

*Athens, 04.06.2026*

**HELLENIC CORPORATION OF ASSETS AND PARTICIPATIONS S.A. (“GROWTHFUND”)**

**RESPONSES TO CLARIFICATIONS’ REQUESTS IN  
RELATION TO THE**

**REQUEST FOR PROPOSALS FOR THE PROVISION OF  
Commercial and Technical Advisory Services**

**Responses and clarifications to related requests are an integral part of this Request for Proposals. The present responses and clarifications to related requests are considered to be indisputably known to all interested parties from the date of their publication on the website of the Growthfund.**

**1 Could you please provide the ESPD file in xml format?**

The ESPD file in xml format can be provided via email only. Please contact Miss Anna Giannoulaki at [info@growthfund.gr](mailto:info@growthfund.gr).

Please refer to the uploaded file on Growthfund's website, for the ESPD file in pdf format:

<https://growthfund.gr/en/procurement/prosklisi-ypovolis-prosforon-gia-tin-parochi-ypiresion-technikou-ki-emporikou-symvoulou-sto-plaisio-tis-aksiopoiisis-ton-22-perifereiakon-aerodromion/>

**2 Could you please indicate the expected timeline for the conclusion of the evaluation of received proposals and the selection of the winning advisor, following the deadline of June, 5 2026?**

Growthfund's aim is for the selected commercial and technical advisor to commence work as early as possible in the 3<sup>rd</sup> quarter of 2026. It is anticipated that the advisory contract will be awarded by late July.

**3 Could you please indicate the expected starting date of the advisory services activities, in case of selection?**

Please refer to response #2.

**4 Could it be possible to request for an extension of the deadline currently foreseen on June, 5 2026?**

Please refer to the related announcement on Growthfund's website. New deadline for the submission of Proposals is Friday, 12.06.2026 at 17:00 Greece local time.

**5 With respect to site visits (art 3, Scope of work), do you have an initial view of the number of visits required?**

It is up to the commercial and technical advisor to consider whether site visits are required and for which airports, if any, following review of the available data.

**6 With regard to tender terms (art 12), "the advisor will be selected in accordance with the provisions of Growthfund's Procurement Regulation". Could you please provide a link to the "Growthfund's Procurement Regulation"?**

Please refer to the following link:

<https://growthfund.gr/wp-content/uploads/2023/09/HCAP-Procurement-Regulation.pdf>

**7 With regard to the activity of "delivering presentation(s) before Growthfund's Management, and/or the competent political leadership, regarding the report", could you please indicate the expected number and frequency of such presentations?**

It is difficult at this stage to provide an indication of the expected number and frequency of such presentations.

- 8 According to the RfP document (art 1, Procedural information), Advisory services duration is four (4) months from the date of signing the services agreement with Growthfund. In art 3 “Scope of work”, it is specified that “the final detailed report mentioned at point 7 of the services list, should be submitted the latest within 2 months from the appointment. Could you please clarify the expected project timeline?**

The total duration of the project is four (4) months, with the detailed report to be delivered within the first two (2) months.

- 9 Could you please clarify whether the privatisation tender process will be started following the delivery of the final detailed report, or only upon completion of the entire scope of Commercial and Technical Advisory services?**

The tender process has already been initiated on 24.04.2026, with the publication of the Invitation to Submit an Expression of Interest for the Concession of the right to administer, manage, operate, develop, expand, maintain and exploit of the 22 Regional Airports, on Growthfund’s website.

- 10 With respect to the different dossiers of the offer requested for presenting the proposal, in accordance with art 6 of the RfP document, is any official format foreseen or provided respectively relating to Dossier A, B, C, D, E and F?**

There are no further requirements in terms of specific formatting in relation to the submission of Dossiers A – F, other than what is already described in the Request for Proposals document.

- 11 Regarding art 10 “Reliance on the capacities of other entities to fulfil the selection criteria”, it is stated that interested Parties must prove that they will have at their disposal the resources necessary for the performance of the contract by producing a commitment letter. Please, confirm that the commitment letter must be already provided at the stage of tender proposal, together with the offer, and not only in case of selection, before the conclusion of the Agreement.**

This is confirmed.

- 12 Please forward any responses to the bidders’ questions when they become available**

Please refer to Growthfund’s website in the following link: <https://growthfund.gr/en/procurement/prosklisi-ypovolis-prosforon-gia-tin-parochi-ypiresion-technikou-ki-emporikou-symvoulou-sto-plaisio-tis-aksiopoiisis-ton-22-perifereiakon-aerodromion/> for this and any additional clarifications’ files.