Region of Crete - Investment Profile

Synergassia
Regional Partnership

June 2011
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1. Profile of the Region of Crete
Region of Crete: Quick overview

• Crete is the largest and most heavily populated island of Greece. It is the fifth largest island in the Mediterranean Sea.

• The Region of Crete, which is one of the thirteen Administrative Regions of Greece, covers 6.3% of the total area of the country with a total extent of 8,335 km².

• The Region of Crete, is constituted by the Prefectures of Heraklion, Lasithi, Rethymno and Chania. The city of Heraklion is the Capital of the Region and the homonym Prefecture.

• The Cretan Sea boarders the island on the north and the Libyan Sea on its south.

• A number of small islands: Gavdos, Ntia, Koufonisi, Gaidouronisi or Chrysi, Dionysades, Spinalonga and Paksimadi, most of them uninhabited, also belong to Crete.

• The island has three major airports, Nikos Kazantzakis in Heraklion, the Daskalogiannis airport in Chania and a smaller one in Sitia. The first two serve international routes, as the main gateways for travelers to the island. Crete is also connected to mainland Greece by its 6 ports.
Region of Crete: Quick facts

- Crete is the most populous island in Greece with a population of more than 600,000 people. Approximately 42% of the population lives in Crete's main cities and towns whilst 45% lives in rural areas.

- The Region produces 4.9% (€13 bn) of total GNP of the country.

- Main economic activities include agriculture and tourism services.

- As in many other Regions of Greece, production of wine and olive oil is significant. Dairy products are also important to the local economy and there are a number of specialty cheeses such as mizithra, anthotiros, and kefalotyri.

- Crete is one of the most popular holiday destinations in Greece. Tourist attractions include the archaeological sites of the Minoan civilisation, the Venetian old city and port of Chania, the Venetian castle at Rethymno, the gorge of Samaria, the islands of Chrysi, Elafonisi, Gramvousa, and Spinalonga.

Investment incentives quick facts

- Operational Program Crete and the Aegean Islands 2007-2013: €564m
- New Investment law: Subsidies of up to 45% for business plans.
- Jessica Holding Fund: €15m
- Jeremie fund: €50m

Workforce and enterprises quick facts

- Total workforce: 280,000
- Unemployment rate: 11.1%
- Employment rate: 63.9%
- Employment rate women: 52.4%
- Number of Universities - Institutes: 6
- International Exhibition Centre: 1
- Companies listed on the Athens Stock Exchange: 8
- Industry Areas: 6

Cultural and natural quick facts

- Significant Archaeological sites: 15
- Natura 2000 regions: 55
- Blue flag awarded beaches: 98

Source: economics.gr, statistics.gr
2. Crete’s competitive advantages
Crete has a breathtaking geography to offer

- Crete has a coastline of 1,000 km, but it is also extremely mountainous. Its mountainous character is defined by a high mountain range crossing from west to east, formed by three different groups of mountains:
  - White Mountains or Lefka Ori
  - Idi Range (Psiloritis)
  - Dikti Mountains

- The morphology of Crete is characterized by the existence of three basic areas: the first one has an altitude of 400 m. or more (high or mountainous), the second area with an altitude from 200 to 400 m. (medium) and the low area that extends between the sea level and an altitude of 200 m. The two first areas occupy almost 3/5 of island and constitute a continuous mountain range from the West to the East. This mountain range has six tops that exceed the 2,000 m.

- These mountains gifted Crete with valleys, such as Amari valley, fertile plateaus, such as Lasithi plateau, Omalos and Nidha; caves, such as Diktaion and Idaion (the birthplace of the ancient Greek god Zeus) and a number of gorges.
The Region of Crete boasts strong performance indicators

Welfare indicators

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Crete (000s)</th>
<th>Greece 10,964</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP per capita *</td>
<td>€21 (000s)</td>
<td>€21.3 (000s)</td>
</tr>
<tr>
<td>Income per capita *</td>
<td>€15.4 (000s)</td>
<td>€16.7 (000s)</td>
</tr>
<tr>
<td>Savings per capita</td>
<td>€13.8 (000s)</td>
<td>€18.8 (000s)</td>
</tr>
<tr>
<td>Population growth per 1,000 inhab</td>
<td>4 (000s)</td>
<td>0.9 (000s)</td>
</tr>
<tr>
<td>Primary school students per 1,000 inhabitants</td>
<td>69</td>
<td>56</td>
</tr>
<tr>
<td>Unemployment rate**</td>
<td>11.1%</td>
<td>12.5%</td>
</tr>
</tbody>
</table>

Source: economics.gr, ΟΑΕΔ
* Indicated data refer to 2008, otherwise to 2009
**2010

Key performance indicators

<table>
<thead>
<tr>
<th>Indicator</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>Total Greece</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP (€ m)</td>
<td>7,398</td>
<td>8,100</td>
<td>8,578</td>
<td>9,031</td>
<td>9,394</td>
<td>10,375</td>
<td>11,155</td>
<td>11,641</td>
<td>n/a</td>
<td>237,494</td>
</tr>
<tr>
<td>% Agriculture</td>
<td>10.5%</td>
<td>11.2%</td>
<td>9.5%</td>
<td>10.7%</td>
<td>9.4%</td>
<td>7.9%</td>
<td>7.8%</td>
<td>7.5%</td>
<td>n/a</td>
<td>3.8%</td>
</tr>
<tr>
<td>% Industry</td>
<td>14.9%</td>
<td>14%</td>
<td>13.9%</td>
<td>15.2%</td>
<td>15.2%</td>
<td>15.7%</td>
<td>14.8%</td>
<td>15.3%</td>
<td>n/a</td>
<td>16.3%</td>
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<tr>
<td>% Services</td>
<td>74.5%</td>
<td>74.8%</td>
<td>76.6%</td>
<td>74%</td>
<td>75.3%</td>
<td>76.4%</td>
<td>77.5%</td>
<td>77.2%</td>
<td>n/a</td>
<td>79.9%</td>
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<tr>
<td>New houses built</td>
<td>5,209</td>
<td>6,424</td>
<td>7,196</td>
<td>7,832</td>
<td>10,371</td>
<td>7,753</td>
<td>7,735</td>
<td>6,224</td>
<td>4,519</td>
<td>61,490</td>
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<tr>
<td>Savings (€m)</td>
<td>n/a</td>
<td>6,184</td>
<td>7,119</td>
<td>7,433</td>
<td>8,636</td>
<td>9,887</td>
<td>11,246</td>
<td>13,203</td>
<td>13,825</td>
<td>211,469</td>
</tr>
<tr>
<td>Cars (000s)</td>
<td>163.8</td>
<td>175.8</td>
<td>186.2</td>
<td>199.3</td>
<td>212.3</td>
<td>224.8</td>
<td>238.7</td>
<td>250.3</td>
<td>255.9</td>
<td>5,132.0</td>
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<tr>
<td>Power consumption (TWh)</td>
<td>1,940</td>
<td>2,084</td>
<td>2,225</td>
<td>2,328</td>
<td>2,412</td>
<td>2,578</td>
<td>2,703</td>
<td>2,799</td>
<td>n/a</td>
<td>55,902</td>
</tr>
<tr>
<td>5* hotels</td>
<td>21</td>
<td>21</td>
<td>21</td>
<td>26</td>
<td>37</td>
<td>41</td>
<td>48</td>
<td>56</td>
<td>67</td>
<td>280</td>
</tr>
<tr>
<td>4* hotels</td>
<td>181</td>
<td>181</td>
<td>198</td>
<td>206</td>
<td>200</td>
<td>209</td>
<td>216</td>
<td>220</td>
<td>232</td>
<td>1,164</td>
</tr>
</tbody>
</table>

Source: economics.gr
The strong economy of the Crete is reflected in its export activity

**Key observations**

- 160 enterprises with export activities
- Food and Beverage account for 56% of all exports, while all other exports account for the remaining 44% (plastics, arts and crafts, organic/natural cosmetics etc)
- Main exports include: olive oil, wine, bakery goods, citrus fruit, raisins, herbs, honey etc.
- The Prefecture of Heraklion holds a 77% share of total exports of the island (Jan-Sep. 2010).

**Source:** Exporters’ Association of Crete
Crete attracts significant domestic as well as foreign investment

Greek vs Foreign Investments per region (2004-2010)

Source: Invest in Greece Agency
Crete offers an ideal environment for investment....

Crete’s advantages

- Crete boasts a number of attractive features such as:
  1. Two large international airports (and a smaller domestic one) that serve millions of passengers every year
  2. Large ports and hubs, well connected with international and domestic passenger and cargo routes (6 ports in Northern Crete)
  3. Natural resources of all kinds, excellent climate
  4. Skilled work force, especially in Tourism and Agriculture
  5. A unique location, at the crossroads of Europe, Africa and Middle East

..are enhanced by investment incentives

- Under the new Investment Incentives Law, Crete enjoys attractive investment incentives varying from 30% to 40% of the total investment cost, according to the area and the size of the company
  - The new Law focuses on supporting sustainable investment projects with efficient tax breaks, favorable loans and state aids in selected business activities

* An extra 5% is granted to enterprises that are established in Industrial Areas or Innovation Zones

* Please refer to the full text of the new Law 3851/2010 for detailed and analytical information
The Northern Road Network of Crete (VOAK): a reliable, modern and safe road network will be developed

**Project introduction**: Development of the Northern Road network of Crete (VOAK)

**Project owner**: Ministry of Infrastructure, Transportation and Networks

**Project Budget**: €1.5 bn

According to the Ministry of Infrastructure, Transportation and Networks:

- There are studies for the part 95 km on the main project (from Kolimbari to Agios Nikolaos). Also, a highway, 135 km is under study and for the rest parts of the total length, no studies are being conducted.

- Currently, 13 ongoing projects in the northern road of Crete, most of them are expected to be completed in 2011.

- The part of Mallia (8.5 km total length) is expected to be completed and delivered into service within 2011.

- A limited company will undertake the studies, the management of existing resources and the construction of the road network in Crete.
3. Investment opportunities
1. Crete is located in a key strategic position in Southeastern Europe.

2. It is a beautiful and attractive place to live and work as it offers visitors, as well as locals, unique life experiences.

3. It has highly trained, hard working and multilingual labor.

4. Investments and entrepreneurship is linked and aided with scientific research and technological development with the support of the local academic and research institutions.

5. It offers a plethora of advanced business services to investors (banking, financial, legal, accounting, technical, advisory etc).

6. A pioneer in modern telecommunications infrastructure, very important social infrastructure, such as those in health care, and continuously improving basic and transport infrastructure.

7. It is regarded as an internationally prominent, attractive and strongly competitive tourism and cultural destination.

8. Home of one of the most famous diets in the world, the Cretan gastronomy offers a great advantage for investments in agricultural and food investments.

9. It is a center of international interest in the energy sector, given its strategic location, the huge wind and solar resources, as well as possession of local experience and expertise. This interest is expected to grow and expand in the coming years.

10. The consistent and unwavering support of the local Authorities of the Region of Crete, as well as the hospitable and business-friendly people of the island.
Tourism

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Invest In Greece Agency
Investment opportunities: Tourism sector

Strong tourism infrastructure

- Crete is served by **3 airports** (Heraklion, Chania, Sitia), which received more than **2.5 mn passengers in 2010**.

- Crete is also served by **4 main Ports** (Heraklion, Souda, Aghios Nikolaos, Rethimno). More than **2.5 mn passengers debark every year**.

- **1,549** of the total **9,732 Hotels** that exist in Greece, are to be found in Crete
  - **76** of them belong in the **5 star category** and **232** in the **4 star category**

- Greece holds in 2011 the **3rd place** among **45 countries and regions across Europe**, South Africa, Morocco, Tunisia, New Zealand, Brazil, Canada and the Caribbean, in the European **Blue Flag Program** with **387 beaches and 9 marinas**
  - **98 beaches** and **1 marina** are located in Crete

Unique competitive advantages

- **Crystal sea waters; ragged and lofty mountains; famous museums and ancient settlements (Knossos, Malia, Festos etc); awe-inspiring caves and ravines known since prehistoric times create the perfect landscape for year round tourism**

- **Clement weather**; captivating beach fronts offering luxury hotel accommodations; **picturesque villages**; traditional and heartfelt hospitality; and an outstanding **Cretan cuisine** (with meat, virgin olive oil, fruit, vegetables, and legumes holding the leading role) which research has shown to increase the **average life expectancy**.

- All above compose an island that is unique and **the largest one among Greek islands** with a total surface area of 8,335 sq. km and **over 1,000 kilometers of coastline**.
Crete Island: concrete data for success

- Crete Island has **1,549 Hotels** with **85,407 rooms** and **161,578 beds**. 76 of these Hotels belong to 5* classification and 232 of them to 4*.

- **Nights spent** in hotels and similar establishments in Crete reached **15.6 mn in 2009**, which represented 23.7% of total nights spent in Greece that year.

- **Use of beds and similar establishments in Crete**, for 2009, reached 61.9% in Rethymno Prefecture, 64.4% in Heraklion Prefecture, 58.9% in Chania Prefecture and 56.5% in Lassithi Prefecture, on average.
## Tourism Facts & Figures

### Nights spent at Hotel establishments & Campsites by Region - 2009

<table>
<thead>
<tr>
<th>Regions</th>
<th>2009</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crete</td>
<td>15.621.455</td>
<td>23.70%</td>
</tr>
<tr>
<td>South Aegean</td>
<td>14.636.435</td>
<td>22.20%</td>
</tr>
<tr>
<td>Central Macedonia</td>
<td>7.891.793</td>
<td>12.00%</td>
</tr>
<tr>
<td>Ionian Islands</td>
<td>7.457.180</td>
<td>11.30%</td>
</tr>
<tr>
<td>Attica</td>
<td>7.055.609</td>
<td>10.70%</td>
</tr>
<tr>
<td>Peloponnese</td>
<td>2.830.581</td>
<td>4.30%</td>
</tr>
<tr>
<td>Thessaly</td>
<td>2.111.634</td>
<td>3.20%</td>
</tr>
<tr>
<td>Western Greece</td>
<td>1.861.313</td>
<td>2.80%</td>
</tr>
<tr>
<td>Central Greece</td>
<td>1.767.856</td>
<td>2.70%</td>
</tr>
<tr>
<td>East Macedonia &amp; Thrace</td>
<td>1.754.483</td>
<td>2.70%</td>
</tr>
<tr>
<td>North Aegean</td>
<td>1.635.463</td>
<td>2.50%</td>
</tr>
<tr>
<td>Epirus</td>
<td>1.015.199</td>
<td>1.50%</td>
</tr>
<tr>
<td>West Macedonia</td>
<td>383.269</td>
<td>0.60%</td>
</tr>
<tr>
<td><strong>Greece Total</strong></td>
<td><strong>66.022.270</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

Source: Association of Greek Tourism Enterprises

### Tourism Arrivals in main airports of Greece-2010

<table>
<thead>
<tr>
<th>Airport</th>
<th>Arrivals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Athens</td>
<td>2.996.573</td>
</tr>
<tr>
<td>Heraklion</td>
<td>1.930.155</td>
</tr>
<tr>
<td>Rhodes</td>
<td>1.421.955</td>
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<tr>
<td>Thessaloniki</td>
<td>1.133.704</td>
</tr>
<tr>
<td>Corfu</td>
<td>729.604</td>
</tr>
<tr>
<td>Kos</td>
<td>695.937</td>
</tr>
<tr>
<td>Chania</td>
<td>593.228</td>
</tr>
<tr>
<td>Zakinthos</td>
<td>420.284</td>
</tr>
<tr>
<td>Santorini</td>
<td>181.746</td>
</tr>
</tbody>
</table>

Source: Civil Aviation Authority
Tourism Facts & Figures

Number of 5* Hotels per Greek Region - 2010

Total Greece: 312

<table>
<thead>
<tr>
<th>Region</th>
<th>1*</th>
<th>2*</th>
<th>3*</th>
<th>4*</th>
<th>5*</th>
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<tbody>
<tr>
<td>Crete</td>
<td>76</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>East Macedonia and Thrace</td>
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<tr>
<td>Central Macedonia</td>
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<tr>
<td>West Macedonia</td>
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<tr>
<td>Epirus</td>
<td>6</td>
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<tr>
<td>Ionian Islands</td>
<td>41</td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>Central Greece</td>
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<td>Attica</td>
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</tr>
<tr>
<td>South Aegean</td>
<td>80</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>North Aegean</td>
<td>22</td>
<td></td>
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</tr>
</tbody>
</table>

% of Hotel beds per category as of country’s total in the Crete - 2010

- 1* 13.38%
- 2* 16%
- 3* 14.7
- 4* 18.8%
- 5* 24.36%

Source: Hellenic Chamber of Hotels & Association of Greek Tourism Enterprises
Various tourism segments make up an investment opportunity in the region

- Marinas
- Eco Tourism
- Golf Resorts
- Integrated Resorts
- Development of existing state & private assets
Tourism success stories:
Gran Melia – Iberostar - Aquis

Gran Melia
Sol Meliá is among world’s leading hotel chains for holidays, as well as being the overall market leader in Spain, both in the leisure and the business sectors. It is the third largest chain in Europe, the twelfth largest in the world and is the global leader for holidays in Latin America and the Caribbean. Currently there are more than 300 hotels in 30 countries on 4 continents.

The Gran Meliá Luxury Resort and Villas Daios Cove is a brand new luxury resort nested on a hillside overlooking its private tranquil bay on the North-East part of Crete. Located right on the waterfront with a private sandy beach, masterfully blending the surrounding landscape together with its unique private bay and direct access to the crystalline waters.

Iberostar
Iberostar Hotels & Resorts is one of the top hotel chains for vacation hotels and is present in the main tourist destinations in Spain, the Mediterranean and the Caribbean, with over 100 4- and 5-star hotels.

In Crete 5 Hotels operate under the Iberostar brand

Aquis Hotels and Resorts brings memorable hospitality experiences through management innovation, customer focus and technology empowerment. A team of experienced professionals of the hotel and tourism industry provides the highest standards of hospitality and consistency in services and quality. Aquis Hotels and Resorts has already established a dynamic presence in the Greek hospitality field and is expanding rapidly in the 4 and 5 stars hotel market in suburb locations and within three years operates 13 properties in the most popular Greek Islands. Six of them are located in Crete. In 2011 Aquis acquired 2 Hotels in Crete.
### Indicative Investment Projects

1. Perivolakia ‘The Garden Resort’, Lasithi
2. Minoan Club, Lasithi
3. Combined retail & recreational development
4. Coastal land plot in Ierapetra
5. Sitia Bay Golf Resort, Lasithi
6. Golf Project, Heraklion
7. Coastal land plot, Kavoussi
Indicative Investment Projects

1. **Perivolakia ‘The Garden Resort’, Lasithi**: It will be developed on the old village of ‘Pano Perivolakia’, and a coastal site in a total area of 2 million m². It will be first fully integrated residential leisure community in South East Crete (5* Hotel, marina, Golf, residences etc).

2. **Minoan Club, Lasithi**: The project aims at the development of a high-standard integrated resort on a land plot of 268 hectares. It will include a 5* Hotel and SPA, commercial and retail units, a Golf Clubhouse with Club Residencies, a Marina, an 18 hole Golf course etc.

3. **Combined retail & recreational development**: The project aims at the combined development of a modern shopping center that will include shops and leisure facilities and of an entertainment theme park relating to Cretan culture, providing for sports and recreational facilities.

4. **Coastal land plot in Ierapetra**: Land plot has with a surface area of 39.1 hectares with 900 m coastal frontline including four natural beaches. The property possesses all the appropriate documentation to get permission for the construction of integrated resort.

5. **Sitia Bay Golf Resort, Lasithi**: Sitia Bay Resort is set to be one of the most exquisite beach resorts in the eastern Mediterranean. The project will be realized by bringing together a world-renowned team of designers, managers and operators and it will offer a 5-star hotel, private villas and apartments, SPA center, Marina, Golf course.

6. **Golf Project, Heraklion**: The project covers an area of 200 hectares including a 18-hole Golf course of 80 ha, a water park of 6 ha, 2 children camps. The land plot also has 7 licensed wells that produce 8,000 cubic meters of water per day.

7. **Coastal land plot, Kavoussi**: Land plot with a surface of 183 hectares, for mixed tourism development.
Renewable Energy Sources
Investment opportunities: Renewable Energy Sources – Non Interconnected Islands Current Status

<table>
<thead>
<tr>
<th>Island</th>
<th>Wind (MW)</th>
<th>Solar (MW)</th>
<th>Total (MW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crete</td>
<td>166.59</td>
<td>36.30</td>
<td>203.19*</td>
</tr>
<tr>
<td>Rhodes</td>
<td>26.35</td>
<td>4.48</td>
<td>30.83</td>
</tr>
<tr>
<td>Karpathos</td>
<td>1.23</td>
<td>0.35</td>
<td>1.58</td>
</tr>
<tr>
<td>Milos</td>
<td>2.65</td>
<td>0.02</td>
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<tr>
<td>Kos</td>
<td>11.20</td>
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<td>11.62</td>
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<td>Kalimnos</td>
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<td>1.93</td>
<td>13.78</td>
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<td>0.22</td>
<td>1.36</td>
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<td>7.75</td>
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<tr>
<td>Chios</td>
<td>7.13</td>
<td>1.34</td>
<td>8.47</td>
</tr>
<tr>
<td>Syros</td>
<td>2.84</td>
<td>0.39</td>
<td>3.23</td>
</tr>
<tr>
<td>Naxos</td>
<td>8.76</td>
<td>0.65</td>
<td>9.41</td>
</tr>
<tr>
<td>Mykonos</td>
<td>1.20</td>
<td>0.02</td>
<td>1.22</td>
</tr>
<tr>
<td>Other</td>
<td>6.08</td>
<td>0.50</td>
<td>6.58</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>258.70</strong></td>
<td><strong>47.28</strong></td>
<td><strong>306.28</strong></td>
</tr>
</tbody>
</table>

* A small hydro (0.3MW) is included

Source: PPC, March 2011
**Investment opportunities:**

**Renewable Energy Sources – Crete Current Status**

---

### Installed RES Capacity, March 2011

**Region of Crete**

- **SOLAR** 18%
- **WIND** 82%

*Source: PPC*

### Table with Production Licenses (MW) per prefecture

<table>
<thead>
<tr>
<th>Prefecture</th>
<th>Wind</th>
<th>Solar</th>
<th>Small Hydro</th>
<th>Biomass</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rethymno</td>
<td>27,9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lasithi</td>
<td>107,22</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Heraklion</td>
<td>48,90</td>
<td>0,50</td>
<td>0,19</td>
<td></td>
</tr>
<tr>
<td>Chania</td>
<td>31,95</td>
<td>0,38</td>
<td>0,60</td>
<td>0,17</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>188,07</td>
<td>0,88</td>
<td>0,60</td>
<td>0,36</td>
</tr>
</tbody>
</table>

*Source: YPEKA, June 2010*

### New Applications for the Region of Crete

**April 2011**

<table>
<thead>
<tr>
<th>Prefecture</th>
<th>Technology</th>
<th>Capacity (MW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lasithi</td>
<td>Wind</td>
<td>21</td>
</tr>
<tr>
<td>Lasithi</td>
<td>Solar Thermal</td>
<td>33</td>
</tr>
<tr>
<td>Rethymno</td>
<td>Wind</td>
<td>30</td>
</tr>
<tr>
<td>Chania</td>
<td>Wind</td>
<td>24</td>
</tr>
</tbody>
</table>

*Source: RAE*
Investment opportunities: Renewable Energy Sources – Unexploited Capacity

Crete has unexploited capacity in Solar and Wind energy production. As shown in the attached Maps the potential is tremendous.

Solar energy capacity

Wind energy capacity

Yearly solar electricity generated by 1 kWp photovoltaic system with modules mounted at optimum angle.

Average yearly wind speed:
- 0 - 4 m/sec
- 4,001 - 5 m/sec
- 5,001 - 6 m/sec
- 6,001 - 7 m/sec
- 7,001 - 8 m/sec
- 8,001 - 9 m/sec
- 9,001 - 10 m/sec
- > 10 m/sec
Investment opportunities: Renewable Energy Sources – National Targets

Targeted participation of RES & conventional technology in electricity generation for the year 2020 in market shares & numerical targets

- Targets set by the Committee for the National Energy Strategy
- Targets are binding for the Greek government
- Wind energy is expected to dominate electricity generation from RES

Source: Committee for the National Energy Strategy
Renewable Energy Sources – New Investment Opportunities

Solar Thermal Parks: The New Investment proposal for Crete

Big Projects in the pipeline:

✓ Sitia, 60MW Solar Thermal
✓ Lasithi, 25MW Solar Thermal
✓ Sitia, 38MW Solar Thermal
✓ Chania, 50MW Solar Thermal
✓ Lasithi, 60MW Solar Thermal
✓ Lasithi, 70MW Solar Thermal
Top notch research takes place in the ICT cluster of Crete, offering highly attractive location opportunities for foreign ICT companies.

<table>
<thead>
<tr>
<th>Business attribute</th>
<th>Iraklio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Well educated labor force</td>
<td>✔️</td>
</tr>
<tr>
<td>University/ Private sector cooperation potential</td>
<td>✔️</td>
</tr>
<tr>
<td>Language expertise</td>
<td>✔️</td>
</tr>
<tr>
<td>Business parks / incubators</td>
<td>✔️</td>
</tr>
<tr>
<td>Industrial areas</td>
<td>✔️</td>
</tr>
<tr>
<td>Investment incentives</td>
<td>✔️</td>
</tr>
</tbody>
</table>

- **Foundation for Research and Development**
  - Institute of Applied and Computational Mathematics
  - Institute of Electronic Structure & Laser Institute of Computer Science
  - Institute of Applied and Computational Mathematics

- **Science and Technology Park of Crete**

- **European Network and Information Security Agency (ENISA)**

- **University of Crete**
  - Department of Computer Science
  - Department of Materials’ Science
  - Department of Chemistry
  - Department of Applied Mathematics

- **Athens Patras Science and Technology Park of Crete**

- **European Network and Information Security Agency (ENISA)**

- **Investment Incentives**
ICT institutions in Crete: The case for ENISA and FORTH

**About FORTH**

- The Foundation for Research and Technology - Hellas (FORTH), established in 1983, is one of the largest research centers in Greece with well-organized facilities and highly qualified personnel.
- The research and technological focus of the foundation is centered around areas of great scientific, social, and economic interest, such as: Computer Science, Molecular Biology, Laser, Telecommunications, Microelectronics, Robotics, Biotechnology, Materials, Medical Engineering, Applied and Computational Mathematics, Biomedical Engineering and Historical Studies.
- FORTH consists of seven Research Institutes of international reputation, located throughout Greece. The most relevant to ICT are located in Iraklio: Institute of Computer Science, Institute of Applied and Computational Mathematics, Institute of Electronic Structure & Laser.

**About ENISA**

- ENISA is the European Network and Information Security Agency, working for the EU Institutions and Member States, it is the 'pace-setter' for Information Security in Europe, and a centre of expertise.
- The Agency's Mission is essential to achieve a high and effective level of Network and Information Security within the European Union.
- ENISA is helping the European Commission, the Member States and the business community to address, respond and especially to prevent Network and Information Security problems.
- ENISA is as a body of expertise, set up by the EU to carry out very specific technical, scientific tasks in the field of Information Security, working as a European Community Agency.
About STEP-C

• Established in 1993 by the Foundation for Research and Technology Hellas (FORTH), one of the largest Research Organizations in Greece

• The Park has a total 4000 sq.m. of floor space with more than 100 offices and 12 labs Focuses in the Nano/Microelectronics & Embedded Systems sector

• The presence of FORTH and its laboratories, as well as, the University Hospital and the new University of Crete campus, is an advantage since there is a high concentration of scientists and research laboratories in the area which are able to provide technological support to start-up companies the first of its kind in Greece

• Member of the International Association of Science Parks (IASP).
Alternative investment opportunities within value adding services

Depending on the advantages to be exploited, different projects can be realised:

**Advantage 1:**
- Excellent talent pool
- Competitive wages
- Software development
- Microchip and MEMS design
- R&D lab

**Advantage 2:**
- Geographic location
- SEE(MENA) or EU service center
- SEE(MENA) or EU training center
- Regional support center

**Advantage 3:**
- Strong market
- Regional headquarters
- Regional headquarters

Areas of R&D expertise in Crete:

- Network Centric Information Systems
- Location Based Services
- DFV-EDA tools
- Bioinformatics software
- Medical diagnostics applications
- Robotics for scientific and medical use
- Biomedical Applications
- Information systems for the travel industry
Investment opportunities: Food & Beverage - Cretan Diet, Olive oil sector

Facts on the F&B sector

• Following scientific research and statistical analyses, the Cretan nutrition and diet has been proven to promote health and longevity. It consists almost exclusively of products that the people of Crete produce naturally. Products that only the island of Crete and its ideal climatic conditions can offer.

• The relationship between Cretans and olive is very old and the olive harvest constitutes a family case. The area of Peza is recognized as a zone of Protected Designation of Origin and the quality of the olive oil is among the top of the global production.

• Average oil production in Crete is in excess of 120,000 tons per year with an ongoing upward trend.

9 "Protected Designation of Origin – PDO" Olive Oil
1 "Protected Geographical Indication – PGI" Olive Oil
1 "Protected Designation of Origin – PDO" Olives

...which form an excellent business case

• The main producing areas of olive oil in Greece are Crete, Lesvos and Peloponnese, where the most important variety for oil production is the Koroneiki.

• The production, packaging, processing and promotion of high quality local products are the basis of the Cretan diet, specially for the olive oil are an attractive area of investment.
Facts on the F&B sector

- Twenty percent (20%) of the Greek wine production comes from Crete. The vineyards in Crete have a surface of approx 50,000 hectares and the wine production amounts to 950,000 hectolitres. Seventy percent (70%) of the wine production of Crete comes from the Peza area in Heraklion Prefecture. There are three more main wine-producing areas in Crete: Arhanes and Dafnes in Heraklion Prefecture and Sitia in Lasithi Prefecture. Smaller quantities of wine are also produced in the Prefectures of Chania and Rethymno.

- Crete has the most ancient vineyard of Europe. Grape cultivation has taken place in Crete since the Minoan era, 4,000 years ago.

4 Local Wines
4 areas of Quality Wines
Investment opportunities:
Food & Beverage - Cretan Diet,
Dairy products, Organic products and off-season Vegetables

Facts on the F&B sector

- Dairy products are important to the local economy and there are a number of specialty cheeses such as mizithra, anthotiros, and kefalotyri.
- Organic and off-season (early production) vegetables, combined with the high technology agriculture, are an attractive investment opportunity.

3 "Protected Designation of Origin – PDO" Dairy products
1 "Protected Geographical Indication – PGI" Bakery products
1 "Protected Designation of Origin – PDO" Fruits
Waste management
Investment opportunities: Waste management

According to EU and national directives Greece should achieve the following targets:

a) by 2020, the preparing for re-use and the recycling of waste materials such as at least paper, metal, plastic and glass from households and possibly from other origins as far as these waste streams are similar to waste from households, shall be increased to a minimum of overall 50% by weight.

b) by 2020, the preparing for re-use, recycling and other material recovery, including backfilling operations using waste to substitute other materials, of non-hazardous construction and demolition waste excluding naturally occurring material defined in the list of waste shall be increased to a minimum of 70% by weight.

• Creation of modern, integrated facilities for treating and disposing municipal solid waste
• Selective collection at source and further recycling of municipal waste
• Construction of suitable transfer station networks and recycling centres
• Environmental sound management of industrial, medical and hazardous waste
• Rehabilitation of the existing landfills
• Energy recovery from organic waste
• Water treatment and sea or brackish water desalination
• Wastewater and sewage treatment
Waste Management Success Story

Integrated Waste Management Unit in Chania

- One of the most important projects and the only integrated waste management project in Greece is located in Chania.

- The plant includes a Recycling and Composting Plant (RCP) for the municipal solid waste and a Residues Sanitary Landfill. The plant is located at an area of 110,000m² beside the Couroupitos where untreated solid waste of the Prefecture used to be disposed. The RSL is located near the plant and occupies an area of 80,000 m².

- The Recycling and Composting Plant (RCP) and the Residues Sanitary Landfill (RSL) located at Kouroupitos, Akrotiri - Chania, has a process capacity of 70,000 tons of mixed Municipal Solid Waste (MSW) in a yearly basis. A fraction of 65% will be utilized as recyclable materials and fertilizer, while only 35% is disposed at the RSL.
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Your Investment Partner in the region

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