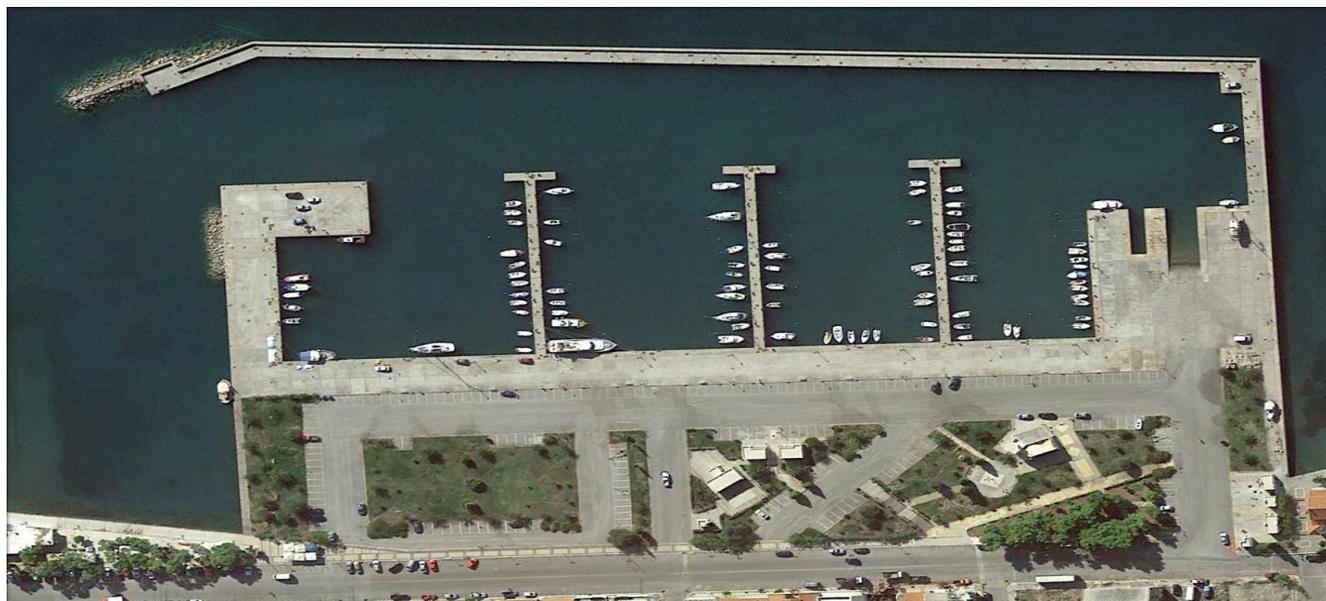




HELLENIC REPUBLIC ASSET  
DEVELOPMENT FUND

## Itea Marina Asset Overview



Athens, October 2019

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# Introduction

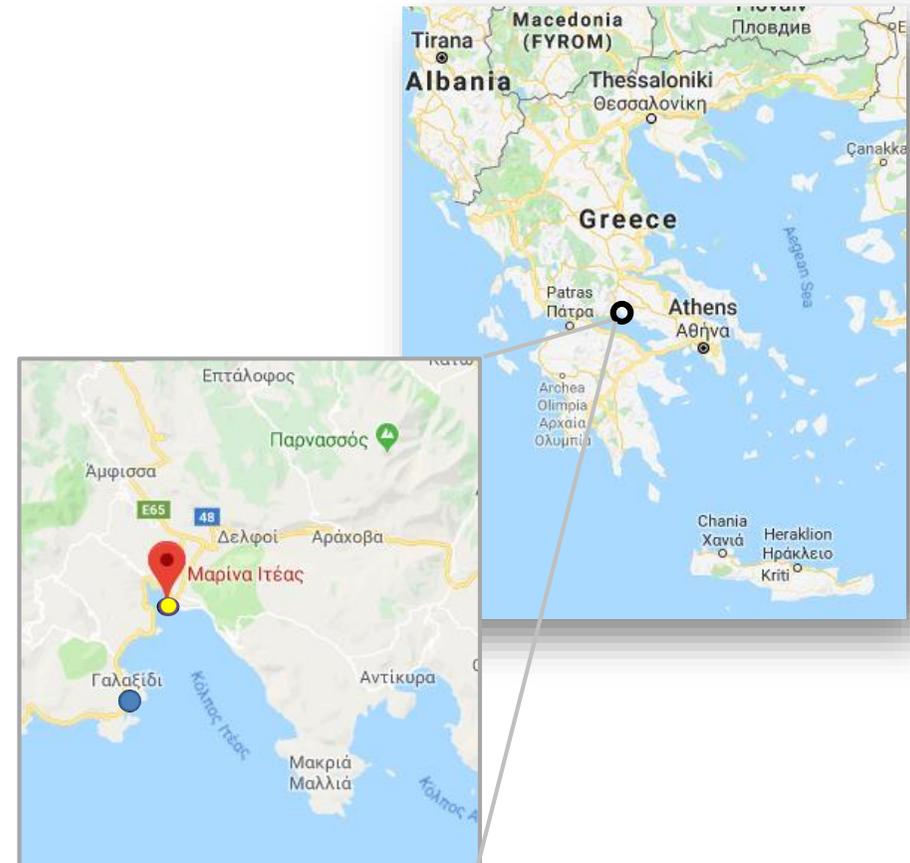
- The concession of port operation services (berthing and other services) and of the right to use, operate, manage and exploit the Marina of Itea asset for at least 35 years, is part of the on-going Privatizations Program of the Hellenic Republic (HR) (the “**Concession**” or the “**Project**”).
- The 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).
- Marina of Itea was site-planned according to the Ministerial Decision T/712/2000.
- Currently the marina is non-operational.
- In May 2019 the Board of Directors of the HRADF approved the commencement of the process for the privatization of Marina of Itea 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 8 for any clarifications that may be required.

# Itea is a small coastal picturesque town, situated on the north coast of the Gulf of Corinth

- Itea is a town and a former municipality in the southeastern part of Phocis, Greece. Since 2011 local government reforms made the city a part of the municipality Delphi, of which it is a municipal unit.
- Itea is situated on the north coast of the Gulf of Corinth, 2 km (1.24 mi) west of Kirra, 17 km (10.56 mi) southwest of Delphi, 13.2 km (8.2 mi) south of Amfissa and 81.1 km (50.39 mi) east of Naupactus.

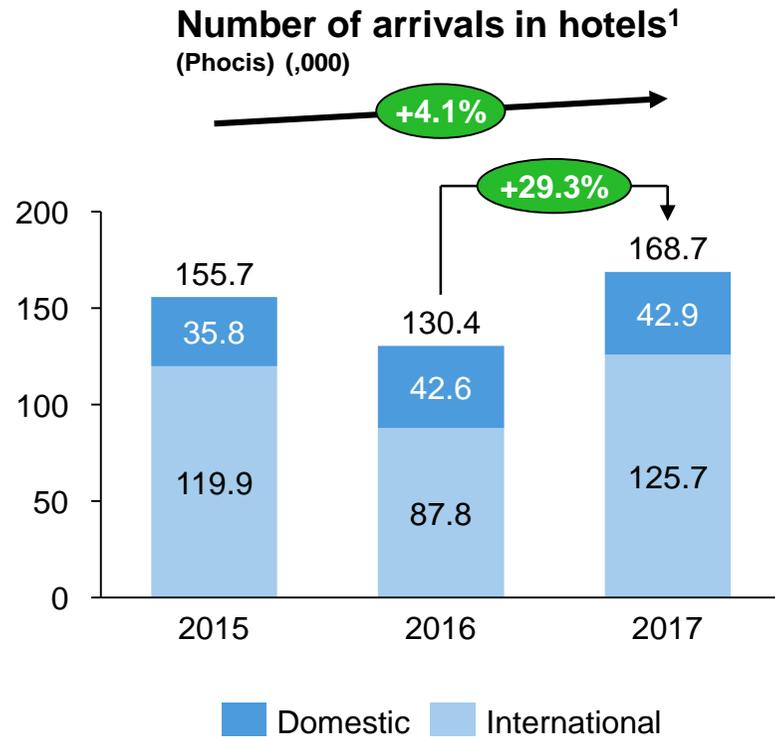
## Demographics

Population of Itea (2011)	4,362 citizens
Population of Municipality (2011)	5,888 citizens

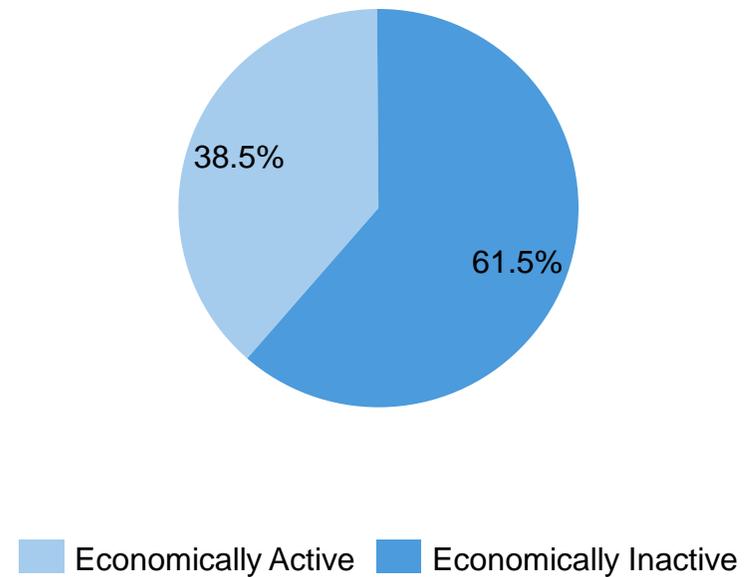


● Port infrastructure ● Itea marina

# Itea experienced significant tourist growth in the past period



**Percentage of economically active population<sup>2</sup>**  
in Delphi municipality



<sup>1</sup>Hellenic Statistical Authority, 2015-2017

<sup>2</sup>Hellenic Statistical Authority, 2011

# Itea Marina Overview



## Location

- It is located within the urban fabric of the city of Itea and it is within the immediate proximity of the archaeological site of Delphi.
- It is located 16.8 km from Delphi and 209 km from Athens.
- The marina has the potential to act as a stoppage during the crossing of the Corinthian Gulf for vessels traveling from the Aegean to the Ionian Sea via the Corinth Canal. Berthing boaters there can also visit the historical site of Delphi.

## Technical Data

Berths (today's capacity)	146
Basin	~ 26,000 sq.m.
Maximum yacht LOA	30 m
Land area	~ 24,700 sq. m.

## Operational Data

Status	Operational
Services	Berthing, Electricity & Water supply
Main Clientele	Yachts
Business Model	Transit port
Value Drivers	Location



## The marina basin area covers an area of 26,000 sq.m. with basic infrastructure, while the land zone has a room for small exploitation

### Port Infrastructure

- The breakwater protecting the port basin from the south generated waves is constructed by cellular concrete blocks and is 485 m long up to its head with its first part 160m. long and the last 20m constructed by natural armour stones.
- The depth of the basin is 5m from Mean Water Level.
- A small travelift and a 18.5m by 9m ramp are situated at the western part of the marina. Within the basin three 75m. long and 3m. wide T shaped piers have been constructed.
- The superstructure of the quaywalls and the piers are equipped with cast-iron bollards, utility pillars, lighting, fire fighting and beacons at the breakwaters' heads.

### Land Zone

- The marina land zone (total ~24,700 sq.m.) consists of three land plots: (i) parts of two major land plots under Greek State ownership (seashore), which parts are of approx. 22,720 sq.m. and (ii) part of a major land plot under Municipality of Delfi ownership (streets), which part is of approx. 1,980 sq.m.

### Land Development

- It is located within the urban fabric of the city of Itea and it is within the immediate proximity of the archaeological site of Delphi.
- In addition to the port works, part of the land facilities have been built.
- The marina is located in a NATURA area and has no cultural or archeological restrictions.
- There are no abandoned vessels and wrecks in the land and sea zone of the tourist port.

Zone	Use	Max. Buildable
Zone 1	<ul style="list-style-type: none"> <li>• Entrance</li> <li>• Fire station</li> <li>• Electro-mechanical facilities</li> </ul>	67 m <sup>2</sup>
Zone 2	<ul style="list-style-type: none"> <li>• Marina Administration and Operation</li> <li>• Port Authority</li> <li>• Customs</li> </ul>	425 m <sup>2</sup>
Zone 3	<ul style="list-style-type: none"> <li>• Storage</li> <li>• Toilets</li> </ul>	135 m <sup>2</sup>
Zone 4	<ul style="list-style-type: none"> <li>• Tourism – Leisure (restaurants and canteens)</li> </ul>	80 m <sup>2</sup>
	<ul style="list-style-type: none"> <li>• Various</li> </ul>	4 m <sup>2</sup>
<b>Total</b>		<b>711 m<sup>2</sup></b>

Note: Further to the afore described land usages, there are also additional 20 m<sup>2</sup> outside the zones' area that can be potentially exploited (i.e. for yacht fuel and waste reception station)

# Tender Process Overview

Phase	Description	Expected Date
<p><b>PHASE A</b></p> <p><b>PRE-QUALIFICATION STAGE</b></p>	<ul style="list-style-type: none"> <li>▪ Publication of the Expression of Interest (EoI)</li> <li>▪ Submission of requests for clarification on the EoI (Q&amp;As process)</li> <li>▪ Potential investors shall express their interest by submitting a written EoI</li> <li>▪ The EoI should be submitted to the Fund’s premises, on a specified date, time and submission way, or else the potential investor will be immediately disqualified</li> <li>▪ 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”)</li> <li>▪ Disqualified Interested Parties will be notified in writing for the reasons of their disqualification</li> </ul>	<p>Start of Q4 2019</p>
<p><b>PHASE B</b></p> <p><b>REQUEST FOR PROPOSAL</b></p>	<ul style="list-style-type: none"> <li>▪ In order to participate in Phase B, Eligible Investors will be required to sign a Non-Disclosure Agreement (NDA)</li> <li>▪ 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"> <li>○ Receive access to a virtual data room (VDR) in order to carry out their due diligence review on the Marina of Itea</li> <li>○ Conduct site visits following appropriate coordination and scheduling;</li> <li>○ Submit questions on the RfP document and non-binding comments on the draft Concession Agreement;</li> <li>○ Submit binding financial offers together with the relevant financing commitments and other supporting material.</li> </ul> </li> </ul>	<p>Middle of Q4 2019 – End of Q1 2020</p>

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## Contact Information

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