Transnet National Ports Authority

a division of

TRANSNET SOC LIMITED

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Briefing Note No. 05

13 October 2026

RFP REFERENCE NUMBER: TNPA/2025/10/0002/108333/RFP-REQUEST FOR PROPOSAL FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO FINANCE, OPERATE, MAINTAIN, REFURBISH, AND/OR CONSTRUCT AND TRANSFER A LIQUID BULK TERMINAL INCLUDING BUNKERING AND RELATED SERVICES FOR A TWENTY-FIVE (25) YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN LIQUID BULK PRECINCT.

TNPA, through this briefing note no. 5, wishes to share and advise bidders on the following:

1. Answers to questions that were raised after the briefing session.

Regards
Project Office

QUESTIONS & ANSWERS- REFERENCE NUMBER: TNPA/2025/10/0002/108333/RFP

No:	Clause number:	Topic:	Question(s):	Response(s):
1.	##	**Regulatory Aspects**	• Are tariff escalations indexed to inflation or energy costs?	**Terminal Operator Tariffs** • Terminal Handling Fees and/or Tariffs contemplated by a Terminal Operator ought to be based on their own independent assessment and what they deem to be an appropriate and commercially viable Terminal Pricing Strategy and/or methodology, and in compliance with any other Regulatory Body where applicable (NERSA). **TNPA Tariffs** • The Tariff contained in the TNPA Tariff Book is guided by the Tariff methodology, which is done on an annual basis through the tariff application process for review by the Ports Regulator South Africa in consultation with other Port Users and other stakeholders.
2.	##	**Commercial**	What annual throughput levels has the terminal performed over the last 5 years?	**Customers, Volumes and Storage data** • Annual throughput levels and/or performance of the terminal are commercially sensitive information of the incumbent terminal operator and any commercially sensitive information submitted by existing Terminal Operators 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 parties. Bidders are encouraged to conduct their own independent assessments of the Project as per clause 1.2.
3.	##	**Commercial**	• What does the throughput split look like on a per-customer basis?	**Customers, Volumes and Storage data** • 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 parties. Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
4.	##	**Operational**	• What is peak vs average throughput levels? •	• 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 parties. Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
5.	##	**II**	• What is the average turnaround time for vessels?	• Prospective Bidders should note that the average vessel turnaround time is influenced by several factors, including but not limited to cargo type, parcel size, vessel and terminal equipment capabilities such as pipes, manifolds and pump capacity. This performance indicator is among the key Terminal Operator Performance Standards (TOPS) measures that are discussed and agreed on between TNPA and the Terminal Operator as cited in SCHEDULE 12C: Key Performance Areas and SCHEDULE 12D: Terminal Operator's Performance Standards of the draft Terminal Operator Agreement (TOA). • Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP, aligned to their proposed aligned to the proposed Operating Model for the Terminal.

6.	##	**II**	• What is the jetty occupancy level for TB1 and TB2?	• The average Berth occupancy is 42% and 70% for TB1 and TB2, respectively.
7.	##	**II**	• What congestion is the terminal facing?	• In line with **clause 1.2** of the RFP, prospective bidders are required to make their own independent assessment and submit a Traffic Management Plan, which is aligned to the proposed Operating Model for the Terminal as per the requirements of **clause 64.4.2.3.** of the RFP.
8.	##	**II**	• What are the tank specifications, and which products can be handled?	• TNPA has assessed the condition of the structures on the Terminal, to capture the current state of the various assets making up the Terminal and has prepared the Condition Assessment Report in respect thereof, which is **Annexure G**. The Condition Assessment Report is made available to Bidders so that they can acquire an understanding of the Terminal's condition, including its infrastructure and equipment. • While this information is provided in good faith, TNPA accepts no liability for any omissions or deficiencies in the annexed Condition Assessment Report (Annexure G), or any loss or damage arising from or in connection with the use of the information contained therein. Bidders shall make the necessary allowances and preparations to verify and validate particular Terminal aspects as part of their Bid Response. • **Clause 2.24**. and **4.2.2.1**. of the RFP also provide a guide to the permissible cargo that can be handled at the terminal. However, Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
9.	##	**II**	• What is the availability of systems?	• This information is contained in **Annexure G** of the RFP (Condition Assessment Report), which was provided to enable Bidders to

				acquire an understanding of the Terminal's condition, including its infrastructure and equipment. • While this information is provided in good faith, TNPA accepts no liability for any omissions or deficiencies or any loss or damage arising from or in connection with the use of the information contained therein. Bidders shall make the necessary allowances and preparations to verify and validate particular Terminal aspects as part of their Bid Response.
10.			• What are the heating capabilities?	• The terminal is capable of handling temperature-controlled liquid bulk cargoes, including viscous products, through heated storage tanks, insulated and heat-traced pipelines, and steam or equivalent heating systems. These facilities enable efficient storage, pumping, transfer, and bunkering operations, subject to the specific heating requirements of individual products and tank configurations.
11.	##	**II**	• What are the mixing capabilities?	• Clause 2.24 and 4.2.2.2 of the RFP provide a guide to the permissible cargo that can be handled at the terminal. However, Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
12.	##	**II**	• What is the pipeline connectivity?	**Receiving Cargo (Tanker basin 1 & 2)** • There is a viaduct that runs from the Facility (JBS site) to Tanker Basins 1 & 2 (Liquid Bulk Loading Berths), which has capacity for the installation of pipelines to enable the flow of products to and from the Facility. • Both Tanker Basins 1 & 2 would require Flexible Hose connection points to enable the discharge of Cargo. **Providing Bunkers (Landing Wharf)** • The landing wharf is equipped with 8 [eight] bunker point/pits for the provision of bunkers to vessels. These are supplied through an underground pipeline from the facility (JBS Site) to the landing wharf tunnel.

				• Any future upgrades and/or enhancements to the underground pipelines will need to be replaced above ground as part of TNPA's phase-out plan, to ensure environmental compliance.
13.	##	**II**	o What products are permitted?	• Clause 2.24 and 4.2.2.2 of the RFP provide a guide to the permissible cargo that can be handled at the terminal. However, Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
14.	##	**Terminal Equipment**	• Clause 2.112 (RFP) Terminal Equipment. • The definition of Terminal Equipment seems to be inaccurate. Cargo tanks and pipelines are components of Terminal Equipment as movable equipment, not part of Terminal Infrastructure. • It is indicated as movable in the Valuation Report (Annex G). It also seems not to be aligned with RFP 4.2.3.7.	• Bidders are encouraged to note that the RFP recognises and makes a clear distinction with respect to what is defined as "Current Terminal Equipment" and "Current Terminal Infrastructure" in **clause 2.42** and **2.43**, as well as "Terminal Equipment" and "Terminal Infrastructure" in **clause 2.112** and **2.133**, respectively, in the RP. • Based on that distinction, **clause 4.2.3.8** clearly articulates the fact that the "Current Terminal Equipment" belongs to the Incumbent Terminal Operator, and the Incumbent Terminal Operator will determine, during the Transition Period, whether it will sell the "Current Terminal Equipment" to the Terminal Operator. • **Clause 4.2.3.4** accordingly provides that the Condition Assessment Report (Annexure G) is made available to enable Bidders to gain insight into the condition of the Terminal, including the "Current Terminal Infrastructure" and "Current Terminal Equipment". • Therefore, the definitions of "Terminal Equipment" and "Terminal Infrastructure" as cited in **clauses 2.112** and **2.113** are accurate and aligned to TNPA's perspective of what constitutes Terminal Equipment and Terminal Infrastructure in Liquid Bulk Terminal Concessions. These are definitions that will be contained in the TOA that is concluded with the Preferred Bidder.
15.	##	**Infrastructure Planning**	• Can TNPA confirm that the Terminal Infrastructure and Terminal Equipment on site are currently operational, apart from being	• TNPA has assessed the condition of the structures on the Terminal, to capture the current state of the various assets making up the Terminal and has prepared the Condition Assessment Report in

			provided voetstoots (RFP 4.2.3.3) as recorded in the Valuation Report (Annex G) under this RFP?	respect thereof, which is Annexure G. The Condition Assessment Report is made available to Bidders so that they can acquire an understanding of the Terminal's condition, including its infrastructure and equipment. While this information is provided in good faith, TNPA accepts no liability for any omissions or deficiencies in the annexed Condition Assessment Report (Annexure G), or any loss or damage arising from or in connection with the use of the information contained therein. Bidders shall make the necessary allowances and preparations to verify and validate aspects of the Terminal as part of their Bid Response.
16.	##	**Connectivity to berths**	• If any additional lines may be required, can TNPA confirm that the servitude can accommodate such lines?	• Currently, the connections to aboveground pipelines are diverted through an interconnection with the adjacent site (ballast site), which the Incumbent Operator operates. • However, there is a viaduct that runs from the terminal (JBS site) to Tanker Basins 1 & 2, which has capacity for the installation of pipelines to enable the flow of product to and from the terminal. • Both Tanker Basins 1 & 2 would require Flexible Hose connection points to enable the discharge of Cargo.
17.		**Transition Period & Potential need for Rehabilitation.**	• Clause 4.2.3.8 – 4.2.3.10 (RFP) • These inclusions in the RFP deal with Terminal Equipment and the process of purchase/transfer between the incumbent and incoming Operator (during which TNPA is not involved 4.2.3.9). • The inclusions, however, may be in a scenario where the incumbent Operator may decide not to sell the Equipment, whilst the incoming Operator then must purchase their own Equipment. • This will result in possible rehabilitation of the Terminal and most likely a period during which operations may not be possible.	• The provisions of Clause 8.1 of the RFP and the development of a Transition Schedule in consultation with the incoming Terminal Operator and, after consultation with the Incumbent Terminal Operator, will enable the facilitation of discussions and alignment on processes and activities set out in the Transition Schedule that are necessary to ensure seamless transfer of the Terminal from the Incumbent Terminal Operator to the incoming Terminal Operator in a manner that does not interrupt Operations at the Terminal and ensures security of supply.

			• Can TNPA please comment on this process and how this will be accommodated should any rehabilitation and possibly decommissioning of equipment be needed? • Clause 8.1.2 (RFP) • Please note our comments under question 4 above re removal of Terminal Equipment. Can TNPA confirm that any such impact on the operational capability of the Terminal will also be included	
18.	##	**Contamination assessment.**	• Clause 4.2.4 (RFP) Baseline Contamination Assessment • Can TNPA please share the most recent studies done? Can TNPA also make available the most recent terminal audit and/or incident reports?	• 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, if necessary. • Terminal audit and/or incident reports are commercially sensitive information submitted by the existing Terminal Operators and are subject to the stringent confidentiality provisions of the law, and such information cannot be shared with prospective bidders. •
19.	##	**Pipeline and Connectivity**	• Clause 6.1.6 – 6.1.8 (RFP) • These inclusions address connectivity to berths and load/discharge equipment at berth. • Noting the process to be followed, can TNPA confirm that the existing pipe wayleave/servitude can accommodate additional lines? • Can TNPA also confirm that there is pipe rack capacity to facilitate this?	**Receiving Cargo (Tanker basin 1 & 2)** • There is a viaduct that runs from the Facility (JBS site) to Tanker Basins 1 & 2 (Liquid Bulk Loading Berths), which has capacity for the installation of pipelines to enable the flow of product to and from the Facility. • Both Tanker Basins 1 & 2 would require Flexible Hose connection points to enable the discharge of Cargo. **Providing Bunkers (Landing Wharf)** • The landing wharf is equipped with 8 [eight] bunker pits for the provision of bunkers to vessels. These are supplied through an

				underground pipeline from the facility (JBS Site) to the landing wharf tunnel. • Any future upgrades and/or enhancements to the underground pipelines will need to be replaced above ground as part of TNPA's phase-out plan, to ensure environmental compliance.
20.	##	**Alternative Bid**	• Clause 10 (RFP) • The term of the TOA is indicated as 25 years, whilst this clause allows for a longer term under the alternative bid provision. • We noted the provision in RFP 20.4 re alternative bids, but can TNPA please indicate how these potential alternative bids will be assessed on a like-for-like comparison with the "standard" bids (we note 20.5), especially if the bid term(s) will be different?	• TNPA will only consider an Alternative Bid Response of the **"Preferred Bidder"**, following the completion of the evaluation of all Bid Responses (Standard bid responses) in accordance with this RFP. • The Alternative Bid Response of the Preferred Bidder will be evaluated in a similar manner to the Standard Bid Response, taking into consideration the merits of deviation from the RFP requirements that necessitated the Alternative Bid Response submission, which must demonstrate the critical elements contained in clause 20 of the RFP.
21.	##	**II**	• RFP 10.2 indicates that the possible longer period will be assessed based on the capital expenditure/investment proposed. • Can TNPA please comment on the practicality of this statement, seeing that if capital investment/expenditure may be increased over a longer term, that amount is also very dependent on the maintenance regime of the Operator. A more efficient Operator and a well-maintained Terminal negate the need for capital expenditure/investment.	• TNPA will only consider an Alternative Bid Response of the "Preferred Bidder", following the completion of the evaluation of all Bid Responses (Standard bid responses) in accordance with the provisions of the RFP. • The Alternative Bid Response of the Preferred Bidder will be evaluated in a similar manner to the Standard Bid Response, taking into consideration the merits of deviation from the RFP requirements that necessitated the Alternative Bid Response submission, which must demonstrate the critical elements contained in clause 20 of the RFP.

			• The criteria under RFP 20.2 are every bit as possible in line with the current standard bids compared to alternative bids. • These measures may not be the best approach to distinguish between bids.	
22.	##	**II**	Can TNPA also comment whether, if indeed any alternative bids are received which are not comparable with standard bids, that all bidders will be allowed to submit a BAFO?	• TNPA will only consider an Alternative Bid Response of the ***"Preferred Bidder"***, following the completion of the evaluation of all standard Bid Responses in accordance with the provisions of the RFP; your attention is drawn to clause 20 of the RFP. • TNPA reserves the right to request a BAFO only on the 3 highest-ranked bidders; please see clause 66.1.2.4. of the RFP.
23.	##	**Commercial**	• What percentage of revenue is under long-term contracts vs. spot business? • What is the (weighted) average remaining contract duration? • Are contracts Take or Pay, throughput-based, or storage-only? • What renewal rates have historically been achieved? • What annual throughput levels has the terminal performed over the last 5 years? • Which customers are currently up for renewal in the next 12–24 months? • What does the throughput split look like on a per-customer basis?	**Customers, Volumes and Storage data** • 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 parties. Therefore, Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
24.	##	**II**	• What is the peak vs average throughput levels?	• This would be influenced by several factors, including but not limited to cargo type, parcel size, vessel and terminal equipment capabilities such as pipes, manifolds and pump capacity. Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP, aligned to their

				proposed aligned to the proposed Operating Model for the Terminal.
25.	##	**II**	• Safety distance assessment for the tanks: please share the report.	• TNPA has assessed the condition of the structures on the Terminal, to capture the current state of the various assets making up the Terminal and has prepared the Condition Assessment Report in respect thereof, which is Annexure G. The required safety distance assessment report will not be shared by TNPA. • The Condition Assessment Report is made available to Bidders so that they can acquire an understanding of the Terminal's condition, including its infrastructure and equipment. While this information is provided in good faith, TNPA accepts no liability for any omissions or deficiencies or any loss or damage arising from or in connection with the use of the information contained therein. • Bidders are encouraged to make the necessary allowances and preparations to verify and validate aspects of the Terminal as part of their Bid Response.
26.		**NBD**	• What are the conditions and requirements for providing bunkering services?	• Clause 5.3 of the RFP advises Bidders to be fully conversant with all Regulations and Tariff methodologies relevant and applicable to the Project and the handling of Liquid Bulk Cargo, as the Preferred Bidder (Terminal Operator) will be required to comply with these Regulations and will accordingly be required to, on its own, obtain all the necessary consents. • The interested parties are required to apply for a bunkering license in line with Port Rule 148 (Port Rules issued in terms of section 80(2) of the National Ports Act No.12 of 2005). The application guidelines are available at www.transnetnationalportsauthority.net.
27.		**SHE**	• Please provide a copy of the Baseline Environmental Assessment report.	• 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. •
28.			• Does the facility include a MI licence? If so, what are the applicable terms and conditions?	• Clause 5.3 of the RFP advises Bidders to be fully conversant with all Regulations and Tariff methodologies relevant and applicable to the Project and the handling of Liquid Bulk Cargo, as the appointed Bidder (Terminal Operator) will be required to comply with these Regulations and will accordingly be required to, on its own, obtain all the necessary consents. Clause 31.4 further adds that each Bidder will be solely responsible for satisfying itself with respect to all the legal requirements for the issue of any relevant license and/or permits by the Responsible Authority in terms of the relevant legislation.
29.		**CRM/NBD**	• Who are the existing customers of the facility?	**Customers, Volumes and Storage data** • 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 parties. Therefore, Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP.
30.		**Infrastructure**	• Please share technical drawings, any API scans on tanks, pipes, and pump inspections.	• TNPA has assessed the condition of the structures on the Terminal, to capture the current state of the various assets making up the Terminal and has prepared the Condition Assessment Report in respect thereof, which is Annexure G and will not be sharing any technical drawings or API scans.

				• Bidders are encouraged to make necessary allowances and preparations to verify and validate particular aspects of the Terminal as part of their Bid Response.
31.		**SHE**	• Please share ground monitoring survey reports and environmental incident history.	• 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 if necessary.
32.		**Infrastructure**	• Please share the structural integrity surveys.	• These may only be shared with the Preferred Bidder.
33.			• Any plan for removing asbestos?	• Clause 4.2.3.3 indicates that the Terminal, including the Current Terminal Infrastructure, will be handed over to the Terminal Operator on a voetstoots basis, notwithstanding the provisions of the Condition Assessment Report. Therefore, Bidders must undertake their own independent assessment in determining the required scope of construction and refurbishment works that they deem necessary to ensure an operationally and regulatory compliant terminal based on their envisaged operation.
34.			• Please share the asset register that will remain with the bidder.	• The Condition Assessment Report (Annexure G) was made available to Bidders so that they can acquire an understanding of the Terminal's condition, including its infrastructure and Terminal equipment which belongs to the incumbent Terminal Operator. While this information is provided in good faith, TNPA accepts no liability for any omissions or deficiencies, or any loss or damage arising from or in connection with the use of the information contained therein. Bidders shall make the necessary

				allowances and preparations to verify and validate particular aspects of the Terminal as part of their Bid response.	