

**Summary of the Request for Proposals
for the supply and installation of Airport Air Navigation Equipment (AANE)
(the “RFP”)**

1. Details of the company issuing the RFP

| | |
|----------------|--|
| Name | International Airport Heraklion Crete S.A. (IAHC or Company) |
| Postal Address | 109 – 111 Mesogeion Avenue |
| City | Athens |
| Postal Code | 11526 |
| Country | Greece |
| E-mail | prc@iahc.gr |
| URL | https://www.iahc.gr |

2. Scope of the Tender

Following the International Open Tender for the implementation of the Project “Design - Construction - Financing - Operation - Maintenance and Exploitation of the new International Airport of Heraklion Crete and Design - Construction and Financing of the Road Connections” IAHC has entered into the relevant Concession Agreement with the Hellenic Republic, ratified by the Greek Parliament by Law 4612/2019, Government Gazette A' 77/23.05.19 (the “**Airport**” and the “**Airport Concession Agreement**”). The Airport is located in the center of Crete, a 25-minute drive away from Heraklion, via the Northern Road Axis (BOAK), being the second busiest airport in Greece, as an operational continuity of the existing State Airport of Heraklion “Nikos Kazantzakis.

The purpose of the RFP is to identify and engage an experienced Contractor to design, supply, test, install, integrate, implement and maintain (solely related to warranty) the following AANE Systems:

- Communications Systems
- Navigation Systems + RVR
- Surveillance Systems + MLAT + A-SMGCS
- Back-Up Tower
- Tower Simulator
- Meteo

The installation of abovementioned systems will take place not only inside the Airport boundary (mainly ATCT) but also in remote sites in the surrounding area, and more specifically:

- Papoura Hill (North West of the Airport), also addressed as Hill 24
- Asterousia Mountain, (South West of the Airport), also addressed as Hill 28
- Mare Hill, (South of Sitia airport),
- Krioneri Mountain, (East - South East of the Airport)
- Unidentified site for weather radar (Meteo package)

Relating to said remote sites, detailed description of technical information and responsibilities with regard to relevant civil works, will be found in the RFP (Volume 2).

Moreover, a comprehensive Scope of Services, including any and all technical requirements and specifications of the AANE Systems, for which the total estimated cost is approximately seventy-five million Euros (€75.000.000), will be found in the RFP.

The Contractor shall execute all works necessary for the implementation, parameterization, integration, commissioning, and testing of the AANE Systems, including all relevant safety, training, conformity assessment and/or other support services relating to all components of the AANE Systems (including proposals for spares), within a time schedule of twenty seven and a half (27.5) months, at a maximum, as required for meeting the technical specifications and the applicable regulatory framework.

IAHC invites Interested Parties to submit Proposals for the implementation of the AANE Project, as long as they meet, inter alia, the following participation requirements:

(A) As to Financial Capacity:

The Bidders are required:

- If they are single entities:
 - A. to perform for the last three (3) years audited financial statements the financial ratio Net Debt / EBITDA <4 so that they can prove the ability to undertake the performance of the AANE Agreement;
 - B. to have average annual revenues, for the last three (3) audited financial years, of at least three hundred million Euros (€300,000,000.00);
 - C. to satisfy Going Concern status in accordance with the audit report for the last audited financial year.

- If they are a consortium and/ or a joint venture:
 - A. to perform for the last three (3) years audited financial statements the financial ratio Net Debt / EBITDA <4 so that they can prove the ability to undertake the performance of the AANE Agreement. This ratio should be of the same year of all members of the JV cumulatively;
 - B. to have average annual revenues for the last three (3) audited financial years, of at least three hundred million Euros (€300,000,000.00). This requirement will be assessed as a weighted average, based on the participation percentages in the consortium or joint venture;
 - C. to satisfy Going Concern status in accordance with the audit report for the last audited financial year This requirement must be met by each and all members of the consortium / joint venture.

(B) As to Technical Capacity:

- A. The Bidder must possess proven experience in Similar Projects (Similar Projects means similar in scope, complexity, value and nature). This includes the design, supply, installation and maintenance of at least four (4) out of six (6) packages of the AANE Systems packages (as described in the RFP) in at least one (1) project within the last decade. In case of consortium and/or joint venture, the Leader of the consortium / joint venture (i.e. the consortium / joint venture member with at least 51% share participation) or the same consortium / joint venture constituted by the same members must fulfill such technical criterion with regards to Similar Projects.
- B. The Bidder must operate according to a certified ISO 9001 or equivalent quality assurance system.

- C. The Bidder must operate according to a certified ISO 14001 or equivalent environmental management system.
 - D. The Bidder must operate according to a certified ISO 45001 or equivalent health and safety management system.
 - E. The Bidder must provide the required Warranty, as per the provisions of the RFP.
- (C) Bidders shall be requested to submit, with their Proposals, a **Participation Letter of Guarantee of one million Euro (€1.000.000)**, to be returned in accordance with the terms and conditions of the RFP.
- (D) Under the AANE Agreement, i.e. the agreement to be entered into between the Company and the Contractor for the supply, installation and commissioning of the Airport Air Navigation Systems, the Contractor shall be required to issue and submit to the Company:
- a) Upon signing of the AANE Agreement, an Advance Payment Guarantee in an amount equal to the advance payment granted under the AANE Agreement, which is set at up to 30% of the total fees for the provision of the Scope of Work (the “Price”). The HASP/State shall be designated as the primary beneficiary of the Advance Payment Guarantee through a multi-layer guarantee structure.
- The Company may be substituted by HASP/State as the beneficiary of the Advance Payment Guarantee, in whole or in part, in accordance with the specific terms the AANE Agreement.
- The Advance Payment Guarantee shall be released and returned to the Contractor upon approval by the Company of the successful completion of the Factory Acceptance Tests (FAT) of the AANE, covering at least eighty percent (80%) of the individual systems thereof, and upon submission by the Contractor of the relevant supporting documentation (FAT certificates).
- b) Upon signing of the AANE Agreement, a Performance Guarantee in an amount equal to 4% of the Price, securing the due, full and proper performance of the Contractor’s obligations in accordance with the specific terms of the AANE Agreement.
 - c) A Warranty of Proper Operation in an amount equal to 5% of the Price, to be returned twenty-four (24) months after final acceptance of the AANE Project. Upon final acceptance of the AANE Project, HASP/State shall become the sole beneficiary of the Warranty of Proper Operation and shall acquire all rights arising therefrom.
- (E) Under the AANE Agreement the Contractor shall, at its own cost and expense, procure, maintain and keep in full force and effect throughout the duration of the AANE Agreement (and for any additional period required under the AANE Agreement or applicable law) all **insurance policies** required per standard practice in the aviation, air navigation and critical infrastructure sectors, and in any case in full compliance with the requirements of Annex 7 of the Concession Agreement (Minimum Insurance Requirements) insofar as these relate to AANE.

All such insurance policies shall be issued by reputable and financially sound insurance companies, acceptable to IAHC and HASP, and shall provide coverage appropriate to the nature, scope and risk profile of the Scope of Work and the AANE Systems. Without prejudice to the generality of the foregoing, and by way of indication only, the Contractor shall be required to maintain, as a minimum, insurance coverage including, but not limited to, the following:

- a. Construction All Risks Insurance (CAR) (with insured value 100% of the project value) and Erection All Risks Insurance (EAR), covering loss or damage to works, equipment and materials during installation, commissioning and Warranty Period;
- b. Transportation/ cargo insurance, on an all-risks basis, covering the transport and delivery of the AANE Systems to Crete;
- c. Third Party Liability Insurance, covering damages, bodily injury, death and property damage to third parties, and claims preparation cost (limit of €1,000,000.00 per event of bodily injury/death, limit of €1,000,000.00 per event of property damage, and limit of €100,000.00 per claim and limit of €500,000.00 for all claims);
- d. Professional Indemnity Insurance, covering any act, error or omission arising from the design, engineering, integration, testing and commissioning of the AANE Systems;
- e. Employer's Liability / Workers' Compensation Insurance, in accordance with applicable law and the Concession Agreement;
- f. Delay in Start-Up (DSU), covering failure or damage in equipment that causes delay in airport opening;
- g. Product Liability Insurance, including liability arising from supplied systems, equipment, software and components, where applicable;
- h. Insurance for testing, commissioning and operational trials, where applicable.

Proposals shall remain binding and valid for a period of six (6) months following the Submission Deadline (as such may be extended by the Company in accordance with the provisions of this RFP). Proposals with shorter validity periods will be rejected and not be evaluated. The Company may require Bidders to extend the validity of their Proposal for an additional six (6) month period, at their own expense.

3. Evaluation of Proposals

During the evaluation process, the Proposals will be assessed in the following three (3) phases:

- Pre-requisites fulfilment verification (pass or fail evaluation criteria),
- Technical Proposal verification (pass or fail evaluation criteria),
- Financial Proposal evaluation with overall weight factor 100%.

4. Tender's Indicative Timeline

The indicative dates for the Tender, as described in detail in the RFP, are the following:

| Procurement Activity | Timeframes |
|---|-------------------------|
| RFP Summary release | 06.02.2026 |
| Intention to Submit Proposal | 20.02.2026 |
| RFP Release | 24.02.2026 |
| Request for Site Visit deadline | 25.02.2026 - 03.03.2026 |
| Site Visits | 09.03.2026 - 11.03.2026 |
| Clarification Requests deadline | 17.03.2026 |
| IAHC's Clarification Responses deadline | 09.04.2026 |
| Submission deadline | 24.04.2026 |

IAHC reserves its right to amend the above dates at its discretion, notifying the Bidders accordingly.

5. Language

The Tender Documents shall be either in Greek or in English. In case both Greek and English versions are available, in the event of a discrepancy between them, the Greek version shall prevail.

All documentation included in the Proposal submitted by a Bidder shall be either in Greek or English unless otherwise specified in the RFP or any of its Annexes. Documents not originally drafted in the above languages will be accepted only if officially translated in Greek or in English, as outlined in detail in the RFP.

6. Disclaimer

All costs incurred in the preparation of a Proposal in responding to the RFP (the "Tendering Costs") shall be borne exclusively by Bidders and shall not be reimbursed by the Company under any circumstances. The Tendering Costs include, but are not limited to, the Access Fee, issue and maintenance of the Participation Letter of Guarantee, as well as any expenses related to Site visits and attendance at any meetings with the Company, the Tender Committee and/or HASP. Notwithstanding the foregoing, if the Tender is cancelled for reasons beyond the control or responsibility of the Bidders, the Company shall refund the Access Fee.

7. Invitation to Tender in SAP Ariba

SAP Ariba will be the e-tendering portal which will be used for the conduct of this Tender. In order to get invited to this Tender in SAP Ariba, each Interested Party shall be required to send an email, confirming its intention to submit a Proposal, to prc@iahc.gr by 20/02/2026, for the full RFP and ancillary tender documents to be made available on such date. With the aforementioned email, Interested Parties are additionally required to submit to the Company:

- a. the details of Interested Party (Annex A), duly completed and signed;
- b. the Confidentiality Statement (Annex B), duly completed and signed;
- c. the Consent Form for Personal Data Processing (Annex C), duly completed and signed;
- d. the SAP Ariba User Account Details (Annex D), duly completed and signed; and
- e. proof of payment of a non-refundable fee of ten thousand Euros (10.000€) (the “Access Fee”) (excluding VAT) to the bank account designated below and held by IAHC, indicating in the payment reference the phrase “Access Fee for AANE Tender”:

Bank: National Bank of Greece

IBAN: GR6201101040000010400587852

SWIFT: ETHNGRAA

In the event an Interested Party is a consortium and/or a joint venture, any member of the consortium may send an email and pay the Access Fee on behalf of all members in accordance with the aforementioned instructions, and such action shall be deemed to represent the collective intention of the entire JV/consortium. However, the documents indicated above under (b) and (c) shall be signed by each of the consortium/ joint venture members.

ANNEXES

[to be duly completed, signed and returned by email to IAHC]

(A) Details of Interested Party

(B) Confidentiality Statement

(C) Information - Consent Form for Personal Data Processing

(D) SAP Ariba User Account Details



ANNEX A – DETAILS OF INTERESTED PARTY

| |
|-----------------------------------|
| RFP Title |
| Legal Entity/JV/Consortium |
| Address |
| Contact Person |
| Corporate title |
| Telephone number |
| E-mail address |

ANNEX B - CONFIDENTIALITY STATEMENT

To: IAHC

I, the undersigned, acting under my capacity as the legal representative of the company with the corporate name, having been incorporated under the laws of, with Registry No., having its registered seat at (hereinafter the “Company”), unreservedly declare that:

1. From the date of this Statement and for five (5) years from the signing hereof, the Company, its executives, employees or third parties that it controls or persons related to it (hereinafter referred to as the “**Recipients**”) to the extent that they receive any information - including but not limited to business, financial, corporate, technical and non-technical information - strategies, data and specifications of any kind, know-how, marketing plans, trade secrets, whether in written, visual, oral, electronic or other form, relating directly or indirectly to IAHC, HASP, their current and/or under development activities and plans, the Airport, the Airport Concession, the Tender Documents, the AANE Project and in general any information which under the circumstances, appear to a reasonable person to be confidential or proprietary, regardless of whether it is marked or labeled as “confidential” (“Confidential Information”): (a) shall hold the Confidential Information strictly confidential, (b) shall only disclose that Confidential Information (where there are grounds for doing so) to those executives, employees, lawyers, professional advisors, financial institutions and associates, who justifiably need to know about that Confidential Information in order to make a specific decision on the Tender (and these persons shall agree in each case not to further disclose that Confidential Information) or as the law requires, (c) shall use the Confidential Information solely for determining whether to proceed with the Tender referred to herein, and (d) shall immediately return to IAHC or destroy the Confidential Information (and any copies thereof) following a request to that effect from IAHC. Moreover, the Company commits itself to take appropriate measures to preserve the confidentiality of any Confidential Information.

2. However, Confidential Information will not include information that the Recipient can establish by reasonable and competent proof that such information: (a) is or becomes, in general, available or known to the public, except as a result of disclosure by the Recipient, (b) was available or known to the Recipient on a non-confidential basis, before it was provided by IAHC, or (c) becomes available or known to the Recipient on a non-confidential basis from another person not bound in any manner by confidentiality agreement with IAHC or who is not prohibited in any other manner from conveying the said information.

3. The term "person" in this Statement shall be interpreted in the broadest possible sense to include without limitation any natural or legal person and any association of natural or legal persons.

4. IAHC does not provide any express or implied warranties about the Confidential Information, including, but not limited, to warranties about the accuracy or completeness of the Confidential Information and is not liable to any Recipient in relation to how the Confidential Information is

used by the Recipient.

5. This Confidentiality Statement is binding on the Company, its representatives, successors and persons authorized by it, and shall be valid in relation to IAHC, its representatives, successors and the persons authorized by IAHC.

6. This Confidentiality Statement is governed by the laws of Greece and the courts of Athens, Greece, shall be exclusively competent in relation to this.

For the Company

[Signature]

[Name/Surname]

[Date]

ANNEX C – INFORMATION - CONSENT FORM FOR PERSONAL DATA PROCESSING

I. Information

A. IAHC notifies the individuals, who sign any statements/documents related to this Tender and/or the Proposals, that IAHC or third parties, at the request and on behalf of the IAHC, will process all data, including personal data, such as identification and communication data, which are submitted to IAHC during the Tender process.

B. **Processing purpose.** The processing purpose is the evaluation of the Proposals, the conduct and the progress of the Tender, the safeguarding of the public interest and the rights of IAHC, HASP and the State, the security and protection of transactions in general, the prevention of fraud against IAHC, as well as the notification of the Interested Parties about the evaluation of the submitted Proposals.

C. **Data Recipients** The recipients of the above (under paragraph A) mentioned data to whom these will (or may) be transmitted are the following:

1. IAHC, HASP, their executives and personnel
2. The Evaluation Committee
3. Persons in which IAHC and/or HASP have entrusted the execution of a specific mandate on behalf of IAHC (processors), i.e. legal advisor, financial advisor, technical advisor and all other advisors to be appointed by IAHC and/or HASP for the Tender
4. The service provider of SAP Ariba (Eurobank SA)

II. Data retention period

The data referred to in subparagraph I.A may be retained for as long as is necessary to fulfill the purpose of the processing. In any case, with respect to the personal data of the Interested Parties/ Bidders, these may be retained for a period of five (5) years from the expiration of the Submission Deadline.

III. Exercise of rights

1. Individuals acting as legal representatives of the Interested Parties/Bidders have the right to know which personal data are submitted for process or processed, to oppose or raise objections to the processing of the data concerning them and to request the erasure of their data. For the exercise of those rights, said individuals may contact in writing IAHC at dpo@iahc.gr

2. The exercise of the above-mentioned rights does not relieve the Interested Parties/Bidders from their obligations arising out from their participation in the Tender.

3. IAHC reserves the right to deny the request of any person for the erasure of its data if the retention of the data is necessary for IAHC to comply with its statutory obligations or for the performance of tasks carried out in the public interest or for the fulfillment of public interest purposes or for the establishment, exercise or support of legal claims or any claims by third parties.

IV. IAHC's Obligations

IAHC has the obligation to take all reasonable measures to ensure that confidentiality requirements are met, that personal data are safely processed, and that personal data are protected against accidental or unlawful destruction, loss, alteration, unauthorized disclosure of, or access to such personal data as well as from any kind of illegal processing.

V. Consent

I, the undersigned, acting under my capacity as the legal representative of the company with the corporate name, having been incorporated under the laws of, with Registry No., having its registered seat at (hereinafter the "Company"), unreservedly declare that having read and understood the above-mentioned under paragraphs I - IV, I hereby give my unreserved consent to the processing of the above-mentioned personal data for the purposes mentioned in subparagraph I.B of this form.

The said consent is valid concerning any relation with IAHC from now until any termination or revocation of it.

Withdrawal of this consent can be made under a relevant statement addressed to IAHC which will have effect for the future.

For the Company

[Signature]

[Name/Surname]

[Date]

ANNEX D – SAP ARIBA USER ACCOUNT DETAILS

REQUEST ACCESS TO THE SYSTEM FOR PARTICIPATION IN THE SAP ARIBA PLATFORM

| | | | |
|---|-----|--------|----------|
| <i>Company Data</i> | | | |
| Company Name: | | VAT: | |
| Address: | | | |
| City: | PO: | State: | Country: |
| Department: | | Floor: | |
| e-mail: | | Tel: | |
| Occupation/Activity: | | | |
| <i>Language</i> | | | |
| Language: Greek <input type="checkbox"/> English <input type="checkbox"/> | | | |
| <i>User Data</i> | | | |
| Name: | | Tel: | e-mail: |

We declare that we have been notified, through the link <https://www.eurobankholdings.gr/en/legal-notice/gdpr-prosopika-dedomena>, according to Regulation (EU) 2016/679 and the provisions of the existing Greek and EU legislation for the processing of personal data by Eurobank SA.

User signature:

Place:

Date:

FOR INTERNAL USE

The grey area is filled in by Eurobank S.A.

Submitter:

Date:

Approver:

Date:
