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Project number: 101223585

Request for proposal:

Study on the Mining Sector of Armenia- Opportunities and Future Prospects for European Players

Date: 28 November 2025

1. CONTRACTING ORGANISATION

EIT RawMaterials GmbH	<p>EIT RawMaterials GmbH Knesebeckstr. 62 10719 Berlin Germany</p> <p><u>Contact email for procurement matters:</u> Catherine Bounsaythip, Senior Project Manager, Email: catherine.bounsaythip@eitrawmaterials.eu Phone: +358 40 7042532</p>
CRM-Facility Project	<p>Project financed under the NDICI-GE from HORIZON-EIT-2024-CRM-IBA Project number: 101223585 Website: https://crmfacility.eu/</p> <p><u>Contact email for CRM-Facility Project:</u> André Ufer, Coordinator Critical Raw Materials Facility Phone: +49 162 748 2154 Email: andre.ufer@eitrawmaterials.eu</p>

1.1. About EIT RawMaterials

EIT RawMaterials is a ‘Knowledge and Innovation Communities’ (KICs) created by the European Institute of Innovation and Technology (EIT), aimed at promoting innovation in the raw materials sector across Europe. Established in 2015, EIT RawMaterials works to secure the sustainable supply of raw materials to the European industry by driving innovation, education, and entrepreneurship along the entire raw materials value chain.

We are a knowledge-driven business and a catalyst for industrial progress. Our offerings leverage our expertise and that of our network – the world’s largest network in the raw [and advanced] materials sector – which includes companies at every stage of evolution, from start-ups to market leaders, along with leading international universities, research organisations, and top experts and future talent from the sector.

Our activities span from mining and mineral processing to material recycling and substitution, focusing on increasing resource efficiency and fostering a circular economy.

We inform policy, apply knowledge, accelerate innovation, create opportunity, and unlock commercial value – for our partners and customers throughout the raw materials value chain to develop the raw materials sector as a strategic strength and foundation for a secure, sustainable future for Europe.

Our offerings are designed to help our partners and industry to be part of Europe’s strategic agenda to ensure supply chain security and make the ‘Green New Deal’ a reality that benefits the people of Europe and partner nations.

For more information about our company please visit the following website:

<https://eitrawmaterials.eu/>

1.2. About CRM-Facility Project

The CRM Facility project, initiated in October 2024 by European Commission, aims at diversifying Europe's raw materials supplies and reduce dependencies. Managed by EIT RawMaterials, the project aims at strengthening global partnerships and developing international projects to build sustainable and resilient CRM value chains. More information: <https://crmfacility.eu>.

The European Union (EU) is dependent on the imports of critical raw materials (CRMs) from third, i.e. non-Union member, countries. The situation of dependence has been increased by recent technological shifts and techno-development paths. Developments in key technologies and high-tech sectors such as EVs, energy production, aeronautics, robotics and defense all rely on stable supplies of CRMs¹.

Because of mounting pressure of securing safe and resilient CRM supply chains and the growing threat of increasing dependence on one or few CRM supplier nations, the EU has set up and implemented the Critical Raw Material Act (CRMA).

The Act requests that the European Commission (EC) and its Member States shall “diversify the Union's imports of strategic raw materials with a view to ensuring that, by 2030, the Union's annual consumption of each strategic raw material at any relevant stage of processing can rely on imports from several third countries or from overseas countries or territories (OCTs) and that no third country accounts for more than 65 % of the Union's annual consumption of such a strategic raw material” (Article 5).

For this reason, the EU has established a number of partnerships with resource-rich third countries in order to provide a consolidated set of political, financial, economic and development tools with the ultimate goal to connect CRM value chains between CRM suppliers in third countries and European industry, increasing the diversity of supply.

2. Scope of the work

2.1. General Objectives

While **Armenia** does not yet have an official partnership on CRM with the EU, the ties between the two are close. Furthermore, Armenia is known for its mineral prolificity, and due to the vicinity to Europe could become a more important provider for CRM for the Union.

In order to make collaboration between Europe and Armenia meaningful for both side it will be important that concrete actions follow suit, and that largely means promoting the Armenian mining sector and investments, and connecting the CRM value-chains between Armenia and Europe. To ensure effective collaboration between Europe and Armenia, it is essential that tangible initiatives

¹ For clarification, the term ‘CRM’ in this document refers to that group of minerals and metals that have been deemed as ‘critical’ and/or ‘strategic’ as per Annex II of the Critical Raw Materials Act, and as reproduced here in the annex.

are implemented. This primarily involves fostering investment in Armenia's mining sector and establishing robust connections between Armenia and Europe within the CRM value-chains.

To do this, it is vital to get a solid understanding about the mining sector and the mining industry in Armenia in particular in light of the announced foreign investments². The sector's potential, as well as the governance structures and policies or regulations affecting its attractiveness, should be analysed, including the associated risks and opportunities for European participants.

Based on the results of the study, the European Commission and the CRM-Facility will assess which European industry and finance partners are the most suitable to address the assessed options and opportunities. As such, this study will have important implications for the further collaboration between Europe and Armenia in mining and in alignment with the European Union-Armenia Comprehensive and Enhanced Partnership Agreement (CEPA)³.

Armenia's mineral sector and available information: Over the past 30 years, Armenia has not implemented state geological exploration programs. Private funding has mainly supported research on already known or partially studied targets – ore(mineral)-occurrences, deposits, and prospective deposit areas. The national mineral cadastre currently lists over 1,000 deposits and about 600 ore-occurrences for both metallic and non-metallic resources.

Armenia's geology and mineral resource base were mapped in substantial detail during the Soviet Union period, but those investigations reflect the technologies, methods, and raw-material demands of that period. Since then, global advances in exploration technologies, methods, and market requirements have emerged. Applying modern approaches can enable discovery of new resource types and prompt reappraisal of the prospectivity of known deposits.

The archived results of Soviet Union period studies are stored in the Republican Geological Fund in paper form. These datasets can underpin new analyses, targeted studies, and the selection of priority areas for exploration and investment, provided the archive is systematically digitized, processed, and organized into an accessible repository. Establishing such a repository is a central objective of a national mining sector strategy. In 2023, the Government of Armenia adopted the Mining Sector Development Strategy — the first comprehensive strategic document for the sector — which sets three strategic goals supported by a series of recommended measures.

Armenia hosts more than 130 types of mineral resources, roughly 25 of which are metallic. The most widespread deposits are those of copper, molybdenum, gold, lead, and zinc, typically occurring as copper-molybdenum, copper, gold, and gold-polymetallic deposits. Complex ores often contain associated elements such as Cd, Bi, Se, Te, Re, Ga, Ge, Ti, In, Sb and others; some associated elements may remain unstudied or undiscovered.

Among solid non-metallic resources, beyond widely available construction materials, Armenia has various chemical-industry raw materials that are not yet fully evaluated and may prove prospective with further study.

2.2. Content of the Work

² Canadian investment group Northland Minerals Corporation has expressed its readiness to invest up to \$5 billion USD in the development of Armenia's mining industry

³ [https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:22018A0126\(01\)](https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:22018A0126(01))

The objective of this assessment is to create an overview of the current situation and provide a clear way forward for European engagement with Armenia in the mining sector.

As such, the consultant will

- Provide a mapping of similar Armenian mining sector studies that have recently been conducted by other individual investors or public bodies. The mapping will focus on key results of such studies.
- Provide an overview of available projects in Armenia (incl exploration, mining, processing and recycling, particularly those of potential relevance to the EU and not already committed to other foreign entities.
- Assess existing geological data, much of which dates to the Soviet period, to determine which data will be worthwhile to update to meet international standards.
- Highlight key CRM projects, including advanced exploration, mining and processing for the deposits present in Armenia (copper, molybdenum, and zinc, and associated elements such as Cd, Bi, Se, Te, Re, Ga, Ge, Ti, In, Sb and others) This will include the provision of key parameters (geologic, economic, financial, ESG)
- Showcase, based on the above, an outline of concrete investment opportunities / projects suitable for European finance and industry partners and for the European Strategic Projects Tender is expected
- Describe (if available) policies or strategies for mining sector and mid-/downstream development
- Draw attention to opportunities for technological research and collaboration in processing technologies
- Analyze which CRM of those available in Armenia are the most relevant for EU industry.

2.3 Deliverables

With the above in mind, the assessment should deliver a **report** that contains:

- A prioritisation of raw materials for potential value chains investment (focusing initially on copper and molybdenum) and assessing whether other materials should also be included.
- A fact-based opinion about which areas of the value-chain are the best/most concrete investment/collaboration opportunities (geodata/geo-research, mining, processing, infrastructure, further downstream)?
- Concrete business and research opportunities, incl. geodata, identification of enabling environment, processing and value-added

2.4 Delivery timeline

- Kick-off meeting expected by mid-January 2026
- Mid-term report after 3-4 week on the initial findings
- Final report after 8-10 weeks following the kick-off meeting
- PowerPoint presentation for the stakeholders
- Data sheet shall be also delivered.

Regular follow-up meetings shall be expected every second week, ad-hoc meeting with EU Commission or EU Delegation may be expected.

3. Proposal Process

3.1. Participation

Participation in this proposal procedure is open to all tenderers.

All participants must sign the Tenderers' declaration form attached and submit it with the proposal. Please note that the tenderer may not modify the text, it must be submitted signed as provided by EIT RawMaterials attached to this request for proposal document.

3.2. Submission of proposal

EVENT	DATE (Calendar dates)
Publishing the RFP on EIT RawMaterials website	December 10, 2025
Deadline for requesting clarification from EIT RawMaterials	December 17, 2025
Deadline for submitting proposals	January 06, 2026
Intended date of notification of award	January 12.-16., 2026
Intended date of contract signature	January 26, 2026

Proposals must be emailed in English to the following address:

Catherine Bounsaythip, Senior Project Manager, Intelligence Study lead,
Email: catherine.bounsaythip@eitrawmaterials.eu
Phone: +358 40 7042532

The proposal shall contain:

- the technical response to the requested services (section 2).
- the financial offer (the price for the services.) The financial offer must be presented in Euro. Prices must be indicated as net amount + VAT.
- Information on GDPR compliance, if applicable.

The tenderer represents that the individual submitting the natural or legal entity's proposal is duly authorized to bind its entity to the proposal as submitted. The tenderer also affirms that it has read the instructions to tenderers in this RfP document and that it has the experience, skills and resources to perform, according to conditions set forth in this proposal and the tenderers' proposal.

3.3. Requests for additional information or clarification

In case the tenderers are in need of additional information or clarification, please address it to the address below. All information requested or answered may only be done through written communication – email only. All questions should be sent prior to the deadline for requesting clarification as specified in section 2.2.

Catherine Bounsaythip, Senior Project Manager, Intelligence Study Lead

Email: catherine.bounsaythip@eitrawmaterials.eu

+358 40 7042532

or

André Ufer, Coordinator Critical Raw Materials Facility

Phone: +49 162 748 2154

Email: andre.ufer@eitrawmaterials.eu

3.4. Validity of the proposals

Tenderers are bound by their proposals 90 days after the deadline for submitting proposals.

3.5. Costs for preparing proposals

No costs incurred by the tenderer in preparing and submitting the proposal are reimbursable. All such costs must be borne by the tenderer.

3.6. Clarification related to the submitted proposals

After submission, proposals shall be reviewed for compliance with formal requirements as set forth in this RfP document. Where information or documentation submitted by the tenderers are or appears to be incomplete or erroneous or where specific documents are missing, EIT RawMaterials may request the tenderer concerned to submit, supplement, clarify or complete the relevant information or documentation within an appropriate time limit. All information requested or answered may only be done through written communication – email only.

3.7. Negotiation about the submitted proposal

After reviewing the formal compliance of the tenders, EIT RawMaterials may negotiate the contract terms with the tenderers. In this negotiation EIT RawMaterials will request all tenderers to adjust the proposal or specific sections of the proposal within an appropriate time limit. In case of negotiations, EIT RawMaterials shall provide further information about the proceedings and timing.

3.8. Evaluation of proposals

Each proposal will be evaluated with score from 1 to 10 (1: poor, 10: excellent) with the following award criteria. The award criteria will be applied in accordance with the requested services indicated in section 2 of this RfP document.

- Description of how the services as outlined under section 4 will be implemented **(30%)**
- Previous relevant experience as defined in section 7 **(30%)**
- Budget **(40%)**

3.9. Signature of contract

The successful and unsuccessful tenderers will be informed in writing (via email) about the result of the procedure.

3.10. Appeals/complaints

Tenderers believing that they have been harmed by an error or irregularity during the tender procedure may file a complaint. Appeals should be addressed to EIT RawMaterials. EIT RawMaterials is only able to address complaints before the contract is awarded to the successful tenderer.

3.11. Cancellation of the procedure

EIT RawMaterials reserves the right to suspend or cancel the procedure, where the procedure proves to have been subject to substantial errors, irregularities or fraud. If substantial errors, irregularities or fraud are discovered after the award of the contract, EIT RawMaterials may refrain from concluding the contract.

In the event of cancellation of the procedure, EIT RawMaterials will notify the tenderers of the cancellation. In no event shall EIT RawMaterials be liable for whatsoever, including, without limitation, damages for loss of profits, in any way connected to the cancellation of the procedure.

3.12. Ethics clauses / Corruptive practices

The supplier shall take all measures to prevent any situation where the impartial and objective implementation of the contract is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interests'). He should inform EIT RawMaterials immediately if there is any change in the above circumstances at any stage

during the implementation of the tasks.

Furthermore, the supplier acknowledges and accepts the Code of Conduct of EIT RawMaterials which can be downloaded via www.eitrawmaterials.eu