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INTERNATIONAL EXPLORATORY NOTICE FOR THE COLLECTION OF EXPRESSIONS OF INTEREST FOR THE ENHANCEMENT OF THE "FORMER SKEET SHOOTING CAMP IN MURATA" AREA, BY MEANS OF A LOAN FOR USE

The Minister of Industry, Handicraft and Trade, the Minister of Tourism and the Minister of Territory and Environment enforcing Congress of State Decision no.35 adopted in its sitting of 3 October 2022,

GIVEN THAT

- the activities of the Ministry of Industry, Handicraft and Trade are aimed at attracting strategic and priority investments for the growth and internationalisation of the economic system;
- the hospitality sector has always been the basis for the development of the tourist sector, one of the country's main sources of income and an essential element for the GDP, and that the negative effects suffered by this sector due firstly, to the health emergency and now, to the international crisis, require clear and coherent choices;
- The Strategic Plan for Tourism of the Republic of San Marino aims at repositioning San Marino as a tourist destination at international level and has mandated the Congress of State to draw up, within the overall project, a plan for the reception facilities aimed at improving and enhancing the services offered, with the purpose of creating new forms of tourist attraction.
- the State of the Republic of San Marino is the owner of the "Former Skeet Shooting Camp in Murata" Area located near the Historic Centre of the Republic of San Marino, in a privileged geographical position;
- this area has to be considered a site of strategic importance in the context of the development of tourist-commercial enhancement projects aimed at stimulating and facilitating a quality industry, tourism and trade business with an important positive impact on the entire economic system of the country;
- this area has already been identified by the Congress of State as an area for investment in the hospitality and hotel sector;
- it is necessary to enhance the area by means of upgrading works, aimed at renovating so that it can become an excellence of the Republic of San Marino;
- only a strategic collaboration between the State and an internationally and professionally recognised subject will be able to enhance the prestige of the area in question;

ANNOUNCE

the intention to start searching, by means of this International Notice (hereinafter also the Notice), for expressions of interest for the loan for use of the "Former Skeet Shooting Camp in Murata" Area, for the purpose of its enhancement.

This Notice shall be public in compliance with the principles of transparency, publicity, equal treatment, impartiality, proportionality and cost-effectiveness.

The outcome of this Notice shall only serve to outline the future action of the Ministry of Industry, Handicraft and Trade, the Ministry of Tourism and the Ministry of Territory and Environment (hereinafter also referred to as Ministries) with regard to a possible loan for use of the "Former Skeet Shooting Camp in Murata" Area to a single entity, for the purpose of its enhancement, and shall not commit any party the continuation of the project.



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PURPOSE OF THE NOTICE

The purpose of this Notice shall be to collect expressions of interest in order to verify the presence of professionally and internationally recognised subjects suitable and potentially interested in a possible loan for use of the "Former Skeet Shooting Camp in Murata" Area, in compliance with the purpose specified in this Notice.

This Notice shall not constitute a right to negotiate, nor a pre-emptive right, nor an invitation to tender, nor an offer to the public, nor a promise to the public and, therefore, the expressions of interest received shall not be binding in any way for the Ministries, which shall stay free, at their sole discretion, to interrupt, change or terminate at any time this procedure and to initiate another procedure, or to change and revoke this Notice. The entities that express their interest shall have no right or claim to compensation, indemnity or reimbursement of costs and expenses incurred by themselves and their successors in title.

By means of this Notice, the Ministries intend to obtain expressions of interest from entities wishing to enhance the area through its upgrading, including through works on the existing buildings in the area and any new real estate projects, in compliance with the regulations in force on town planning and construction and the protection of historical monuments and of the landscape, as better specified below.

The "Former Skeet Shooting Camp in Murata" area, subject to the above-mentioned renovation and enhancement, shall be used for the following activities: hotel accommodation, catering and related services.

DESCRIPTION OF THE AREA

The "Former Skeet Shooting Camp in Murata" Area, which is the subject of this Notice and is located in the immediate vicinity of the historic centre, is registered at the Cadastral Sheet 45 parcel no. 127, with a surface area of 33710 square metres, and is located in Murata, in the Township of the City of San Marino. The landscape value of the site is determined by the greenery that surrounds it, the high altitude view and the fact that it is part of the mountain's edge and ridge. From the area in question, there is a 180-degree view of the coastline and one gets lost gazing at the horizon.

The area is easily accessible both by means of transport and on foot from the Historic Centre and it can be accessed by car from Via del Serrone, a Type B road - main connecting road, with functions of connecting the main centres, as referred to in Article 89 "Road classification" of Law No. 140 of 14 December 2017 "Single Text of Town Planning and Building Laws". A path through the surrounding forest leads to the Third Tower.

In the "Former Skeet Shooting Camp in Murata" Area there is a three-storey building with a total area of approximately 1,545 square metres, of which approximately 575 square metres are on the basement floor, approximately 630 square metres on the ground floor, and approximately 340 square metres on the first floor. The particular architectural type of the building ensures that it fits perfectly into the landscape, creating a connection with its surroundings.

Urbanistically, the "Former Skeet Shooting Camp in Murata" Area is partly included in the Service



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Area (prevailing destination hotel project) pursuant to Article 48 of Law no. 7 of 29 January 1992 "General Town Planning Scheme and implementing rules", partly in the Public Green Area pursuant to Article 29 of the above-mentioned Law no.7/1992 and partly in the "R2 Area - areas for building and urban renovation with a detailed plan", pursuant to Article 39 of Law no. 7/1992 (Detailed Plan R227, Centre of Murata)

The area is included in the Historical Monumental Site Città-Piagge-Mercatale (sheet a1,1) pursuant to Law no. 147 of 28 October 2005 and is part of the mountain ridge, Historical Monumental Area (sheet b2) pursuant to Law no. 147/2005. The area is also included in the Buffer Area of the UNESCO Site pursuant to Law no. 133 of 22 September 2009 and, partly, in the Properties of Geological and Landscape interest pursuant to Law no. 126 of 16 November 1995.

The plan of the "Former Skeet Shooting Camp in Murata" area and the photographic images of the above-described buildings are attached to this notice respectively under **letter "A"** and **letter "B"**.

PROJECT FOR THE UPGRADING AND DESIGNATED USE OF THE "FORMER SKEET SHOOTING CAMP IN MURATA" AREA

The project proposal shall provide for multiple and differentiated services and activities, also in synergy with each other, which shall be consistent with the characteristics of the area and the context in which it is located, and shall be aimed at its enhancement and be compatible with the regulations in force.

The proposal shall cover tourist and/or hospitality services: it shall provide for projects aimed at offering catering and hospitality services, and related services. The above proposal may include business activity only on a limited and ancillary basis.

The proposal shall be submitted together with a project for the enhancement of the area, to be carried out also by means of works on the existing buildings in the area and any new real estate projects, in compliance with the regulations in force concerning the protection of historical monuments and of the landscape, as better specified below. It shall consider improving the building's seismic response, energy class and uses. The costs shall be borne in full by the proposing party.

Without prejudice to the full autonomy of the proposing party and future concessionaire to determine the characteristics and content of the upgrading project as deemed most appropriate for the performance of the activity, the Ministries undertake to promote and facilitate, through the competent Offices and Authorities, a phase of joint preliminary discussion among the concessionaire and the aforementioned Offices and Authorities with a view to defining the upgrading project, in order to achieve mutual interests and objectives.

LOAN FOR USE

The "Former Skeet Shooting Camp in Murata" Area which is the subject of this Notice will be granted in the form of a loan for use. The terms of the loan for use contract, which may be concluded following a specific and subsequent negotiation stage, will be defined by agreement



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between the parties.

The Ministries hereby announce that upon completion of the works in the area on the existing buildings and any new real estate projects and upon payment of the costs, the area will be granted in the form of exclusive loan for use for the entire duration of the contract, without any concession fee being due. The concessionaire shall be required to carry out the hospitality and catering activities and provide the related services mentioned above, subject to the issuance to the concessionaire of the required licences, permissions and each of the other necessary authorisations in relation to the aforementioned use.

The revenues generated by the performance of the permitted activities shall go entirely to the concessionaire.

MAIN TERMS OF THE FUTURE LOAN FOR USE

Some of the main conditions of the loan for use that may possibly be stipulated upon completion of a specific and subsequent negotiation stage are indicated below. These conditions may be subject to possible changes.

DURATION: in order to ensure the achievement of the economic-financial balance of the upgrading investment , as well as to allow the concessionaire to initiate a solid development programme on the asset, the loan for use contract shall have a duration of no less than 20 (twenty) years and no more than 30 (thirty) years, depending on the actual value of the investment starting from the date of issuance of the authorisations for the activities to be carried out or, if later, from the date of completion of the works. The duration of the loan for use may be extended by the granting party, upon negotiation between the parties, following further investments for the enhancement of the area by the concessionaire and upon authorisation by the competent bodies.

AREA CONDITIONS - MAINTENANCE: The "Former Skeet Shooting Camp in Murata" Area shall be delivered to the concessionaire in the factual and legal conditions as it is at the time of issuance of this Notice.

All necessary works needed to upgrade and enhance the area , including routine maintenance, extraordinary maintenance, operating costs and all costs entailed by renovation and upgrading of the premises, shall be borne by the future concessionaire, based on the project, as well as following negotiation among the parties.

The future concessionaire shall also bear all charges for obtaining permits and authorizations from the relevant offices/entities for the renovation and upgrading of the area and its relevant use.

REAL ESTATE At the end of the loan for use, the buildings remaining in the area, whether resulting from works on the existing buildings or from any new real estate projects, shall remain the full and exclusive property of the State of the Republic of San Marino, without the need for any charge, compensation or anything else in favour of the concessionaire.



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ADDRESSEES

This Notice shall be addressed to natural and legal persons, including international groups, with proven experience of more than ten years in the catering and hospitality sector or in related services, which are not in a situation that would result in the loss or suspension of their capacity to contract with the Public Administration.

INSPECTIONS AND ENQUIRES

The party expressing interest may request to view the area according to times and operational arrangements to be agreed on with the Ministries, in consultation with the responsible Offices/Entities.

All requests for information and clarifications may be addressed to the Ministry of Industry, Handicraft and Trade at the e-mail address info.industria@gov.sm within 5 working days prior to the submission deadline.

INSTRUCTIONS AND DEADLINE FOR THE SUBMISSION OF THE EXPRESSION OF INTEREST

Interested parties may submit their expression of interest in the loan for the use of the area for the purposes of this Notice, by filling out the appropriate form "**Expression of Interest**" (**Annex C**).

The following documents shall be compulsorily attached to the above form, duly and fully filled in:

- a) a copy of the subscriber's identity document and, in case of legal persons, a certificate of incorporation with a list of the shareholders;
- b) a descriptive report in which the party expressing interest must describe: its proven direct experience of more than ten years or any collaboration with third parties with similar proven experience, in the catering and hospitality sector or in services connected to these sectors, the type of activity carried out, with an indication of the reference markets; any experience in the management of accommodation or catering facilities similar to those referred to in this notice (maximum 20 A4 pages, Times 12 font, type 1 line spacing; pictures and tables are also accepted, always within the maximum 20 pages).

The proven experience of more than ten years shall be documented through certifications, attestations or documents from which this information can be obtained.

The expression of interest and the above-mentioned documents shall be received no later than **12 p.m. on 12 January 2023** as follows:

- by email at: info.industria@gov.sm ; the subject line of the message should read as follows:
- INTERNATIONAL EXPLORATORY NOTICE FOR THE COLLECTION OF EXPRESSIONS OF INTEREST
- FOR THE ENHANCEMENT OF THE "FORMER SKEET SHOOTING CAMP IN MURATA" AREA, BY





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MEANS OF A LOAN FOR USE

- in a sealed envelope, to be delivered by hand or sent by mail or courier to the following address:
Segreteria di Stato per l'Industria, l'Artigianato, e il Commercio - Contrada Del Collegio 38, 47890 San Marino. The envelope shall bear on the outside the following wording: "INTERNATIONAL EXPLORATORY NOTICE FOR THE COLLECTION OF EXPRESSIONS OF INTEREST FOR THE ENHANCEMENT OF THE "FORMER SKEET SHOOTING CAMP IN MURATA" AREA, BY MEANS OF A LOAN FOR USE", together with address and name of the sender.

In sending the email or delivering the envelope or mailing it, the party expressing interest shall declare that it has read the provisions of the Notice and accepts all its conditions.

The expression of interest shall not constitute proof of the fact that the requirement for admission is met. Dispatch or delivery by mail or by hand of the expression of interest and related documents shall be at sole and only risk of the sender. The Ministry of Industry, Handicraft and Trade and the Public Administration shall be in no case held accountable if for technical mishaps, or any other reason the expression of interest is not received at the above address.

The party that, in submitting an expression of interest, makes false and misleading statements, shall be held liable under Article 24 of Law no. 159/2011, also under penalty of immediate exclusion from this procedure and any subsequent steps.

OUTCOME OF EXPRESSIONS OF INTEREST

The expressions of interest received shall not be binding on the Ministries. Expressions of interest shall not give rise to any right or status with respect to subsequent decisions to be made by the Congress of State.

No merit rankings or scoring shall be established under this Notice.

Since this is an Exploratory Notice, the Ministries, on behalf of the Congress of State, reserve the right, as of now, not to proceed with the granting of the loan for use of the area for the purpose of its enhancement, without this resulting in any rights for the interested parties.

The Ministries, through the Congress of State, also reserve complete decision-making autonomy with respect to the subject matter of this Notice and to any other aspect or content of any subsequent procedure for the loan for use of the area, as well as to any guarantees that the proposing party will be required to provide, subject to prior decision of the Congress of State.

The Minister
Fabio Righi

The Minister
Federico Pedini Amati

The Minister
Stefano Canti