

Call for Startup Safety and Innovation

Initiative Regulation

Index

1.	Introduction.....	2
2.	Description of the Initiative	2
2.1.	Purpose of the Initiative	2
2.2.	Recipients of the Initiative	6
2.3.	Stages and dates of the Initiative	6
2.4.	Initiative Prize	7
3.	Rules for participation, grounds for exclusion and evaluation	8
3.1.	How to participate.....	10
3.2.	Participant's commitment.....	10
3.3.	Evaluation criteria and selection of innovative start-ups/SMEs.....	10
4.	Liability limitation	11
5.	Safeguard, Indemnity and Responsibility.....	12
6.	Confidentiality and Intellectual Property	12
7.	Variations to the Initiative Regulations	13
8.	Applicable law and competent court.....	13
9.	Annex	15
9.1.	Questionnaire and Declarations and Guarantees.....	15

1. Introduction

These Rules and Regulations govern the procedures for the participation, selection and execution of the "Call4Startup" Initiative (hereinafter the "Initiative") organised and managed by FS SpA with the support of the economic operator Tree Srl.

The subject matter of the Initiative is the challenge described in Article 2.1 and shall be structured in Call4Startup mode. This Initiative is open to all those who meet the inclusion criteria set out in Article 2.2 below.

For all matters not governed by these Rules, the Terms & Conditions of use of the FSInnoStation website, available at this [link](#), apply to the Initiative.

For the purpose of participation in the challenge consider that only the rules in Italian are to be considered: [link](#).

2. Description of the Initiative

2.1. Purpose of the Initiative

The advent of smart devices has given Artificial Intelligence a useful and practical application. Real-time visual alarms and audible alerts can be triggered when unsafe acts or conditions are detected, improving safety in the workplace.

Through this Call, the FS Italiane Group is looking for Innovative Solutions that can improve and safeguard the health and safety of its workers.

In many of the following areas of interest we identify the use of Artificial Intelligence as a solution that the Group wishes to explore.

The proposed solution must respond to one or more of the following **12 areas of interest**:

1. **PPE Detection:** or the detection of goggles, gloves, hard/non-hard hat detection, earmuffs, masks, high visibility vests, improper use of high visibility vests (without zip), full-body high visibility suits, protective sleeves, short sleeves.
2. **Area controls:**
 - a) **Load suspension:** completely eliminating hazards is not always feasible. To prevent accidents, we look for solutions using AI that can promptly warn the worker when he is in the path of danger, under a suspended load.
 - b) **Machine area control:** perimeter control can solve the need to create a safe distance between workers and dangerous machinery. We look for solutions that use AI to help keep workers away from potential hazards.

- c) **Workers/Machines restricted area:** industrial machinery and robots require exclusion zones to safeguard workers. We seek solutions using AI to promote a workplace safety culture, monitor controlled areas, ensure workers remain safe, and to mitigate the risk of unauthorised (and untrained) workers accessing hazardous areas.
- d) **Maximum number of workers:** increasing the number of workers in the same area increases the risk of accidents and injuries. We look for solutions to minimise these risks during a catastrophic event and impose a maximum limit on the number of workers allowed in a specific area.
- e) **Minimum number of workers:** lone workers are vulnerable to specific risks. To minimise the possibility of accidents, we seek solutions that ensure an adequate number of personnel are present in hazardous or controlled areas.
- f) **Access of workers to the area with facial recognition:** we look for solutions that involve the use of AI to prevent unauthorised persons (identified by their face) from accessing machine areas, increasing the level of risk protection for authorised workers during machine operation.
- g) **Access control to work areas with physical barriers/doors/towers:** we are looking for solutions involving a combination of PPE and biometric verification and/or access cards.
- h) **Static delimited areas:** we are looking for solutions with AI in the creation and application of "go" and "no - go" zones.
- i) **Time-limited areas:** establishing time limits is essential to ensure the safety of workers in high-risk environments. To minimise the risk of overexposure, we look for solutions with useful AIs to monitor and reduce waiting times.
- j) **Working at height:** working safely at height requires a combination of engineering controls, personal protective equipment (PPE) and a high level of employee alertness. To improve the safety of workers and ensure they take appropriate precautions, we look for solutions with AI to provide an extra layer of protection through early warnings to workers of potentially dangerous situations and trigger automatic alerts when they ascend overhead without the appropriate personal protective equipment.

3. Visual Vehicle Monitoring:

- k) **Dynamic Boundary Area:** operators of heavy machinery encounter both occasional and systemic risks. These and other risks can be reduced by establishing boundary zones for people and vehicles.
- l) **Vehicle Restricted Area:** solutions to keep vehicles on predefined routes and prevent them from entering hazardous operating areas to avoid combustion or other hazards.
- m) **Speed limit (warehouse):** enforcing speed limits without constant supervision can be difficult. We want to improve the degree of safety, saving time by using AI to detect violations and implementing corrective measures.

- n) **Vehicle Operation Zones (Corridors):** a compliant vehicle behaviour style serves not only to safeguard drivers but also pedestrians. We look for solutions that can promptly track deviations in vehicle routes to avoid potential accidents.
- o) **Vehicle PPE compliance:** we look for solutions that ensure safe driving habits to proactively prevent problems from arising.

4. Corporate housekeeping:

- p) **Clean walking paths:** slips, trips and falls are the most frequently reported accidents that can have significant consequences; they are costly accidents that hamper productivity in the workplace. We seek solutions to take preventive measures to avoid them.
- q) **Clean vehicle roads:** automated detection systems can help mitigate the risks (financial and physical) associated with road hazards. We seek automated detection systems to improve safety and save costs.
- r) **Unattended items (warehouse):** quickly identifying unattended and abandoned items is crucial to ensure safety, as items left in random locations can pose a potential danger. We look for systems that can identify misplaced items to quickly assess and correct the situation.
- s) **Spills and leaks:** protecting employees from the dangers of spills and leaks can be very challenging. By using AI these unforeseen incidents are promptly identified, enabling rapid countermeasures and subsequent accident prevention.
- t) **Open/closed doors:** the need for specific door positions is driven by safety considerations and emergency preparedness. We seek AI solutions for vigilant monitoring and simplified adherence to regulatory standards.

5. Behavioral Safety

- u) **Climbing:** we seek solutions to prevent the risk of falls by ensuring the use of appropriate work surfaces and correct body positioning.
- v) **Contact with electricity (or discharge area):** access to electrical equipment and switchboards should be restricted to authorised personnel only. We want to reduce the risk of unauthorised contact by implementing AI monitoring capable of alerting when unauthorised personnel (identified by their face) are detected, as well as capable of generating alerts when qualified personnel are present but without the appropriate personal protective equipment.
- w) **Detecting crowded areas:** a sudden increase in the number of workers gathering in a particular area can be an element that generates an emergency. We seek AI solutions to detect such situations early and receive alerts when specific thresholds are exceeded.
- x) **Footpath violation:** to avoid exposing people to a risk of serious injury, we look for solutions that prevent people from crossing the perimeters of production areas or crossing vehicle paths at unauthorised points.

6. Pandemic

- y) **Face mask:** wearing face masks is essential to prevent the transmission of COVID-19. We seek solutions to verify compliance with company and regulatory policies on face masks and take measures to close any compliance gaps.
- z) **Social distancing:** preventing the spread of contagious diseases is also achieved through interpersonal distancing. Having established distancing requirements, we look for solutions that can generate notifications if minimum distances are not respected.

7. Emergency Management

- aa) **Man Down:** slipping on uneven surfaces or blocked passages is very common. We look for solutions that recognise risk situations such as those described and inform people so that the problem can be dealt with promptly, preventing potential harm to workers.
- bb) **Fire/smoke detector:** a fire that is not dealt with quickly and effectively can cause significant damage to property and loss of life. To avoid such outcomes, we seek solutions that use AI to detect fires in their early stages, even before the activation of a traditional smoke detector or sprinkler system.
- cc) **Explosion detection:** explosions are threats that must be dealt with immediately by calling for instant evacuations. We look for solutions that use AI to detect explosions and promptly alert everyone in the chain of responsibility.
- dd) **Delimitation of vehicle parking (for rapid evacuations):** in the event of an emergency, such as a fire, explosion or any other dangerous event, a quick and orderly evacuation is crucial. Parked vehicles can hinder orderly evacuation and increase the risk of accidents, especially if cars are not parked in a specific direction. Parking of parked cars in an orderly manner to the front allows the area to be evacuated quickly without any obstacles or delays. We look for solutions that can monitor and report risky 'parking' situations.

8. Ergonomics:

- ee) **Trunk posture:** Incorrect trunk postures contribute significantly to lower back discomfort. Postures with excessive forward or backward imbalance, excessive trunk rotation, lateral bending -especially when combined with rotational movements and improper torso alignment- increase the likelihood of injury. We look for AI solutions for 3D estimation of body posture to identify potentially dangerous ergonomic positions allowing early intervention to avoid injury.
- ff) **Arm and forearm position:** assessment of the extent of elbow flexion, together with identification of arm movements extending beyond the body, examine shoulder movement, including flexion and extension. We look for AI solutions to quickly detect deviations from a neutral position allowing early intervention and avoiding injury.
- gg) **Neck position:** lateral neck flexion can aggravate an incorrect posture, increasing the likelihood of injury more quickly. We look for AI solutions to quickly detect deviations from a neutral position allowing early intervention to avoid injury.

- hh) **Manual handling and lifting:** fatigue and inattention can quickly impair ability and concentration during manual lifting activities. Using real-time evaluations, we look for solutions that utilise IAI to detect deviations in ergonomics, allowing timely intervention to avoid both immediate and long-term injuries.

9. Anomaly detection:

- ii) anomalous number of persons present at a given time,
- jj) anomalous level of IPR non-compliance at a given time
- kk) anomalous amount of vehicles speeding at any given time,
- ll) anomalous levels of standing or sitting at a given time,
- mm) anomalous temperature readings inside junction boxes, electrical panels, motors, open windows/leaks, etc.

10. Visual analytics:

- nn) **Accurate people counting:** we look for solutions to accurately count the flow of people through an entire area (or warehouse) by obtaining statistics and dashboards, and to identify, at reasonable distances, a person moving through an area covered by closed circuit television (CCTV) cameras in order to track them.
- oo) **Drone analysis:** monitoring security and operations from closed circuit television (CCTV) cameras is limited by the height of the cameras. We are looking for AI-based analysis solutions of videos from drones that can identify KPIs and dangerous behaviour that can only be detected at high altitude.

- 11. **Smart Devices Integration:** Real-time visual alarms and audible alerts can be triggered when unsafe acts or conditions are detected, enhancing workplace safety.

2.2. Recipients of the Initiative

The Initiative is aimed at Innovative Start-ups and SMEs duly registered in the special sections of the Companies' Register, or equivalent in the case of Innovative Start-ups/SMEs located abroad.

2.3. Stages and dates of the Initiative

The Initiative will start on 12/06/2023 and end by November 2023 and consists of three distinct phases, as follows:

Phase 1 – Call for Application:

During this phase Innovative Startups/SMEs will have the opportunity to submit - through the completion and transmission of the submission-form (Application Form) - the Contributions required for the evaluation of the respective Innovative Solutions (hereinafter simply Innovative Solutions) they intend to propose. The start of Phase 1 will coincide with the launch of the Initiative on 12/06/2023 and will end at 18:00 on 03/07/2023. After this date it will no longer be possible to

participate in the Initiative. All communication channels of the FS Group (social, web, etc.) as well as the communication channels of the Economic Operator will be used for the launch. The challenge will be available online at Innostation (link Innovation Initiatives), the FS Italian Group's innovation portal.

Details on how to participate are set out in articles 3 and 3.1 below.

Phase 2 – Evaluation:

During this phase the Contributions sent by the Users shall be assessed by a Jury composed of 5 (five) expert members, divided as follows:

- 4 (four) members appointed by FS SpA and its subsidiaries, internal to such companies
- 1 (one) member appointed by the economic operator

Phase 2 will end approximately 4 (four) weeks after the end of Phase 1.

The evaluations shall be carried out according to the criteria set out in Article 3.3 below.

The participants selected through this Phase 2 will enter the subsequent Phase 3.

Phase 3 – Access to the Co-Design Programme:

During Phase 3, there will be announced up to 4 (four) winners of the Initiative who will benefit from the award Co-Design Programme for Innovative Start-ups/SMEs described in Article 2.4 below.

2.4. Initiative Prize

The prize will consist in the participation of the winners of the Initiative in the Co-Design Programme for Innovative Start-ups/SMEs provided by FS SpA with the support of the economic operator (Tree).

Such Programme shall be aimed at adapting the Innovative Solutions of the winners of Phase 3 to make them more feasible with respect to the needs expressed by FS SpA and the Companies of the FS Group having competences consistent with the specifications of the challenge.

The roadmap defined by the Co-Design Programme will enable participants to have at their disposal the necessary tools to be able to dialogue with customers, institutions and the capital market. Innovative Start-ups/SMEs will be supported by the business operator (name) with mentorship activities and will be followed according to their specific needs for the duration of the Co-Design Programme.

Said Programme will take place - subject to Covid19 protocols and regulations - at the Innovation Hub FS of Catania, located in Piazza Cardinale Pappalardo, 23 - 95131 Catania, and through virtual sessions.

FS and/or its relevant subsidiaries, in accordance with and subject to the conditions set out in the applicable regulations in force, reserve the right to entrust the winner(s) with the performance of

the subsequent development and implementation phases of the Innovative Solution, provided that the winner(s) is/are in possession of the relevant subjective requirements and technical-professional and economic capacity required for such purpose. The winners therefore undertake to negotiate, in accordance with the principles of good faith and fairness, any proposals for collaboration by FS SpA relating to the Innovative Proposals awarded.

The Initiative is not subject to the regulations set forth in Presidential Decree No. 430/2001 insofar as it does not constitute a competition or prize operation, having as its object the presentation of Innovative Solutions or studies in the commercial or industrial field with the awarding of prizes representing recognition of merit, falling, therefore, within the cases of exclusion under Article 6, letter a) of the aforementioned Presidential Decree.

3. Rules for participation, grounds for exclusion and evaluation

At the time of participation, upon submission of the submission form on the Innostation platform, the User unconditionally accepts the contents of these Rules. Failure to comply, in whole or in part, with the Rules and Regulations shall result in exclusion from this Initiative and the loss of any right to any recognition.

Recipients of the Initiative, at the time of participation, shall identify a contact person with the necessary powers of representation, who shall be the User responsible for the innovative solution entered into the Platform and for communications with FS SpA and the Economic Operator (Tree). It is permitted for each User participating as the contact person of an Innovative SU/SME to submit only one innovative solution.

The submission of applications may be invalidated, resulting in exclusion from the Initiative, under the following circumstances:

- a) the subjects:
 - do not meet the requirements set out in Article 2.2 above;
 - has been involved in serious violations of obligations relating to the payment of taxes or social security contributions;
 - has been found to have committed serious breaches of safety regulations and any other obligations arising from employment relationships, as well as of environmental, social and labour law obligations;
 - is in a state of bankruptcy or composition with creditors or is the subject of proceedings for the declaration of one of these situations;
 - do not meet the requirements of good repute;
 - has committed violations of the principles of the FS Code of Ethics and/or Model 231;

- b) applications are received after the deadline provided for in Article 2.3 above;

- c) applications contain statements, contributions and/or documents partially or totally false and/or incorrect information
- d) the application contravenes the rules set out in these Rules and/or the Terms & Conditions of Use of the FSInnoStation website
- e) in case of infringement of intellectual or industrial property rights of third parties.

FS reserves the right to carry out the necessary verifications, both during the course of the Initiative and at its conclusion, regarding compliance with the specified conditions, with respect to each individual Participating User and to exclude them from the Initiative and/or to revoke the prizes awarded, if it emerges that the Participating User and/or the winners have not complied with even one of the aforementioned requirements.

To this end, FS will ask the parties concerned to provide:

- the Informative Questionnaire, duly completed, as set out in the Annex to these Rules and Regulations, within 5 calendar days of FS's request;
- copy of the Chamber of Commerce certificate extracted from the competent Register of Companies (or equivalent document in the case of foreign start-ups)
- DURC (or equivalent document in the case of foreign start-ups);
- copy of the financial statements, duly approved, for the last 3 financial years (if available), or, alternatively, another document certifying the financial reliability of the competitors.

It should be noted that the offences referred to in Article 80, paragraph 1, of Legislative Decree no. 50/2016 do not constitute grounds for exclusion from the Award where they have been decriminalised, or where they have been extinguished after the conviction, or where the conviction has been revoked, or where rehabilitation has taken place, or in the case of a conviction for a perpetual accessory penalty, when the latter has been declared extinct pursuant to Article 179, paragraph 7, of the Italian Penal Code. Persons interested in availing themselves of the causes of exemption are required to produce evidence of the aforementioned circumstances to FS.

Crimes constitute grounds for exemption when they concern even only one of the following subjects:

- a) the natural person submitting the Innovative Solution on behalf of a joint stock company, if different from the figures indicated below;
- b) in the case of a sole proprietorship, the owner, the technical director (if any)
- c) in the case of a general partnership, the partners, the technical director (if any);
- d) in the case of a limited partnership, the general partners, the technical director (if any);
- e) in the case of another type of company or consortium, the directors or alternatively the members of the management board having powers of representation; the technical director (if any); the sole shareholder, i.e. the majority shareholder.

Should the results of the verifications reveal elements potentially hindering the awarding of the Prize, FS shall initiate a discussion with the person(s) concerned in order to acquire elements

useful for the full evaluation of the circumstances detected for the purposes of the possible exclusion of the User participating in the Initiative.

3.1. How to participate

Participation in the Initiative is free of charge and is formalised through the following two steps:

a) Creation of a personal account on the FS InnoStation website to access the detailed content of the Initiative (link).

Each User guarantees that the information provided at the time of registration is true and correct. Should FS SpA ascertain that the information provided during the creation of the personal account is not true, it may exclude the User and, consequently, the Innovative Solution proposed.

b) Submission of Contributions by completing and transmitting the submission form (application form).

Each User declares - by accepting the terms and conditions of the Initiative by ticking the "I confirm" box in the aforesaid submission form - not to have any conflict of interest, not to incur in the causes of exclusion set forth in article 3 and to hold the ownership - or the related rights of use - of any Intellectual Property involved in the proposed Innovative Solution.

3.2. Participant's commitment

The Participant, unless caused by force majeure, at the time of participation undertakes to:

- guarantee participation in all events, if any, during all phases of the Initiative described in Article 2.3 above.

- In case of a winning User of the Initiative, guarantee participation in the Co-Design Programme and related events, if any, during all phases of the Programme.

The participant also undertakes to inform FS SpA, - by sending a written communication to the following email address openinnovation@fsitaliane.it - of any previous and/or ongoing relationship of the user, the partners and directors of the start-up/SME with FS SpA itself or with one of the companies controlled by or affiliated with the FS Group, and/or the Economic Operator (Tree), even if related to activities and/or projects unrelated to this Initiative. Such communication shall be made no later than the closing date of Phase 1 - Call for Application, indicated in Article 2.3 above.

3.3. Evaluation criteria and selection of innovative start-ups/SMEs

It is the Jury's intention to select Innovative Solutions that are ready to market and have a TRL level of 5 or higher.

For each Innovative Solution submitted, the members of the Jury will make an unquestionable assessment, guaranteeing impartiality and equal treatment, based on the following criteria:

- a) **Team:** The team will be evaluated in relation to previous experience, vertical competencies and complementarity of team members. Among the team members, there must be at least one female presence, as this requirement is instrumental in the pursuit of gender equality (SDG's 5).
- b) **Technology:** technology will be assessed in relation to the degree of innovation compared to the state of the art, and to the specific needs expressed in the subject matter of the Initiative (see Article 2.1).
- c) **Product/Service:** the proposed product/service will be evaluated on the basis of its compliance with the requirements expressed in the subject matter (see Article 2.1)
- d) **Traction:** The evaluation of traction will be based on evidence of interest in the Innovative Solution from the target market, customers, partnerships and existing commercial agreements.

Each aspect to be evaluated (Team, Technology, Product/Service, Traction) must be made explicit in the material to be attached to the Innovative Solution proposal to be entered on the Innostation platform. Each criterion will be evaluated by expressing a preference on a numerical scale, as indicated in the tables below:

Evaluation criteria	Evaluation range
Team	1 - 30
Technology	1 - 20
Product/Service	1 - 30
Traction	1 - 20

The Innovative Proposals selected may be a maximum of 4 (four) and shall be those of the Users who, on behalf of their respective Innovative SU/SMEs, have obtained the highest score resulting from the arithmetic mean of the evaluations expressed by each member of the Jury.

The Jury reserves the right not to select any winner if none of the Innovative Proposals evaluated obtains a minimum score of 35 (thirty-five) points.

4. Liability limitation

FS SpA accepts no responsibility for technical, hardware or software malfunctions, interruptions in network connections, failed, incorrect, inaccurate, incomplete, illegible, damaged, lost, delayed, misdirected or intercepted User registrations, or for User registrations that, for whatever reason, have not been received, electronic or other communications that have been delayed, or for other

technical problems related to the registration and uploading of content within the context of this Initiative.

FS SpA shall therefore exclude any form of reimbursement and compensation, whether partial or total, relating to any damage to property and/or persons caused by the participants in the Initiative, or by third parties, during the course of the various Phases of the same.

Participants in the Initiative accept that, in the event of changes to the rules for the management of the Covid-19 Pandemic and to the consequent containment measures adopted and adoptable, the modalities of execution of this Initiative may be subject to change.

5. Safeguard, Indemnity and Responsibility

Participants in this Initiative, guarantee that the content submitted

- do not contain material that is illicit, prohibited by law or contrary to the provisions of this Initiative;
- do not contain material that infringes the rights, positions or claims of third parties (with reference to copyright and industrial property law and other applicable laws or regulations)
- are freely and legitimately usable in compliance with the provisions of this Initiative, insofar as the participating User - as representative of an innovative SU/SME - is the owner of the rights of use of the same, or insofar as he/she has acquired the availability of the same from all the parties entitled thereto, having taken care of the integral fulfilment and/or satisfaction of the rights, also of an economic nature, due to the authors of the contents and/or of the works from which such contents are derived and/or extracted, or to other parties entitled thereto, or due for the use of the rights connected thereto pursuant to the law.

Participants in the Initiative declare that they are aware of the liability, including criminal liability, they will incur in the event of inaccuracy in the content of the projects they submit and/or in the event of false declarations concerning the requirements they possess for the purpose of participating in this Initiative, and they hereby release FS SpA from any third party claims.

6. Confidentiality and Intellectual Property

All the subjects involved, in each phase of activity under this Initiative and also after its conclusion, shall guarantee the confidentiality of the information related to the Contributions submitted by the Users.

With respect to the individual Innovative Solution proposed by each Innovative Startup/SME, all intellectual and industrial property rights relating thereto shall remain vested in the Innovative

Startup/SME of the User that submitted it, with the right for FS SpA itself or one of the subsidiaries or affiliates of the FS Group, as well as the Economic Operator (tree), to access such Innovative Proposals to enable the management of the entire Initiative, including the activities included in the Evaluation Phase.

In relation to the proposed Innovative Solution, the Innovative Startup/SME (hereinafter SU/SME) also accepts the following conditions

- a. the Innovative SU/SME must make explicit any industrial and/or intellectual property rights protecting the proposed Innovative Solution;
- b. for the protection of the Innovative Solution, the Innovative SU/SME must provide and rely autonomously on adequate legal protection and safeguards of the Innovative Solution by means of patents, trademarks, copyrights and registrations with the competent authorities;
- c. any further information transmitted by the Innovative SU/SME to the Company may in any case be protected by subsequent confidentiality agreements to be signed between the parties;
- d. if the Innovative Solution is of interest to FS and/or its Subsidiary(ies) and the latter deems it necessary to enter into a collaboration with the Innovative SU/SME for the development and/or implementation of the Innovative Solution, the Innovative SU/SME and FS and/or its Subsidiary(ies) shall agree on the regulation of the intellectual and industrial property rights arising from such development and/or implementation, including the possible commercial exploitation thereof, i.e. the payment of fair compensation.

7. Variations to the Initiative Regulations

The participating Innovative SU/SME, by entering the Innovative Solution in the Platform, accepts that at any time FS SpA may make any changes to the regulations of the Initiative. By way of example, changes may concern modifications to the duration, start and/or end of the Phases, cancellation or other specifications of the Initiative, except for the requirements for participation in the same.

FS SpA will communicate all changes via the FS InnoStation website, in the space dedicated to the specific Initiative ([link](#)). Such variations will become binding following their publication.

8. Applicable law and competent court

The application of the Initiative's Regulations shall be governed by Italian law.

Any dispute in any event concerning these Rules and Regulations (including those concerning the application, interpretation and effectiveness thereof) shall be submitted to the exclusive jurisdiction of the Court of Rome.

Any requests for clarification regarding these Rules and Regulations may be sent to: openinnovation@fsitaliane.it.

9. Annex

9.1. Questionnaire and Declarations and Guarantees

Informational Questionnaire	
Identification data	
Company/Entity name	
Registered office (city/country) Operational headquarters (if different from registered office)	
Contact (Telephone, Fax, E-mail)	
Juridical form	
Registered capital (subscribed and paid-up, where applicable)	
Date of establishment:	
No./Date Entry in the Register of Companies/Administrative and Economic News Directory	
VAT Number/Fiscal Code	
Company object	
Members of social/associative/directory bodies	
Number of employees	
Contact person (legal representative or person with powers of legal representation) Indicate name, title, nationality, date and place of birth, tax code	
Shareholder/Member Indicate name, date and place of birth, nationality, % of capital, if applicable.	

<p>Beneficial owner¹ (if different from the persons named above)</p> <p>Indicate name, date and place of birth, nationality.</p>	
Company/Body Activities	
<p>Brief description of the nature and history of the activities:</p>	
<p>Other companies (including companies belonging to the FS Italian Group) with which the contracting party has undertaken similar initiatives (<i>list of companies and related business</i>):</p>	
Declarations and Guarantees	
<p><i>(If for some of the following points there is additional or more detailed information to be provided, please indicate this on a separate sheet to be attached)</i></p>	
<p>The undersigned, in his/her capacity as legal representative, represents that he/she has read the Rules for Participation in the Initiative and declares, pursuant to and for the purposes of Articles 46 and 47 of Presidential Decree 445/2000, aware of the criminal sanctions provided for by Article 76 of the same Decree 445/2000 in the event of false declarations, the exhibition of false documents or data containing untrue information, that:</p> <p>A) the company/entity represented by him/her:</p> <ul style="list-style-type: none"> (i) has not been/is not currently or has never been the subject of investigations, proceedings or sentences/convictions by any administrative or judicial authority, in Italy and/or abroad, in relation to offences of fraud, corporate offences, money laundering, self-laundering embezzlement, extortion, extortion or bribery, trafficking in unlawful influence, or other similar criminal offences relating to offences against the public administration and property, or in any case for other offences entailing the liability of the legal person pursuant to Legislative Decree 231/2001 or equivalent foreign legislation, where applicable; (ii) has never been the subject, in Italy and/or abroad, of a suspension, proposal for suspension, prohibition or debarment in respect of the performance of the activities covered by the future agreement or relevant to participation in public tenders, nor is it currently subject to any such investigation; (iii) has never been subject to sanctions by national or international authorities, including listings by international organisations (OFAC, UN, EU, UK) to combat money laundering and terrorist financing; 	

¹ A natural person who has ultimate ownership or control of a legal entity (e.g. ultimate controlling member of a group of companies, beneficiary of a trust, trustee of a trust, beneficial owner of a notional equity interest, etc.) or who derives economic benefit from such ownership or control.

(iv) does not represent a political party, movement, committee or political or trade union organisation or members/candidates of political parties, movements, committees and trade union organisations.

B) neither he, nor the shareholders/shareholders, members of the corporate bodies/directors and technical director (if any) of the company/entity represented by him/her:

- (i) are or have been involved in circumstances that lead to the loss of requirements of honour and integrity, disqualifications or otherwise reputational issues;
- (ii) finds himself/herself/themselves in situations that may give rise to conflicts of interest or situations of incompatibility, with particular regard to marriage/relationship/cohabitation, civil union or affinity within the second degree of kinship or relationships of a personal or professional nature with FS Italiane S.p.A. and/or other Companies of the FS Italiane Group.

The undersigned further declares:

- a) that the members of the corporate bodies/management bodies, shareholders/shareholders and the technical director (if any) of the company/entity do not include members of the administration, control and supervisory bodies and/or employees of FS Italiane S.p.A. and/or Companies of the FS Italiane Group, or spouses, cohabiting partners, parties to civil unions, relatives or relatives-in-law up to the second degree of kinship of the same;
- b) the executive chairman and managing director (in the case of a joint-stock company) / the directors (in the case of a limited liability company) / the partners (in the case of a partnership)/ the persons with strategic/directorship responsibilities within the organisational structure (in all other cases) and/or their respective spouses, cohabiting partners, parties to civil unions, family members, relatives and relatives-in-law up to the second degree:
 - they are not and have not been holders of a public office, who exercise/have exercised in the last two years authoritative or negotiating powers in respect of FS Italiane S.p.A. and/or Companies of the FS Italiane Group, such as, by way of example but not limited to, the issue of concessions/licences, the assignment of public services/works, the disbursement of public funding, the performance of inspection or supervisory activities in the name of and on behalf of Authorities, including judicial authorities;
- c) that the company/entity holds all the certifications, authorisations, registrations, licences, permits, authorisations and requirements provided for by the law and regulations of the country for the implementation of the specific initiative;
- d) to have read the Company's Code of Ethics available on the website www.fsitaliane.it and of which he may request a hard copy at any time, which is an integral part of the Organisation, Management and Control Model pursuant to Legislative Decree no. 231/2001 of the Company, to have fully understood its contents and purposes and to be obliged to fully comply with them;
- e) to have read the Organisational, Management and Control Model pursuant to Legislative Decree no. 231/2001, as amended and supplemented, of FS Italiane S.p.A., available at the following Internet address: <http://www.fsitaliane.it> in the section "The Group" subsection "Ethics, Compliance and Integrity", and to have fully understood its contents and purposes and to be obliged to fully comply with them;
- f) the absence of the following causes preventing participation in the Initiative, as provided for and described in detail in the Rules:
 - serious violations of obligations relating to the payment of taxes and duties or of social security contributions
 - commission of serious violations of safety regulations and any other obligations arising from employment relationships, as well as of environmental, social and labour law obligations
 - state of bankruptcy or composition with creditors or the existence of ongoing proceedings for the declaration of one of these situations;
 - violations of the principles of FS's Code of Ethics and/or Model 231;

- failure to meet the requirements set out in Article 2.2 of the Rules of the Initiative;
 - submission of submission forms containing statements, contributions and/or documents containing partially or totally false and/or incorrect information;
 - submission of submission forms in breach of the rules set out in these Rules and/or in the Terms & Conditions of use of the FSInnoStation website;
 - submission forms that infringe the intellectual or industrial property rights of third parties;
- g) that neither the company/entity, nor its shareholders/directors/general managers are linked, for any reason whatsoever, to companies competing with FS Italiane S.p.A. and/or companies of the FS Italiane Group (e.g. controlling or unlimited partners in competing companies, carrying out a competing activity on their own behalf or on behalf of third parties, holding the office of director or general manager in competing companies);
- h) the absence of other situations that may give rise to conflicts of interest, as defined in the Rules of Participation.

DATA PROTECTION POLICY

(Pursuant to Articles 13 and 14 of European Regulation No. 679/2016)

Ferrovie dello Stato Italiane S.p.A. hereby informs you that it will process the personal data acquired through the declarations made in person by the data subject or by the legal representative or person with powers of legal representation of the Company in order to carry out checks, also of a reputational nature, for the purposes of participation in the innovation initiative.

Before acquiring personal data, Ferrovie dello Stato Italiane S.p.A. invites you to carefully read and take note of the information note on the protection of personal data.

Data Controller and DPO

Ferrovie dello Stato Italiane S.p.A., the Data Controller, with registered office in Rome, Piazza della Croce Rossa n.1, represented by the Chief Executive Officer *pro-tempore*, can be contacted at the e-mail address [**openinnovation@fsitaliane.it**](mailto:openinnovation@fsitaliane.it).

The **Data Protection Officer** can be contacted at the e-mail address [**protezionedati@fsitaliane.it**](mailto:protezionedati@fsitaliane.it).

Types of personal data

The personal data collected, referring to the natural persons indicated in this Questionnaire and to any further subjects present in the corporate composition and ownership structure, will be processed by computer and paper supports in such a way as to guarantee suitable security and confidentiality measures, and exclusively within the scope of the proceedings for which the declarations are made.

Finally, personal data may also be acquired by other **autonomous Data Controllers**, such as database *provider* companies for *reputational due diligence* activities.

Purpose of Processing

The data we ask you to provide will be processed for the following **purposes**:

- a. verification of potential conflicts of interest/incompatibility/correlation (Legal Basis: Legitimate Interest);
- b. checks of a reputational nature for the purposes of identifying and preventing any risks of corruption or improper influence, compliance risks, including those linked to national and international sanctions regimes, and risks - offences pursuant to Legislative Decree no. 231/2001, including in the implementation of the Group's internal regulations (Legal Basis: Legitimate Interest).

The provision of the data necessary for the pursuit of the purposes set out in points a) and b) is of a "mandatory" nature and any refusal to provide such data will make it impossible for Ferrovie dello Stato Italiane S.p.A. to carry out the necessary activities.

Data recipients

For the pursuit of the aforementioned purposes, personal data shall only be processed by persons, expressly authorised by Ferrovie dello Stato Italiane S.p.A., who, within the same, have a need to do so due to the task performed or the hierarchical position held. Such persons shall be duly instructed in order to avoid loss, access to the data by unauthorised persons or unauthorised processing of the data.

In addition, the data may be used by the following categories of parties who carry out instrumental activities on behalf of Ferrovie dello Stato Italiane S.p.A.: (i) consultants and/or law firms providing consultancy support for *due diligence* activities; (ii) service companies (including IT companies). These companies act as **Data Processors**, on behalf of Ferrovie dello Stato Italiane S.p.A., and have signed a specific contract that regulates in detail the processing entrusted to them and their data protection obligations.

Finally, personal data may also be transmitted to other **autonomous Data Controllers**, such as companies that carry out independent *due diligence* activities.

The updated list of data recipients is available by requesting it from the e-mail address protezionedati@fsitaliane.it.

Data Dissemination

Personal data will never be published, displayed or made available/consulted by unspecified persons.

Data storage

The personal data provided and collected will be processed only for the period of time necessary to pursue the above-mentioned purpose and in any case for a period of time not exceeding 3 years for the purpose of tracing the internal decision-making process, unless further retention periods are provided for by law in order to assert or defend a right in the competent fora (judicial and administrative).

Rights of Interested Parties

EU Regulation 2016/679 (Articles 15 to 23) grants data subjects the exercise of specific rights. In particular, in relation to the processing of your personal data, you have the right to ask Ferrovie dello Stato Italiane S.p.A. for access, rectification, deletion, restriction, opposition and portability; you may also lodge a complaint, against the Supervisory Authority, which in Italy is the Guarantor for the Protection of Personal Data.

You may exercise your rights at any time by sending a request to Ferrovie dello Stato Italiane S.p.A. by contacting the DPO at the e-mail address protezionedati@fsitaliane.it.

Other relevant information

I acknowledge that the Company shall fully rely on the above information in deciding whether or not to enter into a contract or other legal relationship and that any false or misleading information provided shall constitute grounds for immediate termination of the contract, should it be entered into.

I therefore undertake, for the entire duration of the initiative, including the execution of payments

- to provide, at the request of the Company, any useful documentation to prove the content of the information contained in these declarations;
- to promptly communicate any change in the information subject of the above declarations.

The undersigned declares that he/she has read the information on the protection of personal data and that he/she has duly informed, with regard to the data transmitted, the subjects to whom the personal data reported in this Questionnaire refer, pursuant to Articles 13 and 14 of EU Regulation 2016/679.

Signature (legal representative or person with powers of legal representation) NB: Declarations must be digitally signed	
Name and Surname	
Qualification	
<i>Please enclose your identity document and the document certifying your authority</i>	
Date	