

INTERNATIONAL COMMERCIALISATION OF AUDIOVISUAL RIGHTS OF THE SPANISH FOOTBALL LEAGUE

REQUEST FOR OFFERS – QUESTIONS & ANSWERS

Belgium & Luxembourg

LALIGA provides below the answers to the questions received in relation to the Request for Offers (RFO) in Belgium & Luxembourg published on LALIGA's website¹ on **4 March 2025**.

- 1. Could you please clarify the reasoning behind a minimum broadcast obligation of a LALIGA Second Division match each weekend, along with the highlights magazine? Please elaborate on the purpose of this clause, and how set in stone it exactly is.**

Please note that, in accordance with Section 2.8 of the RFO, the Successful Bidder will be required to transmit at least one (1) match in full length on a live basis per each match round of the Second Division, and the Support Program "LALIGA Second Division Highlights" for each match round. This measure aims to enhance the visibility and value of our competition worldwide, including Belgium.

Additionally, please note that there are no extra costs if the Successful Bidder (i) selects the matches included in the "multi" package (four (4) matches per round) and (ii) receives them via satellite. Four (4) matches per round are available on European satellite at no charge. However, any additional matches or alternative delivery methods will incur extra costs.

- 2. Even though we clarified that a scenario for exclusive LALIGA rights is very unlikely, and a set up where LALIGA combines other non-exclusive parties could potentially a viable set-up this option is not available. Could you please elaborate on the reasoning behind this decision?**

LALIGA expects bidders to submit a Bid on an exclusive basis only.

- 3. Do we interpret the tender correctly if we assume that we can make a bid for Belgium - Flemish/Dutch language only? (e.g. only Flanders and not Wallonia – also: how about Brussels)**

LALIGA is intending to grant all the official languages of Belgium (for all Licensed Rights) and English for LALIGATV. However, LALIGA is happy to consider additional languages, if appropriate. Please indicate them in the additional remarks of your Bid.

¹ <https://www.laliga.com/en-ES/audiovisual-rights/international-rights>.

4. **Do we interpret the tender correctly if we assume that - in case we were to obtain the Belgian rights exclusively – we would be completely free to sub-license or wholesale to any number of parties and combinations within the territory, without limitations?**

Your interpretation is correct. Please note that LALIGA will positively consider and thereafter pre-approve any sub-licensing plan, which you are welcome to include in your additional remarks.

5. **The Bidder exclusively works with Parental Company Guarantees and not with Bank guarantees. This has been accepted by e.g. UEFA, Premier League, F1, etc. Would this be an issue for LALIGA?**

Please note that, in accordance to the Section 3.1 of the RFO, LALIGA expects all Bidders to submit a proposal of bank guarantee. However, should you decide to propose a Parental Company Guarantee, please indicate it in your additional remarks in your Bid, for LALIGA's assessment, by including all necessary documentation of such Parental Company (relevant audited financial statements, corporate identification, etc.).

6. **Is a more detailed list of security requirements (audiovisual fraud) available? (allowed suppliers, version numbers, etc.). The Bidder (and its parent company) generally does not allow audits of their systems, but is willing to go as far away as to prove which systems are in place. What is LALIGA's view on this?**

Please note that combating audiovisual fraud and maintaining close collaboration with licensees worldwide is a critical priority for LALIGA. Therefore, we request that you outline your strategy for protecting the Licensed Rights if you are awarded as the Successful Bidder. LALIGA expects results and commitments that meet or exceed the standards indicated in Section 5.2 of the RFO.