

Date:24/04/2023 Protocol number: 0048519/23 Absolute pr.1276419

- if a company is not yet registered in ITA Tokyo Suppliers' list, the Business Registration Certificate can be submitted as a copy, and the original document presented if selected as the winning company? **Yes, it is possible to present a copy (date, signed and stamped) which has to be compliant to the requirements requested to register in ITA Tokyo Suppliers' list: the Business Registration Certificate has to be issued within 3 months. The original certificate shall be submitted if selected as Service Provider.**

Date:20/04/2023 Protocol number: 0047380/23 Absolute pr.1273924

Thank you for your interest in our FDI promotion bid.

Firstly, please note that the ITB was prepared based on the requirement that bidders for the Service Provider must primarily be companies registered in Japan.

In the case of a private own entity (Kojin jigyou nushi), our office will accept equivalent certifications to those required for companies, which will be examined by the Evaluation Committee in order to evaluate the admissibility to the procedure.

Please refer to our answers in blue below for further information.

Please note that all questions ITA Tokyo Office receives and the answers to them will be published on the web, as anonymous FAQ.

Best regards,

Date:14/04/2023 Protocol number0045073/23 Absolute pr.1268398

Dear Sirs,

Thank you for contacting ITA Tokyo Office.

Please see our answers in blue as follows.

1. about the clauses on liquidated damages, Article 14.2 of the ITB reads as follows:

2) *during or after the termination of the Contract, establish any commercial relationship with the investors or individuals and/or potential investors contacted during the provision of the Services, directly or indirectly. For the avoidance of doubt, the Awarded Service Provider may offer such parties services other than the Services specified in this Contract.*

- Is it confirmed that in this specific case the limitation would be in effect forever **OR** it should rather be interpreted in tandem with paragraph 1) limiting the duration of this obligation for a period of 12 months after the termination of the contract?

The stated sentence refers to Art. 18 RESTRICTIONS ON THE AWARDED SERVICE PROVIDER. Considering this article, the obligation mentioned in par.2) occurs only during the term of and for 12 months after termination of the Contract, as referred to in paragraph 1).

- Is it confirmed that by "services specified in this Contract" we have to interpret this limitation **ONLY** related to services in connection "with the attraction of investors to Italy", as also expressed in Article 14.1?

Yes, it is confirmed the content indicated in Article 18 paragraphs 1 and 2. The main activities are listed in Article 4.
THE SERVICE PROVIDER

2. What does happen if the appointed manager quits her position from the service provider or is unable to perform her activities during the duration of the agreement?

Failure by the Awarded Service Provider to perform the expected activities and to reach any minimum targets as stipulated will entitle ITA to automatically terminate the Contract as indicated on page 9 of the bid. Please also refer to 9. KEY PERFORMANCE INDEX page 9, for the conditions applied in case the targets will not be fully achieved.

In case of failure to reach the minimum targets article 14. LIQUIDATED DAMAGES par. 2 also applies: " ITA Tokyo Office reserves the right to apply a penalty of 0.1% of the contract amount for each meeting/contact/event/service support/engagement below the minimum targets as set out in the relevant table in Article 9 "Key Performance Index" up to a maximum of 5.5% of the total contract amount".

Moreover, in case of termination of the contract, also article 13. SECURITY DEPOSIT applies: "...The fee will be released and returned to the Awarded Service Provider at the end of the Contract term after ITA Tokyo Office confirms that the Awarded Service Provider has duly provided the services in accordance with the Contract".

3. Can the appointed manager be an independent consultant (individually or through her company) working for the service provider on this specific project?

The appointed manager can be an independent consultant respect to the Service Provider. In any case with the bid, ITA Tokyo Office intends to appoint one company, as Server Provider, with which the contract will be stipulated.

4. if two companies are applying with a joint bid, all the documents should be filled out by both companies? What about the deposit?

For the present bid, it is not provided the possibility of presenting a joint offer from two or more companies.

Please note that all questions ITA Tokyo Office receives and the answers to them will be published on the web.

Best regards,

Date:14/04/2023 Protocol number: 0045016/23 Absolute pr.1268109

Thank you for your interest in our FDI promotion bid.

First of all, we would kindly point out that according to our Agency procedures, during an official tender, only questions specifically related to topics of the bid can be replied to.

Please see our answers in blue as follows.

1 Role & Responsibility

Do we understand that the focus of FDI desk Role & Responsibility is in the field of Investment (Namely, M&A, Joint Venture, Minority Investment, Joint R&D, establishing Italian subsidiaries, real estate, Intellectual Property) rather than Trade (namely, export and import of goods and services, Branch Office setup, any commercial arrangements not involving equity investment)? As you are well aware, the investment promotion and trade promotion are different in nature, and so are their strategies and activities. But sometimes, these two activities are intertwined and inseparable.

In 3 DESCRIPTION OF REQUESTED SERVICES of the bid, the focus of the Server Provider's activity is indicated: "terms of reference will be to promote direct investment from Japan to Italy, as well as to strengthen awareness of Italian business and regulatory environment".

2 Team Approach

Do we understand correctly that although the FDI Desk Manager will be designated to one individual, various roles such as reporting role, meeting arrangement role, database input role etc. can be assigned to her team members?

The Awarded Service Provider will be responsible for the tasks listed in 5. DELIVERABLES of the ITB.

3 Derived Services

Are we allowed to enter contract with those Japanese or/and Italian companies related to FDI desk initiated projects, outside of the FDI desk contract? Of course, such cases are only when and as necessary, and there is no conflict of interest to ITA mission. There are cases such as those interested parties require interpreter/travel arrangement/financial, legal & tax and other consultancy.

No. Please refer to 5. DELIVERABLES of the ITB.

4 Execution Plans vs. Quarterly target

9. KPI indicates quarterly target. Do we understand correctly that these quarterly targets are only indicative? As long as you meet the 30% within 6 months targets as described on ITB Page 9, are we allowed to, as appropriate, complete the meeting/event holding minimum target earlier within the contract period?

No. The Awarded Service Provider shall be obliged to meet the minimum targets during the Contract.

5 Database

Do we understand correctly that the database of 200 new entries is for the customer management purposes, and not just for the purpose of establishing a target company directory? The 200 new entries is for CRM? Customer

engagement systems to monitor activities towards Japanese target companies? New entries are not new companies, just to clarify. We assume prior FDI desk Tokyo already has built the database.

No. The target of 200 new contacts is established to develop the database of potential investors.

6 Background

Do we understand correctly that the FDI desk function is not a newly defined and established function this year. Are we inheriting some kind of prior desk manager's data asset, success cases and experience? Or are we starting such role in Tokyo first time this year?

The FDI desk function is not newly established. Information regarding prior data asset/experience is not relevant, at this moment, to present a proposal for the bid.

7 Assistance to ITA Tokyo Office

As to the supports to ITA Tokyo Office, depending of the cases and projects, we may require longer hours for consultancy, assistance and much commitment. Depending on the cases and only when appropriate, are we allowed to have an independent consultancy contract beyond the FDI desk contract? That way it will be easier for us to manage the cost overruns.

No. Our office is not allowed to stipulate any other contract with the awarded Service Provider of this tender according to ITA's policy within the duration of the contract.

8 Planning

Please if you can indicate ITA Headquarters/ITA Tokyo Office holidays schedules in order for us to calculate the resource estimate.

Please refer to the following websites: <https://ambtokyo.esteri.it/ja/chi-siamo/contatti/>, <https://www.ice-tokyo.or.jp/aboutus>

9 Planning

Any political/cultural major two country international exchange schedules/high officials visits schedule plans within 18 months, if any. We may want to synch the activities with other

It is not possible to provide the requested information at this moment. In this phase, as previously indicated, our office can only reply to questions about unclear aspects of the ITB.

Please note that all questions ITA Tokyo Office receives and the answers to them will be published on the web.

Best regards,

Date: 03/04/2023 Protocol number: 0040407/23 Absolute pr.1255935

Dear Sirs,

Thank you for contacting ITA Tokyo Office.

Regarding your question, as stated in the Invitation to ITB, each bidder must indicate its candidate to be the Appointed FDI Desk Manager, who shall possess no current affiliation, with respect to projects and/or campaigns, with any other EU governmental organizations.

Please note that all questions ITA Tokyo Office receives and the answers to them will be published on the web.

Best regards,

Date : 03/04/2023 Protocol number0040396/23 Absolute pr.1255919

Thank you for your interest in our FDI promotion bid.

However, due to the open nature of the ITB process, we are sorry to inform you that we are unable to accommodate any face-to-face meetings or inquiries at this time.

Please note that you can send questions by e-mail to us and the answers will be posted on the website.

Thank you for your understanding.

Best regards,