

**CALL OF TENDER FOR THE AWARD OF CONSULTING SERVICES FOR FEASIBILITY STUDIES  
FOR CONSTRUCTION PROJECTS**

**Piraeus, Greece**

**November 2025**

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Item	Short Description
Tender Title	Call for Feasibility Consulting Services (FC) for construction projects
Contracting Authority	Piraeus Port Authority S.A. (PPA)
Clarification Email	fctender@olp.gr; procurement@olp.gr (Questions up to <b>6 days before offer submission deadline</b> ; replies up to 2 days before offer submission deadline.
Offer Submission Deadline	<b>05/12/2025, 12:00 (Greece time)</b> . If, following the submission of the NDAs, all offers are submitted before the deadline (05/12/2025, 12:00 Greece time), the evaluation may start immediately—prior to the official deadline—provided that no additional offers are expected.
Submission Method	Email: <b>offersubmission@olp.gr</b> (primary). Alternative: Hard copy at PPA, Office 209, 10 Akti Miaouli, 18538 Piraeus (same deadline)
Offer Validity	<b>90</b> calendar days from the day after tender date
Participation Guarantee	<b>€10.000</b> via Tender Bank Guarantee <b>or</b> cash deposit (see <b>Article 8 &amp; Annex III</b> )
Performance Guarantee	<b>5%</b> of contract value (see <b>Article 8 and ANNEX IV</b> )
Evaluation Scoring Weights	Technical <b>50%</b> / Price <b>50%</b> (see <b>Article 7</b> )
Contract Language	English (deliverables in <b>English &amp; Chinese</b> )

## 2. Definitions

For the purposes of understanding the terms of this Call for Tenders, definitions of the following terms are given herein below:

- a) “Concession Agreement” means the 24.6.2016 amendment and codification into a single text of the Concession Agreement of 13.2.2002 between the Hellenic Republic and Piraeus Port Authority S.A., which was ratified by Law 4404/2016 as in force.
- b) “Authorized Representative”: a legal representative of the Candidate (according to the Candidates statutes/bylaws) thereof or a specifically authorised representative (by a decision issued by the Candidate’s competent body), as the case may be, who has the power to bind the Candidate and also has the authority to sign and submit the Candidate’s Offer;
- c) “Call”: this document;
- d) “Candidate”: The legal entities/companies submitting an offer in this Tender;
- e) FC (Feasibility Consultant): The successful Candidate engaged under the FC Agreement (Section 8).
- f) “Contracting Authority”: is the Piraeus Port Authority S.A.;
- g) “Interested Parties”: Companies that have an interest to submit a binding Offer;
- h) “Folder of Offer”: has the meaning of article 5.2;
- i) “Guarantees”: has the meaning of article 8;
- j) “PPA”: The societe anonyme under the corporate name “Piraeus Port Authority S.A.”;
- k) “Project”: the overall services of a FEASIBILITY CONSULTING SERVICES that will be according to the process described herein;

- l) “Technical Proposal”: has the meaning of article 5 and ANNEX II.C;
- m) “Tender”: the tender process described in this document;
- n) “Public Research Institution (PRI)”: a non-profit research body established by or under a foreign central government ministry or agency.
- o) “Eligible Bank”: a credit institution licensed in an EU/EEA/OECD/G20 country including the People’s Republic of China, or a non-EU bank with an EEA correspondent able to issue/confirm guarantees via authenticated SWIFT acceptable to PPA.

Capitalised terms referring to the 2016 HRCA and not defined herein shall be used as defined in the 2016 HRCA.

### **3. Contracting Authority – Tender procedure overview**

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#### **3.1 Contracting Authority**

- 3.1.1 The Contracting Authority is PPA. For corporate background, see ANNEX VII (Informative Background)
- 3.1.2 The address of the Contracting Authority is: Piraeus Port Authority S.A. 10, Akti Miaouli, 185 38, Piraeus, Greece

#### **3.2 Communications and Clarifications**

- 3.2.1 Interested Parties may request clarifications by email to [ftender@olp.gr](mailto:ftender@olp.gr) and [procurement@olp.gr](mailto:procurement@olp.gr) up to six (6) days prior to the submission deadline; written responses will be provided to all Interested Parties up to two (2) days before the deadline. Verbal clarifications are not allowed.

#### **3.3 Submission Deadline and Place**

- 3.3.1 Offers must be received by 05/12/2025, 12:00 (Greece time):
  - Primary: Email to [offerssubmission@olp.gr](mailto:offerssubmission@olp.gr) .
  - Alternative: Hard copy at PPA, Office 209, 10 Akti Miaouli, 18538 Piraeus (same date/time).If, following the submission of the NDAs, all offers are submitted before the deadline (05/12/2025, 12:00 Greece time), the evaluation may start immediately—prior to the official deadline—provided that no additional offers are expected.
- 3.3.2 The Candidates are responsible for dispatching the sealed Folder of Offer thereof until the receipt of such Folder of Offer by PPA. Any insurance cost, custom duties and transport charges are borne by the Candidate.
- 3.3.3 The Candidate is responsible for and accepts the risk for any event, to include even force majeure, that may have as a result the non-timely or non-duly submission of the Folder of Offer thereof.
- 3.3.4 Offers submitted after the above date and time are overdue and are returned without being unsealed.

#### **3.4 Right of the Contracting Authority**

- 3.4.1 Since PPA is a private-owned company and due to the immense importance of the prompt and adequate completion of CAPEX I (both for PPA and the Hellenic Republic and consequently for the public interest) no objections in relation to the content of this Call (if submitted), that could unreasonably delay the process of selection of the FC (Feasibility consultant), will be examined by

PPA. Internal evaluation/tender process documents are not communicated to participants. The decisions of PPA SA are final and objection against them will be taken into account by PPA SA

- 3.4.2 PPA, at its absolute discretion has the right to cancel or repeat the Tender at any stage of the procedure indicatively but not limited to and, in particular:
- a) due to irregular conduct, if such irregularity affects the outcome of the procedure;
  - b) there was no adequate competition<sup>1</sup>;
  - c) if the outcome is justifiably deemed to be non-satisfactory;
  - d) if there has been a change of needs in relation to the project to be awarded;
  - e) if none of the Candidates submitted the required documents;
  - f) the price quotations are obviously and clearly excessive.

## **4. Scope of Services and Deliverables**

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### **4.1 Scope of Services**

The scope of the Tender shall be the entering of PPA into a consultancy Agreement with the Feasibility Consultant (hereinafter: the FC), the terms of which shall correspond to the FC's responsibilities and rights.

### **4.2 Deliverables**

The FC shall provide, the following consulting services and deliverables:

- 4.2.1 Submit Feasibility studies and risk assessments for each investment project in both Chinese and English versions by December 30, 2025. Each Feasibility study and risk assessment as described in ANNEX V.A & V.B.
- 4.2.2 fully assist and provide consulting services to PPA in completing the project related feasibility reporting work.
- 4.2.3 revise the feasibility report based on PPA's review comments on the initial draft until be accepted and approved by PPA in writing.
- 4.2.4 submit reports to PPA separately, and provide corresponding report texts and electronic versions (including Word and PDF versions).

Deliverables must be provided by the FC promptly, without any due delay and no later than thirty (30) business days from submission regarding pre-construction services or fifteen (15) business days regarding construction services of the relevant request by PPA, unless otherwise specified in PPA's written instructions.

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<sup>1</sup> In case less than three complete offers – each including as applicable, the participation documents, the technical offer or declaration of acceptance of the technical requirements, and the financial offer - are submitted until the deadline set, then the procedure shall be deemed unsuccessful and shall be repeated.

If at least three such complete offers are submitted by the deadline, but during the evaluation process less than three are deemed eligible for unsealing their financial offers, PPA proceeds either:

- a. By initiating a competitive negotiation procedure, in which both the initial and improved financial proposals are unsealed simultaneously or
- b. By unsealing the eligible financial offer (s) and continuing the evaluation allowing for discussion/ negotiation of the offer only with the successful bidder.

Note: In case during tender repetition again less than three complete offers – each including as applicable, the participation documents, the technical offer or declaration of acceptance of the technical requirements, and the financial offer - are submitted until the deadline set, then evaluation procedure shall be carried out.

Considering that this project focuses on the Piraeus Port in Greece as the core research object, and the research content is extensive and the workload is heavy, the contractor shall cooperate with PPA to conduct systematic field research, data collection, and in-depth analysis in relevant areas.

## 5. Offer Submission Procedure

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### 5.1 Language and validity

5.1.1 The Offers shall be in English language (official translations are accepted). Offers are valid and binding for a duration of 90 days including the offers submission deadline

### 5.2 The Folder of Offer

5.2.1 Submission of one (1) main folder is required according to the requirements of ANNEX II. A, containing three sub-folders closed and sealed (for hard copies) or password protected (for offer submission through emails):

- Participation Supporting Documentation (according to requirements and check list of ANNEX II. B.
- Technical Proposal (according to requirements and check list of ANNEX II. C)
- Financial Proposal (according to requirements and check list of ANNEX II. D)

Labeling requirements and the detailed document-by-document checklist are centralized in **Annex II (Forms & Checklists)**.

### 5.3 Offer submission to PPA

5.3.1 The Offer must be signed by the **Authorized Representative**; proof of signing authority (board resolution or equivalent) must be included (see **Annex II**).

5.3.2 Offers must be clear; any corrections must be legible and initialled; unclear corrections may lead to rejection.

**Note:**

For public institutions, submit a founding or registration act (or official directory printout) in lieu of commercial registry certificates, plus the name of the governing authority and legal representative.

### 5.4 NDA requirement for Candidates to receive ANNEXES

5.4.1 Within **5 days** from Tender upload, Interested Parties shall submit a **signed NDA (Annex I)** to receive Annexes II–VI. The NDA to be accompanied by proof of signing authority (board resolution or equivalent).

## 6. Right of participation – Eligibility (Pass - Fail)

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### 6.1 Right to participate

6.1.1 Right to participate in this tender procedure are companies, public research institutes (PRI) legally established in Greece, EU or at their country of establishment.

### 6.2 Experience Requirements for participation

6.2.1 Candidates who intend to participate to this tender procedure should fulfil the following experience requirements:

- i. In the field either of research or feasibility or port related engineering design, contracting, supervision, and Scientific Product Development.
- ii. Joint ventures are eligible for the present procedure; subcontracting is not permitted.

### 6.3 Personal Situation Criteria

Final convictions for offences related to professional conduct; insolvency/bankruptcy/administration; material non-compliance with tax and social obligations; serious misrepresentation or false statements (also applicable to legal representatives). Evidence per **Annex II.B – Form A**.

### 6.4 Conflict of Interest

Candidates (incl. major shareholders) and key personnel must not have, in the last **10 years**, any relationship with PPA that, in PPA's reasonable opinion, creates a conflict of interest. Declaration per **Annex II. Form D**.

### 6.5 Economic & Financial Standing

Candidates shall demonstrate sound financial standing and operational capacity to perform the contract.

#### (a) Evidence:

Candidates shall submit, using Annex II – Form E, their average annual turnover from consultancy income for the last three (3) years (2022, 2023, 2024), together with **audited financial statements or equivalent official financial documentation**.

- For commercial companies: audited P&L and balance sheets or certified extracts by an external auditor as applicable at their country of establishment.
- For public or non-profit research institutions: certified annual budget reports, official funding statements, or equivalent documentation issued by competent public authorities as applicable at their country of establishment.

#### (b) Threshold:

The average annual turnover from consultancy income shall not be less than **EUR 5 million**, and no single year shall be below **EUR 0.5 million**, unless the Candidate is a **public research institution** whose financial structure is based on **public budget allocation**.

#### (c) Verification:

Evidence shall be attached to Form E and must clearly indicate the relevant amounts on the submitted financial documents. PPA reserves the right to request additional clarifications or auditor confirmations.

### 6.6 Management Systems & Insurance

Throughout the term of the agreement with PPA, the FC will be requested to provide their services:

6.6.1 in conformity with the following in force and valid certificates or equivalents, which has to have been certified prior to tender publication date:

1. ISO 9001:2015,
2. ISO 14001:2015 environmental management certificate,
3. ISO 45001:2018 health and safety management certificate.

## 7. Evaluation & Award

### 7.1 Offer Unsealing procedure

After offer submission deadline, the Evaluation Committee: (a) verifies timely/valid submission; (b) assesses Pass/Fail criteria in **Article 6** using evidence **Annex II**. Only admissible Offers proceed.

The Evaluation Committee, appointed by PPA, shall assess all proposals based on their compliance with the requirements of this Call, applying the following evaluation criteria.

#### 7.1.1 Award Criterion and Selection of the FC

Winning candidate will be the one achieving highest combined score S as described below in detail.

The winning candidate to whom the contract is awarded shall be admitted to PPA contractor's register under a relevant category or categories following written consent.

### 7.2 Technical Evaluation (St)

The Technical Proposal will be evaluated on the basis of the following sub-criteria:

- **(i) Methodology** [see para. 7.1(i)]: up to **30 points**
- **(ii) Project Team organization and Work Plan** [see para. 7.1(ii)]: up to **10 points**
- **(iii) Specialized knowledge and expertise**: up to **40 points**
- **(iv) Relevant experience from previous projects**: up to **20 points**

**Maximum Technical Score (St): 100 points**

Criterion	Max Points	Scoring Range	Description of Evaluation Basis
<b>1. Methodology &amp; Work Plan</b>	30	<b>0–10:</b> Inadequate, generic, not tailored to CAPEX schedule or feasibility requirements. <b>11–20:</b> Adequate, covers most requirements, limited detail or missing links to HRCA/CAPEX needs. <b>21–30:</b> Excellent, detailed methodology, clear work plan (Gantt chart, milestones), innovative tools, strong alignment with PPA requirements and CAPEX I obligations.	Annex VA – Methodology Forms, Work Plan, Schedule
<b>2. Organization &amp; Project Team</b>	10	<b>0–3:</b> Team incomplete, unclear roles, CVs weak or irrelevant. <b>4–7:</b> Adequate team, roles described, CVs relevant but limited depth in CAPEX/ports. <b>8–10:</b> Strong team with clear organogram, highly qualified CVs, balanced inputs,	Annex VA – Organizational Chart & CVs (Annex II.E Form G)
<b>3. Specialized Knowledge (GR &amp; CN standards; port/infra)</b>	40	<b>0–15:</b> Weak knowledge, only generic reference to feasibility work, no proof of China/Greece regulatory compliance. <b>16–30:</b> Adequate knowledge, evidence of familiarity with at least one jurisdiction (GR or CN), partial relevance to ports/critical infrastructure. <b>31–40:</b> Excellent, documented expertise in both Greece and	Annex VA – Technical Forms, evidence of regulatory expertise in Greece and China

		China feasibility requirements, solid references in port/infra studies, use of advanced analytical tools.	
<b>4. Relevant Experience (as per article 6.2.1)</b>	20	<b>0–7:</b> Limited or no relevant projects; weak references. <b>8–14:</b> Some relevant experience (≥2 projects), references adequate, but not fully aligned with Request . <b>15–20:</b> Strong record (≥4 projects), directly relevant to ports, airports, utilities;	Annex II.E form F – Experience Record Table
<b>Total Technical (St)</b>		<b>100</b>	

**Important Note:**

No financial data shall appear in the Technical Proposal.

**7.3 Financial Evaluation (Sf)**

$Sf = 100 \times (FM / F)$ , where **FM** is the lowest admissible price, **F** is the price under consideration. Prices in **EURO**, two decimals; comparisons are net of VAT. Financial Proposals that are excessively high or abnormally low may be rejected following request for explanation and assessment.




**7.4 Combined Score & Ranking**

$S = 0.50 \times St + 0.50 \times Sf$ . Highest **S** ranks first. In an absolute tie, higher **St** prevails. Result is final and binding; objections that unreasonably delay CAPEX I may be rejected.

**8. Guarantees**

**8.1 Participation Guarantee (Tender Bank Guarantee / Guarantee Amount)**

- 8.1.1 Candidates shall provide either:
- A tender participation letter **Bank Guarantee** issued by an Eligible Bank in the amount of €10.000 conforming to **Annex III**; or
  - proof of deposit/transfer of the same amount to the below PPA bank accounts

 ΕΘΝΙΚΗ ΤΡΑΠΕΖΑ	<b>GR1501101900000019050500651</b>
 <b>ALPHA BANK</b>	<b>GR7101401250125002320006462</b>
 <b>Eurobank</b>	<b>GR4902600250000440201113841</b>

- 8.1.2 Release: within 10 working days of Tender completion for unsuccessful Candidates and contract signing with the successful candidate; for the successful Candidate upon FC Agreement signing. The guarantee (of either type) may be called if the Candidate fails to fulfil obligations under this Tender.

## 8.2 Good Performance letter of Guarantee

The successful Candidate shall submit a Good **Performance Guarantee** (listed in **Annex IV**) of **5%** of the contract amount upon signing, initially valid for one year. Failure to submit within 30 days of receiving the countersigned Agreement renders the award void and PPA may proceed with the next ranked Candidate.

## 9. Contract signing, Payment terms, Cooperation between parties

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### 9.1 Contract signing

The Temporary successful candidate shall within **10 days** of notice sign the contract. PPA may cancel the outcome if the services are no longer required.

### 9.2 Payment terms

- 9.2.1 First installment: 40% of the total contractual value within 15 working days from the date of issuance of the corresponding invoice by the Contractor, following contract signing and submission of the required performance guarantee of article 8.2 above.
- 9.2.2 Second installment: 30% of the total contractual price within 15 (fifteen) working days from the date of issuance of the corresponding invoice, provided that submission of the first draft deliverables have been duly accepted by PPA's competent department.
- 9.2.3 Third – final installment: 30% of the total contract price within 15 (fifteen) working days from the date of issuance of the corresponding invoice, provided that competent acceptance of all final deliverables has been carried by PPA's competent Department.

#### Notes:

- i. The payment term for each instalment shall commence provided that the relevant contractual milestone has been primarily successfully completed and verified by PPA and from the date of issuance and submission of the corresponding invoice.
- ii. All prices are inclusive of any withholdings, retentions, and charges, excluding VAT, which shall be paid in addition where applicable and in accordance with Greek tax legislation.

### 9.3 Cooperation between parties

- 9.3.1 The FC's Project Team shall be consistent with the offered and contractual terms. Replacement of key personnel (Head of Team and deputies) may occur only in unavoidable circumstances and with prior written approval by PPA. Replacement personnel shall have equal or greater experience/competence; costs borne by FC.
- 9.3.2 The FC shall cooperate with PPA, refrain from any interference in PPA's internal affairs or limitation of PPA's rights under HRCA 2016. See also Article 3.4.

## 10. Applicable Law

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- 10.1 The FC of the project and the Contracting Authority are obliged to take every effort for the extrajudicial settlement of any disputes arising from the relations thereof during the term of the contract.
- 10.2 Any disagreement or dispute shall be resolved by the competent Courts of Piraeus, pursuant to both substantive and procedural rules of Greek Law.

Tender for the selection of a consultant for  
CONSULTING SERVICES FOR FEASIBILITY STUDIES FOR CONSTRUCTION PROJECTS

Non-Disclosure Agreements (NDA)

Confidentiality Clause

1. The Consultant shall keep all information it receives from Piraeus Port Authority S.A. (OAP A.E.) or comes in its possession while providing its consulting Services/participating in the tender, strictly confidential with respect to the General Data Protection Regulation (GDPR) 2016/679 EU and shall not use it for its own purposes. In the event that the consultant candidate breaches its confidentiality obligation, it shall be directly liable towards Piraeus Port Authority S.A. (OAP A.E.), may claim compensation for any damages it may sustain, request that confidential information is no longer communicated and instruct that it does not reoccur in the future.
2. The confidentiality obligation pertaining to any Confidential information coming to the Candidate.
3. Company's attention, its personnel and Delegates, shall be effective throughout the term of the present procedure and also survive the termination of the THIS TENDER and quote procedure for up to 3 years, howsoever occurring, unless they involve:
  - a. information accessible through bibliography and in any case not as a result of a breach of the consultant's obligations,
  - b. information that was already legally known to the consultant, prior to the execution of the present THIS TENDER and quote procedure, as evidenced by the consultants written records,
  - c. information that became known to the consultant, after the termination of the THIS TENDER and quote procedure as evidenced by the consultants written records by another source and not Piraeus Port Authority S.A. (OAP A.E.)
  - d. information for which the consultant has a disclosure obligation, in compliance with any legal provisions or within the scope of implementing any Court ruling, order of a district attorney or other binding decision of any foreign governmental agency, administrative or regulatory authority.
4. In the event that the consultant breaches its obligations, undertaken by virtue of the present clause, Piraeus Port Authority S.A. (OAP A.E.) is entitled to claim compensation for any damages may sustain, without limitation, request that confidential information is no longer communicated and instruct that it does not reoccur in the future. All Parties shall promptly inform each or her and in any case within 48 hours, in the event of any unlawful disclosure of confidential information pertaining to it, by making a specific reference to the incident and the action taken in the meantime for the restoration of the loss or falsification of data belonging to Piraeus Port Authority S.A. (OAP A.E.), and shall work together, providing every possible assistance to each other, in order to end the violation and avoid or minimize any adverse consequences. Given the difficulty to prove the extent of the damages, in the event of a breach of the confidentiality clause, Piraeus Port Authority S.A. (OAP A.E.), explicitly reserves every other legal right.

Name:

Date:

Authorized Representative: Signature/

Stamp

## **Annex VII – PPA Informative background**

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### **Preamble**

The Port of Piraeus (Port of Piraeus) is the largest port in Greece, spanning a coastline length of more than twenty-four kilometres and expanding over an aggregate area exceeding five million square meters.

The Port of Piraeus is situated at the intersection of sea routes linking the Mediterranean with Northern Europe and its geographic position (south of the 38th parallel) enables major line ships to access it without significant deviation from the Far East trade routes.

The Port of Piraeus hosts a complex and unique variety of activities, including: ferry/passenger shipping (it is the largest passenger port in Europe), servicing of all types of cargo, cruise, vessel repair activities, as well as the Port of Piraeus free zone (a control type I customs free zone) operating under applicable tax and customs legislation in the area (Piraeus Free Zone).

### **The Piraeus Port Authority S.A. (PPA)**

PPA is the legal entity entrusted with the administration and operation of the Port of Piraeus. It was established as a legal entity of public law by virtue of Law 4748/1930, which was restated by Compulsory Law 1559/1950 and ratified by Law 1630/1951, each as subsequently amended and supplemented.

In 1999 PPA was transformed into a stock corporation (société anonyme).

In April 2016, following an open public tender process, the Hellenic Republic Asset Development Fund (HRADF), under its capacity as the major shareholder of PPA, and COSCO HK Ltd entered into a Shares Purchase Agreement (hereinafter: SPA) for the acquisition of the majority participation in the share capital of PPA.

In August 2016, PPA ceased to be a state-owned company and since that day it is a private-owned company, due to the concession agreement between Greek State and

PPA ratified by Law 4404/2016, as amended and in force.

Piraeus Port offers unique advantages because of its strategic position and infrastructure. Situated close to the international trade routes, the port is a hub of international trade being the only European port in the East Mediterranean with the necessary infrastructure for the accommodation of transshipment cargo.

Piraeus Port Authority is engaged mainly in the following activities:

- Container Terminals
- Car Terminals
- Cruise Terminals
- Ferry Terminals
- Shipyards Services
- Logistics Cent