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. 09-2026

For Collection of Bids for Group Procurement of Additional Quantities of Natural Gas

1. GENERAL PROVISIONS

The contracting authorities under Public Call No. 09-2026 are:

1. ESM Heat Production LLC Skopje, with registered office at Todor Aleksandrov No. 6, Gazi Baba, 1000 Skopje, EIC Code: 70X000000005EPTQ.
2. JSC ESM, Energetika Branch Skopje, with registered office at 16th Macedonian Brigade No. 18, Gazi Baba, Skopje, EIC Code: 33XADELEMSKOPJEI.

Subject of the Group Procurement

The subject of group procurement is **natural gas** with the following technical specifications:

Chemical Composition (mol%)

Component	Specification
Methane (C1)	Minimum 75%
Nitrogen (N2)	Maximum 6%
Carbon Dioxide (CO2)	Maximum 3%

Gross Calorific 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°C 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 measurement and calculation of natural gas are 273.15 K (0°C) and 101.325 kPa (1.01325 bar absolute) for dry gas.

The Seller shall provide a **Quality Certificate** for the natural gas at the cross-border exit point GMS Kyustendil/Zhidilovo no later than 10 working days after completion of the delivery period.

Procurement Period

From **08 November 2026 (06:00 CET)** until **01 December 2026 (06:00 CET)**.

Quantities (MWh)	08.11.2026 (06:00 CET) to 01.12.2026 (06:00 CET)
Minimum daily nomination	0,00 MWh
Maximum daily nomination	2.000,00 MWh

Delivery Point

Main Metering Station (GMS) Zhidilovo.

Other Conditions

- The bid is **indivisible**.
- The call is **public** and open to all domestic and foreign legal entities possessing valid licenses for trading and supply of natural gas.

Deadline for Submission of Initial Bids

06 November 2026, from **09:00 to 09:15 CET**, to the following e-mail addresses:

- esm-proizvodstvo.prirodengas@elem.com.mk
- prirodengas@esm-proizvodstvo.mk
- nominacijaproizvodstvo@gmail.com

2. CONTENT OF THE BID

The bid shall be submitted using **Form No. 1** attached to Public Call No. 09-2026.

The bid shall include a **Declaration** signed by the responsible person of the bidder stating that:

- All conditions of Public Call No. 09-2026 are fully accepted.
- The offered price includes all customs duties, fees and any other additional costs that may arise.

The following documents shall accompany the bid:

- Signed contract templates.
- Certificate of registered activity (DRD Form) proving registration as a legal entity for performance of activities related to the subject matter of the contract.
- For foreign legal entities, an equivalent document issued by the competent authority in the country of registration.
- Valid license for trading or supplying natural gas in accordance with the regulations of the country where the bidder is registered.

Evaluation Criterion

The bids will be evaluated based on the **offered margin expressed in EUR/MWh**, stated with **two decimal places**.

3. PAYMENT TERMS

The Seller shall issue a final invoice for the total nominated quantities for the entire delivery period within ten (10) days after the end of the delivery period.

The Buyer shall settle the final invoice no later than ten (10) days after receipt thereof.

The final invoice amount shall be calculated as:

$I = \Sigma [Kn \times (Cn + Margin)]$

Where:

- I = Total final invoice amount
- n = Number of days in the period
- Kn = Nominated quantity for day n
- Cn = Dutch TTF price for day n

The Dutch TTF price shall be taken from:

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

Search criteria:

- Commodity: Natural Gas
- Pricing: Spot
- Area: TTF
- Product: DA (Day Ahead)

The value shown in the “Table” section for the respective trading day shall apply.

Notes

- The trading day price refers to the corresponding delivery day.
- If no daily price is available, the latest available trading day price shall be used.

The MKD equivalent of the final invoice shall be calculated using the middle exchange rate of the National Bank of the Republic of North Macedonia (NBRNM) on the invoice issuance date.

4. PERFORMANCE SECURITY

The Seller shall submit a **bank guarantee or security deposit** no later than **09 November 2026 at 12:00 CET** for proper performance of all obligations arising from both individual Natural Gas Sale and Purchase Agreements with:

- ESM Proizvodstvo na toplina DOOEL
- AD ESM Podruznica Energetika

The security shall remain valid from 09.11.2026 until 21.12.2026 and shall amount to **EUR 200.000,00**

Deposit Account

Beneficiary: ESM Heat Production LLC Skopje

- EUR Account: 0270100425154
- MKD Account: 300000004864586
- Bank: Komercijalna Banka AD Skopje
- IBAN: MK07300701004251574
- SWIFT: KOBSMK2X

Reference: Deposit for bid security under Public Call No. 09-2026.

Other provisions:

- All bank fees and transfer costs shall be borne by the bidder.
- Failure to provide the guarantee/deposit by the specified deadline shall entitle the Buyer to terminate the agreement and contract the second-ranked bidder.
- The bank guarantee must be irrevocable, unconditional, payable on first demand and without objections.
- The performance security shall be returned no later than 22.12.2026.
- It shall be collected if the Seller fails to comply with contractual obligations.

Daily Nominations

Daily nominations for required natural gas quantities shall be submitted according to the D-1 principle.

All costs related to preparation and submission of bids shall be borne exclusively by the bidders.

5. METHOD OF SUBMISSION OF BIDS

Bids may be submitted as:

- Scanned original documents signed and stamped by the authorized company representative; or
- Electronically signed bids and supporting documents by an authorized representative.

Submission e-mail addresses:

- esm-proizvodstvo.prirodengas@elem.com.mk
- prirodengas@esm-proizvodstvo.mk
- nominacijaproizvodstvo@gmail.com

6. BID OPENING AND EVALUATION PROCEDURE

The procedure shall consist of **two rounds**:

1. Initial Bid
2. Final Bid

Initial Bid

Submission: **06 November 2026, from 09:00 to 09:15 CET**.

Final Bid

Submission: **06 November 2026, from 09:30 to 09:45 CET**.

Additional Documentation

If supporting documentation required under Section 3.3 is not submitted in the first round, it may be supplemented on 06.11.2026 between **09:16 and 09:25 CET**. Failure to submit the required documents within this period shall result in rejection of the bid.

Validity of Bid

The bid must remain valid until at least **09 November 2026, 13:00 CET**.

Notification of Award

Successful bidders shall be notified no later than **06 November 2026 at 15:00 CET**.

Contract Signing

The agreement must be signed no later than **06 November 2026 at 16:00 CET**.

Additional Provisions

- If two bids offer the same price, preference shall be given to the bid submitted first.
- If a contract cannot be concluded with the highest-ranked bidder, the second-ranked compliant bidder shall be selected.
- ESM Heat Production LLC Skopje reserves the right to cancel the procedure and make no award under Public Call No. 09-2026.
- Bidders have the right to inspect the Bid Evaluation Report for the procurement of natural gas.

For all questions regarding Public Call No. 09-2026, inquiries may be sent to:

- esm-proizvodstvo.prirodengas@elem.com.mk
- prirodengas@esm-proizvodstvo.mk
- nominacijaproizvodstvo@gmail.com

ESM PROIZVODSTVO NA TOPLINA DOOEL SKOPJE