

TRANSNET NATIONAL PORTS AUTHORITY
AN OPERATING DIVISION OF
TRANSNET SOC LTD

**REQUEST FOR INFORMATION (RFI) IN RESPECT
OF THE DESIGN, FINANCING, CONSTRUCTION,
OPERATION AND MAINTENANCE OF THE
CULEMBORG INTERMODAL LOGISTICS
PRECINCT & RELATED FACILITIES**

Request for Information Description	The design, financing, construction, operation, and maintenance of the Culemborg Intermodal Logistics Precinct & related facilities.
RFI Number	TNPA/2023/09/0034/41805/RFI
Issue Date	12 September 2023
Non-Compulsory Briefing Session	26 September 2023 @ 10h00
Requests for Clarification Close	30 October 2023
RFI Closing Date	13 November 2023 @ 16h00

Table of Contents

1. DISCLAIMER	3
2. DEFINITIONS AND INTERPRETATION	5
3. TRANSNET NATIONAL PORTS AUTHORITY – TNPA.....	7
4. PORT OF CAPE TOWN LOGISTICS LANDSCAPE – OVERVIEW	9
5. REQUEST FOR INFORMATION.....	10
6. INFORMATION TO BE PROVIDED BY THE RESPONDENT IN ITS RFI RESPONSE.....	11
7. FORMAT AND SUBMISSION OF RFI RESPONSES	14
8. CONTACT WITH THE PROJECT OFFICER	16
9. FORMAL BRIEFING	17
10. REQUESTS AND CLARIFICATIONS	17
<u>11. GENERAL.....</u>	17

1. DISCLAIMER

While all reasonable care has been taken in preparing this Request For Information ("RFI"), the information has been prepared by Transnet SOC Ltd, though its operating division of Transnet National Ports Authority ("TNPA") in good faith, based on information obtained from various sources. However, neither TNPA nor any of its advisors accept any liability or responsibility for the adequacy, accuracy or completeness of any of the information or opinions stated herein.

Save where expressly stipulated otherwise, no representation or warranty (whether express or implied) is or will be given by TNPA or any of its officers, employees, servants, agents, advisors, or any other person with respect to the information or opinions contained in this RFI, or in relation to this RFI.

TNPA reserves the right to amend, modify or withdraw this RFI or any part of it, or terminate or amend the plans for the introduction of private sector participation for its logistics precinct development programme, at any time, without prior notice and without liability to compensate or reimburse any person pursuant to such amendment, modification, withdrawal or termination.

The terms and conditions set out in this RFI are stipulated for the express benefit of TNPA and, save as expressly stated to the contrary, may be waived at TNPA's sole discretion and at any time.

TNPA reserves the right to, at any time, include such responses to this RFI in any further procurement document which may or may not be made available at such later stage, without the obligation or liability to pay any compensation or reimbursement of any nature to any person pursuant to such use.

This RFI is provided solely for the purpose set out herein and is not intended to form any part or basis of any investment decisions by the Respondents, its shareholders, members or its lenders.

Prospective Respondents that access this RFI must make their own independent assessment of the information provided, taking such advice (whether professional or otherwise) as they deem necessary.

No Prospective Respondent, its shareholders, members, contractors, suppliers or lenders shall have any claim against Transnet or any of its operating divisions, its officers, employees, servants, agents or transaction advisors, under any circumstances whatsoever, arising out of any matter relating to this RFI of any nature whatsoever, including where such claim is based on any act or omission by Transnet, or any of its officers, employees, servants, agents or transaction advisors of any nature whatsoever, or where such claim is based on the content of, or any omission from this RFI of any nature whatsoever.

2. DEFINITIONS AND INTERPRETATION

In this Document, except as otherwise defined herein, the following terms shall have the following meanings:

- 2.1 **"Black Industrialists"** - black people directly involved in the origination, creation, significant ownership, management and operation of industrial enterprises that derive value from the manufacturing of goods and services at a large scale; acting to unlock the productive potential of our country's capital assets for massive employment locally;
- 2.2 **"Capacity"** - the amount of available space for storage, inventory preparation, and order fulfilment;
- 2.3 **"Consents"** - all consents, permits, clearances, authorisations, approvals, rulings, exemptions, registrations, filings, decisions and licences required to be issued by or made with any Responsible Authority in connection with the performance of any of the Construction, Operation and maintenance of the Facility by the Project Company;
- 2.4 **"Culemborg"** – Erf 164071 PTN of 10256, Cape Town;
- 2.5 **"Document"** - this RFI document for the design, construction, finance, operation, and maintenance of the Culemborg Intermodal Logistics Precinct Facility Programme;
- 2.6 **"Facility"** – the Culemborg Intermodal Logistics Precinct, intended for uses such as warehousing, cold storage/storage, distribution logistics, manufacturing linked to export market, agro-processing near port cargo holding area and maritime related administration offices, or any operations intrinsically associated with port operations, and solutions relating to transport challenges.
- 2.7 **"National Ports Act"** – the National Ports Act No. 12 of 2005;
- 2.8 **"Port"** – Port of Cape Town;
- 2.9 **"Project Officer"** – the person appointed by TNPA as the project officer for the purpose of the administration of the process contemplated in this Document;
- 2.10 **"Project Site"** - the Culemborg site as outlined in figure 1 below ;
- 2.11 **"Project"** – the design, construction, finance, operation and maintenance of Culemborg Intermodal Logistics Precinct;

- 2.12 **"Respondent"** – any entity or consortium that submits an RFI Response in response to this Document. The terms, "Respondents" or "Prospective Respondent" shall have a corresponding meaning;
- 2.13 **"RFI Response"** – the submission made by a Respondent in response to this Document, together with all necessary supporting documentation, which shall include the completed Response and its supporting documents;
- 2.14 **"RFI"** – this request for information document to which Respondents are required to submit an RFI response to;
- 2.15 **"RFP"** – Request for Proposal
- 2.16 **"Transnet National Ports Authority" or "TNPA"** – an operating division of Transnet SOC Ltd, (registration number 1990/000900/30) established through the National Ports Act, No. 12 of 2005; and
- 2.17 **"Transnet"** – Transnet SOC Ltd, registration number 1990/000900/30. A state-owned company under the Department of Public Enterprises incorporated in the Republic of South Africa and which is the custodian of South Africa's freight logistics public infrastructure, which supports economic growth and development by providing efficient rail, port and pipeline infrastructure and services.

3. BACKGROUND

3.1. Transnet National Ports Authority – TNPA

- 3.1.1 Transnet National Ports Authority (TNPA) is an operating division of Transnet SOC Ltd, (registration number 1990/000900/30) established through the National Ports Act, No. 12 of 2005 (“the Ports Act”) and provides a regulatory service in terms of its proclamation as defined in the National Ports Act;
- 3.1.2 Operating within the port industry, TNPA provides its services to port users, namely, terminal operators, shipping lines, shipping agents, passenger liners and the clearing and forwarding industry. TNPA also carries a distinctive feature of being self-sustaining;
- 3.1.3 In terms of the Port Development Framework Plan (PDFP) for the Port of Cape Town, the expansion of the Port, informed by the Freight Demand Model (FDM) and contributing to the value proposition, requires the development of land parcels that are outside the Port limits, to create additional back of port capacity. In accordance with the PDFP, the Project site is earmarked for a mixed-use functionality which includes a logistic provision focus to support the Port. There is also a strong need to support future requirements and sustainability of the Port of Cape Town;
- 3.1.4 As such, the Port of Cape Town intends to develop the Project Site as a mixed-use intermodal logistics precinct to offer additional capacity and create additional back-of-port capacity for the Port. Key to this development would be a host of various industries including but not limited to, storage, warehousing, light manufacturing, distribution logistics services, cargo holding facilities and maritime-related administrative offices.
- 3.1.5 Further, the development of the Project Site should aim to address the current challenges experienced by the transporters linked to the Port’s logistics chain. The development should therefore aim to provide access to the Port seamlessly, create capacity and improve any related logistics efficiencies at the Port;

- 3.1.6 The programme aims to expand capacity for the Port to drive increased export volumes in the agricultural segment, light engineering and improve transport solutions that would enable the Port to be globally competitive;
- 3.1.7 It is in this context that the Port has decided to invite interested parties to participate in this RFI in order to solicit information on a broad range of solutions for back-of-port facilities, to determine the demand for back-of-port manufacturing, storage, warehousing, distribution logistics, cargo holding facilities and maritime-related office use.

This RFI is intended for:

- 3.1.8 Logistics companies or land developers who would:
- a) Have an appetite to develop, operate and maintain logistics facilities within Culemborg.
 - b) Describe the specifics of the logistics service requirements and provide information that can help TNPA better understand the needs of the logistics and distribution market and more specifically, the market appetite for the operation and maintenance of logistics facilities in Culemborg.
- 3.1.9 Cargo-owners who would have an appetite to develop and lease or operate cargo facilities within Culemborg.
- 3.1.10 Manufacturing companies interested in light manufacturing for the export market;
- 3.1.11 Cargo-operators who would have an appetite to operate within Culemborg.
- 3.1.12 Financiers or financial institutions;
- 3.1.13 Black Industrialists operating in the maritime logistics space seeking to design, build and lease facilities within the port system.

4. PORT OF CAPE TOWN LOGISTICS LANDSCAPE – OVERVIEW

4.1 Overview

- 4.1.1 As the gateway of international trade with over six (6) million consumers in the Western Cape, the Port plays an integral role in shaping South Africa's economy.
- 4.1.2 The Port is a key export destination and accounts largely for South Africa's agricultural produce, which contributes towards 12.5% of South Africa's overall GDP. Through the Port, South Africa's fruit and citrus exports account for approximately 50% of all exports (Western Cape Government, 2022).
- 4.1.3 The Port is a city port constrained by limited land area and this raises the need to optimise land use for areas that need to be directly connected to the shoreline. The optimisation is necessary to ensure that only the activities that are strictly tied to the ocean are handled inside the Port, and all other activities are handled in the back-of-port areas. This will limit pertinent challenges and ensure operational efficiencies are realised and land is put to better use.
- 4.1.4 Culemborg is a brownfield site, measuring 45 hectares (450 495 m²) and is strategically located in the City of Cape Town's Foreshore. Figure 1 below, illustrates where the relevant Project Site would be strategically located to offer back-of-port capacity for the Port.



Figure 1: Culemborg Precinct

- 4.1.5 Culemborg presents an excellent opportunity for the development of an intermodal logistics precinct as a means of creating a back-of-port facility and its related uses. This precinct will integrate with the Port, given the logistics integration possibilities between the Port and the Culemborg site, to enable movement of trucks between the Port and Culemborg.
- 4.1.6 The precinct is strategically located and presents opportunities for an intermodal precinct that is supported by a mixed-use development linked to maritime/freight related uses including warehousing developments. Having warehousing and a near-port holding area outside of the Port presents new opportunities to reimagine business processes. Having a cargo holding area closer to the Port will provide cargo owners with better efficiencies, open the possibilities to improve night-time utilisation and capacity in the Port. This will particularly assist the Port with the reduction of pre and post ceasing of terminal operations due to inclement weather.
- 4.1.7 Other opportunities, include cold storages, distribution logistics, uses related to the agro-processing and manufacturing possibilities.

5. REQUEST FOR INFORMATION

5.1. Objectives of the RFI:

- a) The objective of this RFI is to assess the market's interest in the design, construction, financing, operation and maintenance of facilities at the Project Site as an intermodal logistics precinct accommodating various industries, including but not limited to warehousing, cold storage/storage and light manufacturing;
- b) A portion of the site to be used for near port cargo holding area, and maritime administration, or any operations intrinsically associated with port operations, and solutions relating to transporter challenges.

5.2. TNPA intends, through this RFI to:

- a) Better understand user requirements for a mixed-use logistics precinct that will serve the Port of Cape Town hinterland;
- b) Support investigations by TNPA to identify opportunities and demand available in the market for the development of the Project Site;
- c) Gain a better understanding of the logistics and distribution market demand which might be prevalent and / or relevant to the Project Site.

5.3 As such, TNPA encourages and requests any, and all Prospective Respondents to:

- a) Submit an RFI Response in terms of this RFI. The outcomes of the RFI will be used to inform the RFP process and as such, TNPA requests all entities or companies that may wish to submit bids in response to the proposed future RFP in respect of the envisaged Culemborg Intermodal Logistics Precinct Development, to submit an RFI Response, should TNPA decide to proceed with the issuing thereof.

5.4 It needs to be emphasized that TNPA will, at its sole discretion:

- a) determine how it will develop the Facility, and which infrastructure it will fund or request other entities to develop. This RFI will assist TNPA in making such a determination.

6. INFORMATION TO BE PROVIDED BY A RESPONDENT IN ITS RFI RESPONSE

6.1. General Respondents request:

- 6.1.1. The RFI Response submitted should be as comprehensive as possible and include the information requested below and any supporting documentation in respect thereof.

6.2. Description of the Project

6.2.1 Respondents are required to provide as much detail as possible about their RFI Response including the necessary commercial arrangements which have been put in place or still need to be put in place. Such information will assist TNPA in determining the readiness of the market for a possible development of the Facility and may inform the design of the procurement process for the Project.

6.3 Information relative to Project Overview

The Respondents will be, in respect of the Culemborg Intermodal Logistics Precinct Development Programme, required to provide the following details:

6.3.1 Respondent's Profile

- a) The name of the respondent, and its full registration details;
- b) The name and contact details of the person appointed by the Respondent as its representative in the event that the Projects Officer wishes to engage on the Project(s) and/or RFI Response;
- c) The main business of the Respondent, in relation to the maritime logistics value chain e.g., consulting, infrastructure development etc.

6.3.2 Respondent's Previous Experience

- a) Project(s) that the Respondent has implemented (track record) whether in a municipal, national, or in any other context;
- b) The Respondent is required to provide capability statements, demonstrating the Respondent's previous experience in the sector or is market segment in their segment of operation.

6.3.3 Project Scope

- a) Provide an overview of the Project scope, background, and expected cost;
- b) Provide the Project Site's context (Physical, Social and Economic)

- c) Include parking space requirements;
- d) Outline any and all compliance approvals required for the Project such as an environmental impact analysis, geotechnical investigations and any other relevant requirements;
- e) Provide development concept drawings and construction specifications.

6.3.4 Projected Timelines for completion

- a) Provide projected timelines for of all the required compliance approvals and;
- b) Provide an indication of the projected timelines from the date of construction to the date of occupation.

6.3.5 Market, Financial and Socio-Economic Analysis

- a) Provide details on the market and on the market demand for the Facility, including unit size and design capacity;
- b) Indicate whether the identified industries are suitable for long-term investment;
- c) Indicate the Project's contribution to economic development, including job-creation during construction and operation, skills development; local content value, as well as the use and development of Small Medium and Micro Enterprises;
- d) Indicate the expected investment and return on investment;
- e) Indicate how funding for the Project will be sourced, e.g., debt equity.

6.3.6 Land Use and Environmental Management

- a) Mixed Land Use development such as warehousing, storage, distribution logistics, cargo holding facilities, offices linked to maritime logistics uses;
- b) Indicate how the proposed development will make use of renewable energy, such as, Solar Photovoltaics, etc;

- c) Indicate the spatial layout and requirements of the proposed development as well as any need for bulk infrastructure services from TNPA; and
- d) The required tenure.

6.3.7 Intermodality, Connectivity and Traffic Flow

- a) Discuss integration capability of the various transport modes for intermodality and connectivity;
- b) Describe traffic control plans;
- c) Recommend feasible designs for integration and connectivity.

6.3.8 Exclusions, Safety and Security

- a) Indicate any exclusion or safety zones applicable as a result of the proposed facility;
- b) Indicate any requirements or safety standards applicable as a result of the proposed facility(s);

7. FORMAT AND SUBMISSION OF RFI RESPONSES

7.1. Submission of RFI Responses

- 7.1.1. The RFI Responses must be submitted to TNPA by no later than 16h00 on 13 November 2023;
- 7.1.2. RFI Responses reaching TNPA later than the date and time specified above may, in TNPA's sole discretion, not be considered;
- 7.1.3. All costs incurred by a Respondent in connection with this RFI and the preparation of its responses hereto shall be borne by the Respondent;
- 7.1.4. The Respondent will not have to pay any monies in order to submit an RFI Response;
- 7.1.5. The Respondent is encouraged to submit any additional information that, in its view, would assist TNPA in the further development of the Project.

7.2. Submission of the RFI Response

- 7.2.1. In Microsoft Word format, version 2007 or later, save where the document cannot be accessed by Microsoft Word, in which event it must be provided in a PDF format, or in Microsoft Excel format, version 2007 or later;
- 7.2.2. Properly indexed, readable and capable of being opened;
- 7.2.3. 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.
- 7.2.4. Respondents are to upload their RFI response proposals onto the Transnet system against each RFI selected.

7.3. Format of RFI Response

- 7.3.1. The Respondent is requested to complete the RFI Response and provide all the information required in terms of this RFI and to address every item in paragraph 6;
- 7.3.2. All pages should be numbered consecutively from beginning to end and there should be an index to the entire RFI Response.
- 7.3.3. The RFI Response can be contained in more than one document and with annexures as the Respondent may consider appropriate to provide the information requested. All documents comprising of the RFI Response must be visible from the index to the RFI.

7.4. Language of the RFI Response

- 7.4.1. The RFI Response and all documents forming part of it must be in English;
- 7.4.2. Any printed literature submitted with the RFI Response may be in another language so long as it is accompanied by an English translation (made by an accredited translator) of the entire document;
- 7.4.3. For the purpose of interpretation of the RFI Response, TNPA will rely on the English translation provided;
- 7.4.4. All correspondence and any other documentation and oral

communication exchanged between the Respondent and TNPA shall be in English.

7.5. Signing of the RFI Response

- 7.5.1. The Respondent is requested to provide a signed cover letter with its RFI Response.

7.6. Further Information

- 7.6.1. TNPA reserves the right to seek additional information from a Respondent regarding its RFI Response, as it may, in its sole discretion, determine, whether such information has been requested under this RFI or otherwise, and may request the Respondent to present supplementary information, in respect of its RFI Response;
- 7.6.2. The Respondents may, following the submission of an RFI Response, be requested to engage with TNPA and / or other relevant government stakeholders to discuss matters relevant to its RFI Response. Any meetings will take place via MS Teams, unless otherwise arranged.

8. CONTACT WITH THE PROJECT OFFICER

- 8.1. The Respondent must give the name and contact details of the person whom it appoints to undertake all contact with the Project Officer in its RFI Response, as provided for above (Information to be provided by Respondents in their RFI Responses);
- 8.2. After the submission of its RFI Response, the Respondent may only communicate with TNPA through such person and TNPA shall be entitled, at its sole discretion, to disregard any communication from the Respondent, that does not come from such contact person, and that does not go directly to the Project Officer. Once the Respondent has been issued with a unique identification number this is to be used in all communications with TNPA;
- 8.3. Where an engagement is required with the Respondent as highlighted above, other representatives of TNPA and the Respondent will be requested to be available for such an engagement.

9. FORMAL BRIEFING

- 9.1. A non-compulsory briefing session will be conducted in hybrid format via Microsoft Teams and in-person on **26 September 2023 @ 10h00**. Interested parties can join the briefing session by using a link that will be provided on the TNPA website;
- 9.2. Interested parties who wish to submit an RFI Response and who did not participate in the non-compulsory information sharing session will not be excluded from submitting an RFI Response.

10. REQUESTS AND CLARIFICATIONS

- 10.1. The Respondent may request clarification on any item contained in this RFI by not later than **30 October 2023**;
- 10.2. All enquiries, queries, and requests for clarification in respect of this RFI must be in writing and addressed to the Project / Commodity Manager and emailed to culemborgintermodalrfi@transnet.net;
- 10.3. TNPA will endeavour to respond to all reasonable written queries and requests for clarification raised by any Respondent.

11. GENERAL

- 11.1. The information contained in this RFI is proprietary to TNPA. In accepting this RFI, Respondents or any third party agree that the information has been compiled, created, and maintained by special effort and expense of TNPA.
- 11.2. By submitting an RFI Response, each Respondent acknowledges that TNPA will process all such information that is contained in the RFI Response and which may constitute personal information as defined in Protection of Personal Information Act No. 4 of 2013 and each Respondent consents to such processing.
- 11.3. If a Respondent, or any person employed by him, is found to have either directly or indirectly offered, promised or given to any person in the employ of TNPA, any commission, gratuity, gift or other consideration, TNPA shall have the right and without prejudice to any other legal remedy which it may have in regard to any loss or additional cost or expenses, to disqualify the Respondent from further participation in this process and any other subsequent processes in this regard;
- 11.4. In such an event, the Respondent will be responsible for all and any loss that TNPA may suffer as a result thereof. In addition, TNPA reserves the right to exclude such a Respondent from future business with TNPA.