

TRANSNET SOC LTD

ACTING THROUGH ITS OPERATING DIVISION

TRANSNET NATIONAL PORTS AUTHORITY

("TNPA")

REQUEST FOR PROPOSAL FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO FINANCE, OPERATE, MAINTAIN, REFURBISH, AND/OR CONSTRUCT AND TRANSFER A LIQUID BULK TERMINAL INCLUDING BUNKERING AND RELATED SERVICES FOR A TWENTY-FIVE (25) YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN LIQUID BULK PRECINCT.

REFERENCE NUMBER	: TNPA/2025/10/0002/108333/RFP
ISSUE OF RFP	: 04 May 2026
NON-COMPULSORY BRIEFING	: 19 May 2026
BID SUBMISSION DATE	: 11 September 2026
CLOSING TIME	: 16:00 CAT
BID VALIDITY PERIOD	: 365 CALENDAR DAYS FROM THE BID SUBMISSION DATE

Note to the bidders:

Bidders are advised to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues that they may encounter due to their internet speed, bandwidth, or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30 MB per upload, and multiple uploads are permitted.

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1. DISCLAIMER

- 1.1.** The Request for Proposals ("RFP") (which request shall include all other information, written or oral, made available during the RFP process) is being made available by the Transnet National Ports Authority, an operating division of Transnet SOC Ltd with registration number

1990/000900/30 ("TNPA") to select a Preferred Bidder with whom TNPA may conclude a Terminal Operator Agreement.

- 1.2.** This RFP documentation is provided for the purposes set out in this disclaimer section and is not intended to form any part or basis of any investment decision by the Bidders. The recipient should not consider this documentation as an investment recommendation by TNPA or any of its Transaction Advisors. Each person to whom this documentation (and other later or related documents) is made available or who accesses it, must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary. Neither the receipt of this document or any related document by any person, nor any information contained in the documents or distributed with them, nor previously or subsequently communicated to any Bidder or its advisor, is to be taken as constituting the giving of investment advice by TNPA or its Transaction Advisors.
- 1.3.** While all reasonable care has been taken in preparing this RFP document and other related documents, the information contained herein does not purport to be comprehensive or to have been verified by TNPA, any of its officers, employees, servants, agents, Transaction Advisors, or any other person. Should Bidders choose to verify the information contained in this RFP by conducting their own due diligence, the onus in this regard shall be with the Bidder to do so. Accordingly, neither TNPA nor any of its Transaction Advisors will accept any liability or responsibility for the adequacy, accuracy, or completeness of any of the information or opinions stated herein.
- 1.4.** Save where expressly stipulated otherwise, no representation or warranty (whether expressed or implied) is or will be given by TNPA or any of its officers, employees, servants, agents, Transaction Advisors, or any other person with respect to the information or opinions contained in this RFP document. Furthermore, no representations or warranties are provided in relation to any Briefing Notes issued in relation to this RFP or with respect to the information or opinions contained in any document or on which any document is based.
- 1.5.** TNPA has developed a fair, equitable, transparent, competitive, and cost-effective RFP process for this Project. Bid Responses from Bidders will be evaluated against the qualification and evaluation criteria contained in this RFP document, including any Briefing Notes issued during the RFP process.
- 1.6.** TNPA reserves the right to amend, modify, withdraw, terminate, amend, and/or cancel this RFP or any of the procedures, procurement processes, or requirements detailed in this RFP document or any part of it at any time after the issue thereof. TNPA shall be entitled to exercise

this right without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal, or termination.

- 1.7. The terms and conditions set out in this RFP regarding the content of prospective Bid Responses are stipulated to give effect to TNPA's prescribed legal obligation as contained in section 56(5) of the National Ports Act of 2005, "the Act" to follow a procedure that is fair, equitable, transparent, competitive, and cost effective.
- 1.8. Bidders are hereby advised that TNPA has the right in its sole and unfettered discretion not to accept any offer. In particular, please note that TNPA reserves the right to:
 - 1.8.1. modify the Project and request Bidders to re-bid on any such changes.
 - 1.8.2. reject any Bid Response that does not conform to the instructions and specifications which are detailed herein;
 - 1.8.3. disqualify Bid Responses submitted after the Bid Submission Date;
 - 1.8.4. not necessarily award the Project to the highest scoring Bid Response or an Alternative Bid Response, subject to the PPPFA;
 - 1.8.5. Withdraw the RFP at any stage prior to the award on good cause shown;
 - 1.8.6. award the Terminal Operator Agreement in connection with this RFP at any time after the RFP's closing date;
 - 1.8.7. award the Project and/or conclude the Terminal Operator Agreement for only a portion of the proposed services, which are reflected in the scope of this RFP;
 - 1.8.8. split the award of the Project between more than one Bidder, should it, at TNPA's discretion, be more advantageous in terms of, amongst others, developmental considerations;
 - 1.8.9. make no award of the Project and/or Tender; and
 - 1.8.10. should a contract be awarded on the strength of the information furnished by the Bidder, which after the Award, is proved to have been incorrect or misrepresented, TNPA reserves the right to cancel or withdraw the Award; and TNPA shall not be liable to the Bidders or the Preferred Bidder for any consequences, claims or costs arising from any of these actions.

1.8.11. TNPA shall not be liable to the Bidders or the preferred bidder for any consequences, claims, or costs arising from any of the actions

- 1.9.** If any Bidder or its constituent members, employees, advisors or agents makes or offers to make any gratuity to any public official or employee of TNPA or consultant to TNPA on the Project either directly or through an intermediary as an inducement or reward for appointing any Bidder as the Preferred Bidder or for showing or omitting to show favour or disfavour to any Bidder, its Members, the Contractors or their Lenders in relation to the Project, then such Bidder or its constituent member may be disqualified forthwith from participating in the Project and over and above the criminal consequences to be preferred against the bidder, be restricted from conducting business with TNPA and or Transnet in Future, over.
- 1.10.** Any difference in information between documents made available by TNPA to the Bidders during the RFP process with any earlier document shall, unless expressed to the contrary, be deemed to be a variation or modification of the earlier documents.

2. DEFINITIONS AND INTERPRETATION

In this RFP, except as otherwise defined herein, and except where the context requires otherwise, the following terms shall bear the following meanings:

- 2.1. "Actual Operations Commencement Date"** - the date to be determined by TNPA after consultation with the Preferred Bidder and the Incumbent Terminal Operator during the Transition Period as the actual date for the commencement of Operations
- 2.2. "Administrative Responsiveness"** - means compliance with the administrative requirements set out in (*Qualification Criteria 1: Administrative Responsiveness*) of Part II of this RFP;
- 2.3. "Advisors"** - any advisors to any Bidder, Member, Contractor, or any other participants in any Bid Responses (including legal advisors, financial advisors, and transaction advisors);
- 2.4. "Alternative Bid Response"** - has the meaning ascribed to it in Clause 20 of Part I (*General Requirements, Rules and Provisions*) of this RFP;
- 2.5. "Annexure" or "Annexures"** - any annexure or annexures attached to this RFP;
- 2.6. "Applicable Laws"** - means all local, provincial or national statutes, ordinances, regulations, by-laws, and all rules, directives, decrees, decisions, determinations, rulings, rules, judgments orders of any competent court or the Government and other instruments which have the force of law in the Republic of South Africa, from time to time, as well as the South African common law;
- 2.7. "BAFO"** - Means the Best and Final Offer;
- 2.8. "Berth"** - the berth or berths to which the Terminal is connected via pipelines used for the conveyance of liquid bulk Cargo to and from the Terminal as reflected in Annexure B (Terminal Layout). Berths are common-user berths, open to use by other liquid bulk terminal operators and shipping lines calling at such other operators' liquid bulk terminals.

- 2.9. "Bidder"** - Means any Company, Joint Venture, Consortium of Members, or Special Purpose Vehicle formed (whether incorporated or unincorporated) that submits a Bid Response;
- 2.10. "Bid Notice"** - the notice published by TNPA inviting potential Bidders to finance the RFP and submit Bid Responses thereto, which Notice is included in this RFP as a Bid Notice (Annexure A);
- 2.11. "Bid Response"** - any bid submitted by a Bidder in response to the invitation contained in this RFP;
- 2.12. "Bid Submission Date"** - the deadline for the submission of the Bid Responses to TNPA, which date and time is set out in this RFP or such later date and time as may be determined by TNPA in its discretion and communicated to Bidders by way of a Briefing Note;
- 2.13. "Bid Submission Period"** - the period commencing on the Bid Submission Date and continuing until the Terminal Operator Agreement comes into force and effect;
- 2.14. "Bid Submission Schedules"** - the Schedules of this RFP, that are to be completed by the Bidder and or its members and submitted with the Bid Response, contained in Annexure K of this RFP.
- 2.15. "Black People" or "Blacks"** - is a generic term defined in the B-BBEE Act to mean natural persons who are Africans, Coloureds, and Indians:
- ✓ who are citizens of the Republic of South Africa by birth or decent; or
 - ✓ who became citizens of the Republic of South Africa by naturalisation
 - ✓ before 27 April 1994; or
 - ✓ on or after and who would have been entitled to finance citizenship by naturalisation prior to that date;
- 2.16. "Black Ownership"** - the effective ownership of shares in a Bidder by Black People, which shall be determined with reference to the B-BBEE Codes

or Amended B-BBEE Codes and evidenced by way of a B-BBEE verification certificate;

- 2.17. **"Briefing Note"** - any document issued in writing by TNPA, prior to the Bid Submission Date, that amends or supplements this RFP in any way. These notes shall be consecutively numbered in the order in which they are issued;
- 2.18. **"Business Case"** - the business case to be developed in accordance with the Business Case Guidelines and submitted with each Bid Response as outlined in the Business Case Guidelines (Annexure CC);
- 2.19. **"Business Case Guidelines"** - the guidelines in accordance with which each Bidder must develop its Business Case (Annexure CC);
- 2.20. **"Business Day"** - any day other than a Saturday, Sunday, or gazetted National public holiday in the Republic of South Africa;
- 2.21. **"B-BBEE"** - Broad-Based Black Economic Empowerment; a South African legal requirement that requires all entities operating in the South African economy to contribute to empowerment and transformation;
- 2.22. **"B-BBEE Act"** - Broad-Based Black Economic Empowerment Act, 53 of 2003, as amended;
- 2.23. **"B-BBEE Codes"** - the amended B-BBEE Codes of Good Practice, published under Government Gazette No. 36928, on 10 October 2013, in terms of section 9(1) of the B-BBEE Act;
- 2.24. **"Cargo"** - means for the purpose of this RFP all Liquid Petroleum, and related products, including but not limited to various categories and grades of Marine Fuels (Heavy Fuel Oil, Marine Gas Oil, Marine Diesel Oil, Marine Fuel Oil, & Low Sulphur Fuel Oil), but excluding Liquefied Natural Gas (LNG), and Liquefied Petroleum Gas (LPG), Any reference in this document to "cargo" or "Cargos" includes Liquid Bulk Cargo as ascribed to in this definition;

- 2.25. "Change in Control"** - means any change whatsoever in Control (as defined in the Draft Terminal Operator Agreement), whether effected directly or indirectly;
- 2.26. "Companies Act"** - the Companies Act, 71 of 2008, as amended;
- 2.27. "Company"** - a Company incorporated in the Republic of South Africa in terms of the Companies Act;
- 2.28. "Competition Act"** - the Competition Act, 89 of 1998, as amended;
- 2.29. "Concession"** - the concession granted by TNPA to undertake the Project in terms of section 56 of the National Ports Act;
- 2.30. "Concession Fee"** - fees payable by the Terminal Operator to TNPA, in respect of the rights to undertake the Project as set out in clause 14;
- 2.31. "Concession Fee Offer"** - Offer made by a Bidder as part of its Bid Response;
- 2.32. "Concession Period"** - The twenty-five (25) year period comprising the Finance, Operate, Maintain, Refurbish, and/or Construct, and Transfer a Liquid Bulk Terminal handling, including but not limited to bunkering services to TNPA. During this period, the Terminal Operator is granted the right to undertake the Project in terms of the Terminal Operator Agreement;
- 2.33. "Consents"** - all consents, permits, clearances, authorisations, approvals, rulings, exemptions, registrations, filings, decisions, licenses, are required to be issued by or made with any Responsible Authority in terms of the Applicable Laws in connection with the Terminal Operator undertaking the Project, including Environmental Consents and Safety Consents;
- 2.34. "Consortium"** - a joint venture and or a special purpose vehicle comprising a number of Members constituted in accordance with a consortium or a joint venture agreement for the purpose of submitting a Bid Response, which will, if successful, incorporate a Project Company to undertake the Project;

- 2.35. "Constitution"** - the Constitution of the Republic of South Africa 1996, as amended from time to time;
- 2.36. "Constitutional Documents"** - the founding documents of a Company and all additional documents which set out the authority of such Company to act, including the certificate of incorporation and the articles/memorandum of incorporation;
- 2.37. "Construction" or "Construct"** - all work to be performed by the Terminal Operator under the Terminal Operator Agreement, which entails the detailed design, construction, installation, testing, and completion of the works;
- 2.38. "Contractors"** - all contractors appointed or to be appointed by the Terminal Operator, for purposes of undertaking a portion of the Project, for or on behalf of the Terminal Operator;
- 2.39. "Contributor Status Level"** - the B-BBEE contributor status level of the Bidder as determined by their compliance with the generic B-BBEE scorecard in terms of the Amended B-BBEE Codes.;
- 2.40. "Corporate Finance"** - debt funding sourced from and with recourse to either the Bidder, its Members or Guarantor, as appropriate, which may be raised against the Bidder's balance sheet or the balance sheet of its Members or Guarantor and made available to the Bidder for the financing of the Project including under the form of a shareholder loan, intercompany loan or other form of advance to the Bidder and as set out in the Corporate Financing Support Letter;
- 2.41. "Corporate Financing Support Letter"** - the letter that has to be provided by the Bidder, its Members or Shareholders as set out in Annexure Y;
- 2.42. "Current Terminal Equipment (Incumbent)"** - the movable assets, including equipment and machinery as well as above surface pipelines, pipeline manifolds and cargo storage tanks (whether affixed to the Project Site or not), which shall for the purposes of this project be deemed to be movable for the purposes of this Project, that are required in order to operate the Terminal;

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- 2.43. Current Terminal Infrastructure (Incumbent)** - means the land-based structures, including the bund walls, terminal buildings, sheds, workshops, substations, surfacing, and the internal network for the provision of water, lights, power, sewerage, and similar services within the Terminal boundaries.
- 2.44. "Debt"** - at any date, all amounts due and payable by the Terminal Operator that are outstanding under the Financing Agreements at that date (whether Corporate Finance or External Debt), excluding all cancellation or prepayment penalties or fees thereon, Shareholder Loans or interest thereon, and all default interest;
- 2.45. "DFFE"** - the Department of Forestry, Fisheries and the Environment of the Government of the Republic of South Africa or any successor Department designated by the Government of the Republic of South Africa from time to time;
- 2.46. "DOT"** - the Department of Transport of the Government of the Republic of South Africa or any successor Department designated by the Government of the Republic of South Africa from time to time;
- 2.47. "DPE"** - the Department of Public Enterprises of the Government of the Republic of South Africa or any successor Department designated by the Government of the Republic of South Africa from time to time;
- 2.48. "Draft Terminal Operator Agreement"** - the Draft Terminal Operator Agreement that is issued with this RFP, and Annexed hereto as Annexure Z (*Draft Terminal Operator Agreement*);
- 2.49. "DTIC"** - the Department of Trade, Industry, and Competition of the Government of the Republic of South Africa or any successor Department designated by the Government of the Republic of South Africa from time to time;
- 2.50. "Effective Date"** - has the meaning ascribed to this term in the Draft Terminal Operator Agreement;

- 2.51. **"EME"** - Exempted Micro-Enterprise, being an entity with an annual turnover of R10 (ten) million or less, in terms of the Amended B-BBEE Codes;
- 2.52. **"Equity"** - the entire issued share capital of, and Shareholder Loans to, the Terminal Operator;
- 2.53. **"Equity Funding"** - funding to be provided to the Project Company by its Shareholders either by way of share capital or Shareholder loans;
- 2.54. **"Essential Returnable Documents"** - the bid returnable documents set out in the Bid Response Form (Annexure K) of this RFP;
- 2.55. **"Evaluation Criteria"** - the evaluation criteria set out in Part III (*Evaluation Criteria*) of this RFP;
- 2.56. **"External Debt"** - any Debt, other than Corporate Finance, raised by the Terminal Operators from external sources;
- 2.57. **"Finance Direct Agreement" or "FDA"** - the direct agreement which may be entered into (or to be entered into) between TNPA, the Lenders, and the Terminal Operator in terms of the Terminal Operator Agreement;
- 2.58. **"Financial Close"** - has the same meaning as defined in the Terminal Operator Agreement;
- 2.59. **"Financing Agreements"** - has the same meaning as defined in the Terminal Operator Agreement;
- 2.60. **"Government"** - the Government of the Republic of South Africa and any of its departments, agencies or any other state-owned companies or entities that it manages, owns, or controls;
- 2.61. **"Guarantor"** - an entity that unconditionally guarantees the obligations of the Terminal Operator with regard to External Debt or Corporate Financing;
- 2.62. **"Handover Equipment"** - Terminal Equipment that may be handed over to the Preferred Bidder by the Incumbent Terminal Operator, after the purchase agreement between the two parties.

- 2.63. “Harbour Master”** - an employee of TNPA contemplated in terms of section 74(3) of the National Ports Act and who is, in respect of the port for which he or she is appointed, the final authority in respect of all matters relating to pilotage, navigation, navigational aids, dredging and all other matters relating to the movement of vessels within port limits;
- 2.64. “Highest Ranking Bidder”** - the Bidder who is awarded the most points after the completion of Part III (Evaluation Criteria) evaluation;
- 2.65. “Incumbent Terminal Operator”** - the entity that is currently undertaking Operations at the Terminal;
- 2.66. “Independent Certifier”** - has the meaning ascribed to it in the Draft Terminal Operator Agreement;
- 2.67. “Lead Member”** - the Member of a Consortium that (i) is authorised to represent the Consortium and submits a Bid Response on behalf of the Consortium, (ii) will become the majority Shareholder in the Project Company once the Project Company is established, and (iii) will be a key contractor;
- 2.68. “Lenders”** - the financiers to a Bidder in respect of the Project;
- 2.69. “Lenders Support Letter”** - the letter provided by Lenders to a Bidder confirming provisional availability of external funding in respect of such Bidder's Bid Response as set out in Annexure Y;
- 2.70. Liquid Bulk Terminals** - Terminals equipped to handle Cargo in liquid forms, such as crude oil and oil products.
- 2.71. “Mandatory Returnable Documents”** - the bid returnable documents set out in the Bid Response Form (Annexure K) of this RFP;
- 2.72. “Member”** - any legal entity and/or natural person that is a member of a Consortium and/or JV that will become a Shareholder of the Project Company once it is incorporated for this RFP.

- 2.73. "National Treasury"** - has the same meaning ascribed to it in the Public Finance Management Act, 1 of 1999;
- 2.74. "National Ports Act"** - the National Ports Act, 12 of 2005, as amended;
- 2.75. "NERSA"** - The National Energy Regulator of South Africa was established in terms of the National Energy Regulator Act, 40 of 2004;
- 2.76. "NEMA"** - the National Environmental Management Act, 107 of 1998, as amended;
- 2.77. "NDP"** - National Development Plan 2030 issued by the Government in 2013, aimed at, *inter alia*, addressing unemployment, reducing inequality and poverty in a strategy that is principally reliant on creating a significant increase in the number of new jobs in the economy by the year 2030, mainly in the private sector;
- 2.78. "Occupational Health and Safety Act"** - The Occupational Health and Safety Act, 85 of 1993, as amended;
- 2.79. "Operating Rights"** - Operating Rights as defined in Annexure Z (*Draft Terminal Operator Agreement*);
- 2.80. "Operation and Maintenance"** - the activities and obligations of the Terminal Operator to operate and maintain the Terminal as set out in the Draft Terminal Operator Agreement in Annexure Z (*Draft Terminal Operator Agreement*) of this RFP;
- 2.81. "Petroleum Pipelines Act"** - the Petroleum Pipelines Act, 60 of 2003 as amended;
- 2.82. "Port Infrastructure"** - the basic common use structures of the Port, including the Berth, breakwaters, seawalls, channels, basins, quay walls, roads, and infrastructure used for the provision of water, lights, power, sewage, and similar services;
- 2.83. "Port"** - the Port of Cape Town, which has been determined as such in terms of the National Ports Act and which is situated in Cape Town in the Western Cape province of South Africa;

- 2.84. "Ports Regulator"** - the Ports Regulator of South Africa, the independent ports regulatory body established in terms of section 29 of the National Ports Act;
- 2.85. "Port Rules"** - the rules made in terms of section 80(2) of the National Ports Act;
- 2.86. "Port Users"** - any Person, other than the Terminal Operator, organisation, and/or agency utilising the Terminal and/or conducting business within the Port limits, including shipping lines, vessel agents, licensed operators, operators of other terminals in the Port, contractors, and any contractor and/or any third parties authorised to conduct business on behalf of any Port User;
- 2.87. "Preferred Bidder"** - a Bidder, which shall comprise a successful bidder that meets the requirements of the RFP.
- 2.88. "Preferred Bidder Guarantee"** - the guarantee to be provided by the Preferred Bidder to TNPA in terms of Clause 35.1 (Preferred Bid Guarantee) of Part I (General Requirements, Rules, and Provisions) of this RFP, in the form and content attached as Annex I to this RFP;
- 2.89. "Preliminary Design"** - Preliminary design of the Terminal plan layout of the full site arrangement as outlined in part II of this RFP;
- 2.90. "Project"** - means financing, operating, maintaining, refurbishing, and/or constructing and transferring a Terminal at the Port to provide the services as detailed in this RFP.
- 2.91. "Project Company"** - a special purpose company that Members of a Consortium and or Special Purpose Vehicle appointed as the Preferred Bidder must incorporate and use as the vehicle to undertake the Project, and with whom the TNPA will conclude the Terminal Operator Agreement;
- 2.92. "Project Officer"** - the person appointed by TNPA as the project officer in respect of the Project;
- 2.93. "Project Site"** - the portion of land (being the land area measuring approximately **16 679m² (11 796m² tank farm and 4 883m²)**for workshop, offices (mess & ablutions)) situated at the Tanker Basin in the Port of Cape Town liquid bulk precinct. The Terminal and Terminal

Infrastructure shall be situated as indicated in the diagram in Annexure B (Terminal Layout), which diagram shall include all wayleaves, servitudes, and access to common or public areas required for pipeline routing and berth access, to enable the Terminal Operator to operate and/or construct and commission the Terminal.

- 2.94. "Project Term"** - has the meaning given to it in the Terminal Operator Agreement (Annexure Z);
- 2.95. " PFMA"** - the Public Finance Management Act, 1 of 1999, as amended;
- 2.96. "QSE"** - means a Qualifying Small Enterprise, being an entity with a turnover of more than R10 (ten) million but less than R50 (fifty) million, in terms of the Amended B-BBEE Codes;
- 2.97. "Qualification Criteria"** - the qualification criteria set out in Part II (*Qualification Criteria*) of this RFP;
- 2.98. "Rand" or "ZAR"** - South African Rand, the lawful currency of the Republic of South Africa;
- 2.99. "Related" or "Relation"** - a relationship formed on the basis of any one or more of:
 - ✓ family (including spouses and in-laws, including children, parents, siblings, and any close relatives who may influence or be influenced by the individual's decisions or financial interests);
 - ✓ friendship;
 - ✓ business acquaintance;
 - ✓ professional engagement; or
 - ✓ employment;
- 2.100. "Reserve Bidder"** - any Bidder that has not been designated as the Preferred Bidder but has been selected by TNPA as an entity with which TNPA may conclude the Terminal Operator Agreement, provided any of the

circumstances in respect of the Preferred Bidder specified in Clause 58 of the RFP occur;

- 2.101. "Responsible Authority"** - any ministry, any minister, any organ of state, any official in the public administration, or any other governmental or regulatory department, commission, entity, service provider of a utility, board, agency, instrumentality, or authority (in each case, whether national, provincial or municipal) or any court, each having jurisdiction over the matter in question;
- 2.102. "RFP"** - this Request for Proposals document and all Annexes, schedules, and other appendices to it and any Briefing Notes issued in respect of it, from time to time, by TNPA to solicit Bid Responses from the Bidders;
- 2.103. "RFP Process"** - the process that is being conducted by TNPA in respect of the Project, as set out in this RFP;
- 2.104. "Sector Code"** - a sector code for the maritime transport and service sector published in terms of section 9 of the B-BBEE Act;
- 2.105. "Shareholders"** - the Shareholders of a Company or the Members of the Consortium that will become the holders of Equity in the Project Company once selected as the Preferred Bidder;
- 2.106. "Shareholder Loans"** - Loans advanced by Shareholders to the Terminal Operator;
- 2.107. "Signature Date"** - the date on which the Terminal Operator Agreement is signed by the last party to it, being either TNPA or the Terminal Operator, and if signed on different dates, the last of such dates;
- 2.108. "Special Purpose Vehicle" or "SPV"** - Members constituted in accordance with an SPV agreement for the purpose of submitting a Bid Response and, if successful, undertaking this Project, which will, if successful, incorporate a Project Company to undertake the Project
- 2.109. "Standard Bid Response"** - has the meaning ascribed to it in Clause 20 of Part I (*General Requirements, Rules, and Provisions*) of this RFP;

- 2.110. "Substantive Responsiveness"** - has the meaning ascribed to it in (*Qualification Criteria 2: Substantive Responsiveness*) of Part II of this RFP;
- 2.111. "Terminal"** - means the site boundaries demarcated in Annexure B (Terminal Layout), specialising in liquid bulk Cargo to be operated and/or redeveloped by the Terminal Operator, in accordance with the terms of this RFP and the terms of the Terminal Operator Agreement;
- 2.112. "Terminal Equipment"** - The movable assets, including equipment and machinery, pipeline manifolds (whether affixed to the Project Site or not), which shall for the purposes of this project be deemed to be movable, that are required in order to operate the terminal.
- 2.113. "Terminal Infrastructure"** - Means the land-based structures, including Terminal buildings, workshops, substations, surfacing, rail sidings, and terminal operations and infrastructure for the provision of water, lights, power, sewerage, cargo storage tanks, pipelines and similar services within Terminal boundaries.
- 2.114. "Terminal Operator"** - the Preferred Bidder granted the right to conduct the Project in terms of the Terminal Operator Agreement concluded between the Terminal Operator and the TNPA, pursuant to being selected as the Preferred Bidder under this RFP;
- 2.115. "Terminal Operator Agreement (TOA)"** - the agreement to be entered into between TNPA and the Terminal Operator, pursuant to the Project, in the form of the Draft Terminal Operator Agreement attached in this RFP in Annexure Z;
- 2.116. "TNPA"** - Transnet National Ports Authority, an operating division of Transnet;
- 2.117. "Terminal Operations"** - services provided at the Terminal, consisting of handling Cargo, bunkering services, storing Cargo, transshipment of Cargo, and delivering Cargo from and to vessels and services related thereto;
- 2.118. "Transition Period"** - the period between the date of signature of the Terminal Operator Agreement and the Actual Operations Commencement Date, during which TNPA and the Terminal Operator, after consultation with the Incumbent Terminal Operator, shall enter into

arrangements relating to the processes for the handing over of the Terminal including the Terminal Infrastructure and where applicable the Handover Equipment;

- 2.119. "Transition Schedule"**

 - a schedule to be developed by TNPA in consultation with the Terminal Operator and after consultation with the Incumbent Operator within [30] days of the date of signature of the Terminal Operator Agreement, setting out the processes for the handing over of the Terminal including the Terminal Infrastructure and, where applicable the Handover Equipment;
- 2.120. "Transnet"**

 - Transnet SOC Ltd, with registration number 1990/000900/30, is a state-owned company, duly incorporated in accordance with the company laws of the Republic of South Africa;
- 2.121. "Valuer"**

 - a property valuer registered with the South African Council for Property Valuers; and
- 2.122. "VAT"**

 - the value-added tax levied in terms of the Value-added Tax Act, 89 of 1991.
- 2.123. Way leave**

 - a right of way granted by a landowner, generally in exchange for payment and typically for purposes such as the erection of telegraph wires or the laying of pipes
- 2.124. "Works"**

 - any Construction, rehabilitation, refurbishment, equipment procurement and/or installation, renewal, reconstruction, repair, or reinstatement work required in respect of the Terminal Infrastructure and/or the Terminal Equipment as set out in the Conditions Assessment Report (Annexure G); and
- 2.125. "Works Programme"**

 - the programme for the undertaking of the Works to be submitted by the Terminal Operator and approved by TNPA.

2.2. In this RFP

- 2.2.1. references to a statutory provision include any subordinate legislation made from time to time under that provision and include that provision as modified or re-enacted from time to time;
- 2.2.2. words importing the masculine gender include the feminine and neutral genders and vice versa;
- 2.2.3. the singular includes the plural and vice versa.
- 2.2.4. references to a "person" include a natural person, company, or any other juristic person or other corporate entity, a charity, trust, partnership, joint venture, syndicate, or any other association of persons;
- 2.2.5. references to a "subsidiary" or a "holding company" shall be references to a subsidiary or holding company as defined in the Companies Act;
- 2.2.6. if a definition imposes substantive rights and obligations on a person, such rights and obligations shall be given effect to and shall be enforceable, notwithstanding that they are contained in a definition;
- 2.2.7. any definition, wherever it appears in this RFP, shall bear the same meaning and apply throughout this RFP document unless otherwise stated;
- 2.2.8. if there is any conflict between any definitions in this RFP, then, for purposes of interpreting any clause of the RFP or paragraph of any part or schedule, the definition appearing in that clause or paragraph shall prevail over any other conflicting definition appearing elsewhere in this RFP document;
- 2.2.9. the use of any expression covering a process available under South African law (such as but not limited to judicial management, business rescue or winding-up) shall, if any of the Parties is subject to the law of any other jurisdiction, be interpreted in relation to that Party as including any equivalent or analogous proceeding under the law of such other jurisdiction;
- 2.2.10. references to any amount shall mean that amount exclusive of VAT unless the amount expressly includes VAT;
- 2.2.11. the rule of construction that if general words or terms are used in association with specific words or terms which are a species of a particular genus or class, the meaning of the general words or terms shall be restricted to that same class (i.e. the eiusdem generis rule) shall not apply and whenever the word "including" is used followed by specific examples,

such examples shall not be interpreted so as to limit the meaning of any word or term to the same genus or class as the examples are given;

2.2.12. the rule of construction that the RFP shall be interpreted against or to the disadvantage of the party responsible for the drafting or preparation of the RFP (namely, the contra proferentem rule) shall not apply;

2.2.13. unless otherwise specified, all references to any time shall be to the time of day in Johannesburg, South Africa; and

2.3. the expiration or termination of this RFP shall not affect such of the provisions of this RFP which are expressly provided to operate after any such expiration or termination, or which of necessity must continue to have effect after such expiration or termination, notwithstanding that the relevant provisions themselves do not provide for this.

PART I - GENERAL REQUIREMENTS, RULES, AND PROVISIONS

3. INTRODUCTION

3.1. TNPA is established through the Act to be a port authority and landlord, responsible for the safe, efficient, and economic functioning of the national ports system, which it manages, controls, and administers on behalf of the State.

3.2. Section 11 of the Act prescribes the core functions of TNPA, to include the following:

3.2.1. to plan, provide, maintain, and improve port infrastructure;

3.2.2. prepare and periodically update a port development framework plan for each port;

3.2.3. to promote the use, improvement, and development of ports and control land use within the ports, having the power to lease port land under conditions that it determines;

3.2.4. to promote greater representation, in particular, to increase participation in port operations of historically disadvantaged people;

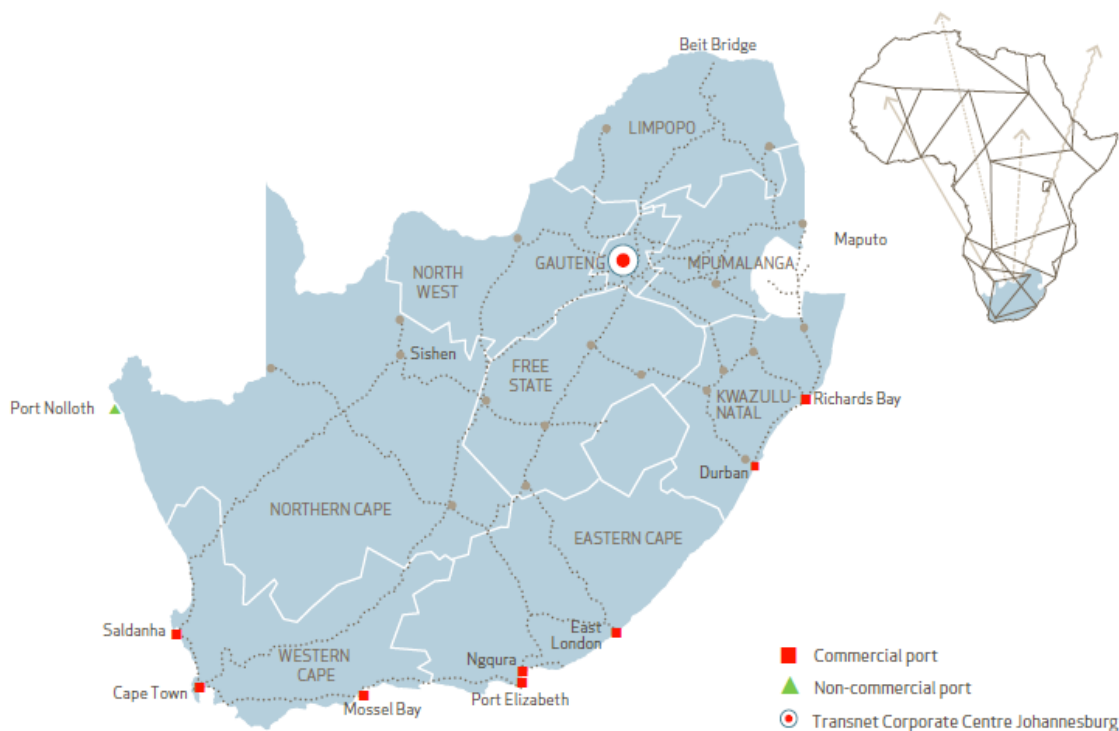
3.2.5. to provide or arrange marine-related services, i.e., pilotage services, tug assistance, berthing services, dredging, and hydrographic services;

3.2.6. to ensure that adequate, affordable, and efficient port services and facilities are provided, including regulatory oversight of all port activities; and

3.2.7. to provide aids to assist the navigation of vessels within port limits and along the coast.

- 3.3. At an operational level, TNPA occupies a strategic position in the country's transport and logistics chain, managing South Africa's eight commercial seaports, namely Cape Town, Durban, East London, Mossel Bay, Ngqura, Port Elizabeth, Richards Bay, and Saldanha Bay.
- 3.4. The ports under the control of the TNPA span approximately 2 800 km of the South African coastline. TNPA's asset base consists of port land, basic port infrastructure, and marine fleet at all eight commercial ports. TNPA manages the port land of approximately 43,4 million m² and about 750 leases across the port system.
- 3.5. TNPA provides its services to port users, namely terminal operators, shipping lines, shipping agents, cargo owners, and the clearing and forwarding industry.

Figure 1: National Port System



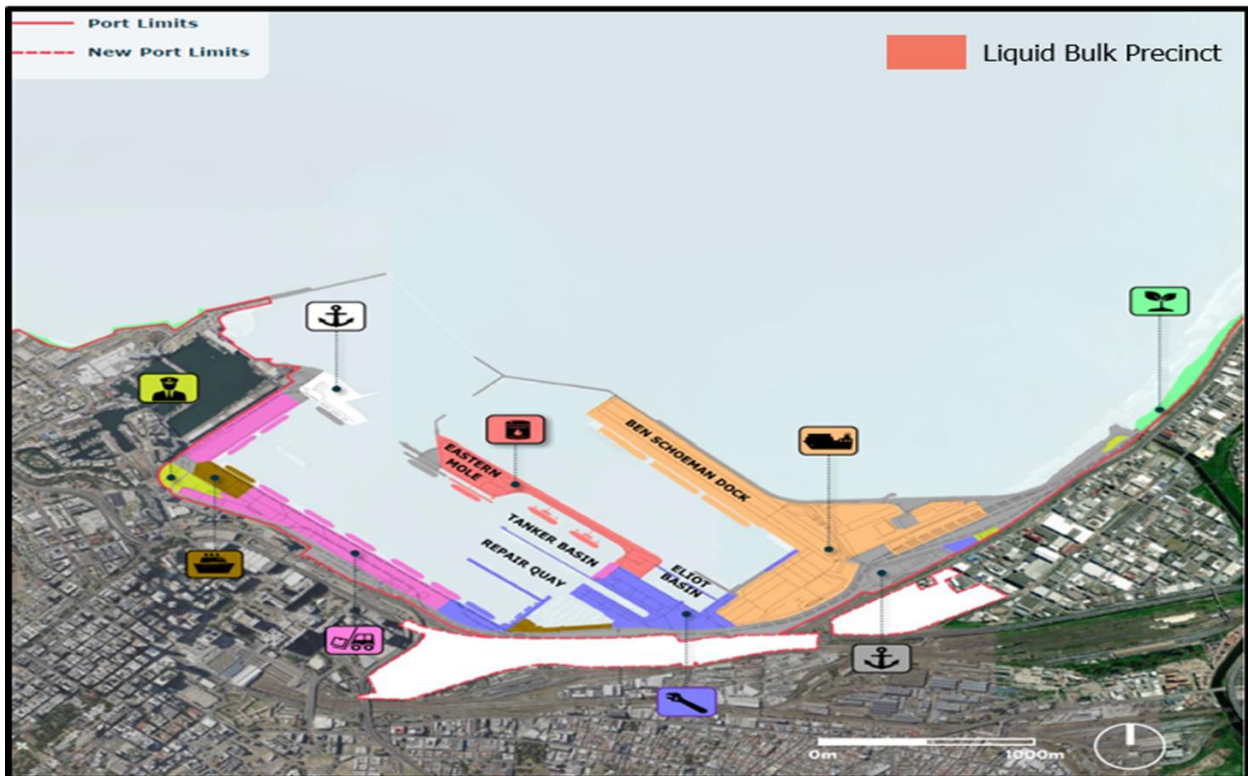
4. BACKGROUND

- 4.1. TNPA is issuing this RFP, for the possible appointment of a Terminal Operator to finance, operate, maintain, and/or construct and transfer a Liquid Bulk Terminal handling bunkering services, and other compatible cargo for a twenty-five (25) year concession at the Port of Cape Town Liquid Bulk Precinct, as provided for in section 56 of the Act.

- 4.1.1. Section 56 of the Ports Act permits TNPA to enter into an agreement with any person in terms of which that person, for a specific period and in accordance with the terms and conditions of the agreement, is authorised to:
- 4.1.1.1. design, construct, rehabilitate, develop, fund, maintain, or operate a port terminal or port facility, or provide services relating thereto, or provide any other service within a port designated by TNPA for this purpose;
 - 4.1.1.2. perform any function necessary or ancillary to the matters referred to in Clauses 4.1.1.1 ; or
 - 4.1.1.3. perform any combination of the functions referred to in Clause 4.1.1.3 and 4.1.1.2,
- 4.1.2. A Terminal Operator Agreement will be negotiated and concluded with the Preferred Bidder, who is appointed as the preferred Bidder following the completion of the evaluation of all Bid Responses.
- 4.1.3. A draft Terminal Operator Agreement, which will record the respective rights and obligations of the TNPA and the Terminal Operator, RFP annexed hereto marked Annexure Z.
- 4.1.4. In undertaking the Concession, the Terminal Operator will be responsible for the operation and maintenance of whatever Terminal infrastructure, or any fixed improvements to the Project Site, which shall include but not be limited to, sheds, offices, ablutions, canteens, fencing, security systems, Terminal paving, bulk services, communication systems, lighting, substations, and general machinery, plant and equipment, as may be required to operate the Terminal.

4.2. Site description

Figure 2. Aerial Overview of Liquid Bulk Precinct



4.2.1. The above Liquid Bulk Precinct consists of the following:

- 4.2.1.1. Tanker Basins 1 & 2 are common-user liquid bulk berths shared by all Liquid Bulk Terminal Operators. The quay length for each berth is 460m, and Eastern Mole 1 & 2 with 259m. All liquid bulk berths have a draft of 11.8m to 13.4m. The Terminal is located on Ocean Road within the Port of Cape Town, and products stored include Marine fuel oil (MFO) and Marine Gas Oil (MGO).

Figure 3. Aerial Overview of Project Site



4.2.2. The salient features of the project site regarding Current Terminal Infrastructure and Current Terminal Equipment (Refer to Definitions) are as follows:

4.2.2.1. The portion of land (being the land area measuring approximately 16 679m² (**11 796m²** tank farm and **4 883m²**)for workshop, offices (mess & ablutions)) for workshop, offices (mess & ablutions)).

4.2.2.2. The tank farm has a land in extent of **11 796m²** with a total of eight [8] storage tanks: (BA1, BA2, BA3, BA4, BA5, BA6, BA7, BA8). The gross bulk storage capacity of the tanks is **44,430 m³**:

4.2.2.2.1. **Marine Gas Oil (MGO)** bulk storage (BA5, BA7, BA8) = **17 640 m³**;

4.2.2.2.2. **Marine Fuel Oil (MFO)** bulk storage (BA1, BA3, BA4) = **26 600 m³**

4.2.2.3. Meter calibration horizontal tank

4.2.2.4. Inter-tank walkways

4.2.2.5. Tank bases and ring beams

4.2.2.6. Tank farm piping Approx. 4.673km of pipelines (different sizes)

4.2.2.7. Firefighting (piping, engine, pumps, and foam concentrate tanks)

4.2.2.8. Tank gauging equipment

- 4.2.2.9. Workshop
 - 4.2.2.9.1. Ground floor of **4 234m²**
 - 4.2.2.9.2. Mezzanne floor of 276 m²
- 4.2.2.10. Office building:
 - 4.2.2.10.1. Ground floor (5x offices, 1x kitchen & 4x toilets) of **460 m²**
 - 4.2.2.10.2. First floor (17x offices, 1x kitchen & 3x toilets) of **373 m²**
- 4.2.2.11. The total building available land for leasing is **4 883m²**
- 4.2.2.12. Firefighting: firefighting foam concentrate tanks and a firefighting engine, including a pump.
- 4.2.2.13. Separator Area: pumps and oil skimmers
- 4.2.2.14. Berth to terminal: hoses, hose trailer, pipelines, MGO & HFO pipelines.
- 4.2.3. **The salient features of the RFP are as follows:**
 - 4.2.3.1. Detailed technical information depicting pipeline routing to the berth is annexed hereto, marked Annexure II.
 - 4.2.3.2. Access to the Terminal can be made via road. This public road is not for exclusive use by the Terminal Operator but is for the common use of all tenants and the public in the precinct.
 - 4.2.3.3. The Terminal, including the Current Terminal Infrastructure, will be handed over to the Terminal Operator on a voetstoots basis, notwithstanding the provisions of the Condition Assessment Report.
 - 4.2.3.4. TNPA has assessed the condition of the existing structures on the Terminal, to capture the current state of the various assets making up the Terminal and has prepared the Condition Assessment Report in respect thereof, which is Annexure G. The Condition Assessment Report is made available to enable Bidders to gain insight into the condition of the Terminal, including the Current Terminal Infrastructure and Current Terminal Equipment.
 - 4.2.3.5. Such information will be crucial in the Bidders' determination of the scope of work required and associated investment into the Terminal to elevate it to the required standard, such that it is fit for purpose of the intended Terminal operations.
 - 4.2.3.6. Whilst this information is shared in good faith, TNPA does not accept any liability whatsoever, including for any omissions and/or deficiencies in the

annexed Condition Assessment Report (Annexure G) or for any loss or damage arising out of or in connection with the use of the information contained therein. The Bidders must make the necessary allowances and arrangements to verify and validate specific Terminal elements as may be required for their Bid Response.

4.2.3.7. The attention of the Bidders is drawn to the sections of the Condition Assessment Report that set out the Current Terminal Infrastructure and Current Terminal Equipment that is at the Terminal. The Current Terminal Infrastructure will be handed over to the Terminal Operator, and the Current Terminal Equipment may be purchased on terms and conditions set out by the Incumbent Terminal Operator and shall include but not limited to the following:

4.2.3.7.1. Vertical Storage Tankage

4.2.3.7.2. Horizontal Storage Tanks

4.2.3.7.3. Electrical pumps

4.2.3.7.4. MFO and MGO pump motors

4.2.3.7.5. Piping

4.2.3.7.6. Valves, Strainers, and Other Equipment

4.2.3.7.7. Electrical

4.2.3.7.8. Instrumentation

4.2.3.8. Bidder's attention is further drawn to the fact that the Current Terminal Equipment belongs to the Incumbent Terminal Operator. The Incumbent Terminal Operator will determine, during the Transition Period, whether it will sell the Current Terminal Equipment to the Terminal Operator. Bidders should note that the Terminal Operator shall be entitled to determine and use Terminal Equipment of its own choice. A valuation of these assets is attached to Annexure G (Valuation of Assets and conditional assessment from Incumbent Terminal Operator).

4.2.3.9. Bidders should note that the Terminal Operator shall negotiate and reach an agreement in relation to the sale of the Current Terminal

Equipment directly with the Incumbent Terminal Operator, and the TNPA shall not be a party to these discussions.

- 4.2.3.10. Furthermore, should the Incumbent Terminal Operator decide not to sell the Current Terminal Equipment, or no agreement be reached on the terms and conditions for the sale of such Terminal Equipment, the Terminal Operator shall be required to procure its own Terminal Equipment. In the event that the Incumbent Terminal Operator elects to sell the Terminal Equipment to the Terminal Operator, such Terminal Equipment (being the Handover Equipment) will be handed over by the Incumbent Terminal Operator to the Terminal Operator as part of the Terminal.

4.2.4. **Site Baseline Environmental Contamination Assessment**

- 4.2.10.1 Numerous environmental assessments have been conducted historically in the Port by individual companies and by TNPA at different times. A coordinated approach with a single soil and groundwater monitoring program has been adopted in the Port.

5. **PROJECT SCOPE AND DESCRIPTION**

- 5.1. Bidders are required to submit Bid Responses for the right to undertake the Project, which entails financing, operating, maintenance, refurbishment, and/or construction of a Liquid Bulk Terminal, including bunkering and related services, and the transfer thereof to the TNPA at the end of the Concession Period.
- 5.2. The Preferred Bidder will be required to obtain and/or comply with the required approvals and licenses (if applicable) to enable the Project, including but not limited to:
 - 5.2.1. Environmental Authorisations;
 - 5.2.2. Water use licenses (if applicable);
 - 5.2.3. NERSA and other Regulatory approvals;
 - 5.2.4. Construction permits; and
 - 5.2.5. Other applicable approvals and licenses.

- 5.3. Bidders are advised to be fully conversant with all Regulations and Tariff methodologies relevant and applicable to the Project and the handling of Liquid Bulk Cargo, as the appointed Terminal Operator will be required to comply with these Regulations. The appointed Terminal Operator will accordingly be required to, on its own, obtain all the necessary consents.
- 5.4. The Preferred Bidder will be required to comply with all the NERSA Regulations and/or approvals. The Preferred Bidder is expected to be fully conversant with NERSA Regulations in respect of the handling of Liquid Bulk Cargoes and should, in particular, take note of the tariff methodology applied by NERSA in regulating the prices of a Liquid Bulk Terminal Operator.
- 5.5. The appointed Terminal Operator will be responsible for negotiating and concluding any associated services/connectivity outside port boundaries with relevant stakeholders.
- 5.6. The Terminal Operator shall, for the avoidance of doubt, be granted the right to Operate and Maintain the Terminal and terminal infrastructure, and carry all risks relating thereto as provided for in the Terminal Operator Agreement.

6. COMPILATION OF DETAILED DESIGNS AND SPECIFICATIONS (FOR REFURBISHMENT OR ENHANCEMENT OF THE SITE)

- 6.1. Bidders will be required to provide detailed design and construction specifications for the Terminal within 5 (five) months of the signature of the TOA, should they wish to do upgrades/or any construction work on the terminal. The detailed design and construction specifications for the Terminal must take into account the following:
 - 6.1.1. Administration building and parking;
 - 6.1.2. Bulk services such as water, sewer, roads, stormwater, and electricity;
 - 6.1.3. Movement of cargo within the Terminal;
 - 6.1.4. Traffic management plan;
 - 6.1.5. Security (incl. fencing, CCTV, etc), Safety, Health, and Environmental Specifications
 - 6.1.6. Construction and installation of pipelines and loading or discharging facilities at the Liquid Bulk Precinct for the discharge and loading of Liquid Bulk to enable the optimal and efficient use of Terminal Infrastructure.
 - 6.1.7. The possible access to existing pipelines and loading facilities, which will be determined by consultation with existing Port Users and terminal operators as

may be relevant, in compliance with the Ports Act and NERSA Regulations and such other legislation as may be applicable;

- 6.1.8. Construction and/or connectivity to existing pipelines for the conveyance of Liquid Bulk Cargo to and from the Terminal, which is TNPA's preferred option;
- 6.1.9. Access to the Project Site via sea and road;
- 6.1.10. These designs must be consistent with the relevant South African National Standards (SANS) and International Best Practice Standards for Liquid Bulk Terminals, and such further standards as may be relevant and agreed to with the appointed Terminal Operator; and
- 6.1.11. Storage facilities should allow for landside/waterside storage to buffer supply and demand.

7. WORKS PROGRAMME

- 7.1.** Bidders are required to submit a preliminary Works Programme reflecting how they will undertake the Works if required for refurbishment and enhancement of the Terminal based on the Conditional Assessment Report (Annexure G), as part of their Bid Response.
- 7.2.** The Terminal Operator will be required, in terms of the Terminal Operator Agreement, to submit a Works Programme to TNPA for approval prior to undertaking the Works.
- 7.3.** The Preferred Bidder will be required to raise the capital required to undertake and complete all the Works required to do the refurbishment and enhancement if required.
- 7.4.** Despite having prepared the Conditional Assessment Report, TNPA will not prescribe to the Terminal Operator the extent of the Works to be undertaken at the Terminal. The Preferred Bidder will be required to determine the extent of additional Terminal Infrastructure and Terminal Equipment required for the Terminal.
- 7.5.** The Terminal Operator shall be required to complete the requisite Works during Operations and Maintenance of the Terminal as the context requires.

8. TRANSITION ARRANGEMENTS AND SECURITY OF SUPPLY

8.1. Approval to Commence Operations

8.1.1. It is recorded that, in order to ensure that there is no interruption of Operations at the Terminal during the cessation of Operations by the Incumbent Terminal Operator and the taking over of such Operations by the Terminal Operator, TNPA shall within 30 (thirty) days of the commencement of the Transition Period, develop the Transition Schedule setting out the processes for the handing over of the Terminal, including the Terminal Infrastructure, and where applicable the Handover Equipment.

8.1.2. TNPA shall develop the Transition Schedule in consultation with the Terminal Operator and, after consultation with the Incumbent Terminal Operator and take the following factors into account:

8.1.2.1. the date on which the Incumbent Terminal Operator shall cease to undertake Operations at the Terminal;

8.1.2.2. the provisions of the Works Programme;

8.1.2.3. any reports prepared by the independent certifier or engineers appointed or employed by NERSA in relation to the Project Site;

8.1.2.4. the anticipated effective date of the Terminal Operator Agreement; and

8.1.2.5. the anticipated date of operations commencement.

8.1.3. Upon completion of all the processes and activities set out in the Transition Schedule that are necessary to ensure seamless transfer of the Terminal from the Incumbent Terminal Operator to the Terminal Operator in a manner that does not interrupt Operations at the Terminal and ensures security of supply, TNPA shall issue a notice to the Terminal Operator notifying it of the date on which the Terminal will be handed over to the Terminal Operator in accordance with the procedure set out in the Transition Schedule. The date specified by TNPA in the said notice, as the date upon which the aforesaid Terminal will be handed over to the Terminal Operator, shall be the Actual Operations Commencement Date.

9. OPERATION AND MAINTENANCE

9.1. Bidders to note that it is the Terminal Operator's responsibility to complete the detailed design, construction, delivery, installation, testing, and commissioning of all plant and equipment required for the Operation and Maintenance of the Terminal.

- 9.2.** The Terminal Operator will finance the right to operate and assume an obligation to maintain the Terminal in the course of Operations and Maintenance. The Terminal Operator will be required to maintain the Terminal in accordance with the terms of the Terminal Operator Agreement to ensure the continuous optimal Operation of the Terminal.
- 9.3.** The Terminal Operator will be required to maintain the surface of the Terminal in good working order and condition, in accordance with International and SANS Standards (as defined in the Draft Terminal Operator Agreement) and including undertaking any cleaning of the surface of the quay.
- 9.4.** The Terminal Operator and the TNPA shall agree on the minimum performance norms and standards for the Operation and Maintenance of the Terminal. An overview of Terminal Operator Performance Standards is provided in Annexure J.
- 9.5.** The Terminal Operator will be required to provide access, inspection, and data appraisal rights to its storage monitoring system as part of TNPA's statutory terminal oversight and performance functions.
- 9.6.** Bidders are to conform to international best practices for the maintenance and operations of the Terminal.

10. DURATION OF TERMINAL OPERATOR AGREEMENT

- 10.1.** The Concession to be granted to the Terminal Operator shall be for a period of 25 (twenty-five) years as detailed in the Terminal Operator Agreement. A proposal seeking or envisaging longer terms should be contained in the Alternative bid Response.
- 10.2.** Bidders should note that whilst this RFP and the Draft Terminal Operator Agreement envisage a 25 (twenty-five) year Concession Period, Bidders may suggest a longer Concession Period in the Alternative Bid response in accordance with the provisions of clause 20, and in such instances, must provide reasons for proposing a longer Concession Period and this must be reflected in their financial model and Business Case in the Alternative Bid Response. The longer Concession Period will also be assessed based on the capital expenditure and investment proposed by the Bidder, which will be negotiated (should the Alternative Bid be considered) during the Terminal Operator Agreement phase.

11. HANDOVER AND TRANSFER OF THE TERMINAL

- 11.1.** The Terminal Operator shall on expiry of the Concession Period transfer the rights, title, and interest in and to the Terminal Infrastructure developed to undertake the Project, to the TNPA at no cost, unless otherwise agreed and recorded in the Terminal Operator Agreement.
- 11.2.** Prior to the end of the Concession Period, TNPA may, in accordance with the terms of the Terminal Operator Agreement, elect to:
- 11.2.1. either retain all or some of the Terminal Infrastructure on the Project Site without any compensation or may on written notice to the Terminal Operator, instruct the Terminal Operator to demolish and remove all or some of the Terminal Infrastructure; and/or
 - 11.2.2. on written notice to the Terminal Operator to purchase the Terminal Equipment.
- 11.3.** Should TNPA elect to purchase the Terminal Equipment, the Terminal Operator shall hand over, free from encumbrances, the Terminal Equipment together with, inter alia, all associated certificates, manuals, and documents.
- 11.4.** Should TNPA notify the Terminal Operator to demolish and remove all or some of the Terminal Infrastructure, the Terminal Operator shall decommission, demolish, and remove all or the selected Terminal Infrastructure at its cost, as well as rehabilitate the land as notified by TNPA and any relevant authorities.
- 11.5.** At the end of the Concession Period, the Terminal Operator will be required to leave the Project Site in a safe, clean, and orderly condition in accordance with the terms and conditions contained in the Terminal Operator Agreement, and where applicable, be required to comply with its rehabilitation obligations.

12. ACTIVITIES AT THE TERMINAL

- 12.1.** The Terminal Operator shall manage and operate the Terminal for the purpose of:
- 12.1.1. the import/export, transit storage, handling, and distribution of Liquid Bulk Cargo on to and off a vessel with appropriate Terminal Equipment;
 - 12.1.2. organisation of traffic flow, including safe and adequate parking for all Terminal-related traffic;

- 12.1.3. maintain Terminal Infrastructure and Terminal Equipment, receiving and dispatching of Liquid Bulk Cargo at the Terminal via vessels, pipelines, and tankers;
- 12.1.4. the temporary storage of Liquid Bulk Cargo in storage tanks;
- 12.1.5. the transfer of Liquid Bulk Cargo to, in, and from the Terminal via pipeline, tankers, or
- 12.1.6. the transfer of Liquid Bulk Cargo from the vessel into the storage tanks for distribution and/ or transfer of liquid bulk products from the storage tanks into the vessel;
- 12.1.7. the distribution of Liquid Bulk Cargo to inland customers by road, and perform maintenance-related activities that the Terminal Operator may deem necessary.

13. COMMON-USER PRINCIPLES, NON-DISCRIMINATION, AND OPEN ACCESS (THIR--D-PARTY ACCESS)

13.1. The Terminal, including the Terminal Infrastructure and Terminal Equipment, such as the loading facilities, shall be used, managed, and operated on a common-user open access basis and on an equal footing in terms of the NERSA Common-User Principle, meaning that:

- 13.1.1. the Terminal Operator shall have the exclusive right to operate the Terminal and shall provide reasonable equality of access to the Terminal and the loading facilities to Terminal users and potential Terminal users wishing to utilise the services of the Terminal; and
- 13.1.2. the Terminal Operator shall not unreasonably discriminate, in its tariff structure or in its trading conditions (including but not limited to all commercial terms and conditions) between various users or potential users of the Terminal and the loading facilities; and
- 13.1.3. the Terminal Operator shall use and afford all Terminal users who require access and use of the Terminal the right to use the Terminal, on a first-come, use it or lose it basis, open access to the Terminal and the loading facilities available and uncommitted.
- 13.1.4. TNPA will require the incorporation of the principles outlined in 13.1.1 to 13.1.3 in the Terminal Operator Agreement, and non-compliance by the Terminal Operator with these terms and the engagement in any anti-competitive behaviour will be regarded as a breach of the Terminal Operator Agreement.
- 13.1.5. The principles contained above shall be in line with all the applicable NERSA regulations.

- 13.2.** Subject to the provisions of this RFP, the Terminal Operator shall otherwise be granted the right to undertake the Project, subject to the provisions of the Act, Port Rules, and any directives as may be issued in terms thereof.

14. CONCESSION FEE OFFER

As consideration for the grant of the Concession, the Terminal Facility Operator shall be required to pay Concession Fees to TNPA consisting of the fixed monthly Concession Fee, as described in Clause 66.1 (Concession Fee Offer) of Part III (Evaluation Criteria) of this RFP. Bidders will be required to propose the Concession Fee payable to TNPA in response to Clause 14 (Concession Fee Offer) of Part III (Evaluation Criteria) of this RFP.

15. OTHER KEY ROLE PLAYERS IN THE SOUTH AFRICAN PORTS SYSTEM (FOR INFORMATION PURPOSES)

15.1. THE DEPARTMENT OF TRANSPORT ("DOT")

The DOT is responsible for the regulation of transportation in South Africa, including, *inter alia*, the development of maritime transport policies and legislation in respect of ports, port regulations, and policy. Transnet is a state-owned transport company that is an integral part of South Africa's logistics network. The DOT, as the custodian of the regulation of transport, will have oversight in respect of the RFP but will not be involved in any of the processes comprising or included in the RFP.

15.2. THE DEPARTMENT OF TRADE, INDUSTRY AND COMPETITION ("DTIC")

The DTIC is responsible for the facilitation of the transformation of the economy and for the promotion of industrial development, employment creation, and the building of mutually beneficial global relations to advance South Africa's trade. It is also responsible for industrial policy, and it facilitates broad-based economic participation. The DTIC has established a fair regulatory environment that enables investment, trade, and industry and enterprise development in an equitable and socially responsible manner. As the custodian of the regulation of trade, the DTIC has oversight with respect to B-BBEE and plays a significant role in the social development aspects of all economic activity in South Africa.

15.3. THE PORTS REGULATOR OF SOUTH AFRICA ("PRSA")

The Ports Regulator is primarily responsible for the economic regulation of the ports system and for promoting equity of access to ports, facilities, and services provided in the ports. The Ports Regulator monitors the activities of TNPA to ensure that it performs its functions in accordance with the Act. The Ports Regulator, as the independent ports regulatory body, has oversight in respect of the RFP in order to ensure that the regulation of the Port's system is compliant with the Act.

15.4. NATIONAL ENERGY REGULATOR OF SOUTH AFRICA ("NERSA")

NERSA is a regulatory authority established as a juristic person in terms of Section 3 of the National Energy Regulator Act, 2004 (Act No. 40 of 2004). NERSA's mandate is to regulate the electricity, piped gas, and Gas pipelines industries in terms of the Electricity Regulation Act, 2006 (Act No. 4 of 2006), Gas Act, 2001 (Act No. 48 of 2001), and Gas Pipelines Act, 2003 (Act No. 60 of 2003). The mandate of NERSA is derived from legislation governing and prescribing the role and functions of the Regulator.

15.5. DEPARTMENT OF MINERAL RESOURCES AND ENERGY ("DMRE")

The DMRE is responsible for ensuring the exploration, development, processing, utilisation, and management of South Africa's mineral and energy resources. As the country's economy continues to grow, energy is increasingly becoming a key focus.

15.5.1. The DMRE's Energy Policy is based on the following key objectives:

15.5.2. diversifying primary energy sources and reducing dependency on coal;

15.5.3. attaining universal access to energy by 2014;

15.5.4. accessible, affordable, and reliable energy, especially for the poor;

15.5.5. good governance, which must also facilitate and encourage private-sector investments in the energy sector; and

15.5.6. environmentally responsible energy provision.

16. PURPOSE OF THE RFP

16.1. The purpose of this RFP is to:

16.1.1. invite Bidders to submit their Bid Responses to this RFP;

- 16.1.2. provide information to Bidders in relation to this RFP and TNPA's broader vision with respect to the framework of the Project;
- 16.1.3. set out the rules of participation in the RFP process referred to in this RFP. Particular attention is drawn to the provisions of the RFP relating to contact with TNPA, confidentiality, canvassing, non-collusion, and Bidder changes. Failure to comply with any one or more of these provisions may result in exclusion from participation in this RFP based on the discretion of TNPA;
- 16.1.4. set out the key assumptions and constraints that need to be independently verified, considered, and understood by the Bidders in preparing competitive and comparable Bid Responses for the Project;
- 16.1.5. set out the framework and information requirements within which Bid Responses to this RFP should be made;
- 16.1.6. request detailed, comprehensively priced, competitive, binding, underwritten Bid Responses to undertake the Project, which Bid Responses comply with the requirements set out in this RFP; and
- 16.1.7. set out the Qualification Criteria and the Evaluation Criteria which TNPA will apply to the Bid Responses received to enable TNPA to select the Preferred Bidder and a Reserve Bidder, as the case may be.
- 16.1.8. This RFP is issued in accordance with Section 56 of the Act and other applicable legislation.

17. STRUCTURE OF THIS RFP

17.1. The structure of this RFP is as follows:

- 17.1.1. Part I (General Requirements, Rules and Provisions) of this RFP provides the general information to the Bidders and includes, inter alia, the glossary of terms detailing the defined terms used within this RFP, explanation of and background to the RFP and the Project, the scope of the Project, the structure and purpose of this RFP and the terms and conditions in terms of which each Bidder submits its Bid Response, including details regarding the format of each Bid Response.
- 17.1.2. Part II (Qualification Criteria) of this RFP sets out the Qualification Criteria that must be satisfied by the Bidders. Bid Responses submitted in respect of this RFP

will first be assessed on the basis of compliance with the Qualification Criteria, and only if a Bid Response complies with the Qualification Criteria will it be evaluated in terms of Part III (Evaluation Criteria) of this RFP.

- 17.1.3. Part III (Evaluation Criteria) of this RFP sets out the evaluation procedure and the Evaluation Criteria to be used by TNPA in evaluating those Bid Responses that have fulfilled the Qualification Criteria and have progressed to the Evaluation Criteria. The purpose of the Evaluation Criteria is to determine the relative rankings of those pre-qualified Bid Responses and select the Preferred Bidder.
- 17.1.4. Part IV (Due Diligence Assessment) The TNPA will undertake a due diligence exercise as part of the Due Diligence Assessment on all the Bidders that have passed Part III, Stage I & II (Functionality, Price & BBEE) of the evaluation, prior to making the final appointment of the Preferred Bidder. The purpose of the Due Diligence Assessment is to determine if there are objective grounds on which the TNPA may not proceed with awarding the Project to the Highest-Ranking Bidder in Part III (Evaluation Criteria) and instead, select the Preferred Bidder.
- 17.1.5. Transnet reserves the right to conduct a Probity Check on the Preferred Bidder and its shareholders.
- 17.1.6. In the event that the due diligence and/or Probity Check exercise establishes that the Highest Scoring Bidder's Bid Response cannot be credibly verified and or that the risk analysis establishes that the Bidder has not taken into account key business risks, such Bidder will not be eligible for appointment as the Preferred Bidder.

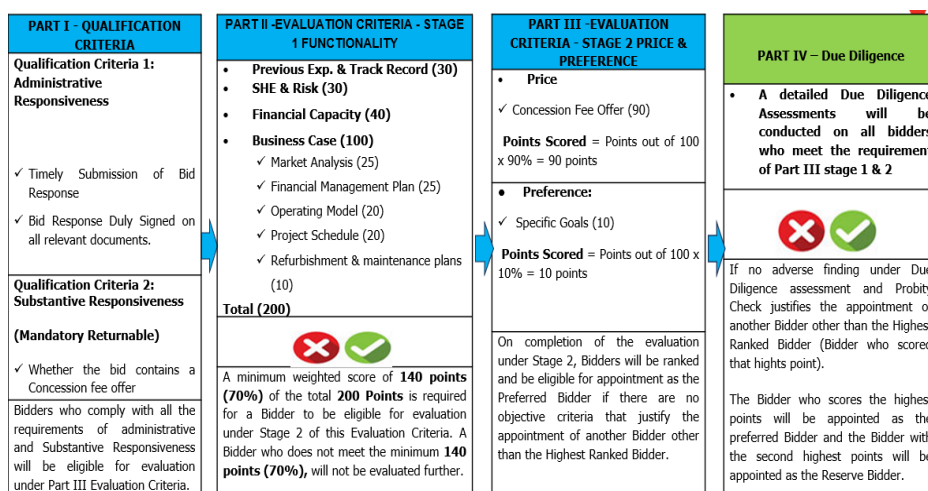
18. STRUCTURE OF THE EVALUATION OF BID RESPONSES

- 18.1.** Bid Responses submitted in respect of this RFP will first be assessed on the basis of compliance with the Qualification Criteria, and only if a Bid Response complies with Part II (Qualification Criteria) will it be evaluated in Part III (Evaluation Criteria) and thereafter, be subject to Part IV (Due Diligence Assessment) evaluation.
- 18.2.** Qualification Criteria 1: Administrative Responsiveness, detailed in Clause 61 of Part II (Qualification Criteria) of this RFP, will be checked by the TNPA before the evaluation process commences. The requirements for these criteria are set out under Clause 61 (Qualification Criteria 1: Administrative Responsiveness) of Part II (Qualification Criteria) of this RFP.
- 18.3.** Qualification Criteria 2: Substantive Responsiveness detailed in Clause 61 (Qualification Criteria 2: Substantive Responsiveness) of Part II (Qualification Criteria) of this RFP, will be

checked next by the TNPA before the evaluation of Part III (Evaluation Criteria). The requirements for these criteria are set out under Clause 61 (Qualification Criteria 2: Substantive Responsiveness) of Part II (Qualification Criteria) of this RFP.

- 18.4.** If a Bidder's Bid Response complies with all the requirements and conditions set out in Clause 61 of Part II (Qualification Criteria) of this RFP, it will proceed to be evaluated under Part III (Evaluation Criteria) of this RFP.
- 18.5.** The Evaluation Criteria as set out in Part (III) comprises 2 (two) stages. Stage 1 entails the evaluation of the functionality of a Bidders Bid Response. In terms hereof a total of 200 points are allocated for the assessment of this Stage 1. A Bidder will be required to score a minimum of 140 points out of the 200 points allocated (70%), to be eligible for further evaluation under Stage 2 of the Evaluation Criteria. Stage 2 of the Evaluation Criteria entails the evaluation of the Bidders Bid Response with respect to its Concession Fee Offer (Price) and Preference (B-BBEE Specific Goals). The evaluation will be undertaken in accordance with a 90/10 preference points system. For more information, please see Part III (Evaluation Criteria) of this RFP.
- 18.6.** The Concession Fee (Price) is scored out of ninety (90) points and Preference (B-BBEE Specific Goals) will be scored out of ten (10) points, thereafter, the two scores will be added together to determine the total points scored out of one hundred (100) earned in respect of the Stage 2 Evaluation Criteria.
- 18.7.** A Bidder who scores the highest points under Stage 2 of Part III shall become eligible for appointment as the Preferred Bidder unless the Due Diligence Assessment that may be undertaken in Part IV (See Clause 67) establishes objective considerations that would justify an award to another Bidder.

18.8. A diagrammatic overview of the Qualification and Evaluation methodology is set out below:



19. BEST AND FINAL OFFER ("BAFO")

19.1. TNPA reserves the right but is not obliged to invite any number of Bidders to make their best and final offers, if required, provided following the conclusion of the Due Diligence Assessment in Part IV of this RFP as provided for in clause 67.

19.2. Notwithstanding the possibility that TNPA may give Bidders the opportunity to submit a BAFO, Bidders should be aware that TNPA will, in conducting its evaluation of Bid Responses, rely on all information (including all representations) contained in such Bid Responses. Bidders are, therefore, encouraged to submit their best proposals in their Bid Responses in response to this RFP.

20. ALTERNATIVE BID RESPONSE & STANDARD BID RESPONSE

20.1. Each Bidder is required to submit a Bid Response that responds to and complies in all respects with the Qualification and Evaluation Criteria ("Standard Bid Response").

20.2. To allow sufficient opportunity for innovation, Bidders may submit additional Bid Responses ("Alternative Bid Response") that:

20.2.1. improve and do not compromise the timeframes for the Project;

20.2.2. improve and do not compromise the design criteria of the Terminal;

20.2.3. increase Port calls without increasing the bulk services, land requirements, environmental emissions, or forces on the quay infrastructure; and

20.2.4. Justifiable business cases that warrant considerations for any deviations from the standard bid requirements with the exception of the site allocated for this project; and

20.2.5. offer better value for money to TNPA than the Standard Bid.

20.3. However, Bidders should note that the submission of an Alternative Bid Response is not a requirement, and TNPA is under no obligation to consider an Alternative Bid Response. Further, the TNPA will only consider an Alternative Bid Response of the Preferred Bidder, following the completion of the evaluation of all Bid Responses in accordance with this RFP.

20.4. No Alternative Bid Response will be considered unless a Standard Bid Response is also submitted. The benefits of deviation from the RFP requirements shall be motivated by a Bidder who submits an Alternative Bid Response, particularly against the Standard Bid Response and the Project objectives, and such Alternative Bid Response must demonstrate increased efficiency and better value for money for TNPA compared to the Standard Bid.

20.5. All Alternative Bid Responses will be evaluated in a similar manner to the Standard Bid Response (refer to Clause 20.1).

20.6. Bidders should note that any differences to the Standard Bid Response contained in the Alternative Bid Response that are not fully motivated and which do not result in a quantified saving for TNPA will be disregarded by TNPA and will not adversely affect the assessment by TNPA of the Bidder's Standard Bid Response.

20.7. TNPA reserves the right to reject or accept any of the proposed changes to the Standard Bid Response contained in the Alternative Bid Response at its discretion.

21. PROJECT STRUCTURE AND CONTRACTS

21.1. The Preferred Bidder will be invited to enter into the Terminal Operator Agreement and, if required, a Finance Direct Agreement, with the relevant Lenders. The Draft Terminal Operator Agreement is attached to this RFP in Annexure Z (draft Terminal Operator Agreement). The envisaged rights and obligations of the Terminal Operator for the term of the Project are set out in the draft TOA and will be the subject matter of further negotiation between the Preferred Bidder and TNPA. The Terminal Operator Agreement will be required to be finalised and entered with TNPA within four (4) months (or such extended period as may be determined by TNPA in its sole discretion) of a Bidder being appointed as Preferred Bidder.

21.2. TNPA shall not be bound by the terms and conditions contained in the draft Terminal Operator Agreement and shall not be limited on its rights to negotiate different terms and conditions for

the final Terminal Operator Agreement. The draft Terminal Operator Agreement is shared to expedite the negotiation process.

- 21.3.** If the Preferred Bidder fails to undertake activities or take steps reasonably required for the conclusion of the Terminal Operator Agreement within the four (4) month period (or such extended period as may be determined by TNPA in its sole discretion), then TNPA may, in its discretion, disqualify the Preferred Bidder or revoke its status as Preferred Bidder. If the Preferred Bidder is disqualified or has its status as Preferred Bidder revoked by TNPA, TNPA may appoint a Reserve Bidder as the Preferred Bidder in accordance with the provisions of Clause 58 of this RFP. TNPA shall subsequently enter into negotiations with such Reserve Bidder for the conclusion of the Terminal Operator Agreement.
- 21.4.** Bidders should note that the Draft Terminal Operator Agreement has been prepared on the assumption that the Terminal Operator will:
- 21.4.1. be a special purpose vehicle, in the case of a Consortium. In this instance, a Bidder who is an SPV and or Consortium will be required to establish and incorporate a Project Company with the sole purpose of undertaking the Project and entering into the Terminal Operator Agreement. All Shareholders of that Project Company are required to be Members of the Bidder that is appointed as the Preferred Bidder (i.e., from the moment the Bid Response is submitted);
 - 21.4.2. raise finance for purposes of undertaking the Project;
 - 21.4.3. complete the Construction of any refurbishment or enhancement to the Terminal within twenty-four [24] months of approval to proceed by TNPA.
 - 21.4.4. to the extent that the Preferred Bidder's bid is not consistent with the assumption made above, the provisions of the final Terminal Operator Agreement shall be revised to be consistent with such bid.
 - 21.4.5. the terms and conditions contained in the Draft TOA do not limit the TNPA's rights to negotiate different terms and conditions for the final TOA;
- 21.5.** The draft Terminal Operator Agreement is negotiable, save for those clauses referred to in clause 21.7. Bidders are required to supply a mark-up of commercial Clauses in the Draft Terminal Operator Agreement and once a Preferred Bidder has been appointed, the mark-ups made by the Preferred Bidder, as at Bid Submission Date, will be negotiated between TNPA and the Preferred Bidder. Notwithstanding the restrictions imposed by the non-negotiable provisions as set out above, TNPA reserves the right to amend the final terminal operator agreement such that it is consistent with or aligned with the final accepted bid response.

21.6. Bidders are required to supply a markup of the draft Terminal Operator Agreement to indicate any amendments which the Bidder and its Lenders wish TNPA to consider if appointed as Preferred Bidder. TNPA will not evaluate the extent of the mark-up of the Draft Terminal Operator Agreement at the time of the submission of the Bid Response, but submission of a marked-up draft Terminal Operator Agreement is an Essential Returnable Document, and the failure to submit a comprehensive and fully considered draft Terminal Operator Agreement could result in disqualification. TNPA will not consider mark-up to the Clauses specified in the table in Clause 21.6. A markup of these clauses of the draft Terminal Operator Agreement will not be acceptable to TNPA and could result in an adverse evaluation in the evaluation process of this RFP.

21.7. TNPA regards the Clauses listed in the Draft Terminal Operator Agreement as being non-negotiable, and these are:

No.	Clause number	Description
1	Clause 1	Definitions and Interpretation
2	Clause 2	Introduction
3	Clause 5	Appointment of Terminal Operator and grant of rights
4	Clause 7	Ownership and return of the Project Site and the Terminal
5	Clause 8	Indemnity
6	Clause 9	Terminal Operator's warranties and undertakings
7	Clause 9.3	Compliance with D&C Specifications and Operating Specifications
8	Clause 11	Environmental
9	Clause 16	Port Users and Port Rules
10	Clause 18	TNPA's Assistance and Rights and Limitations on Liability
11	Clause 20	Provision of the Port
12	Clause 22	Project Site
13	Clause 23	Key Personnel and Removal of Personnel
14	Clause 24	Health and Safety
15	Clause 25	Security
16	Clause 30	Rights of Access
17	Clause 35	Default Interest
18	Clause 36	Consequences of a Relief Event
20	Clause 38	Force Majeure
21	Clause 40	Terminal Operator Default

22	Clause 43	Invalidation in terms of section 67 of the National Ports Act
23	Clause 49	No Termination Amount for termination for Force Majeure
24	Clause 52	Corrupt gifts and fraud
25	Clause 55	Information and audit access
26	Clause 56	Miscellaneous matters

21.8. The Preferred Bidder:

21.8.1. will be required to enter into the Terminal Operator Agreement with TNPA, pursuant to which TNPA will grant the Preferred Bidder the right to undertake the Project on the terms and conditions of the Terminal Operator Agreement; and

21.8.2. in addition to the Terminal Operator Agreement, may be required to enter into a Finance Direct Agreement with its Lenders and TNPA in respect of the Terminal Operator Agreement.

22. TNPA'S RIGHTS

22.1. TNPA reserves the right to:

- 22.1.1. reject any Bid Response that does not conform to instructions and specifications which are detailed herein;
- 22.1.2. not accept Bid documents that are submitted after the closing date and time except for cases where it can be proven that the e-tenders system was not functional at the closing time. Bidders are encouraged to submit their bid documents on time to avoid any system issues that may impact their submission;
- 22.1.3. select one or more than one Bidder as the Reserved Bidder in terms of this RFP to undertake the Project;
- 22.1.4. not necessarily award the Project to the highest-scoring Bid Response or an Alternative Bid Response if the Due Diligence Assessment justifies the award to another Bidder as per the requirements of the PPPFA.
- 22.1.5. cancel or suspend the process for the appointment of the Terminal Operator in respect of the RFP;
- 22.1.6. cancel, suspend or amend the terms and /or contents of this RFP at any stage;

- 22.1.7. request a BAFO or not;
 - 22.1.8. amend the RFP, Terminal Operator Agreement, and the Finance Direct Agreement at any time prior to the signature of these agreements;
 - 22.1.9. supplement the information provided as part of the RFP, as and when additional information becomes available before the bid closes;
 - 22.1.10. reject all Bid Responses, if it so decides;
 - 22.1.11. make no award of the Project/ Concession ;
 - 22.1.12. cancel the Terminal Operator Agreement should a contract be awarded on the strength of the information furnished by the Bidder, which after the conclusion of the Terminal Operator Agreement, is proved to have been incorrect, and TNPA shall not be liable to the Bidders or the Preferred Bidder or any other person for any consequences, claims or costs arising from any of these actions; and
 - 22.1.13. to award the tender in part or in full.
- 22.2.** TNPA reserves the right to award the Project to the highest-scoring Bidder unless the Due Diligence Assessment justifies the award to another Bidder.

23. TIMETABLE FOR THE RFP

Activity	Deadlines
Issue of the RFP	04 May 2026
Non-Compulsory Briefing Session in Cape Town	19 May 2026
Deadline for all questions and requests for clarification	01 September 2026
Bid Submission Closing Date	11 September 2026

24. EXTENSION OF THE RFP BID SUBMISSION DATE

TNPA may, at its discretion, extend the Bid Submission Date by issuing a Briefing Note in accordance with Clause 51 (Briefing Notes and Changes to Bid Process), in which case, all rights

and obligations of TNPA and the Bidder that were previously subject to the original Bid Submission Date shall be subject to the extended Bid Submission Date.

25. GOVERNING LAW, COMPETITION AND OTHER STATUTORY REQUIREMENTS

25.1. Governing Law

- 25.1.1. The primary enabling legislation for the Project is the National Ports Act. This enabling legislation regulates and creates the competency of TNPA to procure and implement the Project and the manner in which it may conduct the Project.
- 25.1.2. The procurement of the Project, Bid Responses, subsequent documents, the Terminal Operator Agreement and the Finance Direct Agreement are and will be governed by and construed according to the laws of the Republic of South Africa.
- 25.1.3. Procurement of the Project will be carried out in accordance with the relevant legislation, which includes (but is not limited to), the Constitution; the National Ports Act 12 of 2005; the Preferential Procurement Policy Framework Act, 5 of 2000; the Public Finance Management Act; the B-BBEE Act; and the NEMA, each to the extent applicable and subject to any lawful exemptions from any provision thereof.

25.2. Competition Act

- 25.2.1. Each Bidder must satisfy itself that any aspect of its Bid Response in respect of the Project is not a notifiable transaction as contemplated under the Competition Act and to the extent that it is a notifiable transaction that all necessary requirements to comply with the provisions of the Competition Act have been complied with or will be complied with by it prior to the signature of the Terminal Operator Agreement and the Finance Direct Agreement.
- 25.2.2. Bidders will be required to submit Annex U (*Breach of Law Form*) in terms of which they certify whether they have been found guilty during the preceding 5 (five) years of a serious breach of law, including but not limited to a breach of the Competition Act by a court of law, tribunal or other administrative body.

25.3. Other Statutory Requirements

- 25.3.1. The Bidder (including its Contractors (if any) and its Members), its Lenders (if any), its Legal Advisors, and its Financial Advisors are required to satisfy themselves as to the compliance with all other statutory and legal requirements in relation to the Project or any aspect thereof.

26. THE RFP SOCIO-ECONOMIC OBJECTIVES AND REQUIREMENTS

26.1. B-BBEE

- 26.1.1. TNPA fully endorses and supports the Government's B-BBEE requirements, and it is strongly of the opinion that all South African business enterprises have an equal obligation to redress the imbalances of the past.
- 26.1.2. Since there has also been a lack of investment in infrastructure, skills development, and inequality in income distribution, there have been a number of Government initiatives developed to address these challenges.
- 26.1.3. In terms of the proposed B-BBEE evaluation framework for the Project, prospective Bidders, will be expected to have B-BBEE in accordance with the Amended B-BBEE codes as per October 2013 rating. This Clause 26 (B-BBEE) provides an overview to Bidders of what will be required of them in terms of the B-BBEE Criteria and what steps can be taken to meet those requirements.
- 26.1.4. Black Economic Empowerment ("BEE") is a process driven by the Government through legislation and policy that aims at remedying the historical imbalances and achieving economic transformation by increasing the number of Black People who participate in the mainstream South African economy.
- 26.1.5. BEE is fundamental to economic activities in South Africa and aims, through a mix of economic persuasion and incentive, to encourage the opening up of the economy to those disadvantaged by the past system.
- 26.1.6. The B-BBEE Act is intended as an enabling legislative framework that allows the Government to develop and issue the B-BBEE Codes. The B-BBEE Codes are intended to provide a standard framework for the measurement of B-BBEE across all sectors of the economy. The intention of the B-BBEE Codes is therefore to level the playing field for all entities operating within the South African economy by providing clear and comprehensive criteria for the measurement of B-BBEE.

- 26.1.7. Companies that are governed by Sector-specific Codes will be measured in terms of those Sector Codes.
- 26.1.8. TNPA would, therefore, prefer to do business with local and or international business enterprises that share the same values, and that are prepared to contribute to meaningful B-BBEE initiatives (this includes, but is not limited to, operations, subcontracting, and joint ventures) as part of their Bid Responses.
- 26.1.9. Entities wishing to obtain B-BBEE recognition must be accredited by a recognised verification agency. The role of the B-BBEE verification agencies is to assess, verify, and validate disclosed and undisclosed related-BBEE-related information on measured entities.
- 26.1.10. The DTIC appointed the South African National Accreditation System ("SANAS") to conduct the accreditation of verification agencies. Accreditation as a verification agency enables an enterprise to issue a B-BBEE verification certificate. This method is aimed at instilling confidence in B-BBEE verification. A list of accredited B-BBEE verification agencies can be obtained on this website: www.sanas.co.za
- 26.1.11. Once a full verification of the documentation presented by an entity has been conducted, an entity will be awarded levels of B-BBEE recognition, which are dependent on the contributions an entity has made toward Black People in its business.
- 26.1.12. A typical B-BBEE verification certificate would contain the following information:
- 26.1.12.1. company name and number;
 - 26.1.12.2. type of certificate (group, entity, or division);
 - 26.1.12.3. B-BBEE category (Qualifying Small Enterprises or generic);
 - 26.1.12.4. B-BBEE level (1 (one) to 8 (eight));
 - 26.1.12.5. procurement recognition percentage (%);
 - 26.1.12.6. black ownership percentage (%);
 - 26.1.12.7. black women ownership percentage (%);
 - 26.1.12.8. value-adding supplier (yes or no);

- 26.1.12.9. certificate issue date, and
- 26.1.12.10. certificate expiry date.
- 26.1.13. A consortium or joint venture will only qualify for points for its B-BBEE Contributor Status Level as a legal entity, provided that the entity submits its consolidated copy of the B-BBEE verification certificate for the consortium/ special purpose vehicle or unincorporated joint venture.
- 26.1.14. A consortium or joint venture will qualify for points for their B-BBEE Contributor Status Level as an unincorporated entity, provided that the entity submits its consolidated/ joint copy of the B-BBEE verification certificate as if they were a group structure and that such a consolidated B-BBEE verification certificate or copy thereof is prepared for every separate bid.
- 26.1.15. Bidders who wish to respond to this RFP as a Consortium with B-BBEE entities must state their intention to do so in their Bid Response. Such Bidders must also submit a signed Consortium agreement between the Members clearly stating the percentage split of the Consortium and the associated responsibilities of each Member. If such a Consortium agreement is unavailable, the Members must submit confirmation in writing of their intention to enter into a Consortium agreement should they be appointed as Preferred Bidder by TNPA through this RFP Process. This written confirmation must clearly indicate the percentage split of the business and the responsibilities of each Member. In such instances, Preferred Bidder status will only be awarded once a signed copy of a Consortium agreement is submitted to TNPA.
- 26.1.16. Bidders are to note the requirements for B-BBEE compliance as required by Clause 26 of Part I (General Requirements, Rules, and Provisions) of this RFP and submit proof of their B-BBEE Contributor Status Level in the form of a B-BBEE verification certificate in order to obtain preference points for their B-BBEE status.

27. ENVIRONMENTAL, SAFETY, HEALTH, AND SECURITY COMPLIANCE

The Project must be undertaken in accordance with the safety, health, environmental, quality, and security policies of TNPA, included in this RFP at Annex E (TNPA Security Policy) and Annex C

(Safety, Health, Environment, and Quality Policy), and in accordance with the Terminal Operator Agreement.

28. BIDDERS' EXPERIENCE AND CAPACITY

- 28.1.** The prospective Bidders (and or their individual Members, as the case may be) should have a proven track record of successfully executing projects of similar complexity and magnitude as the Project.
- 28.2.** The prospective Bidders (and/or their individual Members, as the case may be) would therefore be required to demonstrate:
- 28.2.1. Industry-specific experience, particularly their professional and technical qualifications and experience in the operation and/or maintenance of the Terminal Operations, as envisaged in clause 63.4.1.
 - 28.2.2. financial strength, as envisaged in Clause 63 of Part III Stage 1 (Evaluation Criteria) of the RFP;
 - 28.2.3. access to or use of the equipment and infrastructure necessary for the operation and/or maintenance of the Terminal Operations;
 - 28.2.4. adequate personnel to perform their obligations under the Terminal Operator Agreement and related contracts, as envisaged in Part II (Qualification Criteria) of the RFP;
 - 28.2.5. Contractors need to be accredited in terms of CIDB rating, and the bidders need to indicate the CIDB level of all contractors when they decide to upgrade the Terminal

29. GENERAL BID RULES

- 29.1.** The RFP is open to the worldwide public and is not restricted to Bidders who are South African nationals and South African entities. All Bidders are subject to the B-BBEE requirements set out in Clause 26. The Bidders are invited to submit Bid Responses to be appointed as the Preferred Bidder for consideration by TNPA.
- 29.2.** Bidders are required to submit one Standard Bid Response. An additional Alternative Bid Response will only be considered if a Standard Bid has been submitted.

- 29.3.** Only Bid Responses that comply with the minimum requirements and criteria specified in the Qualification Criteria of this RFP to TNPA's satisfaction, at its discretion, may be considered by TNPA for participation in the other stages of the RFP. Each Bidder, in submitting its Bid Response, is deemed to do so on the basis that it accepts and acknowledges the terms of this RFP.
- 29.4.** The Bidder appointed as the Preferred Bidder shall be afforded a period of time, specified under Clause 23 (Timetable for the RFP) of this General Requirements, Rules, and Provisions section of the RFP, to negotiate and finalise their contractual arrangements and Project Documents with, inter alia, their Members, Contractors, equipment suppliers and Lenders, and apply for the Consents required to be held by them, by the date specified in the table under Clause 23 (Timetable for the RFP) of this General Requirements, Rules, and Provisions section of the RFP.
- 29.5.** TNPA reserves the right to appoint a Reserve Bidder simultaneously with, or at any time subsequent to, the announcement of the Preferred Bidder in accordance with Clause 58 (Selection of Preferred and Reserve Bidder) of Part I (General Requirements, Rules, and Provisions) of this General Requirements, Rules, and Provisions section of the RFP.
- 29.6.** A Reserve Bidder, which has been selected to continue to participate in the Bid Submission Phase, may only be invited to become a Preferred Bidder by TNPA if:
- 29.6.1. the Terminal Operator Agreement is not and is unlikely to, for whatsoever reason, be concluded with the Preferred Bidder in respect of the Terminal;
 - 29.6.2. the Preferred Bidder is disqualified for any reason; and/or
 - 29.6.3. the status of the Preferred Bidder is revoked for any reason whatsoever; and
 - 29.6.4. accordingly, the relevant Reserve Bidder will, if requested by the TNPA, be afforded a reasonable period to negotiate and finalise its contractual arrangements and the Project Documents with, inter alia, its Members, Contractors, equipment suppliers, and Lenders in order to conclude the Terminal Operator Agreement and the Finance Direct Agreement with the relevant counterparties.

30. ELIGIBILITY CONSIDERATIONS

- 30.1.** Bid Responses will only be considered by TNPA, in accordance with the Qualification Criteria, Evaluation Criteria, and Due Diligence Assessment set out in this RFP, which generally set out

the TNPA's requirements in respect of experience, track record, financial strength, and strategy to undertake the Project, noting the provision of Clause 60 (Information Verification).

- 30.2.** Any firm, group, organisation, or any Member of a Bidder which is not domiciled within the Republic of South Africa, or does not have an existing, formal association with a South African firm or organisation, shall indicate this fact clearly in its Bid Response.
- 30.3.** Bidders are required to declare if any of their members or any individual who is a director, officer, employee, or Shareholder of any Member is related to any employee of TNPA or Transnet by completing and submitting Annex Q (Declaration of Interest) of this RFP.
- 30.4.** TNPA may, at its discretion, reject a Bid Response if it includes the involvement of any person who is:
- 30.4.1. blacklisted by the Office of the National Treasury; or
 - 30.4.2. blacklisted by such person's professional body (if applicable); or
 - 30.4.3. related to any other Government official or person directly involved in the Project, who may be involved with the evaluation of the Bid Responses, and any person with the ability to influence the decision of TNPA with respect to the appointment of the Preferred Bidder, which Relation was not disclosed; or
 - 30.4.4. who has been found guilty in any court of law of fraud or corruption-related crimes; or
 - 30.4.5. upon whom an administrative penalty or fine has been imposed for a serious breach of law, including but not limited to breaches of the Competition Act.
- 30.5.** The participation of Not-for-Profit entities in a Bid Response is at the discretion of a Bidder and shall be at its sole risk.
- 30.6.** A person, Member, other participants in a Bid Response, or advisor may not participate in, advise, or be involved (either directly or indirectly) with more than one Bidder at any stage during the Project. The Bidders shall ensure that no anti-competitive or collusive behaviour is displayed or engaged in by any person, Member, or advisor participating or involved with more than one Bidder. TNPA shall, at its discretion, be entitled to disqualify any Bidders whose Bid Response displays any anti-competitive or collusive behaviour. In this regard, Bidders will be required to complete and submit Annex X (Supplier Integrity Pact) of this RFP.

31. ACKNOWLEDGEMENT OF THE LAW

- 31.1.** The Bidder and each of its Members registered in South Africa are required to submit with their Bid Response a declaration stating, inter alia, that TNPA has supplied and Bidders have received appropriate responses to any or all questions, as applicable, which were submitted by any Bidders for the RFP clarification purposes. Furthermore, such a declaration shall state that the processes and procedures adopted by TNPA in issuing this RFP and the requirements requested from Bidders in responding to this RFP have been conducted in a fair and transparent manner. The declaration required in respect of the Bidder is included in Annex L (TNPA Declaration of Bidder).
- 31.2.** The Bidder is required to provide a declaration stating, inter alia, that it is aware that Bid Responses that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act and or may be reported to the National Prosecuting Authority ("NPA") for criminal investigation and/or may be restricted from conducting business with the public sector for a period not exceeding 10 (ten) years in terms of the Prevention and Combating of Corrupt Activities Act 12 of 2004 or any other applicable legislation. The declaration required with respect to the Bidder is included in Annex P (Certificate of Acquaintance with RFP Documents).
- 31.3.** Each Project Company and each Bidder will be solely responsible for satisfying itself with respect to all the legal requirements for the Project and as to the legal requirements applicable to the Project and the Project Company as specified in this RFP and shall have no claim against TNPA or its Transaction Advisors for any loss or damage it may suffer or incur by reason of any flaw, or oversight or omission in relation thereto. This includes applying for, obtaining, maintaining, renewing, and adhering to all relevant Consents, permits, licenses, authorisations, and exemptions required to implement the Project. Failure to do so will be at the entire risk of the Project Company and each Bidder, and no relief will be given for errors, oversights, or omissions of the Project Company, a Bidder, or its Members or of TNPA.
- 31.4.** After being selected as a Preferred Bidder, a Preferred Bidder will be required to obtain any relevant licenses and/or permits in the name of its Project Company under the relevant legislation. Each Bidder will be solely responsible for satisfying itself with respect to all the legal requirements for the issue of any relevant license and/or permits by the Responsible Authority in terms of the relevant legislation.

32. LEGAL PERSONALITY OF BIDDER AND CHANGES

- 32.1.** If a Preferred Bidder is a Consortium, it will be required to establish a special purpose Company with the sole purpose of undertaking the Project and entering into the Terminal Operator

Agreement. All Shareholders of that Project Company are required to be Members of the Bidder (as from the Bid Submission Date) that is appointed as the Preferred Bidder.

- 32.2.** No change is permitted to the membership or organisational structure of any Bidder (including its Members) after submission of its Bid Response and during the evaluation process without the prior written consent of TNPA.
- 32.3.** Bidders are required to immediately notify TNPA in writing if a change in any Bidder's membership or structure will include a change to the percentage of membership in the Bidder by each Member or the intended percentage of shareholding in the Project Company by each Shareholder (including but not limited to a Change in Control) or a change in the identity of the Bidder's Members or Contractors.
- 32.4.** Any Bidder and its Members wishing to change its membership and/or structure (including but not limited to a Change in Control), other than in respect of a listed public company, must immediately notify TNPA of this fact, in writing, and request TNPA's written consent and provide:
- 32.4.1. full details of the reason for the change;
 - 32.4.2. full details of the parties involved;
 - 32.4.3. full details of the overall impact on the Bidder, the Project Company, the Bid Response, and the Project;
 - 32.4.4. in respect of a change in Members, detailed information and all returnable schedules and/or documents in respect of such new Member as was required to be submitted in respect of the Bidder and/or its Members at the time of submission of the Bid Response;
 - 32.4.5. in respect of any change related to a sale of Equity in the Project Company, full details in respect of the transaction, including full disclosure of any premium that will be paid in relation to the sale of Equity; and
 - 32.4.6. full details on how the Bidder proposes to share any improvement or benefit that results from a change to a Bidder's Bid Response or Project with TNPA.
- 32.5.** If a Bidder or any of its Members notifies TNPA that it intends to undergo a change in its membership and or structure (including but not limited to a Change in Control), TNPA reserves the right to require the Bidder to supply such further information as TNPA may, in its discretion,

request with regard to such change so as to enable TNPA to consider fully the impact of such change.

- 32.6.** If a Bidder or any of its Members notifies TNPA that it intends to undergo a change in its membership and/or structure (including but not limited to a Change in Control), the Bidder shall be reassessed for qualification in accordance with the terms of this RFP, which re-qualification shall be in TNPA's discretion but in respect of which TNPA shall apply the same Qualification and Evaluation Criteria. If satisfactory, TNPA will advise the Bidder in writing.
- 32.7.** If an event contemplated in Clause 17.1.1 of this General Requirements, Rules and Provisions, Part I (General Requirements, Rules and Provisions), occurs and TNPA, in its discretion, has not approved the relevant change, TNPA shall be entitled to advise the Bidder or any of its Members, as the case may be, in writing that its request was not approved and may, in its discretion, provide a reasonable amount of time for the Bidder or any of its Members, as the case may be, to propose a restructuring of the Bidder or any of its Members, as the case may be, that is to TNPA's satisfaction, in its discretion. Failing this or if the proposed restructuring is not to TNPA's satisfaction (in its discretion), TNPA may, in its discretion, disqualify the Bidder from participating any further in the Bid Submission Phase, or to allow the Bidder to continue in the RFP, subject to such conditions as TNPA (in its discretion) determines appropriate.
- 32.8.** TNPA shall not be obliged to consider any extension of time in relation to any stage of the RFP on account of any change to a Bid Response and or Project including a change in any Bidder or any of its Members as contemplated above.

33. AUTHORISATION OF TNPA AND THE TERMINAL OPERATOR

- 33.1.** The Bidder, its Members, and its advisors are required to satisfy themselves as to the legal authority of TNPA to issue this RFP, to undertake the procurement processes set out in this RFP, and to undertake all other actions envisaged by this RFP including entering into the Terminal Operator Agreement and the Finance Direct Agreement.
- 33.2.** TNPA shall not procure a legal opinion from any of its Transaction Advisors in favour of any Bidder, the Preferred Bidder, Members, Project Company, or Lenders in relation to such authority or any other aspect of this RFP or the Project envisaged by it. In this regard, copies of the relevant documents authorising TNPA to enter into the agreements to which it is a party will be made available to the Preferred Bidder upon written request by the Preferred Bidder.

34. CONFIDENTIALITY

34.1. Confidentiality by the Bidders

- 34.1.1. This RFP contains confidential information regarding the Project and/or the TNPA. By collecting this RFP, the Bidders agree that:
- 34.1.1.1. they will ensure that their Members, directors, officers, employees, agents, advisors, and representatives use this RFP only to assess the attractiveness of the Project and prepare a Bid Response and for no other purpose; and
 - 34.1.1.2. subject to the above Clause, they will not divulge or distribute any information in respect of this RFP or pass on any copies of this RFP without the prior written approval of TNPA and will return this RFP together with all copies thereof to TNPA promptly upon being requested to do so.
- 34.1.2. Each Bidder agrees to maintain the confidentiality of all information supplied to it in connection with the Project (whether in text, chart, picture, electronic, or other form) and agrees to keep its own Bid Response confidential in accordance with this Clause and section 86 of “the National Port Act” No. 12 of 2005.
- 34.1.3. Bidders are required to provide TNPA, together with their Bid Response, a copy of the Non-Disclosure Agreement Annex M (Non-Disclosure Agreement) of this RFP, signed by a duly authorised representative on behalf of the Bidder.

34.2. Confidentiality by TNPA

- 34.2.1. TNPA shall use its reasonable endeavours to keep all data and details submitted by Bidders strictly confidential, save to the extent that TNPA is required to disclose such data and or details by applicable law (including section 86 of the Act, order of a court of competent jurisdiction, a recognised stock exchange or a Government department or agency. Should it be deemed necessary to discuss any matter relating to any submission of any Bidder with third parties (other than TNPA's Transaction Advisors), the necessary permission will be obtained from the Bidder concerned.
- 34.2.2. TNPA shall be entitled to disclose all data and details submitted by Bidders to the Transaction Advisors and the National Treasury and their officers, employees, agents, advisors, and representatives who are involved in the Project and/or the evaluation of the Bid Response.

- 34.2.3. TNPA shall be entitled to disclose all data and details submitted by Bidders to the National Treasury, the DOT, the DTIC, Transnet, and Parliament to the extent necessary.
- 34.2.4. TNPA shall not be liable for any loss incurred or damage suffered as a result of any disclosure of any information (confidential or otherwise) of the Bidder. Accordingly, the Bidder, its Members and or its advisors and/or its Lenders (if any) shall not have and hereby waive any claim against TNPA, its officers, employees, servants, agents, or Transaction Advisors arising out of the disclosure of any information, confidential or otherwise.

35. BID DOCUMENTATION FEE AND PREFERRED BIDDER GUARANTEE

35.1. Preferred Bidder Guarantee

- 35.1.1. Subsequent to the receipt of Bid Responses to the RFP and evaluation thereof, the Preferred Bidder will be required to lodge a guarantee (the "Preferred Bidder Guarantee") with TNPA in an amount equal to R5 000 000.00 (five million Rand). A Bidder that has been provisionally informed of its Preferred Bidder status will be considered to have been appointed by TNPA as the Preferred Bidder once the Preferred Bidder Guarantee has been submitted to TNPA in accordance with this Clause.
- 35.1.2. The Preferred Bidder Guarantee must be:
- 35.1.2.1. an unconditional and irrevocable bank guarantee in the form set out in Annex I (Form of Preferred Bidder Guarantee);
 - 35.1.2.2. lodged with TNPA within 15 (fifteen) Business Days of a Bidder being notified of its provisional Preferred Bidder status;
 - 35.1.2.3. issued by a bank which is licensed to conduct banking business in South Africa under the Banks Act, 94 of 1990 and which has a South African rating of BBB or better by Standard & Poor's or equivalent; and
 - 35.1.2.4. be valid and effective for the period from the date of issue of the Preferred Bidder Guarantee until the earlier of the expiry of the Bid Submission Validity Period, as defined in Clause 49 of Part I (General Requirements, Rules, and Provisions) of this RFP, (as extended from time to time) and the Effective Date as defined in Annex KK of the Draft Terminal Operator Agreement.

- 35.1.3. If a provisionally appointed Preferred Bidder fails to deliver the Preferred Bidder Guarantee within the time allowed, TNPA shall be entitled to revoke the status of that Bidder as Preferred Bidder. TNPA may substitute the Preferred Bidder with a Reserve Bidder nominated by it and lodge a Preferred Bidder Guarantee with TNPA within 15 (fifteen) Business Days of being notified of its Preferred Bidder status. The provisions of this Clause 35 (Preferred Bidder Guarantee) shall apply mutatis mutandis to such new Preferred Bidder Guarantee in each such case.

35.2. Release of guarantee

The Preferred Bidder Guarantee of the Preferred Bidder in respect of a Project will be returned within 15 (fifteen) Business Days of the Effective Date of the Terminal Operator Agreement or expiry of the Bid Submission Validity Period, as the case may be.

35.3. Forfeiture of guarantee

- 35.3.1. TNPA may call on the Preferred Bidder Guarantee more than once (provided that the aggregate amount payable thereunder shall not exceed the maximum amount of the Preferred Bidder Guarantee) without notice or legal process if the Preferred Bidder:
- 35.3.1.1. is in breach of any law relating to the RFP or is disqualified from the RFP as a result of its actions or omissions;
 - 35.3.1.2. fails to extend the term of the guarantee after agreeing to TNPA's request to extend the expiry date of the Preferred Bidder Guarantee (in which case TNPA will hold it as security in lieu of such extended or renewed Preferred Bidder Guarantee): and/or
 - 35.3.1.3. fails to sign the Terminal Operator Agreement within the agreed time period of this General Requirements, Rules and Provisions, Part I (General Requirements, Rules and Provisions) of this RFP;
 - 35.3.1.4. revokes, repudiates, or withdraws its Bid Response.

36. CORRUPT GIFTS AND PAYMENTS

- 36.1.** The attention of Bidders is drawn to the Prevention and Combating of Corrupt Activities Act, 12 of 2004.
- 36.2.** None of the Bidders, its Members, the Lenders, any other participants in a Bid Response, or any of their agents or advisors shall commit an offense in terms of the Prevention and

Combating of Corrupt Activities Act, including directly or indirectly offering or giving any person in the employment of TNPA or any other Government official, who is directly involved in the Project, or any of the Transaction Advisors, any gratuity or consideration of any kind as an inducement or reward for appointing any Bidder as the Preferred Bidder, or for showing or omitting to show favour or disfavour to any Bidder, its Members, the Contractors, or their Lenders in relation to the Project.

- 36.3.** If any offense in terms of the Prevention and Combating of Corrupt Activities Act is committed, TNPA shall be entitled to terminate the relevant Bidder's status and/or to prohibit such Bidder, its Members, its Contractors, Lenders, or any other participant in the relevant Bid Response and their agents and advisors from participating in any further stage or part of the Project.

37. NO CONTRACT

This RFP does not constitute an offer to enter a contractual relationship with any Bidder but is merely a solicitation of Bid Responses to enable TNPA to select the Preferred Bidder, in order to conclude the Terminal Operator Agreement and the Finance Direct Agreement with the Terminal Operator and other relevant counterparties.

38. NO COLLUSION

- 38.1.** The attention of each of the Bidders, its Members, the Contractors, as well as their advisors and agents, are drawn to section 4(1) (b) (iii) of the Competition Act, which prohibits collusive bidding.
- 38.2.** In submitting a Bid Response, each of the Bidders, its Members, the Contractors, Lenders, and all other participants in any Bid Response certifies that:
- 38.2.1. its Bid Response has been prepared without consultation, communication, or agreement for restricting competition with any other Bidder, Member of another Bidder, or participant in another Bid Response, or any other competitor or potential competitor;
 - 38.2.2. its Bid Response has not been disclosed, nor will it be disclosed to any other Bidder, Member of another Bidder, or participant in another Bid Response, or any competitor or potential competitor;
 - 38.2.3. no attempt has been made or will be made by it to induce any other person not to submit or participate in a Bid Response for the purpose of restricting competition; and

38.2.4. no attempt has been made or will be made by it to induce any other person to alter the form or contents of its participation in any Bid Response for the purpose of restricting competition.

38.3. If TNPA becomes aware of or is of the opinion that any of the activities detailed in Clause 38.1 have been undertaken by any Bidder or any of its Members, Contractors, or participants in another Bid Response or any of their advisors, TNPA shall be entitled to disqualify such Bidder, its Members, Contractors or participant in such Bid Response and their advisors and to bar any or all of them from participating further in the RFP in respect of the Project.

39. NON-COMPLIANCE OF BID RESPONSE RESULTING IN DISQUALIFICATION

39.1. Any material failure on the part of a Bidder to comply with any of the terms of this RFP, read together with all Briefing Notes, may result in its Bid Response being treated as a non-compliant Bid Response.

39.2. TNPA reserves the right to reject any non-compliant Bid Response without further evaluation.

39.3. Non-submission of the Mandatory Returnable Documents required for the achievement of Administrative Responsiveness will result in the Bidder not being a compliant Bidder and the Bidder's Bid Response will not be evaluated further against the remaining Qualification Criteria. Bidders will also have to ensure that the Bid Response has been lodged on time and at the correct drop point and that all the RFP documents in the Bid Response have been duly signed by the Bidder. Any Bid Response received without all Essential Returnable Documents requested in terms of this RFP or with insufficient information to enable a substantive evaluation thereof, as contemplated in (Qualification Criteria 2: Substantive Responsiveness) of Part II of this RFP, will be marked as incomplete and may, in TNPA's discretion, be rejected from the RFP.

40. CONTACT POLICY

40.1. All correspondence from a Bidder to TNPA shall be addressed to the Project Officer, shall be signed by the authorised representative of a Bidder, and shall be legally binding on the relevant Bidder. All such correspondence must clearly indicate the name of the signatory, his or her position, and the name of the Bidder. The Bidders may not contact or correspond with any person at TNPA, Transnet, or a Transaction Advisor, other than the Project Officer, in relation to the Project and or the RFP. The Bidder shall not be entitled to rely on any statements, information, or correspondence in respect of this RFP or the Project that is not made, given, or issued by the Project Officer and that is not contained in a Briefing Note.

- 40.2.** Each Bidder shall give the Project Officer the name and contact details, in writing, of the person whom it appoints to undertake all contact with the Project Officer. It is each Bidder's sole responsibility to ensure that all contact details provided to the Project Officer are correct in every respect, including details of email addresses and telephone numbers, etc. TNPA will not be held liable for the incorrectness of any contact details provided by Bidders. Any change to any details of that contact person shall be notified to the Project Officer in writing. The Bidder may only communicate with TNPA through such person, and TNPA shall be entitled, at its discretion, to disregard any communication from the Bidder that does not come from such contact person.
- 40.3.** All queries and requests for clarification in respect of this RFP shall be requested by way of Annex V (RFP Clarification Request Form) of this RFP, addressed, in writing, to the Project Officer. The contact details of the Project Officer are the following:

Area of responsibility	Contact
TNPA Project Manager: Port of Cape Town	Email: tnpapoctliquidbulkrfp3@transnet.net

- 40.4.** No information or clarification in relation to the Project and/or the RFP may be requested by the Bidder, its Members, the Contractors nor any of its agents or advisors, or any person participating in the relevant Bid Response from any member of the Transaction Advisors (save for requests to the Project Officer), Transnet, the employees of TNPA or any other Government official who may be associated with the Project (other than the Project Officer or National Treasury), without the prior written consent of the Project Officer.
- 40.5.** If a Bidder, its Members, the Contractors or any of its agents, Lenders, other person participating in the relevant Bid Response or advisors make any such prohibited contact, TNPA reserves the right, in its discretion, to disqualify the Bidder, its Members, Contractors, other person or advisors from participating in that Bid Response on the grounds of being in breach of this Clause 40.3, from any further participation in the Project.
- 40.6.** The Bidders, their members, contractors, advisors, Lenders, or agents may not rely on any information provided to any of them outside of the scope of Clause 40.3 above.

41. TIME FOR REQUESTS AND CLARIFICATIONS

The Bidder may request clarification on any item contained within this RFP by no later than **16:00 CAT, 01 September 2026**, after which date TNPA will not be obliged to enter into further correspondence with the Bidder on questions related to that Bid Submission Phase of the Project.

- 42.1. After the briefing session, oral requests and queries will not be entertained. Requests from Bidders must be in writing and sent to the Project Officer by way of email to the following email address: tnpapoctliquidbulkrfp3@transnet.net
- 42.2. TNPA will respond to written requests and queries by way of written Briefing Notes published on the e-tender portal.
- 42.3. Bidders must take note that all requests, queries, and answers during the clarification process will be dealt with in an open and transparent manner so as not to give any particular Bidder an unfair advantage over others. Bidders must take care not to include confidential information in their queries or requests for clarification. The queries or requests for clarification should be limited to any item contained in this RFP.

43. NON-COMPULSORY RFP BRIEFING SESSION AND SITE VISIT

A non-compulsory briefing to Bidders will be held physically and online using this link: [Join the meeting now](#) Meeting ID: 347 486 309 798 9 Passcode: nP6ta6bc in respect of the Project, during which time the approach to the Project will be outlined, and where key issues of concern or matters requiring clarification are to be raised. Details of this briefing session are as indicated below:

- 43.1.1. Port of Cape Town – Date: **19 May 2026**, at South Arm Road -**TNPA House-10, Floor Boardroom, Time: 10h00.**
- 43.1.2. This RFP may be downloaded directly from the National Treasury's e-Tender Publication Portal at www.etenders.gov.za free of charge. The RFP may also be downloaded from the Transnet Portal at <https://transnetetenders.azurewebsites.net> (please use Google Chrome to access the Transnet link/site) free of charge.
- 43.1.3. Respondents are encouraged to bring a copy of the RFP to the site meeting and/or RFP briefing.
- 43.1.4. Potential bidders attending the briefing session are required to RSVP to the following email address: tnpapoctliquidbulkrfp3@transnet.net by **22 May 2026.**

43.1.5. TNPA will produce a written register of the Bidders who attended the RFP Briefing Session and a written record of the proceedings at the RFP Briefing Session and will circulate this to all Bidders who attended the RFP Briefing Session, following the RFP Briefing Session. This written record shall be the definitive record of the proceedings and discussions at the RFP Briefing Session. There will be a question and answer session, and all bidders will be required to submit all the questions in writing and TNPA will set a date to respond in writing.

43.1.6. Due to the access and operational safety conditions at the Terminal, Bidders will be required to bring their identity documents, appropriate safety shoes for walking in the Terminal, and other personal protective equipment such as safety jackets, hard hats, and reflective vests.

43.2. TNPA will restrict the number of attendees for each Bidder to a maximum number of 3 (three) representatives.

44. STATUS OF RESPONSE

TNPA and its Transaction Advisors will endeavor in good faith to respond to all reasonable written queries and requests for clarification raised by the Bidders. No response given to a question or request for clarification will have any status or impact on the RFP, save to the extent that such response is subsequently reflected in Briefing Notes to the RFP.

45. SUBMISSION OF BID RESPONSE

Bid Responses in relation to the Bid Submission Date are to be submitted by no later than **16:00 hrs** Central African Time on **11 September 2026**.

45.1. All Bid Responses and documents contained therein must be:

45.1.1. in a PDF format.

45.1.2. Properly indexed, readable, and capable of being electronically accessed.

45.2. Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy, where suppliers can view advertised tenders, register their information, log their intent to respond to bids, and upload their bid proposals/responses onto the system.

45.3. The Transnet e-Tender Submission Portal can be accessed as follows:

- 45.3.1. Log on to the Transnet e-Tenders management platform website/ Portal (transnetetenders.azurewebsites.net);
- 45.3.2. Please use Google Chrome to access the Transnet link/site);
- 45.3.3. Click on “ADVERTISED TENDERS” to view advertised tenders;
- 45.3.4. Click on “SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- 45.3.5. Click on “SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- 45.3.6. Click on “SIGN IN/REGISTER” - to sign in if already registered;
- 45.3.7. Toggle (click to switch) the “Log an Intent” button to submit a bid;
- 45.3.8. Submit bid documents by uploading them into the system against each tender selected; and
- 45.3.9. No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net.

46. FORMAT OF THE BID RESPONSE

TNPA shall be entitled, in its discretion, to disqualify any Bid Response that fails in any way to fulfill the requirements of this Clause 46 (Format of the Bid Response), and to prohibit the relevant Bidder from participating further.

46.1. Contents of the Bid Response

- 46.1.1. The Bid Response must be complete, contain all the information required by this RFP, and deal with each issue raised in this RFP in consequential order, numbered in accordance with the numbering set out in this RFP. The Bid Response must contain each document, fully completed with the specific details of the Bidder and/or its members, as provided for in all the Annexes to this RFP.
- 46.1.2. All pages of each part of the Bid Response must be numbered consecutively from beginning to end, and a detailed index to the entire Bid Response, including all pages of each section or part, must be included in the Bid Response.

- 46.1.3. The Bid Response must adhere to the order set out below, to aid the evaluation process:
- 46.1.3.1. the Mandatory Returnable Documents;
 - 46.1.3.2. the Essential Returnable Documents;
 - 46.1.3.3. the response to the Qualification Criteria; and
 - 46.1.3.4. the response to the Evaluation Criteria.
- 46.1.4. The sections of the Bid Response that correspond to each of the Qualification Criteria and the Evaluation Criteria must be separate documents and separately bound. For example, all documents that comprise the response to the Technical Qualification Criteria must be bound together or compiled in a separate file, and the cover of the file or bound document must clearly set out the heading of the Part and Clause of the RFP to which the document relates.

46.2. Language of the Bid

The Bid Response and all documents forming part of the Bid Response shall be in English. Any document submitted by a foreign Bidder or Member which may be in another language provided it is accompanied by an English translation of the entire document. For the purpose of interpretation of the Bid Response, the English translation provided shall govern. All correspondence and any other documentation and oral communication exchanged between the parties shall be in English.

46.3. Currency of the Bid

All monetary amounts referred to in a Bid Response shall be in Rand (ZAR), save to the extent specifically permitted in this RFP.

46.4. Identification of the RFP Bid Response

46.4.1. The Bidder shall write on the top right-hand corner of each document forming part of the Bid Response submitted by the Bidder, the following information:

- 46.4.1.1. RFP Reference Number;
- 46.4.1.2. Name and Address of Bidder;
- 46.4.1.3. Master or Copy Number;
- 46.4.1.4. whether it is a Standard Bid Response or Alternate Bid Response; and

46.4.1.5. Category of Document (namely, the heading of the Part and Clause of the RFP to which the document relates).

46.4.2. The Bidder shall mark the cover of the Bid Response with the following details:

- 46.4.2.1. the title of the RFP as detailed on the cover page of the RFP;
- 46.4.2.2. RFP reference Number;
- 46.4.2.3. Name and Address of Bidder.

46.5. Correction of errors

The complete Bid Response shall be without alterations, deletions, or omissions, except those to accord with instructions issued by TNPA, or as necessary to correct errors made by the Bidder. If corrections are made to the Bid Response such corrections shall be made in clearly legible handwriting and initiated in black ink by the person or persons signing the Bid Response. No corrections to the Bid Response shall be made with any kind of correction fluid.

46.6. Signing of Bid

- 46.6.1. The Bid Response is to be signed by the duly authorised representative of a Bidder authorised in terms of the resolutions of the Bidder and the Members attached to this RFP as Annex N (Resolution of Board of Directors) and Annex O (Resolution of each Member) issued for the purpose of responding to this RFP.
- 46.6.2. The duly authorised representative of a Bidder shall be the only person authorised to make statements on behalf of and receive instructions for and on behalf of the Bidder.
- 46.6.3. Included in each Bid Response shall be a statement by the duly authorised representative of a Bidder set out in Annex L (TNPA Declaration of Bidder) of this RFP.

46.7. Further information

TNPA may seek clarification from any Bidder on any aspect of a Bidder's Bid Response. TNPA may require the Bidder to make oral and/or written presentations for clarification purposes, in respect of its Bid Response if so, required by TNPA. In the event that such a request, for additional information, is made by TNPA to any Bidder, such a request should not be misconstrued by a Bidder as being an opportunity to supplement, amend, vary, or modify any part of its Bid Response. TNPA reserves the right to hold one or more briefing or information sessions in respect of any or all of the Bid Response. The Bidder may be required to do a presentation of the salient features of its Bid Response to TNPA. If required by TNPA, the Project Officer will arrange a suitable date and venue with each Bidder.

47. LATE BID RESPONSES

Bid Responses reaching TNPA later than the original or extended Bid Submission Date (as the case may be) will be rejected without further consideration as contemplated in the Administrative Responsiveness Criteria. Late Bids will not be opened.

48. BID SUBMISSION VALIDITY

All Bid Responses constitute an irrevocable binding offer by the Bidder to TNPA. Bid Responses must remain valid and binding for 365 (three hundred and sixty-five) calendar days from the Bid Submission Date ("Bid Submission Validity Period").

49. EXTENSION OF BID SUBMISSION VALIDITY PERIOD

If TNPA requests the Bidder to extend the Bid Submission Validity Period of its Bid Response for any reason, the Bidder must issue its response to TNPA in writing within 20 (twenty) Business Days of the date on which TNPA made the relevant request. Should the extension be agreed to by the Bidder, the Bid Response may not be varied but an extension of the Preferred Bidder Guarantee

contemplated in Clause 35 (Bid Documentation Fee and Preferred Bidder Guarantee), to match any such extension, may be required.

50. DECLARATION OF BIDDER

The authorised representative of the Bidder is required to sign the declaration in the form provided in Annex L (TNPA Declaration of Bidder).

51. BRIEFING NOTES AND CHANGES TO THE BID PROCESS

Up to 15 (fifteen) Business Days prior to the Bid Submission Date, the TNPA may, for any reason, whether at its own initiative or in response to a clarification requested by a Bidder, modify any part or aspect of this RFP by the issue of Briefing Notes.

51.1. Issue of Briefing Notes

- 51.1.1. TNPA may issue additional information regarding the RFP on an ad hoc basis, which information shall be provided in the form of Briefing Notes.
- 51.1.2. Briefing Notes will be sequentially numbered and will indicate whether they supplement, vary, or amend any portion of the RFP. All Briefing Notes shall be provided to the Bidders by way of e-mail to the address provided by each Bidder.
- 51.1.3. Any and all Briefing Notes will be issued in writing and delivered electronically to the Bidders. The Bidders shall be obliged to accept any amendments specified in Briefing Notes and shall promptly acknowledge receipt thereof by email to the email address of the Project Officer stated in Clause (Contact Policy). All Briefing Notes shall be deemed to be part of the RFP.

51.2. Influence of Briefing Notes

- 51.2.1. In order to afford Bidders reasonable time in which to take a Briefing Note into account in preparing their Bid Responses, TNPA may, at its own discretion, extend the Bid Submission Date in accordance with Clause 24 (Extension of RFP Bid Submission Date).
- 51.2.2. The Bidder shall ensure that its Bid Response is prepared, taking into account all Briefing Notes issued by TNPA.

52. COST OF BIDDING

- 52.1.** The Bidder shall bear all of its costs (of whatsoever nature) associated with the preparation of its Bid Response.
- 52.2.** No Bidder (including the Preferred Bidder or any Reserve Bidder) shall have any claim against TNPA (including any claim for the costs of bidding) as a result of:
- 52.2.1. not being selected as the Preferred Bidder and/or a Reserve Bidder; and/or
 - 52.2.2. TNPA altering or abandoning any part or the entire Project, including limiting the Project to the Bid Submission Date only.

53. INCONSISTENCIES

- 53.1.** If a Bidder identifies any errors or inconsistencies between the various portions of this RFP, the Bidder shall notify the Project Officer in writing prior to the date referred to in Clause 40 (Time for requests and clarifications) and TNPA will provide clarification as to the intended position to all Bidders by way of a Briefing Note.
- 53.2.** To the extent that any inconsistency exists or shall exist between the terms of the Terminal Operator Agreement, the Finance Direct Agreement, and the provisions of the RFP, the terms of the Terminal Operator Agreement and the Finance Direct Agreement shall prevail.

54. INCORRECT OR MISLEADING INFORMATION

TNPA may disqualify any Bidder and or revoke any decision in respect of the selection of the Preferred Bidder or a Reserve Bidder if such decision was based on any incorrect information which the Bidder or its Members, Contractors, or advisors or any other participant in the relevant Bid Response and/or agents provided in response to this RFP.

55. ELECTRONIC ACCESS TO BID RESPONSES

TNPA will electronically access all Bid Responses after the Bid Submission Date following receipt of the Bid Responses after electronic Bid Submission. However, Bidders must note that TNPA will not disclose any information that the Bidders have in their Bid Responses to anyone without the Bidders consent. Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues that they may encounter due to their internet speed, bandwidth, or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders because of the technical challenges. Please do not wait

for the last hour to submit. A Bidder can upload 30 MB per upload and multiple uploads are permitted.

56. RFP BID RESPONSE REJECTION

TNPA shall be entitled to accept or reject any Bid Response or to annul the RFP at any time.

57. DISPUTES RELATING TO THE BID PROCESS

Each Bidder and each Member and Contractor or other person participating in a Bid Response or otherwise in the RFP waives the right to bring proceedings in any forum outside of the Republic of South Africa in relation to this Project. The Project and the RFP in respect of the Project shall be governed by the laws of South Africa and the Bidder and each of its Members, Lender, and Contractors and such other participants consents and submits to the High Court of Cape Town having exclusive jurisdiction in relation to it.

58. SELECTION OF PREFERRED AND RESERVE BIDDER

- 58.1.** TNPA will send letters to the Preferred Bidder and the Reserve Bidder on an ad hoc basis, notifying them provisionally of their status and requesting the Preferred Bidder to submit a Preferred Bidder Guarantee pursuant to Clause 35 (Preferred Bidder Guarantee) and to enter into negotiations with, inter alia, its Members, Contractors, Lenders, and equipment suppliers to finalise its contractual arrangements and Project Documents in order to conclude the Terminal Operator Agreement and the Finance Direct Agreement with the relevant counterparties.
- 58.2.** If TNPA nominates the Preferred Bidder, the nominated Preferred Bidder will be invited to enter into negotiations with TNPA leading to the signature by the appropriate parties of the Terminal Operator Agreement. Once a Bidder is appointed Preferred Bidder, a period not exceeding 4 (four) months, or such extended period as may be objectively and reasonably necessary, as determined by TNPA in its sole discretion, will be allowed for the negotiation of the Terminal Operator Agreement. If the Preferred Bidder fails to facilitate the conclusion of the Terminal Operator Agreement within this 4 (four) month period, or such extended period as may be objectively and reasonably necessary, as determined by TNPA in its sole discretion, such Preferred Bidder may be disqualified from its status as Preferred Bidder.
- 58.3.** If these negotiations are not successful or if the Preferred Bidder is disqualified in accordance with provisions of this RFP, the Bidder nominated as the Reserved Bidder may be invited to

enter negotiations with TNPA in substitution of the Preferred Bidder who will be eliminated from the RFP.

- 58.4.** Following the signature of the Terminal Operator Agreement, the Terminal Operator will proceed to Financial Close and subsequently implement the Project.

59. PARTICIPATION IN A SINGLE BIDDER

No Contractor, Shareholder or Transaction Advisor, or Bidder's legal advisor may be a member of, or in any way participate or be involved, whether directly or indirectly, with more than one Bidder during any stage of the RFP process. Failure to comply with this requirement may result in the disqualification of all the entities of the Bidder, or any other organisation involved. After the selection of the Preferred Bidder and the release of the Reserve Bidder, members of the unsuccessful Bidders (including their contractors and relevant organisations) may, with the prior approval of TNPA, participate in the Preferred Bidder.

60. INFORMATION VERIFICATION

- 60.1.** Each Bidder (including its Members, Contractors, advisors, and other participants), in submitting a Bid Response, is deemed to consent to and agree that TNPA is entitled to:

- 60.1.1. perform a credit check in respect of such a Bidder, its Members, Contractors, and participants by accessing any credit bureau's database and use any information and data obtained from a credit bureau in respect of the evaluation of the Bidder's Bid Response;
- 60.1.2. seek references from any relevant third parties; and
- 60.1.3. verify any information provided by a Bidder (including technical and financial information) with third parties (including banks).

PART II - QUALIFICATION CRITERIA

61. THE STRUCTURE OF THIS QUALIFICATION CRITERIA

- 61.1.** The Qualification Criteria that a Bidder's Bid Response is required to satisfy is detailed below in Part II (Qualification Criteria). The Qualification Criteria are divided into the following categories under the appropriate headings:

- 61.1.1. Qualification Criteria 1: Administrative Responsiveness; and

61.1.2. Qualification Criteria 2: Substantive Responsiveness.

61.2. The Qualification Criteria is indicated in the diagram below:

PART II - QUALIFICATION CRITERIA
<p>Qualification Criteria 1: Administrative Responsiveness</p> <ul style="list-style-type: none"> ✓ Timely Submission of Bid Response ✓ Bid Response Duly Signed on all relevant documents
<p>Qualification Criteria 2: Substantive Responsiveness (Mandatory Returnable)</p> <ul style="list-style-type: none"> ✓ Whether the bid contains a Concession Fee Offer
<p>Bidders who do not comply with all the requirements of Substantive Responsiveness will NOT be eligible for evaluation under Part III Evaluation Criteria.</p>

61.3. The requirements and parameters with respect to each of these criteria are set out in Part II. The Bidder must respond to each and every heading in this Part II (Qualification Criteria) and provide comprehensive responses and information in respect of each such criteria.

61.4. Qualification Criteria 1: Administrative Responsiveness in Clause 61.1.1 of this Part II (Qualification Criteria) will be checked by TNPA before the evaluation of Part III commences. Failure to submit and upload the Bid on the e-tender portal on time and a failure to submit duly initialled and signed documents by the Bidder, which is required for the achievement of Administrative Responsiveness will result in the Bidder not being compliant and the Bidder's Bid Response will not be evaluated further against Qualification Criteria 2: Substantive Responsiveness.

- 61.5.** Only Bidders who comply with the requirements of Qualification Criteria 1: Administrative Responsiveness will have their Bid Responses evaluated against Qualification Criteria 2: Substantive Responsiveness. In order to comply with the requirements of Qualification Criteria 1: Administrative Responsiveness the following must be met.

QUALIFICATION CRITERIA 1	RFP REFERENCE
Whether the Bid Response has been uploaded on time.	Clause 61.1.1 of Part II of this RFP
Whether the Bidder has submitted a duly signed/initialled Bid Response as required by the RFP.	Clause 61.1.1 of Part II of this RFP

- 61.6.** Qualification Criteria 2: Substantive Responsiveness under the RFP Clause 61.1.2 of this Part II (Qualification Criteria), will be checked by TNPA before the evaluation of Part III commences. Failure to submit the Mandatory Returnable Documents required for the achievement of Substantive Responsiveness will result in the Bidder not being compliant and the Bidder's Bid Response will not be evaluated further against Evaluation Criteria III.

QUALIFICATION CRITERIA 2	RFP REFERENCE
Concession Fee Offer	Clause 61.1.2. of Part II of this RFP

- 61.7.** Upon qualification on the Substantive responsiveness, the bidder will be evaluated on the Evaluation Criteria, which forms Part of the Functionality Evaluation and Price & Preference Criteria Assessment in Part III of this RFP as outlined in clause 62 below.



PART III –EVALUATION CRITERIA

62. Overview Of The Evaluation Criteria

- 62.1.** In compliance with the provisions of section 56 of the Act. TNPA shall establish a Evaluation Committee (EC) to assist it with the evaluation of the Bid Responses. The primary responsibility

of this EC shall be to evaluate all Bid Responses against the criteria set out in Part III Stage 1 (Evaluation Criteria: Functionality) and Stage 2 (Evaluation Criteria: Price & Preference) of this RFP and to make appropriate recommendations to TNPA in respect of which Bidders meet the Evaluation Criteria in this Part III (Evaluation Criteria).

- 62.2.** The EC shall constitute a working committee comprising TNPA employees and may comprise representatives of the Transaction Advisors if applicable (technical, financial, and legal) to evaluate each aspect of the Functionality and Evaluation Criteria independently of each other against an agreed evaluation matrix which will be prepared for each discipline and utilised by each evaluator to ensure consistency in the process.
- 62.3.** Upon completion of the evaluation by the various committees, the chairperson of the EC shall convene such further meetings in order to complete the evaluation for the purposes of formulating recommendations to TNPA.
- 62.4.** In this regard, it should be noted that TNPA has not and will not delegate any decision-making authority to the EC. Furthermore, the EC has no authority to make any decisions on behalf of TNPA in respect of the appointment of the Preferred Bidder.

Evaluation Criteria - Stage 1 Functionality	Evaluation Criteria - Stage 2 Price & Preference
<ul style="list-style-type: none"> • Previous Exp. & Track Record (30) • SHE & Risk (30) • Financial Capability (40) • Business Case (100) <ul style="list-style-type: none"> ○ Market Analysis (25) ○ Financial Management Plan (25) ○ Operating Model (20) ○ Project Schedule (20) ○ Refurbishment & Maintenance plans (10) <p>Total Points = 200</p>	<p>Price:</p> <p>Concession Fee Offer: 90.00</p> <hr/> <p>Preference:</p> <p>B-BBEE (Specific Goal): 10.00</p>
 	
<p>A minimum weighted score of 140 points (70%) of the total 200 Points is required for a Bidder to be eligible for evaluation under Stage 2 of this Evaluation Criteria. A Bidder who does not meet the minimum 140 points (70%), will not be evaluated further.</p>	<p>On completion of the evaluation under Stage 2, Bidders will be ranked and be eligible for appointment as the Preferred Bidder if there is no Due Diligence Assessment that justifies the appointment of another Bidder other than the Highest Ranked Bidder.</p>

63. STRUCTURE OF THE EVALUATION CRITERIA

63.1. This Part III stage 1 (Evaluation Criteria) of this RFP contains the functionality requirements for the detailed Bid Response and the evaluation methods, criteria, and weighting in respect of those parts of the Bid Response that are subject to evaluation in terms of this Evaluation Criteria. The intent is to assess the technical, financial, safety, and commercial ability to execute the Project. Those parts are:

- 63.1.1. Evaluation Criteria 1: Experience & Track Record;
- 63.1.2. Evaluation Criteria 2: Safety Health Environment & Risk;
- 63.1.3. Evaluation Criteria 3: Financial Capability Criteria; and

63.1.4. Evaluation Criteria 4: Business Case.

63.2. TNPA will only consider a Bidder's Bid Response in terms of this Evaluation Criteria if that Bidder fulfils all of the Qualification Criteria of Part II of this RFP.

63.3. The Bidder must respond to each and every heading in Part III RFP (Evaluation Criteria) referred to in clause 63 of this RFP and provide comprehensive responses and information in respect of each heading. Failure by a Bidder to respond adequately or at all to any of the headings of this Clause 63 (Evaluation Criteria) shall have an adverse impact on the evaluation of its Bid Response and may result in (0) zero points being awarded for a particular Evaluation Criteria.

63.4. The evaluation of this Stage 1 of the Evaluation Criteria will be undertaken out of a total of two hundred [200] points as follows:

63.4.1. Criteria 1: Experience & Track Record Criteria being scored out of 30 (thirty),

63.4.2. Criteria 2: Safety, Health, Environment & Risk being scored out of 30 (thirty),

63.4.3. Criteria 3: Financial Capacity being scored out of 40 (forty) and

63.4.4. Criteria 4: Business Case being scored out of 100 (one hundred) points, as more fully explained below.

63.5. A Bidder will be required to meet a minimum threshold weighted score of 140 points (70%) in order to be eligible for evaluation under Stage 2 of the Evaluation Criteria.

64. STAGE 1 OF THE EVALUATION CRITERIA

64.1. Evaluation Criteria 1: Experience & Track Record

A Bidder's experience and track record in Liquid Bulk cargo handling, as well as liquid bulk operations, must be reflected in the corporate profile of the Bidder, which must be supplemented with appropriate letters of reference as proof as mentioned below:

64.1.1. Experience

64.1.1.1. This section will be assessed and scored out of twenty [20] points.

64.1.1.1.1. Bidders will be required to submit:

- 64.1.1.1.1.1. at least one (1) letter of reference from a local or an international Liquid Bulk customer and/or supplier of the Bidder; as proof in respect of the number of years of experience that they or their members, as the case may be, have in operating in any area within which Bidders have handled Liquid Bulk and will be evaluated on this experience to ensure that TNPA secures the services of a competent Terminal Operator, substantively in the form as set out in Annexure FF1 annexed to this RFP; and
- 64.1.1.1.1.2. at least one (1) letter of reference from a credible/ independent registered auditor e.g., a recognised professional body, as proof in respect of the number of Liquid Bulk Cargo and Compatible Cargo terminals that they or their members, as the case may be, have developed and will be evaluated on this experience to ensure that TNPA secures the services of a competent Terminal Operator.
- 64.1.1.1.1.3. A reference letter must be on the letterhead of the company where the work was done. References should include the following:
 - 64.1.1.1.1.4. The description of the project;
 - 64.1.1.1.1.5. Client Company name;
 - 64.1.1.1.1.6. Client contact details (email and telephone);
 - 64.1.1.1.1.7. Bidder Experience in Liquid Bulk Cargo: years of operation experience and years of experience in handling Liquid Bulk Cargo.
- 64.1.1.2. At least one letter of reference confirming the Bidder's affiliation to a recognized industry body association in South Africa dealing with liquid bulk handling, or where applicable.
- 64.1.1.3. At least 1 (one) letter of reference from an international body of association in the Liquid Bulk Sector, where applicable.
- 64.1.1.4. The portfolio of evidence must be verifiable through relevant contact details and must form part of the Bidder's Bid Response, as this is a critical requirement of the Due Diligence Assessment as per Part IV of the RFP.

- 64.1.1.5. In cases where a score has been assigned to a criterion or requirement within the scoring table, a Bidder's failure to submit all necessary documentation or to fully meet the specified requirement, as indicated in both the scoring table and the corresponding clause in the RFP, shall result in a score of zero.
- 64.1.1.6. The Number of Years of experience handling Liquid Bulk Cargo /or operating a Terminal handling Liquid Bulk Cargo, either operated and/or are currently operating, will be assessed and scored out of ten [10] points as follows:

NUMBER OF YEARS OF EXPERIENCE OPERATING A FACILITY/TERMINAL HANDLING LIQUID BULK CARGO.	POINTS
0 years	0
≥1 year to 5 years	4
> 5 years to 10 years	6
> 10 years to 20 years	8
> 20 years	10

- 64.1.1.7. Additionally, if the number of years of experience handling Liquid Bulk Cargo /or operating a Terminal handling Liquid Bulk Cargo facility is in a Commercial Sea Port the Bidder will be assessed and scored out of ten [10] points as follows:

NUMBER OF YEARS OF EXPERIENCE OPERATING A FACILITY/TERMINAL HANDLING LIQUID BULK CARGO IN A COMMERCIAL SEAPORT	POINTS 10
0 years	0
≥1 year to 5 years	4
> 5 years to 10 years	6
> 10 years to 20 years	8
> 21 years	10

64.1.2. Track Record

64.1.2.1. This section will be assessed and scored out of ten [10] points.

64.1.2.2. In cases where a score has been assigned to a criterion or requirement within the scoring table, a Bidder's failure to submit all necessary documentation or to fully meet the specified requirement, as indicated in both the scoring table and the corresponding clause in the RFP, shall result in a score of zero.

64.1.2.3. The Bidders will be required to submit at least one [1] letter of reference as proof in respect of each liquid bulk terminal/facility that they or their Members, from either a customer, landlord or any relevant authority who can confirm the terminal operated by the Bidder which lists the location of such terminal/ facility and the nature of the operation being undertaken at the terminal/facility. as the case may be in the form as set out in Annexure FF2 hereto, for the following:

64.1.2.3.1. The number of Terminals/handling facilities where bidders have handled or stored and/or are currently handling or storing Liquid Bulk Cargo. Bidders will be required to submit proof of their throughput volumes and or that of their Members in respect of the Liquid Bulk Terminal in which they previously or currently operated, substantively in form as set out in Annexure FF2 annexed to this RFP;

- 64.1.2.3.2. The Bidder will be evaluated on the track record to ensure that the TNPA secures the services of a competent and credible Terminal Operator. Bidders should accordingly provide a letter of reference, confirming each Terminal/handling facility operated by the Bidder (refer to Annexure FF2 for guidance).
- 64.1.2.3.3. The number of terminals that a Bidder or their Members have previously operated or are currently operating relevant to the Bidder's proposed business case for a Liquid Bulk Terminal will be assessed and scored out of five [5] points as follows:

THE NUMBER OF TERMINAL FACILITIES OPERATED OR CURRENTLY OPERATING (OFFSHORE AND/OR INLAND TERMINALS) Evidence required: Terminal Operator License	POINTS
	5
0 Terminal facility operated.	0
1 Terminal facility operated or currently operating.	1
2 Terminals facilities operated or currently operating.	2
3 Terminals facilities operated or currently operating.	3
≥4 Terminal facilities operated or currently operating.	5

- 64.1.2.3.4. Bidders will be required to submit, a letter from an independent registered auditor or an independent reviewer from a recognised professional accountant confirming the Bidders Liquid Bulk Cargo throughput volumes, and or that of their Members in respect of the Terminals in which they previously or currently operate; such as letters of reference, certifications, regarding their or their Members' relevant previous and current track record of their throughput volumes.
- 64.1.2.3.5. The average Liquid Bulk Cargo throughput volumes (per terminal) over the past 3 years will be assessed and scored out of five [5] points as follows:

AVERAGE LIQUID BULK CARGO THROUGHPUT VOLUMES BUNKERING SERVICES OVER THE PAST 3 YEARS WHERE APPLICABLE – (Kiloliters)	POINTS
Failure to submit all necessary documentation or submit anything less than 75000	0
≥75000	1
> 75001 to 150 000	2
> 150 001 to 225 000	3
>225 001 and ≤ 350 000	4
>350 000	5

64.2. EVALUATION CRITERIA 2: Safety, Health, Environment & Risk

The criteria under this section have an overall point allocation of thirty (30) points. Where a score has been allocated to a criterion or requirement in a scoring table, failure by a Bidder to provide all the documents or completely satisfy the requirement (as reflected in the scoring table and the corresponding Clause in the RFP) will result in a score of zero. TNPA will not apportion the point allocation in relation to the degree of compliance by the Bidder with the specific requirement. For example, where the scoring table provides that a Bidder needs to submit an appointment letter and a training certificate for an incident investigator to score a point of 0.1, the bidder will receive a score of zero if the Bidder does not provide both of the specified deliverables to the TNPA.

64.2.1. Environmental Management

64.2.1.1. This section has a point allocation of ten [10] points, and Bidders are required to provide evidence of experience in existing businesses and an overview of the approach or management system (ISO 14001:2015) as amended from time to time, that are currently utilized in respect of environmental management. The Bidder should also provide a high-level Environmental Risk Assessment with mitigation controls. The Bidder should demonstrate how it will achieve and maintain Environmental legal compliance and sustainability. The Bidder must have the following, and submit evidence thereof:

64.2.1.2. A typical environmental risk assessment that is associated with the intended infrastructure and its operation. It should identify aspects, impacts, and mitigation controls in respect thereof.

64.2.1.3. ISO 14001:2015 Environmental Management System or equivalent

64.2.1.4. Bidders will be scored, for their Environmental Management response, as indicated in the table below:

ENVIRONMENTAL MANAGEMENT	POINTS
Environmental Risk Assessment that identifies aspects, impacts, and mitigation controls in respect thereof	7
ISO 14001:2015 Environmental Management System or the equivalent	3

64.2.1.5.1 **Qualitative Evaluation Matrix for Environmental Management**

Criteria	Poor Response	Good Response	Excellent Response
	Score between minimum of 0% - 19% of the total points allocated per measure.	Score between a minimum of 20% - 69% of the total points allocated per measure	Score between minimum of 70% - 100% of the total points allocated per measure
Environmental Risk Assessment (Identifies aspects, impacts & mitigation controls)	No environmental risk assessment provided or assessment lacks relevance, or Limited risk assessment with minimal coverage of environmental aspects and weak mitigation strategies.	Clear identification of risks, impacts, and mitigation, but with certain gaps in coverage or mitigation effectiveness.	Comprehensive risk assessment covering all key environmental aspects, with detailed impact analysis and strong mitigation measures.

ISO 14001:2015 EMS or Equivalent Certification	No environmental management system or evidence was provided or Basic environmental management practices exist, but no formal system is in place.	Certified but with certain gaps in documentation or implementation.	Certified ISO 14001:2015 EMS or recognized equivalent, with evidence of compliance and ongoing improvement.
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64.2.2. Occupational Health and Safety Management

64.2.2.1. This section has a point allocation out of ten [10] points. Bidders are required to provide evidence of experience in existing businesses showing an overview of their approach to Occupational Health and Safety Management. The Bidder should demonstrate that its Occupational Health and Safety Management system adheres to the Occupational Health and Safety Act, applicable Regulations, especially the newly promulgated Construction Regulations, 2014, and any other related legislations, bylaws etc. such as, but not limited to: MHI Regs, ISGOTT, GHS, SDS Schedule Activity Permits, NFPA etc. The bidder must have a strategy for achieving compliance within a reasonable timeframe for the proposed terminal operations.

64.2.2.1.1. The Bidder must have formalised Risk Management Procedures in place which demonstrate how hazards are identified and quantified, and how the Associated risk is managed. The Bidder must submit risk assessments for the proposed terminal operations and be structured in a manner to enable it to identify hazard events, assess the probability of occurrence, and determine the potential consequences of the event.

64.2.2.1.2. the Bidder must have a systematic and comprehensive evaluation of the building or premises to identify and assess potential fire hazards, evaluate the effectiveness of existing fire safety measures, and develop a plan to minimize the risk of fire and protect the safety of occupants. Fire risk assessments are

essential for ensuring the safety of people in buildings and complying with fire safety regulations.

- 64.2.2.1.3. Major Hazardous Installations (MHI) refer to facilities, plants, or industrial sites that handle, store, or process large quantities of hazardous substances or engage in activities that have the potential to cause significant harm to people, property, and the environment in the event of accidents or incidents. The identification and regulation of major hazardous installations are essential for public safety and environmental protection. The bidder is to identify, evaluate, and manage the risks associated with the operation of such proposed facilities. The risk assessment should determine if the proposed operations will be deemed an MHI or not.
- 64.2.2.1.4. The output of the risk assessment should provide recommendations on prevention, mitigation, and recovery in the form of an MHI QRA according to the new draft MHI regulations. A high-level MHI QRA, according to the new draft MHI regulations, must be submitted to the authority and will form part of the scoring mechanism for the bidders.
- 64.2.2.1.5. An Occupational Health and Safety policy that deals with the Bidder's commitment in their current business, signed by a director of the Bidder or another properly delegated person;
- 64.2.2.1.6. The bidder shall have an active and comprehensive Safety Programme designed to deliver a high level of safety performance. The Safety Programme shall be designed to achieve the aims of the company's Safety Policy. The Policy, Organisation, and Safety and Health Management Involvement shall include the following elements:
 - 64.2.2.1.6.1. Safety and Health Plan;
 - 64.2.2.1.6.2. Signed and dated Safety and Health Policy copy signed by the Chief Executive Officer / Managing Director;
 - 64.2.2.1.6.3. OHS Act 16.2 Appointee;

- 64.2.2.1.6.4. Relevant SHE legal appointees in terms of Construction Regulations applicable to the Project;
 - 64.2.2.1.6.5. SHE Representatives;
 - 64.2.2.1.6.6. First Aiders;
 - 64.2.2.1.6.7. Risk Assessors; and
 - 64.2.2.1.6.8. Company organogram
- 64.2.2.1.7. The bidder shall have an active and comprehensive Safety Programme designed to deliver a high level of safety performance. The Safety Programme shall be designed to achieve the aim of the Company's Safety Policy. The bidder is to demonstrate a framework for managing occupational health and safety and the requirements for establishing, implementing, maintaining, and continually improving the OHS management system. Bidders are required to provide evidence of experience in existing businesses and an overview of the approach or management system (ISO 45001; 2018) or equivalent that is currently utilized with respect to safety management.
- 64.2.2.2. a valid letter of good standing from the Department of Labour or Federated Employers Mutual Assurance;
- 64.2.2.3. The budgeted amount assigned to health and safety for operational/project costs;
- 64.2.2.4. Is registered and has a valid letter of good standing from the Compensation Fund at the Department of Labour or Federated Employers Mutual Assurance or equivalent.

64.2.2.5. Bidders will be scored, for their Occupational Health and Safety Management response, as indicated in the table below

OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT	SCORE
Fire Risk Assessment	3
A high-level MHI QRA	3
Policy, Organization, and Safety and Health Management Involvement	0.5
Safety Management System ISO 45001: 2018 or equivalent	3
Valid Letter of Good Standing from the department of labour or Federated Employers Mutual Assurance.	0.5

64.2.2.6. **Evaluation Matrix -Occupational Health and Safety Management**

Criterion	Expected Qualitative Evidence	Qualitative Evaluation Guidelines	Weight (Max Points)
1. Fire Risk Assessment	A detailed and systematic assessment identifying fire hazards, evaluating safety measures, and proposing mitigation strategies relevant to terminal operations. Should reflect compliance with Fire Safety Regulations and demonstrate a proactive fire prevention culture.	Excellent (3 pts): Comprehensive, site-specific assessment showing hazard identification, prevention and mitigation, and clear compliance alignment. Good (2 pts): Sound assessment identifying hazards and controls, but moderate detail on mitigation or monitoring. Fair (1 pt): Generic fire risk statement or incomplete evidence. Poor (0 pts): No meaningful fire risk assessment or irrelevant submission.	3
2. Major Hazard Installation (MHI) QRA	A high-level Quantitative Risk Assessment addressing hazardous substances, operations, and classification under MHI Regulations; includes risk evaluation, control measures, and prevention/mitigation recommendations.	Excellent (3 pts): Comprehensive QRA per draft MHI Regulations, with clear identification of MHI status and prevention/mitigation framework. Good (2 pts): QRA identifies main hazards but lacks full quantification or a formal mitigation plan. Fair (1 pt): Partial or generic risk narrative without technical evaluation. Poor (0 pts): Absent or irrelevant to terminal operations.	3
3. Policy, Organization, and Safety & Health Management Involvement	Evidence of an implemented safety structure: safety policy signed by CEO/MD, OHS Act 16.2 appointee, legal appointees, SHE reps, risk assessors, first aiders, and organizational chart	Excellent (0.5 pts): Fully established structure with signed policies and all legal appointments demonstrated. Good (0.25 pts): Partial structure with key elements missing. Poor (0 pts): No organizational	0.5

	demonstrating roles and responsibilities.	evidence or policy not signed by an authorized official.	
4. Safety Management System (ISO 45001:2018 or Equivalent)	Evidence that the bidder implements or aligns with ISO 45001:2018 or equivalent, showing continuous improvement, risk-based thinking, and integration with company operations.	Excellent (3 pts): Fully implemented and certified ISO 45001 system with evidence of internal audits and performance reviews. Good (2 pts): Developed system aligned with ISO principles but not certified or incomplete. Fair (1 pt): Basic safety procedures without a structured system. Poor (0 pts): No evidence of any management system.	3
5. Valid Letter of Good Standing	Valid certificate from the Department of Labour or Federated Employers Mutual Assurance confirming compliance with Compensation Fund requirements.	Excellent (0.5 pts): Valid, current certificate attached. Poor (0 pts): Not provided or expired.	0.5

Risk Management

64.2.2.7. This section has a point allocation of ten [10] points. A Bidder must provide:

64.2.2.7.1. A business continuity management plan from the Bidder's existing business aligned to a recognized Business Continuity Management (BCM) system that will ensure that resilience is considered as part of the Bidder's operations in order to mitigate potential business continuity risks to the Project.

64.2.2.7.2. A separate risk management plan aligned to a recognized written SHE management system that stipulates how the risks pertaining to construction, development, and operational phases will be identified, assessed, and managed by the Bidder.

64.2.2.8. Bidders will be scored, for their Risk Management response as outlined in the table below:

RISK MANAGEMENT	SCORE
Business Continuity Management Plan /Contingency Plan	7
Risk Management Plan	3

64.2.5.2.1 Qualitative Evaluation Matrix for Risk Management

Criteria	Poor Response	Good Response	Excellent Response
	Score between minimum of 0% - 19% of the total points allocated per measure.	Score between minimum of 20% - 69% of the total points allocated per measure	Score between minimum of 70% - 100% of the total points allocated per measure
Business Continuity Management Plan / Contingency Plan	No business continuity or contingency plan provided, or the plan is vague with no clear strategies for risk mitigation.	Business continuity or contingency plan provided, covering key risks but with certain gaps in strategy or implementation.	Comprehensive business continuity or contingency plan with detailed risk assessment, clear mitigation strategies, and strong implementation measures.
Risk Management Plan	No risk management plan provided or plan lacks relevance, with minimal identification of risks and mitigation strategies.	Risk management plan provided, identifying key risks and mitigation measures, but with certain gaps in depth or execution..	Well-documented risk management plan, covering all key risks with detailed mitigation strategies and proactive risk monitoring.

64.2.3. Summary of SHE Requirements

Bidders will be scored for the SHE Requirements, as indicated in the table below:

SHE REQUIREMENTS	MAXIMUM NO OF POINTS	RFP REFERENCE
Environmental Management	10	Clause 64.2.1 of Part III of this RFP
Occupational Health & Safety	10	Clause 64.2.2 of Part III of this RFP
Risk Management	10	Clause 64.2.3 of Part III of this RFP
TOTAL	30	

64.3. EVALUATION CRITERIA 3: Financial Capability (40 points)

64.3.1. In order to determine a Bidder's financial strength, Bidders or each of their Members in respect of newly incorporated or unincorporated joint ventures/ Consortia and or incorporated Project Companies must submit the following:

64.3.1.1. Audited annual financial statements or independently reviewed financial statements for the past 3 (three) financial years that it has been in operation and the most recent statements.

64.3.1.2. In the event of the Bidder being an unincorporated Joint Venture Consortium, TNPA requires audited financial statements of all the members of such Joint venture or Consortium and scores against the criteria below, and then averages to determine the score of the Bidder.

64.3.1.3. Where the joint venture and or consortia elect to submit more than one member's Annual Financial Statements of the incorporated JV/consortia, to be submitted in ZAR, each member's Annual Financial Statements will be assessed and scored against the criteria below and then averaged to determine the score of the Bidder.

64.3.1.4. In the event that a Bidder is an existing company and not an SPV, TNPA will not accept audited financial statements for a holding Company and/or any other companies related to the Bidder. TNPA will only accept audited financial statements of the company bidding.

64.3.2. Profitability EBITDA

64.3.2.1. Profitability of the Bidder averaged over the past 3 (three) year period will be evaluated using Annual Financial Statements as set out in clause 64.3.1 and it will be assessed as follows:

Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)	10
Bidder EBITDA Margin < 1%	0
Bidder EBITDA $\geq 1\% \leq 3\%$	3
Bidder EBITDA $>3\% \leq 5\%$	6
Bidder EBITDA Margin > 5%	10

64.3.2.2. in the event that a Bidder's EBITDA margin is 1%, which falls within the EBITDA margin $\geq 1\% \leq 3\%$ range, the Bidder will receive a pro-rated score out of the total 3 points;

64.3.2.3. in the event that a Bidder's EBITDA margin is 4%, which falls within the EBITDA margin $>3\% \leq 5\%$ range the Bidder will receive a pro-rated score out of the total 6 points.

64.3.2.4. in the event that a Bidder's EBITDA margin is > 5% then the Bidder will be awarded a full 10 points.

64.3.3. Key Financial Ratios

The Key Financial Ratios will be used to assess the Bidder's liquidity and solvency of the company using Annual Financial Statements as set in clause 64.3.1 and will be assessed as follows:

64.3.3.1. Current Ratio

Current Ratio (Norm is 2:1 – current assets divided by current liabilities)	5
Ratio < 1	0
Ratio ≥ 1 < 2	1
Ratio ≥ 2 < 3	3
Ratio ≥ 3	5

64.3.3.2. Solvency Ratio

Solvency Ratio (Norm is 1:1 -Total assets divided by Total Liabilities)	5
Ratio < 1	0
Ratio ≥ 1 < 1.5	1
Ratio ≥ 1.5 < 2	3
Ratio ≥ 2	5

64.3.3.2.1. Bidders must note that TNPA will perform its own calculations of the ratios.

64.3.3.3. The Proposed Funding Model

64.3.3.3.1. The Bidder is required to confirm sufficient funding to undertake the Project and commence implementation upon the conclusion of the Terminal Operator Agreement.

64.3.3.3.2. The Bidder must provide the proposed funding model that supports the business case and capital investment required and supported with Projected Financial Statements for the duration of the concession.

64.3.3.3.3. The source of the capital investment required must be explained in terms of the debt/equity structure. It is important to note that scoring will be allocated in accordance with the quantitative and qualitative scoring methodologies. With regard to the quantitative methodology in particular, the information provided by the bidder

must be relevant to the liquid bulk sector. In respect of the qualitative scoring methodology, the following table will be used:

Qualitative (QL) scoring methodology		
Does not meet requirements	Meets requirements	Exceeds requirements
Score between minimum of 0% - 19% of the total points allocated per measure	Score between minimum of 20% - 69% of the total points allocated measure	Score between minimum of 70% - 100% of the total points allocated per measure
<p>The Funding Model does not demonstrate integration of capital planning with the capital budget and does not clearly spell out capital amounts to fund the infrastructure, does not clearly separate the build period from the operating period, funding from equity, loans, and others.</p> <p>The Funding Model does not clearly articulate business, financial and industry risk which will not augur well for the success of the project or demonstrate the ability to fund commitments as they become due. It presents an aggressive scenario with a larger risk should the picture not materialize; the financial risks are clearly visible through the financial ratios presented.</p> <p>The profitability and coverage are a bit suspect (e.g., lower pre-tax interest coverage, EBITDA, Operating profit, lower cash flow ratios (e.g., Debt/EBITDA), stringent covenants with restricted access to capital.</p> <p>Does not or poorly reflect the Cash Flow Projections,</p>	<p>The Funding Model meets the requirements where it includes operational and non-operational expenditure, all capital outlays and where the capital plan integrates capital expenditures with the term and funding from capital providers in terms of equity, loans, and others.</p> <p>The Funding Model clearly presents the business, financial and industry risk, moderate scenarios to meet debt obligations and equity returns, higher profitability and coverage (e.g., lower pre-tax interest coverage, EBITDA, Operating profit), higher cash flow ratios (e.g., Debt/EBITDA), affirming covenants with financial risks not satisfactorily hedged.</p> <p>Adequately and reflects moderate Cash Flow Projections, Return on Investment, Internal Rate of Return, Project Net Present Value</p>	<p>The Funding Model exceeds the requirements where it includes operational and non-operational expenditure, all capital outlays, integrates capital expenditures with the term and funding from capital providers in terms of equity, loans and others, fairly demonstrates funder's support in terms of sufficient capital to cover unexpected and recurrent expenditures, it demonstrates the ability to derive value in procuring and constructing the infrastructure, it gives a clearer understanding through budgeting to operation phase, it presents a harmonized picture with the Funding Model.</p> <p>The Funding Model clearly presents of business, financial and industry risk, moderate scenarios to meet debt obligations and equity returns, higher profitability and coverage (e.g., lower pre-tax interest coverage, EBITDA, Operating profit, higher cash flow ratios (e.g., Debt/EBITDA), affirming covenants, access to capital, clear liquidity in the</p>

Qualitative (QL) scoring methodology		
Return on Investment, Internal Rate of Return, Project Net Present Value		Model, hedged financial risks, higher earning of cash from operating income. Comprehensively reflects positive Cash Flow Projections, Return on Investment, Internal Rate of Return, Project Net Present Value

64.3.3.4. The proposed funding model will be scored out of ten [10] points as follows:

THE PROPOSED FUNDING MODEL	POINTS	QUALITATIVE
<p>Proposed funding model in support of project investment reflecting the split between Debt and Equity.</p> <p>If Debt is a component in raising funding, the Bidder must provide a letter of support from each financial institution or capital provider. In this regard, TNPA requires a letter from a financial institution or capital provider in the form of a preliminary credit-approved term sheet or a letter of commitment from partners or investors (where external Debt will be provided), or a letter from the group or holding company in support of the funding model.</p> <p>If Equity is a component in raising funding, Bidders must provide evidence of such funding from each Member of the Bidder. In this regard, TNPA requires a letter from shareholders confirming Equity funding, or a letter from a financial advisor or auditor confirming sufficient funds in the form of cash reserves, or where an individual is providing Equity finance, a letter to support such funding as evidence.</p>	10	QL

64.3.4. Experience in Raising Capital

64.3.4.1. The Bidder's past experience in arranging project funds will be assessed and scored in accordance with their ability to raise capital.

64.3.4.2. The details for each Member relating to its past experience (within the last 20 (twenty) year period) of raising debt on a project finance and or corporate finance basis, which demonstrates an ability to: (i) provide equity; (ii) secure and structure such equity; and (iii) a reference letter from the lenders or funders

that provided the finance setting out their role and confirming the Member's past experience in raising the capital disclosed in response to the criterion along with the project that was funded, the amount of funding raised and the structure of the financing arrangements.

64.3.4.3. A split between Debt and Equity should be specified and the value of each project funded:

64.3.4.3.1. Where Debt funding was used for past projects, a letter from the funders that provided the financing setting out their role and confirming the Member's experience in financing capital;

64.3.4.3.2. Where equity funding was used for past projects, annual financial statements reflecting investment outflows must be submitted as evidence including any verifiable evidence to support such Equity funding, such as a letter from the shareholders confirming equity funding, and notes in the financial statements reflecting the total value invested as outlined in Annexure Y.

64.3.4.4. In cases where equity funding was used for past projects, audited annual financial statements reflecting investment outflows must be submitted. If the letter is not provided it will negatively affect the bid noting that TNPA, within its discretion, shall conduct credit searches, request references from third parties, and seek further information from financial institutions in respect of Bidder and/or Member's experience in financing capital projects. The evidence must be verifiable through relevant contact details and must form part of the Bidder's Bid Response as this is a critical requirement for the Due Diligence Assessment under Part IV of the RFP.

64.3.4.5. TNPA within its discretion conduct credit search's, request references from third parties, and seek further information from financial members in respect of Bidders,

64.3.4.6. The Bidders will be assessed and scored out of 10 (ten) points as follows:

PAST EXPERIENCE IN RAISING CAPITAL	POINTS	QUALITATIVE
No previous project funding, and any funding less than R200 million.	0	QL
Projects with a value of R 200 million	3	QL
Projects with a value > R 200 million ≤ R300 million	5	QL
Projects with a value > R 300 million ≤ R400 million	7	QL
Projects with a value > R 400 million ≤ R 500 million	8	QL
Projects with a value > R 500 million	10	QL

64.4. EVALUATION CRITERIA 4: Business Case

64.4.1. The TNPA wishes to obtain a holistic view of a Bidder's proposal to undertake the Project. In order to do so, a Bidder is required to prepare and submit a Business Case, which will be implemented by the Bidder should the Bidder be appointed as the Terminal Operator to undertake the Project. It is imperative that the Business Case reflects credible, realistic, and achievable targets as the Bidder will be bound thereby with these proposals being incorporated as binding obligations for the Terminal Operator in the Terminal Operator Agreement.

64.4.2. A Business Case will be assessed and scored out of 100 (One Hundred) points. The Business Case will comprise the following:

64.4.2.1. Market and Sustainability Analysis

64.4.2.1.1. It is important to note that scoring will be allocated in accordance with the quantitative and qualitative scoring methodologies. With regard to the quantitative methodology in particular, the information provided by the bidder must be relevant to the Liquid Bulk Sector. In respect of the qualitative scoring methodology, the following table will be used:

Qualitative (QL) scoring methodology		
Poor response	Fair response	Good response
Score between minimum of 0% - 19% of the total points allocated per measure	Score between minimum of 20% - 69% of the total points allocated measure	Score between minimum of 70% - 100% of the total points allocated per measure
Industry analysis is not provided, is inadequate, or is incomplete in significant respects; evaluation of important industry characteristics is lacking detail and does not present a comprehensive assessment of the industry in which the company will be competing; limited competitor and market analyses are provided; few if any competitive advantages are identified, and no analysis of their effects is provided.	Business Case describes major characteristics of the industry, but the analysis is limited or missing a few elements; market attributes are described and their impacts on the business are adequately assessed; Business Case identifies competitive advantages of the company, but a discussion of their contribution to the company's market success is missing or less than fully developed; industry analysis is appropriately developed.	Provides a thorough analysis of industry size, segments, maturity, opportunities and threats in the industry, overall trends and outlook for the industry, and major competitors; specifically identifies target market and consumer demographics, demand, supply, customers, and offtakes and fully describes niche in which the company will operate; clearly presents significant competitive advantages and effectively analyzes their impacts on organizational success.

64.4.2.1.2. This criterion has a point allocation of 25 (twenty-five) points and will be evaluated on the extent to which it credibly demonstrates the viability of the Terminal.

64.4.2.1.3. Bidders are required to provide the following in respect of the Market Analysis of the Facility:

64.4.2.1.3.1. Vision and mission clearly articulating major goals and ambitions for the Terminal;

64.4.2.1.3.2. Relevant and achievable strategic objectives for the Terminal;

64.4.2.1.3.3. A comprehensive value proposition for the Terminal;

- 64.4.2.1.3.4. A clear understanding of the Liquid Bulk Cargo supply chain business operating environment as well as global economic conditions;
- 64.4.2.1.3.5. Comprehensive potential market, suppliers, and segment analysis and Supplier Model (for example single or multiple aggregator or open market)
- 64.4.2.1.3.6. In-depth Global Competitor Analysis specifically for the Liquid Bulk sector;
- 64.4.2.1.3.7. Gap analysis which comprises an identification of any discrepancy between an actual and a potential market including a plan to mitigate any discrepancy identified;
- 64.4.2.1.3.8. In-depth SWOT analysis specifically for the Liquid Bulk sector;
- 64.4.2.1.3.9. Measurable Economic spin-offs;
- 64.4.2.1.3.10. Short, Medium, and Long term projection forecast for Liquid Bulk Cargo volumes over the concession period;
- 64.4.2.1.3.11. Sustainability and growth assumptions over the concession period;
- 64.4.2.1.3.12. Climate Change Adaptability Plan

Bidders will be scored for Market Analysis, as indicated in the table below:

Market Analysis	Points	Qualitative (QL)
Vision and mission clearly articulating major goals and ambitions for the Terminal	2	QL
Relevant and achievable strategic objectives for the Terminal	2	QL

Market Analysis	Points	Qualitative (QL)
Comprehensive Value proposition for the Terminal	2	QL
Clear understanding of business operating environment as well as global economic conditions	2	QL
Comprehensive Potential market, suppliers and segment analysis	2	QL
Gap analysis which comprises an identification of any discrepancy between an actual and a potential market including a plan to mitigate any discrepancy identified	2	QL
In-depth Competitor analysis specifically for the Liquid Bulk sector	2	QL
In-depth SWOT analysis specifically for the Liquid Bulk Sector	2	QL
Measurable Economic spin-offs	2	QL
Short, Medium, and Long term projection forecast of volumes over the concession period	2	QL
Sustainability and growth assumptions over the concession period	2	QL
Climate Change Adaptability Plan	3	QL
Total	25	

64.4.2.2. Financial Management Plan

This section will be assessed and scored out of 25 (twenty-five) points as follows:

64.4.2.2.1. Operational Costs (25-Year Projection)

64.4.2.2.1.1. This section will be assessed and scored out of 6 (six) points.

64.4.2.2.1.2. The operational costs will be used to assess the Bidder's sustainability for operating the Terminal

based on evidence showing the costs outlined in the table below:

OPERATIONAL COSTS (25-YEAR PROJECTION),	POINTS	QUANTITATIVE (QN)
Repairs & Maintenance Costs	2	QN
Labour Costs	2	QN
Other Operating Costs	2	QN
Total	6	

64.4.2.2.2. **Operational Revenue (25-Year Projection)**

64.4.2.2.2.1. This section will be assessed and scored out of 7 (seven) points.

64.4.2.2.2.2. Bidders will be required to submit projected income generation information. The operational revenue will be used to assess the Bidder's capability of earning the revenue from operating the Terminal and the evidence will be assessed and scored as follows:

OPERATIONAL REVENUE (25-YEAR PROJECTION),	POINTS	QUANTITATIVE
Revenue generated from operating the Terminal	7	QN

64.4.2.2.3. **Capital Expenditure**

64.4.2.2.3.1. This section will be assessed and scored out of 6 (six) points.

64.4.2.2.3.2. The Bidders must provide the proposed capital expenditure, being the costs/funds used to finance and build the Terminal, which includes the following:

CAPITAL EXPENDITURE FOR THE TERMINAL	POINTS	QUANTITATIVE
Detailed design	1	QN
Site investigations	1	QN
Procurement	1	QN
Direct and indirect construction costs	1	QN
Commissioning & Start-up	1	QN
Contractor's overhead and fees	1	QN

64.4.2.2.4. Financial Model Assumptions

64.4.2.2.4.1. This section will be assessed and scored out of 6 (six) points.

64.4.2.2.4.2. The Bidder must provide assumptions for their financial projections of the project including but not limited to the following:

FINANCIAL MODEL ASSUMPTIONS	POINTS	QUANTITATIVE
Income tax rate	1	QN
Monthly utilities e.g., water, electricity	1	QN
Operating manpower costs and benefits	1	QN
Future commodity prices per ton	1	QN
Seasonality variance based on future Cargo forecasts	1	QN
Other	1	QN

64.4.2.2.5. Summary of Financial Management Plan

Bidders will be scored for the Financial Management Plan out of 25 (twenty-five) points, as indicated in the table below:

SUMMARY FINANCIAL MANAGEMENT PLAN	OF	MAXIMUM NO OF POINTS	RFP REFERENCE
Operational Costs		6	Clause 64.4.2.2.1. of Part II of this RFP
Operational Revenue		7	Clause 64.4.2.2.2. of Part II of this RFP
Capital Expenditure		6	Clause 64.4.2.2.3 of Part II of this RFP
Financial assumptions	Model	6	Clause 64.4.2.2.4 of Part II of this RFP
Total		25	

64.4.2.3. Operational Model

- 64.4.2.3.1. Bidders are required to provide a clear operational model outlining the approach to the execution of the Project, the operations methodology, performance targets, the optimal use of Terminal Infrastructure, the Terminal handling equipment to be deployed, the logistics plan, operations human resource plans, SHEQ, Risk and Quality management systems that will be applied to mitigate any operational risks including insurable risks.
- 64.4.2.3.2. The model must include a description of Bidder's Organisational Structure, roles, responsibilities, and skills profiles of the Board of Directors Executive Leadership, key operational personnel, Terminal Equipment plant, and machinery acquisition and maintenance strategies.
- 64.4.2.3.3. This criterion has a point allocation of twenty [20] points. It is important to note that scoring will be allocated in accordance with the quantitative and qualitative scoring methodologies. Regarding the quantitative methodology, in particular, the information provided by the bidder must be relevant to the Liquid

Bulk Sector. In respect of the qualitative scoring methodology, the following table will be used:

Qualitative (QL) scoring methodology		
Poor response	Fair response	Good response
Score between a minimum of 0% - 19% of the total points allocated per measure	Score between a minimum of 20% - 69% of the total points allocated measure	A score between a minimum of 70% - 100% of the total points allocated per measure
The Operational Model does not cover or lacks the required detail with respect to what is outlined above.	The Operational Model covers sufficient detail and has credible supporting motivation with respect to what is outlined above.	The Operational Model covers in comprehensive detail and demonstrates how the Targeted Performance will be achieved and comprehensively describes and indicates how this will be achieved.

64.4.2.3.4. Bidders will be scored for the Operating Model, as indicated in the table below:

OPERATIONAL MODEL	POINTS	QUALITATIVE
<p>Bidders to demonstrate the use of the land-based facilities to receive Liquid Bulk Cargo directly from conventional carriers, storing it in tanks. (Road Tankers)</p> <p>Use can be demonstrated through submission of previous or current Terminal Operator License / Terminal Operator Agreements the operator has had before, as evidence of operational model (vessel-tank and out of the port) and of volumes handled</p>	10	QL
<p>Traffic and Security management plan, including but not limited to:</p> <p>Access to the site via road, including a truck staging area.</p> <p>Liquid Bulk Cargo split on pipelines, roads, and</p> <p>Logistics Plan</p> <p>Technologies to improve operational efficiencies for vessel turnaround time, safety, and truck turnaround time if road trucks will be utilized</p>	10	QL
Total	20	

64.4.2.4. Refurbishment and Maintenance plans for existing equipment

64.4.2.4.1. This section has a point allocation of ten [10] points. It is important to note that scoring will be allocated in accordance with the quantitative and qualitative scoring methodologies. With regard to the quantitative methodology, in particular, the information provided by the bidder must be relevant to the Terminal. In respect of the qualitative scoring methodology, the following table will be used:

Qualitative (QL) scoring methodology		
Poor response	Fair response	Good response
Score between a minimum of 0% - 19% of the total points allocated per measure	Score between a minimum of 20% - 69% of the total points allocated measure	A score between a minimum of 70% - 100% of the total points allocated per measure
Poor refurbishment & maintenance plans for existing equipment proposal (Examples include basic technical brief reports/ plans, basic layout plans, basic safety and environmental standards considerations, basic pipeline, and road accessibility plans.	Acceptable refurbishment & maintenance plans for existing equipment proposal (Examples include: plans that seek to bring about the terminal throughput capacity, acceptable technical brief reports, acceptable layout plans, acceptable safety and environmental standards considerations, acceptable pipeline, and road accessibility plans	Excellent refurbishment & maintenance plans for existing equipment proposal (Examples include: Plans that seek to optimize potential throughput into full capacity, Excellent technical brief reports, Excellent layout plans, Excellent safety and environmental standards considerations, excellent pipeline, and road accessibility plans

64.4.2.4.2. The refurbishment & maintenance plans for existing equipment of the Terminal must include brief technical reports stating the sequencing/phasing of Maintenance activities and layout drawings indicating the following:

64.4.2.4.2.1. Phased approach to accommodate the Terminal for the concession period including continuity of operations during the maintenance period.

- 64.4.2.4.2.2. Measures that will be taken to ensure the success of the work.
- 64.4.2.4.2.3. How material including long lead items will be sourced and what are those items?
- 64.4.2.4.2.4. Safety and environmental best available technology and sustainability considerations on infrastructure and equipment (including safety distances, access platform, escape routes, etc);

64.4.2.5. Project Schedule

- 64.4.2.5.1. Bidders are required to articulate a clear and concise Terminal development plan schedule, which outlines how and within what timeframes it will implement the desired Terminal refurbishment and enhancements/development, in a clearly outlined project schedule.
- 64.4.2.5.2. This section has a point allocation of twenty [20] points. It is important to note that scoring will be allocated in accordance with the quantitative and qualitative scoring methodologies. With regard to the quantitative methodology, in particular, the information provided by the bidder must be relevant to the Liquid Bulk sector. In respect of the qualitative scoring methodology, the following table will be used:

Qualitative (QL) scoring methodology		
Poor response	Fair response	Good response
Score between a minimum of 0% - 19% of the total points allocated per measure	Score between a minimum of 20% - 69% of the total points allocated measure	A score between a minimum of 70% - 100% of the total points allocated per measure
Level 1 Project Schedule (Lower end of the Range). No Project Schedule or a poor Project Schedule and does not set out clear timeframes, milestones, major activities, or key deliverables.	Level 2 Project Schedule (Higher Level of Range). Moderate to Good Conceptual Design.	Level 3 Project Schedule. Excellent Conceptual Design.

64.4.2.5.3. Bidders will be scored on the Project Schedule as follows:

PROJECT SCHEDULE LEVEL	POINTS	QUANTITATIVE OR QUALITATIVE
No schedule or submitted schedule has no logical sequencing and scheduling of key milestones	0	QL
Level 1 Schedule (Level 1 Schedule is the highest level, called the overall project summary level. It includes major milestones or achievements and highlights major activities and key deliverables.)	4	QL
Level 2 Schedule (Level 2 Schedule is the area or system summary (roll-up summary of level 3 schedule). It is also called a major summary schedule. It is used to integrate into level 3 and schedules which involve detailed tasks. It can be used to report the project area or trade progress status.)	8	QL
Level 3 Schedule (Level 3 Schedule is the most used in planning). Spans the whole of the project and is used to support the monthly report. It includes all major milestones, major elements of design, engineering, procurement, construction, testing, commissioning, and/or Operation. It is used to integrate to level	10	QL

64.4.2.5.4. Bidders are required to submit a Project Schedule, highlighting key sequential milestones and relevant timelines.

64.4.2.5.5. Bidders will be scored for the Project schedule and logical sequencing of activities, as indicated in the tables below:

PROJECT DELIVERY TIMEFRAMES (REFURBISHMENT AND COMMISSIONING)	POINTS	QUANTITATIVE
> 36 months	2	QN
25 - 36 months	6	QN
19 - 24 months	8	QN
0 - 18 months	10	QN

64.4.3. Summary of Business Case

SUMMARY OF BUSINESS CASE	POINTS	RFP REFERENCE
Market and Sustainability Analysis	25	Clause 64.4.2.1 of Part II of this RFP
Financial Management Plan	25	Clause 64.4.2.2 of Part II of this RFP
Operational model	20	Clause 64.4.2.3 of Part II of this RFP
Maintenance plans for existing equipment	10	Clause 64.4.2.4 of Part II of this RFP
Project Schedule	20	Clause 64.4.2.4 of Part II of this RFP
Total	100	

64.4.4. Summary of Technical and Functional Criteria Assessment¹

TECHNICAL ASSESSMENT	CRITERIA	MAXIMUM NO OF POINTS	RFP REFERENCE
Previous experience		20	Clause 64.1.1 of Part II of this RFP
Track record		10	Clause 64.1.2 of Part II of this RFP
SHE requirements		30	Clause 64.2 of Part III of this RFP
Financial Capability		40	Clause 64.3 of Part III of this RFP
Business Case		100	Clause 64.4 of Part II of this RFP
TOTAL		200	

¹ NOTE: Only Bidders that score a minimum of 140 points and above will move to Part III Stage 2 of the evaluation process.

65. THE STRUCTURE OF STAGE 2: EVALUATION CRITERIA

- 65.1.** This Part III Stage 2 (Evaluation Criteria) of this RFP contains the requirements for the detailed Bid Response and the evaluation methods, criteria, and weighting in respect of those parts of the Bid Response that are subject to evaluation in terms of this Evaluation Criteria. Those parts are:
- 65.1.1. Evaluation Criteria 1: Price: Concession Fee Offer; and
 - 65.1.2. Evaluation Criteria 2: Preference (B-BBEE Specific Goals).
- 65.2.** TNPA will only consider a Bidder's Bid Response in terms of this Evaluation Criteria if that Bidder fulfills all the Qualification Criteria of Part II of this RFP.
- 65.3.** The Bidder must respond to each and every heading in clause 64 of this RFP (Evaluation Criteria) and in the Annexures referred to in clause 64 of this RFP (Evaluation Criteria) and provide comprehensive responses and information in respect of each heading. Failure by a Bidder to respond adequately or at all to any of the headings of this Clause 64 (Evaluation Criteria) and the Annexures referred to in this Evaluation Criteria shall have an adverse impact on the evaluation of its Bid Response and may result in disqualification and or (0) zero points being awarded.
- 65.4.** The evaluation will be undertaken in accordance with a 90/10 points system. The Concession Fee Offer (Price) will be scored out of 90 (ninety) points and B-BBEE Specific goals (Preference) will be scored out of ten [10] points.
- 65.5.** The points for Concession Fee Offer (Price) (scored out of 90 (ninety) points) and B-BBEE Specific goals (Preference) (scored out of 10 (ten) points) will be added together to determine the total points (scored out of 100 (one hundred) earned in respect of the Evaluation Criteria. The total points will be rounded off to the nearest two decimal places if required.
- 65.6.** The decision to appoint a particular Bidder as First Ranked Bidder will have regard to all objective considerations relating to the response to Part II (Qualification Criteria) and Part III (Evaluation Criteria) submitted by that Bidder and the requirements of TNPA as contained in this RFP, together with the overall scoring achieved by that Bidder.

66. STAGE 2 OF THE EVALUATION CRITERIA

- 66.1.** Evaluation Criteria 1: Concession Fee Offer (Price)

66.1.1. Evaluation Criteria 1 has a weighting of 90 (ninety) points of the total score for the Evaluation Criteria.

66.1.2. Price (Concession Fee Offer)

66.1.2.1. This section has a point allocation of 90 (ninety) points.

66.1.2.2. The Bidder must offer a Concession Fee Offer amount in Rand (land), based on annual rental escalation (see Annexure DD)

66.1.2.3. The Concession Fee Offer will be used to calculate the return and will be assessed and scored competitively between the Bidders with a maximum score available out of 90 (ninety) points.

66.1.2.4. The Concession Fee Offer will be benchmarked to market rentals achieved for comparable properties to ascertain that the offer made is economically viable. Therefore, TNPA reserves the right to further embark and request BAFO with the top 3 highest-ranked Bidders to ensure the payment of a market-related Concession Fee.

66.1.2.5. The Bidder making the highest Concession Fee Offer will be awarded maximum points, while the other Bidders with a lower rental will proportionately obtain lower percentages based on the following formula:

$$Ps = 90 (1 + (Pt - Pmax) / Pmax)$$

Where:

Ps = points scored for the offer under consideration

Pt = the price of bid/offer under consideration

Pmax = the price of the highest acceptable bid/offer received

66.1.2.6. Ramp up percentages for each payment period, which will be applied to the monthly Concession Fee, structured as follows:

66.1.2.6.1. Zero percent [0%] of rental fee during the application of Environmental Impact Assessment to a maximum of twenty-four (24) months,

66.1.2.6.2. Twenty-five percent [25%] during the construction phase (to a maximum of eighteen months [18], after that 100% rental fee will apply until such time that the terminal is commissioned.

66.1.2.7. Summary of Concession Fee Offer:

Price (Concession Fee Offer)	Points	RFP Reference
Concession Fee Offer (Land)	90	Clause 66.1.2 of Part III of this RFP
Total	90	

66.2. Evaluation Criteria 2: Preference

66.2.1. This section has a point allocation of ten [10] points.

66.2.2. Preference points will be awarded to a Bidder for attaining the required B-BBEE specific goals status level of contribution in accordance with the table indicated in clause 66.2.4 below.

66.2.3. The Bidder must submit a valid B-BBEE Contributor Level Status Certificate. A Bidder who bids as an unincorporated joint venture or special purpose company must submit a consolidated and or joint venture B-BBEE certificate.

66.2.4. Points awarded for achieving specific goals listed below:

Specific Goals	Number of Points
B-BBEE Status Level of Contributor 1 or 2	3
The promotion of supplier development through subcontracting for a minimum of 30% of the value of a contract to/with EMEs and /or QSEs 51% owned by black people, youth, women (30% owned) or disabled people. For works/projects/activities/services to be undertaken during the developmental and operational phases throughout the concession period.	7
Non-compliant and/or B-BBEE Level 3 - 8 contributors	0
Total	10.00

66.2.4.1 SPECIFIC GOAL EVIDENCE

Specific Goal	Evidence
B-BBEE Status Level of Contributor 1 or 2	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline
The promotion of supplier development through subcontracting for a minimum of 30% of the value of a contract to/with EMEs and /or QSEs 51% owned by black people, youth, women (30% owned) or disabled people owned. For works/projects/activities/services to be undertaken during the developmental and operational phases throughout the concession period.	<ol style="list-style-type: none"> 1. Sub-contracting agreements and Declaration / Joint Venture Agreement 2. CIPC certificate – B-BBEE Certificate / Sworn- Affidavit of the Subcontractor as per DTIC guideline

66.2.4.2 Summary Of Evaluation Criteria 1 And 2: Price (Concession Fee Offer) And Preference

Summary of Evaluation Criteria	Points	RFP Reference
Price	90.00	Clause 66.1.2 of Part III of this RFP
Preference	10.00	Clause 66.2.4 of Part III of this RFP
Total	100	

67 PART IV DUE DILIGENCE CRITERIA

67.1 The TNPA will undertake a due diligence exercise on all the Bidders that have passed Part III, Stage I & II (Functionality, Price & B-BBEE) of the evaluation, prior to making the final appointment of the Preferred Bidder. The due diligence accordingly entails a consideration of, inter alia, the following:

- 67.1.1. The verification of the authenticity of the Bidder's trade references provided as part of Stage 1 of Part III of the Evaluation Criteria, industry associations, and or regulatory bodies;

- 67.1.2. The verification of the Bidder's Financial capacity by engaging and obtaining credit references from accredited credit reference agencies and any financial institutions and or funders whom bidders have referenced in their Bid Response;
- 67.2.** The conducting of a risk analysis of the Bidders' Business Case to confirm that all enterprise-wide risks have been identified and appropriately mitigated, including but not limited to the following:
 - 67.2.1. financial risks;
 - 67.2.2. technical risks;
 - 67.2.3. operational risks;
 - 67.2.4. legislative (Compliance) risks;
 - 67.2.5. quality management risks;
 - 67.2.6. reputational risks;
 - 67.2.7. risks associated with dependency on the strategic partners; and holding the partners to accountability; and
- 67.3.** Transnet reserves the right to conduct Probity Check on the Preferred Bidder and its shareholders.
- 67.4.** The outcome of the Probity check /risk assessment will be used to identify potential risks and mitigate those risks where appropriate and possible.
- 67.5.** Bidders are to note that the purpose of the TNPA's due diligence and/or Probity Check process is not intended to re-evaluate Bidders under the Criteria set out in Part III of the RFP but to confirm that there are no objective considerations that will justify the award of the Project to another Bidder, other than the Bidder, who has scored the highest points.
- 67.6.** The due diligence consideration of the ranked Bidder's Bid Responses in respect of Stage 1 of the Evaluation Criteria set out in Part III of the RFP to determine if there are no objective considerations that will justify the award of the Project to another Bidder, other than the Bidder who has scored the highest points.
- 67.7.** In this regard, Bidders are to note that the nature of the TNPA's inquiry is not to re-evaluate Bidders on Stage 1 Evaluation Criteria set out in Part III of the RFP, but to confirm that there are no objective considerations that will justify the award of the Project to another Bidder, other than the Bidder who has scored the highest points.

ANNEXURES

Bid Notice

(To be uploaded on the eTenders Portal website)



Annexure B

Site Map

[to be provided by TNPA]

Annexure C

Port Of Cape Town's Safety Health and Environment (SHE) Integrated Management System Policy

Transnet National Ports Authority, Port of Cape Town is responsible for the safe, effective, and efficient economic functioning of the port system, which it manages in a landlord capacity. It provides port infrastructure and marine services. It operates within a legislative and regulatory environment and is governed by "the Act" (Act No. 12 of 2005). The Port of Cape Town is aware of the potential impacts of its operations and that of its leaseholders, contractors, and service providers that negatively impact the environment and therefore, undertakes to:

- Comply with all applicable Health, Safety, and Environmental legislation and regulations as well as international Protocols and Codes ratified by the Republic of South Africa;
- Provide a healthy and safe working environment for all employees and stakeholders;
- Prevent pollution, injury, and ill health;
- Set and annually review SHE objectives, targets and programmes;
- Promote the efficient use of energy and natural resources;
- Promote continual improvement through 5s of goal alignment of all operations and performance management;
- Promote a safety culture within the organisation and enhance behavioural change for all employees;
- Implement sustainability and environmental monitoring; and
- Empower all our employees by providing information, instruction, training and supervision to enable them to perform their assigned roles safely and help drive TNPA SHE performance.

Our commitment is to:

- Conform to the requirements of ISO 14001, SANS 3000 and OHSAS 18001 Standards;
- Manage and mitigate SHE risks within legally acceptable limits;
- Review the SHE Policy annually in the SHE IMS Management Review to ensure it remains relevant and appropriate to the organisation; and
- Communicate and make the SHE Policy available to all stakeholders upon request.

Responsibility and accountability:

The Port of Cape Town’s Executive Committee recognizes its ultimate responsibility and accountability for the Safety, Health, and Environment Integrated Management System in its capacity as the landlord and that all employees, contractors, and port users have a role to play in delivering on commitments set out in this Policy.

Port Manager : _____

Date: _____

Annexure D

Port of Cape Town Berthing Policy
(To be uploaded onto the eTenders Portal website)

Annexure E

TNPA Security Policy

[To be uploaded onto the eTenders Portal website]

Annexure F

MHI Regulations 2022

[To be uploaded onto the eTenders Portal website]

Annexure G

Valuation of Assets and Conditional Assessment

[to be provided by TNPA]

Annexure H

National Ports Act No.12 of 2005

[To be uploaded onto the eTenders Portal website]

Annexure I

Form of Preferred Bidder Guarantee

[To be submitted on the letterhead of the issuing institution]

By: **[insert name of issuer of the Preferred Bidder Guarantee_____]**

In favour of: Transnet National Ports Authority.

Terms with initial capital letters, unless otherwise defined herein, have the meanings given to them in the RFP.

WHEREAS Transnet National Ports Authority ("**TNPA**"), a division of Transnet SOC Limited has issued a Request for Proposals ("**RFP**") in respect of the 25 (twenty-five) year concession for the finance, Operate, Maintaining, refurbishing, and/or Construction and Transfer of the Liquid Bulk Terminal for the purpose of entering into, *inter alia*, the Terminal Operator Agreement with TNPA;

AND WHEREAS pursuant to the RFP, TNPA has selected **[insert the names of each Member of the Preferred Bidder consortium, or the name of the Preferred Bidder]** ("**Preferred Bidder**") as a Preferred Bidder in the RFP process for which it submitted a Bid Response;

AND WHEREAS TNPA requires the Bidder to provide an on-demand guarantee in favour of TNPA in the amount of Five Million Rand (R5 000 000) ("**Guarantee Amount**") to secure certain undertakings or obligations of the Bidder as the Preferred Bidder under the RFP;

AND WHEREAS we, **[insert name of guarantor institution]** ("**Bank / [Insurer (substitute throughout if applicable)]**") have agreed to issue this guarantee to secure such undertakings and obligations of the Preferred Bidder ("**Preferred Bidder Guarantee**").

NOW THEREFORE

1. the Bank, duly represented by _____ being duly authorised to sign this Preferred Bidder Guarantee, hereby irrevocably and unconditionally guarantees and as a primary obligation undertakes to pay TNPA without objection or argument amounts not exceeding in aggregate the Guarantee Amount, such payment(s) to be made by the Bank upon first written demand by TNPA being received at the Bank's counter, situated at [●], attention [●], declaring that the Preferred Bidder has:
 - 1.1. breached any law relating to the Procurement Programme or is disqualified from the Procurement Programme as a result of its actions or omissions;

- 1.2. failed to extend the term of guarantee after agreeing to the TNPA's request to extend the expiry date of the Preferred Bidder Guarantee: and or
- 1.3. failed to sign the Terminal Operator Agreement within the time period agreed;
- 1.4. revoked, repudiated or withdrawn its Bid Response.
- 2. More than one demand may be made under this Preferred Bidder Guarantee, provided that the aggregate amount payable shall not exceed the Guarantee Amount.
- 3. Payment of the amounts so demanded will be made without set-off or deduction to TNPA's bank account. or to other accounts as TNPA may notify the Bank in writing.
- 4. This Preferred Bidder Guarantee shall be valid and effective from the date of its issue until the earlier of (a) the expiry of the Bid Validity Period (as it may be extended in terms of the RFP); and (b) the date on which the Preferred Bidder complies with the requirements of any protocol issued by TNPA.
- 5. The Preferred Bidder Guarantee shall remain valid during the period described above notwithstanding the Bidder's insolvency, winding-up, liquidation, business rescue, dissolution or deregistration, whether provisionally or finally.
- 6. Notwithstanding the above provisions, this Preferred Bidder Guarantee shall terminate and be returned to the Bank within fifteen (15) Business Days of payment of an amount or amounts which, in aggregate, equal the Guarantee Amount, or of expiry of Preferred Bidder Guarantee as set out above.
- 7. This Preferred Bidder Guarantee shall be governed by the laws of the Republic of South Africa, and the parties hereto consent and submit for the benefit of TNPA to the non-exclusive jurisdiction of the High Court of South Africa, Gauteng Division, Pretoria.

8. _____

9. Signature of Representative

Signature of Representative

10.

11. Date: _____

Date: _____

Annexure J

Guidelines For Terminal Operator Performance Standards

(To be uploaded onto the eTenders Portal website)

Annexure K

Bid Response Form

We _____

[name of entity, company, consortium, close corporation or partnership]

of _____ [full _____ address]

carrying _____ on _____ business _____ trading/operating _____ as

represented

by _____

in _____ my _____ capacity _____ as

being duly authorised thereto by a Resolution of the Board of Directors or Members or Certificate of Partners, as per Annexure M (*Resolution of Board of Directors*) of this RFP (a certified copy of which is Annexed hereto) hereby offer to undertake the Project at the prices determined in terms of Part III (*Evaluation Criteria*) of this RFP).

1. We agree to be bound by those conditions in TNPA's:

- terms of this RFP; and
 - any other standard or special conditions mentioned and or embodied in this RFP or Terminal Operator Agreement.
- We accept that unless TNPA should otherwise decide and so inform us in the letter of appointment, our Bid Response (and, if any, its covering letter and any subsequent exchange of correspondence), together with TNPA's acceptance thereof shall constitute a binding contract between TNPA and us.
 - Should TNPA decide that the Terminal Operator Agreement should be negotiated and entered into with us, this Bid Response (and, if any, its covering letter and any subsequent exchange of correspondence) together with TNPA's letter of appointment, shall constitute a binding contract between TNPA and us until the formal contract is signed.

- We further agree that if, after we have been notified of the acceptance of Bid Response, we fail to enter into the Terminal Operator Agreement, or fail to commence the provision of services within 24 (twenty-four) months thereafter, TNPA may, without prejudice to any other legal remedy which it may have, recover from us any expense to which it may have been put in calling for Bid Responses afresh and or having to accept any less favorable Bid Response.
- We accept that the Terminal Operator Agreement resulting from this offer will be for a period of 25 (twenty-five) years only. Furthermore, we agree to the penalty Clauses to be negotiated with TNPA, which will allow TNPA to invoke a penalty against us for non-compliance with material terms of this RFP including the delayed delivery of the services due to non-performance by ourselves, failure to meet Economic Development and or B-BBEE Improvement Plan commitments. In addition, we agree that non-compliance with any of the material terms of the RFP, including those mentioned above, will constitute a material breach of the Terminal Operator Agreement and provide TNPA with cause for cancellation.
- **ADDRESS FOR NOTICES**
- The law of the Republic of South Africa shall govern any contract created by the acceptance of this RFP. The *domicilium citandi et executandi* shall be a place in the Republic of South Africa to be specified by the Bidder hereunder, at which all legal documents may be served on the Bidder who shall agree to submit to the jurisdiction of the courts of the Republic of South Africa. Foreign Bidders shall, therefore, state hereunder the name of their authorised representative in the Republic of South Africa who has the power of attorney to sign the Terminal Operator Agreement which may have to be entered into in the event of their Bid Response being accepted and to act on their behalf in all matters relating to such Terminal Operator Agreement.
- Bidder to indicate the details of its *domicilium citandi et executandi* hereunder:

Name of Entity:

Facsimile:

Address: _____

- NOTIFICATION OF AWARD OF RFP
- As soon as possible after approval to award the appointment of the Preferred Bidder, the Preferred Bidder will be informed of the acceptance of its Bid Response. Unsuccessful Bidders will be

advised in writing of the name of the Preferred Bidder and the reason as to why their Bid Responses have been unsuccessful, for example, in the category of administrative responsiveness, technical criteria, B-BBEE status, or for any other reason.

- VALIDITY PERIOD
- TNPA requires a validity period of 365 (three hundred and sixty-five) calendar days from the Bid Submission Date against this RFP.
- NAME(S) AND ADDRESS / ADDRESSES OF DIRECTOR(S) OR MEMBER(S)
- The Bidder must disclose hereunder the full name(s) and address(s) of the director(s) or members of the consortium, company, or close corporation [C.C.] on whose behalf the RFP is submitted.
- Registration number of company or CC

Registered name of the company or CC or name of the consortium

Full name(s) of director or member(s)	Address/Addresses	ID Number(s)

- CONFIDENTIALITY
- All information related to this RFP is to be treated with strict confidence. In this regard Bidders are required to complete and return a signed copy of Annexure O (*Certificate of Acquaintance with RFP Documents*) with Annexure L (*Non-Disclosure Agreement*) Annexed to this RFP. All information related to the Terminal Operator Agreement, both during and after completion thereof, will be treated with strict confidence. Should the need however arise to divulge any information gleaned from provision of the services, which is either directly or indirectly related to TNPA’s business, written approval to divulge such information must be obtained from TNPA.

- DISCLOSURE OF THE CONCESSION TENDERED
- Bidders must indicate below whether TNPA may disclose their tendered concession and conditions to other Bidders:

YES		NO	
-----	--	----	--

- RETURNABLE DOCUMENTS

All sections, must be signed, stamped and dated by the Bidder. Bid Returnable Documents means all the documents, sections and Annexes, as listed in the tables below.

- Mandatory Returnable Documents

Failure to provide all mandatory Returnable Documents at the closing date and time of this tender will result in a Bidder's disqualification. Bidders are therefore urged to ensure that all these documents are returned with their Bid Responses.

- Please confirm submission of the mandatory Returnable Documents detailed below by so indicating [Yes or No] in the table below:

MANDATORY RETURNABLE DOCUMENTS	RFP REFERENCE	SUBMITTED [Yes or No]
Concession Fee Offer (Annexure DD)	Clause 66.1	

- Essential Returnable Documents

Bidders are further required to submit with their Bid Responses the following essential Returnable Documents as detailed below.

Failure to provide all essential Returnable Documents may result in a Bidder's disqualification at TNPA's sole discretion. Bidders are therefore urged to ensure that all these documents are returned with their Bid Responses.

Please confirm submission of these essential Returnable Documents by so indicating [Yes or No] in the table below.

- Full responses and documentation in respect of each qualification criterion in Part II of the RFP, including the following:

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	RFP REFERENCE	SUBMITTED [Yes or No]
Technical and Functional Criteria		
Previous Experience	Clause 64.1.1	
Track Record	Clause 64.1.2	
SHE Requirements	Clause 64.2	
Financial Capabilities	Clause 64.3	
Business Case	Clause 64.4	
ANNEXURES	RFP REFERENCE	SUBMITTED [Yes or No]
A valid Tax Clearance Certificate or PIN	N/A	
Annexure A (<i>Bid Notice</i>)	N/A	TNPA Document
Annexure K (<i>Bid Response Form</i>)	N/A	
Annexure L (<i>TNPA Declaration of Bidder</i>)	N/A	
Annexure M (<i>Non-Disclosure Agreement</i>)	N/A	
Annexure N (<i>Resolution of Board of Directors</i>)	N/A	
Annexure O (<i>Resolution of Each Member</i>)	N/A	
Annexure P (<i>Certificate of Acquaintance with the RFP Documents</i>)	N/A	
Annexure Q (<i>Declaration of Interest</i>)	N/A	
Annexure R (<i>Tax Clearance Requirements</i>)	N/A	

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	RFP REFERENCE	SUBMITTED [Yes or No]
Annexure S (<i>Certificate of Acquaintance with the Requirements of the RFP</i>)		
Annexure T (<i>Certificate of Acquaintance with Conditions of Contract with TNPA</i>)		
Annexure U (<i>Breach of Law Form</i>)		
Annexure W (<i>Supplier Integrity Pact</i>)		
Annexure X (<i>Standard RFP Response Form: Information about Bidder</i>)		
Annexure Y (<i>Lenders Support Letter</i>)		
Annexure Z (<i>Terminal Operator Agreement</i>)		
Annexure BB (<i>B-BBEE Verification Certificate</i>)		
Annexure CC (<i>Business Case guidelines</i>)		
Annexure EE (<i>Economic Development Information</i>)		
Annexure FF1 (<i>Experience in any terminal/facility handling liquid Bulk Cargo</i>)		
Annexure FF2 (<i>Experience in Commercial Sea Port Terminals</i>)		
Annexure FF3 (<i>Number of terminals and throughput volumes</i>)		

- CONTINUED VALIDITY OF RETURNABLE DOCUMENTS
- The Preferred Bidder will be required to ensure the validity of all returnable documents, including but not limited to its Tax Clearance Certificate and valid B-BBEE verification certificate, for the duration of any contract emanating from this RFP. Should the Preferred Bidder be awarded the Terminal Operator Agreement and fail to present TNPA with such renewals as and when they become due, TNPA shall be entitled, in addition to any other rights and remedies that it may have

in terms of the Terminal Operator Agreement, to terminate such Terminal Operator Agreement forthwith without any liability and without prejudice to any claims which TNPA may have for damages against the Bidder.

- **By signing these RFP documents, the Bidder is deemed to acknowledge that it has made itself thoroughly familiar with all the conditions governing this RFP, including those contained in any printed form stated to form a part hereof, and TNPA will recognize no claim for relief based on an allegation that the Bidder overlooked any such condition or failed properly to take it into account for the purpose of calculating tendered concession or otherwise.**

SIGNED at _____ on this _____ day of _____ 20__

SIGNATURE OF WITNESSES

ADDRESS OF WITNESSES

1. Name _____

2. Name _____

SIGNATURE OF RESPONDENT'S AUTHORISED REPRESENTATIVE:

NAME: _____

DESIGNATION: _____

Annexure L

TNPA Declaration of Bidder

NAME OF ENTITY: _____

[insert name of Bidder] ("the Bidder")]

We _____ do hereby certify that:

1. In this declaration, words and expressions which are defined in the Request for Proposals for twenty-five (25) year concession for the finance, Operate, Maintain, Refurbish, and/or Construct, and Transfer of the Liquid Bulk Terminal at the Port of Cape Town back to TNPA, Tender No: shall bear the same meaning when used in this letter unless the context requires otherwise.
 - The Bidder further certifies that:
 - the TNPA has supplied, and we have received appropriate responses to any or all questions, as applicable, which were submitted by ourselves for the RFP clarification purposes;
 - we have received all the information we deemed necessary for the completion of this RFP;
 - at no stage have we received additional information relating to the subject matter of this RFP from the TNPA sources, other than information formally received from the designated TNPA contact(s) as nominated in the RFP documents;
 - we are satisfied, insofar as our entity is concerned, that the processes and procedures adopted by the TNPA in issuing this RFP and the requirements requested from Bidders in responding to this RFP have been conducted in a fair and transparent manner; and
 - furthermore, we declare that a relationship formed on the basis of any one or more of a family (including spouses and in-laws), friendship, business acquaintance, professional engagement, or employment exists or does not exist [delete as applicable] between an owner or member or director or partner or shareholder of our entity and an employee or

board member of the TNPA including any person who may be involved in the evaluation and or adjudication of this Bid.

- In addition, we declare that an owner or member or director or partner or shareholder of our entity is or is not [delete as applicable] an employee or board member of the TNPA.
- If such a relationship as indicated in paragraph 2.5 and or 3 exists, the Bidder is to complete the following section:

FULL NAME OF OWNER/MEMBER/DIRECTOR/PARTNER/SHAREHOLDER:

ADDRESS:

Indicate nature of relationship with TNPA:

DATE:

SIGNATURE:

[Failure to furnish complete and accurate information in this regard will lead to the disqualification of a response and may preclude a Bidder from doing future business with TNPA]

- We declare, to the extent that we are aware or become aware of any relationship between ourselves and the TNPA (other than any existing and appropriate business relationship with the TNPA) which could unfairly advantage our entity in the forthcoming adjudication process, we shall notify TNPA immediately in writing of such circumstances.
- We accept that any dispute pertaining to this Bid Response will be resolved through the Ombudsman process and will be subject to the Terms of Reference of the Ombudsman. The Ombudsman process must first be exhausted before judicial review of a decision is sought.

- o We further accept that TNPA reserves the right to reverse an award of business or decision based on the recommendations of the Ombudsman without having to follow a formal court process to have such award or decision set aside.

SIGNED at _____ on this ____ day of _____ 20__

For and on behalf of

AS WITNESS:

duly authorised hereto

Name: _____

Name: _____

Position: _____

Position: _____

Signature: _____

Signature: _____

Date: _____

Place: _____

**Non-Disclosure Agreement
NON-DISCLOSURE AGREEMENT**

BETWEEN

(Reg)

AND

TRANSNET SOC Ltd,

acting through its operating division

TRANSNET NATIONAL PORTS AUTHORITY

(Reg 1990/000900/30)

This agreement entered into between

_____ located at and

Transnet SOC Ltd, acting through its operating division, Transnet National Ports Authority (“TNPA”),

(Hereinafter referred to respectively as ‘a Party’ or ‘the Parties’),

concerns the safeguarding of proprietary and company confidential information to be provided by each Party to the other in connection with discussions regarding

WITNESSED THAT: It is agreed between the Parties as follows:

1. For purposes of this Agreement, company confidential and/or proprietary information, hereinafter called “proprietary Information”, shall be construed to mean any information disclosed by a Party to the other Party, including without limitation all computer software, which is identified as such by an appropriate stamp or legend or any other notice in writing, or when disclosed orally, has been identified as proprietary at the time of disclosure and has been promptly (30 (thirty) days at the latest) confirmed and designated in writing as Proprietary Information of the disclosing party, hereinafter called the ‘Disclosing Party’, in either hard copy or electronic media and which each Party considers being material to its business operations, including, without limitation, wage and salary information, technical information, commercial information, financial information, and personnel records.
 - The receiving party, hereinafter called the ‘Receiving Party’ of any Proprietary Information covenants that, for a period of 7 (seven years) from the effective date of this Agreement, the Proprietary Information received from the Disclosing Party:
 - shall not be used, duplicated, in whole or in part, for any purpose other than the purpose here above stated, without the prior written consent of the Disclosing Party,
 - shall be protected and kept in confidence said Proprietary Information by using the same degree of care and safeguard as it uses to protect its own Proprietary Information of like importance,

- shall only be disclosed to persons within the Receiving Party's organisation who have a need to know and solely for the purpose mentioned in the preamble.
- Nothing contained in the Agreement shall be construed as granting or conferring, expressly or impliedly, any rights in or title to the proprietary information disclosed hereunder. It is agreed that no license under any patents of either Party is granted by this Agreement or by any disclosure or use of such Proprietary Information which:
 - Was at the time of receipt otherwise known to the Receiving Party
 - Has been published or is otherwise within the public knowledge or is generally known to the public at the time of its disclosure to the Receiving Party
 - Subsequently is developed independently in good faith by employees of the Receiving Party who did not have access to the Proprietary Information
 - Becomes legally known or available to the Receiving Party from a source other than the Disclosing Party, and without breach of the Agreement by the recipient
 - Becomes part of the public domain without breach of the Agreement by the recipient
 - Is so disclosed or used with the written approval of the Disclosing Party
- Unless extended in writing by mutual agreement and unless earlier terminated as hereafter, this Agreement shall terminate upon the expiration of 7 (seven) years from its effective date. This Agreement including all rights and obligations of the Parties hereto, except the obligations specified in paragraph 2 hereof, may be earlier terminated by either Party by operation of law and without demand at any time upon 30 (thirty) days written notice. The end of termination of the Agreement shall not relieve either Party from complying with the obligations of paragraph 2 with respect to the use and protection of the Proprietary Information received prior to the date of termination or the end of this Agreement. Such obligations shall continue for the period applicable as set forth in said paragraph.
- Each Party shall bear its own costs incurred under or in connection with the Agreement. Nothing in the Agreement shall be construed as an obligation by either Party to enter into a contract, subcontract or any other business relationship with the other Party or to disclose any Proprietary Information to the other Party.
- It is understood that this Agreement constitutes a Non-Disclosure Agreement only. Nothing in this Agreement shall grant either Party the right to make any commitments of any kind for, or on behalf of, the other Party without the prior written consent of the other Party.

- This Agreement and the rights and obligations hereunder may not be transferred or assigned by a Party without the proper written approval of the other Party hereto.
- This Agreement shall be governed by and interpreted in accordance with the laws of the Republic of South Africa
- Any dispute arising from or in connection with this Agreement, which cannot be settled amicably by the Parties, shall be finally resolved in accordance with the Arbitration Foundation of Southern Africa (AFSA) by an arbitrator or arbitrators appointed by the Foundation. The arbitration will be held in Sandton, Johannesburg, in accordance with the formalities of AFSA rules and procedure settled by the arbitrator and may be held in an informal and summary manner, on the basis that it will not be necessary to observe or carry out the usual formalities or procedures, pleadings or the strict rules of evidence.
- Any Proprietary Information (and copies thereof) disclosed by a Party to the other Party shall remain the property of the Disclosing Party and shall be returned by the Receiving Party immediately upon request.
- Any Proprietary Information disclosed by the Parties under this Agreement shall be identified by the Disclosing Party as Proprietary Information at the time of disclosure, and the disclosure, protection, use and handling of such information shall be in accordance with the security procedures prescribed by the South African government.
- In the event of one Party visiting any of the facilities of the other Party, the visiting Party undertakes that any further Proprietary Information relating to the Party being visited which may come to the visiting Party's knowledge as a result of any such visit, including without limitation, any information relating to plant and equipment which may be seen at such facilities, the methods of operation thereof and the various applications thereof shall be kept strictly confidential and be subject to the same protection as is provided for in Clause 2 above.
- The execution, existence and performance of the Agreement shall be kept confidential by the Parties and shall not be disclosed by a Party without the prior consents of the other Party.
- This Agreement constitutes the entire agreement between the Parties with respect to the subject matter hereof and supersedes and cancels all prior representations, negotiations, commitments, undertakings, communications whether oral or written, acceptances, understanding and agreements between the Parties with respect to or in connection with any of the matters or things to which such Agreement applies or refers.
- The Parties hereby represent that the disclosure of Proprietary Information by and between themselves is not contrary to the laws and regulations of the Republic of South Africa.

- o With respect to any exchange of Proprietary Information which may occur as a result of the Agreement, it is expressly understood and agrees that the below listed employees shall, on behalf of the respective Parties be the exclusive individuals authorized to receive and or transmit Proprietary Information under the Agreement:

TNPA

- As regard the individuals identified in clause 2.23 here above, each Party shall have the right and power to redesignate such persons within their organisation as are authorized to receive/transmit Proprietary Information, which are made by a Party, shall be effected by rendering written notice of such change to the other Party.
- The Parties agree that this Agreement shall be drafted in the English language.

IN WITNESS WHEREOF, the Parties hereto have to set their hands as of the date first above written.

TNPA

Date:

Place:

Witness 1: (Name, Address, Signature, Date)

.....

.....

Witness 2: (Name, Address, Signature, Date)

.....
.....

Terminal Operator

Date:

Place:

Witness 1: (Name, Address, Signature, Date)

.....
.....

Witness 2: (Name, Address, Signature, Date)

.....
.....

Annexure N

Resolution of Board of Members

(TO BE COMPLETED BY THE LEAD MEMBER OF A BIDDER CONSORTIUM OR BY THE PROJECT COMPANY IF ESTABLISHED AT BID SUBMISSION DATE)

[Name of Entity] (Registration Number: **[insert]**)

(the "**Company**")

RESOLUTION OF THE BOARD OF DIRECTORS OF THE COMPANY PASSED AT A MEETING HELD ON [•],

RESOLVED THAT:

- the Company participates as the Bidder **[OR, in the case of a Bidder consortium]**, in the **[insert name of Bidder]** consortium ("**Bidder**") in responding to the RFP issued by the TNPA on or about **[insert date]** under Tender Reference number, in respect of the ten (10) year concession for the Development, Design, Financing, Construction, Operation, and Maintenance, and Transfer of the Liquid Bulk Terminal in the Port of Cape Town.
- **[Note: This paragraph is for Bidders that are consortia]** The Company, by agreement with the other Members, be the Lead Member of the Bidder consortium (the "**Lead Member**"); and
- **[Note: This paragraph is for all Bidders]** **[insert name of authorised individual in the Company]** be and hereby is authorised to enter into, sign, execute, and complete any documents relating to this Bid Response and any subsequent agreement for the provision of services.

Signed by the Directors

Name: _____

Date: _____

Annexure O

Resolution of each Member

(OTHER THAN THE LEAD MEMBER) OF A BIDDER CONSORTIUM OR EACH SHAREHOLDER OF A BIDDER PROJECT COMPANY

[Name of Entity] (Registration number: **[insert]**)

(the "**Company**")

RESOLUTION OF THE BOARD OF DIRECTORS OF THE COMPANY PASSED AT A MEETING HELD ON [INSERT DATE]

RESOLVED THAT:

- the Company participates as the Bidder **[OR, in the case of a Bidder consortium, in the [insert name of Bidder] consortium ("Bidder")** in responding to the RFP issued by the TNPA on or about **[insert date]** under Tender Reference number, in respect of the for twenty-five (25) year concession for the finance, Operate, Construction, Operation and Maintenance, and Transfer of the -Liquid Bulk Terminal in the Port of Cape Town.
- *[Note: This paragraph is for Bidders that are consortia]* the Company, by agreement with the other Members, be the Lead Member of the Bidder consortium (the "Lead Member"); and
- *[Note: This paragraph is for all Bidders]* **[insert name of the authorised individual(s) in the Company]** be and hereby is authorised to enter into, sign, execute and complete any documents relating to this Bid Response and any subsequent agreement for the provision of services.

Signed by the Directors

Name: _____

Date: _____

Annexure P**Certificate of Acquaintance with RFP Documents**

NAME **OF** **ENTITY:**

1. We _____ do hereby certify that we acquainted ourselves with all the documentation comprising this RFP and all conditions contained therein, as laid down by TNPA for the carrying out of the Project for which we submitted our Bid Response.
- We furthermore agree that TNPA shall recognise no claim from us for relief based on an allegation that we overlooked any RFP or contract condition or failed to take it into account for the purpose of calculating our offered concession or otherwise.
 - We accept that an obligation rests on us to clarify any uncertainties regarding this bid that we may have, before submitting the Bid Response. We agree that we will have no claim based on an allegation that any aspect of this RFP was unclear but in respect of which we failed to obtain clarity.
 - We understand that the accompanying Bid Response will be disqualified if this Certificate is found not to be true and complete in every respect.
 - For the purposes of this Certificate and the accompanying Bid Response, we understand that the word "competitor" shall include any individual or organisation, other than the Bidder, whether or not affiliated with the Bidder, who:
 - has been requested to submit a Bid Response in respect of the RFP;
 - could potentially submit a Bid Response in response to RFP, based on their qualifications, abilities or experience; and
 - provides the same services as the Bidder and/or is in the same line of business as the Bidder.
 - The Bidder has arrived at the accompanying Bid Response independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium will not be construed as collusive bidding.
 - In particular, without limiting the generality of paragraph 5 above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:

- prices;
 - geographical area where Services will be rendered (market allocation);
 - methods, factors or formulas used to calculate concession;
 - the intention or decision to submit or not to submit, a Bid Response;
 - the submission of a Bid Response which does not meet the specifications and conditions of the RFP; or
 - bidding with the intention not being awarded Preferred Bidder status.
- In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications and conditions or delivery particulars of the services to which this RFP relates.
 - The terms of the accompanying Bid Response have not been, and will not be, disclosed by the Bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
 - We are aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, Bid Responses that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act 89 of 1998 and or may be reported to the National Prosecuting Authority ("NPA") for criminal investigation and/or may be restricted from conducting business with the public sector for a period not exceeding 10 (ten) years in terms of the Prevention and Combating of Corrupt Activities Act 12 of 2004 or any other applicable legislation.

SIGNED at _____ on this _____ day of _____ 20__.

SIGNATURE OF WITNESS

SIGNATURE OF BIDDER

Annexure Q

Declaration of Interest

1. General

- This Declaration of Interest Form is to be duly completed and signed by each Bidder which is a Project Company, each Shareholder thereof, and where the Bidder is a consortium, by each Member of the Bidder (for purposes of this Declaration, the "Member").
- Failure to complete this form may lead to disqualification.
- 'Related' in this form means a relationship formed on the basis of any one or more of (i) family (including spouses and in-laws), (ii) friendship, (iii) business acquaintance, (iv) professional engagement, or (v) employment).

• Disclosure of Interest

- Please state if the Bidder or any Member or any individual who is a director, officer, employee or shareholder of any Member is Related, in any manner, to any employee of the TNPA or Transnet and or to any other Government official or person directly involved in the Procurement Programme in respect of the Liquid Bulk Terminal, who may be involved with the evaluation of Bid Responses.

Yes / No [*The Member is required to circle the applicable response*]

If so, state particulars:

.....

.....

.....

- Please state if the Bidder or any Member or any individual who is a director, officer, employee or shareholder of any Member is Related, in any manner, to any employee of the TNPA or Transnet and or any other Government official or person with the ability to influence the decision of TNPA with respect to the appointment of the Preferred Bidder and or the Reserve Bidder.

Yes / No [*The Member is required to circle the applicable response*]

If so, state particulars:

.....

.....
.....

- Is any national public entity, or provincial public entity (both as defined in the Public Finance Management Act 1 of 1999), or a person employed by a national public entity or a provincial public entity, a Contractor of or participating as a Member, or a shareholder (direct or indirect) of any Member, of the Bidder?

Yes / No [*The Member is required to circle the applicable response*]

If so, state particulars:

.....
.....
.....

• **Declaration in respect of Litigation**

- Please describe the extent of any material pending or threatened litigation or legal proceedings (civil or criminal, including any investigations or complaint proceedings conducted against the Member in terms of the Competition Act, 89 of 1998 or in terms of any other legislation providing for investigations or complaint proceedings) in which the Member is involved as at the Bid Submission Date, or has been involved during the last 5 (five) years, instituted by any South African organ of state against the Member. If the Bidder or Member has something to declare, please provide all details in the space provided below. If the Bidder or Member has nothing to declare, please insert "*nothing to declare*" in the space provided below. [*Add extra pages to be appended to this Declaration if necessary.*]

.....
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- Please describe in detail:

- all occurrences of a failure by the Member to timeously complete any contracts (a) with any South African organ of state; or (b) relating to any Government project or procurement programme;
- any incidences of damages deducted or recovered within the last 5 (five) years by any South African organ of state in relation to a contract with the Member, or by any person in relation to any Government project or procurement programme; and
- any contract between the Member and any South African organ of state which was terminated during the past five years on account of failure by the Member to perform on or to comply with the contract. If the Bidder or Member has something to declare, please provide all details in the space provided below. If the Bidder or Member has nothing to declare, please insert "*nothing to declare*" in the space provided below. *[Add extra pages to be appended to this Declaration if necessary.]*

.....

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.....

- **Declaration of Past Supply Chain Practices**

- Is the Member or any of its directors listed on the National Treasury database as companies or persons prohibited from doing business with the State / public sector?

Yes / No [*The Member is required to circle the applicable response*]

If yes, state particulars:

.....

.....

.....

- Is the Member or any of its directors listed on the Register for Tender Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act 12 of 2004?
- Yes / No [*The Member is required to circle the applicable response*]

If yes, state particulars:

.....
.....
.....

- Was the Member or any of its directors convicted by a court of law (including a court outside of the Republic of South Africa) for fraud or corruption during the past five years?

Yes / No [*The Member is required to circle the applicable response*]

If yes, state particulars:

.....
.....
.....

DECLARATION

I, the undersigned (Name of authorised individual representing the Member)

CERTIFY THAT THE INFORMATION FURNISHED IN THIS DECLARATION IS COMPLETE, TRUE AND CORRECT. I ACCEPT THAT THE TNPA MAY DISQUALIFY MY BID RESPONSE IN THE EVENT THAT THE INFORMATION FURNISHED ABOVE IS IN ANY RESPECT UNTRUE, INCORRECT OR INCOMPLETE.

Signature_____

Date_____

Position_____

Name of Member_____

Name of Bidder_____

Who warrants his / her authority hereto

Annexure R**Tax Clearance Requirements**

1. It is a condition of bidding in response to this RFP that:
 - the taxes of a Bidder and its Members must be in order, or that satisfactory arrangements have been made with the South African Revenue Services ("**SARS**") or other local revenue authority for the relevant Bidder to meet its tax obligations;
 - the form "Application for Tax Clearance Certificate TCC 001", available on the official SARS website or at any SARS office, must be completed in all respects and submitted to SARS where the Bidder is registered for tax purposes. SARS will then furnish the Bidder with a Tax Clearance Certificate that will be valid for a period of six (6) months from the date of issue.
- Each Bidder and its Members established or incorporated in South Africa more than 365 days prior to the Bid Submission Date must submit an original and valid Tax Clearance Certificate with the Bidder's Bid Response.
- Each Bidder and its Members established or incorporated in South Africa within the last 365 days of the Bid Submission Date must submit proof that an application for a Tax Clearance Certificate has been submitted and received by SARS, with the Bidder's Bid Response.
- A Bidder and its Members which are not established or incorporated in South Africa must produce a tax clearance certificate or equivalent certificate translated into English, if applicable, from the local revenue authority where they are established or incorporated to demonstrate that they are in good standing with that authority.

Annexure S

Certificate of Acquaintance with the Requirements of the RFP

NAME OF ENTITY:

We **[insert name of Bidder]** _____ do hereby certify that we acquainted ourselves with all the documentation comprising the requirements of the RFP as received on _____ **[insert date]** from TNPA in respect of the Project for which we submitted our Bid Response.

We furthermore agree that TNPA shall recognise no claim from us for relief based on an allegation that we overlooked any terms and conditions of the RFP or failed to take it into account for the purpose of calculating our offered concession or otherwise.

SIGNED at _____ on this _____ day of _____ 20____.

SIGNATURE OF WITNESS

SIGNATURE OF BIDDER

Annexure T

Certificate of Acquaintance with Conditions of Contract with TNPA

NAME OF ENTITY: [insert name of Bidder] _____

We _____ do hereby certify that we acquainted ourselves with all the documentation comprising the Terminal Operator Agreement and the provisions of Clause 21.7 of Part I of the RFP as received on _____ **[insert date]** from TNPA in respect of the Project for which we submitted our Bid Response.

We furthermore agree that TNPA shall recognise no claim from us for relief based on an allegation that we overlooked any requirement of the Terminal Operator Agreement or failed to take it into account for the purpose of calculating our offered concession or otherwise.

We also note the obligations as set out in the Terminal Operator Agreement.

SIGNED at _____ on this _____ day of _____ 20____

SIGNATURE OF WITNESS

SIGNATURE OF BIDDER

Annexure U

Breach of Law Form

NAME OF ENTITY:

We _____

do hereby certify that we **have/have not** been [**delete as applicable**] found guilty during the preceding 5 (five) years of a serious breach of law, including but not limited to a breach of the Competition Act, 89 of 1998, by a court of law, tribunal or other administrative body. The type of breach that the Bidder is required to disclose excludes relatively minor offences or misdemeanours, e.g., traffic offences.

Where found guilty of such a serious breach, please disclose:

NATURE OF BREACH:

DATE OF BREACH:

Furthermore, we acknowledge that TNPA reserves the right to exclude any Bidder from the bidding process, should that person or entity have been found guilty of a serious breach of law, tribunal or regulatory obligation.

SIGNED at _____ on this _____ day of _____ 20__.

SIGNATURE OF WITNESS

SIGNATURE OF BIDDER

Annexure V

RFP Clarification Request Form

RFP No:

RFP deadline for questions / RFP Clarifications: Before 01 September 2026

TO: TNPA

ATTENTION: The Tender Administrator

EMAIL:

DATE: _____

FROM: _____

RFP Clarification No **[to be inserted by TNPA]**

REQUEST FOR RFP CLARIFICATION

Annexure W

Supplier Integrity Pact

1. TNPA’s Integrity Pact requires a commitment from Bidders to TNPA that they have not, nor will they engage in any:
 - corrupt and fraudulent practices;
 - anti-competitive practices; and
 - act in bad faith towards each other.
- The Integrity Pact also serves to communicate TNPA’s Gift Policy as well as the remedies available to TNPA where a Bidder contravenes any provision of the Integrity Pact.
- Bidders are required to familiarize themselves with the contents of the Integrity Pact which is available on the Transnet Internet site [www.transnet.net/Tenders/Pages/default.aspx] or on request.

NAME _____ OF _____ ENTITY: _____

We _____ do hereby certify that we have acquainted ourselves with all the documentation comprising the TNPA Integrity Pact. We agree to fully comply with all the terms and conditions stipulated in the TNPA Supplier Integrity Pact.

- We furthermore agree that TNPA shall recognise no claim from us for relief based on an allegation that we overlooked any terms and conditions of the Integrity Pact or failed to take it into account for the purpose of submitting our offer.
- We confirm having been advised that a signed copy of this Schedule can be submitted in lieu of the entire TNPA Integrity Pact as confirmation in terms of the Returnable Schedule.

SIGNED at _____ on this ____ day of _____ 20 ____.

SIGNATURE OF WITNESS

SIGNATURE OF BIDDER

Standard RFP Response Form: Information about Bidder

1. INSTRUCTIONS FOR COMPLETION OF THE RESPONSE FORM

○ Structure of the Questionnaire

- The questionnaire has been structured in sections so that the capability and suitability of the Bidder and its Members can be tested in each of the following areas to encompass general capability or suitability and technical ability.
- Information about the Bidder (Bidder's Details);
- Member Information;
- Government Contracts; and
- Legal Proceedings.

○ **Notes for Completion**

- Please note that each section may relate to one or more entities and care should be taken to ensure that each Member provides a completed response for the general sections and those which relate to their specialty or experience. Certain sections of the response form may have to be duplicated and completed in respect of the Bidder and each Member.
- Please answer using the electronic forms, in the manner and space provided for in the response forms in this Annexure X (Standard RFP Response Form: Information about the Bidder) of the RFP, the questions stated in the following sections as fully as possible. Extra pages may be appended to the response form if necessary.

- Bidders should note that the provision of false or misrepresenting information may result in an entity's exclusion from the RFP.
- To the extent that some of the information sought and responded to by each Bidder and its Members constitute its or their views and opinions on certain issues, TNPA is under no obligation to accommodate any such views and or opinions at any later stage of the procurement process but reserves the right to hold the Bidder (and relevant Member) thereto.

- Information about the Bidder

- Please state (in the format provided):
 - the name of the Bidder, indicating whether or not it is incorporated, and the date of its legal formation. If a Bidder is a Company, the Bidder must submit the Constitutional Documents of the Company. If the Bidder is a joint venture or consortium, the Bidder must submit a signed joint venture or consortium agreements between the Members clearly stating the percentage split of the joint venture or consortium and the associated responsibilities of each Member. If such a joint venture or consortium agreement is unavailable, the Members must submit confirmation in writing of their intention to enter into a joint venture or consortium agreement should they be appointed as Preferred Bidder by TNPA through this RFP. This written confirmation must clearly indicate the percentage split of the business and the responsibilities of each Member;

BIDDER INFORMATION	
Name of Bidder	
Legal status: (e.g. Limited Liability Company or Joint Venture or Consortium)	
Date of legal formation of Bidder	

HEAD OFFICE	
physical address:	
postal address:	
e-mail address:	
telephone number:	
telefax number:	

- name and contact details of the contact person for the Bidder for purposes of this RFP. If the Bidder is an unincorporated joint venture or consortium, this will be the lead member of the Bidder who is responsible for the submission of an RFP Bid Response. The contact details are to include the physical address, postal address, e-mail address, telephone and telefax numbers of that person;

CONTACT PERSON / LEAD MEMBER FOR THE BIDDER	
Name:	
Physical address:	

Postal address:	
E-mail address:	
Telephone numbers:	
Telefax number:	

- the names of all those persons that will be Lenders, Legal Advisors, Financial Advisors and technical consultants in respect of the Bid Response and the Project and their respective roles and responsibilities:

NAME	LEGAL ADVISORS	ROLES AND RESPONSIBILITIES

--	--

NAME CONSULTANTS	FINANCIAL	ROLES AND RESPONSIBILITIES

NAME ADVISORS	TECHNICAL	ROLES AND RESPONSIBILITIES

- the Bidder's Legal and Financial Advisors must provide a written declaration of interest where they disclose any potential or existing conflicts of interest due to any affiliation or relation with TNPA, Transnet or any other Government official or person with the ability to influence the decision of TNPA and/or other Bidders. Relationship will include a relationship formed on the basis of any one or more of (i) family

(including spouses and in-laws), (ii) friendship, (iii) business acquaintance, (iv) professional engagement, or (v) employment. If the Advisor has something to declare, please provide all details in the space provided below. If the Bidder or Member has nothing to declare, please insert "*nothing to declare*" in the space provided below. Failure by the relevant Advisors to disclose an interest may result in the Bidder being disqualified from the RFP.

- _____

- Please attach to this response form an organogram which details the entire structure of the Bidder with explanatory notes in respect of the identity and role of each Member of the Bidder.

- **Member Information**

- Please state (in the format provided) the following name and contact detail information in relation to each Member:
 - name and legal status of the Member, its registration number, date and country of registration;
 - registered address and website address (if any) of each Member;
 - street address, postal address, telephone number and telefax numbers and e-mail address of each Member; and
 - the person dealing with this RFP and the Bid Response on each Member's behalf and their contact details.

[The tables in this section must be duplicated and completed for each Member of the Bidder.]

MEMBERS INFORMATION	
Name of Member:	
Legal status: (e.g. Limited Liability Company, Trust, or Joint Venture or Consortium or other)	
Registration:	
Date and country of registration:	
Registered address of the Member:	
Website address, if any:	
HEAD OFFICE	
Physical address:	
Postal address:	
E-mail address:	
Telephone numbers:	

Telefax number:	
CONTRACT PERSON INFORMATION	
Name:	
E-mail address:	
Mobile number:	
Telephone number:	
Telefax number:	

- Please state (in the format provided) the following key personnel information in relation to the aforementioned entities:
- the full names and addresses of (i) each director or equivalent of each Member; and

	NAME OF DIRECTOR OR EQUIVALENT	ADDRESS

- Brief description of each Member’s primary business and main products or services, comprising of no more than 4 (four) pages.

- Brief history of each Member, comprising of no more than 4 (four) pages, including detail of any parent or associated companies and any changes in ownership of the Member, over the last 5 (five) years:



- Brief description, comprising of no more than 4 (four) pages of the Member’s main customers and suppliers and highlighting any associations with or sales to any entities within the Government sector:

- Please attach the following information in respect of each Member to this Schedule:

- certified copies of all Constitutional Documents, including all documents that evidence changes thereto, such as change of name certificates;
- certified copies of documents that evidence the Member's directorship; and
- particulars of share capital showing classes of shares and amounts of authorised and issued share capital, including relevant copies of share registers and/or share option details.
- Please provide (in the format provided) the following information in relation to either the Bidder or the Member with the appropriate experience:
- a brief description of the leadership and project management capabilities of the Bidder or the Member in operation and maintenance or similar projects, including the outcomes of those projects and the time periods from development to financial close of those projects;

-
-
- a detailed description of how the Member or Bidder will approach the leadership and control and co-ordination of the Bidder during the bid preparation phase, negotiations phase and the Operation and Maintenance phase of the Project should the Bidder be appointed as Preferred Bidder and then awarded the Terminal Operator Agreement to implement the Project, as the case may be;
-
-
-
-
-

- a detailed description of how the Member or Bidder will deliver and or co-ordinate an experienced project management, Operation and Maintenance management, legal and finance team capable of delivering the Project on a fully integrated basis.
-
-
-
-
-

- **Government Contracts**

Please state (in the format provided) the following information in relation to each Member forming part of the Bidder:

- Details of any contracts awarded to the Member by the Government in the last 3 (three) years:

- Brief details of any contracts awarded to the Member by other governments during the last 3 (three) years, highlighting any port-related Construction, operation, and maintenance in the Liquid Bulk Precinct:

- Details of the bidding processes of any similar projects from which any of the Members withdrew, indicating the reasons for withdrawal and whether any claim and/or legal proceedings was made against the Member by the relevant government in relation to the bid process:

- Details of any current Liquid Bulk Terminal concession projects for which any of the Members are bidding and their status (for example: preferred bidder, short-listed) in respect of such projects:

○ **Legal Proceedings [Each of these sections must be duplicated and completed for the Bidder and each Member.]**

Please provide (in the format provided) the following information in respect of the Bidder and each of the Members:

- whether any order of a court for that Bidder's and/or its Member's winding up has been granted. If so, please advise whether such order has been for the purposes of *bona fide* reconstruction or amalgamation or not;

- whether the Bidder and/or its Members has ever been or is currently subject to, liquidation, business rescue or insolvency proceedings or equivalent proceedings in a foreign jurisdiction, and if so, please provide details thereof, including the current status and the outcome of such proceedings;

-
-
- whether the Bidder and/or its Members or any director thereof is currently being prosecuted for or has been convicted of a criminal offence, including fraud and corruption, related to the conduct of its business or profession in South Africa and worldwide. If so, please provide details thereof as well as the outcome or current status thereof;

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-
- whether the Bidder and or its Member is currently or has been engaged in any disputes in respect of the provision of services with any supplier and/or client within the last 3 (three) years to the value above R5 million (five million Rand). If so, please furnish details of the nature of such dispute as well as the current status or outcome thereof;

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-
- whether the Bidder and/or its Member has suffered a deduction for liquidated or ascertained damages in respect of any government contract within the last 3 (three) years. If so, please furnish details of the reasons for such deductions; and

- whether the Bidder and/or its Member has had any government contract canceled or not renewed, for failure to perform in accordance with the terms thereof.



Lenders Support Letter

Past experience in Financing Capital Projects Evidence Sheet

[To be provided by the Bidder]

No:	PROJECT NAME	DEBT PORTION	EQUITY PORTION	TOTAL VALUE	SUPPORT
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					



Terminal Operator Agreement

[To be provided by TNPA]

**Harbour Master Instruction for handling of bulk flammable liquids
(To be uploaded onto the eTenders Portal website)**



B-BBEE Verification Certificate

[To be provided by the Bidder]

Business Case Guidelines

Bidders will be required to submit a detailed business case including as a minimum the information listed below. The Business Case is mandatory and will contribute to the scoring as detailed in the RFP.

1) Executive Summary

2) Company Description

Shareholding of entity

B-BBEE Shareholding

Advisors

Products and services

Long-Term Aim of Business

Objectives

S.W.O.T. Analysis

Economic Development Spin-Offs (development & Operational phases)

3) Technical aspects

TECHNICAL CRITERIA	ITEM
Previous experience	<ul style="list-style-type: none"> • Number of years operating in the Liquid Bulk sector.
Throughput volumes	<ul style="list-style-type: none"> • Average throughput volumes over the past 3 years (kilo liters per annum)
Market analysis	<ul style="list-style-type: none"> • a clear statement of the vision, mission, and strategic objectives of the Bidder; • value proposition of business, • identification of the status quo market and services at the Port; • identification of the potential market and segment analysis for the Facility; • a market strategy which includes a SWOT analysis; • economic spin-offs per market segment; • provide the short, medium, and long-term projection forecast; • provide the strategy for open access (Third Party access) • sustainability and growth assumptions of the Liquid Bulk Terminal; and

	<ul style="list-style-type: none"> • details of sources of information on all market information or analysis
Commercial and Operations Analysis	<ul style="list-style-type: none"> • Profitability and price forecast; • Liquid Bulk distribution plan between rail and road linking to regional and hinterland destinations; • Competitor analysis;
Project schedule	<ul style="list-style-type: none"> • a project schedule, highlighting key sequential milestones and relevant timelines
Preliminary Design	<ul style="list-style-type: none"> • Terminal plan layout of the full site arrangement indicating <ul style="list-style-type: none"> ○ Safety infrastructure and equipment Linkages to pipeline, rail, and road for distribution ○ Other
SRFHE Requirements	<ul style="list-style-type: none"> • Environmental Management <ul style="list-style-type: none"> ○ ISO 14001:2004 Environmental Management System or the equivalent ○ A typical environmental risk assessment that is associated with the intended infrastructure and its operation. It should identify aspects and impacts and mitigation controls in respect thereof

	<ul style="list-style-type: none"> • Occupational Health & Safety <ul style="list-style-type: none"> ○ an Occupational Health and Safety policy that deals with the Bidder's commitment in their current business signed by a director of the Bidder or another properly delegated person ○ a valid letter of good standing from the Department of Labour or Federated Employers Mutual Assurance or equivalent. ○ the budgeted amount assigned to health and safety for the duration of the Project • Risk Management <ul style="list-style-type: none"> ○ a business continuity management plan from the Bidder's existing business aligned to a recognised BCM system that will ensure that resilience is considered as part of the Bidders operations in order to mitigate potential business continuity risks to the Project ○ a separate risk management plan aligned to a recognised written SHE management system which stipulates how the risks pertaining to construction, development, and operational phases will be identified, assessed, and managed by the Bidder • Health and Safety Performance <ul style="list-style-type: none"> ○ Compliance Strategy/framework ○ Comprehensive Risk Assessment ○ Health and Safety policy document together with objectives and targets
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	<ul style="list-style-type: none"> ○ The bidder must have an existing Safety Management System (SMS) Certificate which is certified by a recognised body or assurance audit
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4) Financial Aspects

FINANCIAL CRITERIA	ITEM
Profitability EBITDA	<ul style="list-style-type: none"> • Profitability of the Bidder averaged over the past 3 (three) year period
Proposed funding model	<ul style="list-style-type: none"> • The Bidder must provide the proposed funding model that supports the business case and capital investment required • The source of the capital investment required must be explained in terms of the debt/equity structure
Past Experience in raising capital	<ul style="list-style-type: none"> • The details for each Member relating to its past experience (within the last 10 (ten) year period) of raising debt on a project finance and or corporate finance basis, which demonstrates an ability to: (i) provide equity; (ii) secure and structure such equity; and (iii) letters from the lenders or funders that provided the finance setting out their role and confirming the Member's past experience in raising the capital disclosed in response to the criterion

Operational Cost (projected)	<ul style="list-style-type: none"> • Maintenance Cost • Environmental Management Cost • Other Operating Costs
Operational Revenue (projected)	<ul style="list-style-type: none"> • Income generation information, providing revenue generation streams and indicating the cyclical nature of the business (both Qualitative and quantitative information) • Other revenue sources identified
Key Financial Indicators (projected)	<ul style="list-style-type: none"> • Cash flow projections • Present value of future cash flow • Profit and lost accounts (projected) • Statement of financial position (projected) • Return on investment

Key Financial Ratios (projected)	<ul style="list-style-type: none"> • Current • Solvency
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5) Marketing strategy for the Terminal

6) Appendices



Concession Fee Offer

NAME OF ENTITY: **[insert name of Bidder]** _____

We _____ do hereby offer R_____ per square meter per month of the total available land size of **16 679m²** for project site.

1. We agree that this rental offer is subject to acceptance by TNPA and is also subject to negotiation at the discretion of TNPA.
 - The offered rental amount or if applicable, the negotiated and agreed upon rental amount will be incorporated in the Terminal Operator Agreement.

We also note the obligations as set out in the Terminal Operator Agreement.

SIGNATURE OF BIDDER

Economic Development Information from Terminal Operator

PROJECT SITE AND OTHER DETAILS	
Project Site	Port of Cape Town
INFORMATION REGARDING PARTIES	
TNPA	Transnet National Ports Authority
Terminal Operator / Bidder	
Terminal Operator / Bidder Domicilium	
TNPA's Domicilium	eMendi Building N2 Neptune Road Off Klub Road Port of Ngqura Port Elizabeth 6100
RELEVANT PERIODS	
Commencement Date:	Operations Start
Expiry Date:	
Total Concession Period	25 years
PROJECT ECONOMIC IMPACT INFORMATION	
Bidder's Projected Investment Value (in ZAR)	

Estimated number of Jobs (1st year Operational Jobs)	
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**Annexure FF****TNPA Tariff Book FY 2026/27**

(To be uploaded onto the eTenders Portal website)

Annexure FF1

Experience
[to be provided by the Bidder]

Addressed to

The Chairperson

Evaluation Committee (Insert the RFP reference number)

Transnet National Ports Authority

Dear Sir / Madam

Re: (Insert the name of the Bidder)/ Experience

I confirm that (insert details of company providing the reference) has made use of the services of / has supplied (Name of Bidder / Member of the Bidder) and has provided/ operating a Liquid Bulk Terminal and/or handling Liquid Cargo as a Terminal Operator at my company for a period of (insert the number of years) at the following Liquid Bulk Terminal/facilities it operates.

Name of Terminal / Facility	Number of Years

Should you require any further information please do not hesitate to contact me on

Telephone No: _____

Electronic Email Address.....

Annexure FF2

**Number of terminals operated
[to be provided by the Bidder]**

Addressed to

The Chairperson

Evaluation Committee (Insert the RFP reference number)

Transnet National Ports Authority

Dear Sir / Madam

Re: (Insert the name of the Bidder) Experience in Operating Terminals

Re: [Insert the Name of the Bidder] – Experience in Operating Terminals

I, [Name of Referee], in my capacity as an independently registered auditor and duly authorised thereto, confirm that [Name of Bidder/Member of Bidder] has operated or handled Liquid Bulk Terminals at SEAPORT as listed in the table below for the purpose of Liquid Bulk Cargo and Compatible Cargo handling services:

Name of Terminal / Facility	Duration of the Bidder operating/ handling the terminal	Employer Reference: (Include Name & Contact Details)

Should you require any further information please do not hesitate to contact me on

Telephone No: _____

Electronic Email Address: _____

Annexure FF3

**Throughput volumes
[to be provided by the Bidder]**

Addressed to

The Chairperson

Evaluation Committee (Insert the RFP reference number)

Transnet National Ports Authority

Dear Sir / Madam

Re: (Insert the name of the Bidder) Track Record

*I, (Name of Referee).in my capacity as an independently registered auditor and duly authorised, thereto confirm that **(Name of Bidder/member of Bidder)** has operated and maintained the following Liquid Bulk Terminals listed in the table below for the purpose of use of Liquid Bulk Cargo and Compatible Cargo handling services:*

Name of Terminal / Facility	Average Throughput for the past 3 years in Kiloliters

Should you require any further information please do not hesitate to contact me on

Telephone No: _____

Electronic Email Address: _____

**Annexure GG**

Technical information depicting pipeline routing to the berth

(To be uploaded onto the eTenders Portal website)