



HELLENIC REPUBLIC ASSET
DEVELOPMENT FUND

Chios Marina Asset Overview



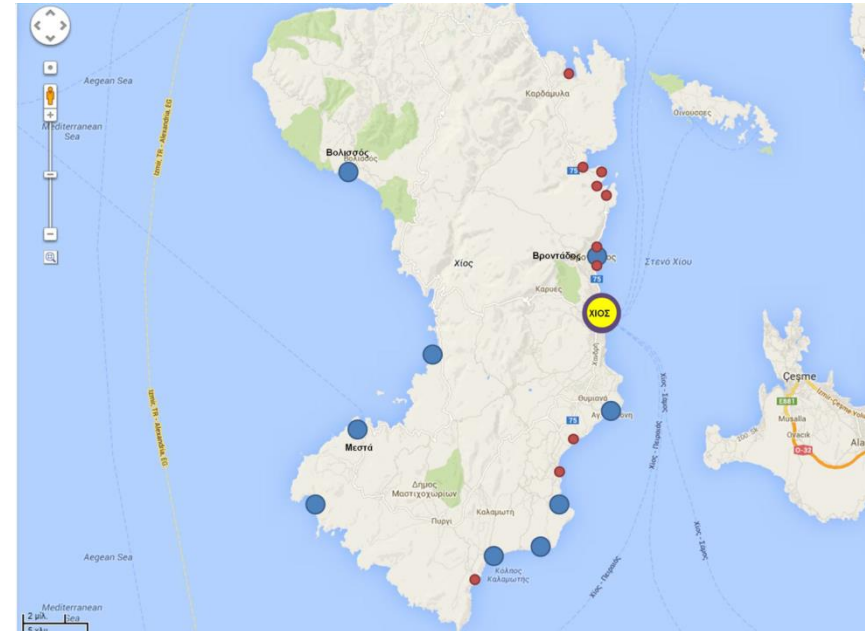
Athens, November 2017

Introduction

- The concession of port operation services (berthing and other services) and of the right to use, operate, manage and exploit the Marina of Chios asset for at least 35 years, is part of the on-going Privatizations Program of the Hellenic Republic (HR) (the “**Concession**” or the “**Project**”).
- The aforementioned right has been assigned to the Hellenic Republic Asset Development Fund (the “**HRADF**”) (by virtue of the 218/13.08.2012 ICARP decision as amended and in force).
- The land was surveyed and recognized as a marina under Law 2160/1993. The marina site-planning comes under the provisions of article 30 and Annex II of article 41 of Law 2160/1993.
- Currently the marina is non-operational.
- On October 26, 2017 the Board of Directors of the HRADF approved the commencement of the process for the privatization of Marina of Chios leading to the initiation of an international tender for the award of a contract for the concession of port operation services (berthing and other services) and of the right to use, operate, manage and exploit the marina, to a private investor.
- Within this framework, the HRADF invites interested investors to participate in a public tender process through which they shall have the opportunity to express their interest.
- The HRADF has appointed Kantor Management Consultants S.A. as its Financial Advisor in relation to the Concession.
- In this context, interested parties should review the relevant INVITATION FOR EXPRESSION OF INTEREST published on HRADF’s website and contact Kantor S.A. in the manner described on page 11 for any clarifications that may be required.

Chios Island is one of the largest and most prominent islands of the northeastern Aegean and the fifth largest in Greece...

- The Region of Chios consists of Chios, Oinousses, Psara and Antipsara and it is divided into three municipalities, those of Chios, Oinousses and Psara.
- The ship-owners of Chios and Oinousses are holding huge proportion in global shipping.
- Chios Marina is located in Castello, the center of the eastern coast of the island of Chios, about 2.5 km north of Chios Port.



- Port infrastructure and Chios marina
- Port infrastructure
- Smaller scale port infrastructure

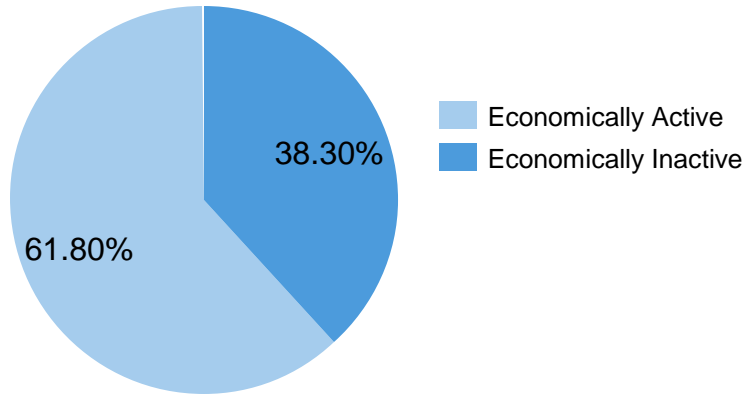
Demographics

Population of Chios(2011) ¹	51,390
Population of Municipality(2011) ¹	26,850

¹The population is calculated by taking into account only the people living in Chios island (i.e. not including Oinousses and Psara)

... demonstrating a gradual increase in tourism demand

Percentage of economically active population¹



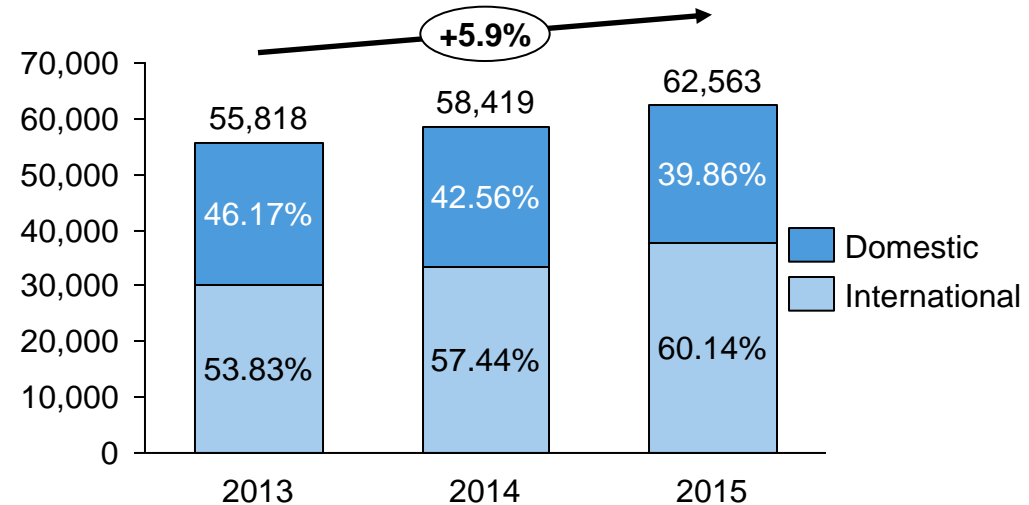
Number of arrivals and departures from port of Chios²

Chios Port	Year		
	2013	2014	2015
Disembarked passengers	195,592	193,516	181,564
Passengers embarked	193,735	221,514	271,914

Arrivals at airport of Chios³

Chios Airport	Number		
	2013	2014	2015
Domestic passengers	74,951	81,704	84,725
International passengers	8,735	8,228	7,224

Number of arrivals in hotels²



¹Hellenic Statistical Authority, 2011

²Hellenic Statistical Authority, 2013-2015

³Hellenic Civil Aviation Authority, 2013-2015

The maritime infrastructure of the marina was created in 1997



Location

Located on the waterfront of the residential area between the settlement called "Vrontados" and the city of "Chios"

Operational Data

Status	Not operational
Services	No (non existing networks)
Main Clientele	Yachts
Business Model	Home / Transient marina
Value Drivers	Location - Sailing Flows
Competition	Cesme, Mytilini, Samos etc.

Technical Data

Basin	28,000 sq.m.
Marine	Leeward, windward breakwaters and 4 permanent piers
Land area	~ 35,000 sq. m.
Note: At the entrance of the marina, existence of reef has been acknowledged	

Distances (km)

From the main port of Chios	2.5
Distance from Airport	6
Distance from General Hospital	South of the marina area
Distance from fishing port of Chios	0.6

The marina sea area covers an area of 79,000 sq.m. with basic infrastructure, while the land zone is untapped leaving significant room for further exploitation

Port Infrastructure

Existing / No need for improvement

Windward breakwater

Leeward breakwater

Mooring piers

Existing / Requires improvement

North pier

Dockyard

In need of

Permanent moorings for vessels

Fuel station

Hauling and launching ramp

Infrastructure for supply of water, power and communication to vessels

Comments

- Currently, the marina land area, created on embankments, is totally untapped.
- Significant potential for developing of necessary infrastructure, for the proper operation of the marina (e.g., buildings for servicing of mooring vessel)
- Additional infrastructure for commercial usage can be also considered (e.g. cafes, supermarkets, cinema etc.).
- The reef located at the entrance of the marina should be demolished.



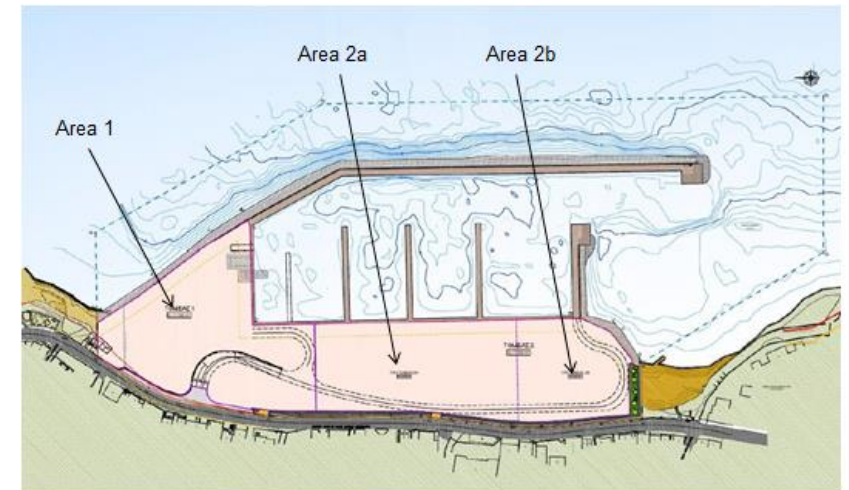
The proposed¹ development of the marina sea area includes the following interventions

Intervention	Description
Maritime infrastructure	Relates solely to service yachts and sailing vessels
Berth allocation	Optimal berth configuration to allow for accommodation of vessels of greater length. The proposed intervention aims at the creation of approximately 180 berths for vessels up to 25 m
Widening of the windward and leeward breakwater tip	<ul style="list-style-type: none"> ▪ To facilitate vehicle movement and maneuvering. ▪ To form sufficient space at the leeward breakwater for creating a fuel and waste reception station
The creation of a larger dockyard	The marina gains operational infrastructure for hauling/launching a vessel
The creation of a hauling/launching ramp	The marina gains operational infrastructure for hauling/launching a vessel
The demolition of the permanent northern pier	In the northern basin, in order to facilitate access of the yachts to the dockyard and the hauling/launching ramp
The demolition of the reef located at the entrance of the marina	The dredging of the wider area by the entrance of the marina
Potential accommodation of seaplanes	Infrastructure construction and operation related to the accommodation of seaplanes shall be licensed according to the relevant legislation in force.

¹The proposed developments have been identified and described as potential new works in the Strategic Environmental Impact Study (SEIS) already developed by HRADF

Similarly, the development of the land zone may consider the following infrastructure

	Infrastructure	m ²
Area 1	Drydock and maintenance of vessels	0
	Hangar for vessel maintenance	600
	Warehouse equipment-accessories craft of customers and Lockers	250
	Watersport facilities	200
	Electromechanical (E/M) marina facilities	100
	Super market	180
	Post of entry	10
	Outdoor parking slots	0
	Area 2A	Headquarters & Tower Control
Stores related to customer care		150
Toilets		100
Building for warehousing and service of technical personnel		150
Stores for shipping supplies		100
Stores for recreation, catering, trade & office		2500
Electromechanical (E/M) marina facilities		50
Area 2B	Hotel	2000
	Toilets	100
	Warehouse - auxiliary building	150
	Outdoor parking slots	0
Outside of areas	Fuel station	10
TOTAL		6900



Tender Process Overview

Phase	Description	Expected Date
<p>PHASE A</p> <p>PRE-QUALIFICATION STAGE</p>	<ul style="list-style-type: none"> ▪ Publication of the Expression of Interest (Eoi). ▪ Submission of requests for clarification on the Eoi (Q&As process) ▪ Potential investors shall express their interest by submitting a written Eoi. ▪ The Eoi should be submitted by to the Fund’s premises, on a specified date, time and submission way, or else the potential investor will be immediately disqualified. ▪ The Fund will review the submitted Eois and invite (in writing) all the Interested Parties which fulfill the eligibility pre-qualification criteria (“Eligible Investors”), to participate in the second phase of the Tender Process (“Phase B”). ▪ Disqualified Interested Parties will be notified in writing for the reasons of their disqualification. 	<p>Middle of Q4 2017 – Start of Q1 2018</p>
<p>PHASE B</p> <p>REQUEST FOR PROPOSAL</p>	<ul style="list-style-type: none"> ▪ In order to participate in Phase B, Eligible Investors will be required to sign a confidentiality agreement. ▪ Following the execution of the confidentiality agreement, Eligible Investors will receive binding bids instructions and a detailed description of Phase B. Also, they will be granted inter alia the right to: <ul style="list-style-type: none"> ○ Receive access to a virtual data room (VDR) in order to carry out their due diligence review on the Marina of Chios; ○ Conduct site visits following appropriate coordination and scheduling; ○ Submit comments on the RfP document and non-binding comments on the draft Concession Agreement; ○ Submit binding financial offers together with the relevant financing commitments and other supporting material. 	<p>Start of Q1 2018 – End of Q3 2018</p>

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Contact Information

For further queries regarding the asset of Marina of Chios and/or the privatization process, interested parties may contact:

Stavroula Saranti (Ms)

Tel: +30 2107297500

Tel. (direct): +30 2107297151

Fax: +30 2107249528

e-mail: sgs@kantor-group.eu

Kantor Management Consultants S.A.

Omirou & Vissarionos 1,

10672 Athens, Greece

<http://www.kantor-group.eu>

Nikoletta Kalfamanoli (Ms)

Tel: +30 2107297500

Tel. (direct): +30 2107297841

Fax: +30 2107249528

e-mail: nsk@kantor-group.eu

Kantor Management Consultants S.A.

Omirou & Vissarionos 1,

10672 Athens, Greece

<http://www.kantor-group.eu>