



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

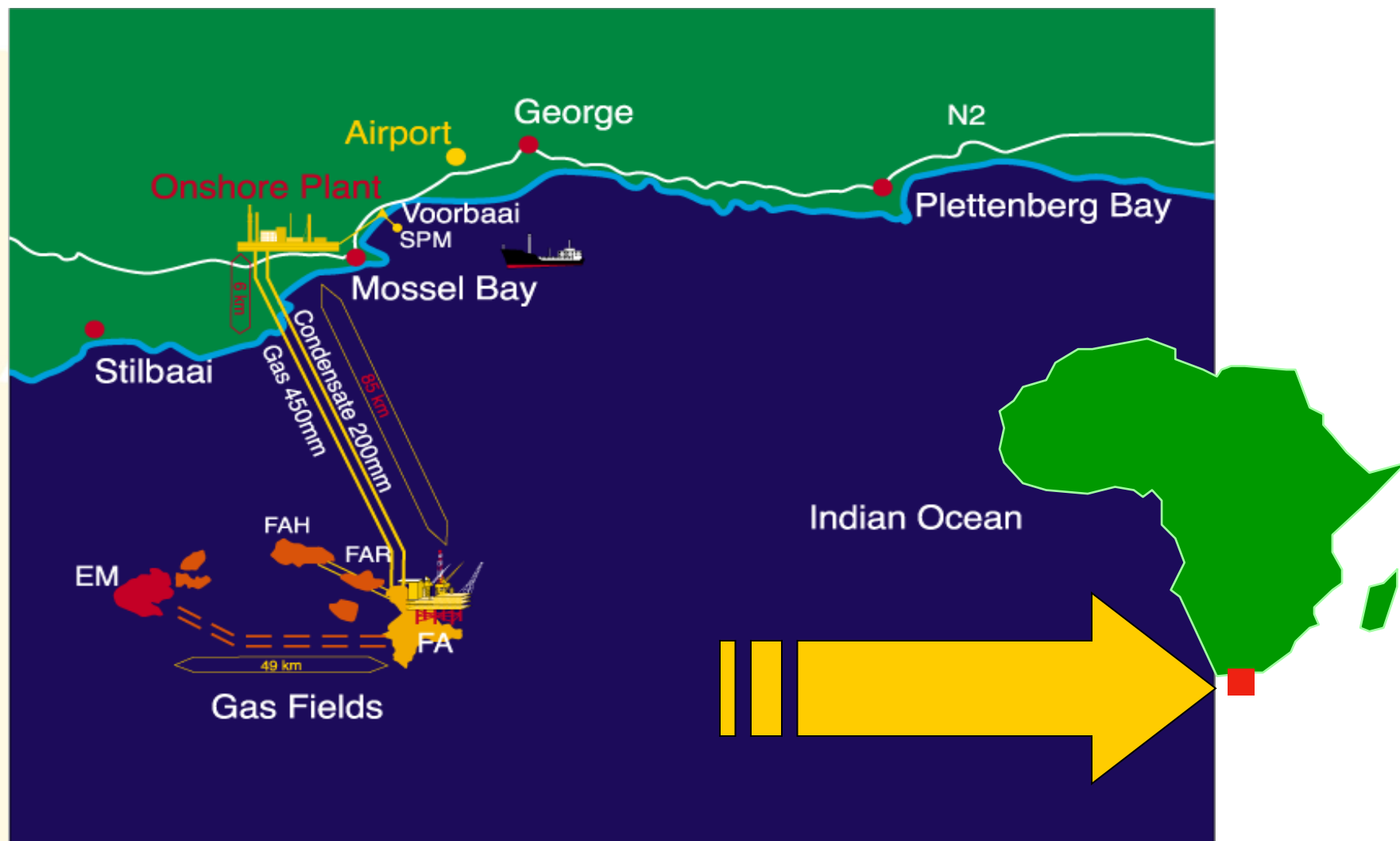




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PetroSA's GTL ACTIVITIES

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 CONTRACTS MANAGER
OPENING / WELCOME / INTRODUCTION	10H05 – 10H10	C BUNTING GROUP SUPPLY CHAIN MANAGER
PRESENTATION PART A: • PARTNER IDENTIFICATION PROCESS	10H10 – 10H25	C BUNTING GROUP SUPPLY CHAIN MANAGER
PRESENTATION PART B: • TECHNICAL OVERVIEW OF FACILITIES	10H25 – 10H45	S MAGADLA CHIEF OPERATING OFFICER (ACTING)
QUESTIONS AND ANSWERS	10H45 – 11H15	S MAGADLA CHIEF OPERATING OFFICER (ACTING)
GENERAL & CLOSURE	11H15 – 11H30	ALL

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"> • PetroSA Gas Resources, • FA Platform, • GTL-Refinery and • Tank Farm 	20
State Owned Oil and Gas Entities from oil and gas producing nations OR 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 conditional Project Funding Letter . This could take the form of a Letter of interest , or Credit Guarantee , or Term sheet 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**
3. No late proposals will be considered
4. All procurement queries on the RFP may be directed to **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** 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.

PRESENTATION PART B: TECHNICAL OVERVIEW OF FACILITIES



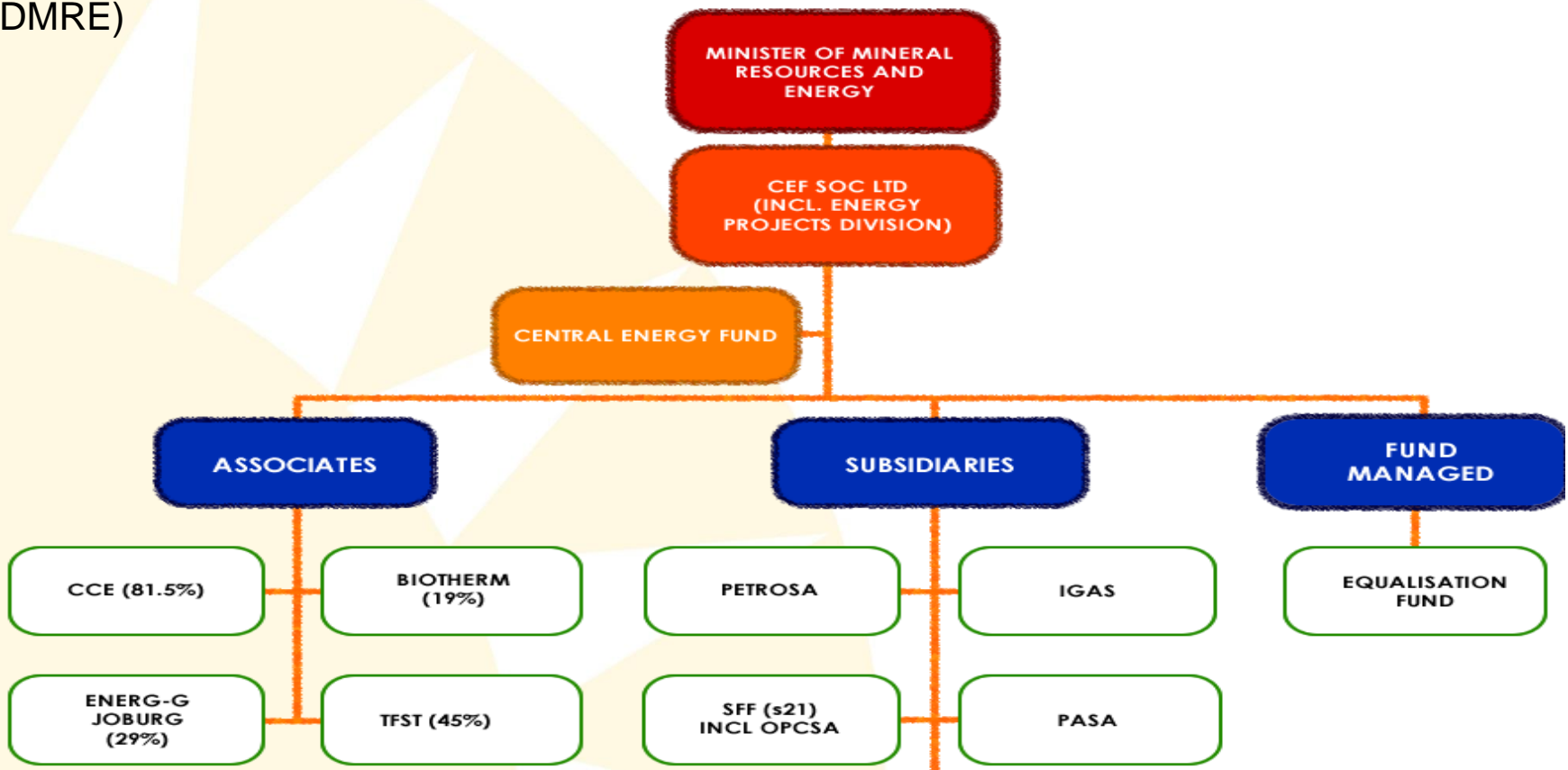
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BACKGROUND / COMPANY OVERVIEW

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)

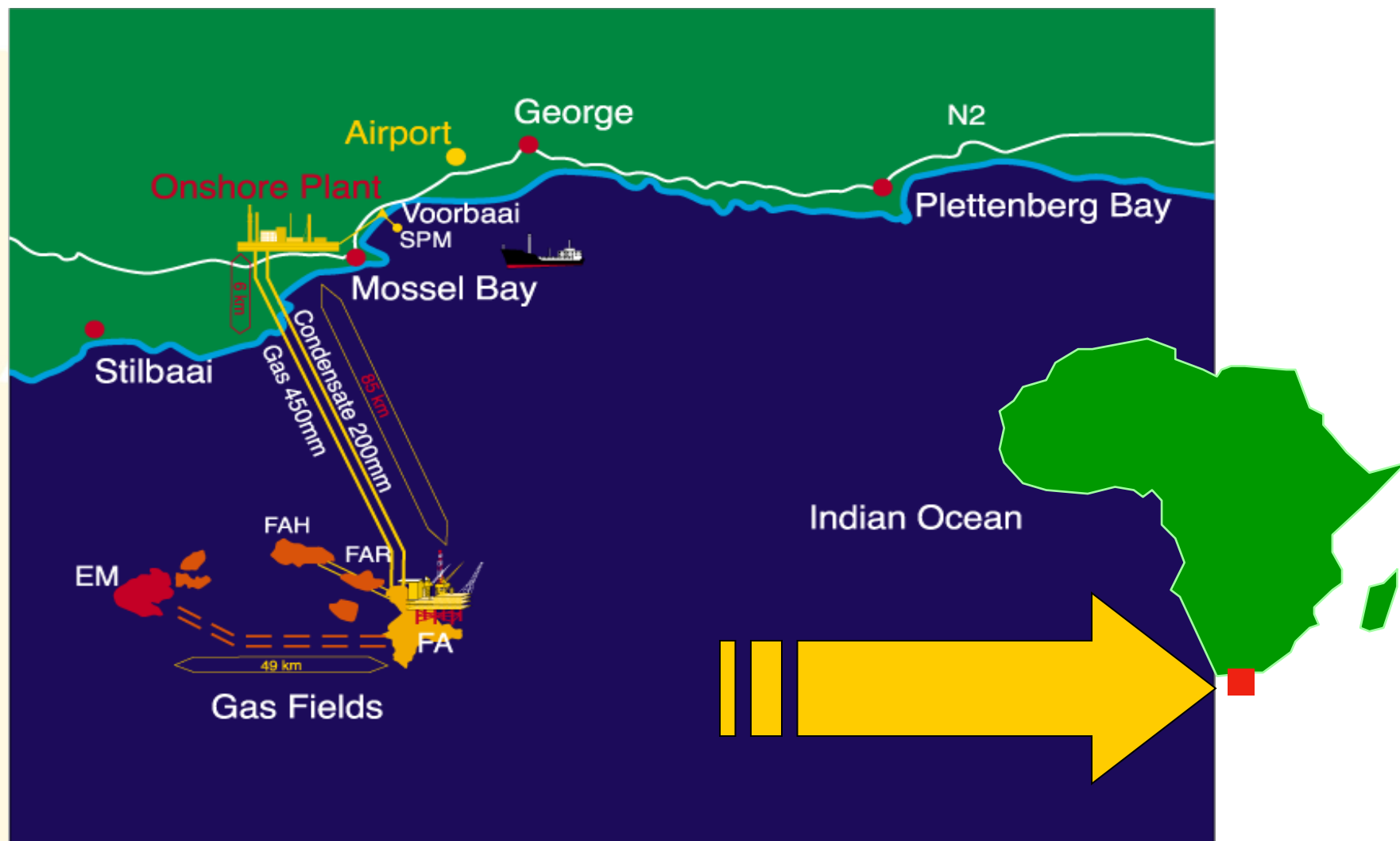




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PetroSA's GTL ACTIVITIES

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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



SUBSEA



DESALINATION PLANT & WOLWEDANS DAM



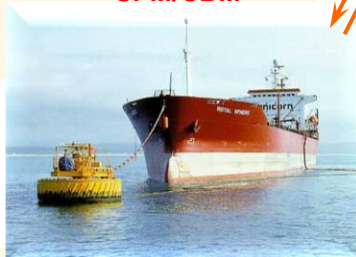
U51TANK FARM- GAS&LIQUIDS



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
Case 1: LNG feedstock	Feedstock of 210 kNm ³ /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
Case 2: Luiperd Block 11b/12b feedstock	Feedstock of 234 kNm ³ /h Luiperd Gas 20kbpd unstabilised and imported feedstock	2027-2038
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	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
Case 4: Liquid FEED 46000 bpd (Enhanced Condensate Project)	Revamp of the existing GTL refinery to enable processing of imported condensate / light crude 46kbpd liquid feed No processing of landed gas Upgrade of Marine Loading facility to enable offloading of Suezmax tankers	2025-2045
Case 5: 200000 bpd refinery nameplate capacity to process liquid feedstock (Crude)	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
Case 6: 12 000 bpd production	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.

QUESTIONS AND ANSWER SESSION

PetroSA's story

....under the African Tree

