

CLARIFICATIONS No. 1

To the REoI for the assignment for

Feasibility Study and Basic Design for Combined Heat and Power (CHP) Gas Plant and Bitola District Heating Network Expansion

Dear Sir/Madam,

Related to the questions received from interested Companies and the need for clarification of some parts of the published letter of interest (ReoI) on our part, we are providing You with all the answers to the questions sent to us in the past period.

In this context, we inform You that corrected versions of the REoI and ToR will be published as soon as possible in the parts where unintentional omissions were made.

The deadline for submitting the REoI **will be extended to 10.08.2026**

	Questions/comments	ESM answer
1	Could you please confirm whether this process is open exclusively to national firms, or whether international companies are also eligible to participate?	This process is open for eligible national and for international companies, too, as per par. 3.21 through 3.24 of the applicable Procurement Regulations. They can be found at the link below: https://thedocs.worldbank.org/en/doc/c84273d1b230aeb2b0b8134de5dc8cd7-0290012025/original/Procurement-Regulations-7th-Edition-Sep-2025.pdf
2	As per the EOI Notice, the consultant is required to have regional experience in the EU region and the Western Balkans. We kindly request you to consider similar assignments undertaken in other countries also.	The requirement for regional experience is not changing. This approach is based on the specific nature of the project scope, particularly the tasks related to energy infrastructure and capacities. We believe that the services required from the future consultant are significantly more comparable to projects carried out in EU region and the Western Balkans, taking into account factors such as geographical conditions, energy transmission systems, natural gas supply sources, the regulatory framework, and the overall market environment. Therefore, we consider that EU region and the Western Balkans reference projects are the most relevant and appropriate for demonstrating the experience and expertise required for this assignment.

3	We would appreciate your confirmation as to whether the same legal entity may participate in both procurement procedures as a member of different Joint Ventures (Consortia), without this constituting a conflict of interest or resulting in disqualification from either procedure.	The same legal entity may not participate in both procurement procedures as a member of different Joint Ventures. In accordance with ESS1 of the ESF requirements on the independence of environmental and social assessment, the same legal entity should not participate in both the ESIA and the Feasibility Study/basic design assignments, even though different Joint Ventures and regardless of whether it acts as lead or non-lead partner. The existence of separate teams, consultants, or management structures would not by itself eliminate the conflict of interest, because independence is assessed at the level of the legal entity.
4	Our year 2025 business report is not yet audited. Is it okay that we provide you the non-audited turnover of 2025 as company's statement?	The average annual turnover of the consultant must be at least EUR 500.000 equivalents in the last 5 (five) years (Year 2020 until Year 2025).“ Which means up to 2025 but not including 2025.
5	For the two (2) completed assignments, please clarify if the 150 MW installed capacity is for electrical or thermal capacity or for both combined	The installed capacity of 150MW refers to electrical power. The project envisages the construction of a cogeneration gas power plant, i.e. CCGT plus thermal energy production. The threshold of minimum 150MW refers to electrical power, while the threshold for thermal power is not specified.
6	Can you please clarify the term “equivalent projects financed by an International Financial Institution”? Is our understanding correct that this does only cover thermal power generation and/or district heating sector projects?	This requested alternative reference is similar to the first one, which also includes both the production of electrical and thermal energy. The difference is that we will also accept such references (conversion of an old power plant into a gas power plant). This does not mean that references for this type of conversion must be submitted. Of course, a minimum of 2 references for a completely new gas-fired cogeneration power plant (CHP) can be submitted. References from the previous clients/employers; assignments financed by International Financial Institutions (IFIs) would be considered as advantage.
7	Considering that the scope of work includes both feasibility study and basic design, is our understanding correct that also projects covering basic engineering of CHP and CCHP plants would be eligible?	Exactly, basic design of CCGT and gas CHP plants are eligible

8	Considering that stamping letters is not a typical practise, would ESM also consider client letters which are signed on client's letterhead, but not stamped?	References must be signed and stamped by previous employers. If you are submitting the documentation by email, electronically signed documents with an electronic signature and stamp are also acceptable.
9	kindly advise whether it is allowed, at this stage of the procedure, to name more than one person for the same position. During the bidding procedure, if shortlisted, the candidate would nominate one candidate.	At the stage of REOI the consultant's experts are not evaluated. The Consultant must only confirm that they have the team of experts as required in the TOR. No CV or names of the experts are required.

Yours sincerely,
Saso Cvetkovski