

In 000 Euro

COMPARATIVE TABLE OF BIDS

Contestants	COSCO		UNION HPH,HPI, ALAPIS,LYD	
	Current Prices	NPV*	Current Prices	NPV*
<u>Concessionaires Total Revenues</u>	<u>15.133.312 €</u>		<u>17.281.620 €</u>	
<u>Total Fee - PPA</u>				
Up Front Payment	50.000 €		50.000 €	
Rent I	417.601 €		417.601 €	
Rent II	173.405 €		173.405 €	
<i>Offer</i>	<i>% upon revenues</i>	24,2%	19,8%	
Variable Fee	3.663.829 €		3.422.400 €	
Total	4.304.835 €	830.754 €	4.063.406 €	779.601 €
<u>Guaranteed Fee -PPA</u>				
Up Front Payment	50.000 €	50.000 €	50.000 €	50.000 €
Rent I	417.601 €	82.510 €	417.601 €	82.510 €
Rent II	173.405 €	34.224 €	173.405 €	34.224 €
Guaranteed Fee - Ranking Criterion-	2.747.871 €	498.015 €	2.395.680 €	416.043 €
TOTAL	3.388.877 €	664.749 €	3.036.686 €	582.777 €
<u>Guaranteed as % of Total</u>		79%	75%	

*NPV on 9% discount rate

Piraeus 6-6-2008