

TRANSNET



REINVENT  
FOR GROWTH

# REQUEST FOR PROPOSAL PEH/03/2026 PORT OF PORT ELIZABETH

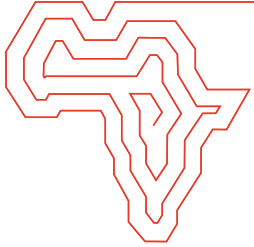
Non-Compulsory Briefing Session

20 March 2026

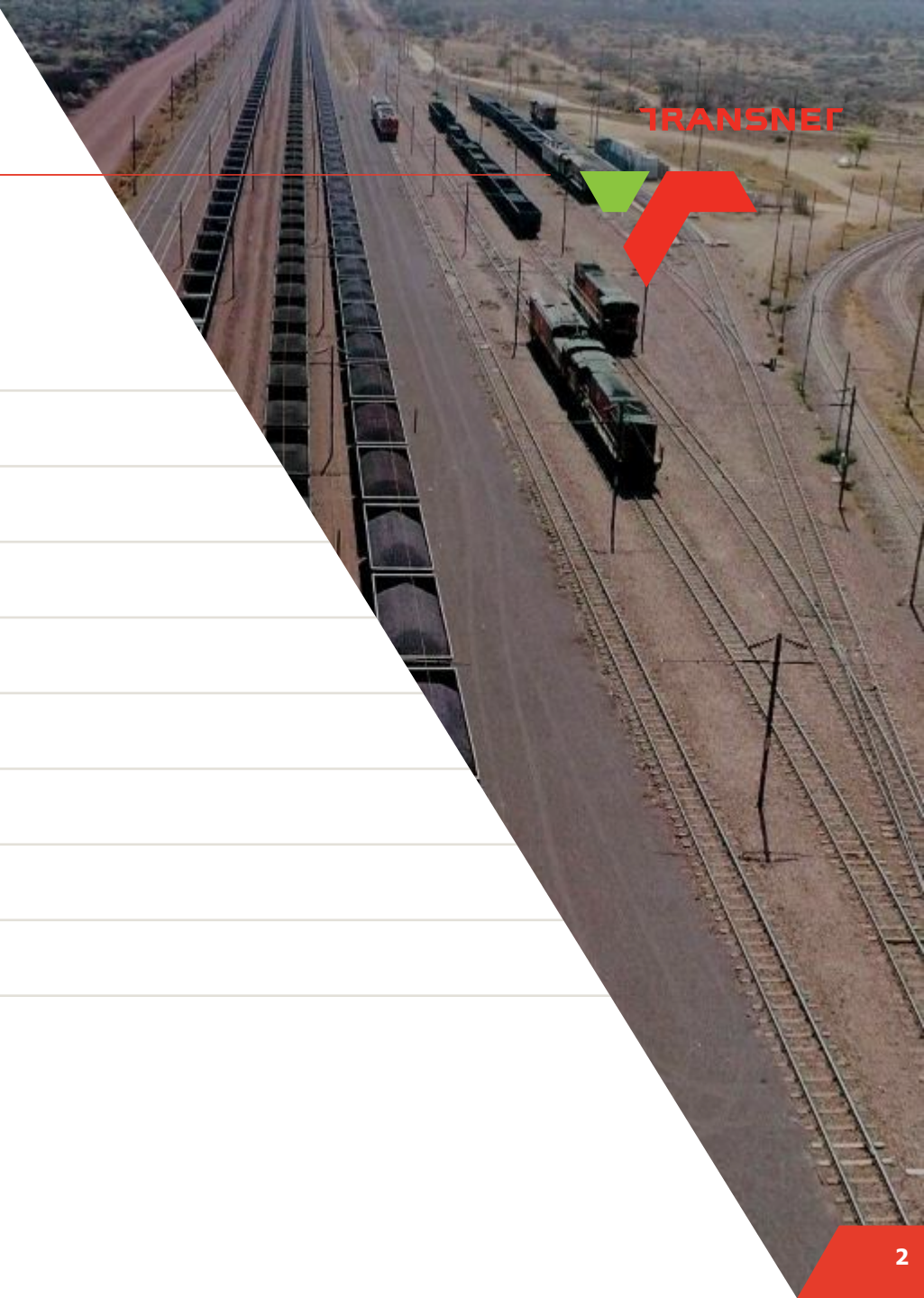


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## REQUEST FOR PROPOSAL PEH/10/2025 – BRIEFING SESSION



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# TIMELINES



| ACTIVITY                        | DATE                  |
|---------------------------------|-----------------------|
| Tender Advertisement            | 13 March 2026         |
| Non-Compulsory Briefing Session | 20 March 2026 @ 11h00 |
| Query Closing Date              | 10 April 2026         |
| Tender Closing Date             | 17 April 2026 @ 12h00 |

**Transnet Tender Portal :** <https://transnetetenders.azurewebsites.net>

**Communication:** [popeleaseapplications@transnet.net](mailto:popeleaseapplications@transnet.net)

# PROHIBITION OF COMMUNICATION WITH BIDDERS



| ❌ PROHIBITED COMMUNICATION                        | ✅ APPROVED PROCESS                               |
|---------------------------------------------------|--------------------------------------------------|
| ○ WhatsApp messages with bidders                  | ✓ All queries via <b>official RFP channel</b>    |
| ○ Direct emails to/from bidders                   | ✓ Centralised communication only                 |
| ○ Phone calls or virtual meetings                 | ✓ Responses issued to <b>all bidders equally</b> |
| ○ Social media or informal discussions            | ✓ Maintain full audit trail of communication     |
| ○ Providing clarification outside the RFP process | ✓ Report unsolicited contact immediately         |

## ⚠️ IMPORTANT

1. Any communication outside the formal process compromises **fairness and transparency**
2. Unsolicited contact (WhatsApp, email, calls) must be **reported to SCM immediately**
3. Non-compliance may result in:
  - **Bidder disqualification**
  - **Disciplinary action**



# TNPA RESERVATIONS AND DISCLAIMERS

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# TNPA RESERVATIONS AND DISCLAIMERS

## PROCESS CONTROL



- May modify RFP / request re-submissions
- May cancel bid process
- May award partially or split awards
- May award to next-ranked bidder

## COMPLIANCE REQUIREMENTS



- Mandatory **CSD registration**
- Must be **tax compliant**
- TNPA may **validate information**
- False info → **cancellation / blacklisting**

## BID RULES



- No changes to rental after closing
- Bidders bear own costs
- Evaluated via internal governance

## KEY TIMELINES



- 120-day validity
- 7-day cooling-off period
- Lease signed within 5 days



# RETURNABLE DOCUMENTS

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# RETURNABLE DOCUMENTS

| MANDATORY                                                                                                                | OTHER RETURNABLE                                                                                                                                                                                                                | ESSENTIAL (DUE DILIGENCE)                                                                                                                                                                                                                                                                                          |
|--------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  If not submitted → <b>DISQUALIFIED</b> |  If not submitted → No points awarded                                                                                                          |  May be requested by TNPA                                                                                                                                                                                                       |
| 1. Rental Offer                                                                                                          | 1. B-BBEE Certificate/ Sworn Affidavit or required proof to claim specific goals<br>2. Capital Expenditure Plan<br>3. Maintenance Plan<br>4. Company Profile<br>5. Business Plan<br>6. Reference Letters<br>7. Bank Rating Code | 1. SBD 1 Form<br>2. Bidder's Disclosure<br>3. Company Resolution<br>4. Tax Compliance Pin<br>5. National Development Plan<br>6. Environmental Management Plan<br>7. JV Agreements (where applicable)<br>8. Letter of Good Standing<br>9. Traffic Management Plan<br>10. Financial Statements/ Projected Cash Flows |



# EVALUATION CRITERIA

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# RFP DOCUMENT

## Section 1 - 2

### General Requirements, Rules and Provisions

1. SBD 1 Form
  - a. Bidders Information
  - b. Tax Compliance Pin
  - c. CSD Registration Information
2. Terms and Conditions of Bidding
  - a. Instructions
  - b. Disclaimers
  - c. Legal Review
  - d. CSD Requirements
  - e. Tax Compliance

## Section 3 -4

### Scope, Evaluation and Pricing

1. Details of Property
2. Evaluation Methodology
  - a. Step 1
  - b. Step 2
  - c. Step 3
  - d. Step 4
  - e. Step 5
  - f. Step 6
  - g. Step 7
3. Pricing – Rental Offer
  - a. Rate per square meter
  - b. Monthly rental excluding and including VAT
  - c. Escalation %
  - d. 5-year rentals excluding and including VAT

## Section 5

### Returnable Documents

1. Mandatory Returnable Documents
2. Other Returnable Documents
3. Essential Returnable Document

## Section 6-12

Documents to be completed by the Bidder which include:

1. Proposal Form
2. Certificate of Acquaintance to RFP, Lease Agreement and Other documents
3. RFP declaration
4. RFP clarification Request
5. Specific Goals Claim Form
6. National Development Plan
7. POPIA



# STAGES OF EVALUATION

| STAGE 1                                                                                                                                                                                                                 |                                                                                                                                              | STAGE 2                                                                                                                                                                  | STAGE 3                                                                                                                   |                                                                                                                                                                              |                                                                                                                                                                |                                                                                                            |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| Step 1                                                                                                                                                                                                                  | Step 2                                                                                                                                       | Step 3                                                                                                                                                                   | Step 4                                                                                                                    | Step 5                                                                                                                                                                       | Step 6                                                                                                                                                         | Step 7                                                                                                     |
| <b>Administrative</b><br><br>1. Bid on time<br>2. Mandatory Returnable Documents<br>3. Validity of returnable documents for scoring<br>4. Signed by relevant personnel<br><br><b>*must comply to progress to Step 2</b> | <b>Substantive Responsive</b><br><br>1. Priced rental submitted and signed off as required.<br><br><b>*must comply to progress to Step 3</b> | <b>Minimum Thresholds</b><br><br>1. Experience and Track Record<br>2. Business Plan/ Technical Proposal<br><br><b>*must meet minimum 66.67/100 to progress to Step 4</b> | <b>Weighted scoring out of 100</b><br><br>1. Price (80/90)<br>2. Specific Goals (20/10)<br><br><b>*bidders are ranked</b> | <b>Post Bid negotiation</b><br><br>1. Bidders ranked 2 <sup>nd</sup> and 3 <sup>rd</sup> may be negotiated with<br>2. Recommendation to LSEC<br>3. Negotiation (if required) | <b>Selection of the Bidder</b><br><br>1. Final recommendation<br>2. RLT approval<br><br><b>*application of objective criteria and recommendation for lease</b> | <b>Award</b><br><br>1. Award Letters<br>2. Reject Letters<br>3. 7 day cooling off<br>4. Signature of lease |



# FUNCTIONAL EVALUATION

| CRITERIA                                     | WEIGHTING  | PROOF TO BE PROVIDED                 | POINTS    | MINIMUM REQUIREMENT |              |
|----------------------------------------------|------------|--------------------------------------|-----------|---------------------|--------------|
| Previous Experience                          | 25         | Company Profile<br>Reference Letters | 6         | 4                   |              |
| Track Record                                 | 15         | Bank Rating not older than 3 months  | 3         | 2                   |              |
| Alignment to Port Development Framework Plan | 10         | Business Plan                        | 3         | 2                   |              |
| Market Analysis                              | 10         | Business Plan                        | 3         | 2                   |              |
| Operations Add Value to Port                 | 10         | Business Plan                        | 3         | 2                   |              |
| Capital Expenditure/ Refurbishment Plans     | 10         | Business Plan                        | 3         | 2                   |              |
| Maintenance Plans                            | 10         | Business Plan                        | 3         | 2                   |              |
| Viability of Revenue and Cash Flow           | 10         | Business Plan                        | 3         | 2                   |              |
|                                              | <b>100</b> |                                      | <b>27</b> | <b>18</b>           | <b>66.67</b> |



# FUNCTIONAL EVALUATION - GUIDELINES

## CAPEX & MAINTENANCE METHODOLOGY

- Must align **schedule with methodology**
- Use **Gantt / activity sequencing**
- Detail to **Level 3 activities**
- Clear execution flow required

### **Scoring:**

- Concise → full detail + sequencing
- Good → detailed but less optimised
- Average → high-level only

## FINANCIAL VIABILITY

- Assumptions must be **clearly justified**
- Cashflow must be **credible and supported**
- Negative cashflow → **mitigation required**

## JOINT VENTURE (JV) REQUIREMENTS

- Bid must be in **JV name (not individual)**
- **Signed JV agreement** required
- % split + roles must be defined
- Evaluated on **single B-BBEE scorecard**
- All parties must be **CSD & tax compliant**

## BENEFICIAL OCCUPATION

- Must be **fully motivated in Business Plan**
- Subject to **TNPA approval**
- Bidder carries **all holding costs**

# PRICE EVALUATION



## GUIDELINES

### Price Evaluation Formula

TNPA will apply one of the following formulae based on the applicable score weight (80 or 90):

#### 80-Point Scale

$$PS = 90 \times (1 + (Pt - P_{max}) / P_{max})$$

#### 90-Point Scale

$$PS = 90 \times (1 + (Pt - P_{max}) / P_{max})$$

#### Where:

**PS** = Points scored for the bid under consideration

**Pt** = Price of the bid under consideration

**Pmax** = Price of the highest acceptable bid

## SPECIFIC GOALS

| Selected Specific Goal                              | Number of points allocated<br>(80/20) | Number of points allocated<br>(90/10) |
|-----------------------------------------------------|---------------------------------------|---------------------------------------|
| B-BBEE Level of contributor – Level 1 & 2           | 10                                    | 5                                     |
| +50% Black Youth Owned Entities                     | 5                                     | 2                                     |
| + 30% Black Women Owned entities                    | 3                                     | 2                                     |
| +50% Entities Owned by People with Disability (PWD) | 2                                     | 1                                     |
| Non-Compliant and/or B-BBEE Level 3-8 contributors  | 0                                     | 0                                     |

**\*Bidders can score points in 1 or more areas of the specific goals**



# EXAMPLES

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## Arrow Company Profile

Arrow is a global provider of products, services, and solutions to industrial and commercial users of electronic components and enterprise computing solutions, with 2012 sales of \$20.4 billion. Arrow serves as a supply channel partner for over 100,000 original equipment manufacturers, contract manufacturers, and commercial customers through a global network of more than 470 locations in 55 countries. A Fortune 150 company with 16,500 employees worldwide, Arrow brings the technology solutions of its suppliers to a breadth of markets, including industrial equipment, information systems, automotive and transportation, aerospace and defense, medical and life sciences, telecommunications and consumer electronics, and helps customers introduce innovative products, reduce their time to market, and enhance their overall competitiveness.

### FAST FACTS

- >> Ticker Symbol: ARW (NYSE)
- >> 2012 Sales: \$20.4 billion
  - Global Components: \$13.4 billion
  - Global Enterprise Computing Solutions: \$7 billion
- >> 2012 Net Income: \$506.3 million
- >> 2012 Operating Income: \$804.1 million
- >> 2012 EPS: \$4.56
- >> Locations: more than 470 worldwide
- >> Fortune 500 Ranking: 141
- >> Employees Worldwide: 16,500
- >> Customers Worldwide: 100,000
- >> Industry: Electronic Components and Computer Products Distribution
- >> Founded: 1935
- >> Incorporated: 1946
- >> Public: 1961
- >> Website: www.arrow.com

### Executive Officers

- Michael J. Long  
Chairman, President and Chief Executive Officer
- Paul J. Reilly  
Executive Vice President, Finance and Operations, and Chief Financial Officer
- Peter S. Brown  
Senior Vice President, General Counsel and Secretary
- Andrew S. Bryant  
President, Global Enterprise Computing Solutions
- Vincent P. Melvin  
Vice President and Chief Information Officer
- M. Catherine Morris  
Senior Vice President and Chief Strategy Officer
- Eric J. Schuck  
President, Global Components
- Gretchen K. Zech  
Senior Vice President, Global Human Resources

2012 Sales by Geographic Region  
2012 Sales by Geographic Region



## Company Profile

## BUSINESS REFERENCE LETTER

[Your Name]  
[Your Title/Position]  
[Your Company Name]  
[Company Address]  
[City, State, ZIP Code]  
[Email Address]  
[Phone Number]  
[Date]

[Recipient's Name]  
[Recipient's Position/Title]  
[Company Name]  
[Company Address]  
[City, State, ZIP Code]

Subject: Business Reference for [Company/Individual Name]

Dear [Recipient's Name],

I am writing this letter to provide a strong business reference for [Company/Individual Name]. Having had the opportunity to work closely with [Company/Individual Name], I can attest to their exceptional professionalism, quality of work, and commitment to excellence.

[Company/Individual Name] has consistently demonstrated their expertise and dedication in their respective field. Their attention to detail and ability to deliver high-quality results are commendable. They possess in-depth knowledge and skills that are evident in the successful completion of projects and their contributions to our business.

Furthermore, I have been impressed by [Company/Individual Name]'s strong work ethic and reliability. They consistently meet deadlines and exhibit a proactive approach in tackling challenges. Their excellent communication skills and ability to collaborate effectively with clients and team members have contributed significantly to the success of our joint projects.

I highly recommend [Company/Individual Name] for any business endeavors or partnerships. Their professionalism, integrity, and commitment to delivering exceptional results make them a valuable asset to any organization or project.

Should you require any additional information or have any specific questions regarding [Company/Individual Name], please do not hesitate to reach out to me. I am more than willing to provide further insights or elaborate on their qualifications.

Thank you for your attention to this reference. I have full confidence in [Company/Individual Name]'s abilities and potential for success.

Sincerely,

[Your Name]  
[Your Title/Position]  
[Your Company Name]

www.typecalendar.com

## Reference Letters





Dear Valued Customer

Date Issued: 17-Jun-2025

FNB Refence Number: [REDACTED]

RE: BANK CODE REQUEST

1. We confirm, subject to the terms and conditions stated below, that ("the Account Holder") holds the following account with First National Bank, a division of FirstRand Bank Limited ("FNB"):

|                  |                                                  |
|------------------|--------------------------------------------------|
| Account Name     | [REDACTED]                                       |
| Account Number   | [REDACTED]                                       |
| Account Type     | BUSINESS ACCOUNT                                 |
| Amount and Terms | R10 000.00 PER MONTH FOR 5 YEARS                 |
| Bank code        | C Good for amount if strictly in way of business |

Bank Code

| RATIO                   | FORMULA                                            | INTERPRETATION                                                                                            |
|-------------------------|----------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| Gross Margin Ratio      | $\frac{\text{Gross Profit}}{\text{Net Sales}}$     | Measures Gross Profitability and Pricing Strategy Effectiveness by Considering Sales Revenue and COGS     |
| Operating Margin Ratio  | $\frac{\text{Operating Income}}{\text{Net Sales}}$ | Provides Insights Into Operational Efficiency and Profitability by Considering Sales Revenue and Expenses |
| Net Profit Margin Ratio | $\frac{\text{Net Income}}{\text{Net Sales}}$       | Reveals Overall Profitability and Financial Performance by Considering Sales Revenue and Net Profit       |
| Return on Assets (ROA)  | $\frac{\text{Net Income}}{\text{Total Assets}}$    | Measures Management's Effectiveness in Utilizing Assets to Generate Profit                                |
| Return on Equity (ROE)  | $\frac{\text{Net Income}}{\text{Total Equity}}$    | Indicates the Company's Ability to Generate Returns for Investors by Relating Profitability to Equity     |

Financial Ratios



## Market Segmentation



### Geographics

Country  
City  
Density  
Language  
Climate  
Area  
Population



### Demographics

Age  
Gender  
Income  
Education  
Social Status  
Family  
Life Stage  
Occupation



### Psychographics

Lifestyle  
AIO: Activity,  
Interest, Opinion  
Concerns  
Personality  
Values  
Attitudes



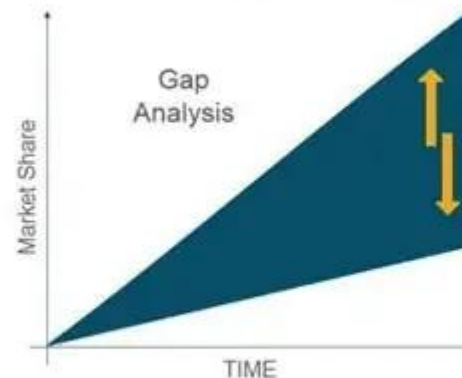
### Behavioral

Benefits Sought  
Purchase  
Usage  
Intent  
Occasion  
Buyer Stage  
User Status  
Life Cycle Stage  
Engagement



Source: Jordie van Rijn - Emailmonday

## Market Gap Analysis



- Product
- Price
- Place
- Promotion
- People
- Process
- Physical Environment

This slide is 100% editable. Adapt it to your needs and capture your audience's attention.

## Gap Analysis

## SWOT ANALYSIS EXAMPLE

### STRENGTHS

- Unique taste
- Quality ingredients
- Friendly staff

### WEAKNESSES

- Low profits
- No business website
- Competition has more offerings

### OPPORTUNITIES

- Market boom
- Could expand to add pastries
- Can implement loyalty program

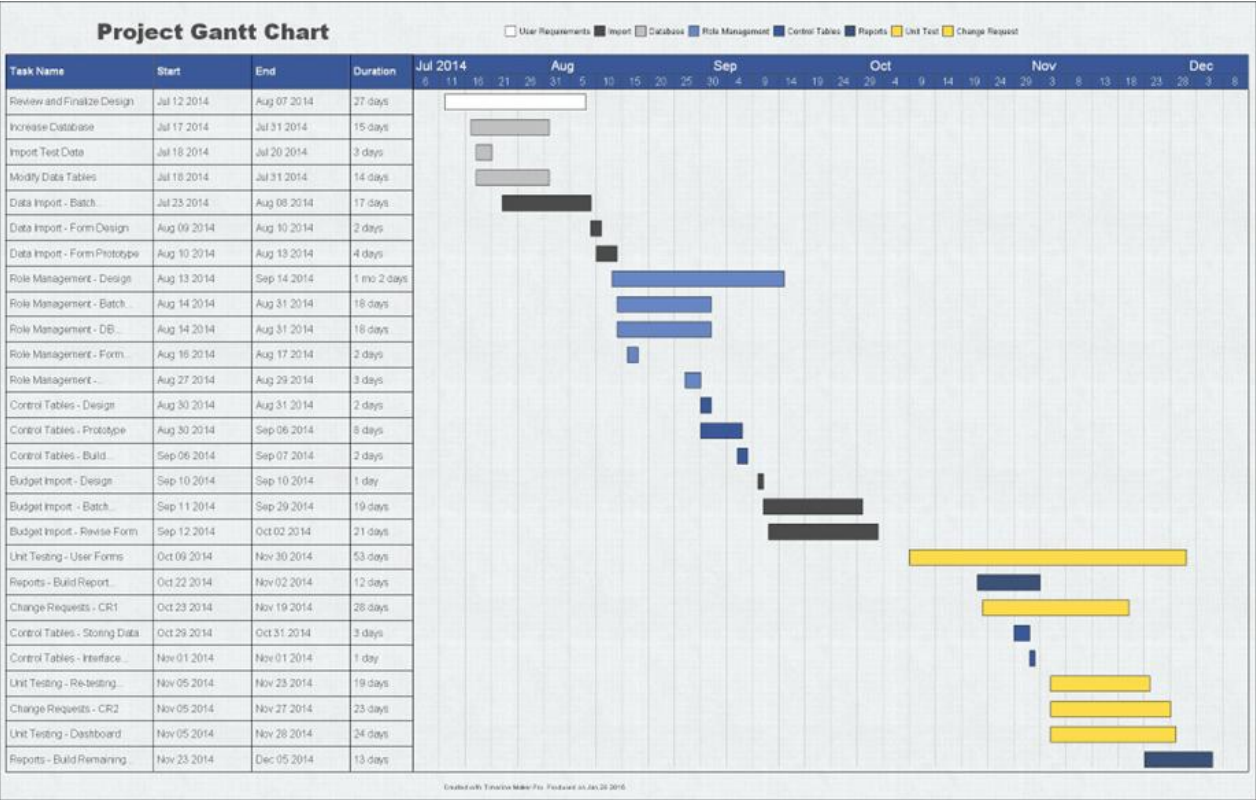
### THREATS

- Gluten-free societal trend
- Drought
- Negative reviews

## SWOT Analysis

## Market/Segment Analysis

# CAPEX & Maintenance Plans



## CAPEX Plan

### Planned Preventive Maintenance schedule

| Activity & Location                        | Frequency | 8-Apr | 15-Apr | 22-Apr | 29-Apr | 6-May | 13-May | 20-May | 27-May | 3-Jun | 10-Jun | 17-Jun | 24-Jun | 1-Jul | 8-Jul | 15-Jul | 22-Jul | 29-Jul |
|--------------------------------------------|-----------|-------|--------|--------|--------|-------|--------|--------|--------|-------|--------|--------|--------|-------|-------|--------|--------|--------|
| In House                                   | Week      | 2     | 3      | 4      | 5      | 6     | 7      | 8      | 9      | 10    | 11     | 12     | 13     | 14    | 15    | 16     | 17     |        |
| Inspect perimeter gates & fencing          | W         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Inspect internal fire doors & final ex     | W         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Inspect Playground                         | W         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Check fire alarms call points              | W         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Check H & C water services                 | W         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Log/Record all Utility Meter Reading       | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Legionella Monitoring Tasks to be Recorded |           |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Little used outlets flush through an       | W         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Sentinel Taps H/W should be at lea         | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Sentinel Taps C/W should be below          | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| TMV's where fitted H/W should be           | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Water leaving Calorifer should be a        | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Water returning Calorifer should be        | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Shower heads/hoses dismantle &             | M         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Incoming cold water inlets should t        | 6M        |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Service & Re-commission Thermos            | Y         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Fire Safety Monitoring                     |           |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Check indicator/alarm panel showin         | D         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |
| Check all exits can be opened              | D         |       |        |        |        |       |        |        |        |       |        |        |        |       |       |        |        |        |

## Maintenance Plan

# Examples – Cashflow Projections



|                      | Year 1    | Year 2    | Year 3    | Year 4    | Year 5      |
|----------------------|-----------|-----------|-----------|-----------|-------------|
| Opening Cash Balance | \$50,000  | \$51,000  | \$32,000  | \$88,000  | \$169,000   |
| <b>Cash Inflows</b>  |           |           |           |           |             |
| Sales Revenue        | \$500,000 | \$600,000 | \$780,000 | \$850,000 | \$1,000,000 |
| Loan Proceeds        | \$100,000 | -         | -         | -         | -           |
| Other Income         | \$10,000  | \$15,000  | \$10,000  | \$5,000   | \$8,000     |
| Total Inflows        | \$610,000 | \$615,000 | \$790,000 | \$855,000 | \$1,008,000 |
| <b>Cash Outflows</b> |           |           |           |           |             |
| Operating Expenses   | \$400,000 | \$480,000 | \$600,000 | \$650,000 | \$800,000   |
| Loan Repayment       | \$24,000  | \$24,000  | \$24,000  | \$24,000  | \$24,000    |
| Capital Expenditures | \$150,000 | \$80,000  | \$50,000  | \$30,000  | \$10,000    |
| Other Expenses       | \$35,000  | \$50,000  | \$60,000  | \$70,000  | \$100,000   |
| Total Outflows       | \$609,000 | \$634,000 | \$734,000 | \$774,000 | \$934,000   |
| <b>Net Cash Flow</b> | \$1,000   | -\$19,000 | \$56,000  | \$81,000  | \$74,000    |
| Closing Cash Balance | \$51,000  | \$32,000  | \$88,000  | \$169,000 | \$243,000   |

## Cashflow Projections



## Q AND A



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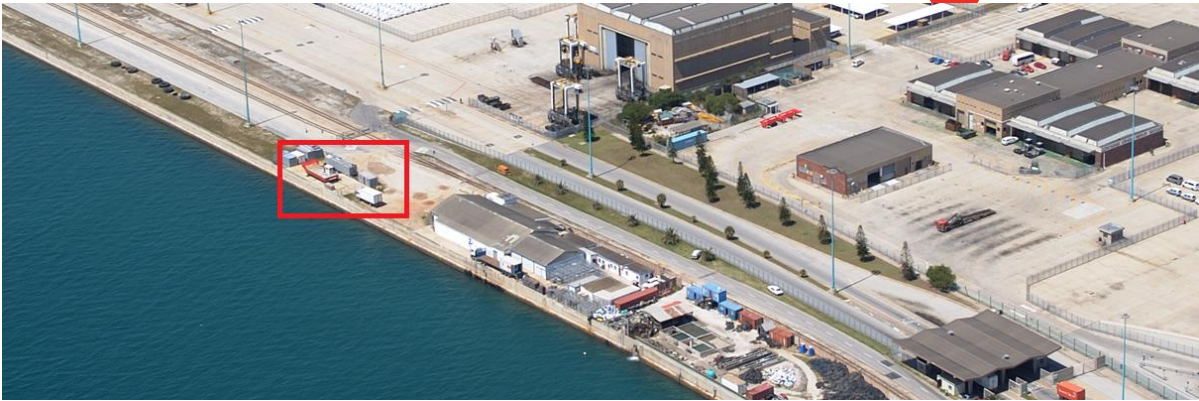
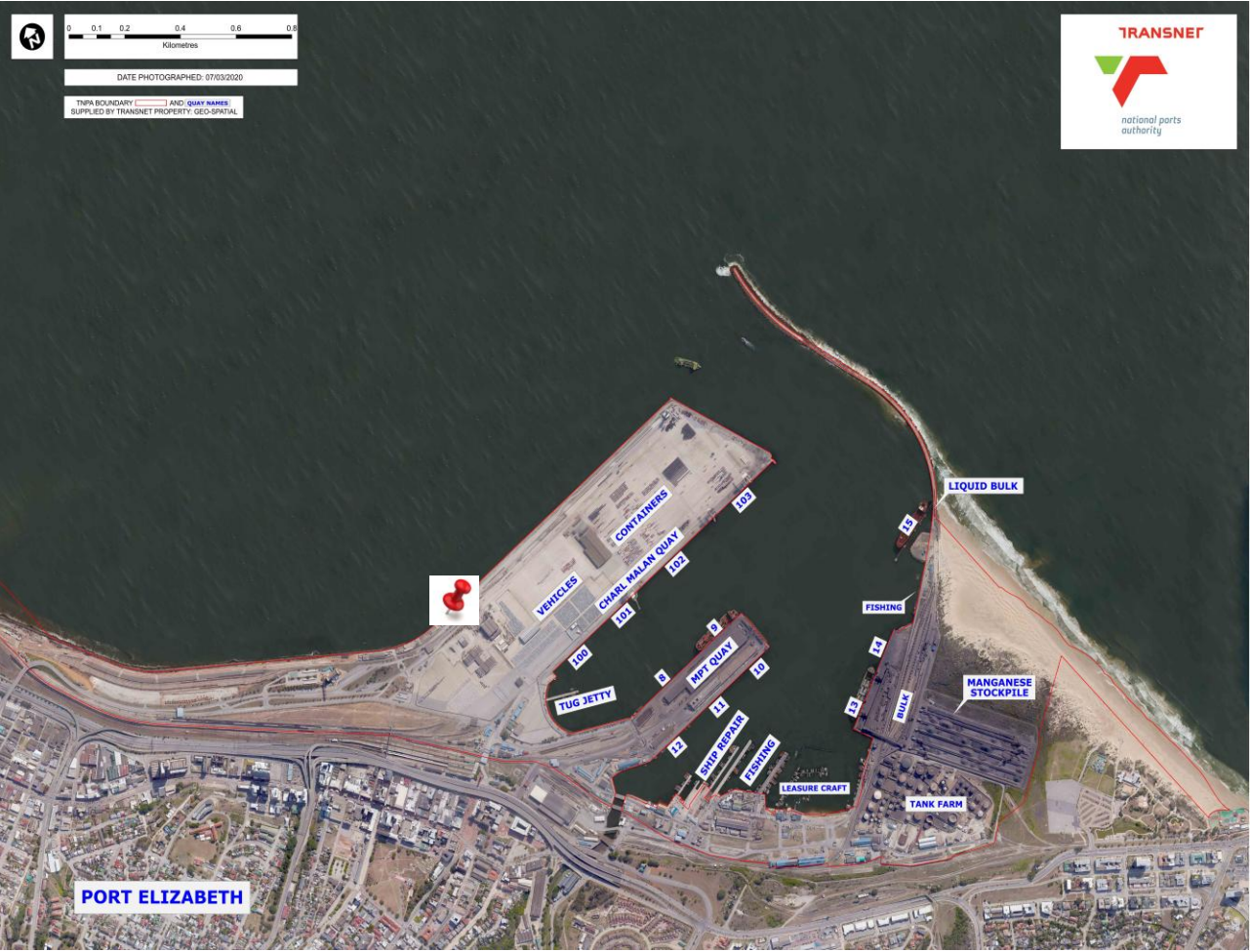
# PROPERTIES ADVERTISED



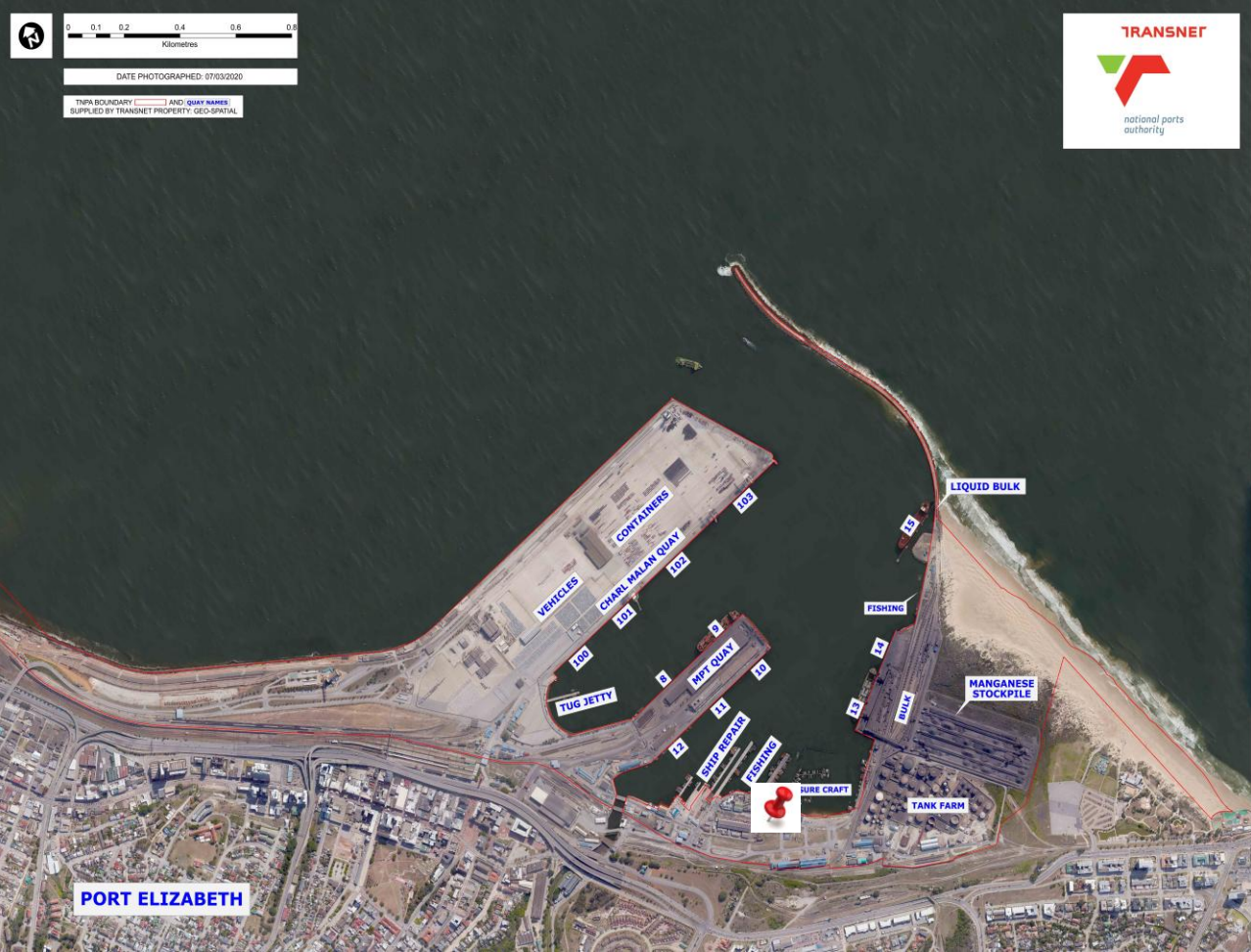


## PROPERTIES TO BE ADVERTISED

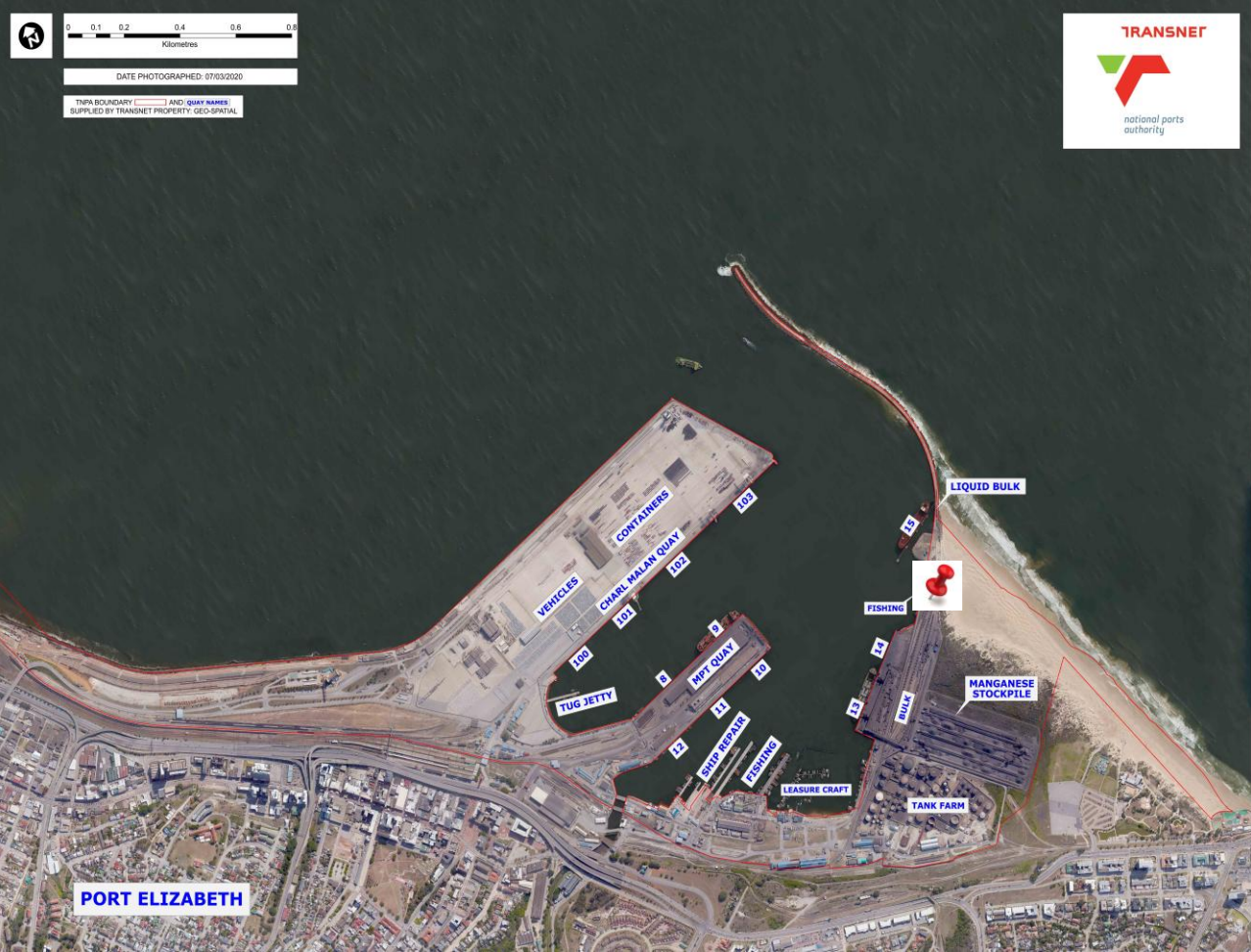
| TENDER REF NO. | DESCRIPTION       | EXTENT (M <sup>2</sup> ) | AVAILABLE FROM   | USE                            | MAX TENURE     |
|----------------|-------------------|--------------------------|------------------|--------------------------------|----------------|
| PEH/03/2026/01 | Land              | 480                      | Immediately      | Commercial                     | Up to 10 years |
| PEH/03/2026/02 | Land & Building   | 1,854                    | Immediately      | Commercial/Parking             | Up to 5 years  |
| PEH/03/2026/03 | Building          | 252                      | Immediately      | Offices/Storage                | Up to 5 years  |
| PEH/03/2026/04 | Building          | 46                       | 1 February 2027  | Offices/Storage                | Up to 5 years  |
| PEH/03/2026/05 | Offices/Warehouse | 3,099                    | Immediately      | Offices/Warehouse/Cold Storage | Up to 5 years  |
| PEH/03/2026/06 | Offices & Land    | 262                      | Immediately      | Offices/Storage                | Up to 5 years  |
| PEH/03/2026/07 | Land & Building   | 747                      | Immediately      | Offices/Storage/Workshop       | Up to 5 years  |
| PEH/03/2026/08 | Land              | 604                      | Immediately      | Commercial/Storage             | Up to 5 years  |
| PEH/03/2026/09 | Building          | 1,564                    | Immediately      | Offices/Restaurant             | Up to 15 years |
| PEH/03/2026/10 | Land              | 400                      | 1 September 2026 | Storage/Parking                | Up to 3 years  |
| PEH/03/2026/11 | Land & Building   | 211                      | 1 April 2026     | Commercial/Ice Plant           | Up to 5 years  |
| PEH/03/2026/12 | Land & Building   | 1,374                    | Immediately      | Offices/Restaurant             | Up to 10 years |



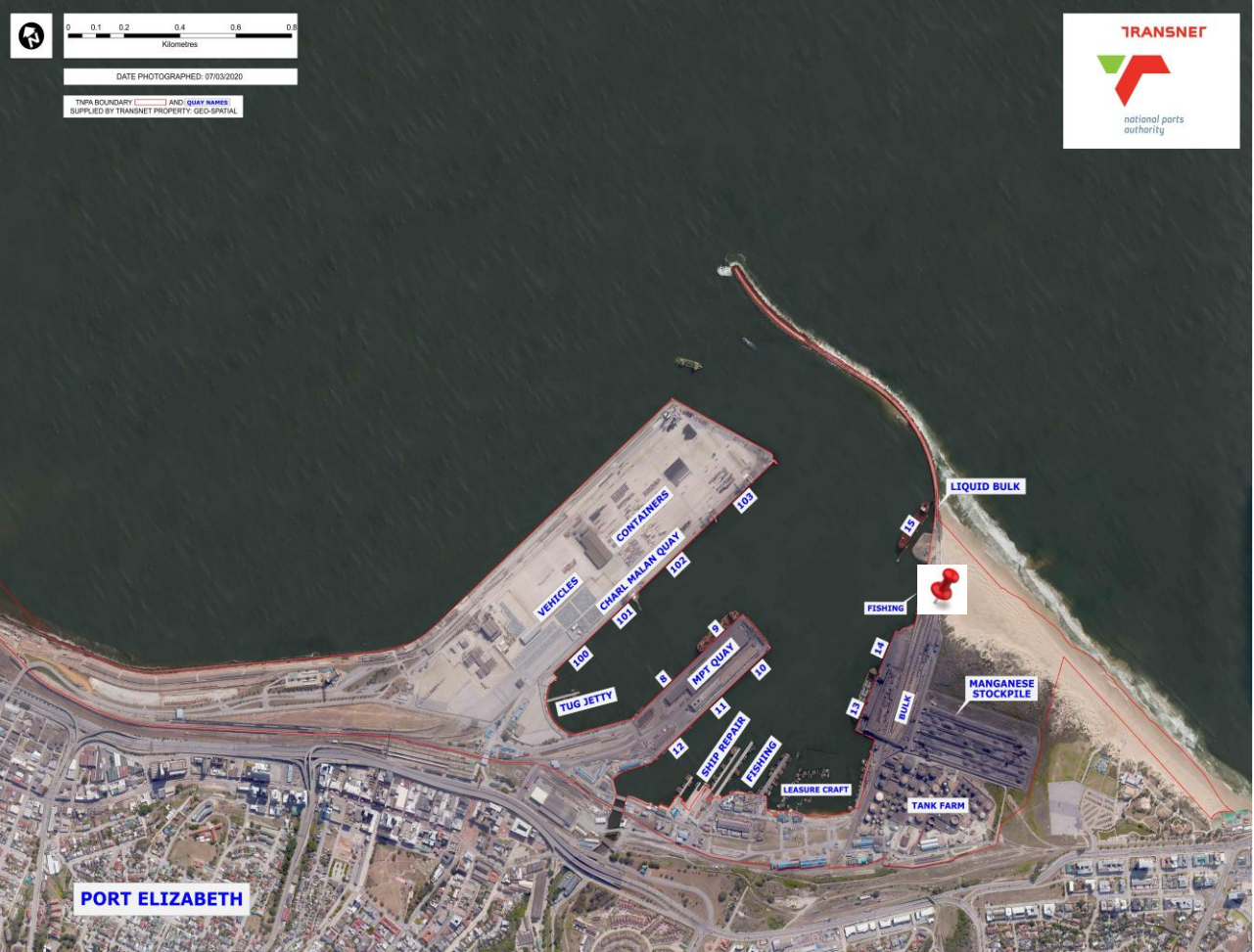
| EXTENT (M <sup>2</sup> )                                                                                            | AVAILABLE FROM | USE        | TENURE   |
|---------------------------------------------------------------------------------------------------------------------|----------------|------------|----------|
| 480                                                                                                                 | Immediate      | Commercial | 10 years |
| 1. Land area on north sea wall.                                                                                     |                |            |          |
| 2. Vacant site ideal for fishing-related operations (ice plant, cold storage, or other marine industry activities). |                |            |          |
| 3. On-site sea water intake possible; bidders must specify this requirement in proposals.                           |                |            |          |



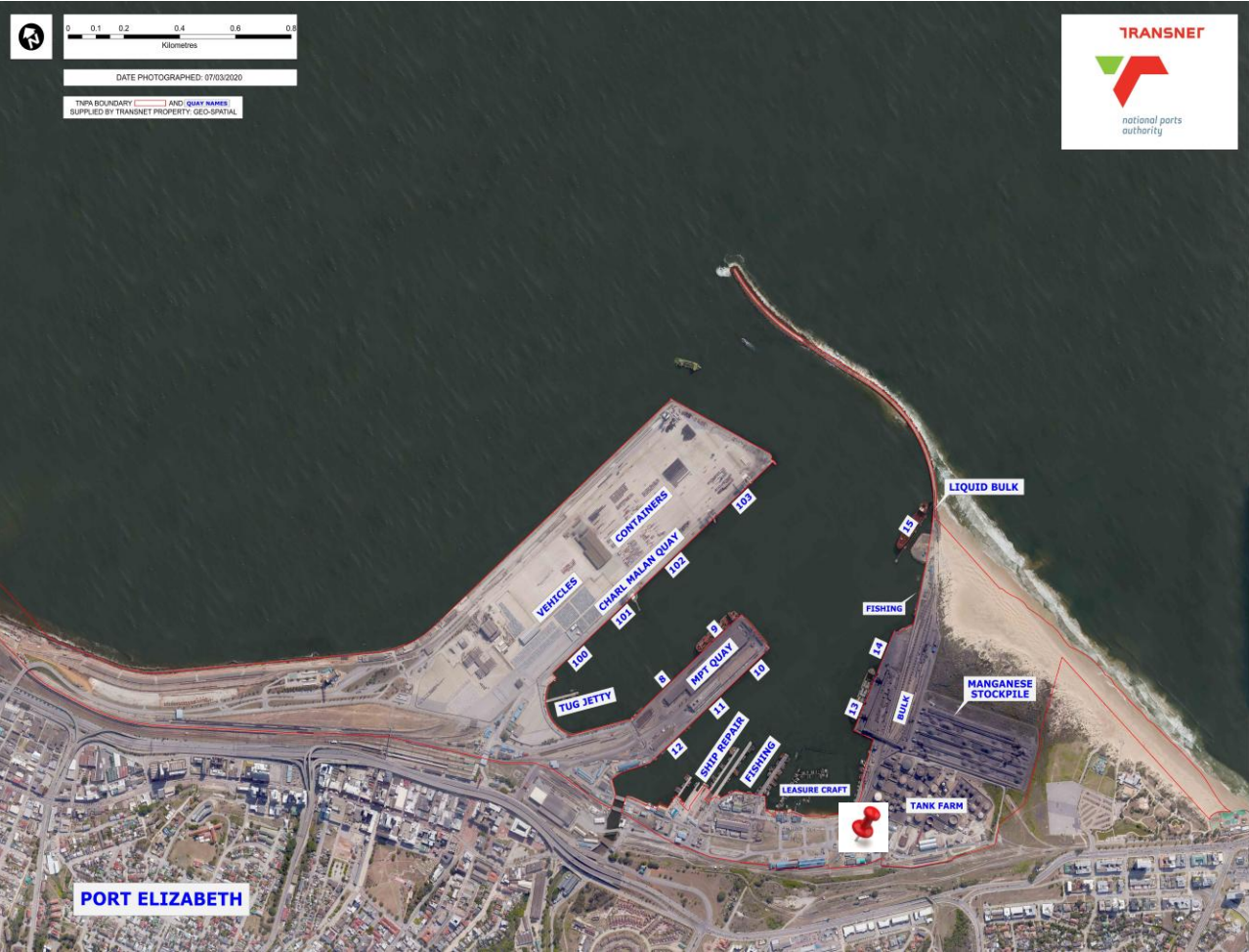
| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                 | AVAILABLE FROM | USE                 | TENURE  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|---------------------|---------|
| 1,854                                                                                                                                                                                                                                                                                                                                                                                                                    | Immediate      | Commercial/ Parking | 5 years |
| <div>1. Vacant site suitable for port-related commercial activities, secure parking, or storage.</div> <div>2. Concrete surface; good visibility and accessibility next to a popular recreational area.</div> <div>3. Includes a 30m<sup>2</sup> structure.</div> <div>4. Ready for immediate occupation.</div> <div>5. No electricity or water connections; bidders must indicate if these services are required.</div> |                |                     |         |



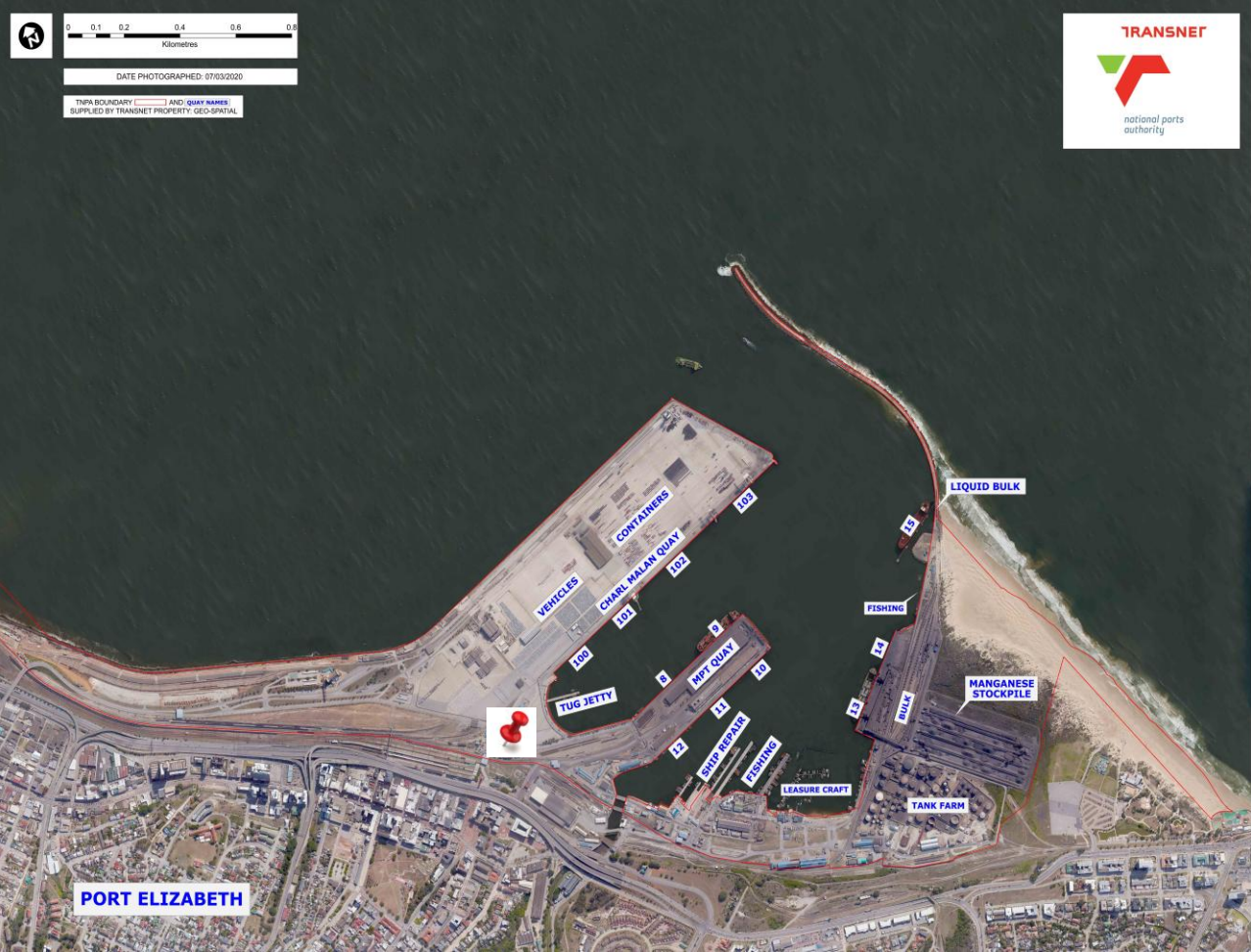
| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | AVAILABLE FROM | USE             | TENURE  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-----------------|---------|
| 252                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Immediately    | Offices/Storage | 5 years |
| <div>1. Vacant property suitable for office accommodation or storage facilities.</div> <div>2. Well-located in close proximity to the tanker berth, supporting port-related operations.</div> <div>3. Includes an existing ±63m<sup>2</sup> garage, suitable for vehicle storage or conversion to operational space.</div> <div>4. Structure is generally sound, but currently in fair condition and requires refurbishment.</div> <div>5. Notable repairs required due to sand ingress, including roof sealing and ceiling replacement.</div> <div>6. Additional improvements needed: internal cleaning, repainting (interior and exterior), and full bathroom upgrades.</div> |                |                 |         |



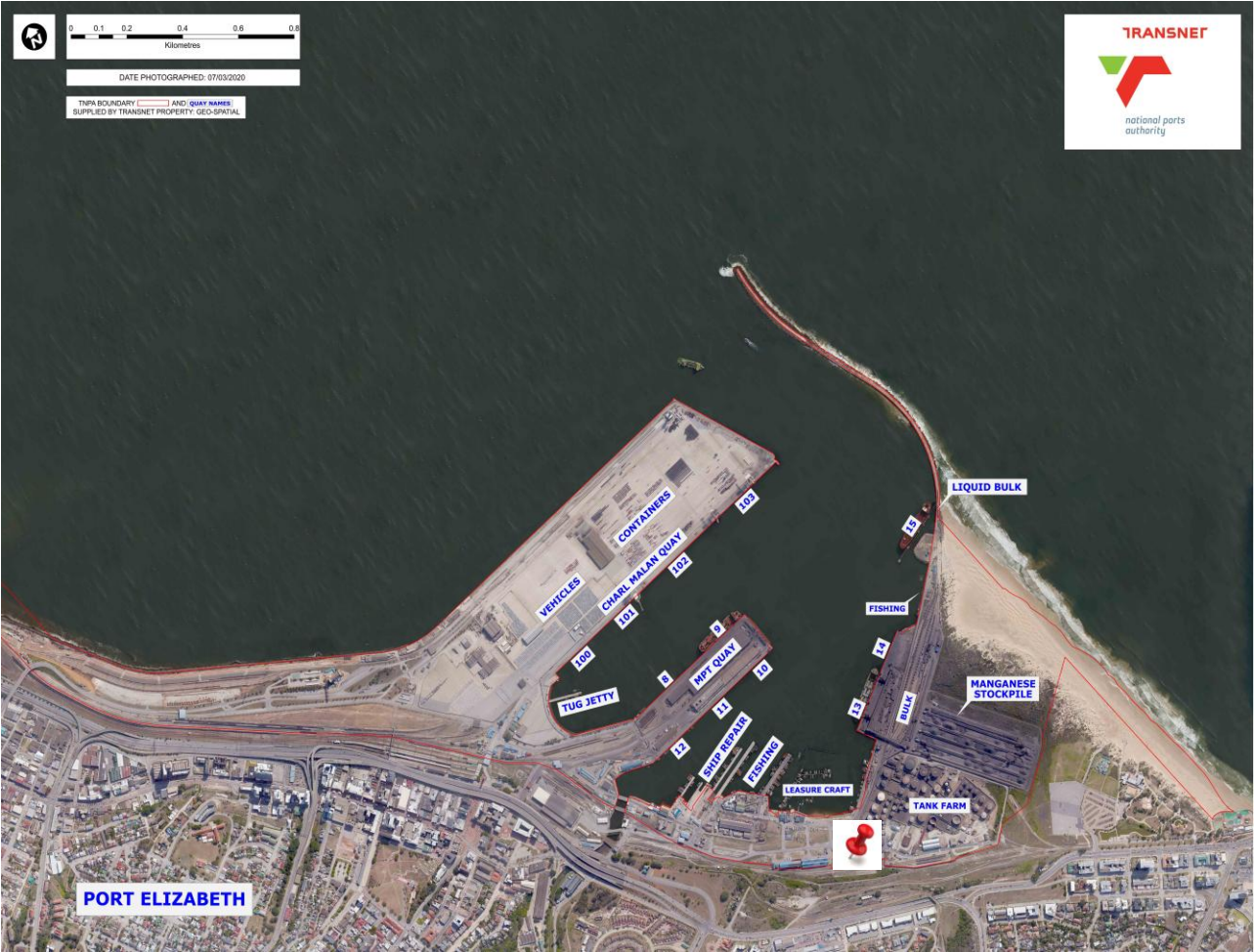
| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                 | AVAILABLE FROM | USE             | TENURE  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-----------------|---------|
| 46                                                                                                                                                                                                                                                                                                                                                                                                                                       | 1 Feb 2027     | Offices/Storage | 5 years |
| <div>1. Suitable for office use or storage, supporting port-related operations.</div> <div>2. Well-positioned near the tanker berth, offering convenient access within the port.</div> <div>3. Compact facility, practical for operational requirements.</div> <div>4. Building is in good condition, recently repainted.</div> <div>5. Does not include ablution facilities – provision will need to be considered by the tenant.</div> |                |                 |         |



| EXTENT (M²)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | AVAILABLE FROM | USE                                | TENURE  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|------------------------------------|---------|
| 3,099                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Immediately    | Offices/Warehouse/<br>Cold Storage | 5 years |
| <div>1. Well-located vacant property, positioned just left of the tank farm entrance.</div> <div>2. Double-storey building in fair overall condition.</div> <div>3. Ground floor comprises office space and a large open warehouse area with roller shutter access, supporting efficient operations.</div> <div>4. Upper level provides additional office space and open-plan areas, ideal for training or flexible workspace.</div> <div>5. External buildings include ablution and shower facilities, requiring refurbishment.</div> <div>6. On-site parking available for staff and visitors.</div> |                |                                    |         |



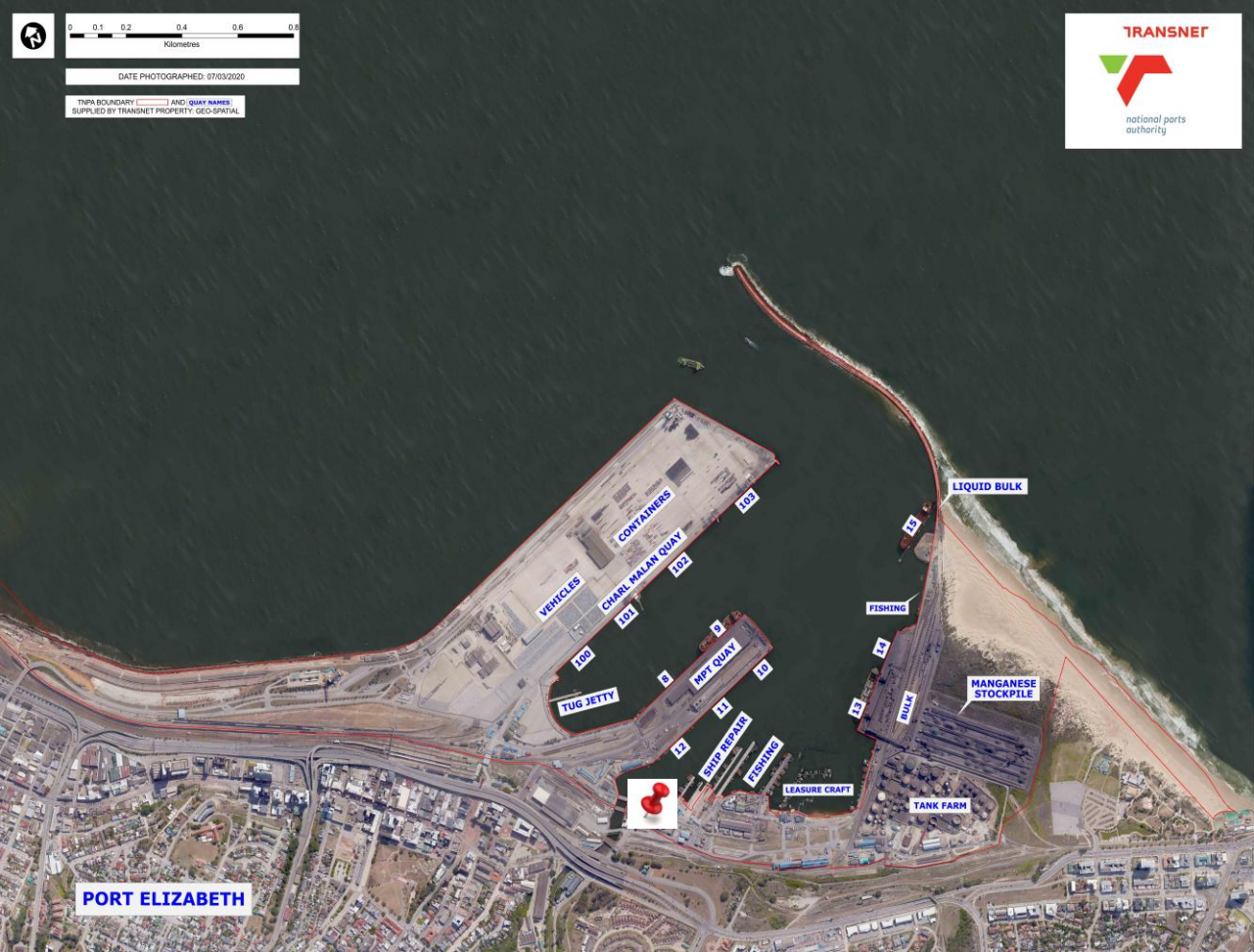
| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | AVAILABLE FROM | USE     | TENURE  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|---------|---------|
| 262                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Immediate      | Offices | 5 years |
| <div>1. Well-maintained vacant property, previously utilised for office and bonded storage purposes.</div> <div>2. Offers flexible potential for a range of commercial or port-related uses.</div> <div>3. Conveniently located near the Jetty Street entrance, ensuring easy access within the port.</div> <div>4. Building is in good condition and has been well maintained.</div> <div>5. Vacant since September 2024 and may benefit from a thorough internal and external clean</div> |                |         |         |



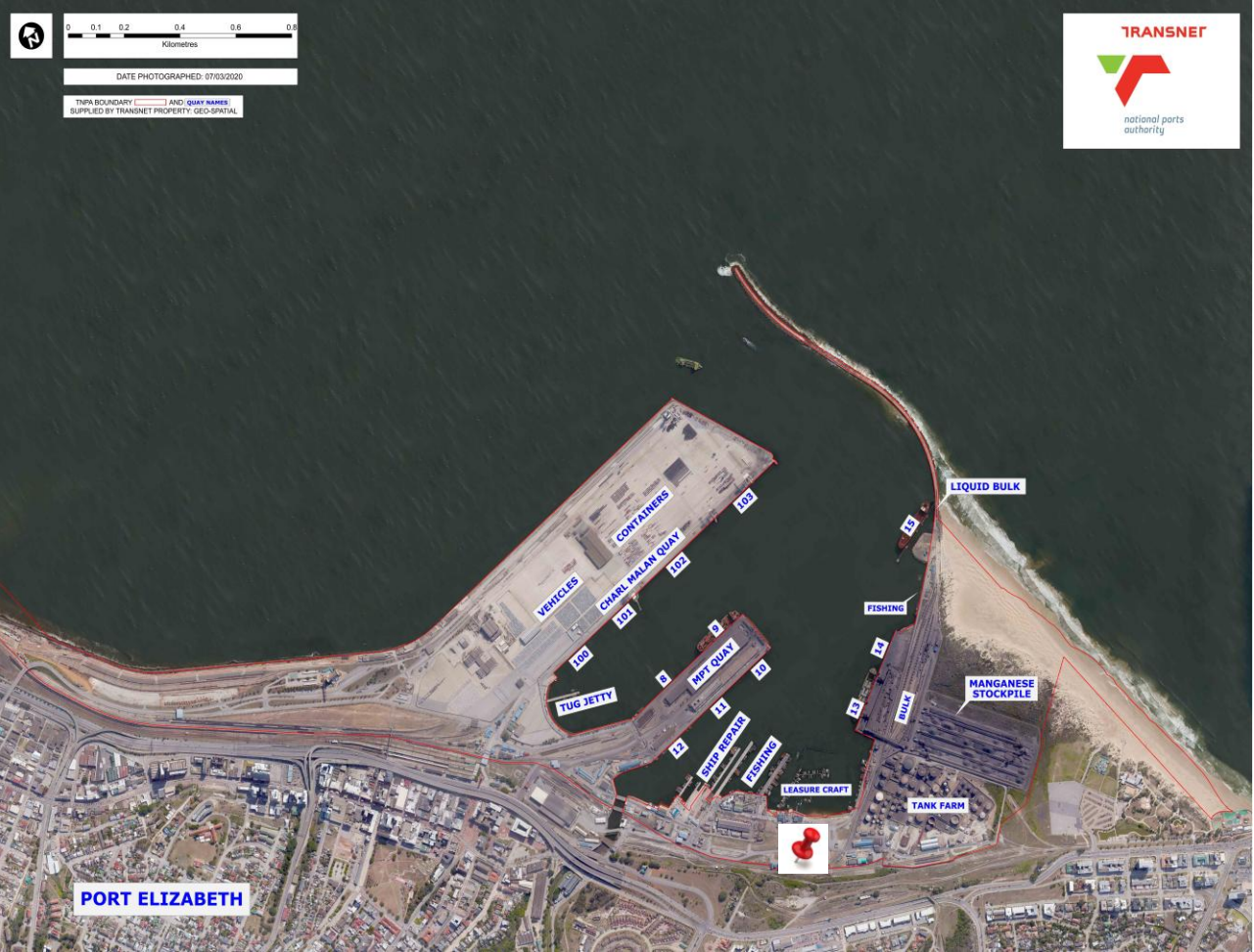
| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | AVAILABLE FROM | USE                      | TENURE  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|--------------------------|---------|
| 747                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Immediately    | Offices/Workshop/Storage | 5 years |
| <div>1. Vacant property suitable for storage or workshop operations.</div> <div>2. Well-positioned near the tank farm, providing convenient access within the port precinct.</div> <div>3. Building shows no visible structural defects or signs of distress.</div> <div>4. Roof constructed from asbestos sheeting.</div> <div>5. Refurbishment required, including internal and external repainting, repair/replacement of rear sliding door, and general cleaning.</div> <div>6. External housekeeping required to improve overall condition.</div> <div>7. Electrical Certificate of Compliance (CoC) required due to identified tampering with electrical installations</div> |                |                          |         |



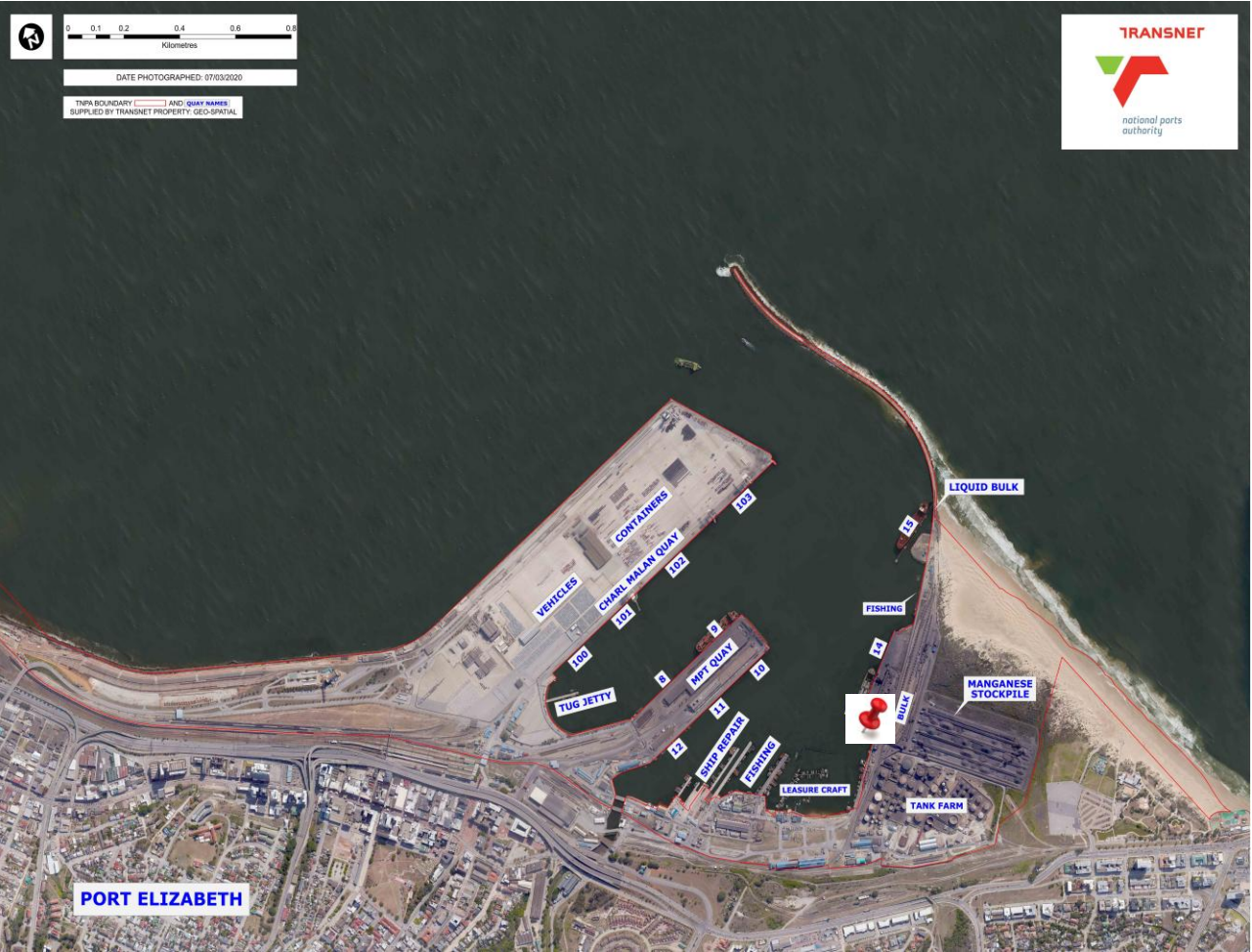
| EXTENT<br>(M <sup>2</sup> )                                                                                                                                                                                                                                                                              | AVAILABLE<br>FROM | USE                | TENURE  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|--------------------|---------|
| 604                                                                                                                                                                                                                                                                                                      | Immediately       | Commercial/Storage | 5 years |
| <ol style="list-style-type: none"> <li>1. Vacant site comprising open land only, with no permanent buildings or structures.</li> <li>2. Suitable for equipment storage or light industrial support activities.</li> <li>3. Flexible, undeveloped space allowing for operational adaptability.</li> </ol> |                   |                    |         |



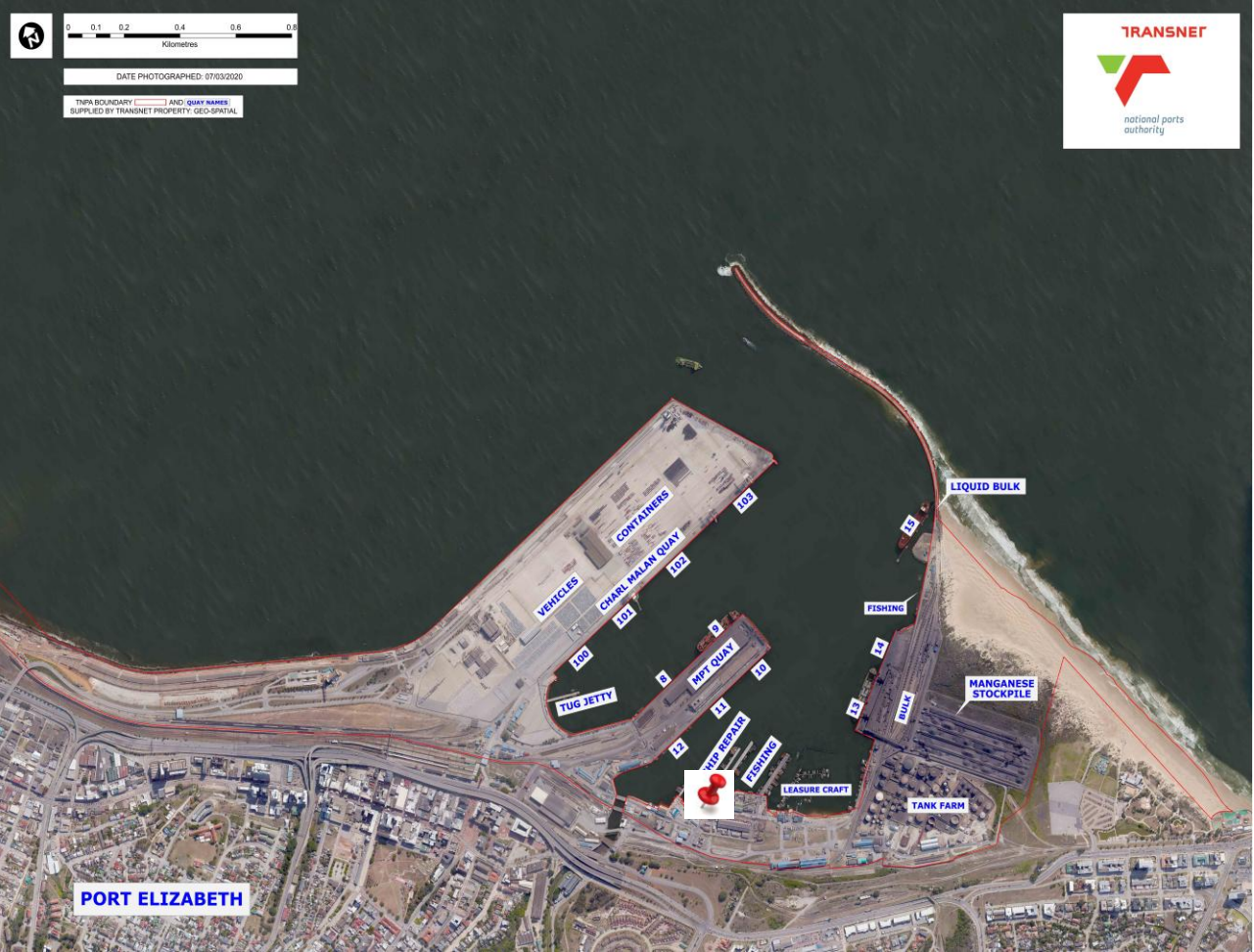
| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | AVAILABLE FROM | USE                | TENURE   |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|--------------------|----------|
| 1,564                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Immediately    | Offices/Restaurant | 15 years |
| <div>1. Prime waterfront property with strong potential for conversion into offices or a destination restaurant.</div> <div>2. Double-storey building positioned on the water's edge, offering scenic views and a unique setting.</div> <div>3. Heritage building – refurbishment subject to applicable conservation requirements, preserving its character.</div> <div>4. Structurally sound but requires significant refurbishment to unlock full potential.</div> <div>5. Ideally located adjacent to an existing restaurant and overlooking the Russel Paterson Quay.</div> <div>6. Opportunity to create a high-value, landmark commercial space within the port.</div> <div>7. TNPA may elect to invest in refurbishment, with rental terms to be aligned to the level of capital investment</div> |                |                    |          |



| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | AVAILABLE FROM | USE             | TENURE  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-----------------|---------|
| 400                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1 Sept 2026    | Storage/Parking | 5 years |
| <div>1. Vacant open land – no permanent structures permitted.</div> <div>2. Use limited to low-impact, non-hazardous yard activities (e.g. storage, marshalling, laydown).</div> <div>3. No hazardous, flammable, or chemical materials allowed.</div> <div>4. Basic safety and fire controls required, including access and extinguishers.</div> <div>5. Environmental compliance required – no contamination, obstruction of stormwater, or on-site washing/maintenance.</div> <div>6. Tenant to submit a site layout plan for approval.</div> |                |                 |         |



| EXTENT (M <sup>2</sup> )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | AVAILABLE FROM | USE                  | TENURE  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------------|---------|
| 211                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 1 Apr 2026     | Commercial/Ice Plant | 5 years |
| <div>1. Primary use: ice manufacturing, cold-chain, fish processing, and marine logistics support.</div> <div>2. Alternative interim uses: cold storage, agri-processing, marine services, light industrial (non-hazardous only).</div> <div>3. Structure is fit for purpose, subject to ongoing maintenance and outstanding repairs (roofing, cladding, drainage).</div> <div>4. Key risk areas include corrosion on steel elements and securing of roof/cladding.</div> <div>5. HSE requirements apply, including ammonia handling compliance, environmental controls, and waste management.</div> |                |                      |         |



| EXTENT (M <sup>2</sup> )                                                          | AVAILABLE FROM | USE                | TENURE   |
|-----------------------------------------------------------------------------------|----------------|--------------------|----------|
| 1,374                                                                             | Immediately    | Offices/Restaurant | 10 years |
| 1. Proposed use: low-impact hospitality/commercial (restaurant, offices, events). |                |                    |          |
| 2. Excludes late-night or alcohol-driven operations (night club).                 |                |                    |          |
| 3. Controls:                                                                      |                |                    |          |
| • Operating hours, noise, security, and access strictly managed                   |                |                    |          |
| • No outdoor drinking or congregation                                             |                |                    |          |
| • Condition:                                                                      |                |                    |          |
| • Vacant and in poor condition – full refurbishment required                      |                |                    |          |
| • Repairs include structural, plumbing, electrical, and general reinstatement     |                |                    |          |
| • Electrical CoC required prior to occupation.                                    |                |                    |          |



## Q AND A

TRANSNET



Thank you

