

REF: REQUEST FOR QUOTATIONS [RFQ] No TNPA/2026/03/0653/3757/RFP

DESCRIPTION:

APPOINTMENT OF A PROFESSIONAL SERVICE PROVIDER TO PROVIDE INDEPENDENT FINANCIAL ADVISORY SERVICES TO SUPPORT THE TRANSNET NATIONAL PORTS AUTHORITY (TNPA) CORPORATISATION PROCESS FOR A PERIOD OF TWELVE (12) MONTHS

NON-COMPULSORY BRIEFING SESSION

PART 2 OF QUESTIONS AND ANSWERS

DATE: 29 APRIL 2026

LAST UPDATED: 12/05/2026

During Briefing Session		
No.	Question	Answer
Post Briefing Session		
1.	Please provide the TNPA division financial statements?	TNPA currently operates as a division of Transnet SOC Ltd (Transnet) and not as a separate incorporated legal entity. Accordingly, standalone Annual Financial Statements for TNPA are not published. TNPA's financial information is incorporated into the consolidated financial statements of Transnet, which are published and can be accessed on the following link https://www.transnet.net/getFile.ashx?id=6092 .
2.	Was there any other work done before the IFA mandate since the corporatisation was announced in 2022?	Following the announcement of the corporatisation process, no work was undertaken specifically relating to the scope of work covered under this RFP.
3.	Who will be the shareholder in the post-corporatised TNPA – DoT?	Section 3 of the National Ports Act, 2005 (Act No. 12 of 2005) (Ports Act) provides for the incorporation of TNPA as a subsidiary of Transnet, with Transnet as the sole shareholder. Section 4 further provides for the conversion of TNPA into a standalone public company, with the State's shareholding rights to be exercised by the Shareholding Ministry. Accordingly, the shareholder structure will depend on the form ultimately adopted through the corporatisation process.

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No.	Question	Answer
4.	Will there be any other advisors on the mandate such as legal for regulatory review, Companies Act, SHA drafting and technical assets valuation for example? Regardless, we will assume that they are in the methodology.	The appointed service provider will only be required to execute the services expressly set out in the scope of services. Any additional advisory services, including legal, technical asset valuation-related work not specifically included in the scope of services, fall outside the mandate of the IFA will be addressed separately by TNPA.
5.	Have all CIPC formalities been done, are in the process of being complied with?	TNPA is currently in the process of finalising the various requirements necessary for its incorporation. The relevant processes, including applicable compliance and regulatory processes, are being undertaken concurrently.
6.	Please confirm that the mandate ends when the lenders have agreed on the debt facilities and structure, and the stakeholders have approved the funding and buy-out as recommended. We will not be expected to implement the formalities of actually corporatising or reaching commercial and financial close?	The mandate is limited to the scope of work as defined in the RFP documentation. Should there be a requirement for additional services beyond the agreed scope, further engagements and the necessary procurement processes will be undertaken accordingly.
7.	The DPSA rates available online seems to not have been updated since 2020. Are there updated rates, or may we use rates we consider reasonable and assume TNPA will revert to negotiate if needed, should our bid pass the necessary scoring and evaluation up to this point?	The hourly rates of professional resources will be benchmarked against the standard Department of Public Service and Administration (DPSA) rates for consultants, for cost savings purposes. Where bidders proposed rates are in excess of the DPSA rates, negotiation will be undertaken.
8.	We accordingly request that the closing date be extended by no fewer than ten working days, to a revised closing date of 27 May 2026 or such later date as Transnet considers appropriate.	The closing date for submission of proposals has been extended to 22 May 2026 at 12:00.
9.	Instead of reference letters for the company experience, can we include details of the	The submission of client reference letters remains a mandatory requirement in terms of the evaluation criteria. Bidders will be evaluated based on the reference

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	transaction and contact details of the client for reference?	letters submitted. Failure to submit the required client reference letters will result in a score of zero for the relevant criterion, in line with the evaluation criteria.
10.	If one has a pending South African Qualifications Authority (SAQA) application, is that sufficient? The process to getting SAQA approval takes a long time.	The submission of a certificate of evaluation issued by SAQA remains a mandatory requirement in terms of the evaluation criteria. Failure to submit the required SAQA certificate will result in a score of zero for the relevant criterion, in line with the evaluation criteria.
11.	Is the tender intended for large investment banks only or corporate firms can also respond?	The RFP is not limited to investment banks. It is open to all prospective bidders that possess the requisite skills, experience and competencies to execute the scope of work.
12.	Please confirm if all parties/ entities included in the tender are required to submit the FSCA Licenses.	Yes.
NB: Please check the etender portals regularly for any updates.		