TRANSNET

REINVENT
FOR GROWTH

REQUEST FOR PROPOSAL PEH/06/2026/FPF

Non-Compulsory Briefing Presentation

19 June 2026

TRANSNET

Welcome & Purpose of the Session

- Introduce the opportunity available within the Port of Port Elizabeth
- Provide an overview of the property offering
- Clarify the scope of requirements
- Highlight key technical, commercial and compliance obligations
- Explain the bid submission and evaluation process
- Provide an opportunity for clarification

Disclaimer: Information presented during this briefing must be read together with the RFP and all annexures. In the event of any inconsistency, the RFP shall prevail.

Purpose of the Opportunity

Background

The Port of Port Elizabeth has historically accommodated:

Vessel Offloading → Fish Handling → Fish Processing → Cold Storage → Warehousing → Marine Logistics

Opportunity:

TNPA seeks proposals that support and enhance fishing industry activities within the Port environment.

Key Message:

TNPA is adopting a market-responsive approach and invites bidders to propose the operational model best suited to the premises.

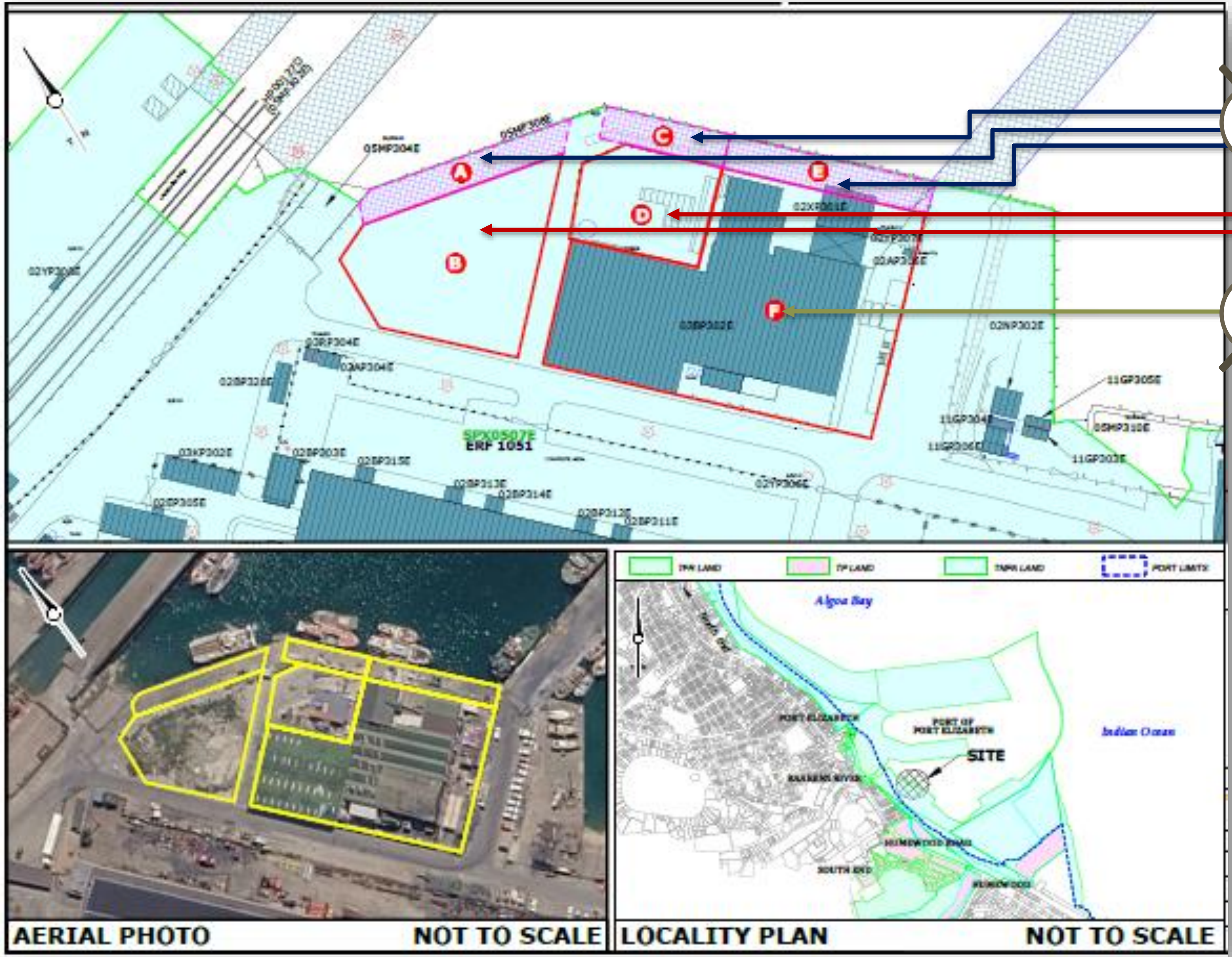
The Property Offering

Site	Description	Area
A	Quay Interface	±370m²
B	Vacant Land	±1,528m²
C	Quay Interface	±235m²
D	Land Area	±760m²
E	Quay Interface	±390m²
F	Existing Buildings & Land	±3,645m²
Total Area Available		**± 6,928m²**

Flexible Bid Structure:

- Individual portion
- Multiple portions
- Existing buildings only
- Consolidated operations
- Phased implementation

Site Layout & Characteristics



- Quay Interface Areas
- Development Land
- Existing Improvements

Property Information	
Zoning:	Special Purposes
Access:	Via Jetty Street & Flemming Street
Quay:	±246m in length
Berth depth:	-2.5m –to -4.0m CD
Services:	Water, electricity & sewer connections available

Existing Buildings & Development Flexibility

Existing structures offered "as is". Bidders may propose:

- ✓ Continued use
- ✓ Refurbishment
- ✓ Redevelopment
- ✓ Partial demolition
- ✓ Complete demolition
- ✓ New construction

Important:
Bidders are required to review Annexure 11 and satisfy themselves regarding the condition, suitability and future use of any existing improvements.

Retained structures must be made compliant at the bidder's cost and risk prior to occupation & operation.

What TNPA Wants to See

Proposed Operations May Include:
Fish Processing
Fish Offloading
Cold Storage
Packaging
Distribution
Warehousing
Fishing Industry Support Services
Proposals Should Demonstrate
Capital Investment
Commercial Sustainability
Employment Creation
Alignment with Fishing Industry Operations

Commercial Framework & Bid Submission

Lease Period
Up to 20 years
TNPA May Consider
Beneficial Occupation
Rental Reprieve
Reduced Rentals
Stepped Rentals
Subject to:
Detailed motivation
Development programme
Capital investment commitments
Implementation timelines

- Administrative Requirements
- Technical Proposal
- Business Plan
- Financial Proposal

1. Submission
2. Compliance
3. Technical Evaluation
4. Commercial Evaluation

TIMELINES

Timelines

ACTIVITY	DATE
Tender Advertisement	5 June 2026
Non-Compulsory Briefing Session	19 June 2026 @ 12h00
Query Closing Date	24 July 2026 @ 12h00
Tender Closing Date	7 August 2026 @ 12h00

Transnet Tender Portal : https://transnetetenders.azurewebsites.net

Communication: popeleaseapplications@transnet.net

TNPA RESERVATIONS AND DISCLAIMERS

TNPA Reservations & Disclaimers

RESERVATIONS and DISCLAIMERS
Bid validity period 120 Days
May modify the RFP and request re-submissions
Can reject non-compliant proposals
Award only part of the premises
Split the award among multiple bidders for strategic reasons
Cancel the entire bid process
Validate bidder information and request proof
Mandatory registration on National Treasury's CSD before bid submission
Bidders must be fully tax compliant at submission and throughout the agreement
No changes to rental offers allowed after closing or award
Agreement may be cancelled if awarded based on false info; bidder may be blacklisted (up to 10 years)
If preferred bidder fails to proceed, award may go to next-ranked bidder
Bidders bear all preparatory costs; no reimbursement from Transnet
Proposals are evaluated by Transnet's internal governance structures
7 day cooling off period
Lease to be signed within 5 days

Further Declarations & Considerations

Documents & Info Provided

1. Site/**Lease Plans**
2. Site **Services Plan** with Indicative Connection Points
3. Port Elizabeth **Town Planning** Scheme
4. **Zoning** Certificate
5. **Environmental Management** Guidelines
6. **PDFP**
7. TNPA **Draft Commercial Lease Agreement** - subject to the inclusion and/or amendment of clauses relating to demolition and/or development, in accordance with the terms negotiated between the parties
8. Site 2 **Engineering Report & Condition Assessment**

Environmental Considerations

1. **EA** for decommissioning, development & operational activities – to be transferred to TNPA
2. **Coastal Waters Discharge Permit (CWDP):** Required from DFFE for any discharge of land-derived effluent into coastal waters, as per the National Environmental Management: Integrated Coastal Management Act (2008).
3. **Wastewater & Industrial Effluent Compliance:** Must meet municipal by-laws regulating effluent quality, including parameters like temperature, pH, chemical oxygen demand, and concentrations of chemicals/metals.
4. **Environmental Management Plans (EMPs):** Project-specific EMPs for decommissioning, construction, and operations must be developed and approved.

Demolition Considerations

Where demolition forms part of the bidder's proposed development approach, the successful bidder will be required to:

1. Comply with all applicable South African **demolition laws and regulations.**
2. Secure required **permits and approvals** from local authorities.
3. Follow **environmental and safety standards**, including handling hazardous materials, controlling noise and dust.
4. Dispose of waste in line with the **National Environmental Management: Waste Act** (Act No. 59 of 2008)

Berthing Considerations

Jetty Wall & Quay Depth Overview:

- **Jetty wall length**: 246m
- **Current berth depth**:
  - -2.50m to -4.00m CD

Ongoing Upgrade Project

- Pile wall upgrade in progress
- **Future depth (estimated)**: -2.70m to -5.20m CD
- **Important**: Depth increase is **not guaranteed**
- Quay **access may be disrupted** during construction

Note to Bidders: Factor potential depth changes and limited access into your operational planning.

RETURNABLE DOCUMENTS

Returnable Documents

MANDATORY	OTHER RETURNABLE	ESSENTIAL
Bid **WILL BE DISQUALIFIED** if document is not submitted	Bid **WILL NOT BE DISQUALIFIED** if document is not submitted. Bidder simply will not be scored for the criteria	TNPA reserves to right to request these documents from the bidder as part of due diligence process
1. Rental Offer	1. BBBEE Certificate/ Sworn Affidavit and required proof to claim specific goals 2. Capital Expenditure Plan 3. Maintenance Expenditure Plan 4. Company Profile of Bidder and any supporting documents 5. Audited Financial Statements (3 years) 6. Business Plan 7. Reference Letters 8. Bank Rating Letter 9. Letter of Financial Support from reputable financial institution	1. SBD 1 Form 2. Bidder's Disclosure 3. Company Resolution 4. Tax Compliance Pin 5. National Development Plan 6. Environmental Management Plan 7. JV Agreements (where applicable) 8. Letter of Good Standing 9. Traffic Management Plan 10. Public Liability Insurance

EVALUATION METHODOLOGY

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. 10-year rentals excluding and including VAT

***rental review after 10 years**

Section 5

Returnable Documents

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

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**
Administrative 1. Bid on time 2. Mandatory Returnable Documents 3. Validity of returnable documents for scoring 4. Signed by relevant personnel ***must comply to progress to Step 2**	**Substantive Responsive** 1. Priced rental submitted and signed off as required ***must comply to progress to Step 3**	**Minimum Thresholds** 1. Experience, Track Record & Financial Status 2. Alignment to PDFP 3. Market Analysis 4. Value Add to Port 5. CAPEX Plan 6. Maintenance Expenditure Plan 7. Transaction Viability ***must meet minimum 66.67/100 to progress to Step 4**	**Weighted scoring out of 100** 1. Price (80/90) 2. Specific Goals (20/10) ***bidders are ranked**	**Post Bid negotiation** 1. Bidders ranked 2nd and 3rd may be negotiated with (objective criteria) 2. Recommendation to LSEC 3. Negotiation (if required)	**Selection of the Bidder** 1. Final recommendation 2. Final approval by delegated authority	**Award** 1. Award Letters 2. Reject Letters 3. 7 day cooling off 4. Signature of lease

Functional Evaluation

CRITERIA	WEIGHTING	PROOF TO BE PROVIDED	POINTS	MINIMUM REQUIREMENT	WEIGHTED SCORE
Previous Experience	15	Company Profile Reference Letters not older than **5 years**	20	12	
Track Record & Financial Status	35	Bank rating not older than 3 months Letter of Financial Support Audited Financial Statements	28	20	
Nature of Operations, Market Analysis & Value to Port	15	Business Plan	9	6	
Capital Investment	15	Business Plan	3	2	
Maintenance Expenditure Plan	10	Business Plan	3	2	
Transaction Financial Viability	10	Business Plan	3	2	
	100		**66**	**44**	**66.67**

Technical Proposal Guidelines

Bidders must submit a **business plan/technical proposal** that TNPA can incorporate as binding obligations in the lease agreement. The proposal must demonstrate credible, realistic, and achievable targets. Key requirements include:

Value Proposition
- Benefits to Port & Fishing Industry
- Alignment to business vision & objectives
- Economic & operational value creation

Market Analysis
- Industry assessment
- Target markets
- Competitor analysis
- Growth opportunities & risks
- Sustainability considerations

Financial Viability
- Capex & Opex
- Funding Sources
- Financial Forecasts
- Risk Scenarios
- Proof of funding capability

Capital & Maintenance Plan
- Capital investment commitments
- Maintenance strategy
- Lifecycle management
- Cost methodology

Project Implementation Plan
- Development programme
- Gantt schedule
- Resource allocation
- Stakeholder management
- Delivery milestones

Beneficial Occupation (if requested)
- Fully motivated business case
- Linked to implementation programme
- Subject to TNPA approval
- Holding costs remain payable

Examples – Previous Experience

TRANSNET

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 competiveness.

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 Ranking₁: 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

Examples – Track Record

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"):

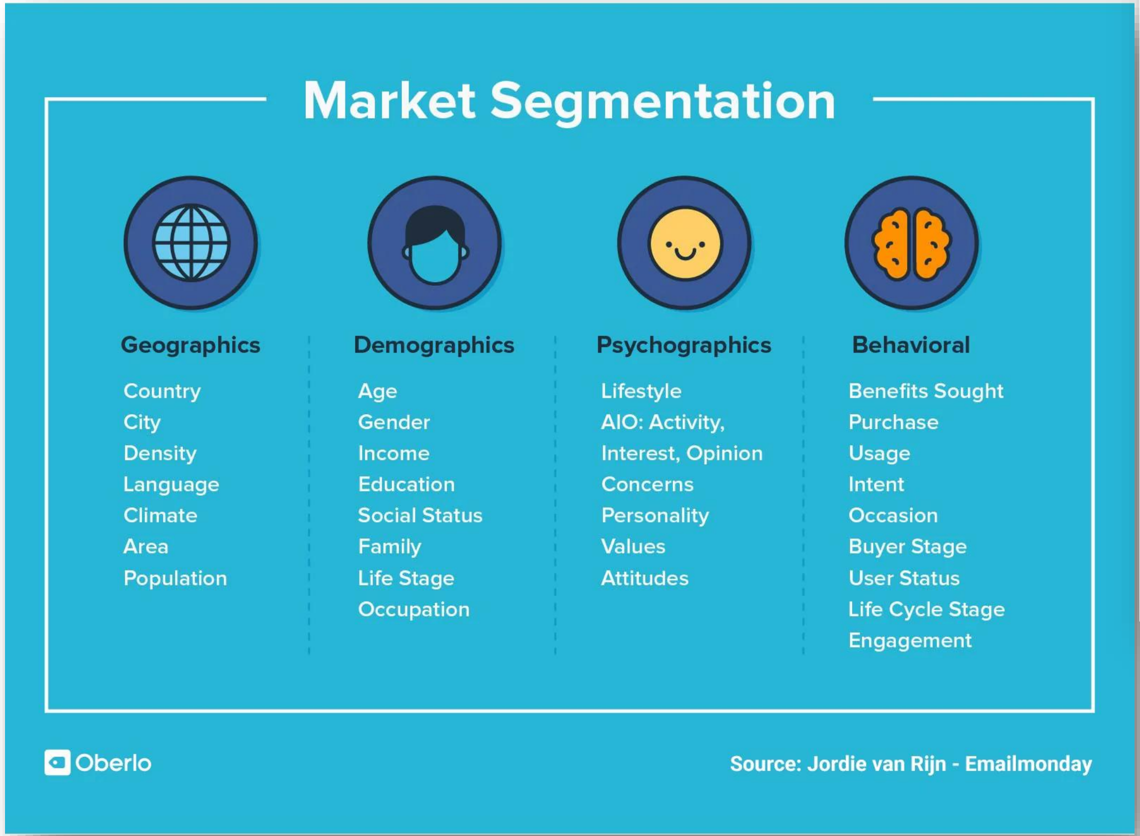
Account Name	[redacted]
Account Number	[redacted]
Account Type	BUSINESS ACCOUNT
Amount and Terms	R10 000.00 PER MONTH FOR 5 YEARS
Bank code	C Good for amount if strictly in way of business

Bank Code

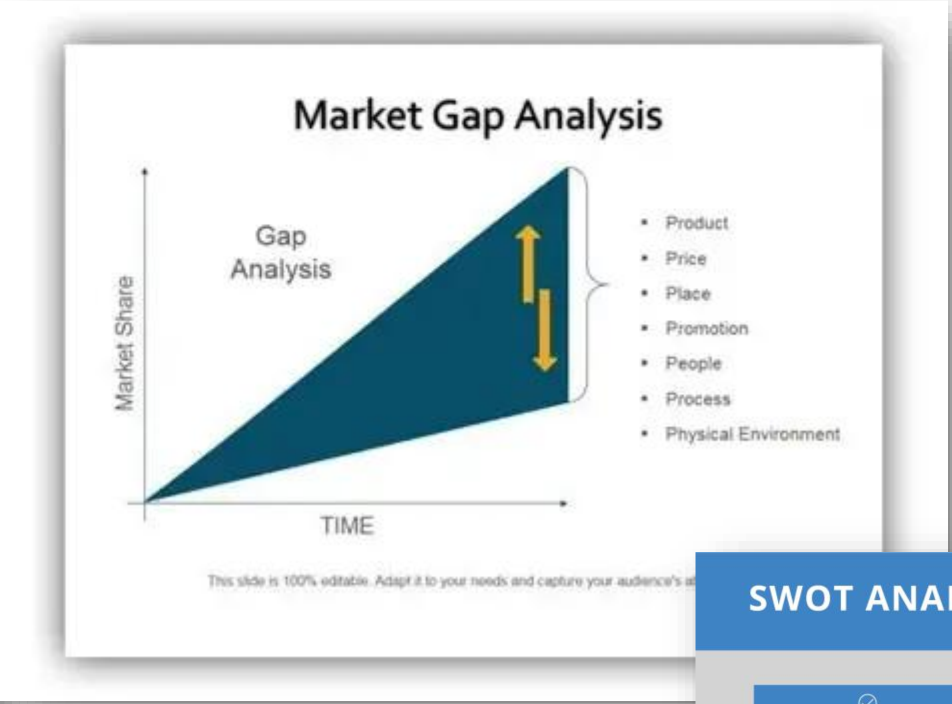
RATIO	FORMULA	INTERPRETATION
Gross Margin Ratio	$\frac{\text{Gross Profit}}{\text{Net Sales}}$	Measures Gross Profitability and Pricing Strategy Effectiveness by Considering Sales Revenue and COGS
Operating Margin Ratio	$\frac{\text{Operating Income}}{\text{Net Sales}}$	Provides Insights Into Operational 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

Examples – Market Analysis



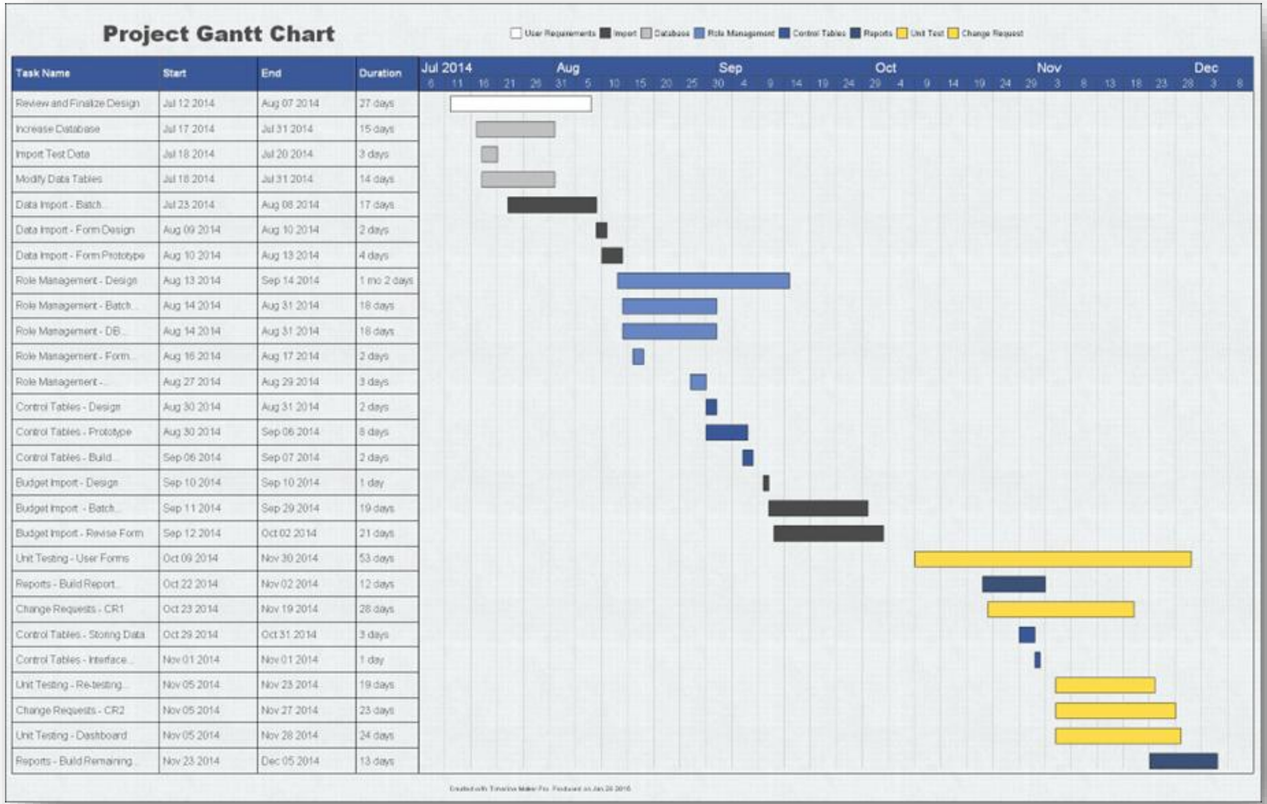
Market/Segment Analysis



Gap Analysis

SWOT Analysis

Examples – 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	1
Inspect perimeter gates & fencing	W																	
Inspect internal fire doors & final e	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 b	6M																	
Service & Re-commission Thermos	Y																	
Fire Safety Monitoring																		
Check indicator/alarm panel showi	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
Cash Inflows					
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
Cash Outflows					
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
Net Cash Flow	$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

Joint Venture (JV) Guidelines

JV Bid Submission

- Bid must be submitted in the **JV name**
- Not in the name of an individual member

JV Agreement

- Signed JV agreement must be submitted
- Must clearly indicate:
  - Shareholding / participation percentages
  - Roles and responsibilities of each party

If not yet signed:

- Submit a Letter of Intent
- Signed agreement required prior to award

B-BBEE Evaluation

- JV evaluated as a **single entity**
- Preference points awarded based on the consolidated JV B-BBEE scorecard
- Specific Goals applied in accordance with the RFP

CSD Registration

- All JV members must be registered on the Central Supplier Database (CSD)

Compliance Verification

- Tax compliance status of all JV members will be verified through the CSD

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 = 80 x (1+(Pt-Pmax)/Pmax)	**90-Point Scale** PS=90 x (1+(Pt-Pmax)/Pmax)
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 (80/20)	Number of points allocated (90/10)
B-BBEE Level of contributor – Level 1 & 2 Contributor	10	5
+50% Black Youth Owned Entities	5	2
+30% Black Female 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***

Key Reminders

Tender closing date:
7 August 2026 @ 12h00

popeleaseapplications@transnet.net

www.transnetetenders.azurewebsites.net

All clarification requests must be submitted in writing to dedicated email address before the query closing date

Site inspections are strongly encouraged to enable bidders to undertake adequate due diligence and submit informed, realistic and implementable proposals

Bidders are responsible for familiarizing themselves with all RFP requirements, annexures and supporting reports

Existing improvements are offered on as "as is" basis and bidders must satisfy themselves regarding the condition, suitability & compliance requirements of any structures they intend to utilise

Thank you