AIRPORTS COMPANY
SOUTH AFRICA

QUESTIONS and ANSWERS

Tender Ref No	COR7808/2025/RFP
Tender Description	REQUEST FOR PROPOSAL FOR THE LEASING OF CARGO WAREHOUSES AND CARGO OFFICES FOR A PERIOD OF FIVE (5) YEARS AT AIRPORTS COMPANY SOUTH AFRICA'S O R TAMBO INTERNATIONAL AIRPORT AND CAPE TOWN INTERNATIONAL AIRPORT

NB: Tenderers to acknowledge this Q&A in their tender submission in the table for RECORD OF ADDENDA TO TENDER DOCUMENTS.

NO.	BIDDER QUERY/QUESTION	ACSA'S RESPONSE
1.	Do we have a list of the security service providers?	ACSA Security will avail the list to the successful bidder.
2.	Will my company be allowed to bid for two separate warehouse spaces at OR Tambo International Airport to accommodate the two divisional operations independently? If separate bids for warehouse spaces are not permitted, would my company be allowed to bid for a larger space and then divide that space to facilitate the separation of the divisional operations?	Bidders are allowed to bid for more than one warehouse but OR Tambo International Airport only has one warehouse on offer through this tender. Alterations or modifications to the warehouse will need the approval of ACSA before any modifications can be effected, however subletting will only be approved at the sole discretion of ACSA.
3.	Completing the RFP Document - Can answers, and pricing provided on the relevant documentation and schedules be added electronically or must the documentation be completed manually in handwriting.	Information in the bid document can be entered either electronically (type in) or by hand (written).
4.	Do we need to apply for a Central Supplier Database (CSD) number if we are already a tenant of ACSA?	Yes, it is a requirement to have a CSD number.
5.	Please advise following the initial 5 year period, what options there are to renew the lease, and what the process will entail?	The lease is for a five-year period only with no option for an automatic renewal. A similar tender process will be followed accordingly.
6.	What does turnover include & exclude (e.g., all revenue per warehouse, credit notes, discounts & rebates)? Please provide a practical example of the total rental due for the first year for CPT ACR1(b) if a) annual turnover of ZAR 5 million b) annual turnover of ZAR 20 million	Turnover rental is a percentage of the tenants business turnover (sales or revenue) received at the leased premises. The turnover rental is the greater of the base rental. If for example your base rental is 100k per month and/or Your turnover per month is R1m x 9% equals 90k. Therefore the base rental will be applicable as it is greater of the two. Alternatively if the turnover is R2m x 9% equals R180k Therefore the R180k will be applicable but rent payable will be R150k. i.e turnover is capped at not more than 50% of the base rent.

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7	Please confirm revenue considered would be specific to the warehouse occupied, and not total business revenue which may be generated in alternative means and locations.	Confirmed. Refer Q&A 10 below as well.
8	How was the minimum base rate attained, as this is a 64% to 96% increase on the current rental rates (minimum base rate), and will create an uncompetitive environment for lessees.	The base rent is the market price rental based on historical rentals for the premises.
9.	Will the same minimum base rates be used for phase 2 of the RFP process for existing lease renewals.	The rental rates are determined by a number of factors i.e market conditions, condition of the premises, size, accessibility and demand.
10.	Can the Audited Financial Statements (AFS) and Turnover Certificate be submitted within 6 months after the end of financial year as this deadline for the AFS is in line with the Company's act? Does the Turnover certificate need to be submitted per warehouse lease agreement?	AFS need to be submitted within 6 months after the end of the financial year, but extensions will be considered upon request. Yes, as per the applicable lease agreement for the premises.
11.	Previous concerns raised about airline sensitive information could not be provided to ACSA. Airlines have to agree & how will ACSA demonstrate that this information will be kept confidential.	Confidentially are part of the lease agreement. Refer to Lease Agreement clause 24.
12.	What costs will ACSA be responsible for (the significant increase in rates should cover at least some of the structural repair costs and all those repairs/damages not caused by the lessee)?	ACSA remains obligated to provide properties in an acceptable lettable state. Please refer to the lease agreement for Lessee and Lessor obligations.
13.	To avoid any doubt, ACSA confirms that all improvements to the premises at the end of the lease will revert to and become the property of ACSA at the expiry of the lease. Does this include movable assets, i.e. screening machines, fire suppression, roller beds, ball mat decks, airconditioning, cool rooms, back up power units etc.?	No. Only immovable improvements will revert to ACSA at the expiry of the lease. The tenant also have the option to return the premises in the same condition by removing all improvements made during the term of the lease. Please refer to the lease agreement – Clause 14.
14.	Form 4.4.4 RECORD OF ADDENDA TO TENDER DOCUMENTS Please confirm the purpose and applicable content of this document?	Bidder to capture any addenda, including Q&A in the Record of Addenda Form. This tells ACSA that the bidder has read and taken into account the addenda (and Q&A) when submitting their bid.
15.	FORM 4.4.21 OCCUPATIONAL HEALTH AND SAFETY AGREEMENT Is this form to be treated as an example, or must it be completed. If so, by whom?	To be completed by bidder.

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