

**Clarification Question 1**

**Date: 24 March 2026**

**For the Appointment of a Private Sector Partner in the Richards Bay Dry Bulk Terminal (RBDBT)**

**Tender number: TCC/2026/02/0001/113395/RFQ**



<b>Question</b>	<b>Response</b>
1. Can bidders submit multiple rounds of clarification requests as long as they are received before the formal deadline 12h00 (CAT) Pretoria on 31 July 2026?	Yes. Respondents may submit clarification requests at any time prior to the clarification deadline.  Transnet reserves the right, in its sole discretion, to:  respond to, consolidate, or disregard clarification requests; and  determine the timing, manner, and extent of any responses issued to the market.

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<p>2. Can a bidder change the consortium member after the RFQ submission?</p>	<p>The composition of the Respondent, including consortium members, as submitted at RFQ stage shall form the basis of evaluation and shall be binding for purposes of qualification and progression to any subsequent stage of the procurement process. Respondents may participate as a single entity or as a consortium. Where a consortium structure is proposed, the Respondent is required at RFQ stage to clearly define:</p> <ul style="list-style-type: none"><li>• the identity of each consortium member;</li><li>• the designated lead member; and</li><li>• the roles, responsibilities, and specific contributions of each member.</li></ul> <p>This consortium structure forms a material basis of the RFQ evaluation, and each member is assessed in relation to the capability it contributes towards satisfying the applicable qualification criteria. Accordingly:</p> <ul style="list-style-type: none"><li>• the lead member may not be changed, substituted, or removed under any circumstances; and</li><li>• no consortium member whose experience, credentials, or capacity was relied upon for purposes of qualification at RFQ stage may be substituted or removed.</li></ul> <p>Changes to consortium composition after RFQ submission will generally not be permitted, and will only be considered in exceptional circumstances, subject to</p>
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	<p>the prior written approval of Transnet, which shall be granted in its sole discretion.</p> <p>Any such request must demonstrate, to Transnet's satisfaction, that:</p> <ul style="list-style-type: none"><li>• the Respondent, as reconstituted, continues to meet all RFQ qualification criteria on the same basis as originally evaluated;</li><li>• the proposed change does not enhance, substitute, or otherwise alter the qualifications originally submitted;</li><li>• the proposed new member(s), if any, meet all applicable RFQ requirements and are not prohibited from participating; and</li><li>• full supporting documentation is provided to enable Transnet to assess the impact of such change.</li></ul> <p>Under no circumstances shall:</p> <ul style="list-style-type: none"><li>• two or more Respondents combine post-RFQ to form a single consortium; or</li><li>• any consortium member participate, directly or indirectly, in more than one Respondent.</li></ul> <p>Transnet reserves the right to:</p> <ul style="list-style-type: none"><li>• approve or reject any proposed change in its sole discretion;</li><li>• impose conditions on any such approval; and</li><li>• disqualify any Respondent where:<ul style="list-style-type: none"><li>○ changes are made without prior approval; or</li></ul></li></ul>
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	<ul style="list-style-type: none"><li>○ the Respondent, as reconstituted, no longer meets the RFQ requirements; or</li><li>○ the integrity, fairness, or transparency of the procurement process is, in Transnet’s view, compromised</li></ul>
<p>3. What are the respective roles and differentiating features of RBDBT and RBMPT? Is there any direct competition between the two terminals?</p>	<p>The Richards Bay Dry Bulk Terminal (RBDBT) is an established mixed bulk terminal focused primarily on chrome and magnetite exports, with ancillary import capability. This is conveyor belt operations therefor geared for larger parcel sizes</p> <p>The Richards Bay Multi Purpose Terminal (RBMPT) operates separately within the Port of Richards Bay and uses skip operations for smaller dry bulk parcel sizes and primarily handles coal and Neo bulk/general cargo.</p> <p>The RBDBT PSP is structured to develop and expand capacity within the chrome and magnetite value chains.</p>

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<p>4. Can a bidder change from an individual entity to a consortium after the RFQ submission?</p>	<p>The composition of the Respondent, including consortium members, as submitted at RFQ stage shall form the basis of evaluation and shall be binding for purposes of qualification and progression to any subsequent stage of the procurement process. Respondents may participate as a single entity or as a consortium. Where a consortium structure is proposed, the Respondent is required at RFQ stage to clearly define:</p> <ul style="list-style-type: none"><li>• the identity of each consortium member;</li><li>• the designated lead member; and</li><li>• the roles, responsibilities, and specific contributions of each member.</li></ul> <p>This consortium structure forms a material basis of the RFQ evaluation, and each member is assessed in relation to the capability it contributes towards satisfying the applicable qualification criteria. Accordingly:</p> <ul style="list-style-type: none"><li>• the lead member may not be changed, substituted, or removed under any circumstances; and</li><li>• no consortium member whose experience, credentials, or capacity was relied upon for purposes of qualification at RFQ stage may be substituted or removed.</li></ul> <p>Changes to consortium composition after RFQ submission will generally not be permitted, and will only be considered in exceptional circumstances, subject to</p>
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	<p>the prior written approval of Transnet, which shall be granted in its sole discretion.</p> <p>Any such request must demonstrate, to Transnet's satisfaction, that:</p> <ul style="list-style-type: none"><li>• the Respondent, as reconstituted, continues to meet all RFQ qualification criteria on the same basis as originally evaluated;</li><li>• the proposed change does not enhance, substitute, or otherwise alter the qualifications originally submitted;</li><li>• the proposed new member(s), if any, meet all applicable RFQ requirements and are not prohibited from participating; and</li><li>• full supporting documentation is provided to enable Transnet to assess the impact of such change.</li></ul> <p>Under no circumstances shall:</p> <ul style="list-style-type: none"><li>• two or more Respondents combine post-RFQ to form a single consortium; or</li><li>• any consortium member participate, directly or indirectly, in more than one Respondent.</li></ul> <p>Transnet reserves the right to:</p> <ul style="list-style-type: none"><li>• approve or reject any proposed change in its sole discretion;</li><li>• impose conditions on any such approval; and</li><li>• disqualify any Respondent where:<ul style="list-style-type: none"><li>○ changes are made without prior approval; or</li></ul></li></ul>
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	<ul style="list-style-type: none"><li>○ the Respondent, as reconstituted, no longer meets the RFQ requirements; or</li><li>○ the integrity, fairness, or transparency of the procurement process is, in Transnet's view, compromised</li></ul>
5. Will Transnet offer a minimum annual volume guarantee to the SPV?	No. The intent of PSP transaction is for the private partner to attract volume from the market
6. Are there any restrictions on the types of commodities that RBDBT can handle?	Operations shall be conducted in accordance with: <ul style="list-style-type: none"><li>● the applicable terminal operator licence;</li><li>● all regulatory approvals;</li></ul> The terminal is primarily configured for dry bulk commodities, including chrome and magnetite. Any expansion to additional commodities shall be subject to: <ul style="list-style-type: none"><li>● regulatory compliance; and</li><li>● technical feasibility.</li></ul>
7. SECTION 4, 4.4. For the Criterion C1 (CSI Experience), must the two previous ZAR 10 million projects have been implemented in South Africa, or do international community (not in South Africa) upliftment projects qualify?	Not restricted to South Africa

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<p>8. Could you provide an estimate of the cargo volume currently diverted to Maputo that would originally be handled by RDBBT.</p>	<p>Based on available market data, approximately 54% of magnetite exports; and approximately 49% of chrome exports are currently handled through Maputo.</p> <p>Such figures are indicative only and provided for information purposes. Transnet makes no representation or warranty as to their accuracy or future trends.</p>
<p>9. Can the proposed ownership percentages in the bidder consortium be changed after RFQ submission?</p>	<p>Ownership structures submitted at RFQ stage shall remain binding for evaluation purposes.</p> <p>Notwithstanding the above, the transaction is subject to regulatory requirements, including the Section 65 licence framework, which requires Transnet Port Terminals (TPT) to retain majority ownership (<math>\geq 50\%</math> + 1 share) in the SPV.</p>
<p>10. What is the anticipated concession /sub-licensing period to the SPV?</p>	<p>The anticipated sub-licensing period is approximately 25 years.</p> <p>This is indicative only and subject to finalisation during the RFP stage and subsequent approvals</p>
<p>11. For Option 2 (Hybrid/Miner Model), the terminal operator must be "embedded within the consortium" but is not required to be the lead. Is there a minimum equity stake required for the technical partner in this scenario?</p>	<p>No minimum equity stake is prescribed at RFQ stage</p>

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<p>12. The RFQ requires a Letter of Interest (LOI) or evidence of capital for at least ZAR 5.2B. Can this be satisfied by a combination of letters from multiple financiers, or must it be a single letter?</p>	<p>Yes. Respondents may submit multiple letters of support or funding evidence.</p> <p>Such evidence must:</p> <p>collectively meet or exceed the ZAR 5.2 billion requirement;</p> <p>Transnet reserves the right to verify all submitted information.</p>
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