



RFI/EOI No **BR/EOI/2023-24 (01) & HOAC_HO_42283**

For the Funding and Development of the Proposed New Railway Corridor underpinned by the Construction of the New Rail Link between Mmamabula (Botswana) and Lephalale (South Africa),
i.e. Mmamabula-Lephalale Rail Link

QUESTION	RESPONSE	RESPONSE DATE
1. Kindly provide clarity on the briefing session and closing dates of the above mentioned because the dates differ on the tender notice and tender document. We have been trying to get ahold of you but both your lines just ring unanswered.	The briefing session was held on 21 July 2023 on MS Teams. The minutes and the presentation of the briefing session have been published on the Botswana Railways website https://www.botswanarailways.co.bw/tender in Botswana and the National Treasury e-Tender Publication Portal website in South Africa. The RFP closes punctually at 10:00am South African Standard Time on 15 September 2023.	10 August 2023
2. Please clarify what kind of Financial model do client prefer? The "Financing+EPC+Transfer+Annual payment" or The "Financing+EPC+Operating by Bidder+Transfer"?	The Client is amenable to different proposals by the Respondents.	10 August 2023
3. If the bidder operate the Rail corridor of the Mmamabula - Lephalale, will BR be responsible for the Morupule coal mine to Mmamabula line or will the bidder can obtain the operation for Morupule coal mine to Mmamabula line?	The Client is amenable to different proposals by the Respondents.	10 August 2023
4. If the bidder operate the Mmamabula - Lephalale Rail Link, what do BR and TRANSNET think is an appropriate period of operation?	The Client is amenable to different proposals by the Respondents.	10 August 2023
5. In this tender, if the bidder is a Chinese international entity and currently registered and operating in Botswana. Which model is comply about tender documents? "the compliance documents from Botswana only" or "the compliance documents from Botswana and China" or "the compliance documents from Botswana, South Africa, and China? Even we are not registered and operating in South Africa?	The compliance requirements will be outlined when and if the RFP is issued	10 August 2023
6. In this tender, if the bidder is currently registered and operating in Botswana only, and we have a JV Partner in South Africa, does bidder who based in Botswana still need to provide the relevant certificate of TAX COMPLIANCE SYSTEM PIN and CENTRAL SUPPLIER DATABASE	The compliance requirements will be outlined when and if the RFP is issued.	10 August 2023



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from South Africa for bidding purposes?		
7. In this tender, we will joint venture with a South Africa company. We want to confirm that the forms/templates should be filled by all the Party of JV, or the forms/templates could be completed by the joint venture as one entity?	<p>Bidders may choose during the subsequent RFP process to enter into a Joint Venture. RFP Bidders will also be required to submit a signed JV agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party. If at the time of the bid submission such a JV or consortium agreement has not been concluded, the partners must submit confirmation in writing of their intention to enter into a JV or consortium agreement should they be awarded business by Botswana Railways and Transnet through the RFP process. This written confirmation must clearly indicate the percentage [%] split of business and the responsibilities of each party. In such cases, award of business will only take place once a signed copy of a JV or consortium agreement is submitted to Botswana Railways and Transnet.</p> <p>Please indicate whether your entity has an existing JV, and if so, provide details, including details of the percentage split of business, or whether your entity intends to create a JV relationship for RFP purposes.</p>	10 August 2023
8. We are reviewing the RFI for possible bidding. Kindly let us know the total distance of the rail	The total distance of the rail link from end to end is 113km in length. With 68.9km on Botswana side (greenfield), 17.1km on South African side (greenfield) and 27km brownfield	10 August 2023
9. Is there no conflict in building two corridors that link to the same mineral resource area, (Mmamabula), i.e. Trans Kalahari Railway line from Mmamabula to Walvis Bay and Mmamabula to Lephalale. Can Investors get assurance that freight will not be diverted to the Trans	The capacity of the Mmamabula-Lephalale line is limited to 24mtpa, whereas the minerals that can be evacuated from Mmamabula alone is more than 40mtpa. In this regard, the Trans Kalahari line and other envisaged	10 August 2023



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Kalahari Railway line instead of the Mmamabula -Lephalale line?	<p>developments such as the Moseitse - Livingstone line are seen as complementary. Botswana possesses substantial largely untapped mineral resources. The untapped minerals will be exploited through providing infrastructure needs (TKR line, Moseitse-Livingstone, Mmamabula - Lephalale), for the private sector as an engine for economic growth and for regional integration.</p> <p>There is opportunity of freight volumes transiting Botswana from the DRC and Zambia to South African ports mainly by road which Mmamabula - Lephalale link can become attractive for this type of traffic particularly if the link from Moseitse to Livingstone in Zambia is operationalized. The EOI for the Mmamabula - Link link requires prospective Bidders to undertake their own bankable feasibility study to check the project viability taking into consideration sensitive analysis when other Rail links are developed.</p>	
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