A Subsidiary of CEF (SOC) Ltd

SFF/2023/087

REQUEST FOR PROPOSAL TO APPOINT A SERVICE PROVIDER TO DEVELOP AND STRUCTURE THE SFF OIL AND GAS UPSTREAM AFRICA STRATEGY

TEAMS BRIEFING SESSION 22/01/2024 AT 13H00

OPENING AND WELCOME	PROCUREMENT OFFICER	CASEY TARBOTON
ATTENDANCE REGISTER	PROCUREMENT OFFICER	CASEY TARBOTON
THE COMPETITIVE BIDDING PROCESS & ONLINE SUBMISSION & PRICING	PROCUREMENT OFFICER	CASEY TARBOTON
QUESTIONS	POTENTIAL BIDDERS	ALL
OVERVIEW OF SCOPE OF WORK	TEAM LEADER GEOPHYSICS	JORGE ADRIAN
QUESTIONS	POTENTIAL BIDDERS	ALL
CLOSURE	PROCUREMENT OFFICER	CASEY TARBOTON

A Subsidiary of CEF (SOC) Ltd

RFP Number	SFF2023/087
Issue date	16/01/2024
Non-compulsory briefing session:	22/01/2022 via TEAMS at 13h00 (SA Time)
Closing Date & Time	15/02/2024 AT 16:00 hrs South African Time
Closing Venue	**ONLINE SUBMISSIONS ONLY** at www.etendenders.gov.za
Bid Validity Period	120 calendar days from closing date

A Subsidiary of CEF (SOC) Ltd

- **ISSUE AND COLLECTION DATE DEADLINE**

This RFP may be downloaded directly from National Treasury's e-Tender Publication Portal at www.etenders.gov.za free of charge.

To download RFP and Annexures (if any):

In the "Search" box, choose "Search by Organ of State" and type "Strategic Fuel Fund".

Once the tender has been located in the list, click on the "Expand" icon and proceed to download all uploaded documents.

The RFP may also be downloaded from the Strategic Fuel Fund ("SFF") website at www.strategicfuelfund.co.za free of charge. No tender documents will be emailed and/or couriered to potential tenderers.

A Subsidiary of CEF (SOC) Ltd

- **CLOSING DATE**

The RFP will close on **15 FEBRUARY 2024 at 16h00 SA time.** Tenderers must ensure that tenders are UPLOADED **timeously** to the correct National Treasury eTender Portal (www.etenders.gov.za).

As a general rule, if a Tender is late or delivered to the incorrect address, it will not be accepted for consideration. Any additional information or clarification will be uploaded on the SFF website and the National Treasury e-tender publication portal

- **PROPOSAL SUBMISSION**

Only online submissions will be accepted.

In this regard, Proposals must be submitted online utilising the National Treasury eTender Portal at www.eTenders.gov.za

NOTE: COMPANY REGISTRATION AND SUBMISSION of your tender proposal ONLINE should be done a few days BEFORE the closing date and NOT on the day of closing.

NATIONAL TREASURY'S CENTRAL SUPPLIER DATABASE

Tenderers are required to self-register on National Treasury's Central Supplier Database ("CSD") which has been established to centrally administer supplier information for all organs of state and facilitate the verification of certain key supplier information. Tenderers must register on the CSD prior to submitting their bids.

Proposals must be submitted in digital electronic format via the National Treasury online eTender Portal (www.etenders.gov.za).

NOTE: COMPANY REGISTRATION AND SUBMISSION of your tender proposal ONLINE should be done a few days BEFORE the closing date and NOT on the day of closing.

STRONGLY RECOMMENDED SUBMIT PROPOSAL ONLINE BY 12 FEBRUARY 2024 (CLOSING DATE IS 15 FEBRUARY 2024)

(CANNOT ACCESS - BUILT IN INTERNAL GOVERNANCE & RISK CONTROL)

COMMUNICATION

- **Specific queries relating to this RFP can be submitted to caseyt@strategicfuelfund.co.za specifying the reference number SFF/2023/087 Appointment of a Service Provider, to Develop, and Structure the SFF Oil and Gas Upstream Africa Strategy on the subject line.**

The last day for submitting queries is 5 (five) days before the closing date of tender

It should be noted that this e-mail address is not to be used for submission of tender proposals

A Subsidiary of CEF (SOC) Ltd

1. EVALUATION AND METHODOLOGY

SFF will utilise the following methodology and criteria in selecting a preferred Tenderer:

STAGE 1 (TEST FOR RESPONSIVENESS) :

Step 1 (Administrative responsiveness)

Step 2 (Substantive responsiveness; pre-qualifications (if applicable))

STAGE 2 (FUNCTIONALITY / TECHNICAL EVALUATION) 70% (pg 17 - 19 of RFP)

Step 3 (Minimum thresholds for functionality)

STAGE 3 (WEIGHTED SCORING OF PRICE AND SPECIFIC GOALS)

Step 4 (Price 80/90 or 20/10)

Step 5 (Post tender negotiation with preferred tenderer [2nd and 3rd ranked tenderers (**if required**) in a sequential and not simultaneous manner] if pricing is not market-related.

Step 6 (Selection of the preferred Tenderer. Objective criterion to justify award to someone other than the highest ranked Tenderer must have been stated in the bid documents and can be used at this stage, **if applicable**)

Step 7 (Award of business and conclusion of contract)

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
PART 4: Bidding - Form of offer & fully completed Pricing Schedule	
Proof of CSD Registration No.	
Proof that Tenderer materially complies with the scope of work	
Evidence that the following general pre-qualification criteria set by SFF, have been met:	
Provide evidence (in the form of a reference list for the work done) that the bidding company has proven experience in developing a corporate strategy for Oil Companies operating in the African Continent.	
Confirmation in writing that the bidder has access to exploration and production databases of various companies operating in African Continent	

SFF/2023/087

A Subsidiary of CEF (SOC) Ltd

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes/No]
Refer to Stage 2 Technical/Functional Evaluation which details the returnable documents to be used for the technical evaluation that will not result in disqualification but a score of zero for that aspect of the technical evaluation (pg 17 - 19 of RFP)	
Tenders must submit a copy of their B-BBEE certificate issued by an authorized body or person or a B-BBEE sworn affidavit to claim specific goal(s) points.	

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES
PART 2: Background, Overview and Scope of Requirements
PART 5: Proposal Form
PART 6: Signing Power - Resolution of Board of Directors
PART 7: Certificate of Acquaintance with RFP Documents
PART 8: Certificate of Acquaintance with General Tender Conditions Services
PART 9: RFP Declaration Form
PART 10: Breach of Law Form
PART 11: Certificate of Acquaintance with non-disclosure agreement
List of Directors
Annexure A: Preference Points Claim Form & Letter(s) from intended sub-contractor(s)
Annexure B: Declaration of Interest
Annexure C: Declaration of bidder’s past SCM practices
Annexure D: Certificate of independent bid determination
Annexure E: SBD1 Form
Project Organogram
APPENDIX (I): SECURITY SCREENING FORM
APPENDIX (II): GENERAL TENDER CONDITIONS
APPENDIX (III): SAFETY ARRANGEMENTS AND PROCEDURAL COMPLIANCE WITH THE OCCUPATIONAL HEALTH AND SAFETY ACT (ACT 85 OF 1993) AND APPLICABLE REGULATIONS

PRICING:

PLEASE NOTE:

Tenderer are required to **submit with this RFP, a detailed PRICE SCHEDULE** that provides a breakdown and a total final price **AND COMPLETE THE FORM OF OFFER (PART 4 of the RFP)**

NOTE: SFF will NOT pay for disbursements (e.g Travel and accommodation etc)

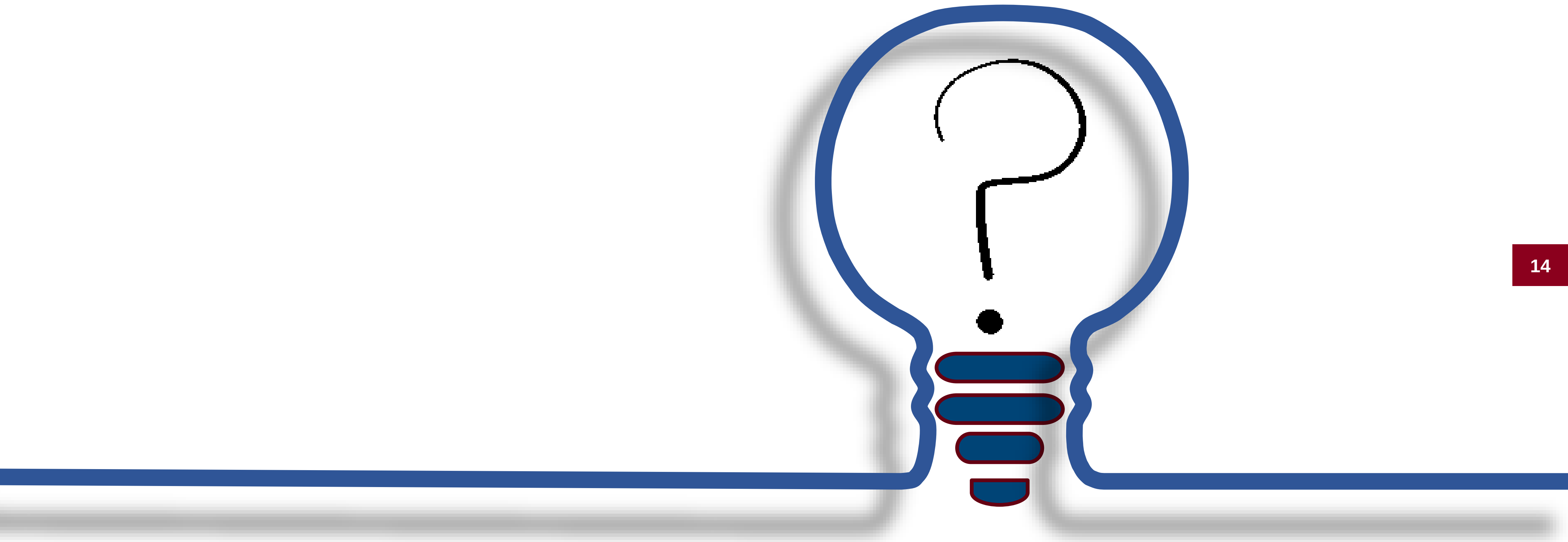
ENSURE PRICE OFFERED IS ALL INCLUSIVE

MILESTONE / PAYMENT SCHEDULE:

Strategy report and all other specified documents and presentations to be delivered in no more **than 8 weeks from contract signing**

Milestone / Payment schedule
Disbursements and transactions will be in South African rand (ZAR) in a phased manner

- Milestone 1: 10% Upon signing of contract.
- Milestone 2: 15% Kick-off meeting.
- Milestone 3: 30% Upon receipt of initial draft document (SFF will scrutinize and suggest changes, if any to be made to finalize document).
- Milestone 4: 30% Upon delivery and approval of final strategy document and presentation.
- Milestone 5: 15% Supporting SFF team to present the proposed strategy to internal company EXCO & Board approval process



A Subsidiary of CEF (SOC) Ltd

OVERVIEW AND SCOPE OF WORK

RFP number SFF/2023/087

22 Jan 2024

Contents

- The Strategic Fuel Fund ("SFF") is looking to expand its presence beyond South Africa through the potential acquisition of upstream oil and gas assets in other African countries (preferably).

- To achieve this vision, SFF seeks an experienced service provider to develop and structure its upstream investment strategy for different periods.

Contents

SFF A Subsidiary of CEF (SOC) Ltd

3. Methodology

A clear and comprehensive methodology must be presented and explained detailing the approach taken by the service provider to design a SFF-suited strategy

4. Scope of work

Market Overview

Provide an insightful overview of the current developments in the African Oil & Gas sector and projected future scenarios.

Strategy Objectives Alignment

Collaborate with SFF to define strategic goals aligning with South African Energy Directives and SFF's needs (scale, scope, and cost) in the short, mid, and long term.

Contents

Initial Assessment and Focus (geographical, sector)

Identify what should be the company's key Geographical focus, stating the most important drivers guiding these choices e.g. oil-rich, bilateral agreements, etc.: Nigeria, Angola, Kenya, Tanzania, Uganda, South Sudan, Equatorial Guinea, Mozambique, Ghana, Namibia, Gabon and potentially other countries.

Sector Focus: Upstream oil and gas (natural gas, LNG, LPG, greener energy technologies)

Key Oil and Gas Countries Market Intelligence

Elaborate on the chosen countries by preparing country profiles covering macroeconomic analyses, historical economic growth, market structures and forecasts, stakeholder dynamics, foreign relations and basic infrastructure.

Acquisition Opportunities Identification

Assist SFF in identifying and evaluating potential countries offering suitable upstream acquisition opportunities in the short-mid-long term. Determine historical and forecast production, existing and planned development fields, reserve estimates, demand drivers, constraints, evacuation routes, and infrastructure.

SFF
A Subsidiary of CEF (SOC) Ltd

Contents

Acquisition Evaluation Framework

Create robust and separate Exploration, Appraisal and Production evaluation procedures through which each potential acquisition assets can be filtered and assessed.

Investment Criteria Definition

to establish key investment criteria that align with SFF's specific needs:

- International Trade Prerequisites
- Trade Remedies and Applied Tariff Rates
- Political Climate and Reputation
- Data Availability & Reliability
- Country Security
- Non-operatorship (SFF)
- Infrastructure (Existing and Planned)

Transaction Benchmarking

Offer a comprehensive overview of transaction dynamics and operational themes across the oil and gas market. Provide detailed breakdowns for each specified country.

List significant recent transactions and provide insightful commentary on prevailing trends.

Benchmark typical acquisition criteria used by companies seeking upstream assets.

Conduct a comparative assessment of active markets in the target regions, focusing on pricing, quality, operational efficiency, and more.

Contents

SFF
A Subsidiary of CEF (SOC) Ltd

The Strategy Report must cover the tenderer analysis and findings from the scope of work, for short, mid and long term strategy

Matrix Outcomes: Short Term
Production & Near (0-5 years)

Country	Assets	Reserves (millions of barrels)	Life of asset	Investment
Country #1	Asset #1			
	Asset #2			
	Asset #3			
Country #2	Asset # 1			
	Asset # 2			

Matrix Outcomes: Mid Term
Near Production & Exploration mature (5-10 years)

Country	Assets	Volumetrics	Investment
Country #1	Asset #1		
	Asset #2		
	Asset #3		
Country #2	Asset # 1		
	Asset # 2		

Matrix Outcomes: Long Term
Rank Cat Exploration + Alternative (>10 years)

Country	Assets	Volumetrics	Investment
Country #1	Asset #1		
	Asset #2		
	Asset #3		
Country #2	Asset # 1		
	Asset # 2		

Contents

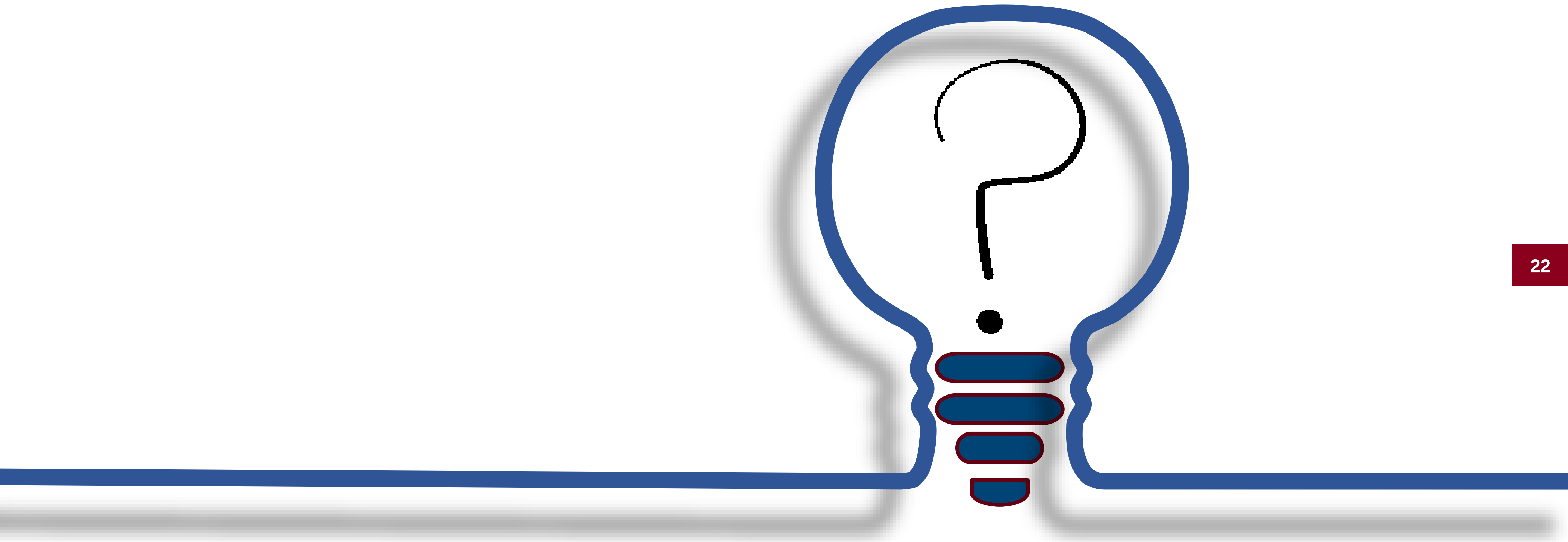
A Subsidiary of CEF (SOC) Ltd

Strategy report and all other specified documents and presentations to be delivered in no more **than 8 weeks from contract signing**

Milestone / Payment schedule

Disbursements and transactions will be in South African rand (ZAR) in a phased manner

- Milestone 1: 10% Upon signing of contract.
- Milestone 2: 15% Kick-off meeting.
- Milestone 3: 30% Upon receipt of initial draft document (SFF will scrutinize and suggest changes, if any to be made to finalize document).
- Milestone 4: 30% Upon delivery and approval of final strategy document and presentation.
- Milestone 5: 15% Supporting SFF team to present the proposed strategy to internal company EXCO & Board approval process



A Subsidiary of CEF (SOC) Ltd

CLOSURE