

Market Consultation Fuel Depot

Eindhoven Airport N.V.

1. Introduction

Eindhoven Airport (EA) wants to investigate whether a fuel depot (bulk liquid storage) at the airport is both feasible and realistic. Under the current situation, fuel providers transport the kerosene to EA from main hubs or central depots by road. These providers also take care of refuelling the aircraft. EA is considering the construction of a fuel depot, if this has a positive impact on factors such as delivery reliability, transport and storage costs, sustainability, future-proof viability, risks and safety. To learn what the possibilities are of a fuel depot, EA would like to gain advice through a market consultation. The first initiatives to this end were taken in 2009. Drafting an actual plan, however, is yet to happen.

2. Why a fuel depot?

Currently, kerosene is supplied to EA with lorries that shuttle back and forth between facilities at Pernis, for example, and Eindhoven Airport. EA is considering the construction of a fuel depot, which can be filled through a CEPS (Central European Pipeline System) of NATO that already has a branch to the fuel depot of the Air Base.

Belangrijkste doelstellingen:

- | | |
|---|-----|
| 1. Het verlagen van de transportkosten en daarmee de prijs voor de luchtvaartmaatschappijen | +/- |
| 2. Leverbetrouwbaarheid behouden met het oog op de groei van Eindhoven Airport | ✓ |
| 3. Verminderen risico's en CO2 uitstoot door vervallen wegtransport | ✓ |
| 4. Vergemakkelijken toetreding nieuwe brandstofleveranciers met het oog op EU regelgeving | ✓ |

3. General Information about Eindhoven Airport

EA is the Netherlands' second largest airport, with over 6.7 million passengers in 2019. The airport provides easy links between Brainport and Europe - and beyond - in balance with the surroundings. Traveller convenience is reflected in the strategy of EA;



Good Neighbour

Eindhoven Airport is accessible, open and inviting.

Stately entrance

A proud showpiece for a distinctive region.

Inspiring test bed

Live testing by knowledge partners from Brainport.

Connector to the world

A human airport with a balanced network of destinations.

Airlines connect the south of the Netherlands with over 85 tourist and business destinations. Together with its partner companies, the airport provides almost 2,000 jobs, making it one of the region's largest employers. We are conscious of the social impact an airport has. Corporate social responsibility is part of our DNA, and we remain at all times conscious of the balance between international connectivity and the quality of life in the area. 51% of the shares of EA are held by Schiphol Nederland B.V., the North Brabant Provincial Authority and the Eindhoven Municipal Authority each hold 24.5%.

4. Procedure and Conditions

4.1 Market consultation goal

In preparation for the possible launch of a European tendering procedure, EA wishes to carry out a non-binding market consultation. The aim of the market consultation is to obtain knowledge, insights and advice from market parties that can be taken into account in the decision-making process whether to go ahead with the project and, if so, in the determining the specifications of the tendering process.

4.2 Information exchange

Communication about this market consultation should preferably take place in writing, by e-mail, with as reference "Market consultation for fuel depot tender". All communications relating to this market consultation should go through the following contact person: Marieke van Herpen; procurement@eindhovenairport.nl. In order to ensure there is absolute uniformity in the communication with participants, EA would like all communication with the market consultation participants to take place via one permanent contact person. The name, address, telephone number and e-mail address of the contact person of the participating market party must be stated on the participation form (Annex 1).



4.3 Procedure

EA has opted to invite (a number of) market parties to this market consultation, after elaborating on the questions in writing (in Dutch if possible). All participating market parties will receive the same information as preparation and the same questions will be asked and sent in advance to all participating market parties. In order to provide sufficient opportunity to substantiate the content where relevant, EA has chosen the path of conducting 'one-to-one' meetings by means of invitation via Microsoft Teams, between representatives of EA and two participants of the market parties concerned. Market parties will be asked to elaborate on the questions and issues raised by EA during an interview. The responses received are recorded in a fully anonymised market consultation report. The purpose of the market consultation is to accumulate generic knowledge about developments and opportunities. For this reason, the meeting is emphatically not intended as a means to give a company presentation.

4.4 Schedule

EA works according to the following schedule for the market consultation:

Send out pre-announcement to TED database via TenderNed;	26 October 2020	EA
Closing registration date for participation in the market consultation by means of the participation form, Annex 1;	2 November 2020, before midnight	Participant
Share questions with registered market participants	3 November	EA
Written response from participant(s)	17 November	Participant
Send out invitation for meeting dates	18 November	EA
Meeting dates	23 and 26 November (= expected)	EA and participant
Analysis of the answers	30 November	EA
Reports ready; results and follow-up steps / planning realisation / internal advice EA	Week 49	EA
Publication of anonymised report	Week 50	EA

The schedule has been drawn up based on current insights. EA reserves the right to reschedule the planned events.

During the market consultation meeting, representatives of EA will have the opportunity to ask more in-depth questions or request further explanation or elaboration based on the written input received from the market party. A duration of approximately 1 hour - 1.5 hours has been reserved for each meeting.



After all meetings have been finalised, EA will prepare an anonymised Market Consultation Report. This market consultation report will be made available to all potential market parties with the announcement of the European tender on TenderNed. The basic principle of this process is that all parties start with equal information. Whether or not they participate in the market consultation has no influence whatsoever on the position of market parties in a possible European tendering procedure.

The following officials are likely to participate in the market consultation on behalf of EA:

Position
Chief Operations Officer
Head of Airport Development
Senior Project Manager
Procurement Manager

5. Conditions

5.1 Tender

It should be expressly noted that market consultation is in no way part of the tendering procedure that may be launched at a later date. Participation in the market consultation is entirely voluntary and without obligation, and in no way affects participation in any tendering procedure. Furthermore, the information provided during the European tendering procedure may differ from that provided in the context of this invitation.

5.2 Transparency

EA attaches great importance to ensuring a transparent process. It is expressly not EA's intention to favour market participants that participate in the market consultation or to put non-participating parties at a disadvantage. From this perspective, all documents relating to the market consultation will be made available to all potential bidders as part of a possible tender. These will in any event include:

- the invitation to participate in the market consultation;
- the anonymised report of the market consultation.

5.3 Early termination of or amendments to the procedure

EA reserves the right to discontinue all or part of the market consultation and/or the currently envisaged European tendering procedure, or to redesign the market consultation and/or the currently envisaged European tendering procedure. Market participants shall not be entitled to compensation for costs or other damages of any kind in such circumstances.



5.4 Confidentiality

The market consultation and all documents provided by EA should be treated as strictly confidential by participants. Documents may only be disclosed to those staff members and advisers who have a role in the market consultation or in answering the questions asked. This confidentiality should also be observed after the market consultation. Naturally, EA will treat the information provided by the participating market parties with the same confidentiality. Data will only be shared in the anonymised market consultation report to be drawn up.

5.5 Costs

No remuneration shall be paid for participation in the market consultation.

6 Market Consultation

6.1 Introduction

In the preparation of this European tender, it is the aim of EA to include knowledge, experience and advice of market players and to take these aspects into account in the decision-making process and the drafting of the tender documents. EA has identified several key themes for the market consultation. Questions have been clustered around these themes. The themes are expected to be:

1. Organisational aspects
2. Safety, health and environment (including fire safety)
3. Security
4. Spatial aspects (construction & maintenance, location)
5. Contracts, suppliers and/or actors, conditions
6. Financial and fiscal aspects, regulations (taxation, customs)

6.2 Form and working method

Chapter 5 gives a brief explanation of the form and working method. Further explanation is also provided regarding the timeline of the market consultation. After all participation forms have been received on 26 October, by midnight at the latest, the contact person of EA will share the market consultation questions by e-mail on 27 October. EA will ask the market participants to address all questions during the meeting. During the answering session, EA representatives will have the opportunity to ask in-depth questions or to ask for further explanations. You are not obliged to answer all questions. The market consultation is specifically not intended:

- as an introduction with or presentation of the market parties;
- for obtaining more details and background information from EA and/or enquiring about ambitions and objectives with regard to the tendering procedure.



ANNEX 1 Participation Form

The form below must be returned by the latest on 2 November 2020, before midnight:

procurement@eindhovenairport.nl

Participant	Position	E-mail address
1.		
2.		

