

eSelection ID 83731
Turkey: Mapping Exercise for Green Maritime Sector
EBRD's Response to Requests for Clarifications

Q1. Would you please consider an extension of a week to the submission deadline?

A1. The submission deadline has been extended to 31st of July, as we understand that COVID-19 pandemic put some restrictions on doing business and more time may be needed for the proposal preparation.

Q2. The Scope of Work explains that “the short list is to include a brief evaluation of the potential lending target, indicative scope of green investment and estimated value of possible EBRD lending together with estimated timeline for the required investment.” Nevertheless, it would be useful to understand the approximate scale of EBRD (and other) funding that could be available for investment in projects in the Turkish green maritime sector that may be identified as a result of this mapping exercise in the short, medium- and long-term.

A2. For the details on the type of available funding, please refer to Guide to EBRD Financing published on the EBRD website:

<https://www.ebrd.com/downloads/research/factsheets/guide-to-financing.pdf>

Q3. Scope of Work item A6: Is it envisaged that this will comprise 25 pitches from potential investee companies all in one day? Is this realistic? We would expect such a pitch to run over 2 or more days to allow for some discussion of the proposals.

A3. As per the TOR, the short list will include the top 25 market players and a brief description of their potential project pipeline for investment. Out of those 25 projects, the selected projects will be invited to be presented. However, if the number of projects will be substantial and more than one day of meetings will be needed, we may consider to extend the duration of the project presentation meetings over two days.

Q4. While the practical aims of Section A of the Scope of Work appear achievable in the timeframe allotted for the project, the market assessment work in Section B consists of a number of items, each of which could be a significant research project in its own right (climate change assessments, value chain assessments, adaptation & mitigation measures in Turkey, economic factors, resilience etc.). To what extent is the Consultant expected to conduct their own independent research and analysis as opposed to relying on existing research? To what extent does the existing research exist?

A4. The key goal of the assignment is to identify potential project and investment opportunities in the maritime sector in Turkey consistent with the EBRD's GET principles and financing criteria. We expect the Consultant to conduct a high-level research on the above mention topics (climate change assessments, value chain assessments, adaptation & mitigation measures in Turkey, economic factors, resilience) using mainly publicly available information and findings. The research is primarily to facilitate selection of projects that are in compliance with IMO regulation, a reduction in total greenhouse gas emissions, improvements in ballast water management, and go beyond IMO requirements and standard practice in the region in addressing climate change vulnerability of the maritime sector.

Q5. Section C of the Scope of Work, please clarify what is meant by “identify vessel stock for Turkey's potential market”?

A5. It is expected that the Consultant will identify vessel stock for Turkey's potential maintenance/repair market.

Q6. The overall programme of 10 weeks is short considering the amount of external communication with local contacts required and the need for them to develop bankable proposals, especially in the current circumstances. Has consideration been given to any programme extension and how future project opportunities can be presented?

A6. The contracting and the study is expected after the travel ban related to the COVID-19 pandemic is lifted in the major part of the world. The overall programme is planned for 10 weeks but extension may be granted subject to justified request. Prior to the launch of the assignment, the selected Consultant will be asked to prepare Travel Risk Assessment following the Bank's guidelines. The risk assessment should be done for all possible visits and updated if there are any essential changes in the environment, regulations or risk level. Video calls could be an alternative option for the meetings and visits whenever possible, if situation related to COVID-19 does not improve by then.