

QUESTIONS and ANSWERS – Batch 2

Tender Ref No	COR7901/2025/RFP
Tender Description	ACQUISITION OF LOUNGE OPERATORS FOR A PERIOD OF FIVE (5) YEARS AT O R TAMBO INTERNATIONAL AIRPORT, CAPE TOWN INTERNATIONAL AIRPORT AND KING SHAKA INTERNATIONAL AIRPORT.

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

NUMBER	BIDDER QUERY/QUESTION	ACSA'S RESPONSE
1.	Will you share this deck after the meeting please.	<p>Yes, the following will be shared on National Treasury's e-tender portal and sent to the e-mail addresses provided:</p> <ul style="list-style-type: none"> • Briefing Presentation • Addendum 1 • Batch 1 Q&A • Batch 2 Q&A <p>In addition the following will also be shared:</p> <ul style="list-style-type: none"> • Addendum 2
2.	Point 3.5.2 – Evaluation of Preference <ul style="list-style-type: none"> • Table 1a: 80/20 preference point system • For clarification, unless an entity with a Level 1 B-BBEE is majority owned by a single person who is a black female youth with a disability there is no way to score the full 20 points? 	<p>For full points to be scored, a bidder must have the following:</p> <ul style="list-style-type: none"> • <i>Level 1 B-BBEE</i> • <i>Black youth majority-owned entities</i> • <i>Black women majority-owned entities</i> • <i>Company majority owned by people with disabilities</i>
3.	Please may you confirm which spaces are Lounge 404 & 404a. Are these two separate spaces?	One opportunity - double volume.
4.	Please may you confirm whether we will submit 1 bid for all the up to 7 spaces or 7 bids for each of the 7 airport lounge spaces available?	<ul style="list-style-type: none"> • There is information that is common irrespective what opportunity you bid for ... e.g Company information, schedules in bid document etc. This can be in one file/package. • There is information specific to the lounge opportunity e.g functionality criteria, pricing etc. Information for each lounge opportunity must be submitted separately whether in separate files or in one file separated by interleaves.

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5.	Please may you provide clarity on the no exclusive use clause - do these lounges need to be open to all passengers?	Yes. The lounge must be open to all passengers (pax). The operator will levy a charge to pax at a reasonable cost.
6.	Would ACSA consider an extended lease period, ie: 7 or 10 years ?	No. Lease period is 5 years.
7.	Clarify. if I'm eg. Smart Bank, will it have to allow all passengers in and not exclusivity	Yes. The lounge must be open to all passengers (pax). The operator will levy a charge to pax at a reasonable cost.
8.	Fixed Rental – Is this all ACSA requires to be paid ?	Refer 2.4.2.2 – under Scope Requirements The % of turnover is 12,5% - refer Addendum 2.
9.	At the outset, may I be permitted to mention that SLOW Lounges (Pty) Limited is represented at this briefing session and is in attendance at the meeting. My name is Ian Meaker, I represent SLOW Lounges (Pty) Limited which currently occupies four of the seven of Lease opportunities referred to in the Tender and more particularly the following:	Noted
	1.1. Cape Town International Airport (CTIA) Cape Town, South Africa [Domestic Departures, 404 & 404a];	Noted
	1.2. King Shaka International Airport (KSIA) Durban, South Africa [Domestic Departures, AL04A];	Noted
	1.3. O R Tambo International Airport (ORTIA) Johannesburg, South Africa [International Departures, IDL 05 & IDL 06];	Noted
	1.4. O R Tambo International Airport (ORTIA) Johannesburg, South Africa [Domestic Departures, L4, L9].	Noted
	2. Slow attends this meeting not because it recognises the legitimacy of the Tender, but rather, <u>under protest</u> . The reason for this position stems from the fact that existing Lease Agreements are currently in place between Airports Company South Africa SOC Limited and SLOW.	Noted
	3. In respect of each of the Leases, a dispute has arisen between ACSA and SLOW which the parties have agreed to refer to arbitration.	Noted
	4. Such dispute is the subject of arbitration and will in due course need to be determined.	Noted
	5. SLOW consequently contends that until such time as the disputes have been finally determined, it is inappropriate for ACSA to proceed with the Tender in regard to the premises occupied by SLOW.	Noted

NUMBER	BIDDER QUERY/QUESTION	ACSA'S RESPONSE
	6. As this session is an informal information gathering session, SLOW attends it not because it recognises ACSA's right to go out to Tender but rather to understand more about the Tender that ACSA has decided to proceed with.	Noted
9.1	Questions 1. Are the airlines excluded from submitting a bid for the Tender in respect of the 7 lounge opportunities?	This is an open tender process. All parties (including airlines) will be able to bid for these lounge opportunities.
9.2	2. How were the lounge opportunities referred to in the Tender, identified?	These are lounges whose lease terms have expired or are due to expire in the 25/26 FY.
9.3	3. Why does the Tender not include all airport lounges?	These are lounges whose lease terms have expired or are due to expire in the 25/26 FY.
9.4	4. Will any preference be given to any existing airport lounge that may wish to Tender?	No, all bidders for the airport lounges will be subjected to a competitive bidding process that is fair, equitable and transparent.
9.5	5. In terms of what mandate did ACSA decide to issue the Tender?	The Commercial Contract Management Policy was approved in December 2024 and requires that the commercial opportunity of 3rd party lounge leases be subjected to a competitive bidding process in compliance with section 217 of the Constitution.
9.6	6. Does ACSA have a policy that informed its decision to go out to tender?	Yes, ACSA has an approved Commercial Contract Management Policy, which was adopted by the ACSA Board in December 2024
9.7	7. What is the date of ACSA's policy?	The Commercial Contract Management Policy was approved in December 2024.
9.8	8. If you are an existing Lounge lease holder are you able to tender ?	Yes
9.9	9. Will airline lounges undergo a different tender process, or need to follow this process as each lease expires and comes up for renewal ?	Airline Lounges will not go out to tender. Airlines are issued a licence to fly into South African airports. Airlines globally enjoy brand presence by having a lounge at different airports. This allows them to sustain business model by providing this service to premium passengers (pax).

End