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Your ref.

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Subject: Fraport Greece and General Aviation

Dear Sirs,

Following your recent communication, we organized a meeting with your association on the 11th of June 2021 and we listened carefully to your claims on the high cost for AOPA members to operate their private aircraft in Greece. During our discussion, it quickly became evident that the costs related to privately owning and operating an aircraft in Greece are not related to Fraport Greece, but primarily to the level of taxation and the aviation charges incurred by various aviation stakeholders, including fueling and ground handling companies.

We appreciate the effort of private aircraft owners to reduce their operating costs and make it cheaper to fly their private aircraft in Greece, however we do believe that the costs related to airport charges represent a small proportion of the total cost of operating such an aircraft. As an example, for an aircraft of 1.5 tones the owner will pay a landing charge of 50 euros and for parking 10 euros for the first day (20 euros for every day thereafter). Fraport Greece offers at its fully compliant, EASA and ACI certified airports, well-maintained facilities, emergency response, safety management, high-level security and rescue & firefighting services. In addition to the airport charges, according to AOPA members, the owner will be charged by ground-

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handling companies more than 190 euros plus taxes and double that amount for aviation fuel. Evidently, the effect of airport charges related to Fraport Greece is minimal compared to the impact services like ground handling or refueling have on the total cost of operating a private aircraft in Greece.

The primary purpose of regional airports is to support commercial air transport, which is important for the economic development of the local communities and the country in general. More than 72% of incoming tourists arrive in Greece through air transport, especially during the summer period, using-up the vast majority of capacity at the regional airports. You will surely agree, the general benefit takes precedence over the preference of private aircraft owners to visit the islands with their own aircraft during the busy summer period.

Recognizing that our airports are very constrained during the summer season, and in our effort to help general aviation, we have made an agreement with the Hellenic Air Force to allow general aviation aircraft to use their aerodromes for parking (those airports include: Agrinio, new Agrinio, Polichnitos Lesvos, Maleme, Amygdaleona, Kalathos Rhodes, Olympon Chios, Lamia, Tymbaki and Aktio).

During our discussions, you asked us to identify areas within our airports which are outside those allowed by international safety regulations, but where your members could park their aircraft. Operating safe, secure and compliant airports is our primary mission. Most of the island airports we operate have a single runway the closure of which due to an aircraft incident can have significant consequences to the economy of the island and the access of its citizens to emergency services. However, we also understand that your members are willing to take risks in order to park their aircraft. We have agreed to work together with you towards finding such areas (with safety a priority) to benefit your members and the general aviation community.

We recognize that there are factors completely outside the airport community which affect your members. The capacity of Air Traffic Control in Greece is limited and during the summer months, it is primarily dedicated to arriving, departing and overflying commercial and military traffic. In addition, it is the commercial choice of fueling companies not to offer lead-rich aviation fuel for small private aircraft at our airports. We do not have the authority to impose to those companies to have a non-viable commercially and environmentally product, to serve your members.

Notwithstanding the above, as Fraport Greece we have always welcomed general aviation at our airports as a vibrant section of the aviation community. We would like to work with you towards effectively attracting more general aviation activity and we are willing to establish a working team to evaluate all available options, however for the above-mentioned reasons we believe that, this can be done easier during the months outside the summer season.

Yours Sincerely,

For Fraport Regional Airports of Greece Management Company S.A.



Alexander Zinel
Chief Executive Officer



Ilias Maragakis
Chief Operating Officer