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FOSKOR PTY LTD

[Registration No. 1951/002918/07]

REQUEST FOR INFORMATION [RFI]

REQUEST FOR INFORMATION (RFI) IN RESPECT OF PROVISION OF PRE-FEASIBILITY TECHNICAL AND COMMERCIAL SERVICES FOR ALTERNATIVE COMBUSTION SOURCES FOR FOSKOR'S EXISTING COAL FIRED DRYERS

FOSKOR MAY, AT ITS SOLE DISCRETION DECIDE TO EMBARK ON A SEPARATE "REQUEST FOR PROPOSAL" [RFP] PROCESS WHICH WILL BE OPEN TO THE MARKET

RFI NUMBER: FOSPHB-RFI-01-25/26

ISSUE DATE: 08 October 2025

CLOSING DATE: 28 October 2025

CLOSING TIME: 12:00

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1 DISCLAIMER

- 1.1 While all reasonable care has been taken in preparing this RFI, the information has been prepared by Foskor Pty Ltd in good faith, based on information obtained from various sources. However, neither Foskor nor any of its advisors accept any liability or responsibility for the adequacy, accuracy or completeness of any of the information or opinions stated herein. Save where expressly stipulated otherwise, no representation or warranty (whether expressed or implied) is or will be given by Foskor or any of its officers, employees, servants, agents, advisors or any other person with respect to the information or opinions contained in this RFI, or in relation to this RFI.
- 1.2 Foskor reserves the right to amend, modify or withdraw this RFI or any part of it, at any time, without prior notice and without liability to compensate or reimburse any person/entity pursuant to such amendment, modification, withdrawal or termination.
- 1.3 The terms and conditions set out in this RFI are stipulated for the express benefit of Foskor and, save as expressly stated to the contrary, may be waived at Foskor's sole discretion at any time.
- 1.4 Foskor reserves the right to adopt any proposal made by any person/entity responding to this RFI at any time and to include such proposal in any documents which may or may not be made available at any stage to any other persons responding to this RFI, without the obligation or liability to pay any compensation or reimbursement of any nature to any person/entity pursuant to such adoption.
- 1.5 This RFI is provided solely for the purpose set out herein and is not intended to form any part or basis of any investment decisions by prospective Respondents, their shareholders, members or lenders.
- 1.6 Prospective Respondents that access this RFI must make its own independent assessment of the information provided, taking such advice (whether professional or otherwise) as it deems necessary.
- 1.7 No prospective Respondents to this RFI, its shareholders, members, contractors, suppliers or lenders shall have any claim against Foskor, its officers, employees, servants, agents or Transaction Advisors, under any circumstances whatsoever, arising out of any matter relating to this RFI of any nature whatsoever, including where such claim is based on any act or omission by Foskor, or any of its officers, employees, servants, agents or Transaction Advisors of any nature whatsoever, or where such claim is based on the content of, or any omission from, this RFI of any nature whatsoever.
- 1.8 Information is requested from interested persons, companies, close corporations or enterprises [hereinafter referred to as the Respondent(s)] to supply the aforementioned information to Foskor. Respondents are to note that no business will be awarded on this RFI. The information requested will merely be used to determine what is available in the market, and should Foskor decide to pursue this further, it will be on the basis of a totally separate Open RFP Process to which

anyone can respond. Respondents in this process will receive no preference in any subsequent open tender process, apart from their information supplied being utilized in the preparation of the Foskor scope/specification.

Any additional information or clarification will be emailed to all Respondents, if necessary.

2 DEFINITIONS AND INTERPRETATION

In this RFI, except as otherwise defined herein, the following terms shall have the following meanings:

- 2.1 **Coal Fired Dryers** – Foskor owns and operates six (6) Coal Fired Dryers for drying Rock Phosphate. These dryers are rotary kilns, fired by Coal with average capacity of drying about 80-100 tons of Rock Phosphate per hour. Three dryers use Stocker mechanism to fire the coal whereas the remaining three use Fluidised bed system. The details are as follows:
- Product Dried: Rock Phosphate
 - Dryer Operating Temperature: 750-900 degrees Celsius
 - Average throughput of Each dryer: 80-100 tons per hour of rock phosphate
 - Product Inlet moisture: 8-10%
 - Product outlet moisture: 1-1.5%
 - Average Coal consumption of Each dryer: 0.6tons per hour
 - Typical Specification of the Coal Used: Grade B Peas Coal with Calorific Value range – 26.5 to 27.5 MJ/Kg
 - **Location: Foskor Mine, Phalaborwa, Limpopo**
- 2.2 **Alternative Fuels** – refers to the targeted alternative fuels such as Natural Gas (in either Liquid or Gas phase), Biodiesel, Biomass, Waste Oil (Vegetable or Motor Oil) Methanol, Hydrogen/Ammonia (in either Liquid or Gas phase) to be used as fuel in the existing Coal Fired Dryers, after retrofitting them for the alternative fuel;
- 2.3 **Respondent** – any entity or consortium that submits a RFI Response in response to this RFI;
- 2.4 **RFI – Request for Information** inclusive of technically substantiating documentation validating, in this case the:
- a) **Phase 1:** A pre-feasibility cost comparison of coal combustion energy source versus alternate more environmentally friendly combustion sources such as, but not limited to Natural Gases, Biodiesel, Biomass, Waste Oil (Vegetable or Motor Oil) Methanol, Hydrogen/Ammonia (in either Liquid or Gas phase) for use as fuel in the existing Coal Fired Dryers after retrofitting them for the alternate fuel.
 - b) **Phase 2:** (Future RFI) Based on the cost comparison outcome of the pre-feasibility assessment (Phase1) the subsequent Phase 2 may contemplate the request for the following information which would require a detailed assessment of the current infrastructure and equipment. Phase 2 Information is not required in the current RFI.
 - (i) Estimated Scope of work and cost (resources) for technical assessment of 6 (six) existing Coal Fire Dryers located at Foskor Mine located in Phalaborwa, Limpopo Province.

- (ii) Estimated Scope of work and cost (resources and equipment) for the actual retrofitting of a Coal Fired Dryer from coal as a source of combustion operation to the alternative fuel like but not limited to Natural Gas, Biodiesel, Methanol and Hydrogen / Ammonia.
- (iii) Cost benefit analysis (inclusive but not limited to operating cost, maintenance costs, carbon tax liability).
- (iv) Any regulatory, health and safety, quality and environmental consideration that would have a material impact on the decision to move to an alternate fuel source.
- (v) The efficacy of the alternate combustion fuel source, including, but not limited to, drying rates per ton per hour, expected outlet moisture.
- (vi) Other pertinent information.

2.5 **RFI Response** – the completed Response Form, together with all necessary supporting documentation.

3 BACKGROUND

Foskor holds a pre-eminent position in the global agricultural landscape as one of the world's largest producers of high-quality phosphate rock (concentrate) and phosphoric acid. Our unique standing as one of the few vertically integrated producers of phosphoric acid underscores our robust capabilities

and control over the value chain. As the leading domestic producer and supplier of phosphate-based products, including phosphate rock, phosphoric acid, and Mono-Ammonium Phosphate (MAP), Foskor is a cornerst

ne of agricultural productivity in South Africa and across the SADC regional markets (such as DRC, eSwatini, Zimbabwe, and Zambia).

Our reach extends significantly beyond regional borders. We strategically supply phosphoric acid to vital international markets including Bangladesh, the United Arab Emirates, Europe, and India. While the primary application for our high-quality phosphate rock concentrate is within our own phosphoric acid manufacturing plant in Richards Bay, we also strategically export available products to a diverse range of international markets, including Europe, Asia, and South America.

Our integrated operations begin with the ownership and mining of phosphate resources at Phalaborwa, located in the Limpopo Province of South Africa. Here, we beneficiate the mined material to produce a high-grade phosphate concentrate. This concentrate is then either sold locally or efficiently transported to our Richards Bay plant on the coast of KwaZulu-Natal. At Richards Bay, we further process the concentrate to produce phosphoric acid, sulfuric acid, and granular fertilizers such as MAP. It is at this Richards Bay facility that we react the phosphate concentrate with sulfuric acid, which is manufactured in-house from imported sulfur, to produce phosphoric acid. A significant portion of our phosphoric acid is exported to markets such as Bangladesh, India and Europe, with approximately half of this volume further beneficiated into granular fertilizer that primarily serves the crucial local South African market. Foskor's deep commitment to sustainable growth and operational excellence, as guided by our Journey to 2028 strategy, that ensures our continued role as a vital contributor to global food security.

- 3.1 Foskor has identified a need to stabilise energy costs and availability with a low carbon fuel alternative to current fossil fuel-based products on its path to decarbonize its operations.

4 DELIVERY INSTRUCTIONS FOR RFI/EOI

Delivery by hand

If delivered by hand, the envelope must be deposited in the Foskor tender box which is located at the main entrance of Moshate House, 27 Selati Road, Phalaborwa, Limpopo, and must be addressed as follows:

**FOSKOR PROCUREMENT DEPARTMENT
MOSHATE HOUSE
27 Selati Road,
PHALABORWA,
LIMPOPO PROVINCE, 1390**

OR

E-MAIL: tenders@foskor.co.za

The size of the email should not exceed 5 MB, and it should be in a PDF format

REFERENCE: FOSPHB-RFI-01-25/26

5 REQUIRED INFORMATION

The objective of this RFI is to establish relevant technical and estimated commercial information for the exploration of technically and commercially suitable alternative fuel to replace the coal used in all the existing six Phosphate dryers. The information being sought should include, but is not limited to:

- a) **Phase 1:** A pre-feasibility cost comparison of coal combustion energy source versus alternate more environmentally friendly combustion sources such as, but not limited to Natural Gases, Biodiesel, Biomass, Waste Oil (Vegetable or Motor Oil) Methanol, Hydrogen/Ammonia (in either Liquid or Gas phase) for use as fuel in the existing Coal Fired Dryers after retrofitting them for the alternate fuel.
- b) **Phase 2:** (Future RFI) Based on the cost comparison outcome of the pre-feasibility assessment (Phase1) the subsequent Phase 2 may contemplate the request for the following information which would require a detailed assessment of the current infrastructure and equipment. Phase 2 Information is not required in the current RFI.
 - (i) Estimated Scope of work and cost (resources) for technical assessment of 6 (six) existing Coal Fire Dryers located at Foskor Mine located in Phalaborwa, Limpopo Province.
 - (ii) Estimated Scope of work and cost (resources and equipment) for the actual retrofitting of a Coal Fired Dryer from coal as a source of combustion operation to the alternative fuel like but not limited to Natural Gas, Biodiesel, Methanol and Hydrogen / Ammonia.
 - (iii) Cost benefit analysis (inclusive but not limited to operating cost, maintenance costs, carbon tax liability).
 - (iv) Any regulatory, health and safety, quality and environmental consideration that would have a material impact on the decision to move to an alternate fuel source.

- (v) The efficacy of the alternate combustion fuel source, including, but not limited to, drying rates per ton per hour, expected outlet moisture.
- (vi) Other pertinent information.

NOTA BENA: ALL TECHNICAL PARAMETERS MUST BE SUBSTANTIATED BY EMPIRICALLY DATA AND OR FACTSHEETS

6 INFORMATION TO BE PROVIDED BY THE RESPONDENT IN ITS RFI RESPONSE

6.1 Respondents are requested to ensure the following:

- a) The RFI Response should be as comprehensive as possible and include the information requested below and any supporting documentation in respect thereof.
- b) Respondents are required to provide as much detail as possible about similar projects undertaken. Such information will assist Foskor in determining the readiness of the market for the mainstream usage of such an alternative combustion fuel source to dry phosphate rock and may inform the design of a procurement process.

6.2 Details of the Respondent:

- a) Respondents will be required to provide the following information about the Project:
 - (i) Name of the Respondent;
 - (ii) Name of the Project; and
 - (iii) The name and contact details of the person appointed by the Respondent as its representative for all further engagements related hereto.

6.3 Information related to the Project Overview

The Respondent is required to provide the following details:

Phase 1:

- a) A pre-feasibility cost comparison of coal combustion energy source versus an alternate more environmentally friendly combustion source such as, but not limited to Natural Gases, Biodiesel, Biomass, Waste Oil (Vegetable or Motor Oil) Methanol, Hydrogen/Ammonia (in either Liquid or Gas phase) for use as fuel in the existing Coal Fired Dryers after retrofitting them for the alternate fuel.
- b) Block flow diagrams and/or preliminary models of the most efficient combustible energy process for the technical parameters provided hereinto this RFI.

Phase 2: Future RFI/RFP based on the outcome of the Phase 1 assessment

- c) Provide details of the suitability of the Foskor Coal Fired Dryers in relation to the technical viability of retrofitting the Dryers;
- d) Provide overview of the technical proposal;
 - (i) Provide the information regarding parts and utilities requirements for the retrofit of the Dryers, inclusive of electrical, structural, mechanical, etc;
 - (ii) Estimated technical assessment cost (resources) for the total of six (6) Dryers;
 - (iii) Estimated retrofit cost (resources and consumables) for the total of (6) Dryers;
 - (iv) Provide the high-level operating cost and/or consumption for the total of (6) Dryers.
 - (v) Indications of any Permits, certifications, and authorisations required (for the retrofit and operation of the Dryers) and anticipated timelines.

High-level project plan (schedule) for both technical assessment and actual retrofit of the Dryers

- (vi) The Respondent is to provide any additional information which it may deem necessary to bring to the attention of Foskor.

6.4 **Foskor intends, through this RFI to:**

- a) Better understand the Respondents' analysis of the market relevant to scope of work mentioned in the document.
- b) Obtain information to better define the scope, cost/budgeting and extent for the envisaged Request for Proposal for the retrofit as informed by the outcome of this RFI should Foskor decide to proceed with the RFP.

6.5 **As such, Foskor encourages and requests any, and all Prospective Respondents to:**

- a) Respond to this RFI in the manner and form herein specified. The submission of an RFI Response is, however, not and will not be a compulsory requirement for responding to the envisaged RFP in future.

6.6 **Respondents are to note the following:**

- a) Respondents are required to provide capability statements demonstrating their previous experience in a similar project.

7 **COMMUNICATION**

- 7.1 For specific queries relating to this RFI/EOI (prior to the tender closing), an RFI/EOI Clarification Request Form should be submitted to the following Foskor employees before 12:00 on Tuesday, 14 October 2025.

Tender Administrator

Name: Thandi Mngomezulu

Email: Thandimn@foskor.co.za

Telephone: (011) 347-0608

Kindly ensure that you provide the Tender Administrator with the **correct** contact details, as Foskor will not accept responsibility for being unable to contact a bidder who provided incorrect contact details.

- 7.2 After the closing date of the RFI/EOI, a Bidder may only communicate with the Tender Administrator on any matter relating to its RFI Proposal.

Name: Ntwanano Mabulani
Telephone: (015) 789-2151

Email: NtwananoM@Foskor.co.za

8 FORMAT AND SUBMISSION OF RFI RESPONSES

8.1 Submission of RFI Responses

- a) The RFI Responses must be submitted to Foskor by no later than 12h00, on Tuesday 21 October 2025 in the manner specified in 10.1 below;
- b) RFI Responses reaching Foskor later than the date and time specified above may, in Foskor's sole discretion, not be considered by Foskor;
- c) All costs incurred by a Respondent in connection with this RFI and the preparation of its responses hereto shall be borne by the Respondent;
- d) The Respondent will not have to pay any monies to submit an RFI Response;
- e) The Respondent is encouraged to submit any additional information that, in its view, would assist Foskor in this project.
- f) Each RFI Response is required to be delivered to Foskor by way of 1 (one) hard copy and 1 (one) soft copy of the entire RFI Response.
- g) The RFI Submissions must be properly indexed, readable and capable of being opened.
- h) The RFI Response can be contained in more than one document and with annexures as the Respondent may consider appropriate to provide the information requested. All documents comprising the RFI Response must be visible from the index to the RFI.

8.2 Language of the RFI Response

- a) The RFI Response and all documents forming part of it must be in English.
- b) Any printed literature submitted with the RFI Response may be in another language so long as it is accompanied by an English translation (made by an accredited translator) of the entire document.
- c) For the purpose of interpretation of the RFI Response, Foskor will rely on the English translation provided.
- d) All correspondence and any other documentation and oral communication exchanged between the Respondent and Foskor shall be in English.

8.3 Signing of the RFI Response

- a) The Respondent is requested to provide a cover letter that includes details on their company profile with its RFI Response.

8.4 Further Information

- a) Foskor reserves the right to seek additional information from the Respondent regarding its RFI Response, as it may, in its sole discretion, determine, whether such information has been requested under this RFI or otherwise, and may request the Respondent to present supplementary information, in respect of its RFI Response.
- b) The Respondents may, following the submission of an RFI Response, be requested to engage with Foskor to discuss matters relevant to its RFI Response. Any meetings will take place via MS Teams unless otherwise arranged.
- c) The Respondent must give the name and contact details of the person whom it appoints to undertake all contact with the Project Officer in its RFI Response, as provided for above (Information to be provided by Respondents in their RFI Responses).

9 REQUEST FOR CLARIFICATIONS

- a) The Respondent may request clarification on any item contained in this RFI by no later than 14 October 2025, 14:00
- b) All enquiries, queries, and requests for clarification in respect of this RFI must be in writing and addressed to the Tender Administrator and emailed to ThandiMn@foskor.co.za.
- c) Foskor will endeavour to respond to all reasonable written queries and requests for clarification raised by any Respondent.

10 CONFIDENTIALITY

- a) All information related to this RFI is to be treated with strict confidence.
- b) In accepting this RFI, Respondents agree to the following conditions, under the applicable legislation:
 - (i) By submitting an RFI Response, each Respondent acknowledges that Foskor will process all such information that is contained in the RFI Response, and which may constitute personal information as defined in the Protection of Personal Information Act No. 4 of 2013 and each Respondent consents to such processing.
 - (ii) Each party recognises and agrees that the Confidential Information has been compiled, created, and maintained by special effort and expense of the other party.
 - (iii) Each party recognises and agrees that disclosing or disseminating Confidential Information to a third party will have a materially adverse effect on the other party and agrees not to disclose or disseminate the Confidential Information to any third party. Except as necessary to perform its obligations hereunder, each party shall not use, reproduce, or draw upon the Confidential Information or circulate it within its own organisation.
 - (iv) Each party shall provide notice to the other party of any demand made upon it under lawful process to disclose or provide the other party's Confidential Information. Such party agrees to co-operate with the other party if it elects to seek reasonable protective arrangements or oppose such disclosure, at the expense of the party that is seeking the protective arrangements or opposing the disclosure.
 - (v) Any Confidential Information disclosed pursuant to such lawful process shall continue to be Confidential Information, the access to such Confidential Information shall be limited to those persons:

- only with a need to review such information for the purposes for which the disclosure was required; and
 - who agree in writing to keep the Confidential Information confidential.
- (vi) If a Respondent, or any person employed by him, is found to have either directly or indirectly offered, promised, or given to any person in the employ of Foskor, any commission, gratuity, gift, or other consideration, Foskor shall have the right and without prejudice to any other legal remedy which it may have in regard to any loss or additional cost or expenses, to disqualify the RFI Respondent from further participation in this process and any other subsequent processes in this regard;
- (vii) In such an event, the Respondent will be responsible for all and any loss that Foskor may suffer as a result thereof. In addition, Foskor reserves the right to exclude such a Respondent from future business with Foskor.

**Foskor urges its clients, suppliers and the general public
to report any fraud or corruption on the part of Foskor employees to
TIP-OFFS ANONYMOUS: 0800 003 056**