

## Eastern, Western and Central Regions

### Clarification Questions for RFPs (Batch 1)

**RFPs Issue Date: 12 September 2025**

**RFPs Closing Date: 28 November 2025**

1. Our review of the documentation indicates that a single formula, designed for cost-based criteria (where a lower price score higher), appears to be applied universally. This formula is:

$$Pr = Ap (Xlow + (Pt - Phigh) \times (Xhigh - Xlow) / (Plow - Phigh))$$

However, criteria such as Investment, Job Creation, and Rental Offer are benefit-based. For these, a higher proposed value (e.g., more jobs, greater investment) is more desirable and should receive a higher score. The current formula would inadvertently penalize higher offers, which is contrary to the tender's objectives.

We respectfully propose that for all benefit-based criteria, the correct and standard proportional formula should be:

$$pr = (Pt / Phigh) * Xhigh$$

This formula is transparent and ensures that the bidder offering the greatest benefit receives the maximum score, with others scored proportionally.

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To ensure a fair and accurate evaluation, we request the committee's confirmation on the correct formulae to be used for each criterion.

**Answer:**

**Please refer to current scoring table in the RFP.**

**It is incorrect that a single formula  $Pr = Ap (Xlow + (Pt - Phigh) \times (Xhigh - Xlow) / (Plow - Phigh))$  is applied universally in the bid.**

**In areas where benefit is given to higher values, a different formula is applied e.g. Rental:**

$$Pr = (Pt/P \text{ high}) \times Ap$$

**Pr = points to be awarded for the offer under consideration**

**Pt = the annual Basic Rental offer under consideration**

**P high = the highest annual Basic Rental offer received**

2. Request for TRIM to include Transnet Segment Strategy in the addendum that will be issued, in order for bidders to have a view of how the sidings are aligned to the Transnet Segment Strategy.

**Answer:**

**Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes....".**

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**It is the bidder's responsibility in the development of their proposal to lease the facility, to solicit the necessary market intelligence that underpins their proposal. All Transnet related information for public consumption is available in the public domain i.e. Annual Results, Transnet Website etc.**

3. In line with the previous batch advertised under the TFR regime, some sidings were predominantly serving Eskom, there was no requirement for volume commitment because they were earmarked for Eskom. However, with the current Batch it seems that there are talks about Multi-User & Multi-Purpose facilities. Has that since changed or is there a linkage between the Eskom servicing sidings & the new RFP Batch?

**Answer:**

**No, volume guarantees are not required from bidders linked to any cargo owner/user of the facility during the bid process.**

**Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes..."**

**Notwithstanding Clause 2.4 above, the Lessee remains obligated to prioritize the existing TRIM Slot allocation agreements applicable to the facility as these facilities' primary objective is to connect road to rail.**

**TRIM's actions are guided by the current legislation, policy direction, and the published RFPs and therefore it is prudent that our actions align to the principles of open access and are not exclusionary.**

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4. On page 39 of bid document the mandatory returnable documents table doesn't include the requirement of a signed rental offer and integrity pact yet it states that these must be included on page 23. Please advise which statement is true?

**Answer:**

**Mandatory documents for submission:**

**Bidders are required to submit the documents listed as mandatory in:**

- i. Page 23 (Prequalification/mandatory requirements), which includes, where applicable, the Signed Rental Offer and the Signed Integrity Pact.**
- ii. Page 39 (Returnable documents) constitutes a general checklist for submission; it is still essential to ensure all returnable documents listed there are uploaded as part of the proposal.**

**Reference is made to the Addendum published on 21 November 2025.**

5. Page 18 of 50 refers to point 3.8 – Business Case. The numbering after this then restarts at 3.6.1 which then continues from there and makes all the further numbering incorrect.

**Answer:**

**Reference is made to the Addendum published on 21 November 2025, wherein the numbering was corrected.**

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6. Yesterday siding visits led by Elvis was at Vandyksdrift Mamosa siding number 702374 and Vandyskdrift Springbok leased by Barberry 765228. However, there is no RFP document and Annexure for siding number 702374, on this link: <https://transnettenders.azurewebsites.net/Home/AdvertisedTenders>. With the tender closing date being 24 October, we require the information asap for us to apply timeously.

**Answer:**

**Reference is made to the revised RFP published on 30 Sep 2025 wherein the siding number was corrected.**

7. We have a question about the funding. Is funding limited to bank or banking/funding institutions or can we have our own private funder who can fund us.

**Answer:**

**The RFP requires proof of funding from a Financial Institution (Letter from Institution) or if self-funded, Company financials and letters from bank to support.**

**The Financial institution chosen is not limited to banks, however any institution that agrees to fund your development will be required to pass the Transnet due diligence probity checks.**

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8. I would like to double check , is there a template for the formal request on questions , for the bidding of Hlobane Siding 603341.

**Answer**

**Yes, there is a template for formal requests on clarification questions. Prospective bidders are referred to SECTION 8: Request for Proposal Clarification Request Form of the RFP. There they will find a formal template for clarification questions.**

9. The siding advertised at Vandykdrift is number 765228, according to the physical assessment, this number is for the Springbok siding currently operated by Barberry. The Transnet facilitator however indicated that the siding on offer is the one operated by Mmamosa holding.

**Answer**

**Reference is made to the revised RFP published on 30 Sep 2025, wherein the siding numbers were corrected.**

10. Vandyksdrift Addendum: Annexure A Page 2- Facility Profile is titled siding number 765228 not 702374. Can you please confirm if the land size for 702374 is 54302 square meters, siding capacity is 2.8 mil tons, monthly rental is R183 184 and if the locality plan diagram is for 702374? There is no Annexure A: Facility Profile entitled siding number 702374

**Answer**

**Reference is made to the revised RFP published on 30 Sep 2025 wherein the siding numbers were corrected.**

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11. We visited the siding and managed to assess whether the current operating model is for brake bulk handling and loading of coal, for both Export and Majuba Flows. However, we noticed that the RFP has cited the following:

- i. Item 3.1.15 (Page 15) The purpose of the siding to invest in and develop a consolidation hub and/or a container rail terminal to serve the industry within the Corridor.
- ii. Item. 3.7.1(page 20) 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.

Does this mean that our operational model used in the siding to deliver on the throughput volume should align to the Container Rail Terminal investment proposal, design layout, equipment deployed and operational methodology only or we must cater for both bulk and container flows.

### **Answer**

**Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes..."**

**In order to support flexibility and ensure that the bidder fully applies themselves on an operating model, the RFP is written in a generic form viz Reference is made to Page 15, 3.1.5 of the RFP: "The purpose of the Request For Proposal is to find suitable lessee(s)/ operator(s) for the siding to invest in and develop a consolidation hub and/or a container rail terminal to serve the industry within the Corridor".**

12. The appointed Environmental/ Risk and Safety Specialist requests permission from TRIM to go back to the Vandyksdrift Siding to conduct a thorough assessment enabling applicable submission.

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**Answer**

**Bidders who wish to conduct site assessments of the sidings to meet the RFP requirements may do so, provided they first obtain the Consent Form from TRIM.**

13. We are currently busy with the bidding process for the above-mentioned siding. We would like confirmation on the following:

- i. The monthly rental price of the siding?
- ii. The actual tonnage that can be moved from the siding annually

**Answer**

**Reference is made to the RFP document Section 3. Scope of Requirement, 3.1 Siding information.**

14. Please give us information on the sites. Please see information below:

- i. How many trains do you run monthly?
- ii. Which mine is being serviced by the siding?
- iii. How many tonnage is moved monthly?

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**Answer**

**Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes..."**

**It is the bidder's responsibility in the development of their proposal to lease the facility, to solicit the necessary market intelligence that underpins their proposal.**

15.

- i. In the case of a JV, is the number of years of experience split and calculated on average or based off the highest number of years calculated of a company?
- ii. How is experience proven? Kindly provide an example of the volumes to be shown on experience.
- iii. Financials- in the case of a JV, is the calculation based on the financial strength of the one individual company or is it accumulated.
- iv. Kindly confirm what Vandyksdrift Siding is being tendered for. Is it Springbok, Mmamosa or both?

**Answer**

- i. **With respect to JV's, the entity with the highest experience that is part of JV will be considered. Proof of experience required is covered in RFP.**
- ii. **Experience, Track Record and Expertise and in the evaluations criteria 5.2 Stage Two: Functional Evaluation, Proof of experience on volume is the contracted customer the service was offered to.**
- iii. **The financials strength of the entity being contracted to by TRIM will be used for evaluation purposes.**
- iv. **Reference is made to the revised RFP published on 30 Sep 2025 wherein the siding number was corrected.**

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16. Is there a specific example for volume source confirmation? What information must be submitted?

**Answer**

**No, there is no example for volume source confirmation as volume guarantees are not required from bidders linked to any cargo owner/user of the facility during the bid process.**

**Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes..."**

**Notwithstanding Clause 2.4 above, the Lessee remains obligated to Prioritize the existing TRIM Slot allocation agreements applicable to the facility as these facilities' primary objective is to connect road to rail.**

17.

- i. Please confirm the length of the rail line (Kilometers).
- ii. Please confirm the length of the siding (Kilometers).
- iii. Please confirm the annual target cargo, estimated 1.9 million metric tons per annum, as this will affect the final bidding price and discounted cashflow.

**Answer**

**Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes..."**

**Technical information is provided for in the lease plan. Please refer to the Siding Lease Plan in the RFP for information on the siding. Further information on measurements can be obtained from Google Earth, using the lease plan as a basis.**

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18. As a general point, the commercial proposal annexures on page 3, all annexures in the document should be cross referenced to the table of contents on page 3 to ensure consistency in cross referencing the submitted documents.

- i. Regarding Vandyksdrift (HOAC VAR 55548) – the siding number changed in the amended RFP compared to the original RFP. The original RFP siding no. was 765 228 and the amended RFP siding no. is 702 374. Furthermore, the bid advertisement referred to siding no. 702 412. The presentation also shows two separate siding profiles for Vandyksdrift. Please can you confirm which siding that this proposal with the correct Annexure A (Siding Profile), with reference no. HOAC VAR 55548, relates to and is there a separate Proposal for the other siding numbers noting that siding numbers are unique to each siding facility? There is inconsistency of which this RFP is in relation to. Please be clear on what siding is advertised with the unique siding number and applicable annexure A?
- ii. Regarding Panbult (HOAC VAR 55546), the bid advertisement states siding number 622 377 whereas the RFP states siding number 652 377. Please confirm which siding number is correct for this specific RFP?
- iii. Regarding all proposals, in Section 3 at para 3.6 (Compliance with relevant Industry Laws and Regulations and protection of information requirements, the RFP document refers to Annexure O as a guideline. Note, no Annexure O has been provided. Please can this be provided?
- iv. Regarding all proposals, on page 39, the Returnable Documents include a Volume Source Confirmation (Annexure F1). Note, no Annexure F1 is provided with the RFP documents. Please can this be provided? On review of the scoring schedule, this item is not reflected, and can we therefore accept that this document is not mandatory for submitting for the bid?
- v. Regarding all proposals, Annexure J (Environmental Management Plan) includes an Environmental Screening Tool which at para 6 on page 7 requires site photographs. Are photographs required given that the site visit was non-

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compulsory and from the site visits attended we were informed that we could not take photographs. How should we address this requirement in the Environmental Screening Tool?

**Answer**

- i. Kindly note that the correct siding number of the advertised facility is the one on the amended RFP i.e., 702 374.**
- ii. The correct siding number is the one reflected on the RFP i.e., 652 377.**
- iii. Annexure O is not included in this round of RFPs (closing on 28 November 2025). (Refer to amended RFP 21 November 2025).**
- iv. Annexure F1 is not included in this round of RFPs (closing on 28 November 2025). Refer to amended RFP 21 November 2025).**
- v. Since site visits are non-compulsory, bidders are encouraged to visit sites again to obtain the required important technical information, if required, TRIM will facilitate this site visits, if not, bidders are directed to make use of Google Earth as an alternate option.**

19.

- i. Due to the Comprehensive list of requirements, we would like to formally request and extension of time.
- ii. Could you please confirm the basis on which volumes are allocated, outline any upfront requirements or actions needed from our side, and provide details of the committed volumes assigned to each siding?

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- iii. Clause 3.6 refers to Annexure O (Laws); however, the RFP document does not contain an annexure O, please share.
- iv. Please share the presentation shared during the briefing.
- v. Please share a list of infrastructure on the premises.

### **Answer**

- i. The extension of the RFPs advertised on 12 September 2025 was granted and published on the e-Portal and the extended closing date is 28 November 2025.**
- ii. Reference is made to Page 14 of the RFP: "2.4. It remains the lessee's responsibility to develop the facility and secure the requisite volumes..."**
- iii. Annexure O is not included in this round of RFPs (closing on 28 November 2025). (Refer to amended RFP 21 November 2025).**
- iv. The presentation has been shared via email.**
- v. The lease plan which forms part of the published documents provides an aerial representation of the siding, illustrating the layout and key infrastructure components. In addition, site visits are arranged to afford prospective bidders the opportunity to physically inspect the siding and obtain a comprehensive understanding of the facility.**

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