**Transnet National Ports Authority**

**a division of**

**TRANSNET SOC LIMITED**

**(Reg. No. 1990/000900/30)**

# Briefing Note No. 03

## 02 November 2026

**RFP REFERENCE NUMBER: TNPA/2026/06/0004/114472/RFP-REQUEST FOR PROPOSAL FOR THE APPOINTMENT OF A TERMINAL OPERATOR TO DESIGN, FINANCE, OPERATE, MAINTAIN, REFURBISH, AND/OR CONSTRUCT AND TRANSFER A MULTI-PURPOSE TERMINAL (B-D BERTHS) FOR A TWENTY-FIVE (25)-YEAR CONCESSION PERIOD AT THE PORT OF CAPE TOWN.**

TNPA, through this briefing note no. 3, wishes to share and advise bidders on the following:

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

All other terms and conditions of the bid documents remain unchanged.

Regards
Project Office

## QUESTIONS & ANSWERS- REFERENCE NUMBER: TNPA/2026/06/0004/114472/RFP

| No: | RFP Clause number: | Topic: | Question(s): | Response(s): |
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| 1. | ## | **Terminal Footprint and Master plan** | • Can you provide the latest Port Master Plan and any detailed terminal layout drawings showing the full concession footprint, boundaries, expansion areas, access roads, rail corridors and adjacent port developments? | • Annexure B of the RFP provides the terminal layout drawing depicting the entire concession area and its boundaries, including open and undeveloped land, access roads, the rail corridor, buildings, parking facilities, and quayside operational areas. |
| 2. | ## | **Terminal Footprint and Master plan** | • Are there any future port development projects planned adjacent to Berths B-D which could impact available land or operations? | • No future port development projects are currently planned by TNPA on land adjacent to Berths B-D that could impact the concession footprint, available land, access arrangements, or terminal operations within the leased area. Bidders should therefore base their proposals on the information and site configuration provided in Annexure B of the RFP. TNPA reserves the right to undertake future developments in accordance with its statutory mandate and port planning requirements, subject to applicable regulatory and stakeholder engagement processes. |
| 3. | ## | **Terminal Specifications** | • Please reconfirm current terminal specifications including:<br>  • Berth lengths per berth (B, C and D)<br>  • Design depths and maintained depths<br>  • Maximum permissible vessel LOA, beam and draft | • Clause 4.6.7 of the RFP provides the berth lengths for Berths B, C and D, together with the permissible operating depths applicable to each berth.<br>• For clarity, the latest surveyed depths indicate actual water depths of approximately 12.2 metres at Berths B and C, and 10.9 metres at Berth D. |

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| | | | | • Bidders are advised to refer to Clause 4.6.7 of the RFP for the applicable berth dimensions and operational parameters. Vessel accommodation, including maximum permissible LOA, beam and draft, remains subject to TNPA's marine operational requirements, navigational assessments, port rules, and prevailing conditions at the time of vessel call. |
| **4.** | ## | **Terminal Specifications** | • Existing annual throughput capacity | **Customers, Volumes and Storage data**<br>• This is confidential information of the Incumbent Terminal Operator, and any commercially sensitive information submitted to TNPA, Competent Authority, and /or any other Regulatory Body is subject to the stringent confidentiality provisions of the law and provisions of the commercial contracts concluded with such Terminal Operators; as a result, the requested information cannot be shared with third parties. Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP. |
| **5.** | **##** | **Terminal Specifications** | • Storage capacities | **Stacking Hight & load bearing Capacity**<br>• The original design of the area was **not** for container stacking; however, the bearing capacities are as follows: On the Quayside it is 2.5 tons/$m^{2,}$ on the back-up area it is 150 Kilopascal (kPa) which is approximately 15.29 tons/$m^2$.<br>• Information relating to the available storage facilities is provided in Annexure B of RFP, which |

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| | | | | indicates the sizes and layout of the existing warehouses available for dry bulk and break-bulk storage. Bidders are advised to review Annexure B and satisfy themselves as to the suitability and capacity of the storage facilities for their proposed operations.<br>• Bidders are required to do their own independent studies based on their operational strategy and would need to consider factors such as the ground conditions, wind, crane requirements etc.<br>• Any proposed improvements and strengthening of the stacking area will require the relevant approvals by TNPA prior to any construction. |
| **6.** | **##** | **Terminal Specifications** | • Existing cargo handling infrastructure and equipment | • The Terminal currently receives cargo predominantly via geared vessels and, as such, there is no dedicated TNPA-owned cargo handling equipment provided as part of the concession. Bidders are responsible for assessing and proposing the cargo handling infrastructure and equipment required to support their proposed operations, subject to the requirements and conditions set out in the RFP. |
| **7.** | **##** | **Terminal Specifications** | • Existing utility infrastructure | • The Terminal is currently operational and is serviced by existing utility infrastructure.<br>• Clause 26.4.1 of the draft Terminal Operator Agreement (TOA) indicates TNPA shall provide Utilities between the Port boundary and the Terminal boundary provided that, for the |

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| | | | | avoidance of doubt, TNPA shall not be liable or responsible for any Utilities within the Terminal.<br><br>• Therefore, if the Terminal Operator requires any further expansion of Utilities beyond what is provided by TNPA in the Port and/or Terminal boundary, the Terminal Operator shall request TNPA's consent and be liable for all costs related to such further expansion thereof.<br><br>• Bidders are encouraged to satisfy themselves as to the adequacy of the existing utility infrastructure for their proposed operations and to identify any additional requirements in their proposals. |
| **8.** | **##** | **Quay wall & Crane Capability** | • What is the quay wall design and construction type (piles, caissons, sheet piles, etc.)? | • For operational purposes, the quay infrastructure is currently functional and supports existing terminal operations.<br><br>• The quay wall comprises mass concrete blockwork construction. In line with TNPA's landlord port authority responsibilities, TNPA will remain responsible for the maintenance, rehabilitation, and structural integrity of the quay wall infrastructure. |
| **9.** | **##** | **Quay wall & Crane Capability** | • Are as-built drawings, structural reports, load assessments or engineering studies available? | • Detailed as-built drawings, structural reports, load assessments, and other engineering studies, where available, will be made available to the Preferred Bidder during the subsequent due diligence and contracting phase, subject to the |

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| | | | | applicable confidentiality requirements and approvals.<br>• Bidders are required to formulate their proposals based on the information provided in the RFP and associated annexures and to undertake any assessments they deem necessary in support of their bid submissions. |
| **10.** | **##** | **Quay wall & Crane Capability** | • Can the existing quay infrastructure accommodate:<br>o Mobile Harbour Cranes (MHCs)<br>o Ship-to-Shore Cranes (STS)<br>o Heavy lift operations<br>• If not, what upgrades would be required? | **Stacking Hight & load bearing Capacity**<br>• The original design of the area was not for container stacking; however, the bearing capacities are as follows: On the Quayside it is 2.44 tons/m², on the back up area it is 150 Kilopascal (kPa) which is approximately 15.29 tons/m²<br>• Bidders are required to do their own independent studies based on their operational strategy and would need to consider factors such as the ground conditions, wind, crane requirements etc.<br>• Any proposed improvements and strengthening of the terminal yard and paving will require the relevant approvals by TNPA prior to any construction. |
| **11.** | **##** | **Electrical Infrastructure** | • Please provide details of:<br>o Existing electrical supply capacity<br>o Available substation capacity<br>o Expansion possibilities | • Clause 26.4.1 of the draft Terminal Operator Agreement (TOA) indicates TNPA shall provide Utilities between the Port boundary and the Terminal boundary provided that, for the avoidance of doubt, TNPA shall not be liable or responsible for any Utilities within the Terminal. |

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| | | | ○ Network constraints<br>○ Shore power capabilities (if any) | • Therefore, if the Terminal Operator requires any further expansion of Utilities beyond what is provided by TNPA in the Port and/or Terminal boundary, the Terminal Operator shall request TNPA's consent and be liable for all costs related to such further expansion thereof. |
| **12.** | **##** | **Yard and Landside Infrastructure** | • Please provide:<br>○ Pavement specifications<br>○ Ground bearing capacities<br>○ Yard surface condition assessments | **Stacking Hight & load bearing Capacity**<br>• The original design of the area was not for container stacking; however, the bearing capacities are as follows: On the Quayside it is 2.44 tons/m², on the back up area it is 150 Kilopascal (kPa) which is approximately 15.29 tons/m².<br>• Bidders are required to do their own independent studies based on their operational strategy and would need to consider factors such as the ground conditions, wind, crane requirements etc.<br>• Any proposed improvements and strengthening of the terminal yard and paving will require the relevant approvals by TNPA prior to any construction. |
| **13.** | **##** | **Yard and Landside Infrastructure** | • Please provide:<br>○ Warehouse and building specifications<br>○ Structural integrity reports (where available) | • Based on TNPA's ongoing asset management and maintenance practices, it is reasonable to state that the existing building structures are currently intact and suitable for continued operational use. TNPA conducts periodic inspections, including annual condition assessments, to monitor the condition of its infrastructure and identify any maintenance requirements. |

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| | | | | • Structural integrity reports and other detailed engineering documentation, where available, will be made available to the Preferred Bidder during the due diligence and contracting phase, subject to the applicable confidentiality requirements and approvals. |
| **14.** | **##** | **Customs, Security & Gate Facilities** | • Can customs inspections, border control, security screening and gate processing be handled elsewhere within the port precinct?<br>• Alternatively, must all such facilities be incorporated within the concession footprint? | • Customs inspections, border control, security screening, and gate processing activities are currently undertaken at designated facilities elsewhere within the Port precinct and are not required to be accommodated within the concession footprint.<br>• Accordingly, bidders are not required to make provision for these functions within their proposed terminal layout, unless otherwise required to support their specific operational model. Bidders should, however, ensure that their proposed operations integrate appropriately with the applicable port, customs, security, and regulatory processes. |
| **15.** | **##** | **Road Rail & Connectivity** | • Please provide further information regarding:<br>o Existing rail infrastructure and connectivity;<br>o Rail capacity and condition;<br>o Road access arrangements;<br>o Planned road and rail upgrades; and<br>o Freight corridor integration. | • The Terminal has existing and functional rail connectivity, which forms an integral component of the site's multi-purpose operational capability. The rail infrastructure is available for operational use and can be fully unsterilised, subject to applicable operational, technical and regulatory requirements. The line has a carrying capacity of 20 tons axle loading, providing rail access for cargo movements between the terminal and the broader freight rail network. On the crane tracks is 22.5 tons/m. |

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| | | | | • Bidders are referred to Clause 63.4.2.3 of the RFP, which requires the submission of an Operating Model that includes, amongst other matters, a traffic management plan detailing access to the Terminal via both rail and road, as well as the proposed cargo split between rail and road transport.<br><br>• The existing road network provides access to the Terminal and forms part of the broader Port transport infrastructure. Bidders are responsible for assessing the suitability of the existing road and rail arrangements for their proposed operations and throughput requirements.<br><br>• At present, TNPA has no planned road or rail infrastructure upgrades associated with the Terminal. Accordingly, Bidders should prepare their proposals based on the existing road and rail infrastructure and connectivity available at the site.<br><br>• Bidders are encouraged to incorporate efficient road and rail integration within their proposed Operating Model, consistent with the objectives of the Port and the requirements set out in the RFP. |

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| **16.** | **##** | **TNPA vs Concessioniare Capex Rescponsibility** | • While the RFP indicates that bidders will determine their investment requirements, we would appreciate clarification regarding:<br>o Existing TNPA infrastructure commitments;<br>o Current and future dredging responsibilities;<br>o Quay wall rehabilitation responsibilities;<br>o Utility network upgrades; and<br>o Access infrastructure obligations. | • Clause 26.4.1 of the draft Terminal Operator Agreement (TOA) indicates TNPA shall provide Utilities between the Port boundary and the Terminal boundary provided that, for the avoidance of doubt, TNPA shall not be liable or responsible for any Utilities at the Terminal.<br>• Bidders are requested to note that the existing water depths within the B-D Berths precinct are governed by the design and structural parameters of the existing quay structures.<br>• Bidders are further advised that the Duncan Dock basin has already been dredged to bedrock level. Any further deepening may require blasting and could compromise the structural integrity of the berth infrastructure. For this reason, no quay wall or berth deepening upgrades are currently contemplated by TNPA.<br>• Bidders are requested to note that maintenance dredging remains the responsibility of TNPA for the duration of the Concession Period.<br>• TNPA will maintain the design depths through maintenance dredging as required and will coordinate such activities with the Terminal Operator to minimise disruptions to terminal operations. Accordingly, bidders are not required to make provision for maintenance dredging costs in their submissions.<br>• TNPA will remain responsible for the maintenance and rehabilitation of the quay wall infrastructure in accordance with its landlord port authority responsibilities. The Terminal Operator will be |

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| | | | | responsible for the operation and maintenance obligations assigned to it under the draft Terminal Operator Agreement (TOA)<br><br>• Therefore, if the Terminal Operator requires any further expansion of Utilities beyond what is provided by TNPA in the Port and/or Terminal boundary, the Terminal Operator shall request TNPA's consent and be liable for all costs related to such further expansion thereof. |
| **17.** | **##** | NBD | • We understand the concession period is 25 years. Could you clarify:<br>o Whether extension options may be considered | **Concession Period and Extension Options**<br><br>• Clause 9 of the RFP outlines the duration of the Terminal Operator Agreement.<br>• In terms of Clause 9.1, the concession to be granted to the Terminal Operator shall be for a fixed, non-renewable period of twenty-five (25) years, as detailed in the Terminal Operator Agreement.<br>• Furthermore, Clause 9.2 provides that TNPA will not entertain any requests for an extension of the Project Term.<br>• Bidders should therefore prepare their proposals on the basis of a fixed concession period of twenty-five (25) years, with no option for renewal or extension. |
| **18.** | **##** | FINANCE | • Revenue model and concession fee methodology | **Terminal Operator Tariffs**<br><br>• Terminal handling fees and/or tariffs proposed by a Terminal Operator should be based on the Bidder's own independent assessment of the |

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| | | | | market, operational requirements, and commercial considerations, and should reflect a pricing strategy and methodology that the Bidder considers appropriate, commercially viable, and sustainable.<br><br>• Bidders are responsible for developing their own revenue model and tariff structure and for ensuring compliance with all applicable legislative, regulatory, and industry requirements, including the requirements of any relevant regulatory authority where applicable.<br><br>• For information purposes, Annexure F of the RFP contains the 2026/27 TNPA Tariff Book. Bidders may use this information as a reference when formulating their proposals; however, they remain solely responsible for establishing their own terminal handling fees and commercial pricing methodology. |
| **19.** | **##** | OPS | • Operational performance obligations | • Operational performance obligations applicable to the Terminal Operator are set out in various sections of the RFP and the draft Terminal Operator Agreement (TOA).<br><br>• In particular, Clause 27.7 of the draft Terminal Operator Agreement (TOA) provides for Performance Measures and associated Penalties.<br><br>• In addition, Clause 8 of the RFP (Operation and Maintenance) outlines the obligations of the Terminal Operator, including, but not limited to, requirements relating to operational |

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| | | | | performance, maintenance, service delivery, and performance targets.<br><br>• Furthermore, Annexure H of the RFP provides guidelines for the Terminal Operator Performance Standards (TOPS), which set out the performance framework against which the Terminal Operator's performance may be monitored and assessed.<br><br>• Bidders are therefore advised to review Clause 27.7 of the draft TOA, Clause 8 of the RFP, and Annexure H of the RFP in detail when formulating their operational approach and performance commitments. |
| **20.** | **##** | CRM/OPS | • Minimum throughput commitments, and flexibility regarding cargo mix throughout the concession period | • TNPA has advertised the site primarily as a multi-Purpose Terminal in accordance with the Port Development Framework Plan (PDFP). The Terminal is intended to facilitate the handling of a range of cargoes, including dry bulk, break-bulk, and containerised cargo.<br><br>• The major cargo segments and commodities envisaged for the Terminal are outlined in Clause 4.6.8 of the RFP. Bidders should note that the handling of bulk petroleum is specifically excluded.<br><br>• TNPA recognises that cargo demand and market conditions may evolve over the concession period and, accordingly, provides flexibility regarding the cargo mix handled at the Terminal, provided that such cargo remains consistent with |

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| | | | | the Terminal's multi-purpose function and applicable regulatory requirements.<br><br>• Where a Terminal Operator seeks to introduce a new cargo type that has not previously been handled at the Terminal, the Terminal Operator shall be required to submit a formal application to TNPA for consideration. TNPA will assess such requests and may grant approval after taking into account, amongst other factors, environmental, safety, operational, regulatory, and port planning considerations.<br><br>• Bidders are therefore encouraged to propose a commercially sustainable throughput profile and cargo mix aligned to the Terminal's intended multi-purpose role, the provisions of the RFP, and prevailing market opportunities. |
| **21.** | **##** | **Future Container Terminal Conversion Potential** | Given Cape Town's long-term container demand outlook, could TNPA clarify whether:<br><br>• A future conversion or partial conversion to container operations would be permissible;<br><br>• Such conversion would require a new concession process; and<br><br>• Container handling beyond current multi-purpose activities would be considered under terminal development proposals. | • TNPA has advertised this site primarily as a multipurpose terminal, which handles Dry-Bulk, Break-Bulk, as well as containers as aligned to the Port Development Framework Plan (PDFP).<br><br>• The Major Segment or Commodities being handled on site are highlighted in **clause 4.6.8** of the RFP, however, there is a specific exclusion of Bulk Petroleum.<br><br>• Therefore, the Bidders are urged to remain cognisant this overarching requirement of a Multipurpose Terminal, when conducting their independent assessment of the Project and taking professional advice as deemed necessary, |

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| | | | | to make a competitive and compliant Bid Response. |
| **22.** | **##** | **Additional Technical Documents** | • Should the following documents be available, they would greatly assist our assessment:<br>o Berth condition assessments;<br>o Hydrographic (underwater environment) surveys;<br>o Quay wall structural reports;<br>o Geotechnical investigations;<br>o Utility drawings;<br>o Rail layout drawings; and<br>o Electrical network drawings. | • Bidders are required to prepare and submit their proposals based on the information contained in the RFP and its annexures. The requested technical information will be shared with the Preferred Bidder during the detailed design phase to support the finalisation of its development and operational plans. |
| **23** | | **Additional Technical Documents** | • Should the following documents be available, they would greatly assist our assessment:<br>o Existing terminal performance statistics<br>o Historical throughput figures by commodity<br>o Vessel call statistics | • Any commercially sensitive information submitted by the Incumbent Operator to TNPA, a Competent Authority, and /or any other Regulatory Body is subject to the stringent confidentiality provisions of the law and provisions of the commercial contracts concluded with such Terminal Operators; as a result, the requested information cannot be shared with third parties.<br>• Bidders are encouraged to undertake their own independent assessments as provided in Clause 1.2 of the RFP. |

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| **24** | | **Additional Technical Documents** | • Should the following documents be available, they would greatly assist our assessment:<br>o Traffic studies | • Bidders are to note that any study conducted by the TNPA with respect to Traffic management would have been strictly for Internal purposes and not intended to be shared externally, unless such information is published as part of the Port Development Framework Plan (PDFP).<br>• **Clause 63.4.2.3.** of the RFP requires that Bidder submit their own logistics plan including external staging facilities and traffic control plans as part of their Operating Model.<br>• The rubric on **clause 63.4.2.3.1** further unpacks the requirements including but not limited to access to the site via rail and road including proposal on the Bidder's truck staging / holding area inside & outside the Port, as well as the associated cargo splits and the use of enabling technology to enhance operational efficiencies. |