

19 March 2026

NOTICE TO BIDDERS – NO.2

TENDER NUMBER : T019/2025/26

BOX NUMBER : 01

CLOSING DATE : 01 April 2026

DESCRIPTION : THE APPOINTMENT OF A CONCESSIONAIRE - FOR FOOD AND NON-ALCOHOLIC BEVERAGE SALES TO THE GENERAL PUBLIC - BY THE CAPE TOWN STADIUM (RF) SOC (CTS) FOR THE DHL STADIUM.

This notice is issued in terms of **Clause 3.2.1 of the Conditions of Tender**, which allows the Cape Town Stadium (RF) SOC Limited (CTS) to issue notices that amend the tender documents.

1. BRIEFING SESSION SUMMARY

A non-compulsory briefing session was held on **10 March 2026** at the DHL Stadium.

The **Presentation Slides** are attached to this Notice as **Annexure A**.

Bidders who did not attend the briefing session are still eligible to submit a tender offer.

All bidders are reminded to acknowledge receipt of this notice and insert it into their tender submission in accordance with **Clause 2.6.1 of the Conditions of Tender**.

2. TENDER RELATED QUESTIONS AND RESPONSES

The following table is a summary of all questions received for this tender, which includes questions received prior to, during and post the briefing session:

No.	Questions	CTS Response	Relevant section in the tender document
1.	Can CTS provide turnover figures for past seasons/events to assist bidders in developing pricing and rights fee proposals?	CTS will not provide the specific Rand-value turnover for each event; however, more detail around the number of people who attended each event can be provided. Bidders are referred to Annexure B for this breakdown for the 2024/25 financial year.	Pricing Schedule – Event Attendance Numbers

No.	Questions	CTS Response	Relevant section in the tender document
2.	The Specifications state the CTS hosts 30 to 40 Bowl events in a year. How many of these are games which fell within the Anchor Tenant Agreement?	For the 2024/25 financial year, the number of Bowl events which were covered under the Anchor Tenant Agreement amounted to 12 games. Note that although there is an obligation that the Anchor Tenant makes use of CTS's appointed contractors for these games, the number of games hosted at the DHL Stadium is not guaranteed.	Clause 3.1.1, Section 7
3.	With regards to the sourcing of products from CTS Preferred Product Suppliers, will the Food Concessionaire be allowed to source pricing and stock from different suppliers of the product (i.e. wholesalers) or must it be sourced directly from the CTS Preferred Product Supplier?	Yes. Bidders may source better pricing from wholesalers or alternative suppliers. CTS will benchmark pricing directly with the appointed Preferred Product Supplier, but where the concessionaire can secure more favourable pricing, this will be considered.	Clause 3.7.6, Section 7
4.	In terms of a "clean stadium" why are event organisers allowed to bring in their own suppliers? Can CTS not insist that the organiser uses their appointed contractor?	The model of renting out a facility as a "clean stadium" or clean site is commercially accepted as standard practice; especially for major sporting and entertainment events where commercial, legal and operational requirements necessitate this. In such instances CTS cannot insist that an event organiser make use of their appointed contractor and the event organiser takes on the full commercial risk and operational control of the event.	Clause 3.2, Section 7
5.	Does CTS intend to go completely cashless? What about events and situation in which suppliers (based on industry experience) know cash is preferred?	Within the implementation of the new contracts (i.e. during the period July 2026 to June 2029) CTS plans to transition to a cashless environment. CTS is aware that there is a process associated with this and certain situations where it will not be practical to have a cashless event. For these specific situations and events, CTS will advise the appointed contractors accordingly. The requirements of the specifications however remain, and bidders must have all the necessary equipment and resources to facilitate a cashless environment. Bidders are to refer to the replacement page, which incorporates the above clarification into the tender document.	Clause 3.4, Section 7
6.	When it comes to connectivity to enable a cashless environment, with the appointed contractors be allowed to install infrastructure within the building?	The installation of infrastructure will be allowed subject to the review and approval by CTS. Where a bidder's solution requires any physical alterations to the building, the details associated with this must be included in the tender submission. Bidders are also to not the provisions of Clause 1.6	Clause 1.6, Section 7.

No.	Questions	CTS Response	Relevant section in the tender document
		of the Specifications which state that any alterations will be at the appointed contractor's own cost and that these additions become the property of CTS on termination of the contract.	
7.	When it comes to a Point-of-Sale system and the required stock control, is a full IT-based software system compulsory?	A full IT-based software system is not compulsory, however the appointed LDA must ensure that it has sufficient controls to track the receiving, movement, ordering, storage and sale of any products. This system or process must be auditable.	Clause 3.6, Section 7
8.	When the Stadium goes cashless, with all the appointed contracts be required to make use of the same Point of Sale and payment system?	No. Each appointed contractor will be responsible for their own Point of Sale and payment system. CTS may implement a payment system in the future to ensure consistency, but this process/option is still being investigated.	Clause 3.4.2, Section 7
9.	How is the appointed contractor affected by clean stadium events?	In terms of the CTS rental model, event organisers are not obligated to make use of CTS appointed contractors for events not covered under the Anchor Tenant Agreement. In these instances, the event organiser is allowed to utilise its own contractors and CTS's contractors will be instructed to vacate their respective areas and responsibilities. The exception to this is where the event organiser chooses to make use of the CTS contractor, in which case the conditions of this tender and the resulting contract will apply (including the Sales Turnover payable to CTS). CTS actively promotes the services of its appointed contractors to all event organisers but can in no way guarantee this.	Clause 3.2, Section 7
10.	If a client decides not to go with the CTS service providers, will the CTS share the rights fee?	No. The appointed contractor is in no way entitled to a share of any rental income should an event organiser elect to not make use of their services.	Clause 3.2, Section 7
11.	With regards to the preference points system, when it comes to Gender, does this refer to all women ownership or just black woman?	This refers to all woman ownership. Bidders are required to ensure that the necessary evidence is provided to support any preference claims.	Schedule 3
12.	With regards to the environmental policy required for functionality, must this policy be specific to this contract and service?	No. Bidders are to submit proof of an environmental policy adopted within the organisation. This policy need not be specific to this contract.	Schedule 13B
13.	In terms of the functionality criteria, it states that only experience in the last 24months will be accepted, would this not be seen as advantaging the current contractor as they will be the only bidders to have hosted that	The evaluation is based on different size events, with points distributed across different sub-categories. Experience is not limited to stadium-specific events and events of more than 45 000 pax representing only 5 out of the available 35 points for that section (as amended).	Schedule 13

No.	Questions	CTS Response	Relevant section in the tender document
	many events for a capacity of more than 45 000?	Bidders are also referred to the amended replacement page issued it amend a grammatical error in the wording of the schedule, align the points allocated and to incorporate the following: 1. With regards to event experience, where an event took place over multiple days, each day will count as a separate event for the purpose of evaluation.	
14.	Is the Anchor Tenant contractually obligated to make use of the CTS appointed contractors?	Bidders are referred to Clause 3.2.2 of the tender document: All Anchor Tenant home matches played at the DHL Stadium are included in the scope of this tender unless there is a specific Participation Agreement that restricts the use of certain products and services. In such instances CTS is obliged to honour the Participation Agreement and as such the Participation Agreement will take precedence, restricting the rights available to the CTS Service Provider.	Clause 3.2.2, Section 7
15.	Can you please provide clarity on what is meant by "other venues" which can be used or serviced under the resulting contract? For example, Cape Town Cycle Tour and Mandela Day were previously excluded from the concessionaire area/footprint.	The specific situations referenced is exactly why CTS has expanded the possible execution of the contract to more sites/areas than just the DHL Stadium and its precinct.	Note 1.9, Section 7
16.	The Tender Data refers to the fact that the tender will be awarded to a main (winner) and alternative bidder/contractor. Will there ever be a situation where these two contractors work together?	No. The tender data, which is aligned to the CTS SCM Policy, states that orders/services will always be offered to the main (winner) contractor. Only where the main contractor refuses the order/services or in the opinion and motivation of the CTS Contract Owner is unable to render the work will it be offered to the alternative contractor.	Clause 3.13, Section 2.

Annexure A – Briefing Session presentation

Annexure B – Event numbers and sizes

Annexure C – Tender document replacement pages

Please Note: This clarification forms part of the tender document and must be acknowledged in **Schedule 12: Record of Addenda**.

Yours sincerely,



For: ~~Blake D Oliveira~~
Supply Chain Management

ACKNOWLEDGEMENT OF RECEIPT FOR AND ON BEHALF OF THE BIDDER IN RESPECT OF TENDER NO: CTS T019/2025/26

At on this Day of2026.

Signature:

Name of Signatory:
(In ink and capitals)

Bidder:
(Name of firm in ink and capitals)