

REPUBLIC OF TÜRKİYE**Eastern Türkiye Middle Corridor Railway Development Project (ETMIC)****Rehabilitation Works for the Kars-Georgia border Railway Section****(AYGM-ETMIC-2025-YAP 01)****REPLIES TO QUERIES NO: 1**

The provisions of this "Replies to Queries and Clarifications" are being issued to provide necessary clarifications on certain aspects of the PQ document in response to the queries or clarification requests.

No.	Doc. Page No.	Doc. Ref. Clause	Query or Clarification Requested	Reply of the Client	Amendment in the PQ document is required YES or NO (If "YES" Provide Amendment Number)
1	33	Section III, Qualification Criteria and Requirements, Article 3.2 – Average Annual Construction Turnover	In Section III. Qualification Criteria and Requirements, Article 3.2 Average Annual Construction Turnover you have stated that in order for the bidders to be qualified they must have a minimum average annual construction turnover of 200.000.000,00 USD for the last 5 years. Since the criterion is defined through “total certified payments received”, it essentially aims to measure the bidder’s overall business volume over the last five years. The most transparent and independently verifiable evidence for this is the Total Turnover (Revenue) shown in the bidder’s audited financial statements. In addition, limiting the assessment to “construction turnover” may not reflect the bidder’s full financial capacity, especially for diversified groups where audited accounts present	The requirement under Clause 3.2 is clear. Applicants shall demonstrate compliance based on Average Annual Construction Turnover, as expressly stated in the PQ Document and Form FIN 3.2. Accordingly, total turnover/revenue shall not replace the construction turnover requirement.	NO

			<p>strength at company level rather than by a non-standard activity split. “Construction turnover” is also not a separately audited line item in many jurisdictions and may be interpreted differently, creating uncertainty in evaluation. Therefore, we kindly request that the requirement be revised/clarified to accept Total Turnover (Revenue) as per audited financial statements for the last five (5) years (average annual), as evidence of compliance.</p>		
2	33	<p>Section III, Qualification Criteria and Requirements, Article 3.2 – Average Annual Construction Turnover / JV</p>	<p>In Section III. Qualification Criteria and Requirements, Article 3.2 Average Annual Construction Turnover you have mentioned that if the bidder is a JV, at least one member of the JV must meet %60 of the requirement and each member must meet at least %30 of the requirement. We respectfully note that the fixed thresholds of 60% for one JV member and 30% for each member may not appropriately reflect the actual structure and risk allocation of the Joint Venture. Applying uniform minimum percentages (60/30) regardless of the JV shareholding may lead to an assessment that does not represent the JV’s real capacity and may exclude otherwise qualified JVs whose members’ financial capacities are aligned with their respective shares. In order to ensure fair and proportionate evaluation, we kindly request that compliance be assessed in proportion to each JV member’s participation share. In other words, each member should be required to demonstrate a turnover amount corresponding to at least its percentage share of the JV (e.g., a 40% member demonstrates at least 40% of the required turnover, a 25% member demonstrates at least 25%, etc.),</p>	<p>The requirement is clear in the PQ Document. In the case of a JV, the JV as a whole must meet 100% of the requirement, each member must meet at least 30% of the requirement, and one member must meet at least 60% of the requirement. These are minimum qualification thresholds and are not assessed pro rata based on JV shareholding.</p>	NO

			while the JV as a whole meets 100% of the requirement.		
3	33	Section III, Qualification Criteria and Requirements, Article 4.2(a)	In Section III. Qualification Criteria and Requirements, Article 4.2(a), it is stated that bidders may submit projects executed as part of a Joint Venture to meet the requirement. However, it is not clear whether, in such cases, the evaluation will be based on the bidder's participation share/percentage in the JV (i.e., pro-rata portion) or on the full contract value/experience of the JV project. Could you please clarify this point?	For contracts performed as a JV member, the Applicant shall submit its experience in accordance with the PQ forms and supporting documents. Evaluation will be made based on the Applicant's demonstrated role and participation in the relevant contract, as evidenced by the submitted documentation. Applicants should provide complete and clear documentary evidence showing their scope and share of participation.	NO
4	33	Section III, Qualification Criteria and Requirements, Article 4.2(a)	In Section III (Qualification Criteria and Requirements), Article 4.2(a), it is stated that bidders may demonstrate qualification by submitting two contracts, each with a value of at least USD 120,000,000, and that the combined value of these two contracts must be at least USD 240,000,000. We believe that setting a minimum value of USD 120,000,000 for each individual contract may unnecessarily limit the intended flexibility of this requirement. In our view, a bidder holding contracts valued at USD 115,000,000 and USD 160,000,000—totaling USD 275,000,000—should also be considered eligible, as the aggregate value clearly exceeds the required total threshold. Accordingly, we kindly request that the qualification criteria under Article 4.2(a) be reconsidered to allow bidders to meet the requirement based on the total combined value of the two	Clause 4.2(a) is explicit. Under option (ii), each of the two contracts must be valued at least USD 120,000,000, and the total value of the two contracts must be at least USD 240,000,000. Therefore, a contract below the minimum individual threshold cannot be accepted under this option.	NO

			contracts, even if one contract is slightly below USD 120,000,000.		
5	33	Section III, Qualification Criteria and Requirements, Article 4.2(a)	In Section III (Evaluation and Qualification Criteria) according to 4.2(a) Specific Construction&Contract Management Experience, "The applicant must have successfully completed the following minimum number of similar contracts...", where footnote 7 states that works completed at 80% and/or more will be accepted. However, this footnote refers to the definition of "successfully completed" within the criterion. Kindly confirm that this was written inadvertently and that certificates for ongoing works that have reached 80% and/or more completion will also be accepted or please add "substantial completion" in the definition.	Please refer to Clause 4.2(a) of the PQ Document. For this criterion, the Applicant must demonstrate that it has successfully completed the required similar contracts within the stated period. The wording of the criterion remains unchanged.	NO
6	33	Section III, Qualification Criteria and Requirements, Article 4.2(a)	In Section III (Evaluation and Qualification Criteria) according to 4.2(a) Specific Construction&Contract Management Experience, Kindly confirm that, for the similar works (The similarity of the contracts shall be based on the following: Construction of rail systems (railway, metro, tram, or funicular)) defined under this criterion, railway completion certificates covering railway infrastructure and superstructure works—without including signalling, electrification etc.—shall be deemed acceptable.	The similarity requirement under Clause 4.2(a) is clearly defined as construction of rail systems (railway, metro, tram, or funicular). Evaluation will be made based on the scope demonstrated in the submitted contract and completion documents against the qualification criteria stated in the PQ Document. No additional interpretation is introduced.	NO
7	34	Section III, Qualification Criteria and Requirements, Articles	In Section III (Evaluation and Qualification Criteria) according to 4.2(a) Specific Construction&Contract Management Experience and 4.2(b), Since it has been requested 35km of railway superstructure as	Please note that Clause 4.2(b)(i) expressly states that the 35 km rail track experience must be under contracts including superstructure works. Therefore, compliance with	NO

		4.2(a) and 4.2(b)	key quantities in 4.2(b), please kindly confirm that, for the similar works (The similarity of the contracts shall be based on the following: Construction of rail systems (railway, metro, tram, or funicular)) defined under this criterion, railway completion certificates covering only railway infrastructure works—without including superstructure, signalling, electrification etc.—shall be deemed acceptable in 4.2(a).	Clause 4.2(b) will be assessed strictly in line with that requirement. For Clause 4.2(a), evaluation will be based on the stated similarity criterion and the documentary evidence submitted by the Applicant.	
8	7	PQ Document / Scope of Works / Conditions of Contract	The explanations and descriptions provided in the PQ documents do not specify the type of contract under which the works will be executed. However, the scope of work gives the impression that the contract includes execution design responsibility and will be based on the FIDIC Red Book, based on unit price arrangement. Kindly confirm.	The present stage is prequalification only. Applicants shall refer to the PQ Document, including Section VII – Scope of Works. The detailed conditions of contract, including contract form and payment structure, will be provided in the Bidding Documents to be issued to prequalified Applicants.	NO
9	62	PQ Document / Documentarily Requirements	For the prequalification phase, are foreign bidders required to have their official documents and work experience certificates apostilled or otherwise legalized by an equivalent procedure?	Applicants shall prepare their submissions in accordance with the documentary requirements set out in the PQ Document. No additional apostille/legalization requirement is introduced through this clarification beyond the requirements already stated in the PQ Document.	NO
10	33	Section III, Qualification Criteria and Requirements, Article 3.2 – Average Annual Construction Turnover	Our detailed studies have revealed a significant discrepancy between the project’s budgetary size and the tender criteria, creating a situation that hinders competition in the tender. Specifically, clause 3. Financial Situation and Performance, 3.2 Average Annual Construction Turnover: Minimum average annual construction turnover of 200,000,000 US\$ (two hundred million US Dollars) or	The requirement under Clause 3.2 has been determined by the Employer considering the size, complexity, and implementation conditions of the subject procurement and shall remain unchanged. Applicants are requested to submit their applications in accordance with the PQ Document.	NO

			<p>equivalent calculated as total certified payments received for contracts in progress and/or completed within the last 5 (five) years requires an average construction turnover of 200,000,000 US\$ over five years, which is significantly higher than the project's size. Accordingly, in order to ensure both more effective and efficient use of public resources and a more competitive bidding environment, we respectfully request that the 3.2 Average Annual Construction Turnover criterion be revised (reduced) to be more suitable for the subject of the tender.</p>		
11	32	Section III, Qualification Criteria and Requirements	<p>The tender documents have been reviewed in detail and it is considered that the current qualification criteria should be reassessed from the perspectives of competition, proportionality, international tender principles, and public interest. In particular, it is requested that the qualification thresholds be made proportionate to the technical risks and financial requirements of the works, that the joint venture model be allowed to function effectively, that a tender structure strengthening competition be established, and that the tender document be reviewed and, if deemed necessary, restructured in a manner that would increase competition.</p>	<p>The qualification criteria have been established by the Employer taking into account the scope, scale, complexity, interface risks, and implementation conditions of the subject works. The thresholds and qualification structure stated in the PQ Document shall remain unchanged and Applicants are requested to prepare their applications in accordance with the existing provisions of the PQ Document.</p>	NO
12	33	Section III, Qualification Criteria and Requirements, Article 4.2(a)	<p>It is requested that the single-contract experience threshold and the related specific experience thresholds be reconsidered on the grounds that the current values are disproportionate and restrictive in terms of competition.</p>	<p>The specific experience criteria have been determined by the Employer considering the size, complexity, and risk profile of the works. The requirements under Clause 4.2(a) shall remain unchanged.</p>	NO

13	33	Section III, Qualification Criteria and Requirements / JV-related qualification approach	It is stated that the inability to aggregate contract values in joint ventures renders the JV mechanism ineffective in practice. This is considered to undermine the principal purpose of the JV model, namely the combination of capacity, sharing of risks, and broadening of competition. It is further stated that international procurement guidance clearly recognizes JV structures, particularly in large infrastructure projects, as a means of enhancing competition, whereas the current arrangement prevents the practical functioning of this mechanism.	Applicants may participate individually or in the form of a joint venture in accordance with the provisions of the Prequalification Document. The qualification requirements, including the manner in which JV applications are evaluated, have been established by the Employer taking into account the nature, scale, and complexity of the procurement and shall remain as stated in the Prequalification Document.	NO
14	34	Section III, Qualification Criteria and Requirements, Article 4.2(b)	It is requested that the key activity requirement, including 35 km rail track / superstructure-related thresholds, be reconsidered on the grounds that it is restrictive and not proportionate.	The key activity requirement under Clause 4.2(b) has been defined by the Employer in light of the required construction capacity and the specific characteristics of the subject railway rehabilitation works. The requirement shall remain unchanged.	NO
15	62	Section VII – Scope of Works	In AYGM-ETMIC-2025-YAP 01 Kars-Gürcistan Border railway section tender, which electromechanical systems are included in the tender?	Please refer to Section VII – Scope of Works of the PQ Document. The scope includes, among others, Kars Logistic Center E&M Works, and the Contractor is required to prepare the necessary drawings for infrastructure, superstructure, building works, and electro-mechanical works in accordance with the technical specifications.	NO
16	62	Section VII – Scope of Works	Could you share which systems are covered by the Kars Logistic Center electromechanical works mentioned in the prequalification notice?	Please refer to Section VII – Scope of Works and the applicable technical specifications. The PQ stage sets out the general scope of the procurement. Detailed technical definitions and requirements will be provided in the Bidding Documents.	NO

17	-	ITA / Application Submission Deadline	<p>Following our review of the Pre-Qualification requirements, it has been noted that the preparation of the submission requires the collection of various administrative and corporate documents, several of which must be officially translated and notarized. The upcoming Eid holiday period significantly reduces the number of available working days required to complete these formal procedures. In order to ensure that all required documentation is prepared and submitted in full compliance with the Pre-Qualification requirements, we respectfully request an extension of the submission deadline by four (4) weeks from 25 March 2026</p>	Please see the issued Addendum No.1	YES
18	55	Section I, ITA 5.1(b) / Section V – Eligible Countries	<p>It is understood that the eligibility of prospective participants shall be assessed based on compliance with the conditions stated in Paragraph 5.1 of Section I (Instructions to Applicants) together with Section V (Eligible Countries). Accordingly, participation is understood not to be limited only to member countries of the Islamic Development Bank (IsDB), and firms registered in non-member countries should also be eligible to participate, provided that they are not subject to any of the prohibitions described in Paragraphs 5.1(a) and 5.1(b) and otherwise meet the requirements of the Prequalification Document. In view of the above, kindly confirm that eligibility of a participant will be assessed in accordance with Paragraph 5.1 and Section V, without the application of any nationality- or membership-based restrictions.</p>	<p>Please note that the applicable procurement method for the procedure is ICB/MC (International Competitive Bidding limited to member countries). Eligibility of Applicants shall be assessed strictly in accordance with the provisions of Paragraph 5.1 of Section I and Section V of the Prequalification Document. Applicants from eligible countries, as defined in the Prequalification Document, may participate provided that they are not subject to the stated prohibitions and otherwise meet the qualification requirements.</p>	NO

19	-	ITA / Application Submission Deadline	<p>We would like to emphasize that our interest in the Eastern Türkiye Middle Corridor Railway Development Project (ETMIC) - Rehabilitation Works for the Kars-Georgia Border Railway Section Project PQ Process is considerably high. However, due to the current PQ submission deadline, our existing workload, our intense schedule, and the forthcoming official holidays, particularly the upcoming Eid al-Fitr holiday period, we are facing challenges in dedicating our full focus to the entire related preparation stage. In this regard, in order to be able to submit the most competitive and comprehensive documents, we kindly request a 15-day extension of the submission deadline.</p>	Please see the issued Addendum No.1	YES
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