



HELLENIC REPUBLIC



MINISTRY OF ECONOMY AND FINANCE

Novelty and opportunities in the Greek PPP market

November, 2007

1. The legal framework

Law 3389/2005 introduces a new legal framework for the implementation of Public - Private Partnerships in Greece. This legal framework aims at regulating the implementation of projects and the provision of services through PPP schemes. Specifically, the law defines the Public Entities that can implement partnership contracts with Private Entities, in areas falling within the scope of their competence.

Law 3398/2005 aims at providing incentives for both public and private entities, so as to engage themselves in PPPs for the construction of infrastructure or the delivery of services, when it can be demonstrated that this procurement method delivers value for money for the public sector. This Law defines the minimum content of a PPP contract, with a clear description of the rights and obligations of both parties, regulates specific issues, such as financing, participation of public entities in partnerships, the payment mechanism, the granting of permits, the protection of the environment, the treatment of archeological findings, expropriations and cases of projects undertaken by Public Utility companies.

Moreover, legal issues related to these partnerships, such as the transfer of claims, validity of sureties in rem, taxation and resolution of disputes (arbitration) are clearly defined. According to the new legal framework, parliament ratification of PPP contracts is no longer required, while specific issues related to risk allocation, which were difficult to be dealt with in the past are efficiently tackled.

The new legal framework provides that under a partnership contract, the Private Entities assume a substantial part of risks associated with the financing, construction, availability of or demand for the partnership object, against payment to be made as a lump sum or in installments by the Public Entities or by final users of the works or services. As such, the financing, in whole or in part, for the construction of the works or the provision of services, is provided by resources and funds secured by the Private Entities that are

paid back during the operational period of the projects. Finally, the procurement procedures are in line with the EC Directive 2004/18.

2. The PPP Unit

Under Law 3389/2005, a Special Secretariat for Public-Private Partnerships (PPP Unit) has been established in the Ministry of Economy and Finance, having the responsibility to identify projects that can be delivered via PPP schemes.

The establishment of this PPP Unit has been based on other similar units already operating in other Members – States of the European Union for the promotion and implementation of PPP projects. The PPP Unit aims at supporting the Inter-Ministerial PPP Committee and Public Entities, while its main tasks involve the following:

- Identification of the works or services that could be implemented or provided through Partnerships and be included under the provisions of Law 3389/2005,
- Evaluation of the proposals submitted by public entities and their subsequent forwarding to the Inter-Ministerial PPP Committee for approval,
- Promotion, in general, of the construction of works or the provision of services through the Partnership framework,
- Facilitation and support of Public Entities in pursuing contract award procedures, as defined in Law 3389/2005, for the selection of Private Entities,
- Monitoring of the implementation of Partnership Contracts.

A Public Entity (Contracting Authority), wishing to implement a PPP project submits a proposal to the PPP Unit, whereby all related technical, financial and legal aspects of the project are outlined. The PPP Unit evaluates this proposal and if the criteria are met it is included in the "List of Proposed

Partnerships", a non-binding list with proposed PPP projects that can be implemented via a PPP scheme and fall under the provisions of Law 3389/2005.

For every project included in the "List of Proposed Partnerships" the PPP Unit drafts a short report, addressed to the Inter-Ministerial PPP Committee, outlining the following:

- The financial, technical, socioeconomic and legal reasons that justify the implementation of the projects under a PPP scheme
- The criteria taken into account for the selection of the projects included in the "List of Proposed Partnerships"
- Any actions undertaken by the Contracting Authorities for the preparation of the partnership, such as, for example, the appointment of financial, legal and technical advisors, preliminary designs and drafting of project contracts
- The type of the proposed contract award procedure and an indicative time schedule
- An indicative budget of the project.

Based on the data of this short report the Inter-Ministerial PPP Committee approves and includes under the provisions of Law 3389/2005 the proposed partnerships.

3. The approved projects

Up to date, 24 PPP projects with a total budget of 3.1 billion euros have been approved corresponding to 140 new infrastructure sites.

The majority of these projects will be implemented in the province of Greece, a fact that justifies in practice the role of PPPs as an additional, multidimensional tool of regional development that aims at contributing to the social convergence and cohesion.

The first PPP project was launched in March 2007 by the Hellenic Real Estate Corporation (www.ked.gr) and involves the design, construction, financing and facility management of seven new buildings of the Hellenic Fire Service. The PPP tender for the construction and facility management of an International Conference Center in the Faliro Pavilion was launched in July, while the tenders of the University of Peloponnisos and the prisons' project will both have been launched by December, 2007. According to this planning, it is estimated that all approved projects will have been tendered within the next 18 months.

The table below summarizes the tendering timetable of the approved projects:

	Project	Status
Education		
1	Construction, renovation and maintenance of 27 new school buildings in the region of Attica	PPP tender: 1 st Quarter 2008
2	Construction and maintenance of 31 new school buildings in the region of Central Macedonia	Advisors' appointment: November 2007 PPP tender: 2 nd Quarter 2008
3	Construction and maintenance of 23 new school buildings in the regions of East Macedonia and Thrace, West Macedonia, Epirus and Ionian islands.	Advisors' appointment: February 2008 PPP tender: 4 th Quarter 2008
4	Construction and maintenance of new buildings for the University of the Peloponnese	PPP tender: December 2007
Health		
5	Construction and maintenance of the new Pediatric Hospital of Thessaloniki	Advisors' appointment: January 2008 PPP tender: 2 nd Quarter 2008
6	Construction and maintenance of the new Oncological Hospital of Thessaloniki	Advisors' appointment: January 2008 PPP tender: 2 nd Quarter 2008
7	Construction and maintenance of the new General Hospital of Preveza	Advisors' appointment: 1 st Quarter 2008 PPP tender: 3 rd Quarter 2008
8	Implementation of the Rehabilitation and Recovery Centre of Northern Greece	Advisors' tender: November 2007 Advisors' appointment: 1 st Quarter 2008

Justice		
9	Construction and maintenance of two Court Houses	Advisors' appointment: December 2007 PPP tender: 2 nd Quarter 2008
10	Construction and maintenance of three new Prisons	PPP tender: 1 st Quarter 2008
Tourism		
11	Construction of an International Conference Center in the Faliro Pavillion (Tae Kwon Do stadium)	PPP tender under way Selection of the PPP Contractor: 2 nd Quarter 2008
Public Sector Accommodation		
12	Construction and maintenance of seven new Fire Stations	PPP tender under way Selection of the PPP Contractor: 1 st Quarter 2008
13	Facility management of four buildings of the Hellenic Police	PPP tender: 1 st Quarter 2008
14	Construction and maintenance of eleven new buildings of the Hellenic Police	PPP tender: December 2007
15	Construction and maintenance of a Government House for the Prefecture of Fthiotida	Advisors' appointment: November 2007 PPP tender: 1 st Quarter 2008
16	Construction and maintenance of a Government House for the Prefecture of Achaia	Advisors' appointment: November 2007 PPP tender: 1 st Quarter 2008
17	Construction and maintenance of a Government House for the Prefecture of Corinth	PPP tender: 1 st Quarter 2008
18	Construction and maintenance of a Government House for the Prefecture of Trikala	PPP tender: 1 st Quarter 2008
19	Reconstruction of the "Domboli" building complex for the accommodation of the services of the Region of Epirus	Advisors' appointment: December 2007 PPP tender: 2 nd Quarter 2008
20	Construction and maintenance of the Administration Park buildings in the city of Alexandroupolis	Advisors' appointment: 1 st Quarter 2008 PPP tender: 2 nd Quarter 2008
21	Construction and maintenance of the new buildings of the Ministry of Economy and Finance, of sports infrastructure and animation park of the Chalandri Municipality, and construction of buildings for the accommodation of services of the Chalandri Municipality	Advisors' appointment: 1 st Quarter 2008 PPP tender: 3 rd Quarter 2008

Ports Infrastructure		
22	Installation and operation of security systems in twelve Greek Ports	Advisors' appointment: January 2008 PPP tender: 2 nd Quarter 2008
Environment		
23	Implementation of infrastructure for the Integrated Waste Management System in the Region of Western Macedonia	Advisors' tender: January 2008
24	Implementation of sewerage networks and sewage treatment unit in the Municipality of Rafina	Advisors' tender: 1 st Quarter 2008

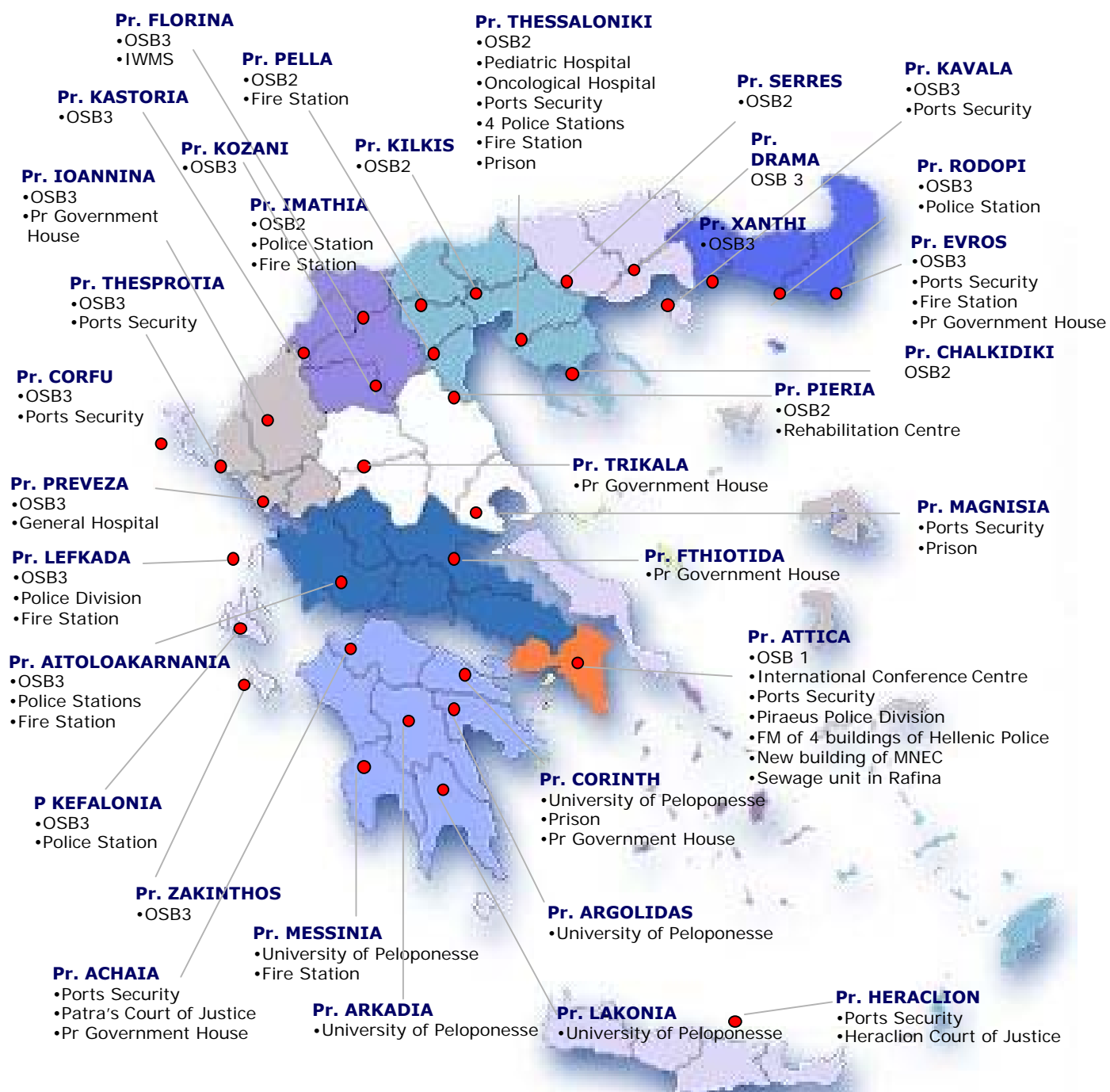
4. Ending remarks

The up to date progress of the PPP institution creates positive prospects for the further implementation of PPPs in Greece. It is now demonstrated in practice that the Greek public authorities have a clear picture of the benefits and the new opportunities that the careful design and implementation of PPP projects can yield for the faster provision of infrastructure and better quality services to the citizens. It is also evident that the private sector considers PPPs as a new field for business activity. The approval of the implementation of a significant number of projects, along with the demonstrated consistency of words and actions, creates substantial investment opportunities that stimulate the interest of many firms for participating in the implementation of these projects.

On top, the rapid development of PPPs renders Greece a focal point for the wider implementation of this institution in neighbor countries. Through the leading position that Greece now has in the European PPP map in the wider region of Southeastern Europe and the Mediterranean, it is an attractive pole, that has all it takes so as to foster business activity and maximize benefits for both public and private sector.

PPPs

140 new infrastructure in Greece



Pr.: Prefecture
 OSB1: 27 new schools in Attica
 OSB2: 31 new schools in Macedonia
 OSB3: 23 new schools in Macedonia, Thrace, Epirus and the Ionian islands
 Port Security: Installation of security systems in 12 Greek ports
 University of Peloponnesse: Construction and maintenance of 7 new buildings for the University of the Peloponnesse
 Police Stations: Construction and maintenance of eleven new buildings of the Hellenic Police
 Police Stations: Construction and maintenance of seven Fire Stations
 Rehabilitation Centre: Implementation of the Rehabilitation and Recovery Centre of Northern Greece
 New building for MNEC: Construction and maintenance of the new buildings of the Ministry of Economy and Finance
 Sewage unit in Rafina: Implementation of sewerage networks and sewage treatment unit in the Municipality of Rafina
 IWMS: Implementation of infrastructure for the Integrated Waste Management System in the Region of Western Macedonia

Construction and maintenance of 27 new school buildings in the area of Attica



This project for the construction and maintenance of 27 new school buildings in the area of Attica was the first PPP project approved by the Greek Inter-Ministerial PPP Committee in April 2006. Contracting Authority of this project is the Organization of School Buildings (www.osk.gr), a public entity supervised by the Greek Ministry of Education.

According to the approval decision, these 27 new school buildings, that have a total surface of approximately 75,000m², will be grouped in two subgroups, which will be separately procured. The PPP contractors that will be involved in these two projects will assume the responsibility for the construction and financing of the schools, along with their maintenance and facility management for a period of 25 years. The planning of the educational policy and teaching do not fall under this PPP project, since it is competence solely of the Ministry of Education. The availability payments of the PPP contractors will depend on the quality of the maintenance services, according to pre-defined criteria.

The estimated construction cost of this PPP project amounts to 108 million euros, whereas its maintenance, facility management and insurance costs to 72 million euros (current prices).



The final cost to be paid by the Greek State will be determined following the conclusion of the two separate contract award procedures.

This project is one out of the 5 PPP projects that the Organization of School Buildings is planning to procure in the next two years, and is part of the strategy of the Ministry of Education, that has identified it as a means for

abolishing dual shifts, replacing leased schools and upgrading school buildings.

The Organization of School Buildings is currently working along with its advisors in the preparation of the tender documents which are estimated to be launched within the first quarter of 2008.

Contact details

Ms. Ioanna Kouri

Phone: +302105272388

Fax: +302105248097

Email: kouri@osk.gr

Construction and maintenance of 31 new school buildings in the area of Central Macedonia



This project for the construction and maintenance of 31 new school buildings in the area of Central Macedonia, was the second PPP project in the sector of education approved by the Greek Inter-Ministerial PPP Committee in September, 2006. Contracting Authority of this project is the Organization of School Buildings (www.osk.gr), a public entity supervised by the Greek Ministry of Education.

According to the approval decision, these 31 new school buildings, that have a total surface of approximately 61,000m², will be grouped in two subgroups, which will be separately procured. The PPP contractors that will be involved in these two projects will assume the responsibility for the construction and financing of the schools, along with their maintenance and facility management for a period of 25 years. The availability payments of the PPP contractors will depend on the quality of the maintenance services, according to pre-defined criteria.

The estimated construction cost of this PPP project amounts to 85 million euros, whereas its maintenance, facility management and insurance costs to 55 million euros (current prices).



The heavy maintenance and insurance of the buildings are not included in this figure, and are estimated up to 20% of the total budget of the project.

The final cost to be paid by the Greek State will be determined following the conclusion of the two separate contract award procedures.

This project is one out of the 5 PPP projects that the Organization of School Buildings is planning to procure in the next two years, is part of the strategy of the Ministry of Education, that has identified it as a means for abolishing dual shifts, replacing leased schools and upgrading school buildings.

The Organization of School Buildings is currently evaluating the bids submitted for the provision of advisory services (legal, technical and financial). There has been great interest in this tender, since 6 consortia formed by leading Greek and foreign advisory firms have submitted bids. According to the timetable of this project, the advisors will have been appointed by November 2007, whereas the PPP tender will be launched within the second quarter of 2008.

Contact details

Ms. Ioanna Kouri

Phone: +302105272388

Fax: +302105248097

Email: kouri@osk.gr

**Construction and maintenance of
23 new school buildings in the regions of East Macedonia and
Thrace, West Macedonia, Epirus and Ionian islands**



This project for the construction and maintenance of 23 new school buildings in the regions of East Macedonia and Thrace, West Macedonia, Epirus and Ionian islands, is the third PPP schools project approved by the Greek Inter-Ministerial PPP Committee in March, 2007. Contracting Authority of this project is the Organization of School Buildings (www.osk.gr), a public entity supervised by the Greek Ministry of Education.

The PPP contractor that will be involved in this project will assume the responsibility for the construction and financing of the schools, along with their maintenance and facility management for a period of 25 years. The reimbursement of the private entities will depend on the quality of the maintenance services, according to pre-defined criteria.

The estimated construction cost of these schools, the total surface of which is 42,000m² amounts to 46 million euros, whereas its maintenance, facility management and insurance costs to 30 million euros (current prices).



The final cost to be paid by the Greek State will be determined following the conclusion of the two separate contract award procedures.

This project is one out of the 5 PPP projects that the Organization of School Buildings is planning to procure in the next two years, and is part of the strategy of the Ministry of Education, that has identified it as a means for

abolishing dual shifts, replacing leased schools and upgrading school buildings.

The Organization of School Buildings launched in June the tender documents for the selection of advisors (legal, technical and financial).

Contact details

Ms. Ioanna Kouri

Phone: +302105272388

Fax: +302105248097

Email: kouri@osk.gr

Construction and maintenance of new buildings for the University of the Peloponnese



This PPP project, approved by the Inter-Ministerial PPP Committee in September 2006, involves the construction and maintenance, for an operational period of 25 years, of six new buildings (Administration, Faculty, Amphitheatre) of the University of the Peloponnese (www.uop.gr) in five cities (Tripoli, Kalamata, Korinthos, Nafplio and Sparti).

Various divisions of the University of Peloponnesse are now temporarily accommodated in buildings that are owned by local Public authorities and have been renovated through subsidies. Due to the constant evolution of the Faculties of the University and the continuous preference of candidate students for them, there is a growing need to increase the space capacity of the University, so as to cater not only for the current needs but also for the future ones.

Moreover, the existence of modern buildings for the Faculties and the Administration of the University will significantly contribute to the production of scientific work from all members of the University community and will also have a positive effect in the cultural, economical and social development of the Region of the Peloponnese.



The PPP contractor will undertake the construction, financing as well as the maintenance of these buildings, the total surface of which is approximately 39,000 m², based on pre-determined quality criteria for a period of 25 years, following the completion of the construction. The planning of the educational policy, R&D and teaching activities exclusively belong to the University of

Peloponnesse and the PPP contractor will not interfere with them. The availability payments of the PPP contractor will depend on the quality of the maintenance services, according to pre-defined criteria.

The estimated construction cost of this PPP project amounts to 60 million euros, whereas its maintenance, facility management and insurance costs to 40 million euros (current prices).

The University of the Peloponnese is currently working along with its advisors in the preparation of the tender documents which are estimated to be launched within the fourth quarter of 2007.

Contact details

Ms. Helen Pintela

Phone: +302710372121

Fax: +30 2710 230005

Email: pintela@uop.gr

Mr. George Galanis

Phone: +30 210 5272552

Fax: +302105225183

Email: anaptixi@osk.gr

Construction and maintenance of the new Oncological Hospital of Salonica



This PPP project, approved by the Inter-Ministerial PPP Committee in March, 2007, involves the design, construction, financing, maintenance, facility management (cleaning, linen, waste management and catering), insurance and security of the new Oncological Hospital of Salonica, along with the provision and maintenance of all necessary clinical and support equipment of the new Hospital. Contracting Authority of this project is DEPANOM S.A. (www.depanom.gr), a public entity supervised by the Ministry of Health and Social Solidarity.

The new hospital, with a total surface of approximately 54,000m², will have up to 400 beds and it will be designed according to specifications of other modern oncological hospitals abroad. The medical and nursery staff of the new Oncological Hospital of Thessaloniki will be part of the National Health System, along with the management of the Hospital.

This project falls under the strategic choice of the Ministry of Health and Social Solidarity to use PPPs along with traditional procurement, so as to offer modern clinical services and upgraded infrastructure in a shorter time horizon. It is one out of the 5 PPP projects that the Ministry of Health and Social Solidarity is planning to procure in the next two years. It is a long demanded project, that will significantly contribute to the improvement of the provision of medical and nursery services for oncological cases in Thessaloniki and Northern Greece.

During the operational period, which will be 27 years, better facility management and maintenance of infrastructure will be achieved, via setting high quality and availability standards, upon which the reimbursement of the private sector will depend.

The estimated construction and equipment cost of this PPP project amounts to 120 million euros, whereas its maintenance, facility management and insurance costs to 276 million euros (current prices). The revenues that will stem from the commercial exploitation of some spaces of



the new Hospital will be taken into account for the final estimation of the availability payments that the Greek State will pay to the PPP contractor.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

DEPANOM SA is currently evaluating the bids submitted for the provision of advisory services (legal, technical and financial). According to the timetable of this project, the advisors will have been appointed by December 2007, whereas the PPP tender will be launched within the second quarter of 2008.

Contact details

Ms. Dimitra Tzourmakliotou

Tel: +302107750240

Fax: +302107799944

e-mail: dimitratz@gmail.com

Construction and maintenance of the Children's Hospital of Salonica



This PPP project, approved by the Inter-Ministerial PPP Committee in March, 2007, involves the design, construction, financing, maintenance, facility management (cleaning, linen, waste management and catering), insurance and security of the new Children's Hospital of Salonica, along with the provision and maintenance of all necessary clinical and support equipment of the new Hospital. Contracting Authority of this project is DEPANOM S.A. (www.depanom.gr), a public entity supervised by the Ministry of Health and Social Solidarity.

The new hospital, with a total surface of approximately 54,000m², will have up to 400 beds, aiming at the provision of modern clinical services to children up to 14 years. The medical and nursery staff of the Pediatric Hospital of Thessaloniki will be part of the National Health System, along with the management of the Hospital.

This project falls under the strategic choice of the Ministry of Health and Social Solidarity to use PPPs along with traditional procurement, so as to offer modern clinical services and upgraded infrastructure in a shorter time horizon. It is one out of the 5 PPP projects that the Ministry of Health and Social Solidarity is planning to procure in the next two years. It is a long demanded project, that will significantly contribute to treating in Salonica all urgent cases, which up to now are transferred to the Pediatric Hospitals of Athens.

During the operational period, which will be 27 years, better facility management and maintenance of infrastructure will be achieved, via setting high quality and availability standards, upon which the reimbursement of the private sector will depend.



The estimated construction and equipment cost of the project amounts to

120 million euros, whereas its maintenance, facility management and insurance costs to 269 million euros (current prices). The revenues that will stem from the commercial exploitation of some spaces of the new Hospital will be taken into account for the final estimation of the availability payments that the Greek State will pay to the PPP contractor.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

DEPANOM SA is currently evaluating the bids submitted for the provision of advisory services (legal, technical and financial). According to the timetable of this project, the advisors will have been appointed by December 2007, whereas the PPP tender will be launched within the second quarter of 2008.

Contact details

Ms. Dimitra Tzourmakliotou

Tel: +302107750240

Fax: +302107799944

e-mail: dimitratz@gmail.com

Construction and maintenance of the new General Hospital of Preveza



This PPP project, approved by the Inter-Ministerial PPP Committee in March, 2007, involves the design, construction, financing, maintenance, facility management (cleaning, linen, waste management, parking and catering), insurance and security of the new hospital, along with the provision and

maintenance of all necessary clinical and support equipment of the new Hospital.

Contracting Authority of this project is DEPANOM S.A. (www.depanom.gr), a public entity supervised by the Ministry of Health and Social Solidarity.

The new hospital, with a total surface of approximately 18,000m², will have 164 beds and it will replace the existing hospital of Preveza, which is old and cannot provide modern clinical services. The medical and nursery staff of the Hospital of Preveza will be part of the National Health System, along with the management of the Hospital.

This project falls under the strategic choice of the Ministry of Health and Social Solidarity to



use PPPs along with traditional procurement, so as to offer modern clinical services and upgraded infrastructure in a shorter time horizon. It is one out of the 5 PPP projects that the Ministry of Health and Social Solidarity is planning to procure in the next two years.

During the operational period, which will be 27 years, better facility management and maintenance of infrastructure will be achieved, via setting

high quality and availability standards, upon which the reimbursement of the private sector will depend.

The estimated construction and equipment cost of this project amounts to 39 million euros, whereas its maintenance, facility management and insurance costs to 92 million euros (current prices). The revenues that will stem from the commercial exploitation of some spaces of the new Hospital will be taken into account for the final estimation of the availability payments that the Greek State will pay to the PPP contractor.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

DEPANOM SA is currently evaluating the bids submitted for the provision of advisory services (legal, technical and financial). According to the timetable of this project, the advisors will have been appointed by January 2008, whereas the PPP tender will be launched within the third quarter of 2008.

Contact details

Ms. Dimitra Tzourmakliotou

Tel: +302107750240

Fax: +302107799944

e-mail: dimitratz@gmail.com

Implementation of the Rehabilitation and Recovery Centre of Northern Greece



This PPP project, approved by the Greek Inter-Ministerial PPP Committee in August 2007, involves the construction and maintenance of the Rehabilitation and Recovery Centre of Northern Greece. Contracting Authority of this project is Health Units S.A (AEMY S.A., <http://www.aemy.gr/>).

This PPP project involves the design, construction, financing, maintenance, facility management, along with the provision and maintenance of all necessary clinical and support equipment of the new Centre. The Centre will be constructed in the Prefecture of Pieria, will have 250 beds and will cover an existing gap in Northern Greece for the provision of rehabilitation and recovery services.

It is underlined that the medical and administrative operation of the Centre will be the responsibility of AEMY SA, under the supervision of the Ministry of Health and Social Solidarity, while the Centre will belong to National Health System plan.



The Centre will be a specialized unit, aiming exclusively at the provision of integrated rehabilitation services, thus covering all needs, as it will offer complete treatment to patients suffering from neurological, myoskeletal, cardio-respiratory, multisystemic disorders, etc.

Moreover, during the operational period, which will be 22 years, better facility management and maintenance of infrastructure will be achieved, via setting high quality and availability standards, upon which the reimbursement of the private sector will depend.

The estimated cost for the construction, equipment and facility management of the new Centre amounts to 103 million euros (current prices). The heavy maintenance and insurance of the Centre is not included in this figure and are estimated up to 20% of the total budget of the project. The revenues that will stem from the commercial exploitation of some spaces of the new Centre will be taken into account for the final estimation of the availability payments that the Greek State will pay to the SPV that will undertake this project.

AEMY SA has launched the tender documents for the selection of advisors (legal, technical and financial) that will undertake the preparation of the PPP tenders for this Rehabilitation center.

Contact details

Mr. Nikolaos Papanikolaou

Tel: +302102420000

e-mail: info@aemy.gr

Construction and maintenance of three new prisons



This PPP project, approved by the Inter-Ministerial PPP Committee in September 2006, involves the construction and maintenance as well as the exploitation of commercial sites and parking spaces, for an operational period of 25 years, of three new prisons in Salonica, Volos and Korinthos, with a total surface of approximately 90,000m².

Contracting Authority of the project is "Themis Kataskeuastiki S.A." (www.themis.com.gr), a public entity supervised by the Ministry of Justice.

The construction of these prisons is an integral part of the strategic plan of the Ministry of Justice. By the inclusion of this project under the PPP law, the Ministry of Justice aims at constructing new prisons in a shorter period of time, with the goal of decongesting or gradually abolishing already existing ones. Penitentiary policy and penitentiary work do not fall under this PPP, since they are competence solely of the Greek State.

The estimated construction cost of the project amounts to 132 million euros, whereas its maintenance, facility management and insurance costs to 106 million euros (current prices).



The availability payments will depend on the quality of the maintenance services, according to predetermined quality criteria. The revenues that will stem from the exploitation of the commercial sites and parking spaces of the new prisons will be taken into account for the final estimation of the availability payments that the Greek State will pay to the PPP Contractor that will undertake this project.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

Themis Kataskevastiki S.A. is currently working along with its advisors in the preparation of the tender documents which are estimated to be launched within the fourth quarter of 2007.

Contact details

Mr. Elefterios Elefteriou

Phone: +302103645049

Fax: +302103620827

Email: eleftlaw@otenet.gr

Construction and maintenance of two new Courts of Justice



This PPP project, approved by the Inter-Ministerial PPP Committee in September 2006, involves the construction and maintenance as well as the exploitation of commercial sites and parking spaces, for an operational period of 25 years, of two new Court Houses in Patras and in Heraklion, with a total surface of approximately 60,000m².

Contracting Authority of the project is "Themis Kataskeuastiki S.A." (www.themis.com.gr), a public entity supervised by the Ministry of Justice.

The Ministry of Justice aims at the construction of these new Court Houses, according to modern international standards. Additionally, by the inclusion of this project under the PPP law, the Ministry of Justice expects that in shorter time the quality of offered judicial services will be significantly upgraded. The implementation of this project is supported by the local communities and enjoys full support from the end users (Association of lawyers, judges, etc). Penitentiary policy and penitentiary work do not fall under this PPP, since they are competence solely of the Greek State.

The estimated construction cost of the project amounts to 75 million euros, whereas its maintenance, facility management and insurance costs to 45 million euros (current prices). The availability payments will depend on the quality of the maintenance



services, according to predetermined quality criteria. The revenues that will stem from the exploitation of the commercial sites and parking spaces of the

Courts will be taken into account for the final estimation of the availability payments that the Greek State will pay to the PPP contractor.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

Themis Kataskevastiki SA is currently evaluating the bids submitted for the provision of advisory services (legal, technical and financial). According to the timetable of this project, the advisors will have been appointed by December 2007, whereas the PPP tender will be launched within the second quarter of 2008.

Contact details

Mr. Elefterios Elefteriou

Phone: +302103645049

Fax: +302103620827

Email: eleftlaw@otenet.gr

**Construction and maintenance of
an International Conference Center
in the Faliro Pavillion (Tae Kwon Do venue)**



This PPP project, approved by the Inter-Ministerial PPP Committee in June 2006, involves the reconstruction of the interior of the Faliro Pavilion (Tae Kwon Do Olympic Venue) to an International Conference Center. Contracting Authority of this project is the General Secretariat for the Olympic Utilization (www.ggoa.gr) in the Ministry of Culture.

The PPP contractor that will be selected will also provide all the necessary maintenance and facility management services for a period of 25 years.

The operation of the International Conference Center is not part of this project. The tender for the selection of an Operator, that will assume the responsibility for organizing conferences and any such events, has already been launched by the Olympic Properties SA, the public entity which is responsible for managing the portfolio of the Olympic Venues. In cooperation with the Operator that will be selected, the Contracting Authority will determine in detail the availability specifications in the tender documents of this project.

The new International Conference Center will have a total surface of 28,000 m² and will serve as the venue for hosting international meetings, conferences, business seminars and other similar events. With its construction, focus is given on attracting tourists of high level income, networking Greek firms with foreign organizations, promoting the scientific output of Greek research, and finally placing Greece as a focal point on the map of conference tourism, especially after the successful organization of the 2004 Olympic Games.

It is estimated that the new International Conference Center will host 100 events during its first operational year, while after the fifth year the number of events will be as high as 200. The operation of the International Conference Center will be a source of important revenue for the Greek State, as it is estimated that revenues from this new wave of tourists will amount to 60 million euros per year.

The estimated construction cost of this PPP project amounts to 40 million euros, whereas its maintenance, facility management and insurance costs to 25 million euros (current prices). The availability payments will depend on the quality of the maintenance services, according to predetermined quality criteria.



The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

The General Secretariat for the Olympic Utilization launched in July the PPP tender and 5 consortia submitted expression of interest. It is estimated that the pre-qualified bidders will be selected by December 2007 and the preferred bidder within the 2nd quarter of 2008.

Contact details

Mr. George Vamvourelis

Phone: +302106497052

Fax: +302106496610

Email: ggoa@ggoa.culture.gr

Construction and maintenance of 7 new Fire Stations



This PPP project, approved by the Inter-Ministerial PPP Committee in June, 2006, involves the construction and maintenance of 7 new fire stations with a total surface of approximately 9,000m² in peripheral cities of Greece: Salonica, Alexandroupoli, Giannitsa, Veria,

Lefkada, Messologgi and Gargalianni. Contracting Authority of this project is the Greek Public Real Estate Corporation (www.ked.gr).

This project is part of the strategic plan of the Ministry of Public Order (www.ydt.gr) for solving the accommodation problem of the Hellenic Fire Service (www.fireservice.gr) and upgrading its infrastructure in specific areas, in a timely manner, while maintaining high quality standards for the new buildings.

The estimated construction cost of the project amounts to 23 million euros, whereas its maintenance, facility management and insurance costs for an operational period of 24 years to 15 million euros (current prices).



The availability payments will depend on the quality of the maintenance services, according to predetermined quality criteria.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

For all the facilities to be created under the project, the Fire Service, in association with the Contracting Authority, has secured sites in locations

deemed suitable in terms of surface area on which construction is permitted, location and accessibility.

The competent departments of the Fire Service and the Contracting Authority have elaborated building design programs for the individual facilities to be completed under the project, with a description of their operational needs and a corresponding estimate of the surface areas required.

The Greek Public Real Estate Corporation launched the PPP tender in March 2007. 6 consortia have submitted expression of interest. 5 were pre-qualified and it is estimated that the preferred bidder will be selected within the 1st quarter of 2008.

Contact details

Mr. Stylianos Hatzidakis

Phone: +302106459700

Fax: +302106440479

Email: sh112@ked.gr

Facility Management of 4 buildings of the Hellenic Police



This PPP project, approved by the Inter-Ministerial PPP Committee in June, 2006, involves the facility management of four buildings of Hellenic Police, all in the region of Attica, and more specifically the provision of maintenance services for the electromechanical equipment, the operational support of the buildings by setting up a Building Management

System (BMS), the optimization of energy costs by imposing specific clauses for the reduction of these expenses (min 22% for the whole contractual period), and cleaning.

Contracting Authority of this project is the Greek Public Real Estate Corporation (www.ked.gr).

This PPP project is an integral part of the strategic priorities of the Ministry of Public Order (www.ydt.gr), for upgrading its infrastructure.



The estimated cost of this PPP project, that will have a contractual period of 15 years, is 36 million euros. This figure does not include the energy expenses that will still be paid by the Hellenic Police. The availability payments will depend on the quality of the maintenance services, according to predetermined quality criteria.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedure.

The Greek Public Real Estate Corporation has already appointed advisors, which are working in the preparation of the tender documents. According to

the timetable of this project, the PPP tender will be launched within the first quarter of 2008.

Contact details

Mr. Stylianos Hatzidakis

Phone: +302106459700

Fax: +302106440479

Email: sh112@ked.gr

Construction and maintenance of 11 new buildings of the Hellenic Police



This PPP project, approved by the Inter-Ministerial PPP Committee in March, 2007, involves the design, construction and financing of five (5) Police Divisions in Piraeus, Imathia (city of Veria), Aitolia (city of Messologgi), Lefkada and Kefallonia and six (6) Police Stations in

Salonica, Nafpaktos and Sapes, along with their facility management for a period of 25 years.

Contracting Authority of this project is the Greek Public Real Estate Corporation (www.ked.gr).

This PPP project is an integral part of the strategic priorities of the Ministry of Public Order (www.ydt.gr), for solving the accommodation problem of the Hellenic Police, upgrading its infrastructure and replacing leased buildings in a shorter time horizon. The availability payments of the PPP contractor will depend on the quality of the offered services, according to pre-defined quality.

The estimated construction cost of the police stations, the total surface of which is approximately 53,000m², amounts to 88 million euros, whereas their maintenance, facility management and insurance costs to 61 million euros (current prices). The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedure.



The Greek Public Real Estate Corporation has already appointed financial advisors and according to the timetable of this project, the PPP tender will be launched within the fourth quarter of 2007.

Contact details

Mr. Stylianos Hatzidakis

Phone: +302106459700

Fax: +302106440479

Email: sh112@ked.gr

Construction and maintenance of 5 new Government Houses



These 5 projects, approved by the Inter-Ministerial PPP Committee in March, 2007, involve the construction and maintenance of Government Houses in 4 Greek cities (Lamia, Patras, Trikala, Korinthos) and the reconstruction and maintenance of an existing building (“Domboli Complex”) in Ioannina.

Contracting Authorities of these projects are respectively:

the Prefecture of Fthiotida (www.fthiotida.gr)



the Prefecture of Achaia (www.achaia.gr)



the Prefecture of Trikala (www.trikala.gr)



the Prefecture of Corinth (www.nakorinthias.gr)



and the Region of Epirus (www.roe.gr)



These PPP projects are part of the strategic planning of the Contracting Authorities for solving their accommodation problem, by replacing leased buildings with modern ones that will cover all required construction and functional specifications.

According to the approval decisions, the potential grouping of these 5 Government Houses in 2 or 3 tenders, along with the contract award

procedures, will be decided with the input of the advisors that will be appointed. During the operational period better facility management and maintenance of infrastructure will be achieved in all buildings, via setting high quality and availability standards, upon which the availability payments of the PPP contractors will depend.

The estimated construction of these 5 PPP projects amounts to 80.5 million euros in total, while their total maintenance, facility management and insurance costs for an operational period of 25 years to 55 million euros (current prices). More specifically, the total construction and maintenance cost for the Government House of Fthiotida, with a total surface of approximately 19,000m², is 34 million euros, that for the Government House of Achaia, with a total surface of approximately 21,000m², is 36 million euros, for the Government House of Trikala, with a total surface of approximately 11,000m², 23 million euros, for the Government House of Korinthos, with a total surface of approximately 11,000m², 23 million euros, and for the reconstruction and maintenance of the “Domboli” building in Ioannina, with a total surface of approximately 12,000m², is 19.5 million euros. The revenues that will stem from the commercial exploitation of some spaces of the new buildings will be taken into account for the final estimation of the availability payments that the Greek State will pay to the PPP contractors. The final cost to be paid by the Greek State will be determined following the conclusion of the two separate contract award procedures.

The Special Secretariat for PPPs has already appointed advisors for 4 of the Government houses and is estimated that the first 2 PPP tender will be launched within the 1st quarter of 2008.

Contact details

Ms. Giota Kremmida

PPP Unit, Ministry of Economy and Finance

Tel: +302103332382 / Fax: +302103332390 / e-mail: ykremmida@mneec.gr

Construction and maintenance of the Administration Park buildings in the city of Alexandroupolis



This PPP project approved by the Greek Inter-Ministerial PPP Committee in August 2007, involves the construction and maintenance of the Administration Park buildings in the city of Alexandroupolis. Contracting Authority of this project is the Prefectural Department of Evros (<http://www.nomevrou.gr>).

This new building will accommodate the major part of the Prefecture's Staff (about 383 employees) and this PPP project is part of the strategic plan of the Prefectural Department of Evros. It aims at dealing with its accommodation issues, by replacing leased buildings throughout the Prefecture with a single modern building, which be properly constructed, so as to satisfy the required construction and operational standards and to reduce all operational costs. i.e. the solving of the major accommodation problem of the Prefectural Department's services with the replacement of leased buildings with a modern block of buildings, constructed for the specific use that will meet all the required construction and function specifications. Consequently, the concentration of all services of the Prefectural Department of Evros in one location will reduce their functional cost.



Moreover, during the operational period, which will be 26 years, better facility management and maintenance of infrastructure will be achieved, via setting high quality and availability standards, upon which the reimbursement of the private sector will depend.

The estimated construction and maintenance cost of this PPP project amounts to 22 million euros (current prices). The heavy maintenance and insurance of the buildings are not included in this figure, and are estimated up to 20% of the total budget of the project.

The revenues that will stem from the commercial exploitation of some spaces of the new building, along with the granting of the right to install and operate photovoltaic systems in the building, will be taken into account for the final estimation of the availability payments that the Greek State will pay to the SPV that will undertake this project.

The Special Secretariat for PPPs has launched the tender documents for the selection of advisors (technical, legal and financial) for the Government Houses of Evros in September 2007.

Contact details

Mr. Dimitris Mananas

Phone: +302551088861

Construction and maintenance of the new buildings of the Ministry of Economy and Finance, of sports infrastructure and animation park of the Chalandri Municipality, and construction of buildings for the accommodation of services of the Chalandri Municipality



This PPP project, approved by the Inter-Ministerial PPP Committee in August 2007, involves the construction, maintenance and facility management of the new building of the Ministry of Economy and Finance. Contracting Authority of this project will be the Hellenic Public Real Estate Corporation

(<http://www.ked.gr/>).

The building will accommodate staff of 3.225 persons, fulfilling the Ministry's forecasted needs over a 50 year period. The new building will accommodate the majority of its services (with the exception of the General Secretariat for Information Systems and the General Secretariat of National Statistical Service).

This PPP project is part of the strategic plan of the Ministry of Economy and Finance for upgrading its infrastructure, the improvement of the operation and effectiveness of its services, of the services provided to citizens, of the working conditions of the Ministry's staff and securing high quality maintenance and operation services at a lower cost. Moreover, the Ministry will save an amount of 10.000.0000 euros, which corresponds to the total amount for leasing buildings, which to a great extent do not meet the quality standards of modern office spaces and need to be upgraded.

During the operational period, which will be 26 years, better facility management and maintenance of infrastructure will be achieved, via setting high quality and availability standards upon which the reimbursement of the private sector will depend.



At the same time, the formation of modern sports infrastructure and an animation park in the surrounding space of the Ministry will replace the existing obsolete and limited ones, thus creating a new pole of attraction for the residents. Moreover, the construction of the new Town Hall of the Municipality of Chalandri is expected to upgrade its operation and improve the services provided to the citizens, whereas the underground parking areas will contribute to the decongestion of the centre of Chalandri. Finally, the new municipal health centre will contribute to the medical care services provided to the Municipality's residents.

The Hellenic Public Real Estate Corporation has launched the tender for the selection of technical advisors in November 2007. It is estimated that the PPP tender will be launched within the 3rd quarter of 2008.

Contact details

Mr. Stylianos Hatzidakis

Phone: +302106459700

Fax: +302106440479

Email: sh112@ked.gr

Installation and operation of security systems in 12 Greek ports



This PPP project, approved by the Inter-Ministerial PPP Committee in March 2007, involves the installation and operation of security systems in twelve Greek ports (Piraeus, Thessaloniki, Patra, Heraklion, Volos, Kavala, Igoumenitsa, Corfu, Elefssina, Lavrio, Rafina and Alexandroupoli) for complying with the international and European security regulations. Contracting Authority of this project is the Ministry of Mercantile Marine (www.yen.gr).

Given that ports have to comply with new international and European security regulations, this PPP project, which is a top priority for the Ministry of Mercantile Marine, aims at the installation of security systems in the above-mentioned ports that will abide by all new requirements.

During the operational period, which is 8 years, all security levels will be advanced and the security mechanism in ports will be readily available and coordinated in urgent cases, through setting up high quality and availability standards, which will determine the availability payments of the PPP contractor. Police control exclusively belongs to the Hellenic Coast Guard, and the PPP contractor will not interfere with it.

The estimated installation cost of the security systems amounts to 142 million euros, while their operational cost for a period of 8 years to 200 million euros (current



prices). The Ministry of Mercantile Marine has signed a memorandum of cooperation with the European Investment Bank, which sets the cooperation framework for financing large port investment programs of the Ministry.

The PPP contractor will make use of this memorandum, securing 50% of the debt required with the favorable terms set in the memorandum.

The final cost to be paid by the Greek State will be determined, upon the conclusion of the contract award procedures.

The Special Secretariat for PPPs has launched in June the tender documents for the selection of advisors (legal, technical and financial). The PPP tender will be launched within the 2nd quarter of 2008.

Contact details

Captain Ioannis Protopapas

Tel: +302104146310

Fax: +302104146334

e-mail: jpro@yen.gr

Implementation of sewerage networks and sewage treatment unit in the Municipality of Rafina



This PPP project, approved by the Inter-Ministerial PPP Committee in August, 2007, involves the design, construction, financing, maintenance, facility management, and operation of the new infrastructure Contracting Authority of this project is the Municipality of Rafina.

This project is part of the strategic plan of the Municipality of Rafina, and its implementation under a PPP scheme has been agreed by a unanimous decision of the Municipal Council. Via the implementation of this project, serious environmental issues will efficiently be dealt with, throughout the 25-year operational period of the partnership: on the one hand, absorbent cesspits, polluting the sea, because of overflows and leakages, and realizing organic residues, will be no longer used; on the other hand, more effective control of outflows, recipient quality, illegal connections to the sewerage network and illegal absorbent cesspits will be achieved.

Moreover, given that such sewerage networks and sewage treatment units must adapt to any population changes, via their implementation through a PPP scheme it is best guaranteed that the residents' needs will be constantly covered. Given that the SPV will be responsible to integrally design the infrastructure and to make all necessary capital expenditure throughout the duration of the partnership, the project will always correspond to the residents' needs.



The estimated construction, maintenance and operation cost of this PPP project amounts to 40 million euros (current prices). The heavy maintenance and insurance of the infrastructure are not included in this figure, and are estimated up to 20% of the total budget of the project.

With the approval of this project, PPPs in Greece are now extended to retributive projects, i.e. projects repaid by end user fees. It must be noted in the context of this partnership, the fee that will be imposed to the citizens of Rafina has been agreed upon. In case that the final amount to be paid to the SPV is greater than the sum of the collected fees, the State will undertake the repayment of the remaining part via Public Investments Program.

Contact details

Mr. Andreas Kechagioglou

Tel: +302294023681

Implementation of infrastructure for the Integrated Waste Management System in the Region of Western Macedonia



This PPP project, approved by the Greek Inter-Ministerial PPP Committee in August 2007, involves the implementation of new infrastructure for the Integrated Waste Management System in the Region of Western Macedonia. Contracting Authority of this project is DIADYMA SA (Waste Management System of Western Macedonia SA).

This PPP project involves the design, construction, financing, maintenance, facility management, and operation of the new infrastructure, aiming at covering the waste management requirements imposed by the Community Directives.

More specifically, the SPV that will be selected will undertake the following:

- The design, construction, maintenance and operation of the central integrated waste management installations, which will be composed by a treatment and exploitation unit and a residues sanitary landfill. This unit will be constructed upon any proven technology that can meet the targets set by the Community Directives and the output specification set by the Contracting Authority. Moreover the SPV will be given the right to commercially exploit the output of the unit (such as recyclable products, biogas, RDF, SRF, etc.)
- The maintenance and operation of the existing network of waste transfer stations, when the treatment unit begins its operation. This network consists of ten transfer stations and their mobile equipment.

The capacity of the above mentioned unit start from 120.000 tons per year, reaching 152.000 tons per year by the end of the partnership, the operational period of which is 25 years.

This PPP project is a part of the strategic plan of the Region of Western Macedonia. The construction and operation of the treatment comes to integrate the existing waste management system of the Region, thus creating a waste management model, completely compatible with the environmental strategy of the European Union. The implementation of this project ensures that the amount of waste to landfill decreases, the environmental impact of treating biodegradable waste is minimized, and that commercially exploitable products are produced. Moreover, the construction and operation of the treatment unit results to doubling the life cycle of the existing landfill and maximizing the impact of the investment made during the 2002 - 2004 period, financed by the Cohesion Fund.

The estimated construction, maintenance and operation cost of this PPP project amounts to 97 million euros (current prices). The heavy maintenance and insurance of the infrastructure are not included in this figure, and are estimated up to 20% of the total budget of the project.



With the approval of this project, PPPs in Greece are now extended to retributive projects, i.e. projects repaid by end user fees. It must be noted that the amount of the maximum fee to be imposed to the end users has been estimated and set by DIADYMA SA. Given that this fee is not sufficient enough for the total reimbursement of the project, the State will undertake the repayment of the remaining part via Public Investments Program.

The Special Secretariat for PPPs will launch the tender documents for the selection of advisors (technical, legal and financial) in November 2007. It is estimated that the PPP tender will be launched within the 3rd quarter of 2008.

Contact details

Mr. Totonidis Nikolaos

Tel: +302467021751

Fax: +302467021756