

**Transnet National Ports Authority**  
a division of  
**TRANSNET SOC LIMITED**  
**(Reg. No. 1990/000900/30)**

**Briefing Note No. 04**

**10 February 2026**

**RFP REFERENCE NUMBER: TNPA/2025/02/0004/90037/RFP-REQUEST FOR PROPOSAL FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO FINANCE, OPERATE, MAINTAIN, REFURBISH, AND/OR CONSTRUCT AND TRANSFER A BREAK-BULK TERMINAL SPECIALIZING IN COLD STORAGE OF FISH AND FISH-RELATED PRODUCTS FOR A TEN (10)-YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN.**

TNPA, through this briefing note no. 4, wishes to share and advise bidders on the following:

1. Answers to questions that were raised after the briefing session.

Regards  
Project Office

No:	RFP Clause Number/ Question Topic:	Question:	Response:
1.	<b>Building Designs and Conditions</b>	<ul style="list-style-type: none"> <li>Initial building and engineering plans, along with any modifications?</li> </ul>	<ul style="list-style-type: none"> <li><b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details, and layout of the site and associated terminal infrastructure that will assist a potential bidder to respond to the RFP.</li> </ul>
2.	<b>Maintenance Records</b>	<ul style="list-style-type: none"> <li>Refrigeration maintenance schedules and records of repairs to date</li> </ul>	<ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> </ul>
3.	<b>Terminal Equipment</b>  <b>Clause 1.2</b>	<ul style="list-style-type: none"> <li>Barpro Storax Racking specifications.</li> </ul>	<p><b>Racking Specifications</b></p> <ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>The provisions of <b>Clause 1.2</b> of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> <li>However, <b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details, and layout of the site and associated terminal infrastructure will assist a potential bidder in responding to the RFP.</li> </ul>

4.	<p><b>Terminal Equipment</b></p> <p><b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>• Cold room specifications, particularly in relation to the achievable setpoint temperature?</li> </ul>	<p><b>Cold Room Specifications</b></p> <ul style="list-style-type: none"> <li>• Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>• The provisions of <b>Clause 1.2</b> of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response. The achievable setpoint temperatures depend on the configuration of the cold storage system.</li> <li>• However, <b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details and layout of the site and associated terminal infrastructure will assist a potential bidder in responding to the RFP.</li> </ul>
5.	<p><b>Municipal Bills</b></p>	<ul style="list-style-type: none"> <li>• Latest municipality electricity bill for Cross Berth Cold Store?</li> </ul>	<ul style="list-style-type: none"> <li>• Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> </ul>
6.	<p><b>Tariff Book</b></p> <p><b>Clause 5.4</b></p>	<ul style="list-style-type: none"> <li>• Please confirm whether the tariff book available on e-Tenders is currently being applied by the existing terminal operator?</li> </ul>	<ul style="list-style-type: none"> <li>• The RFP requires operators to comply with all applicable TNPA regulations and tariff methodologies (Clause 5.4).</li> <li>• The current Terminal Operator uses the tariff book, in compliance with TNPA's tariff methodologies.</li> </ul>

7.	<p><b>Revenue and Cash Management</b></p> <p><b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>How will the revenue and cash management process work?</li> </ul>	<p><b>Revenue and Cash Management Process</b></p> <ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> </ul>
8.	<p><b>Customer data</b></p> <p><b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>Who are the customers? Who gets billed?</li> </ul>	<p><b>Customers, Volumes, and Storage data</b></p> <ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> <li>Therefore, the Terminal Handling Fees and/or Tariffs contemplated by a Terminal Operator ought to be based on their own independent assessment and what they deem to be an appropriate and commercially viable Terminal Pricing Strategy and/or methodology, and in compliance with any other Regulatory Body where applicable.</li> </ul>

9.	<b>Operating Model</b> <b>Clause 1.2</b>	<ul style="list-style-type: none"> <li>What is the operating model (value proposition)?</li> </ul>	<ul style="list-style-type: none"> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> </ul>
10.	<b>Terminal Operator</b>	<ul style="list-style-type: none"> <li>Who runs the current facility?</li> </ul>	<ul style="list-style-type: none"> <li>Cross-Berth Cold Stores (Pty) Ltd is the current Terminal Operator.</li> </ul>
11.	<b>Landowner</b> Clause 3.1	<ul style="list-style-type: none"> <li>Who owns the land?</li> </ul>	<ul style="list-style-type: none"> <li>Transnet National Port Authority, an operating division of Transnet SOC Ltd is the landlord.</li> </ul>
12.	<b>Cargo Distribution</b> <b>Clause 1.2.</b>	<ul style="list-style-type: none"> <li>What does the distribution of Cargo to inland customers through rail or road entail?</li> </ul>	<ul style="list-style-type: none"> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> </ul> <p><b>Customers, Volumes, and Storage data</b></p> <ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> </ul>
13.	<b>Site Visit</b> <b>Clause 42.</b>	<ul style="list-style-type: none"> <li>Can we do a site visit?</li> </ul>	<ul style="list-style-type: none"> <li>A non-compulsory briefing session and site walk-about/tour of the facility was held on 21 October 2025, during which bidders were afforded the opportunity to view the site and pose relevant questions regarding the site and its operations. At this stage, as the site is operational, TNPA is unable to arrange any additional site visits for prospective bidders. However, bidders may make their own arrangements directly with the incumbent Terminal Operator.</li> </ul>

14.	<p><b>Volume data</b> <b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>What data can we get on volumes, customers, and delivery points?</li> </ul>	<p><b>Volumes data</b></p> <ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> </ul>
15.	<p><b>Undeveloped Land</b></p>	<ul style="list-style-type: none"> <li>Is there more information on the undeveloped/ open land?</li> </ul>	<ul style="list-style-type: none"> <li><b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details and layout of the site and associated terminal infrastructure that will assist a potential bidder to respond to the RFP. This undeveloped/ open land relates to the area from the building to the edge of the quay, as well as the area from the gate to the truck loading bays. Refer to Annexure B of the RFP.</li> </ul>
16.	<p><b>Stock Liability</b> <b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>How does the stock liability work?</li> </ul>	<ul style="list-style-type: none"> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> </ul>
17.	<p><b>Terminal Equipment</b> <b>Clause 4.6.1.6</b></p>	<ul style="list-style-type: none"> <li>What equipment is used to keep the freezer cold?</li> </ul>	<ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> </ul>

			<ul style="list-style-type: none"> <li>However, <b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details and layout of the site and associated terminal infrastructure will assist a potential bidder in responding to the RFP.</li> </ul>
18.	<p><b>Terminal Equipment</b> <b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>What chemical is used to keep the freezer cold?</li> </ul>	<ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>However, <b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details and layout of the site and associated terminal infrastructure that will assist a potential bidder in responding to the RFP.</li> </ul>
19.	<p><b>Terminal Operation</b> <b>Clause 1.2</b></p>	<ul style="list-style-type: none"> <li>How is the facility split into different chambers?</li> </ul>	<ul style="list-style-type: none"> <li>The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process requires that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.</li> </ul> <p><b>Storage data</b></p> <ul style="list-style-type: none"> <li>Any commercially sensitive information submitted by existing Terminal Operators to TNPA, Competent Authority, and /or any other Regulatory Body is subject to stringent confidentiality provisions and cannot be shared with third parties.</li> <li>However, <b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details and layout of the site and associated terminal infrastructure that will assist a potential bidder in responding to the RFP.</li> </ul>

20.	<b>Security</b> <b>Clause 4.5</b>	<ul style="list-style-type: none"> <li>What security does the facility have?</li> </ul>	<ul style="list-style-type: none"> <li><b>Annexure G</b> of the RFP is the condition assessment report containing the relevant description, details and layout of the site and associated terminal infrastructure that will assist a potential bidder to respond to the RFP.</li> </ul>
21.	<b>Bid Template</b> <b>Clause 44.4</b>	<ul style="list-style-type: none"> <li>Is there a template for uploading our bid?</li> </ul>	<ul style="list-style-type: none"> <li>Clause 44.4 of the RFP provides guidance on access to the Transnet e-Tender Submission Portal.</li> </ul>
22.	<b>Major Hazard Installation</b>	<ul style="list-style-type: none"> <li>Does the site have a Major Hazard Installation (MHI)?</li> </ul>	<ul style="list-style-type: none"> <li>The site has an MHI report, and in terms of the MHI report, this site is not classified as an MHI.</li> </ul>
23.	<b>Annexure J</b> <b>Bid Response Form</b> <b>Clause 5</b>	<p>Reads as: The Terminal Operator Agreement resulting from this offer will be for a fixed period of twenty-five (25) years.</p>	<ul style="list-style-type: none"> <li><b>Corrected to read as:</b></li> <li>The Terminal Operator Agreement resulting from this offer will be for a fixed period of ten (10) years.</li> </ul>