



General Studies

**Guest lecture by
Alexios N. Sioris**

***“Developing cargo at Athens International Airport,
Europe’s Southeastern new cargo gateway”***

**Thursday, 25 March 2010, 5.30 pm
(at the HSBA, Alter Wall 38, 20457 Hamburg, Room 404/405)**

Europe’s newest airport “Eleftherios Venizelos” opened on March 28 2001, offering airlines, passengers and other customers state-of-the-art, user friendly facilities and services on a 24-hour basis. The airport’s management body, Athens International Airport S.A. (AIA), is a private sector company owned by the Greek State as a major stakeholder and also private companies including Hochtief Airport S.A.. AIA has undertaken the development of the airport project, under the BOOT method for a concession period of 30 years.

In its role as the infrastructure manager, Information Technology and Telecommunications provider and last but not least Airport ‘marketer’ and developer, AIA has acted as a catalyst for the airport’s business development, by creating an airport business community comprising more than 200 Greek and international companies and 16,000 employees, the added value of which translates into a GDP growth of over 2% for the whole country. In the context of the above, AIA has received numerous prizes and awards by renowned transport & marketing associations regarding its excellence in attracting new air-carriers, passengers and cargo volumes through the airport.

The presentation discusses the airport company’s path to success laying hereby special emphasis on its cargo development activities. While it acknowledges the particularities and limitations of the Greek air cargo market, it demonstrates a series of synergies among the members of the local airport cargo community including the creation of a ‘living supply chain’ and the generation of multimodal traffic as a means of developing Athens as the cargo gateway of South Eastern Europe

Our guest lecturer’s biography at a glance

Alexios N. Sioris, born and raised in Athens, completed his Masters Degree in Industrial Engineering (Wirtschaftsingenieurwesen, technische Fachrichtung Maschinenbau) at the university (Technische Universitaet) Darmstadt in 1991. After a one-year term with Nestle’s “Productivity Team” in Indonesia he conducted his postgraduate studies at Harvard Business School.

Following the completion of his military service at the Greek paratrooper squadron in 1995, Alexis joined AIA, under formation at the time. In his role as the head of cargo development ever since, he got initially involved in the transformation of the new European directive on groundhandling into Greek law. This new framework has led to the establishment of a multi-player environment at the new airport, as opposed to the monopoly situation at former Hellinikon airport. In the context of the above, he was responsible for the development of the cargo infrastructure at the new airport, the appointment of the cargo handlers as well as the introduction of an efficient cargo flow concept. Acting as the lead developer on behalf of the local cargo community, he has been promoting the integration of all relevant stakeholders including Greek Customs, the forwarding community and the seaport authority of Piraeus in a joint effort to generate multimodal as well as new inbound and outbound cargo traffic and thus increase the airport’s hub and gateway capacity. As a result, AIA has been awarded with a series of cargo-relevant distinctions including the ‘best cargo airport’ award in the 100k-500k annual tonne category in 2007.