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|  <p>ATTIKO METPO A.E.</p> | <p>"SUPPLY OF ROLLING STOCK (SERIES II) FOR THE ATHENS TRAMWAY"</p> <p>FINANCIAL OFFER FORM</p> | <p>RFP-241/13</p> |
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**"SUPPLY OF ROLLING STOCK (SERIES II)
FOR THE ATHENS TRAMWAY"**

RFP-241/13


FINANCIAL OFFER FORM

We the undersigned -----

acting as legal representatives of the following Companies:-----

A. STATE:

1. That our Company/Companies, in view of compiling their Financial Offer for the Project entitled **"Supply of Rolling Stock (Series II) for the Athens Tramway"** carefully examined and took into consideration:
 - 1.1 The present Financial Offer Document, which includes this Statement
 - 1.2 The Invitation to Tender and the Clarifications Document
 - 1.3 The Conditions of Contract
 - 1.4 The Document entitled "Performance Specification"
 - 1.5 Directive 2004/17/EC of the European Parliament and the European Council dated 31/03/2004, about the Coordination of the Procedures pertaining to the Conclusion of Contracts, as well as PD 59 (FEK A' 63/16.03.07) concerning the adaptation of the Greek legislation to the stipulations of Directive 2004/17/EC.
2. That our Companies recognise that the Overall Lump Sum Price of our Offer includes the preparation of the Design to a degree of completeness, so as to have an unobstructed and perfect – in terms of quality – manufacture and operation of the 25 tramway vehicles.
3. That our Companies have drafted their Financial Offer in full compliance with AM's Technical Requirements, especially with the Document entitled "Performance Specification".
4. That our Companies have drafted their Financial Offer, taking also into account the cost for any eventual improvements in relation to AM's Specifications and the proposed solutions expressed in our Technical Offer, and that we commit ourselves to implement these improvements to the benefit of AM during the design, manufacturing and supply of the tramway vehicles, following their approval.
5. That our Companies were informed and included in the Overall Lump Sum Price every cost for the timely completion of the supply and the adherence to all deadlines, as they are determined in Article 8 of the document entitled "Conditions of Contract".
6. That our Companies recognize unreservedly the validity of the terms of all Contractual Documents, in the order of precedence mentioned in the Conditions of Contract (Article 4).

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|  | <p>“SUPPLY OF ROLLING STOCK (SERIES II) FOR THE ATHENS TRAMWAY”</p> <p>FINANCIAL OFFER FORM</p> | <p>RFP-241/13</p> |
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7. That in the offered Overall Lump Sum Price the following are included in a converted form:

- a) All the costs required for full, workmanlike and timely performance of the works of the supply in accordance with the terms set out in the Contractual Documents, as well as those described therein as the Contractor's special obligations and actions.
- b) Generally, all costs, even if it is not explicitly named, but are necessary for the full and workmanlike performance of the supply, according to the conditions of the Contractual Documents, the Contractor not being entitled to any other additional payment or compensation for the complete execution of the Scope of the Contract.

Namely **(as an example but not limited to this)** the offered Lump Sum Price comprises:


7.1 Expenses related to the design, manufacturing, supply, testing and commissioning of the Tramway vehicles their materials, and their equipment, as well as any kind of relevant charges arising from taxes, duties and fees, contributions, withholdings, special taxes etc., save the Value Added Tax (VAT), which is borne by AM. It is explicitly determined that the Lump Sum Price of the Financial Offer includes the cost related to copyrights, patent rights, the cost related to software rights and source code escrow, the cost for any required permits, expenses related to health and safety, contribution and rights for equipment, materials and resource supplies of the supplier and, in case of domestic items, the duty stamp, where applicable, and -in general- all the taxes, duties, fees and deductions, any other lawful charges in force during the performance of the supply. The above costs and charges do not include VAT, which is borne by the Project Owner.

It is made clear that, if after the day of the conduct of the Tender, new taxes, duties, deductions, etc., concerning directly the supply, come into force or if the current ones are increased, the respective amounts shall be borne by the Contractor, or shall be to the benefit of the Project Owner and not to the benefit of the Contractor.

7.2 The costs for salaries, wages, overtime, work in more shifts or on bank holidays, according to the current provisions of social security (IKA, Insurance Companies, other local or international Social Security Organizations etc. depending on the requirements of each case), Christmas and Easter bonuses, annual leave benefit etc., relating to any kind of scientific personnel or personnel engaged in the Project management, specialized or non specialized personnel, offices, machinery, workshops etc., local or foreign personnel, working in the vehicle manufacturing area, as well as in the test site, and the commissioning of the system.

7.3 The costs for any kind of insurances required for the supply of the tramway vehicles from the date of the Contract signing until the date of their final acceptance.

7.4 The costs for making available the required materials and equipment required for the flawless performance of the Supply according to the terms of the Contract, including the cost for their rental, storage, safekeeping and insurance.

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|  | "SUPPLY OF ROLLING STOCK (SERIES II) FOR THE ATHENS TRAMWAY" FINANCIAL OFFER FORM | RFP-241/13 |
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- 7.5 The costs for importing the tramway vehicles and the equipment in the name of the Contractor or in the name of AM and all relevant expenses for its delivery at AM's installations in Athens.
- 7.6 All costs, in general, referred to in the Conditions of Contract and the remaining Contractual Documents as costs borne by the Contractor.
- 7.7 The costs for the procurement of all capital spare parts, tools, diagnostic test equipment and the equipment necessary for transferring the tramway vehicles, as well as the cost of the three (3) - year Warranty of the Supply, including the cost of the main and consumable spare parts of the Warranty period, for the test and commissioning of the Tramway vehicles, STASY's operation personnel and AM's training; the costs for the compilation of the documentation, Operation and Maintenance Manuals and of the "AS-BUILT" drawings, as these are described in the contractual documents.
- 7.8 Any expenses related to laboratory tests and other testing, in accordance with the contractual terms.
- 7.9 Any expenses related to the traveling and accommodation of AM's inspectors to the place of the vehicles' manufacturing during the execution of the Contract.
- 7.10 The offered Overall Lump Sum Price also includes any other cost, even if not explicitly mentioned, nevertheless necessary for the full and workmanlike completion of the scope of the supply.
- 7.11 The offered Overall Lump Sum Price includes the Contractor's profit and overhead.
- 8. That our Company/Companies prepared their Financial Offer based on the content of the above paragraphs.

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SUPPLY OF KOLLING STOCK (SERIES II) OF THE ATHENS TRAMWAY NETWORK

B. CONTRACTOR'S TABLE OF OFFER

| No. | DESCRIPTION | EXPENDITURE (in numbers) | EXPENDITURE (in full letters) |
|-------|---|--------------------------|-------------------------------|
| LSP 1 | Supply (design, construction/installation of equipment, testing and commissioning) of twenty five (25) Tramway vehicles, in line with the terms of the overall Contract Documents (*) | | |
| LSP 2 | Supply of Main Spare Parts of Vehicles and Equipment for Pulling Vehicles, as included in detail in the "Table of Spare Parts and Equipment Cost" attached hereto (**) | | |
| LSP | OVERALL LUMP SUM PRICE (LSP 1 + LSP 2) | | |

(*) The product of the Tramway Vehicle Unit Price (Table C) x the overall number of vehicles (25) is transferred to the Contractor's Table of Offer.

(**) The Overall Cost of the "Table of Spare Parts and Equipment Cost" (Table D) is transferred to the Contractor's Table of Offer.

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SUPPLY OF ROLLING STOCK (SERIES II) OF THE ATHENS TRAMWAY NETWORK

| C. TRAMWAY VEHICLE UNIT PRICE | | |
|---|--------------------------|-------------------------------|
| DESCRIPTION | EXPENDITURE (in numbers) | EXPENDITURE (in full letters) |
| Supply (design, construction/installation of equipment, testing and commissioning) of one (1) Tramway vehicle, in line with the terms of the overall Contract Documents | | |

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D. TABLE OF SPARE PARTS AND EQUIPMENT COST

| No | Description of Spare Part | Quantity | Unit Price | Total |
|----|---|-----------------|------------|-------|
| | Vehicle Body | | | |
| 1 | Front end mask of driver cab | 5 | | |
| 2 | Driver's cab windshield, including seals | 5 | | |
| 3 | Driver's cab lateral windows right side, including seals | 10 | | |
| 4 | Driver's cab lateral windows left side, including seals | 6 | | |
| 5 | Exterior lateral panels (driver's cab) right side | 20 | | |
| 6 | Exterior lateral panels (driver's cab) left side | 10 | | |
| 7 | Exterior lateral panels (driver's cab) front side | 10 | | |
| 8 | Gangway assembly, complete (including interior and exterior bellows, movable and fixed floor parts, dumpers, sealing), ready to install on the car. | 1 vehicle set | | |
| 9 | Articulation shock absorbers, complete ready to install on the car | 1 vehicle set | | |
| 10 | Windshield wiper motor | 6 | | |
| 11 | Windshield washer assembly, complete, ready to install on car (including tank and pump) | 5 | | |
| 12 | Windshield wiper blade | 10 | | |
| 13 | Headlight assembly, complete, ready to install in car | 5 vehicle sets | | |
| 14 | Taillight assembly, complete, ready to install in car | 5 vehicle sets | | |
| 15 | Turn indicator light assembly | 15 vehicle sets | | |
| 16 | Horns (all types) | 15 per type | | |
| | Bogies | | | |
| 17 | Motor bogie assembly, complete, ready for installation under car and immediate operation | 1 vehicle set | | |
| 18 | Trailer bogie assembly, complete, ready for installation under car and immediate operation | 1 vehicle set | | |
| 19 | Bogie frame | 2 | | |
| 20 | Motor bogie axle wheelset, with gear | 2 | | |

D. TABLE OF SPARE PARTS AND EQUIPMENT COST

| No | Description of Spare Part | Quantity | Unit Price | Total |
|----|--|----------------|------------|-------|
| 21 | Trailer bogie axle wheelset | 2 | | |
| 22 | Gear box assembly (for one axle), complete | 2 | | |
| 23 | Wheels complete (with hubs, rims and earthings) | 1 vehicle set | | |
| 24 | Bearing assemblies | 2 vehicle sets | | |
| 25 | Primary spring assembly | 2 vehicle sets | | |
| 26 | Secondary spring assembly | 2 vehicle sets | | |
| 27 | Weight valve assembly, complete with linkage | 2 vehicle sets | | |
| 28 | Secondary vertical, longitudinal and lateral dampers | 2 vehicle sets | | |
| | Couplers and Draftgear | | | |
| 29 | a) Towing bar complete, ready to be installed on the vehicle | 2 | | |
| 30 | Draftgear assembly. | 5 | | |
| | Car Interior | | | |
| 31 | Exterior destination sign assembly | 1 vehicle set | | |
| 32 | Passenger seat assembly | 1 vehicle set | | |
| 33 | Stanchion assembly, complete with all installation hardware | 1 vehicle set | | |
| 34 | Passenger grab handles complete | 2 vehicle sets | | |
| 35 | Interior finish panels and trim strips and mounting provisions | 1 vehicle set | | |
| 36 | Rubber floor covering | 1 vehicle set | | |
| 37 | Floor panels | 1 vehicle set | | |
| 38 | Light fixture assembly | 1 vehicle set | | |
| 39 | Driver's seat assembly, complete, ready to install in car | 2 | | |
| 40 | Driver's seat cushion, fully upholstered | 5 | | |
| 41 | Driver's seat back, fully upholstered | 5 | | |
| 42 | Master controller assembly | 4 | | |
| 43 | Set of master controller switches | 4 | | |

D. TABLE OF SPARE PARTS AND EQUIPMENT COST

| No | Description of Spare Part | Quantity | Unit Price | Total |
|----|---|----------------|------------|-------|
| 44 | Passenger compartment window assembly, complete, including seals | 2 vehicle sets | | |
| 45 | Interior signs and decals | 2 vehicle sets | | |
| | Doors and Door Controls | | | |
| 46 | Passenger side entrance door panel assembly, complete, including weather-stripping, frames, ready to install on car | 2 vehicle sets | | |
| 47 | Passenger side entrance door actuator assembly, complete, including DCU, ready to install on car | 1 vehicle set | | |
| 48 | Passenger side entrance door weather stripping | 1 vehicle set | | |
| 49 | Passenger side entrance door glazing, including seals | 1 vehicle set | | |
| 50 | Driver's cab door assembly, complete, including hinges, seals, lock, striker plate | 2 | | |
| 51 | Driver's cab door seal | 6 | | |
| 52 | Driver's cab door locks / handle | 6 | | |
| | HVAC Equipment - Driver's Cab | | | |
| 53 | HVAC unit, complete, ready for installation on the car and immediate operation | 2 | | |
| 54 | Set of HVAC controls, complete | 4 | | |
| 55 | Set of HVAC system printed circuit boards | 4 per type | | |
| 56 | HVAC system refrigerant compressor assembly, including electric motor | 4 | | |
| 57 | HVAC system evaporator blower assembly, complete with electric motor | 4 | | |
| 58 | HVAC system condenser coil assembly | 4 | | |
| 59 | HVAC system evaporator coil assembly | 4 | | |
| | HVAC Equipment - Passenger Compartment | | | |
| 60 | HVAC unit, complete, ready for installation on the car and immediate operation | 1 vehicle set | | |
| 61 | Set of HVAC controls, complete | 4 | | |
| 62 | Set of HVAC system printed circuit boards | 4 per type | | |
| 63 | HVAC system refrigerant compressor assembly, including electric motor | 4 | | |

D. TABLE OF SPARE PARTS AND EQUIPMENT COST

| No | Description of Spare Part | Quantity | Unit Price | Total |
|----|--|----------------|------------|-------|
| 64 | HVAC system evaporator blower assembly, complete with electric motor | 4 | | |
| 65 | HVAC system condenser coil assembly | 4 | | |
| 66 | HVAC system evaporator coil assembly | 4 | | |
| 67 | Heating resistors assembly, complete, ready for installation on the car | 4 | | |
| | Braking System | | | |
| 68 | Brake Control Unit (BCU) assembly | 1 vehicle set | | |
| 69 | BCU printed circuit boards | 2 per type | | |
| 70 | Hydraulic brake control unit | 2 vehicle sets | | |
| 71 | Brake disc assembly | 4 | | |
| 72 | Brake actuator assembly, complete | 4 | | |
| 73 | Brake pads | 4 vehicle sets | | |
| 74 | Brake actuator flexible hoses | 2 vehicle sets | | |
| 75 | Set of speed sensors | 5 per type | | |
| | Traction System | | | |
| 76 | Traction Inverter assembly, complete, ready to install in car | 2 | | |
| 77 | Traction Control Unit (TCU), complete, ready to install on the car | 2 | | |
| 78 | TCU printed circuit boards | 4 per type | | |
| 79 | Set of Traction Inverter power electronics modules | 2 | | |
| 80 | Set of Traction Inverter control equipment | 2 | | |
| 81 | Traction Inverter power conditioning equipment | 2 | | |
| 82 | 750 Vdc high speed circuit breaker, complete | 2 | | |
| 83 | Pantograph complete, ready to install on the car | 4 | | |
| 84 | Set of pantograph strips | 5 | | |
| 85 | Traction motor | 4 | | |
| 86 | Set of speed sensors | 5 per type | | |
| | Auxiliary Electrical System and Battery Charger | | | |
| 87 | Auxiliary power supply and battery charger equipment assembly, complete, ready to install on the car | 2 | | |

D. TABLE OF SPARE PARTS AND EQUIPMENT COST

| No | Description of Spare Part | Quantity | Unit Price | Total |
|-----|---|----------------|------------|-------|
| 88 | Auxiliary power supply and battery charger equipment printed circuit boards | 2 per type | | |
| 89 | Set of auxiliary power supply and battery charger equipment power electronics modules | 2 | | |
| 90 | Set of auxiliary power supply and battery charger equipment control equipment | 2 | | |
| 91 | Auxiliary power supply and battery charger equipment power conditioning equipment | 2 | | |
| 92 | Battery cells | 1 vehicle set | | |
| | Electronic Systems | | | |
| 93 | Train Control and Monitoring System (TCMS) equipment complete, including cables connecting the distributed equipment, ready to install on the car | 1 vehicle set | | |
| 94 | TCMS printed circuit boards | 4 per type | | |
| 95 | Driver's display unit assembly complete | 6 | | |
| 96 | Event recorder complete, ready to install on the car | 2 | | |
| 97 | OBU assembly complete, ready to be installed on the car (including MMI) | 2 vehicle sets | | |
| 98 | Video controller assembly complete, ready to be installed on the car | 2 | | |
| 99 | Video screens assembly | 1 vehicle set | | |
| 100 | Audio controller complete, including amplifiers, ready to be installed on the car | 2 vehicle sets | | |
| 101 | TETRA radio assembly complete, including control head, handset, loudspeaker | 2 vehicle sets | | |
| 102 | Passenger counting system assembly, complete, including sensors, remote units, controller etc. | 1 vehicle set | | |
| 103 | Antennas | 2 per type | | |
| 104 | Communication modules (modems, access points etc.) | 2 vehicle sets | | |

D. TABLE OF SPARE PARTS AND EQUIPMENT COST

| No | Description of Spare Part | Quantity | Unit Price | Total |
|-------------------|--|----------------|------------|-------|
| | Miscellaneous Equipment | | | |
| 105 | Driver's console pushbuttons and switches | 10 per type | | |
| 106 | DC/DC, DC/AC converters | 5 per type | | |
| 107 | Control relays | 20 per type | | |
| 108 | Circuit breakers | 2 vehicle sets | | |
| 109 | Timers | 10 per type | | |
| 110 | Power contactors | 1 vehicle set | | |
| 111 | Power contactor tips | 2 vehicle sets | | |
| 112 | Special electrical connectors | 10 per type | | |
| 113 | Special mechanical fasteners | 10 per type | | |
| 114 | Mechanical fasteners | 1 vehicle set | | |
| 115 | Tram (TA2) to tram (TA1) adaptor | 2 pieces | | |
| | Equipment for pulling vehicles in case of failure and for maintenance purposes | | | |
| 116 | One (1) set of wheel skids | 2 pieces | | |
| 117 | One (1) set of accommodations bogies | 1 piece | | |
| 118 | One (1) adaptor set, for the service vehicle (Unimog) in order to push and pull the vehicles | 2 pieces | | |
| 119 | Battery Electric Vehicle, auxiliary tractor | 1 piece | | |
| 120 | One (1) set of specific lifting tackle for the phases of loading/unloading/transport of the tramway vehicles | 1 piece | | |
| Total Cost | | | | |

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