

## TECHNICAL OFFER

Dear Ladies and Gentleman,

Corinth Pipeworks SA, in the Technical Offer includes additional comparative advantages in the most important areas of the project: Quality level of all operations and Risks averting.

The top quality levels are included to all important operations of the project:

- Production
- Technology
- Coordination
- Organization
- Manpower
- Resources
- Logistics

In addition to Corinth Pipeworks SA resources two main Bulgarian operators: BDZ Cargo EAD and STOMANA Industry SA are in full co-operation in providing:

- a) full rail transport services and facilities and
- b) extra storage yard available to facilitate distribution and local delivery schedules in Bulgaria ( attached BDZ's and Stomana reference letter).

Corinth Pipeworks SA will implement 100% the IGB project utilizing the facilities:

- 100" SAWH mill
- SAWL mill
- Two coating mills
- Internal lining mill
- Accredited Quality Control Lab
- Corinth Pipeworks SA own Port Facilities
- Storage facilities in Greece and Bulgaria

The technical offer includes all the above in full analysis allowing qualitative and quantitative assessments.

Targeting to the minimization of risks, Corinth Pipeworks SA Technical Offer covers 100% all projects requirements and in addition eliminates possible areas of risks such as:

- Improves and assists the task of co-ordination by the Contracting Entity versus the coordination with many suppliers in different locations.
- Optimum management control and co-ordination of all project activities without dividing it to many suppliers in different locations.
- Avoidance of deviations, delays and lack of communication between ICGB and suppliers, EPC, Project Engineer.
- Corinth Pipeworks SA will fully manage and control all co-ordination required, directly with ICGB management.

- The timely implementation of the pipes supply is a major target of the IGB project and this demands close, clear and direct co-ordination with the supplier.
- The responsibility when is divided amongst various suppliers is only partial though the integrity of the pipeline is undivided.

Corinth Pipeworks SA management will work in close cooperation with ICGB management in order to complete successfully and timely the IGB Project.



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CEO



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