



**BELGRADE AIRPORT doo Belgrade**

**ISSUING A CALL FOR BIDS  
IN THE PROCEDURE OF LEASE OF SPACE FOR  
INSTALLATION OF AN AUTOMATED VENDING MACHINE FOR SALE OF  
FLOWER ARRANGEMENTS  
ON LOCATION  
NIKOLA TESLA AIRPORT**

**May 2026**

## **1. IN THE SOLDIERS**

Belgrade Nikola Tesla Airport is the main aviation hub of Serbia and the entire region, and in 2025 it welcomed more than 8.9 million passengers. 26 airlines operate scheduled flights from the airport to 118 destinations in 38 countries on 4 continents.

VINCI Airports SAS, from France, was selected as the most advantageous bidder in the concession award procedure for financing, development through construction and reconstruction, maintenance and management of the infrastructure of AD Aerodrom Nikola Tesla Belgrade and performance of the airport operator activity at Nikola Tesla Airport in Belgrade . The selected most advantageous bidder established the special purpose company Vinci Airports Serbia doo Beograd-Surčin (now BELGRADE AIRPORT doo Beograd) for the purpose of implementing the concession , to which the certificate was transferred. for the airport operator and which, as of 22.12.2018, took over the role of operator of Belgrade Nikola Tesla Airport as well as the operational management of the airport for a period of 25 years. In addition to performing the role of airport operator, the role of concessionaire includes financing, development through construction and reconstruction, and then maintenance and management of the airport infrastructure.

Over the next 20 years, VINCI Airports SAS will operate at Belgrade Airport Nikola Tesla will use its extensive international experience and apply the knowledge of a global operator, successful at more than 70 airports it manages, on four continents. The goal is the accelerated development of Belgrade Nikola Tesla Airport in order to strengthen its position as a regional hub in the Balkans.

### **1.1 Development plan**

The goal of the company BELGRADE AIRPORT Ltd. Belgrade is to improve operations and create conditions to enable airlines to launch new routes. This will increase traffic volume and ensure better connectivity between Belgrade and other airports, in line with Serbia's great economic potential.

The infrastructure improvement plans foresee the following:

Integrated concept of terminal operation with increased capacity (expansion and reorganization, extension of finger corridors including a roof corridor for arriving passengers) and better layout space inside the terminal, as well as centralized security control of departing passengers .

Works on:

- construction of additional parking spaces for aircraft;
- a new runway;
- new taxiways;
- rehabilitation of the existing runway;
- increasing car parking capacity;
- Construction of new municipal facilities and plants, such as new wastewater treatment plants and the implementation of solar panels.

## 1.2 Number of passengers

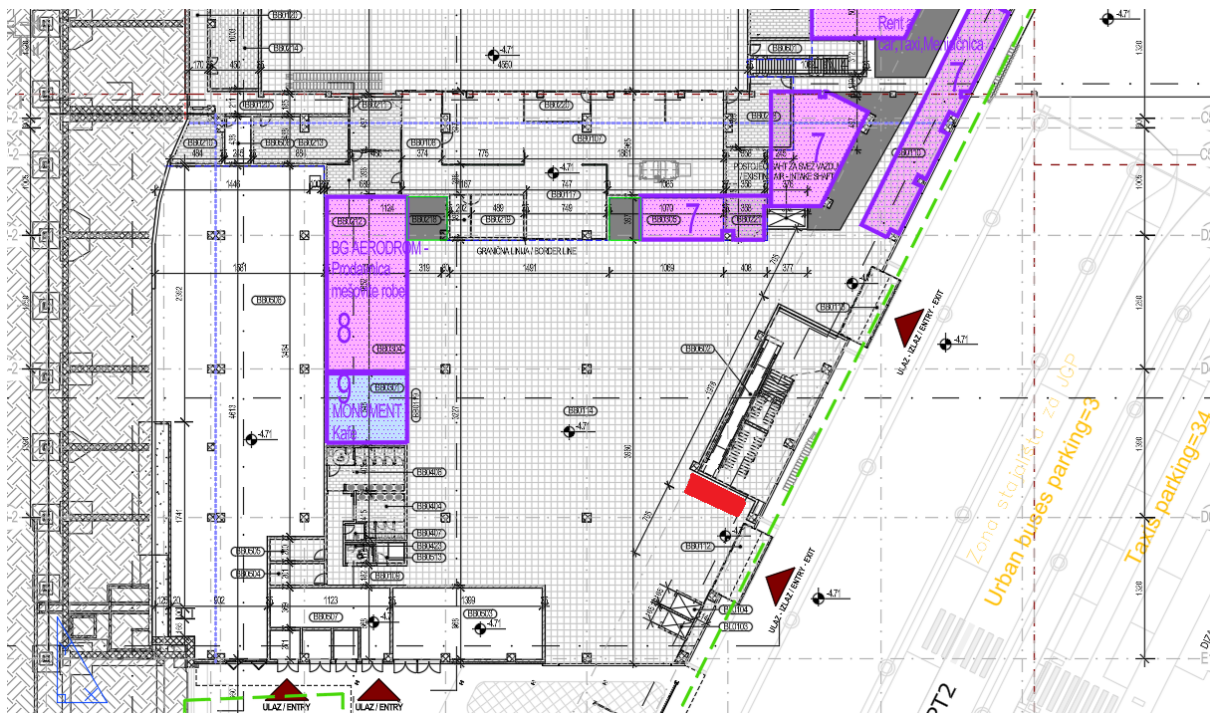
Number of passengers in the period 2025 to 2030 in millions of passengers (data for 2025 are current statistical data, and for the period from 2026 - 2030 expected number of passengers).

PAX	2025	2026	2027	2028	2029	2030
	8,940	9,361	9,791	10,270	10,636	10,999

- **The share between arriving and departing passengers is 50:50.**

### **1. Description and location of the space being leased for the installation of an automated vending machine for the sale of fresh flower arrangements at the Nikola Tesla Airport location:**

Terminal 2, basement, passenger lounge, public area (hereinafter: Space), area up to 5.00 m<sup>2</sup>;



The space does not have a water connection.

The space is provided exclusively for the installation of an automated vending machine for the sale of flower arrangements (hereinafter: Vending Machine) and cannot be used for other purposes.

Self-service machines must have the option of paying by credit card .

The space is rented in an as-is and as-found condition, i.e. the Lessee will be obliged to equip and bring it to its intended purpose, i.e. to install a Vending Machine, at its own expense.

For equipping the Premises, i.e. installing the Vending Machine in question, the Lessee does not have the right to a reduction in the rent based on the invested funds.

The Lessee shall not install a Vending Machine without the prior consent of the Lessor, which shall not be unreasonably withheld.

When installing a Vending Machine, and in order to bring the Premises to their intended purpose, the Lessee is obliged to comply with the rules relating to the manner and time of performing the Vending Machine installation activity, as well as the behavior of the persons participating in it.

The Lessee is obliged to bring the Premises to their intended purpose, i.e. place the Vending Machine in the above-mentioned position and begin operating within 10 (ten) days from the date of the recorded handover of the Premises, and upon conclusion of the lease agreement.

In the event that the Tenant is unable to bring the Premises to their intended purpose within the defined deadline, or to begin providing the service for any reason for which the Landlord is not responsible, the Tenant will be obliged to pay the rent starting from the date defined as the deadline for bringing the Premises to their intended purpose, in which case a fixed monthly rent with common costs will be calculated.

The Lessee shall fully indemnify and release the Lessor from liability for any claims caused by damage or destruction of items brought by the Lessee into the Lessor's Premises, damage to the Lessor's property or damage caused to third parties (including passengers, persons employed at Belgrade Nikola Tesla Airport).

The Lessee is obliged to fully implement occupational health and safety, environmental protection and fire protection measures during the work of external contractors defined by BELGRADE procedures during the duration of this contract . AIRPORT and the Agreement on the implementation of occupational health and safety measures, environmental protection and fire protection, which will be signed by the Contracting Parties simultaneously with the conclusion of this Agreement and which forms an integral part of this Agreement

The space that is leased cannot be subleased.

## **2. ESSENTIAL ELEMENTS OF THE RENTAL AGREEMENT**

### **2.1 Period for which the lease agreement is concluded**

The space is leased for a fixed period of time, for **a period of three (3) years** , starting from the date the space is brought into use.

### **2.2 Rent**

The monthly rent will be calculated in the amount that is higher than the amounts listed under points 1 or 2 below:

- 1) Fixed monthly rent determined from the most favorable offer, or;
- 2) Monthly percentage fee (variable rent), which is determined as a percentage (%) of the total monthly net sales revenue, determined from the most favorable offer, realized in the Space .

The initial fixed monthly rent for the Space is **580.00** euros, excluding VAT , while the amount of the variable rent is proposed by the interested Bidders themselves.

**NOTE: The fixed rent amount will be adjusted to the HICP (Harmonized Index of Consumer Prices in the European Union) at the end of each year until the expiration of the contract, and will begin to apply on 31.12.2027.**

The financial offer must contain clear and unambiguous amounts of fees for calculating the monthly rent, Fixed Monthly Rent and Monthly Percentage Fees (variable rents), for each year individually. The offered amounts of the fixed monthly rent cannot be less than the initial amount specified in the table below.

	Home	1st year	2nd year	3rd year
Fixed monthly rent	580.00 euros			
Variable rent	/			

Also, the Bidder is obliged to submit a business plan with sales projections, expected turnover, cost structure and financing plan, in order to review and assess the viability of the business.

The Lessee shall be obliged to submit, no later than the second business day of the current month, one copy of an accurate report on Gross Turnover, Income and Number of Transactions for the previous month. Variable rent shall not be calculated in the case where a monthly percentage fee has been agreed upon. of the total monthly income is less than the fixed amount of the monthly rent.

The selected Tenant will pay the offered rent from the submitted written offer, together with the applicable tax, on a monthly basis, within 10 days from the date of issuance of the invoice in dinar equivalent at the middle exchange rate of the NBS on the date of the tax liability.

### **2.3 Payment security**

A deposit in the amount of three fixed monthly rents including VAT or a bank guarantee in the same amount.

### **2.4 Deadline for bringing the premises into use**

The maximum deadline for bringing the Premises to their intended purpose is 10 days from the date of handover of the Premises.

In the event that the Tenant is unable to bring the Premises to their intended purpose within the defined deadline, or to begin providing the service for any reason for which the Landlord is not responsible, the Tenant will be obliged to pay the rent starting from the date defined as the deadline for bringing the Premises to their intended purpose, in which case a fixed monthly rent with common costs will be calculated.

## **2.5 The reasons why BELGRADE AIRPORT doo Beograd may cancel the lease agreement are:**

1. If the Tenant, even after a warning from the Landlord, uses the Premises contrary to this Agreement;
2. If the Tenant sublets or makes alterations to the Premises without the prior written consent of the Landlord;
3. In the case of carrying out investment works, i.e. reconstruction of the Space that is the subject of the lease;
4. If the Lessee fails to deliver the security within the period specified in Article 5 of this Agreement and fails to maintain a deposit in the amount of three (3) monthly rents of the Premises with applicable VAT, as provided for in Article 5 of this Agreement.
5. If the Tenant has not brought the Premises into use within the agreed period.
6. In the event that the Lessee enters into a process of liquidation, bankruptcy or judicial reorganization proceedings (date of publication of the decision on the website of the Business Registers Agency of the Republic of Serbia), or compulsory liquidation (date of publication of the notice on the website of the Business Registers Agency of the Republic of Serbia), or any other process of termination of the Lessee;
7. Initiation of criminal or any other similar proceedings against the Lessee;
8. In the event of termination or termination of the Concession Agreement for any reason, the Lessor or the Concession Grantor or the Priority Financiers shall have the right to notify the Lessee in writing that the Concession Grantor, the Priority Financiers or a third party appointed by them will take over the further execution of this Agreement in place of the Lessor, in which case it shall be deemed that upon delivery of such notice, or on the date specified in such notice, this Agreement has been assigned to the appropriate person, to which the Lessee gives its consent in advance.

The space is provided exclusively for the installation of an automated vending machine for the sale of flower arrangements (hereinafter: Vending Machine) and cannot be used for other purposes.

### **3. CRITERIA FOR SELECTING THE MOST FAVORABLE OFFER**

The Commission will make the decision on the selection of the most favorable bidder based on financial criteria consisting of:

- **A1 ) Highest offered average fixed monthly rent - total 50 points**

The highest offered average fixed monthly rent receives 50 points, while the number of points for each subsequent Bidder with a lower offered average fixed monthly rent is calculated according to the formula  $a/b \times 50$  ("a" denotes the offered amount of the average fixed monthly rent, and "b" the highest offered amount of the average fixed monthly rent);

- **A2) Highest average monthly percentage fee offered – total 50 points**

The highest offered average monthly percentage fee receives 50 points, while the number of points for each subsequent Bidder with a lower offered average monthly percentage fee is calculated according to the formula  $a/b \times 50$  ("a" denotes the offered amount of the average monthly percentage fee, and "b" the highest offered amount of the average monthly percentage fee);

Minimum technical requirements that each bidder must meet and for which he is obliged to provide proof:

- Possibility of paying with payment cards on the machine;
- Vending machine operating hours : 24/7

The Commission will deliver the notification of the selection of the most advantageous bidder within 10 days of the expiration of the deadline for submission of bids to the email address for delivery of the notification of the selection of the most advantageous bid.

### **3.1 HOW TO SUBMIT A BID :**

The offer must contain the following documents:

1. Data about the bidder: company, registered office, personal identification number, e-mail address for communication;
2. A copy of the extract from the Business Registers Agency of the Republic of Serbia;
3. An offer with a clearly stated amount of fixed monthly rent and monthly percentage fee (variable rent), signed by an authorized person of the Offeror. Provide an e-mail address in the offer for notification of the selection of the most favorable offer.
4. Proof that he has paid a deposit of 100,000.00 dinars.  
The deposit is paid to the company's current account 170-0030036782000-94 *Unicredit banka* , with the indication "deposit for the advertisement for the lease of premises". The deposit is paid for participation in the procedure. The deposit paid for the most favorable bidder remains for the purpose of securing the payment of the rent and settling all other obligations of the Tenant under the contract. The Tenant is obliged to immediately, and no later than 7 days from the date of conclusion of the lease agreement, pay the deposit amount up to the level of three times the rent offered, as well as to maintain the deposit at the level of three-monthly rent prices for the space with VAT during the term of the contract. The selected bidder who withdraws from the submitted bid refuses to conclude the lease agreement within 7 days from the date of delivery of the contract for signature, loses the right to a refund of the deposit. The deposit paid for the other bidders will be returned within 7 working days from the date of making the decision to lease the space in question. The offer must include the account number to which the deposit will be refunded.
5. A statement that you accept the terms and conditions of the advertisement ( completed and signed Attachment 1) .

6. Appearance, dimensions and characteristics of the vending machine, with a note on the method of payment for flower arrangements and their maintenance.  
Submit the document in original or certified copy.

The power of attorney must have its number, date and signature of the person granting the power of attorney.

### **3.2 Method, place and time for submitting bids:**

The offer must be submitted in writing, in a sealed envelope, directly or by mail (registered mail) to the following address:

**BELGRADE AIRPORT Ltd. Belgrade**  
**11180 Belgrade-Surčin, Belgrade Airport No. 47 OFFICE – red building**  
**COMMISSION FOR RENTAL OF SPACE**

On the front of the envelope, be sure to write the text: "OFFER FOR RENTAL OF SPACE FOR INSTALLATION OF AN AUTOMATED VENDING MACHINE" FOR SALE OF FLOWER ARRANGEMENTS - DO NOT OPEN", and on the back of the envelope, clearly write the name and address of the bidder. The bid should be submitted in a sealed envelope by 02 .06 .2026 .year by 12:00 hours.

Bidders are obliged to submit the name of the bidder and the details of the person who will submit the bids, no later than the day before the date of bid opening, which is specified in the Invitation. The details must be submitted to the following e-mail address: [stance.veljkovic@beg.aero](mailto:stance.veljkovic@beg.aero), [mihajlo.jaksic@beg.aero](mailto:mihajlo.jaksic@beg.aero).

The above information must be submitted in order to BELGRADE AIRPORT doo Beograd promptly notified the Security Service regarding entry into the security restricted zone of the airport, Red Building Air Serbia .

BELGRADE AIRPORT Ltd. Belgrade reserves the right to reject any bidder's bid without assigning any reason.

**ATTACHMENT 1**

**CONTENT OF THE STATEMENT OF ACCEPTANCE OF THE CONDITIONS PROVIDED  
FOR INVITATION FOR PARTICIPATION  
IN THE PROCESS OF LEASE OF SPACE FOR THE INSTALLATION OF SELF-SERVICE  
DEVICES AT THE LOCATION OF NIKOLA TESLA AIRPORT IN BELGRADE**

**BIDDER'S STATEMENT :**

\_\_\_\_\_ I declare that I accept all the conditions stipulated in this invitation.  
(name of the Bidder)

Authorized person

\_\_\_\_\_

( Name and surname )