

**CALL FOR EXPRESSIONS OF INTEREST
REGARDING THE GRANTING OF A SUBLICENCE FOR THE USE OF AREAS
LOCATED WITHIN THE AIRPORT PREMISES**

So.G.Aer. S.p.A., the company managing Cagliari airport, hereby intends to initiate a competitive, transparent, non-discriminatory procedure, seeking enterprises interested in the development of their business, also in the aviation sector, within the airport premises, by assigning, for consideration, spaces in the so-called "ex AMI" area.

1. Context and purpose

So.G.Aer. S.p.A., a company controlled by the Chamber of Commerce of Cagliari, manages Cagliari airport under a forty-year agreement signed with ENAC, which expires in 2046.

The airport, the largest in Sardinia, recorded over 4.1 million passengers in 2017 thanks to the destinations offered and connections with major Italian and European hubs. The airport, which in 2015 was included in the list of airports of national interest and of particular strategic importance, is currently witnessing significant growth in terms of air traffic (especially international, +38.3% as of 31 December 2017). Its infrastructures are also being developed to encourage the growth of services for companies, and for business and leisure users, in the field of general and commercial aviation, according to the master plan and in line with the business plan.

The airport offers excellent accessibility also thanks to the recently completed railway station that connects the airport with the surrounding area and, in a few minutes, with the city.

In this initial phase So.G.Aer. aims to see whether qualified enterprises or groups of enterprises are interested in presenting proposals that may contribute to improving the competitiveness of the airport and to developing business and revenue related to commercial and general aviation, taking into account the need to adopt a model of sustainable development in synergy with the local area.

So.G.Aer. is also interested in evaluating proposals regarding the spaces available that encourage use of the facilities also by users other than passengers.

This call is therefore aimed at enterprises which, having proven experience, may consider Sogaer's proposal of interest and wish to propose the implementation of their business proposal.

2. Subject matter.

Those interested in participating in the procedure must present an expression of interest for the purpose of creating a proposal aimed at using spaces for sectors such as, merely by way of example but not limitation, tourism, hospitality, culture, sport, industrial innovation, ICT and innovative services, research and development, logistics.

Expressions of interest may concern the entire site, or only a portion of it; in order to acquire comprehensive information for the submission of an expression of interest and formulation of a proposal, Interested Parties may request the relative documentation, consisting of an information report, plans and images.

3. Information report

Interested enterprises will be provided with a report containing a plan of the area and details on its size, its description, its condition and the technical characteristics of the existing infrastructures, as well as information on accessibility and security standards. The document also illustrates the main guidelines contained in town planning documents and information on the main regulations contained in the current town plan concerning the area of interest. The report also provides essential information on the connections offered by the airport, the type of traffic and passenger services.

The report is accompanied by other documents and material useful for drafting an expression of interest, and in particular:

1. Plans of the site and excluded areas
2. Map of the area
- 3 Photographs of the site

The aforementioned documentation is of a general informative nature and is not intended to be exhaustive.

4. Subjective Requirements.

Qualified enterprises or groups of enterprises with proven experience in the field of the proposed activity may express an interest in participating.

5. Content of the expression of interest.

An expression of interest in reply to this call must contain:

- a) essential information such as to allow full identification of the interested enterprise and/or of the group of enterprises (including certified e-mail address and standard e-mail address to which any communication regarding the procedure should be sent);
- b) the main information related to the experience gained in the sector by the applicant;
- c) a report schematically illustrating the intended proposal, with reference to its potential chances of success and economic sustainability;
- d) letter of attorney granting the signatory powers of representation and a photocopy of his/her identity document.

6. Terms and conditions for the submission of an expression of interest.

The expression of interest must be signed, together with its attachments, by the subject in possession of the specific powers of representation and must be sent to the address sogaer.spa@legalmail.it no later than 30 April 2018; the subject field of the email must read as follows: "manifestazione interesse area ex AMI".

The application and any attached documentation must be sent in pdf format, previously signed by the owner or legal representative of the enterprise. The documents may also be signed digitally in compliance with current legislation.

7. Selection of interested parties.

So.G.Aer. will make a preliminary selection, at its sole discretion, of the proposals received which it considers to be of interest.

So.G.Aer. reserves the right to check that enterprises possess the requirements of a reputational and technical-economic nature prior to admitting them to the subsequent negotiation phase; the possible assignment of spaces is subject to checks envisaged under law.

This call does not constitute an offer to the public under Art. 1336, Italian Civil Code.

Submitting an expression of interest in reply to this call does not in any way bind So.G.Aer., which may decide at any time not to proceed with assignment of the areas.

Furthermore, So.G.Aer. reserves the right to revoke this call at any time, and to suspend, interrupt and/or modify its terms and conditions, without the interested or proposing parties being entitled to bring any claim against So.G.Aer. for reimbursement, compensation, indemnity or for any other reason, including for costs incurred in submitting the expression of interest.

8. Contacts and requests for clarification

The documentation pertaining to this call may be requested from So.G.Aer. S.p.A. - with registered office in Elmas (CA), Via dei Trasvolatori, s.n. (telephone 070 211211) - at the following certified e-mail address: sogaer.spa@legalmail.it.

If interested parties wish to receive information in relation to this call, they may request it, with adequate notice, by sending an e-mail to the address specified above.

9. Data processing

It should be noted that the data provided by the participants will be collected and processed exclusively for the purposes of this procedure and any subsequent negotiation phase, pursuant to Legislative Decree no. 196/2003.

The data controller is So.G.Aer. S.p.A.

The Chief Executive Officer
Alberto Scanu