


**Appendix to the Price offer**

**PRICE TABLES**

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## PART A. PRICE BREAKDOWN AND ANALYSIS

### I. TOTAL LUMP SUM BREAKDOWN

The Total Lump Sum (TLS) breakdown offered by the Participant is specified in Table 1 below on the basis of the Project Items:

Table 1

Project Item	Description	Lump sum amount (Euro) (In Numbers & In Words)	Lump sum amount upper limit
1.	<b>Mobilization</b>	4.200.000,00 four million two hundred thousand EURO	Up to 3% of TLS
2.	<b>Engineering</b>	6.800.000,00 € six million eight hundred thousand EURO	Up to 5% of TLS
2.1	Detailed design (DEG)	5.100.000,00 € five million one hundred thousand EURO	Up to 75% of the Lump sum amount of Project Item 2
2.2	Final technical documentation (FTD)	1.700.000,00 € one million seven hundred thousand EURO	-
3.	<b>Pipeline</b>	96.485.000,00 € ninety-six million four hundred eighty-five thousand EURO	-
3.1	Linear part - pipe line	64.850.000,00 € sixty-four million eight hundred fifty thousand EURO	Up to 45% of TLS
3.2	Block valve station BV1	1.250.000,00 € one million two hundred fifty thousand EURO	-
3.3	Block valve station BV2	820.000,00 € eight hundred twenty thousand EURO	-
3.4	Block valve station BV3A	820.000,00 € eight hundred twenty thousand EURO	
3.5	Block valve station BV4	820.000,00 € eight hundred twenty thousand	

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Project Item	Description	Lump sum amount (Euro) (In Numbers & In Words)	Lump sum amount upper limit
		EURO	
3.6	Block valve station BV4A	820.000,00 € eight hundred twenty thousand EURO	-
3.7	Block valve station BV5	780.000,00 € seven hundred eighty thousand EURO	-
3.8	Block valve station BV6	820.000,00 € eight hundred twenty thousand EURO	-
3.9	Block valve station BV7	900.000 € nine hundred thousand EURO	-
3.10	HDPE conduits	1.900.000,00 € one million nine hundred thousand EURO	-
3.11	Cathodic Protection	2.000.000,00 € two million EURO	-
3.12	HDD Crossings	15.000.000,00 € fifteen million EURO	-
3.13	Precommissioning (testing of all systems prior to the gas in)	5.690.000 € five million six hundred ninety thousand EURO	-
3.14	Activities related to crops compensation (Bulgaria), EIA activities or any other activities related to third parties	15.000,00 € fifteen thousand EURO	-
4.	<b>Komotini Gas Metering Station (GMS1) &amp; Pigging Station (PS1)</b>	9.990.000,00 € nine million nine hundred ninety thousand EURO	-
4.1	Delivery of equipment and overall construction according Project specifications	8.150.000,00 € eight million one hundred fifty thousand EURO	Up to 85% of the Lump sum amount of Project Item 4
4.2	Precommissioning (testing of all systems prior to the gas in)	1.840.000,00 € one million eight hundred forty thousand EURO	
5.	<b>Kardjali AGRS and BV3</b>	3.925.000,00 € three million nine hundred twenty-	

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Project Item	Description	Lump sum amount (Euro) (In Numbers & In Words)	Lump sum amount upper limit
		five thousand EURO	
5.1	Delivery of equipment and overall construction according Project specifications	2.975.000,00 € two million nine hundred seventy-five thousand EURO	Up to 85% of the Lump sum amount of Project Item 5
5.2	Precommissioning (testing of all systems prior to the gas in)	950.000,00 € nine hundred fifty thousand EURO	-
6.	<b>Dimitrovgrad AGRS</b>	4.500.000,00 € four million five hundred thousand EURO	-
6.1	Delivery of equipment and overall construction according Project specifications	3.825.000,00 € three million eight hundred twenty-five thousand EURO	Up to 85% of the Lump sum amount of Project Item 6
6.2	Precommissioning (testing of all systems prior to the gas in)	675.000,00 € six hundred seventy-five thousand EURO	-
7.	<b>Stara Zagora Gas Metering Station (GMS2) &amp; Pigging Station (PS2)</b>	9.000.000,00 € nine million EURO	-
7.1	Delivery of equipment and overall construction according Project specifications	7.650.000,00 € seven million six hundred fifty thousand EURO	Up to 85% of the Lump sum amount of Project Item 7
7.2	Precommissioning (testing of all systems prior to the gas in)	1.350.000,00 € one million three hundred fifty thousand EURO	-
8.	<b>Operations &amp; Maintenance Base – Dispatching Centre (Stamboliski)</b>	2.870.000,00 € two million eight hundred seventy thousand EURO	-
9.	<b>Integrated Control &amp; Telecommunication Systems</b>	7.000.000,00 € seven million EURO	-
9.1	Delivery of equipment and overall construction according Project	5.950.000,00 € five million nine hundred fifty thousand EURO	Up to 85% of the Lump sum amount

Project Item	Description	Lump sum amount (Euro) (In Numbers & In Words)	Lump sum amount upper limit
	specifications		of Project Item 9
9.2	Precommissioning (testing of all systems prior to the gas in)	1.050.000,00 € one million fifty thousand EURO	-
10.	Training	80.000,00 € eighty thousand EURO	-

<b>Total Lump Sum</b>	<b>144.850.000,00 €</b> <b>one hundred forty-four million eight hundred fifty thousand EURO</b>
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Notes:

1. In case of ambiguities the offered Lump sum amount expressed in words prevails the figure expressed in numbers.
2. The Total Lump Sum shall be equal to the sum of the Lump sum amounts offered for Project items 1, 2, 3, 4, 5, 6, 7, 8, 9 and 10.
3. In case that the sum of the filled in prices for all items of the Total Lump Sum breakdown herein differs from the offered Total Lump Sum, then Contracting Entity shall consider as offered Contract Price the Total Lump Sum.
4. Project Item 2 Lump sum amount shall be equal to the sum of the Lump sum amounts offered for Project items 2.1 and 2.2.
5. Project Item 3 Lump sum amount shall be equal to the sum of the Lump sum amounts offered f Project items 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13 and 3.14.
6. Project Item 4 Lump sum amount shall be equal to the sum of the Lump sum amounts offered for Project items 4.1 and 4.2.
7. Project Item 5 Lump sum amount shall be equal to the sum of the Lump sum amounts offered for Project items 5.1 and 5.2.
8. Project Item 6 Lump sum amount shall be equal to the sum of the Lump sum amounts offered for Project items 6.1 and 6.2.
9. Project Item 7 Lump sum amount shall be equal to the sum of the Lump sum amounts offered for Project items 7.1 and 7.2.



10. Project Item 9 Lump sum amount shall be equal to the sum of the Lump sum amounts offered for Project items 9.1 and 9.2.
11. The price for all other works related to the Project but not specified in the Total Lump Sum breakdown under Table 1 shall be included in the Lump sum amounts of the Project items in the Total Lump Sum breakdown.
12. For Project items where the offered Lump sum amount has a restriction in the column “Lump sum amount upper limit” the offered Lump sum amount shall not exceed the set upper limit. If the offered Lump sum amount for the relevant project item exceeds the set upper limit then the Participant shall be excluded.



## II. ANALYSIS

The Participant shall apply analysis of each project items described in the Total lump sum breakdown under Table 1. The analysis shall be elaborated according to the SAMPLE FOR PRICE ANALYSIS set below in Table 2. The analysis shall describe the formation of the price for all type of works relating to the project items.

**SAMPLE FOR PRICE ANALYSIS for the types of work described in Table 1.**

Table 2

PROJECT ITEM 1 : Mobilization				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Temporary facilities	lump sum	1,00	1.500.000,00 €	1.500.000,00 €
Bulk material	lump sum	1,00	750.000,00 €	750.000,00 €
Electrical material	lump sum	1,00	300.000,00 €	300.000,00 €
<b>Material price sum, MP (Note 3):</b>				<b>2.550.000,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	100,00	80,00 €	8.000,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	110,00	60,00 €	6.600,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	2.420,93	45,00 €	108.941,83 €

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Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	6.000,00	50,00 €	300.000,00 €
Labour/Helper	man-hour	12.000,00	30,00 €	360.000,00 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>783.541,83 €</b>
<b>Machinery:</b>				
Crane	hr	800,00	41,00 €	32.800,00 €
Truck with crane	hr	800,00	36,00 €	28.800,00 €
Grader	hr	200,00	51,00 €	10.200,00 €
Crawler Excavator	hr	160,00	51,00 €	8.160,00 €
Bulldozer	hr	160,00	68,00 €	10.880,00 €
Loader	hr	160,00	30,00 €	4.800,00 €
Flat bed trailer truck / low bed trailer truck	hr	3.000,00	42,00 €	126.000,00 €
4X4 WD car	hr	800,00	10,00 €	8.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>229.640,00 €</b>
<b>ADDITIONAL COSTS:</b>				
Weighning factor for Storage and handling, SH (%)			10%	
Profit (%)			10%	
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>4.200.000,00 €</b>



<b>PROJECT ITEM 2 : Engineering</b>				
<b>DESCRIPTION</b>	<b>UNIT RATE (Note 2)</b>	<b>QUANTITY</b>	<b>COST PER UNIT RATE, EURO</b>	<b>TOTAL COST, EURO</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Material price:</b>				
<b>Material price sum, MP (Note 3):</b>				<b>0,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	4.000,00	80,00 €	320.000,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	25.186,97	60,00 €	1.511.218,18 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	88.680,00	45,00 €	3.990.600,00 €
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	2.000,00	50,00 €	100.000,00 €
Labour/Helper	man-hour	6.000,00	30,00 €	180.000,00 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>6.101.818,18 €</b>
<b>Machinery:</b>				
Drilling machine	hrs	2.000,00	40,00 €	80.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>80.000,00 €</b>
<b>ADDITIONAL COSTS:</b>				
<b>Weighning factor for Storage and handling, SH (%)</b>		<b>10%</b>		



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Profit (%)	10%	
TOTAL COST PER WORK, EURO: Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)		6.800.000,00 €

PROJECT ITEM 3 : Pipeline				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Manual Welding electrodes for pipeline	km	181,00	2.895,03 €	524.000,00 €
Insulating Joints (all types & diameters)	pcs	22,00	10.204,55 €	224.500,00 €
Induction Bends (all types & diameters)	pcs	861,00	4.574,07 €	3.938.276,89 €
ELBOWS (5D)	pcs	385,00	4.322,88 €	1.664.309,33 €
CAPS	pcs	69,00	350,34 €	24.173,41 €
Warning Mesh, width 2x600mm	km	39,00	820,00 €	31.980,00 €
Warning Mesh, width 600mm	km	195,00	410,00 €	79.950,00 €
FOC materials	m	359.352,00	5,90 €	2.118.845,00 €
Pipes for Hot Tapping Connections & Ventilation of casings	m	1.982,00	188,57 €	373.743,43 €
Casing Pipes (40" & 44")	m	2.288,00	495,96 €	1.134.749,76 €
Casing Accessories	m	2.288,00	45,20 €	103.421,05 €
Field Joint Coating Materials	km	181,00	11.695,30 €	2.116.849,33 €
Seated weight for DN 800 pipe	pcs	7.388,00	125,20 €	925.000,00 €
Cathodic Protection materials	lump sum	1,00	725.000,00 €	725.000,00 €
Materials for Civil works (fencing, Buildings, foundations etc)	lump sum	1,00	1.200.000,00 €	1.200.000,00 €

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Bulk Materials for pipeline	lump sum	1,00	3.562.000,00 €	3.562.000,00 €
Piping Components for BV1 (Pipes-Valves-fittings)	pcs	1,00	192.762,53 €	192.762,53 €
Piping Components for BV2 (Pipes-Valves-fittings)	pcs	1,00	86.770,20 €	86.770,20 €
Piping Components for BV3A (Pipes-Valves-fittings)	pcs	1,00	86.770,20 €	86.770,20 €
Piping Components for BV4 (Pipes-Valves-fittings)	pcs	1,00	86.770,20 €	86.770,20 €
Piping Components for BV4A (Pipes-Valves-fittings)	pcs	1,00	86.770,20 €	86.770,20 €
Piping Components for BV5 (Pipes-Valves-fittings)	pcs	1,00	71.948,03 €	71.948,03 €
Piping Components for BV6 (Pipes-Valves-fittings)	pcs	1,00	86.770,20 €	86.770,20 €
Piping Components for BV7 (Pipes-Valves-fittings)	pcs	1,00	147.839,13 €	147.839,13 €
Vent Stacks for Stations (Block & Metering)	pcs	14,00	10.923,62 €	152.930,70 €
HDPE + Accessories	km	564,00	1.259,52 €	710.369,99 €
HDD Materials (pipes + accessories)	m	2.224,00	992,41 €	2.207.110,00 €
<b>Material price sum, MP (Note 3):</b>				<b>22.663.609,57 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	3.168,00	80,00 €	253.440,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	29.880,00	60,00 €	1.792.800,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE,	man-hour	267.073,20	45,00 €	12.018.293,84 €



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Commercial, Planner				
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	237.048,00	50,00 €	11.852.400,00 €
Labour/Helper	man-hour	153.550,00	30,00 €	4.606.500,00 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>30.523.433,84 €</b>
<b>Machinery:</b>				
Bulzoder	hr	13.780,00	68,00 €	937.040,00 €
Buldozer Pipe Carrier	hr	10.440,00	68,00 €	709.920,00 €
Crawler Excavator	hr	82.024,00	51,00 €	4.183.224,00 €
Wheel Excavator	hr	4.594,00	35,00 €	160.790,00 €
Crawler Loader	hr	7.115,00	51,00 €	362.865,00 €
Wheel Loader	hr	5.525,00	30,00 €	165.750,00 €
Crane	hr	15.740,00	41,00 €	645.340,00 €
Grader	hr	8.265,00	51,00 €	421.515,00 €
JCB	hr	15.747,00	28,00 €	440.916,00 €
Sideboom	hr	66.690,00	60,00 €	4.001.400,00 €
Pay Welder	hr	66.690,00	55,00 €	3.667.950,00 €
Truck with Crane	hr	27.840,00	36,00 €	1.002.240,00 €
Padding Machine	hr	5.220,00	85,00 €	443.700,00 €
Compactor Roller	hr	5.220,00	40,00 €	208.800,00 €
Mini-bus	hr	82.650,00	25,00 €	2.066.250,00 €
Water Truck	hr	6.431,00	40,00 €	257.240,00 €
Truck	hr	20.045,00	40,00 €	801.800,00 €
Flat Bed trailer Truck / Low Bed Trailer Truck	hr	14.695,00	42,00 €	617.190,00 €



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Tatra 8x8	hr	4.595,00	60,00 €	275.700,00 €
Farm Tractor	hr	5.376,00	32,00 €	172.032,00 €
Tractor with Pump	hr	6.525,00	35,00 €	228.375,00 €
Water Pumps	hr	12.180,00	24,00 €	292.320,00 €
Bending Machine	hr	3.741,00	85,00 €	317.985,00 €
Jen Set	hr	50.460,00	20,00 €	1.009.200,00 €
Air-Compressor	hr	14.696,00	40,00 €	587.840,00 €
Beveling Machine	hr	12.780,00	20,00 €	255.600,00 €
Unimog	hr	66.450,00	35,00 €	2.325.750,00 €
Welding Machines (manual)	hr	51.440,00	30,00 €	1.543.200,00 €
Welding Machines (automatic)	hr	12.860,00	70,00 €	900.200,00 €
Filling / Pressure Pumps	hr	4.440,00	30,00 €	133.200,00 €
Generators	hr	73.080,00	30,00 €	2.192.400,00 €
4X4 WD car	hr	93.250,00	10,00 €	932.500,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>32.260.232,00 €</b>
<b>ADDITIONAL COSTS:</b>				
Weighting factor for Storage and handling, SH (%)			10%	
Profit (%)			10%	
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>96.485.000,00 €</b>

**PROJECT ITEM 4 : Komotini Gas Metering Station (GMS1) & Pigging Station (PS1)**

DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Above Ground Piping materials	lump sum	1,00	5.040.000,00 €	5.040.000,00 €
Below Ground Piping materials	lump sum	1,00	380.000,00 €	380.000,00 €
Materials for Civil Works	lump sum	1,00	250.000,00 €	250.000,00 €
Materials for Electromechanical works	lump sum	1,00	206.678,00 €	206.678,00 €

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Bulk materials	lump sum	1,00	130.000,00 €	130.000,00 €
<b>Material price sum, MP (Note 3):</b>				<b>6.006.678,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	280,00	80,00 €	22.400,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	2.000,00	60,00 €	120.000,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	4.180,00	45,00 €	188.100,00 €
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	10.299,05	50,00 €	514.952,39 €
Labour/Helper	man-hour	20.874,00	30,00 €	626.220,00 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>1.471.672,39 €</b>
<b>Machinery:</b>				
Crawler Excavator	hrs	300,00	51,00 €	15.300,00 €
Crawler Loader	hrs	300,00	51,00 €	15.300,00 €
Wheel Loader	hrs	300,00	30,00 €	9.000,00 €
Crane	hrs	4.000,00	41,00 €	164.000,00 €
Grader	hrs	300,00	51,00 €	15.300,00 €
JCB	hrs	300,00	28,00 €	8.400,00 €
Sideboom	hrs	200,00	60,00 €	12.000,00 €
Pay Welder	hrs	400,00	55,00 €	22.000,00 €
Truck with Crane	hrs	4.000,00	36,00 €	144.000,00 €
Compactor Roller	hrs	300,00	40,00 €	12.000,00 €
Mini-bus	hrs	2.400,00	25,00 €	60.000,00 €



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Water Truck	hrs	300,00	40,00 €	12.000,00 €
Truck	hrs	800,00	40,00 €	32.000,00 €
Flat Bed trailer Truck / Low Bed Trailer Truck	hrs	400,00	42,00 €	16.800,00 €
Tractor with Pump	hrs	100,00	35,00 €	3.500,00 €
Water Pumps	hrs	300,00	24,00 €	7.200,00 €
Jen Set	hrs	8.000,00	20,00 €	160.000,00 €
Air-Compressor	hrs	600,00	40,00 €	24.000,00 €
Welding Machines (manual)	hrs	6.000,00	30,00 €	180.000,00 €
Generators	hrs	1.000,00	30,00 €	30.000,00 €
4X4 WD car	hrs	6.000,00	10,00 €	60.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>1.002.800,00 €</b>
<b>ADDITIONAL COSTS:</b>				
<b>Weighning factor for Storage and handling, SH (%)</b>		<b>10%</b>		
<b>Profit (%)</b>		<b>10%</b>		
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>9.990.000,00 €</b>

<b>PROJECT ITEM 5 : Kardjahli AGRS and BV3</b>				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Above Ground Piping materials	lump sum	1,00	1.626.000,00 €	1.626.000,00 €
Below Ground Piping materials	lump sum	1,00	152.000,00 €	152.000,00 €
Materials for Civil Works	lump sum	1,00	120.000,00 €	120.000,00 €
Materials for Electromechanical works	lump sum	1,00	100.000,00 €	100.000,00 €
Bulk materials	lump sum	1,00	52.000,00 €	52.000,00 €
<b>Material price sum, MP (Note 3):</b>				<b>2.050.000,00 €</b>
<b>Manpower:</b>				



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Project Manager	man-hour	112,00	80,00 €	8.960,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	1.160,00	60,00 €	69.600,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	2.072,00	45,00 €	93.240,00 €
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	10.320,00	50,00 €	516.000,00 €
Labour/Helper	man-hour	7.475,39	30,00 €	224.261,82 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>912.061,82 €</b>
<b>Machinery:</b>				
Crawler Excavator	hrs	120,00	51,00 €	6.120,00 €
Crawler Loader	hrs	120,00	51,00 €	6.120,00 €
Wheel Loader	hrs	120,00	30,00 €	3.600,00 €
Crane	hrs	1.600,00	41,00 €	65.600,00 €
Grader	hrs	120,00	51,00 €	6.120,00 €
JCB	hrs	120,00	28,00 €	3.360,00 €
Sideboom	hrs	80,00	60,00 €	4.800,00 €
Pay Welder	hrs	160,00	55,00 €	8.800,00 €
Truck with Crane	hrs	1.600,00	36,00 €	57.600,00 €
Compactor Roller	hrs	120,00	40,00 €	4.800,00 €
Mini-bus	hrs	960,00	25,00 €	24.000,00 €
Water Truck	hrs	120,00	40,00 €	4.800,00 €
Truck	hrs	320,00	40,00 €	12.800,00 €
Flat Bed trailer Truck / Low Bed Trailer Truck	hrs	160,00	42,00 €	6.720,00 €

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Tractor with Pump	hrs	40,00	35,00 €	1.400,00 €
Water Pumps	hrs	120,00	24,00 €	2.880,00 €
Jen Set	hrs	3.200,00	20,00 €	64.000,00 €
Air-Compressor	hrs	240,00	40,00 €	9.600,00 €
Welding Machines (manual)	hrs	2.400,00	30,00 €	72.000,00 €
Generators	hrs	400,00	30,00 €	12.000,00 €
4X4 WD car	hrs	2.400,00	10,00 €	24.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>401.120,00 €</b>
<b>ADDITIONAL COSTS:</b>				
<b>Weighning factor for Storage and handling, SH (%)</b>		<b>10%</b>		
<b>Profit (%)</b>		<b>10%</b>		
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>3.925.000,00 €</b>

<b>PROJECT ITEM 6 : Dimitrovgrad AGRS</b>				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Above Ground Piping materials	lump sum	1,00	2.118.000,00 €	2.118.000,00 €
Below Ground Piping materials	lump sum	1,00	171.000,00 €	171.000,00 €
Materials for Civil Works	lump sum	1,00	135.000,00 €	135.000,00 €
Materials for Electromechanical works	lump sum	1,00	112.500,00 €	112.500,00 €
Bulk materials	lump sum	1,00	58.500,00 €	58.500,00 €
<b>Material price sum, MP (Note 3):</b>				<b>2.595.000,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	126,00	80,00 €	10.080,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	1.305,00	60,00 €	78.300,00 €



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Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	2.126,00	45,00 €	95.670,00 €
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	7.330,00	50,00 €	366.500,00 €
Labour/Helper	man-hour	7.819,97	30,00 €	234.599,10 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>785.149,10 €</b>
<b>Machinery:</b>				
Crawler Excavator	hrs	135,00	51,00 €	6.885,00 €
Crawler Loader	hrs	135,00	51,00 €	6.885,00 €
Wheel Loader	hrs	135,00	30,00 €	4.050,00 €
Crane	hrs	1.800,00	41,00 €	73.800,00 €
Grader	hrs	135,00	51,00 €	6.885,00 €
JCB	hrs	135,00	28,00 €	3.780,00 €
Sideboom	hrs	90,00	60,00 €	5.400,00 €
Pay Welder	hrs	180,00	55,00 €	9.900,00 €
Truck with Crane	hrs	1.800,00	36,00 €	64.800,00 €
Compactor Roller	hrs	135,00	40,00 €	5.400,00 €
Mini-bus	hrs	1.080,00	25,00 €	27.000,00 €
Water Truck	hrs	135,00	40,00 €	5.400,00 €
Truck	hrs	360,00	40,00 €	14.400,00 €
Flat Bed trailer Truck / Low Bed Trailer Truck	hrs	180,00	42,00 €	7.560,00 €
Tractor with Pump	hrs	45,00	35,00 €	1.575,00 €
Water Pumps	hrs	135,00	24,00 €	3.240,00 €
Jen Set	hrs	3.600,00	20,00 €	72.000,00 €
Air-Compressor	hrs	270,00	40,00 €	10.800,00 €

Welding Machines (manual)	hrs	2.700,00	30,00 €	81.000,00 €
Generators	hrs	450,00	30,00 €	13.500,00 €
4X4 WD car	hrs	2.700,00	10,00 €	27.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>451.260,00 €</b>
<b>ADDITIONAL COSTS:</b>				
Weighning factor for Storage and handling, SH (%)		10%		
Profit (%)		10%		
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>4.500.000,00 €</b>

PROJECT ITEM 7 : Stara Zagora Gas Metering Station (GMS2) & Pigging Station (PS2)				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Above Ground Piping materials	lump sum	1,00	4.196.000,00 €	4.196.000,00 €
Below Ground Piping materials	lump sum	1,00	322.000,00 €	322.000,00 €
Materials for Civil Works	lump sum	1,00	260.000,00 €	260.000,00 €
Materials for Electromechanical works	lump sum	1,00	190.000,00 €	190.000,00 €
Bulk materials	lump sum	1,00	117.000,00 €	117.000,00 €
<b>Material price sum, MP (Note 3):</b>				<b>5.085.000,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	252,00	80,00 €	20.160,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	2.610,00	60,00 €	156.600,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE,	man-hour	4.662,00	45,00 €	209.790,00 €

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Commercial, Planner				
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	16.470,00	50,00 €	823.500,00 €
Labour/Helper	man-hour	15.858,27	30,00 €	475.748,19 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>1.685.798,19 €</b>
<b>Machinery:</b>				
Crawler Excavator	hrs	270,00	51,00 €	13.770,00 €
Crawler Loader	hrs	270,00	51,00 €	13.770,00 €
Wheel Loader	hrs	270,00	30,00 €	8.100,00 €
Crane	hrs	3.600,00	41,00 €	147.600,00 €
Grader	hrs	270,00	51,00 €	13.770,00 €
JCB	hrs	270,00	28,00 €	7.560,00 €
Sideboom	hrs	180,00	60,00 €	10.800,00 €
Pay Welder	hrs	360,00	55,00 €	19.800,00 €
Truck with Crane	hrs	3.600,00	36,00 €	129.600,00 €
Compactor Roller	hrs	270,00	40,00 €	10.800,00 €
Mini-bus	hrs	2.160,00	25,00 €	54.000,00 €
Water Truck	hrs	270,00	40,00 €	10.800,00 €
Truck	hrs	720,00	40,00 €	28.800,00 €
Flat Bed trailer Truck / Low Bed Trailer Truck	hrs	360,00	42,00 €	15.120,00 €
Tractor with Pump	hrs	90,00	35,00 €	3.150,00 €
Water Pumps	hrs	270,00	24,00 €	6.480,00 €
Jen Set	hrs	7.200,00	20,00 €	144.000,00 €
Air-Compressor	hrs	540,00	40,00 €	21.600,00 €

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Welding Machines (manual)	hrs	5.400,00	30,00 €	162.000,00 €
Generators	hrs	900,00	30,00 €	27.000,00 €
4X4 WD car	hrs	5.400,00	10,00 €	54.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>902.520,00 €</b>
<b>ADDITIONAL COSTS:</b>				
Weighting factor for Storage and handling, SH (%)			10%	
Profit (%)			10%	
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>9.000.000,00 €</b>

<b>PROJECT ITEM 8 : Operations &amp; Maintenance Base – Dispatching Centre (Stamboliski)</b>				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
Materials for Civil Works	lump sum	1,00	940.000,00 €	940.000,00 €
Materials for Electromechanical works	lump sum	1,00	650.000,00 €	650.000,00 €
Bulk materials	lump sum	1,00	220.000,00 €	220.000,00 €
<b>Material price sum, MP (Note 3):</b>				<b>1.810.000,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	80,00	80,00 €	6.400,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	640,00	60,00 €	38.400,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	2.151,00	45,00 €	96.795,00 €



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Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	3.200,00	50,00 €	160.000,00 €
Labour/Helper	man-hour	4.406,86	30,00 €	132.205,92 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>433.800,92 €</b>
<b>Machinery:</b>				
Crawler Excavator	hrs	100,00	51,00 €	5.100,00 €
Wheel Loader	hrs	100,00	30,00 €	3.000,00 €
Crane	hrs	910,00	41,00 €	37.310,00 €
Grader	hrs	40,00	51,00 €	2.040,00 €
JCB	hrs	80,00	28,00 €	2.240,00 €
Truck with Crane	hrs	1.250,00	36,00 €	45.000,00 €
Compactor Roller	hrs	100,00	40,00 €	4.000,00 €
Mini-bus	hrs	1.800,00	25,00 €	45.000,00 €
Water Truck	hrs	100,00	40,00 €	4.000,00 €
Truck	hrs	240,00	40,00 €	9.600,00 €
Generators	hrs	600,00	30,00 €	18.000,00 €
4X4 WD car	hrs	900,00	10,00 €	9.000,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>184.290,00 €</b>
<b>ADDITIONAL COSTS:</b>				
Weighning factor for Storage and handling, SH (%)			<b>10%</b>	
Profit (%)			<b>10%</b>	
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>2.870.000,00 €</b>

<b>PROJECT ITEM 9 : Integrated Control &amp; Telecommunication Systems</b>				
<b>DESCRIPTION</b>	<b>UNIT RATE (Note 2)</b>	<b>QUANTITY</b>	<b>COST PER UNIT RATE, EURO</b>	<b>TOTAL COST, EURO</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Material price:</b>				
Hardware equipment	lump sum	1,00	2.480.000,00 €	2.480.000,00 €
Software and licences	lump sum	1,00	1.230.000,00 €	1.230.000,00 €
Materials for Electrical works	lump sum	1,00	1.122.000,00 €	1.122.000,00 €
<b>Material price sum, MP (Note 3):</b>				<b>4.832.000,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	80,00	80,00 €	6.400,00 €
Other Managers/Senior Engineer/ Site Manager	man-hour	2.580,00	60,00 €	154.800,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	2.800,00	45,00 €	126.000,00 €
Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	5.600,00	50,00 €	280.000,00 €
Labour/Helper	man-hour	13.423,21	30,00 €	402.696,36 €
<b>Manpower price sum, MpC (Note 3):</b>				<b>969.896,36 €</b>



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<b>Machinery:</b>				
Crane	hrs	240,00	41,00 €	9.840,00 €
Truck with Crane	hrs	800,00	36,00 €	28.800,00 €
Generators	hrs	980,00	30,00 €	29.400,00 €
4X4 WD car	hrs	1.050,00	10,00 €	10.500,00 €
<b>Machinery price sum, McC (Note 3):</b>				<b>78.540,00 €</b>
<b>ADDITIONAL COSTS:</b>				
<b>Weighning factor for Storage and handling, SH (%)</b>		<b>10%</b>		
<b>Profit (%)</b>		<b>10%</b>		
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>7.000.000,00 €</b>

<b>PROJECT ITEM 10 : Training</b>				
DESCRIPTION	UNIT RATE (Note 2)	QUANTITY	COST PER UNIT RATE, EURO	TOTAL COST, EURO
1	2	3	4	5
<b>Material price:</b>				
<b>Material price sum, MP (Note 3):</b>				<b>0,00 €</b>
<b>Manpower:</b>				
Project Manager	man-hour	47,00	80,00 €	3.760,08 €
Other Managers/Senior Engineer/ Site Manager	man-hour	56,00	60,00 €	3.360,00 €
Engineer/Site Supervising Engineer - Civil, Mechanical, Electrical, Surveyor, QA/QC-HSE, Commercial, Planner	man-hour	650,00	45,00 €	29.250,00 €

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Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver	man-hour	727,14	50,00 €	36.357,19 €
Labour/Helper	man-hour	0,00	30,00 €	- €
<b>Manpower price sum, MpC (Note 3):</b>				<b>72.727,27 €</b>
<b>Machinery:</b>				
<b>Machinery price sum, McC (Note 3):</b>				<b>0,00 €</b>
<b>ADDITIONAL COSTS:</b>				
<b>Weighning factor for Storage and handling, SH (%)</b>	<b>10%</b>			
<b>Profit (%)</b>	<b>10%</b>			
<b>TOTAL COST PER WORK, EURO:</b> Price = (MP * (100% + SH%) + MpC + McC) * (Profit + 100%)				<b>80.000,00 €</b>

Note 1 - Project item according to Table 1 (e.g. Project Item 7 Stara Zagora Gas Metering Station (GMS2) & Pigging Station (PS2) or Project Item 6.1 Delivery of equipment and overall construction according Project specifications).

Note 2 – Description of unit rates for positions in column 1 of Table 2 (i.e. m<sup>3</sup>, km, man-hour etc.).

Note 3 - MP, MpC, McC prices include all additional costs needed for performance of the work.



## PART B. UNIT RATES FOR VARIATIONS

The Unit Rates that follow in the present document are applicable to Variations, in case that, at the Contracting Entity's discretion, the Lump Sum breakdown or rates derived therefrom are not reasonably applicable for the respective Variation. It is agreed that the Lump Sum breakdown reflects a reasonable distribution of the Contract Price to aspects of the Works.

The price of any variations shall be determined using the prices from Table 2 or rates derived therefrom.

In case that, at the Contracting Entity's discretion, the Total Lump Sum breakdown or rates derived therefrom are not reasonably applicable for the determination of variation costs, a methodology based on price of material and price variation factors (storage and handling, machinery and profit) shall be used. The following formula for variation costs shall be applied:

$$VP = [MP * (100\% + SH) + MpC] * (100\% + Mc) * (100\% + Pr)$$

VP – Variation price (Euro)

MP – Material price (Euro)

SH - weighting factor for Storage and handling (%)

Mc - weighting factor for Machinery (%)

MpC – Manpower cost (Euro)

Pr - Profit (%)

Price of Material shall be proof by invoices or shall be used prices from Table 2.

SH%, Mc%, MpC and Pr% shall be offered by the Participant in Table 3. MpC is an overall sum of the costs for manpower according to the hourly rates specified in Table 3 and the duration of the work.

The Participant offers the following values of the price variation factors:

Table 3


No	Index	Price Variation Factors	Value
1.	SH	Storage and handling (as a percentage)	10%
2.	Mc	Machinery (as a percentage)	95%
3.	Pr	Profit (as a percentage)	10%
4.	MP1	Project Manager (hourly rate in euro)	120,00 €
5.	MP2	Other Managers/Senior Engineer/ Site Manager (hourly rate in euro)	95,00 €
6.	MP3	Engineer/Site Supervising Engineer - Civil, Mechanical,	80,00 €

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		Electrical, Surveyor, QA/QC-HSE, Commercial, Planner <b>(hourly rate in euro)</b>	
7.	MP4	Skilled personnel (pipe layer, pipe fitter, welder, mechanic, isolator, electrical or instrument, radiographer, carpenter, steel bender, blaster rigger)/Equipment Operator (Bulldozer, Dragline, Grader, Loader Excavator, Crane, Side boom, Roller, Wagon Drill, Pile driver, Road rollers)/Driver <b>(hourly rate in euro)</b>	75,00 €
8.	MP5	Labour/Helper <b>(hourly rate in euro)</b>	45,00 €

**Notes:**

1. The manpower hourly rates shall be Contractor’s full remuneration for all costs associated with provision of the manpower, personal consumables, instruments, tools and personal equipment necessary for the fulfillment the obligations and liabilities of the Contractor and includes, indicatively and by no way of limitation: Direct Labour Costs, Local transport allowance, Payroll Burden, Overhead and Profits.
2. The values of SH, Mc and Pr should be positive numbers. The sum of the values of MP1, MP2, MP3, MP 4 and MP5 should exceed EUR 0,00.

Date	<b>01/ 04/2019</b>
Name and family name	<b>Konstantinos Lysaridis</b>
Capacity of the representative of the Participant <sup>1</sup>	<b>Vice President &amp; Executive Director</b>
Signature and stamp <sup>2</sup>	 <p><b>JSP-AVAX S.A.</b> GENERAL CONTRACTORS 16, Amfirossiou, Halandriou Street, 15125 MAROUSI, ATHENS, GREECE TEL: 30 210 6375000 - FAX: 30 210 6375678</p>

<sup>1</sup> When the Participant is represented jointly by more than one person the Price tables shall be signed by each of them indicating the names and capacity of the representatives.

<sup>2</sup> A stamp shall be affixed if the Participant has one.