

# FAQ

## INVITATION TO BID FOR THE SELECTION OF A COMPANY TO PROMOTE THE FOREIGN DIRECT INVESTMENT FROM JAPAN TO ITALY

1. With regard to the KPIs to be reached for the payment of the initial 60%:

a) Are the numbers in the table of page 6 and 7 yearly targets? Meaning, since the KPIs will be checked every three months, are the numbers supposed to be divided by 4? So, for example, the number of new contacts to be added in 3 months will be 75 (300/4), am I correct?

Yes, we confirm it.

b) By "potential investors" we can consider both institutional investors, PE funds, and natural persons, am I correct?

Yes, we confirm it. For "natural persons" we have to be careful to intercept real investment intentions.

c) Due to COVID-19, meetings, networking sessions, and events have been dropped dramatically in the past 6 months. What will it happen if the COVID-19 situation stays as it is or worsens in the following months? Are you going to factor this in looking at the KPIs?

At the moment we do not change the contractual conditions, but we could take it into consideration if the global health and economic situation worsens in the near future. Every decision will be made in agreement with our HQ in Rome.

2. With regard to the KPIs to be reached for the payment of the outstanding 40%:

a) What do you mean specifically by “verified interest” of the leads? What kind of documents would make a lead a subject with a "verified interest"?

We mean an official investment plan.

d) Due to the Japanese business environment, and current COVID-19 situation, it is basically impossible to think that investments can be made in a 12-month timeframe. What will it happen if the COVID-19 situation stays as it is or worsens in the following months? Are you going to factor this in looking at the KPIs?

Please look at the answer above, point 1-c).

3. Are you expecting a minimum amount of time for the Manager to be spent at ITA office in Tokyo during the duration of the contract?

We have not established a "minimum amount of time for the Manager to be spent at ITA office" but in the Invitation to bid - Art.6 - Company profile ad appointed Manager requirements - Role requirement - pg.5 - we ask the Manager to organize a "*meeting with the Director of ITA in Tokyo at least once per month, or whenever needed, in its Office located in Shin Aoyama West Bldg. 16th Floor, 1-1-1, Minami Aoyama, Minato-ku, Tokyo 107-0062 – Japan*". In any case, the ITA Tokyo Office and the ITA HQ in Rome must be kept promptly informed about every new activity of the Tokyo FDI Desk.

4. About the method to send you the Security Deposit. Your bid states that it has to be sent by:

- a. Performance bond,
- b. Letter of credit, or
- c. Cashier's check

None of these methods of payment, however, are available to ordinary company like us in Japan, since we are not in construction or trading business. Therefore, would it be acceptable to send you the Security Deposit via ordinary bank transfer (if we are selected)?

According to Japanese rule, the payment of the Security Deposit via ordinary bank transfer is acceptable.