



REAL FEDERACIÓN ESPAÑOLA DE FÚTBOL

Clarifications requested from bidders in the process for the receipt of bids for the contracting of certain audiovisual broadcasting rights of the King's Cup seasons 2022/23 to 2026/27 for Europe. Tender published by the RFEF on 21 June, 2022.

The clarification requested is indicated in black and the RFEF's response is indicated in red.

❖ **Section 2. Rights that are commercialized**

2.1. Rights: How many matches were produced on average over last 3 seasons?

65 matches

2.2. Sublicensing: Please confirm that if the bidder as an agency can freely distribute the rights to broadcasters without prior written approval?

The rights will be assigned to the bidding agency and can be sub-licensed, although RFEF approval of the sub-license is required. The contract is signed between the operator and the RFEF.

2.2. Sublicensing: Please provide an overview of the "banned" broadcasters to which sublicensing is not possible.

To apply for a sub-license approval, it is necessary to fulfil the conditions of Article 2 of the tender. The sub-license shall only be refused if the sub-licensee is in any of the following situations set out in the tender:

"The RFEF may refuse reasoned the sub-license in the following cases:

- If the potential sub-licensee has contracted a debt with the RFEF and/or there are legal proceedings underway in relation to the non-payment of the aforementioned amounts.
- Reputational risk for the RFEF in the case of channels broadcasting socially inappropriate content, inappropriate being understood as content of illegal activities.
- The potential sub-licensee proposes a format of exploitation of the rights contrary to what is established in these terms and conditions.
- The potential sub-licensee falls within the grounds for exclusion referred to in section 8.2."

2.2.- As an intermediary, what information and/or documents we have to provide about the potential sublicensee together with our bid at the bidding stage?



As an agency, you must comply with all the requirements of the tender, due to the fact that the contract will be signed between the RFEF and the Agency. Regarding the sub-licence, the information is also in the tender, specifically sections 2.2 and 8.1 of the tender.

❖ **Section 3. Format and dates of the matches:**

3.2. Dates and timetables: What are the likely dates for season 1? Will they be materially affected by FIFA World Cup?

The Cup is played on a qualifying round basis and the approved calendar for the 2022/23 season is as follows:

1 st round	12, 13 November
2 ND round	21 December
Round of 32	4 January
Round of 16	18 January
Quarter-finals	25 January
Semifinals 1 st leg	8 February
Semifinals 2 nd leg	1 March
Final	6 May

The matches of the first 4 rounds may be played on the same day, and/or the day before and/or the day after.

❖ **Section 4. Rights assigned to lots:**

4.3. g) Please explain: "Spanish and international rights to be commercialized by the RFEF" – what does this refer to?

It is informative, the rights for other territories that are not in this tender are marketed by the RFEF in other tenders.

4.4. Please explain: How, when, and where are these to be exploited?

RFEF reserve the right to exploit the lot consisting of 'clips up to 4 mins' (incl. match highlights and news access) in any kind of way and without restrictions.

❖ **Section 5. Production of the matches:**

What are the 3 matches to which you refer?

There **will be 33 matches**, not 3, it is a translation error. In the Spanish version published on the RFEF website you can confirm that the RFEF will produce 33 matches.



REAL FEDERACIÓN ESPAÑOLA DE FÚTBOL

Does this mean that the tech cost per match is 1,500 EURO? Assuming you award multiple territories to the same bidder, this will presumably only be charged once?

Costs are paid for each lot (country or region) awarded.

❖ **Section 6. Commercialization conditions:**

6.3. Exclusivity: Please specify what you mean with “At the same time, it should be noted that broadcasting rights for live matches are non-exclusive.”

It is informative and refers exclusively to radio transmission, not to television or internet broadcasting, streaming, etc.

❖ **Section 9. Procedure and schedule:**

9.1. General: Please confirm that such reporting obligations when submitting a bid for 5 seasons is not necessary for a Bidder located outside Spain

The report is required for offers of 4 or 5 seasons.

❖ **Other questions:**

A. Bidding:

a. Assuming a party wishes to bid for multiple/all territories, please explain how this is most effectively achieved. Do you expect a single bid for each territory?

Offers can only be made for the packages offered in the tender and will be evaluated as indicated in the tender.

b. When and how will you tender for rights in Asia, Africa, and the Americas?

It is not relevant to this process but we inform that some countries corresponding to the territories indicated for clarification have already been awarded.

All rights that are marketed are published on the official RFEF website: <https://www.rfef.es/federacion/concursos>

c. When and how will you tender betting rights?

Expected within the next 3 months. All rights that are marketed are published on the official RFEF website: <https://www.rfef.es/federacion/concursos>

Las Rozas, 4 July, 2022