



**THE ELECTRICITY SUPPLY CORPORATION OF MALAWI LIMITED**

**MALAWI ELECTRICITY ACCESS PROJECT (MEAP)**

**ADDENDUM No. 2**

**TO CONTRACT NO. MW-ESCOM-196068-GO-RFB**

**SUPPLY AND DELIVERY OF CABLES, CONDUCTORS AND CLAMPS**

**BETWEEN**

**THE ELECTRICITY SUPPLY CORPORATION OF MALAWI LIMITED**

**AND**

**ROUSANT INTERNATIONAL LTD**

**JULY 2023**

### Addendum No. 2

This ADDENDUM No. 1 (hereinafter called the "Addendum") to the Contract (hereinafter called the "Contract") is made the \_\_\_\_\_ day of the month of \_\_\_\_\_ 2023, between, on the one hand, the Electricity Supply Corporation of Malawi Limited, having its principal place of business in ESCOM House, 9 Haile Selassie Road, P.O Box 20147 Blantyre, Malawi (hereinafter called the "Purchaser") and, on the other hand, Rousant International Limited (hereinafter called the "Supplier").

#### WHEREAS

WHEREAS the Purchaser invited Bids for Supply and Delivery of Cables, Conductors and Clamps (hereinafter referred to as "Goods") and Provision of Factory Acceptance Test (FAT) (hereinafter referred to as "Services") and has accepted a Bid by the Supplier for the supply of those Goods in the sum of **Six Million Eight Hundred Thirty-Four Thousand Five Hundred Fifty-Seven Dollars Sixty-Eight Cents (6,834,557.68)**, (hereinafter called "the Contract Price") for **Initial Contract**. The Contract Price excludes VAT and other taxes payable in the Purchaser's country

WHEREAS the Purchaser invited Bids for Supply and Delivery of Cables, Conductors and Clamps (hereinafter referred to as "Goods") and Provision of Factory Acceptance Test (FAT) (hereinafter referred to as "Services") and has accepted a Bid by the Supplier for the supply of those Goods in the sum of **Eight Million Seven Hundred Sixty Thousand Two Hundred Thirty-One Dollars Eighty-Four Cents (8,760,231.84)**, (hereinafter called "the Contract Price") for **Addendum No. 1**. The Contract Price excludes VAT and other taxes payable in the Purchaser's country.

The Purchaser and the Supplier now wish to amend certain terms of the Contract by modifying as follows:

1. **To increase quantities of three items** (100mm<sup>2</sup> AAC Conductor (m), IPC Cu/Alu 10-16/16-25 mm<sup>2</sup> and 16mm PVC Aluminium Twin (m)).
2. **Amend delivery period**

#### Initial Contract Stipulation:

WHEREAS the Purchaser invited Bids for Supply and Delivery of Cables, Conductors and Clamps (hereinafter referred to as "Goods") and Provision of Factory Acceptance Test (FAT) (hereinafter referred to as "Services") and has accepted a Bid by the Supplier for the supply of those Goods in the sum of **Six Million Eight Hundred Thirty-Four Thousand Five Hundred Fifty-Seven Dollars Sixty-Eight Cents (6,834,557.68)**, (hereinafter called "the Contract Price") for **Initial Contract**. The Contract Price excludes VAT and other taxes payable in the Purchaser's country



### Addendum No. 1 Contract Stipulation:

WHEREAS the Purchaser invited Bids for Supply and Delivery of Cables, Conductors and Clamps (hereinafter referred to as "Goods") and Provision of Factory Acceptance Test (FAT) (hereinafter referred to as "Services") and has accepted a Bid by the Supplier for the supply of those Goods in the sum of **Eight Million Seven Hundred Sixty Thousand Two Hundred Thirty-One Dollars Eighty-Four Cents (8,760,231.84)**, (hereinafter called "the Contract Price") for **Addendum No. 1**. The Contract Price excludes VAT and other taxes payable in the Purchaser's country.

**Table 1: First Addendum Price Schedule**

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported										
RFB No.: MW-ESCOM-196048-GO-RFB										
1	2	3		4	5		6	7	8	9
Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BDS	Total CIP Price per Line item
BLANTYRE										
1	95mm <sup>2</sup> core Al ABC	CHINA	Blantyre	11 weeks	310,000	Metre	USD 6.22	USD 1,928,200.00	N/A	USD 1,928,200.00
2	100mm AAC (Wasp)	CHINA	Blantyre	11 weeks	204,000	Metre	USD 1.45	USD 295,800.00	N/A	USD 295,800.00
3	Conductor twin 16mm <sup>2</sup> AAC PVC	CHINA	Blantyre	11 weeks	957,140	Metre	USD 0.65	USD 622,141.00	N/A	USD 622,141.00
4	Bimetal Cu/Al 6-50/16-70 mm	CHINA	Blantyre	11 weeks	28,000	Metre	USD 1.49	USD 41,720.00	N/A	USD 41,720.00
5	100mm AAAC (Oak)	CHINA	Blantyre	11 weeks	3860	Metre	USD 1.99	USD 7,681.40	N/A	USD 7,681.40
6	100mm <sup>2</sup> ACSR XLPE conductor (m)	CHINA	Blantyre	11 weeks	13600	Metre	USD 2.76	USD 37,536.00	N/A	USD 37,536.00
Total Cable Blantyre									USD 2,933,078.40	



1	2	3	4	5	6	7	8	9	10	11
Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BDS	Total CIP Price per Line Item
<b>BLANTYRE</b>										
1	LV ABC Suspension Fittings	CHINA	Blantyre	12 weeks	2,800	Each	USD 3.30	USD 9,257.50	N/A	USD 9,240.00
2	LV ABC Strain Clamp	CHINA	Blantyre	12 weeks	592	Each	USD 6.78	USD 3,986.08	N/A	USD 4,013.76
3	Insulation Piercing Connector Cu/Al	CHINA	Blantyre	12 weeks	12,000	Each	USD 1.58	USD 19,016.40	N/A	USD 18,960.00
4	Insulation Piercing Connector Al/Al	CHINA	Blantyre	12 weeks	8,000	Each	USD 1.59	USD 12,677.60	N/A	USD 12,720.00
5	Pre Insulated Junction Sleeve and Bimetallic Lugs	CHINA	Blantyre	12 weeks	400	Each	USD 3.17	USD 1,261.78	N/A	USD 1,268.00
6	ABC Suspension Clamp - 5kN	CHINA	Blantyre	12 weeks	2,800	Each	USD 1.55	USD 4,340.00	N/A	USD 4,340.00
									<b>Total Accessories</b>	<b>USD 50,541.76</b>

1	2	3					6	7	8	9
Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BDS	Total CIP Price per Line Item
<b>LILONGWE</b>										
1	95mm <sup>2</sup> core Al ABC	CHINA	Lilongwe	11 weeks	450,000	Metre	USD 6.22	USD 2,799,000.00	N/A	USD 2,799,000.00
2	100mm AAC (Wasp)	CHINA	Lilongwe	11 weeks	300,000	Metre	USD 1.45	USD 435,000.00	N/A	USD 435,000.00
3	Conductor twin 16mm <sup>2</sup> AAC PVC	CHINA	Lilongwe	11 weeks	1,407,560	Metre	USD 0.65	USD 914,914.00	N/A	USD 914,914.00
4	Bimetal Cu/Al 6-50/16-70 mm	CHINA	Lilongwe	11 weeks	40,000	Metre	USD 1.49	USD 59,600.00	N/A	USD 59,600.00
5	100mm AAAC (Oak)	CHINA	Lilongwe	11 weeks	14500	Metre	USD 1.99	USD 28,855.00	N/A	USD 28,855.00
6	100mm <sup>2</sup> ACSR XLPE conductor (m)	CHINA	Lilongwe	11 weeks	20000	Metre	USD 2.76	USD 55,200.00	N/A	USD 55,200.00
									<b>Total Cable Lilongwe</b>	<b>USD 4,292,569.00</b>

Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BOS	Total CIP Price per Line Item
<b>LILONGWE</b>										
1	LV ABC Suspension Fittings	CHINA	Lilongwe	12 weeks	2,800	Each	USD 3.30	USD 9,273.60	N/A	USD 9,240.00
2	LV ABC Strain Clamp	CHINA	Lilongwe	12 weeks	592	Each	USD 6.74	USD 3,994.25	N/A	USD 3,990.08
3	Insulation Piercing Connector Cu/Al	CHINA	Lilongwe	12 weeks	12,000	Each	USD 1.59	USD 19,044.00	N/A	USD 19,080.00
4	Insulation Piercing Connector Al/Al	CHINA	Lilongwe	12 weeks	8,000	Each	USD 1.59	USD 12,696.00	N/A	USD 12,720.00
5	Pre Insulated Junction Sleeve and Bimetallic Lugs	CHINA	Lilongwe	12 weeks	400	Each	USD 3.10	USD 1,264.08	N/A	USD 1,240.00
6	ABC Suspension Clamp - 5kN	CHINA	Lilongwe	12 weeks	2,800	Each	USD 1.55	USD 4,340.00	N/A	USD 4,340.00
									<b>Total Accessories Lilongwe</b>	<b>USD 50,610.08</b>

Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BOS	Total CIP Price per Line Item
<b>MZUZU</b>										
1	95mm <sup>2</sup> core Al ABC	CHINA	Mzuzu	12 weeks	140,000	Metre	6.34	USD 887,600.00	N/A	USD 887,600.00
2	100mm AAC (Wasp)	CHINA	Mzuzu	12 weeks	96,000	Metre	1.48	USD 142,080.00	N/A	USD 142,080.00
3	Conductor twin 16mm <sup>2</sup> AAC PVC	CHINA	Mzuzu	12 weeks	450,420	Metre	0.65	USD 292,773.00	N/A	USD 292,773.00
4	Bimetal Cu/Al 6-50/16-70 mm	CHINA	Mzuzu	12 weeks	12,432	Metre	1.55	USD 19,269.60	N/A	USD 19,269.60
5	100mm AAAC (Oak)	CHINA	Mzuzu	12 weeks	4640	Metre	2.10	USD 9,744.00	N/A	USD 9,744.00
6	100mm <sup>2</sup> ACSR XLPE conductor (m)	CHINA	Mzuzu	12 weeks	6400	Metre	2.80	USD 17,920.00	N/A	USD 17,920.00
									<b>Total Cable Mzuzu</b>	<b>USD 1,369,386.60</b>



Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BDS	Total CIP Price per Line Item
<b>MZUZU</b>										
1	LV ABC Suspension Fittings	CHINA	Mzuzu	12 weeks	1,400	Each	USD 3.32	USD 4,646.46	N/A	USD 4,648.00
2	LV ABC Strain Clamp	CHINA	Mzuzu	12 weeks	300	Each	USD 6.76	USD 2,027.91	N/A	USD 2,028.00
3	Insulation Piercing Connector Cu/Al	CHINA	Mzuzu	12 weeks	6,000	Each	USD 1.59	USD 9,542.70	N/A	USD 9,540.00
4	Insulation Piercing Connector Al/Al	CHINA	Mzuzu	12 weeks	4,000	Each	USD 1.59	USD 6,361.80	N/A	USD 6,360.00
5	Pre Insulated Junction Sleeve and Bimetallic Lugs	CHINA	Mzuzu	12 weeks	200	Each	USD 3.18	USD 633.42	N/A	USD 636.00
6	ABC Suspension Clamp - 5kN	CHINA	Mzuzu	12 weeks	1,400	Each	USD 1.56	USD 2,184.00	N/A	USD 2,184.00
									<b>Total Accessories Mzuzu</b>	<b>USD 25,396.00</b>

1	2	3		4	5		6	7	8	9
Line Item No	Description of Goods	Country of Origin	Delivery Destination	Delivery Date as defined by Incoterms	Quantity	Physical Unit	Unit Price CIP Malawi	CIP Price per Line Item	Price per line item for inland transportation and other service required in the Purchaser's Country to convey the Goods to their final destination specified in BDS	Total CIP Price per Line Item
FACTORY ACCEPTANCE TESTING										
1	FAT for Cables and Conductors Cost for attending FAT for 3 of employer's representatives. Cost to include air fare, food and accommodation, inland transport and per diems of 200USD per day	CHINA	CHINA	11 weeks	1	SUM	USD 19,325.00	USD 19,325.00	N/A	USD 19,325.00
2	FAT for Clamps, Connectors and Lugs Cost for attending FAT for 3 of employer's representatives. Cost to include air fare, food and accommodation, inland transport and per diems of 200USD per day	CHINA	CHINA	11 weeks	1	SUM	USD 19,325.00	USD 19,325.00	N/A	USD 19,325.00
									TOTAL FAT	USD 38,650.00
									Grand Total CIP	USD 8,760,231.84

### Addendum No. 2 Contract Stipulation:

WHEREAS the Purchaser invited Bids for Supply and Delivery of Cables, Conductors and Clamps (hereinafter referred to as "Goods") and has accepted a Bid by the Supplier for the supply of those Goods in the sum of **Twelve Million Nine Hundred Sixty-Eight Thousand Five Hundred Ninety-One Dollars Eight-Four Cents (USD12,968,591.84)**, (hereinafter called "the Contract Price"). The Contract Price excludes VAT and other taxes payable in the Purchaser's country

**Table 2: Addendum No. 2 Price Schedule**

Line Item N°	Description of Goods	Delivery Place	Addition al Quantiti es	Physical Unit	CIP Original Unit Price in USD	Total CIP Price in USD
1	100mm2 AAC Conductor (m)	Blantyre	880,000	Metre	1.45	1,276,000.00
	100mm2 AAC Conductor (m)	Lilongwe	880,000	Metre	1.45	1,276,000.00
	100mm2 AAC Conductor (m)	Mzuzu	440,000	Metre	1.48	651,200.00
2	IPC Cu/Alu 10-16/ 16-25 mm2	Blantyre	24,000	Each	1.58	37,920.00
	IPC Cu/Alu 10-16/ 16-25 mm2	Lilongwe	24,000	Each	1.59	38,160.00
	IPC Cu/Alu 10-16/ 16-25 mm2	Mzuzu	12,000	Each	1.59	19,080.00
3	16mm PVC Aluminium Twin (m)	Blantyre	560,000	Metre	0.65	364,000.00
	16mm PVC Aluminium Twin (m)	Lilongwe	560,000	Metre	0.65	364,000.00
	16mm PVC Aluminium Twin (m)	Mzuzu	280,000	Metre	0.65	182,000.00
<b>Total Price CIP</b>						<b>4,208,360.00</b>

### Addendum No. 2 Delivery Period Stimulation:

Ten (10) weeks after Advance payment.

Table 3: Addendum No. 2 Delivery Period Stipulation

Line Item N°	Description of Goods	Additional Qty	Unit of Measure	Delivery Period
1	100mm <sup>2</sup> AAC Conductor (m)	2,200,000	Metre	10-Weeks
2	IPC Cu/Alu 10-16/ 16-25 mm <sup>2</sup>	60,000	Each	10-Weeks
3	16mm PVC Aluminium Twin (m)	1,400,000	Metre	10-Weeks

NOW THEREFORE the parties hereto agree as above;

All other contract conditions not affected by this Addendum remain unchanged.

IN WITNESS WHEREOF, the Parties hereto have caused this Addendum 1 to be signed in their respective names as of the day and year first above written.

For and on behalf of **The Electricity Supply Corporation of Malawi Limited**



**Kamkwamba Kumwenda**

**Chief Executive Officer**

For and on behalf of **Reusant International Limited**



**Name: GEDFREY ALAN HOWE**  
**Director**

