

Transnet National Ports Authority
a division of
TRANSNET SOC LIMITED
(Reg. No. 1990/000900/30)

Briefing Note No. 02

01 September 2026

RFP REFERENCE NUMBER: TNPA/2026/06/0004/114472/RFP-REQUEST FOR PROPOSAL FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO DESIGN, FINANCE, OPERATE, MAINTAIN, REFURBISH, AND/OR CONSTRUCT AND TRANSFER A MULTI-PURPOSE TERMINAL (B-D BERTHS) FOR A TWENTY-FIVE (25)-YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN.

PORT OF CAPE TOWN MPT (B-D Berths RFP) - NON-COMPULSORY BRIEFING

SESSION: 06 August 2026.

TNPA, through this briefing note no. 2, wishes to share and advise bidders on the following:

1. Briefing session presentation
2. Briefing session attendance register
3. Answers to questions that were raised during and after the briefing session.

Bidders are to note of the following important change:

No	Clause	Original Clause	Revised Clause
1.	63.3.1.1	Latest audited annual financial statements or independently reviewed financial statements for the past 3 (three) financial years that the Bidder has been in operation. The latest financial year should not be older than 6 (six) months;	Latest audited annual financial statements or independently reviewed financial statements for the past 3 (three) financial years that the Bidder has been in operation.

All other terms and conditions of the bid documents remain unchanged.

Regards
Project Office

QUESTIONS & ANSWERS- REFERENCE NUMBER: TNPA/2026/06/0004/114472/RFP

No:	RFP Clause number:	Topic:	Question(s):	Response(s):
1.	Clause 17.7	Part III (Evaluation Criteria)	Why not 80/20 instead of 90/10? It is quite expensive for the market.	- Regarding the 90/10 preference point system, TNPA is guided by the size of a project as prescribed by the Public Finance Management Act (PFMA)/Preferential Procurement Policy Act (PPPFA), which states that if it is below R50 million, the 80/20 system applies, whereas projects exceeding R50 million qualify for the 90/10 system. - Given the above and the magnitude of this project the 90/10 system applies.
2.	##	RFP	Why is A Berth not included in the RFP for B-D?	TNPA internally determined that A-Berth can operate as a standalone fully fledged terminal, as per stipulated in the current Port Development Framework Plan (PDFP).
3.	--		Turnaround time for clarifications/answers: what are the limitations or the limited number of questions to be asked?	- From 6 August 2026 until the final deadline of 30 October 2026, responses will be provided on a two-weekly basis (10 working days). There is no limitation on the number of questions that may be submitted, and bidders are therefore welcome to ask as many questions as required. - All questions and their responses will be published on the e-tender portal to ensure fair, transparent, equitable, competitive process as per Section 56(5) of the National Port Act.
4.	Clause 63.1.2	Infrastructure / Operations	- Top structure: Historical data performance? - Is it possible to share with us what is required in the terminal as infrastructure and historical performance?	- Any commercially sensitive information submitted by the Incumbent Terminal Operator to TNPA, a Competent Authority, and /or any other Regulatory Body is subject to the stringent confidentiality provisions of the law and provisions of the commercial contracts concluded by TNPA with such Terminal Operators; as a result, the requested information cannot be shared with third parties. - Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.

05.			Availability of information: Is there any data room where we can get information or have access to information about site/terminal or an existing terminal to share with us?	No, there is no data room. TNPA hosted a non-compulsory briefing session and site visit, where prospective bidders were able to ask questions and have a comprehensive view and inspection of the Terminal and the existing Terminal infrastructure, in order to make a well-informed Bid submission.
06.	Clause 20.4.4	NBD	Project timelines: The tenure is 23 years towards the end, 2 years for decommissioning; how do you reconcile that?	- The RFP is issued to the market with respect to a 25-year Concession for a brownfield site and clause 1.9.35. provides a clear definition of the "Concession Period". Clause 7.7 of the TOA clearly provides that it is the notification that will be provided to the Terminal Operator at least 2 (two) Contract Years prior to the expiry of the Operations Period and not necessarily that decommissioning shall occur at the time of the notification. The notice is for planning purposes. - The above mentioned may be informed by amongst other things, ongoing inspection, monitoring and reporting with respect to environmental issues on the site and consultation with any other competent Authority such as the Department of Forestry, Fisheries and the Environment (DFFE).
07.	Annex. T	NBD	On page 141 of the RFP, Annexure T indicates 16 October 2026 as the deadline for questions are not the same as those in this presentation; kindly provide clarity on that.	The RFP deadline for questions / RFP Clarifications is on 30 October 2026; Therefore, Annexure T of the RFP will be corrected by the issuance of an addendum or briefing note to reflect the same date of 30 October 2026.
08.	##	Infrastructure	- The presentation notes that, as part of this set of assets, substations are included, but (Annexure B)-the site plan- specifically excludes all these substations. - Would you kindly clarify whether they are in or out of scope?	Clause 26.4.1 of the draft TOA indicates that TNPA shall provide Utilities between the Port boundary and the Terminal boundary provided that, for the avoidance of doubt, TNPA shall not be liable or responsible for any Utilities at the Terminal, including the removal and disposal of waste. - Therefore, if the Terminal Operator requires any further expansion of Utilities beyond what is provided by TNPA in the Port and/or Terminal boundary, the Terminal

				Operator shall request TNPA's consent and be liable for all costs related to such further expansion thereof. Any anticipated alteration (as would be reflected in the preliminary concept design submitted by the Bidder), with respect to the existing substation that falls within the footprint of the Terminal, such as “decommissioning and/or relocation”, would still require consultation and consent of TNPA and any other competent Authority such as the Municipality and would be at the expense of the Terminal Operator.
09.	Clause 1.2	Operations/ Infrastructure	Superstructure: Do we have an opportunity, as potential bidders, to bring our technical team to access the site structure to check what is required and needed to operate the site beyond this day, or make an appointment for that day?	- TNPA facilitated the non-compulsory briefing session and site visit, with the expectation that all prospective bidders would attend in the interest of ensuring a fair and transparent process. Accordingly, TNPA will not accommodate further requests for site visits at this stage. Any bidder seeking access to the site may independently arrange this with the incumbent terminal operator and may be required to comply with any security requirements of the TNPA and/or the incumbent terminal operator. - The provisions of Clause 1.2 of the RFP, and the nature of a competitive bidding process require that a prospective Bidder must make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response.
10.	##	NBD	Closure: During the submission, will the parties who have participated in the bidding process be revealed, including who submitted the bid?	Yes, TNPA will, within 10 days of the bid closing date, publish a copy of bid register on both the National Treasury e-Tender Portal and the Transnet website.

11.	Clause 63.4.2.5	Infrastructure	- Has TNPA conducted any independent structural assessment of the Berth and warehouses? - Will it be shared with the bidder?	- At this point in time, there is no independent structural assessment conducted by TNPA. However, there are annual oversight assessments of the current terminal, and TNPA confirms that the current terminal is compliant in terms of the structure. - There is no other information that can be shared at this point and bidders urged to note the requirements of clause 1.2 of the RFP, and the nature of a competitive bidding process which require that a prospective Bidder make his/her/its own independent assessment of the Project after making such investigation and taking such professional advice as deemed necessary, to make a competitive Bid Response. This includes the Preliminary Concept Designs and Artistic Impressions, cited in clause 63.4.2.5, which will be evaluated and scored.
12.	Clause 4.6.8	Operations	Since the facility is designated as a multipurpose terminal, are there any restrictions on the successful bidder specialising in a particular cargo type and/or container type?	- TNPA has advertised this site primarily as a multipurpose terminal, which handles Dry-Bulk, Break-Bulk, as well as containers as aligned to the Port Development Framework Plan (PDFP). - The Major Segment or Commodities being handled on site are highlighted in clause 4.6.8 of the RFP, however, there is a specific exclusion of Bulk Petroleum. - Therefore, the Bidders are urged to remain cognisant of this overarching requirement of a Multipurpose Terminal when conducting their independent assessment of the Project and taking professional advice as deemed necessary, to make a competitive and compliant Bid Response.
13.			Furthermore, would the bidder be permitted to undertake site levelling or other site modifications to facilitate warehousing and container handling/storage?	Notwithstanding that clause 63.4.2.5 of the RFP which requires Bidders to develop and submit Preliminary Concept Designs and Artistic Impressions (that are aligned to their Operating model), which may include reconfiguration of the Terminal layout and potential demolition to optimise the site and functionality, TNPA doesn't envisage or intend for the Terminal to be converted into purely a Container Terminal
14.	Clause 63.4.2.3.1	Operations	Given that the area appears to be congested, will TNPA provide the bidder with a truck-flow/traffic study for the site?	Bidders are to note that any study conducted by the TNPA with respect to Traffic management would have been strictly for Internal purposes and not intended to be shared externally, unless such information is published as part of the Port Development Framework Plan (PDFP).

				• Clause 63.4.2.3. of the RFP requires that Bidders submit their own logistics plan, including external staging facilities and traffic control plans as part of their Operating Model. • The rubric on clause 63.4.2.3.1 further unpacks the requirements, including but not limited to access to the site via rail and road, including a proposal on the Bidder's truck staging / holding area inside & outside the Port, as well as the associated cargo splits and the use of enabling technology to enhance operational efficiencies.
15.	Clause 10.2	NBD	• We note Clause 10.2.2 of the RFP regarding the request for demolition and rehabilitation of the area by the new operator. • If a new operator is appointed, what decision-making process will be followed regarding the demolition and rehabilitation of the area?	Demolition: • Clause 10.2 of the RFP refers to 25 years post the Concession Period, TNPA may, in accordance with the terms of the TOA, elect to request the demolition and rehabilitation by the terminal Operator. The incoming terminal operator will not be required to demolish and/or rehabilitate pollution and/ or contamination that has not been caused by the incoming terminal operator's operations. The Polluter pays principle legally protects the incoming Terminal Operator in such situations. • TNPA has not made any pronouncement or issued a notification to the Incumbent Operator with respect to demolition and removal of the existing Terminal Infrastructure. Rehabilitation: • There are ongoing assessments and reports submitted by the Incumbent Terminal Operator to TNPA, the Department of Forestry, Fisheries and the Environment (DFFE), and other Competent Authorities, which have not revealed any adverse issues/discoveries on the site. However, the provisions of the National Environmental Management Act 107 of 1998, with respect to the "Polluter Pays Principle," would still be applicable and enforceable where there is contamination by the Incumbent Terminal Operator.
		Environment	• Will the newly appointed operator have the right to have any input or influence in this	• Notwithstanding that TNPA has not made any pronouncement or issued a notification to the Incumbent Operator with respect to demolition and removal of

16.			decision-making process, particularly where the existing operator is still occupying or operating in the area?	the existing Terminal Infrastructure, Clause 7.2 of the RFP, namely the Transition Arrangements and Operational Continuity makes provisions for engagement between TNPA, the incumbent Operator and the Incoming Terminal Operator, with respect to a number of aspects including the Terminal equipment and Infrastructure. However, TNPA and any relevant Authority are responsible for providing the final guidance with respect to demolition and rehabilitation.
17.	Clauses 21.1.11	NBD	With reference to Clauses 21.1.11 and 21.1.12 regarding the Option for Partly Award, could TNPA please provide clarity on how this option may be implemented in practice?	TNPA has not partly awarded a bid, however this has remained a standard clause in the RFP that TNPA may exercise at its own discretion should a need arise.
18.	Clause 6.1.10	Planning	PDFPS updates 2023-2024?	TNPA recently updated our PDFPS. There was a workshop for PDFPS updates; they no longer reflect the past year and have now been updated.
19.	Clause 7.2.	NBD	- If no agreement is reached between the incumbent operator and the incoming operator regarding the existing equipment, will the incumbent operator be required or permitted to sell its equipment to the incoming operator? - Furthermore, what timelines will TNPA allow for the incoming operator to procure, mobilise and install any new equipment required for operations at the site?	The sale of Terminal Equipment is on a willing seller, willing buyer basis and if the parties do not reach agreement regarding the sale of the terminal equipment the incoming terminal operator has an obligation to procure such assets and ensure that they are available for Operations on the Actual Operations Commencement Date as agreed in Transitional Scheduled and incorporated in the final TOA.
20.	Clause 1.2 & Clause 63.4.2.3	Operations	Are there any pre-existing contracts or agreements that will carry over to the new operator relating to service agreements, need-based labour, or related agreements that need to be transferred?	This is confidential information of the Incumbent Terminal Operator and any commercially sensitive information submitted to TNPA, Competent Authority, and /or any other Regulatory Body is subject to the stringent confidentiality provisions of the law and provisions of the commercial contracts concluded with such Terminal Operators; as a result, the requested information cannot be shared with third

			MPT: Is there any existing operating methodology applicable to the operation of this site, or any obligations/agreements that need to be considered?	parties. Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP. Clause 63.4.2.3 of the RFP requires Bidders 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 including external staging facilities and traffic control plans, Terminal security plans, operations human resource plans, SHE, Risk and Quality management systems that will be applied to mitigate any operational risks including insurable risks.
21.	Clause 5.3	SHE & Operations	- Does TNPA assist with approvals? - Are NERSA licences already in place? - Are there customs/excise licensing requirements - What petroleum handling licences are required?	Clause 5.3 of the RFP states that the appointed Terminal Operator will be required, at its cost, to secure all the required approvals and licenses to enable the Project. Clause 4.6.8.2.1 of the RFP highlights that Bulk Petroleum cargo is excluded; therefore, there are no licences that will be required for this type of cargo.
22.	Clause 58	NBD	Does this prevent a technology vendor from supporting more than one bidder, or does the provision apply only to contractors and not subcontractors?	- Regarding Clause 58, a bidder, including its shareholders, contractors, consortium members, or Joint Venture (JV) partners, may not participate in more than one bid for the same tender. Where an entity or individual is found to be participating in multiple bids, the affected bids may be disqualified in accordance with the provisions of the tender. - This requirement is intended to prevent anti-competitive behaviour, conflicts of interest, collusion, and potential bid-rigging, and to ensure the integrity and fairness of the procurement process. - Accordingly, transactional advisors are encouraged to provide services to only one bidding entity for this procurement process. Should a transactional advisor assist more than one bidder, and this information becomes known to TNPA, the affected

				bids may be subject to disqualification in accordance with the applicable tender conditions and procurement requirements. Bidders and their advisors are therefore encouraged to carefully consider their participation arrangements and ensure full compliance with Clause 58 and all applicable procurement requirements.
23.	Clause 63.4.2.3	Operation	Reinvent for Growth Strategy and Relief of CTCT- was there an agreement?	TNPA is not aware of any existing agreement between the Incumbent Operator and CTCT for the site/Terminal to serve as a relief for CTCT,
24.		Operation	In terms of the rail component, are there any updates that may affect/limits the port-rail interface capacity or future expansion/planning for rail on this terminal?	- The site has existing and functional rail connectivity, that can be fully unsterilised, and Clause 63.4.2.3 of the RFP also requires that Bidder submit an Operating Model that includes amongst other things, a traffic management plan that incorporates access to the site via rail and road, the associated Cargo split on road and rail. - Bidders also be encouraged to engage Transnet Rail infrastructure Manager (TRIM) and Transnet Freight Rail (TFR) with respect to Rail Network Specifications and Rail Service Agreements.
25.	Clause 10.2	SHE	Old Heritage Buildings for demolition	- Yes, the Terminal Operator will be required to undertake a heritage assessment should they plan to demolish any building, given that some of the existing buildings are of significant age. The assessment must be submitted to the relevant heritage authority as part of the applicable approval process. - The scope of the assessment will be informed by the Terminal Operator's proposed development and operational strategy. Where the strategy proposes the demolition of any existing buildings, TNPA, in its capacity as landowner, will participate in the relevant application and approval process following completion of the required assessments. - TNPA, as the landowner, will review and send off as an appendix for obtaining the necessary approvals from the relevant heritage authority, where applicable, and ensuring that the required heritage assessments and statutory processes are

				completed. No demolition may commence until all required heritage approvals and authorisations have been obtained.
26.		Operation & Infrastructure	Considering that there is a licensed container terminal, are there any restrictions on private terminal operator licences, particularly regarding the number of containers that may be handled at this site/MPT?	- Bidders are reminded that TNPA has advertised this site primarily as a multipurpose terminal, which handles Dry-Bulk, Break-Bulk, as well as containers as aligned to the Port Development Plan (PDFP). - The Major Segment or Commodities being handled on site are highlighted in clause 4.6.8 of the RFP, however, there is a specific exclusion of Bulk Petroleum. - Therefore, although TNPA is not prescriptive on the number of containers that may be handled on the Terminal, Bidder urged to remain cognisant this overarching requirement of a Multipurpose Terminal, when conducting their independent assessment of the Project and taking professional advice as deemed necessary, to make a competitive and compliant Bid Response. Stacking Height & load bearing Capacity - The original design of the area was not for container stacking; however, the bearing capacities are as follows: On the Quayside it is 2.44 tons/m², on the back up area it is 150 Kilopascal (kPa) which is approximately 15.29 tons/m². - The bidders are required to do their own independent studies based on their operational strategy; they need to consider factors such as the ground conditions, wind, crane requirements etc. They will be allowed to strengthen/improve the stacking area as per their loading needs. Relevant approvals will be granted by TNPA prior to any construction.
27.		--	Business Case: Concept that would be submitted will be a need or must be implemented as what submitted or a bidder can change during implementation.	Business Case: The concept submitted as part of the business case is expected to form the basis for implementation should the bidder be awarded the contract. - While TNPA may require reasonable amendments or refinements during the implementation phase, such changes should not materially deviate from the concept and commitments evaluated as part of the RFP process.

				Accordingly, bidders are required to submit a credible, viable, and implementable solution that meets TNPA's stated requirements. The submitted business case and proposed concept will form an integral part of the evaluation and decision-making process and will be considered in determining the bidder's ability to successfully deliver and operate the terminal.
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REQUEST FOR PROPOSAL PROCESS THAT WILL BE UNDERTAKEN FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO FINANCE, REFURBISH, AND/OR CONSTRUCT, OPERATE, MAINTAIN, AND TRANSFER A MULTI-PURPOSE TERMINAL (B-D-BERTHS) FOR A TWENTY-FIVE (25) YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN.



Purpose: MPT –(B-D Berths)- Non-Compulsory Briefing

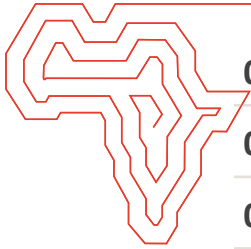
Date: 06 August 2026

Proposed Programme

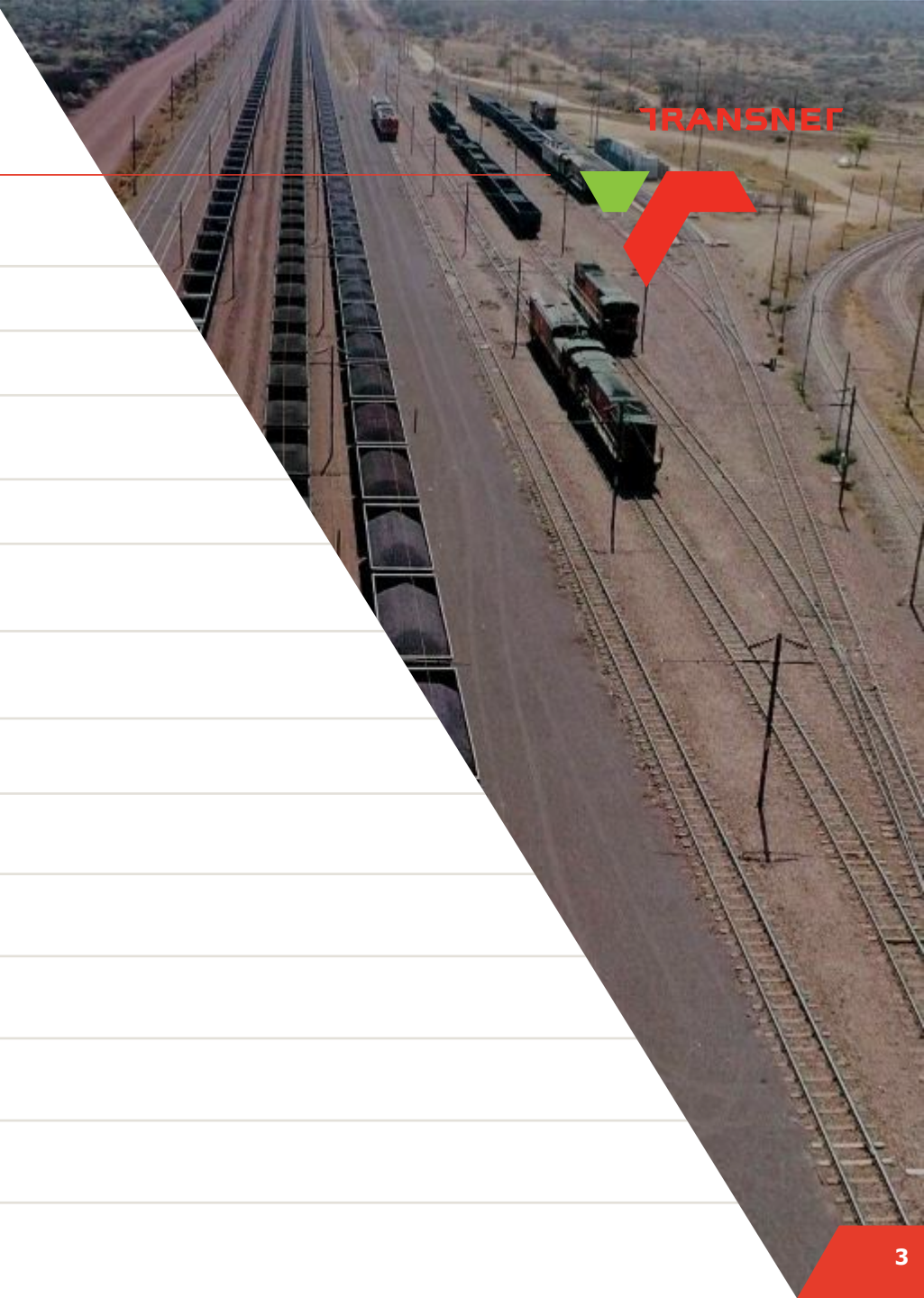


Time	Duration	Proceeding	Person Responsible	Venue
10:00 – 10:10	10min	Safety Briefing Video	Safety Representative	10th Floor Boardroom – TNPA House
10:10 – 10:20	10min	Welcome & Introductions	Ms. Inga Ndudula- Manager - Customer Relations • Sales & Market * Briefing Session Programme Director	
10:20 – 10:30	10min	Opening Remarks	Ms Ophelia Shabane –Acting Port Manager (Port of Cape Town)	
10:30 – 11:00	30min	Presentation	Mr. Mlindeli Booï– New Business Development Manager Mr. Luvuyo Matya- Regional Procurement Manager	
11:00 – 11:30	30min	Question & Answer Session	Prospective Bidders and Panel members	
11:30 – 11:40		Closing Remarks	Mr. Mfundo Piti- Executive Manager, New Business Development Commercial Services	
11:40 – 11:50	10min	Departure for the Project site walkabout at Project Site	All	Project Site- MPT (B-D Berths)
11:50 – 12:20	30min	Walkabout in Project Site	All	
12:20 – 12:30	10min	Departure from Project Site	All	

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Transnet National Ports Authority (National Ports Authority or TNPA), an Operating Division of Transnet SOC Ltd, was established through the National Ports Act, No 12 of 2005 (the Ports Act) to be a landlord port responsible for the safe, efficient, and economic functioning of the national ports system, which it manages, controls, and administers on behalf of the State.

Section 11 of the Ports Act prescribes the core functions of the National Ports Authority as follows:

- To plan, provide, maintain, and improve port infrastructure;
- 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;
- To promote greater representation, in particular, to increase participation in port operations of historically disadvantaged people;
- To provide or arrange marine-related services, i.e., pilotage services, tug assistance, berthing services, dredging, and hydrographic services;
- To ensure that adequate, affordable, and efficient port services and facilities are provided, including regulatory oversight of all port activities;
- To provide aids to assist the navigation of vessels within port limits and along the coast.



- TNPA intends to issue a Request for Proposal (RFP) to the market for the possible appointment of a Terminal Operator to design, finance, refurbish, and/or construct, operate, maintain, and transfer a Multi-Purpose Terminal (B-D Berths) for a twenty-five (25) year concession period at the Port of Cape Town in accordance with section 56 (1) to (5) of the National Ports Act No.12 of 2005 ("the Act").
- Section 56 (1) of the Act permits TNPA to enter into an agreement with any person in terms of which that person, for the period and in accordance with the terms and conditions determined by TNPA, is authorized to:
 - design, develop, fund, construct, operate, maintain, and transfer a port terminal or port facility, or provide services relating thereto; and/or
 - provide any other service within a port designated by TNPA for this purpose.
- Section 56 (6) An agreement contemplated in subsection (1) or (4) may only be entered into by the Authority in accordance with a procedure that is fair, equitable, transparent, competitive and cost-effective.
- A draft Terminal Operator Agreement (TOA) is annexed KK to the RFP, to be negotiated and concluded with the preferred bidder after bid evaluation.

Port of Cape Town Precinct Layout

Aerial Overview

Figure 1: The aerial photograph below depicts the Port of Cape Town Precincts layout

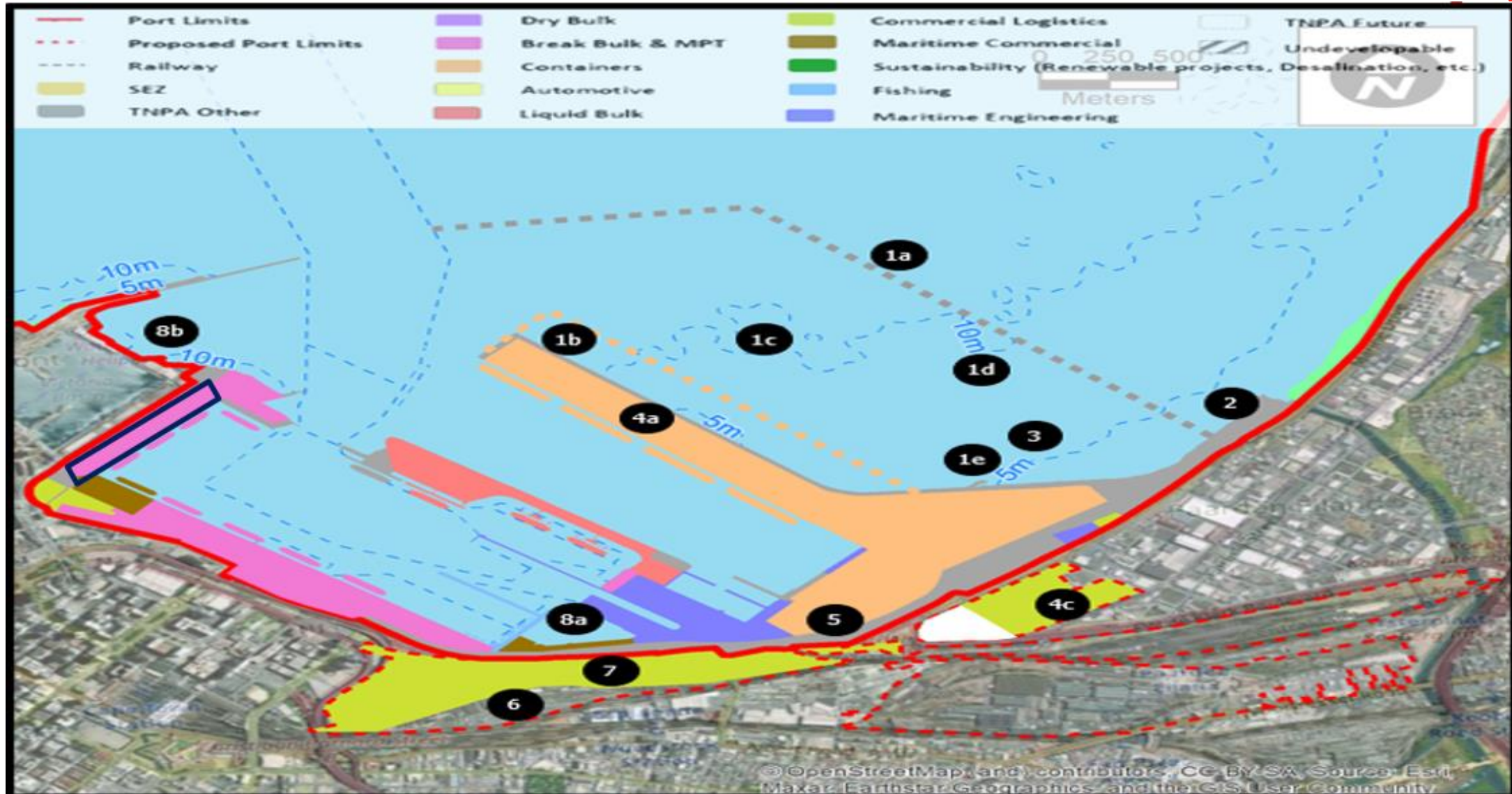


PDFP- LAYOUT

Updated PDFP - Short Term View

TRANSNET

Figure 2: The aerial photograph below depicts the current Port layout- Short Term PDFP.



Aerial View of the Project Site



Figure 3: The aerial photograph below depicts the aerial view of the site.



Current Configuration and Operation of Project Site



Multi-Purpose Terminal B-D berths Project Site

Current Site Description	Erf 10256					
Extent (m²) (B-D berths site)	119,849 m²					
Envisaged Terminal:	Multi-purpose Terminal					
Envisage Agreement:	Terminal Operator Agreement (TOA)					
Tenure (years):	Envisaged 25-Year Concession					
Major Segment or Commodities handled:	- Containers - General Cargo - Steel - Fruit - Rice - Sugar - Oats - Paper			- Fertilizer - Soybean Meal - Salt, - Wheat - Maize - Canola Seeds - Cement (bags) - Other permissible Cargo *Cruise Vessels (D-berth)		
Excluded Commodities:	Bulk Petroleum					
Common User Berth Access	- Combined B - D Berths - Quay length: = 641 m - Depth: 10.3 m – 11.6 m					
	B - Berth		C – Berth		D – Berth	
	Depth: 11.6m	Length: 243m	Depth: 11.6m	Length: 213m	Depth: 10.3m	Length: 185m
Type of Concession	- Site with existing fixed infrastructure (flexibility for reconfiguration)					
Environment	No major environmental hazards					

Consideration and Responsibilities of the Bidder



- In undertaking the concession, the terminal operator will be responsible for maintaining, upgrading, and developing all terminal infrastructure and fixed improvements required to operate under the concession, which shall include but not be limited to:
 - sheds, offices, ablutions, canteens, fencing, security systems, terminal paving, bulk services, communication systems, lighting, substations;
 - general machinery, plant, and equipment; and
 - other specialized quayside equipment, such as conveyors and cranes, may be required to operate the terminal.
- A twenty-five (25) year concession period is proposed, which shall be inclusive of twenty-four (24) months for the developmental period, where applicable. **Refer to clause 20.4.4 of the RFP**

Consideration and Responsibilities of the Bidder Cont..



- The site is a brownfield site, comprising offices, a workshop, warehouses, strategically located air, electricity, and water points, site lighting, and CCTV.
- TNPA, within 30 days of the commencement of the transition period, develops the transition schedule in consultation with the TO, to set out the processes for the handing over of the Terminal, including the Terminal Infrastructure, and where applicable, the Handover Equipment.
- The Terminal Operator has the option to purchase movable Terminal Equipment on commercial terms if the incumbent TO chooses to sell during the transition period.
- The Terminal, including Terminal Infrastructure, will be handed over on a voetstoots basis, with Bidders responsible for verifying and validating specific Terminal elements for their Bid Response.
- Bidders must include Concept Design and Artistic Impression in their Bid Responses.
- The successful Bidder will be responsible for obtaining all necessary approvals and licenses to ensure full compliance with relevant regulations.



Part I:

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.

Part II:

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.

Part III:

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.

Part IV:

Part IV (***Due Diligence***) of this RFP sets out the evaluation procedure and the Due Diligence criteria in evaluating those Bid Responses that have fulfilled the Evaluation Criteria and have progressed to the Due Diligence Criteria.

- A detailed Due Diligence Assessment will be conducted on all bidders who meet the requirements of Part III stage 1 & 2
- If no adverse finding under Due Diligence assessment and Probity Check justifies the appointment of another Bidder other than the Highest Ranked Bidder (Bidder who scored the highest points).
- The Bidder who scores the highest points will be appointed as the preferred Bidder, and the Bidder with the second highest points will be appointed as the Reserve Bidder.



PART II - QUALIFICATION CRITERIA	PART III -EVALUATION CRITERIA - STAGE 1 FUNCTIONALITY	PART III -EVALUATION CRITERIA - STAGE 2 PRICE & PREFERENCE	PART IV – Due Diligence
Qualification Criteria 1: Administrative Responsiveness ✓ Timely Submission of Bid Response ✓ Bid Response Duly Signed on all relevant documents.	• Previous Exp. & Track Record (30) • SHE & Risk (35) • Financial Capacity (35) • Business Case (100) ✓ Market Analysis (25) ✓ Financial Management Plan (25) ✓ Operating Model (25) ✓ Project Schedule (15) ✓ Concept design & Artistic Impression (10) Total (200) 	• Price ✓ Concession Fee Offer (90) Points Scored = Points out of 100 x 90% = 90 points • Preference: ✓ Specific Goals (10) Points Scored = Points out of 100 x 10% = 10 points On completion of the evaluation under Stage 2, Bidders will be ranked and be eligible for appointment as the Preferred Bidder if there are no objective criteria that justify the appointment of another Bidder other than the Highest Ranked Bidder.	• A detailed Due Diligence Assessments will be conducted on all bidders who meet the requirement of Part III stage 1 & 2  If no adverse finding under Due Diligence assessment and Probity Check justifies the appointment of another Bidder other than the Highest Ranked Bidder (Bidder who scored that hights point). The Bidder who scores the highest points will be appointed as the preferred Bidder and the Bidder with the second highest points will be appointed as the Reserve Bidder.
Qualification Criteria 2: Substantive Responsiveness (Mandatory Returnable) ✓ Whether the bid contains a Concession fee offer Bidders who comply with all the requirements of administrative and Substantive Responsiveness will be eligible for evaluation under Part III Evaluation Criteria.	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.		



Transnet Preferential Procurement Policy (TPPP):

❑ The following preference points were allocated to selected specific goals in accordance with provision 5.7.14 of the TPPP policy:

SPECIFIC GOALS	NUMBER OF POINTS (90/10 SYSTEM)
B-BBEE Status Level of Contributor 1 or 2	3.00
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.	7.00
Non-compliant and/or B-BBEE Level 3-8 contributors	0.00

Transnet Preferential Procurement Policy (TPPP):

❑ Specific Goals 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.	1. Proforma sub-contracting agreements and Declaration / Joint Venture Agreement 2. CIPC – B-BBEE Certificate / Sworn Affidavit / B-BBEE CIPC Certificate as per DTIC guideline



Submission of Bid Responses

- Bid Responses in relation to the Bid Submission Date are to be submitted by no later than **16h00** Central African Time on **20 November 2026**.
- All Bid Responses and documents contained therein must be:
 - in a PDF format.
 - Properly indexed, readable, and capable of being electronically accessed.
- 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.
- Bidders are advised to ensure that electronic bid submissions are made 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 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.



Submission of Bid Responses

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



Important Items to Note

Action items	Timeline
Issue of the RFP	17 July 2026
Non-Compulsory Briefing Session in Port of Cape Town	06 August 2026
Deadline for all questions and requests for clarification	30 October 2026
Bid Submission Closing Date	20 November 2026
All queries and requests for clarification in respect of this RFP shall be requested by way of Annex T (RFP Clarification Request Form) of this RFP, addressed, in writing, to the Project Officer.	The contact details of the Project Officer are the following: TNPA Project Manager: Port of Cape Town Email: tnpapoctmptbbdberthsrfp@transnet.net

Important Items to Note

Section/Topic	Clause Reference:	Provision:			
39. Contact policy	39.1.	• 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. • Bidders 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.			
	39.2.	• 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. TNPA shall be entitled, at its discretion, to disregard any communication from the Bidder that does not come from such contact person.			
	39.3	• All queries and requests for clarification in respect of this RFP shall be requested by way of Annexure T (RFP Clarification Request Form) of this RFP, addressed, in writing, to the Project Officer. The contact details of the Project Officer are the following: <table><tr><th>Area of responsibility</th><th>Contact</th></tr><tr><td>TNPA Project Manager: Port of Cape Town</td><td>Email: tnpapoctmptbbdberthsrfp@transnet.net</td></tr></table>	Area of responsibility	Contact	TNPA Project Manager: Port of Cape Town
Area of responsibility	Contact				
TNPA Project Manager: Port of Cape Town	Email: tnpapoctmptbbdberthsrfp@transnet.net				

Important Items to Note

Section/Topic	Clause Reference:	Provision:
39. Contact policy	39.4	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.
	39.5	If a Bidder, its Members, Contractors, agents, advisors, Lenders, or any other person participating in the relevant Bid Response make any such prohibited contact, TNPA reserves the right, in its discretion, to disqualify the Bidder, its Members, Contractors, agents, advisors, Lenders, or any other person participating in that Bid Response on the grounds of being in breach of this clause 39.1, from any further participation in the Project.
	39.6	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 39.3 above.

TRANSNET



Thank you



Non-Compulsory Briefing Session Attendance Register – 06-August 2026

TNPA/2026/06/0004/114472/RFP: SUBJECT: REQUEST FOR PROPOSAL FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO FINANCE, REFURBISH, AND/OR CONSTRUCT, OPERATE, MAINTAIN, AND TRANSFER A MULTI-PURPOSE TERMINAL (B-D-BERTHS) FOR A TWENTY-FIVE (25) YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN.

Company name	Name and surname	Physical Attendees
1. Bidports	Tarryn Kruger	tarryn.kruger@bidports.co.za
2. FPT	Ronald Mayv	Ronald.mayv@fpt.co.za
3. GMC/ H&I	Andrian Guerrian	Andrian.guerrian@gmcdiving.co.cz
4. AGL	Tony Stenning	Tony.steening@agl.co.za
5. CDH	Anita Moolwan	Anita.moolwan@cdhlegal.com
6. Western Cape Government	Glen Steyn	Glen.steyn@westerncape.gov.za
7. MOCS	Kaylee Dry	Kylee.dry@mocship.com
8. ACTAN Energy	Armand Van-reede-van- aidtshoorn	Armand.Van-reede-van-aidtshoorn@actan.co.za
9. MPL Holdings	Ond Pilane	infor@mplholdings.co.za
10.MTBS	Meryin Chetty	meryin.chetty@mtbs.NL
11.AGL	Avish Sinatta	Avish.sinattta@agl.co.za

12. FPT	Lauren Thornton	Lauren.thonton@fpt.co.za
13. Grindrod	Matthew Preiss	Matthew.preiss@grindrod.com
14. AGL	Tania Els Yolokazi Vangaye Vuyisa Ntshongwamntu Thuso Maphaanaha	Tania.els@aglgroup.com Yolokazi.vangaye@aglgroup.com Vuyisa.ntshongwamntu@aglgroup.com Thuso.maphaanaha@aglgroup.com
15. RSGT, KSA	Gagan Seksaria	Gagan.seksaria@srgt.com
Company name	Name and surname	Online Attendees
1. iX engineers (Pty) Ltd	Lekeke Mangena	Lekeke.m@ixengineers.co.za pursuit@ixengineers.co.za
2. Conroy Africa	Fergus Jack Consigliere Nkululeko Phoswa Moya	nura@conroy.africa www.conroy.africa fergus@conroy.africa
3. Turner & Townsend	Marc Chunnett	marc.chunnett@turntown.com
4. Yilport Holding	Onur Dönmez	onur.donmez@yilport.com
5. Bidvest Freight	Unathi Mapoma	rekhachinna@gmail.com
6. H&I Construction	Isak Bester	wanglu@powerchina-intl.com
7. Gulfair	Jesse Damsky	

	Vanessa Santos Swaminathan	
8. KBK Engineers	Kobus van den Berg	kobusvdb@kbkengineers.co.za
9. Gundo Group	Sikelelwa Daweti	Businessdevelopmentadmin@gundogroup.co.za zaknn@vtti.com
10. TMT Services & Supplies	Wicus Claassen	tenders@tmt.africa
11. Power-China Harbour Ltd	Zou Zonglin	ghzouzl@powerchina.cn
12. MNG Capital Pty Ltd	Linda Ntshanga	linda@mngcapital.co.za
13. YILPORT Holding Inc	Berker ILERI Emre Kaya	berker.ileri@yilport.com
14. Mgabadeli Investment Holdings	Tijana Owen Liu	tijana@mgabadeli.com owen@mgabadeli.com
15. Yolanda	Yolanda	info@lindasiviwe.co.za
16. Naidu Consulting	Michael Coss	Michael.coss@naiduconsulting.com
17. Powerchina-intl	Chloe Wong	wanglu@powerchina-intl.com
18. Solethu Group	Malwande Nkunzi	
19. Meridiam	Queen Mphahlele	q.mphahlele@meridiam.com
20. Ducat Africa	Rory Clark, Peter Grobler,	rjc@ducat.africa

	Krishnan Nagendran	
21. Craiton Trading	Nabeela Domingo	
22. SC CHEC	Lungile Nkuta	lungile.nkuta@gmail.com
23. Wesgro	Ruby Swigelaar	yameen@wesgro.co.za
24. APM Terminals	Theo Pappas	theo.pappas@apmterminals.com
25. SAFLog	Marcia Ntshangase Nqobile Gumede	marcia.nnqobile.gumede@saflog.co.za tshangase@saflog.co.za
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27. Johan Claassen		Johan.claassen29@gmail.com
28. Marsa Maroc	Nawal TAJI	n.taji@marsamaroc.com
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