

Request for Proposal to Foreign Construction Companies for the Execution of Construction Works for Residential Housing in Israel

Clarifying Questions and Responses Protocol

This protocol constitutes part of the request for proposal documents and **is binding on the applicants, who must submit it, signed by their authorized signatories, together with their request for proposal submission.**

The attention of the Offerors is directed to the changes in the terms of the Request for Proposal as specified below:

1. Appendix A "Appendix A_Excel for Companies_23.11.25" has been updated – a requirement for data **for the last two fiscal years only**
2. **The proposers note that changes have been made in a number of sections of the call for proposals, which are detailed below:**
 - **Section 3.11 – Reduction of the requirement for financial reports for two fiscal years only**
 - **Section 3.12 – Reduction of the requirement for financial reports for two fiscal years only**
 - **Section 3.13 – Reduction of the requirement for financial reports for two fiscal years only**
 - **Submission of documents and affidavits – only two financial reports must be submitted**
3. **The RFP binding version is the one that will be published on the website of the Ministry of Construction and Housing together with this document and bears the date 30.11.2025.**

Attention of the proposers to the following clarifications:

4. **This protocol is binding and is part of the call for proposals documents and must be submitted signed together with the proposal.**
5. **The ministry reserves the right not to disqualify proposals, in the event of a clerical error, as well as to contact the bidder with a request for clarifications or to complete details and approvals to prove compliance with the prerequisites and/or the conditions of the call for proposals.**
6. **The deadline for submitting bids has been postponed to Thursday, January 08, 2026 at 12:00 Israel time.**

State of Israel
Ministry of Construction and Housing
Strategy & Planning Policy Department

7. **Any document signed by the company must be accompanied by the company's stamp.**
8. If the original documents and/or affidavits are in English - no translation is required.
9. Regarding the affidavits that must be submitted as part of the proposal - approval of the signature on these affidavits requires notarized approval.
10. A public certificate originating outside of Israel, such as a certificate of incorporation, a contractor's license, requires authentication by means of an apostille or by means of a chain of signatures as is customary in that country.
11. A public certificate translated to English - a translation must be certified by a notary. A notary signature must be authenticated by a chain of signatures in accordance with the law.
12. A list of enemy countries is published on the website of the Sanctions Bureau, the Chief Economist's Division, Ministry of Finance. There is no list of a diagnostic country or a risk country, and it is subject to the decision of the security services in Israel at any time.
13. A notary signature must be certified by a chain of signatures in accordance with law abroad and in Israel.
14. Authentication by an Israeli notary does not require the approval of the embassy.
15. A public certificate originating outside of Israel may be submitted in a certified copy provided that the document is certified and authenticated by an Israeli diplomatic or consular representative.
16. Signatures on affidavits can be certified by an Israeli lawyer in accordance with Israeli law.
17. The proposals must be within the deadline for submitting bids in the tender box at the Ministry of Construction and Housing. Sending a proposal by mail or by any transportation service is the sole responsibility of the bidder, and only a proposal that is found in the designated tender box at the Ministry of Construction and Housing (3 Clermont Gano St. in Jerusalem, Building A, ground floor), on the last (updated) deadline set for the submission of bids, will be examined.

The courier on behalf of the bidder must make sure that he puts the bid in the correct tender box. A representative on behalf of the Ministry cannot be present at the time of submitting the proposal and approving its inclusion in the box.

Please prepare accordingly when submitting the offer on your behalf, insofar as you submit the offer by mail, courier services, etc.

The following are the responses to the Offerors' questions:

No.	Section	Questions	Responses
1	1	As the general manager of the bidder, at what stage should one go to Israel? If you need to go again, could you please inform us as soon as possible? Because this is related to the speed at which our team processes business visas.	The question does not relate to the terms of the call for proposals, the bidders must act at their discretion.
2	1	When does the Ministry intend to provide its responses to the clarification questions that were already submitted by the previous deadline, and when can we expect to receive responses to the clarification questions being submitted now?	Attached is the transcript of answers to clarification questions
3	1	Numerous annexes were requested, and reasonable time is required to obtain notarial certifications and prepare the documents. Therefore, please confirm that the answers will be provided sufficiently in advance of the submission deadline, so as to allow bidders to submit the proposal on time and in accordance with the requirements.	The submission date will be extended until January 8 th 2026, 12:00 PM Israel time(GMT+3)
4	1	please clarify whether the bidder must sign every page of the proposal, or only where a signature is specifically required in the RFP?	There is no general requirement to sign every page of the proposal. Signature is required only where it is explicitly stated.
5	1	Is it possible to apply for a Chinese construction company Within this call until 30/10/2025 Thank you	Please pay attention to Section 2.9.1 of the Call for Proposals
6	1	Hello, I would like to know if it is possible to apply for a Chinese company with which we have relations, thank you	Please pay attention to Section 2.9.1 of the Call for Proposals
7	General	The deadline for submission of questions, currently set for September 18, 2025. 2. The deadline for submission of final proposals,	The submission date will be extended until January 8 th 2026, 12:00 PM Israel time(GMT+3)

		currently set for October 30, 2025. The company's request is based on the complexity of the call for proposals that require thorough preparation and internal governance procedures for a public company, the logistical challenges of international coordination, and the coincidence of the current holiday dates with the Israeli holiday season, Rosh Hashanah, Yom Kippur and Sukkot, which have a significant impact on the company and our ability to coordinate the process. To ensure that the company can submit a proposal at the highest level, we are proposing the following revised deadlines: 1. Revised Deadline for Questions: October 22, 2025 2. Revised Deadline for Submission of Proposal: November 30, 2025	
8	2.7	Is it enough to complete just one of the indicators in 2.7.1 and 2.7.2? Or it needs to be completed in full.	In accordance with section 2.7 of the call for proposals: "The Offeror – in its capacity as the builder in the field of residential construction – has carried out and completed over the last six years prior to the final date for submitting the proposals at least one of the following projects:"
9	2.9.1	If a country is rated as Tier 3 watch list country in the report for the year 2023, are the companies of this country eligible to participate in the bidding?	Please pay attention to Section 2.9.1 of the Call for Proposals
10	2.4	As we known according to IFRS, the formula for calculating Debt to equity ratio is : Debt/Equity, but in your document shows Debt Cash and cash equivalents/Equity =Debt to Equity Ratio , is it according to Israeli accounting standards?	Please note that the detailed formula is debt minus cash and cash equivalent - see the debt to equity ratio calculation appendix for details of the method of calculation.

11	2.1	Based on legal and accounting advice, and to maintain standard and proper separation between global operations, we require clarification on the following: Is it permissible that, after a company is formally qualified, the entity registered in Israel and subsequently granted the construction license be a 100% fully owned subsidiary of the qualifying entity? This subsidiary will: Be under same full control and maintain the exact same board, management, address, country of incorporation, operational/professional leadership, and policies as the parent company. Retain the same professionals and expertise that met all the conditions and demonstrated the experience required by the RFP. This structure, which is a standard legal practice in international operations, will ensure the parent company's full support for management and regulatory capacity while promoting transparency, accountability, and operational control within the new Israeli jurisdiction.	Negative. The legal entity" submitting the proposal "must meet all the prerequisites of the call for proposals ,and if the proposal receives a call for proposals ,that legal entity will be bound by all the rules of the call for proposals and are entitled to the rights entailed therein.
12	2.8.7	In recent years, the company has moved from reporting between January to December to reporting between July to June, is the deployment of continuous reports as above sufficient? And if not, can you guide us on what we need to do.	If the company meets in principle the conditions of reporting continuity in clause 2.8.7 of the call for proposals ,however ,the examination of the proposal under the prerequisites will be done only after the submission of the proposal and in accordance with the documents that will be submitted by the actual bidder .In addition ,the Ministry reserves the right to request additional data.
13	3	1. For forms that require lawyer's approval (such as Form 3 which already has this requirement built-in), is it considered that	1. Confirmation of the signature of these affidavits requires notarized approval. Also, see the clarifications above regarding the certification of documents.

		the requirements are met as long as the lawyer affixes the seal and signs on the form? 2. In Section 3.1 of the RFP when you refer to Appendix A do you mean the MOCH Foreign Contractors Excel for Companies 2025? 3. Please provide all forms, templates and affidavits mentioned in Section 3 of the RFP. According to Section 3, various affidavits and declarations are required, however, the wording of such affidavits and declarations has not been supplied by the Ministry of Construction and Housing (the "Ministry"). Please supply the wording for all affidavits and forms/templates required (including those under Sections 3.2, 3.5.1, 3.14, 3.15, 3.16, 3.18, 3.19)."	2. Yes - Appendix A refers to an Excel file to be filled out by the bidders 3. The affidavits are in Form 1, which is required to be signed by the bidder's authorized signatories. Confirmation of the signature on these affidavits requires notarized approval. Also, see the clarifications above regarding the certification of documents.
14	3	1. In what order should the documents be submitted? Should they follow the order set out in Section 3.1? If so, do Sections 3.9, 3.10 refer to the Excel table mentioned in Section 3.1, and should the relevant supporting documents be attached immediately after the Excel table? 2. Please confirm that Form 4 covers both Sections 3.5.2 and 3.6.2. 3. There seems to be a discrepancy between the requirement in the RFP for an accountant certification regarding the last two fiscal years (form 5), and the requirement set forth in Section 3.11 pertaining to the last three fiscal years. Please settle this discrepancy. Does the	1. All the required references according to the call for proposals must be attached to the proposal. supporting documents for the excel table should be attached after the excel table. 2. Yes 3. See changes in the wording of the call for proposals in sections 3.12, 3.11 and 3.13 and in Appendix A_Excel for companies

		Confirmation letter from the bidder's Accountant regarding the bidder's annual turnover for the last three fiscal years"" mentioned in 3.11 require an accountant or auditor to issue a signed and sealed confirmation document? Furthermore, section 3.12 pertains to the last three fiscal years and points to Section 2.3, which relates to the last two fiscal years. Please settle this discrepancy. The same clarification is requested with respect to Section 3.13.	
15	3.9	Regarding Construction Contracts that needed to attached to our Projects Table. Do we need to provide full contracts or could we provide main pages of the contract? Our Company's legal team is concerned about information security, as you know, all contracts are confidential and always include non-disclosure clauses. We could face legal issues if the Client discovers that we have shared a signed contract with an unrelated third party. Please give instruction	Bidders are required to submit full contracts. Without derogating from the aforesaid, it is possible to blacken details that are not relevant to prove compliance with the conditions of the call for proposals. However, the Ministry reserves the right to demand the contract in full, completion of details or any other relevant document required at the Ministry's discretion to prove compliance with the conditions of the call for proposals or due diligence.
16	9.4	We are now making every effort to complete the documents for the upcoming call for proposals scheduled for December 10, 2025. However, we have requested clarifications regarding documents that require translation, notarization, and authentication by the Ministry of Foreign Affairs of Vietnam and the Israeli Consulate. We greatly appreciate the opportunity to cooperate and work in Israel. In order to ensure the best possible preparation for this important submission, we respectfully request an extension of one	The submission date will be extended until January 8 th 2026, 12:00 PM Israel time(GMT+3)

		month to the deadline for submission of the proposal.	
17	9.4	We are currently making every effort to complete the documents for the upcoming RFP submission scheduled for December 10, 2025. However, we asked for clarifications regarding documents require translation, notarization, and authentication by the Vietnam Ministry of Foreign Affairs and the Israeli Consulate. We highly value the opportunity to cooperate and work in Israel. In order to ensure the best possible preparation for this important submission, we respectfully request for a month extension to the bid submission deadline.	The deadline for submission of questions has been postponed to ,2025/11/02 and the submission date will be extended until January 8th 2026, 12:00 PM Israel time(GMT+3)
18	9.8 and 9.9	please give instructions on how to apply 9.8 and 9.9 item on page 46. for example, we have a contract (between the contractor and the client) in our language. according to section 9.8 contract is not a public certificate and does not need to be certified by an Israeli consul. So we only need to translate the Contract into English and the translation will be certified by a notary as being a translation that is a true copy of the original (2 steps: Translation and Notarization). Please let us know whether we are correctly applying Clauses 9.8 and 9.9 of the RFP.	• A translation and copy of the original document can be certified by a notary's signature. • A notary signature must be certified by a chain of signatures in accordance with law abroad and in Israel. • Authentication by an Israeli notary does not require the approval of the embassy.
19	Excel table	As for the execution engineers, in order to prove their skills, we are required to provide their relevant degrees and certificates. However, it is quite difficult to collect all the printed documents, since some engineers have already left the company. Is it possible to provide only a soft copy. Please advise us how to proceed.	A true copy of the original can be submitted with a .notarized certificate. In addition, see the clarifications above regarding notary certification.

20	Excel table	As for the building permit, according to the accepted practice in Vietnam, it is usually the responsibility of the investor and the local authorities. The contractor generally accepts this information for reference purposes only. Therefore, at the moment we do not have this document available please advise us how to proceed.	You may attach any official documentation accepted under the laws of the country, provided by the competent authorities in the country where the project is being built
21	Excel table - financial data table 2c	We have up to 11 subsidiaries while Table 2C has only 8 rows. Can we add more lines to declare information for the remaining 3 subsidiaries.	You can fill out the relevant page in the form several times and indicate on each copy that there are other copies of the same page.
22	2.4.4	According to Item 2.4.4 of the Call for Proposals, if the audited financial statement submitted does not comply with IFRS, an accountant's declaration is required, confirming that the financial information submitted for this tender (including consolidated subsidiaries) conforms to IFRS standards. Please give us instructions on how to declare this statement. Our financial statements are prepared using a local accounting standard that is significantly different from IFRS, And it is very difficult for auditing firms to confirm that the report complies with IFRS. Is it okay to point out differences between IFRS and our National Accounting Standard so that MOCH can better understand and evaluate the accuracy of the financial information we provide.	If the financial statement provided is not in accordance with IFRS standards, a statement by the company auditor must be submitted, confirming the financial information required for Sections 2.3 and 2.4 (including consolidated subsidiaries) is in general conformity with IFRS. The Ministry reserves the right to request additional data.
23	Section 3.12 + Excel table - financial data	As required by the call for proposals, we need to declare financial information for the last 03 years. In Excel format, the financial information is detailed for the years 2022, 2023 and 2024. However, our company already has audited financial statements for fiscal year 2025 (due to a different fiscal year calculation). Can we	See changes in the wording of the call for proposals in sections and 3.13 ,3.12 ,3.11 and in Appendix A)Excel(

		adjust the description section of the MOCH form to match the data that will be entered?	
24	Form 1	As a publicly traded company, there are a large number of officers and directors. Is it possible to specify only those officers and directors who will deal with the Israeli market? Is it possible to receive the forms in a Word document, or to specify any other instruction since we do not have enough space and enough rows to fill in all the details.	Fill out the same page twice and clearly mark that there are two copies of the same page
25	Form 1	The company has an extensive list of areas of activity. Here, too, there is a shortage of space for writing.	Fill out the same page twice and clearly mark that there are two copies of the same page
26	Form 1	If there is nothing to mention in these sections - should I leave them blank should I mark an x?	These sections can be left blank
27	Form 1	According to the situation in the company, the term is the head of the legal department - the head of the legal department, they do not have the term legal advisor of the company.	A signature will be received from anyone who performs the role of legal counsel in the company
28	Form 2	This is a publicly traded company. Is it enough to fill the controlling shareholders? If not, can you explain to what detail you are interested in?	In a public company, the details of directors and shareholders of more than 5% must be provided, and the firm reserves the right to demand the completion of additional data or details of additional shareholders and officers.
29	Forms 1,3,4,7,8	The company has many authorized signatories and managers. Is it possible to register the managers and authorized signatories who are relevant to the call for proposals and the market in Israel? Here, too, there is a shortage of space and lines.	Fill out the same page twice and clearly mark that there are two copies of the same page
30	Certification certificates and	Is it necessary to attach an academic degree and a professional certificate? Or a resume is enough.	A formal certificate of the degree from the accredited academic institution.

	details of experience of execution engineers		
31	1	As the bidder's CEO, at what stage should you come to Israel? If you need to go again, can you please let us know as soon as possible? Because it has to do with how quickly our team processes business visas.	The question does not relate to the terms of the call for proposals, the bidders must act at their discretion.
32	1	When does the Ministry intend to provide its answers to the clarification questions that have already been submitted by the previous date, and when is it expected to receive answers to the clarification questions that are currently being submitted?	Attached is the transcript of answers to clarification questions
33	1	Many appendices were requested, and a reasonable amount of time was required to obtain notarized certificates and prepare the documents. Therefore, it is necessary to ensure that the answers are given sufficiently before the submission date, in order to allow the bidders to submit the proposal on time and in accordance with the requirements.	The submission date will be extended until January 8 th 2026, 12: 00 PM time Israel (GMT+3)
34	1	In addition, please clarify whether the bidder must sign every page of the proposal, or only when a specific signature is required in the call for proposals?	There is no general requirement to sign every page of the proposal. Signature is required only where it is explicitly stated.
35	1	HelloIs it possible to apply for a Chinese construction company within this call until 30/10/2025Thank you	Please pay attention to Section 2.9.1 of the Call for Proposals

36	1	Hello, I would like to know if it is possible to apply for a Chinese company with which we have relations, thank you	Please pay attention to Section 2.9.1 of the Call for Proposals
----	---	---	---