



PetroSA

The Petroleum
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TENDER BULLETIN 1

ENQUIRY NO: CTT25229

DESCRIPTION: THE APPOINTMENT OF A PANEL OF TRANSACTION AND DUE DILIGENCE ADVISORS – GENERAL PROJECTS

QUESTION 1

Please elaborate on the number of advisors requested to make up the panel

ANSWER 1

PetroSA has not put a ceiling on the number of panelist because Advisors can/may specialize in different areas.

QUESTION 2

To confirm, we may submit a response in respect of our specific company areas of expertise. i.e. We will not be required to form a consortium to cover all areas of expertise required?

ANSWER 2

Yes, PetroSA require the services as outlined in the tender.

QUESTION 3

Will the scoring also reflect the different service offerings? Currently the evaluation criteria scores the advisor experience in total for all. We are concerned we may lose points as a result.

ANSWER 3

The scoring is as outlined in the tender and is for all the services.

Directors:

Mr Nkululeko Poya (Chairperson),
Mr Llewellyn Delport, Mr Leon Haywood, Ms Nolubabalo Sondlo, Mr Mthozami Xiphu,
Group Chief Executive Officer (acting): Ms Sandisiwe Ncemane
Group Company Secretary: Ms Marlene Khumalo

QUESTION 4

What about foreign Consultant firms to support you? Do you have any specific requirement related to local employment from South Africa?

ANSWER 4

For areas where South African skills are available, it is preferred that they be utilise where possible.

QUESTION 5

Have PetroSA already issued the RFP for the panel of advisors or we need to access that also from the procurement website?

ANSWER 5

This tender, tender CTT25229 is for the panel of Transaction and Due diligence Advisors.

To execute PetroSA's strategy, we have already published three (3) RFPs namely:

- 0001/2023: Partnership for development, refurbishment, modification, upgrade, funding and/or operation of the GTL Refinery in Mossel Bay
- 0003/2023: General partnership to assist PetroSA in generating sustainable revenue sources from Upstream assets
- 0004/2023: Provision of funding to enable PetroSA to generate sustainable revenue sources from Upstream assets

The Transaction Advisors will assist the PetroSA Team with the evaluations of abovementioned RFPs on a when required basis. You will also assist with other assignment where your expertise are required.

QUESTION 6

The Returnable Schedule mentions to use this as a template for the technical questionnaire. To clarify, we will be submitting a detailed proposal in line with the scope of work (Draft Consultancy Agreement) and we should fill in this Returnable Schedule document with summary information?

ANSWER 6

Correct, you can do that.

QUESTION 7

The Returnable Schedule also states to "Attach booklet as one document" what this statement means.

ANSWER 7**QUESTION 8**

Tender 0004 states that it can be submitted via the provided email address. Please reconfirm this.

ANSWER 8

Yes, RFP0004/2023 must be submitted into the electronic tender box on tenders@petrosa.co.za

QUESTION 9

Within Section 4, Chapter 3.1.3 of the Draft Consultancy Agreement where it notes the advisor will be required to conduct a legal review as part of the due diligence exercise, will there be a legal advisor as part of the panel?

ANSWER 9

QUESTION 10

Is the service provider expected to provide all advisory services – technical, commercial, financial and legal?

ANSWER 10

QUESTION 11

What is the expectation of the advisory team to support in pre-acquisition negotiations? (e.g. would we support in Sales and Purchase Agreement?)

ANSWER 11

PetroSA may require the advisor to support it in pre-, during and post acquisitions.

QUESTION 12

In the scope of work there are 3 categories of services (risk management, commercial evaluation, due diligence services), but the rates has 4 categories (commercial and finance advisory services, risk management, asset & corporate valuation services and due diligence services) just wanted to understand?

ANSWER 12

Pricing is required for all categories.

QUESTION 13

How is the costing of this meant to work, typically we quote on a fixed fee bases for a Commercial DD based on rate and time? Within the Returnable Scheduled, we are only allowed to input the rates, because the hours are fixed. Just want to understand more around this

ANSWER 13

The contract is rates based and the successful tenderer will bill PetroSA accordingly. The returnable schedule is for evaluation purpose and the quantities is not guarantee.

QUESTION 14

Are we going to get the recording of the briefing session sent to us?

ANSWER 14

Yes, kindly find the link below.

https://petrosa-my.sharepoint.com/:v/g/personal/wayne_liebenberg_petrosa_co_za/EfRiWVPZ7J9AjZLqJcJttOkB-WKc6QDVM0ttvfufIn-TzA

The minutes and other related information/documentation will be uploaded onto the website at www.procurement.petrosa.com under "View open tenders".

QUESTION 15

Please in relation an earlier question, can you kindly answer that? I also tried registering to be able to access the tender on eProcurement and there it ask for work permit number. Can you please assist?

ANSWER 15

Please go to www.procurement.petrosa.com ,click on "**Login**", then download "**Registration and updating of Information**" ("How to" guide) under "**HOW TO GUIDES**"

The online registration consist of 2 phase:

1. Phase 1 – CSD registration – if you have issues please contact CSD at csd@treasury.gov.za or [012 406 9222](tel:0124069222)
2. Phase 2 – PetroSA registration – if you have login issues, please send request to support@intenda.net or if you have any other issues, please contact yumna.kagee@petrosa.co.za; latiefa.rinquest@petrosa.co.za; babalwa.zibi@petrosa.co.za

QUESTION 16

For capital raising services can we propose a success fee now or that will be done later?

ANSWER 16

We do not anticipate that the Due Diligence will be involve in capital raising, however should they be requested in negotiation with lenders, the applicable hourly rate as tendered will apply. There will be no success fee.

QUESTION 17

Please share the responses to the clarification questions on the portal

ANSWER 17

Yes, we will publish it on the portal.

QUESTION 18

The presentation referred to "asset and corporate valuations "as well as "determining the technical quality of the asset". So essentially, what I am trying to understand is if these assets would include Land or Property assets as well. Would you require "asset valuations" of any Commercial Properties, Industrial Properties etc?

ANSWER 18

Although this is no envisage at the stage, should the need arise the consultant may be requested to support the PetroSA tea

QUESTION 19

On the website in terms of documentation, there was only a tender notice, which give a brief summary of the scope.

We are still struggling to obtain the RFP documents. We are very interested in this opportunity and any assistance to obtain the RFP documents will be greatly appreciated.

ANSWER 19

Please email your challenge to martinhennie.fortuin@petrosa.co.za or +27 (0)21 929 3000, alternatively you may address you challenge or concerns to support@intenda.net or if you have any other issues, please contact yumna.kagee@petrosa.co.za; latiefa.rinquest@petrosa.co.za or babalwa.zibi@petrosa.co.za