



*Commissariato Generale di sezione
per la partecipazione Italiana ad Expo 2025 Osaka*

PUBLIC TENDER OF SPONSORSHIP FOR THE ITALIAN PAVILION AT EXPO 2025 OSAKA

QUESTIONS

Under art. 88, paragraph 3, of Legislative Decree 31 March 2023, no. 36, the following queries were received concerning the Tender:

- 4) A company in the electrochemical sector requested clarifications on the spaces and times available for temporary installations in the Italian Pavilion.
- 5) A company in the electrochemical sector asked which sponsorship categories provide the opportunity to have an exhibition space.
- 6) A company in the catering sector asked if the item "catering" can be part of a sponsorship proposal, since the service installation is carried out by the proposing company but the service is against payment.
- 7) A company in the catering sector asked if it is possible to pay a royalty on profits to the Italian Commissariat to recover the installation costs for the restaurant/café service.

ANSWERS

4) Given that the installation project and the visitor experience are being defined and that once installation plans have been received, they will be assessed and discussed with the proposing Company and the Pavilion organisers, the reply is: The time and space available do not depend on the sponsorship category.

The proposing company must quantify the project's formulation, preparation and production costs and the time and space required for its implementation. Based on these costs and any additional contributions, the Company's proposal may be included in a specific sponsorship category.

The space dedicated to installations can be viewed on the Italian Pavilion's plans at the following link expiring on 31 January 2024: <https://transfer.esteri.it/index.php/s/sdMnoDxyAEJgo9>

Box 4 (about 60 square meters) on the ground floor, will be dedicated to temporary installations, while boxes 1 and 2 are for permanent installations. These last two areas (about 70 square meters each) can be used to create installations that follow the Pavilion's high quality and concept. Box 3 is dedicated to the Holy See.

The multifunctional space will be available for events such as meetings, conferences, presentations etc. which can be linked to installations/exhibitions.

5) As explained in the previous point, the exhibition space is free of charge for companies that request it after submitting a project, which will be assessed by the Commissariat. The sponsorship category is defined is based on the project's financial value and any additional contributions.

The "Platinum" and "Diamond" categories can use temporary exhibition spaces they can design independently, but they must be set up in agreement with the Commissariat.

6) Yes, the catering activity can be considered as a sponsorship proposal but, since only the Pavilions can invoice in the Expo area, the receipts of activities inside the Pavilion will be managed by the Commissariat who will pay the operator the amount net of the fees due to Expo 2025 Osaka, the fees due to the Italian Commissariat, taxes and what is advanced by the Commissariat on the operator's behalf.

7) Yes it is possible.

Rome, 17 November 2023.

Project Manager
Dr. Andrea Marin