

## Preliminary Market Consultation for

### "Airport's New Concept of Operations – Phase 2 (ConOps II)"

Athens International Airport S.A. (AIA) intends to conduct a tender related to the implementation of Airport's New Concept of Operations – Phase 2 (ConOps II) project (hereafter the "Project"). The Project refers to the implementation at the Athens International Airport "Eleftherios Venizelos" of the advanced ConOps, in view of the Extended Airport Operations Plan (eAOP) implementation by the end of 2027 and the development of the NextGen Airport Services Operations Centre (ASOC) at the Airport.

In that respect, and prior to the launching of the said tender, AIA wishes to communicate the main aspects of the tender to potential market participants having experience in similar projects, for a preliminary market consultation so to receive their comments, remarks, opinions.

Participants wishing to be involved in the consultation process shall express their interest by submitting a written application by email to AIA. The written application should carry the indication "Preliminary Market Consultation for "Airport's New Concept of Operations – Phase 2 (ConOps II)" and should be addressed to Athens International Airport's Procurement Department at the email address [procurement@aia.gr](mailto:procurement@aia.gr).

In this application the following table shall be completed including also a confidentiality statement by the applicant's contact person:

DETAILS OF APPLICANT AND CONTACT PERSON	
Company name	
Company Address	
Title (Mr/Ms)	
Contact person's Name	
Contact person's Surname	
Corporate title	
Phone	
Mobile	
Email	
STATEMENT	
<i>By making this application we acknowledge and accept that the documents that will be provided are commercial and confidential in nature and that AIA retains the right to seek damages for their unauthorised disclosure.</i>	
Contact person's Signature	
Company's official stamp	

Following the submission of their written application, applicants will receive details, by email, of how they can obtain the documents from AIA on which they will provide their comments. These documents will be made available in electronic format and applicants are expected to respond accordingly.

Questions or inquiries pertaining to the market consultation documents may be submitted, by the participant's contact person, at email [procurement@aia.gr](mailto:procurement@aia.gr) until **11<sup>th</sup> June 2025**. The questions or inquiries shall explicitly state the project title and must be submitted in an editable word document (.DOC format).

Participants shall provide their input for this market consultation by submitting below listed deliverables, as well as any other information deemed necessary, until **20<sup>th</sup> June 2025** at email [procurement@aia.gr](mailto:procurement@aia.gr):

- Company Profile
- Relevant Experience
- Capabilities & Service Offering
- Approach & Delivery
- Cost Estimate
- Team & Resources
- Compliance & Quality Standards
- Sustainability & ESG Practices
- Technology & Innovation
- Optional Feedback on the RFI

It should be noted that the elaboration of the participants' comments, remarks and opinions in the final scope lies under AIA's sole discretion.

All documents provided by AIA in connection with this market consultation process, including data, information, specifications and the like, and other materials which may be provided by AIA to the participants and which are not in the public domain at that time, must be retained, in confidence, by the participant and not be disclosed to any third party except with the express prior written authorization of AIA, or unless required to do so by law, or by a competent legal authority having appropriate jurisdiction. The participant by making an application acknowledges and accepts that the documents provided are commercial, confidential in nature and that AIA retains the right to seek damages for their unauthorised disclosure.

Following the submission of comments, remarks and opinions, participants might be asked by AIA to make a presentation to AIA, at a time and date to be arranged by AIA.