



**INVITATION FOR EXPRESSION OF INTEREST  
TO ACT AS TECHNICAL & TRAFFIC ADVISOR TO THE HELLENIC REPUBLIC ASSET  
DEVELOPMENT FUND (“HRADF”) FOR THE CONCESSION OF THE RIGHT TO OPERATE,  
MAINTAIN AND COMMERCIALY EXPLOIT EGNATIA MOTORWAY AND THREE VERTICAL  
AXIS (I) SIATISTA - IEROPIGI/KRISTALLOPIGI, (II) THESSALONIKI – SERRES -  
PROMACHONAS AND (III) THESSALONIKI - EVZONI**

July 3<sup>rd</sup>, 2018

**1. Introduction**

**4.1 Pursuant to:**

- I. the provisions of the single article of Law 3985/2011 “Medium Term Fiscal Strategy 2012-2015” (Government Gazette A’/151/2011), which approved the Medium Term Fiscal Strategy 2012-2015 and the “Privatisation Programme 2011-2015” (Chapter B’, Part II “Privatisations”),
- II. the provisions of Law 3986/2011 on “Emergency Implementation Measures for the Medium-Term Fiscal Strategy Framework 2012-2015” (Government Gazette A’/151/2011), on the basis of which the Hellenic Republic Asset Development Fund SA (“**HRADF**” or “**Fund**”) was established with the sole object of developing assets of the Hellenic Republic, which are included in the Privatisation Programme,
- III. the provisions of Law 4046/2012 (Government Gazette A’/28/2012) “Approval of the Draft Agreements for Financial Assistance Facility between the EFSF, the Hellenic Republic and the Bank of Greece, of the Memorandum of Understanding between the Hellenic Republic, the European Commission and the Bank of Greece and other provisions for the reduction of the public debt and the salvage of the national economy” which updated the Privatisation Programme included in Annex IV,
- IV. the provisions of paragraph 4.4 (Structural Policies for the enhancement of competitiveness and development - Privatisation) of Law 4336/2015 (Government Gazette A’/94/2015) “Ratification of the draft agreement for the Financial Support from the European Stability Mechanism and provisions for the implementation of the Financing Agreement”,
- V. the provisions of the updated Asset Development Plan of the HRADF, as decided by the Board of Directors of the HRADF on June 5<sup>th</sup> 2018 and endorsed by means of a



relevant decision by the Government's Council for Economic Affairs and Policy on June 7<sup>th</sup> 2018,

- VI. the Joint Ministerial Decision No 215/10.8.2012, issued by the Inter-ministerial Committee for Asset Restructuring & Privatisation ("**ICARP**") (Government Gazette 2316 B' 2012), as amended by the Joint Ministerial Decisions 241/27.08/2013(Government Gazette 2221 B' 2013) and 264/14.06.2018 (Government Gazette 2274 B' 2018), issued by ICARP transferring to the Fund - for a maximum period of forty (40) years - the right to operate, maintain and exploit the Egnatia Motorway and roadside sites thereto, as well as all property, tangible and intangible, rights related to the Egnatia Motorway, together with three vertical axis, namely: (i) Siatista - Ieropigi/Kristallopigi leading to Albania, (ii) Thessaloniki – Serres - Promachonas leading to Bulgaria and (iii) the Thessaloniki - Evzoni transversal part of Patra – Athens –Thessaloniki Evzoni motorway axis leading to FYROM, as well as other associated rights (all together referred to as "**Egnatia**" or the "**Motorway**"),

the Fund is conducting an international public tender in two phases (the "**Tender Process**") for the award of a service concession agreement in relation to financing, operation, maintenance and exploitation of the Motorway (the "**Transaction**" or "**Project**"). Phase A of the Tender Process (pre-qualification of interested parties) was concluded on 16.05.2018. Phase B of the Tender Process (submission of binding offers) commenced in June 15th 2018 with the release of the first draft of the concession agreement (The "**Draft Concession Agreement**") to the pre-qualified parties for their comments. For the purposes of the Tender Process and the Transaction, as well as the negotiation of the Draft Concession Agreement with the pre-qualified parties and its finalization, the provision of certain technical services to the Fund is required.

- 4.2 Within the framework of the Tender Process and pursuant to the provisions of the Procurement Regulation of the HRADF (hereinafter referred to as the "Procurement Regulation") as recently amended and codified by the Decision No 2/16128/0025 of the Minister of Finance (Government Gazette B'/476/2014), namely article 2.3 and 2.6, the Fund is seeking to employ a specialized and highly experienced technical & traffic advisor (the "Advisor"), who fully understands the technical, engineering,



traffic, operational, commercial and financial dynamics and drivers of motorways in Europe and particularly in Greece in general and the Motorway specifically, in order to offer its services and the necessary technical and traffic assistance on all aspects related to technical matters that will emerge during Phase B and until up to successful completion of the Transaction.

## **2.1. Scope of Work**

In conjunction with HRADF's other advisors, assist and advise HRADF throughout the various stages of Phase B' of the Tender Process up until successful completion of the Transaction. The Advisor is, indicatively, expected to:

- periodically maintain and update/adjust the Base Traffic Model and perform sensitivity scenarios,
- Assist HRADF and the HRADF's other advisors (from a technical, operational, traffic and commercial point of view), in all matters related to the development, installation and operation of a comprehensive proportional (electronic) tolling system, by the Hellenic Republic and/or the concessionaire [as contemplated in JMD 6686/2014 (as in force)] and envisaged to be installed and operated on the entire Motorway and the three (3) main vertical axes, in order to ensure that users are charged according to the distance travelled ("e-tolls"). The technical adviser (along with the Fund's other advisers) may be required to work closely and when necessary provide technical assistance to the Hellenic Republic by providing/ proposing among other things, technical input as well as measures and techniques that will form part of the regulatory framework that will complement the e-tolls with a goal to safeguard revenues from e-tolls and combat toll evasion from users.
- assist in the review of relevant submissions made by pre-qualified parties during the due diligence period of the Project and/or the Motorway,



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- assist HRADF in communicating with Egnatia Odos S.A. and/ or assist in the organization of Preferred Bidders' site visits in cooperation with Egnatia Odos S.A.
- assist HRADF in liaising with Egnatia Odos SA for the collection of all necessary data and information for distribution to the Preferred Bidders
- assist HRADF in the review of any comments submitted by pre-qualified parties on the Draft Concession Agreement and, in preparing, jointly with HRADF's other advisors, intermediate versions and the final Draft Concession Agreement,
- in cooperation with the HRADF's other advisors and, where appropriate, evaluate from a technical point of view any proposal made by any pre-qualified party, and submit written recommendations to the HRADF,
- participate in presentations to pre-qualified parties,
- co-ordinate with the HRADF and the negotiating team, assist in planning the negotiation strategy, participate in the relevant negotiations, assess - from a technical point of view - the proposed financial terms and conditions of the documentation of Phase B of the Tender Process, draft all technical specifications, parts and terms of the documentation of Phase B of the Tender Process (including but not limited to the Draft Concession Agreement) and assist the HRADF's other advisors in drafting the relevant parts of such documentation,
- assist and advise the HRADF and its other advisors in relation to the completion of the Transaction and the fulfillment of any conditions thereof,
- review all the technical documents included in the offers submitted by pre-qualified parties, assess their compliance with the documents of the Phase B of the Tender Process and submit a written recommendation to HRADF,
- In conjunction with the HRADF's legal and financial advisors, assist in the preparation by the Hellenic Republic and liaise with the DG Mobility and Transport - DG Move, and provide any required technical input for the notification to be submitted, justifying the proposed tolling system model and the proposed toll charges for the Motorway;
- Provide any required assistance and analysis to the Fund and/or the Hellenic Republic to support in the communication with Directorate-General for Regional and Urban Policy (DG Regio) and/or DG Competition (DG Comp), to



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assess and justify the imposition of tolls to the vertical axis that have been co-financed with European Funds.

- Provide any required assistance and analysis to the Fund and/or the Hellenic Republic to support any communication with DG Competition (DG Comp), to assess and justify compliance with EU Law of any aid or support provided to the two co-financed vertical axis where imposition of tolls is envisaged.
- Together with HRADF's other advisors, assist in collecting any Government approvals and/or other approvals from European Institutions, as necessary to implement the Transaction.
- Perform all other customary services of a technical and traffic advisor for the successful consummation of any transaction similar in nature to the Transaction.
- Provide to the Board of Directors and/or the Counsel of Experts of the HRADF, any required recommendation justifying the proposed course of action in the different steps of implementation of the Transaction up to Closing;

## **2.2. Duration and Fee**

2.2.1 The engagement of the Advisor shall have a maximum duration of eighteen (18) calendar months or until successful completion of the Transaction (whichever event occurs first).

2.2.2 HRADF reserves hereby the right to extend and/or amend the engagement with the Adviser in order to include complementary services, which may be required and cannot be identified today, but they shall prove either to be inseparable from the original engagement without causing a major issue, in accordance with the provisions of the Procurement Regulation of HRADF, as well as to suspend the engagement of the Adviser depending on the development of the Tender Process.

2.2.3 The maximum available budget for the services and the assignment provided hereunder is one hundred and forty thousands Euros (€ 140.000,00), plus VAT (if any), payable in 18 monthly installments of equal amount (the "**Budget**"). Out of pocket expenses incurred during the assignment are reimbursed in accordance with HRADF's expenses policy (Annex I) and the



relevant guidelines of the Fund, up to the amount of twenty thousand Euros (€20.000) in total (capped amount).

### **3. Necessary Qualifications**

Interested parties should be able to demonstrate their standing, international reputation and professional expertise and experience in relation to this assignment. In particular, interested parties should be able to demonstrate:

- 3.1 **Track Record & Experience:** Proof of relevant experience in the provision of expert technical advisory services primarily in motorway projects, as well as to other infrastructure concessions. Experience in the Greek market will be highly appreciated. The dossier of the Expression of Interest should include obligatorily a catalogue of all relevant projects in which the interested party has participated in the last 10 years (**DOSSIER A'**).
  
- 3.2 **Project Team:** Proposed team composition (and its proposed structure) including relevant experience of the leader and senior members of the team. Expressions of Interest should include CVs of all members of the engagement team. Moreover, a list of all relevant projects proving experience of those individual members should be submitted and included in the Expression of Interest (**DOSSIER B'**). The leader and the senior members of the team cannot change, without prior written consent of HRADF, which cannot be unreasonably withheld
  
- 3.3 **Methodological Approach:** Interested parties should submit in their proposal a brief description of the proposed approach to the assignment, identification of critical issues, methodologies to be applied (**DOSSIER C'**).



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- 3.4. **Budget:** The Dossier should include the proposed Budget. The Dossier should also include expenses to be incurred for the purposes of the provision of the services at capped fixed amount, as per 2.2.3 above. (**DOSSIER D'**).
- 3.5 Interested parties and the members of their proposed teams must formally declare in writing that they do not have a conflict of interest in relation to the services under 2.1. Such declaration confirming the absence of any conflict of interest shall be in effect throughout the term of the engagement of the Adviser with HRADF. For the avoidance of doubt, absence of a conflict of interest should also cover the existence of any kind of engagement of the interested party by a pre-qualified party, participating in Phase B of the Tender Process
- 3.6 Interested parties must meet all the qualifications as described above under 3.1 through. 3.5. Interested parties who fail to submit Expressions of Interests fully compliant to the qualifications required under 3.1 through. 3.5 of this Invitation shall be disqualified from this tender process.
- 3.7 The Adviser must observe and abide by the rules provided for in art. 7 of the Law 3049/2002 and in particular their professional code of conduct and the relevant confidentiality rules, even after the conclusion of their engagement.

#### **4. Selection Process**

- 4.1 The assignment will be awarded in accordance with of the provisions of the Procurement Regulation.
- 4.2 Offers are assessed and evaluated in accordance with the table below. The tender will be awarded at the interested party whose offer will have the highest score.
- 4.3 Offers are evaluated on the basis of the following criteria and their respective weighting:



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Criterion	Weighting
Track Record & Experience - DOSSIER A'	<b>40%</b>
Project Team - DOSSIER B'	<b>30%</b>
Methodological Approach - DOSSIER C'	<b>10%</b>
Budget - DOSSIER D'	<b>20%</b>

- 4.4 HRADF may request additional documents and/or clarifications and/or any information from the interested parties in connection with any issue related to their offer, as deemed necessary.
- 4.5 Offers, consisting of DOSSIERS A', B, C' and D', the declaration confirming the absence of any conflict of interest and any other supporting documentation which proves the required experience and expertise of the interested parties as well as of the individual members of their proposed team, are permissibly submitted **only electronically** by email at the e-mail address: [info@hraf.gr](mailto:info@hraf.gr) (for the attention of Mr [Yannis Zapantis](#)), marked "EGNATIA MOTORWAY: INVITATION FOR EXPRESSION OF INTEREST FOR TECHNICAL ADVISER".
- 4.6 DOSSIER D' must be protected with a password; if not, the interested party shall be automatically disqualified. Following the assessment of DOSSIERS A', B', C', and provided that the declarations confirming the absence of any conflict of interest are included, the interested parties will be invited via e-mail to send the password for DOSSIER D'. The interested parties who fail to comply with the above requirements will be notified accordingly. Following the assessment of DOSSIER D' the interested parties (invited to send the password for DOSSIER D') will be notified about the outcome of the process.
- 4.7 Offers must be submitted **only electronically** no later than **July 16, 2018, 17:00 (Athens time GMT +2)**. Offers submitted after the aforementioned deadline may shall be deemed inadmissible and thus immediately rejected. In case of late receipt, Offers shall not be evaluated.
- 4.8 HRADF reserves the right to ask from interested parties to improve their financial bid, prior to the final award of the assignment.





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4.9 The award of the assignment is subject to the conclusion of a written contract.

**5. Terms and Conditions**

- 5.1 Offers to be submitted and this Invitation as well as the Adviser's engagement letter for the assignment are governed by and construed in accordance with the laws of the Hellenic Republic, taking also into consideration the prevailing market's conditions,
- 5.2 The practice of HRADF and its internal policy, including terms and conditions customary in the circumstances.
- 5.3 Interested parties accept hereby without reservation the expenses policy of HRADF on the reimbursement of the expenses of its advisers.
- 5.4 HRADF or any of its directors, or agents, or employees, or officers are not to be held responsible or liable in respect of any error or misstatement/misrepresentation in, or omission from, this Invitation. No person acquires against HRADF and/or the "Hellenic Company of Assets & Participations S.A." and their respective directors, officers, agents or employees, any right or claim for compensation, or indemnification, or other, for any reason or cause related to this Invitation and/or the offers and/or the participation in this tender. No representation, warranty or undertaking, express or implied, is or will be made in relation to the accuracy, adequacy or completeness of this Invitation and the tender process in general.
- 5.5 HRADF reserves the right, at the fullest extent possible and at its exclusive discretion, to cancel, suspend, amend or postpone this tender process, without any prior notice or updating, as well as to terminate any negotiations or discussions at any stage of the process, without incurring any liability whatsoever as against any participant and/or any third party.
- 5.6 Any dispute arising under or out of or in connection with the present Invitation, including the offers submitted as well as the Adviser's engagement letter for the assignment shall be subject to the exclusive jurisdiction of the courts of Athens, Greece.



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## **6. INFORMATION FOR PERSONAL DATA PROCESSING**

### **I. Information**

The Hellenic Republic Asset Development Fund (**"The Fund"**), which is based in Athens, 1 Kolokotroni and Stadiou Str, 105 62, Phone: +30 210 3274400, e-mail: [info@hraf.gr](mailto:info@hraf.gr), informs, in its role as controller, the natural person that the Fund itself (or HCAP, public entities and judicial authorities within their competence) will process the following data:

#### **A. Type and source of data**

The personal data included in the present Request for Proposals (the "RfP") (indicatively as per Qualification & Criteria in paragraph 4 of the RfP), which is submitted to the Fund in the context of this tender process by a natural person.

#### **B. Purpose of Processing**

Processing purpose is the evaluation of the Proposals, the implementation of the Tender Process, as well as of the Engagement Letter, and their monitoring, the safeguarding of the Fund's rights and the security and protection of transactions in general, the fulfillment of the Fund's legal obligations, the prevention of fraud against the Fund, as well as informing Interested Parties with regard to the evaluation of their submitted Proposals as per paragraph 5.6 of the RfP.

#### **C. Recipients of Data**

The recipients of the above (under para. A) data with whom data may be shared are the following: Hellenic Corporation of Assets and Participations S.A., public entities and judicial authorities within their competence.

### **II. Retention period**

The data under para. A may be retained for a period starting from the date of their receipt and lasting: (a) for 20 years in case no engagement letter is concluded (b) for 20 years after the termination of the Engagement Letter, in case an Engagement



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Letter is signed. After the expiration of the above periods the personal data will be destroyed.

### **III. Rights enforcement**

1. The natural person has the right to know which of their personal data are or have been processed, to oppose and to object to the processing of data which concern them for purposes other than those described above in par. I B, as well as to transmit their data to another controller, without the objection of the Fund. For the enforcement of said rights persons concerned may address the Fund in writing (e-mail: [dpo@hraf.gr](mailto:dpo@hraf.gr)). The enforcement of said rights regarding the processing of personal data of the above para. A. concerns exclusively their correction or update in order for those to be complete and accurate.

2. The enforcement of said rights does not relieve Interested Parties from their obligations deriving from their participation in the tender process.

3. The Fund has the right to deny the request for erasure of any natural person's data if their retention is necessary for compliance with a legal obligation, for the performance of a task carried out in the public interest, for archiving purposes in the public interest, or for the establishment, exercise or defense of legal claims or third-party claims.

### **IV. Obligations of the Fund**

The Fund has the obligation to take every reasonable measure to ensure the confidentiality and the security of personal data processing and the protection of said data from accidental or unlawful destruction, accidental loss, alteration, unauthorized disclosure of, or access to, personal data by anyone, as well as from any other form of unlawful processing.

Capitalized terms herein shall have the meaning attributed to them in the RfP.



## ANNEX I

### POLICY ON CONSULTANT EXPENSES

#### 1. Objective & Scope

The following policy pertains to charges by consultants involved in asset development projects and specifically covers the following: (A) travel expenses,

- (B) miscellaneous charges, such as costs for printing and photocopying services, teleconferencing.

#### 2. To whom does this pertain?

This policy and procedure pertain to consultants involved in HRADF property development projects.

#### 3. Travel Expense Coverage Policy:

##### Travel expenses

1. Only expenses related to consultant travel away from headquarters and that pertain to the development project shall be covered. Expenses incurred within headquarters, for example travel costs and meal costs, shall not be covered.

2. The following cases shall be covered:

(A) Consultants based abroad:

- (i) air travel from/to the consultant's headquarters, as well as domestic air travel, or travel via a different means, as well as living expenses within Greece, when the consultant travels to Greece for the purposes of the project,
- ii) air travel from/to the consultant's headquarters, domestic air travel or travel via a different means within the country of destination, as well as living expenses, when the consultant travels abroad for the purposes of the project.

(B) Consultants based in Greece:

- i) domestic air travel or travel via a different means as well as living expenses at the destination, when travelling domestically for the purposes of the project,
- ii) air travel abroad with return, as well as living expenses at the destination, when traveling abroad for the purposes of the project.



3. Two alternative methods exist for covering consultant travel expenses:
- (A) re-invoicing of travel expenses, and submission of the relevant documents,
  - (B) payment of a daily allowance and compensation per trip made by the consultant. Also in this case, the sum paid by HRADF will be considered extra remuneration paid to the consultant.

4. The following table describes the respective caps, which will be taken into account for calculating the budget when concluding contracts, multiplied by the number of estimated man days. The following caps will be taken into account for calculating the daily allowance and for calculating the air travel allowance, whenever this is required. For contracts already concluded, the following shall be taken into account for approval of the costs that have been paid within the context of contracts, and which are already in progress.

Type of Service per case	A.i AND B.i	A.ii AND B.ii
<b>Air travel</b>	Economy Class	Economy Class
<b>Sojourn</b>	€130	€180
<b>Daily Subsistence Expenses</b>	€50	€75

“In cases where air travel is carried out via business class for reasons of counterparty policy, the maximum reimbursement rates per destination are provided in the Table in Annex 1. Cases of travel from destinations not included in the above table shall be decided upon on a case by case basis. Cases in which air travel is carried out via business class for reasons of proven force majeure shall be exempt from the policy described above and shall be decided upon on a case by case basis.

5. Expenses considered daily living expenses that shall be covered by HRADF include:
- (A) meal costs, and
  - (B) travel expenses via public transport or taxi if there is no other means of transport in the city/destination.



6. In the event that the demands of the project require the use of a vehicle, then a kilometric allowance equal to €0.15 per kilometer shall be recognized. In order to cover the cost of car rentals, the authorisation of the Project Manager and the Executive Director or the CEO shall be required
7. New contracts shall provide for the following:
  - a) the aforementioned caps, which must be agreed upon prior to conclusion of the contract and referred to in the relevant paragraph,
  - b) the total budget for trips and living expenses, which shall include travel expenses;
  - c) the method of handling costs, either through re-invoicing of costs or payment of a daily allowance as well as compensation agreed upon per trip.
8. HRADF will not cover costs and living expenses beyond the caps which have been agreed upon. Exceeding of these caps shall not be covered by HRADF, without prior notification and approval by the Project Manager and the Executive Director or the CEO.

#### **4. Travel Expense Payment Procedure**

1. In order for HRADF to proceed with payment of the above expenses, the following shall be required:
  - a) submission of documents, namely copies of the invoices-expenses being re-invoiced, which must accompany the corresponding invoice,
  - b) a Sworn Declaration on the part of the consultant's legal representative, that the related expenses have not also been invoiced to another customer/another project of the consultant, and
  - c) the approval of the Project Manager, who shall monitor compliance with the above caps as well as the appropriateness of the relevant travel expenses, i.e. the extent to which these were necessary for execution of the project by the consultants.
2. Travel expenses shall be accepted only if the corresponding documents have been issued in the name of the staff member or company re-invoicing the cost to HRADF. If this is not the case, they shall not be covered by HRADF.
3. Furthermore, the consultants must plan their trips in conjunction with the project manager so as to avoid incurring additional costs for last minute travel.
4. The expenses shall be paid one month from the date of invoicing, provided that no issues arise during auditing.



## **5. Policy for Coverage of Miscellaneous Expenses**

1. Miscellaneous expenses mainly include the cost of printing and photocopying services, teleconferencing, and other costs required to cover the specific demands of the project. Mobile phone costs and other telephone costs shall not be covered.
2. Expenses for Printing and photocopying incurred from the use of own resources on the part of the consultant shall not be covered, except if, for the purposes of the project, the provision of services by a third party were required.
3. In every case, it is necessary for it to be clear from the third-party invoices submitted by the consultants that such costs pertain to the specific development projects. Invoices issued by the consultant and not accompanied by documents from third parties, in accordance with the above, shall not be accepted.
4. In order for HRADF to proceed with payment of miscellaneous expenses, the approval of the Project Manager is required, who shall monitor the appropriateness of the miscellaneous expenses; in other words, whether these were necessary for execution of the consultants' project.

Note: This expense policy shall be valid from the date on which it is sent to the consultants involved in development projects.



TRAVEL TO ATHENS BY POINT OF DEPARTURE

	INTERNATIONAL PRICE(€)	
1	London	488
2	Larnaca	224
3	Rome	369
4	Istanbul	345
5	Paris	604
6	Milan	400
7	Zurich	430
8	Munich	640
9	Frankfurt	568
10	Brussels	508
11	Bucharest	350
12	Amsterdam	500
13	Doha	1,175
14	Berlin	418
15	Moscow	560
16	Warsaw	393
17	Tel Aviv	425
18	Sofia	295
19	Cairo	280
20	Geneva	355
21	Belgrade	415
22	Vienna	375
23	Madrid	505
24	Copenhagen	465
25	Düsseldorf	425
26	Barcelona	440
27	Beirut	370
28	Kiev	355
29	Tirana	368
30	Amman	525
31	New York	1,980
32	Stuttgart	428
33	Budapest	408
34	Stockholm	435
35	Abu Dhabi	1,105
36	Dubai	1,100
37	Izmir	265
38	Prague	465
39	Manchester	603
40	Malta	385
41	Hamburg	425
42	Tehran	555
43	Venice	440
44	Larnaca-Dubai	1,098
45	Lyon	630
46	Bahrain	1,065
47	Dublin	548
48	Toronto	2,910



DOMESTIC PRICE (€)		
1	Thessaloniki	210
2	Santorini	245
3	Heraklion	205
4	Rhodes	210
5	Chania	205
6	Mykonos	220
7	Mytilene	205
8	Chios	198
9	Corfu	200
10	Samos	200
11	Alexandroupol	210
12	Kos	210
13	Paros	180
14	Milos	160
15	Ioannina	210
16	Kavala	205
17	Zakynthos	165
18	Naxos	180
19	Skiathos	180
20	Karpathos	210

1. *PRICES ARE BASED ON THE CURRENT PRICING POLICY OF AIRLINES FOR ROUND-TRIP TRAVEL. IN CASES WHERE THE TRIP PERTAINS TO ONE-WAY TRAVEL, THE PRICE IS SET AT HALF THE PRICE LISTED ABOVE.*
2. *CALCULATION OF PRICES WAS CARRIED OUT ON THE AVERAGE OF THE DIFFERENCE BETWEEN THE MAXIMUM AND AVERAGE PRICE FOR EACH DESTINATION*