

ATHENS INTERNATIONAL AIRPORT

Request for Information (RfI)

for the Development and Operation

of a 2nd Airport Hotel

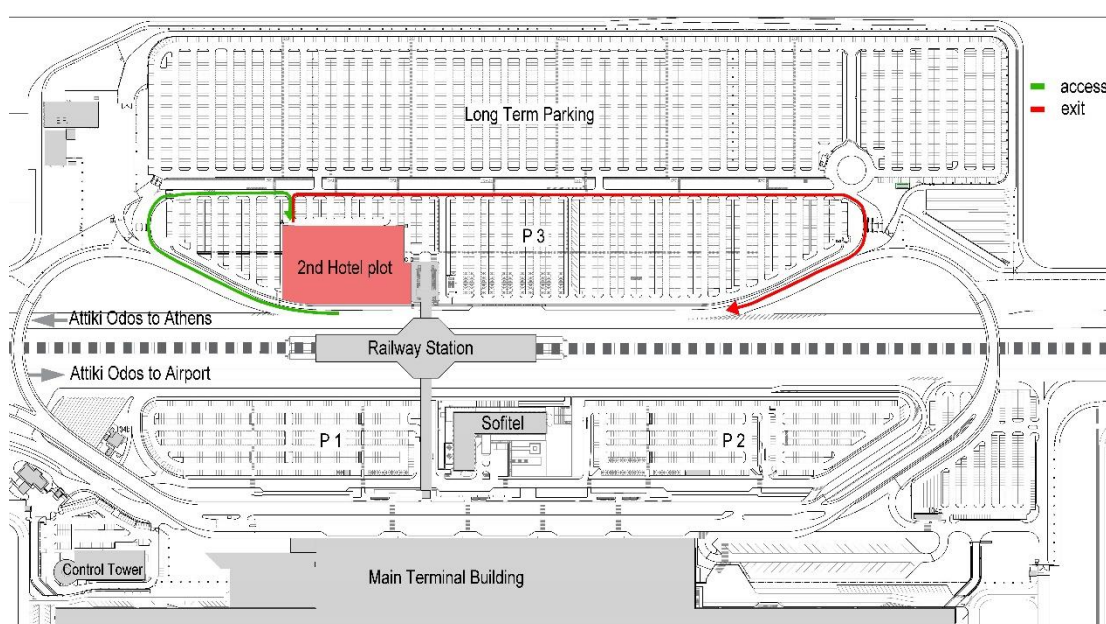
I. Scope of the RfI

In accordance with Article 13 of the "Airport Development Agreement" (ADA), ratified by Article 1 of Law 2338/1995 as further amended and ratified by Law 4594/2019, Athens International Airport S.A. (AIA) is inviting qualified and experienced parties to provide information and potentially express their interest for the development and operation of a 2nd Airport Hotel (hereinafter the "Hotel").

The present RfI is not part of a tender process, therefore any response to it should be considered of non-binding nature both for AIA and the Interested Parties. AIA wishes to scan the market's dynamics and intentions aiming at gathering information and recording the preliminary interest towards the financing, design, construction and operation of the Hotel.

II. The Land plot and Development principles

The designated land plot to be developed is located within the long-term parking area (P3), 200 meters away from the Main Terminal Building and adjacent to the metro and suburban railway station. The plot has a total surface area of approximately 7,500 sqm.



The following development principles apply:

- Full compliance with the ADA provisions;
- Development and operation through award of relevant Airport Concession Rights ("the Concession");
- Concession term to expire on 31/12/2045;
- Build-Operate-Transfer (BOT) development method:
 - a) AIA to provide the basic utilities up to the borders of the site,
 - b) Concessionaire to undertake the development of the facility, including the internal site configuration and any potential upgrade of infrastructure and/or utilities;
- Applied "Green building" design, construction and operation;
- Site hand-over by AIA in an "as is" condition (currently as paved parking area);
- No "Exclusivity Right";
- Assignment, subletting, and subcontracting allowed and valid only upon AIA's approval.

III. Accommodation concept and services

AIA's overall goal is to provide qualitative accommodation services for the Airport passengers and visitors through a commercially attractive facility both for AIA and the Concessionaire, aiming at complementing the established offer by the 5-star (5*), 345 rooms Sofitel Athens Airport.

AIA presents an indicative Hotel concept which may form the basis for further discussion:

- Three-star (3*) international standards service or alternatively a combined three to four-star (3*- 4*) concept;
- Established and acclaimed hotel brand of international exposure and network, preferably present at airports;
- Capacity of at least 250 rooms;
- Appropriate food & beverage offer;
- Fully equipped gym;
- Optionally, meeting rooms and complementary business services;
- Adequate parking for the Hotel guests within the designated plot (access via P3 entrance).

IV. Parties Concerned

Interested Parties may be individual hotel brand owners/operators, real estate developers, financial institutions, investors, contractors, or any joined scheme (group of companies).

Interested Parties should exhibit proven experience in developing and operating hotels under an established brand name(s) of international exposure and network, preferably at airport(s).

Interested Parties may form a group of companies provided that such scheme incorporates a qualified and experienced hotel brand owner/operator that will undertake the long-term management of the Hotel.

As AIA's strong preference, it should be considered that the Hotel brand owner/operator will be called to eventually acquire and hold an equity participation of at least 5% in the Concessionaire's shareholding structure.

V. Requested Information to be submitted by Interested Parties

Interested Parties are requested to express their interest and provide information related to their background, current business portfolio and activities as well as to enlighten AIA about their conceptual approach for the Hotel development and operation model.

Interested Parties are requested to provide the following information:

1. A brief company profile including company name, address of head office, main shareholders (holding at least 5%) and, if applicable, link with parent company.
2. An organizational structure of the company and total number of employees.
3. Name and address of nominated representative for all communication, including telephone number and e-mail address; the representative must be delegated to answer any queries of AIA, act in its name and on its behalf as may be needed.
4. A cover letter duly signed by the legal or nominated representative expressing the interest for the development and operation of the Hotel.
5. Business portfolio information, list of hotel brands, countries and number of facilities currently under operation;
6. Experience from operating hotel(s) under international branding at or nearby an airport;
7. A brief description of the intended proposed concept for the Hotel. Indicatively:
 - Brand name for the Hotel;
 - Size of the facility – Indicative total built area and number of rooms;
 - List of basic services and complementary amenities (F&B etc.);
8. Any complementary documentation or visual material (pictures, illustrations) presenting the proposed concept;
9. Proposed Hotel operating model, i.e. through hotel management agreement or franchise contract.
10. Any other issue or comment considered critical for the project.

Note: The above information should be submitted in English (except for brochures or supporting material, as applicable).

VI. Submission of Requested Information

Interested Parties are requested to submit information and any supporting documents in a sealed envelope, clearly marked with the company name & address and the indication: "RfI for the Development and Operation of a 2nd Airport Hotel".

The cover letter and the information must be submitted in four (4) copies; one (1) of which must be in hard copy duly signed by the nominated representative, clearly marked as "Original" whilst the remaining three (3) must be in soft copies on CDs or USB in a sealed envelope.

The sealed envelope should be delivered or sent via registered mail to:

Athens International Airport S.A.

Administration Building (17) 190 19 Spata, Greece

Attn.: Mr. Theodosios Kalyvas, Manager Property Development

Deadline for responding to the RfI: 29/07/2022, 16:00 Athens local time

VII. Other Information

- In the pre-covid year of 2019, the Airport recorded an all-time high performance with 25.57 million passengers. Analytical data regarding the passenger traffic development from 2002 until today can be retrieved at <https://www.aia.gr/company-and-business/the-company/facts-and-figures>.
- The present RfI and any terms or provisions contained herein form no basis for compensation and no natural person or entity either acting solely or collectively acquire whatsoever any rights or claims of any kind for compensation arising out or about this RfI.
- AIA reserves the right not to proceed with any further discussions/procedure and/or a tender process in the future. In any case the Interested Parties are not entitled to any compensation by AIA.
- Interested Parties may be asked to supply additional information or clarifications.
- Confidentiality shall be applied to all submitted information.
- For any clarification on the RfI deliverables please contact:

Mr. Theodosios Kalyvas, Manager Property Development

Tel: +30 210 3537207, email: KalyvasT@aia.gr