

MINUTES OF PON LIQUID BULK RFP BRIEFING SESSION

DATE: 09 JULY 2025

TIME: 10h00-12h30

VENUE: PORT OF NGQURA EMENDI BOARDROOM AND MICROSOFT TEAMS

PROGRAMME

ITEM	PROCEEDING		
1.	SAFETY BRIEFING AND EVACUATION PROCEDURE		
	<ul style="list-style-type: none"> A safety briefing video was played to everyone present in the boardroom to inform them of safe evacuation from the building in the event of an emergency. 		
2.	WELCOME & INTRODUCTION		
	<ul style="list-style-type: none"> The Programme Director welcomed everyone present physically and all those who joined online via the MS Teams link. 		
3.	OPENING REMARKS		
	Opening remarks were given by the Acting Port Manager.		
4.	RFP AMENDMENTS		
	The Executive Manager New Business Development presented all the RFP amendments and stated that the revised RFP was republished on the e-tender portals.		
5.	PRESENTATIONS		
	<p>A presentation for the Port of Ngqura Liquid Bulk RFP was conducted by various the TNPA personnel highlighting the salient items of the document for bidders to note.</p> <p>The TNPA Environmental Manager mentioned that the Port of Ngqura has three existing Environmental Authorisation, for the Liquid Bulk Facility, a Marine Infrastructure Authorisation for the construction of the berth A 100 infrastructure marine infrastructure and a land side Environmental Authorisation for enabling infrastructure for servicing the proposed new liquid bulk facility.</p>		
5.1	QUESTIONS AND ANSWERS		
	<table border="1"> <tr> <td>1. Please share what transpired in 2019 on the previous concessionaire that</td><td>The previous concessionaire could not reach financial close as they could not secure off-take agreements with</td></tr> </table>	1. Please share what transpired in 2019 on the previous concessionaire that	The previous concessionaire could not reach financial close as they could not secure off-take agreements with
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	<p>was appointed as the project was discontinued. The lessons learnt so that the prospective bidders don't repeat what happened.</p>	<p>customers. Secondly the land size offer at the time could not justify the market demand. The tenure in the RFP that was published as 20 years which was deemed too short with these lessons learnt from the previous process which impacted financial viability for the concessionaire.</p>
	<p>2. The second question was related to financial capability, where a lot of points in the RFP are related to EBIDTA margins. Astron colleagues wanted to understand the thinking behind that, and he made an example of " a R10 million EBIDTA business has a margin of 20% gets full points but a R500 million-dollar EBITDA business which has a 5% margin will get zero points" The questions was "in that scoring the latter will receive nothing where there's great financial capability to bill the project"</p>	<p>It was mentioned that the Finance personnel was not present, and a written response will be given. Please make reference to the briefing note number 2.</p>
	<p>3. The third was whether the prospective bidders will be shown the project site and</p>	<p>It was confirmed that both the berth site and the tank farm site will be visited after the briefing session.</p>

	<p>what type of work that has been done on the site.</p>	
	<p>4. When will be berth A100 be available; what will be the approximate length of the pipeline and when will be the presentation be available on the portal</p>	<p>It was mentioned that TNPA has submitted the Budget Facility Infrastructure (BFI) application to National Treasury for funding for Wave 2 which has close on the 1st of July with announcement expected early October 2025. Directly thereafter TNPA will proceed to the open market to solicit a construction contractor for the berth. The RFP is expected to be advertised by mid November 2025 and it will close by end of January 2026. The award is planned for end of July 2026. The commencement of Berth A100 construction should commence in early August 2026 and the anticipated completion date is November 2028. The pipeline length from the berth to the proposed tank farm is approximately 2.5 km. It was mentioned the presentation will be uploaded on the portals on 11 July 2025.</p>
	<p>5. Fourth question was around the bankability of the project. The question was "Are there any competing liquid bulk Terminals in the vicinity and also is there</p>	<p>The only liquid bulk facility that exist in the Nelson Mandela Bay Metro is the one existing facility in the Port of Port Elizabeth and the next liquid bulk facility is in East London area. It was mentioned that in the liquid bulk RFP</p>

	<p>exclusivity as to not cannibalise there appointed TOA in terms of competition”</p>	<p>the anti-competitive behaviour is discourage from any preferred bidder and that third-party access must be provided.</p>
	<p>6. During construction time of berth A100, will it have any effect on the rest of the Port?</p>	<p>There will be not impact on the port operations during construction of the new berth however the basin dredging may have high frequency of dredger movement in and out of the port which must be co-ordinated with other vessel movements. TNPA will be responsible for that exercise. TNPA therefore does not see any major impact in port operations as the construction site if isolated and on the eastern precinct.</p>
	<p>7. What is the position for the small business whether TNPA does have the monitoring system which will make sure that the small companies benefit as well when the tender is awarded to the big companies.</p>	<p>It was mentioned that yes there is a system to monitor, and it is a responsibility of the main contractor to look for a subcontractor as part of the process. Also, the small businesses must attend briefing sessions for tenders of interest to introduce or sell themselves to main contractors on their business offers. The main contractor is expected to do a due diligence in finding out small businesses for related subcontracting including engaging the local Business Chambers, who have the list of registered small businesses for possible engagement on these projects.</p>

6.	<p>There was a comment from Hive Hydrogen who will be developing their Coega Green Ammonia project. They mentioned that they are busy planning the Coega Green Ammonia project and will be exporting a million-ton of Green Ammonia per year. Storage will be at the production plant not at the proposed tank farm. The key thing for Hive Hydrogen is their business case for an operator to consider the handling of Green Ammonia at rate of 16,000 tons/hr at the berth. Hive has an open door for anyone needing information which will help their business case. Hive is completely independent and their presence in the briefing session was to give information to all the prospective bidders to collaborate.</p>
6.	CLOSURE
	<ul style="list-style-type: none"> • The Programme Director reminded the participants who were on the virtual MS teams platform to not forget to send their details through the liquid bulk RFP project email to TNPA for recording of their attendance. • It was mentioned that after 20 October 2025, TNPA won't be considering anything for clarifications on the RFP document. • The Customer Relations Manager thanked all participants for attending this briefing session and also for their clarifying questions and engagements during the meeting. • The meeting was adjourned whereas the delegation proceeded to the two site.