



TITLE: REQUEST FOR PROPOSAL

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REQUEST FOR PROPOSAL AUTHORIZATION SIGNATURES

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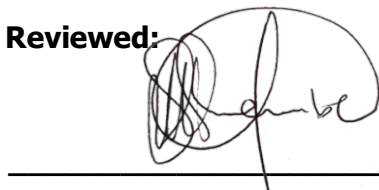


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Date: 05.11.2025

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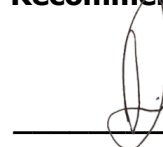


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INTERPRETATION AND TERMINOLOGY

Abbreviation	Meaning given to the abbreviation
AIA	Authorised Inspection Authority
BBBEE	Broad Based Black Economic Empowerment
QA	Quality Assurance
SES	Standard Environmental Specification
SHE	Safety, Health and Environment
SHEC	Safety, Health and Environment Co-ordinator
SIP	Site Induction Programme
SMP	Safety Management Plan
SSRC	Site Safety Review Committee
TPT	Transnet Port Terminal
KZN	Kwa-Zulu Natal
ECSA	Engineering Council of South Africa
RCB	Richards Bay
PPE	Personal Protective Equipment
OEM	Original Equipment Manufacturer
COF	Certificates of Fitness
TNPA	Transnet National Port Authority
TRCB	Transnet Richards Bay (TPT & TNPA)
Sqm	Square meter
DBT	Dry Bulk Terminal
MPT	Multi-Purpose Terminal
SOC	State Owned Company

Abbreviation	Meaning given to the abbreviation
EO	Environmental Officer
HAZOP	Hazard and Operability Study
HSSP	Health and Safety Surveillance Plan
HVAC	Heating Ventilation and Air Conditioning
IR	Industrial Relations
IRCC	Industrial Relations Co-ordinating Committee
JSA	Job Safety Analysis
CIRP	<i>Contractor's</i> Industrial Relations Practitioner
Native	Original electronic file format of documentation
NHBRC	National Home Builder Registration Council
PES	Project Environmental Specifications
PIRM	Project Industrial Relations Manager
PIRPMP	Project Industrial Relations Policy and Management Plan
PLA	Project Labour Agreements
PSIRM	Project Site Industrial Relations Manager
PSPM	Project Safety Program Manager
PSSM	Project Site Safety Manager
PrEng	Professional Engineer

**TRANSNET PORT TERMINALS RCB**

Enquiry Number:

Request for Proposal: Back of Port Coal Handling Solution for Transnet Port Terminals RCB

ProgEM	Programme Environmental Manager
ProjEM	Project Environmental Manager
QA	Quality Assurance
Reefer	Refrigerated unit
SANS	South African National Standards
SES	Standard Environmental Specification
SHE	Safety, Health and Environment
SHEC	Safety, Health and Environment Co-ordinator
SIP	Site Induction Programme
SMP	Safety Management Plan
SSRC	Site Safety Review Committee
CIDB	Construction Industry Development Board

1 REQUEST FOR PROPOSAL (RFP) OVERVIEW

1.1 Executive Overview

Transnet Port Terminals is a division of Transnet SOC Limited whose core business is to provide cargo handling to a wide spectrum of customers, including shipping lines, freight forwarders and cargo owners. Operations are divided into five major business segments, namely containers, bulk, break bulk, automotive and national port authority. All divisions operating under one umbrella, Richards Bay is one of Transnet Bulk and Break Bulk handling terminal divided into two namely, DBT and MPT.

The Richards Bay Port Terminal has experienced a significant increase in coal volumes over the last three years. This surge, primarily driven by the Russia-Ukraine conflict and subsequent sanctions on Russia, has led to increased demand for South African coal. Consequently, we are seeking innovative solutions from external providers to address the challenges brought about by this growth. This document provides an overview of the current situation and invites interested parties to submit their proposals on potential solutions.

1.2 Background

Over the past three years, the Richard's Bay Port Terminal has seen a sharp increase in coal volumes handled annually. The international price of coal surged from a historic low of USD 38.45 per ton in April 2020 to a peak of USD 439 per ton in September 2022 — an increase of approximately 456%. In response, the terminal's coal throughput rose from a design capacity of 4 million tons to 11 million tons per annum (MPT and DBT combined).

1.3 Negative Impact of Coal Volume Growth

1.3.1 Increased Number of Trucks

The increased coal volume has resulted in a high number of trucks transacting with the terminal. The terminal's road infrastructure and stormwater system, including sedimentation ponds, were not designed to handle this volume. Recent challenges include:

- Non-functional stormwater drainage systems.
- Contamination of soil from waste and cargo stored in unpaved and undesignated areas.
- Air pollution affecting employees and surrounding communities.
- Marine pollution, risking the TNPA's dredging license.

1.3.2 Shift from Design

Originally, the RCB Terminal, comprising two terminals in one, was designed for distinct purposes:

- The Dry Bulk Terminal (DBT) handled export bulk commodities (coal, chrome, magnetite, mineral sands, woodchips) and import bulk commodities (sulphur, alumina, Petcoke, etc.), with coal handled via a conveyor servitude from a Grindrod BOP established.
- The Multi-Purpose Terminal (MPT) handled non-bulk commodities (containers, granite, steel piles, etc.).

The terminal now primarily appears as a coal bulk terminal, deviating from its original design.

1.3.3 Unplanned Auxiliary Expenditure

While the terminal has generated significant revenue, it has also faced unplanned expenditures on interventions to address regulatory contraventions, including:

- Customized PPE (dust masks and rompers).
- Dust suppression equipment (dust nets and water tankers).
- Stormwater jetting equipment.
- Industrial cleaning equipment (sweepers and graders).
- Dust monitoring services.
- General cleaning contracts (additional 200 port workers dedicated to clearing).

2 DISCUSSION

2.1 Current Status

- 2.1.1 Current auxiliary services, while keeping authorities at bay, are not sustainable. A re-imagining of the port terminal is needed, introducing systemic and proactive solutions to ensure business continuity.
- 2.1.2 A high volume of coal currently in terminal stockpiles needs to be relocated to a back of port (BOP) site to follow a convenient, environment and cost-effective route into the port terminal for export operations, similar to existing conveyor solutions.

3 REQUEST OF PROPOSAL BACKGROUND

Transnet Port Terminals (TPT) seeks to establish a strategic partnership for the development and operation of a conveyor belt export solution outside the port precinct in Richards Bay. The facility should be up and running within 24 months. This initiative aims to facilitate the export of coal and future commodities through a low-touch, high-impact model that leverages private sector investment and operational expertise.

3.1 Scope Objectives

- 3.1.1 The objective of this RFP is to appoint a business partner to, design, finance, build, operate, and maintain a conveyor-based back-of-port solution.
- 3.1.2 The partner will connect to the Transnet conveyor infrastructure in line with 701 and or 702 route.
- 3.1.3 Transnet will provide strategic oversight, berth access, and infrastructure interface.

3.2 Scope of Services

- 3.2.1 The appointed partner will be expected to:
 - Have a Back-of-port facility and or suitable land.
 - Design and implement a compatible conveyor belt system from their premises to Transnet's connecting point within 24 months
 - Maintain and upgrade infrastructure as needed.
 - Manage logistics and scheduling of commodity flow in collaboration with Transnet planning department.
 - Ensure compliance with environmental, safety, and operational regulations.
 - Provide performance reporting and stakeholder engagement.

3.3 Infrastructure Interface

Transnet will make available specific conveyor routes and berths. The business partner may reconfigure or enhance existing infrastructure. Clear demarcation of ownership, access rights, and responsibilities will be established. The conditions of the interface are as follows:

- The back-of-port facility must be outside the terminal boundaries.
- It must be approximately within a 5km radius from the Port of Richards Bay.
- The premises must have access to rail or be in a position to invest in rail siding that can handle at least 50 wagon trains.
- Sufficient stockpile and handling facility that is at least 50 000 sqm for staking, and capable of achieving a minimum of two (2) million tons per annum export operation.
- The interface must be able to connect to H02 and, or H03 conveyor belts.
- Available berths for export operations are 701 & 702.
- The operation may need to utilise a multi-shiploader at these berths.
- The partner will be responsible for energy supply for the proposed solution.

3.4 Commercial Arrangement

The recommended structure is a long-term commercial Agreement. Alternatives such as a Memorandum of Understanding (MoU) leading to a formal contract will be considered. Bidders must propose a revenue-sharing model. Transnet's role will be encompassing strategic oversight, overall operation from connecting point to export, and maintenance of Transnet infrastructure.

3.5 Financial Viability and Energy Considerations

3.5.1 Bidders must provide a detailed financial model including:

- Proposed rate per ton for their handling, storage, and export up to the connecting point.
- Return on investment and profitability projections.

4 COMPLIANCE REQUIREMENTS

4.1 Mandatory Site Briefing Attendance

4.1.1 Interested parties must submit their proof of mandatory site briefing document, signed by Transnet specialist who will be facilitating the process.

4.2 Company Profile and Administrative Documents

- 4.2.1 Company profile reflecting similar operations and accompany organogram.
- 4.2.2 Company Registration Documents in a form of CSD, generated at least three (3) days before tender submission deadline date.
- 4.2.3 Tax Compliance, BB B EE certificate or sworn affidavit, and Joint venture agreement where applicable.

4.3 Experience

- 4.3.1 Experience in Bulk Cargo Handling Conveyor systems construction.
- 4.3.2 Experience in Bulk Cargo Handling Conveyor systems operations.
- 4.3.3 Experience in Bulk Cargo Handling Conveyor systems maintenance.

5 PROPOSAL SUBMISSION REQUIREMENTS

All parties are required to submit:

- Company Profile with CIPC, BB BEE, and CSD registration documents.
- Mandatory Site briefing Attendance certificate.
- Detailed technical proposal.
- Experience and Capacity
- Commercial and Financial viability model and investment plan.
- Security and Risk Management Plans
- Empowerment and sustainability strategy.
- Risk management and mitigation plan.

6 EVALUATION CRITERIA

Proposals will be evaluated based on the following weighted criteria:

Each criterion will be scored on a 1–5 scale, where:

- 1 = Poor / Non-compliant
- 2 = Fair / Limited
- 3 = Acceptable / Meets minimum
- 4 = Good / Above average
- 5 = Excellent / Fully aligned and innovative

6.1 Mandatory Attendance of Site Briefing (Eligibility Criteria)

Bidders must have attended and complied with all commercial and supply chain processes to meet the eligibility of attendance.

6.2 Technical Solution (35%)

Technical Solution evaluation will assess on:

- Conveyor throughput capacity
- Integration with Transnet infrastructure
- Multi-commodity adaptability
- Innovation and scalability
- Readiness of infrastructure

6.3 Commercial & Financial Viability (20%)

Commercial & Financial Viability evaluation will assess:

- Rate per ton (handling, storage, export)
- Annual commitment volumes (throughput)
- Financial viability or preliminary costs projections.

6.4 Experience & Capability (15%)

Experience and Capability evaluation will assess:

- Track record in bulk logistics (Company Profile)
- Team expertise (Technical, SHEQ and Operations)
- Client references (bulk operation)

6.5 Empowerment and Sustainability Strategy (20%)

Strategic fit and Innovation evaluation will assess:

- Scalability (Ability to handle more volumes)
- Innovation in operation.
- Local partnerships, and job creation

The threshold for these criteria is at least 80%.

7 SUBMISSION CONDITIONS

7.1 Deadline Date

- 7.1.1 All submissions must adhere to the terms and conditions of submission and deadlines.
- 7.1.2 RFP document will contain therein, the deadline and date for site briefing with the platform or location. Alternatively.
- 7.1.3 All submissions should be sent with accordance to the portal procedure in the TPT SCM tender portal.

8 ACCESS TO THE AFFECTED PROPERTY (ACCESS AND SITE INFORMATION)

8.1 Site access

Access to affected property shall be arranged by the project owner or SCM specialist as indicated at the point of intent. The site is at the Bulk Terminal in the Port of Richards Bay. Access to the site will be from the existing public and maintenance road networks whilst access to the Port of Richards Bay will be through the East or West Access Gates. For parties who are visiting the Port for the first time, East gate must be used for security check pre-processing and induction purposes. Access to the Port of Richards Bay will be subject to the TPT security requirements and regulations.

8.2 Site Information

Site Conditions: The groundwater table has been recorded at between 0.8 m and 1.5 m below ground level across the site during winter.

Altitude – sea level

Ambient temperature – 5 to 45 °C

Relative humidity – frequently 100%

Air Pollution – heavily saline and dust laden; industrial and locomotive fumes; ignitable dusts

General wind velocities – up to 60km/ h

Storm wind velocities – up to 180 km /

Climate data for Richards Bay based on monthly averages for the 30-year period: 1961- 1990 (SAW, 2005) 2

9 LIST OF REFERENCE SPECIFICATIONS

The below list of references are for the interested parties use in mechanizing and solution mining process.

Table 1: Reference Documents

Drawing/Document number	Revision	Title
6100P002	0	DBT Plant Layout
20/04/2011	10	Commodity Process Flow

10 PARTIES GENERAL RESPONSIBILITIES DURING SITE MEETING

10.1 Contractor's Responsibilities

10.1.1 Affected Property entry and security control, permits, and Affected Property regulations

10.1.1.1 The *interested parties must* comply with the Employer's Affected Property entry and security control, permits and Affected Property regulations.

10.1.1.2 The interested parties must ensure that any of his staff, labour and Equipment moving outside of his allocated Affected Property and Service Areas does not obstruct the operations of the Terminal. To this end, access routes are allocated and coordinated by the specialist in charge or the presiding officer.

10.1.1.3 All parties' staff and labour within port during site briefing must comply with Transnet Port Terminals operational safety requirements and are equipped with all necessary personnel protective equipment (PPE).

11 HEALTH AND SAFETY INFORMATION

All health and safety Acts, rules and regulations must be practiced with accordance to the latest revisions and editions for complete compliance.

11.1 Safety Requirements

11.1.1 Interested parties to comply with Health and Safety Acts and its regulations.

11.1.2 Refer to Occupational Health & Safety Act 85 of 1993 ("OHSA") for guidance.

11.1.3 Where applicable, service provider must have a safety file submitted to the safety department for assessment.

11.1.4 All parties' staff must be medically fit to be in Transnet premises for site briefing, as exposure to robust environment is possible.

11.1.5 Interested party to adhere to all environmental rules and regulations as contemplated in the health and Safety Act.