

## 442856-2026 - Gara

Danimarca – Servizi di vendita al dettaglio – Electronics Tender - Concession

OJ S 122/2026 29/06/2026

Bando di gara o di concessione – regime ordinario

Servizi

### 1. Committente

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#### 1.1. Committente

Nome ufficiale: Københavns Lufthavne A/S

E-mail: [ea.plaugmann@cph.dk](mailto:ea.plaugmann@cph.dk)

Forma giuridica del committente: Impresa pubblica

Il committente è un ente aggiudicatore

Attività dell'ente aggiudicatore: Attività aeroportuali

### 2. Procedura

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#### 2.1. Procedura

Titolo: Electronics Tender - Concession

Descrizione: This tender concerns a bundle of 3 individual lease agreements within the electronics segment in Copenhagen Airport. The lease agreements subjects are as follows: 1100-07995, 1100-08106 and 1100-08107. The tenderers may submit only one tender for all 3 lease agreements. The estimated contract value has been calculated on the basis of the expected turnover for all leases, including options to extend the leases.

Identificativo della procedura: 1df77ebd-57e5-4991-a56c-7608cb993707

Identificativo interno: 1100-07995, m.fl.

Tipo di procedura: Negoziata con previa indizione di gara / competitiva con negoziazione

Caratteristiche principali della procedura: The tender procedure will be conducted as a negotiated procedure without prequalification. CPH reserves the right, during the course of the negotiations, to reduce the number of tenderers participating in the negotiations. The number may already be reduced on the basis of the first tenders. CPH reserves the possibility to award the lease agreements on the basis of the initial and all subsequent tenders received. If so, the tenders will be evaluated in accordance with the tender conditions. CPH is therefore entitled, but not obliged, to negotiate.

##### 2.1.1. Finalità

Natura dell'appalto: Servizi

Classificazione principale (cpv): 55900000 Servizi di vendita al dettaglio

Classificazione aggiuntiva (cpv): 30200000 Apparecchiature informatiche e forniture, 32000000 Attrezzature per radiodiffusione, televisione, comunicazione, telecomunicazione e affini

##### 2.1.2. Luogo di esecuzione

Indirizzo postale: Lufthavnsboulevarden 6

Località: Kastrup

Codice postale: 2770

Suddivisione del paese (NUTS): Byen København (DK011)

Paese: Danimarca

##### 2.1.3. Valore

#### **2.1.4. Informazioni generali**

Informazioni supplementari: 1) Preliminary documentation: As preliminary documentary evidence showing that the tenderer is not excluded under sections 135-136 of the Public Procurement Act, and that the tenderer meets the minimum requirements for suitability, the tenderer must submit only one properly completed ESPD with its tender. Where the tenderer is a consortium, documentary evidence must be provided with the tender in the form of a properly completed ESPD for each consortium member showing suitability and showing that the consortium members are not subject to any of the exclusion grounds specified. Where a tenderer relies on the capacities of other economic operators (sub suppliers, group companies, etc.) in relation to suitability, the tender must be accompanied by a properly completed ESPD for each of the economic operators in question showing suitability and that the economic operators are not subject to any of the exclusion grounds specified. 2) Final documentation: Upon request from CPH, tenderers must show that they are not subject to any exclusion grounds by providing the following documentation: A) An extract from a relevant register or a similar document issued by a competent authority showing that the tenderer is not subject to the exclusion grounds set out in section 135(1) of the Public Procurement Act; and B) a certificate issued by a competent authority showing that the tenderer is not subject to the exclusion grounds set out in sections 135(3) of the Public Procurement Act. For Danish tenderers, the documentation requirement may be met by submitting an official certificate from the Danish Business Authority, which must be issued no more than 6 months before the date of submission. As a result of Article 5k of Council Regulation (EU) 2025/395 of 24 February 2025 amending Regulation (EU) No 833/2014 concerning restrictive measures in view of Russia's actions destabilizing the situation in Ukraine, the tenderer must submit signed declaration concerning Russia (Annex D). The above mentioned documentation must be submitted by each consortium member and potential economic operators which the tenderer relies on. For further information see the tender conditions.

#### **Base giuridica:**

Direttiva 2014/23/UE

#### **2.1.6. Motivi di esclusione**

Fonti dei motivi di esclusione: Avviso

Corruzione: Has the economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein been the subject of a conviction by final judgment for corruption, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable? As defined in Article 3 of the Convention on the fight against corruption involving officials of the European Communities or officials of Member States of the European Union, OJ C 195, 25.6.1997, p. 1, and in Article 2(1) of Council Framework Decision 2003/568/JHA of 22 July 2003 on combating corruption in the private sector (OJ L 192, 31.7.2003, p. 54). This exclusion ground also includes corruption as defined in the national law of the contracting authority (contracting entity) or the economic operator

Frode: Has the economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein been the subject of a conviction by final judgment for fraud, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable? Within the meaning of Article 1 of the Convention on the protection of the European Communities' financial interests (OJ C 316, 27.11.1995, p. 48).

Riciclaggio di proventi di attività criminose o finanziamento del terrorismo: Has the economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein been the subject of a conviction by final judgment for money laundering or terrorist financing, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable? As defined in Article 1 of Directive 2005/60/EC of the European Parliament and of the Council of 26 October 2005 on the prevention of the use of the financial system for the purpose of money laundering and terrorist financing (OJ L 309, 25.11.2005, p. 15).

Partecipazione a un'organizzazione criminale: Has the economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein been the subject of a conviction by final judgment for participation in a criminal organisation, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable? As defined in Article 2 of Council Framework Decision 2008/841/JHA of 24 October 2008 on the fight against organised crime (OJ L 300, 11.11.2008, p. 42).

Reati terroristici o reati connessi alle attività terroristiche: Has the economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein been the subject of a conviction by final judgment for terrorist offences or offences linked to terrorist activities, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable? As defined in Articles 1 and 3 of Council Framework Decision of 13 June 2002 on combating terrorism (OJ L 164, 22.6.2002, p. 3). This exclusion ground also includes inciting or aiding or abetting or attempting to commit an offence, as referred to in Article 4 of that Framework Decision.

Lavoro minorile e altre forme di tratta di esseri umani: Has the economic operator itself or any person who is a member of its administrative, management or supervisory body or has powers of representation, decision or control therein been the subject of a conviction by final judgment for child labour and other forms of trafficking in human beings, by a conviction rendered at the most five years ago or in which an exclusion period set out directly in the conviction continues to be applicable? As defined in Article 2 of Directive 2011/36/EU of the European Parliament and of the Council of 5 April 2011 on preventing and combating trafficking in human beings and protecting its victims, and replacing Council Framework Decision 2002/629/JHA (OJ L 101, 15.4.2011, p. 1).

Grave illecito professionale: Is the economic operator guilty of grave professional misconduct? Where applicable, see definitions in national law, the relevant notice or the procurement documents.

False dichiarazioni, omessa informazione, incapacità di fornire i documenti richiesti o acquisizione di informazioni confidenziali in merito alla procedura in questione: Can the economic operator confirm that: a) It has been guilty of serious misrepresentation in supplying the information required for the verification of the absence of grounds for exclusion or the fulfilment of the selection criteria, b) It has withheld such information, c) It has not been able, without delay, to submit the supporting documents required by a contracting authority or contracting entity, and d) It has undertaken to unduly influence the decision making process of the contracting authority or contracting entity, to obtain confidential information that may confer upon it undue advantages in the procurement procedure or to negligently provide misleading information that may have a material influence on decisions concerning exclusion, selection or award?

Conflitto di interessi legato alla partecipazione alla procedura di appalto: Is the economic operator aware of any conflict of interest, as indicated in national law, the relevant notice or the procurement documents due to its participation in the procurement procedure?

Partecipazione diretta o indiretta alla preparazione della procedura di appalto: Has the economic operator or an undertaking related to it advised the contracting authority or contracting entity or otherwise been involved in the preparation of the procurement procedure?

Violazione dell'obbligo di pagamento dei contributi previdenziali: Has the economic operator breached its obligations relating to the payment social security contributions, both in the country in which it is established and in Member State of the contracting authority or contracting entity if other than the country of establishment?

Violazione dell'obbligo di pagamento delle imposte: Has the economic operator breached its obligations relating to the payment of taxes, both in the country in which it is established and in Member State of the contracting authority or contracting entity if other than the country of establishment?

## 5. Lotto

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### 5.1. Lotto: LOT-0000

Titolo: Electronics Tender

Descrizione: Lease agreements no. 1100-07995, 1100-08106 and 1100-08107. The leases are further described in the CPH introduction and tender brief.

Identificativo interno: 1-0

#### 5.1.1. Finalità

Natura dell'appalto: Servizi

Classificazione principale (cpv): 55900000 Servizi di vendita al dettaglio

Classificazione aggiuntiva (cpv): 30200000 Apparecchiature informatiche e forniture, 32000000

Attrezzature per radiodiffusione, televisione, comunicazione, telecomunicazione e affini

#### 5.1.2. Luogo di esecuzione

Indirizzo postale: Lufthavnsboulevarden 6

Località: Kastrup

Codice postale: 2770

Suddivisione del paese (NUTS): Byen København (DK011)

Paese: Danimarca

#### 5.1.3. Durata stimata

Durata: 66 Mesi

#### 5.1.4. Rinnovo

Rinnovi massimi: 1

Altre informazioni sul rinnovo: CPH can prolong the lease agreements with up to 12 months.

#### 5.1.5. Valore

Valore stimato al netto dell'IVA: 563 000 000,00 DKK

#### 5.1.6. Informazioni generali

##### Partecipazione riservata:

La partecipazione non è riservata.

Progetto di appalto non finanziato con fondi UE

#### 5.1.9. Criteri di selezione

Fonti dei criteri di selezione: Avviso

Criterio: Referenze su servizi specifici

Descrizione del criterio di selezione: It is a minimum requirement that the tenderer provides at least three (3) references relating to comparable business activities. For the purposes of this requirement, CPH considers comparable business activities to include the operation of electronics retail stores. It is not required that the references evidence experience from an airport setting. The references must relate to contracts that have been carried out during the three (3) years preceding the tender deadline. Ongoing contracts may be relied upon, provided that the contract has been performed for at least twelve (12) months prior to the tender deadline. The reference requirement can be fulfilled through references where the tenderer has been a supplier or subcontractor. The decisive factor is that the tenderer has performed the work covered by the reference. Please note that a tenderer may in its ESPD state only its own references, i.e. for the specific legal entity (e.g. company) in question. This means for example that group companies' references may be considered only if the tenderer relies on the group companies in question in relation to suitability and if separate ESPDs and letters of commitment are submitted for these group companies, see below. As for consortia, the consortium members combined must meet the minimum requirement. As for tenderers relying on the technical and professional suitability of other economic operators, the tenderer and the committed entity combined must meet the minimum requirement.

#### **5.1.10. Criteri di aggiudicazione**

**Criterio:**

Tipo: Prezzo

Nome: Financial

Descrizione: The economic operator must complete and submit Annex A (Financial offer). All blanks marked yellow in Annex A must be filled out by the tenderer. Annex A constitutes the tenderer's combined financial offer across all three locations. The offered concession fees will be aggregated into one effective concession fee (%) applicable across all locations, while the minimum annual rent (per IDP) is to be stated separately per contract and will be aggregated for evaluation purposes. The overall assessment of "Financial" is based on the two (2) sub-sub-criteria described above and is calculated with two decimal places. The sub-sub-criteria are evaluated separately. No indexation is applied for evaluation purposes. All prices must be quoted in Danish kroner (DKK) excluding VAT (but including any other indirect taxes).

16.2.1.1. Sub-sub-criterion "Effective concession fee (%)" (50%) The tenderer must state the offered concession fee percentages in Annex A (Financial offer), including the definition of product categories, the offered concession fee (%) for each category, and the expected distribution of turnover across the categories (expressed in percentage terms). The expected distribution of turnover across the categories stated must in total equal 100%. The stated concession fees per category, the definition of product categories and the expected distribution of turnover across the categories cover all three (3) contracts. The tenderer must submit concession fees for a minimum of one (1) and a maximum of five (5) product categories. For evaluation purposes, CPH will calculate an effective concession fee (%) as a weighted average of the offered concession fees across the categories defined by the tenderer, where the expected turnover distribution is used solely as weighting factors. The effective concession fee (%) represents a weighted average reflecting the expected sales distribution provided by the tenderer. When assessing "Effective concession fee (%)", emphasis will be placed on as high a value as possible. For the avoidance of doubt, the expected turnover distribution provided by the tenderer will not be evaluated as a separate parameter but will only be used for the calculation of the effective concession fee (%). CPH will use a scoring system in which the effective concession fees are translated into scores ranging

from a minimum of 0 points to a maximum of 10 points: • The tenderer offering the highest effective concession fee will achieve the maximum score of 10 points. • An effective concession fee equal to 50% of the highest offered effective concession fee will achieve a score of 0 points. • All other tenderers will be scored based on a linear interpolation between these two values. • If one or more tenders fall below 50% of the highest offered effective concession fee, the lower bound will be adjusted in increments of 10 percentage points to the minimum level required to include all submitted tenders. • If all tenderers submit identical effective concession fees, all tenderers will be awarded 10 points

16.2.1.2. Sub-sub-criterion “Total minimum annual rent (per IDP)” (50%) The tenderer must state the offered minimum annual rent (per IDP) for each location in Annex A (Financial Offer), which will be adjusted in accordance with the lease agreement. The minimum annual rent (per IDP) for each location will serve as the minimum guaranteed payment to CPH. For evaluation purposes, the total minimum annual rent (per IDP) is calculated as the sum of the minimum annual rent (per IDP) offered for the three locations. The estimated IDP in the Financial offer (Annex A) for the lease period, provided by CPH, is not binding. When assessing “Total minimum annual rent (per IDP)”, emphasis will be placed on as high a total minimum annual rent per IDP as possible. The minimum annual rent per IDP must be quoted in Danish kroner (DKK) excl. VAT (but including any other indirect taxes, duties etc.) CPH will use a scoring system in which the total minimum annual rents (per IDP) are translated into scores ranging from a minimum of 0 points to a maximum of 10 points: • The tenderer offering the highest total minimum annual rent (per IDP) will achieve the maximum score of 10 points. • A total minimum annual rent (per IDP) equal to 50% of the highest offered total minimum annual rent (per IDP) will achieve a score of 0 points. • All other tenderers will be scored based on a linear interpolation between these two values. • If one or more tenders fall below 50% of the highest offered total minimum annual rent (per IDP), the lower bound will be adjusted in increments of 10 percentage points to the minimum level required to include all submitted tenders. • If all tenderers submit identical total minimum annual rents (per IDP), all tenderers will be awarded 10 points

**Criterion:**

Tipo: Qualità

Nome: Quality

Descrizione: The overall assessment of quality is based on the following sub-sub-criteria and is calculated with two decimal places. 16.2.2.1. Sub-sub-criterion “Concept” (50%) The assessment of concept will focus on: Store Concept: The proposal will be evaluated on the overall strength of the store concept, including the ability to deliver a well-executed portfolio of stores with a relevant value proposition for travelers, clearly defined roles, and store design and layout that create a high-quality shopping experience and deliver strong commercial performance Selection: The proposal will be evaluated on the overall strength of the proposed selection, including the ability to deliver a commercially strong category mix and brand portfolio, supported by a clear and effective pricing strategy that drives both conversion and high transaction values. Store experience: The proposal will be evaluated on the overall strength of the store experience, including the ability to create an engaging and intuitive shopping experience supported by effective merchandising, communication and in-store activation, with staff playing a key role in enhancing the experience and delivering strong commercial performance. 16.2.2.2. Sub-sub-criterion “Business plan” (50%) The assessment of Business plan will focus on: Set up: The proposal will be evaluated on the overall strength of the CPH setup, including the ability to deliver a robust organizational set up, a high-quality, durable, and sustainable design solutions, and a clear go-to-market strategy that enables a successful launch and drives sustained commercial performance. Viability of business plan: The viability of the business plan will be evaluated on how the submitted description demonstrates an ability to operate a sustainable and commercially sound unit at CPH, and on

how convincingly intended investments and key operational and cost drivers support the brand experience and commercial performance.

#### **5.1.11. Documenti di gara**

Lingue in cui i documenti di gara sono ufficialmente disponibili: inglese

Termine per la richiesta di informazioni supplementari: 21/08/2026 08:00:00 (UTC+00:00) ora dell'Europa occidentale, GMT

Indirizzo dei documenti di gara: [https://eu.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=457854&TID=200418413&B=](https://eu.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=457854&TID=200418413&B=)

#### **5.1.12. Condizioni di appalto**

##### **Modalità di presentazione:**

Presentazione elettronica delle offerte: Obbligatoria

Indirizzo per la presentazione: [https://eu.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=457854&TID=200418413&B=](https://eu.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=457854&TID=200418413&B=)

Lingue in cui possono essere presentate le offerte o le domande di partecipazione: inglese

Varianti: Non consentita

Gli offerenti possono presentare più di un'offerta: Non consentita

Descrizione della garanzia finanziaria: No later than two months before the date of commencement, the lessee must provide security in form of a cash deposit or a demand guarantee from a reputable bank in accordance with appendix 5.9.

Termine per il ricevimento delle domande di partecipazione: 04/09/2026 08:00:00 (UTC+00:00) ora dell'Europa occidentale, GMT

##### **Informazioni che possono essere integrate dopo la scadenza del termine di presentazione:**

A discrezione dell'acquirente, tutti i documenti mancanti relativi all'offerente possono essere presentati successivamente.

##### **Condizioni contrattuali:**

L'esecuzione dell'appalto deve avvenire nel contesto di programmi di lavoro protetti: No

È richiesto un accordo di non divulgazione: sì

Informazioni supplementari sull'accordo di non divulgazione: To obtain access to CPH passenger forecast, the tenderer must sign a non-disclosure agreement (Annex H) because the information is confidential. The following document contain CPH passenger forecast and is therefore subject to signing of the NDA: Financial offer (Annex A) and Viability of Business plan (Annex I). Tenderers must fill out and submit Financial offer (Annex A) and Viability of Business plan (Annex I) as part of the tender. This means that a tenderer must sign the NDA in order to submit a tender. The tenderer shall fill out Annex H (NDA) and forward it to CPH via EU-Supply. When CPH has received the signed NDA, CPH will forward Financial offer (Annex A) and Viability of Business plan (Annex I) to the tenderer through EU-Supply at the latest four days after CPH has received the signed Annex H (NDA).

Fatturazione elettronica: Obbligatoria

Si farà ricorso all'ordinazione elettronica: sì

Sarà utilizzato il pagamento elettronico: sì

#### **5.1.16. Ulteriori informazioni, mediazione e ricorsi**

Organizzazione competente per i ricorsi: Klagenævnet for Udbud

Informazioni sui termini per il riesame: Under the Danish Act on the Complaints Board for Public Procurement (in Danish, Lov om: Klagenævnet for Udbud), which is applicable to tender procedures conducted in accordance with the Concession Directive, cf. § 10 of the Danish announcement no. 1080 of 29 June 2022 regarding the award of concession contracts, the following deadlines apply to the lodging of complaints: 45 calendar days after the

contracting entity has published a notice in the Official Journal of the European Union that the contracting entity has entered into a contract (see section 7(2)(1) of the Act). The deadline is calculated from the day after the day when the notice was published. Not later than at the time of lodging a complaint with the Danish Complaints Board for Public Procurement, the complainant must notify the contracting entity in writing that a complaint has been lodged with the Danish Complaints Board for Public Procurement and whether the appeal was lodged during the standstill period, see section 6(4) of the Act. In cases where the complaint was not lodged within the standstill period, the complainant must furthermore indicate whether a suspensory effect of the complaint has been requested, see section 12(1) of the Act.

Organizzazione alla quale rivolgersi per informazioni complementari sulla procedura di appalto : Københavns Lufthavne A/S

Organizzazione alla quale rivolgersi per informazioni complementari sulle procedure di ricorso: Konkurrence- og Forbrugerstyrelsen

## 8. Organizzazioni

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### 8.1. ORG-0001

Nome ufficiale: Københavns Lufthavne A/S

Numero di registrazione: 14707204

Indirizzo postale: Lufthavnsboulevarden 6

Località: Kastrup

Codice postale: 2770

Suddivisione del paese (NUTS): Byen København (DK011)

Paese: Danimarca

Referente: Ea Meyer

E-mail: [ea.plaugmann@cph.dk](mailto:ea.plaugmann@cph.dk)

Telefono: +45 28707014

Profilo del committente: <https://eu.eu-supply.com/ctm/company/companyinformation/index/564760>

#### **Ruoli di questa organizzazione:**

Committente

Organizzazione alla quale rivolgersi per informazioni complementari sulla procedura di appalto

### 8.1. ORG-0002

Nome ufficiale: Klagenævnet for Udbud

Numero di registrazione: 37795526

Indirizzo postale: Nævnenes Hus, Toldboden 2

Località: Viborg

Codice postale: 8800

Suddivisione del paese (NUTS): Vestjylland (DK041)

Paese: Danimarca

E-mail: [kifu@naevneneshus.dk](mailto:kifu@naevneneshus.dk)

Telefono: +45 72405600

Indirizzo internet: <https://naevneneshus.dk/start-din-klage/klagenaevnet-for-udbud/>

#### **Ruoli di questa organizzazione:**

Organizzazione competente per i ricorsi

### 8.1. ORG-0003

Nome ufficiale: Konkurrence- og Forbrugerstyrelsen

Numero di registrazione: 10294819

Indirizzo postale: Carl Jacobsens Vej 35  
Località: Valby  
Codice postale: 2500  
Suddivisione del paese (NUTS): Byen København (DK011)  
Paese: Danimarca  
E-mail: [kfst@kfst.dk](mailto:kfst@kfst.dk)  
Telefono: +45 41715000  
Indirizzo internet: <https://kfst.dk/>

**Ruoli di questa organizzazione:**

Organizzazione alla quale rivolgersi per informazioni complementari sulle procedure di ricorso

**8.1. ORG-0004**

Nome ufficiale: Merzell Holding ASA  
Numero di registrazione: 980921565  
Indirizzo postale: Askekroken 11  
Località: Oslo  
Codice postale: 0277  
Suddivisione del paese (NUTS): Oslo (NO081)  
Paese: Norvegia  
Referente: eSender  
E-mail: [publication@merzell.com](mailto:publication@merzell.com)  
Telefono: +47 21018800  
Fax: +47 21018801  
Indirizzo internet: <http://merzell.com/>

**Ruoli di questa organizzazione:**

TED eSender

## Informazioni sull'avviso

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Identificativo/versione dell'avviso: 5246c16f-7090-41bb-b4f9-c06a307b70ba - 01  
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