



 A G E N Z I A D E L D E M A N I O
S a p p i a m o v a l o r i z z a r e l ' I t a l i a

PRESS RELEASE

**AGENZIA DEL DEMANIO (THE ITALIAN PUBLIC PROPERTY AGENCY):
PUBLICATION OF THE CALL FOR TENDERS FOR THE FIRST PACKAGE OF
'NETWORKED ASSETS', ON WHICH A 50-YEAR LEASE IS TO BE GRANTED
A 50-year redevelopment lease is to be granted on a package of nine former guardhouses
located along the banks of the river Reno, in the provinces of Ferrara and Ravenna**

Rome, 7 August, 2007: Within the context of the *Valore Paese* programme – the framework for the redevelopment of the Italian public property portfolio – the Agenzia del Demanio has published the call for tenders through which it will lease out nine former guardhouses, located in the provinces of Ferrara and Ravenna, for a period of 50 years. The property proposal concerns the redevelopment, restoration and integrated management of the entire package of assets, which form part of the 'Basso Reno Networked Assets System'. Originally built as guardhouses for pumping stations, the nine properties are situated along the banks of the Reno and its tributaries. Given that they are linked by their proximity to a natural waterway, and also by the much-admired surrounding landscape that they share, these properties offer major potential for redevelopment as establishments specialising in eco-tourism. The public tender process, which has a **annual lease fee reserve** at auction of **€49,000**, is set to be completed on **October 26, 2007**. The lease will be granted to the submission containing what is considered to be the most beneficial redevelopment and enhancement project for the entire area and the local environmental system.

To participate in the tender process, it is necessary to present a unified redevelopment and regeneration project for the entire package of assets – a project that must complement the multitude of attraction strategies and hubs that have already been set up. This existing local network is well-structured in terms of its capacity to attract investment and tourists, and has succeeded over several years in utilising very effectively its sites and properties of interest and in promoting the development of the area as a whole. The winning project will ensure efficient maintenance and conservation of the existing water supply network and, at the same time, will also guarantee to increase the economic and social value of the assets, making the most of their role as fundamental elements in the local infrastructure and boosting their capacity to produce revenue.

The call for tenders and all of the relevant documentation are published in their entirety on the www.agenziademanio.it web site and on the www.demaniore.com portal. Those interested in submitting tenders may visit the properties to inspect them by October 12, 2007, at the latest.

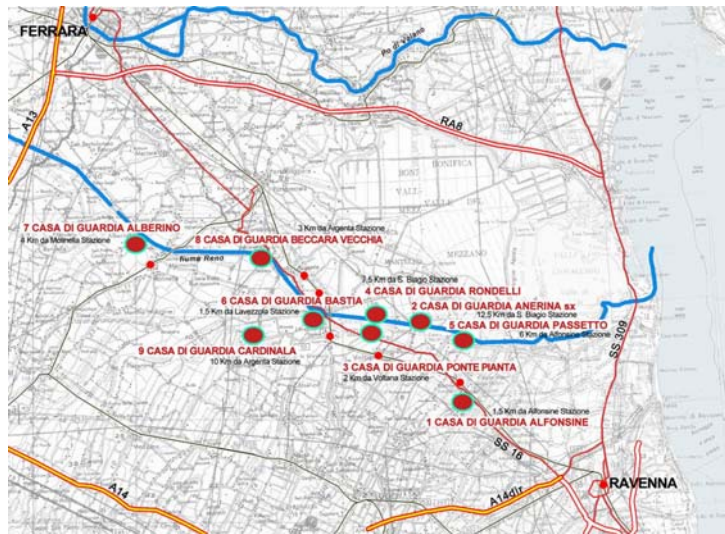


Networked Assets System: Basso Reno

The 'Networked Assets: Basso Reno' System comprises a total of nine former guardhouses located along the course of the river Reno and its tributaries, within the municipalities of Argenta and Alfonsine, in the provinces of Ravenna and Ferrara, respectively.

The guardhouses were originally pumping stations that were used to control the level of the river and its tributaries and irrigation channels.

The nine properties in the system are all relatively similar and near to each other. With dimensions varying from 188 to 480 square metres, the properties are located along a central axis, within an environment that retains a strong rural identity. The much-admired landscape benefits from an effective infrastructure through which it succeeds in attracting investments and tourism. The guardhouses are easy to reach from the road, motorway and rail networks, and there are also numerous pedestrian routes and cycle tracks.



Alfonsine Guardhouse (240 sq.m. gross internal area - 910 sq.m. ground area) – Situated in the municipality of Alfonsine (RA), along the right bank of the secondary 'Naviglio' canal.



Anerina Sinistra Guardhouse (240 sq.m. gross internal area - 2090 sq.m. ground area) – Situated in the municipality of Alfonsine (RA), on the left bank of the river Reno, 12.5km from the San Biagio station.



Ponte Pianta Guardhouse (200 sq.m. gross internal area - 2800 sq.m. ground area) – Situated in the municipality of Alfonsine (RA), on the left bank of the river Reno, 2km from the Voltana station.



Rondelli Guardhouse (250 sq.m. gross internal area - 2714 sq.m. ground area) – Situated in the municipality of Alfonsine (RA), along the left bank of the river Reno. Well-connected to the network of local cycle routes.



Passetto Guardhouse (300 sq.m. gross internal area - 6400 sq.m. ground area) – Situated in the municipality of Alfonsine (RA), along the right bank of the river Reno, 6km from the Alfonsine station.



Bastia Guardhouse (300 sq.m. gross internal area - 7328 sq.m. ground area) – Situated in the municipality of Argenta (FE), on the right bank of the river Reno, 1.5km from the Lavezzola station.



Alberino Guardhouse (380 sq.m. gross internal area - 3000 sq.m. ground area) – Situated in the municipality of Argenta (FE), along the right bank of the river Reno.



Beccara Vecchia Guardhouse (480 sq.m. gross internal area - 6450 sq.m. ground area) – Situated in the municipality of Argenta (FE), along the right bank of the river Reno, 3km from the Argenta station. The Museum of the Argenta Land Reclamation Project is located close by.



Cardinala Guardhouse (188 sq.m. gross internal area - 24722 sq.m. ground area) – Situated in the municipality of Argenta (FE), on the right bank of the river Reno, 10km from the Argenta station.

Networked Assets System: Basso Reno

TENDER PROCESS

As set out in the call for tenders, the tender is a private process for the granting of a redevelopment lease for the portfolio of properties referred to as the 'Networked Assets System: Basso Reno' (as per Article 3-bis, Law No. 410/2001 and subsequent modifications and updates). The lease will last for a period of 50 years, starting from the date on which the leasing agreement is signed. The annual lease fee reserve has been set at €49,000.

The tender process starts with a pre-qualification phase in which those who have manifested their interest in participating in the tender are subject to checks to ensure that they meet the relevant economic/financial and technical/organisational criteria. In short, the tender process is open to all those companies or institutions (including temporary enterprise associations and consortia) that have a proven track record in at least one of the specific sectors of the pre-selected activities for the use of the properties in the System, are financially stable and meet the relevant legal requirements.

The request to participate in the tender process, complete with all of the documentation set out and described in the call for tenders, must reach the Agenzia del Demanio's General Business Executive – Tenders and Contracts, no later than 12.00pm on **October 26, 2007**.

The public opening of the envelopes containing the names of those that qualify as participants in the tender has been set for 10.00am on **October 29, 2007**. A technical committee will ensure the conformity of the admission requests, and this process will be carried out in the presence of one representative for each competitor.

Those granted admission to the process will be required to present a technical and financial offer that will then be evaluated both by the judging committee and by a technical committee, appointed by the Director of the Agenzia del Demanio, which will provide consultancy on the awarding of the Redevelopment Lease. Participants must present a General Report describing the general and specific objectives of the redevelopment, the downstream benefits in terms of local development, the operations to be implemented for each property within the System and the management activities that will be carried out. Participants must also submit a technical proposal describing the planned operations for the redevelopment of the properties that is aligned with the use set out by the project. The inclusion of innovative measures aimed at safeguarding and enhancing the environment will be considered favourably, as will proposals from those with special expertise in this area. Participants must present a Management Plan detailing the financial aspects, including not only the annual lease fee proposal but also a financial schedule of the planned investments for the redevelopment and enhancement of the properties. Along with the proposal, the participants must also present a provisional deposit of €60,000.00, which will be returned to those who do not win the tender.

The Judging Commission will evaluate the proposals in accordance with a pre-set methodology. A list will then be drawn up classifying the proposals in relation to both the quantitative and qualitative elements. The lease will be granted to the most cost-effective proposal.

The call for tenders and all of the relevant documentation are published in their entirety on the www.agenziademanio.it site and the www.demaniore.com portal. The documents are available for inspection at the General Headquarters of the Agenzia del Demanio (Operations Secretariat), Via Barberini, 38, Rome, and at the Office of the Emilia Romagna branch – Bologna facility. For further information on the project and on the timescales, please write to the following e-mail address: dg.beniarete.bassoreno@agenziademanio.it. All requests must be written in Italian and received by October 15, 2007, at the latest.