Invitation to market dialogue in connection with the tenders for Odense Letbane Stage 2

Dear suppliers

Odense Letbane hereby invites interested suppliers to a market dialogue ahead of the upcoming tenders in connection with the construction of Stage 2. This letter provides information about the project, the expected tenders and the market dialogue process.

The market dialogue consists of three steps: a joint virtual information meeting on 11 November 2026, written responses to selected questions and 1:1 dialogue meetings in weeks 47–50. The process and the key deadlines are set out in the timeline in section 4.

1. Purpose and terms

1.1 Purpose

With Stage 2, Odense Letbane wants to create a single, coherent light rail system that is simple to operate and maintain, covering traffic operations, infrastructure, systems and rolling stock. The experiences from Stage 1 will be turned into better solutions, so that we avoid repeating the challenges and errors that occurred then. At the same time, Odense Letbane further wants strong collaboration with the market throughout the project, along with genuine influence over the choice of solutions.

As part of the preparations for the tenders and construction of Stage 2, Odense Letbane is now inviting the market to a dialogue in order to inform potential suppliers about the project and gather input on how the tenders and the tender material should be structured. Odense Letbane would like suppliers to respond in writing to a number of selected questions that are considered relevant for the upcoming tenders – both collectively and individually – and also gives suppliers the opportunity to share relevant experience from comparable projects.

1.2 Voluntary and non-binding participation

This invitation letter is solely an announcement of the expected upcoming tenders. There is no obligation to respond to the enquiry, take part in the market dialogue or express interest in the upcoming tenders.

All dialogues and discussions during the market dialogue are informal in nature. All oral and written statements are therefore subject to the reservation that they may change before the final tender.

1.3 Equal treatment and transparency

To ensure equal treatment and transparency, the material from the market dialogue will form part of the upcoming tender. Questions and answers that Odense Letbane considers to be of general interest will also be published in anonymised form (see section 8).

2. Presentation of the project

2.1 Background

In 2008, the Odense City Council made a decision to establish a light rail as part of "Kvarterplan by-havn" (the city–harbour neighbourhood plan), and in 2011 the decision to build Stage 1 followed. The aim was to create a coherent, high-class transport system that could connect the city's large urban development projects as an H consisting of Stage 1 and 2 and support the development of Odense.

Stage 1 is a 14.2 km line between Tarup in north-west Odense and Hjallese in the south-east. The line runs through Odense city centre and has 26 stations along the way. Stage 1 opened in May 2022.

In 2016, the City Council decided to initiate studies for a possible Stage 2, and in the same year investments were made in infrastructure to prepare possible extensions to areas of Odense that could also be served by the light rail.

Odense Letbane presented a feasibility report in May 2021, and in 2024 the basis for the decision was updated on the basis of operating experience from Stage 1 and an updated estimate of construction costs.

In September 2024, a majority of the City Council decided to initiate the establishment of Stage 2, and in March 2025 the City Council appointed Odense Letbane as the company responsible for constructing Stage 2.

2.2 Stage 2 – alignment and stations

Stage 2 is the second half of the H and runs from Seden in north-east Odense to Sukkerkogeriet in the city centre. The alignment of the current Stage 1 (14.2 km) and the planned Stage 2 is illustrated in Figure 1.



Figure 1: Alignment of Stage 1 and planned alignment of Stage 2

Stage 2 comprises:

- a 4.9 km section from Korsløkke station through Vollsmose to Seden
- a short new section of track between Vesterbro and Sukkerkogeriet
- eight new stations: five in Fremtidens Vollsmose, the terminus stations at Seden and Sukkerkogeriet, and a station at Vor Frelser Kirke on Ejbygade
- an extension of Korsløkke station so that it connects to Stage 1
- reserved land for a "sleeping" station, which can be established later, at the Vollsmose Allé/Kertemindevej junction

2.3 Operating concept and finances

In June 2026, Odense Letbane presented a proposal for an operating concept with a 10-minute frequency on line 2 on weekdays during the daytime and more frequent service on line 1, from 7.5 minutes to 6 minutes. At the same time, recommendations were put forward for the procurement of light rail vehicles for the increased traffic. In the 2027 budget agreement, the parties to the agreement agreed to allocate DKK 1.2 billion to investment in the operating concept for Fremtidens Letbane.

In the updated decision basis from September 2024, the construction cost estimate is stated as DKK 1,777 million, split between DKK 695 million from the State and DKK 1,082 million from Odense Municipality. An add-on catalogue of DKK 60 million for upgrading urban spaces, squares and stations has also been adopted in the municipality's 2027 budget agreement.

The total investment in Stage 2 thus amounts to DKK 3 billion.

2.4 Construction works

Stage 2 will be built in parallel with the urban transformation of Vollsmose. The two projects have many shared interfaces, and Fremtidens Vollsmose, Odense Municipality and Odense Letbane therefore cooperate closely on, among other things, construction logistics.

In 2018, the Danish Parliament decided to transform Vollsmose into a more mixed district. Since 2023, Arealudviklingsselskabet (the area development company) has worked on the plans, and the first private construction projects are now under way. The goal is that the share of social housing will be no more than 40% in 2030, and the overall plan is expected to be completed in 2032.

Experience from Stage 1 is being incorporated into the early planning of Stage 2, for which the earliest expected commissioning is in 2032.

2.5 Ambition and mission

With Stage 2, Odense Letbane's ambition is to support one shared light rail, where Stage 2 is fully integrated with the existing light rail and delivers on Odense Municipality's long-term urban development.

Stage 2 must be a natural part of the light rail that Odense already knows. When Stage 2 opens, passengers should experience one unified and integrated light rail that runs safely, reliably and to a high standard of quality. At the same time, the light rail is an investment in a future that connects districts and supports development along the line, not least in Vollsmose. Odense Letbane will build on the experience from Stage 1, work closely with suppliers and partners, and take into account the continuous operation of Stage 1, neighbours and surroundings during the construction period.

2.6 Further information

- Feasibility report, Odense Letbane Stage 2, May 2021: https://www.odenseletbane.dk/media/tyonlyod/udredningsrapport-odense-letbane-maj-2021-1.pdf (in Danish)
- Status of Stage 2: https://www.odenseletbane.dk/alt-om-letbanen/letbanens-etape-2 (in Danish)
- Proposal for Fremtidens Letbane: https://www.odenseletbane.dk/nyheder/forslag-til-fremtidens-letbane (in Danish)
- Decision basis for Stage 2 from September 2024: https://www.odenseletbane.dk/media/04ujwfjg/opdateret-beslutningsgrundlag-etape-2-sep-24.pdf (in Danish)
- Fremtidens Vollsmose: www.fremtidensvollsmose.dk (in Danish)

3. The upcoming tenders

3.1 Advisor tender

In connection with Stage 2, Odense Letbane will conduct a tender for technical advisory services. The advisor's task will be to assist Odense Letbane with the design of Stage 2. The tender is expected to be published in early 2027 and will be conducted in accordance with the rules of the Utilities Directive (2014/25/EU), as implemented by Executive Order No. 1078 of 29 June 2022.

3.2 Possible procurement scenarios

Odense Letbane is considering dividing the overall procurement into several contracts, which may comprise technical advisory services, construction works, rolling stock, and operation and maintenance. Odense Letbane has therefore prepared four separate procurement scenarios, each describing a strategy for dividing the overall procurement into different combinations. The procurement scenarios are described in Appendix B.

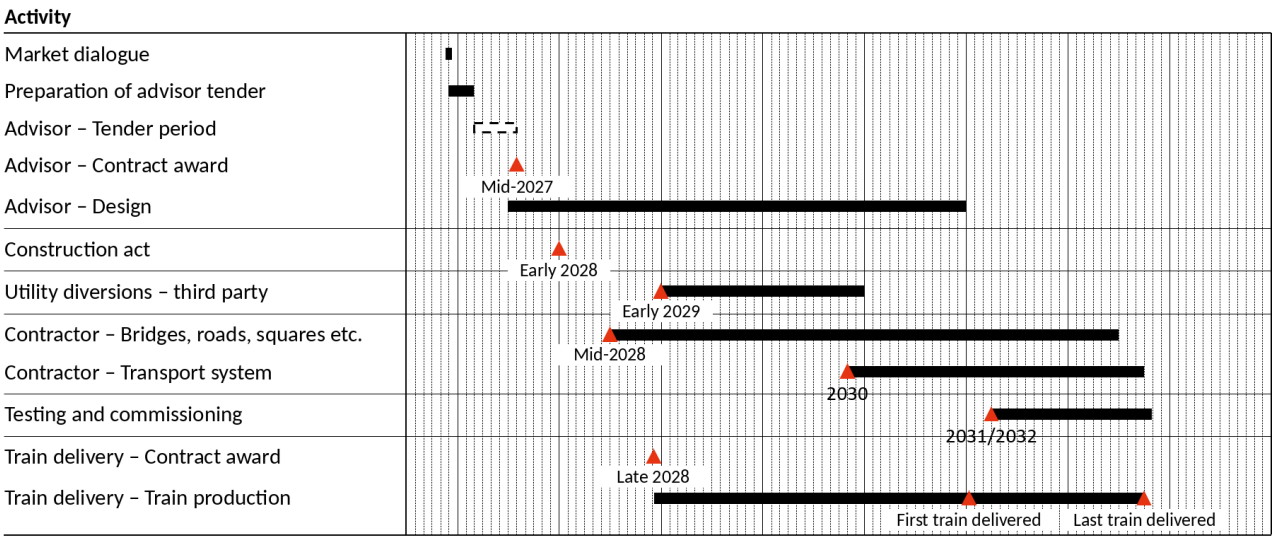
3.3 Preliminary timeline for tenders and project

Odense Letbane has prepared a preliminary timeline for the implementation of Stage 2. The timeline is indicative and may be adjusted as the project planning progresses and on the basis of the input received through the market dialogue.

The timeline is provisionally based on the following expected start dates and durations:

- **Technical advisory services:** Contract award expected in Q3 2027, followed by the start of the design work. The overall design period is expected to last approx. 36-48 months.
- **Utility diversions:** Expected start in 2029 with an estimated execution period of approx. 12-24 months.
- **Construction works (bridges, roads, squares, etc.):** Expected start in 2028 with an estimated execution period of approx. 48-60 months.
- **Construction of the transport system:** Expected start in 2030 with an estimated execution period of approx. 24-36 months.

- **Train delivery:** Contract award expected in Q4 2028, followed by production and delivery of the trains.



3.4 Tender language

Odense Letbane is currently considering conducting the upcoming tenders in English, with the option of submitting tenders in both English and Danish. The final decision on the language to be used in the tenders and in the contracts will be informed, among other things, by suppliers' written responses to the questions sent out in connection with the market dialogue.

3.5 System description

A system description is enclosed as Appendix C, describing in more detail the existing monitoring and operating system that supports Stage 1.

4. Market dialogue process and timeline

4.1 Process

The market dialogue is conducted in three steps, which are described in sections 5–7:

- **Step 1 – Virtual information meeting:** A joint meeting for all interested suppliers, at which the Stage 2 project, the expected advisory task, construction tasks and train procurement, as well as the framework for Stage 2, are presented.
- **Step 2 – Receipt of written responses from suppliers:** Suppliers' responses to selected questions from Odense Letbane.
- **Odense Letbane notifies the selected suppliers of the date and time of the dialogue meetings**
- **Step 3 – 1:1 dialogue meetings:** Individual meetings with selected suppliers, at which the written responses are discussed.

4.2 Timeline

The expected timeline for the market dialogue is as follows:

Date and time	Activity
2 November 2026	Issue of invitation letter
9 November 2026, 16:00	Deadline for registration for the virtual information meeting
11 November 2026, 09:30–11:30	Virtual information meeting
17 November 2026, 16:00	Deadline for the supplier's written response and for registration for the 1:1 dialogue meeting
17–19 November 2026	Odense Letbane informs the selected suppliers of the date and time for participation in 1:1 dialogue meetings
Weeks 47–50 20 Nov. – 10 Dec. 2026	1:1 dialogue meetings
18 December 2026	Expected conclusion of the market dialogue

Odense Letbane reserves the right to change the above timeline.

5. Step 1: Joint virtual information meeting

Odense Letbane offers all interested suppliers the opportunity to take part in a joint virtual information meeting.

Time	**Wednesday 11 November 2026, 09:30–11:30**
Venue	Online via Microsoft Teams
Language	The meeting will be held in English, and the material presented (PowerPoint slides) is likewise in English
Participants from Odense Letbane	Varun Sivapalan (Construction Director – Stage 2, Odense Letbane) Martin Haselbach (Head of Infrastructure - Stage 2, Odense Letbane) Søren Thrane (Head of Operations and Maintenance - Odense Letbane) In addition, other resources within specific areas of expertise will attend.
Minimum representation from the supplier's organisation	A maximum of three people from the supplier's organisation may register.

5.1 Content and format

The meeting will present the Stage 2 project, the expected advisory task, construction tasks and train deliveries, as well as the expected framework for the upcoming Stage 2. The information meeting is solely a market briefing. Questions may be asked at the meeting, and questions and answers of general relevance will subsequently be published in anonymised form (see section 8).

The preliminary agenda for the information meeting is:

- Welcome and introduction
- Ambition and mission
- Legal framework for the market dialogue
- Presentation of the organisation behind Stage 2
- Odense Letbane, Stage 1
- Stage 2 – scope and status
- Overall timeline
- The market dialogue
- Questions from participants

5.2 Registration

Suppliers wishing to take part should register by e-mail to etape2@odenseletbane.dk no later than **Monday 9 November 2026 at 16:00**. The registration must include:

- confirmation of attendance at the information meeting
- number of participants
- full name, title and e-mail address of each participant

6. Step 2: Written responses to questions

Deadline	**Tuesday 17 November 2026, 16:00**
Response form	Appendix A "Supplier's response form"
Submit to	etape2@odenseletbane.dk

6.1 Questions and response form

Odense Letbane would like the market's written responses to a number of selected questions that are considered relevant for the upcoming tenders – both collectively and individually. The questions are set out in Appendix A. Suppliers wishing to answer the questions complete Appendix A "Supplier's response form" and submit it before the deadline.

6.2 Scope of the response

It is not a requirement that all questions are answered. The response should focus on the topics where the supplier considers that it can contribute relevant market insight, and which are relevant to the role the supplier expects to play in the upcoming tenders.

When completing the Supplier's response form, the supplier may indicate if a comment or answer contains information that the supplier considers to be trade secrets. The response form is used to mark which parts of the material constitute confidential information.

6.3 Further processing

After the deadline, Odense Letbane will review the responses received and, on that basis, invite selected suppliers to individual dialogue meetings (see section 7).

7. Step 3: 1:1 dialogue meetings

Odense Letbane offers selected interested suppliers a 1:1 dialogue meeting.

Duration	2 hours
Period	Weeks 47–50 (20 November – 10 December 2026)
Venue	In person at Odense Letbane, **Skibhusvej 52B, 5000 Odense**
Language	English or Danish
Registration deadline	**Tuesday 17 November 2026, 16:00**
Register to	etape2@odenseletbane.dk
Participants from Odense Letbane	Varun Sivapalan (Construction Director – Stage 2, Odense Letbane) Martin Haselbach (Head of Infrastructure - Stage 2, Odense Letbane) Søren Thrane (Head of Operations and Maintenance - Odense Letbane) In addition, relevant resources within the relevant areas of expertise will attend as needed.
Minimum representation from the supplier's organisation	Relevant representatives, e.g. a project manager, bid manager or equivalent, who have the necessary knowledge of the topics set out in Appendix A. To ensure a focused and efficient dialogue, a maximum of four people per supplier may attend in person. However, additional relevant specialists and technical experts may attend virtually as needed, in addition to the 4 people who are physically present.

7.1 Purpose and prerequisites

The purpose of the dialogue meeting is to discuss the supplier's written response to Odense Letbane's questions. The meetings are based primarily on the individual supplier's written input and provide an opportunity to elaborate on and discuss the matters considered particularly relevant.

It is a prerequisite for participation in a dialogue meeting that the supplier has submitted a written response to Odense Letbane's questions on time.

7.2 Registration

Suppliers wishing to have a 1:1 dialogue meeting send an e-mail to etape2@odenseletbane.dk together with the written response, with the following information:

- a request for two possible dates and time slots from the overview in section 7.4
- the number of participants, stating full name, title and e-mail address
- the preferred language for the meeting (English or Danish)
- any participants wishing to attend virtually, e.g. via Microsoft Teams

7.3 Selection and confirmation

Odense Letbane cannot guarantee that all suppliers that submit a written response will be invited to a dialogue meeting. If it proves necessary for reasons of time or logistics, Odense Letbane reserves the right to make a selection among the suppliers whose responses are considered relevant for the further dialogue.

By 17–19 November 2026 at the latest, Odense Letbane will inform all suppliers whether they have been selected to take part in a 1:1 dialogue meeting. The selected suppliers will at the same time receive final confirmation of the date, time and venue by e-mail.

7.4 Possible times

The dialogue meetings are expected to be held within the time slots below. All dates are in 2026.

Wk.	Date	Time slot 1	Time slot 2	Time slot 3
47	Friday 20 November	10:00–12:00	13:00–15:00	
48	Monday 23 November		10:00–12:00	13:00–15:00
48	Tuesday 24 November	09:00–11:00	12:00–14:00	15:00–17:00
48	Wednesday 25 November	09:00–11:00	12:00–14:00	15:00–17:00
48	Thursday 26 November	09:00–11:00	12:00–14:00	15:00–17:00
48	Friday 27 November	09:00–11:00	12:00–14:00	
49	Monday 30 November	09:00–11:00	12:00–14:00	15:00–17:00
49	Tuesday 1 December	09:00–11:00	12:00–14:00	15:00–17:00
49	Thursday 3 December	09:00–11:00	12:00–14:00	15:00–17:00
49	Friday 4 December	09:00–11:00	12:00–14:00	
50	Monday 7 December	09:00–11:00	12:00–14:00	15:00–17:00
50	Tuesday 8 December	09:00–11:00	12:00–14:00	15:00–17:00
50	Thursday 10 December	09:00–11:00	12:00–14:00	15:00–17:00

8. Conclusion of the market dialogue

8.1 Publication of questions and answers and summary of the market dialogue

Questions and answers from the information meeting and the dialogue meetings that Odense Letbane considers relevant for the general supplier field will be anonymised and published in writing. After the dialogue meetings, Odense Letbane will prepare a consolidated, anonymised overview of questions and answers of general relevance. In addition, Odense Letbane will prepare an overall summary of the market dialogue, in which suppliers' input is included in anonymised form. Each supplier will also receive minutes of its own dialogue meeting.

8.2 Next steps

The market dialogue is expected to conclude on 18 December 2026. The tender for technical advisory services is expected to be published in early 2027 (see section 3.1).

We hope that the above is of interest to you, and we look forward to a good market dialogue.

Kind regards
Varun Sivapalan
Construction Director – Stage 2, Odense Letbane

Appendices

- Appendix A: Supplier's response form
- Appendix B: Procurement scenarios
- Appendix C: System description