

Pre-Application Meeting - Q&A session

Following the Pre-Application Meeting held on Thursday, 17 September 2026, please find below the questions raised during the meeting, together with the responses provided by MHPL.

Question	Answer
We request you to provide the PowerPoint presentation at the end of the meeting if its possible.	The recording of this meeting will be made available on the MHPL website
Dear MHPL could you please explain the background of the project mainly the last unsuccessful tender for this project which has cost millions of USD to bidders ? Could you please explain the updates that could have been made to the project to reduce the price of the project or to increase your budget ?	The initial tender process (three distinct work packages) did not allow to reach the economic viability of the project because of the high level of the financial proposals. Based on feedback received from the market and from the previous procurement process, a new EPC procurement framework has been established by MHSP (single EPC contract, collaborative and competitive approach, ceiling price matching economical affordability).
Initial Selection: How much is the ceiling price ? Just to make sure that our understanding is correct, the ceiling price is going to be present in the ITA or the relevant tender docs, correct?	The Ceiling Price will be communicated during the Initial Selection Phase, within Part 1 - Initial Selection Procedures, Section II, ITA 22. The VDR will be accessible from Monday 21 September 2026.
Currency: I would like to ask about the currency of Payment, is it USD only or there will be a part in Local currency? Is other currency besides USD and local possible, like EUR? Do we have the right to ask for 100% of the EPC Contract to be paid in USD and not mixed currencies between USD and local	Payment can be made in either USD, euros or Malawian kwacha.
Contractual Organization: How shall manufacturer partners with civil contractor (General contractor)? Are civil contractors and equipment suppliers all participating? in the PQ	As this is now a single EPC contract covering the whole Project scope of work (civil works, electro-mechanical works and transmission line and substation works), it is the responsibility of the EPC Contractor to gather all the necessary competencies. For instance a turbine manufacturer could participate as specialized subcontractor for several Applicants.
Site Visit: Could you please provide more information regarding with site visit since it covers 3-4 days? Vehicles type will also be great if you specify Will the site visit be done by appointment or anyone can just show up on any of the set dates? will the presentations held during the site visit also be shared with the ones that don't participate? how is the site visit going to be organized do we have to set up a time and contact you?	The site visit will take place in Blantyre, Malawi, from 12 to 15 October. In-room presentations will be held to present the project in detail, which will be made available into the VDR after the site visit. Several days will also be spent on site, further logistical details relating to the site visit will also be provided via the VDR. Attendance at the site visit is strongly recommended but not compulsory.
The losing bidder will be financially compensated for his participation in the PCSA ?	Contractor(s) that are not awarded the EPC Contract shall receive financial compensation for the services performed during the PCSA phase. The amount of such compensation is set out in the PCSA agreement and is subject to the criteria defined in the Initial Selection documentation.

Local Content: Please clarify whether the EPC1 Contractor will be required to achieve any minimum percentage or monetary value of subcontracting, procurement, or expenditure with Malawian Micro, Small and Medium Enterprises (MSMEs) during execution of the Works. If such a requirement applies, please confirm the applicable percentage, the basis of calculation, the eligibility criteria for qualifying MSMEs, and whether this is a mandatory contractual requirement or an evaluation criterion. Please confirm whether a minimum percentage of subcontracting or procurement from Malawian MSMEs is mandatory under the EPC1 contract.	As a preliminary clarification it is reminded that this new procurement process is now based on a single EPC contract; there are no longer separate WP1, WP2 or WP3 contracts. With regard to local content, MHSP encourages collaboration with Malawian companies (for instance as subcontractors) for this project. There is no mandatory percentage requirement; however, local content will form part of the rated criteria used to evaluate proposals.
Now applicant can join individually or can join in JV form	Yes, an Applicant may submit an offer individually or under a Joint Venture (JV). Section 3 of the Initial Selection documentation sets out the pass/fail (unrated) criteria and specifies, for each criterion, whether it applies to each individual Applicant or to the JV as a whole. Applicants are advised to review this carefully to ensure that, in the case of a JV, all documentation required for each JV member is provided where applicable, so as to enable MHSP to complete its assessment.
could you inform us about expropriation process, is it completed or not?	Persons physically affected by the project are currently in the process of relocation, so as to enable the Notice to Proceed to be issued on schedule.
VDR: Is there a maximum number of accounts allowed on the VDR per company? Another question regarding the accounts on the VDR; in case we initially send an email requesting access for 3 personnel and then require an additional 3, is that acceptable? or do we need the consolidated list of personnel from the initial email?	There is no maximum number of accounts per company.
Will Third party agreements be provided in the VDR ?	Not at this stage, they will be made available to the selected Applicants entering the PCSA Phase.