



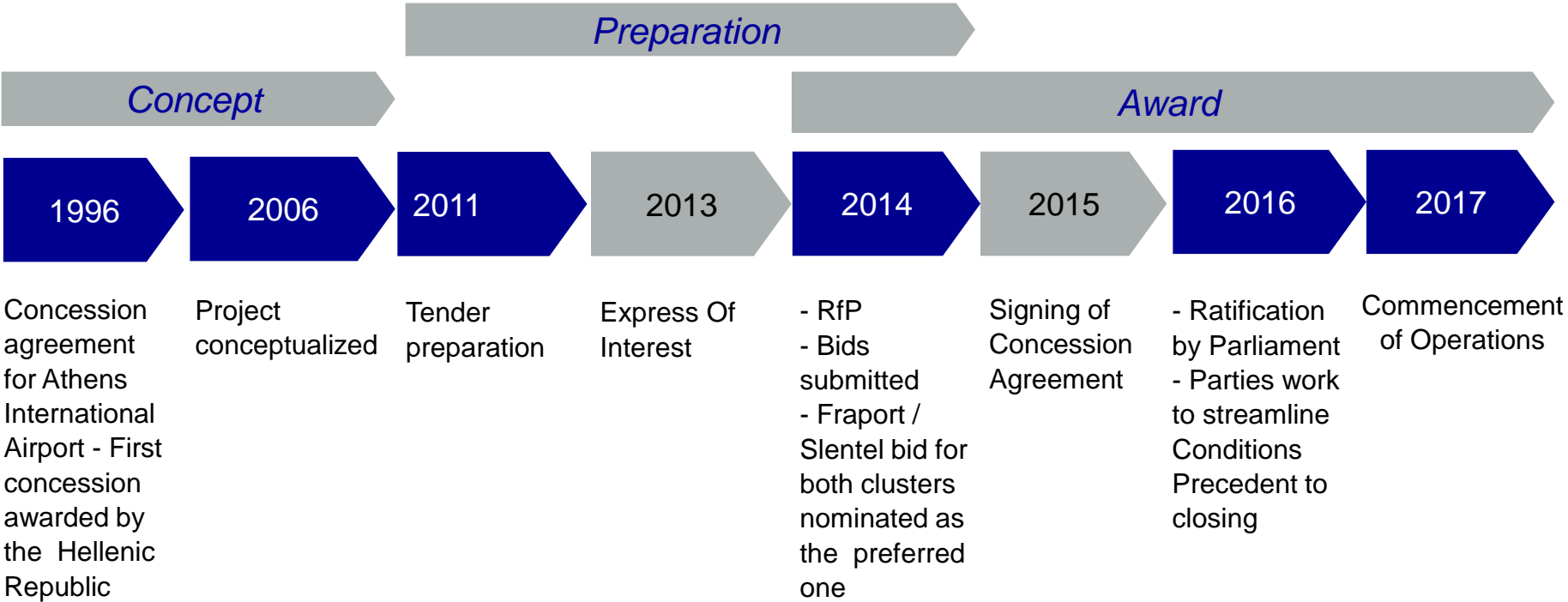
Stakeholders Event

Alexander Zinell, Fraport Greece CEO
Yiannis Kladis, Project Manager

Zakynthos, 14 February 2018



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 €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

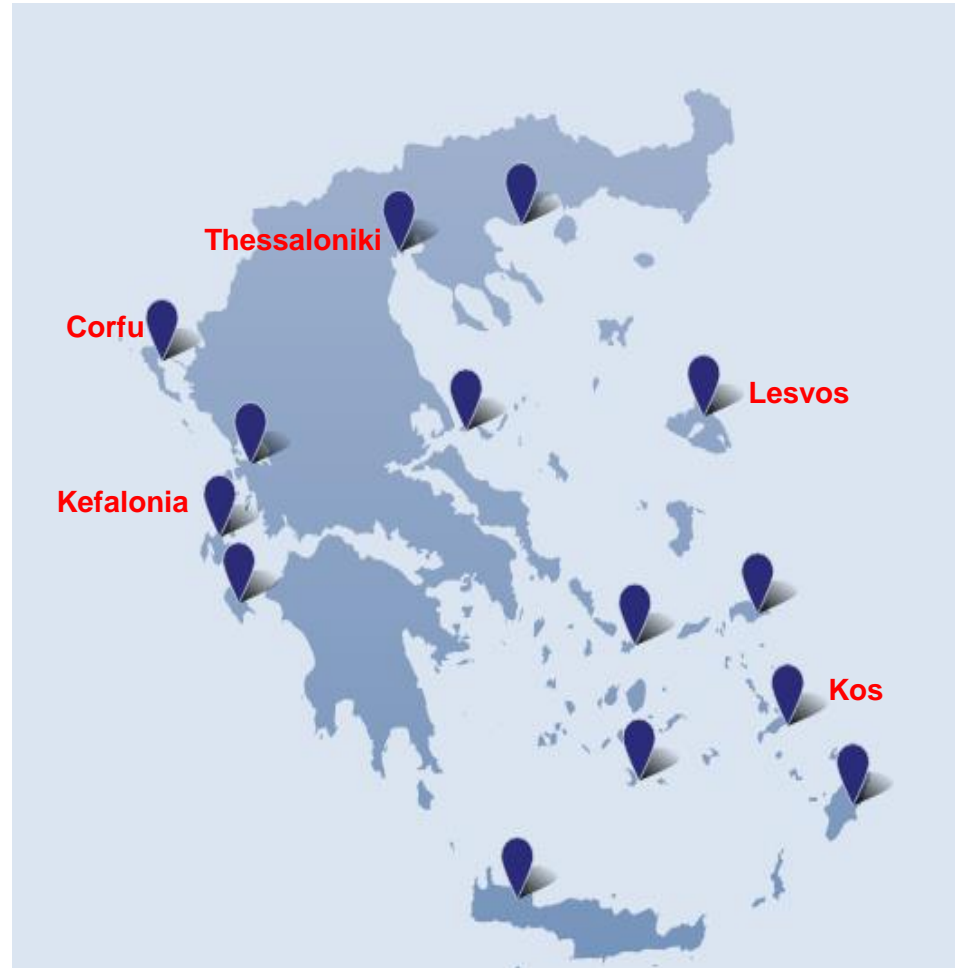
4 terminals remodeled

15 runways refurbished



Development Works in Numbers

5 new terminals



Development Works in Numbers

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



Development Works in Numbers

4 terminals remodeled



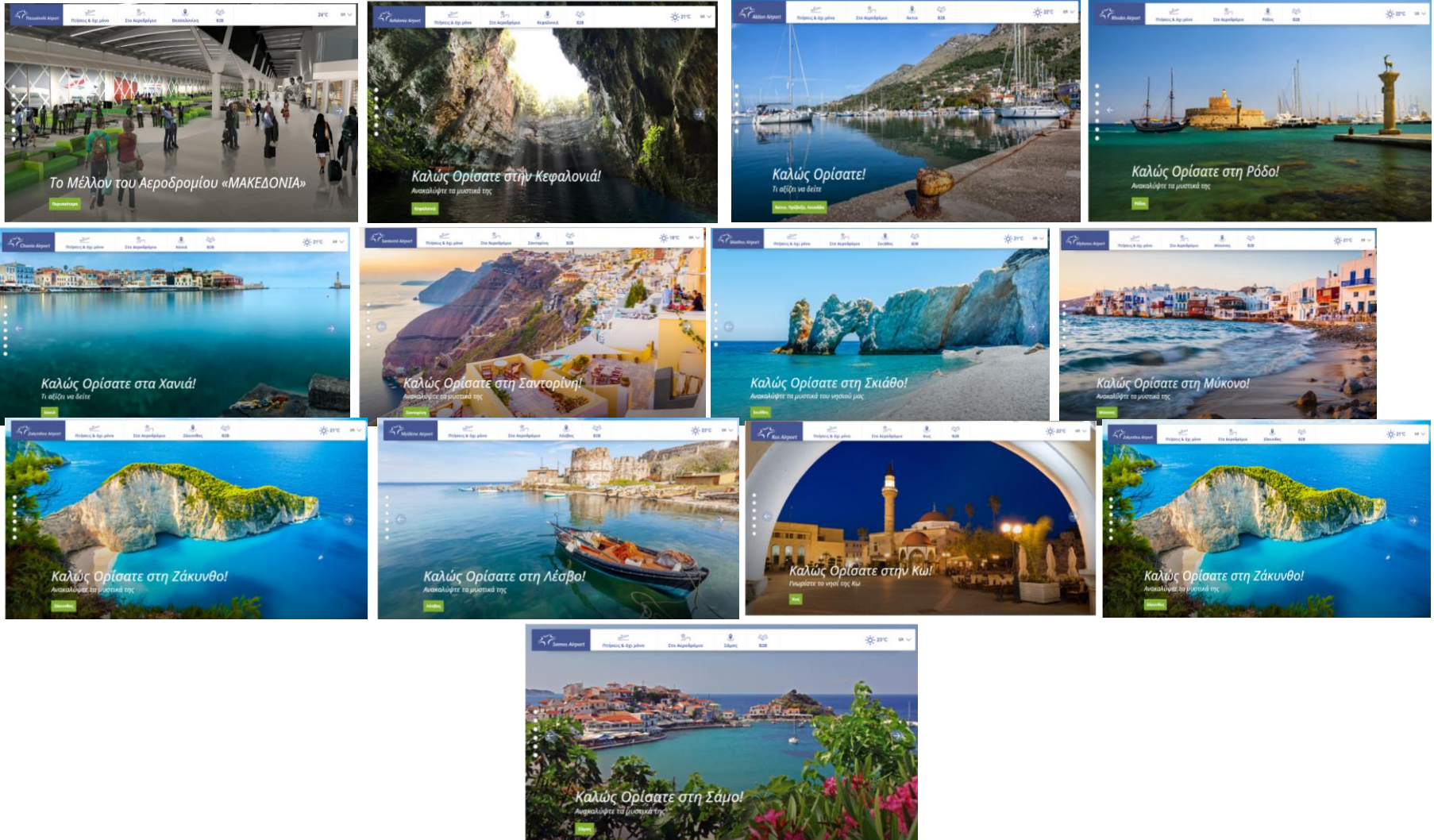
Zakynthos Airport



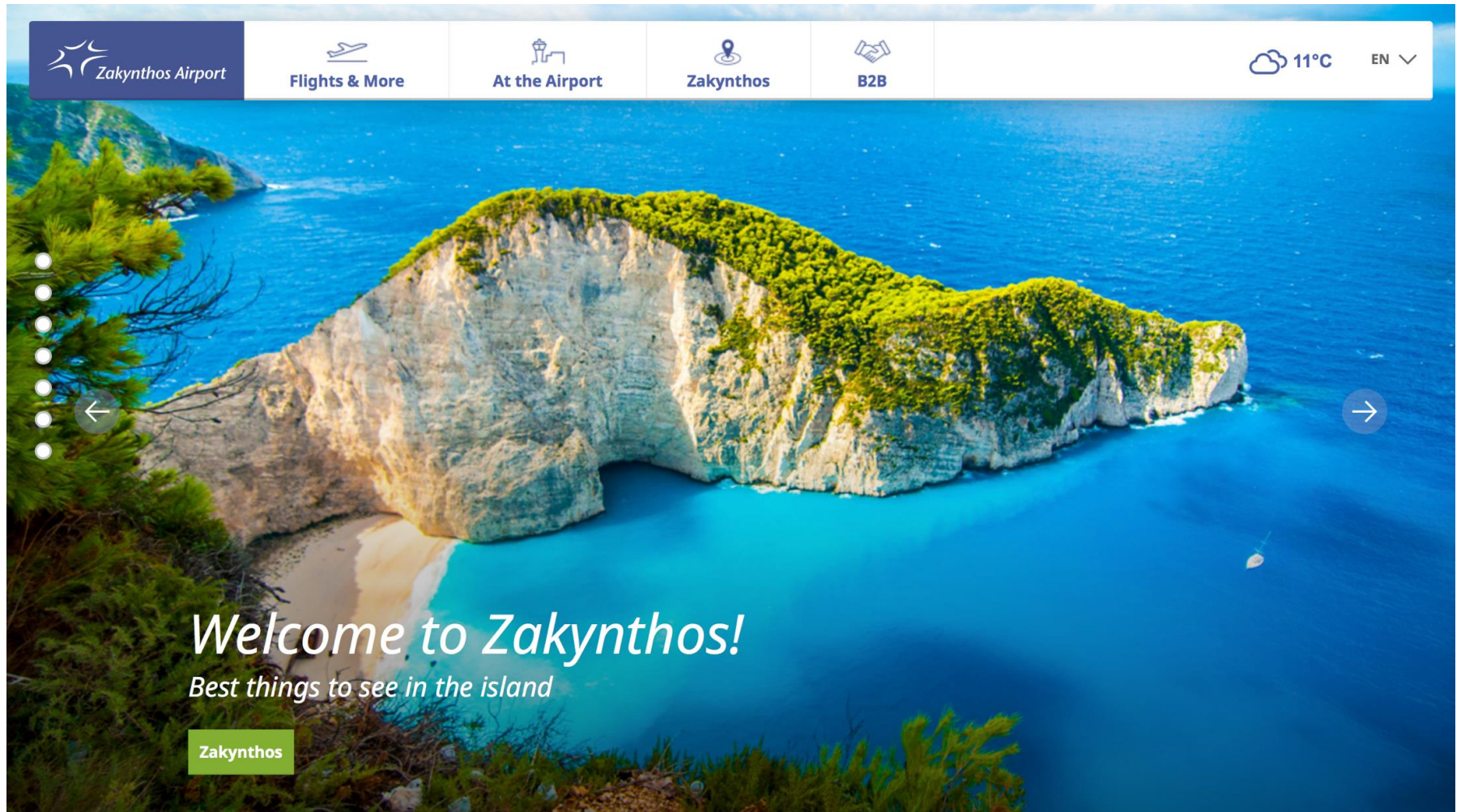
Zakynthos Airport



Official Airport Sites



Zakynthos Airport Site



Zakynthos Airport Site

Zakynthos Airport

Flights & More

At the Airport


Zakynthos

B2B

11°C EN

Arrivals & Departures

Now you are fully informed of all flights

Departures  Arrivals 

Please Enter A Search Term

18:00  Filter 

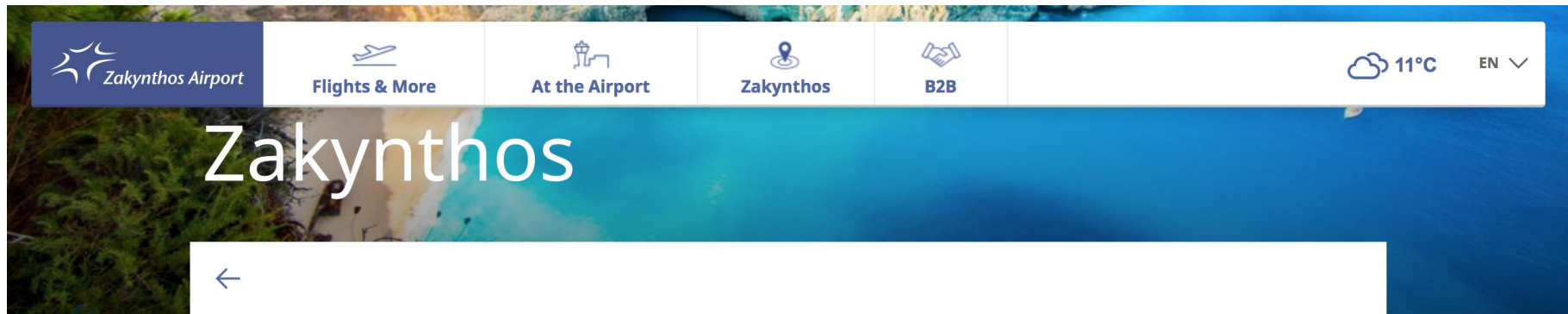
| Airline | Flight | Codeshare | Destination | Scheduled | Expected | Check-in | Gate | Comment |
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Tuesday, January 23, 2018

| | | | | | | | | |
|-------------|--------|--|--------|-------|-------|-------|---|--|
| Sky Express | SEH061 | | Athens | 19:25 | 19:25 | 09-10 | 2 | |
|-------------|--------|--|--------|-------|-------|-------|---|--|

All times correspond to the local time zone in Greece
Last Update: 23-01-2018 18:42:58

Destination Marketing



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 lilting 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 everready, 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 "fytoura" (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 "Fior di Levante".

After all the "comedia dell' arte" flourished here, some of the best-known hagiographers, like Doxaras, Coutouzis 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

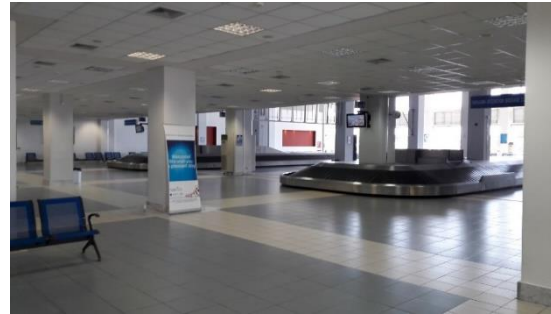
Zakynthos, 14 February 2018



Zakynthos Airport Current Condition / Υφιστάμενη Κατάσταση



**Αίθουσες Αναμονής Αναχωρήσεων
– Gate Lounges**



**Χώρος Παραλαβής Αποσκευών-
Baggage Reclaim**



**Παλιός Πυροσβεστικός Σταθμός –
Old RFF Station**

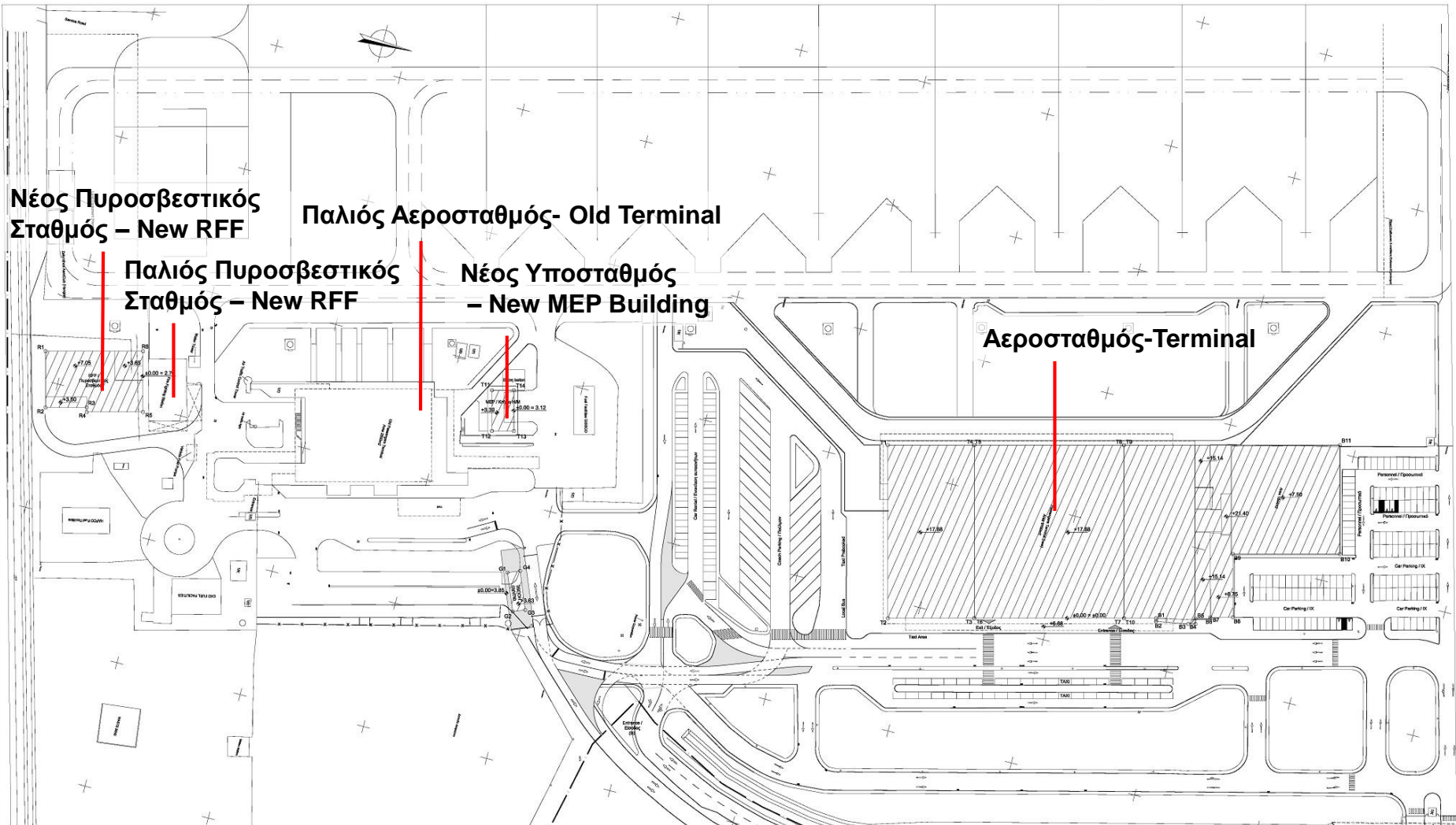


**Αίθουσα Αναχωρήσεων –
Departures Hall**



Αστικός Χώρος - Landside

Zakynthos Site Plan / Χωροταξικό



Zakynthos Design Considerations / Δεδομένα Σχεδιασμού

- Ορίζοντας 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

- Αναδιαμόρφωση του χώρου ελέγχου εισιτηρίων και αύξηση του αριθμού από 15 σε 20 / Reconfiguration of check-ins and increase from 15 to 20.
- Νέα αυτόματα μηχανήματα για check-in / New CUSS machines
- Νέο Σύστημα Διαχείρισης Εξερχομένων Αποσκευών / New BHS for outbound baggage
- Επέκταση του υφιστάμενου παταριού και αναδιαμόρφωση του / Expansion and reconfiguration of existing mezzanine
- Αύξηση των σημείων ελέγχου ασφαλείας από 2 σε 5 στο πατάρι / Increase of security control points from 2 to 5 in the mezzanine
- Αύξηση των σημείων ελέγχου της Αστυνομίας από 4 σε 5 / Increase of police booths from 4 to 5
- Αύξηση του συνολικού εμπορικού χώρου μέσω της εκμετάλλευσης αχρησιμοποίητων χώρων στο πατάρι / 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

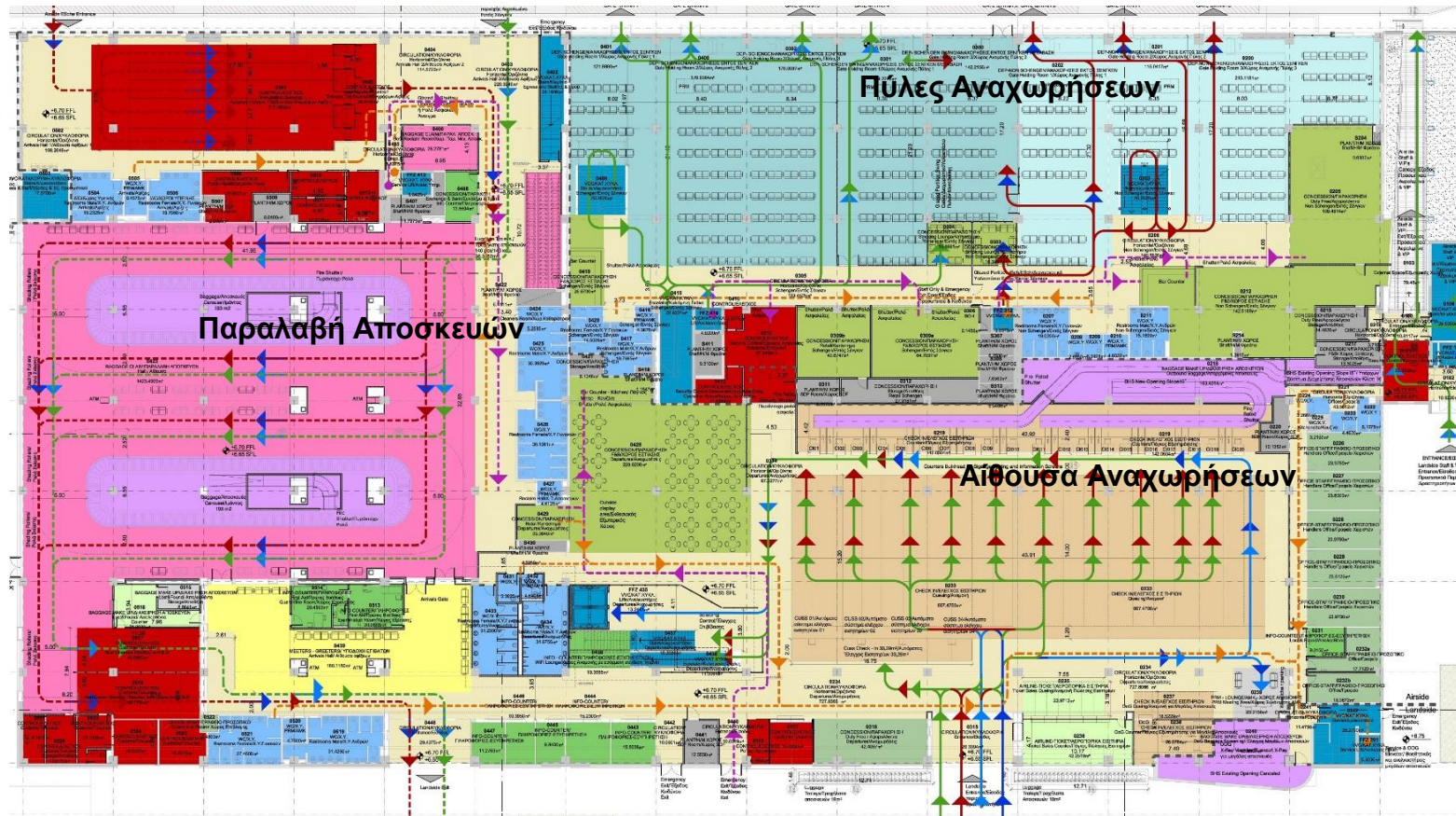
- Αντικατάσταση των υφιστάμενων ψυκτών και τοποθέτηση μιας νέας κλιματιστικής μονάδας / Replacement of existing chillers and placement of a new AHU
- Νέα συστήματα Πληροφορικής & Πυροπροστασίας / New IT and Fire Protection systems
- Νέος Πυροσβεστικός Σταθμός 1,144 m² / New RFF building 1,144m²
- Νέος 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

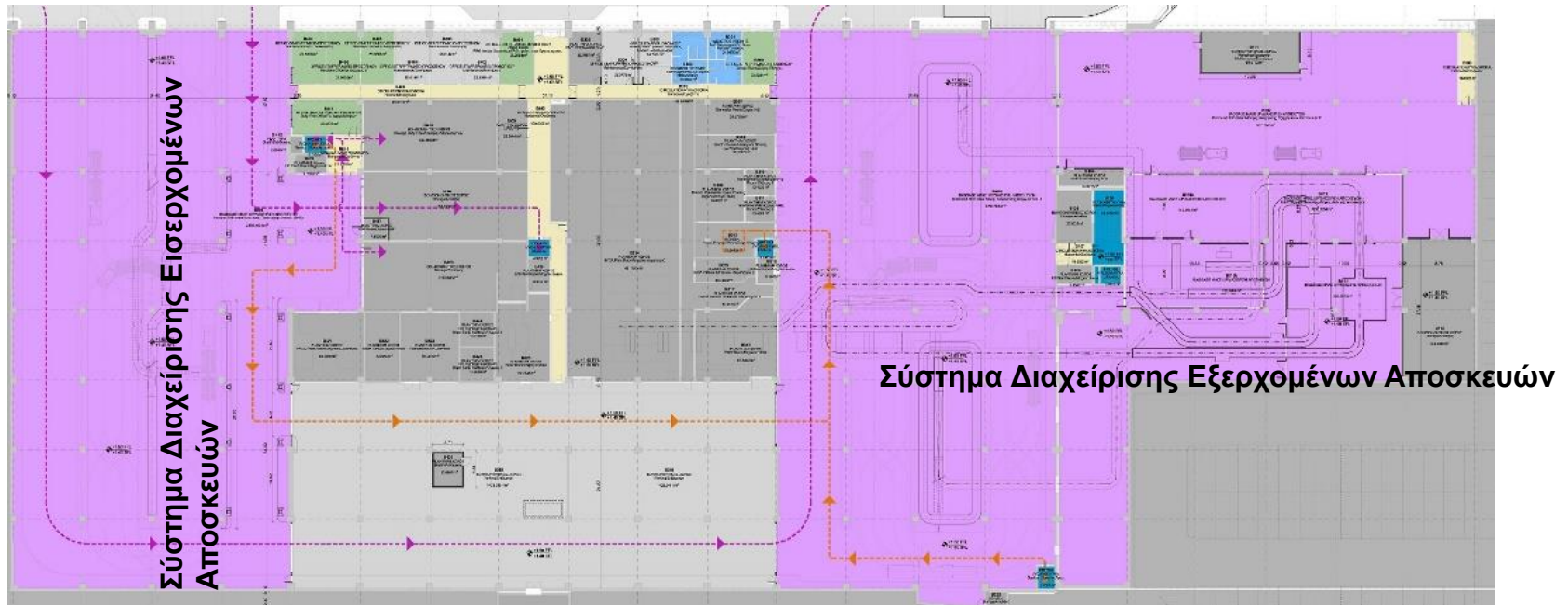
Ολοκλήρωση Εργασιών **December 2018** / Completion of
Works **December 2018**

Προϋπολογισμός Έργου / Project Budget **€13,250,000**

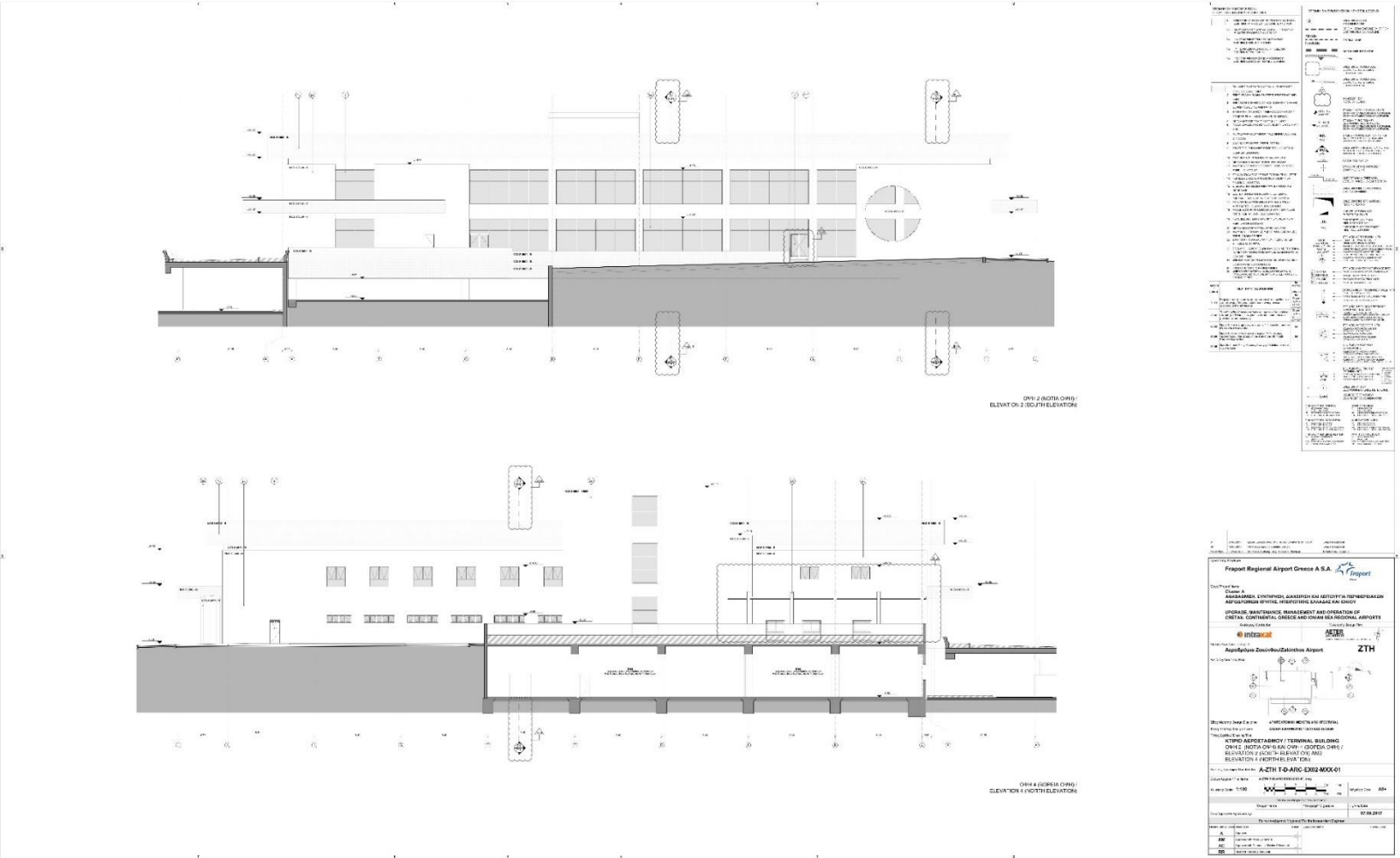
Zakynthos Κάτοψη Ισογείου / Ground Floor



Zakynthos Κάτοψη Υπογείου / Basement



Zakynthos Όψεις Κτιρίου / Elevations



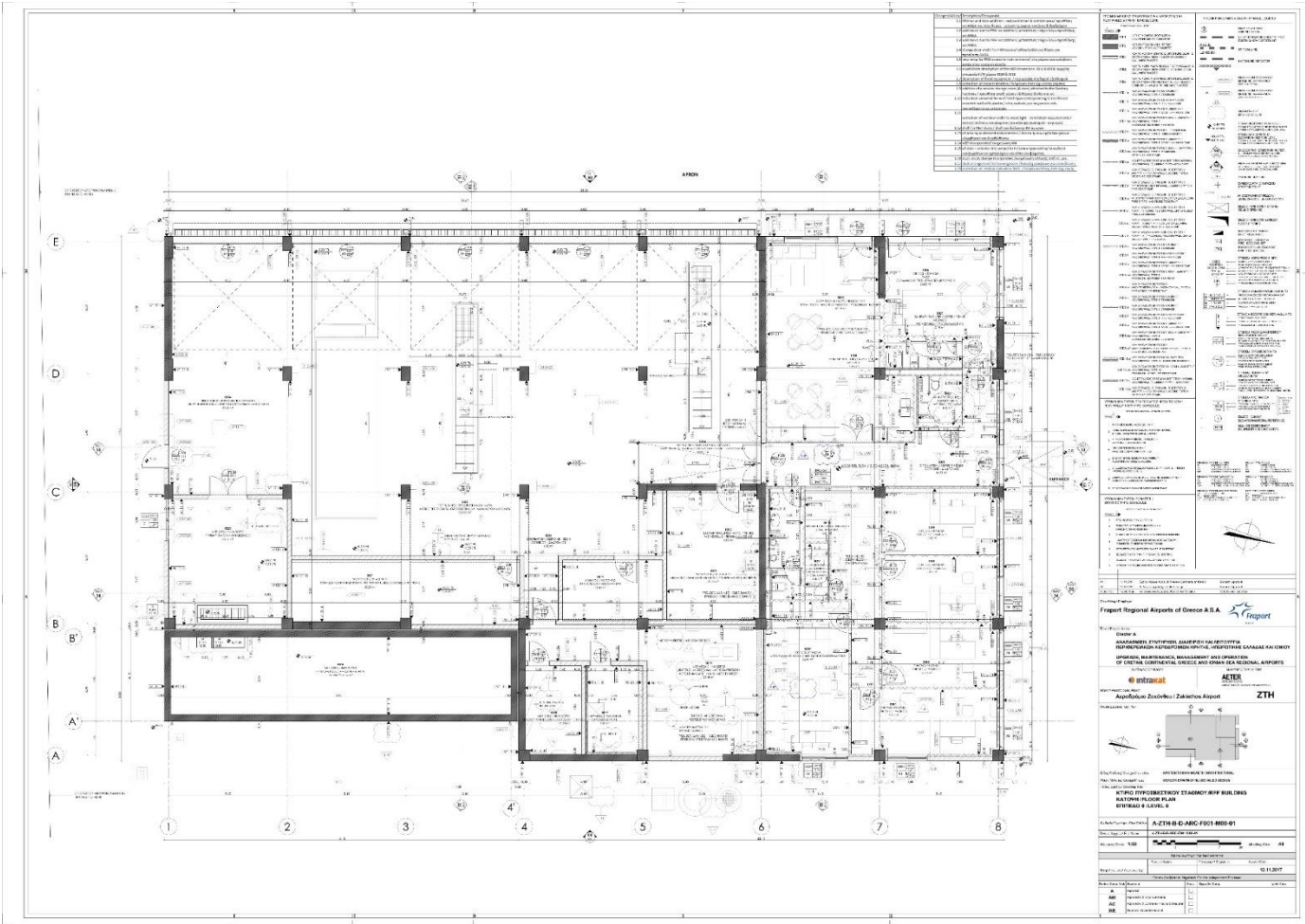
Zakynthos Φωτορεαλιστικά σχέδια / Rendered drawings



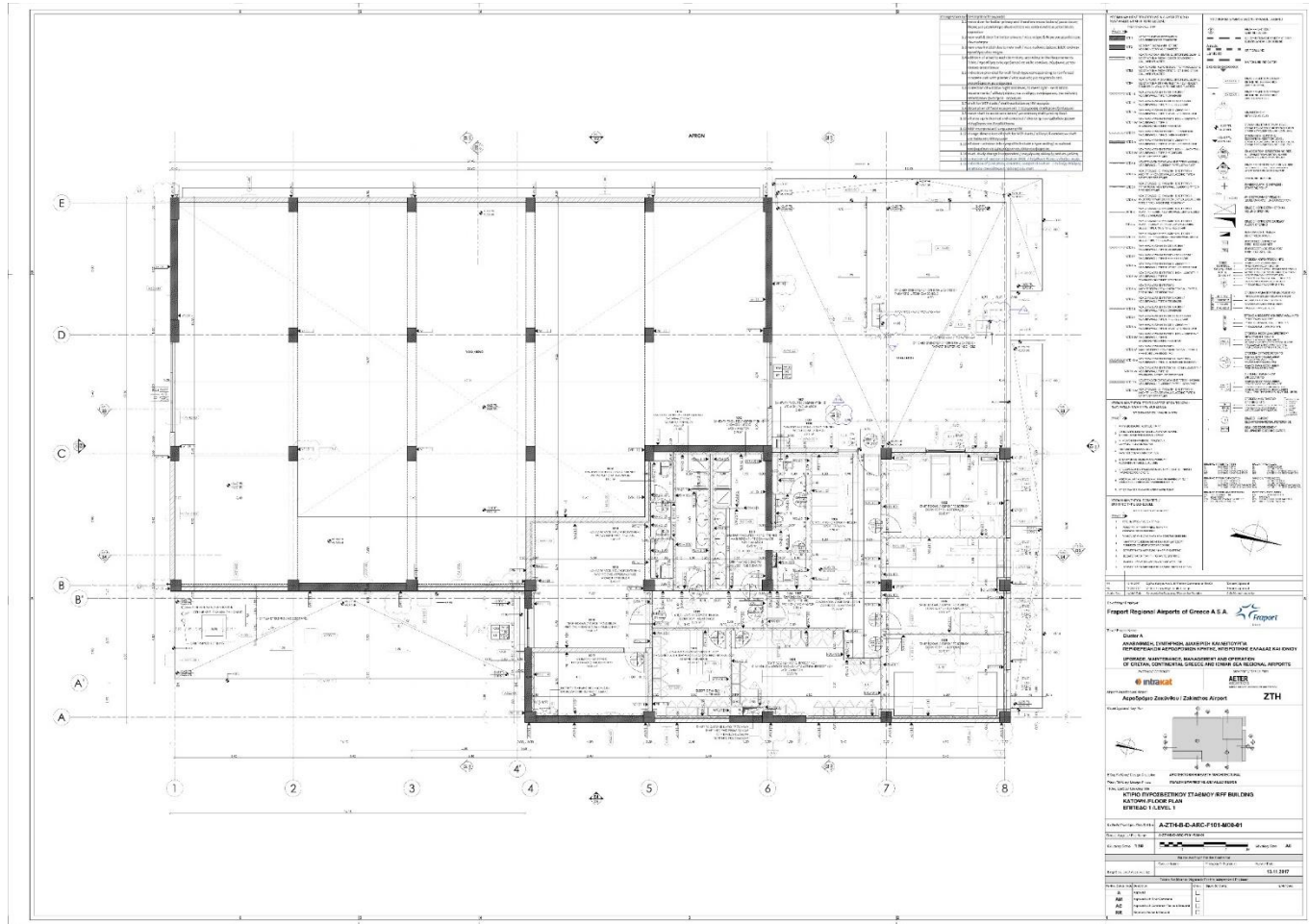
Zakynthos Φωτορεαλιστικά σχέδια / Rendered drawings



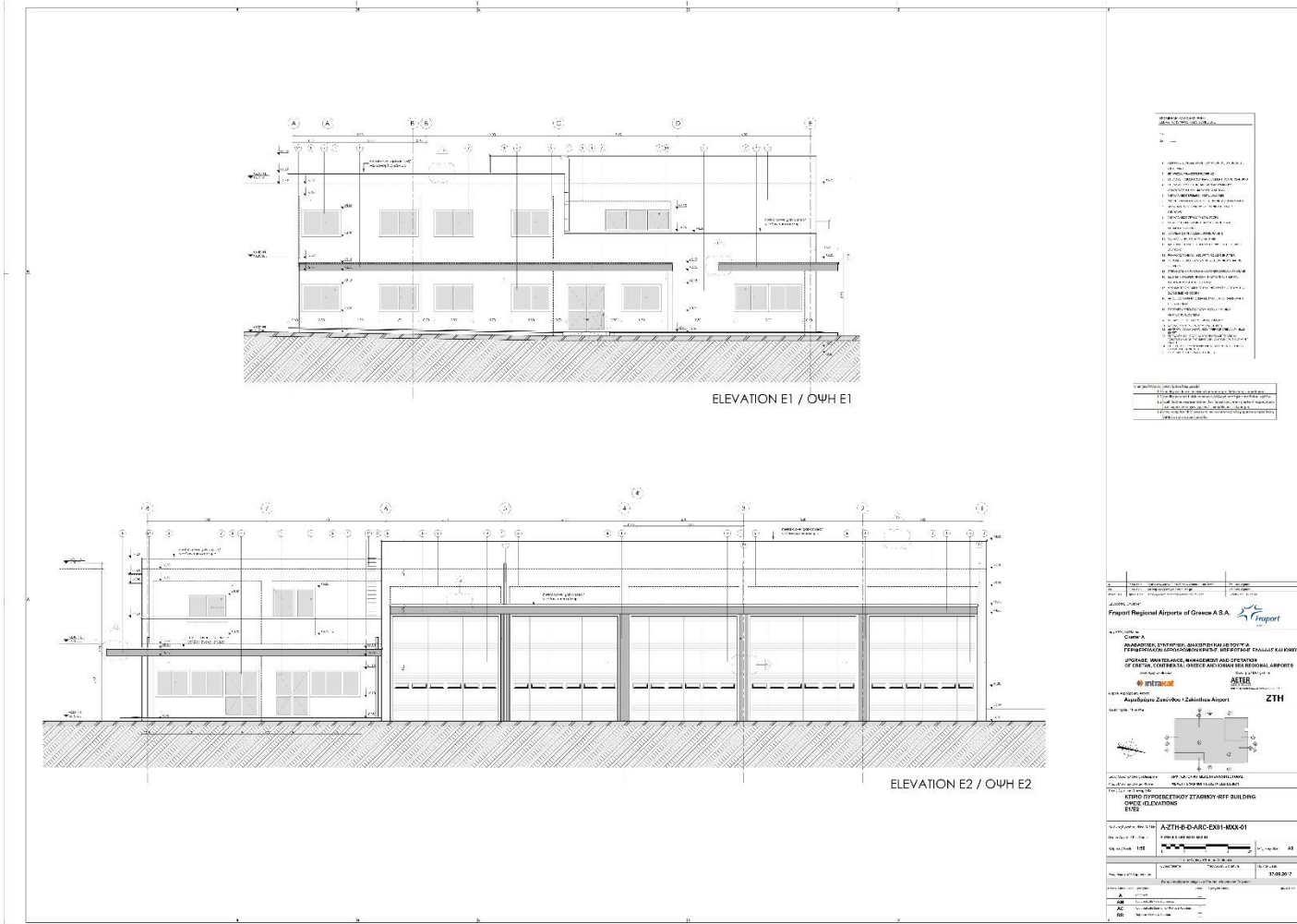
Zakynthos Νέος Πυροσβεστικός Σταθμός / New RFF



Zakynthos Νέος Πυροσβεστικός Σταθμός / New RFF



Zakynthos Νέος Πυροσβεστικός Σταθμός / New RFF



Εργασίες που είναι σε εξέλιξη / Imminent works in progress

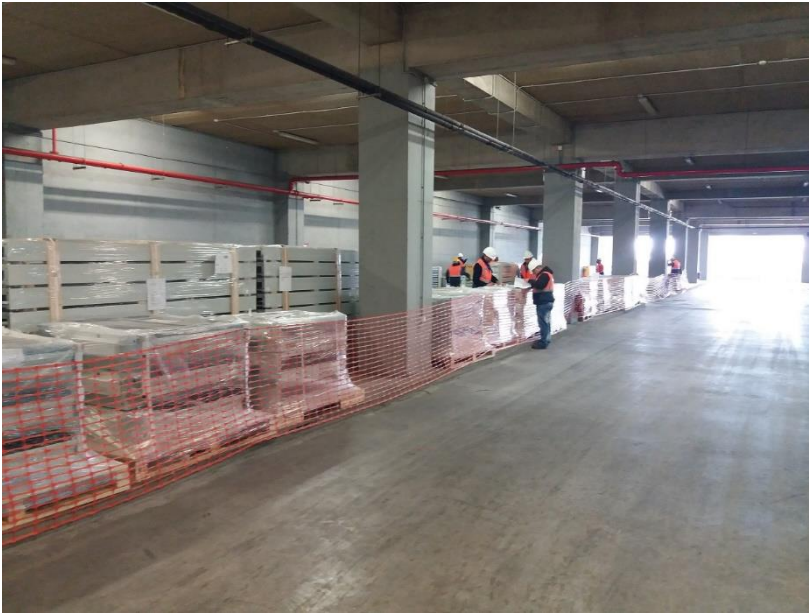


**Άνοιγμα οπής στην πλάκα
ισογείου – Slab opening on ground
floor**



**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**

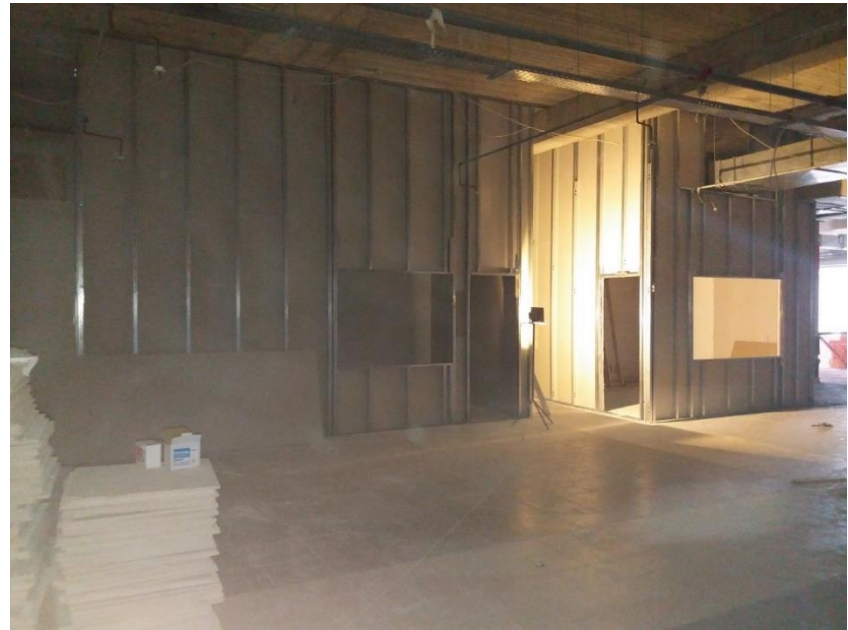


**Τοποθέτηση των νέων ιμάντων του
BHS - Setting-up the new BHS
conveyors**

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



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

**Καθαιρέσεις χώρων υγιεινής
ισογείου– Demolition of WC in
ground floor**



Εργασίες που είναι σε εξέλιξη / Imminent works in progress



**Καθαιρέσεις ισογείου – Ground
Floor Demolitions**

**Καθαρισμός περιμετρικών τάφρων
– Cleaning of ditches**





Thank you for your attention



Gute Reise!



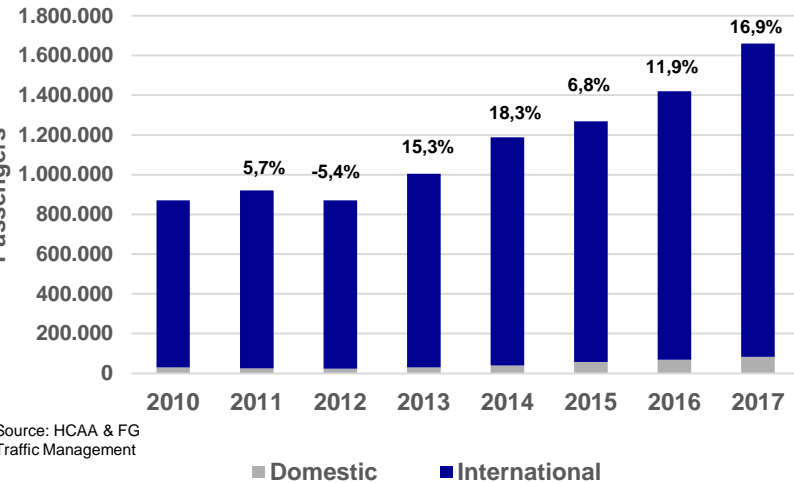
We make it happen

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.



Source: HCAA & FG Traffic Management

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

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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