

Establishment of a rolling stock leasing company: RFQ clarification 3 questions					
Date Received	Response Date	Has the response been published?	Question mode	Question	Answer/Response
9-Jun-25		Team provided response	Email	<p>Section 4.4.3 (i) Minimum of 10 years of experience in leasing Moveable Assets. Bidders must demonstrate they have provided leasing services of Moveable Assets for at least 10 years. This must be evidenced through verifiable evidence:</p> <ul style="list-style-type: none"> <li>v Unqualified Audited Financial Statements or Asset Registers for the past 10 years – confirming ownership and deployment of leased assets.</li> <li>v Fleet Management or Lease Management Reports – showing leasing activity, asset utilization, and lessees.</li> </ul> <p>Moveable Assets" means tangible, non-fixed capital assets capable of being moved between locations. For the purposes of this RFQ, this term includes any of the following categories relevant to assessing bidder experience: Rolling Stock: Including assets such as locomotives and wagons.</p> <p>We request Transnet to consider the experience of owning and/or operating of rolling stocks also as an eligible experience for the purpose of meeting Technical Capability.</p> <ul style="list-style-type: none"> <li>v Alternatively, Transnet is requested to reduce the minimum no. of years of experience in leasing Moveable Assets from 10 years to 5 years .The above relaxation would enable participation of larger no of competent players leading to competitive bidding and better value for Transnet. Therefore, this section may be suitably revised to take the above suggestion into account.</li> </ul>	Requirements remain unchanged.
9-Jun-25		Team provided response	Email	<p>Section 5 (a) The clause stipulates submission of Unqualified Audited Financial Statements for the previous 10 years from a recognised auditor. We request Transnet to relax the requirement of Unqualified Audited Financial Statements for past 10 years. Instead, Transnet may ask for submission of Audited Financial Statements for past 10 years without mentioning the requirement of the Audited Financial Statement being Unqualified.</p>	The requirement remains unchanged.
9-Jun-25		Team provided response	Email	<p>Section 4/4.2 (ii)-At this stage, the business plan for the project including the valuation of rolling stock of Transnet, existing lease details, funding requirement and projected financials of the LeaseCo are not available. Therefore, it would be premature for any Financier to indicate financing the Project. Further, a Respondent may consider funding the project through other means including internal accruals, loans brought in by the Shareholders, any other debt instruments brought in by the shareholder its subsidiaries and affiliated companies. Hence, we request Transnet to kindly remove this requirement for meeting the Financial Capability Criterion.</p> <p>Alternatively, Authority may consider a solvency certificate from the bankers of the Respondent. In that case, Transnet to provide the details of the Project Cost and the amount to be mentioned in the Solvency Certificate.</p>	The request is for letters of interest to be issued indicating the potential funders' interest in funding the project. We understand that these will not be firm commitments as they will be subject to detailed due diligence processes. Where external funding will be augmented by internal sources from shareholders or affiliated companies, similar letters are required from such sources supported by their proof of funding capacity. This is intended to demonstrate the bidders' ability to secure funding for the project.
9-Jun-25		Team provided response	Email	<p>Section 4/4.3 (ii)-As a practice in India, Brake Power Certificate (BPC) is periodically issued by Indian Railways after thorough examination of the train and testing the effectiveness of the brake power. This certifies that the rolling stocks are in good operational condition and is safe for operation</p> <p>In view of the above, the Respondents should be allowed to provide self-declaration regarding the good operational standing. Sample BPCs may be provided as evidence.</p>	The Bidder should provide evidence of the company's compliance with relevant safety, quality management standards and regulatory requirements in their jurisdiction. Self-declaration is not acceptable
9-Jun-25		Team provided response	Email	<p>Section 4/4.3 (iii)-In India, the maintenance of the rolling stock is carried out by the Indian railways. Therefore, relaxation should be provided for experience regarding maintenance of rolling stocks.</p>	The requirement stated in 4.3 (iii) remains
9-Jun-25		Team provided response	Email	<p>Section 3/2.3-We request Transnet to provide the details of the identified rolling stock, including condition assessment, valuation, Return-to-Service costs, maintenance schedule and costs</p>	The schedule of assets and details thereof will be provided to the shortlisted bidders during the RFP stage.
9-Jun-25		Team provided response	Email	<p>Section 3/2.3-We understand that the fleet of 600 locomotives and 21,000 freight wagons are only a part of the total rolling stocks of Transnet. It implies that the balance rolling stock will be operated by Transnet. In such case there would be a conflict of interest as Transnet is part of LeaseCo which is also in the business of leasing and both companies will compete with each other. Hence, we request that all rolling stocks should be transferred to LeaseCo and LeaseCo must be the only entity to lease the rolling stocks to other companies</p>	On establishment of the LeaseCo, Transnet will not be leasing any rolling stock outside of the LeaseCo. The LeaseCo will be the only entity leasing rolling stock and Transnet will have an equity share in the LeaseCo.
9-Jun-25		Team provided response	Email	<p>Section 3/2.3-We request you to please share the details of the leases including but not limited to customer name, contract period, number of locos/wagons leased, lease amount and other commercial parameters as it helps to evaluate the revenue flow to LeaseCo.</p>	This information will be provided to the Preferred Bidder/s at the of the RFP Stage.
9-Jun-25		Team provided response	Email	<p>Section 3/2.3-We understand that Transnet Engineering (TE) is currently supplying rolling stocks to Transnet. It is requested that the LeaseCo should be allowed to purchase the rolling stocks on a competitive basis from any supplier across the globe instead of buying only from Transnet.</p>	The LeaseCo will make its procurement decisions once established.
9-Jun-25		Team provided response	Email	<p>Section 3/2.6-Kindly confirm whether the LeaseCo shall be the only entity in South Africa, which shall be responsible for leasing of rolling stocks to various customers or Transnet will also continue to be in the leasing business. In such case how the allocation of business will take place</p>	We cannot confirm that LeaseCo will be the only leasing entity in South Africa as this is a free market economy. However Transnet's interest in rolling stock leasing will be conducted through the LeaseCo.
9-Jun-25		Team provided response	Email	<p>Section 3/2.6 / Figure 5-As per the proposed transaction structure, maintenance and Return-to-Service (RTS) for the assets of LeaseCo shall be carried out by Transnet Engineering (TE). Is there any pre-determined fee / cost for such work with TE.</p>	There is no predetermined fee/cost at this stage. The fees and commercial arrangements will be discussed between TE and LeaseCo upon establishment.
9-Jun-25		Team provided response	Email	<p>Section 3/2.6 / Figure 5-Please confirm whether LeaseCo will have the freedom to fix the leasing charges with its customers</p>	LeaseCo will have the freedom to negotiate the leasing rates/charges with its customers.
9-Jun-25		Team provided response	Email	<p>General-Kindly share any 3rd party market study / feasibility study regarding rail traffic potential in South Africa conducted by Transnet. This traffic study will also help us to understand the market dynamics of South African rail market.</p>	We unfortunately cannot share our feasibility study and market study at this stage. Please refer to the RFQ for reference material on the South African rail market.
9-Jun-25		Team provided response	Email	<p>SECTION 1: SBD1 FORM / Part A – Invitation to Bid-We request Transnet to extend the Closing Date by 4 weeks for us to complete the documentation for the RFQ.</p>	The closing date will be extended from 04 July 2025 to 04 August 2025
12-Jun-25		Team provided response	E-Tender Portal	<p>If the Lead Member of the consortium meets the tangible net worth of ZAR 4 billion, is it necessary for all consortium members to provide 10 years audited annual financial statement or is it sufficient for only the lead consortium member to provide these</p>	All consortium members are required to provide 10 years' unqualified audited financial statements. Refer to Section 5a Mandatory Returnable Documents
12-Jun-25		Team provided response	E-Tender Portal	<p>If the lead bidder is submitting a response with the support of external companies, is it mandatory to submit a formal consortium agreement with the RFQ, or would an agreement to form a consortium be sufficient at this stage?</p>	TECH FORM A: OWNERSHIP STRUCTURE AND AUTHORISED REPRESENTATIVE in the RFQ document should be completed to include all members of the consortium.