TRANSNET SOC Ltd

acting through its operating division

TNPA NATIONAL PORTS AUTHORITY("TNPA")

BRIEFING NOTE NO. 2:

REQUEST FOR PROPOSALS FOR THE APPOINTMENT OF A LIQUID BULK TERMINAL OPERATOR TO DESIGN, FINANCE, DEVELOP, CONSTRUCT, OPERATE, MAINTAIN AND TRANSFER A LIQUID BULK TERMINAL FOR A CONCESSION PERIOD OF TWENTY-FIVE (25) YEARS AT THE PORT OF NGQURA

29 July 2025

PORT OF NGQURA LIQUID BULK TERMINAL RFP NON-COMPULSORY BRIEFING SESSION: 09 JULY 2025

TNPA, through this briefing note no. 2, wishes to share and advise bidders on the following:

1. Briefing session attendance register
2. Briefing session minutes
3. Answers to questions were during and after the briefing session

Warm Regards,

Project Office


TRANSNET
national ports
authority

ATTENDANCE REGISTER	
COMPANY NAME	**ATTENDEES**
1. ST2	Monde Tyusha- tyushamonde@gmail.com Thuthukani Ndlovu- tndlovu@st2.co.za Sicebile Ndlovu- Sndlovu@st2.co.za
2. Afrox	Pienaar Allers- Pienaar.alles@afrox.com
3. SMEC	Juan Kampman- juankampman@smec.com
4. Express	Zarrin Zehmke- zarrin@expressplz.co.za
5. Astron energy	Cebisile Nhlapo- Cebisile.Nhlapo@astronenergy.co.za
6. Glencore	John Marland- JOHN.MARLAND@GLENCORE.CO.UK
7. National brive energy	M. Mati – lubabalo9@oniresources.co.za
8. Wmalloys	Nayan- nayan@wmalloys.com Renier DuPREEZ- renier@wmalloys.com
9. HHSA	John Nutt Alpheus
10. Chegoetso projects and services	Njabulo Sithole- Chegoesto@gmail.com
11. WASAA GASSES	Kush Desai- kush@mechanca.co.za
12. CHEC	Yun Wei- weiyun@chec.bj.cn

13. Engen	**Deorasan Naidoo- deo.naidoo@vivoenergy.com** **Delen Chetty- delen.chetty@vivoenergy.com** **Vhulahani Bvumbi- Vhulahani.Bvumbi@engenoil.com**
14. Vula oil	**Monwabisi VA- monwabisi@vulaoil.co.za**
15. SANPC	**Ntombi Manyika- Ntembela@iCloud.com**
16. Nedbank CIB	**Thendo Muthambi- thendomu@nedbank.co.za**
17. Grindrod	**Stuart Bromley- stuart.bromley@grindrod.com**
18. SGM	**Lihle Mda- Lihlemda@gmail.com**
19. Trotech/ M&D	**Scarbra.Jon Hunt- scarbrajon.h@trotechtanks.co.za**
20. Mihlekuthi JV	**Mphumzi- mphumzi@mihlekuthi.com**
21. Simtha pipe trading	**Simthandile Pipe- Simthapipe@gmail.com**
22. Solar and energy group	**Andile Sqwepu- andile@Solarandenergy.co.za**
23. Stefanutti Stocks (Pty) Ltd	**Cookie Naidoo- tenders.wc@stefstocks.com**
24. Enza construction	**Khensani Hlungwani- Khensani.Hlungwani@enza.co.za**
25. Mekan engineering services (Pty) Ltd	**Esther Maponya- esther@mekans.co.za**

26. CEF SOC Ltd	**Kholeka Madlala- KholekaM@cefgroup.co.za** **Mbalenhle Gumede- MbalenhleM@cefgroup.co.za**
27. Electronic Trading projects	**Louis van der Walt- Louis@etp.co.za**
28. ZUTARI (PTY) LTD	**Pravesh Longnath- pravesh.longnath@zutari.com**
29. KANTLEY & TEMPLER CONSULTING ENGINEERS	**Gavin Theron- gtheron@ct.kanteys.co.za**
30. VTTI SA	**Pearl Madondo- pem@vtti.com**
31. Linsen Nambi	**Aneesa Khan- aneesak@linsennambi.com**

QUESTIONS & ANSWERS- REFERENCE NUMBER: TNPA/2024/10/0013/79500/RFP				
No:	**Clause number**	**Topic**	**Question**	**Response**
1.	**63.3.5**	**Evaluation Criteria 3: Financial Capability: Profitability EBITDA**	Can TNPA please confirm why its preferred method for demonstrating financial capability is EBITDA margin? We do not think this will accurately portray the financial capability of a company. For example: a. If company A has revenues of R1 million (a small enterprise) and EBITDA of R500k, its EBITDA margin will be 50%. However, if company B has revenues of R1 billion (a very large enterprise) and EBITDA of R50million, its EBITDA will e 5%. Company B generates revenue 1000 times larger than company A and generates profits 10 times larger than company A but the TNPA scoring mechanism would indicate that company A is more financially sound than company B.	The EBITDA margin is only one of the criteria that indicates profitability/financial strength which lenders will assess in supporting funding

<table>
<tr>
<td>2.</td>
<td>63.4.9.2.4.2</td>
<td>Financial Model Assumption</td>
<td>The text mentions this section is assessed and scored out of six (6) points, yet the corresponding table only corresponds to four (4) points</td>
<td>Two elements were left out by mistake which we have included now in the table to make six points.
<table>
<tr><th>FINANCIAL MODEL ASSUMPTIONS</th><th>POINTS</th><th>QUANTITATIVE OR QUALITATIVE</th></tr>
<tr><td>Income tax rate</td><td>1</td><td>QN</td></tr>
<tr><td>Monthly utilities e.g., water, electricity</td><td>1</td><td>QN</td></tr>
<tr><td>Operating manpower costs and benefits</td><td>1</td><td>QN</td></tr>
<tr><td>Future commodity prices per ton</td><td>1</td><td>QN</td></tr>
<tr><td>Seasonality variance based on future</td><td>1</td><td>QN</td></tr>
<tr><td>Other</td><td>1</td><td>QN</td></tr>
</table>
</td>
</tr>
<tr>
<td>3.</td>
<td>6.3</td>
<td>Compilations or Concept Designs and Construction program, CONSTRUCTION AND INSTALLATION TESTING, AND COMMISSIONING OF TERMINAL EQUIPMENT AND ASSOCIATED INFRASTRUCTURE</td>
<td>Indicates that the bidders design needs to include pipeline connections to the Berth and Berth infrastructure but 7.1 indicates TNPA will carry out design, construction and commissioning of the Berth. Please can you provide greater clarity on the separation of responsibilities between the two parties</td>
<td>Clause 7.1 is clear that TNPA is responsible for the Berth thereby the marine infrastructure (waterside Port Infrastructure) with the Terminal Operator to provide the Terminal on the project site. Important is the definitions in section 2 of the RFP referring the Port Infrastructure, Project site, Terminal, Terminal Equipment & Terminal Infrastructure, In this instance the Terminal Operator must provide pipelines running onto the Berth and also any manifolds or loading arms as this is deemed Terminal Equipment. Bidders are referred to clause 5.1 of the RFP.</td>
</tr>
<tr>
<td>4.</td>
<td></td>
<td></td>
<td>To help assess if tanks can be installed with raft foundations cf. pied foundations, please provide any soils data for the liquid fuels terminal plot and pipeline right of way</td>
<td>TNPA has unfortunately no access to the earthworks as built information which was constructed by the previous concessionaire but as stated on the site visit, bidders can possibly approach the previous concessionaire’s consultant which was Kantey & Templar Consulting engineers for any soil data information and other. The pipeline servitude should be taken as uncompacted for concept design purposes with soil sampling and testing to be done during the detail design phase for the pipeline racking foundations/supports</td>
</tr>
</table>

5.	**5.2**	**Project Scope, and Description**	Please provide the approved EA documents for the marine, pipeline and terminal plot	The documents are attached in the briefing note
6.	**5.3**	**Project Scope, and description**	Ammonia storage and/or processing was mentioned in the Q&A but the request to the successful bidder wasn't clear. Does TNPA require bidders to make allowances for the proposed Ammonia project?	The Preferred Bidder will be responsible to obtain the Environmental Authorisation for handling of their own Green Fuels (Ammonia and/or Hydrogen and/or any other green fuels) should they have interest. Please note that the bidders will not be evaluated on the Green Fuels.
7.	**4.1.4;5.8.1 & 8.2**	**Background; Operate and Maintain; Operations and Maintenance**	Expectation from the published RFP was that the bidder would operate the liquid fuels terminal. The in-person presentation noted that the terminal operator would also be granted the right to operate the berth A100. Is this correct?	Yes, it is correct, the Terminal Operator will be the preferred bidder. (From the berth to the tank farm).
8.			Who is responsible for maintaining the integrity of the buried pipeline(s), e.g. under whose OPEX is the 5-year in-line inspections	All pipeline inspections post installation whether below or above ground will be the responsibility of the Terminal Operator (Concessionaire) during the tenure of the TOA.
9.			Please provide topography and pipeline alignment diagrams for pipeline RoW.	Unfortunately, TNPA has not got access to the information and as stated earlier this could possibly be sourced from Kantey & Templar Consulting Engineers.
10.	**65.1.5**	**Evaluation Criteria: Price (Concession fee)**	Please can TNPA clarify the proposed formula for the concession fee using illustrative numbers.	The bidder making the highest concession fee offer will be awarded maximum point while the other bidders with lower rental will proportionately obtain lower points based on the following: Ps= 90(1+ (Pt- Pmax)/Pmax)

			Ps= 90x (1+ (PT-Pmax)/Pmax If we assume PT=150 and Pmax= 160 can TNPA please illustrate what the Ps will be as when applied to the above formula it returns an "Error"	Where: Ps= points scored for the offer under the consideration Pt= the price of bid/offer under consideration Pmax= the price of the highest acceptable bid/offer **Example for illustration:** Pmin= R200 Pmax= R500 Pt= R300 Then Ps= 90(1+ (R300-R500)/R500 Ps points is 54
11.			Have the stormwater pipelines surrounding the sites been designed to accommodate the proposed site runoff? (reference Annexure D-MSC001NG-Sheet02)	No, stormwater pipes exist along the entrance road for drainage of the road surface. A 1,2m wide by 1,2m high box culvert exists in the road reserve of the constructed short access road to the site but this is designed for road drainage. The general site will require stormwater runoff based on the topography to drain towards the Coega river/salt pans here stormwater will have to be managed in accordance with the EMP and EA before exiting the proposed site (Terminal).
12.			Does the exiting stormwater system discharge to grade? What is the capacity of the stormwater system to accommodate the site runoff?	The box culvert mentioned above daylight on the inland side, therefore no s/w discharge from this s/w system will run into r across the already prepared site (terminal), with that s/w running off along the topography towards the Coega river/salt pans.
13.			Can fire water be discharged to the stormwater system once it has been suitably treated?	Yes, again s/w which may become contaminated must be suitably treated in accordance with the EMP and EA. All tanks will be within a bunded area, so proper treatment should be easily achieved.

14.			Is there a designated tie in point for the stormwater system?	No, see response above under item 11.
15.			Please confirm specification of the electrical substation located at the southeast corner of the site (reference Annexure D-MSC001NG-Sheet02)	Medium Voltage (MV) substation with 11kVa switchgear and transformer, housing low voltage switchgear for streetlights and entrance plaza building, has enough space for switchgear and metering for the new tank farm facility based on the power demand requirement for this development.
16.			The provided general arrangement drawing depicting all services in the berth and terminal areas contains excessive overlapping lines, making it difficult to interpret the information clearly (reference ANNXURE D- all services) A. Drawings showing individual services have been provided for the berth rea. B. We kindly request that TNPA provide individual drawings for each existing service at the terminal area i.e. one service per drawing to improve legibility and coordination. C. The services of interest include sewer, watermain,	Drawings are provided in dwg format for clearer detail.

			communication, stormwater, electrical (both LV and MV), sand bypass and sea salt pump.	