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The Port of Richards Bay Container Handling Facility RFP Briefing Session

Purpose: Presentation and Site Visit

Date: 01 August 2023

Time: 11:00 am

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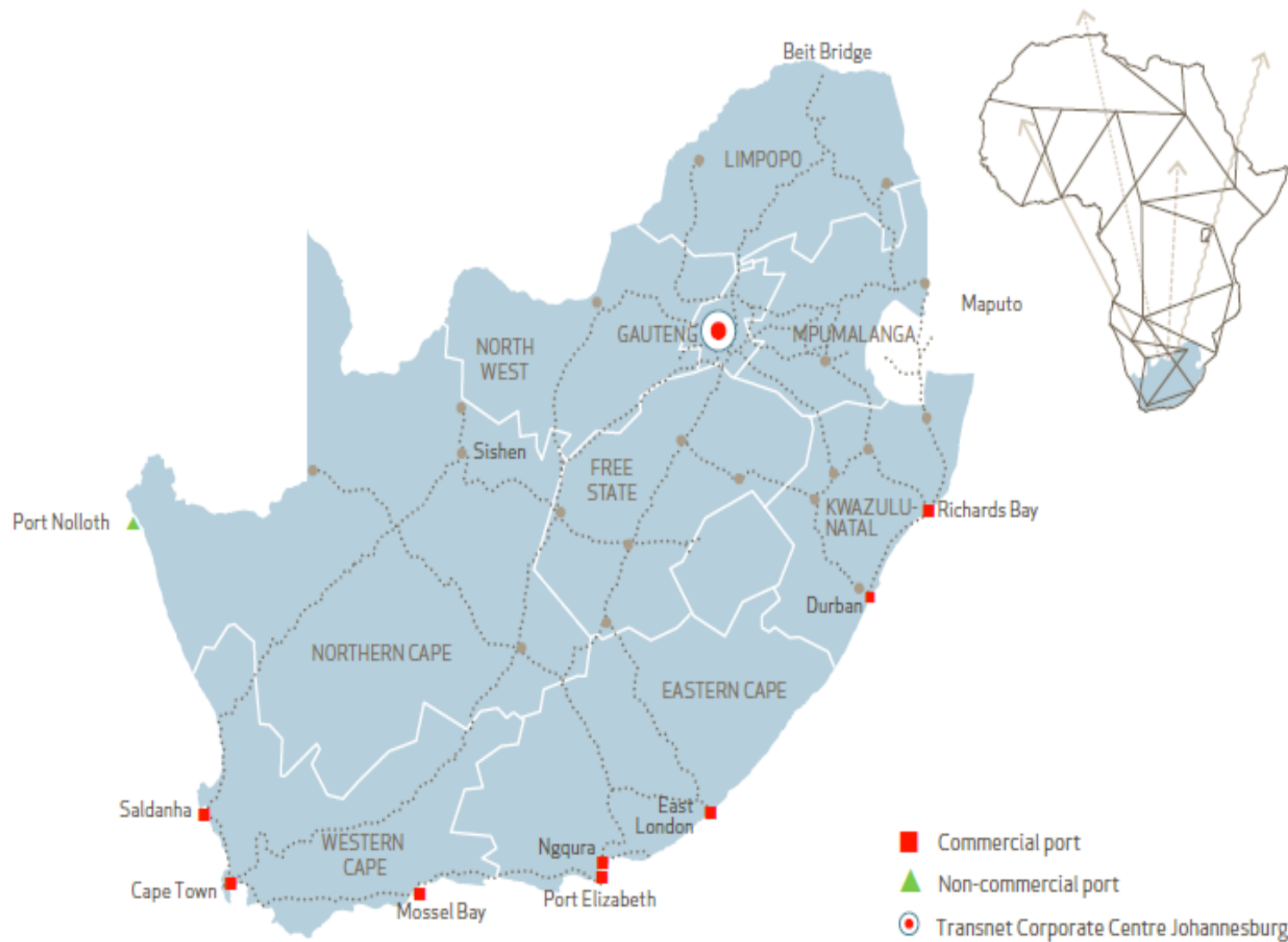
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The South African Port System



TNPA Core Functions

Landlord	Promote the use, improvement and development of ports, and control land use within the ports, having the power to lease port land under conditions it determines
Master planner	Plan, improve, develop and maintain port infrastructure
Regulator and Controller	Make and apply rules to control navigation within port limits and approaches, ensure protection of the environment and ensure safety and security within port limits
Controller of ports services & facilities	Ensure that port services and facilities are provided, and may enter into agreements or licence other parties to provide these
Marketer & administrator	Ensure that adequate, affordable, equitable and efficient port services and facilities are provided for port users
Change agent	Ensure non-discriminatory, fair, transparent access to port services and facilities; advancement of previously disadvantaged people; promotion of representivity and participation in terminal operations; enhanced transparency in port management
Coordinator with other state agencies	Advise on all matters relating to the port sector, and liaise with all stakeholders



Port of Richards Bay Master Plan

The proposed Container Handling Facility is aligned to the Port of Richards Bay Master Plan as per initiative 8 which also proposes the construction of Berth 605 for the handling of containers which will be TNPA's responsibility to develop as indicated in initiative 10 below:





Port of Richards Bay Master Plan...continues

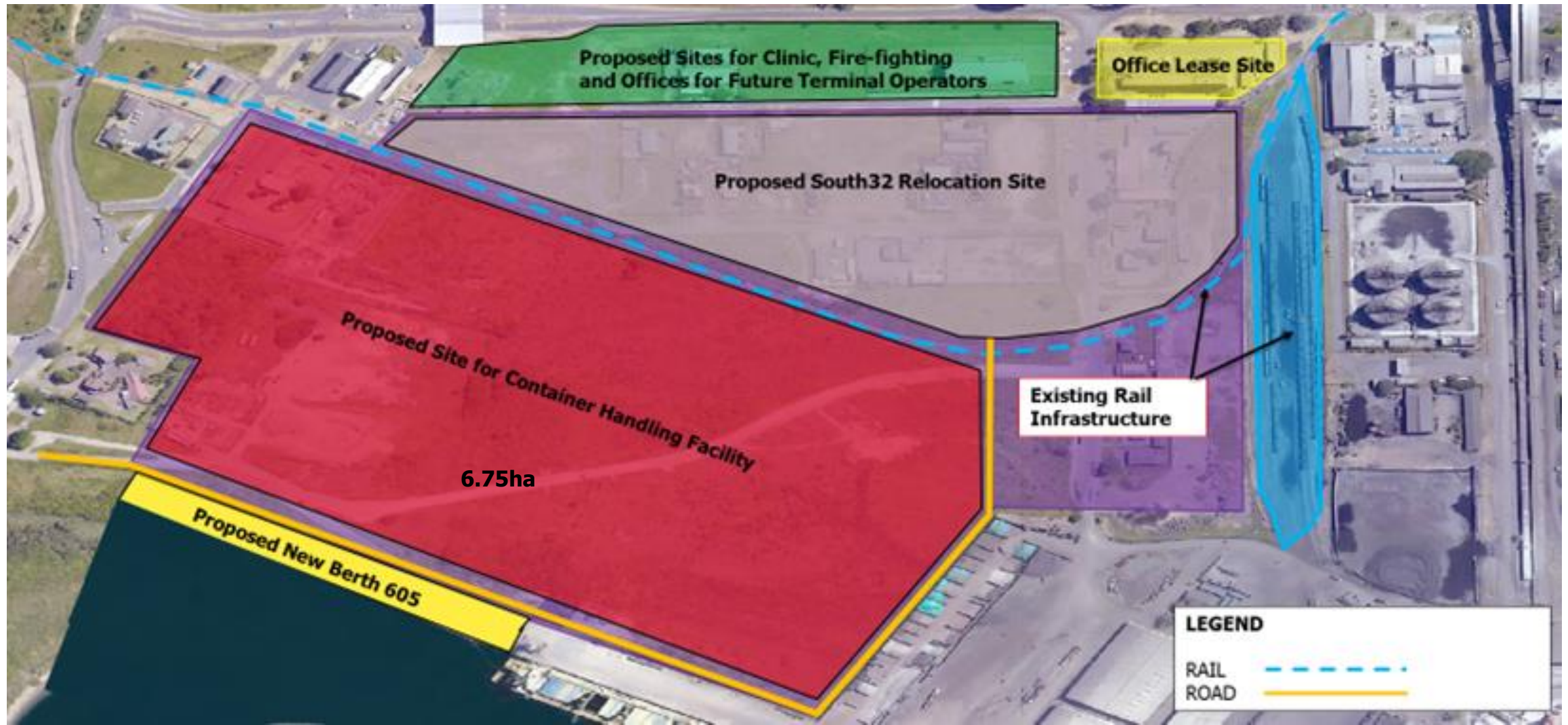
PORT OF RICHARDS BAY



PORT OF RICHARDS OVERVIEW



The Proposed Site (conceptual)



Discussion







- ❑ The Port of Richards Bay currently handles containers at the 600-series (MPT Handling Facility) which consists of Berths 606, 607 & 608. The current Multi-Purpose Terminal (MPT) has a capacity of 50 000 TEUs;
- ❑ TNPA estimates that the proposed Container Handling Facility will grow to an estimated capacity of 200,000 TEUs;
- ❑ The proposed Container Handling Facility in the Port Richards Bay is well suited to serve the Northern part of KwaZulu-Natal province due to the proximity as compared to Durban Port. This will not only reduce the logistics cost but also the transportation time; and
- ❑ It is the Bidder's responsibility to conduct market analysis when responding to this RFP and build a solid business case which reflects container volumes that warrants the Bidders development of a Container Handling Facility in the Port of Richards Bay.

The Salient Features of RFP

- ❑ It is a greenfield site with a total footprint of approximately 675 000 m² (square meters). However, the RFP states that the bidder must indicate the proposed footprint required for developing a Container Handling Facility in line with their business case;
- ❑ The RFP indicates that a bidder's concept design must incorporate the use of Berth 606 only and subsequent use of Berth 605 once developed; and
- ❑ The RFP's Qualification & Evaluation criteria has been developed to be robust enough to attract a bidder that has some experience while also allowing opportunity for emerging players within the Container handling operations to participate as follows:
 - › A bidder with 2 – 5 years' experience in Container handling operations;
 - › A bidder that has achieved average throughput volumes between 10 000 - 20 000 TEUs over the past 2 years;
 - › A bidder with EBITDA of between R1 million to R2 million; and
 - › A bidder that can demonstrate ability in raising capital for projects of this nature.



The RFP Qualification & Evaluation Criteria

PART II - QUALIFICATION CRITERIA	PART III - EVALUATION CRITERIA - STAGE 1 FUNCTIONALITY	PART III-EVALUATION CRITERIA – STAGE 2 PRICE & PREFERENCE	PART IV – DUE DILIGENCE
<ul style="list-style-type: none"> Qualification Criteria 1 : Administrative Responsiveness Timely Submission of Bid Response Bid Response Duly Signed on all relevant documents Submission of all Essential Returnable including the following: <ul style="list-style-type: none"> a valid and certified copy of a B-BBEE certificate or a joint affidavit for the Consortium that is not older than 12 (twelve) months and which is issued by a SANAS certified agency, or a valid affidavit (in the case of a Qualifying Small Enterprise or Exempt Micro Enterprise) confirming that the Bidder has at least a B-BBEE certificate; a valid proof of tax compliance through registration as a taxpayer; and a Business Case (as outlined in Annex CC). Qualification Criteria 2: Substantive Responsiveness (Mandatory Returnable) Concession Fee Offer <div data-bbox="326 1203 504 1272">   </div> <p>Bidders who comply with all the requirements of Administrative and Substantive Responsiveness will be eligible for evaluation under Part III Evaluation Criteria</p>	<ul style="list-style-type: none"> Previous Exp. & Track Record (40) SHE & Risk (10) Financial Capacity (50) Business Case (100) comprising of: <ul style="list-style-type: none"> Market Analysis (20) Financial Management Plan (20) Operating Model (20) Project Schedule (10) Concept Design (10) Funding Model (20) <p>TOTAL POINTS = 200</p> <div data-bbox="1039 1046 1217 1115">   </div> <p>Minimum Score of 140 points (70%) of the Total 200 Points required to be eligible for evaluation under Stage 2 of this Evaluation Criteria. A Bidder who does not meet the minimum 140 points (70%), will not receive any further consideration.</p>	<ul style="list-style-type: none"> Price: <p>Concession Fee Offer (90)</p> <p>Points Scored = Points out of 100 x 90% = 90 points</p> Preference: <p>B-BBEE Scorecard (10)</p> <p>Points Scored = Points out of 100 x 10% = 10 points</p> <p>On completion of the evaluation under Stage 2, Bidders will be ranked and be eligible for appointment as the Preferred Bidder provided, there is no objective Criteria which justifies the appointment of another Bidder other than the Highest Ranked Bidder</p>	<ul style="list-style-type: none"> Detailed Due diligence will be conducted on all bidders who meet the requirements of Part III stage 1 & 2 <div data-bbox="2122 818 2300 886">   </div> <p>If no Criteria under Due Diligence/Probity Check which justifies the appointment of another Bidder other than the Highest Ranked Bidders, the Bidder who scores the highest points will be appointed as the Preferred Bidder and the Bidder with the Second Highest will be appointed the Reserve Bidder.</p>

RFP Briefing Notes

Clause:	Item:	Amendment:
19.10	<ul style="list-style-type: none"> A diagrammatic overview of the Qualification and Evaluation methodology 	<p><u>Briefing Note no. 1</u></p> <p>Through this Briefing Note 01, Transnet National Ports Authority (TNPA) corrects and replaces the diagrammatic overview of the above clause as provided for in the Request for Proposals (RFP) for the appointment of a Facility Operator to undertake the Project (as defined in the RFP) in relation to the Port of Richards Bay Container Handling Facility Project with reference number TNPA/2023/07/0013/36020/RFP.</p> <p>Note: Briefing Note no. 1 was issued on 20 July 2023</p>
ANNEXURE V	<ul style="list-style-type: none"> ANNEXURE V (RFP Clarification Request Form) - Reflects that bid closing date is 31 October 2023 	<ul style="list-style-type: none"> To be corrected to reflect the bid closing date which is 10 November 2023 and will be included with this presentation including all attendance registers, all questions & responses and Annexure HH (Draft Terminal Operator Agreement) in MS Word as Briefing Note no. 2.

The RFP Timelines

Activity	Deadline
RFP Issued to Market	17 July 2023
Non-compulsory briefing session	01 August 2023 @ 11:00 CAT
Final Date for Questions and Clarifications from Bidders	25 October 2023 @ 16:00 CAT
Bid Submission Closing Date (via e-tenders only)	10 November 2023 @ 17:00 CAT

Submission of Bid Response

Bid Responses in relation to the Bid Submission Date:	Submitted by no later than <u>17h00 CAT on 10 November 2023.</u>
Submission of bid response: All Bid Responses and documents contained therein must be: <ul style="list-style-type: none"> • in a PDF format. • Properly indexed, readable and capable of being electronically accessed. • Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system. <p>Note to the bidders:</p> <p>Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.</p>	The Transnet e-Tender Submission Portal can be accessed as follows: <ul style="list-style-type: none"> • Log on to the Transnet e-Tenders management platform website/ Portal (transnetetenders.azurewebsites.net); • Please use Google Chrome to access Transnet link/site); • Click on “ADVERTISED TENDERS” to view advertised tenders; • Click on “SIGN IN/REGISTER” – for bidder to register their information (must fill in all mandatory information); • Click on “SIGN IN/REGISTER” - to sign in if already registered; • Toggle (click to switch) the “Log an Intent” button to submit a bid; • Submit bid documents by uploading them into the system against each tender selected; and • No late submissions will be accepted. The bidder guide can be found on the Transnet Portal: transnetetenders.azurewebsites.net
All queries and requests for clarification in respect of this RFP shall be requested by way by way of Annex V (RFP Clarification Request Form) of this RFP addressed, in writing, to the Project Officer through the official project email address and TNPA will respond to all bidders and upload responses on E-Tenders.	The contact details of the Project Officer are the following: TNPA Project Manager: Port of Richards Bay Email: CONTAINERFACILITYRFP@TRANSNET.NET

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THANK YOU

