

**QUESTION RECEIVED FROM EMAILS.**

1	<p>Are we allowed to submit different applications using different mines, provided we sign the disclosure? We will be acting either as a value adding off-taker or in joint venture with all the mines we submit with.</p>	<p>Yes. you can submit different tenders from different mines provided you comply with the issued RFP requirements and any regulatory or legislative requirements.</p>
2	<p>Should we also Print and sign the following during the tender application stage:</p> <ul style="list-style-type: none"> <li>- Standard conditions of tender?</li> <li>- Eskom lifesaving Rules.</li> <li>- Standard terms and conditions of Coal supply</li> <li>- Fixed Price Coal Supply Agreement</li> <li>- Integrity Pact.</li> </ul>	<p>You are required to complete and sign where it is required or mandatory for signing which will be indicated as such in the RFP documents and provide all the mandatory returnables for evaluation as indicated in the RFP. The integrity pact as shown in Annexure C is a mandatory returnable.</p> <p>The template that is shared as part of the RFP pack, which includes the standard conditions of tender (Annexure T), Eskom’s lifesaving rules (Annexure U), the standard terms and conditions of coal supply (Annexure V2) and the fixed price coal supply agreement (Annexure V1) are for your information and review as they form the basis of the type of contract terms and conditions which will apply to the successful tenderers. No need to sign and return those documents.</p> <p>Kindly note that a Coal Supply Agreement based on the terms and conditions as shown in Annexure V1 and V2 will only be concluded with successful tenderers who meet all the requirements and are awarded a contract.</p>
3	<p>Will you consider value adder returnable for this RFP?</p> <p>Will an offtake work or you want the mine directly,</p>	<p>Please note that Eskom only procures coal from <b>mining companies (mining right holders)</b> and <b>suppliers who beneficiate/process coal</b>, who are known as <b>value-adding suppliers</b>.</p> <ul style="list-style-type: none"> <li>• The major difference between a mining company (mining right holder) and a value-adding supplier is that the <b>value-adding suppliers do not possess mining rights</b> but have <b>off-take agreements to procure coal for beneficiation (crushing, screening, blending, destoning, and washing to meet Eskom’s required coal quality specifications)</b> from mining companies with valid mining rights.</li> <li>• Eskom <b>does not procure coal from traders/intermediaries</b> who on-sell the coal without adding value.</li> </ul>

		<p><b>Annexure H</b> of the issued RFP MWP2471GX requires the tenderer to indicate if their status is a <b>Mining Right Holder or Value Adder</b>. Kindly note the requirements that the tenderers need to comply with/submit as indicated in <b>Annexure H</b> of the RFP.</p> <p>If a tenderer is planning to respond to this RFP, the minimum requirements of Annexure H should be met.</p>
4	The minimum quality required for the tender is 19.9 CV on air-dried basis. What is Majuba's preferred CV quality on an as received basis, they convert the air-dried quality to as received quality as this is what the boiler is subject to.	The As Received CV is 18.63MJ/kg, based on the Total Moisture of $\leq$ (less than or equal to) the sum of the Inherent Moisture + surface moisture. Maintaining the differential of 5.9% between Total moisture of $\leq 10\%$ and inherent Moisture of $\leq 4.1\%$ is essential to consistently convert the CV from Air Dried to As Received basis to meet the As Received CV specification, which is necessary, as the As received CV is what the boiler is subject to.
	In Annexure A, Acknowledgement Form, pg 22, Eskom is asking for the cataloguing information? What information is typically provided in the cataloguing information?	Cataloguing of coal is an Eskom internal process that is done on SAP. Tenderers should not worry about it.
	In Annexure E, Invitation to Bid, pg 38, Eskom is asking if the supplier is the accredited representative in South Africa for the goods/services/works offered. What do Eskom mean by this? What does the "accredited representative in South Africa" mean. By whom is the accreditation given for coal?	The accredited Supplier will be the one that is responding to the RFP as a tendering party. There is no accreditation required as part of this RFP, as long as the Supplier is a Juristic person.
	I am writing to get a clarification on the requirements regarding the quality specifications for this tender. According to what we discussed in our earlier	Majuba is one of the stations that does not generally burn higher coal qualities, as such the guidance that all prospective tenderers should at the minimum meet is the minimum coal specification requested by the power station, noting that if any of the minimum parameters

	<p>correspondence, you mentioned that the minimum required quality is set at 19.9 and you don't have the required maximum. Could you please clarify on the preferred maximum quality?</p>	<p>as per the issued coal specification is not met will result in the loss of prospective marks in line with the criteria issued with the tender.</p> <p>That being said, supplying too high coal qualities to the station may not result in any benefit to the station and the station can reject such coal, as such, Eskom have not necessarily placed a cap on the coal specification limit issued with the tender as Eskom would want the prospective tenderers to provide an offer that their resource can optimally produce a coal product that will meet the minimum requirement.</p> <p>Where upper limits maybe set for the contracted suppliers would be determined after Bulk sample for combustion test has been assessed and determined that an upper limit may then be required for that specific contracted supplier.</p>
	<p>The tender validity period is 60 weeks and we would like to know the estimated time of commissioning i.e. when first coal must be delivered?</p>	<p>The tender (bid) validity period refers to the period of time during which a tenderer's offer (its tender) shall remain valid and open for acceptance by Eskom. The initial tender validity period of 60 weeks is referencing the time that Eskom will reasonably require to evaluate and adjudicate tenders received.</p> <p>However, that being said, where reasonably practical after the full evaluation and finalisation of the due diligence exercises at the offered resources/mines from the shortlisted tenderers offers and negotiations have been finalised, Eskom reserves the right to take the tenderers offers through the internal governance process.</p>
	<p>Kindly request your assistance with sharing the following templates:</p> <ol style="list-style-type: none"> <li>1. <b>Annexure K:</b> Coal Resources and Reserves Template</li> <li>2. <b>Annexure L:</b> Example of Coal Process Flow Diagram Template</li> </ol>	<p>Unfortunately, Eskom will not be able to send the tender documents through email. You will have to download the documents from Eskom Tender Bulletin and also on National Treasury Tender Portal.</p>

	3. <b>Annexure O:</b> Cost Breakdown Template	
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