

REQUEST FOR APPLICATIONS FOR PARTICIPATION IN THE SELECTION OF PROPOSALS

Date: _____, 2023

Subject: PROVISION OF A RANGE OF SERVICES (3 PL) FOR WAREHOUSING, CUSTOMS CLEARANCE AND FREIGHT FORWARDING OF GOODS PURCHASED FOR THE NEEDS OF KUMTOR GOLD COMPANY CJSC

We hereby request that you submit an Application for participation in the selection of suppliers to provide a range of services for warehousing, customs clearance and freight forwarding of goods purchased for the needs of Kumtor Gold Company CJSC (hereinafter - the Company) in the territories of the European Union (hereinafter - the EU), USA and Canada in accordance with the Terms of Reference (Part II).

The following are attached to this invitation for the preparation of the Proposal:

PART I. GENERAL TERMS AND CONDITIONS

PART II. TERMS OF REFERENCE

PART III. PRICING

We request that you submit technical and financial Proposals in separate files (the financial proposal shall be password protected) no later than 6:00 P.M. Bishkek time, 25 February 2024, by e-mail to 3PL@kumtor.kg.

PROPOSALS RECEIVED LATER THAN THE ABOVE DEADLINE WILL NOT BE ACCEPTED.

If there is a need for additional information, the Company will provide it as soon as possible. At the same time, the delay in providing information will not be considered as a reason for extending the deadline for submitting proposals for participation in the tender. Person responsible to provide additional information regarding this Request Ermek Urazbakiev, contacts: ermek.urazbakiev@kumtor.kg.

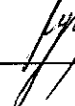
I. Kuzmina
Director, Supply Chain Management
Kumtor Gold Company CJSC



Adopted

Director SCM

Kuzmina I.N.



**TERMS OF REFERENCE FOR THE PURCHASE PROVISION OF A
RANGE OF SERVICES (3 PL) FOR WAREHOUSING, CUSTOMS
CLEARANCE AND FREIGHT FORWARDING OF GOODS
PURCHASED FOR THE NEEDS OF KUMTOR GOLD COMPANY
CJSC**

Bishkek

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PART I. GENERAL TERMS AND CONDITIONS

1.1 Purpose of the Terms of Reference

The purpose of this Request for proposals is to obtain information to evaluate qualified bidders interested in providing the 3PL services defined herein.

To ensure timely and high-quality logistics and production needs of the Company, it is planned to open an external consolidation warehouse for goods purchased from suppliers in the EU, USA, and Canada, which will provide the following services and represent interests under the concluded agreement:

- Acceptance of goods from suppliers
- Storage
- Loading on vehicles
- Export customs clearance
- Re-export services
- Transportation services to the Balykchy Marshalling Yard in Balykchy Town and Manas Airport in Bishkek City, Kyrgyz Republic (hereinafter - the Company's Destinations)
- Accounting of incoming and shipped goods.

The Service Provider shall operate under the direct supervision of the Company.

Objectives:

The Supplier is expected to provide the following Services:

1. Ensuring goods are received and returned in accordance with the terms of orders placed.
2. Ensuring the transportation of orders to warehouses in the EU, USA, and Canada.
3. Loading/unloading of goods to/from vehicle(s), including loading/unloading within the warehouse.
4. Storage of goods in accordance with manufacturer's requirements.
5. Packaging/repackaging of goods in accordance with transportation requirements.
6. Inventory accounting, checking the safety of packaging and the condition of unloaded and loaded goods.
7. Ensuring the security and availability of the warehouse at any time of the day and any day of the week (24/7).
8. Appropriate accounting and reconciliation of unloaded and loaded goods in accordance with Orders placed.
9. Export/import customs clearance of goods from/to EU, USA, and Canada to the Company's address in the Kyrgyz Republic.
10. Freight forwarding of goods to the Company's destinations.

11. Representing the Company's interests in the territory of the EU, USA and Canada and other transit countries along the cargo route as part of fulfilment of obligations under the above paragraphs.

1.2 Proposal validity

Submitted Applications for participation in the selection shall be made in Russian or English and shall be valid for 60 DAYS from the closing date of accepting Proposals.

If necessary, the selection organizers may request that the Participants extend the validity of the Proposals to evaluate the proposals. If the extension is confirmed by the Participant, the previously submitted initial Proposal is not subject to modification or rejection.

1.3 Procedure for submitting Proposals.

Participants shall submit their Proposals for participation in the selection of suppliers by e-mail to 3PL@kumtor.kg.

The technical and commercial-financial parts of the Proposals shall be submitted in separate files.

The commercial-financial proposal shall be password protected. The password to the Financial Proposal shall not be made available to any person of the Company until an official request has been received from a representative of the Company from the email address 3PL@kumtor.kg.

- The subject of the e-mail shall be: "PROPOSAL FOR A RANGE OF SERVICES FOR WAREHOUSING, CUSTOMS CLEARANCE AND FREIGHT FORWARDING".

If more than 1 transmission/message is sent, the serial number shall be specified in the subject.

1.4 Procedure for evaluating Proposals.

	Criteria	Required parameter	Maximum score
A	Technical evaluation		
1	Competence of the participant		13
1.1	Many years of experience in implementing similar projects	At least 10 (ten) years of experience in providing warehouse and inventory management services, freight forwarding (supporting documents shall be submitted along with the proposal) -10 years - 4 scores - more than 10 years - 6 scores	6
		At least two (2) letters of recommendation from previous or current projects related to warehousing, inventory management and freight forwarding (letters of recommendation with contact details shall be submitted along with the proposal).	4 (2 scores for each recommendation)
		Submitting audited financial statements for the last 3 years: - Profit and loss statement - Financial position statement - Cash flow statement	3
2	Technical capabilities		27
2.1.	Insurance	Insurance of goods during transportation (certificate shall be available).	3
		Insurance of goods during storage against risks of damage (fire, water, hazardous substances, etc.) (certificate shall be available).	3
2.2	Fire protection and safety system	Availability of a year-round water supply for firefighting purposes and/or operation of a sprinkler-based firefighting system (passport and annual inspection by the relevant authorities shall be attached).	2
2.3	Location of warehouse and access for trucks	Location within the city, or close to airport cargo terminals (detailed information about the advantages of the proposed warehouse and address shall be provided).	2
		Location close to seaports (detailed information about the advantages of the proposed warehouse and address shall be provided).	2
		Availability of access railways and motorways, as well as access for heavy-duty trucks.	2

2.4	Availability of own vehicles	Availability of small-medium-tonnage vehicles (a list with technical specifications shall be attached).	1
		Availability of special warehouse equipment (a list with technical specifications shall be attached).	1
		Availability of large-tonnage vehicles (a list with technical specifications shall be attached).	1
2.5	Packing area	Availability of own packing area - space and tables for packing/unpacking, palletizing equipment.	2
2.6	Safety measures	Availability or possibility of organizing a lockable and sealed premises/room/section with 24-hour video surveillance.	2
2.7	Automated accounting system	Availability of an automated accounting system (software) for receiving and issuing goods.	3
2.8	Automated freight forwarding system	Automated forwarding system that ensures coordination of activities of logisticians, forwarders, transport service and warehouse specialists of the Company, cargo delivery control to accelerate the distribution of cargo delivery requests and document generation.	3
3	Proposed personnel		5
3.1	Human resource potential	Availability of specialists in customs clearance and transport support of goods (a list with certificates shall be attached).	2
3.2		Availability of qualified personnel in warehousing and inventory management (a list with certificates shall be attached).	2
3.3		Availability of a sufficient number of warehouse workers for loading, unloading, and packing operations (a list shall be attached).	1
	Overall technical evaluation		45
	Financial evaluation shall be conducted only for proposals with at least 30 scores (out of 45 possible) in the technical evaluation.		
B	Financial evaluation		
2.1	Price	Price proposal 1st place - 45 scores 2nd place - 40 scores 3rd place - 35 scores	45
		Provision of deferred payment upon receipt of goods at the Company's destinations - more than 10 days and more than USD 1,000 thousand - 10 scores	10

		- more than 10 days and less than or equal to USD 500 thousand - 5 scores	
		Overall financial evaluation	55
	Total score	100	100

PART II. TERMS OF REFERENCE

2.1 Receiving goods from supplier

- The carrier shall control the delivery terms based on the purchase orders issued by the Company. The "Incoterms" clause in the order shall define all terms and conditions of delivery and the transfer of responsibility for the goods. When ready to pick up the goods from the supplier, the carrier and the Company shall be notified.
- Upon receipt of the invoice and packing documents, the carrier shall schedule a pick-up date with the supplier and send us a Descending Report.
- The document package shall contain information on the expected date of delivery or arrival of the goods to enable the Supplier to coordinate the acceptance of the goods. The absence of any of the above information about the goods shall not cancel the Supplier's obligations.
- As part of the acceptance process, the Supplier shall inspect each shipment for accuracy and compliance with the Purchase Order in terms of quantity, packaging, labelling and documentation.
- All goods shall be delivered in the name of the Company, which is the principal consignee. Shippers shall provide the Supplier with the following shipping documents (for both international and local shipments): Delivery Instructions/Invoice/Packing List, with description and information about the goods, country of origin (applicable to international shipments), name and address of the supplier (in case of local purchase).
- Any discrepancies identified between the information in the supporting documents and during the physical inspection of the goods shall be indicated in the Goods Receipt Certificate and reported to the Company within twenty-four hours with a corresponding report on discrepancies.

2.2 Storage (warehouse requirement)

- Location: The warehouse shall be in a strategically advantageous location providing easy access to major transport hubs such as motorways, railway stations, ports, and airports.
- Accessibility and Infrastructure: It is important to have developed infrastructure, including roads and bridges capable of supporting heavy-duty vehicles, as well as the availability of necessary utilities and services.
- Area and Layout: The warehouse shall have sufficient area (more than 200 tons of cargo) and an optimized layout for storing, sorting, and processing goods. This includes areas for receiving, storing, packing, and shipping of goods.
- Security and Monitoring Systems: Modern security systems, including video surveillance, alarm systems, access control systems and fire safety, shall be mandatory.
- Compliance with Regulatory Standards: The warehouse shall comply with local and European regulatory standards, including health and safety, environmental and quality management standards.
- Inventory Management: Effective inventory management systems, including technology for real-time inventory tracking and management, shall be available.

- Technology Integration: Possibility to integrate warehouse systems with customer IT systems to ensure uninterrupted data transfer and order management.
- Flexibility and Scalability: The warehouse shall be flexible and scalable to adapt to changing customer needs, including the ability to handle different types of goods and changes in inventory levels.
- Additional Services: Possibility to provide additional services such as product assembly, packaging, labelling and specialized storage services (e.g., for the storage of hazardous or high value goods).

2.3 Transportation and freight forwarding

- Vehicle compliance: Vehicles shall comply with local and European regulatory standards, including technical condition and safety. Fastening systems shall be available to prevent displacement of the load during transportation.
- Multifunctionality: Availability of different types of vehicles for different types of cargo, including refrigerated units, container ships, platforms for heavy and large-sized cargoes.
- Technological equipment: GPS tracking systems and vehicle management systems to monitor the location and condition of cargo (if any).
- Types of transport (transportation): Trucks and road transport, rail transport, air transport, sea transport.

2.4 Customs clearance

- European Compliance: The Company shall strictly comply with all regulatory requirements of the European Union, the United States and Canada relating to customs clearance, import, export, and transit of goods.
- Licensing and accreditation: The Company shall have all the necessary licenses and accreditations to carry out customs brokerage and logistics services in Europe, USA, and Canada.
- Knowledge of customs procedures: In-depth understanding of customs procedures, rules of origin, tariff and non-tariff barriers to trade between European and non-European countries.
- Compliance with international standards: Compliance with international standards and regulations in customs clearance and logistics.
- Experience in handling different categories of goods: Experience in handling a wide range of goods, including dangerous, perishable, valuable and other specific categories of cargo.
- Paperwork: Registration of goods for export, declaration, determination of customs codes of goods.

2.5 Freight forwarding of goods.

- Making a transportation plan and route. Route planning and uninterrupted fulfillment of obligations at each stage of the transportation route. This includes providing work in the port or at stations.

- organization of export of goods from ports and warehouses (obtaining a permit from a shipping or railway line to receive goods at the terminal, issuing shipping instructions to the port or station terminal, obtaining release permits from veterinary, quarantine and other inspections).
- payment for unloading and local expenses of carriers, demurrage, preparation of letters of guarantee for return of empty containers, completion of delivery control document, permits for vehicle entry into the territory of the port and stations.
- It shall be ensured that the goods are picked up in accordance with the orders placed by the Company.
- The status of readiness of goods from sellers shall be monitored.

2.6 Document management

- Document management to organize accounting and movement of goods in the warehouse:
- A "Descending Report" on orders received shall be submitted every day. The report shall include the following indicators:
Order number/Order Line/Supplier name/Location -pickup address (for EXW orders)/Cost of delivery to warehouse (for EXW orders)/Quantity/Unit cost/Total cost including delivery/Delivery weight.
- A report on orders placed to warehouses in Europe, USA and Canada shall be received every day. The report shall include the following indicators:
Order number/Order line/Supplier name/Incoterms delivery terms/Quantity/Unit cost/Total cost.
- Disclaimer report on discrepancies in the order (as it occurs) shall be submitted together with the Descending Report every day.
- A report on the availability of goods in stock (with technical specifications for transportation) shall be submitted every week on the last business day of the week.
- A report on the availability of goods in stock (with technical specifications for transportation) shall be submitted every month at the end of the month.
- A report on the turnover of goods in warehouse in kilograms/tones shall be submitted every month at the end of the month; This report shall be used to calculate the monthly cost of the warehouse.
- A work completion certificate shall be generated and signed every month to calculate the cost of transportation for orders with EXW delivery terms.
- The list of orders to be loaded shall be coordinated by means of transport (air, auto, multimodal).
- As the goods are received by the Customer, a certificate of comparison of the received goods with the sent shipping list shall be signed.

PART III. PRICING

3.1 Cost of delivery to the warehouse or receiving goods

- Cost of transporting orders with EXW/FCA/FOB/FAS delivery terms, i.e., when delivery is not included in the order price. To decide on the methodology for calculating the cost of transporting

goods from the supplier to the warehouse, we request that you submit two types of calculation options. In the process of concluding the agreement, KGC will select one of the proposed options.

Method 1. Transportation costs and other costs for organizing delivery of the order to the warehouse confirmed by a corresponding invoice from the freight forwarding company engaged to organize delivery, plus a certain percentage of the 3PL Forwarder's earnings.

Method 2. Rates for transportation services for delivery of goods when picking up goods from the Seller to the Supplier's warehouses depending on kilograms and distance to the Supplier's warehouse.

3.2 Warehousing, storage and returns.

Warehouse cost. The service for this cost item shall include the following works:

1. Storage of goods in accordance with manufacturer's requirements.
2. Receipt, loading/unloading of goods to/from vehicle(s), including loading/unloading within the warehouse.
3. Inventory accounting, checking the safety of packaging and the condition of unloaded and loaded goods.
4. Ensuring the security and availability of the warehouse at any time of the day and any day of the week (24/7).
5. Appropriate accounting and reconciliation of unloaded and loaded goods in accordance with Orders placed.

3.3 Repacking costs for goods that require special packing and for safe and optimal packing and special storage.

Repacking services:

1. Services shall be provided on an as-occurred basis with the appropriate packing invoice. Repacking cost shall be calculated based on the cost of consumables and the cost of a man-hour. The format for providing types and costs is provided in the appendix to the financial and economic part.

3.4 Transportation costs

Customs clearance services:

1. Export customs clearance of goods from the European Union, USA, and Canada to the Company's address in the Kyrgyz Republic. The declaration is confirmed by the quantity for each shipment. In doing so, the participant shall try to minimize the number of declarations for each shipment.
2. Additional services for goods that require special permits.
 - Additional services for goods containing oil products (Oil additional).
 - Additional services for dangerous goods (Dangerous and hazardous materials).

Freight forwarding of goods to the Company's destination.

1. Multimodal transport for shipment of (FCL) 40 FT and 20FT X 2 without using the territory of the Russian Federation
2. Multimodal Transport for shipment of (FCL) 40 FT and 20FT X 2 using the territory of the Russian Federation.
3. Road transportation with direct loading on motor vehicles (not more than 22 tones) without using the territory of the Russian Federation.
4. Road transportation with direct loading on motor vehicles (not more than 22 tones) using the territory of the Russian Federation.
5. Road transportation of 40FT container with loading on motor vehicles (not more than 22 tones) from the ports of Georgia.
6. Organization of air transportation from warehouses, considering related services for air transportation.

3.5 Special projects and oversized cargoes

Transportation of special goods (oversized transportation, special projects). The cost of transportation shall be agreed in advance with the Customer. The cost for this service shall include the following cost items:

- 1) Cargo pick-up
- 2) Transportation
- 3) Documentation

3.6 Purchase of containers

Includes cost of containers with delivery to the warehouse. The cost for containers is provided on a grade system for the purposes of determining the container cost according to the condition.

1. 20' STANDARD
2. 40' STANDARD
3. 40' HIGH CUBE

Deputy of procurement

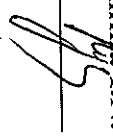
Logistics Team Leader



J.A. Ashirkulov

E.E. Urazbakiev

COMMERCIAL AND FINANCIAL PART OF TERMS OF REFERENCE FOR THE PURCHASE PROVISION OF A RANGE OF SERVICES (3 PL) FOR WAREHOUSING, CUSTOMS CLEARANCE AND FREIGHT FORWARDING OF GOODS PURCHASED FOR THE NEEDS OF KUMTOR GOLD COMPANY CJSC

Adopted
 Director SCM
 Kuzmina I.N.


№	Name	Measure unit	Europe	USA	Canada
	Warehouse location/address				
	Projected annual turnover	tonnes	4140	630	340
1	Calculation of the monthly cost of the warehouse. The service is calculated for 1 kg of turnover per calendar month. The service for this cost item includes the following works: <ul style="list-style-type: none"> - Storage management - Consolidation of shipments - Forwarding - Making payments for transportation - Cargo support - Return of goods - Order fulfillment management - Consolidation of shipments - Inventory management - Order procedures management - Consulting services 	\$/1 kg			
2	Cost of transporting orders with EXW/FCA/FOB/FOT delivery terms, i.e., when delivery is not included in the order price. Percentage of invoices from subcontractors.				

№	Name	Measure unit	Europe	USA	Canada
	<p>Method 1. Transportation costs and other costs for organizing delivery of the order to the warehouse confirmed by a corresponding invoice from the freight forwarding company engaged to organize delivery, plus a certain percentage of the 3PL Forwarder's earnings.</p> <p>Method 2. Rates for transportation services for delivery of goods when picking up goods from the Seller to the Supplier's warehouses depending on kilograms and distance to the Supplier's warehouse.</p>	%% for \$	You should fill in the table	You should fill in the table	You should fill in the table
3	Repackaging for goods that require special packaging or for optimal loading on a vehicle				
	Paper packaging - cardboard	\$/1 kg			
	Transport plywood 6 mm grade 1/1	\$/1 m2			
	Wood	\$/ 1 m3			
	Air bubble film 1.2m*50m, 3 layers of 10 mm bubble, density 75 microns	\$/1 roll (50 meter)			
	Belt for fastening cargo (1 < 3 tons)	\$/1 unit.			
	Belt for fastening cargo (3 < 5 tons)	\$/1 unit.			
	Belt for fastening cargo (5 < 10 tons)	\$/1 unit.			
	Wood wool (packing shavings)	\$/1 unit.			
	Polypropylene rope	\$/1 meter			
	Burlap (baggy fabric) 196 gr./m2, width 95 cm	\$/1 meter			
	Tarpaulin (tarpaulin fabric) 400 gr./m2, width 95 cm	\$/1 meter			
	Employee's salary for packaging	\$/1 work hour			
4	Customs clearance and obtaining special permits for shipment:				
	Customs clearance for 1 unit of declaration	\$/1 decl. unit			
	Customs clearance for 1 unit of declaration for dangerous goods	\$/1 decl. unit			
5	CONTAINER PURCHASE				
a)	20' STANDARD				
	Grade A	\$/1 unit.			
	Grade B	\$/1 unit.			

No	Name	Measure unit	Europe	USA	Canada
	Grade C	\$/1 unit.			
b) 40' STANDARD					
	Grade A	\$/1 unit.			
	Grade B	\$/1 unit.			
	Grade C	\$/1 unit.			
c) 40' HIGH CUBE					
	Grade A	\$/1 unit.			
	Grade B	\$/1 unit.			
	Grade C	\$/1 unit.			
6 DELIVERY TO POINT OF DESTINATIONS					
	Projected annual of shipments with an average load per shipment not exceeding 22 tonnes (40 FT containers, 20 FT and truck)	Един.	210	30	17
6.1 Rail costs per shipper's own 40' standard and/or high cube incl. container tare weight					
a) Via the Baltic ports to the territory of the Russian Federation to the Baltychy					
	Route: Sea lines from the ports of Europe, USA and Canada to the ports of the Baltic countries Route: Warehouse-Baltic Ports-RF-KZ-KR Transit time	\$/container \$/container Day			
	Demurrage regulations (quay side rental) seaport of destination should be attached				
b) Via to the ports of Georgia					
	Route: Sea lines from the ports of Europe, USA and Canada to the ports of Georgia	\$/container			

№	Name	Measure unit	Europe	USA	Canada
	Route: Warehouse- Ports of Georgian	\$/container			
	Transit time	Day			
	Demurrage regulations (quay side rental) seaport of destination should be attached				
6.2 Rail costs per Carrier's SOC 40' standard and/or high cube incl. container tare weight					
a) Via the Baltic ports to the territory of the Russian Federation to the Balykchy					
	Route: Sea lines from the ports of Europe, USA and Canada to the ports of the Baltic countries	\$/container			
	Route: Warehouse-Baltic Ports-RF-KZ-KR	\$/container			
	Transit time	Day			
	Demurrage regulations (quay side rental) seaport of destination should be attached				
b) Via to the ports of Georgia					
	Route: Sea lines from the ports of Europe, USA and Canada to the ports of Georgia	\$/container			
	Route: Warehouse- Ports of Georgian	\$/container			
	Transit time	Day			
	Demurrage regulations (quay side rental) seaport of destination should be attached				

20 FT containers are always transported in pairs, accordingly the costs will be identical to 40 FT.

7 Truck costs from warehouse to Balykchy weight up to 22,000 kg per 1 truck					
	Delivery transshipment in Turkey Warehouse - Turkey – Georgia – Azerbaijan – Kazakhstan – Kyrgyzstan	\$/travel			

No	Name	Measure unit	Europe	USA	Canada
	Transportation via the Baltic countries	\$/travel			
	Transportation of 40FT container from the port of Poti to Balykchy with cargo weight not more than 22,000 kg together with tare (including port expenses)	\$/travel			
8 Additional costs incurred in the organization of transportation					
	IMO cargo, subject to approval of IMO and UN code, for soft IMO's	\$/unit.			
9 Transportation by air from Bishkek Manas Airport (if possible)					
a) Transfer from Airport Manas to warehouse in Bishkek					
	When using light vehicles	\$/travel			
	When using a truck with a load capacity of up to 2 tons	\$/travel			
	When using a truck with a load capacity of up to 5 tons	\$/travel			
	When using a truck with a load capacity of up to 10 tons	\$/travel			
b) Transfer from Airport Manas to warehouse in Balykchy					
	When using a truck with a load capacity of up to 10 tons	\$/travel			
	When using a truck with a load capacity of up to 20 tons	\$/travel			
c) Customs clearance at Manas Airport					
10 Airfreight costs to airport Manas					
	Projected annual of air shipments	kg	40189	6116	3301
		travel	60.00	36.00	24
a) When using Turkish Airlines via Istanbul					

No	Name	Measure unit	Europe	USA	Canada
	from 0 to 25 kg	\$/kg			
	from 25 to 50 kg	\$/kg			
	from 50 to 100 kg	\$/kg			
	from 100 to 250 kg	\$/kg			
	from 250 to 1000 kg	\$/kg			
	from 1000 to 2000 kg	\$/kg			
	from 2000 to 3000 kg	\$/kg			
	from 3000 to 5000 kg	\$/kg			
	from 5000 to 10000 kg	\$/kg			
	Additional costs for the transportation of dangerous goods	\$/travel			
When using Silkway Airways					
	from 0 to 25 kg	\$/kg			
	from 25 to 50 kg	\$/kg			
	from 50 to 100 kg	\$/kg			
	from 100 to 250 kg	\$/kg			
	from 250 to 1000 kg	\$/kg			
	from 1000 to 2000 kg	\$/kg			
	from 2000 to 3000 kg	\$/kg			
	from 3000 to 5000 kg	\$/kg			
	from 5000 to 10000 kg	\$/kg			
	Additional costs for the transportation of dangerous goods	\$/travel			

Deputy of procurement

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