



## EXPLORATORY NOTICE

Società per Azioni Esercizi Aeroportuali – SEA (“SEA”) - *with registered office in Segrate (Milano), Aeroporto Milano Linate, tax code and registration number at the Registro delle Imprese di Milano (Milan Company Register Office) 00826040156, Milan REA number (Directory of Economic and Administrative news) 472807, social capital of Euro 27.500.000,00* - intends to open a selection process for the assignment of an area of approximately 15,000 square meters within the Milan Malpensa airport - cargo city ("Area"), to demolish the existing warehouse and subsequently build a new top-of-the-line cargo warehouse of approximately 6,800 m<sup>2</sup> with related offices (“Warehouse”), intended for cargo handling activities, on a non-exclusive basis, until the SEA-ENAC Agreement expires on the 31<sup>st</sup> of December 2042 (also, “Procedure”).

Interested companies are invited to send a request to participate in the aforementioned selection process, no later than 12:00 pm on the 15<sup>th</sup> of February 2023, specifying: "*Selection procedure for the assignment of an area located within the Milan Malpensa airport, for the demolition and subsequent construction of a new front-line cargo warehouse of approximately 6,800 m2 with relative offices, intended for cargo-handling activities on a non-exclusive basis*" as follows:

- *Italian companies:*

by sending a certified e-mail to the PEC address:

[direzione.cargoandrealstate@pec.seamilano.eu](mailto:direzione.cargoandrealstate@pec.seamilano.eu), attaching the required documentation signed, by means of digital signature, by the legal representative of the interested company or by the person granted with the necessary power of attorney;

- *foreign companies:*

by sending a registered letter with return receipt to the address **SEA SpA, Direzione Cargo and Real Estate, Aeroporto Milano Linate, 20054 Segrate (MI)** including the required documentation signed in wet ink by the legal representative of the interested company or by the person granted with the necessary power of attorney and accompanied by a copy of the identity document of the relevant signatory.

The requests, provided in Italian and based on the expression-of-interest form available on the website [www.seamilano.eu](http://www.seamilano.eu), must be accompanied by a copy of a valid identity document and specific declarations by the legal representative of the company concerned, in accordance with to Presidential Decree no. 445 dated 28/12/2000, including:

1. a brief description of the activities that will be carried out in the Area;
2. The potential contribution of new cargo volumes at the Malpensa airport, in terms of number of aircraft movements and volumes of cargo;
3. the company profile in terms of turnover: a declaration signed by the legal representative is required regarding the turnover of the company in the last 5 years (from 2017 to 2021), exceeding € 25,000,000.00 per year;



4. sustainability criteria applicable to the intervention (demolition and construction), as well as in the management of ordinary cargo activities.

Membership with an international network and proven continued experience in the management of similar activities, with the indication of all useful identification data of at least 3 large structures in which the participant is present (airports, railway and maritime stations, etc.) will be preferential elements.

It should be noted that the documentation attached to the request must also be in Italian or, if in a foreign language, accompanied by its Italian translation, which will be deemed as binding and will therefore prevail over the foreign language version.

SEA will only evaluate the requests duly received, via the aforementioned channels, within and no later than the deadline given above. As a result, expressions of interest received by SEA after the given deadline or via different channels will not be taken into consideration.

SEA, however, reserves the right to invite the applicant companies to clarify and/or complete the declarations presented.

On the basis of the reports and information presented, SEA will carry out a preliminary assessment, based on the outcome of which, at its own discretion, it will identify the economic operators who will be invited to formulate a technical-economic offer, as will be specified in the subsequent letter- invitation, to which all the documentation containing the information necessary for the formulation of the offer will be attached.

It should be noted that no responsibility can be attributed to SEA in the event of delayed delivery of the Area and, thus, delayed commencement of the contractual relationship.

Furthermore, for the purposes of stipulating the relative contract, a bank guarantee will be required.

This notice does not bind, in any way, SEA which will be free, at its unquestionable judgement, to invite companies whose references will most closely match its tender requirements and expectations or, alternatively, not to follow up with this survey. Should SEA intend, at its own discretion, to follow up with the Procedure, the aforementioned letter of invitation will be sent to the companies that have expressed an interest therein, within 60 days starting from 15 February 2023.