

INVITATION TO TENDER

MIDDLE EAST AND NORTH AFRICA

MEDIA RIGHTS

SPORT SEASONS
2021/2022, 2022/2023, 2023/2024

Date of issue: January 15, 2021

Deadline for submission of Bids:
10.00 a.m. C.E.T., February 1, 2021

This document contains an English courtesy translation of the Invitation to Tender issued by Lega Nazionale Professionisti Serie A. The Italian text remains the primary text of the Invitation to Tender. Should any discrepancy arise, it shall be resolved referring solely to the Italian text.



INVITATION TO TENDER FOR MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



Please download the latest version of Adobe Reader to complete this form: get.adobe.com/reader

In order to facilitate the Bids' submission, this specimen of bid letter can be filled in electronically by the Bidders.

Thus, any Bidder may download the specimen and fill it electronically in any part except the signature. The bid must be signed manually by the person indicated by clause 4.5, third paragraph, of the ITT (electronic signature is **NOT** allowed).

Once signed, the Bidder must scan the entire document and upload it in .pdf format through the platform: <https://legaseriea.acquistitelematici.it> within the deadline set

APPENDIX 3 - BID LETTER

This Appendix 3 contains the pro-forma document each Bidder must abide to in presenting its Bid.

[place, date]	Messrs Lega Nazionale Professionisti Serie A Via Rosellini 4 20124 Milano
---------------	--

OFFER

FOR THE ACQUISITION OF PACKAGES OF MIDDLE EAST AND NORTH AFRICA AUDIOVISUAL RIGHTS RELATED TO LEGA SERIE A COMPETITIONS FOOTBALL SEASONS 2021/2022, 2022/2023 AND 2023/2024

Company name:		
Type of business activity (X):	<input checked="" type="checkbox"/> Broadcaster	<input type="checkbox"/> Intermediary
Proof of Broadcaster license/certification (reference number or approval):		
Registered Address:		
First name, last name and title of the legal representative undersigning this Bid:		

In connection with the Invitation to Tender issued by Lega Serie A on January 15, 2021 ("ITT"), the undersigned company ("Bidder") hereby submits its Bid for the acquisition of the following Package(s) (mark with a cross on type of Package and Territory and indicate the consideration offered for each Season).

Such consideration is in addition to the technical costs related to the supply of the Signal and, where applicable, to the technical costs related to the supply of additional content, as provided for in clause 7 and in Appendix 4.

All consideration is net of any applicable taxes, deductions, expenses and withholdings, which shall be borne exclusively by the Bidder, according to clause 4.5.

INVITATION TO TENDER FOR
MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



MENA TERRITORY

(2 Packages)

Package	Consideration offered for each Season
Serie A	2021/2022: € _____ (_____ / _____)
	2022/2023: € _____ (_____ / _____)
	2023/2024: € _____ (_____ / _____)
Coppa Italia	2021/2022: € _____ (_____ / _____)
	2022/2023: € _____ (_____ / _____)
	2023/2024: € _____ (_____ / _____)

The Bidder acknowledges and accepts to pay for the above Packages, in addition to the consideration specified above, the amounts indicated in clause 7 of the ITT as better specified in Appendix 4 according to the payment terms indicated therein.

INVITATION TO TENDER FOR
MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



TERRITORY: COUNTRY

(24 Serie A Packages and 24 Coppa Italia Packages)

Package	Country	Consideration offered for each Season
Serie A	Package Country 1 MENA - Algeria	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 2 MENA - Saudi Arabia	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 3 MENA - Bahrain	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 4 MENA - Chad	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 5 MENA - Egypt	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 6 MENA - United Arab Emirates	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 7 MENA - Djibouti	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 8 MENA - Jordan	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 9 MENA - Iran	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 10 MENA - Iraq	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)

INVITATION TO TENDER FOR
MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



Package Country 11 MENA - Kuwait	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 12 MENA - Lebanon	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 13 MENA - Libya	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 14 MENA - Morocco	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 15 MENA - Mauritania	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 16 MENA - Oman	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 17 MENA - Palestine	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 18 MENA - Qatar	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____
	2023/2024: € _____ (_____ / ____)

INVITATION TO TENDER FOR
MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



Package	Country	Consideration offered for each Season
Serie A	Package Country 19 MENA - Syria	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 20 MENA - Somalia	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 21 MENA - Sudan	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 22 MENA - South Sudan	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
Package Country 23 MENA - Tunisia	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 24 MENA - Yemen	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	

INVITATION TO TENDER FOR
MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



Package	Country	Consideration offered for each Season
Coppa Italia	Package Country 1 MENA - Algeria	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 2 MENA – Saudi Arabia	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 3 MENA - Bahrain	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
		2023/2024: € _____ (_____ / ____)
	Package Country 4 MENA - Chad	2021/2022: € _____ (_____ / ____)
		2022/2023: € _____ (_____ / ____)
2023/2024: € _____ (_____ / ____)		
Package Country 5 MENA - Egypt	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 6 MENA - United Arab Emirates	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 7 MENA - Djibouti	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 8 MENA - Jordan	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 9 MENA - Iran	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 10 MENA - Iraq	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	
Package Country 11 MENA - Kuwait	2021/2022: € _____ (_____ / ____)	
	2022/2023: € _____ (_____ / ____)	
	2023/2024: € _____ (_____ / ____)	

INVITATION TO TENDER FOR
MIDDLE EAST AND NORTH AFRICA MEDIA RIGHTS



Package Country 12 MENA - Lebanon	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 13 MENA - Libya	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 14 MENA - Morocco	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 15 MENA - Mauritania	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 16 MENA - Oman	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 17 MENA - Palestine	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)
Package Country 18 MENA - Qatar	2021/2022: € _____ (_____ / ____)
	2022/2023: € _____ (_____ / ____)
	2023/2024: € _____ (_____ / ____)

INVITATION TO TENDER
FOR INTERNATIONAL MEDIA RIGHTS



Package	Country	Consideration offered for each Season
Coppa Italia	Package Country 19 MENA - Syria	2021/2022: € _____ (_____ / _____)
		2022/2023: € _____ (_____ / _____)
		2023/2024: € _____ (_____ / _____)
	Package Country 20 MENA - Somalia	2021/2022: € _____ (_____ / _____)
		2022/2023: € _____ (_____ / _____)
		2023/2024: € _____ (_____ / _____)
	Package Country 21 MENA - Sudan	2021/2022: € _____ (_____ / _____)
		2022/2023: € _____ (_____ / _____)
		2023/2024: € _____ (_____ / _____)
	Package Country 22 MENA - South Sudan	2021/2022: € _____ (_____ / _____)
		2022/2023: € _____ (_____ / _____)
		2023/2024: € _____ (_____ / _____)
	Package Country 23 MENA - Tunisia	2021/2022: € _____ (_____ / _____)
		2022/2023: € _____ (_____ / _____)
		2023/2024: € _____ (_____ / _____)
	Package Country 24 MENA - Yemen	2021/2022: € _____ (_____ / _____)
		2022/2023: € _____ (_____ / _____)
		2023/2024: € _____ (_____ / _____)



The Bidder acknowledges and accepts to pay for the above Packages, in addition to the consideration specified above, the amounts indicated in clause 7 of the ITT as better specified in Appendix 4 according to the payment terms indicated therein.

In support of this Bid, the following documentation is attached:

- a) updated Bidder's company registration certificate issued by the local register authority;
- b) copy of the Bidder's last annual audited financial statement showing adequate guarantees of solvency and financial resources such as to guarantee the payments set forth in clause 5.1 or, alternatively, a first demand bank guarantee issued by a leading banking institution in relation to the fee due per Season, without prejudice to clause 5.2;
- c) documentation regarding the Bidder's experience in the distribution of audiovisual rights or in the marketing thereof;
- d) proposed financial securities offered by the Bidder;
- e) plan for development of supportive and innovative marketing programmes and initiatives to the benefit of Lega Serie A and of the Clubs in order to promote Lega and its Competitions and maximize their value in the Licensed Territory.

Any further documentation that the Bidder wishes to submit to Lega Serie A shall be attached to this Bid.

For any communication, please contact the following authorised representative of the Bidder:

First name and last name:	
Position:	
Mail address:	
Fixed phone number:	
Mobile phone number:	
Certified email address (if available):	
E-mail address:	

In case of acceptance of a Bid by Lega Serie A, the applicable License Agreement related to the Package/s indicated in this Bid will automatically enter into force within the terms and conditions provided for by the ITT and with the integral acceptance of all the provisions therein, inclusive of the License Terms contained in clause 6, and shall therefore be immediately effective between the parties.

The Bidder undertakes to maintain a Bid as irrevocable until May 23, 2021, without prejudice, in any case, to clause 4.7, final paragraph.



The Bidder acknowledges and confirms that:

- any determination regarding the acceptance of a Bid is left to the evaluation and is subject to acceptance by the competent bodies of Lega Serie A, which may take action at any time until May 23, 2021, without prejudice, in any case, to Clause 4.7, last paragraph;
- Lega Serie A has the right to cancel the ITT at any time, without the Bidders being entitled to claim or obtain any performance by Lega Serie A for any reason whatsoever; the publication of the ITT and the receipt of the Bids do not entail any obligation on Lega Serie A to sell to the Bidders and do not confer any right to the Bidders to obtain any performance from Lega Serie A or from its associates, officers, employees or consultants.

Date:	
Place:	
First Name, Last Name	
In its capacity of:	
Legible signature	

This offer integrates all terms and conditions set forth in the ITT, which are referred to per relationem. Based upon art. 1341 and 1342 of the Italian Civil Code, the Bidder specifically declares to have evaluated, approved, and therefore to expressly consent to the contents of the following clauses of the ITT: 3.1 (Scope of Exclusivity), 3.2 (Reserved Rights), 3.3 (Reserved Rights of the Clubs and of Lega), 3.4 (Lega rights with regard to the programming of the Matches and to the format of the Competitions), 5.1 (Payment Schedule), 5.2 (Financial Security), 6.1 (License Agreement), 6.2.1 (Licensee's Obligations), 6.2.2 (Minimum Broadcast Obligations), 6.2.3 (Other Licensee's Obligations), 6.7 (Advertising), 6.8 (Territorial Protection and Anti-Piracy), 6.11 (Sub-licensing) 6.13 (Term and Termination), 8.2 (No Warranties or Representations), 8.4 (Costs and Expenses), 8.5 (Confidentiality), 8.6 (Intellectual Property), 8.7 (Amendments), 8.8 (Voidness or Voidability of Bid Provisions), 8.9 (Assignability of the License Agreement by Lega Serie A), 8.10 (Governing Law, jurisdiction and language).

Legible signature	
-------------------	--