

## REQUEST FOR PROPOSAL TO ACT AS STRATEGIC & BUSINESS DEVELOPMENT ADVISER IN RELATION TO VOLOS PORT AUTHORITY S.A. CLARIFICATIONS

Athens, 28<sup>th</sup> of May 2025

*Responses to clarification requests submitted by Interested Parties in connection with the Request for Proposals to act as Strategic & Business Development Adviser in relation to Volos Port Authority S.A., dated 07.05.2025 (the “Request for Proposals” or the “RfP”). Unless otherwise specified herein, capitalized terms in the present shall bear the same meaning as in the RfP. The Interested Parties are responsible for the correct and unambiguous formulation of their requests; Interested Parties shall evaluate on their own their participation in the Process in relation to the requirements of the RfP. The clarifications are drafted in English.*

#	RfP Reference	Question	Answer
1	4.3	<p>Para 4.3 of the RfP indicates the following</p> <p><b>“Financial Offer:</b> <i>The Proposal should include a financial offer with detailed and separated fee analysis per Phase A and B of the Services according to the Budget as follows (a) fees for Services during Phase A shall be capped at a fixed amount, while (b) fees for Services during Phase B shall be indicated as a capped monthly retainer fee. The proposed fees, both for Phase A and Phase B, shall include any and all required expenses to complete the assignment. (DOSSIER C’).</i>”</p> <p>Please confirm whether an Interested Parties must only include its Financial Offer for the scope of work included in section 2 of the RfP or there is also a Phase B planned in the assignment, in which case please provide information on activities, timeline and budget.</p>	<p>Reference to Phase B in para 4.3. in the RfP is made inadvertently. The assignment does not include a Phase B and Interested Parties are requested to submit their Financial Offer only for the scope of work of section 2 of the RfP.</p>

**REQUEST FOR PROPOSAL TO ACT AS STRATEGIC & BUSINESS DEVELOPMENT ADVISER IN RELATION TO VOLOS PORT AUTHORITY S.A.**  
**CLARIFICATIONS**

#	RfP Reference	Question	Answer
<b>2</b>	5.7	<p>In paragraph 5.7 the following reference is made  <i>“Following the assessment of Dossiers A’ and B’, and provided that the declarations as per para 4.5 and 4.6 hereof are included [...]”.</i></p> <p>Paragraphs 4.5 &amp; 4.6 do not mention submitting a declaration confirming their content.</p> <p>Please clarify if such a declaration is required.</p>	<p>Reference to declarations of para 4.5 and 4.6 as mentioned in para 5.7 of the RfP means reference to the declaration of para. 4.4. of the RfP to be included in Dossier B’ of the Proposal.</p>
<b>3</b>		<p>Please confirm whether legalisation documents, such as Minutes of the Board of Directors and private agreements for a consortium, are acceptable for submission in Greek. Additionally, kindly specify in which dossier these documents should be included.</p>	<p>Any legalization documents to be submitted may be submitted either in Greek or in English in Dossier A of the Proposal.</p>