

ADDENDUM:

REQUEST FOR PROPOSAL [RFP]

**LEASING OF TRANSNET RAIL INFRASTRUCTURE MANAGER'S EASTERN,
WESTERN AND CENTRAL REGIONS SIDING FOR A MINIMUM PERIOD OF TEN
(10) YEARS**

1. THE ORIGINAL RFPs:

- a) This notice is only applicable to the RFPs with the following RFP Numbers, as advertised on 12 September 2025:

Siding Name	Tender Number
1. Belville Autosort	HOAC_VAR_55534
2. Panbult	HOAC_VAR_55546
3. Rietkuil	HOAC_VAR_55547
4. Lutzville Station	HOAC_VAR_55535
5. Carolina	HOAC_VAR_55537
6. Blackhill	HOAC_VAR_55536
7. Hlobane	HOAC_VAR_55540
8. Orchard	HOAC_VAR_55544
9. Vandyksdrift	HOAC_VAR_55548
10. Voorslag (A & B)	HOAC_VAR_55549
11. Worcester	HOAC_VAR_55550

- b) The text of the original RFPs can be found on the Transnet e-tender portal.

2. PURPOSE OF THE ADDENDUM:

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1990/000900/30 JOHANNESBURG South Africa, 2122
2000

Directors: A Sangqu (Chairperson) R Buthelezi M Debel B Jiya L Letsoalo FS Mufamadi D Patel B Sedupane MP Zambane
M Phillips* (Group Chief Executive) N Maphumulo* (Group Chief Financial Officer)
*Executive

Group Company Secretary: Ms S Bopape

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"This letterhead contains personal information as defined in the **Protection of Personal Information Act, No. 4 of 2013** (the "Act"). The signatory consents to the processing of his/ her personal information and is obliged to handle other data subject's information in accordance with the requirements of the Act".

TRANSNET HAS A 'ZERO GIFTS' POLICY. NO EMPLOYEE IS ALLOWED TO ACCEPT GIFTS, FAVOURS OR BENEFITS

- a) To inform bidders about amendments made to the RFPs.

3. EFFECTS OF THE ADDENDUM:

- a) The Addendum will not change the Original RFPs, except in the ways specifically appearing under "Amendments". The remainder of the Original RFPs remain in force.

4. AMENDMENTS:

- a) The original RFPs will be amended as per the below:
 - i. Page 38-39 has been updated to align the Mandatory Returnable Documents with those listed on Page 23.
 - ii. The incorrect numbering on pages 18–22 has been corrected accordingly to reflect proper chronological order.
 - iii. Annexure O is no longer applicable and has therefore been removed.
 - iv. Annexure F1 is no longer applicable and has therefore been removed.

5. SCOPE OF AMENDMENTS

- a) The amendments apply exclusively to the specific pages of the RFPs, listed below and as attached hereto:
 - i. Page 38-39: Mandatory Returnable Documents.
 - ii. Page 18-22: Business Case, Siding Investment, Commercial Rental Offer and Company and Credit Risk Management.
 - iii. Page 18: Compliance with Relevant industry laws and regulations and Protection of information requirements (Bidders to comment).
 - iv. Page 40: Returnable Documents used for Scoring.

a) Mandatory Returnable Documents

Respondents are required to submit with their bid submissions the following **Mandatory Returnable Documents**, and also to confirm submission of these documents by so indicating [Yes or No] in the tables below:

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
Bid documentation duly signed by the bidder	
Minimum of 2 year audited and signed Financial Statements * if not audited and signed by an auditor, bidder will be disqualified * Financial Statements must come from the bidding company and not a Holding Company or Group If bidding company has been in existence for less than 2 years, the bidder needs to provide a Letter of Credit from recognised Financial Institution (obtain rating of financial institutions from Finance)	
SBD1 form Section 1	
Valid proof of Bidder's compliance to B-BBEE requirements stipulated in Section 9 of this Request For Proposal	
Signed Rental offer \geq TRIM Property Valuation.	
Completed and Signed Supplier/ Lessee Integrity Pact.	

3.3 Business Case

3.8.1 Operational Model

- a. The operational model used in the siding to deliver on the throughput volume should align to the investment proposed, design layout, equipment deployed and operational methodology. The bidder has to provide a high-level simulation of the operational model. The purpose of this is to articulate/confirm how the volume throughput will be achieved.
- b. The winning bidder needs to implement initiatives to reduce the cost of logistics. A plan with the initiatives aimed at achieving cost reduction needs to be included in the bid. This plan will form part of the contracting process.
- c. Operational Readiness: The successful bidder must ensure that the siding has all required environmental approvals (i.e. authorisations, permits and licences) before commencing with operations.
- d. The siding must be managed in accordance with section 28 of the National Environmental Management Act, 1998, as amended and related provisions in other applicable legislations.
- e. Environmental Incidents must be reported in accordance with section 30 of the National Environmental Management Act, 1998, as amended and related provisions in other applicable legislations.
- f. TRIM reserves the right to review the operational plan times submitted by the bidder, and should they prove not to be feasible, adjust these times accordingly.

3.8.1.1 Facility Utilisation and Concept Design (Qualitative Scoring [“QL”])

- a. Bidders must submit concept designs to demonstrate how the facility would be used optimally. This must include receiving cargo from conventional carriers and cargo storage.

- b. These concept designs have to detail material flow, storage optimisation, and turnaround times.

3.8.1.2 Throughput and Logistics Efficiency (QL)

- a. The throughput and logistics efficiency operational model must maximize siding throughput while ensuring cargo safety and operational efficiency.
- b. The operation model must show access to site via rail and road. If required, it should include a proposal for truck staging/holding areas outside the facility.
- c. The plan should list handling equipment, and plant and machinery acquisition and maintenance strategies.

3.8.1.3 Organisational Structure and Skills (QL)

- a. The operational model should contain a detailed description of the bidder's organisational structure, including roles, responsibilities, and reporting lines.
- b. The skills profiles of Board of Directors, Executive Leadership, and key operational personnel need to be included, and relevant CVs attached.

3.8.1.4 Technology and Innovation (QL)

- a. Operational model/ plans for innovation and modernisation in operations and siding efficiency
- b. Technologies and cargo handling methods to improve safety and operational efficiency.

3.8.2 Maintenance Commitment

- a. Bidders are expected to improve Operational Efficiency and ensure technical maintenance standards are adhered to in line with the TRIM minimum network maintenance standard.
- b. All maintenance conducted on the siding must comply to all Rail Safety Regulator policy.

- c. Bidder’s minimum maintenance spend on rail line should be per km per annum guided by the table below.
- d. This maintenance plan should form part of the bidders Business Case submission.

The estimated maintenance cost over a 10 year period for the proposed TFR Sidings										
	Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8	Y9	Y10
Condition Based.Formation Repairs after 10th year										26,600,000
Cleaning the loading spillages	405,600	405,600	405,600	405,600	405,600	405,600	405,600	405,600	405,600	405,600
Turnout General maintenance	105,600	105,600	105,600	105,600	105,600	105,600	105,600	105,600	105,600	105,600
Stock & switches	65,000									
Crossing & guard rails	160,000									
Ballast Offloading and screening	800,000				800,000					800,000
Repair slacks	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800
Rail replacements	1,940,947									
Replace damaged sleepers and fastenings	2,571,426									
Repair the Incident Damages/vandalism				10,000,000				10,000,000		
Track MICA	7,595	7,595	7,595	7,595	7,595	7,595	7,595	7,595	7,595	7,595
Rail to mast bonding	390,000									
Re-set stagger	110,400	110,400	110,400	110,400	110,400	110,400	110,400	110,400	110,400	110,400
Total	6,657,368	729,995	729,995	10,729,995	1,529,995	729,995	729,995	10,729,995	729,995	28,129,995

Table 1: Estimated maintenance cost per km per annum over a 10 year period

3.8.3 Security

- a. Bidders are responsible to provide a Security Management Plan and the Security Response Plan
- b. Refer Annexure L for complete security plan template.

3.9 Siding Investment

3.9.1 Handling and Storage Rate (Rand per Ton/TEU)

- a. Bidders need to provide the handling (loading, offloading and all other associated activities) and storage rate (R/ton or R/TEU) that will be offered to the market. The winning bidder will commit to this rate in the contracting process.

3.9.2 Investment Plan

- a. As part of the bid response a bidder must submit a plan that details their investment commitment detailing how they would optimally develop the siding. There are two returnable documents.
- In **Annexure F2A_DCF** the bidder needs to provide a discounted cash flow.

- In **Annexure F2B_Detailed Investment** needs to be completed with full details of the intended investment.
- b. For bid evaluation purposes, the investment commitment would be worked back to a per annum figure. Investment commitments beyond the first year is discounted at an annual rate of 12%.

3.9.3 Discounted Cash flow

- a. The bidder should submit a detailed Discounted Cash Flow (Annexure F2A_DCF) containing the following information:
 - i. Amount/ quantum of the investment
 - ii. Projected Asset Value at the end of Lease tenure.
 - iii. A detailed Investment Plan

3.9.4 Detailed Investment Plan

The bidder should submit a detailed investment plan **Annexure F2B_Detailed Investment** containing the following information about investment within the siding boundary; investment outside the siding boundary; and investment in rolling stock.

- a. The investment plan should distinguish between fixed and moveable assets.
- b. The investment plan needs to include all planned investment (fixed and moveable assets).
- c. The scoring of the investment plan will only take into consideration investment in fixed items that will revert to TRIM at the end of the lease period. Temporary structures and moveable assets will not be considered in the evaluation.
- d. All investment commitments in the bid response will form part of the lease agreement and the winning bidder is bound to provide investment as required in this plan.
- e. The lease are managed against the full investment plan (fixed and moveable assets).
- f. Bidders are required to submit one set of figures, and not several scenarios.

g. Bidders need to provide information on investment inside the siding boundary.

Investment categories include but are not limited to:

- i. Rail line refurbishment and maintenance of siding
- ii. Loading area surface to accommodate loading equipment
- iii. Access road to siding to be upgraded and maintained
- iv. Drainage in siding to be upgraded and maintained
- v. Lighting in siding to be provided and maintained
- vi. Buildings to be upgraded and maintained
- vii. Fencing to be erected and maintained around siding
- viii. Security controls to be provided
- ix. Loading and offloading equipment and resources to load/offload train in specified time
- x. Rail line refurbishments and upgrades (e.g. Rehabilitation of Line or Upgrade of line from 40 to 75 wagons)

h. In their investment plan, bidders should include plans for investment outside the siding boundary. Investment categories include but not limited to yard upgrades and/or operations that is required to support Siding investments (as specified above).

3.10 Commercial Rental Offer

3.10.1 Information regarding the market related rental is provided in **Sections 3:** 3.1.6 and 3.1.7

3.10.2 Bidder are required to indicate whether they are willing to pay a stipulated minimum market related rental. Bidders are allowed to propose to offer rentals above market related rentals.

3.10.3 In case the valuation had expired by the time of award, rental is based on an updated market valuation.

3.11 Company and Credit Risk Assessment

3.11.1 Submit minimum 24 months Audited (signed by an auditor) Financial Statements. If the bidding company is less than 2 years old, the bidder needs to provide a Letter of Credit

from recognized Financial Institution. The Financial Stability and Risk Assessment informs the deposit required from the outcome of the credit risk assessment.

3.11.2 A previous bad payment history with Transnet might result in the Prospective Tenant, not being recommended. This is evaluated during the financial risk assessment under Probity check.

3.11.3 The qualifying bidder is subjected to Credit Risk Assessment (risk grade) to determine deposit and guarantees required.