



**PetroSA**

## **BRIEFING SESSION**

**ENQUIRY NO: RFP 0001/ 2023  
REQUEST FOR PROPOSAL (RFP)**

**PARTNERSHIP FOR DEVELOPMENT, REFURBISHMENT, MODIFICATION, UPGRADE,  
FUNDING AND/OR OPERATION OF THE GTL REFINERY IN MOSSEL BAY**

**SESAKHO MAGADLA / COMFORT BUNTING / NESHA GACA / ABRAM MOLOTO**

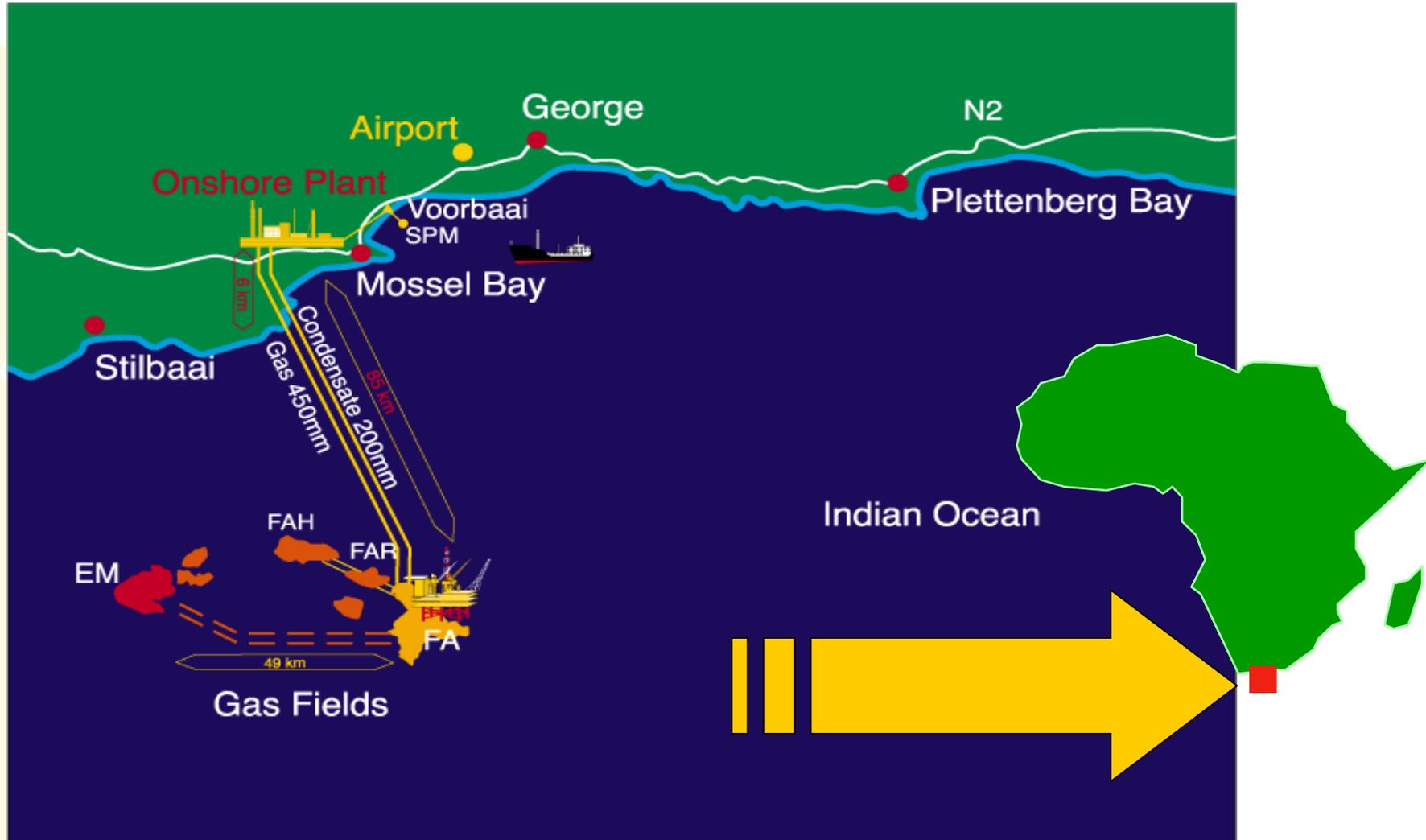




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# PetroSA's GTL ACTIVITIES

within SA's Garden Route





**AGENDA :**  
**RFP 0001/ 2023 - REQUEST FOR PROPOSAL (RFP)**  
**PARTNERSHIP FOR DEVELOPMENT, REFURBISHMENT, MODIFICATION,**  
**UPGRADE, FUNDING AND/OR OPERATION OF THE GTL REFINERY IN MOSSEL**  
**BAY**

| ITEM   | TIME          | BY WHOM                                       |
|--|---------------|---|
| ADMISSION INTO TEAMS PLATFORM                              | 10H00 – 10H05 | N GACA<br>CONTRACTS MANAGER                   |
| OPENING / WELCOME / INTRODUCTION                           | 10H05 – 10H10 | C BUNTING<br>GROUP SUPPLY CHAIN MANAGER       |
| PRESENTATION PART A:<br>• PARTNER IDENTIFICATION PROCESS   | 10H10 – 10H25 | C BUNTING<br>GROUP SUPPLY CHAIN MANAGER       |
| PRESENTATION PART B:<br>• TECHNICAL OVERVIEW OF FACILITIES | 10H25 – 10H45 | S MAGADLA<br>CHIEF OPERATING OFFICER (ACTING) |
| QUESTIONS AND ANSWERS                                      | 10H45 – 11H15 | S MAGADLA<br>CHIEF OPERATING OFFICER (ACTING) |
| GENERAL & CLOSURE  | 11H15 – 11H30 | ALL   |



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# **PRESENTATION PART A: PARTNER IDENTIFICATION PROCESS**



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## OBJECTIVES/REQUIREMENT FOR RFP

Interested Parties (Applicants/Potential Partners) are invited to submit conceptual proposals, on an incentivised basis, to partner with PetroSA in developing the project. Incentivisation proposals should take into account PetroSA's desire to link the success of the projects to financial incentives for the Interested Parties. This could take the form of sharing in production revenues, performance based contracting or equity participation. Proposals should preferably include part or full financing of the project.



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## APPROVAL OF PARTNER

### Phase 1: Elimination Phase

- Non-compliance with scope of work, incomplete proposals, inaccurate & misleading information etc.
- Meet minimum technical score of 80 points (80%)

### Phase 2: Company Assessment

- Strategic Fit
- Compliance with all regulatory requirements
- Detailed due diligence
- PetroSA and CEF Board Approval

### Phase 3: Approval Process

- One or more (up to three) Proposals/Partners submitted to Government (CEF, DMRE, Cabinet) for final approval, where applicable.



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## EVALUATION CRITERIA

**PetroSA will give preference to Partners/Bidders who meet the following requirements:**

- State Owned or State Supported Oil and Gas Entities from oil and gas producing nations with access to feedstock (oil, gas and other) and own financial resources to undertake the project; and or
- Entities with proven and formalised relationships with oil and gas producing nations; and or
- Project Developers who are in a position to finance the development at risk up to Financial Investment Decision (FID) and will only recover development costs at financial close; and or
- Proposals for a turnkey solution, including development, funding (capital raised) and sustainable feedstock supply.



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## EVALUATION CRITERIA (MINIMUM - 80%)

| CRITERIA   | DOCUMENTATION REQUIRED   | SCORE |
|--|--|-------|
| Submit proposal aligned to brief - conceptual proposal that leverages on existing PetroSA infrastructure & assets  | Proposal supports utilisation of <ul style="list-style-type: none"><li>• PetroSA Gas Resources,</li><li>• FA Platform,</li><li>• GTL-Refinery and</li><li>• Tank Farm</li></ul>  | 20    |
| State Owned Oil and Gas Entities from oil and gas producing nations <b>OR</b> Entities with proven and formalised relationships with oil and gas producing nations | Evidence to be either company profile, website address, letter of support or other publicly verifiable information of state ownership information or state support   | 10    |
| Development Budget from Concept to FID   | Confirmation of at Risk Project Development costs availability:  | 10    |
| Ability to raise estimated required capital for the project  | Provide a <b>conditional Project Funding Letter</b> . This could take the form of a <b>Letter of interest</b> , or <b>Credit Guarantee</b> , or <b>Term sheet</b><br>The entity issuing such a letter must have sufficient resources available. Ideally above USD 200 million. | 20    |



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## EVALUATION CRITERIA (MINIMUM - 80%)

| CRITERIA   | DOCUMENTATION REQUIRED   | SCORE |
|--|--|-------|
| Capability : Feedstock Security  | Provide company profile or other information confirming ownership and/or access to proposed feedstock (Oil & Gas Resources) to support the project | 10    |
| Capability: Technical Competence   | Provide company profile showing proven technical competence in developing and/or executing brownfield projects                                     | 10    |
| Timelines – high level indicative timeline for project implementation (commissioning of Plant) | Provide project timelines  | 10    |
| Feasibility of the proposed solution   | Proposed solution  | 10    |



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## GENERAL IMPORTANT INFORMATION

1. RFP closes on [20 February 2023 @ 15:00 \(CAT\)](#)
2. RFP must be submitted via e-mail address [tenders@petrosa.co.za](mailto:tenders@petrosa.co.za)
3. No late proposals will be considered
4. All procurement queries on the RFP may be directed to [nesha.gaca@petrosa.co.za](mailto:nesha.gaca@petrosa.co.za)
5. Minutes of this meeting will be posted on the PetroSA website
6. Please access our website [www.procurement.petrosa](http://www.procurement.petrosa) to view any other procurement matters
7. Refer to two other RFPs:
  - RFP 0003/2023 – Upstream Assets
  - RFP 0004/2023 - Funding for Upstream Assets
8. Contracting follows approval of partner, SA laws preferred.



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# **PRESENTATION PART B: TECHNICAL OVERVIEW OF FACILITIES**



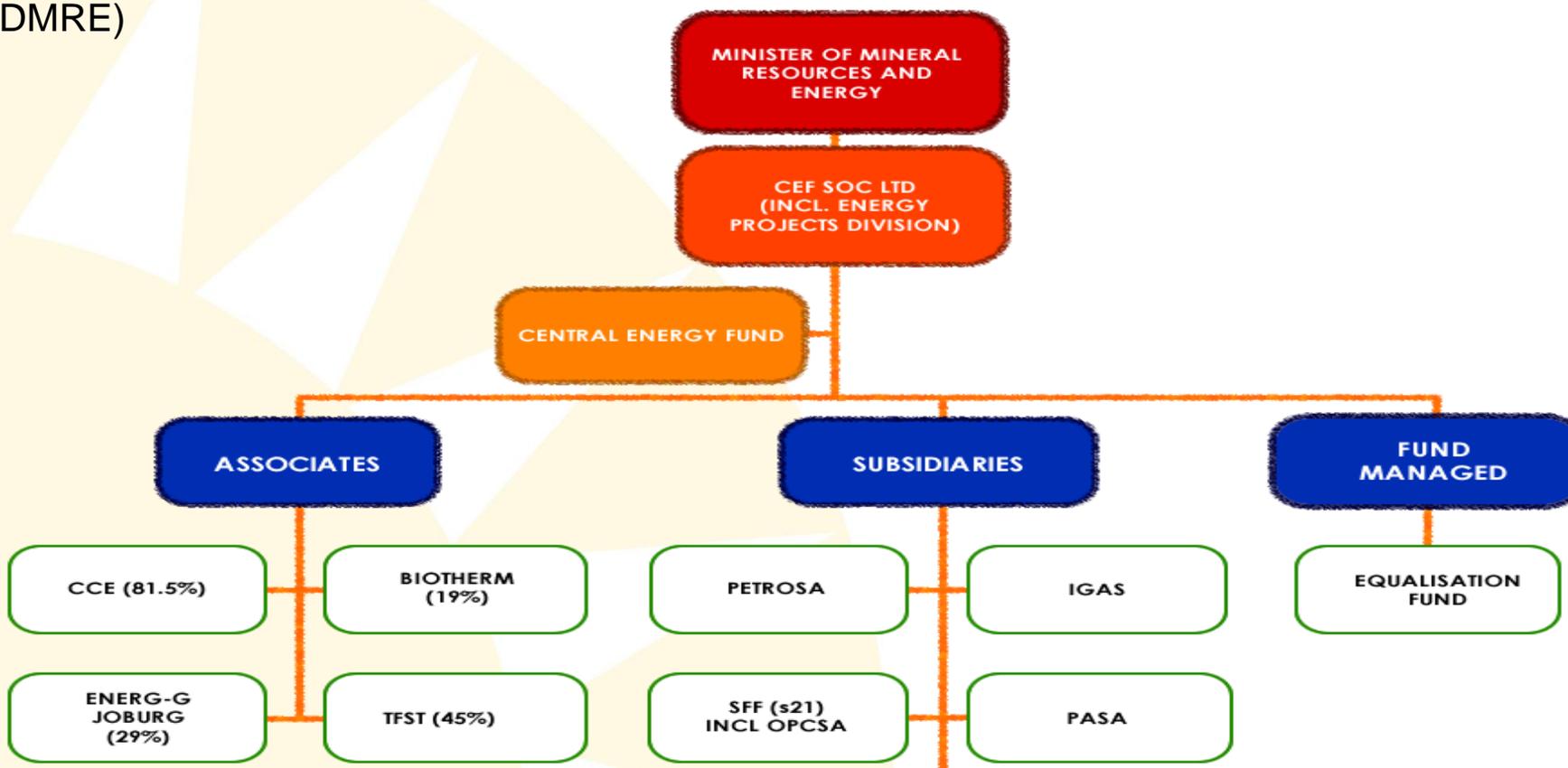
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# BACKGROUND / COMPANY OVERVIEW

Registered in Jan 2002

The Petroleum Oil and Gas Corporation of South Africa, is wholly state-owned company of the Government of South Africa and registered as a commercial entity under the South African law.

PetroSA is a subsidiary of CEF (Central Energy Fund) SOC Ltd which is a schedule 2 state owned diversified energy company reporting to the department of mineral resources and energy (DMRE)

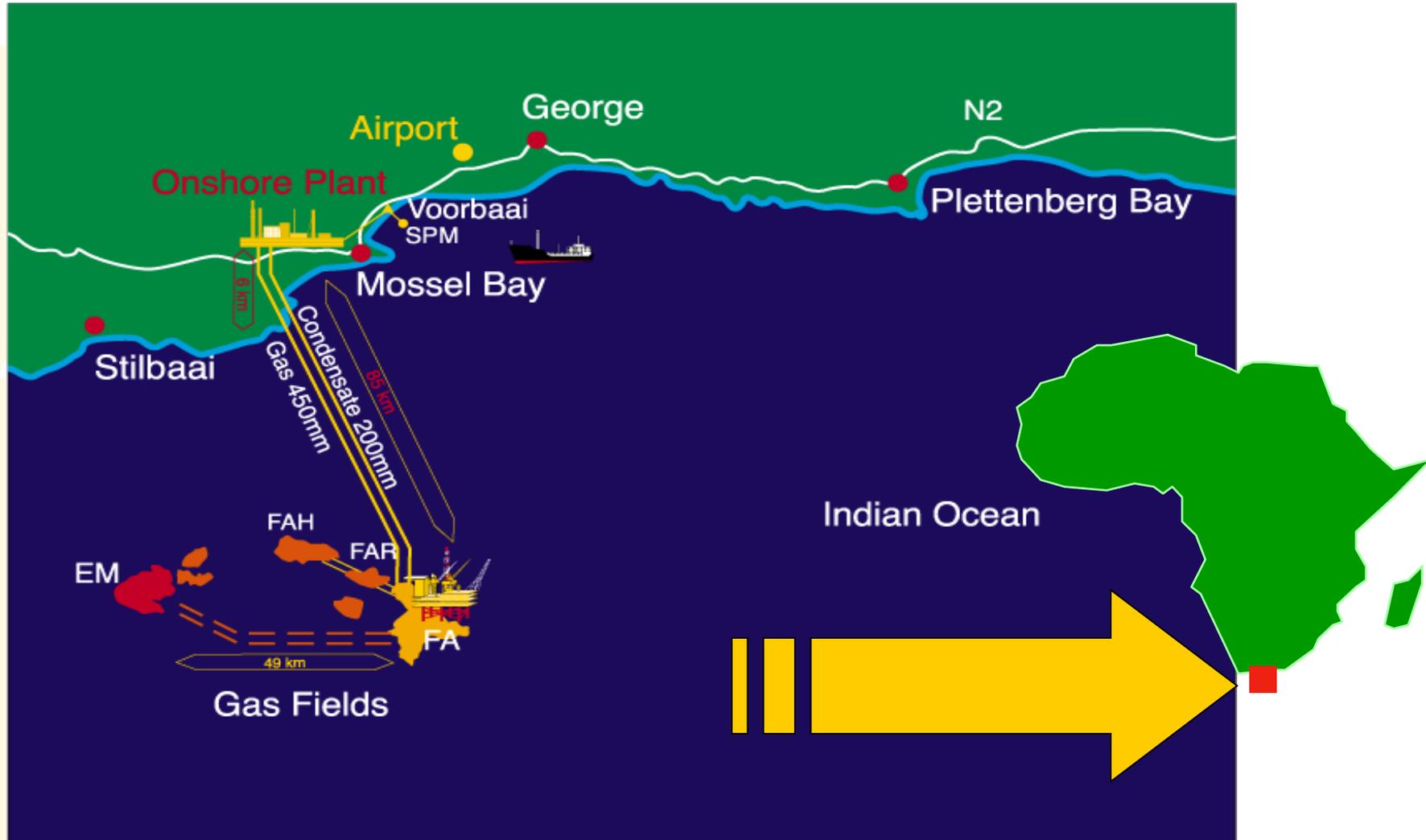




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# PetroSA's GTL ACTIVITIES

within SA's Garden Route





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# PetroSA GAS & LIQUIDS, PROCESSING, AND TRANSITION STORAGE INFRASTRUCTURE

**FA PLATFORM WITH SUBSEA**



FA Condensate

NG Gas

**GTL OPERATION**



**LIQUIDS (LIGHT CRUDE) REFINERY**



**DESALINATION PLANT & WOLWEDANS DAM**



**SUBSEA**



**U51 TANK FARM - GAS & LIQUIDS**



**BLOEMFONTEIN & TZANEEN DEPOT**



**SPM/CBM**



**VOORBAAI TANK FARM**



Final Product

Final Product



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## CURRENT STATUS OF PLANT

- GTL-Refinery (Gas Loop and Liquids Refinery) has suspended its of production operation in 2020 due to economics considerations
- However some units remain in operation including the FA Platform and Flare System
- Tank Farm remains operational
- All other units are not in operation are undergoing care and maintenance



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# EXPECTATIONS FROM PROSPECTIVE BIDDERS ON RFP INVITATION

| Case Name   | Case Description  | Implementation schedule   |
|---|---|---|
| <b>Case 1: LNG feedstock</b>  | Feedstock of 210 kNm <sup>3</sup> /h LNG and imported feedstock (7.5kbpd)   | Original schedule: 2023 to 2031 Proposed change in assumption – to start 2026 to 2033 due to 3-3.5 lead time for new built shuttle regasification vessel. If vessels are available, faster deployment may be possible |
| <b>Case 2: Luiperd Block 11b/12b feedstock</b>  | Feedstock of 234 kNm <sup>3</sup> /h Luiperd Gas 20kbpd unstabilised and imported feedstock   | 2027-2038   |
| <b>Case 3: Liquid FEED 15 000 bpd (for year 1) Case 3: 1 x 1 - 5 years using existing gas (requires further offshore field development after year 1</b> | Option to partially bridge the gap until long-term feedstock available. Gas feed from current offshore fields and facilities Bulk of condensate feed will be imported. Small volume local associated condensate requires additional development Capex to extend beyond 1 year | 2023-2024 With additional field development Capex: 2023-2028  |



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# EXPECTATIONS FROM PROSPECTIVE BIDDERS ON RFP INVITATION

| Case Name   | Case Description   | Implementation schedule |
|---|--|-------------------------|
| <b>Case 4: Liquid FEED 46000 bpd (Enhanced Condensate Project)</b>                        | Revamp of the existing GTL refinery to enable processing of imported condensate / light crude 46k bpd liquid feed No processing of landed gas Upgrade of Marine Loading facility to enable offloading of Suezmax tankers   | 2025-2045               |
| <b>Case 5: 200000 bpd refinery nameplate capacity to process liquid feedstock (Crude)</b> | 200000 bpd refinery nameplate capacity to process liquid feedstock (Crude) inclusive of modifications for CF2 specification. Modifications to include decoupling of gas loop from refinery. Reforming and synthol could remain or be removed but will only process gas which will produce supplementary liquid feedstock for the 200 000 bpd refinery. | 5 Years                 |
| <b>Case 6: 12 000 bpd production</b>  | Minimum capital investment into a refinery project which would enable production of tailgas and co-feed it with bioalcohols in order to produce fuels.   | 2 Years                 |



## FUTURE PETROSA PLAN (REINSTATEMENT OF GTL & FA PLATFORM TO FULL OPERATION)

- PetroSA remains committed to its company mission “will be the leading provider of hydrocarbons and related quality products by leveraging its proven technologies and harnessing its human capital for the benefit of its stakeholders”
- PetroSA is planning to reinstate the Mossel Bay Production Assets which includes the FA Platform and GTL-Refinery (Gas Loop and Liquids Refinery) to full production through a partnership agreement in the earliest possible time, at least costs.



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# **QUESTIONS AND ANSWER SESSION**

# PetroSA's story

## ....under the African Tree



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