

GREEK MARINAS





IOANNIS ALEXOPOULOS



ICOMIA 25-27 OCTOBER 2018 | ATHENS WORLD MARINAS Conference 2018

STAVROS NIARCHOS FOUNDATION CULTURAL CENTER

SAVE THE DATE

25 - 27 OCTOBER, 2018
ATHENS



GOVERNMENT OFFICIALS

1. Strategy for the Development of the Greek Marinas Sector
2. Importance of the Greek Marinas to the Development of the Greek Tourism
3. Optimization of Procedures for better and faster Investments

VALUE THAT A MARINA BRINGS TO THE AREA

FOR EVERY 100 BERTHS



6 DIRECT JOBS AND 100 INDIRECT JOBS

FOR EVERY €1 OF MOORING FEES



~€10 FOR THE RELATING INDUSTRY

TOTAL MARKET OF MORE THAN €50.000.000



~€500.000.000 FOR RELATING INDUSTRY

JUST THE V.A.T. PAID



> €100.000.000 / YEAR

INCREASING INTEREST FOR INVESTMENTS IN THE SECTOR

HELLINIKON PROJECT

(Agios Kosmas Marina)



ASTIR VOULIAGMENIS PROJECT

(Astir Marina)



WHY INVEST IN PROJETS - NOT JUST IN MARINAS

WHY INVEST IN GREECE

WHY INVEST IN PROJETS - NOT JUST IN MARINAS

Experience of the Destination

Restaurants and Yachting Clubs
Hotels and Spa
Luxury Retail Stores
Villas and Apartments



SMALL MARINA JUST FOR MOORING



$$\frac{\text{GCC}}{\text{MR}} = \frac{\text{GOVERNMENT CONCESSION COST}}{\text{MOORING REVENUE}} \times 100 \quad (\%)$$

MINIMUM OVERHEADS

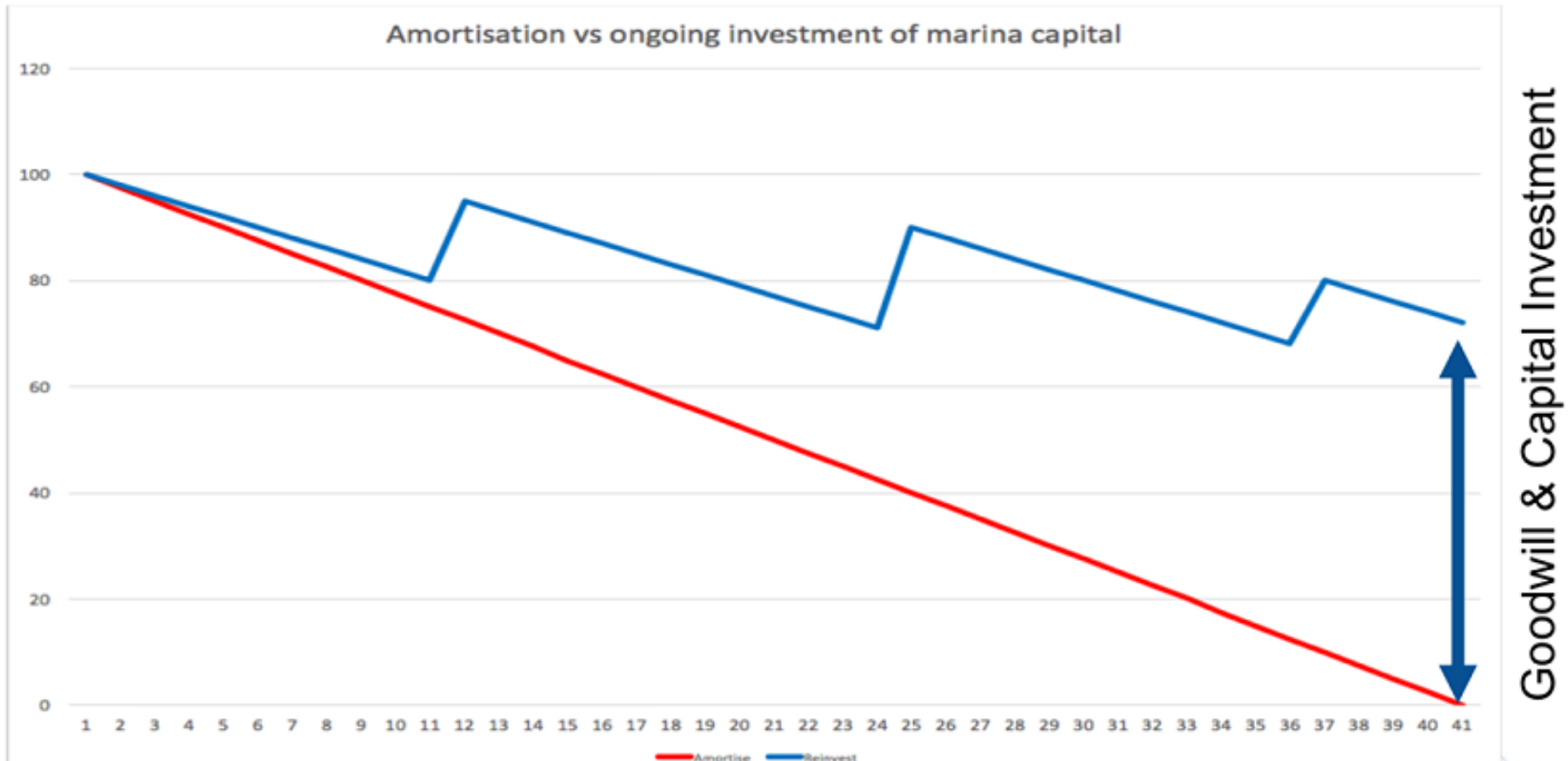
COST FOR COMPLIANCE WITH REGULATIONS

NUMBER OF BERTHS

SERVICES OFFERED BY THE MARINA

A Concession Agreement that Encourages Re-Investments

Government Concessions Commercial Reality



SMALL MARINA JUST FOR MOORING



THIS IS NOT THE FUTURE

SMALL MARINA JUST FOR MOORING



IT COULD WORK WITH A BETTER CONCESSION AGREEMENT &
WITH MANY MORE SERVICES



FLISVOS MARINA - RETAIL SHOPS / RESTAURANTS



ASTIR MARINA - DESTINATION



LIMASSOL MARINA—CYPRUS - REAL ESTATE / RETAIL SHOPS / RESTAURANTS / BEACH



AYIA NAPA MARINA—CYPRUS - REAL ESTATE / RETAIL SHOPS / RESTAURANTS / BEACH



GREECE

YACHTING – IN BLUE AND FRIENDLY WATERS
MANY DESTINATIONS, ONE CLOSE TO ANOTHER

WITH NEED FOR MORE SERVICES

IN THE CONFERENCE MORE THAN
70% ASKED WOULD INVEST IN GREECE

(POLL)



Thank You!