



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. If the bidder operate the Mmamabula - Lephalale Rail Link, do BR and TRANSNET responsible for securing the volume of freight?	The Client is amenable to different proposals by the Respondents.	
2. Kindly guide on where/who Financial Institutes can direct clarity questions to for the RFI Below are questions we need clarity on 1. Clarity of the scope of work - appear to be targeting at both funding and operational design? 2. Has any preliminary feasibility been concluded? 3. Note that no equity has been provided - is there any other facilitation from Transnet? Or are they asking us to consider? 4. Levels of approvals within both sponsors? 5. Who assumes market risk?	1. The Scope of work of the RFI/EOI is Funding and Development. However, the Client is amenable to different proposals by the Respondents. 2. The preliminary feasibility study is still being developed and will be shared during the RFP stage with the shortlisted bidders. 3. The Client is amenable to proposals by the Respondents. 4. BR and Transnet's approvals processes have different governance structures. 5. The project developer will be taking the risk.	
3. May I confirm that bidders have to send an email expressing their intention to participate in the RFI/EOI or lodging an intent to bid on the Transnet Portal is enough	The bidder may send emails for clarification purposes only but use the Transnet portal for submission of their bid documents.	
4. We, The Arab Contractors, are one of the leading construction companies in Egypt, and MEA region, established in 1955, we have a 65 years long history of construction landmarks and milestone, starting with the high Dam in Aswan, Egypt and ending with Cairo Monorail and Julius Nyerere Dam and Hydro Power Planet in Tanzania. We are specialized in heavy construction projects, Water management projects, Bridges, Roads, and Infrastructure and transportation projects. Arab contractors possess one of the largest equipment fleet in the region, which include more than 11,000 construction equipment (the largest in fleet in Africa and Middle East). Our most valid success partners are our workforce, with	- The project SPV will be the borrower. There is no guarantor (Transnet, Botswana Railways and MOF will not guarantee the project). The project developer will be taking the risk. - The borrowing terms and conditions, tenor, etc will be determined by the project SPV. The Client is amenable to different proposals by the Respondents. - All additional information will be provided during the RFP stage.	



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

more than 70,000 employees, and other factors endowments mentioned above we were able to generate a working capital of 1.5 Bn USD in 2022, and we spread in 20 African Countries. Also, Kindly be informed that Arab Contractors has various experience working in EPC+F framework, where AC's relationship with international financial institutions and domestic ECA's can be allocated into collaboration to facilitate both financing and engineering your plans to reality! The Arab Contractors is willing to express interested in participating in the Mmamabula- Lephalale Rail Link project, however, we had some inquiries about the funding guarantees provided in order to facilitate financing of the project, so I'd appreciate it if you can provide me with the following information. • Who would be the borrower and who would be the guarantor ? (MOF of South Africa & Botswana / Transent and Botswana Railways / Awarded JV / Project SPV) • What are the guarantees provided by the borrower ? • What is the minimum Tenor period accepted by the borrower ? • What are the financing terms and conditions accepted by the borrower ? • Is there any addition info about the financial model that need to be satisfied ? And finally, please let me know if it's convenient to arrange a virtual meeting to discuss more about the details mentioned in this email.	Respondents are to note that any subsequent meeting shall be arranged with only those who have been shortlisted following the bid evaluation process detailed in this RFI/EOI.	
--	---	--



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

5. Refer to Item 6 in Section 2 from the Schedule of Contents in Page 2, may you please clarify what is B-BBEE Joint Venture of Consortium? Are the respondents required to form a joint venture compulsorily	For this particular RFI/EOI, please ignore the B-BBEE. Bidders may choose during the subsequent RFP process to enter into a Joint Venture.	
6. Refer to Item 11 in Section 2, the Successful Respondent and its Sub-contractors are required to obtain security clearance from the appropriate authorities. May you please clarify whether the Respondent and its Sub-contractors are required to submit the security clearance at the current stage? What do mean by "appropriate authorities" and do they exist in South Africa only?	The security clearance matter shall be dealt with at the RFP stage.	
7. Refer to Item 12 in Section 2, we know that the item is applicable in South Africa only and the attached SBD1 Form must be completed and submitted as a returnable document. Does this mean that respondents from countries other than South Africa do not need to fill out SBD1Form?	All respondents are required to complete the SBD1 Form where applicable.	
8. Refer to Item 13 in Section 2, we know that where Consortia / Joint Ventures / Sub-contractors are involved, each party must be registered on the Central Supplier Database (South Africa) and their tax compliance status will be verified through the Central Supplier Database (South Africa). However, some international respondents are not registered on the Central Supplier Database (South Africa). Could you please clarify whether international respondents can provide the Tax Clearance Certificate from the countries where the company is registered as equivalent?	International respondents can provide the Tax Clearance Certificate from the countries where the company is registered as equivalent. However at award stage of the RFP, the successful bidder will be required to comply to the full requirements of Botswana and/or South Africa.	
9. Refer to Item 2.4 in Section 3, it says that the pre-feasibility study will be completed by September 2023. However the feasibility study is more necessary for the clients and respondents for further evaluation of feasibility and implementability. May you please clarify when will the clients provide the feasibility study at this	The client will only conduct the prefeasibility study to determine viability of the project. The successful bidder will be required to conduct the feasibility study upon appointment.	



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

stage?		
10. Refer to Item 7 in Section 3, all qualifications and or exceptions should be noted in the RFI/EOI Response document. Could you please clarify the meaning of "qualification" and "exceptions," and how respondents take note of them?	Qualifications and exceptions mean that the Client is amendable to different proposals by the Respondents.	
11. Refer to the content on the last page of Section 5, the respondents must ensure the validity of all returnable documents, including, but not limited to, valid proof of B-BBEE status. However, it should be noted that B-BBEE is applicable in South Africa only, and international respondents do not have access to B-BBEE. Therefore, could you please clarify whether the international respondents will be exempt from providing B-BBEE and related documentation?	For this particular RFI/EOI, please ignore the B-BBEE.	
12. Could you please clarify whether the plans related to the construction, such as the method statement, quality assurance plan, etc., need to be provided at this stage?	No, the plans are not needed at this stage.	
13. Could you please clarify whether the detailed priced BoQ/tender offer needs to be provided at this stage?	No, the detailed BOQ does not need to be provided at this stage.	
14. May you please clarify whether the work in Botswana and the work in South Africa is covered under the same contract, funded, and constructed jointly or they are separate from each other?	Yes. The work in Botswana and South Africa will need to be covered under the same contract, funded and constructed jointly.	
15. May you please clarify exactly the project model? Does it involve a financing and repayment framework, specifically the EPC+F (Engineering, Procurement, and Construction + Financing) model, or will it be implemented through a traditional investment model? If the project requires a loan, who will be the main borrower for this project?	The Client is amenable to different proposals by the Respondents.	
16. May you please clarify how will the client refund the money?	The Client is amenable to different proposals by the	



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

	Respondents.	
17. May you please clarify the standard of the railway line? What is the rail weight per unit length?	The line will be operated at 20 ton/axle	
18. May you please clarify how many train stations there are along the railway? Are there any stations or checkpoints for border crossings?	The number of train stations shall be determined by the prefeasibility study. There will not be any checkpoints at the border crossing.	
19. May you please clarify whether the construction of the storage yard and cargo distribution center is included in the contract?	The scope of this transaction includes a consolidation yard in Mmamabula.	
20. May you please clarify the freight cost per ton per kilometer ?	The Client is amenable to different proposals by the Respondents	
21. May you please clarify the detailed calculation process for the annual freight volume of 24 million tons?	A simulation and volume validation exercise were conducted.	
22. May you please clarify railway traffic volume for last year?	The rail link line is a greenfield project. The line is not yet built and operational, so no traffic volumes can be currently provided.	
23. May you please clarify the average speeds of freight trains when they are empty and when they are fully loaded?	The speed of the train depends on the topography. On average, for a loaded train it will be 60km/h and 80km/h for an empty train.	
24. May you please clarify power source of the train? Is it internal combustion or electric?	It depends on the volumes that you haul in the line.	
25. May you please clarify how many train cars a freight train can pull and how many tons of cargo each train car can carry?	It depends on the type of locomotives you use. The Client is amenable to different proposals by the Respondents	