



Under Article 23 paragraph 10 of the Law on Public Procurement (Official Gazette 24/19)
ESM Proizvodstvo na toplina DOOEL Skopje announces:

PUBLIC CALL No.06-2025
for collecting bids for group procurement of natural gas

1. GENERAL PROVISIONS

1.1 The contracting authorities according to Public Call No.06-2025 are:

- ESM Proizvodstvo na toplina DOOEL Skopje, with headquarters at Todor Aleksandrov Street No. 6, Gazi Baba, City of Skopje EIC code 70X000000005EPTQ, group procurement holder
- AD ESM Podruznica Energetika Skopje, with headquarters at 16-th Makedonska brigada Street, No.18, Gazi Baba, City of Skopje, EIC code 33XADELEMSKOPJEI.

1.2 The subject of the purchase is natural gas with the following technical characteristics:

Chemical composition, mol %

Methane (C1)	minimum 75
Nitrogen (N2)	maximum 6
Carbon dioxide (CO2)	maximum 3

Gross (upper) caloric value

Maximum 13.67 kWh/m³

Minimum 10.17 kWh/m³

Wobbe Index

Maximum 16.33 kWh/m³

Minimum 13.07 kWh/m³

Water dew point

Not higher than minus 8 degrees Celsius at a pressure of 39.2 barg

Natural gas temperature

from +0° C to +50°C

The above reference conditions for temperature, pressure and humidity, to be used for natural gas measurements and calculations, are 273.15 K (=0 °C) and 101.325 kPa (=1.01325 bar (absolute) for true dry gas.

1.3 The seller is obliged to submit the Natural Gas Quality Certificate at the cross-border exit point GMS Kyustendil / Zhidilovo no later than 10 working days after the end of the month of delivery.

1.4 Procurement period **from 01.01.2026 (06:00h CET) to 01.05.2026 (06:00h CET)**, in quantities of:

Table 1

2026					
Quantities-MWh	January	February	March	April (01.04-15.04.2026)	April (16.04-01.05.2026)
Minimum monthly quantity for group procurement	62.000	43.000	34.000	8.000	0
Minimum daily nomination for group procurement	1.650	1.300	750	250	0
Maximum daily nomination for group procurement	3.700	3.500	3.100	2.100	1.600

*The requested quantities for the delivery period 16.04.2026 - 01.05.2026 are with a flexible delivery date, with the possibility of one-day one-time deliveries, according to the specified rank.

1.5 The buyer pays the minimum monthly quantities, in advance, in two successive periods during the month.

1.6 Point of delivery: main measuring station (GMS) Zhidilovo.

1.7 Financial security of the offer: The bidder is obliged to submit a bank guarantee/deposit together with the offer in the amount of EUR 165.000,00, in denar equivalent calculated at the middle exchange rate of the NBRSM on the day of payment if the deposit is paid in denars.

1.7.1 The proof of the paid deposit is submitted together with the Offer.

1.7.2 The deposit is paid to the following bank account:

- contractor ESM Proizvodstvo na toplina DOOEL Skopje
- 0270100425154 EUR, or 300000004864586 MKD,
- depositor of Komercijalna Banka AD Skopje,
- IBAN MK07300701004251574 (EUR)
- SWIFT KOB SMK2X
- with the indication: a deposit to secure an offer under Public Call 06-2025.

1.7.3 The bank guarantee should be irrevocable, unconditional, without the right of objection and payable at the first call.

1.7.4 The bank guarantee is submitted in electronic SWIFT form together with the Offer.

1.7.5 The financial security for the bid is valid until 26.12.2025 and will be returned to the Bidder no later than 29.12.2025.

1.7.6 The financial security of the offer can be charged, i.e. the deposited funds are kept permanently, if the Bidder:

- withdraw the Offer before the expiration of its validity period,
- does not sign the contract or
- did not provide the Bank Guarantee or deposit for the quality execution of the contract.

1.8 The offer is not divisible.

1.9 The announcement is public with the right to participate of all domestic and foreign legal entities that hold valid licenses for trade and supply of natural gas.

1.10 Period of accepting the Offers following the Public Call No.06-2025 **is from 09:00 AM- until 09:15 AM o'clock on 22.12.2025 CET to an e-mail:**
esm-proizvodstvo.prirodengas@elem.com.mk

2. CONTENT OF THE BID

2.1 The offer is submitted on Form No. 1 attached to Public Call No.06-2025.

2.2 Statement from the responsible person of the bidder that fully accepts the terms of the Public Call 06-2025 and that the price includes all customs duties, fees and other additional costs that may arise.

2.3 The Offer is submitted with:

- A signed model contract
- Current status or an appropriate document issued by a competent authority,
- Certificate of registered activity (DRD form) as proof that it is registered as an individual or legal entity for performing the activity related to the subject of the contract under the Public Call or a valid license for the trade or supply of natural gas in accordance with the regulations of the country where it is registered.

2.4 **Subject of bids' evaluation:** the offered margin expressed in absolute value EUR/MWh, expressed to 2 (two) decimal places.

2.5 Terms of payment: The buyer pays the minimum monthly quantities of natural gas in advance, upon submission of a pro forma invoice by the seller. The payment and submission of the pro forma invoices will be in accordance with the calendar given in tables no. 2,3,4 and 5 for each month, as follows:

Table 2

January 2026

Period	Date of issuance/payment
01-15.01.2026	30.12.2025
16-31.01.2026	14.01.2026

Table 3

February 2026

Period	Date of issuance/payment
01-15.02.2026	30.01.2026
16-28.02.2026	13.02.2026

Table 4

March 2026

Period	Date of issuance/payment
01-15.03.2026	27.02.2026
16-31.03.2026	13.03.2026

Table 5

April 2026

Period	Date of issuance/payment
01-15.04.2026	31.03.2026

2.6 The price of natural gas in the pro forma invoice is calculated as follows:

$$C_p = C_{TTF} + \text{margin expressed in absolute value EUR/MWh}$$

C_p – price in the pro forma invoice at which the economic operator sells the natural gas to the buyer

C_{TTF} – price of Dutch TTF available on the day of issuing the pro forma invoice

The price of Dutch TTF is taken from the following link:

<https://www.eex.com/en/market-data/market-data-hub>

With the following options in the “advanced search” menu:

Commodity: Natural gas

Pricing: Spot

Area: TTF

Product: DA (day ahead)

The price in the “table” menu for the relevant trading day is followed.

Notes:

- The price from the relevant trading day refers to the delivery day
- For days when there is no data for determining the daily price, the last available price from the “trading day” will be taken into account.

2.7 The amount in the pro forma invoice will be the calculated by multiplying the minimum quantity for the period (K_p) by the price (C_p):

$$I_p = K_p * C_p$$

I_p – pro forma invoice amount

K_p – minimum quantity for the period

The minimum quantity for the period (K_p) is the quotient of the minimum monthly quantity divided by the number of days in the month multiplied by the number of days in the period for which the pro forma invoice is issued:

$$K_p = (K / n_m) * n_p$$

K – minimum monthly quantity

K_p – minimum quantity for the period

n_m – number of days in the month

n_p – number of days for the period

2.8 The Seller undertakes obligation, within 10 days after the end of the month, to submit final invoices individually to each Contracting Party, together with a calculation for the confirmed nominations of natural gas and price of natural gas.

2.9 The amount of the final invoice will be the sum of the product of the nominated quantity of natural gas for the relevant day (K_n) and the price of natural gas for the relevant day (C_n) increased by the margin, and is calculated according to the following formula:

$$I = \sum_{n=1}^n [(K_n * (C_n + \text{Маржа}))]$$

where:

- I – total amount of the final invoice
- n – number of days in the month
- K_n – nominated quantities for day n
- C_n – price on the Dutch TTF exchange on day n

2.10 In case of positive difference between the confirmed monthly nominations and the paid minimum quantities, the financial settlement will be made in the final invoice for the respective month.

2.11 In case of a negative difference between the confirmed monthly nominations and the paid minimum quantities, for the uncollected quantities up to the minimum monthly quantity level, the financial settlement will be made in the final invoice for the relevant month, with the overpaid amount being returned to the Buyer, no later than the 21st of the current month for the previous month.

2.12 The calculation of the denar equivalent of the pro forma invoice and the final invoice will be made at the middle exchange rate of the National Bank of the Republic of North Macedonia on the date of issuance of the pro forma invoice/final invoice.

2.13 Financial security for quality performance of the contract: The Seller is obliged, no later than 24.12.2025, by 12:00h CET, to submit a bank guarantee / deposit for the quality performance of all obligations. Obligations are arising from the two individual contracts for the purchase and sale of natural gas with ESM Proizvodstvo na toplina DOOEL Skopje and AD ESM Podružnica Energetika Skopje for the group procurement in accordance with the Public Call 06-2025. The bank guarantee / deposit has to be valid from 01.01.2026 to 21.05.2026, and in amount of 1.300.000 EUR in denar equivalent calculated at the middle exchange rate of the NBRSM on the day of payment if the deposit is paid in denars.

- 2.13.1 If the Bidder does not submit a bank guarantee/deposit for quality performance of the contract by 24.12.2025, by 12:00h CET, the Buyer will not make payment of the pro forma invoice for the first period until the submission of the Financial Security for quality performance of the contract, but no later than 25.12.2025 by 12:00h CET.
- 2.13.2 If the Bidder does not submit a bank guarantee / deposit for quality performance of the contract by 25.12.2025, by 12:00 CET, the Buyer will realize the bank guarantee of the Bid i.e. will not return the deposit used to secure the Bid and will terminate the Natural Gas Purchase Agreement and will not be obligated to pay for the taken/delivered quantities of natural gas.
- 2.13.3 The bank guarantee should be irrevocable, unconditional, without the right to object and payable on first call.
- 2.13.4 The financial security for quality performance of the contract shall be returned to the Bidder no later than 22.05.2026.

2.13.5 The financial security for quality performance of the contract shall be charged if the Bidder does not comply with the terms of the Natural Gas Purchase Agreement.

2.14 Dynamics of submitting daily nominations for required quantities of natural gas: D-1.

2.15 Bidders shall bear all costs associated with the preparation and submission of their Offer, and the Buyer shall in no event be responsible or liable for these costs.

3. METHOD OF SUBMITTING THE OFFERS

3.1 Offers must be submitted in one of the following way:

- Scanned originals, stamped and signed by an authorized person of the company, to the following e-mail address: esm-proizvodstvo.prirodengas@elem.com.mk
- Digitally signed offers by an authorized person of the company, to the following e-mail address: esm-proizvodstvo.prirodengas@elem.com.mk

4. PROCEDURE FOR OPENING AND EVALUATION OF OFFERS

4.1 The procedure for receiving, opening and evaluating offers will take place in 3 (three) rounds:

- Initial offer
- Improved offer
- Final offer

4.2 Initial Offer: deadline for receipt - **on 22.12.2025 in the period from 09:00 to 09:15h CET** at the e-mail address esm-proizvodstvo.prirodengas@elem.com.mk

4.3 Improved offer: deadline for receipt - **on 22.12.2025 in the period from 09:30 to 09:45h CET** at the e-mail address esm-proizvodstvo.prirodengas@elem.com.mk

4.4 Final offer: deadline for receipt - **on 22.12.2025 in the period from 10:00 to 10:15h CET** at the e-mail address esm-proizvodstvo.prirodengas@elem.com.mk

4.5 Validity of the offer: the offer should be valid at least until **25.12.2025 at 15:00h CET**.

4.6 Notification for the selection of the most favorable offer will be delivered to the bidders who participated in the public call No. 06-2025 **no later than 22.12.2025 by 15:00 h CET**.

4.7 Signing of the contract (model of the contract attached to the Public Call) **no later than 24.12.2025 at 16:00h CET**.

4.8 If offers with the same prices appear, the offer of the economic operator who submitted the offer first will be chosen.

4.9 In case of impossibility to sign a contract with the bidder with the first-ranked offer, the second-ranked offer that meets the conditions specified in this public call is selected.



4.10 ESM Proizvodstvo na toplina DOOEL Skopje reserves the right to cancel the procedure and not to carry out an election according to Public Call No.06-2025.

4.11 Bidders have the right to inspect the Bid Evaluation Report under Public Call 06-2025 for the procurement of natural gas.

For all questions regarding Public Call No. 06-2025, you can contact e-mail: esm-proizvodstvo.prirodengas@elem.com.mk

ESM PROIZVODSTVO NA TOPLINA DOOEL SKOPJE