

**Обґрунтування технічних та якісних характеристик предмета закупівлі,
його очікуваної вартості (Постанова КМУ від 11.10.2016 № 710)**

Предмет закупівлі: *Харвестери (ДК 021:2015 код 34140000-0 Великовантажні мототранспортні засоби)*

Ідентифікатор закупівлі: [UA-2025-08-28-011144-a](#)

Обґрунтування технічних та якісних характеристик предмета закупівлі.

Для забезпечення виробничих потреб ДП «Ліси України» та відповідно до Інвестиційного плану ДП «Ліси України» на 2025 рік виникла необхідність у закупівлі харвестерів (багатоопераційної лісозаготівельної машини для рубок формування та оздоровлення лісів). Технічні та якісні характеристики предмета закупівлі визначені на підставі наявної потреби, з урахуванням специфіки технологічних процесів підприємства. Визначені технічні та якісні характеристики предмета закупівлі є необхідними та достатніми (оптимальними) для задоволення потреб підприємства та відповідають наявним ринковим пропозиціям. Деталізовані технічні та якісні характеристики товару наведені у Технічній специфікації (Розділ VII) тендерної документації.

VII. ТЕХНІЧНА СПЕЦИФІКАЦІЯ

Предмет закупівлі: Харвестери, код ДК021-2015: 34140000-0 Великовантажні мототранспортні засоби

Розділ 1. Кількість та опис усіх необхідних характеристик Товару

Найменування товару, що є предметом закупівлі	Кількість, шт.
Харвестер (багатоопераційна лісозаготівельна машина для рубок формування та оздоровлення лісів)	5

Таблиця 1.1. Технічні та якісні характеристики Харвестерів у кількості 5 од.

Технічні та якісні характеристики Товару	Граничне значення показника, що вимагається замовником	Показник, що вимагається замовником
Марка, модель, виробник, країна виробництва		
Рік виготовлення	не раніше	2025 року (новий)
Гарантійний строк на Товар	не менше	12 місяців або 2000 мотогодин напрацювання (в залежності від того, яка з подій наступить раніше)
Двигун		
Марка, модель двигуна		
Екологічний клас двигуна (emission stage) (згідно ЄС (EU) 2016/1628)	не нижче	Stage V
Тип пального	дизель	
Потужність, кВт	не менше	55
Кількість циліндрів	не менше	4
Крутний момент, Нм	не менше	260
Об'єм двигуна	не менше	2,2 л або 2200 куб.см
Об'єм паливного бака, л	не менше	60
Базова машина		
Колісна формула	не менше	4x4 або 4WD
Рульове управління	гідравлічне шарнірне керування	
Кут повороту середнього шарніра, °	не менше	40°
Трансмісія		

Тип	Гідромеханічна (гідростатична механічна) або гідравлічна	
Кількість передач	не менше	2
Тягове зусилля, кН	не менше	75
Габарити		
Кліренс, мм	не менше	400
Повна вага, кг	не менше	6000
Кран-маніпулятор харвестера		
Виліт стріли, м	не менше	6,2
Кут обертання, °	не менше	220
Робоче освітлення стріли крана	наявне	
Підйомний момент, кН	не менше	37
Харвестерна головка		
Марка, модель харвестерної головки		
Сила подачі, кН	не менше	14,6
Швидкість подачі ролика, м/с	не менше	3
Кількість обрізних ножів, шт	не менше	3
Максимальне відкриття ножів для обрізки сучків, мм	не менше	350
Максимальний діаметр пропила пили, мм	не менше	400

Таблиця 1.2. Опції/комплектація харвестера

Вимоги до опцій та комплектації Товару	
Мова інтерфейсу	українська та/або англійська
Кабіна оператора оснащена обігрівачем та кондиціонером повітря	так
Захист радіатора	так
Робочі фари	так
Контрольна панель приладів або багатофункціональний дисплей, який відображає основні характеристики роботи машини.	так
Комплектність однієї машини: 1. комплект фільтрів для ТО-1, 2. пильних шин – 5 шт, 3. ланцюгів -10 шт. 4. набір спец інструментів для проведення щоденного технічного обслуговування та огляду – один комплект	так
Можливість параметризації харвестера для забезпечення оптимального розкрязування сортиментів в залежності від породи деревини	так

Розділ 2. Загальні вимоги до Товару

2.1. Товар новий, такий, що не перебував до моменту відвантаження Покупцю в експлуатації (за виключенням передвідвантажувального тестування Товару), без механічних пошкоджень, слідів корозії тощо.

2.2. Товар відповідає Регламенту Європейського Парламенту і Ради (ЄС) № 167/2013 від 5 лютого 2013 р. про затвердження сільськогосподарських і лісгосподарських транспортних засобів та ринкового нагляду щодо них.

2.3. Товар буде доведений до стану, придатного для експлуатації на території Покупця. Детальні вимоги щодо доведення Товару до стану, придатного для експлуатації наведені в проекті Договору.

Розділ 3 Вимоги до постачання Товару

3.1. Умови поставки: FCA (Free Carrier) Incoterms 2020, склад Постачальника. Постачальник несе всі витрати на пакування, завантаження, монтажні матеріали для транспортування, транспортні витрати, витрати на отримання сертифікату походження Товару, податки та інші обов'язкові платежі, які оплачуються Постачальником при експорті Товару.

3.2. Поставка першої одиниці Товару має бути здійснена впродовж 90 календарних днів з моменту сплати першого авансового платежу. Якщо Постачальник прийняв рішення здійснювати поставку першої одиниці Товару без отримання першого авансового платежу або Сторони вважають, що поставка першої одиниці Товару здійснюється без сплати першого авансового платежу, поставка має бути здійснена впродовж 100 календарних днів з моменту отримання Постачальником замовлення Покупця на першу одиницю Товару.

Поставка решти Товару (в кількості, вказаній в замовленні Покупця) повинна бути здійснена протягом 180 календарних днів з моменту сплати першого авансового платежу на підставі поданого замовлення Покупцем, яке оформляється після поставки першої одиниці Товару. Якщо Постачальник прийняв рішення здійснювати поставку Товару, замовленого Покупцем після поставки першої одиниці Товару, без отримання першого авансового платежу або Сторони вважають, що поставка Товару, замовленого після поставки першої одиниці Товару, здійснюється без сплати першого авансового платежу, поставка має бути здійснена впродовж 190 календарних днів з моменту отримання Постачальником замовлення Покупця на відповідну кількість Товару.

3.3. Постачальник гарантує доступність запасних частин та комплектуючих виробів до Товару протягом принаймні 7 (семи) років з дати поставки кожної одиниці Товару.

У разі зняття запасних частин або комплектуючих виробів з виробництва протягом зазначеного строку Постачальник забезпечує їх заміну на сумісні аналоги, які відповідають технічним і функціональним характеристикам оригінальних компонентів, без погіршення їх експлуатаційних властивостей.

Обґрунтування очікуваної вартості предмета закупівлі.

На засіданні Комісії з питань інвестиційних проектів, діючої на підставі Наказу ДП «Ліси України» від 14.06.2023 №1187, було прийняте рішення щодо затвердження Інвестиційного плану ДП «Ліси України» на 2025 рік в розрізі інвестиційних проектів зазначених у додатках до затвердженого протоколу засідання Комісії з питань інвестиційних проектів від 23.01.2025 №12.

Відповідно до Положення про організацію публічних закупівель ДП «Ліси України», затвердженого наказом №580 від 18.03.2025 р., для визначення очікуваної вартості предмета закупівлі, було направлено 7 письмових запитів цінкових пропозицій електронною поштою виробникам харвестерів.

У відповідь були отримані комерційні пропозиції від *Terri AB, Ponsse Oyj, UAB "Dojus agro", Vimek AB* щодо вартості харвестерів, враховуючи основні умови договору поставки.

Дані відображені нижче в Таблиці 1.

Цінові пропозиції для визначення очікуваної вартості предмета закупівлі у всіх випадках аналізуються (порівнюються) без урахування ПДВ.

Враховуючи вищенаведене, очікувана вартість визначена на рівні 1 355 000 євро без ПДВ та, відповідно, 1 626 000 євро з ПДВ

Таблица1

Company name and address:	Terri AB				Ponsse Oyj, Ponssentie 22, Vieremä, Finland				UAB "Dojus agro"				Vimek AB, Allan Jonsons väg 11, 92231 Vindeln			
Contact person/contacts:	Arne Isaksson				Arbo Louke, +358 400 384364, arbo.louke@ponsse.com				Egidijus Šulcas +370 686 78501, Edgaras Matulionis				Johannes Nilsson Tel. +46(0)933 135 15 -			
Legal entity identifier (Company Number):	org no. 556216-5547				0934209-0				110360528				556480-3053			
Date of offer:	March 17th 2025				45774				45785				45786			
Offer is valid: (not less than 60 calendar days from the date of submission of the commercial offer)	60 days				Offer is valid for 60 days from 27.04.2025				60 cal. days				60 cal. days			
	Description (name of the Goods)	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT	Description (name of the Goods)	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT	Description (name of the Goods)	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT	Description (name of the Goods)	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT
	Terri 3 HW	5	298 100	1 490 500	Ponsse Beaver Opti 4G	5	467 874,05	2 339 370,25	Harvester Malwa 560H	5	634 000	3 170 000	Vimek 470	5	271 000	1 355 000

Information.
the required technical, qualitative and quantitative characteristics of the Goods and
Commercial offer

1. Quantity and description of all necessary characteristics of the Goods
(technical specification)

Name of the goods to be procured	Quantity, pcs.
Harvester	5

Table. 1.1. Technical and quality characteristics of Harvesters in the amount of 5 units.

Expected characteristics of the Goods			Characteristics of the offered Goods <i>(Please fill this column with the actual indicators of the offered Goods)</i>	Comments (if necessary)
Brand of goods, model, manufacturer, country of manufacture			Terri, model 3HW, Terri AB, Sweden	
Year of manufacture		not earlier than 2025 (new)	2025	
Engine				
Emission standart		not lower than EURO 6	Stage V	E6 is for road only.
Fuel type		diesel	diesel	
Maximum power	kW	not less than 55	55,4	
Cylinders	q-y	not less than 4	4	
Maximum torque	Hm	not less than 260	318 Nm@1400 rpm	
Volume	liters	not less than 2.2	3.6	
Fuel tank capacity	liters	not less than 60	100	
Transmission				
Type		hydromechanical or hydraulic	hydraulic	
Wheel formula		at least 4x4	8x8	
Swivel mechanism				
Type		hydraulic articulated steering	hydraulic articulated steering	
Turning angle	degrees	not less than 40	45	
Dimensions				
Ground clearance	mm	not less than 450	700 mm	
Crane manipulator				
Maximum reach	m	not less than 6.0	7,5	
Rotation angle	degrees	not less than 220	260	
Working lighting of the crane arm		yes	yes	
Lifting torque	kN	not less than 37	52	
Harvester head				
Feeding force	kN	not less than 14.0	14,9	
Roller feed speed	m/s	not less than 3.0	3.1	
Number of trimming knives	pcs	not less than 3	3	
Maximum opening of the delimbing knives	mm	not less than 350	350	
Maximum kerf diameter of the saw blade (maximum cutting	mm	not less than 400	410	

diameter)				
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Table. 1.2. Options/complete set of a harvester

Expected options/completeness of the Goods		Options/complete set of the offered Goods <i>(Please fill this column. Options to fill: - Yes. - No and your alternative proposal)</i>
Interface language	Ukrainian and/or English	Yes, English
The operator's cab is equipped with a heater and air conditioning	yes	Yes
Radiator protection	yes	yes
Work lights	yes	Yes
A control panel or multifunction display that shows the main characteristics of the machine	yes	yes
The complete set of one machine: 1. a set of filters for first maintenance, 2. Saw Bar - 5 pcs, 3. Saw chains -10 pcs. 4. a set of special tools for daily maintenance and inspection – one set	yes	1,yes 2, yes 3.yes 3.yes
Installed GPS monitoring system for the location of the harvester in real time	yes	yes
The ability to parameterize the harvester to ensure optimal straightening of the grades depending on the type of wood	yes	yes
The warranty period for the Goods shall be at least 12 months or at least 2000 operating hours, whichever comes first. The warranty period starts from the moment the Goods are commissioning on the Buyer's territory	yes	yes

Table 2. Organizational requirements

No. s/n	Customer requirements	Ability to fulfill the <i>(Please fill this column. Options to fill: - Yes, - No and your alternative proposal)</i>
1.	<u>The cost of the Goods shall include:</u> - the cost of the Goods and warranty obligations; - costs of packaging, loading the Goods into the carrier's vehicle, assembly materials for transportation, costs of obtaining a certificate of origin of the Goods, taxes and other mandatory payments paid by the Supplier when exporting the Goods; - bringing the Goods into a condition suitable for their operation on the Buyer's territory; - a set of spare parts, consumables and tools for first maintenance of the Goods; - training of the Buyer's employees (the number of operators to be trained is determined at the rate of two operators per harvester) to work with the Goods by a qualified representative of the manufacturer, as well as instruction on maintenance and operation of equipment, including setting up and adjusting the main functions of the Goods. During the warranty period - consulting support on the operation of the Goods.	yes
2.	<u>Terms and conditions of delivery of the Goods, place of delivery of the Goods:</u> 2.1. Delivery time of the Goods: The first unit - within 90 calendar days from the date of sending the Buyer's Order; The rest of the Goods - within 90 calendar days from the date of sending the Buyer's Order, which will be issued after the commissioning of the first unit. 2.2. Terms of delivery: FCA (Free Carrier) Incoterms 2020. The Supplier shall bear all costs and risks associated with delivery to the destination specified by the Buyer in the Order and shall be responsible for: - delivery of the Goods to the place specified by the Buyer (carrier's vehicle); - loading the Goods into the carrier's vehicle; - export customs formalities.	2.1 yes

3.	<u>Payment terms:</u> 3.1. Down payment: 30% of the cost of the quantity of the Goods in the Buyer's order, the Buyer pays within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within 2 business days from the date of sending the Order by the Buyer. 3.2. Second payment: 60% of the value of the quantity of the Goods specified in the notification of the readiness of the Goods for shipment under the Buyer's Order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within two (2) business days after confirmation of receipt by the Buyer of the notification of the Goods' readiness for shipment for the relevant batch of Goods. 3.3 Third payment: 10% of the cost of the quantity of the Goods in the Buyer's order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment, which the Supplier provides to Buyer same time with the Act of commissioning of the Goods by a qualified representative of the Supplier, signed by the Parties on the basis of the report on the commissioning, testing and inspection of the Goods. OR If the Supplier refuses to make advance payments: The Buyer shall pay for the Goods by making one payment for 100% of the value of the Goods determined by the Acceptance Certificate. Payment shall be made by the Buyer for each unit of the Goods delivered in accordance with the Acceptance Certificate signed by the Parties within ten (10) business days from the date of signing the Commissioning Certificate for the relevant Goods by the Parties.	No, Down payment of 20 % upon order acceptance from the Supplier. The remaining 80% payment is due before shipping. The goods will be available for inspection by the Buyer before shipping.
4.	<u>Warranty obligations</u> Fulfillment of the Supplier's warranty obligations during the warranty period for the Goods shall be carried out by the Supplier directly or by the Supplier's Dealers, which are the official service centers of the Goods Manufacturer (hereinafter referred to as the Dealers). The Supplier warrants that the Dealers and its employees are qualified maintenance and repair specialists and have experience in providing the	Yes

	relevant Services. If the Dealers refuse to carry out the warranty repair, the Supplier shall undertake to carry out the warranty repair of the Goods independently. <u>In case of absence of the Dealer on the territory of Ukraine, the Supplier shall authorize the Buyer to carry out maintenance and repair of the Goods transferred to the Buyer.</u>	
5.	<u>Availability of spare parts and components</u> The Supplier guarantees the availability of spare parts and components for the Goods for at least 7 (seven) years from the date of delivery of each unit of the Goods. In case of discontinuation of spare parts or components within the specified period, the Supplier shall replace them with compatible analogues that meet the technical and functional characteristics of the original components without deterioration of their operational properties.	Yes
6.	<u>Other requirements</u> - the goods must be new, not in use before shipment to the Buyer. - the goods must be assembled and in good condition; - the goods must be free of mechanical damage and signs of corrosion. - the product must comply with Regulation (EU) No. 167/2013 of the European Parliament and of the Council of February 5, 2013 on the approval of agricultural and forestry vehicles and market surveillance in relation to them.	Yes

Table 3. Commercial offer				
Company name and address:	Terri AB			
Contact person/contacts:	Arne Isaksson			
Legal entity identifier (Company Number):	org no. 556216-5547			
Date of offer:	March 17 th 2025			
Offer is valid: (not less than 60 calendar days from the date of submission of the commercial offer)	60 days			
Description (name of the Goods)	Measurement unit	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT
Terri 3 HW		5	298 100	1 490 500

Full name and position: Arne Isaksson, Director of Sales and Marketing

Signature:

Information.
the required technical, qualitative and quantitative characteristics of the Goods and Commercial offer

1. Quantity and description of all necessary characteristics of the Goods (technical specification)

Name of the goods to be procured	Quantity, pcs.
Harvester	5

Table. 1.1. Technical and quality characteristics of Harvesters in the amount of 5 units.

Expected characteristics of the Goods			Characteristics of the offered Goods (Please fill this column with the actual indicators of the offered Goods)	Comments (if necessary)
Brand of goods, model, manufacturer, country of manufacture			Ponsse Beaver, Finland.	
Year of manufacture		not earlier than 2025 (new)	2025	
Engine				
Emission standart		not lower than EURO 6	MB OM 934 LA EU Stage V	
Fuel type		diesel	yes	
Maximum power	kW	not less than 55	150	
Cylinders	q-y	not less than 4	4	
Maximum torque	Hm	not less than 260	850	
Volume	liters	not less than 2.2	5,13	
Fuel tank capacity	liters	not less than 60	300	
Base machine				
Wheel formula	at least	4x4	6x6	
Interframe connection		hydraulic articulated steering	hydraulic articulated steering	
Rotation angle of the middle joint	at least	43°	0°	
Front axle swing angle	at least	30°	12	
Total steering angle	at least	73°	44	
Transmission				
Type		hydromechanical or hydraulic	hydromechanical	
Number of gears	at least	2	4	
Traction force, kN	at least	75	130	
Dimensions				
Ground clearance	mm	not less than 450	670	
Total weight	kg	not less than 6000	17700	
Crane manipulator				
Tilt of the crane	degrees	+/- 15°	-12 / +18	
Maximum reach	m	not less than 6.0	11	
Rotation angle	degrees	not less than 220	250	
Working lighting of the crane arm		yes	yes	
Lifting torque	kN	not less than 37	130	
Harvester head				
Feeding force	kN	not less than 14.0	25	
Roller feed speed	m/s	not less than 3.0	6	

Number of trimming knives	pcs	not less than 3	5	
Maximum opening of the delimbing knives	mm	not less than 350	640	
Maximum kerf diameter of the saw blade (maximum cutting diameter)	mm	not less than 400	650	

Table. 1.2. Options/complete set of a harvester

Expected options/completeness of the Goods		Options/complete set of the offered Goods <i>(Please fill this column. Options to fill:</i> - <i>Yes.</i> - <i>No and your alternative proposal)</i>
Interface language	Ukrainian and/or English	Yes
The operator's cab is equipped with a heater and air conditioning	yes	Yes
Radiator protection	yes	Yes
Work lights	yes	Yes
A control panel or multifunction display that shows the main characteristics of the machine	yes	Yes
The complete set of one machine: 1. a set of filters for first maintenance, 2. Saw Bar - 5 pcs, 3. Saw chains -10 pcs. 4. a set of special tools for daily maintenance and inspection – one set	yes	Yes
Installed GPS monitoring system for the location of the harvester in real time	yes	Yes
The ability to parameterize the harvester to ensure optimal straightening of the grades depending on the type of wood	yes	Yes
The warranty period for the Goods shall be at least 12 months or at least 2000 operating hours, whichever comes first. The warranty period starts from the moment the Goods are commissioning on the Buyer's territory	yes	Yes

Table 2. Organizational requirements

No. s/n		Ability to fulfill the <i>(Please fill this column. Options to fill:</i> - <i>Yes.</i> <i>No and your alternative proposal)</i>
1.	The cost of the Goods shall include: - the cost of the Goods and warranty obligations; YES - costs of packaging, loading the Goods into the carrier's vehicle, assembly materials for transportation, costs of obtaining a certificate of origin of the Goods, taxes and other mandatory payments paid by the Supplier when exporting the Goods; - bringing the Goods into a condition suitable for their operation on the Buyer's territory; YES	Costs of packaging, loading the Goods into the carrier's vehicle, assembly materials for transportation, costs of obtaining a certificate of origin of the Goods, taxes and other mandatory payments paid by the Supplier when exporting the Goods;- no. VAT, customs clearance and other local taxes are not included in the prices. - This refers to the export and customs formalities that are required when shipping this type of Goods. The customs support and delivery of the Goods from the Supplier's warehouse to the Buyer's warehouse (in Ukraine) will be handled by a logistics company. I can add all other costs to the price when I get information. Can you send it to me? What kind of information do you expect from me? If we are talking about a logistics company, the procurement of these services (delivery and customs support) will take place only after the winner of the harvester procurement is determined, as only then will the address of the warehouse of the Harvester Manufacturer be clear. At the moment, you need to add to the price everything listed in this paragraph (including customs clearance of the Goods by the manufacturer for the possibility of exporting this Goods, as well as all necessary documents and certificates).
	- a set of spare parts, consumables and tools for first maintenance of the Goods; YES - training of the Buyer's employees (the number of operators to be trained is determined at the rate of two operators per harvester) to work with the Goods by a qualified representative of the manufacturer, as well as instruction on maintenance and operation of equipment, including setting up and adjusting the main functions of the Goods. During the warranty period - consulting support on the operation of the Goods. YES	

2. <u>Terms and conditions of delivery of the Goods, place of delivery of the Goods:</u> 2.1. Delivery time of the Goods: The first unit - within 90 calendar days from the date of sending the Buyer's Order; The rest of the Goods - within 90 calendar days from the date of sending the Buyer's Order, which will be issued after the commissioning of the first unit. 2.2. Terms of delivery: FCA (Free Carrier) Incoterms 2020. The Supplier shall bear all costs and risks associated with delivery to the destination specified by the Buyer in the Order and shall be responsible for: - delivery of the Goods to the place specified by the Buyer (carrier's vehicle); - loading the Goods into the carrier's vehicle; - export customs formalities.	Delivery time – 6 months after down payment. 2.1. Terms of delivery: FCA (Free Carrier) Incoterms 2020. The Supplier shall bear all costs and risks associated with delivery to the destination specified by the Buyer in the Order and shall be responsible for: - delivery of the Goods to the Ukraine border (carrier's vehicle) - export customs formalities. NO - What is the reason for the impossibility of export and customs formalities? Do you want the carrier to handle the export documents? In this case, you will need to issue a power of attorney to the carrier's representative to allow him to carry out export and customs formalities on your behalf. If carrier can do all customs formalities, no problem at all. We just need information about the price of that. Can you send it to me? Currently, there is no information on the cost of carrier services (delivery from the manufacturer's warehouse to Ukraine and customs support).
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3. Payment terms: 3.1. Down payment: 30% of the cost of the quantity of the Goods in the Buyer's order, the Buyer pays within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within 2 business days from the date of sending the Order by the Buyer. 3.2. Second payment: 60% of the value of the quantity of the Goods specified in the notification of the readiness of the Goods for shipment under the Buyer's Order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within two (2) business days after confirmation of receipt by the Buyer of the notification of the Goods' readiness for shipment for the relevant batch of Goods. 3.3 Third payment: 10% of the cost of the quantity of the Goods in the Buyer's order, the Buyer shall pay within 10 working days from the date of receipt the invoice for payment, which the Supplier provides to Buyer same time with the Act of commissioning of the Goods by a qualified representative of the Supplier, signed by the Parties on the basis of the report on the commissioning, testing and inspection of the Goods. <u>OR</u> <u>If the Supplier refuses to make advance payments:</u> The Buyer shall pay for the Goods by making one payment for 100% of the value of the Goods determined by the Acceptance Certificate. Payment shall be made by the Buyer for each unit of the Goods delivered in accordance with the Acceptance Certificate signed by the Parties within ten (10) business days from the date of signing the Commissioning Certificate for the relevant Goods by the Parties.	Down payment 30% 70% before delivery from the Ponsse factory. - The price of the Goods also includes services for training of the Buyer's personnel, as well as bringing the Goods into a state ready for use on the Buyer's territory. All these services shall be provided by the Supplier after the delivery of the Goods to Ukraine (which will be carried out by the logistics company). If we pay 100% to the Supplier, what motivation will he have to fulfill the above obligations? - Our company was founded in 1970 and the main target for us is to serve and support our customers. Training needs are not your concern, this is ours! For us it is mandatory to organize training just to be sure our machines start to work efficiently. This is included in prices all around the world. - We do not question your reputation or your company's good faith in fulfilling its contractual obligations. However, this will be an open tender, which means that any company (sometimes not very decent ones) can participate in it. Therefore, we must be protected (at least by 10%) from these risks. Can you accept our payment terms: 30% advance, 60% advance, 10% additional payment?
4. <u>Warranty obligations</u> Fulfillment of the Supplier's warranty obligations during the warranty period for the Goods shall be carried out by the Supplier directly or by the Supplier's Dealers, which are the official service centers of the Goods Manufacturer (hereinafter referred to as the Dealers). The Supplier warrants that the Dealers and its employees are qualified maintenance and repair specialists and have experience in providing the	YES

	relevant Services. If the Dealers refuse to carry out the warranty repair, the Supplier shall undertake to carry out the warranty repair of the Goods independently. In case of absence of the Dealer on the territory of Ukraine, the Supplier shall authorize the Buyer to carry out maintenance and repair of the Goods transferred to the Buyer.	
5.	<u>Availability of spare parts and components</u> The Supplier guarantees the availability of spare parts and components for the Goods for at least 7 (seven) years from the date of delivery of each unit of the Goods. In case of discontinuation of spare parts or components within the specified period, the Supplier shall replace them with compatible analogues that meet the technical and functional characteristics of the original components without deterioration of their operational properties.	YES
6.	<u>Other requirements</u> - the goods must be new, not in use before shipment to the Buyer. - the goods must be assembled and in good condition; - the goods must be free of mechanical damage and signs of corrosion. - the product must comply with Regulation (EU) No. 167/2013 of the European Parliament and of the Council of February 5, 2013 on the approval of agricultural and forestry vehicles and market surveillance in relation to them.	YES

Table. 3. Commercial offer				
Company name and address:	Ponsse Oyj, Ponssentie 22, Vieremä, Finland			
Contact person/contacts:	Arto Louke, +358 400 384364, arto.louke@ponsse.com			
Legal entity identifier (Company Number):	0934209-0			
Date of offer:	27.04.2025			
Offer is valid: (not less than 60 calendar days from the date of submission of the commercial offer)	Offer is valid for 60 days from 27.04.2025			
Description (name of the Goods)	Measurement unit	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT
Harvester Ponsse Beaver	Opti 4G	5	467 874,05 EUR	2 339 370,25 EUR

Full name and position: **ARTO LOUKE, COMPANY MANAGER, UKRAINE**
 Signature: 

Information.
the required technical, qualitative and quantitative characteristics of the Goods and
Commercial offer

**1. Quantity and description of all necessary characteristics of the Goods
(technical specification)**

Name of the goods to be procured	Quantity, pcs.
Harvester Malwa 560H	5

Table. 1.1. Technical and quality characteristics of Harvesters in the amount of 5 units.

Expected characteristics of the Goods		Characteristics of the offered Goods <i>(Please fill this column with the actual indicators of the offered Goods)</i>	Comments (if necessary)
Brand of goods, model, manufacturer, country of manufacture		Malwa 560H, Malwa AB, Sweden	
Year of manufacture	not earlier than 2025 (new)	2025	
Engine			
Emission standart	not lower than EURO 6	EU Stage V	
Fuel type	diesel	diesel	
Maximum power	kW	not less than 55	55 kW
Cylinders	q-y	not less than 4	4 cylinders
Maximum torque	Hm	not less than 260	300 rpm
Volume	liters	not less than 2.2	2.8 l
Fuel tank capacity	liters	not less than 60	74 l
Transmission			
Type	hydromechanical or hydraulic	hydromechanical	
Wheel formula	at least 4x4	6x6	
Swivel mechanism			
Type	hydraulic articulated steering	hydraulic articulated steering	
Turning angle	degrees	not less than 40	± 45 degrees
Dimensions			
Ground clearance	mm	not less than 450	400 mm
Crane manipulator			
Maximum reach	m	not less than 6.0	6.2 m
Rotation angle	degrees	not less than 220	270°
Working lighting of the crane arm	yes	yes	
Lifting torque	kN	not less than 37	37 kNm
Harvester head			
Feeding force	kN	not less than 14.0	14.6 kN
Roller feed speed	m/s	not less than 3.0	3.1 m/s
Number of trimming knives	pcs	not less than 3	3 pcs
Maximum opening of the delimbing knives	mm	not less than 350	358 mm
Maximum kerf diameter of the saw blade (maximum cutting diameter)	mm	not less than 400	410 mm

Table. 1.2. Options/complete set of a harvester		
Expected options/completeness of the Goods		Options/complete set of the offered Goods <i>(Please fill this column. Options to fill: - Yes. - No and your alternative proposal)</i>
Interface language	Ukrainian and/or English	English
The operator's cab is equipped with a heater and air conditioning	yes	yes
Radiator protection	yes	yes
Work lights	yes	yes
A control panel or multifunction display that shows the main characteristics of the machine	yes	yes
The complete set of one machine: 1. a set of filters for first maintenance, 2. Saw Bar - 5 pcs, 3. Saw chains -10 pcs. 4. a set of special tools for daily maintenance and inspection – one set	yes	yes
Installed GPS monitoring system for the location of the harvester in real time	yes	yes
The ability to parameterize the harvester to ensure optimal straightening of the grades depending on the type of wood	yes	yes
The warranty period for the Goods shall be at least 12 months or at least 2000 operating hours, whichever comes first. The warranty period starts from the moment the Goods are commissioning on the Buyer's territory	yes	yes

Table 2. Organizational requirements

No. s/n	Customer requirements	Ability to fulfill the (Please fill this column. Options to fill: Yes. - No and your alternative proposal)
1.	<u>The cost of the Goods shall include:</u> - the cost of the Goods and warranty obligations; - costs of packaging, loading the Goods into the carrier's vehicle, assembly materials for transportation, costs of obtaining a certificate of origin of the Goods, taxes and other mandatory payments paid by the Supplier when exporting the Goods; - bringing the Goods into a condition suitable for their operation on the Buyer's territory; - a set of spare parts, consumables and tools for first maintenance of the Goods; - training of the Buyer's employees (the number of operators to be trained is determined at the rate of two operators per harvester) to work with the Goods by a qualified representative of the manufacturer, as well as instruction on maintenance and operation of equipment, including setting up and adjusting the main functions of the Goods. During the warranty period - consulting support on the operation of the Goods.	yes
2.	<u>Terms and conditions of delivery of the Goods, place of delivery of the Goods:</u> 2.1. Delivery time of the Goods: The first unit - within 90 calendar days from the date of sending the Buyer's Order; The rest of the Goods - within 90 calendar days from the date of sending the Buyer's Order, which will be issued after the commissioning of the first unit. 2.2. Terms of delivery: FCA (Free Carrier) Incoterms 2020. The Supplier shall bear all costs and risks associated with delivery to the destination specified by the Buyer in the Order and shall be responsible for: - delivery of the Goods to the place specified by the Buyer (carrier's vehicle); - loading the Goods into the carrier's vehicle; - export customs formalities.	2.1 Yes 2.2 FCA Kaunas (Sitkūnai) Lithuania

3.	<u>Payment terms:</u> 3.1. Down payment: 30% of the cost of the quantity of the Goods in the Buyer's order, the Buyer pays within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within 2 business days from the date of sending the Order by the Buyer. 3.2. Second payment: 60% of the value of the quantity of the Goods specified in the notification of the readiness of the Goods for shipment under the Buyer's Order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within two (2) business days after confirmation of receipt by the Buyer of the notification of the Goods' readiness for shipment for the relevant batch of Goods. 3.3 Third payment: 10% of the cost of the quantity of the Goods in the Buyer's order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment, which the Supplier provides to Buyer same time with the Act of commissioning of the Goods by a qualified representative of the Supplier, signed by the Parties on the basis of the report on the commissioning, testing and inspection of the Goods. OR <u>If the Supplier refuses to make advance payments:</u> The Buyer shall pay for the Goods by making one payment for 100% of the value of the Goods determined by the Acceptance Certificate. Payment shall be made by the Buyer for each unit of the Goods delivered in accordance with the Acceptance Certificate signed by the Parties within ten (10) business days from the date of signing the Commissioning Certificate for the relevant Goods by the Parties.	<u>Offer:</u> Down payment: 30% of the cost of the quantity of the Goods in the Buyer's order, the Buyer pays within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within 2 business days from the date of sending the Order by the Buyer. Second payment: 70% of the value of the quantity of the Goods specified in the notification of the readiness of the Goods for shipment under the Buyer's Order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within two (2) business days after confirmation of receipt by the Buyer of the notification of the Goods' readiness for shipment for the relevant batch of Goods.
	<u>Warranty obligations</u> Fulfillment of the Supplier's warranty obligations during the warranty period for the Goods shall be carried out by the Supplier directly or by the Supplier's Dealers, which are the official service centers of the Goods Manufacturer (hereinafter referred to as the Dealers). The Supplier warrants that the Dealers and its employees are qualified maintenance and repair specialists and have experience in providing the	Yes

	relevant Services. If the Dealers refuse to carry out the warranty repair, the Supplier shall undertake to carry out the warranty repair of the Goods independently. In case of absence of the Dealer on the territory of Ukraine, the <u>Supplier shall authorize the Buyer to carry out maintenance and repair of the Goods transferred to the Buyer.</u>	
5.	<u>Availability of spare parts and components</u> The Supplier guarantees the availability of spare parts and components for the Goods for at least 7 (seven) years from the date of delivery of each unit of the Goods. In case of discontinuation of spare parts or components within the specified period, the Supplier shall replace them with compatible analogues that meet the technical and functional characteristics of the original components without deterioration of their operational properties.	Yes
6.	<u>Other requirements</u> - the goods must be new, not in use before shipment to the Buyer. - the goods must be assembled and in good condition; - the goods must be free of mechanical damage and signs of corrosion. - the product must comply with Regulation (EU) No. 167/2013 of the European Parliament and of the Council of February 5, 2013 on the approval of agricultural and forestry vehicles and market surveillance in relation to them.	Yes

Table. 3. Commercial offer				
Company name and address:	UAB "Dojus agro"			
Contact person/contacts:	Egidijus Šulcas +370 686 78501, Edgaras Matulionis +370 612 27446			
Legal entity identifier (Company Number):	110360528			
Date of offer:	2025.05.08			
Offer is valid: (not less than 60 calendar days from the date of submission of the commercial offer)	60 cal. days			
Description (name of the Goods)	Measurement unit	Quantity	Price per unit, EUR excluding VAT	Amount, EUR excluding VAT
Harvester Malwa 560H	pc	5	634.000	3.170.000*

*Given price is indicative, it will depend on Tender conditions.

Full name and position: Egidijus Šulcas, Head of Specialised Machinery Sales Department

Signature:



Egidijus Šulcas
Specializuotos technikos
patalinio vadovas

Information.
the required technical, qualitative and quantitative characteristics of the Goods and Commercial offer

1. Quantity and description of all necessary characteristics of the Goods (technical specification)

Name of the goods to be procured	Quantity, pcs.
Harvester	5

Table. 1.1. Technical and quality characteristics of Harvesters in the amount of 5 units.

Expected characteristics of the Goods			Characteristics of the offered Goods <i>(Please fill this column with the actual indicators of the offered Goods)</i>	Comments (if necessary)
Brand of goods, model, manufacturer, country of manufacture			Vimek 470 Sweden	
Year of manufacture		not earlier than 2025 (new)	2025	
Engine				
Emission standart		not lower than EURO 6	Stage V	
Fuel type		diesel	Diesel	
Maximum power	kW	not less than 55	55,4	
Cylinders	q-y	not less than 4	4	
Maximum torque	Hm	not less than 260	270	
Volume	liters	not less than 2.2	2,2	
Fuel tank capacity	liters	not less than 60	65 +(60)	
Base machine				
Wheel formula	at least	4x4	4x4	
Interframe connection		hydraulic articulated steering	hydraulic articulated steering	
Rotation angle of the middle joint	at least	43°	43	
Turning angle, degrees	not less	40°	73°	
Transmission				
Type		hydromechanical or hydraulic	hydromechanical	
Number of gears	at least	2	2	
Traction force, kN	at least	75	75	
Dimensions				
Ground clearance	mm	not less than 450	480	
Total weight	kg	not less than 6000	From 6500	
Crane manipulator				
Tilt of the crane	degrees	+/- 15°	15	
Maximum reach	m	not less than 6.0	6,3	
Rotation angle	degrees	not less than 220		
Working lighting of the crane arm		yes	Yes LED	
Lifting torque	kN	not less than 37	43	
Harvester head				
Feeding force	kN	not less than 14.0	14,8	
Roller feed speed	m/s	not less than 3.0	4	
Number of trimming knives	pcs	not less than 3	4	

Table. 2. Organizational requirements

No. s/n	Customer requirements	Ability to fulfill the <i>(Please fill this column. Options to fill: - Yes. - No and your alternative proposal)</i>
1.	<u>The cost of the Goods shall include:</u> - the cost of the Goods and warranty obligations; - costs of packaging, loading the Goods into the carrier's vehicle, assembly materials for transportation, costs of obtaining a certificate of origin of the Goods, taxes and other mandatory payments paid by the Supplier when exporting the Goods; - bringing the Goods into a condition suitable for their operation on the Buyer's territory; - a set of spare parts, consumables and tools for first maintenance of the Goods; - training of the Buyer's employees (the number of operators to be trained is determined at the rate of two operators per harvester) to work with the Goods by a qualified representative of the manufacturer, as well as instruction on maintenance and operation of equipment, including setting up and adjusting the main functions of the Goods. During the warranty period - consulting support on the operation of the Goods.	yes - a set of spare parts, without hydraulic, engine and technical working fluids for the first maintenance of the Goods; - training of the Buyer's employees (the number of operators to be trained is determined on the basis of two operators per one combine) to work with the Goods by a qualified representative of the manufacturer, as well as instruction on maintenance and operation of the Goods, including setting up and adjustment of the main functions of the Goods. manufacturer, as well as instruction on maintenance and operation of the equipment, including setting and adjustment of the main functions of the Goods. During the warranty period - consulting support on the issues of the Goods operation. operation of the Goods.

3.

Payment terms:

3.1. Down payment: 30% of the cost of the quantity of the Goods in the Buyer's order, the Buyer pays within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within 2 business days from the date of sending the Order by the Buyer.

3.2. Second payment: 60% of the value of the quantity of the Goods specified in the notification of the readiness of the Goods for shipment under the Buyer's Order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment and the original bank guarantee for the return of the advance payment (for the amount equivalent to the advance payment). The Supplier shall issue an invoice and provide the original bank guarantee for the return of the advance payment within two (2) business days after confirmation of receipt by the Buyer of the notification of the Goods' readiness for shipment for the relevant batch of Goods.

3.3 Third payment: 10% of the cost of the quantity of the Goods in the Buyer's order, the Buyer shall pay within 10 working days from the date of receipt of the invoice for payment, which the Supplier provides to Buyer same time with the Act of commissioning of the Goods by a qualified representative of the Supplier, signed by the Parties on the basis of the report on the commissioning, testing and inspection of the Goods.

OR

If the Supplier refuses to make advance payments:

The Buyer shall pay for the Goods by making one payment for 100% of the value of the Goods determined by the Acceptance Certificate. Payment shall be made by the Buyer for each unit of the Goods delivered in accordance with the Acceptance Certificate signed by the Parties within ten (10) business days from the date of signing the Commissioning Certificate for the relevant Goods by the Parties.

We can handle different payment mechanism upon your request. Deal can be made by Vimek in Sweden or our dealer in Ukraine as supplier. The Company is currently considering purchasing harvesters exclusively from the manufacturer.

Although, in fact, the procurement terms do not prohibit the participation of official representatives of manufacturers.

What is to consider that risks needs to be handled for both of us. Bank guarantee(s) conditions is an important aspect that can have a big influence of risk for each parties and in the end the price suppliers offer can be affected. We need to have more information of bank guarantee(s) as value and validity time to consult our bank.

The Agreement provides for the need to provide two bank guarantees:

1. advance payment bank guarantees (if the Supplier requires advances);
2. a bank guarantee for the performance of the contract.

OK, please note there is a cost for bank guarantees that might influence on price.

Key terms of the bank guarantee of an advance payment:

- a bank guarantee of the advance is issued for the amount equivalent to the amount of the advance (30% of the cost of one harvester, then 60% of the cost of one harvester. Then the same for four harvesters: 30% of the cost of four harvesters, then 60% of the cost of four harvesters);
- the bank guarantee of the advance payment shall expire no earlier than 30 calendar days from the date of signing the Act of Commissioning of the Goods.

Main terms of the bank guarantee of the contract performance:

- issued in the amount of 3% of the contract amount (the cost of five harvesters); Agree if order is also for 5 harvesters.
- the term of the bank guarantee for the performance of the contract is not earlier than one month after the expiration of this Agreement (31.12.2026), i.e. until 31.01.2027. However, this bank guarantee may be issued for 12 months with subsequent prolongation for each subsequent 12 months. In addition, after the delivery and commissioning of all five harvesters, the amount of the bank guarantee may be reduced to 1% of the contract amount.

If the supplier refuses to make advances, only one bank guarantee of contract performance is provided.

	relevant Services. If the Dealers refuse to carry out the warranty repair, the Supplier shall undertake to carry out the warranty repair of the Goods independently. <u>In case of absence of the Dealer on the territory of Ukraine, the Supplier shall authorize the Buyer to carry out maintenance and repair of the Goods transferred to the Buyer.</u>	
5.	<u>Availability of spare parts and components</u> The Supplier guarantees the availability of spare parts and components for the Goods for at least 7 (seven) years from the date of delivery of each unit of the Goods. In case of discontinuation of spare parts or components within the specified period, the Supplier shall replace them with compatible analogues that meet the technical and functional characteristics of the original components without deterioration of their operational properties.	yes
6.	<u>Other requirements</u> - the goods must be new, not in use before shipment to the Buyer. - the goods must be assembled and in good condition; - the goods must be free of mechanical damage and signs of corrosion. - the product must comply with Regulation (EU) No. 167/2013 of the European Parliament and of the Council of February 5, 2013 on the approval of agricultural and forestry vehicles and market surveillance in relation to them.	yes

Offer to Ukraine state forest 2025-05-09

Valid until 30 June 2025

Changes note; 2025-05-21 added an estimated cost for bank guarantee in price indication/JNN

We thank you for possibility to make quote for 5pcs Vimek 470 harvesters to Ukrainian state forest.

Vimek 470

Vimek 470 is a stand operating harvester for thinning operations designed for modern forestry. Bigger and stronger than its predecessor (Vimek 404) but still Gentle. Vimek 470 has best in class work environment and a modern control system that helps operator stay productive all day. Well designed and modern technical solutions keep fuel consumption at remarkably low level. Machine has very good possibilities when comes to bucking system and connectivity including remote support and remote update.

Machine in Ukraine, - agreement with service provider

Vimek policy is to not send our own crew abroad to countries where Swedish authorities do not recommend traveling because of safety reasons. When machines reach Ukraine our service provider therefore will be in charge to make machine into production and to keep the conditions to stay productive for long time ahead. Vimek will support our service provider by all means.

Spare parts and service

Vimek wants our service providers and retailer to offer customers a “one safe source” solution. Customers shall always contact authorized Vimek service to get their problem solved. Service provider in Ukraine will have a stock of spare parts available inside Ukraine and will offer preventive service of machines to avoid break downs.

Warranty

Warranty repair is made by Vimek service provider in Ukraine according to normal warranty procedures.



FASSI GROUP

5 pcs Vimek 470 harvester

CN Code: 84368010, Country of origin: Sweden

Specification

55Kw engine with DPF, European stage V.

Vimek - Dasa Prio bucking

Keto 42 Harvester; Opening between rollers 42cm, 15kN traction force setting.

Wheels 600/55-26,5, With 2,27m

Chassie with crane tilt and DS, Dual steering

Central lubricator for chassis

Crane 6,3m

Automatic crane tilt system

Hydraulic Crane damper

Parking heater

LED work light kit Large, on cabin, chassis and crane

Sunblinds

Viper roof Window

FM radio

Reverse camera view over engine

Seat BEGE 7000 w air vent

Sit-right

Warranty 1-year max 2000H

Vimek online / My Vimek 3 Years subscription

One fire extinguisher (Std)

Propylene glycol

Engine oil 10w30

Standard Hydraulic oil Bio 46

Vacuum pump hydraulic tank

Toolbox common tools

Hight; 2,95m,

Weight: from 6,3T (+ possible water ballast),

Ground clearance 47cm.

Price 271000 Euro + VAT / unit, DAP Vimek Vindeln

Vimek AB

Allan Jonssons väg 11, 922 31 Vindeln, Sweden
Tel. +46(0)933 135 15 - info@vimek.se - sales@vimek.se
Org.nr. 556480-3053

www.vimek.se

Payment mechanism

30% at order, 60% before delivery within 15 days from the date of signing by the Buyer's representative of the act of readiness of the goods for shipment, 10% of the value of the goods, shall be made within 60 days from the date of delivery of the goods

Delivery Terms:

Ex works Vimek Vindeln

Delivery time and plan:

First machine delivery from Vimek is 3 months from prepayment. Next machine(s) ready for delivery 45 working days after remaining 10% are paid.

Best regards



VIMEK
Vimek AB
Allan Jonssons väg 11
922 31 Vindeln, Sweden
Org.nr. SE556480305301

Johannes Nilsson CEO, Vimek AB