



NON- COMPULSORY TENDER BRIEFING SESSION

TNPA/2026/03/0653/3757/RFP

**APPOINTMENT OF A PROFESSIONAL SERVICE PROVIDER
TO PROVIDE INDEPENDENT FINANCIAL ADVISORY
SERVICES TO SUPPORT THE TRANSNET NATIONAL PORTS
AUTHORITY (TNPA) CORPORATISATION PROCESS FOR A
PERIOD OF TWELVE (12) MONTHS**

**Date and Time : 29 April 2026, 10:00am
Venue : MS Teams**



AGENDA

| Agenda Item | Presenter |
|-----------------------------------|-----------------------|
| 1. Welcome and Introduction | Pfarelo Netshiongolwe |
| 2. Meeting Rules | Pfarelo Netshiongolwe |
| 4. Background | Neo Moeketsi |
| 5. Scope of Services | Neo Moeketsi |
| 6. Tender Evaluation Methodology | Neo Moeketsi |
| 6.1 Evaluation Steps | Pfarelo Netshiongolwe |
| 6.2 Pricing and Delivery Schedule | Neo Moeketsi |
| 6.3 Returnable Documents | Pfarelo Netshiongolwe |
| 7. Tender Submission | Pfarelo Netshiongolwe |
| 8. Questions & Answers | All |



1. WELCOME AND INTRODUCTION

Meeting Purpose and Objective

- 1.1 The purpose of this meeting is to clarify the Request for Proposals: **TNPA/2026/03/0653/3757/RFP** advertised on the on the Transnet and National Treasury e-Tender Portals.
- 1.2 The objective of this meeting is to ensure that Transnet National Ports Authority's objectives related to the service requirement is well understood.
- 1.3 To report any fraud, tip-offs anonymous: **0800 003 056** or **Transnet.Reportit@outlook.com**



2. MEETING RULES

- 2.1 Attendees to remain muted during the presentations.
- 2.2 All questions to be raised after the presentation.
- 2.3 Attendees must make raise a hand to be acknowledged if they have a question to raise.
- 2.4 TNPA will endeavor to answer all questions during the session, however all answers to be responded to in writing and issued with briefing session minutes.
- 2.5 Questions to be followed-up by email to **TNPA tenderenquiries1@transnet.net** by no later than close of business, Friday, 08 May 2026 at 16:00pm. Use the Tender reference number as subject.
- 2.6 No information will be repeated during the session for the benefit of those who join the session late.



BACKGROUND AND SCOPE OF SERVICES





3. BACKGROUND

- 3.1 Transnet National Ports Authority (TNPA) is advancing structural reforms intended to enable its separation and incorporation as a standalone entity, as envisaged in section 3 and section 4 of the National Ports Act, 2005 (Act No. 12 of 2005).
- 3.2 The core objective of the corporatisation process is to ring-fence port finances from Transnet SOC Ltd.
- 3.3 Given the complexity, scale, and strategic importance of the proposed separation, buy-out, and associated funding arrangements, TNPA requires independent, transaction-grade financial advisory support.
- 3.4 The appointment of an IFA is therefore intended to support TNPA Management and the TNPA Board with specialist expertise in debt structuring, lender engagement, and capital structure design, ensuring that proposed solutions are feasible, sustainable, and aligned with TNPA's long-term mandate and public-interest objectives.



4. SCOPE OF SERVICES

4.1 TNPA seeks to appoint a professional service provider to provide independent financial advisory services to support its corporatisation process. The required advisory services include but not limited to:

4.1.1 Debt Raising and Lender Engagement Strategy

The advisor will develop a TNPA-specific debt-raising and lender engagement strategy, aligned to the proposed buy-out structure, transaction sequencing, and implementation timelines.

4.1.2 Participation in Lender Engagements

The advisor will develop a TNPA-specific debt-raising and lender engagement strategy, aligned to the proposed buy-out structure, transaction sequencing, and implementation timelines.

4.1.3 Buy-Out and Capital Structure Advisory

The advisor will assess the alignment between current and proposed lender solutions and the mechanics of the TNPA buy-out.



4. SCOPE OF SERVICES CONTINUED

4.1 TNPA seeks to appoint a professional service provider to provide independent financial advisory services to support its corporatisation process. The required advisory services include but not limited to:

4.1.4 Advisory Support to TNPA Management and the TNPA Board

The advisor will provide independent, transaction-grade advice directly to TNPA Management and the TNPA Board and relevant Board Committees.

4.1.5 Co-ordination with Other Stakeholders

The advisor will engage constructively with relevant stakeholders to ensure alignment of assumptions and avoid conflicting recommendations.

The detailed scope of services is attached hereto as **Annexure A**.

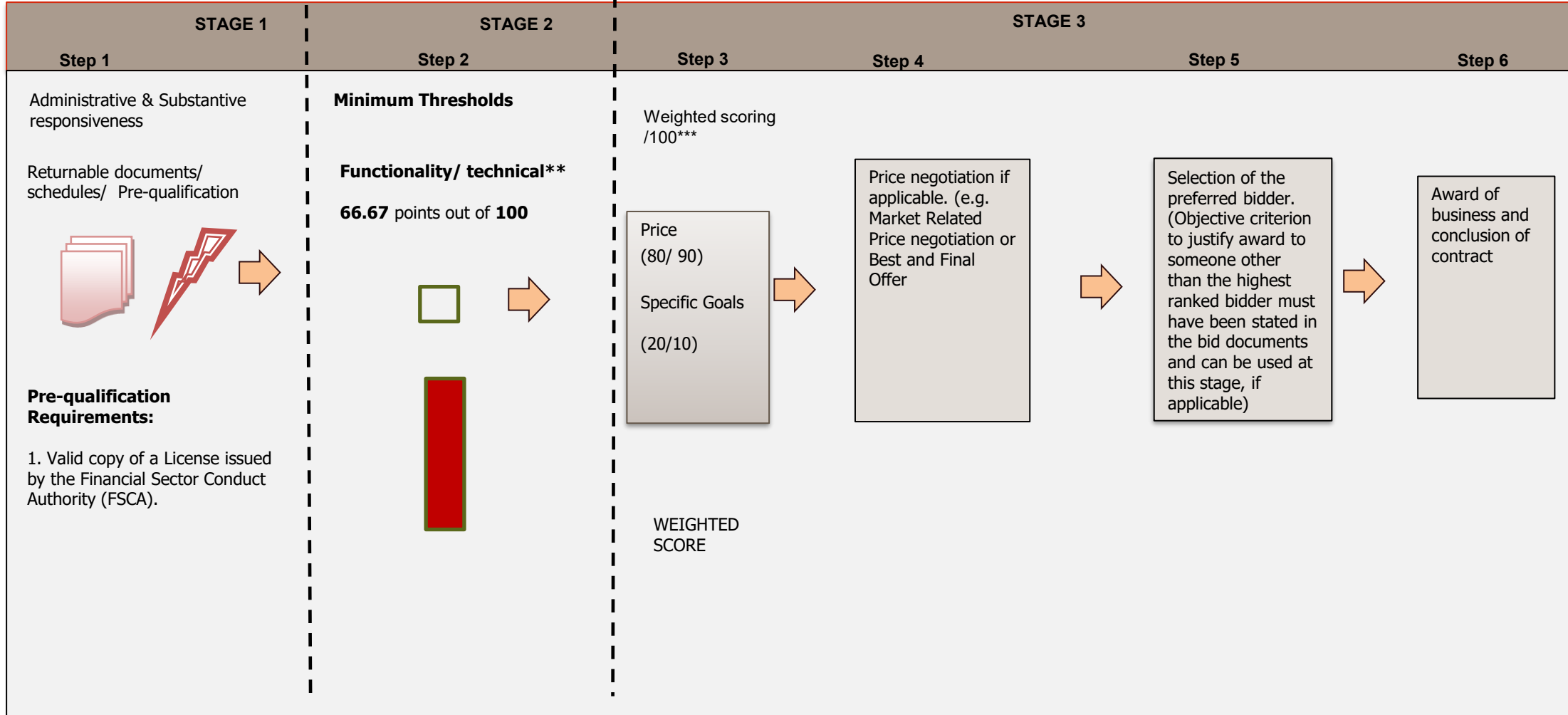
TENDER EVALUATION METHODOLOGY

TRANSNET





5. TRANSNET'S EVALUATION METHODOLOGY





5.1. EVALUATION STEPS

5.1.1. Step One: Test for Administrative and Substantive Responsiveness

The test for administrative and substantive responsiveness will include the following:

| Administrative & Substantive responsiveness check | RFP Reference |
|---|----------------------------|
| <ul style="list-style-type: none"> Whether the Bid has been lodged on time | Section 1 paragraph 3 |
| <ul style="list-style-type: none"> Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time | Section 5 |
| <ul style="list-style-type: none"> Verify the validity of all returnable documents | Section 5 |
| <ul style="list-style-type: none"> Verify if the Bid document has been duly signed by the authorised respondent | All sections |
| <ul style="list-style-type: none"> Whether any general and legislation qualification criteria set by Transnet, have been met | All sections |
| <ul style="list-style-type: none"> Whether any Technical pre-qualification criteria set by Transnet have been met as follows: <ul style="list-style-type: none"> Valid copy of a License issued by the Financial Sector Conduct Authority (FSCA). The License must indicate the Financial Service Provider (FSP) number. In case of a Joint Venture, both parties must submit valid copies of licenses. Transnet will verify the submitted copy of license with the FSCA. | Section 5 |
| <ul style="list-style-type: none"> Whether the Bid contains a priced offer | Section 4 - Quotation Form |
| <ul style="list-style-type: none"> Whether the Bid materially complies with the scope and/or specification given | All Sections |

The test for administrative and substantive responsiveness [Step One] must be passed for a Respondent's Proposal to progress to Step Two for further evaluation.



5.1. EVALUATION STEPS CONTINUED

5.1.2. Step Two: Technical Evaluation

The technical evaluation will be conducted out of 100 points. Respondent's will be required to achieve a minimum threshold of **66.67** points for Technical Evaluation in order to proceed to the next stage of evaluation (Price and Specific Goals).

Refer to **Annexure B** for the Technical Evaluation Criteria. Bidders must complete and submit the completed **Annexure B1** – Template for Qualifications and **Annexure B2** – Template for Resource Experience.



5.1. EVALUATION STEPS CONTINUED

5.1.3. Step Three: Evaluation and Final Weighted Scoring

Price and specific goals evaluation will be conducted out of 100 points.

a) Price Criteria (Weighted score 80/90 points):

| Evaluation Criteria | RFP Reference |
|---------------------|---------------|
| Commercial Offer | Section 4 |

Transnet will utilise the following formula in its evaluation of Price:

$$PS = 80 \left(1 - \frac{Pt - P_{min}}{P_{min}} \right) \text{ OR } PS = 90 \left(1 - \frac{Pt - P_{min}}{P_{min}} \right)$$

Where:

Ps = Score for the Bid under consideration

Pt = Price of Bid under consideration

Pmin = Price of lowest acceptable Bid



5.1. EVALUATION STEPS CONTINUED

5.1.3 Step Three: Pricing Evaluation (80 Points)

Respondents are required to fully complete the Electronic Pricing on the Transnet eSupplier portal.



5.1. EVALUATION STEPS CONTINUED

5.1.4. Step Three: Specific Goals

Specific Goals (Weighted score 20/10 points)

Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table below:

| Specific Goal | Number of points allocated (20) | Number of points allocated (10) |
|--|---------------------------------|---------------------------------|
| B-BBEE Status Level of Contributor Level 1 or 2 | 5.00 | 3.00 |
| EMEs / QSEs 51% Black owned | 15.00 | 7.00 |
| Non-compliant and/or B-BBEE Level 3-8 contributors | 0.00 | 0.00 |



5.1. EVALUATION STEPS CONTINUED

5.1.4. Step Three: Evaluation and Final Weighted Scoring

Evidence Required for Claiming Specific Goals

In terms of Transnet Preferential Procurement Policy (TPPP) and Procurement Manuals, preference points must be awarded to a bidder for providing evidence in accordance with the table below:

| Specific Goal | Acceptable Evidence |
|------------------------------------|---|
| B-BBEE Status Level of Contributor | <ul style="list-style-type: none"> - B-BBEE Certificate / Sworn-Affidavit / CIPC B-BBEE Certificate. - In case of JV, a consolidate B-BBEE scorecard will be accepted as per DTIC guidelines. |
| EME or QSE 51% Black Owned | <ul style="list-style-type: none"> - B-BBEE Certificate / Sworn-Affidavit / CIPC B-BBEE Certificate. - In case of JV, a consolidate B-BBEE scorecard will be accepted as per DTIC guidelines. |



5.1. Key Pointers Determining the Validity of a Sworn Affidavit

- Name/s of deponent as they appear in the identity document and the identity number.
- Designation of the deponent as either the director, owner or member must be indicated in order to know that person is duly authorized to depose of an affidavit.
- Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- Percentage of black ownership, black female ownership and designated group.
- Indicate total revenue for the year under review and whether it is based on audited financial statements or management account.
- Financial year end as per the enterprise's registration documents, which was used to determine the total revenue.
- B-BBEE Status level. An enterprise can only have one status level.
- Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- Date deponent signed and date of Commissioner of Oath must be the same.
- Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.

5.1. Key Pointers Determining the Validity of a Sworn Affidavit Continued

- Valid B-BBEE certificate from SANAS accredited verification agency, CIPC B-BBEE certificate or BBEE sworn affidavit complying with the following requirements.
- In case of Joint Ventures, a Venture Agreement SANAS approved B-BBEE certificate must be submitted. The individual company sworn Affidavits/certificates will not be considered for JV's.
- Letters from the verification agency stating that the bidder is on the process of being verified will not be acceptable.
- The B-BBEE certificate/affidavit must be submitted on the date and time of closing of tender.

Valid B-BBEE Sworn Affidavit

**Example:
VALID
SWORN
AFFIDAVIT**

Name of deponent & ID Number

SWORN A [] EXEMPTED MICRO ENTERPRISE

I, the undersigned,

Full name & Surname: SUNDHRAN NAIDOO
 Identity number: 7406165131089

Enterprise details

Hereby declare under oath as follows:

- The contents of this statement are to the best of my knowledge a true reflection of the facts.
- I am a member / director / owner of the following enterprise and am duly authorised to act on its behalf:

Enterprise Name: D & W PLANT AND CIVILS CC
 Trading Name: SK PLANT AND CONSTRUCTION
 Registration Number: 2006/037956/23
 Enterprise Address: 32 PARAGON PLACE INDUSTRIAL PARK PHOENIX 0000

**Indicate BO & BWO
Tick or underlined Mngt Acc or AFS**

3. I hereby declare under oath that:

- The enterprise is 100 % black owned;
- The enterprise is 0 % black woman owned;
- Based on the management accounts and other information available on the 2016 financial year, the income did not exceed R10,000,000.00 (ten million rands);
- Please confirm on the table below the B-BBEE level contributor, by ticking the applicable box.

| | | |
|---------------------------|--|-------------------------------------|
| 100% black owned | Level One (135% B-BBEE procurement recognition) | <input checked="" type="checkbox"/> |
| More than 51% black owned | Level Two (120% B-BBEE procurement recognition) | <input type="checkbox"/> |
| Less than 51% black owned | Level Four (100% B-BBEE procurement recognition) | <input type="checkbox"/> |

Financial Year (dd/mm/yyyy)

B-BBEE Status Level based on Black Ownership

Commissioner of Oath signature and date

[Signature]
 Commissioner of Oaths
 Signature & stamp

Deponent Signature: [Signature]
 Date: 16 August 2016

Deponent signature and date



Commissioner of Oath Certification Stamp




Valid B-BBEE Certificate

COMPANY NAME


**Example:
VALID CIPC B-BBEE**

dtic logo



the dti
Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA


CIPC logo




**B-BBEE CERTIFICATE
FOR
EXEMPTED MICRO ENTERPRISES**

Issued by the Companies & Intellectual Property Commission (CIPC) on behalf of the Department of Trade and Industry. Based on the Financial Statements/Management Accounts and other information available on the latest financial year-end, the annual Total Revenue was R10,000,000.00 (Ten Million Rands) or less.

This Certificate serves as an Affidavit in terms of Code Series 000, Section 4.5 of the Amended Codes 2013.



Tracking Number: 9367024326



Enterprise Number: K2017287873

B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION

B-BBEE INFORMATION

| | |
|------------------------------|---|
| Certificate Number | 9367024326 |
| Total Number of Shareholders | ONE (1) SHAREHOLDER(S) |
| Number of Black Shareholders | ONE (1) BLACK SHAREHOLDER(S) |
| Number of White Shareholders | ZERO (0) WHITE SHAREHOLDER(S) |
| Black Ownership Percentage | 100% BLACK OWNERSHIP |
| Black Female Percentage | 100% BLACK FEMALE OWNERSHIP |
| White Ownership Percentage | 0% WHITE OWNERSHIP |
| B-BBEE Status | B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION |
| Date of Issue | 01-June-2022 |
| Expiry Date | 31-May-2023 |

- Unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution: 0%
- Black people who are youth as defined in the National Youth Commission Act of 1996: 100%
- Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act: 0%
- Black people living in rural and under developed areas: 0%
- Black military veterans who qualify to be called a military veteran in terms of the Military Veterans Act 18 of 2011: 0%


ENTERPRISE INFORMATION

| | |
|---------------------|----------------------------|
| Registration number | 2017 / 267673 / 07 |
| Enterprise Name | JOEL MARK (PTY) LTD |
| Registration Date | 19-June-2017 |
| Enterprise Type | Private Company |
| Enterprise Status | In Business |

Physical Address
the dti Campus - Block F
77 Meintjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 256
Web: www.cipc.co.za
Contact Centre: 086 100 2472(CIPC)
Contact Centre (International): +27 12 394 9500



Bar code with tracking number

Certificate number

% of BO, BWO & TWO

Date of issue & expiry date

Bar code with enterprise number

CIPC Watermark

B-BBEE Status & Proc Recog Level

Reg. Number & Enterprise Name



Valid B-BBEE Certificate

VA Name

Enterprise Name
(Cross referenced to Tax Clearance Certificate & Enterprise Registration No.)

Elements verified

Technical Signatory

| B-BBEE STATUS | POINTS | | STATUS |
|-----------------------------------|--------|------------------------|--------------|
| Ownership Equity | 20.00 | Black Ownership | 100% |
| Management Control | 14.27 | Black Female Ownership | 20% |
| Skills Development | 16.00 | ED Beneficiary | No |
| Supplier & Enterprise Development | 42.00 | Designated Supplier | No |
| Socio-Economic Development | 05.00 | Certificate Number | Gen 001/2017 |
| Priority Elements achieved | Yes | Date issued | 06/02/2017 |
| Level discounted | No | Expiry Date | 05/02/2018 |
| Final Level | 2 | | |

**Example:
VALID B-BBEE**

B-BBEE Status, Generic Codes, & Procurement Recog level

Certificate Number & Validity Period

SANAS logo & BVA Number



5.1. EVALUATION STEPS CONTINUED

5.1.5. Summary: Applicable Thresholds and Final Evaluated Weightings

| Evaluation Criteria | Minimum Threshold |
|----------------------|-------------------|
| Technical Evaluation | 66.67 |

| Evaluation Criteria | Final Weighted Scores |
|-----------------------|-----------------------|
| Price | 80/90 |
| B-BBEE Specific Goals | 20/10 |
| Total Score | 100 |



5.1. EVALUATION STEPS CONTINUED

5.1.6. Step Four: Price Negotiations (if applicable)

- Respondents are to note that Transnet may not award a contract if the price offered is not market related. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
 - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
 - negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).



5.1. EVALUATION STEPS CONTINUED

5.1.7. Step Five: Objective Criteria (if applicable)

5.1.7.1 Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:

- Skills Transfer and Capacity Building for Transnet;
- Impact on Transnet's Return On Investment;
- Rotation of Suppliers to promote opportunities for other suppliers, by overlooking a supplier that has been awarded business repeatedly overtime in order to benefit other suppliers in the market;
- The bidder is undergoing a process of being restricted by Transnet or other state institution that Transnet may be aware of;
- The bidder can, as necessary and in relation to the proposed contract, demonstrate that he or she possesses the professional and technical qualifications, professional and technical competence, financial resources, equipment and other physical facilities, managerial capability, reliability, experience and reputation, expertise and the personnel, to perform the contract.



5.1. EVALUATION STEPS CONTINUED

5.1.8. Step Six: Award of business and conclusion of contract

- Immediately after approval to award the contract has been received, the successful bidder(s) will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s). where applicable.
- Alternatively, acceptance of a letter of award by the Successful Respondent. will constitute the final contract read together with their RFP response and the Standard Terms and Conditions. This will be stated in the letter of award.



5.2 RETURNABLE DOCUMENTS

a) Mandatory Returnable Documents

Respondents are required to submit with their bid submissions the following Mandatory Returnable Documents, and also to confirm submission of these documents by so indicating [Yes or No] in the tables below:

| MANDATORY RETURNABLE DOCUMENTS | SUBMITTED [Yes/No] |
|---|-----------------------|
| Completion of Electronic Pricing and Delivery Schedule on the Transnet eSupplier portal | |
| Valid copy of a License issued by the Financial Sector Conduct Authority (FSCA) | |



5.2 RETURNABLE DOCUMENTS CONTINUED

b) Returnable Documents Used for Scoring

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following **Returnable Documents Used for Scoring** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

| <u>RETURNABLE DOCUMENTS USED FOR SCORING</u> | SUBMITTED [Yes or No] |
|---|----------------------------------|
| Respondent’s valid proof of evidence to claim points for compliance with Specific Goals’ requirements as stipulated in Section 9 of this RFP: | |
| Valid B-BBEE certificate/ Sworn- Affidavit/ CIPC B-BBEE Certificate. (In case of JV, a consolidate B-BBEE scorecard will be accepted as per DTIC guidelines.) | |
| Respondents’ submission of documentary evidence in response to Annexure B , technical evaluation criteria. | |



5.2 RETURNABLE DOCUMENTS CONTINUED

c) Essential Returnable Documents:

Over and the above the requirements of section (a) and (b) mentioned above, Respondents are further required to submit with their Proposals the following **Essential Returnable Documents** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

| ESSENTIAL RETURNABLE DOCUMENTS, SCHEDULES ANNEXURES | SUBMITTED [Yes or No] |
|---|--------------------------|
| In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement | |
| SECTION 1: SBD 1 | |
| SECTION 4: Pricing and Delivery Schedule (Annexure C) | |
| SECTION 5: Proposal Form and List of Returnable documents | |
| SECTION 6: Certificate of Acquaintance with RFP, Terms & Conditions & Applicable Documents | |
| SECTION 7: RFP Declaration and Breach of Law Form | |
| SECTION 9: B-BBEE Preference Claim Form | |
| SECTION 10: Certificate of attendance of non-compulsory RFP briefing | |
| SECTION 11: Protection of Personal Information | |
| Bidder’s Declaration (Form SBD 4) | |
| Central Supplier Database (CSD) Report | |
| SARS Tax Compliance Pin | |

TENDER SUBMISSION

TRANSNET





6. TENDER SUBMISSION

Proposal submission

Bidders must ensure that bids are uploaded timeously onto the system. As a general rule, if a bid is late, it will not be accepted for consideration.

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

The Turnaround time for when we have received the reference for calls logged is up to 48 hours. This at times is affected by the number of calls logged.

The Turnaround time to resolve technical issues once the call has been logged by a tender administrator is up to 48 hours. This at times is affected by the number of calls logged.

6. TENDER SUBMISSION CONTINUED

Closing date: 13 May 2026

Time: 12:00 PM

Proposal submission

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

a) The Transnet e-Tender Submission Portal can be accessed as follows:

- Log on to the Transnet eTenders management platform website/ Portal <https://esupplierportal.transnet.net/> Please use Google Chrome to access Transnet link/site);
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- Click on "SIGN IN/REGISTER" - to sign in if already registered;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal <https://esupplierportal.transnet.net/>
- **Tenderers must ensure the titles of the documents intended for upload does not contain special characters, e.g. #, %, etc. The use of special characters will result in document upload failure.**

8. QUESTIONS AND ANSWERS



TRANSNET



THANK YOU

