

**SUBJECT:** Procurement of natural gas for period 01.01.2023 – 30.04.2023

15.12.2022 Skopje

Dear Sir / Madam,

On the basis of Article 23 of the Law on Public Procurement (Official Gazette 24/19), "ESM Prodazba DOOEL" submits:

**Request for offer No.04-2022 for the conclusion of a framework agreement for the purchase of natural gas for the period January - April 2023**

**1. GENERAL PROVISIONS**

1.1 Contracting authority according to request for offer No.04-2022 is "ESM Prodazba DOOEL" with its registered office at "11 Oktomvri" Street, No. 9, Skopje.

1.2 The subject of the procurement is: natural gas for the requirements of the DHP "East" and DHP "West" in the City of Skopje, N.Macedonia.

**2. SCOPE OF THE PROCUREMENT**

2.1 The quantities for the purchase are:

**OPTION 1:** (minimum amounts of natural gas required for DHP East and DHP West - in the case when the cogeneration power plant TE-TO AD Skopje supplies thermal energy): 10,465,821 Nm<sup>3</sup>, i.e. 99,948,590.55 kWh shown by month for the specified period in the following table :

Month	Natural gas Nm <sup>3</sup>	Natural gas kWh
01-2023	5.836.595	55.739.482,25
02-2023	1.966.165	18.776.875,75
03-2023	1.763.061	16.837.232,55
04-2023	900.000	8.595.000,00
Total	<b>10.465.821</b>	<b>99.948.590,55</b>

**OPTION 2:** Option 2 (maximum quantities of natural gas required for the DHP East and DHP West - in the case when the cogeneration power plant TE-TO AD Skopje does not deliver thermal energy): 34,279,613 Nm<sup>3</sup>, i.e. 327,370,304.15 kWh shown by months for the specified period in the following table:

Month	Natural gas Nm <sup>3</sup>	Natural gas kWh
01-2023	12.548.464	119.837.831,20
02-2023	10.092.417	96.382.582,35
03-2023	9.384.339	89.620.437,45
04-2023	2.254.393	21.529.453,15
Total	<b>34.279.613</b>	<b>327.370.304,15</b>

**Note 1:** On the basis of this request for offer, an offer is submitted only for the documents specified in point 3 of this request. An offer with prices is submitted after signing a framework agreement, and after submitting an Individual Request for Offer Submission (IROS). The price offer is to be submitted in units of measurement kWh and/or Nm<sup>3</sup>. If the offer is submitted only in measurement units Nm<sup>3</sup>, the natural gas must be of the following quality:

- Methane (CH<sub>4</sub>).....min. 85%
- Ethan (C<sub>2</sub>H<sub>6</sub>).....min. 7%
- Propane (C<sub>3</sub>H<sub>8</sub>), Butane (C<sub>4</sub>H<sub>10</sub>) and heavier Hydrocarbons.....max. 6%
- Inert gases Nitrogen (N<sub>2</sub> + CO<sub>2</sub>).....max. 7%
- Carbon dioxide (CO<sub>2</sub>).....max. 2,5%
- Oxygen (O<sub>2</sub>).....max. 0,001%
- Total Sulphur.....max. 30 (mg/m<sup>3</sup>)
- Hydrogen sulphide (H<sub>2</sub>S).....max. 5 (mg/m<sup>3</sup>)
- (RHS).....max. 6 (mg/m<sup>3</sup>)

Upper calorific value Hg, kWh/m<sup>3</sup> – min.10,28 / max.12,75

Lower calorific value Hd, kWh/m<sup>3</sup> – min.9,25 / max. 11,47

\*The values refer to a natural gas volume of 1 Nm<sup>3</sup> at a pressure of 1.01325 bar and a temperature of 20°C.

If the offer is submitted in kWh, a confirmation that the natural gas is of quality within the defined limits must also be submitted.

### 3. CONTENTS OF THE OFFER

3.1 The offer should contain the name, address and registered office of the offeror;

3.2 Technical characteristics of natural gas (quality certificate);

3.3 The country of origin of the natural gas;

3.4 Terms of payment;

3.5 License for trade / supply of natural gas in the Republic of North Macedonia;

- 3.6 Agreement with the operator of the natural gas transmission system, GA-MA AD Skopje, for capacity lease, for transmission of natural gas;
- 3.7 A statement from the Offeror's responsible person that you are able to provide the required quantities of natural gas for the period (Statement of the ability to perform the subject of the procurement) – **Appendix I** to the this request;
- 3.8 A copy of the Agreement, Statement, Written Approval or other appropriate document that can be used to confirm that you have permission from the natural gas producer to dispose of the quantities and are able to trade with them;
- 3.9 Company registration (an official document for the company's registered main business activity);
- 3.10 Method of security – guarantee, if an advance payment is required;
- 3.11 Reference list of executed contracts for the delivery of natural gas, in the last 3 (three) years, with attached confirmations from the principals for executed contracts for the corresponding period.
- 3.12 Each Offeror or group of offerors submits only one offer without variants. Submitted multiple offers and offers in variants are eliminated. No alternative offer is permitted.
- 3.13 Offerors shall bear all costs associated with the preparation and submission of their offer, and the Contracting Authority shall in no event be responsible or liable for these costs.

#### **4. EVALUATION AND QUALIFICATION BEFORE CONCLUSION OF A FRAMEWORK AGREEMENT**

After the submission of the documents by the offeror, which are specified in point 3 of this request, a check is made to see if the submitted documents are valid, and whether they were issued by the relevant competent authorities of the Republic of North Macedonia (for those documents for which the institutions of Republic of North Macedonia are authorized). After the inspection, the Offeror is informed about the completeness of the documentation and is invited to conclude a Framework Agreement with which he can participate in the supply of natural gas for the specified period. Otherwise, if the documentation submitted by the Offeror is not complete, will be informed about the shortcomings, and the qualification process will continue until the completion of the specified documents, but no later than 20.12.2022.

#### **5. CONCLUSION OF INDIVIDUAL AGREEMENTS FOR SUPPLY OF NATURAL GAS**

All qualified offerors will receive an Individual Request for Offer Submission (IROS) that will contain instructions and rules for submitting an Offer. By submitting the Offer, the Offeror fully accepts the rules defined in the IROS, and undertakes to act according to them, until the completion of the procedure of signing an Individual Agreement.

## 6. DEADLINES

All interested offerors are required to submit the documentation specified in point 3 of this request, no later than 20.12.2022.

Framework agreements will be concluded with the qualified offerors no later than 23.12.2022.

IROS for the required quantities for the month of January 2023 will be delivered to all qualified offerors, no later than 26.12.2022.

**Note 2: With the qualified Offerors based on the submitted documentation from point 3 of this request, framework contracts will be concluded for the quantities of both options from point 2 of this request. The contracting authority reserves the right when submitting the Individual Requests for Offers Submission (IROS) to request any quantity in the interval minimum - maximum, for the corresponding month. An individual contract with the selected supplier will be concluded for the quantity stated in the IROS.**

**Note 3: The amounts of natural gas are indicative, that is, they change according to the external conditions. In case that larger quantities are needed, an Annex to the Individual Agreement will be concluded, at the offered price, and in case of less consumed quantities, we have no obligation to pay for the unconsumed quantities.**

**Note 4: All costs resulting from the regulated activity of natural gas transmission should be shown separately.**

**Note 5: The quantities must be delivered to the Measurement Regulation Station in DHP "East" and the Measurement Regulation Station in DHP "West" in the City of Skopje.**

Offers are to be submitted in one of the following ways:

- Scanned originals certified, stamped, signed by an authorized person of the company, to the following e-mail address: [esmprodazba-toplina@elem.com.mk](mailto:esmprodazba-toplina@elem.com.mk)
- Original offers in hard copy, delivered to the archive department of ESM Prodazba DOOEL Skopje, 9 11th Oktomvri Street, 1000 Skopje
- Electronically signed offers by an authorized person of the company, to the following e-mail address: [esmprodazba-toplina@elem.com.mk](mailto:esmprodazba-toplina@elem.com.mk)

ESM PRODAZBA DOOEL

Mr.Zlatko Piperkoski  
General Manager

