# CALL FOR TENDER

## SUMMARY INFORMATION

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| **Call for tender no** | WS3392226619 |
| **Subject** | New Machine CTLM – Leonardo Foggia |
| **Description of the supply** | Supply and installation of a new CTLM automatic laminating machine. |
| **Type of supply** | Production Machinery / Equipment |
| **Duration of contract/work** | Delivery lead time: 14 months + 24 months of warranty from the contract award date. |
| **Presumed bidding starting price** | 3.000.000,00 eur |
| **General awarding criteria** | Most Economically Advantageous Tender (MEAT) |
| **Date of publication** | 16 November 2026 |
| **Deadline** | 01 December 2026, 3:00 PM |

## DETAILED INFORMATION

### 1. General information

Leonardo Aerostructures Division – Foggia Plant - a single member company, subject to the direction and coordination of Leonardo - *Società per azioni* - (incorporated in Italy as a joint stock company) - (hereinafter "LEONARDO") intends to issue a call for tender having as its subject: Supply and installation of a new CTLM automatic laminating machine.

Lots (if any): Single Supply

The Contract includes: supply and installation of a new CTLM (Contoured Tape Layer Machine) for the automatic laydown and trimming of contoured curve and flat parts, made of tape carbon fiber UD tape, material for Euromale Project. The machine will be able to produce aircraft Wings (Skin, Spars e Stringers Flat Charges in a Controlled Contamination Area to be located in Leonardo Aerostructure Foggia plant (Italy). The machine could be involved also in B787-9 and Airbus 220 wing parts production.
The Supplier must propose a CTLM (Contoured Tape Layer Machine) in two alternative layouts and with the maximum available work area.
The CTLM machine has to allow the following process to be realized:

- UD tape material roll loading on the machine
- Cutters cleaning

- Laying tool load into machine working zone
- Laying tool alignment into machine working zone
- Automatic machine alignment to laying tool
- Laying system compaction pressure value setting
- Manual layup of fiberglass fabric plies
- Part Program load and launch
- Ply laydown
- Layed ply inspections (defects, dimension, orientation)
- Final trim and indexing hole drilling (for flat charges)
- Final inspection
- Final bag
- Laying tool unload (for skin) or layed parts removal from laying tool (for flat charges)

The CTLM machine has to be equipped with:

- lasers for part/tool/plies alignment and checks and HMI
- cameras and monitors for operators proper interaction with the machine.

The parts to be layed down and trimmed are:

- Center Wing/Outer Wing Upper and Lower Skin Panel
- Center Wing/Outer Wing Stringer Flat Charges
- Center Wing/Outer Wing Spar Flat Charges

The supplier shall supply the Countered tape layer machine including but not limited to shipping, installation, software, production/maintenance operators training, spare parts, after sales support and service.

Type of the Supply: “Products” to be manufacture, assembly, supply, install and validate (Turnkey System)

## 2. Entities admitted to tender

The following are admitted to participate in the tender procedure for works, services and supplies:

a) sole proprietor enterprises (including craft businesses), trading companies, cooperatives;
b) Consortia of production and work cooperative companies incorporated under Law no. 422 of 25 June 1909 and Legislative Decree. C.P.S. no. 1577 of 14 December 1947, and subsequent amendments and additions, as well as consortia of craft businesses incorporated under Law no. 443 of 8 August 1985;
c) Permanent consortia, including consortium companies, incorporated pursuant to Article 2615-ter of the Italian Civil Code, consisting of sole proprietor enterprises (including craft businesses), trading companies, production or workers cooperative companies;

d) Competing consortia incorporated under Article 2602 of the Italian Civil Code, whose members include the entities referred to in sub-paragraphs a), b) and c) of this paragraph, even in the form of a limited liability consortium, in accordance with article 2615 of the Italian Civil Code.

The following are only admitted to tender for works:

e) Temporary associations of bidders made up of the entities person referred to in sub-paragraphs a), b) and c) above.

f) Entities who have entered into a European Economic Interest Grouping (EEIG), under Legislative Decree no. 240/1991.

The participation in this tender by more than one temporary grouping of companies, consortium or EEIG, or the submission of bids as both an individual entity and as a member of a grouping, consortium or EEIG, is forbidden.

Bidding suppliers for whom more than 70% of total annual turnover is generated by orders from one or more companies belonging to the Leonardo Group, are not allowed to bid, excess in case of express authorization from LEONARDO in consideration of special technical requirements. For consortia, this percentage shall be calculated according to the annual turnover of the consortium itself.

Each consortium in points b), c) and d) above shall indicate, in its expression of interest, the individual consortium members in the name of which the bid is submitted, and for each of them, the type of works / services / supplies that will be performed. The composition of the consortium indicated in the disclosure for interest is unchangeable without the prior written consent of LEONARDO.

Pursuant to the above, it is forbidden for an individual consortium member to submit a bid in any other form to this tender procedure. In the event that this rule is broken, both the consortium and the individual consortium member will be excluded from the tender.

The contemporary participation in this tender procedure by a parent company and its subsidiaries is also forbidden. In the event that this rule is broken, both the parent company and its subsidiaries will be excluded from the tender.

All bidders whom LEONARDO does deem not to have appropriate professional reliability will in all cases be **excluded** from the tender without explanation. Bidders will be deemed not have appropriate professional reliability who in the last three years incurred, by way of example but not limited to, in the following:

- Termination for breach of contract with Leonardo SpA or other companies of the Leonardo Group;
- Declared non-testability of works, services and supplies according to the contracts concluded by Leonardo SpA or other companies of the Leonardo Group;
- Breach of any of the provisions of the Code of Ethics of Leonardo SpA and Leonardo Group, during the performance of previous contracts;
- Failure to take delivery, by default or cause, for works, supplies or services entrusted by Leonardo SpA or other companies of the Leonardo Group;
- Revocation of the award of a tender.

### 3. Minimum requirements for participation

Entities meeting the following minimum requirements for participation (hereinafter "Minimum Requirements") may be invited to tender:

- Only suppliers originating from European countries, NATO member countries, Switzerland, Japan, New Zealand and Australia are eligible to participate.
- Average annual turnover (2023-2024-2025) over the last three years of no less than EUR 9 million.
- have proven financial soundness, certified by a bank or authorized financial intermediary It is noted that participation in the tender is not permitted by pooling funds.
- Must hold a Quality Management System certified in accordance with the requirements of both ISO 9001 and UNI EN ISO 9100 standards.
- Must be manufacturers of the proposed systems or certified partners of the manufacturer (not mere distributors).
- Proven experience in the last 5 years the design and supply of automated systems for composite material deposition (ATL/AFP/CTLM or equivalent technologies).
- Proven experience in the development of complex CNC systems for the aerospace or high-tech industrial sectors.
- Documented experience in the implementation of Lean Manufacturing and/or World Class Manufacturing (LPS/WCM) principles.

In regards to participation requirements for consortia, it is specified that:

- The minimum turnover must be made by the consortium itself or, alternatively, through a combination of turnover of individual consortium members on whose behalf the consortium is participating in the tender.
- The technical, organisational and professional requirements must be possessed by each member on whose behalf the consortium is participating in the tender;
- The required certifications (ISO, SOA etc.) must be held by each member on whose behalf the consortium is participating in the tender.

The same also applies to any temporary groupings, with the norm being to consider the components of the grouping instead of the member businesses.

During the tender process, ESG (Environmental, Social and Governance) performance will be enhanced, evaluated by an independent organization specialized in the evaluation of environmental, social and governance criteria (Ecovadis) and membership of the Science Based Target initiative (SBTi), which supports companies to structure decarbonization objectives and plans and validate their adequacy with respect to the needs defined by climate science.

### 4. Disclosure for interest

By no later than the expiration date of this call for tenders, parties interested in being invited to tender, provided they meet the requirements, are required to:

- Submit their application by registering in the ARIBA DISCOVERY platform (https://service.ariba.com/Discovery.aw/125002028/aw?awh=r&awssk=4InnwI5Q) and proceed, after obtaining their credentials, with the provision of the requested data. Suppliers who are already registered on the in Ariba Discovery, are requested to confirm and update any data and information previously entered in the system.
- Communicate their Disclosure of interest by accessing the reserved area of ARIBA DISCOVERY responding to Ariba Discovery POST, identified by information reported in the summary of this document, uploading the following documents:

1. **"Disclosure of Interest / Expression of Interest" Form** of Leonardo Global Solutions (attached to this tender), duly completed and signed by the owner/legal representative.
2. Certificate of Incorporation / Company Registration Certificate.
3. **Bank reference letter** issued by at least one banking institution or financial intermediary authorised pursuant to Legislative Decree No. 385/93, certifying the company's financial capacity and soundness (Bank References).
4. **Self-certification** confirming an average annual turnover of EUR 9,000,000.00 over the reference three-year period (2023–2024–2025), achieved directly by the company or by its parent company in the case of subsidiaries.
5. **Self-certification** stating the turnover for the year 2026 (including forecast figures).
6. **Copies of ISO 9001 certificates.**
7. **Copies of UNI EN ISO 9100 certificates.**
8. **Any other certifications**, if available.
9. **Self-declaration** confirming that the company is the manufacturer of the proposed systems or a manufacturer-certified partner (not a distributor).
10. **Self-certification** providing a list of machines of a similar type (CTLM, FTLM and equivalent systems) installed over the last 5 years, specifying, where possible, the following details for each machine:

    - Customer;
    - Year of completion;
    - Type of system.

Please note that after the expiration time of this invitation to tender, it will no longer be possible to respond to the call and communicate your disclosure of interest.

In any case, applicants who communicate their disclosure for interest must acknowledge and accept that they cannot claim any right to be invited to tender, with no obligation on the part of LEONARDO to provide any reasons.

For those who may be invited to tender, if they have not already been pre-qualified or qualified by LEONARDO, a process of pre-qualification will begin on the Procurement Portal. This process will require

them to provide additional documentation to support the evaluation of their ethical, legal and economic/financial requirements.

**5. Processing of personal data**

Pursuant to Legislative Decree 196/2003 and Reg. EU 679/2016 (hereinafter jointly referred to as "**Privacy Legislation**"), we are hereby notice you that personal data provided for by "data subject" to tender notice are processed by LEONARDO - with having registered offices in Rome, Piazza Monte Grappa, 4 - as being the Controller (as defined in Privacy Legislation), for the purposes linked to the tender handling process, the eventually subsequent awarding and relative agreement signature.

**6. Regulations as per Legislative Decree 231/2001 and Anti-corruption Law**

By communicating their disclosure of interest, each applicant acknowledges and agrees their prior acceptance of the Code of Ethics of Leonardo SpA and the Anti-Corruption Code of the Leonardo Group, which is a prerequisite for participation in the tender procedure and therefore, in case of invitation to participate, they agree to comply with the provisions contained therein. The aforementioned documents are available from the website http://www.leonardo.com "Investors - Ethics and Compliance" section.

**7. Other information**

The arrangements for submitting the bids, any other grounds for exclusion from the tender and other information, will only be communicated to those who, following the forwarding of their disclosure of interest, together with the documents mentioned herein and the verification by LEONARDO of the minimum tendering requirements set out in this call for tenders, will be invited to participate in the bidding process.

This request is not binding in any way for this company nor the beneficiaries of the supply and should not lead to expectations whatsoever about the entities presenting their disclosure of interest. LEONARDO, with incontestable discretion, reserves the right not to award the tender, to award only part of the contract, to restart the tender procedure or to make changes to this invitation to tender.

Finally, please note that this tender procedure and the related contract are subject exclusively to the rules of private law, ruling out the applicability of the Public Contracts Code (Legislative Decree no. 163/2006) and its implementing measures, even in the presence of explicit references to specific provisions of the Public Contracts Code (or its implementing measures) contained, optionally, in the invitation to tender or documents related to it.

Yours faithfully

SVP Procurement Services

**Giuliano Mameli**

Firmato da GIULIANO MAMELI
Data: il 13/11/2026 alle 18:31:47 CET