







# Novelty and opportunities in the Greek PPP market

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## Overview

-  Market-friendly environment
-  3.1 bn Euros worth of opportunities
-  Transparency
-  A rapidly evolving market with high potential



# What is a Public Private Partnership ?



## Private Sector



Finance



Construct



Maintain



Operate



## Public Sector



Use of infrastructure



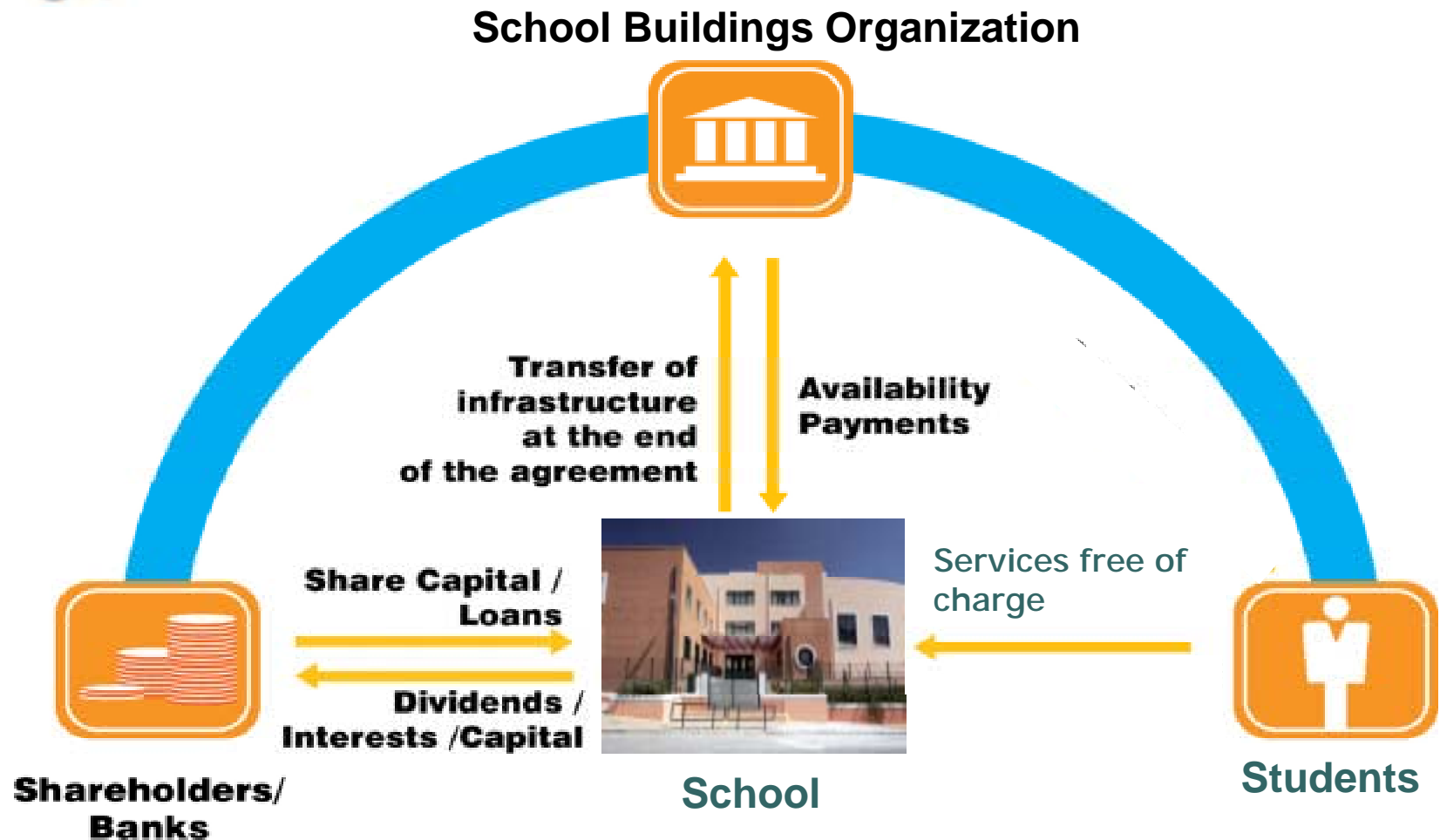
Provision of services



Repayment of the invested capital



# Projects based on availability payments





## Projects based on end-users fees





# Consistency



## Words into actions



Clear legal framework



PPP Unit



Integration of PPPs in government policies



Plan of action & prioritization



Taking care of the funding issue







Briefing the market & educating the public sector



Pipeline of projects



## New Legal framework – Law 3389/2005

-  Result of extensive consultation
-  “Umbrella” framework
-  Incentives for the private sector
-  Clear approval process



## Consistency



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Pipeline of projects





## PPP Unit: the “middle man”

-  Public sector's partner
-  Private sector's partner
  -  Solid and clear structure
  -  Standardization of procedures
  -  Continuous follow-up
  -  Extroversion



www.ppp.mnec.gr


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# PPP

## Public & Private Partnerships

[The Special Secretariat for PPPs](#)[Approved Projects](#)[Tenders](#)[Sectors](#)[Information](#)[Press Office](#)

### Public & Private Partnerships




Public Private Partnerships (PPPs) constitute an important reform towards the construction of public infrastructure and the provision of qualitative services to citizens. This reform will significantly contribute to the development of the Greek economy over the next years. Via the implementation of PPPs, the public sector intends to make use of the most modern means for providing services to the citizens, enhancing the existing framework of public procurement. With the implementation of PPPs, a new boost will be given to the development of the economy, prompt and efficient delivery of necessary infrastructure will be guaranteed, while more public funds will be made available for social purposes and priorities. PPPs yield important benefits for all involved stakeholders: the public sector, the country's citizens and the private sector, which now gains access to a new expanding market. This is the reason why PPPs are considered an important reform and a fundamental pillar for the development of the country.


### Quick Links


Project's Map


Go

### Latest News


**05 Oct 2007**  
Information Notice for Financial Advisory Services for the implementation of public buildings in Epirus and Alexandroupoli

**05 Oct 2007**  
Information Notice for Technical Advisory Services for the implementation of the public buildings in Epirus and Alexandroupoli

**04 Oct 2007**



HELLENIC REPUBLIC



MINISTRY OF ECONOMY AND FINANCE



## Consistency



### Words into actions



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Taking care of the funding issue








Briefing the market & educating the public sector



Pipeline of projects



## Projects' pipeline

-  Structure a pipeline of pilot PPP projects
  -  Try implement successful examples
  -  Open different sectors
  -  Group similar projects
  -  Keep same pace with the market



## The Greek Pipeline of PPP projects 24 projects approved – 3.1 Bn Euros \*

- 81 schools
- 6 University buildings
- 3 hospitals
- 3 prisons and 2 Courts of Justice
- International Conference Center
- 7 Fire Stations and 11 Police Stations
- Facility management of 4 Police buildings
- 6 Government Houses
- Security systems for 12 ports
- Integrated waste management system
- Sewerage network and sewage treatment unit
- Rehabilitation and recovery center
- Buildings for the Ministry of Economy & Finance

\* *Indicative Budget*



# Projects and Status

## I. Education [€ 0.5 B]



-  27 new school buildings in Attica - € 180 M
-  31 new school buildings in Central Macedonia - € 140 M
-  23 new school buildings in East Macedonia and Thrace, West Macedonia, Epirus and the Ionian islands - € 76 M
-  6 new buildings for the University of the Peloponnese - € 100 M



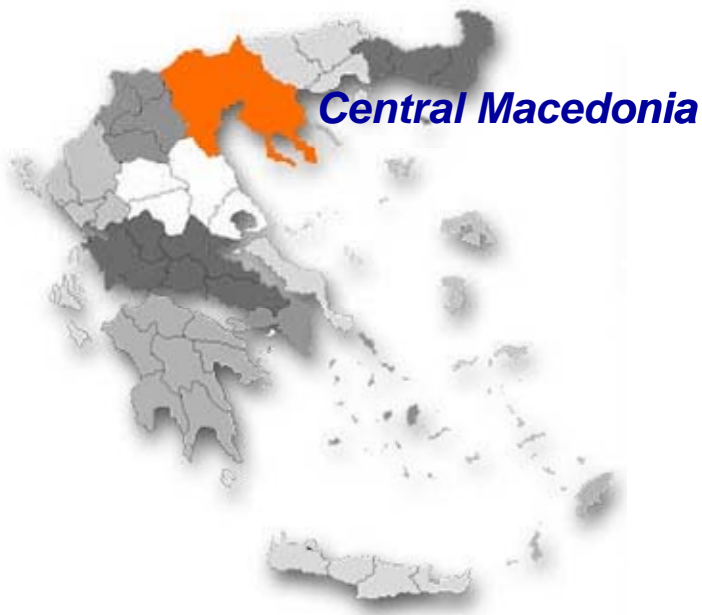
## 27 new schools in Attica



-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 180 M euros
-  Surface: 75,000m<sup>2</sup>
-  Contracting Authority: Organization of School Buildings ([www.osk.gr](http://www.osk.gr))
-  Status
  -  Advisors appointed
  -  Launch of the PPP tender in the 1<sup>st</sup> Q of 2008



## 31 new schools in Central Macedonia



Financing, construction, maintenance, facility management for 25 years



Budget (NPV): 140 M euros



Surface: 61,000m<sup>2</sup>



Contracting Authority:  
Organization of School Buildings ([www.osk.gr](http://www.osk.gr))



Status



Selection of advisors under way – to be completed by October 2007



Launch of the PPP tender in the 2<sup>nd</sup> Q of 2008





## 23 new schools in East Macedonia and Thrace, West Macedonia, Epirus and the Ionian islands



Financing, construction, maintenance, facility management for 25 years



Budget (NPV): 76 M euros



Surface: 42,000m<sup>2</sup>



Contracting Authority:  
Organization of School Buildings ([www.osk.gr](http://www.osk.gr))



Status



Advisors' tender was launched in June



Selection of advisors to be completed by December 2007



## 6 new buildings for the University of the Peloponnese







-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 100 M euros
-  Surface: 39,000m<sup>2</sup>
-  Contracting Authority:  
University of the Peloponnese  
([www.uop.gr](http://www.uop.gr))
-  Status
  -  Advisors appointed
  -  Launch of the PPP tender in the 4<sup>th</sup> Q of 2007



## Projects and Status

### II. Health [€ 1 B]

-  New Oncological Hospital of Salonica - € 396 M
-  New Children's Hospital of Salonica - € 389 M
-  New General Hospital of Preveza - € 131 M
-  Rehabilitation & Recovery center of Northern Greece - € 124 M





# New Oncological Hospital in Salonica



-  Financing, construction, maintenance, facility management for 27 years
-  Budget (NPV): 396 M euros
-  Surface: 54,000m<sup>2</sup>
-  Contracting Authority: DEPANOM SA ([www.depanom.gr](http://www.depanom.gr))
-  Status
  -  Selection of advisors to be completed by December 2007
  -  Launch of the PPP tender in the 2<sup>nd</sup> Q of 2008



# New Children's Hospital in Salonica










-  Financing, construction, maintenance, facility management for 27 years
-  Budget (NPV): 389 M euros
-  Surface: 54,000m<sup>2</sup>
-  Contracting Authority: DEPANOM SA ([www.depanom.gr](http://www.depanom.gr))
-  Status
  -  Selection of advisors to be completed by December 2007
  -  Launch of the PPP tender in the 2<sup>nd</sup> Q of 2008



## New General Hospital in Preveza



-  Financing, construction, maintenance, facility management for 27 years
-  Budget (NPV): 131 M euros
-  Surface: 18,000m<sup>2</sup>
-  Contracting Authority: DEPANOM SA  
([www.depanom.gr](http://www.depanom.gr))
-  Status
  -  Selection of advisors to be completed by 1<sup>st</sup> Q 2008
  -  Launch of the PPP tender in the 3<sup>rd</sup> Q of 2008





# Rehabilitation & Recovery center of Northern Greece



Financing, construction, maintenance, facility management for 22 years



Budget (NPV): 124 M euros



Surface: 18,000m<sup>2</sup>



Contracting Authority: AEMY SA ([www.aemy.gr](http://www.aemy.gr))



Status





Advisors' tender to be launched by October 2007



## Projects and Status

### III. Justice [€ 350 M]

-  3 new prisons in Salonica, Volos and Korinthos - € 238 M
-  2 new courts of justice in Patras and Heraklion € 120 M














## 3 new prisons



-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 238 M euros
-  Surface: 90,000m<sup>2</sup>
-  Contracting Authority:  
Themis Kataskevastiki SA  
([www.themis.com.gr](http://www.themis.com.gr))
-  Status
  -  Advisors appointed
  -  Launch of the PPP tender in the 4<sup>th</sup> Q of 2007



## 2 new Courts of Justice



-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 120 M euros
-  Surface: 60,000m<sup>2</sup>
-  Contracting Authority:  
Themis Kataskevastiki SA  
([www.themis.com.gr](http://www.themis.com.gr))
-  Status
  -  Selection of advisors to be completed by December 2007
  -  Launch of the PPP tender in the 2<sup>nd</sup> Q of 2008



## Projects and Status

### IV. Tourism - [€ 65 M]

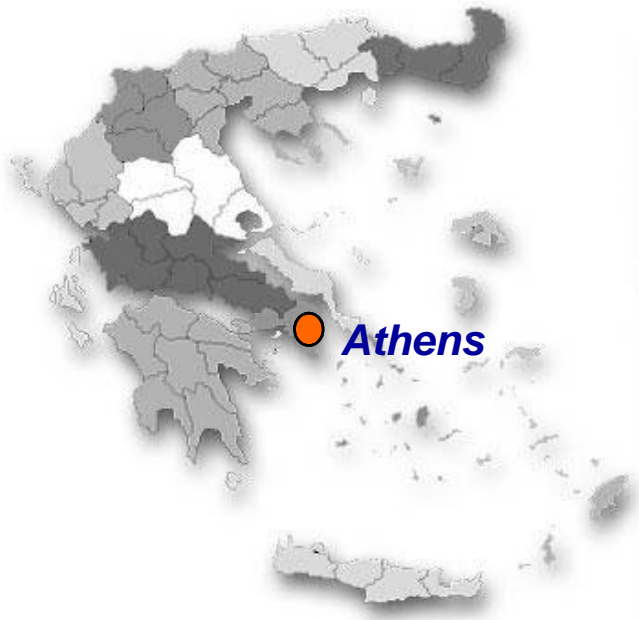










Reconstruction of the Tae Kwon Do stadium into an International Conference Center -  
€ 65 M





# International Conference Center




-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 65 M euros
-  Surface: 28,000m<sup>2</sup>
-  Contracting Authority:  
General Secretariat for the Olympic Utilization  
([www.ggoa.gr](http://www.ggoa.gr))
-  Status
  -  PPP tender under way
  -  5 consortia submitted EOI
  -  Selection of the SPV in the 2<sup>nd</sup> Q 2008



## Projects and Status

### V. Public Sector Accommodation [€ 600 M]

-  7 new Fire Stations - € 38 M
-  11 new Police Stations - € 149 M
-  Facility management of 4 existing buildings of the Hellenic Police - € 36 M
-  6 new Government Houses in Lamia, Patras, Trikala, Korinthos, Ioannina and Alexandroupoli - € 162 M
-  Buildings for the Ministry of Economy and Finance - € 254.4 M





## 7 new Fire Stations



Financing, construction, maintenance, facility management for 24 years



Budget (NPV): 38 ml euros



Surface: 9,000m<sup>2</sup>



Contracting Authority: Greek Public Real Estate Corporation ([www.ked.gr](http://www.ked.gr))



Status



PPP tender launched in March 2007 – 6 consortia submitted EOI



5 pre-selected





PPP tender to be awarded in the 1<sup>st</sup> Q of 2008



## 10+1 new Police Stations




-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 149 M euros
-  Surface: 53,000m<sup>2</sup>
-  Contracting Authority: Greek Public Real Estate Corporation ([www.ked.gr](http://www.ked.gr))
-  Status
  -  Launch of the first PPP tender in December 2007





# Facility Management in 4 buildings of the Hellenic Police



-  Facility management (maintenance, E/M equipment, BMS, optimization of energy costs) for 15 years
-  Budget (NPV): 36 M euros
-  Contracting Authority: Greek Public Real Estate Corporation ([www.ked.gr](http://www.ked.gr))
-  Status
  -  Launch of the PPP tender in the 1st Q of 2008





## 6 new Government Houses



-  Financing, construction, maintenance, facility management for 25 years
-  In 6 cities: Lamia, Patras, Trikala, Korinthos, Ioannina and Alexandroupoli
-  Total Budget (NPV): 162 M euros - Surface: 88,000m<sup>2</sup>
-  6 Contracting Authorities
-  3 tenders
-  Status
  -  Advisors' appointed
  -  1<sup>st</sup> tender in January 2008



# Buildings for the Ministry of Economy and Finance




-  Financing, construction, maintenance and facility management for 26 years
-  Budget (NPV): 254,4 M euros
-  Contracting Authority: Public Real Estate Corporation ([www.ked.gr](http://www.ked.gr))
-  Status
  -  Advisors' tender to be launched by October 2007



## Projects and Status

### VI. Ports infrastructure [€ 342 M]

 Security systems in 12 Greek Ports - € 342 M





# Port Security Systems



Installation and operation for 8 years



Budget (NPV): 342 M euros



Contracting Authority:  
Ministry of Mercantile Marine  
([www.yen.gr](http://www.yen.gr))



Status



Advisors' appointment to be completed by December 2007





Launch of the PPP tender in the 2<sup>nd</sup> Q of 2008



## Projects and Status

### VII. Environment [€ 165 M]

-  Integrated waste management system in the region of W. Macedonia - € 116 M
-  Sewerage network and sewage treatment unit in the Municipality of Rafina - € 48 M





# Integrated waste management system in W. Macedonia








-  Financing, construction, maintenance, facility management for 25 years
-  Budget (NPV): 116 M euros
-  Contracting Authority: DIADYMA S.A. ([www.diadyma.gr](http://www.diadyma.gr))
-  Status
  -  Advisors' tender to be launched by October 2007 (by the PPP Unit)






## Sewerage network and sewage treatment unit in Rafina (Attica)



-  Financing, construction, maintenance and facility management for 25 years
-  Budget (NPV): 48 M euros
-  Contracting Authority: Municipality of Rafina
-  Status
  -  Advisors' tender to be launched by November 2007 (by the PPP Unit)



## Conclusion

-  New opportunities for both public and private sector
-  Greece: focal point on the map of PPPs across Europe
-  Great potential for those seeking entry into new markets





## Final remark

We are both willing and able to deliver





## Contact details

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