

	Request for Information (RFI)	Document Identifier	240-72663051	Rev	2
		Effective Date	14 March 2025		
		Review Date	March 2030		
		RFI Number	E3411GXNCOU		

PART A REQUEST FOR INFORMATION (RFI)			
Description of the works/goods/services	Establishment and operations of an Agricultural Hub at various Eskom Power Stations in the Mpumalanga region		
Deadline for submission	17 September 2026	At (South African Standard Time)	10h00 SAST
Tender Office address	Tenders are uploaded via Eskom Tender bulletin site on the Eskom E- tendering page.		
RFI are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time. <i>Please note it is the responsibility of the supplier to ensure that RFI submission is submitted before the closing date and time</i>	https://eTendering.eskom.co.za Use the above link and follow instructions of the E-tendering Help Manual for Suppliers issued with this tender. Note: The proposal shall be submitted in English Language, and all correspondence would be in the same language.		
Electronic Submission of RFI	The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E- tendering page. All documents need to be submitted in a PDF and Excel format (The limit is 50MB per file and total submission of 900MB per submissions). No Zip/condense files can be uploaded No hard copy will be accepted If for some reason you resubmit your RFI, then the latest version of the RFI submitted will only be accepted and all previous submission/s will be null and void. Please ensure that the submission status is indicated as complete. Supplier Help Manual guide and video can be found on Eskom E-Tendering page		

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E-tendering Help Manual for supplier	Supplier Help Manual guide and video can be found on Eskom E-Tendering page
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Eskom Holdings SOC Ltd (“Eskom”) invites you to submit a:

- **Request for information (RFI)** for the services as stated in the table. This RFI is a stand-alone information-gathering and market-testing exercise, intended only to inform and assist Eskom’s further deliberation of a strategy for the establishment and operations of an Agricultural Hub at various Eskom Power Stations in the Mpumalanga region. Eskom may request indicative prices if so, stated in this RFI.

Eskom has delegated the responsibility for this **RFI** to the signatory of this document, whose details can be found below.

We look forward to receipt of your response.

Yours faithfully

Name	Designation	Signature	Date
Martin Ndwammbi	Senior Advisor Procurement		24.08.2026
Telephone number	+27 11 800 5234	Fax and/or e-mail address	NndwamTM@eskom.co.za

1. INTRODUCTION

Like many countries, South Africa is grappling with the energy trilemma, with our challenges exacerbated by local context. The Just Energy Transition (JET) Strategy seeks to balance the three elements of the energy trilemma (Energy Security, Sustainability, and Affordability) while providing a second life to power stations for continued economic stability. Eskom’s Just Energy Transition (JET) strategy is focused on resolving all components of the energy trilemma, by delivering on the 5 Es: Energy, Economy, Employment, Equity, and Environment and has been developed as part of its broader corporate strategy to address the driving forces behind energy transition, such as climate change.

The shutdown of a power station has serious negative financial and economic impact to communities living close by if not managed appropriately, and at the same time presents opportunities to reduce our carbon footprint, create jobs and support economic growth and development. Starting with Mpumalanga’s oldest plants (i.e., Camden, Grootvlei, Hendrina, Kriel and Arnot), Eskom’s JET strategy aims to:

- **Repower** coal plants by leveraging existing infrastructure to build new generation capacity including solar, wind, gas, and synchronous condensers technologies etc.
- **Repurpose** coal plants into new centres of economic activity including training centres, water treatment plant facilities, manufacturing plants, microgrid assembly, modern farms etc.

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- **Unlock transmission and distribution capacity** by investing in sub-stations and transformers in a province where solar resources are high by global standards, and
- **Ensure a Just Transition for local communities** through the repurposing and repowering activities that will retain economic activity, creating jobs and new economic activities to help mitigate against the impacts brought about by the shutdown of coal fired plants.

In anticipation of eventual shut down of the power stations, the approved Eskom Just Energy Transition (JET) strategy calls for decoupling of the repurposing and repowering initiatives from the shutdown schedule. This decoupling allows for the commencement of JET initiatives while the station is operational. The intention is to diversify economic activities around the various power stations earmarked for closure by 2030 and create high-quality jobs for affected community members. Agriculture has been identified, through socio economic impact assessment studies, as a key JET initiative to achieving the JET objectives, given that the agricultural sector is a vital stimulator and key economic pillar for growth, job creation and rural development in the Mpumalanga region.

As part of implementing, it's Just Energy Transition (JET) strategy, Eskom's objective, through this RFI, is to test the market's interest in the establishment and operation of an Agricultural Hub at various Eskom Power Stations plants (i.e., Camden, Grootvlei, Hendrina, Kriel and Arnot) within the Mpumalanga region, and to understand the costs and circumstances under which market players would be willing to do so.

2. REQUEST FOR INFORMATION

The intent of this RFI is strictly an information-gathering and market-testing exercise only.

Respondents are requested to submit supplementary information which they may deem relevant to the information requested. The intention of this RFI is to encourage the provision of relevant information and obtain feedback from all potential respondents regarding the establishment and operation of an Agricultural Hub at various Eskom Power Stations (i.e., Camden, Grootvlei, Hendrina, Kriel and Arnot) in the Mpumalanga region.

Respondents are to provide inputs/information related to the information requested in PART B of this RFI.

3. SUBMISSION GUIDELINES

3.1 RFI Timelines

The expected timelines for the RFI process is provided below:

Action	Due Date
Issue RFI documentation to the market	24 August 2026
Closing date for submission of RFI	17 September 2026

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3.2 Important notes

- i) Due to the specific need that this RFI process must fulfill, Eskom wishes to clarify that this invitation is not intended to impede, amend or replace any current or future procurement process that Eskom has engaged in or will engage in.
- ii) Eskom reserves the right, in its absolute discretion, at any stage and without notice, to terminate further participation in the process by any party, to select or disqualify any interested participant from further engagement, to amend and/or terminate this RFI process or any future process pursuant to this process.
- iii) This RFI is a stand-alone information gathering and market testing exercise, to scan for potential market players in the agricultural sector.
- iv) Any and/or all information submitted by any and/or all respondents may be used without the necessity of acknowledging the source, and without such entity gaining any rights in respect of such a solution, including but not limited to any intellectual property rights.
- v) Any information provided pursuant to this RFI process, and any subsequent processes and/or engagement is not confidential. Through making a submission a respondent accepts the terms and conditions which govern this process.
- vi) Participation in this RFI process is voluntary. Eskom will not cover any costs incurred in the preparation of responses
- vii) All participants responding to this RFI process need to ensure that they have received all information and remain solely responsible for satisfying themselves with the information required in responding to Eskom.
- viii) Based on the response and the suitability of the initiatives submitted/proposed Eskom will use the list of the response for confined sourcing market.
- ix) Please note that this enquiry is not a Request for Quotation/Proposal but a Request for information only and therefore non-committal and does not constitute a guarantee of business, or an agreement to negotiate a binding agreement. Submissions will undergo a comprehensive review process. Shortlisted eligible respondents may be further invited to submit their detailed Request for Proposals. Eskom reserves the right not to proceed with any further engagements on the requirements presented.

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PART B RESPONSE SHEET IN TERMS OF A REQUEST FOR REQUEST FOR INFORMATION To be completed by the supplier			
To	Eskom Holdings SOC Ltd	Date	
Attention			
Tel no		Fax no and /or e-mail address	
From		Address	
Address			
Sender			
Description of the works/goods/services			

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Please find below our response to Eskom's questions:

No.	Question	Please indicate your response in this column
Company Information		
1.	1.1. Please provide your name and contact details. 1.2. Please provide a company registration certificate 1.3. Please provide a valid Broad-Based Black Economic Empowerment (B-BBEE) certificate 1.4. Please provide details of relevant accreditations, certifications and memberships you hold relating to agriculture, horticulture, food safety, quality, environmental management, occupational health and safety, and training 1.5. Please indicate the number of years that you have been operating in the agricultural/horticultural sector 1.6. Please provide company history and previous experience in establishing, financing, operating and managing Agricultural Hubs and/or Horticultural enterprises. 1.7 Please provide details of experience in climate-smart, resource-efficient, technology-enabled and/or sustainable agricultural production. 1.8 Please provide details of experience in agricultural training, farmer development, agripreneurship, enterprise development and/or business incubation. 1.9. What has been your company's annual turnover over the past 5 years?	

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	1.10. Do your company sales to any single customer represent more than 50% of your company's total annual turnover? 1.11. What estimated size (ZAR) of performance guarantee can your company currently secure? 1.12. Which industries/sectors do you sell your produce to? 1.13. Do you currently have secured off-takers for all produce produced in your operations? 1.14. Where are your current Horticulture/Agriculture facilities located within South Africa? 1.15. Please provide your company's annual volume of horticultural crops produced, harvested and/or packed for each of the past five years, indicating the crop type, quantity, unit of measurement, and production system used.	
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Process/Technology and Operations Overview

2.	2.1. Please indicate the agricultural production system(s) and associated technologies used in your operation, which may include, but are not limited to greenhouse/horticulture; hydroponics; open-field production; seed production; agro-processing; aquaculture; and/or other agricultural activities etc. 2.2. What is your current facilities footprint in hectares (ha) and total land area requirement including storage/packhouses etc.? 2.3. What type of crops does your facility produce? 2.4. What is the expected composition and yields of crops from your current operations? 2.5. What are the risks associated with Agricultural operations? And what risk management mitigations do you have in place? 2.6. What is the typical electricity demand for your agricultural/horticultural operations? Please provide	
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	indicative loads associated with equipment in your operations. 2.7. What is the thermal energy and/or heating requirements of your agricultural operations, including greenhouse heating, hot water, drying, processing or other thermal applications? 2.8. Would you consider incorporating renewable energy, battery energy storage or other energy-efficiency measures into your operations? 2.9. Are you able to provide a tour of your facility if required?	
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Life Cycle Costing Considerations

3.	3.1. What are the associated CAPEX costs with regards to establishing an Agricultural Hub that integrates different types of production systems and associated technologies/infrastructure? Please provide a high-level cost breakdown [Indicative Pricing] 3.2. What are the anticipated associated OPEX costs (i.e., maintenance, operational, consumables and utility costs) for operating an agricultural hub. Please provide a high-level cost breakdown [indicative pricing] 3.3. What is the average economic/useful life of an agricultural hub? 3.4. What are the transportation infrastructure requirements for delivering and transporting produce? Please provide a high-level cost breakdown [indicative pricing] 3.5. What is your average unit price for selling each of the crops produced, and how do your prices compare to market prices? Please provide indicative pricing for each product [indicative pricing] 3.6. Would the respondent be willing to establish and operate an agricultural enterprise on Eskom-owned	
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	land under a long-term lease? And what minimum tenure period would be required to justify capital investment of establishment?	
Socio-Economic Benefit (Job Creation, Training and Community Development)		
4.	4.1. How many full-time equivalent (FTE) jobs does a fully operational Agricultural hub create on average, what type of skills are usually employed? 4.2. Please indicate the percentage of FTE jobs that could potentially be filled by local community members. 4.3. Please provide an indicative cost per job created. Note: [FTE=2080 hours per year, based on a 260 working day year] 4.4 Please provide details of experience in agricultural training, farmer development, agripreneurship, enterprise development and/or business incubation and mentorship. Support this by providing brief overview of your training programme design/model and 4.5 Please provide an indicative pricing of your agricultural training programmes. 4.6 Are your training programmes accredited with any accreditation body/authority (e.g. AgriSETA and SAQA etc.)? Please provide proof of accreditation 4.7 How would successful completion and skills transfer be demonstrated and measured? 4.8 Please provide SHERQ requirements for your training programme, and any other requirements and information that is important.	
Certifications, Permitting and Regulatory Approvals		
5.	5.1. What licenses/permits, and environmental assessments/authorizations are required for the establishment and operation of the facility? Please	

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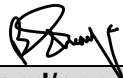
	provide evidence of current permits and licenses in your possession for your operations. 5.2. What are the timelines for obtaining these permits from the local relevant authorities? Please provide high level schedule 5.3. What are the costs associated with obtaining these permits? Please provide a high-level cost breakdown [indicative pricing] 5.4. Are your current operations Global G.A.B certified? Please provide proof of certification	
Site Establishment, Construction and Logistics Management		
6.	6.1. How long does the establishment of an integrated Agricultural hub usually take? Please provide high level integrated schedule inclusive of development and construction phases 6.2. Any long lead items that can potentially affect the construction timelines? Please list long lead items/equipment and average timelines for each. 6.3. Which agricultural equipment/technology can be sourced locally, and which require to be imported? 6.4. Would you be interested in establishing and operating a commercial agricultural enterprise on Eskom-owned land at one or more of the identified power-station sites? Please describe the type of agricultural enterprise that you would propose establishing at the identified Eskom site(s).	

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Yours faithfully

Name	Designation	Signature	Date
Brendah Shange	Middle Manager Procurement		24.08.2026
Telephone number	+27 11 800 5948	Fax and/or e-mail address	ShangeB@eskom.co.za

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