

PROCUREMENT DECISION

Date

24 June 2025

Reg. no.

TRAFICOM/170102/02.03.01/2025

Reference

Invitation to tender 8th of April 2025

PROCUREMENT DECISION OF THE FINNISH TRANSPORT AND COMMUNICATIONS AGENCY TRAFICOM

1. Object of the procurement and agreement period

The object of the procurement is the operation of scheduled air services to Savonlinna in accordance with the public service obligation. The obligation is imposed on scheduled air services from Savonlinna to Helsinki from 19th of January 2026 – 15th of December 2028.

The agreement period starts from the 19th of January 2026 and ends on 15th of December 2028.

2. Estimated total value of the procurement

The estimated total value of the procurement during the agreement period is approximately EUR 5 - 6.600,000. The funding of the air services is included in the General Government Fiscal Plan for the years of the agreement period. The decision on the annual appropriation granted by the state is made by Parliament in connection with the annual confirmation of the Budget.

The decision on the funding provided by the City of Savonlinna is made annually in connection with the confirmation of the City's budget. The funding is also included in the City's financial plan, which extends up to 2026.

If the state or the city of Savonlinna do not allocate the necessary funds, the service will cease without any further action at the beginning of the following year and the service compensation will no longer be paid.

3. Tender procedure and invitation to tender

The tender procedure used was in accordance with the Regulation (EC) No 1008/2008 of the European Parliament and of the Council on common rules for the operation of air services in the Community (hereinafter the '*Air Services Regulation*'). According to section 9, subsection 1, paragraph 15 of the Act on Public Procurement and

Concession Contracts (1397/2016), the Act on Public Procurement and Concession Contracts shall not apply to the procedure.

The announcement concerning the tendering procedure was published on Traficom's website on 8th of April 2025 (<https://traficom.fi/en/news/new-three-year-tender-procurement-air-transport-helsinki-savonlinna-route-has-begun>).

The announcement concerning the tendering procedure was also published in the official journal of Finland (Virallinen lehti) on 8th of April 2025 (28/8.4.2025).

In accordance with the invitation to tender, the deadline for submitting tenders was 9th of June 2025 at 13:00 Finnish time (LT EE).

The tender opening events were held on 9 June 2025, 18 June 2025 and 23 June 2025.

4. Documents examined in the tender procedure

Three (3) tenders were received by the deadline:

OBJECT: Savonlinna - Helsinki

BASe Airlines Ltd	8.6.2025 at 21:39
Amapola Flyg AB	9.6.2025 at 9:58
NyxAir OÜ	9.6.2025 at 12.41

5. Assessment of the suitability of the tenderers and the compliance of the tenders with the invitation to tender

The conditions for the suitability of the tenderers were specified in section three of the invitation to tender. Along with the tender, tenderers were required to submit the forms 3, 4, 5 and 6 appended to the invitation to tender (net cost calculation, background information table, tender template and tender selection criteria). In addition to these, the tenderers had to attach a valid operating licence granted by a competent licensing authority of an EU Member State according to Article 3 of the Air Services Regulation, and an air operator certificate in accordance with Article 6. They also had to present a description of the aircrafts used in the operations, an account of at least two years of experience in uninterrupted scheduled air services for passengers in the EU during 2020–2024; the Articles of Association and financial statements for the past three financial years, a statement from the tax authorities on outstanding taxes of the tenderer, and a statement from the relevant insurance company indicating that employee accident insurance premiums and pension contributions for the tenderer are fully paid up.

Moreover, they had to present a report about the interline agreement (section 3.7 of the invitation to tender). The tenderers were also required to indicate in their tender that they commit to the proposed schedules and ticket pricing.

In connection with the suitability review, additional documentation was requested from NyxAir OÜ (later NyxAir) and Amapola Flyg AB (later Amapola). The deadline for responses was set at 15:00 on 16 June 2025. NyxAir was requested to submit: information on the fuel supplier, two years of experience (regular, continuous operation of scheduled passenger air services within the EU), insurance, the last pages of the audit for 2023, the audit for 2024 and confirmation that the aircraft used (including the reserve aircraft) are capable of

operating the approach and departure requirements published for Savonlinna Airport. In addition, NyxAir was requested to provide additional information regarding the tender documents. The Appendix 4 (Background information table) was requested to be submitted by the 19.6.2025 at 13:00 latest. The response was received on 19.06.2025 at 12:44.

Amapola was asked to provide additional information: whether the aircraft in use meets the necessary approach requirements, whether the attached schedule is confirmation that the company is ready to operate the flights as presented, and to confirm the level of ticket prices compared to the set maximum price (the presented ceiling price in the invitation to tender was set as follows 150 EUR/one way and 220 EUR/round trip, the prices in the Amapola tender were exceeded in both respects). All the responses were received on 9.6.2025.

The inspection found that one offer met the above-mentioned requirements without additional requests. The other offers submitted with additional information met the above-mentioned requirements, so after assessing the suitability and compliance of the offers with the request for tender, it was decided to accept the following offers for tender comparison:

BASe Airlines Ltd. BASe Airlines Ltd

Amapola Flyg AB

NyxAir OÜ

6. Tender comparison method and a summary of the comparison

The selection criterion for the tendering process is the tender price of a rotation (a round-trip flight) multiplied by the number of rotations. The comparison criteria are described in section 4 of the invitation to tender.

Price comparison:

OBJECT
SAVONLINNA - HELSINKI

TENDERER	ENTIRE AGREEMENT PERIOD, VAT 14%	ROTATION, VAT 14%
BASe Airlines Ltd	7 127 308,73 €	8454,70 €
Amapola Flyg AB	10 260 000,00 €	12 170,82 €
NyxAir OÜ	7 484 423,76 €	8 878,32 €

7. Decision

The following companies have been chosen as the operators of scheduled air services and invited to agreement negotiations:

BASe Airlines Ltd

No contractual relationship with the selected service provider is established yet based on this decision; it will only be established with a separate decision.

8. **Applicable sections of law**

Air Services Regulation (EC) No 1008/2008, Articles 16 and 17

9. **Request for review**

A party dissatisfied with this decision may request a review of the decision in accordance with the accompanying instructions for requesting administrative review or instructions for appeal.

FINNISH TRANSPORT AND COMMUNICATIONS AGENCY

Kati Heikkinen
Deputy Director-General

Eklund Pipsa
Director

This document has been signed electronically. Finnish Transport and Communications Agency (Traficom) 24 June 2025. The authenticity of the signature can be verified by using document reader software that supports electronic signatures or by contacting the Traficom Registry.

Distribution	Tenderers
For the information	City of Savonlinna
	Ministry of Transport and Communications
	Finavia

APPENDICES

Appendix 1: Instructions for requesting an administrative review

Appendix 2: Instructions for appeal