



Piraeus, 6-06-2008

**Subject: Answer to the question submitted by the Capital Market Commission**

Referring to the question of the HCMC we note the following:

1. According to the tender (par. 129): *“The amount of the proposed concession fee by each Bidder which will be assessed by the Evaluation Committee for the ranking of the Financial offers based on the highest offered price shall result from the Net Present Value (NPV) of the total Guaranteed Concession Fee for the 35 years period, at a contractually agreed, identical for all Offerors discount rate = 9%, in euros and rounded up by one integer unit (1 euro).”*

2. In paragraphs 125-128 of the tender is quoted:

*“The Concessionaire is obliged, upon signing of the contract, to pay an one off deposit of 50,000,000 euros. Furthermore:*

*The fee for the concession agreement of the present Tender is set as a percentage (%) of the consolidated revenues of N.SEMBO’s commercial exploitation, as these derive on an annual basis (financial year). On top of that, an Annual Lease I and an Annual Lease II should be reimbursed to OLP AE according to the definitions that follow. Under the term “consolidated revenues“ is meant for the purposes of the present tender the total revenues which derive from all activities and paid services undertaken each year rendered by the Concessionaire according to AEAS’ Articles of Association.*

*A percentage of at least 70% of the above financial return calculated on an annual basis according to the financial model that the Bidder shall submit together with its Financial Offer, as per Annex 6 of the present, is defined as “**Guaranteed Fee**” which the Offeror undertakes and guarantees to pay on an annual basis to OLP AE, irrespective of the actual future revenues it may have. The financial model shall give separate revenues for Piers II and III.*

***Annual Lease I** is defined as the yearly lease that will be paid by the Concessionaire to OLP AE and relates to the length of the berthing dock, where vessels transferring containers will berth. The initial price shall be calculated based on the existing length of approach to Pier II (approximately 2,000m) and shall increase when the extension of Pier III becomes available for commercial use. The amount per meter per year is set to **1,800** euros. Annual Lease I in Euros shall be adapted each year by two per cent increase (2%) on top of the Consumer Price Index (2%+CPI). In case of a negative CPI, the percentage will be 2%.*

***Annual Lease II** is defined as the yearly lease that will be paid by the Concessionaire to OLP AE and relates to the container terminal surface of quays, which are available for operation. The initial price of the lease shall be calculated on the basis of the present available area of Pier II (approximately 400,000 sq.m.) and will increase when the extension of Pier III becomes available for commercial use. The amount per square meter of terminal station surface is set to **4.00** euros per year. Annual Lease II in Euros shall be*



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*adapted each year by a two percent increase (2%) on top of the Consumer Price Index (2%+CPI). In case of a negative CPI the percentage will be 2%”*

3. The announcement made by Cosco Pacific Ltd dated 4, June 2008, to the Hong Kong Stock Exchange refers to the Net Present Value of the “Guaranteed Fee” on which the ranking of the bids is based as defined above. In the announcement made by PPA dated 3, June 2008 is provided the Net Present Value on a discount rate of 9% of the guaranteed fee, the annual rents (I & II) and the one off deposit that are also guaranteed for PPA. The same holds for the other contestant (Hutchison – Alapis).

For your convenience a comparative table of the bids that was submitted by the Evaluation Committee with its report to the BoD, is attached.

THE MANAGEMENT