



# PORT OF RICHARDS BAY SOUTH DUNES LIQUID BULK RFP BRIEFING SESSION

Purpose: Briefing and Site Visit

Date: 19 January 2024

Time: 10:00 am



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<b>NO.</b>	<b>SUBJECT</b>	<b>BY WHO</b>	<b>DURATION (Minutes)</b>
<b>1.</b>	<b>INTRODUCTION &amp; WELCOME</b>	Port Manager: Captain Dennis Mqadi	10
<b>2.</b>	<b>SAFETY BRIEFING</b>	Eldad Malope	5
<b>3.</b>	<b>RFP OVERVIEW</b>	Thami Khubisa	35
<b>4.</b>	<b>SOUTH DUNES MASTERPLAN PROJECTS – INFRASTRUCTURE DEVELOPMENT</b>	Mbongeni Sangweni	20
<b>5.</b>	<b>QUESTIONS AND ANSWERS (Q&amp;A)</b>	ALL	45
<b>6.</b>	<b>CLOSING REMARKS</b>	Thami Sithole	5
<b>7.</b>	<b>SITE VISIT</b>	Sinegugu Ncama	30

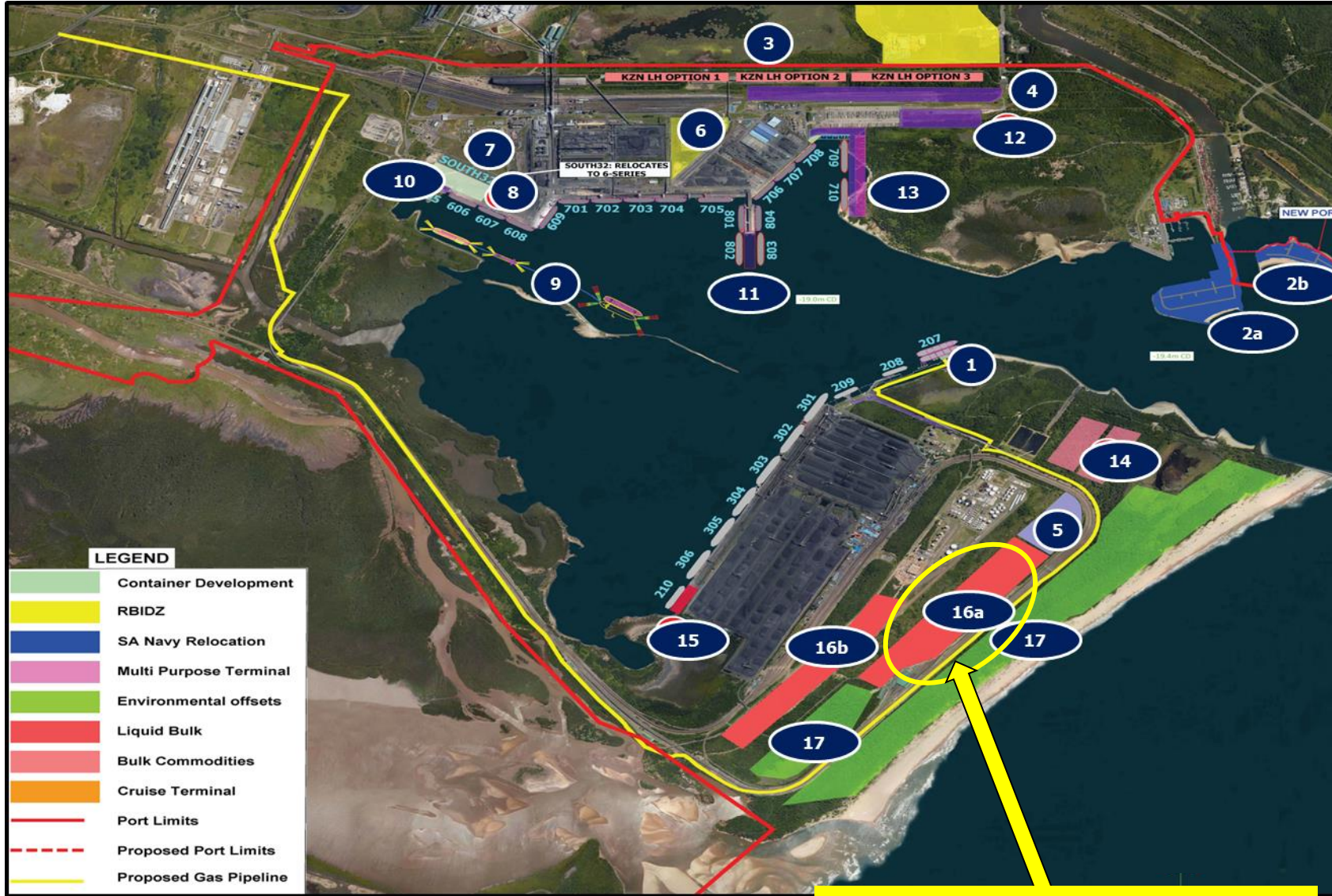


- On 06 December 2022, TNPA issued a Request for Information (“RFI”) to assess the market appetite on possible Liquid Bulk commodities to be handled at the South Dunes Precinct in the Port of Richards Bay, which yielded positive responses that indicated market appetite for further liquid bulk development in this precinct.
- Subsequently, on 06 December 2023, TNPA issued the Request for Proposal (“RFP”) for the development of Liquid Bulk and/or Green Fuel Terminals for five (5) greenfield sites (no. 1, 6, 7, 8 and 9).
- The terminal development is envisaged to be supported by the existing berths 208 and 209.
- TNPA is prioritising the development of Berth 210 to cater for increased demand and future growth in this sector.





# PORT OF RICHARDS BAY MASTER PLAN



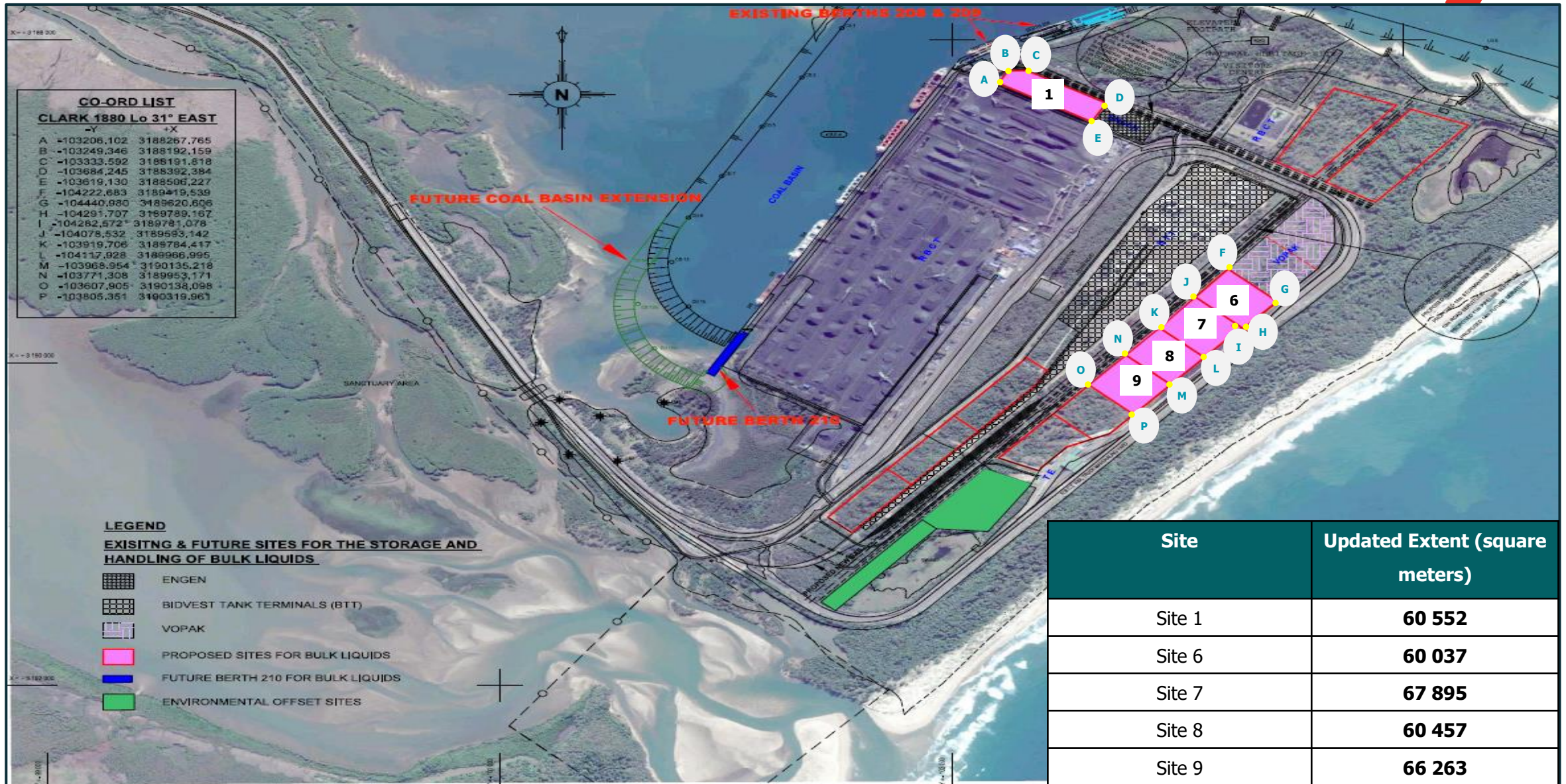
## Initiatives Overview

1. New Berths 207 for LNG
2. Relocation of SA Navy to Naval Island (2a) & Pelican Island (2b)
3. Provision for Relocated Bulk Commodities
4. Reconfiguration of Bayvue Railyard
5. Two allocated liquid bulk sites
6. Additional Chrome Storage Area (Mega Chrome Terminal)
7. Relocate South32 stock yard
8. Provision for Container Handling Facility
9. Powership area
10. New Berth 605
11. New Berths 802 & 803 for Mega Chrome Terminal
12. Extension of Ferro slab to cater for future growth
13. New Berths 709 & 710 for Neo Bulk
14. Future LNG storage sites
15. New Berth 210 – Liquid Bulk
16. Future Liquid Bulk lease sites (16a & 16b)
17. Environmental offsets land

Proposed sites for Liquid Bulk and/or Green Fuel Terminals



# CO-ORDINATES OF THE ADVERTISED FIVE (5) SITES



# SALIENT POINTS OF THE RFP

- Bidders are required to advise TNPA of their preferred first and second choice from the available five (5) sites.
- A concept terminal design must be submitted that has the flexibility to be accommodated at any of the available sites.
- After the sites have been allocated by TNPA, the terminal operator is required to pay monthly concession fees for the full land extent of the site.
- TNPA reserve its rights to award sites to Bidders based on responses that will be aligned to the following:
  - Compatibility of cargoes as per land use strategy; or
  - Ideal use of the land; or
  - Connectivity to the berths; or
  - Optimal revenue for TNPA.
- This RFP is open to all Liquid Bulk commodities including any potential for green fuels but excluding LNG.



# DEFINITION OF GREEN FUELS AS PER RFP

- **Biofuels:** derived from organic materials such as crops (corn, sugarcane), algae, or organic waste. Common biofuels include ethanol (made from corn or sugarcane) and biodiesel (made from vegetable oils or animal fats); or
- **Green Hydrogen:** can be produced from renewable sources like water electrolysis using electricity generated from wind or solar power. It is considered a green fuel when produced using clean energy sources; or
- **Synthetic Fuels:** produced through processes like Power-to-Gas (PtG) or Power-to-Liquid (PtL), where electricity is used to convert carbon dioxide (CO<sub>2</sub>) and water into fuels like synthetic methane or synthetic gasoline; or
- **Biogas:** produced from the anaerobic digestion of organic materials such as agricultural waste, sewage, and food scraps. It consists primarily of methane and carbon dioxide; or
- **Hydrogenated Vegetable Oil (HVO):** a type of biodiesel made from hydrogenating vegetable oils or animal fats, resulting in a fuel with properties similar to diesel fuel; and
- **Green Ammonia:** can be produced from renewable energy sources and used as a carbon-free fuel or as a carrier of hydrogen for various applications.











Some technical and financial requirements of the RFP:

- Portfolio of evidence reflecting at least between 2 Years to 5 years relevant experience;
- Portfolio of evidence indicating at least one (1) or two (2) relevant terminals operated and/or are currently operated;
- A bidder with an EBITDA of at least between R1 Million to R2 Million; and
- A bidder that can demonstrate ability in raising capital with a value of at least between R100 Million to R200 Million.





# RFP QUALIFICATION & EVALUATION CRITERIA

PART II - QUALIFICATION CRITERIA	PART III - EVALUATION CRITERIA - STAGE 1 FUNCTIONALITY	PART III-EVALUATION CRITERIA – STAGE 2 PRICE & PREFERENCE	PART IV – DUE DILIGENCE
<ul style="list-style-type: none"> <li>• <b>Qualification Criteria 1 : Administrative Responsiveness</b> <ul style="list-style-type: none"> <li>- Timely Submission of Bid Response</li> <li>- Bid Response Duly Signed on all relevant documents</li> </ul> </li> <li>• <b>Qualification Criteria 2: Substantive Responsiveness (Mandatory Returnable)</b> <ul style="list-style-type: none"> <li>- Concession Fee Offer</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Previous Exp. &amp; Track Record (30)</li> <li>• SHE &amp; Risk (20)</li> <li>• Financial Capacity (50)</li> <li>• Business Case (100) comprising of:                             <ul style="list-style-type: none"> <li>- Market Analysis (20)</li> <li>- Financial Management Plan (20)</li> <li>- Operating Model (20)</li> <li>- Project Schedule (10)</li> <li>- Concept Design (10)</li> <li>- Funding Model (20)</li> </ul> </li> </ul> <p><b>TOTAL POINTS = 200</b></p>	<ul style="list-style-type: none"> <li>• Price:                             <ul style="list-style-type: none"> <li>Concession Fee Offer (90)</li> <li>Points Scored = Points out of 100 x 90% = 90 points</li> </ul> </li> <li>• Preference:                             <ul style="list-style-type: none"> <li>B-BBEE Scorecard (10)</li> <li>Points Scored = Points out of 100 x 10% = 10 points</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Detailed Due diligence will be conducted on all bidders who meet the requirements of Part III stage 1 &amp; 2</li> </ul>
 	 		 
<p>Bidders who comply with all the requirements of Administrative and Substantive Responsiveness will be eligible for evaluation under Part III Evaluation Criteria</p>	<p>Minimum Score of 140 points (70%) of the Total 200 Points required to be eligible for evaluation under Stage 2 of this Evaluation Criteria. A Bidder who does not meet the minimum 140 points (70%), will not receive any further consideration.</p>	<p>On completion of the evaluation under Stage 2, Bidders will be ranked and be eligible for appointment as the Preferred Bidder provided, there is no objective Criteria which justifies the appointment of another Bidder other than the Highest Ranked Bidder</p>	<p>If no Criteria under Due Diligence/Probity Check which justifies the appointment of another Bidder other than the Highest Ranked Bidders, the Bidder who scores the highest points will be appointed as the Preferred Bidder and the Bidder with the Second Highest will be appointed the Reserve Bidder.</p>

# PROBITY CHECK AND DUE DILIGENCE

- TNPA will undertake a Due Diligence and Probity Check exercise on all the Bidders that have passed Part III, Stage I & II (Functionality, Price & Preference) of the evaluation, prior to making the final appointment of the Preferred and Reserve Bidders.
- The RFP further states that it is the bidder's responsibility to conduct a market analysis when responding in order to build a solid and robust business case with respect to the Liquid Bulk and/or Green Fuels volume growth that will warrant the Bidder's development of a terminal in the Port of Richards Bay.

# TRANSFORMATION SCORING



SPECIFIC TRANSFORMATION GOALS	NUMBER OF POINTS (90/10 SYSTEM)
B-BBEE Status Level of Contributor 1 or 2	4.0
The promotion of enterprises located in uMhlathuze Municipality for work to be done or services to be rendered in that Municipality	2.0
The promotion of supplier development through subcontracting a minimum of 30% of the value of the contract to /with EMEs and/or QSEs 51% owned by black people, 51% owned by black youth, 51% owned by black people with disabilities or 30% owned by black women	4.0
Non-compliant and/or B-BBEE Level 3-8 contributors	0.0



# RFP TIMELINES



Activity	Deadline
RFP issued to market	06 December 2023
Non-compulsory briefing session	19 January 2024
Bid Submission Closing Date (electronic submission via e-tenders only)	30 April 2024 @ 17:00 CAT

# BRIEFING NOTE 01 ISSUED ON 16 JANUARY 2024



Updated Clause 7.7 of the RFP:

The updated details of the available five (5) sites are as follows:

Site	Updated Extent (square meters)
Site 1	<b>60 552</b>
Site 6	<b>60 037</b>
Site 7	<b>67 895</b>
Site 8	<b>60 457</b>
Site 9	<b>66 263</b>

# SUBMISSION OF BID RESPONSE



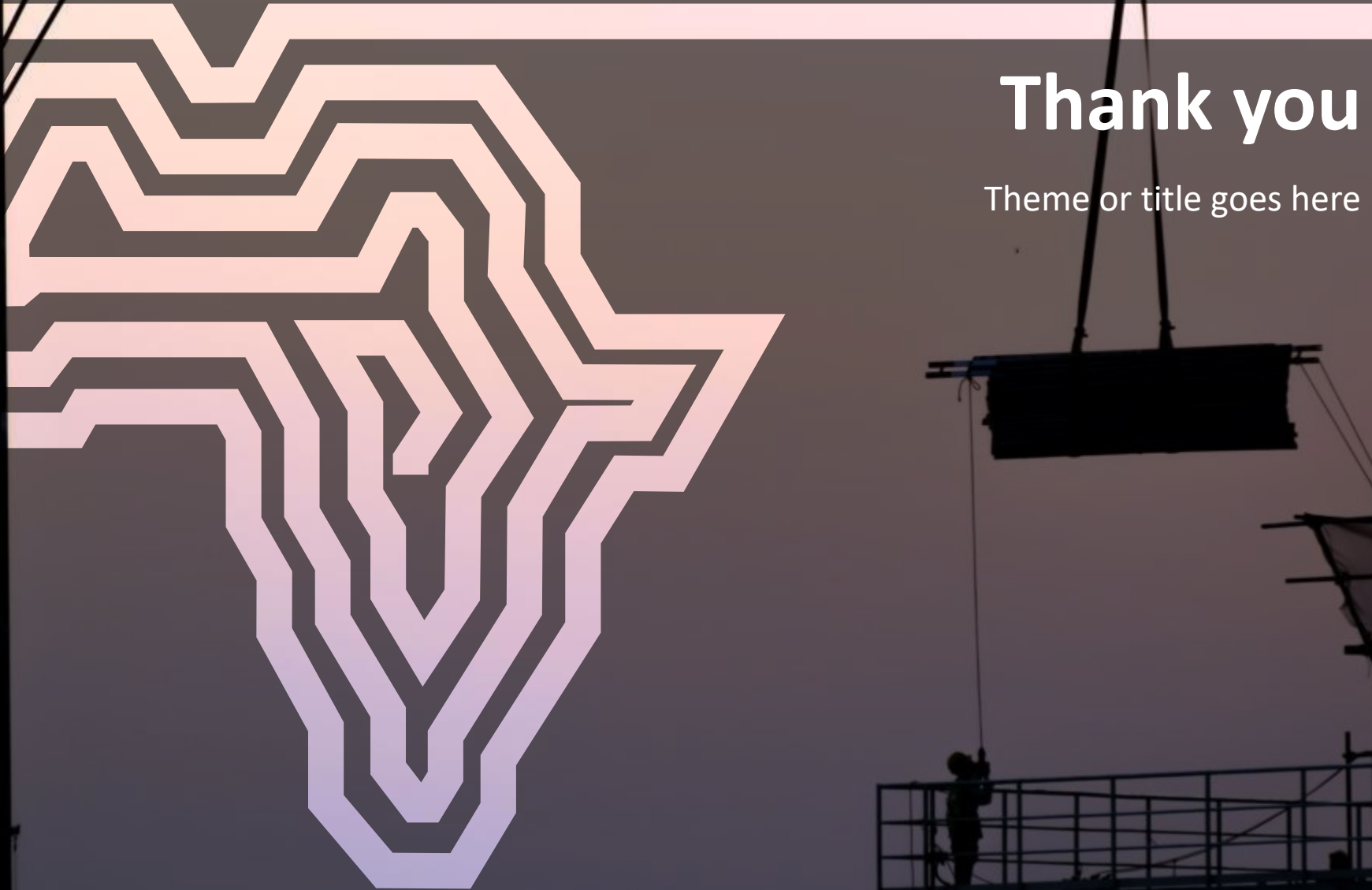
<p><b>Bid Responses in relation to the Bid Submission Date:</b></p>	<p>Submitted by no later than <b>17h00 CAT on 30 April 2024.</b></p>
<p><b>Submission of bid response:</b></p>	
<p>All Bid Responses and documents contained therein must be:</p> <ul style="list-style-type: none"> <li>• in a PDF format.</li> <li>• Properly indexed, readable and capable of being electronically accessed.</li> <li>• 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.</li> </ul> <p><b>Note to the bidders:</b></p> <p><b>Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.</b></p>	<p>The Transnet e-Tender Submission Portal can be accessed as follows:</p> <ul style="list-style-type: none"> <li>• Log on to the Transnet e-Tenders management platform website/ Portal (<a href="https://transnetetenders.azurewebsites.net">transnetetenders.azurewebsites.net</a>);</li> <li>• Please use Google Chrome to access Transnet link/site);</li> <li>• Click on <b>“ADVERTISED TENDERS”</b> to view advertised tenders;</li> <li>• Click on <b>“SIGN IN/REGISTER”</b> – for bidder to register their information (must fill in all mandatory information);</li> <li>• Click on <b>“SIGN IN/REGISTER”</b> - to sign in if already registered;</li> <li>• Toggle (click to switch) the <b>“Log an Intent”</b> button to submit a bid;</li> <li>• Submit bid documents by uploading them into the system against each tender selected; and</li> <li>• No late submissions will be accepted. The bidder guide can be found on the Transnet Portal: <a href="https://transnetetenders.azurewebsites.net">transnetetenders.azurewebsites.net</a></li> </ul>
<p>All queries and requests for clarification in respect of this RFP shall be requested by way by way of <b>Annex V (RFP Clarification Request Form)</b> of this RFP addressed, in writing, to the Project Officer through the official project email address and TNPA will respond to all bidders and upload responses on E-Tenders.</p>	<p>The contact details of the Project Officer are the following:</p> <p>TNPA Project Manager: Port of Richards Bay Email: <a href="mailto:LIQUIDBULKTERMINALS RFP@TRANSNET.NET">LIQUIDBULKTERMINALS RFP@TRANSNET.NET</a></p>





# Thank you

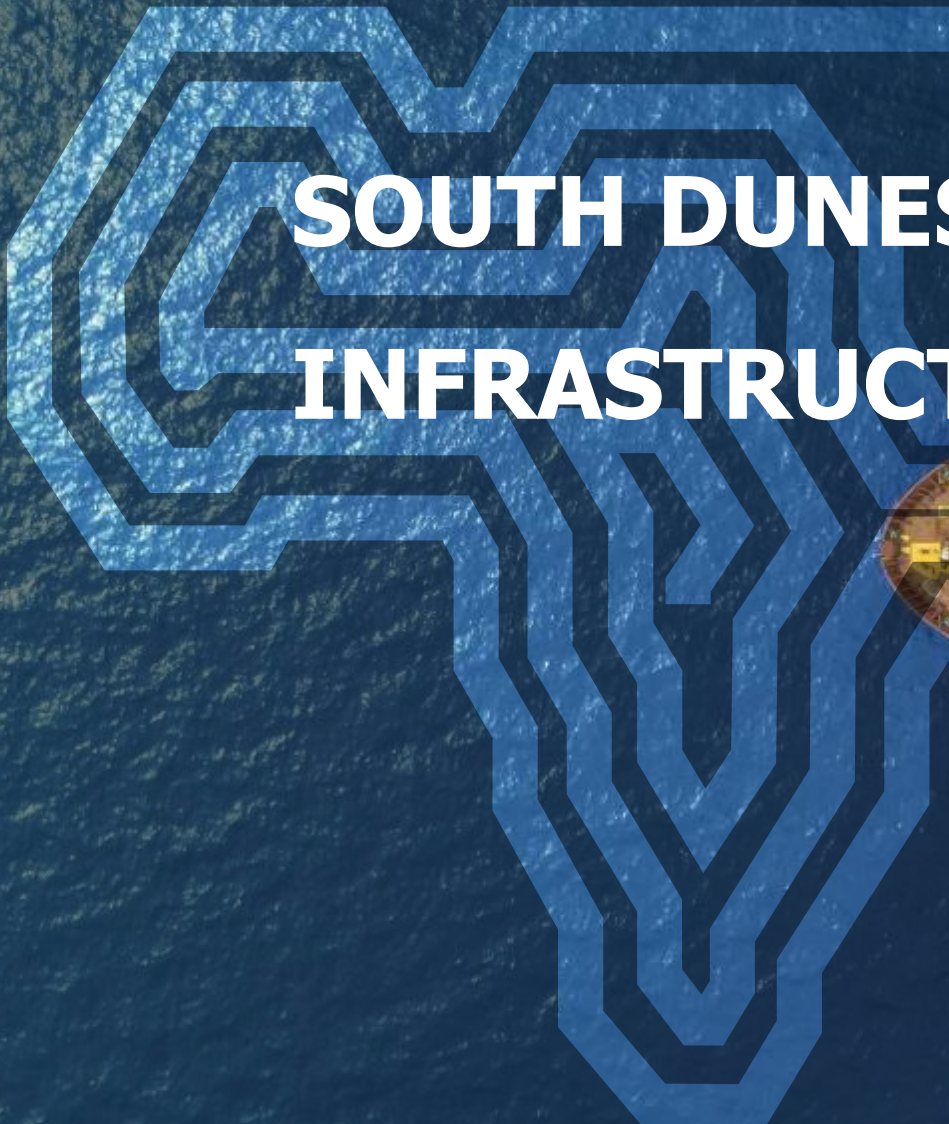
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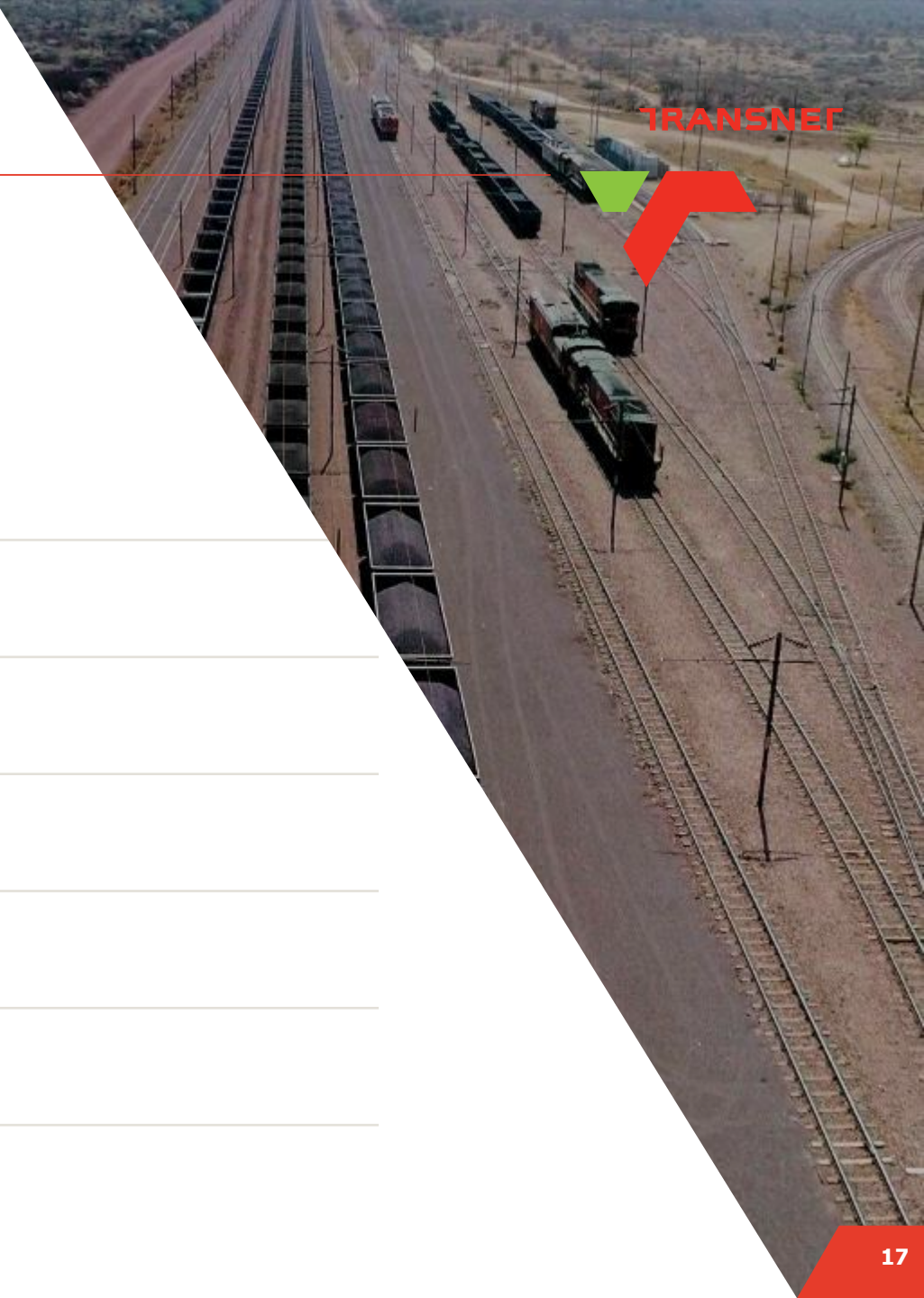
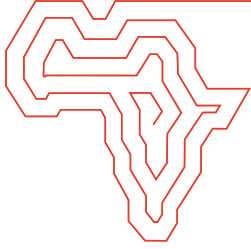
# **SOUTH DUNES MASTERPLAN PROJECTS: INFRASTRUCTURE DEVELOPMENT**





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Port of Richards Bay South Dunes Projects



**01** Masterplan

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**02** Projects (Scope, Status & Timelines)

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# Port of Richards Bay Masterplan

## Overview:



# 1. New Liquefied Natural Gas (LNG) Terminal & Common User Infrastructure



## Project Scope

The development of a new Liquefied Natural Gas (LNG) Terminal at the Port of Richards Bay which includes Berth 207, loading arms, pipelines, bulk services & storage facilities:

- Terminal Operator (TO)
- Common User Infrastructure (CUI)

## Project Status

### a) New LNG Terminal:

- TNPA followed a Request for Proposal (RFP) to solicit a Terminal Operator (TO) to design, build, operate and maintain the new LNG terminal
- The successful TO was announced on 10-Jan-2024

#### Timelines:

Activity	Start to Finish
Design & Construction (Terminal/FSU)	Jan-2024 to Mar-2027
Commission of the Terminal	Apr-2027 to Jun-2027
Project close-out	Jun-2027

### b) Common User Infrastructure (CUI): New Berth 207, Gas Transmission Pipeline & Bulk Services

- An RFP for the design and construction of the CUI was issued in 2023
- Procurement process is still in progress

#### Timelines:

Activity	Start to Finish
Design & Construction (CUI)	Apr-2024 to Mar-2027
Commission of the Terminal	Apr-2027 to Jun-2027
Project close-out	Jun-2027

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# TNPA LNG TERMINAL SOLUTION



## 2. Concept & Pre-feasibility Studies for South Dunes Liquid Bulk Development



### Project Scope

To investigate & make recommendations:

- Capacity analysis of the existing Liquid Bulk Berths & the provision of additional berth(s) (i.e., New Berth 210) if required
- Reconfiguration of berths infrastructure & servitude (berth & landside)
- Adequacy of capacity of road, rail, pipeline & hinterland analysis
- Sufficiency of the bulk services infrastructure in the South Dunes Precinct

### Project Status

Bids were evaluated, completed on 12-Dec-2023 & in the process to award no later than 31-Jan-2024 with projection that the study will be completed within 12 months

#### Timelines:

Activity	Start to Finish
Contract Award	Jan-2024 to Jan-2024
Study	Feb-2024 to Jan-2025
Project close-out	Feb-2025 to Mar-2025





### 3. Concept & Pre-feasibility Studies for New Berth 210



#### Project Scope

Conduct pre-feasibility study for the New Berth 210, Pipe-rack's, Bulk services, Road & Rail layout

#### Project Status

- Scope of Works was developed & squad checked on 08-Dec-2023
- Drafting of Project Lifecycle Process (PLP)

#### Timelines:

Activity	Start to Finish
Contract Award	Apr-2024 to Apr-2024
Study	Jun-2024 to Dec-2024
Gate Review	Feb-2025 to Feb-2025
CAPIC	Mar-2025 to Mar-2025
Feasibility Study	Jul-2025 to Nov-2026
Execution/Construction	Apr-2027 to Mar-2029



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Thank you

