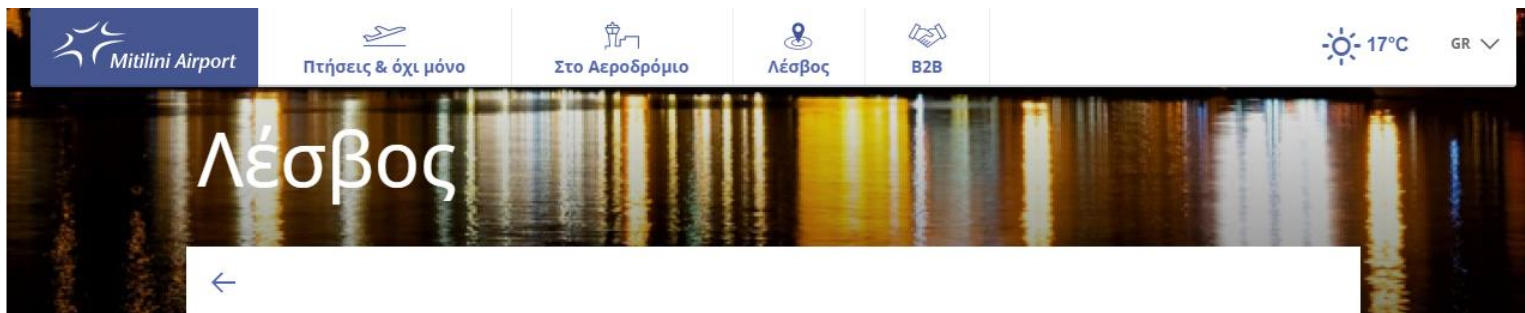

Φίλτρο


Αεροπορική Εταιρία	Αριθμός πτήσης	Πτήσεις κοινού κωδικού	Προορισμός	Προγραμματισμένη ώρα	Αναμενόμενη ώρα	Έλεγχος επιβίβασης (check-in)	Πύλη	Σχόλια
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Παρασκευή, Οκτώβριος 27, 2017

Olympic Air	OA255	A37255	Αθήνα	18:25	18:25	02-03	1	
Astra Airlines	AZI215		Θεσσαλονίκη	19:30	19:30	06-07	1	
Olympic Air	OA719	A37719	Θεσσαλονίκη	20:25	20:25	02-03	1	
Olympic Air	OA259	A37259	Αθήνα	22:00	22:00	02-04	1	

Destination Marketing



Λέσβος ή Μυτιλήνη: δύο ονόματα που συνήθως χρησιμοποιούνται, αλλά και συγχέονται, για το ίδιο ακριβώς νησί, το τρίτο μεγαλύτερο της Ελλάδας μετά την Κρήτη και την Εύβοια, τον μεγαλύτερο σε έκταση δήμο του ελληνικού χάρτη (1.633,83 τ.χλμ.), ο οποίος κατέχει την πρώτη θέση στο βάθρο των ιδανικότερων προορισμών για όσους θέλουν να ζήσουν εμπειρία αυθεντικής Ελλάδας. Ισχύει. Η Λέσβος είναι η γεύση της αληθινής Ελλάδας στα καλύτερά της.

Παρά το μέγεθός της και με πολύ περισσότερο μόνιμο πληθυσμό από τη Ρόδο ή την Κέρκυρα των παραπλήσιων μεγεθών, προσελκύει μόνο κλάσματα τουριστών. Αλλά αυτό ακριβώς είναι και το συγκριτικό της πλεονέκτημα: μπορεί να επαίρεται για τη διαφορετικότητά της και την ποιότητα της υπεροχής, σε εποχές που ο παγκόσμιος ανταγωνισμός επιβάλλει τη μετάλλαξη των τουριστικών προορισμών σε θεματικά πάρκα. Η Μυτιλήνη, με τον δικό της, διόλου παράξενο τρόπο, καταφέρνει και διατηρεί την αυθεντικότητα ενός παλαιάς κοπής ελληνικού νησιού. Ναι, η Μυροβόλος Λέσβος -όπως αποκαλείται- ακόμη ευωδιάζει με έντονο άρωμα αληθινής, Ελληνικής, νησιώτικης ζωής.



A scenic photograph of a sunset over a coastal town. The sun is low on the horizon, casting a golden glow across the sky and reflecting on the water. In the foreground, a harbor is filled with several boats, and a small town with red-tiled roofs is visible on the right side of the image.

Stakeholders Event

George Ginalas, Project Manager

Mytilene, November 01, 2017



MJT – Mytilene



MJT – Imminent works

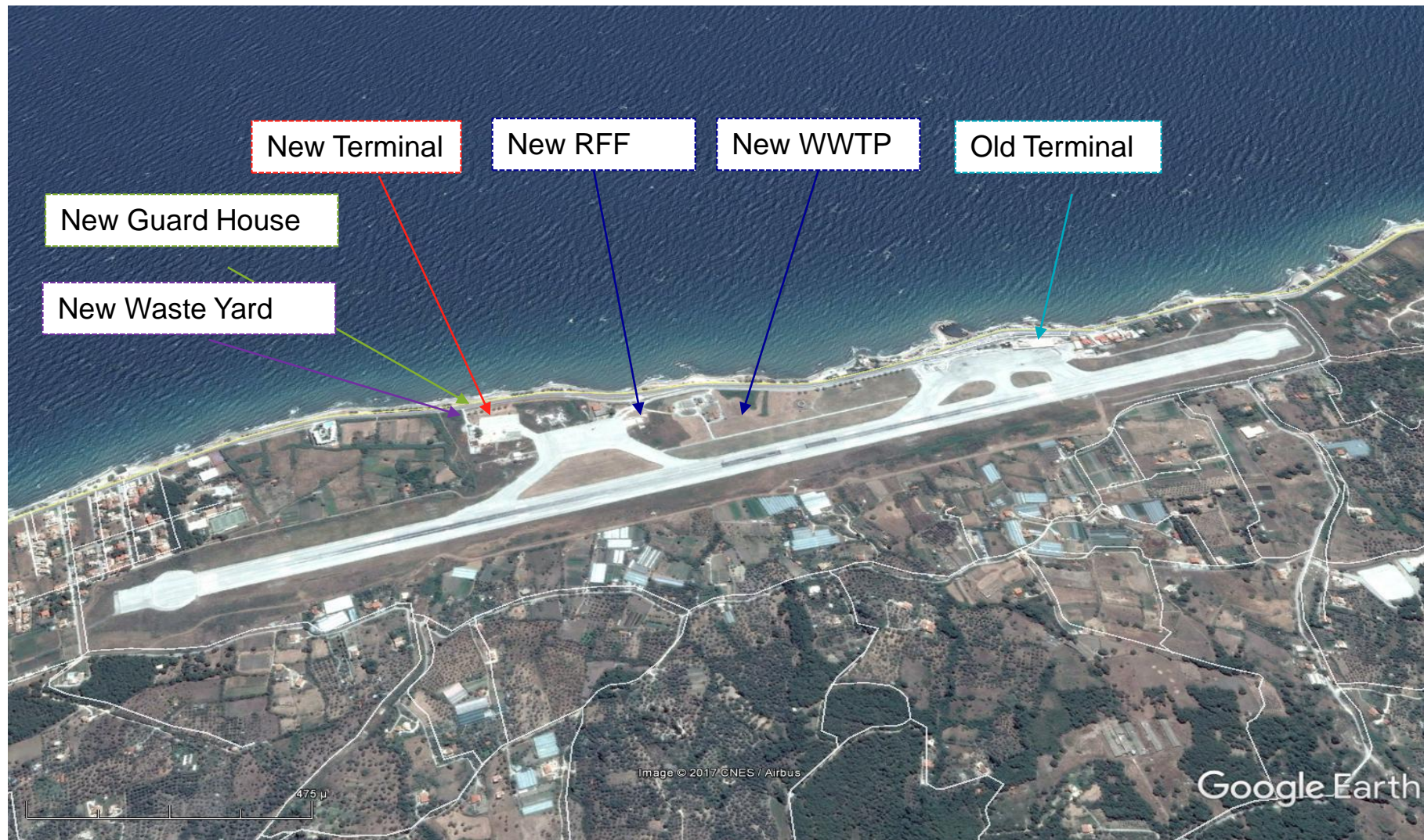
Basic numbers in comparison to existing situation

MJT	Existing 2016	Basic Design 2026	Delta
Mppa.	564.450	700.831	24%
Two-way peak 90th	319	396	24%
One-way peak 30th	410	510	25%
One-way ATM peak	8	10	25%
One-way ATM peak 3h	4	5	25%
Gross floor area	2.717 sqm	7.140 sqm	165%
Check-in counter	7	9	28%
Security lanes	3	3	-
Gates total	4	4	-
Reclaim belts	2	2	-
AC stands	4C+2D	7C+1E	15%
Two-way peak 90th	564.450	700.831	24%

MJT – Imminent Works Fact Sheet

Major interventions	New Terminal Construction	
	New Landside development with parking area	
	New Fire Fighting station	
	New apron	
	Refurbishment of airside pavements	
	New guard house	
	New waste yard area	
	New waste water treatment plant	
	Partial demolition of old Terminal and refurbishment	
Total area	New terminal	7.140sqm
Concession Area	Food & Beverage	235sqm
	Retail	52sqm
	Duty Free	282sqm
Delivery Date	Imminent Works	July 2020

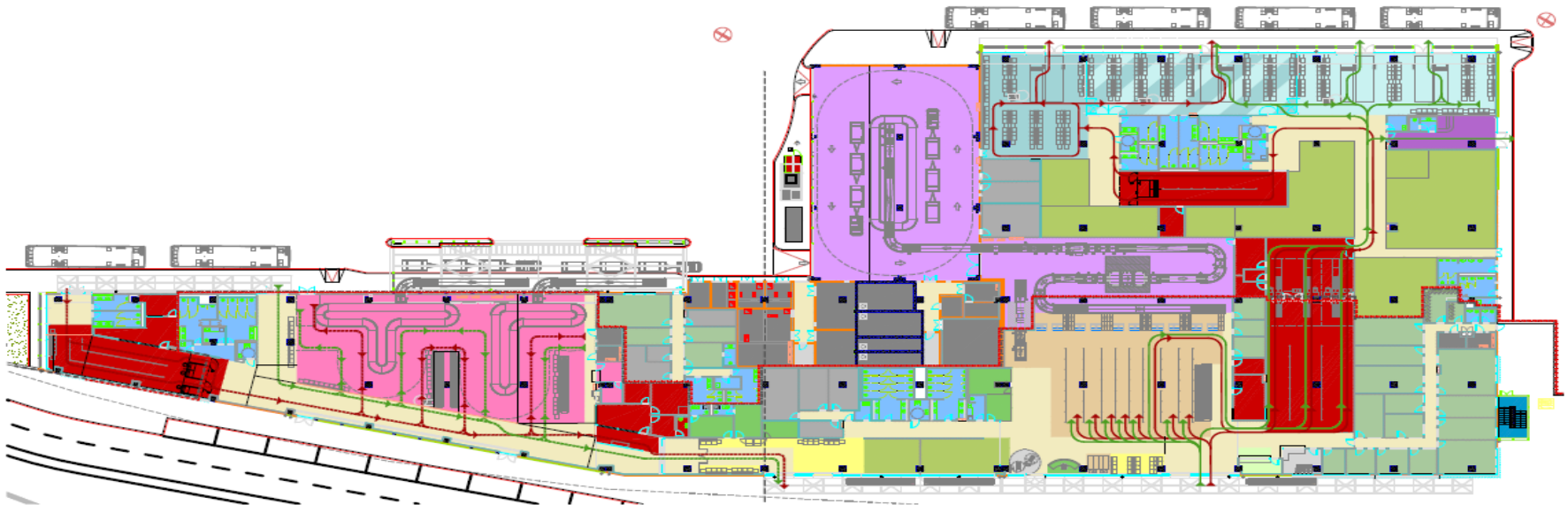
MJT – Imminent Works Overview



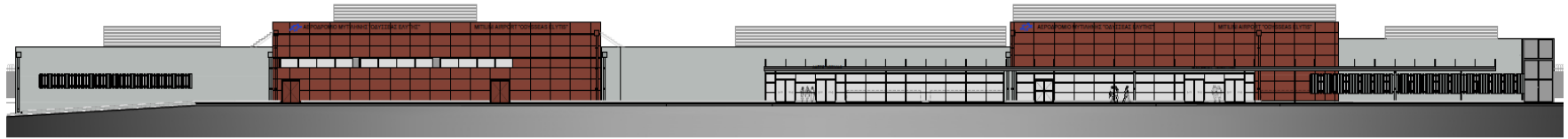
MJT– Imminent Works, New Terminal Building

Major interventions:

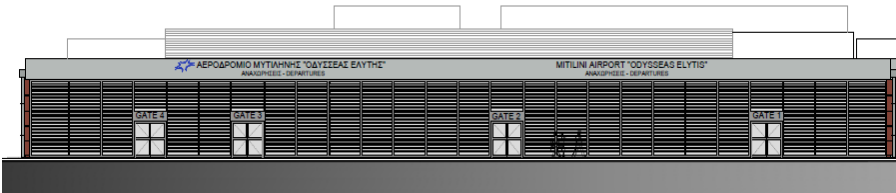
- Designed according to Eurocodes, KENAK and Acoustic Study
- New BHS & HBS installations.
- State of the art IT infrastructure
- User friendly facilities
- Enhanced security and safety concept
- Open gate concept
- Expansion of the commercial functions



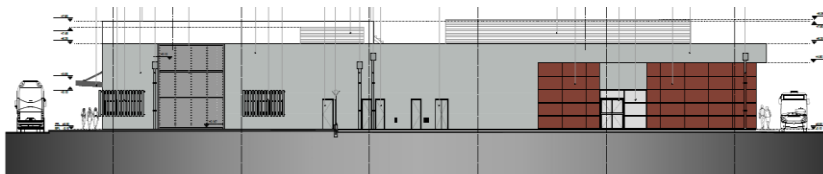
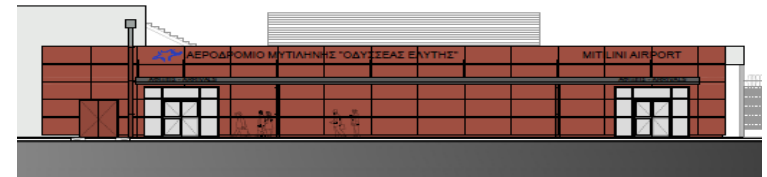
MJT – Imminent Works, Terminal Building Elevations



Landside Elevation



Airside Elevation



North Elevation

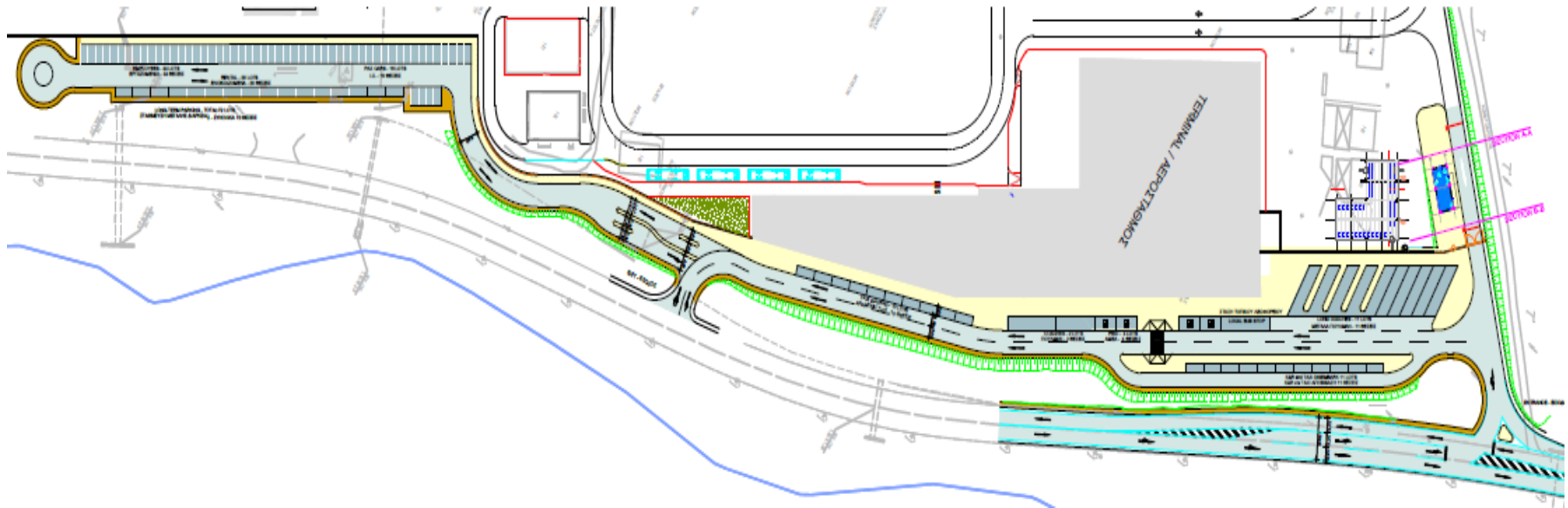


South Elevation

MJT – Imminent Works Landside

Parking Capacity:

Passenger	27	lots
Cars Rental	20	lots
PRM	04	lots
Coach parking	13	lots
Taxi	13	lots
Employee	33	lots



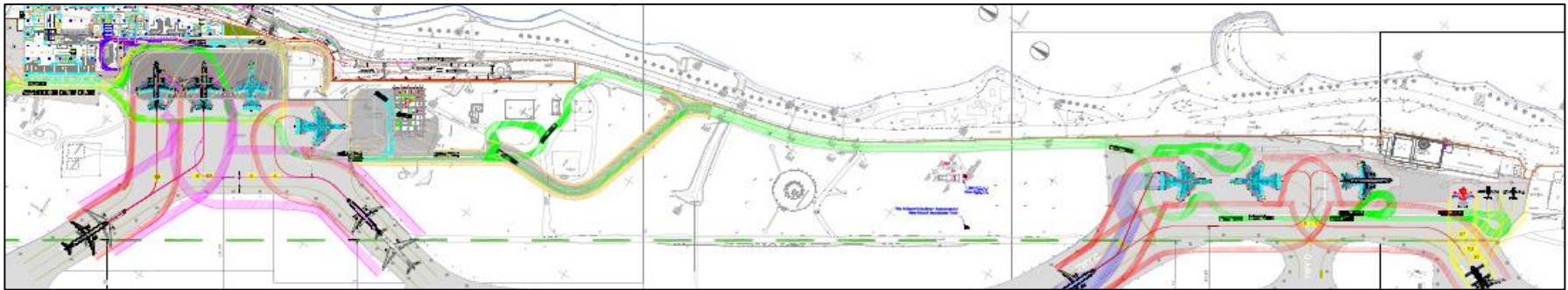
MJT – Imminent Works Airside

Provided Stands:

- Code C 7
- Code E (Mars) 1
- GA 3

New apron:
5600 sqm.

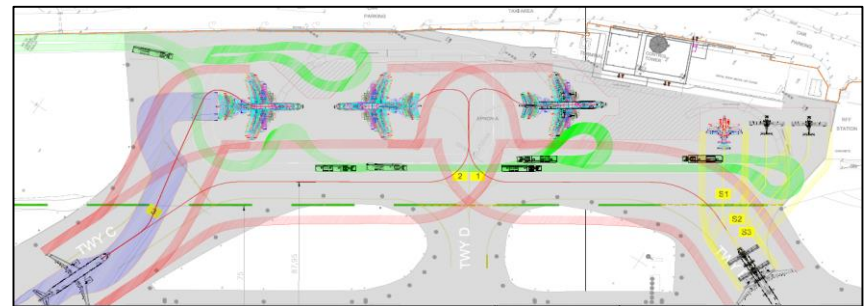
Pavement Layout



North Apron



South Apron

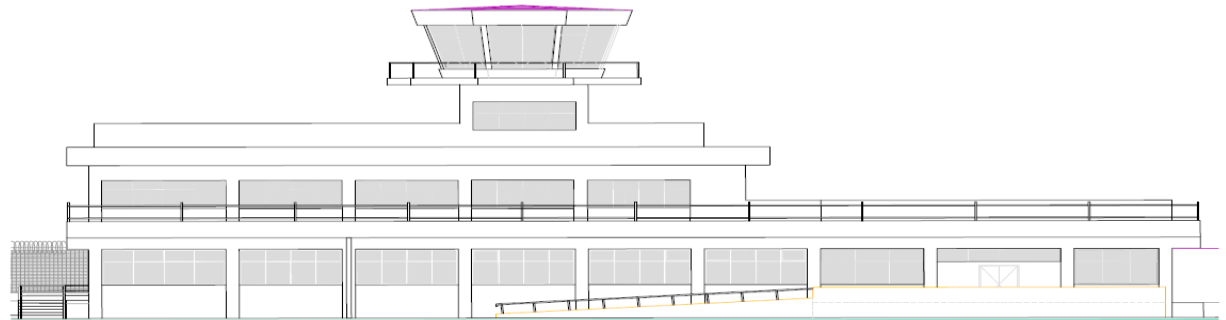


MJT – Imminent Works Old Terminal

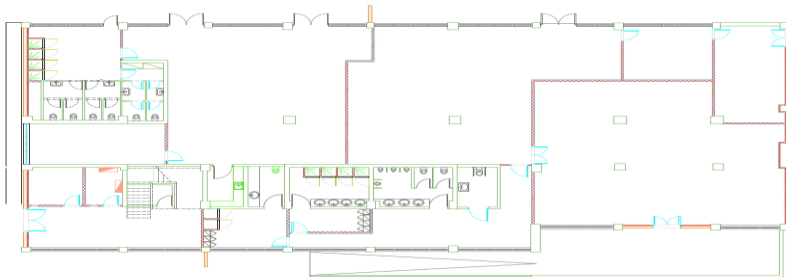
Major interventions:

- Currently 2.717 sqm
- After demolitions, 1200 sqm
- Rearrangement/ refurbishment to support usage

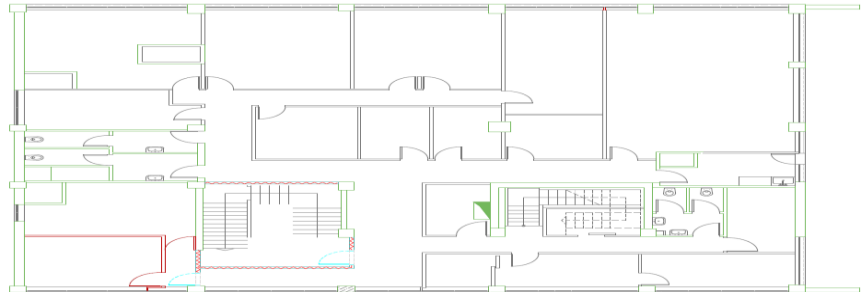
Landside Elevation



Ground Floor



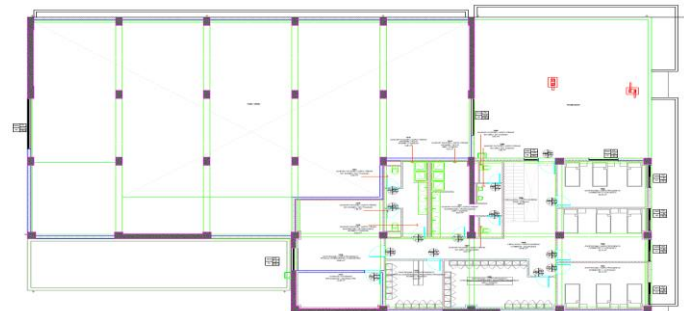
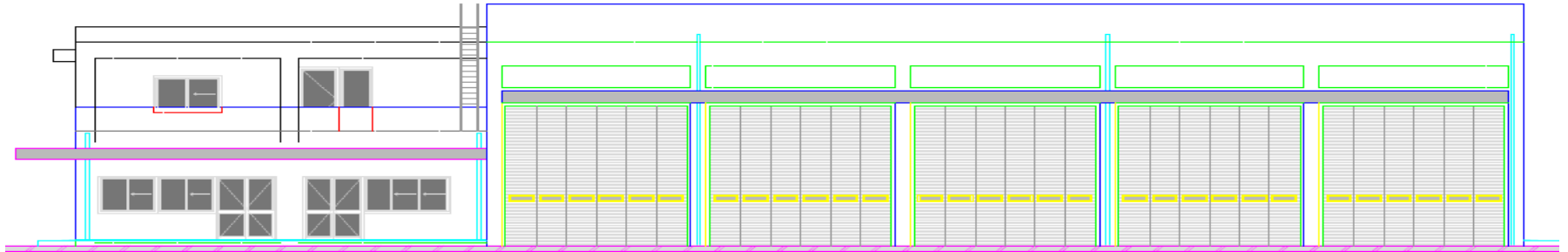
First Floor



MJT – Imminent Works

New Rescue & Fire Fighting Station

- New two storey RFF building approx. 1150 sqm
- Parking area with capacity of five vehicles, RFF Category 6
- Pump station
- Command offices, meeting and training rooms, storage and maintenance areas
- Dormitories, kitchen and restrooms



MJT

Successful Early Works since April 11th

Transition Phase

- FLS actions (maintenance of evacuation routes, control of fire hazards).
- Deep cleaning of terminals and surrounding areas.
- Improvements of staff areas allocation.
- 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.
- Landside actions for parking access and utilization.
- Airside actions (rubber removal, markings, AGL inspection and repairs).



MJT

Successful Early Works since April 11th

Runway/ Apron Crack Sealing



MJT

Successful Early Works since April 11th

Rubber Removal Works

Before



After



MJT

Successful Early Works since April 11th

RFFS Containers



MJT

Successful Early Works since April 11th

WC



MJT

Successful Early Works since April 11th

HVAC Enhancement



MJT

Successful Early Works since April 11th

FLS Improvements



MJT

Successful Early Works since April 11th

FLS Improvements



MJT

Successful Early Works since April 11th

Maintenance Works

Grass cutting to enhance utilization of navigational systems

Before



After





Gute Reise!



We make it happen