

Market Consultation Document

to

Generate exposure, increase interest and receive feedback for the drafting of the tender documents for the construction of the new terminal building at Amsterdam Airport Schiphol

Date: 24 May 2018

Table of content

Chapter 1	Introduction	p. 3
Chapter 2	The Intended Tenders	p. 4
Chapter 3	The Market Consultation	p. 5
Chapter 4	Other Information and Conditions	p. 6
Appendix A	Images of the Terminal Building	p. 7

Chapter 1 Introduction

Amsterdam Airport Schiphol is a world player in aviation, and intends to remain so in the future. Day after day we work to exceed our passengers' expectations, which is why we are currently carrying out large-scale renovation and construction works at Schiphol airport. Those who laid the foundations for Schiphol airport were pioneers with courage and vision. They thought 'outside-the-box', during a time when that expression did not even exist. Following their example, we continue to build the Schiphol of tomorrow: always in search of the best ideas and creative solutions.

Focus on the customer is a key objective for Schiphol, both passengers and airlines. We provide world class facilities to meet their needs, improving their experience and helping to ease their way through the complex processes that the terminal will be built around.

The next step in our expansion plan involves the construction of a new terminal building, a terminal that will exceed everybody's expectations, both in the Netherlands and abroad. For the construction of the basement and terminal building we are looking for partners that are the best in class and who wish to join us in achieving a successful delivery, a delivery that needs to be achieved within a short time frame and a complex and challenging environment.

We believe this requires the following expertise:

- A well-experienced general contractor, in a position of leadership, with significant airport experience that has a well-developed and highly skilled (international) construction team that understands working at an airport in operation;
- A contractor with the ability to construct complex public buildings in terms of their size and functionality, a limited and restricted area for construction and tight deadlines, examples could be the construction of hospitals, railway stations, court houses etc.
- Specialists that are experts in the areas that are vital for achieving the construction of the terminal in the best and most innovative way, such as: mechanical, electrical and/or plumbing specialists, but also a steel and the curtain wall specialist.

This expertise represents the main skill-set we believe is crucial for the construction of the terminal. We intend to reflect these skills in our tender documents, both during the selection and award phase of the tendering procedure. However, before we start developing our tender documents in greater detail, we would like to obtain the knowledge and experience of parties during the market consultation day.

Chapter 2 The Intended Tenders

Schiphol has selected the KL AIR consortium, represented by KAAN Architecten, ABT, Estudio Lamela and Ineco as the designer of our new terminal building. KL AIR is responsible for the integrated concept, preliminary, definitive and technical design of the terminal. Images of the building have been attached as Appendix A to this document to give an impression.

With the design process underway, we are now focusing on preparing the tender documentation for the construction of the terminal building and basement. These tenders and their timelines are described below:

1. An EU-tender for the construction of the terminal basement with an estimated footprint of 30,000m² and a depth of 10 meters. This basement will be constructed inside a kilometer of piled retaining walls using underwater construction techniques to solve the complex geotechnical challenges of the Netherlands. The selection stage of the tender is scheduled to go out to the market in Autumn 2018 with an award in Summer 2019
2. A EU-tender for the construction of the terminal building with a footprint of approx. 100,000+ square meters capable of handling 14+ million passengers per year. The selection stage of the tender is scheduled to go out to the market in Winter 2018/9 with an award in Autumn 2019

During the market consultation day we will share more information about the scope of these tenders and we would like to discuss what is needed during the tendering phase to be able to select the best in class general contractor or combination of market parties.

Chapter 3 The Market Consultation

The aim of market consultation is twofold:

1. To generate exposure and to create interest for the two projects, being:
 - a. The construction of the basement of the terminal;
 - b. The construction of the terminal building.
2. To receive valuable feedback to improve our tender documents and to achieve our intended tender result - "finding and selecting the best suited partnerships for the construction of our new terminal building and basement".

The information Schiphol receives during the Market Consultation day will be used to improve the quality of our tender documents. The market consultation is entirely voluntary, open to all parties and free of obligation for participants. The market consultation does not in any way affect any participation in the follow-up tender activities.

Fair level playing field

The market consultation aims to improve our tender documents, but always in such a way that all interested market parties are on an equal footing when it comes to competing for the contract and that there will be no distortion of the competition. As well as presenting the scope of the two projects more in depth, Schiphol will mainly listen to all that is being shared on how to improve our tender documents.

The (EU) principles in public procurement (non-discrimination, equality, transparency and proportionality) will be adhered during and after the market consultation day. A report containing the results of the market consultation day and the way the results are going to be implemented in the tender documentation will be published on TenderNed.

Registration

Are you interested in becoming a contractor for the new terminal building at Schiphol, and would you like to help Schiphol in creating the tender documents? If so, come to our Market Consultation day on 15th June 2018 at the head office of Royal Schiphol Group, Evert van de Beekstraat 202, 1118 CP Schiphol, The Netherlands.

You have until 14th June 2018 to register your interest via TenderNed.

Chapter 4 Other Information and Conditions

4.1 Registering Interest

Registering for the market consultation day will take place through the TenderNed portal.

4.2 Language

The language spoken during the market consultation will be English.

4.3 Cost reimbursement

Participation in this market consultation is voluntary. Schiphol will not reimburse any costs incurred in connection with participation in this market consultation.

4.4 Tender Participation

Participation in this market consultation can't be considered as an invitation to subscribe to one of the tenders for which this market consultation is being prepared. Nor can any right to selection or award be taken in connection with the tenders to be held in practice because of participation in this market consultation.

4.5 Confidentiality

All information you receive related to this market consultation contains confidential information and must be handled as such by the recipient.

This information may only be used by the recipient within the context of the Market Consultation regarding the Schiphol tender for the (new) terminal. Any other application is expressly not permitted.

Schiphol will treat responses confidentially from the Market Consultation Process. For this reason, Schiphol will draw up an internal and external report. In the external report, business-sensitive information or other confidential data will be anonymized or not included.

4.6 Copyright

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