

MINUTES FOR THE NON-COMPULSORY MEETING FOR THE REQUEST FOR QUALIFICATION (RFQ) THERE AFTER THROUGH A SEPARATE REQUEST FOR PROPOSAL (RFP) PROCESS, FOR THE APPOINTMENT OF A PRIVATE SECTOR PARTNER IN THE RICHARDS BAY DRY BULK TERMINAL (RBDBT)

RFQ: TCC/2026/02/0001/113395/RFQ

1ST BRIEFING SESSION (11h00 CAT)

DATE: 26 MARCH 2026

SECTION A

ATTENDENCE REGISTER

Background Information:

A non-compulsory briefing was conducted via **Microsoft Teams** on the **26 March 2025**, option between two sessions at **11h00 (CAT)** Pretoria and **15h00 (CAT)** Pretoria.

Transnet Team:

1. Xolile Mthimunye	Transnet
2. Nhlanhla Caluza	Transnet
3. Ayanda Mkhize	Transnet
4. Ashley Haridas	Transnet
5. Olebogeng Marakalla	Transnet
6. Siphon Risiba	Transnet
7. Gugu Nxiweni	Transnet
8. Mondli Xaba	Transnet
9. Deirdre Strydom	Transnet
10. Aneesa Nassar	Transnet
11. Shamil Talip	Transnet
12. Johan Bouwer	Transnet

The service providers that attended the non-compulsory briefing for the 1st briefing session recorded in the Chat box.

1. Mjt Consulting Engineers
2. Luthendo Group
3. Strategic Partners Group (Pty) Ltd ("Spg")

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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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4. Adani Port
5. Mdz Fleet Solutions Pty Ltd
6. Intertoll Rail South Africa
7. Arai Investments
8. Steinweg Bridge
9. Et-X Projects (Pt) Ltd
10. Turner & Townsend
11. Metso Sa (Pty) Ltd
12. Hughes-Madondo Incorporated,
13. Cosa Holdings
14. South32
15. Access World
16. Conroy Africa
17. Unathisiyanda Logistics Services
18. Prism Investment Holdings (Pty) Ltd
19. The Swartkops Terminal
20. Nations Capital Projects (Pty) Ltd
21. Ed Platform
22. Investec Bank Limited
23. Arika Consulting
24. Gibb (Pty) Ltd
25. Roy Ramdaw And Assoicates Inc
26. Govender Attorneys
27. Rigem Rail
28. Sinohydro Coproration Limited
29. Leomat Construction ((Pty) Ltd
30. Nct Forestry
31. Agl Terminals
32. Banda Banda Energy Resources
33. Zululand
34. Cresco Group
35. Sinohydro Corporation Limited
36. Barberry Holdings
37. Bayede Port Services
38. Henry Fagan Consulting Engineers & Project Managers
39. Access World
40. Gibb (Pty) Ltd
41. Ditsilo Terminals Pty Ltd
42. Bidvest Freight (Pty) Ltd
43. Powerchina International Group Limited
44. Zutari (Pty) Ltd

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45. Agl Group
46. China Harbor Investment
47. Marsa Maroc
48. Chec
49. Grindrod Ltd
50. Solethu
51. Hatch Africa (Pty) Ltd
52. Mzansi Enterprise
53. Mafoko Group (Pty) Ltd
54. Dassult Systèmes (Delmia)
55. Standard Bank
56. Two Roads Group
57. Afri In Transit (Pty) Ltd
58. Barberry Holdings (Pty) Ltd
59. Ix Engineers
60. Reelin Group
61. Water And Wastewater Technology Southern Africa (Pty) Ltd
62. Channel Group
63. China Merchants Port
64. Newlyn Group
65. Saflog
66. Mendi Group
67. Bpmc Pty Ltd
68. Crystal Partners
69. Operation Seamaster Maritime & Logistics
70. Sivist
71. Saflog
72. Siyazi Technology (Pty) Ltd
73. Stefanutti Stocks
74. Fanosi Holdings
75. Bella Mont Energy
76. Bowmans
77. Africa FC
78. Rigem

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SECTION B

AGENDA

01	Introduction of Transnet team	All
02	Procurement Guidelines	Xolile Mthimunya
03	Background: About Transnet	Ashley Haridas
04	Background: About the Transaction	Shamil Talip
05	Capacity	Shamil Talip
06	Transaction Structure	Shamil Talip
07	External Partner Selection Plan	Shamil Talip
08	Call to Action	Xolile Mthimunya
09	Question and Answer	All

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PRESENTATION

1. Guideline for the session.
2. Tender Advertisement: The tender was advertised on the National Treasury Portal www.etenders.gov.za and on the Transnet website <https://transnetetenders.azurewebsites.net>
3. The RFQ closing date and time is on 31 August 2026 at 16h00 CAT (Pretoria).
4. Notice to bidders: Please refer to "RFQ, Section 2 paragraph 3 and 4" for instructions on the RFQ submission.
5. **Overview and Purpose** of the RFQ Briefing Session: Xolile and the Transnet team introduced the session, outlining its purpose to brief private sector partners on the Richards Bay Dry Bulk Terminal (RBDBT) PSP project and the associated RFQ process, with key team members including Shamil, Ashley, Gugu, Deirdre, Johan, Olebogeng, Aneesa, and Siphon providing introductions and context.
 - a. **Session Purpose and Structure:** Briefing session Chairperson explained that the session aimed to inform interested private sector partners about the TCC/2026/02/0001/113395 RFQ for appointing a private sector partner in the Richards Bay Dry Bulk Terminal, emphasizing the importance of the session for bidders and the non-compulsory nature of the briefing.
 - b. **Team Introductions**
 - c. **Rules of Engagement:** Briefing session Chairperson outlined the session's rules, including muting microphones, turning off cameras, submitting questions via chat, and the recording of the session, with all attendee information to be recorded and questions to be addressed either during the session or via formal clarification responses.
 - d. **Communication and Attendance:** Attendees were instructed to provide their business and contact details in the chat, remain for the full session, and direct all post-session communication to the PSP mailbox, with all questions and responses to be published on the e-tender and National Treasury portals.
6. **Procurement Process and RFQ Submission Requirements:** Xolile detailed the three-step procurement process for the RFQ, including administrative and substantive responsiveness tests and due diligence, and provided instructions on submission deadlines, document requirements, and communication protocols for bidders.

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- a. **Procurement Steps:** The procurement process consists of three steps: Step 1 is the test for administrative responsiveness (timely submission, completeness, and validity of documents); Step 2 is the test for substantive responsiveness (assessment of financial and technical capacity); Step 3 is verification and due diligence of claims made by bidders.
- b. **Submission Guidelines:** Bidders must submit their electronic bids by 31 August 2026, 16:00 CAT, with recommendations to submit at least a day early to avoid technical issues, and are allowed multiple uploads of up to 30 MB each; all required returnable documents must be included as per RFQ Section 5.
- c. **Clarification and Communication:** Questions not answered during the session will be addressed in formal clarifications published weekly on the e-tender and National Treasury portals, and all post-briefing communication must be directed to the specified PSP email address.

7. **Transnet and Richards Bay Dry Bulk Terminal Project Background:** Transnet team provided an overview of Transnet’s mandate, organizational structure, and the strategic context for the Richards Bay Dry Bulk Terminal project, highlighting the port’s significance, current operations, and the rationale for private sector participation.

- a. **Transnet’s Mandate and Structure:** Transnet team described Transnet as a state-owned entity responsible for South Africa’s rail, ports, and pipelines, with a mandate to lower business costs, drive economic growth, and ensure supply security, operating through seven divisions including port terminals and the National Ports Authority.
- b. **Richards Bay Port Overview:** Transnet team explained that Richards Bay is the largest dry bulk port in Africa, with four major terminals, including the Dry Bulk Terminal (RBDBT), which is the focus of the RFQ; the port handles significant volumes of coal, chrome, and magnetite, with a unique deep access channel for large vessels.
- c. **Terminal Operations and Capacity:** The RBDBT is semi-automated, with six berths for imports and exports, and is clustered for efficient operations; historical export volumes have ranged from 14 to 18 million tonnes, primarily chrome and magnetite, with imports around 3 million tonnes.
- d. **Strategic Objectives and Growth Plans:** The project aims to increase export capacity to 26.9 million tonnes per annum, driven by anticipated growth in chrome and magnetite exports, with plans to convert import berths to export use and encourage private sector innovation and investment.

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8. **Transaction Structure and Private Sector Participation:** Transnet team outlined the proposed transaction structure, where Transnet Port Terminals (TPT) will hold a majority share in a new SPV, with the private partner holding the remainder and having management control, and described the timeline and process for RFQ and RFP stages.
- a. **SPV Structure and Shareholding:** The transaction involves TPT subcontracting operations to a Special Purpose Vehicle (SPV), with TPT holding 51% and the private partner 49%; the SPV will operate as a stand-alone entity, responsible for revenue collection, capital investment, and terminal operations.
 - b. **Management Control and Governance:** Despite TPT's majority shareholding, the private partner will have management control over operations, with governance arrangements to ensure autonomy and a mixed board structure; details on procurement and operational autonomy will be clarified at the RFP stage.
 - c. **Procurement Timeline:** The RFQ was issued in February 2026 and closes in August 2026, with evaluation and shortlisting expected by October, RFP issuance in November, and final selection by June 2027.
9. **RFQ Evaluation Criteria and Submission Requirements:** Transnet team provided a detailed explanation of the RFQ evaluation criteria, including financial strength, technical capability, human resource management, and corporate social investment, specifying the required evidence and documentation for each criterion.
- a. **Financial Strength and Capability:** Bidders must demonstrate project finance experience with at least one transaction of R1 billion equity and R4 billion total financing in the last ten years, provide audited financial statements showing R400 million annual revenue for three years, and submit a letter of interest or proof of capital availability for R5.2 billion.
 - b. **Technical Capacity and Experience:** Applicants must show operational experience as a terminal operator handling at least 10 million tonnes per annum for five years, or as a miner with a consortium partner meeting the same operational criteria, supported by relevant licenses and performance reports.
 - c. **Human Resource and Organizational Capability:** Bidders must have managed an organization with over 100 employees at a single site for three consecutive years, evidenced by a signed form and auditor's certificate.

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- d. **Corporate Social Investment (CSI) Requirements:** Applicants must demonstrate successful implementation of at least two CSI or community upliftment projects of R10 million each in the last five years, with supporting auditor certificates, and submit a signed commitment letter to undertake future CSI initiatives if selected.

10. Consortium Rules and Changes Post-RFQ Submission: Transnet team clarified the rules regarding consortium composition, stating that the lead member and any member relied upon for qualification cannot be changed after RFQ submission except in exceptional circumstances with Transnet's approval.

- a. **Consortium Composition Restrictions:** The composition of the consortium at RFQ submission is binding for qualification; the lead member and any member whose credentials were used for qualification cannot be changed or removed, except with prior written approval from Transnet in exceptional cases.

11. Q&A: Project-Specific Clarifications and Stakeholder Concerns:

Transnet representatives, addressed questions from attendees on topics such as coal export outlook, shareholding and management control, investment responsibilities, evaluation thresholds, CSI requirements, market assumptions, SMME inclusion, conflict of interest, asset condition assessment, and local community opportunities.

- a. **Coal Export Outlook and Terminal Focus:** In response to questions, Transnet team explained that while coal exports are expected to decrease at the dry bulk terminal, they will continue at other terminals, with the focus shifting to chrome and magnetite due to market demand and industry forecasts.
- b. **Shareholding, Management Control, and Governance:** Transnet team clarified that although TPT will hold a majority share in the SPV, the private partner will have management control, with governance structures ensuring operational autonomy and board representation for both parties.
- c. **Investment Responsibilities and CapEx:** Transnet team explained that the SPV will be responsible for financing terminal improvements, with Transnet contributing existing assets as equity in kind and the private partner will contribute equity for buy-in into the SPV; private partners are encouraged

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- to propose innovative solutions, and related investments outside the terminal (e.g., rail) are managed by other entities.
- d. **Evaluation Thresholds and Aggregation:** Transnet team clarified that evaluation criteria for financial and operational experience require demonstration at the single asset or project level, not aggregation across multiple assets, and that CSI initiatives do not need to be port related.
 - e. **Market Assumptions and Demand Forecasts:** Transnet team provided details on market demand forecasts for chrome and magnetite, referencing industry responses to a prior RFI and explaining that the business case is based on independent transaction advisor analysis and industry input.
 - f. **SMME Inclusion and Transformation:** Transnet team addressed questions on SMME participation, stating that detailed requirements for inclusion, transformation, and monitoring will be specified at the RFP stage, with expectations for meaningful participation and compliance with South African legislation.
 - g. **Conflict of Interest in Consortiums:** Transnet team explained that access principles and contractual agreements will ensure fair access for all users and prevent conflicts of interest when miners participate in consortiums with terminal operators.
 - h. **Asset Condition Assessment:** Transnet team confirmed that independent asset condition assessments will not be conducted by Transnet prior to RFP, but shortlisted bidders will have the opportunity to assess the terminal during the RFP stage.
 - i. **Local Community Opportunities and CSI:** Transnet team emphasized that local community opportunities, skills development, and CSI initiatives are integral to the project, with explicit targets and monitoring mechanisms to be included in commercial contracts.
 - j. **Rail Infrastructure and Upstream Supply:** Transnet team explained that the rail infrastructure master plan are managed by the Department of Transport, with projects to support increased throughput will result from it. There is a plan to increase rail to 250m tons by 2030 and beyond

Transnet provided information on major mining customers and operational differences between MPT and DBT terminals in the meeting as well.

- k. **Cultural Awareness and International Participation:** Transnet team acknowledged the suggestion for cultural and public procurement policy training for international partners, noting it as a potential opportunity for future implementation.

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Follow-up tasks:

- **Clarification Responses to Unanswered Questions:** Publish formal written responses to questions raised during the briefing session, including those regarding the Preferential Procurement Policy Framework Act applicability, throughput aggregation, and other governance-related criteria, on the E tender and National Treasury platforms. (Transnet team)
- **Clarification of RFP Selection Criteria:** Provide detailed information on the RFP selection criteria once the RFP document is finalized and issued, addressing questions raised by potential bidders. – (To be addressed in the RFP stage)
- **Condition Assessment Access for RFP Bidders:** Arrange a window of opportunity during the RFP stage for shortlisted bidders to conduct asset condition assessments of the terminal and equipment, ensuring meaningful access and avoiding multiple independent assessments. (To be addressed in the RFP stage)
- **Clarification on Throughput Aggregation Criteria:** Confirm whether throughput requirements for operational responsiveness can be met through aggregation across multiple terminals or must be demonstrated at a single terminal, and communicate the official response to bidders. (see Point 11d above)
- **Clarification on Preferential Procurement Policy Framework Act Applicability:** Consult governance processes and publish a formal response regarding the applicability of the Preferential Procurement Policy Framework Act #5 of 2000 to the RFP qualification stage.

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- **Transnet teams response:** As this is the Request For Qualifications (RFQ) stage, the PPPFA will not be applicable for this submission. As such any reference to the PPPFA has been excluded from the evaluation of this RFQ. Transnet will consider the PPPFA and any other relevant public procurement legislation in the RFP stage of the tender.
- **Clarification on Consortium Member Experience Requirements:** Clarify whether consortium members' experience and credentials can be aggregated or must be demonstrated individually for RFQ qualification, and communicate the official response to bidders.

Transnet response: (similar to Point 11d, for purposes of RFQ qualification, consortium members' experience and credentials may not be aggregated to meet the minimum qualification thresholds. Each qualifying criterion must be demonstrated by the specific consortium member whose experience is being relied upon. For example, respondents will not be permitted to aggregate revenues from multiple terminals operated by different consortium members in order to meet the R400 million revenue threshold, as this could materially inflate the qualifying metric)

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